CIN: L72200TN1999PLC054429

SAKSOFT
Information Management Specialist

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FY2014 Operating Revenues at Rs. 224.37 crore up by 41%
Impressive growth in PBT and EBITDA with PBT increasing by 56% y-o-y

Chennai, 26 May, 2014: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), an Information Management Specialist company, announced its fourth quarter results ended on 31st March 2014 at its Board Meeting held today. The results are available on the company's website, www.saksoft.com.

Review of financial performance for the fourth quarter ended 31st March, 2014

Consolidated FY 2014 Review

- Operating revenue was Rs. 224.37 crore during the year under review as compared to Rs. 158.97 crore during the previous year; witnessing an increase of 41%.
- EBITDA was at Rs. 24.55 crore for the year as compared to Rs. 18.03 crore in the preceding year up by 36%.
- Net profit before taxes was Rs. 19.28 crore in the current year as against Rs. 12.38 crore previous year, experiencing a growth of 56%.
- Basic EPS for the year stood at Rs. 15.73 as compared to previous year which stood at Rs.11.35 up by 39%.

Consolidated Quarter Review (Y-o-Y) (Q4 2013-14 vs. Q4 2012-13)

- Operating revenue was Rs. 53.81 crore during the quarter under review as compared to Rs. 50.02 crore during the same period in the previous year; an increase of 8%.
- EBITDA stood at Rs. 6.04 crore for the quarter under review as compared to Rs. 4.99 crore up by 21%.
- Net profit before taxes was Rs. 4.74 crore as against Rs. 3.63 crore in corresponding period in previous year; up by 31%.
- Basic EPS was Rs. 3.9 during the period as against Rs. 3.44 in Q4 FY2012-13.

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SAKSOFT
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Commenting on the results, Mr. Aditya Krishna, Managing Director, Saksoft Limited, said

"The team at Saksoft exceeded all our expectations. Focus on clients, commitment to deliver and ability to innovate in the last mile have resulted in one of our best performances to date. We will use this performance as a springboard to achieve our long term revenue and profitability goals.

We continue to focus on our key markets of Europe and United States and have invested in making sure that we have the right reach and offerings for these regions. Our positioning as Information Management Specialist and our technology partnerships would provide us the momentum to sustain this growth"

About Saksoft Limited

Saksoft is a leading provider of Information Management Solutions to successful companies around the world. We deliver success to the enterprise by helping consolidate, organize and manage large volumes of data collected by businesses. Working with data sources that are often disparate and complex, we make accurate, high quality, relevant information readily available to the people that need it. By being better informed, these companies are empowered to make key decisions and implement strategies for making their enterprises successful. Visit www.saksoft.com.

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BSE: 590051 | NSE: SAKSOFT | Bloomberg: SAK:IN | Reuters: SAKS.NS

Saksoft Ltd.

Earnings Presentation

Q4 FY 2013-14

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Safe Harbor

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Please note that this presentation is based on the publicly available information on Saksoft including but not limited to Company's website and Annual Reports.

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Particulars

- Performance Review
- Consolidated Financial Summary
- Key Business Highlights
- Consolidated Quarterly P & L

Performance Review

Consolidated FY 2014 Review

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Consolidated Financial Summary

Particulars	Metrics	31-Mar-14 Q4 FY13-14	31-Mar-13 Q4 FY12-13	% Change	FY 2013-14	FY 2012-13	% Change
Revenue	Total Revenue (INR Crore)	53.90	50.30	7%	225.45	159.74	41%
	Net Revenue (INR Crore)	53.81	50.02	8%	224.37	158.97	41%
Profit	EBITDA (INR Crore)	6.04	4.99	21%	24.55	18.03	36%
	PBT (INR Crore)	4.74	3.63	31%	19.28	12.38	56%
	PAT (INR Crore)	3.75	3.30	14%	15.12	10.91	39%
Margin	EBITDA	11.2%	10.0%		10.9%	11.3%	
	PBT	8.8%	7.3%		8.6%	7.8%	
	PAT	7.0%	6.6%		6.7%	6.9%	
EPS	Basic (Rs.)	3.90	3.44	13%	15.73	11.35	39%
	Diluted (Rs.)	3.64	3.25	12%	14.80	10.67	39%
ShareHolding	Promoters (%)	74.4%	74.9%		74.4%	74.9%	
	Public (%)	25.6%	25.1%		25.6%	25.1%	

