

SAKSOFT LIMITED

Regd & Corp. Office : S P Infocity, No 40 Dr MGR Salai, Kandanchavadi, Perungudi, Chennai: 600 096
Statement of Standalone Audited financial Results for the Quarter and Year Ended March 31, 2013

(Rs. in Lakhs)

Particulars	Quarter ended	Quarter ended	Quarter ended	Year ended	Year ended
	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1. Income from Operations					
a. Net sales/Income from Operations	993.22	1,029.87	1,060.82	4,245.87	4,154.26
b. Other Operating Income	-	-	-	-	-
Total Income	993.22	1,029.87	1,060.82	4,245.87	4,154.26
2. Expenses					
a. Employee benefits expense	526.58	591.96	515.66	2,409.64	2,337.63
b. Depreciation and amortisation expense	26.65	25.01	34.54	113.83	149.94
c. Other expenses	233.99	256.25	361.98	1,030.77	999.02
Total Expenses	787.22	873.22	912.18	3,554.24	3,486.59
3. Profit from Operations before other income, finance costs and exceptional items (1-2)	206.00	156.65	148.64	691.63	667.67
4. Other Income	(8.83)	17.34	23.66	36.32	145.27
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	197.17	173.99	172.30	727.95	812.94
6. Finance Costs	68.38	73.51	71.02	322.20	287.65
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	128.79	100.48	101.28	405.75	525.29
8. Exceptional Items	-	-	-	-	-
9. Profit from ordinary activities before tax (7+8)	128.79	100.48	101.28	405.75	525.29
10. Tax Expense	34.16	34.00	37.82	124.16	177.27
11. Net Profit from ordinary activities after tax (9-10)	94.63	66.48	63.46	281.59	348.02
12. Extraordinary Items (net of tax expense)	-	-	-	-	-
13. Net Profit for the period (11-12)	94.63	66.48	63.46	281.59	348.02
14. Paid-up Equity Share Capital of Rs.10/- each	1,016.50	1,016.50	1,016.50	1,016.50	1,016.50
15. Reserves excluding Revaluation Reserves as per balance sheet of the previous accounting year	-	-	-	4,034.66	3,990.92
16.(i) Earnings Per Share (in Rs) before extraordinary items					
a) Basic	0.98	0.69	0.66	2.93	3.63
b) Diluted	0.93	0.65	0.62	2.75	3.38
(not annualised)	(not annualised)	(not annualised)	(not annualised)		
(ii)Earnings Per Share (in Rs) after extraordinary items					
a) Basic	0.98	0.69	0.66	2.93	3.63
b) Diluted	0.93	0.65	0.62	2.75	3.38
(not annualised)	(not annualised)	(not annualised)	(not annualised)		
See Accompanying Notes to the financial results					
A. PARTICULARS OF SHAREHOLDING					
1. Public Shareholding*					
Number of Shares	2,553,700	2,561,700	2,561,700	2,553,700	2,561,700
Percentage of Shareholding	25.12%	25.20%	25.20%	25.12%	25.20%
2. Promoters and Promoter Group Shareholding					
a) Pledged / Encumbered					
Number of Shares	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total share capital of the Company)	NIL	NIL	NIL	NIL	NIL
b) Non-encumbered					
Number of Shares	7,611,300	7,603,300	7,603,300	7,611,300	7,603,300
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
Percentage of Shares (as a % of the total share capital of the Company)	74.88%	74.80%	74.80%	74.88%	74.80%
*Public Share Holding as defined under Clause 40A of the Listing agreement (excludes shares held by Promoters and Promoter Group)					



SAKSOF LIMITED

Regd & Corp. Office : S P Infocity, No 40 Dr MGR Salai, Kandanchavadi, Perungudi, Chennai: 600 096
Statement of Standalone Audited financial Results for the Quarter and Year Ended March 31, 2013

(Rs. in Lakhs)

