

August 07, 2026

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

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

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

Scrip Symbol: **EXCELSTOFT**

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 1st (First) quarter ending June 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:	August 07, 2026
2	Time of occurrence of Event/ Information:	23:08 (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,
Company Secretary, Chief Compliance Officer and
Chief Investor Relations Officer
(ICSI Membership No.: A49042)
Place: Mysuru

Enclosed: Investor Presentation



EXCELSOFT[®]
TECHNOLOGIES LIMITED

INVESTOR PRESENTATION

Q1 FY27



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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.

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Q1 FY27



FINANCIAL HIGHLIGHTS

MANAGEMENT COMMENT



Q1 FY27 marked a strong start to the year, with Excelsoft delivering robust revenue growth driven by continued momentum across our Education Technology Services business and sustained demand for our digital learning and assessment solutions. The quarter reflects the successful execution of our growth strategy and the continued confidence our global customers place in our capabilities.

A key highlight of the quarter has been the continued progress of our engagement with AQA. The implementation is advancing well, reinforcing our position as a trusted partner for delivering large-scale, mission-critical digital assessment solutions. We also continued to strengthen our global presence through expanded nearshore operations and deeper customer engagement, creating a strong foundation for sustainable long-term growth.

Artificial Intelligence remains central to our strategy as we continue embedding AI across our platforms, products, and operations to enhance customer value and accelerate innovation. Our ongoing investments in technology, talent, and global capabilities position us to capitalize on the growing opportunities in digital learning, assessment, and workforce skilling.

Looking ahead, we remain focused on expanding our global footprint, deepening customer relationships, and pursuing disciplined growth opportunities. Backed by a strong balance sheet, a healthy pipeline, and differentiated technology, Excelsoft is well positioned to deliver sustainable growth and create long-term value for all our stakeholders.

