

KSOLVES INDIA LTD.

Emerging Ahead Always

Investor Presentation

August - 2023.



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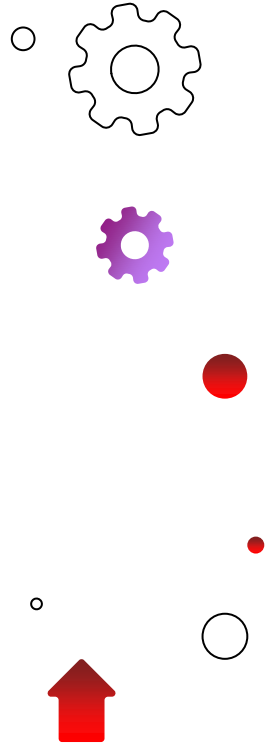
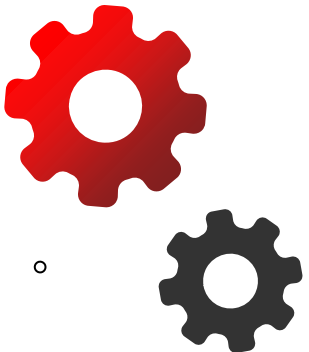
- **Quarterly Performance**
- Annual Performance
- Award & Accreditations





COMPANY

PROFILE



COMPANY OVERVIEW

- A **globally trusted technology partner** with strong capabilities & proven track record in **Information Technology services**.
- It also has **market leading proprietary products suit**.

400+

Employees

12+

Years of Service

40+

Trusting Clients

25+

Countries

74%

Repeat Business

30%

Top 5 Client
Contribution



CMMI Level 3

NSE & BSE Listed

Nasscom Member

www.ksolves.com





KEY MANAGEMENT



Ratan Srivastava

Chairman & Managing Director

Ratan Srivastava holds a degree in Bachelor of Technology in Computer Science & Engineering. He looks after the company's core management. He has been instrumental in taking major policy decisions for the Company. He has 18+ years of experience in our industry and has worked with Tech Mahindra, Birlasoft (India) Limited, HSBC and Persistent Systems. He plays a vital role in formulating business strategies and effective implementation of the same. He is responsible for the expansion and overall management of our company's business. His leadership abilities have been instrumental in leading the core team of our Company.



Manish Gurnani

**Chief Technology Officer
(CTO)**

22+ years of IT experience.



Deepali Verma

**Whole-time Director &
Promoter**

7 years experience in the
IT Industry.



Umang Soni

**Chief Financial Officer
(CFO)**

5+ years of experience.





BOARD OF DIRECTORS



Vineet Krishna

Independent Director

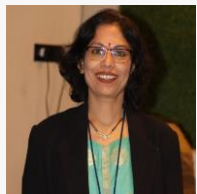
He is a MBA from IIFT with 20+ years of experience.



Varun Sharma

Independent Director

MBA from IIT, Delh and PhD. Finance from London Business School



Sushma Samarth

Independent Director

She is a MBA from ISB. She has 16+ years of experience in Information Technology Enabled Services



Varsha Choudhry

Independent Director

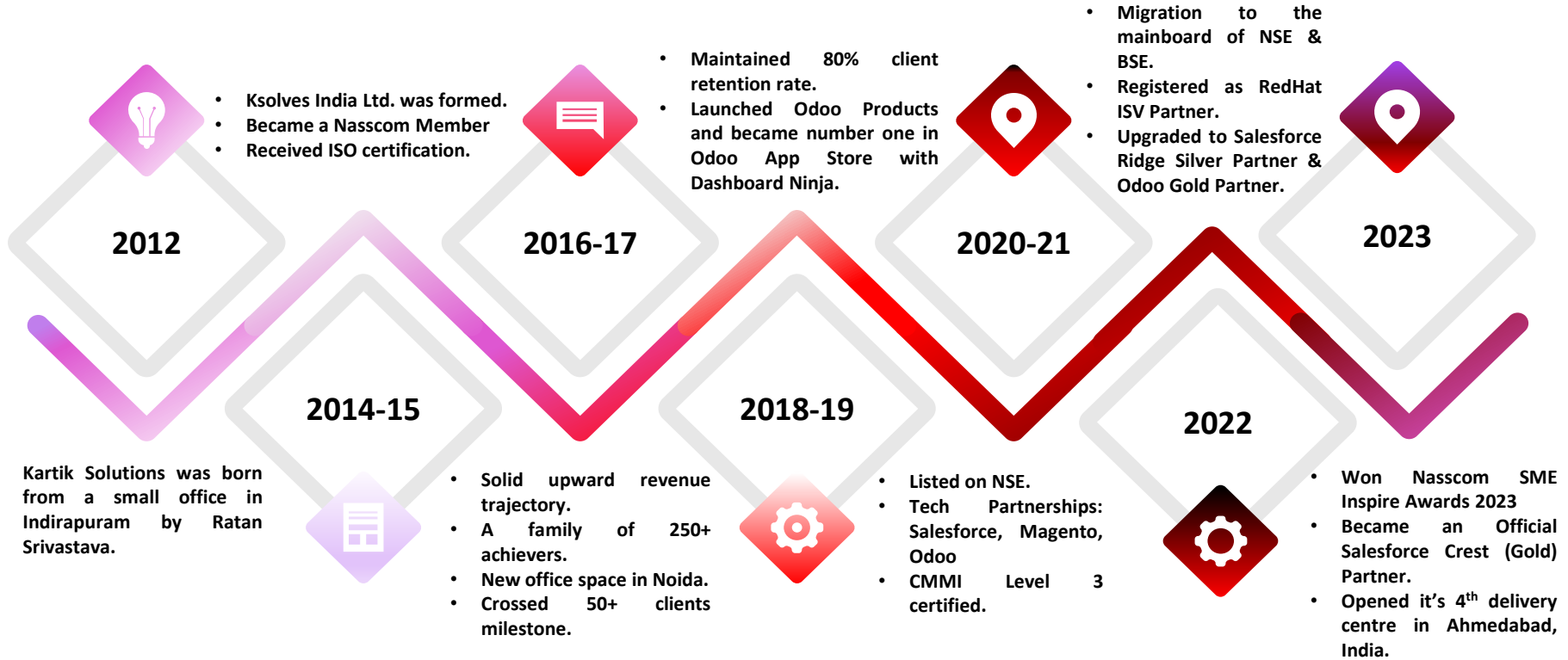
Chartered Accountant

12+ years of experience in Taxation & Finance





TIMELINE



AWARDS & ACCREDITATION (1/2)

NASSCOM SME INSPIRE AWARD 2023

Nasscom SME Inspire Awards is an initiative of the Nasscom SME Council, with the mission to recognize the most innovative and impactful SMEs.

