Date: February 02, 2024

Listing Compliance **National Stock Exchange of India Ltd.** **Exchange Plaza, Plot no. C/1, G Block,** **Bandra-Kurla Complex, Bandra (E)** **Mumbai – 400051**	**Listing Compliance** **The Bombay Stock Exchange Limited,** **Phiroze Jeejeebhoy Towers,** **Dalal Street,** **Mumbai – 400 001.**

Subject: Investor Presentation-February 2024.

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

Digitally signed by MANISHA KIDE
Date: 2024.02.02 18:30:51 +05'30'

Manisha Kide

Company Secretary & Compliance Officer

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KSOLVES INDIA LTD.

EMERGING AHEAD ALWAYS

INVESTOR PRESENTATION

February - 2024

DISCLAIMER

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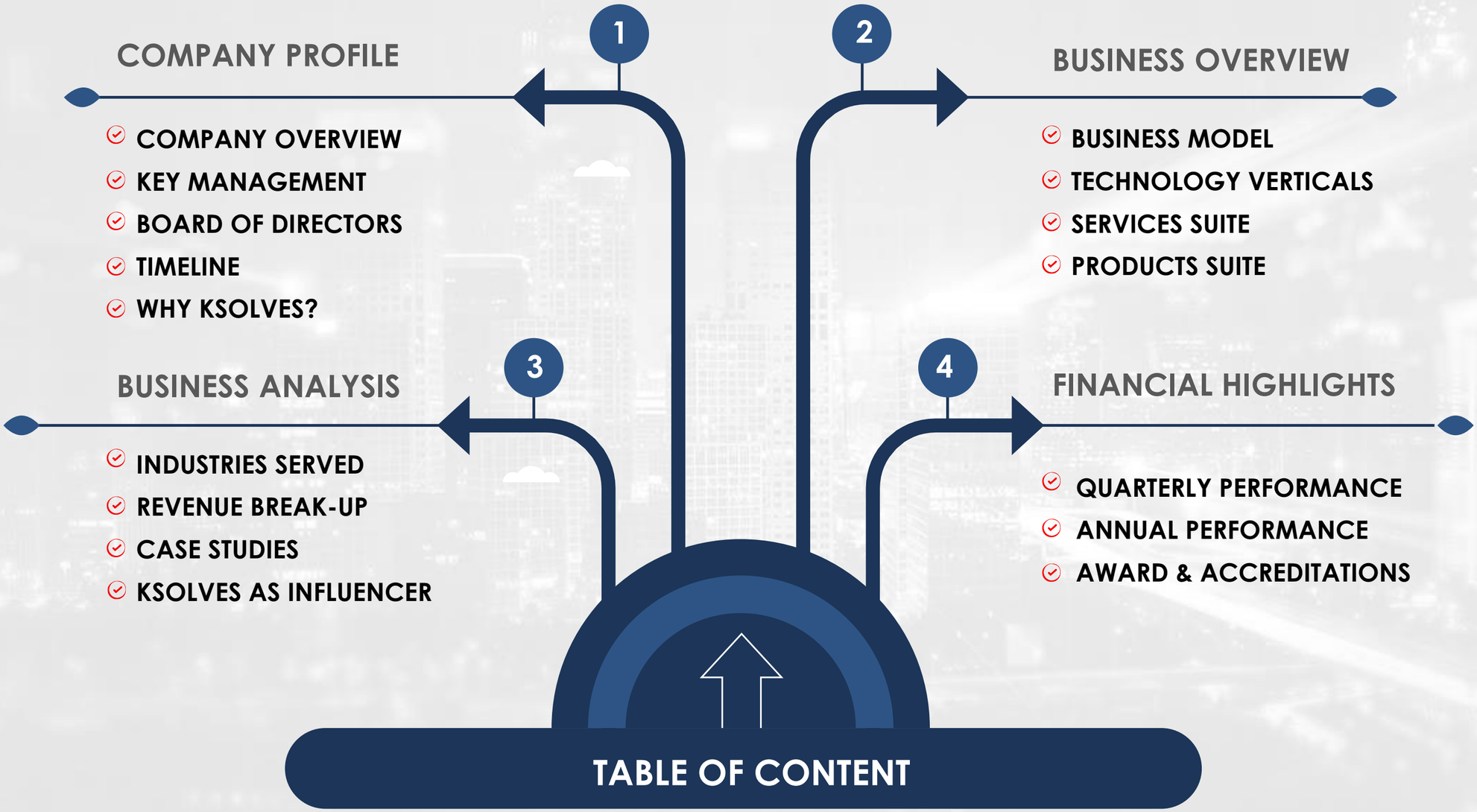
1
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KSOLVES
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COMPANY PROFILE

www.ksolves.com

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.

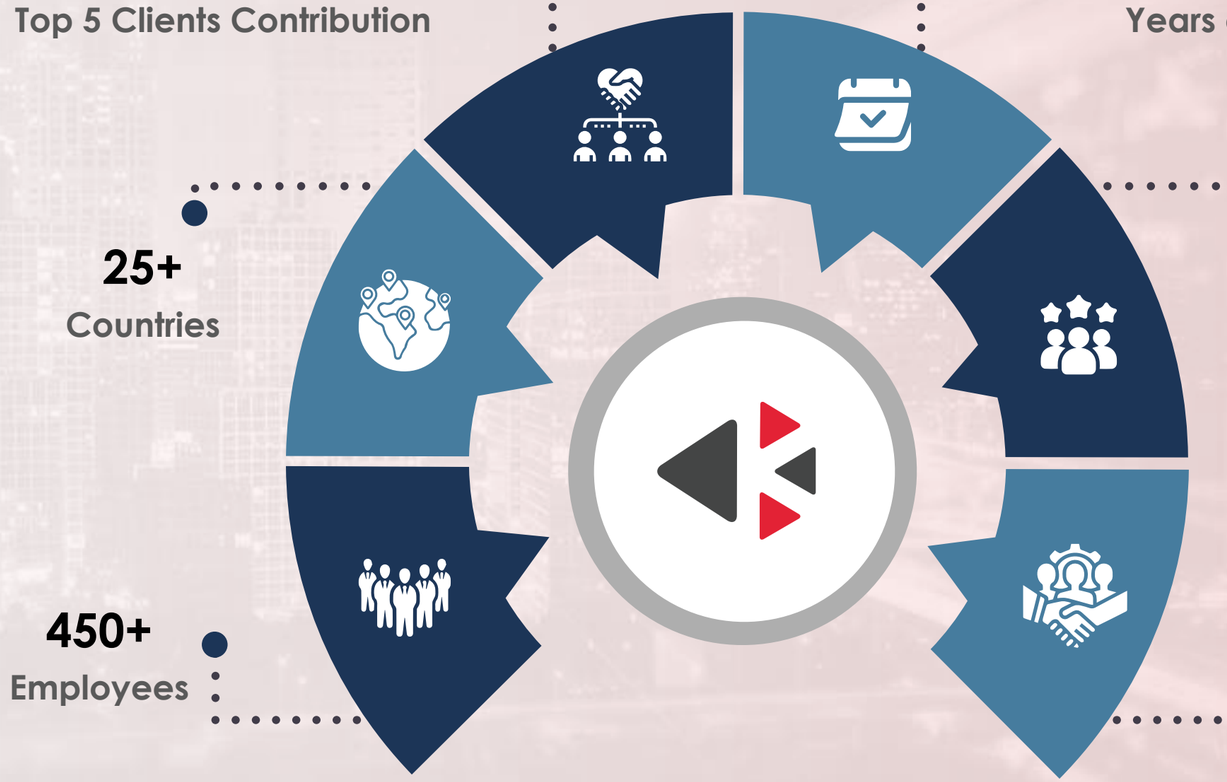
BRONZE Solution Partner

redhat. ADVANCED BUSINESS PARTNER ISV Partner

amazon web services | Partner Network

odoo Gold Partner

salesforce Crest Partner



LEAD 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.

