

Date: October 27, 2026

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort Mumbai - 400 001

Scrip Code: 543938
Scrip Id: ACCELERATE

Subject: Investor Presentation – H1 FY27

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation, which is also uploaded on our website.

Kindly take the same on your record.

Thanking You
Yours Faithfully

For AccelerateBS India Limited

JIGYAS
HA JAIN
Digitally signed
by JIGYASHA
JAIN
Date: 2026.10.27
18:22:20 +05'30'

Jigyasha Jain
Company Secretary and Compliance Officer
Membership no.: A64547

AccelerateBSi



Investor Presentation
October 2026

Mr. Kunal Shah, Chairman & Managing Director

The first half of FY27 has been a period of significant progress for the Group, marked by strong financial performance, successful integration and strategic expansion into new growth opportunities.

Six months into our first US acquisition, Beanstalk Web Solutions LLC, the integration continues to progress smoothly and remains on track. Our Mumbai and St. Louis teams are working as one cohesive unit, while delivery is progressively transitioning to our Mumbai Global Capability Center. Beanstalk's 250+ US clients now have access to our expanded capabilities across DXP, WCAG and AI services, creating meaningful opportunities for cross-selling and deeper client engagement.

We also achieved an important milestone with the launch of Beanstalk Governance Studio, our first group product. This privacy-first desktop application supports accessibility compliance with WCAG norms and website health audits. Alongside Getivity, coming soon, it represents our commitment to building proprietary intellectual property and developing scalable, product-led revenue streams.

Our financial performance reflects this momentum. Consolidated Revenue from operations for H1 FY27 stood at ₹10.35 crore, registering 207% year-on-year growth. EBITDA increased 140% to ₹2.86 crore, while PAT rose 96% to ₹1.71 crore. EPS improved to ₹4.98 from ₹2.54, and net cash from operations reached ₹4.41 crore, underscoring healthy cash generation alongside growth.

Looking ahead, we remain focused on cross-selling, scaling our products and pursuing disciplined acquisitions. We thank our shareholders, clients and stakeholders for their continued trust and support, and extend our warmest wishes for a happy and prosperous Diwali.

About Us

14+

Years Presence

200+

Digital Projects

INDUSTRIES SERVED

Insurance / BFSI, Pharma,
Healthcare, Technology,
Non-Profits, Communications and others.

✓ ISO/IEC 27001:2022 Certified

100% In-House Full Stack Delivery



End-to-end ownership with no third-party outsourcing, ensuring quality and accountability.

Focusing on Overseas Acquisitions



Actively expanding global footprint through strategic international acquisitions.

Partnered with 4 DXP Platforms



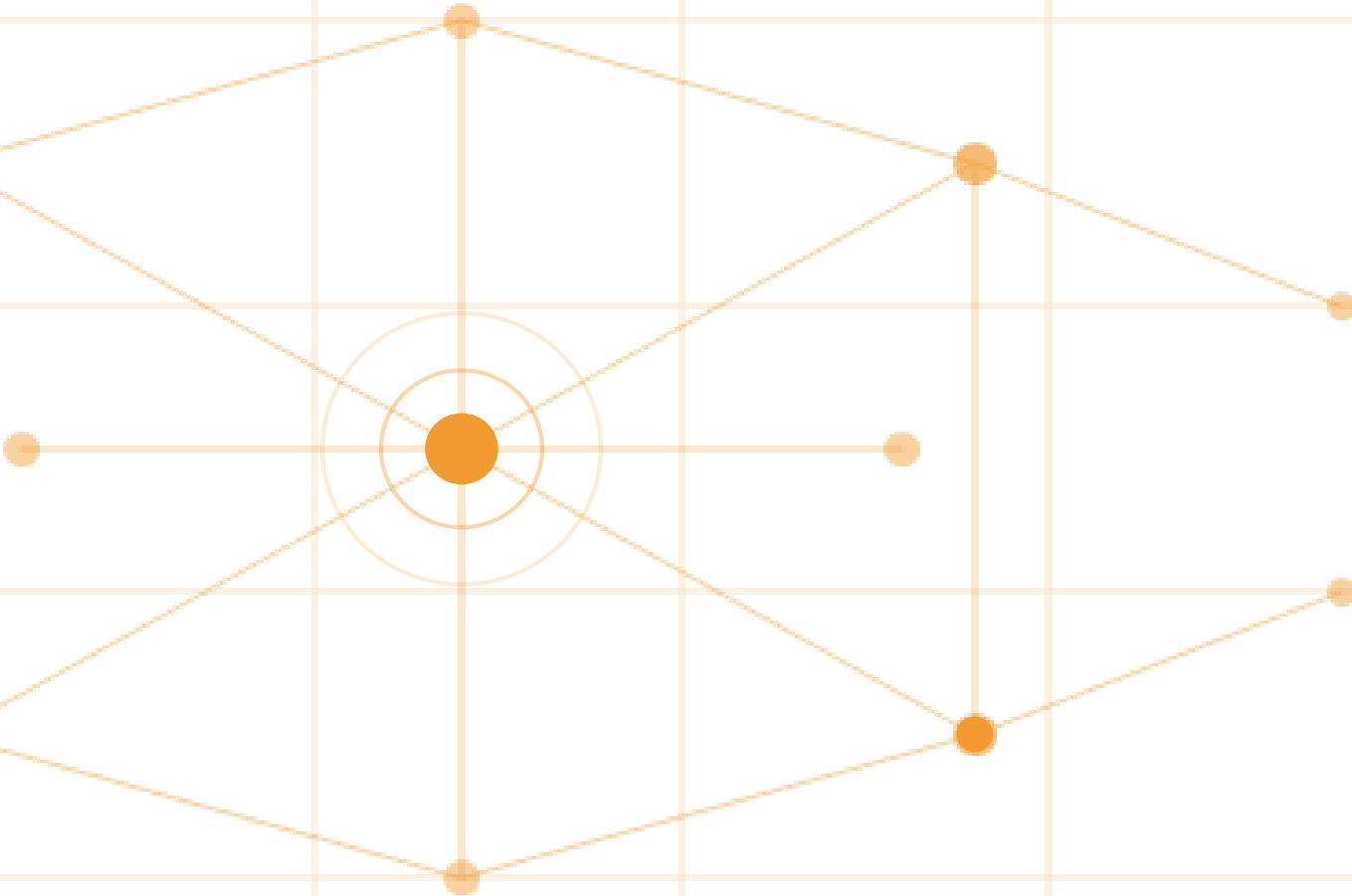
Crownpeak, Optimizely, Contentful, Kentico. Among a very small number of firms in India to hold this rare combination.

