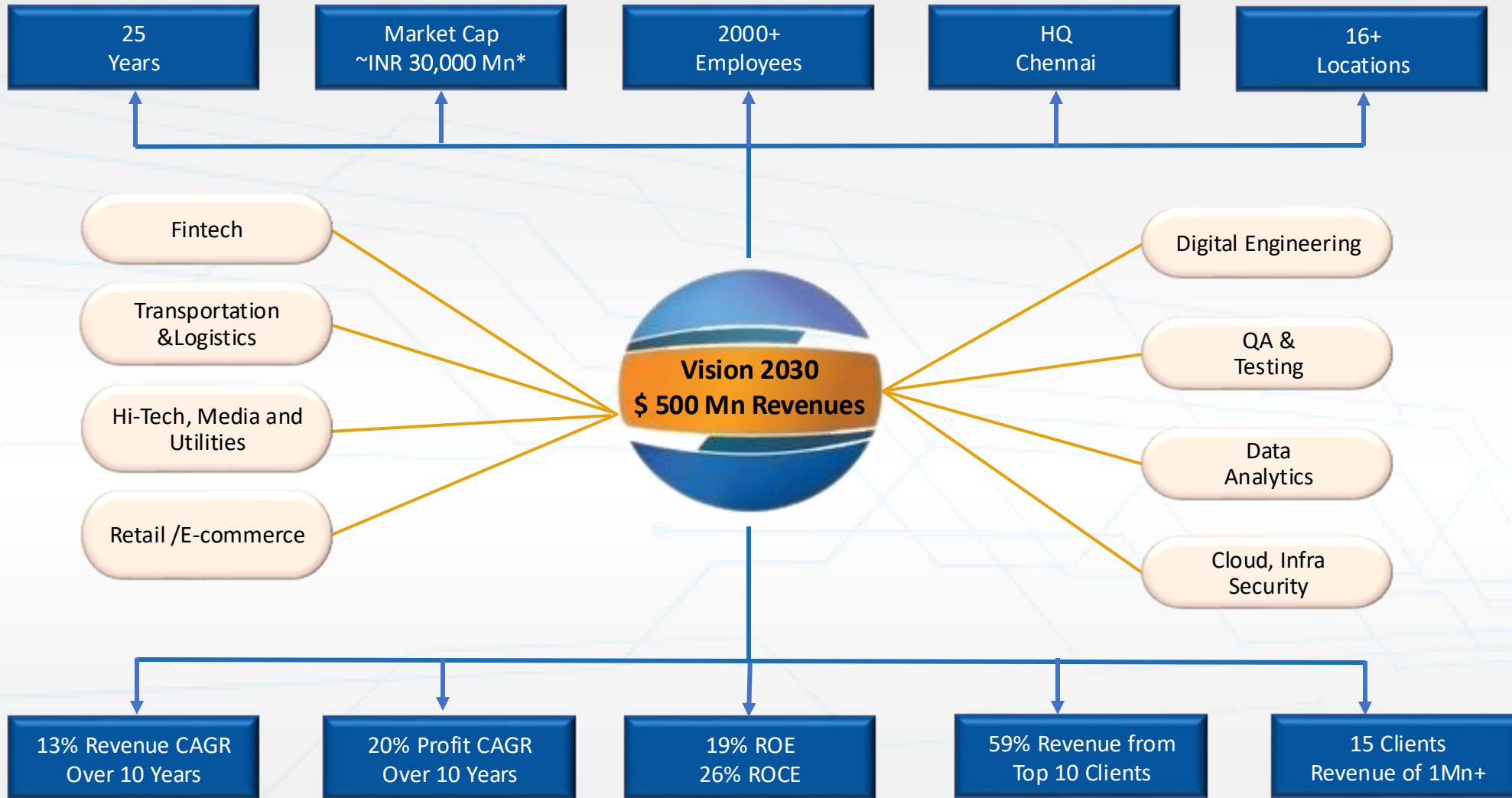


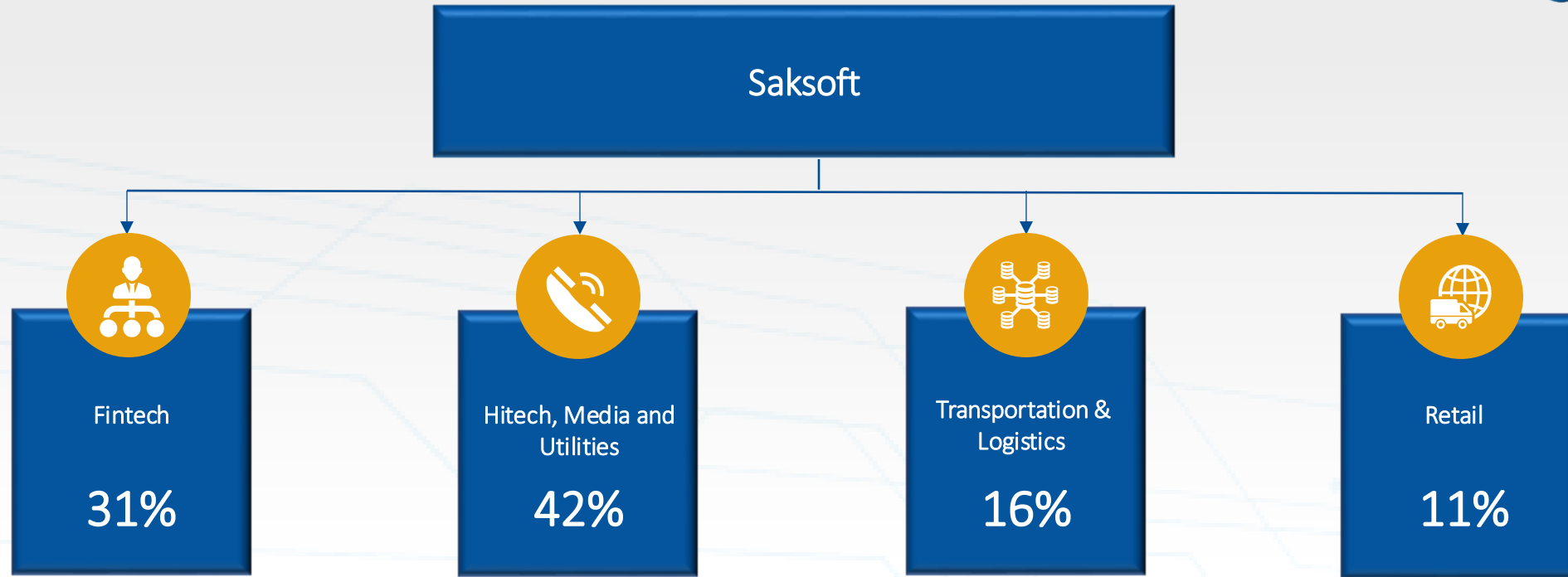


EARNINGS PRESENTATION

Q2/H1-FY25



* As of 31st Mar 2024



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.

Q2/H1-FY25 PERFORMANCE

Q2/H1-FY25 Financial and Operational Highlights

Q2-FY25 Consolidated Performance

INR 2,152.90 Mn
Operating Income

INR 367.67 Mn
Operating EBITDA

17.08 %
Operating EBITDA
Margins

INR 261.62 Mn
Net Profit

12.15 %
PAT Margins

INR 2.06/ Share
Basic EPS

H1-FY25 Consolidated Performance

INR 4,162.96 Mn
Operating Income

INR 717.97 Mn
Operating EBITDA

17.25 %
Operating EBITDA
Margins

INR 517.49 Mn
Net Profit

12.43 %
PAT Margins

INR 4.08/ Share
Basic EPS

Operational Highlights

- Acquisition of Ceptes Software Private Limited (“Ceptes”) in September 2024 - Global Salesforce service provider which accelerates the business value of the customers Salesforce investment through consultation, digitalization, and innovation.
