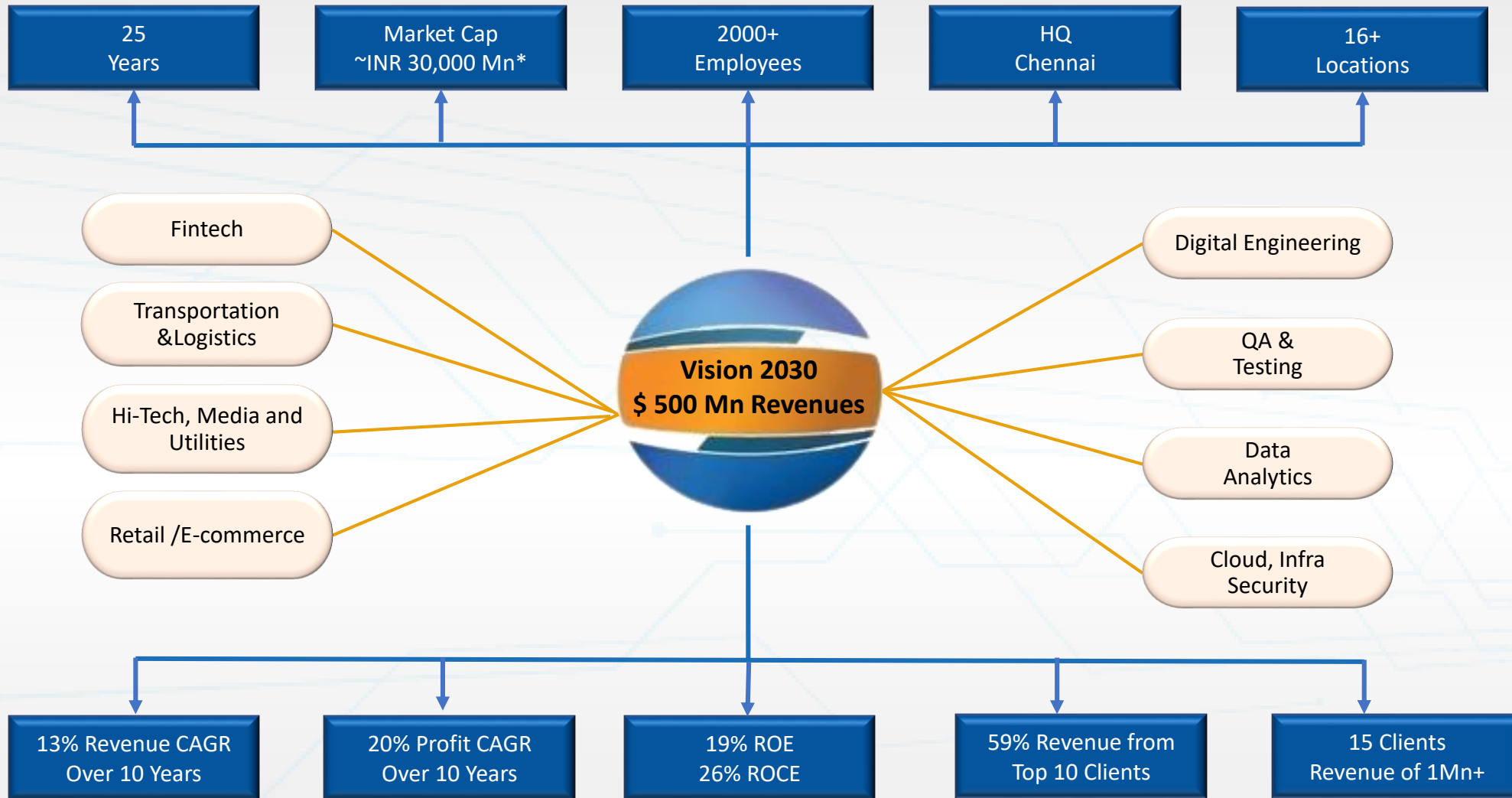
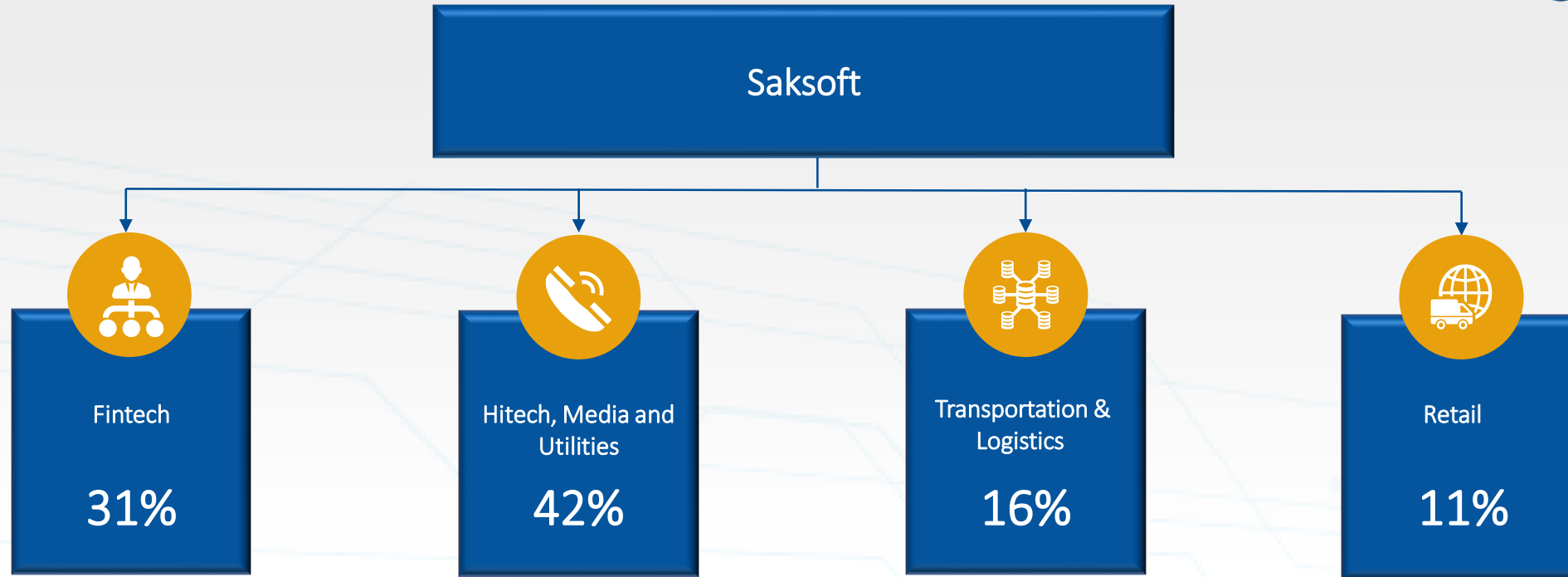




