iValue Infosolutions Limited
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CIN: L72200KA2008PLC045995|GST: 29AABCI8601B1ZW
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November 05, 2026

National Stock Exchange of India Limited
The Listing Department,
Exchange Plaza,
Bandra Kurla Complex,
Mumbai – 400051

Trading Symbol: **IVALUE**

BSE Limited
Department of Corporate Services,
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001

Scrip Code: 544523

Subject: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Presentation on the Unaudited Financial Results of the Company for the second quarter and half year ended September 30, 2026.

Dear Sir/ Madam,

The presentation on the Unaudited Financial Results (Standalone & Consolidated) for the second quarter and half year ended September 30, 2026, to be made today, i.e. November 05, 2026, at the Analyst/Investors meet, is attached and also available on the website of the Company at https://ivaluegroup.com/en-in/investor-analyst-corner/.

You are requested to kindly take the same on record.

Thanking you,

Yours Sincerely,

For iValue Infosolutions Limited

LAKSHMAMMANNI Digitally signed by LAKSHMAMMANNI Date: 2026.11.05 17:08:49 +05'30'

Lakshmammanni
Company Secretary and Compliance Officer
Membership No. A51625





iVALUE

Investor Presentation – Q2 FY27/ H1 FY27

5th October 2026

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Agenda

1. Company Overview
2. Financial Overview

iValue – Company Overview & Snapshot of H1 FY27 performance

iVALUE Solves for

Performance | **Availability** | **Scalability** | **Security**

- ✓ Business of all sizes are dependent of applications for all their external and internal needs.
- ✓ Every enterprise runs over 250 applications which are in different phases of digital transformation
- ✓ Performance, Availability, Scalability and Security of critical application thus becomes essential need from revenue, growth, customer loyalty, brand reputation and compliance needs.

- Co-sell Partner of the Year 2026 - Confluent
- Co-Marketing Partner Award 2025 - Confluent
- APJ Distributor of the Year 2025 - SentinelOne
- Certified VAD of micro focus products 2024 - Opentext
- VAD of the Year (2023) - VAR India
- Most Admired Brand of the Year 2023 - VAR India

- ✓ Started in 2008 – 18 years of continues progress; PE backed since 2019
- ✓ Forms a vital link between OEMs, SIs & Enterprises in technology solutions ecosystem
- ✓ One of the fastest growing technology services and solutions integrator in India
- ✓ Operating in 4 key Technology Segments: Cybersecurity, Information Lifecycle Management (ILM), Data Center Infrastructure, ALM, Hybrid cloud solutions & others
- ✓ Portfolio of highly curated solutions and services
- ✓ Strong relationships with OEMs and growing network of system integrators
- ✓ Differentiated solutioning and GTM approach

Key Figures Snapshot (H1 FY27, based on Gross Sales)

Gross Sales
₹ 1,372.8 crore
YoY (8.1%) ⬇

Operating EBITDA
₹ 51.5 crore
YoY (14.7%) ⬇

PAT
₹ 39.1 crore
YoY (2.4%) ⬇

Adj. ROCE*
22.9%

48
Working Capital Days

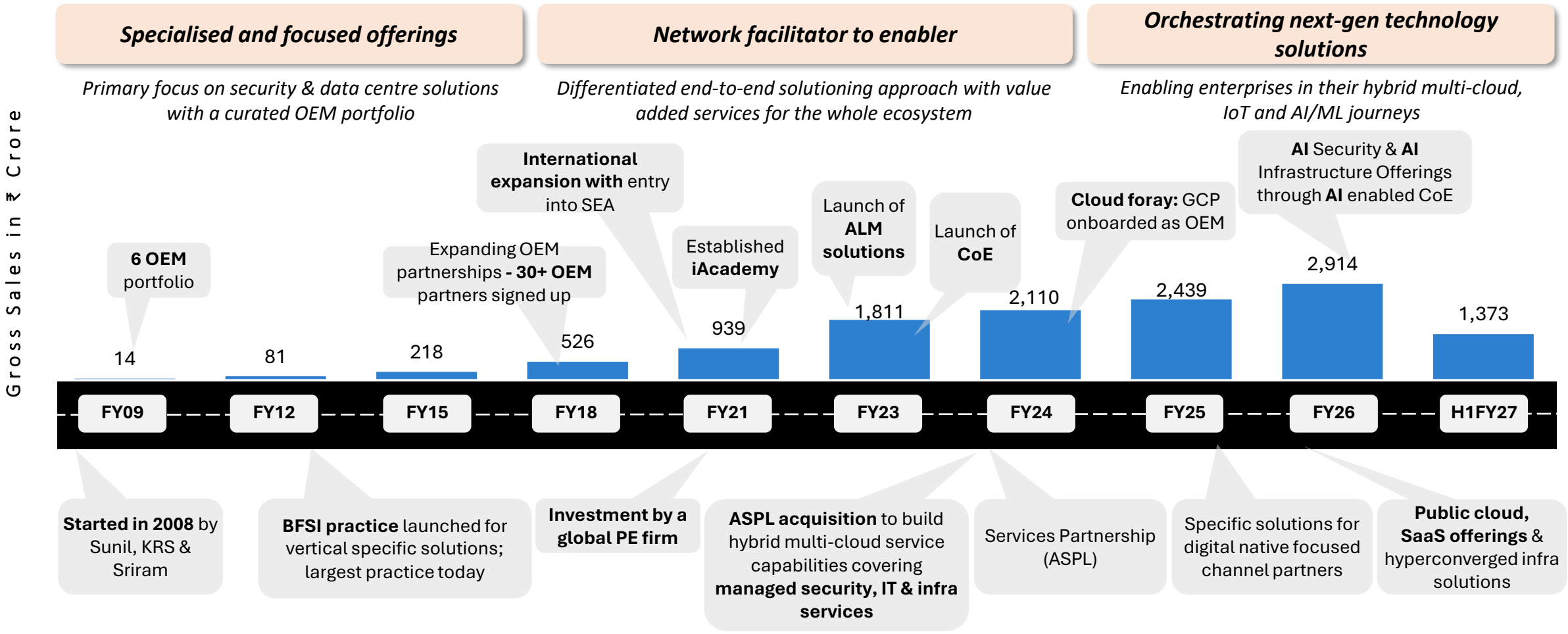
53.5%
Annuity Business

119
OEM Partners

₹ 124 crore
Cash Position adj for Debt

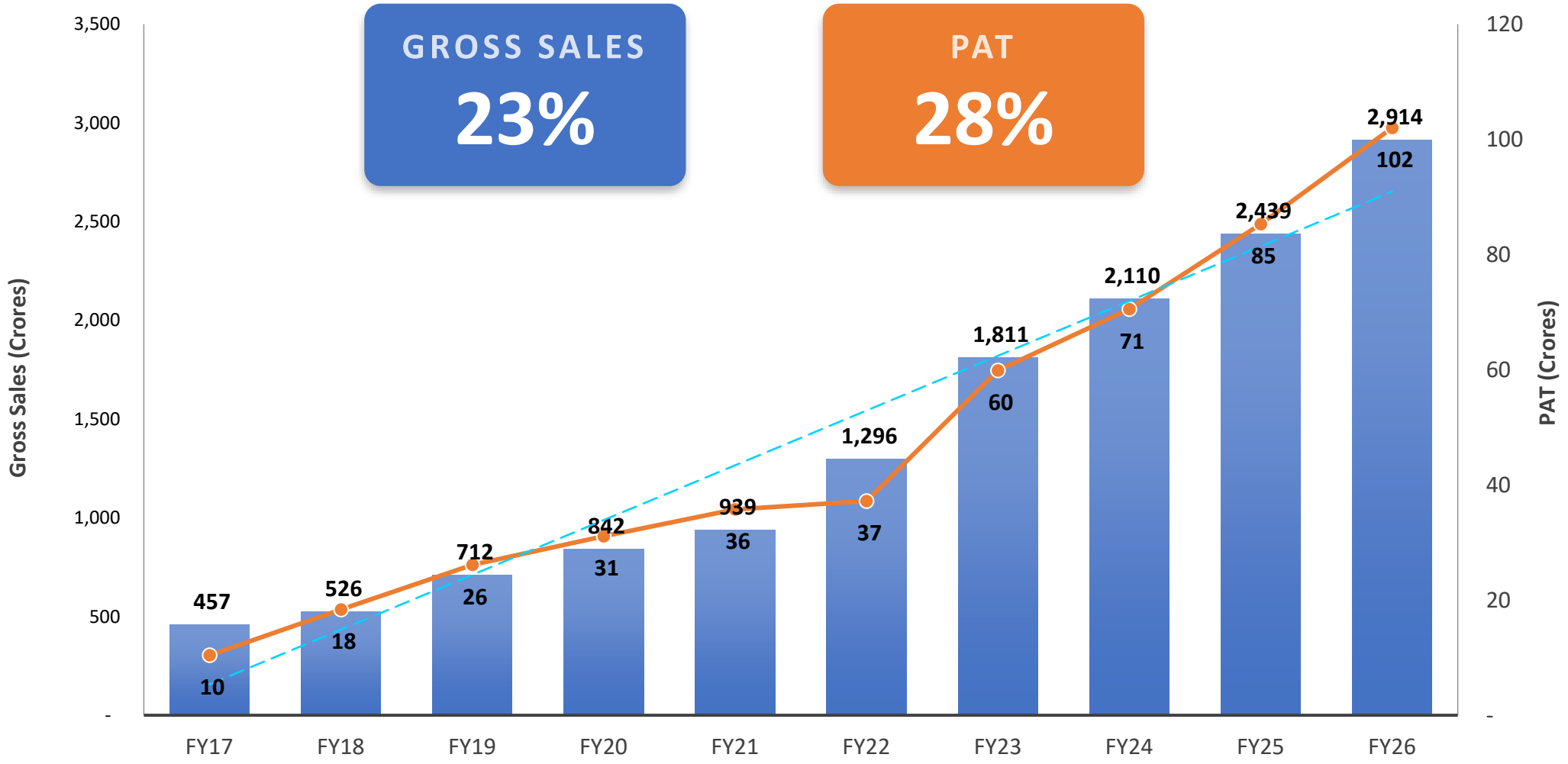
** Adjusted Capital employed is calculated as the sum of Tangible Net Worth plus Total Net Debt, as reduced by Deferred Tax Assets*

