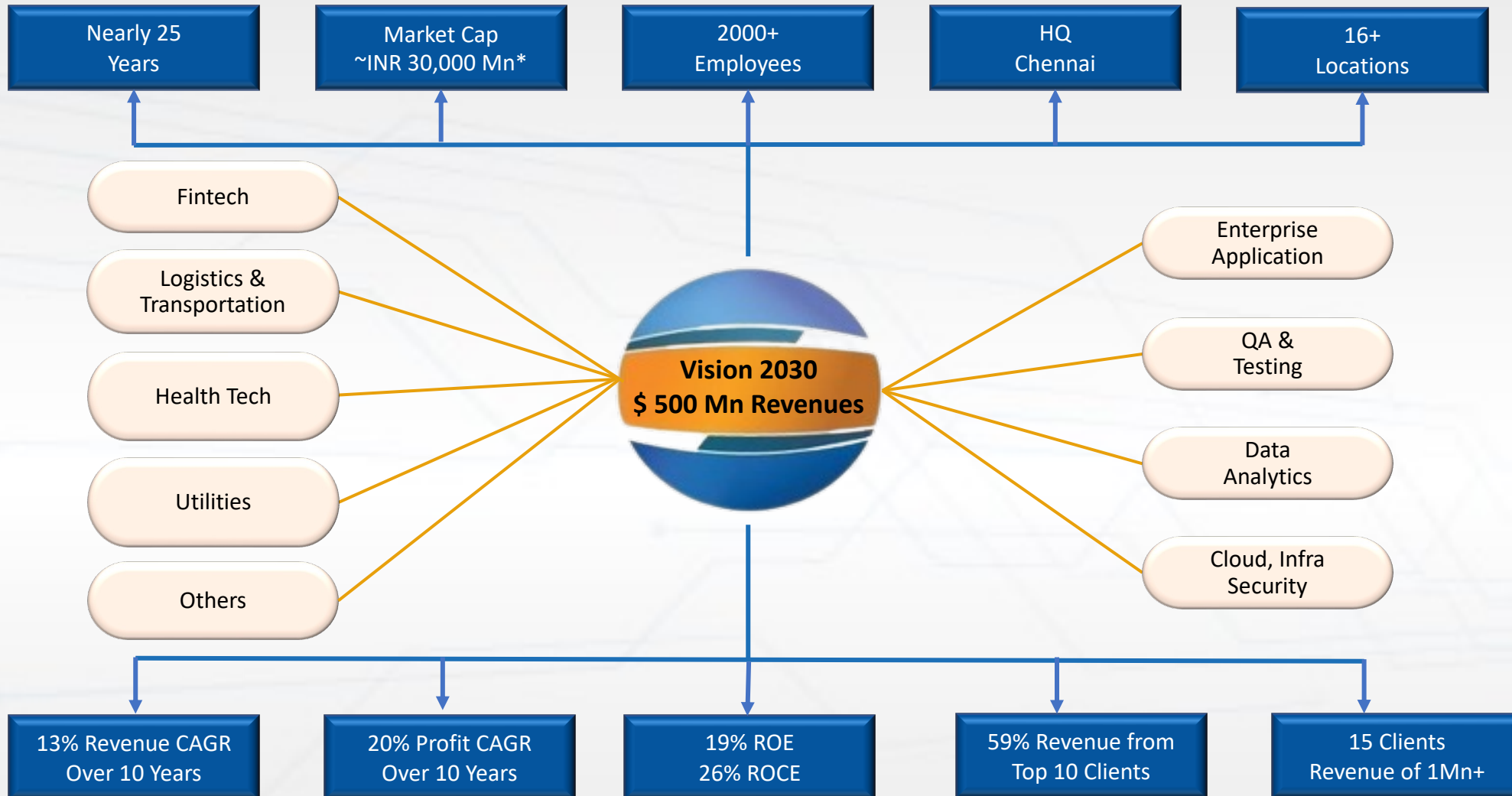
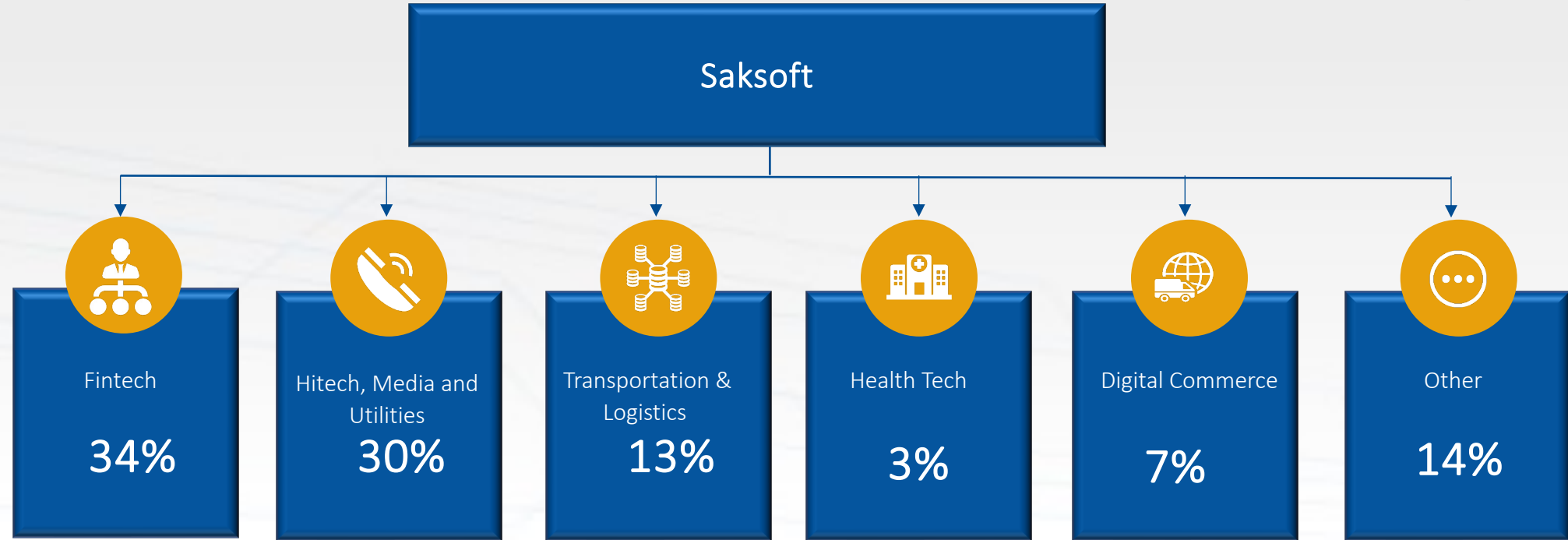




