GSTIN: 09AAECE2712N1ZI
CIN: L74999UP2016PLC228280

Exato Technologies Limited

(Formerly Known as Exato Technologies Private Limited)

November 19, 2026

To,
Manager
Listing Compliance Department
BSE Limited
Floor 25 P.J. Towers,
Dalal Street, Mumbai – 400 001

Sub: Submission of Investor Presentation for Q2 & H1FY27 Earnings Call on Unaudited Financial Results for the Quarter and Half-Year ended September 30, 2026.

Ref: Exato Technologies Limited (Scrip Code: 544626)

Dear Sir/Madam,

Further to our earlier communication dated November 16, 2026 regarding the schedule of the Q2 & H1FY27 Earnings Call to be held on **November 19, 2026 at 04:00 P.M.,** please find enclosed the Investor Presentation relating to the Unaudited Financial Results of the Company for the Quarter and Half-Year ended September 30, 2026.

The aforesaid Investor Presentation is being submitted pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and shall be used during the Earnings Call with investors and analysts.

Further, in compliance with Regulations 30(8) and 46(2)(o)(ii) of the aforesaid Regulations, the Investor Presentation has been made available under the Investor Relations section of the Company's website at: https://exato.ai/investor.html.

Kindly take the above information on record.

Thanking you,
Yours faithfully,
For **Exato Technologies Limited**

GEETA JAIN
Digitally signed by GEETA JAIN
Date: 2026.11.19 15:28:27 +05'30'

Geeta Jain
Company Secretary & Compliance Officer
Membership No.: A13938

Place: Noida
Encl.: Investor Presentation

Exato.ai

EXATO TECHNOLOGIES LIMITED

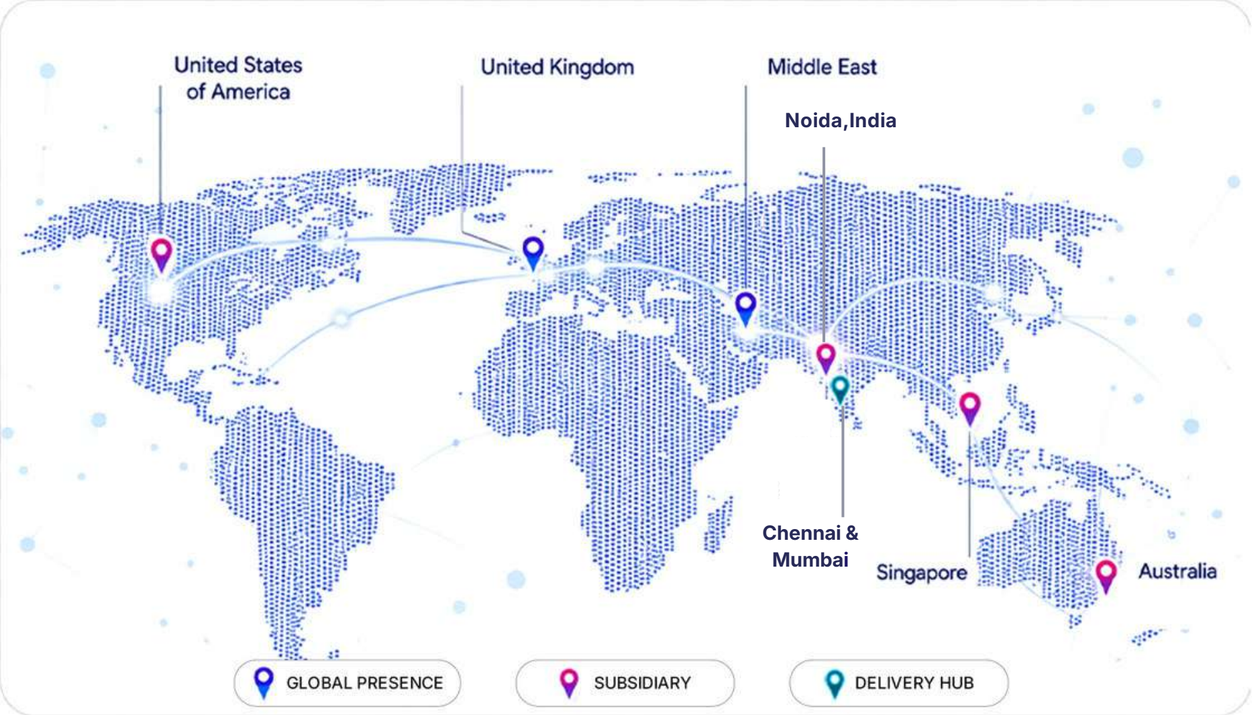
Investor Presentation | Q2 & H1FY27

AI, CX & Automation-led Digital Transformation Partner



COMPANY OVERVIEW

- Exato Technologies Limited is a Noida-headquartered digital transformation company built around AI, Cloud, and Automation-led customer experience solutions.
- The company partners with enterprises across various sectors to modernise how they engage and serve their end customers.



