



Saksoft Limited

Q4FY22 & FY22
INVESTOR PRESENTATION

26th May 2022



Safe Harbor

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About Saksoft

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

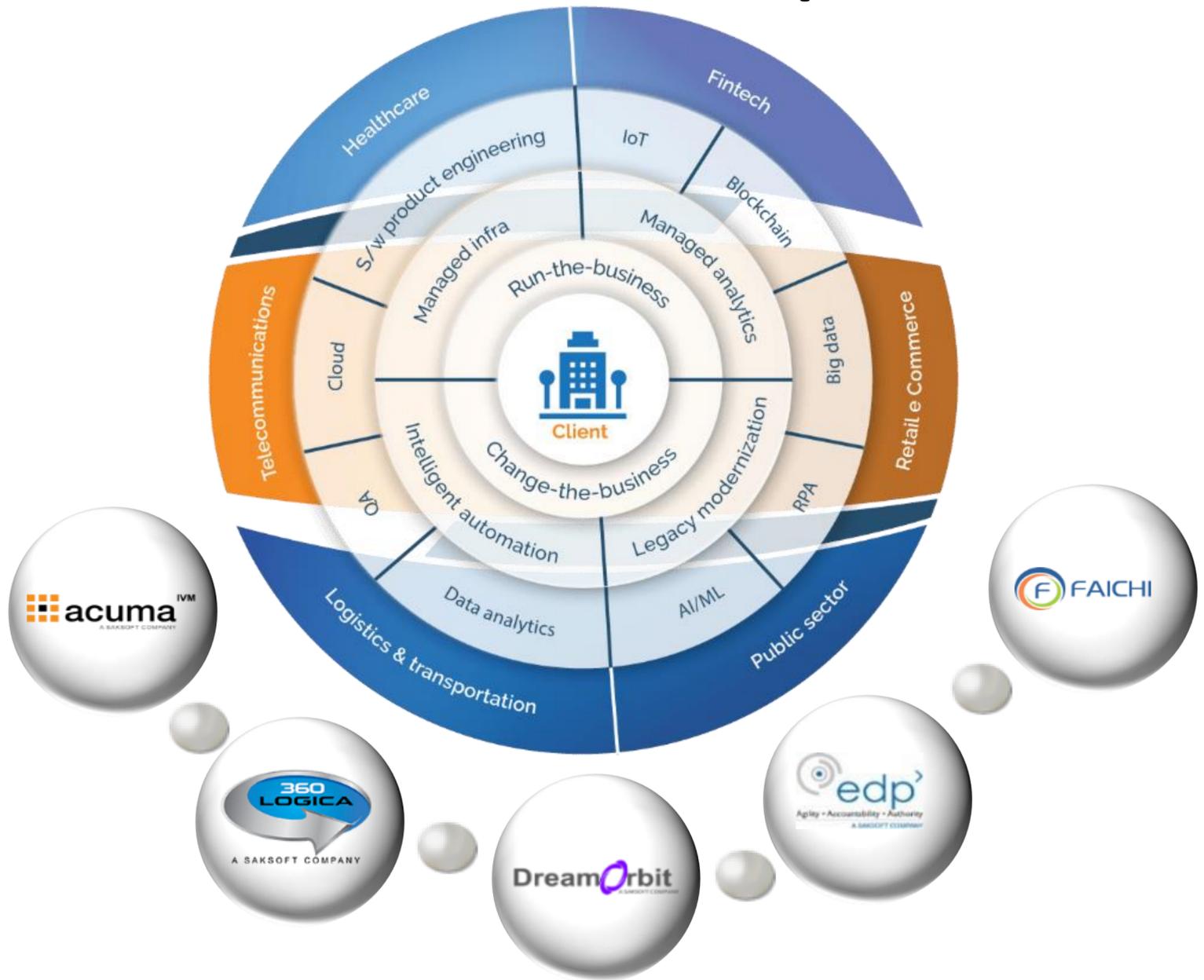
Digital Transformation Partner

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

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

Saksoft Group

- 1500+ Employees
- Cyber Essentials Plus, ISO 9001, 27001
- 14 Strategic Locations
- \$50 Million+ Revenues
- 20+ Years Track-record