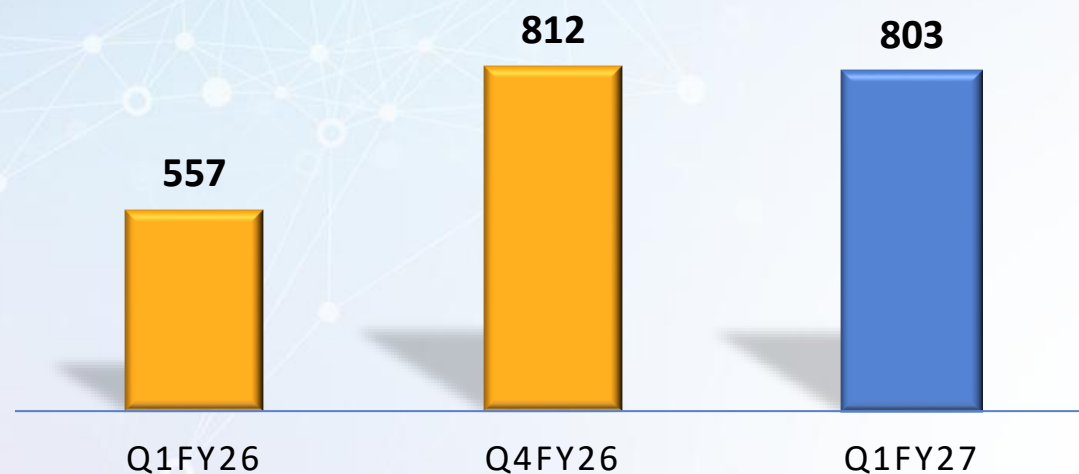


DHANANJAYA SUDHANVA

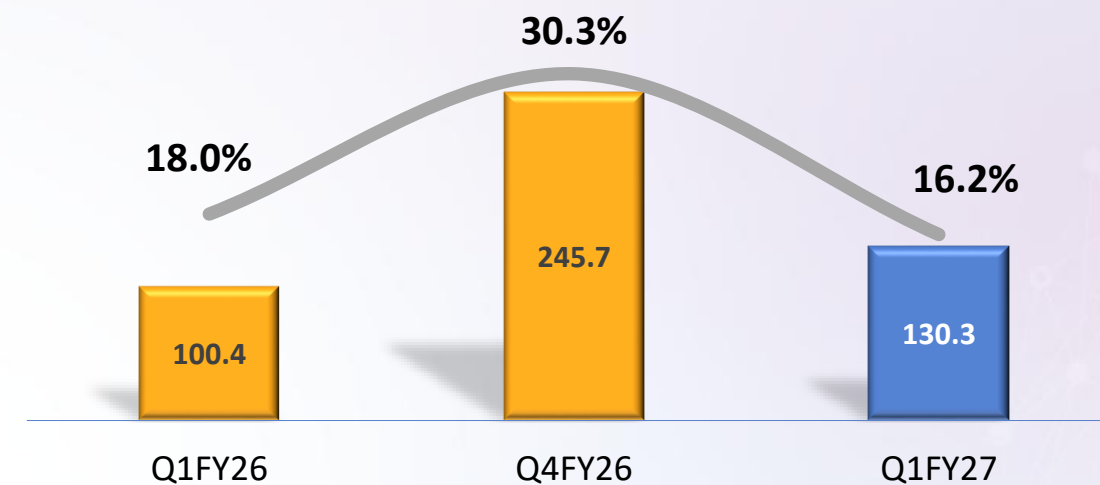
Chairman & Managing Director

Q1 FY27 FINANCIAL HIGHLIGHTS

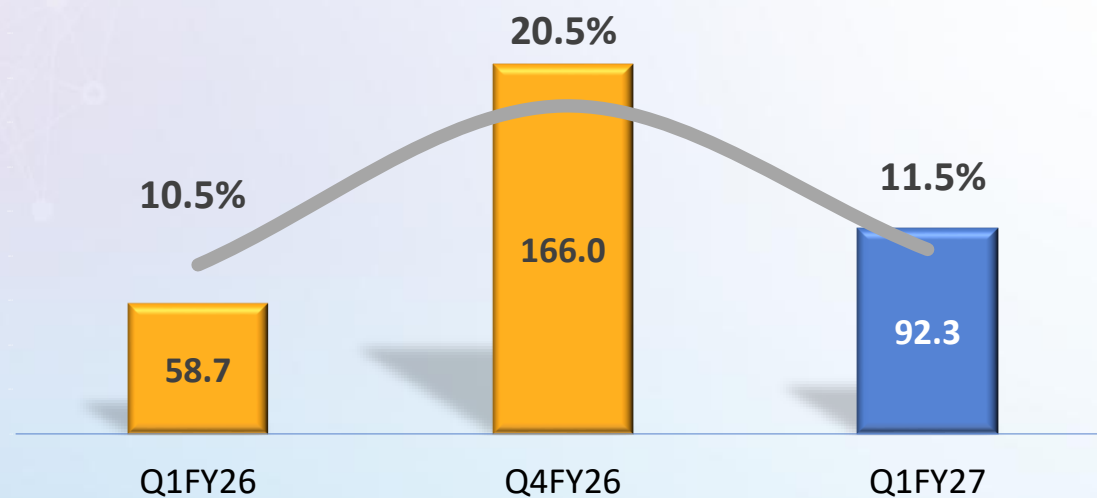
