



Date: 29/11/2024

To,  
The Listing Compliance Department  
National Stock Exchange of India Limited,  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex Bandra (E)  
Mumbai - 400051.

NSE Symbol: SATECH

Dear Sir/Madam,

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Presentation of Earnings Call.**

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated November 25, 2024, please find enclosed herewith the presentation for Earnings Call scheduled to be held on Friday, November 29, 2024 at 12:00 Hrs (IST)

We request to take the above information on your records.

Thanking You,  
For and on behalf of  
SA Tech Software India Limited  
(Formerly known as SA Tech Software India Limited)

Arnika Choudhary  
Company Secretary  
A70217

**S A TECH SOFTWARE INDIA LIMITED**  
(Formerly known as S A TECH SOFTWARE INDIA PRIVATE LIMITED)

CIN: U72900PN2012FLC145261

|Reg Off: Off No. D-6030, 6th Floor Solitaire Bus Hub, Viman Nagar, Pune 411014 MH India|

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# **SATECH SOFTWARE INDIA LIMITED**

INVESTOR PRESENTATION



# Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by S A TECH SOFTWARE INDIA LIMITED (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



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# ABOUT US

- With over **20 years of experience**, we provide **end-to-end IT services**, including application development, mobile app development, cloud infrastructure, software quality assurance, generative AI, machine learning, IoT solutions, and data science and analytics.
- Our **GDCs** enable innovation and R&D, cost-efficient solutions, rigorous quality assurance, and **24/7 operations**. We offer flexible scaling from 1 to 1000 professionals, ensuring tailored solutions for businesses of all sizes.
- Leveraging our **onshore-offshore delivery capability**, we address client needs effectively. Our expertise in information technology empowers clients to achieve seamless digital transformation.





# OUR PARTNERS IN TECH



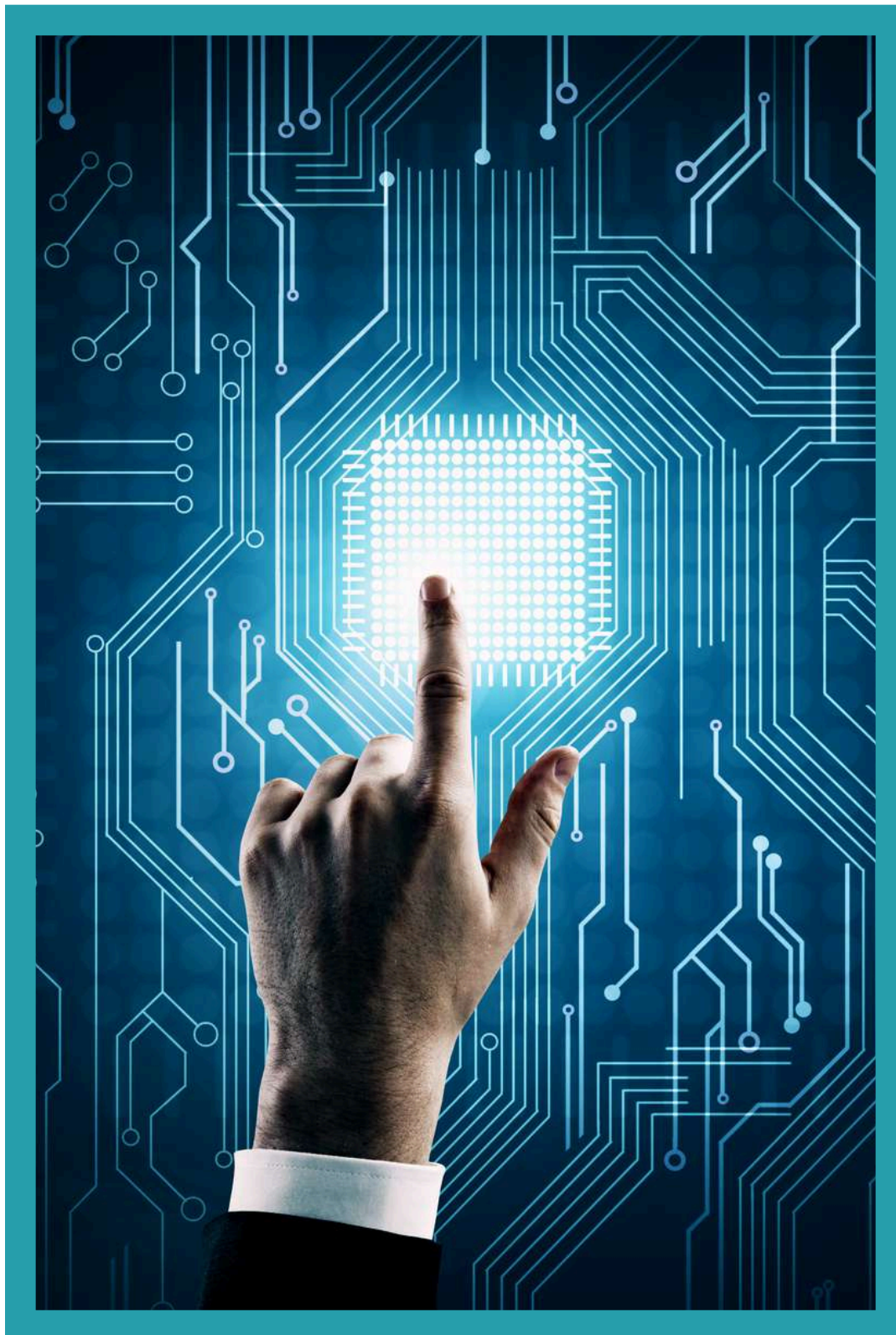
**Cloud Partner**



**Gold Partner**



**Select Clients**



# BEST QUALITY SERVICES



## CMMI Level 5 Certification

This certification represents the highest standard of process maturity and service excellence in the IT sector, reinforcing our global presence and credibility.