Integrated Marketing and Technology Services Platform

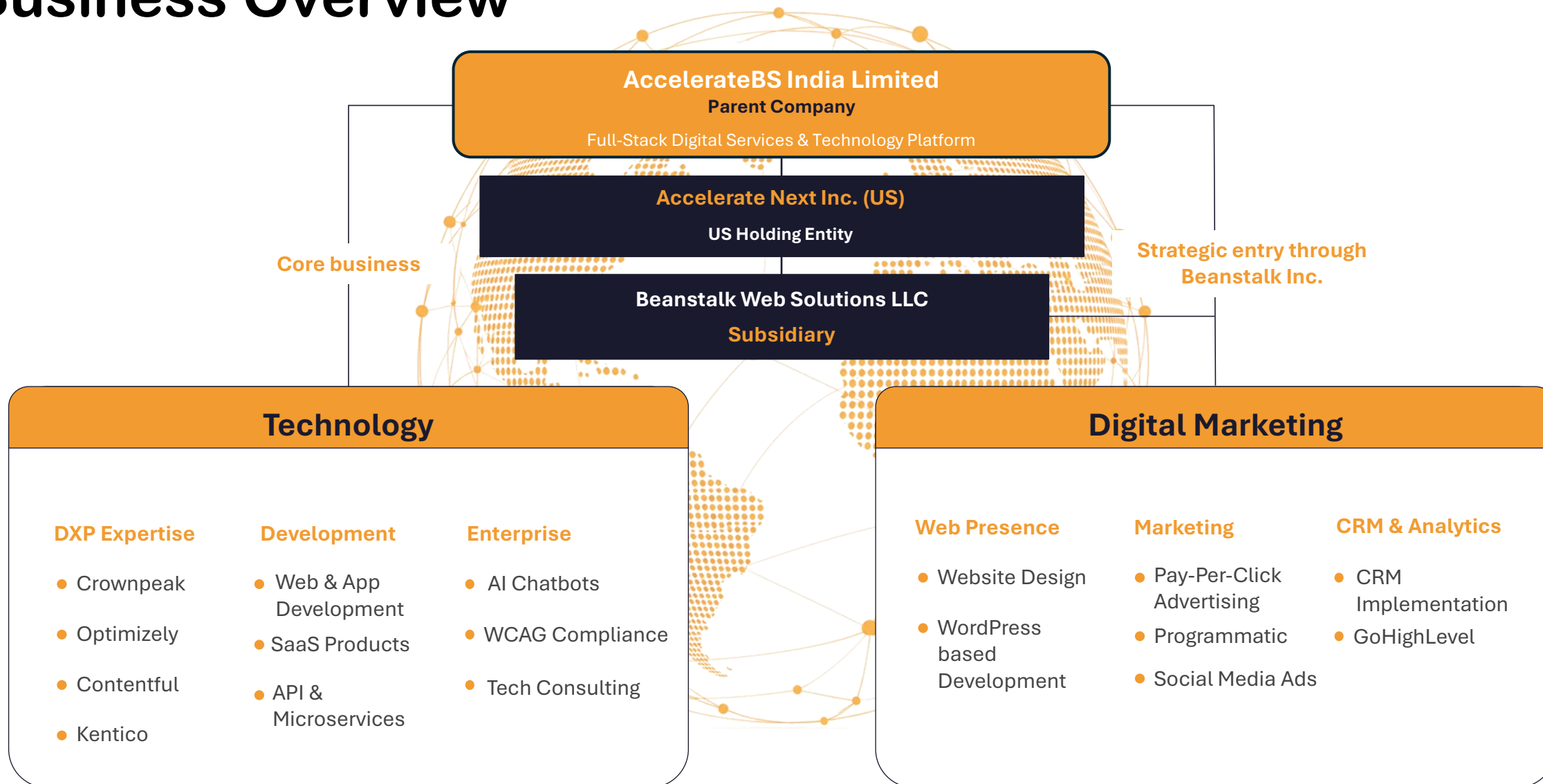


Operating at the intersection of marketing and technology, across industries who require end-to-end digital capabilities under one accountable partner.

Company Overview



Business Overview



Our Journey



Our Services

Digital Applications

Custom builds across web, mobile, voice & chat : full stack, end-to-end.

DXP Implementation

Crownpeak, Optimizely, Contentful & Kentico : certified across all four platforms.

Web & Mobile Apps

100% in-house web and mobile development, scalable & maintainable.

Cloud Infrastructure

Modern, secure platforms built and managed at scale.

QA & Test Automation

Web and mobile quality assurance.

WCAG Accessibility

ADA & WCAG testing and remediation : Legal compliance for all digital assets.

Web Development

WordPress-based website development, UI/UX design & scalable web solutions.

Custom Chatbots & Voice Bots

AI-powered automation for support, discovery, marketing & sales.

Digital Marketing

PPC, SEO, social media, analytics & CRM-driven lead generation.

Key Clientele



Board Of Directors

- **Mr. Kunal Arvind Shah**

Promoter, Chairman & Managing Director

A Master's in Computer Science from New Jersey Institute of Technology underpins his deep technical foundation. He is an entrepreneurial, hands-on technology leader with a proven track record of building digital service operations and delivery capabilities from the ground up. Under his leadership, AccelerateBSi has grown into a capable boutique digital technology firm, delivering high-impact projects for Fortune 500 companies globally.

- **Mr. Keyur Dipakkumar Shah**

Promoter and Whole-time Director

He holds a Master's Degree in Computer Science from New Jersey Institute of Technology, NJ, USA. He has strong experience in telecommunication and healthcare industries having worked with the likes of Motorola and Atlas Medical on various roles in his previous stint. At Atlas Medical he was responsible for a wide variety of projects including implementing laboratory outreach systems for many laboratories across the USA.

- **Ms. Ishani Kunal Shah**

Executive Director

She holds a Master's in Computer Applications and is a Sun-certified Java professional with deep expertise across the software development lifecycle and agile practices. Her focus is on delivering best-in-class software systems aligned to customer needs. She brings a special interest in usability and web accessibility standards, including WCAG 2.0, helping clients build more inclusive digital experiences.

