

Date: July 15, 2026

To,

Listing Compliance National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai – 400051	Listing Compliance The Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.
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Subject: Investor Presentation for Q1 FY'27.

Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

BSE Scrip Code: 543599; NSE Symbol; KSOLVES; ISIN: INE0D6I01023.

Dear Sir/Madam,

Pursuant to the abovementioned Regulation, please find enclosed herewith the Investor Presentation for Q1 FY'27.

You may also find the same on company's website at www.ksolves.com

This is for your information and records.

For Ksolves India Limited

Manisha Kide
Company Secretary and Compliance Officer



INVESTOR PRESENTATION

Q1'FY27



En(AI)bling™

Safe Harbor Statement

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6

*Years
of listing*

01

Company Overview

Company at a Glance

14

Years of Service

550+

Headcount

225+

Happy Clients

30+

Countries Served

82%+

Revenue by Repeat Customers

55%

Top 10 Clients Contribution

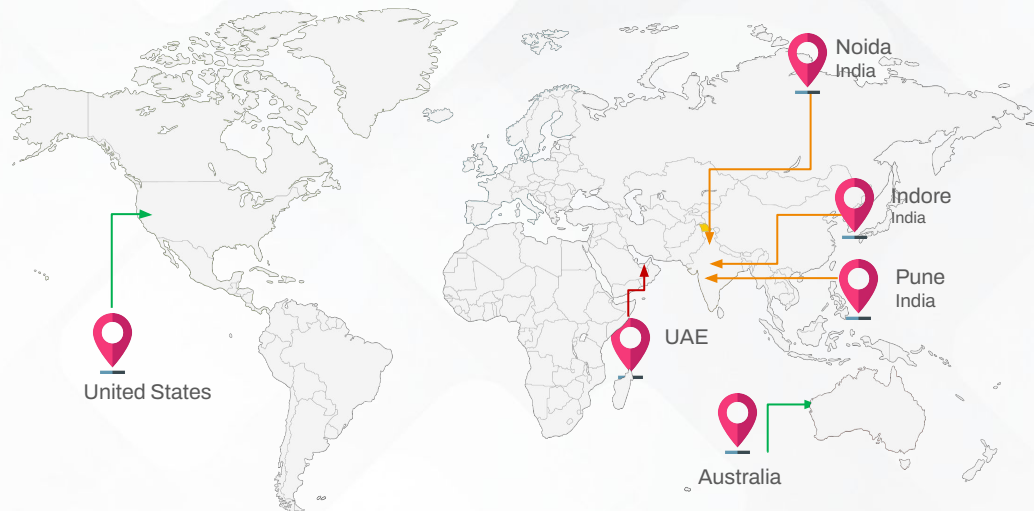
152%

ROCE (FY26)

137%

ROE (FY26)

Operating from 6 Office Locations



Technology Partners



Salesforce Summit Partner



Odoo Gold Partner



Authorized Frappe Partner



BRONZE
Solution Partner

Adobe Bronze Solution Partner



Redhat Business Partner



AWS Partner

Our Journey of Growth & Excellence

14 Years of Service Shaped By Strategic Milestones And Innovation



Accreditations & Accolades that **Validate our Excellence**



**Best ERP
Implementation Partner**
(Odoo) India 2025



Nasscom Impact Award
for "Growth Leadership in
Tech Products & Platform - B2B"



**"2024 Deloitte India
Technology Fast 50"**
organization



**Dun & Bradstreet
India's leading SMEs 2024 &
Business Enterprises of Tomorrow 2023**



**NASSCOM Excellence in
AI Services
Award 2024**



**Indian MSME of the
Year 2023 Award by
Economic Times.**



**Great Companies - SME Business
Award 2022 under the 'Business
Services and Consulting Category'**

07 Prestigious
Industry Awards

10+ Global
Accreditations

ACCREDITATIONS



Our Offerings

We deliver a next-generation suite of integrated IT services and products, fusing advanced technologies with intelligent enterprise solutions to accelerate digital transformation and ignite breakthrough innovation.

