

Q3-FY 13-14 Revenues at Rs.58.03 crore up 52% **Impressive growth in PBT and EBITDA with** **PBT increasing by 40% y-o-y**

Chennai, 31 January, 2014: Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), an Information Management Specialist company, announced its third quarter results ended on 31st December 2013 at its Board Meeting held today. The results are available on the company's website, www.saksoft.com

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

Consolidated Quarter Review (Y-o-Y) (Q3 2013-14 vs. Q3 2012-13)

- Operating revenue was Rs.58.03 crore during the quarter under review as compared to Rs. 38.14 crore during the same quarter in the previous year; an increase of 52%.
- EBITDA stood at Rs. 5.89 crore for the quarter under review as compared to Rs. 4.69 crore in Q3 FY12-13 up by 26%.
- Net profit before taxes was Rs. 4.62 crore in the current quarter as against Rs. 3.30 crore in Q3 FY12-13, up by 40%.
- Basic EPS for the quarter stood at Rs. 3.73 as against Rs.3.08 in Q3 FY12-13.

Consolidated 9 Month YTD Review (YTD 31 Dec 2013 vs. YTD 31 Dec 2012)

- Operating revenue was Rs.170.56 crore during the period under review as compared to Rs. 108.95 crore during the same period in the previous year; an increase of 57%.
- EBITDA stood at Rs. 18.52 crore for the period under review as compared to Rs. 13.04 crore up by 42%.
- Net profit before taxes was Rs. 14.54 crore as against Rs. 8.75 crore in corresponding period in previous year; up by 66%.
- Basic EPS was Rs. 11.83 during the nine month period as against Rs.7.91 during the 9 month period in the preceding year.



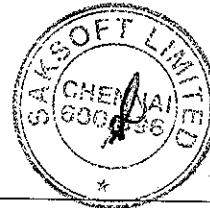
Commenting on the results, Mr. Aditya Krishna, Managing Director, Saksoft Limited, said

"Our performance continues to meet expectations and we are happy with this. We have lot more work to do to meet the aspirations of our stakeholders. We are gearing the company for some exciting time and expect to maintain our performance levels 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:



Sampath Rengachari, Executive Vice President

Saksoft Limited

Ph: +91 87544 16789

Email: sampath.rengachari@saksoft.com



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

Saksoft Ltd.

Earnings Presentation

Q3 FY 2013-14

© 2012 Saksoft, All rights reserved



Safe Harbor

This presentation has been prepared by Saksoft Limited solely to provide information about the Company.

No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

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.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the Company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

Particulars

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

Performance Review

Consolidated Quarter Review (Y-o-Y) (Q3 2013-14 vs. Q3 2012-13)

- Operating revenue was Rs.58.03 crore during the quarter under review as compared to Rs.38.14 crore during the same quarter in the previous year; an increase of 52%.
- EBITDA stood at Rs.5.89 crore for the quarter under review as compared to Rs.4.69 crore in Q3 FY12-13 up by 26%.
- Net profit before taxes was Rs.4.62 crore in the current quarter as against Rs.3.30 crore in Q3 FY12-13, up by 40%.
- Basic EPS for the quarter stood at Rs.3.73 as against Rs.3.08 in Q3 FY12-13.

Consolidated 9 Month YTD Review (YTD 31 Dec 2013 vs. YTD 31 Dec 2012)

- Operating revenue was Rs.170.56 crore during the period under review as compared to Rs.108.95 crore during the same period in the previous year; an increase of 57%.
- EBITDA stood at Rs.18.52 crore for the period under review as compared to Rs.13.04 crore in the previous year; up by 42%.
- Net profit before taxes was Rs.14.54 crore as against Rs.8.75 crore in corresponding period in previous year; witnessing an increase of 66%.
- Basic EPS was Rs.11.83 during the nine month period as against Rs.7.91 during the 9 month period in the preceding year.