EARNINGS PRESENTATION

Q4-FY24/FY24





Our USP

- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

Customer-fit: Focus on clients with revenues ranging from USD 100 million to USD 3 billion- not too large to lose the customer perspective nor too little to be unable to spend appropriately.



Cross-selling and upselling by the company aided in its development as a full-service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

Q4-FY24/FY24 PERFORMANCE

Q4-FY24/ FY24 Financial and Operational Highlights

Q4-FY24 Consolidated Performance

INR 1,949 Mn
Operating Income

INR 334 Mn
Operating EBITDA

17.14%
Operating EBITDA
Margins

INR 232 Mn
Net Profit

11.90 %
PAT Margins

INR 2.33/Share
Basic EPS

FY24 Consolidated Performance

INR 7,616 Mn
Operating Income

INR 1,367 Mn
Operating EBITDA

17.95%
Operating EBITDA
Margins

INR 962 Mn
Net Profit

12.63%
PAT Margins

INR 9.59/Share
Basic EPS

Operational Highlights

- FY24 Revenues grew by 14% YoY inching closer to USD 500 Mn revenue mark.
- Q4-FY24 margins remained flat over this year as the sales engine is being strengthened.
- As a part of the Go To Market strategy Company is investing in frameworks across its verticals.
- To bring in operating efficiencies throughout the group, the Company has decided to merge DreamOrbit Softech Private Limited, Three-Sixty Logica Testing Services Private Limited, and Terafast Networks Private Limited with Saksoft Limited.
- Organization restructuring into 4 industry verticals- Fintech, Transportation & Logistics, Hi-Tech Media and Utilities, and Retail E-commerce for increased focus in sales and delivery.

