



Silver Touch™
TECHNOLOGIES

Date: 16/05/2019

To,
The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza,
BandraKurla Complex,
Bandra (East),
Mumbai - 400 051.

Symbol: SILVERTUC

Dear Sir / Madam,

Subject: Intimation of Press Release on Financial Results for the Year ended 31st March, 2019.

Pursuant to Regulation 30 of the SEBI (Listing obligation and Disclosure Requirements) Regulations, 2015 we are attaching herewith the Press Release with respect to Financial Results for the Year ended 31st March, 2019.

Kindly take the same on record.

Yours Faithfully,

For, SilverTouch Technologies Limited

Dipesh Solanki
Company Secretary & Compliance officer



Silver Touch Technologies Limited

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Tel + 91 79 2656 3158, Fax + 91 79 2656 1624, www.silvertouch.com



CIN : L72200GJ1995PLC024465



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Registered Office: 2nd Floor, Saffron, Nr. Panchwati Circle, Ambawadi, Ahmedabad - 380006, Gujarat, India

FY2019 Performance Highlights

Total Revenue reported at Rs. 2048.77 Million, up 24.20%

EBITDA at Rs. 204.55 Million, up 14.80%

PAT at Rs. 102.51 Million, up 19.95%

Recommends Dividend of Rs.0.50/- per Equity Shares (5%)

Ahmedabad, 14th May, 2019: Silver Touch Technologies Ltd., a leading and globally accepted IT Solution Provider and currently at the forefront of Digital Transformation & Emerging Technologies, announced its financial results for the year ended on March 31 2019.

Particulars (Rs. mm)	Full Year		
	FY19	FY18	Shift%
Revenue	2048.77	1649.55	24.20%
EBDITA	204.55	178.19	14.80%
EBDITA Margin%	10.0%	10.8%	(80) Bps
PBT	143.97	138.30	4.10%
PAT	102.51	85.46	19.95%
PAT Margin%	5.0%	5.2%	(20) Bps

Silver Touch reported good set of numbers in FY19 driven by increase in revenue contribution from service and solutions business. Revenue recorded remarkable growth of 24.20% YoY to INR 2048.77 million in FY18-19.

Financial Performance FY'19 Comparison: Year-on-Year

Revenue: Robust growth – Operating income of Rs 2048.77 mn vs Rs 1649.55 mn, up 24.20% Y-o-Y – Exports have surged by 0.8% from INR 67.04 mn in FY2018 to INR 80.67 mn in FY2019 - bullish revenue growth.

Profit: Growth in Earnings; Improvement in Quality of Earnings – Operating EBITDA of Rs 204.55 mn (10% of op. income) vs Rs 178.19 mn (10.8% of op. income) – Net Profit stood at Rs 102.51 mn in FY19 vs Rs 85.49 mn in FY18; up 19.95% Y-o-Y basis.

Cash Flow from Operations: – Cash flow from operations post working capital changes stood at Rs (32.62) mn as on 31st March, 2019 as compared to Rs 81.56 mn at the end of 31st March, 2018

Order Backlog: – Silver touch's Backlog is Rs 1368.50 mn as on 31st March, 2019

Operating Update

- ❑ **Recent engagements & accomplishments of STTL:** Archeological survey of India went Live with Integrated ERP Solution covering end to end automation. RITES Ltd a Leading Public Sector Unit's SAP Landscape is maintained by Silver Touch. Under Digital Transformation Solutions, many SMB went Live with SAP ERP solution including Captain Tractors, R.K.Ganga Group, Macons to name few. Ministry of Human Resource Development (**MHRD**) used Advanced Analytical Solutions from Silver Touch to enable decision making across India on various Educational Parameters
- ❑ Chairman & Managing Director, **Mr. Vipul Thakkar** featured as one of the **Top 30 Influential Business Leaders** to Watch in 2019 at **Insights Success**
- ❑ Silver Touch received the "**Best System Integrator in Government Vertical**" award at the Partner Leadership Award 2019 event
- ❑ In 2019, the Group's results improved substantially and its cash flow generation was robust.
- ❑ Silver Touch has entered into the Strategic Partnership with Leading Digital transformation Platform offering RPA Services with Automation anywhere like UiPath. STTL has been significantly contributing attributing to adapt **Robotic Process Automation (RPA)** and building awareness of the benefits for adopting RPA in the pharmaceutical industry and other varied sectors/industries;

