

The
Next
orbit!



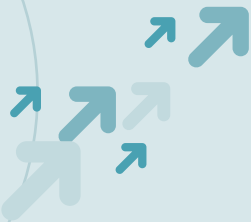
Caution regarding forward-looking statements

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 2016-17.

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Corporate Information

BOARD OF DIRECTORS

Chairman & Managing Director
Aditya Krishna

Independent Non Executive Directors

Amitava Mukherjee
Ajit Thomas
V. V. R. Babu
R. Rajagopalan (Resigned w.e.f. 13.08.2016)

Non- Executive Director
Kanika Krishna

EXECUTIVE COMMITTEE

Chairman & Managing Director
Aditya Krishna

Chief Financial Officer
Niraj Kumar Ganeriwala

Executive Vice President & Global Delivery Head
Dhiraj Kumar Mangla

Executive VP, Sales & Marketing and CEO, Acuma Solutions,
Amit Chatterjee

Vice President – APAC Sales
Bhaskar Narayanan

Director – Consulting and Public Sector - Head
Jonathan Eeley

COMPANY SECRETARY & COMPLIANCE OFFICER

S.Muthukrishnan

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www.edprof.com
www.360logica.com
www.dreamorbit.com

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M/s Suri & Co.,
Chartered Accountants
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BANKERS

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

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

REGISTRAR AND SHARE TRANSFER AGENT

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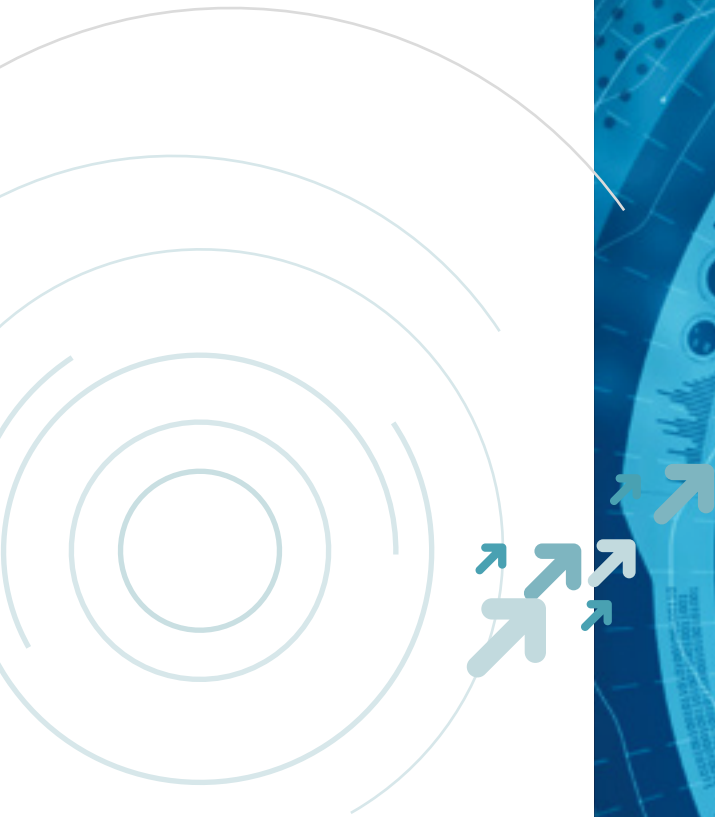
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02

03

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At Saksoft, our objective is to remain consistently customer-relevant in a dynamic industry environment.

Over the years, we have enhanced this relevance by plugging strategic gaps in our offerings and services while pursuing best-fit acquisitions.

In 2016-17, we reinforced this strategic commitment; we continued to grow organic initiatives while acquiring DreamOrbit Softech, a niche IoT play, addressing the logistics and transportation domains.

The combination of Saksoft's core competence, coupled with select acquisitions – Acuma, 360Logica, EDP and DreamOrbit – promise to graduate the Company.

Into the next growth orbit.



Saksoft Limited.

India's specialist listed business transformation and information management enterprise possessing niche IoT capabilities.

Positioned to graduate the Company into the next growth orbit.