- Innovation
- Customer focus
- Openness
- Respect
- Enterprising

Captive Centers for clients

US / UK and Europe / APAC

Listed in NSE / BSE

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

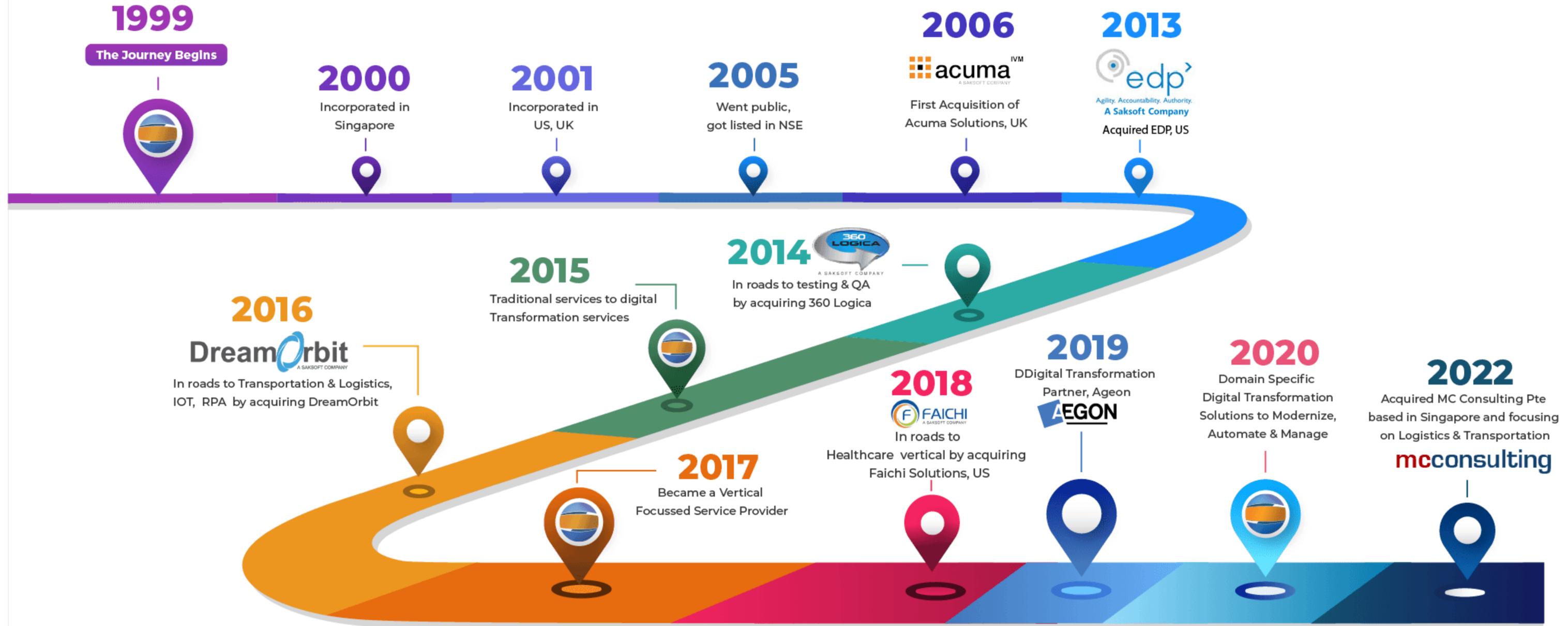
MANAGED INFRA

- 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 Delivery, Finance ,
HR, IT Support and Admin



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

Heading UK Enterprise and
Public Sector accounts



**BHASKAR
NARAYANAN**

SVP – India & APAC
Head – APAC Sales and
Marketing



**GOPAKUMAR
KAVUNKAL**

SVP & BU Head
Head –IM and Analytics
Practice



SOUMYA SHASHI

Vice President

Heading Testing & QA
Practice



AMIT VERMA

Executive Vice President

Heading Transportation &
Logistics Vertical



ROHAN PANDYA

Vice President

Heading Fintech Solutions
Vertical

Leadership Team

Financial Highlights

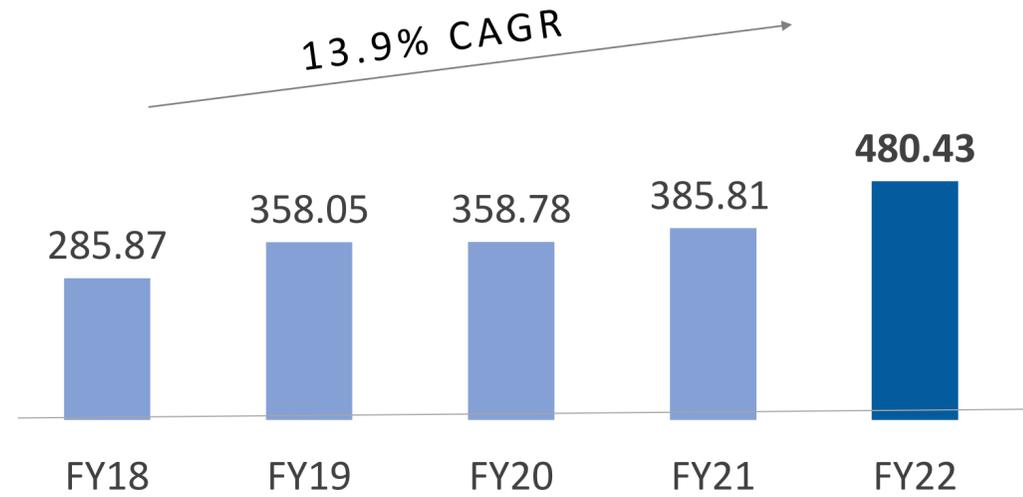
- *P&L performance*
- *Strong Financial performance*
- *Business Mix*
- *Latest quarter updates*

Strong Financial Position, Consistent Profit Sharing

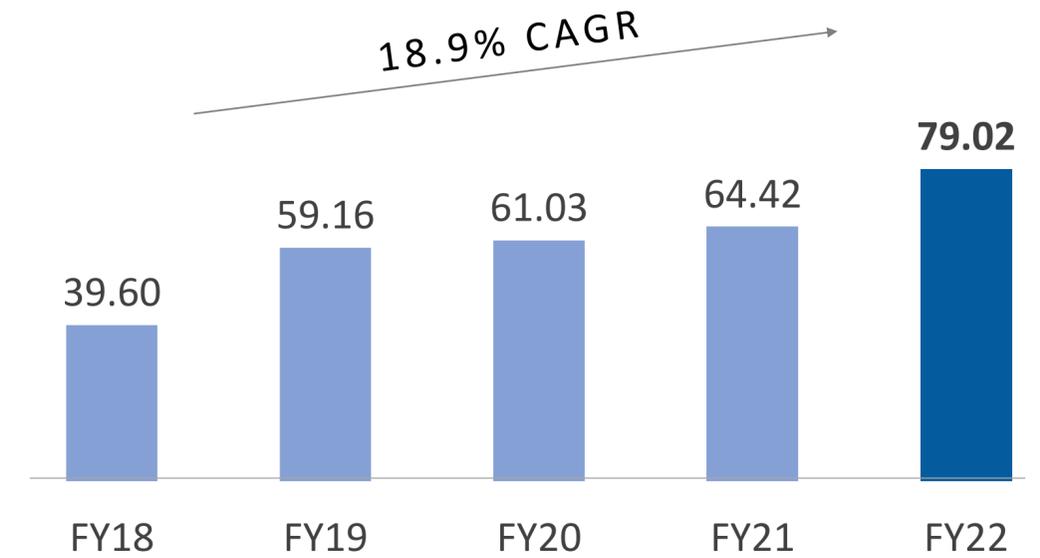
P&L Performance

(INR Crore)

