



# SAKSOFT LIMITED

INVESTOR PRESENTATION – FEBRUARY 2020

[info@saksoft.com](mailto:info@saksoft.com) | [www.saksoft.com](http://www.saksoft.com)





This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Saksoft Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

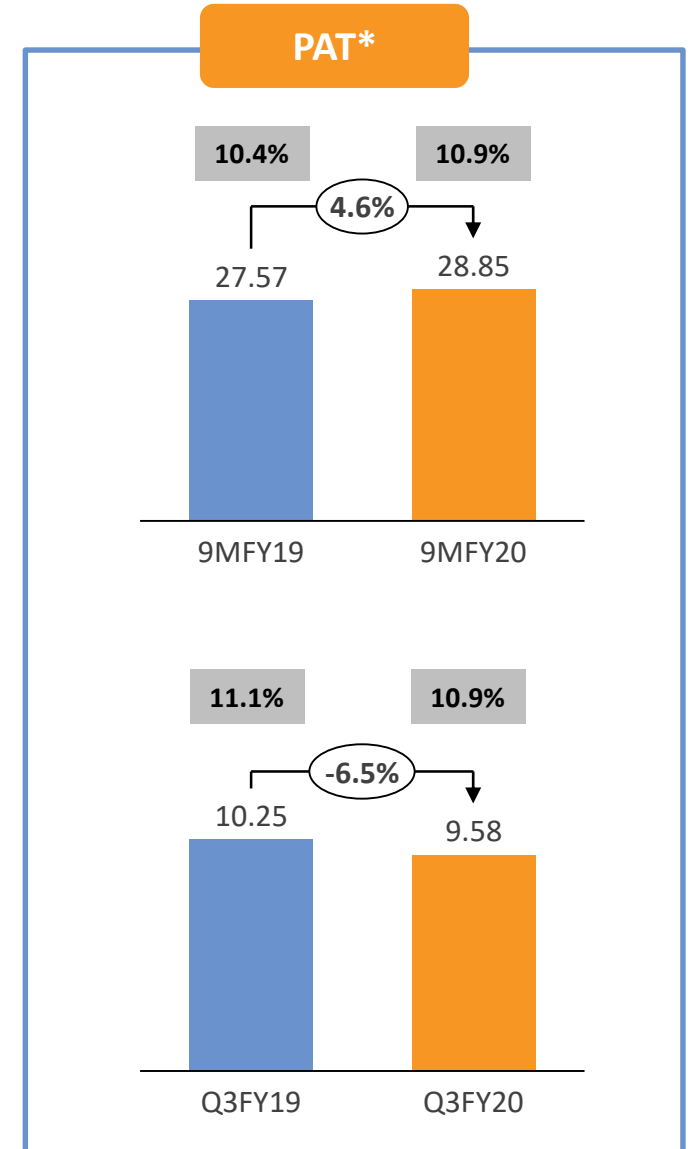
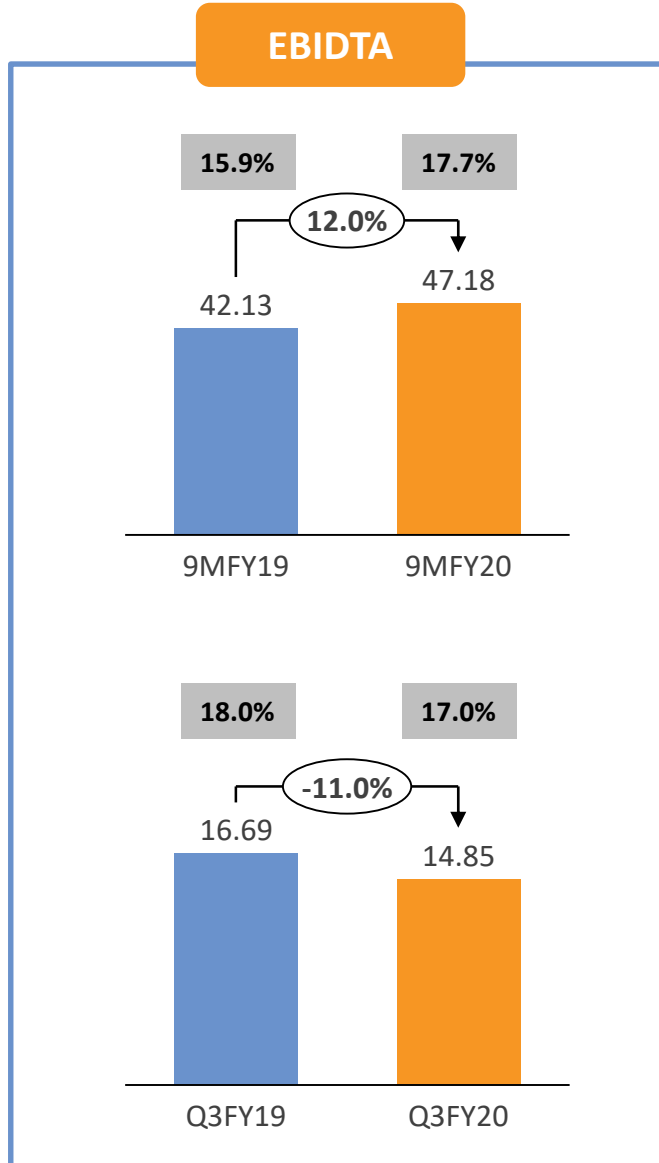
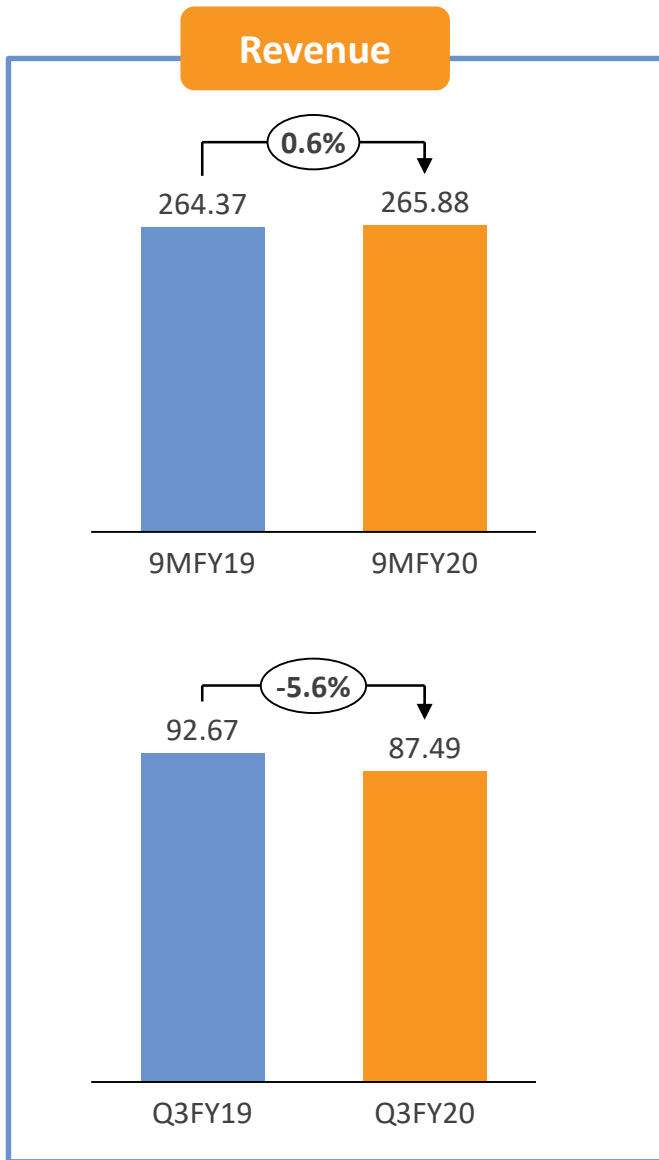
This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# **Q3 & 9M FY20 Financial Highlights**