Statement of Assets and Liabilities	As at 31.03.13	As at 31.03.12
A. EQUITY AND LIABILITIES		
Shareholders' funds		
(a) Share capital	1,016.50	1,016.50
(b) Reserves and surplus	4,034.66	3,990.92
Sub-total - Shareholders' funds	5,051.16	5,007.42
Non-current liabilities		
(a) Long-term borrowings	2,514.11	3,410.47
(b) Long-Term Provisions	125.56	118.29
Sub-total - Non-current liabilities	2,639.67	3,528.76
Current liabilities		
(a) Short-term borrowings	318.66	-
(b) Trade payables	114.47	141.50
(c) Other current liabilities	57.17	73.04
(d) Short-term provisions	336.37	202.19
Sub-total - Current liabilities	826.67	416.73
TOTAL - EQUITY AND LIABILITIES	8,517.50	8,952.91
B. ASSETS		
Non-current assets		
(a) Fixed assets	179.36	242.69
(b) Non-current investments	6,643.56	7,049.93
(c) Deferred tax assets (net)	134.63	108.78
(d) Long-term loans and advances	65.08	58.25
Sub-total - Non-current assets	7,022.63	7,459.65
Current assets		
(a) Current investments	-	8.92
(b) Trade receivables	1,318.34	1,007.19
(c) Cash and cash equivalents	39.21	322.18
(d) Short-term loans and advances	124.75	101.85
(e) Other current assets	12.57	53.12
Sub-total - Current assets	1,494.87	1,493.26
TOTAL ASSETS	8,517.50	8,952.91

Notes :

- The standalone and consolidated financial results were reviewed by the Audit Committee and taken on record by the Board of Directors at their respective meetings held on May 27, 2013
- The Board of Directors have recommended a dividend of Rs.2.00/- on equity shares of Rs. 10 each subject to approval of members.
- In accordance with AS-17 - Segment reporting, the Company's operations fall under single segment namely Information Technology Services.
- Tax expense includes current tax and deferred tax.
- The Company had no investor complaints pending at the beginning of the quarter. No complaints were received during the quarter.
- The results for the Quarter ended 31st March, 2013 are the balancing figures between audited figures in respect of the full financial year and the Published year to date figures upto the third quarter of the current financial year.
- Previous periods' figures have been regrouped or reclassified wherever necessary to conform to those of the current period/year.

Place: Chennai
Date: May 27, 2013



By order of the Board
Saksoft Limited

(Signature)
Aditya Krishna
Managing Director

SAKSOFT LIMITED					
Regd & Corp. Office : S P Infocity, No 40 Dr MGR Salai, Kandanchavadi, Perungudi, Chennai: 600 096					
Consolidated Audited Financial Results of Saksoft Limited and its subsidiaries for the Quarter and Year Ended March 31, 2013					
(Rs. in Lakhs)					
Particulars	Quarter ended 31.03.2013	Quarter ended 31.12.2012	Quarter ended 31.03.2012	Year ended 31.03.2013	Year ended 31.03.2012
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1. Income from Operations					
a. Net sales/Income from Operations	5,001.68	3,813.95	3,309.57	15,896.93	12,278.40
b. Other Operating Income	-	-	-	-	-
Total Income	5,001.68	3,813.95	3,309.57	15,896.93	12,278.40
2. Expenses					
a. Employee benefits expense	2,174.21	1,624.12	1,473.00	7,060.34	5,640.52
b. Depreciation and amortisation expense	35.07	33.79	36.06	141.71	168.26
c. Other expenses	2,356.23	1,752.34	1,517.15	7,110.65	5,312.27
Total Expenses	4,565.51	3,410.25	3,026.21	14,312.70	11,121.05
3. Profit from Operations before other income, finance costs and exceptional items (1-2)	436.17	403.70	283.36	1,584.23	1,157.35
4. Other Income	27.96	31.41	5.16	77.36	104.87
5. Profit from ordinary activities before finance costs and exceptional items (3+4)	464.13	435.11	288.52	1,661.59	1,262.22
6. Finance Costs	100.82	104.81	88.96	423.36	361.84
7. Profit from ordinary activities after finance costs but before exceptional items (5-6)	363.31	330.30	199.56	1,238.23	900.38
8. Exceptional Items	-	-	-	-	-
9. Profit from ordinary activities before tax (7+8)	363.31	330.30	199.56	1,238.23	900.38
10. Tax Expense	33.03	34.01	57.08	147.64	198.68
11. Net Profit from ordinary activities after tax (9-10)	330.28	296.29	142.48	1,090.59	701.70
12. Extraordinary Items (net of tax expense)	-	-	-	-	-
13. Net Profit for the period (11-12)	330.28	296.29	142.48	1,090.59	701.70
14. Paid-up Equity Share Capital of Rs.10/- each	1,016.50	1,016.50	1,016.50	1,016.50	1,016.50
15. Reserves excluding Revaluation Reserves as per balance sheet of the previous accounting year	-	-	-	6,445.54	5,569.34
16.(i) Earnings Per Share (in Rs) before extraordinary items					
a) Basic	3.44	3.08	1.49	11.35	7.32
b) Diluted	3.25	2.89	1.39	10.67	6.84
	(not annualised)	(not annualised)	(not annualised)		
(ii)Earnings Per Share (in Rs) after extraordinary items					
a) Basic	3.44	3.08	1.49	11.35	7.32
b) Diluted	3.25	2.89	1.39	10.67	6.84
	(not annualised)	(not annualised)	(not annualised)		
See Accompanying Notes to the financial results					
A. PARTICULARS OF SHAREHOLDING					
1. Public Shareholding*					
Number of Shares	2,553,700	2,561,700	2,561,700	2,553,700	2,561,700
Percentage of Shareholding	25.12%	25.20%	25.20%	25.12%	25.20%
2. Promoters and Promoter Group Shareholding					
a) Pledged / Encumbered					
Number of Shares	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL
Percentage of Shares (as a % of the total share capital of the Company)	NIL	NIL	NIL	NIL	NIL
b) Non-encumbered					
Number of Shares	7,611,300	7,603,300	7,603,300	7,611,300	7,603,300
Percentage of Shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
Percentage of Shares (as a % of the total share capital of the Company)	74.88%	74.80%	74.08%	74.88%	74.80%
*Public Share Holding as defined under Clause 40A of the Listing agreement (excludes shares held by Promoters and Promoter Group)					
Results of Stand alone financial statements					
Total income	993.22	1,029.87	1,060.82	4,245.87	4,154.26
Profit / (Loss) before taxes	128.79	100.48	101.28	405.75	525.29
Profit / (Loss) after taxes	94.63	66.48	63.46	281.59	348.02



