



August 12, 2025

To

<b>BSE Limited</b> Department of Corporate Services Listing Department P J Towers, Dalal Street, Mumbai - 400001 <i>Scrip Code: 542367</i>	<b>National Stock Exchange of India Limited</b> Listing Department Exchange Plaza Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 <i>Scrip Symbol: XELPMOC</i>
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Dear Sir/Madam,

**Sub: Investor Presentation**

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a presentation to analysts / investors on the financial performance of the Company for unaudited Financial Results for the 1<sup>st</sup> quarter ended June 30, 2025.

We request you to take the same on record.

Thanking you,

Yours faithfully,

**For Xelpmoc Design and Tech Limited**

**Vaishali Shetty**  
**Company Secretary & Compliance Officer**

**Encl: as above**

**XELPMOC DESIGN AND TECH LIMITED**

**Registered Office:** No.57, 13<sup>th</sup> Cross, Novel Business Park, Hosur Road, Anepalya, Adegodi, Bengaluru - 560030

**Corporate Office:** Suite 1, 8<sup>th</sup> Floor, Raheja Mindspace, Building No. 4, Hyderabad-500081

**CIN NO: L72200KA2015PLC082873 | Website: [www.xelpmoc.in](http://www.xelpmoc.in) | Email: [hello@xelpmoc.in](mailto:hello@xelpmoc.in) | Mob. No: (+91) 6364316889**

Bengaluru | Hyderabad | Mumbai



Xelpmoc Design and Tech Limited

INVESTOR PRESENTATION - Q1 FY26

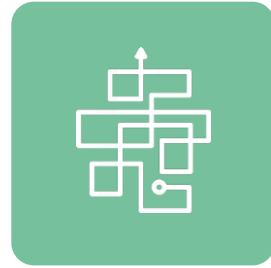


# WHO WE ARE



An Innovation Catalyst

Strategy



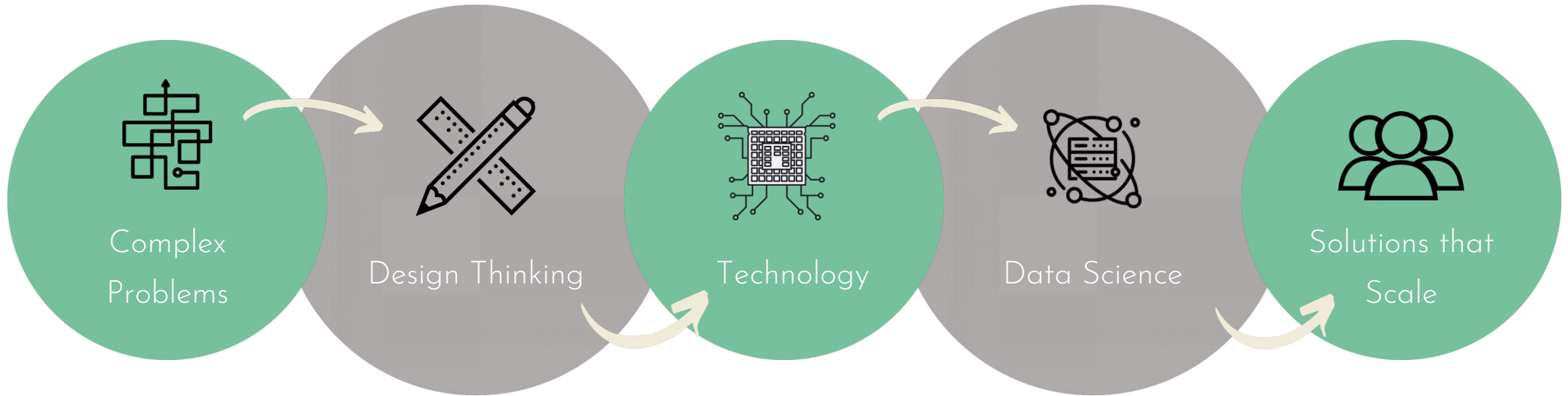
Technologies to solve the  
most complex business  
problems

Simplicity



Enabling solutions to the ever-  
evolving needs of Clients.

Scalability



## We Work With



Startups



Corporates



Government

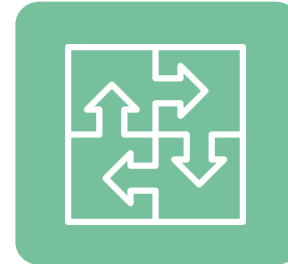
## Our Capabilities



Experience in  
Deep Tech



Large Scale  
Data  
Modeling



Product-  
Market  
Fit



Optimal  
solution  
creation



GTM  
Strategy

# OUR JOURNEY

## 2015

The Company was incorporated in Bengaluru as 'Xelpmoc Design and Tech Private Limited'

Entered into its first Technology Services Agreement with Fortigo Network Logistics Private Limited

## 2019

Got listed on the BSE and NSE platforms through an IPO

Woovly becomes Xelp's 5th company to receive institutional funding

## 2021

Xelp achieved its stated ambition of turning break even

## 2022...

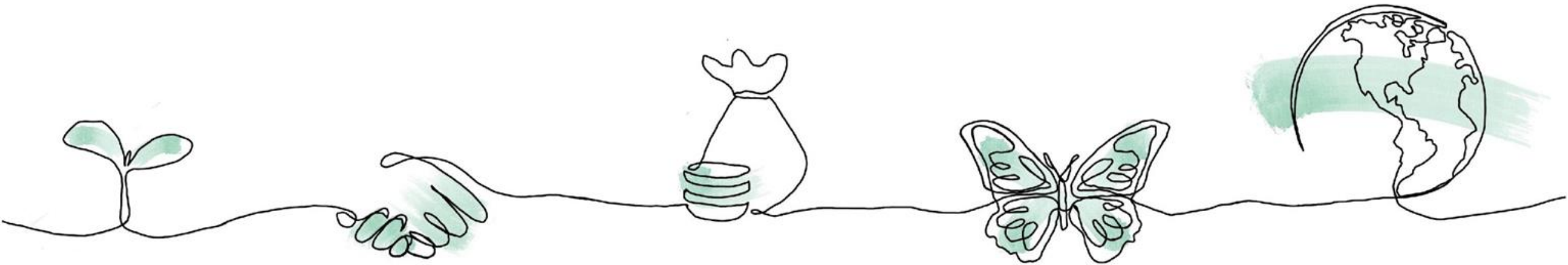
Newport Asia invests 5% equity in Xelp

Incorporated a wholly owned foreign subsidiary, 'Xelpmoc Design and Tech UK Limited'

Xelpmoc opens its 5th branch in India at Hyderabad

## 2023

Development of more Govt-Tech capabilities.



## THOUGHTS OF CEO



We operate in sectors that we believe in, and our organizational style is that of a tech co-founder. So, in that context, we are practically earning something like stock options when we do a cost-plus equity model with startups. And the second part of our revenues is expected to come from corporates, where we operate in a manner that is somewhat like the service sector. The only difference is that instead of engaging in body shopping, we are serving as enablers for startups and doing end-to-end innovation projects. A large part of our model is built on the characteristics of innovation.

We are focusing on revenue generation from the corporate sector. Our primary goal is to achieve profitability at the earliest by leveraging our own products and services.

As a shareholder in Xelp what you essentially own is something more analogous to a leveraged mutual fund than a standard mutual fund, as Xelpmoc is an instrument which aims to increase success rates and delivery assurance by ensuring that these sectors, which are typically deficient in technology, have access to technology at par with global standards. I believe that is the objective, and since we are focused on executing it effectively, we stand to profit from the wealth at the bottom of the pyramid.