Journey to an End-to-End Technology Solutions & Services Aggregator



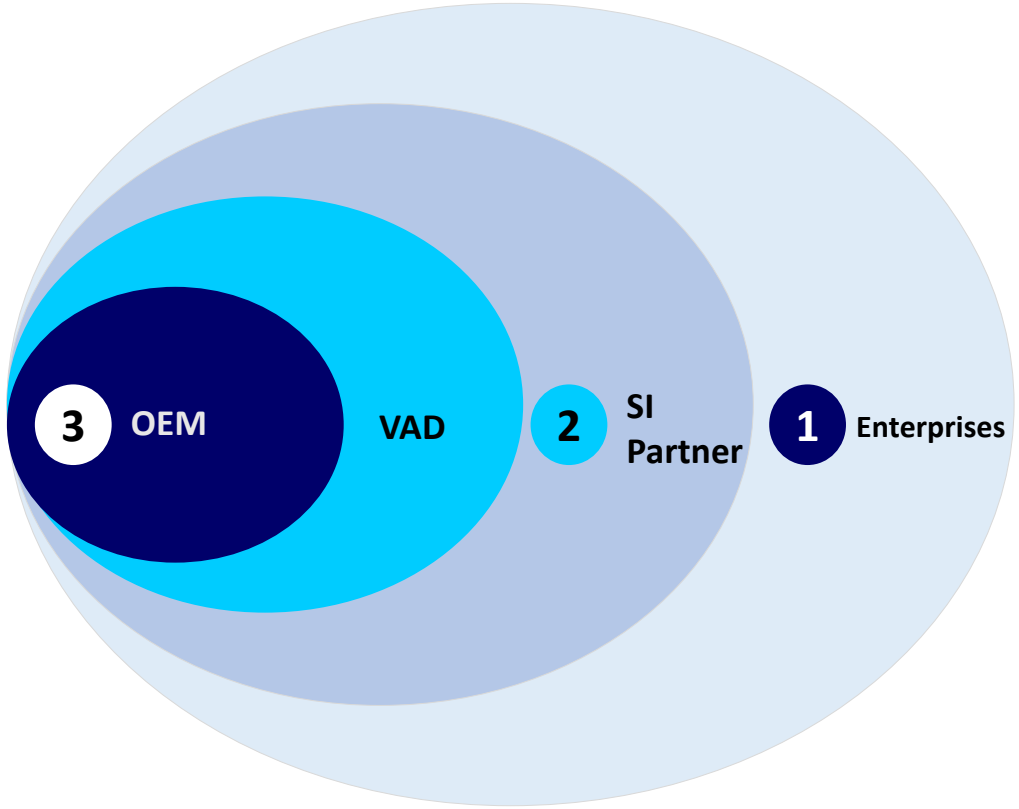
18 Year of Continuous Growth of Gross Sales & PAT

10 Year CAGR


GROSS SALES
23%
PAT
28%
Gross Sales (Crores)
PAT (Crores)
3,500
3,000
2,500
2,000
1,500
1,000
500
-
120
100
80
60
40
20
-
457
526
712
842
939
1,296
1,811
2,110
2,439
2,914
10
18
26
31
36
37
60
71
85
102
FY17
FY18
FY19
FY20
FY21
FY22
FY23
FY24
FY25
FY26

iValue – Adds value to OEM, Partner and Customers

Value-Added Distributors (VAD) *VAD solves for various challenges faced by enterprises in selecting vendors like Identifying the Right Vendor, Choosing the Right Solution, Cost Management and Ensuring Vendor Compliance*



1 Enterprises

- ✓ **Curated Solution Stacking & Integration:**
- *Over 300 Pre-tested and ready to deploy compelling and complementing Curated Solution stack to address customer needs in a holistic way*
- *Services covering professional and managed to address every need of our customers*
- *Consultative approach to increase wallet share at system integrator & OEM level*

- ✓ **iValue COE:**
- *Showcase multiple Curated Solutions in customer environment to expedite sales cycle and enhance wallet share,*
- *Showcase ready to deploy Curated Solution stack which are relevant for every customer business and compliance needs*

2 SI Partner

- ✓ **Proven tech investments:** *Deploy a multi-pronged business development approach, comprising product life cycle adoption, customer life cycle adoption, focused accounts practice, multi-OEM solution stacks and iValue COE*
- ✓ **Consultative Sales Approach:** *Our approach is to identify and address key business, IT & compliance needs in a consultative way, we have technical expertise for implementation and integration along with managed services capabilities*

3 OEM

- ✓ **Jump-start Framework (Customer Life Cycle Adoption - CLCA):** *Targeted business development for every Curated Solutions with relevant customers thru best partner at the right time, drives faster outcomes at better efficiency*
- ✓ **Proactive Request for proposal Management:** *Tailored Curated Solution stack at optimized cost for customers with no risk, Enhance win rates with lower discounts for OEM and partner*
- ✓ **Cross & Up Sales with Renewal Management**

iValue – Presence across Four large and fast growing Technology Segments

48% Cybersecurity

- Cloud security
- Network security
- IT, OT & IoT security
- Endpoint security
- Authentication and authorization
- Application security
- DSPM, API, data security
- Database security & SIEM

14% Information Lifecycle Management

- Storage system solutions
- Data protection solutions
- Monitoring and management tools
- Data classification
- Backup, Recovery & Archival solutions

19% Data Center Infrastructure^

- Edge data centers
- Hyper converged infrastructure
- Software-defined data centers
- Sustainable data center
- Storage systems and recovery / backup functionalities

19% ALM, Cloud & Others

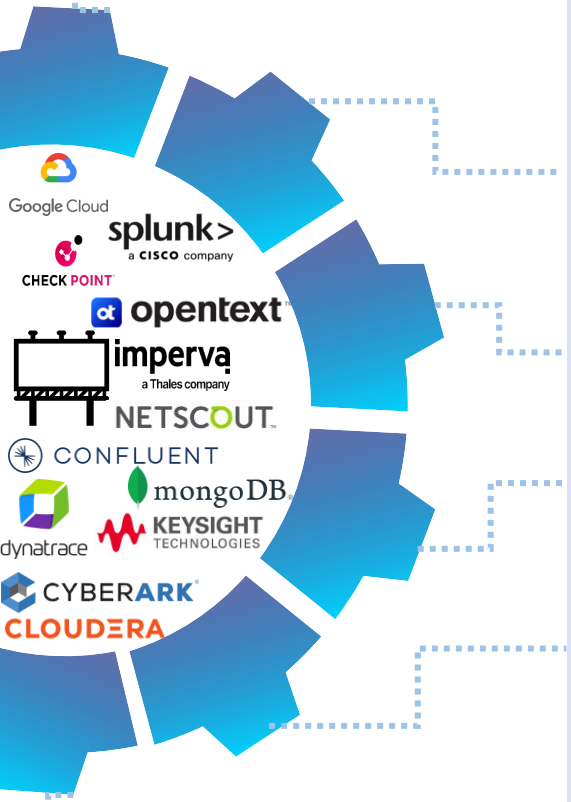
- Application lifecycle management
- Hybrid cloud management
- Hyperconverged infrastructure offerings
- OT and IoT
- Database Services
- DevOps, DevSecOps, API Security, Data & Security lakes

Associated Professional Services

Note: The numbers in circles denote % of total Gross sales billed to the customers (H1 FY27)

^Includes private, public and hybrid clouds

iValue – AI Strategy & Execution Highlights



Strategic Direction

- iValue's strategy is centered around curating interoperable AI ecosystems rather than isolated products.
- We believe enterprises will require a combination of: 1. AI Infrastructure; 2. AI Data Platforms; 3. AI Operations; 4. AI Security; 5. AI Governance
- iValue is positioning itself to become a key AI transformation enabler across the enterprise ecosystem.

