



**Saksoft Limited**  
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November 11, 2021

**To**

The Listing/Compliance Department The National Stock Exchange of India Limited “Exchange Plaza” Bandra Kurla Complex Bandra (E) Mumbai – 400 051  <b><u>Stock Code: SAKSOFT</u></b>	The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001  <b><u>Stock Code: 590051</u></b>
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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 September 30, 2021 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 12.3% and Operating EBITDA growth of 23.9% QoQ in Q2FY22; Interim Dividend of Rs 3/- per share

**Chennai, India – November, 2021:** 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 **Second quarter and Half year of FY22** ended 30<sup>th</sup> September 2021.

**Commenting on the Q2FY22 results, Aditya Krishna, Chairman & Managing Director, Saksoft Limited, said:** “We are pleased to report another strong quarter of earnings with revenue growth of 12% and EBITDA by 24% on quarter-on-quarter basis. The growth is being driven by our continued focus around digital service offerings across select industry verticals. Our strategy on sales around hunting and account mining of existing accounts coupled with the “**Inch Wide Mile Deep**” philosophy has enabled us to carve a larger share of IT spend from our customers with Saksoft being more and more recognized as a trusted partner rather than just another supplier. Given the strong demand environment for our digital service offerings, we are guiding for at least 15% revenue growth for Fiscal year 2022. We embark on our **Vision 2025** to become a 100 mn US\$ company over next 3 years. This will be a mix of organic and inorganic growth.”

### Review of the Consolidated Financial Performance for Quarter ended 30<sup>th</sup> September 2021:

Figures in Rs Crore	Q2FY22	Q1FY22	Q-o-Q Growth	Q2FY21	Y-o-Y Growth
Revenue	114.73	102.14	12.3%	97.19	18.0%
Operating EBITDA	19.27	15.55	23.9%	16.50	16.8%
Operating EBITDA Margin %	16.8%	15.2%	157bps	17.0%	(18bps)
PAT*	13.09	17.69	(26.0%)	10.73	22.0%
PAT Margin %	11.4%	17.3%	(591bps)	11.0%	37bps
Basic EPS (Rs)	13.13	17.76	(26.1%)	10.79	21.7%

\* PAT in Q1 FY22 was higher by Rs 6.57 crore on account of one time forgiveness of the Paycheck Protection Program loan availed by the subsidiaries in United States, that are no longer repayable.

Figures in Rs Crore	H1FY22	H1FY21	Y-o-Y Growth
Revenue	216.87	190.94	13.6%
Operating EBITDA	34.81	31.35	11.0%
Operating EBITDA Margin %	16.1%	16.4%	(37bps)
PAT	30.78	20.86	47.6%
PAT Margin %	14.2%	10.9%	327bps
Basic EPS (Rs)	30.89	20.98	47.2%

**Operating Highlights:**

Revenue by Geography (%)	H1FY22	FY21
Americas	46%	47%
Europe	32%	31%
APAC & Others	22%	22%

Revenue Mix (%)	H1FY22	FY21
Offshore	53%	52%
Onsite	47%	48%

Revenue by Vertical (%)	H1FY22	FY21
Fintech	26%	27%
Transportation & Logistics	10%	9%
Telecom	22%	23%
Public Sector	5%	10%
Retail- Ecommerce & Health Care	10%	11%
Others	27%	20%

Customer Metrics	H1FY22	FY21
<b>No of clients/customers per Million Dollar</b>		
>1 Million	8	6
>0.5 Million to 1 Million	9	9
<b>Clients Contribution to Revenue (%)</b>		
Top 5	50%	46%
Top 10	60%	56%
Top 20	71%	66%

Headcount Metrics	H1FY22	FY21
Total Employee Count	1,364	1,260
- <i>Technical</i>	1,222	1,127
- <i>Support</i>	142	133
Utilization – IT Services % (Excl. Trainees)	87%	82%

**Other Highlights Q2FY22:**

- Moved 1 customer from 0.5Mn to 1Mn segment during the quarter
- Added a customer in the 0.5Mn n segment during the quarter

- Improvement in utilisation by 2% over previous quarter.
- The Board of Directors declared an interim dividend of Rs 3.00/-per equity share (30%) of face value of Rs 10/- each for the Financial Year 2021-22

### 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](http://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.*