

**Date:** 20-07-2025

**To**

<b>Listing Compliance</b> <b>National Stock Exchange of India Ltd.</b> <b>Exchange Plaza, Plot no. C/1, G Block,</b> <b>Bandra-Kurla Complex, Bandra (E)</b> <b>Mumbai – 400051</b>	<b>Listing Compliance</b> <b>The Bombay Stock Exchange Limited,</b> <b>Phiroze Jeejeebhoy Towers,</b> <b>Dalal Street,</b> <b>Mumbai – 400 001.</b>
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**Subject:** Investor Presentation Q1FY'26.

Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

**BSE Scrip Code:** 543599; **NSE Symbol;** KSOLVES; **ISIN:** INE0D6I01023

Dear Sir/Madam

Pursuant to the abovementioned Regulation, please find enclosed herewith the Investor Presentation Q1'FY26

You may also find the same on company's website at <https://www.ksolves.com/investors>

This is for your information and records.

**For Ksolves India Limited**

**Manisha Kide**  
**Company Secretary & Compliance Officer**

# INVESTOR PRESENTATION

Q1'FY26



# QUICK GLANCE

**01** | [Key Developments \(Q1'FY26\)](#)

**02** | [Organization Overview](#)

**03** | [Growth & Strategy](#)

**04** | [Technology Roadmap](#)

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# 01 Key Developments

Q1'FY26

## Revenue

- Consolidated **Revenue** from Operations grew **19.3% YoY** (37.67 cr. vs 31.57 cr.)
- Consolidated **Revenue** from Operations grew **13.0% QoQ** (37.67 cr. vs 33.34 cr.)

## Profit

- Operating **Profit Margin** at **26.4%**
- Profit After Tax (**PAT**) Margin at **17.1%**

## Key Update

- The Board has declared the first interim dividend of ₹1 per share for FY 2025–26, reinforcing our commitment to rewarding shareholders.

# Q1'FY26 Quarterly Performance Insights

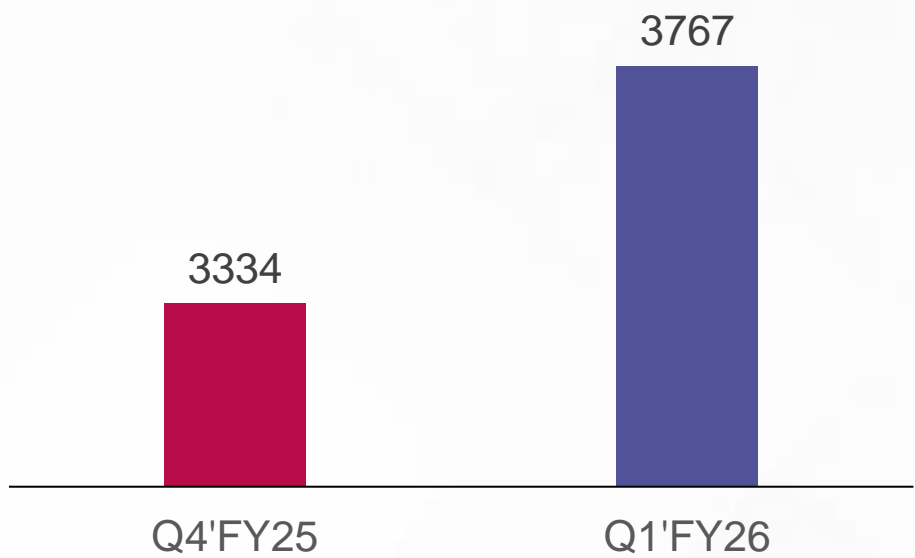
Overview

Growth & Strategy

Technology Roadmap

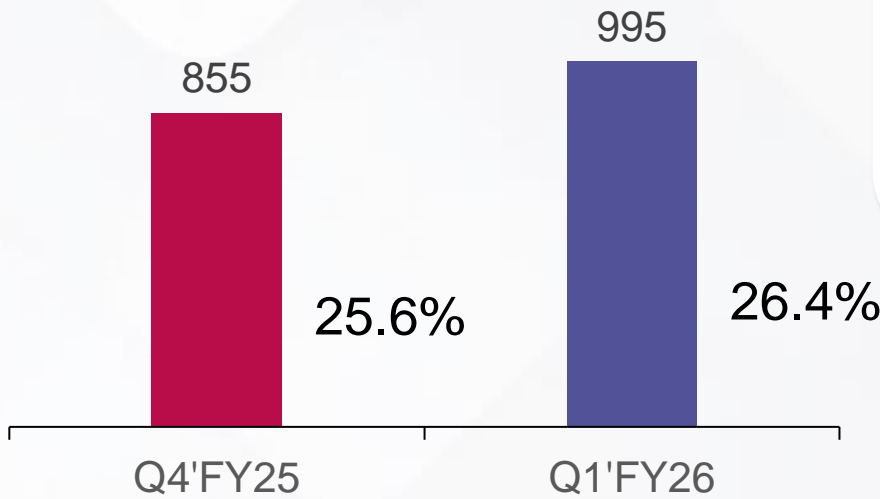
Financial Performance

Revenue (₹ Lacs)



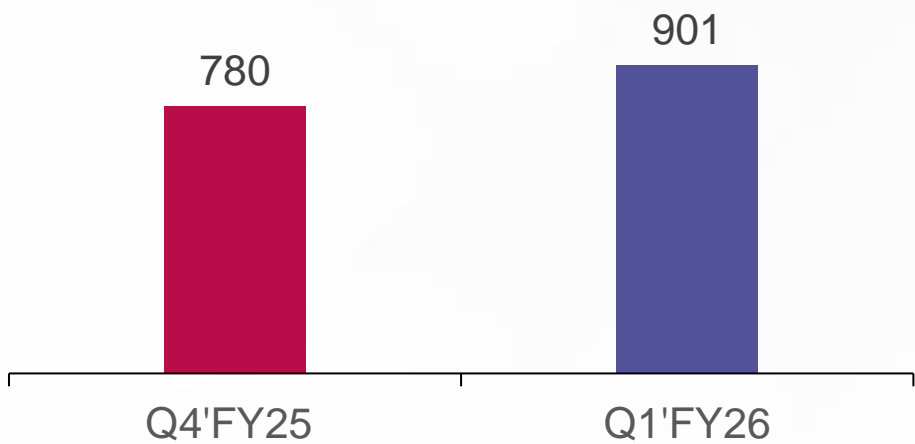
**13%**  
QoQ  
Revenue  
Growth (%)

EBITDA (₹ Lacs)



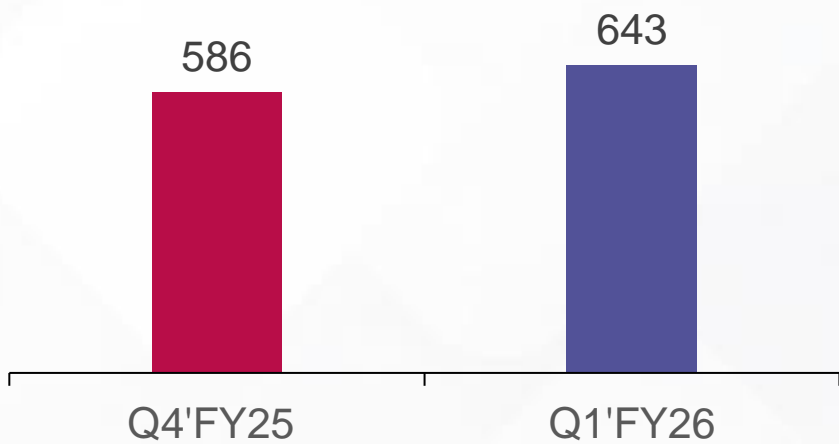
**16.3 %**  
QoQ  
EBITDA  
Growth (%)

PBT (₹ Lacs)



