

Inch wide. Mile deep!



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## Caution regarding forward-looking statements

This document contains statements about expected future events and financial and operating results of Saksoft Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the Saksoft Limited Annual Report 2018-19.

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# Corporate Information

## BOARD OF DIRECTORS

Chairman & Managing Director  
**Aditya Krishna**

Independent Non Executive Directors  
**Amitava Mukherjee**  
**Ajit Thomas**  
**VVR Babu**

Non-Executive Director  
**Kanika Krishna**

## EXECUTIVE COMMITTEE

Chairman & Managing Director  
**Aditya Krishna**

Chief Financial Officer  
**Niraj Kumar Ganeriwala**

Executive Vice President  
**Dhiraj Kumar Mangla**

Senior Vice President & Global Head -  
Information Management Services  
**Gopakumar N Kavunkal**

Vice President - APAC Sales  
**Bhaskar Narayanan**

Chief Commercial Officer - Acuma  
Solutions (A Saksoft company)  
**Jonathan Eeley**

CEO, Dream Orbit (A Saksoft Company)  
**Sanchit Jain**

CTO, Dream Orbit (A Saksoft Company)  
**Abhishek Porwal**

Vice President - Testing Services  
**Vivek Srivastava**

Vice President, Sales-US Region  
**Swaraj Kumar Dash**

Account Director  
**Avantika Krishna**

## COMPANY SECRETARY & COMPLIANCE OFFICER

**S.Muthukrishnan**

## WEBSITES

[www.saksoft.com](http://www.saksoft.com)  
[www.acuma.co.uk](http://www.acuma.co.uk)  
[www.edprof.com](http://www.edprof.com)  
[www.360logica.com](http://www.360logica.com)  
[www.dreamorbit.com](http://www.dreamorbit.com)  
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## AUDITORS

**M/s RGN Price &Co.,**  
*Chartered Accountants*  
861, Anna Salai, Triplicane,  
Chennai-600002

## BANKERS

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

## REGISTERED AND CORPORATE OFFICE

**Global Infocity,**  
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## SUBSIDIARIES

Saksoft Inc., USA  
Saksoft Pte Limited, Singapore  
Saksoft Solutions Limited, UK  
Electronic Data Professionals, Inc., US  
Acuma Solutions Limited, UK  
Threesixty Logica Testing Services  
Private Limited, India  
Threesixty Logica Testing Services, Inc US.  
Dreamorbit Softech Private Limited, India  
Dreamorbit Inc, US  
Faichi Solutions Inc, US

## REGISTRAR AND SHARE TRANSFER AGENT

**Cameo Corporate Services Limited**  
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## DEVELOPMENT CENTERS

### INDIA

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## Inch wide. Mile deep!

At Saksoft Limited, we do not claim to be everything for everybody.

We have consciously selected to focus on specific industry verticals instead.

**Verticals** that are growing rapidly.

**Verticals** backed by evolving consumer patterns and lifestyles.

**Verticals** sitting at the bottom-end of a long J curve.

In doing so, we have selected to specialise than generalise.

And that has made all the difference.



## Our 'Inch wide. Mile deep' positioning has transformed our personality



### Digitisation

Saksoft is focused on providing solutions that help customers transform from legacy to digital driven businesses



### Growing segments

Saksoft is present in rapidly growing and evolving verticals



### Superior brand

Saksoft has strengthened its brand as a focused digital service provider across global clients



### Respect for specialisation

Saksoft is respected for delivering specialised solutions (over generic)



### Business-strengthening acquisitions

Saksoft acquired companies with complementary expertise, helping scale capabilities faster, widening the competence portfolio and strengthening the corporate brand



### Solution provider

Saksoft is a business solution provider, strengthening the customer's competitiveness

How this long-term 'Inch wide. Mile deep' positioning has translated into profitable growth.



### Domain expert

Saksoft is more than a technology service company; it is respected as a domain expert



### Partner, not vendor

Saksoft is respected as a partner by a number of its customers, making it an extension of their personality



### Stronger revenue visibility

Saksoft enjoys revenue visibility through a larger number of lengthening customer engagements



### Enhanced clarity

Saksoft provides stakeholders with clarity on the spaces of its presence and prospects



### Superior economies

Saksoft enjoys economies of people recruitment / retention and knowledge



### Resume-enhancing

Saksoft is seen as a resume-enriching company to work with on account of its specialisation

- Revenues for FY18-19 grew by 25.2% YoY to Rs.358.05 crore
- EBIDTA for FY18-19 stood at Rs.59.16 crore compared to Rs.39.60 crore for FY17-18, a growth of 49.4%
- EBIDTA margins stood at 16.5% compared to 13.9%, an increase of 267 bps
- Net profit after tax for FY18-19 stood at Rs.38.21 crore, a growth of 56.5% compared to FY17-18
- PAT margins stood at 10.7%, an increase of 213 bps compared to FY17-18

# Saksoft Limited.

RESPECTED BUSINESS TRANSFORMATION AND INFORMATION MANAGEMENT PARTNER.

POSITIONED TO TRANSFORM CUSTOMERS IN THEIR DIGITISATION JOURNEY.

POSSESSING NICHE IOT CAPABILITIES.

GRADUATING CUSTOMERS -AND ITSELF- FROM ONE LEVEL TO ANOTHER.

## Saksoft's presence

As a niche and specialist technology play, Saksoft converges integrated solutions. These solutions span network, data center, cloud, security, business analytics, information management, testing and IoT capabilities. The result: faster business transformation capabilities with reduced risk.

## Our values

At Saksoft, we believe in a culture of Innovation, Customer Focus, Openness, Respect and Enterprising (iCORE). It forms the foundation of the organization and is reflected in everything that we do.

