

Date: 7th August, 2019

To

BSE Limited Department of Corporate Services Listing Department P J Towers, Dalal Street, Mumbai - 400001 <i>Scrip Code: 542367</i>	National Stock Exchange of India Limited Listing Department Exchange Plaza Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 <i>Scrip Symbol: XELPMOC</i>
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Dear Sir/Madam,

Sub: Investor Presentation.

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a presentation to analysts / investors on the financial performance of the Company for Unaudited Financial Results of the Company for the 1st quarter ended June 30, 2019.

We request you to take the same on record.

Thanking you,

Yours faithfully,

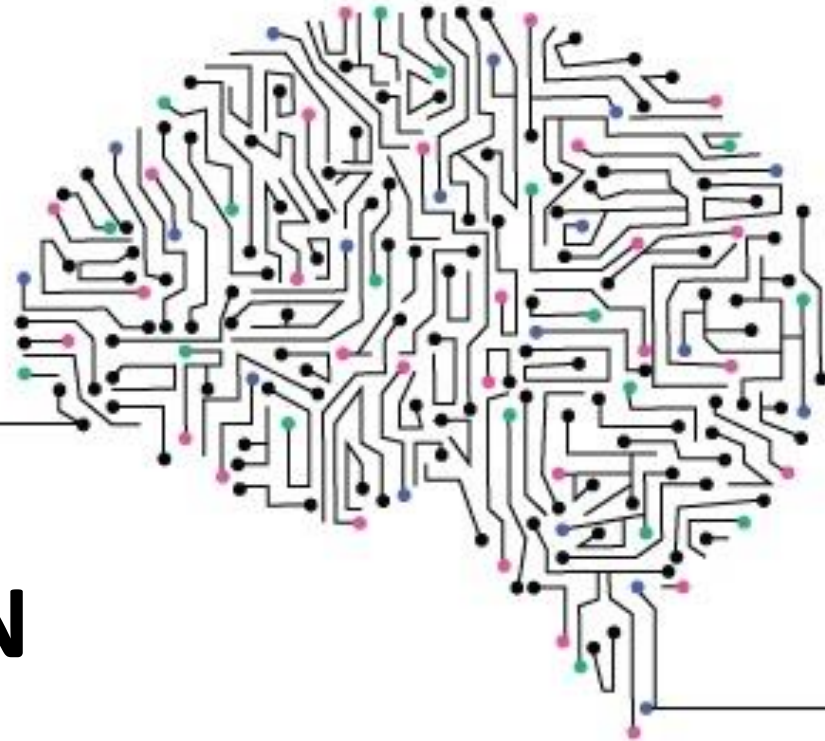
For Xelpmoc Design and Tech Limited

VAISHALI
LAXMAN
KONDBHAR

Digitally signed by
VAISHALI LAXMAN
KONDBHAR
Date: 2019.08.07
11:24:07 +05'30'

**Vaishali Kondbhar
Company Secretary**

Encl: as above



Xelpmoc Design & Tech Ltd.

**INVESTOR
PRESENTATION
Q1 FY20**

7th August 2019



**Artificial Intelligence &
Machine Learning Capabilities**

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About Xelpmoc Design and Tech



- Incorporated in September 2015, by **Mr. Sandipan Chattopadhyay**, Xelpmoc is engaged in providing professional and technical consulting services with focus on product development, data science and analytics
- Caters to e-commerce, transportation & logistics, recruitment, financial services, social networking and various other industries



120 Team Members



28 Clients



4 City Operations

2015

2017

2018

2019

- Incorporated as 'Xelpmoc Design and Tech Pvt Ltd' at Bengaluru
- First Technology Services Agreement entered into with Fortigo Network Logistics Private Limited

- Entered into a Joint Venture Agreement with Fortigo Network Logistics Private Limited
- First Agreement for rendering services with a government organization

- Converted into a Public Limited Company and the name was changed to '*Xelpmoc Design and Tech Limited*'