Revenue from Operations



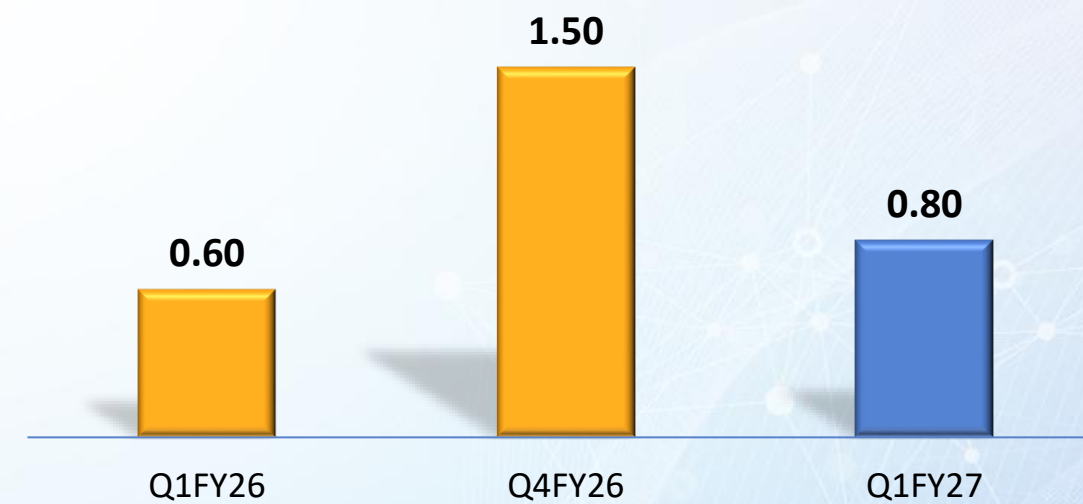
EBIDTA* & EBIDTA Margins



PAT & PAT Margins



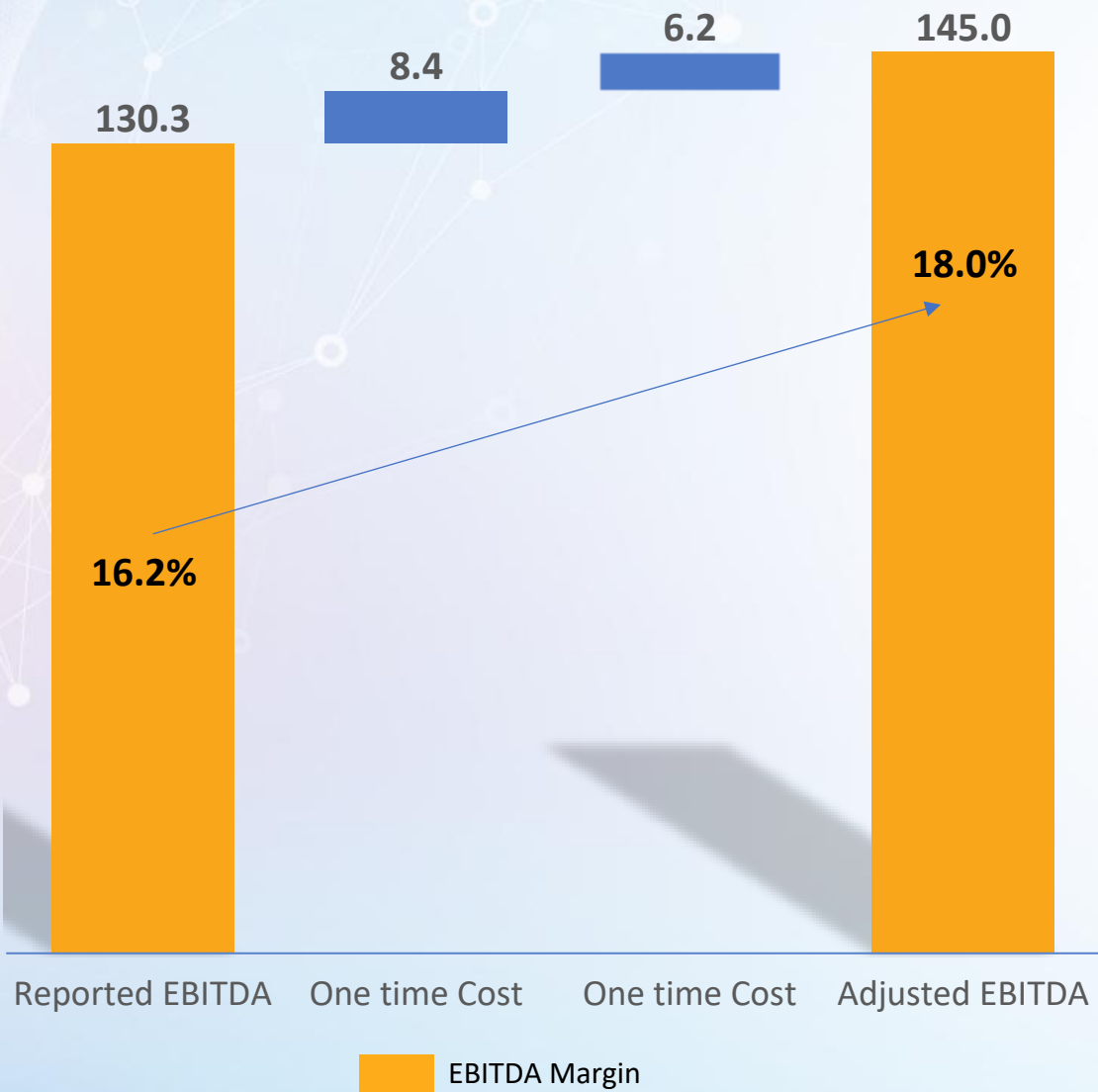
Earnings Per Share (INR)



