Date: December 14, 2022

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-December 2022.

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

Ksolves India Limited (Formerly known as Ksolves India Private Limited)
Registered. Office.: 317/276-Second floor, Lane No.3, Mehrauli Road, Saidulajab, Saket, New Delhi-110030,
Corporate Office: Suite No- 213, H-Block , Building No. 221, Infinity Space, Sector 63, Noida, 201301.
Telephone No: 9871977038 Email Id: cs@ksolves.com Website: www.ksolves.com

CIN: L72900DL2014PLC269020

TABLE OF CONTENT

COMPANY
PROFILE

CMMI Level 3   NSE & BSE Listed   Nasscom Member
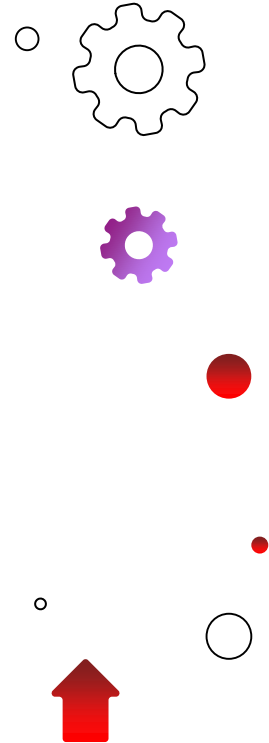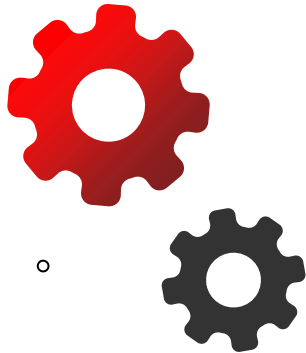
COMPANY OVERVIEW

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

360+	**10+**	**35+**	**20+**	**84.3%**	**48%**
Developers	Years of Service	Trusting Clients	Countries	Repeat Business	Top 5 Client Contribution

odoo
Gold Partner

BRONZE
Adobe
Solution Partner

salesforce silver
consulting partner

redhat
ADVANCED
BUSINESS PARTNER
ISV Partner

CMMI Level 3   **NSE & BSE Listed**   **Nasscom Member**

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 experience of more than 15 years 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)
4+ years of experience.

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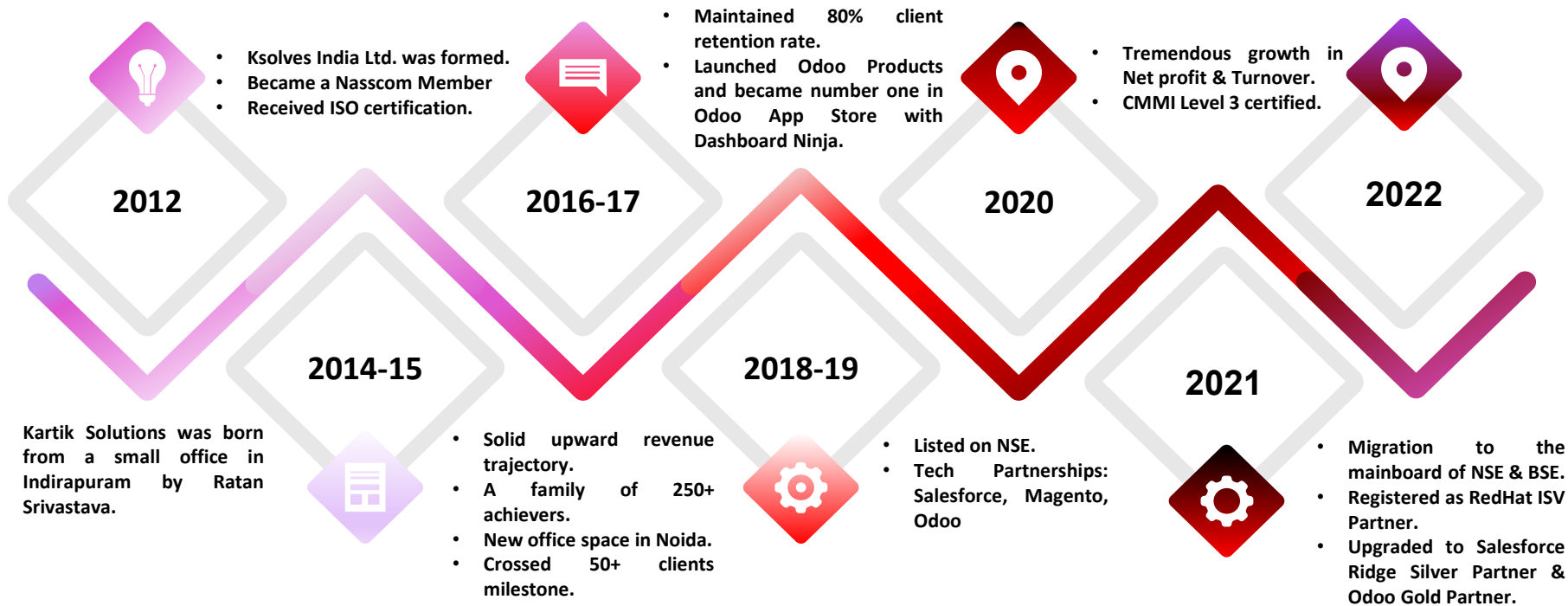She is a MBA from ISB. She has 16+ years of experience in Information Technology Enabled Services

