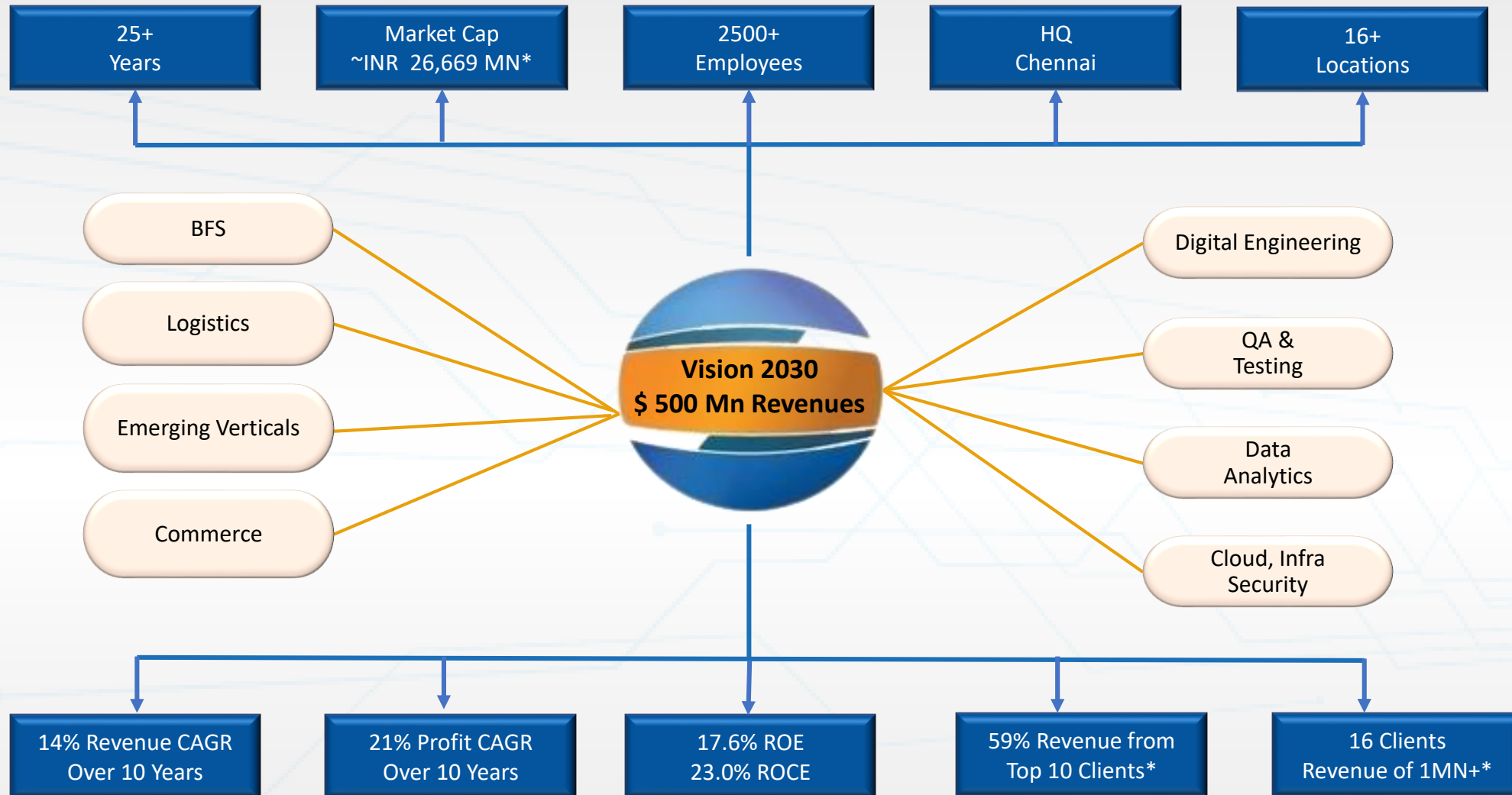




EARNINGS PRESENTATION

Q1-FY26



Saksoft



BFS

31%



Emerging Verticals

47%



Logistics

14%



Commerce

8%

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

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-FY26 PERFORMANCE

Q1-FY26 Financial and Operational Highlights

Q1-FY26 Consolidated Performance

INR 2,490.75 Mn
Operating Income

INR 458.30 Mn
Operating EBITDA

18.40%
Operating EBITDA
Margins

INR 323.48 Mn
Net Profit

12.99%
PAT Margins

INR 2.54/ Share
Basic EPS

Operational Highlights

A. Major reasons contributing to improved EBITDA margins:-

- 1. Acquisition of Salesforce and Service Now partners (Ceptes and Zetechno respectively) are turning around to be positive with a number of conversation in our Million Dollar plus accounts
- 2. Improved operational efficiency in managing costs
