Date: 21/05/2025

To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/l, 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 May 18, 2025, please find enclosed herewith the presentation for Earnings Call scheduled to be held on Thursday May 22, 2025, at 11:30 AM (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 Private Limited)

ARNIKA CHOUDHARY
Digitally signed by ARNIKA CHOUDHARY
Date: 2025.05.21 16:40:08 +05'30'

Arnika Choudhary
Company Secretary
A70217

SA Tech Software India Limited

Shaping the Future of Innovation

Investor Presentation

Safe Harbor

This presentation and the accompanying slides (the “Presentation”), which have been prepared by SA 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 forward-looking 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 I 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.

Index

- About Us
- Business Model
- Services
- Growth Drivers
- Financials
- Annexures

ABOUT US

About Us

SA Tech, founded in 2012, helps global companies set up and grow Global Capability Centres in India.

These centres improve efficiency, drive innovation, and support long-term growth.

We use advanced AI to build smart software and IT solutions that make businesses run better and faster.

12+
Years of Technology Consulting & Outsourcing

15+
Industries Enhanced

300+
Trusted Clients Globally

800+
Skilled Professionals

CMMI MATURITY LEVEL 5

SOC 2 TYPE 2 AICPA SOC

KAB-IC-09
Certify ISO/IEC 27001:2013



FINANCIAL OVERVIEW

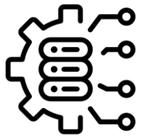
FY25 Financial Highlights

01



Revenue Crossed 100 Cr

02



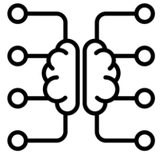
Launched India’s first AI based IT Asset Leasing platform- www.SATLeasing.com

03



New Subsidiary to be formed in Canada for further expansion in North America

04



Implementing AI across our operations to increase efficiency

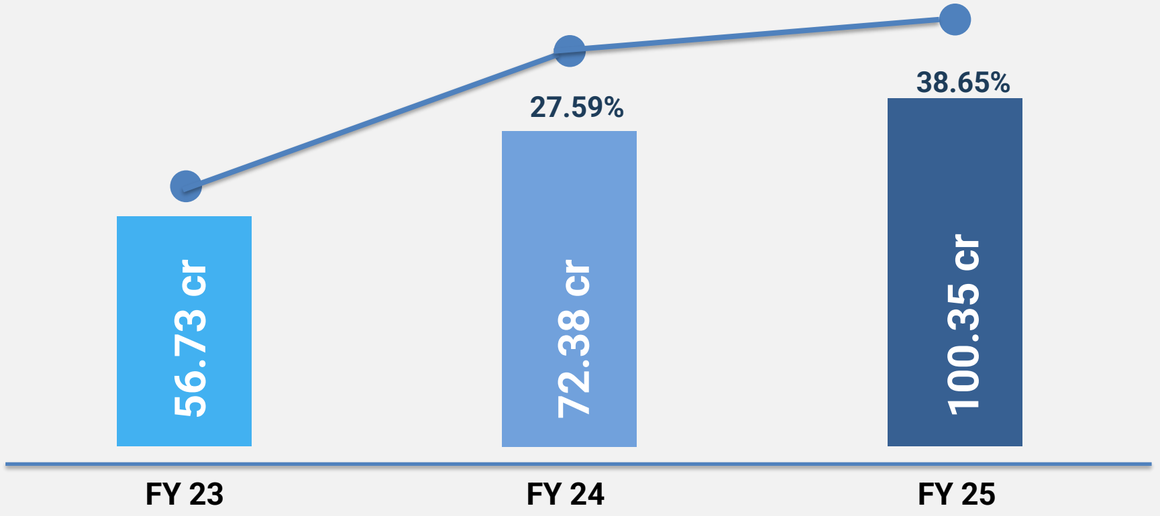
05



FY26 Outlook: Revenue target of ₹135 crore and expected EBITDA of ₹20 crore.

