

November 11, 2025

To,
The Listing Compliance Department
The Bombay Stock Exchange Limited,
PJ Towers, Dalal Street
Mumbai- 400 001
Scrip Code: 544343

Sub: Investors/Earning Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir,

In continuation to our letter dated November 7, 2025, regarding Intimation of Investors/Earning Call of the Company scheduled on Wednesday, November 12, 2025, please find enclosed herewith a copy of Investors/Earning presentation on the financial performance of the Company for the half year ended September 30, 2025.

The aforesaid presentation is also available on the Company's website i.e. <https://www.capitalnumbers.com/investors/corporate-announcements.php>.

This is for your information and records.

Thanking You,

Yours Faithfully,

For **CapitalNumbers Infotech Limited**

**SIKHA
BANKA**

Digitally signed by
SIKHA BANKA
Date: 2025.11.11
17:18:29 +05'30'

Sikha Banka
Company Secretary & Compliance Officer
Mem. No. A47067

Encl: As stated above

Registered Office

Mani Casadona IT Building, 8th Floor, 8E4,
East Tower, Action Area #2F, New Town
Kolkata, 700156, West Bengal, India



**High-Growth
Companies**
Asia-Pacific
2023

dun & bradstreet
LEADING SMES OF INDIA
2023





capitalnumbers.com

Investor Presentation

H1 FY26 Results

Capital Numbers helps businesses accelerate growth, reduce costs, and improve efficiency through digital engineering.

Disclaimer

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Overview

LET'S DIVE IN →



Company Credentials

13+ Countries with Active Clients

20+ Premium Awards & Recognition

500+ Professionals

2012 Company Established

ISO: 9001 & 27001 , & SOC 2
Certifications, Which Ensures Exceptional
Quality Services

About Us

Capital Numbers is a premier Software Solutions company engaged in the business of digital consulting and IT engineering offering end-to-end software development solutions to enterprises, and startups worldwide.

- ✓ Adherence to international standards, guaranteeing highest level of excellence.
- ✓ Providing clients viable, futuristic, and transformative digital solutions.
- ✓ Winner of multiple awards from international media outlets
- ✓ Led by a seasoned management team with deep expertise in the IT industry.
- ✓ Long-standing clients. Strong Financials with good liquidity positions.

Service Offerings



AI/ML/GenAI

AI-driven analytics, machine learning solutions, and generative AI applications.



Platform Engineering

Salesforce, Microsoft D365, UIPath Consulting services



Data Engineering and Analytics

Data integration, warehousing, visualization, and predictive analysis.



Cloud Engineering

Cloud migration and infrastructure management.



Digital Engineering

Solution Architecture, Development, Re-engineering, Migration, Testing & Maintenance



UI/UX Design

User interface design and prototyping / wireframing.

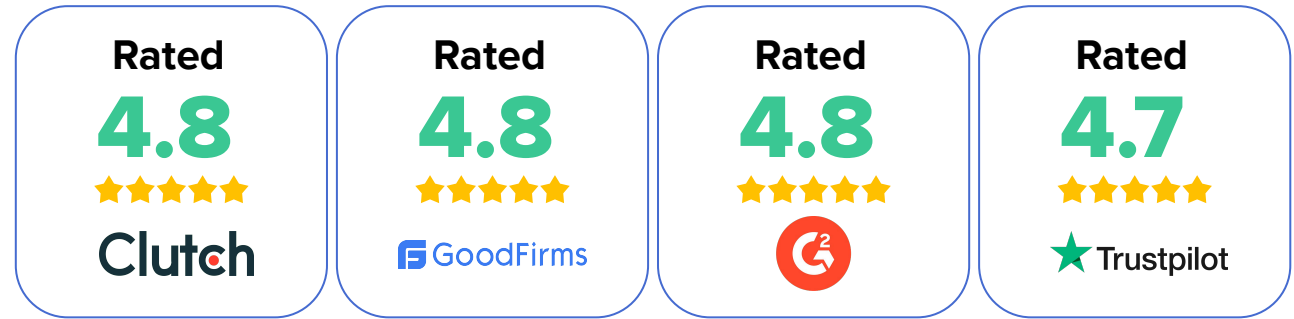
Company's Ratings on Major B2B Platforms

