



SAKSOFT LIMITED

INVESTOR PRESENTATION – MAY 2019

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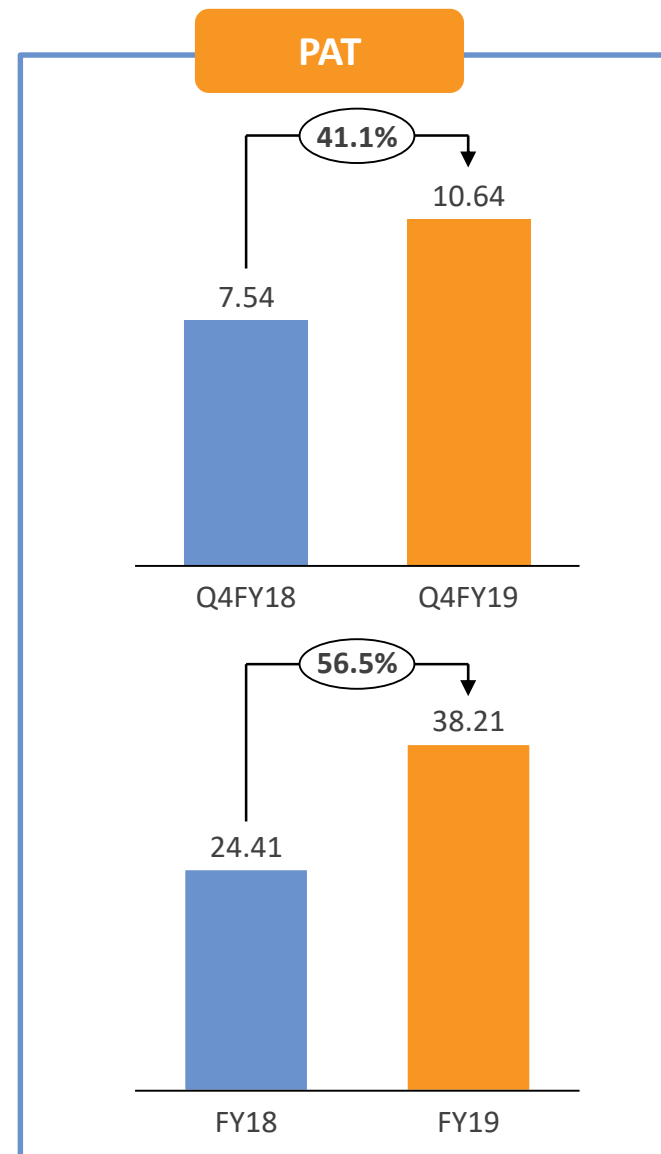
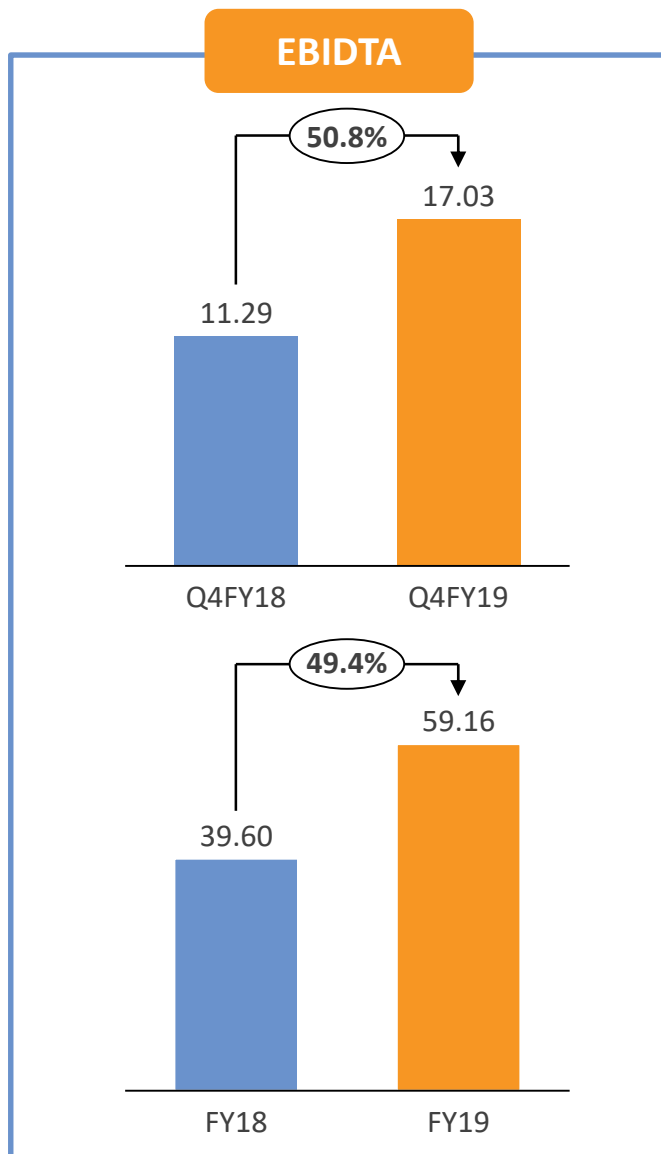
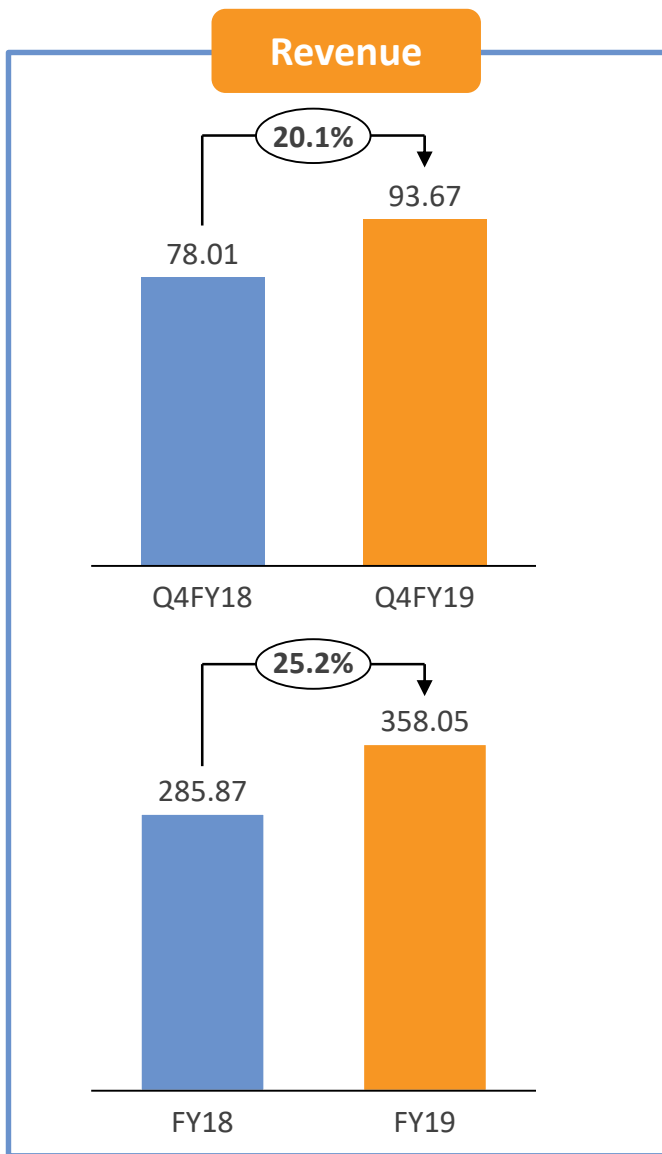
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Q4 & FY19 Financial Highlights

