



12<sup>th</sup> August, 2019

To

The Listing/Compliance Department  
The National Stock Exchange of India  
Limited  
"Exchange Plaza"  
Bandra Kurla Complex  
Bandra (E)  
Mumbai - 400 051

Stock Code: SAKSOFT

The Listing/Compliance Department  
BSE Limited  
Floor No.25, Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai - 400 001

Stock Code: 590051

Dear Sir/Madam,

**Sub: Press Release-reg.**

We wish to inform the Exchange(s) that the Company is making the press release with respect to the financial results for the first Quarter ended 30<sup>th</sup> June, 2019 as enclosed with this letter today.

Please take on record.

Yours faithfully,  
For Saksoft Limited

**S.Muthukrishnan**  
Company Secretary

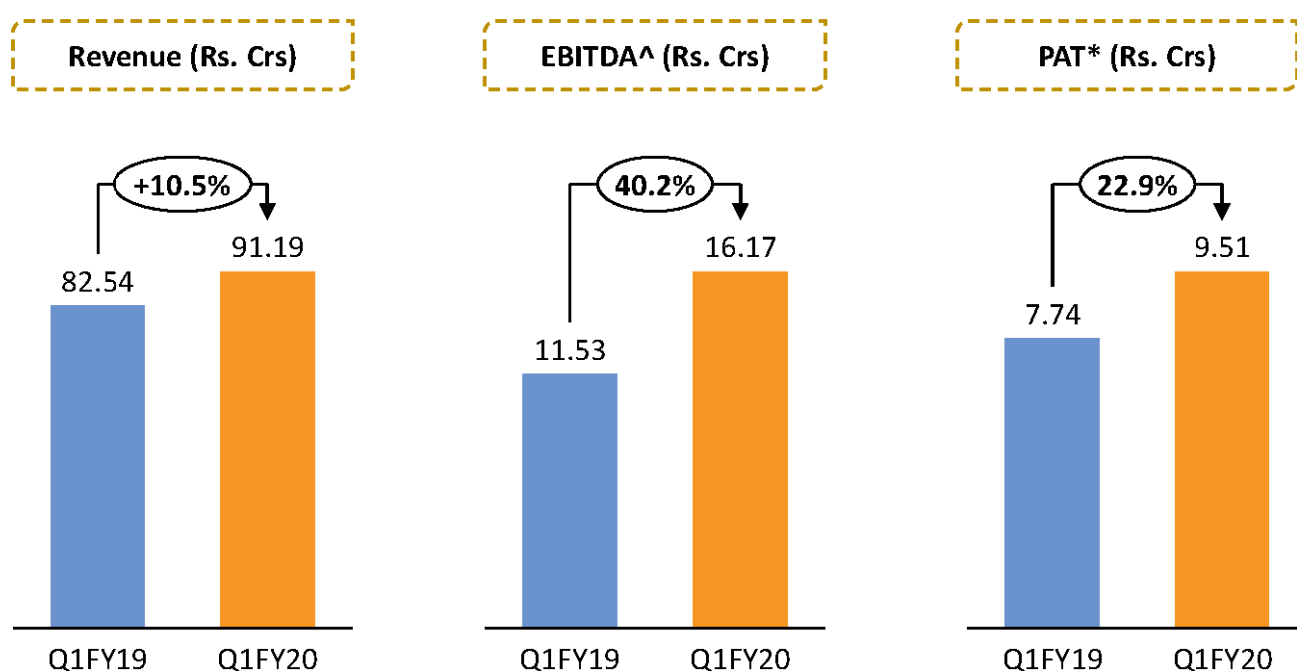


Investor Release: 12<sup>th</sup> August 2019

***Revenue at Rs. 91.19 Crs, a growth of 10.5% Y-o-Y***  
***EBITDA at Rs. 16.17 Crs, a growth of 40.2% Y-o-Y***  
***PAT (Before minority) at Rs. 9.51 Crs, a growth of 22.9% Y-o-Y***

**Chennai, August 12, 2019:** Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its un-audited financial results for the Quarter ended 30<sup>th</sup> June 2019.