- Company got listed on BSE and NSE

Key Management



Sandipan Chattopadhyay
MD & Founder CEO



Srinivas Koora
CFO & Founder



Jaision Jose
Co-Founder



Vishal Chaddha
CBO

Senior Personnel



Sambit Mukherjee
Products & Projects

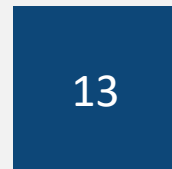


Suhas Dattatreya
Technology

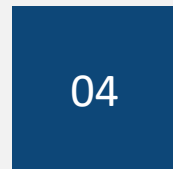


Arnab Nandi
Technical Architect

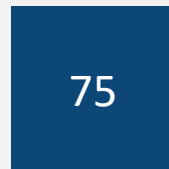
Leads & Delivery Team



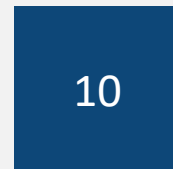
Product



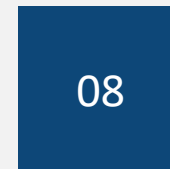
Design



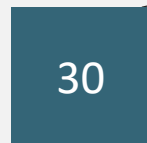
Tech



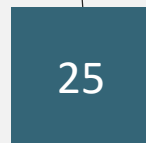
Analytics



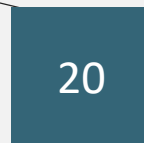
Quality



Web



Deep Tech



Mobile

HR

Finance

Admin

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What we do?

Focused on building the next generation of technology in **Artificial Intelligence & Machine Learning** Space, with a keen interest in Natural Language Processing & **Data Analytics**. We work with governments, businesses, individuals & startups and help them take advantage of their data as Technology Partners & Consultants

How we do it?



Understanding intention of what is to be built & **problem recognition**.



Comprehensive study on the data being utilised to **recognise statistical patterns**



Highlight points of data collection, quality & type of data to then derive the **Machine Learning Model**



Approach to building AI & ML Tools

Learning about the framework,
system & processes



1

Understanding intention to be built with the systems & applications

2

Comprehensive study on the existing system to study data being utilised

3

Highlight points of data collection, quality & type of data

4

Build a prototype to test hypothesis on a model data set

5

Using the latest technologies and internal libraries in ML & AI to build a modular application to run on existing architecture

6

Collate findings and tweak with a **self-learning engine** for continuous growth

Start Up Tech Deployment



Woovly is a solution offering 'Networking with Reason' site. It helps a **user identify the bucket list** and accomplish the same with the best of experiences by connecting with the people who share the same interest.

Xelp created a system that **condenses large amounts of information into digestible bites**, using Natural Language Processing (NLP) algorithms to improve the efficiency of information delivered.

Xelp built an internal tool that has a **Natural Language Understanding module** that identifies and marks the multiple entities of a sentence. Whether it is names, places or other key insights within text



Leadstart Publishing is a **leading publishing house** from India with a focus on both creative and progressive. The platform features distinguished authors and writing from across the globe.

Leadstart envisions to setup an environment for writers which can run on **semi auto mode**. A journey which can start from **diary of a writer and end up in published printed book, all handled by same platform**.

Xelp is engaged with Leadstart with a vision to create a digital platform which can **help new writers**. It is being developed with a capacity of uploading script of a book, design cover page, get edited and be published on all **available on digital platforms** (like kindle).

Additionally these books can be **printed on the fly** when the order is placed. Technology to get a real time feedback from the readers and pushing the corrections back to the system, makes this platform more **reliable and unique**.

Start Up Tech Deployment



The star in me

The Star in me is a **Networking, Branding and Guidance platform for Women** of today.

Users can experience this platform by:

- Creating their best **digital identity**
- Inviting and connecting with like-minded professionals
- Joining **Networking Communities** of choice
- Building their own specialized networks
- Reaching out to **guides for immediate career-advice**
- Sharing valuable advice with others
- **Drawing inspiration** from women achievers

Xelp's **AI algorithm** will help decide which mentor or coach best suits a user for their career growth. Xelp plans to **push an ML piece** which analyses user behaviour and **recommend sessions and events** for her to participate, and become a **quality platform** for those seeking best fit mentorship.

Start Up Tech Deployment



SLATE

Slate has a long term vision to **enable SMEs maximize their free cash flows** through real-time, actionable AI inputs to improve capital efficiency by extracting & analyzing data throughout the **procurement, invoicing, payables and receivables cycle.**

This vision will be achieved through a **self-sufficient cash flow and accounts management platform** for micro-entrepreneurs, who do not need full-time accountants.

Slate has immediate focus on 15 mn Gig-economy Workers; 150K Small Franchisees, 50K Young Startups, Independent Advisors & Home Entrepreneurs

Xelp plan to achieve Slate's Dashboard Vision

- Real-time and most accurate view of **cash flow status**
- Day-wise **future projection** of cash flow position based on historical data on accounts payables/receivables, seasonality and other factors
- **Credit rating** based on historical data, sales concentration, sector attractiveness, etc
- **Recommended actions to manage cash**, such as, investment in liquid funds, paying via low cost commercial/personal credit cards, early payment incentives, etc
- Recommended sources to **avail credit**



FAQs to Chatbot

Experimental concept to turn FAQs of a product or a service to an interactive Chatbot.