At a Glance

- 150+ Clients
- 120+ Engineers
- 140+ Team Strength
- 6+ Industries Served
- 10+ Countries Served
- 4 Subsidiaries
- 97%+ Customer Retention
- 1,50,000+ Agents Enabled
- 681 Cr+Orderbook

BOARD OF DIRECTORS



Mr. Appuorv K Sinha
Promoter, Chairman & Managing Director

- MBA, ICFAI University (2005); B.Sc. Engineering, Magadh University
- 20+ years total experience; 18 years in Customer Experience, Analytics & Enterprise Technology
- Senior leadership roles at NICE and Wipro Technologies
- Sets Exato's strategic direction - operations, tech partnerships, innovation agenda



Mrs. Swati Sinha
Promoter & Whole-Time Director

- PGDBM, Indira School of Management Studies (2005)
- Deep expertise in HR, Talent Strategy & Recruitment
- Leads HR & Administration functions
- Shaped company's culture, governance framework, and people strategy

BOARD OF DIRECTORS



Mr. Abhijeet Sinha
Non-Executive Director

- LLB, University of Pune (2004); Advocate-on-Record, Supreme Court of India (since 2011)
- 20+ years of legal experience; Promoter of the Company, associated since June 2025
- Diploma in Consumer Protection Law (IALS); Diploma in Taxation Laws, University of Pune



Dr. Milind Raman Godbole
Non-Executive, Non-Independent Director

- PhD, Technology Management, NMIMS (2024) - AI &
- prescriptive analytics Former CEO & MD, GeBBS Healthcare Solutions (~18x
- revenue growth in 12 years) Deep expertise in Revenue Cycle Management (RCM) & AI-driven healthcare tech



Dr. Omkar Rai
Independent Director

- PhD, Statistics, Banaras Hindu University (1991)
- 30+ years in government & public sector leadership across Electronics, IT & Startups
- Former Director General, Software Technology Parks of India; Development Commissioner, IT SEZs (2008–11)
- Executive Chairman, Startup Odisha (2022–2024); Designated Partner, M/s Soar Catalysts LLP



Mr. Vijay Kumar Tyagi
Independent Director

- 38+ years across banking, financial services, public policy & corporate governance
- Former Director (FDI/ODI), Dept. of Economic Affairs,
- Ministry of Finance Ex-Deputy CEO, Nepal SBI Bank; Chief General Manager, State Bank
- of India Certified Corporate Governance Professional (IICA); Director at Lesol City Ltd. & IFCI Infrastructure Development Ltd.

LEADERSHIP TEAM



Mr. Gopinath P Bailur

Chief Operating Officer

30+ years driving technology leadership, IT strategy and operational scale.



Mr. Naveen Krishna

Chief Revenue Officer Gobal

30+ years building and scaling AI-powered CX businesses across markets.



Mr. Muralidharan

Chief AI Officer (CAIO)

30+ years architecting AI and cloud platforms for global enterprises.



Mr. Dinesh Singh Slathia

President-Revenue, Marketing & Strategic Alliances

Former Oracle, TCS and Genpact leader with 20+ years in GTM and global market expansion.



Mr. Mustaquee M Hasan

Chief Financial Officer

Overseeing financial management, corporate finance and compliance reporting.



Ms. Geeta Jain

Company Secretary & Compliance Officer

Responsible for corporate governance and regulatory compliance.

STRATEGIC LEADERSHIP ADDITION

Mr. Abhijeet Kumar brings over 25 years of global leadership experience across enterprise customer success, Enterprise SaaS, Conversational AI and technology-led transformation, strengthening Exato Technologies Limited's capabilities in enterprise AI solutions, customer experience and global business growth as Chief Technology & Growth Officer.



Mr. Abhijeet Kumar
Chief Technology & Growth Officer

PROFILE SNAPSHOT

- **25+ Years of Experience:** Across Enterprise Conversational AI, Agentic AI, CX Transformation and Contact Centre Leadership.
- **Industry Recognition**: Recognised among India's Top 100 CX Professionals.
- **Core Expertise:** Enterprise Conversational AI, Agentic AI, Digital & CX Transformation, Contact Centre Management, Customer Service and Organisational Building.
- **Professional Experience**: SVP & Head of International Customer Success at Kore.ai; previously held AI, CX, product and service leadership roles at IDFC FIRST Bank, ICICI Prudential AMC, HDFC Bank and Kotak Mahindra Bank.

STRATEGIC VALUE

- **Global Go-to-Market**: Leading international market expansion for CX and AI services.
- **Delivery Excellence**: Building global CX and Agentic AI delivery capabilities through India's delivery engine.
- **Strategic Partnerships**: Developing alliances across technology platforms and hyperscaler ecosystems.
- **Leadership & Growth**: Scaling high-performing teams and strengthening strategic client relationships worldwide.