# Continued Growth Momentum



# Highlights for Q3 & 9MFY20



## Revenue

- The Company recorded Revenue of Rs. 87.49 Crs during Q3FY20, as against Rs. 92.67 Crs in Q3FY19. The muted revenue performance was on the back of the holiday season in US & EU and furloughs in some of the major customers.
- The Company recorded Revenue of Rs. 265.88 Crs during 9MFY20, as against Rs. 264.37 Crs in 9MFY19 a growth of 0.6%

## EBITDA

- EBITDA for the quarter stood at Rs. 14.85 Crs as compared to Q3FY19 of Rs. 16.69 Crs. EBITDA Margin stood at 17%
- EBITDA for the 9MFY20 stood at Rs. 47.18 Crs as against Rs. 42.13 Crs in 9MFY19 an increase of 12%.
- EBITDA margin for 9MFY20 stood at 17.7% as compared to 15.9% for 9MFY19 an increase of 181 bps (includes an impact of Rs. 3.71 Crs i.e. 140bps on account of adoption of Ind AS 116)

## PAT

- The Company recorded a *PAT margin of 10.9% for Q3FY20*. PAT for the quarter stood at Rs. 9.58 Crs
- PAT for the 9MFY20 stood at Rs. 28.85 Crs as against Rs. 27.57 Crs in 9MFY19 an increase of 4.6%. *PAT margin grew by 41 Bps as compared to 9MFY19*. PAT margins for the 9MFY20 stood at 10.9%

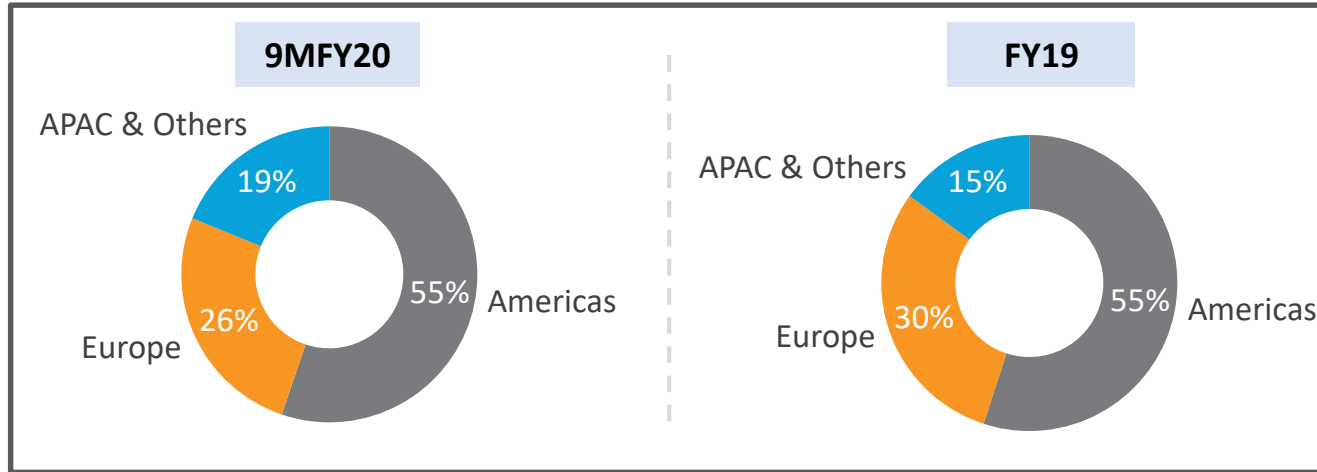
## Additional Highlights

- The Company has been chosen as the **‘digital transformation partner’** by **Aegon Life Insurance**. This partnership will help Aegon Life Insurance to build their digital process by leveraging Saksoft solutions
- The Board took note of the resignation by Mr. Amitava Mukherjee as an Independent Director due to certain personal and other business commitments w.e.f 30th January 2020
- The Board has approved the appointment of Mr. Ganesh Chella as an Additional and Independent Director for a period of five consecutive years till 2nd February 2025 w.e.f 3rd February 2020

