

A close-up photograph of a robotic assembly line. A red laser line is visible, illuminating a component being processed. The machinery is metallic and complex, with various gears and sensors. The background is slightly blurred, focusing attention on the laser and the component.

Saksoft Limited

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Table of Contents

ABOUT SAKSOFT

04

THE TEAM

11

FINANCIAL HIGHLIGHTS

14

STRATEGY FOR GROWTH

24

INVESTMENT RATIONALE

26

About Saksoft

- *Saksoft Group*
- *Offerings*
- *Domain Specific Solutions*
- *Journey*

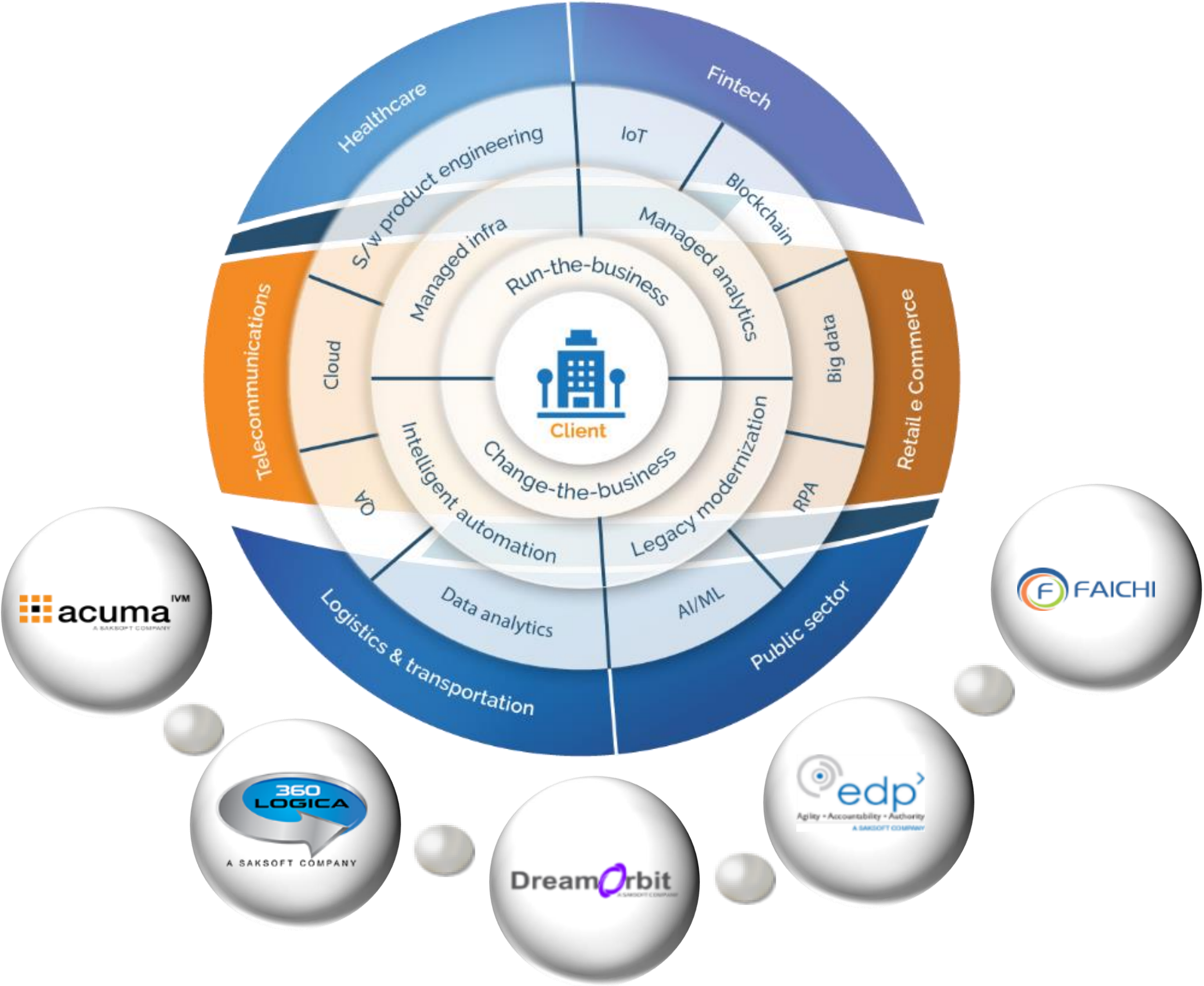
Digital Transformation Partner

Digital transformation solutions help Automate, Modernize, and Manage IT Systems

Domain-specific technology solutions and solution accelerators from consulting to Support

Saksoft Group

- 1250+ Employees
- Cyber Essentials Plus, ISO 9001, 27001
- 14 Strategic Locations
- \$50 Million+ Revenues
- 20+ Years Track-record



- Innovation
- Customer focus
- Openness
- Respect
- Enterprising

Captive Centers for clients

US / UK and Europe / APAC

Listed in NSE / BSE

Domain Specific Services



FINTECH

Customer Profile

- Cards & Payment gateways
- Credit Management agencies
- Regulatory & Compliance
- Asset & Wealth Management
- SMB & Consumer Lending, Mortgages

Offerings

- Mobile Cash Disbursement Solution
- API Integration
- Mobile/Web Development
- Big data analytics
- Credit Scoring, Fraud prevention & Risk Assessment, Anticipate / handle disruptions



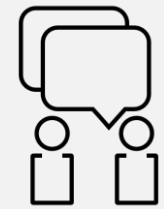
RETAIL E- COMMERCE

Customer Profile

- Multi Store e-Commerce Solutions
- Store Front Solutions
- Customer Engagement Solutions
- Order Inventory Management

Offerings

- Social Listening (Micro Influencer)
- Customer 360
- Customer Journey Tracking
- eCommerce Portal Development



TELE - COMMUNICATION

Customer Profile

- Business Support Systems
- Operations Support Systems
- Enterprise Resource Planning
- IT Strategy Consulting

Offerings

- SharePoint development
- Advanced analytics to reduce customer churn
- Oracle Support
- Testing CoE

Domain Specific Services



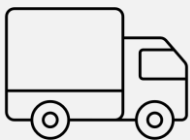
HEALTHCARE

Customer Profile

- Healthcare Providers
- Healthcare Payers
- Healthcare Compliance
- Clinical Research and Life Sciences

Offerings

- Telehealth
- EHR integration
- Imaging analytics
- Integrated health monitoring via wearables
- HL7/FHIR enabled provider apps



TRANSPORTATION & LOGISTICS

Customer Profile

- 3PL's
- Shippers
- Carriers
- ISV's
- Port Operators

Offerings

- IoT Solutions
- Freight Management Software
- Warehouse Management
- Supply Chain Management
- EDI Integration
- Logistics Dashboard



PUBLIC SECTOR

Customer Profile

- City Councils in UK
- Police Departments
- Central Government agencies
- Housing communities
- Public Utilities

Offerings

- Smart cities - Machine learning & facial recognition from IoT data feeds
- Predictive Analytics & BI to provide better healthcare, decrease crime rates, and improve citizen's life
- People identity management

Digital Services

Co-development

Legacy Modernization

Analytics

Independent Testing

Cloud

Support

SOFTWARE PRODUCT ENGINEERING

- Web Technologies J2EE & .Net
- Android, iOS, Xamarin, HTML5 / JS based apps
- SharePoint : Development, Migration, Support
- Business Intelligence product implementation

ANALYTICS

- Enterprise Data Management
- Business Insights
- Big Data
- Data Science

TESTING QA

- Functional
- Non-Functional
- Test Automation
- Frameworks

EXTENDED S/W DELIVERY FACILITIES

- Near Shore Development Centre
- Offshore Development Centre
- Build-Operate-Transfer

AUTOMATION

- Test Automation
- Internet of Things
- RPA
- ML / AI

SUPPORT SERVICES

- Product Support : SAP, Microsoft
- Application Support
- Enhancement, upgrades
- Cloud Migration : Application / Infra

Digital Transformation Solutions

CHANGE - THE - BUSINESS

LEGACY MODERNIZATION

- Architecture / Technology Upgrade
- Mobility Solutions
- Application / Platform Integration
- User Experience
- On-Premise to Cloud

INTELLIGENT AUTOMATION

- Robotics Process Automation
- Internet of Things
- Data Analytics
- ML / AI
- Test Automation