AI-Centric Cybersecurity Initiatives

- Delivering AI-powered Security Operations Center (SOC) architectures.
- Enabling AI-assisted threat detection, threat hunting, and incident response.
- Working on "Security for AI" use cases including: 1. LLM Security; 2. AI Governance; 3. Prompt Injection Protection; 4. AI Risk Management; 5.AI Infrastructure Security
- Integrating AI into SIEM, SOAR, Observability, and Threat Intelligence platforms.

AI Data & Modernization Platforms

- Building enterprise AI-ready data architectures combining: 1. Real-time streaming; 2. Event-driven integration 3. Agentic - Data Lakehouse; 4. AI analytics pipelines
- Supporting customers in creating AI-ready enterprise data foundations.

AI Infrastructure & Sovereign AI

- Working on next-generation AI datacentre and GPU infrastructure architectures.
- Supporting sovereign AI and air-gapped AI initiatives for Government and regulated sectors.
- Designing hybrid AI and private AI deployment models for BFSI, Government, and large enterprises.

AI Centre of Excellence (AI CoE)

- Expanding the iValue Centre of Excellence into an AI validation and interoperability hub.
- Running AI demos, PoCs, benchmarking, and architecture validations across OEM ecosystems.
- Helping customers evaluate multi-OEM AI stacks before production deployment.

AI Services & Execution Capability

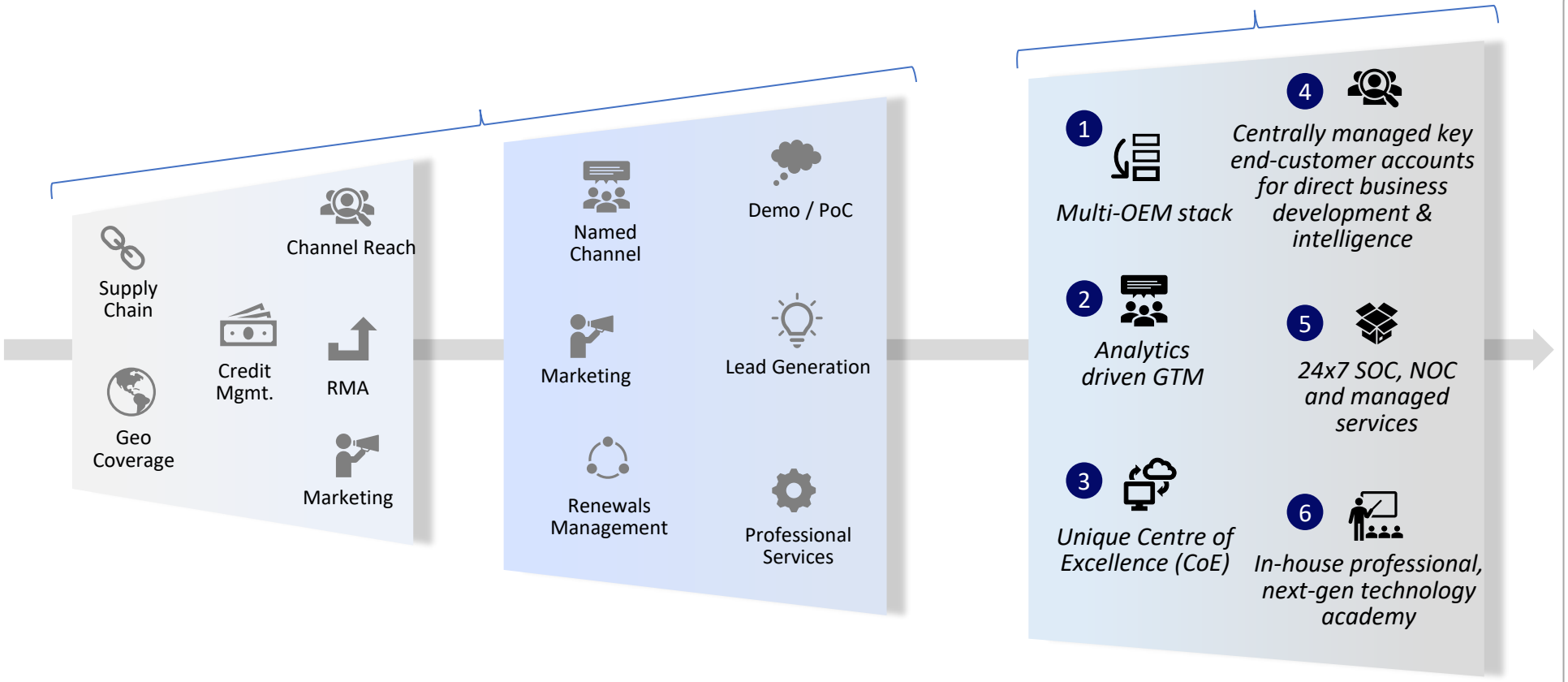
- Building AI-focused consulting, implementation, managed services, and support capabilities.
- Creating reusable AI deployment blueprints and accelerators for enterprise adoption.
- Training internal engineering and partner ecosystems on AI technologies and architectures.

"iValue is building an enterprise AI ecosystem spanning AI infrastructure, AI security, AI data platforms, and AI operations through strategic partnerships with global OEMs and hyperscalers."

Unique Positioning in the Market: True Technology Enabler

Solution led mindset creating value for OEMs, partners and end-customers

Pure Play Distributors + **Value Added Distributors** + **iVALUE** = **iValue advantage**



Differentiated approach towards technology aggregation with focus on adding value at every step enabling…

1. Enterprise customer focus

2. Unique solutions & services

3. High wallet shares with OEM

4. Industry leading margins

For FY26- iValue commands highest GM of 9.1%, EBITDA Margin of 5.1% & PAT Margin of 3.5% as compared to any other pure play distributor & VAD

What is Unique about iValue *

We Expertise In Solutioning Vs Sourcing	Only one with 200+ pre and post sales teams; 1000+Tech certifications
We offer Multi OEM based stacks	474 customers >2 OEM products; 80%+ Partner Repeat rate
Work with End Customers on their digital transformation journey	Only one with End customer practice - BFSI / Govt / Defence and Enterprise
Revenue Predictability	42%+ Annuity Revenue
Value to Partner – Joint GTM -> Opportunity creation → Design → Deal execution → Service monetization → Renewal & expansion	Highest Profitability with 9.1% Gross Margin and 5.1% EBITDA Margin
Value to Customer - Deep presales + solution architecture muscle	Certified Presales, Solution Architect and One of its kind Multi OEM CoE
Unwavering Trust of all stakeholders	Presence across 10 Countries; Fast expanding; 18 years of continuous growth with Industry leading GM, EBITDA & PAT

* The numbers depicted above are for FY26

Our Strengths

1. Uniquely positioned in the large and fast-growing technology solutions and associated services in India and other neighbouring economies

2. Comprehensive multi-OEM solutions and services portfolio, making us the preferred strategic technology advisor for enterprise technology requirements

3. Partner of choice for OEMs in India, with strong and expanding OEM relationships across focus areas

4. Large, expanding and diversified System Integrator network, with high retention ratio and repeat business

5. Experienced leadership team, supported by certified workforce and in-house training and recruitment program

6. Strong and consistent financial track record of profitable growth

Strategic technology partner for enterprises with diverse multi-OEM capabilities

Focused Verticals

- BFSI
- Government
- IT- ITES
- Telecom

Multi-OEM solutions adopted by Enterprises (FY26)

2+ OEMs	**474** Enterprise customers
5+ OEMs	**45** Enterprise customers

Services Portfolio

Managed Services

- Managed Services (24x7, SOC and NOC services, IMS/ESM)
- Audit, Assessment and compliance services
- Monitoring Services with helpdesk support

Pre - Sales

- Understand current IT infra and identify gaps
- Determine Technical Specifications and Identify right OEM
- Sizing and Interoperability with Other Solutions and existing IT Infra

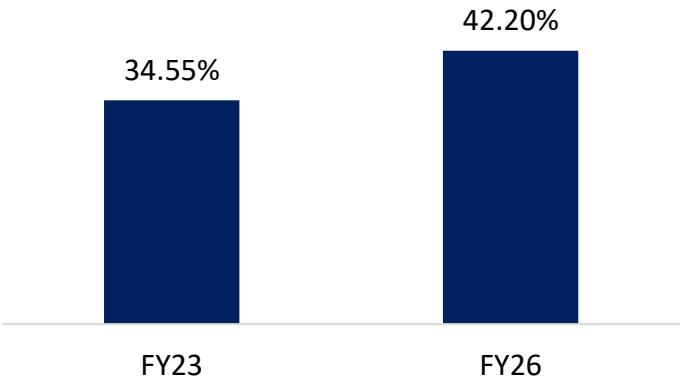
Post - Sales

- Integration of solution with existing hybrid cloud environments
- Project management services and testing
- Migration of application and database