Key Business Highlights

- Business from Top 5 Key customers grew by 25% through planned and systematic investment in client domains and fine-tuned engagement models.
- Signed partnerships with TIBCO Spotfire, Jaspersoft, Logi-Analytics to strengthen our core IM offering
- Successfully completed and launched the first Enterprise Mobile application for one of our UK clients along with SAP, the world's leading enterprise solutions provider
- Mentioned as one of the Top 20 companies to watch for by the CIO Review magazine
- Investment in sales efforts is paying off with company recording a high growth of 40% YOY
- Added 14 new clients during the year

Consolidated Quarterly P & L

S. No.	Consolidated Unaudited Results for the Quarter ended (All figures in INR Crore except EPS)	Q4 FY13-14 31-Mar-14	Q4 FY12-13 31-Mar-13	% Change	FY 31-Mar-14	FY 31-Mar-13	% Change
	Net Sales / Income from Operation						
1	**Income**	**53.81**	**50.02**	7.58%	**224.37**	**158.97**	**41.14%**
2	**Expenditure**						
(a)	Employee Cost	22.54	21.74	3.68%	95.44	70.60	35.18%
(b)	Depreciation	0.35	0.35	-	1.30	1.42	-8.45%
(c)	Other Expenditure	25.32	23.57	7.42%	105.46	71.11	48.31%
(d)	**Total Expenditure**	**48.21**	**45.66**	5.58%	**202.20**	**143.13**	**41.27%**
3	**Profit from Operations before Other Income, Interest & Exceptional Items (1-2)**	**5.60**	**4.36**	28.44%	**22.17**	**15.84**	**39.96%**
4	Other Income	0.09	0.28	-67.86%	1.08	0.77	40.26%
5	**Profit before Interest and Exceptional Items (3+4)**	**5.69**	**4.64**	22.63%	**23.25**	**16.61**	**39.98%**
6	Interest	0.95	1.01	-5.94%	3.97	4.23	-6.15%
7	**Profit after Interest but before Exceptional Items (5-6)**	**4.74**	**3.63**	30.58%	**19.28**	**12.38**	**55.74%**
8	Exceptional Items	-	-		-	-	
9	**Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)**	**4.74**	**3.63**	30.58%	**19.28**	**12.38**	**55.74%**
10	Tax Expenses	0.99	0.33		4.16	1.47	182.99%
11	**Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)**	**3.75**	**3.30**	13.64%	**15.12**	**10.91**	**38.59%**
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	-	
13	**Net Profit(+)/ Loss (-) for the Period (11-12)**	**3.75**	**3.30**	13.64%	**15.12**	**10.91**	**38.59%**
14	Paid-up Equity Share Capital of Rs10/- each	10.24	10.16		10.24	10.16	
15	**Earnings Per Share (EPS) in Rs.**						
(a)	Basic EPS before Extraordinary items	3.90	3.44	13.37%	15.73	11.35	38.59%
(b)	Diluted EPS after Extraordinary items	3.64	3.25	12.00%	14.80	10.67	38.71%

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SAKSOFT LIMITED

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Consolidated Audited Financial Results of Saksoft Limited and its subsidiaries for the Quarter and Year Ended March 31, 2014

(Rs. in Lakhs)