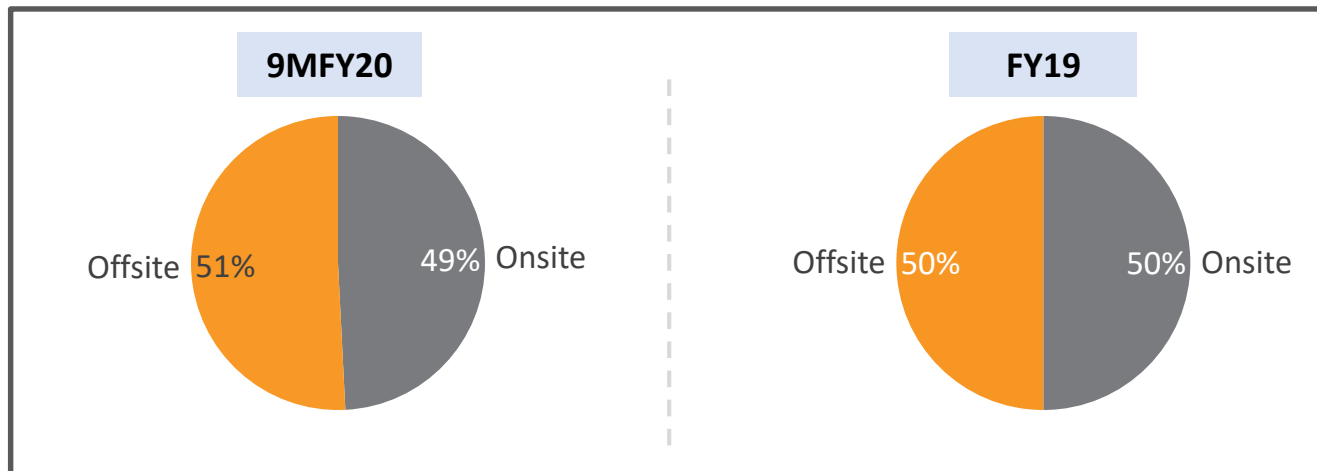
# Operating & Customer Metrics



Revenue by Geography



Revenue Mix



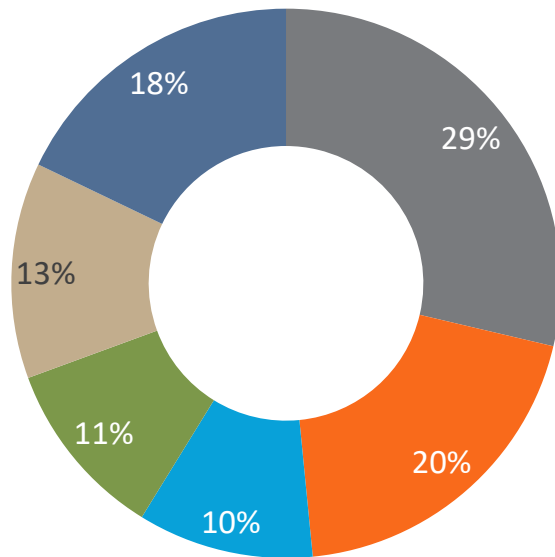
CUSTOMER METRICS	9MFY20	FY19
<b>(a) No of clients/customers per Million Dollar **</b>		
Revenue more than 1 Million Dollar	6	6
Revenue more than 0.5 Million Dollar	7	7
<b>(b) Client's Contribution to Revenue</b>		
Revenue from Top 5	47%	45%
Revenue from Top 10	55%	52%
Revenue from Top 20	63%	60%

HEADCOUNT METRICS	9MFY20	FY19
<b>(a) Headcount &amp; Utilization</b>		
Total Employee Count	1,258	1,168
Technical	1,118	1,031
Support	140	137
<b>(b) Utilization-IT Services</b>		
Excluding trainees	83%	84%

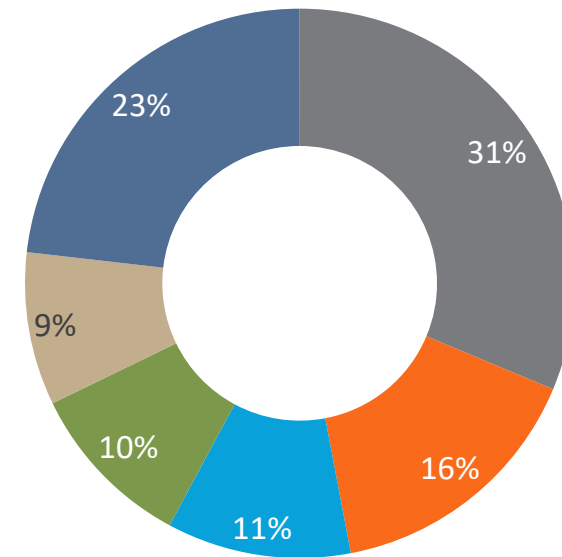
# Revenue By Verticals



9MFY20



FY19



# Q3 & 9MFY20 Income Statement



Particulars (in Rs. Crs)	Q3FY20	Q3FY19	Y-o-Y (%)	Q2FY20	Q-o-Q (%)	9MFY20	9MFY19	Y-o-Y (%)
<b>Total Revenue</b>	<b>87.49</b>	<b>92.67</b>	<b>-5.6%</b>	<b>87.19</b>	<b>0.3%</b>	<b>265.88</b>	<b>264.37</b>	<b>0.6%</b>
Employee Expenses	45.07	42.87		44.60		135.26	123.32	
Support/ Third Party charges	20.54	24.20		20.57		63.82	69.59	
Other Expenses	7.03	8.91		5.86		19.62	29.33	
<b>EBITDA</b>	<b>14.85</b>	<b>16.69</b>	<b>-11.0%</b>	<b>16.16</b>	<b>-8.1%</b>	<b>47.18</b>	<b>42.13</b>	<b>12.0%</b>
<b>EBITDA(%)</b>	<b>17.0%</b>	<b>18.0%</b>		<b>18.5%</b>		<b>17.7%</b>	<b>15.9%</b>	
Other Income	0.66	(1.14)		0.49		1.78	2.19	
Depreciation	1.81	0.85		1.84		5.49	2.50	
<b>EBIT</b>	<b>13.70</b>	<b>14.70</b>	<b>-6.8%</b>	<b>14.81</b>	<b>-7.5%</b>	<b>43.47</b>	<b>41.82</b>	<b>3.9%</b>
<b>EBIT(%)</b>	<b>15.7%</b>	<b>15.9%</b>		<b>17.0%</b>		<b>16.3%</b>	<b>15.8%</b>	
Finance Cost	1.23	1.24		1.35		3.95	3.67	
<b>Profit Before Tax</b>	<b>12.47</b>	<b>13.46</b>	<b>-7.4%</b>	<b>13.46</b>	<b>-7.4%</b>	<b>39.52</b>	<b>38.15</b>	<b>3.6%</b>
Tax	2.89	3.21		3.70		10.67	10.58	
<b>Profit After Tax*</b>	<b>9.58</b>	<b>10.25</b>	<b>-6.5%</b>	<b>9.76</b>	<b>-1.8%</b>	<b>28.85</b>	<b>27.57</b>	<b>4.6%</b>
<b>Profit After Tax*(%)</b>	<b>10.9%</b>	<b>11.1%</b>		<b>11.2%</b>		<b>10.9%</b>	<b>10.4%</b>	
<b>EPS</b>	<b>9.60</b>	<b>9.89</b>		<b>9.61</b>		<b>28.78</b>	<b>26.27</b>	