OUR SERVICES



AI/ML and
Generative AI



Data Analytics



Digital
Transformation



Big Data



Salesforce



DevOps MLOps
LLMOps



ERP

OUR PRODUCTS



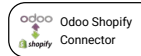
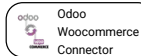
Salesforce Products



Odoo Products



Dashboard Ninja with AI
by KSolves India Ltd
★★★★★ 97



Mind AI Ninja



Data Flow Manager

Technology Inclusion

Data
Streaming



AI, Data
Engineering

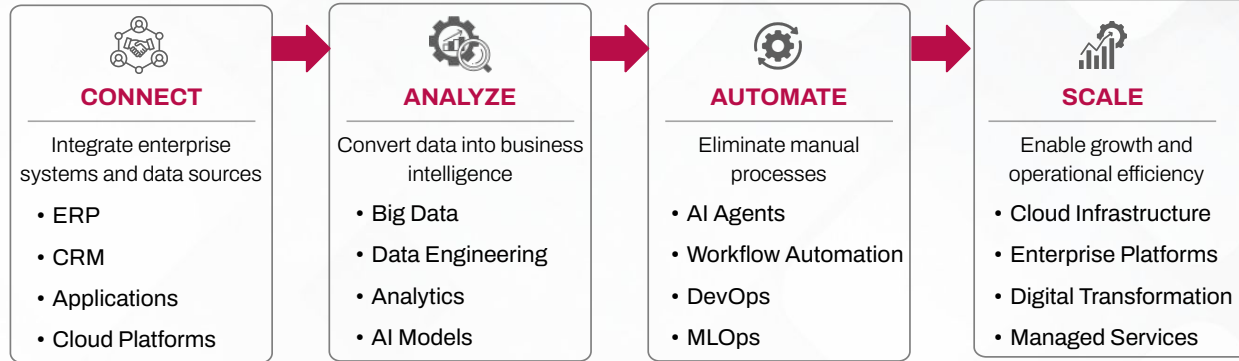


Data Lake



Transforming Enterprises Through Data, AI & Automation

Ksolves helps enterprises **modernize operations, unlock value, automate workflows, and accelerate digital transformation.**



Technologies Powering This Transformation



Business Outcomes

- ➔ Reduce operational costs
- ➔ Improve productivity through automation
- ➔ Accelerate digital transformation initiatives
- ➔ Enable AI-driven decision making
- ➔ Improve customer experience
- ➔ Create scalable and future-ready businesses

AI First: End-to-end AI-enabled delivery model



Embedded AI En(AI)bling™ across delivery, execution, and client engagement, with 100+ AI-driven projects delivered and over 80% of active engagements now carrying an AI component, positioning Ksolves as a 360° AI Transformation Partner.

AI Enabled Development



- AI-powered coding, testing, quality checks, and deployment.
- Engineers validate and optimize AI outputs.
- AI practices improve execution efficiency.

AI - Agents



- AI-driven coding, testing, and deployment workflows.
- Engineers refine AI outputs for quality and speed.
- AI adoption enhances project execution.

Focused Team



- AI-first model empowers teams to improve AI outcomes.
- Upskilling in LLMs, SLMs, and Agentic AI through AI Excellence Hub.
- AI adoption drives scalability and readiness.

AI Enabled Solutions



- End-to-end AI solutions across automation, analytics, and operations.
- AI frameworks optimize workflows and decisions.
- Scalable solutions deliver business impact.

