

**Date: July 22, 2024**

<b>Listing Compliance</b> National Stock Exchange of India Ltd. Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E) Mumbai – 400051	<b>Listing Compliance</b> The Bombay Stock Exchange Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001.
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**Subject:** Investor Presentation-Q1'FY25

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

**BSE Scrip Code: 543599; NSE Symbol; KSOLVES; ISIN: INE0D6I01015**

Dear Sir/Madam

With reference to the above-captioned subject, please find herewith, enclosed the Investor Presentation by the Company. The aforesaid Investor Presentation is also being disseminated on Company's website at <https://www.ksolves.com/>

This is for your information and records.

**For Ksolves India Limited**

**Manisha Kide**  
**Company Secretary & Compliance Officer**



# INVESTOR PRESENTATION

Q1'FY25



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# OVERVIEW



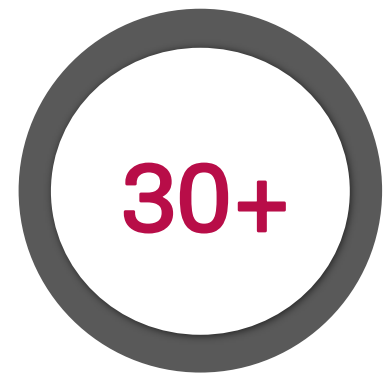
# COMPANY OVERVIEW



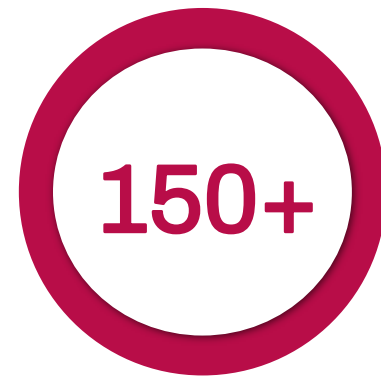
Years of Service



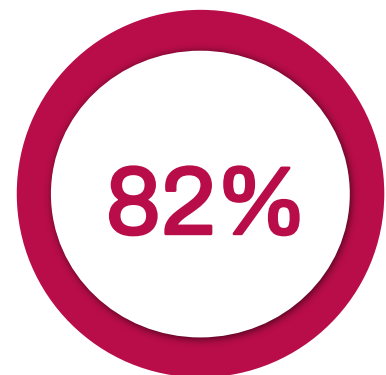
Employees



Countries



Happy Clients



Revenue Generated by Repeat Customers



Top 5 Clients Contribution

## 3 Offices



## Technology Partners

BRONZE Solution Partner	
Partner Network	ADVANCED BUSINESS PARTNER ISV Partner
Gold Partner	SUMMIT PARTNER

Consistent Revenue and PAT Growth:

**\*Q1FY25 Revenue Growth 33% and PAT Growth 18% YoY**

**Milestone Achieved : 100 Cr+ revenue in FY24**

CAGR (FY20 to FY24)

**Sales 81%**

**Net Profit 166%**

\*Consolidated

# AWARDS & ACCREDITATIONS

- Won Indian MSME of the Year 2023 Award by Economic Times.
- Won Duns & Bradstreet 'Business Enterprises of Tomorrow 2023 - Business Excellence Award'.
- Won the “NASSCOM SME Inspire Awards 2023” by Sanjeev Sanyal, Member of the Economic Advisory Council to the Prime Minister of India
- Won Great Companies - SME Business Award 2022 under the 'Business Services and Consulting Category' by 'Great Companies'.



# Ksolves: Pillars of Outstanding Performance



Lean Cost Structure



Swift Turnaround



High-Quality Delivery



Client-Centric Approach



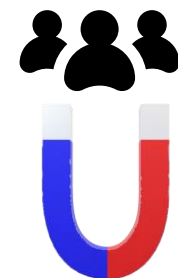
Satisfied Customers



Advanced Specialized Technologies



Agile & Responsive Team



High Customer Retention



Flexible & Adaptive Business Model



## Ratan Srivastava

Chairman & Managing Director

Ratan Srivastava holds a degree in Bachelor of Technology in Computer Science & Engineering. He serves as a cornerstone of our company's core management, where he spearheads major policy decisions. With 18+ years of extensive experience in the industry, Ratan is the driving force behind formulating business strategies and their effective implementation. His responsibilities encompass overseeing the expansion and overall management of our business operations. His leadership qualities have been instrumental in leading the core team of our company.



# KEY MANAGEMENT



**Deepali Verma**

Whole-time Director  
& Promoter



**Manish Gurnani**

Chief Technology  
Officer (CTO)



**Nishant Agarwal**

Vice President of  
Engineering



**Umang Soni**

Chief Financial Officer  
(CFO)

# BOARD OF DIRECTORS



**Vineet Krishna**  
Independent Director



**Sushma Samarth**  
Independent Director

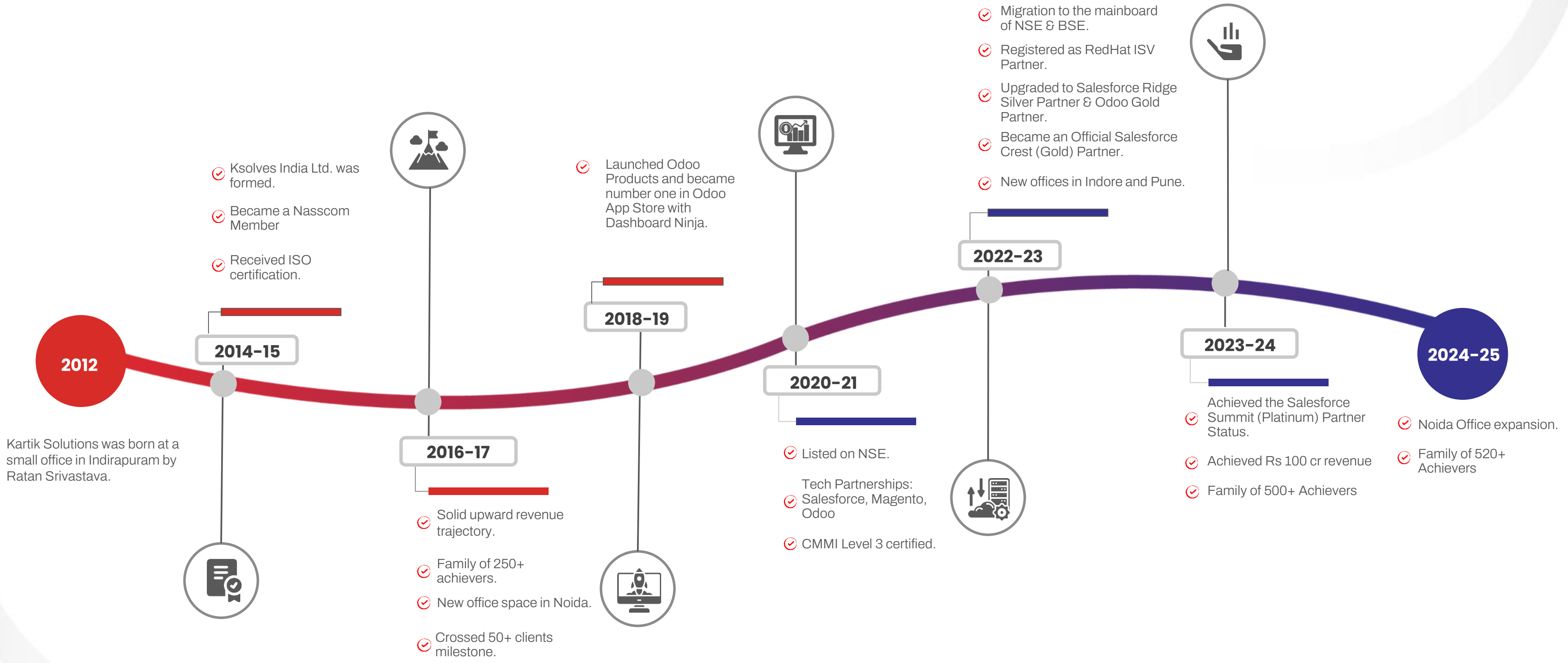


**Varun Sharma**  
Independent Director



**Varsha Choudhry**  
Independent Director

# TIMELINE



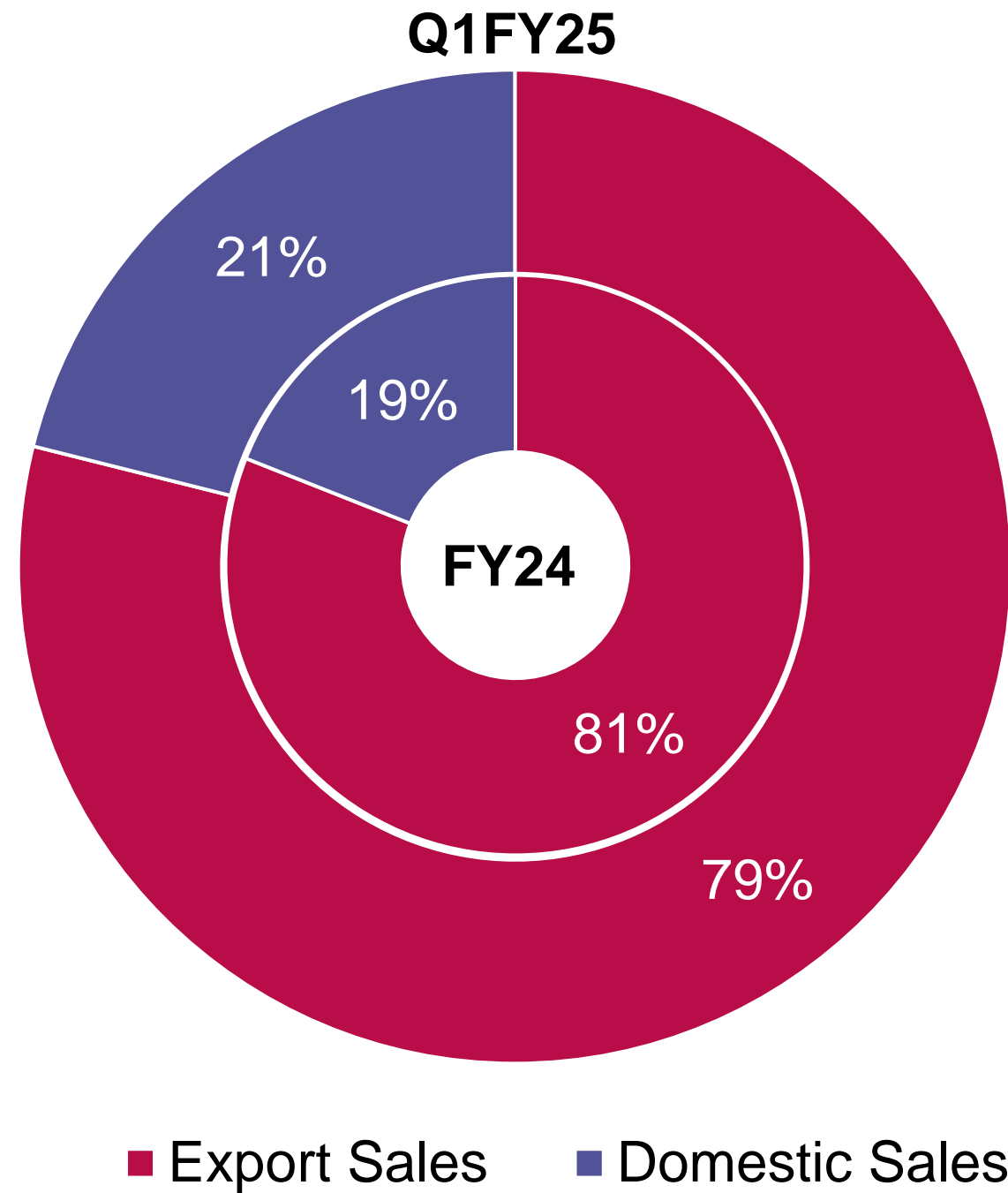
- Our quality standards, punctual order completions & our unmatched overall service have resulted in significant recurring revenue from existing customers and also enabled us to garner clients which are some of the leading businesses in India and abroad.
- Our strategy is to seek new customers and at the same time secure additional engagements from existing customers by providing high quality services and cross-selling new services.

