EXCELSOFT TECHNOLOGIES LIMITED
Formerly known as Excelsoft Technologies Private Limited.
CIN: L72900KA2000PLC027256
1-B, Hootagalli Industrial Area, Mysuru - 570018, Karnataka, India.
0821-4002200 compliance.officer@excelsoftcorp.com www.excelsoftcorp.com

November 05, 2026

To
The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001,
Maharashtra, India.

Scrip Code: **544617**
ISIN: **INE606N01019**

To
The Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400051,
Maharashtra, India.

Scrip Symbol: **EXCELSOFT**

Subject: Investor presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the investor presentation for the 2nd (Second) quarter and half year ended September 30, 2026.

The Company will use this presentation for any meeting scheduled with analysts or institutional investors up to the end of next quarter.

The above information is also available on the website of the Company at https://www.excelsoftcorp.com/investors/

Details as required to be disclosed as per BSE's Circular No. 20230714-34 dated July 14, 2023, and NSE's Circular No. NSE /CML/2023/57 dated July 14, 2023, are as under:

1	Date of occurrence of Event / Information:	November 05, 2026
2	Time of occurrence of Event/ Information:	19:09 (IST)

Kindly take the above information on record.

Thanking you,

For Excelsoft Technologies Limited,
(Formerly known as Excelsoft Technologies Private Limited)

S M ADITHYA JAIN
Digitally signed by S M ADITHYA JAIN
Date: 2026.11.05 20:06:28 +05'30'

S M Adithya Jain,
Company Secretary, Chief Compliance Officer and
Chief Investor Relations Officer
(ICSI Membership No.: A49042)
Place: Mysuru

Enclosed: Investor Presentation

EXCELSOFT®

TECHNOLOGIES LIMITED

INVESTOR PRESENTATION

Q2 & H1 FY27



DISCLAIMER

This presentation has been prepared by Excelsoft Technologies Limited (“Company”), solely to provide information about the Company to its stakeholders. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to number of factors, including future changes or developments in the Company’s business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information including but not limited to Company’s website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.

TABLE OF

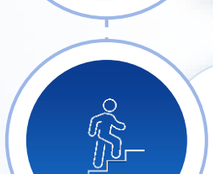
CONTENTS

Five chapters that tell the Excelsoft story


FINANCIAL Highlights 01


COMPANY Overview 02


BUSINESS Overview 03


WAY Ahead 04


HISTORICAL Statements 05

Q2 & H1 FY27

FINANCIAL HIGHLIGHTS

MANAGEMENT COMMENT



DHANANJAYA SUDHANVA

Chairman & Managing Director

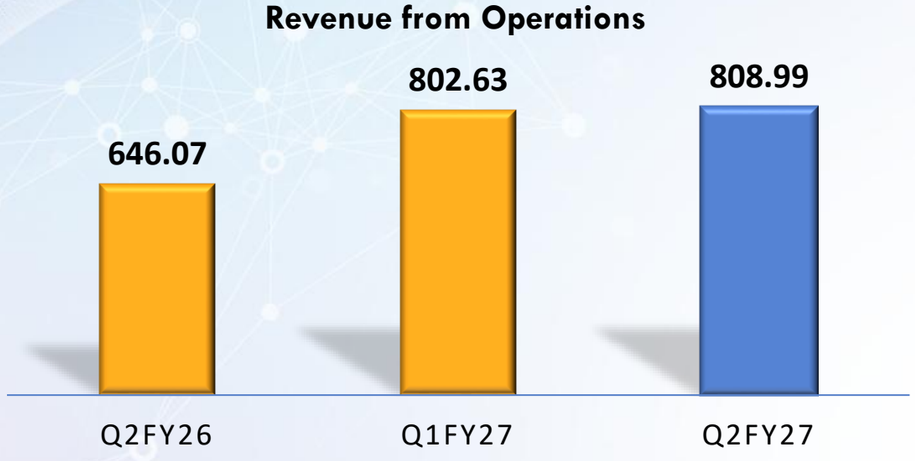
Excelsoft delivered a healthy revenue performance in the first half of FY27, driven by continued momentum in Education Technology Services and sustained demand for our digital learning and assessment solutions. Our growth reflects deeper customer relationships, successful program execution and expanding opportunities across international markets.

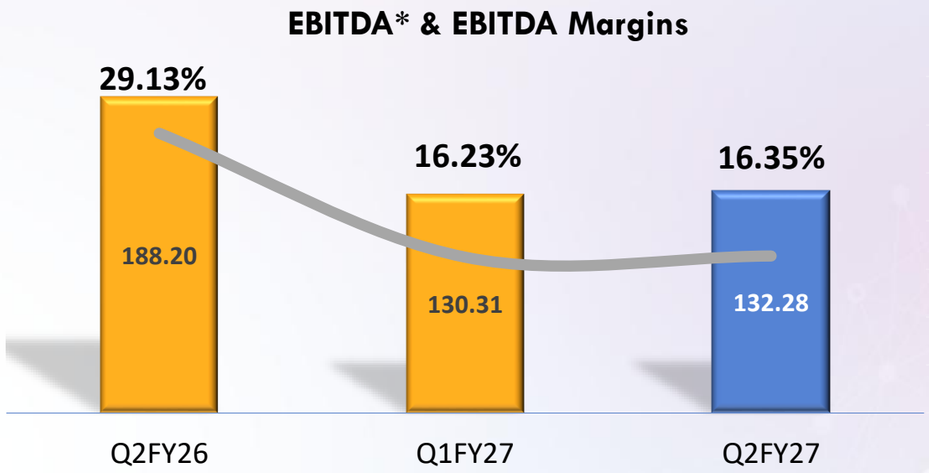
During the quarter, profitability was impacted by higher employee costs, including the engagement of external consultants to support program delivery, along with investments in strengthening our global sales and leadership capabilities. These investments are strategic in nature and are expected to strengthen our capabilities and deliver benefits over the long term.

