



Saksoft Limited

CIN: L72200TN1999PLC054429

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10th August, 2020

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 30th June, 2020 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited

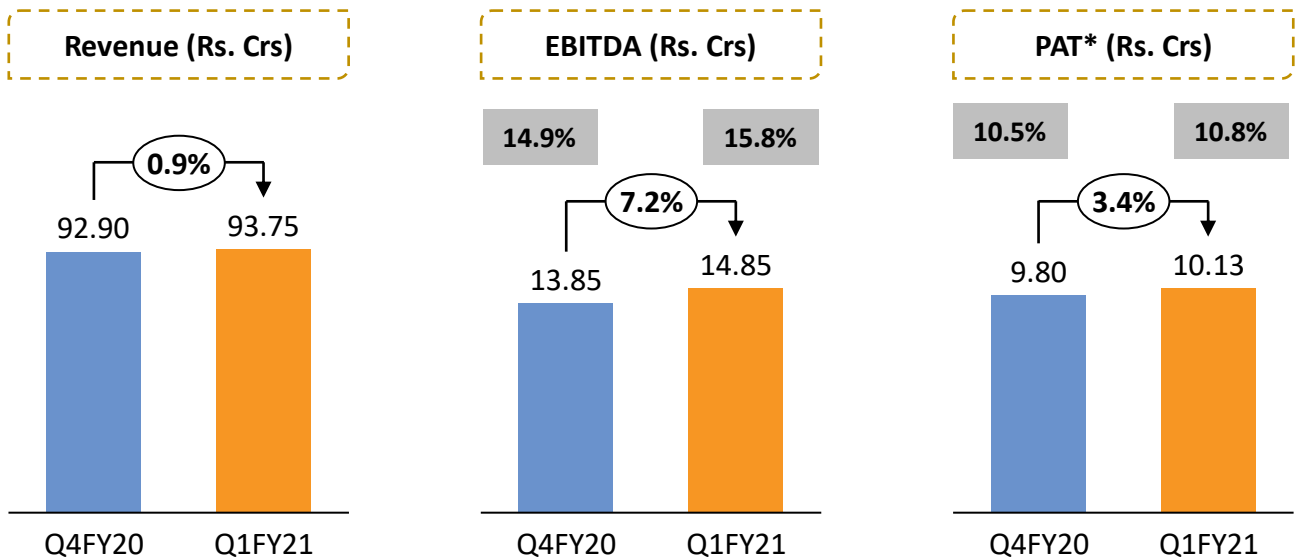
S.Muthukrishnan
Company Secretary

Investor Release: 10th August 2020

Revenue at Rs. 93.75 Crs, growth of 0.9% on Q-o-Q basis
EBITDA Margin at 15.8%, growth of 93 bps on Q-o-Q basis
PAT* Margin at 10.8%, growth of 26 bps on Q-o-Q basis
Q1FY21 EPS at Rs. 10.19

Chennai, August 10, 2020: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its un-audited financial results for the Quarter ended 30th June 2020

Financials at a Glance:



Commenting on the results and performance **Aditya Krishna, Chairman & Managing Director of Saksoft Ltd.** said:

“In these unprecedented times, our focus on always doing what is right for our customer’s businesses has further strengthened our customer relationships. In a difficult quarter we have managed to maintain both our top-line and bottom-line and we are hopeful to grow revenues as soon as our customers begin to increase their IT spending. Our value proposition of supporting mission critical digital applications in select industry verticals will ensure high demand for our services in our target market.”

Result Highlights Q1FY21 Vs Q4FY20 :

Revenue

- The Company recorded Revenue of Rs. 93.75 Crs during Q1FY21, as against Rs. 92.90 Crs in Q4FY20, growth of 0.9% on a Q-o-Q basis
- During the quarter, we have added a customer in 0.5 Million Dollar plus segment

EBITDA

- EBITDA for the quarter stood at Rs. 14.85 Crs as compared to Q4FY20 of Rs. 13.85 Crs, a growth of 7.2% on Q-o-Q basis
- EBITDA Margin stood at 15.8%, an increase of 93 bps on a Q-o-Q basis
- Cost rationalization and Prudent cost control measures will continue as one of the major focus area for the Management

