

March 21, 2024

The Listing/Compliance Department
The National Stock Exchange of India Limited
“Exchange Plaza”
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051

Stock Code: SAKSOFT

Dear Sir / Madam,

Sub: Disclosure of Investors Presentation under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Pursuant to Regulation 30 and all other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing a copy of the updated Investor Presentation of performance for third quarter and nine months ended for the FY-24.

Kindly take the above information on record.

Thanking You,

For Saksoft Limited



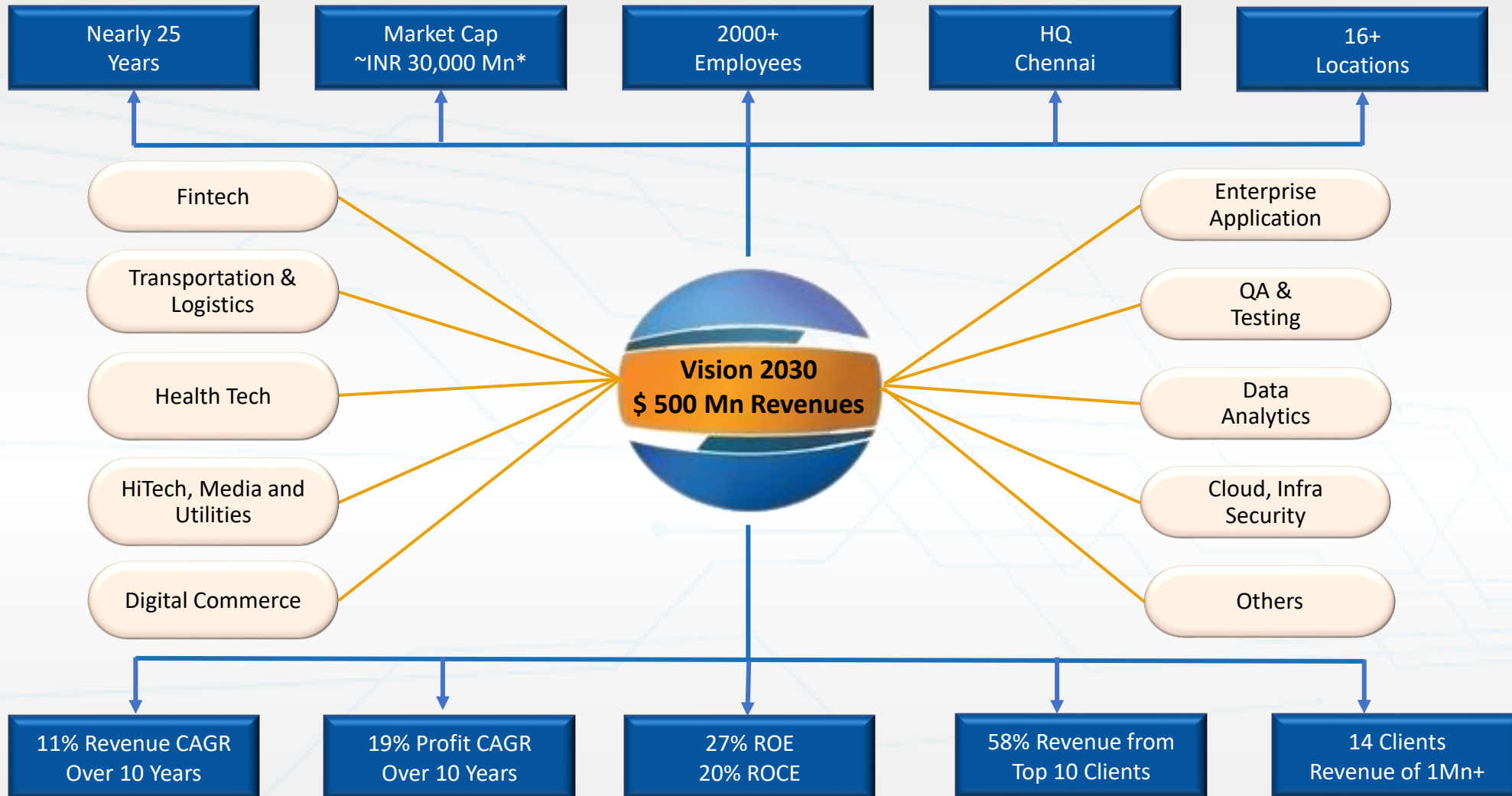
Meera Venkatramanan
Company Secretary





— INVESTOR PRESENTATION —

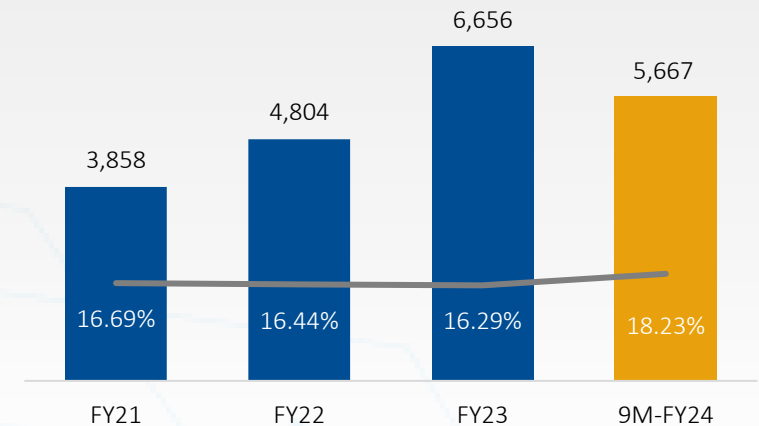
March 2024



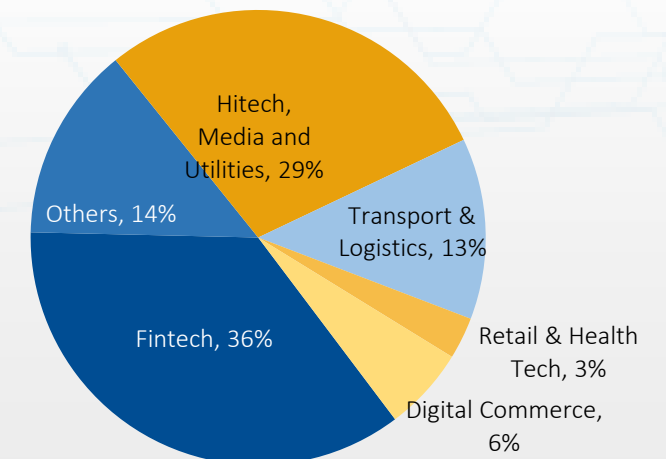
Company Overview

- Saksoft Limited, founded in 2000, is a leading Digital Transformation Solution Partner for clients across the globe helping organizations with Industry focused-technology solutions to enhance customer experience.
- The Company's headquarters are located in Chennai (India) and has 16 offices across India, Europe, Asia and USA.
- The company has grown over the years organically and inorganically with various successful acquisitions that have significantly enhanced and complemented the company's service offerings, client profile and growth.
- The company is a digitalization partner for mid-sized global companies focusing on clients in high-growth sectors like Fintech, Telecom, Utilities, Logistics & Transportation and Healthtech amongst others.
- Saksoft develops customized solutions like Cloud-Enabled Enterprise Applications, Omni Channel solutions, Augmented Analytics solutions like Predictive, Prescriptive analytics using AI/ML, NLP, etc.