Varsha Choudhry
Independent Director
Chartered Accountant
12+ years of experience in Taxation & Finance

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KSOLVES
Emerging Ahead Always

TIMELINE

2012
- Ksolves India Ltd. was formed.
- Became a Nasscom Member
- Received ISO certification.

2014-15

Kartik Solutions was born from a small office in Indirapuram by Ratan Srivastava.

2016-17
- Maintained 80% client retention rate.
- Launched Odoo Products and became number one in Odoo App Store with Dashboard Ninja.

- Solid upward revenue trajectory.
- A family of 250+ achievers.
- New office space in Noida.
- Crossed 50+ clients milestone.

2018-19
- Listed on NSE.
- Tech Partnerships: Salesforce, Magento, Odoo

2020
- Tremendous growth in Net profit & Turnover.
- CMMI Level 3 certified.

2021
- Migration to the mainboard of NSE & BSE.
- Registered as RedHat ISV Partner.
- Upgraded to Salesforce Ridge Silver Partner & Odoo Gold Partner.
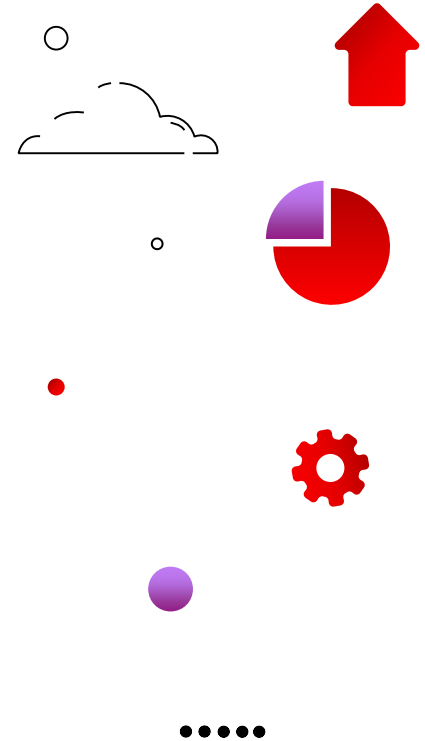
2022

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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.

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

Hybrid Delivery Model	Opening onshore delivery centres	**North America & Europe**
Target Enterprise Customers	Leveraging techno-functional expertise	**Senior lateral hires in different industries**
Maintaining hyper revenue growth path	Maintaining industry leading profitability	**Focus on non-linear & scalable levers**
Increasing revenue per employee	Upgrading technology mix of projects	**Higher Billing Projects**

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GROWTH DRIVERS

01

Increased Utilization

Increased utilization percentage and gradual billing rate revisions for legacy clients will helped 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.

76%

Growth Rate - FY22

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.

03

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.

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SHAREHOLDER FRIENDLY

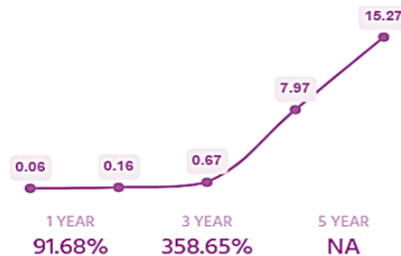## 44.7%

Dividend Payout Ratio

>12%

Q-o-Q Sales Growth for 4 consecutive Quarters

Record Date	Amount Rs. Per Share	Type
28-Oct-22	4.5	Interim
22-Jul-22	8.0	Final
04-Feb-22	3.25	Interim
29-Oct-21	2.5	Interim
07-Jun-21	30.0	Final