Q1FY25	Percentage of Revenue (%)
Top 5 Customers	38%
Top 10 Customers	54%



# GEOGRAPHICAL PRESENCE

## DOMESTIC VS EXPORT

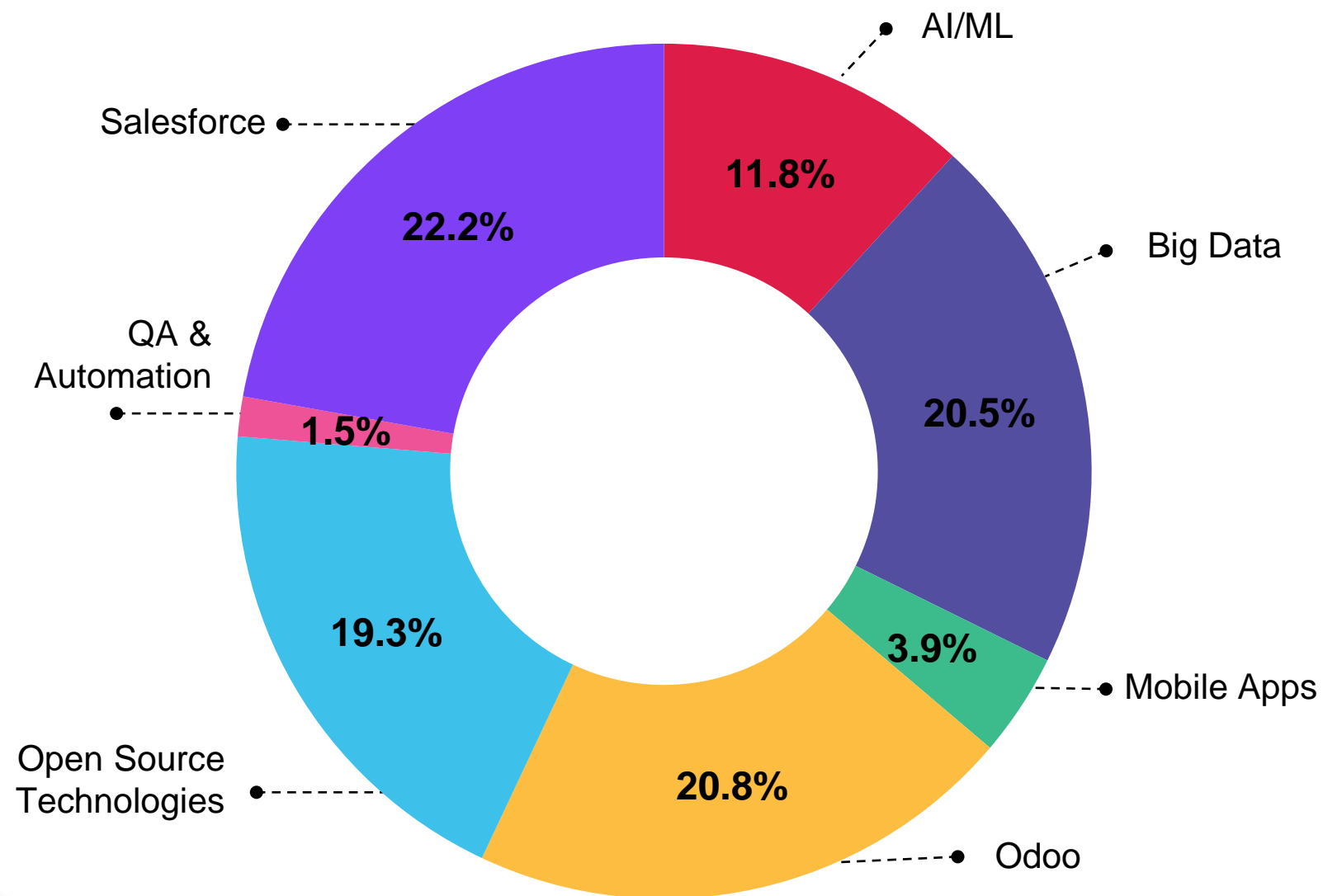


## OVERSEAS REVENUE DISTRIBUTION

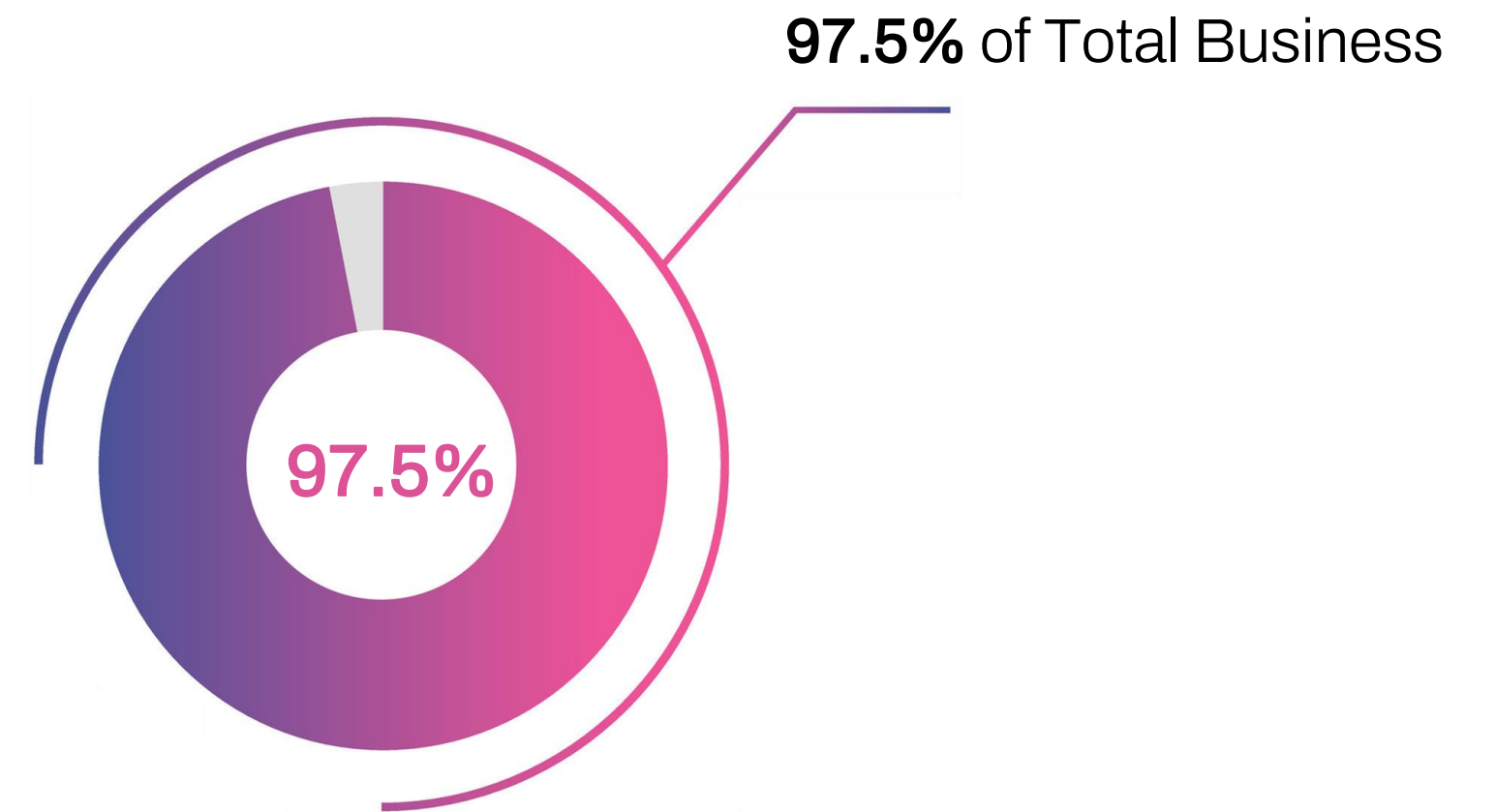
	Q1FY25	FY24	
North America	78%	80%	] of Overseas Revenue
Europe	10%	9%	
Australia	9%	8%	
RoW (Rest of World)	3%	3%	
<b>Overseas Revenue to Total Revenue</b>	<b>79%</b>	<b>81%</b>	

