



Saksoft Limited

Q2 & H1FY23
INVESTOR PRESENTATION

10th November 2022



Safe Harbor

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About Saksoft

- *Saksoft Group*
- *Offerings*
- *Domain Specific Solutions*
- *Journey*

Digital Transformation Partner

Digital transformation solutions help Automate, Modernize, and Manage IT Systems

Domain-specific technology solutions and solution accelerators from consulting to Support

Saksoft Group

2,000+
Employees

\$75 Million
Revenue run rate

16
Locations

20+
Years



Listed
Indian Stock
Exchanges

ISO
27001, 9001

100% owned
subsidiaries

Global
Presence

We **ENHANCE CUSTOMER EXPERIENCE** through **DIGITAL TRANSFORMATION**

Domain Specific Services



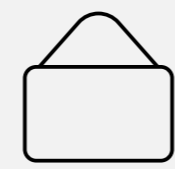
FINTECH

Customer Profile

- Cards & Payment gateways
- Credit Management agencies
- Regulatory & Compliance
- Asset & Wealth Management
- SMB & Consumer Lending, Mortgages

Offerings

- Mobile Cash Disbursement Solution
- API Integration
- Mobile/Web Development
- Big data analytics
- Credit Scoring, Fraud prevention & Risk Assessment, Anticipate / handle disruptions



RETAIL E-COMMERCE

Customer Profile

- Multi Store e-Commerce Solutions
- Store Front Solutions
- Customer Engagement Solutions
- Order Inventory Management

Offerings

- Social Listening (Micro Influencer)
- Customer 360
- Customer Journey Tracking
- eCommerce Portal Development



TELE - COMMUNICATION

Customer Profile

- Business Support Systems
- Operations Support Systems
- Enterprise Resource Planning
- IT Strategy Consulting

Offerings

- SharePoint development
- Advanced analytics to reduce customer churn
- Oracle Support
- Testing CoE

Domain Specific Services



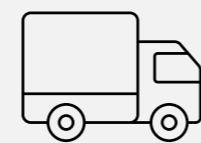
HEALTHCARE

Customer Profile

- Healthcare Providers
- Healthcare Payers
- Healthcare Compliance
- Clinical Research and Life Sciences

Offerings

- Telehealth
- EHR integration
- Imaging analytics
- Integrated health monitoring via wearables
- HL7/FHIR enabled provider apps



TRANSPORTATION & LOGISTICS

Customer Profile

- 3PL's
- Shippers
- Carriers
- ISV's
- Port Operators

Offerings

- IoT Solutions
- Freight Management Software
- Warehouse Management
- Supply Chain Management
- EDI Integration
- Logistics Dashboard



PUBLIC SECTOR

Customer Profile

- City Councils in UK
- Police Departments
- Central Government agencies
- Housing communities
- Public Utilities

Offerings

- Smart cities - Machine learning & facial recognition from IoT data feeds
- Predictive Analytics & BI to provide better healthcare, decrease crime rates, and improve citizen's life
- People identity management

Digital Services

Co-development

Legacy
Modernization

Analytics

Independent
Testing

Cloud

Support

SOFTWARE PRODUCT ENGINEERING

- Web Technologies J2EE & .Net
- Android, iOS, Xamarin, HTML5 / JS based apps
- SharePoint : Development, Migration, Support
- Business Intelligence product implementation

ANALYTICS

- Enterprise Data Management
- Business Insights
- Big Data
- Data Science

TESTING QA

- Functional
- Non-Functional
- Test Automation
- Frameworks

EXTENDED S/W DELIVERY FACILITIES

- Near Shore Development Centre
- Offshore Development Centre
- Build-Operate-Transfer

AUTOMATION

- Test Automation
- Internet of Things
- RPA
- ML / AI

SUPPORT SERVICES

- Product Support : SAP, Microsoft
- Application Support
- Enhancement, upgrades
- Cloud Migration : Application / Infra

Digital Transformation Solutions

CHANGE - THE - BUSINESS

LEGACY MODERNIZATION

- Architecture / Technology Upgrade
- Mobility Solutions
- Application / Platform Integration
- User Experience
- On-Premise to Cloud

INTELLIGENT AUTOMATION

- Robotics Process Automation
- Internet of Things
- Data Analytics
- ML / AI
- Test Automation



MANAGED ANALYTICS

- Reporting Factory
- Scripting Factory
- Data Science Factory
- System Management

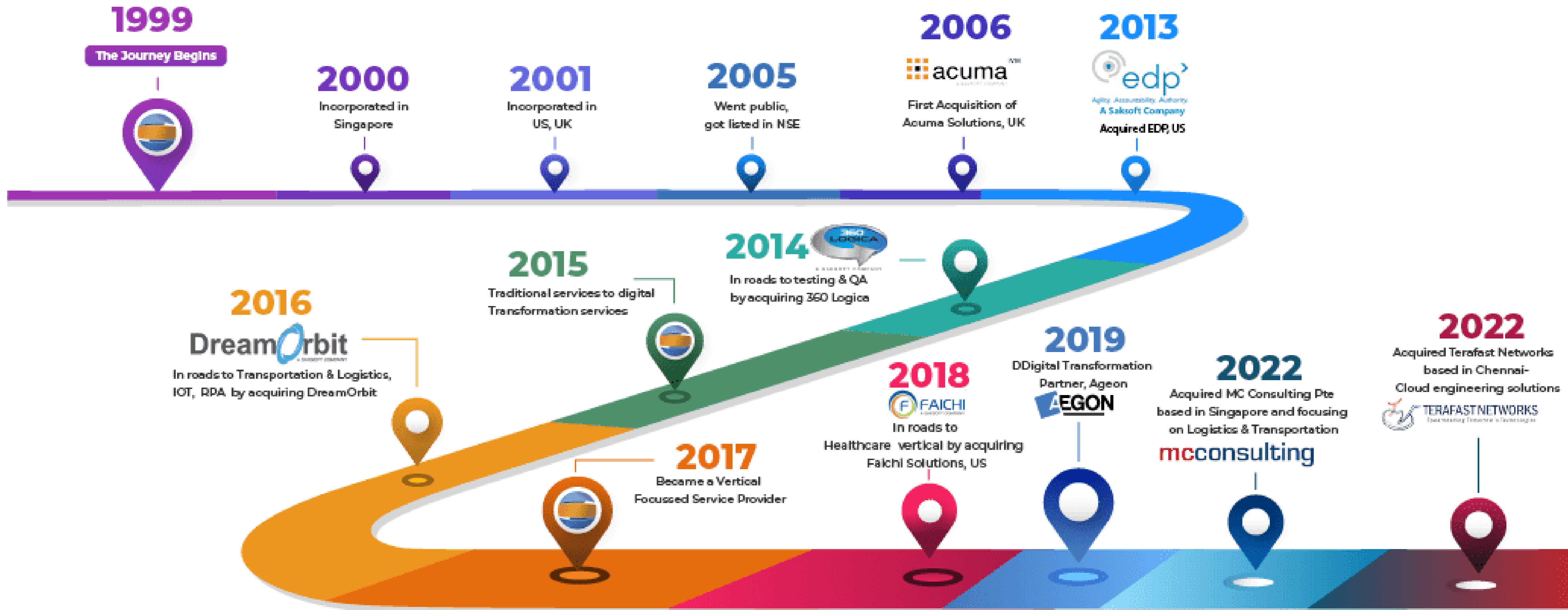
MANAGED INFRA

- IT Infrastructure Support ; 24X7 Monitoring
- End Point Management
- Application & DB operations
- Software asset management

RUN - THE - BUSINESS

Saksoft Group Journey

Saksoft Group Journey



Management Team

- *Board of Directors*
- *Leadership Team*

Core Values

At Saksoft, the team believes in a culture of Innovation, Customer Focus, Openness, Respect and Enterprising (iCORE)

Board of Directors



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience in the
banking and financial services
industry.



AJIT THOMAS

Independent Director &
Chairman- Audit Committee

Chairman of AV Thomas Group of
companies



VVR BABU

Independent Director & Chairman-
Nomination & Remuneration Committee

MSc, Applied Mathematics and Operations
Research, Master of Philosophy and
Computer Science, Business Administration



GANESH CHELLA

Independent Director

Alumnus of XLRI, Jamshedpur and a
founder of Totus HR School,



KANIKA KRISHNA

Non-Executive Director

MBA in Financial Management from Pace
University, New York, USA. Master's
program in International Business from the
Manchester Business School

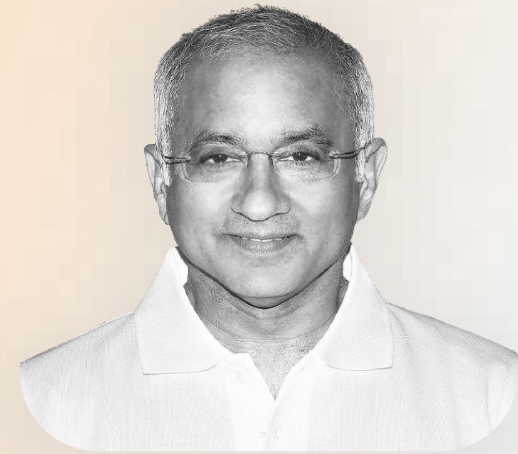


MALINI THADANI

Independent Director

Sustainability, communications and
investor relations advisor

Leadership Team



ADITYA KRISHNA

Founder, Chairman &
Managing Director

Over 30 years of experience
in the banking and financial
services industry.