Ksolves won the “Nasscom SME Inspire Awards 2023” awarded by **Shri. B.B Swain, Secretary, MSME**, in the presence of **Ms. Debjani Ghosh, President, Nasscom**. The award ceremony was conducted by Nasscom - ‘Nasscom SME Confluence 2023’ on March 28, 2023 in New Delhi, India, to felicitate the accomplishments of Tech MSMEs.

Out of **300 entries**, Nasscom shortlisted **80 entities** and **Ksolves India Limited** booked its victory.



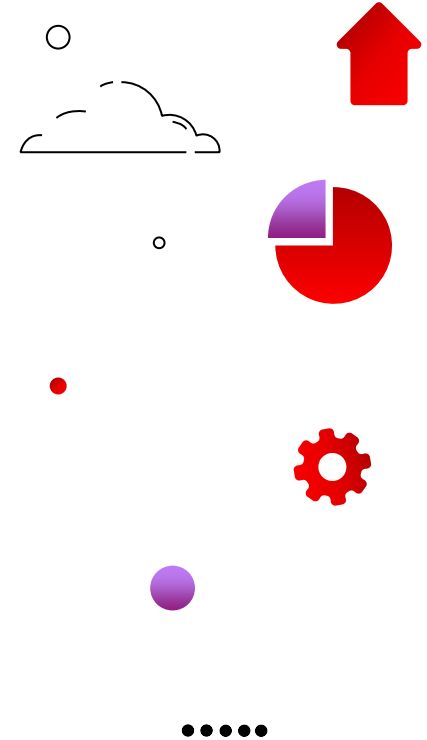
AWARDS & ACCREDITATION (2/2)

Dun & Bradstreet 'Business Enterprises of Tomorrow 2023, Business Excellence Award





WHY KSOLVES?





BUSINESS STRENGTHS & STRATEGIES



STRENGTHS

- Customer Satisfaction & revenues from long standing customer relationships.
- Experienced Promoters & Management Expertise.
- Diversified revenue from multiple geographies.
- Focused on driving innovation.
- Diversified business across several verticals.
- Scalable Business Model.



KSOLVES

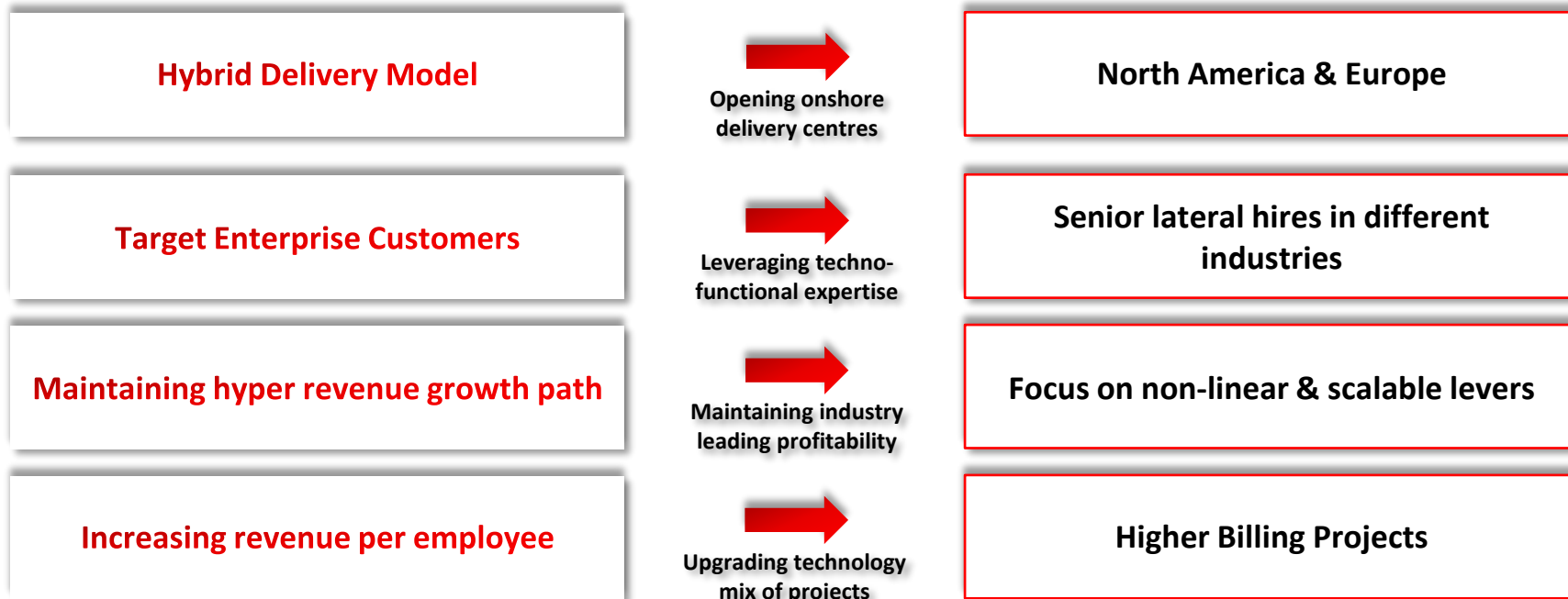


STRATEGIES

- Expand our Current Business Relationships.
- Attract, develop and retain highly-skilled employees.
- Focus on efficiency.
- Optimal Utilization of resources.
- Invest in infrastructure & technology.



WAY FORWARD



GROWTH DRIVERS

01

Increased Utilization

Increased utilization percentage and gradual billing rate revisions for legacy clients will help in improving the operating profit margin.

02

Smart Investments

Heavy investments in building top - class teams via lateral hiring in key focus areas of IT services and Onshore presence of Sales and Client Management Teams will continue.



66%

Growth Rate - FY23

03

Client Relationships

Clients appreciate the company's accountability culture and treat Ksolves as their development partner instead of just being a vendor, and that also gets reflected in relatively high CSAT across engagements.

04

Tech Partnerships

Continued focus on building on the technology partnership programme as quality assurance frameworks. Such partnerships add to the Company's credentials in front of existing and prospective clients.

