

May 03, 2026

To  
The Manager,  
Department of Corporate Services,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
Mumbai, Maharashtra – 400 001.

**Sub:** Investor Presentation – Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

**Scrip Code:** 517286.

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Dear Sir / Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are submitting herewith the Investor Presentation for the quarter and year ended 31<sup>st</sup> March 2026.

Please note that the Company has not conducted any analyst or institutional investors' meet and this presentation has not been shared with anyone.

This is for your information and record.

Thanking you,

Yours faithfully  
For **RNIT AI Solutions Limited**

**T.T.V.R. Seshan**  
**Company Secretary & Compliance Officer**  
**Membership Number: A73647**

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**RNIT AI Solutions Limited** [Formerly known as Autopal Industries Limited]

**RNIT Registered Office**  
RNIT AI Solutions Limited, 138 Kalyan Kunj Colony,  
Kalwar Road, Jhotwara, Jaipur, Rajasthan-302012.  
CIN: L62090RJ1985PLC003427

**Corporate Office**  
RNIT AI Solutions Limited, Plot No.92, 93 & 94  
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[www.rnit.ai](http://www.rnit.ai)

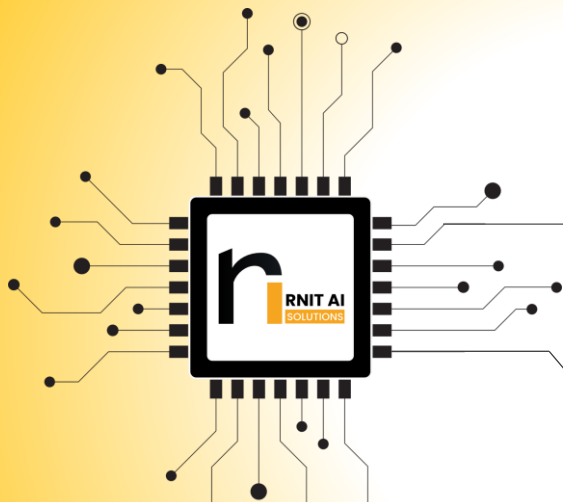
# Investor Presentation

## Q4 FY 2025-26

For the Period Ending March 31, 2026



Solution has been awarded with **Prime Ministers Award** for Excellence in Public Administration 2024



**RNIT AI SOLUTIONS LIMITED**

*Empowering e-Governance through Artificial Intelligence*



Solution has been awarded with a prestigious **"National Award"** in the e-Governance.



*Right AI Solutions... RightNow*

# Digital India Initiative & AI Adoption in India

Policy momentum, public-sector digitization and enterprise AI adoption create scalable opportunity for RNIT's AI-led platforms.

## Opportunity Drivers

### Digital India push

Government focus on digital governance, service delivery and accountability.

### AI adoption across departments

Rising use of AI for identity, monitoring, analytics and citizen services.

### Public digital infrastructure

Growing demand for scalable platforms that integrate data, workflows and field operations.

### State-wide modernization

Departments seeking real-time dashboards, compliance systems and last-mile visibility.

### Enterprise digital transformation

Corporates adopting AI, IoT and workflow automation for productivity and control.

## India Market



**Digitization + AI Adoption  
= Scalable Growth**

## How RNIT Converts This Into Business

**Proven AI governance deployments**  
Field-tested delivery capability across government ecosystems.

**FRS & identity-led platforms**  
Monetizes attendance, verification, beneficiary and workforce solutions.

**SaaS / transaction-led model**  
Scalable recurring revenue from daily usage and long-term platform adoption.

**Sector-specific solutions**  
Education, health, skill development, panchayats, municipal and citizen-service departments.

**AI + IoT + analytics integration**  
Expands wallet share through end-to-end digital transformation projects.

# What RNIT AI Does ?







RNIT powers AI-led governance and enterprise ecosystems with real-time identity, field intelligence, accountability and decision insights.

## AI-based Facial Recognition Systems

Edge based identity verification and authentication platforms for workforce and citizen-service use cases.



-  Mobile based Identification
-  Proprietary **faceify** device-based identification
-  Browser based identification
-  CCTV based identification

## AI driven e-Governance

AI platforms for identity, verification, compliance and last-mile service accountability. Single-source-of-truth platforms for last mile accountability and visibility for decision makers.



