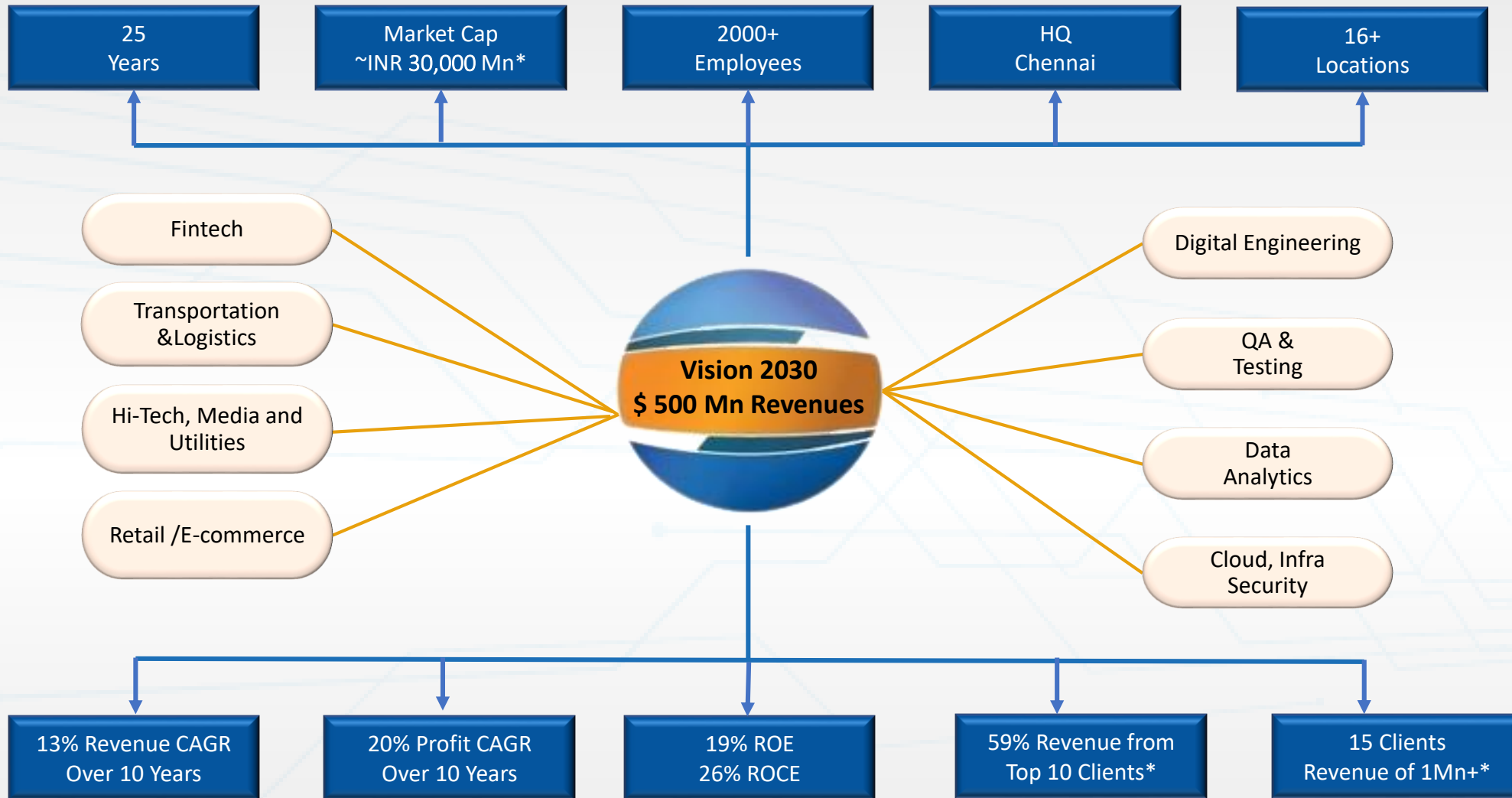
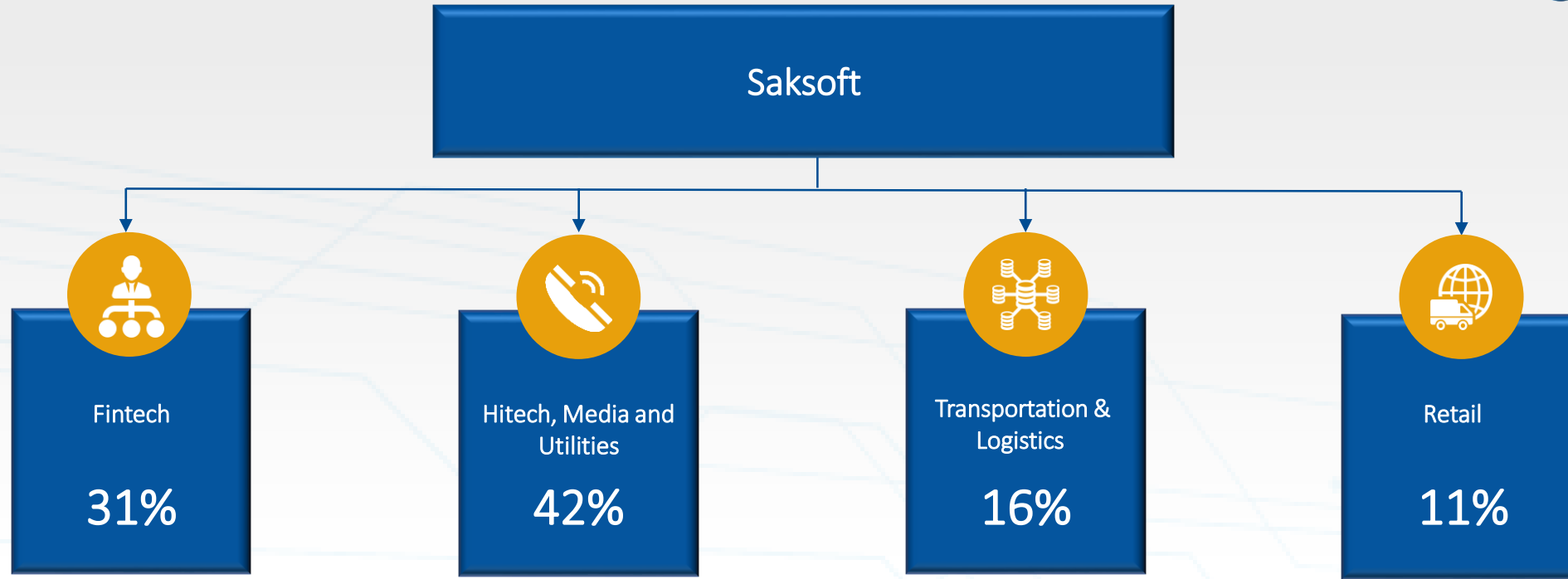


