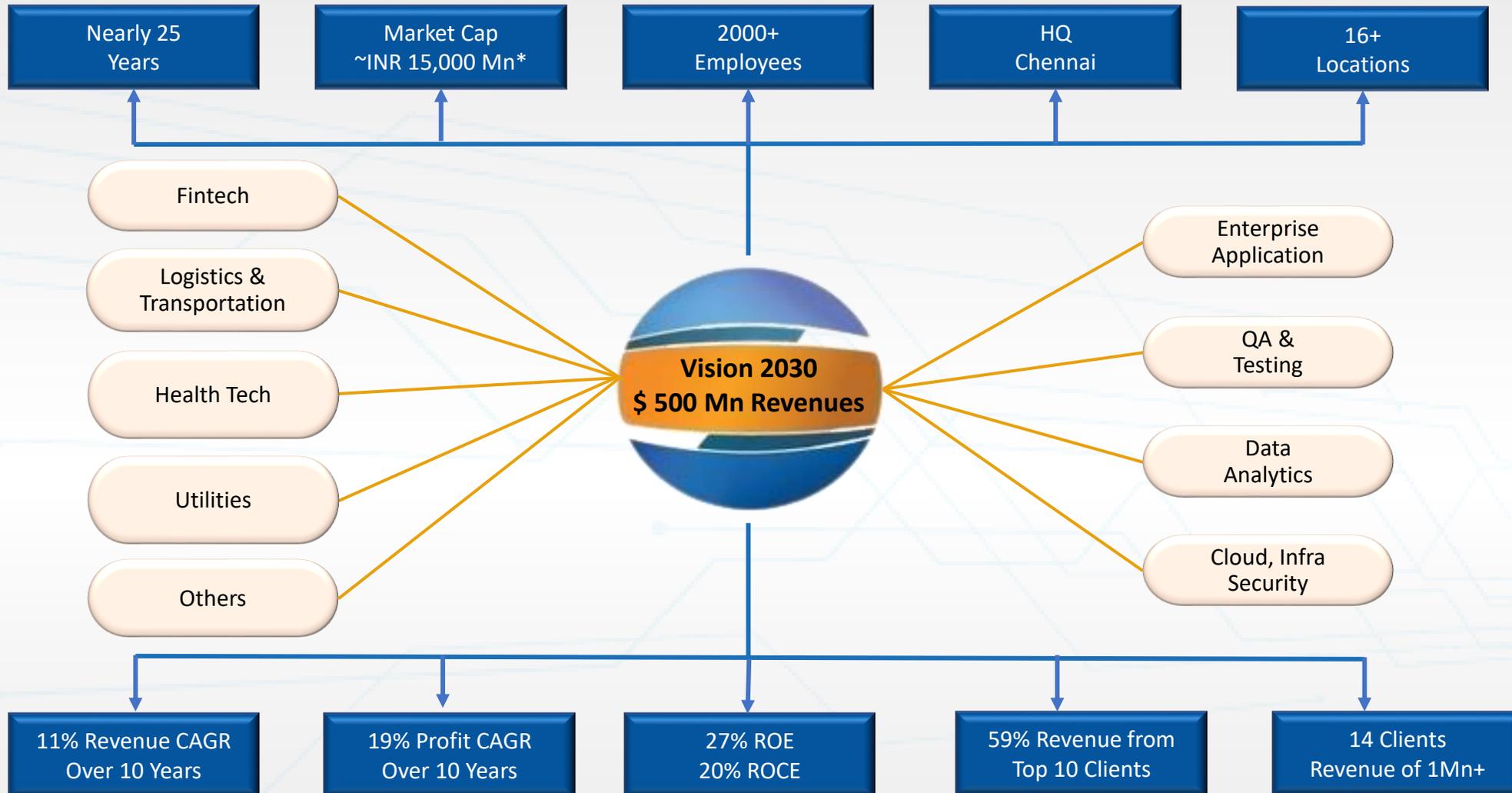
