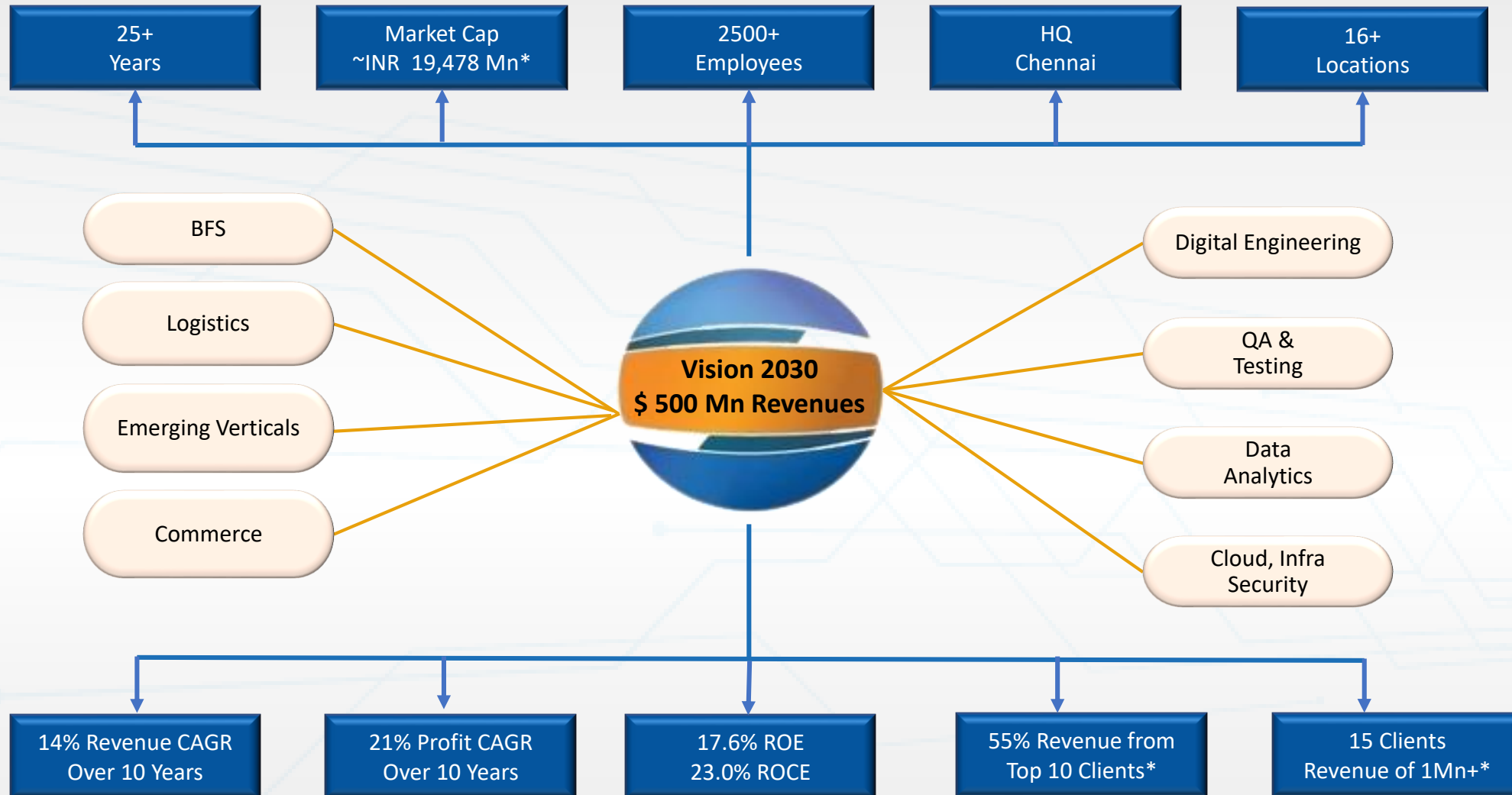




EARNINGS PRESENTATION

Q4-FY25/FY25



Saksoft



BFS

30%



Emerging Verticals

46%



Logistics

13%



Commerce

11%

Our USP

- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

Customer-fit: Focus on clients with revenues ranging from USD 100 million to USD 3 billion- not too large to lose the customer perspective nor too little to be unable to spend appropriately.