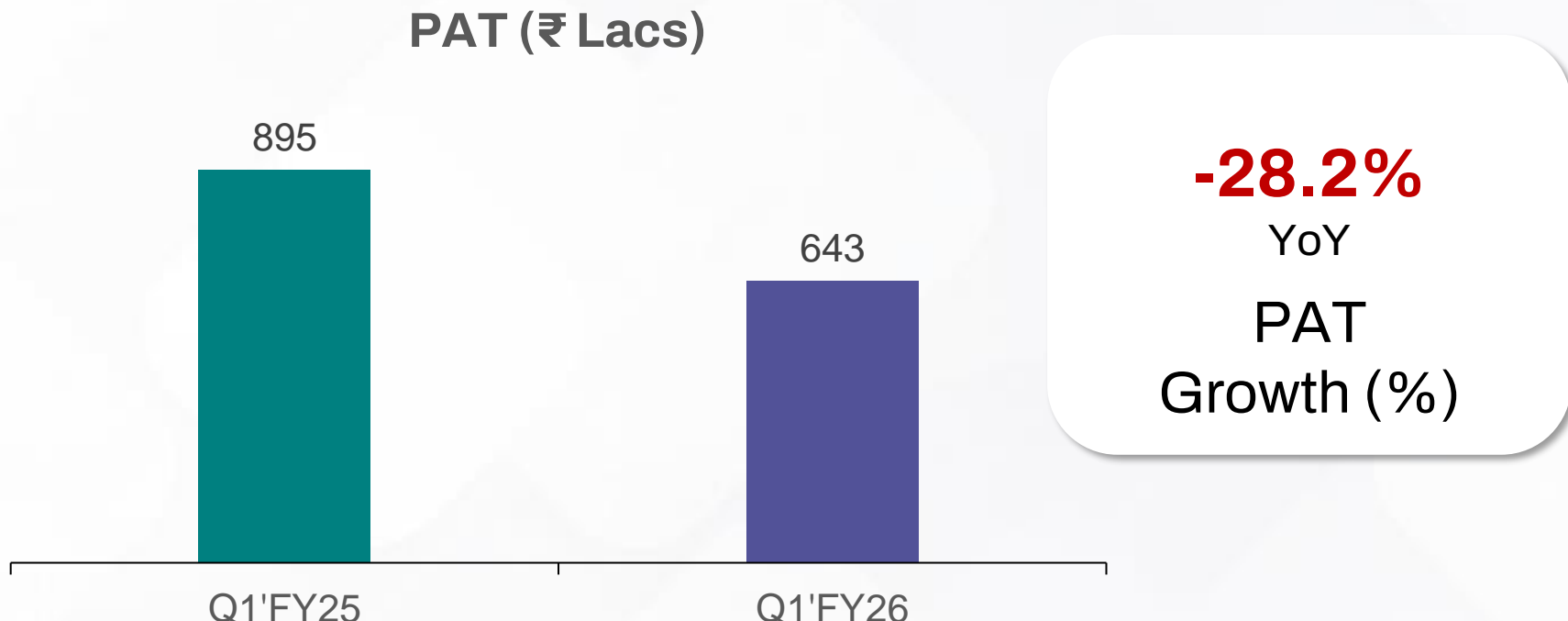
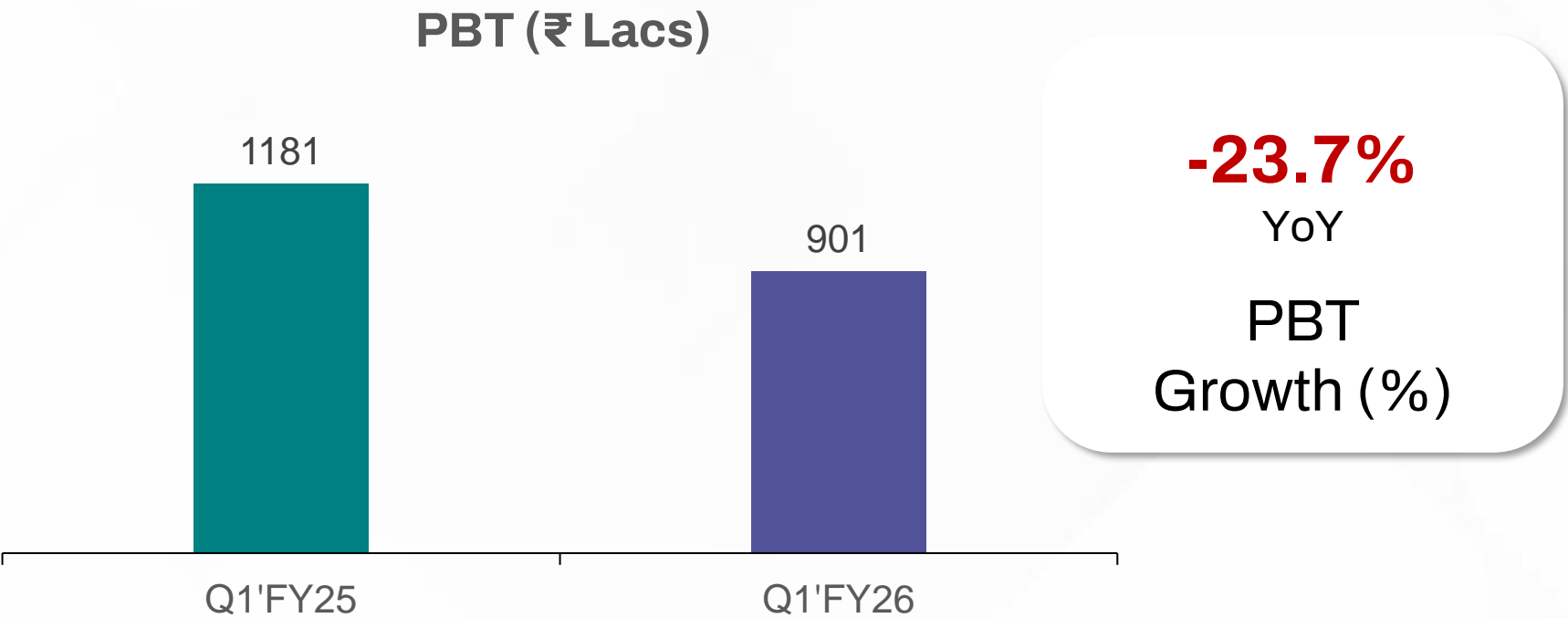
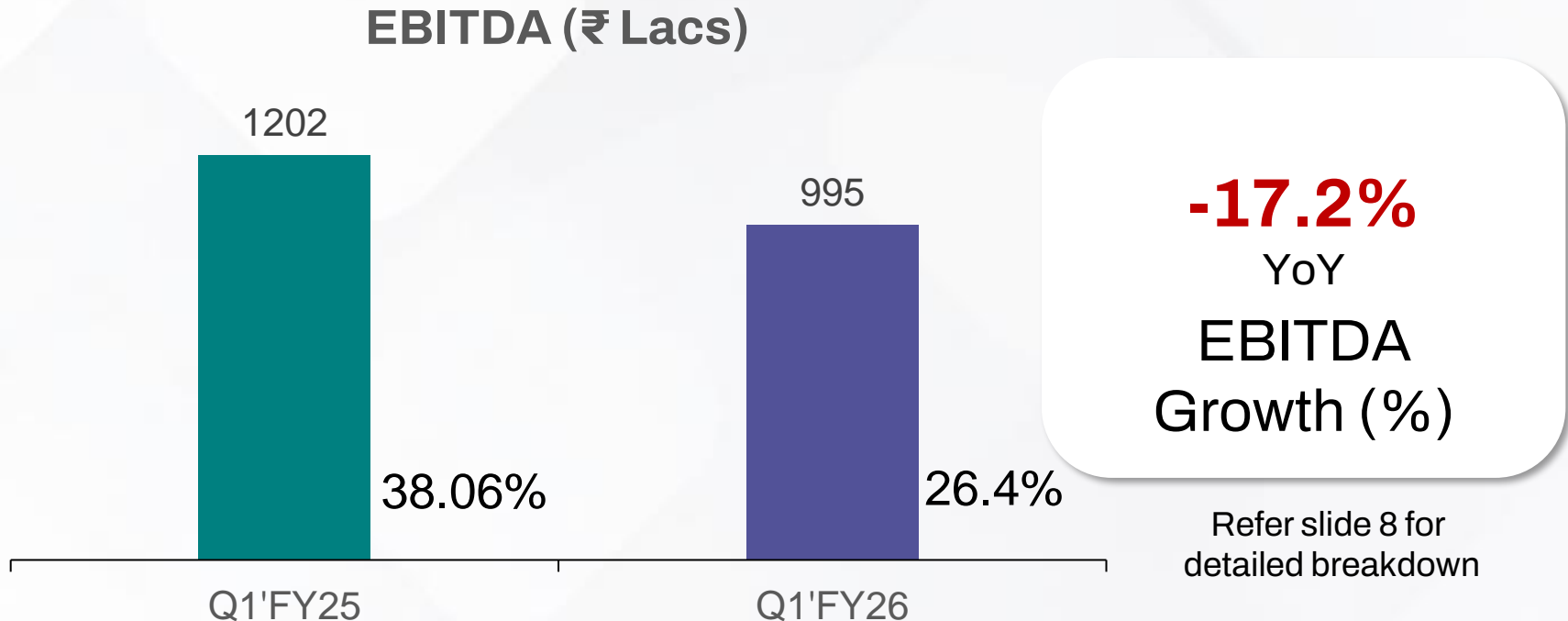
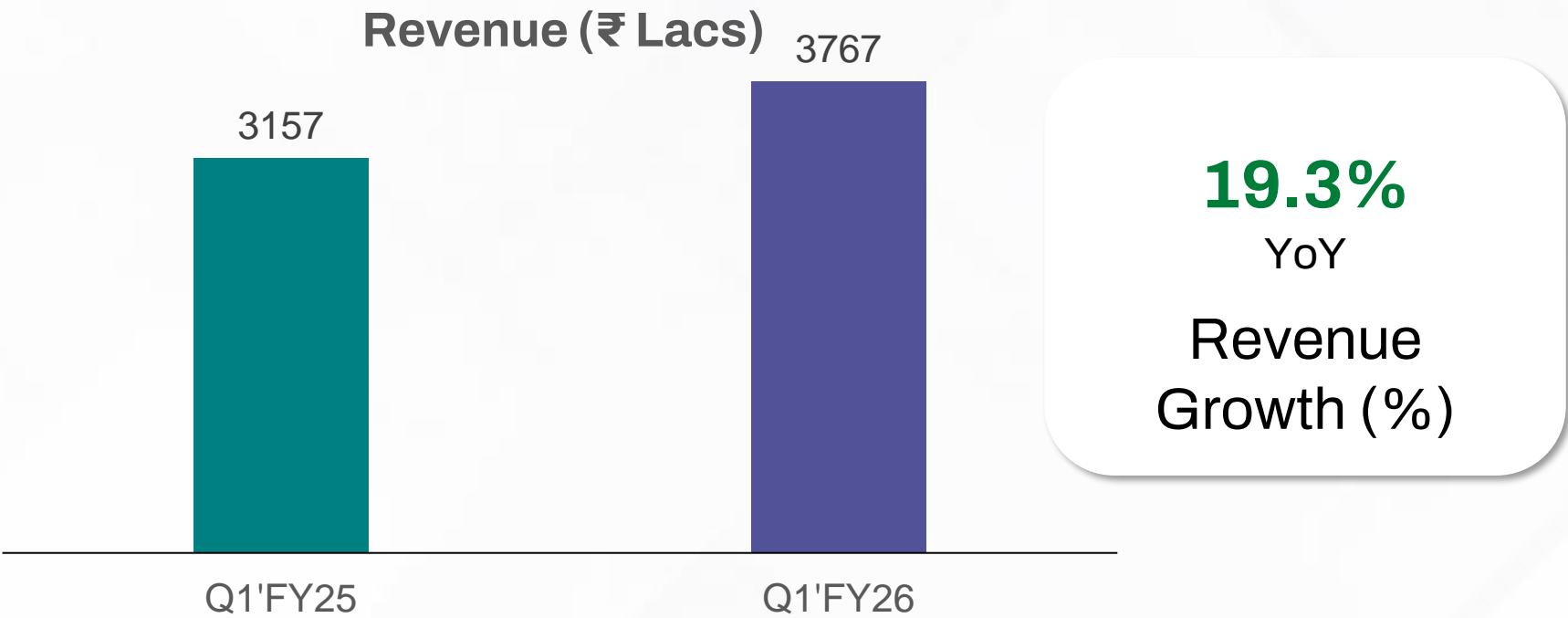
**15.5%**  
QoQ  
PBT  
Growth (%)

PAT (₹ Lacs)



**9.6%**  
QoQ  
PAT  
Growth (%)

# Q1'FY26 Year on Year Performance at a Glance





# Detailed Breakdown of Quarterly Metrics

Reported EBITDA	EBITDA (₹. Cr.)	EBITDA Margin (%)	Remarks
Q1 FY25	12.02	38.06%	Base quarter
Q4 FY25	8.55	25.60%	The strategic investments from Q4FY25 created a new base for margins albeit for future growth
Q1 FY26	9.95	26.41%	



## Details around add-on expenses/ strategic investments which were initiated from Q4FY25 onwards

	Nature	Amt. (₹. Cr.)	EBITDA Impact (%)	Focusing on
1) ESOP Expenses	Recurring	0.66	+1.75%	Employee retention & long-term incentive
2) Top-Level Hirings & Salary (Including Promoters)	Recurring	1.42	+3.77%	Leadership strengthening
3) Events Participation	Non-Recurring	1.93	+5.12%	Branding & market presence initiatives

Impact on EBITDA Margin% - Q1 FY26

10.64%

Impact of above expenses

# Growth in Action: Expanding Our Customer Base

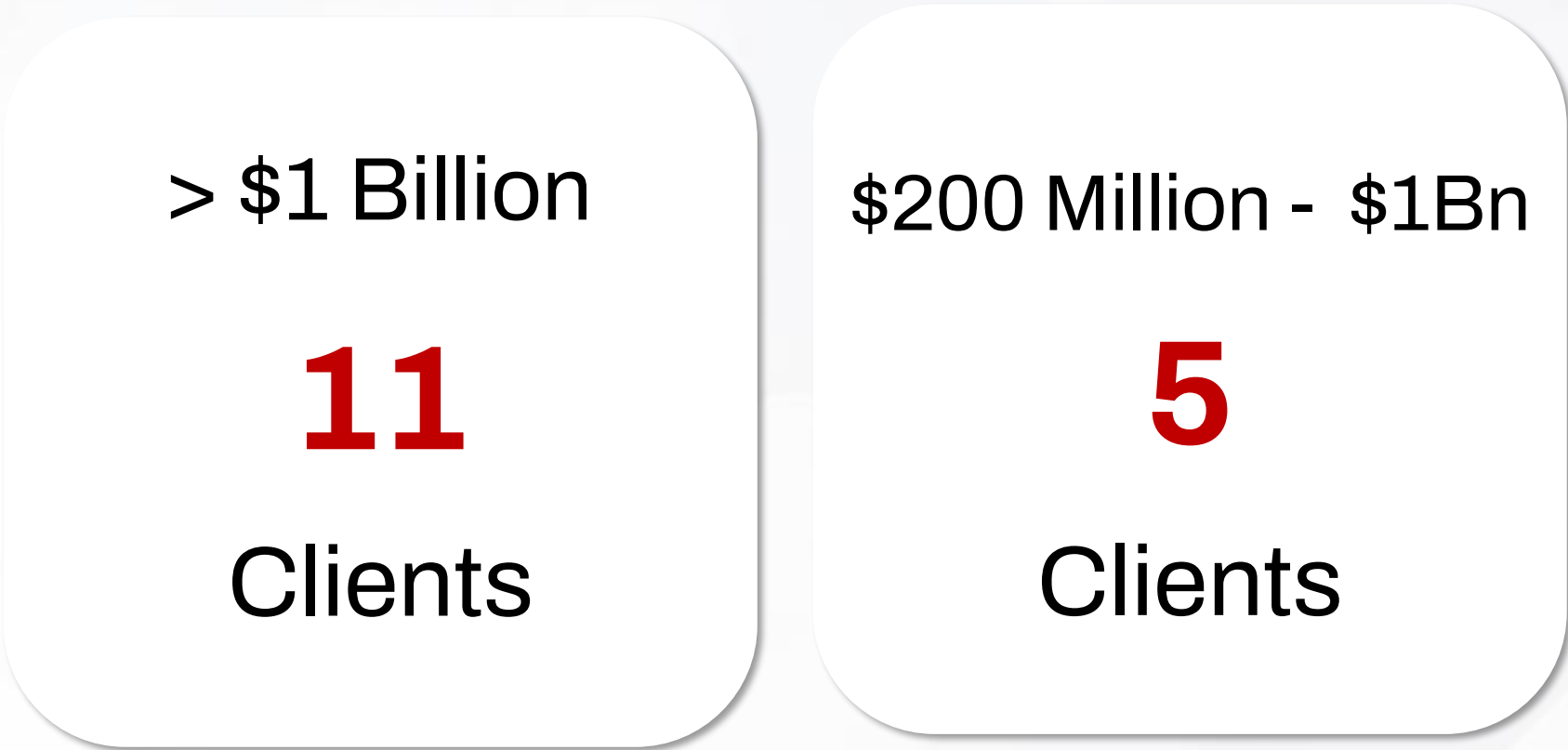


## Growing Engagements with Current Clients

Revenue (%)	FY25	Q1'FY26
Top 5 Customers	40%	42%
Top 10 Customers	53%	58%
Total Revenue (Rs.)	137.43 Cr.	37.67 Cr.



## Engagements with Marquee Clients (based on its revenue)



Assisting **Fortune 500 Company** and **Top 100 Global Banking Brand**

# Celebrating 5 Successful Years of Listing

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Listing on 06<sup>th</sup> July, 2020



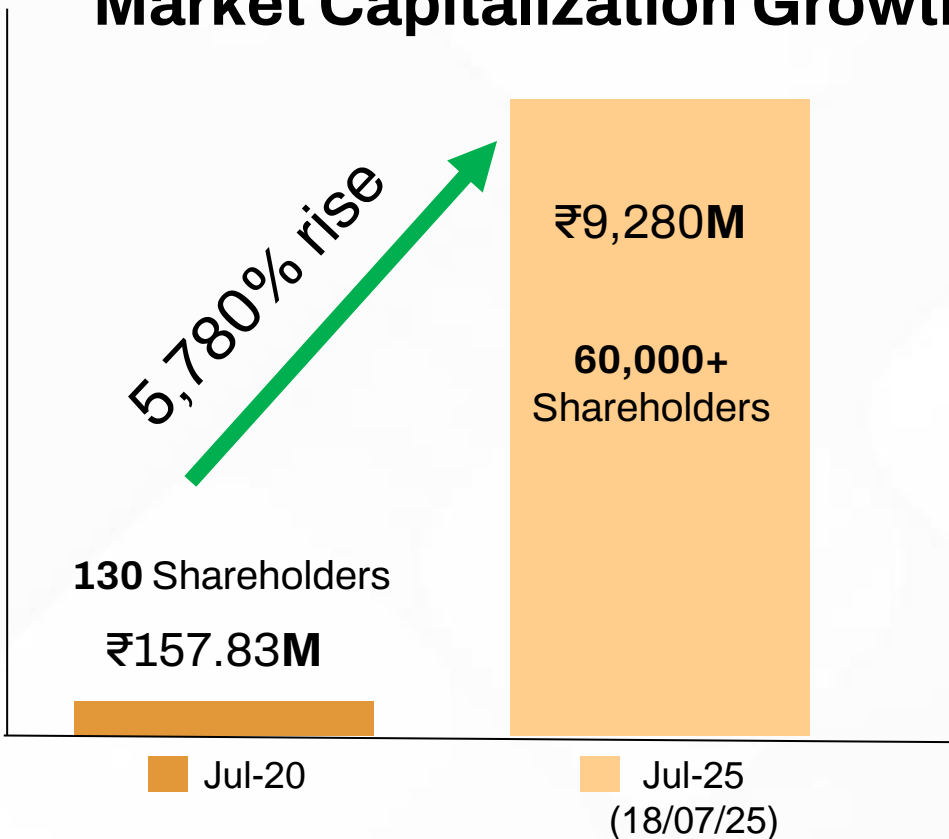
## Trust & Stability

**Successfully completed 5 years** as a listed public limited company, reflecting strong market trust and organizational stability.