Group dashboard

Why Saksoft?

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

What is our overarching relevance?

At Saksoft, we are helping businesses and public sector enterprises across global strategic markets.

What is our people strength?

Saksoft possesses robust intellectual capital comprising around 1,000+ workforce in India, US, UK and Singapore.

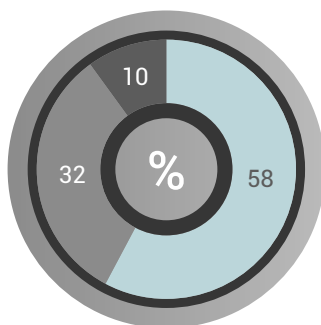
Who are our customers?

Saksoft's customers are located across the world; these include public sector enterprises and private sector corporations. Our customers operate across a number of large and growing domains like public sector, logistics, BFSI, healthcare, telecom automotive, manufacturing, retail, e-commerce and education.

The 2016-17 dashboard

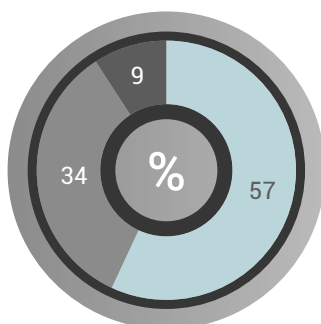
What is our geographic footprint?

Geography and
Percentage of 2015-16 revenues



■ USA ■ UK ■ Asia-Pacific

Geography and
Percentage of 2016-17 revenues



■ USA ■ UK ■ Asia-Pacific

Business highlights, 2016-17

- Acquired Bengaluru-headquartered DreamOrbit Softech Private Limited in December 2016, a strategic fit with the Saksoft Group
- Bagged a prestigious business transformation mandate from Port Authority in Singapore, among our largest such projects in the region
- Enhanced stake in 360Logica, a testing services firm, to 76% from 51% in July 2016; the acquisition of a larger stake will help enlarge Saksoft's testing domain footprint
- Created a specialized bid management team in Chennai and Noida mandated with the objective to engage with a larger customer segment across geographies and enhance the Company's ability to bid for and bag new projects
- Hired qualified and experienced personnel in the areas of pre- and post-sales customer service across geographies

Financial highlights, 2016-17

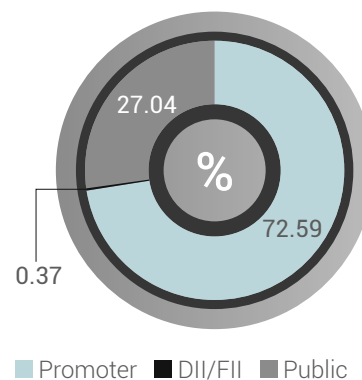
- Revenues increased 6.5% to ₹259.50 crore
- EBITDA stood at ₹35.56 crore
- Net profit stood at ₹17.84 crore
- EPS stood at ₹18.06
- RoE stood at 14%

Value dashboard

What was our 2016-17 closing market cap?

₹260 crore, up 10.5% over the close of 2015-16.

What was the shareholding pattern, as on 31 March 2017?



■ Promoter ■ DII/FII ■ Public

What is our NSE security code and equity share face value?

SAKSOFT EQ. ₹10/- per equity share.

What was the dividend proposed for 2016-17?

30%, translating into ₹3/- per equity share of ₹10 face value.

Summary report: Letter to shareholders



The might of data

Data is the new oil.

Today's world is exploding with data, devices, content and touch-points. The result is that enterprises and institutions require more platforms, systems and processes to connect and interpret data complexity. This in turn is being used to determine the ways in which brands/services remain relevant to first-time or enduring buyers.

This disruption is the new normal. The result is that industries and businesses are experiencing fundamental challenges in responsiveness. Businesses that succeed today will be ones that offer new value sources, deliver a memorable customer experience, adapt with velocity and access global innovation.

The result is that GE believes that the 'Industrial Internet', their term for IoT, will add USD 10-15 trillion to global GDP in 20 years; CISCO believes IoT could generate USD 4.6 trillion over 10 years for the public sector and USD 14.4 trillion for the private sector.