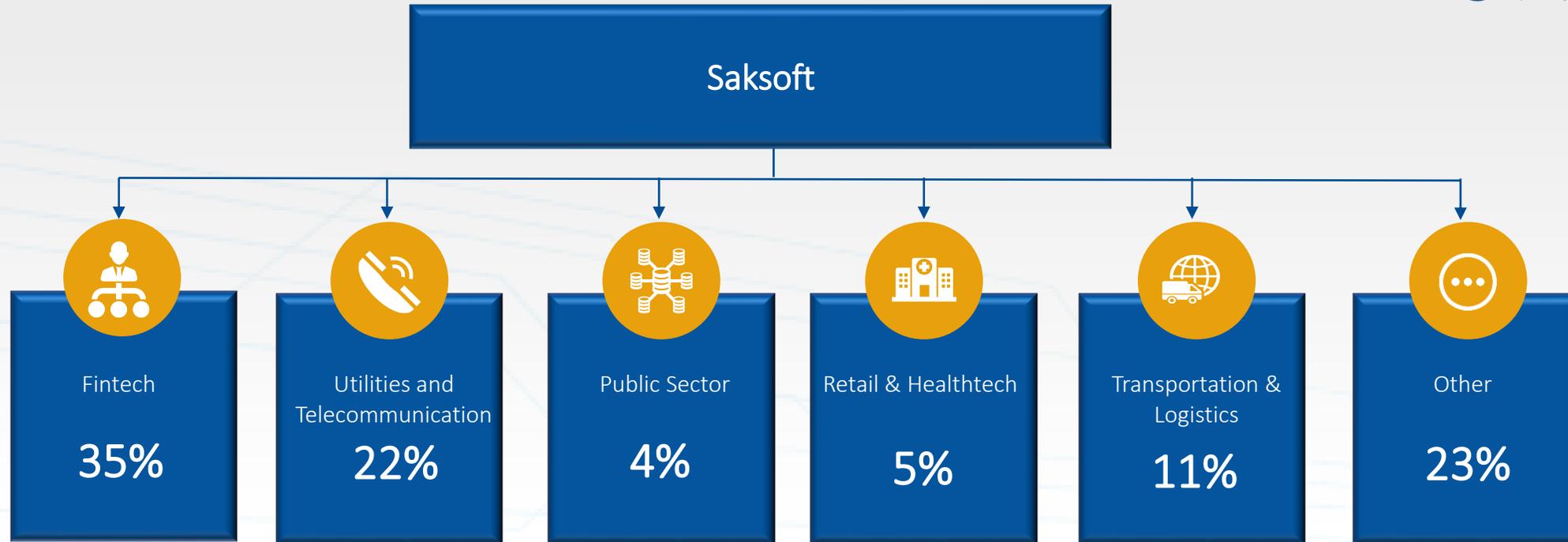