## Strong Financial Growth

Achieved **10x Revenue & 50x Profit** demonstrating robust financial health and growth momentum.

## Market Capitalization Growth



**143%**

Return on Equity (ROE)\*

**119%**

5-Year Profit CAGR \*

**205%**

Return on Capital Employed (ROCE)\*

Debt Free Company since inception (Net)\*\*

\*FY25 \*\*Other than Capitalization of Right of Use (ROU) assets for office space<sup>10</sup>

# Value Creation for Our Shareholders

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Dividend paid

₹ 48,000

₹ 1,32,000

₹ 1,48,800

₹ 1,87,200

₹ 2,97,600

Cumulative Dividend amounting to ₹8,13,600 (7x)

Delivered strong IRR of over 150% in 5 years of listing

Current Investment  
₹ 75,14,880\*  
with 19,200  
Shares  
(63x)

Number of Shares/ Dividend

Invested ₹1,20,000  
Listing on 06/07/2020

1200 Shares  
@100

9600 Shares

Bonus 1:1  
on  
07-09-2021

Bonus 3:1  
on  
07-06-2021

9600 Shares

9600 Shares

Split 1:2 on  
23-01-2025

2020-21

2021-22

2022-23

2023-24

2024-25

## Our Strengths:

Built on **13 Years of Innovation** and **5 Years of Trust**

Exceptional  
**Team** with  
Strong Expertise

Proven Success in  
**Complex Projects**  
& Rich **Industry**  
**Exposure Globally**

**Global** Visibility  
through  
Participation in  
**Renowned**  
**Events** and  
Services

High **Client**  
**Satisfaction** &  
Continuous Growth/  
Partnership

**Strong Financial**  
**Performance,**  
Public Trust and  
Prudent Financial  
Policies



# Solid Fundamentals Powering Consistent Returns

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## Efficient Working Capital & Receivables Management



Maintained improved working capital < **50 days** and **debtors < 60 days**, ensuring strong cash flow and disciplined financial approach

## Credit Risk Coverage for Defaults



Secured credit insurance, covering **over 95% of revenue** to mitigate any risk

## Consistent and Healthy Dividend History



Maintained a strong track record of timely and healthy dividend payouts every year since listing

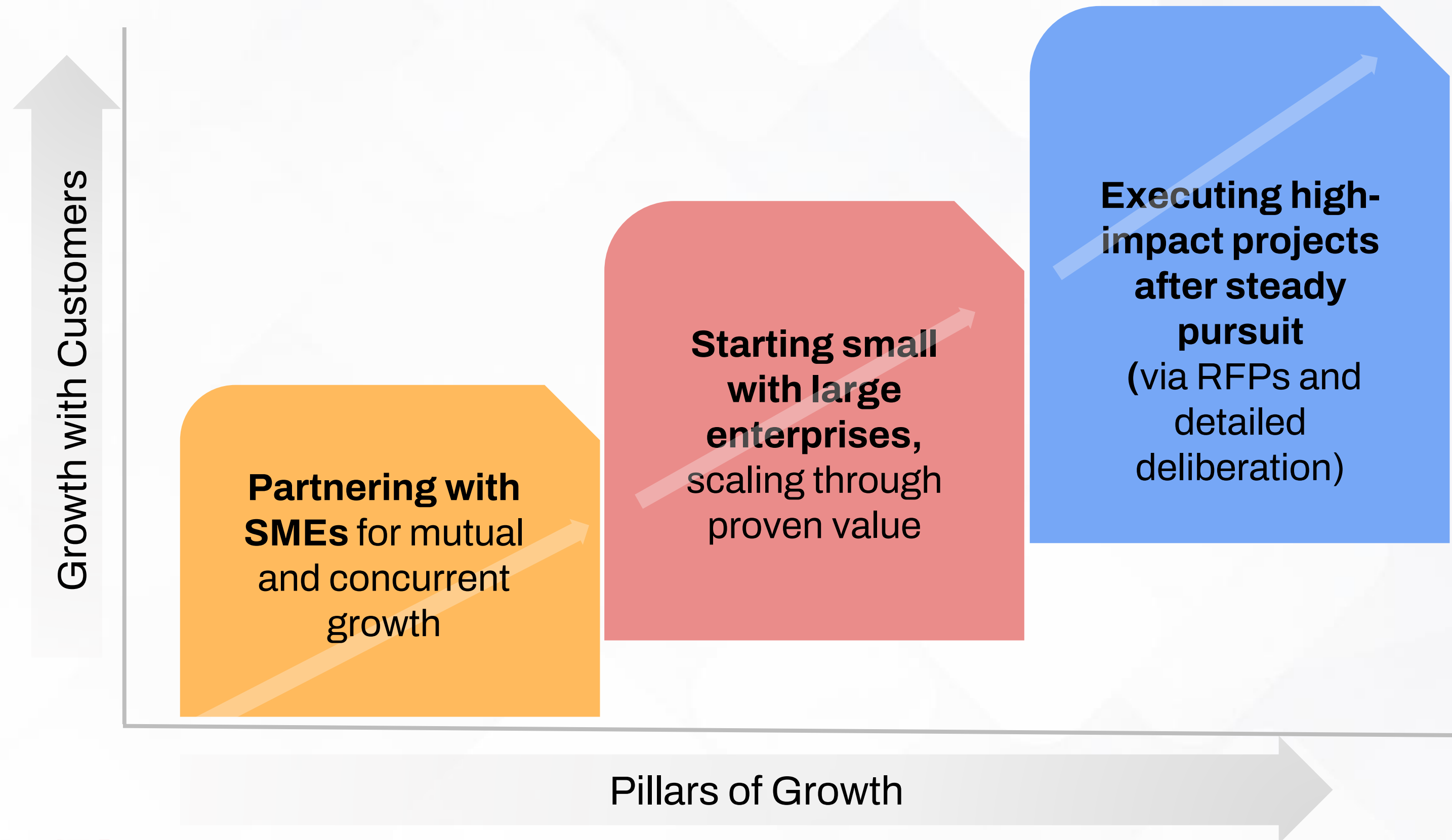
# The **Three Pillars** of Our **Growth Strategy**

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# Starting Small with large enterprises & Scaling

## New Client Business Expansion – U.S.-based E-commerce Analytics Platform (B2B SaaS)

- Engaged in January; scaled from 1 resource to a 10-member team within the quarter
- Team includes DevOps, Data Science, Frontend, and Backend engineers
- Rapid ramp-up enabled accelerated product development and infrastructure scaling
- Value approx. 100k USD



## Existing Strategic Client – U.S.-based Commercial Lending Company

- Long-standing partnership of 3 years, with steady business growth
- Recently expanded to a 6-member team across Java, Data Science, and DevOps
- Continued trust driven by consistent delivery and domain-aligned expertise
- Value approx. 100k USD





# Executing High-Impact Projects after Steady Pursuit

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Projects Secured through **Deep Understanding, Tailored Solutions and Steady Pursuit.**

1

## Project

AI-Driven Market Research Platform (600k USD)

## Client/ Industry

Leading Market Research & Data Intelligence Firm

## Nature of work

This engagement began in **February** with an **on-site presence at the client's office** to deeply understand their requirements.

We delivered a detailed Reverse Knowledge Transfer (KT) that was appreciated by the client.

Following the solution alignment, **we secured first project**, concurrently the **second one** with couple of **additional opportunities** under discussion.

2

## Project

Digital Transformation for Industrial Weaving Solutions (550k USD)

## Client/ Industry

Technical Mesh Solutions Company (Indian)

## Nature of work

This engagement began in **February** with an ad-hoc discussions. And, a small requirement ticket gradually grew into a **comprehensive digital transformation project**.

Our ability to address evolving needs and deliver value helped convert this into a full-scale on-going engagement.

# Our Successful Participation at Key Industry Events

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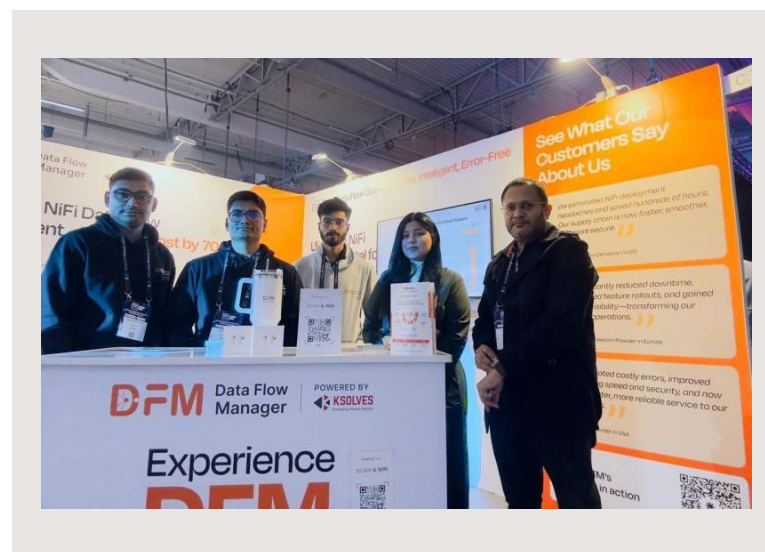
Financial Performance

## Events in Q1

Enhanced brand visibility, networking, and pipeline creation through strategic event participation



May 7-8, 2025



Kistamässan, Stockholm

Presented **DFM & Big Data Support Package**



May 5-9, 2025



Anaheim, California

Presented DFM and Cost-Effective Data Governance Strategies



May 21, 2025



Javits Center, New York

Presented Our **Salesforce Capabilities** & Success Stories



June 3-5, 2025



Las Vegas, Nevada

Presented **DFM**; Our Client also shared its experience with DFM



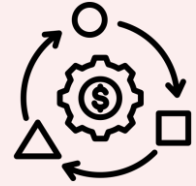
# Journey to a Matured Business Model

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## Maturing Into a Full-Fledged Business Model