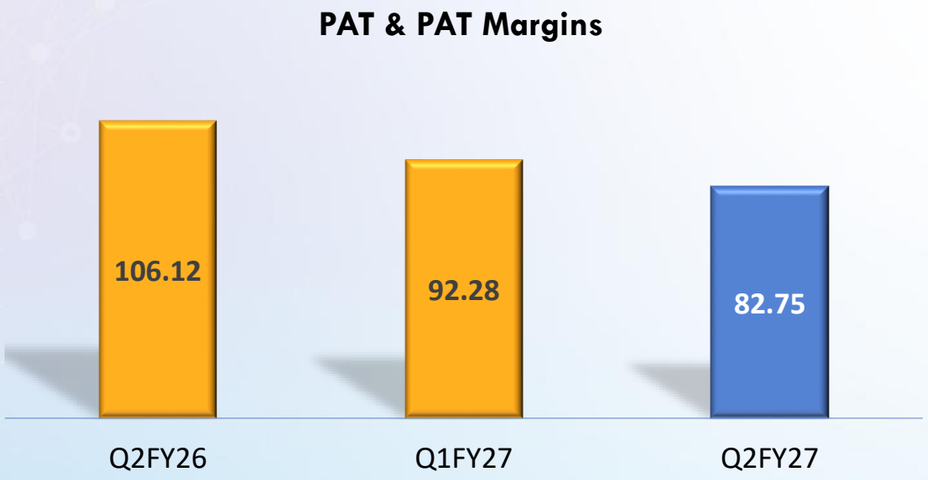
We continue to invest in technology, talent and international expansion to build capabilities for the next phase of growth. Our focus on AI-enabled assessment, digital learning and global market opportunities positions us to address the evolving needs of education institutions and assessment organizations.

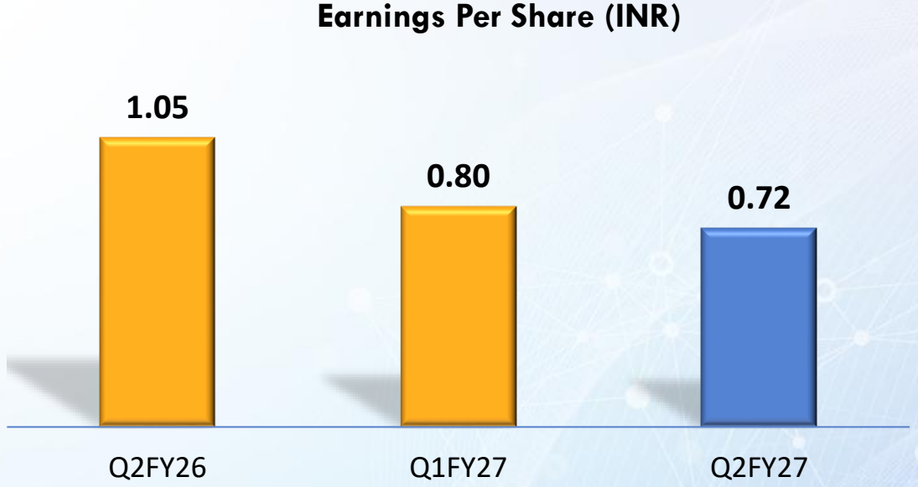
Looking ahead, we remain focused on executing existing programs, improving operational efficiency and converting business opportunities into sustainable growth. We remain on track to deliver our committed top-line growth for FY27 and are confident in Excelsoft's long-term growth prospects.