REVENUE (INR MN) AND EBITDA MARGINS (%)



REVENUE BY VERTICALS (9M-FY24)



Saksoft Group Journey

1999
The Journey begins

2000
Incorporated in Singapore


2001
Incorporated in US, UK

2005
Went Public, got listed in NSE

2006
First Acquisition of Acuma Solutions, UK



2013
Acquired EDP, US



Agility • Accountability • Authority
A SAKSOFT COMPANY

2016
In roads top Transportation & Logistics, IOT, RPA by acquiring DreamOrbit



2015
Traditional services to digital transformation services

2014
In roads to testing & QA by acquiring 360 Logica



2017
Became a vertical focused service provider

2018
In roads to Healthcare vertical by acquiring Faichi Solutions, US



2019
Digital Transformation Partner, Ageon



2022
Acquired MC Consulting pte based in Singapore and focusing on logistics & Transportation



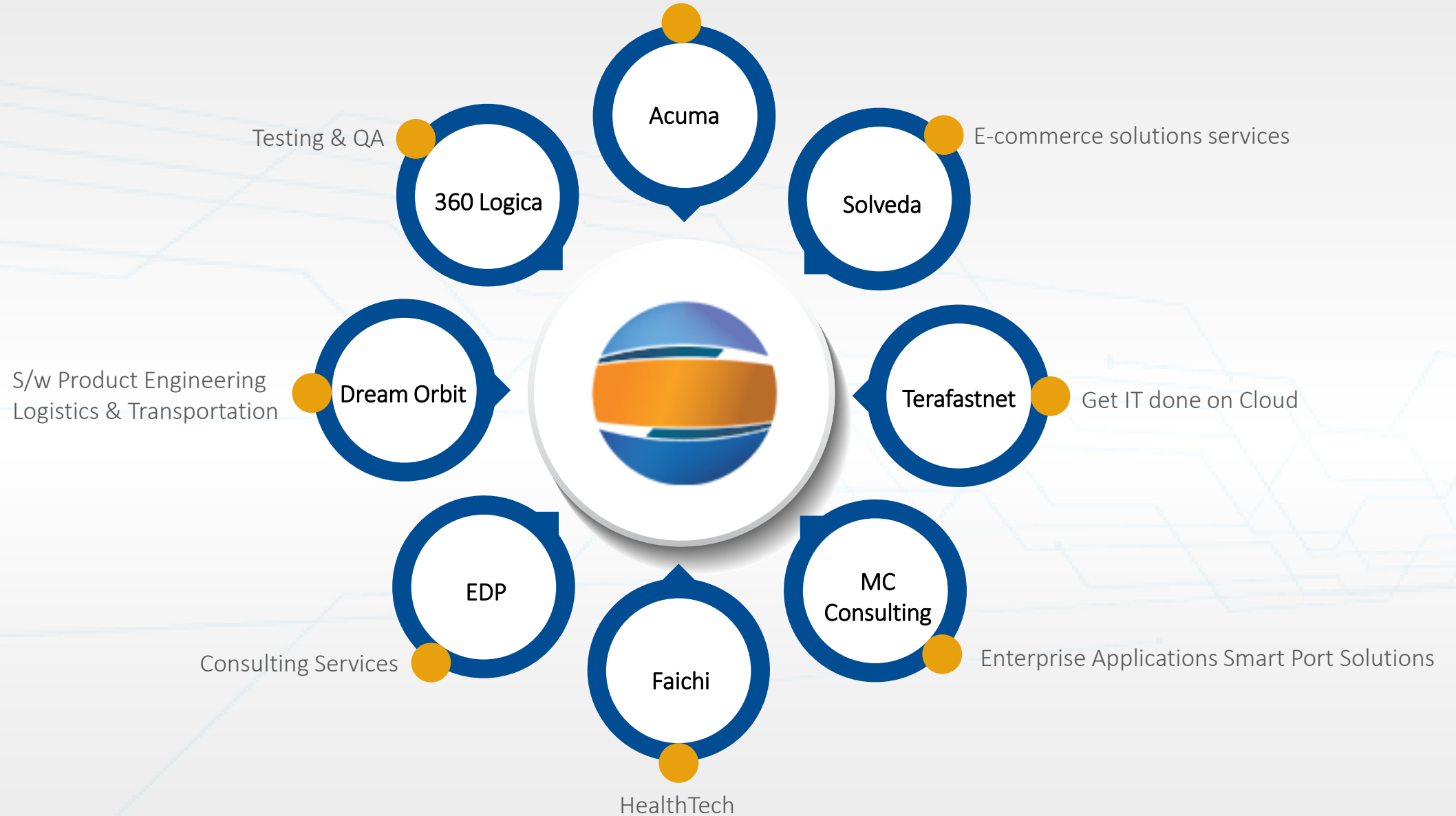
2022
Acquired Terafast Networks based in Chennai – cloud engineering solutions.



2023
Acquired Solveda – Digital ecommerce solutions.



Core Data Services SAP, Microsoft



Board Of Directors



Aditya Krishna,
Chairman & Managing Director:

He is a M.A.(Economics) from St. Stephens College, New Delhi and MBA (Finance & Marketing) from Northeastern University, Boston, USA. Aditya was with Citibank N.A, New York, USA from 1987 to 1990 as a member of the business analysis department of the Credit Card Business and from 1990 to 1995 was Vice President – Credit Director & Financial Controller, Citibank N.A, India responsible for managing Citibank India's credit card portfolio. with his banking and retail lending domain knowledge, founded Saksoft Ltd. in 2000.



Ajit Thomas
Independent Non-Executive Director

He is an Independent Director and the Chairman of Audit Committee. He is the Chairman of A.V. Thomas Group of Companies and also a Member of Nomination & Remuneration Committee of the Board.



Kanika Krishna,
Non-Executive Director:

She is the COO of Sak Industries Pvt. Ltd.'s Abrasives Division. She has an MBA from Pace University, USA, and a Master's from Manchester Business School, UK, she serves as a non-executive Director on the Board, actively participating in the Stakeholders' Relationship and Corporate Social Relationship (CSR) Committees.



Suresh Subramanian
Independent Non-Executive Director

He is a Fellow Member of the Institute of Chartered Accountants of India. He has an impressive 39 years career in auditing and accounting with top-tier accounting firms in India. His expertise spans various GAAPs and encompasses a deep understanding of accounting complexities across diverse industry sectors.



VVR Babu,
Independent Non-Executive Director:

He has over 36 years of experience at the ITC Group, he served as Senior VP and Management Committee member at ITC Infotech, and CIO for the ITC Group in the last 15 years. Currently, as an Independent Director, he chairs the Stakeholders' Relationship and Nomination & Remuneration Committees, in addition to being a member of the Board's Audit Committee.



Ganesh Chella
Independent Non-Executive Director

He the founder of Totus Consulting and an XLRI, Jamshedpur alumnus, serves as an Independent Director in our company, contributing to the Audit, Nomination & Remuneration, and Stakeholders' Relationship Committees.



