

Saksoft Limited Reported Strong Revenue growth of 42% YoY and PAT growth of 25% for 9MFY23

Chennai, India – 2nd February, 2023: 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 **third quarter and nine months FY23** ended 31st December 2022.

Commenting on the Q3 & 9MFY23 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “We are maintaining our targets for revenue growth with total revenue for the 9 months ending 31st Dec 2022 exceeding full year revenues for the previous financial year. We will continue to focus on improving our customer’s businesses through digital transformation and new age technologies. We are committed to our goal of reaching USD 100 million in revenues by 2025.”

Review of the Consolidated Financial Performance for Quarter and nine months ended 31st December 2022:

Figures in INR Crore	Q3FY23	Q2FY23	Q-o-Q Growth	Q3FY22	Y-o-Y Growth
Revenue	171.68	163.84	4.8%	124.47	37.9%
EBITDA	27.43	25.73	6.6%	22.07	24.3%
EBITDA Margin %	16.0%	15.7%		17.7%	
PAT	19.86	19.32	2.8%	14.93	33.0%
PAT Margin %	11.6%	11.8%		12.0%	
*Basic EPS (INR)	1.98	1.93		1.49	

Figures in INR Crore	9MFY23	9MFY22	Y-o-Y Growth
Revenue	483.55	341.34	41.7%
EBITDA	75.64	56.88	33.0%
EBITDA Margin %	15.6%	16.7%	
PAT	56.99	45.71	24.7%
PAT Margin %	11.8%	13.4%	
*Basic EPS (INR)	5.69	4.58	

*EPS adjusted for Q3 & 9MFY22 owing to stock split from face value INR 10 to INR 1

Operating Highlights:

Revenue by Geography (%)	9MFY23	FY22
Americas	47%	45%
Europe	26%	32%
APAC & Others	27%	23%

Revenue Mix (%)	9MFY23	FY22
Offshore	55%	53%
Onsite	45%	47%

Revenue by Vertical (%)	9MFY23	FY22
Fintech	34%	28%
Transportation & Logistics	11%	10%
Telecom and Utilities*	22%	20%
Public Sector	4%	6%
Retail- Ecommerce & Health Care	5%	8%
Others	23%	28%

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

Customer Metrics	9MFY23	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	45%	48%
Top 10	59%	59%
Top 20	71%	70%

Headcount Metrics	9MFY23	FY22
Total Employee Count	1,985	1,554
- <i>Technical</i>	1,813	1,406
- <i>Support</i>	172	148
Utilization – IT Services % (Excl. Trainees)	85%	85%

Other Highlights Q3FY23:

- 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)

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 2000+ people. For more information, please visit www.saksoft.com

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