# REVENUE BREAK-UP (Q1FY25)

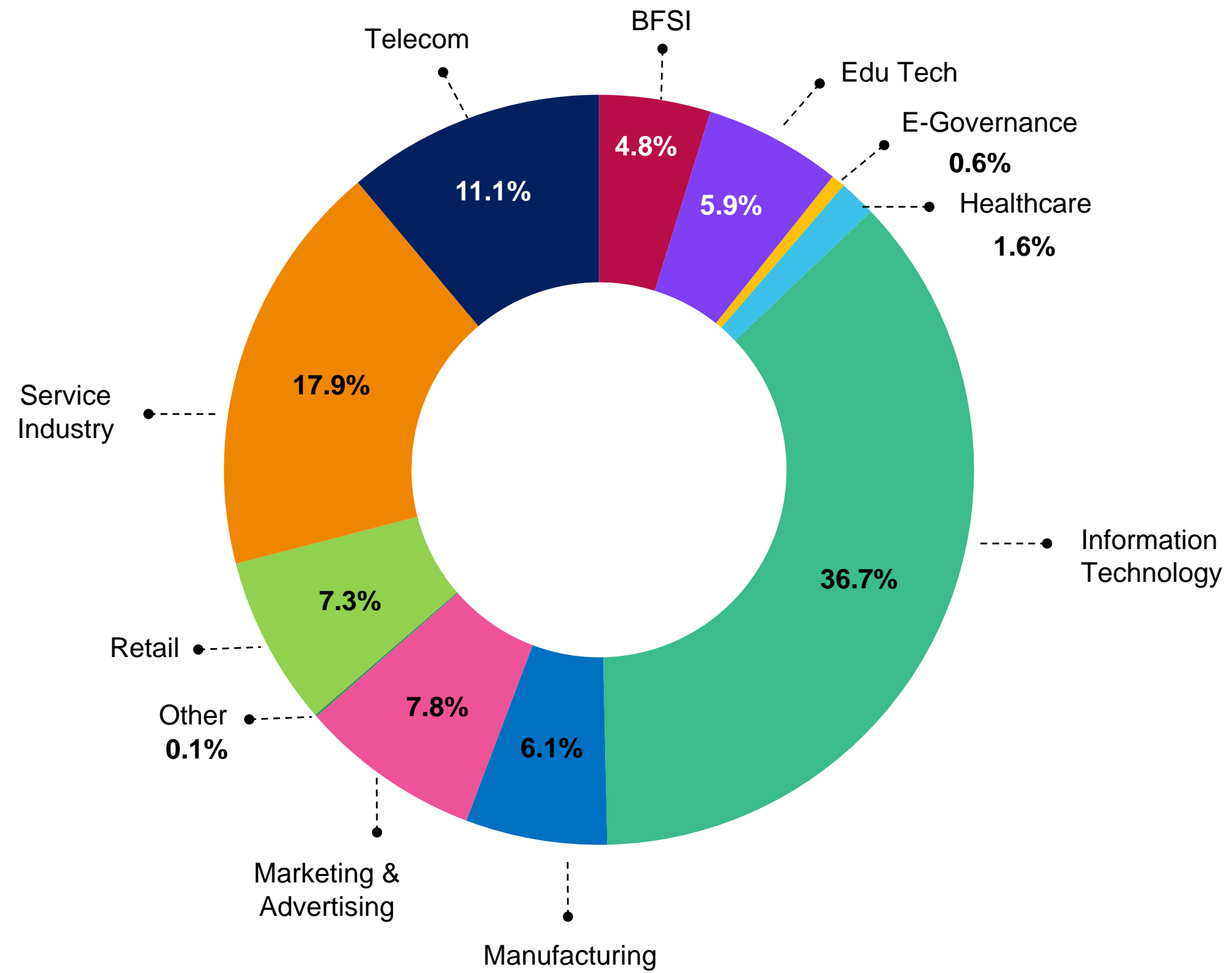
## Revenue by Technology



## Development & Consulting Services



# INDUSTRIES SERVED (Q1FY25)



#Services includes- Public Safety, Hospitality, Legal, & Consulting

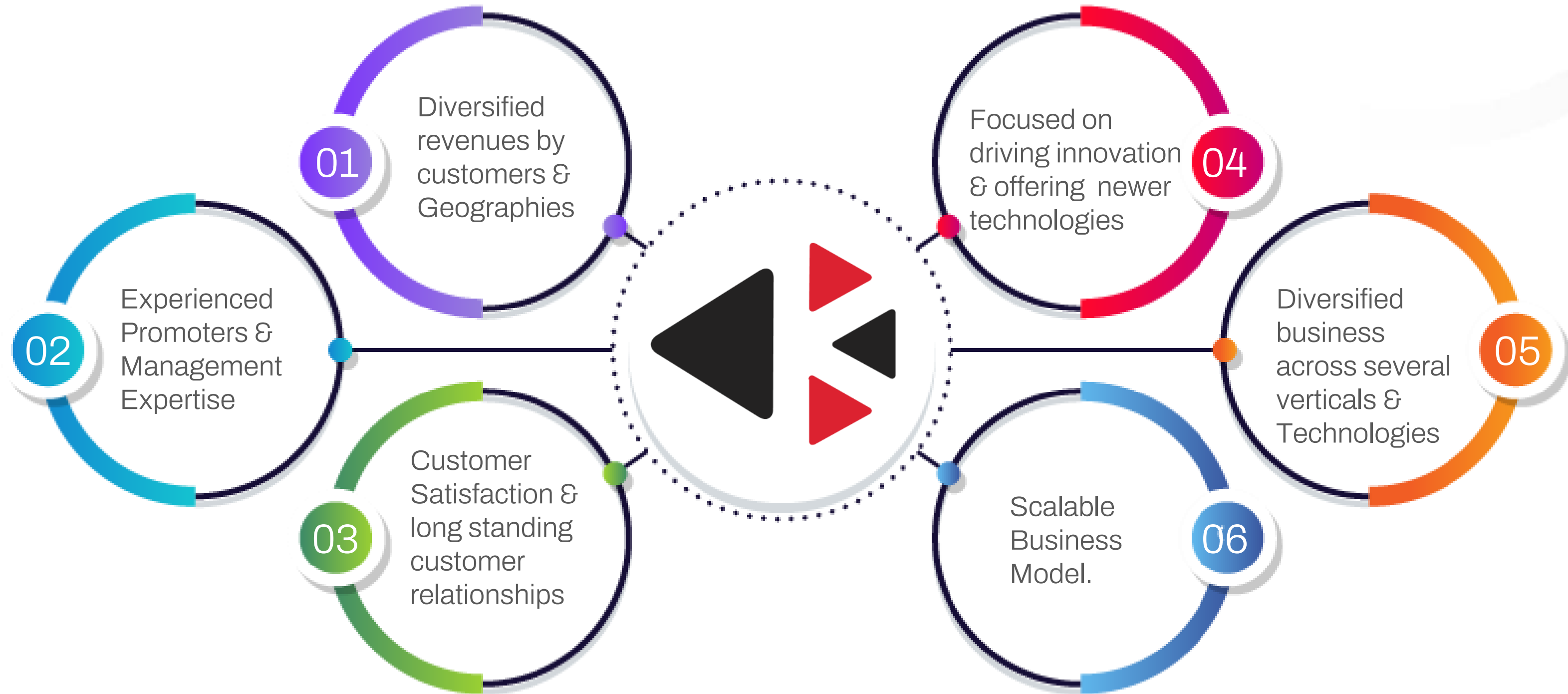


# GROWTH STRATEGY

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# BUSINESS BLUEPRINT





# LATEST INITIATIVES & ACHIEVEMENTS



## 1 Increased Utilization

Increased utilization percentage and better recoveries for legacy contract helped in improving the operating profit margin.

## 2 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.

## 3 Smart Investments

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

## 4 Client Relationships

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

# OUR BUSINESS GENERATION STRATEGIES

- Strategic Partnerships
- Visibility through Global Events
- Multi-Channel Marketing
- Content Marketing
- Personalized Sales Outreach
- Thought Leadership
- Client Referrals & Testimonials



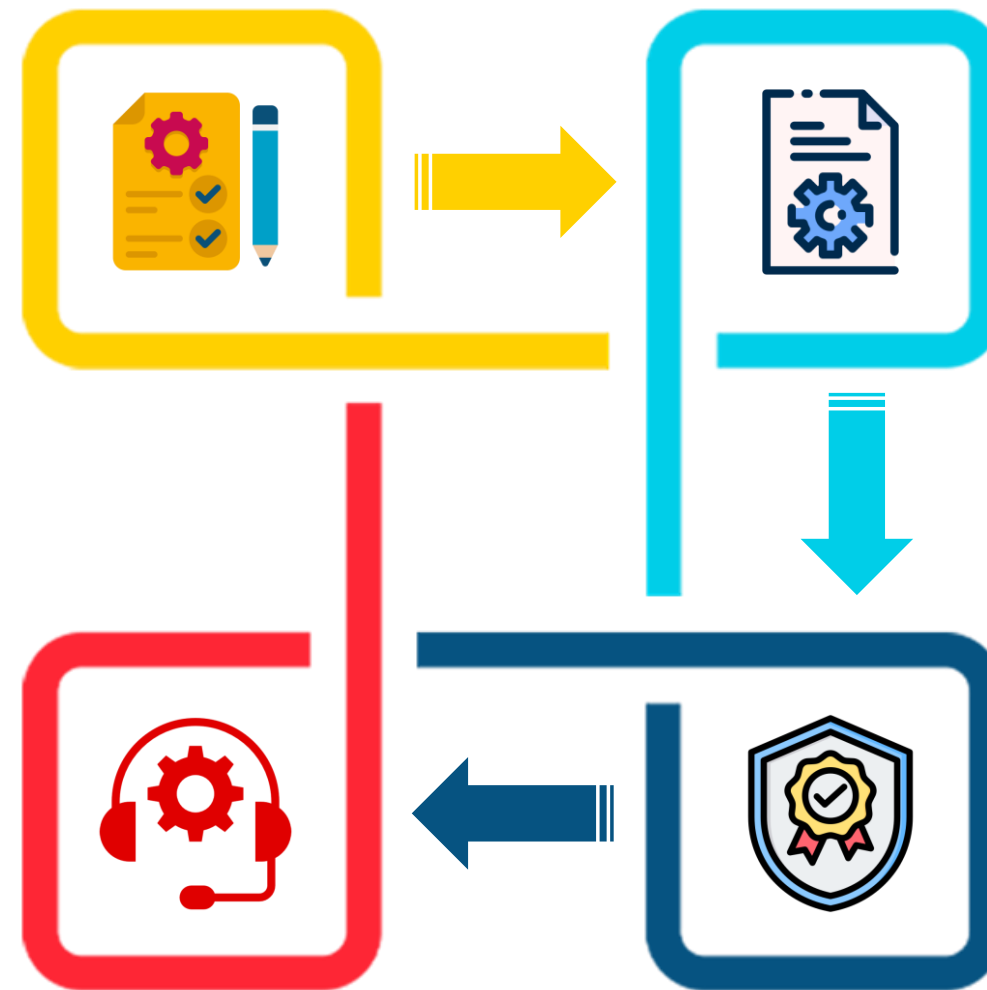
# OUR SERVICE PROCESS

## Requirement Analysis

- 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.

## Support & Maintenance

- Our customer service is our major USP that makes our customers work with us for a longer period.
- After development and deployment, we keep the client updated with the latest functionalities and ensure clients issues, if any, are resolved promptly .