MANAGED ANALYTICS

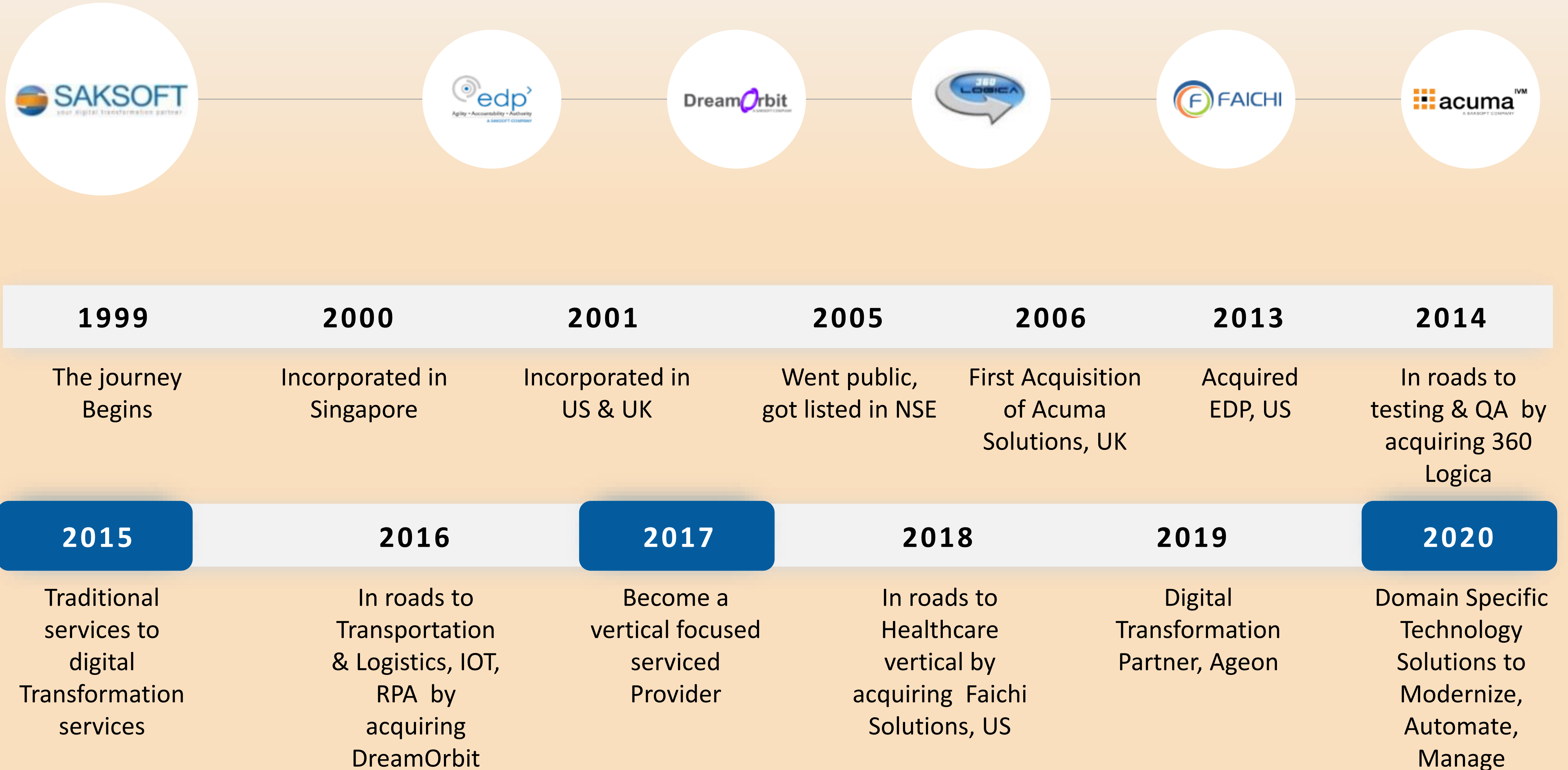
- Reporting Factory
- Scripting Factory
- Data Science Factory
- System Management

MANAGED INFRA

- IT Infrastructure Support ; 24X7 Monitoring
- End Point Management
- Application & DB operations
- Software asset management

RUN - THE - BUSINESS

Saksoft Group Journey



Management Team

- *Board of Directors*
- *Leadership Team*

Core Values

At Saksoft, the team believes in a culture of Innovation, Customer Focus, Openness, Respect and Enterprising (iCORE)

Board of Directors



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience in the
banking and financial services
industry.



AJIT THOMAS

Independent Director &
Chairman- Audit Committee

Chairman of AV Thomas Group of
companies



VVR BABU

Independent Director & Chairman-
Nomination & Remuneration Committee

MSc, Applied Mathematics and Operations
Research, Master of Philosophy and
Computer Science, Business Administration



GANESH CHELLA

Independent Director

Alumnus of XLRI, Jamshedpur and a
founder of Totus HR School,



KANIKA KRISHNA

Non-Executive Director

MBA in Financial Management from Pace
University, New York, USA. Master's
program in International Business from the
Manchester Business School

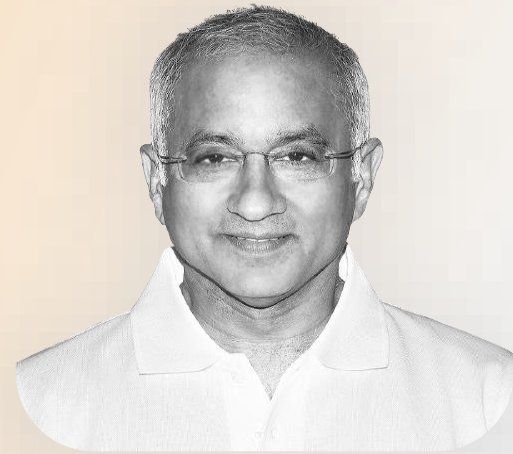


MALINI THADANI

Independent Director

Sustainability, communications and
investor relations advisor

Leadership Team



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience
in the banking and financial
services industry.



**NIRAJ KUMAR
GANERIWAL**

COO & CFO

Heading Delivery, Finance ,
HR, IT Support and Admin



DHIRAJ MANGLA

Executive Vice President

Heading Sales and Delivery
for Top 2 Customers



**GOPAKUMAR
KAVUNKAL**

SVP & BU Head

Head –IM and Analytics
Practice



**BHASKAR
NARAYANAN**

SVP – India & APAC

Head – APAC Sales and
Marketing



JONATHAN EELEY

CCO – Acuma Solutions

Heading UK Enterprise and
Public Sector accounts



SOUMYA SHASHI

Vice President

Heading Testing Practice



SWARAJ DASH

SVP Sales – US Region

Heading US Sales



AVANTIKA KRISHNA

Vice President

Heading the Top customer,
UK Enterprise accounts and
leading the Account
Management Strategy



AMIT VERMA

Executive Vice President

Heading Transportation &
Logistics Vertical



ROHAN PANDYA

Vice President

Heading Fintech Solutions
Vertical

Financial Highlights

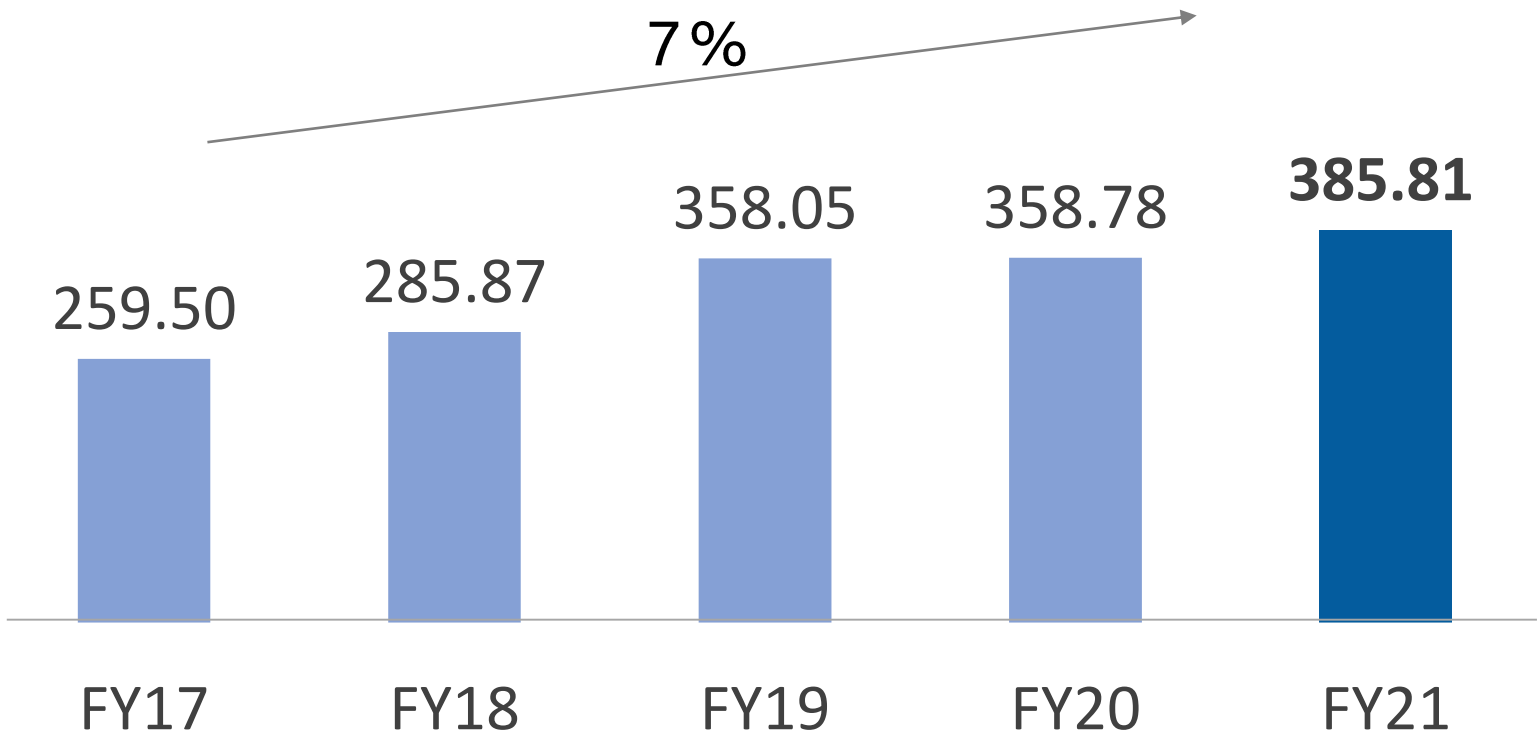
- *P&L performance*
- *Strong Financial performance*
- *Business Mix*
- *Latest quarter updates*

