



Saksoft Limited
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May 26, 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 Fourth Quarter and Financial year ended March 31, 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 42.7% YoY in Q4FY22

- **EBITDA grew by 42.4% YoY in Q4FY22**
- **Recommended Final Dividend of Rs 3/- per share**
- **Approved split of the Face Value of Equity Shares from Rs 10/- to Rs 1/- per share, subject to the approval of the Shareholders**

Chennai, India – 26th May, 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 **Fourth quarter and Full year FY22** ended 31st March 2022.

***Commenting on the FY22 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said:** “We have had our best quarterly and annual growth in FY 22. Our “Inch Wide Mile Deep” strategy is working effectively to create a niche for our company in a crowded marketplace. This is also evidenced by the addition of three customers in half a million dollar plus revenue segment and movement of five customers to a Million dollar plus segment during the year. This continued growth is validation of our services /approach to our customer’s digital transformation journey in which we play a major part.”*

Review of the Consolidated Financial Performance for Full year and Quarter ended 31st March 2022:

Figures in Rs Crore	Q4FY22	Q3FY22	Q-o-Q Growth	Q4FY21	Y-o-Y Growth
Revenue	139.09	124.47	11.7%	97.45	42.7%
EBITDA	22.15	22.07	0.4%	15.55	42.4%
EBITDA Margin %	15.9%	17.7%	(181bps)	16.0%	(3bps)
PAT	17.55	14.93	17.5%	12.51	40.3%
PAT Margin %	12.6%	12.0%	62bps	12.8%	(22bps)
Basic EPS (Rs)	17.55	14.93	17.5%	12.57	39.6%

Figures in Rs Crore	FY22	FY21	Y-o-Y Growth
Revenue	480.43	385.81	24.5%
EBITDA	79.02	64.42	22.7%
EBITDA Margin %	16.4%	16.7%	(25bps)
PAT	63.26	45.44	39.2%
PAT Margin %	13.2%	11.8%	139bps
Basic EPS (Rs)	63.37	45.68	38.7%

Operating Highlights:

Revenue by Geography (%)	FY22	FY21
Americas	45%	47%
Europe	32%	31%
APAC & Others	23%	22%

Revenue Mix (%)	FY22	FY21
Offshore	53%	52%
Onsite	47%	48%

Revenue by Vertical (%)	FY22	FY21
Fintech	28%	27%
Transportation & Logistics	10%	9%
Telecom	20%	23%
Public Sector	6%	10%
Retail- Ecommerce & Health Care	8%	11%
Others	28%	20%

Customer Metrics	FY22	FY21
No of clients/customers per Million Dollar		
>1 Million	11	6
>0.5 Million to 1 Million	7	9
Clients Contribution to Revenue (%)		
Top 5	48%	46%
Top 10	59%	56%
Top 20	70%	66%

Headcount Metrics	FY22	FY21
Total Employee Count	1,554	1,260
- <i>Technical</i>	1,406	1,127
- <i>Support</i>	148	133
Utilization – IT Services % (Excl. Trainees)	85%	82%

Other Highlights FY22:

- Added 3 new customers in 0.5Mn \$ revenue segment.
- Moved 5 customers from \$0.5mn revenue segment to 1Mn \$ revenue segment during the full year under review
- The Board of Directors recommended a final dividend of Rs 3/-per equity share (30%) of face value of Rs 10/- each for the Financial Year 2021-22
- Approved the split of the Face Value of Equity Shares from Rs 10/- to Rs 1/- per share, subject to the approval of the Shareholders at the ensuing Annual General Meeting

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 14 offices across the USA, Europe and Asia employing over 1,500+ 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.