Sensitive Content Detection

Understanding different entities within text to help highlight information that is sensitive in nature. Upon identifying information that is sensitive in nature, the tool will anonymise it to protect and avoid a breach of data.

Email Analysis Tool

Predicts the buying pattern, social behaviour, sentiment, job preference and more, by understanding the context from user's inbox.

Conversational Commerce

A chatbot that handles customer queries and learns user preferences to help sell and promote the business through customer interaction and feedback

Intelligent Dialogue Tree

The chatbot that initiating the hiring process and acts as an intermediary between employer and the interested candidate reviews the candidate's profile on various platforms to calculate and add to their overall score and then schedules a mutually agreeable date for the interview if they score high

Financial Highlights – Q1FY20



- Total revenues for Q1FY20 was Rs 12.1 million as compared to Rs 11.3 million in Q1FY19, an increase of 6.7% YoY
- EBITDA was Rs (15.6) million as compared to Rs (14.6) million in Q1FY19
- Net loss for the quarter was Rs 13.9 million as compared to net loss of Rs 14.8 million in Q1FY19
- Good start to the year as Xelpmoc expanded its portfolio and added 4 new clients in this quarter
 - **Woovly**, a solution offering 'Networking with Reason' site
 - **Leadstart Publishing**, provides digital platforms to writers whose journey start from diary and end up in published printed book across the globe
 - **The Star in me**, is a networking, branding and guidance platform for Women of today
 - **Slate**, is a virtual finance and accounting assistant for micro-entrepreneurs

Consolidated Financials



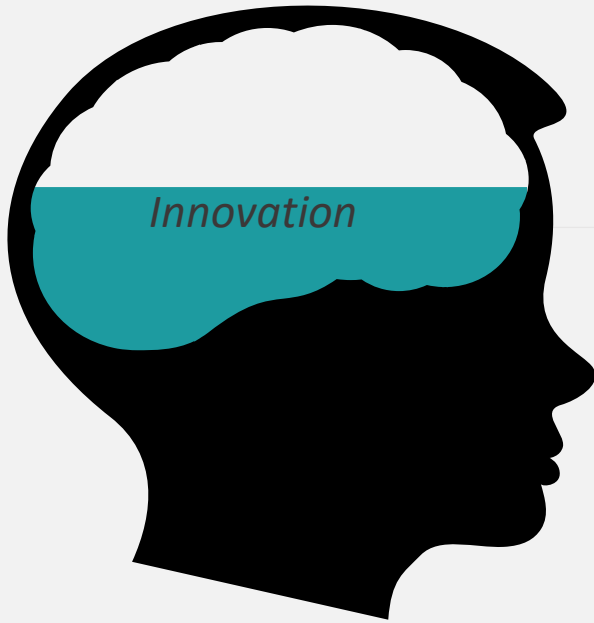
(₹ in '000)	Q1'20	Q4'19	QoQ	Q1'19	YoY	FY19
Total Revenue	12,090.8	14,632.0	(17.4%)	11,331.5	6.7%	60,887.0
EBITDA*	(15,576.1)	(14,016.4)	(11.1%)	(14,577.5)	(6.9%)	(49,817.9)
<i>% margin</i>	NA	NA		NA		NA
Add: Other non-operating income	3,311.4	1,705.8		185.4		2,059.7
Add: Share of net profit / (loss) of Associates / Joint Ventures	(23.4)	(57.0)		(28.1)		(147.9)
Less: Interest expense	223.8	1.5		6.3		12.4
Less: Depreciation and amortisation	1,277.6	668.9		524.6		2,507.2
Less: Tax	70.0	(55.6)		(125.9)		(587.2)
PAT	(13,859.5)	(12,982.5)	(6.8%)	(14,825.1)	6.5%	(49,838.6)
<i>% margin</i>	NA	NA		NA		NA

*We expect to be EBITDA break-even by Q4 of FY 20

Investment Rationale



- Differentiated technology services play with high focus on Data Science, AI and ML
- Ability to identify unique business models and partner with the entrepreneurs to bring their idea to fruition
- Focused on driving value to shareholders than a consistent traditional growth story
- Key investments in companies have already scaled up to a substantial level
- Strong management with high professional caliber
- Vision is to partner and grow with start-ups while selectively working on traditional projects that excite the high technology DNA of the company



Thank you!

For more information, Please contact:

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