EARNINGS PRESENTATION

Q1-FY25





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.

Q1-FY25 PERFORMANCE

Q1-FY25 Financial and Operational Highlights

Operational Highlights

Q1-FY25 Consolidated Performance

INR 2,010.06 Mn
Operating Income

INR 350.30 Mn
Operating EBITDA

17.43%
Operating EBITDA
Margins

INR 255.86 Mn
Net Profit

12.73 %
PAT Margins

INR 2.53/Share
Basic EPS

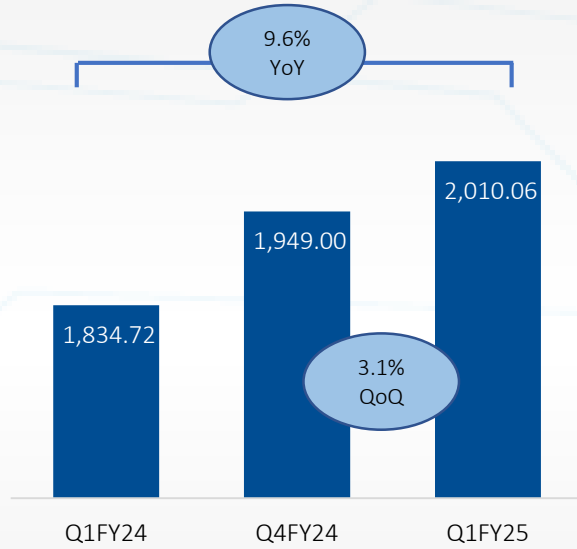
- The company achieved a decent ~10% YoY growth, considering the overall stress on the IT sector under the current global macro-economic environment.
- Acquisition of Augmento Labs in June 2024 - Digital engineering specialists with focus on Hi-Tech, Media and Utilities verticals.
- Underwent organisational Restructuring with focus on Fintech, Hi-tech Media and Utilities, Transportation & Logistics and Retail segments.
- The Board of Directors has proposed issuance of Bonus Shares in the ratio of 1:4 on account of 25th anniversary of the company.