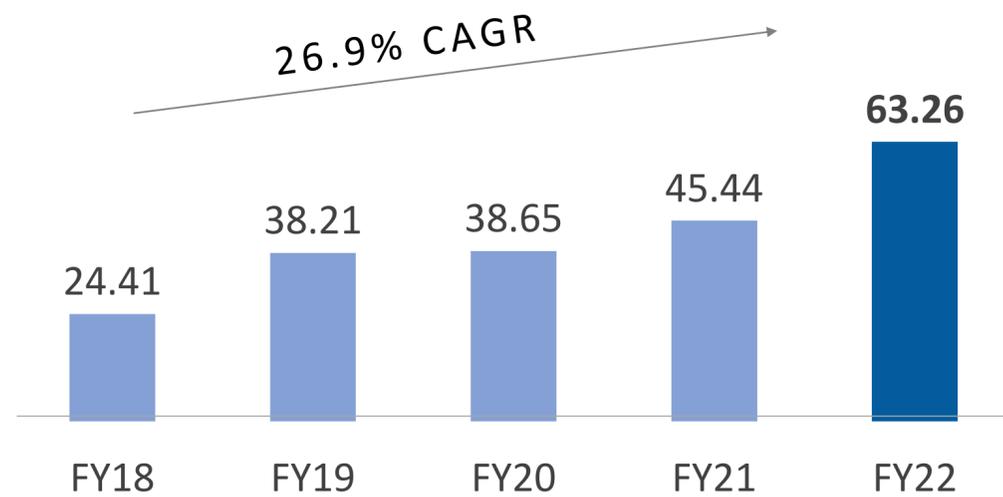
CONSOLIDATED REVENUE



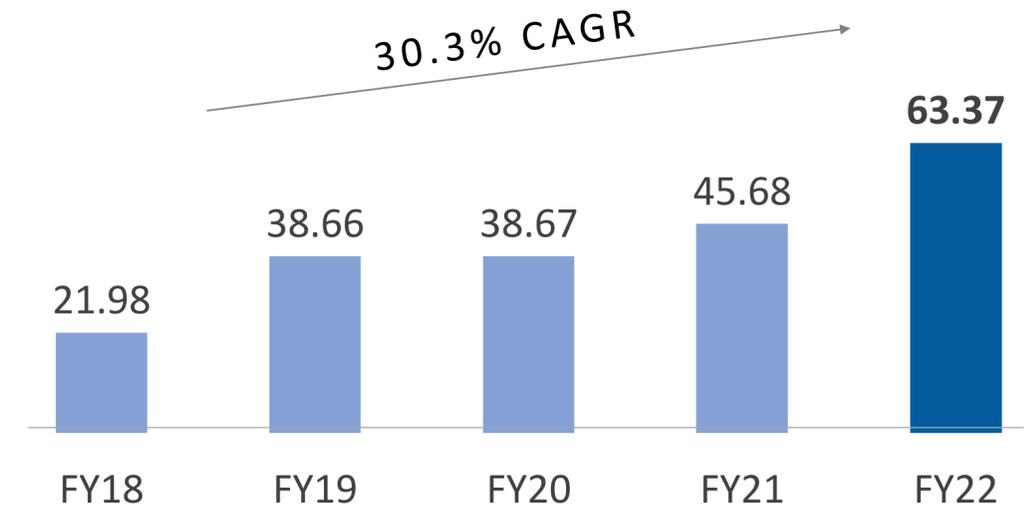
CONSOLIDATED EBITDA



CONSOLIDATED PAT*



EPS**



P&L Performance

Consolidated Income Statement (Q4FY22 & FY22)

Particulars (In INR Crore)	Q4FY22	Q3FY22	%	Q4FY21	%	FY22	FY21	%
Total Revenue	139.09	124.47	11.7%	97.45	42.7%	480.83	385.81	24.5%
Employee Expenses	55.69	54.22		45.79		209.54	182.92	
Support/ Third Party charges	51.83	42.03		28.34		163.95	112.42	
Other Expenses	9.42	6.15		7.77		27.92	26.05	
Operating EBITDA	22.15	22.07	0.4%	15.55	42.4%	79.02	64.42	22.7%
Operating EBITDA(%)	15.9%	17.7%	-181 bps	16.0%	-3 bps	16.4%	16.7%	-25 bps
Other Income	3.12	0.5		2.66		11.07	4.08	
Depreciation	2.16	1.76		1.59		6.94	6.67	
EBIT	23.11	20.81	11.1%	16.62	39.0%	83.15	61.83	34.5%
EBIT(%)	16.6%	16.7%		17.1%		17.3%	16.0%	
Finance Cost	0.80	0.66		0.78		2.77	3.44	
Profit Before Tax	22.31	20.15	10.7%	15.84	40.8%	80.38	58.39	37.7%
Tax	4.76	5.22		3.33		17.12	12.95	
Profit After Tax	17.55	14.93	17.5%	12.51	40.3%	63.26	45.44	39.2%
Profit After Tax (%)	12.6%	12.0%	62 bps	12.8%	-22 bps	13.2%	11.8%	139 bps
EPS (INR)	17.55	14.93	17.5%	12.57	39.6%	63.37	45.68	38.7%