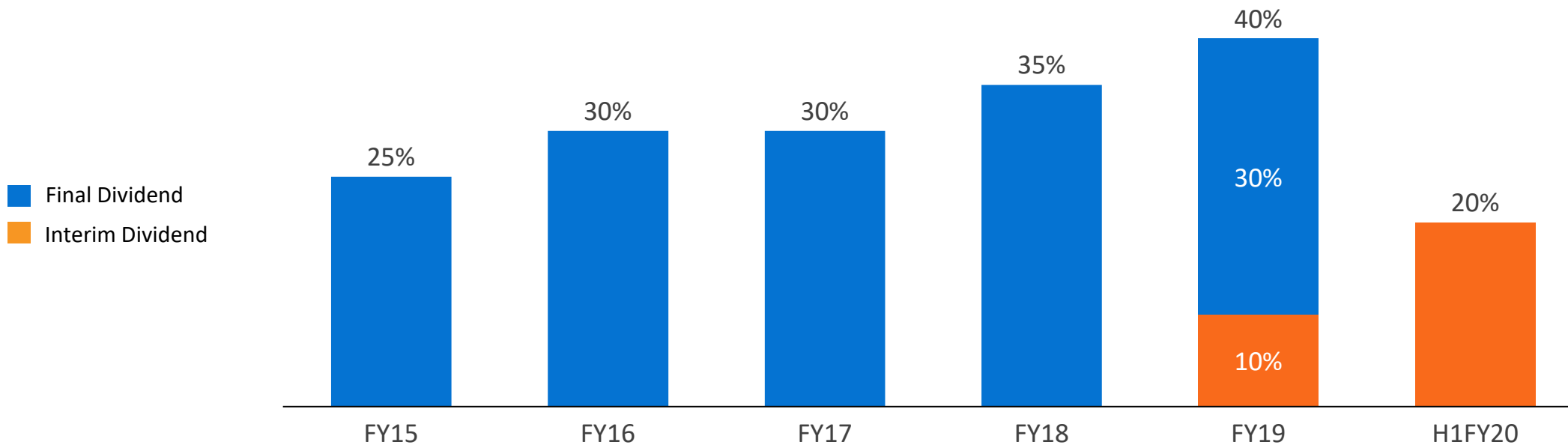
# Consolidated Balance Sheet



Particulars (in Rs. Crs.)	Sep-19	Mar-19
<b>Assets</b>		
<b>Non-current assets</b>	<b>150.90</b>	<b>145.74</b>
Property, Plant and Equipment	10.42	2.13
Goodwill on consolidation	133.63	137.06
Other Intangible assets	2.55	2.93
<b>Financial Assets</b>		
(i) Other Financial Assets	2.53	2.02
Deferred Tax Assets (Net)	1.76	1.56
Other Non-Current Assets	0.01	0.04
<b>Current assets</b>	<b>129.49</b>	<b>132.75</b>
<b>Financial Assets</b>		
(i) Trade receivables	60.60	64.96
(ii) Cash and cash equivalents	46.09	40.06
(iii) Loans	0.22	0.06
(iv) Other Financial Assets	7.88	6.49
Current Tax Assets (Net)	1.16	1.38
Other Current Assets	13.54	19.80
<b>TOTAL - ASSETS</b>	<b>280.39</b>	<b>278.49</b>

Particulars (in Rs. Crs.)	Sep-19	Mar-19
<b>Equity &amp; Liabilities</b>		
<b>Equity</b>	<b>183.18</b>	<b>175.35</b>
Equity Share capital	9.94	9.94
Other equity	173.24	165.39
Non-controlling interest	--	4.82
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>	<b>42.40</b>	<b>35.28</b>
<b>Financial Liabilities</b>		
(i) Borrowings	30.15	31.60
(ii) Other Financial Liabilities	8.50	0.69
Provisions	3.75	2.99
<b>Current liabilities</b>	<b>54.81</b>	<b>63.06</b>
<b>Financial Liabilities</b>		
(i) Borrowings	6.47	7.39
(ii) Trade Payables	17.29	24.32
(iii) Other Financial Liabilities	5.66	3.91
Other Current Liabilities	23.84	26.17
Provisions	1.55	1.27
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>280.39</b>	<b>278.49</b>

# Sharing Profits...Consistently



Particulars (in Rs)	FY15	FY16	FY17	FY18	FY19	H1FY20
Consolidated Book Value / Share	106.84	124.08	119.56	148.87	176.35	184.24
Consolidated Earnings / Share	17.12	18.82	17.30	21.98	36.66	19.18
Dividend / Share	2.50	3.00	3.00	3.50	4.00	2.00