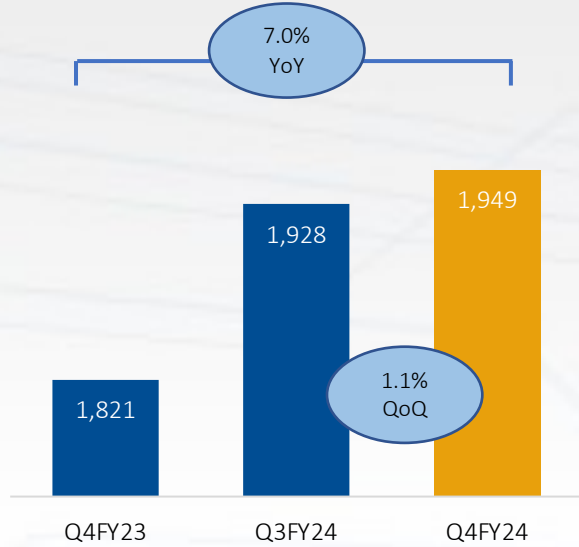
Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

“In FY 2023-24 we grew revenues by 14% and profit before tax by 22% when compared to the previous financial year. As we move towards our revenue goal of USD 500 million by 2030 we will continue to create and operate in market niches in an ever-increasing crowded marketplace. We are reorganizing our business into 4 business units of Fintech, Hi-tech media and utilities, Transportation and Logistics, and Retail. This will make us more market facing and more responsive to our customers’ business needs.”

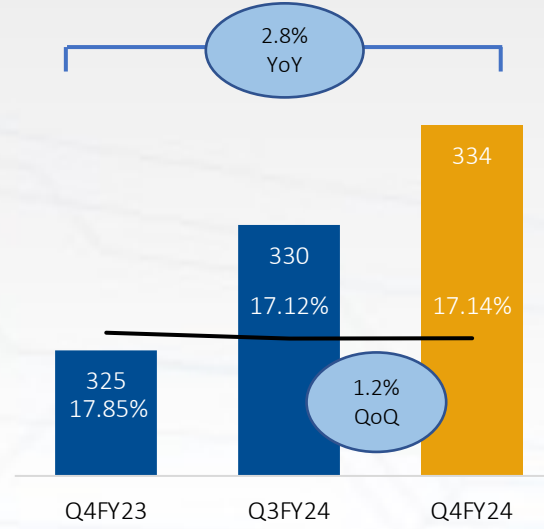
Financial Performance

Quarterly Performance

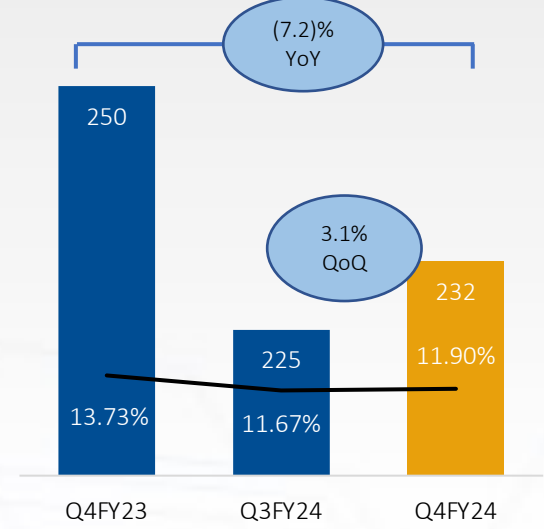
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

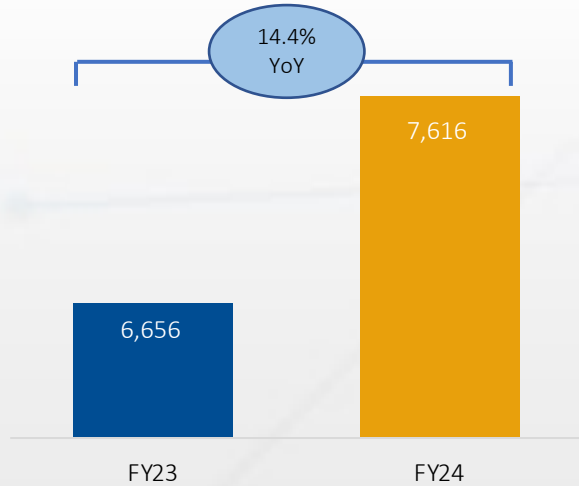


PAT (INR MN)