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

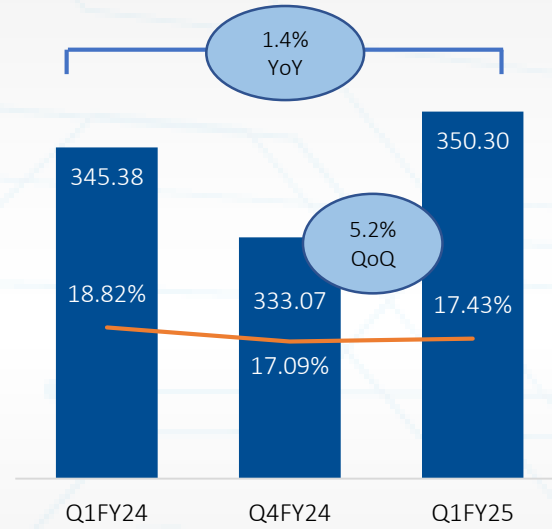
“We have re-organized our business into 4 high growth business units making us more market facing and customer focused. These business units are Fintech, Hitech and Media and Utilities, Transport and Logistics, and Retail/Ecommerce. Each business unit will be headed by a leader responsible for ensuring that the company stays abreast of market trends and disruptions as well as revenue and margin growth. In addition, this change will help us differentiate our offerings as a Digital specialist based on domain in a fast commoditizing industry.”

Quarterly Performance

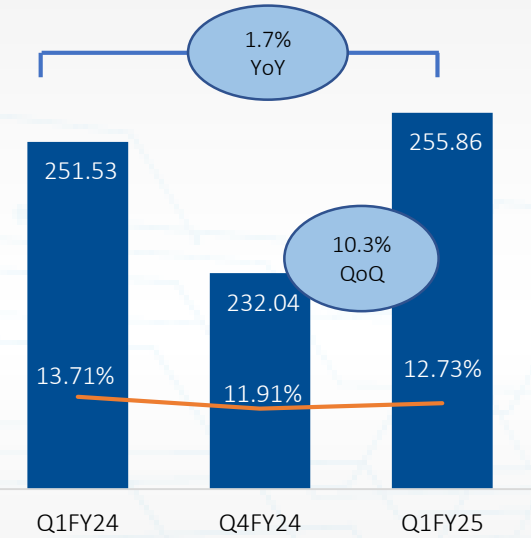
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

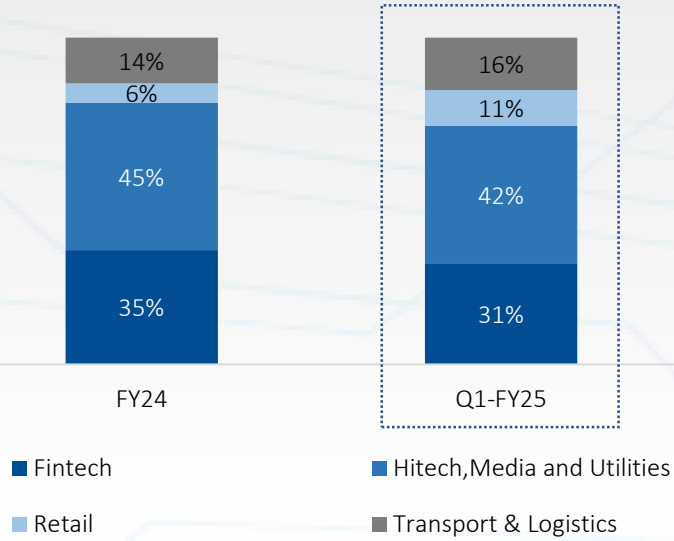


PAT (INR MN)