Ms Kavitha Vijay
Independent Non-Executive Director

She is the Senior Partner at Universal Legal, now part of 'IC Universal Legal, Advocates & Solicitors,' with offices across India. With over 15 years of experience, she previously worked at Crawford Bayley & Co. in Mumbai. Kavitha specializes in mergers, acquisitions, private equity, micro-finance, and offers expertise in regulatory compliance, loan structuring, and capital raising for non-banking financial.

Key Management Personnel



Niraj Kumar Ganeriwal
Chief Operating Officer &
Chief Financial Officer



Avantika Krishna
Chief Sales Officer (CSO)



Dhiraj Mangla
Chief Customer Officer



Saswat Swain
Chief Delivery Officer



Jonathan Eeley
Business Head - UK



Bhaskar Narayanan
Sr. VP (Business Head –
India & APAC)



Soumya Shashi
VP (Practice Head –
Testing & QA)



Amit Verma
EVP (Practice Head –
Logistics & Transportation)

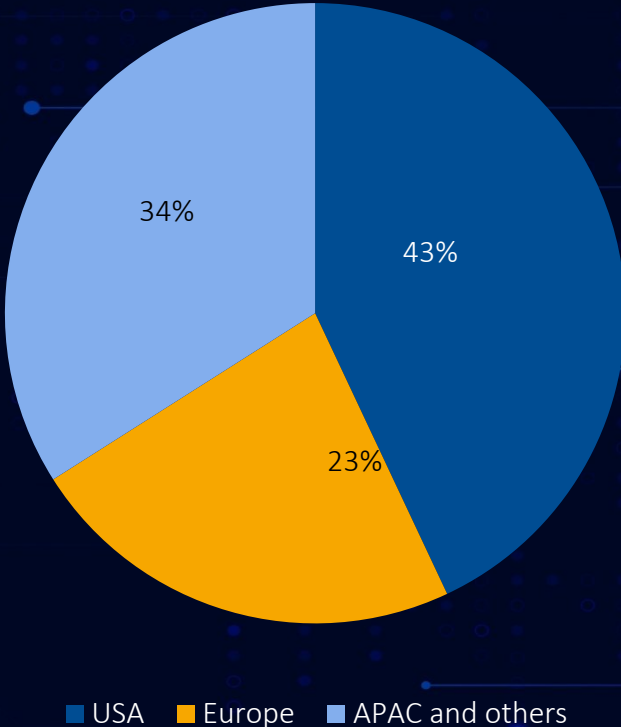


Rahul Aggarwal
Assistant Vice President

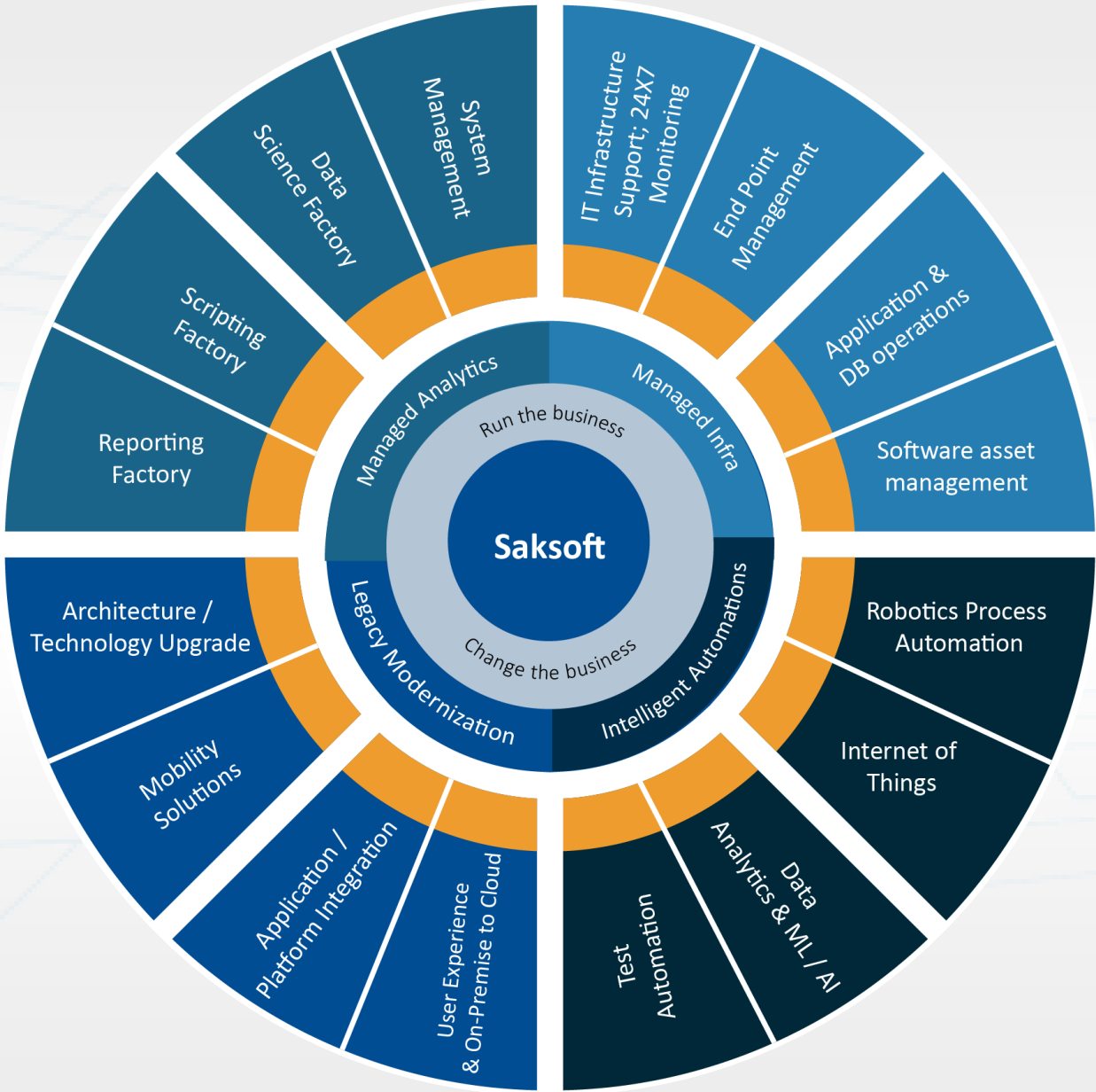


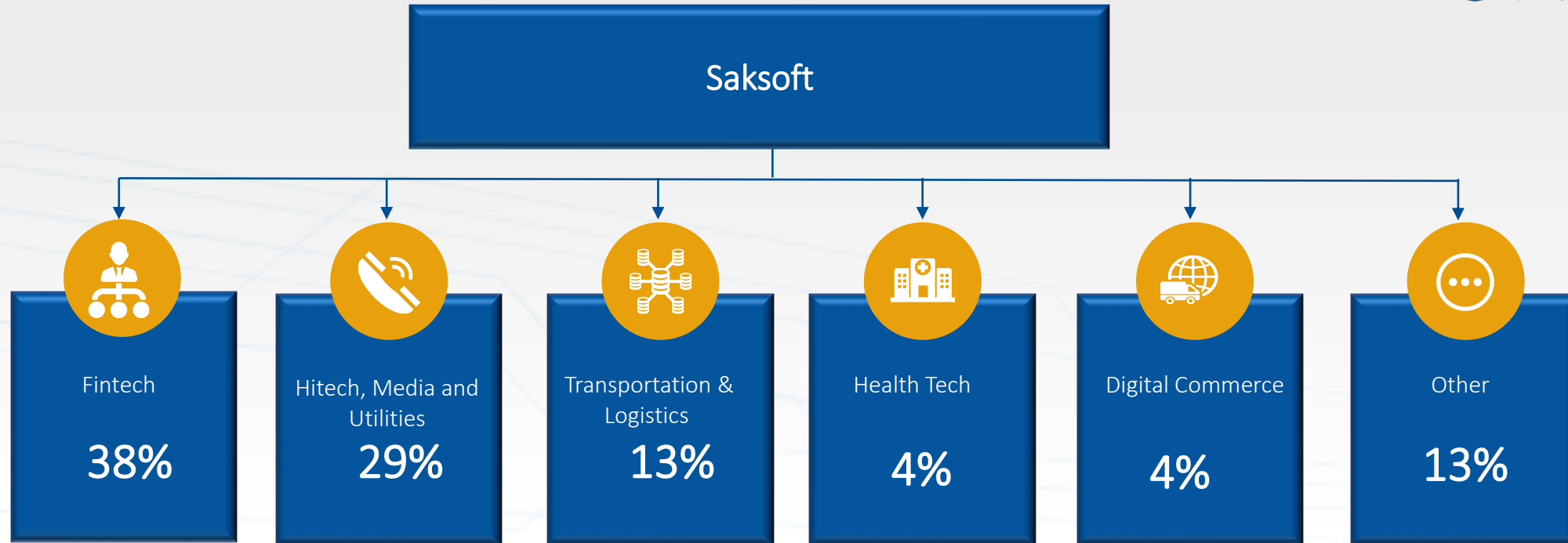
Rohan Pandya
VP (Practice Head - Fintech
Solutions)

GEOGRAPHICAL PRESENCE (9MFY24)



BUSINESS OVERVIEW





Our USP

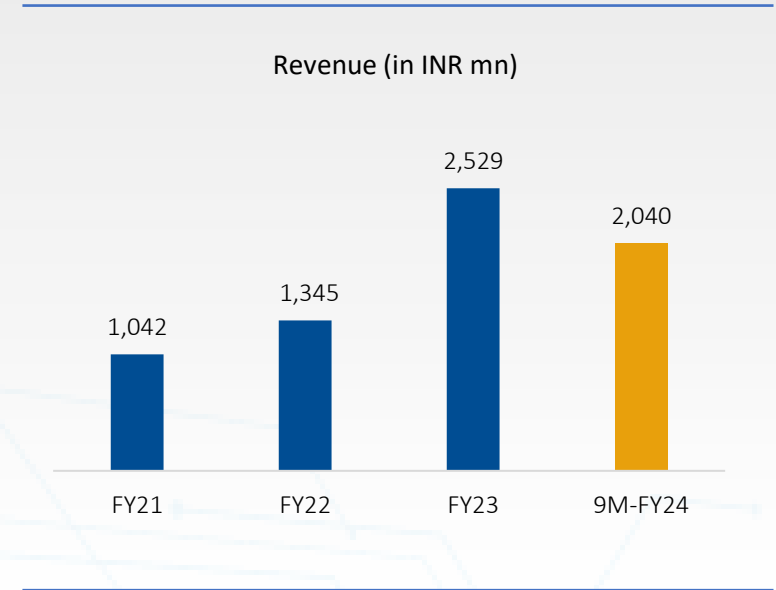
- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

- Saksoft concentrates on developing solutions for clients by utilising its subject experience.
- It improves customer experience for organisations and guarantee a smooth integration of operations, tools, technology, and human interactions
- Through innovation and thinking leadership, the Company has been able to address the financial arena thanks to this collaborative approach.