EARNINGS PRESENTATION

Q1-FY24





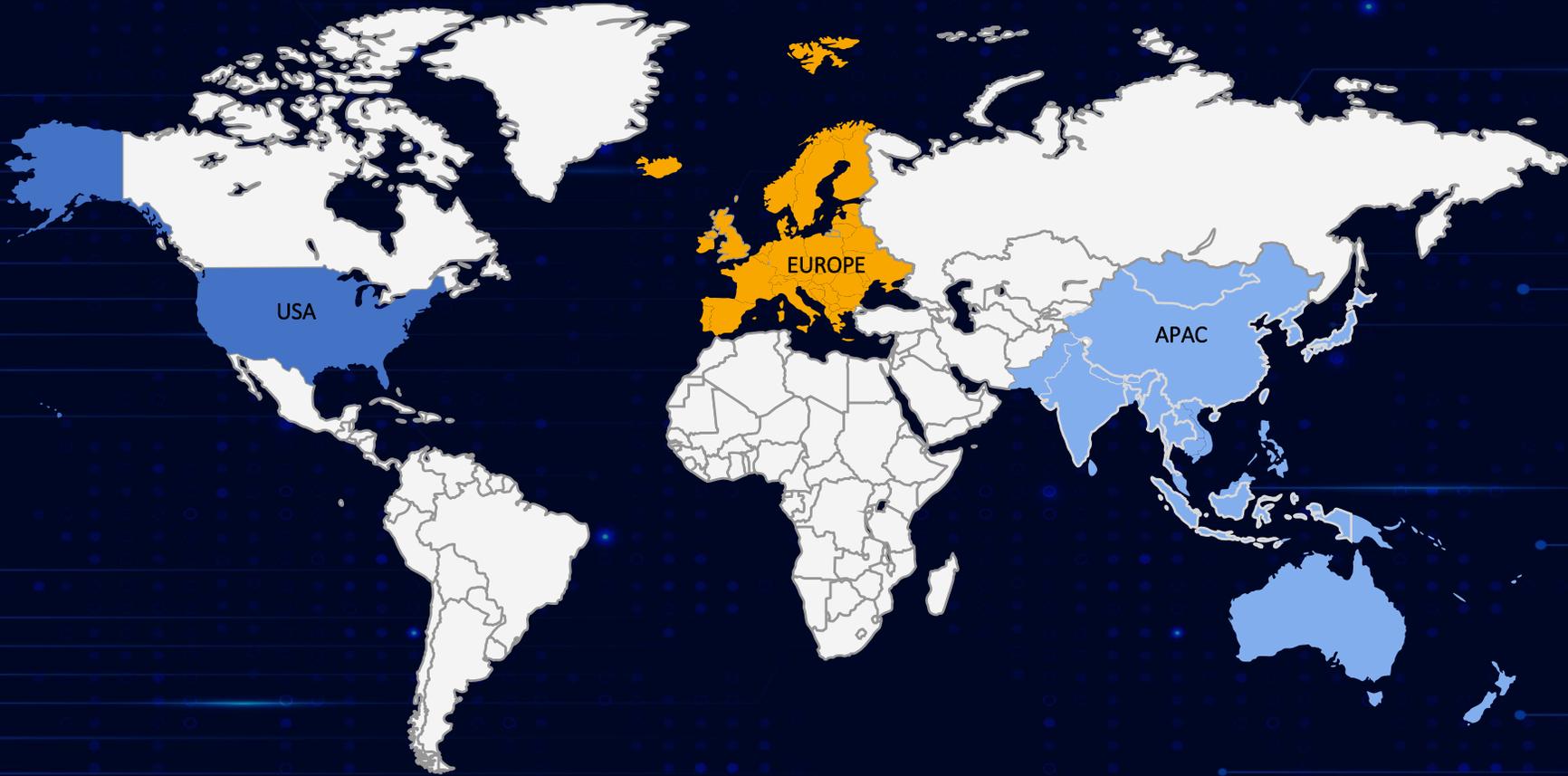
Our USP

- Understanding of our clients Domain
- Technology Services capability
- Specialists from Saksoft group companies
- Offshore Delivery Infrastructure
- Referenceable

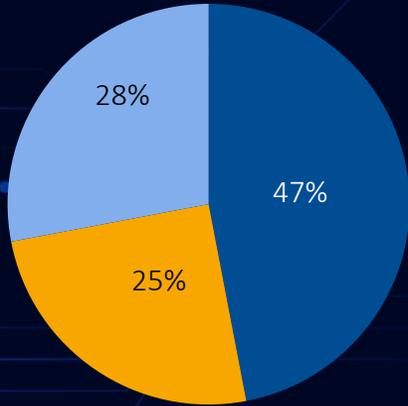
How do we help

- Custom Developed Solutions
- Legacy Modernization
- Quality Assurance through Testing
- Data to Decisions through Data Analytics
- Cloud, Infrastructure & Cyber Security

Global Presence



GEOGRAPHICAL PRESENCE (FY23)



■ USA ■ Europe ■ APAC and others

Task Force: Experienced and dedicated management team with a diversified board.

Building talent: Due to overlapping time zones, businesses in Europe are using smaller nearshore teams to assist offshore operations. By developing talent resources locally, Saksoft was able to guarantee European clients that their time zones will be respected when receiving solutions.

Consistent focus on digitalisation-driven transformation along with Early entrant with a strong track record of successful digitalisation-driven projects and financial metrics are used to assess competence.

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.



Cross-selling and upselling by the company aided in its development as a full-service provider.

Domain-specific solutions: Companies are increasingly preferring to work with businesses that provide digital solutions tailored to their industries. Saksoft is a trustworthy digital partner because of its extensive expertise of the numerous industries it offers digital solutions for.

Verticals specialization: Concentration on a few verticals that are motivated by evolving lifestyle relevance and Comprehensive solutions expertise inside the vertical along with Verticals and competences interrelated.

The Company has lucrative **multiyear contracts** with well-known brands that guarantee revenue visibility.