Cross-selling and upselling by the company aided in its development as a full-service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

Q4-FY25/FY25 PERFORMANCE

Q4-FY25/FY25 Financial and Operational Highlights

Q4-FY25 Consolidated Performance

INR 2,398.83 Mn
Operating Income

INR 363.99 Mn
Operating EBITDA

15.17%
Operating EBITDA
Margins

INR 300.29 Mn
Net Profit

12.52%
PAT Margins

INR 2.27/ Share
Basic EPS

FY25 Consolidated Performance

INR 8,830.09 Mn
Operating Income

INR 1,462.57 Mn
Operating EBITDA

16.56 %
Operating EBITDA
Margins

INR 1,088.00 Mn
Net Profit

12.32%
PAT Margins

INR 8.21/ Share
Basic EPS

Operational Highlights

- Strategic investments in building AI frameworks and accelerators like SakPilot, Quality360 that help our clients accelerate innovation, enhance engineering productivity, and confidently scale their AI initiatives
- Sales Talent and client partner investment has been a focus during the year
- One customer has been added to 0.5Mn USD in BFS vertical

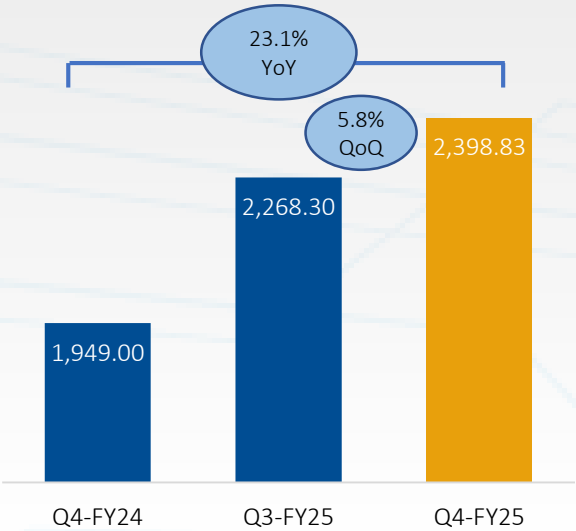
Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

“We finished 2024-25 with a revenue growth of 16% when compared to the previous year. Revenues in quarter 4 were also 5.7% higher than in the previous quarter. We are investing in building our own AI platform to strengthen our value proposition to customers and helping us pivot towards an AI led product engineering company. We also continue to invest in hiring sales talent and client partners in the US geo and further strengthen our sales organization.”

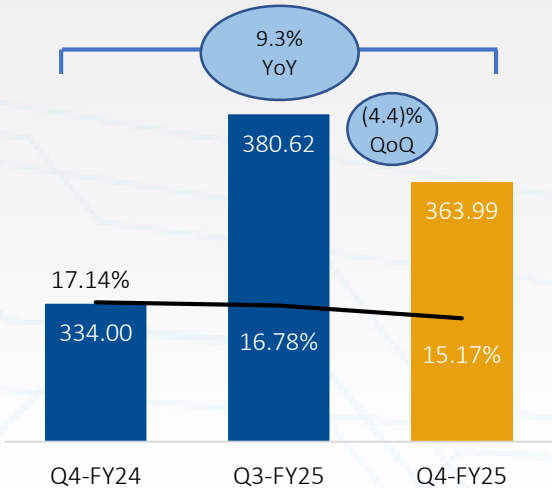
Financial Performance

Quarterly Performance

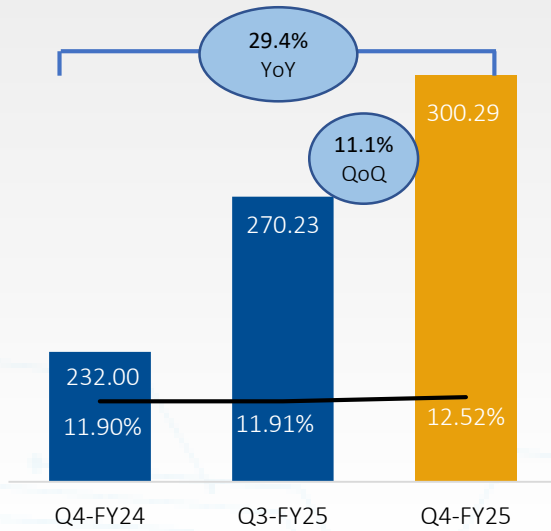
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

