R K SWAMY

Date: May 19, 2026

BSE Limited Department of Corporate Services Pheroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001	**National Stock Exchange of India Limited** Exchange Plaza, 5th Floor, Plot No. C/1, G Block Bandra- Kurla Complex, Mumbai-400051
SCRIP Code- 544136	**SYMBOL-RKSWAMY**

ISIN: INE0NQ801033

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") – Investor Presentation.

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 of the SEBI Listing Regulation, we are enclosing herewith a copy of the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of R K SWAMY Limited ("the Company") for the quarter and financial year ended March 31, 2026.

This intimation is also being uploaded on the Company's website at www.rkswamy.com

You are requested to kindly take the same on record.

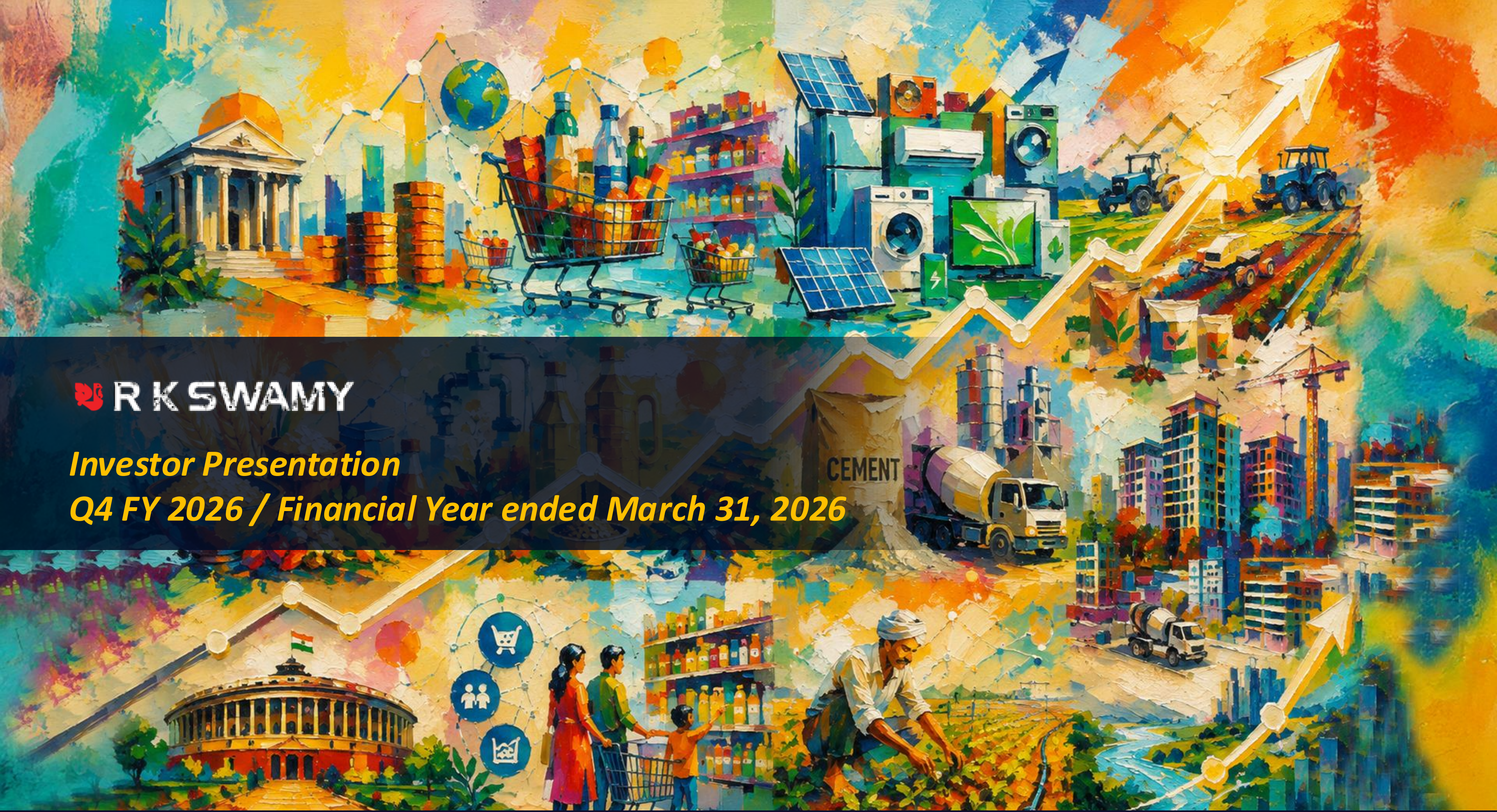
Thanking you

For R K SWAMY Limited

APARNA PRASHANT BHAT

Digitally signed by APARNA PRASHANT BHAT
Date: 2026.05.19 19:42:37 +05'30'