## Software Development

- 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

## Project Management & 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 Team Lead as and when they need it.

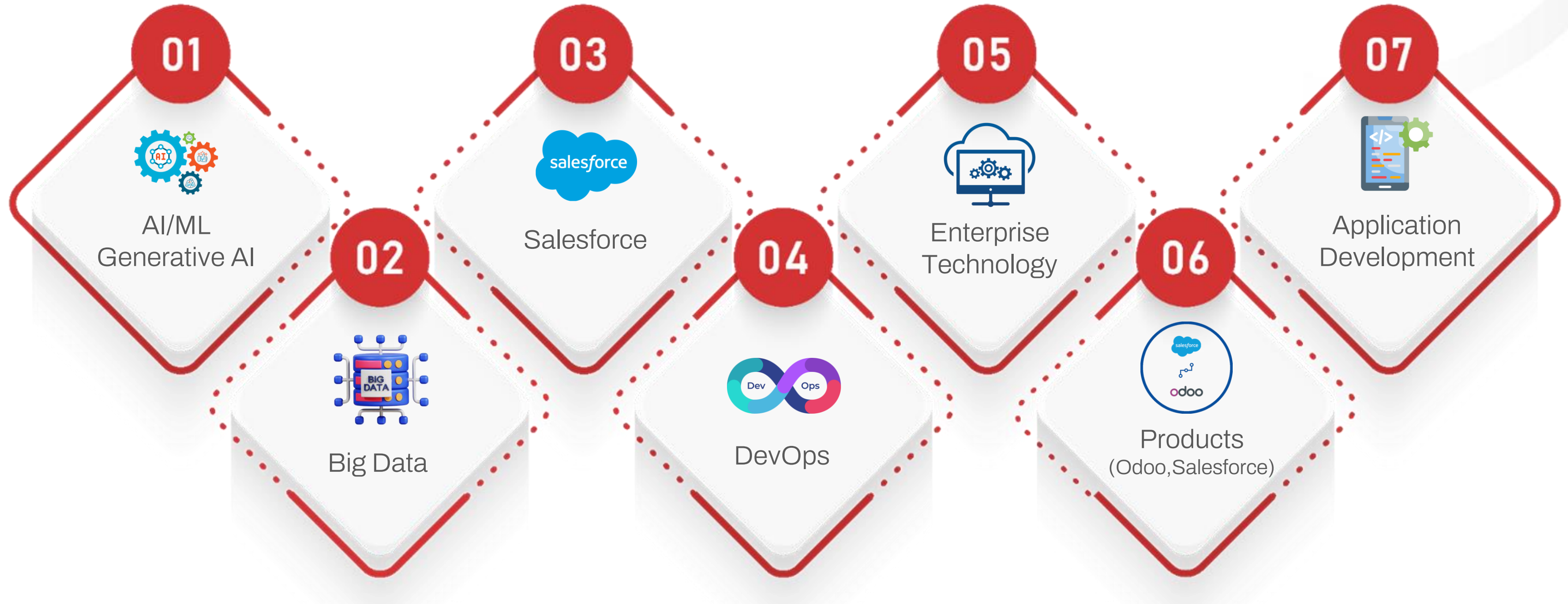
# TECHNOLOGY ROADMAP

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# TECHNOLOGY OFFERINGS



# NEW TECHNOLOGY INCLUSION

## Data Streams



## AI, Data Engineering & Visualization

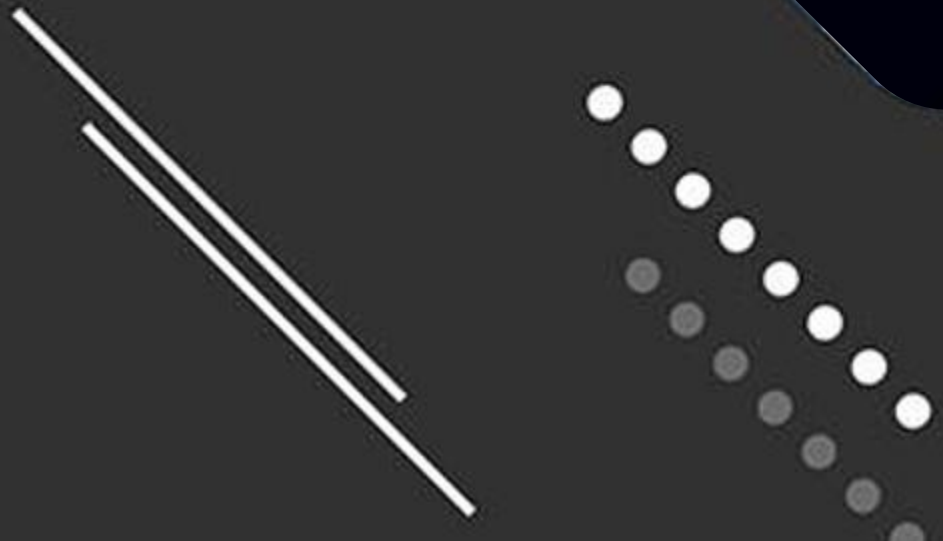
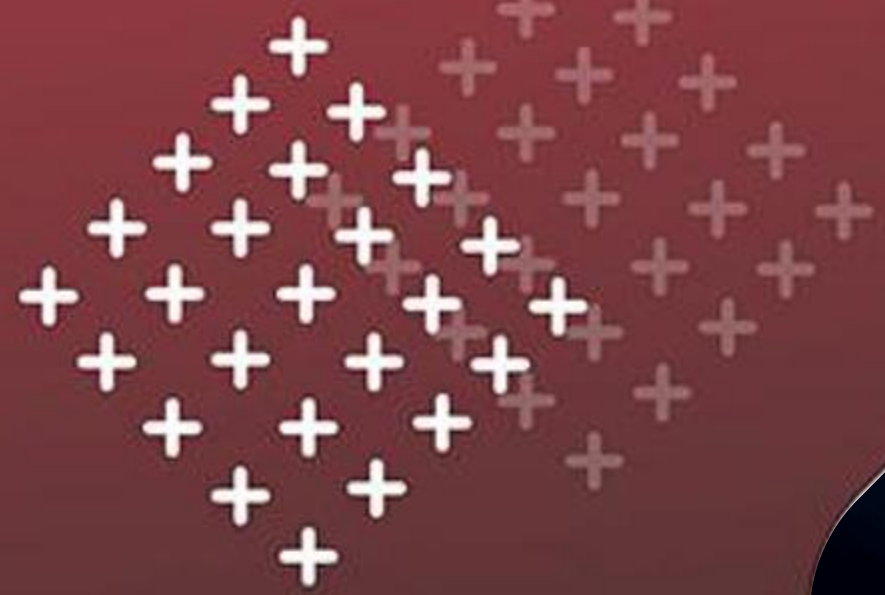


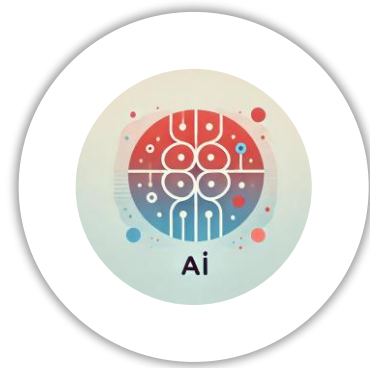
## Data Warehouse



# KEY OFFERINGS:

Innovations in AI, BigData & Salesforce





# KSOLVES' Gen AI INDUSTRY-AGNOSTIC PRODUCT | KNOWLEDGE MANAGEMENT SYSTEM

## WHAT

- Private and Customized AI GPT Search for all Enterprise Employees and Customers.
- Benefits all Org. in any Industry.

### KMS / GenAI Market Opportunity

- Part of GenAI market growing at CAGR of 39.6% - \$16 B in '24 to \$109 B by '30.
- Untapped Potential in SMBs, Gov, and Enterprises, Healthcare, eCommerce- underserved by existing AI Orgs.

### User Experience and Collaboration

- Integrated User Feedback.
- Enhanced Collaboration.
- Efficient Caching.

## WHY

- Removes Info. Overload and Silos for Teams.
- Easy human-like response.
- Helps make Quicker and Smarter Decisions.

### Customization and Personalization

- Hyper-Customized and Personalized Responses.
- Integrates with popular Clouds and Systems and supports Multi-Format and Multi-Source Support (PDF, Doc, XML, HTML, etc).

### Security, Administration and Scalability

- Security and Privacy of Proprietary Data.
- Enhanced Administration Features.
- Data and Cost Control and Optimization.
- Scalability and Flexibility.

## HOW

- Supports Fast and Seamless Data Ingestion.
- Combines State-Of-The-Art AI Techniques and Models.
- Unique Algos to reduce cost and improve Accuracy

### Additional Features

- Conversation Flow Identification.
- Multi-Department SaaS Support.
- Reduced Dependency on External Vendors.

Source: <https://www.grandviewresearch.com/industry-analysis/generative-ai-market-report>



# KSOLVES' NiFi PRODUCT | KSOLVES DATA FLOW MANAGER

## WHAT

- Ksolves Data Flow Manager (KDFM) offers a user-friendly web interface for Managing NiFi Deployments

## WHY

- Simplifies flow promotion, eliminates scripting, reduces errors through automation, and centralizes cluster information.

## HOW

- Add clusters via NiFi URL and certificates, import nodes and namespaces, display and promote namespaces, and manage user access.

### Flow Management

- Intuitive UI for promoting NiFi flows.
- Reduces errors through automated processes.
- Supports deployment at the sub-process group level.

### User Experience and Collaboration

- Easy-to-use web-based interface.
- Provides overview of cluster.
- Integrated user feedback and collaboration.

### Security and Compliance

- Create users and grant access to clusters or specific namespaces.
- Ensures secure access.
- Manages sensitive parameters securely.

### Administration and Scalability

- Supports monitoring, node management, and cluster creation.
- Reduced supervision with automation and ready-to-use flow catalogs.
- Compatible with container and non-container setups.



# KSOLVES' SALESFORCE PRODUCT | ROLLUP MAGIC

## Key Benefits

### WHAT

- Create custom rollup summaries for any Salesforce data, including lookup relationships

### WHY

- Admins create roll-ups without Apex. Supports sum, count, average, min, and max. Real-time updates keep data current. Automates roll-ups, reducing manual effort. Users can create custom filters.

### HOW

- Select parent and child objects, set criteria, choose aggregation type, specify fields, define updates, and activate to start data aggregation.

#### Seamless GA4 Integration

- Integrate smoothly with GA4 for advanced analytics.

#### User Experience Improvement

- Identify and fix customer journey pain points.

#### Real-Time Data Collection

- Instant insights for quick decision-making.

#### Enhanced Customer Insights

- Detailed behavior data for marketing decisions.

#### Sales Performance Tracking

- Monitor metrics to boost conversions and revenue.

#### Customizable Integration

- Tailor GAC to fit your unique business needs.



# KSOLVES' SALESFORCE PRODUCT | GOOGLE ANALYTICS CONNECTOR

## Key Benefits

### WHAT

- GAC integrates with GA4 for SFCC, tracking diverse e-commerce events and providing deep customer behavior insights.

### WHY

- Captures e-commerce events, analyzes behavior, and monitors site performance and product popularity.

### HOW

- Our solution tracks customer interactions in GA4, offering insights for better decisions, optimized marketing, and improved conversions. Enhances navigation, checkout, and provides real-time data for agile strategies.

#### Quick Setup

- Easy configuration with a user-friendly interface

#### Single Screen Rollup Setup

- Enable to set up your roll-ups on a single screen.

#### Create Up to Five Rollups Free

- Access to five roll-ups in our free version.

#### Free Developer Support

- Includes 20 hours of support with a paid subscription.

#### User-Friendly Interface

- Intuitive design for effortless navigation.

#### Advanced Error Handling

- Ensure smooth error handling with instant notifications.

# Case Study 1 - EdTech: Leveraging Gen AI for Authoring Exams

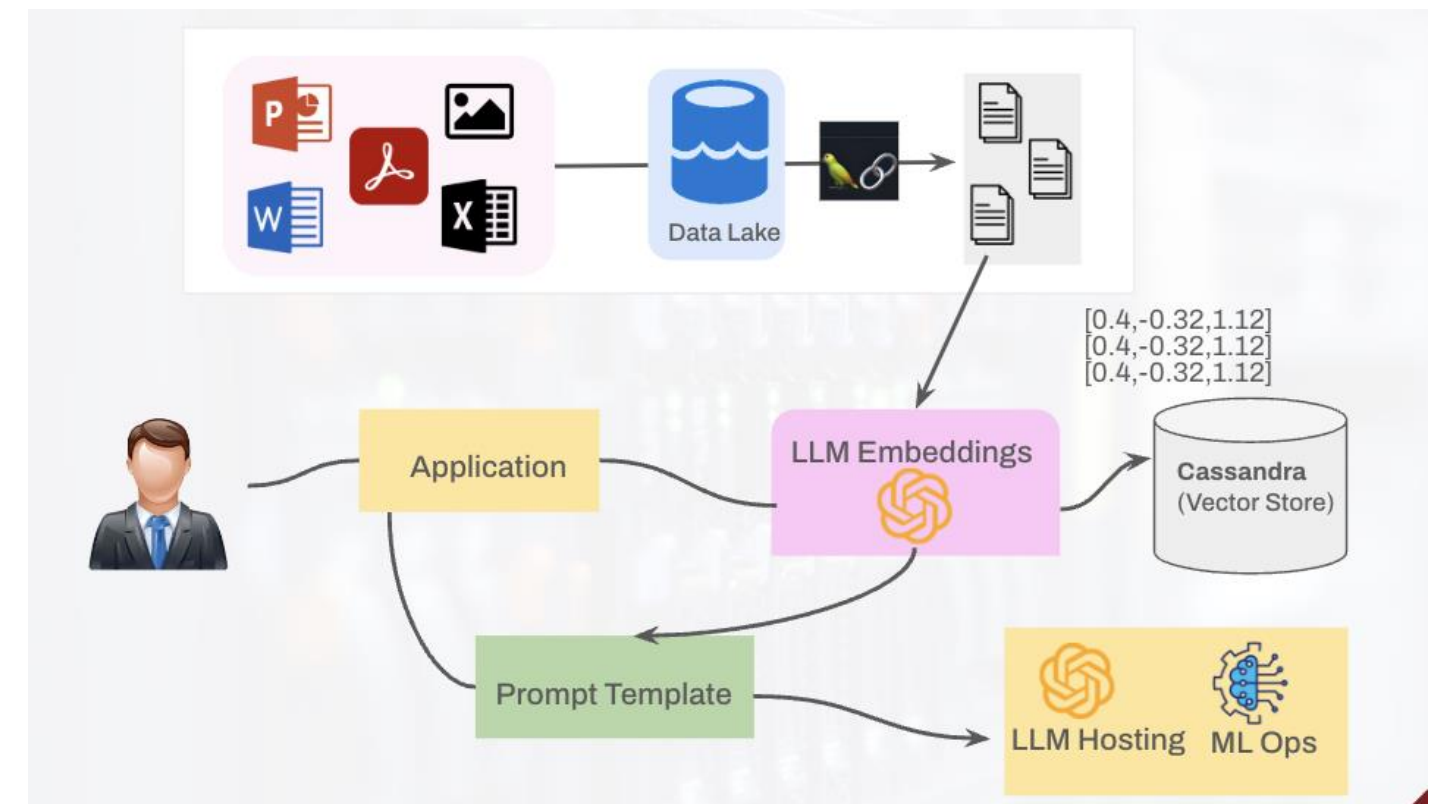
## Problems

- An enterprise level e-Learning platform provider, is facing a challenge of manual creation of questionnaires, quizzes, exams by the instructors which is time consuming.
- Requires a solution which creates assessments & assignments automatically from the learning content uploaded by the instructors (PDF, PowerPoint or Word doc) using Generative AI.