- The number of clients spending over USD 1 million has grown from 15 to 17, with two new clients added in the USD 1 million+ category within the HMU vertical. These additional clients were gained through the recent acquisition of Augmento, which expanded our customer base in this space.
- The company has issued bonus Shares in the ratio of 1:4 on account of 25th anniversary of the company.
- Interim Dividend issued at 0.40 paise (40% of face value) of INR 1 fully paid up shares

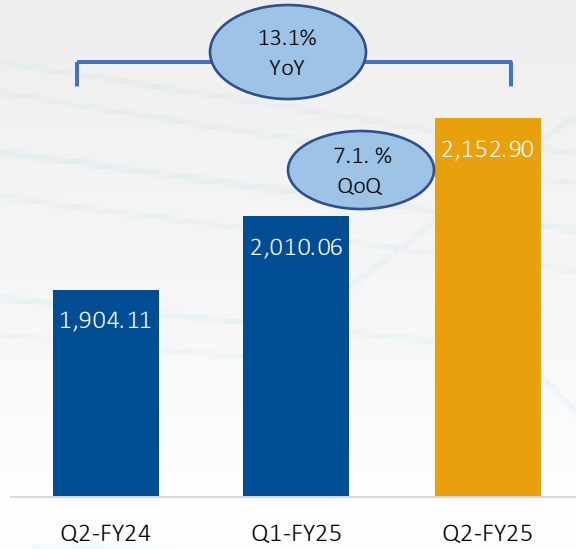
Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

“In the second quarter of 2024-25 we increased revenues by 7% and for the half year by 11%. Our vertical led strategy is yielding consistent results with growth in each of our four focus verticals. In this quarter we also acquired Ceptes Software - a Summit level Sales Force Partner which will add to our service offerings. We are seeing encouraging signs in our sales pipeline efforts and are confident that these efforts will translate into increasing revenues in the coming quarters.”