Aparna Bhat
Company Secretary & Compliance Officer
Membership No.: A19995
Place: Mumbai



R K SWAMY

Investor Presentation
Q4 FY 2026 / Financial Year ended March 31, 2026

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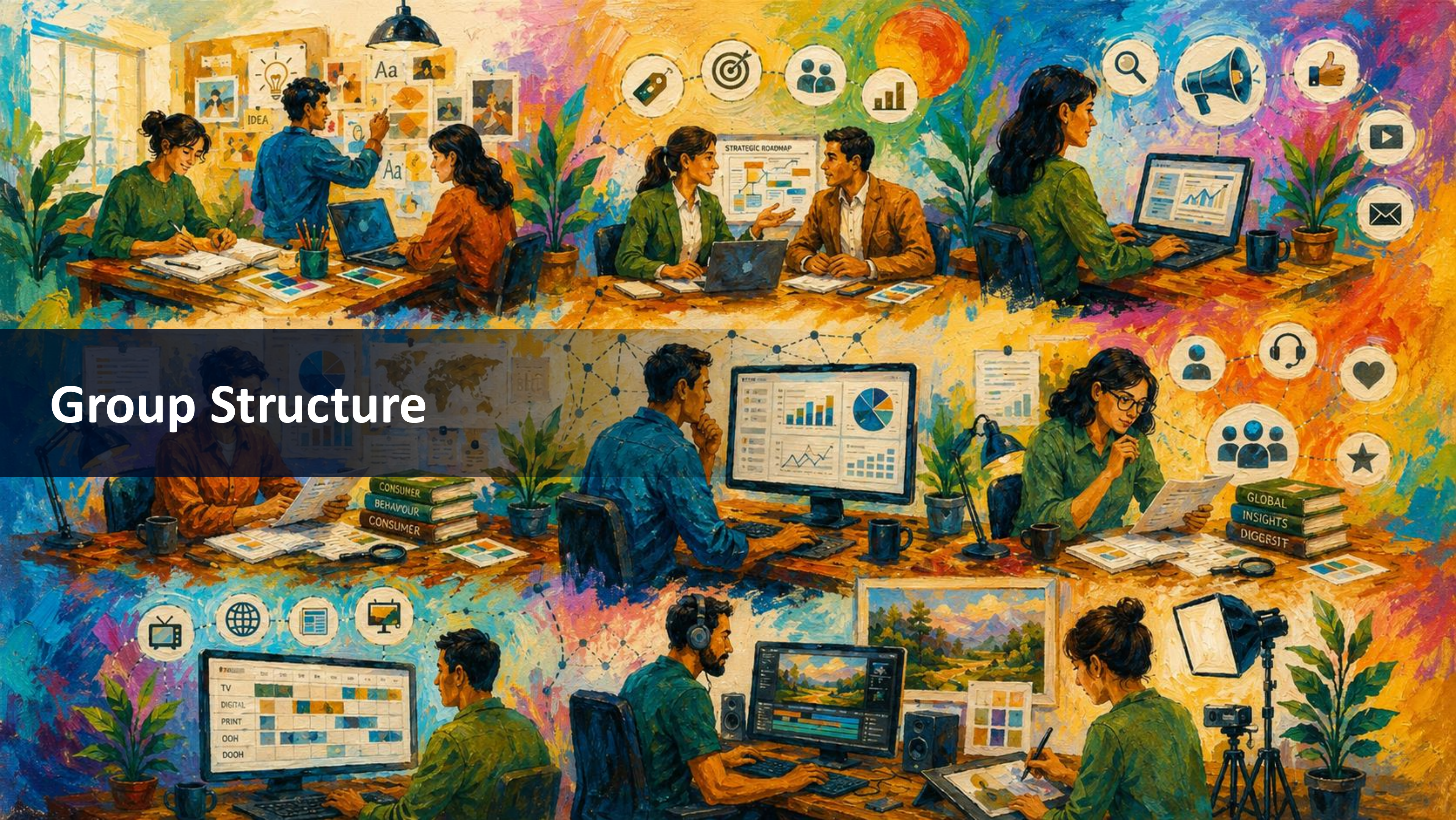
- Although we believe the expectations reflected in such forward looking statements are based upon reasonable assumptions, we can give no assurance that our expectations will be attained or that results will not materially differ. We undertake no obligation to publicly update or revise any forward-looking statement, whether as a result of new information, future events or otherwise. Please note that the past performance of the Company is not, and should not be considered as, indicative of future results.