*EBITDA is calculated excluding Other Income

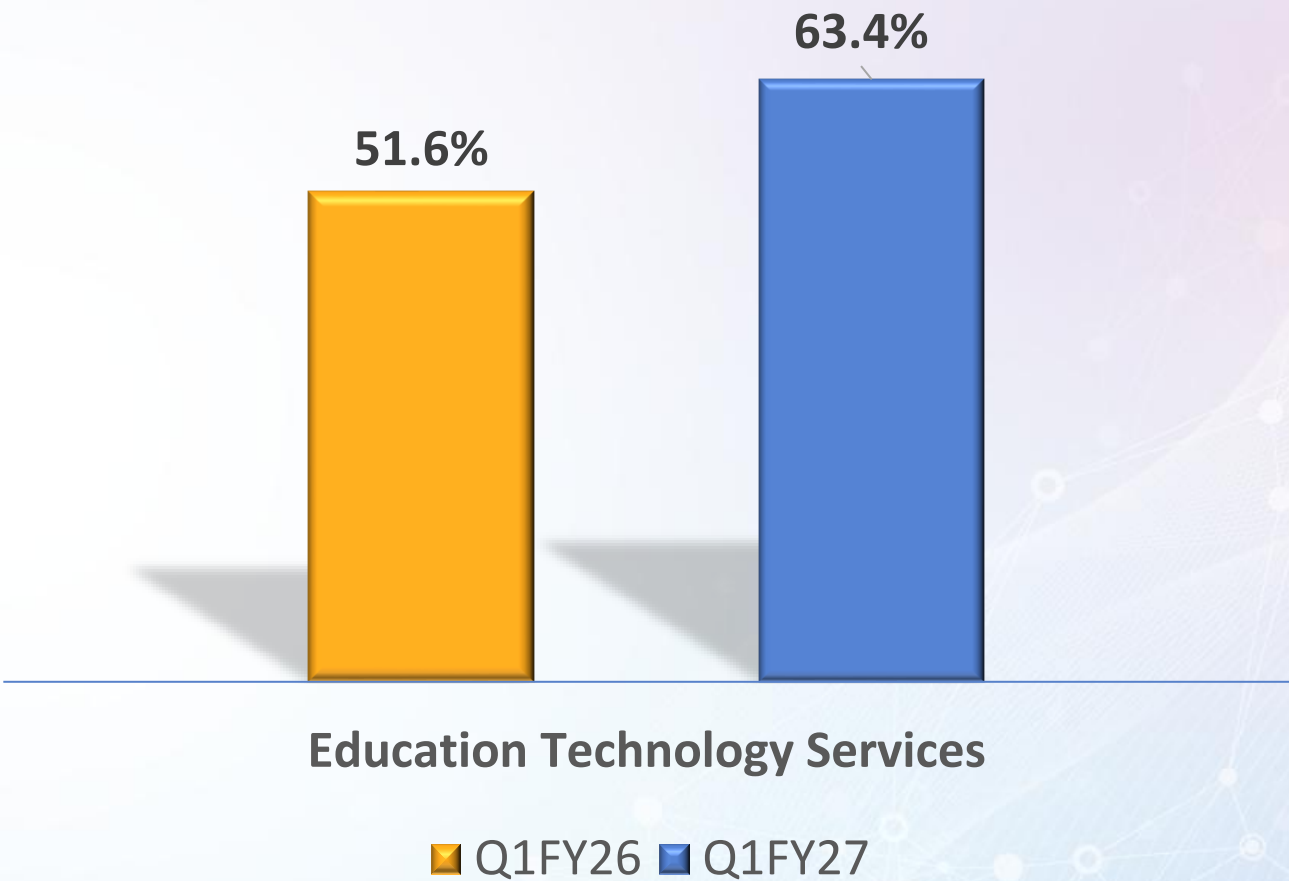
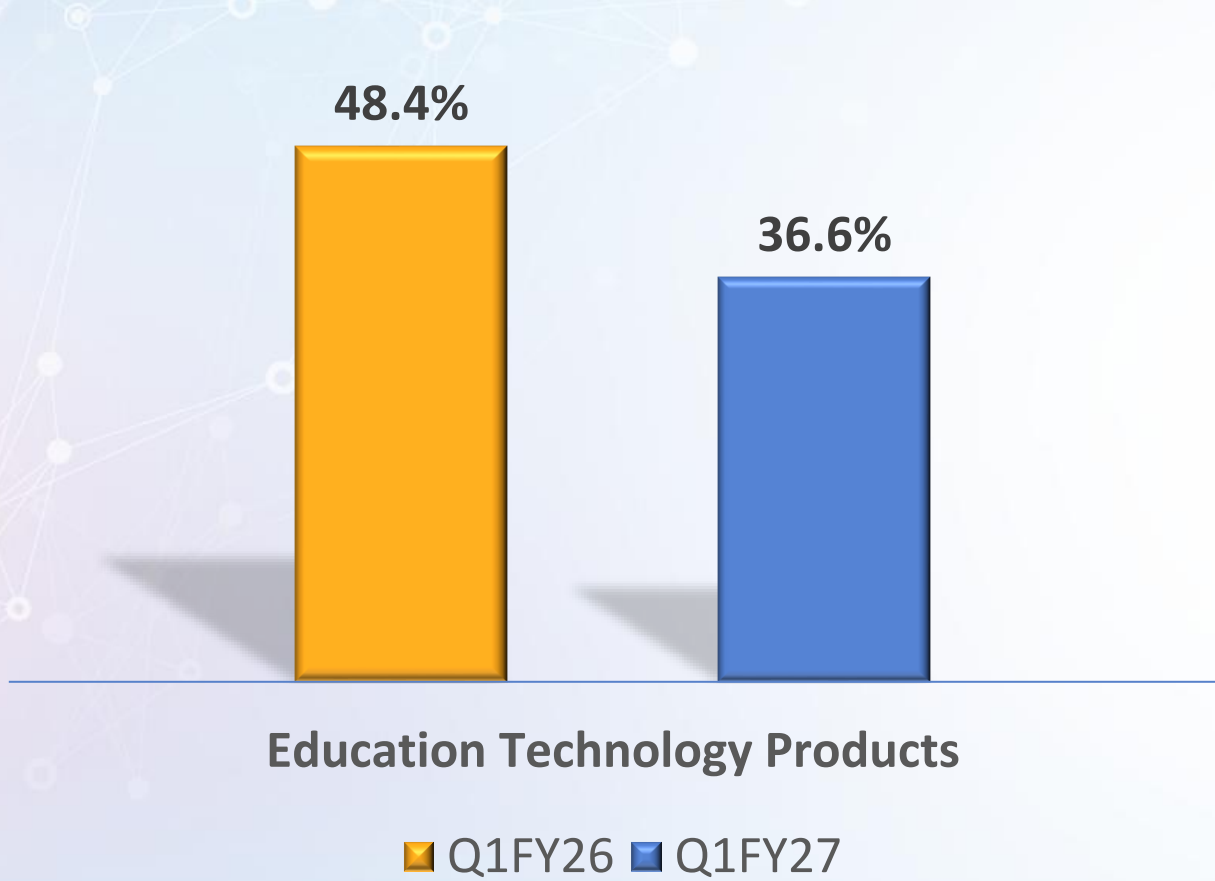
*All Amounts in INR Mn