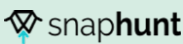
# BUSINESS MODEL



Startups



Signal



>>>

Cash + Equity

or

Equity

or

Cash

>>>



Corporates

MNC'S  
Or  
Large Conglomerates  
across the globe

>>>

Cash + Equity

or

Cash

>>>



Government



Xperience India Pvt. Ltd.

>>>

Cash + Equity

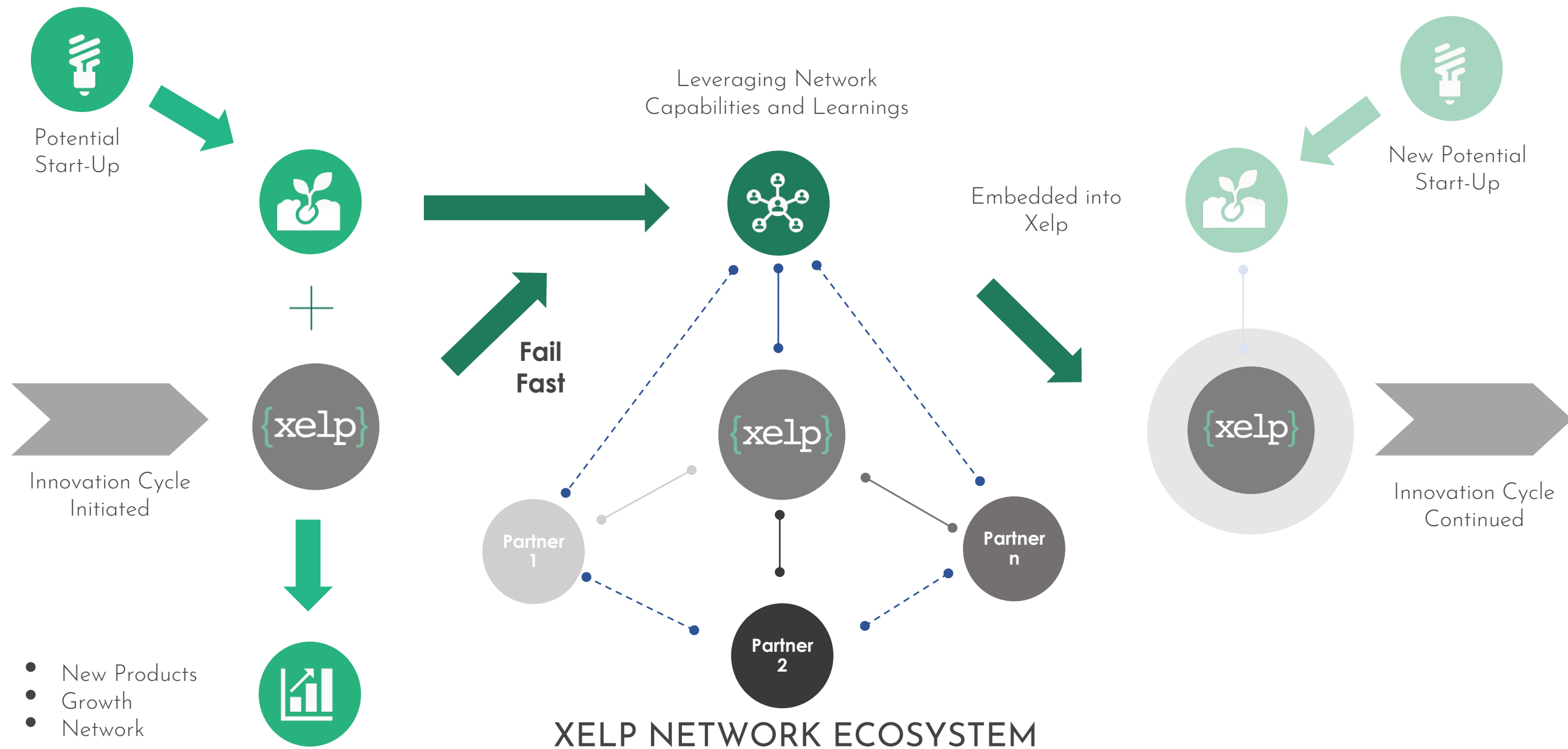
or

Cash

>>>

# OUR STARTUP & CAPABILITY DEVELOPMENT APPROACH

Faster Innovation Cycles through Multi-Dimensional Start-Up Network





# OUR VALUE PROPOSITION

## Multidimensional Innovation Matrix

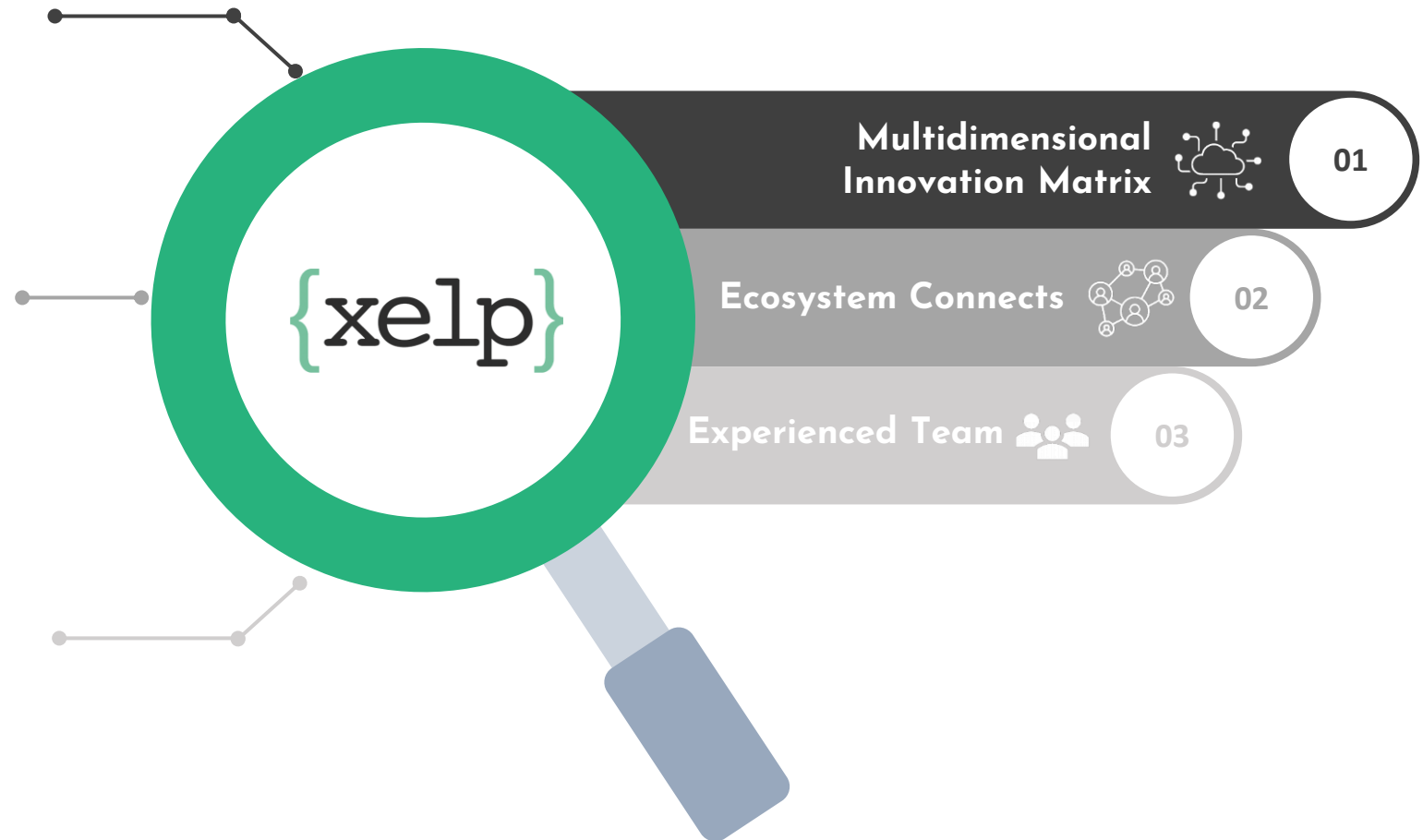
New innovations & cross-application of solutions/products from the capability network of Startups

## Ecosystem Connects

1000+ Corporate and Startup connects, which enable scope for building new synergies.