Key Metrics



550+
AI-Certified Ksolves



100+
AI-Driven Projects Delivered



80%+
Active Engagements with AI Components



100+
AI & GenAI Agents in Production



360°
AI Transformation Framework



Output-Based
AI-Driven Delivery Engagement Model

AI First: From Point Solutions to Platform Ownership



Multi-platform AI capability and Usage

- Premium platform implementations, through Claude, offered where client budgets and use cases justify them;
- Also, focus on low-cost AI-enabled technologies, ensuring AI adoption does not inflate project economics for cost-sensitive clients while preserving output quality.
- ***Engineers validate and optimize every AI output, keeping quality ownership in-house while AI compresses execution timelines.***



AI-hosted platforms for enterprise operations

- **Engaged with an international bank** to deploy the **Ksolves AI-hosted platform** across its entire operations, moving from project delivery to platform ownership.
- Platform architecture covers every user layer of the enterprise: customer-facing services, internal staff workflows, and decision support for senior executives.
- ***Positions Ksolves to build AI-enablement frameworks that run whole operations end to end, rather than isolated point solutions per engagement.***



CCAF Claude Architect - Foundation certificates in progress to deepen this capability!



***One partner for the overall AI journey:
platform-agnostic, budget-matched,
enterprise-wide.***

Key Wins – Q1FY27

01

Banking & Financial Services (24x7 Enterprise NiFi Support)

Secured a high-trust engagement with a *US-based banking and financial services organization* to provide 24/7, SLA-driven support for their enterprise-grade Apache NiFi environment, operating under strict SLAs. This partnership validates our capability to maintain mission-critical uptime for tier-one banking clients and strengthens our position in large-scale managed services contracts in the banking sector.

02

Healthcare & Employee Benefits Administration

Onboarded a *US-based healthcare and employee benefits administration organization* to implement Apache Spark and Apache Airflow enhancing their data processing and workflow orchestration. This strategic engagement ensures reliable, scalable operations and creates a foundation for future managed services and data engineering expansion within this high-demand sector.

03

Nonprofit / Workforce Impact

Partnered with one of the largest workforce and community-impact *Non Profit enterprise in the U.S.*, to modernize core operations on Salesforce Nonprofit Cloud. This flagship transformation covers case management, donor & program operations, & reporting infrastructure, strengthening our mission-driven sector positioning & creating a pipeline for future modules in grants, volunteer management, & outcomes analytics.

04

Global Tech & Logistics

Modernizing an end-to-end Experience Cloud portal for a *Silicon Valley logistics technology provider* serving Fortune 500/100 clients in 150+ countries. The project encompasses full-lifecycle design, development, QA, and deployment for a mission-critical, global platform. This engagement expands our enterprise footprint and positions us for further multi-region digital transformation with one of the sector's most prominent logistics technology brands.

Company Updates

Strengthened leadership team with global expertise to lead growth initiatives.



Eric Paul Averitt

VP, Head of Global Sales
USA



Najib Saiyed

Head of Sales - North America
Canada

Events & Announcements



Global Solar Expo



ERP Expo 2026

Your Gateway to Smarter Business Solutions

Frappe Yatra 2026

A local community meetup

Agentic AI Hackathon 2026



Partners

Frappe Emerging Partner

6
*Years
of listing*

02 | Financial Performance

Key Highlights – Q1FY27

REVENUE

- Consolidated Revenue from Operations stood at **₹41.44 Cr**, registering **10% YoY** growth.
- Sequential moderation of **3.7%** QoQ, reflecting reduced technology spending and ramp-down of select engagements by certain large clients amid a cautious demand environment. The impact of these client-specific developments is expected to result revenue softness in next two-three quarters.
- Given the evolving demand environment and limited near-term visibility, FY27 revenue guidance is not being reaffirmed at this stage. Focus remains on new client wins and pipeline expansion.

PROFITABILITY

- Operating Profit (EBITDA) Margin at **30.3%**, expanding 389 bps YoY, with focus on AI-enabled delivery and cost optimisation initiatives.
- Profit After Tax (PAT) Margin improved to **22.2%**, compared with 17.1% in Q1 FY26.
- Earnings Per Share (EPS) at ₹3.88, up 43% YoY.