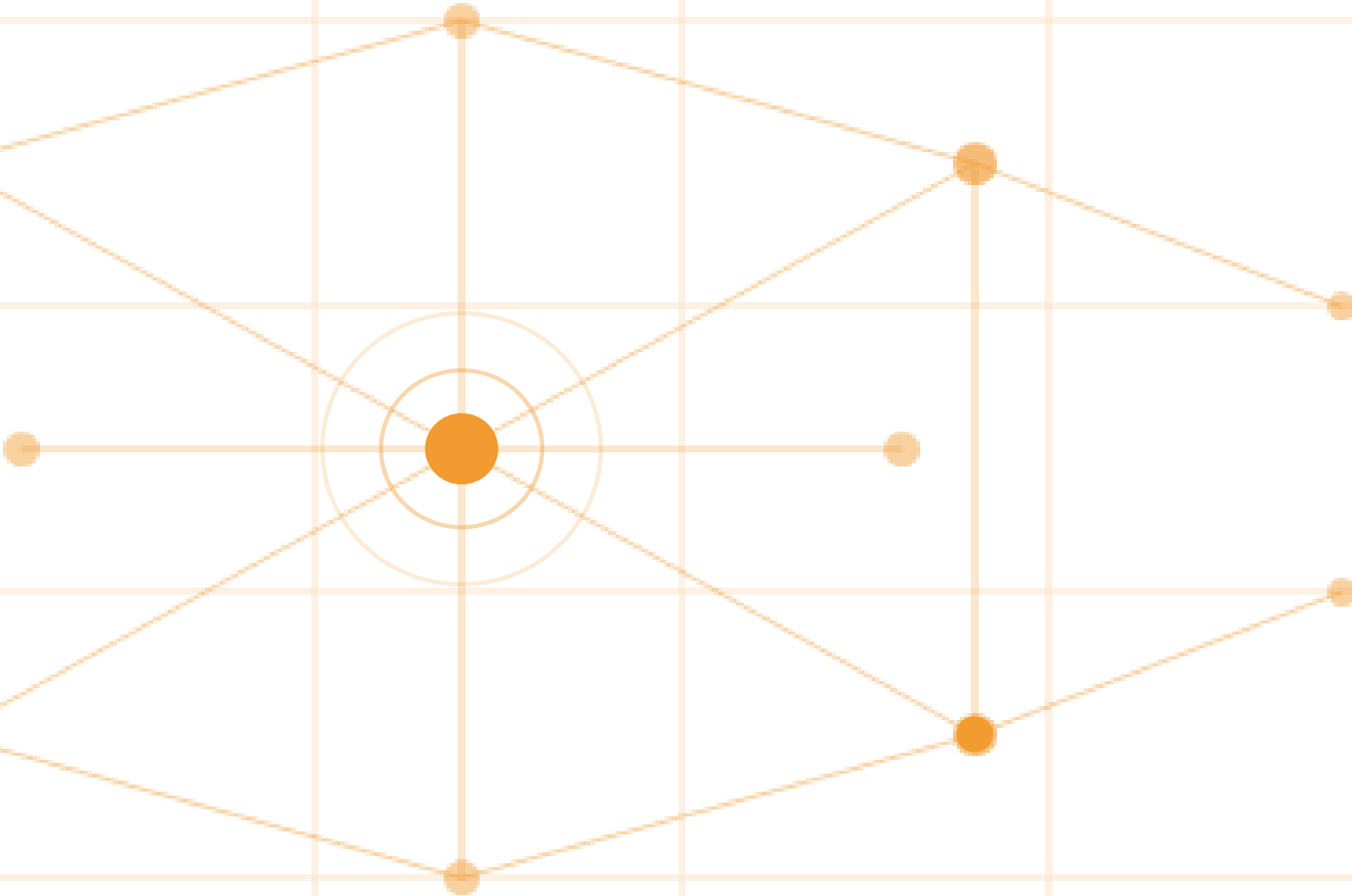
- **Ms. Ami Keyur Shah**

Executive Director and Chief Financial Officer

She brings a strong academic foundation with an MBA in Finance & HR, M.Com in Accounting & Finance, and a BAF degree. She is a detail-oriented finance professional, highly regarded for her leadership, analytical depth, and ability to translate complex business needs into comprehensive, high-quality reports. Adept at managing multiple projects simultaneously, she thrives in fast-paced, deadline-driven environments with consistently high standards.



Industry Overview



DXP Industry & Market opportunity



- The global Digital Experience Platform market is projected to **grow at a CAGR of 13.7%** through 2030, with North America representing over 43% of global market share and expanding at 12.5% over the same period. This growth is driven by enterprises moving away from fragmented content and marketing systems toward integrated DXP solutions that unify content, analytics, personalization, and commerce within a single ecosystem.
- Demand for multi-platform DXP implementation partners continues to outpace supply, with most agencies holding expertise on a single platform. AccelerateBSi holds a structural advantage as one of the few certified practitioners across Optimizely, Kentico, Contentful, and Crownpeak, positioning the group as the partner of choice for enterprises seeking platform-agnostic guidance across the DXP landscape.

Platform

The platform segment comprises core DXP architecture including content management, analytics, personalization, automation, and customer data management. These integrated systems help enterprises deliver seamless digital experiences, enhance customer engagement, and drive end-to-end digital transformation, with large enterprises leading adoption due to scalability needs.

Services

Services segment deals with implementation, integration, consulting, customization, training and support. DXPs are complex multi-module systems requiring certified expertise for seamless deployment and optimization. Cloud and managed services are critical for businesses seeking continuous improvements and faster digital experiences.

WCAG & Digital Accessibility

4,600+
ADA lawsuits in 2023

97%
of top 1M websites **fail** WCAG

- Digital accessibility has shifted from best-practice to legal obligation.
- The ADA has been consistently interpreted by US courts to cover digital properties, driving over 4,600 federal lawsuits in 2023 alone. The DOJ's April 2024 final rule formally mandated WCAG 2.1 AA compliance for public-sector websites, with private-sector enforcement expected to follow.
- Yet 97% of the world's top one million websites still fail basic WCAG checks which poses as a largely unaddressed remediation opportunity.

Digital Marketing Industry

Market size (CY2024)
INR 466 Bn

Digital marketing services

↑ 24.5% CAGR (2019–24)

Digital share of total ads
46%

Largest segment in FY2025

↑ from 24% in FY20

Projected size (CY2031F)
INR 1,083 Bn

Digital marketing services

↑ 12.8% CAGR (2024–31)

Digital ad market (2030F)
USD 22 Bn

Nearly double current levels

IBEF, Apr 2026

- US digital advertising agencies have grown at a 7.5% CAGR, while internet marketing & SEO consulting expanded at 15.3% over five years.
- Globally, digital advertising accounts for ~69% of total media ad spend, forecast to approach 75% by 2027 - a structural shift in marketing budget allocation.
- AI is acting as an accelerant, enabling agencies to deliver more personalised, data-driven outcomes at scale.
- AccelerateBS India is positioned at the intersection of these tailwinds, combining DXP implementation, full-service digital marketing, and AI-enabled delivery across some of the world's most active digital economies.

