

12th November, 2018

To

The Listing/Compliance Department The National Stock Exchange of India Limited "Exchange Plaza" Bandra Kurla Complex Bandra (E) Mumbai - 400 051 <u>Stock Code: SAKSOFT</u>	The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001 <u>Stock Code: 590051</u>
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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 second Quarter and half year ended 30th September, 2018 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited



S.Muthukrishnan
Company Secretary



Saksoft Profit after tax (PAT) increases by 98.72% Y-o-Y

Chennai, November 12, 2018: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), reported its Q2 and half year results (ended on September 30, 2018) at its Board Meeting held on November 12, 2018.

Commenting on the results, **Chairman & Managing Director, Aditya Krishna** said, *“I am pleased to note we have recorded a strong growth this quarter. This is a result of persistent effort of the team and the focus of the company on the Digital offerings with Agile Teams. The share of revenues from our Top customers continue to increase being a testimony of our commitment, delivery and expertise.”*

Review of financial performance

Consolidated Quarter Review (Q2 2018-19 vs. Q1 2018-19)

- Operating revenue increased by 8% to Rs 89.15 Cr in Q2 2018-19 against Rs 82.54 Crore in the previous quarter
- 20.45% increase in operating EBITDA to Rs 13.90 Crore in Q2 2018-19 against Rs 11.54 Crore in the previous quarter
- PBT increased to Rs 14 Crore in Q2 2018-19 against Rs 10.69 Crore in the previous quarter , up by 30.96%
- PAT stood at Rs 9.32 Crore in Q2 2018-19 against Rs 6.96 Crore in the previous quarter, an increase of 33.90%

Consolidated Quarter Yearly Review (Q2 2018-19 vs Q2 2017-18)

- Operating revenue increased by 32.11% to Rs 89.15 Cr in Q2 2018-19 against Rs 67.48 Crore in the corresponding quarter previous year
- 53.59% increase in operating EBITDA to Rs 13.90 Crore in Q2 2018-19 against Rs 9.05 Crore in the corresponding quarter previous year
- PBT increased to Rs 14 Crore in Q2 2018-19 against Rs 7.77 Crore in the corresponding quarter previous year, up by 80.18%
- PAT stood at Rs 9.32 Crore in Q2 2018-19 against Rs 4.69 Crore in the corresponding quarter previous year, an increase of 98.72%

Consolidated Half Year Review (H1 2018-19 vs H1 2017-18)

- Operating revenue increased by 29.30% to Rs 171.70 Cr in H1 2018-19 against Rs 132.79 Crore in the corresponding period previous year
- 50.44% increase in operating EBITDA to Rs 25.44 Crore in H1 2018-19 against Rs 16.91 Crore in the corresponding period previous year
- PBT increased to Rs 24.69 Crore in H1 2018-19 against Rs 14.60 Crore in the corresponding period previous year, up by 69.10%
- PAT stood at Rs 16.29 Crore in H1 2018-19 against Rs 8.44 Crore in the corresponding period previous year, an increase of 93%

FINANCIAL HIGHLIGHTS

INR Crores

	Q2 FY18-19	Q1 FY18-19	Q2 FY17-18	H1-FY18-19	H1-FY17-18
Revenue	89.15	82.54	67.48	171.70	132.79
Operating EBITDA	13.90	11.54	9.05	25.44	16.91
Operating EBITDA %	15.59%	13.98%	13.41%	14.81%	12.73%
PAT	9.32	6.96	4.69	16.29	8.44
PAT %	10.45%	8.43%	6.95%	9.48%	6.35%

OPERATING METRICS

Particulars	H1 18-19	FY 17-18
1. REVENUE METRICS- %		
A. Revenue by Geo		
Americas	58%	58%
Europe	29%	32%
Asia/ Asia Pacific & Others	13%	9%
B. Revenue Mix		
Onsite	51%	53%
Offshore	49%	47%
2. CUSTOMER METRICS		
A. Client Metrics- No of clients/customers per Million Dollar **		
>1 MN	5	5
>0.5Mn to 1Mn	8	7
B. Client's Contribution to Revenue		
Top 5	44%	42%
Top 10	51%	49%
Top 20	58%	57%
3. HEADCOUNT METRICS		
A. Headcount & Utilisation		
Total Employee Count	1067	1025
Technical	941	897
Support	126	128
B. Utilisation-IT Services		
Excluding trainees	84%	85%

** The numbers are based on the annualised figures

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. In short, Saksoft helps their clients level the playing field by helping them transform their business spaces.

Saksoft is headquartered in Chennai (India), and has 12 offices across the USA, Europe and Asia employing over 1000+ people. For more information, please visit www.Saksoft.com

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