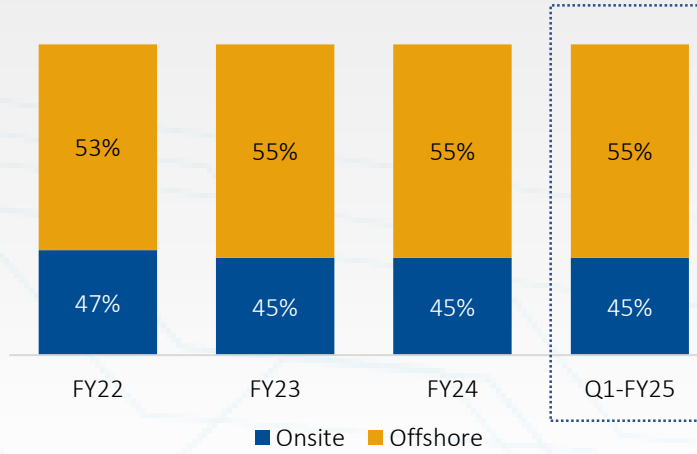


Key Performance Metrics

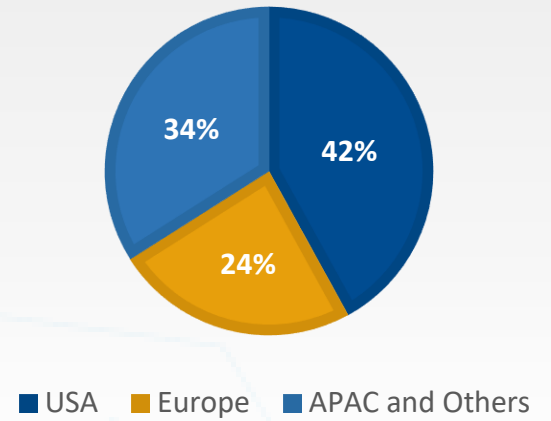
REVENUE BY VERTICALS*



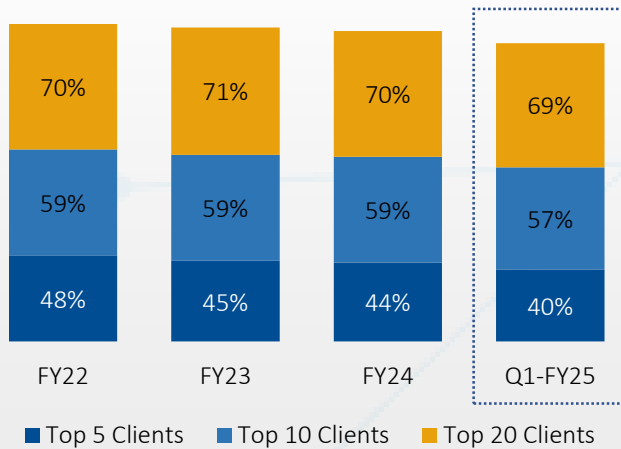
REVENUE MIX (%)



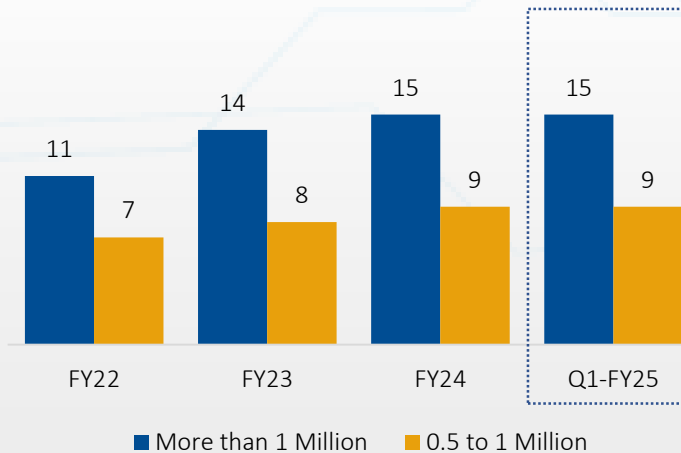
Q1-FY25 REVENUE BY GEOGRAPHY (%)



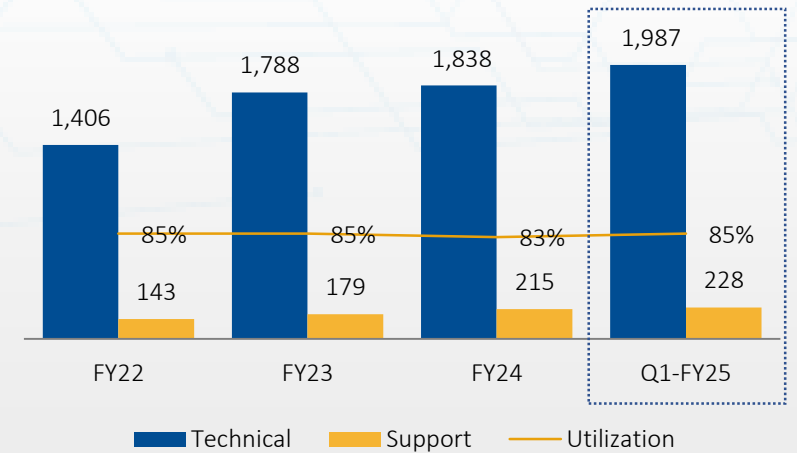
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