RPA is a software-based automation service that utilizes the concept of revolutionary AI technology. Robotic Process Automation, as the name suggests, relies on robots or the software for performing mundane tasks and certain business processes with higher accuracy and speed. RPA services can replace humans from repetitive jobs to bring automation in the process. The biggest advantage of robotic process automation is it can work on a 24/7 basis.

- ❑ Silver Touch Technologies Ltd. participated in India's First Global Artificial Intelligence Summit by **All India Council for Robotics & Automation** on 17th Jan 2019 at Vigyan Bhawan, New Delhi. **Mr. Sudhir Aggarwal, Chief Strategy Officer - STTL** speaking at the event elaborated his thoughts on the topic **Academia Partnership and Engagement Model**

Management Comments

Commenting on the results, Mr. Vipul Thakkar, Chairman and Managing Director said: It is a pleasure to share with you all the results of the second half and the full year performance of FY'2019.

- *STTL have delivered a truly blockbuster performance with a double-digit constant currency revenue growth of 24.20%, that outperformed the high-end of our guidance and forecasts. It has been a fabulous performance from STTL, delivered through several initiatives and several good progress that we have made over the year*

- *“Our teams have executed well on our strategy which has resulted in consistent improvement of YoY growth each quarter. We have built a strong foundation for growth on the back of healthy order book and continued investments in emerging areas of RPA, Software Engineering services, AI/ML and Cloud. Our customers find these investments relevant as part of their digital transformation and IT Operations landscape modernization, enabling us to win in the market”*
- *As a scale player we expect to gradually increase our share of the total IT pie largely through its rapidly growing Software Services and robust order book. We have been aggressively pursuing large deals in the past few quarters. Our well established management practice helps us win some of the large size deals. The ramp up of the deals over the next two years will drive the revenue growth for our company. In a nutshell, we believe our positive growth guidance should help us emerge as an earnings growth leader in FY20 with an improved organic growth outlook.*
- *During the year we continued to benefit from improving markets, its development strategy and innovation policy. FY20 should therefore be another year of progress in net income from current operations at current market conditions and will further invest in its growth, strengthen its competitiveness.*

In the long run, we have a vision of enhancing our global presence and create a strong brand offering our innovative and futuristic technology.

We are actively pursuing efforts in this direction and developing product lines which are meant to transform the technology/applications for various industries. STTL will benefit from the quality of its business model, its operational discipline, as well as from innovation, excellence programs and internal efficiency.

About Silver Touch Technologies Ltd.

Silver Touch Technologies (NSE: SILVERTUC), was established in 1995 as a global IT Solution Provider and Software Services and Development Company, accredited with CMMI level 5, ISO 27001, ISO 20000 and ISO 9001. Silver Touch has carried out several domestic and international joint ventures that have enabled the company to expand its geographical reach and create diverse clientele across domains, technologies, and different geographies including the USA and the UK regions. With a vision to deliver IT solutions and by keeping the pace with ever-changing techno-business scenario in the market, the company caters reputed Indian as well as global clients. Branding itself as a complete Solution Provider®, it delivers end-to-end digital solutions under single umbrella across the world.

Leading a workforce of 1400+ IT professionals, STTL is poised to strengthen itself in the areas related to Government & PSU solutions, Cloud Technologies, Product Engineering Services, ERP & Consulting services, AI/ML. It also has a structured plan to fortify its presence across PAN India and has further expansions plans in USA and UK. Silver Touch will be looking at strategic tie-ups, acquisition in ERP and cloud software area. It is currently working on a few product development areas based on emerging technologies to expand the product offerings shortly with significant revenue growth.

For further information on the Company, please visit www.silvertouch.com

For further information contact:

Dipesh Solanki

Company Secretary & Compliance Officer

Silver Touch Technologies Limited

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Disclaimer:

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