- The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company undertakes no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

- The financial information are on consolidated basis unless otherwise specified.

- Please visit our corporate website www.rkswamy.com to go through our Investor section.

Group Structure



Group Structure

R K SWAMY Limited

Integrated Marketing Communications
Parent Listed Entity (NSE/BSE)

100% Wholly Owned Subsidiaries

Hansa Customer Equity Private Limited
Customer Data Analytics & Marketing Technology (MarTech)

Hansa Research Group Private Limited
Full-Service Market Research

Brand Note: 'R K SWAMY' and 'Hansa' trademarks licensed from promoter group company

Integrated Platform For Marketing Services

Single Window

Seamless integration of Creative, Media, Customer Data Analytics and Market Research under a unified management

Integrated Marketing Communications

- Brand & Marketing Consulting
- Advertising Creative
- Digital Marketing
- Events & Activation
- Media Planning & Buying
- Content at Scale
- Branding & Design
- Healthcare Communications

R K SWAMY

Data Analytics & MarTech

- Data Science & AI
- CXC – Customer Experience Centre
- VARTA AI Platform
- CRM & Campaign Management
- Loyalty Platforms

hansa cequity

Full-Service Market Research

- Quantitative Studies
- Qualitative Research
- CX Measurement
- Syndicated Studies
- International Research
- CATI
- Online Panels
- Social Research

hansa research

Differentiated, Difficult-to-Replicate Business Model

Business Model

- Integrated Marketing Services provider with multi-discipline capabilities
- Deep sectoral presence across BFSI, Automotive, FMCG, Durables, Construction Materials and Pharma
- Diversified client base with long-standing client relationships
- Asset-light, zero-debt
- Experienced Promoters and Professional Management
- Established brands – R K SWAMY & HANSA.

Strengths Built over Five Decades

3,000+

People

14 Offices

Geographical Presence

4,000+

Total Clients Over **50 Years**

75+%

Repeat Revenue

14+ Years

Avg. Key Employee Tenure

Low

Client Concentration Risk

Zero Debt

Clean Balance Sheet

Journey to an Integrated Marketing Services Provider

Foundation & Expansion (1973 – 1993)

- Company Incorporated
- Expansion and Brand-building

Capacity Build – Out (1994 – 2007)

- Hansa Research Incorporated
- Entry into Full Service Market Research

Integration & Data Layer (2008 – 2020)

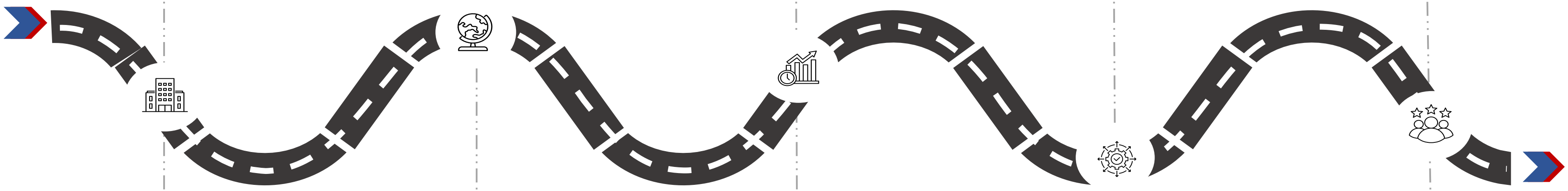
- Hansa Customer Equity Incorporated
- Customer Data Analytics and CX Operations

Building Scale (2021 – 2025)

