

27<sup>th</sup> May, 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 fourth Quarter and Financial year ended 31<sup>st</sup> March, 2019 as enclosed with this letter today.

Please take on record.

Yours faithfully,  
For **Saksoft Limited**



**S.Muthukrishnan**  
Company Secretary

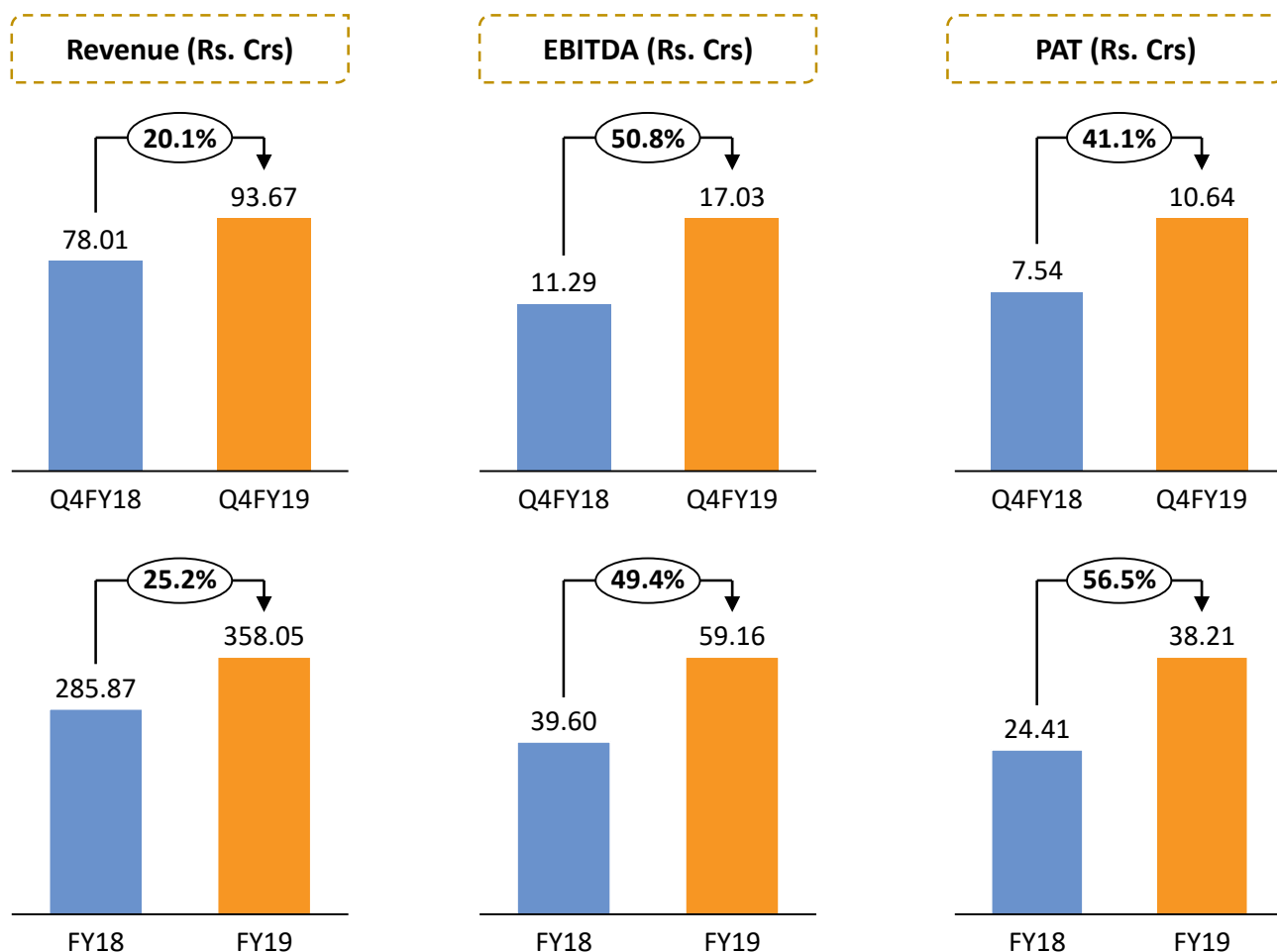


Investor Release: 27<sup>th</sup> May 2019

**FY19 Revenue at Rs. 358.05 Crs, a growth of 25.2% Y-o-Y**  
**FY19 EBITDA at Rs. 59.16 Crs, a growth of 49.4% Y-o-Y**  
**FY19 PAT (Before minority) at Rs. 38.21 Crs, a growth of 56.5% Y-o-Y**

**Chennai, May 27, 2019:** Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its audited financial results for the Quarter and Year ended 31<sup>st</sup> March, 2019.