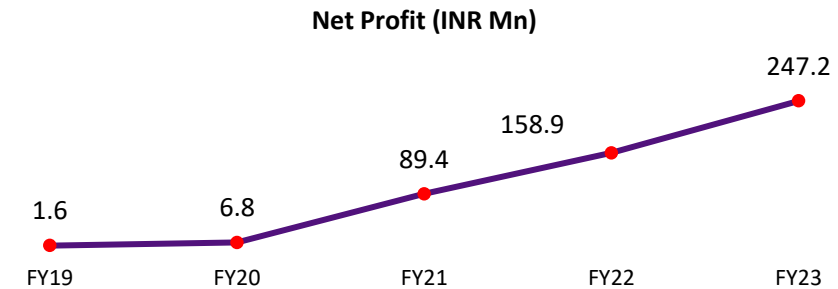
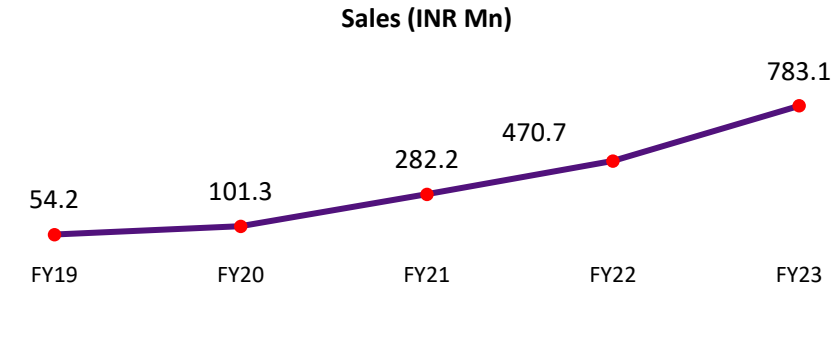


SHAREHOLDER FRIENDLY (1/2)

74%

Dividend Payout Ratio

Record Date	Dividend Per Share (Rs)	Type
23-04-23	8.00	Final
03-03-23	3.00	Interim
27-10-22	4.50	Interim
21-07-22	8.00	Final
03-02-22	3.25	Interim
28-10-21	2.50	Interim



SHAREHOLDER FRIENDLY (2/2)

Funds Raised in IPO

06 July, 2020

Rs. 36.2 Million

Dividend Declared/Paid

FY23

Rs. 183.8 Million

	FY22	FY23	
<u>Free Cash Flow</u>	Rs. 96.5 Mn	Rs. 201.3 Mn	Dividend Payout % of Free Cash Flow Flow 91.3%
<u>Net Profit</u>	Rs. 158.9 Mn	Rs. 247.2 Mn	
<u>Dividend Paid</u>	Rs. 163.0 Mn (Rs. 13.75 per share)	Rs. 183.8 Mn (Rs. 15.5 per share)	Dividend Payout % of Net Profit 74.4%

98%

3 Years
Sales
CAGR

228%

3 Years
Net Profit
CAGR

110%

Return on
Equity
(2023)

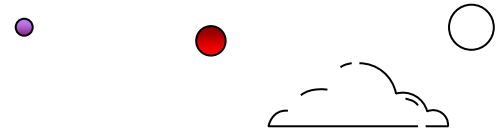
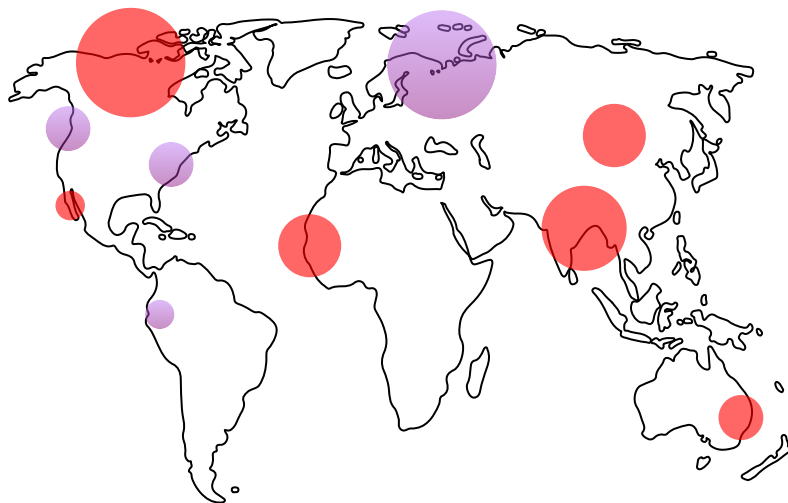
139%

Return on
Capital
Employed
(2023)





GEOGRAPHICAL PRESENCE



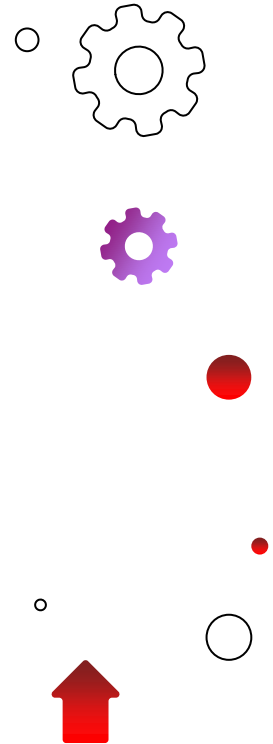
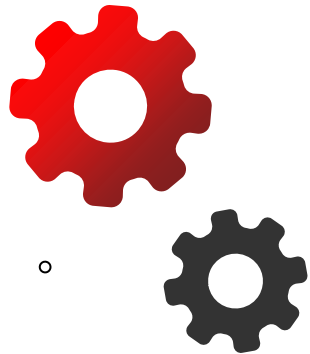
Particulars	For the year ended 31 st March			
	Q1-FY24	FY23	FY22	FY21
Export Sales (Rs Mn)	196.0	599.2	337.7	274.5
% of Total Sales	82.4%	76.5%	71.7%	97.3%

Geographical Areas	Q1-FY24		FY23		FY22	
	Rs. Mn	%	Rs. Mn	%	Rs. Mn	%
North America	165.8	69.7%	515.9	65.9%	290.9	61.8%
Europe	17.6	7.4%	54.7	7.0%	30.8	6.5%
India	41.9	17.6%	183.9	23.5%	133.0	28.3%
RoW	12.6	5.3%	28.7	3.7%	16.0	3.4%
Total	237.9	100.0%	783.1	100.0%	470.7	100.0%



