

**CHAIRMAN SPEECH DELIVERED AT THE TWENTIETH ANNUAL GENERAL MEETING OF SAKSOFT LIMITED HELD ON MONDAY, THE 12<sup>TH</sup> AUGUST, 2019 AT 10.30 A.M. AT P.OBUL REDDY HALL, VANI MAHAL, 103, G.N.CHETTY ROAD, T.NAGAR, CHENNAI – 600 017**

*Dear shareholders,*

I am happy to report that Saksoft Limited delivered a record performance in 2018-19, its twentieth year.

The company reported profitable growth, with revenues growing 25.2 per cent and the company's profit after tax strengthening 56.5 per cent.

The company grew revenues every single quarter during the last financial year and strengthened EBIDTA margins from 14 per cent in the first quarter to 18.2 per cent in the last quarter

This record performance was the result of medium-term strategic re-sets that helped shift the organisational needle, which translated into improvements that became more visible in our financials starting 2018-19. Some of the notable improvements we introduced are as follows:

- The investments we made in the last five years have been in complementary business acquisitions and this has contributed to the improved performance.
- We adopted a focused inch-wide, mile-deep positioning that has strengthened our respect for specialisation. We are focussed on six selected industry verticals which represent large and growing segments not just for the moment but in the foreseeable future. These verticals are Fintech, Telecom, Transportation & Logistics, Public Sector, Retail E-commerce and Healthcare and these verticals account for about 80% of our revenues.

- We advanced to an ongoing dedicated engagement team model that has resulted in longer project tenures covering the engagement lifecycle.
- We graduated to the deployment of smaller teams comprising focused professionals, resulting in enhanced responsiveness and lower costs.
- We implemented the account management approach where our principal objective is to carve out a larger share of the customer's wallet.

We have evolved our personality into a partner possessing a high emotional ownership of the customer's project, translating into a proactive suggestion of improvements in the customer's business by focussing on how our solutions can address the customer's pain points.

At Saksoft, we are optimistic of sustaining our business momentum on account of a prudent selection of industry verticals in which we have chosen to be present. Some of these verticals are integrated into modern consumer habits, linked to the ability to consume products and services online with cascading implications across the Retail / e-commerce, fintech and transportation & Logistics verticals. When combined, they address the entire transaction fulfilment lifecycle, extending from the click of a button to online payment to timely product delivery. As this revolution accelerates, these digital solutions will transform the way we think, live, work and unwind. While this scenario poses a threat to the way we lived in the past, it also offers an unprecedented opportunity for technology companies like Saksoft.

At Saksoft, we have charted out a structured approach to grow our business in 2019-20 and beyond.

The Company will accelerate all business transformation initiatives commenced in the last two years. The Company may potentially add one more vertical, strengthening its relevance as a market-facing company.

The Company will continue to seek complementary acquisitions to build capabilities.

I believe that this approach is achievable and sustainable with the possibility of continuing to enhance shareholder value in the foreseeable future.

Thank you for your continued support.

Aditya Krishna  
Chairman & Managing Director