Q2 FY27 FINANCIAL HIGHLIGHTS







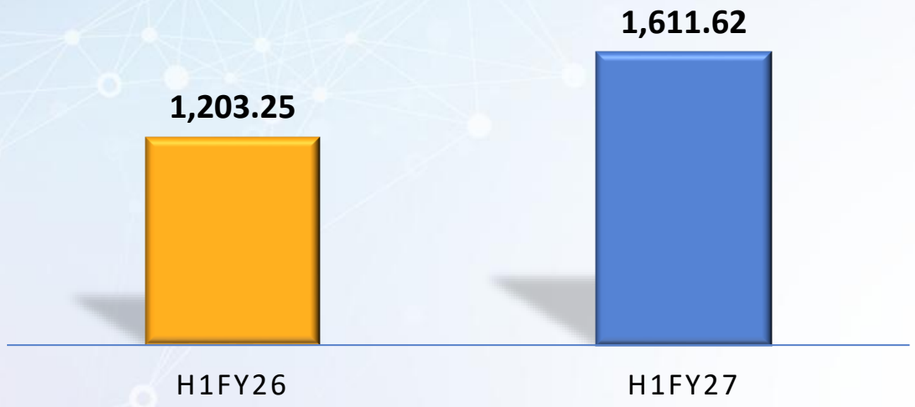


**EBITDA is calculated excluding Other Income*
**All Amounts in INR Mn*

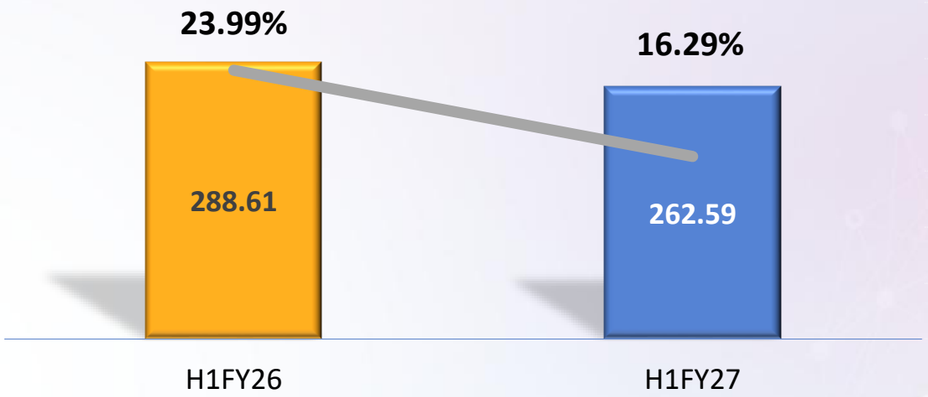
H1 FY27 FINANCIAL HIGHLIGHTS

EXCELSOFT

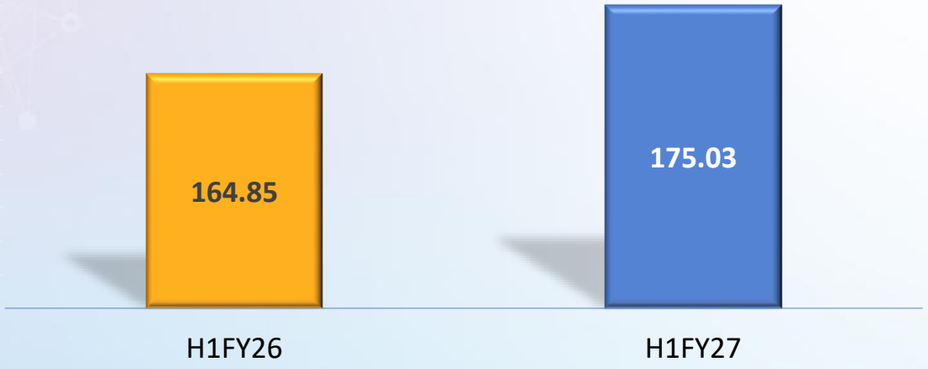
Revenue from Operations



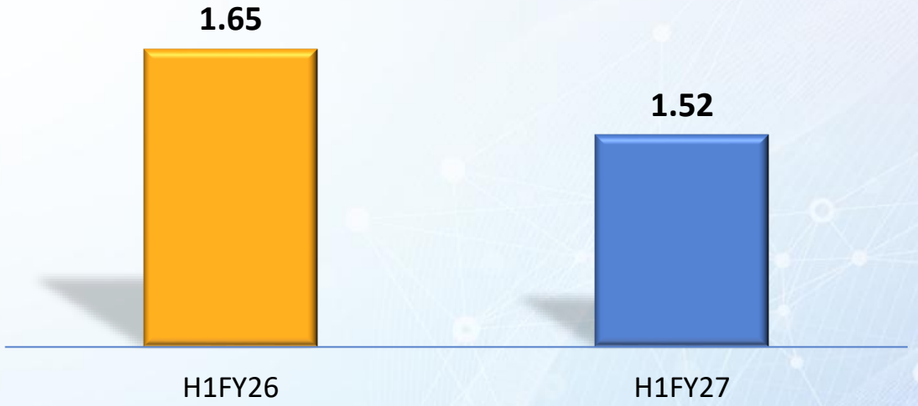
EBITDA* & EBITDA Margins



PAT & PAT Margins



Earnings Per Share (INR)



**EBITDA is calculated excluding Other Income*
**All Amounts in INR Mn*

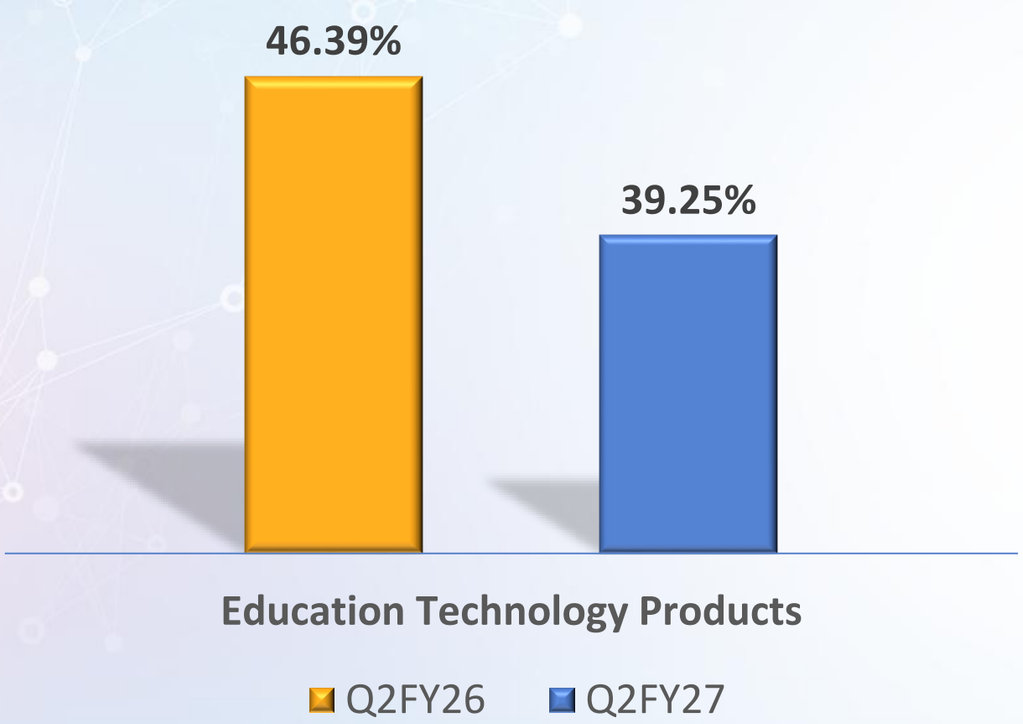
INVESTING IN GROWTH: BUILDING CAPABILITIES FOR THE NEXT PHASE

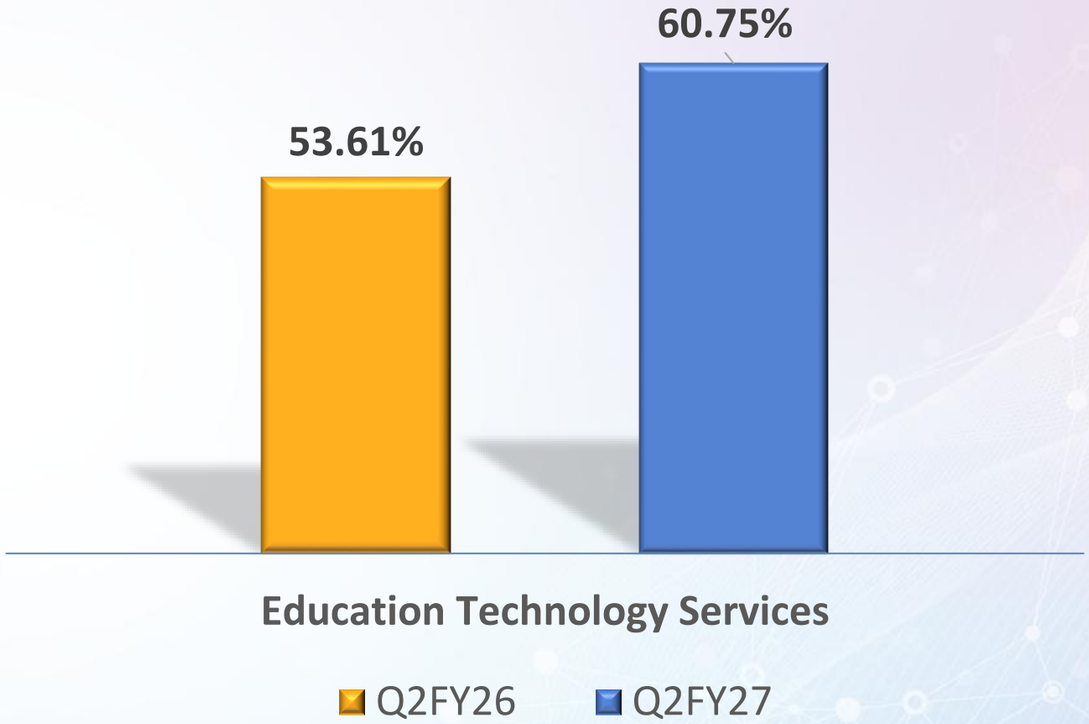
Strategic investments in talent, leadership and technology are aimed at strengthening execution capabilities, expanding global reach and supporting future revenue growth.