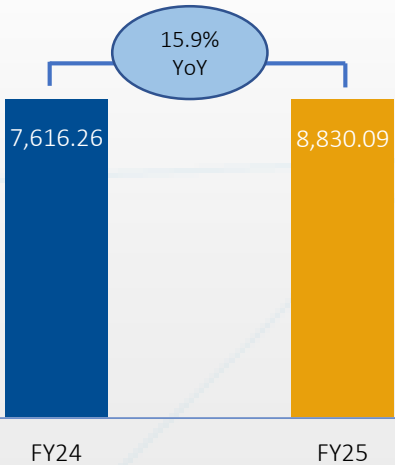


PAT (INR MN)

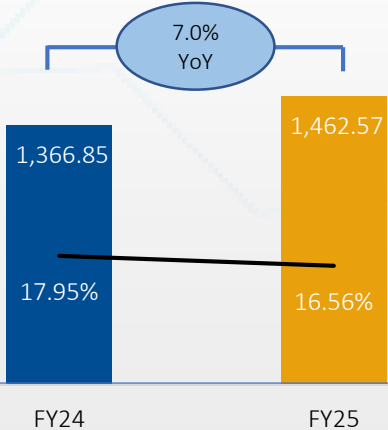


12 Month's Performance

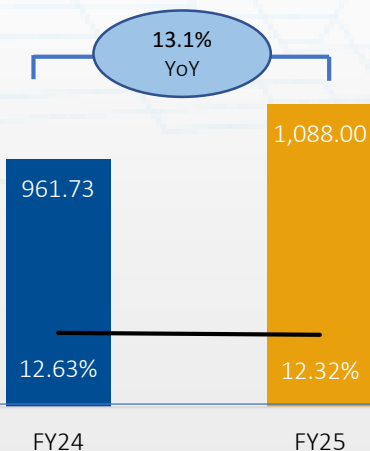
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

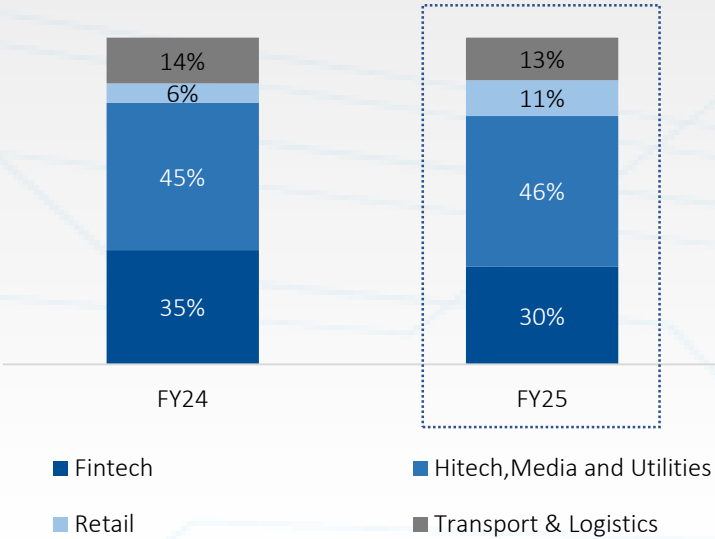


PAT (INR MN)