We Achieved Record Growth Across Revenue and PAT

Total Revenue (INR)



Revenue (FY25)

INR
100.35 Cr
39% YoY

EBITDA (FY25)

INR
12.88 Cr
45% YoY

PAT (FY25)

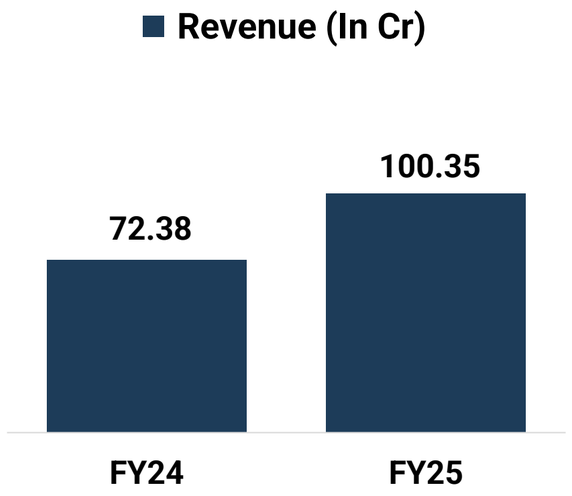
INR
7.43 Cr
99% YoY

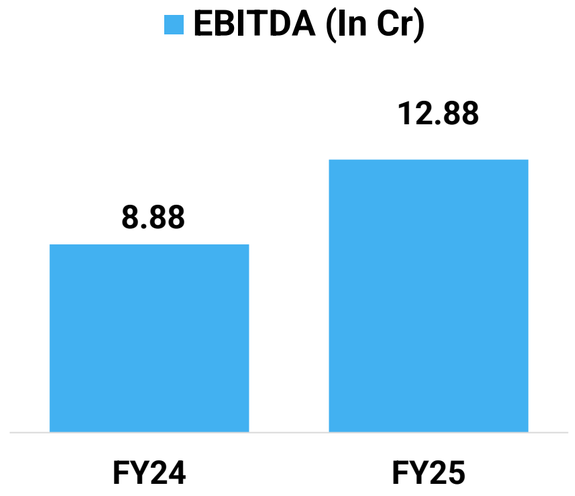
12+
Years of legacy

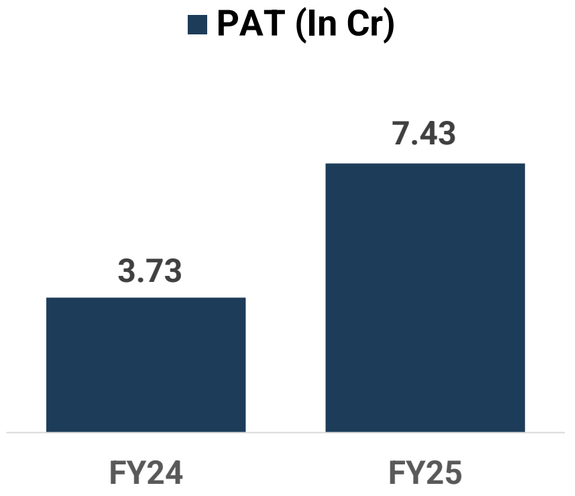
300+
Customers Served

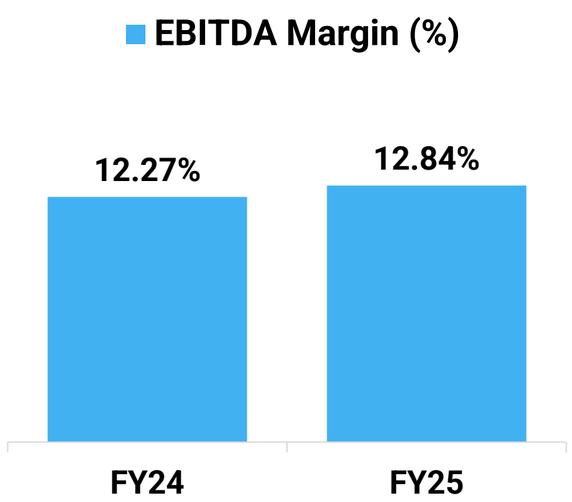
Global Footprint
Across North America
Expanding in Europe
and Middle East