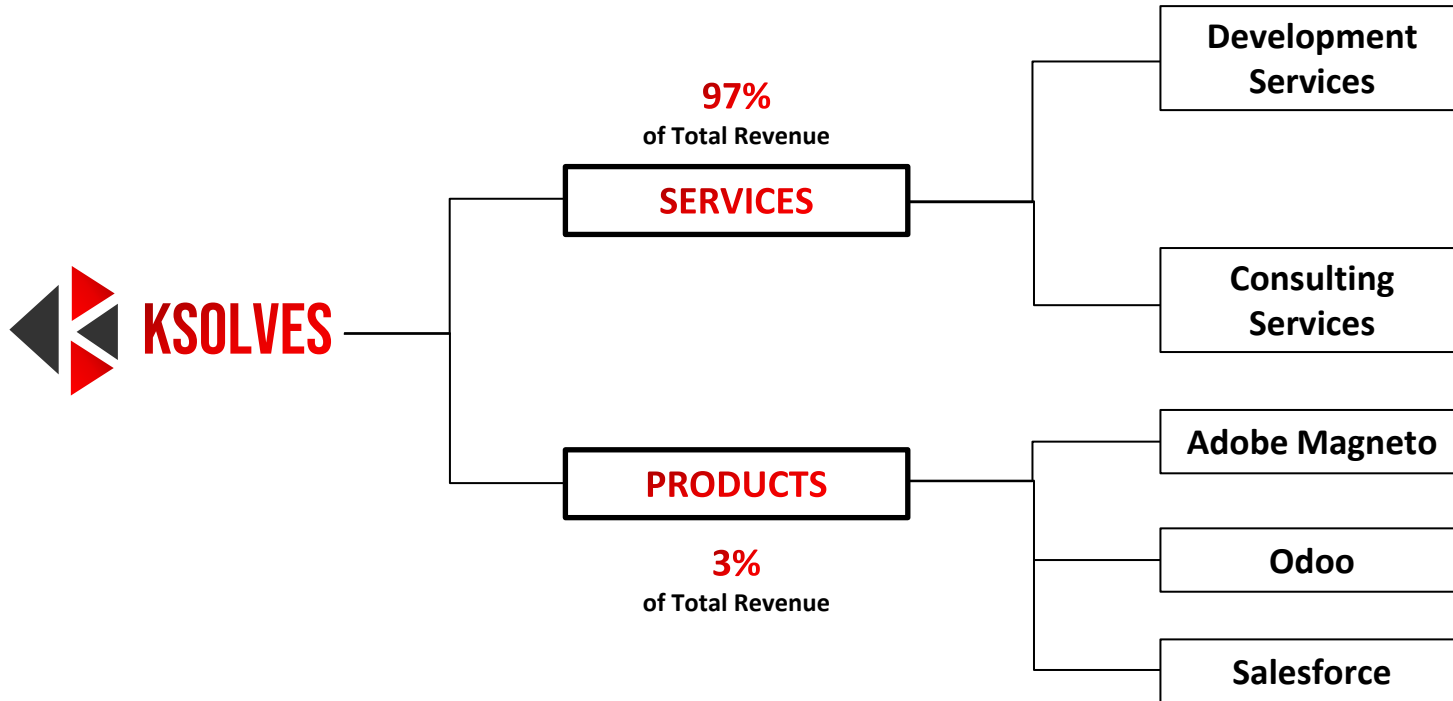
BUSINESS

OVERVIEW



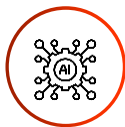


BUSINESS MODEL





TECHNOLOGY VERTICALS



AI ML
Generative AI



Big Data
(Spark, Kafka, Nifi, Cassandra)



Salesforce



Products
(Odo, Magneto, Salesforce)



Enterprise Technology



Dev Ops



Application Development





SERVICES SUITE



Artificial Intelligence,
Machine Learning,
Generative AI

TensorFlow
SciKit Learn

Computer Vision
NLP
RPA

Deep Learning
Data Driven Analytics



Salesforce Development & Consulting
Salesforce Customization
Salesforce Lightning & Aura
App Exchange
App Development
Salesforce Migration
Salesforce Integration with
Third-party Applications

Sales | Service | Marketing |
Community Cloud



Open Source

Kafka
NiFi
Spark
Cassandra
Hadoop

AWS

Glue
EKS
DynamoDB
SQS

GCP

DataProc
Big Query
Dataflow
DataFusion

Azure

Synapse
HDInsight
Data Factory



Enterprise
Technology

Technology

Java | Scala | Python | Kubernetes

Frameworks

Spring | Micronaught | ORM

Databases

MySQL | Oracle | Mongo | Cassandra

Architecture

Microservices | Distributed
Transactions



DevOps

CI Servers

Jenkins | CircleCi |
Bamboo

Monitoring Tools

Splunk | DynaTrace |
DataDog

Log Aggregation Tools

Loggly | Logstash |
Sumologic



Application
Development

Android/iOS Apps

Flutter | React Native
MERN | MEAN
TypeScript | Javascript |
React,
Node, Angular | CSS3 |
HTML5
Go | C# | C++



Products

Odoo

Product development
Implementation
Consulting

Magento

Product development
Consulting
Dashboard Ninja



DELIVERY EXECUTION MODELS

01



Project-Based Model

02



Dedicated Teams

03



Staff Augmentation





SERVICE PROCESS

Requirement Gathering

- Understanding the needs of our clients in their business model.
- We ideate the requirements, understand the market challenges and come up with a solution to make innovative solutions.

01 02

Initiate the Development Plan

- After the requirement gathering, we deploy our experienced team of developers to start with the development and help clients explore what's possible with the latest emerging trends and technologies.

Support & Maintenance

- Our customer service is our major USP that makes our customers work with us for a longer period.
- Even after development and deployment, we resolve all of our client's issues and keep the client updated with the latest functionalities.

04 03

Quality Assurance

- We allot a dedicated Project and Quality Assurance manager for each project to ensure Quality Assurance at every phase of the development cycle.
- Customers can also communicate with the managers as and when they need it.





NEW PRODUCTS LAUNCH

Generative AI

Global US\$ 44.89 Bn Fiscal Revenue in 2023

- Generative AI has gained a lot of attention in the past months, establishing more and more tools for users.
- In global comparison, most value will be generated in the United States (US\$16bn in 2023).

24.4% CAGR

FY23-FY30

HR Analytics

Launch: 01 October, 2023

Healthcare Analytics

Launch: 01 October, 2023



Salesforce

Global US\$ 13 Bn Service Revenue in 2022

- International Data Corporation (IDC) has ranked **Salesforce as the #1 CRM provider** in its latest Worldwide Semiannual Software Tracker *. This is the **10th time Salesforce** has earned the **No. 1** spot.
- The Global service Revenue of Salesforce is predicted to expand at a stupendous CAGR of 14.4% to reach a valuation of US\$ 33.5 Billion by 2029.

