



Saksoft Limited

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06th November, 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 second quarter and half year ended 30th September, 2020 as enclosed with this letter today.

Please take on record.

Yours faithfully,
For Saksoft Limited

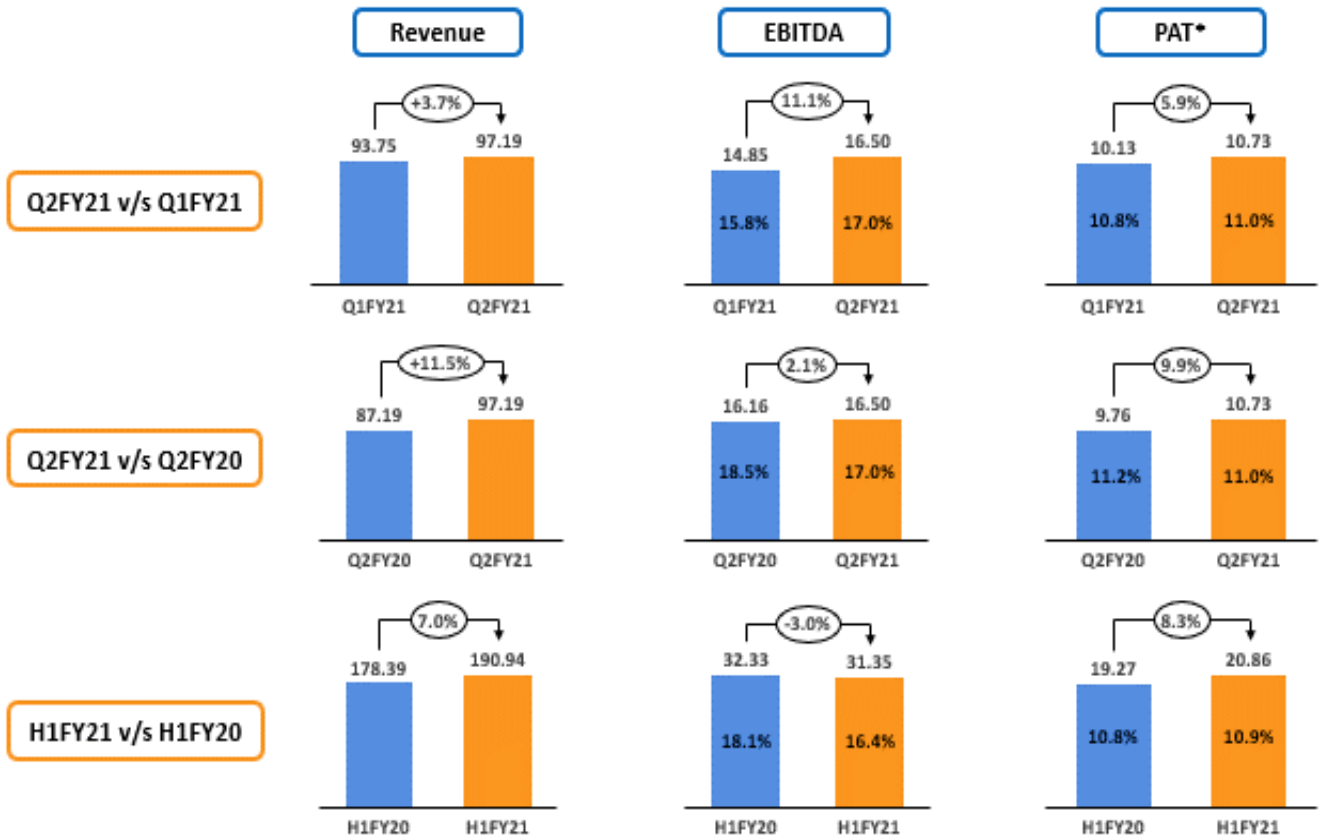
S.Muthukrishnan
Company Secretary

Investor Release: 6th November 2020

Revenue at Rs. 97.19 Crs, growth of 4% on Q-o-Q basis
EBITDA Margin at 17.0%, growth of 114 bps on Q-o-Q basis
PAT* Margin at 11.0%, growth of 23 bps on Q-o-Q basis
Q2FY21 EPS at Rs. 10.79, Interim Dividend @ 25%

Chennai, November 6, 2020: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), announced its unaudited financial results for the Quarter and six months ended 30th September 2020

Financials at a Glance:



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

“Our Value Proposition of supporting critical digital applications in focused industry verticals is continuing to provide the growth momentum at Saksoft. The Key clientele are increasing their IT spend with us resulting in the revenue from our Top 10 clients increasing from 55% in FY 20 to about 60% during the current half year end. We are pleased with our performance in the current quarter with the growth in revenues and profitability improving about 6% sequentially.”

*PAT is before minority interest

Figures are rounded off wherever required

Highlights for Q2 & H1FY21:

Revenue

- ✓ Q2FY21 Revenue at Rs. 97.19 Crs v/s Rs. 87.19 Crs in Q2FY20, a growth of 11.5% on YoY basis and 3.7% on QoQ basis
- ✓ H1FY21 Revenue at Rs. 190.94 Crs v/s Rs.178.39 Crs in H1FY20, a growth of 7%
- ✓ During Q2FY21, the company added a customer in 0.5 to 1 Million Dollar segment
- ✓ During H1FY21, the company added 2 customers in 0.5 to 1 Million Dollar segment