- 3. Improved Foreign Currency realisation

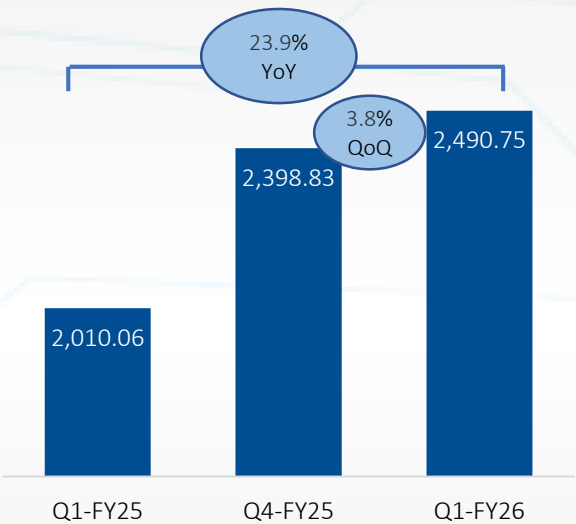
B. Added one new customer in USD 0.5Mn bracket in the logistics vertical and moved one customer from USD 0.5Mn to USD 1Mn Commerce vertical

Commenting on the performance, Mr. Aditya Krishna, Chairman and Managing Director, said:

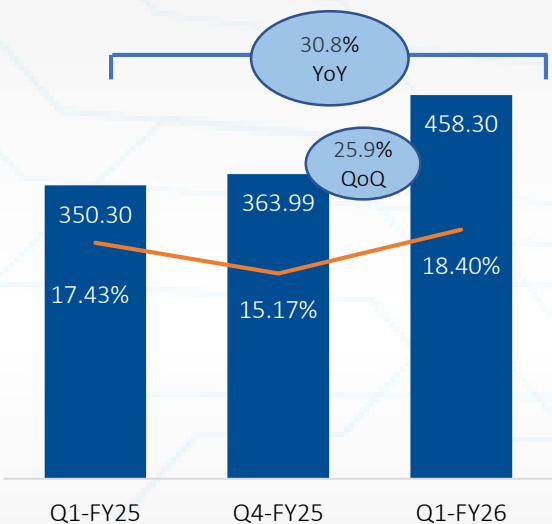
“We are happy with our performance in the first quarter with a 4% sequential increase in revenues and a 16% sequential increase in PBT. We continue to invest in our AI platform to strengthen our AI led product engineering value proposition. We are also investing in building domain-based accelerators using intelligent platforms to increase our wallet share with existing customers. We are confident both these areas of investment will help us grow faster in the coming periods.”