KEY HIGHLIGHTS

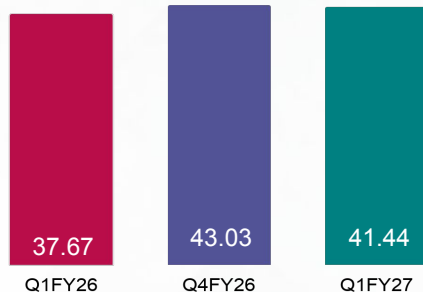
- First Interim Dividend of **₹4 per share** declared for FY27, reflecting continued confidence in the Company's cash generation and commitment to shareholder returns.
- Strong debt-free* balance sheet with ₹17 Cr in cash and bank balances as of 30 June 2026

**Other than Capitalization of Right of Use (ROU) assets for office space*

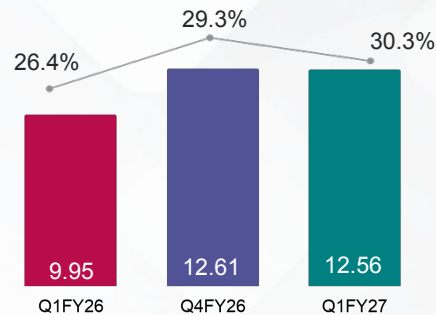
Consolidated Financial Summary – Q1FY27

(₹ IN CRORES)

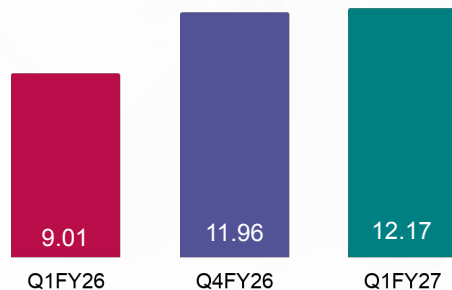
Revenue from Operations

▲
10%
YoY▼
(3.7%)
QoQ

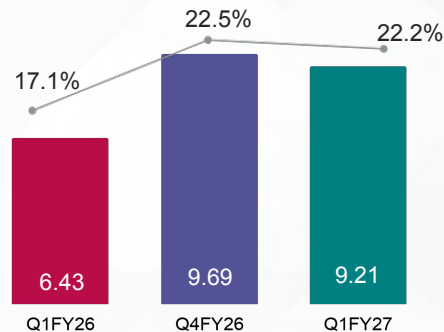
EBITDA & EBITDA Margin %

▲
26.2%
YoY▼
(0.4%)
QoQ

PBT

▲
35%
YoY▲
1.7%
QoQ

PAT & PAT Margin %

▲
43.3%
YoY▼
(5%)
QoQ

Consolidated Financial Performance – Q1FY27

(IN ₹ CRORE)

Particulars (₹ Crore)	Q1FY27	Q4FY26	QoQ%	Q1FY26	YoY%	FY 26	FY 25	YoY%
Revenue from operations	41.44	43.03	(3.7%)	37.67	10.0%	162.67	137.43	18.4%
Other Income	0.67	0.44	53.2%	0.10	596.1%	0.83	0.45	87.3%
Total Income	42.11	43.47	(3.1%)	37.76	11.5%	163.50	137.88	18.6%
EBITDA	12.56	12.61	(0.4%)	9.95	26.2%	48.33	47.86	1.0%
EBITDA Margin %	30.3%	29.3%	100 bps	26.4%	389 bps	29.7%	34.8%	(512) bps
Profit Before Tax (PBT)	12.17	11.96	1.7%	9.01	35.0%	45.12	45.81	(1.5%)
PBT Margin%	29.4%	27.8%	155 bps	23.9%	543 bps	27.7%	33.3%	(559) bps
Profit After Tax (PAT)	9.21	9.69	(5.0%)	6.43	43.3%	34.33	34.32	0.0%
PAT Margin %	22.2%	22.5%	(30) bps	17.1%	516 bps	21.1%	25.0%	(387) bps
Earnings Per Share (₹)	3.88	4.09	(5.0%)	2.71	43.3%	14.48	14.47	0.0%

