Saksoft Limited

COMPANY BACKGROUND

- Saksoft is a global IT services company with recognized leadership in Information Management Solutions, Application Development and Testing Services.
- It was founded in 2000, today is a leading Digital Transformation Solution Partner for clients across the globe. The Company's headquarters are located in Chennai (India) and has 16 offices across India, Europe, Asia and USA.
- Saksoft is a forward-looking digitalization partner for mid-sized global companies. It's custom enabled Cloud Enterprise Applications and Omni Channel solutions allow businesses to access real-time information that it wants, when they want to, and where they want it.
- It's expertise in Augmented Analytics solutions like Predictive, Prescriptive analytics using AI/ML, NLP, etc. help convert your data to a decision, personalize your marketing efforts and improve speed and accuracy through intelligent decision automation.

BUSINESS MIX (AS OF 9M-FY25)

- **Fintech (31%):** Being a niche in Fintech space since 20+ years and delivering a range of applications and solutions, it's able to leverage on its expertise to service better.
- **Hitech,Media & Utilities (42%):** With billions of data generated and consumed every second, telecom sector is bracing itself for huge data traffic and Saksoft has helped to create a value chain for their customers and opened up new avenues.
- **Transportation & Logistics (16%):** Dreamorbit of the Saksoft group provides next-gen technology based solutions to Logistics and Fin-Tech industry.
- **Retail (11%):** Saksoft's retail solutions are fueled by our domain expertise combined with its retail experience in building end-to-end retail solutions that solve complex challenges. It supplements areas such as customer engagement, eCommerce, Sales & Marketing, Supply chain, and Pricing.

KEY STRENGTHS

- **Task Force:** Experienced and dedicated management team with a diversified board.
- The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.
- **Cross-selling and upselling** by the company aided in its development as a full-service provider.
- **Domain-specific solutions:** A trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.
- **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.
- **Verticals specialization:** Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions
- **Consistent focus on digitalisation-driven** transformation along with Early entrant with a strong track record of successful digitalization driven projects and financial metrics

FINANCIAL PERFORMANCE

(INR Mn)	Operational Income	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	4,804	790	16.44%	633	13.18%	6.34
FY23	6,656	1,082	16.25%	820	12.32%	8.18
FY24	7,616	1,367	17.95%	962	12.63%	9.59
9M-FY25	6,431	1,098	17.08%	787	12.25%	6.20

Key Data	
BSE Code	590051
NSE Code	SAKSOFT
Reuters	SAKS.NS
Bloomberg	SAK:IN

Market Data (INR) as on 31st December, 2024	
Face Value	1.00
CMP	214.90
52 Week H/L	319.00/168.00
MCAP (Mn)	28,485.26
Shares O/S (Mn)	132.55
1 Yr Avg. Vol. ('000)	359.04

Performance as on 31st December, 2024

	3M	6M	12M
SAKSOFT	(21.01)%	(3.49)%	(16.56)%
SENSEX	(7.26)%	(1.14)%	8.20%
BSE SMALLCAP	(3.64)%	5.30%	28.76%

Shareholding Pattern as on 31st December, 2024	
Promoters	66.64%
Public	26.40%
FPI	2.86%
Employee trust	4.10%

BUSINESS SEGMENTS……………………………………………………………………..

- Fintech: It's offerings include Mobile Cash Disbursement Solution, API Integration, Mobile/Web Development, Credit Scoring, Fraud prevention, etc. Increased internet penetration coupled with the growing popularity of digital payments & wallets is a key growth driver.

- Telecommunication: It provides Share Point Development, Advance Analytics to reduce customer churn, Oracle Support and Testing COE.

- Transportation & Logistics: It provides IoT solutions, Freight management software, Supply chain management, EDI integration, etc. It purchased MC Consulting, a Singapore-based company that specializes in offering technology-based business solutions, in February 2022.

- Public Sector: Offerings include Smart cities - Machine learning & facial recognition from IoT data feeds, Predictive Analytics & BI to provide better healthcare, etc. Acuma was acquired in 2006, it is an IM focused company focusing on the public sector.

- Retail E-Commerce: Offerings include social Listening (Micro Influencer), Customer 360, Customer Journey Tracking and ECommerce Portal Development. Solveda, a US based Digital Ecommerce solution company was acquired in August 2023.

GROWTH DRIVERS……………………………………………………………………..

- **Inch-wide and Mile deep strategy:** It focuses on niche verticals and offerings by investing in digital assets and frameworks such as UNITE, STAQK, SAQAMA.

- **String of Pearls approach strategy:** Executed through timely and complementary acquisitions that widened our services. This strategy helps to increase its capability without much gestation period.

- **Value over Volume:** Address empty territories represented by more profitable projects and broad- base its operations.

- **Agility:** Continue its operations with a mid-tier corporation with few decision-making layers, which increases its agility.