Consolidated
Income
Statement

Consolidated Balance Sheet

 Consolidated
Balance Sheet

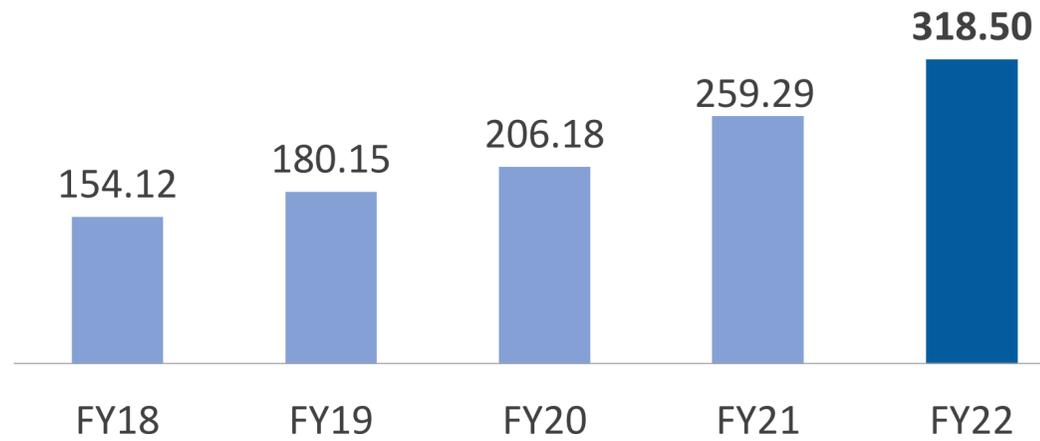
Particulars (INR Crore)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Assets					
Non-current assets	209.75	174.08	156.36	145.76	152.88
Property, Plant and Equipment	28.74	10.69	8.49	2.14	2.60
Goodwill on consolidation	166.51	148.70	140.30	137.06	142.11
Other Intangible assets	0.34	-	2.17	2.93	4.64
Financial Assets					
(i) Loans	7.01	0.00	0.00	-	0.03
(ii) Others	2.39	10.22	2.50	2.02	2.39
Deferred Tax Assets (Net)	4.73	4.47	2.89	1.56	1.09
Other Non-Current Assets	0.03	-	-	0.04	0.02
Current assets	251.79	191.13	147.00	132.74	110.02
Financial Assets					
(i) Investments	10.49	10.46	5.51	-	-
(ii) Trade receivables	106.2	64.40	67.52	64.95	58.43
(iii) Cash and cash equivalents	94.84	90.01	42.93	40.06	30.02
(iv) Loans	0.08	0.09	0.14	0.06	0.20
(v) Other Financial Assets	19.97	8.00	12.00	6.49	7.46
Current Tax Assets (Net)	1.49	1.65	1.88	1.38	0.23
Other Current Assets	18.72	16.52	17.02	19.80	13.68
TOTAL – ASSETS	461.54	365.21	303.36	278.49	262.90

Particulars (INR Crore)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity & Liabilities					
Equity	318.50	259.29	206.18	175.33	148.02
Equity Share capital	10.01	9.96	9.94	9.94	9.94
Other equity	308.49	249.33	196.24	165.39	138.08
Non-controlling interest		-	-	4.82	6.10
Liabilities					
Non-current liabilities	26.92	30.47	33.55	35.28	46.78
Financial Liabilities					
(i) Borrowings	3.88	20.00	24.69	31.60	38.05
(ii) Lease Liabilities	11.91	5.06			
(iii) Other Financial Liabilities	4.88		3.85	0.69	6.09
Provisions	6.25	5.41	5.01	2.99	2.64
Current liabilities	116.12	75.45	63.63	63.06	62.00
Financial Liabilities					
(i) Borrowings	0.16	-	0.85	7.39	4.42
(ii) Trade Payables	29.51	27.05	22.95	24.32	28.63
(iii) Other Financial Liabilities	11.76	12.51	8.70	3.91	7.63
Other Current Liabilities	67.87	30.51	29.53	26.17	20.32
Provisions	6.82	5.38	1.60	1.27	1.00
TOTAL - EQUITY AND LIABILITIES	461.54	365.21	303.36	278.49	262.90

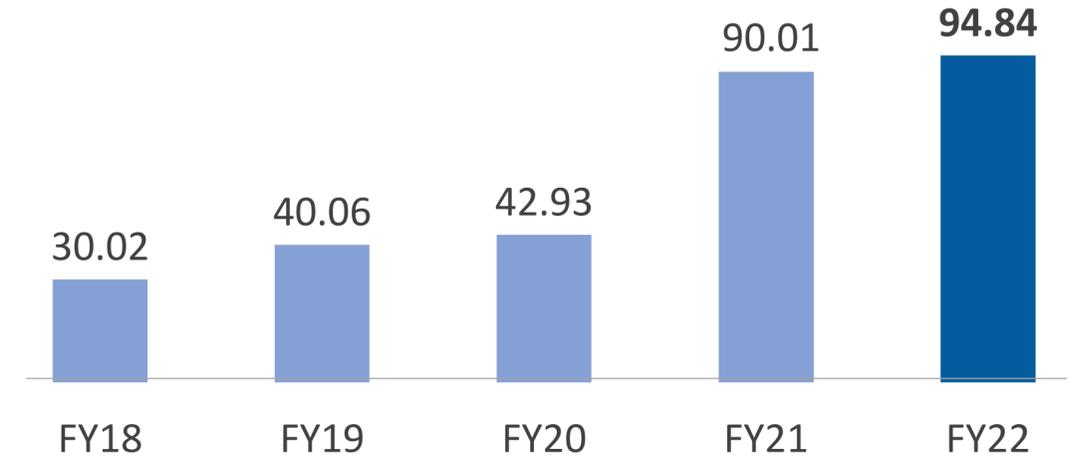
Strong Financial Position

(INR Crore)