EBITDA Adjusted For One-Time Cost



Investment Area	Q1 Impact	Long-Term Value Creation
Nearshore Expansion	Initial hiring & ramp-up costs	Higher-value deals, improved client proximity, 35–40% target gross margin
Global Sales Hiring	Increased operating expenses	Stronger pipeline, new logo wins, international growth
Recruitment Costs	₹84 lakh (one-time)	Scalable leadership and delivery organization
AI Capability Building	₹62 lakh (one-time)	AI-led products, productivity gains, competitive differentiation

REVENUE SPLIT AS PER BUSINESS OFFERINGS



STATEMENT OF PROFIT AND LOSS ACCOUNT

Particulars (In Rs. Mn)	Q1 FY27	Q1 FY26	Y-o-Y (%)	Q4 FY26	Q-o-Q (%)
Revenue from Operation	802.63	557.18	44.05%	811.62	(1.11%)
Other Income	58.34	44.22		55.29	
Total Income	860.97	601.40		866.91	
Employee Benefit Expenses	417.09	339.29		357.33	
Other Expenses	255.23	117.48		208.61	
Total Expenditure	672.32	456.77		565.94	
EBITDA*	130.31	100.41	29.78%	245.68	(46.96%)
EBITDA Margin	16.24%	18.02%		30.27%	
Depreciation	65.29	60.31		60.95	
EBIT	65.02	40.10		184.73	
EBIT Margin	8.10%	7.20%		22.75%	
Interest / Finance Cost	5.05	7.82		6.08	
Profit before exceptional item and taxes	118.31	76.50		233.94	
Exceptional Item**	-	-		6.72	
PBT	118.31	76.50		227.22	
Tax	26.03	17.77		61.23	
PAT	92.28	58.73	57.13%	165.99	(44.41%)
PAT Margin	11.50%	10.54%		20.45%	
Basic EPS (INR/Share)	0.80	0.60		1.50	

*EBITDA & EBIT is calculated excluding Other Income

**Exceptional Items is Impact of Labour Codes



COMPANY OVERVIEW

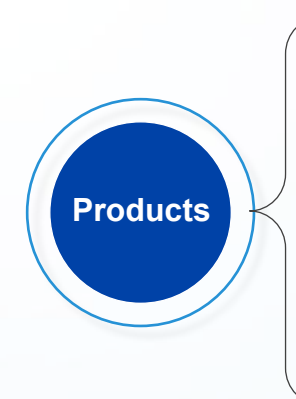
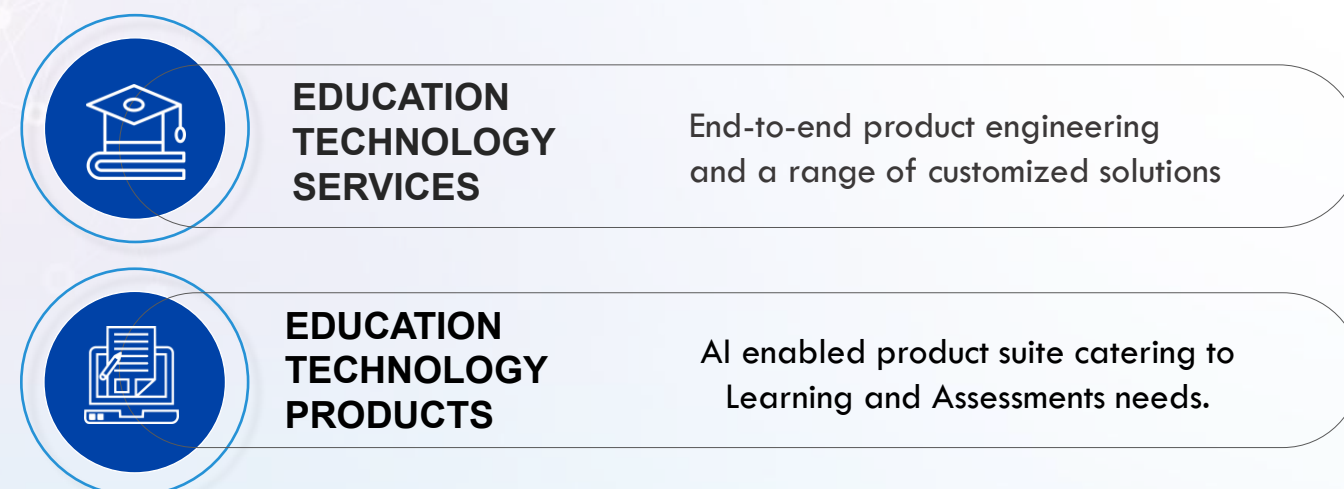
Company Overview

- A **global** company focused on **learning and assessment** market.
- Over **two decades of experience**, providing technology-based solutions across diverse learning and assessment segments through **long-term contracts** with **enterprise clients worldwide**.
- **Cloud-based** platforms are with open and industry standards-compliant APIs.
- Driven by **innovation and product engineering** capabilities, enabling robust product development and customized solutions through proprietary platform.
- Harnessing the power of AI through **domain tailored models**; investment in proprietary **GPU farm**.

