KSOLVES
AI First, Always

Date: September 26, 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**

Subject: Chairman's Speech at the 12th Annual General Meeting of the Company.

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

Scrip Code: 543599; NSE SYMBOL: KSOLVES; ISIN: INE0D6I01023

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a copy of the Chairman's Speech delivered at the 12th Annual General Meeting (AGM) of the Company held today, i.e., September 26, 2026.

The copy of the Chairman's Speech is also being made available on the website of the Company at www.ksolves.com.

This is for your information and records.

For Ksolves India Limited

MANISHA KIDE
Digitally signed by MANISHA KIDE
Date: 2026.09.26 13:52:56 +05'30'

Manisha Kide
Company Secretary and Compliance Officer

KSOLVES INDIA LIMITED

Chairman's Speech

12th Annual General Meeting

Welcome and Opening Remarks

Greetings, ladies and gentlemen. It gives me great pleasure to present another year of consistent, profitable growth for Ksolves India Limited. FY26 was a year in which we built on the strong foundation of the past, deepened our relationships with global clients, and advanced our positioning as an AI-first organization. As we complete six years as a publicly listed company on the Indian stock exchanges, I take this opportunity to reflect on a journey defined by disciplined execution, financial resilience, and the trust our stakeholders have consistently placed in us.

Our AI Transformation Journey

FY26 was a defining year in our AI journey. This year, we positioned Ksolves as an AI First company. This means we bring AI into every solution we build and help our clients use AI to grow their business. We call this approach AI En(AI)bling. Today, more than 80% of active projects at Ksolves include AI.

To make this possible, we took two clear steps in the last year.

a) First, we built our own AI Centre of Excellence. This is a special team that builds new AI skills and works only on AI solutions for our clients.

b) Second, we trained our people. All our team members are certified on Claude, which is one of the world's leading AI platforms. We also have certified Claude architects who design these AI solutions. We are now working towards a formal partnership with Claude.

Now, let me share a **few examples** of what this looks like in real projects.

- Let me start with banking. We are building an AI platform for a well-known bank in South America. This one platform serves the bank's customers, the general public and the bank's own staff, and it makes banking faster and simpler for all of them.

Our AI work goes well beyond banking.

- For a global Fortune 500 company, we used AI to take over many tasks that their people used to do by hand. Their teams now spend less time on this work, make fewer mistakes, and get more done. We also built a platform for them, so their own people can now set up new AI tasks on their own.

- For a client in Europe, we built a system that reads long and difficult regulatory rulebooks. The system finds the important rules and deadlines and puts them in a clear and organised way. The client used to spend weeks on this work. Now they finish it much faster, with far fewer mistakes.

- For a market research company, we built an AI tool that studies survey answers. People give these answers in writing, on video and in audio. Our AI brings all of them together and turns them into a simple report that their customers can understand quickly.

- For a retail company, our AI tells the store where to place each product. It looks at what sells well, the price, the season and what customers want. It also uses the store's camera images to count the products on the shelves. When the count does not match the stock records, it sends an alert. Senior leaders can also watch every store live and check that each store follows the rules.

These are only a few examples. I have kept them simple so that we can all follow them easily. But believe me, the work behind them is not simple. These are complex projects, and the industry is taking note of what we deliver.

AI is now part of almost everything we build. We have 14 years of experience in technology and in many industries. We have the right people and the right skills. And Ksolves is ready to lead in this space.

Strategic Partnerships and Market Recognition

Our technology partnerships and market recognition continued to strengthen through the year. We were recognized as a Salesforce Summit Partner for the third consecutive year and as the Best Odoo (ERP) Partner India 2025, and were onboarded as a Databricks Consulting Partner, an official StoreConnect Implementation Partner, and a Frappe Certified Partner - expanding our access and deal opportunity breadth across the cloud, data, and ERP ecosystems. We were also proud to achieve 'Great Place to Work' certification during the year, an important external validation of our continued investment in culture, capability building, and talent retention.

Key Client Wins

The year was marked by several strategically significant client wins:

Banking: We partnered with a leading private-sector bank in South America to implement overall digital solutions including AI and Salesforce for their operations.

Aviation: Secured formal acceptance from our first European aviation client, managing mission-critical systems and a major NiFi platform migration.

Energy and infrastructure: Executed a full SAP-to-Odoo migration for a listed Indian power transmission and green energy company, unifying manufacturing, procurement and project management on one platform.

Logistics: Expanded our footprint with a solar power engagement in Kenya and a collaboration with one of the region's largest energy and logistics groups.

Financial crime advisory: Deployed specialist data science talent at a globally recognised New York-based risk and advisory firm.

Automotive: Entered the Australian automobile sector through an Odoo ERP implementation.

Professional services: Delivered an Odoo ERP implementation for a member firm of a top-six global accounting and audit network present in 120+ countries.

These wins reflect the growing confidence that globally branded and regulated clients continue to place in Ksolves.

Financial Performance

On a consolidated basis, revenue from operations for FY’26 stood at Rs. 162.67 Crores, as against Rs. 137.43 Crores in the previous financial year, a growth of 18.4%, crossing Rs. 150 Crores in annual revenue for the first time - **our highest ever annual revenue.** Net Profit stood at Rs. 34.33 Crores, broadly flat over Rs. 34.32 Crores in the previous year, while Basic and Diluted Earnings Per Share stood at Rs. 14.48, as against Rs. 14.47 in the previous year.

This consistent growth reflects a stable upward trajectory, strengthening our market position and creating sustainable value for our stakeholders.

Shareholder Returns and Capital Efficiency

In line with our consistent track record of shareholder returns, the Company paid three interim dividends during FY26, aggregating to Rs. 11 per share, involving a total outflow of Rs. 26.08 Crores. Consistent with our past practice, we expect to continue distributing dividends going forward, reflecting our confidence in the sustainability of our cash flows and our commitment to shareholder value creation.

Our return ratios remain industry-leading, with FY26 ROCE of 152% and ROE of 137%, reflecting the capital-light nature of our business and our disciplined approach to capital deployment.

Priorities and Outlook for FY27

Our priorities for FY27 are clear. We will deepen relationships with existing clients, increase the share of fixed-price and outcome-based engagements, and leverage our positioning as a 360-degree AI Transformation Partner to scale delivery through AI-led productivity. In doing so, we will evolve from a technology vendor to an end-to-end reinvention partner for our clients, while continuing to invest in talent capabilities and maintaining margin discipline with operating leverage.

This evolution reflects a fundamental shift in what clients expect. They no longer need one company for software, another for data and infrastructure, and yet another for AI. They need a single partner who can deliver across all of it. That partner is Ksolves, a true one-stop technology partner, from the first idea to the final result.

The benefits of our strategic investments, particularly in expanding our overseas presence and strengthening capabilities, are expected to translate into improved deal flow and better revenue traction through the year.

Closing Remarks

As we close the books for FY'26, I'm proud to share that we've ended the year on a strong note - marked by continued growth in our customer base, workforce and revenue with sustained profitability. We delivered a record number of projects and further solidified our market position.

This success is a result of the dedication, trust, and support we have been fortunate to receive.

To our Ksolves family - your hard work, resilience, and commitment are the backbone of our achievements.

To our Independent Directors - your guidance and oversight have been invaluable.

To our Shareholders - your belief in our vision drives us forward.

To our clients and business partners - your trust and collaboration remain essential to our progress.

Thank you for helping us navigate challenges and seize opportunities. As we look to the future, we remain focused on growth through innovation, agility, and a continued pursuit of excellence.