Strong Financial Position, Consistent Profit Sharing

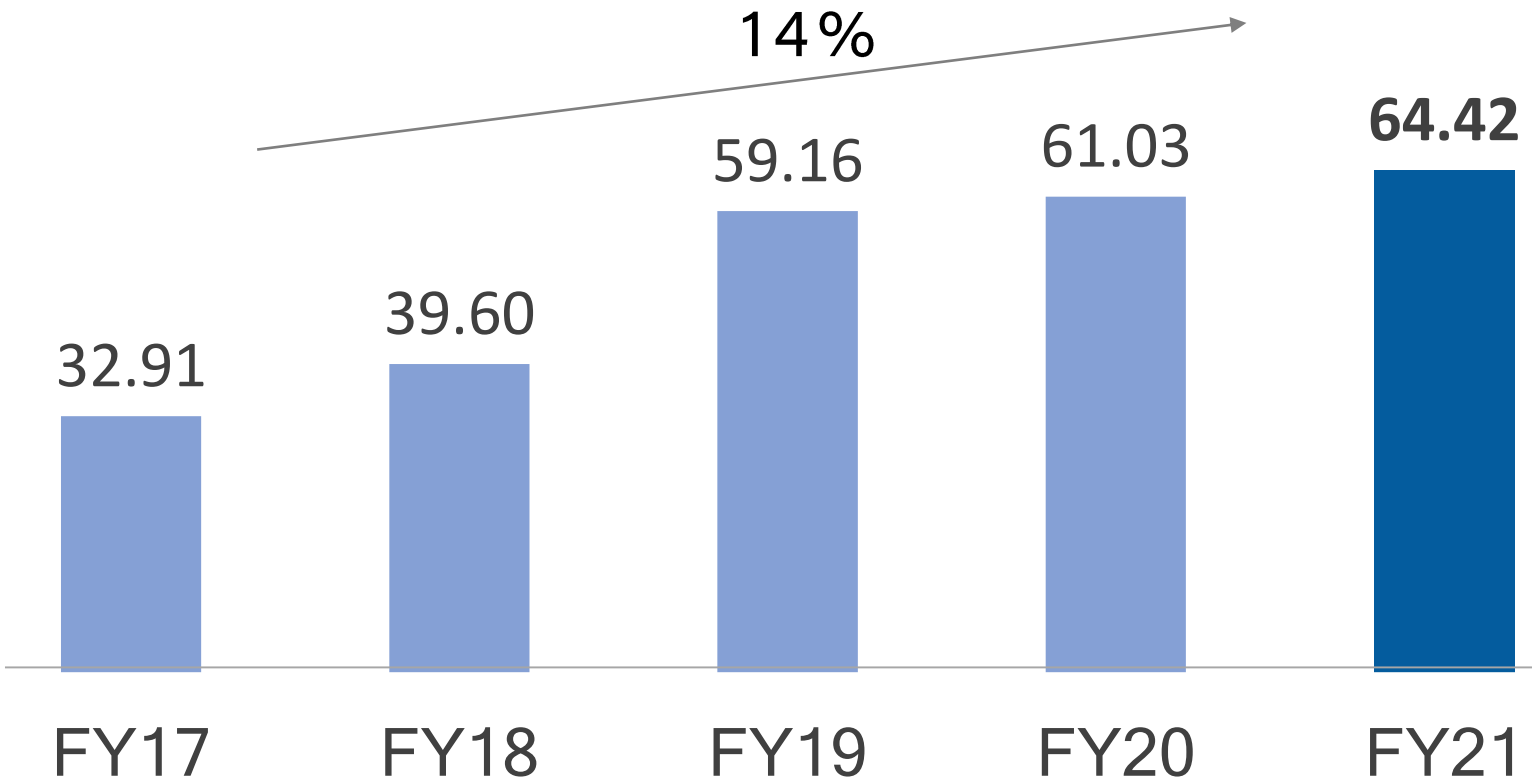
P&L Performance

(INR Crore)