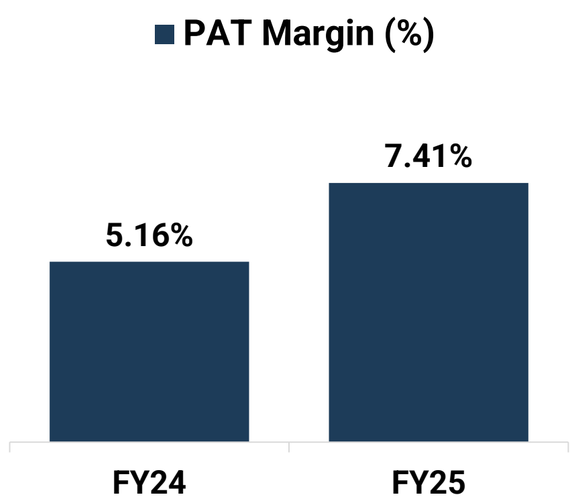
FY25 YOY Performance Highlights

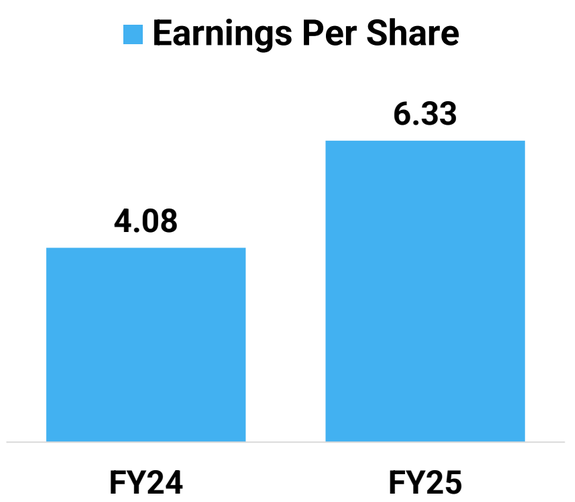












Income Statement

Particulars	FY25	FY24	YOY	H2 FY25	H1 FY25
Revenues	9,950.42	7,188.23	38.43%	4,851.49	5,098.93
Other Income	84.91	49.92		68.37	16.53
Total Income	10,035.33	7,238.15	38.64%	4,919.86	5,115.46
Employee benefit expenses	7,686.04	5,512.50		3,802.21	3,883.84
Other expenses	1,060.81	837.41		537.77	523.05
Total Expenditure	8,746.85	6,349.91		4,339.98	4,406.89
EBITDA	1,288.48	888.24	45.06%	579.88	708.57
Finance Costs	178.19	279.74		62.78	115.41
Depreciation	160.44	83.18		91.89	68.56
Profit before exceptional items	949.84	525.31		425.23	524.61
Exceptional Item	2.56	-104.97		2.56	0.00
PBT	952.40	420.34	126.58%	427.79	524.61
Tax	208.65	46.69		135.44	73.22
PAT	743.75	373.66	99.04%	292.35	451.39

Balance Sheet

EQUITY AND LIABILITIES		
Equities & Liabilities	FY25	FY24
Equity	1,305.73	915.73
Reserves	2,658.53	206.32
Net Worth	3,964.26	1,122.05
Non Current Liabilities		
Long Term Borrowings	102.02	836.33
Other long term liabilities	0.00	2.70
Long Term Provisions	114.78	92.49
Total Non Current Liabilities	216.81	931.52
Current Liabilities		
Short Term Borrowings	1,064.98	451.78
Trade Payables	266.43	135.71
Short Term Provisions	303.54	128.09
Other Current Liabilities	197.78	939.69
Total Current Liabilities	1,832.73	1,655.28
Total Liabilities	6,013.80	3,708.85