KEY MANAGEMENT

MANISH GURNANI

Chief Technology Officer (CTO)

DEEPALI VERMA

Whole-time Director & Promoter

UMANG SONI

Chief Financial Officer (CFO)

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, Delhi and PhD. Finance from London Business School. He has 17+ years of experience

SUSHMA SAMARTH

Independent Director

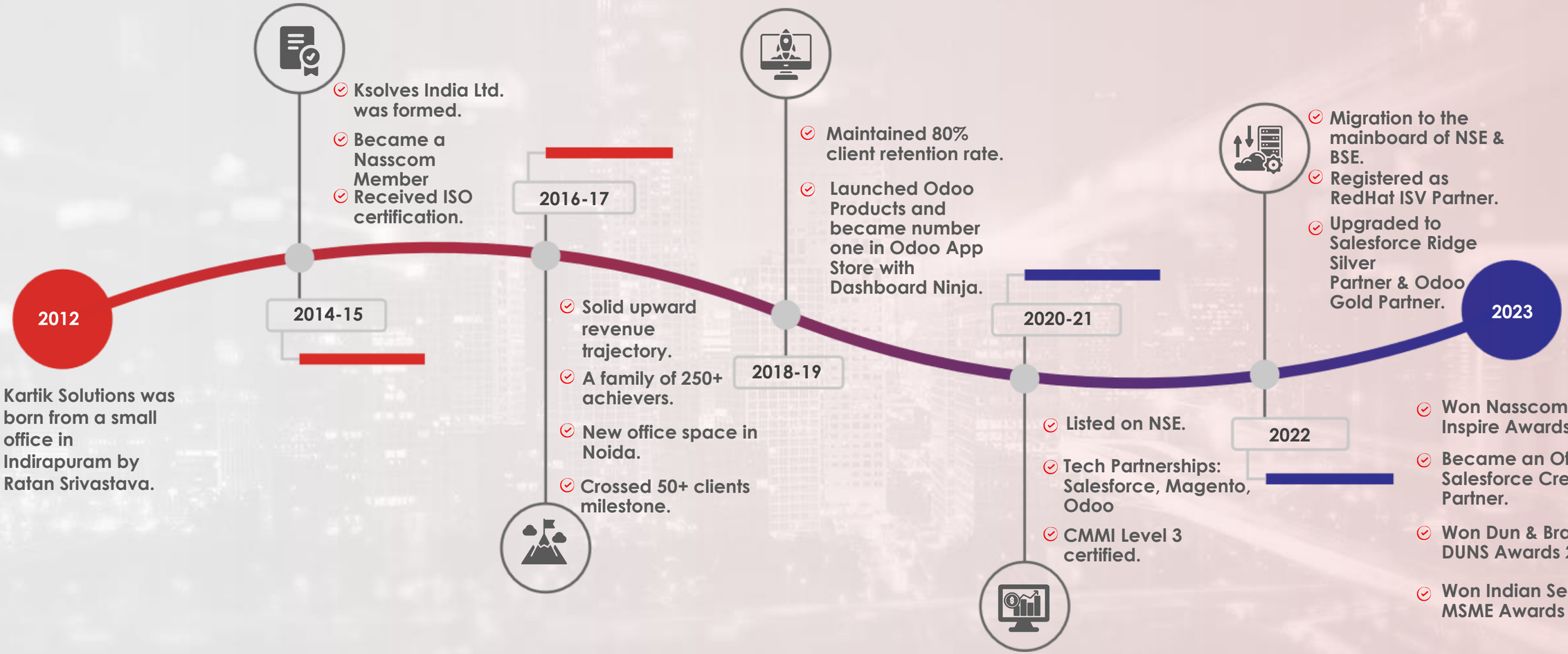
She is a MBA from ISB. She has 26+ years of experience in Information Technology Enabled Services

VARSHA CHOUDHRY

Independent Director

Chartered Accountant
16+ years of experience in Taxation & Finance

TIMELINE


2012
Kartik Solutions was born from a small office in Indirapuram by Ratan Srivastava.
2014-15
Ksolves India Ltd. was formed.
Became a Nasscom Member
Received ISO certification.
2016-17
Solid upward revenue trajectory.
A family of 250+ achievers.
New office space in Noida.
Crossed 50+ clients milestone.
2018-19
Maintained 80% client retention rate.
Launched Odoo Products and became number one in Odoo App Store with Dashboard Ninja.
2020-21
Listed on NSE.
Tech Partnerships: Salesforce, Magento, Odoo
CMMI Level 3 certified.
2022
Migration to the mainboard of NSE & BSE.
Registered as RedHat ISV Partner.
Upgraded to Salesforce Ridge Silver Partner & Odoo Gold Partner.
2023
Won Nasscom SME Inspire Awards 2023
Became an Official Salesforce Crest (Gold) Partner.
Won Dun & Bradstreet DUNS Awards 2023
Won Indian Service ET MSME Awards 2023

AWARDS & ACCREDITATIONS

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.

ET MSME Award 2023

Ksolves bagged the Indian MSME of the Year Award for being the best service provider at this grand event. Receiving this prestigious award by Economic Times has been a dream come true moment for us, a result of years of hard work and commitment to delivering quality.

At Ksolves, quality service is our promise, and hard work is our signature.

AWARDS & ACCREDITATIONS

AWARDS & ACCREDITATIONS

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WHY KSOLVES?

www.ksolves.com

WHY KSOLVES?

490+ people strong Publicly listed company, listed on India's Leading Stock Exchanges: NSE (National Stock Exchange) & BSE (Bombay Stock Exchange)

Salesforce Crest Partner with a team of Certified Salesforce developers

Odoo Gold Partner with a team of Certified Odoo developers

ISO Certified and CMMI3 Certified Company

AWS Partner and **RedHat Partners**

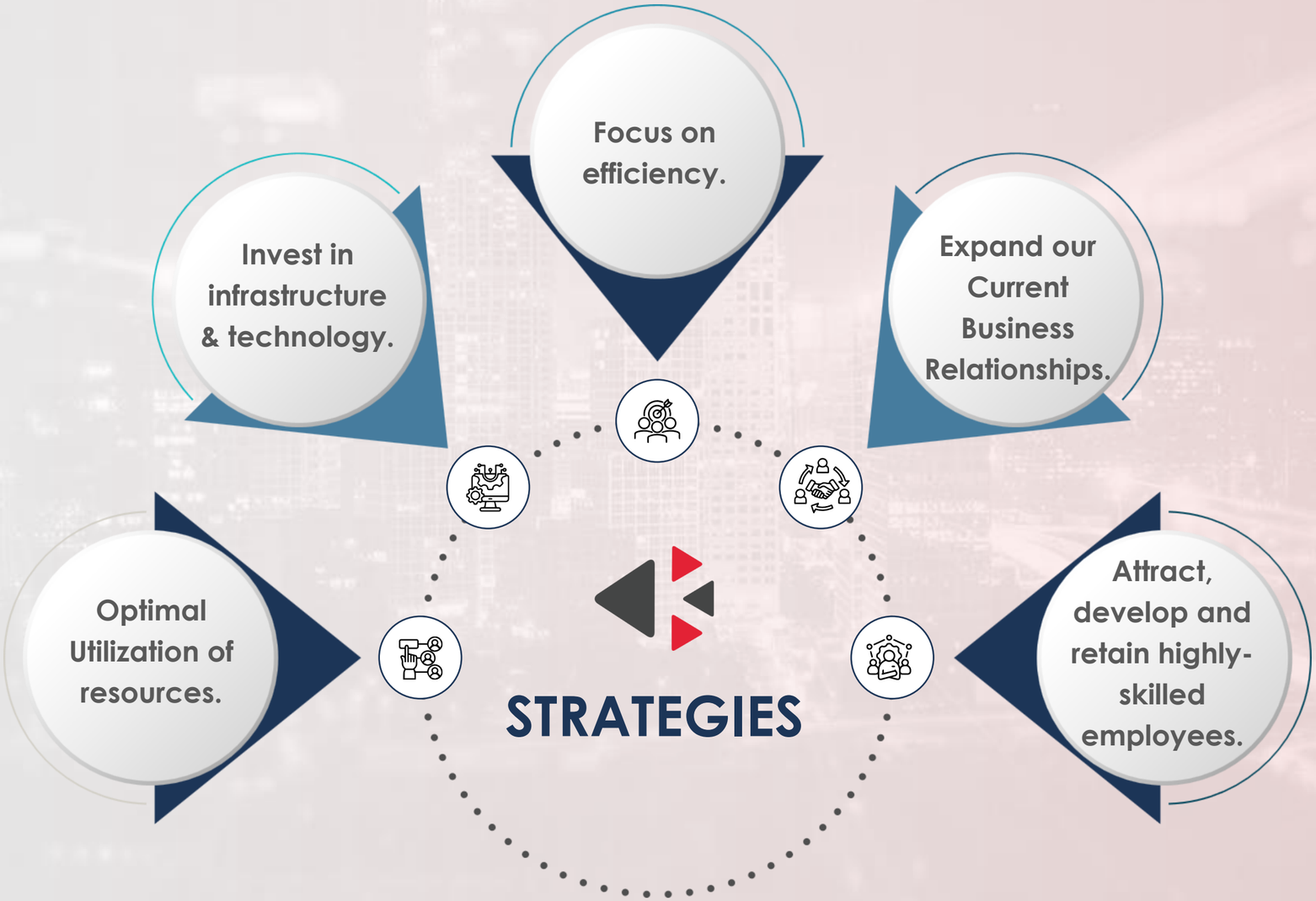
Expertise: Generative AI, Big Data (NiFi, Spark, Cassandra, Kafka), Salesforce, Odoo, Mobile (iOS, Android), Microservices, Java, React, Angular, DevOps, Automation Testing etc.