CORE BUSINESS OFFERINGS

AI & CX (AIaaS)

End-to-end management of customer experience platforms including CX-as-a-Service (CXaaS), Conversational AI (chatbots, voice bots, Agentic Ai, Generative AI), Automation-as-a-Service (workflow and RPA), and Workforce Management.

Delivered as a unified managed service on a single data layer, enabling AI-driven insights, sentiment analysis, compliance monitoring, improved CSAT, lower handling time, and higher operational efficiency.

Unified Communications

Reliable, secure communication and IT foundations for enterprises including UCaaS platforms, voice, messaging, video and collaboration tools, network and IT infrastructure, and CRM/ERP integrations.

Built for mission-critical environments with highly available communications, enterprise networking, and seamless business application integrations, delivering secure and resilient operations.

AI Infrastructure (IaaS)

Enterprise-grade Sovereign AI infrastructure spanning compute, networking, storage, AI platforms, and core enterprise systems.

Deploy AI on-premises or in sovereign cloud environments with cloud-like consumption pricing, while keeping 100% of enterprise data secure behind your own firewall.

ExatoIQ (Proprietary)

An in-house suite of AI-powered tools for contact centre optimisation, including intelligent connectors, contact centre optimisation tools, automated dialers and campaign solutions, and real-time monitoring and performance intelligence.

Built on a unified AI architecture, ExatoIQ enables faster deployment, shared intelligence across platforms, enterprise governance, and scalable AI innovation.



Cloud ERP

Anywhere, device-independent access. Intuitive, zero-training interface, Seamless, best-of-breed integrations. Flexible, consumption-based pricing.

End-to-end Cloud ERP implementation and support, providing a single real-time source of truth across finance, inventory, sales, projects, and service with rapid deployment and scalable licensing.

BUILDING AI-READY INFRASTRUCTURE

Exato.ai

Exato Technologies Limited has partnered globally to accelerate enterprise AI adoption through secure, scalable, production-ready infrastructure unifying AI innovation with enterprise systems in a single operating model.

Four Joint Offerings



Private AI

Secure, sustainable AI inferencing via LLM-in-a-Box, keeping sensitive data within enterprise control.



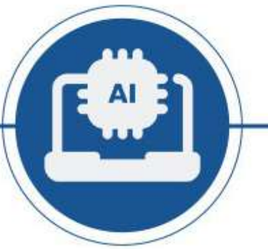
Infrastructure as a Service (IaaS)

High-speed, secure macro and micro segmentation built for AI-scale network demands.



Full-Stack Observability

End-to-end AI operations monitoring from edge to cloud, ensuring performance and reliability.



Secure AI-Ready Infrastructure

Modernising mission-critical workloads, including SAP, on a flexible, consumption-based model.

AN INTEGRATED CUSTOMER ENGAGEMENT PLATFORM

Bringing Voice, WhatsApp, Digital Chat and Analytics onto One Unified Platform.ExaFone, launched by Exato.ai six months ahead of its original schedule, is an AI-powered customer engagement platform designed to unify customer interactions across multiple channels through a single integrated system.

Key Platform Capabilities

AI-Powered Analytics

Converts customer interactions into actionable insights for smarter decision-making.

Low-Code / No-Code Customisation

Enables flexible workflow configuration and faster feature deployment.

Scalable Architecture

Supports evolving customer engagement requirements as businesses grow.

Centralised Management

Streamlines customer conversations and reduces fragmented communication across channels.

Strategic Significance

The six-month early launch demonstrates accelerated execution, strengthening Exato.ai's enterprise AI capabilities through integrated, AI-powered customer engagement solutions.

CERTIFIED IN THE CLAUDE PARTNER NETWORK

Exato Technologies Limited has achieved certification in the Claude Partner Network, with team members holding Claude certifications, strengthening its capabilities in deploying AI solutions for clients.

Key Highlights

Certified Delivery Team

Building a skilled team with Claude certifications.

Client AI Solutions

Delivering practical Claude-powered use cases for clients.

Validated Expertise

Demonstrating capabilities through public customer references.



The certification strenghtens Exato Technologies Limited’s capabilities in enterprise AI implementation, supporting its focus on translating AI technologies into practical business applications and scalable client solutions.

MARQUEE CLIENTS

Trusted by 150+ clients worldwide, Exato.ai delivers innovative AI solutions that empower businesses across the globe. Deep,long-standing enterprise relationships across sectors, including 9 of India's 10 leading banks.