Revenue Metrics

Particulars		Q1FY27	Q1FY26
Revenue by Business (%)	IT Services	98.3%	97.8%
	IT Products	1.7%	2.2%
Revenue by Industry (%)	BFSI	5%	7%
	Edu Tech	4%	5%
	Healthcare	6%	4%
	Information Technology	20%	16%
	Manufacturing	6%	6%
	Marketing and Advertising	1%	4%
	Real Estate	3%	4%
	Retail	7%	8%
	Services*	24%	19%
	Telecom	24%	27%
Revenue by Geography (%)	Australia	3%	4%
	Europe	6%	7%
	India	18%	23%
	North America	63%	58%
	Rest of the World	10%	8%
Client Base	Top 5	42%	42%
	Top 10	55%	58%
Employee Metrics	Total Employees	566	548
	LTM Attrition %	15%	17%

*Services includes- Public Safety, Hospitality, Legal, & Consulting

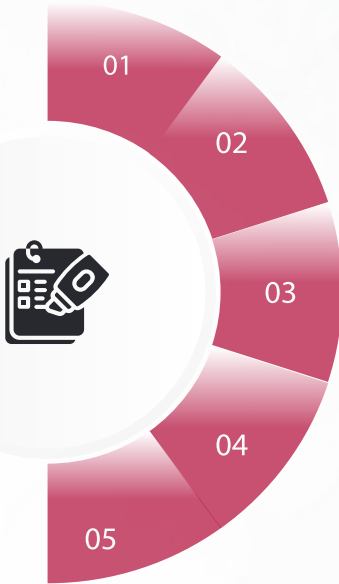
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*Years
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03

Growth

Strategy & Leadership

Investment Rationale



Established Financial Track Record

- Delivered **42% revenue CAGR** (FY21–FY26) with **strong EBITDA (29.7%) and PAT (21.1%) margins**.
- High **ROCE (152%)** and **ROE (137%)** with **consistent dividend payout** since listing (6 yrs).



AI-Led Execution Capability

- Built strong AI capabilities with a **100% AI-certified workforce** and AI-driven solutions.
- Positioned to help businesses adopt AI and benefit from the growing AI transformation market.



Integrated Technology Services & Products

- Offers a wide range of technology solutions helping global enterprises improve efficiency and accelerate digital transformation.
- Strong client relationships support recurring business and long-term growth.



Strong Leadership & Growth Vision

- Experienced leadership team with proven execution capabilities and global expertise.
- Focused on expanding market presence and driving future growth.



Global Presence & Scalable Business Model

- Serves clients across 30+ countries with a diversified customer base.
- Stable workforce, improving efficiency, and scalable operations supporting sustainable growth.

Seasoned Leadership Driving The Next Phase of Growth



Ratan Srivastava

Chairman & Managing Director
20+ years of experience

Visionary leader to the core management team, driving company's strategic transformation and scaling operations. Focused on long-term value creation through innovation and market expansion, his leadership has strengthened the company's market position and ensured sustainable growth

Experience

IT services and solutions industry expertise. Worked with leading organizations: Tech Mahindra, Birlasoft, HSBC, and Persistent Systems. Strong background in technology, management, and business strategy

Qualification

B.Tech. in Computer Science & Engineering



Manish Gurnani

Chief Technology Officer
Over 22+ years of experience

Experience

Extensive and proven experience in AI/ML, NLP, Cloud (AWS, GCP), J2EE and mobile technologies. Worked with Tech Mahindra and Bank of America

Qualification

PGDM Finance, IIM (Lucknow), B. Tech



Umang Soni

Chief Financial Officer
Over 10+ years of experience

Experience

CA and IIM Merit Holder with expertise in Investor Relations, Strategic Finance, Governance, and Financial Oversight.

Qualification

PGPFM – IIM (Tiruchirappalli), Chartered Accountant



Deepali Verma

Whole Time Director
Over 15+ years experience

Experience

Extensive experience in IT Industry and has played a key role in helping the company grow from conceptualization stage to today.