Awarded the Nasscom SME Growth Leadership Award & Dun & Bradstreet 'Business Enterprises' award by Sanjeev Sanyal, Member of the Economic Advisory Council to the Prime Minister of India

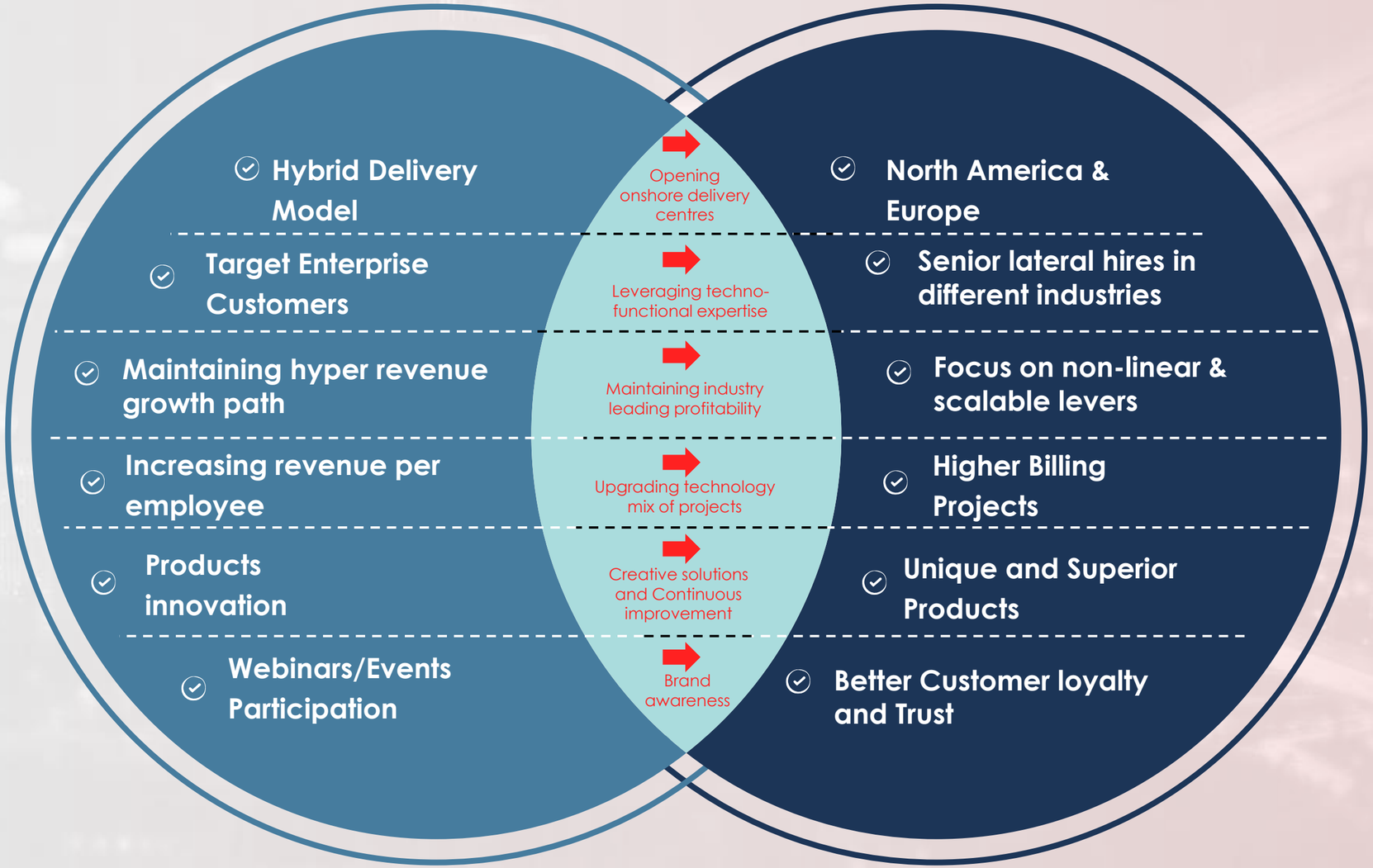
Won Award: Won Indian Service ET MSME Awards 2023

BUSINESS STRENGTHS & STRATEGIES

BUSINESS STRENGTHS & STRATEGIES



WAY FORWARD


Hybrid Delivery Model
Target Enterprise Customers
Maintaining hyper revenue growth path
Increasing revenue per employee
Products innovation
Webinars/Events Participation
Opening onshore delivery centres
Leveraging techno-functional expertise
Maintaining industry leading profitability
Upgrading technology mix of projects
Creative solutions and Continuous improvement
Brand awareness
North America & Europe
Senior lateral hires in different industries
Focus on non-linear & scalable levers
Higher Billing Projects
Unique and Superior Products
Better Customer loyalty and Trust

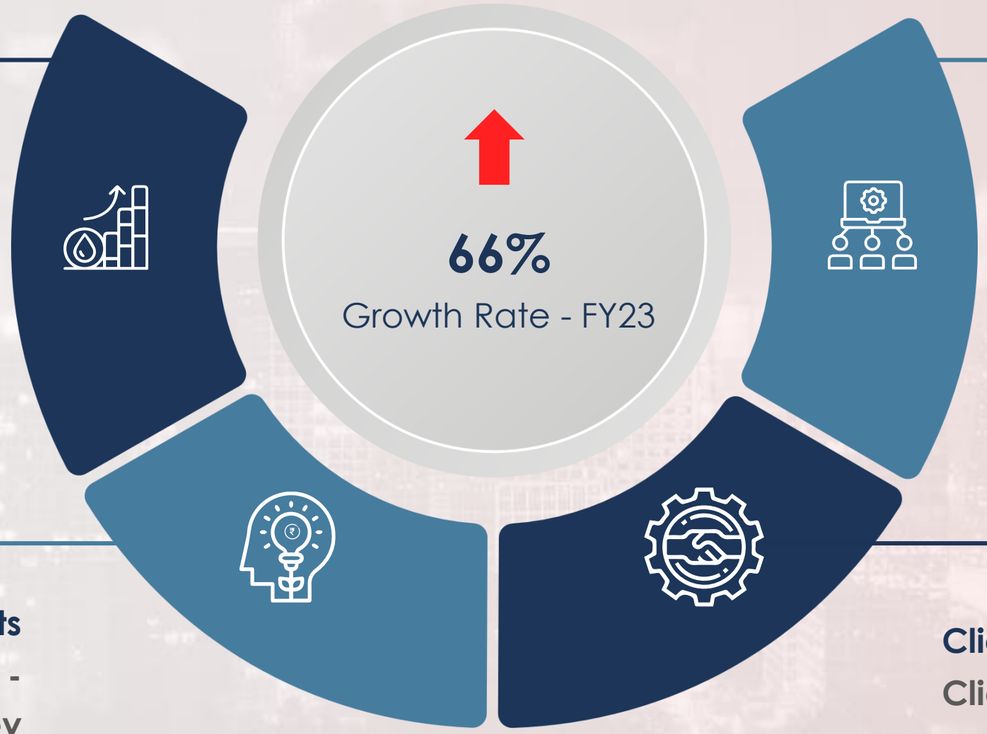
GROWTH DRIVERS

Increased Utilization

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

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.



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.

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.

NEW VERTICAL ADDED

Ksolves have successfully launched a new vertical - Performance Testing

PERFORMANCE TESTING SERVICES

Load Testing

Simulate real-world user traffic to identify performance bottlenecks and scalability limitations.

API Performance Testing

Ensure your APIs are reliable, scalable, and perform optimally under high load.

Mobile App Performance Testing

Deliver a smooth and responsive user experience across all mobile devices and network conditions.

Stress Testing

Push your applications to their limits to assess their robustness and stability under extreme load.

Performance Tuning

Optimize your application's performance for maximum efficiency and responsiveness.

