

Q2-FY 13-14 Total Revenue at Rs.59.91 crore up 62%
- EBITDA up by 71% y-o-y at Rs. 7.52 crore
- PAT up by 76% y-o-y at Rs. 4.47 crore

Chennai, 29 October, 2013: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), an Information Management Specialist company, announced its second quarter results ended on 30th September' 2013 at the Board Meeting held today. The results are available on the company's website, www.saksoft.com

Review of financial performance for the quarter ended 30th September, 2013

Consolidated Quarter Review (Y-o-Y) (Q2 2013-14 vs. Q2 2012-13)

- Operating revenue was Rs.59.91 crore during the quarter under review as compared to Rs. 37.67 crore during the same quarter in the previous year; an increase of 59%.
- Total Income was Rs. 60.77 crore during the quarter under review as compared to Rs. 37.50 crore, up by 62%.
- EBITDA stood at Rs. 7.52 crore for the quarter under review as compared to Rs. 4.40 crore in Q2FY12-13 up by 71%.
- Net profit stood at Rs.4.47 crore in the current quarter as against Rs.2.54 crore in Q2FY12-13, up by 76%.
- Basic EPS for the quarter stood at Rs. 4.65 as against Rs.2.64 in Q2FY12-13.

Consolidated Sequential Review (Q-o-Q) (Q2 2013-14 vs. Q1 2013-14)

- Operating revenue was Rs.59.91 crore as compared to Rs.52.62 crore during the corresponding period of previous quarter reflecting an increase of 14%.
- Total income was Rs. 60.77 crore for the quarter as compared to Rs. 52.80 crores growing 15% on a Q-o-Q basis.
- EBITDA stood at Rs. 7.52 crore as compared to Rs.5.11 crore during Q1 of FY 13-14. A growth of 47% on Q-o-Q basis.
- Net profit stood at Rs. 4.47 crore for Q2 of FY13-14 as compared to Net profit of Rs.3.32 crore in Q1 of FY 13-14, growing by 35%.
- Basic EPS stood at Rs. 4.65 for the current quarter ending 30 September 2013 as against Rs. 3.45 in the previous quarter.



Commenting on the results, Mr. Aditya Krishna, Managing Director, Saksoft Limited, said

"We have had a great quarter; current clients renewed their contracts and have committed more business. Revival of some past relationships has started showing its impact on revenues and profits. Information Management continues to be the focus and drives the company's directions for meeting its stated objectives"

About Saksoft Limited

Saksoft is a leading provider of Information Management Solutions to successful companies around the world. We deliver success to the enterprise by helping consolidate, organize and manage large volumes of data collected by businesses. Working with data sources that are often disparate and complex, we make accurate, high quality, relevant information readily available to the people that need it. By being better informed, these companies are empowered to make key decisions and implement strategies for making their enterprises successful. Visit www.saksoft.com.

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BSE: 590051 | NSE: SAKSOFT | Bloomberg: SAK:IN | Reuters: SAKS.NS

Saksoft Ltd.

Earnings Presentation

Q2 FY 2013-14



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Particulars

- Performance Review
- Consolidated Financial Summary
- Key Business Highlights
- Consolidated Quarterly P & L

Performance Review

Consolidated Quarter Review (Y-o-Y) (Q2 2013-14 vs. Q2 2012-13)

- Operating revenue was Rs. 59.91 crore during the quarter under review as compared to Rs. 37.67 crore in the same quarter in the previous year; an increase of 59%.
- Total Income was Rs. 60.77 crore during the quarter under review as compared to Rs. 37.50 crore, up by 62%.
- EBITDA stood at Rs. 7.52 crore for the quarter under review as compared to Rs. 4.40 crore in Q2 FY12-13 up by 71%.
- Net profit stood at Rs. 4.47 crore in the current quarter as against Rs. 2.54 crore in Q2 FY12-13, up by 76%.
- Basic EPS for the quarter stood at Rs. 4.65 as against Rs. 2.64 in Q2FY12-13.