(Rs. in Lakhs)

Consolidated Statement of Assets and Liabilities	As at 31.03.13	As at 31.03.12
A. EQUITY AND LIABILITIES		
Shareholders' funds		
(a) Share capital	1,016.50	1,016.50
(b) Reserves and surplus	6,445.54	5,569.34
Sub-total - Shareholders' funds	7,462.04	6,585.84
Non-current liabilities		
(a) Long-term borrowings	4,276.91	4,701.16
(b) Long-Term Provisions	125.56	127.54
Sub-total - Non-current liabilities	4,402.47	4,828.70
Current liabilities		
(a) Short-term borrowings	640.47	-
(b) Trade payables	1,541.67	1,068.86
(c) Other current liabilities	2,076.89	1,285.38
(d) Short-term provisions	459.76	245.78
Sub-total - Current liabilities	4,718.79	2,600.02
TOTAL - EQUITY AND LIABILITIES	16,583.30	14,014.56
B. ASSETS		
Non-current assets		
(a) Fixed assets	225.26	271.42
(b) Goodwill on consolidation	8,933.01	8,328.95
(c) Deferred tax assets (net)	139.09	113.99
(d) Long-term loans and advances	103.19	78.43
Sub-total - Non-current assets	9,400.55	8,792.79
Current assets		
(a) Current investments	84.51	8.92
(b) Trade receivables	4,909.17	2,429.90
(c) Cash and cash equivalents	922.24	1,292.93
(d) Short-term loans and advances	1,195.20	1,115.70
(e) Other current assets	71.63	374.32
Sub-total - Current assets	7,182.75	5,221.77
TOTAL - ASSETS	16,583.30	14,014.56

Notes :

- The standalone and consolidated financial results were reviewed by the Audit Committee and taken on record by the Board of Directors at their respective meetings held on May 27, 2013
- The Board of Directors have recommended a dividend of Rs.2.00/- on equity shares of Rs 10 each subject to approval of the members.
- The Company opted to publish only Consolidated financial results. The standalone results of the Company will be available on the Company website www.saksoft.com
- In accordance with AS-17 - Segment reporting, the Company's operations fall under single segment namely Information Technology Services.
- The Company conducts its operations along with its subsidiaries. The Consolidated financial results are prepared in accordance with the principles and procedures for the preparation and presentation of consolidated financial results as set out in the Accounting Standards (AS-21) prescribed by Companies (Accounting Standards) Rules, 2006. The financial statements of the holding Company and its subsidiaries (Saksoft Investments Private Limited UK and its subsidiaries, Saksoft Inc. USA and its subsidiary, Saksoft Pte Limited Singapore, Saksoft GmbH Germany , and Synetairos Technologies Limited) have been combined on a line by line basis by adding together, income and expenses after eliminating intra-group balances, transactions and resulting unrealised gains/losses. The Consolidated financial results are prepared by applying uniform accounting policies.
- Tax expense includes current tax and deferred tax.
- The Company had no investor complaints pending at the beginning of the quarter. No complaints were received during the quarter.
- The results for the Quarter ended 31st March , 2013 are the balancing figures between audited figures in respect of the full financial year and the published year to date figures upto the third quarter of the current financial year.
- Previous periods' figures have been regrouped or reclassified wherever necessary to conform to those of the current period/year.