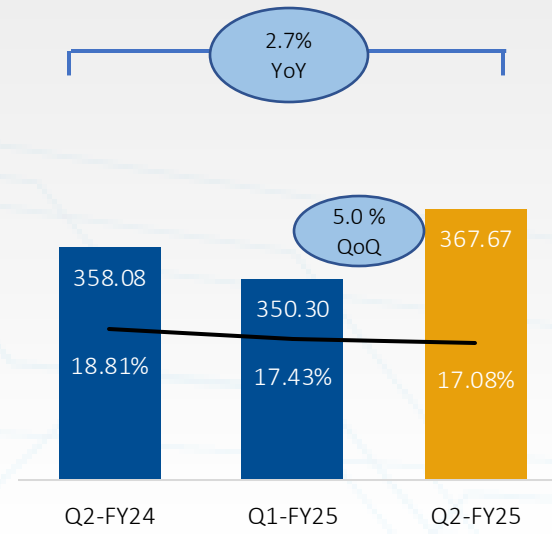
Financial Performance

Quarterly Performance

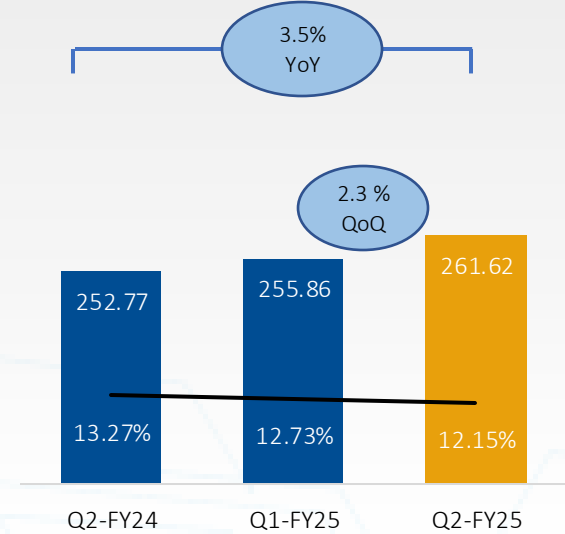
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

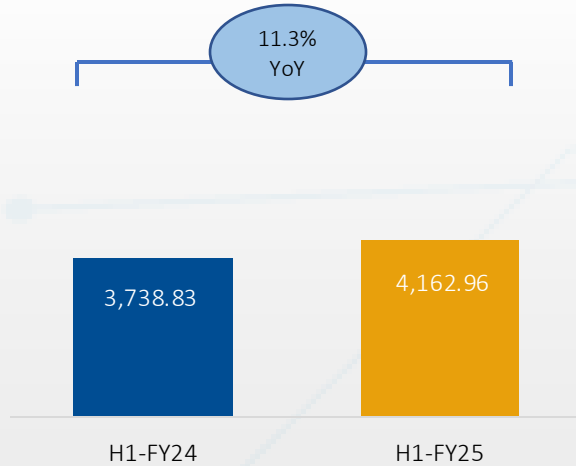


PAT (INR MN)

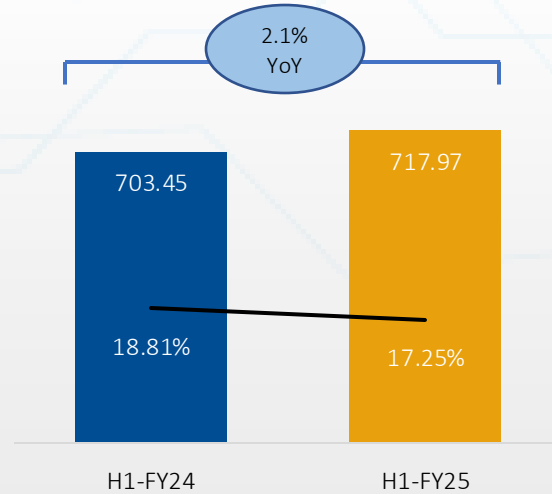


Half Yearly Performance

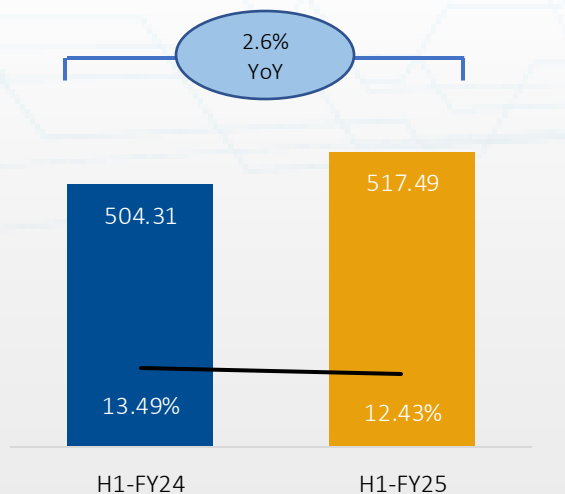
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