Consolidated Sequential Review (O-o-Q) (Q2 2013-14 vs. Q1 2013-14)

- Operating revenue was Rs. 59.91 crore as compared to Rs. 52.62 crore during the corresponding period of previous quarter reflecting an increase of 14%.
- Total income was Rs. 60.77 crore for the quarter as compared to Rs. 52.80 crores growing 15% on a Q-o-Q basis.
- EBITDA stood at Rs. 7.52 crore as compared to Rs 5.11 crore during Q1 of FY 13-14. A growth of 47%
- Net profit stood at Rs. 4.47 crore for Q2 of FY13-14 as compared to Net profit of Rs. 3.32 crore in Q1 of FY 13-14, growing by 35%.
- Basic EPS stood at Rs. 4.65 for the current quarter ending 30 September 2013 as against Rs. 3.45 in the previous quarter.

Consolidated Financial Summary

Particulars	Metrics	30-Sep-13	30-Sep-12	YoY	30-Jun-13	QoQ
		Q2 FY13-14	Q2 FY12-13	Growth	Q1 FY13-14	Growth
Revenue	Total Revenue (INR Crore)	60.8	37.5	62%	52.8	15%
	Net Revenue (INR Crore)	59.9	37.7	59%	52.6	14%
Profit	EBITDA (INR Crore)	7.5	4.4	71%	5.1	47%
	PBT (INR Crore)	6.1	3.0	107%	3.8	61%
	PAT (INR Crore)	4.5	2.5	76%	3.3	35%
Margin	EBITDA	12.6%	11.7%		9.7%	
	PBT	10.1%	7.9%		7.2%	
	PAT	7.4%	6.8%		6.3%	
EPS	Basic (Rs.)	4.7	2.6	76%	3.5	35%
	Diluted (Rs.)	4.4	2.5	78%	3.3	35%
ShareHolding	Promoters (%)	74.9%	74.8%		74.9%	
	Public (%)	25.1%	25.2%		25.1%	

Key Business Highlights

- All round and impressive growth in revenues, gross margin and EBITDA. All parameters grew by more than 60% YOY; Revenue grew by 14% (q on q) and by more than 47% in Gross Margin and EBITDA (q on q)
- 8 new clients were added during this period
- Top two clients made longer term renewal commitments and higher business volumes
- New business development efforts making headway; healthy pipeline exists for year end achievement

Consolidated Quarterly P & L

S. No.	Consolidated Unaudited Results for the Quarter ended (All figures in INR Crore except EPS)	30-Sep-13 Q2 FY13-14	30-Sep-12 Q2 FY12-13	YoY Growth	30-Jun-13 Q1 FY13-14	QoQ Growth
	Net Sales / Income from Operation					
1	Income	59.91	37.67	59.04%	52.62	13.85%
2	Expenditure					
(a)	Employee Cost	25.29	16.41	54.11%	23.08	9.58%
(b)	Depreciation	0.32	0.36	(11.11%)	0.30	6.67%
(c)	Other Expenditure	27.96	16.69	67.53%	24.61	13.61%
(d)	Total Expenditure	53.57	33.46	60.10%	47.99	11.63%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)					
3	Exceptional Items (1-2)	6.34	4.21	50.59%	4.63	36.93%
4	Other Income	0.86	(0.17)	605.88%	0.18	377.78%
5	Profit before Interest and Exceptional Items (3+4)	7.20	4.04	78.22%	4.81	49.69%
6	Interest	1.08	1.08		1.00	
7	Profit after Interest but before Exceptional Items (5-6)	6.12	2.96	106.76%	3.81	60.63%
8	Exceptional Items	-	-		-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	6.12	2.96	106.76%	3.81	60.63%
10	Tax Expenses	1.65	0.42	292.86%	0.49	236.73%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	4.47	2.54	75.98%	3.32	34.64%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	4.47	2.54	75.98%	3.32	34.64%
14	Paid-up Equity Share Capital of Rs10/- each	10.17	10.17		10.17	
15	Earnings Per Share (EPS) in Rs.					
(a)	Basic EPS before Extraordinary items	4.65	2.64	76.14%	3.45	34.78%
(b)	Diluted EPS after Extraordinary items	4.39	2.46	78.46%	3.26	34.66%

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