Lead Manager Ninja

Launch: 01 September, 2023



Source: <https://www.statista.com/outlook/tmo/artificial-intelligence/generative-ai/worldwide#global-comparison> | <https://www.futuremarketinsights.com/reports/salesforce-services-market#:~:text=%5B348%20Pages%20Report%5D%20The%20global,US%24%2033.5%20Billion%20by%202029.>





CURRENT PRODUCT SUITE

Adobe Magneto

US\$ 12.87 Mn Fiscal Revenue

Multi Vendor Marketplace

New Product Launched

Adobe Bronze Partner enables us to have listing in Partner directory increasing our visibility, brand awareness and customer Base.



170,000+ Websites targeted using Magneto 2.

83% of consumers shopping online are catered.

Odoo Products

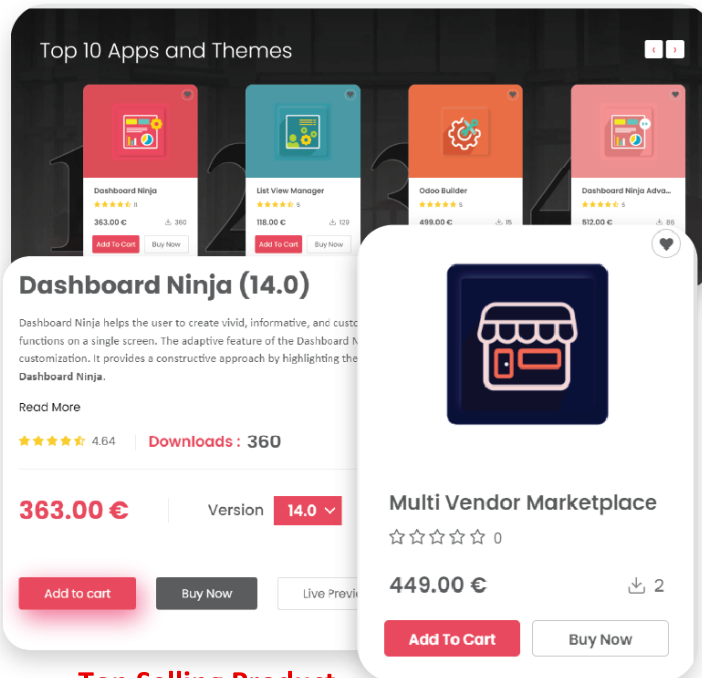
7+ Million Users



Dashboard Ninja

Top Selling Product

Odoo is a suite of open-source growing business at that covers all company needs CRM, e-commerce, Accounting, Sales, Inventory Project management etc.



Top Selling Product

New Product Launch



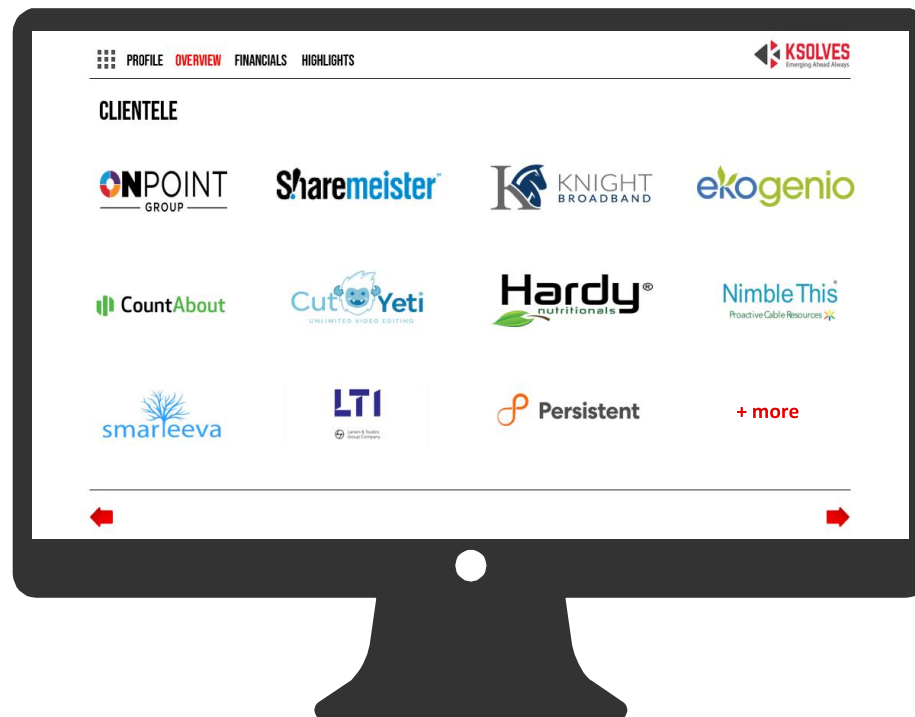


CLIENTELE

Our quality standards, punctual order completions & our unmatched overall service have resulted in significant recurring revenue from existing customers and also enabled us to garner clients which are some of the leading businesses in India and abroad.

Our strategy is to seek new customers and at the same time secure additional engagements from existing customers by providing high quality services and cross-selling new services.

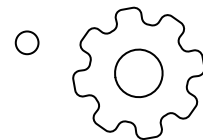
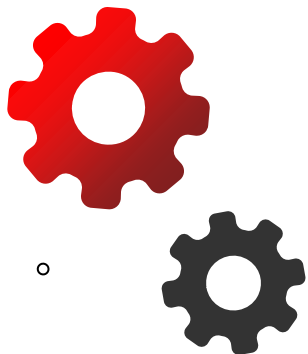
<u>Q1 FY24</u>	<u>Percentage of Revenue (%)</u>
Top 5 Customers	30%
Top 10 Customers	46%