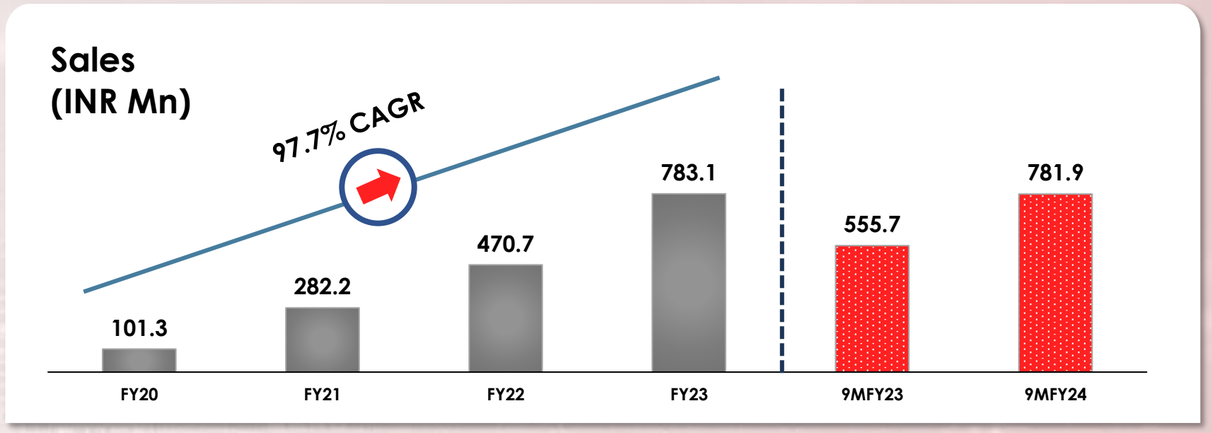
Performance Monitoring & Reporting

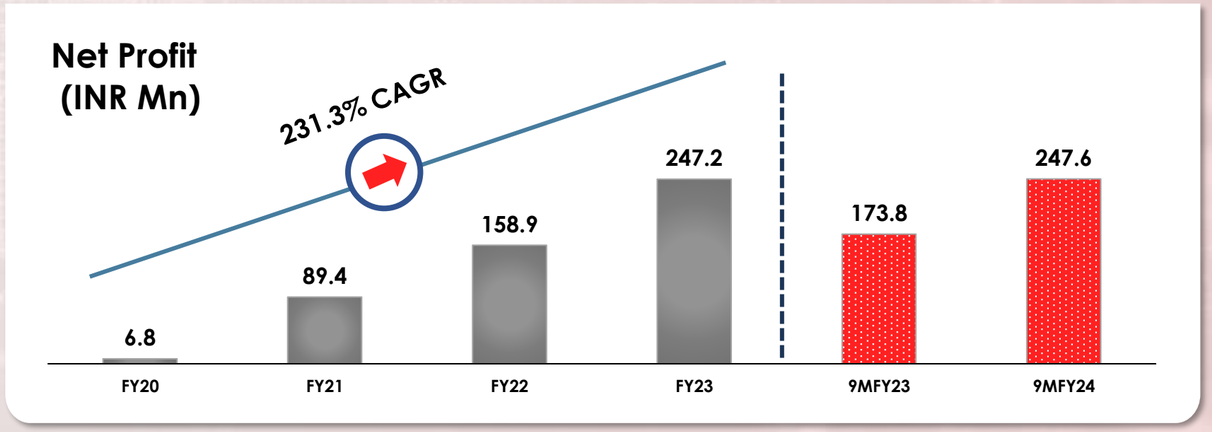
Continuously monitor your application's performance and receive detailed reports with actionable insights.

KSOLVES CAPABILITIES IN PERFORMANCE TESTING

SHAREHOLDER FRIENDLY

RECORD DATE	DIVIDEND PER SHARE (RS)	TYPE
26-01-24	7.50	2nd Interim
26-10-23	7.00	Interim
23-04-23	8.00	Final
03-03-23	3.00	2nd Interim
27-10-22	4.50	Interim
21-07-22	8.00	Final
03-02-22	3.25	Interim





SHAREHOLDER FRIENDLY

1

Funds Raised in IPO

06 July, 2020

Rs. 36.2 Million

2

Dividend Declared/Paid

FY23

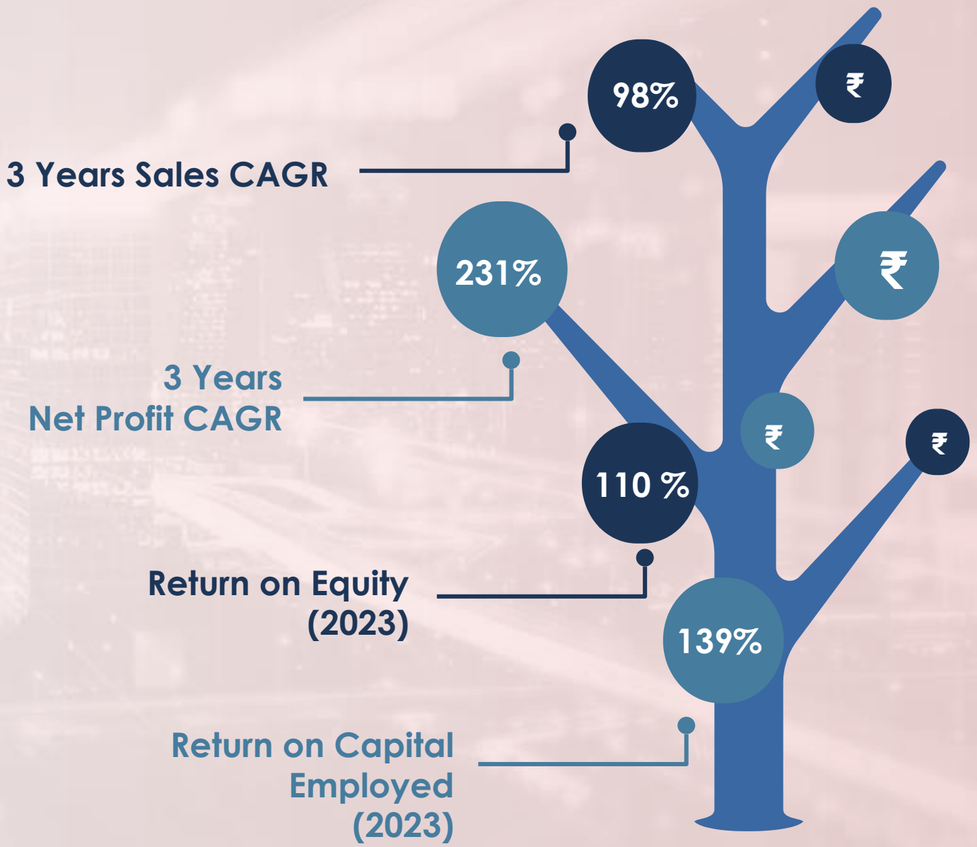
Rs. 183.8 Million

FY23

Dividend Payout
% of Free Cash Flow
91.3%

Dividend Payout
% of Net Profit
74.4%

Free Cash Flow	Rs. 201.3 Mn
Net Profit	Rs. 247.2 Mn
Dividend Paid	Rs. 183.8 Mn (Rs. 15.5 per share)



GEOGRAPHICAL PRESENCE

Particulars	9MFY24	FY23	FY22	FY21
Export Sales (Rs Mn)	637.4	599.2	337.7	274.5
% of Total Sales	81.5%	76.5%	71.7%	97.3%

FOR THE YEAR ENDED 31ST MARCH

Geographical Areas	9MFY24		FY23		FY22	
	Rs. Mn	%	Rs. Mn	%	Rs. Mn	%
North America	518.9	66.4%	515.9	65.9%	290.9	61.8%
Europe	58.6	7.5%	54.7	7.0%	30.8	6.5%
India	144.5	18.5%	183.9	23.5%	133.0	28.3%
RoW	59.9	7.8%	28.7	3.7%	16.0	3.4%
Total	781.9	100.0%	783.1	100.0%	470.7	100.0%