## Solution

- Deployed LLM which takes content as input and creates quizzes and examinations.
- Implemented a middleware which parse the documents into the tokenize data and stores it in a vector DB
- Configured a fine tuned model for the specific format
- Integrated Prompt engineering to get the desired result from the Solution

### ARCHITECTURE DIAGRAM





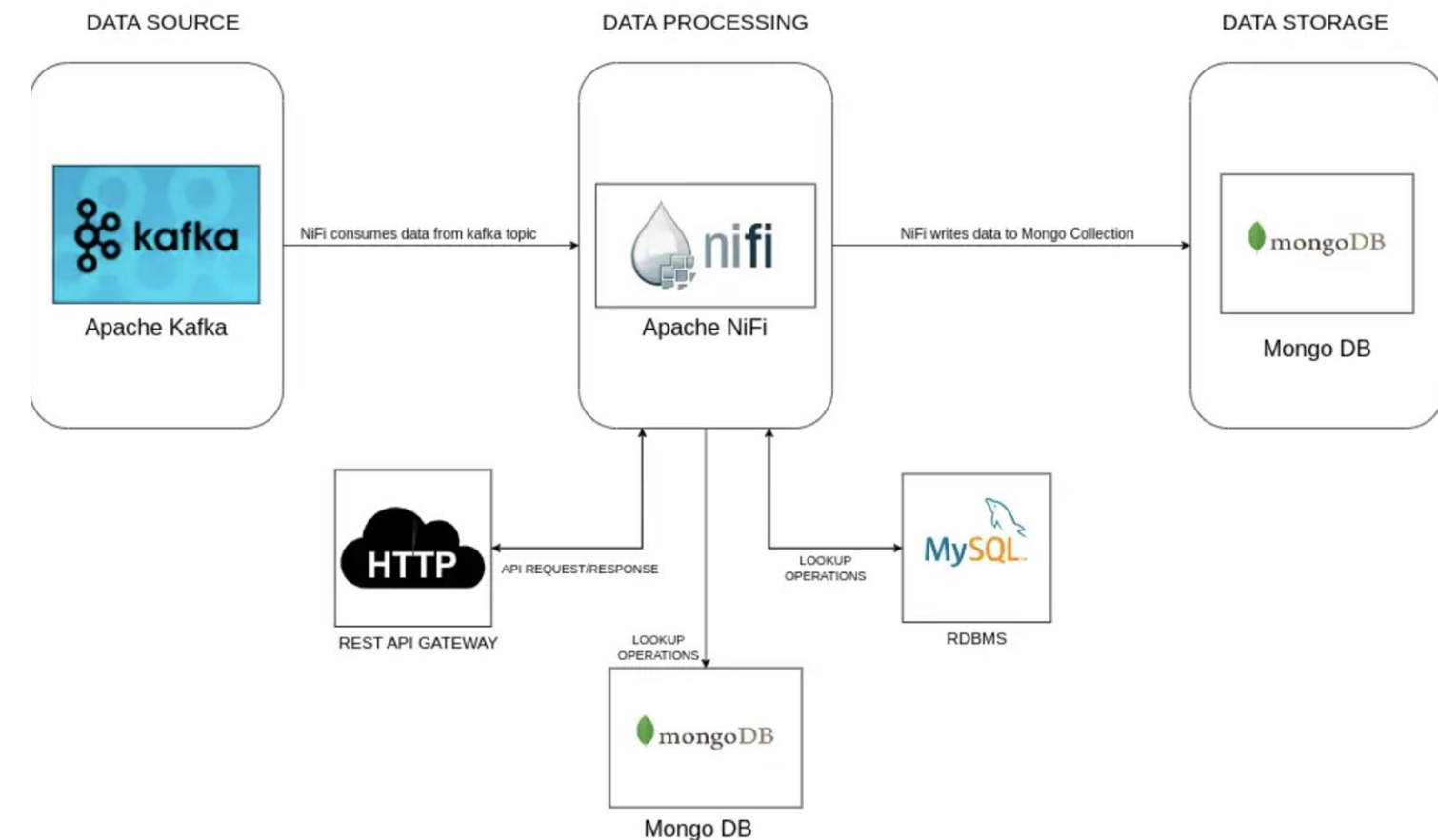
# Case Study 2 - Big Data : Apache NiFi for Large Data movement

## Problems

- A customer needs to migrate their tender process data storage from SQL to NOSQL (MongoDB) database and is facing issue while mapping the data between various components.
- Requires a solution which efficiently consumes data from kafka and does various lookup on SQL and NOSQL databases, along with few REST API calls and stores the data efficiently into MongoDB Collection.

## Solution

- Deployed Apache NiFi to create a data flow, that efficiently communicates with all data endpoints.
- Configured lookup operation to SQL and NOSQL DB for Data Mapping
- Provided optimized flow to improve the processing
- Integrated JOLT Transformation to handle complex nested JSON data



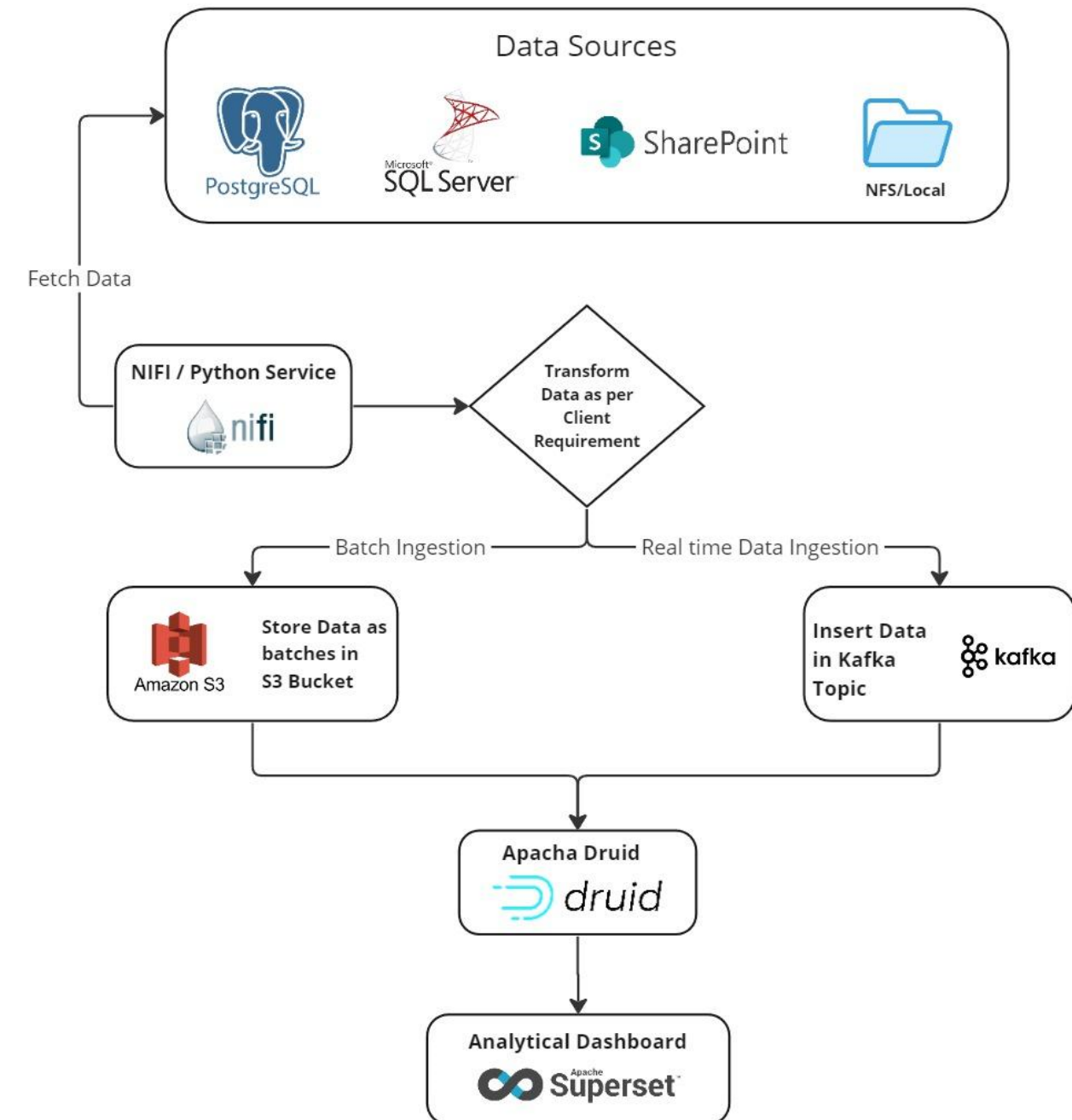
# Case Study 3 - Big Data Bonanza

## Problems

- One of the largest telecommunication companies is facing the issue of inefficient analysis of a rapidly growing accounting dataset
- Traditional relational databases were unable to efficiently analyze the rapidly growing accounting dataset, resulting in slow query response times
- Requires a solution that could provide scalable and real-time analytics.

## Solution

- Deployed Apache Druid clusters on cloud infrastructure for scalability and flexibility.
- Configured data connectors for instant integration with various data sources, including transactional databases, event streams, and Amazon Cloud Storage (S3).
- Implemented real-time data ingestion pipelines for continuous streams and batch data.
- Collaborated with Data Analysts to create an analytics dashboard based on the right query patterns.
- Integrated Apache Kafka for real-time data streaming with Druid's real-time nodes.



01

## Salesforce World Tour Essentials Mumbai



**Ksolves at Salesforce World Tour Essentials Mumbai**  
The event has given us a great platform to showcase our cutting-edge Salesforce solutions and innovative Gen AI capabilities. At our booth, attendees received exclusive demonstrations of our top-rated #1 Gen AI SMS App for Salesforce, highlighting its game-changing features in business communication.

02

## Ksolves at Global AI Show Dubai



**Ksolves successfully participated as a Gold Sponsor at the Global AI Show in Dubai.** This event served as a pivotal platform for us to showcase our leadership and innovation in Artificial Intelligence.

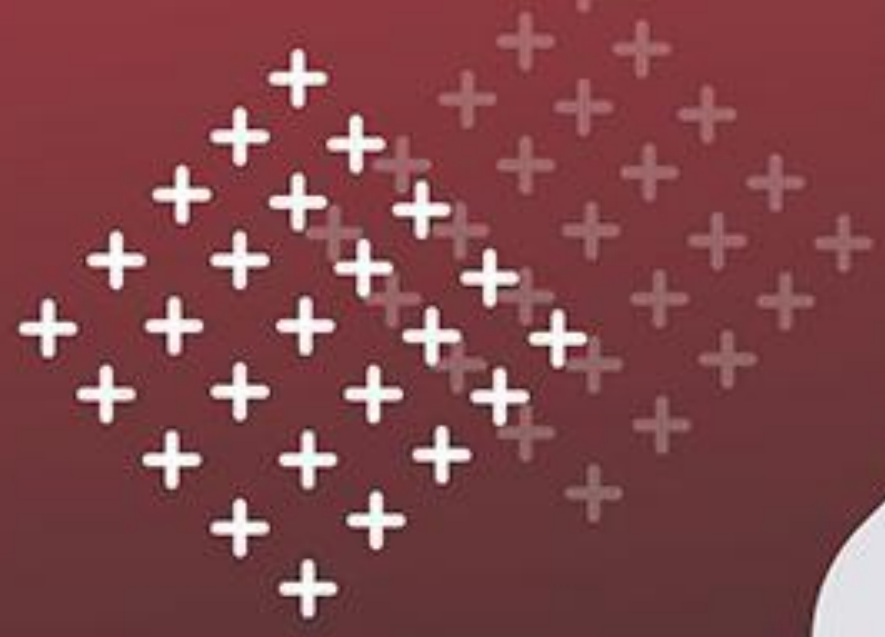
Our Chief Technology Officer, Mr. Manish Gurnani, delivered a compelling keynote on "Big Data Meets AI: Unlocking the Potential for Innovation."

03

## Keynote Speaker at the 3rd Annual Predictive Analytics Summit 2024, Mumbai



**This summit** provides a platform for industry leaders to share valuable insights and advancements in Predictive Analytics across diverse sectors. Attendees can expect a collaborative environment conducive to knowledge exchange and networking, contributing to the growth of Predictive Analytics in India.



