

03<sup>rd</sup> February, 2020

To

<p>The Listing/Compliance Department The National Stock Exchange of India Limited "Exchange Plaza" Bandra Kurla Complex Bandra (E) Mumbai - 400 051</p> <p><b><u>Stock Code: SAKSOFT</u></b></p>	<p>The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001</p> <p><b><u>Stock Code: 590051</u></b></p>
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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 third quarter and nine months ended 31<sup>st</sup> December, 2019 as enclosed with this letter today.

Please take on record.

Yours faithfully,  
For Saksoft Limited



**S.Muthukrishnan**  
Company Secretary

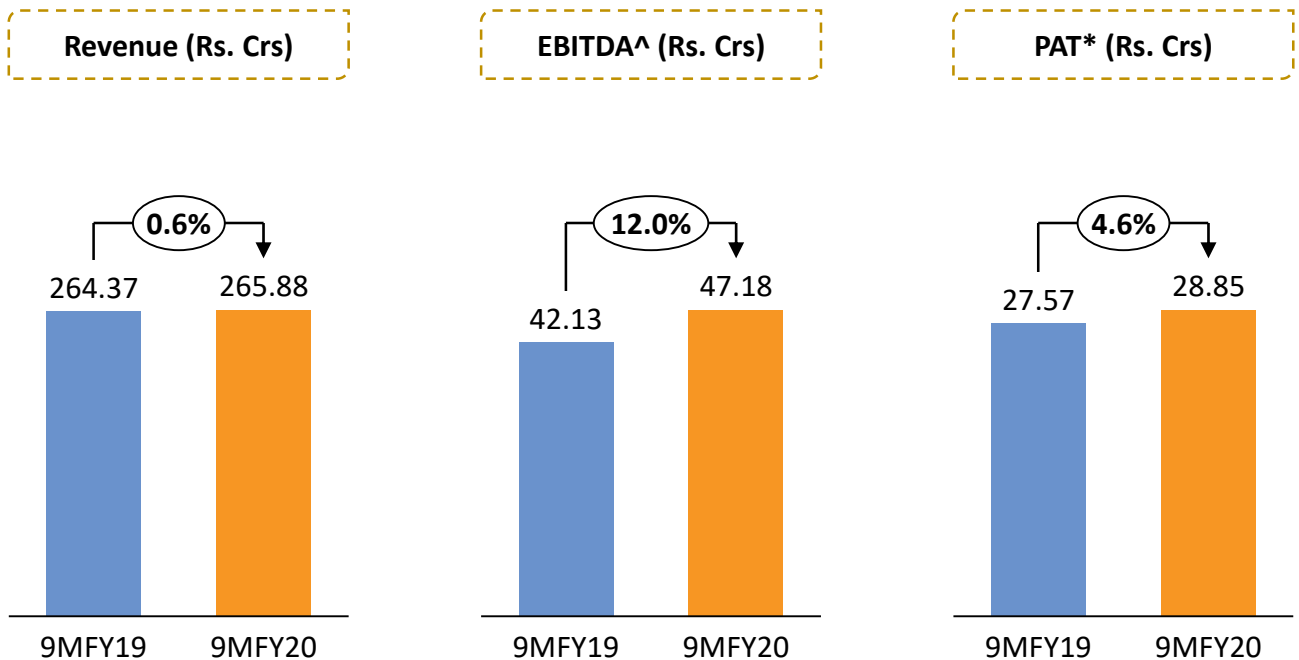


Investor Release: 3<sup>rd</sup> February 2020

**9MFY20 EBITDA<sup>^</sup> at Rs. 47.18 Crs, a growth of 12% Y-o-Y**  
**9MFY20 EBITDA Margin<sup>^</sup> at 17.7%, a growth of 181 bps Y-o-Y**  
**9MFY20 PAT (Before minority) at Rs. 28.85 Crs, a growth of 4.6% Y-o-Y**

**Chennai, February 3, 2020:** Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its un-audited financial results for the Quarter and Nine months ended 31<sup>st</sup> December 2019.