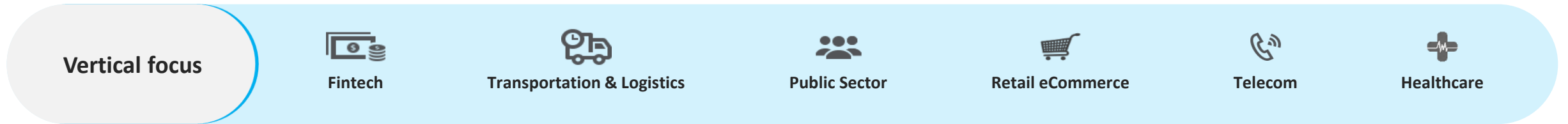
# About Saksoft



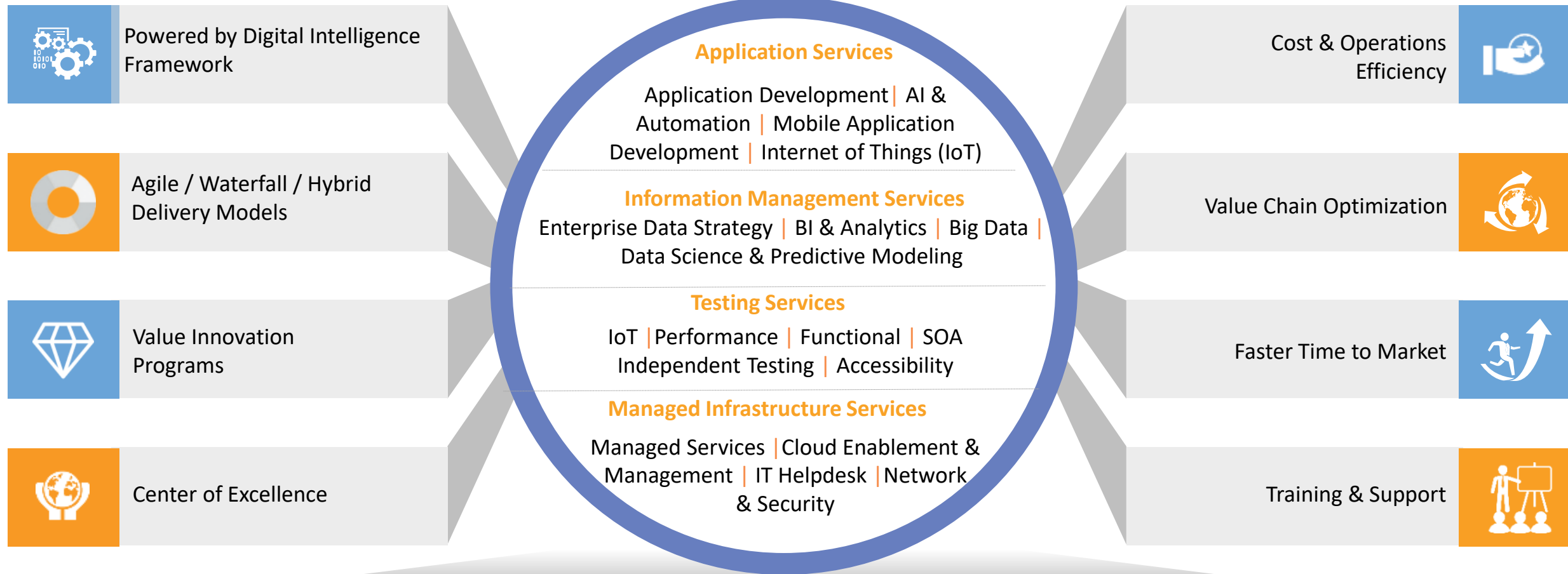
- 1000+ Employees
- 100+ Customers
- 14 Strategic Locations
- \$50 Million Revenues
- 20 Years Track-record



- 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



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

[Click Here](#) for Full Details



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



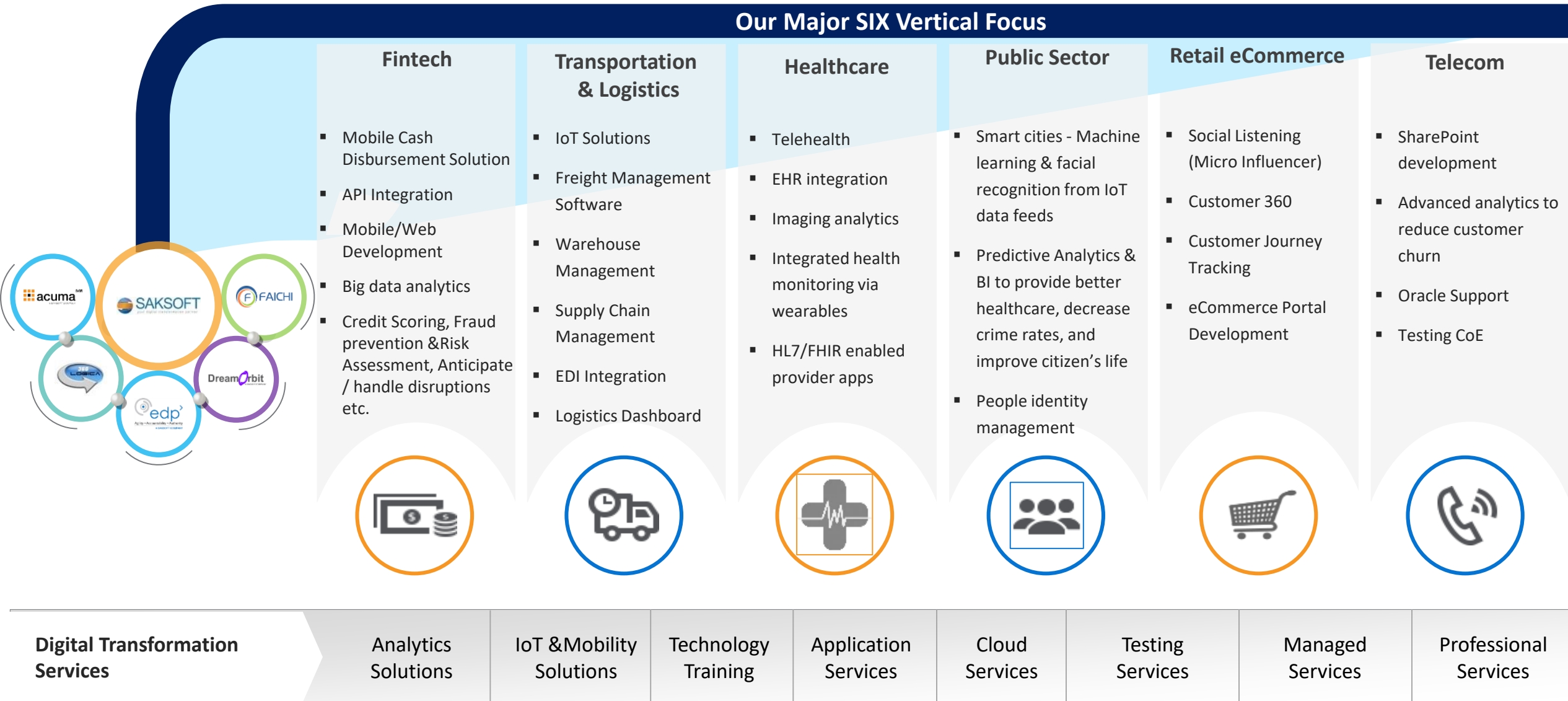
# Managed Infrastructure Services - Case Study

- **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.