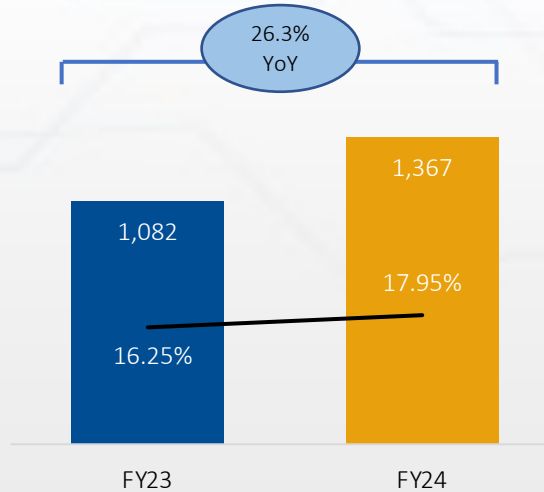


Annual Performance

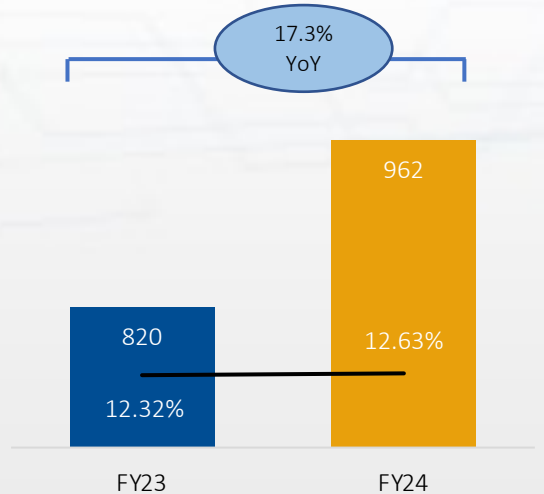
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

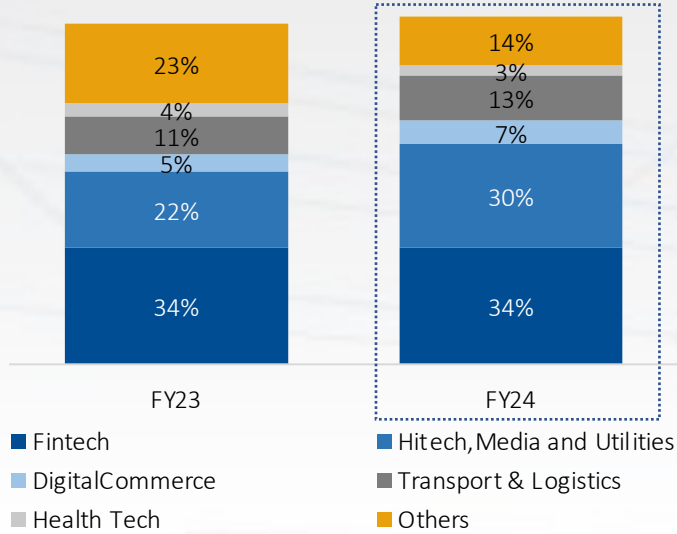


PAT (INR MN)