# EARNINGS PRESENTATION

Q3/9M-FY25





## 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

**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.

# Q3/9M-FY25 PERFORMANCE

# Q3/9M-FY25 Financial and Operational Highlights

## Q3-FY25 Consolidated Performance

INR 2,268.30 Mn  
Operating Income

INR 380.62 Mn  
Operating EBITDA

16.78 %  
Operating EBITDA  
Margins

INR 270.23 Mn  
Net Profit

11.91 %  
PAT Margins

INR 2.12/ Share  
Basic EPS

## 9M-FY25 Consolidated Performance

INR 6,431.26 Mn  
Operating Income

INR 1,098.59 Mn  
Operating EBITDA

17.08 %  
Operating EBITDA  
Margins

INR 787.71 Mn  
Net Profit

12.25 %  
PAT Margins

INR 6.20 / Share  
Basic EPS

## Operational Highlights

- Achieved 18% YoY growth in revenue as compared to the third quarter of the previous financial year
- The number of clients spending over USD 1 million has grown from 17 to 18, Movement of 1 customer from USD 0.5 million to USD 1 million
- Headcount for technical Resources have moved from 1,838 as on 31st March 24 to 2,275 on 31st Dec 2024 adding 437 technical employees on a global level
- Acquisition of Zetechno Products and Services Private Limited (“Zetechno”) in December 2024 - A niche ServiceNow Premier Consulting and Implementation Partner offering comprehensive services including Implementation, Support & Maintenance, Upgrades, and Custom Applications
- Utilisation has moved up by 1% for the 9 months ended 31st December 2024 as against previous financial year in spite of furlough days in 3rd quarter
- Celebrating 25 years of completion

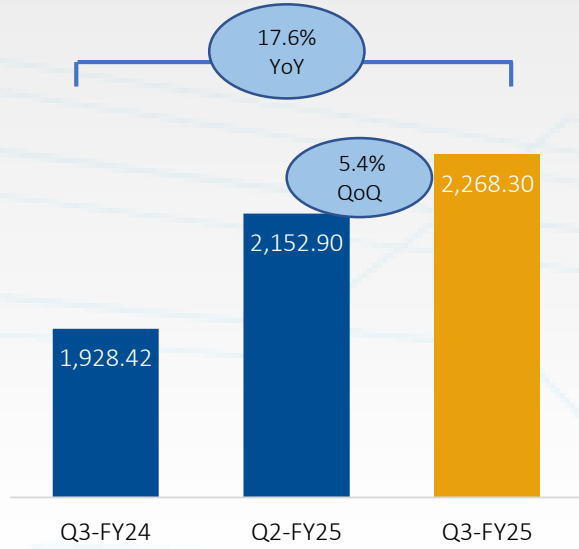


Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said: *“Our quarterly revenues have grown by 5% sequentially in a cyclically low quarter along with increase in our operating margins. The in-line growth of our selected industry verticals is a reflection of our clear strategy and our market positioning for us to reach 500 Million USD by 2030 . During the quarter we also acquired ZeTechno, Premier ServiceNow partner which will add onto our service offerings. We continue to invest in AI technologies and innovations so as to capture niche opportunities in future”*