*For the purpose of segment and verticals, only FY24 has been re-casted into current segment information

Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q1-FY25	Q4-FY24	Q-o-Q	Q1-FY24	Y-o-Y
Operating Income	2,010.06	1,949.00	3.1%	1,834.72	9.6%
Expenses	1,659.76	1,615.93	2.7%	1,489.34	11.4%
Operating EBITDA	350.30	333.07	5.2%	345.38	1.4%
<i>Operating EBITDA Margins (%)</i>	<i>17.43%</i>	<i>17.09%</i>	<i>34 Bps</i>	<i>18.82%</i>	<i>(139) Bps</i>
Depreciation	29.98	33.60	(10.8)%	27.13	10.5%
Finance Cost	12.24	11.35	7.8%	5.04	NA
Other Income	27.74	24.62	12.7%	15.59	77.9%
PBT	335.82	312.74	7.4%	328.80	2.1%
Tax	79.96	80.70	(0.9)%	77.27	3.5%
Profit After Tax	255.86	232.04	10.3%	251.53	1.7%
<i>PAT Margins (%)</i>	<i>12.73%</i>	<i>11.91%</i>	<i>82 Bps</i>	<i>13.71%</i>	<i>(98) bps</i>
Other Comprehensive Income	9.37	13.60	(31.1)%	33.66	(72.2)%
Total Comprehensive Income	265.23	245.63	8.0%	285.19	(7.0)%
EPS Basic (INR)	2.53	2.33	8.6%	2.51	0.8%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

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

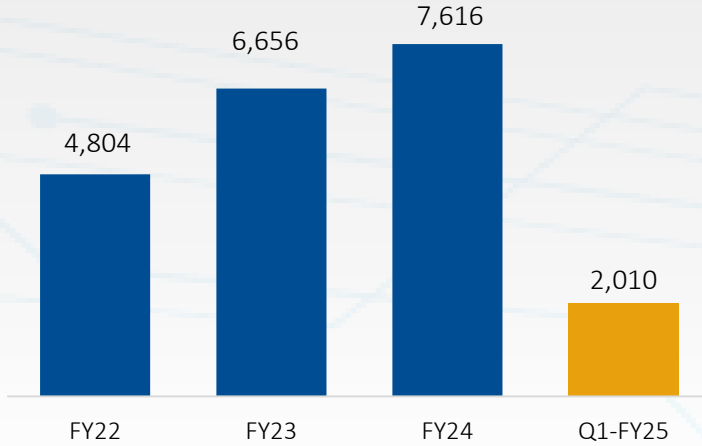
Historical Consolidated Balance Sheet

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

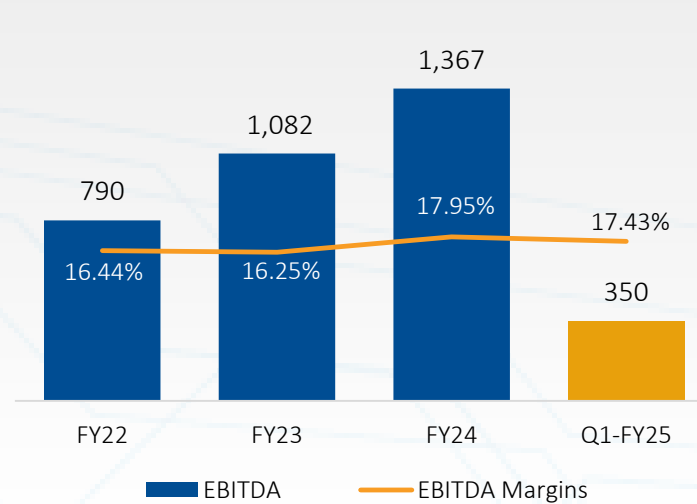
PARTICULARS (INR MN)	FY22	FY23	FY24
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	121	147	146
(B) Right-of-Use Assets	167	128	149
(C) Goodwill on Consolidation	1,665	1,903	3,270
(D) Other Intangible Assets	3	5	4
(E) Financial Assets			
(i) Investments	70	-	-
(ii) Other Financial Assets	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