ASSETS		
Assets	FY25	FY24
Non Current Assets		
Fixed Assets	383.96	385.74
Non-current investments	275	484.36
Deferred Tax Assets	50.89	33.64
Long-term loans and advances	446.55	61.9
Other Non Current Assets	89.65	48.12
Total Non Current Assets	1,246.05	1,013.76
Current Assets		
Trade receivables	2,248.45	1,575.60
Cash & Bank Balance	236.66	95.36
Loans & Advances	131.41	101.99
Other Current Assets	2,151.22	922.14
Total Current Assets	4,767.74	2,695.09
Total Assets	6,013.80	3,708.85

Technologies

CMMI Level 5 Company

GROWTH STRATEGIES

Laying the Groundwork for Future Growth

Technologies
CMMI Level 5 Company

SAT Leasing

- Delivers top-grade IT infrastructure quickly and efficiently
- Offers unmatched flexibility to meet evolving business needs
- Ensures reliability for seamless operations
- Empowers your business to scale without the burden of ownership
- Eliminates the hassle of managing and maintaining IT assets

Smart RFP

- Cuts proposal turnaround time from days to hours
- Streamlines and automates RFP responses
- Enhances accuracy and reduces manual errors
- Helps teams win more deals—faster and smarter
- Empowers smarter decision-making with optimized workflows

Honest AI

- Custom, secure AI agent solutions delivered in just 4 weeks
- No delays, no inflated costs—on time and on budget
- Clear, consistent communication throughout the process
- Real, measurable results tailored to your objectives
- Enterprise-grade quality designed to meet your specific needs

OUR SERVICES

Our Business Models



GCC

- India entry made simple through SA Tech’s BOT model
- Complete setup & infrastructure for your offshore GCC
- Top-tier hiring across tech, product, and support roles
- Operate with agility under SA Tech’s local management
- Seamless transition to ownership at full operational maturity
- Zero disruption, full control by the time you take over



AI Consulting

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



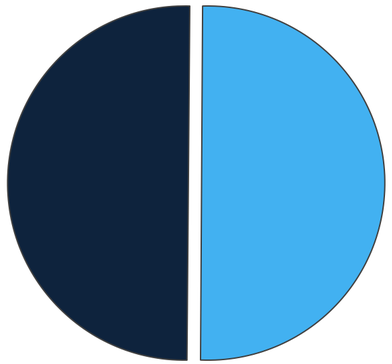
Product Engineering

- Fast MVP delivery (8–12 weeks)
- UI/UX-led prototyping
- Full-stack builds: React, Node, Flutter
- US/EU-aligned agile teams
- CTO-style guidance + post-launch support

The Business Transformation

Current Model

Consulting
50%



Offshore & GCC
50%

Consulting Offshore & GCC

Expected Model

- Focusing more on GCC
- Gross profit margin 40%
- GCC business saves on taxes providing better profitability

Global Capability Centre (GCC)