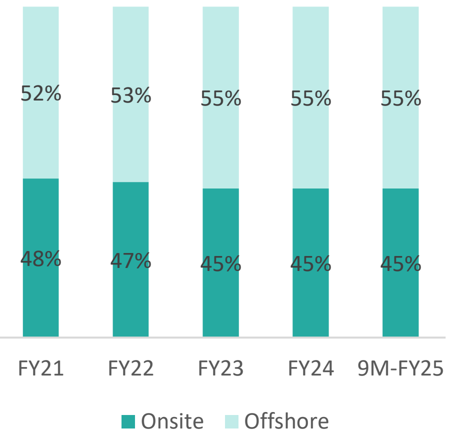
- **Cost Leadership:** Saksoft has invested in the offshore delivery model, a validated cost effective approach.

- **Build Strong Team:** The company will seek to recruit creatively and aggressively to achieve its growth ambition.

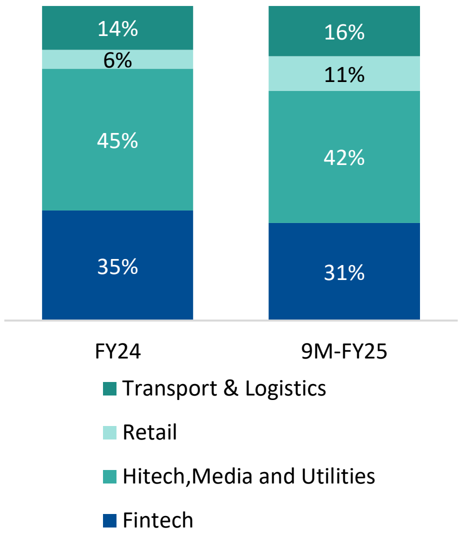
- **Focus on Emerging Sectors:** Addressing the sweep of digitization to help clients enhance operational efficiency.

- **Strategic Acquisitions:** Strengthening digital capabilities with key acquisitions: Zetechno (ServiceNow consulting), Ceptes (Salesforce solutions), and Augmento Labs (digital engineering). These moves enhance our innovation, expand our expertise, and drive sustained growth.

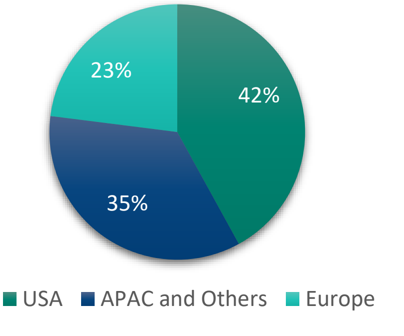
Revenue by Engagement Model (%)



Revenue by Verticals (%)



Revenue by Geography (%)



PEER COMPARISON (TRAILING 12 MONTHS) (INR MN) ………………………………………………………………

Company	Operational Income	EBITDA	EBITDA%	Net Profit	PAT%	Market Cap
Saksoft Ltd.	8,380	1,433	17.10%	1,019	12.17%	28,485
Zensar Technologies Ltd.	51,514	8,072	15.67%	6,467	12.55%	1,70,638
Mphasis Ltd.	1,39,320	25,832	18.54%	16,488	11.83%	5,40,051
Persistent Systems Ltd.	1,12,872	19,281	17.08%	13,197	11.69%	10,06,113
LTI Mindtree Ltd.	3,71,293	64,344	17.33%	45,741	12.32%	16,54,918

INCOME STATEMENT (CONSOLIDATED)

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

BALANCE SHEET (CONSOLIDATED)

PARTICULARS (INR MN)	FY23	FY24	H1-FY25
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	101	128
(B) Other Equity	3,945	4,953	5,538
Total Equity	**4,045**	**5,054**	**5,666**
Non-Current Liabilities			
(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
Total Non – Current Liabilities	**224**	**650**	**965**
Current Liabilities			
(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
Total Current Liabilities	**1,412**	**2,160**	**2,195**
GRAND TOTAL - EQUITIES & LIABILITES	**5,681**	**7,864**	**8,826**

PARTICULARS (INR MN)	FY23	FY24	H1-FY25
ASSETS			
Non-Current Assets			
(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
(C) Other Intangible Assets	5	4	3
(D) Financial Assets			
(i) Investments	-	-	
(ii) Other Financial Assets	170	31	30
(E) Deferred Tax Assets (Net)	73	86	94
(F) Other Non-Current Assets	-	-	37
Total Non – Current Assets	**2,426**	**3,686**	**4,671**
Current Assets			
(A) Financial Assets			
(i) Investments	90	145	128
(ii) Trade Receivables	1,164	1,620	1,597
(iii) Loans	2	17	16
(iv) Cash & Cash Equivalents	879	1,418	1,195
(v) Bank balances other than (ii) above	557	507	554
(v) Other Financial Assets	249	178	322
(B) Current Tax Assets (Net)	33	40	89
(C) Other Current Assets	281	253	254
Total Current Assets	**3,255**	**4,178**	**4,155**
GRAND TOTAL – ASSETS	**5,681**	**7,864**	**8,826**

INVESTOR RELATIONS TEAM AT VALOREM ADVISORS ………………………………………………………………

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Sumeet Singhania	VP	sumeet@valoremadvisors.com	+91-22-4903-9505
Purvangi Jain	AVP	purvangi@valoremadvisors.com	+91-22-4903-9536
Nupur Jainkunia	AVP	nupurj@valoremadvisors.com	+91-22-4903-9536

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

Saksoft Ltd. Disclaimer:

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 the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Saksoft Ltd. which are expressed in good faith and in their opinion reasonable, 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.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.