



Date: 20/08/2024

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 Institutional Investor Meeting.**

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and in furtherance to our letter dated August 20, 2024 please find enclosed herewith the presentation for meeting with Institutional Investors scheduled to be held on Friday, August 23, 2024 at 10:00 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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# SA TECH SOFTWARE INDIA LIMITED

Your GCC Partner in India

**Investor Presentation**



# Safe Harbour

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# TABLE OF CONTENT

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- The diagram features a central shield icon with 'AI' inside, surrounded by six numbered items. The items are arranged in two columns. The left column contains items 01, 02, and 03. The right column contains items 04, 05, and 06. The background is a light blue grid with various tech-related icons like a brain, a hand holding a device, and a cloud with arrows.
- 01** About Us
  - 02** Business Model
  - 03** Services
  - 04** Growth Drivers
  - 05** Management
  - 06** Financials

# About us

- We are a 20+ years old company, SA Technologies stands as a vanguard in **AI-driven IT consulting, offering scalable IT outsourcing solutions and Global Development Centers (GDCs)** that enhance business agility and efficiency. Our services range from individual support to large-scale enterprise transformations, providing the flexibility to scale from 1 to 1000 professionals as needed.
- Our GDCs drive **innovation and R&D, deliver cost-efficient solutions,** ensure stringent quality assurance, and provide 24/7 operations.
- Our globally distributed **onshore-offshore service** delivery capability helps us to suitably address our clients' requirements. We leverage our deep Information Technology knowledge to deliver value-added services to our clients in support of their **digital transformation** initiatives including **Application development, mobile apps development, Cloud infrastructure, Software Quality assurance, generative AI, machine learning, IoT solutions, data science and analytics.**



