



OUR MOTTO:-

Saksoft is your trusted partner for Information Management;
we deliver success.

OUR VISION:-

The Preferred Information Management partner to successful companies around the globe.

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FORWARD - LOOKING STATEMENT

The Management Discussion and Analysis Report section of Annual Report contains certain forward looking statements in that may lead to risks and uncertainties. The usage of words like “anticipate”, “believe”, “estimate”, “intend”, “will” and “expect” and other similar expressions as they relate to the Company or its business are intended to identify such forward-looking statements. The Company undertakes no obligation to publicly update or revise any forward-looking statements. Actual results, performances or achievements could differ materially from those expressed or implied in such forward looking statements. Readers are cautioned not to place undue reliance on these forward-looking statements.

CORPORATE INFORMATION

BOARD OF DIRECTORS

Autar Krishna
Chairman (Non-Executive)
Aditya Krishna
Managing Director
R. Rajagopalan
Independent Non-Executive Director
Amitava Mukherjee
Independent Non-Executive Director
Ajit Thomas
Independent Non-Executive Director

EXECUTIVE COMMITTEE

Aditya Krishna
Managing Director
Niraj Kumar Ganeriwal
Chief Financial Officer
Sampath Rengachari
Executive Vice President
Naushad Ahmed
Executive Vice President
Sasikumar
Vice President
Ekambaram Ramachandran
Vice-President
Dhiraj Mangla
Vice President of Web Technology
Annu Thomas
Global Head of HR
Nick Sullivan
Sales Director
Jonathan Eeley
Director - Consulting Services

COMPANY SECRETARY & COMPLIANCE OFFICER

S. Narayan

WEBSITE

www.saksoft.com
www.acuma.co.uk
www.synetairos.com

EMAIL

info@saksoft.com

DEVELOPMENT CENTERS

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Noida

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(Near Moserbaer),
Noida - 201305.
Phone : + 91 120 2462 175
Fax : + 91 120 2462 179

Manchester

Waterside Court,
1 Crewe Road, Manchester,
M23 9BE.
Phone: +44 870 789 4321
Fax : +44 -870 789 4002

AUDITORS

M/s Suri & Co.,
Chartered Accountants
No. 4 (Old No.55A),
Chevalier Sivaji Ganesan Salai
(South Boag Road), T.Nagar,
Chennai- 600 017.

BANKERS

Citibank N.A, Chennai
Deutsche Bank., Chennai
IndusInd Bank., Chennai
State Bank of India, Chennai

REGISTERED AND CORPORATE OFFICE

SP Infocity,
Module 1, 2nd Floor,
#40, Dr. MGR Salai, Kandanchavadi,
Perungudi, Chennai- 600 096.
Ph: 91-44-24543500
Fax: 91-44-24543501

SUBSIDIARIES

Saksoft Inc., USA
Saksoft Pte Limited., Singapore
Saksoft Investments Pvt Limited, UK
Saksoft GmbH., Germany
Saksoft HK Ltd., Hong Kong
Acuma Solutions Limited, UK
Synetairos Technologies Ltd, India

REGISTRAR AND SHARE TRANSFER AGENT

Cameo Corporate Services Limited
Subramanian Building,
No. 1, Club House Road, Chennai- 600 002.
Ph: 91-44-28460390
Fax: 91-44-28460129

CORPORATE INFORMATION

Saksoft is the Preferred Information Management partner for successful companies around the globe

Founded: 24 November 1999

Organizational Structure:

- Saksoft is headquartered in Chennai, India.
- Three global development centers at Manchester (UK), Chennai (India) and Noida (India)
- International sales offices in London, Manchester, Frankfurt, New York, Chicago, Singapore, India and Hong Kong
- Listed on the National Stock Exchange of India and the Bombay Stock Exchange.

Philosophy:

We deliver success to your enterprise by helping to consolidate, organize and manage the huge volume of data collected by your business. Working with data sources that are often disparate and complex, we provide accurate, high quality, relevant information readily available to the people who need it. By being better informed, they are empowered to make key decisions and implement strategies for making the enterprise successful.

Our Offerings:



Industry experience includes:

Financial Services – Banking & Insurance, Telecom, Public Sector, Central Government, Retail – FMCG/CPG, Life Sciences, Hospitality, Travel and Leisure, Utilities.

Technology partners include:

IBM, SAP, Microsoft and Oracle

CORPORATE INFORMATION

Saksoft is an Information Management Specialist. Acuma, Saksoft's fully owned subsidiary is rated among the top 3 Information Management companies in the UK. Our solutions are a combination of domain knowledge and technical expertise. We build solutions that follow the best industry practices and deliver IT solutions that enhance your business value. Our services and products are modeled to aid corporates in identifying their pain points and providing solutions which will use available information to improve processes, maximize profitability and manage risk better.

Fast Facts

Multiple offshore centers: 250+ in Chennai (India) and 750+ in Noida (India) and 50+ in Manchester(UK). We have a global presence with sales offices in New York, Chicago, Singapore, London, Manchester, Germany and Chennai, Mumbai and Noida. Established in 2000 the Company has been profitable in every year of its operation.



Saksoft provides you with a duplication system designed to suit the requirements of the BSFI industry. Saksoft Dedupe System presents consolidated, non – redundant and accurate customer data, which provides you with extra capability and reduces your time to market. It helps you improve the accuracy of your customer data through a combination of matching techniques, algorithms and phonetics.



Acusend is an information scheduling and distribution engine product, which ensures that information is distributed whilst maintaining the highest level of security. It is also capable of generating personalized content dynamically from a variety of inputs and delivers the same in a variety of output format (Word, Excel, PDF, XML, CSV)



Prima is a comprehensive Loyalty and Rewards Management System, which allows you to set up and manage multiple accruals, redemption programs and handle multiple marketing partners effectively. Prima has the flexibility to define cross partner programs and can be perfectly aligned with your marketing strategies.