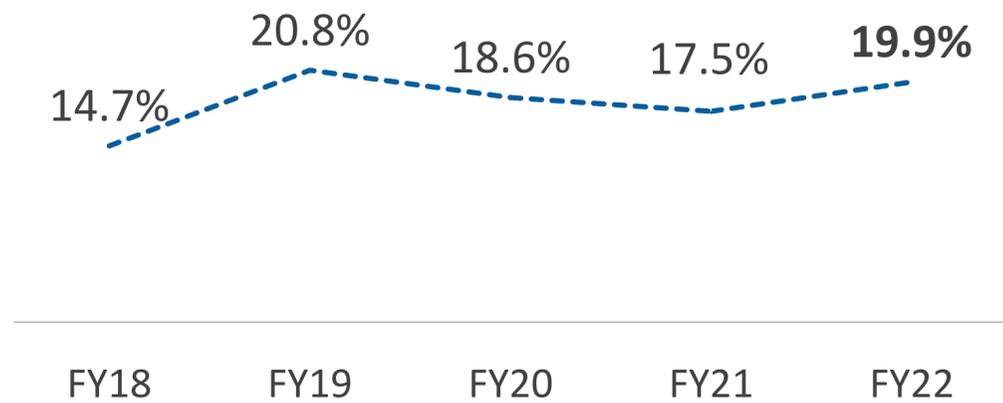
NETWORTH



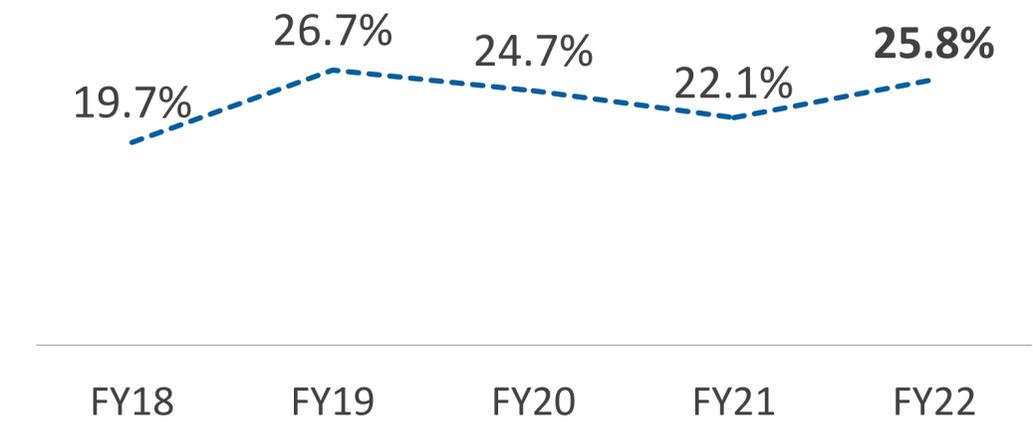
CASH POSITION



ROE (%)



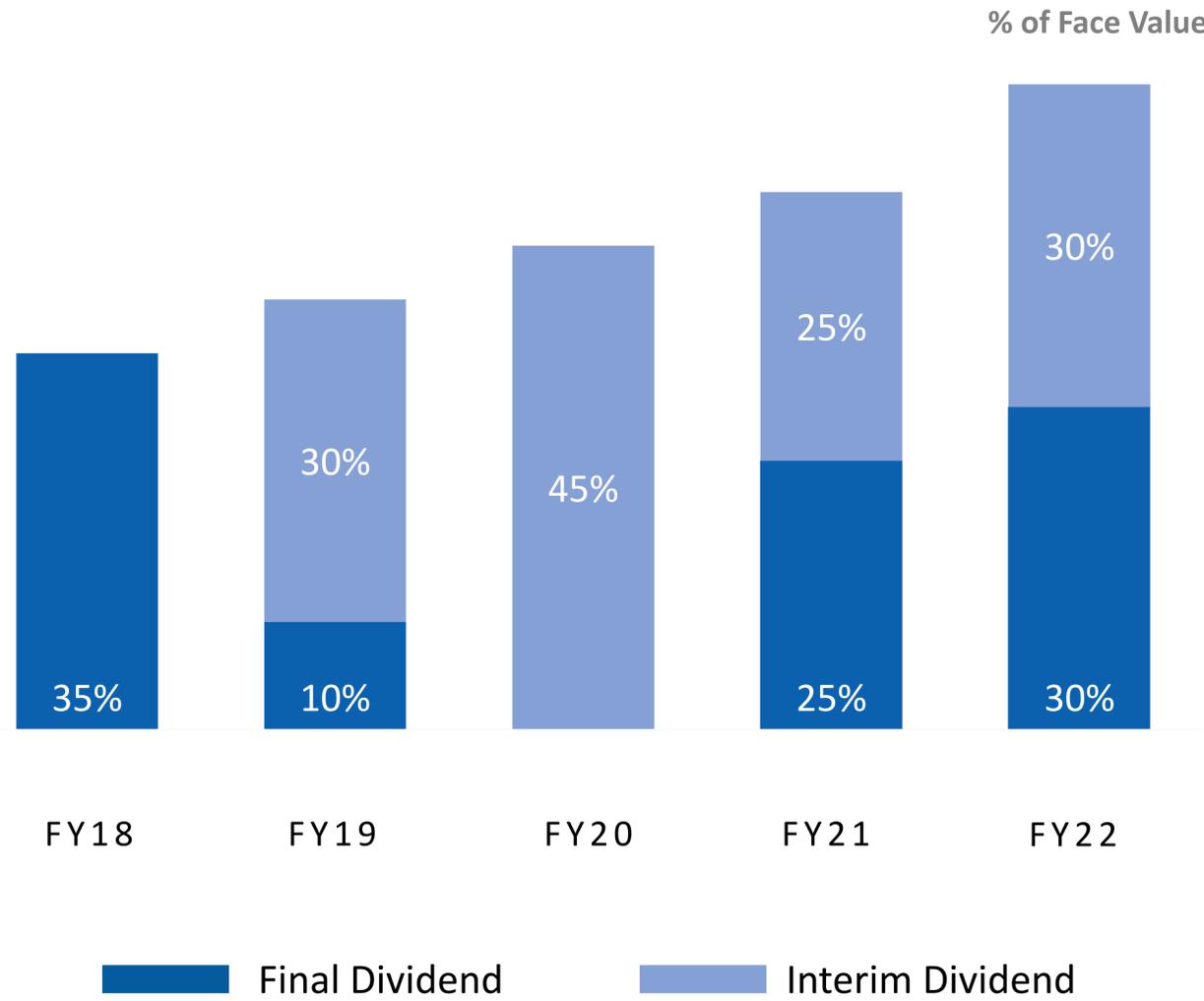
ROCE (%)