BUSINESS

ANALYSIS





INDUSTRIES SERVED



IT & Services



48%



Telecom



5%



E-Governance



6%



Edu Tech



9%



BFSI



8%



Retail



10%



Marketing & Advertising



6%



Manufacturing



3%



Healthcare



1%



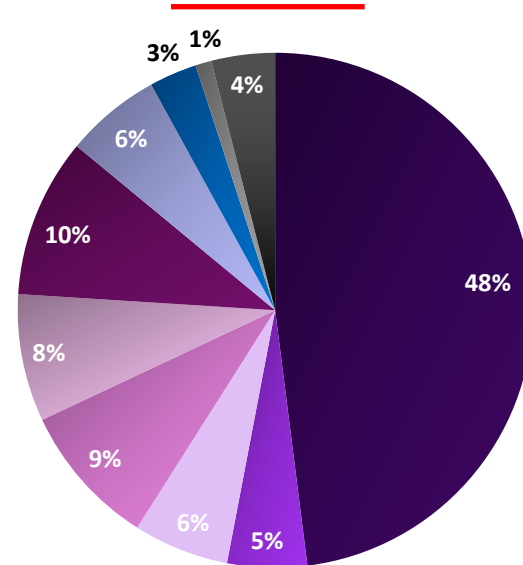
Others



4%

Revenue by Business Units	
Products	3%
Services	97%

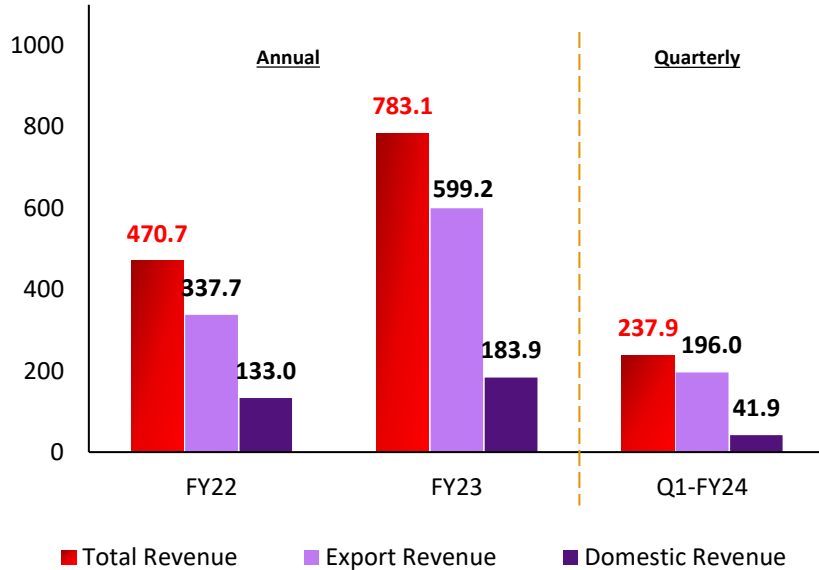
Revenue by Industry for Q1-FY24



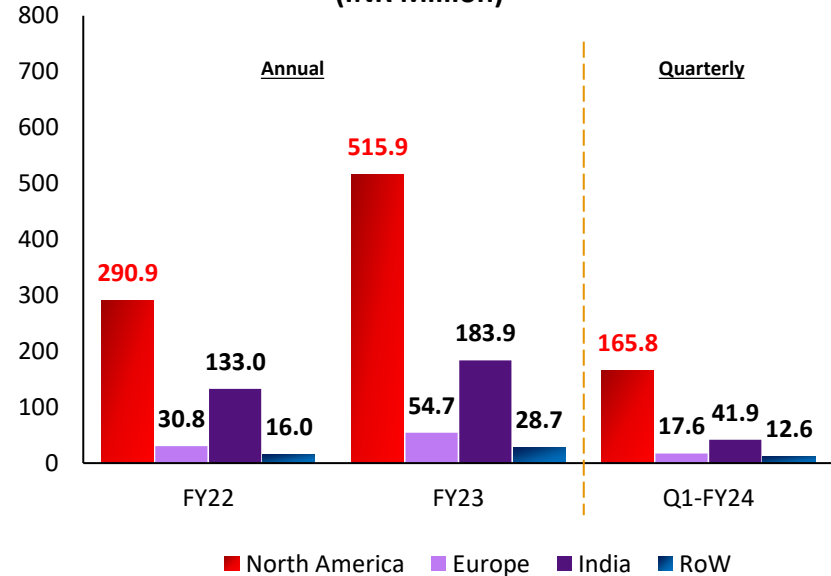


REVENUE BREAK-UP (1/2)

**Total Revenue Break-Up
(INR Million)**

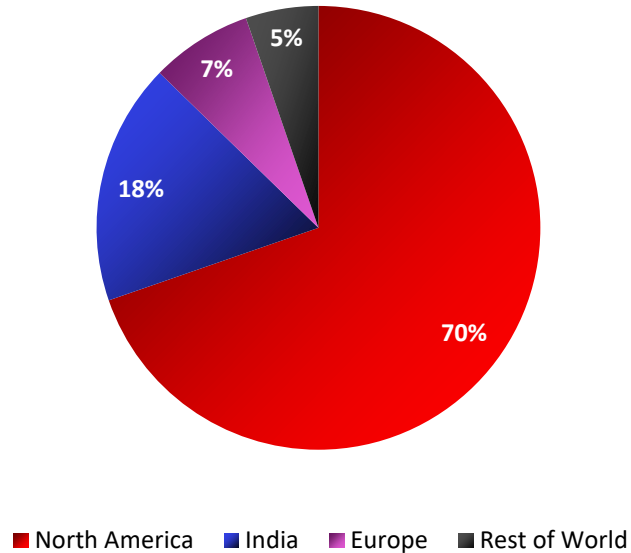


**Geographical Revenue Break-Up
(INR Million)**

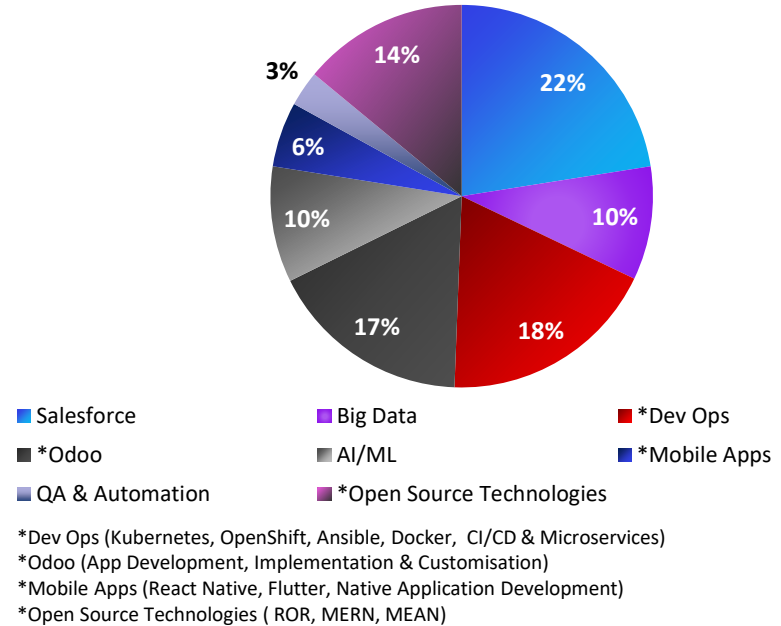


REVENUE BREAK-UP (2/2)

