

Inch wide.
mile deep..



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 2022-23.

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Corporate Information

BOARD OF DIRECTORS

Chairman & Managing Director
Aditya Krishna

Independent Non-Executive Directors
Ajit Thomas

VVR. Babu

Ganesh Chella

Malini Thadani

Non-Executive Director

Kanika Krishna

EXECUTIVE COMMITTEE

Chairman & Managing Director
Aditya Krishna

Chief Operating Officer and
Chief Financial Officer
Niraj Kumar Ganeriwala

Chief Sales Officer
Avantika Krishna

Chief Customer Officer
Dhiraj Kumar Mangla

Chief Delivery Officer
Saswat Swain

Senior Vice President - India and APAC
Sales
Bhaskar Narayanan

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

Vice President,
Global Head - Testing Services
Soumya Sashi

Senior Vice President Sales - US Region

Swaraj Kumar Dash

Executive Vice President, Practice Head -
Transportation and Logistics
Amit Verma

Vice President, Practice Head- Fintech
Solutions

Rohan Pandya

Assistant Vice President- Data Analytics
Rahul Aggarwal

COMPANY SECRETARY & Group COMPLIANCE OFFICER

Meera Venkataramanan

WEBSITES

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www.acuma.co.uk
www.edprof.com
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HSBC Bank

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Faichi Solutions Inc, US
Acuma Solutions Limited, UK
Threesixty Logica Testing Services Private
Limited, India
Dreamorbit Softech Private Limited, India
Dreamorbit Inc, US
Saksoft Ireland Limited, Ireland
MC Consulting Pte Limited, Singapore
Terafast Networks Private Limited, India
MC Consulting Malaysia SDN Bhd

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key messages of this annual report

1

The company outperformed the sector in terms of percentage revenue growth

2

The company is optimistic that this revenue growth phase will sustain

3

The company's distinctive positioning as a digitalisation transformation specialist is beginning to translate into tangible outcomes

4


The company is optimistic of achieving its USD 500 Million revenue target by 2030

5

The company is likely to commission software development centres outside India, graduating its scale and respect

inch wide. mile deep.





Our 'Inch wide. Mile deep!' approach generated accelerated returns in 2022-23

Saksoft outperformed across all available growth benchmarks in 2022-23.

The company reported a growth that was higher than India's software sector, the Indian economy and the global economy.

Saksoft's revenues grew by 38.5%, EBITDA by 36.9% and Profit after Tax by 29.6%, indicating that the company reported attractive growth.

This outperformance was the result of Saksoft's consistent focus on digital transformation.

The company is increasingly recognised as a specialist with an established competence in addressing challenges encountered by companies of a specific size across the verticals of its focus.

This distinctive positioning has translated into superior outcomes for the company's customers, as measured by an increase in their revenues, margins, surplus and respect, graduating Saksoft from a vendor into a long-term partner.

Saksoft is a digitalisation partner with a future-forward perspective. It works with mid-sized global companies.

The Company provides business transformation solutions in sectors such as fintech, retail and e-commerce, transportation and logistics, telecom, healthcare and the public sector.

The effectiveness of Saksoft's solutions is demonstrated by the increased competitiveness of their customers and their ability to progress in their businesses.

By helping customers become future-ready, Saksoft creates value for all stakeholders.

Values

The company professes a culture of Innovation, Customer Focus, Openness, Respect and Enterprising (iCORE).

Background

Saksoft is a leading provider of digital transformation solutions that help businesses keep pace with the rapidly changing digital landscape. Founded by the late Autar Krishna, the company has grown into a well-respected player in the global market, under the guidance of Aditya Krishna.

Presence

Saksoft has its headquarters in Chennai, India, and operates through 16 offices around the world, including India, Europe, Asia and the USA. The USA is the largest market for the company, accounting for 47% of its revenue, while Europe and the Asia-Pacific region contribute 25% and 28%, respectively.

Clientele

Saksoft's services cater to the evolving needs of various industries including fintech, e-commerce, transportation and logistics, healthcare, telecom, and the public sector.

Diversified services

Saksoft offers a wide range of digital transformation solutions that streamline, upgrade, and maintain IT systems, as well as domain-specific technology solutions and consultation services. The company provides services including analytics, strategic consulting, IoT and mobility, technology training, application development, robotic process automation, and digital testing. These services are backed by infrastructure and cloud services.

Employee base

The Company employed 1,967 full-time professionals as on March 31, 2023. The average age of the Company's workforce ranged between 28 and 38 years as on March 31, 2023.

Credibility

The credit rating for the long-term bank facilities taken by the Company was revised at A/Stable from A-/Positive by CARE.

Listing

Saksoft is listed on the National Stock Exchange with a trading permission on the Bombay Stock Exchange. The Company's market capitalisation was Rs.1,531 Crore (March 31, 2023).

*The movement in market capitalisation is due to share split w.e.f from 23rd Sep 2023.

Compliance

Saksoft holds ISO 9001:2015 certification for its quality management system, ISO 27001:2013 certification for its information security management system, demonstrating its commitment to process excellence, and ISO 45001:2018 certification for provision of software development, testing and support services.

Capabilities and offerings

- Powered by digital intelligence framework
- Agile / waterfall / hybrid delivery models
- Value innovation programs
- Centre of Excellence
- Cost and operations efficiency
- Value chain optimisation

- Faster time to market
- Training and support

Legacy modernisation

- Architecture/technology upgrade
- Mobility solutions application/platform
- Integration
- On-premise to cloud
- User experience

Intelligent automation

- Robotics process automation
- Internet of things
- Data analytics
- Machine learning / Artificial intelligence
- Test automation

Managed analytics

- Reporting factory
- Scripting factory
- Data science factory
- System management

Managed infrastructure

- IT infrastructure support; 24x7 monitoring
- End point management
- Application and DB operations
- Software asset management

The highlights of Saksoft's 2022-23 performance

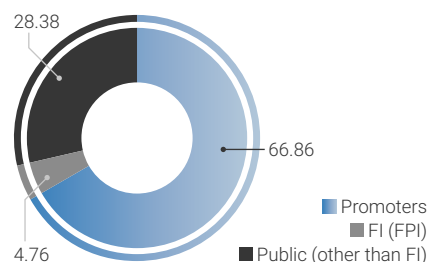
Business highlights, 2022-23

We were recognised as A Great Place to Work

We increased revenues from our offshore business to 55% during 2022-23

We strengthened our marketing by deepening our presence in select industry verticals

Our shareholding pattern as on March 31, 2023



Financial highlights, 2022-23

Revenues increased 38.6% to Rs.665 Crore

EBITDA increased by 37% to Rs.108.2 Crore

RoCE was at an attractive 26.6%

Debtors' turnover was at 61 days of turnover equivalent

Net profit grew 29.5% to Rs.82 Crore

EPS increased from Rs.6.33* to Rs.8.18

Big numbers at Saksoft

1,967

Number of employees as on March 31, 2023

16

Number of strategic locations of the Company's presence

24

Number of years of track record

*Restated to reflect the stock split

Value dashboard

1,531

Rs. Crore, our market valuation as on March 31, 2023

Dividend

0.70

Rs. per share, dividend proposed for 2022-23 (including interim dividend of Rs.0.35)