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Saksoft Ltd.

Earnings Presentation

Q4 FY 2013

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Particulars

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- Performance Review
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Performance Review

Consolidated Y-o-Y Review (Q4 2012-13 vs. Q4 2011-12)

- Operating revenue was Rs 50.02 crore during the quarter under review as compared to Rs 33.10 crore; an increase of 51% on Y-o-Y terms.
- Total Income was Rs. 50.30 crore during the quarter under review as compared to Rs. 33.15 crore during the same quarter in the previous year, up by 52% Y-o-Y.
- EBITDA stood at Rs. 4.72 crore for the quarter under review as compared to Rs. 3.2 crore in Q4FY12 up by 48%.
- Net profit stood at Rs. 3.31 crore in Q4FY13 as against Rs 1.43 crore in Q4FY12, up by 131%.
- Basic EPS for the quarter stood at Rs. 3.44 as against Rs 1.49 in Q4FY12, up 131% Y-o-Y basis.

Consolidated FY13 Review

- Operating revenue was Rs 158.97 crore as compared to Rs 122.78 crore during the corresponding period of previous year reflecting an increase of 30% in rupee terms.
- Total income was Rs. 159.74 crore for the year as compared to Rs. 123.83 crores in FY12.
- EBITDA stood at Rs 17.26 crore as compared to Rs 13.25 crore during the corresponding period of previous year up by 30%.
- Net profit stood at Rs 10.90 crore for FY13 ended March 31, 2013 as compared to Net profit of Rs 7.01 crore in the corresponding period of the previous year.
- Basic EPS stood at Rs. 11.35 an increase of 55% over the same period last year.

Consolidated Financial Summary

Particulars	Metrics	31-Mar-13 Q4 FY13	31-Dec-12 Q3 FY13	QoQ Growth	31-Mar-12 Q4 FY12	YoY Growth	31-Mar-13 FY13	31-Mar-12 FY12	YoY Growth
Revenue	**Total Revenue (INR Crore)**	50.3	38.5	31%	33.2	52%	159.7	123.8	29%
	Net Revenue (INR Crore)	50.0	38.1	31%	33.1	51%	159.0	122.8	29%
Profit	**EBITDA (INR Crore)**	4.7	4.4	8%	3.2	48%	17.3	13.3	30%
	PBT (INR Crore)	3.6	3.3	10%	2.0	82%	12.4	9.0	37%
	PAT (INR Crore)	3.3	3.0	12%	1.4	131%	10.9	7.0	55%
Margin	**EBITDA**	9.4%	11.5%		9.7%		10.9%	10.8%	
	PBT	7.2%	8.6%		6.0%		7.8%	7.3%	
	PAT	6.6%	7.7%		4.3%		6.8%	5.7%	
EPS	**Basic (Rs.)**	3.4	3.1	11.7%	1.5	131%	11.4	7.3	55%
	Diluted (Rs.)	3.0	2.9	2.1%	1.4	112%	10.7	6.8	56%
ShareHolding	**Promoters (%)**	74.9%	74.8%		74.8%		74.9%	74.8%	
	Public (%)	25.1%	25.2%		25.2%		25.1%	25.2%	

Key Business Highlights

- Saksoft entered into a partnership with Birst Inc., the leader in agile business analytics in Q4FY13.
- Acquired Electronic Data Professionals (EDP) , an Information Management company in US on 31st December 2012
- 8 new clients added to our business across geography
- Account Management strategy for Top 5 accounts has started showing positive results
- Excellent Q4 performance results and good annual growth for all regions

Consolidated Quarterly P & L

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S. No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Crore except EPS)	31-Mar-13 Q4 FY13	31-Dec-12 Q3 FY13	QoQ Growth	31-Mar-12 Q4 FY12	YoY Growth	31-Mar-13 FY13	31-Mar-12 FY12	YoY Growth
	Net Sales / Income from Operation								
1	**Income**	**50.02**	**38.14**	31.15%	**33.10**	51.12%	**158.97**	**122.78**	29.47%
2	**Expenditure**								
(a)	Employee Cost	21.74	16.24	33.86%	14.73	47.59%	70.60	56.41	25.17%
(b)	Depreciation	0.35	0.34	3.58%	0.36	-2.78%	1.42	1.68	-15.61%
(c)	Other Expenditure	23.56	17.52	34.45%	15.17	55.31%	71.11	53.12	33.86%
(d)	**Total Expenditure**	**45.65**	**34.10**	33.86%	**30.26**	50.86%	**143.13**	**111.21**	28.70%
3	**Profit from Operations before Other Income, Interest & Exceptional Items (1-2)**	**4.37**	**4.04**	8.25%	**2.84**	53.87%	**15.84**	**11.57**	36.86%
4	Other Income	0.28	0.31	-10.86%	0.05	442.64%	0.77	1.05	-26.58%
5	**Profit before Interest and Exceptional Items (3+4)**	**4.65**	**4.35**	6.87%	**2.89**	60.81%	**16.61**	**12.62**	31.59%
6	Interest	1.01	1.05	-3.64%	0.89	13.53%	4.23	3.62	16.90%
7	**Profit after Interest but before Exceptional Items (5-6)**	**3.64**	**3.30**	10.20%	**2.00**	81.82%	**12.38**	**9.00**	37.50%
8	Exceptional Items	-	-		-		-	-	
9	**Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)**	**3.64**	**3.30**	10.20%	**2.00**	81.82%	**12.38**	**9.00**	37.50%
10	Tax Expenses	0.33	0.34	-2.97%	0.57	-42.11%	1.48	1.99	-25.63%
11	**Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)**	**3.31**	**2.96**	11.71%	**1.43**	131.15%	**10.90**	**7.01**	55.41%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
13	**Net Profit(+)/ Loss (-) for the Period (11-12)**	**3.31**	**2.96**	11.71%	**1.43**	131.15%	**10.90**	**7.01**	55.41%
14	Paid-up Equity Share Capital of Rs10/- each	10.17	10.17		10.17		10.17	10.17	
15	Reserves Excluding Revaluation Reserve		-		-		64.45	55.69	
16	**Earnings Per Share (EPS) in Rs.**								
(a)	Basic and diluted EPS before Extraordinary items	3.44	3.08	11.69%	1.49	130.87%	11.35	7.32	55.05%
(b)	Basic and diluted EPS after Extraordinary items	3.25	2.89	2.08%	1.39	112.23%	10.67	6.84	55.99%

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