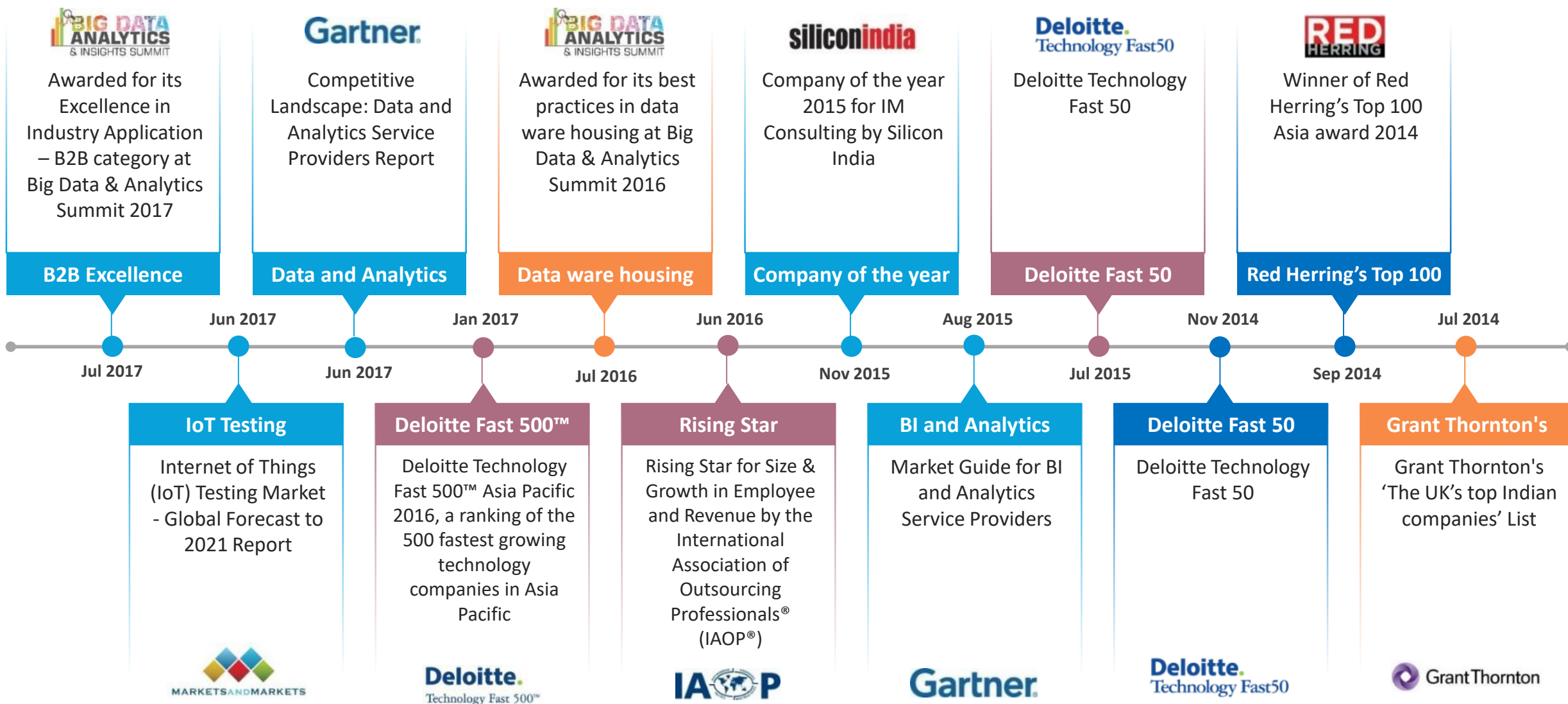




## Our Major SIX Vertical Focus



# 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.



## **Ganesh Chella, Additional & Independent Director**

Ganesh Chella is an alumnus of XLRI, Jamshedpur and a founder of Totus HR School, an institution that strives to make HR functions in organizations more aligned and effective by promoting the professional development of its HR practitioners.



## **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 alumnus 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.

**Dhiraj Mangla**

Executive Vice President

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



**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.



**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**  
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.

**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**

Vice President, Sales- US geography

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**  
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
 <b>acuma</b> 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

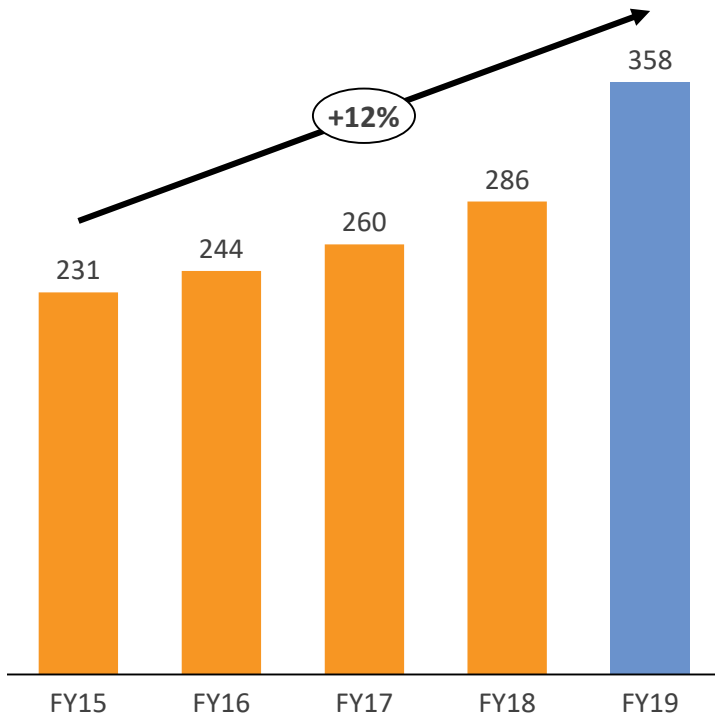
For a healthcare provider, Faichi designed a workflow between the Insurance & healthcare platforms. Leveraging MIRTH Connect developed RESTful API's on the telehealth platform.