BFSI

- AXIS BANK
- HDFC BANK
- ICICI Bank
- Bank of Baroda
- SBI MUTUAL FUND
- SBM bank
- citibank
- TATA CAPITAL
- edesia
- RELIANCE Capital
- JM FINANCIAL

BPO / KPO

- genpact
- InterGlobe
- CONCENTRIX
- sitel group
- Tech Mahindra
- Hero BPO
- EXL
- fusion
- WNS
- DILIGENTA
- HEXAWARE
- IKS HEALTH
- TaskUs
- Collectius
- iQor
- EVERISE
- CONTINUUM
- MetLife
- iEnergizer
- IGT SOLUTIONS

IT/ITES, Telecom & Media

- TCS TATA CONSULTANCY SERVICES
- रेलटेल RAILTEL
- wipro
- vodafone
- Jio Reliance
- orange™
- sify
- accenture
- FIS
- RELIANCE Broadcast Network

Other Enterprises

- Mahindra DEFENCE
- एनटीपीसी NTPC
- DELHI METRO
- Reliance Industries Limited
- IDEMIA
- EQUINOX
- MUFG
- adani
- JOHN DEERE
- VISHAL
- JSW Steel
- ezeego
- snapdeal
- NSIC ISO 9001 : 2008

TECHNOLOGY PARTNERSHIPS

- NICE
- aws
- Acumatica The Cloud ERP
- HPE
- Mitel Powering connections
- FORTINET
- amplifAI.
- Claude Partner Network

SECTORS WE SERVE

Banking, Financial Services & Insurance

Fraud prevention and risk analytics, hyper-personalised cross-sell models, and compliance/ governance analytics for regulated institutions. Exato works with 9 of India's 10 leading banks.

Healthcare

AI-powered patient engagement, predictive analytics for outcome management, and automated billing and claims processing.

Telecom

Customer churn prediction, workforce management and optimisation, and omnichannel CX deployment for telecom operators.

Manufacturing

Supply chain optimisation, contract management AI models, and predictive analytics for SKU and revenue forecasting.

Retail

Automated inventory and demand forecasting, customer loyalty and retention analytics, and personalised AI-led product recommendations.

IT/ITeS & BPO/KPO

Contact centre modernisation, workforce analytics and performance monitoring, and real-time sentiment analysis for outsourcing and IT services providers.

STRATEGIC GROWTH ROADMAP

01

International Expansion & Go-to-Market

- Building a global sales organization with dedicated teams across the U.S., Australia, and India, supported by leadership across CRO, CAIO, COO and CTGO roles.
- Expanding international presence through OEM partnerships, customer references, and participation in global industry events.
- Strengthening overseas market reach through the proposed incorporation of a wholly-owned subsidiary in Mainland Dubai, UAE (subject to requisite approvals).
- Targeting stronger wallet share from existing customers alongside new client acquisition across global markets. Management continues to target export revenue of 60% of total revenue over the next two to three years, against 23.50% in FY26.

02

Integrated Enterprise Solutions

- Transitioning from point solutions to end-to-end business solutions and managed services.
- Offering integrated Contact Center, ERP, CRM and AI solutions, alongside expansion of the Acumatica Cloud ERP practice.
- Prioritizing high-growth verticals including Healthcare, BFSI (particularly Insurance), and BPO through industry-specific solutions.
- Strengthening enterprise customer engagement through ExaFone, integrating Voice, WhatsApp, Digital and Analytics capabilities.

03

AI-Led Innovation & Platform Expansion

- Building capabilities across the complete AI value chain, including AI Software, AI-as-a-Service, and AI Infrastructure.
- Certified in the Claude Partner Network, strengthening enterprise AI implementation capabilities through certified delivery teams and Claude-powered use cases.
- Developing AI-driven enterprise solutions focused on industry-specific use cases rather than generic AI implementations.
- Strengthening technology and growth leadership with Mr. Abhijeet Kumar's appointment as Chief Technology & Growth Officer and designation as Senior Management Personnel.

THE EXATO MOAT - SIX LAYERS OF COMPETITIVE ADVANTAGE

Customer Embeddedness

Deep Client Relationships & High Retention

- 150+ clients and 97%+ retention.
- Serves 9 of India's top 10 banks.
- Integrated workflows spanning telephony, routing, CRM, recording, analytics and AI create high switching costs.

CX Domain Expertise

Proven Scale in Complex Enterprise Environments

- 1,50,000+ agents enabled.
- Deep expertise across voice, BFSI and enterprise CX systems.
- Complex integration, compliance and failure-management knowledge creates a differentiated execution advantage.

Ecosystem Credibility

Recognised Partnerships & Delivery Track Record

- NICE Platinum Partner for five consecutive years.
- APAC Partner of the Year - Mitel Platinum.
- HPE AI Infrastructure Alliance.
- Earned through certifications, customer references and delivery capabilities.

Proprietary AI & Intellectual Property

A Growing Portfolio of AI Solutions

- Solutions include ExatoIQ, CompliCall, OnBoardX, ShiftWise, CallSense, Prompt Base Dialer and agentic middleware.
- Embedded within customer workflows.
- Target IP revenue contribution of 25–30%, with 40–50% margins.