*Potential B2B buyers check for product or service quality and credibility by studying **reviews sites**. The review sites help them uncover critical bits of information known to only those who have used our product or services.*

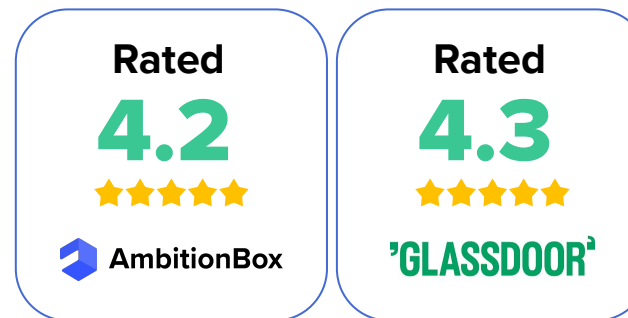
Market research firm - Dimensional Research, in a study of over 1,000 responses, reported that over 90% of consumers are influenced by positive online reviews in making their purchase decisions.

We are one of the India's Highest-rated development company among top B2B review platforms.

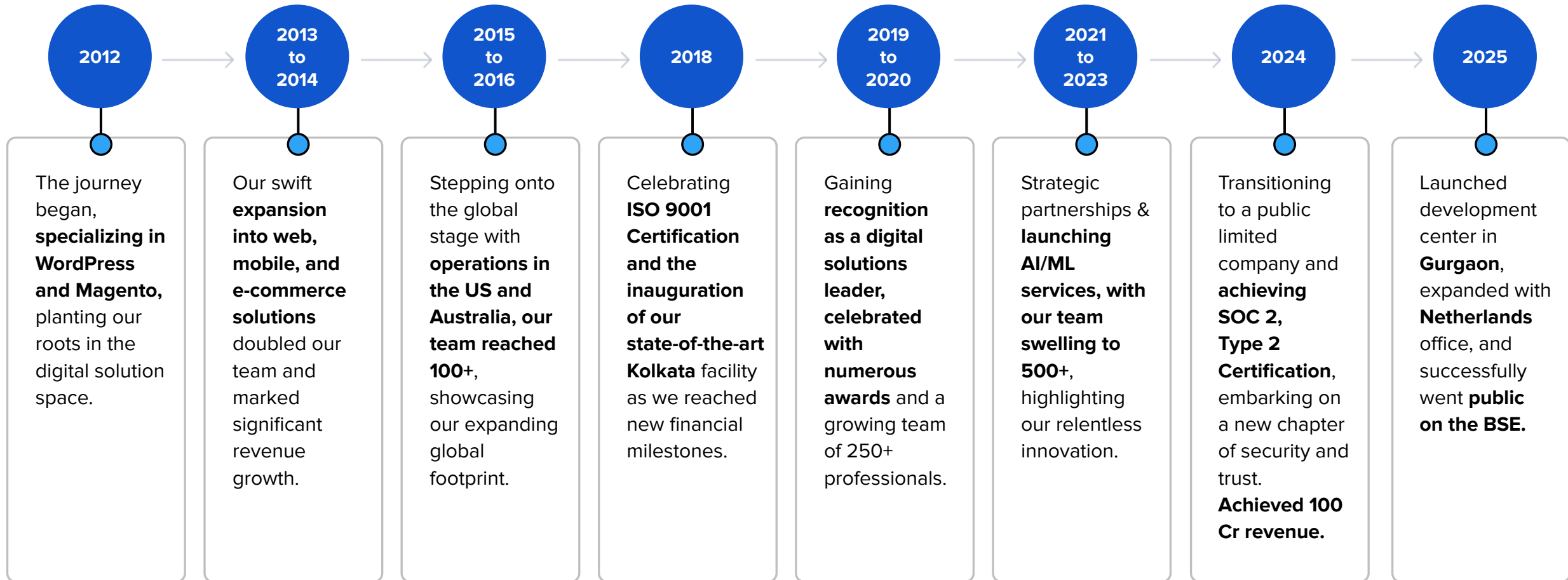
Our Ratings on Major B2B Platforms



Our Employer Ratings on Major Indian Job Sites



Our Milestones for Digital Excellence

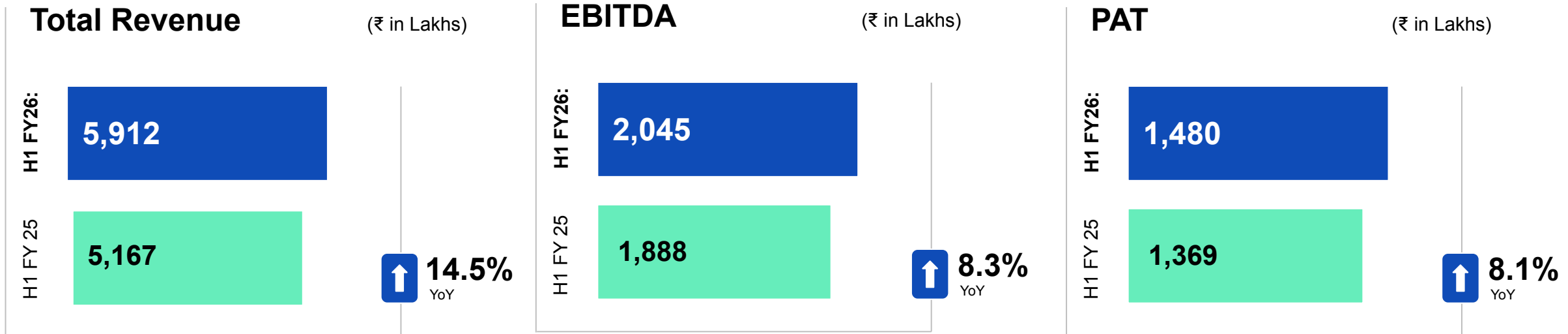


Financial Highlights

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Financial Highlights (in ₹)



Notes:

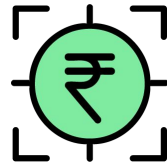