Profit Growth ⓘ

15.27

7.97

0.06   0.16   0.67

1 YEAR	3 YEAR	5 YEAR
91.68%	358.65%	NA

Sales Growth ⓘ

45.35

23.89

3.4   5.42   8.14

1 YEAR	3 YEAR	5 YEAR
89.78%	103.03%	NA

3 year CAGR Sales ➡ **103%**

3 year CAGR Profit ➡ **357%**

Return On Equity (FY21-22) ➡ **105%**

Return On Capital Employed (FY21-22) ➡ **138%**

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GEOGRAPHICAL PRESENCE
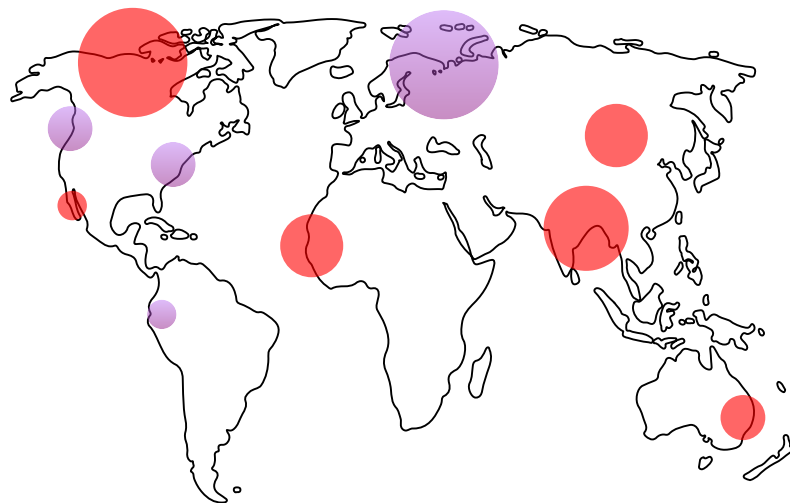
Particulars	For the year ended 31st March		
	FY2022	FY2021	FY2020
Export Sales (Rs Mn)	321.0	231.4	80.20
% of Total Sales	70.8%	96.8%	100.0%

Geographical Areas	Fiscal 2022		Fiscal 2021		Fiscal 2020	
	Rs. Mn	%	Rs. Mn	%	Rs. Mn	%
North America	274.2	60.5%	198.8	83.2%	68.8	85.7%
Europe	30.8	6.8%	22.4	9.4%	8.8	11.0%
Others	148.4	32.7%	177.2	7.4%	2.6	3.3%
Total	453.5	100.0%	238.9	100.0%	80.2	100.0%