Continued Growth Momentum

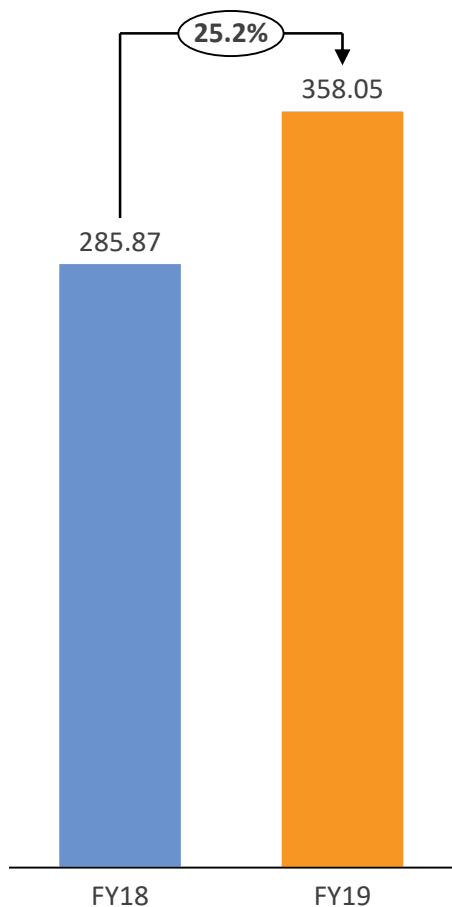


Strong Year of Performance



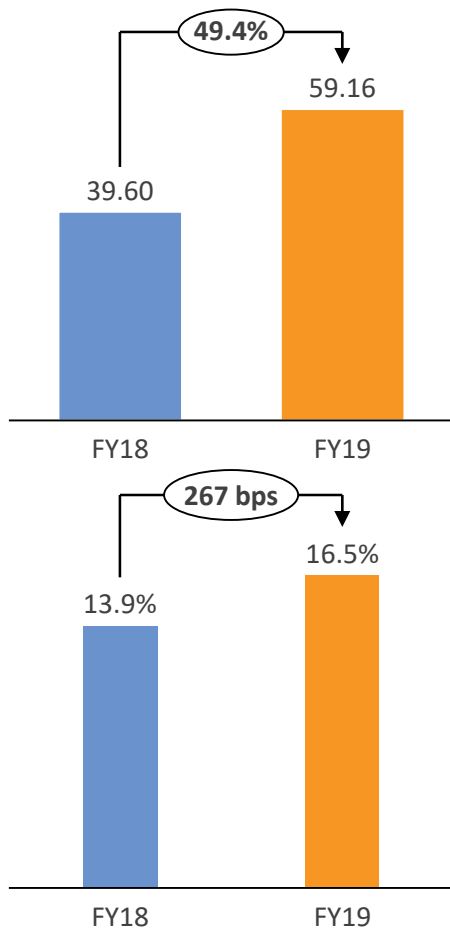
REVENUE

25.2% growth in Revenues



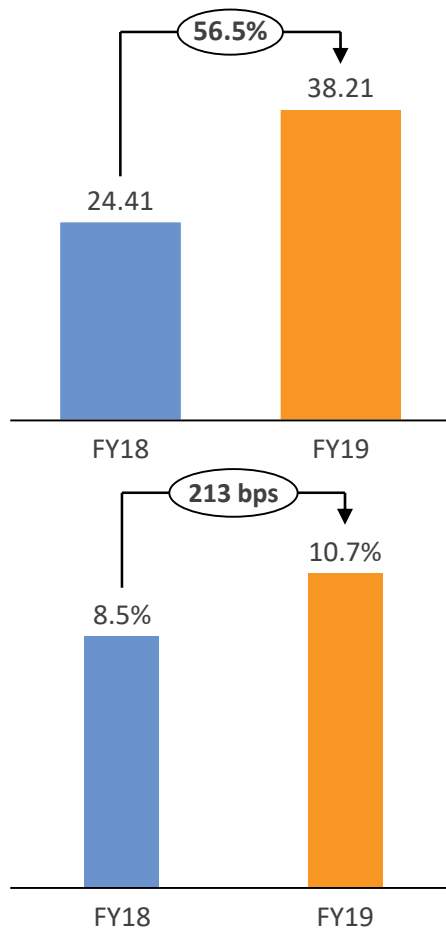
EBIDTA

49.4% growth in EBIDTA with margin expansion of 267 bps



PAT

56.5% growth in PAT with margin expansion of 213 bps

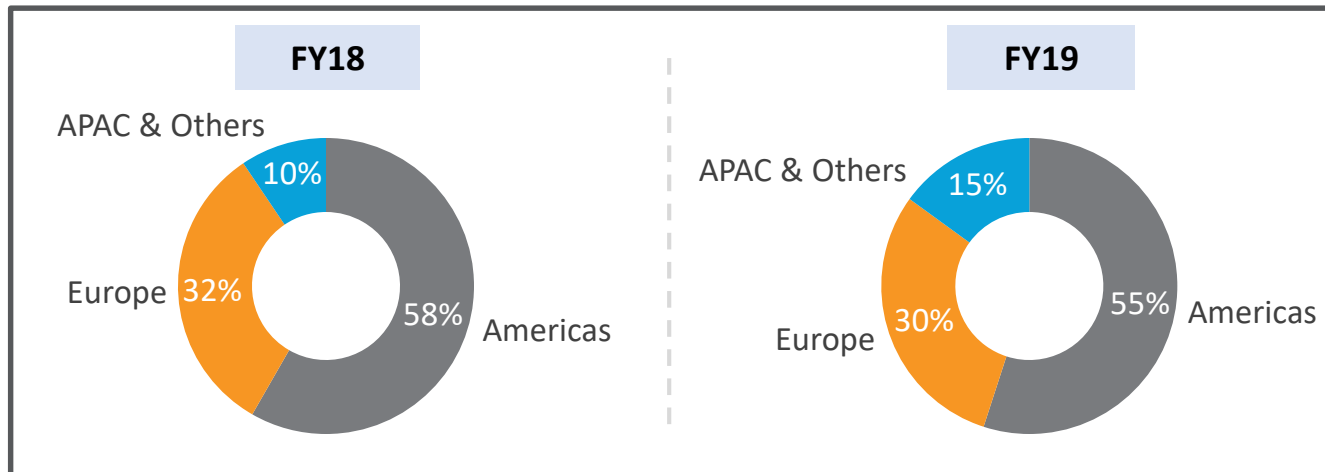


- ✓ **Revenue for FY19 grew by 25.2 % YoY to Rs. 358.05 crs.** Revenue growth was primarily due to the strategy shift of working on a vertical based focus and dedicated team model with our customers vis a vis T&M model. Further addition of new customers to our million dollar customer base in FY19 added to Revenue momentum
- ✓ **EBIDTA for FY19 stood at Rs. 59.16 crs as compared to Rs. 39.60 crs for FY18, a growth of 49.4%.** EBIDTA margins stood at 16.5% as compared to 13.9% **an increase of 267 bps**
- ✓ EBIDTA margin expansion was on the back of increase in offshore revenues and better quality of revenues due to the dedicated team model
- ✓ **Net profit after tax for FY19 stood at Rs. 38.21 crs, a growth of 56.5% as compared to FY18.** PAT margins stood at 10.7% **an increase of 213 bps** as compared to FY18

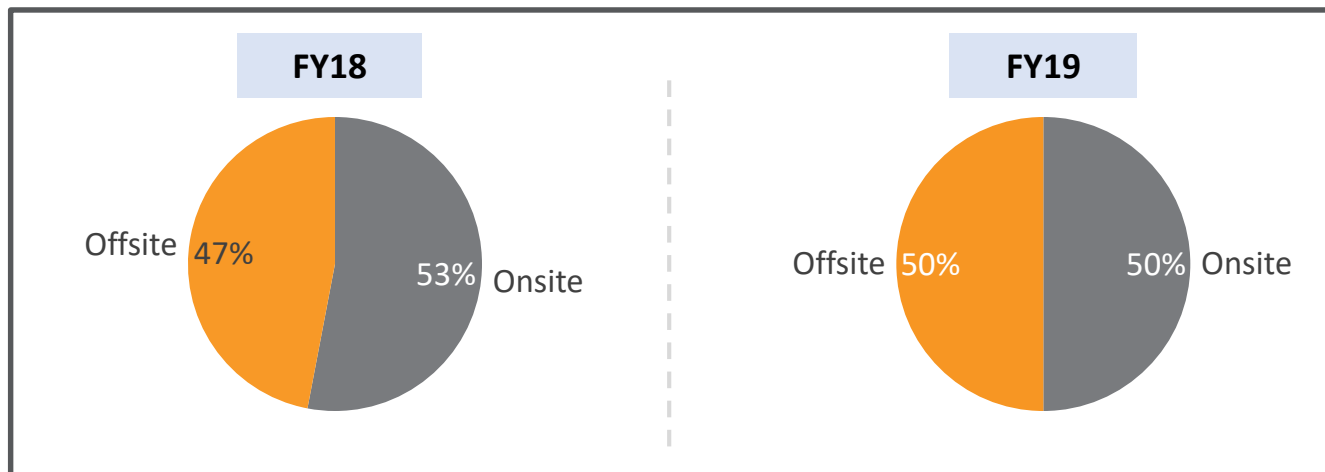
Operating & Customer Metrics



Revenue by Geography



Revenue Mix



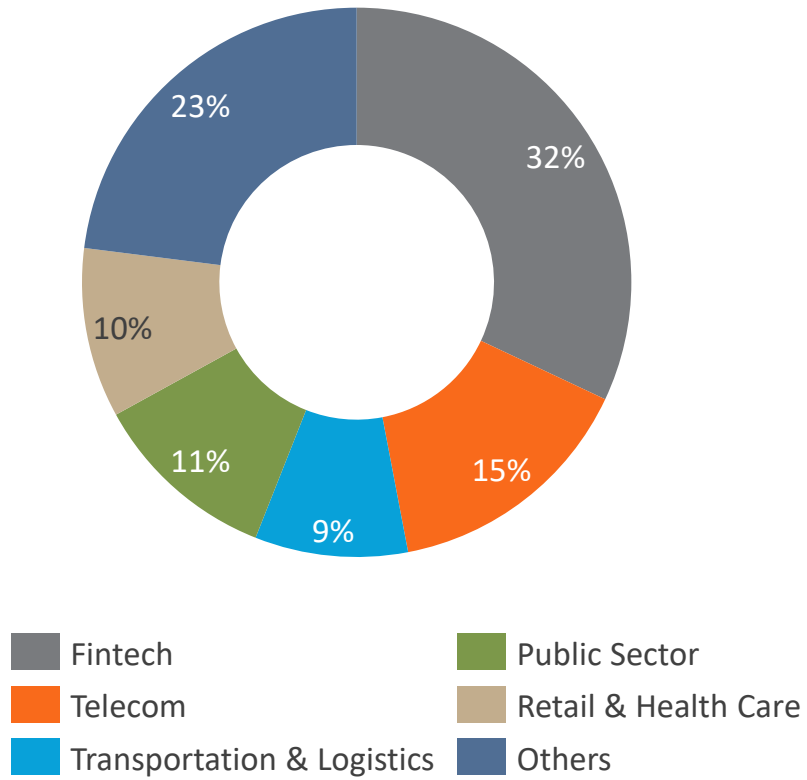
CUSTOMER METRICS	FY19	FY18
(a) No of clients/customers per Million Dollar **		
Revenue more than 1 Million Dollar	6	5
Revenue more than 0.5 Million Dollar	7	7
(b) Client's Contribution to Revenue		
Revenue from Top 5	45%	42%
Revenue from Top 10	52%	49%
Revenue from Top 20	60%	57%

HEADCOUNT METRICS	FY19	FY18
(a) Headcount & Utilization		
Total Employee Count	1,168	1,025
Technical	1,031	897
Support	137	128
(b) Utilization-IT Services		
Excluding trainees	84%	85%