Strategic Investments – FY27

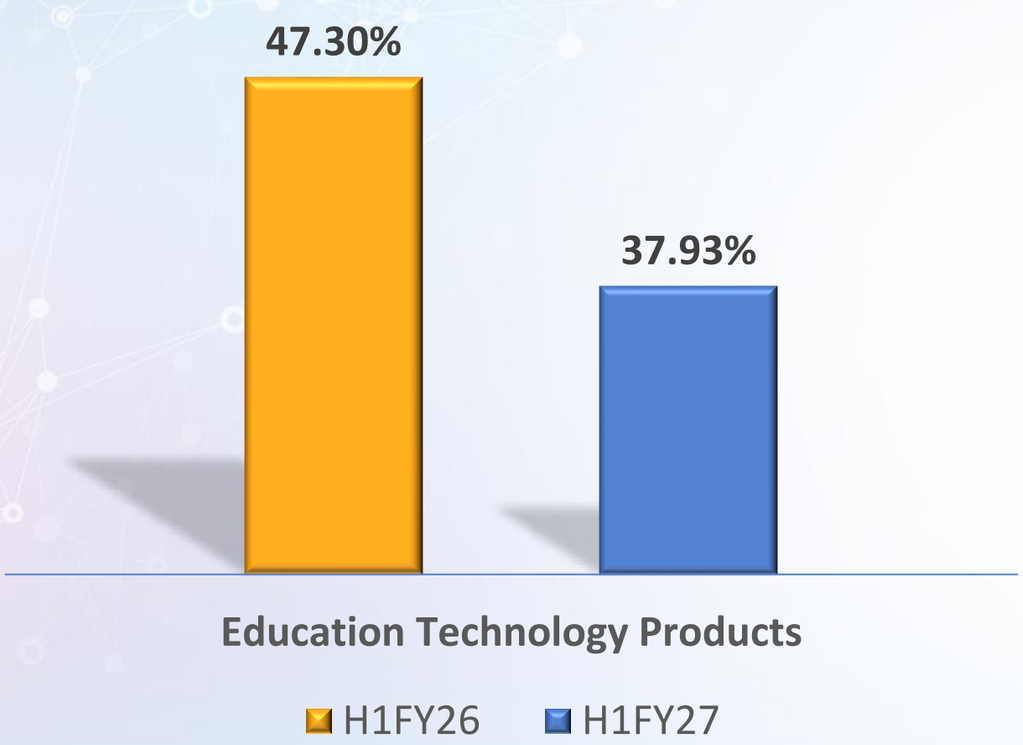
Investment Area	Investment (₹ Cr)	Strategic Rationale
Overseas Sales Team	9.70	Expand international market coverage and build a stronger sales funnel.
Leadership Positions	2.84	Strengthen leadership bandwidth across business functions.
Variable Pay to KMPs	1.80	Align management incentives with business performance.
Recruitment & Training	1.46	Build specialised talent and delivery capacity.
New product development (expensed out)	4.50	Product development and technology investments without capitalisation.
Total	**20.30**	These investments are aimed at building capabilities ahead of growth, enabling Excelsoft to expand its global reach, pursue larger opportunities and strengthen its ability to convert the growing pipeline into sustainable revenue.

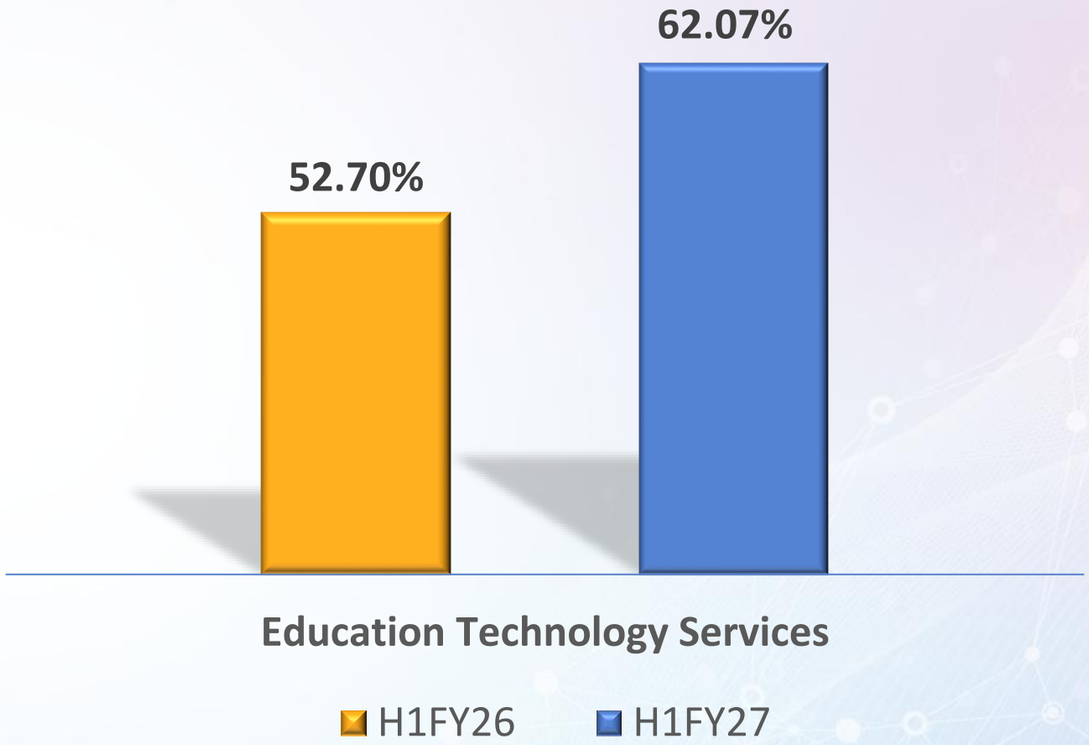
Q2 FY27 REVENUE SPLIT AS PER BUSINESS OFFERINGS





H1 FY27 REVENUE SPLIT AS PER BUSINESS OFFERINGS





STATEMENT OF PROFIT AND LOSS ACCOUNT

Particulars (In Rs. Mn)	Q2 FY27	Q2 FY26	Y-o-Y (%)	H1 FY27	H1 FY26	Y-o-Y (%)
Revenue from Operation	**808.99**	**646.07**	**25.22%**	**1,611.62**	**1,203.25**	**33.94%**
Other Income	57.29	40.18		115.63	84.4	
Total Income	**866.28**	**686.25**		**1,727.25**	**1,287.65**	
Employee Benefit Expenses	435.12	337.38		852.21	676.67	
Other Expenses	241.59	120.49		496.82	237.97	
Total Expenditure	**676.71**	**457.87**		**1349.03**	**914.64**	
EBITDA*	**132.28**	**188.2**	**-29.71%**	**262.59**	**288.61**	**-9.02%**
EBITDA Margin	***16.35%***	***29.13%***		***16.29%***	***23.99%***	
Depreciation	71.78	60.44		137.07	120.75	
EBIT	**60.5**	**127.76**		**125.52**	**167.86**	
EBIT Margin	***7.48%***	***19.77%***		***7.79%***	***13.95%***	
Interest / Finance Cost	6.05	11.92		11.1	19.74	
Profit before exceptional item and taxes	**111.74**	**156.02**		**230.05**	**232.52**	
Exceptional Item**	-	-		-	-	
PBT	**111.74**	**156.02**		**230.05**	**232.52**	
Tax	28.99	49.9		55.02	67.67	
PAT	**82.75**	**106.12**	**-22.02%**	**175.03**	**164.85**	**6.18%**
PAT Margin	***10.23%***	***16.43%***		***10.86%***	***13.70%***	
Basic EPS (INR/Share)	0.72	1.05		1.52	1.65	