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BUSINESS
OVERVIEW

BUSINESS MODEL

KSOLVES

SERVICES

Development Services

Consulting Services

PRODUCTS

Adobe Magneto

Odoo

Salesforce

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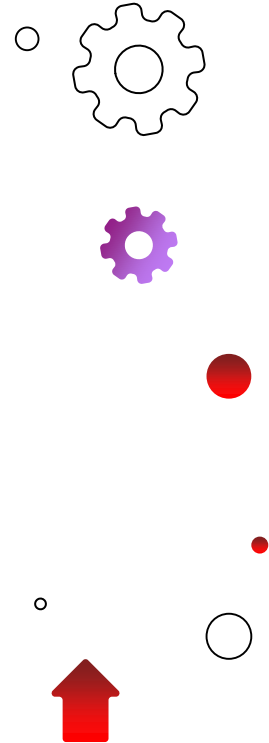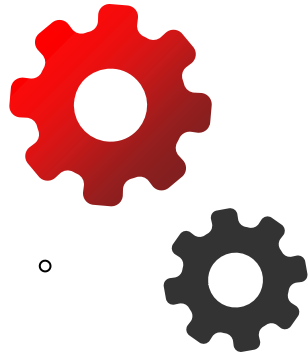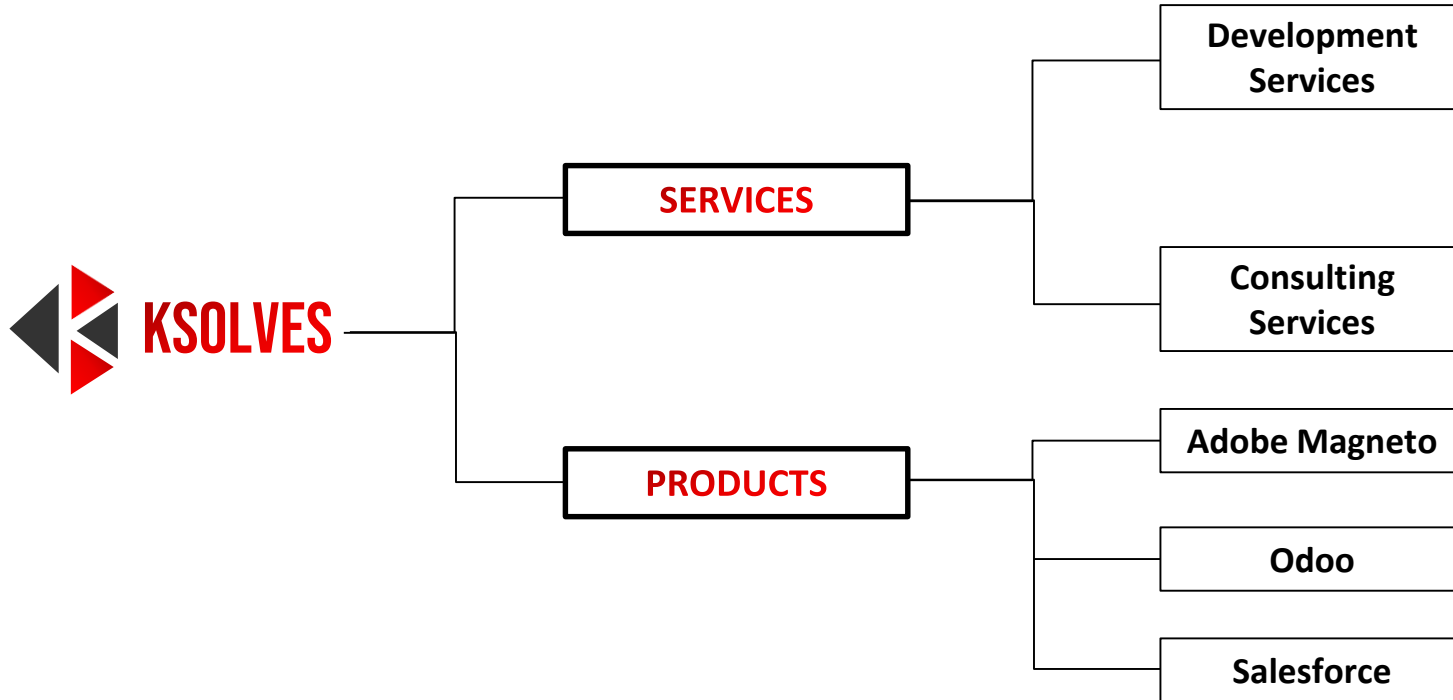
BUSINESS VERTICALS

Salesforce	Java/Micro Services	Apache Cassandra
AI & Machine Learning	Magento Development	Apache Spark
Serverless Architecture	Node.js Development	Odoo Development
Apache Kafka	DevOps	MERN & MEAN Stack
Apache Nifi	Big Data	Openshift

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VERTICALS SEGMENTATION

Software Services

Big Data Division

Mobile Development Division

Products Division

MACHINE LEARNING

JavaScript

Penetration Testing

Java

RAILS

cassandra

android

iOS

Flutter   React

odoo

Magento

salesforce

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SERVICES SUITE

Java

Spring | Spring MVC | Spring Boot | Microservices

Java SE | Servlet | JSP | JDBC

Java EE | JNI | JMS

Frameworks
Struts | Hibernate | iBATIS

Databases
MySQL | Oracle

Servers
Tomcat | JBoss | Glassfish Websphere

salesforce

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

BIG DATA

Apache Kafka

Apache NiFi

Apache Spark

Apache Cassandra

Apache Hadoop

Apache Kudu

Apache Scala

Data Science

Computer Vision

RP
A
NLP

Decision Management using Deep Learning
Data Driven Analytics

Web & Mobile Development

Android/iOS Apps

Flutter | React Native

Python | Javascript (React, Node, Angular) | CSS | HTLM5

Go | C# | C++

DevOps

CI Servers
Jenkins | TeamCity | Bamboo

Monitoring Tools
Splunk | Stackdriver | Cloudwatch | NewRelic

Log Aggregation Tools
Loggly | Logstash | Sumologic

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18

EXECUTION MODELS

01 | Staff Augmentation

02 | Dedicated Teams

03 | Project-Based Model

SERVICE PROCESS

Requirement Gathering

01

- **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.**

Initiate the Development Plan

02

- **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

04

- **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.**

Quality Assurance

03

- **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.**

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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.