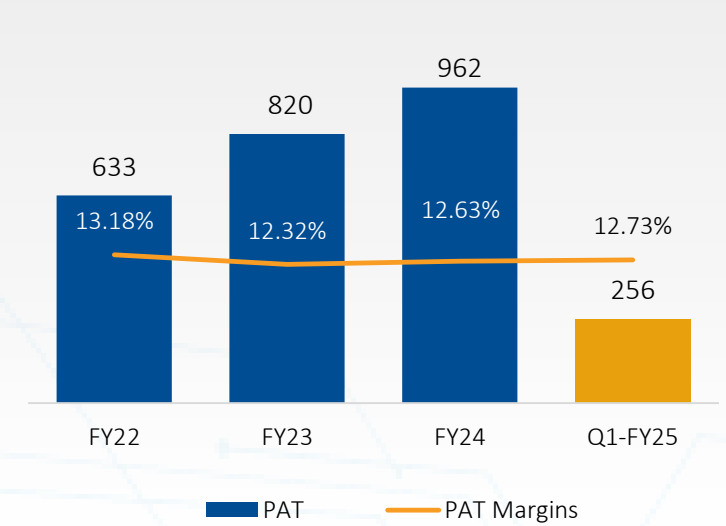
REVENUES (INR MN)



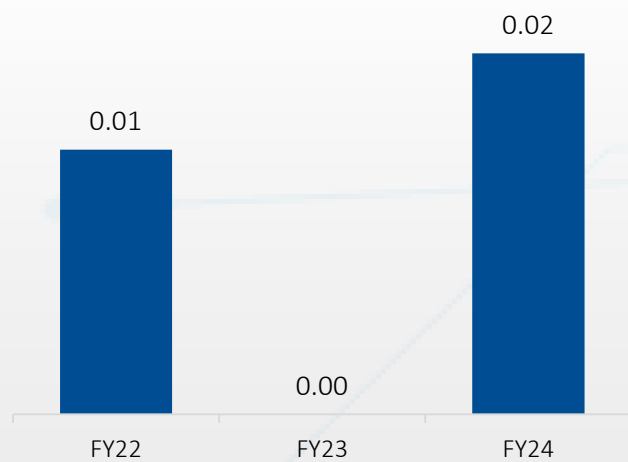
OPERATING EBITDA (INR MN)



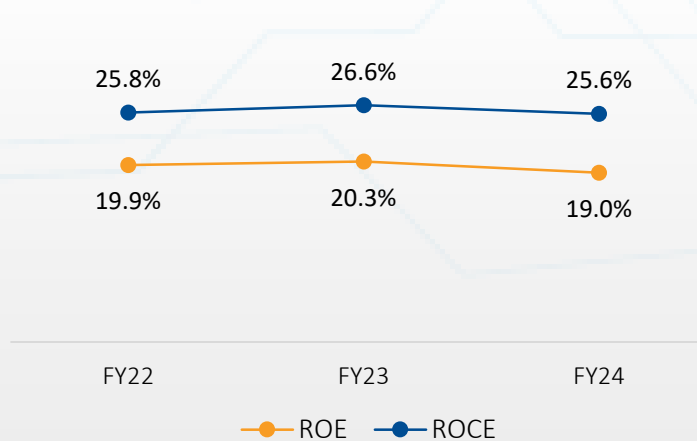
PAT (INR MN)



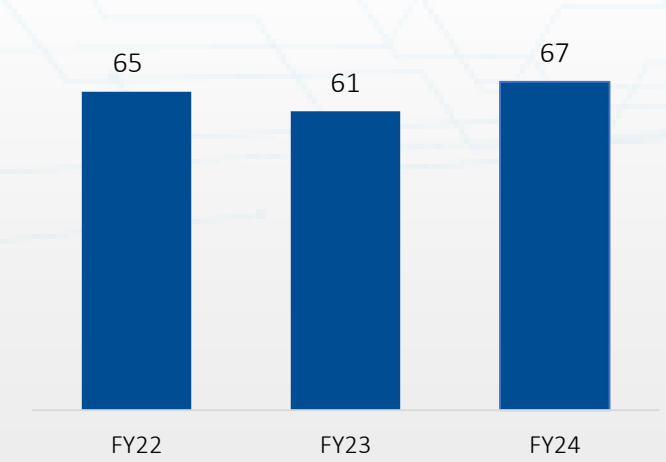
DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)