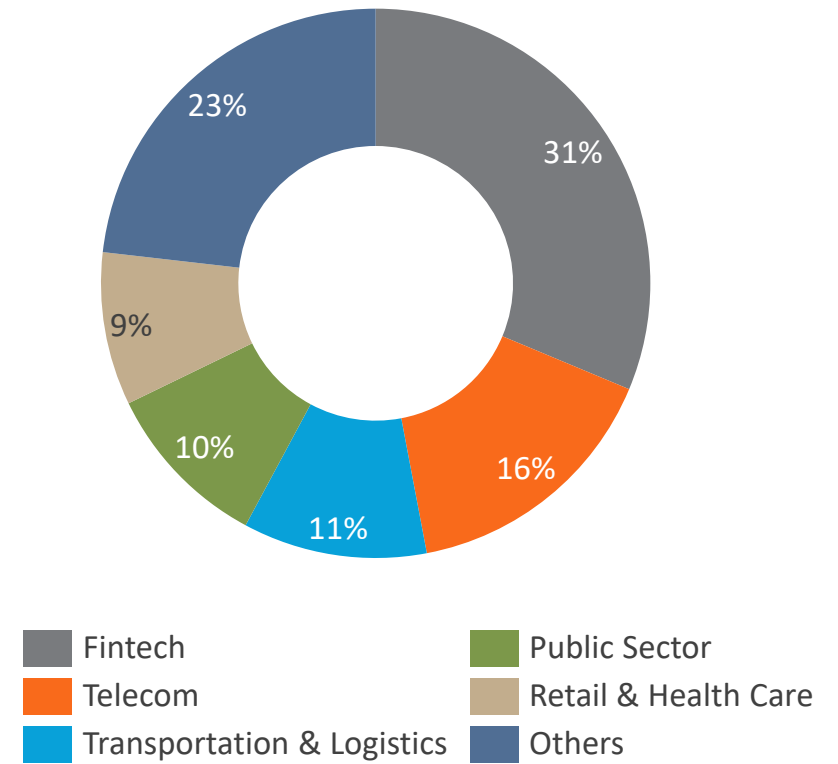
Revenue By Verticals



Q4 FY19



FY19





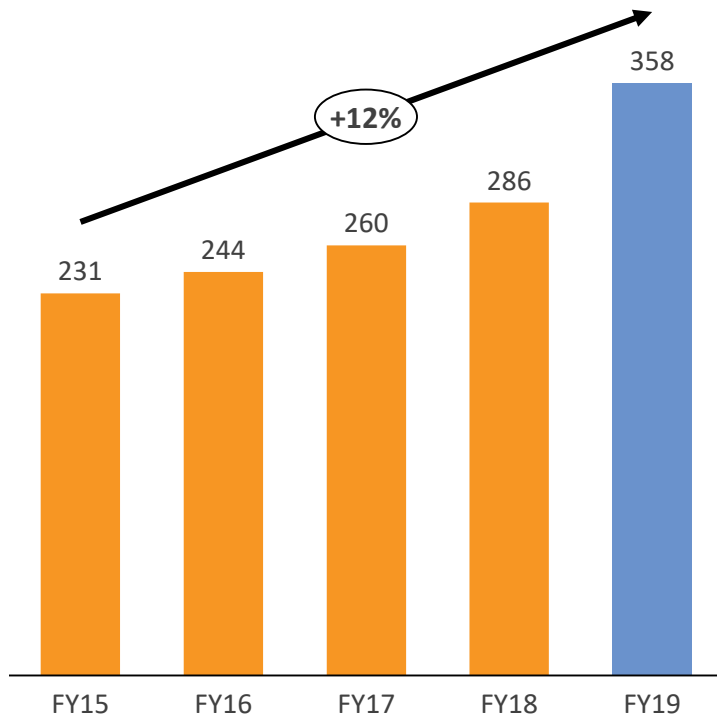
Q4 & FY19 Income Statement

Particulars (in Rs. Crs)	Q4FY19	Q4FY18	Y-o-Y (%)	Q3FY19	Q-o-Q (%)	FY19	FY18	Y-o-Y (%)
Total Revenue	93.67	78.01	20.1%	92.68	1.1%	358.05	285.87	25.2%
Employee Expenses	42.09	36.08		42.87		165.42	135.41	
Support/ Third Party charges	21.82	21.26		24.21		91.41	75.26	
Other Expenses	12.73	9.38		8.91		42.06	35.60	
EBITDA	17.03	11.29	50.8%	16.69	2.0%	59.16	39.60	49.4%
EBITDA(%)	18.2%	14.5%	371 bps	18.0%	17 bps	16.5%	13.9%	267 bps
Other Income	-0.01	0.83		(1.14)		2.18	2.30	
Depreciation	1.76	1.05		0.85		4.27	2.87	
EBIT	15.26	11.07	37.9%	14.70	3.8%	57.07	39.03	46.2%
EBIT(%)	16.3%	14.2%	210 bps	15.9%	43 bps	15.9%	13.7%	229 bps
Finance Cost	1.14	1.35		1.24		4.80	5.21	
Profit Before Tax	14.12	9.72	45.3%	13.46	4.9%	52.27	33.82	54.6%
Profit Before Tax (%)	15.1%	12.5%		14.5%		14.6%	11.8%	
Tax	3.48	2.18		3.21		14.06	9.41	
Profit After Tax*	10.64	7.54	41.1%	10.25	3.9%	38.21	24.41	56.5%
Profit After Tax(%)	11.4%	9.7%	169 bps	11.1%	30 bps	10.7%	8.5%	213 bps
EPS	10.39	6.99		9.89		36.66	21.98	

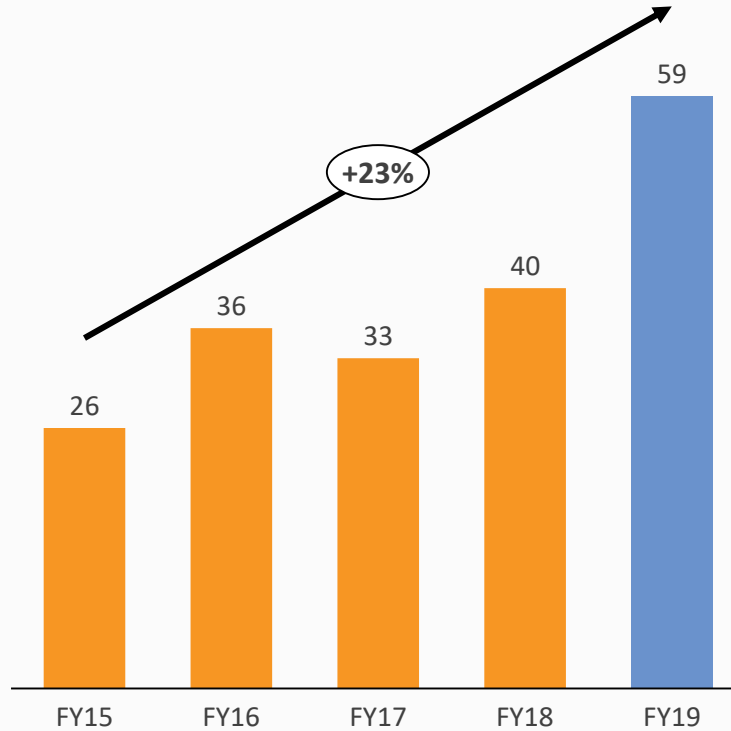


(in Rs. Crores)