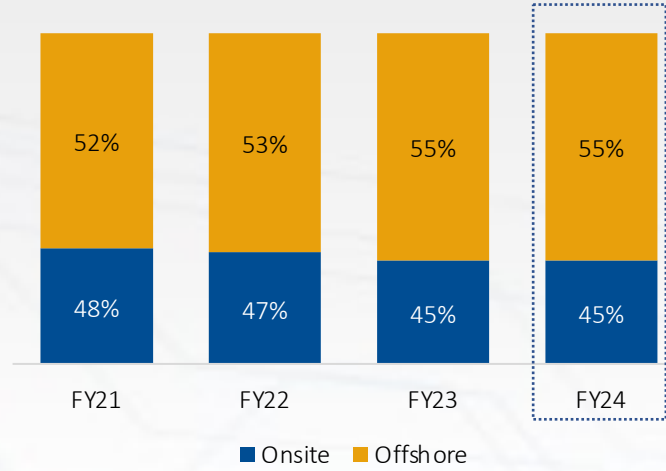


Key Performance Metrics

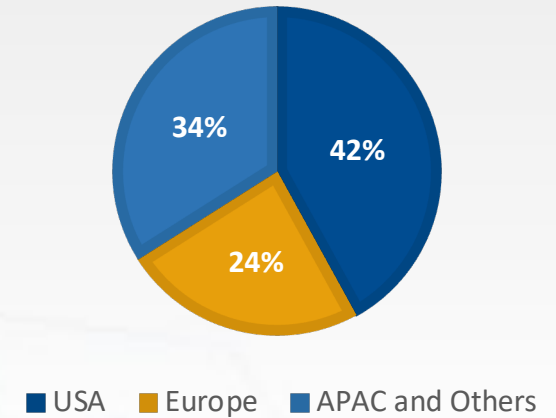
REVENUE BY VERTICALS



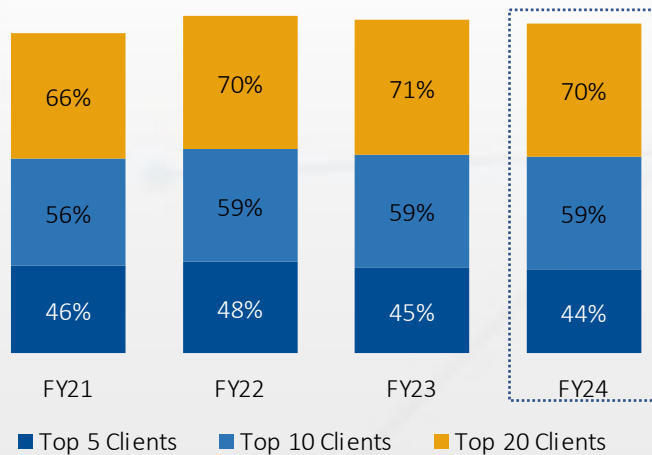
REVENUE MIX (%)



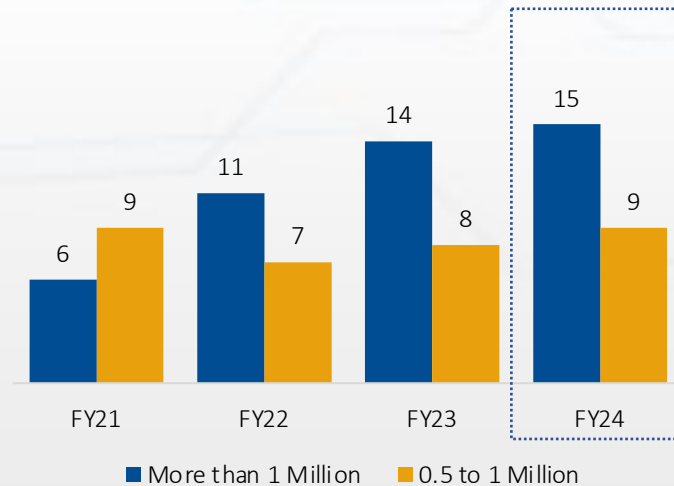
FY24 REVENUE BY GEOGRAPHY (%)



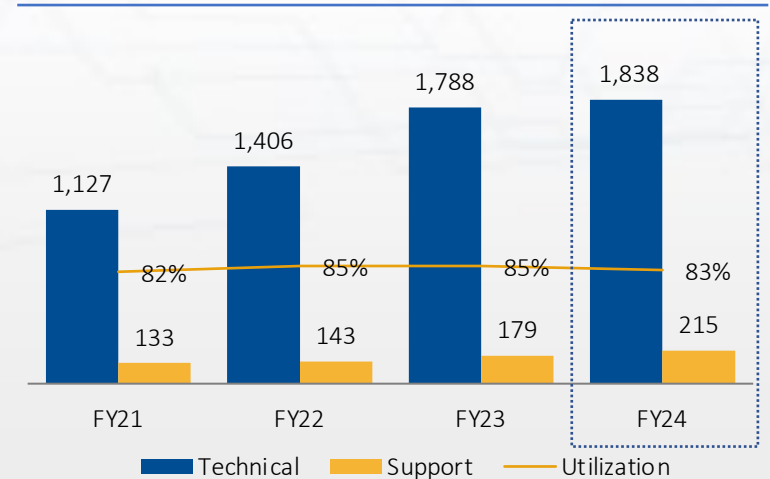
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q4-FY24	Q3-FY24	Q-o-Q	Q4-FY23	Y-o-Y
Operating Income	1,949	1,928	1.1%	1,821	7.0%
Expenses	1,615	1,598	1.1%	1,496	8.0%
Operating EBITDA	334	330	1.2%	325	2.8%
<i>Operating EBITDA Margins (%)</i>	<i>17.14%</i>	<i>17.12%</i>	<i>2 Bps</i>	<i>17.85%</i>	<i>(71) Bps</i>
Depreciation	34	29	17.2%	27	25.9%
Finance Cost	11	11	NA	6	83.3%
Other Income	24	12	NA	7	NA
PBT	313	302	3.6%	299	4.7%
Tax	81	77	5.2%	49	65.3%
Profit After Tax	232	225	3.1%	250	(7.2)%
<i>PAT Margins (%)</i>	<i>11.90%</i>	<i>11.67%</i>	<i>23 Bps</i>	<i>13.73%</i>	<i>(183) Bps</i>
Other Comprehensive Income	14	62	(77.4)%	30	(53.3)%
Total Comprehensive Income	246	287	(14.3)%	280	(12.1)%
EPS Basic (INR)	2.33	2.24	4.0%	2.49	(6.4)%