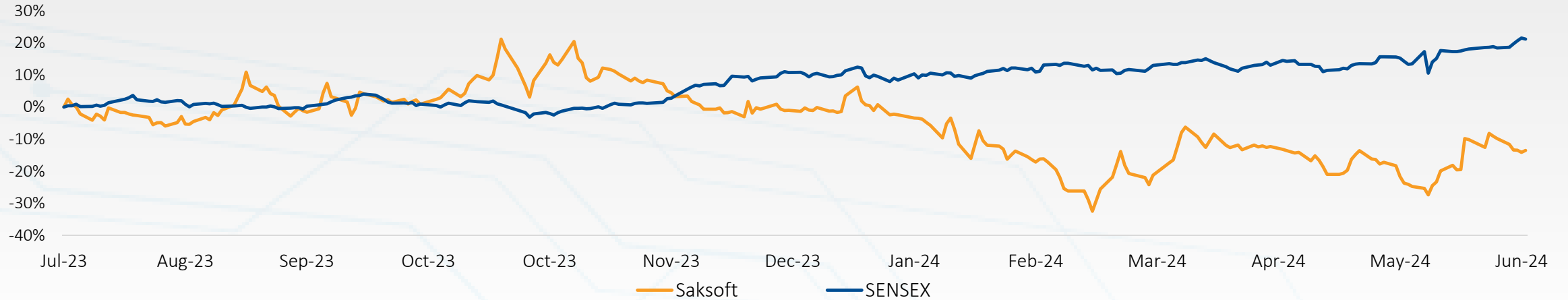


DSO DAYS



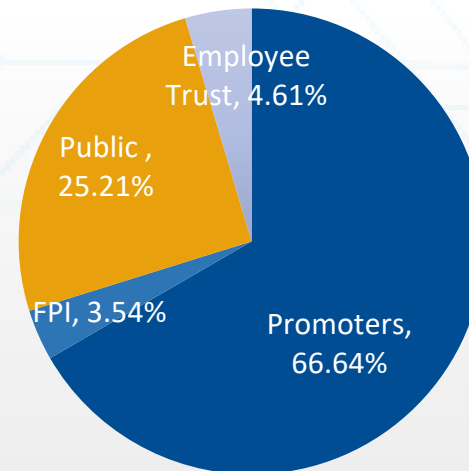
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

1 year share price movement (Up to 30th June 2024)

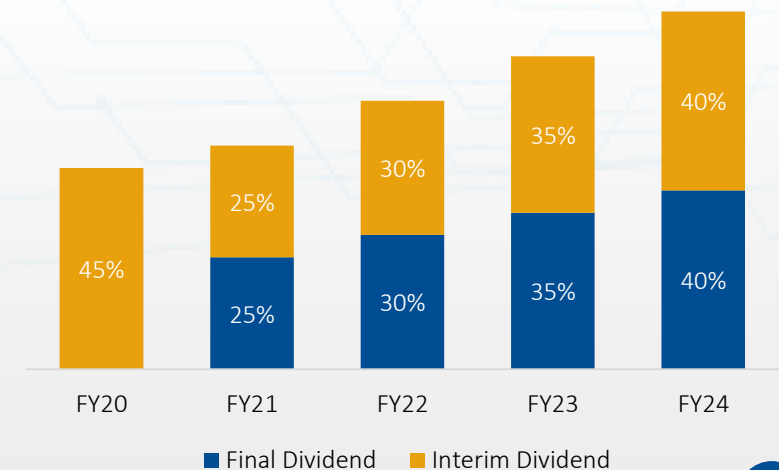


Price Data (as on 30 th June, 2024)	
Face value (INR)	1.00
Market Price (INR)	279.80
52 Week H/L (INR)	399.40/210.00
Market Cap (INR Mn)	29,670.27
Equity Shares Outstanding (Mn)	106.04
1 Year Avg. Trading Volume ('000)	258.74

Shareholding Pattern (As on 30th June, 2024)



Dividend as a % of Face Value



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