



Saksoft Limited

CIN: L72200TN1999PLC054429

Global Infocity Park, Block A, 2nd Floor,
40, Dr.M.G.R. Salai, Kadanchavadi
Perungudi, Chennai – 600 096.

P: +91-44-2454 3500 F: +91-44-2454 3510

Email: info@saksoft.com

February 03, 2022

To

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| The Listing/Compliance Department The National Stock Exchange of India Limited “Exchange Plaza” Bandra Kurla Complex Bandra (E) Mumbai – 400 051 <u>Stock Code: SAKSOFT</u> | The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 <u>Stock Code: 590051</u> |
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Dear Sir/Madam,

Sub: Press Release-reg.

We wish to inform the Exchange(s) that the Company is making the press release with respect to the Financial Results for the Third Quarter and nine months ended December 31, 2021 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited

Meera Venkatramanan
Company Secretary

Saksoft Limited Reported Strong Revenue growth of 18%,

PAT growth of 39% for 9MFY22

Chennai, India – 3rd February 2022: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), a leading digital transformation solution partner for Fintech, Transportation & Logistics, Retail E-commerce, Health care and Telecom customers worldwide, announced today its financial results for the **Third quarter and Nine months** ended 31st December 2021.

*Commenting on the Q3FY22 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “Delivering growth quarter on quarter is a testament of a partnership approach on supporting customers in their digital transformation journey. Whilst we have been constantly investing in talent at an increased cost in this challenging supply driven environment, our close monitoring over operational metrics have ensured growth in revenues by 18% and PAT by 39% over the nine month period ended December 2021. This from our perspective is a clear headway to our **Vision 2025** of becoming a \$100 Mn company.”*

Review of the Consolidated Financial Performance for Quarter ended 31st December 2021:

| Figures in Rs Crore | Q3FY22 | Q2FY22 | Q-o-Q Growth | Q3FY21 | Y-o-Y Growth |
|---------------------|--------|--------|--------------|--------|--------------|
| Revenue | 124.47 | 114.73 | 8.5% | 97.41 | 27.8% |
| EBITDA | 22.07 | 19.27 | 14.5% | 17.52 | 26.0% |
| EBITDA Margin % | 17.7% | 16.8% | 94bps | 18.0% | (25bps) |
| PAT | 14.93 | 13.09 | 14.1% | 12.07 | 23.7% |
| PAT Margin % | 12.0% | 11.4% | 59 bps | 12.4% | (40bps) |
| Basic EPS (Rs) | 14.93 | 13.13 | 13.7% | 12.13 | 23.1% |

| Figures in Rs Crore | 9MFY22 | 9MFY21 | Y-o-Y Growth |
|---------------------|--------|--------|--------------|
| Revenue | 341.34 | 288.36 | 18.4% |
| EBITDA | 56.88 | 48.87 | 16.4% |
| EBITDA Margin % | 16.7% | 16.9% | (28bps) |
| PAT | 45.71 | 32.93 | 38.8% |
| PAT Margin % | 13.4% | 11.4% | 197bps |
| Basic EPS (Rs) | 45.82 | 33.11 | 38.4% |

Operating Highlights:

| Revenue by Geography (%) | 9MFY22 | FY21 |
|--------------------------|--------|------|
| Americas | 46% | 47% |
| Europe | 32% | 31% |
| APAC & Others | 22% | 22% |

| Revenue Mix (%) | 9MFY22 | FY21 |
|-----------------|--------|------|
| Offshore | 53% | 52% |
| Onsite | 47% | 48% |

| Revenue by Vertical (%) | 9MFY22 | FY21 |
|---------------------------------|--------|------|
| Fintech | 27% | 27% |
| Transportation & Logistics | 10% | 9% |
| Telecom | 21% | 23% |
| Public Sector | 6% | 10% |
| Retail- Ecommerce & Health Care | 9% | 11% |
| Others | 27% | 20% |

| Customer Metrics | 9MFY22 | FY21 |
|---|--------|------|
| No of clients/customers per Million Dollar | | |
| >1 Million | 8 | 6 |
| >0.5 Million to 1 Million | 9 | 9 |
| Clients Contribution to Revenue (%) | | |
| Top 5 | 49% | 46% |
| Top 10 | 60% | 56% |
| Top 20 | 71% | 66% |

| Headcount Metrics | 9MFY22 | FY21 |
|--|--------|-------|
| Total Employee Count | 1437 | 1,260 |
| - <i>Technical</i> | 1297 | 1,127 |
| - <i>Support</i> | 143 | 133 |
| Utilization – IT Services % (Excl. Trainees) | 85% | 82% |

Other Highlights Q3FY22:

- Moved 1 customer from 0.5Mn to 1Mn segment during the nine months
- Added 1 customer in the 1Mn segment during the nine months
- Improvement in utilisation by 3% during the nine months

About Saksoft (www.saksoft.com)

Saksoft provides Industry-focused Technology-driven transformation solutions to enhance customer experience. With specific focus in Transportation & Logistics , Fintech, Healthcare, Retail E-Commerce and expertise in Enterprise Applications, Augmented Analytics, Intelligent Automation and Enterprise Cloud - Saksoft has created a niche in a crowded market

Saksoft is headquartered in Chennai, India and has 14 offices across USA, Europe and Asia.

For Further Information, Please Contact:

| Company : | Investor Relations Advisors: |
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| <p>Mr. Niraj Kumar Ganeriwal Chief Operating Officer and Chief Financial Officer niraj.ganeriwal@saksoft.com</p> <p>Ms. Swetaleen Tripathy +91 9840024120 swetaleen.t@saksoft.com</p> | <p>Mr. Diwakar Pingle dpingle@christensenir.com</p> <p>Ms. Asha Gupta agupta@christensenir.com</p> |

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.