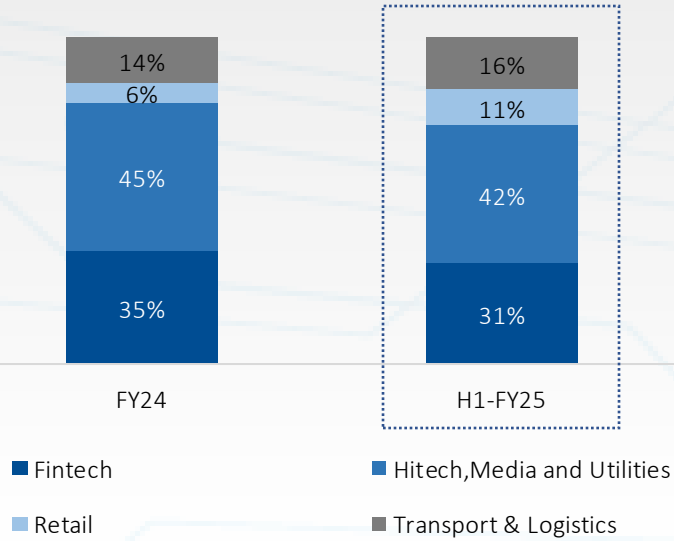


PAT (INR MN)

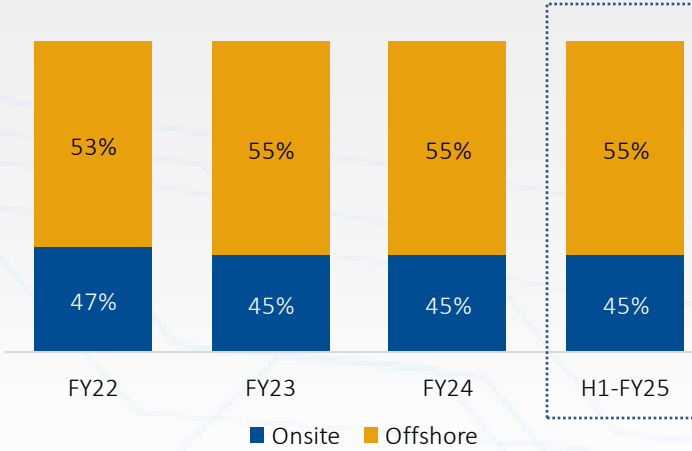


H1-FY25 Key Performance Metrics

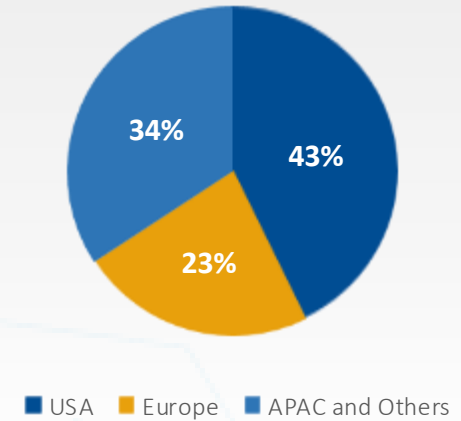
REVENUE BY VERTICALS*



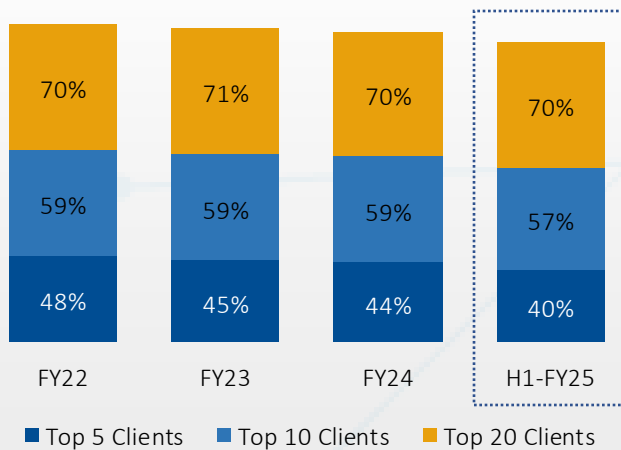
REVENUE MIX (%)



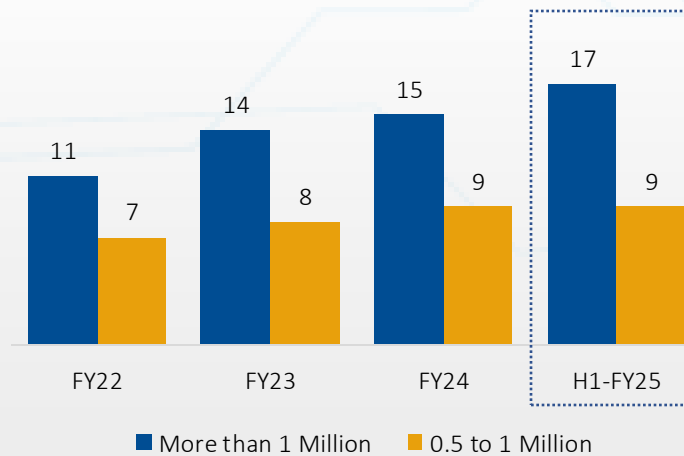
H1-FY25 REVENUE BY GEOGRAPHY (%)