# FINANCIAL PERFORMANCE



# QUARTERLY PERFORMANCE – Q1FY25

(Consolidated)

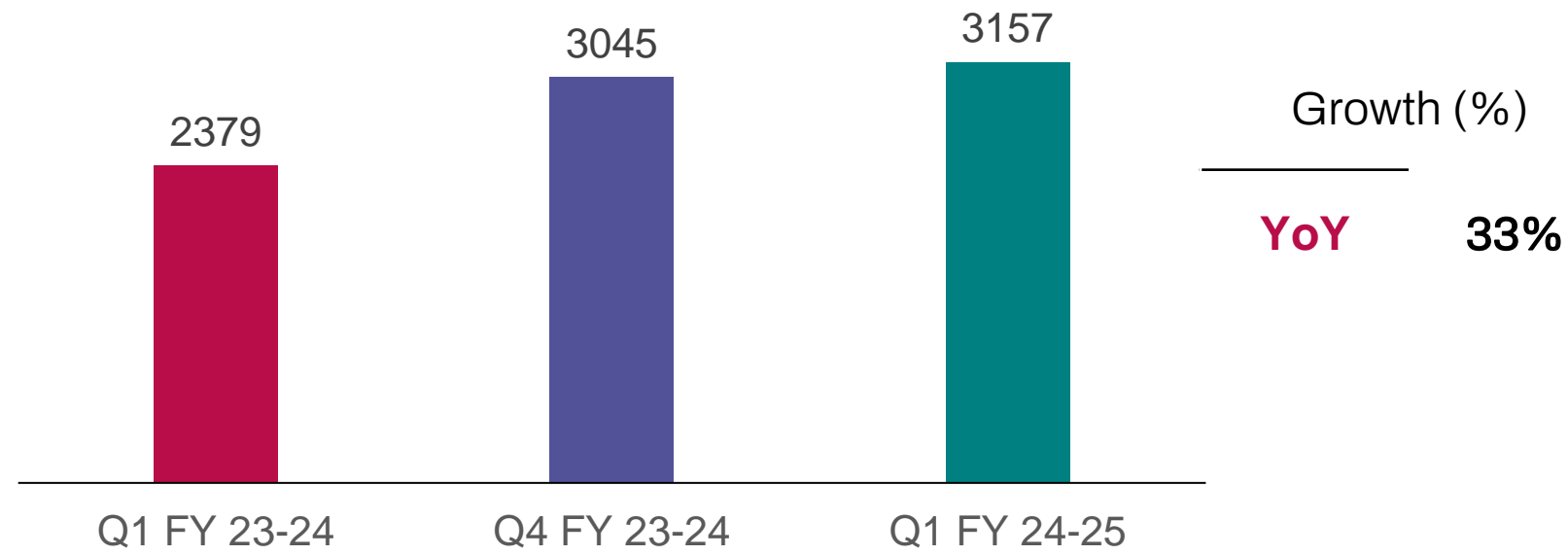


Continue to remain debt free

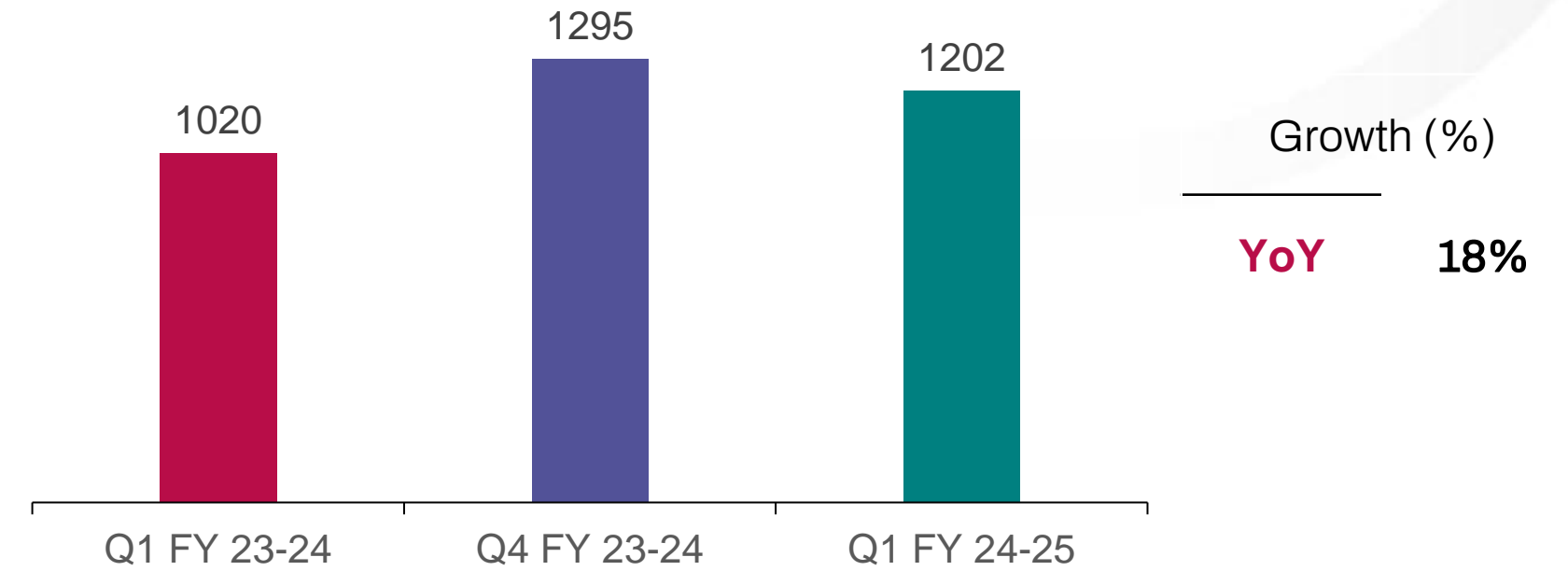
# PERFORMANCE OF Q1FY25

(Consolidated)

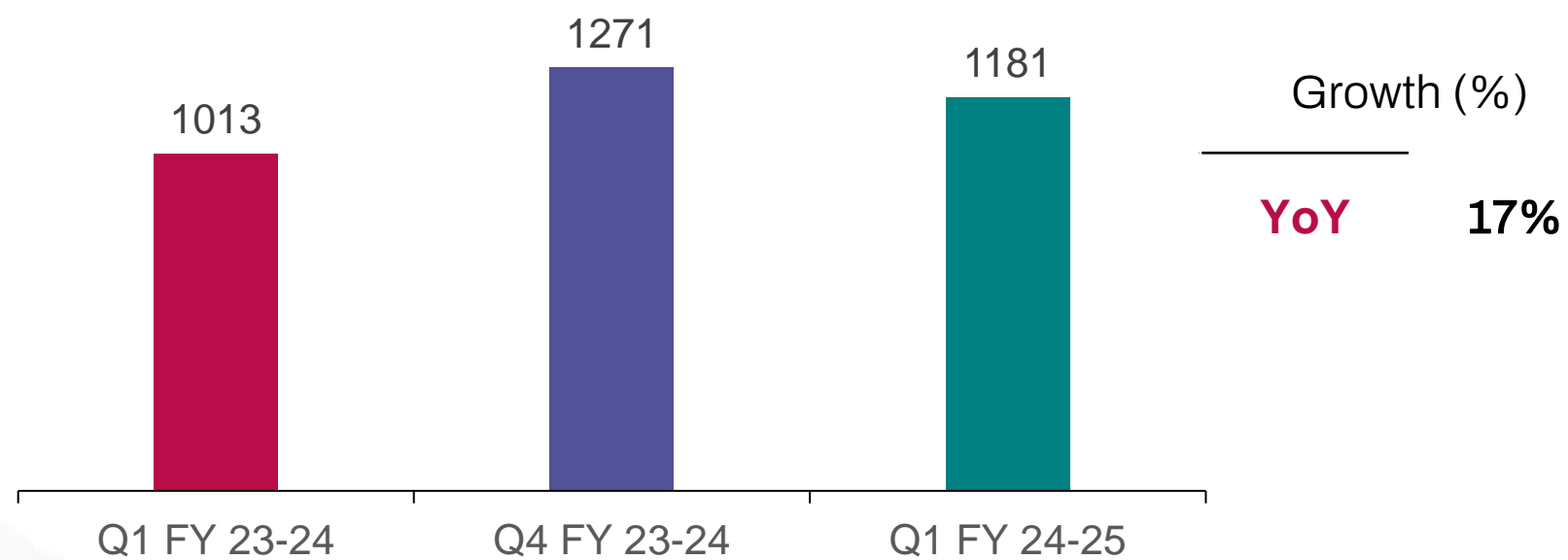
## SALES (INR Lacs)



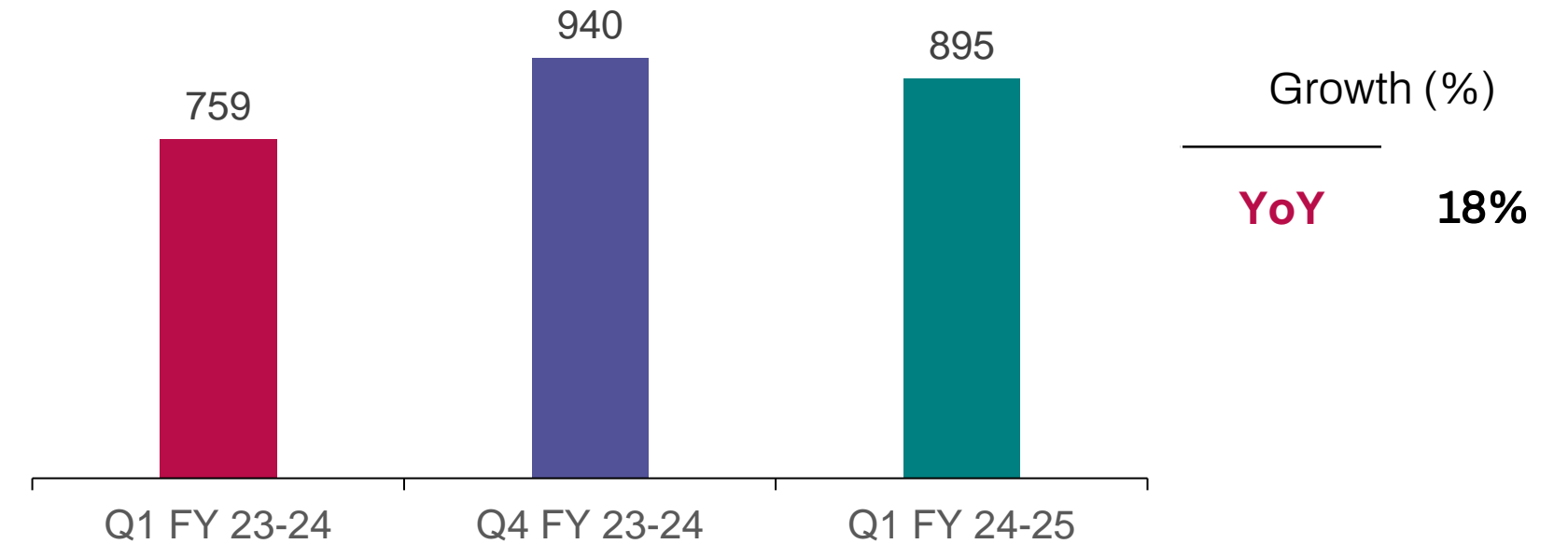
## EBITDA (INR Lacs)



## PBT (INR Lacs)



## PAT (INR Lacs)



# QUARTERLY FINANCIAL PERFORMANCE

(Consolidated)