Annual Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY24	FY23	Y-o-Y
Operating Income	7,616	6,656	14.4%
Expenses	6,249	5,574	12.1%
Operating EBITDA	1,367	1,082	26.3%
<i>Operating EBITDA Margins (%)</i>	<i>17.95%</i>	<i>16.25%</i>	<i>170 Bps</i>
Depreciation	119	100	19.0%
Finance Cost	35	22	59.1%
Other Income	69	94	(26.6)%
PBT	1,282	1,054	21.6%
Tax	320	234	36.8%
Profit After Tax	962	820	17.3%
<i>PAT Margins (%)</i>	<i>12.63%</i>	<i>12.32%</i>	<i>31 Bps</i>
Other Comprehensive Income	80	85	(5.9)%
Total Comprehensive Income	1,042	905	15.1%
EPS Basic(INR)	9.59	8.18	17.2%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY21	FY22	FY23	FY24
Operating Income	3,858	4,804	6,656	7,616
Expenses	3,214	4,014	5,574	6,249
Operating EBITDA	644	790	1,082	1,367
<i>Operating EBITDA Margins (%)</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	<i>17.95%</i>
Depreciation	67	69	100	119
Finance Cost	34	28	22	35
Other Income	41	111	94	69
PBT	584	804	1,054	1,282
Tax	130	171	234	320
Profit After Tax	454	633	820	962
<i>PAT Margins (%)</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.63%</i>
Other Comprehensive Income	95	3	85	80
Total Comprehensive Income	549	636	905	1,042
EPS Basic (INR)	4.56	6.34	8.18	9.59

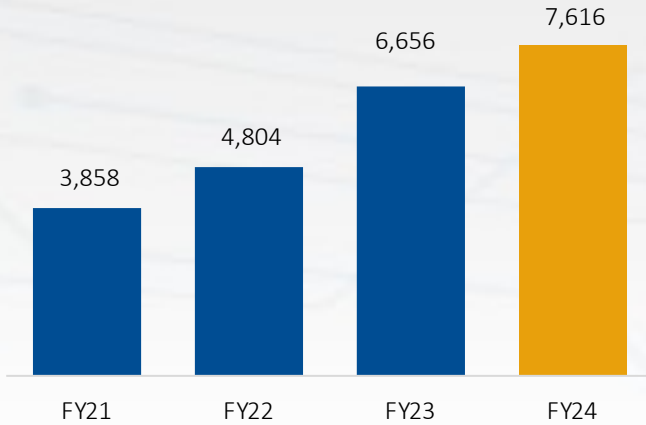
Consolidated Balance Sheet

PARTICULARS (INR MN)	FY22	FY23	FY24
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	100	101
(B) Other Equity	3,085	3,945	4,953
Total Equity	3,185	4,045	5,054
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	39	-	73
(ii) Other Financial liabilities	49	41	302
(iii) Lease liabilities	119	81	124
(B) Provisions	62	102	151
(C) Other Non-Current Liabilities	-	-	-
Total Non – Current Liabilities	269	224	650
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	2	-	11
(ii) Trade Payables	295	257	359
(iii) Lease Liabilities	47	54	56
(iv) Other Financial Liabilities	70	153	483
(B) Other Current Liabilities	679	858	1,157
(C) Provisions	68	90	94
Total Current Liabilities	1,161	1,412	2,160
GRAND TOTAL - EQUITIES & LIABILITES	4,615	5,681	7,864