Focus on 100 key accounts across sectors with growing wallet share
30+ ready to deploy pre – integrated Multi OEM stacks across Industries

Preferred Strategic Technology Advisor

% of Gross Sales arising from SaaS and Renewal Business



OEM Ecosystem – Preferred Partner with Deep and Expanding Relationships

Partnerships demonstrate ability to help OEMs rapidly scale in India

- ✓ Technology team accounts for more than 50% of the total headcount
- ✓ 215 employees hold technical qualifications and a total of 1,011 OEM certifications

Enabling OEMs to strategize and grow with

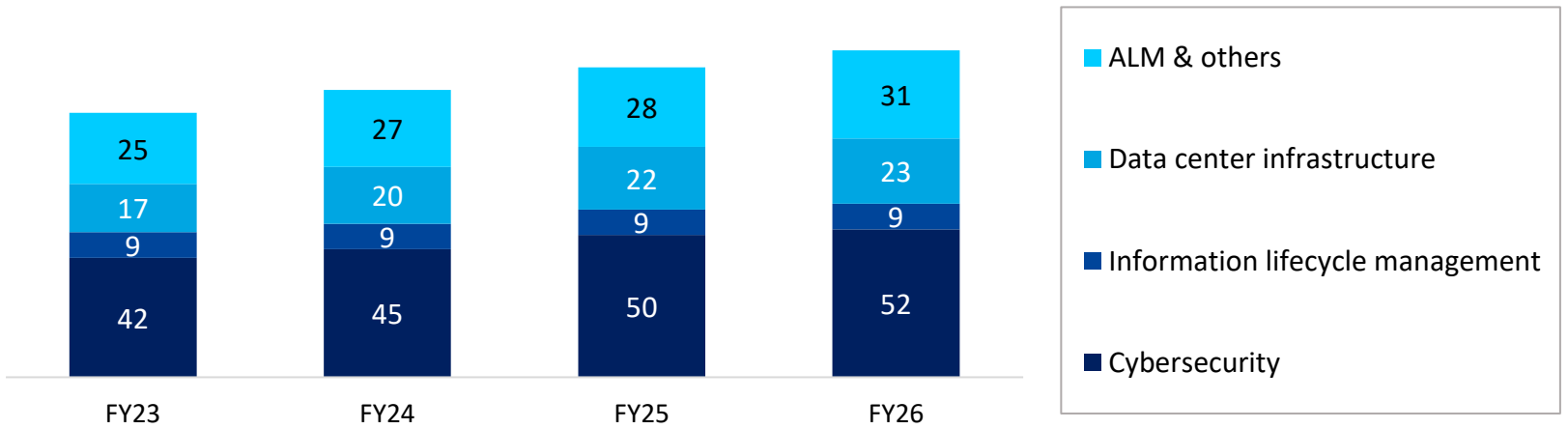
- ✓ Large network of SIs and customers
- ✓ CLCA and PLCA led approach to target right set of enterprise customers

- ✓ Translating business needs to solutions
- ✓ sizing and interoperability of solutions
- ✓ Commercials
- ✓ Delivery
- ✓ Post sale implementation and sustenance services

OEM use cases – business growth with iValue

₹ Million	FY23		FY26
Cybersecurity OEM	96.49	~1.6x	153.68
Data Center OEM	41.63	~8.9x	410.43

Growing network of OEM partners

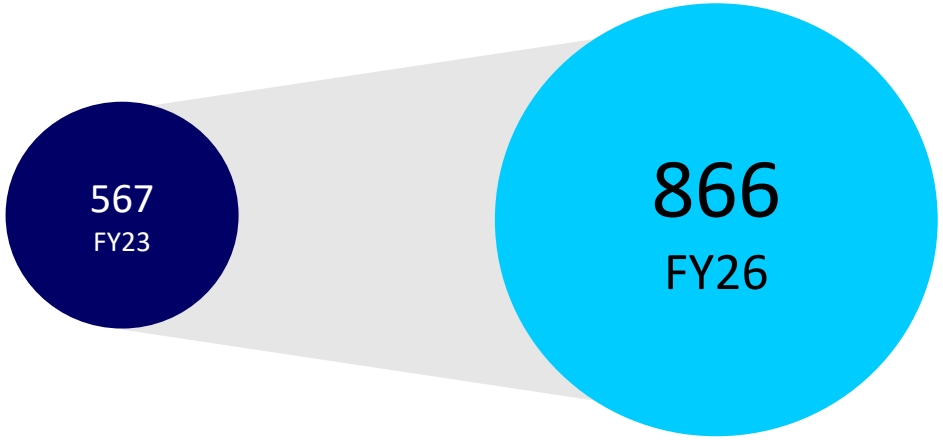


Deep Relationships with key OEMs (FY26)

Tenure (Years)	No. of OEMs
> 10 Years	22
6 - 10 Years	51
3 - 5 Years	20
0 - 2 Years	22

Broad, Expanding System Integrator Ecosystem with Strong Retention and Recurring Business

Steady Growth in number SI partners



Diversified Channel Strategy

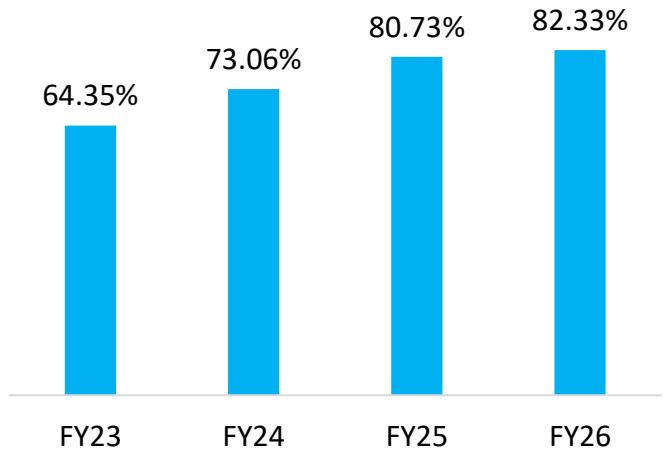
No. of SIs & Gross Revenue share (FY26)		
41	30.60%	Global
128	26.20%	National
708	35.67%	Local

Centrally managed 100 focused accounts



Focus 100 Accounts - ~50% Revenue Contribution

Improving System Integrator Retention Rates



Business development approach (GTM)

- Product life cycle adoption
- Customer life cycle adoption
- Focused accounts practice
- Multi-OEM solution stacks
- iValue CoE

Agenda

1 Company Overview

2 **Financial Overview**

Key Financial Highlights – Q2 FY27 / H1 FY27

Q2 FY27

- Gross Sales at ₹731.6 crore
  - 14.1% QoQ Growth
- Revenue from operations (net basis) was ₹192.0 crore
  - 6.8% QoQ Growth
- Operating EBITDA stood at ₹31.3 crore
  - 54.7% QoQ Growth
  - 4.3% on Gross Sales
  - 16.3% on Net basis
- PAT stood at ₹23.4 crore
  - 48.7% QoQ Growth
  - 3.2% on Gross Sales
  - 12.2% on Net basis

H1 FY27

- Gross Sales at ₹1,372.8 crore
  - Down 8.1% YoY
- Revenue from operations (net basis) was ₹371.7 crore
  - Down 33.3% YoY
- Operating EBITDA stood at ₹51.5 crore
  - Down 14.7% YoY
  - 3.8% on Gross Sales
  - 13.9% on Net basis
- PAT stood at ₹39.1 crore
  - Down 2.4% YoY
  - 2.8% on Gross Sales
  - 10.5% on Net basis

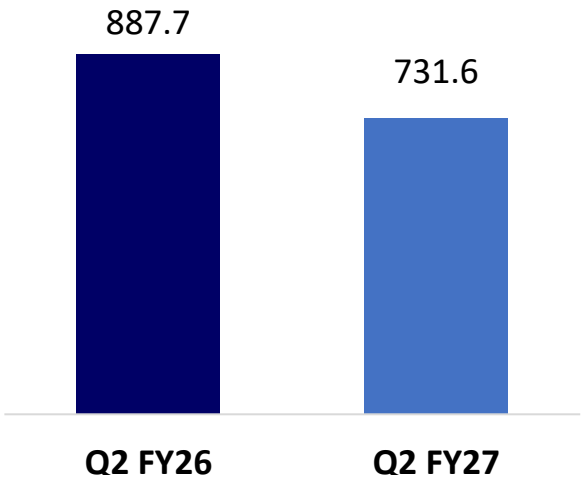
Note – Operating EBITDA is excluding the Non-Operating Income like Interest on Deposits, Income Tax Refunds etc.

