



Saksoft Limited
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November 10, 2022

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 Second Quarter and Half Year ended September 30, 2022 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 44% YoY and PAT growth of 21% for H1FY23

Chennai, India – 10th November, 2022: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), a leading digital transformation solution partner for Fintech, Transportation & Logistics, Telecom & Utilities, Retail E-commerce and Health care customers worldwide, announced today its financial results for the **Second quarter and half year FY23** ended 30th September 2022.

Commenting on the Q2 & H1FY23 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “We have delivered a good performance in the first half of FY 22-23 by achieving a 44% increase in revenues compared to last year. Our select industry verticals continue to be our area of focus. With the acquisition of Terafast Networks, Chennai-based Cloud engineering solutions company having expertise in Cloud, Containerization, DevOps, and Virtualization Services, we have further strengthened our capabilities and offerings. The combination of our ‘Inch Wide Mile Deep’ and ‘String of Pearls’ strategies makes us confident of achieving the revenue growth of over 25% for the full year ending 31st March 2023.”

Review of the Consolidated Financial Performance for Quarter and half year ended 30th September 2022:

Figures in INR Crore	Q2FY23	Q1FY23	Q-o-Q Growth	Q2FY22	Y-o-Y Growth
Revenue	163.84	148.02	10.7%	114.73	42.8%
EBITDA	25.73	22.47	14.5%	19.27	33.5%
EBITDA Margin %	15.7%	15.2%		16.8%	
PAT	19.32	17.80	8.5%	13.09	47.6%
PAT Margin %	11.8%	12.0%		11.4%	
*Basic EPS (INR)	1.93	1.78		1.31	

Figures in INR Crore	H1FY23	H1FY22	Y-o-Y Growth
Revenue	311.87	216.87	43.8%
EBITDA	48.21	34.81	38.5%
EBITDA Margin %	15.5%	16.1%	
PAT	37.13	30.78	20.6%
PAT Margin %	11.9%	14.2%	
*Basic EPS (INR)	3.71	3.09	

*EPS has been adjusted for all comparative quarters and half year owing to stock split from face value INR 10 to INR 1

Operating Highlights:

Revenue by Geography (%)	H1FY23	FY22
Americas	47%	45%
Europe	27%	32%
APAC & Others	26%	23%

Revenue Mix (%)	H1FY23	FY22
Offshore	54%	53%
Onsite	46%	47%

Revenue by Vertical (%)	H1FY23	FY22
Fintech	33%	28%
Transportation & Logistics	11%	10%
Telecom and Utilities*	23%	20%
Public Sector	5%	6%
Retail- Ecommerce & Health Care	6%	8%
Others	22%	28%

* Re-classified Telecom vertical to Telecom & Utilities from Q2FY23 & H1FY23

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

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

Other Highlights Q2FY23:

- Acquired Terafast Networks, a Chennai based company to enhance our Digital Transformation offerings. Terafast provides cloud engineering solutions and has expertise in Cloud, Containerization, DevOps, and Virtualization Services.
- Added 2 new customers in 0.5Mn \$ revenue segment and moved one customer from 0.5mn \$ to 1mn \$.
- EPS of shares in the current quarter and all comparative periods have been restated to give effect of the share split such that each equity share having face value of INR 10/- (Rupees Ten only) fully paid-up, was sub-divided into ten (10) equity shares having face value of INR 1/- (Rupee one only) each, fully paid-up (w.e.f. 26th Sep 2022- record date)
- We have re-classified the erstwhile Telecom vertical to Telecom & Utilities from Q2FY23 & H1FY23.

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 16 offices across the USA, Europe and Asia employing over 2,000+ 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.