## Key Benefits

- Enhanced Process Quality
- Improved Project Management
- Higher Productivity and Efficiency



## Driving Customer Satisfaction and Competitive Edge

CMMI Level 5 certification strengthens our ability to exceed customer expectations through superior service delivery. It also provides a significant competitive advantage, positioning us as a leader in the IT industry.

# BUSINESS MODEL





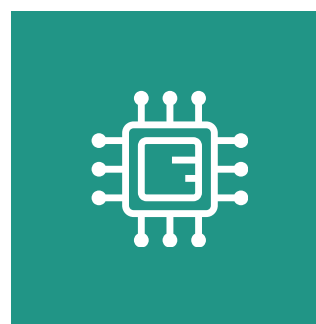
# OUR BUSINESS MODEL



DOMESTIC

## CONSULTING

- Customers continuously upgrade their technology.
- Acquired Technology needs customisation.
- To make acquired technology customised, companies hire SA Tech.



INTERNATIONAL

## OFFSHORING

- We have offices across globe.
- Many international organisations offshore their work to India to get better quality work in less costs.
- SA Tech plays a major role in offering offshore services to its clients.



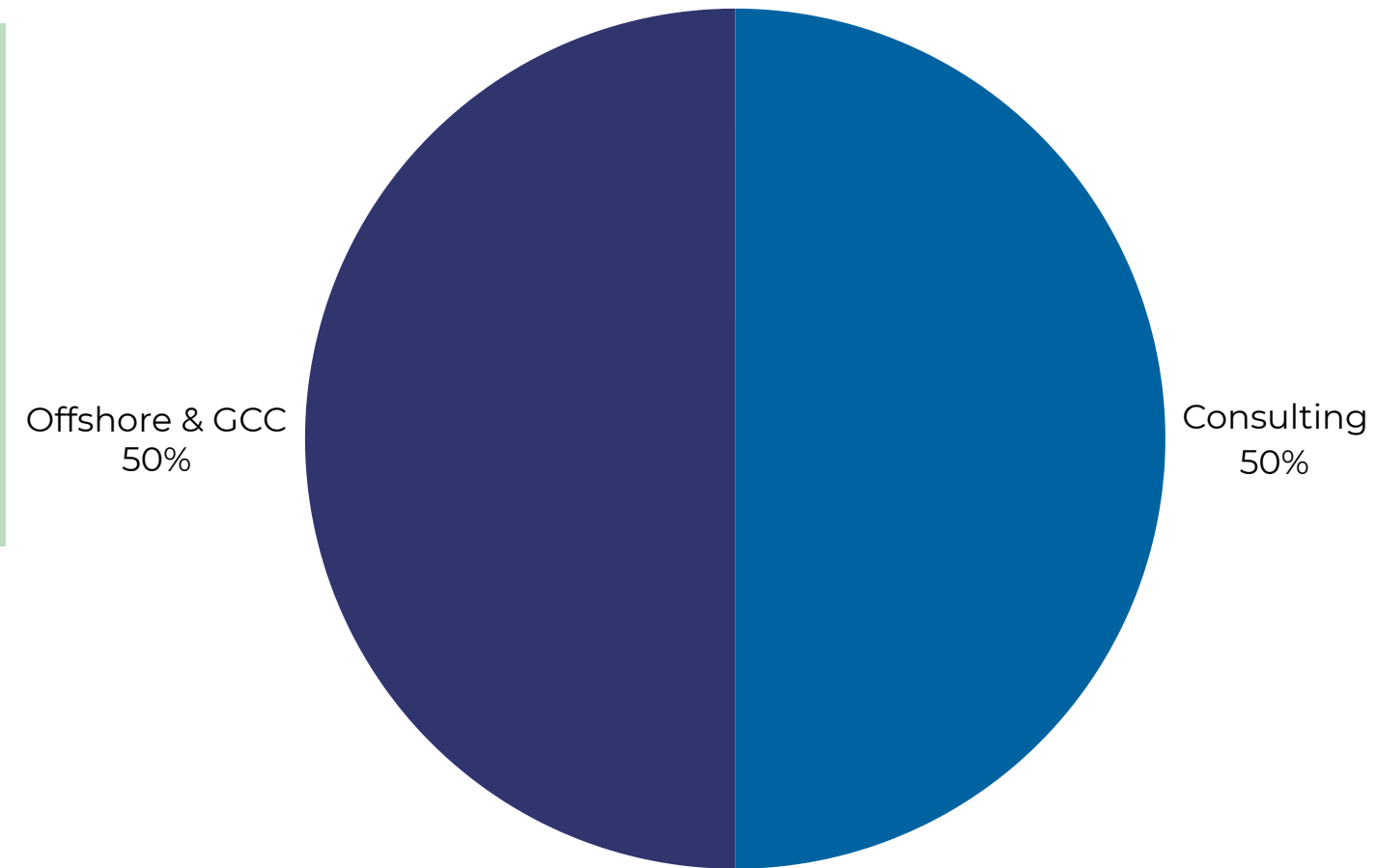
INTERNATIONAL

## GCC

- International Organisations who do not have a set up in India work on BOT (Build Operate Transfer) model with SA Tech.
- We provide them with all set up, hirings, operations and they smoothly transition in India for operations.