Financial Performance (Gross Sales Basis)

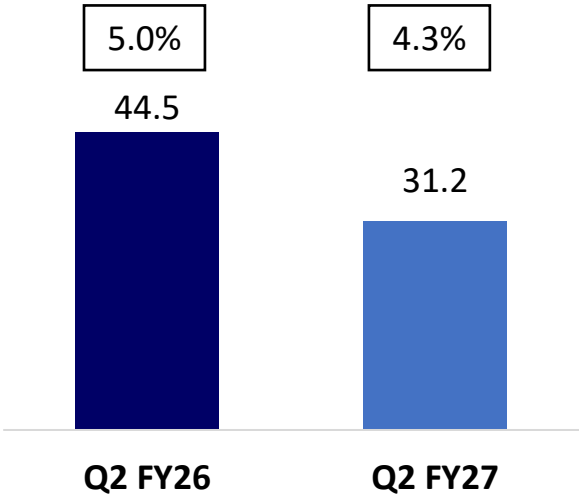
in ₹ Crore

Q2 FY27 Performance

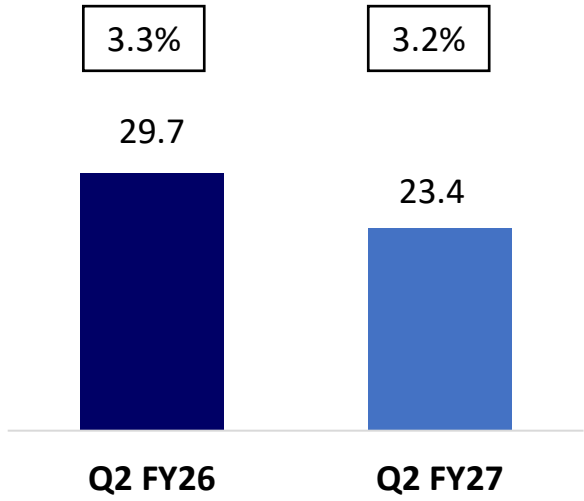
Gross Sales Growth ↓ 17.6%



Operating EBITDA Growth ↓ 29.8%

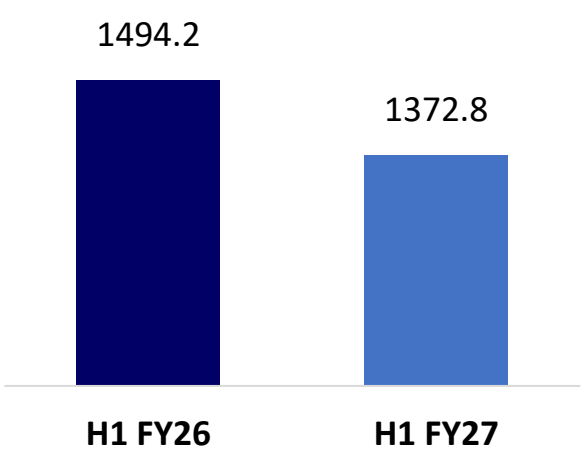


PAT Growth ↓ 21.3%

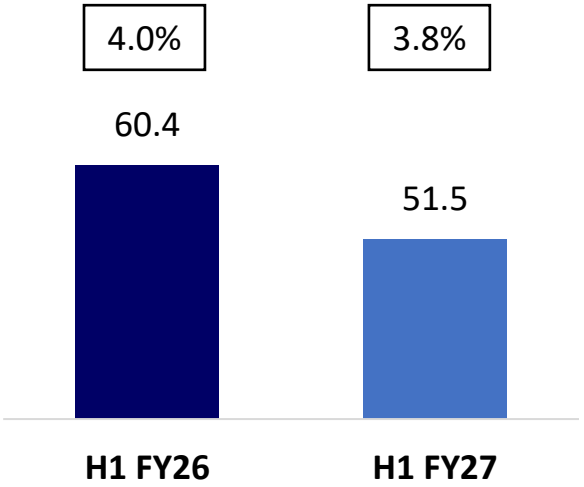


H1 FY27 Performance

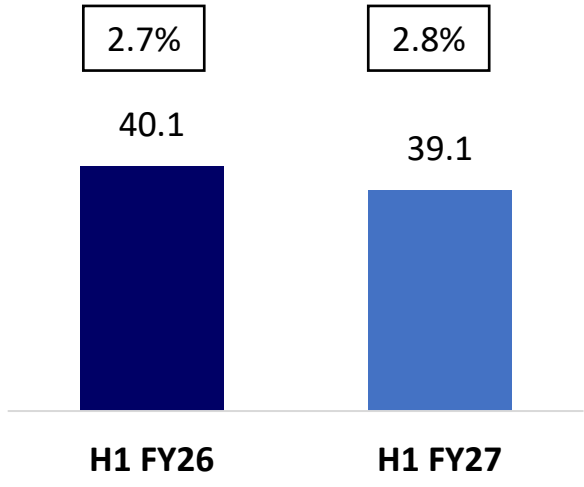
Gross Sales Growth ↓ 8.1%



Operating EBITDA Growth ↓ 14.7%



PAT Growth ↓ 2.4%



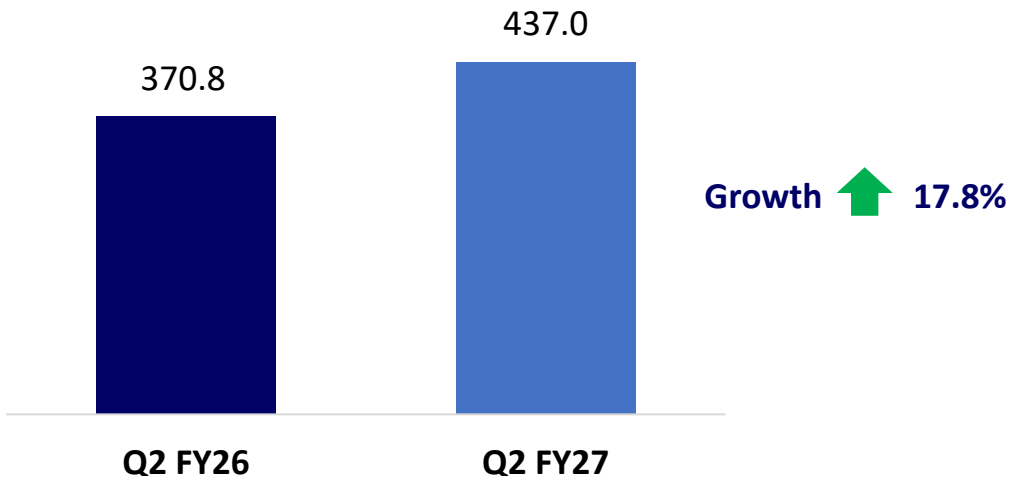
** The numbers in box denotes margin %*

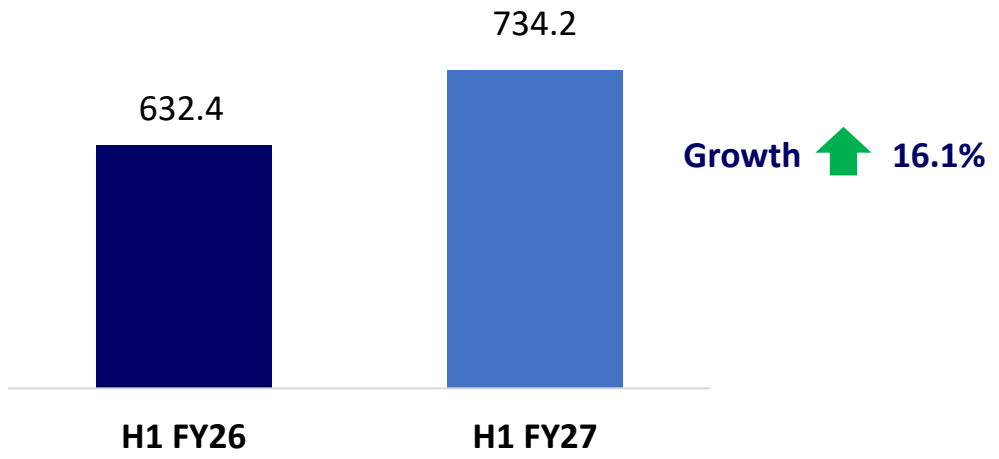
Tech Segment Wise Performance & Annuity Business

Revenue Mix	% of Gross Sales		Growth %	
	Q2 FY27	H1 FY27	Q2 YoY	H1 YoY
Cybersecurity	52%	48%	(18.2%)	(8.7%)
Data Centre Infrastructure	16%	19%	(13.4%)	39.7%
Information Lifecycle Management	16%	14%	(34.3%)	(48.1%)
ALM, Cloud and Others	16%	19%	6.2%	24.6%