**NIRAJ KUMAR
GANERIWAL**

COO & CFO

Heading Operations, Finance
and Human Resources
functions



AVANTIKA KRISHNA

Chief Sales Officer

Heading the Top customer,
and Sales Strategy



DHIRAJ MANGLA

Chief Customer Officer

Heading Customer Relations



SWARAJ DASH

SVP Sales – US Region

Heading US Sales



JONATHAN EELEY

CCO – Acuma Solutions

Head - UK Enterprise and
Public Sector accounts



**BHASKAR
NARAYANAN**

SVP – India & APAC

Head – Marketing and APAC
Sales



**RAHUL
AGGARWAL**

AVP

Head – IM and Analytics
Practice



SOUMYA SHASHI

Vice President

Head - Testing & QA Practice



AMIT VERMA

Executive Vice President

Head - Transportation &
Logistics Vertical



ROHAN PANDYA

Vice President

Head - Fintech Solutions
Vertical

Leadership Team

Financial Highlights

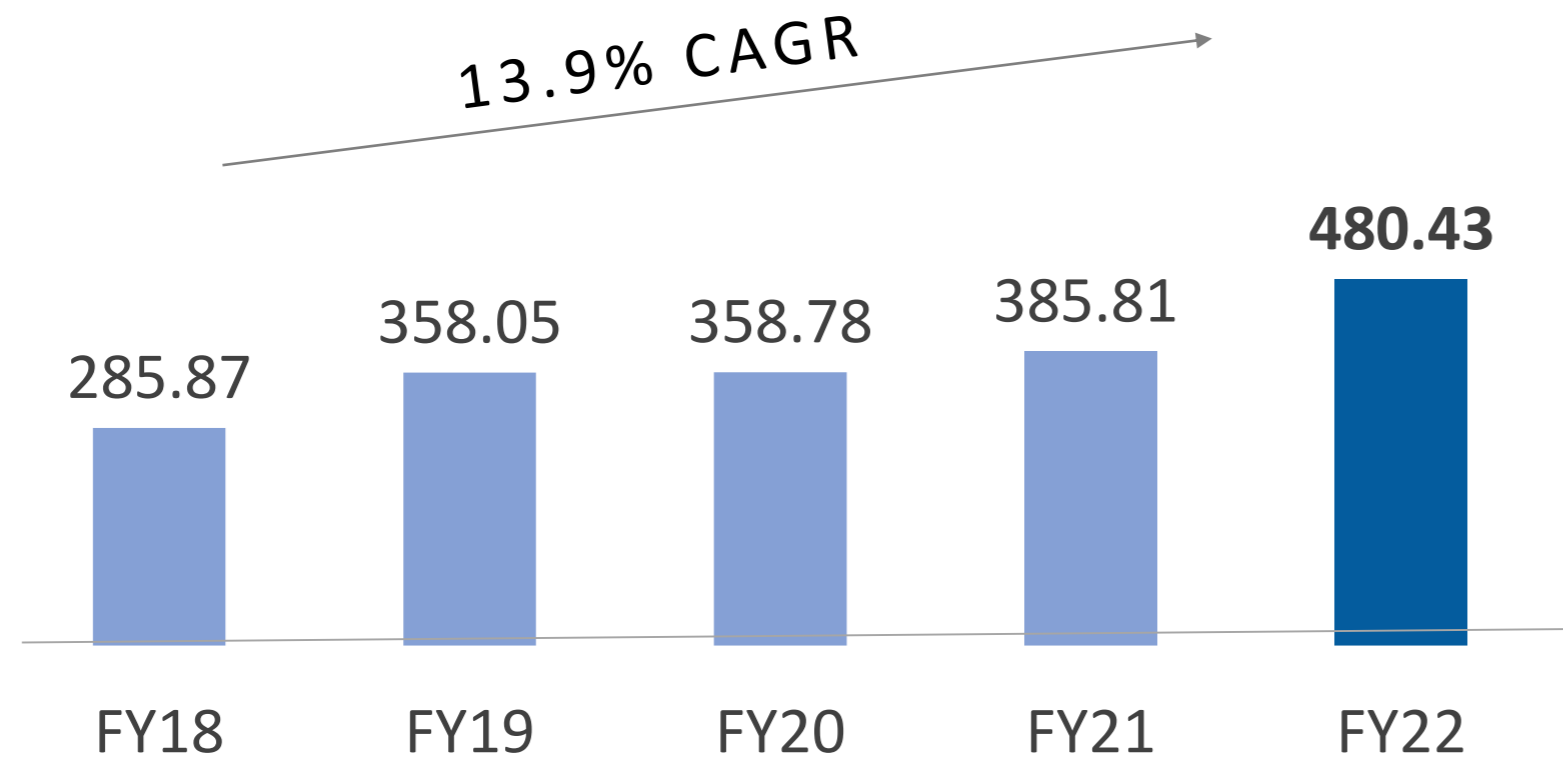
- *P&L performance*
- *Strong Financial performance*
- *Business Mix*
- *Latest quarter updates*

Strong Financial Position, Consistent Profit Sharing

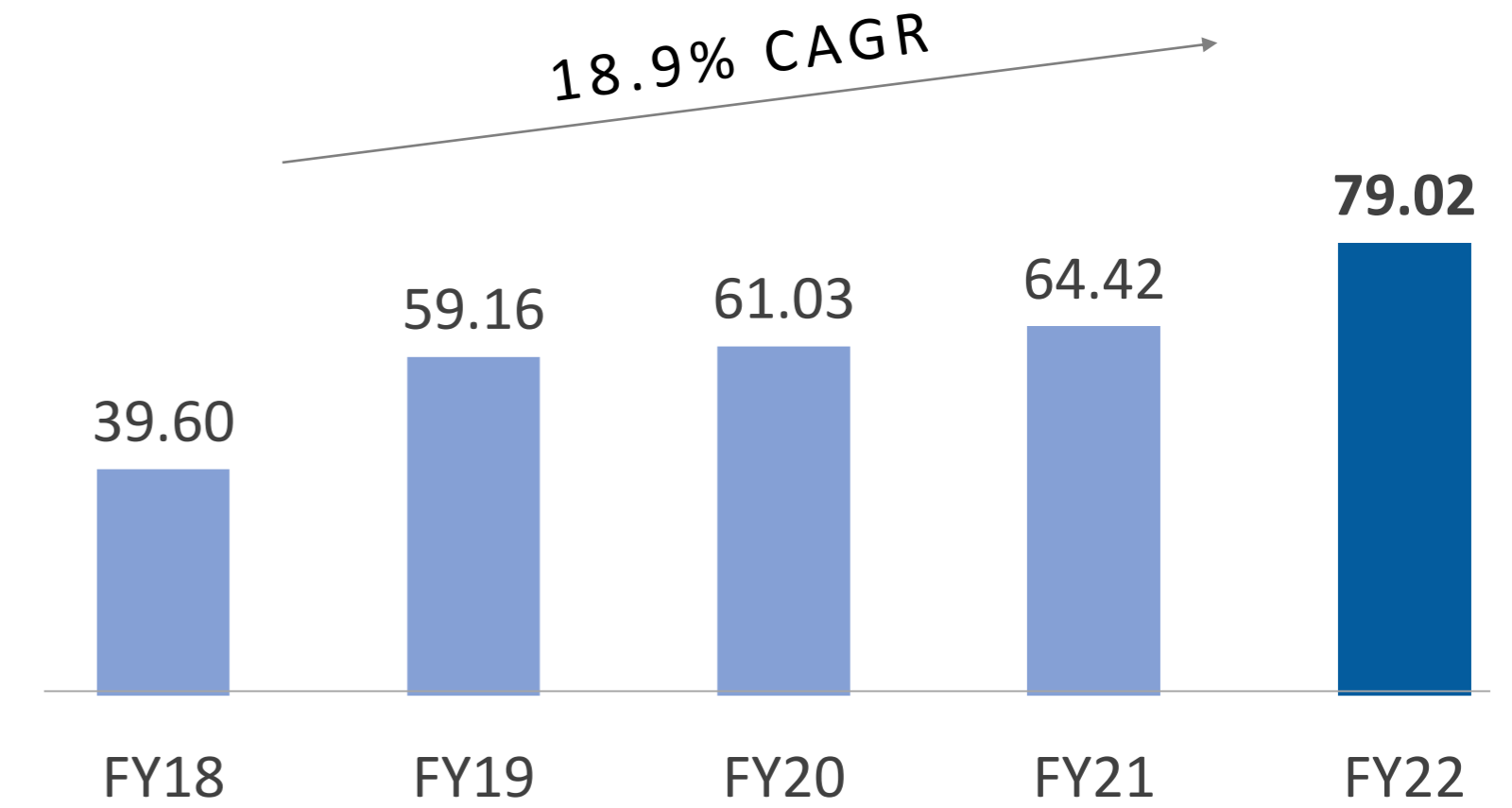
P&L Performance

(INR Crore)

