GSTIN: 09AAECE2712N1ZI
CIN: L74999UP2016PLC228280

Exato Technologies Limited

(Formerly Known as Exato Technologies Private Limited)

August 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 Q1FY27 Earnings Call on Unaudited Financial Results for the Quarter ended June 30, 2026.

Ref: Exato Technologies Limited (Scrip Code: 544626)

Dear Sir/ Madam,

Further to our earlier communication dated August 16, 2026 regarding the schedule of Q1FY27 Earnings Call to be held on **August 19, 2026 at 04:00 P.M.,** please find enclosed herewith the Investor Presentation on the Unaudited Financial Results of the Company for the quarter ended June 30, 2026.

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

In accordance with Regulation 30(8) and 46(2)(o)(ii), the Presentation has been made available under the Investor Relations section of the Company's website at: https://www.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: 2026.08.19 13:43:35 +05'30'

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

Place: Noida
Encl.: Investor Presentation

Exato.ai

EXATO TECHNOLOGIES LIMITED

Investor Presentation | Q1 FY27

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	100+ Engineers	140+ Team Strength
6+ Industries Served	10+ Countries Served	4 Subsidiaries
97+ Customer Retention	1,50,000+ Agents Enabled	660cr+ 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

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

BOARD OF DIRECTORS

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. Mustaqueem 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 ADDITIONS

Mr. Alok Bohra
Vice President, CX & Analytics

- Brings 22+ years of enterprise technology leadership across global organisations, with a track record of scaling partner-led revenue programmes. His appointment strengthens Exato's push to take AI-first customer experience solutions into enterprise markets.

Mr. Kailash Sethuraman
President, AI Infrastructure

- Brings over 25 years of executive experience across Teleperformance, Tata Consultancy Services, L&T Infotech and Wipro, with a track record of building high-performing practice organisations and aligning enterprise technology strategy with C-suite priorities.

Mr. Paresh Sheth
Executive Board Advisor, AI Infrastructure

- Over 38 years of strategic leadership across TCS, EDS and Unicorp, having guided organisations through every major technology transition of the past three decades from legacy modernisation to enterprise AI. He brings governance and ecosystem perspective to Exato's infrastructure strategy.

CORE BUSINESS OFFERINGS

CX & Analytics (CXaaS)

End-to-end management of customer experience platforms including CX-as-a-Service (CXaaS), Conversational AI (chatbots, voice bots, NLP, 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

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 Technologies Limited has partnered with HPE 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.

Future Network -as-a-Service

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.

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

TECHNOLOGY PARTNERSHIPS

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

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 newly appointed CRO, CAIO, and COO.
- Expanding international presence through OEM partnerships, customer references, and participation in global industry events.
- Operating an India-centric delivery model to support overseas engagements efficiently while improving operating leverage.
- 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 tailored to enterprise use cases.
- Expanding the Acumatica Cloud ERP practice to address enterprise digital transformation requirements.
- Prioritizing high-growth verticals including Healthcare, BFSI (particularly Insurance), and BPO with industry-specific solution offerings.

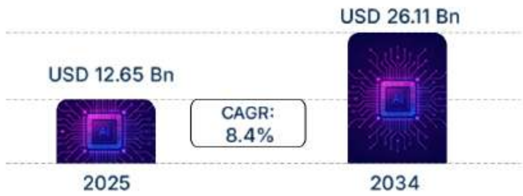
03

AI-Led Innovation & Platform Expansion

- Building capabilities across the complete AI value chain, including AI Software, AI-as-a-Service, and AI Infrastructure.
- Developing AI-driven enterprise solutions focused on industry-specific use cases rather than generic AI implementations.
- Strengthening proprietary platforms while expanding managed AI services to create recurring, high-margin revenue streams.
- Pursuing both organic and inorganic growth to enhance technology capabilities and broaden the enterprise solutions portfolio.

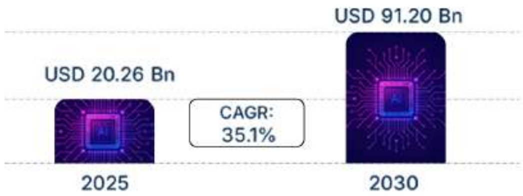
INDUSTRY OUTLOOK

CXaaS



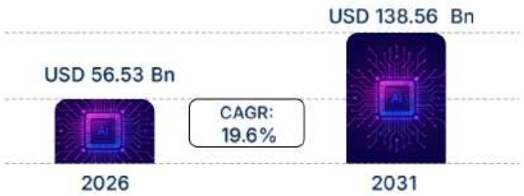
- Source - https://www.acefone.com/blog/what-is-cxaas/