Place: Chennai
Date: May 27, 2013



By order of the Board
Saksoft Limited

(Signature)
Aditya Krishna
Managing Director

FY13 Total Revenue at Rs 158.97 crore up 30%

- Board recommends 20% dividend on face value of Rs 10 per share

Chennai, 27 May, 2013: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), an Information Management Specialist company, announced its fourth quarter and full year results ended on 31st March' 2013. The results are available on the company's website, www.saksoft.com

Review of financial performance for the quarter ended 31st March, 2013

Consolidated Y-o-Y Review (Q4 2012-13 vs. Q4 2011-12)

- Operating revenue was Rs 50.02 crore during the quarter under review as compared to Rs 33.10 crore; an increase of 51% on Y-o-Y terms.
- Total Income was Rs. 50.30 crore during the quarter under review as compared to Rs. 33.15 crore during the same quarter in the previous year, up by 52% Y-o-Y.
- EBITDA stood at Rs. 4.72 crore for the quarter under review as compared to Rs. 3.2 crore in Q4FY12 up by 48%.
- Net profit stood at Rs 3.31 crore in Q4FY13 as against Rs 1.43 crore in Q4FY12, up by 131%.
- Basic EPS for the quarter stood at Rs. 3.44 as against Rs 1.49 in Q4FY12, up 131% Y-o-Y basis.

Consolidated FY13 Review

- Operating revenue was Rs 158.97 crore as compared to Rs 122.78 crore during the corresponding period of previous year reflecting an increase of 30% in rupee terms.
- Total income was Rs. 159.74 crore for the year as compared to Rs. 123.83 crores in FY12.
- EBITDA stood at Rs 17.26 crore as compared to Rs 13.25 crore during the corresponding period of previous year up by 30%.
- Net profit stood at Rs 10.90 crore for FY13 ended March 31, 2013 as compared to Net profit of Rs 7.01 crore in the corresponding period of the previous year.
- Basic EPS stood at Rs. 11.35 an increase of 55% over the same period last year.

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

"We are beginning to see positive results from alignment to Information Management as a core business area for Saksoft. Our focus on right partnerships, appropriate offerings and long term client engagements is enabling the organisation to fuel its growth and set ambitious goals for itself in the coming years"

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.

For further information, please contact:

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

Saksoft Ltd.

Earnings Presentation

Q4 FY 2013

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Please note that this presentation is based on the publicly available information on Saksoft including but not limited to Company's website and Annual Reports.

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Particulars

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

Performance Review

Consolidated Y-o-Y Review (Q4 2012-13 vs. Q4 2011-12)

- Operating revenue was Rs 50.02 crore during the quarter under review as compared to Rs 33.10 crore; an increase of 51% on Y-o-Y terms.
- Total Income was Rs. 50.30 crore during the quarter under review as compared to Rs. 33.15 crore during the same quarter in the previous year, up by 52% Y-o-Y.
- EBITDA stood at Rs. 4.72 crore for the quarter under review as compared to Rs. 3.2 crore in Q4FY12 up by 48%.
- Net profit stood at Rs. 3.31 crore in Q4FY13 as against Rs 1.43 crore in Q4FY12, up by 131%.
- Basic EPS for the quarter stood at Rs. 3.44 as against Rs 1.49 in Q4FY12, up 131% Y-o-Y basis.

Consolidated FY13 Review

- Operating revenue was Rs 158.97 crore as compared to Rs 122.78 crore during the corresponding period of previous year reflecting an increase of 30% in rupee terms.
- Total income was Rs. 159.74 crore for the year as compared to Rs. 123.83 crores in FY12.
- EBITDA stood at Rs 17.26 crore as compared to Rs 13.25 crore during the corresponding period of previous year up by 30%.
- Net profit stood at Rs 10.90 crore for FY13 ended March 31, 2013 as compared to Net profit of Rs 7.01 crore in the corresponding period of the previous year.
- Basic EPS stood at Rs. 11.35 an increase of 55% over the same period last year.