**EBITDA & EBIT is calculated excluding Other Income*
***Exceptional Items is Impact of Labour Codes*

EXCELSOFT



COMPANY OVERVIEW

EXCELSOFT || EDUCATION TECHNOLOGY COMPANY

Company Overview

- Over 26 years of experience in developing technology-led solutions for the global learning and assessment industry.
- Provides end-to-end platforms and services across digital assessment, learning management, student success and education technology.
- Serves customers across 25+ countries, supported by deep domain expertise and proprietary technology platforms.
- Combines product engineering, assessment expertise and AI capabilities to develop scalable solutions for high-stakes learning and assessment environments.

Key Business Highlights

26
Years in learning and assessment

23
Countries Served

200+
Customers worldwide

1,072
Total no. employees globally

Business Segments

EDUCATION TECHNOLOGY SERVICES
End-to-end product engineering and a range of customized solutions

EDUCATION TECHNOLOGY PRODUCTS
AI enabled product suite catering to Learning and Assessments needs.

Products

Assessment and Proctoring Solutions

Saras eAssessments

easyProctor Live Remote Proctoring

Learning and Student Success Solutions

Saras eLearning

OpenPage

College SPARC

EnablED™

Marquee Clients

Training Qualifications UK – Inspire • Achieve • Succeed

Pearson

CQI Chartered Quality Institute

كليات التميّز Colleges of Excellence

NXGEN

クリック! 自立学習応援プログラム

AQA

EXCEL public school

BYU

SedTech Educational Technology & Training

ascend Learning

JOURNEY SO FAR

25 years of building digital learning and assessment solutions: from SARAS to AI

2000-05
Foundation

- Acquired partnership firm M/s Sudhanva Enterprises (trade name Excel-soft)
- Built platform for e-learning
- First set of major customers in UK and Europe
- Won Microsoft Office System Solution Builder Program 2003 for SARAS

2006-10
Platform & Recognition

- Built SARAS-based assessment platform for Pearson Inc.
- Delivered SOA-based platform licensed via Freedom to Learn Ltd
- Karnataka State Best IT Exporter (FY 2005-06); STPI Best IT Exports 2006-07
- Acquired Freedom To Learn Ltd as a wholly owned subsidiary
- Launched OpenPage

2012-18
Scale & Innovation

- Acquired Meteor Online Learning Ltd. (now Excelsoft Technologies Ltd., UK)
- Set up Excelsoft Technologies Inc. (WOS); developed College SPARC
- Won Best Innovation in Pedagogical Practices (World Education Summit 2012); Inc. India Innovative 100, STPI IT Export Award

2019-21
Global Validation

- Chartered Quality Institute (Royal Charter) adopted SARAS
- Member, Indo-American Chamber of Commerce
- e-Assessment Association 2021: Best International Implementation
- STPI: Highest Exporter-ITES 2018-19; Best Performer 2020-21

2022-25
AI, Public Listing & Acquisitions

- Developed AI-levate
- Acquired Enhanced Education Pvt. Ltd. (WOS)
- Awards from e-Assessment Association, Brandon Hall, CII, STPI and others; ET Education Outstanding Edtech Provider (Silver)
- Public Listing: Listed on NSE and BSE on 26 November 2025 after a successful IPO, marking a milestone as a publicly listed company

2026
2026 Updates

- **Partnership:** Joint AI taskforce with a leading UK awarding body on ethical e-marking of handwritten scripts
- **AI traction:** 4 new AI native product launches from 38 ideas
- **Awards:** ET Education Awards 2026 – Leadership Award (CMD) & Gold for Assessment Solutions; AsiaOne India's Greatest Leaders 2026; Finalist – eAA 2026, AsiaOne Greatest Brands

EXPERIENCED PROMOTERS



Dhananjaya Sudhanva

Chairman & Managing Director

32+

YEARS OF EXPERIENCE

At Excelsoft since June 2000

FOCUS

Guiding force behind corporate decisions: key customer relationships, strategy and group business goals.

EDUCATION

B.E. Instrumentation Technology & M.Eng. Management, Univ. of Mysore; M.S. Electrical Engineering, Worcester Polytechnic Institute.

EARLIER CAREER

External consultant at JSS Consultants (1990–97), worked on projects including World Bank-assisted irrigation and water-supply projects.



Shruthi Sudhanva

Whole-Time Director & Chief People Officer

10+

YEARS OF EXPERIENCE

At Excelsoft since 2017

FOCUS

People & Talent Strategy, Leadership Development & Succession, Culture, Inclusion, PR & Market intelligence.
Whole-Time Director since Nov 2024.

EDUCATION

B.E. Computer Science & Engineering, SJCE; Master of Computer Science, Univ. of Illinois Urbana-Champaign.

EARLIER CAREER

Associate Software QA Engineer, Pearson Education, Boston (2014–16).

EXPERIENCED MANAGEMENT TEAM (1/2)



25+

YEARS OF LEADERSHIP

Doreswamy P

Chief Executive Officer

FOCUS

Vision & Strategic Direction, Business Performance & Execution, Sustainable Growth & Profitability, Investor Confidence

EXPERIENCE

Senior roles at ISS, Quess Corp, SMS and KPIT; co-founder CredoPay Technology Services.

EDUCATION

Chartered Accountant; Master's Program in Management of Global Enterprises, IIM Bangalore.



27+

YEARS OF EXPERIENCE

Jambardi Ramanna Maheshkumar

Chief Operating Officer

FOCUS

Operational Excellence, Delivery & Customer Success, Continuous Improvement & Efficiency

EXPERIENCE

Sabre Inc. (1996–2006) before joining Excelsoft in 2008.

EDUCATION

B.E. Mechanical, Univ. of Mysore; M.Tech CSE, IIT Kanpur; M.S. Systems Science, Louisiana State Univ.