## IoT + AI transformation

Revolutionary unified digital ecosystem integrating smart and non-smart devices across healthcare, manufacturing, and supply chain operations to enhance productivity, intelligence, and accountability for government and enterprise businesses.



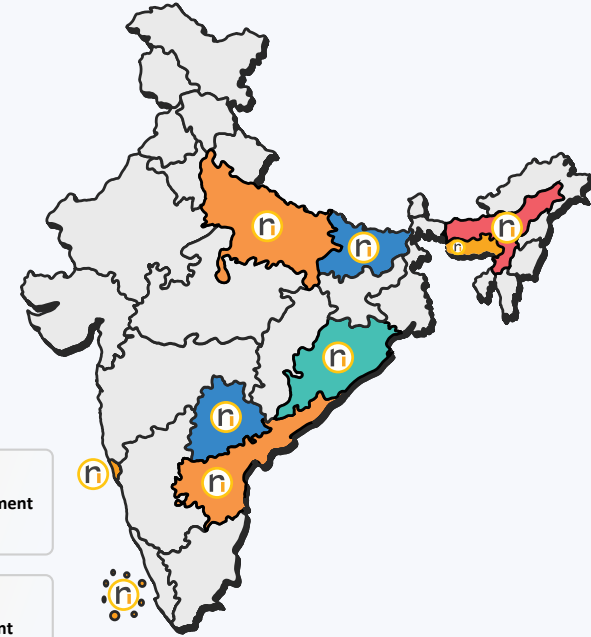
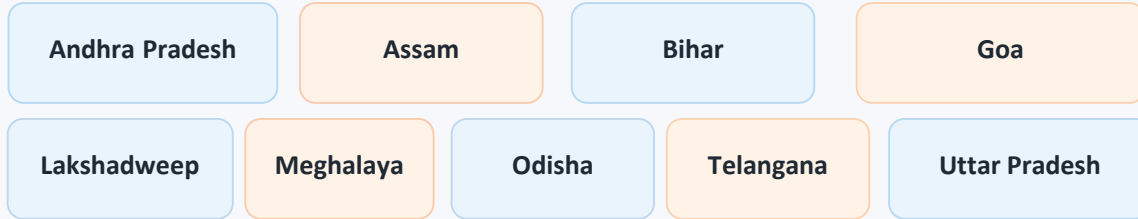
## Conversational AI & Generative AI

NIA AI Platform – Multilingual conversational AI digital companionship enabling real-time interview simulations, personalized feedback, skill-gap analysis, AI Labs for discovery of various job opportunities.



# RNIT AI – Region & Domain wise Spread

## Pan-India Presence in AI-Led e-Governance



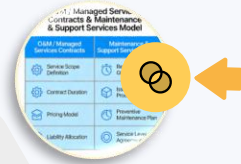
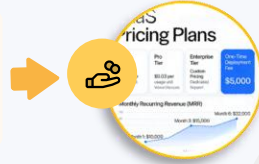
## RNIT AI driven e-Governance across Verticals



# Our Business Models



**SaaS / Transaction-Led**  
Pay per usage model – One time deployment & recurring revenue



**O&M / Managed Services Contracts**  
Maintenance & Support Services Model

**Long-Term Government Contracts**  
Platform Deployments



**Enterprise Subscription**  
Bouquet of Services Models

**Pilot-to-Scale**  
Start with Pilot & Go for large scale role out



**Elastic Pricing**  
User volume based pricing



# What makes RNIT unique ?...



01

## Citizen-scale identity layer

FRS-led authentication creates verifiable records for staff, students, beneficiaries and field teams.

Proven Leader in providing **AI governance** platforms for citizen services

Enabling **citizen-centric services** through smart digital platforms

02

## GovTech domain depth

Experience spans education, skilling, health, panchayats, municipal administration and citizen services.

SaaS / transaction-led **scalable growth** model

Single source of truth for **public administration** under e-Governance

03

## Reusable SaaS platforms

Common technology engines can be configured for departments, supporting repeatability and faster rollouts.

Trusted AI partner for **intelligent e-Governance** rollouts for several states and departments

04

## AI beyond identification

NIA / GenAI adds conversational job readiness, resume preparation, assessments and advisory journeys.