1. The above figures have been rounded to nearest integer. Percentage growth has been calculated based on absolute figures.

Cash Position & Balance Sheet Strength



Cash & Investments:

₹14,749 lakhs as of
September 30, 2025



Strong liquidity position

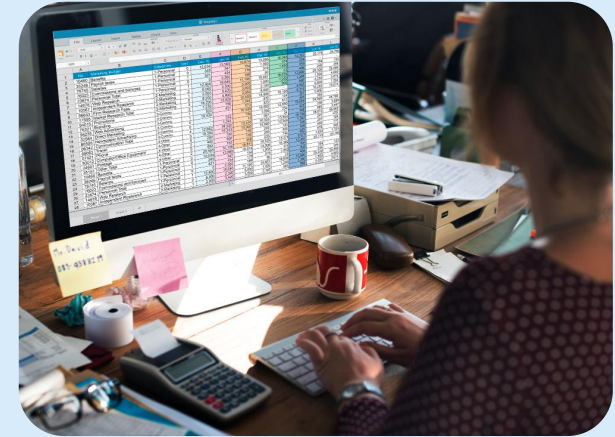
with current ratio of
30.55



Debt-free balance sheet

P&L and Balance Sheet

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Income Statement Summary (Consolidated)

Particulars (₹ in Lakhs)	H1 FY26	H1 FY25	YoY % Change
Revenue from operations	5,267.25	5,018.73	4.95%
Others Income	644.39	148.01	335.37%
Total Income	5,911.64	5,166.74	14.42%
Total Operating Expenses	3,866.58	3,277.88	17.96%
EBITDA	2,045.06	1,888.86	8.27%
Interest Cost	7.29	5.50	32.55%
Depreciation and Amortization	75.64	67.74	11.66%
Profit Before Tax (PBT)	1,962.13	1,815.12	8.07%
Tax Expenses	482.13	446.65	7.94%
Profit After Tax (PAT)	1480.00	1,368.97	8.11%

Balance Sheet Summary (Consolidated)