Gold Partner

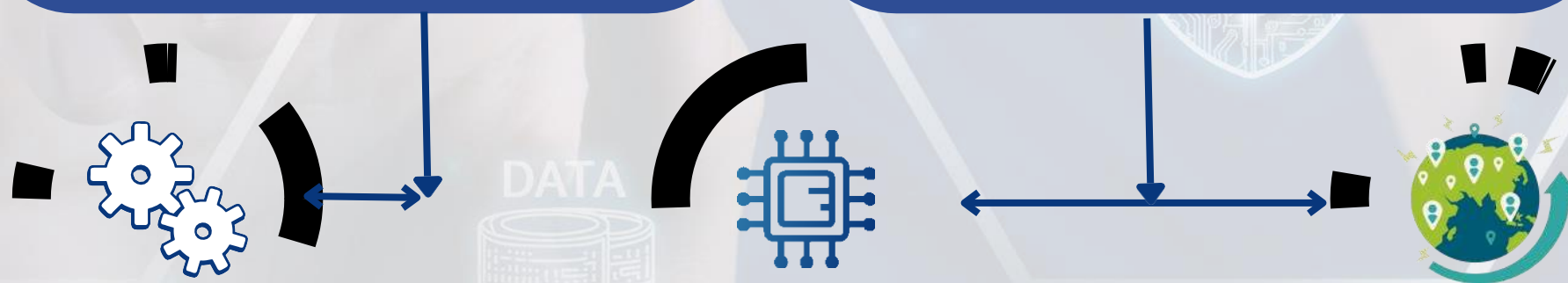


Select Clients

# Business Model

## Domestic Operations

## International Operations



### Consulting

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

### Offshoring

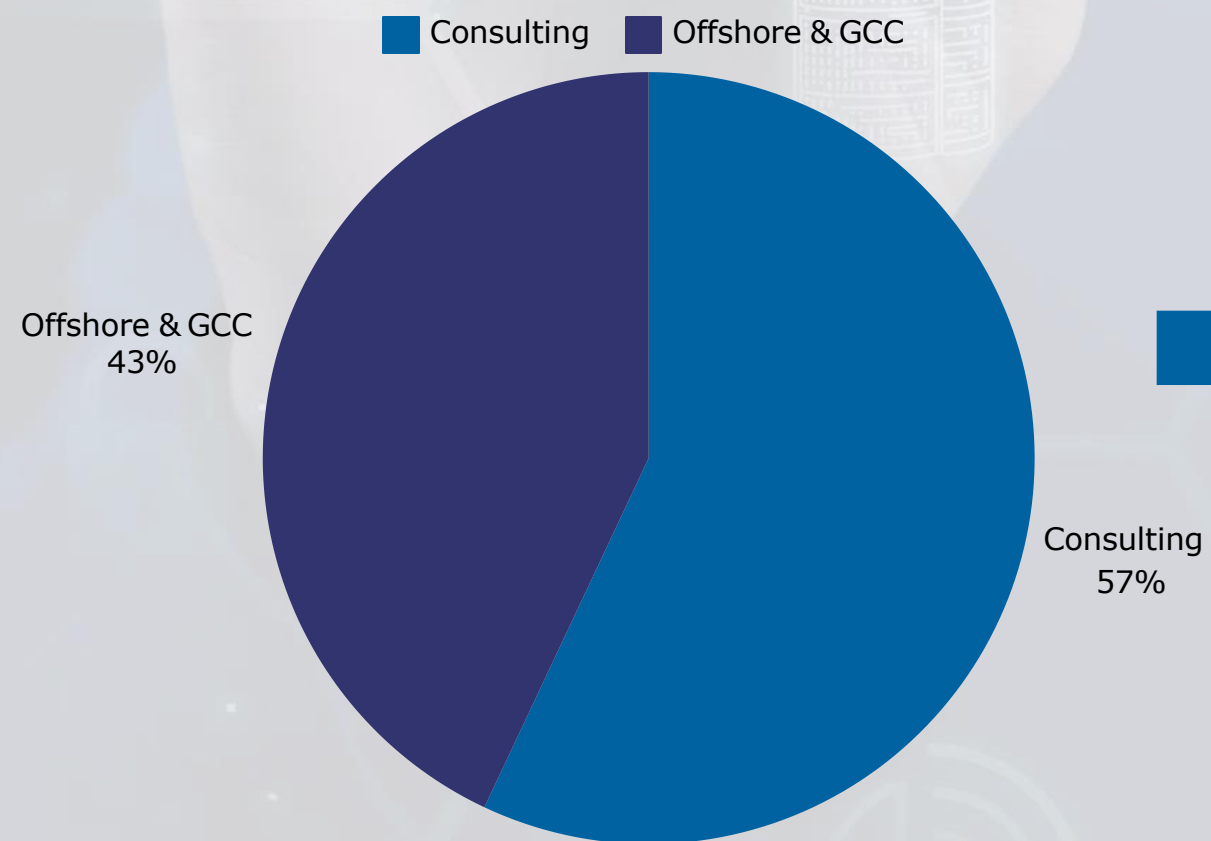
- We have offices across globe.
- Many international organisations offshore their work to India to get better quality work in less costs.
- SA Tech plays a major role in offering offshore services to its clients.

### 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.

# Transitioning To Higher Profitability

## Current Operations Mix



Q1FY25

## Expected Operations Mix

- Focusing more on GCC
- GCC business saves on taxes providing better profitability
- EBTIDA ranges near 60-70%
- Huge Demand for operations

# Customer Acquisition

We have a diversified global presence across USA and Canada because of our Parent and Group Companies. We have had long lasting relationships with some of our clients who have shown deeper trust in our services. Due to the long-standing relationships with some of our enterprise clients, we have been able to garner the trust of other clients and has provided a balanced mix of stability and growth with revenue stability and further growth opportunities.

**01**

## New Acquisitions

Every Quater 3-4 new customers addition

Average age of customers is >5 years

**02**

## Total Customers

200+ Customers

More Repeated Business

**03**

## Customer Market

Healthcare  
Engineering  
IT Services  
Manufacturing



# Glimpse Of Our Set Ups



**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 Services

Our primary services include providing outsourced Technological services and digital transformation services to some Fortune 500 clients helping them conceive, design, develop and deliver better products. Our Company has partnership with some Giant Tech Partners (such as Microsoft and Google ) thereby cementing its reputation and showcasing its experience and dedication in the tech industry.



**Artificial Intelligence  
and Machine Learning**



**Software Development  
and Engineering**



**Digital Transformation  
and Automation**

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**Cloud and DevOps Services**



**Quality Assurance and Testing**



**Global Capability Centre (GCC)**

# Global Capability Centre (GCC)

It enables the organization to optimize offshore delivery centres for technology and business operations, ensuring efficiency, scalability and compliance.



**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 03**

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



**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.



**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 04**

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

# Awards & Certifications



# Growth Drivers



# Scalable Business Model



**Innovative IT Solutions:** We design, develop, deploy, and maintain IT solutions, including end-user utilities and pre-compiled application stacks, leveraging our deep expertise in system design and architecture to build bespoke, cloud-native solutions.



**Technology-Driven Model:** Our model focuses on optimizing our ability to assemble successful teams for creative software solutions, efficient marketing, and management of technology upgrades, customer acquisition, production lifecycle budgeting, and achieving economies of scale.



**Scalable Success:** Since our incorporation, our business model has proven successful and scalable, enabling us to grow in response to demand generated by our company.



**Expanding Digital Opportunities:** We leverage the exponential online digital possibilities available to us to drive business scale generation and innovation.

# Our Customer- Centric Approach

01

We believe there is a significant opportunity within our current client base to increase the use of our solution offerings and further develop deeper, long-term strategic engagements.

02

We prioritize understanding and aligning with each client's unique business objectives. Our customer-centric approach ensures that our solutions are tailor- made to meet and exceed our clients' expectations, fostering long-lasting partnerships built on commitment and trust.

03

We have been catering to some Fortune 500 clients. Currently our top 10 clients by revenue account for 74% of our Revenue from Operations for Fiscal 2023.

04

We are also focusing in building capabilities of our frontline sales teams in priority domains and aim to conduct proactive campaigns and cultivate relationships across our top accounts to increase penetration of our priority offerings.