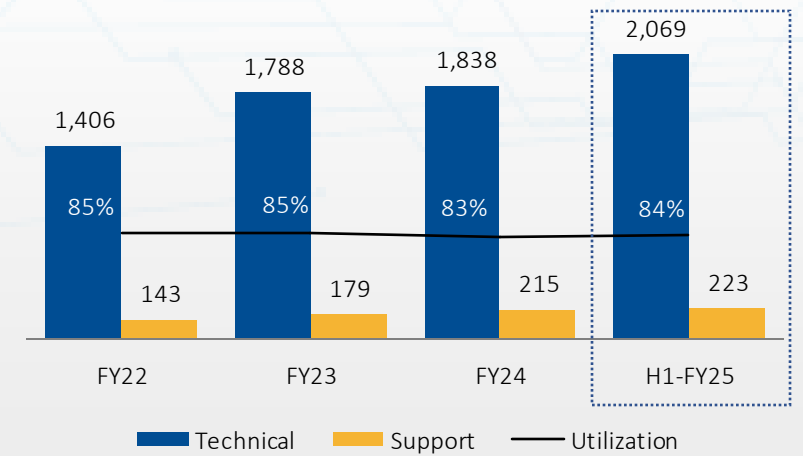
REVENUE BY MAJOR CLIENTS



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)	Q2-FY25	Q1-FY25	Q-o-Q	Q2-FY24	Y-o-Y
Operating Income	2,152.90	2,010.06	7.1%	1,904.11	13.1%
Expenses	1,785.23	1,659.76	7.6%	1,546.03	15.5%
Operating EBITDA	367.67	350.30	5.0%	358.08	2.7%
<i>Operating EBITDA Margins (%)</i>	<i>17.08%</i>	<i>17.43%</i>	<i>(35) Bps</i>	<i>18.81%</i>	<i>(173) Bps</i>
Depreciation	31.57	29.98	5.3%	29.25	7.9%
Finance Cost	22.19	12.24	81.3%	7.57	NA
Other Income	38.9	27.74	40.2%	17.65	NA
PBT	352.81	335.82	5.1%	338.91	4.1%
Tax	91.19	79.96	14.0%	86.14	5.9%
Profit After Tax	261.62	255.86	2.3%	252.77	3.5%
<i>PAT Margins (%)</i>	<i>12.15%</i>	<i>12.73%</i>	<i>(58) Bps</i>	<i>13.27%</i>	<i>(112) Bps</i>
Other Comprehensive Income	107.77	9.37	NA	(28.53)	NA
Total Comprehensive Income	369.39	265.23	39.3%	224.24	64.7%
EPS Basic (INR)	2.06	2.02	2.0%	2.01	2.5%

Half Yearly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	H1-FY25	H1-FY24	Y-o-Y
Operating Income	4,162.96	3,738.83	11.3%
Expenses	3,444.99	3,035.38	13.5%
Operating EBITDA	717.97	703.45	2.1%
<i>Operating EBITDA Margins (%)</i>	<i>17.25%</i>	<i>18.81%</i>	<i>(156) Bps</i>
Depreciation	61.55	56.38	9.2%
Finance Cost	34.42	12.61	NA
Other Income	66.64	33.25	NA
PBT	688.64	667.71	3.1%
Tax	171.15	163.4	4.7%
Profit After Tax	517.49	504.31	2.6%
<i>PAT Margins (%)</i>	<i>12.43%</i>	<i>13.49%</i>	<i>(106) Bps</i>
Other Comprehensive Income	117.12	5.12	NA
Total Comprehensive Income	634.61	509.43	24.6%
EPS Basic (INR)	4.08	4.01	1.7%

Consolidated Balance Sheet

PARTICULARS (INR MN)	FY24	H1-FY25
EQUITIES & LIABILITIES		
Equity		
(A) Equity Share Capital	101	128
(B) Other Equity	4,953	5,538
Total Equity	5,054	5,666
Non-Current Liabilities		
(A) Financial Liabilities		
(i) Borrowings	73	306
(ii) Other Financial liabilities	302	297
(iii) Lease liabilities	124	96
(B) Provisions	151	179
(C) Other Non-Current Liabilities	-	87
Total Non – Current Liabilities	650	965
Current Liabilities		
(A) Financial Liabilities		
(i) Borrowings	11	59
(ii) Trade Payables	359	241
(iii) Lease Liabilities	56	71
(iv) Other Financial Liabilities	483	712
(B) Other Current Liabilities	1,157	1,013
(C) Provisions	94	99
Total Current Liabilities	2,160	2,195
GRAND TOTAL - EQUITIES & LIABILITIES	7,864	8,826