Strong Financial Position

Sharing Profits Consistently

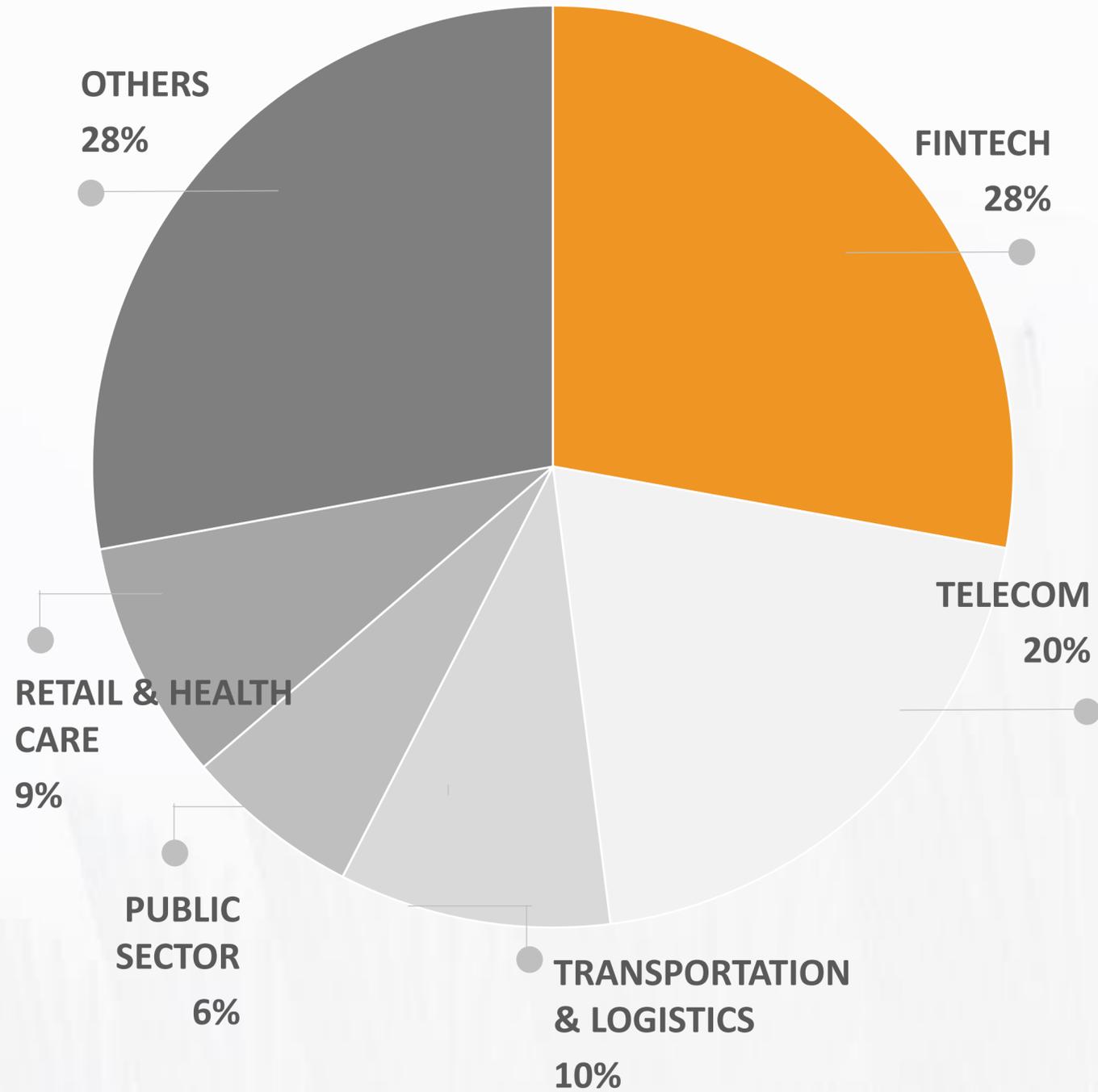
Sharing Profits Consistently



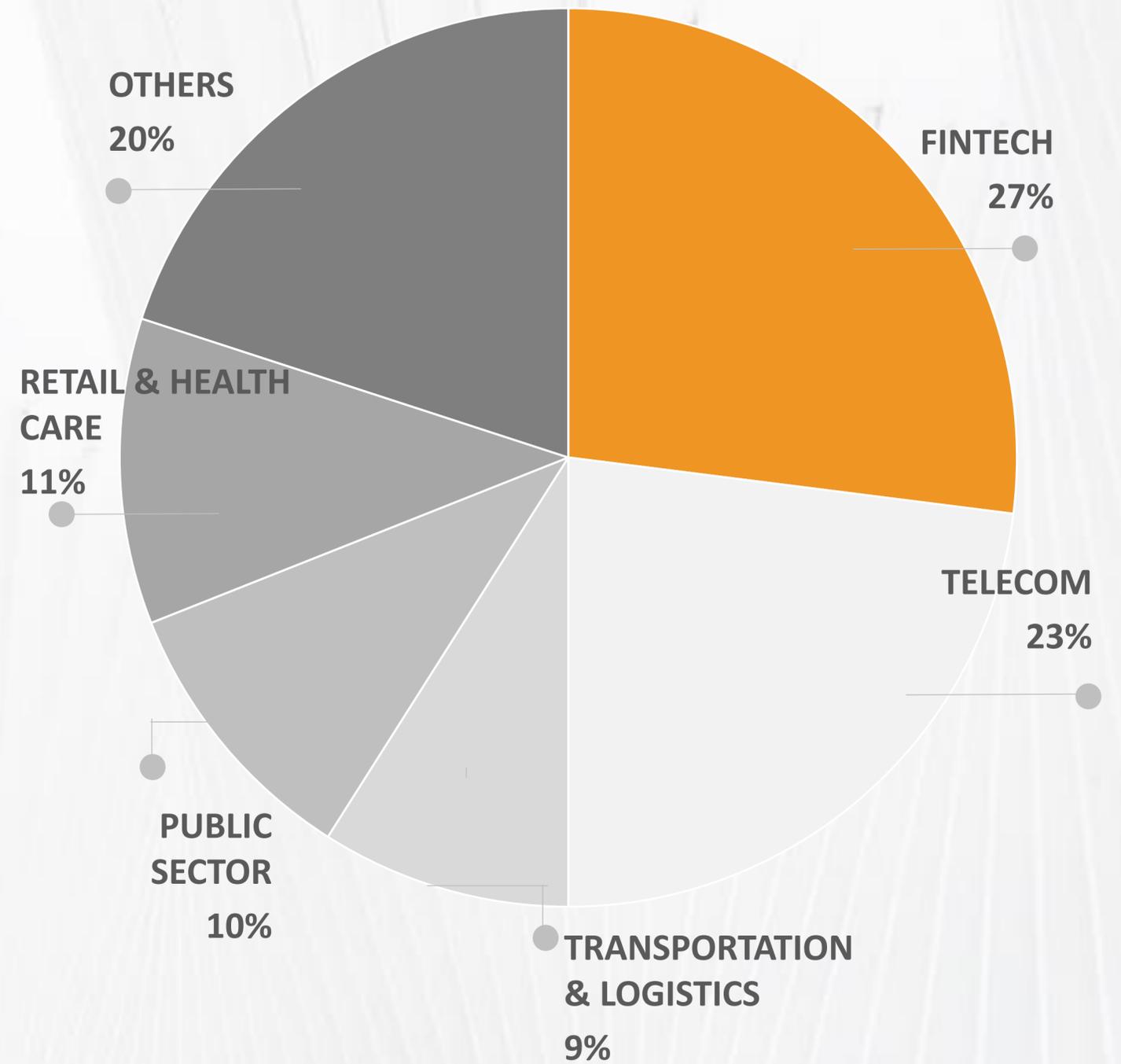
Particulars (In INR)	FY18	FY19	FY20	FY21	FY22
Consolidated Book Value / Share	148.86	176.35	207.37	260.40	318.29
Consolidated Earnings / Share	21.98	36.66	38.67	45.68	63.26
Dividend / Share	3.50	4.00	4.50	5.00	6.00

Business Mix

REVENUE BY VERTICALS (FY22)