Full-Stack Enterprise AI

From Infrastructure to Business Outcomes

- Moves beyond standalone AI models to implementation and integration.
- Connects infrastructure, AI platforms, applications and customer experience.
- Combines technology with managed services to deliver end-to-end solutions.

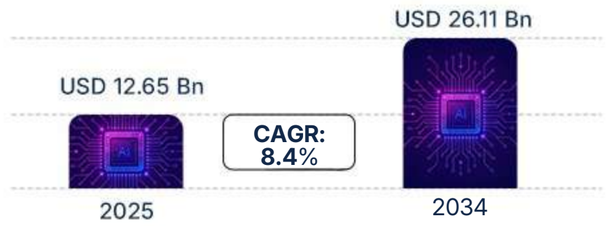
Land-and-Expand Economics

Compounding Value from Existing Customers

- Expands through installed-base growth, cross-selling and upselling.
- Target ₹1 Cr CX entry engagements can scale towards ₹9–10 Cr relationships.
- Growth opportunities span managed services, AI and infrastructure, supported by a reported ₹ 681 Cr order book.

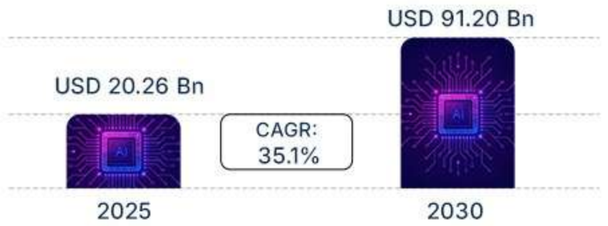
INDUSTRY OUTLOOK

CXaaS



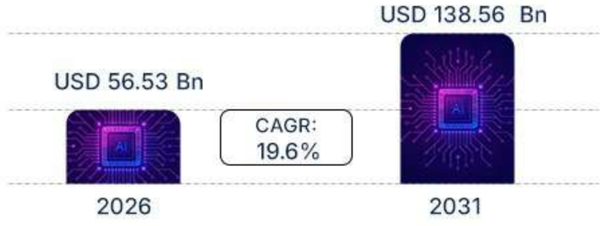
• Source - https://www.acefone.com/blog/what-is-cxaas/

AIaaS



• Source - https://www.marketsandmarkets.com/Market-Reports/artificial-intelligence-ai-as-a-service-market-121842268.htm

Cloud ERP



Source - https://www.mordorintelligence.com/industry-reports/cloud-erp-market

Key Market Trends

CXaaS

- AI-powered omnichannel engagement is becoming the new standard for customer experience.
- Increasing adoption of conversational AI, intelligent routing, automation, and real-time analytics.
- Businesses are prioritizing personalized, always-on customer experiences while reducing service costs.

AIaaS

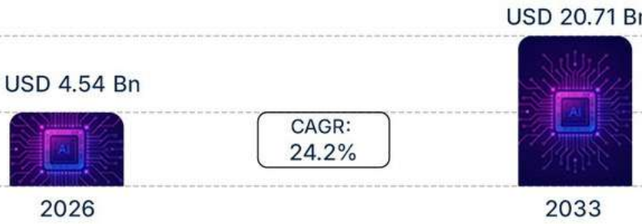
- Enterprises increasingly consuming AI through cloud-based APIs and managed services instead of building in-house AI infrastructure.
- Growth fueled by Generative AI, Machine Learning, NLP, Computer Vision, and AI Agents.
- BFSI, Healthcare, Retail, and Manufacturing are the largest adopters, while No-Code/Low-Code AI is the fastest-growing segment.

Cloud ERP

- Enterprises rapidly replacing legacy on-premise ERP with cloud platforms.
- Adoption driven by lower CapEx, scalability, remote accessibility, and faster deployment.
- Digital India, GST, e-invoicing, and Industry 4.0 continue to accelerate ERP adoption.

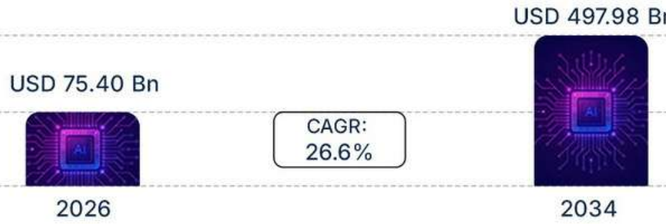
INDUSTRY OUTLOOK

Unified Communication



- Source - https://www.grandviewresearch.com/horizon/outlook/unified-communication-as-a-service-market/india

AI Infrastructure



- Source · https://www.fortunebusinessinsights.com/ai-infrastructure-market-110456

Key Market Trends

UCaaS

- Rapid digital transformation across Indian enterprises is driving strong demand for collaborative, cost-effective communication tools.
- IT & Telecom is the largest adopter segment, while Healthcare is the fastest-growing application vertical.
- Rising adoption of remote and hybrid work models, supported by favorable government digital-transformation initiatives, is accelerating UCaaS uptake.