# THE BUSINESS TRANSITION

■ Consulting ■ Offshore & GCC



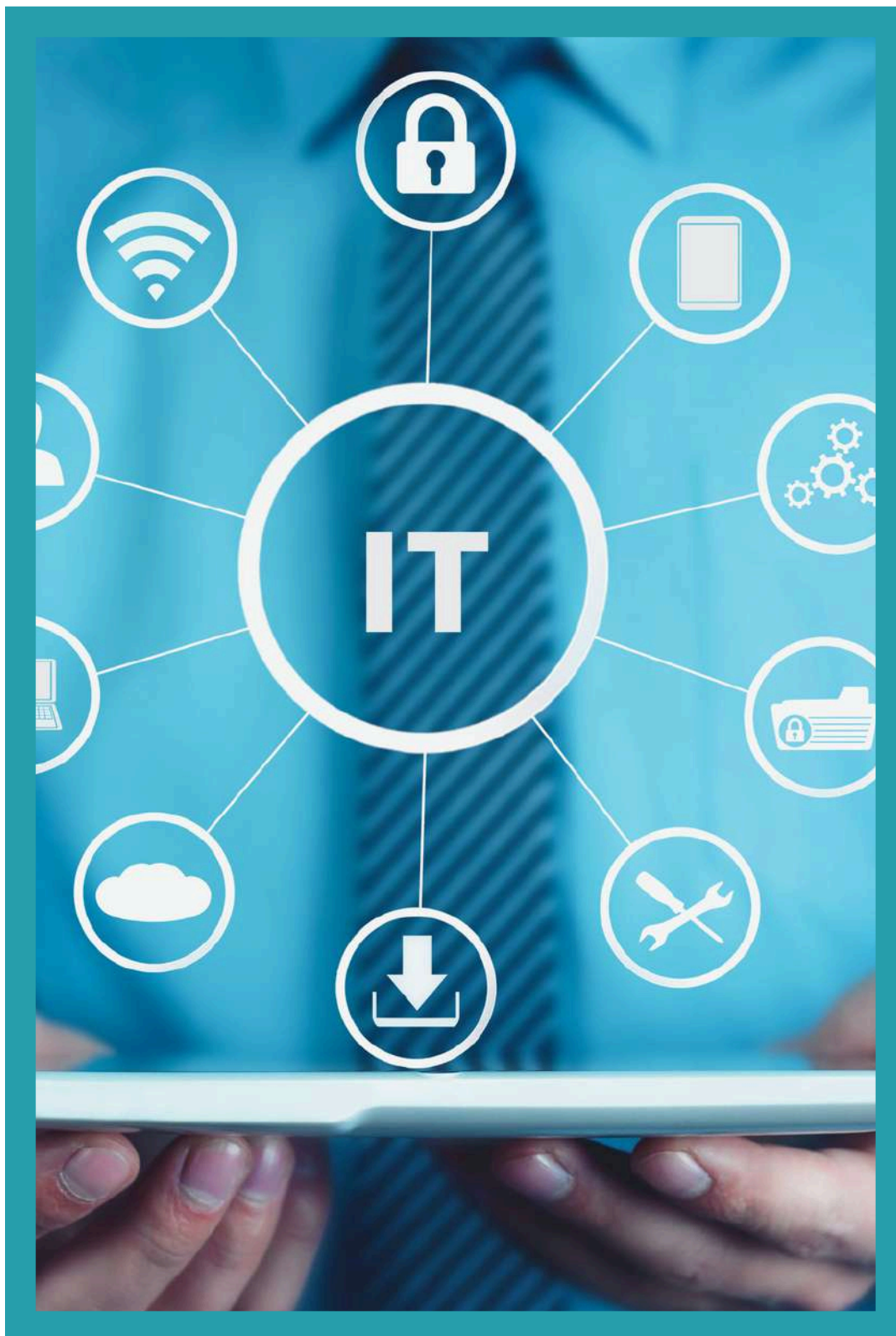
**Current Model**

**Expected Model**

Focusing more on GCC

Gross profit margin 40-60%

GCC business saves on taxes providing better profitability



# CUSTOMER ACQUISITION



## New Acquisitions

- Every month 3-4 new customers addition
- Average age of customers is >5 years



## Total Customers

- 200+ Customers
- More Repeated Business



## Customer Market

- Healthcare
- Engineering
- IT Services
- Manufacturing

# OUR OFFERINGS



**Artificial Intelligence and  
Machine Learning**



**Software Development and  
Engineering**



**Digital Transformation and  
Automation**



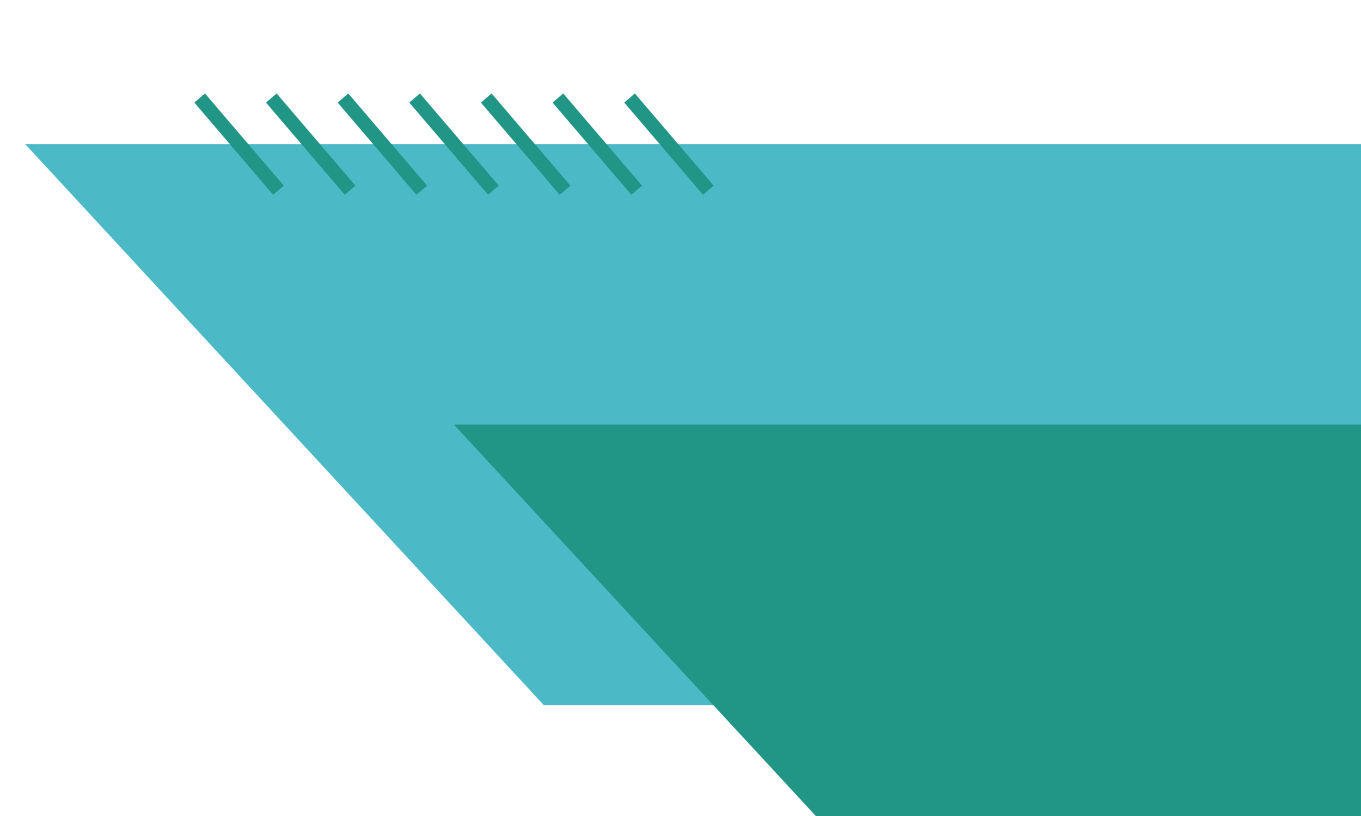
**Cloud and DevOps Services**



**Quality Assurance and Testing**



**Global Capability Centre (GCC)**



# GLOBAL CAPABILITY CENTRE (GCC)



## Service 01

- **GCC Setup and Establishment:** Every aspect of GCC setup is taken care of, from selecting ideal locations to infrastructure setup, legal compliance, and talent acquisition.



## Service 02

- **Talent Acquisition and Management:** End-to-End talent acquisition services ensure access to the right skill sets, from recruitment to talent development and retention strategies.



## Service 03

- **Operational Excellence:** It includes managing GCC operations, guaranteeing seamless workflows, best practices adherence, and local regulation compliance for secure, efficient operations.



## Service 04

- **Technology Enablement:** Leveraging the extensive technology expertise, GCCs is equipped with cutting-edge tools and infrastructure, ensuring seamless collaboration and performance.



## Service 05

- **Strategic Advisory:** This includes offering strategic guidance, helping organizations optimize GCC operations, maximize cost savings, and align the GCC with broader business objectives.