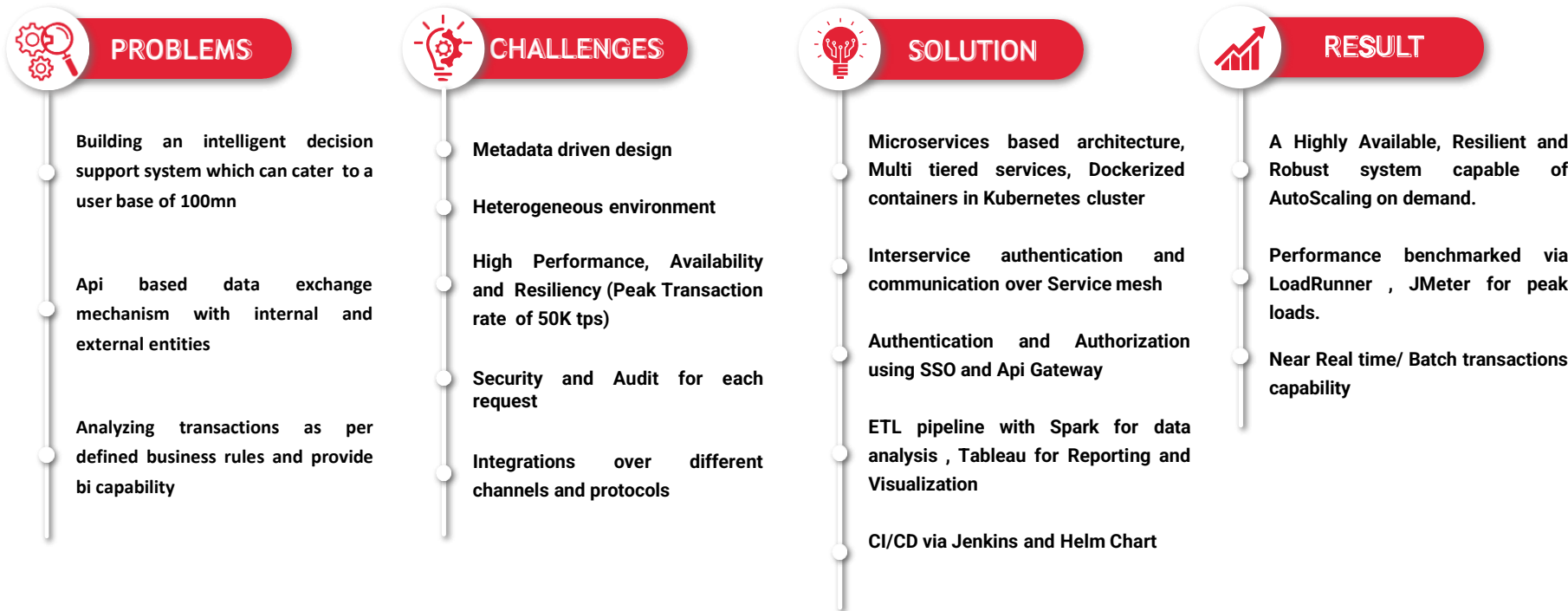
Revenue by Geography (Q1FY24)



Revenue by Technology (Q1FY24)



CASE STUDY (1/2): CLIENT - A PAN INDIA GOVERNMENT ORGANIZATION





CASE STUDY (2/2): CLIENT - AN INTERNET CABLE NETWORKING COMPANY



PROBLEMS

Problem: A solution to analyze huge data, handle many data requests without performance issue



CHALLENGES

- Selecting and processing aggregated Data
- Real time data collection with high volume
- Analysis of time series and historical data
- Offline data processing capability
- Scalability & Performance
- Delivery of data is not guaranteed
- Real time Reporting of historical data
- Data Model Not Scalable



SOLUTION

- **Apache Cassandra**
Inbuilt Fault tolerance and High Availability
- Cassandra handles data replication on its own
- **Apache Kafka**
Receive and process data streams from various sources
- **Apache NiFi**
Guaranteed delivery of process data by restarting the process again where it stopped due to errors
- Due to Low Latency with high throughput, ability to get real time response



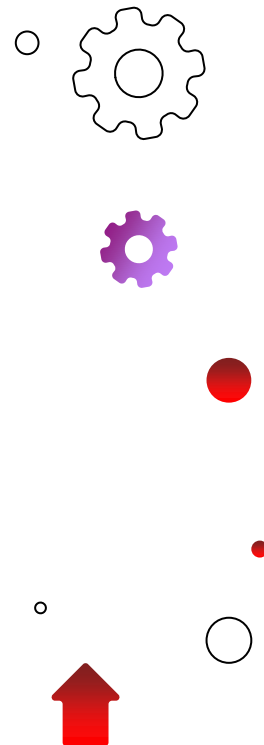
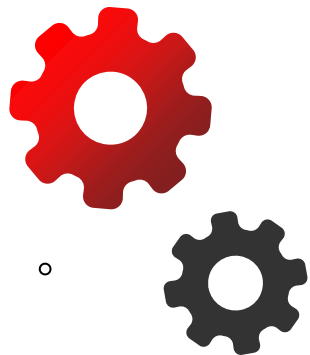
RESULT

- Able to collect real time data from millions of devices with high frequency
- High volumes of data with faster read and writes
- Able to perform distributed data processing
- High data availability with zero fault tolerance
- Handle millions of concurrent data requests without any performance impact





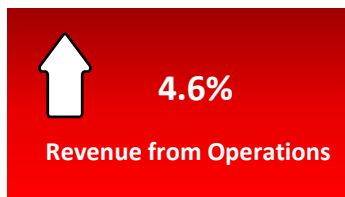
QUARTERLY HIGHLIGHTS



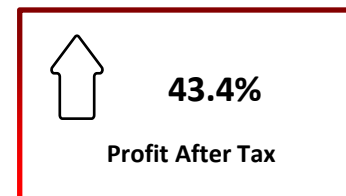
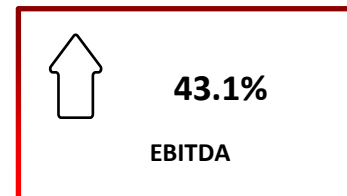
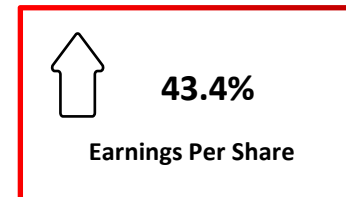
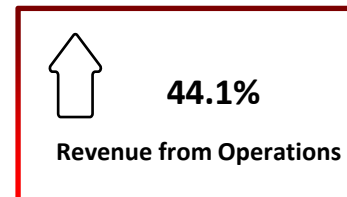