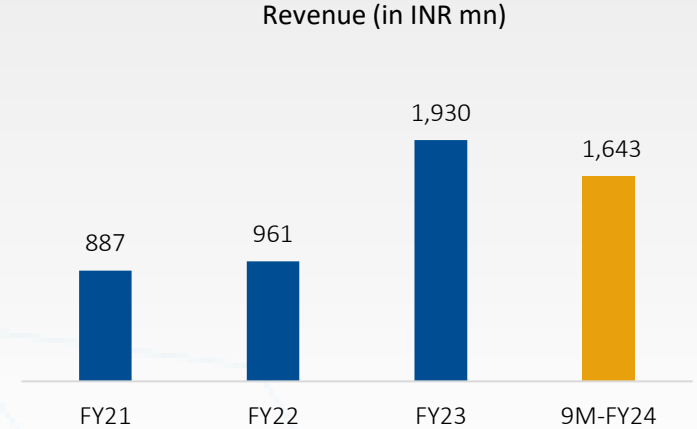
Offerings	Customer Profile	Key Growth Drivers	Client Base	Market Opportunity
<ul style="list-style-type: none"> • Mobile Cash Disbursement Solution • API Integration • Mobile/Web Development • Big data analytics • Credit Scoring, • Fraud prevention & Risk Assessment, Anticipate / handle disruptions 	<ul style="list-style-type: none"> • Cards & Payment gateways • Credit Management agencies • Regulatory & Compliance • Asset & Wealth Management • SMB & Consumer Lending, Mortgages 	<ul style="list-style-type: none"> • Increasing digitization of business services • Rising adoption of smart devices • Increased internet penetration coupled with the growing popularity of digital payments & wallets • Increased investments in tech based solutions 	<ul style="list-style-type: none"> • 6 clients in the USD 1 Million plus and 2 clients in 0.5 Million plus account* 	<ul style="list-style-type: none"> • Global Fintech market was valued at USD 115.34 billion in 2021 • Expected to reach USD 936.51 billion in 2030 • Growing at a CAGR of 26.2% from 2022 to 2030



*The above numbers pertaining to FY21-22, and FY22-23 client base will change.

- Saksoft provides a comprehensive telco solution that includes enterprise ERP, cloud migration services, customer engagement solutions, big data customer analytics solutions, and automation.
- Telecom served as the foundation of the world economy, enabling individuals to interact, amuse themselves, and carry out their work while cooped up in their houses.