AI Infrastructure

- Enterprises are rapidly adopting hybrid and multi-cloud deployments for flexibility, scalability, and cost optimization. India already leads globally, with ~44% of businesses using these models.
- Surging AI adoption and data growth across healthcare, retail, finance, and manufacturing is driving demand for high-performance compute and storage infrastructure.
- Rising government and enterprise R&D investment in AI is accelerating buildout of specialized infrastructure, with hybrid deployment projected as the fastest-growing segment.

INDUSTRY ENGAGEMENT

Platinum Partner at NICE World Mumbai & New Delhi

Exato Technologies Limited strengthened its industry presence through participation as a Platinum Partner at NICE World across Mumbai and New Delhi, engaging with technology leaders, clients and industry stakeholders.

Key Highlights

Mumbai

Leadership engagement on staying relevant amid technology-led industry transformation, featuring a fireside conversation with Vikrant Massey.

New Delhi

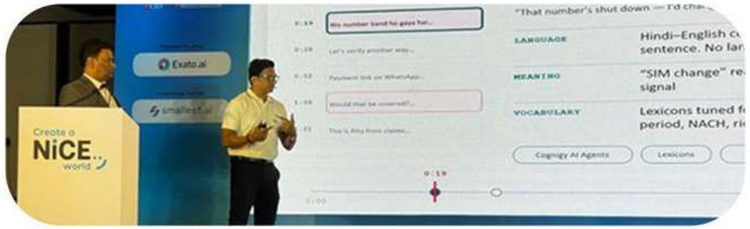
Engagement around excellence and resilience, featuring Saina Nehwal, alongside attendee interactions at the Exato booth.

Strategic Positioning

Reinforced Exato's focus on enterprise AI, agentic AI-led delivery models and relationship-building across the technology ecosystem.