25+

YEARS WITH EXCELSOFT

Prashanth H M

Chief Strategy Officer & Head – Investor Relations

FOCUS

Corporate Strategy, Growth & Expansion, Valuation & Investment Narrative, Board & Leadership Alignment

EXPERIENCE

With Excelsoft since inception; Director, Excel Matnovus and Examic Edtech Pvt. ltd

EDUCATION

B.E. Mechanical, P.E.S. College of Engineering, Mandya; MBA, Sikkim Manipal Univ.



27+

YEARS OF EXPERIENCE

Ajay Ramesh Kulkarni

Chief Sales Officer

FOCUS

Sales Strategy & Execution, Pipeline & Forecasting, Key Account Growth, Market Expansion

EXPERIENCE

Joined Excelsoft in 2000; earlier at Kirloskar AAF Limited (1997–99).

EDUCATION

B.E. Mechanical, Kuvempu University.

EXPERIENCED MANAGEMENT TEAM (2/2)



25+

YEARS WITH EXCELSOFT

Shivakumar Srikantaiah

Chief Administrative Officer

FOCUS

Vendor Management, Facilities & Infrastructure, Sustainability Initiatives, Workplace Experience

EXPERIENCE

With Excelsoft since inception.

EDUCATION

B.E. Mechanical, Univ. of Mysore; M.Tech Management & Systems, IIT, New Delhi.



~30

YEARS IN FINANCE

Poonacha Paruvangada Appaiah

Chief Financial Officer

FOCUS

Financial Strategy & Planning, Financial Performance & controls, Business Partnerships

EXPERIENCE

VP – Finance & Accounts, India Cements; senior roles at United Breweries, incl. CFO and Head of Finance.

EDUCATION

ICAI Associate Member; ICMAI Cost Accountant; B.Com, St. Joseph's College of Commerce.



18+

YEARS IN DIGITAL LEARNING & ASSESSMENT

Adarsh Sudhindra

Chief Innovations Officer

FOCUS

Leads product strategy, innovation, learning & assessment platforms and customer partnerships.

EXPERIENCE

Excelsoft since 2014; VP – Growth & Strategy (2019–25); founded EnhanzED Education; ex-Adobe, IBM.

EDUCATION

M.S. Computer Science, UIUC; Executive Scholar (Products & Innovation), Kellogg School.



10+

YEARS IN COMPLIANCE

S M Adithya Jain

Company Secretary, Chief Compliance Officer & Chief Investor Relations Officer

FOCUS

SEBI Listing Regulations, Companies Act 2013 and corporate governance; liaison with SEBI and exchanges.

EXPERIENCE

Kaynes Technology, Biocon, HealthCare Global Enterprises and Syngene.

EDUCATION

Associate Member, Institute of Company Secretaries of India (ICSI).

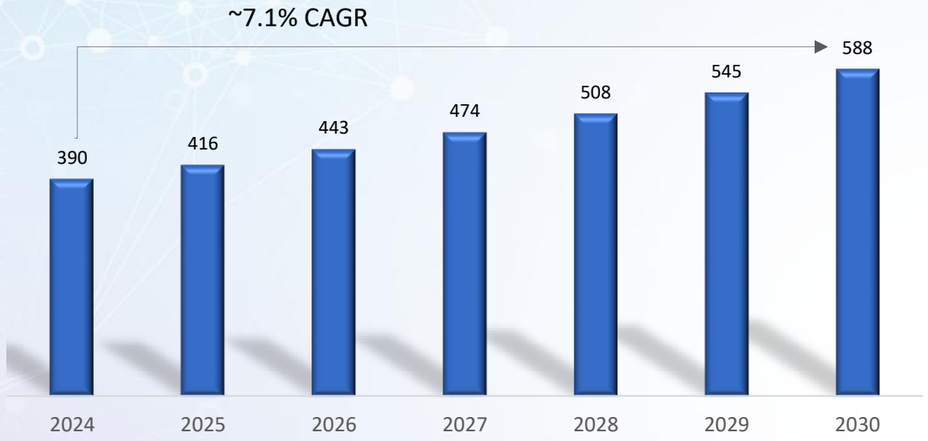
EXCELSOFT



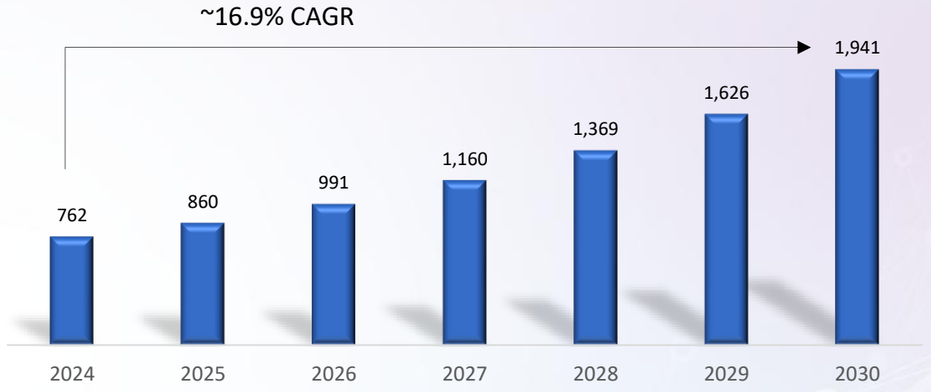
BUSINESS OVERVIEW

A DOMINANT TREND PROMISING SPECIALIZED, INDUSTRY-TAILORED SOLUTIONS

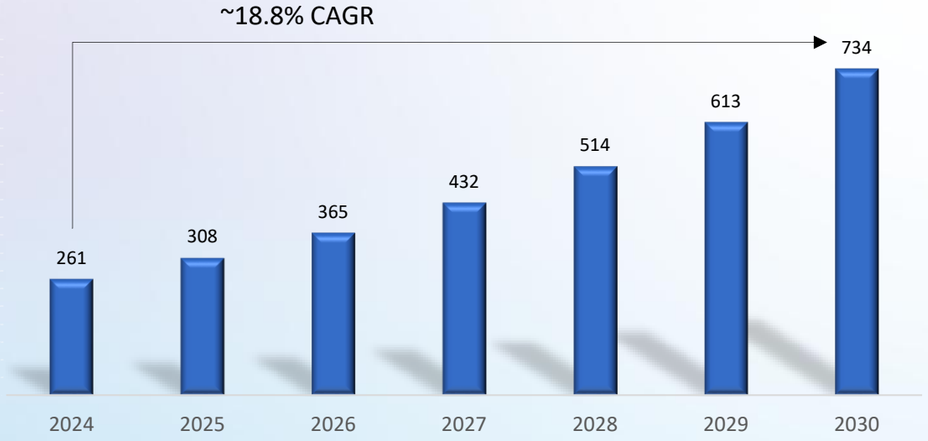
Global Learning & Development (L&D) Market ($ Million)