Quarterly Performance

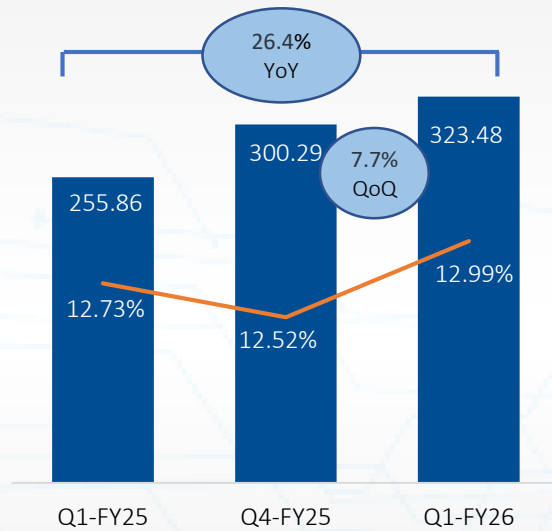
REVENUES (INR MN)



OPERATING EBITDA (INR MN)

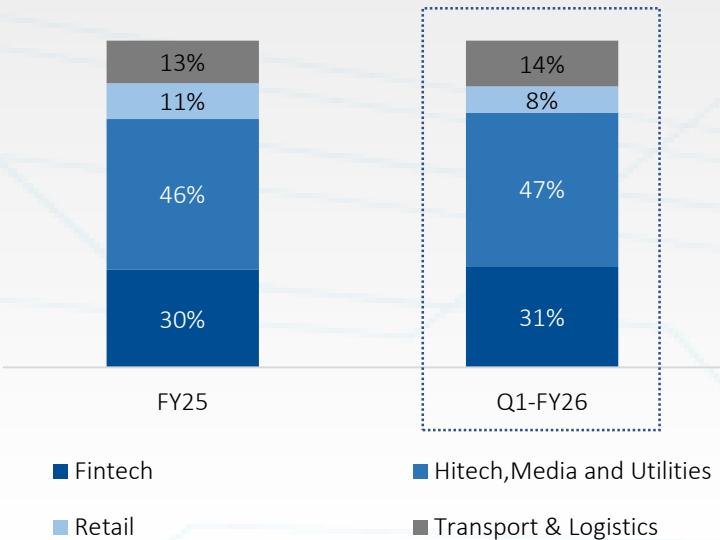


PAT (INR MN)