- Digital Content at Scale
- Mainboard Listing at BSE and NSE
- Geographical Expansion Overseas

Driving Operating Leverage and Margin Expansion (2026+)

- Launch of Brand & Marketing Consulting Group
- Capacity Expansion
- Digital Video Studio



Strategic Growth Pillars

Strategic Growth Pillars

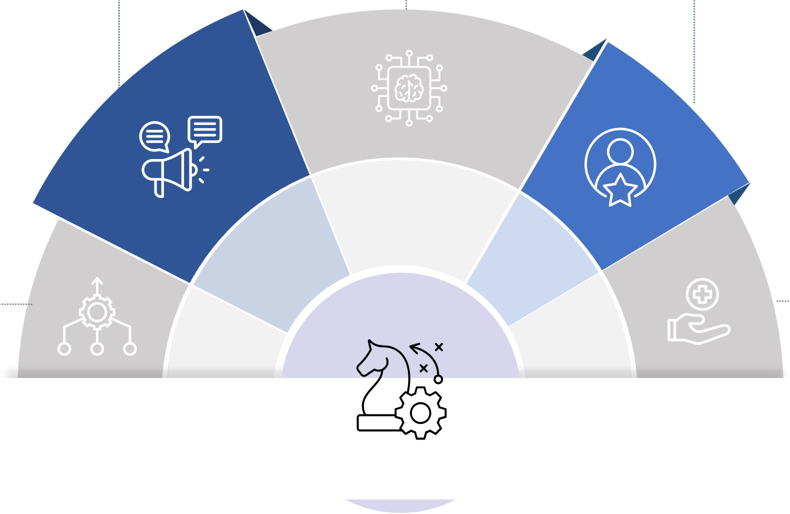
Digital Content Production at Scale across Languages

Phased Investments & Operating leverage

Deepening Existing Client Relationships

Macro Economic Tailwinds

Moving up the Value Chain - Brand and Marketing Consulting Group



1. Macro Economic Tailwinds

Growth in the economy is driven by the Indian Consumption story and digital growth.

Addressable TAM for Service providers is Rs ~15,000 Crores.

Source : Company Internal Estimates

2. Phased Investment and Operating Leverage : A Calibrated Approach

FY21–FY24
(The Track Record)

Proven execution

FY25
(Investment Phase)

Capacity expansion and technology investments

Free cash flow generation

Strengthening leadership and capabilities

FY26
(Inflection Phase)

PBT growth of 30% YoY
EBITDA growth of 32% YoY

Free cash flow generation

Margin improvement as fixed costs are absorbed.

FY27+
(Operating Leverage)

Margins expected to strengthen

Free cash flow generation

Operating leverage driven by growth

FY21
Income - Rs 183 crores

CAGR 14% →

FY26
Income – Rs 352 crores

Phased Investments are expected to support operating leverage, with growth in revenue

3. Digital Content Production at Scale across Languages

Leveraging Digital Content to Enhance Reach and Engagement

We are focused on creating digital content to support clients' marketing initiatives across online and offline channels through:

- Short videos
- Product videos and animations
- Targeted distribution across digital platforms

Digital Video Studio

We have signed a Letter of Intent to set up a Digital Video Studio in South Mumbai.

Proposed DVCP Studio and Capabilities

- Fully-equipped production studio with post-production facilities
- Focus on high-quality production with quick turnaround time
- Enhancing in-house production capabilities
- Catering to growing demand for digital content
- Reducing reliance on external production and outsourcing costs
- Enabling production of a larger volume of content

4. Deepening Existing Client Relationships

Broadening Offerings across Business Segments

Client Metrics
75+% repeat clients

01
Entry

Our client engagements begin with one or more disciplines. We expand our offerings across additional disciplines over time.

02
Consolidation

As clients seek greater marketing effectiveness and efficiency, they are better served with by Integrated Marketing Services providers.

03
Integration

We apply our integrated and complementary service disciplines across multiple aspects of the value chain.

04
Retention

Our multi discipline approach combined with an enhanced client engagement leads to client retention.