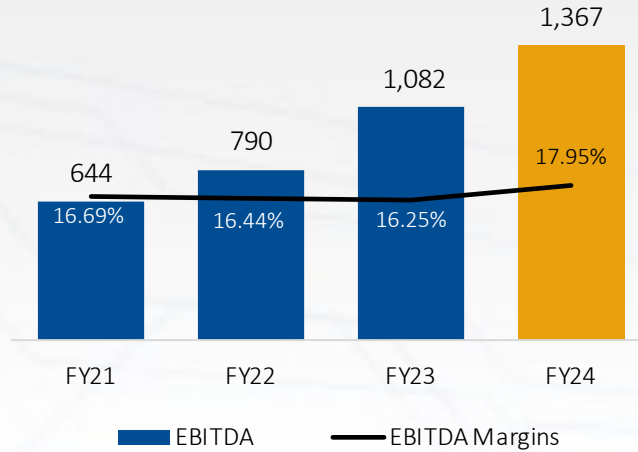
PARTICULARS (INR MN)	FY22	FY23	FY24
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	121	147	146
(B) Right-of-Use Assets	167	128	149
(C) Goodwill on Consolidation	1,665	1,903	3,270
(D) Other Intangible Assets	3	5	4
(E) Financial Assets			
(i) Investments	70	-	-
(ii) Other Financial Assets	24	170	31
(F) Deferred Tax Assets (Net)	47	73	86
(G) Other Non - Current Assets	-	-	-
Total Non – Current Assets	2,097	2,426	3,686
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	105	90	145
(ii) Trade Receivables	1,062	1,164	1,620
(iii) Cash & Cash Equivalentents	739	879	1,418
(iv) Bank balances other than above	210	557	507
(v) Loans	-	2	17
(vi) Other Financial Assets	200	249	178
(B) Current Tax Assets (Net)	15	33	40
(C) Other Current Assets	187	281	253
Total Current Assets	2,518	3,255	4,178
GRAND TOTAL – ASSETS	4,615	5,681	7,864

Consolidated Financial Performance

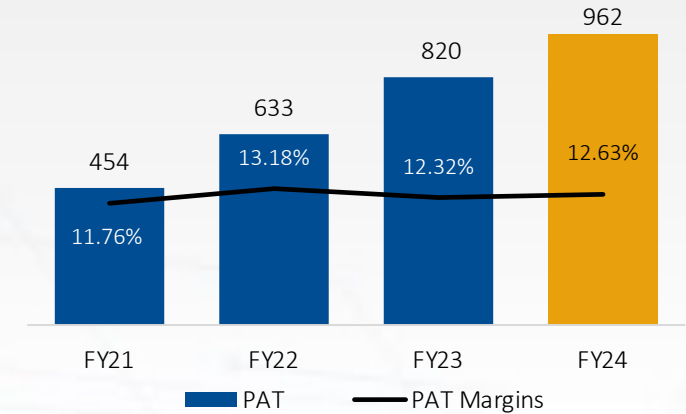
REVENUES (INR MN)



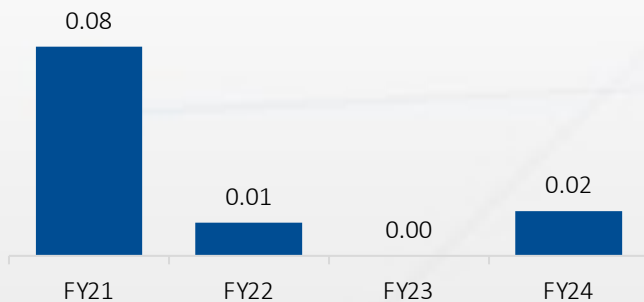
OPERATING EBITDA (INR MN)



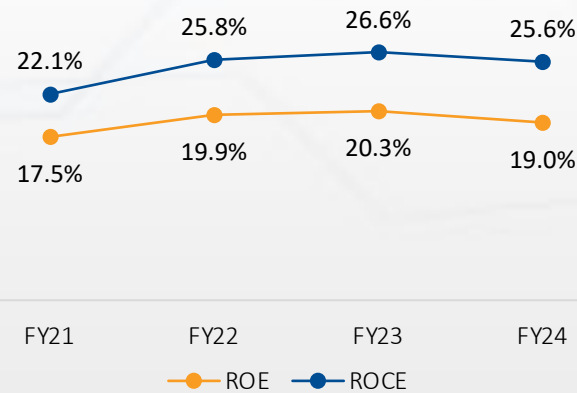
PAT (INR MN)



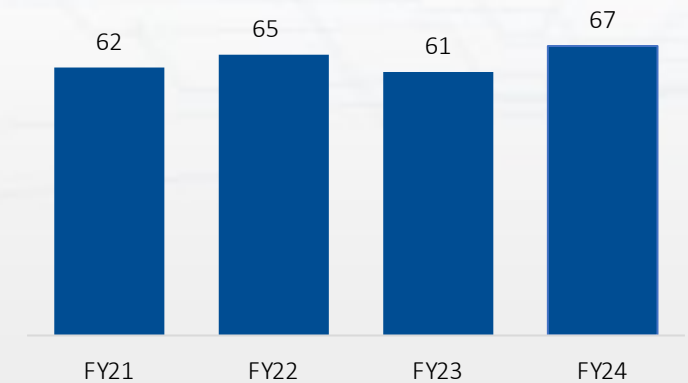
DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)