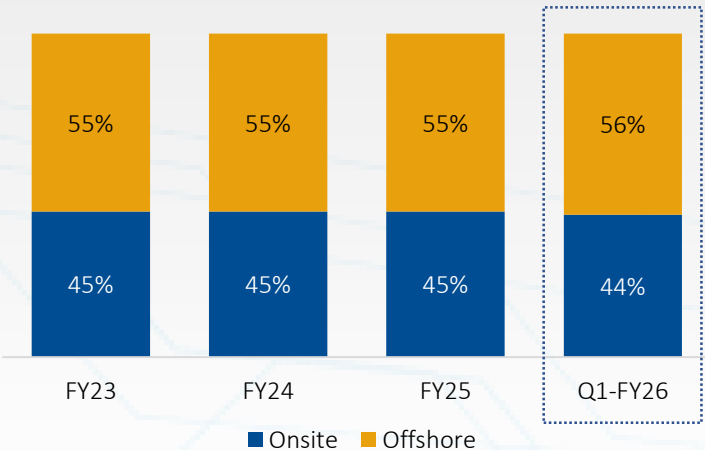


Q1-FY26 Key Performance Metrics

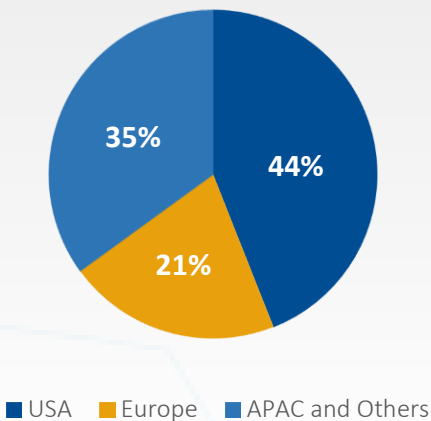
REVENUE BY VERTICALS



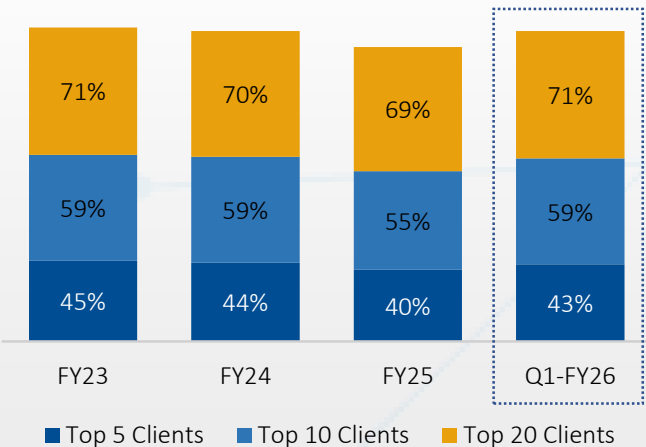
REVENUE MIX (%)



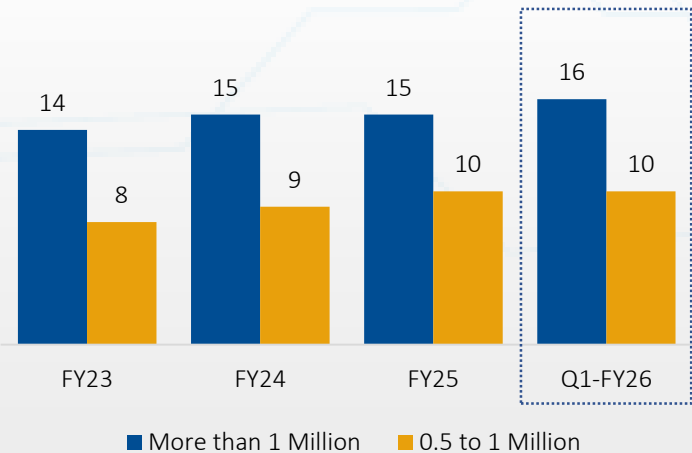
Q1-FY26 REVENUE BY GEOGRAPHY (%)