## Financials at a Glance:



Commenting on the results and performance **Aditya Krishna, Chairman & Managing Director of Saksoft Ltd.** said:

*“The adoption of focused inch-wide, mile-deep positioning has strengthened our respect for specialisation. We are optimistic of sustaining our business momentum on account of a prudent selection of industry verticals in which we have chosen to be present”*

<sup>^</sup>includes impact of IND AS 116

<sup>\*</sup>PAT is before minority interest

## Financial & Operating Highlights Q1FY20 on Y-o-Y basis :

### ***Revenue Growth of 10.5%***

- The Company recorded Revenue of Rs.91.19 Crs during Q1FY20, as against Rs.82.54 Crs in Q1FY19 a ***growth of 10.5%***
- Revenue growth was primarily due to the strategy shift of working on a vertical based focus and dedicated team model with our customers

### ***EBITDA growth of 40.2%***

- EBITDA for Q1FY20 stood at Rs.16.17 Crs as compared to Rs.11.53 Crs for Q1FY19, a ***growth of 40.2%***
- EBITDA margins stood at 17.7% as compared to 14.0% an ***increase of 376 bps***
- The EBITDA for Q1FY20 is higher by Rs 1.25 Crs on account of adoption of Ind AS 116 resulting in an impact of 1.37%

### ***Profitability growth of 22.9 %***

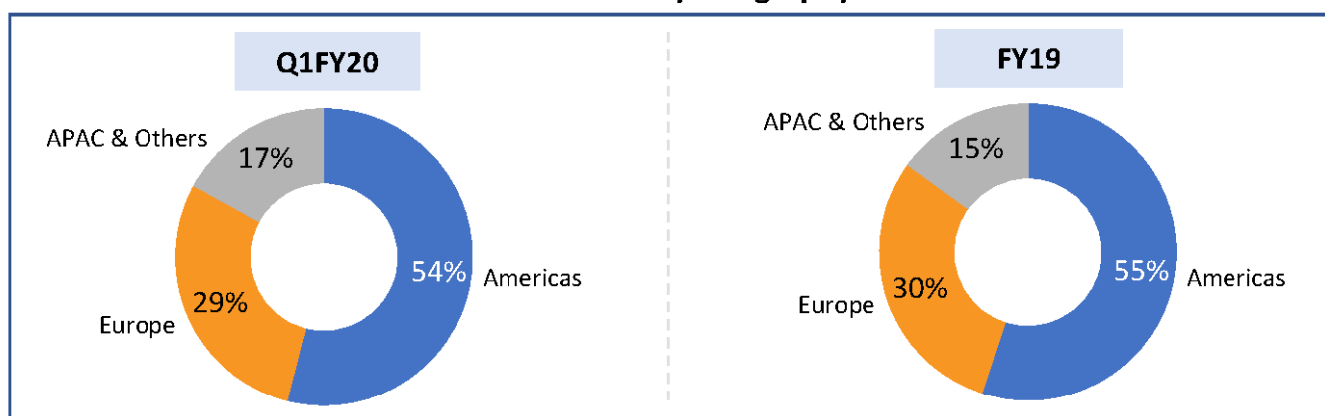
- Net profit after tax (before minority interest) for Q1FY20 stood at Rs.9.51 Crs as compared to Rs.7.74 Crs for Q1 FY19, a ***growth of 22.9%***
- The Company recorded a PAT margin (before minority interest) of 10.4% ***higher by 105 bps*** as compared to Q1FY19

### **Our Structured Approach**

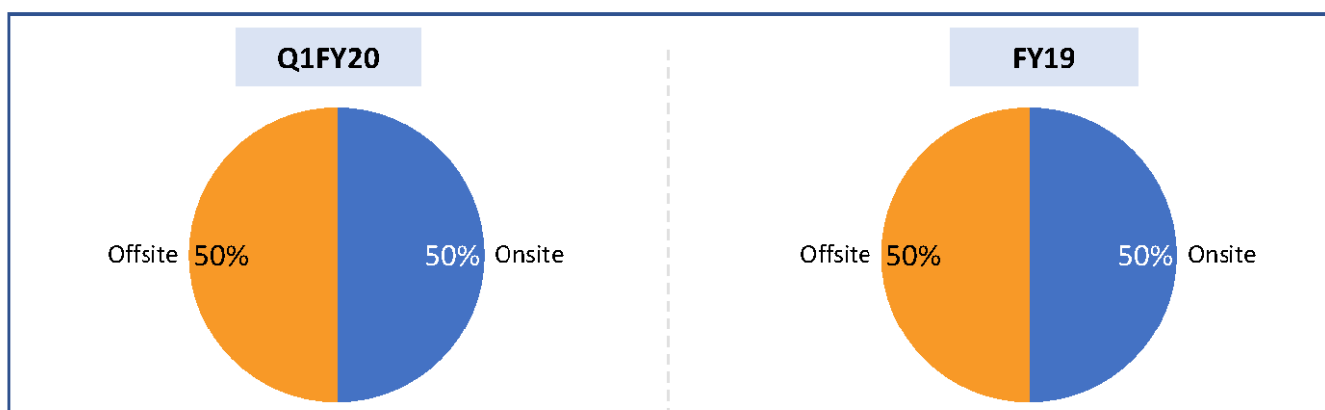
- ✓ We continue to focus on **dedicated team model**
- ✓ The target industry verticals will continue to be the chosen industry verticals with a thrust in the **short to medium term on the Fintech, Transport & Logistics and Retail/ E commerce**
- ✓ Focus to increase **revenue share from existing customers** through account mining