Particulars (₹ in Lakhs)	H1 FY26	FY 24-25
Net Worth	17,182.33	15,688.69
Non – Current Liabilities	271.99	255.05
Current Liabilities	543.55	468.69
Total	17,997.87	16,412.43
Fixed Assets	873.59	900.45
Other Non-Current Assets	518.69	478.67
Current Assets	16,605.59	15,033.31
Total	17,997.87	16,412.43

Cash Flow Statement Summary (Consolidated)

Particulars (₹ in Lakhs)	H1 FY26	H1 FY25
Cash Flow from Operating Activities	683.18	1,196.18
Cash Flow from Investing Activities	(838.57)	(1,260.41)
Cash Flow from Financing Activities	-	(3.51)
Net Increase/(Decrease) in Cash and Cash Equivalents	(155.39)	(67.74)
Effect of exchange rate changes on Cash and Cash Equivalents	13.64	0.99
Cash and Cash Equivalents at the beginning of the year	1,611.57	980.79
Cash and Cash Equivalents at the end of the year	1469.82	914.04

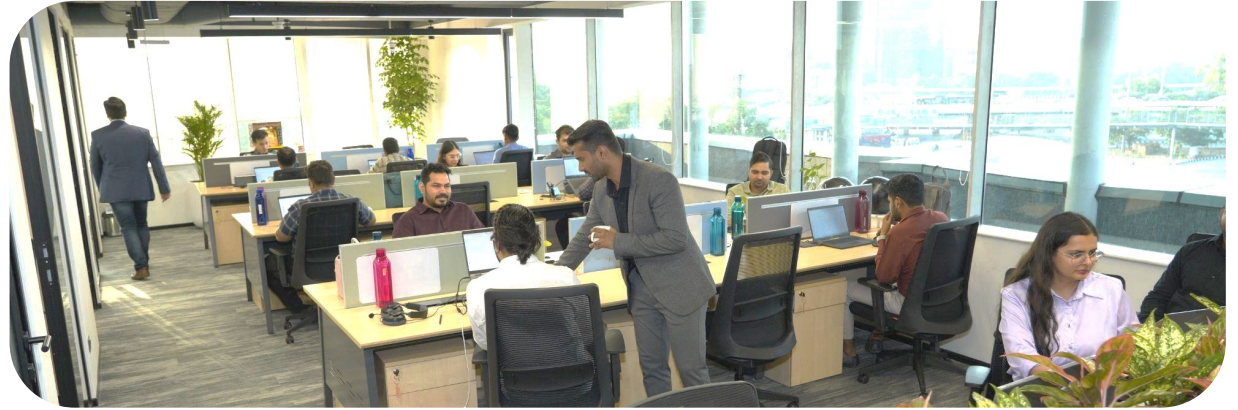
Business Highlights

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Expansion of Gurgaon Development Center

- Expanded to **80+ Seater Development Center**
- Appointment of **Director of AI CoE**
- Appointment of **Head of Demand Generation**
- Maintained **ISO 9001, ISO 27001, and SOC 2 Type II** Certifications.
- Hiring of **Senior Developers** and **Architects** across business domains



Merger & Acquisition

Active Pipeline

20+ preliminary discussions completed across US and India

Target size: \$0.5M–\$3M revenue | 25–180 employees

Focus: Salesforce, AI/ML, Cloud, Low-Code, Data Analytics

Deal Progress:

Multiple targets in due diligence; management calls and valuations ongoing

Strong financial and delivery profiles validated

Mix of full acquisition and strategic partnership opportunities

Status:

Several prospects filtered out (scale/profitability mismatches)

Consistent monthly deal flow; balanced direct and inbound leads

₹40 Cr earmarked for strategic acquisition (ETA: 6–9 months)

Conference & Events

Events Executed:

- 4 international conferences across Middle East, UK & Europe
- Senior leadership deployment at every event

Lead Generation:

- 500+ qualified leads generated (50–150 per event)
- Strong pipeline across telecom, fintech, e-commerce, manufacturing

Conversions Achieved:

- \$600,000+ deal value closed and in active negotiation
- Multiple contracts: FT hiring, platform development, AI/ML consulting
- Engagements with global brands and multinationals underway

Strategic Wins:

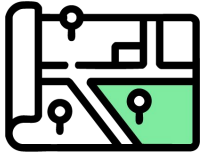
- Enhanced brand visibility in new geographies
- Expanded C-suite network and partnership opportunities
- Discovery workshops and pilot projects with enterprise prospects

FY26 Focus:

- Convert active discussions into long-term revenue
- Target larger strategic deals from tradeshow pipeline



Key Ratios



Diverse client base
across 13+ countries

Client concentration:

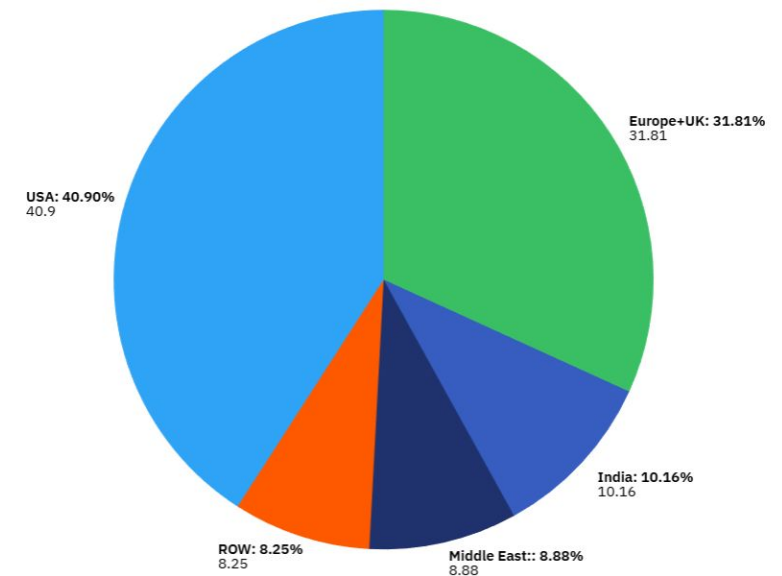
Top 5 clients: **21.58% of revenue**

Top 10 clients: **32.68% of revenue**

Balanced revenue distribution across geographies:

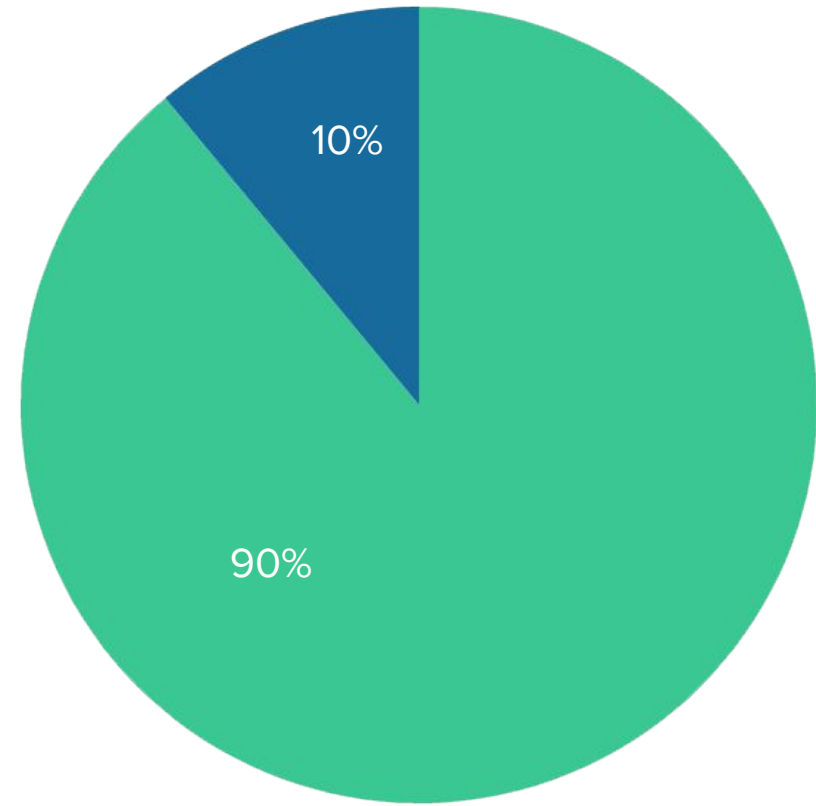
- USA: 40.90%
- Europe+UK: 31.81%
- India: 10.16%
- Middle East: 8.88%
- ROW: 8.25%