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

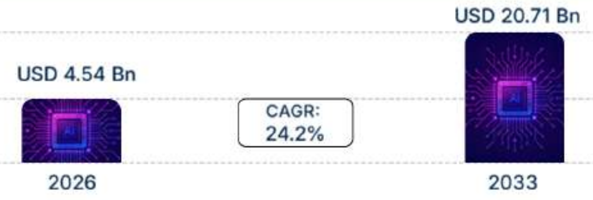
- Enterprises increasingly consuming AI through cloud-based APIs and managed services instead of building in-house AI infrastructure.
- Growth fueled by Generative AI, Machine Learning, NLP, Computer Vision, and AI Agents.
- BFSI, Healthcare, Retail, and Manufacturing are the largest adopters, while 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.

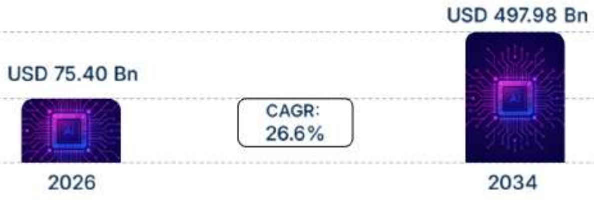
INDUSTRY OUTLOOK

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.

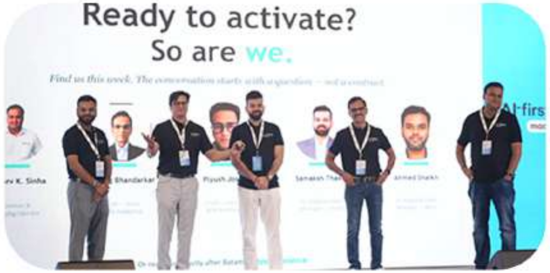
INDUSTRY ENGAGEMENT - Q1 FY27

NiCE World 2026 — Walt Disney World, Orlando

- Exato.ai's team spent three days at Booth 11 engaging with customer experience and contact center leaders from across the industry.
- Conversations centered on a consistent theme- CX progress is no longer just about better tools, but about AI-powered experiences that deliver measurable outcomes for both businesses and their customers.
- The team showcased how Exato is helping organisations pursue contact centre modernisation in partnership with NiCE, and ran a two-minute AI Readiness Assessment for visitors to the booth.

AI CX Masterclass — 3-Day Industry Event

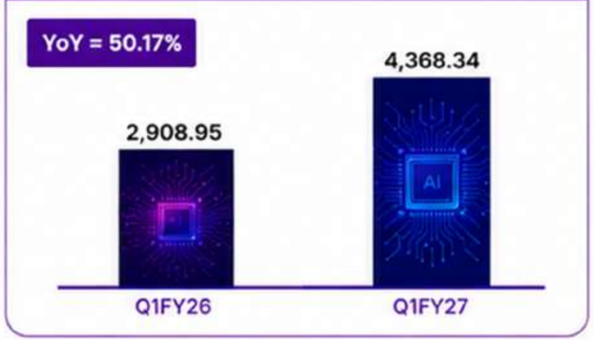
- DAY 1: Day 1 set the stage with sessions on Agentic CX, AI strategy, and partner ecosystem development.
- DAY 2: Day 2 brought AI to life through a session on Exato's Activation Layer, joint discussion with NiCE experts on AI-human collaboration, and a hands-on AI CX Lab.
- DAY 3: Day 3 featured the India reveal of NiCE Cognigy, with a focus on automation and workforce augmentation.
- The consistent message across both events: AI in customer experience has moved past the proof-of-concept stage — the conversation now is about activation, execution, and outcomes at scale.