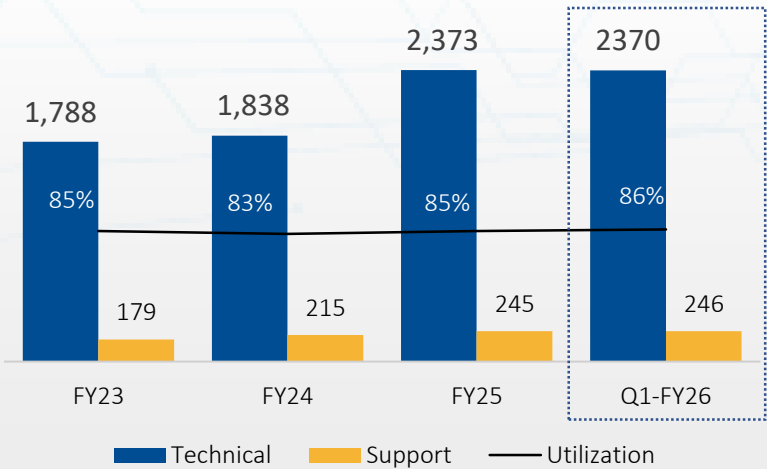
REVENUE BY MAJOR CLIENTS



NUMBER OF CLIENTS PER MILLION DOLLARS



EMPLOYEE BIFURCATION



Quarterly Consolidated Financial Performance

INCOME STATEMENT (INR MN)	Q1-FY26	Q4-FY25	Q-o-Q	Q1-FY25	Y-o-Y
Operating Income	2,490.75	2,398.83	3.8%	2,010.06	23.9%
Expenses	2,032.45	2,034.84	(0.1)%	1,659.76	22.5%
Operating EBITDA	458.30	363.99	25.9%	350.30	30.8%
<i>Operating EBITDA Margins (%)</i>	<i>18.40%</i>	<i>15.17%</i>	<i>323 Bps</i>	<i>17.43%</i>	<i>97 Bps</i>
Depreciation	33.22	34.19	(2.8)%	29.98	10.8%
Finance Cost	27.76	24.71	12.3%	12.24	NA
Other Income	33.03	65.27	(49.4)%	27.74	19.1%
PBT	430.35	370.36	16.2%	335.82	28.1%
Tax	106.87	70.07	52.5%	79.96	33.7%
Profit After Tax	323.48	300.29	7.7%	255.86	26.4%
<i>PAT Margins (%)</i>	<i>12.99%</i>	<i>12.52%</i>	<i>47 Bps</i>	<i>12.73%</i>	<i>26 Bps</i>
Other Comprehensive Income	142.78	57.91	NA	9.37	NA
Total Comprehensive Income	466.26	358.20	30.2%	265.23	75.8%
EPS Basic (INR)	2.54	2.27	11.9%	2.02	25.7%

FINANCIAL OVERVIEW

Historical Consolidated Financial Performance

INCOME STATEMENT (INR MN)	FY23	FY24	FY25
Operating Income	6,656	7,616	8,830
Expenses	5,574	6,249	7,368
Operating EBITDA	1,082	1,367	1,463
<i>Operating EBITDA Margins (%)</i>	<i>16.25%</i>	<i>17.95%</i>	<i>16.56%</i>
Depreciation	100	119	126
Finance Cost	22	35	85
Other Income	94	69	168
PBT	1,054	1,282	1,420
Tax	234	320	332
Profit After Tax	820	962	1,088
<i>PAT Margins (%)</i>	<i>12.32%</i>	<i>12.63%</i>	<i>12.32%</i>
Other Comprehensive Income	85	80	106
Total Comprehensive Income	905	1,042	1,194
EPS Basic (INR)	8.18	9.59	8.21

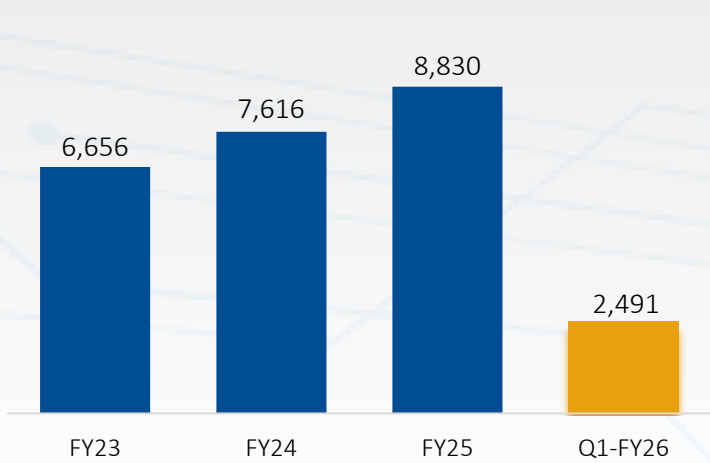
Historical Consolidated Balance Sheet

PARTICULARS (INR MN)	FY23	FY24	FY25
EQUITIES & LIABILITIES			
Equity			
(A) Equity Share Capital	100	101	127
(B) Other Equity	3,945	4,953	6,064
Total Equity	4,045	5,054	6,191
Non-Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	73	326
(ii) Other Financial liabilities	41	302	396
(iii) Lease liabilities	81	124	126
(B) Provisions	102	151	210
(C) Other Non-Current Liabilities	-	-	-
Total Non – Current Liabilities	224	650	1,058
Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	-	11	217
(ii) Trade Payables	257	359	309
(iii) Lease Liabilities	54	56	85
(iv) Other Financial Liabilities	153	483	871
(B) Other Current Liabilities	858	1,157	1,068
(C) Provisions	90	94	129
Total Current Liabilities	1,412	2,160	2,679
GRAND TOTAL - EQUITIES & LIABILITES	5,681	7,864	9,928