Q1-FY24 PERFORMANCE

Q1-FY24 Operational Highlights

Operational Highlights

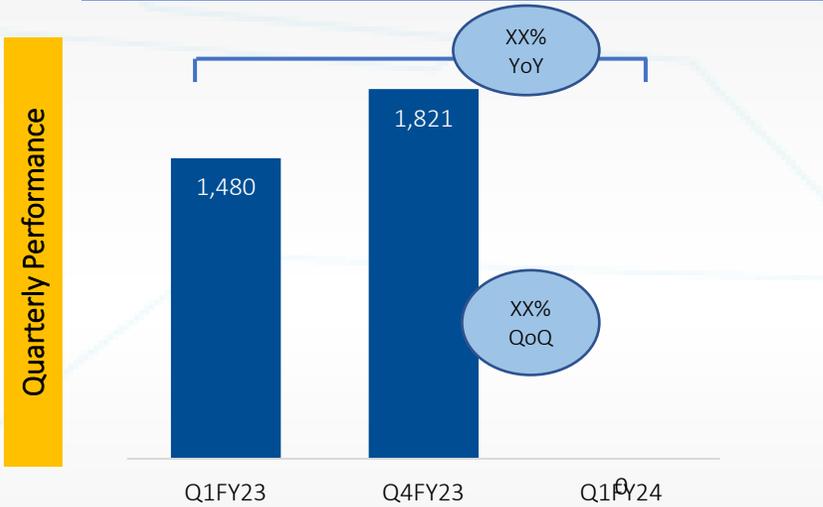
Q1-FY24 Consolidated Performance

INR XXXX Mn Operating Income	INR XXXX Mn Operating EBITDA	XX% Operating EBITDA Margins
INR XXXX Mn Net Profit	XX% PAT Margins	INR XX/Share Basic EPS

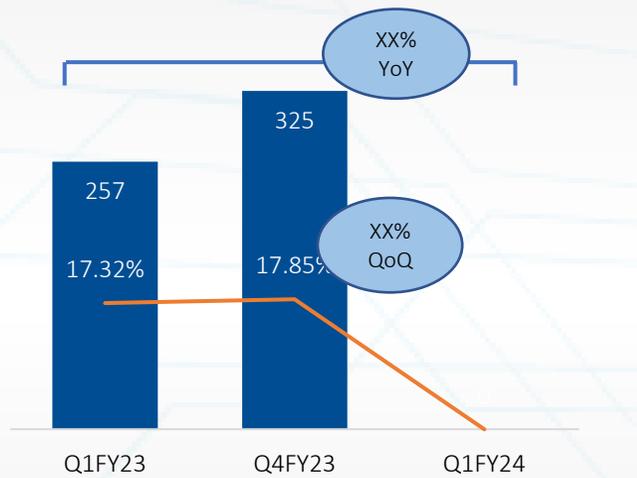
Management Commentary



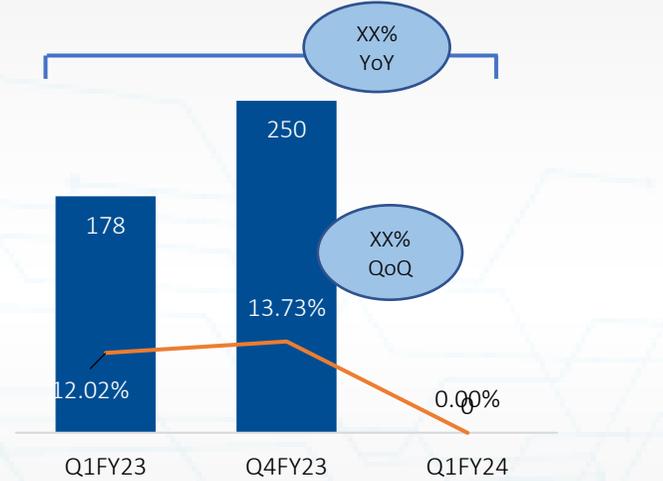
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