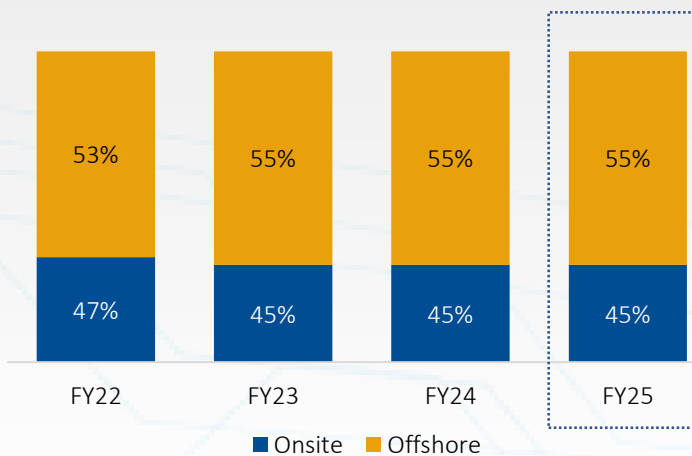


Q4-FY25 / FY25 Key Performance Metrics

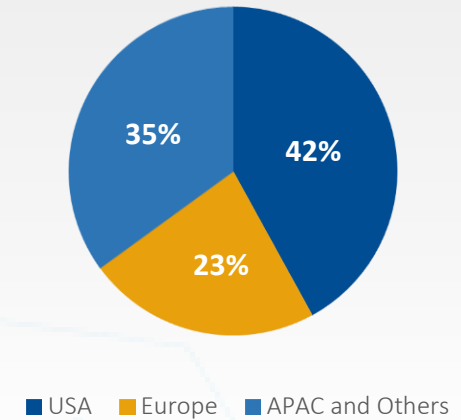
REVENUE BY VERTICALS*



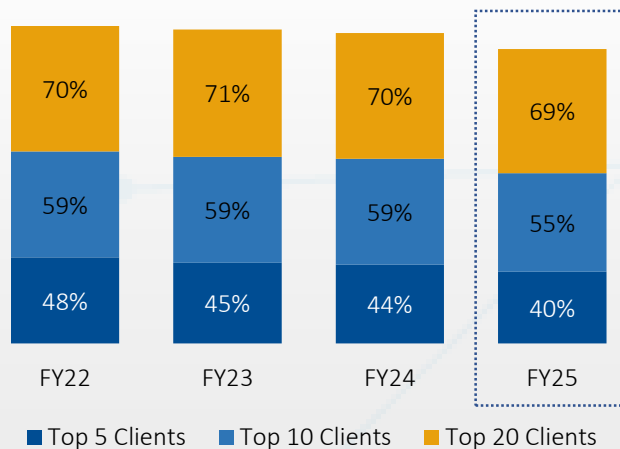
REVENUE MIX (%)



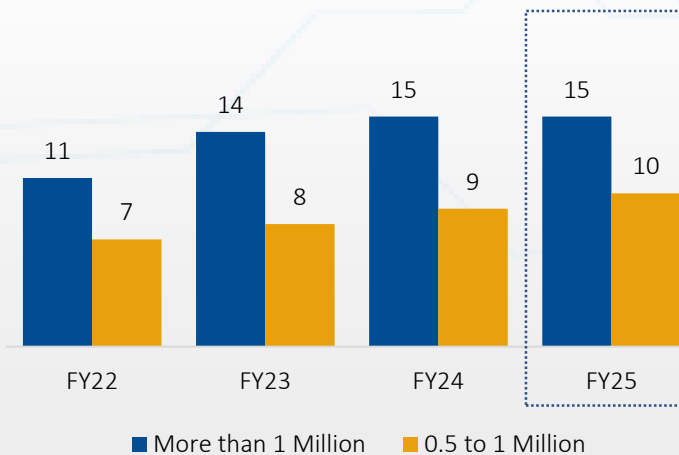
FY25 REVENUE BY GEOGRAPHY (%)



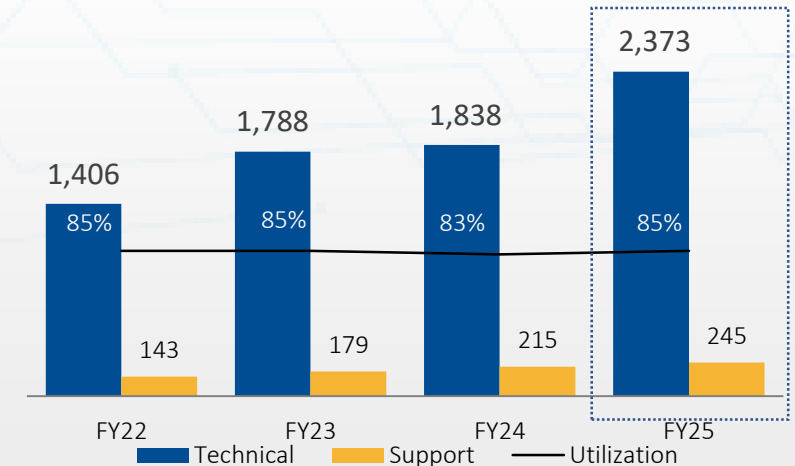
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