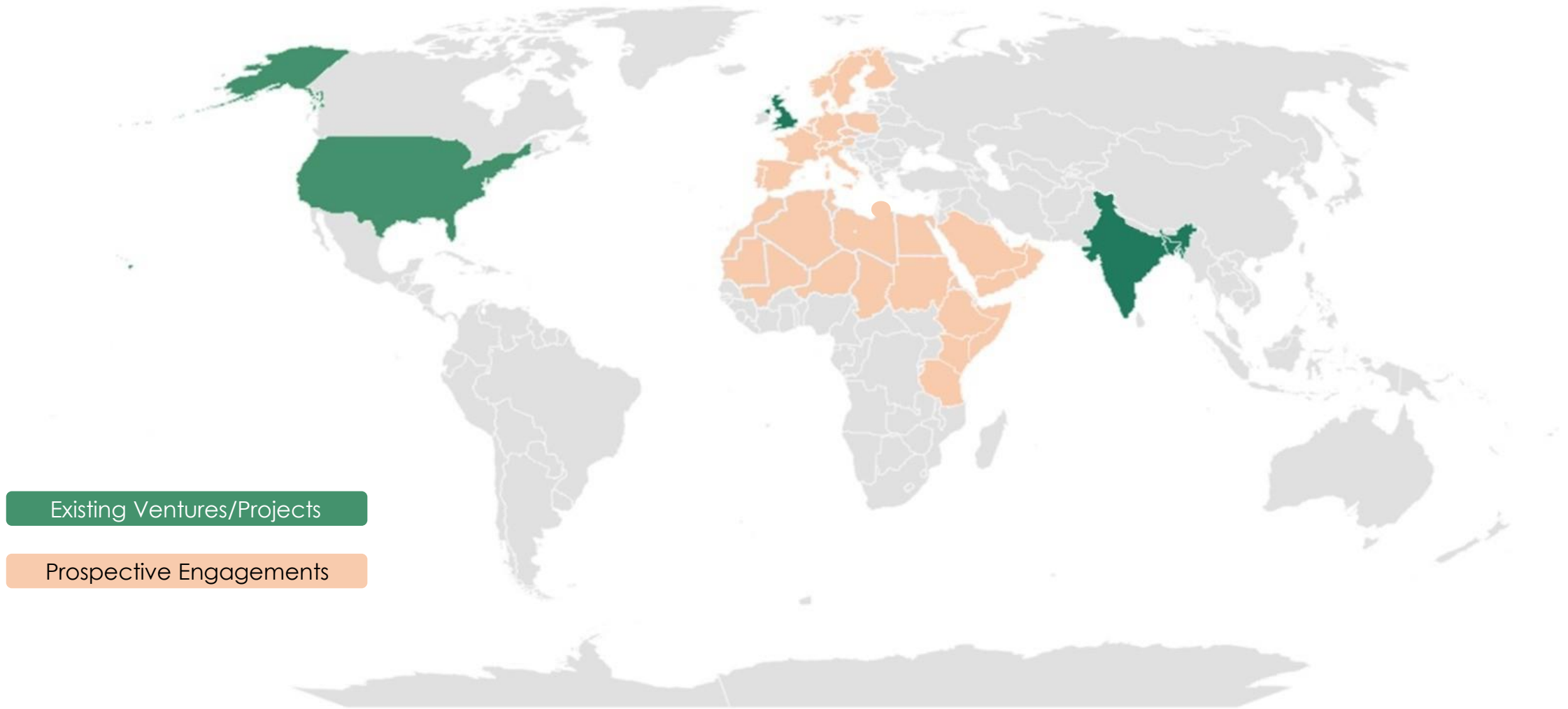
## Experienced Team

Multi-faceted team of successful entrepreneurs & consultants with a proven execution experience on corporate, startup, and government projects











# OUR GLOBAL ENGAGEMENTS :



















Our engagements haven't been limited to Indian Market...



# OUR VENTURES

			
<b>What</b>	Becoming the most trusted and accurate vernacular voice interface for the next billion	An e-commerce platform driven by social commerce. Seamless platform to aggregate shoppers, merchants, and relevant deals	Global Career Advancement platform Exclusive for women
<b>Sector</b>	AI	Social Media & E Commerce	Social Media
<b>Capability</b>	Using AI to empower Humans with the ability to seamlessly interact with the digital world regardless of their language, accent or dialect	A Social E-Commerce Aggregator & Networking Engine	A curated & diverse professional networking engine
<b>Other Information</b>	<ul style="list-style-type: none"> <li>❑ A digital personal assistant</li> <li>❑ Multilingual</li> <li>❑ Voice recognition in offline mode</li> </ul>	Investors:  	Partners:    J.P.Morgan
<b>Status</b>	Live <a href="http://mihup.com">mihup.com</a>	Live <a href="http://woovly.com">woovly.com</a>	Live <a href="http://thestarinme.com">thestarinme.com</a>
<b>Team</b>	Tapan Barman Biplab Chakraborty	Venkat J Neha Suyal	Mahua Mukherjee Uma Kasoji

# OUR VENTURES

				
<b>What</b>	End-to-end from story writing to publication- Opensource one of its kinds platform	Technology, IOT and Analytics platform solutions for Rural India	Smart AI based end to end hiring platform	Parenting Content Platform
<b>Sector</b>	Media & publishing	Rural Development	HR Tech	Lifestyle
<b>Capability</b>	Story Writing & Publication Aggregator	Farm Level Management, Credit & Traceability Support	HR - AI Aggregator for remote hiring	Consolidated platform catering to parents raising kids in a landscape that is physically, culturally and socially very different from Western countries.
<b>Other Information</b>	Investors:   	Recognitions:     	Clients:    Recognition:   	India's first children's lifestyle website Co Investor - NSRCEL
<b>Status</b>	Maintenance <a href="https://thepencilapp.com">thepencilapp.com</a>	Live <a href="https://Inqube.biz">Inqube.biz</a>	Live <a href="https://snaphunt.com">snaphunt.com</a>	Live <a href="https://kidsstoppress.com">kidsstoppress.com</a>
<b>Team</b>	Swarup Nanda Preeti Grover	Kalyan Kar Subhankar pandey	Tulika Tripathi	Mansi Zaveri Janani S Koushik