Particulars	Quarter ended 31.03.2014	Quarter ended 31.12.2013	Quarter ended 31.03.2013	Year ended 31.03.2014	Year ended 31.03.2013
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1. Income from Operations					
a. Net sales/Income from Operations	5,381.01	5,803.39	5,001.68	22,437.01	15,896.93
b. Other Operating Income	-	-	-	-	-
Total Income	**5,381.01**	**5,803.39**	**5,001.68**	**22,437.01**	**15,896.93**
2. Expenses					
a. Employee benefits expense	2,254.54	2,452.83	2,174.21	9,544.08	7,060.34
b. Depreciation and amortisation expense	34.72	32.87	35.07	129.59	141.71
c. Other expenses	2,532.00	2,756.63	2,356.23	10,546.21	7,110.65
Total Expenses	**4,821.26**	**5,242.33**	**4,565.51**	**20,219.88**	**14,312.70**
3. Profit from Operations before other income, finance costs and exceptional items (1-2)	**559.75**	**561.06**	**436.17**	**2,217.13**	**1,584.23**
4. Other Income	8.67	(5.02)	27.96	108.20	77.36
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	**568.42**	**556.04**	**464.13**	**2,325.33**	**1,661.59**
6. Finance Costs	94.55	94.15	100.82	397.18	423.36
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	**473.87**	**461.89**	**363.31**	**1,928.15**	**1,238.23**
8. Exceptional Items	-	-	-	-	-
9. Profit from ordinary activities before tax (7+8)	**473.87**	**461.89**	**363.31**	**1,928.15**	**1,238.23**
10. Tax Expense	98.95	103.05	33.03	415.97	147.64
11. Net Profit from ordinary activities after tax (9-10)	**374.92**	**358.84**	**330.28**	**1,512.18**	**1,090.59**
12. Extraordinary Items (net of tax expense)	-	-	-	-	-
13. Net Profit for the period (11-12)	**374.92**	**358.84**	**330.28**	**1,512.18**	**1,090.59**
14. Paid-up Equity Share Capital of Rs.10/- each	**1,023.50**	**1,016.50**	**1,016.50**	**1,023.50**	**1,016.50**
15. Reserves excluding Revaluation Reserves as per balance sheet of the previous accounting year	-	-	-	**9,336.29**	**6,445.54**
16.(i) Earnings Per Share (in Rs) before extraordinary items					
a) Basic	3.90	3.73	3.44	15.73	11.35
b) Diluted	3.64	3.50	3.25	14.80	10.67
	(not annualised)	(not annualised)	(not annualised)		
(ii)Earnings Per Share (in Rs) after extraordinary items					
a) Basic	3.90	3.73	3.44	15.73	11.35
b) Diluted	3.64	3.50	3.25	14.80	10.67
	(not annualised)	(not annualised)	(not annualised)		
See Accompanying Notes to the financial results					
A. PARTICULARS OF SHAREHOLDING					
1. Public Shareholding*					
Number of Shares	26,23,700	25,53,700	25,53,700	26,23,700	25,53,700
Percentage of Shareholding	25.63%	25.12%	25.12%	25.63%	25.12%
2. Promoters and Promoter Group Shareholding					
a) Pledged / Encumbered					
Number of Shares	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total share capital of the Company)	NIL	NIL	NIL	NIL	NIL
b) Non-encumbered					
Number of Shares	76,11,300	76,11,300	76,11,300	76,11,300	76,11,300
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
Percentage of Shares (as a % of the total share capital of the Company)	74.37%	74.88%	74.88%	74.37%	74.88%
*Public Share Holding as defined under Clause 40A of the Listing agreement (excludes shares held by Promoters and Promoter Group)					
Results of Standalone financial statements					
Total income	1,071.14	1,167.90	993.22	4,378.76	4,245.87
Profit / (Loss) before taxes	171.37	194.10	128.79	821.09	405.75
Profit / (Loss) after taxes	123.54	130.10	94.63	572.26	281.59

SURI & CO. CHENNAI 600 017 CHARTERED ACCOUNTANTS

SAKSOFT LIMITED CHENNAI 600 096

(Rs. in Lakhs)