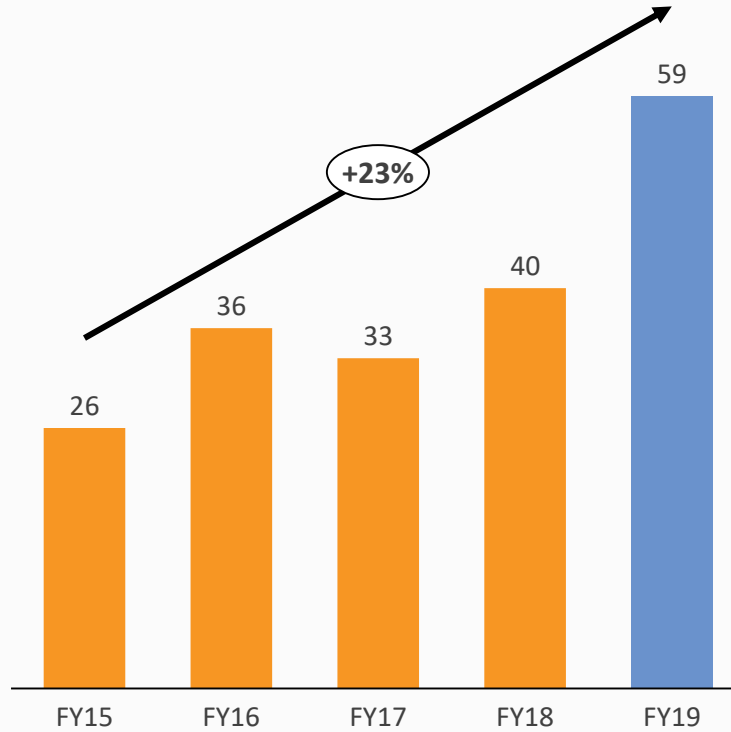
# Historical Financial Highlights

(in Rs. Crores)

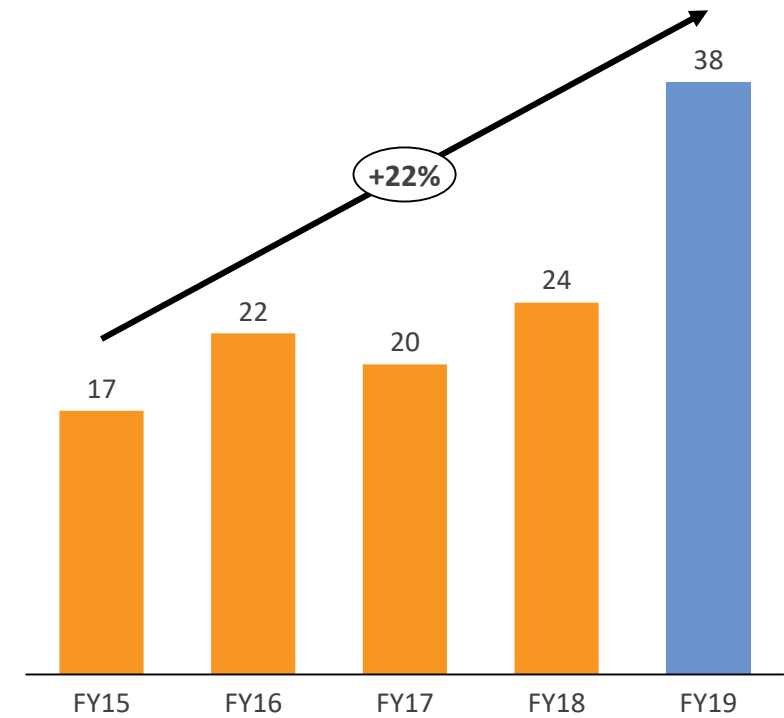
### Consolidated Turnover



### Consolidated EBIDTA



### Consolidated PAT\*





# Historical Consolidated Income Statement

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

# Consolidated Balance Sheet

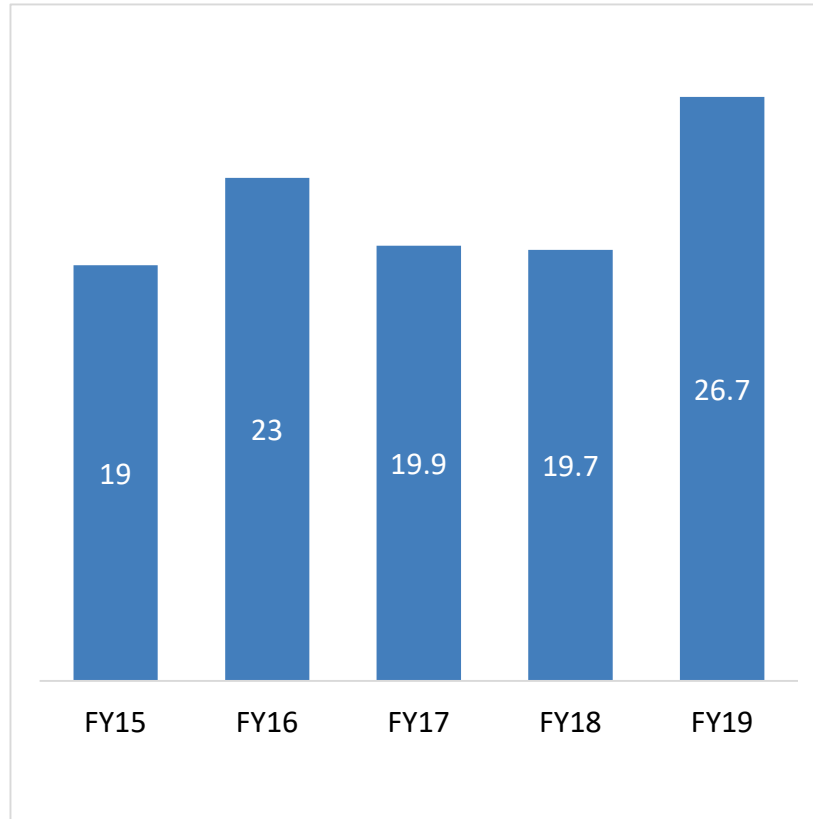


Particulars (in Rs. Crs.)	Mar-19	Mar-18
<b>Assets</b>		
<b>Non-current assets</b>	<b>145.74</b>	<b>152.88</b>
Property, Plant and Equipment	2.13	2.60
Goodwill on consolidation	137.06	142.11
Other Intangible assets	2.93	4.64
<b>Financial Assets</b>		
(i) Loans	0.00	0.03
(ii) Others	2.02	2.39
Deferred Tax Assets (Net)	1.56	1.09
Other Non-Current Assets	0.04	0.02
<b>Current assets</b>	<b>132.75</b>	<b>110.02</b>
<b>Financial Assets</b>		
(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
<b>TOTAL - ASSETS</b>	<b>278.49</b>	<b>262.90</b>