# OUR MANAGEMENT



**Manoj Joshi**

Mr. Manoj Joshi is the Founder Promoter and Chief Executive Officer (CEO) of our Company. He is associated as a Director of our Company since November 01, 2021. He has more than 25 years of experience in the IT Consulting and Technology industry. He is responsible for providing overall guidance and visionary leadership, setting long term goals and steers the organization in the right direction to achieve them.



**Ritesh Sharma**

Mr. Ritesh Sharma is one of the promoters of our company heading India's operations. He holds a Bachelor of Commerce (B.COM) degree along with Diploma in Computer Management. He has more than 16 years of experience in Business operations. He is responsible for Business operations, strategy consulting, IT solutions and Service delivery across India & North America. He has been previously associated with SA Technologies Inc., USA from 2007 to 2011 and thereafter in S A Tech Software India Limited till date. He is responsible for the overall finance function in the Company.



**Bhavin Goda**

Mr. Bhavin Goda, aged about 42 years is the Chief Financial Officer of our company. He has over 17 years of experience in IT consulting and Staffing sector as Finance Manager. He has been previously associated with SA Technologies Inc., USA from 2006 to 2013 and thereafter in S A Tech Software India Limited till date. He is responsible for the overall finance function in the Company.

# MARQUE CLIENTS



भारतीय रिज़र्व बैंक  
RESERVE BANK OF INDIA



SOCIETE  
GENERALE



BharatPe



Red Hat

Whirlpool



# GROWTH DRIVERS





# EXCLUSIVE AGREEMENT FOR CERTAIN DOMAINS

Our Company is empaneled with Tech giants such as Microsoft and Google and has entered into collaboration agreement for certain domains with them. Being a preferred partner, it become advantageous for our Company to have an edge over our competitors and to win projects.



