

31<sup>st</sup> May, 2018

To

<p>The Listing/Compliance Department The National Stock Exchange of India Limited "Exchange Plaza" Bandra Kurla Complex Bandra (E) Mumbai – 400 051</p> <p><b><u>Stock Code: SAKSOFT</u></b></p>	<p>The Listing/Compliance Department BSE Limited Floor No.25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001</p> <p><b><u>Stock Code: 590051</u></b></p>
--	---

Dear Sir/Madam,

**Sub: Press Release**

Please find enclosed the Press Release with respect to the Financial Results for the Fourth Quarter and Financial year ended 31<sup>st</sup> March, 2018.

Kindly take the above information on your record.

Yours faithfully,  
For Saksoft Limited



**S.Muthukrishnan**  
Company Secretary



## Saksoft Profit after tax (PAT) increases by 84.57% Q-o-Q

**Chennai, May 31, 2018:** Saksoft Limited (BSE: 590051) (NSE: SAKSOFT), reported its Q4 and year end results (ended on March 31, 2018) at its Board Meeting held on May 30, 2018.

Commenting on the results, **Chairman & Managing Director, Aditya Krishna** said, *“Our continuous focus on emerging digitization opportunities is helping us scale up revenues. Our insistence on using the dedicated team model is ensuring consistency and predictability of revenues. Our Inch wide mile deep philosophy in our service offerings allows us to compete effectively and grow in the segments that we operate in. At Saksoft, we believe that **OUR TIME STARTS NOW....**”*

### Review of financial performance

#### **Consolidated Quarter Review (Q4 2017-18 vs. Q4 2016-17)**

- Operating revenue increased by 10.46% to Rs 78.01 Cr in Q4 FY17-18 against Rs 70.62 Crore in the corresponding quarter previous year
- 40.60% increase in EBITDA to Rs 11.29 Crore in Q4 FY17-18 against Rs 8.03 Crore in the corresponding quarter previous year
- PBT increased to Rs 9.73 Crore in Q4 FY17-18 against Rs 6.32 Crore in the corresponding quarter previous year, up by 53.80%
- PAT stood at Rs 6.94 Crore in Q3 FY17-18 against Rs 3.76 Crore in the corresponding quarter previous year, an increase of 84.57%

#### **Consolidated Financial Year Review (FY 2017-18 vs. FY 2016-17)**

- Operating revenue increased by 10.16% to Rs 285.87 Crore against Rs 259.50 Crore in the previous year
- 20.33% increase in EBITDA to Rs 39.60 Crore in FY 2017-18 against Rs 32.91 Crore in the previous year
- PBT increased to Rs 33.82 Crore in 2017-18 against Rs 28.88 Crore in the previous year, increase of 17.11%
- PAT for FY 2017-18 stood at Rs 21.83 Crore against Rs 17.10 Crore in the previous year, an increase of 27.66%

## FINANCIAL HIGHLIGHTS

INR Crores

Particulars	Q4 FY17-18	Q4 FY16-17	FY17-18	FY16-17
Revenue	78.01	70.62	285.87	259.50
EBITDA	11.29	8.03	39.60	32.91
EBITDA %	14.48%	11.36%	13.85%	12.68%
PAT	6.94	3.76	21.83	17.10
PAT%	8.89%	5.33%	7.64%	6.59%

## OPERATING METRICS

<i>Particulars</i>	<i>FY 17-18</i>
<b><u>1. REVENUE METRICS- %</u></b>	
<b>A. Revenue by Geo</b>	
Americas	58%
Europe	32%
Asia Pacific & Others	9%
<b>B. Revenue Mix</b>	
Onsite	53%
Offshore	47%
<b><u>2. CUSTOMER METRICS</u></b>	
<b>A. Client Metrics- No of clients/customers per Million Dollar</b>	
>1 MN	5
>0.5Mn to 1Mn	7
<b>B. Client's Contribution to Revenue</b>	
Top 5	42%
Top 10	49%
Top 20	57%
<b><u>3. HEADCOUNT METRICS</u></b>	
<b>A. Headcount &amp; Utilization</b>	
Total Employee Count	<b>1025</b>
Technical	897
Support	128
<b>B. Utilization-IT Services</b>	
Excluding trainees	85%

**About Saksoft Limited:**

Saksoft Limited is 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. In short, Saksoft helps their clients level the playing field by helping them transform their business spaces.

Saksoft is headquartered in Chennai (India), and has 12 offices across the USA, Europe and Asia employing over 1000+ people. For more information, please visit [www.Saksoft.com](http://www.Saksoft.com)

**For further information, please contact**

Niraj Ganeriwal  
Chief Financial Officer  
Phone: + 91 44 2454 3500 | Cell: +91 96770 46900  
[www.Saksoft.com](http://www.Saksoft.com)