Key Channel Characteristics

Search Engine Optimisation (SEO)

- Builds long-term visibility - optimised content attracts visitors sustainably
- Reduces customer acquisition costs via organic traffic without paid spend

Pay-Per-Click (PPC) Advertising

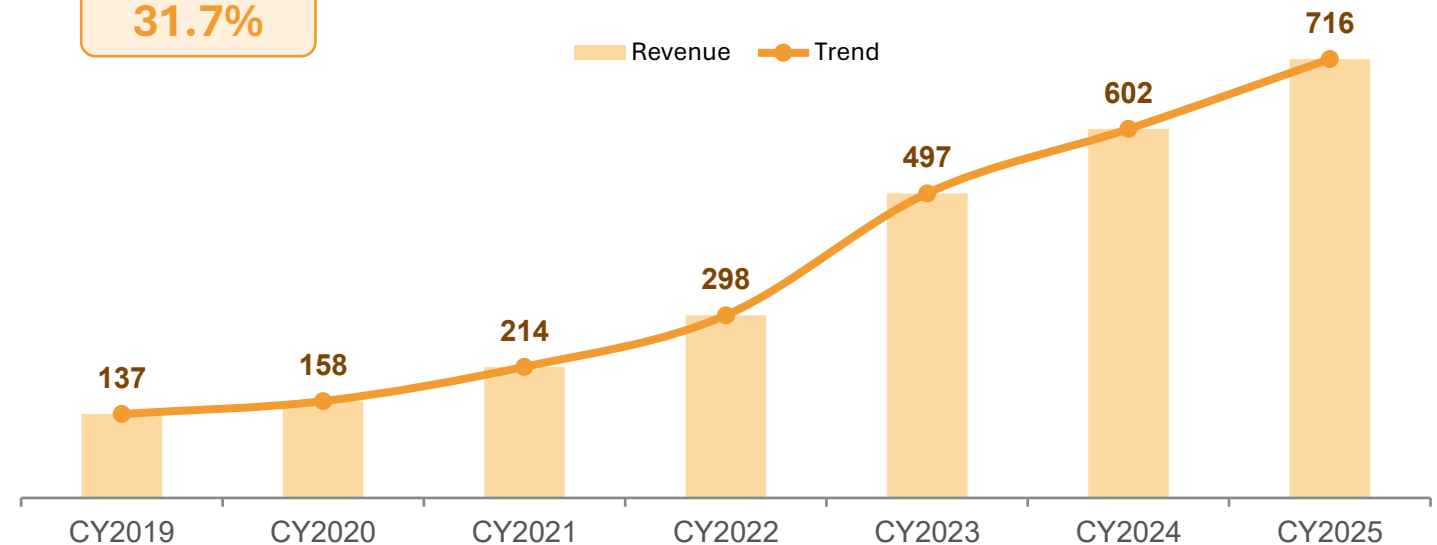
- Delivers targeted traffic immediately. Results are near-instant
- Exact audience targeting ensures ads reach customers most likely to convert

Performance Marketing

- Advertisers pay only when specific actions are completed : clicks, leads, sales
- Real-time scalability and optimization for enterprises of all sizes

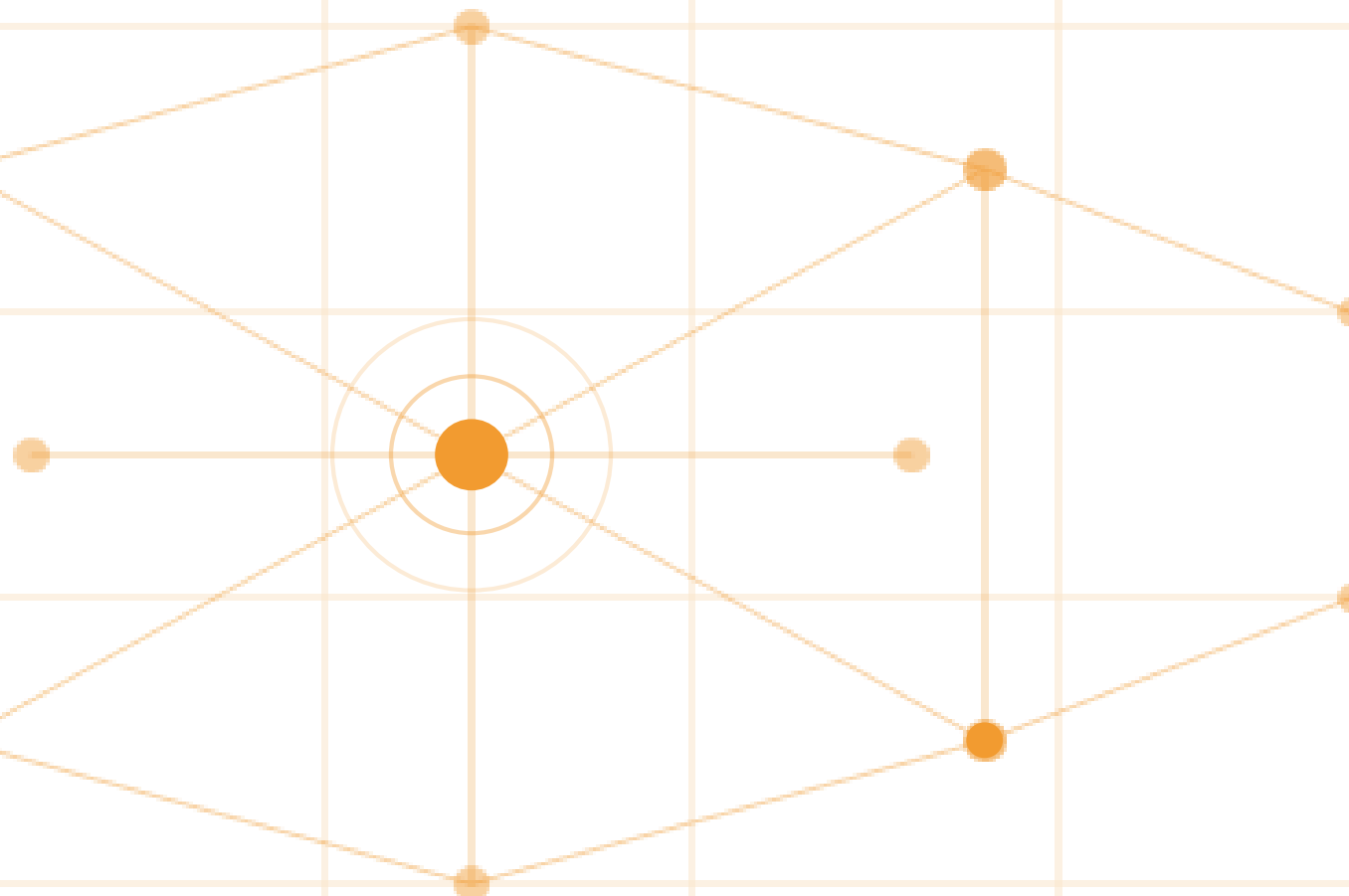
CAGR
31.7%

India Digital Advertising Market (INR Bn)



Sources: D&B Industry Report on Digital Marketing (Aug 2025) as published in YAAP Digital RHP (NSE EMERGE, Feb 2026) · IBEF (Apr 2026)

Strategic Overview



Strategic Insight

**Growth was not constrained by capability.
It was constrained by market positioning.**

The Problem

Operating as an Indian technology vendor & billing in INR from Mumbai imposed a structural ceiling on margins, deal sizes, and client positioning, regardless of the capability behind the delivery.