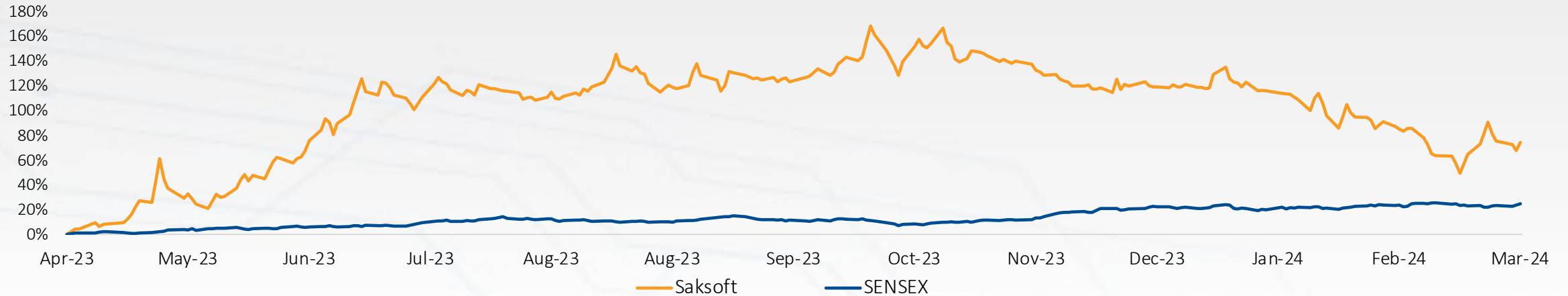


DSO DAYS



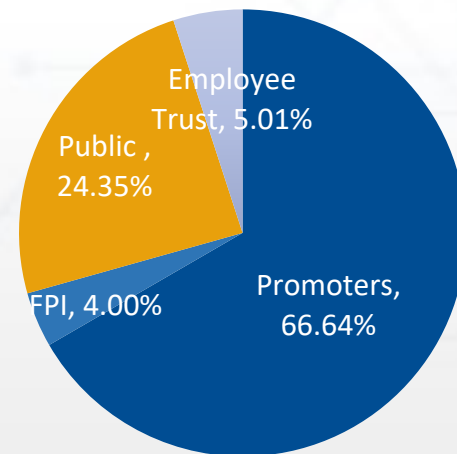
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

1 year share price movement (Up to 31st March 2024)

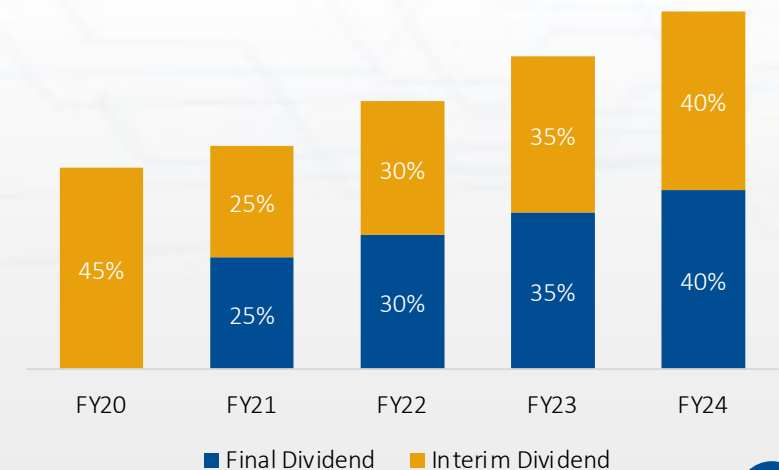


Price Data (as on 31 st March, 2024)	
Face value (INR)	1.00
Market Price (INR)	254.80
52 Week H/L (INR)	399.40/145.10
Market Cap (INR Mn)	27,019.24
Equity Shares Outstanding (Mn)	106.04
1 Year Avg. Trading Volume ('000)	411.90

Shareholding Pattern (As on 31st March, 2024)



Dividend as a % of Face Value



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Saksoft Limited

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THANK YOU