Technologies

01

GCC Setup & Establishment

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

02

Talent Acquisition & Management

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

03

Operational Excellence

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

04

Technology Enablement

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

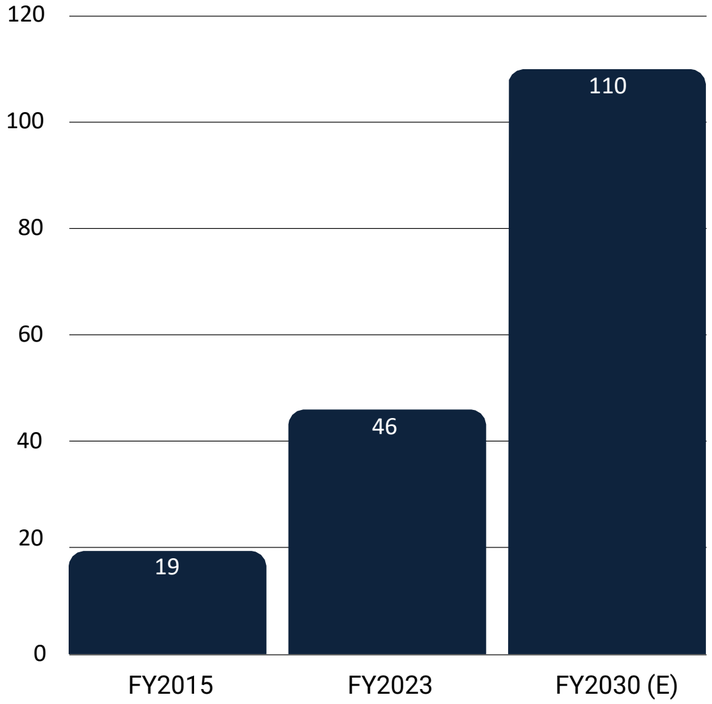
05

Strategic Advisory

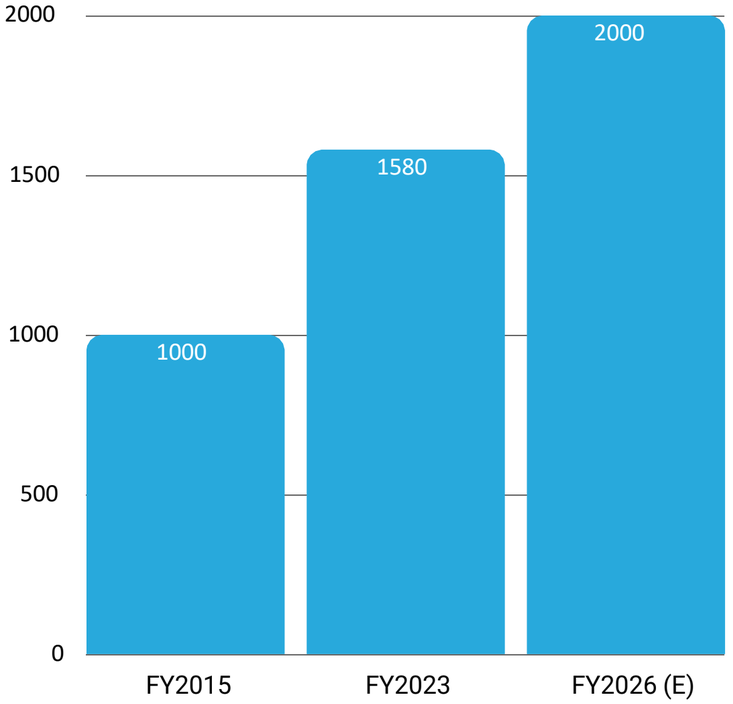
This includes offering strategic guidance, helping organizations optimize GCC operations, maximize cost savings, and align the GCC with broader business objectives.

Rise of Global Capability Centres

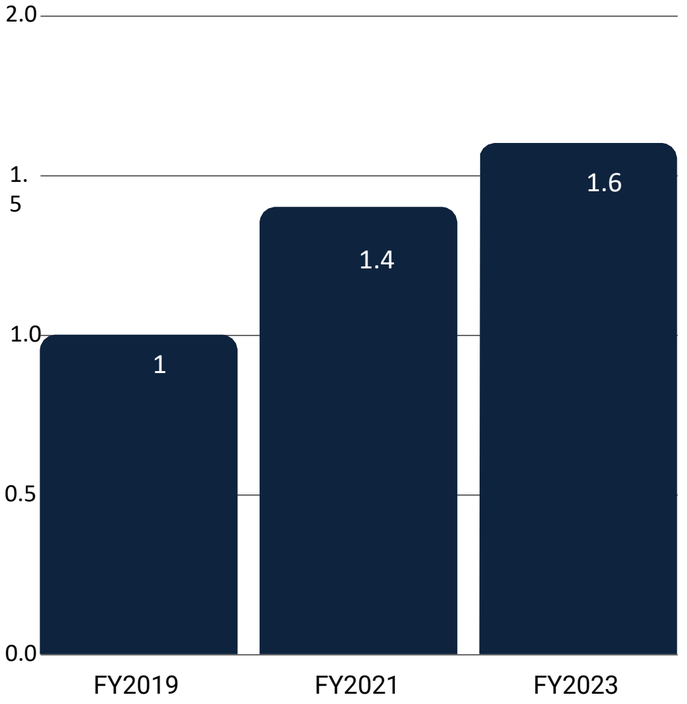
GCC Market Size In India ($B)