## Financials at a Glance:



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

*“We can attribute the relatively flat revenues during the quarter to the holiday season and furloughs with some of our large customers. This is a short-term phenomenon with the company having ramped up hiring to meet the increased demand for the coming quarters. Our vertical focussed strategy continues to drive the future plans of the company.”*

## Result Highlights Q3FY20 on Y-o-Y basis :

### **Revenue**

- The Company recorded Revenue of Rs. 87.49 Crs during Q3FY20, as against Rs. 92.67 Crs in Q3FY19. The muted revenue performance was on the back of the holiday season in US & EU and furloughs in some of the major customers.

### **EBITDA**

- EBITDA for the quarter stood at Rs. 14.85 Crs as compared to Q3FY19 of Rs. 16.69 Crs. EBITDA Margin stood at 17%

### **Profitability**

- The Company recorded a *PAT margin of 10.9% for Q3FY20*. PAT for the quarter stood at Rs. 9.58 Crs

## Result Highlights 9MFY20 on Y-o-Y basis :

### **Revenue**

- The Company recorded Revenue of Rs. 265.88 Crs during 9MFY20, as against Rs. 264.37 Crs in 9MFY19 a growth of 0.6%

### **EBITDA**

- EBITDA for the 9MFY20 stood at Rs. 47.18 Crs as against Rs. 42.13 Crs in 9MFY19 an increase of 12%.
- EBITDA margin for 9MFY20 stood at 17.7% as compared to 15.9% for 9MFY19 an increase of 181 bps (includes an impact of Rs. 3.71 Crs i.e. 140bps on account of adoption of Ind AS 116)

### **Profitability**

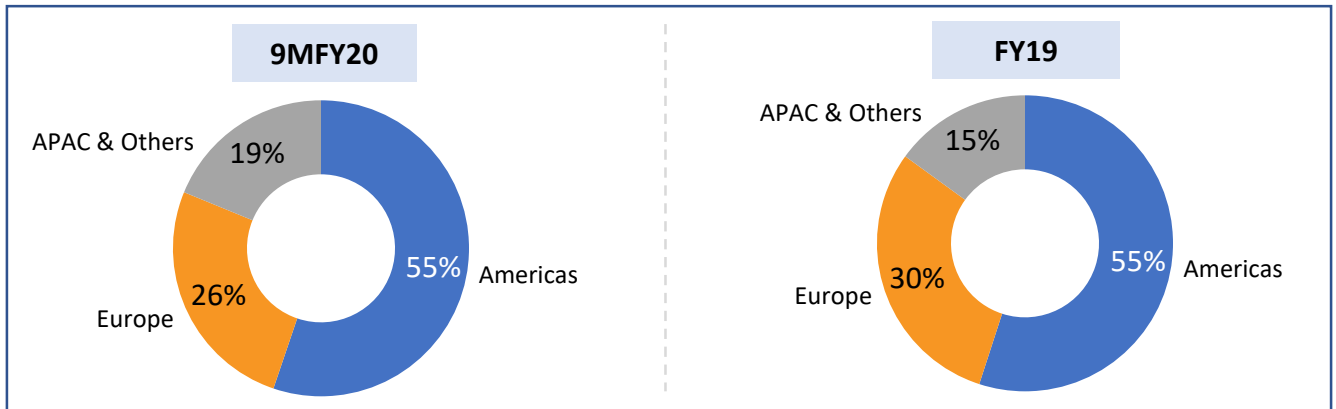
- PAT for the 9MFY20 stood at Rs. 28.85 Crs as against Rs. 27.57 Crs in 9MFY19 an increase of 4.6%. *PAT margin grew by 41 Bps as compared to 9MFY19*. PAT margins for the 9MFY20 stood at 10.9%

