



Saksoft Limited
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August 09, 2022

To

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 First Quarter ended June 30, 2022 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 44.9% YoY in Q1FY23

- **EBITDA grew by 44.5% YoY in Q1FY23**

Chennai, India – 09th August, 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 **First quarter of Full year FY23** ended 30th June 2022.

Commenting on the Q1FY23 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said: “We are pleased to share that we commenced this fiscal year on a strong note in the first quarter with a revenue growth of 6% sequential and 45% year over year. As we continue to focus on our ‘**Inch wide Mile Deep**’ philosophy, we are also proactively managing the costs. We have been successful in carving a larger share of IT spend from our customers – this is evidenced by revenues from our Top 20 customers increasing to 74% of our total revenues. Our efforts on growth and margins are all steered to reach our guidance of becoming a 100Mn \$ company by 2025.”

Review of the Consolidated Financial Performance for Quarter ended 30th June 2022:

Figures in Rs Crore	Q1FY23	Q4FY22	Q-o-Q Growth	Q1FY22	Y-o-Y Growth
Revenue	148.02	139.09	6.4%	102.14	44.9%
EBITDA	22.47	22.15	1.4%	15.55	44.5%
EBITDA Margin %	15.2%	15.9%	(74bps)	15.2%	(4bps)
PAT	17.80	17.55	1.4%	17.69	0.6%
PAT Margin %	12.0%	12.6%	(59bps)	17.3%	(529bps)
Basic EPS (Rs)	17.79	17.55	1.4%	17.76	0.2%

Operating Highlights:

Revenue by Geography (%)	Q1FY23	FY22
Americas	47%	45%
Europe	29%	32%
APAC & Others	24%	23%

Revenue Mix (%)	Q1FY23	FY22
Offshore	53%	53%
Onsite	47%	47%

Revenue by Vertical (%)	Q1FY23	FY22
Fintech	33%	28%
Transportation & Logistics	10%	10%
Telecom	19%	20%
Public Sector	4%	6%
Retail- Ecommerce & Health Care	6%	8%
Others	28%	28%

Customer Metrics	Q1FY23	FY22
No of clients/customers per Million Dollar		
>1 Million	11	11
>0.5 Million to 1 Million	8	7
Clients Contribution to Revenue (%)		
Top 5	48%	48%
Top 10	63%	59%
Top 20	74%	70%

Headcount Metrics	Q1FY23	FY22
Total Employee Count	1,649	1,554
- <i>Technical</i>	1,484	1,406
- <i>Support</i>	165	148
Utilization – IT Services % (Excl. Trainees)	85%	85%

Other Highlights Q1FY23:

- Added 1 new customer in 0.5Mn \$ revenue segment.

About Saksoft

Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), a leading player in providing digital transformation solutions to help businesses stay relevant in a highly connected, rapidly evolving world. Saksoft is a niche technology specialist that provides a comprehensive suite of business transformation, information management, application development and testing services. Saksoft helps their clients level the playing field by helping them transform their business spaces. Saksoft is headquartered in Chennai (India), and has 16 offices across the USA, Europe and Asia employing over 1,900+ people. For more information, please visit www.saksoft.com

For Further Information, Please Contact:

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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.