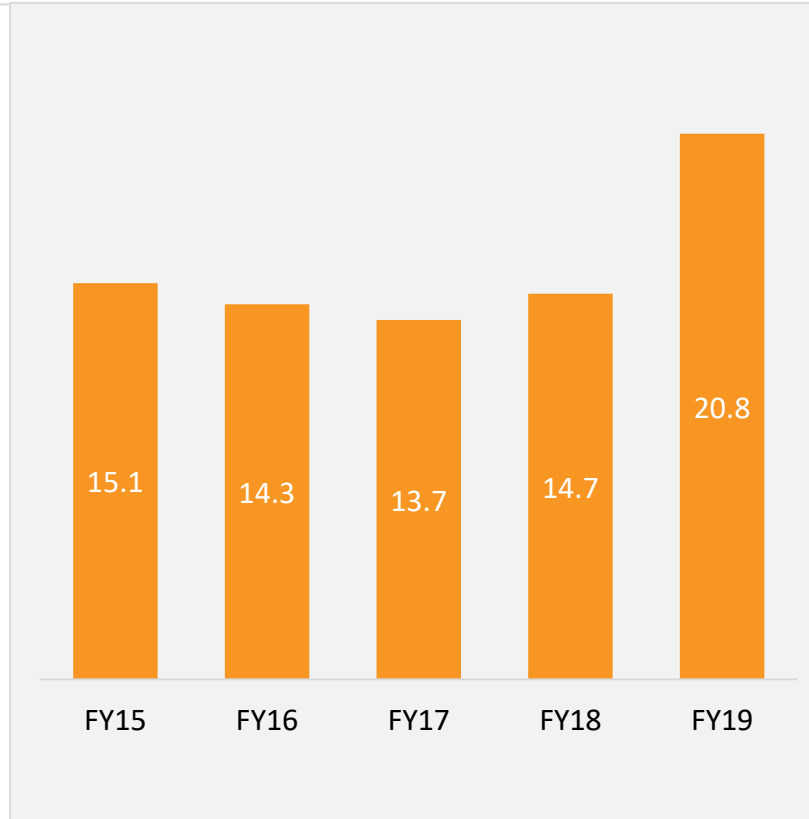
Particulars (in Rs. Crs.)	Mar-19	Mar-18
<b>Equity &amp; Liabilities</b>		
<b>Equity</b>	<b>175.34</b>	<b>148.02</b>
Equity Share capital	9.94	9.94
Other equity	165.39	138.08
Non-controlling interest	4.82	6.10
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>	<b>35.28</b>	<b>46.78</b>
<b>Financial Liabilities</b>		
(i) Borrowings	31.60	38.05
(ii) Other Financial Liabilities	0.69	6.09
Provisions	2.99	2.64
<b>Current liabilities</b>	<b>63.06</b>	<b>62.00</b>
<b>Financial Liabilities</b>		
(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
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>278.49</b>	<b>262.90</b>



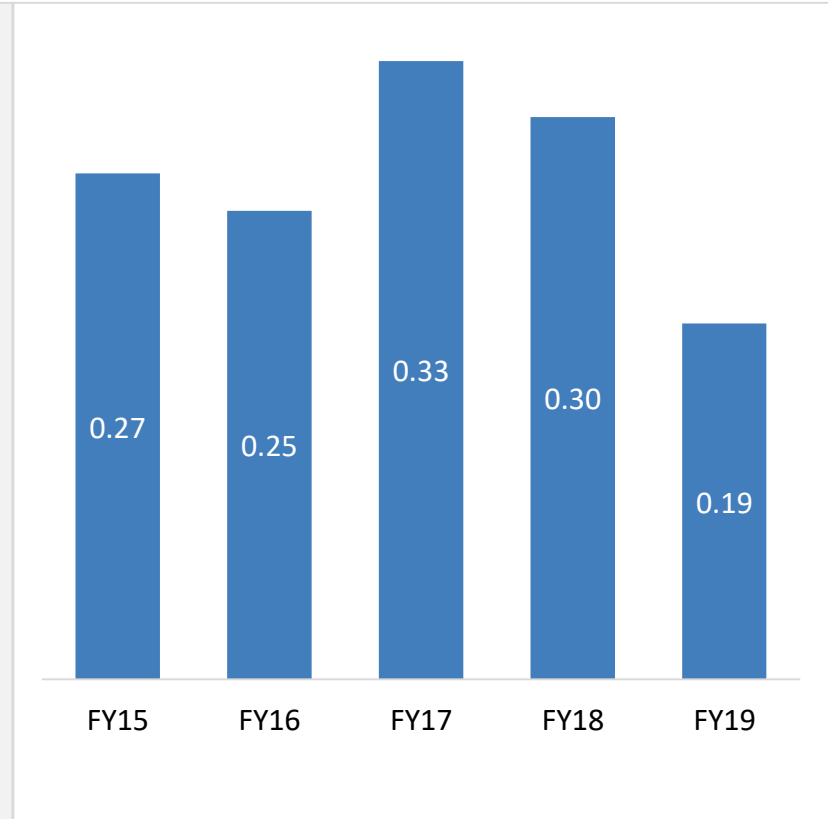
### Return on Capital Employed (%)



### 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

**Mr. Niraj Kumar Ganeriwal**  
Chief Financial Officer

[niraj.ganeriwal@saksoft.com](mailto:niraj.ganeriwal@saksoft.com)

[www.saksoft.com](http://www.saksoft.com)

---

## Investor Relations Advisors :

---

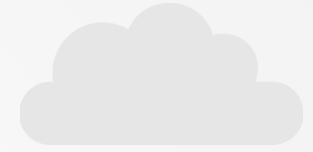
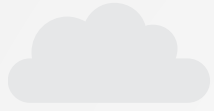


CIN: U74140MH2010PTC204285

Ms. Ami Parekh / Mr. Sagar Shroff

[ami.parekh@sgapl.net](mailto:ami.parekh@sgapl.net) / [sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net)  
+91 80824 66052 / +91 98205 19303

[www.sgapl.net](http://www.sgapl.net)



# Thank you



[www.saksoft.com](http://www.saksoft.com) | [info@saksoft.com](mailto:info@saksoft.com)