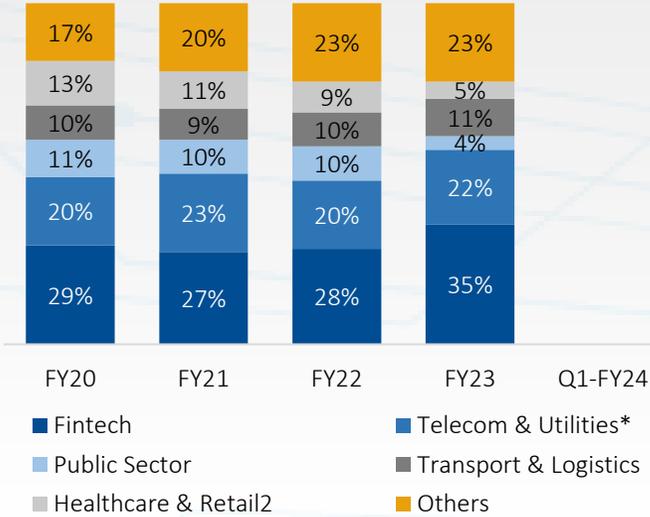


PAT (INR MN)



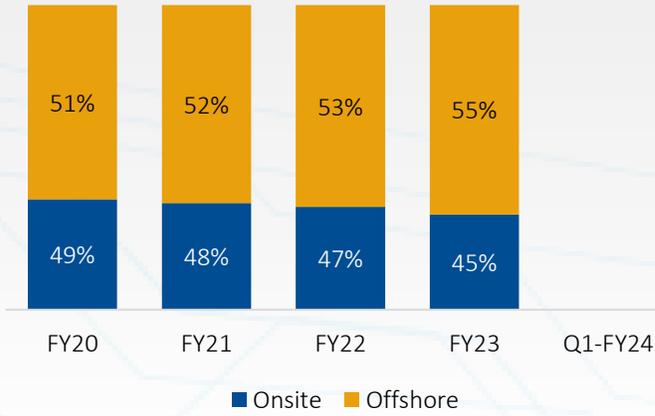
Key Performance Metrics

REVENUE BY VERTICALS

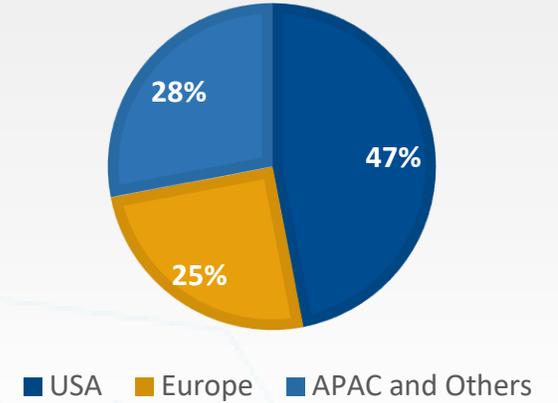


Telecom and Utilities has been reclassified for FY22 and FY23

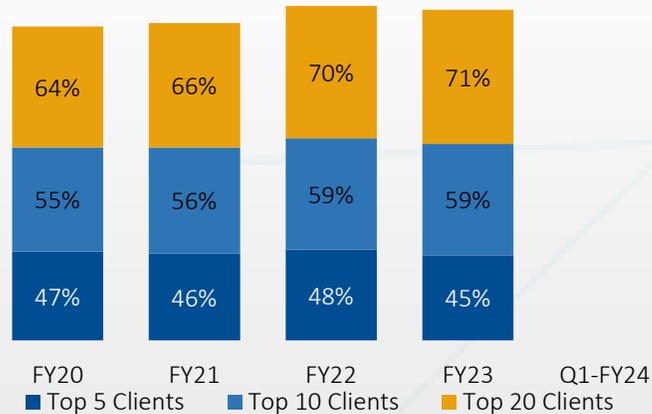
REVENUE MIX (%)



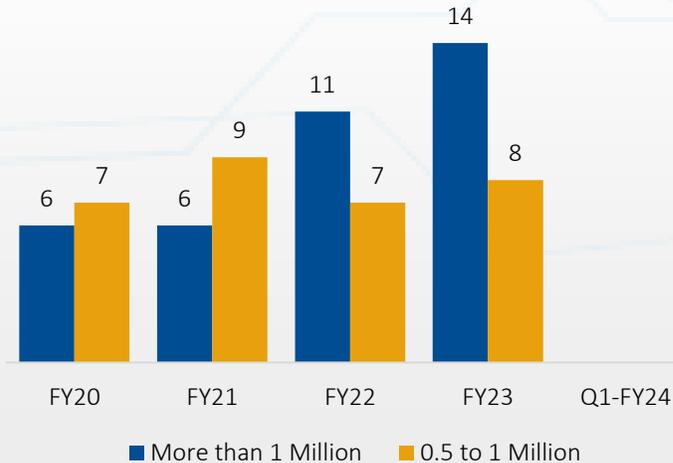
REVENUE BY GEOGRAPHY (%)



