



Saksoft Limited

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May 26, 2021

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 fourth Quarter and Financial year ended March 31, 2021 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited

Meera Venkatramanan
Company Secretary

Saksoft Limited closes FY21 on Strong note with a 7.5% revenue growth and 17.6% PAT* growth YoY, Full year dividend of Rs. 5/- per share

Chennai, India – May 26, 2021: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), a leading digital transformation solution partner for Fintech, Transportation & Logistics, Retail/E-commerce, Health care and Telecom customers worldwide, announced today its financial results for the **fourth quarter and full year FY21** ended 31st March 2021.

Commenting on the FY21 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “We are pleased to note that we have ended the year FY 20-21 with a 7.5% increase in our revenue and 17.6% increase in our PAT. In addition, the cash generation in the business has increased with a healthy cash position at the end of the year paving the way for future investments. This year has been one of the most unprecedented year by all measures wherein we have not only been able to support all our customers to keep their business running and digitise /transform their business, but also focus on the health and wellness of our employees. Employee wellbeing continues to be our major focus areas as we traverse through this situation.”

Review of the Consolidated Financial Performance for Full year and Quarter ended 31st March 2021:

Figures in Rs Crore	FY21	FY20	Y-o-Y Growth
Revenue	385.81	358.78	7.5%
EBITDA	64.42	61.03	5.6%
EBITDA Margin %	16.7%	17.0%	(31bps)
PAT*	45.44	38.65	17.6%
PAT Margin %	11.8%	10.8%	101bps
Basic EPS (Rs)	45.68	38.67	18.1%

Figures in Rs Crore	Q4FY21	Q3FY21	Q-o-Q Growth	Q4FY20	Y-o-Y Growth
Revenue	97.45	97.41	0.04%	92.90	4.9%
EBITDA	15.55	17.52	(11.2%)	13.85	12.3%
EBITDA Margin %	16.0%	18.0%	(203bps)	14.9%	105bps
PAT*	12.51	12.07	3.6%	9.8	27.7%
PAT Margin %	12.8%	12.4%	45bps	10.5%	229bps
Basic EPS (Rs)	12.57	12.13	3.6%	9.89	27.1%

*PAT is before minority interest

Operating Highlights:

Revenue by Geography (%)	FY21	FY20
Americas	47%	50%
Europe	31%	27%
APAC & Others	22%	23%

Revenue Mix (%)	FY21	FY20
Offshore	52%	51%
Onsite	48%	49%

Revenue by Vertical (%)	FY21	FY20
Fintech	27%	29%
Transportation & Logistics	9%	10%
Telecom	23%	20%
Public Sector	10%	11%
Retail, Ecommerce & Health Care	11%	13%
Others	20%	18%

Customer Metrics	FY21	FY20
No of clients/customers per Million Dollar		
>1 Million	6	6
>0.5 Million to 1 Million	9	7
Clients Contribution to Revenue (%)		
Top 5	46%	47%
Top 10	56%	55%
Top 20	66%	64%

Headcount Metrics	FY21	FY20
Total Employee Count	1,260	1,258
- <i>Technical</i>	1,127	1,121
- <i>Support</i>	133	137
Utilization – IT Services % (Excl. Trainees)	82%	83%

Balance Sheet Highlights	FY21	FY20
Total Cash & Cash Equivalent (Rs Crore)	90.01	42.93
ROCE (%)	22.1%	24.7%
ROE (%)	17.5%	18.6%

Other Highlights FY 2021:

- Added 2 new customer in >0.5 Million to 1 Million segment during FY 2021
- The Board of Directors has recommended a final dividend of Rs. 2.5/- per share during the quarter ended March 2021. This dividend together with interim dividend of Rs 2.5/- per share results in total dividend for the year to 50% (Rs 5/- per share).

About Saksoft

Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), 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 1,250+ people. For more information, please visit www.saksoft.com

For Further Information, Please Contact:

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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.