Annuity Business

in INR Crore



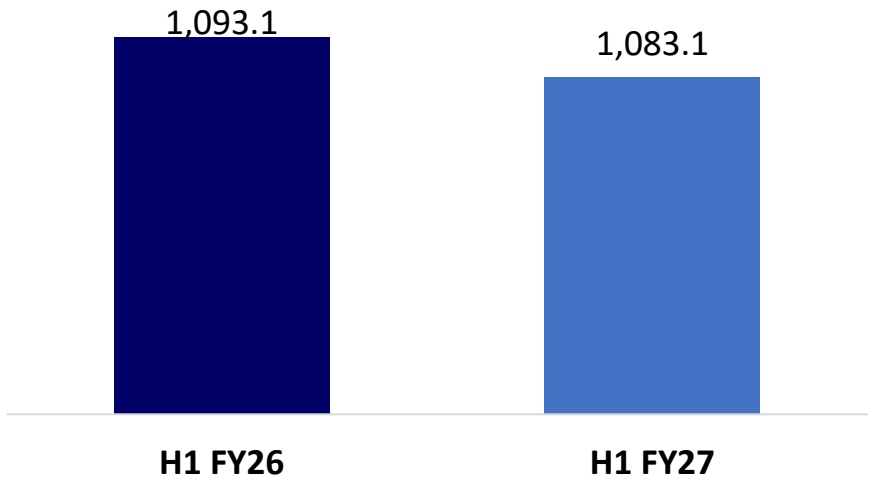


Working Capital Ratio (Gross Sales Basis)

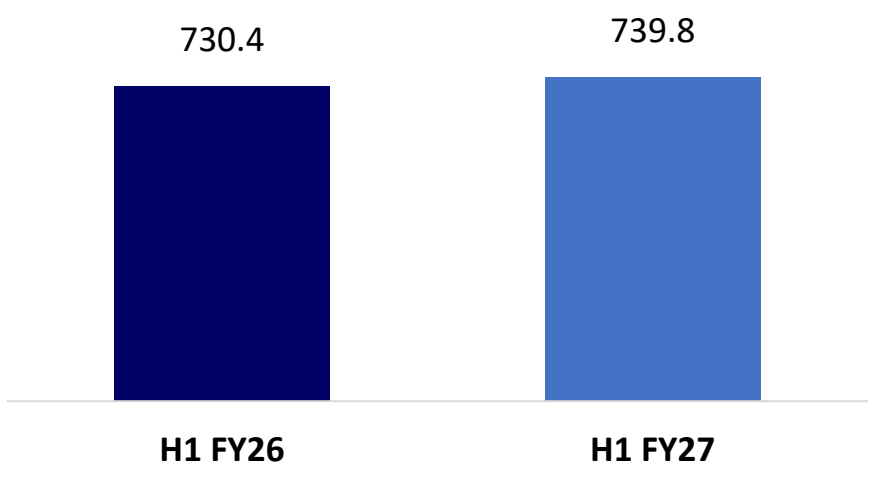
in ₹ Crore and Net working capital is in days

H1 FY27 Performance

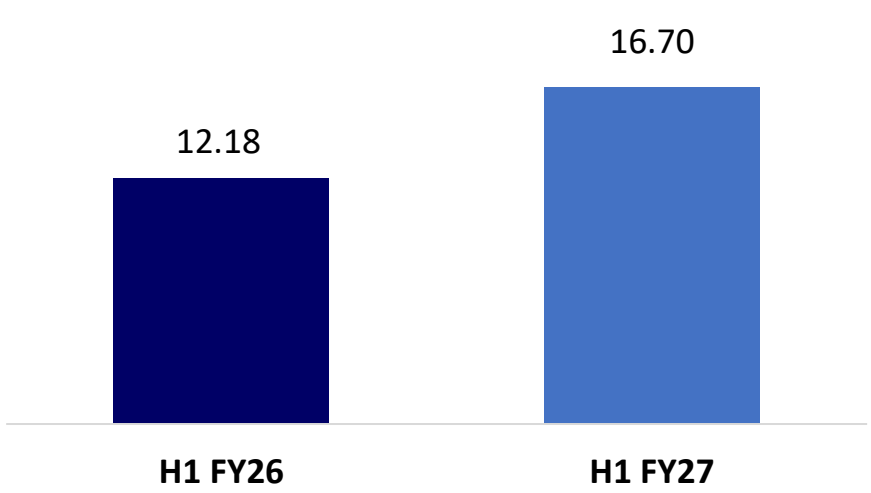
Trade Receivables



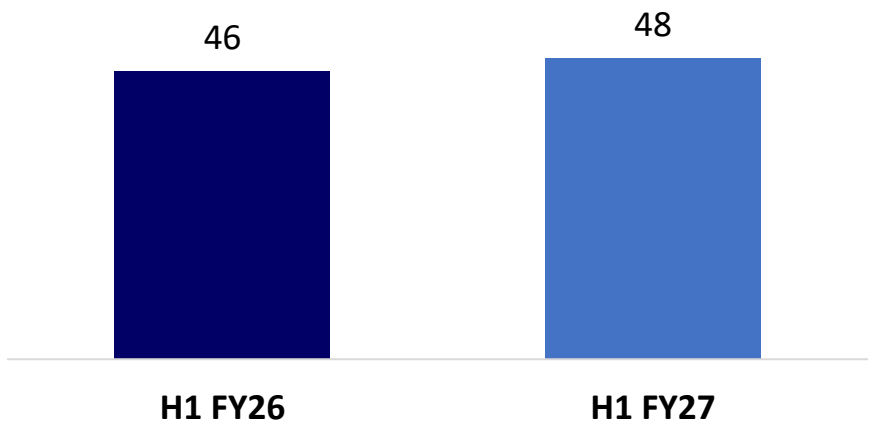
Trade Payables



Inventory



Net Working Capital Days



Financials Summary (Gross Sales Basis) – Q2 FY27 / H1 FY27

Particulars (in ₹ Crore)	Q2 FY27	Q1 FY27	QoQ Growth	Q2 FY26	YoY Growth	H1 FY27	H1 FY26	YoY Growth
Gross Sales	731.6	641.2	14.1%	887.7	(17.6%)	1,372.8	1,494.2	(8.1%)
Gross Profit	70.2	52.0	35.0%	72.3	(2.8%)	122.3	113.4	7.8%
Gross Profit %	9.6%	8.1%	149bps	8.1%	146bps	8.9%	7.6%	132bps
Operating Expense	42.3	34.6	22.3%	31.2	35.7%	77.0	62.2	23.7%
EBITDA	27.9	17.4	60.2%	41.1	(32.1%)	45.3	51.2	(11.5%)
EBITDA Margin (%)	3.8%	2.7%	110bps	4.6%	(82bps)	3.3%	3.4%	(13bps)
Operating Other Income	3.4	2.8	20.6%	3.4	(1.3%)	6.2	9.2	(32.4%)
Operating EBITDA	31.3	20.2	54.7%	44.5	(29.8%)	51.5	60.4	(14.7%)
Operating EBITDA (%)	4.3%	3.2%	112bps	5.0%	(74bps)	3.8%	4.0%	(29bps)
PBT	31.1	20.9	48.6%	39.4	(21.0%)	52.1	53.2	(2.2%)
PBT Margin (%)	4.3%	3.3%	99bps	4.4%	(18bps)	3.8%	3.6%	23bps
PAT	23.4	15.7	48.7%	29.7	(21.3%)	39.1	40.1	(2.4%)
PAT Margin (%)	3.2%	2.5%	74bps	3.3%	(15bps)	2.8%	2.7%	17bps

Financials Summary (Net Sales Basis) – Q2 FY27 / H1 FY27

Particulars (in ₹ Crore)	Q2 FY27	Q1 FY27	QoQ Growth	Q2 FY26	YoY Growth	H1 FY27	H1 FY26	YoY Growth
Revenue from Operations	192.0	179.7	6.8%	329.4	(41.7%)	371.7	557.3	(33.3%)
Gross Profit	70.2	52.0	35.0%	72.3	(2.8%)	122.3	113.4	7.8%
Gross Profit %	36.6%	28.9%	764bps	21.9%	1,464bps	32.9%	20.3%	1,254bps
Operating Expense	42.3	34.6	22.3%	31.2	35.7%	77.0	62.2	23.7%
EBITDA	27.9	17.4	60.2%	41.1	(32.1%)	45.3	51.2	(11.5%)
EBITDA Margin (%)	14.5%	9.7%	484bps	12.5%	205bps	12.2%	9.2%	300bps
Operating Other Income	3.4	2.8	20.6%	3.4	(1.3%)	6.2	9.2	(32.4%)
Operating EBITDA	31.3	20.2	54.7%	44.5	(29.8%)	51.5	60.4	(14.7%)
Operating EBITDA (%)	16.3%	11.3%	504bps	13.5%	278bps	13.9%	10.8%	302bps
PBT	31.1	20.9	48.6%	39.4	(21.0%)	52.1	53.2	(2.2%)
PBT Margin (%)	16.2%	11.7%	456bps	12.0%	425bps	14.0%	9.5%	445bps
PAT	23.4	15.7	48.7%	29.7	(21.3%)	39.1	40.1	(2.4%)
PAT Margin (%)	12.2%	8.7%	343bps	9.0%	316bps	10.5%	7.2%	333bps