*For the purpose of segment and verticals, only FY24 has been re-casted into current segment information

Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q4-FY25	Q3-FY25	Q-o-Q	Q4-FY24	Y-o-Y
Operating Income	2,398.83	2,268.30	5.8%	1,949.00	23.1%
Expenses	2,034.84	1,887.68	7.8%	1,615.93	25.9%
Operating EBITDA	363.99	380.62	(4.4)%	333.07	9.3%
<i>Operating EBITDA Margins (%)</i>	<i>15.17%</i>	<i>16.78%</i>	<i>(161) Bps</i>	<i>17.09%</i>	<i>(192) Bps</i>
Depreciation	34.19	30.60	11.7%	33.6	1.8%
Finance Cost	24.71	25.82	(4.3)%	11.35	NA
Other Income	65.27	36.40	79.3%	24.62	NA
PBT	370.36	360.60	2.7%	312.74	18.4%
Tax	70.07	90.37	(22.5)%	80.7	(13.2)%
Profit After Tax	300.29	270.23	11.1%	232.04	29.4%
<i>PAT Margins (%)</i>	<i>12.52%</i>	<i>11.91%</i>	<i>61 Bps</i>	<i>11.91%</i>	<i>61 Bps</i>
Other Comprehensive Income	57.91	(68.88)	NA	13.59	NA
Total Comprehensive Income	358.20	201.35	77.9%	245.63	45.8%
EPS Basic (INR)	2.27	2.04	11.3%	1.86	22.0%

Annual Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY25	FY24	Y-o-Y
Operating Income	8,830.09	7,616.26	15.9%
Expenses	7,367.52	6,249.41	17.9%
Operating EBITDA	1,462.57	1,366.85	7.0%
<i>Operating EBITDA Margins (%)</i>	<i>16.56%</i>	<i>17.95%</i>	<i>(139) Bps</i>
Depreciation	126.34	118.98	6.2%
Finance Cost	84.95	35.26	NA
Other Income	168.32	69.48	NA
PBT	1,419.60	1,282.09	10.7%
Tax	331.60	320.36	3.5%
Profit After Tax	1,088.00	961.73	13.1%
<i>PAT Margins (%)</i>	<i>12.32%</i>	<i>12.63%</i>	<i>(31) Bps</i>
Other Comprehensive Income	106.17	80.45	32.0%
Total Comprehensive Income	1,194.17	1,042.18	14.6%
EPS Basic (INR)	8.21	7.66	7.2%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY22	FY23	FY24	FY25
Operating Income	4,804	6,656	7,616	8,830
Expenses	4,014	5,574	6,249	7,368
Operating EBITDA	790	1,082	1,367	1,463
<i>Operating EBITDA Margins (%)</i>	<i>16.44%</i>	<i>16.25%</i>	<i>17.95%</i>	<i>16.56%</i>
Depreciation	69	100	119	126
Finance Cost	28	22	35	85
Other Income	111	94	69	168
PBT	804	1,054	1,282	1,420
Tax	171	234	320	332
Profit After Tax	633	820	962	1,088
<i>PAT Margins (%)</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.63%</i>	<i>12.32%</i>
Other Comprehensive Income	3	85	80	106
Total Comprehensive Income	636	905	1,042	1,194
EPS Basic (INR)	6.34	8.18	9.59	8.21