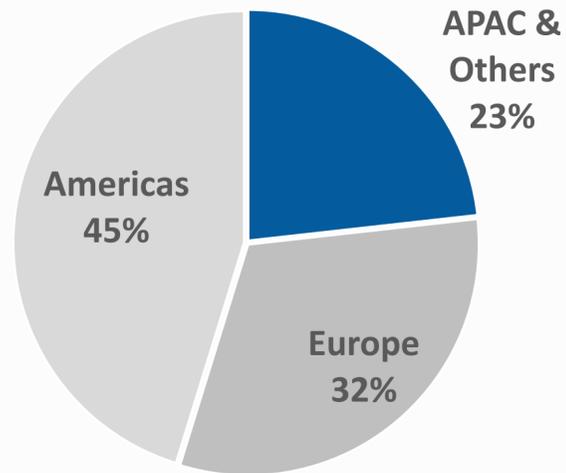
REVENUE BY VERTICALS (FY21)



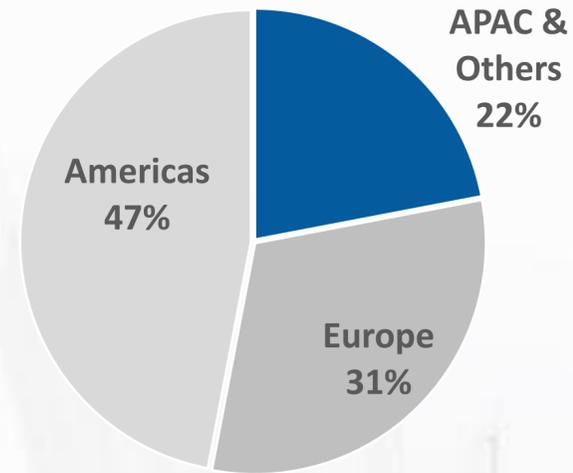
Operating & Customer Metrics

REVENUE BY GEOGRAPHY

(FY22)



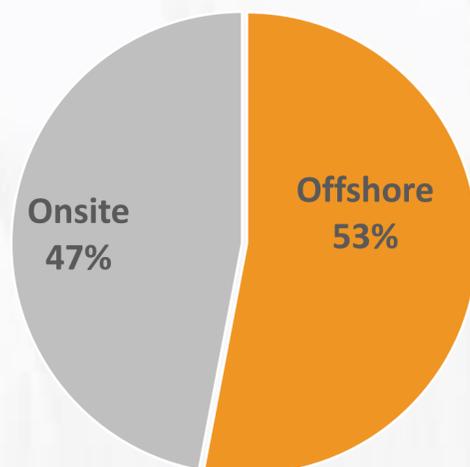
(FY21)



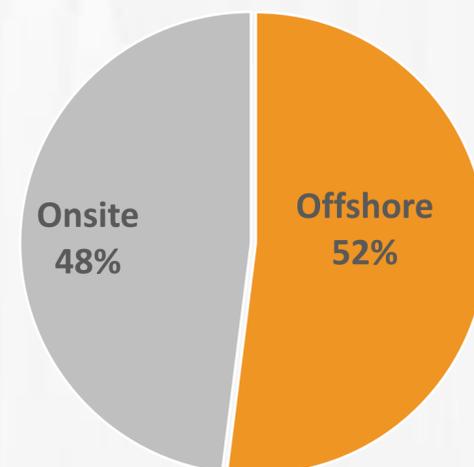
Customer Metrics	FY22	FY21
No of clients/customers per Million Dollar		
>1 Million	11	6
>0.5 Million to 1 Million	7	9
Top Customers		
Top 5	48%	46%
Top 10	59%	56%
Top 20	70%	66%