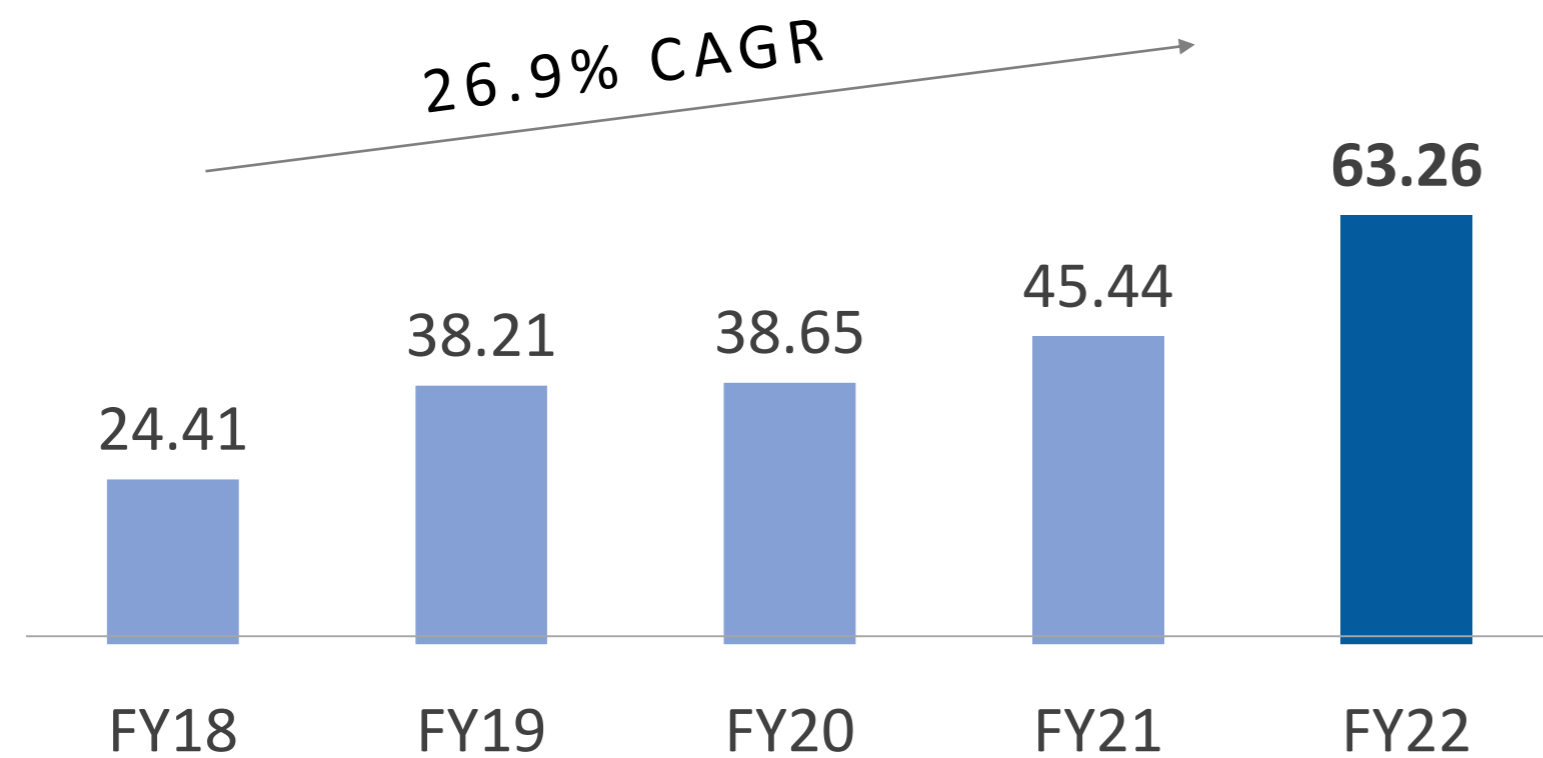
CONSOLIDATED REVENUE



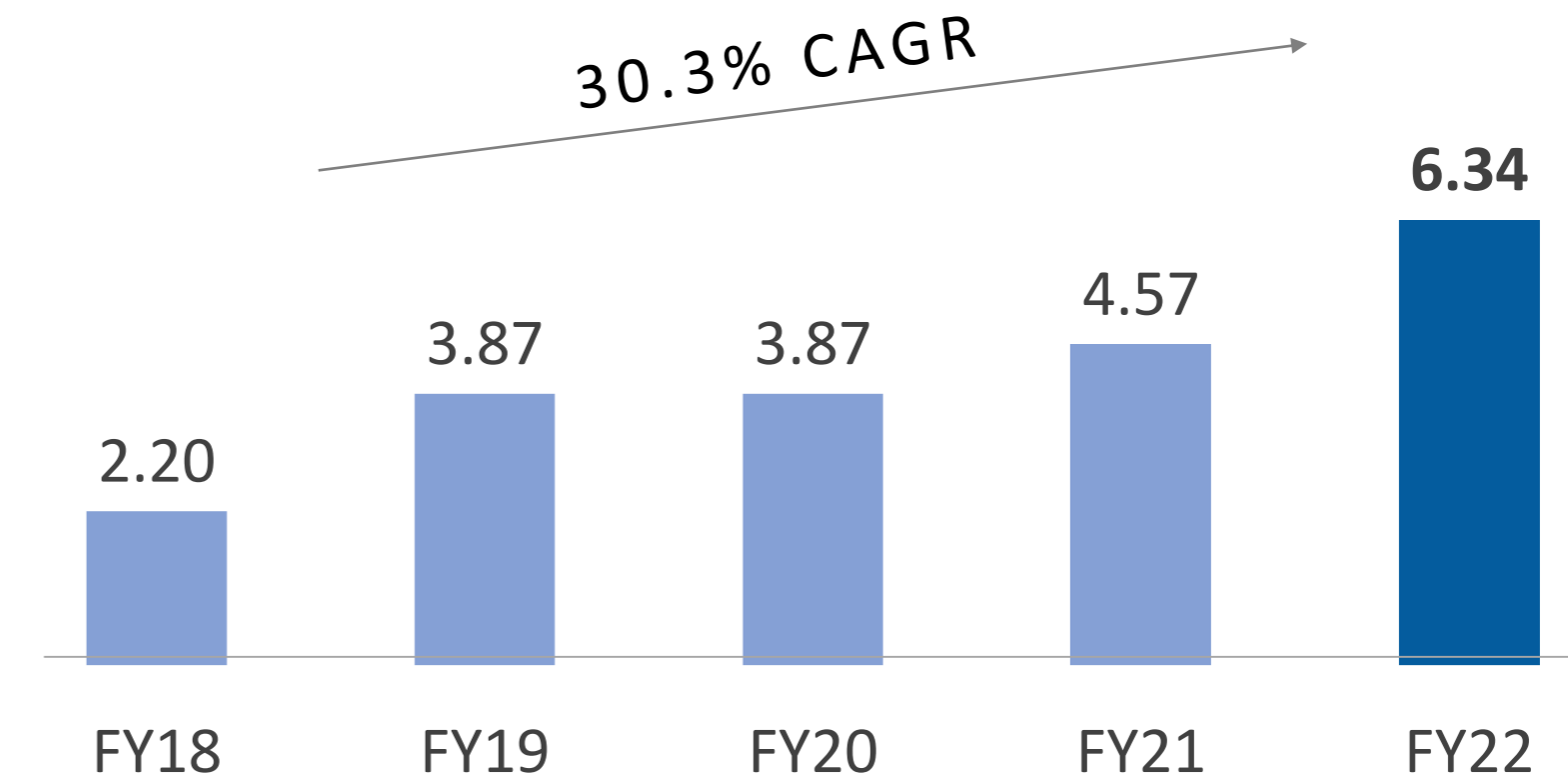
CONSOLIDATED EBITDA



CONSOLIDATED PAT*



EPS**



*PAT is before minority interest ** In INR and adjusted for stock split from face value INR 10 to INR 1

Consolidated Income Statement (Q2 & H1FY23)