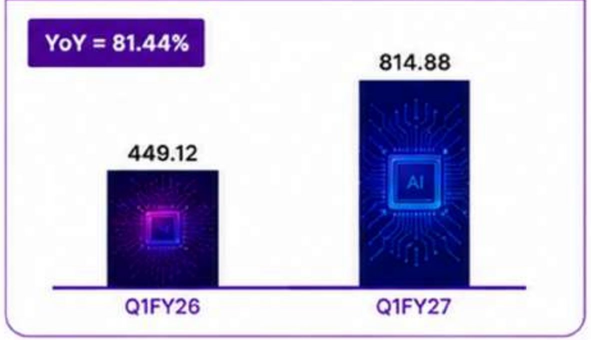
FINANCIAL SNAPSHOT — Q1 FY27

All amounts are in ₹ lakh, unless otherwise stated

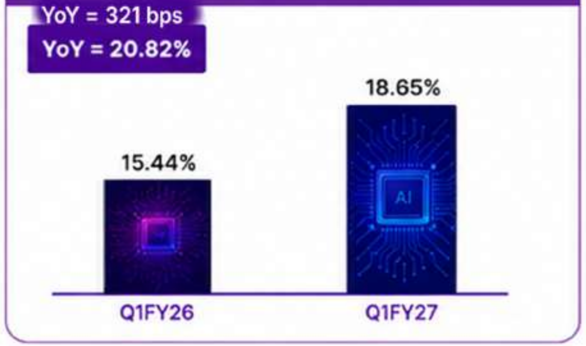
REVENUE FROM OPERATIONS



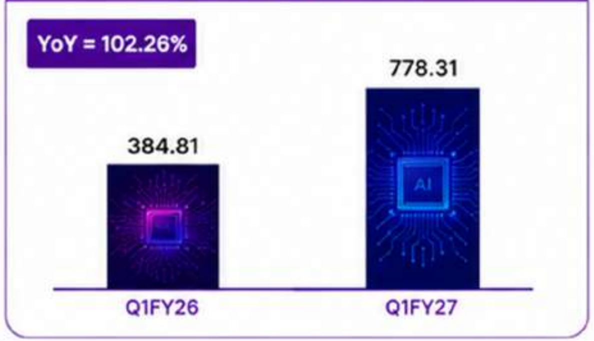
EBITDA



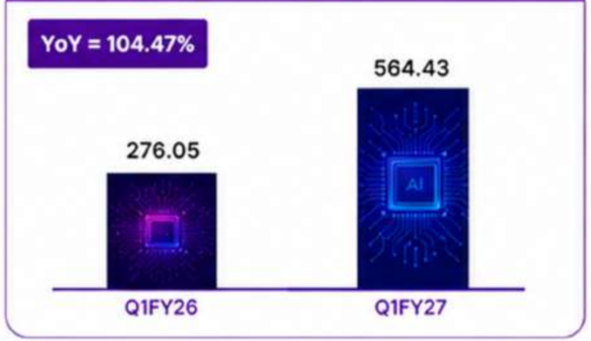
EBITDA MARGIN %



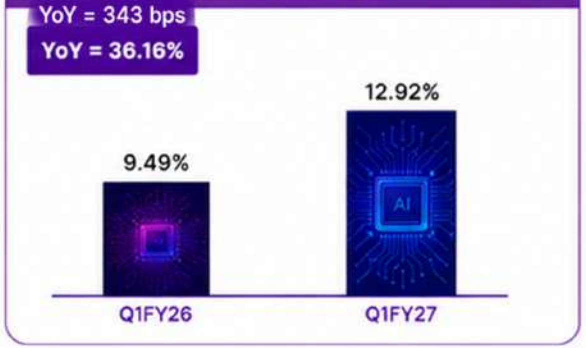
PROFIT BEFORE TAX



PROFIT AFTER TAX



PAT MARGIN %

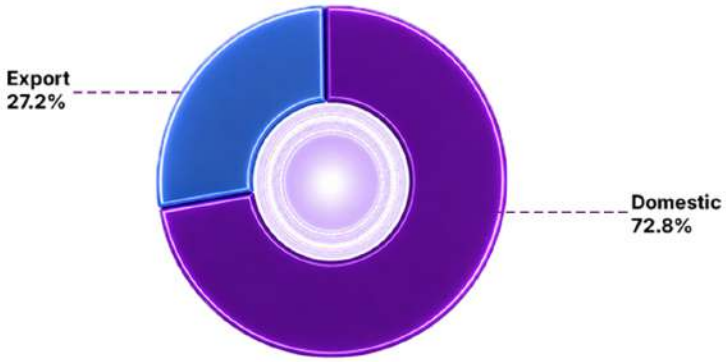


PROFIT & LOSS STATEMENT - CONSOLIDATED

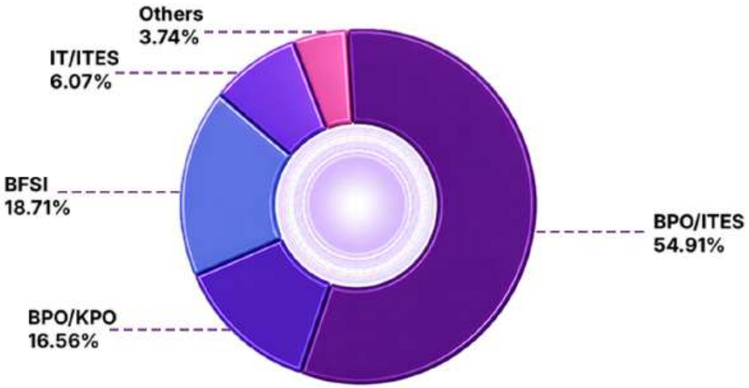
All amounts are in ₹ lakh, unless otherwise stated