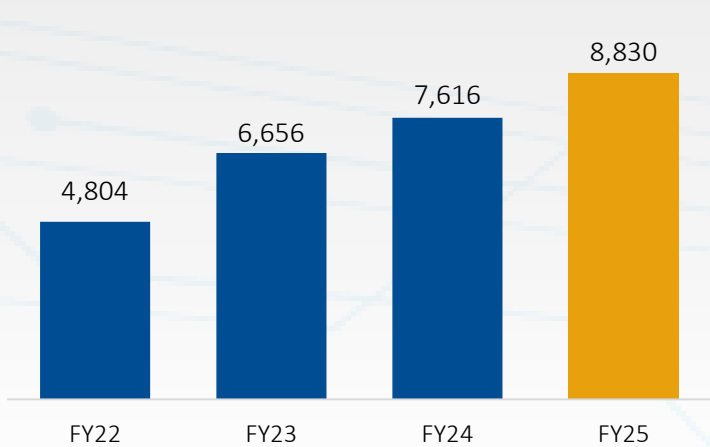
Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY23	FY24	FY25
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	101	127
(B) Other Equity	3,945	4,953	6,064
Total Equity	4,045	5,054	6,191
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	73	326
(ii) Other Financial liabilities	41	302	396
(iii) Lease liabilities	81	124	126
(B) Provisions	102	151	210
(C) Other Non-Current Liabilities	-	-	-
Total Non – Current Liabilities	224	650	1,058
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	11	217
(ii) Trade Payables	257	359	309
(iii) Lease Liabilities	54	56	85
(iv) Other Financial Liabilities	153	483	871
(B) Other Current Liabilities	858	1,157	1,068
(C) Provisions	90	94	129
Total Current Liabilities	1,412	2,160	2,679
GRAND TOTAL - EQUITIES & LIABILITES	5,681	7,864	9,928

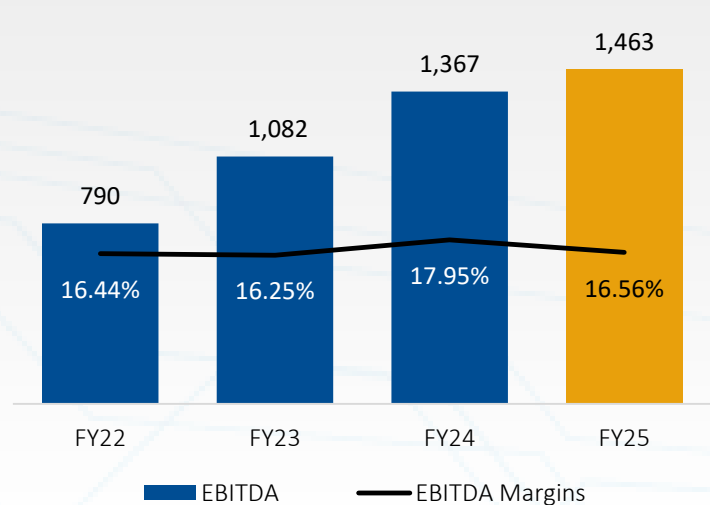
PARTICULARS (INR MN)	FY23	FY24	FY25
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	147	146	137
(B) Right-of-Use Assets	128	149	176
(C) Goodwill on Consolidation	1,903	3,270	4,888
(D) Other Intangible Assets	5	4	3
(E) Financial Assets			
(i) Investments	-	-	-
(ii) Other Financial Assets	170	31	69
(F) Deferred Tax Assets (Net)	73	86	141
(G) Other Non - Current Assets	-	-	-
Total Non – Current Assets	2,426	3,686	5,414
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	90	145	-
(ii) Trade Receivables	1,164	1,620	1,940
(iii) Cash & Cash Equivalents	879	1,418	1,683
(iv) Bank balances other than above	557	507	290
(v) Loans	2	17	-
(vi) Other Financial Assets	249	178	253
(B) Current Tax Assets (Net)	33	40	53
(C) Other Current Assets	281	253	295
Total Current Assets	3,255	4,178	4,514
GRAND TOTAL – ASSETS	5,681	7,864	9,928