## Financials at a Glance:



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

*"In 2018-19 we completed the transition to a sharply focused niche IT solutions provider. Majority of our revenues are from the Digital programs of our customers and are delivered from our centers in India. This focus has ensured revenue growth of 25% and significantly boosted profitability.*

*"Our select industry verticals are experiencing rapid growth and digital disruption and this bodes well for our business. We are confident of sustaining both revenue and profitability growth in the coming years."*

## Result Highlights Q4FY19 on Y-o-Y basis :

### **Revenue Growth of 20.1%**

- The Company recorded Revenue of Rs. 93.67 Crs during Q4FY19, as against Rs. 78.01 Crs in Q4FY18 a growth of 20.1%.

### **EBITDA growth of 50.8%**

- EBIDTA for the quarter stood at Rs. 17.03 Crs higher by 50.8% as compared to Q4FY18 of Rs. 11.29 Crs. *EBIDTA margins expanded by 371 bps to 18.2% as compared to Q4FY18.*

### **Profitability growth of 41.1%**

- The Company recorded a *PAT margin (before minority interest) of 11.4% higher by 169 bps as compared to Q4FY18.* PAT (before minority interest) for the quarter stood at Rs. 10.64 Crs with a growth of 41.1% Y-o-Y.

## Result Highlights FY19 on Y-o-Y basis :

### **Revenue Growth of 25.2%**

- The Company recorded Revenue of Rs. 358.05 Crs during FY19, as against Rs. 285.87 Crs in FY18 a growth of 25.2%.

### **EBITDA growth of 49.4%**

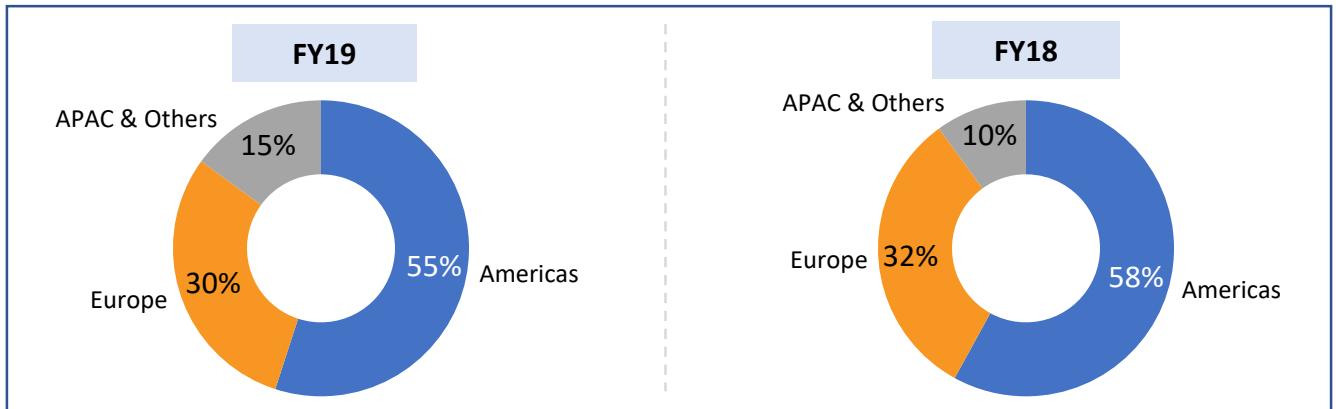
- EBITDA for the FY19 stood at Rs. 59.16 Crs as against Rs. 39.60 Crs in FY18 an increase of 49.4%. *EBIDTA margins stood at 16.5% as compared to 13.9% for FY18 an increase of 267 bps.*