Particulars	Q1FY27	Q1FY26	YoY%
Revenue from Operations	4368.34	2908.95	50.17%
Other income	27.36	22.69	20.58%
Total Income	4395.70	2931.64	49.94%
Total expenses	3580.82	2482.52	44.24%
EBITDA	814.88	449.12	81.44%
EBITDA Margin	18.65%	15.44%	321bps
Finance costs	21.81	47.36	(53.95%)
Depreciation and amortization expense	14.76	16.95	(12.92%)
Profit before tax	778.31	384.81	102.26%
Total tax expenses	213.88	108.76	96.65%
Profit for the period	564.43	276.05	104.47%
PAT Margin	12.92%	9.49%	343bps

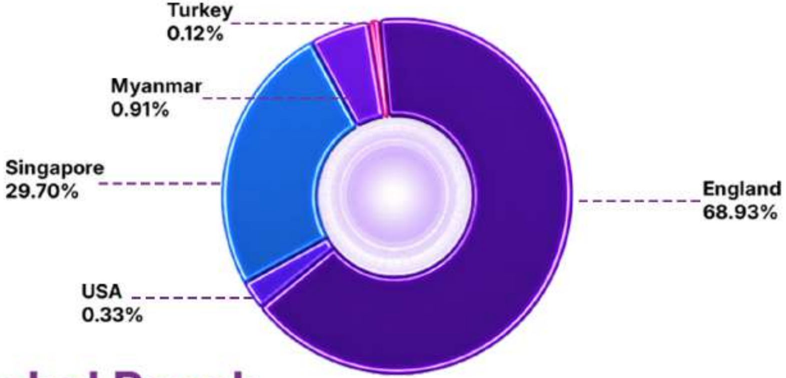
REVENUE BIFURCATION - Q1FY27



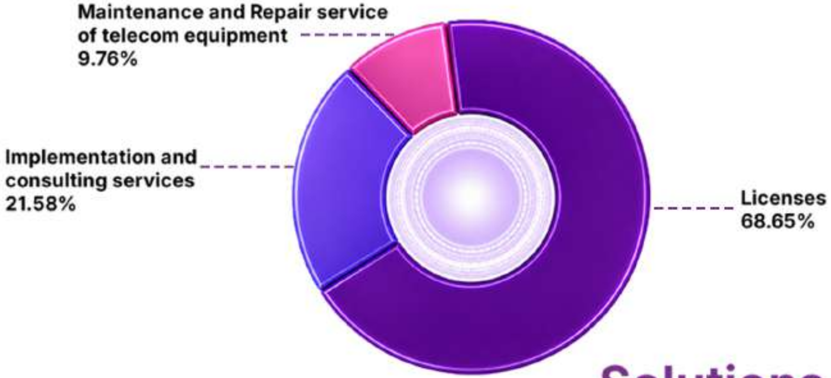
Region



Sector



Global Reach



Solutions

AWARDS & RECOGNITION

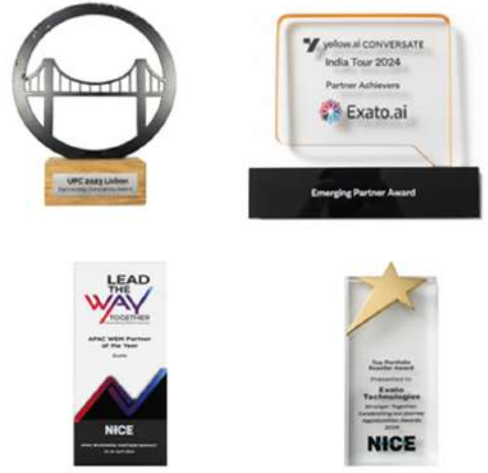
Exato.ai has earned Mitel Platinum Partner status, recognising proven sales performance, technical certification depth and consistent customer delivery across the Mitel portfolio

- 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



DISCLAIMER

This presentation (the "Presentation") has been prepared by Exato Technologies Limited ("the Company") solely for informational purposes. It does not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities, and should not be relied upon in connection with any contract or binding commitment. No offering of securities will be made except by way of a statutory offering document.

The information herein is based on sources considered reliable, but the Company makes no representation or warranty as to the accuracy, completeness, or fairness of its contents, and no liability is accepted for any omission or inaccuracy.

Statements regarding market opportunity, business prospects, or future performance are forward-looking and subject to risks and uncertainties. Actual results may differ materially, and the Company assumes no obligation to update any forward-looking information.

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