Partner Type:

- **Microsoft Gold Partner** for Application Development and Cloud Productivity

Annual Renewal by Microsoft based on performance evaluation



Partner Type:

- **Google Cloud Partner** for Google Cloud Product and Google workspace

Annual Renewal by Google based on performance evaluation

# WHY PARTNERS CHOOSE US

- 20+ Years of IT Consulting & Offshore Experience
- 15+ Industries Enhanced
- 10+ GCCs in a Year
- 1000+ Technical Resources
- NSE Listed Company

## Our Global Presence



## A Legacy Of Trust

Great Place To Work, CMMI Maturity Level 5, SOC 2 TYPE 2, Great Workplaces, NSE 1000, NSE 500



# TRUSTED PARTNER IN GCC



40% cost saving



10+ GCC in a Year



Pay as you go



Seamless transition







Minimized risks



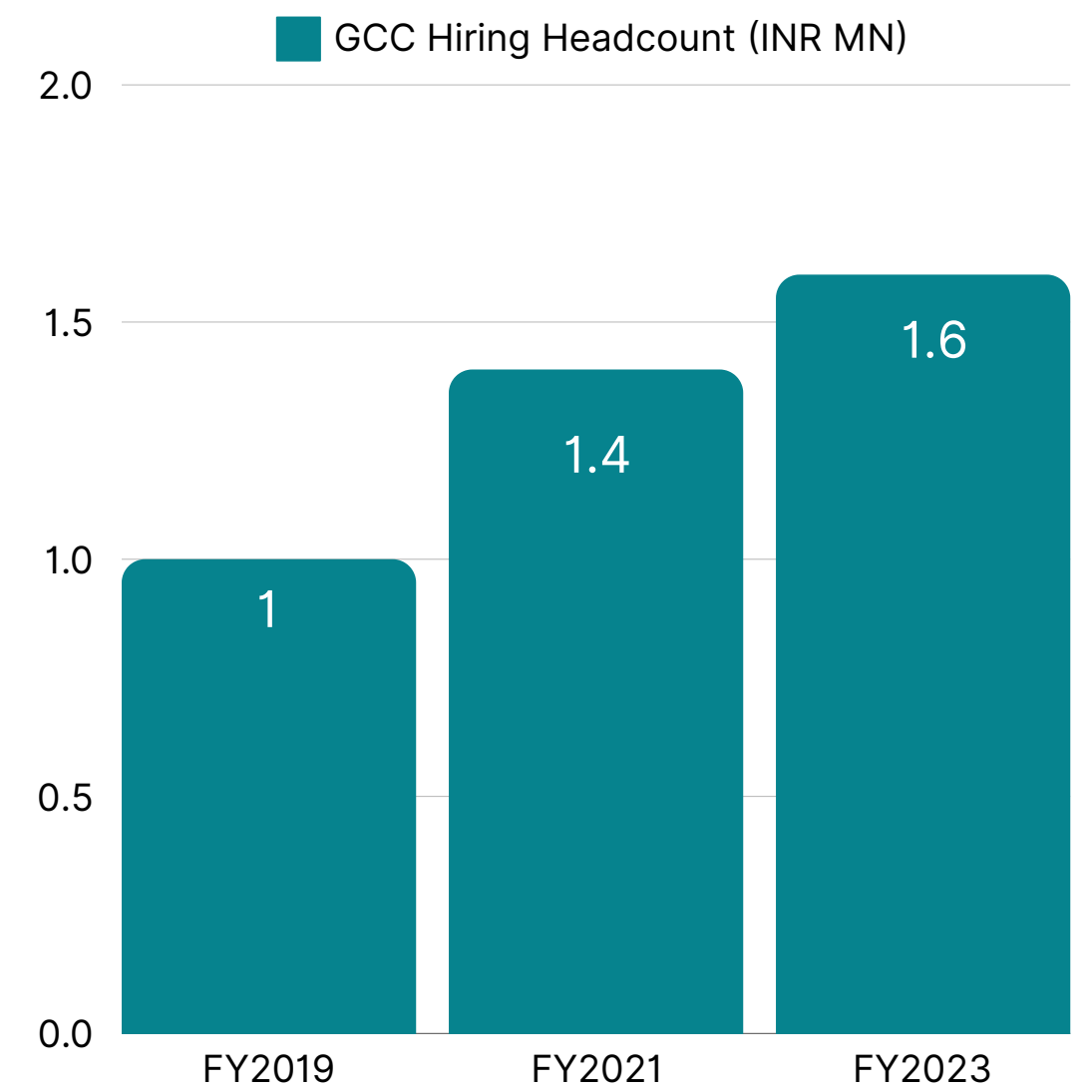
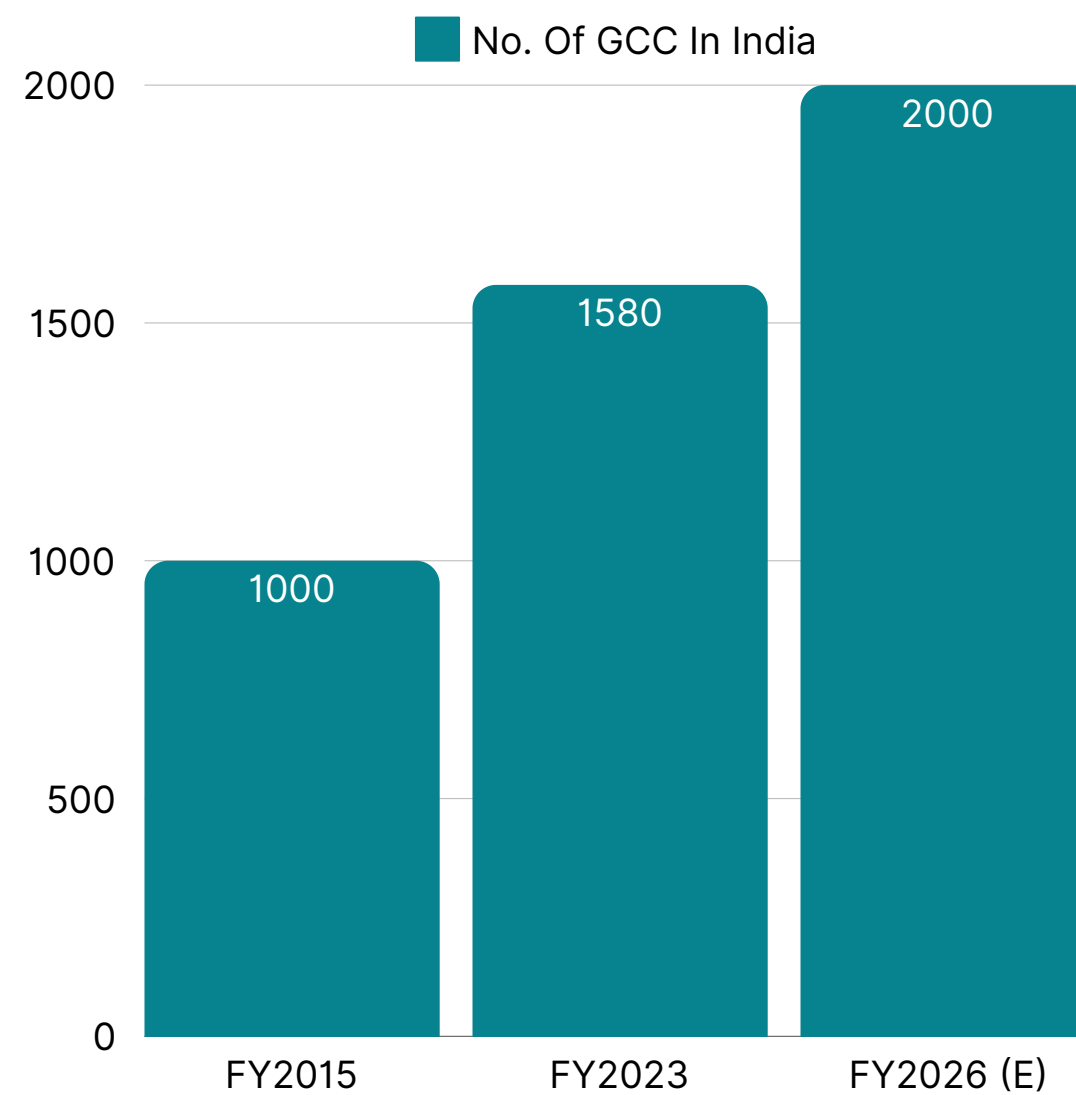
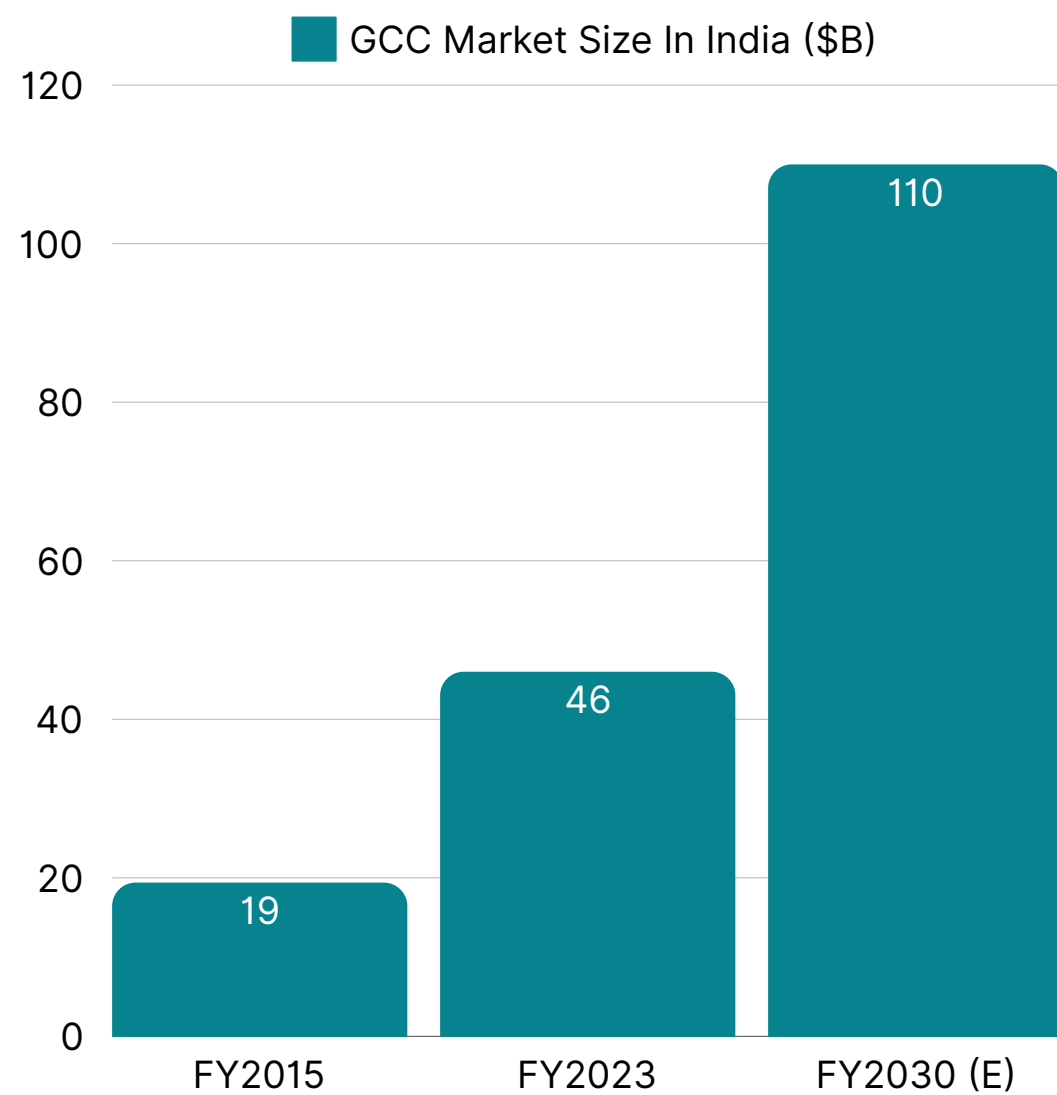
No lock-in