Moving toward **turnkey projects** and high-value service delivery



Adapting to project complexity and scope expansion



## Product-Centric Growth Strategy

Significant revenue potential identified in product lines

If momentum continues, products will drive a major share of growth



Establish a dedicated profit center for products

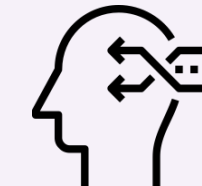


## Bigger Deals – Longer Clocks

Large projects in plate extending conversion timelines to **months/quarters**



Reflects scale-up and engagement depth



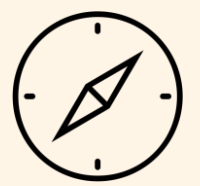
## Longer Contracts, Expanded Vision

Bigger deals mean longer contracts—

Reflecting **YoY growth** over QoQ metrics



Emphasis on sustainable, long-term client relationships



## Navigating Through Transition Fluctuations

Short-term variability expected as part of maturity journey



Strategic alignment is focused on scalable and repeatable value

# 02 Overview of the Organisation

# We are a Global Company...

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13+

Years of Service

548

Employees

150+

Happy Clients

85%

Revenue by Repeat Customers

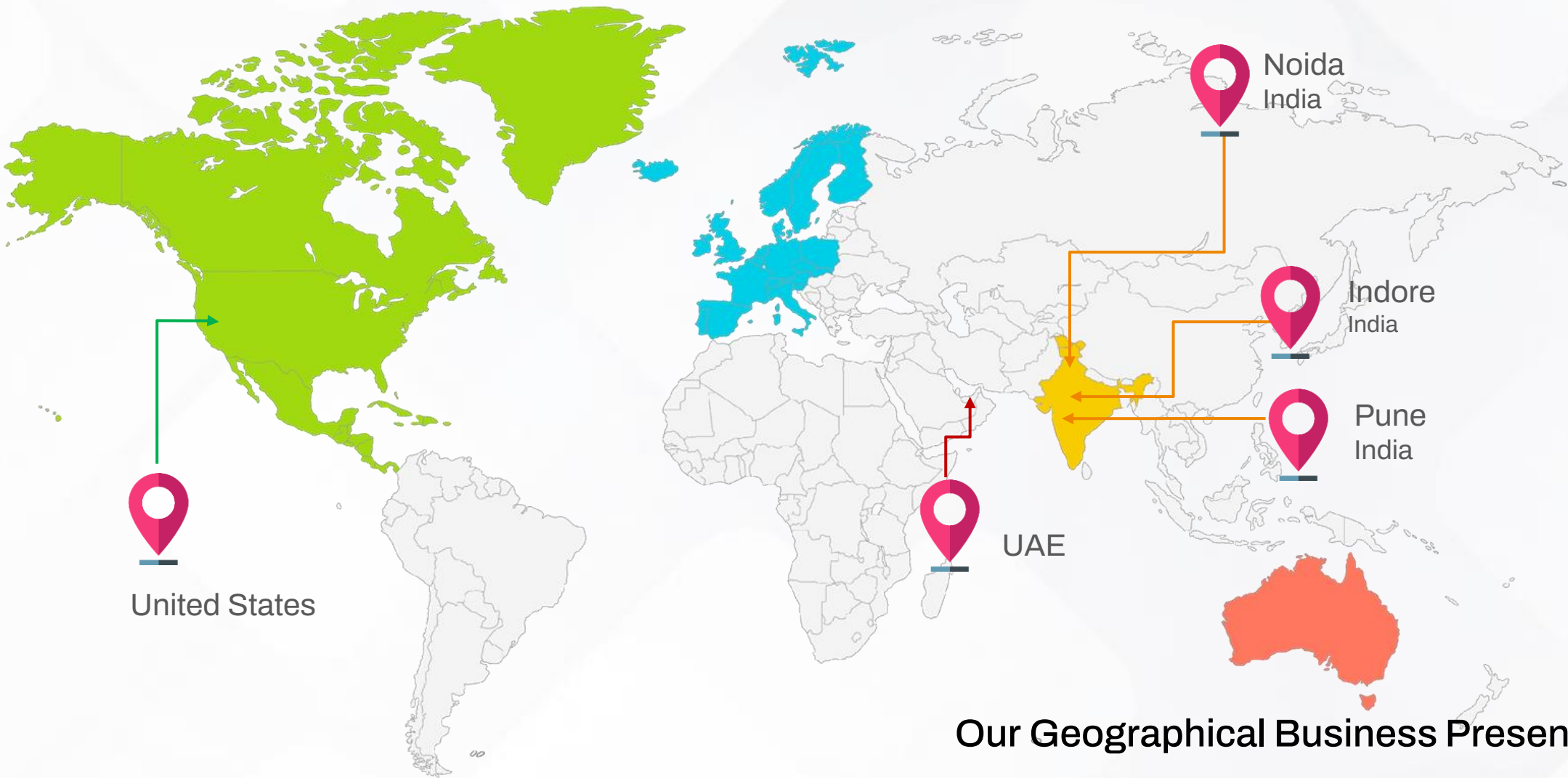
58%

Top 10 Clients Contribution

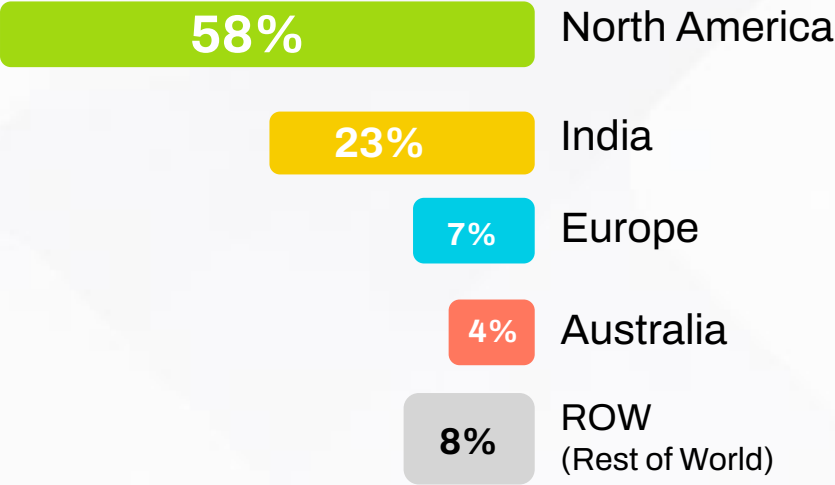
30+

Countries Served

## Operating from 5 Office Locations



## Our Geographical Business Presence



## ...with Partnership Synergy & Financial Success

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### Technology Partners



BRONZE  
Solution Partner

Adobe Bronze Solution Partner



ADVANCED  
BUSINESS PARTNER  
ISV Partner

Redhat Business Partner



amazon  
web services | Partner  
Network

AWS Partner



Gold Partner

Odoo Gold Partner



Salesforce Summit Partner

### Consistent Revenue Growth with Superior Return Ratios

	Q1'FY26 (₹)	FY'25 (₹)
Revenue from Operations	<b>37.67 Cr.</b> +13% QoQ	<b>137.43 Cr.</b> +26.5% YoY
EBITDA Margin	26.4%	34.8%

CAGR 5 Yrs. (FY20 to FY25)

**68%** Revenue

**119%** Net Profit

Healthy Return Ratios (FY25)

**205%** ROCE

**154%** ROE

## Highlights of Our Major Wins

1 Secured and actively delivered a large-scale Big Data ingestion pipeline for one of North African largest telecom companies—fueling real-time intelligence and analytics across their national network

2 Delivering an enterprise-grade Big Data (HBase) solution for a global leader in real-time digital commerce with revenue ~ 70 Million—enabling scalable, high-performance data infrastructure to support millions of transactions daily

3 A renowned 60-year-old co-operative society with a retail presence across Goa has chosen Ksolves India Ltd. as its Odoo implementation partner. The engagement will commence with core modules including CRM, Sales, Purchase, Inventory, and Accounting

4 Onboarded a \$1B+ telecom provider in New Zealand for our Data Flow Manager—enabling real-time, scalable data orchestration across their mobile and broadband operations

5 SMS Ninja, Ksolves' flagship Salesforce SMS App, continues its strong growth trajectory, securing multiple annual contracts with new clients in the last quarter

6 Ksolves successfully closed a Salesforce project with a leading U.S.-based healthcare services company. This engagement reinforces our growing presence in the healthcare technology sector



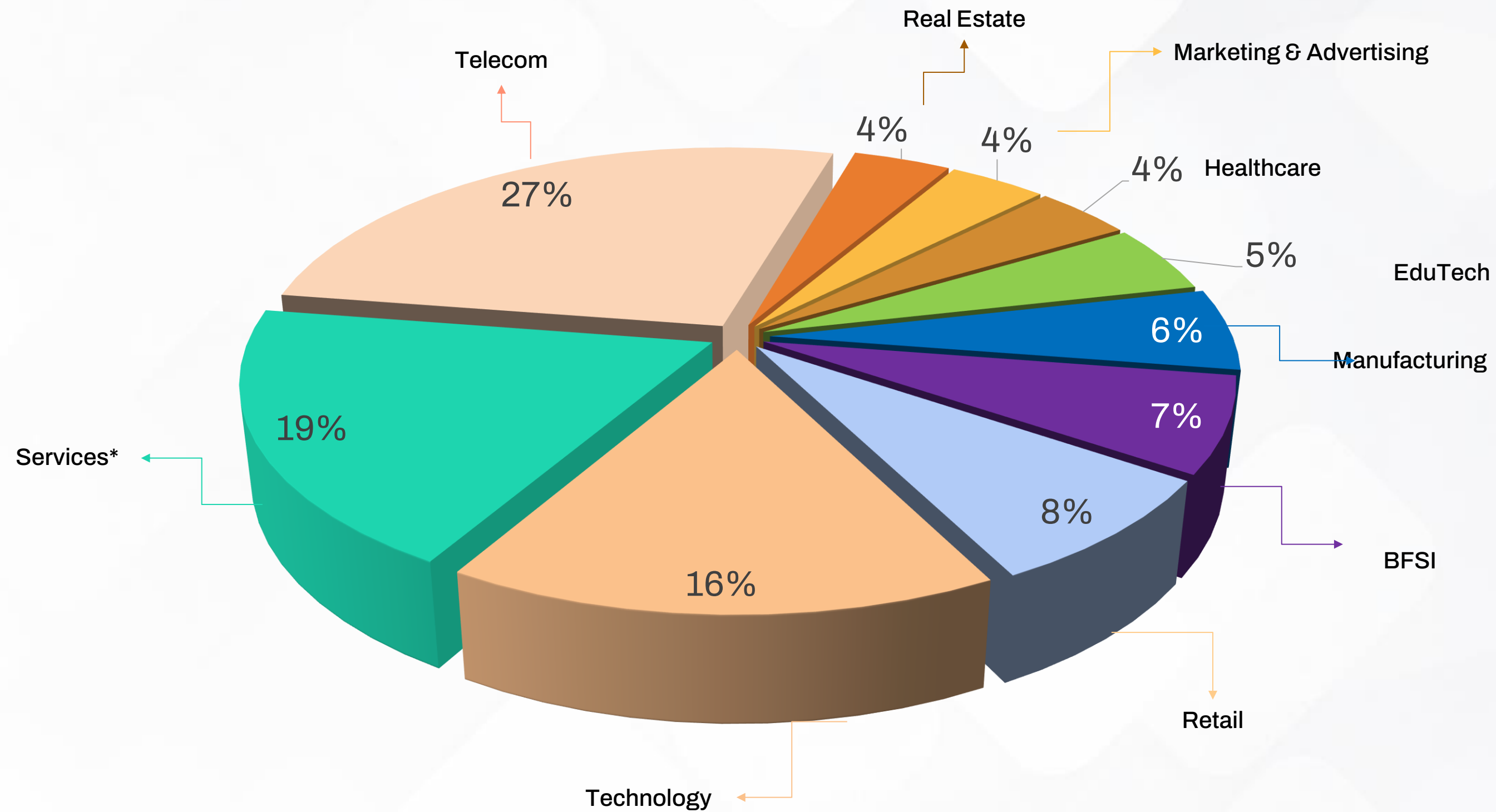
# Demonstrated reach across various sectors (Q1'FY26)

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\*Services includes- Public Safety, Hospitality, Legal, & Consulting



# Engagements & Client Connect in this Quarter

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# Our Remarkable Journey..

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2012-15

2016-19

2020-22

2023-24

2025

## Humble Beginnings

- Founded by **Ratan Srivastava** as **Kartik Solutions**.
- Evolved as **Ksolves India Pvt. Ltd.** with a focus on growth and innovation.
- Joined **Nasscom** & achieved **ISO certification** for quality excellence.

## Growth and Expansion

- Achieved a solid upward revenue trajectory.
- Expanded to a family of **250+** achievers.
- Opened a **new office in Noida** and crossed 50+ clients
- Launched **Odoo Products**, **topping the Odoo App Store** with Dashboard Ninja.
- Opened **new office in Indore**

## Listing, Partnerships and Recognition

- **Listed on NSE** & migrated to the mainboard of **NSE and BSE**.
- Upgraded to **Salesforce Ridge Partner** and **Odoo Gold Partner**.
- Achieved **CMMI Level 3** certification.
- Became a registered **RedHat ISV Partner**, expanding our technological reach and capabilities.
- Opened **new office in Pune**

## Excellence and Global Reach

- Became **Salesforce Crest (Gold) and Summit (Platinum) Partner**.
- **Surpassed Rs 100 cr revenue** and grew to 520+ achievers.
- **Expanded** operations in **Noida**.
- Incorporated a 100% subsidiary in the UAE, marking our global expansion

## Driving Growth with Innovation

- Scaling in evolving tech & accelerating business growth with **GenAI**
- High expectations from our **new product, Data Flow Manager (DFM)** — the first-ever one-click, UI-based NiFi deployment tool for simplifying data pipeline management.

...guided by visionary leadership...

## Ratan Srivastava

Chairman & Managing Director

**Ratan Srivastava** holds a degree in Bachelor of Technology in Computer Science & Engineering. He serves as a cornerstone of our company's core management, where he spearheads major policy decisions. With **20+ years** of extensive experience in the industry, Ratan is the driving force behind formulating business strategies and their effective implementation. His responsibilities encompass overseeing the expansion and overall management of our business operations. His leadership qualities have been instrumental in leading the core team of our company.





..each with **Deep Expertise** in their fields..

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**Deepali Verma**

Whole-time Director & Promoter



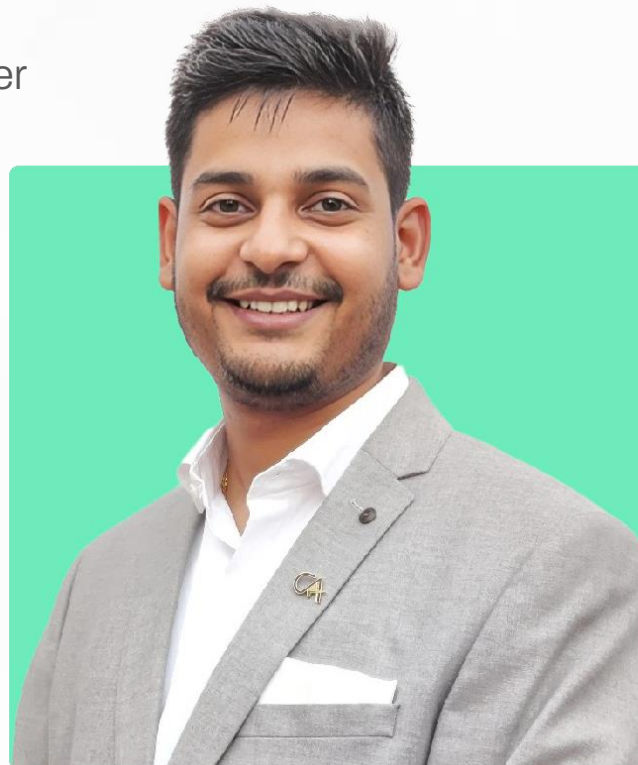
**Manish Gurnani**

Chief Technology Officer (CTO)



**Nishant Agarwal**

Vice President of Engineering



**Umang Soni**

Chief Financial Officer (CFO)



**Aseem Kumar**

Director of Program and Operations



**Jerry Huang**

Vice President, Salesforce Services



...steering us towards **Success**

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**Vineet Krishna**

Independent Director



**Sushma Samarth**

Independent Director



**Varun Sharma**

Independent Director



**Varsha Choudhry**

Independent Director

# Select Awards & Accreditations

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## Awards



**Nasscom Impact Award**  
in Growth Leadership in  
Tech Products & Platform  
- B2B on 20th March  
2025



**"2024 Deloitte India  
Technology Fast 50"**  
organization



**Dun & Bradstreet**  
India's leading SMEs 2024 –  
Service Sector' Business  
Enterprises of Tomorrow  
2023 - Business Excellence  
Award'.



**NASSCOM**  
Excellence in AI  
Services Award  
2024



Indian MSME of the  
Year 2023 Award by  
**Economic Times.**

## Accreditations



# 03 Growth & Strategy



# Our Strategic Elements...

## Driving Digital Transformation

Pioneering next-gen tech to drive client success through innovative solutions and experienced digital transformation frameworks

## Powering Intelligence through AI

Harnessing artificial intelligence (including **GenAI**) and machine learning to deliver smarter, scalable, and data-driven solutions

## Strategic Alliances for Global Growth

Building strategic collaborations with industry leaders to strengthen service offerings and global reach

## Financial Profitability for Long-term Success

Focused on long-term growth with a sustainable financial model ensuring profitability and value creation for shareholders

## Empowering Our K-Team

Empowering and enhancing a diverse and skilled workforce, committed to innovation, excellence, and customer satisfaction.