5. Brand & Marketing Consulting Group - Moving up the Value chain

Higher value services & strategic offerings

Supported by internal infrastructure and capacity created over the years

Leads to deeper client engagement

Revenue Growth & Improved - Margin

The Path Forward

Path to Margin Expansion

Margin expansion is expected to be driven by a combination of operating leverage and strategic initiatives

05

Improved Cashflow & Margins

04

+ Revenue Mix Shift - Scaling high-margin services

03

+ AI & Technology Driven Efficiencies - Across all divisions

02

+ Fixed Cost Absorption – Expansion and Capacity addition

01

~15.5% EBITDA Margin* (FY26 Base)

Growth Drivers

- Our business model – Creative & Content + Media + Data/MarTech & Customer Experience Centres + Market Research – sets us apart. All our service offerings are offered at scale.
- Several initiatives and disciplines contributed to the growth:
  - Producing Content at Scale for certain important clients.
  - Expansion of Customer Experience Centre with capacity utilisation at 83% in March 2026, and anticipated to move to 91% plus by June 2026.
  - International projects in Research.
  - Proving out the potential for Brand and Marketing Consulting Group launched last year, with further expansion and hires for next year. This is value capture at a higher level.
- We continue to expand engagements with key clients and have identified the continuing growth opportunities.
- Our base of Professional Leadership is solid and stable.
- Digital Video Studio – we have signed a Letter of Intent for new premises to set up the Studio. This is expected to become operational by Dec '26 quarter.
- Our strategy is to invest ahead of the curve, and we believe this will stand the company in good stead.
- We are harnessing AI for improving efficiency. We do not see this as a threat to our work.

Financial Performance

Financial Highlights

- Consolidated Total Income for the year 25-26 was Rs 352 crores compared to Rs 306 crores year ago, growth of 15%.
- Consolidated Profit Before Tax for the year 25-26 was Rs 32 crores (excluding impact of exceptional item of Rs 3 crores due to Labour Code) compared to Rs 25 crores year ago, growth of 30%.
- Consolidated Total Income for the quarter ended March 31,2026 was Rs 104 crores compared to Rs 87 crores year ago, growth of 20%.
- Consolidated Profit Before Tax for the quarter ended March 31,2026 was Rs 19 crores compared to Rs 15 crores year ago, growth of 27%.

Profit & Loss Statement (Consolidated – Annual)

In Rs Lakhs

Metric	FY 2025	FY 2026	*% change*
Total Income[1]	30615	35173	⬆ *14.9%*
Gross Margin [2]	21335	22905	
EBITDA	4141	5449	⬆ *31.6%*
EBITDA Margin[3]	*13.5%*	*15.5%*	
Profit before exceptional item & tax (PBET)	2477	3220	⬆ *30.0%*
PBET Margin	*8.1%*	*9.2%*	
Exceptional item (Impact of Labour Code)	-	307	
Profit before tax (PBT)	2477	2913	
PBT Margin	*8.1%*	*8.3%*	
Profit after tax (PAT)	1866	2211	⬆ *18.5%*
PAT Margin	*6.1%*	*6.3%*	

Notes
1. *Total Income includes Other Income*
2. *Gross Margin is Revenue from Operations less Operating expenses*
3. *EBITDA Margin is calculated as EBITDA (incl. Other Income) divided by Total Income*
4. *All figures on this slide have been rounded off to the nearest whole number, and percentages to one decimal.*

Profit & Loss Statement (Consolidated – Quarterly)

In Rs Lakhs

Metric	Q4 FY 2025	Q4 FY 2026	% change
Total Income [1]	8711	10423	↑ *19.7%*
Gross Margin [2]	6506	6850	
EBITDA	1972	2516	↑ 27.6%
EBITDA Margin [3]	*22.6%*	*24.1%*	
Profit before exceptional item & tax (PBET)	1522	1933	↑ 27.0%
PBET Margin	*17.5%*	*18.5%*	
Exceptional item (Impact of Labour Code)	-	-	
Profit before tax (PBT)	1522	1933	
PBT Margin	*17.5%*	*18.5%*	
Profit after tax (PAT)	1233	1594	↑ 29.3%
PAT Margin	*14.2%*	*15.3%*	

Notes

1. *Total Income includes Other Income*
2. *Gross Margin is Revenue from Operations less Operating expenses*
3. *EBITDA Margin is calculated as EBITDA (incl. Other Income) divided by Total Income*
4. *All figures on this slide have been rounded off to the nearest whole number, and percentages to one decimal.*

Thank You

Investor Relations

R K SWAMY Limited
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