## Additional Highlights

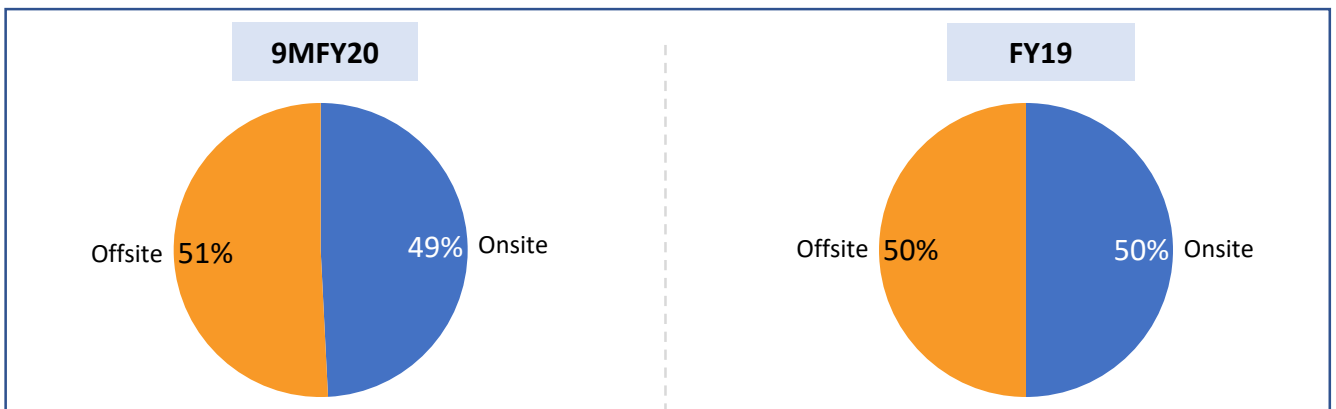
- ✓ The Company has been chosen as the '**digital transformation partner**' by **Aegon Life Insurance**. This partnership will help Aegon Life Insurance to build their digital prowess by leveraging Saksoft solutions
- ✓ The Board took note of the **resignation by Mr. Amitava Mukherjee as an Independent Director** due to certain personal and other business commitments w.e.f 30<sup>th</sup> January 2020
- ✓ The Board has approved the **appointment of Mr. Ganesh Chella as an Additional and Independent Director** for a period of five consecutive years till 2<sup>nd</sup> February 2025 w.e.f 3<sup>rd</sup> February 2020

## Operating Metrics

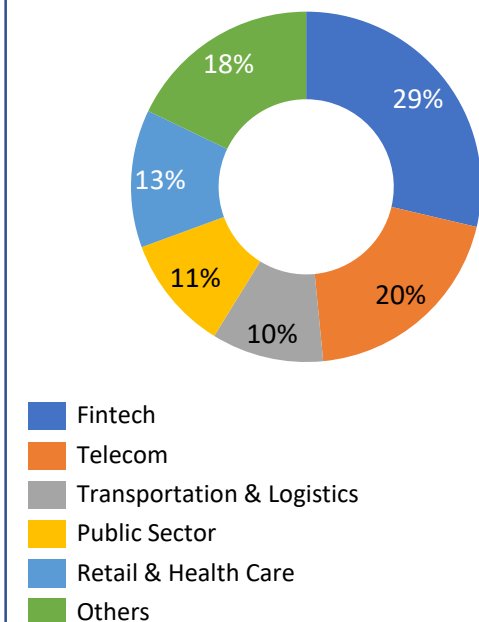
### Revenue by Geography



### Revenue Mix



### 9MFY20 Revenue by Vertical



CUSTOMER METRICS	9MFY20	FY19
<b>(a) No of clients/customers per Million Dollar **</b>		
>1 MN	6	6
>0.5Mn to 1Mn	7	7
<b>(b) Client's Contribution to Revenue</b>		
Top 5	47%	45%
Top 10	55%	52%
Top 20	63%	60%

HEADCOUNT METRICS	9MFY20	FY19
<b>(a) Headcount &amp; Utilization</b>		
Total Employee Count	<b>1,258</b>	<b>1,168</b>
Technical	1,118	1,031
Support	140	137
<b>(b) Utilization-IT Services</b>		
Excluding trainees	83%	84%

## 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 14 offices across the USA, Europe and Asia employing over 1,200+ 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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### Company :



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**Mr. Niraj Kumar Ganeriwal, CFO**

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### Investor Relations Advisors :



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Ms. Ami Parekh / Mr. Sagar Shroff

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