Grand Total: 100.00%



Revenue Breakup

Fixed Cost Project - 10%
Time & Material - 90%



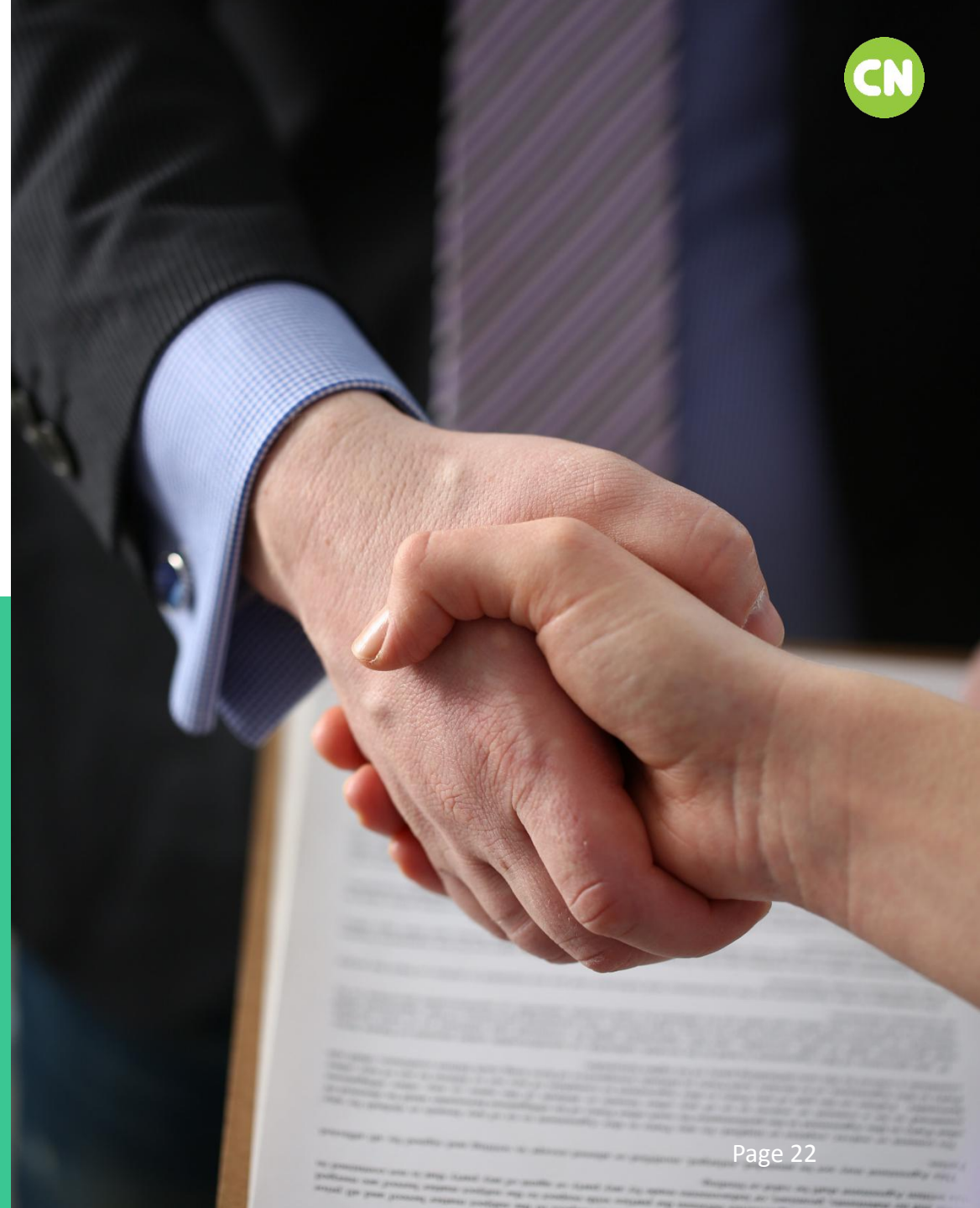
- Fixed Cost Project - 10%
- Time & Material - 90%