Proprietary AI platforms powering **e-Governance** in scale.

05

## Statewide execution capability

RNIT's practical strength lies in onboarding institutions, users and administrative workflows at scale.

Strengthening last-mile accountability using **AI-driven solutions**

06

## Data-to-decision layer

Dashboards convert field-level activity into governance intelligence for officers and policy makers.

**Scalable SaaS** solutions with recurring revenue models.



# RNIT Accomplishments at a Glance...



RNIT's scale, deployments, product strength and execution track record across AI-led governance and enterprise platforms.

**15 Million daily -> 50 Million daily**  
Facial identifications per day processing capability...

**3 Billion+ → 5 Billion**  
Templates processed till date across live deployments...**Marching ahead for 5 Billion plus facial templates**

**300+**  
Departments and corporate ecosystems served / enabled...More departments getting onboarded

**Multi-State**  
PAN India Deployments and rollouts across key government ecosystems

## Execution at Scale

Population-scale Facial Recognition Systems powering attendance, identity and verification workflows.

Large-scale AI governance deployments across departments such as education, health, skill development and local administration.

Field-tested platforms enabling real-time compliance, dashboards, last-mile visibility and digital accountability.

Execution capability proven through statewide projects, pilots and platform-led public-sector implementations.

## Platform & Product Strength

Proprietary platform portfolio spanning FRS, AI powered Digital Transformation ecosystems, Conversational NIA Platform & enterprise digital solutions.

AI-led identity, attendance, grievance, analytics and citizen-service enablement delivered through modular platforms.

Ability to combine AI, workflow automation, dashboards and mobile-first execution into deployable solutions.

Sector-focused capability across governance as well as enterprise digital transformation use cases.

## Commercial & Strategic Proof Points

Recognized through award-linked flagship implementations and trusted delivery credentials in governance environments.

Transaction-led / SaaS-oriented business model supporting recurring revenue visibility from live platform usage.

Strong credentials in converting pilot initiatives into scalable recurring opportunities.

Track record of building India-focused AI solutions aligned with the Digital India opportunity.

# Performance summary – Q4 vs Q3 of FY 2025–26



(₹ in Lakhs)

**Revenue**  
**₹ 1,761.57**  
 QoQ ↑ 26.6%

**EBITDA**  
**₹ 771.74**  
 Margin 43.8%

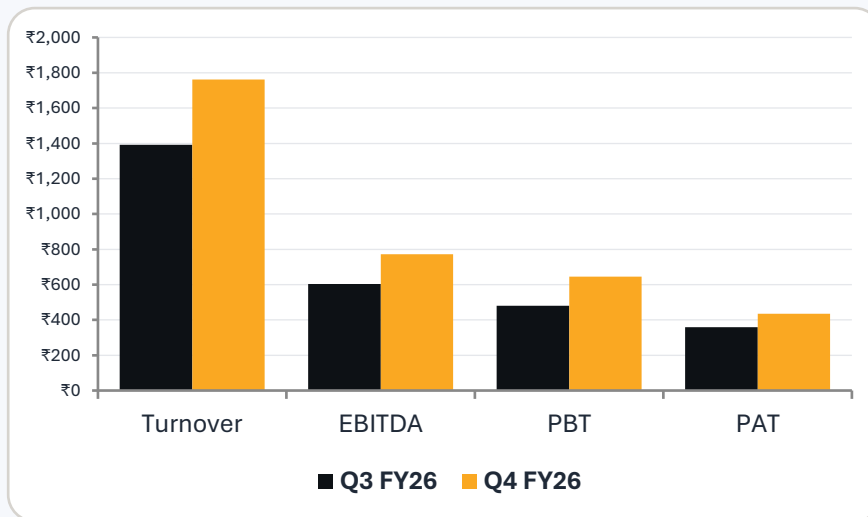
**PBT**  
**₹ 645.11**  
 Margin 36.6%

**PAT**  
**₹ 434.57**  
 Margin 24.7%

Component	Q4 FY26	Q3 FY26	QoQ / Change
Revenue from Operations	₹ 1,761.57	₹ 1,391.48	▲ 26.6%
EBITDA	₹ 771.74	₹ 602.60	▲ 28.1%
EBITDA Margin	43.8%	43.3%	▲ +0.5 pts
PBT	₹ 645.11	₹ 480.26	▲ 34.3%
PBT Margin	36.6%	34.5%	▲ +2.1 pts
PAT	₹ 434.57	₹ 359.56	▲ 20.9%
PAT Margin	24.7%	25.8%	▼ -1.2 pts
OE / Revenue	36.3%	26.8%	▲ +9.5 pts