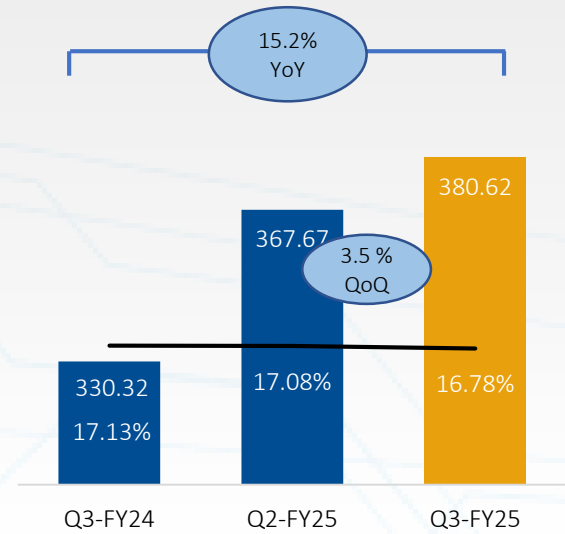
# Financial Performance

Quarterly Performance

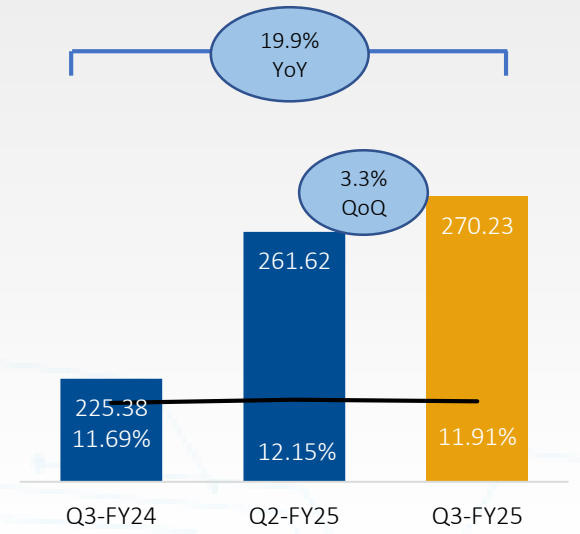
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

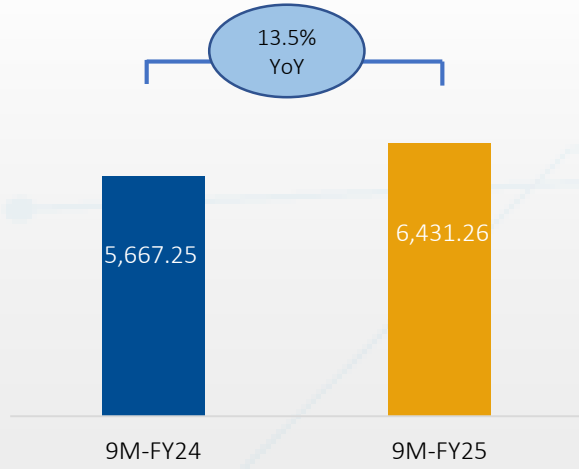


PAT (INR MN)

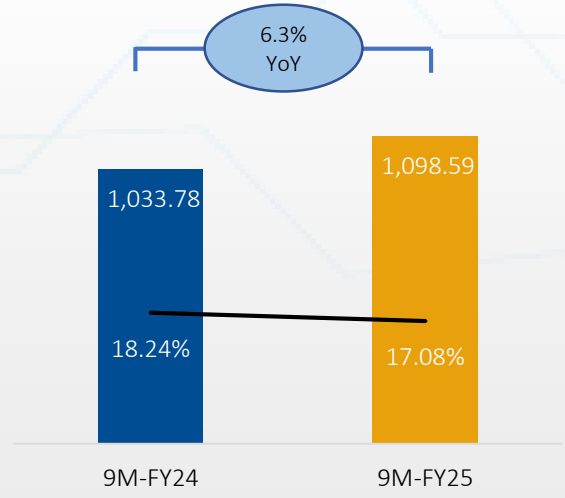


9 Month's Performance

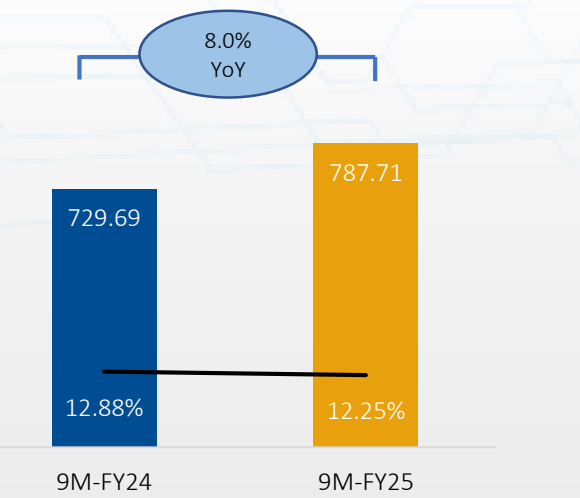
REVENUES (INR MN)