# OUR PROJECTS

Who	USA Based credential services company	State Government
What	Decentralized Ledger Technology for sharing Confidential and Verifiable Information	Delivery focused government service platform for citizens
Sector	Blockchain- Human Resource	Government
Capability	Web3 - An Internet of Careers	Multi-department public service delivery with CRM dashboard and agent management system
Other Information	<ul style="list-style-type: none"><li>• Flexible Blockchain Integration with Internal ERP Portal</li><li>• Secured network transfer of Information and background check cutting the middlemen in Organizational Recruitment lifecycle</li></ul>	launched in 14 ULBs of the State
Status	On-Going	Developed in IOS, android, web application

# OUR PROJECTS

Who	American multinational managed healthcare and insurance company	MSME Major in European Market
What	Call center Interaction optimization using Speech to text technology and deriving insights and monitoring conversation quality	Accounting and financials Services to MSME's in UK & Europe
Sector	Natural Language Processing	BFFSI
Capability	Real time analysis of human interaction, providing prompts and insights on the quality of Interaction	Flexible & Automated Accounting Management System
Use Cases	<ul style="list-style-type: none"><li>Automation of BPM using OCR</li><li>Deriving key Business data from dynamic documentation of business</li><li>Speech to text sentiment analytics</li><li>Smart real time Recommendation engine for Audio Interactions</li></ul>	<ul style="list-style-type: none"><li>Flexible and personalized Business Accounting System</li><li>Internal Management ERP system</li><li>Business process Automation</li><li>MIS and Business Intelligence Software</li></ul>
Status	Ongoing	Live & Ongoing

# OUR PROJECTS

Who	One of the India's largest conglomerate in retail and fashion	USA Based educational services company	Not-for-profit public limited company to promote skill development
What	Objective to boost back revenue from dip during the covid period through boosting D2C retail footprints	B2B2C global SaaS platform - Communication and Collaboration	Data Analytics for Fraud Data in Training centers which is controlled by the Client
Sector	Retail	Ed-Tech	Government
Capability	Data Science - Location Intelligence	An Organizational Social Network	Fraud Data Detection & Analytics
Use Cases	<ul style="list-style-type: none"> <li>❑ Site Selection for Retail chains</li> <li>❑ Location Identification for Real Estate</li> <li>❑ Urban Planning &amp; Traffic Identification</li> </ul>	<ul style="list-style-type: none"> <li>❑ A Social Collaboration Network Engine</li> <li>❑ Internal Student Communication Portal</li> </ul>	<ul style="list-style-type: none"> <li>❑ Data Analytics and Business Insights</li> <li>❑ Fraud Detection</li> </ul>
Status	Completed	On-Going	Completed

# OUR PROJECTS

Who	Client is top notch in assessing the physical fitness of a child based on the scientifically-established Healthy Fitness Zone in USA	USA based marketplace for gift cards	One of India's oldest existing companies and best known for its biscuit products
What	Client assesses health-related components of fitness of students to improve overall student health and achievement	Digitizing the marketplace for vendors to track sales and promotional activities	Data Driven Decision Support System
Sector	Fitness	Retail	Food and Beverage
Capability	PWA & Mobile Apps	e-gift card aggregator system with CRM dashboard, POS set up	Machine learning-driven trade marketing solution Location-specific business insights
Other Information	Client assesses health-related components of fitness of more than 10 million students across the country in over 20,000 schools.	Aiming to become the Small Business entrepreneurial Community for Vendor Support	Aiming to become the Small Business entrepreneurial Community for Vendor Support
Status	On Going	Completed	Completed



# OUR PROJECTS

Who	Indian e-commerce company based owned one of the biggest conglomerates	American publicly traded company that operates a cryptocurrency exchange platform
What	Search engine Improvement	Crypto trading with IMPS/Banking integration for instant deposit and withdrawals
Sector	e-commerce	Fintech
Capability	Search Product to ingest business relevance without it trumping the text relevance and user relevance	Failsafe crypto trading- micro services implementation
Other Information	SRP Load time less than 3s in 90%+ cases	\$159B Quarterly volume traded %101B Assets on Platform
Status	Completed	Completed

# USE CASES

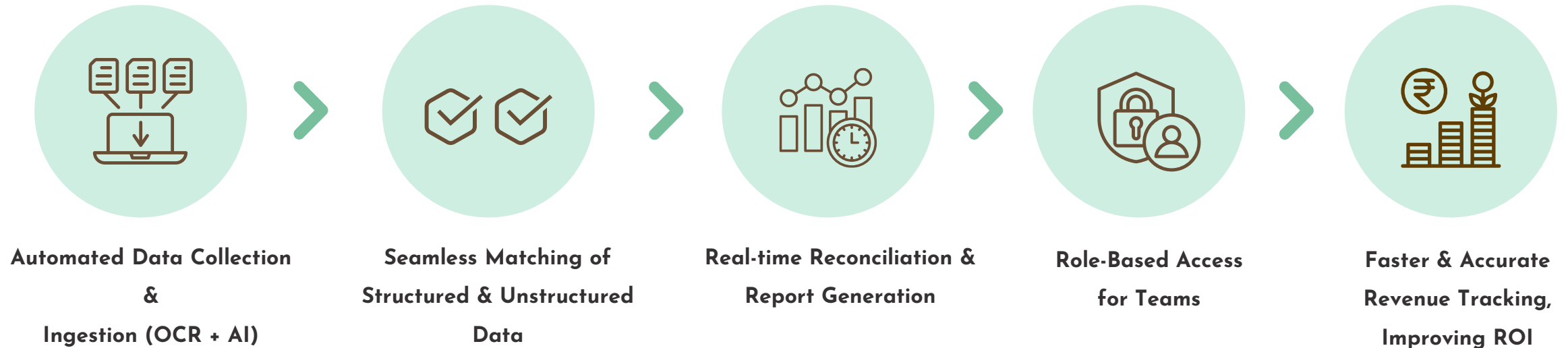
## Automated Revenue Reconciliation With XELPMOC

**The Problem:** Revenue Reconciliation takes 60-90 Days, Sales & Finance Work in Silos where -

- Sales receive payments via chat, email, text, etc.
- Finance receives bank statements with varying amounts & formats like customer home loan statements, payment gateway transaction statements or any other POS statements.

**Resulting In:** Manual Reconciliation Effort | Unlinked Transactions & Errors | Impact on ROI & Decision Making | Compliance Risks & Delays | Lack of Real-Time Visibility

**Solution:**

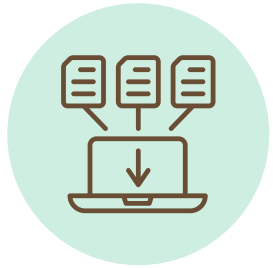


# USE CASES

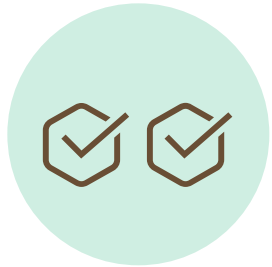
## Automation of Risk and Compliances (Legal, Revops)

**The Problem:** Legal teams spend hours manually reviewing contracts, extracting key data, and identifying risks, it's repetitive, time-consuming, and costly.

**Solution:** An AI-driven legal assistant that simplifies contract review, extraction, and risk identification.



Upload any document in any format, any structure.



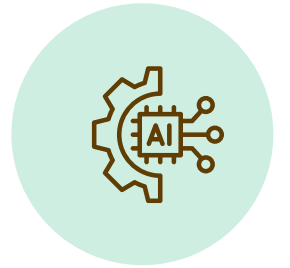
Adapts to your legal language, no setup needed



Understands legal context, clauses, deviations, liabilities, and dates



Label outputs as Correct, Wrong, or Partially correct with reasons



Powered by agentic AI, ensuring 100% key coverage

## ROI & Benefits

- Save 80-90% of time spent on manual contract.
- Lower legal ops costs by reducing manual effort.
- Identify risks early.
- Scale & handle 10 or 10,000 contracts seamlessly.
- 100% field coverage.