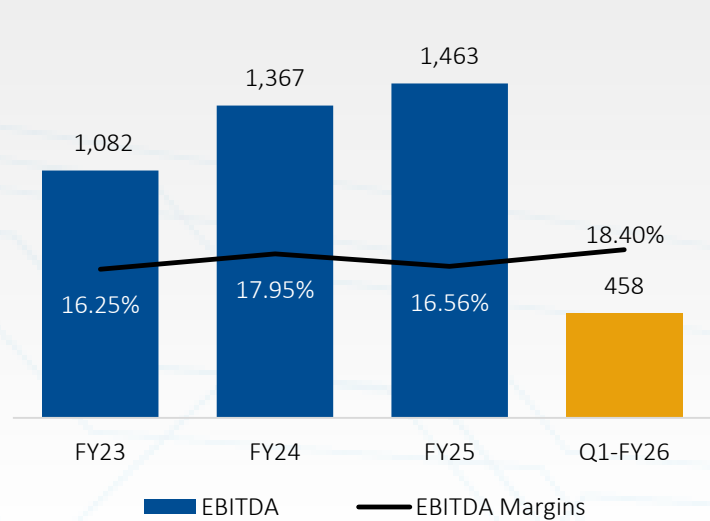
PARTICULARS (INR MN)	FY23	FY24	FY25
ASSETS			
Non-Current Assets			
(A) Property, Plant and Equipment	147	146	137
(B) Right-of-Use Assets	128	149	176
(C) Goodwill on Consolidation	1,903	3,270	4,888
(D) Other Intangible Assets	5	4	3
(E) Financial Assets			
(i) Investments	-	-	-
(ii) Other Financial Assets	170	31	69
(F) Deferred Tax Assets (Net)	73	86	141
(G) Other Non - Current Assets	-	-	-
Total Non – Current Assets	2,426	3,686	5,414
Current Assets			
(A) Financial Assets			
(i) Short term Mutual Fund	90	145	-
(ii) Trade Receivables	1,164	1,620	1,940
(iii) Cash & Cash Equivalents	879	1,418	1,683
(iv) Bank balances other than above	557	507	290
(v) Loans	2	17	-
(vi) Other Financial Assets	249	178	253
(B) Current Tax Assets (Net)	33	40	53
(C) Other Current Assets	281	253	295
Total Current Assets	3,255	4,178	4,514
GRAND TOTAL – ASSETS	5,681	7,864	9,928

Consolidated Financial Performance

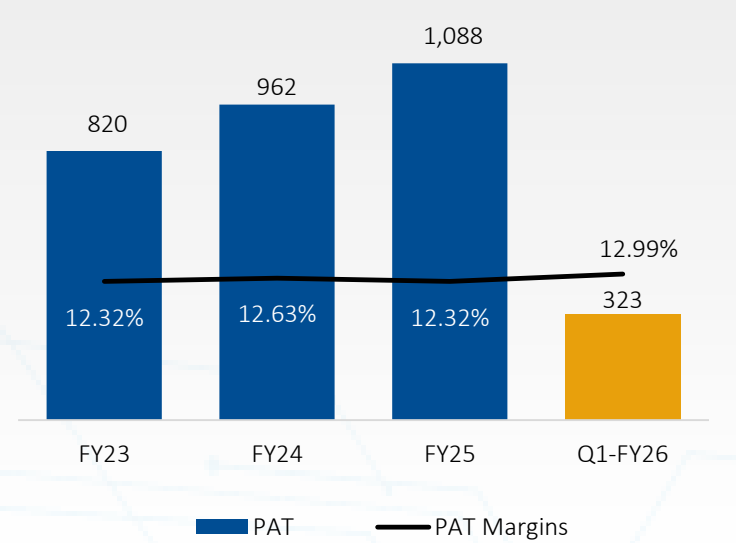
REVENUES (INR Mn)



