

February 04, 2021

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><u>Stock Code: SAKSOFT</u></p>	<p>The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001</p> <p><u>Stock Code: 590051</u></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 December 31, 2020 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited



Niraj Kumar Ganeriwala
Chief Financial Officer



Q3FY21 Revenue at Rs. 97.41 Crs, growth of 11.3% Y-o-Y basis
Q3FY21 EBITDA Margin at 18.0%, growth of 101 bps Y-o-Y basis
Q3FY21 PAT* Margin at 12.4%, growth of 144 bps Y-o-Y basis
Q3FY21 EPS at Rs. 12.13

Chennai, February 4, 2021: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its un-audited financial results for the Quarter and Nine months ended 31st December 2020.

Financials at a Glance (in Rs. Crs):



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

“We are pleased to report that in Q3 we have achieved a growth of 11.3% in revenues and 26% in profitability when compared to the same quarter last year. In addition, our operating margins have improved, and we have a healthy cash position in the Company. We will continue to focus on our selected industry verticals. We are confident that our chosen verticals are witnessing historical digital transformations at this time and creating ample market opportunities for the digital solutions which we offer”

*PAT is before minority interest

Figures are rounded off wherever required

Highlights for Q3 & 9MFY21:

Revenue

- ✓ Q3FY21 Revenue at Rs. 97.41 Crs v/s Rs. 87.49 Crs in Q3FY20, a growth of 11.3% on YoY basis and 0.2% on QoQ basis
- ✓ 9MFY21 Revenue at Rs. 288.36 Crs v/s Rs. 265.88 Crs in 9MFY20, a growth of 8.5%
- ✓ During 9MFY21, the company added 2 customers in USD 0.5m to USD 1m segment

EBITDA

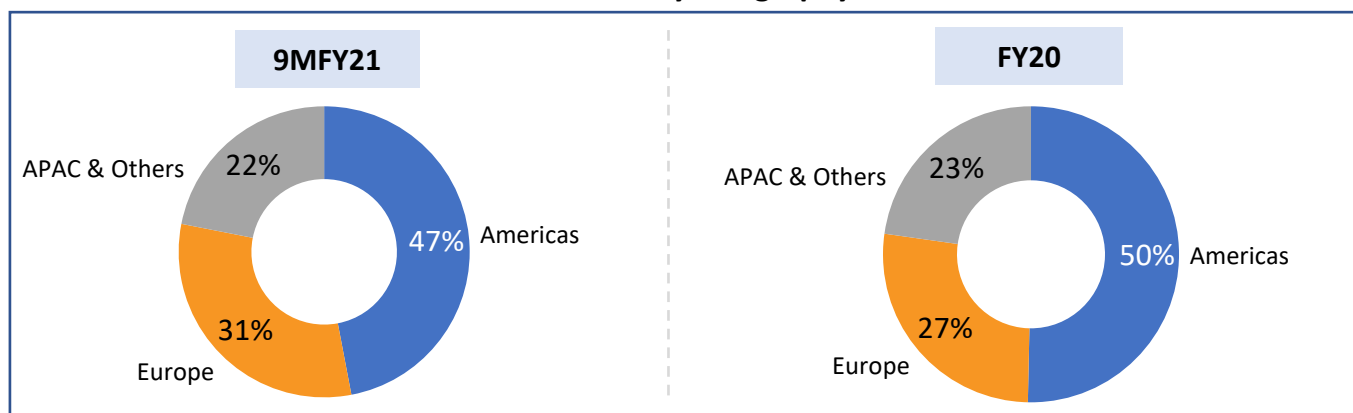
- ✓ Q3FY21 EBITDA at Rs. 17.52 Crs v/s Rs. 14.85 Crs in Q3FY20, growth of 18% on YoY basis and 6.2% on QoQ basis
- ✓ Q3FY21 EBITDA margins at 18.0% v/s 17.0% in Q3FY20 and 17.0% in Q2FY21
- ✓ 9MFY21 EBITDA at Rs. 48.87 Crs v/s Rs. 47.18 Crs in 9MFY20
- ✓ The Company has been able to improve the margins on the back of strengthening of niche capabilities in selected industry verticals