REVENUE MIX

(FY22)



(FY21)



Headcount Metrics	FY22	FY21
Total Employee Count	1,554	1,260
- Technical	1,406	1,127
- Support	148	133
Utilization – IT Services % (Excl. Trainees)	85%	82%

Highlights for Q4FY22 & FY22

STRONG GROWTH MOMENTUM

- FY22 reported revenue growth of 24.5% YoY
- Q4FY22 reported revenue growth of 42.7% YoY and 11.7% on QoQ basis
- Despite challenging environment, sustained double-digit EBITDA margin at 15.9% in Q4FY22
- Highest quarterly revenue reported in the current quarter

FOCUSSED EXECUTION

- Acquired MC Consulting Pte, a Singapore based Transportation and Logistics Focussed company to fit into our strategy of Inch-wide-Mile-Deep focus
- Added 3 new customers in 0.5Mn \$ revenue segment
- Moved 5 customers from \$0.5mn revenue segment to 1Mn \$ revenue segment during the full year under review

GROWTH PLAN

- Constant revenue growth is expected as we strive to help our customers to embrace their digital transformation journey, with our digital service offerings
- Embark on our Vision 2025 to become a US\$ 100 million company over next 3 years which will be a mix of organic and inorganic growth
- Approved the split of the Face Value of Equity Shares from Rs 10/- to Rs 1/- per share, subject to the approval of the Shareholders at the ensuing Annual General Meeting

Continued Growth Momentum

(INR Crore)

QUARTERLY PERFORMANCE

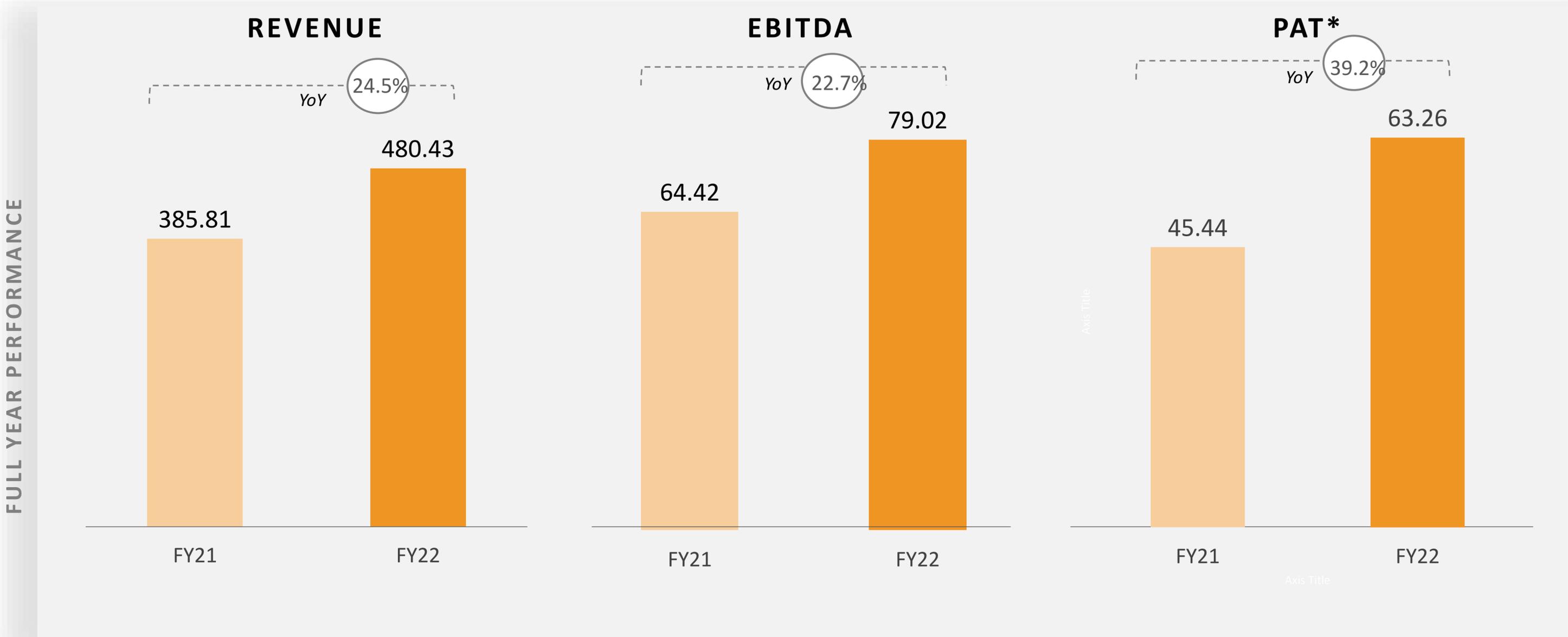


Continued Growth Momentum

*PAT is before minority interest

Continued Growth Momentum

(INR Crore)



Continued Growth Momentum

*PAT is before minority interest

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

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



CIN: L72200TN1999PLC054429

Mr. Niraj Kumar Ganeriwal
Chief Operating Officer and Chief
Financial Officer
niraj.ganeriwal@saksoft.com

Ms. Swetaleen Tripathy
Senior Manager
+91 9840024120
swetaleen.t@saksoft.com

www.saksoft.com

INVESTOR RELATION ADVISORS

Ernst & Young, LLP



Mr. Diwakar Pingle
Diwakar.Pingle@in.ey.com

Ms. Asha Gupta
Asha.Gupta@in.ey.com