The Insight

The same capability, delivered through a US brand with a US address and a US sales relationship, commands a completely different commercial outcome. Not marginal but structural.

The Action

Incorporate a US holding entity. Acquire an established US agency. Reposition as a US-present, technology-led digital agency with a Global Capability Center in India delivering at cost.

The AccelerateBS Group Today

AccelerateBS
India

- Mumbai GCC (Global Capability Center)
- DXP partnerships: Crownpeak, Optimizely, Contentful, Kentico
- WCAG/ADA compliance & AI products
- Full-stack Microsoft & Node.js (100% in-house)

Accelerate Next
Inc.

- 100% subsidiary of AccelerateBS India Ltd
- USD billing entity : enables US margin profile
- Vehicle for all current and future US acquisitions
- Establishes the group's operating presence in the US

Beanstalk Web
Solutions LLC

- Decade-old US digital agency, St. Louis MO
- 250+ active mid-market clients
- Web development, digital marketing, SEO, hosting
- \$1M+ recurring revenue from retainers & hosting

Beanstalk Web Solutions LLC. - Acquisition



\$1.6–1.8M

Annual Revenue

250+

Active US Clients

\$1M+

Recurring Revenue

10yrs+

Established Agency

What Beanstalk Is

A decade-old digital agency in St. Louis, Missouri doing web development, hosting, and digital marketing with an established local brand and loyal mid-market client base.

Why Beanstalk

Will act as a US sales Engine
Existing client trust, recurring revenue, marketing capability making the group genuinely full-service.

Post-Acquisition

Delivery transitions to Mumbai : cost structure improves immediately. 250+ clients now eligible for DXP, WCAG, and AI services never previously offered to them.

The Structure

100% owned via Accelerate Next Inc. (US holdco), which is 100% owned by AccelerateBS India Ltd. Funded through debt and founders' own capital.

Growth Strategy

CURRENTLY

U.S. Market Expansion

- Established Accelerate Next Inc. (US Holding Co.)
- Beanstalk acquired Mar 5, 2026
- \$1M+ recurring revenue
- 250+ active US clients
- \$1.6–1.8M annual revenue

SCALING

Beanstalk : The growth lever

- DXP, WCAG & AI cross-selling opportunity to 250+ existing clients
- Beanstalk's web development projects now scale through Mumbai's full engineering team.
- India time zone extends Beanstalk's effective delivery capacity to 24 hours.
- Shared infrastructure compounds every acquisition

LAUNCHES

UPCOMING

Getivity

- SaaS based platform.
- Used internally by AccelerateBS team
- Real project & time tracking validation
- Public launch in 2–3 months
- First step: from services → SaaS model

LAUNCHED

Beanstalk's Governance Studio

A complete, unified digital governance and compliance platform.

- End-to-End Enterprise Compliance tools
- Intelligent Diagnostics & Reporting
- Multi-Mode Deep Discovery Crawlers
- Comprehensive Digital Asset Hygiene tools

Acquisition roadmap

The objective is the deliberate construction of a complete, integrated digital services group, not the accumulation of revenue for its own sake.

Each target is assessed to determine if it fills capability gaps, complements existing services, or adds scale where organic growth is slower.

Beanstalk was the first acquisition done through this model. What follows will be chosen with the same discipline.

THE IDEAL NEXT ACQUISITION SATISFIES ALL THREE CRITERIA



01

An agency with deep Kentico implementation experience reinforcing the group's certified DXP platform breadth



02

An agency with a strong HubSpot practice introducing marketing automation as a dedicated service line for our existing client base



03

An agency with established presence in the U.S. geography or vertical where accelerated scale is the objective

WHAT MAKES THIS STRATEGY SUSTAINABLE



Global Capability Center (Mumbai)

Each acquisition inherits Mumbai's delivery capacity converting US delivery costs to India costs, structurally improving margins across the group.



The Market Position

Large IT firms won't prioritize this market. Local US boutiques can't match the capability or cost structure. AccelerateBSi is built for exactly the gap between the two.

What sets us apart



Proprietary Product Layer: Unlike pure service firms, AccelerateBS has built and internally validated its own SaaS product - Getivity, an AI-native time tracking platform, representing the group's first step toward recurring, product-led revenue that compounds independently of headcount.



Established Relationships with diverse Customer Base: Long-standing client relationships across Insurance, Financial Services, Pharma and Healthcare built through end-to-end delivery and a strong focus on upselling and cross-selling. Wide industry spread reduces dependence on any single sector.



Integrated Technology Platform: Full-stack Microsoft and Node-based capabilities with API-first, microservices architectures. 100% in-house front-end and Cognitive/AI builds including custom chatbots and voice bots with no third-party dependency.



Specialty DXP Platforms: A decade of experience in the DXP space certified solution and service partners with 4 platforms. Full-spectrum capabilities across all touchpoints with 100% in-house delivery across multiple technology stacks.



Accessibility Compliance: Dedicated WCAG testing and remediation practice addressing a growing legal obligation across the US under the Americans with Disabilities Act. A service increasingly mandated rather than discretionary.



MAGNET Global Network: MAGNET membership validates global and local credibility, provides scale, enhanced competitive positioning, and access to partnership and business opportunities across North America and EU.

Business Strategies



Growth in the Customer Base: Grow the customer base through seamless, integrated technology solutions, repetitive orders from existing clients, and references to new clients. Continuously update the relationship map to create new opportunities across the IT industry.

01



White-Labelled Services: Partner with multiple digital agencies across North America and EU regions, operating as an offshore development centre for mutual benefit and business growth.

03



Focus on Digital Transformation: Continue to pursue opportunities across industries and regions, leveraging the depth and breadth of the technology services offered.

05

02

Support Contracts: Grow the volume of support contracts lucrative, repetitive, and low-maintenance in nature. Support contracts generate better margins and provide flexibility to clients while deepening integration with their teams.



04

Leveraging the MAGNET Global Network: Build relationships with MAGNET Network member agencies pursuing business internally and partnering on larger opportunities across North America and EU.