Key Business Highlights

25+ Years of Experience	21 Countries Present in	1,114 Number of Employees
11 Avg Client Tenure (Top 10 Clients)	93 Number of Clients	

Business Segments



Assessment and Proctoring Solutions



Learning and Student Success Solutions



Marquee Clients



JOURNEY SO FAR



EXPERIENCED PROMOTERS



DHANANJAYA SUDHANVA

Chairman & Managing Director

- Established the company as a technology company focusing on innovative technology-enabled solutions in the education space
- Over 32 years of experience in the field of IT
- Holds a degree in Bachelor of Engineering in Instrumentation Technology and a degree in Master of Engineering Management from University of Mysore
- Holds a degree in Master of Science in Electrical Engineering from Worcester Polytechnic Institute
- He is the guiding force behind all the corporate decisions and is responsible for the entire business operations specifically technology and sales operations of the Company



SHRUTHI SUDHANVA

Whole-Time Director & Chief People Officer

- Over 10 years of experience and is responsible for strategic planning, market intelligence and new business initiatives
- Holds a degree of Bachelor of Engineering in Computer Science & Engineering from Shri Jayachamarajendra College of Engineering
- Holds a Masters' degree in Computer Science from University of Illinois- Urbana Champaign
- Other Directorship at Enhanced Education Private Limited

PROFESSIONAL AND EXPERIENCED MANAGEMENT TEAM



Doreswamy P

Chief Executive Officer

- Over 25 years of leadership experience across technology, services, and finance.
- Co-Founder of CredoPay Technology Services Private Limited, he has held senior leadership roles in organizations such as ISS, Ques Corp, SMS, and KPIT and will focus on driving growth and expansion as CEO.

Experience



Education



Jambardi Ramanna Maheshkumar

Chief Operating Officer

- Over 27 years of experience
- Holds a degree of Bachelor of Engineering in Mechanical, Master of Technology in Computer Science & Engineering and Master of Science in Systems Science

Experience



Education



Prashanth H M

Chief Strategy Officer & Head – IR

- Working with the company since inception
- Holds a degree of Bachelor of Engineering in Mechanical Engineering from P.E.S. College of Engineering, Mandya and a MBA from Sikkim Manipal University

Education



Adarsh M S

Chief Innovations Officer

- Over 12 years of experience
- Holds Bachelors in Engineering from Visveshwaraiah Technological University and a Masters in Computer Science

Experience



Education



Poonacha Paruvangada

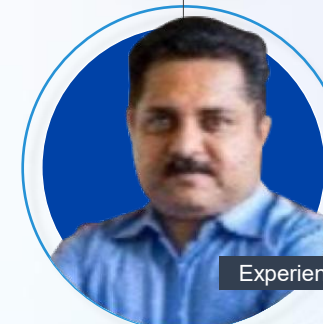
Chief Financial Officer

- Over 30 years of work experience
- Former Vice President – Finance, The India Cements Ltd.; CFO at United Breweries Ltd serving the company for 28 years.

Experience



Education



Ajay Ramesh Kulkarni

Chief Sales Officer

- Over 27 years of experience
- Holds a degree of Bachelor of Engineering in Mechanical from Kuvempu University

Experience



Education



Shivakumar Srikantaiah

Chief Administrative Officer

- Working with the company since inception
- Bachelor of Engineering in Mechanical from Univ of Mysore and a degree of Master of Technology in Management & Systems from IIT, New Delhi

Education



S M Adithya Jain

CS, Chief Compliance Officer & Chief IR Officer

- Over a decade of experience in corporate compliances, governance, and regulatory matters.
- Experience across leading companies; Associate Member of Institute of Company Secretaries of India.