## Operating Metrics

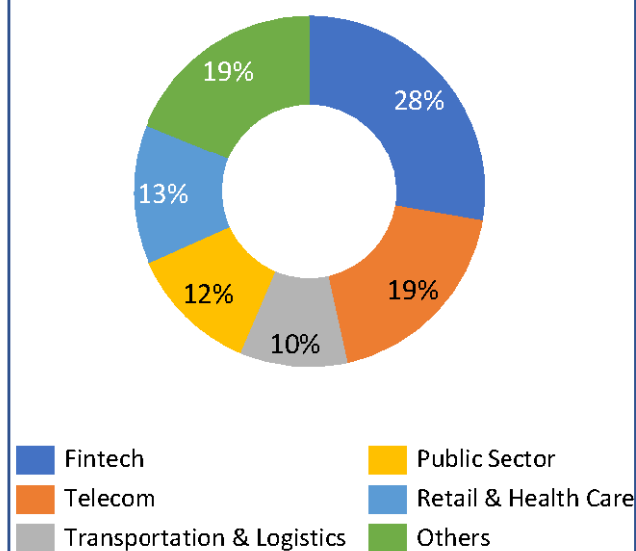
### Revenue by Geography



### Revenue Mix



### Q1FY20 Revenue by Vertical



| CUSTOMER METRICS                                  | Q1FY20 | FY19 |
|---------------------------------------------------|--------|------|
| (a) No of clients/customers per Million Dollar ** |        |      |
| >1 MN                                             | 6      | 6    |
| >0.5Mn to 1Mn                                     | 7      | 7    |
| (b) Client's Contribution to Revenue              |        |      |
| Top 5                                             | 45%    | 45%  |
| Top 10                                            | 56%    | 52%  |
| Top 20                                            | 65%    | 60%  |

| HEADCOUNT METRICS           | Q1FY20 | FY19  |
|-----------------------------|--------|-------|
| (a) Headcount & Utilization |        |       |
| Total Employee Count        | 1,175  | 1,168 |
| Technical                   | 1,044  | 1,031 |
| Support                     | 131    | 137   |
| (b) Utilization-IT Services |        |       |
| Excluding trainees          | 85%    | 84%   |

## About Saksoft Limited

Saksoft Limited is a leading player in providing digital transformation solutions to help businesses stay relevant in a highly connected, rapidly evolving world. Saksoft is a niche technology specialist that provides a comprehensive suite of business transformation, information management, application development and testing services. Saksoft helps their clients level the playing field by helping them transform their business spaces.

Saksoft is headquartered in Chennai (India), and has 14 offices across the USA, Europe and Asia employing over 1100+ people. For more information, please visit [www.Saksoft.com](http://www.Saksoft.com)

## Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

**For further information, please contact**

---

### Company :

### Investor Relations Advisors :

---



CIN: L72200TN1999PLC054429  
**Mr. Niraj Kumar Ganeriwal, CFO**

[niraj.ganeriwal@saksoft.com](mailto:niraj.ganeriwal@saksoft.com)

[www.saksoft.com](http://www.saksoft.com)



CIN: U74140MH2010PTC204285  
**Mr. Sagar Shroff / Ms. Ami Parekh**

[sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net) / [ami.Parekh@sgapl.net](mailto:ami.Parekh@sgapl.net)  
+91 98205 19303 / +91 80824 66052

[www.sgapl.net](http://www.sgapl.net)