Particulars (In INR Crore)	Q2FY23	Q1FY23	%	Q2FY22	%	H1FY23	H1FY22	%
Total Revenue	163.84	148.02	10.7%	114.73	42.8%	311.87	216.87	43.8%
Employee Expenses	73.20	67.29		50.82		140.49	99.62	
Support/ Third Party charges	55.80	50.87		37.67		106.67	70.09	
Other Expenses	9.11	7.39		6.97		16.50	12.35	
Operating EBITDA	25.73	22.47	14.5%	19.27	33.5%	48.21	34.81	38.5%
Operating EBITDA(%)	15.7%	15.2%	52 bps	16.8%	(109 bps)	15.5%	16.1%	(59 bps)
Other Income	3.13	3.18		(0.02)		6.30	7.45	
Depreciation	2.45	2.18		1.55		4.63	3.02	
EBIT	26.41	23.47	12.5%	17.70	49.2%	49.88	39.24	27.1%
EBIT(%)	16.1%	15.9%		15.4%		16.0%	18.1%	
Finance Cost	0.56	0.49		0.60		1.05	1.32	
Profit Before Tax	25.85	22.98	12.5%	17.10	51.2%	48.83	37.92	28.8%
Tax	6.52	5.18		4.01		11.70	7.14	
Profit After Tax	19.32	17.80	8.5%	13.09	47.6%	37.13	30.78	20.6%
Profit After Tax (%)	11.8%	12.0%	(23 bps)	11.4%	38 bps	11.9%	14.2%	(229 bps)
EPS (INR)	1.93	1.78*		1.31*		3.71	3.09*	

Consolidated
Income
Statement

Consolidated Balance Sheet

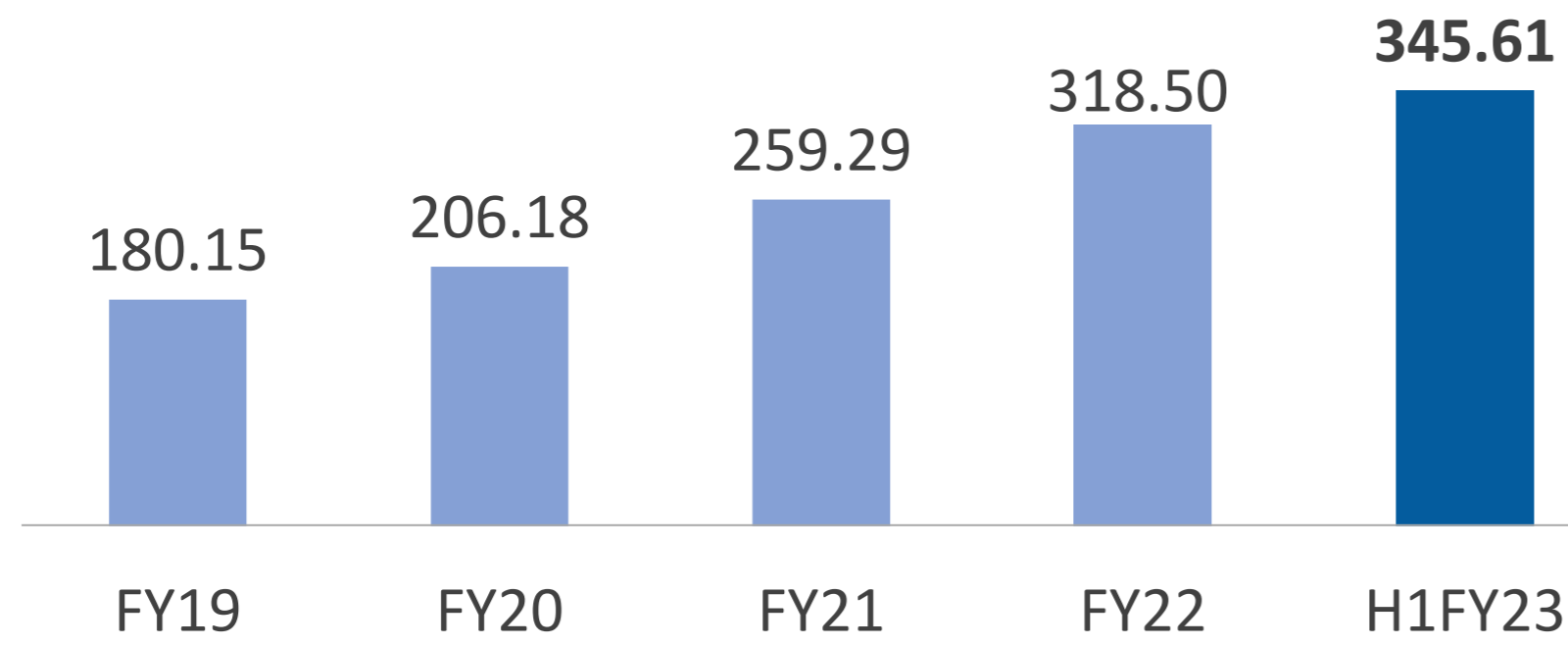
Particulars (INR Crore)	Sep-22	Mar-22	Mar-21	Mar-20	Mar-19
Assets					
Non-current assets	202.40	209.75	174.08	156.36	145.76
Property, Plant and Equipment	28.54	28.74	10.69	8.49	2.14
Goodwill on consolidation	159.66	166.51	148.70	140.30	137.06
Other Intangible assets	0.59	0.34	-	2.17	2.93
Financial Assets					
(i) Investments	4.78				
(ii) Loans		7.01	0.00	0.00	-
(iii) Others	3.25	2.39	10.22	2.50	2.02
Deferred Tax Assets (Net)	5.58	4.73	4.47	2.89	1.56
Other Non-Current Assets		0.03	-	-	0.04
Current assets	281.46	251.79	191.13	147.00	132.74
Financial Assets					
(i) Investments	15.94	10.49	10.46	5.51	-
(ii) Trade receivables	109.16	106.2	64.40	67.52	64.95
(iii) Cash and cash equivalents	118.74	94.84	90.01	42.93	40.06
(iv) Loans	0.18	0.08	0.09	0.14	0.06
(v) Other Financial Assets	22.15	19.97	8.00	12.00	6.49
Current Tax Assets (Net)	3.00	1.49	1.65	1.88	1.38
Other Current Assets	12.29	18.72	16.52	17.02	19.80
TOTAL – ASSETS	483.86	461.54	365.21	303.36	278.49

Particulars (INR Crore)	Sep-22	Mar-22	Mar-21	Mar-20	Mar-19
Equity & Liabilities					
Equity	345.61	318.50	259.29	206.18	175.33
Equity Share capital	10.03	10.01	9.96	9.94	9.94
Other equity	335.58	308.49	249.33	196.24	165.39
Non-controlling interest			-	-	4.82
Liabilities					
Non-current liabilities	28.59	26.92	30.47	33.55	35.28
Financial Liabilities					
(i) Borrowings	4.07	3.88	20.00	24.69	31.60
(ii) Lease Liabilities	10.02	11.91	5.06		
(iii) Other Financial Liabilities	4.97	4.88		3.85	0.69
Provisions	9.53	6.25	5.41	5.01	2.99
Current liabilities	109.66	116.12	75.45	63.63	63.06
Financial Liabilities					
(i) Borrowings		0.16	-	0.85	7.39
(ii) Trade Payables	22.60	29.51	27.05	22.95	24.32
(iii) Other Financial Liabilities & Lease Liabilities	12.68	11.76	12.51	8.70	3.91
Other Current Liabilities	68.49	67.87	30.51	29.53	26.17
Provisions	5.89	6.82	5.38	1.60	1.27
TOTAL - EQUITY AND LIABILITIES	483.86	461.54	365.21	303.36	278.49