### **Profitability growth of 56.5%**

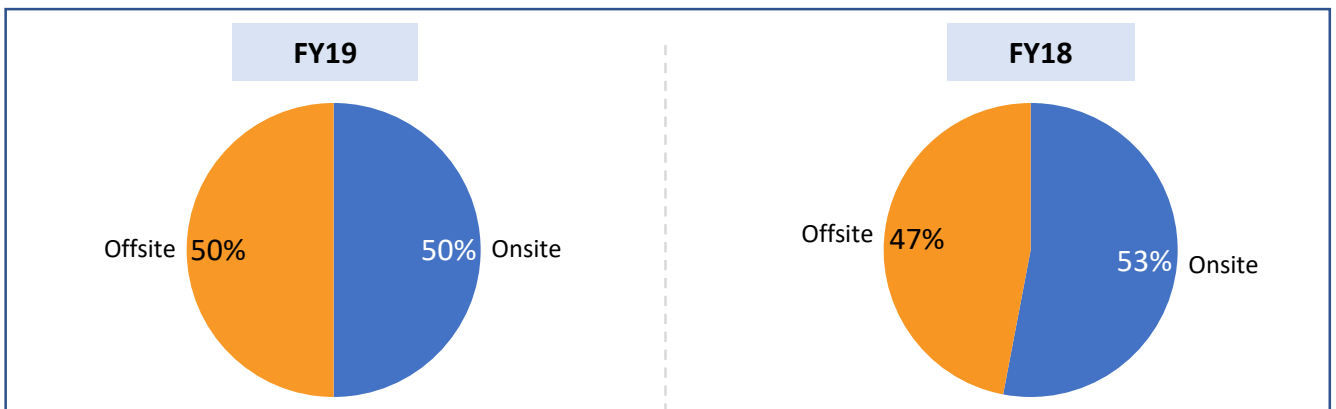
- PAT (before minority interest) for the FY19 stood at Rs. 38.21 Crs as against Rs. 24.41 Crs in FY18 an increase of 56.5%. *PAT margin (before minority interest) grew by 213 Bps as compared to FY18. PAT margins for the year stood at 10.7%.*

## Operating Metrics

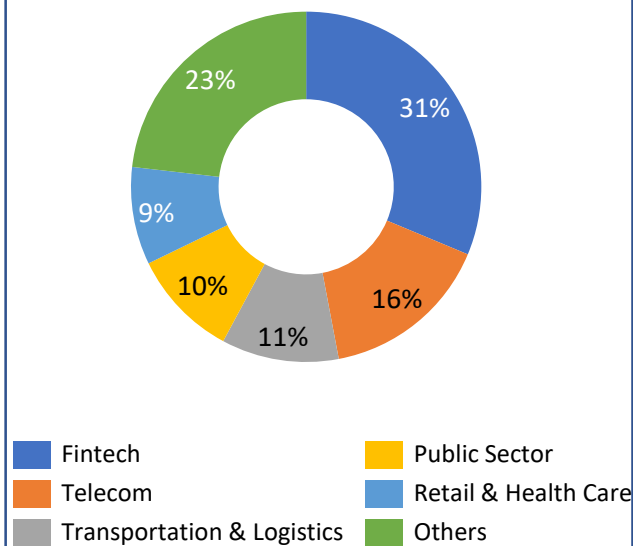
### Revenue by Geography



### Revenue Mix



### FY19 Revenue by Vertical



CUSTOMER METRICS	FY19	FY18
<b>(a) No of clients/customers per Million Dollar **</b>		
>1 MN	6	5
>0.5Mn to 1Mn	7	7
<b>(b) Client's Contribution to Revenue</b>		
Top 5	45%	42%
Top 10	52%	49%
Top 20	60%	57%

HEADCOUNT METRICS	FY19	FY18
<b>(a) Headcount &amp; Utilization</b>		
Total Employee Count	<b>1,168</b>	<b>1,025</b>
Technical	1,031	897
Support	137	128
<b>(b) Utilization-IT Services</b>		
Excluding trainees	84%	85%

## 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 12 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

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Mr. Sagar Shroff / Ms. Ami Parekh

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