## Our Comprehensive Services

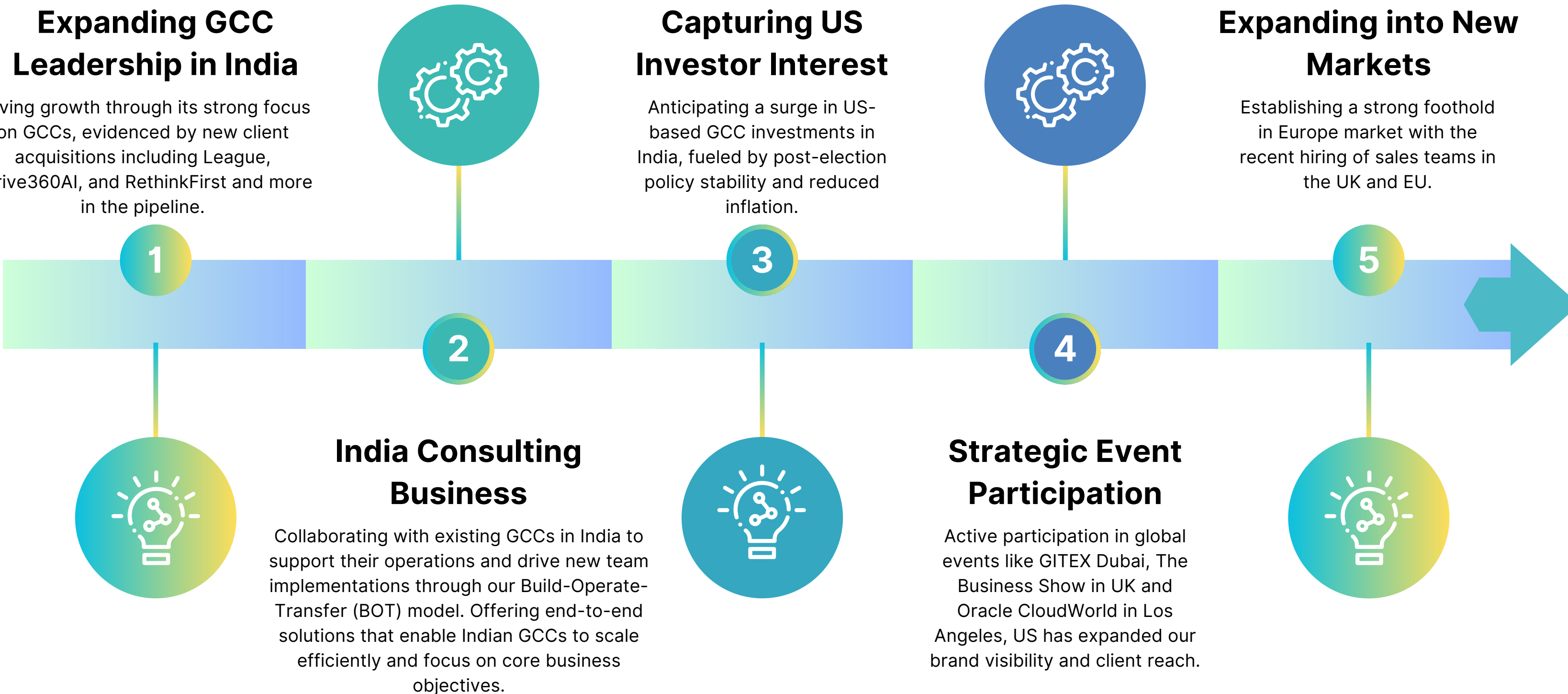
-  Build Operate Transfer (BOT) Model
-  Offshore Development Services
-  GCC Strategy Development
-  Private Equity (COE)



# THE RISE OF GLOBAL CAPABILITY CENTRES



# WHY WE HAVE RIGHT TO WIN



# FINANCIALS



# INCOME STATEMENT

Particulars (In Lakhs)	H1FY25	H1FY24	YoY Growth%	H2FY24	FY24
Total Revenue	5115.47	3186.26	<b>61%</b>	4051.88	7238.15
Total Expenses	4406.89	2689.88		3660.02	6349.91
<b>EBITDA</b>	<b>708.58</b>	<b>496.38</b>	<b>43%</b>	<b>391.86</b>	<b>888.24</b>
<b>EBITDA %</b>	<b>14%</b>	<b>16%</b>		<b>10%</b>	<b>12%</b>
Financial costs	115.41	107.53		172.22	279.74
Depreciation and amortization expense	68.56	29.88		53.3	83.18
Prior Period Items (Net)	.	51.03		53.93	104.97
Profit before tax	524.61	307.93		112.41	420.34
Tax expense	73.22	43.73		90.42	46.69
<b>PAT</b>	<b>451.39</b>	<b>351.67</b>	<b>28%</b>	<b>21.99</b>	<b>373.66</b>
<b>PAT %</b>	<b>9%</b>	<b>11%</b>		<b>1%</b>	<b>5%</b>
EPS	4.33	20.45		0.24	4.08