The message is clear: this is the space in which to build long-term presence, competence and capacity.

The Saksoft niche

At Saksoft, we are building a specialized and world-class IT services company anchored around digital transformation.

This is not just a vision or intent statement; this is our survival guide



Dear Shareholders

The world is disrupting like never before.

Everyday experiences are no longer what they used to be.

Buying a vehicle, depositing cash, booking accommodation, reserving movie tickets, calling for grocery, monitoring fitness, trying garments and even telling the time are becoming unrecognizable from what they were even a few years ago.

New products and services, driven by technology, promising greater relevance and higher value, are transforming the way we live and work.

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in a competitive landscape marked by players who are tens of times larger than companies like ours.

Saksoft is positioned as a niche technology specialist providing a comprehensive suite of business transformation, information management, application development and testing services. These services help clients level the playing field; they enable us to compete effectively; they reinforce our business model around specialization over scale.

This then is the result: Saksoft projects are smaller, focused and shorter. While our digital solutions are anchored around helping clients transform their business spaces, some of our larger peers are focused on helping customers run their businesses. This fine difference represents our edge and platform to build customer value and loyalty in a sustainable way.

'String of pearls' strategy

Saksoft has built its business around three pillars:

Build: Organic innovation derived from our engineering teams.

Partner: Unique solutions and go-to-market strategies using technology and services partners.

Acquire: Acquisitions focused around key priority areas like IoT.

Saksoft acquired the UK-based Acuma, a business transformation enterprise in 2006. Since then, the acquired company's quality

of revenues and margins grew consistently with a considerable number of new business wins during the year under report. The impact of 'Brexit' (Britain's exit from the European Union) was minimal on our business; in fact, Brexit provided a strong tailwind as the government increased spending on civic amenities and infrastructure. Acuma, being a strong local IT services brand, reported nearly 25% revenue growth in 2016-17.

Saksoft acquired 360Logica in 2015. The testing services business under 360Logica performed commendably with 11% revenue growth in 2016-17. Since the Company reached targeted milestones in terms of business wins, revenue and profitability, Saksoft invested INR 80 mn in enhancing its 360Logica stake from 51% to 76% in July 2016.

Saksoft acquired DreamOrbit Softech, a Bengaluru-based company, in December 2016. The acquired company specializes in IoT complementing the logistics domain. The acquisition represented a strategic fit, providing deep IoT capabilities through a 270+ team engaged in cutting-edge engagements for leading third-party logistics companies in the US and Australia. The DreamOrbit acquisition represented a decisive step in our digital transformation journey: we added a critical edge to our service offerings, enhancing our up-sell and cross-sell ability, strengthening our customer intimacy and opening a new domain in the logistics sector.

Focusing on our people and culture

At Saksoft, our financial and operational results would not have been possible without the commitment of our employees. As a specialist in digital transformation, information management and testing services business, we provide tools for our people to be more connected and engaged. One of the things about which I am most pleased is that we consistently use technology and expertise to migrate customers to an increasingly digital world.

Our time starts now

At Saksoft, we address an unprecedented opportunity to deliver innovation across application development, information management and testing services, helping customers transform and achieve their business objectives. We are evolving our culture to move quicker, building on the success of the last 17-plus years. I am excited that we achieved much success in our digital journey, even as we have added IoT capabilities through the DreamOrbit acquisition and moved into the fast-growing logistics and transportation verticals.

In fiscal 2018, we will continue to focus on driving profitable and sustainable growth. We will build on the momentum generated over the last fiscal year. We will strengthen our digital offerings and, as a core strategy, provide services/platforms/solutions to various lucrative geographies.

Thank you for your continued support.

With my best wishes,

Aditya Krishna

Chairman and Managing Director



Saksoft invested INR 80 mn in enhancing its 360Logica stake from **51% to 76% in July 2016**. Saksoft invested INR 170 mn for a 60% stake in DreamOrbit Softech, an IoT play in Dec 2016.

Financial highlights, fiscal 2017:

Strong execution driving profitable and sustainable growth