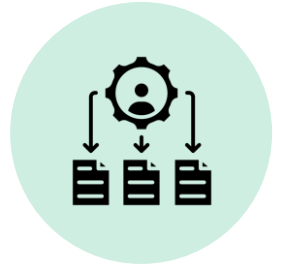
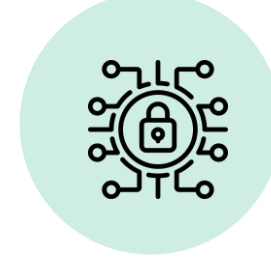
# USE CASES



## Agetech for India, by Reverely® Agetech

**Reverely® Agetech** - A Venture Studio by Xelp, dedicated to accelerating innovation in elder care in India, especially in areas such as Aging in Communities and at Home, Caregiving, Fall Prevention and Future of Work.

- ❑ Our flagship product **RELY - Senior Independent & Assisted Living Suite**, leads our foray to empower enterprises in the Senior Independent and Assisted Living industry, in India.



### RELY - SAAS for Senior living

Operations, Care, CRM, Billing, F&B, Inventory etc.

### Localized for India

6 languages, cultural menus, regulatory compliance.

### Smart Tools

Task allocation, predictive maintenance, real-time KPIs.

### Secure & Compliant

Role-based access, data protection.

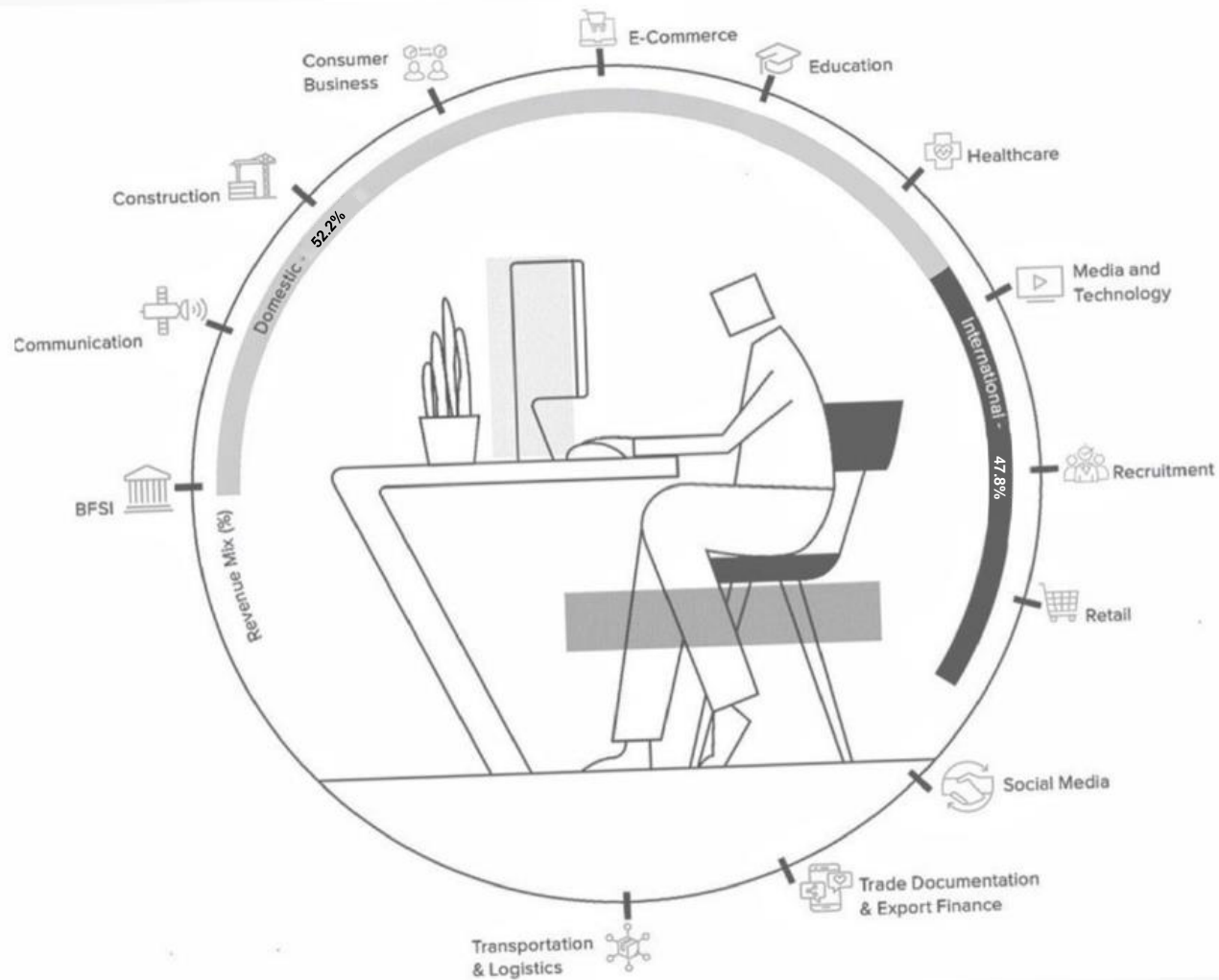
### End-to-End Support

Onboarding, training, customization.

## ROI & Benefits

- 40% faster admin tasks - more time for resident care.
- 25 - 30% lower operational costs, plug leakages.
- Improved productivity, streamlined service operations.
- Full spectrum coverage of operations, unified view.
- Centralized control, scalable across properties.
- Higher resident satisfaction (+30%).
- Data-driven strategic planning.
- Sustainable long-term profitability.

# TRACTION



Xelpmoc Design and Tech Limited provides professional and technical consulting services in the domains of product development, data science, and analytics. Xelpmoc is adept at developing next-generation Artificial Intelligence and Machine Learning technology, specialising in Natural Language Processing and Data Analytics.

The Company collaborates as a Technology Partner and Consultant, working with multiple clients across the spectrum, such as governments, businesses, individuals, and start-ups, and helping them optimise their data.