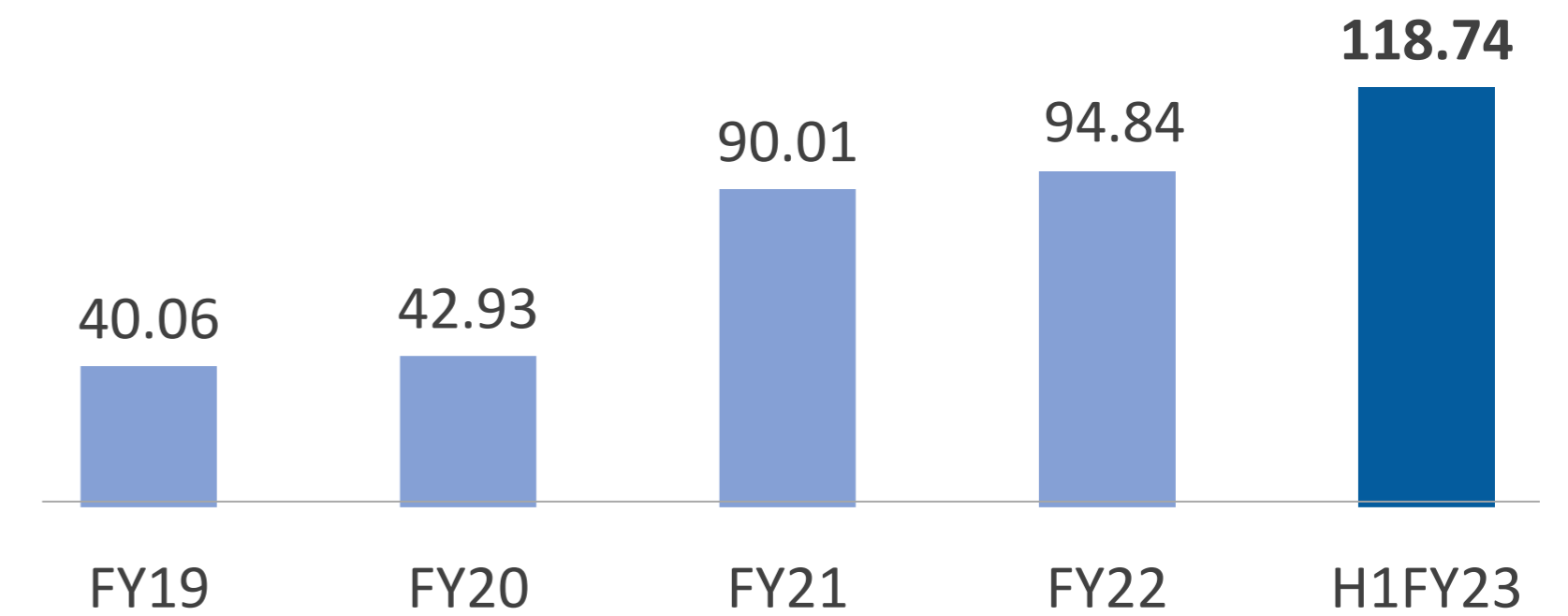
Strong Financial Position

(INR Crore)

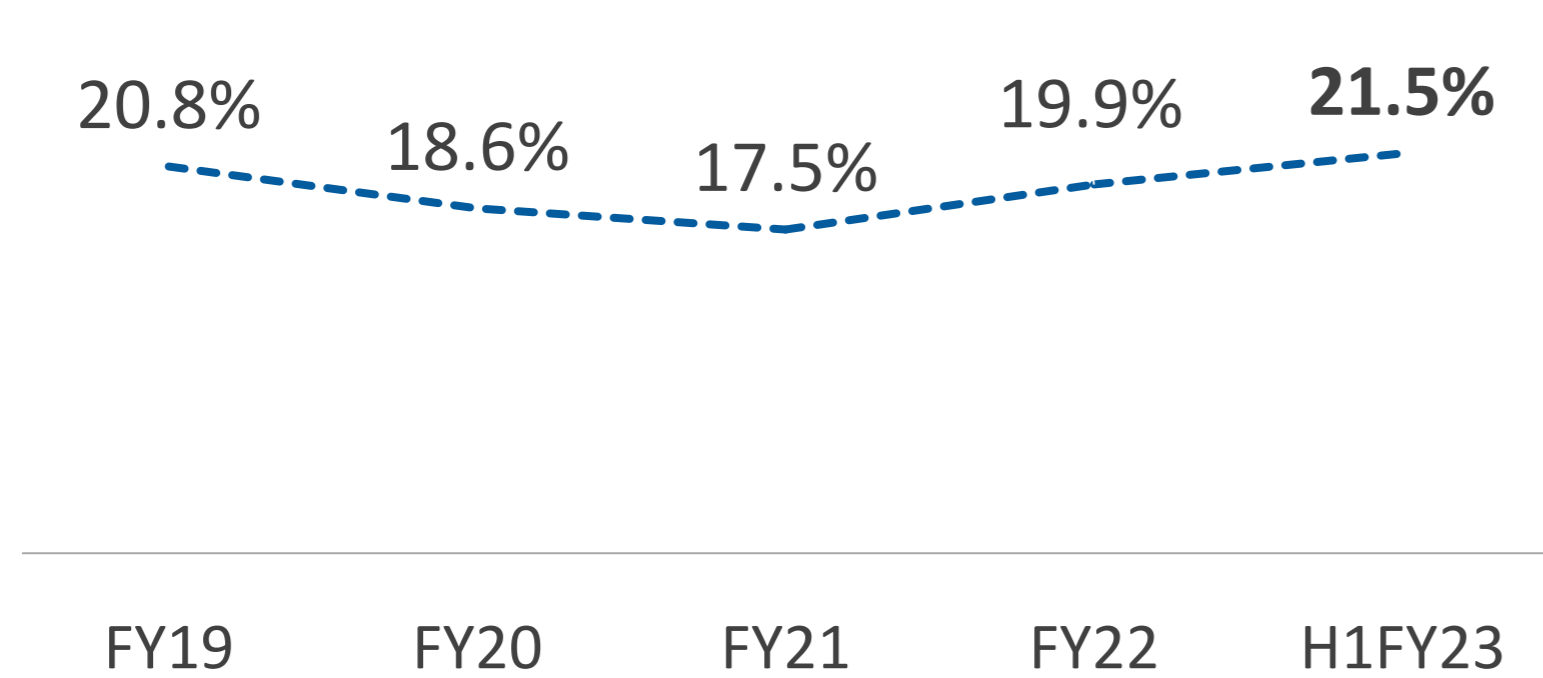
NETWORTH



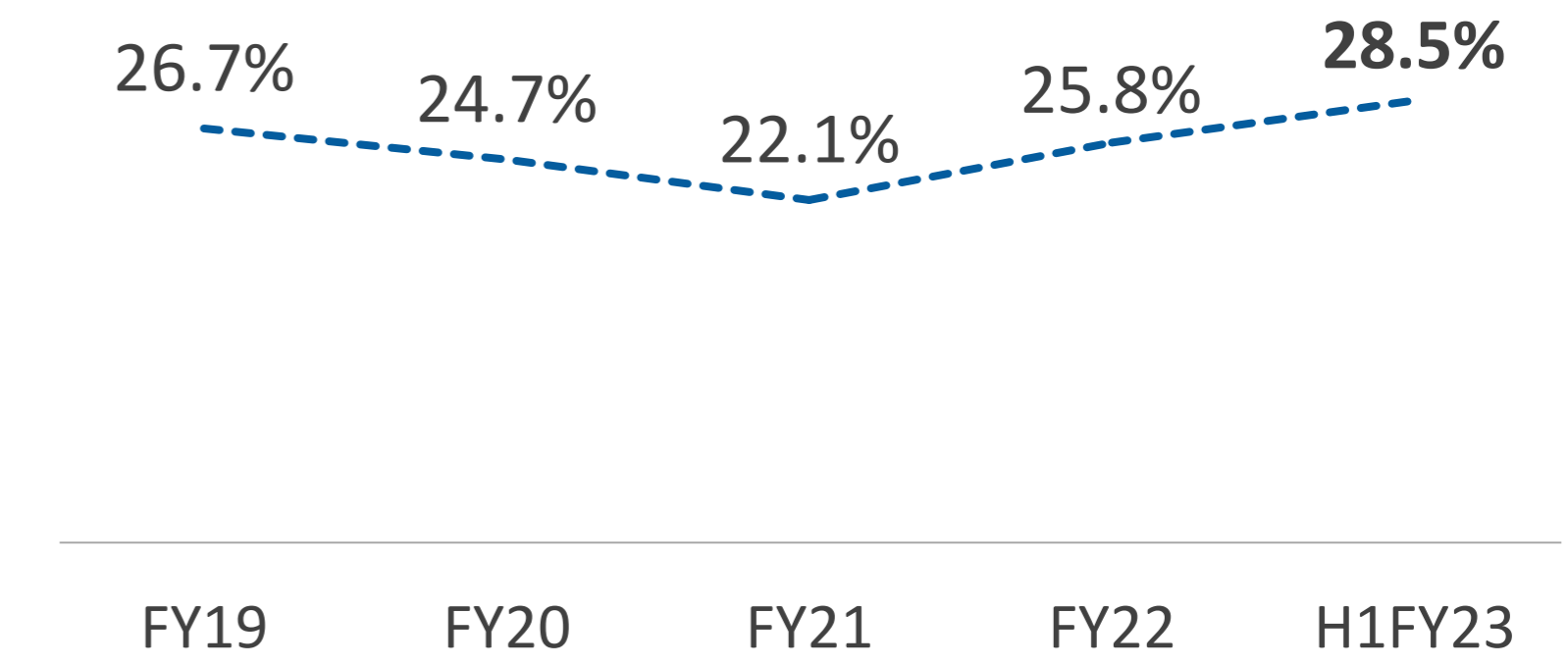
CASH POSITION



ROE (%)