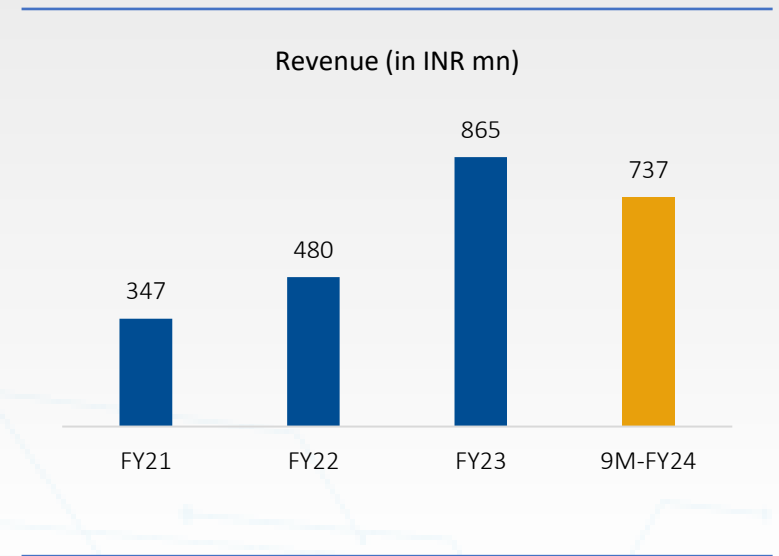
Offerings	Customer Profile	Key Growth Drivers	Client Base	Market Opportunity
<ul style="list-style-type: none"> • Share Point Development • Advance Analytics to reduce customer churn • Oracle Support • Testing COE 	<ul style="list-style-type: none"> • Business Support Systems • Operations Support Systems • Enterprise Resource Planning • IT strategy consulting 	<ul style="list-style-type: none"> • Rising spend on next-generation equipment & smartphones • Increased deployment of 5G • Rising mobile subscribers • Soaring demand for high-speed data connectivity • Cutting-edge technology adoption 	<ul style="list-style-type: none"> • 2 client in USD 1 Million plus and 1 client in USD 0.5 Million USD plus account* 	<ul style="list-style-type: none"> • Global telecom services market size valued at USD 1,707.96 billion in 2021 • Expected to reach USD 2,467.01 billion in 2028 • CAGR of 5.4% from 2021 to 2028



*The above numbers pertaining to FY21-22, and FY22-23 client base will change.

Transportation & Logistics

- Saksoft acquired DreamOrbit in 2016, which offers domain expertise and technological competence in IoT and Mobility Solutions for Transportation & Logistics companies. Combined with Saksoft's expertise in Testing, Cloud Solutions, and Analytics, makes it the ideal partner for its clients.
- Saksoft provides a digital suite of solutions that includes Digital Transportation and Management Solutions, Network Analytics, Carrier Compliance Solutions, Digital Freight Matching Applications, and Asset Utilization Improvement Solutions.
- It purchased MC Consulting, a Singapore-based company that specialises in offering technology-based business solutions, in February 2022.
- Over the last 15 years, it has custom developed multiple solutions that improves the functioning of a seaport and public sector agencies with its Logistics & Transportation focus. This acquisition fits into Saksoft Group's strategy of Inch wide Mile-Deep focus that helps it reinforce its niche in the otherwise crowded market.



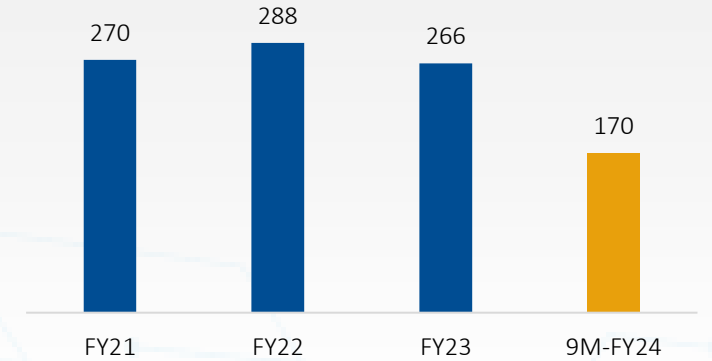
Offerings	Customer Profile	Key Growth Drivers	Client Base	Market Opportunity
<ul style="list-style-type: none"> • IoT solutions • Freight management software • Warehouse management • Supply chain management • EDI integration • Logistics dashboard 	<ul style="list-style-type: none"> • 3PL's • Shippers • Carriers • ISV's • Port Operators 	<ul style="list-style-type: none"> • Increased demand for cost-effective logistics and supply chain solutions • Smarter & Speedier Services • Secure Interconnected Ecosystems • 'Green' Logistics • Rising adoption of cloud-based services 	<ul style="list-style-type: none"> • 2 clients in the USD 1 million plus and 2 client in USD 0.5 Million plus account* 	<ul style="list-style-type: none"> • Global Digital Logistics market size was valued at USD 10.23 billion in 2021 • Expected to touch USD 22.17 billion by 2028 • CAGR of 11.5% from 2022 to 2025

*The above numbers pertaining to FY21-22, and FY22-23 client base will change.

- Saksoft has created cutting-edge healthcare goods and solutions for its clients all over the world by working with a team of healthtech specialists and technologists from its group company Faichi, a Saksoft Company.
- Saksoft helps with predictive analytic solutions and services that transform data into actionable insights.
- These insights can help to lower costs, improve outcomes, and make better decisions faster.
- As accurate patient data, linked patient records, interoperability, and cybersecurity continue to be top priorities in the healthcare industry, the pandemic has increased the need for telemedicine and mHealth technologies to become a reality.

Offerings	Customer Profile	Key Growth Drivers	Client Base	Market Opportunity
<ul style="list-style-type: none"> • Telehealth • EHR integration • Imaging analytics • Integrated health monitoring via wearables • HL7/FHIR enabled provider apps 	<ul style="list-style-type: none"> • Healthcare Providers • Healthcare Payers • Healthcare Compliance • Clinical Research and Life Sciences 	<ul style="list-style-type: none"> • Surge in adoption of telehealth & mHealth practices • Adoption of cloud technologies related to HCIT services • Rise in demand for quality healthcare solutions & services • Growth in government initiatives to promote healthcare IT • Surge in demand for improved patient safety & patient care 	<ul style="list-style-type: none"> • 1 client in USD 1 Million plus account and 1 client in the USD 0.5 Million-plus account* 	<ul style="list-style-type: none"> • Global Healthcare IT (HCIT) Market was valued at USD 282.99 billion in 2021 • Expected to reach USD 857.58 billion in 2030 • Growing at a CAGR of 13.1% from 2021 to 2030

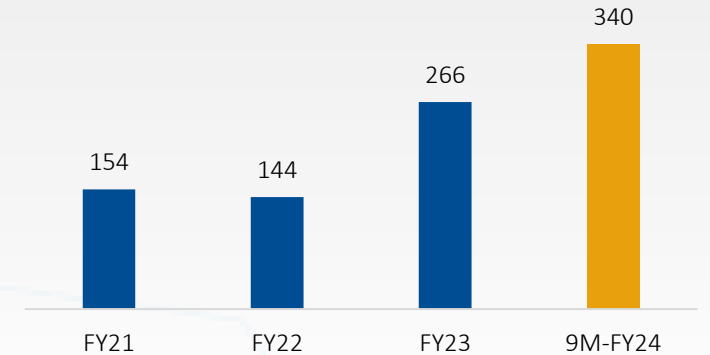
Revenue (in INR mn)



*The above numbers pertaining to FY21-22, and FY22-23 client base will change.

- Saksoft’s retail solutions are fueled by our domain expertise combined with its retail experience in building end-to-end retail solutions that solve complex challenges
- It supplements areas such as customer engagement, eCommerce, Sales & Marketing, Supply chain, and Pricing.
- Saksoft, assists organizations in implementing the correct mobile strategy, embracing the proper technology platforms, and transforming into a next generation mobile organisation.
- Retailers have expanded their investments in technologies that will aid in their road to digital transformation, operational agility, and revenue development, in order to create an Omni channel ecosystem that will raise consumer engagement and smooth customer movements across digital and physical media.