***Investee Companies - 10***

***Team Size - 52***

***Clients - 65\****

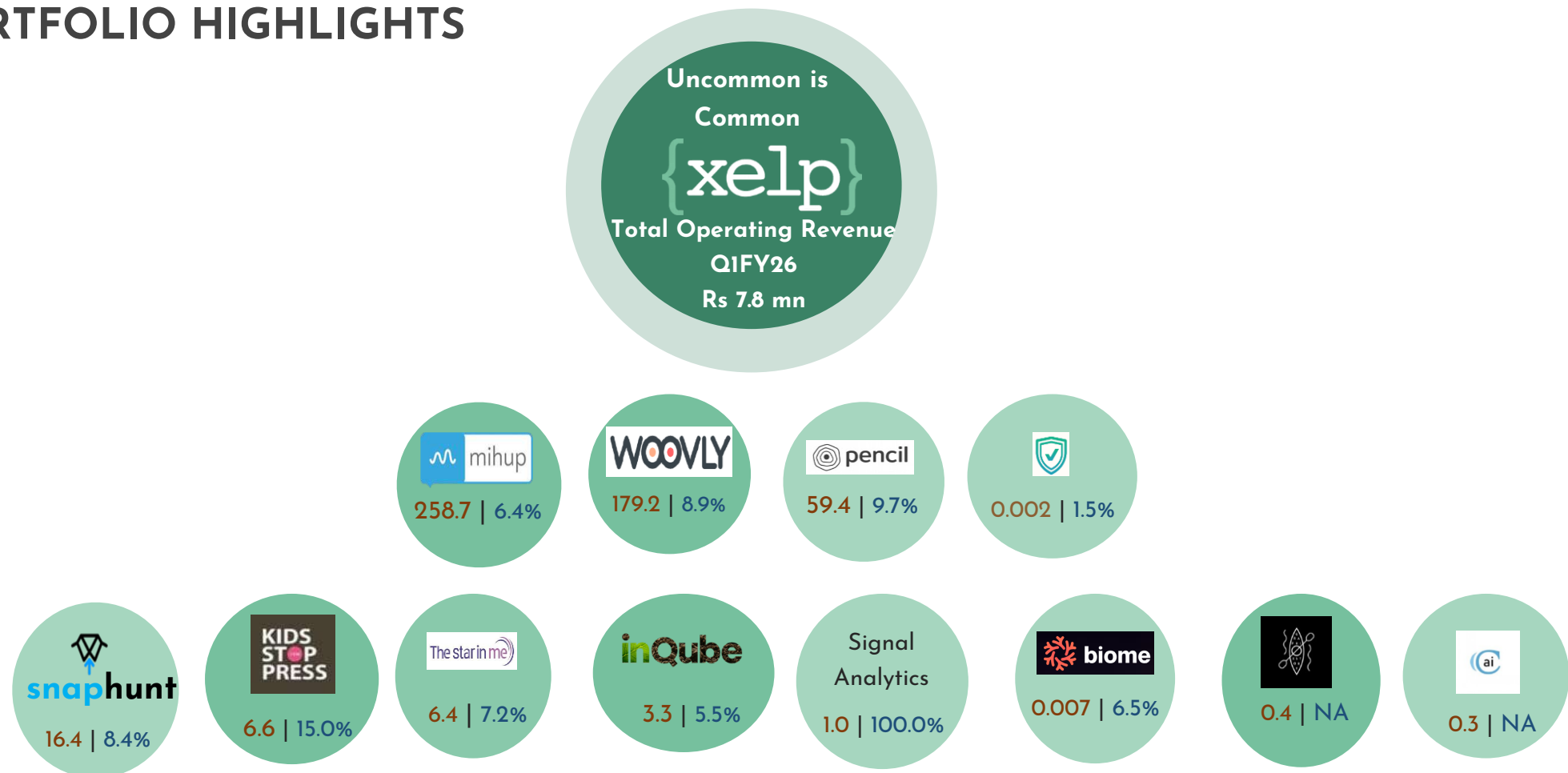
As on June 30, 2025

\*Served till date

# PORTFOLIO PERFORMANCE

Company Name	Cost of investment (Rs in '000)	Fair Value as of June 30 '2025	Fair value as of June 30 '2024
Mihup Communication Private Limited	6,069.05	2,58,778.39	3,12,400.23
Snaphunt Pte Ltd	615.37	16,414.42	16,440.89
Inqube Innoventures Private Limited	9,298.51	3,342.89	3,627.93
KidsStopPress Media Limited	9,044.13	6,575.42	6,561.64
Woovly India Private Limited	572.03	1,79,199.57	1,52,375.85
Graphixstory Private Limited	409.50	409.50	409.5
One Point Six Technologies Pvt Ltd	51,270.67	59,405.63	46,950.30
Femmevista Technologies Pvt Ltd	1,223.00	6,404.70	6,182.70
Catalyst Inc- Class B Common Stock (preferentially convertible in Class A)	293.45	308.23	308.23
Signal Analytics Private Limited	1,000.00	1,000.00	1,000.00
SkillPramaan Proof of Skill Private Limited	1.51	1.51	-
Integrative Ventures LLP	6.50	6.50	-
Total	79,803.72	5,31,846.76	5,46,257.27

# PORTFOLIO HIGHLIGHTS



● Represents fair value of investment in Rs mn as at June 30, 2025  
● Approx. Diluted shareholding %  
NA: Preference share holding

# PORTFOLIO HIGHLIGHTS FOR Q1FY26



## Mihup

- ❑ Conversation AI platform providing real time assistance and analytics on customer - agent interactions to accelerate revenue, CX and business performance
- ❑ Mihup currently has Rs.200Mn ARR, with a target to reach by Rs.250Mn by end of current fiscal year
- ❑ Tata Motors, Canara HSBC, Angel Broking and Pine Labs are its top clients
- ❑ Mihup currently has ~24 months of execution runway with the latest fund raise. Now employs 68 people
- ❑ Phenome based voice to text engine for industry-leading accuracy. Pre-built AI Models for multiple industries
- ❑ Hybrid Architecture (Edge+ Cloud) for secure and real time data processing. Total Workflow Automation. Mix Language Understanding



## Woovly

- ❑ Company now has 2 business verticals (1) Video commerce marketplace for lifestyle products (2) Interactive Shoppable Videos and Live Commerce Solutions (SaaS business)- Live2.ai
- ❑ Live2.ai has 2 core product offerings- Shoppable Social Wall and Social Media Publishing and reporting
- ❑ Live2.ai currently has \$2.6Mn ARR, with 280 brands on platform and is EBITA positive
- ❑ Notable enterprise clients include Henkel, Shiseido, L'Oréal, Samsonite, Titan Group, Decathlon, Unilever and Diageo, with several more global brands in the pipeline



# PORTFOLIO HIGHLIGHTS FOR Q1FY26



## Snaphunt

- ❑ Launched agentzane.ai, full digital recruiter product. The second product Snaphyre launched in 2022 is a fully managed recruiting for SMBs and startups
- ❑ Revenue & Subscriber growth: Paid customers grew 1.5x in 2024 due to the removal of the freemium plan and pricing plans that are boosting product-led conversions. Updated the content in line with the latest Google algorithm updates and also revised Google ad strategy. This should result in an uptick in subscribers in Q3 2025
- ❑ Revenue for Apr-Jun 2025: USD 113,788
- ❑ Has 8.1M job seekers on the platform & 10,000 employers



## The Star In Me (TSIM)

- ❑ Learning-as-a-service platform to drive organizational excellence for both genders
- ❑ New clients: Siemens, Flutter, Aragen
- ❑ Gross Revenues closed for FY25 : Rs. 2.35 crores. For Q1FY26 : Rs. 2 crores booked
- ❑ Added new features on the Platform to elevate the Coach/Partner experience and Client Discovery process
- ❑ Received Gold Award in the 'Startup of the Year' category at the ET Human Capital Annual Awards 2025

# PORTFOLIO HIGHLIGHTS FOR Q1FY26



## Kids Stop Press

- ❑ Kids Stop Press (KSP) is a discovery platform for parents through every milestone in their parenting journey from conception to age 16yrs of child. Xelpmoc has helped build for the KSP Machine Learning platform to understand over a 100 data points of all the users
- ❑ Platform TG is first time parents in the 25-34 age bracket (75%) of traffic, 45% IOS. The company monetizes its content with brand partnerships and subscription revenue
- ❑ Monetization improved with higher long term brand partnerships, covering more national footprint including tier 2 cities