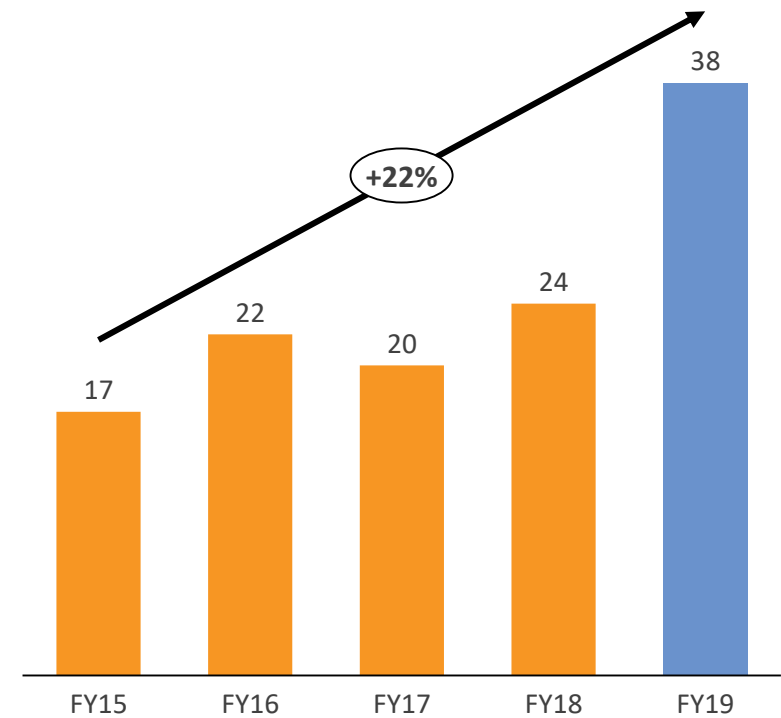
Consolidated Turnover



Consolidated EBIDTA



Consolidated PAT*



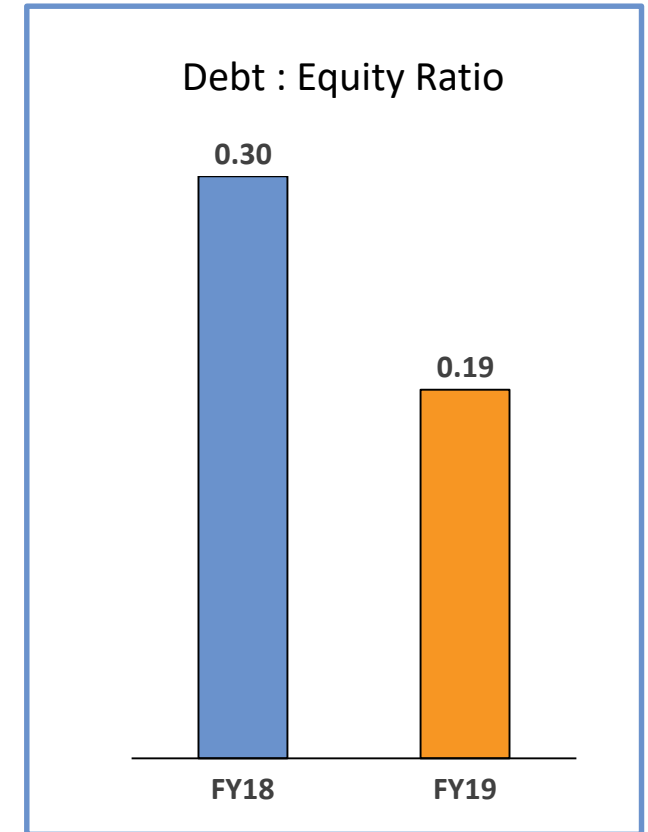
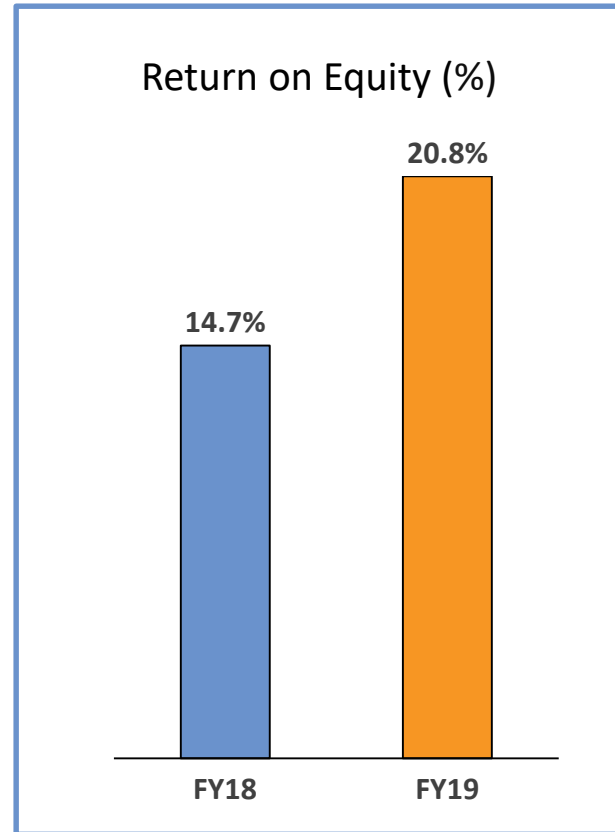
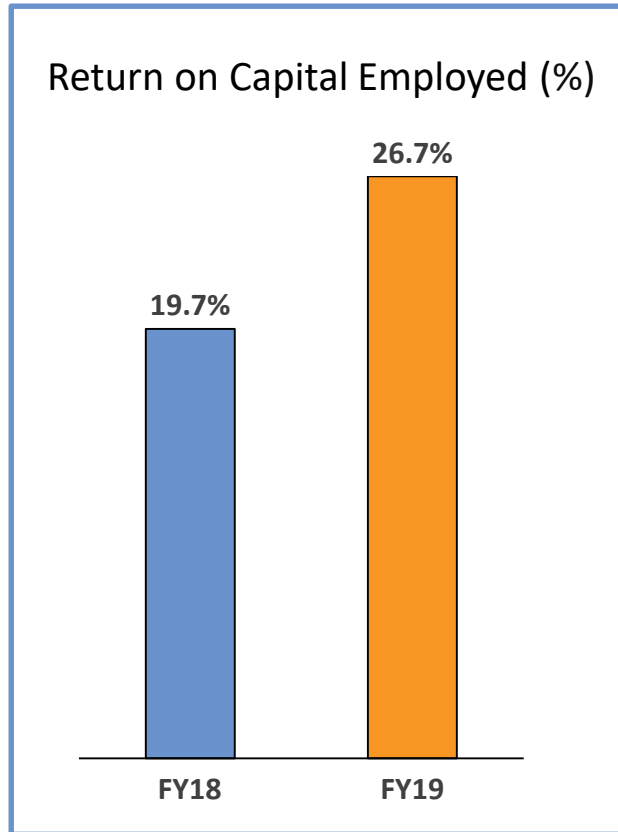
Consolidated Balance Sheet



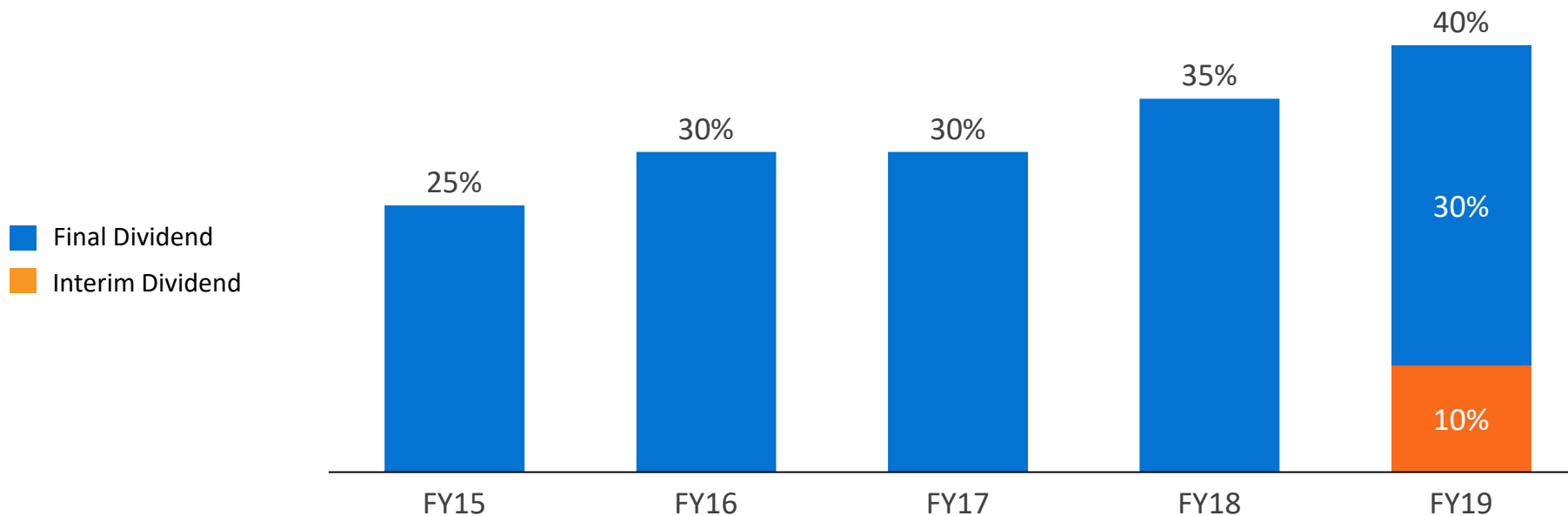
Particulars (in Rs. Crs.)	Mar-19	Mar-18
Assets		
Non-current assets	145.74	152.88
Property, Plant and Equipment	2.13	2.60
Goodwill on consolidation	137.06	142.11
Other Intangible assets	2.93	4.64
Financial Assets		
(i) Loans	0.00	0.03
(ii) Others	2.02	2.39
Deferred Tax Assets (Net)	1.56	1.09
Other Non-Current Assets	0.04	0.02
Current assets	132.75	110.02
Financial Assets		
(i) Trade receivables	64.96	58.43
(ii) Cash and cash equivalents	40.06	30.02
(iii) Loans	0.06	0.20
(iv) Other Financial Assets	6.49	7.46
Current Tax Assets (Net)	1.38	0.23
Other Current Assets	19.80	13.68
TOTAL - ASSETS	278.49	262.90

Particulars (in Rs. Crs.)	Mar-19	Mar-18
Equity & Liabilities		
Equity	175.34	148.02
Equity Share capital	9.94	9.94
Other equity	165.40	138.08
Non-controlling interest	4.82	6.09
LIABILITIES		
Non-current liabilities	35.28	46.78
Financial Liabilities		
(i) Borrowings	31.60	38.05
(ii) Other Financial Liabilities	0.69	6.09
Provisions	2.98	2.64
Current liabilities	63.06	62.00
Financial Liabilities		
(i) Borrowings	7.39	4.42
(ii) Trade Payables	24.32	28.63
(iii) Other Financial Liabilities	3.91	7.63
Other Current Liabilities	26.17	20.32
Provisions	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	278.49	262.90

Key Ratios



Sharing Profits...Consistently



Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35
Consolidated Earnings / Share	17.12	18.82	17.3	21.98	36.66
Dividend / Share	2.50	3.00	3.00	3.50	4.0