...that **continuously fuels** our **Growth Drivers...**

### Increased Utilization

Increased utilization percentage and better recoveries for legacy contract helped in improving the operating profit margin.

01

02

### Tech Partnerships

Continued focus on building on the technology partnership program as quality assurance frameworks. Such partnerships add to the Company's credentials in front of existing and prospective clients.

### Smart Investments

Large investments in building top - class teams including lateral hiring in key focus areas of IT services and Onshore presence of Sales and Client Management Teams will continue.

03

04

### Client Relationships

Clients appreciate the company's accountability culture and treats Ksolves as their development partner instead of just being a vendor, and that also gets reflected in relatively high CSAT across engagements.

...and **embracing** the future with **AI**

## Delivering Value to Clients and Ongoing Projects

In addition to our services, Integrated AI into existing products to further enhance operational efficiency and drive innovation

01

DFM

AI to automate Apache NiFi flow deployment and management

02

Dashboard Ninja with AI

Transforms data visualization with real-time AI analytics and personalized dashboards

03

LMN

AI for lead scoring, predictive analytics, and workflow automation, boosting lead conversion rates

04

Mind AI

Revolutionizes enterprise knowledge retrieval with AI-driven multimodal RAG search across text, image, and video

## Enhancing Operational Efficiencies

- ✓ Exploring and utilizing **GenAI** across internal processes to drive productivity
- ✓ **Mind AI Ninja (MAN)**: Our proprietary tool designed to optimize workflows and reduce effort, improving overall operational efficiency
- ✓ Focused on automating repetitive tasks and reducing human intervention, ensuring faster project delivery and quality outcomes

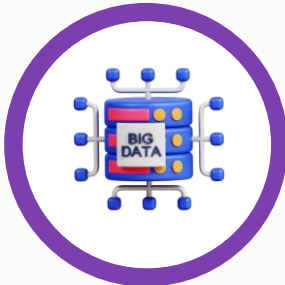
# 04 Technology Roadmap

# Our Offering Portfolio..

## Our Services



AI/ML  
Generative AI



Big Data



Salesforce



DevOps  
MLOps  
LLMOps



Data  
Analytics



Odoo (ERP)



Digital  
Transformation

## Our Products



Salesforce Products



Odoo Products



Data Flow Manager



Mind AI Ninja



# ...expanding with new **Technology Inclusion**

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## Data Streaming



## AI, Data Engineering



## Data Lake



# Mastering Complexity: Our Project Highlights

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## *How We Solve the Toughest Project Challenges*

01

### **Big Data, ERP, & AI Transformation**

**Industry:** Forbes 500 Telecom Multinational

**Complexity:** We successfully integrated complex big data solutions with Odoo ERP for the client, and later expanded the engagement to include AI-based innovations. The solution we delivered is now patented by the client and has earned us formal recognition for its impact and value.

02

### **Product Evolution to GenAI**

**Industry:** Market Research & Data Intelligence

**Complexity:** We began by building the client's core product platform, earning their trust through consistent delivery. This trusted partnership has now evolved into ongoing discussions for high-value Generative AI integrations to enhance their offerings.

03

### **Enterprise Data Platform Modernization**

**Industry:** American Investment Management Division

**Complexity:** We helped the client migrate from a restrictive enterprise data solution to a flexible, scalable open-source platform. This has unlocked new growth opportunities, and we continue to enhance and scale the solution to meet their evolving business needs.

# Expanding growth horizons with Key Products

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## Odoo Products

1

Proud Creators of  
**Dashboard Ninja with AI**

**2500+**  
Downloads

**#1** App on Odoo Store for  
4 Consecutive Years



Dashboard Ninja with AI  
by Ksolves India Ltd.  
★★★★★ 97



Highly Rated  
App



Highest Grossing App on  
Odoo Store

v 17.0 Third Party 2278

2



Odoo  
Woocommerce  
Connector

4



Access Manager  
Ninja

6



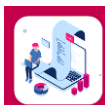
Odoo Shopify  
Connector

3



Arc Backend  
Theme

5



Dynamic  
Financial Report



## Salesforce Products

Award Winning Salesforce  
Summit Consulting Partner



5-Star Customer Review  
Rating on AppExchange

1

**#1**

GenAI SMS & WhatsApp  
App for Salesforce



Lead Manager  
Ninja

2



RollUp Magic

4



Ksolves CRUD Magic  
Ksolves India Limited

**300+**

Salesforce Certifications

3



Google Analytics  
Connector

5



Ksolves Event Reminder  
Ksolves India Limited

**89.3%**

Repeat Business Rate

NEW



## Data Flow Manager

Big Data

Manages and optimizes Nifi data pipelines  
for seamless flow

NEW



## Mind AI Ninja

GenAI

Innovative platform for intelligent automation  
and decision-making

# Select Case Studies

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Technology Roadmap

Financial Performance

1



## Big Data

NiFi High Availability

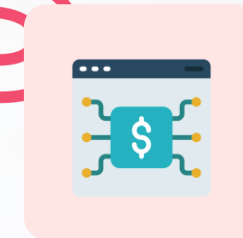
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## Big Data

NiFi & Spark Optimizations  
in Telecom

3



## Big Data

NiFi in FinTech

4



## Salesforce

Renewable Energy Sector

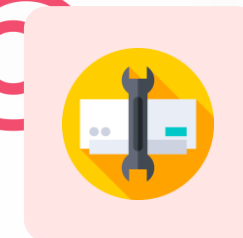
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## Salesforce

Power Sector

6



## Machine Learning

Predictive Maintenance for  
Energy Efficiency



# 05 Performance In Numbers

# Quarterly Financial Performance (consolidated)

Overview

Growth & Strategy

Technology Roadmap

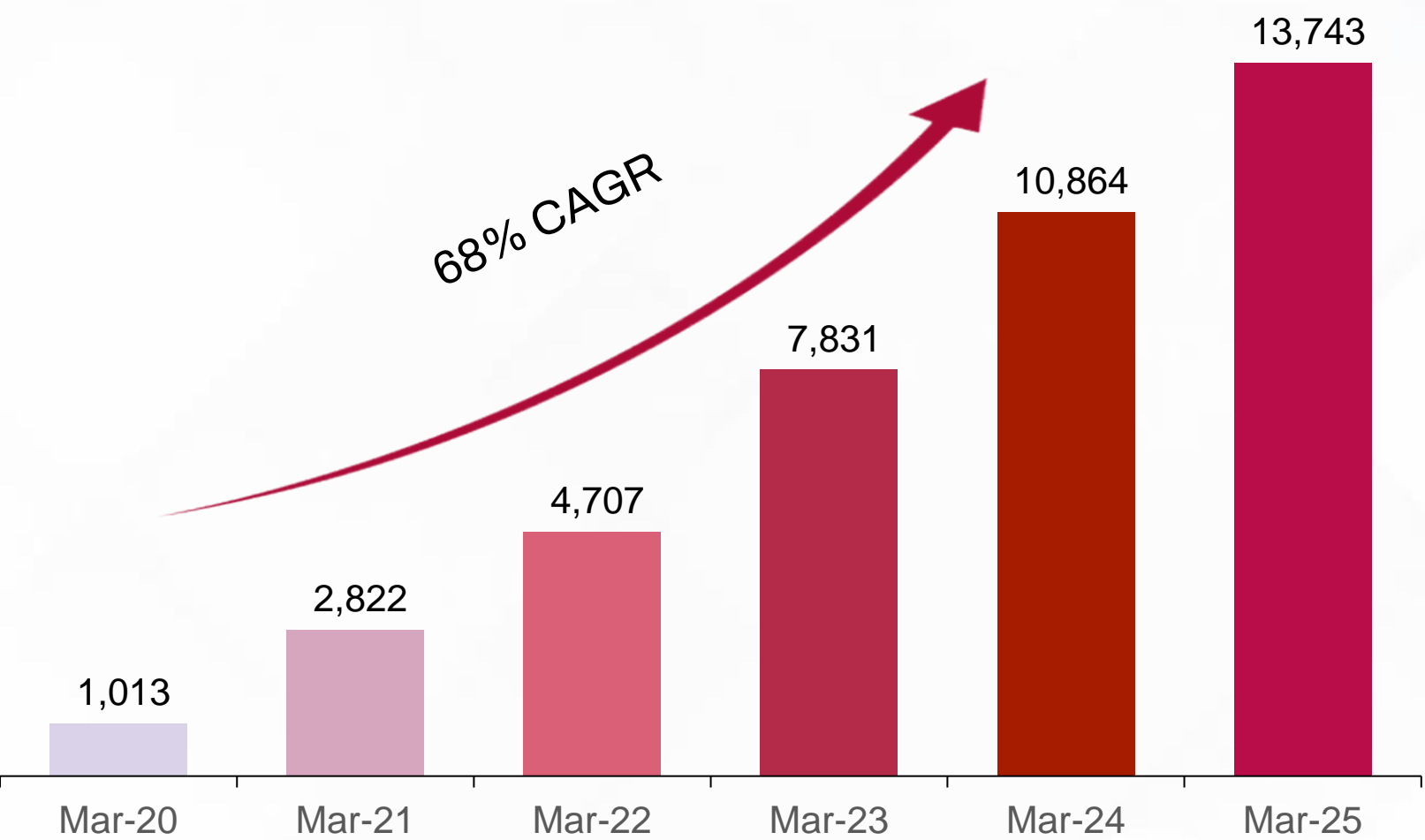
Financial Performance

Particulars (INR Lacs)	Q1FY26	Q4FY25	Q1FY25	YoY%	QoQ%	FY 25	FY 24	YoY%
Revenue from Operations	3,767	3,334	3,157	19.3%	13.0%	13,743	10,864	26.5%
Total Expenditure	2,772	2,479	1,955	41.7%	11.8%	8,957	6,224	43.9%
<b>EBITDA</b>	<b>995</b>	<b>855</b>	<b>1,202</b>	<b>-17.2%</b>	<b>16.3%</b>	<b>4,786</b>	<b>4,639</b>	<b>3.2%</b>
<b>EBITDA Margin (%)</b>	<b>26.4%</b>	<b>25.6%</b>	<b>38.1%</b>			<b>34.8%</b>	<b>42.7%</b>	
Other Income	10	16	10	-0.4%	-40.5%	45	34	31.5%
Depreciation	77	76	30	157.7%	1.0%	222	87	155.9%
<b>Profit Before Interest &amp; Tax</b>	<b>927</b>	<b>795</b>	<b>1181</b>	<b>-21.5%</b>	<b>16.7%</b>	<b>4,609</b>	<b>4,587</b>	<b>0.5%</b>
Interest	26	14	0	-	-	28	0	-
<b>Profit Before Tax</b>	<b>901</b>	<b>780</b>	<b>1,181</b>	<b>-23.7%</b>	<b>15.5%</b>	<b>4,581</b>	<b>4,587</b>	<b>-0.1%</b>
Tax	259	194	286	-9.6%	33.0%	1,149	1,171	-1.9%
<b>Profit After Tax</b>	<b>643</b>	<b>586</b>	<b>895</b>	<b>-28.2%</b>	<b>9.6%</b>	<b>3,432</b>	<b>3,415</b>	<b>0.5%</b>
<b>PAT Margin (%)</b>	<b>17.1%</b>	<b>17.6%</b>	<b>28.4%</b>			<b>25.0%</b>	<b>31.4%</b>	
Other Comprehensive Inc	-3	-6	-16	-80.9%	-48.6%	-54	-10	431.2%
Total Comprehensive Inc	639	580	879	-27.3%	10.2%	3378	3405	-0.8%
<b>Earnings Per Share (Rs)</b>	<b>2.71</b>	<b>2.47</b>	<b>3.78</b>	<b>-28.2%</b>	<b>9.6%</b>	<b>14.47</b>	<b>14.40</b>	<b>0.5%</b>

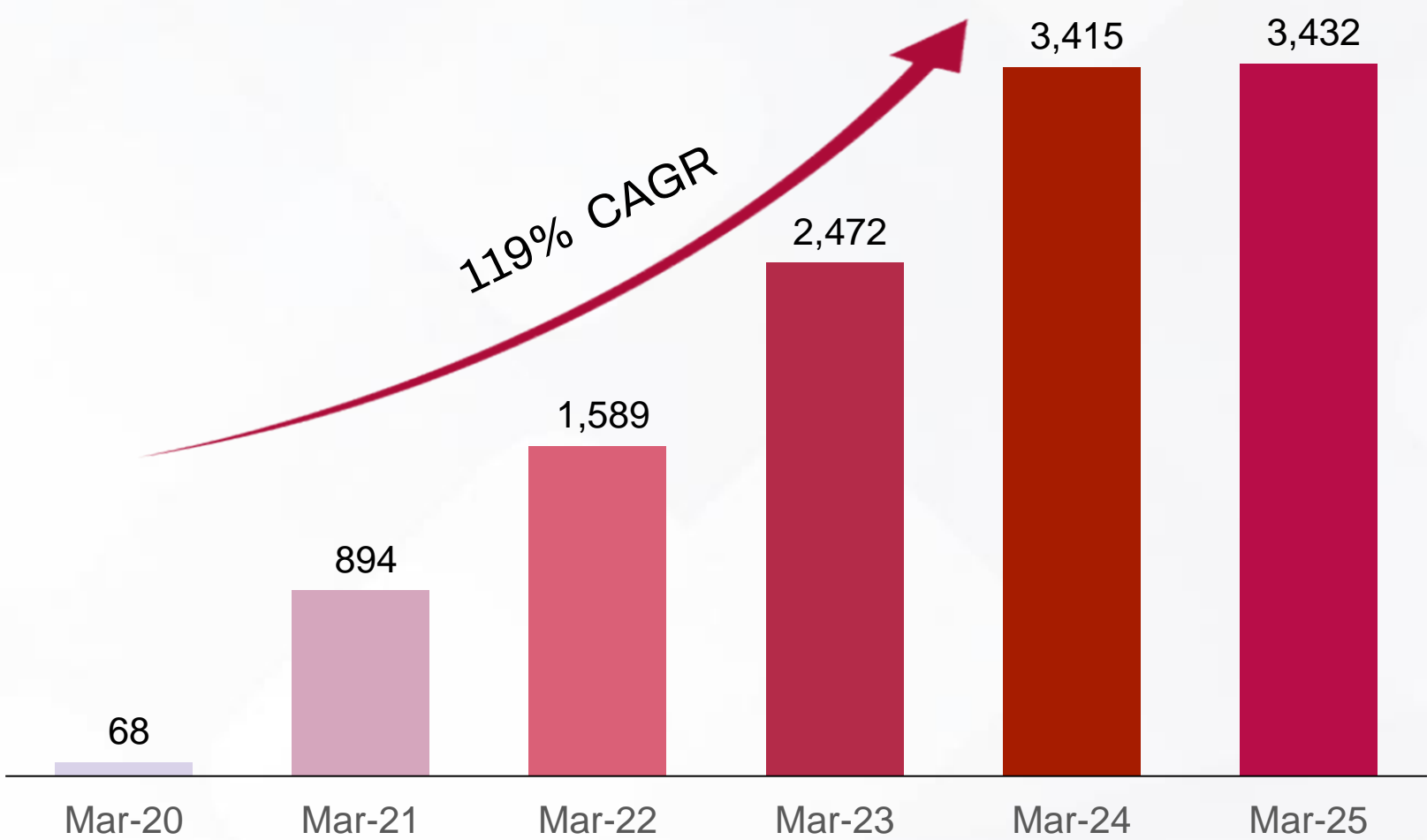
# Annual Highlights

## Consistent and Profitable Growth Trajectory

Revenue (₹ Lacs)