## Pencil

- ❑ Pencil is a Mumbai-based creator economy startup established in 2007, dedicated to empowering writers by providing them with innovative tools to create, enhance, and monetize their stories
- ❑ AI-generated audio created with grant from Google India is live
- ❑ Samples created for various publishers from our AI-generated books, in English, Marathi, Hindi, Malayalam, Tamil, Arabic, Spanish & Swahili have been created and shared
- ❑ Intellectual Property Monetization with 38,713 units sold in Jan-Mar'25 as against 11,782 in Apr-Jun'25
- ❑ Revenue for April-June '25 at Rs. 73 Lakhs

# PORTFOLIO HIGHLIGHTS FOR Q1FY26



## Biome

- ❑ BIOME has announced its first late co-founding investment in Zoop.Money, a company developing a fully digital, white-label loan platform for home buyers
- ❑ With an investment of Rs. 2 Crores, BIOME holds an 11% combined stake, including 6% equity and 5% co-founder equity
- ❑ The leadership team at Zoop.Money, with its extensive expertise, has successfully integrated with a leading PSU bank and is in advanced discussions with a major real estate developer, positioning the company for significant growth in the digital lending space

## BUSINESS HIGHLIGHTS FOR Q1FY26

- ❑ The Board of Directors of the Company approved the proposal for part sale / disposal of its investment in Mihup Communications Private Limited ("Mihup"). As per the proposed Share Purchase Agreement, 11,782 Series Seed CCPS of the face value of Re.1/- per share at a price of Rs.8487.32/- per share aggregating to total consideration of Rs. 100 million will be transferred.

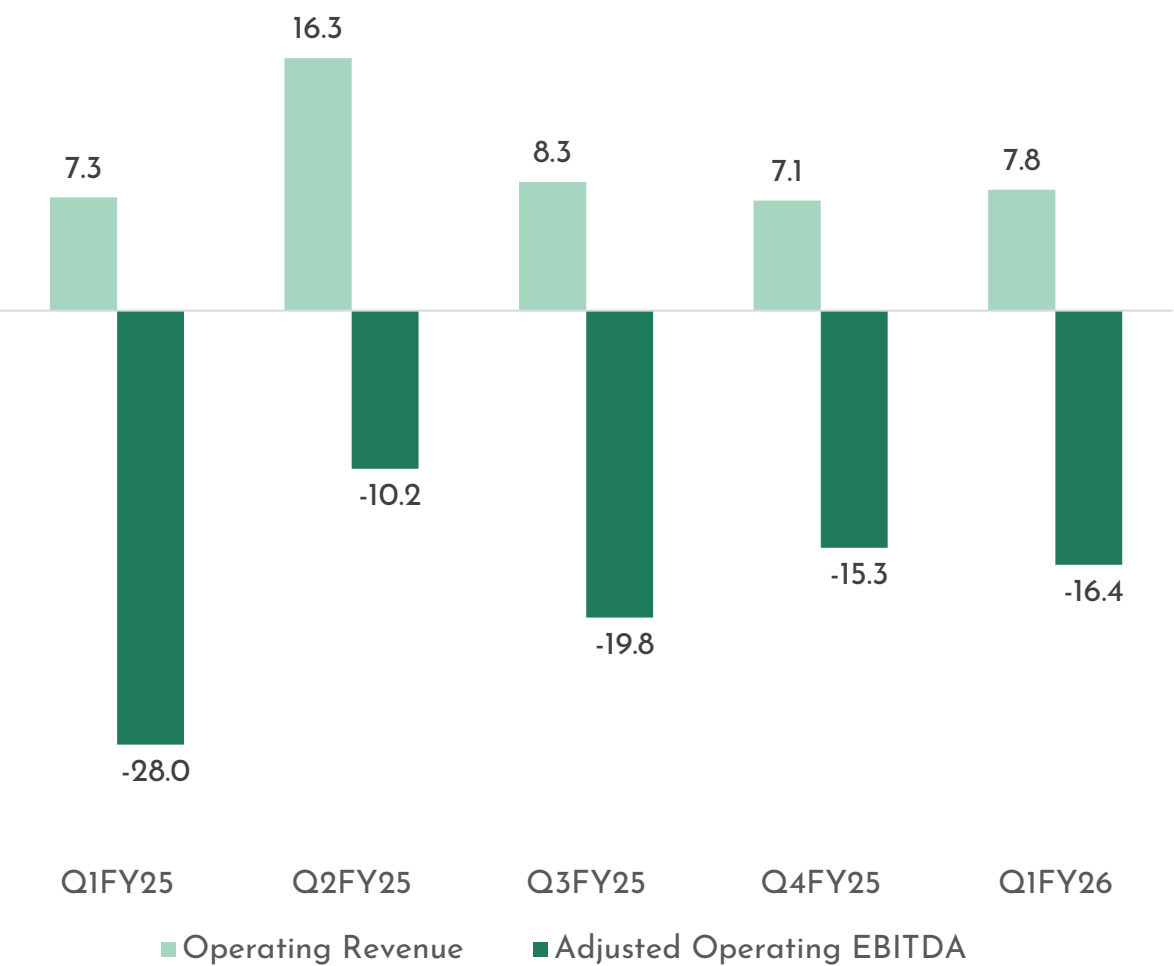
# CONSOLIDATED FINANCIAL HIGHLIGHTS

(Rs in Millions)	Q1'26	Q4'25	QoQ %	Q1'25	YoY%
Revenue from Operations	7.8	7.1	11.2%	7.3	7.8%
Other Income	1.4	1.1	24.6%	1.9	(25.8)%
Total Income	9.3	8.2	13.0%	9.2	0.9%
Adjusted Operating EBITDA	(16.4)*	(15.3)*	NA	(28.0)*	NA
% of Operating Revenue	NA	NA	NA	NA	NA
PAT	(18.8)	(18.4)	NA	(39.3)	NA

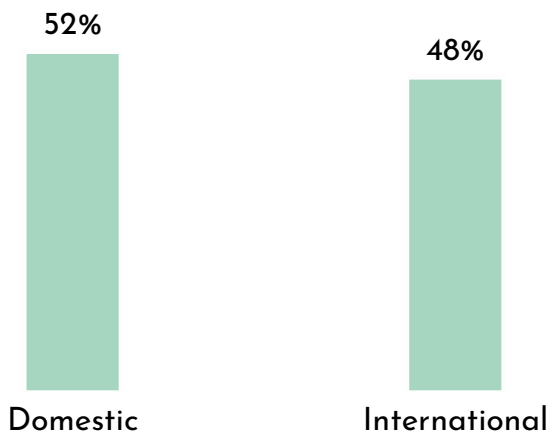
The fair value of our investments in our clients as on June 30, 2025, stands at approximately Rs 531.8 million

\* Adjusted Operating EBITDA is after excluding ESOP expenses Rs 0.1 million, Rs 0.1 million, Rs 0.1 million, Rs 0.1 million and Rs 0.9 million during Q1FY25, Q2FY25 Q3FY25, Q4FY25 and Q1FY26 respectively

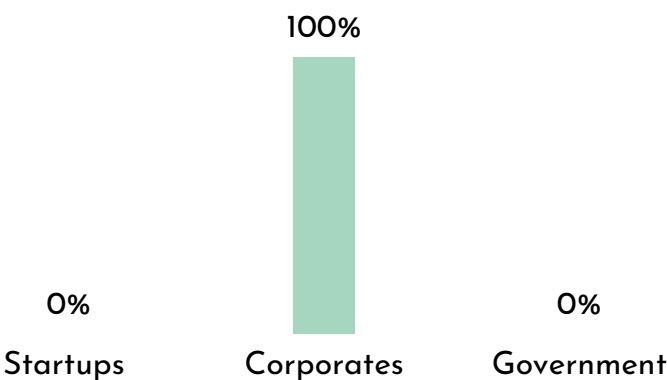
# FINANCIAL HIGHLIGHTS



Q1FY26 Geographical Split %



Q1FY26 Revenue Split %



\* Adjusted Operating EBITDA is after excluding ESOP expenses Rs 0.1 million, Rs 0.1 million, Rs 0.1 million, Rs 0.1 million and Rs 0.9 million during Q1FY25, Q2FY25 Q3FY25, Q4FY25 and Q1FY26 respectively