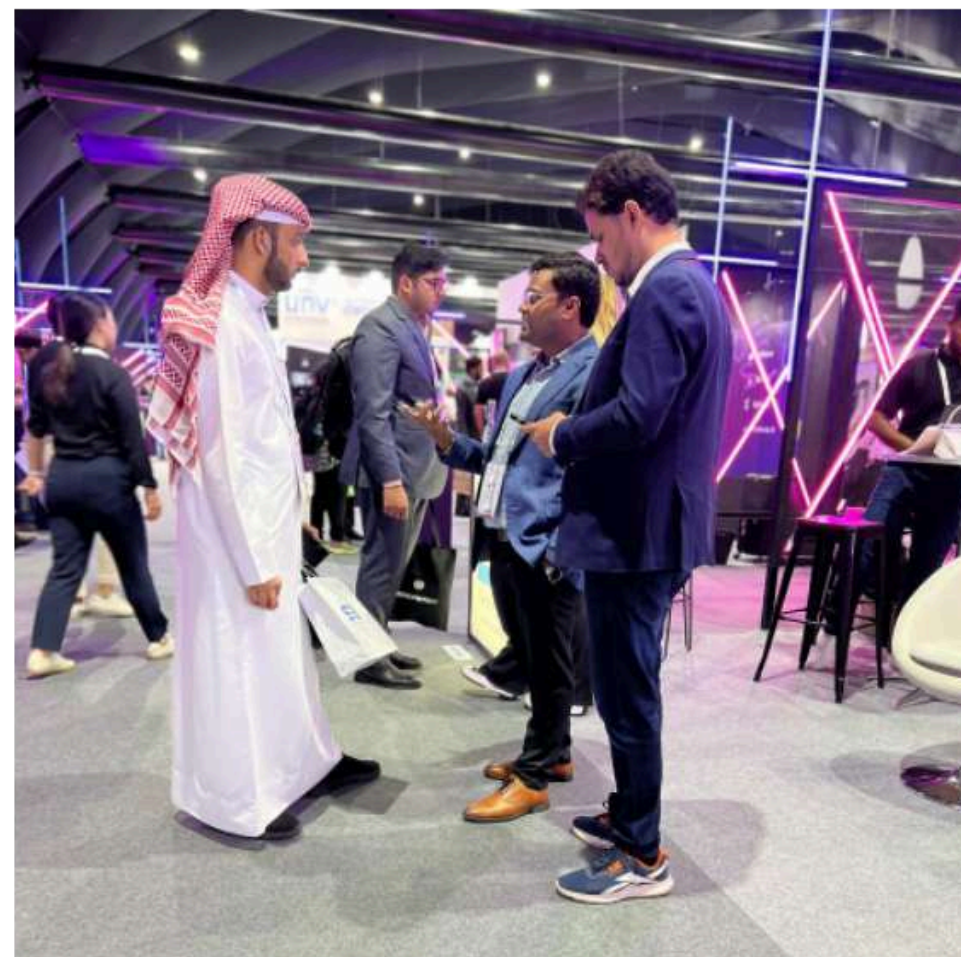
# BALANCE SHEET

EQUITY AND LIABILITIES			ASSETS		
Particulars (In Lakhs)	H1FY25	FY24	Particulars (In Lakhs)	H1FY25	FY24
<b>Shareholders' funds</b>			<b>Non-current assets</b>		
(a) Share capital	1305.73	915.73	(a) Property, Plant & Equipment	485.84	385.55
(b) Reserves and Surplus	2367.90	206.32	(b) Intangible assets	0.19	0.19
			(c) Capital Work-in-Progress	-	-
<b>Non-current liabilities</b>			(e) Deferred tax assets (net)	46.33	33.64
(a) Long term Borrowings	216.03	836.33	(f) Long-term loans and advances	220.69	61.90
(b) Long term Provisions	104.21	92.49	(g) Non-Current Assets	484.36	484.36
(C) Other Long term liabilities	2.70	2.70	(h) Other Non-Current Assets	85.94	48.12
<b>Current liabilities</b>			<b>Current Assets</b>		
(a) Short Term Borrowings	1001.97	337.57	(a) Inventories	-	-
(b) Trade payables	197.97	135.70	(b) Trade receivables	1779.15	1575.60
(c) Other current liabilities	260.02	1053.90	(c) Cash and bank balances	571.28	95.36
(d) Short-term provisions	118.45	128.09	(d) Short term loans and advances	128.91	101.99
			(e) Other current assets	1772.28	922.14
<b>TOTAL</b>	<b>5574.98</b>	<b>3708.85</b>	<b>TOTAL</b>	<b>5574.98</b>	<b>3708.85</b>



# ANNEXURES





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# Gitex Dubai 2024 Event Participation

# The Business Show UK 2024 Event Participation



# OUR GCC SETUPS



New Bengaluru Center to Power Global IT Solutions through its Global Capability Center

Best Place to Work for Women in India  
2023



SA Technologies Triumphs with CMMI Services Maturity Level 5 Certification

# OUR ACCREDITATIONS



# CONNECT WITH US



S A TECH Software India Limited

Ms. Arnika Choudhary  
[cs@satincorp.com](mailto:cs@satincorp.com)



Investor Relations  
Twenty Eighth Consulting

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