No. Of GCC In India



GCC Hiring Headcount (INR MN)



Trusted Partner in GCC

Technologies

40% Cost Savings

10+ GCC in a Year

Pay as You Go

Seamless Transition

Minimize Risks

No Lock-in

Our Comprehensive Services

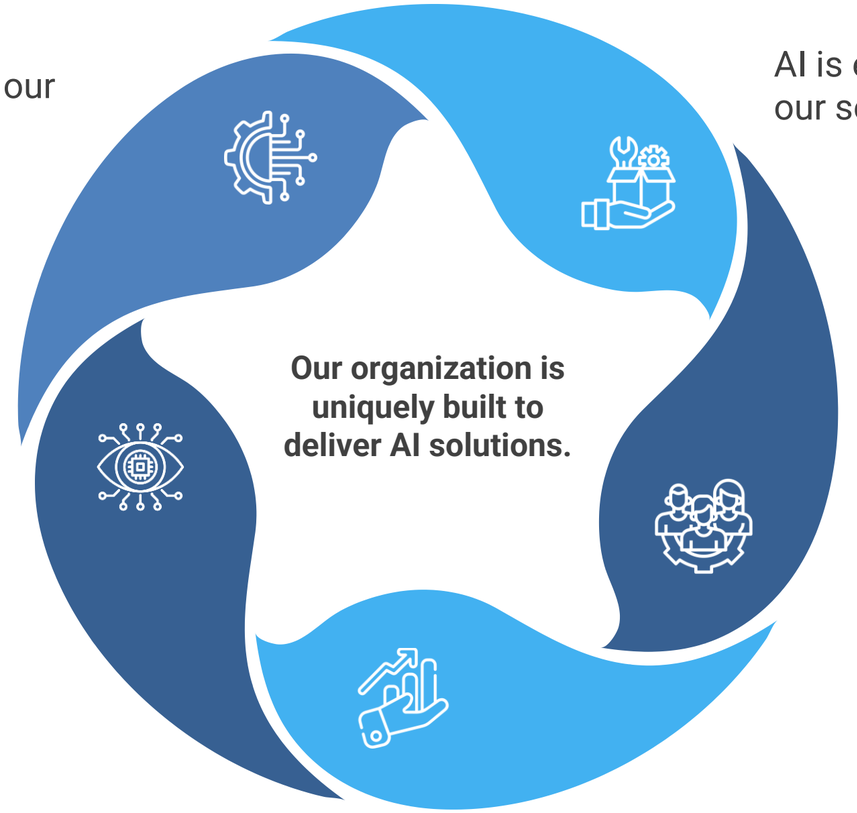
- Build Operate Transfer Model (BOT)
- Offshore Development Services
- GCC Strategy Development
- Private Equity (COE)

Driving Enterprise Transformation Through AI

Technologies
CMMI Level 5 Company

We've led with AI by transforming our own operations.

AI is embedded across all our services.



Our platforms are AI-augmented and fully connected.

Our workforce is prepared for AI-driven work.

AI is at the core of our sales operations.

AI & Technology Partner Ecosystem

CMMI Level 5 Company

Frameworks

scikit-learn, TensorFlow, PyTorch, Spark MLlib, fast.ai, ONNX, mlflow

Platforms & Tools

Azure Machine Learning, Amazon SageMaker, Vertex AI, databricks, Hugging Face, Amazon Bedrock, docker

Machine Learning

SOTA ML Models | Ensemble Models | Time Series | Anomaly Detection | Explainable AI

Deep Learning

Convolutional Neural Networks (CNN) | Recurrent Neural Networks (RNN) | Artificial Neural Networks (ANN)

Generative AI

OpenAI ChatGPT 4.0, DALL·E 2, Stable Diffusion, Hugging Face, EleutherAI, Midjourney, Jasper, deepseek

GAI Frameworks

LangChain, LlamaIndex, crewai, unsloth, Semantic Kernel, VectorDB

Cloud & Technology

Google Cloud Partner

Microsoft Gold Partner

Technologies

CMMI Level 5 Company

MAXIMIZING SHAREHOLDER WEALTH

Approach to Maximizing Investor Returns

Technologies
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01

Strategic Investments for Scalable Growth

Driving growth through focused investments in agile digital capabilities.