Operational Updates

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Key Wins

- Secured 4 Cr contract with US based company for product engineering
- 2 new marquee clients added with paid trial projects underway -
 - Salesforce consulting for FTSE Listed global real estate company
 - Data engineering and analytics consulting for NYSE listed medical technology company



Team Growth

- Headcount growth to **566+ professionals.**
- Enhanced focus on specialized skills in AI, cloud, and emerging technologies.
- Continued investment in employee development and upskilling.
- Seating capacity in Gurgaon expanded from 60 to 80+ - **90% occupancy as on date.**





Recent Achievements



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Awards

- The Best Tech Brands 2025 - Economic Times
- The Times Business Awards West Bengal 2025



BEST TECH
BRANDS 2025

—TIMES—
BUSINESS
AWARDS

WEST BENGAL 2025
8th EDITION

Continued recognition on major B2B platforms with top ratings Won “**Growth Leadership in Tech Services**” at **NASSCOM SME Inspire 2025** presented by **Shri Piyush Goyal** (Hon’ble Minister of Commerce & Industry) and **Shri Rajesh Nambiar** (President, NASSCOM).





GOAL

STRATEGY

PLAN

Future Outlook and Strategy

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FY26 Outlook & Guidance

Revenue growth guidance:
 $\geq 15\%$ YoY in INR terms.

40 Cr earmarked for
Acquisition

Strategic Priorities for FY26

Accelerate growth through expanded sales presence in key markets.

Increase investment in AI and emerging technologies.

Pursue strategic acquisitions to enhance capabilities and market reach.

Continue to build brand recognition globally.

Establish office in Saudi Arabia.

Long-term Vision

- ✓ Double revenue in three years.
- ✓ Establish leadership in AI-driven delivery models.
- ✓ Expand global footprint with local presence in key markets.
- ✓ Maintain industry-leading profitability metrics.

Key Management



Mr. Mukul Gupta

Promoter, CMD and CEO

Mr. Mukul Gupta, aged 42, is the Promoter, Chairman, Managing Director, and CEO of our Company. He holds a certificate in Network Centered Computing from NIIT and has been recognized as a Microsoft Certified Professional. Additionally, he is certified as a Blockchain Expert by the Blockchain Council. With 20 years of experience in global operations, Mr. Gupta has been a driving force behind our company since its inception.



Mr. Vipul Gupta

Promoter and Director

Mr. Vipul Gupta, aged 39, is the Promoter and Director of our Company. He completed his higher secondary education from the West Bengal Council of Higher Secondary Education in 2003. With 12 years of hands-on experience in financial management, strategy.



Mrs. Herprit Gupta

Promoter and Director

Mrs. Herprit Gupta, aged 44, is the Promoter and Director of our Company. She holds a Bachelor of Commerce degree from Madurai Kamaraj University. She has 8 years of working experience at Citibank from 2005 to 2013. Since joining our company as Director in 2013, she has been overseeing the human resources department and its related functions.

Non-Executive Independent Directors



Mr. Vikas Sethia

Non-Executive Independent Director

Mr. Vikas Sethia, aged 45, is the Non-Executive Independent Director of our Company. He holds a Chartered Accountant qualification from the Institute of Chartered Accountants of India, a Cost Accountant qualification from the Institute of Cost Accountants of India, and a Bachelor's degree in Commerce from the University of Rajasthan. He also completed a Master's degree in Business Management. Currently, he is a partner at a leading CA firm in Hyderabad.