Global Assessment & Proctoring Market ($ Million)



Global Software-as-a-Service (SaaS) Market ($ Million)



Market Trends & Opportunities

- **L&D :** Growing usage of Learning Experience Platforms (LXPs), growing potential of GenAI tools and increased demand for Upskilling & Reskilling for the future
- **Assessment & Proctoring :** Adoption of multimodal assessment tools, growing popularity of gamification & interactive assessment and lockdown browsers
- **SaaS :** Increase in low-code & no-code platforms, rise of interoperability & open APIS and increase in adoption of vertical SaaS

Source: https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment-and-Learning-Development-Market.pdf ; https://www.excelsoftcorp.com/wp-content/uploads/2025/11/1._Report_on_the_Global_Assessment_and_Learning_-_Development_Market.pdf

PRODUCTS: ASSESSMENT AND PROCTORING SOLUTIONS

Saras E-Assessments | EasyProctor

- End-to-end assessment platform covering test creation, delivery, evaluation and result publishing
- AI-enabled remote proctoring with live, automated and record & review capabilities
- Secure, scalable cloud architecture supporting high-volume examinations worldwide

PRODUCTS: LEARNING AND STUDENT SUCCESS SOLUTIONS

- Digital learning ecosystem supporting content creation, delivery and learner engagement
- SaaS-based LMS and AI-powered student success platform enabling personalized learning journeys
- Activity-based learning solutions designed for K-12 and higher education institutions

PRODUCTS: AI LEVATE

Steadily integrating AI across its offerings, with select AI-powered features already launched and more under continuous evaluation and development

Modular, Plug-and-Play Architecture

A suite of AI-powered micro-apps that seamlessly integrate into existing learning, assessment, and proctoring systems - enabling incremental adoption without disrupting workflows



AI-Levate

Flexible LLM Stack & Enterprise Deployment

Utilizes best-fit open-source and commercial LLMs (e.g., Mistral, GPT-4o), with options for on-premise or air-gapped setups for high-security environments

Targeted Use Cases Across the Learning Lifecycle

Offers tools like AI-driven question generation, intelligent proctoring, personalized learning and automated assessment analysis - delivering measurable efficiency and outcome improvements



Data-Secure, Domain-Adaptive AI

Models are trained on fully owned, bias-screened data or customer-specific datasets; each deployment is isolated to ensure privacy, compliance, and domain relevance

EXCELSOFT IS HARNESSING AI THROUGH A FULL-STACK AI STACK

Internal infrastructure, company-wide enablement, and measurable AI outcomes

Full-Stack AI Approach (5 Layers)



Infrastructure Investment	NVIDIA A6000 GPUs	In-house GPU team
GPU Hardware:	Internal Infrastructure:	Operations, cooling and architecture
NVIDIA A6000	**GPU Cluster**	**Run by us**

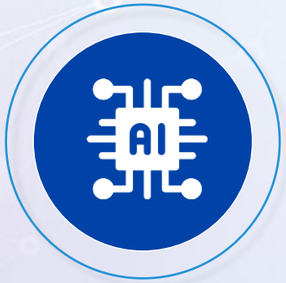
AI is positioned to:

Strengthen **growth quality** Enhance **strategic relevance** Improve **margin profile**

AI INNOVATION: FROM DEVELOPMENT TO CUSTOMER APPLICATIONS

Market adoption, pipeline momentum, and revenue opportunity

38	16	09	04
AI-First Ideas	Prototypes Built	Customer Pilots	Products Launched



AI-levate App Suite



Saras SchoolAI



Saras Assessments in-a-Box



CareerSPARC

Revenue Growth Drivers



Enhance existing products with meaningful AI capabilities



Build new AI-first offerings that open new revenue streams



Support customer AI workloads on dedicated infrastructure



Expand into adjacent areas such as Edge AI

EDUCATION TECHNOLOGY SERVICES – THROUGH DOMAIN EXPERTISE & CONSULTATIVE PARTNERSHIPS

Core business segment **(Education Technology Services)**	Share of Q2 FY27 revenue	Q2 FY27 segment revenue	Year-on-year revenue growth	Q2 FY27 segment result margin
	60.75%	**₹491.4 Mn**	**+41.9%**	**52.2%**

WHAT EXCELSOFT DELIVERS

01 PRODUCT ENGINEERING & DEVELOPMENT
Designing, developing and customising digital learning, assessment and information management platforms.

02 PLATFORM IMPLEMENTATION
Deploying and integrating technology solutions around customer requirements and workflows.

03 CLOUD ENABLEMENT & MIGRATION
Building scalable cloud-based systems and migrating legacy applications and data to cloud environments.

04 TECHNOLOGY CUSTOMISATION
Tailoring platforms and applications to meet specific business and operational requirements.

05 SECURITY & BUSINESS CONTINUITY
Ensuring data privacy, security compliance and continuity during technology migration and implementation.

06 LIFECYCLE & PLATFORM SUPPORT
Supporting customers across the learning and assessment technology lifecycle.

07 DOMAIN EXPERTISE & CONSULTATIVE PARTNERSHIPS
Deep understanding of the learning and assessment ecosystem, combined with domain-led consultancy, enables Excelsoft to understand complex customer requirements, provide tailored technology solutions and evolve alongside customers' changing needs. Long-standing relationships with global customers such as Pearson reflect the strength of Excelsoft's domain knowledge, delivery capabilities and trusted partnerships.

AI-FIRST PRODUCTS EXPANDING EXCELSOFT'S ADDRESSABLE OPPORTUNITIES



SARAS SCHOOL AI

- Combines school management capabilities with AI-enabled teaching tools.
- Provides functionalities such as lesson planning, quiz generation, slide creation and examination preparation.
- Offers a common platform for teachers, administrators, students and parents.
- Currently live at Excel Public School.



SARAS ASSESSMENTS IN-A-BOX

- Enables secure examination delivery in environments with limited or no internet connectivity.
- Supports more than 100 candidates per box.
- Eliminates the requirement for a local test-centre server.
- Enables examination data to be securely synchronised after completion.

ENTERPRISE-GRADE AI: SECURITY, GOVERNANCE AND FLEXIBLE DEPLOYMENT



DATA SECURITY

- Customer data remains isolated.
- Customer-specific models are not reused for other customers.
- Sensitive workloads can run on dedicated infrastructure without internet egress.



AI GOVERNANCE

- Corporate AI usage policy.
- AI Governance Board.
- Review of privacy, security, licensing, bias and hallucination risks.
- Human oversight and auditability across AI applications.



FLEXIBLE DEPLOYMENT

- Excelsoft's own GPU infrastructure.
- Customer's Azure or AWS environment.
- On-premise and air-gapped deployments.
- UK-resident hosting options.