02

Inorganic Expansion Aligned to Strategy

Pursuing M&A to deepen client relevance and extend service offerings.

03

Global Operations Growth

Expanding Global Operations
Canada – Board Approved
Building Sales team for Europe & Middle East

Margin Expansion Strategy

Technologies
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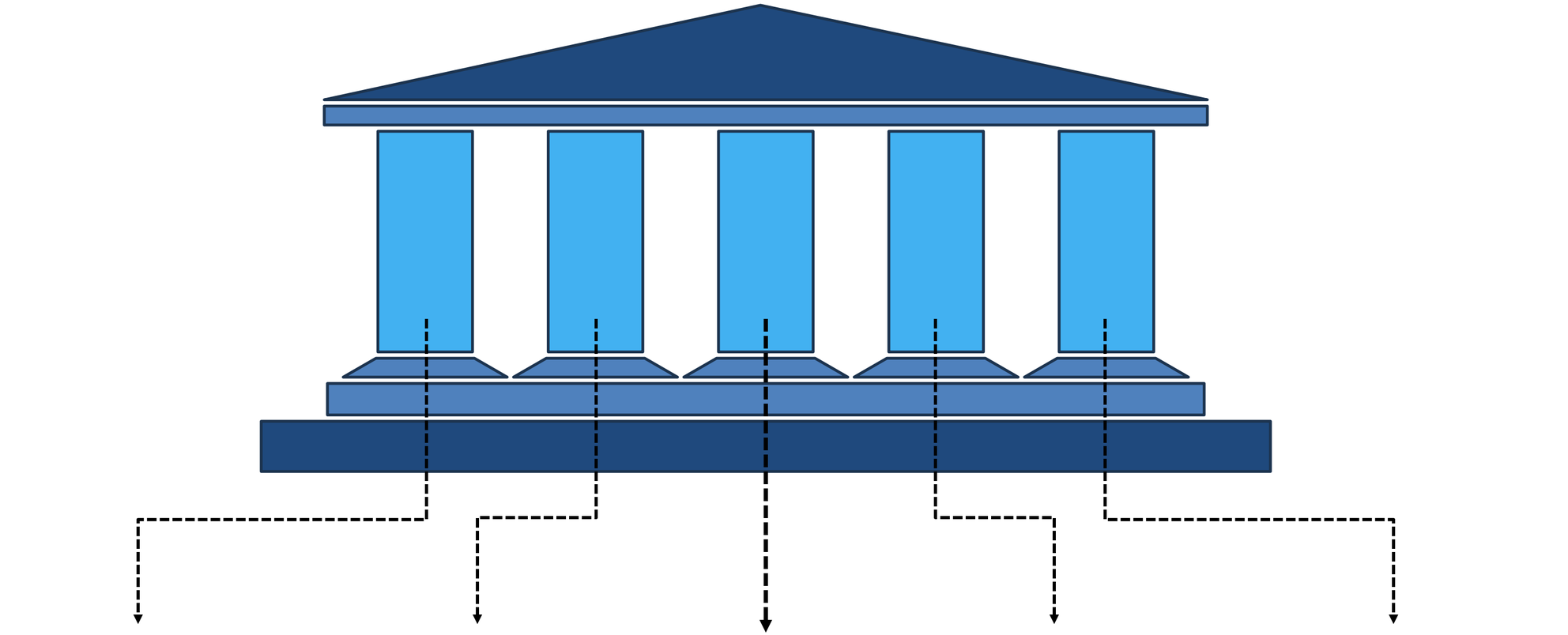