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BUSINESS OVERVIEW

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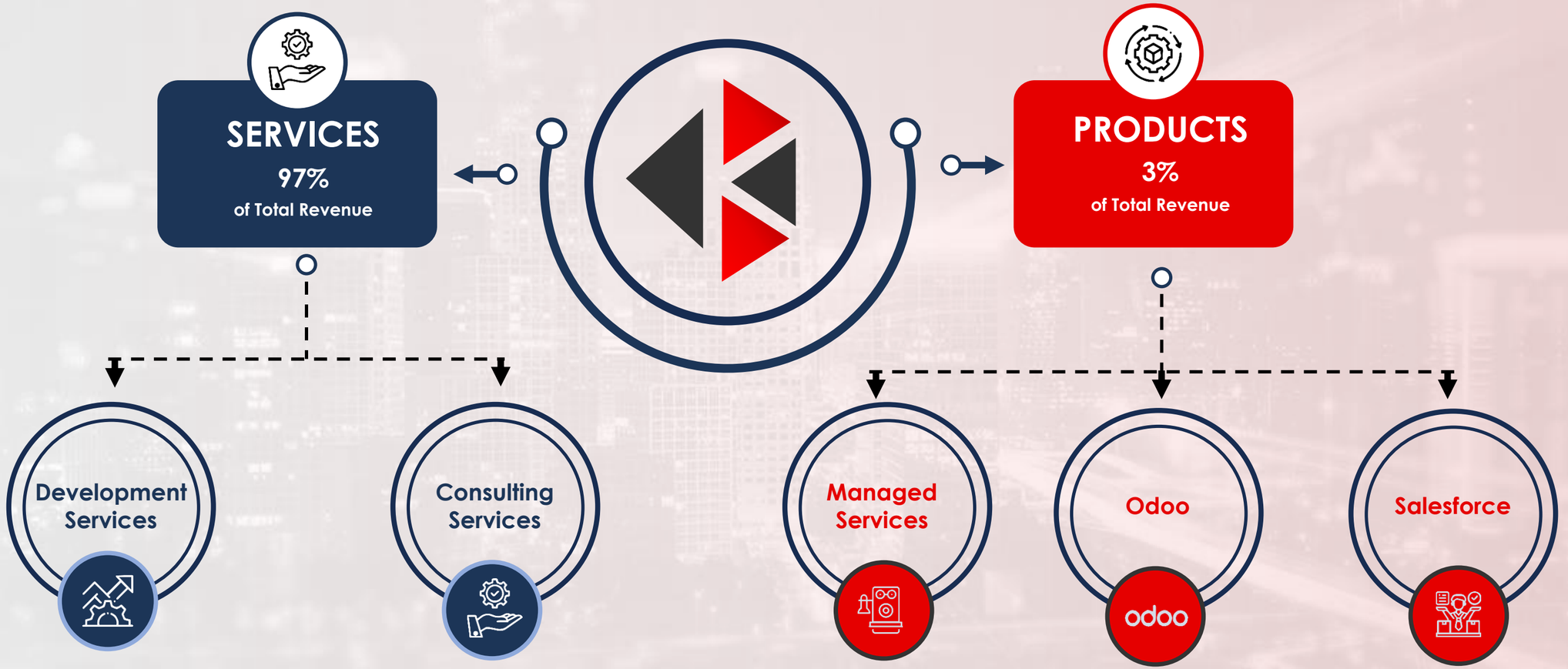
BUSINESS MODEL



TECHNOLOGY VERTICALS

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
Dynamo DB
SQS

GCP
DataProc
Big Query
Dataflow
DataFusion

Azure
Synapse
HDInsight
Data Factory

SERVICES SUITE

Enterprise Technology

Technology
Java | Scala | Python | Kubernates

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
Dashboard Ninja

Salesforce
Product development
Consulting
Lead Manager Ninja

DELIVERY EXECUTION MODELS

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.

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.

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.

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

US$ 44.89 Bn Fiscal Revenue in 2023

The market size in the Generative AI market is projected to reach US$66.62bn in 2024. In global comparison, most value will be generated in the United States (US$16bn in 2023).

Generative AI has gained a lot of attention in the past months, establishing more and more tools for users. The market size is expected to show an annual growth rate (CAGR 2024-2030) of 20.80%, resulting in a market volume of US$207.00bn by 2030.

HR Analytics
Launch: 15 April, 2024

Healthcare Analytics
Launch: 15 April, 2024

Source: https://www.statista.com/outlook/tmo/artificial-intelligence/generative-ai/worldwide#market-size

Salesforce

US$ 31.4 Bn Global 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 Salesforce AppExchange Tools market size was valued at USD 2.1 Billion in 2024 and is expected to expand at a CAGR of 15.22% during the forecast period, reaching USD 4.8 Billion by 2027.

Lead Manager Ninja
Launch: 01 September, 2023

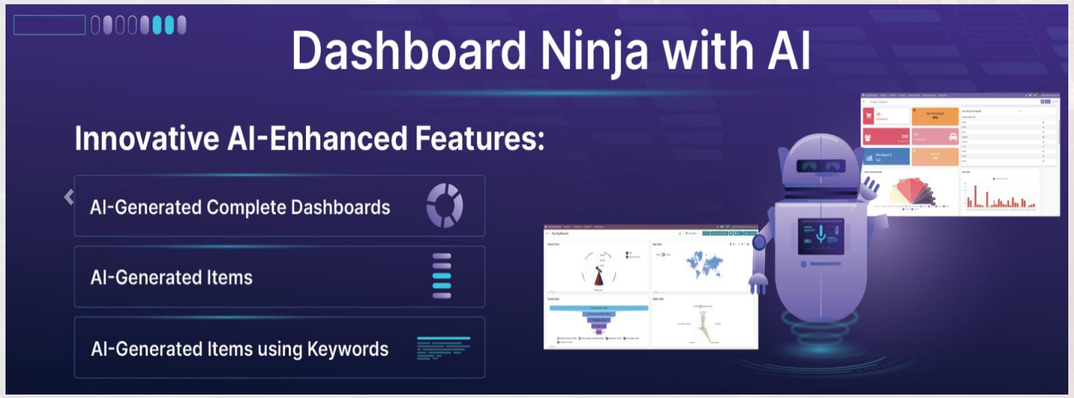
Source: https://ventionteams.com/salesforce/statistics

CURRENT PRODUCT SUITE

Odoo Gold Partner

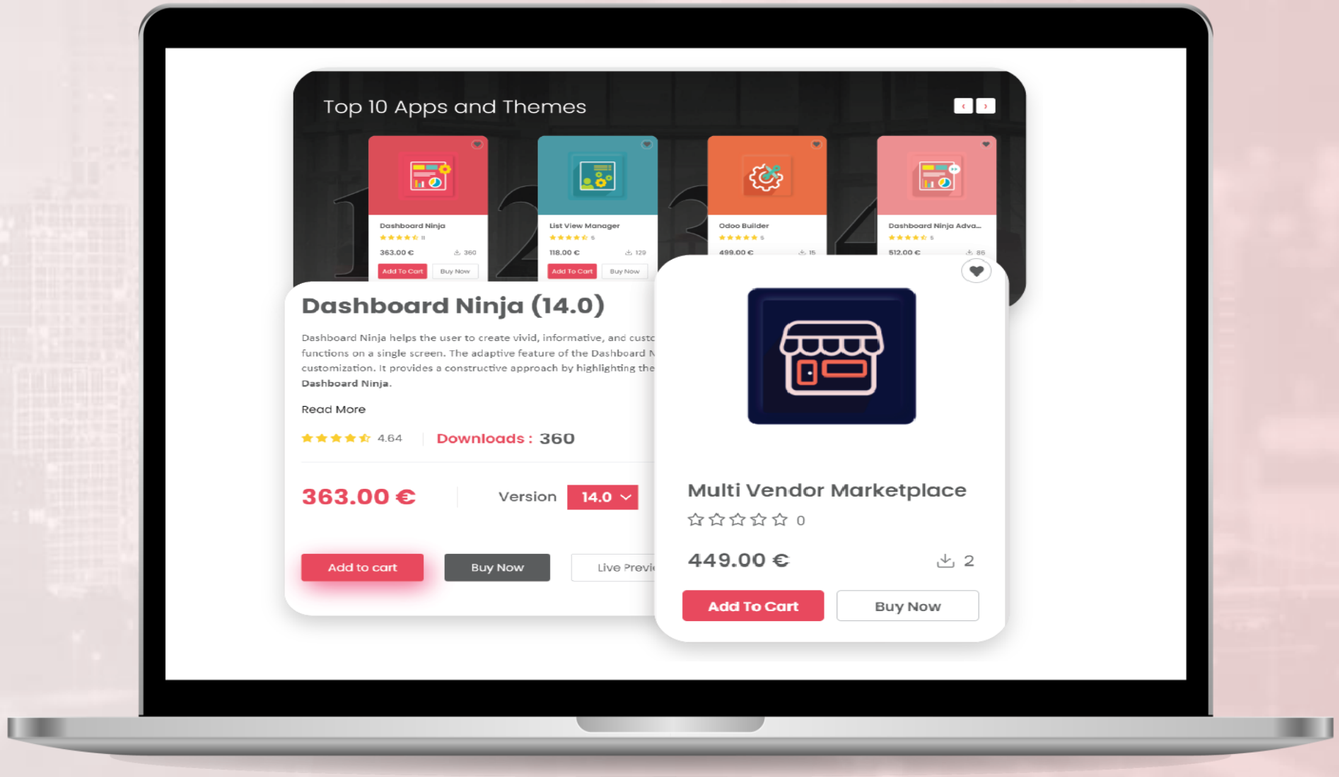
Odoo is a suite of open-source growing business at that covers all company needs CRM, e-commerce, Accounting, Sales, Inventory Project management etc.