## Our customers

Saksoft's marquee global customers comprise governments and private sector corporations. These comprise a number of large and growing verticals like Fintech, Transportation and Logistics, Retail & E-commerce, Healthcare, Telecom and Public Sector.

## Our overarching relevance

At Saksoft, we are helping transform businesses, governments and urban clusters across strategic global markets.

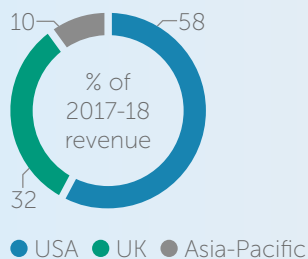
## Our people strength

Saksoft possesses rich domain capital comprising 1100+ professionals in India, the US, the UK and Singapore.

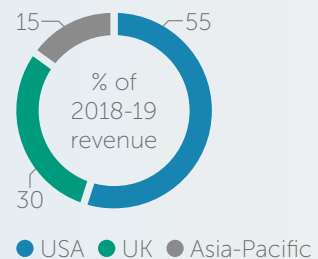
## Our footprint

Saksoft's headquarters is located in Chennai with 14 offices across the USA, Europe and Asia. Revenues from USA accounted for 55%, Europe 30% and APAC & others 15% in 2018-19.

### Our geographic footprint



### Our geographic sales



## Summary report

## Letter to shareholders



Dear shareholders,

I AM HAPPY TO REPORT THAT SAKSOFT LIMITED DELIVERED A RECORD PERFORMANCE IN 2018-19, ITS TWENTIETH YEAR.

THE COMPANY REPORTED PROFITABLE GROWTH, WITH REVENUES GROWING 25.2% AND THE COMPANY'S PROFIT AFTER TAX STRENGTHENING 56.5%.

The highlight of the performance was that profitability strengthened from 8.5% in 2017-18 to 10.7% in 2018-19, making it possible to reconcile growth in volume with increased value.

The fact that the Company strengthened revenues every single quarter during the last financial year and strengthened EBIDTA margins from 14% in the first quarter to 18.2% in the last quarter indicates a development that was more than just a normal improvement – it reflected a qualitative change in the organisation's mindset and performance.

### How our acquisitions played out

The investments made by the Company in the last five years were made in complementary business acquisitions. I am pleased to communicate a high degree of integration of these acquisitions into our business, which translated into our improved performance.

Saksoft acquired 360Logica in 2015. The testing services business under 360Logica performed commendably and independent testing as a service is now a strong offering to Saksoft's portfolio.

Saksoft acquired DreamOrbit Softech, a Bengaluru-based IoT specializing company focussed on addressing the logistics domain, in December, 2016. The DreamOrbit acquisition greatly strengthened Saksoft's service offerings in the transportation and logistics sector.

### Convergence of a number of positives

It would be simplistic to ascribe Saksoft's record performance to a

FINANCIAL HIGHLIGHTS, 2018-19

25.2%

Revenues increased to: Rs.358.05 crore

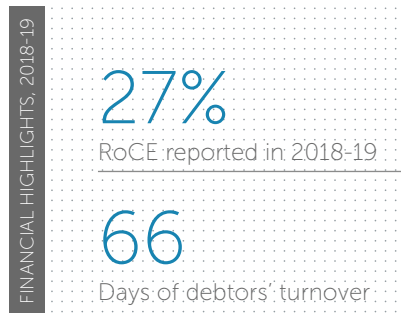
267bps

EBIDTA margin increased to: 16.5%

At Saksoft, we are optimistic of sustaining our business momentum on account of a prudent selection of verticals in which we have selected to be present

handful of tactical improvements during the year under review.

The record performance was the result of medium-term strategic re-sets that helped shift the organisational needle, which



translated into improvements that became more visible in our financials starting 2018-19.

At Saksoft, we responded to a growing need to conduct our business differently in the last two years.

There was a time when we engaged in the simple delivery of a range of technology and business capabilities. We have strengthened our focus since around a focused inch-wide, mile-deep positioning that has strengthened our respect for specialisation.

There was a time when we considered widening our presence across a range of verticals and industry spaces on the grounds of being able to do anything for anybody. We have since selected to focus on six verticals that account to about 80% of our revenues, creating in the process a formidable body of completed assignments that can be used as an effective reference of our capabilities.

There was a time when Saksoft engaged with customers around Time & Material and Fixed Price contracts. We have since graduated to an ongoing dedicated engagement team model that has

resulted in longer project tenures covering the entire engagement lifecycle.

There was a time when we invested patiently in building a critical mass of completed projects. We have since developed the use of accelerators and reusable components, helping shrink project turnaround tenures and strengthening our cost management.

There was a time when we deployed large team sizes in the customer's premises. We have since graduated to the deployment of smaller teams comprising focused professionals, resulting in enhanced responsiveness and lower costs.

There was a time when our sales function was target-driven across every relevant professional. We have since evolved to the account management approach where our

principal objective is to carve out a larger share of the customer's wallet.

There was a time when all our prospecting for new customers was conducted by dedicated sales professionals. Since then we have evolved to a point where the initial engagement is driven by the sales professional and follow-on engagement, with the objective to generate a larger wallet share, is driven by our domain experts working directly on the customer's project.

There was a time when our marketing approach largely comprised an exploratory approach on the opportunities that existed within a client environment. Since then we have recalibrated our pitch by focusing on how our solution can address the customer's pain point.

## Our 2018-19 dashboard

- The Company entered the Healthcare vertical and commenced offering in infrastructure services
- The Company strengthened its Predictive Analytics capabilities
- The Company strengthened its marketing, deepening its presence in sectors
- The Company's headcount increased from 1025 employees in FY17-18 to 1168 employees in FY18-19
- The offshore contribution to revenue increased from 47% in FY17-18 to 50% in FY18-19