Verisens is a ready-to-go comprehensive Business Intelligence solution (pre built reports and dashboards) for retail banking organizations that encompasses retail banking asset products ranging from credit cards to consumer finance. It is based on a proven solution framework (with Key Performance Indicators (KPI) that has been successfully implemented in some of the leading global retail banks across the world. It allows users to connect strategic and operational goals that evaluate, monitors and improve transparencies in the business. Verisens is a never ending BI project, but that which could be customized in a short period of time to reap immediate benefits.

LETTER TO THE SHAREHOLDERS

Dear Shareholders,

I am excited and proud of the fact that your company has reported strong, industry comparable revenue growth for the year 2011-2012. The credit for this must go to all our employees across all our geographies who focused on meeting client requirements all the time; deepened their relationships across the client and partner organizations and enhanced our service offerings to offer more to our clients. Investments in new service offerings such as Mobile Development, Deployment Testing for e-commerce portals and Credit Information Management increased our reach to target client markets in a dynamic environment.

Our customers want us to deliver end to end solutions to realize the benefits of effective IT Management in the wake of shifts in technology and investment climate. Your company is aligning its delivery model and partner capabilities to address this strategic requirement of the customers. In the new paradigm shift, Collaboration is becoming the new model, where organizations with different capabilities join together to deliver an end-to-end solution to the customer.

Top clients continue to repose their faith in your company by maintaining and growing their IT investments through us. We added 16 new clients in our targeted domains using Information Management as an Arrowhead.

Your company attained the Leading partner status with SAP for SME market in the UK and also achieved the Second leading partner for SAP in Europe. We intend to leverage our SAP relationship to a global level, thereby increasing our footprint in the Information Management market.

Our customers in the emerging Small and Medium Enterprise segment are looking at cost-effective ways to manage their IT investments, online initiatives to catalyst innovation and efficient organization of their business processes. It is critical that your company builds a model that allows for core competencies to flourish while we use collaboration as a way of work to deliver outstanding solutions to our customers. We are working to be the trusted advisors to our clients and be their extended team than an outsourcing vendor.

It has been an exciting year for all of us and we would like to thank our employees, our suppliers, our partners and our society for getting us to where we are, and having the confidence to make us grow; We wish to express a special gratitude to you, our shareholders who have continued to keep the faith and belief in the company's growth potential and ambitions; For 2012-2013, we will endeavor to meet our goals and position the company as the Preferred Information and Application Management provider to successful companies around the globe.

Thank you.

Autar Krishna
CHAIRMAN

BOARD OF DIRECTORS

Autar Krishna

Chairman

Autar Krishna is the founder promoter of Saksoft Ltd, and promoted The Sak Industries Ltd (TSIL) in 1962. Mr. Autar Krishna and TSIL promoted Widia (India) Limited, a joint venture with Meturit A.G.Switzerland, a subsidiary of Friedrich Krupp GmbH, for which Mr. Krishna was the Chairman 1986 to 2002. He is currently the Chairman of Banarsidas Chandiwala Sewa Smarak Trust Society and the Chairman of the Audit Committee of India Glycols Limited. He also serves as Director of Sak Abrasives Limited. Mr. Autar Krishna holds 200,120 Equity Shares of Saksoft Limited.



Aditya Krishna

Managing Director

Aditya Krishna, the Founder and the Managing Director of the Saksoft Group, spearheads Saksoft's growth across domains and geographies. He brings with him over 26 years of experience in the banking and financial services industry. After a long career with Chase Manhattan Bank in New York and later with Citibank, New York, he relocated to India in 1990, as part of a four-member team to establish Citibank's Credit Card business in the country. Instrumental in developing the in-house software to run credit card.



R. Rajagopalan

Independent Non-Executive Director

R. Rajagopalan was appointed on 14th October 2004 as an Independent Director liable to retire by rotation and subsequently was elected as Chairman to the Board on 28th July 2008. He has been with Widia (India) Ltd as the Managing Director - Commercial & Secretary. He was the National President of the Institute of Company Secretaries of India (ICSI) in 1979-80 and the President of the Institute of the Employer's Federation of Southern India (EFSI) in 1992-93. He is presently on the Board of MRO-TEK Ltd, GTN Textiles Ltd and Patspin India Ltd. He is also the Chairman of the Audit Committee, Shareholders/Investors Grievances Committee and Remuneration Committee of the Company.



BOARD OF DIRECTORS

Amitava Mukherjee

Independent Non-Executive Director

Amitava Mukherjee has been a director of our company since 2003. He is an independent Director of our company and also a member of audit committee and remuneration committee. He pursued his Masters in Management studies from Asian Institute of management, Manila, also a masters in Business Economics from Delhi School of Economics, New Delhi. He has rich and varied experience in investment banking having been involved with several transactions on behalf of large Indian Corporate houses and Multinationals. He has served as Managing Director and Board Member both at Lazard India and Ambit Corporate Finance.



Ajit Thomas

Independent Non-Executive Director

Ajit Thomas is a renowned Industrialist, the promoter and Chairman of AVT Natural Products Ltd. He is associated with AVT Group of Companies for about three decades and has extensive experience and expertise in business and management. He holds a Bachelor's degree in Statistics. He is also on the board of Neelamalai Agro Industries Ltd, The Nellaimpathy Tea & Produce, The Midland Rubber & Produce Co Ltd, AVT Natural Products Ltd, Midland Latex Products Ltd, A.V.Thomas & Company Limited, A.V. Thomas Exports Ltd, A.V.Thomas Investments Co Ltd and L.J.International Ltd.



GEOGRAPHIC PRESENCE