Q4 FY26 reflects strong sequential growth with Revenue up 26.6%, EBITDA up 28.1% and PBT up 34.3% QoQ.

## Key profit & loss parameters – Q4 Vs Q3 of FY 2025-26



# Performance summary – FY 2025-26 vs FY 2024-25



(₹ in Lakhs)

**Revenue**  
**₹ 5,149.88**  
 YoY ↑ 59.8%

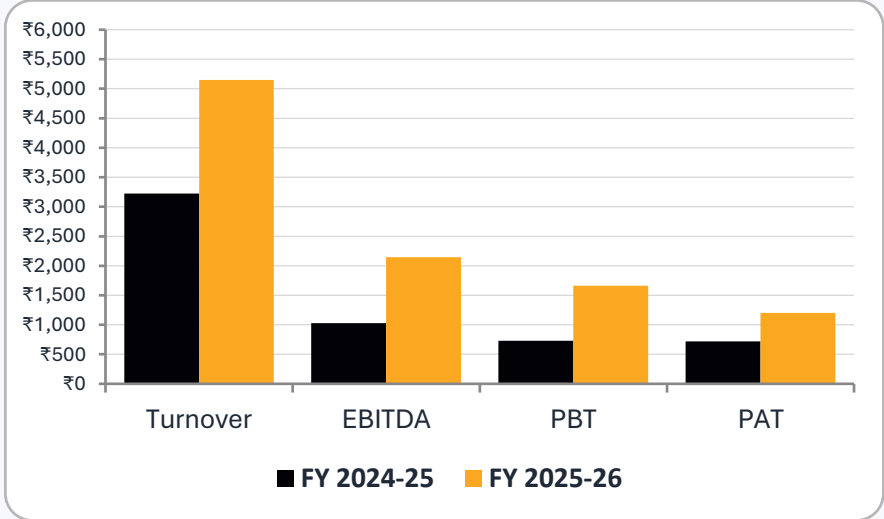
**EBITDA**  
**₹ 2,146.13**  
 Margin 41.7%

**PBT**  
**₹ 1,661.02**  
 Margin 32.3%

**PAT**  
**₹ 1,201.73**  
 Margin 23.3%

Component	FY 2025-26	FY 2024-25	YoY / Change
Revenue from Operations	₹ 5,149.88	₹ 3,222.59	▲ 59.8%
EBITDA	₹ 2,146.13	₹ 1,028.12	▲ 108.7%
EBITDA Margin	41.7%	31.9%	▲ +9.8 pts
PBT	₹ 1,661.02	₹ 730.52	▲ 127.4%
PBT Margin	32.3%	22.7%	▲ +9.6 pts
PAT	₹ 1,201.73	₹ 720.94	▲ 66.7%
PAT Margin	23.3%	22.4%	▲ +1.0 pts
OE / Revenue	28.4%	24.5%	▲ 3.9%

Key profit & loss parameters – FY 25-26 vs FY24-25



FY26 performance reflects strong operating leverage with Revenue up 59.8%, EBITDA up 108.7% and PBT up 127.4% YoY



# Our Product and Solution Portfolio



Platform / Solution	Primary use case	Investor relevance
Employee accountability tracking using FRS	Mobile facial identification and beneficiary identity verification	Recurring SaaS / transaction-led potential across departments
NIA - Conversational AI	AI conversational companion for interviews, skills, advisory and role simulation	Generative AI-led platform monetisation opportunity
Skill & Job Market	Resume builder, Job scraping, AI Labs	Skill India / state skilling department relevance
EduTech platforms	School education dashboards, attendance, roster and analytics for multiple states.	Large user-base education transformation opportunities
IoT + ERP platforms	Enterprise resource tracking, reconciliation, device-linked workflow controls	Enterprise wide digitized Smart Operations
Life cycle analytics & Executive dashboards	Real-time departmental decision making analytics <ul style="list-style-type: none"> <li>✓ Descriptive</li> <li>✓ Predictive &amp;</li> <li>✓ Prescriptive</li> </ul>	High-level governance visibility and integration potential

# FY2025-26 new project wins / rollouts



## Existing Regions - New / Existing Domains

### State Board of Technical Education & Training, Andhra Pradesh

Online application to monitor academic and NCVET activities in technical education.