Net Profit (₹ Lacs)

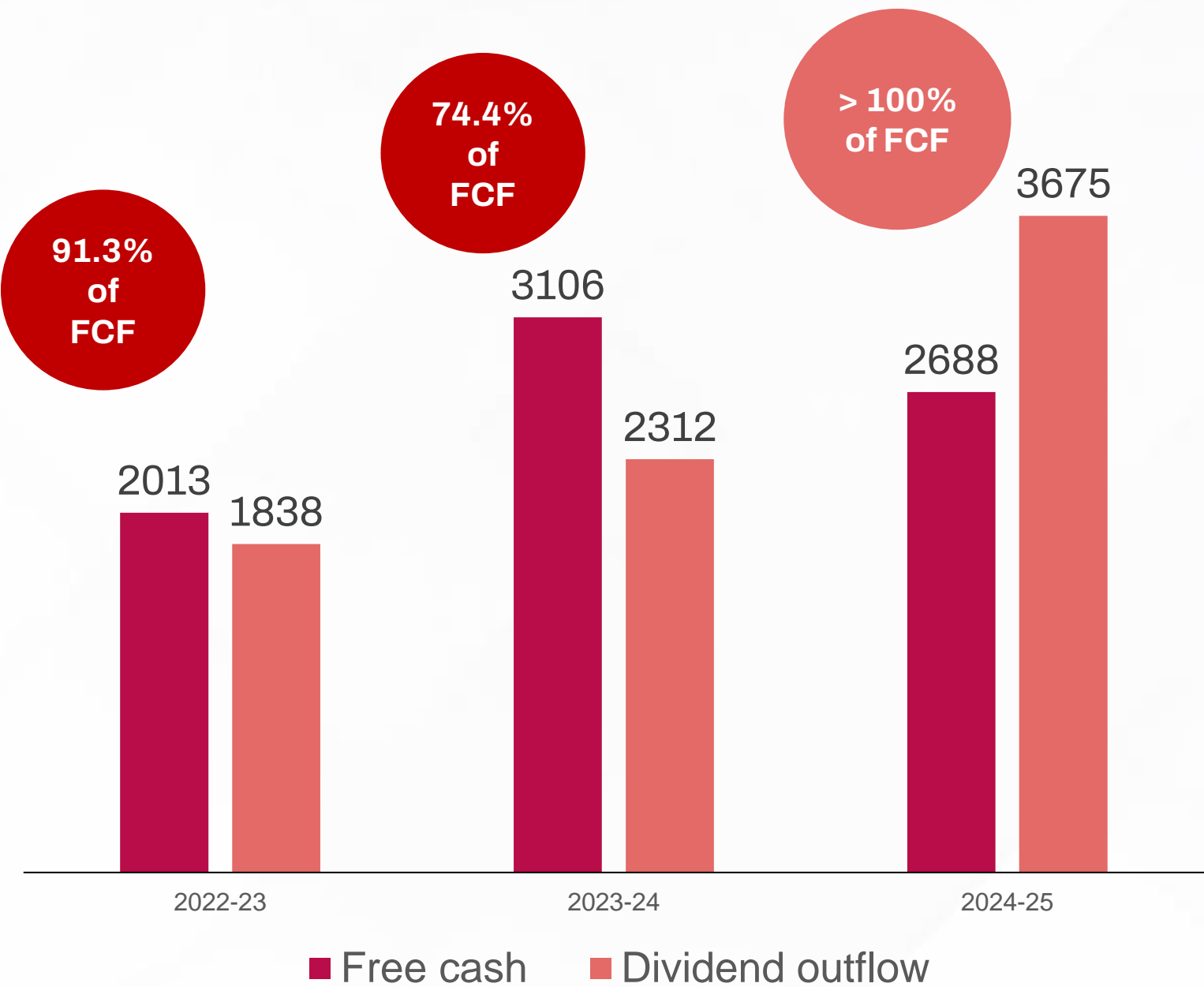


More than 10x growth in Revenue & 50x growth in Profit after Tax in 5 years.

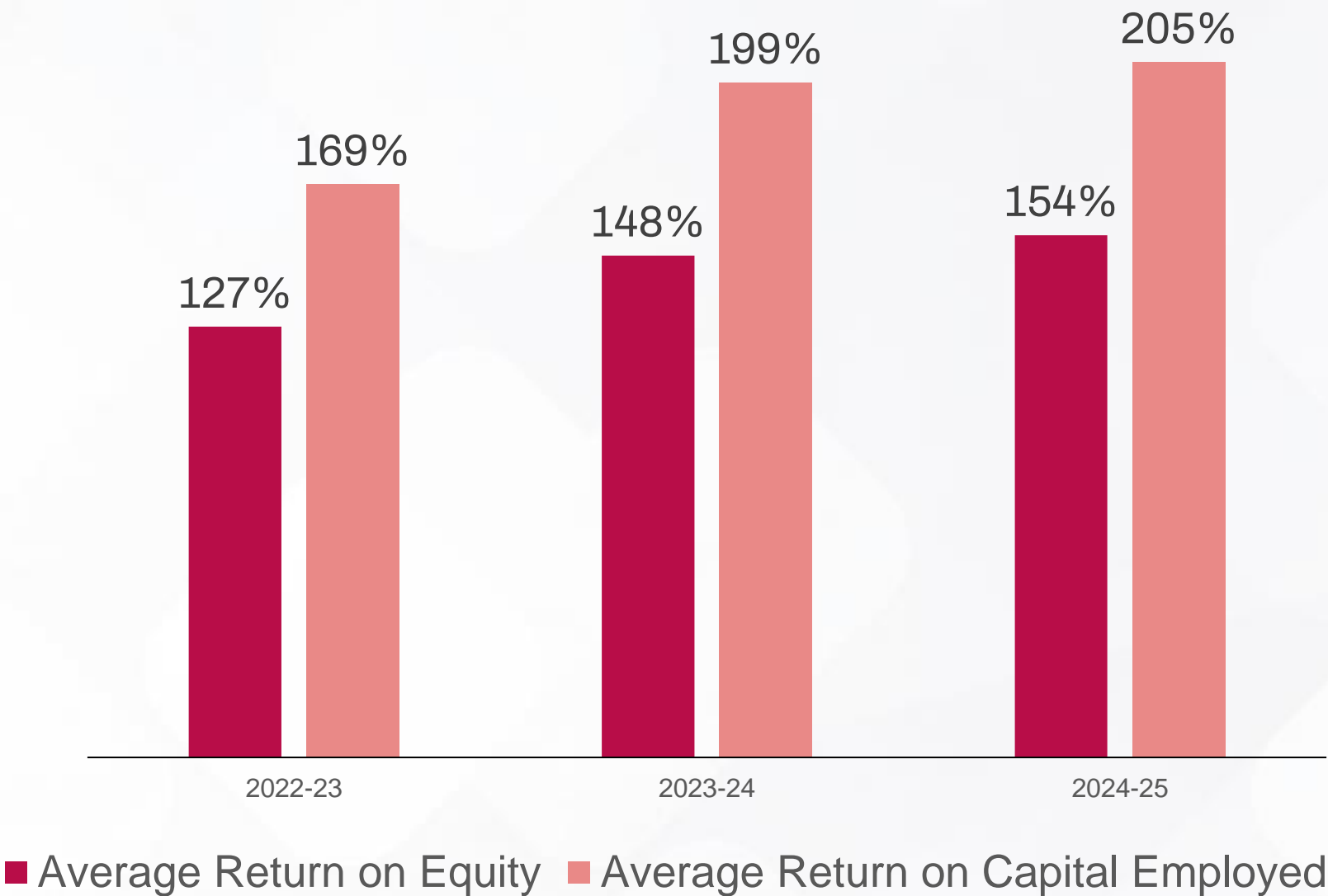
# Annual Highlights

## Maximizing Cash Flows with Prudent Investment Strategies

Free Cash and Dividend Distributed (₹ Lacs)



Returns Ratios (%) (Average)





# Annual Financial Performance (Consolidated)

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

Particulars (INR Lacs)	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25
Revenue from Operations	1,013	2,822	4,707	7,831	10,864	13,743
Total Expenditure	894	1,602	2,693	4,545	6,224	8,957
<b>EBITDA</b>	<b>120</b>	<b>1,220</b>	<b>2,014</b>	<b>3,286</b>	<b>4,639</b>	<b>4,786</b>
EBITDA Margin (%)	11.8%	43.2%	42.8%	42.0%	42.7%	34.8%
Other Income	0.4	21	127	63	34	45
Depreciation	29	43	49	55	87	222
<b>Profit Before Interest &amp; Tax</b>	<b>91</b>	<b>1,197</b>	<b>2,092</b>	<b>3,294</b>	<b>4,587</b>	<b>4,609</b>
Interest	0.4	1	0.3	0	0	28
<b>Profit Before Tax</b>	<b>91</b>	<b>1,196</b>	<b>2,091</b>	<b>3,294</b>	<b>4,587</b>	<b>4,581</b>
Tax	23	302	502	822	1,171	1,149
<b>Profit After Tax</b>	<b>68</b>	<b>894</b>	<b>1,589</b>	<b>2,472</b>	<b>3,415</b>	<b>3,432</b>
PAT Margin (%)	6.7%	31.7%	33.8%	31.6%	31.4%	25.0%
<b>EPS</b>	<b>0.29</b>	<b>3.77</b>	<b>6.70</b>	<b>10.43</b>	<b>14.40</b>	<b>14.47</b>

# Annual Balance sheet

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

Particulars (INR Lakhs)	FY25	FY24
<b>Equity and Liabilities</b>		
Equity		
(a) Equity Share Capital	1,185.6	1,185.6
(b) Other Equity	889.8	1,197.6
<b>Total Non-Current Liabilities</b>	<b>2,075.4</b>	<b>2,383.2</b>
Liabilities		
Non-current Liabilities	-	-
Financial Liabilities	-	-
Provisions	806.6	205.2
<b>Total Non-Current Liabilities</b>	<b>806.6</b>	<b>205.2</b>
Current Liabilities		
Financial Liabilities		
- Borrowings	900.0	-
- Trade payables	38.2	25.1
- Other Financial Liabilities	128.5	16.9
Provisions	1,214.9	1,183.7
Current Tax Liabilities	474.8	141.5
<b>Total Current Liabilities</b>	<b>2,756.4</b>	<b>1,367.2</b>
<b>Total Equity and Liabilities</b>	<b>5638.4</b>	<b>3,955.6</b>

Particulars (INR Lakhs)	FY25	FY24
<b>Assets</b>		
Non-Current Assets		
(a) Property, plant and equipment	235.4	236.0
((b) Right of Use of Assets	502.4	
(c) Intangible Assets	6.0	6.0
(d) Financial Assets		
- Investments	-	-
- Other Financial Assets	129.5	49.0
(e) Deferred Tax Assets (Net)	96.6	54.0
(f) Other Non Current Assets	-	-
<b>Total Non-Current Assets</b>	<b>969.9</b>	<b>345.1</b>
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	2110.8	1605.4
- Cash and cash equivalents	1042.7	731.3
- Bank Balance & other Cash equivalents	5.7	60.6
- Other financial assets	10.2	4.8
(c) Other current assets	1499.2	1208.5
<b>Total Current Assets</b>	<b>4,668.5</b>	<b>3610.6</b>
<b>Total Assets</b>	<b>5,638.4</b>	<b>3,955.6</b>

# Annexures



# Ksolves' Gen AI Content

## Mind AI Ninja

### Key Features/ Benefits

#### WHAT

- Private and Customized AI GPT Search for all Enterprise Employees and Customers.
- Benefits all Org. in any Industry.

#### WHY

- Removes Info. Overload and Silos for Teams.
- Easy human-like response.
- Helps make Quicker and Smarter Decisions.

#### HOW

- Supports Fast and Seamless Data Ingestion.
- Combines State-Of-The-Art AI Techniques and Models.
- Unique Algos to reduce cost and improve Accuracy

#### KMS / GenAI Market Opportunity

- Part of GenAI market growing at CAGR of 39.6% - \$16 B in '24 to \$109 B by '30.
- Untapped Potential in SMBs, Gov, and Enterprises, Healthcare, eCommerce- underserved by existing AI Orgs.