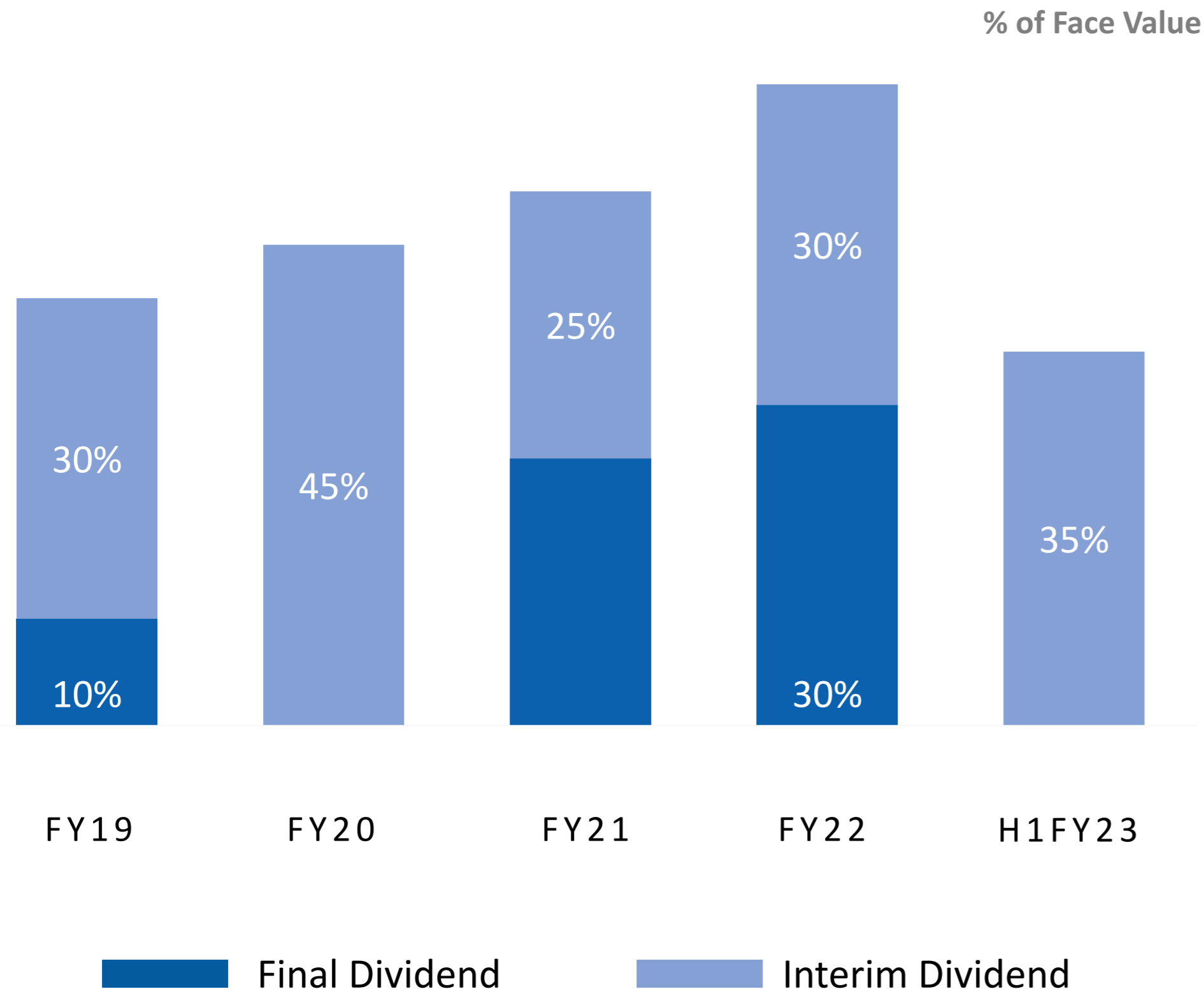


ROCE (%)



Strong Financial Position

Sharing Profits Consistently

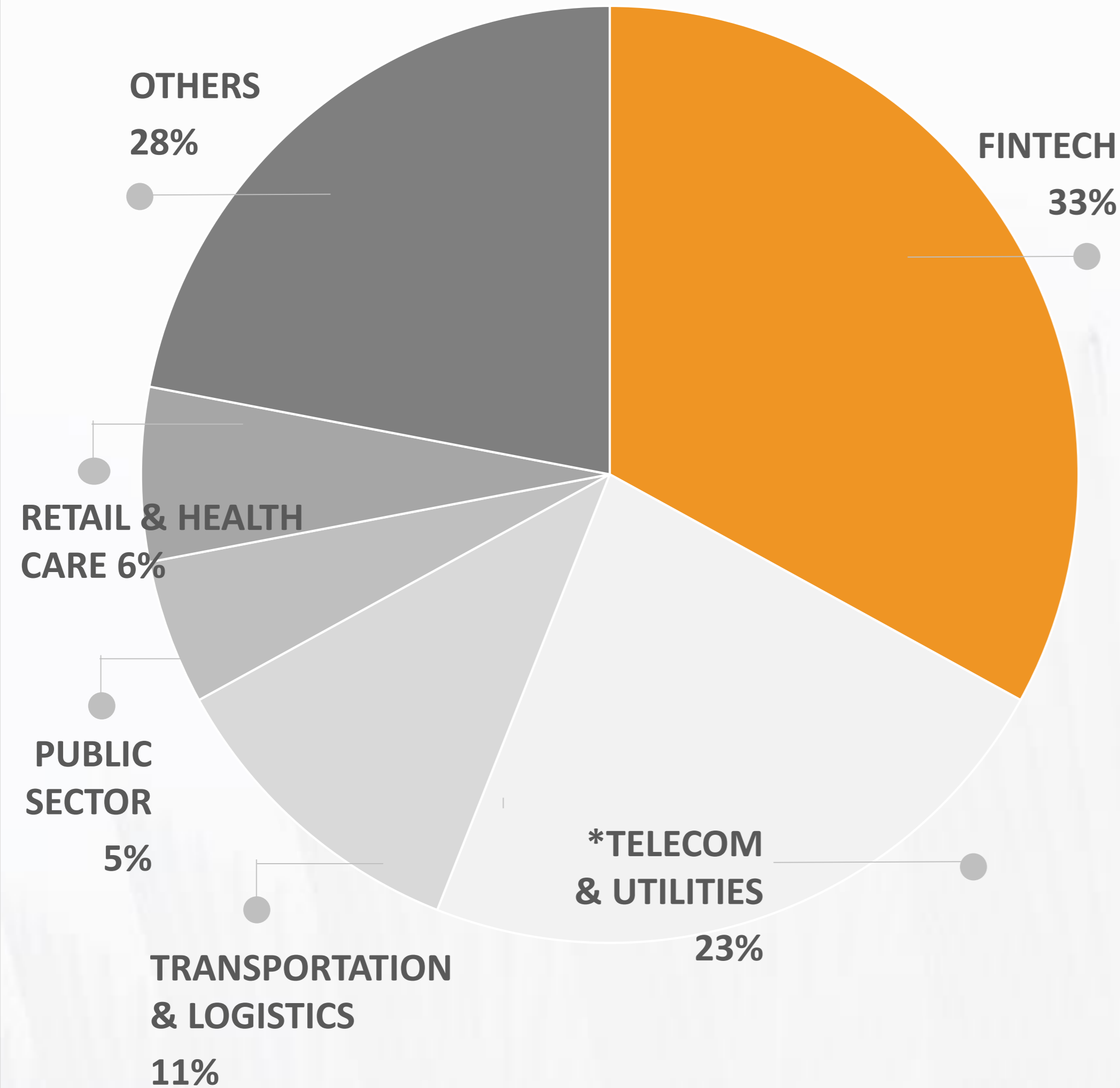


Particulars (In INR)	FY19	FY20	FY21	FY22	H1FY23
Consolidated Book Value / Share*	17.64	20.74	26.04	31.83	34.45
Consolidated Earnings / Share*	3.67	3.87	4.57	6.33	3.31
Dividend / Share*	0.40	0.45	0.50	0.60	0.35