Financial Highlights – Gross Sales Vs Net Sales

Particulars (in ₹ Crore)	Q2 FY27	Q1 FY27	Q2 FY26	H1 FY27	H1 FY26
Hardware (Gross Sales)	139.8	140.2	282.0	280.7	477.0
Software and Allied support services (Gross Sales)	591.8	501.0	605.7	1,092.1	1017.2
Gross Sales billed to the Customers (A)	**731.6**	**641.2**	**887.7**	**1,372.8**	**1,494.2**
Purchase Cost in respect of Software and Allied support services	(539.6)	(461.5)	(558.3)	(1,001.1)	(936.9)
Revenue from operations (B)	**192.0**	**179.7**	**329.4**	**371.7**	**557.3**
Gross COGS (Purchases + Changes in Inventories) (C)	**661.4**	**589.2**	**815.4**	**1,250.5**	**1,380.8**
Purchase Cost in respect of Software and Allied support services	(539.6)	(461.5)	(558.3)	(1,001.1)	(936.9)
Net COGS (D)	121.8	127.7	257.1	249.4	443.9
Gross Margin (Gross Basis) (A-C)	70.2	52.0	72.3	122.3	113.4
Gross Margin (Net Basis) (B-D)	70.2	52.0	72.3	122.3	113.4
Gross Margin % (Gross Basis)	9.6%	8.1%	8.1%	8.9%	7.6%
Gross Margin % (Net Basis)	36.6%	28.9%	21.9%	32.9%	20.3%

THANK YOU

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Annexure

Case Studies

Large-Scale Technology Refresh Program for Mission-Critical Public Platform

INDUSTRY: GOVERNMENT/PUBLIC SECTOR

Overview

- Selected as a solution partner for large scale technology refresh program
- Mission-critical national digital infrastructure undergoing end-to-end technology modernization
- Delivered in partnership with a Tier-1 System Integrator with multiple global technology vendors

iValue's Differentiated Execution Model

Winning this engagement represents a landmark transaction that validates iValue's business model and market positioning for future cross-sell public-sector opportunities. This deal demonstrates our ability to:

- Win large scale digital infrastructure project for future public sector opportunities
- Consolidated 11+ OEMs into a single unified solution unlocking value otherwise fragmented across multiple distributors
- Deepened partnership with Tier-1 SIs, enabling repeatable engagements across their portfolio
- Build foundation for multi-year maintenance, support, expansion revenues beyond initial capex

Technology Stack

- Network security, application, database protection, and identity security layers
- Performance monitoring and real-time analytics
- Scalable cloud infrastructure with elastic capacity
- IT lifecycle and content management platforms
- Content delivery and edge security services

Growth Opportunities

- Annual renewals, cloud consumption growth, next-gen upgrades across deployed stack
- Reference selling for other public sector digital infrastructure projects
- Deeper access across Tier-1 SIs portfolios & replication with other leading SIs on similar engagements

Revenue Model

- Initial enablement and platform build, followed by annual subscriptions, cloud consumption, maintenance renewals, and expansion/refresh cycles over a multi-year lifecycle
- Emphasis on predictable annuity streams across security, observability, and cloud, with consumption-led growth as digital services scale.

Strategic Outcome

- Proven ability to win and execute large deal
- Multi-OEM aggregator into single unified solution
- Hybrid cloud positioning
- Recurring revenue foundation

Multi-Year Strategic Engagement with India’s Largest Public Sector Bank

INDUSTRY: GOVERNMENT/PUBLIC SECTOR

Overview

- Won multi-year strategic engagement with a large, complex public sector bank
- Initial entry through focused technology domains, followed by systematic expansion
- Delivered through deep collaboration with Tier-1 System Integrators
- Engagement evolved from discrete product transactions into a broad, multi-OEM relationship

iValue’s Differentiated Execution Model

This engagement represents iValue's most significant customer relationship, demonstrating our ability to land, expand, and build recurring revenue streams through strategic account management.

- Executed a disciplined land, expand & deepen account strategy
- Used early wins as anchors to systematically cross-sell and upsell complementary technologies
- Leveraged a dedicated vertical-focused team to drive new opportunities across multi-OEMs
- Expanded from product distribution to managed services, adding higher-margin recurring revenue
- Deepened collaboration with Tier-1 System Integrator enabling access to India's largest bank

Technology Stack

- Network security, SIEM, threat intelligence, identity, compliance platforms
- Big data, event streaming, in-memory computing, and real-time analytics
- Cloud security, AIOps, application delivery, and infrastructure modernization
- Enterprise content and governance platforms

Growth Opportunities

- Continuous expansion within customer through new workloads, platforms, regulatory initiatives
- Renewal, expansion, and lifecycle upgrades across all deployed technologies
- Replication of same land-and-expand model across similar large enterprise and BFSI customers
- Deeper monetization through services and long-term operational ownership

Revenue Model

- Initial product-led entry, followed by sustained upsell and cross-sell across multiple OEMs
- Growing mix of subscription-based and recurring revenues
- Introduction of managed services created higher-margin, predictable annuity income
- Account value built progressively over a 12-to-24-month horizon

Strategic Outcome

- Ability to land and expand systematically
- Validated effectiveness of vertical team led go-to-market model
- Created lighthouse reference enabling expansion across BFSI ecosystem

Large Scale Digital Infrastructure Transformation for one of the Largest Public Sector Bank

INDUSTRY: BFSI

Overview

- Selected as a solution partner by one of the largest public sector bank
- Mission - critical core banking, security, and digital infrastructure modernization
- Delivered in collaboration with a Tier-1 global consulting partner
- High-complexity, multi-technology, regulated environment

iValue's Differentiated Execution Model

This engagement illustrates how iValue creates value beyond traditional distribution, delivering integrated solutions that meet complex banking infrastructure requirements –

- Delivered single window accountability for a complex, multi-technology solution
- Consolidated 10+ OEMs technology stacks into one cohesive architecture
- Regulatory compliant design aligned with Indian banking and cybersecurity mandates
- Optimized total cost of ownership versus fragmented vendor alternatives

Technology Stack

- End to end infrastructure including Core IT, security, analytics, storage, networks, digital quality
- Delivered through 10+ global technology vendors
- Designed for high availability, scale, and compliance

Revenue Model

- Large initial deal size with multi-year lifecycle
- Recurring revenue from annual subscriptions, maintenance renewals & capacity expansion

Growth Opportunities

- Replication across public and private sector banks
- Applicability to NBFCs and insurance firms
- Entry into adjacent regulated enterprises
- Strengthened strategic alignment with consulting partners
- Expansion with large system integrators
- Increased OEM-led joint opportunities

Strategic Outcome

- Proven ability to win and execute large, regulated BFSI deals
- Demonstrated multi-vendor aggregation at national scale
- Strong annuity and expansion-led revenue model
- Highly replicable and defensible execution playbook

Historical Financials

Restated Consolidated Profit & Loss Statement (1/2)

(in ₹'m, except for share data and if otherwise stated)

Particulars	FY24	FY25	FY26
Income			
Revenue from Operations	7,802.30	9,226.80	10,555.60
Other Income	149.50	196.70	194.20
Total Income	**7,951.80**	**9,423.50**	**10,749.80**
Expenses:			
Purchases of Stock-in-trade	4,977 39	6,652.76	7,831.54
Changes in inventories of Stock-in-trade	630.44	142.30	60.43
Employee benefits expense	652.05	687.97	738.91
Finance Costs	129.13	134.59	112.51
Depreciation and amortisation expense	68.99	71.62	69.46
Other expenses	548.12	602.33	581.80
Total Expenses	**7,006.12**	**8291.57**	**9,394.65**
Restated profit before tax and exceptional item	**945.68**	**1,131.93**	**1,355.15**
Exceptional Items	-	-	51.88
Restated profit before tax	**945.68**	**1,131.93**	**1,303.27**
Tax Expense / (Benefit)			
(1) Current tax	253.40	282.11	341.81
(2) Tax adjustments for earlier years (Net)	-9.41	1.99	-6.63
(3) Deferred tax	-4.01	-5.17	-15.68
Total Tax Expense	**239.98**	**278.93**	**319.50**
Restated profit after tax for the year	**705.70**	**853.00**	**983.77**
Restated Other Comprehensive Income			
Items that will not be reclassified to profit or loss:			
(i) Remeasurements of post employment benefit obligations	-0.03	-0.69	5.70

Restated Consolidated Profit & Loss Statement (2/2)

(in ₹'m, except for share data and if otherwise stated)