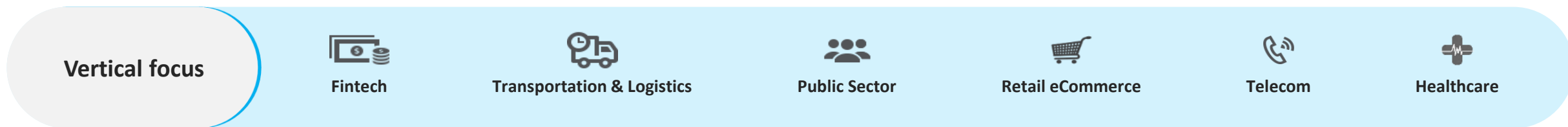
About Saksoft



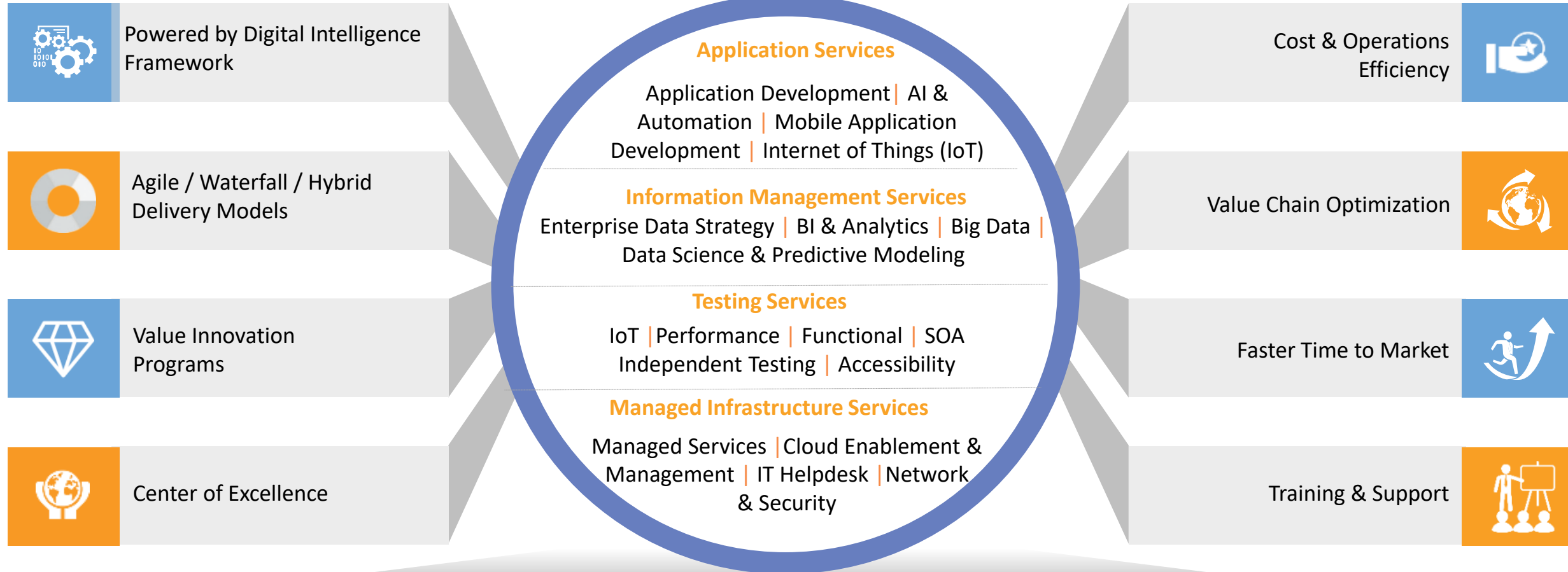
- 1000+ Employees
- 100+ Customers
- 14 Strategic Locations
- \$50 Million Revenues
- 20 Years Track-record



- Innovation
- Customer focus
- Openness
- Respect
- Enterprising



What do we offer?



Digital Transformation Partner for FinTech, Retail, Transport & Logistics and Telecom industries, healthcare as well as, Government & Public Sector Organizations

Application Services



Consulting

Development & Customization

Migration

Management & Maintenance

**Mobile Apps.
Development**



Android, iOS, Xamarin, Mobile Websites,
HTML5 / JS based apps

**Artificial Intelligence
and Automation**



Machine Learning solutions
Natural Language Processing Solutions
Robotic Process Automation

**Internet of
Things**



Logistics & Supply chain Solutions

**Application
Development**



J2EE, .NET, Share point
Portal Applications
CMS – Drupal, WordPress

400+ Member App
Services Team

Frameworks &
Solution Accelerators

Offshore
Development
Centres

Industry Specific
Solutions

Two Decades
in ADM

Application Support
& Maintenance



Application Services - Case Study

- **Fintech** – Built a cardless cash system enabling consumers, businesses and governments to instantly deliver cash to Recipients via their mobile devices
- **Logistics** – Built an Real-Time online Marketplace for transportation. Brokers, Shippers and Carriers would be able to see load/capacity, negotiate and tender shipments.
- **Manufacturing** – IoT Application for monitoring of machines, remote access using custom protocols, CRM module to manage problems and incidents along with a chat system, mobile application, reporting and statistics.
- **Fintech** – Built Loyalty Management Solutions for the institution
- **Healthcare** - Designed a secure mobile platform that provides consumers with the necessary tools for aggregating, organizing and sharing their medical health records. Built a framework for downloading data from the Electronic Medical Records using FHIR.

Case Studies : Application Services



Online Reservation System for a Leading port Operator

[Click Here](#) for Full Details



RPA Solution to leading provider of Global Logistics solutions

[Click Here](#) for Full Details



Blockchain Solution For A Marketplace

[Click Here](#) for Full Details



IoT solution to provide a single platform for access, monitoring and reporting

[Click Here](#) for Full Details



Server Migration to increase scalability, system efficiency and reduce maintenance cost

[Click Here](#) for Full Details



Helped Transport Network Company to enhance their application with advanced features & increased customer satisfaction

[Click Here](#) for Full Details



Application development for A Global Telecom Giant

[Click Here](#) for Full Details



Helped Client optimize their IT Hardware & Software infrastructure & solve compliance issues

[Click Here](#) for Full Details

Information Management Services



Assessment

Gap Analysis

Recommendation & Development

Support

Enterprise Data Strategy



Multi-Dimensional Data modelling
Extraction, Transformation & Loading, ODS and Data Marts
Data Quality Management
Data Migration

Business Intelligence & Analytics



Publish Insights
Real time and Aggregated data in the form of CUBES
Configurable dashboards and Ad-hoc Query Builder & Reporting

Big Data



Massive Parallel Processing
Realtime data streaming
In-memory Solutions
Machine Learning Algorithms
Data flow tools

Data Science & Predictive Modeling



Quantitative and Behavioural Modelling
Predictive, Prescriptive and Cognitive Analytics
Machine Learning, Forecasting & Optimization

250+ Certified
BI Experts

Innovation Labs

Data Visualization

Data Governance
and Security

Industry Specific
Solutions

20+ years of
Experience in IM



Information Management Services - Case Study

- **Healthcare** – Development of Analytics Platform for PHM and transition to Value-Based Care using Advanced Population health management (Prediction and Machine Learning), Post discharge patient communication (Artificial Intelligence) and Value Based Care Analytics (Performance and Regulatory reporting)
- **Public Sector** - Designed data warehouse & implemented SAP BO. Due to customized analytics and reporting, now the client is able to respond faster during emergencies.
- **Public Sector** – Providing assistance with the SAP Predictive Analytics tool for modelling and predictive visualisation to understand the movements of the organized crime groups
- **Healthcare** – Patient data was collected from around the UK from numerous NHS Trusts, Primary Health Care Trusts and local Health Authorities. Using Predictive Analytics is used to identify early signs and trends of bowel cancer.
- **Telecom: Supply Chain DW** – Supply Chain Data Warehousing and Reporting helps the Telco with multi-location warehouse to make informed supply chain decisions

Case Studies : Information Management Services



Managing Inventory through Business Intelligence

[Click Here](#) for Full Details



Helps Revolutionize business through Data Science

[Click Here](#) for Full Details



Helped a UK county to build a report generating system for Centralized data management, visibility & effective utilization

[Click Here](#) for Full Details



Offers customized solutions for increased employee productivity & operational efficiency

[Click Here](#) for Full Details



Migrated & Integrated the legacy systems to the new Housing Management system for better analytics and report generation

[Click Here](#) for Full Details



Empower R&D through efficient Data Management

[Click Here](#) for Full Details



Helped a banking Client to make sense out of data and provide better service to a large number of Customers

[Click Here](#) for Full Details



Implemented a data warehouse and BI system that reduced the number of reports generated from 36 to 1 and saved upto £1.4M of operational cost

[Click Here](#) for Full Details



Managed Services

Mobile Test Lab

Domain Specific Frameworks

Performance Engineering

Test Management



Test Planning
Test Cases & Scenario Writing
Test execution, Test Matrix development
Release Notes Development

Core Testing



Functional, Usability, Compatibility Test
Domain / Workflow based testing
Analytical & document review

Technical Testing



Database & Platform testing
Security testing
SOA and web services testing
Unit and API testing
Mobile testing

Test Automation



Functional Test Automation
Performance test automation
Security Test automation
Build Automation

500,000+
test cases

2 Million+ hours of
Testing Experience

200+ Successful
Clients

14+ Certified Ethical
Hackers

250+
QA Experts

25+
Architects

110+
Device Inventory

100K+
releases



Testing Services - Case Study

- **Retail** – Developed Automation Suite in Selenium to ensure that all retail application works with multiple systems (POS, Carriers, Payment).
- **Telecom** – Saksoft prepared a detail test cases for their product VoiceConnect UI portal as well as Web methods testing.
- **Education** – Saksoft conducted Penetration testing to identify the loopholes & vulnerabilities to reduce the attack risk
- **ISV** – Streamlined the product release process effectively through automation testing
- **Media** – Saksoft performed the Mobile App testing
- **Fintech** – Saksoft ensured security through rigorous security and performance testing

Case Studies : Testing Services



Ensure Security through penetration testing

[Click Here](#) for Full Details



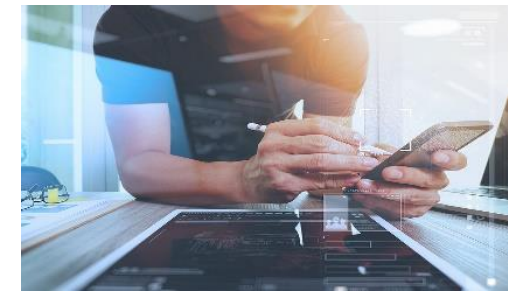
Helped technology company to automate IOS & Android based applications effectively

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360logica executed a comprehensive IoT testing of a Client's mobile application

[Click Here](#) for Full Details



Offers a complete testing solution for Mobile Apps and Cloud Services

[Click Here](#) for Full Details



360logica offers better follow-up care for patients through insightful data

[Click Here](#) for Full Details



Ensure high performance through Stress Testing helped eliminate specific weaknesses and vulnerabilities

[Click Here](#) for Full Details



Testing solution for one of the leading game-based company ensuring a seamless gaming experience.