06

Cost Optimisation and Productivity: Optimise resourcing and talent costs through the Ahmedabad office improving margins, accessing a large IT talent pool, and reducing onboarding times.



Why AccelerateBS

Beanstalk is Live

- The group's first US acquisition is closed and operational
- 250+ active clients, \$1M+ recurring revenue, full-service marketing capability in place.

Getivity Launching

- Getivity , the group's proprietary AI-native SaaS platform enters public launch mid-2026.

Acquisition Pipeline Active

- Targets under active evaluation assessed on capability, complementarity, and scale.
- Each acquisition chosen for what it adds, not merely what it costs.

GCC Model Proven

India-based delivery and US-facing client operations are live.

Full-Service Group

Web development, marketing, digital marketing, DXP implementation, WCAG compliance, and AI capabilities consolidated under a single group.

The DXP Moat Was Earned Over a Decade

Certified across Crownpeak, Optimizely, Contentful, and Kentico : four enterprise DXP platforms delivered 100% in-house, built over a decade.



H1 FY27 Financials

H1 FY27 Income Statement

Particulars (INR Lakhs)	H1 FY27	H1 FY26	Y-o-Y
Revenue from Operations	1034.6	336.8	207%
Employee Benefit Expense	625.3	177.9	
Other Expense	123.7	39.8	
EBITDA	285.5	119.1	140%
EBITDA Margin (%)	27.6%	35.4%	-780 bps
Other Income	5.6	6.6	
Depreciation and Amortization	3.5	5.0	
EBIT	287.6	120.7	138%
EBIT Margin (%)	27.8%	35.8%	-800 bps
Finance Cost	62.2	1.7	
Profit before Tax and exceptional Items	225.4	119.0	
Exceptional Items	-	-	
Profit before Tax	225.4	119.0	89%
Tax	54.1	31.7	
Profit after Tax	171.3	87.4	96%
PAT Margin (%)	16.6%	25.9%	-930 bps
EPS	4.98	2.54	

H1 FY27 Balance Sheet

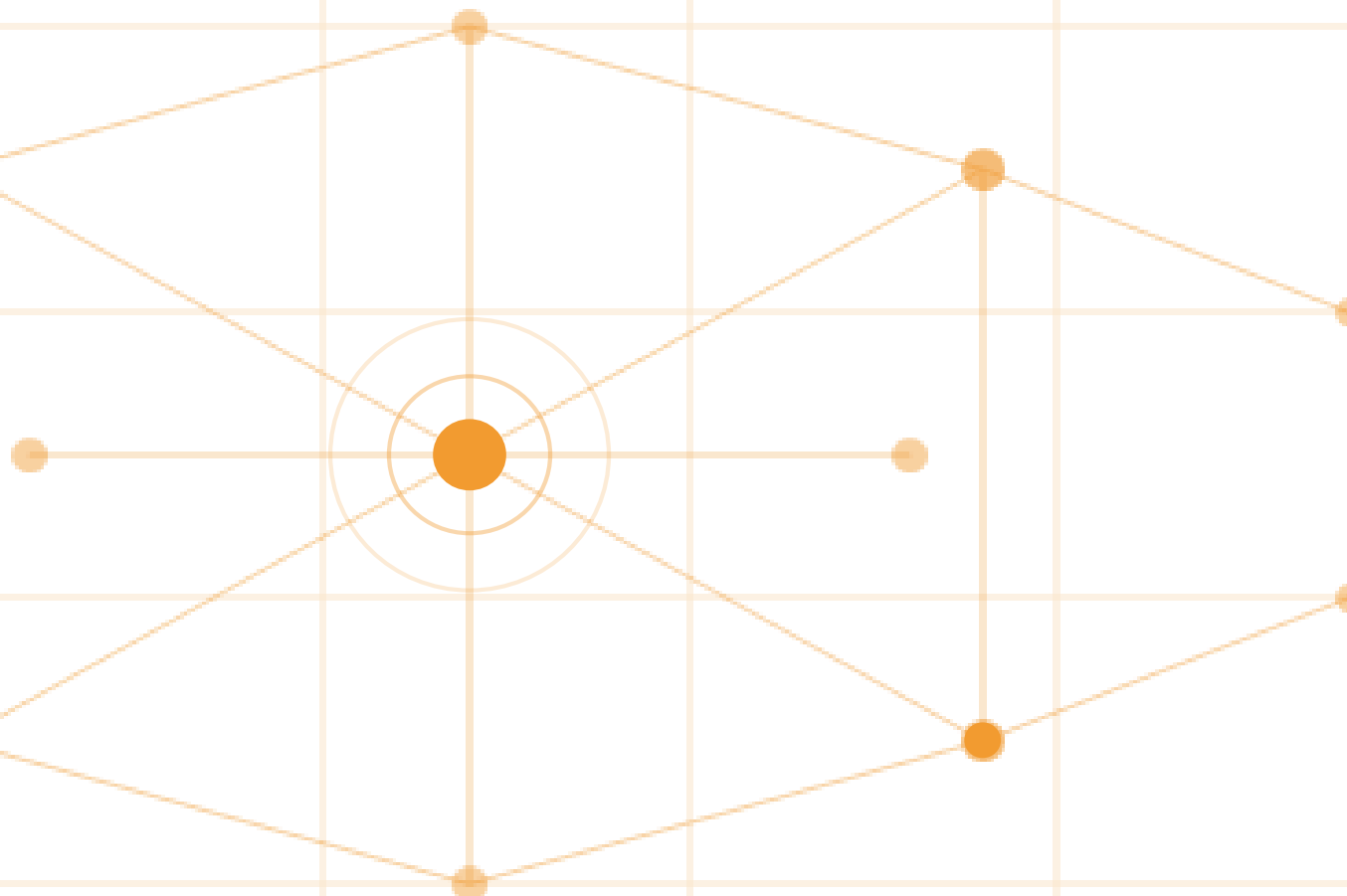
Assets (INR Lakhs)	Sep-26	Mar-26
Tangible Assets	207.8	26.0
Intangible Assets	1268.2	776.6
Intangible assets under development or work-in-progress	215.6	139.5
Non-current investments	0.3	0.3
Deferred Tax Assets	3.4	3.4
Long Term Loans and Advances	14.4	14.3
Other Non-Current Assets	-	-
Total Non-Current Assets	1709.7	960.1
Inventories	-	-
Trade Receivables	621.9	379.6
Cash and Cash Equivalent	177.4	264.9
Short-Term Loans and Advances	65.2	56.7
Total Current Assets	864.5	701.2
Total Assets	2574.2	1661.3