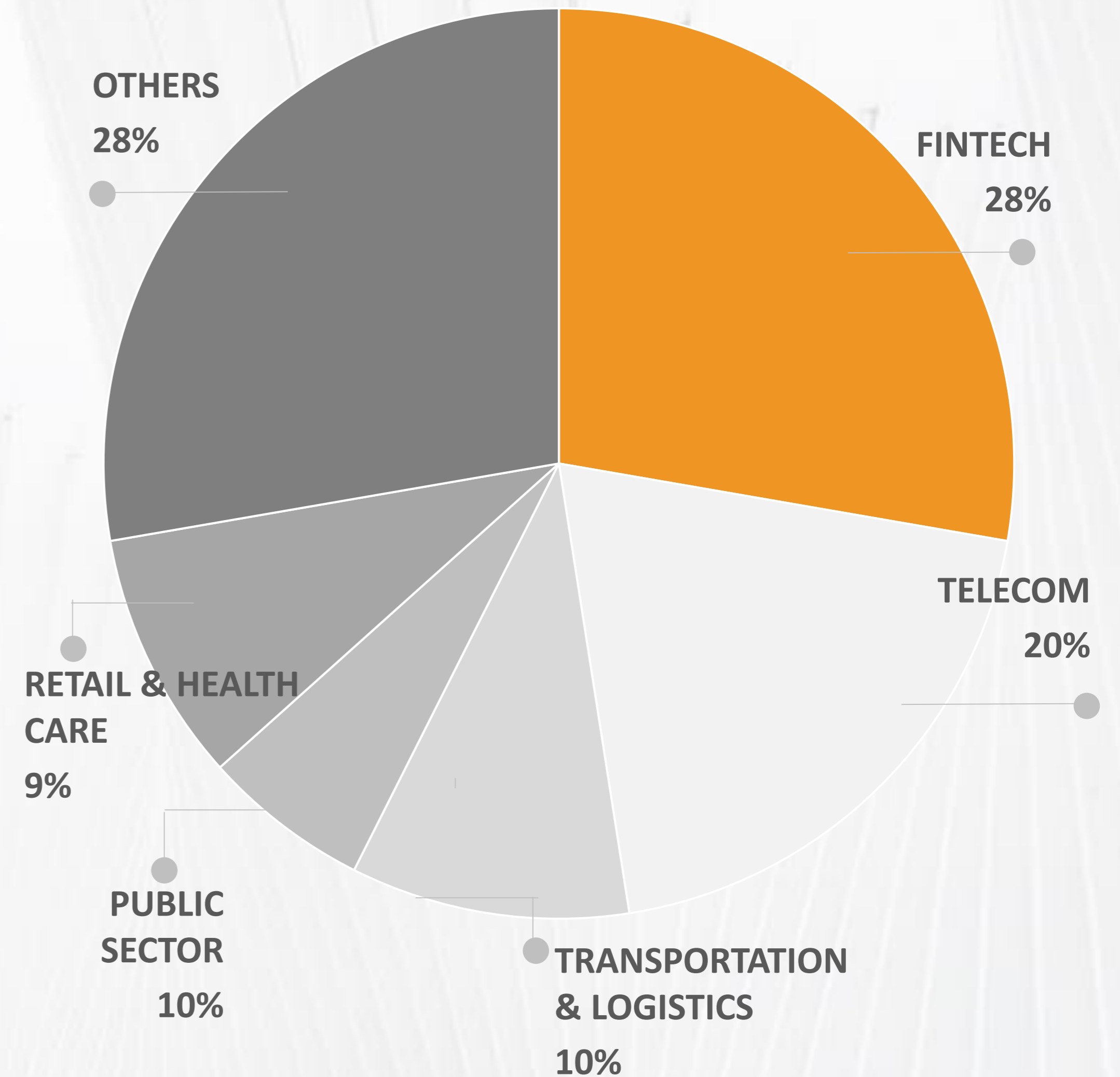
*Adjusted owing to stock split from face value INR 10 to INR 1, EPS and Dividend are not annualized

Business Mix

REVENUE BY VERTICALS (H1FY23)



REVENUE BY VERTICALS (FY22)

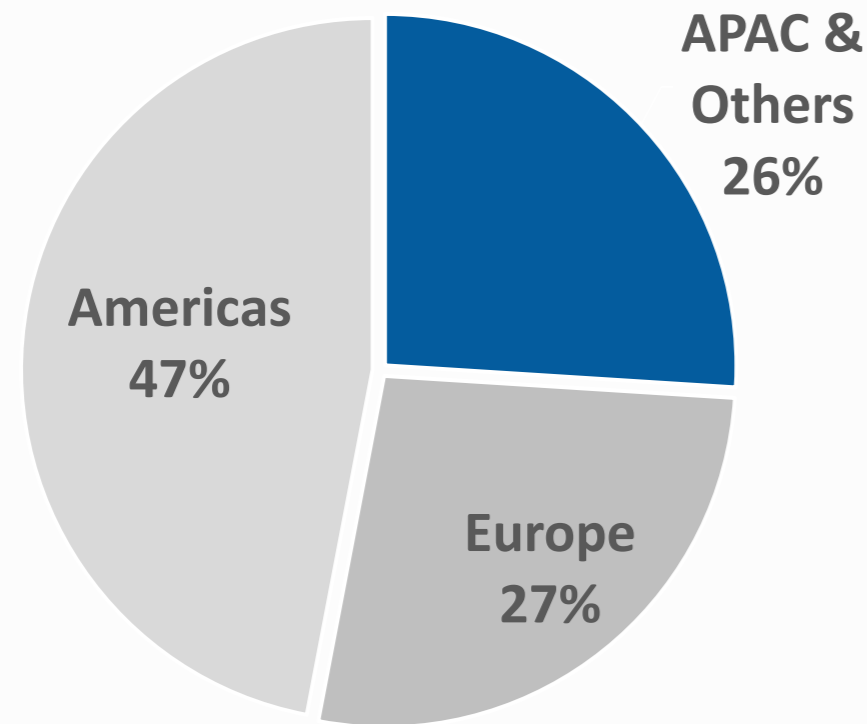


*Reclassified Telecom as Telecom & Utilities from Q2FY23 & H1FY23

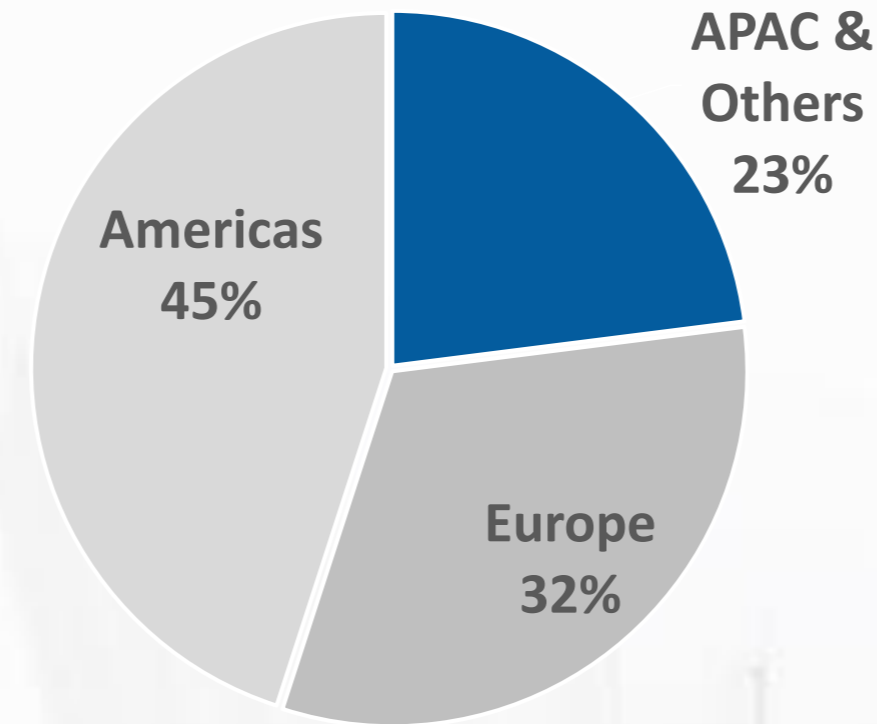
Operating & Customer Metrics

REVENUE BY GEOGRAPHY

(H1FY23)



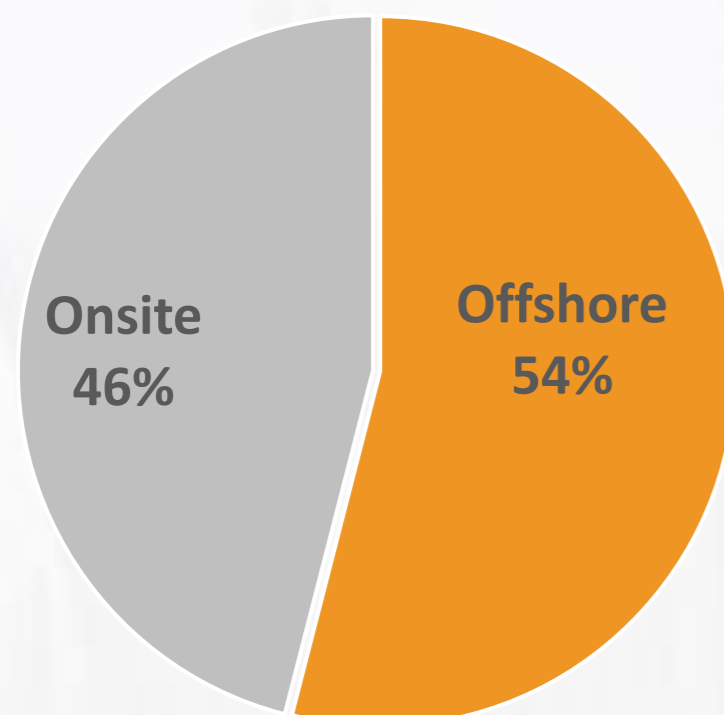
(FY22)