PARTICULARS (INR MN)	FY24	H1-FY25
ASSETS		
Non-Current Assets		
(A) Property, Plant and Equipment	146	141
(B) Right-of-Use Assets	149	133
(C) Goodwill on Consolidation	3,270	4,233
(D) Other Intangible Assets	4	3
(E) Financial Assets		
(i) Investments	-	-
(ii) Other Financial Assets	31	30
(F) Deferred Tax Assets (Net)	86	94
(G) Other Non - Current Assets	-	37
Total Non – Current Assets	3,686	4,671
Current Assets		
(A) Financial Assets		
(i) Short term Mutual Fund	145	128
(ii) Trade Receivables	1,620	1,597
(iii) Cash & Cash Equivalentents	1,418	1,195
(iv) Bank balances other than above	507	554
(v) Loans	17	16
(vi) Other Financial Assets	178	322
(B) Current Tax Assets (Net)	40	89
(C) Other Current Assets	253	254
Total Current Assets	4,178	4,155
GRAND TOTAL – ASSETS	7,864	8,826

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY22	FY23	FY24	H1-FY25
Operating Income	4,804	6,656	7,616	4,163
Expenses	4,014	5,574	6,249	3,445
Operating EBITDA	790	1,082	1,367	718
<i>Operating EBITDA Margins (%)</i>	<i>16.44%</i>	<i>16.25%</i>	<i>17.95%</i>	<i>17.25%</i>
Depreciation	69	100	119	62
Finance Cost	28	22	35	34
Other Income	111	94	69	67
PBT	804	1,054	1,282	689
Tax	171	234	320	171
Profit After Tax	633	820	962	517
<i>PAT Margins (%)</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.63%</i>	<i>12.43%</i>
Other Comprehensive Income	3	85	80	117
Total Comprehensive Income	636	905	1,042	635
EPS Basic (INR)	6.34	8.18	9.59	4.08

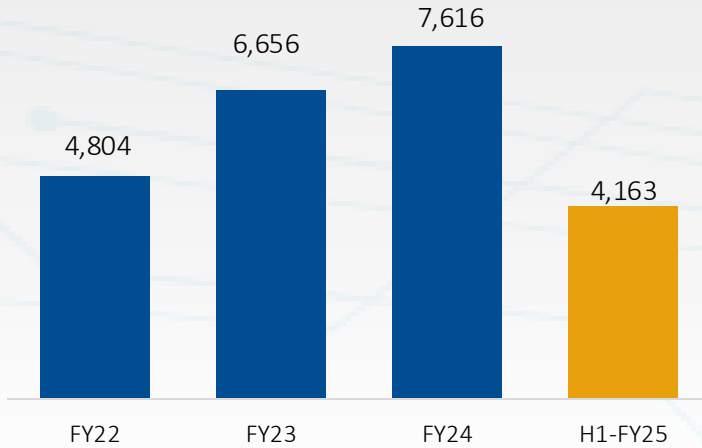
Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY23	FY24	H1-FY25
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	101	128
(B) Other Equity	3,945	4,953	5,538
Total Equity	4,045	5,054	5,666
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	73	306
(ii) Other Financial liabilities	41	302	297
(iii) Lease liabilities	81	124	96
(B) Provisions	102	151	179
(C) Other Non-Current Liabilities	-	-	87
Total Non – Current Liabilities	224	650	965
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	11	59
(ii) Trade Payables	257	359	241
(iii) Lease Liabilities	54	56	71
(iv) Other Financial Liabilities	153	483	712
(B) Other Current Liabilities	858	1,157	1,013
(C) Provisions	90	94	99
Total Current Liabilities	1,412	2,160	2,195
GRAND TOTAL - EQUITIES & LIABILITES	5,681	7,864	8,826

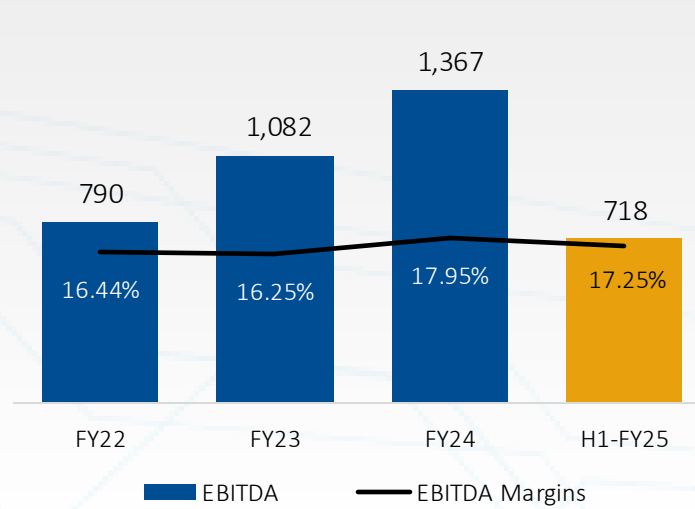
PARTICULARS (INR MN)	FY23	FY24	H1-FY25
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	147	146	141
(B) Right-of-Use Assets	128	149	133
(C) Goodwill on Consolidation	1,903	3,270	4,233
(D) Other Intangible Assets	5	4	3
(E) Financial Assets			
(i) Investments	-	-	-
(ii) Other Financial Assets	170	31	30
(F) Deferred Tax Assets (Net)	73	86	94
(G) Other Non - Current Assets	-	-	37
Total Non – Current Assets	2,426	3,686	4,671
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	90	145	128
(ii) Trade Receivables	1,164	1,620	1,597
(iii) Cash & Cash Equivalentents	879	1,418	1,195
(iv) Bank balances other than above	557	507	554
(v) Loans	2	17	16
(vi) Other Financial Assets	249	178	322
(B) Current Tax Assets (Net)	33	40	89
(C) Other Current Assets	281	253	254
Total Current Assets	3,255	4,178	4,155
GRAND TOTAL – ASSETS	5,681	7,864	8,826