### Telangana Social Welfare Residential Educational Institutions Society

AI-based FRS identification system for residential educational institutions and students.

### Andhra Pradesh Skill Development

- AI-based multilingual interview and conversational job-preparation platform.
- Additional scope for AI-enabled Skill & Employment Enhancement Platform.

### Commissionerate of Higher Education, Govt. of Andhra Pradesh

- Notification of Award / work order for government education digital deployment.
- SLA for AI-based mobile FRS attendance across higher-education institutions.

### Telangana Technology Services / Higher Education Dept., Govt. of Telangana

Multiple work orders for FRS attendance across SBTET, Collegiate Education and ITI institutions.

## New Regions – New Domains

### Goa Electronics Ltd. / Directorate of Panchayats, Govt. of Goa

AI-based FRS based ERP Suite rollout for Panchayat staff across Goa.

### Planning, Investment Promotion & Sustainable Dept., Govt. of Meghalaya

Paid pilot to integrate RNIT FRS with Meghalaya ONE and CM Connect applications.

### Department of Education, Union Territory of Lakshadweep

AI-based FRS attendance rollout for the Department of Education in Lakshadweep.

Message from  
**MANAGING DIRECTOR**



Raja Srinivas Nandigam

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## **Q4 FY 2026 Business Update**

**Dear Esteemed Stakeholders,**

As we conclude the quarter and year ended March 2026, I would like to reflect on RNIT's progress and extend my sincere gratitude for your continued trust and support. This quarter has been significant for the Company, marked by steady operational progress and key strategic developments. We continued to strengthen our AI-driven personalized interactive companion solution, along with our existing facial recognition and IoT-based smart digital applications, positioning RNIT as a trusted technology partner across government departments and corporates. A key highlight of the period has been the successful new order wins from Goa, Lakshadweep and Meghalaya, giving us strategic entry into new regions and domains. The successful preferential equity allotment, despite the challenging market environment, has further reinforced investor confidence and strengthened our capital base, enabling us to accelerate growth, invest in innovation and scale operations more effectively. Our focus continues to remain on building sustainable, technology-led solutions that create long-term value for stakeholders. We are expanding our deployment footprint, enhancing product capabilities and pursuing opportunities aligned with our core Strengths. Also, It is heartening that resolution application process submitted as part of NCLT has been fulfilled and completed. Looking ahead, we remain optimistic about the Company's growth trajectory. With a clear strategic direction and a committed team, we are confident in our ability to deliver consistent performance and create meaningful value for all stakeholders.

**Thank you for your continued support and belief in RNIT.**

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## Disclaimer

This presentation has been prepared by the Company solely for information purposes based on the audited financial results for the quarter and year ended 31 March 2026 and other publicly available information, in accordance with applicable SEBI regulations and stock exchange filings. It does not constitute any offer, invitation or recommendation to purchase or subscribe to securities. Certain statements herein may be forward-looking in nature, including statements relating to the Company's growth, expansion, scalability, business strategy, operational performance, market opportunity and outlook, and may be identified by words such as "expect", "believe", "intend", "plan", "estimate", "will", "may", "continue", "accelerate", "expand", "scale", "confident" or similar expressions. Such statements are subject to risks and uncertainties, including economic, regulatory, market, technological, operational and other factors that may cause actual results to differ materially. No representation or warranty, express or implied, is made as to the accuracy, completeness or fairness of the information, and no liability is accepted for any loss arising from its use. The Company undertakes no obligation to update any forward-looking statements except as required by law. Financial information is rounded and should be read in conjunction with audited financial statements and exchange filings.



Thank you!

For further queries, write to us  
[cs@rnit.ai](mailto:cs@rnit.ai)



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