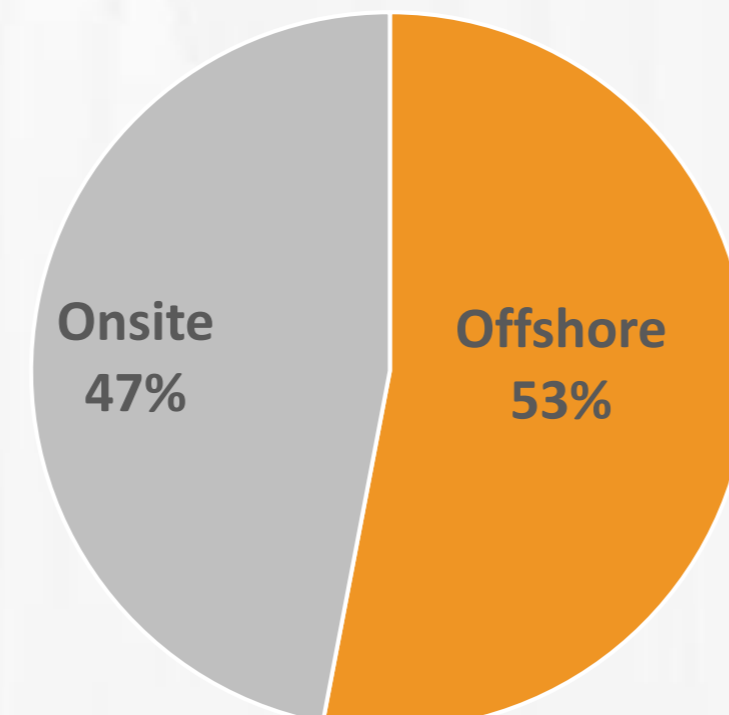
Customer Metrics	H1FY23	FY22
No of clients/customers per Million Dollar		
>1 Million	13	11
>0.5 Million to 1 Million	9	7
Top Customers		
Top 5	47%	48%
Top 10	61%	59%
Top 20	74%	70%

REVENUE MIX

(H1FY23)



(FY22)



Headcount Metrics	H1FY23	FY22
Total Employee Count	1,789	1,554
- Technical	1,624	1,406
- Support	165	148
Utilization – IT Services % (Excl. Trainees)	86%	85%

Highlights for Q2 & H1FY23

STRONG GROWTH MOMENTUM

- Registers highest ever quarterly revenue at INR 163.84 crores during Q2FY23, with a growth of 42.8% YoY and 10.7% QoQ basis
- Maintained a double-digit EBITDA margin at 15.7% in Q2FY23, amidst challenging global macro-economic scenario
- Acquired Terafast Networks further enhancing our Digital Transformation capabilities

FOCUSSED EXECUTION

- Added 2 new customers in 0.5Mn \$ and 1 customer in 1Mn \$ revenue segment quarter on quarter basis
- Top 5 and Top 10 Clients contributed 47% and 61% of revenues in H1FY23

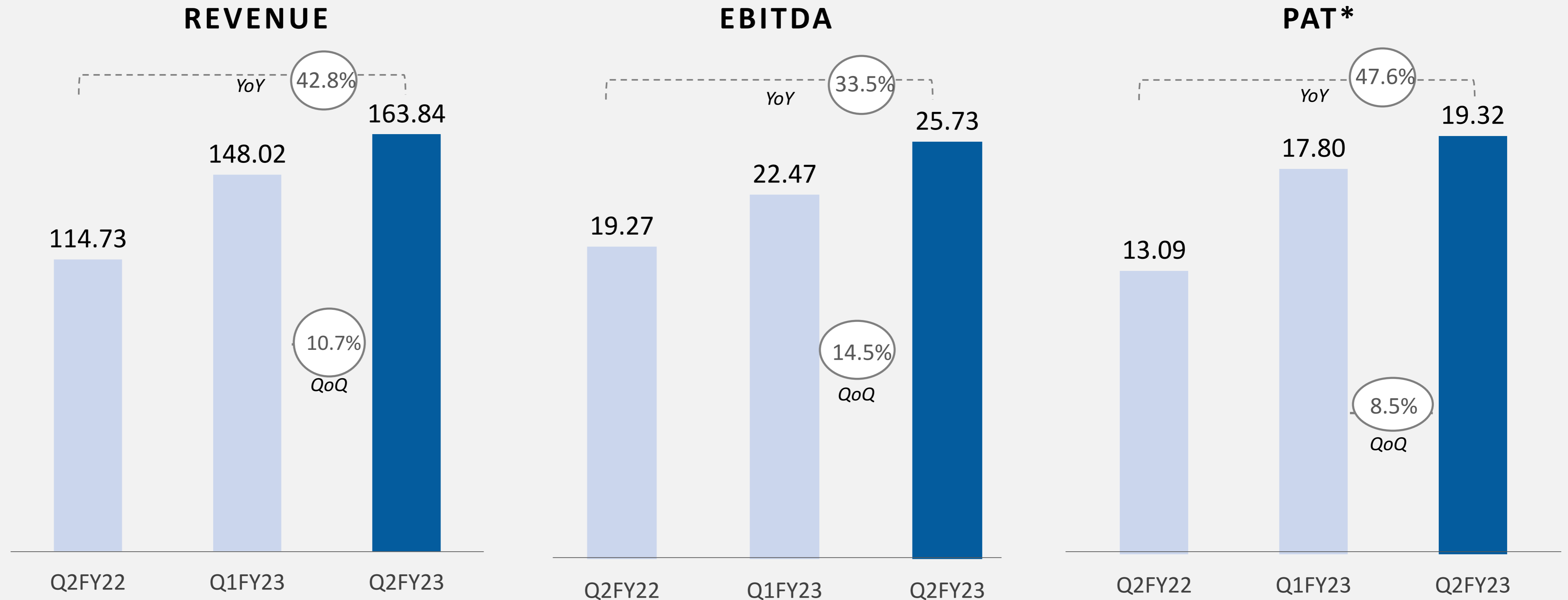
GROWTH PLAN

- On track to achieve 25% growth in FY23 with our 'Inch Wide Mile Deep' and 'String of Pearls' strategies, enhancing our digital service offerings
- Embark on our Vision 2025 to become a US\$ 100 million company which will be a mix of organic and inorganic growth

Continued Growth Momentum

(INR Crore)

QUARTERLY PERFORMANCE



Continued Growth Momentum

Strategy of Growth

- *Key Focus Area*

Focus Emerging Sectors

Taking advantage of digitization wave with product and services offering to help clients achieve their needs

Our focused Strategy of Growth



FOCUS ON EMERGING SECTORS

Addressing the sweep of digitisation to help clients enhance operational efficiency



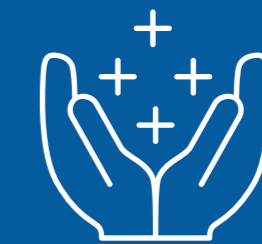
BEING NIMBLE

We are a mid-tier company with few decision making layers, enhancing our agility



BUILDING A STRONG TEAM

By building high performance teams focused on sustainable growth



VALUE OVER VOLUME

Address unoccupied territories represented by projects with higher profitability



INCH- WIDE AND MILE- DEEP STRATEGY

Addressing target markets with services that differentiate from competition and emerging as one of the fastest-growing and most profitable across our verticals



CONSOLIDATING FRONT END

Consolidating marketing front-end to reach more clients, accounts, trades and systems with the objective to squeeze growth from our platforms at minimal costs



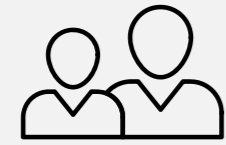
STRING OF PEARL'S STRATEGY

Engage in business complementing M&As that constitute a 'string of pearls' strategy that enhances our competence immediately following acquisition without corresponding gestation

Section 05

Investment Rationale

Investment Rationale



CLIENTS

- **Digital transformation** of clients at the core of our services
- We have **customer focus and innovation** built in our Core values. These values enables our business to stay more relevant in the ever-evolving market



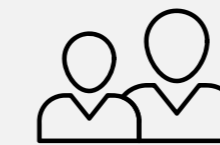
MARKET

- Focus on the trinity of Fintech, Transportation & Logistics and Retail/Ecommerce with their **interconnectivity places us in a sweet spot to design & address solutions**



PERFORMANCE

- Strong Track Record - **clean balance sheet, growing revenue and profitability**
- **Sharing profits** consistently



TASK FORCE

- Experienced and **dedicated management team** with a diversified board

Contact Us

COMPANY



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