Consolidated Financial Summary

Particulars	Metrics	31-Dec-13	31-Dec-12	YoY	YTD	YTD	YTD
		Q3 FY13-14	Q3 FY12-13	Growth	31-Dec-13	31-Dec-12	Growth
Revenue	Total Revenue (INR Crore)	57.98	38.45	51%	171.56	109.44	57%
	Net Revenue (INR Crore)	58.03	38.14	52%	170.56	108.95	57%
Profit	EBITDA (INR Crore)	5.89	4.69	26%	18.52	13.04	42%
	PBT (INR Crore)	4.62	3.30	40%	14.54	8.75	66%
	PAT (INR Crore)	3.59	2.96	21%	11.37	7.60	50%
Margin	EBITDA	10.1%	12.3%		10.9%	12.0%	
	PBT	8.0%	8.7%		8.5%	8.0%	
	PAT	6.2%	7.8%		6.7%	7.0%	
EPS	Basic (Rs.)	3.73	3.08	21%	11.83	7.91	50%
	Diluted (Rs.)	3.50	2.89	21%	11.16	7.42	50%
ShareHolding	Promoters (%)	74.9%	74.8%		74.9%	74.8%	
	Public (%)	25.1%	25.2%		25.1%	25.2%	

Key Business Highlights

- The company added 7 new clients to its customer list during the third quarter ending 31st December 2013.
- Two of the Top five customers extended their multi-year contracts
- Successful completion of the First enterprise mobility project happened during the quarter and more orders are seen;
- Competency building in Open Source BI and Analytics are also in progress

Consolidated Quarterly P & L

S. No.	Consolidated Unaudited Results for the Quarter ended (All figures in INR Crore except EPS)	31-Dec-13 Q3 FY13-14	31-Dec-12 Q3 FY12-13	YoY Growth	YTD 31-Dec-13	YTD 31-Dec-12	YTD Growth
	Net Sales / Income from Operation						
1	Income	58.03	38.14	52.15%	170.56	108.95	56.55%
2	Expenditure						
(a)	Employee Cost	24.53	16.24	51.05%	72.90	48.86	49.20%
(b)	Depreciation	0.33	0.34	-2.94%	0.95	1.07	-11.21%
(c)	Other Expenditure	27.56	17.52	57.31%	80.14	47.54	68.57%
(d)	Total Expenditure	52.42	34.10	53.72%	153.99	97.47	57.99%
	Profit from Operations before Other Income, Interest & Exceptional Items (1-2)						
3	Exceptional Items (1-2)	5.61	4.04	38.86%	16.57	11.48	44.34%
4	Other Income	(0.05)	0.31	-116.13%	1.00	0.49	104.08%
5	Profit before Interest and Exceptional Items (3+4)	5.56	4.35	27.82%	17.57	11.97	46.78%
6	Interest	0.94	1.05	-10.48%	3.03	3.22	-5.90%
7	Profit after Interest but before Exceptional Items (5-6)	4.62	3.30	40.00%	14.54	8.75	66.17%
8	Exceptional Items	-	-		-	-	
9	Profit(+)/ Loss (-) from Ordinary Activities before Tax (7+8)	4.62	3.30	40.00%	14.54	8.75	66.17%
10	Tax Expenses	1.03	0.34		3.17	1.15	175.65%
11	Net Profit(+)/ Loss (-) from Ordinary Activities after Tax (9-10)	3.59	2.96	21.28%	11.37	7.60	49.61%
12	Extraordinary Items (net of tax expense Rs.)	-	-		-	-	
13	Net Profit(+)/ Loss (-) for the Period (11-12)	3.59	2.96	21.28%	11.37	7.60	49.61%
14	Paid-up Equity Share Capital of Rs10/- each	10.16	10.16		10.16	10.16	
15	Earnings Per Share (EPS) in Rs.						
(a)	Basic EPS before Extraordinary items	3.73	3.08	21.10%	11.83	7.91	49.56%
(b)	Diluted EPS after Extraordinary items	3.50	2.89	21.11%	11.16	7.42	50.40%

For more information, please contact:

Sampath Rengachari,
Executive Vice President
Saksoft Limited
Ph: +91 87544-16789
sampath.rengachari@saksoft.com

Chennai, India
Registered and Corporate Office
Saksoft Limited
SP Infocity
Module1, 2nd Floor,
#40, MGR Salai,
Perungudi, kandanchavadi,
Chennai - 600 096
Ph: 91-44-24543500
Fax: 91-44-24546510

© 2012 Saksoft, All Rights reserved