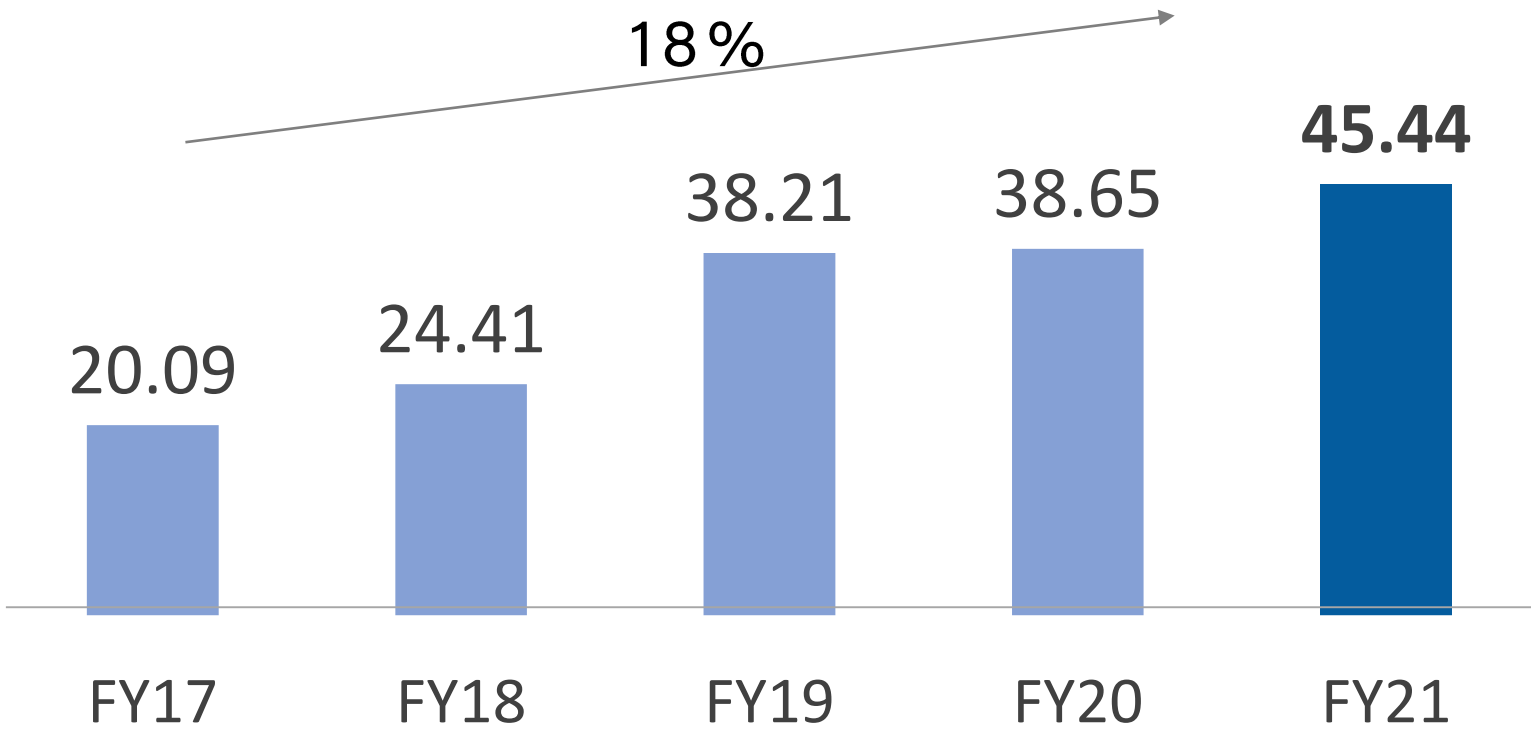
CONSOLIDATED REVENUE



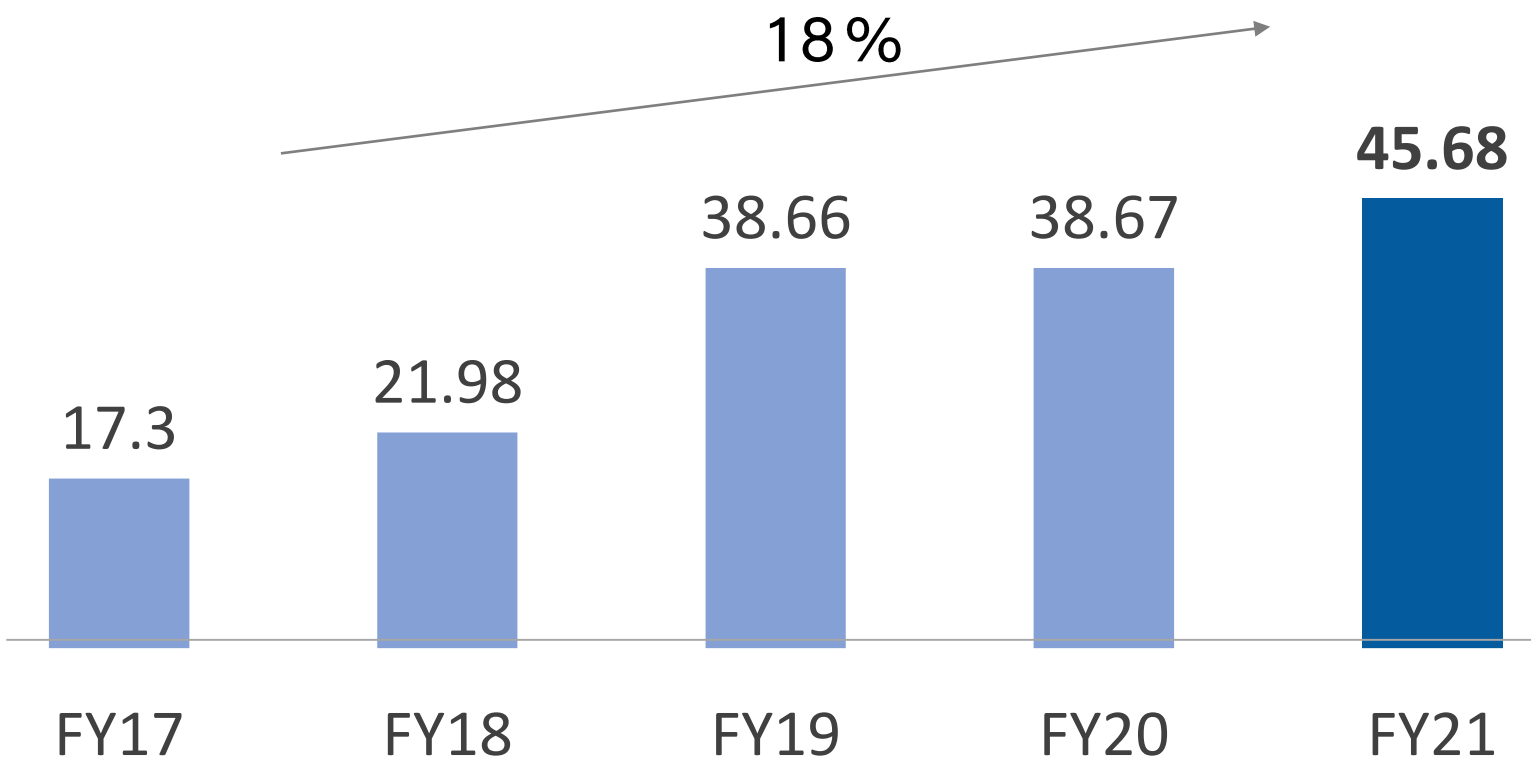
CONSOLIDATED Operating EBITDA



CONSOLIDATED PAT



EPS



Consolidated Income Statement (Q1FY22)

Particulars (In INR Crore)	Q1FY22	Q4FY21	%	Q1FY21	%
Total Revenue	102.14	97.45	4.8%	93.75	8.9%
Employee Expenses	48.80	45.79		45.19	
Support/ Third Party charges	32.42	28.34		28.54	
Other Expenses	5.37	7.77		5.17	
Operating EBITDA	15.55	15.55	0.0%	14.85	4.7%
Operating EBITDA(%)	15.2%	16.0%	(73ps)	15.8%	(62ps)
Other Income	7.46	2.66		1.02	
Depreciation	1.47	1.59		1.73	
EBIT	21.54	16.62	29.6%	14.14	52.3%
EBIT(%)	21.1%	17.1%		15.1%	
Finance Cost	0.72	0.78		1.00	
Profit Before Tax	20.82	15.84	2.8%	13.14	58.4%
Tax	3.13	3.33		3.01	
Profit After Tax*	17.69	12.51	41.4%	10.13	74.6%
Profit After Tax (%)	17.3%	12.8%	448bps	10.8%	651bps
EPS (INR)	17.76	12.57	41.3%	10.19	74.3%

*PAT is before minority interest

Consolidated Balance Sheet

Particulars (INR Crore)	Mar-21	Mar-20	Mar-19	Mar-18
Assets				
Non-current assets	174.08	156.36	145.76	152.88
Property, Plant and Equipment	10.69	8.5	2.14	2.60
Goodwill on consolidation	148.7	140.3	137.06	142.11
Other Intangible assets		2.17	2.93	4.64
Financial Assets				
(i) Loans	0.00	0.00	0.00	0.03
(ii) Others	10.22	2.5	2.02	2.39
Deferred Tax Assets (Net)	4.47	2.89	1.56	1.09
Other Non-Current Assets		0.00	0.05	0.02
Current assets	191.13	147.00	132.74	110.02
Financial Assets				
(i) Investments	10.46	5.51	-	-
(ii) Trade receivables	64.4	67.52	64.95	58.43
(iii) Cash and cash equivalents	90.01	42.93	40.06	30.02
(iv) Loans	0.09	0.14	0.06	0.20
(v) Other Financial Assets	8.00	12.00	6.49	7.46
Current Tax Assets (Net)	1.65	1.88	1.38	0.23
Other Current Assets	16.52	17.02	19.80	13.68
TOTAL – ASSETS	365.21	303.36	278.49	262.90

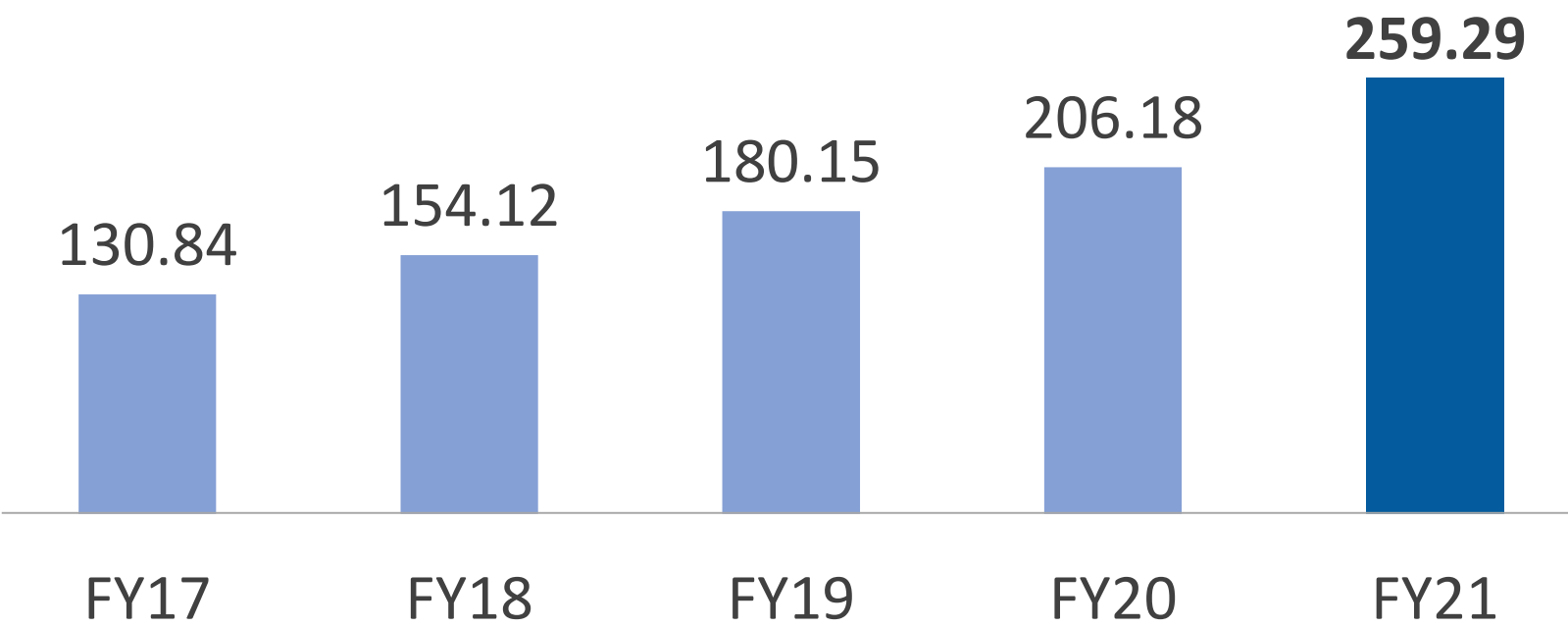
Particulars (INR Crore)	Mar-21	Mar-20	Mar-19	Mar-18
Equity & Liabilities				
Equity	259.29	206.18	175.33	148.02
Equity Share capital	9.96	9.94	9.94	9.94
Other equity	249.33	196.24	165.39	138.08
Non-controlling interest		0.00	4.82	6.10
Liabilities				
Non-current liabilities	30.47	33.55	35.28	46.78
Financial Liabilities				
(i) Borrowings	20.00	24.69	31.60	38.05
(ii) Other Financial Liabilities	5.06	3.85	0.69	6.09
Provisions	5.41	5.01	2.99	2.64
Current liabilities	75.45	63.63	63.06	62.00
Financial Liabilities				
(i) Borrowings	-	0.85	7.39	4.42
(ii) Trade Payables	27.05	22.95	24.32	28.63
(iii) Other Financial Liabilities	12.51	8.70	3.91	7.63
Other Current Liabilities	30.51	29.53	26.17	20.32
Provisions	5.38	1.60	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	365.21	303.36	278.49	262.90