#### User Experience and Collaboration

- Integrated User Feedback.
- Enhanced Collaboration.
- Efficient Caching.

#### Customization and Personalization

- Hyper-Customized and Personalized Responses.
- Integrates with popular Clouds and Systems and supports Multi-Format and Multi-Source Support (PDF, Doc, XML, HTML, etc).

#### Security, Administration and Scalability

- Security and Privacy of Proprietary Data.
- Enhanced Administration Features.
- Data and Cost Control and Optimization.
- Scalability and Flexibility.

#### Additional Features

- Conversation Flow Identification.
- Multi-Department SaaS Support.
- Reduced Dependency on External Vendors.

#### What's New

- New Features and integrations
- Tailored for specific domains

Source: <https://www.grandviewresearch.com/industry-analysis/generative-ai-market-report>







# Ksolves' NiFi Product

## Data Flow Manager

### Key Features/ Benefits

#### WHAT

- Ksolves Data Flow Manager (KDFM) offers a user-friendly web interface for Managing NiFi Deployments

#### WHY

- Simplifies flow promotion, eliminates scripting, reduces errors through automation, and centralizes cluster information.

#### HOW

- Add clusters via NiFi URL and certificates, import nodes and namespaces, display and promote namespaces, and manage user access.

#### Flow Management

- Intuitive UI for promoting NiFi flows.
- Reduces errors through automated processes.
- Supports deployment at the sub-process group level.

#### User Experience and Collaboration

- Easy-to-use web-based interface.
- Provides overview of cluster.
- Integrated user feedback and collaboration.

#### Security and Compliance

- Create users and grant access to clusters or specific namespaces.
- Ensures secure access.
- Manages sensitive parameters securely.

#### Administration and Scalability

- Supports monitoring, node management, and cluster creation.
- Reduced supervision with automation and ready-to-use flow catalogs.
- Compatible with container and non-container setups.





# Ksolves' Salesforce Product|

## Rollup Magic

### Key Features/ Benefits

#### WHAT

- Create custom rollup summaries for any Salesforce data, including lookup relationships

#### WHY

- Admins create roll-ups without Apex. Supports sum, count, average, min, and max. Real-time updates keep data current. Automates roll-ups, reducing manual effort. Users can create custom filters.

#### HOW

- Select parent and child objects, set criteria, choose aggregation type, specify fields, define updates, and activate to start data aggregation.

#### Seamless GA4 Integration

- Integrate smoothly with GA4 for advanced analytics.

#### User Experience Improvement

- Identify and fix customer journey pain points.

#### Real-Time Data Collection

- Instant insights for quick decision-making.

#### Enhanced Customer Insights

- Detailed behavior data for marketing decisions.

#### Sales Performance Tracking

- Monitor metrics to boost conversions and revenue.

#### Customizable Integration

- Tailor GAC to fit your unique business needs.





# Ksolves' Salesforce Product| Google Analytics Connector

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

## Key Features/ Benefits

### WHAT

- GAC integrates with GA4 for SFCC, tracking diverse e-commerce events and providing deep customer behavior insights.

### WHY

- Captures e-commerce events, analyzes behavior, and monitors site performance and product popularity.

### HOW

- Our solution tracks customer interactions in GA4, offering insights for better decisions, optimized marketing, and improved conversions. Enhances navigation, checkout, and provides real-time data for agile strategies.

#### Quick Setup

- Easy configuration with a user-friendly interface

#### Single Screen Rollup Setup

- Enable to set up your roll-ups on a single screen.

#### Create Up to Five Rollups Free

- Access to five roll-ups in our free version.

#### Free Developer Support

- Includes 20 hours of support with a paid subscription.

#### User-Friendly Interface

- Intuitive design for effortless navigation.

#### Advanced Error Handling

- Ensure smooth error handling with instant notifications.



# Case Study 1: NiFi High Availability

## Big Data

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

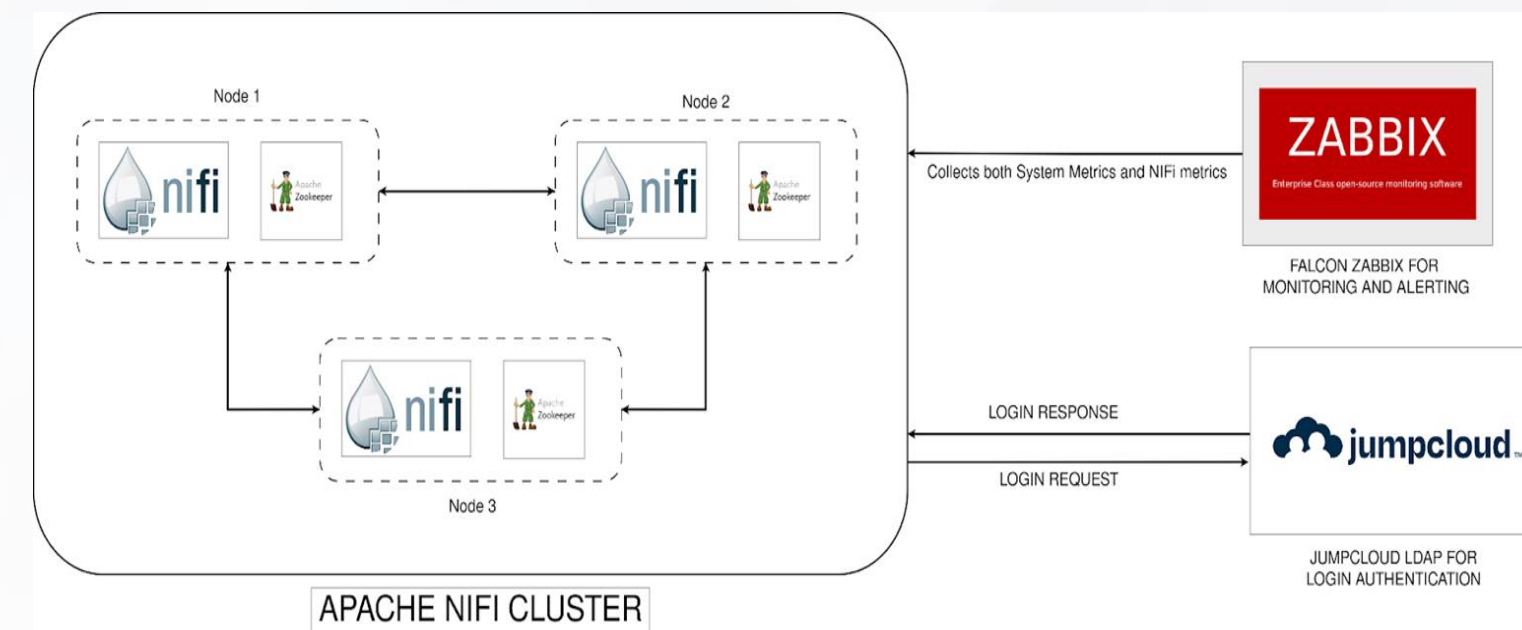
### Challenges

- Customer running standalone NiFi instances to handle their data pipelines and they want it to be high available and secure and fast processing
- Customer has also no access control RBAC policies configured so they want to integrate with existing LDAP (Jumpcloud) and in force RBAC policies and access control
- They also want NiFi specific matrixes integrated with their monitoring tools Zabbix, that was not previously
- Need a certificate based authenticated user to handle LDAP lockout scenario

### Solution

- Upgraded their single NiFi instances to NiFi secure 3 node NiFi cluster and also helped to setup DR NiFi cluster
- Integrated Cluster with existing LDAP (Jumpcloud)
- Integrated NiFi specific matrix in Zabbix
- Done load and failover testing to make sure it is meeting their current SLA and Disaster recover requirements
- Added and tested a certificate based authenticated user with LDAP lockout scenario

### ARCHITECTURE DIAGRAM





# Case Study 2: NiFi & Spark Optimizations in Telecom Big Data

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

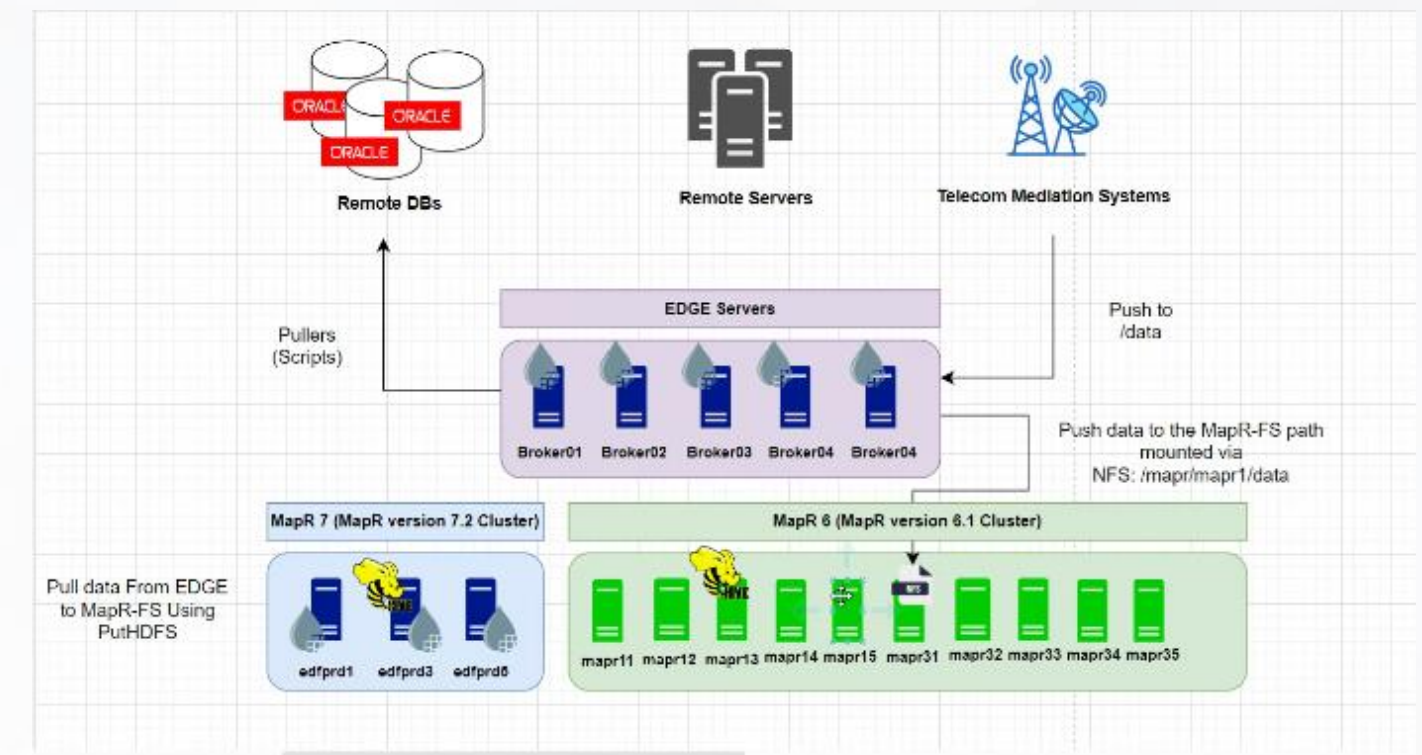
## Challenges

- Customer is looking to migrate from *MapR6 to MapR7 that includes also NiFi flow migrations.*
- *Optimize* existing NiFi based file transfer flow from MapR7 NiFi edge server to MapR7 MapR-FS.
- Sync data from MapR6 to MapR7 using NiFi to support legacy system.
- Sync historical data from MapR6 to MapR7 using NiFi.
- Migrated Drill script to Spark and Optimize existing Spark script for better performance and SLA

## Solution

- Migrated and reconfigured NiFi flow from MapR6 to MapR7
- Optimized NiFi existing flows
- Created NiFi flows to migrate data from MapR6 to MapR7 and vice-versa
- Migrated Drill script to Spark and Optimized existing spark scripts
- Extended MapR7 cluster 3 node cluster to 10 node Cluster

## ARCHITECTURE DIAGRAM



# Case Study 3: NiFi in FinTech

## Big Data

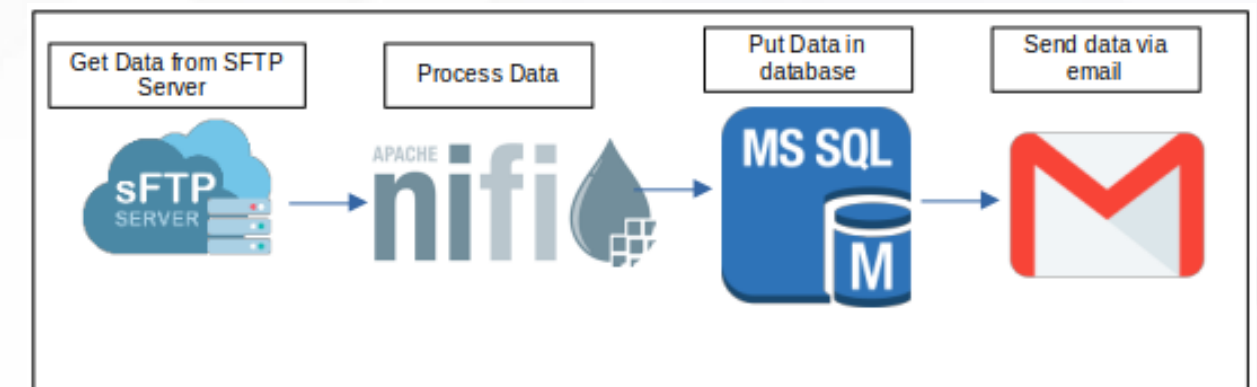
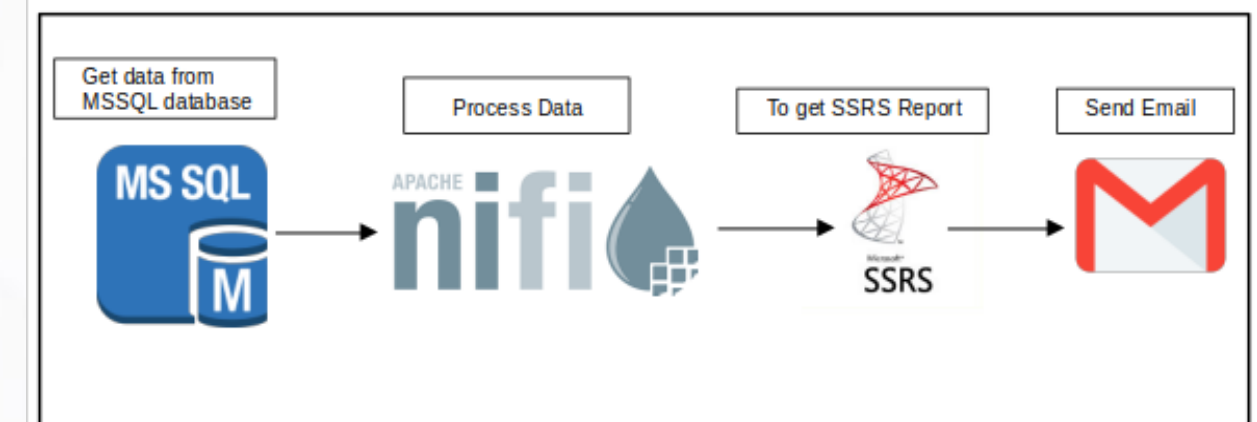
### Challenges