EBITDA

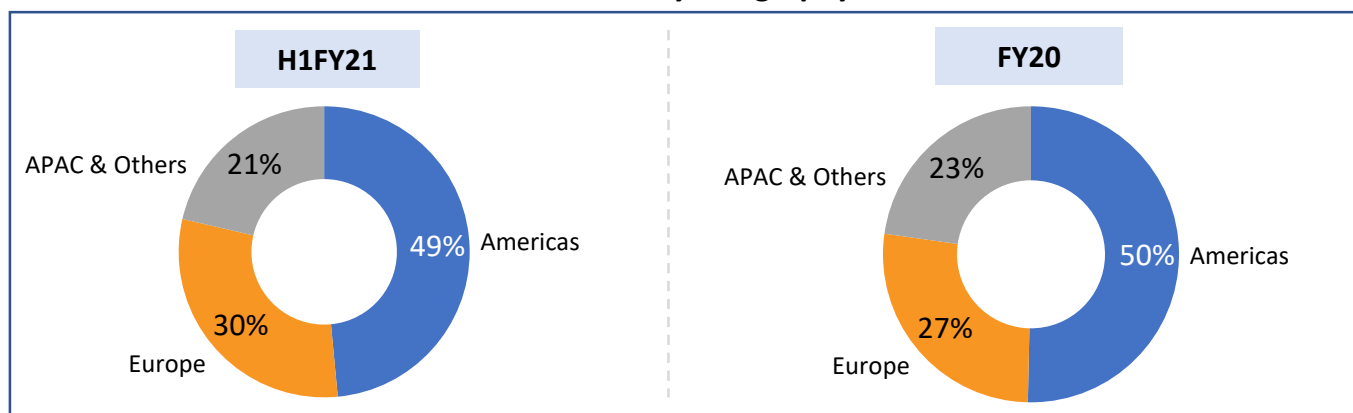
- ✓ Q2FY21 EBITDA at Rs. 16.5 Crs v/s Rs. 16.16 Crs in Q2FY20, growth of 2.1% on YoY basis and 11.1% on QoQ basis
- ✓ Q2FY21 EBIDTA margins at 17.0% v/s 18.5% in Q2FY20 and 15.8% in Q1FY21
- ✓ H1FY21 EBITDA at Rs. 31.35 Crs v/s Rs. 32.33 Crs in H1FY20
- ✓ Despite the challenging environment, the Margins of the Company remained intact as a result of strengthening of niche capabilities in selected industry verticals

PAT (Before Minority Interest)

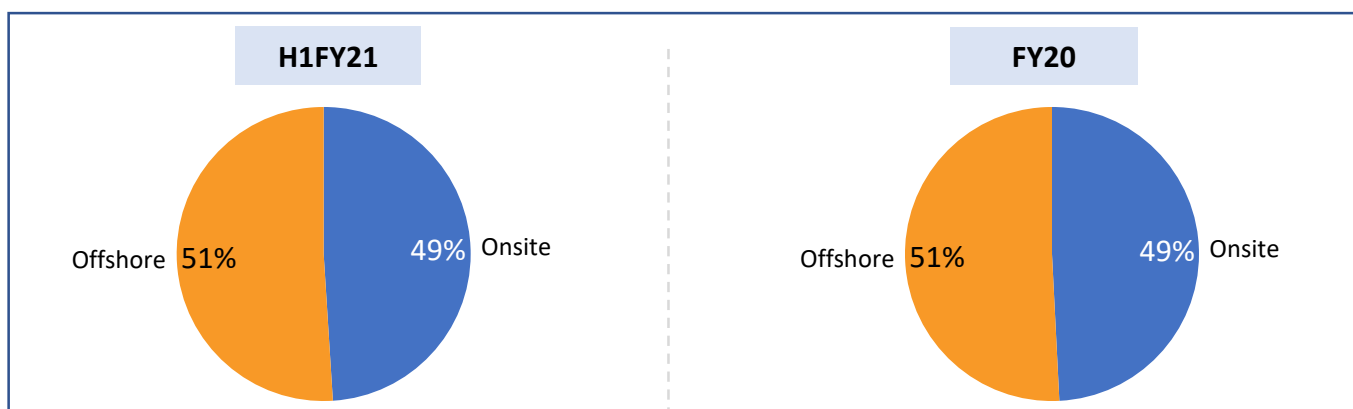
- ✓ Q2FY21 PAT (before minority) at Rs. 10.73 Crs v/s Rs. 9.76 Crs in Q2FY20, a growth of 9.9% on YoY basis and 5.9% on QoQ basis
- ✓ H1FY21 PAT (before minority) at Rs. 20.86 Crs v/s Rs. 19.27 Crs in H1FY20, a growth of 8.3%
- ✓ Decrease in finance cost led to further improvement in net profit
- ✓ **The Company declared Interim Dividend of Rs. 2.5/-per share (25%) on equity share of Rs. 10/- each for the financial year 2020-21**

Operating Metrics

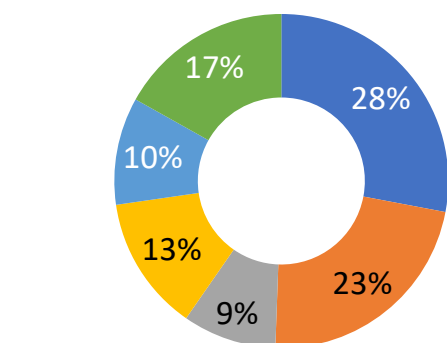
Revenue by Geography



Revenue Mix



H1FY21 Revenue by Vertical



CUSTOMER METRICS	H1FY21	FY20
(a) No of clients/customers per Million Dollar**		
>1 MN	6	6
>0.5Mn to 1Mn	9	7
(b) Client's Contribution to Revenue		
Top 5	49%	47%
Top 10	60%	55%
Top 20	70%	64%

HEADCOUNT METRICS	H1FY21	FY20
(a) Headcount & Utilization		
Total Employee Count	1,225	1,258
Technical	1,090	1,121
Support	135	137
(b) Utilization-IT Services		
Excluding trainees	82%	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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