Consolidated
Balance Sheet

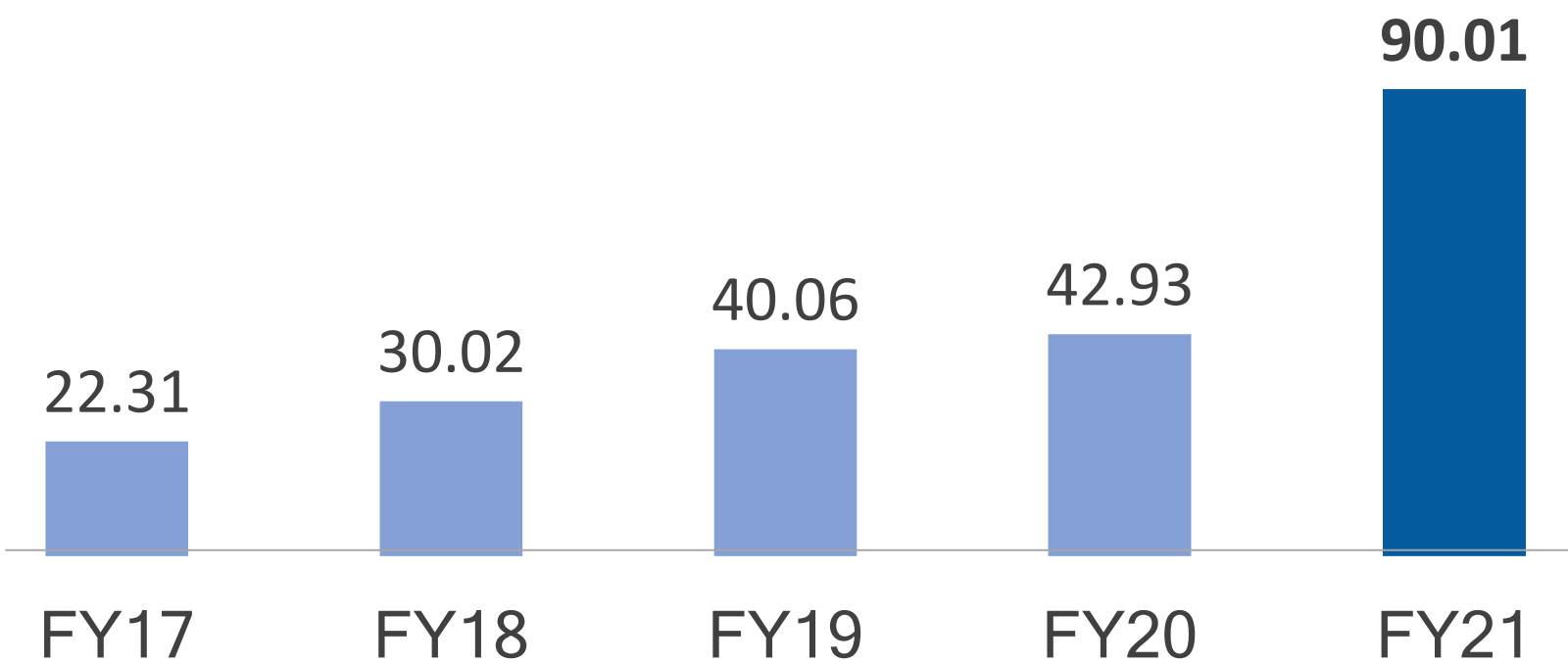
Strong Financial Position

(INR Crore)

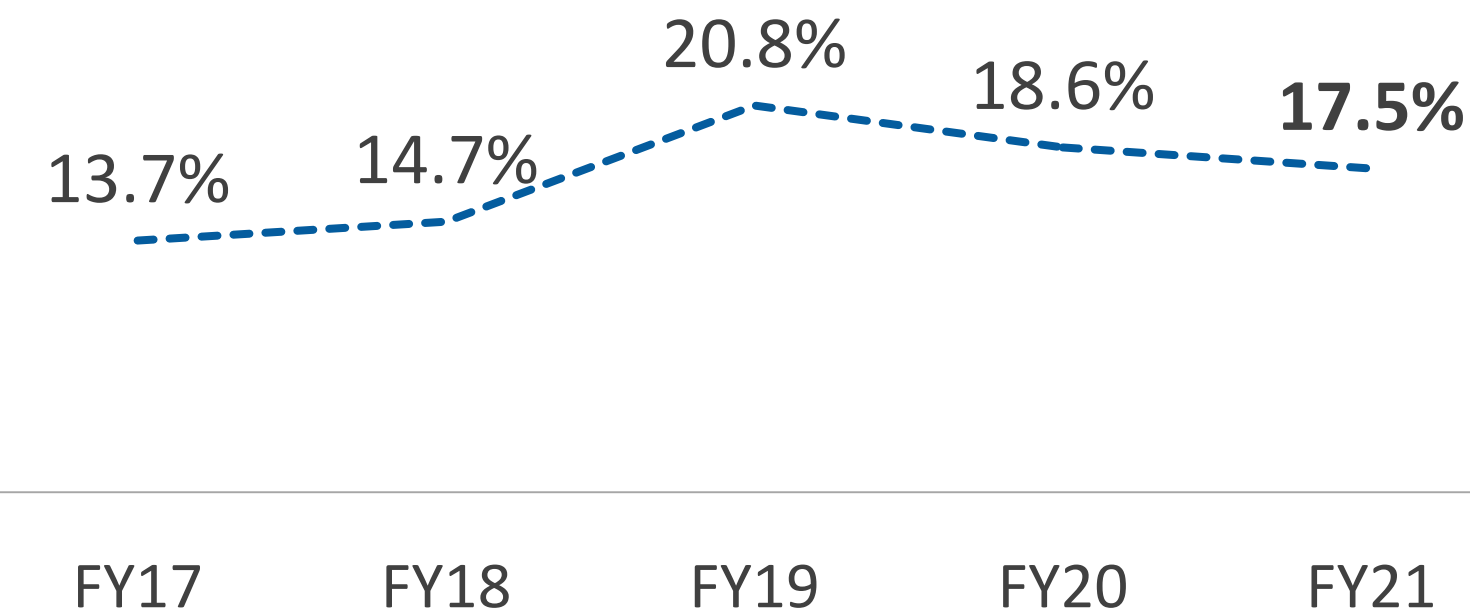
NETWORTH



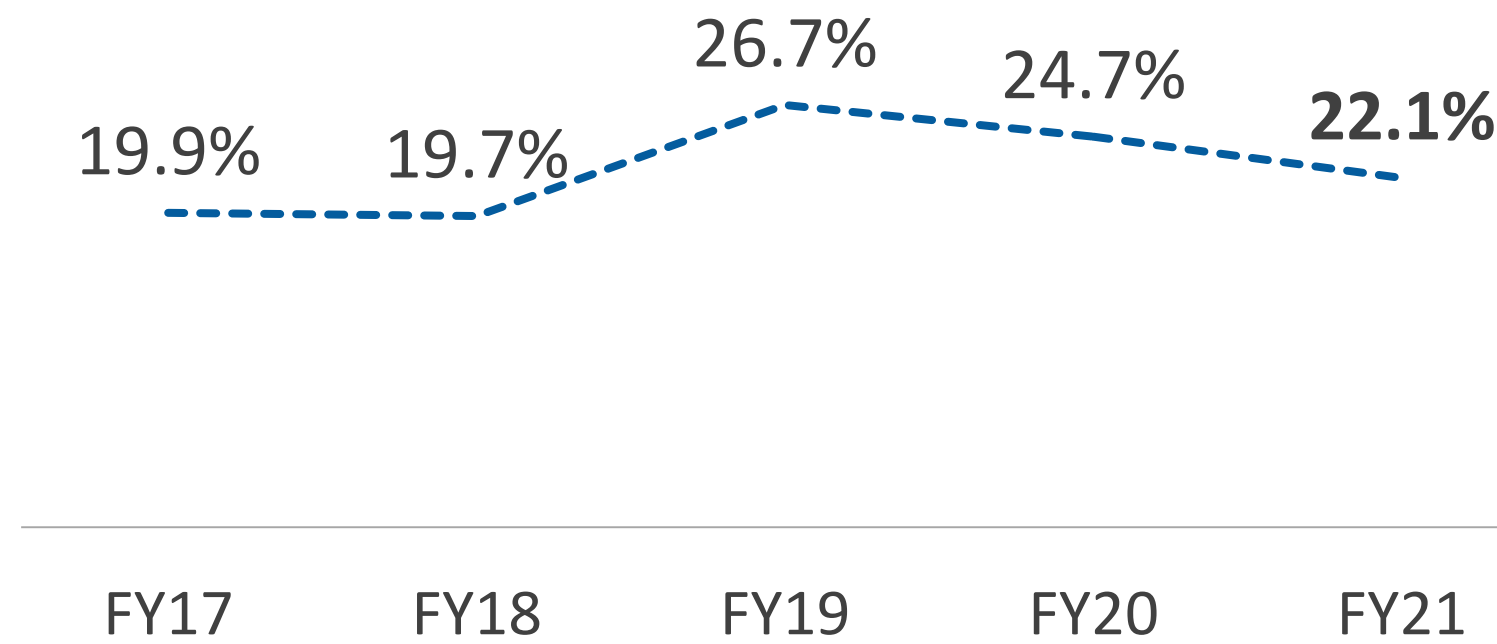
CASH POSITION



ROE (%)