Revenue (in INR mn)



Offerings	Customer Profile	Key Growth Drivers	Client Base	Market Opportunity
<ul style="list-style-type: none"> • Social Listening (Micro Influencer) • Customer 360 • Customer Journey Tracking • ECommerce Portal Development 	<ul style="list-style-type: none"> • Multi Store e-Commerce Solutions • Store Front Solutions • Customer Engagement Solutions • Order Inventory Management 	<ul style="list-style-type: none"> • Rapid urbanization • Increased internet penetration and usage of smart devices • Advanced technologies fuel the growth • Introduction of cross-border and consumer protection policies • Increased consumers shift toward online platforms for shopping 	<ul style="list-style-type: none"> • 1 client in USD 0.5 Million plus account* 	<ul style="list-style-type: none"> • Retail e-commerce sales worldwide USD 4.9 trillion in 2021 • E-retail revenues are projected to grow to USD 7.4 trillion in 2025 • CAGR of 11.35% from 2022 to 2025

*The above numbers pertaining to FY21-22, and FY22-23 client base will change.

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.

Saksoft is Attractively placed to Capitalize on Global Trends

Customer Service

By catering to increasing needs

Providing complex domain-intensive solutions that take the businesses of customers ahead by investing in complementary domain-specific acquisitions, hybrid (offshore cum onsite) locational model and focused on mid-sized global companies where our effectiveness is most visible.

E-Commerce

Is rapidly increasing

There is huge opportunity in working closely with companies linked with e-commerce; as transformation from graduating physical engagement to the digital. And thus, deepened our presence in the retail, transportation, logistics and fintech verticals that are an integral part of the e-commerce ecosystem.

Digitalization

Has entered a new wave

Opportunity in more companies seeking to completely replace the manual with the digital in their operations; the term 'Digitalise or perish' is more true today than ever. An opportunity in partnering mid-sized global companies (USD 100 Mn to USD 3 Billion in revenues) transform from conventional, part-automated and manual processes to completely digitalised operations, a multiyear Engagement in design, implementation and support services.

Enhance Viability

And ability in Competitive Environment

Saksoft helps companies digitalise, responsive to market opportunities and enhanced competitiveness. We have positioned ourselves as a digitalisation partner covering diverse corporate functions, empowering customers to take a refreshingly new look at their business.

Engage Virtually

and remotely option is on rise

An opportunity in providing digital interventions that facilitate cross geography solutions and hence have selected to be present in the health care vertical where telemedicine is emerging as a rapidly growing segment.



FINANCIAL OVERVIEW

Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY21	FY22	FY23	9M-FY24
Operating Income	3,858	4,804	6,656	5,667
Expenses	3,214	4,014	5,574	4,634
Operating EBITDA	644	790	1,082	1,033
<i>Operating EBITDA Margins (%)</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	<i>18.23%</i>
Depreciation	67	69	100	85
Finance Cost	34	28	22	24
Other Income	41	111	94	45
PBT	584	804	1,054	969
Tax	130	171	234	239
Profit After Tax	454	633	820	730
<i>PAT Margins (%)</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.88%</i>
Other Comprehensive Income	95	3	85	67
Total Comprehensive Income	549	636	905	797
EPS Basic (INR)	4.56	6.34	8.18	7.26

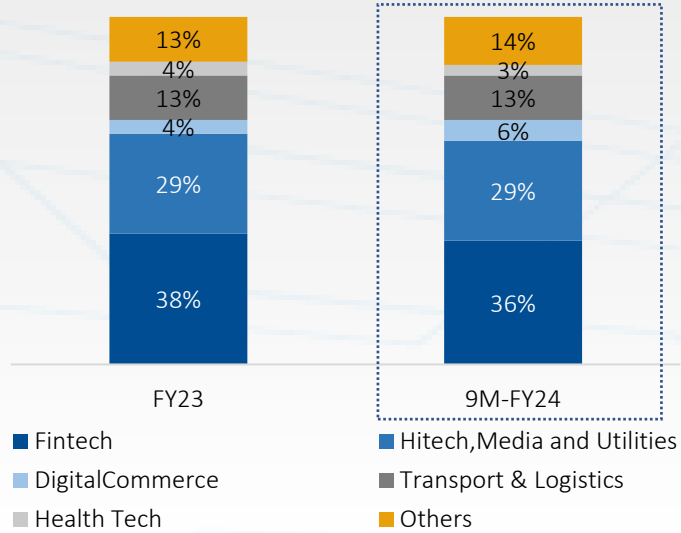
Consolidated Balance Sheet

PARTICULARS (INR MN)	FY22	FY23	H1-FY24
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	100	101
(B) Other Equity	3,085	3,945	4,443
Total Equity	3,185	4,045	4,544
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	39	-	-
(ii) Other Financial liabilities	49	41	373
(iii) Lease liabilities	119	81	77
(B) Provisions	62	102	151
(C) Other Non-Current Liabilities	-	-	29
Total Non – Current Liabilities	269	224	630
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	2	-	-
(ii) Trade Payables	295	257	270
(iii) Lease Liabilities	47	54	44
(iv) Other Financial Liabilities	70	153	518
(B) Other Current Liabilities	679	858	890
(C) Provisions	68	90	92
Total Current Liabilities	1,161	1,412	1,814
GRAND TOTAL - EQUITIES & LIABILITES	4,615	5,681	6,988

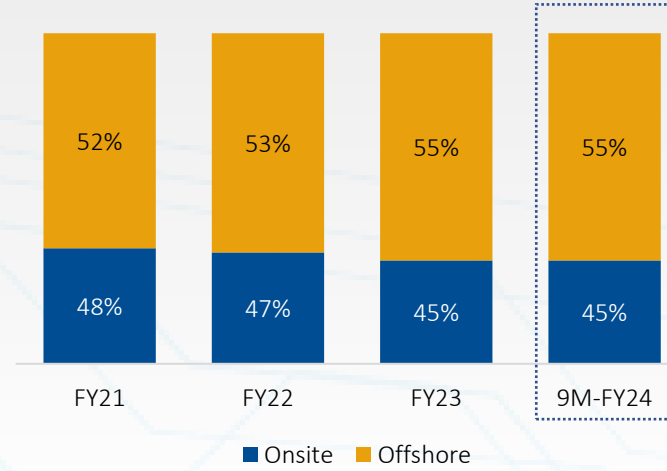
PARTICULARS (INR MN)	FY22	FY23	H1-FY24
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	121	147	146
(B) Right-of-Use Assets	167	128	113
(C) Goodwill on Consolidation	1,665	1,903	3,277
(D) Other Intangible Assets	3	5	5
(E) Financial Assets			
(i) Investments	70	-	-
(ii) Other Financial Assets	24	170	31
(F) Deferred Tax Assets (Net)	47	73	88
(G) Other Non - Current Assets	-	-	74
Total Non – Current Assets	2,097	2,426	3,734
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	105	90	85
(ii) Trade Receivables	1,062	1,164	1,425
(iii) Cash & Cash Equivalentents	739	879	1092
(iv) Bank balances other than above	210	557	141
(v) Loans	-	2	23
(vi) Other Financial Assets	200	249	325
(B) Current Tax Assets (Net)	15	33	26
(C) Other Current Assets	187	281	137
Total Current Assets	2,518	3,255	3,254
GRAND TOTAL – ASSETS	4,615	5,681	6,988