12+ Million Users



Dashboard Ninja

Top Selling Product



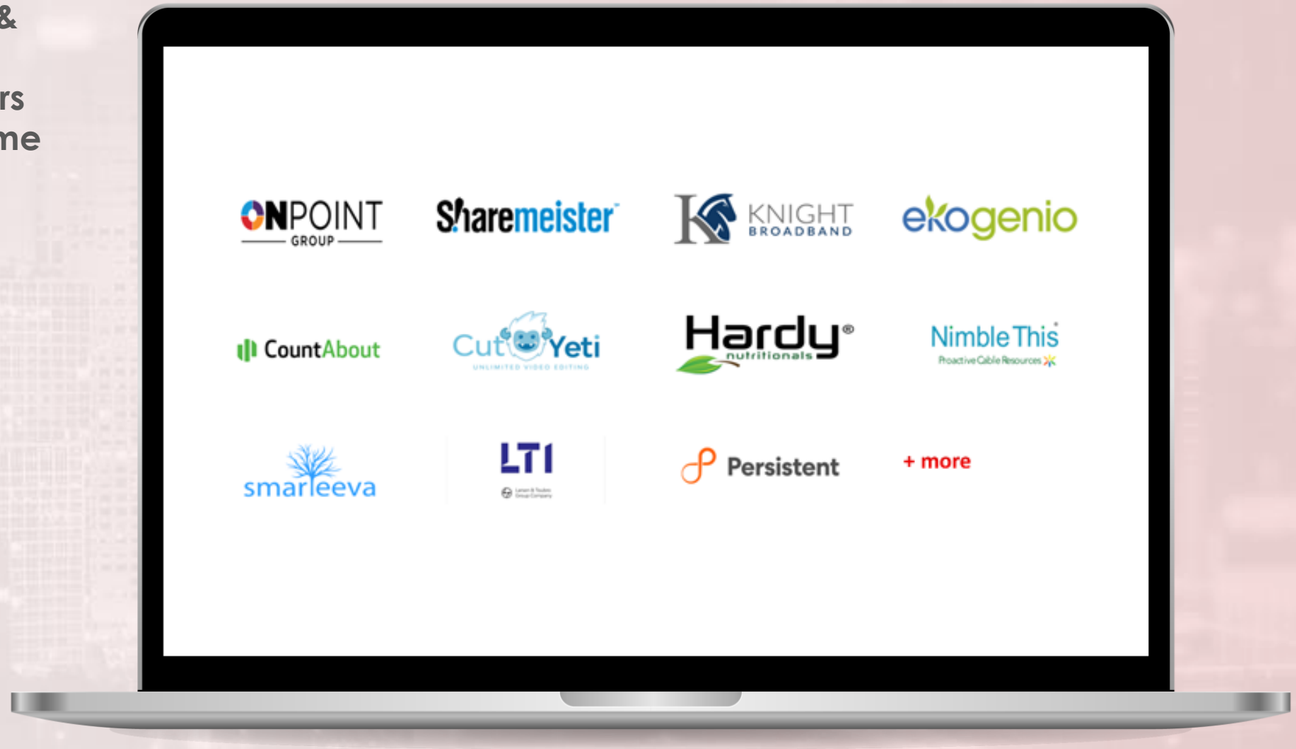
Source: https://www.odoo.com/page/about-us

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.

9MFY24	Percentage of Revenue (%)
Top 5 Customers	40%
Top 10 Customers	57%



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BUSINESS ANALYSIS

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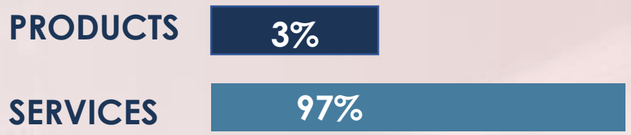
INDUSTRIES SERVED

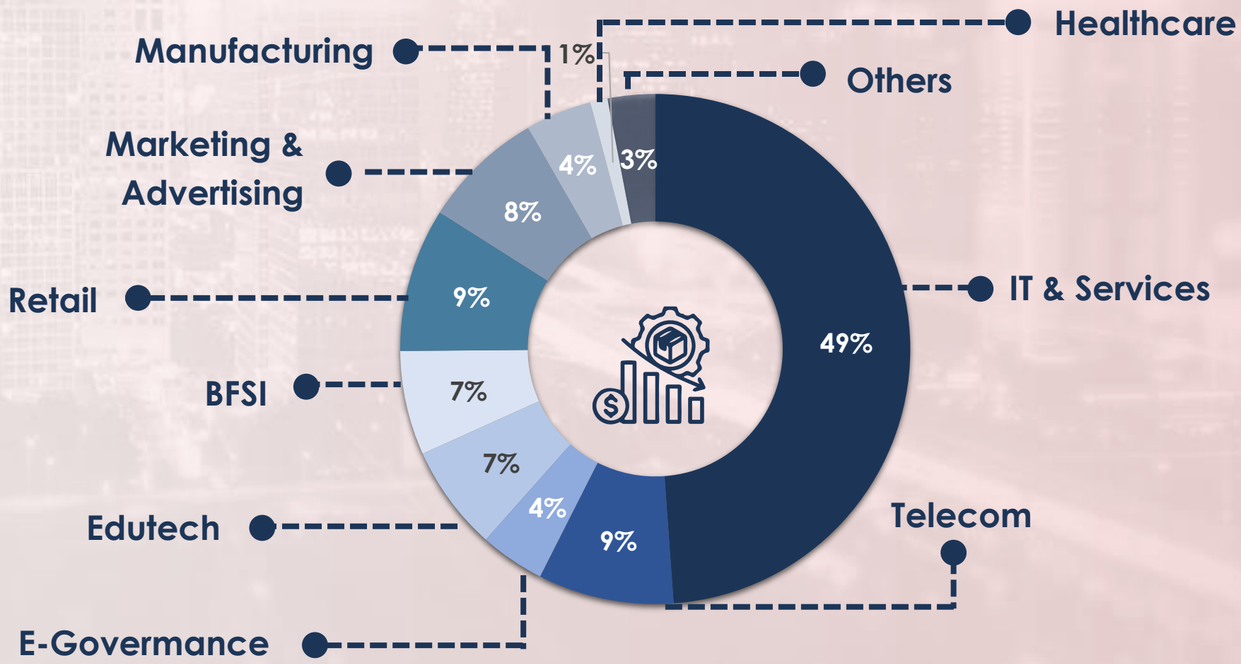
(9MFY24)

IT & Services 49%	Telecom 9%
E-Governance 4%	Edu Tech 7%
BFSI 7%	Retail 9%
Marketing & Advertising 8%	Manufacturing 4%
Heathcare 1%	Others 3%

Revenue by Business Units | (9MFY24)