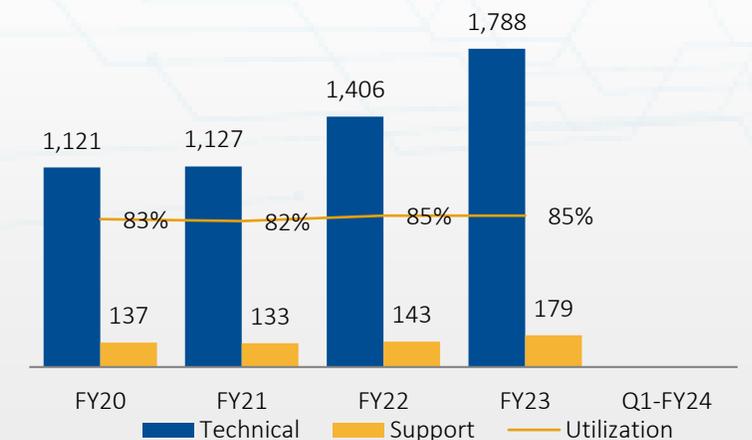
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q1-FY24	Q4-FY23	Q-o-Q	Q1-FY23	Y-o-Y
Operating Income		1,821		1,480	
Expenses		1,496		1,255	
Operating EBITDA		325		225	
<i>Operating EBITDA Margins (%)</i>		<i>17.85%</i>		<i>15.20%</i>	
Depreciation		27		22	
Finance Cost		6		5	
Other Income		7		32	
PBT		299		230	
Tax		49		52	
Profit After Tax		250		178	
<i>PAT Margins (%)</i>		<i>13.73%</i>		<i>12.02%</i>	
Other Comprehensive Income		30		(38)	
Total Comprehensive Income		280		140	
EPS Basic(INR)		2.49		1.77	

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY20	FY21	FY22	FY23	Q1-FY24
Operating Income	3,588	3,858	4,804	6,656	
Expenses	2,978	3,214	4,014	5,574	
Operating EBITDA	610	644	790	1,082	
<i>Operating EBITDA Margins (%)</i>	<i>17.00%</i>	<i>16.69%</i>	<i>16.44%</i>	<i>16.25%</i>	
Depreciation	73	67	69	100	
Finance Cost	51	34	28	22	
Other Income	39	41	111	94	
PBT	525	584	804	1,054	
Tax	138	130	171	234	
Profit After Tax	387	454	633	820	
<i>PAT Margins (%)</i>	<i>10.78%</i>	<i>11.76%</i>	<i>13.18%</i>	<i>12.32%</i>	
Other Comprehensive Income	55	95	3	85	
Total Comprehensive Income	442	549	636	905	
EPS Basic (INR)	3.86	4.56	6.34	8.18	

Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY21	FY22	FY23
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	100	100
(B) Other Equity	2,493	3,085	3,945
Total Equity	2,593	3,185	4,045
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	200	39	-
(ii) Other Financial liabilities	-	49	41
(iii) Lease liabilities	51	119	81
(B) Provisions	54	62	102
Total Non – Current Liabilities	305	269	224
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	2	-
(ii) Trade Payables	270	295	257
(iii) Lease Liabilities	34	47	54
(iv) Other Financial Liabilities	91	70	153
(B) Other Current Liabilities	305	679	858
(C) Provisions	54	68	90
Total Current Liabilities	754	1,161	1,412
GRAND TOTAL - EQUITIES & LIABILITES	3,652	4,615	5,681