Profitability*

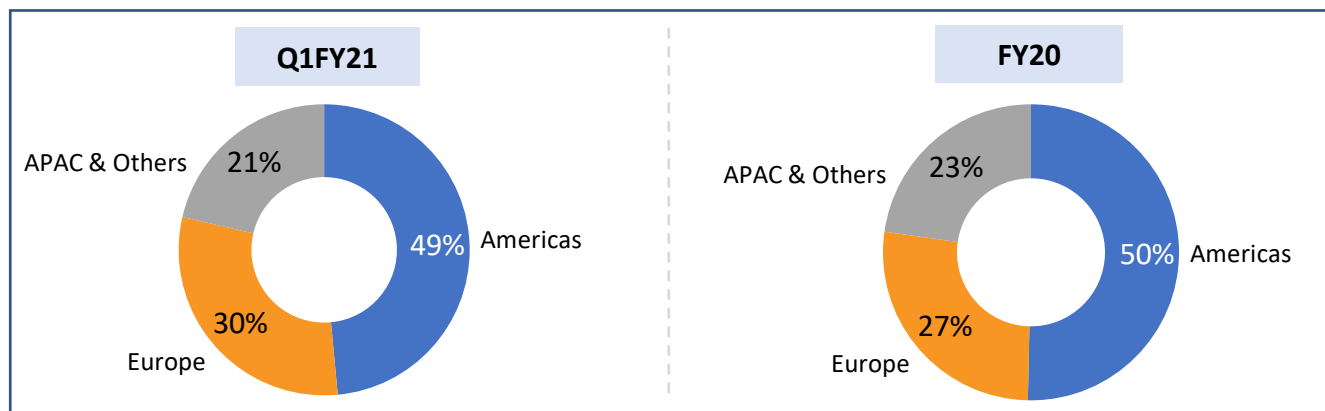
- PAT for the quarter stood at Rs. 10.13 Crs as compared to Q4FY20 of Rs. 9.80 Crs, a growth of 3.4% on a Q-o-Q basis
- PAT Margin stood at 10.8%, an increase of 26 bps on a Q-o-Q basis
- Efficient use of working capital has resulted in reduction in finance cost and improved net profit.

COVID-19 Update:

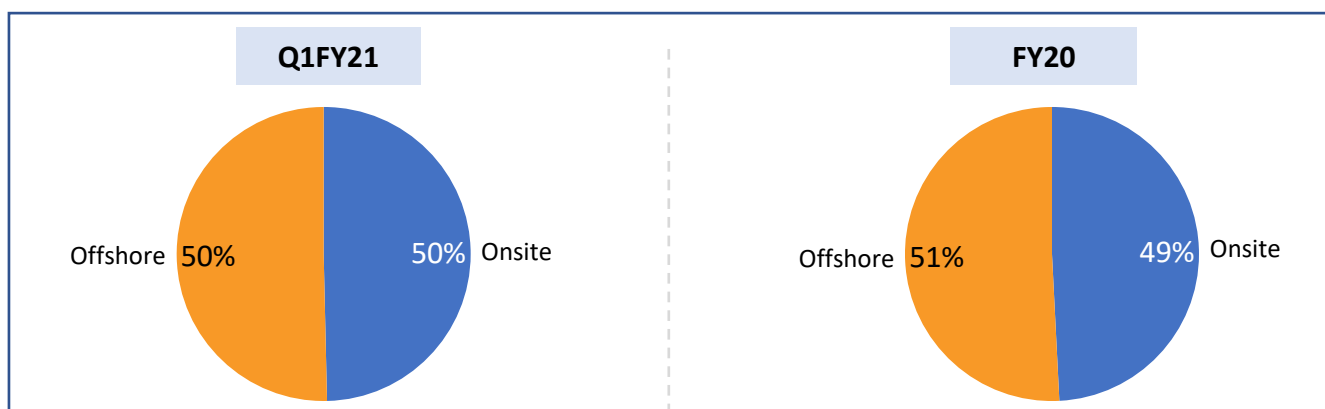
- Based on the review and current indicators of future performance, there is no significant impact of COVID-19 pandemic on quarter end financials
- The Company has been able to successfully address the business challenges while rapidly addressing the needs of the clients
- Cost Rationalization and prudent capital management initiatives led to increase in business efficiencies

Operating Metrics

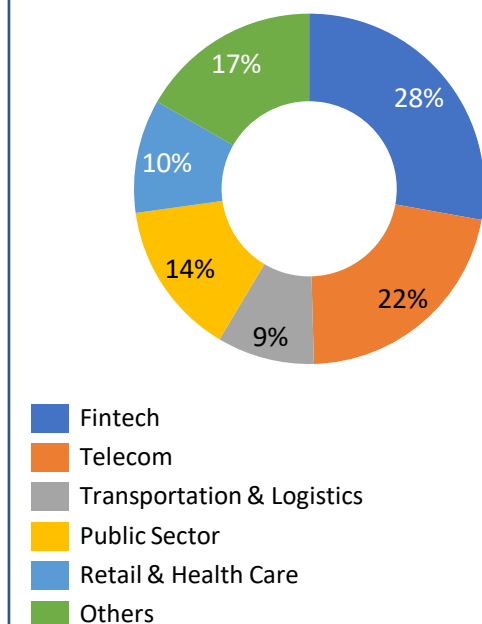
Revenue by Geography



Revenue Mix



Q1FY21 Revenue by Vertical



CUSTOMER METRICS	Q1FY21	FY20
(a) No of clients/customers per Million Dollar**		
>1 MN	6	6
>0.5Mn to 1Mn	8	7
(b) Client's Contribution to Revenue		
Top 5	49%	47%
Top 10	59%	55%
Top 20	69%	64%

HEADCOUNT METRICS	Q1FY21	FY20
(a) Headcount & Utilization		
Total Employee Count	1,229	1,258
Technical	1,078	1,121
Support	151	137
(b) Utilization-IT Services		
Excluding trainees	81%	83%

Figures are rounded off wherever required

** The numbers are based on the Annualized figures

About Saksoft Limited

Saksoft Limited is 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 14 offices across the USA, Europe and Asia employing over 1,200+ people. For more information, please visit www.Saksoft.com

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.

For further information, please contact

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Investor Relations Advisors :



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