Equity & Liabilities (INR Lakhs)	Sep-26	Mar-26
Share Capital	343.8	343.8
Proprietor's Capital	-	-
Reserve & Surplus	199.2	56.6
Total Equity	543.0	400.4
Long Term Borrowings	1172.0	883.8
Deferred Tax Liabilities	-	-
Long term provisions	51.0	45.3
Total Non-Current Liabilities	1223.0	929.1
Short Term Borrowings	-	-
Trade Payables	2.7	27.5
Other Current Liabilities	693.8	271.5
Short Term Provisions	111.7	32.8
Total Current Liabilities	808.2	331.8
Total Equity & Liabilities	2574.2	1661.3

H1 FY27 Cash Flow Statement

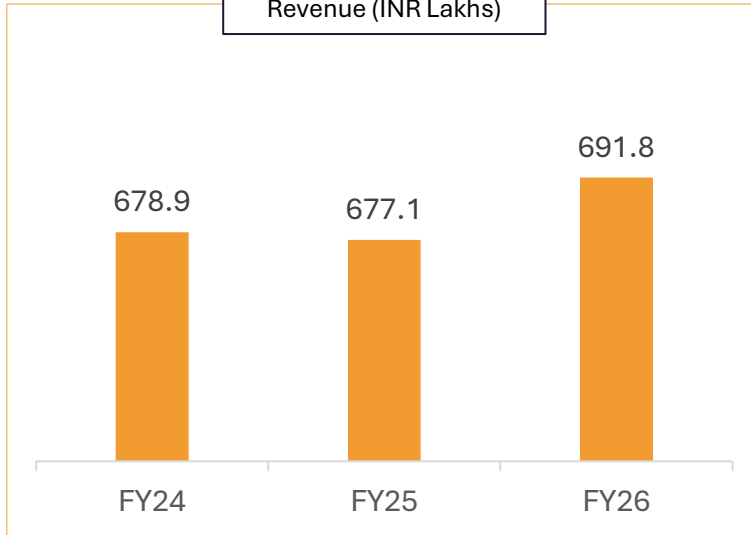
Particulars (INR Lakhs)	Mar-26	Sep -26
Cash Flow from Operating Activities		
Profit before Tax	112.4	225.4
Adjustment for Non-Operating Items	41.8	60.1
Operating Profit before Working Capital Changes	154.1	285.5
Changes in Working Capital	-129.4	238.3
Cash Generated/Used from Operations	24.7	523.8
Less: Direct Taxes paid	-	-82.8
Net Cash from Operating Activities	24.7	441.0
Cash Flow from Investing Activities	-952.6	-752.9
Cash Flow from Financing Activities	1192.8	224.4
Net Increase/(Decrease) in Cash and Cash equivalents	264.9	-87.5

Historical Financials

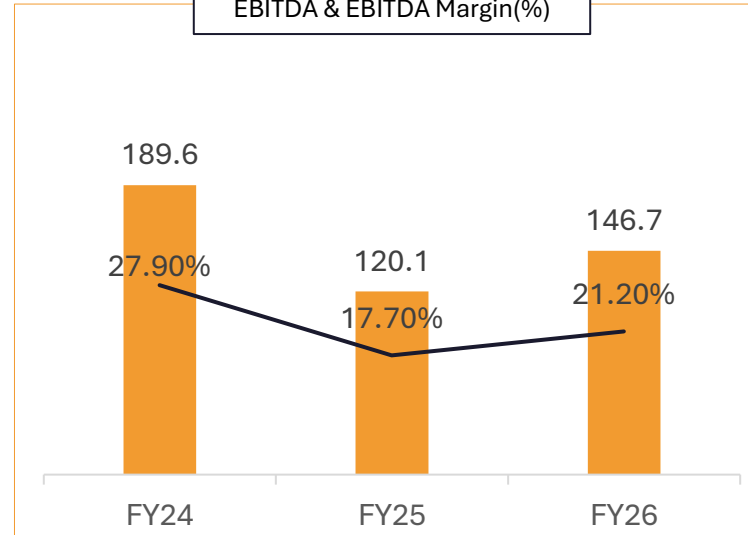


Key Financial Metrics

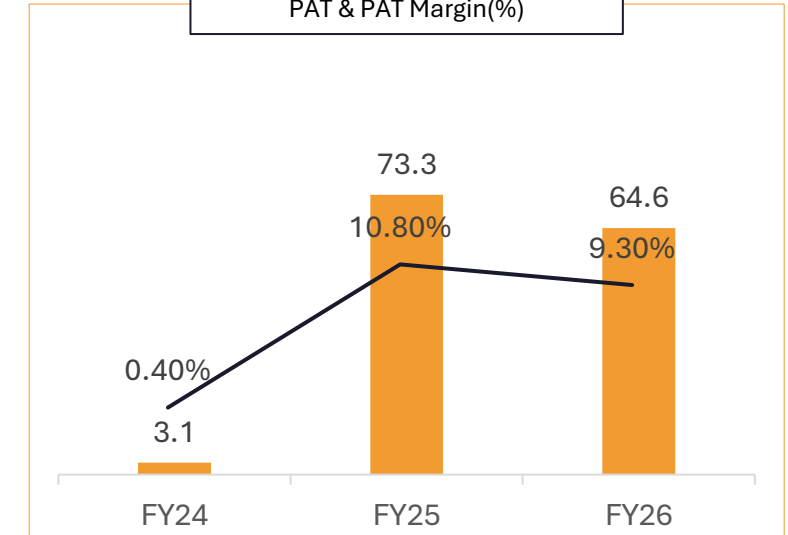
Revenue (INR Lakhs)



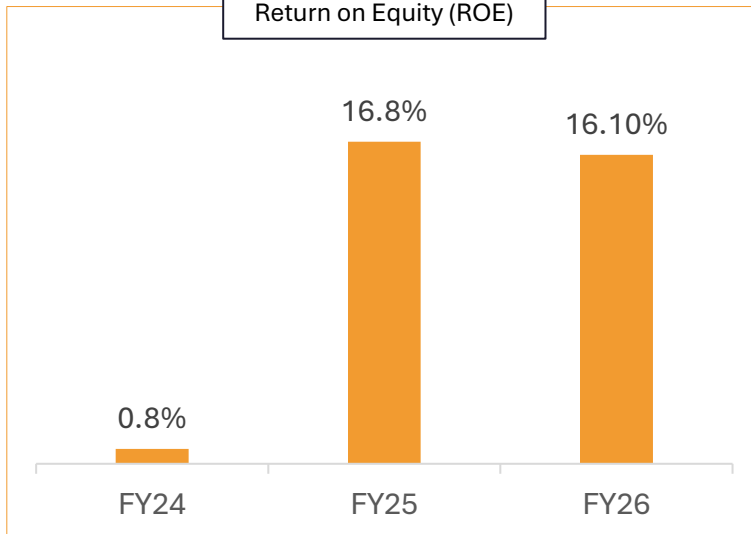
EBITDA & EBITDA Margin(%)