Excelsoft's AI framework is designed to address the security, privacy and accountability requirements of enterprise and high-stakes assessment customers.

KEY COMPETITIVE STRENGTHS

LONG TERM RELATIONSHIPS with global customers

AI-LED INNOVATION
Proprietary AI infrastructure, AI-levate applications and AI-powered products across the learning and assessment lifecycle.

DEEP DOMAIN EXPERTISE
Over 26 years of experience in learning and assessment technology, with an understanding of complex examination workflows and requirements.



END-TO-END TECHNOLOGY CAPABILITIES
Integrated capabilities across assessment creation, validation, delivery, evaluation and analytics.

ENTERPRISE-GRADE SECURITY
Flexible deployment options, including dedicated infrastructure, customer cloud and air-gapped environments.

ROBUST OPERATING PARAMETERS

…WITH GLOBAL REACH ACROSS DIVERSE MARKETS

EXCELSOFT



LONG TERM RELATIONSHIPS WITH GLOBAL CUSTOMERS

EXCELSOFT

STRONG GLOBAL CLIENTELE

Have clientele spread across USA, UK, India, Singapore, Australia, Japan, Malaysia, Saudi Arabia, UAE, and Canada

TRUST & CONSISTENT VALUE DELIVERY

Global customers trust in their products and services has enabled them to maintain healthy, long-term, and trustworthy business relationships

CONSULTATIVE & CUSTOMER-CENTRIC APPROACH

Their deep focus on customer relationships and empathy for end users allows them to understand pain points and add value at every step

STRATEGIC ADVANTAGE & GROWTH ENABLER

Long-term relationships serve as a barrier to entry for competitors and have helped grow the business and global footprint

LOYALTY, FEEDBACK & MARKET ALIGNMENT

Long-term customers act as brand advocates and provide feedback that helps improve offerings and stay aligned with market trends

Improving client vintage signaling stronger retention, deeper trust, and long-term partnership growth

Q2 FY27	74.94% Top 5 Clients	84.76% Top 10 Clients	94.55% Top 20 Clients


WAY
AHEAD

KEY GROWTH STRATEGIES

Identify acquisition opportunities to accelerate growth, gain scale, reduce operational costs, and broaden service capabilities.

Leverage AI/ML to enhance assessment solutions, remote proctoring, automated scoring, and reduce fraud through advanced analytics.

Grow presence in new markets (Egypt, France, Italy, Brazil, Philippines) and deepen relationships with existing customers through modern product solutions.



Strengthen R&D, adopt cutting-edge technologies, and collaborate globally to deliver innovative, high-quality products.

Build long-term customer loyalty, differentiate from competitors, and use data-driven insights to refine product development and targeted marketing.

Promote ownership, inclusiveness, and collaboration across teams while supporting continuous employee development.

Continuously improve existing offerings, align with evolving customer needs, track emerging industry trends, and enhance product USP.

Build geographically diverse sales teams to tap new customers, expand digital presence, and customize solutions for local market needs.

EXCELSOFT



HISTORICAL STATEMENTS

STATEMENT OF PROFIT AND LOSS ACCOUNT

Particulars (In Rs. Mn)	FY24	FY25	FY26
Revenue from Operation	**1,982.97**	**2,332.91**	**2,725.21**
Other Income	23.99	155.09	186.18
Total Income	**2,006.96**	**2,488.00**	**2,911.39**
Employee Expenses	1,082.14	1,197.17	1,390.32
Other Expenses	351.1	411.01	603.66
Total Expenditure	**1,433.24**	**1,608.18**	**2,270.52**
EBITDA*	**549.73**	**724.73**	**731.23**
EBITDA Margin	***27.72%***	***31.07%***	***26.83%***
Depreciation	289.93	246.51	241.28
EBIT	**283.79**	**633.31**	**489.95**
EBIT Margin	***14.31%***	***27.15%***	***17.98%***
Interest / Finance Cost	100.65	37.86	35.26
PBT	**183.14**	**595.45**	**593.43**
Tax	55.61	248.54	159.62
PAT	**127.53**	**346.91**	**433.81**
PAT Margin	***6.43%***	***14.87%***	***14.90%***
Basic EPS (INR/Share)	1.27	3.47	4.12

**EBITDA is calculated excluding Other Income*

CONSOLIDATED BALANCE SHEET

Particulars (In Rs. Mn.)	Mar-24	Mar-25	Mar-26
ASSETS			
Non-Current Assets			
Property, Plant & Equipment and Intangible	305.50	66.76	570.99
Right of use asset	1,941.47	84.64	63.16
Goodwill	0	124.18	124.18
Other Intangible Assets	1,112.58	1,071.48	879.63
Intangible assets under development	0	0	122.40
Financial Assets			
Other Financial Assets	147.64	2,204.11	2,398.23
Other Non Current Assets	16.49	3.90	43.82
Current Assets			
Financial Assets			
Trade Receivables	467.77	344.09	464.09
Cash & Cash Equivalents	48.07	154.12	648.71
Other Bank balances	0.72	185.70	812.32
Other financial assets	0.68	200.14	314.82
Income tax assets (net)	28.60	0	0
Other Current Assets	140.81	249.22	339.86
Total Assets	**4,361.26**	**4,688.34**	**6,782.21**

Particulars (In Rs. Mn.)	Mar-24	Mar-25	Mar-26
EQUITY AND LIABILITIES			
EQUITY			
Equity Share Capital	15.96	1,000.84	1,150.84
Other Equity	2,957.07	2,712.15	4,632.42
Non-Current Liabilities			
Financial Liabilities			
Borrowings	488.14	0	0
Lease Liabilities	7.31	62.77	48.19
Long Term Provisions	156.21	186.32	245.20
Deferred Tax Liabilities(net)	8.89	57.09	34.00
Current Liabilities			
Financial Liabilities			
Short term Borrowings	279.11	265.89	0
Lease Liabilities	8.94	22.64	17.58
Trade Payables			
A) Total outstanding dues of micro enterprises and small enterprises	0	0.92	8.18
B) Total outstanding dues of creditors other than micro enterprises and small enterprises	100.91	78.08	180.25
Other Current Liabilities	151.38	231.54	331.85
Provisions	36.41	65.54	88.36
Income Tax Liabilities (Net)	0	4.55	45.34
Total Equity & Liabilities	**4,361.26**	**4,688.34**	**6,782.21**



THANK YOU

Prashanth H M
Chief Strategy Officer & Head – IR
prashanth@excelsoftcorp.com

Yash Sanghavi
yash.sanghavi@adfactorspr.com

Tejpal Singh
tejpal.singh@adfactorspr.com