Experience



Education





BUSINESS OVERVIEW

A DOMINANT TREND PROMISING SPECIALIZED, INDUSTRY-TAILORED SOLUTIONS

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

~7.1% CAGR



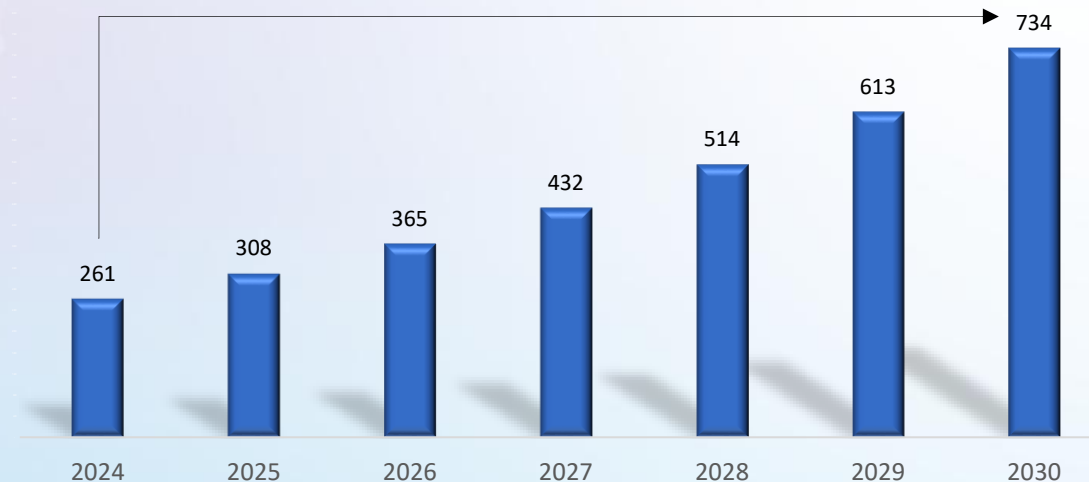
Global Assessment & Proctoring Market (\$ Million)

~16.9% CAGR



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

~18.8% CAGR



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

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



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



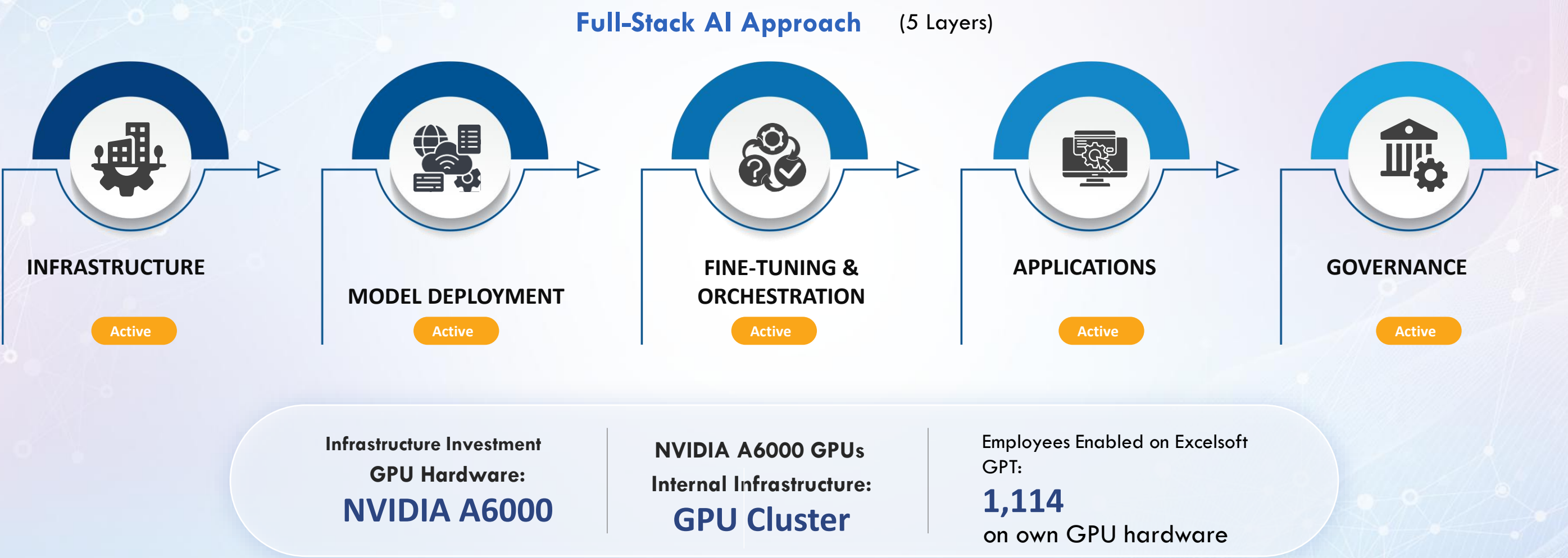
Data-Secure, Domain-Adaptive AI

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

EXCELISOFT IS HARNESSING AI THROUGH A FULL-STACK AI STACK



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



AI is positioned to:
Strengthen **growth quality** Enhance **strategic relevance** Improve **margin profile**

EARLY AI COMMERCIAL TRACTION IS CREATING NEW GROWTH OPPORTUNITIES

Market adoption, pipeline momentum, and revenue opportunity

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AI-First Ideas

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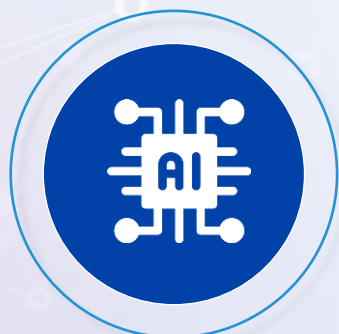
Prototypes Built