Consolidated Statement of Assets and Liabilities	As at 31.03.14	As at 31.03.13
A. EQUITY AND LIABILITIES		
Shareholders' funds		
(a) Share capital	1,023.50	1,016.50
(b) Reserves and surplus	9,336.29	6,445.54
Sub-total - Shareholders' funds	**10,359.79**	**7,462.04**
Non-current liabilities		
(a) Long-term borrowings	2,729.57	4,276.91
(b) Long-Term Provisions	102.54	125.56
Sub-total - Non-current liabilities	**2,832.11**	**4,402.47**
Current liabilities		
(a) Short-term borrowings	482.88	640.47
(b) Trade payables	2,513.60	1,541.67
(c) Other current liabilities	2,170.76	2,076.89
(d) Short-term provisions	626.13	459.76
Sub-total - Current liabilities	**5,793.37**	**4,718.79**
TOTAL - EQUITY AND LIABILITIES	**18,985.27**	**16,583.30**
B. ASSETS		
Non-current assets		
(a) Fixed assets	183.56	225.26
(b) Goodwill on consolidation	10,774.98	8,933.01
(c) Deferred tax assets (net)	144.29	139.09
(d) Long-term loans and advances	97.35	103.19
Sub-total - Non-current assets	**11,200.18**	**9,400.55**
Current assets		
(a) Current investments	135.91	84.51
(b) Trade receivables	4,921.03	4,909.17
(c) Cash and bank balances	919.51	922.24
(d) Short-term loans and advances	1,698.04	1,195.20
(e) Other current assets	110.60	71,63
Sub-total - Current assets	**7,785.09**	**7,182.75**
TOTAL - ASSETS	**18,985.27**	**16,583.30**

Notes :

1. The standalone and consolidated financial results were reviewed by the Audit Committee and taken on record by the Board of Directors at their respective meetings held on May 26, 2014
2. The Board of Directors have recommended a dividend of Rs. 2.50/- on equity shares of Rs. 10 each subject to approval of members.
3. The Company opted to publish only Consolidated financial results. The standalone results of the Company will be available on the Company website www.saksoft.com
4. In accordance with AS-17 - Segment reporting, the Company's operations fall under single segment namely Information Technology Services.
5. The draft scheme of Amalgamation pertaining to the merger of the wholly owned subsidiary M/s. Synetairos Technologies Limited with its holding company M/s.Saksoft Limited, India as approved by the Board of Directors of M/s.Saksoft Limited, India at their meeting held on 29th October 2013 is now pending for final hearing by the Hon'ble High Court of Madras. Accordingly no effect to the proposed amalgamation has been given in the results.
6. The Company conducts its operations along with its subsidiaries. The Consolidated financial results are prepared in accordance with the principles and procedures for the preparation and presentation of consolidated financial results as set out in the Accounting Standards (AS-21) prescribed by Companies (Accounting Standards) Rules, 2006. The financial statements of the holding Company and its subsidiaries (Saksoft Investments Private Limited UK and its subsidiaries, Saksoft Inc. USA and its subsidiary, Saksoft Pte Limited Singapore, Saksoft GmbH Germany and Synetairos Technologies Limited) have been combined on a line by line basis by adding together, income and expenses after eliminating intra-group balances, transactions and resulting unrealised gains/losses. The Consolidated financial results are prepared by applying uniform accounting policies.
7. Tax expense includes current tax and deferred tax.
8. The Company had no investor complaints pending at the beginning of the quarter. No complaints were received during the quarter.
9. The results for the Quarter ended 31st March, 2014 are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.
10. Previous periods' figures have been regrouped or reclassified wherever necessary to conform to those of the current period/year.

By order of the Board
Saksoft Limited

Aditya Krishna
Managing Director

Place: Chennai
Date: May 26, 2014

SURI & CO CHENNAI 600 017 CHARTERED ACCOUNTANTS

SAKSOFT LIMITED CHENNAI 600 096