



Saksoft Limited

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August 10, 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 first Quarter ended June 30, 2021 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited

Meera Venkatramanan
Company Secretary

Saksoft Limited Reported Strong Revenue growth of 8.9% and PAT growth of 74.6% YoY in Q1FY22

Chennai, India – August 10, 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 **first quarter FY22** ended 30th June 2021.

Commenting on the Q1FY22 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “Our focus on growth continues to yield results with revenue increasing by 8.9%, EBITDA by 4.7% and PAT by 74.6% as compared to the same quarter of the previous year. Whilst the pandemic has posed many challenges, our strategy around farming of existing accounts coupled with the **“inch wide mile deep”** philosophy has enabled us to get a greater wallet share of IT spend from our customers with Saksoft being more and more recognized as a trusted partner rather than just another supplier. We continue to focus on our select industry verticals. As we continue to steer through this pandemic, we keep the health, wellness and safety of our employees as one of our major priorities.”

Review of the Consolidated Financial Performance for Quarter ended 30th June 2021:

Figures in Rs Crore	Q1FY22	Q4FY21	Q-o-Q Growth	Q1FY21	Y-o-Y Growth
Revenue	102.14	97.45	4.8%	93.75	8.9%
EBITDA	15.55	15.55	0.0%	14.85	4.7%
EBITDA Margin %	15.2%	16.0%	(73bps)	15.8%	(62bps)
PAT*	17.69	12.51	41.4%	10.13	74.6%
PAT Margin %	17.3%	12.8%	448bps	10.8%	651bps
Basic EPS (Rs)	17.76	12.57	41.3%	10.19	74.3%

Operating Highlights:

Revenue by Geography (%)	Q1FY22	FY21
Americas	46%	47%
Europe	32%	31%
APAC & Others	22%	22%

Revenue Mix (%)	Q1FY22	FY21
Offshore	52%	52%
Onsite	48%	48%

Revenue by Vertical (%)	Q1FY22	FY21
Fintech	26%	27%
Transportation & Logistics	9%	9%
Telecom	23%	23%
Public Sector	6%	10%
Retail- Ecommerce & Health Care	9%	11%
Others	27%	20%

Customer Metrics	Q1FY22	FY21
No of clients/customers per Million Dollar		
>1 Million	7	6
>0.5 Million to 1 Million	9	9
Clients Contribution to Revenue (%)		
Top 5	49%	46%
Top 10	59%	56%
Top 20	68%	66%

Headcount Metrics	Q1FY22	FY21
Total Employee Count	1,275	1,260
- <i>Technical</i>	1,142	1,127
- <i>Support</i>	133	133
Utilization – IT Services % (Excl. Trainees)	85%	82%

Other Highlights Q1FY22:

- Moved one customer from 0.5Mn to 1Mn segment during the quarter
- Added a new customer in the 1Mn segment during the quarter
- Improvement in utilisation by 3%

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.