[Click Here](#) for Full Details



360logica helped an organization to manage their blog page efficiently at peak business hours

[Click Here](#) for Full Details

Managed Infrastructure Services



Consulting Services

Deployment

Migration

Managed Services

Managed Services



Virtualization (vShepre, Solaris Zones, VDI, Citrix)
DB Management (SQL Server, MySQL, Oracle)
Shared Platforms (Cloud / Storage / Backup)

Cloud Enablement & Management



Multi-Cloud
Enterprise Cloud
Cloud Automation
Cloud Migration

IT Helpdesk



Level 1/2/3 Support

Network & Security



Security & Network (Cisco, Juniper, LogRythm, F5, Tipping point, Netscaler)

Strategic Partnership

Round the clock
Support

Versatile host of
technologies

Scalable training model
for infrastructure

Global Delivery
Model

Automation

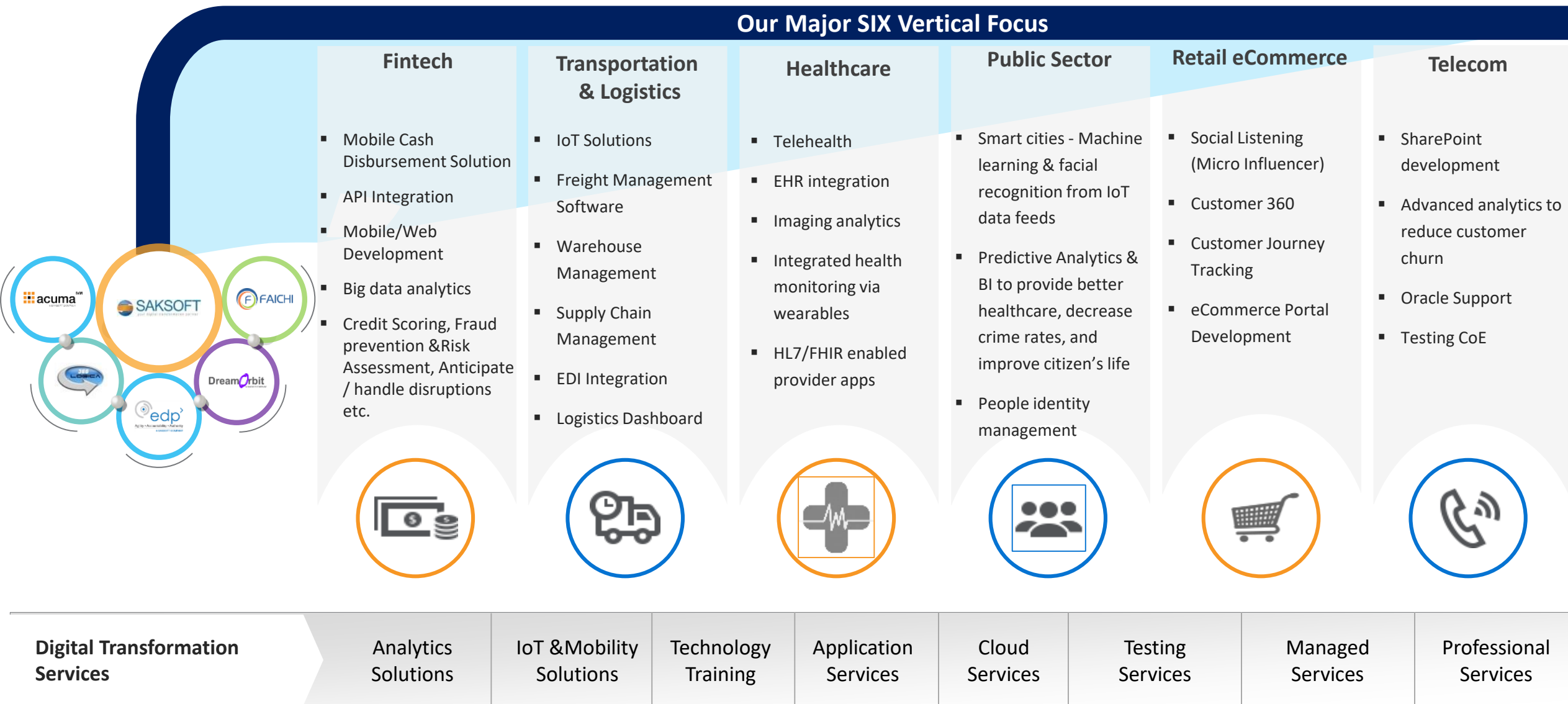


Managed Infrastructure Services - Case Study

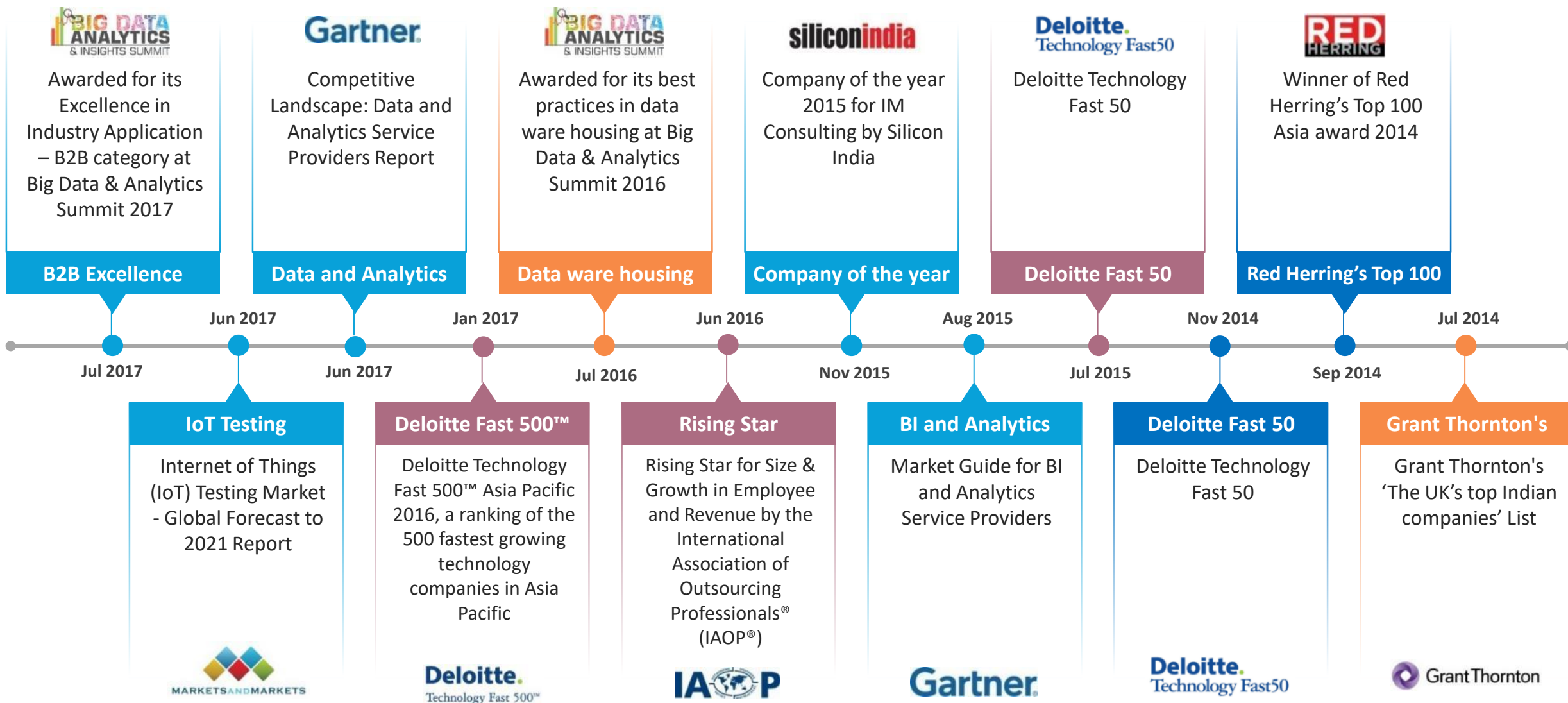
- **Fintech** - Designed & initiated Cloud Optimization involving Database & Application migration from MySQL to AWS Aurora Database.
- **Fintech** – Migration of their entire infrastructure to Amazon Cloud Services.
- **Logistics** - We are providing Cloud Migration Service of Firewall. We will analyse, plan , design, build, configure and migrate their On-premise firewall solution to MS Azure firewall on Cloud.



Our Major SIX Vertical Focus



Awards





Management Team

Board of Directors



Aditya Krishna
CMD – Saksoft

Aditya Krishna, the Founder, Chairman and the Managing Director of the Saksoft Group, spearheads Saksoft's growth across domains and geographies.

He brings with him over 30 years of experience in the banking and financial services industry.

After a long career with Chase Manhattan Bank in New York and later with Citibank, New York, he relocated to India in 1990 as part of a four-member team to establish Citibank's credit card business in the country and was also instrumental in developing the in-house software to run credit card operations. Aditya founded Saksoft in 1999 and drives the business development efforts.



Amitava Mukherjee, Independent Non-Executive Director

Amitava Mukherjee has over 33 years of rich and varied experience in the corporate sector. Amit spent a large part of his investment banking career at Lazards, a global Wall Street Firm, where he was a managing director and member of the executive management board.