05

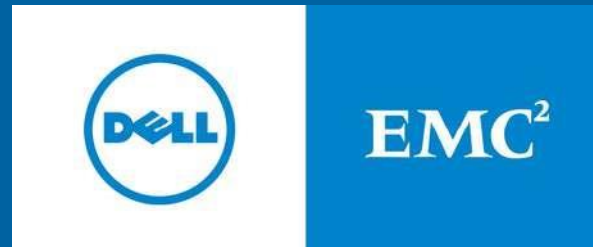
We also leverage our account-based marketing approach and highly skilled subject matter experts to gain industry insights and develop customer specific value propositions in order to cultivate deeper engagements.



# Marque Clients



भारतीय रिज़र्व बैंक  
RESERVE BANK OF INDIA



# 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

# Our Team

## Mr. 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 was later appointed as the Managing Director of the Company on December 01, 2023, however he resigned from the post of Managing Director w.e.f., December 14, 2023. He holds a Bachelor of Commerce (B.COM) degree from Rajasthan University and is also a Chartered Accountant (CA) having a strong background in finance, accounting and taxation. 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.

## Ms. Priyanka Joshi

Ms. Priyanka Joshi is one of the promoters and Directors of our Company. She has been appointed as a Director of our company since November 01, 2021. She holds a Bachelor of Commerce (B.COM) degree. She has more than 20 years of experience in Business operations. She is responsible for the overall Business operations, Human Resources and Finance.

## Mr. Ritesh Sharma

Mr. Ritesh Sharma is the Non-Executive Director of our company. He was appointed on the Board with effect from December 06, 2023. 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.

# Financial Performance



# Income statement

In Lakhs

Particulars (In Lakhs)	Q1'FY25	FY24	FY23	FY22
Revenue from Operations	2,388.87	7,188.22	5,639.31	4,106.11
Other Income	8.31	49.9	33.74	48.26
<b>Total Income</b>	<b>2,397.18</b>	<b>7,238.12</b>	<b>5,673.05</b>	<b>4,154.37</b>
<b>EXPENDITURE</b>				
Employee benefits expense	1,773.38	5,497.47	4,824.91	4,103.06
Finance costs	52.98	279.75	266.18	261.49
Depreciation and amortization expense	27.91	83.17	80.87	55.59
Other expenses	209.78	852.43	326.95	424.52
<b>Total Expenses</b>	<b>2,064.05</b>	<b>6,712.82</b>	<b>5,498.91</b>	<b>4,844.66</b>
<b>Profit before tax</b>	<b>333.13</b>	<b>525.3</b>	<b>174.14</b>	<b>-690.29</b>
Tax Expense	85.06	156.44	65.55	-142.04
<b>Profit for the year</b>	<b>248.07</b>	<b>368.86</b>	<b>108.59</b>	<b>-548.25</b>
EPS				
i. Basic	2.71	4.06	1.2	-6.07
ii. Diluted	2.71	4.06	1.2	-6.07

# Balance Sheet

In Lakhs

Particulars (In Lakhs)	Q1'FY25	FY24	FY23	FY22
<b>EQUITY AND LIABILITIES</b>				
Shareholders Funds				
a. Share Capital	915.73	915.73	42.98	42.98
b. Reserves & Surplus	498.7	250.62	729.5	620.91
Non - Current Liabilities				
a. Long-term Borrowings	975.75	871.21	719.08	1,053.31
b. Other long-term liabilities	2.7	2.7	2.7	2.7
C. Long-term Provisions	97.13	92.49	73.3	66.32
Current Liabilities				
a. Short Term Borrowings	1,129.47	416.91	740.1	906.03
b. Trade Payables				
- Due to Micro and Small Enterprises	13.46	41.87	10.87	5.61
- Due to Others	97.34	93.83	278.21	67.69
C. Other Current liabilities	766.28	892.61	859.53	448.95
d. Short Term Provisions	206.67	128.09	9.68	14.69
<b>TOTAL</b>	<b>4,703.23</b>	<b>3,706.06</b>	<b>3,465.95</b>	<b>3,229.19</b>

# Balance Sheet

In Lakhs

Particulars (In Lakhs)	Q1'FY25	FY24	FY23	FY22
<b>ASSETS</b>				
<b>Non Current Assets</b>				
a. Property, Plant & Equipment and Intangible Assets				
- Property, Plant & Equipment	527.49	385.55	299.17	279.44
- Intangible Assets	0.22	0.22	0.32	0.9
b. Non-Current Investments	484.36	484.36	484.36	484.36
c. Deferred Tax Assets (Net)	34.48	33.62	117.63	183.18
d. Long-term Loans & Advances	64.84	52.26	286.95	224.06
e. Other Non-current assets	68.12	89.69	10.21	8.13
<b>Current Assets</b>				
a. Trade Receivables	2,025.60	1,575.59	602.84	980.29
b. Cash and Bank Balances	240.77	60.64	610.79	121.88
c. Short term loan and advances	111.64	101.99	164.12	132.55
d. Other current assets	1,145.71	922.14	889.56	814.4
<b>TOTAL</b>	<b>4,703.23</b>	<b>3,706.06</b>	<b>3,465.95</b>	<b>3,229.19</b>



# Thank You!

## Get in touch with us!



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