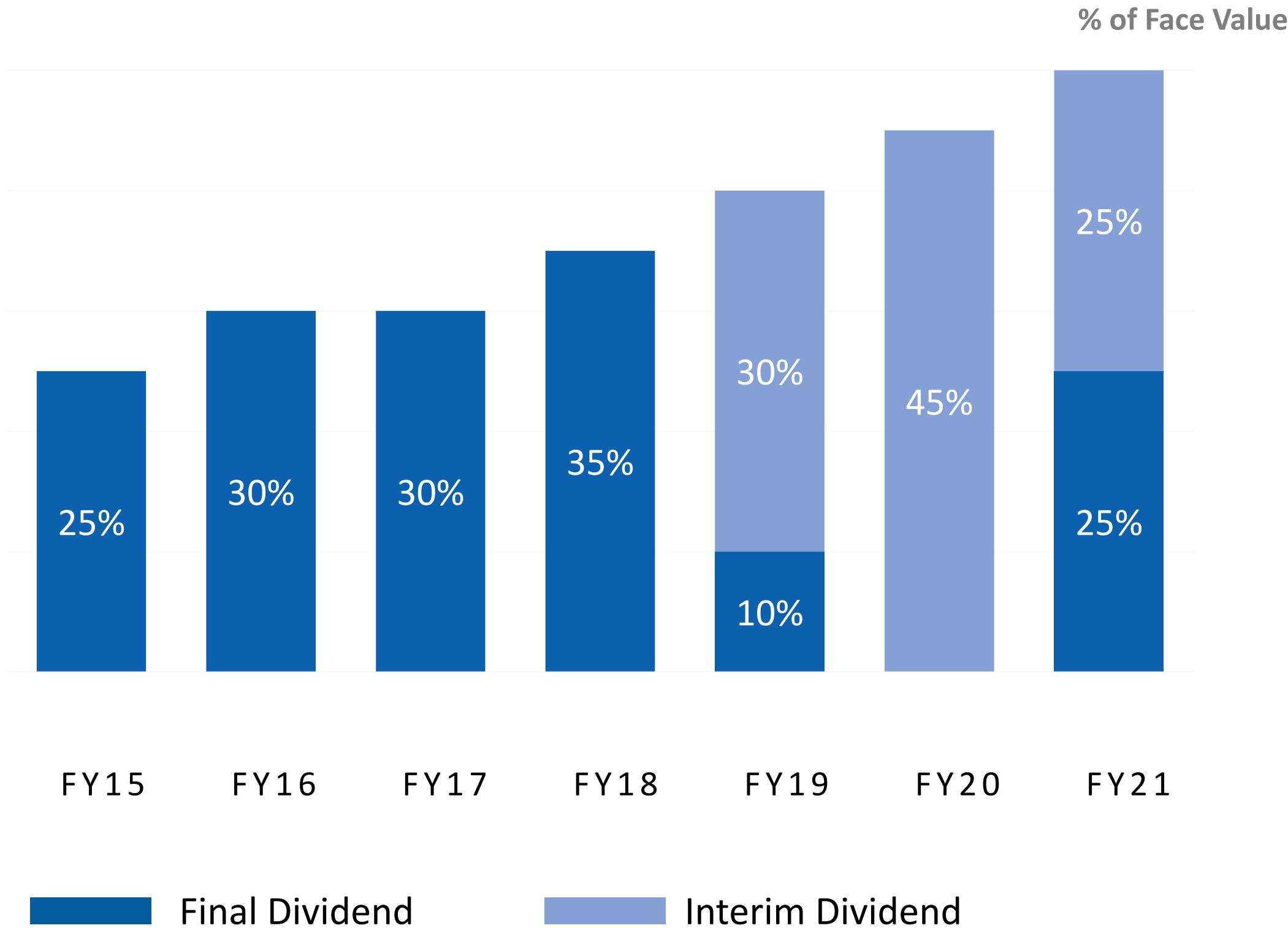


ROCE (%)