Consolidated Financial Performance

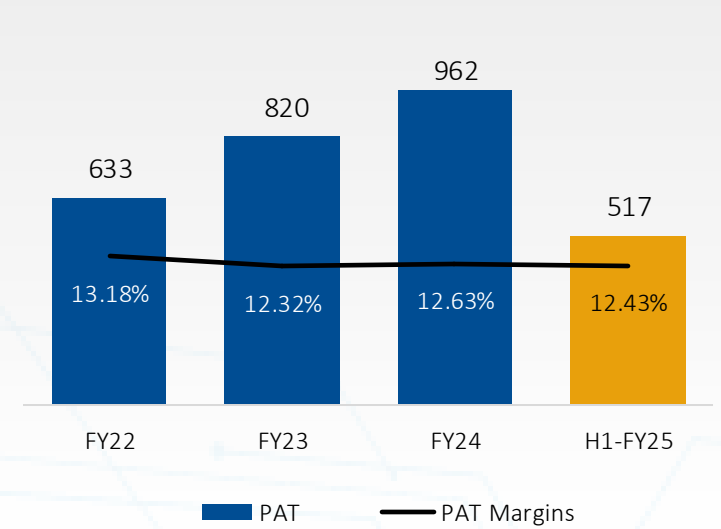
REVENUES (INR MN)



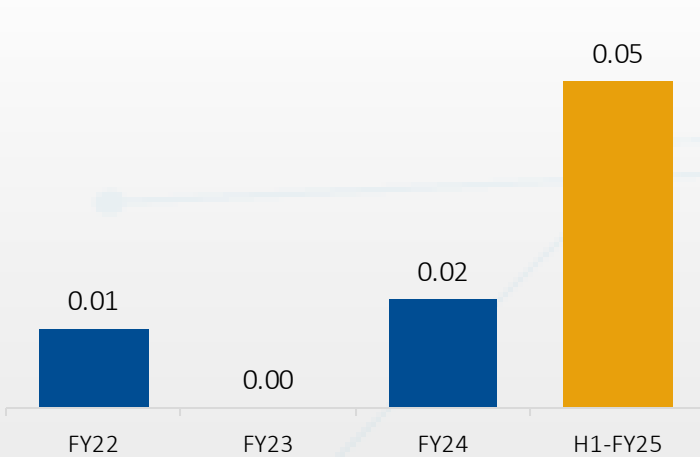
OPERATING EBITDA (INR MN)



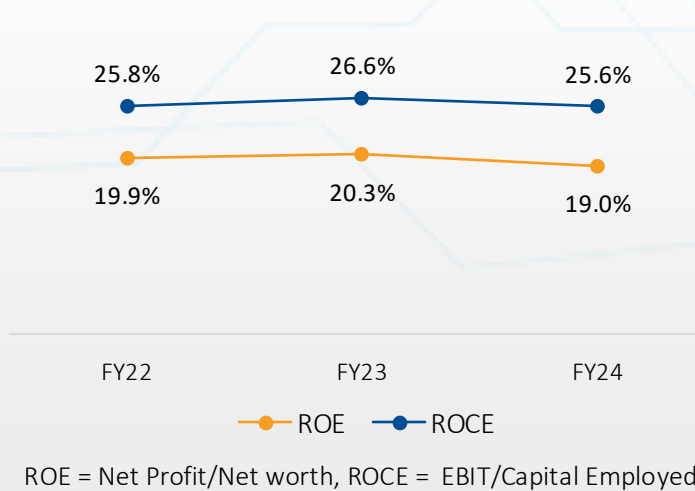
PAT (INR MN)