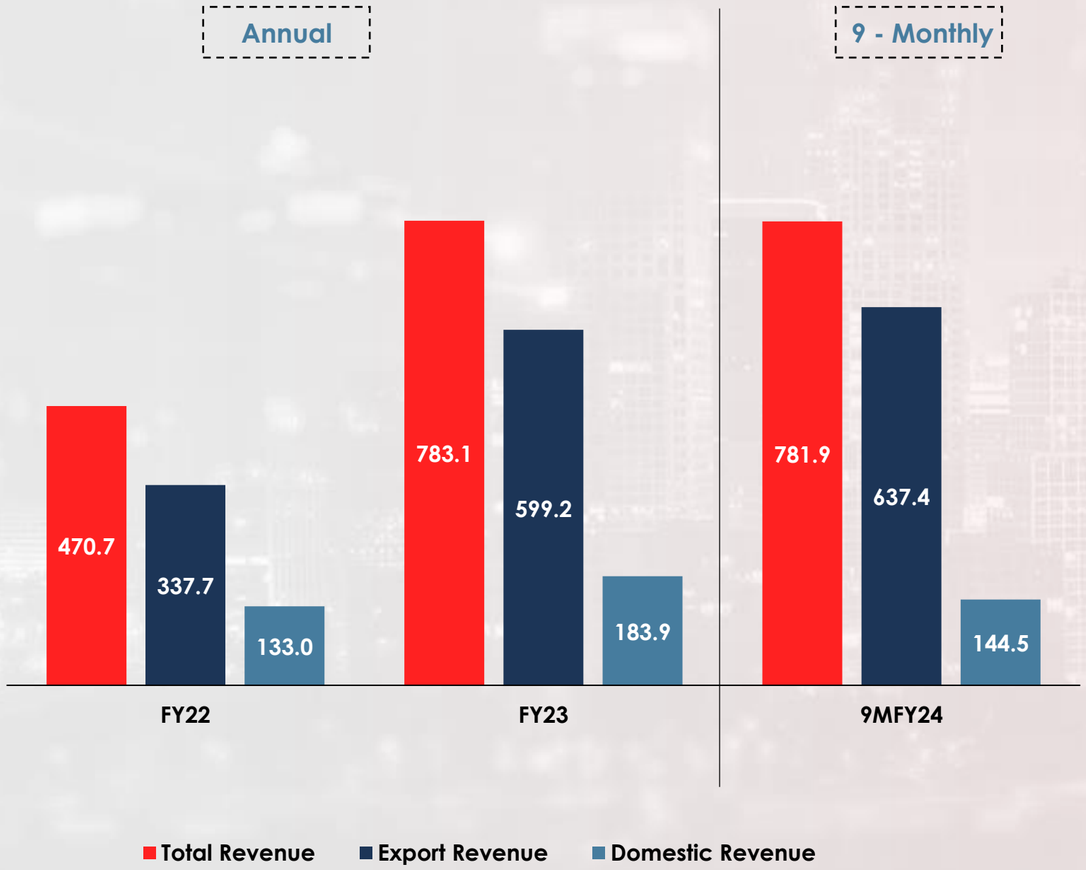


Revenue by Industry for 9MFY24

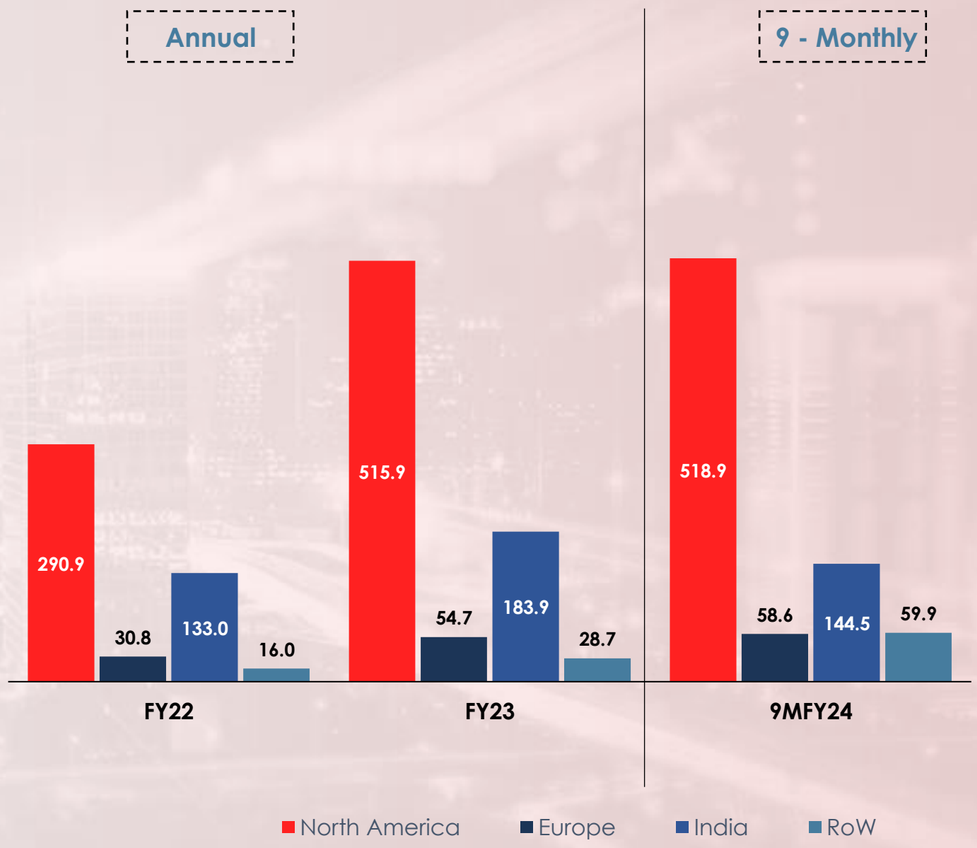


REVENUE BREAK-UP

Total Revenue Break-Up (INR Million)

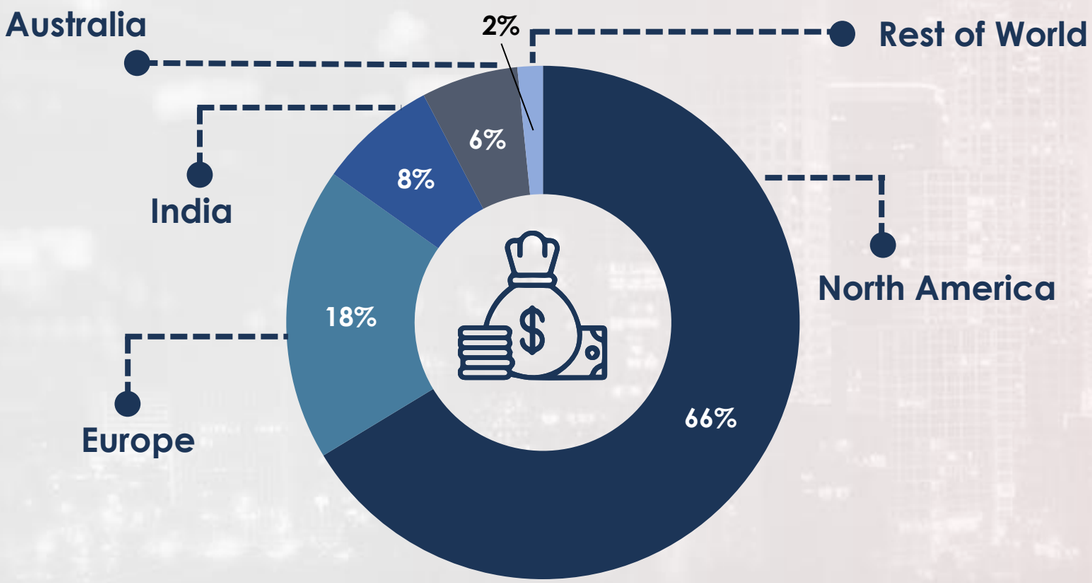


Geographical Revenue Break-Up (INR Million)

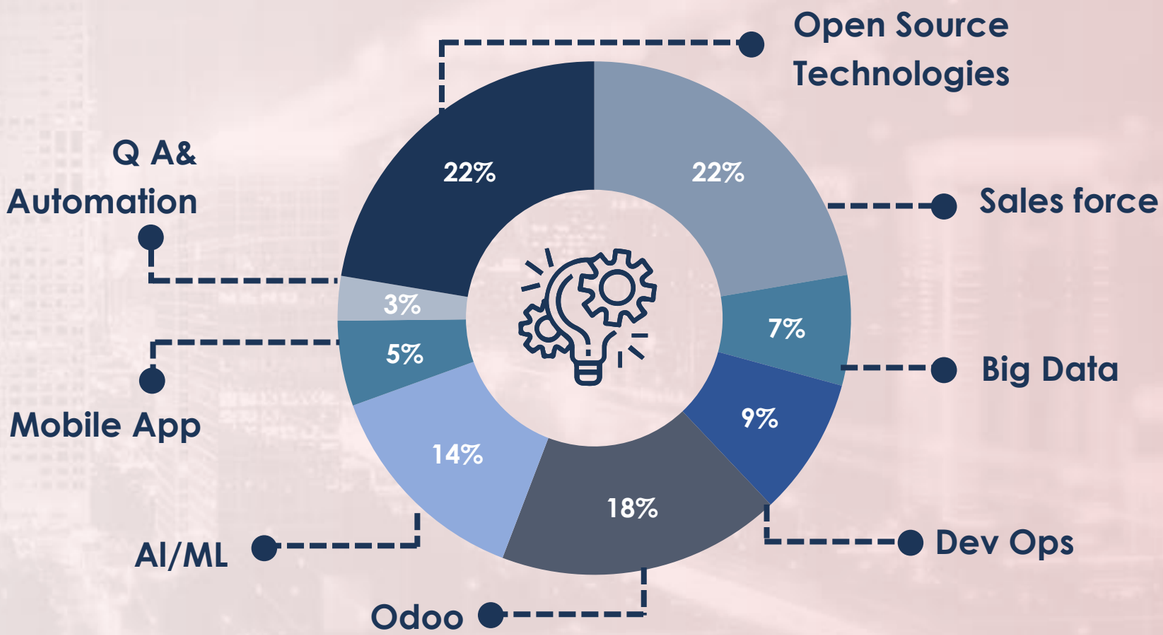


REVENUE BREAK-UP (9MFY24)

Revenue by Geography



Revenue by Technology



- *Dev Ops (Kubernetes, OpenShift, Ansible, Docker, CI/CD & Microservices)
- *Odoo (App Development, Implementation & Customisation)
- *Mobile Apps (React Native, Flutter, Native Application Development)
- *Open Source Technologies (ROR, MERN, MEAN)

CASE STUDY: BIG DATA BONANZA

TAMING TELECOM'S ACCOUNTING TSUNAMI WITH APACHE DRUID'S SCALABLE STREAMS

PROBLEMS & Client Overview

- One of the largest telecommunicatio n companies
- Facing issues in Inefficient analysis of a rapidly growing accounting dataset
- They aim to implement Apache Druid for scalable and real-time analytics

CHALLENGES

- Traditional relational databases were unable to efficiently analyze the rapidly growing accounting dataset, resulting in slow query response times.
- The absence of real-time analytics capabilities impacted the company's ability to respond swiftly to changing scenarios.