OPERATING EBITDA (INR MN)



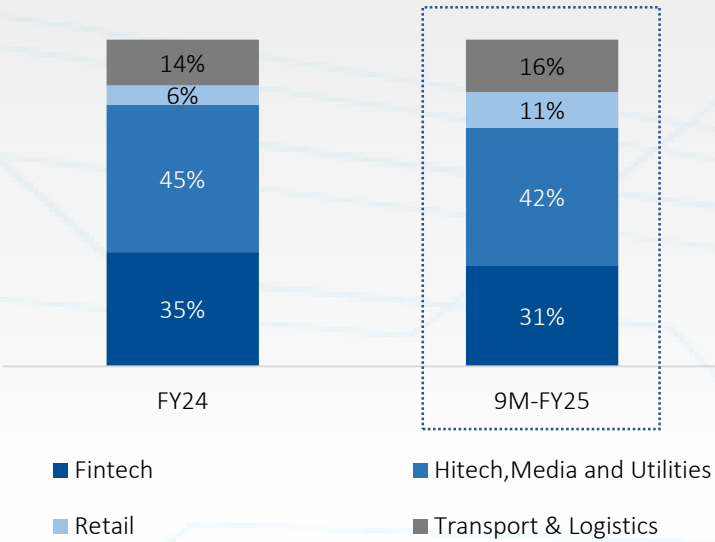
PAT (INR MN)



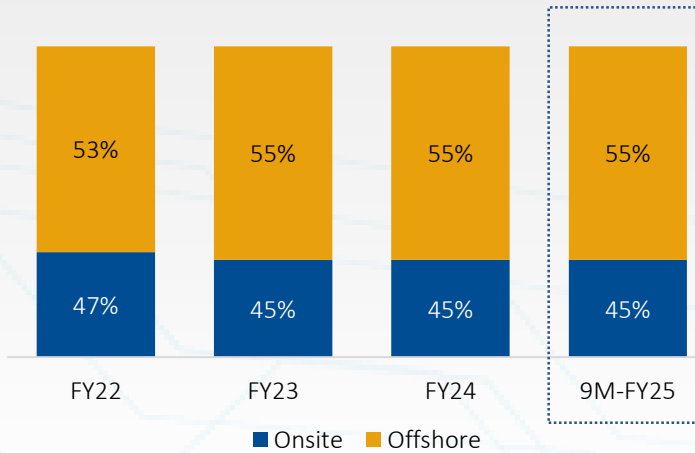


# 9M-FY25 Key Performance Metrics

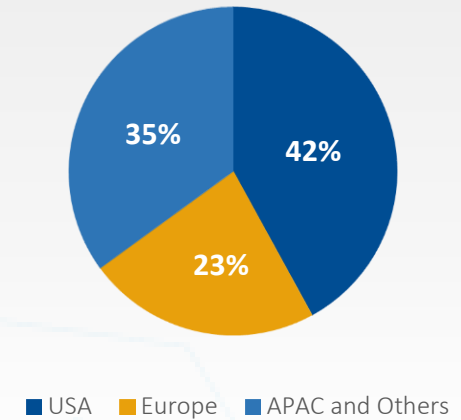
## REVENUE BY VERTICALS\*



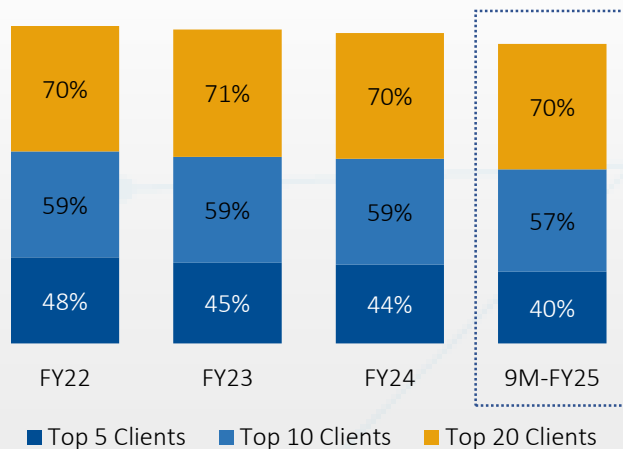
## REVENUE MIX (%)



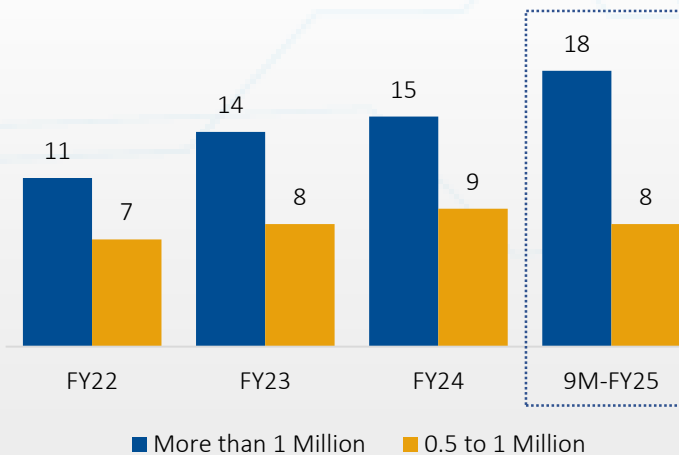
## 9M-FY25 REVENUE BY GEOGRAPHY (%)