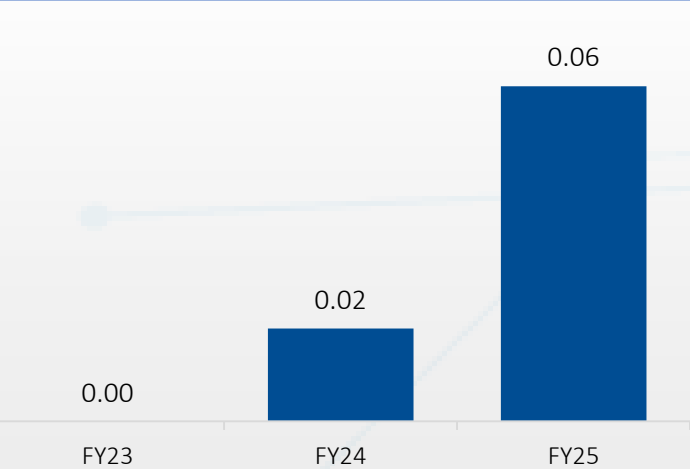
OPERATING EBITDA (INR Mn)



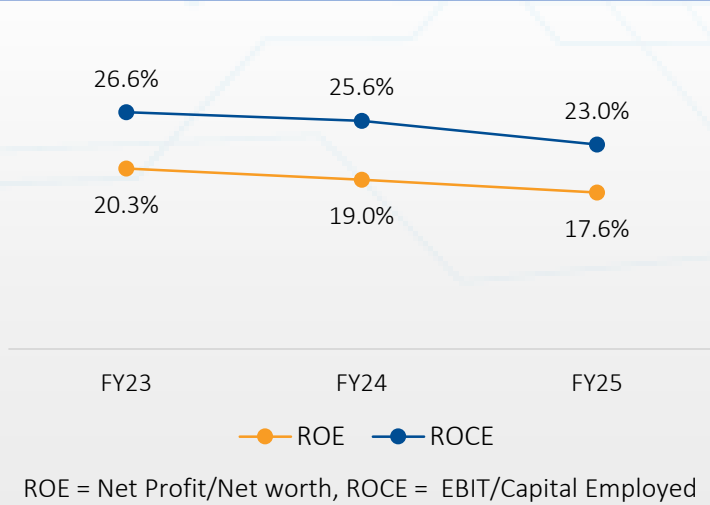
PAT (INR Mn)



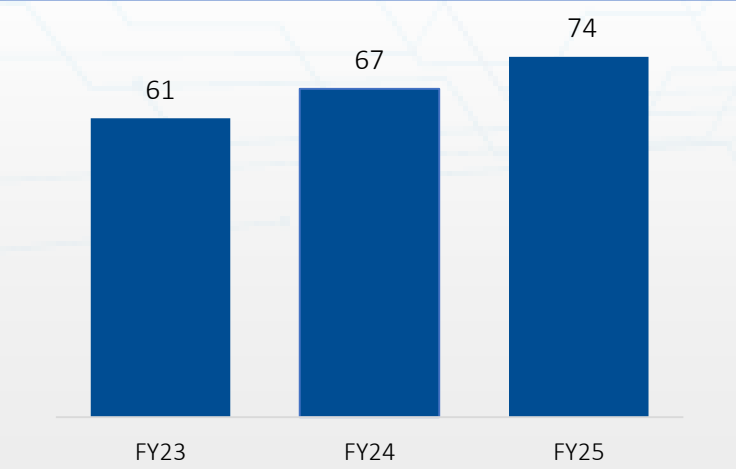
DEBT/ EQUITY (x)