SOLUTION

- Conducted an in-depth analysis of existing data infrastructure and Analytics requirements.
- 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.

RESULT

- Significantly improved the performance by reducing the query latency. The average query response time is reduced by 70%.
- Highly scalable as Apache Druid can accommodate a 3x increase in data volume without sacrificing performance.

KSOLVES AS INFLUENCER :

DREAMFORCE EVENT

Dreamforce is a premier annual Salesforce business and technology conference held at the Moscone Center in San Francisco, offering a platform for professionals to connect, innovate, and explore transformative solutions. As a Salesforce Crest partner, Ksolves had a prominent presence at the grand event, with our US Sales Director representing us.

SPEAKER AT ODOO EXPERIENCE BELGIUM

Odoo Experience 2023 was a grand event where businesses explored the future of success with Odoo. Held from November 8-10 at Brussels Expo, Belgium, the gathering provided a platform for professionals to learn about the latest advancements, strategies, and innovations within the Odoo ecosystem. As an Odoo Gold Partner, Ksolves' Founder & CEO took part in the event as a speaker, presenting our popular app Dashboard Ninja with AI and sharing our Odoo expertise at our booth.

SPEAKER AT THE 3RD ANNUAL PREDICTIVE ANALYTICS SUMMIT 2024

This magnificent event scheduled to be held in Lalit Mumbai will bring together top professionals in Predictive Modelling, Data Science, AI, and Machine Learning. The upcoming summit will offer a platform for industry leaders to share valuable insights and advancements in Predictive Analytics across diverse sectors. Ksolves is set to be a big part of this event, with our CTO, Mr. Manish Gurnani, representing us as a speaker.

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QUARTERLY HIGHLIGHTS

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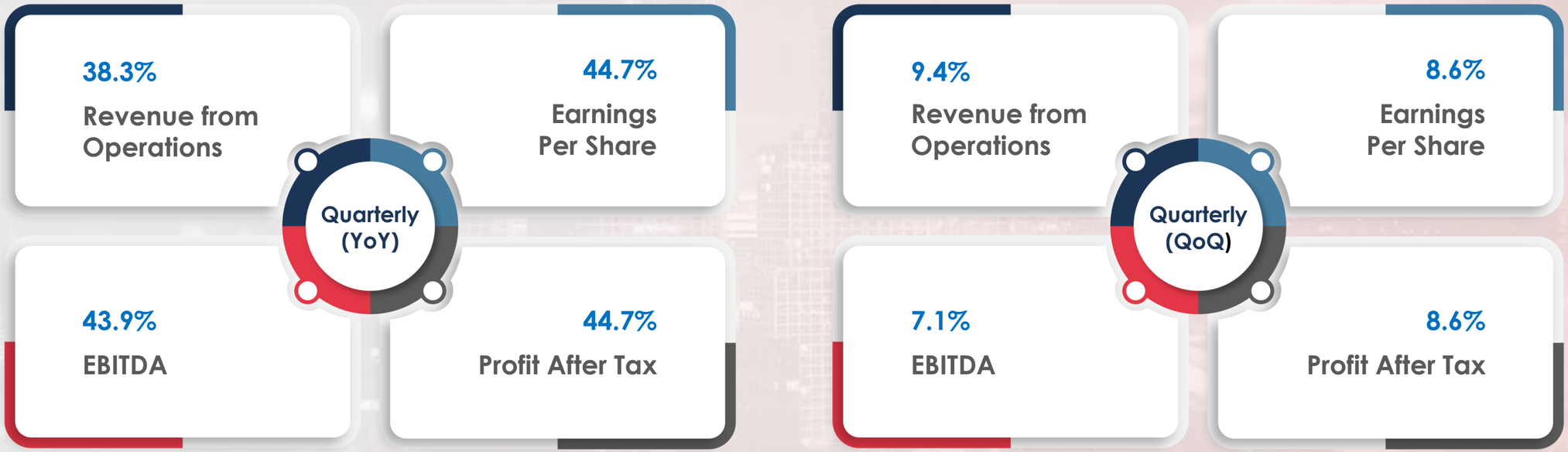
QUARTERLY PERFORMANCE – Q3'FY24



QUARTERLY FINANCIAL PERFORMANCE

Particulars (INR Mn)	Q3FY24	Q2FY24	Q3FY23	YoY%	QoQ%	9MFY24	9MFY23	YoY%
Revenue from Operations	284.2	259.8	205.5	38.3%	9.4%	781.9	555.7	40.7%
Total Expenditure	164.0	147.6	122.0	34.4%	11.1%	447.5	320.0	39.8%
EBITDA	120.2	112.3	83.5	43.9%	7.1%	334.5	235.7	41.9%
EBITDA Margin (%)	42.3%	43.2%	40.6%	+166 bps	-91 bps	42.8%	42.4%	+36 bps
Other Income	1.2	1.0	0.3	300.0%	24.8%	2.9	2.0	44.5%
Depreciation	2.6	1.8	1.4	82.9%	46.1%	5.8	4.2	39.0%
Profit Before Interest & Tax	118.8	111.5	82.4	44.2%	6.6%	331.5	233.5	42.0%
Interest	-	-	-	-	-	-	-	-
Profit Before Tax	118.8	111.5	82.4	44.2%	6.6%	331.5	233.5	42.0%
Tax	29.4	29.1	20.6	42.8%	1.0%	84.0	59.7	40.7%
Profit After Tax	89.4	82.3	61.8	44.7%	8.6%	247.6	173.8	42.4%
PAT Margin (%)	31.4%	31.7%	30.1%	+139 bps	-23 bps	31.7%	31.3%	+38 bps
Other Comprehensive Inc	-0.5	-0.5	-0.3	-57.9%	-11.2%	-1.2	-1.9	36.0%
Total Comprehensive Inc	88.8	81.8	61.4	44.6%	8.5%	246.3	171.9	43.3%
Earnings Per Share (Rs)	7.54	6.94	5.21	44.7%	8.6%	20.88	14.66	42.4%

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ANNUAL HIGHLIGHTS

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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

Note: *FY19 Standalone Data

ANNUAL BALANCE SHEET (CONSOLIDATED)

Particulars (INR Mn)	FY23	FY22
Assets		
Non-Current Assets		
(a) Property, plant and equipment	10.43	10.08
(b) Intangible Assets	0.60	0.60
(c) Financial Assets		
- Investments	-	-
- Other Financial Assets	4.38	1.70
(d) Deferred Tax Assets (Net)	5.04	2.59
(e) Other Non Current Assets	-	-
Total Non-Current Assets	20.45	14.97
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	151.30	92.57
- Cash and cash equivalents	85.73	68.95
- Bank Balance & other Cash equivalents	0.34	0.49
- Other financial assets	0.31	2.71
(c) Other current assets	82.74	57.16
Total Current Assets	320.43	221.88
Total Assets	**340.88**	**236.85**

Particulars (INR Mn)	FY23	FY22
Equity and Liabilities		
Equity		
(a) Equity Share Capital	118.56	118.56
(b) Other Equity	105.28	48.20
Total Equity	223.84	166.76
Liabilities		
Non-current Liabilities		
Financial Liabilities	-	-
Provisions	13.58	6.71
Total Non-Current Liabilities	13.58	6.71
Current Liabilities		
Financial Liabilities		
- Borrowings	-	-
- Trade payables	4.67	5.68
- Other Financial Liabilities	1.45	1.44
Provisions	84.82	51.27
Current Tax Liabilities	12.51	4.99
Total Current Liabilities	103.47	63.38
Total Equity and Liabilities	**340.88**	**236.85**

THANK YOU

KSOLVES INDIA LTD.

Ms. Manisha Kide - Company Secretary

Email: ir@ksolves.com

www.ksolves.com

For further details please contact:

KAPTIFY® Consulting

Strategy & Investor Relations | Consulting

Tel: +91-845 288 6099 | Email: contact@kaptify.in

www.kaptify.in