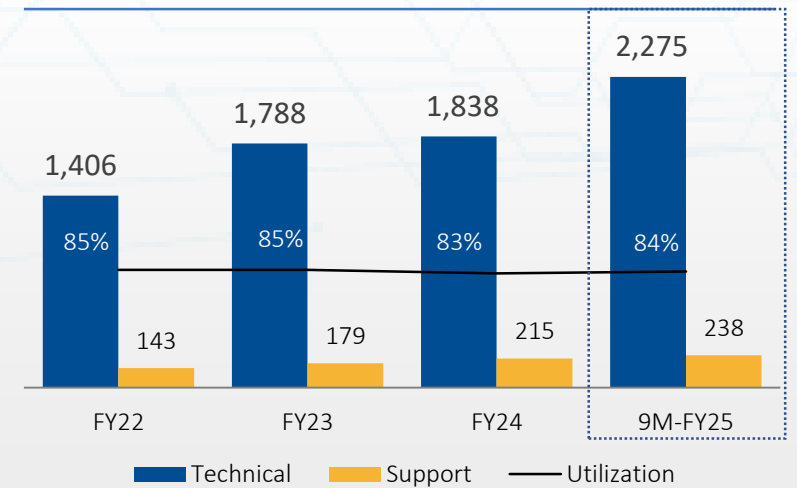
## REVENUE BY MAJOR CLIENTS



## NUMBER OF CLIENTS PER MILLION DOLLARS



## EMPLOYEE BIFURCATION



\*For the purpose of segment and verticals, only FY24 has been re-casted into current segment information

# Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q3-FY25	Q2-FY25	Q-o-Q	Q3-FY24	Y-o-Y
Operating Income	2,268.30	2,152.90	5.4%	1,928.42	17.6%
Expenses	1,887.68	1,785.23	5.7%	1,598.10	18.1%
Operating EBITDA	380.62	367.67	3.5%	330.32	15.2%
<i>Operating EBITDA Margins (%)</i>	<i>16.78%</i>	<i>17.08%</i>	<i>(30) Bps</i>	<i>17.13%</i>	<i>(35) Bps</i>
Depreciation	30.60	31.57	(3.1)%	29.00	5.5%
Finance Cost	25.82	22.19	16.4%	11.30	NA
Other Income	36.40	38.90	(6.4)%	11.62	NA
<b>PBT</b>	<b>360.60</b>	<b>352.81</b>	<b>2.2%</b>	<b>301.64</b>	<b>19.5%</b>
Tax	90.37	91.19	(0.9)%	76.26	18.5%
Profit After Tax	270.23	261.62	3.3%	225.38	19.9%
<i>PAT Margins (%)</i>	<i>11.91%</i>	<i>12.15%</i>	<i>(24) Bps</i>	<i>11.69%</i>	<i>22 Bps</i>
Other Comprehensive Income	(68.88)	107.77	NA	61.73	NA
<b>Total Comprehensive Income</b>	<b>201.35</b>	<b>369.39</b>	<b>(45.5)%</b>	<b>287.11</b>	<b>(29.9)%</b>
EPS Basic (INR)	2.12	2.06	2.9%	1.79	18.4%

# YTD Consolidated Financial Performance

INCOME STATEMENT (INR MN)	9M-FY25	9M-FY24	Y-o-Y
<b>Operating Income</b>	<b>6,431.26</b>	<b>5,667.25</b>	<b>13.5%</b>
Expenses	5,332.67	4,633.47	15.1%
<b>Operating EBITDA</b>	<b>1098.59</b>	<b>1033.78</b>	<b>6.3%</b>
<i>Operating EBITDA Margins (%)</i>	<i>17.08%</i>	<i>18.24%</i>	<i>(116) Bps</i>
Depreciation	92.16	85.38	7.9%
Finance Cost	60.24	23.91	NA
Other Income	103.04	44.86	NA
<b>PBT</b>	<b>1049.23</b>	<b>969.35</b>	<b>8.2%</b>
Tax	261.52	239.66	9.1%
<b>Profit After Tax</b>	<b>787.71</b>	<b>729.69</b>	<b>8.0%</b>
<i>PAT Margins (%)</i>	<i>12.25%</i>	<i>12.88%</i>	<i>(63) Bps</i>
Other Comprehensive Income	48.25	66.85	(27.8)%
<b>Total Comprehensive Income</b>	<b>835.96</b>	<b>796.54</b>	<b>4.9%</b>
EPS Basic (INR)	6.20	5.80	6.9%