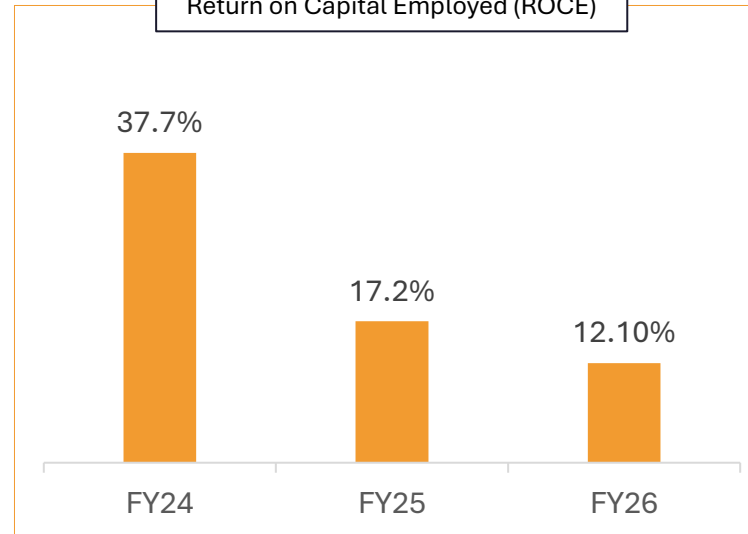
PAT & PAT Margin(%)



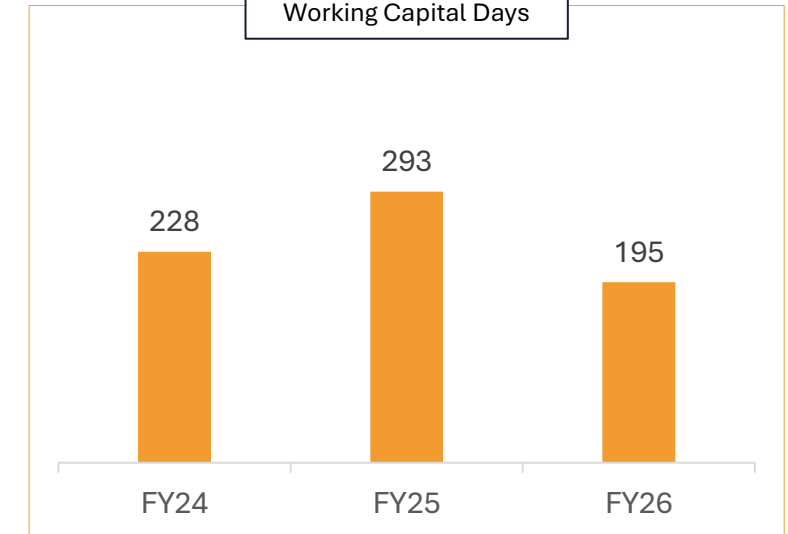
Return on Equity (ROE)



Return on Capital Employed (ROCE)



Working Capital Days



All figures in INR lakhs unless otherwise stated

Historical Income Statement

Particulars (INR Lakhs)	FY24	FY25	FY26	H1-FY27
Revenue from Operations	678.9	677.1	691.8	1034.6
Employee Benefit Expense	370.8	436.03	421.5	625.3
Other Expense	118.5	120.97	123.7	123.8
EBITDA	189.6	120.1	146.7	285.5
EBITDA Margin (%)	27.9%	17.7%	21.2%	27.6%
Other Income	2.5	5.05	23.9	5.6
Depreciation and Amortization	14.5	13.68	10.2	3.5
EBIT	177.5	111.5	160.4	287.6
EBIT Margin (%)	26.1%	16.5%	23.2%	27.8%
Finance Cost	1.0	0.22	48.0	62.2
Profit before Tax and exceptional Items	176.6	111.3	112.4	225.4
Exceptional Items	91.3	-	-	-
Profit before Tax	85.3	111.3	112.4	225.4
Tax	82.2	38.0	47.8	54.1
Profit after Tax	3.1	73.3	64.6	171.3
PAT Margin (%)	0.4%	10.8%	9.3%	16.6%
EPS	5.4	2.57	1.88	4.98

Historical Balance Sheet

Assets (INR Lakhs)	Mar-25	Mar-26	Sep-26
Tangible Assets	32.1	26.0	207.8
Intangible Assets	59.9	776.6	1268.2
Intangible assets under development or work-in-progress	-	139.5	215.6
Non-current investments	-	0.3	0.3
Deferred Tax Assets	3.3	3.4	3.4
Long Term Loans and Advances	8.7	14.3	14.4
Other Non-Current Assets	-	-	-
Total Non-Current Assets	104.0	960.1	1709.7
Inventories	-	-	-
Trade Receivables	196.6	379.6	621.9
Cash and Cash Equivalent	330.4	264.9	177.4
Short-Term Loans and Advances	74.0	56.7	65.2
Total Current Assets	601.0	701.2	864.5
Total Assets	705.0	1661.3	2574.2

Equity & Liabilities (INR Lakhs)	Mar-25	Mar-26	Sep-26
Share Capital	343.8	343.8	343.8
Proprietor's Capital			
Reserve & Surplus	92.7	56.6	199.2
Total Equity	436.5	400.4	543.0
Long Term Borrowings	173.5	883.8	1172.0
Deferred Tax Liabilities	-	-	-
Long term provisions	38.4	45.3	51.0
Total Non-Current Liabilities	211.9	929.1	1223.0
Short Term Borrowings	-	-	-
Trade Payables	1.1	27.5	2.7
Other Current Liabilities	41.0	271.5	693.8
Short Term Provisions	14.4	32.8	111.7
Total Current Liabilities	56.6	331.8	808.2
Total Equity & Liabilities	705.0	1661.3	2574.2

Historical Cash Flow Statement

Particulars (INR Lakhs)	Mar-25	Mar-26	Sep-26
Cash Flow from Operating Activities			
Profit before Tax	111.3	112.4	225.4
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Operating Profit before Working Capital Changes	136.3	154.1	285.5
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Less: Direct Taxes paid	-24.1	0.0	-82.8
Net Cash from Operating Activities	79.6	24.7	441.0
Cash Flow from Investing Activities	-65.8	-952.6	-752.9
Cash Flow from Financing Activities	93.6	1192.8	224.4
Net Increase/(Decrease) in Cash and Cash equivalents	107.4	264.9	-87.5

Thank You

Company

AccelerateBSi

AccelerateBS India Ltd.

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Website: <https://www.acceleratebs.com/>

Investor Relations Partner



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