FINANCIAL SNAPSHOT — Q2 FY27

Consolidated, All amounts are in ₹ lakh, unless otherwise stated

REVENUE FROM OPERATIONS

YoY = 40.23 %



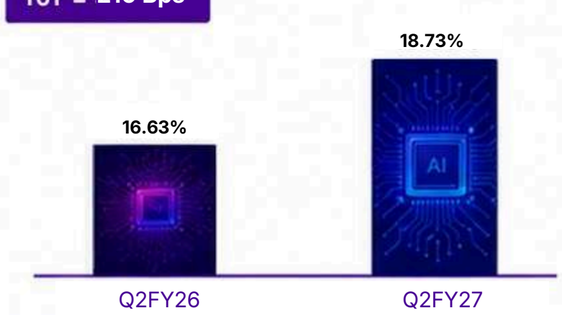
EBITDA

YoY = 57.88%



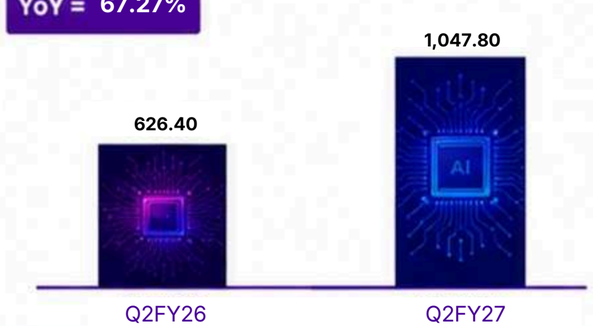
EBITDA MARGIN %

YoY = 210 Bps



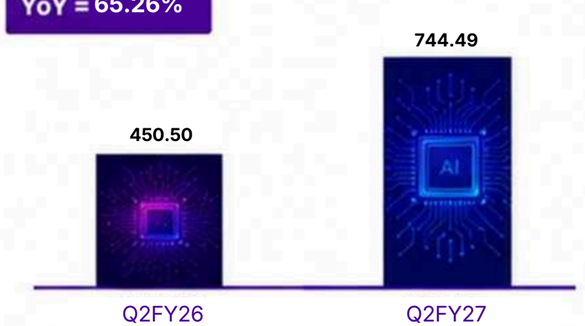
PROFIT BEFORE TAX

YoY = 67.27%



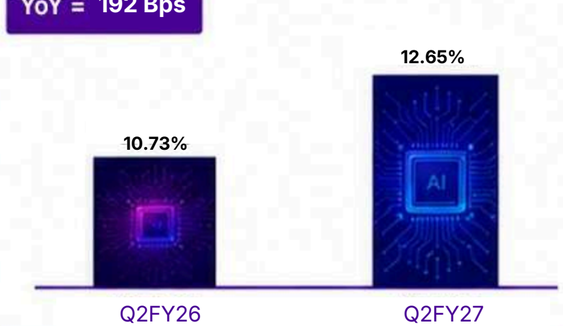
PROFIT AFTER TAX

YoY = 65.26%



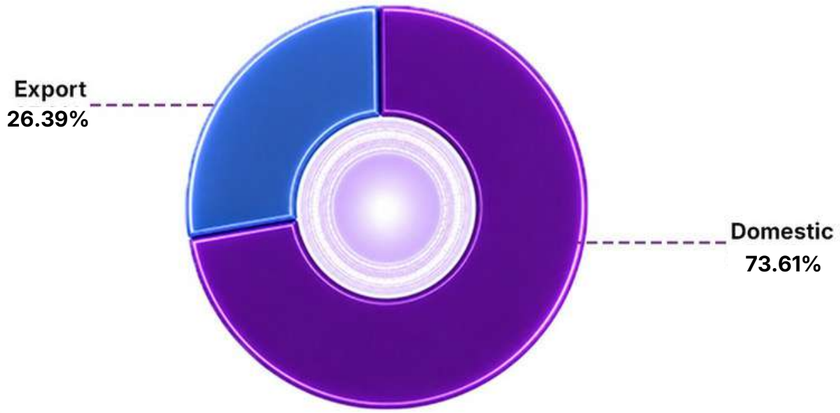
PAT MARGIN %

YoY = 192 Bps

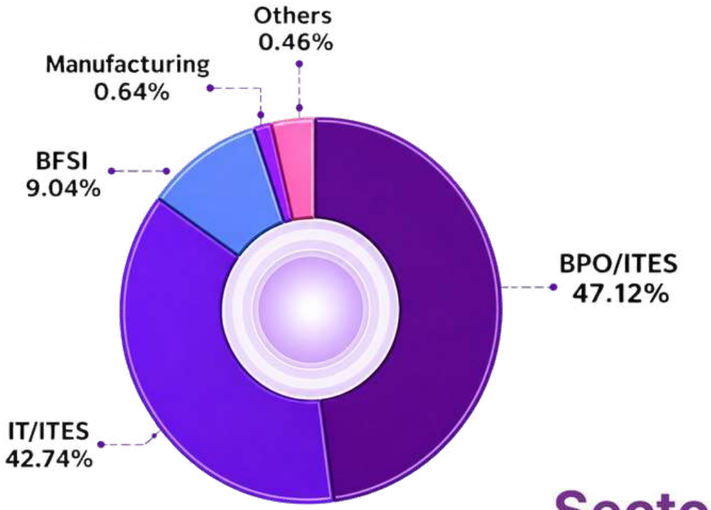


Note - EBITDA is inclusive of Other Income

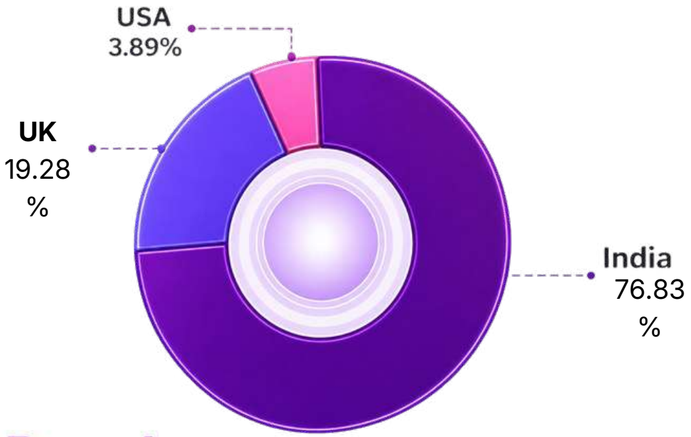
REVENUE BIFURCATION - Q2 FY27



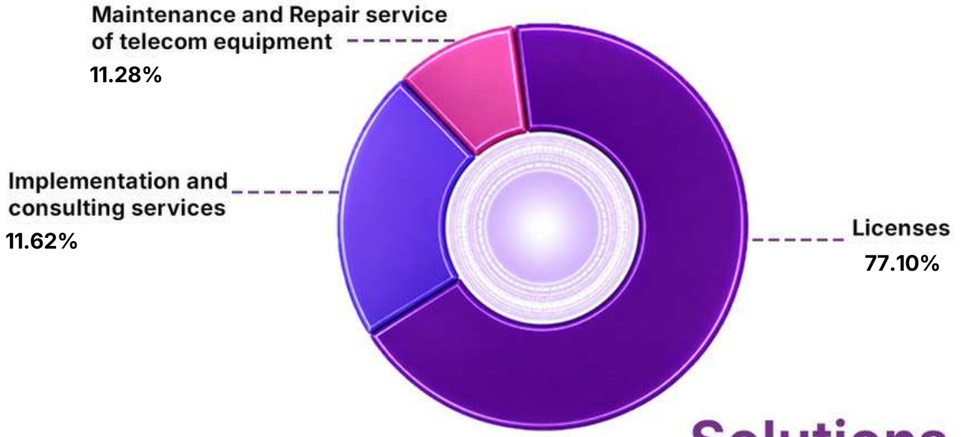
Region



Sector



Global Reach



Solutions

Note - Consolidated figures are considered

PROFIT & LOSS STATEMENT - CONSOLIDATED

All amounts are in ₹ lakh, unless otherwise stated

Particulars	Q2FY27	Q2FY26	YoY%	H1FY27	H1FY26	YoY%
Revenue from Operations	5,885.70	4,197.27	40.23%	10,254.04	7,106.41	44.29%
Other income	23.10	13.83	67.03%	50.46	40.67	24.07%
Total Income	5,908.80	4,211.10	40.31%	10,304.50	7,147.08	44.18%
Total expenses	4,806.52	3,512.94	36.82%	8,387.34	5,999.90	39.79%
EBITDA	1,102.28	6,98.16	57.88%	1,917.16	1,147.18	67.12%
EBITDA Margin	18.73%	16.63%	+210 Bps	18.70%	16.14%	+256 Bps
Finance costs	17.87	51.26	(65.14%)	39.68	98.63	(59.77%)
Depreciation and amortization expense	35.81	20.50	74.68%	50.57	37.45	35.03%
Piror-period items	0.80	-	-	0.80	1.11	(27.93%)
Profit before tax	1,047.80	626.40	67.27%	1,826.11	1,009.99	80.80%
Total tax expenses	303.31	175.90	72.43%	517.19	284.67	81.68%
Profit for the peroid	744.49	450.50	65.26%	1,308.92	725.32	80.46%
PAT Margin	12.65%	10.73%	+192 Bps	12.76%	10.21%	+255 Bps
EPS	7.40	5.92	25.00%	13.00	9.52	36.55%

Note - EBITDA is inclusive of Other Income
Total expenses is exclusive of depreciation, amortization and finance costs.

KEY HIGHLIGHTS: Q2 & H1 FY27

REVENUE

- Q2 FY27 consolidated revenue from operations stood at **₹5,885.70 lakhs**, up **40.22% YoY** from ₹4,197.27 lakhs in Q2 FY26.
- H1 FY27 revenue from operations stood at **₹10,254.04 lakhs**, up **44.29% YoY** from ₹7,106.41 lakhs in H1 FY26.