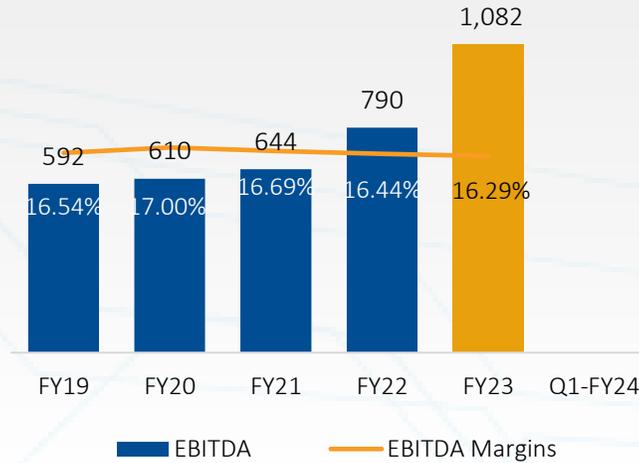
PARTICULARS (INR MN)	FY21	FY22	FY23
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	24	121	147
(B) Right-of-Use Assets	83	167	128
(C) Goodwill on Consolidation	1,483	1,665	1,903
(C) Other Intangible Assets	4	3	5
(D) Financial Assets			
(i) Investments	-	70	-
(ii) Other Financial Assets	103	24	170
(E) Deferred Tax Assets (Net)	45	47	73
Total Non – Current Assets	1,742	2,097	2,426
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	105	105	90
(ii) Trade Receivables	644	1,062	1,164
(iii) Cash & Cash Equivalents	900	739	879
(iv) Bank balances other than above	-	210	557
(v) Loans	17	-	2
(vi) Other Financial Assets	79	200	249
(B) Current Tax Assets (Net)	16	15	33
(C) Other Current Assets	149	187	281
Total Current Assets	1,910	2,518	3,255
GRAND TOTAL – ASSETS	3,652	4,615	5,681

Consolidated Financial Performance

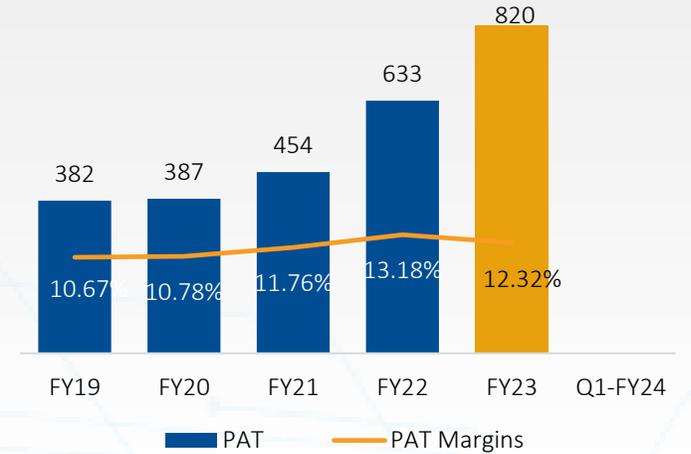
REVENUES (INR MN)



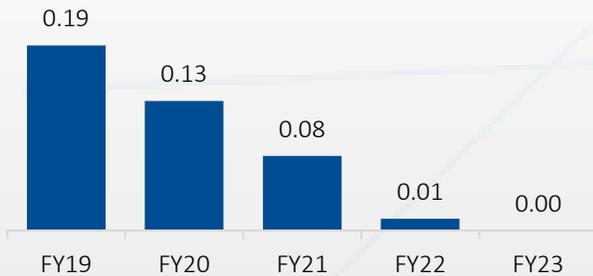
OPERATING EBITDA (INR MN)



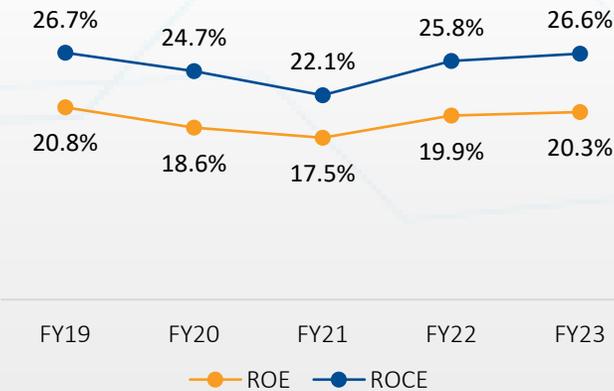
PAT (INR MN)



DEBT/ EQUITY (x)



ROE (%) AND ROCE (%)