PAT (Before Minority Interest)

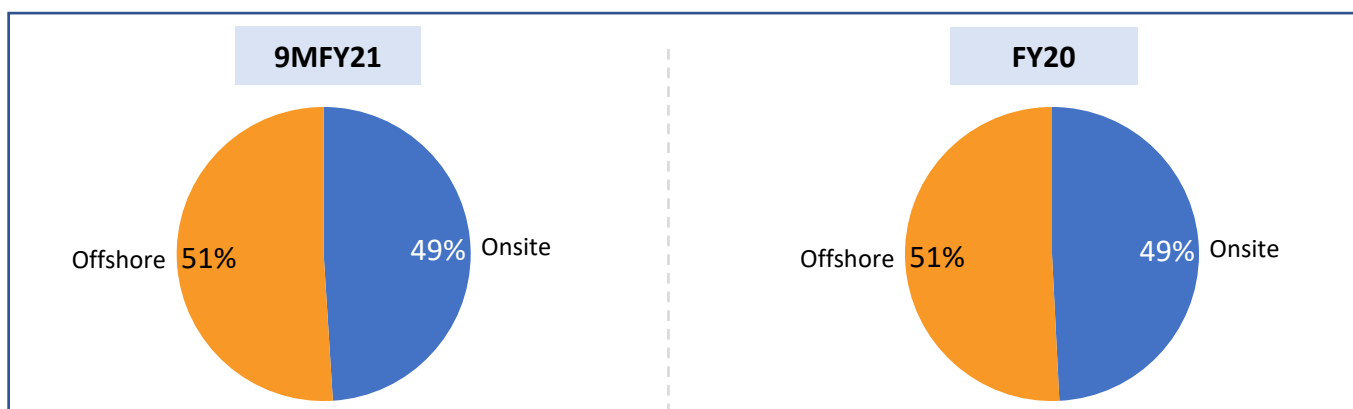
- ✓ Q3FY21 PAT (before minority) at Rs. 12.07 Crs v/s Rs. 9.58 Crs in Q3FY20, a growth of 26% on YoY basis and 12.5% on QoQ basis
- ✓ 9MFY21 PAT (before minority) at Rs. 32.93 Crs v/s Rs. 28.85 Crs in 9MFY20, a growth of 14.1%
- ✓ Decrease in finance cost led to further improvement in net profitability

Operating Metrics

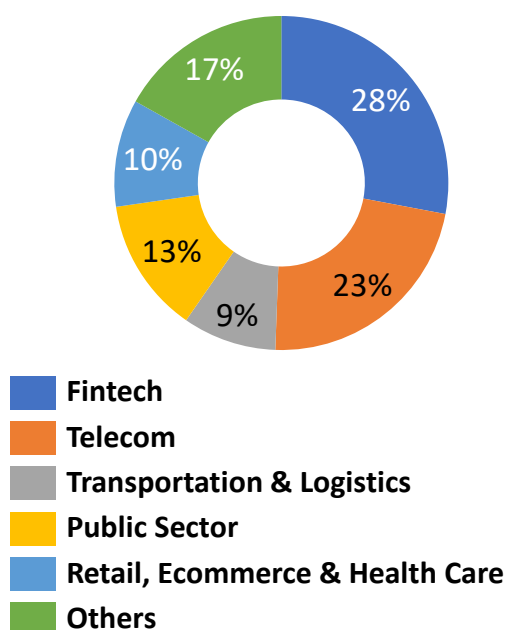
Revenue by Geography



Revenue Mix



9MFY21 Revenue by Vertical



CUSTOMER METRICS	9MFY21	FY20
(a) No of clients/customers per Million Dollar**		
>1 MN	6	6
>0.5Mn to 1Mn	9	7
(b) Client's Contribution to Revenue		
Top 5	48%	47%
Top 10	57%	55%
Top 20	67%	64%

HEADCOUNT METRICS	9MFY21	FY20
(a) Headcount & Utilization		
Total Employee Count	1,217	1,258
Technical	1,078	1,121
Support	139	137
(b) Utilization-IT Services		
Excluding trainees	82%	83%

Figures are rounded off wherever required

** The numbers are based on the Annualized 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. 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

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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