Particulars (INR Lacs)	Q4FY24	Q3FY24	Q4FY23	YoY%	QoQ%	FY24	FY23	YoY%
Revenue from Operations	3,157	3,045	2,379	32.7%	3.7%	10,864	7,831	38.7%
Total Expenditure	1,955	1,750	1,359	43.9%	11.8%	6,224	4,545	36.9%
<b>EBITDA</b>	<b>1,202</b>	<b>1,295</b>	<b>1,020</b>	<b>17.8%</b>	<b>-7.2%</b>	<b>4,639</b>	<b>3,286</b>	<b>41.2%</b>
EBITDA Margin (%)	38.1%	42.5%	42.9%	-480 bps	-447 bps	42.7%	42.0%	+75 bps
Other Income	10	5	7	40.1%	99.4%	34	63	-45.9%
Depreciation	30	28	14	116.5%	5.6%	87	55	58.2%
<b>Profit Before Interest &amp; Tax</b>	<b>1,181</b>	<b>1,271</b>	<b>1,013</b>	<b>16.6%</b>	<b>-7.1%</b>	<b>4,587</b>	<b>3,294</b>	<b>39.3%</b>
Interest	-	-	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>1,181</b>	<b>1,271</b>	<b>1,013</b>	<b>16.6%</b>	<b>-7.1%</b>	<b>4,587</b>	<b>3,294</b>	<b>39.3%</b>
Tax	286	332	254	12.7%	-13.7%	1,171	822	42.6%
<b>Profit After Tax</b>	<b>895</b>	<b>940</b>	<b>759</b>	<b>18.0%</b>	<b>-4.7%</b>	<b>3,415</b>	<b>2,472</b>	<b>38.2%</b>
PAT Margin (%)	28.4%	30.9%	31.9%	-355 bps	-251 bps	31.4%	31.6%	-13 bps
Other Comprehensive Inc	-16	2	-2	795.5%	-877.0%	-10	-27	-62.5%
Total Comprehensive Inc	879	942	757	16.1%	-6.6%	3,405	2,445	39.3%
<b>Earnings Per Share (Rs)</b>	<b>7.55</b>	<b>7.93</b>	<b>6.40</b>	<b>18.0%</b>	<b>-4.7%</b>	<b>28.81</b>	<b>20.85</b>	<b>38.2%</b>

# SHAREHOLDER FRIENDLY

Listing at SME exchange at NSE :  
6th July 2020

Amount raised : Rs 402 lacs

Migrated Listing to Main exchange of  
NSE/BSE : September 2022

Adjusted Issue Price on account of bonus  
issues : Rs 12.50

**Return to Shareholder since Listing in Jul 2020 : ~ 102x**

IPO Investments: **Rs 120,000** invested in 1200 shares @ Rs 100 per share  
 Current equivalent value of investments: 9600 shares [bonus adjusted] @ Rs 1208\* = **Rs 1,15,96,800**  
 Total Dividend payout since listing **Rs. 5,92,800** on 9600 shares

\*Price as on 18-July-2024

## A. Dividend Paid since Listing:

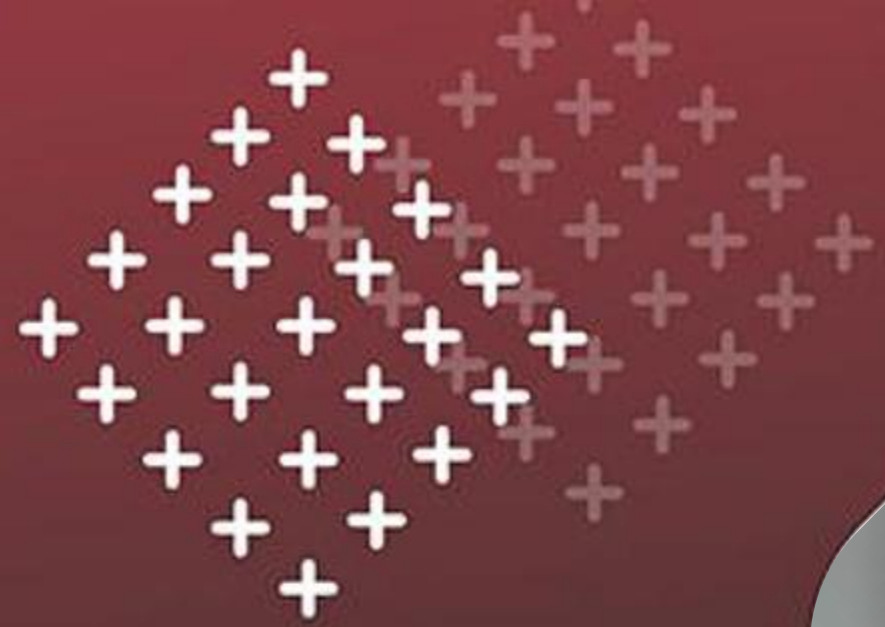
Year	Dividend Per share (RS)	Dividend Payout (%)
2020-21	Rs 5 (Bonus adjusted)	66.3%
2021-22	Rs 13.75	102.6%
2022-23	Rs 15.5	74.3%
2023-24	Rs 19.5	67.7%
2024-25	Rs 8 (First Interim Dividend)	106%

## B. Bonus Issues since listing :

Year	Record Date	Bonus Issue
2021-22	7-6-2021	3 shares against one held
2021-22	7-9-2021	1 share against one held

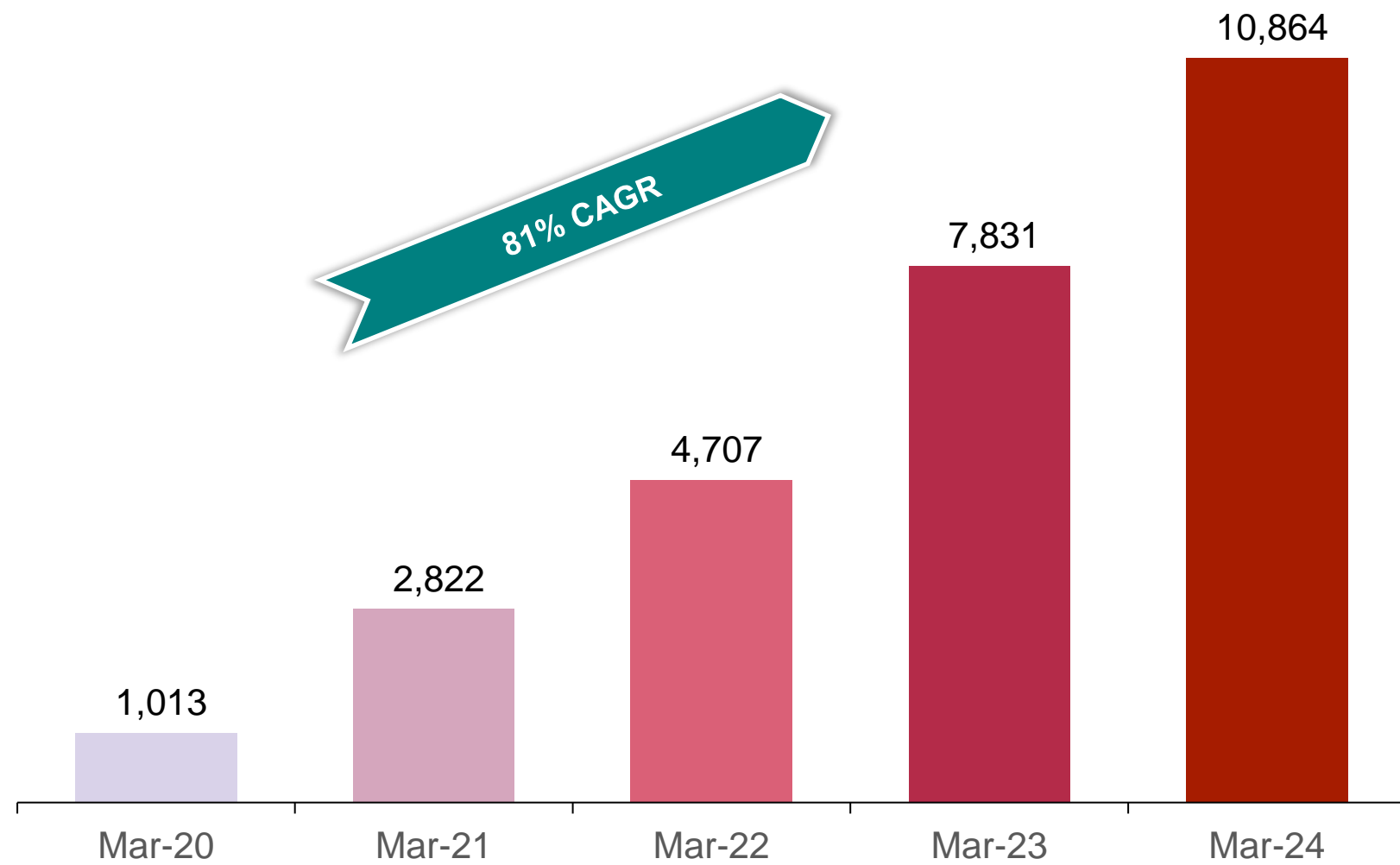


# ANNUAL HIGHLIGHTS (FY24)

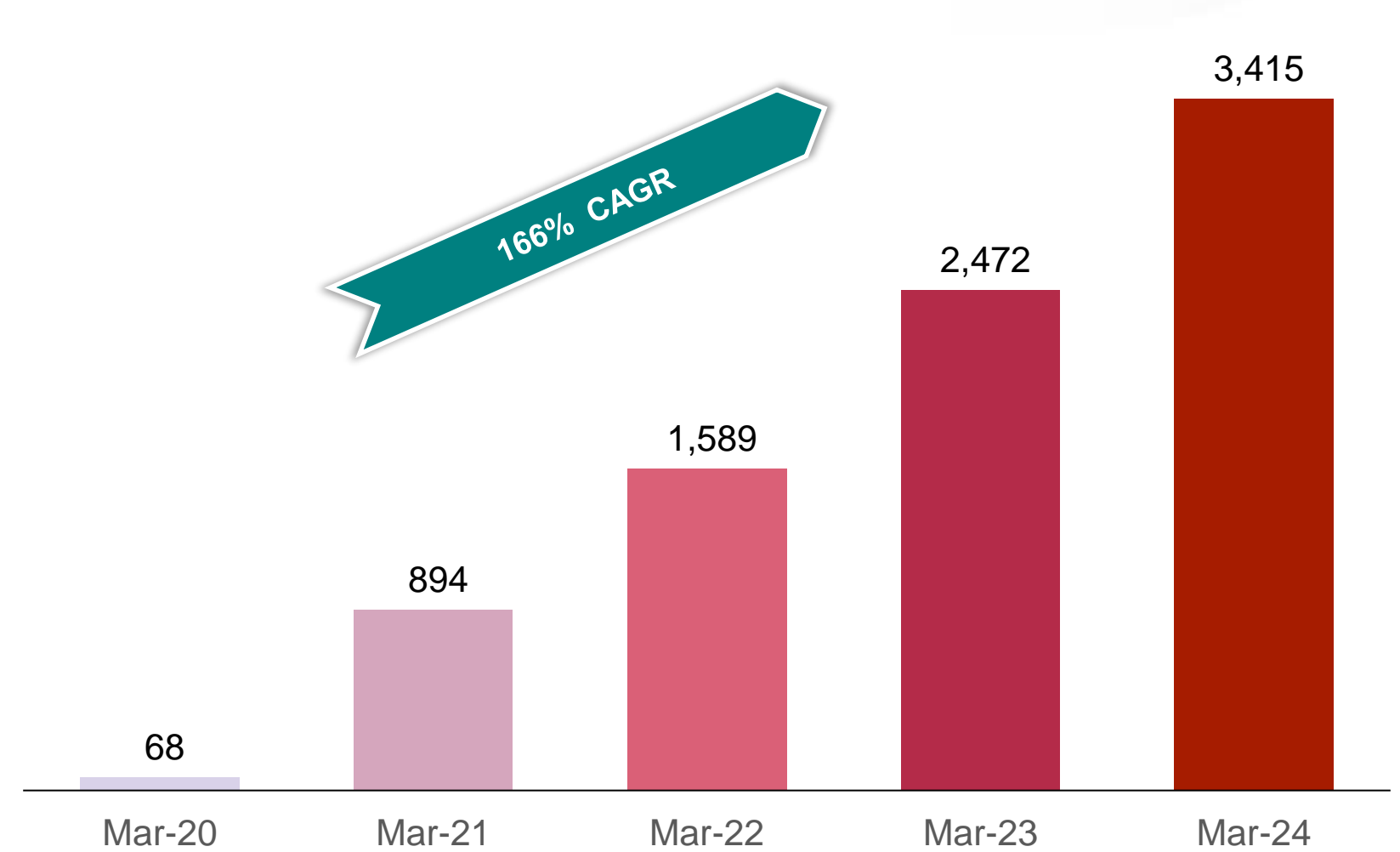


# DELIVERING PROFITABLE GROWTH CONSISTENTLY

Sales (INR Lacs)