Qualification

Master of Commerce

Global Expertise Enabling Business Expansion



Ramesh Shinde

Delivery Head

Over 20+ years experience

Experience

Experience in Big Data, AWS Management DevOps, Web Development and Data Modelling. Worked with Persistent Systems

Qualification

B.Tech



Om Prakash Maurya

Delivery Head

Over 12+ years of experience

Experience

Experience in Big data, Odoo and Apache Spark. Also, led the creation of Dashboard Ninja as founding member

Qualification

B.Tech



CA. Darpan Audichya

Head of Business Transformation

Over 14+ years of experience

Experience

Expertise in program management, consulting and business transformation domain Worked with TCS, EY and KPMG

Qualification

CA, CS, M.Com



Kirti Sharma

Head – Business Development

Over 10+ years of experience

Experience

A client-centric, account-based growth strategy focused on expanding revenue through digital and AI-driven offerings.

Qualification

BA, Masters in Sociology



Anil Kushwaha

Technology Head

Over 13+ years of experience

Experience

Expertise in Java, Python, MEAN Stack, and Microservices, Kafka, NiFi, Cassandra, and Hadoop. Specialization in open-source architecture and AI/ML

Qualification

B.Tech Computer Science and Engineering



Sumit Huria

Project Manager

Over 13+ years of experience

Experience

Expertise in Manual QA along with Automation QA Playwright, Cypress, Selenium Performance testing using Locust Worked with HCL Technologies

Qualification

B.E.



Rakesh Kumar

Senior Technical Lead (Salesforce)

Over 11+ years of experience

Experience

Expertise in Salesforce CRM strategy and implementation, Salesforce Application Architect, Salesforce cloud

Qualification

B.Tech IT



Manisha Kide

Company Secretary and Compliance Officer

Over 11+ years of experience

Experience

Expertise in Governance, Compliance and Legal Contract Management Worked with TCNS Clothing-W Brands and PSR Associates

Qualification

CS, B.Com-LL.B, MBA-Finance, Certified CSR & ESG Professional

6
*Years
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04 | Case Studies

CASE STUDY : How Implementation of Odoo ERP Helped a Manufacturing Company to Streamline their Processes

INDUSTRY: Motor Coil Manufacturing

USERS: 10

OVERVIEW: We implemented Odoo ERP for an organisation from the industry to streamline material flow, quality control, and multi-location inventory. The solution improved efficiency, reduced errors, and supported both manual and automated production lines.

#ManufacturingAutomation

#OdooERP

Key Challenges

- **Material Traceability:** Limited visibility from receipt to production.
- **Inventory Complexity:** Managing raw materials, finished goods, red bins and scrap locations.
- **Dual Production Lines:** Separate workflows for manual and automated operations.
- **Quality Control:** Ensuring stage-wise inspections and defect handling.
- **Manual Processes:** High dependency on manual intervention.

Our Solution

- **Barcode Tracking:** Enabled end-to-end material traceability.
- **Smart Inventory:** Managed multi-location inventory with red bin and scrap handling.
- **Optimized Workflows:** Streamlined manual and automated production lines.
- **Automated Quality:** Enabled stage-wise inspections with rework and scrap routing.
- **Process Automation:** Reduced manual effort with real-time visibility.

Impact

- **Improved Traceability:** Better material visibility and fewer errors.
- **Efficient Inventory:** Streamlined multi-location stock management.
- **Optimized Production:** Smoother manual and automated operations.
- **Stronger Quality Control:** Faster defect identification and resolution.
- **Scalable Operations:** Reduced manual effort with faster decision-making.

Modules used



CASE STUDY : Enterprise AI Strategy, Use Case Discovery, Prioritization, and AI Roadmap Development Program

INDUSTRY: Publishers | Education

OVERVIEW: Ksolves partnered with a leading publishing and education sector client to establish a structured AI strategy, from opportunity discovery through prioritization to a governed, phased roadmap, addressing the absence of a formal AI adoption framework.