Value-Driven Sales

AI Enabled Delivery Pyramid

Automation and Generative AI

Enhancing Core Offerings

Lowering Overhead Costs

GROWTH DRIVERS

Our Management



Mr. Manoj Joshi

Manoj is the Founder, Promoter, and Chief Executive Officer (CEO) of our Company.
A qualified Chartered Accountant and AI enthusiast, he is a serial entrepreneur and business expert with over 25 years of experience in the technology industry. Based in Silicon Valley, California, he provides visionary leadership and strategic direction to drive the company's long-term growth.



Mr. Ritesh Sharma

Ritesh 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.



Mr. Bhavin Goda

Bhavin is the Chief Financial Officer at SA Tech Software India Limited.
A qualified Chartered Accountant with over 20 years of experience in the technology industry, Bhavin brings deep financial expertise and strategic leadership to the organization. He was previously associated with SA Technologies Inc., USA from 2006 to 2013 and has been an integral part of SA Tech Software India Limited since then. He is responsible for driving the company's finance strategy, compliance, and overall financial operations.



Mr. Aditya Joshi

With over 25 years of experience, Aditya is our COO and has driven transformation across technology, healthcare, and semiconductor sectors. He has built and scaled GCCs, GICs, and GOCs for global enterprises.
Specializing in sourcing, procurement, and operations, he crafts AI-driven solutions aligned with business goals.
Recognized by SIA and ManpowerGroup, Aditya has held leadership roles at Applied Materials, ManpowerGroup, and Capgemini—blending AI with human potential to shape the future of work.

Marquee Clients

























ANNEXURES

Best Quality Services

CMMI Level 5 Certification

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

Key Benefits

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

Driving Customer Satisfaction & 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.

CMMI MATURITY LEVEL 5

SOC 2 TYPE 2
AICPA SOC

AI & Technology Partner Ecosystem

Technologies
CMMI Level 5 Company

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Google Cloud Partner

Microsoft Gold Partner



GITEX Dubai 2024

Event Participation

GITEX Dubai 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

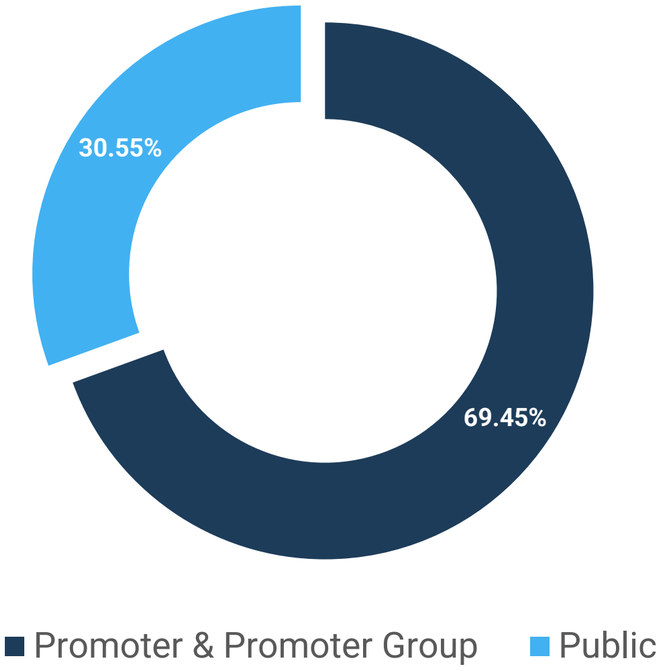
SA Technologies Triumphs with CMMI Services Maturity Level 5 Certification



Stock Data

NSE CODE: SATECH | ISIN: INE0BSN01013	
Share Price (₹)	63.70
Market Capitalization (₹ Cr)	83.17
No. of Shares	1,30,57,281
Face Value (₹)	10.00
52 week High-Low (₹)	250.00 - 45.00

Shareholding Pattern



THANK YOU

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