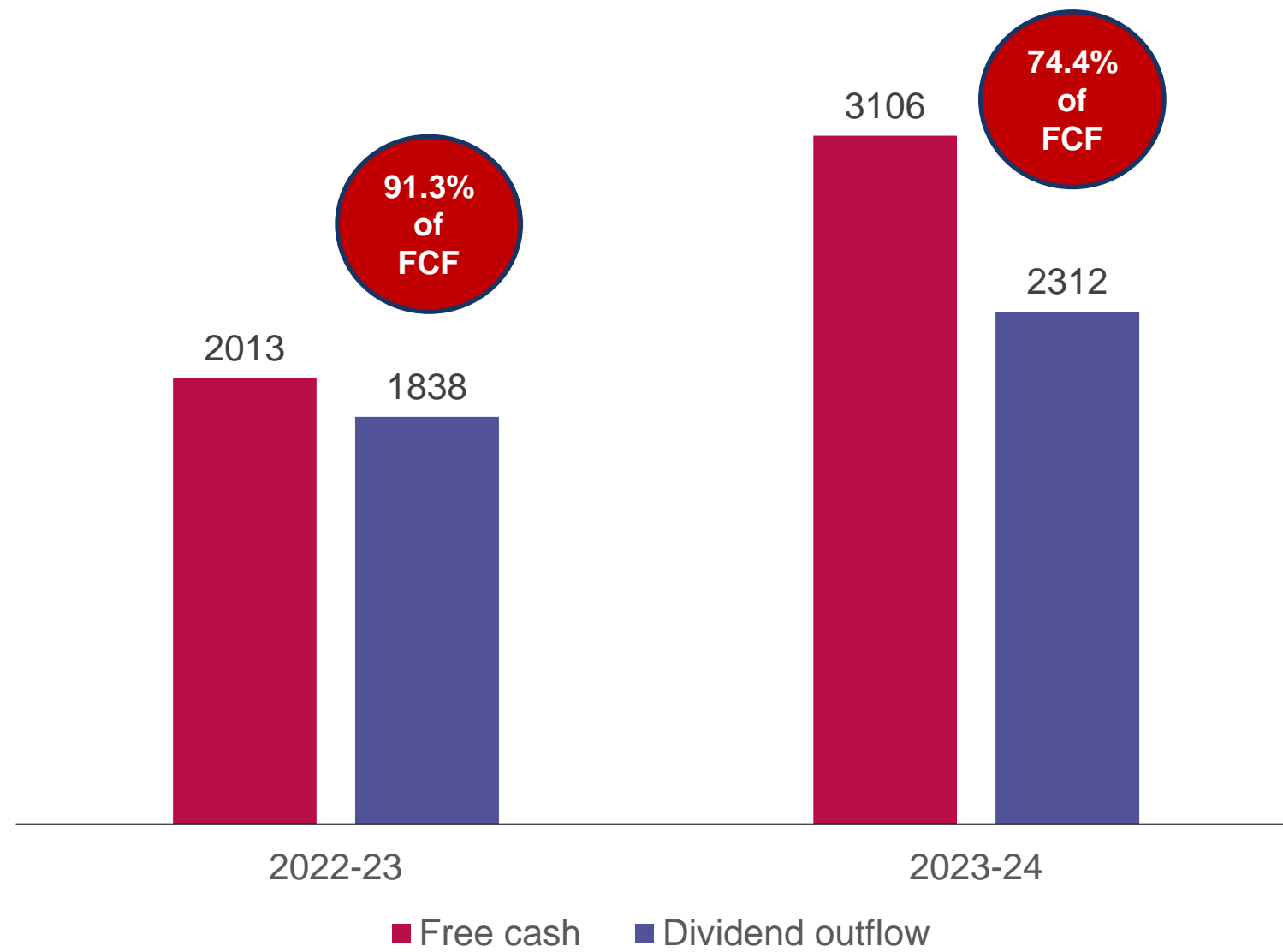
Net Profit (INR Lacs)



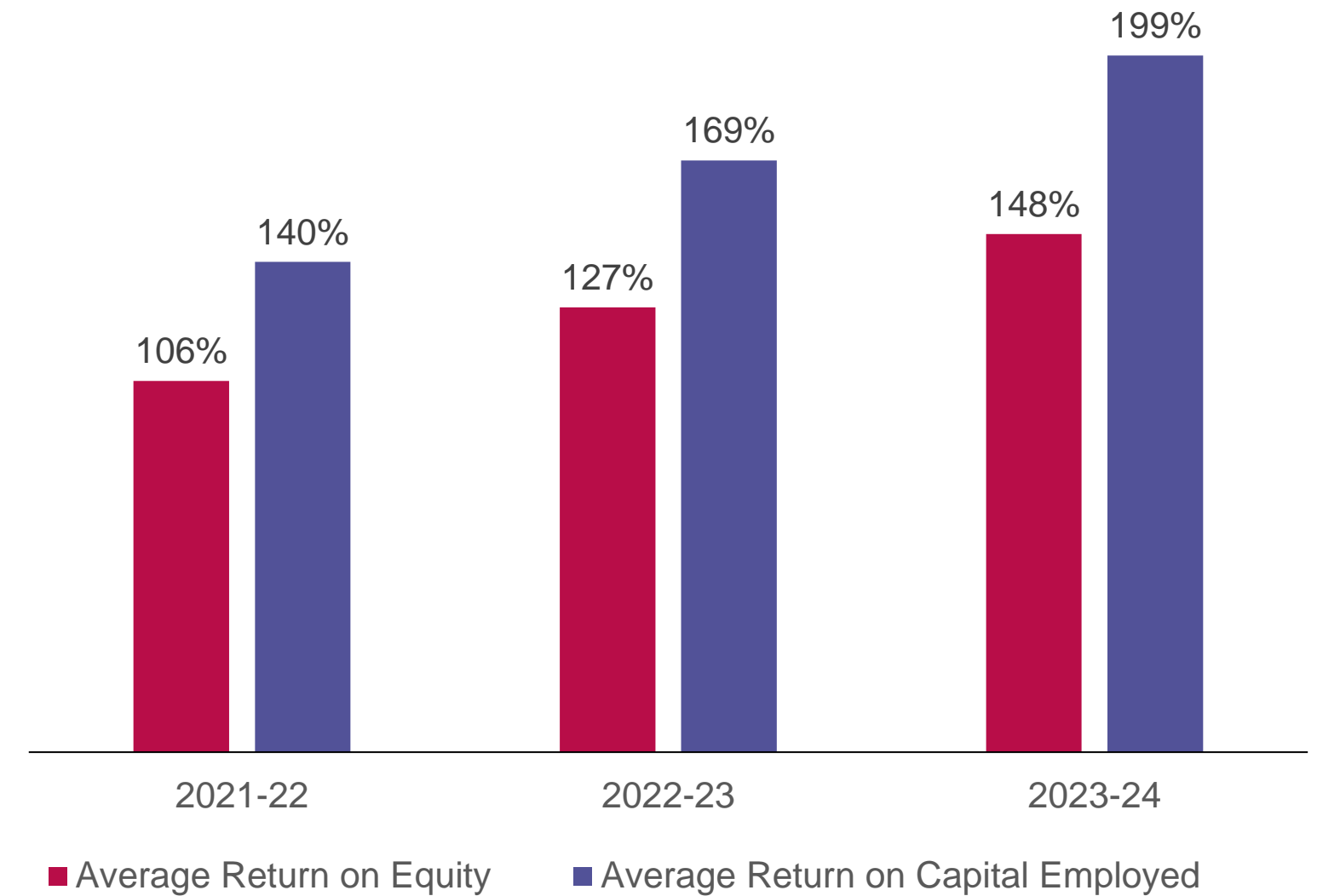
10x growth in Revenue & 50x growth in Profit after Tax in 5 years.

# GENERATING POSITIVE CASH FLOWS WITH PRUDENT INVESTMENTS TO ENABLE HIGHER PAYOUT

Free Cash and Dividend Distribution (INR Lacs)



Returns Ratios (%) (Average)



# ANNUAL FINANCIAL PERFORMANCE

(Consolidated)

Particulars (INR Lacs)	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	1,013	2,822	4,707	7,831	10,864
Total Expenditure	893	1,602	2,693	4,545	6,224
<b>EBITDA</b>	<b>120</b>	<b>1,220</b>	<b>2,014</b>	<b>3,286</b>	<b>4,639</b>
EBITDA Margin (%)	11.8%	43.2%	42.8%	42.0%	42.7%
Other Income	0	21	127	63	34
Depreciation	29	43	49	55	87
<b>Profit Before Interest &amp; Tax</b>	<b>91</b>	<b>1,197</b>	<b>2,092</b>	<b>3,294</b>	<b>4,587</b>
Interest	-	1	-	-	-
<b>Profit Before Tax</b>	<b>91</b>	<b>1,196</b>	<b>2,091</b>	<b>3,294</b>	<b>4,587</b>
Tax	23	302	502	822	1,171
<b>Profit After Tax</b>	<b>68</b>	<b>894</b>	<b>1,589</b>	<b>2,472</b>	<b>3,415</b>
PAT Margin (%)	6.7%	31.7%	33.8%	31.6%	31.4%
<b>Earnings Per Share (Rs)</b>	<b>13.64</b>	<b>7.54</b>	<b>13.41</b>	<b>20.85</b>	<b>28.81</b>

# ANNUAL BALANCE SHEET

(Consolidated)

Particulars (INR Lacs)	FY24	FY23
<b>Assets</b>		
Non-Current Assets		
(a) Property, plant and equipment	236.0	104.3
(b) Intangible Assets	6.0	6.0
(c) Financial Assets		
- Investments	-	-
- Other Financial Assets	49.0	43.8
(d) Deferred Tax Assets (Net)	54.1	50.4
(e) Other Non Current Assets	-	-
<b>Total Non-Current Assets</b>	<b>345.1</b>	<b>204.5</b>
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	1,605.4	1,513.0
- Cash and cash equivalents	731.3	857.3
- Bank Balance & other Cash equivalents	60.6	3.4
- Other financial assets	4.8	3.1
(c) Other current assets	1,208.5	827.4
<b>Total Current Assets</b>	<b>3,610.6</b>	<b>3,204.3</b>
<b>Total Assets</b>	<b>3,955.7</b>	<b>3,408.8</b>

Particulars (INR Lacs)	FY24	FY23
<b>Equity and Liabilities</b>		
Equity		
(a) Equity Share Capital	1,185.6	1,185.6
(b) Other Equity	1,197.6	1,052.8
<b>Total Equity</b>	<b>2,383.2</b>	<b>2,238.4</b>
Liabilities		
Non-current Liabilities		
Financial Liabilities	-	-
Provisions	205.3	135.8
<b>Total Non-Current Liabilities</b>	<b>205.3</b>	<b>135.8</b>
Current Liabilities		
Financial Liabilities		
- Borrowings	-	-
- Trade payables	25.1	46.7
- Other Financial Liabilities	16.9	14.7
Provisions	1,183.7	848.2
Current Tax Liabilities	141.5	125.1
<b>Total Current Liabilities</b>	<b>1,367.2</b>	<b>1,034.6</b>
<b>Total Equity and Liabilities</b>	<b>3,955.7</b>	<b>3,408.8</b>



**THANK YOU**

## **KSOLVES INDIA LTD.**

Ms. Manisha Kide - Company Secretary

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