Key Performance Metrics

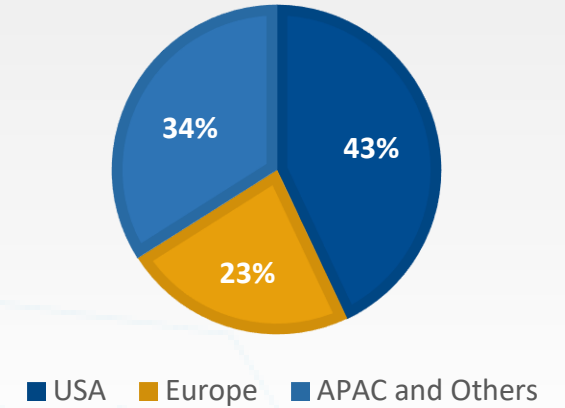
REVENUE BY VERTICALS



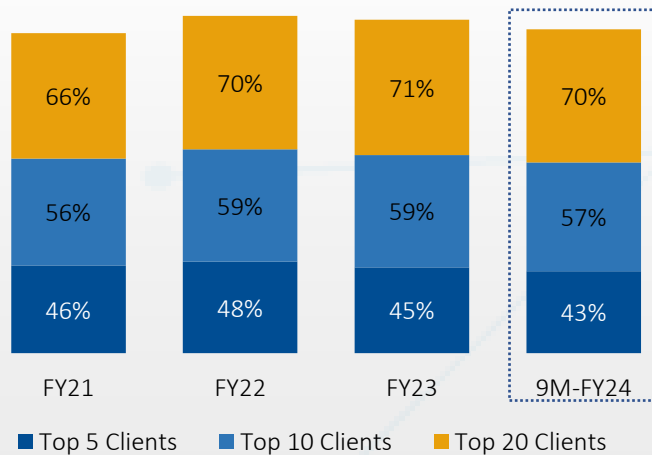
REVENUE MIX (%)



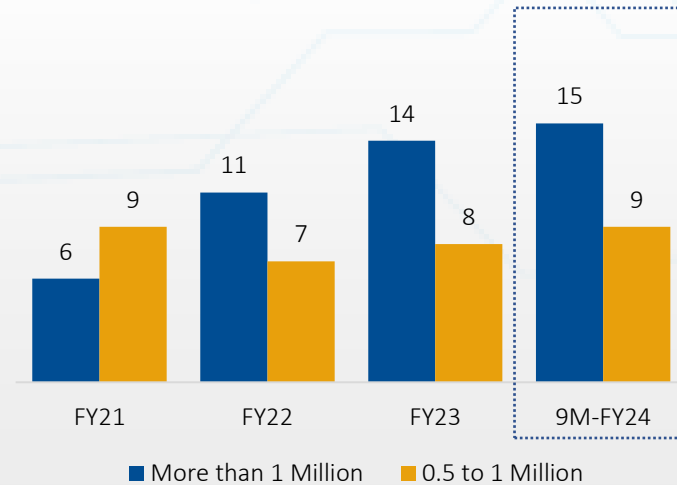
9M-FY24 REVENUE BY GEOGRAPHY (%)



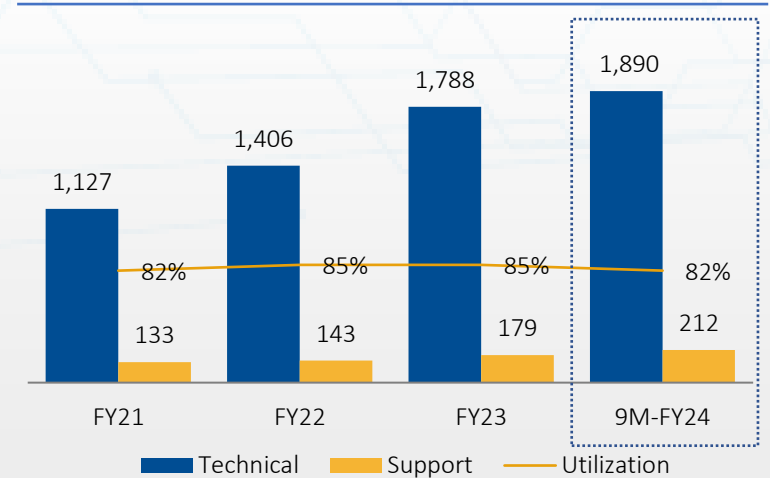
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS

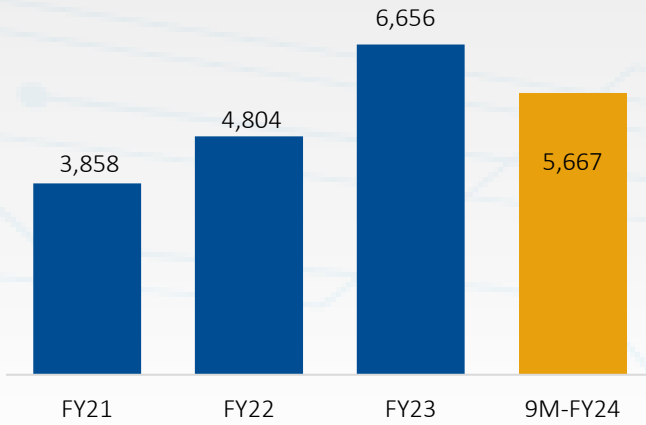


EMPLOYEE BIFURCATION

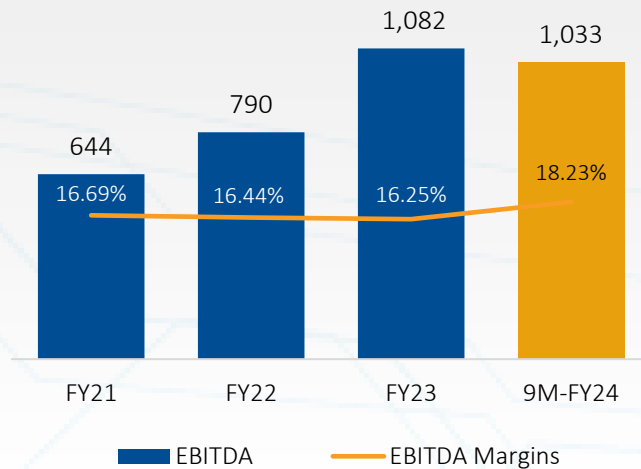


Consolidated Financial Performance

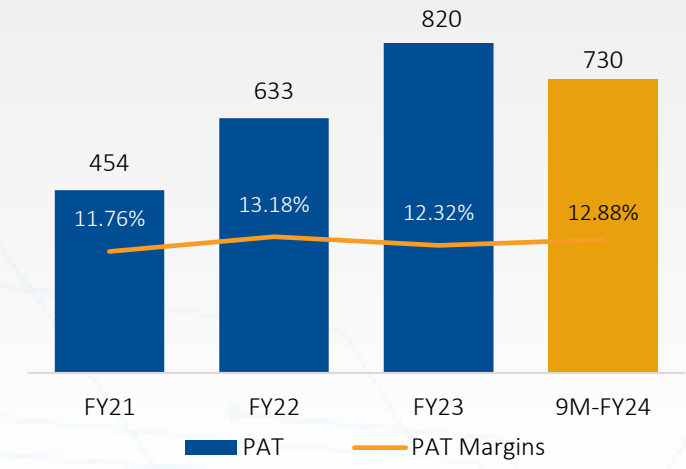
REVENUES (INR MN)