Mr. Shounak Mitra

Non-Executive Independent Director

Mr. Shounak Mitra, aged 39 years, is the Non-Executive Independent Director of our Company. He holds bachelor degree of Business Administration from The ICFAI University of Dehradun and He has also hold certificate of membership in Bar Council of West Bengal. He is a Partner in the Dispute Resolution practice and Intellectual Property practice groups in the Kolkata office. With over more than 14 years of experience, his expertise lies in commercial & intellectual property litigation.



Mrs. Neha Nimesh Shah

Non-Executive Independent Director

Mrs. Neha Nimesh Shah, aged 39 years, is the Non-Executive Independent Director of our Company. She holds post-graduation diploma in Human Resource Management from Welingkar Institute of Management Development and Research. She has worked with Kotak Life Insurance & Future group from 2008 to 2011 as HR Executive. Currently she is co-founder and director of MMB Advisors Private Limited mentoring companies.

Senior Management



Mr. Pushpal Mazumder

CTO | With 20+ years of experience in IT industry, associated with us from inception.



Mr. Sanket Harlalka

CFO | 16+ years experienced Chartered Accountant associated with us from February 2024.



Mr. Anindya Mukherjee

Director of Operations | With 20+ years of leadership, he drives company revenue and has been with us since inception.



Mr. Subharjit Das

Director of HR & Compliances | With 25+ years of experience, he has been with CN since inception and leads HR, IT, Recruitment, and compliance.



Mr. Souvik Mukherjee

Head of Marketing | With 18+ years of experience leading our marketing activities since February 2013.



Mr. Abhideep Bhattacharjee

Head of Channel Partnership | With 13 years of experience in IT project and Account Management, he is associated with us from 2024.



Subhankar Mukherjee

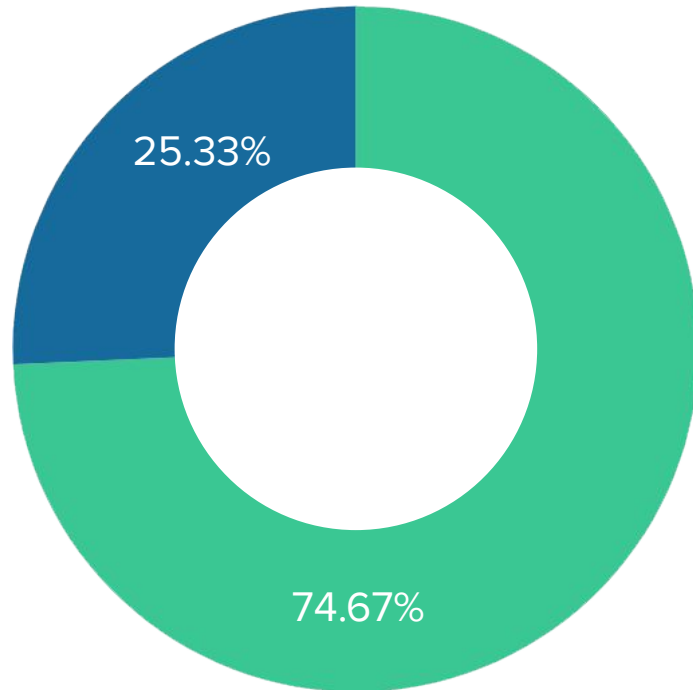
Director of Sales | With Over 18 years experience in key leadership positions across renowned organizations, driving sales growth and business development in domestic and international markets, Associated with us since last year.

Capital Allocation & Shareholder Returns

- ✓ **Zero debt balance sheet** provides flexibility for M&A.
- ✓ **10% Interim dividend** declared.
- ✓ Focus on **reinvesting in high growth, high margin service lines**.

Shareholding Pattern & Promoter Activity

As on 30th September 2025



- Promoter Shareholding
- Public

Post IPO Promoter Acquisition of Company Shares

1. Promoter has acquired **1,80,000** number of shares which constitute **0.74%** of total share capital of the company in Q4 FY25.
2. Then, The promoter has further acquired **72,000** number of shares which constitute **0.29%** of total share capital of the company in the month of September 2025.

This shows promoter's confidence in growth and future prospects.

Thank You

We would love to hear from you

info@capitalnumbers.com



capitalnumbers.com