QUARTERLY PERFORMANCE – Q1FY24

Quarterly (QoQ)



Quarterly (YoY)





QUARTERLY FINANCIAL PERFORMANCE

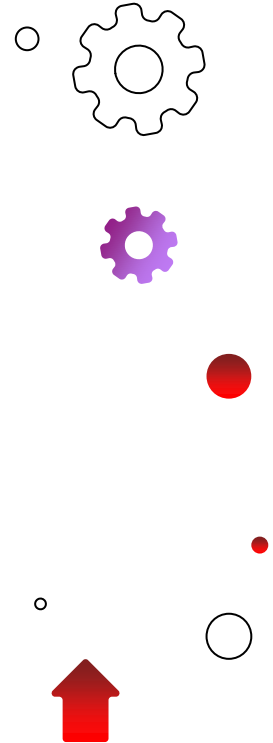
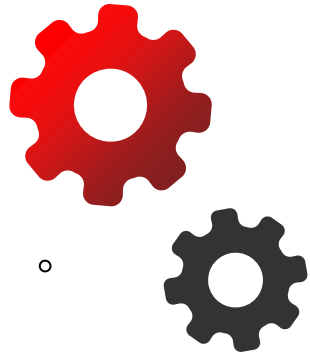
Particulars (INR Mn)	Q1FY24	Q4FY23	Q1FY23	YoY%	QoQ%	FY23	FY22	YoY%
Revenue from Operations	237.9	227.4	165.1	44.1%	4.6%	783.1	470.7	66.4%
Total Expenditure	135.9	134.6	93.9	44.8%	1.0%	454.5	269.3	68.8%
EBITDA	102.0	92.9	71.3	43.1%	9.8%	328.6	201.4	63.1%
EBITDA Margin (%)	42.9%	40.8%	43.2%	-29 bps	+203 bps	42.0%	42.8%	-84 bps
Other Income	0.7	4.3	1.1	-38.1%	-83.7%	6.3	12.7	-50.5%
Depreciation	1.4	1.3	1.5	-6.4%	7.7%	5.5	4.9	11.5%
Profit Before Interest & Tax	101.3	95.8	70.9	42.8%	5.7%	329.4	209.2	57.5%
Interest	-	-	-	-	-	-	0.0	-100.0%
Extraordinary Items	-	-	-	-	-	-	-	-
Profit Before Tax	101.3	95.8	70.9	42.8%	5.7%	329.4	209.1	57.5%
Tax	25.4	22.5	18.0	41.2%	12.9%	82.2	50.2	63.5%
Profit After Tax	75.9	73.4	52.9	43.4%	3.5%	247.2	158.9	55.5%
PAT Margin (%)	31.9%	32.3%	32.1%	-14 bps	-35 bps	31.6%	33.8%	-220 bps
Other Comprehensive Inc	-0.2	-0.8	-0.8	-76.4%	-78.0%	-2.7	-1.3	115.3%
Total Comprehensive Inc	75.7	72.6	52.2	45.1%	4.4%	244.5	157.7	55.1%
Earnings Per Share (Rs)	6.40	6.19	4.86	43.4%	3.5%	20.85	13.41	55.5%





ANNUAL

HIGHLIGHTS





ANNUAL INCOME STATEMENT (CONSOLIDATED)

Particulars (INR Mn)	*FY19	FY20	FY21	FY22	FY23
Revenue from Operations	54.2	101.3	282.2	470.7	783.1
Total Expenditure	51.3	89.3	160.2	269.3	454.5
EBITDA	2.9	12.0	122.0	201.4	328.6
EBITDA Margin (%)	5.3%	11.8%	43.2%	42.8%	42.0%
Other Income	0.1	0.0	2.1	12.7	6.3
Depreciation	0.8	2.9	4.3	4.9	5.5
Profit Before Interest & Tax	2.1	9.1	119.7	209.2	329.4
Interest	-	0.0	0.1	0.0	-
Profit Before Tax	2.1	9.1	119.6	209.1	329.4
Tax	0.5	2.3	30.2	50.2	82.2
Profit After Tax	1.6	6.8	89.4	158.9	247.2
PAT Margin (%)	3.0%	6.7%	31.7%	33.8%	31.6%
Earnings Per Share (Rs)	3.18	13.64	7.54	13.41	20.85

*FY19 is Standalone Data





ANNUAL BALANCE SHEET (CONSOLIDATED)

Particulars (INR Mn)	FY23	FY22	Particulars (INR Mn)	FY23	FY22
Assets			Equity and Liabilities		
Non-Current Assets			Equity		
(a) Property, plant and equipment	10.43	10.08	(a) Equity Share Capital	118.56	118.56
(b) Intangible Assets	0.60	0.60	(b) Other Equity	105.28	48.20
(c) Financial Assets			Total Equity	223.84	166.76
- Investments	-	-			
- Other Financial Assets	4.38	1.70	Liabilities		
(d) Deferred Tax Assets (Net)	5.04	2.59	Non-current Liabilities		
(e) Other Non Current Assets	-	-	Financial Liabilities	-	-
Total Non-Current Assets	20.45	14.97	Provisions	13.58	6.71
			Total Non-Current Liabilities	13.58	6.71
Current Assets			Current Liabilities		
(a) Inventories	-	-	Financial Liabilities		
(b) Financial Assets			- Borrowings	-	-
- Trade receivables	151.30	92.57	- Trade payables	4.67	5.68
- Cash and cash equivalents	85.73	68.95	- Other Financial Liabilities	1.45	1.44
- Bank Balance & other Cash			Provisions	84.82	51.27
equivalents	0.34	0.49	Current Tax Liabilities	12.51	4.99
- Other financial assets	0.31	2.71	Total Current Liabilities	103.47	63.38
(c) Other current assets	82.74	57.16			
Total Current Assets	320.43	221.88			
			Total Equity and Liabilities	340.88	236.85
Total Assets	340.88	236.85			



THANKS!

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