- Customer wants to migrate SSIS and open source tech for data transfer pipelines
- Integrate open source ETL with SSRS server and send the reports in email
- Pull data from SFTP server do transformation and store in MSSQL and send notification for success and failed files
- Integrate Azure bus service with ETL tool to pull and push data
- Monitor audit logs table and do data transfer as logs changes

### Solution

- Created Open Source NiFi cluster and replace SSIS data pipeline with NiFi data pipeline to save cost.
- Integrated NiFi with SSRS server and email service and created and tested required pipeline to generate and send SSRS report in email
- Integrated NiFi with SFTP server, MSSQL and email service and created required data pipeline
- Integrated Azure bus service with NiFi and created required data pipeline

### ARCHITECTURE DIAGRAM



# Case Study 4: Renewable Energy Sector

## Salesforce

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

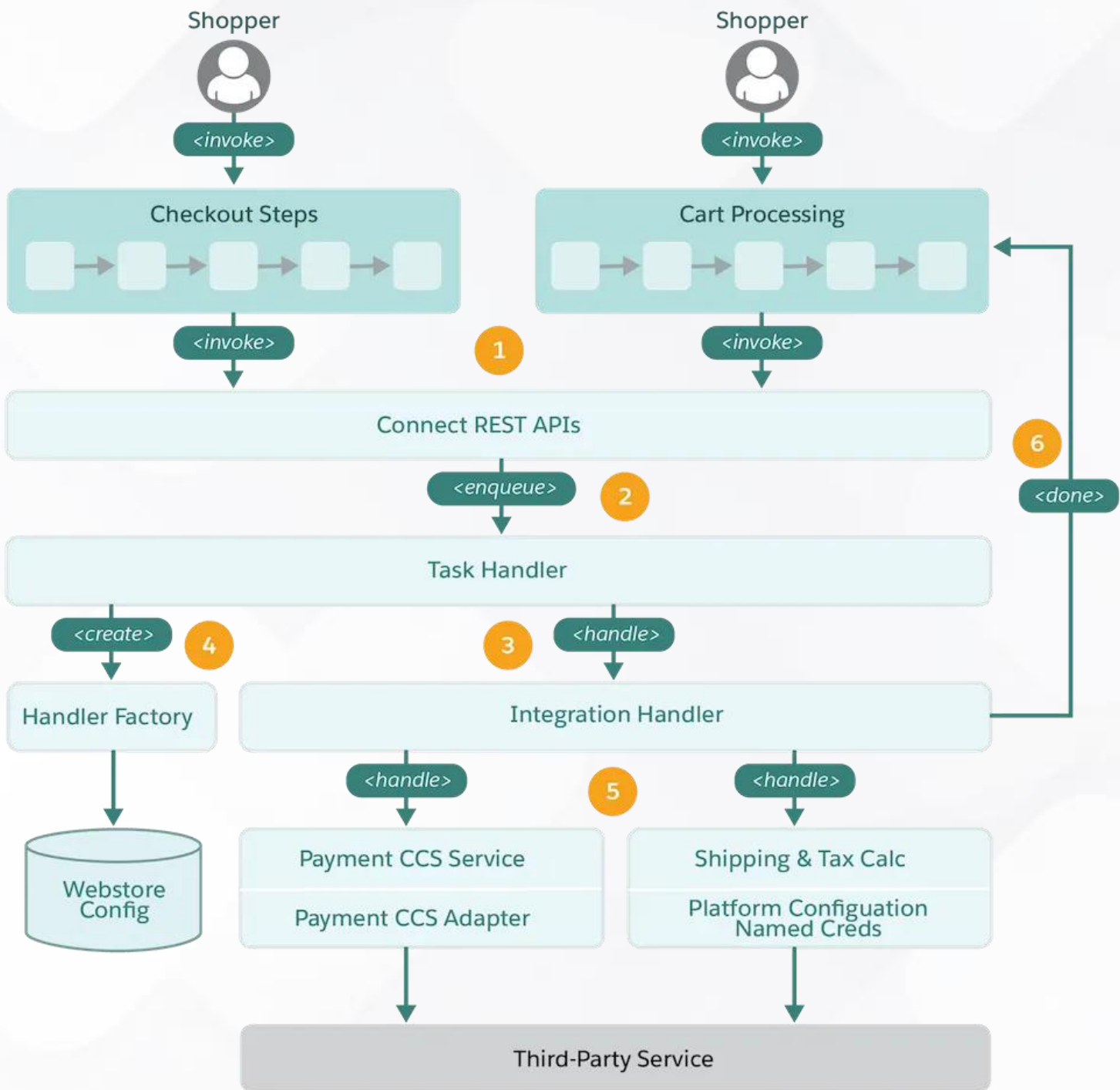
### Challenges

- A prominent player in the renewable energy sector, particularly in wind and solar power generation, faced challenges stemming from outdated systems and processes..
- The presence of multiple siloed legacy systems hindered the sales and service teams from obtaining a holistic view of the customer, leading to disjointed and ineffective interactions.
- the existing front-end sales and service applications were insufficient, adversely affecting the overall customer experience.

### Solution

- Implementation of B2B Commerce Portal made online part ordering is faster & easier.
- Integration with RACES & mirakl to provide real-time product pricing and availability on the cart.
- Integration with the client's transportation management provide real-time delivery tracking.
- Implementation of Punchout which eliminates the need for manual data entry by allowing users to make purchases directly from the supplier's catalog.

### ARCHITECTURE DIAGRAM



# Case Study 5: Power Sector

## Salesforce

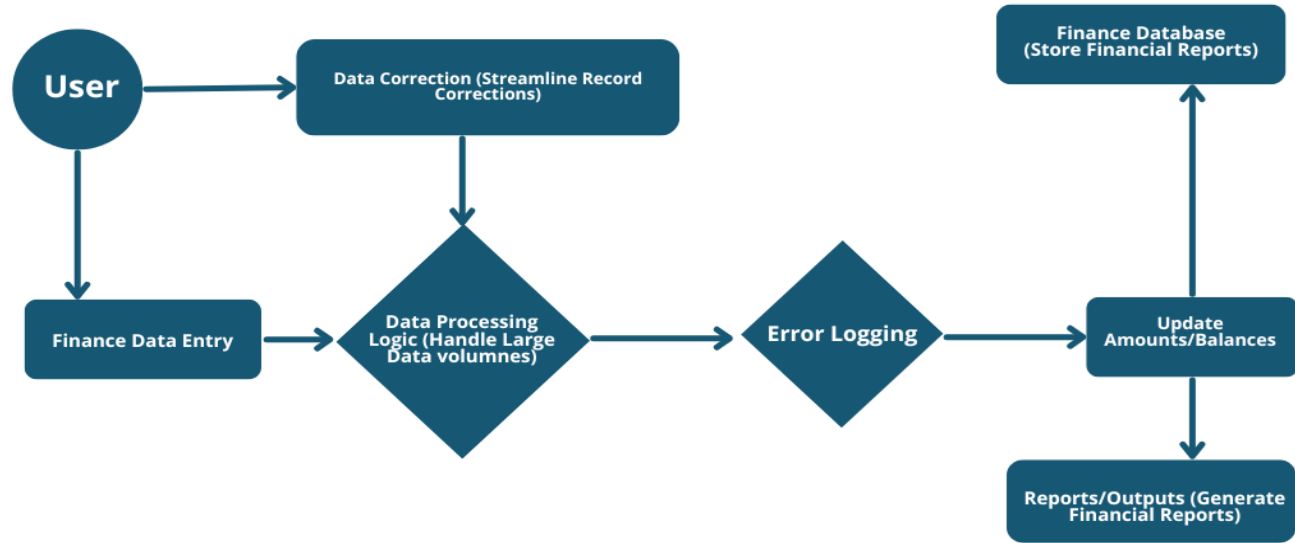
### Challenges

1. Kalpa Power, a provider of turnkey solar solutions, is facing several issues with its systems, leading to inefficiencies and data inconsistencies: The finance system struggles to handle large amounts of data, leading to incorrect pricing and balance updates, which require manual corrections.
- Inefficient Data Correction Process: Modifying amounts forces the cancellation and recreation of entire records, further complicating data management and increasing workload.
- Technical Challenges: The company requires a solution that enhances data handling in the finance module, improves code quality through better test coverage and error logging, and optimizes query performance to prevent governor limit issues.

### Solution

- Implemented scalable logic to handle large volumes of data in the finance tables, along with a robust mechanism for data correction, ensuring system efficiency and accuracy.
- Added an error logging object to track and manage errors, making them accessible for reporting and debugging, improving overall system reliability.
- Refactored lengthy code into modular, reusable functions using OOP principles, enhancing maintainability and simplifying future development.

### ARCHITECTURE DIAGRAM





# Case Study 6: Predictive Model for Energy Efficiency

## Machine Learning

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

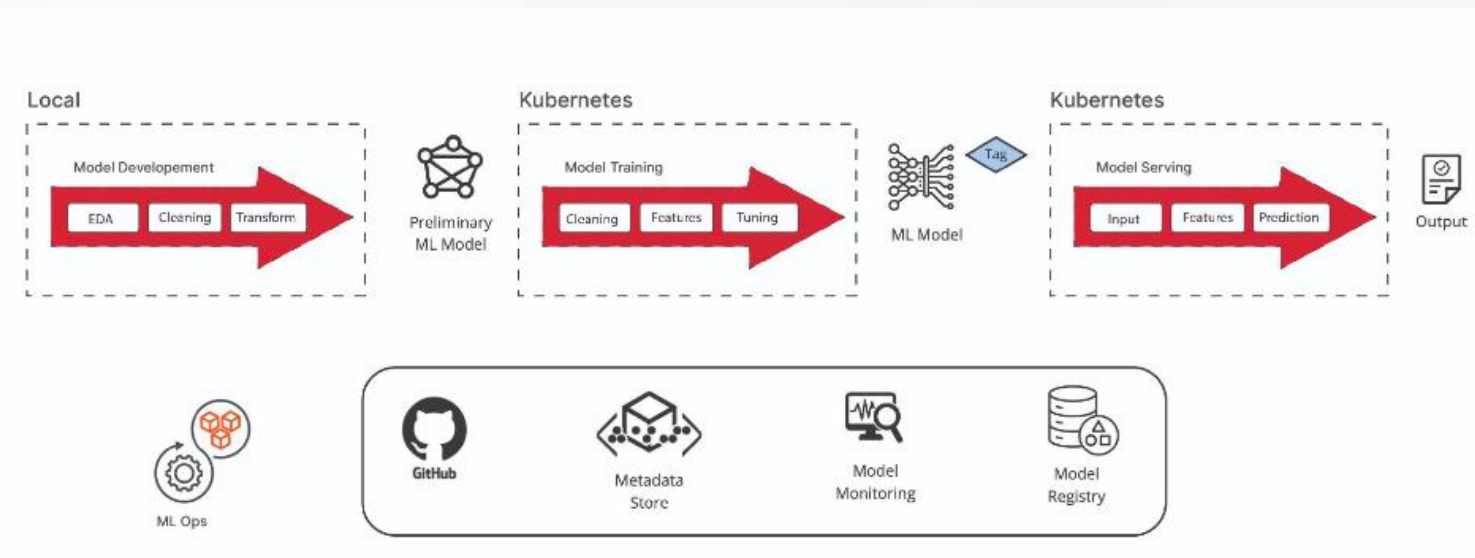
### Challenges

- Compressor on-time in refrigerators plays a crucial role in **Energy Optimization**. By accurately predicting and managing compressor activity using temperature data, operational costs can be minimized .
- Traditional maintenance practices wait for a failure to occur before taking action, which can lead to higher repair costs. By **predicting short cycling using ML**, we can perform maintenance proactively, reducing downtime and costs.
- Our goal was to predict compressor on-time in a 24-hour window using temperature data, as compressor efficiency significantly impacts energy optimization, cost savings, and environmental sustainability.

### Solution

- Temperature data collected alongside **amperage** was **correlated with on-time values**, creating a labeled dataset for **supervised learning**.
- Unsupervised learning** models were **trained separately for three refrigerator types**, predict short-cycling with high accuracy .This methodical approach ensures efficient energy management and cost savings.
- Our approach achieved high accuracy in detecting short cycles, reducing false positives and negatives, and was deployed via Flask API, transforming maintenance practices effectively and improving **Energy Efficiency**,

### ARCHITECTURE DIAGRAM



# Thank You



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