Strong
Financial Position

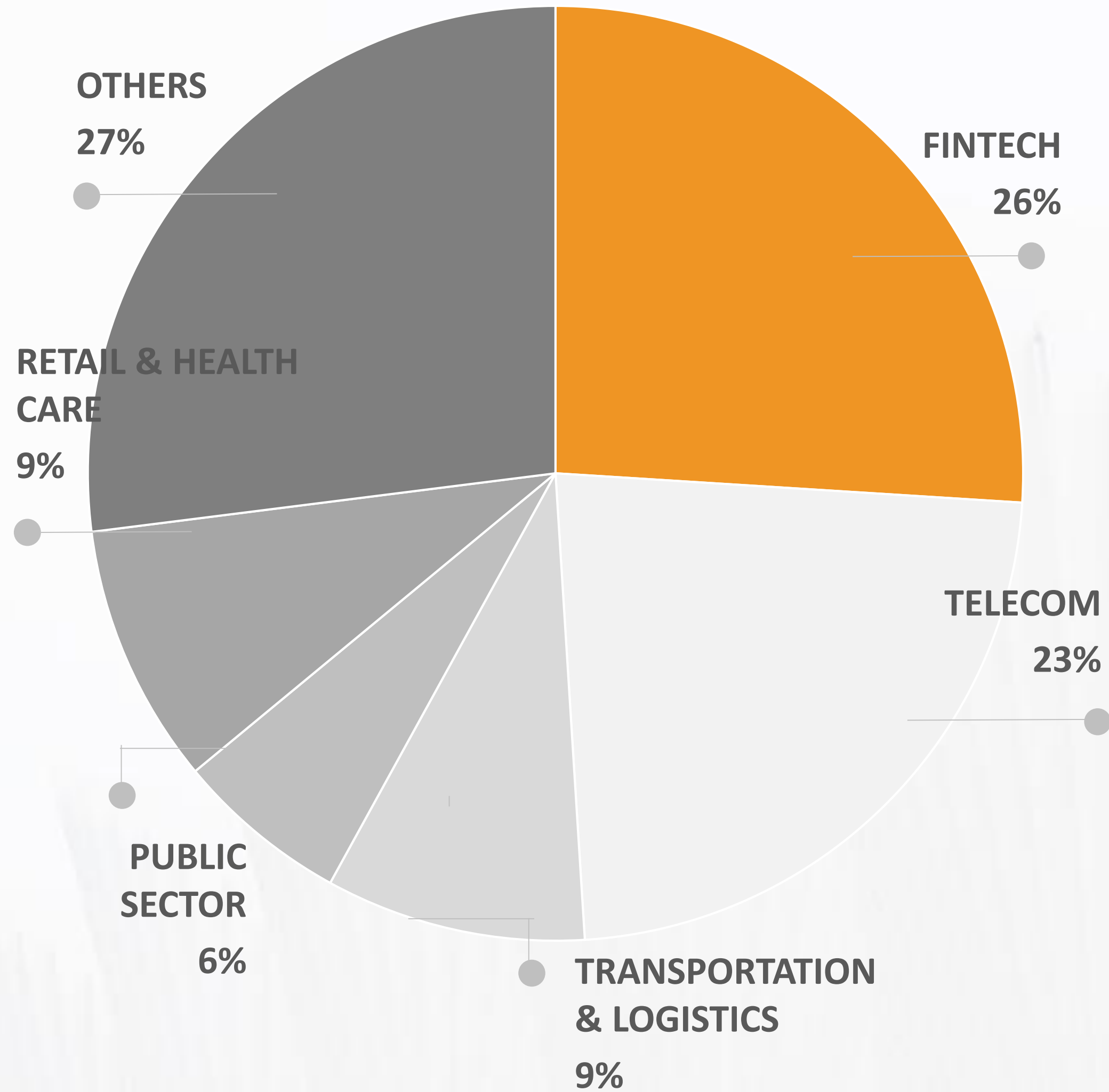
Sharing Profits **Consistently**



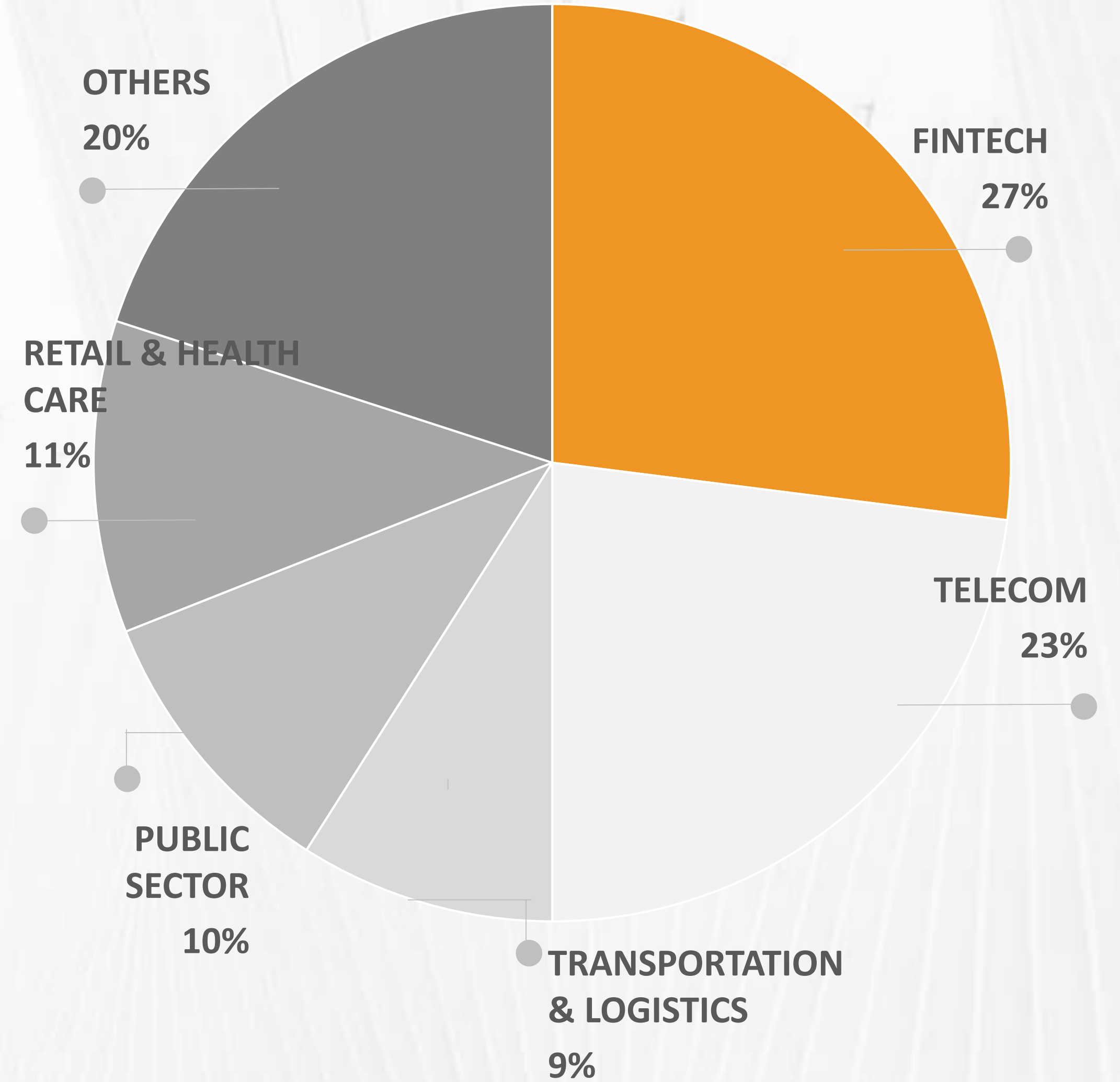
Particulars (In INR)	FY17	FY18	FY19	FY20	FY21
Consolidated Book Value / Share	119.56	148.86	176.35	207.37	260.40
Consolidated Earnings / Share	17.30	21.98	36.66	38.67	45.68
Dividend / Share	3.00	3.50	4.00	4.50	5.00

Business Mix

REVENUE BY VERTICALS (Q1 FY22)



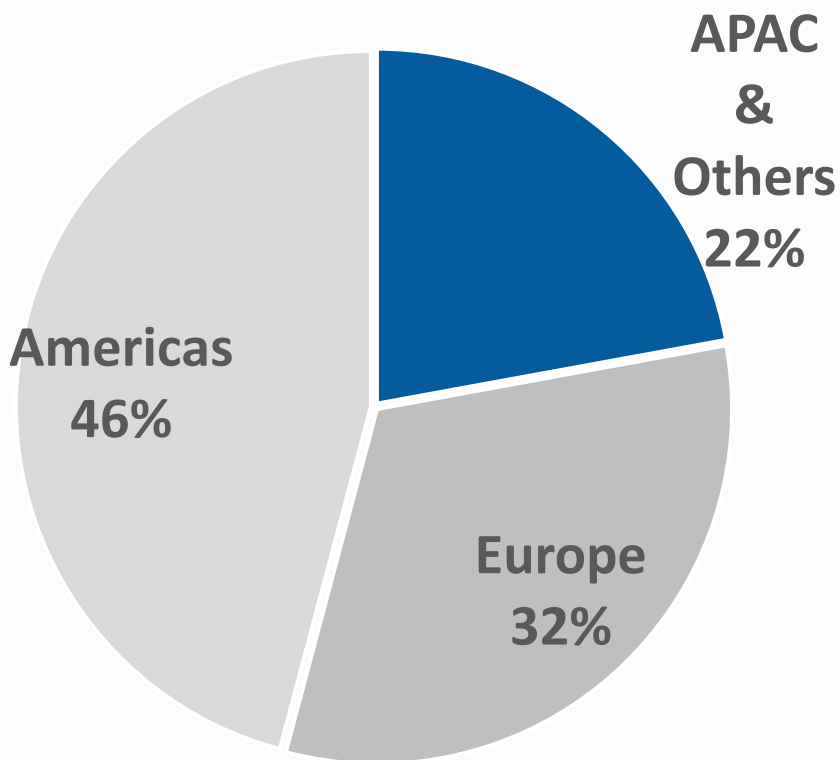
REVENUE BY VERTICALS (FY21)



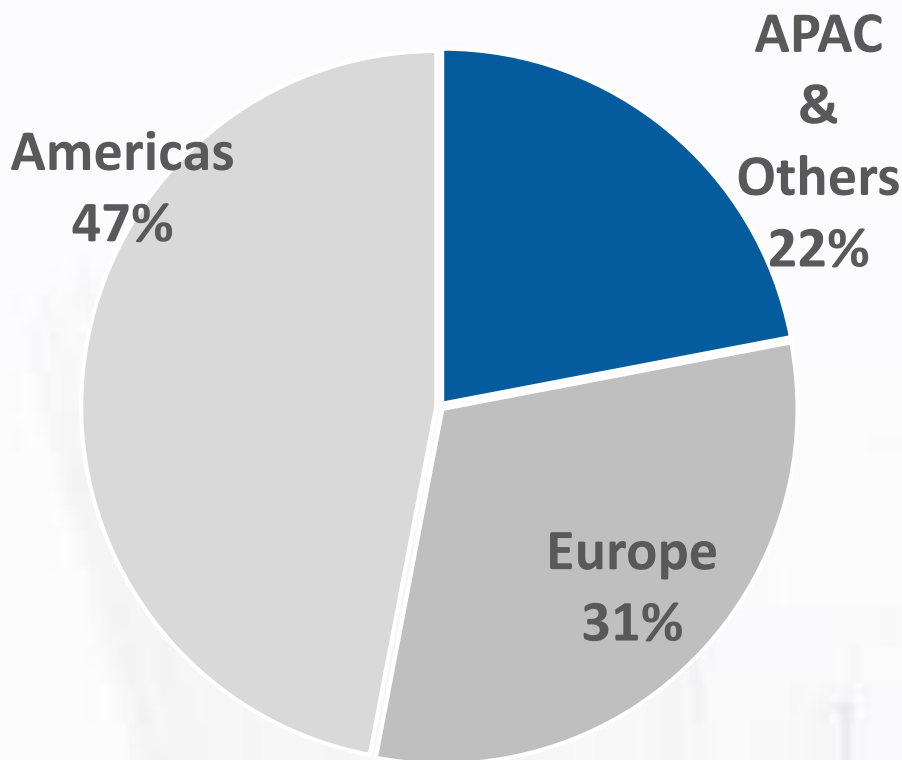
Operating & Customer Metrics

REVENUE BY GEOGRAPHY

(Q1 FY22)

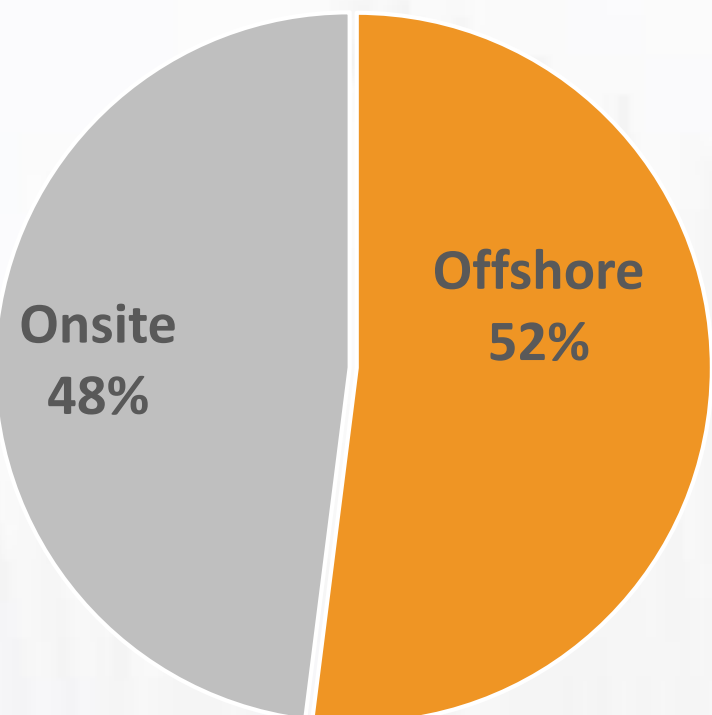


(FY21)