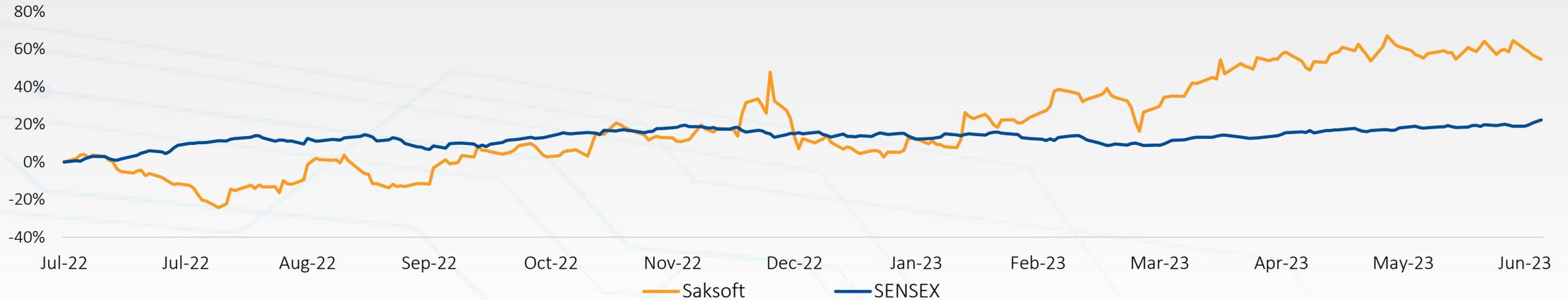


DSO DAYS



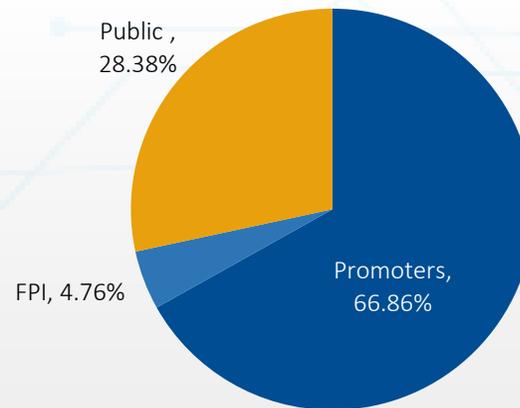
ROE = Net Profit/Net worth, ROCE = EBIT/Capital Employed

1 year share price movement (Up to 30th June 2023)

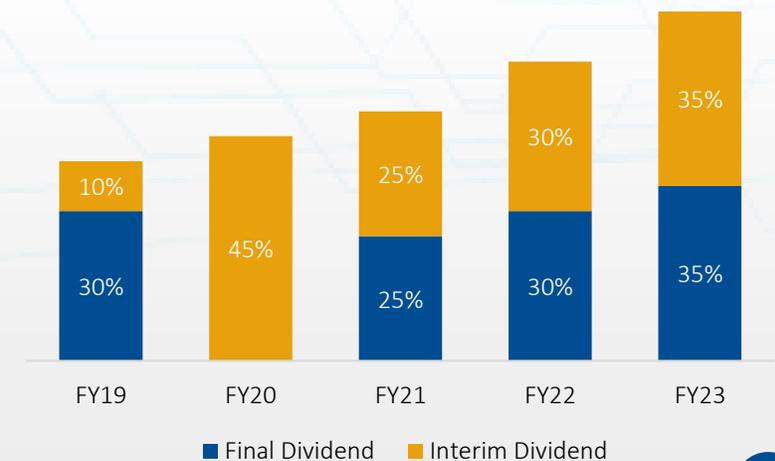


Price Data (as on 30 th June, 2023)	
Face value (INR)	1.00
Market Price (INR)	308.20
52 Week H/L (INR)	342.30/92.55
Market Cap (INR Mn)	32,573.65
Equity Shares Outstanding (Mn)	105.69
1 Year Avg. Trading Volume ('000)	578.13

Shareholding Pattern (As on 30th June 2023)



Dividend as a % of Face Value



Disclaimer

Saksoft Limited

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 Limited ("Company"), 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 presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation 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.



For further details please contact our Investor Relations Representatives:

VALOREM ADVISORS

Mr. Anuj Sonpal

Tel: +91-22-49039500

Email: saksoft@valoremadvisors.com



SAKSOFT LIMITED

Ms. Swetaleen Tripathy

Tel: +91 9840024120

Email: swetaleen.t@saksoft.com

THANK YOU