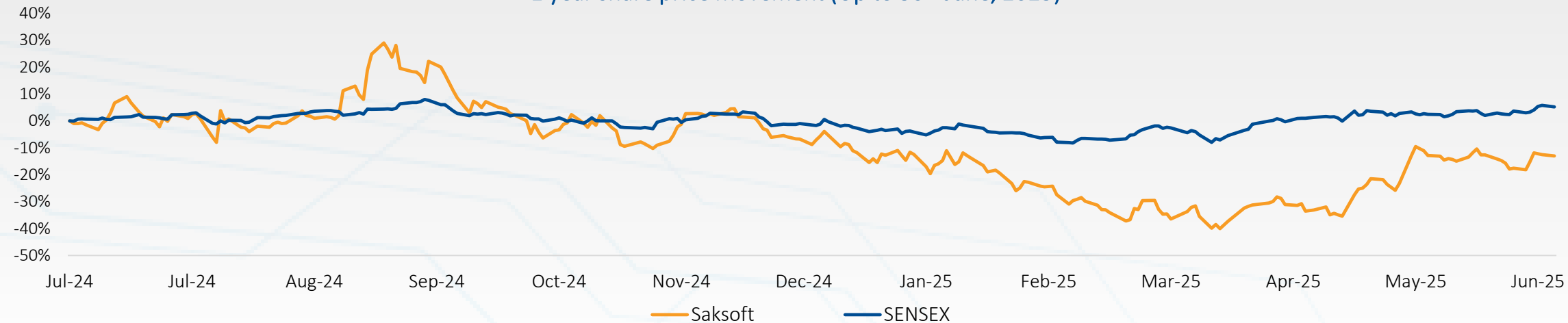
ROE (%) AND ROCE (%)



DSO DAYS

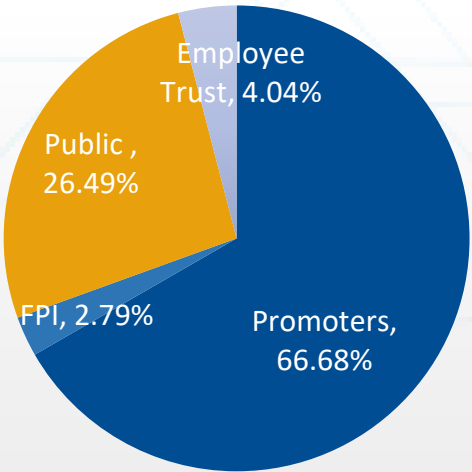


1 year share price movement (Up to 30th June, 2025)

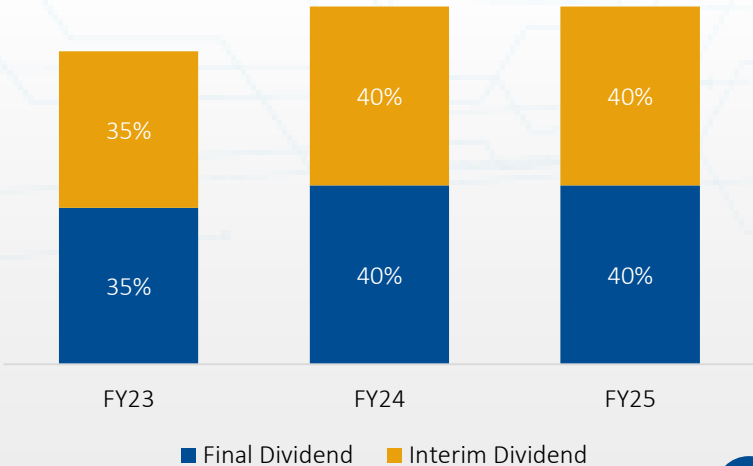


Price Data (as on 30 th June, 2025)	
Face value (INR)	1.00
Market Price (INR)	201.20
52 Week H/L (INR)	319.00/119.55
Market Cap (INR Mn)	26,669.31
Equity Shares Outstanding (Mn)	132.55
1 Year Avg. Trading Volume ('000)	415.13

Shareholding Pattern (As on 30th June, 2025)



Dividend as a % of Face Value



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