- The first half alone equals **61% of full-year** FY26 revenue.

Profitability: Q2 FY27 (YoY)

GROWTH WAS BROAD-BASED ACROSS REVENUE AND PROFIT, BOTH AGAINST THE SAME QUARTER LAST YEAR AND AGAINST Q1 FY27.

- Operating profit (EBITDA) at **₹1,102.28 lakhs**, up **57.88%** from ₹698.16 lakhs. EBITDA margin at 18.73%, expanding 210 bps from 16.63%.
- Profit before tax (PBT) at **₹1,047.80 lakhs**, up **67.27%** from ₹626.40 lakhs.
- Profit after tax (PAT) at **₹744.49 lakhs**, up **65.26%** from ₹450.50 lakhs. PAT margin at 12.65%, expanding 192 bps from 10.73%.

Profitability: H1 FY27 (YoY)

PROFIT GREW FASTER THAN REVENUE IN THE FIRST HALF, LIFTING BOTH MARGINS BY ABOUT 255 BASIS POINTS OVER H1 FY26.

- Operating profit (EBITDA) at **₹1,917.16 lakhs**, up **67.12%** from ₹1,147.18 lakhs. EBITDA margin at 18.70%, expanding 256 bps from 16.14%.
- Profit before tax (PBT) at **₹1,826.11 lakhs**, up **80.80%** from ₹1,009.99 lakhs
- Profit after tax (PAT) at **₹1,308.92 lakhs**, up **80.47%** from ₹725.32 lakhs. PAT margin at 12.76%, expanding 255 bps from 10.21%

Figures are consolidated and unaudited. EBITDA includes other income; margins are calculated on revenue from operations.

AWARDS & RECOGNITION

Exato.ai has earned Mitel Platinum Partner status, recognising proven sales performance, technical certification depth and consistent customer delivery across the Mitel portfolio.

- Higher-Quality Revenue: Larger, long-term enterprise contracts drive recurring revenue.
- Ecosystem Advantage: Access to co-sell opportunities, stronger partner pipelines, and early product roadmap insights.
- Financial Services Growth: Expands presence in regulated sectors through compliance and treasury solutions.
- Independent Recognition: Validates Exato's enterprise capabilities, execution excellence, and trusted market position.



Partner of the Year Spotlight










Customer Success & Impact











Innovation & Emerging Leadership









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THANK YOU

Exato Technologies Limited

investor@exato.ai

Finportal — Investor Relations Advisors

Abhishek Bhutra | Himanshu Jain

+91 80006 85556, +91 89051 81853

ir@finportalin.com