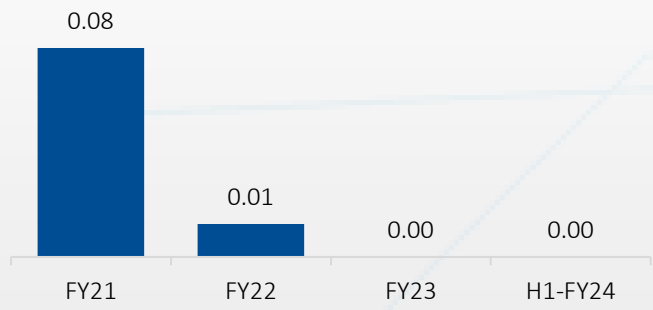
OPERATING EBITDA (INR MN)



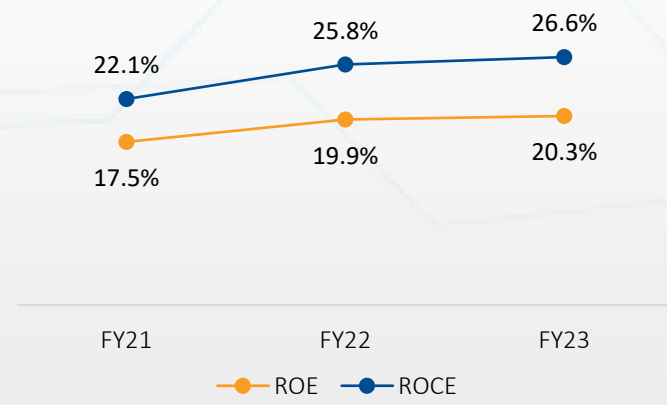
PAT (INR MN)



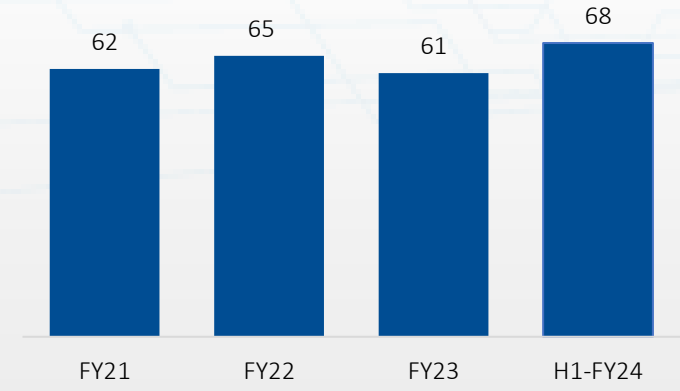
DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)

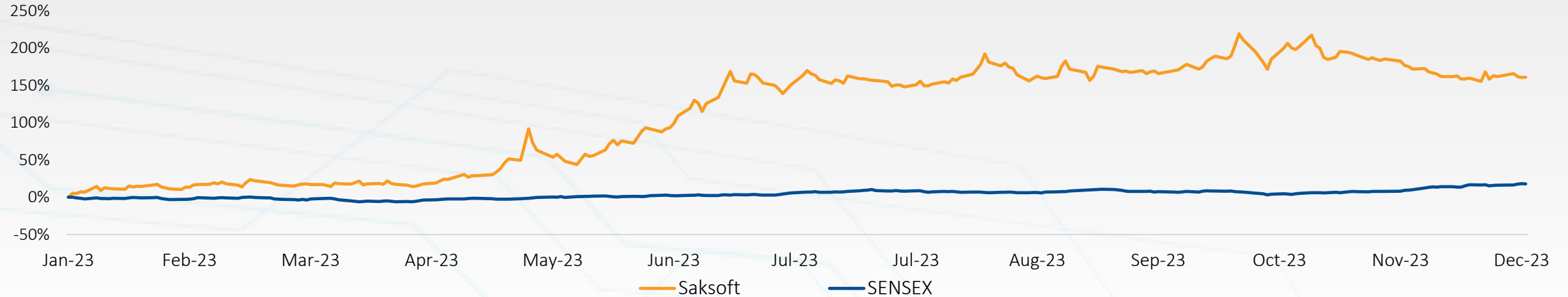


DSO DAYS



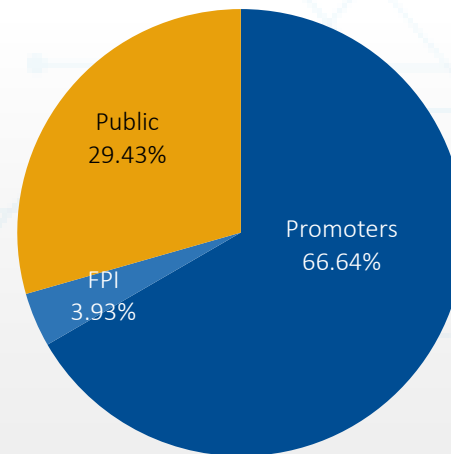
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

1 year share price movement (Up to 31st December 2023)

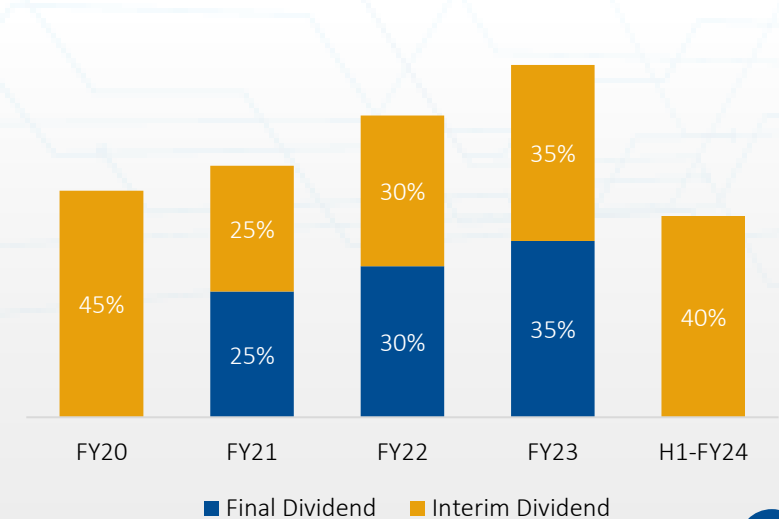


Price Data (as on 31 st December, 2023)	
Face value (INR)	1.00
Market Price (INR)	320.40
52 Week H/L (INR)	399.40/120.80
Market Cap (INR Mn)	33,863.08
Equity Shares Outstanding (Mn)	105.69
1 Year Avg. Trading Volume ('000)	553.06

Shareholding Pattern (As on 31st December 2023)



Dividend as a % of Face Value



Disclaimer

Saksoft Limited

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