Consolidated Financial Summary

Particulars	Metrics	31-Mar-13 Q4 FY13	31-Dec-12 Q3 FY13	QoQ Growth	31-Mar-12 Q4 FY12	YoY Growth	31-Mar-13 FY13	31-Mar-12 FY12	YoY Growth
Revenue	Total Revenue (INR Crore)	50.3	38.5	31%	33.2	52%	159.7	123.8	29%
	Net Revenue (INR Crore)	50.0	38.1	31%	33.1	51%	159.0	122.8	29%
Profit	EBITDA (INR Crore)	4.7	4.4	8%	3.2	48%	17.3	13.3	30%
	PBT (INR Crore)	3.6	3.3	10%	2.0	82%	12.4	9.0	37%
	PAT (INR Crore)	3.3	3.0	12%	1.4	131%	10.9	7.0	55%
Margin	EBITDA	9.4%	11.5%		9.7%		10.9%	10.8%	
	PBT	7.2%	8.6%		6.0%		7.8%	7.3%	
	PAT	6.6%	7.7%		4.3%		6.8%	5.7%	
EPS	Basic (Rs.)	3.4	3.1	11.7%	1.5	131%	11.4	7.3	55%
	Diluted (Rs.)	3.0	2.9	2.1%	1.4	112%	10.7	6.8	56%
ShareHolding	Promoters (%)	74.9%	74.8%		74.8%		74.9%	74.8%	
	Public (%)	25.1%	25.2%		25.2%		25.1%	25.2%	

Key Business Highlights

- Saksoft entered into a partnership with Birst Inc., the leader in agile business analytics in Q4FY13.
- Acquired Electronic Data Professionals (EDP) , an Information Management company in US on 31st December 2012
- 8 new clients added to our business across geography
- Account Management strategy for Top 5 accounts has started showing positive results
- Excellent Q4 performance results and good annual growth for all regions

Consolidated Quarterly P & L

S. No.	Consolidated Unaudited Financial Statements for the Quarter ended (All figures in INR Crore except EPS)	31-Mar-13 Q4 FY13	31-Dec-12 Q3 FY13	QoQ Growth	31-Mar-12 Q4 FY12	YoY Growth	31-Mar-13 FY13	31-Mar-12 FY12	YoY Growth
	Net Sales / Income from Operation								
1	Income	50.02	38.14	31.15%	33.10	51.12%	158.97	122.78	29.47%
2	Expenditure								
(a)	Employee Cost	21.74	16.24	33.86%	14.73	47.59%	70.60	56.41	25.17%
(b)	Depreciation	0.35	0.34	3.58%	0.36	-2.78%	1.42	1.68	-15.61%
(c)	Other Expenditure	23.56	17.52	34.45%	15.17	55.31%	71.11	53.12	33.86%
(d)	Total Expenditure	45.65	34.10	33.86%	30.26	50.86%	143.13	111.21	28.70%
3	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	4.37	4.04	8.25%	2.84	53.87%	15.84	11.57	36.86%
4	Other Income	0.28	0.31	-10.86%	0.05	442.64%	0.77	1.05	-26.58%
5	Profit before Interest and Exceptional Items (3+4)	4.65	4.35	6.87%	2.89	60.81%	16.61	12.62	31.59%
6	Interest	1.01	1.05	-3.64%	0.89	13.53%	4.23	3.62	16.90%
7	Profit after Interest but before Exceptional Items (5-6)	3.64	3.30	10.20%	2.00	81.82%	12.38	9.00	37.50%
8	Exceptional Items	-	-		-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	3.64	3.30	10.20%	2.00	81.82%	12.38	9.00	37.50%
10	Tax Expenses	0.33	0.34	-2.97%	0.57	-42.11%	1.48	1.99	-25.63%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	3.31	2.96	11.71%	1.43	131.15%	10.90	7.01	55.41%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	3.31	2.96	11.71%	1.43	131.15%	10.90	7.01	55.41%
14	Paid-up Equity Share Capital of Rs10/- each	10.17	10.17		10.17		10.17	10.17	
15	Reserves Excluding Revaluation Reserve		-		-		64.45	55.69	
16	Earnings Per Share (EPS) in Rs.								
(a)	Basic and diluted EPS before Extraordinary items	3.44	3.08	11.69%	1.49	130.87%	11.35	7.32	55.05%
(b)	Basic and diluted EPS after Extraordinary items	3.25	2.89	2.08%	1.39	112.23%	10.67	6.84	55.99%

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