Key Challenges

- **Unstructured AI Discovery:** No formal process to identify AI opportunities.
- **Weak Business Cases:** AI initiatives lacked clear ROI and financial justification.
- **Technical Readiness Gaps:** Uncertainty around data, infrastructure and AI readiness.
- **No AI Roadmap:** Absence of a structured long-term AI adoption strategy.

Our Solution

- **AI Discovery Workshops:** Identified high-impact AI use cases across business functions.
- **AI Roadmap:** Developed a phased three-year AI transformation roadmap.
- **AI Governance:** Established AI adoption and organizational readiness framework.

The Results

- **15 AI Use Cases:** Identified high-impact AI opportunities.
- **3-Year Roadmap:** Delivered a phased AI transformation plan.
- **5 Quick Wins:** Prioritized high-value AI initiatives.
- **Lower Investment Risk:** Improved confidence in AI investments.
- **Better Decisions:** Enabled data-driven executive decision-making.
- **Future-Ready AI:** Built a strong foundation for enterprise AI adoption.

CASE STUDY : Enabling 24/7 Real-Time Payments for a Leading South American Bank

INDUSTRY: Banking & Financial Services

CLOUD: Salesforce FSC, Omnistudio, Mulesoft

OVERVIEW: Ksolves helped a South American bank activate the Central Bank's new real-time payment rails, integrating the Aperta Hub with Salesforce FSC and MuleSoft for 24/7 instant transfers.

Key Challenges

- **Temporal Constraints:** ACH process limited to a 6.5 hour window, creating liquidity dead zones.
- **Operational Friction:** Manual CSV exports to a Swiss ACH provider reduced real time visibility.
- **Settlement Delay:** Payments were queued rather than settled instantly hurting competitiveness.
- **Co-existence Complexity:** New real-time rails had to run alongside the legacy batch process

Our Solution

- **Aperta Hub Integration:** Enabled instant outbound transfer and automated inward processing.
- **Smart Coexistence Routing:** Routes via Aperta Hub or falls back to ACH automatically.
- **Core Ledger Synchronization:** Real-time and batch transactions synced with the General Ledger.
- **AI-Accelerated Delivery:** AI-powered dev tools sped up code generation during MuleSoft integration.

The Results

- **24/7 Service Availability:** Eliminates the 3 PM cutoff for round-the-clock liquidity management.
- **100% API Automation:** Manual file-based exports replaced by automated API handshakes.
- **Reduced Operational Risk:** Automated reconciliation lowers settlement errors.

CASE STUDY : How a Telecom Operator Transformed Massive Data Volumes into Real-Time Business Value

INDUSTRY: Telecom

OVERVIEW: A telecom operator needed to process massive volumes of call and transaction data from multiple network sources to support billing and digital services. Existing systems lacked speed, accuracy, and scalability.

#Big Data

#Datalake

#Microservices

#Kubernetes

Key Challenges

- **High Transaction Volume:** Managing large volumes of call and transaction data.
- **Legacy Systems:** Slow and error-prone processing.
- **Data Duplication:** Inconsistent data affecting billing accuracy.
- **Limited Digital Readiness:** Inadequate support for real-time digital services.

Our Solution

- **Scalable Data Platform:** Built a fault-tolerant big data platform.
- **Automated Data Processing:** Streamlined data ingestion, cleansing and validation.
- **Trusted Data Management:** Eliminated duplicates to improve data accuracy.
- **Real-Time Processing:** Enabled both real-time and batch workloads.

Impact

- **Accurate Processing:** Enabled reliable processing of millions of call records.
- **Faster Service Launch:** Accelerated rollout of revenue-generating services.
- **Improved Billing:** Enhanced billing accuracy and customer trust.
- **Digital Enablement:** Supported rapid deployment of digital services.
- **Future-Ready Platform:** Built a scalable foundation for analytics and growth.

THANK YOU



 www.ksolves.com

 ir@ksolves.com



 **Abhishek Bhutra | Himanshu Jain**

 ir@finportal.in

 **+91 80006 85556, +91 89051 81853**