Ajit Thomas, Independent Non-Executive Director

Ajit Thomas is the Chairman of A.V. Thomas Group of Companies, an Agri Business Enterprise founded in 1925, with interests in plantations, tea retail, spice processing, natural extracts, and leather goods.



VVR Babu, Independent Non-Executive Director

Mr. Babu has Master of Science, Applied Mathematics and Operations Research from National Institute of Technology Warangal, Master of Philosophy, Computer Science from Central University of Hyderabad, Executive Development Program, Business Administration and Management from Harvard Business School.



Kanika Krishna, Non-Executive Director

Kanika Krishna has an MBA in Financial Management from Pace University, New York, USA. Prior to this she has completed the Master's program in International Business from the Manchester Business School, UK. She is also an alumna of Stella Maris College, Chennai where she completed her Bachelor of commerce degree.



Transformation Drivers at Saksoft

Transformation Drivers



Aditya Krishna

Chairman & Managing Director

Over 25 years of experience in Banking & Financial Sector. Part of a 4 member team to establish Citibank's Credit Card business and developing in-house software to run credit card operations in the country.



Niraj Kumar Ganeriwal

Chief Financial Officer

Chartered Accountant with over 15 years of experience. Has also worked with in the pharma industry, as Finance Controller and has gained expertise in varied fields of finance and was responsible for corporate planning and strategy.

T S Balaji

SVP – Business Growth

Over 27 years of experience in IT services with special focus on Telecom domain. Prior to joining Saksoft, Balaji served as Global Portfolio Head for Network Services at Tech Mahindra.



Dhiraj Mangla

EVP & Global Delivery Head

Over 18 years of experience in IT industry and has been successful in delivering a large portfolio of projects. He has extensive experience working with clients across multiple sectors and in different geographies



Gopakumar Kavunkal

SVP & Global Head - IM

Over 2 decades of experience in global outsourcing business including Sales, Strategic Business & Technology Planning, Global Sourcing, Contract Negotiations & Business Process Transformation. Held leadership roles at Quadrant 4 and Mascon Global both in India and abroad.



Bhaskar Narayanan

VP – APAC Sales

Over 18 years of experience in Business Development, Account Management and Operations Management. He has worked across various roles in the Engineering, and IT Services industries. A key member of the marketing team helping Saksoft move into the next phase as a digital transformation partner.

Transformation Drivers



Sanchit Jain
CEO – DreamOrbit

Bachelor's degree in Electronics and Communication Engineering from the Indian Institute of Technology, Roorkee. Before co-founding DreamOrbit, Sanchit worked with Tata Consultancy Services, Aditi Technologies and CircleSource.



Abhishek Porwal
President & CTO, DreamOrbit

Heads the Center of Excellence of Agile at DreamOrbit. His strength is developing strategy, planning and execution of expertise led Delivery Excellence. He plays a significant role in developing and scaling the value.

Vivek Srivastav
Director – Testing Services

Over 16 years of experience in Quality Engineering. He brings hands on experience in building automation frameworks, QA transformations and establishing a Testing Centre of Excellence (TCoE).



Jonathan Eeley
Chief Commercial Officer, Acuma

A BI specialist who has consistently delivered strategic solutions to customers in the UK. With skills in almost all products and platforms in the Business Intelligence area, Jonathan has also architected acusend, Saksoft's Information Distribution Platform.



Swaraj Dash
Director – Business Growth

Swaraj Dash heads the US Solution Sales at Saksoft. Swaraj has 16+ years of Sales and Business Development experience in markets like – USA, UK and Benelux region. Prior to joining Saksoft, Swaraj worked at Cognizant and Virtusa in both US and Europe in a Sales and Business Development capacity.



Avantika Krishna
Key Accounts Director

Avantika has over 10 years of experience in Business Development, Account Management and Human Resources Management. She holds a Master degree in HR from Kings College, London & MBA (Marketing & Management) from Fordham University, New York.







Creating value through acquisitions

History of Acquisitions



Saksoft acquired companies with Complementary Expertise, helping Scale Capabilities Faster, Widening the Competence Portfolio and Strengthening our Corporate Brand.

Company Acquired	Geography / Niche Area	Rationale
 acuma IVM A SAKSOFT COMPANY	UK Public Sector	IM focused company. Renowned name in the Public Sector.
	Noida Testing Focused	Independent Testing Company. Possesses ready-made frameworks and accelerators for target industry verticals with in-house state-of-the-art mobile device lab.
	Bangalore Blockchain, IoT & Logistics Focused	Specialized in IoT, adding enhanced capability in the application development space. Strong presence in the Transportation and Logistics industry, adding a new vertical to the group. Target market continues to be the US.
	Pune Healthcare & Drupal	A healthcare solutions provider in the US. The healthcare sector is fast growing with technologies getting more advanced when coupled with Analytics. The Company has ready-made frameworks and accelerators for the healthcare industry.

String of Pearls Strategy

Building Capabilities

Digital Focused Companies

Small Companies with Growth Potential

Our DreamOrbit Acquisition



Artificial Intelligence

We create chatbots for customers, which are AI-enabled and communicate through machine language.

Robotics Process Automation

A visit to a travel aggregator site provides hotel rates, ticket prices and room availability, among others, gathered from multiple websites. This robotic process automation allows data collection from different websites and corresponding presentation with the click of a mouse.

Blockchain Technology

This revolutionary concept is essentially a ledger on which one may participate to write but not edit. This enables individuals to create records that cannot be tampered. Saksoft leverages Blockchain technology to promote clarity along the order-to-delivery process for the Logistics industry.

Cloud

We work with Amazon Web Services and MS Azure and leading Cloud providers to develop and deploy Cloud-based software that is flexible and secure. The solutions consume less space and bandwidth coupled with high data integrity.

Internet of Things

The network of physical devices, vehicles, home appliances and other items are embedded with electronics, software, sensors, actuators and connectivity, which enables the exchange of data

Why DreamOrbit

Saksoft acquired DreamOrbit in December 2016. DreamOrbit was included in the Deloitte Technology Fast 50 list since 2014. The acquired company had grown to a critical mass (~US\$5 million) within a few years and needed to double its growth rate. Saksoft provided the acquired company with management bandwidth, larger on-field sales force and financial support. Saksoft quadrupled the dedicated US sales team for DreamOrbit, winning new accounts; its sales teams in London and Singapore helped DreamOrbit bag accounts in these uncharted territories.

Key Highlights

Our recent acquisition Dream Orbit focuses on a product engineering company that develops software solutions. We act as the front-end to understand customer needs and our solutions extend across the value chain: from development and deployment to providing support and maintenance. The acquisition has enabled us build IoT capabilities in the logistics sector and provide innovative solutions for customers.



Why Faichi

Faichi Solutions LLC, a Healthcare-focused start-up providing outsourced product engineering, open source development and Drupal development consulting services, was founded in 2011 in Sunnyvale, California. Effective January 2018, Faichi Solutions LLC became a subsidiary of Saksoft. Within a few years of commencing operations, Faichi Solutions specialized in the development and integration of enterprise products and web applications. The Company's competence is reflected in that it released 40 products and 70 web cum mobile apps in collaboration with customers. Its primary competence in healthcare technologies encompasses the value chain - from service providers to life science organizations. Its accelerator and healthcare solutions empower customers in expediting innovative product development. Faichi offers a wide array of healthcare technology services including product development, integration, meaningful use compliance, BI/analytics, chronic care management and consumer health.

Key Highlights

Healthcare is a significant industry in the US and the country's per capita healthcare spending of around US\$10,724 is the highest in the world. The sector is emerging as an increasingly attractive space from the perspective of technological services and product engineering. Saksoft's acquisition of Faichi will widen its US footprint, leveraging the acquired company's deep understanding of the American healthcare ecosystem (patients, service providers and hospitals).

Case Study

FHIR

Designed a secure mobile platform that provides consumers with the necessary tools for aggregating, organizing and sharing their medical health records. Built a framework for downloading data from the Electronic Medical Records using FHIR.

Telehealth

For a healthcare provider, Faichi designed a workflow between the Insurance & healthcare platforms. Leveraging MIRTH Connect developed RESTful API's on the telehealth platform.



Historical Financial Highlights



Historical Consolidated Income Statement

Particulars (in Rs. Crs)	FY15	FY16	FY17	FY18	FY19
Total Revenue	231.40	243.73	259.50	285.87	358.05
Employee Expenses	96.69	112.38	120.75	135.41	165.42
Support/ Third Party charges	70.42	60.14	70.38	75.26	91.41
Other Expenses	38.20	35.02	35.46	35.60	42.06
EBITDA	26.09	36.19	32.91	39.60	59.16
EBITDA(%)	11.3%	14.8%	12.7%	13.9%	16.5%
Other Income	2.12	2.16	1.93	2.30	2.18
Depreciation	1.30	1.02	1.31	2.87	4.27
EBIT	26.91	37.33	33.53	39.03	57.07
EBIT(%)	11.6%	15.3%	12.9%	13.6%	15.9%
Finance Cost	4.21	4.32	4.65	5.21	4.80
Profit Before Tax	22.70	33.01	28.88	33.82	52.27
Profit Before Tax(%)	9.8%	13.5%	11.1%	11.8%	14.6%
Tax	5.33	11.23	8.79	9.41	14.06
Profit After Tax*	17.37	21.77	20.09	24.41	38.21
Profit After Tax(%)	7.5%	8.9%	7.7%	8.5%	10.7%
EPS	17.12	18.82	17.30	21.98	36.66