# FINANCIAL OVERVIEW

# Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY22	FY23	FY24	9M-FY25
<b>Operating Income</b>	<b>4,804</b>	<b>6,656</b>	<b>7,616</b>	<b>6,431</b>
Expenses	4,014	5,574	6,249	5,333
<b>Operating EBITDA</b>	<b>790</b>	<b>1,082</b>	<b>1,367</b>	<b>1,098</b>
<i>Operating EBITDA Margins (%)</i>	<i>16.44%</i>	<i>16.25%</i>	<i>17.95%</i>	<i>17.08%</i>
Depreciation	69	100	119	92
Finance Cost	28	22	35	60
Other Income	111	94	69	103
<b>PBT</b>	<b>804</b>	<b>1,054</b>	<b>1,282</b>	<b>1,049</b>
Tax	171	234	320	262
<b>Profit After Tax</b>	<b>633</b>	<b>820</b>	<b>962</b>	<b>787</b>
<i>PAT Margins (%)</i>	<i>13.18%</i>	<i>12.32%</i>	<i>12.63%</i>	<i>12.25%</i>
Other Comprehensive Income	3	85	80	48
<b>Total Comprehensive Income</b>	<b>636</b>	<b>905</b>	<b>1,042</b>	<b>835</b>
EPS Basic (INR)	6.34	8.18	9.59	6.20

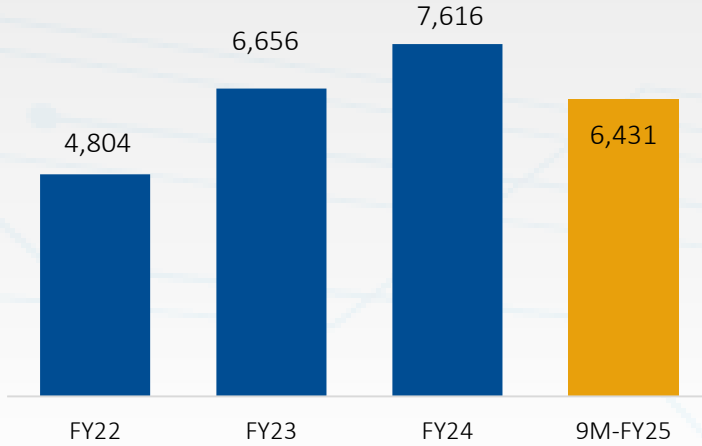
# Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY23	FY24	H1-FY25
<b>EQUITIES &amp; LIABILITIES</b>			
<b>Equity</b>			
(A) Equity Share Capital	100	101	128
(B) Other Equity	3,945	4,953	5,538
<b>Total Equity</b>	<b>4,045</b>	<b>5,054</b>	<b>5,666</b>
<b>Non-Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	-	73	306
(ii) Other Financial liabilities	41	302	297
(iii) Lease liabilities	81	124	96
(B) Provisions	102	151	179
(C) Other Non-Current Liabilities	-	-	87
<b>Total Non – Current Liabilities</b>	<b>224</b>	<b>650</b>	<b>965</b>
<b>Current Liabilities</b>			
(A) Financial Liabilities			
(i) Borrowings	-	11	59
(ii) Trade Payables	257	359	241
(iii) Lease Liabilities	54	56	71
(iv) Other Financial Liabilities	153	483	712
(B) Other Current Liabilities	858	1,157	1,013
(C) Provisions	90	94	99
<b>Total Current Liabilities</b>	<b>1,412</b>	<b>2,160</b>	<b>2,195</b>
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>5,681</b>	<b>7,864</b>	<b>8,826</b>

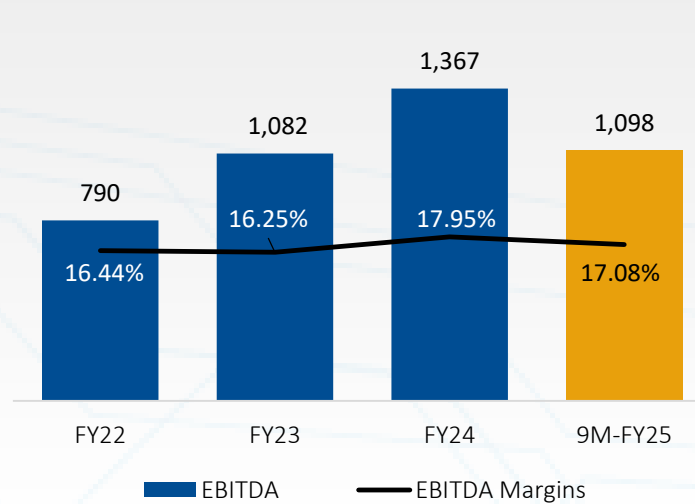
PARTICULARS (INR MN)	FY23	FY24	H1-FY25
<b>ASSETS</b>			
<b>Non-Current Assets</b>			
(A) Property, Plant and Equipment	147	146	141
(B) Right-of-Use Assets	128	149	133
(C) Goodwill on Consolidation	1,903	3,270	4,233
(D) Other Intangible Assets	5	4	3
(E) Financial Assets			
(i) Investments	-	-	-
(ii) Other Financial Assets	170	31	30
(F) Deferred Tax Assets (Net)	73	86	94
(G) Other Non - Current Assets	-	-	37
<b>Total Non – Current Assets</b>	<b>2,426</b>	<b>3,686</b>	<b>4,671</b>
<b>Current Assets</b>			
(A) Financial Assets			
(i) Short term Mutual Fund	90	145	128
(ii) Trade Receivables	1,164	1,620	1,597
(iii) Cash & Cash Equivalentents	879	1,418	1,195
(iv) Bank balances other than above	557	507	554
(v) Loans	2	17	16
(vi) Other Financial Assets	249	178	322
(B) Current Tax Assets (Net)	33	40	89
(C) Other Current Assets	281	253	254
<b>Total Current Assets</b>	<b>3,255</b>	<b>4,178</b>	<b>4,155</b>
<b>GRAND TOTAL – ASSETS</b>	<b>5,681</b>	<b>7,864</b>	<b>8,826</b>