09

Customer Pilots

04

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

KEY COMPETITIVE STRENGTHS



EXPERTISE IN PRODUCT ENGINEERING, DEVELOPMENT AND IMPLEMENTATION



ROBUST OPERATING PARAMETERS

Standardized Processes for Quality Delivery

Standardized processes reduce errors and variability, ensuring reliable outcomes for customers, stakeholders, and employees



Clear Guidelines and Workflows

Set well-defined goals, responsibilities, and operational workflows to ensure predictable and consistent organizational functioning



Efficiency through Streamlined Operations

Clear parameters help eliminate redundancies, optimize resource use, and enable teams to focus on high-priority tasks



Accountability through KPIs and Metrics

Defined KPIs and performance metrics to hold teams accountable, track progress, and align efforts with business goals



Foundation for Scalability and Growth

Robust operational systems helps in scaling efficiently, adapt to market changes, and drive continuous improvement across the organization



Customer-Centric Operational Framework

Parameters are designed to meet evolving customer needs by delivering tailored, one-stop learning and assessment solutions



FLEXIBILITY TO WORK WITH DIVERSIFIED TECHNOLOGIES...



...to provide the right-fit solution, driven by agile methodologies

EXPERTISE IN DELIVERING FULLY COMPLIANT DIGITAL SOLUTIONS...

The demand for upskilling and reskilling is a significant trend reshaping the global Learning & Development (L&D) market, driven by **rapid technological advancements, shifting workforce needs, and evolving business models**

Technology-Driven Efficiency

Seamless, on-demand delivery with data-driven insights to optimize engagement and outcomes, ensuring cost-efficiency and system integration

Standardized, High-Quality Delivery

Provide consistent, high-quality learning experiences through standardized digital solutions across regions

Trusted by Global Clients

Their clients include various marquee enterprises in the education domain such as like Pearson Education and Brigham Young University reflect their strong reputation



Global Reach and Scalability

With subsidiaries in the UK, USA, Singapore, and India, and a presence in Dubai and Malaysia, they deliver scalable solutions across diverse cultures and regulations.

Compliance with International Standards

Certified with ISO/IEC 27001:2013, ISO 9001:2015, and Cyber Essentials Plus, ensuring global compliance for their e-learning and e-assessment solutions

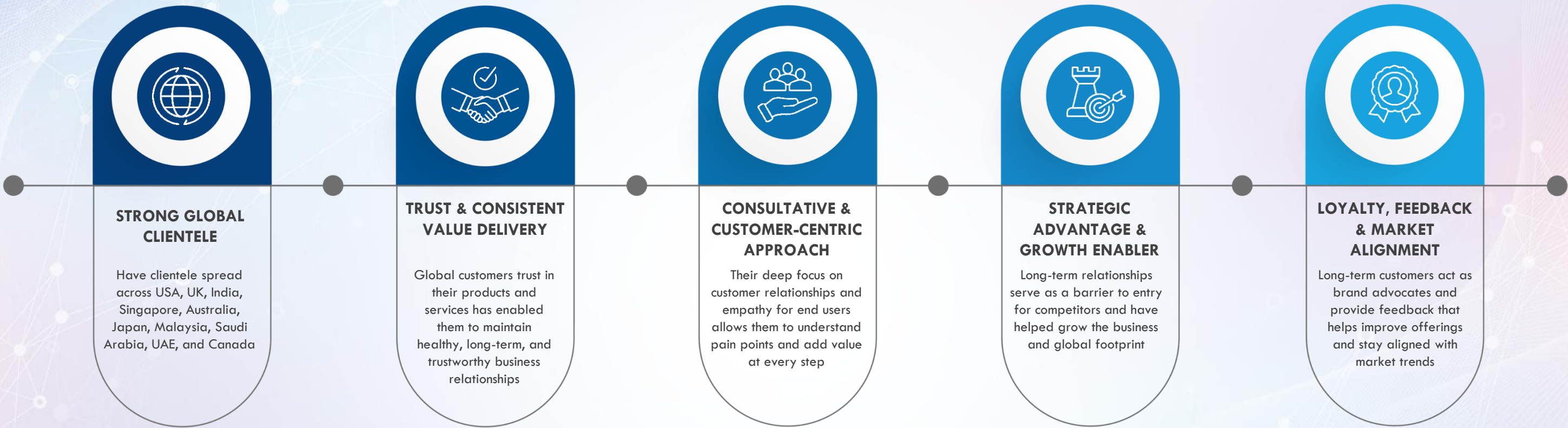
Customized Solutions for Markets

Tailored solutions to meet regional requirements, educational ecosystems, and cultural nuances.

...WITH GLOBAL REACH ACROSS DIVERSE MARKETS



LONG TERM RELATIONSHIPS WITH GLOBAL CUSTOMERS



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

Q1 FY27	73.0% Top 5 Clients	82.6% Top 10 Clients	92.5% Top 20 Clients
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WAY AHEAD

KEY GROWTH STRATEGIES





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



Ai



THANK YOU



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