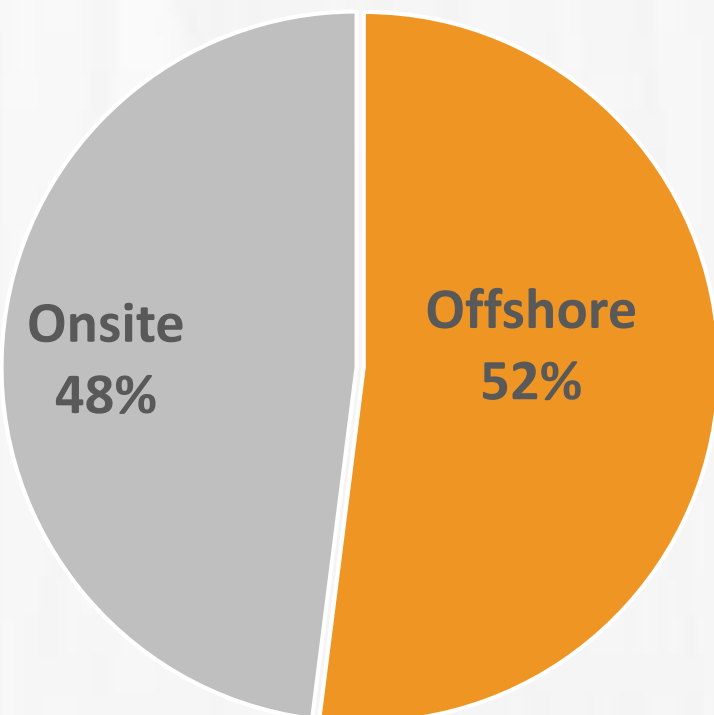


REVENUE MIX

(Q1 FY22)



(FY21)



Customer Metrics	Q1 FY22	FY21
No of clients/customers per Million Dollar		
>1 Million	7	6
>0.5 Million to 1 Million	9	9
Clients Contribution to Revenue (%)		
Top 5	49%	46%
Top 10	59%	56%
Top 20	68%	66%

Headcount Metrics	Q1 FY22	FY21
Total Employee Count	1,275	1,260
- Technical	1,142	1,127
- Support	133	133
Utilization – IT Services % (Excl. Trainees)	85%	82%

Highlights for Q1 FY22

Reported Strong Revenue growth of 8.9% and PAT growth of 74.6% YoY in Q1FY22

REVENUE

- Q1FY22 Revenue at INR 102.14 crore v/s INR 93.75 crore in Q1FY21, a growth of 8.9% on YoY basis and 4.8% on QoQ basis
- Moved one customer from 0.5Mn to 1Mn segment during the quarter
- Added a new customer in the 1Mn segment during the quarter
- Improvement in utilisation by 3%

Operating EBITDA

- Q1FY22 Operating EBITDA at INR 15.55 crore v/s INR 14.85 crore in Q1FY21, growth of 4.7% on YoY basis and flat on QoQ basis
- Q1FY22 Operating EBITDA margin at 15.2% v/s 15.8% in Q1FY21 and 16.0% in Q4FY21
- Despite challenging environment, we retained double digit margin

PAT (Before Minority Interest)

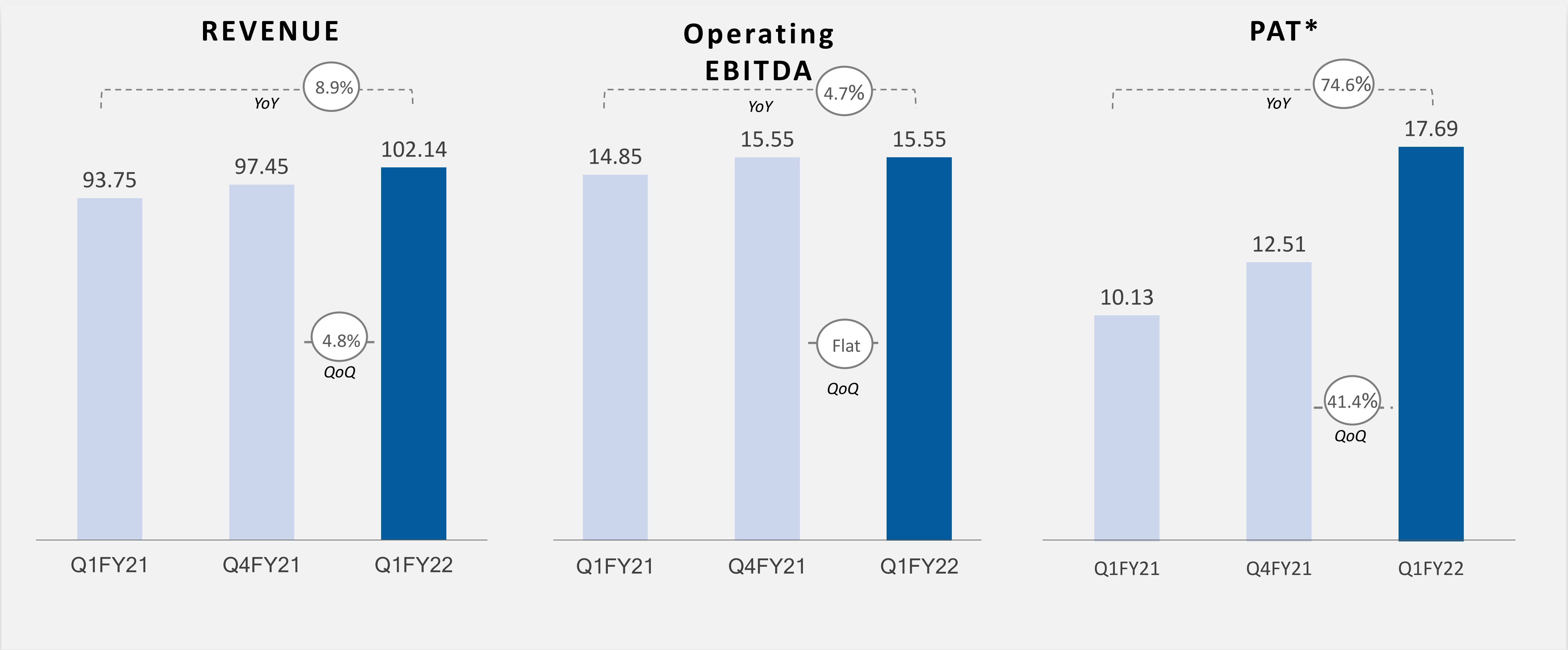
- Q1FY22 PAT (before minority) at INR 17.69 crore v/s INR 10.13 crore in Q1FY21, a growth of 74.6% on YoY basis and 41.4% on QoQ basis
- Q1FY22 PAT margin at 17.3% v/s 10.8% in Q1FY21 and 12.8% in Q4FY21

Continued Growth Momentum

(INR Crore)

QUATERLY PERFORMANCE

Continued Growth Momentum



*PAT is before Minority interest

Section 04

Strategy of Growth

- *Key Focus Area*

Focus Emerging Sectors

Taking advantage of digitization wave with product and services offering to help clients achieve their needs

Our focused Strategy of Growth



FOCUS ON EMERGING SECTORS

Addressing the sweep of digitisation to help clients enhance operational efficiency



BEING NIMBLE

We are a mid-tier company with few decision making layers, enhancing our agility



BUILDING A STRONG TEAM

By building high performance teams focused on sustainable growth



VALUE OVER VOLUME

Address unoccupied territories represented by projects with higher profitability



INCH- WIDE AND MILE- DEEP STRATEGY

Addressing target markets with services that differentiate from competition and emerging as one of the fastest-growing and most profitable across our verticals



CONSOLIDATING FRONT END

Consolidating marketing front-end to reach more clients, accounts, trades and systems with the objective to squeeze growth from our platforms at minimal costs



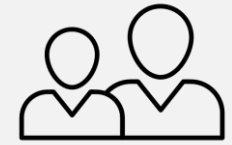
STRING OF PEARL'S STRATEGY

Engage in business complementing M&As that constitute a 'string of pearls' strategy that enhances our competence immediately following acquisition without corresponding gestation

Section 05

Investment **Rationale**

Investment Rationale



CLIENTS

- **Digital transformation** of clients at the core of our services
- We have **customer focus and innovation** built in our Core values. These values enables our business to stay more relevant in the ever evolving market



MARKET

- Focus on the trinity of Fintech, Transportation & Logistics and Retail/Ecommerce with their **interconnectivity places us in a sweet spot to design & address solutions**



PERFORMANCE

- Strong Track Record - **clean balance sheet, growing revenue and profitability**
- **Sharing profits** consistently



TASK FORCE

- Experienced and **dedicated management team** with a diversified board

Contact Us

COMPANY



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