Consolidated Financial Performance

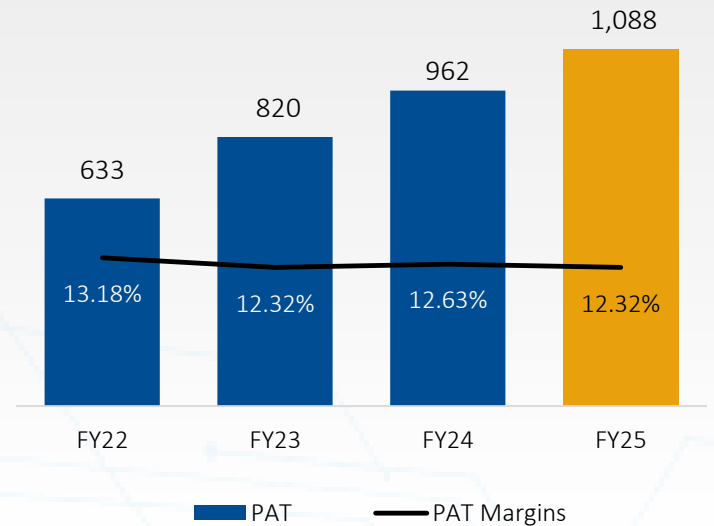
REVENUES (INR MN)



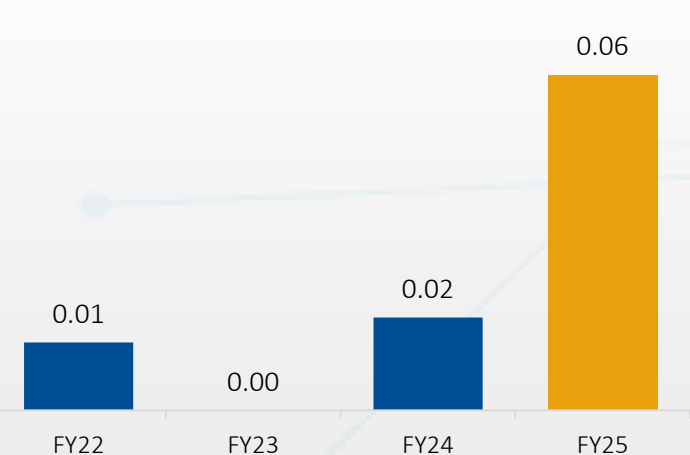
OPERATING EBITDA (INR MN)



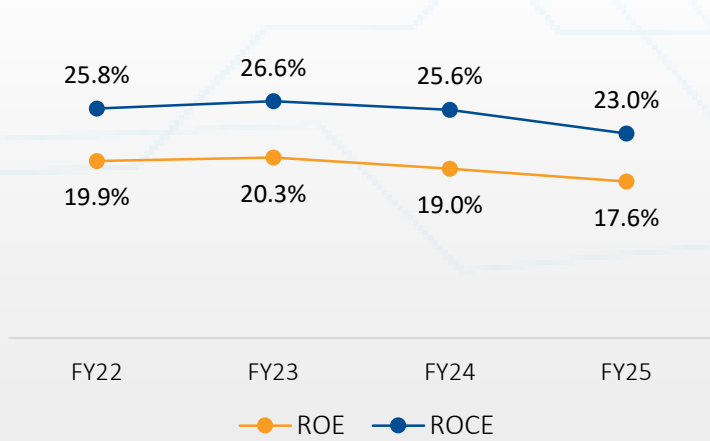
PAT (INR MN)



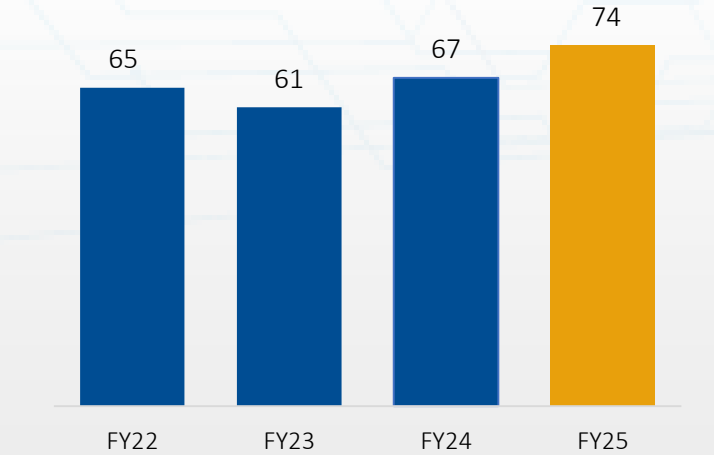
DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)