# Consolidated Financial Performance

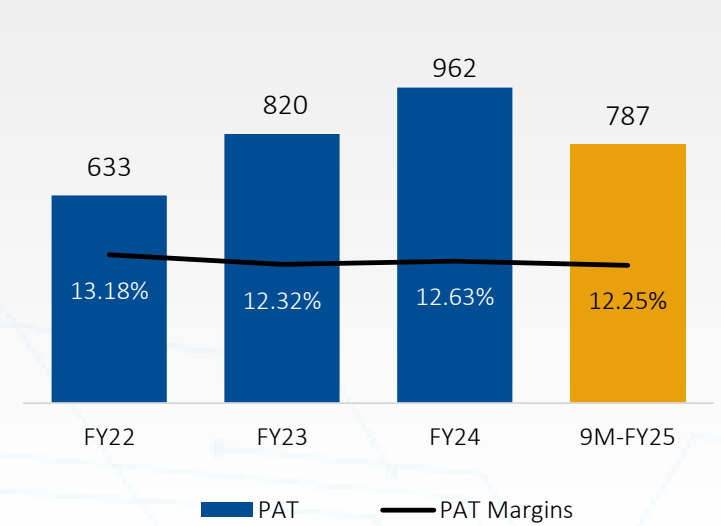
REVENUES (INR MN)



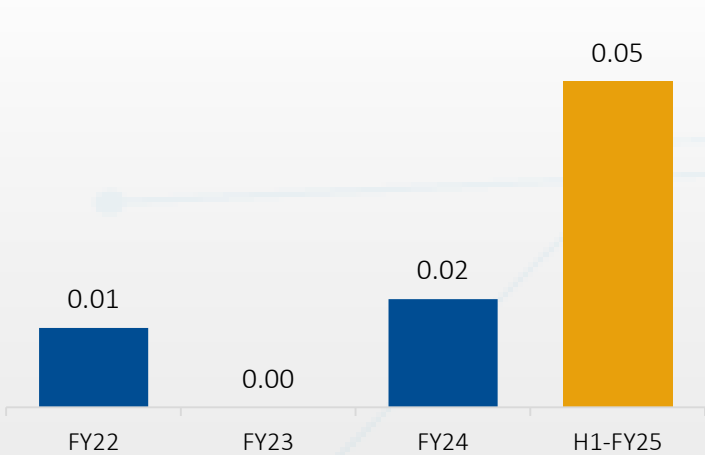
OPERATING EBITDA (INR MN)



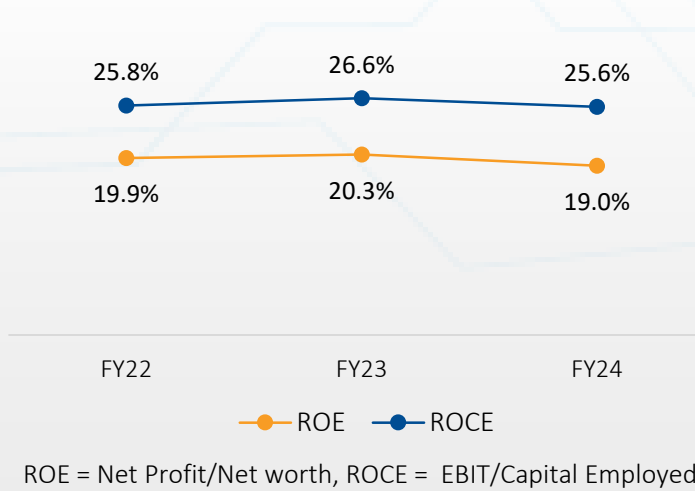
PAT (INR MN)