# TEAM: KEY MANAGEMENT



**Sandipan  
Chattopadhyay**

Founder, MD & CEO

- ❑ Ex-CTO of Just Dial, where he built and scaled the technology stack,
- ❑ Founder at E Dot Solutions, where he built Money Control.com. He led Money Control until its merger with Geodesic.
- ❑ Held key roles in web technology at Tata Interactive.
- ❑ He has helped the technology development of several start-ups as well as new initiatives at large enterprises
- ❑ IIM Alumni



**Srinivas Koora**

Founder, Executive Director, CFO

- ❑ A finance expert and a business leader possessing extensive experience of over 26 years managing cash flows for start-up companies at all stages.
- ❑ Ex-Deputy CFO at Just Dial
- ❑ A corporate finance expert, he played a lead role in raising capital from SAIF Partners, Tiger Global, Sequoia Capital, SAPV & EGCS.
- ❑ He managed Just Dial's blockbuster IPO and implementation of its pre-listing and post-listing ESOP plan.



**Jaison Jose**

Co-Founder, & Executive Director

- ❑ Manages Human Resource Services, Business Development and Operations
- ❑ Diverse experiences spanning functions such as Human Resource Services, Business Development and Operations.
- ❑ Founding team member of Qess Corp Limited and ex-Adecco India PeopleOne Private Limited
- ❑ Master's Degree in Marketing Management, Mumbai University, M. Com, B. Com



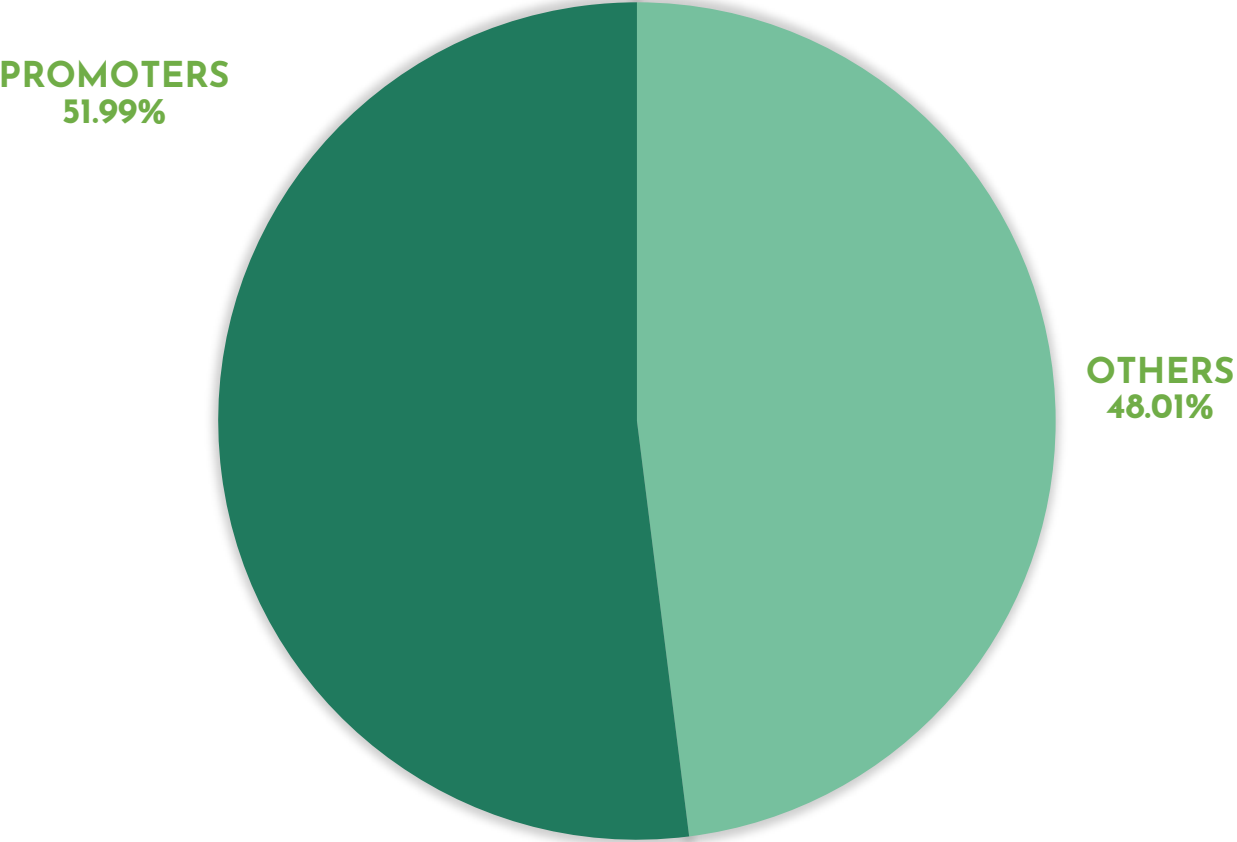
**Vishal Chaddha**

Chief Venture Partner

- ❑ Expertise in Product Market Fit, GTM strategy,
- ❑ Manages Sales, Alliances, Client relations and government relations
- ❑ Ex-CEO HT Media Internet Business and ex-Head -Preferred Banking RBS
- ❑ MBA - IIMC, B.S.- Mathematics-Delhi University

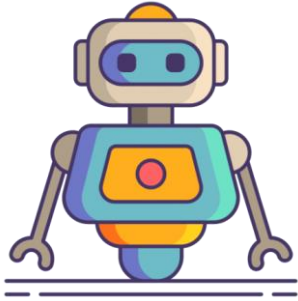
# SHAREHOLDING PATTERN

SHAREHOLDING AS ON JUNE 30, 2025 (%)

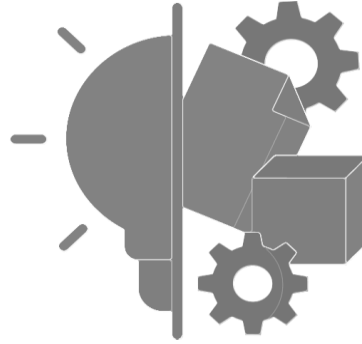




# INVESTMENT RATIONALE



Differentiated technology services play with high focus on Data Science, AI and ML



Ability to identify unique business models and partner with the entrepreneurs to bring their idea to fruition



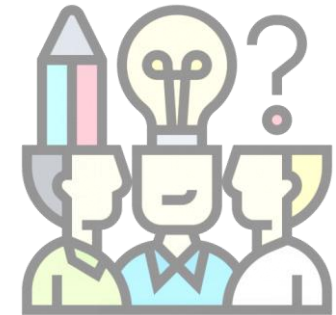
Focused on driving value to shareholders than a consistent traditional growth story



Key investments in companies have already scaled up to a substantial level



Strong management with senior high calibre technology professionals



Vision is to partner and grow with start-ups while selectively working on traditional projects that excite the high technology DNA of the company



THANK YOU !



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