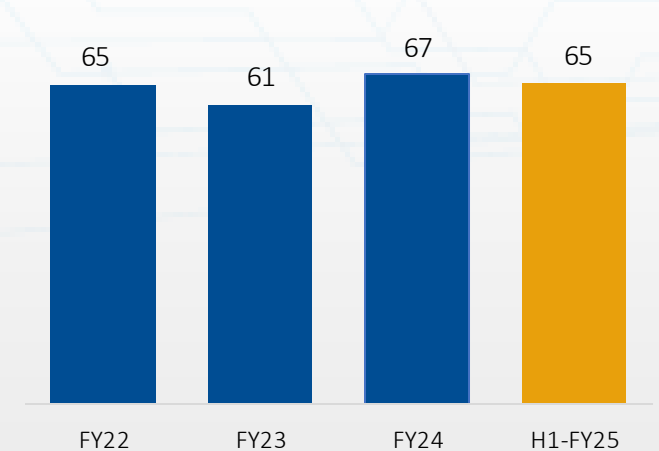
DEBT/ EQUITY (x)



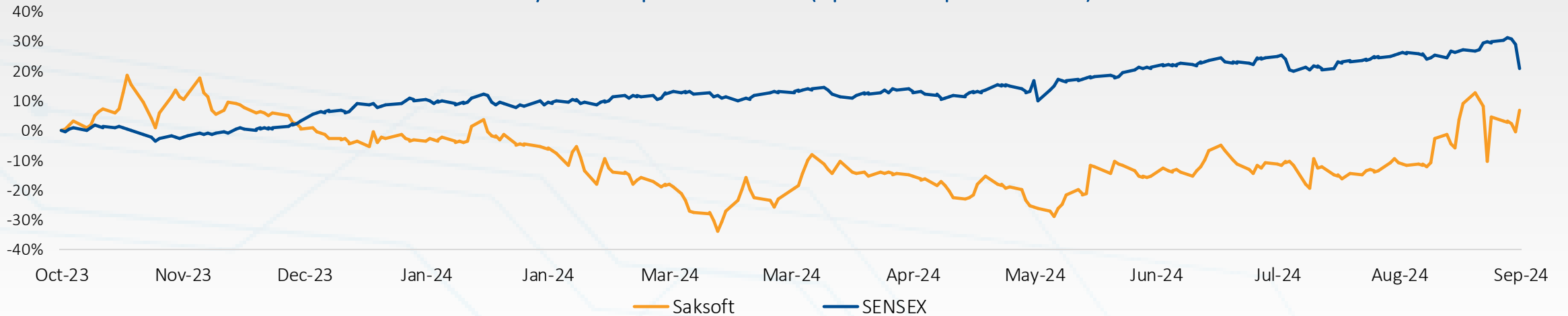
ROE (%) AND ROCE (%)



DSO DAYS

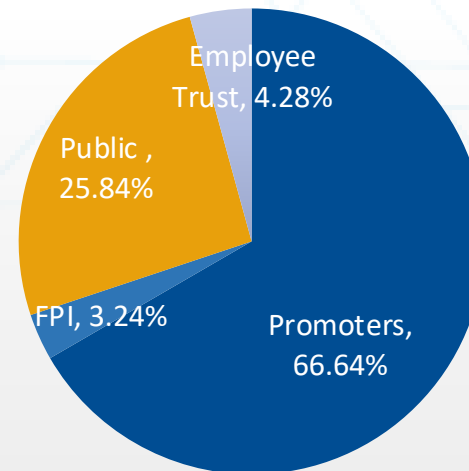


1 year share price movement (Up to 30th September 2024)

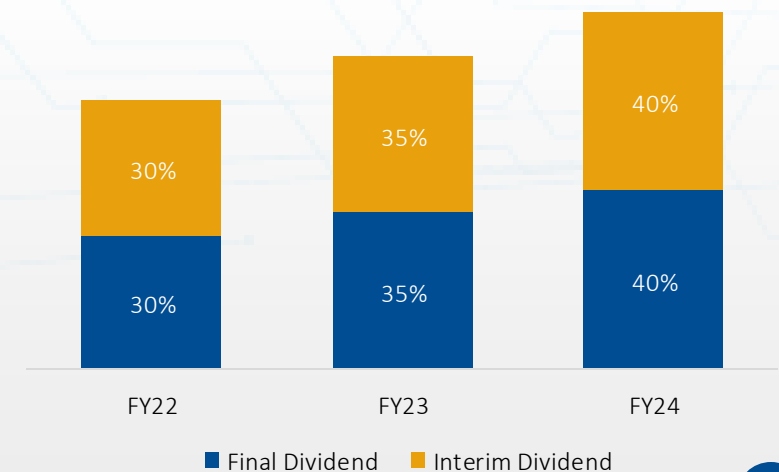


Price Data (as on 30 th September, 2024)	
Face value (INR)	1.00
Market Price (INR)	277.50
52 Week H/L (INR)	319.52/168.00
Market Cap (INR Mn)	36,782.97
Equity Shares Outstanding (Mn)	132.55
1 Year Avg. Trading Volume ('000)	349.40

Shareholding Pattern (As on 30th Sep, 2024)



Dividend as a % of Face Value



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Saksoft Limited

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