Consolidated Balance Sheet

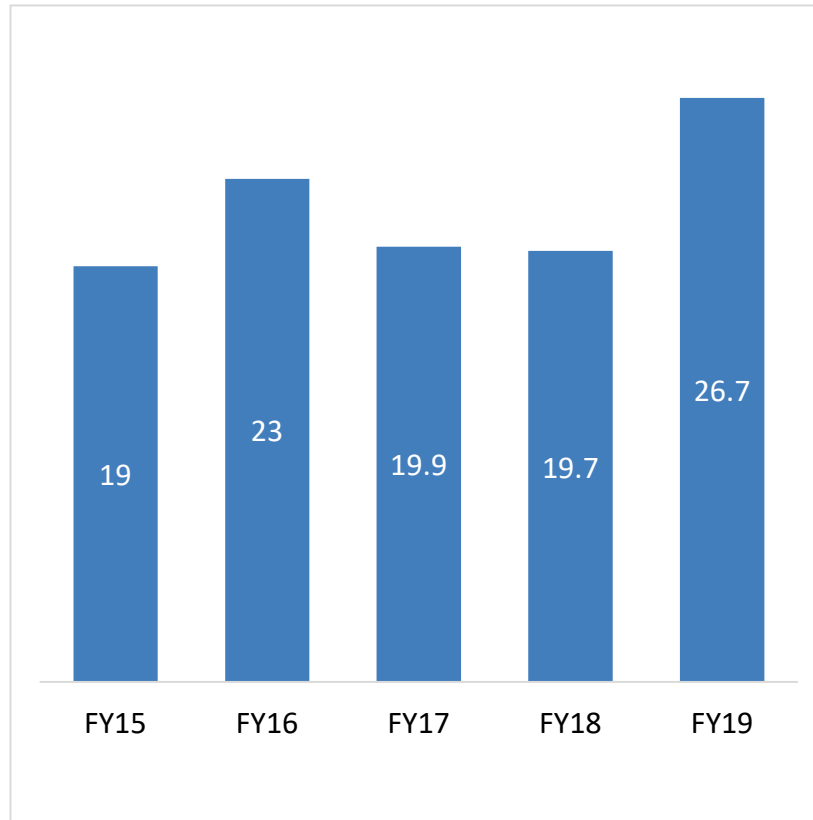


Particulars (in Rs. Crs.)	Mar-19	Mar-18
Assets		
Non-current assets	145.74	152.88
Property, Plant and Equipment	2.13	2.60
Goodwill on consolidation	137.06	142.11
Other Intangible assets	2.93	4.64
Financial Assets		
(i) Loans	0.00	0.03
(ii) Others	2.02	2.39
Deferred Tax Assets (Net)	1.56	1.09
Other Non-Current Assets	0.04	0.02
Current assets	132.75	110.02
Financial Assets		
(i) Trade receivables	64.96	58.43
(ii) Cash and cash equivalents	40.06	30.02
(iii) Loans	0.06	0.20
(iv) Other Financial Assets	6.49	7.46
Current Tax Assets (Net)	1.38	0.23
Other Current Assets	19.80	13.68
TOTAL - ASSETS	278.49	262.90

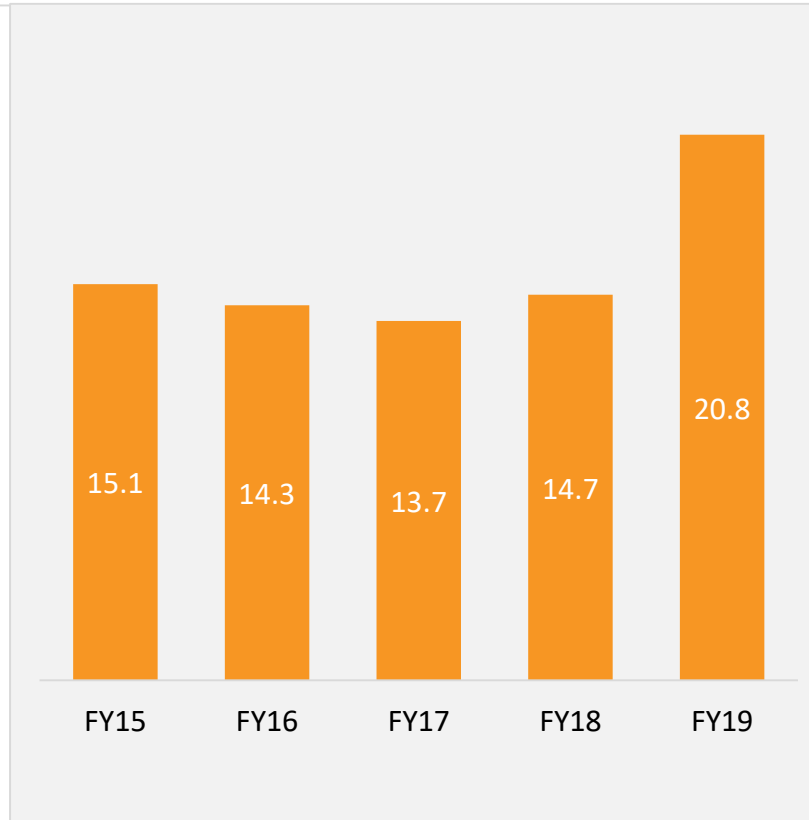
Particulars (in Rs. Crs.)	Mar-19	Mar-18
Equity & Liabilities		
Equity	175.34	148.02
Equity Share capital	9.94	9.94
Other equity	165.40	138.08
Non-controlling interest	4.82	6.09
LIABILITIES		
Non-current liabilities	35.28	46.78
Financial Liabilities		
(i) Borrowings	31.60	38.05
(ii) Other Financial Liabilities	0.69	6.09
Provisions	2.98	2.64
Current liabilities	63.06	62.00
Financial Liabilities		
(i) Borrowings	7.39	4.42
(ii) Trade Payables	24.32	28.63
(iii) Other Financial Liabilities	3.91	7.63
Other Current Liabilities	26.17	20.32
Provisions	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	278.49	262.90



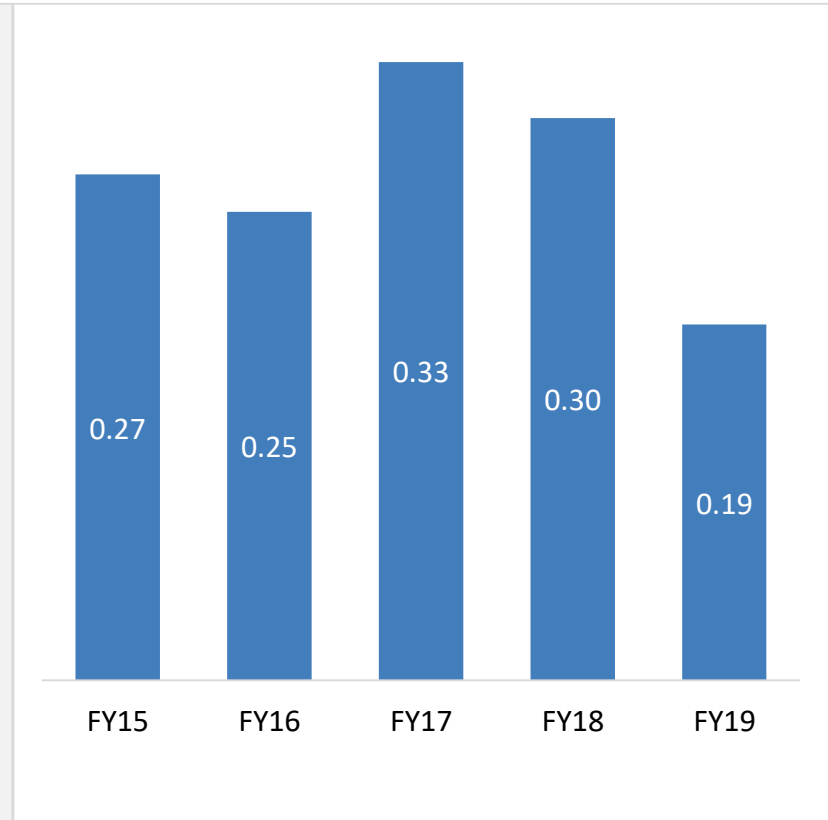
Return on Capital Employed (%)



Return on Equity (%)



Debt : Equity Ratio (x)





| Strategy for growth

Our Focused Strategy for Growth



Focus on Emerging sectors

Addressing the sweep of digitisation to help clients enhance operational efficiency



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



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



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 Pearls' strategy

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



Value over volume

Address unoccupied territories represented by projects with higher profitability

Conversation with the Technology Drivers at Saksoft



FINTECH



We developed a solution called 'Card-less ATM withdrawal', which allows someone to transfer a sum of money by generating a four-digit PIN and the other party to withdraw the same amount without using an ATM card

TRANSPORTATION & LOGISTICS



We are working with more than 35 premier American Logistics companies. With over 8 years of experience and strengthening our understanding of freight and fleet management, the sector is growing at a fast clip of 20% + annually

RETAIL/ECOMMERCE



We have bagged prestigious clients, including a large US outdoor equipment e-tailer engaged in the sale of mountaineering and sports gear in addition to a high-fashion e-commerce player

HEALTHCARE



Via Faichi, we are working on a project called 'Create Aware', where we provide wearable devices in exchange for collecting health statistics that are transmitted to our servers that represents adequate round-the-clock data to medical practitioners and R&D labs in treating specific conditions or develop new therapies

TELECOM



One of our key customers in this space is based out of the Europe. Saksoft has been its largest independent vendor for ten years, strengthening their business and revenues

PUBLIC SECTOR



We are working with Central Governments, County and Health department in the UK. By enabling a digital transformation programs, we are improving citizen's life. Through predictive analytics we are reducing crime rates.



Company :



CIN: L72200TN1999PLC054429

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Investor Relations Advisors :

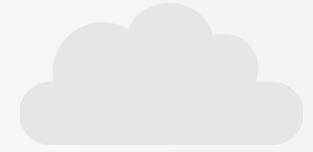
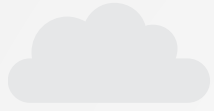


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Thank you



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