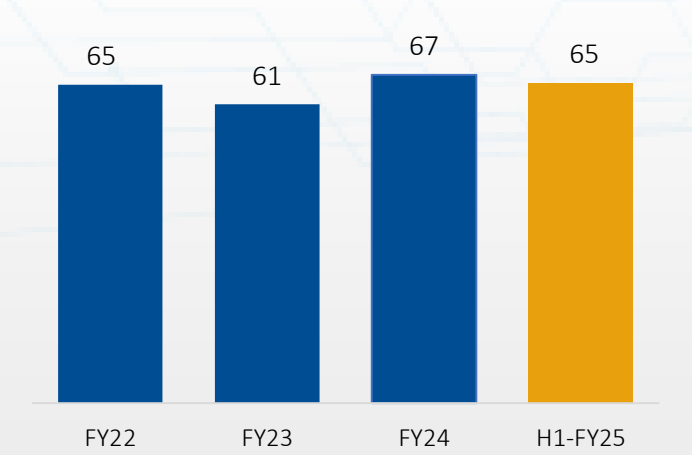
DEBT/ EQUITY (x)



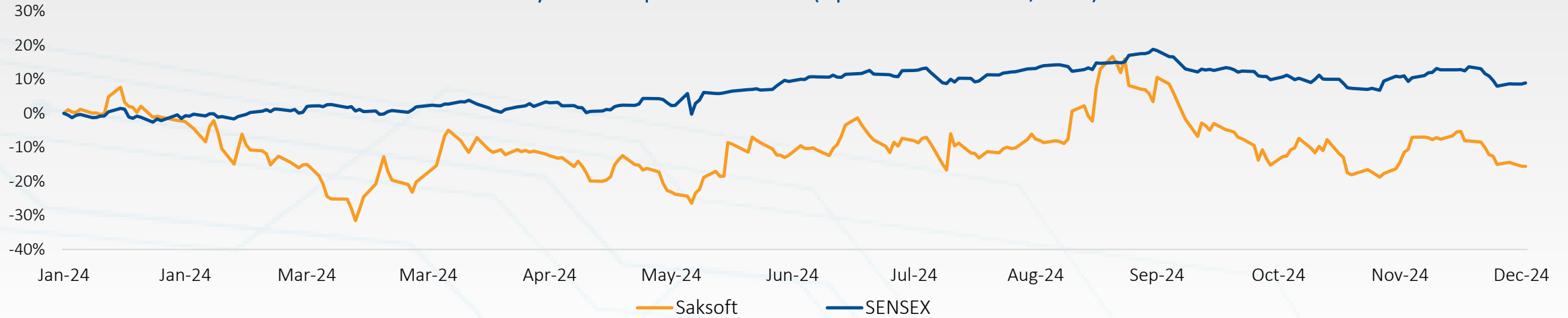
ROE (%) AND ROCE (%)



DSO DAYS



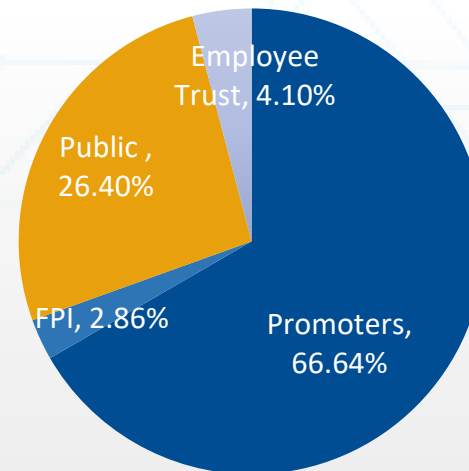
1 year share price movement (Up to 31st December, 2024)



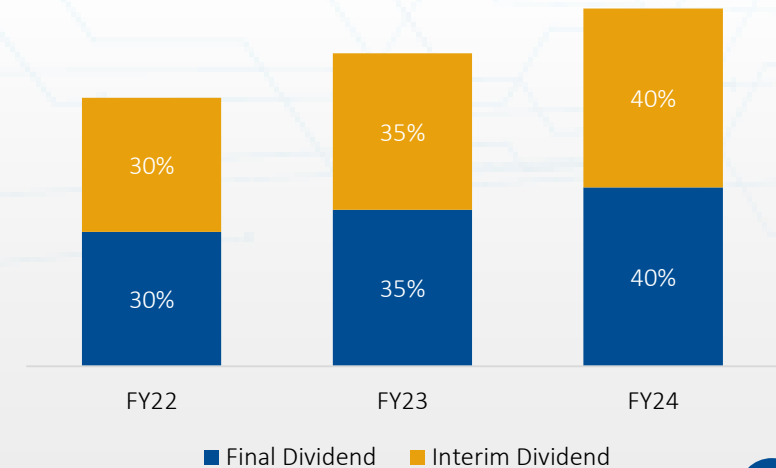
## Price Data (as on 31<sup>st</sup> December, 2024)

Face value (INR)	1.00
Market Price (INR)	214.90
52 Week H/L (INR)	319.00/168.00
Market Cap (INR Mn)	28,485.26
Equity Shares Outstanding (Mn)	132.55
1 Year Avg. Trading Volume ('000)	359.04

## Shareholding Pattern (As on 31<sup>st</sup> December, 2024)



## Dividend as a % of Face Value





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