Particulars	FY24	FY25	FY26
(ii) Income tax relating to these items	0.17	0.26	-1.44
Items that will be reclassified to profit or loss			
(i) Exchange differences on translation of foreign operations	0.21	-.85	6.80
(ii) Income tax relating to these items	-		
Restated Other Comprehensive Income/(loss) for the year	**-0.31**	**-1.62**	**11.06**
Restated Total Comprehensive Income for the year (Comprising Profit and Other Comprehensive Income for the year)	**705.39**	**851.38**	**994.83**
Restated profit for the year attributable to:			
(i) Owners of Ivalue Infosolutions Limited	710.28	855.79	982.33
(ii) Non-controlling interests	-4.58	-2.79	1.46
	705.70	**853.00**	**983.79**
Restated other comprehensive income/(loss) for the year attributable to:			
(i) Owners of Ivalue Infosolutions Limited	-0.17	-1.14	10.66
(ii) Non-controlling interests	-0.14	-0.48	0.42
	-0.31	**-1.62**	**11.08**
Restated total comprehensive income for the year attributable to:			
(i) Owners of Ivalue Infosolutions Limited	710.11	854.65	992.98
(ii) Non-controlling interests	-4.72	-3.27	1.88
	705.39	**851.38**	**994.86**
Restated Earnings per equity share attributable to owners of Ivalue Infosolutions Limited: -			
Basic EPS (in Rs.)	13.27	15.98	18.06
Diluted EPS (in Rs.)	13.27	15.98	17.98

Restated Consolidated Balance Sheet (1/2)

(in ₹'m, except if otherwise stated)

Particulars	FY24	FY25	FY26
ASSETS			
Non-current assets			
Property, Plant and Equipment	99.61	95.84	86.78
Right-of-use assets	300.74	249.98	193.70
Goodwill	76.43	76.43	76.43
Other Intangible assets	4.10	3.03	1.23
Financial Assets			
-Loans	60.00	60.00	-
- Trade Receivables	-	205.24	-
-Other financial assets	34.16	52.08	60.86
Income tax assets (net)	689.52	235.76	768.76
Deferred tax assets (net)	57.15	62.58	76.89
Other non-current assets	12.44	70.63	72.69
Total Non-current assets	**1,333.15**	**1,112.29**	**1,337.34**
Current assets			
Inventories	270.41	128.11	67.79
Financial Assets			
-Investments	-	-	1,528.92
-Trade receivables	6,732.11	8,258.61	9,731.40
-Cash and cash equivalents	1,279.78	1,178.59	1,196.04
-Bank balances other than cash and cash equivalents	66.95	470.18	89.40
-Loans	0.01	-	-
-Other financial assets	52.01	122.58	119.84
Other current assets	308.09	356.37	338.61
Total Current assets	**8,709.66**	**10,514.44**	**13,072.00**
Total Assets	**10,042.51**	**11,626.73**	**14,409.34**

Restated Consolidated Balance Sheet (2/2)

(in ₹'m, except if otherwise stated)

Particulars	FY24	FY25	FY26
EQUITY AND LIABILITIES			
Equity			
Equity Share capital	42.11	84.22	109.26
Instruments entirely equity in nature	12.50	12.50	-
Other Equity	3,662.25	4,541.40	5,569.49
Equity attributable to owners of Ivalue Infosolutions Limited	**3,716.86**	**4,638.12**	**5,678.75**
Non Controlling Interest	-14.51	-17.78	-6.86
Total Equity	**3,702.35**	**4,620.34**	**5,671.89**
LIABILITIES			
Non-current liabilities			
Financial Liabilities			
- Borrowings	-	-	-
- Lease Liabilities	256.59	213.45	184.17
- Trade Payables	-	148.97	-
Other Financial Liabilities	-	15.41	35.96
Provisions	30.24	23.73	54.28
Total Non-current liabilities	**286.83**	**401.56**	**274.41**
Current liabilities			
Financial Liabilities			
- Share buyback obligation	-	-	-
- Borrowings	451.91	424.51	464.48
- Lease Liabilities	60.61	64.23	44.62
- Trade payables			
(i) Total outstanding dues of micro and small enterprises	0.93	0.26	119.89
(ii) Total outstanding dues of creditors other than (i) above	5,016.25	5,552.25	7,255.72
- Other financial liabilities	40.09	79.08	59.45
Current tax liabilities (net)	12.46	33.47	35.99
Contract liabilities	19.36	38.72	50.47
Other current liabilities	399.85	399.22	394.25
Provisions	51.77	13.09	37.91
Total Current Liabilities	**6,053.33**	**6,604.83**	**8,462.78**
Total Liabilities	**6,340.16**	**7,006.39**	**8,737.19**
Total Equity and Liabilities	**10,042.51**	**11,626.73**	**14,409.34**

Restated Consolidated Cash flow Statement (1/2)

(in ₹'m, except for share data and if otherwise stated)

Particulars	FY24	FY25	FY26
I. CASH FLOW FROM OPERATING ACTIVITIES			
Restated profit before tax	945.68	1,131.93	1,303.30
Adjustment for:			
Depreciation and Amortisation expenses	68.99	71.62	69.46
Provision for Employee stock appreciation rights	21.14	18.25	28.19
Interest Income	-33.19	-80.10	-79.90
Net Gain on Investments carried at Fair Value through Profit or Loss	-1.89	-8.30	-35.27
Unwinding of interest on security deposit	-1.17	-1.37	-1.84
Gain on Termination of Leases	-1.39	-	-
Net Fair value loss / (gain) on derivatives not designated as hedges	-4.30	29.35	-62.73
Unrealised (gain)/ loss on foreign currency translation	-12.27	-33.34	88.63
Finance costs	129.13	134.59	112.51
Bad Debts Written off	60.40	83.98	25.89
Fair value change in share buyback obligation	-	-	-
Allowance made / (reversed) for Expected credit loss on trade receivables	0.09	0.82	32.64
Operating Profit before Working Capital Changes	1,171.22	1347.43	1480.87
Adjustments for :			
(Increase) / Decrease in Other financial assets	-1.40	-87.03	45.96
(Increase) / Decrease in Inventories	630.44	142.30	60.43
(Increase) / Decrease in Trade Receivables	215.22	-1,834.22	-1,311.15
(Increase) / Decrease in Other Current and Non current Assets	804.30	-106.36	15.67
Increase / (Decrease) in Trade Payables	-1,427.44	733.34	1,581.76
Increase / (Decrease) in Other Financial Liabilities	-19.66	25.05	-2.36
Increase / (Decrease) in Provisions	2.52	3.17	53.93
Increase / (Decrease) in Contract Liabilities	-6.58	19.36	11.76
Increase / (Decrease) in Current Liabilities	30.85	-0.63	-4.97
Cash Generated from operations	**1,399.47**	**242.41**	**1,931.90**
Less: Income tax payments (net of refunds received)	-742.96	219.73	-852
Net Cash flow from/(used in) Operating Activities (A)	**656.51**	**462.14**	**1,079.90**

Restated Consolidated Cash flow Statement (2/2)

(in ₹'m, except for share data and if otherwise stated)

Particulars	FY24	FY25	FY26
II. CASH FLOW FROM INVESTING ACTIVITIES			
Investment made in subsidiary	-	-	-
Payments for purchase of investments	-20.00	-350.00	-2,395.00
Proceeds from sale of investments	133.43	358.30	901.45
Investments in fixed deposits with banks	-2,029.21	-2,040.64	-3,525.63
Proceeds from withdrawal of fixed deposits with banks	2,157.71	1,633.66	3,919.86
Loan given	-0.21	-	60
Interest received	33.40	51.27	65.99
Purchase of Property, Plant and Equipment (including capital advance)	-38.38	-11.16	-2.15
Net Cash flow from/(used in) Investing Activities (B)	**236.74**	**-358.57**	**-975.49**
III. CASH FLOW FROM FINANCING ACTIVITIES			
(Repayment) of / Proceeds from working capital	-47.55	-27.40	41.47
(Repayment) of long term rupee term loan from banks	-5.30	-	-
Proceeds from Issue of Equity Share under employee stock option scheme and conversion of preference shares	-	-	31.01
Repayment of Principal element of Lease Liabilities	-36.83	-42.77	-48.92
Finance cost Paid	-129.13	-134.59	-110.61
Net Cash Flow from / (Used in) Financing Activities (C)	**-218.81**	**-204.76**	**-87.04**
Net (Decrease)/ Increase In Cash And Cash Equivalents (A+B+C)	**674.44**	**-101.19**	**17.36**
Cash and Cash Equivalents at the beginning of the year	605.34	1,279.78	1,178.59
Effects of exchange rate changes on cash and cash equivalents	-	-	-
Cash & Cash Equivalent at the end of the year*	**1,279.78**	**1,178.59**	**1,195.70**
Non cash transactions from investing and financing activities:			
Acquisition of Right of use Assets	66.24	4.86	-
Disposal of Right of use Assets	-5.81	-	-
Fair value change in share buyback obligation	-		
***Components of Cash and cash equivalents**			
Cash on Hand	0.13	-	0.30
In Current Accounts	249.85	1,163.59	610.40
Deposit with Banks with less than 3 months original maturity	1,029.80	15.00	585
Total	**1,279.78**	**1,178.59**	**1,195.70**