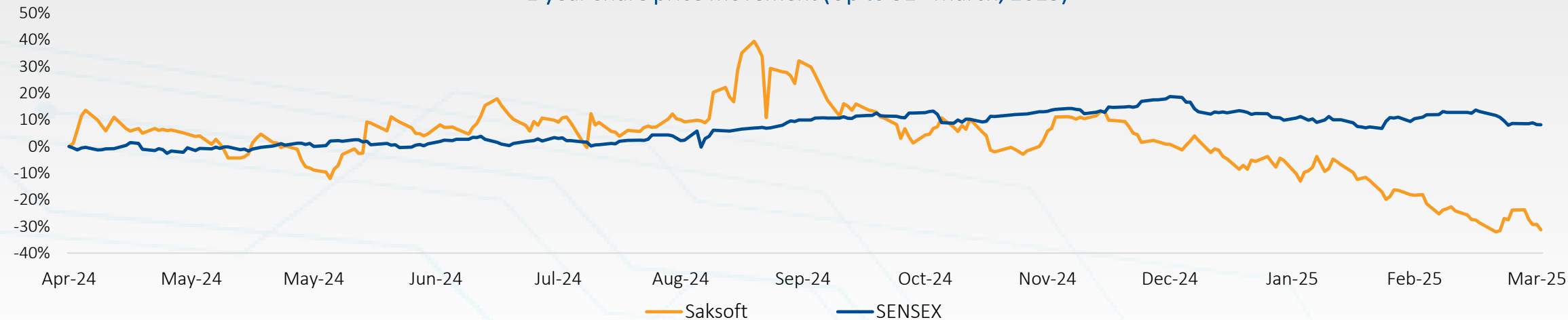


DSO DAYS



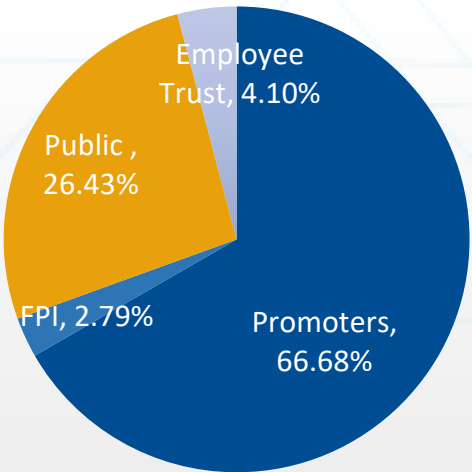
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

1 year share price movement (Up to 31st March, 2025)

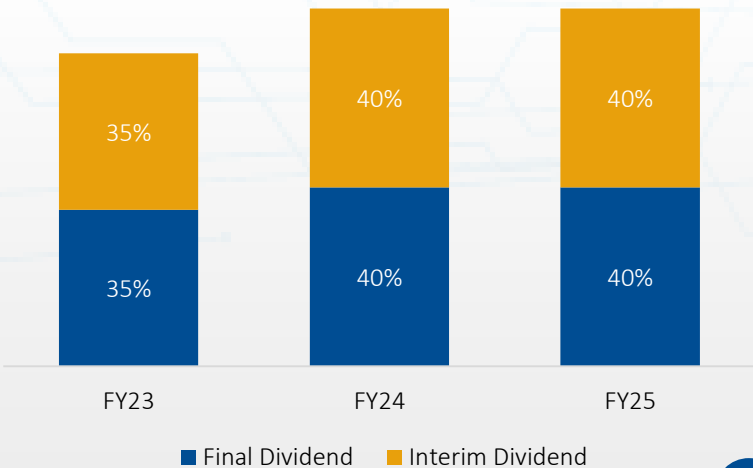


Price Data (as on 31 st March, 2025)	
Face value (INR)	1.00
Market Price (INR)	146.95
52 Week H/L (INR)	304.00/143.45
Market Cap (INR Mn)	19,478.41
Equity Shares Outstanding (Mn)	132.55
1 Year Avg. Trading Volume ('000)	364.18

Shareholding Pattern (As on 31st March, 2025)



Dividend as a % of Face Value



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Saksoft Limited

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THANK YOU