BRONZE
Solution Partner
Adobe

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.

OdOO
Gold Partner

Top 10 Apps and Themes

Dashboard Ninja | List View Manager | Odoo Builder | Dashboard Ninja Adva...
363.00 € ↓ 360 | 118.00 € ↓ 129 | 499.00 € ↓ 15 | 512.00 € ↓ 86
Add To Cart Buy Now | Add To Cart Buy Now | |

Dashboard Ninja (14.0)

Dashboard Ninja helps the user to create vivid, informative, and custo functions on a single screen. The adaptive feature of the Dashboard N customization. It provides a constructive approach by highlighting the **Dashboard Ninja**.

Read More

★★★★☆ 4.64   **Downloads : 360**

363.00 €   Version 14.0 ˅

Add to cart   Buy Now   Live Previe

Multi Vendor Marketplace

☆☆☆☆☆ 0

449.00 €   ↓ 2

Add To Cart   Buy Now

Top Selling Product

New Product Launch

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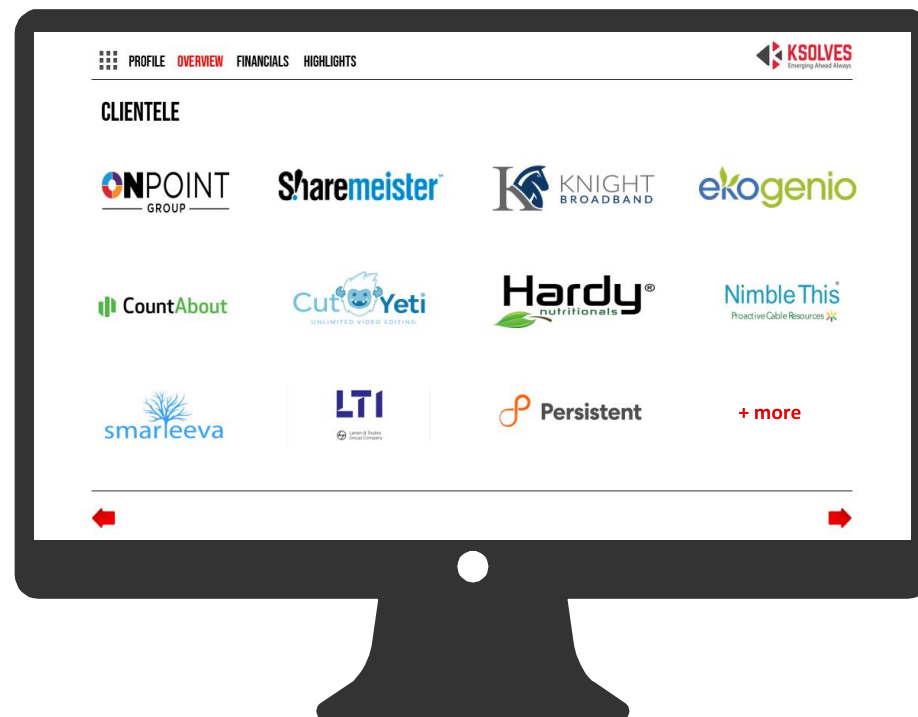
Our quality standards, punctual order completions & our unmatched overall service have resulted in significant recurring revenue from existing customers and also enabled us to garner clients which are some of the leading businesses in India and abroad.

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.

FY22	Percentage of Revenue (%)
Top 5 Customers	53.4%
Top 10 Customers	69.8%
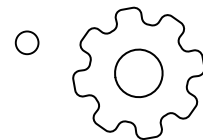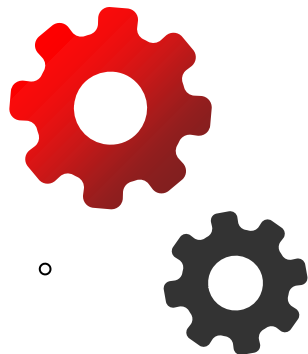
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INDUSTRIES SERVED

IT & Services
➡ 33%

Telecom & Media
➡ 17%

E-Governance
➡ 13%

Edu Tech
➡ 10%

Manufacturing
➡ 9%

Logistics
➡ 8%

Healthcare & Life Sciences
➡ 5%

Banking, Financial Services & Insurance
➡ 3%

Retail & E-Commerce
➡ 2%

Revenue by Industry

3% 2%
5%
8%
9%
10%
13%
33%
17%

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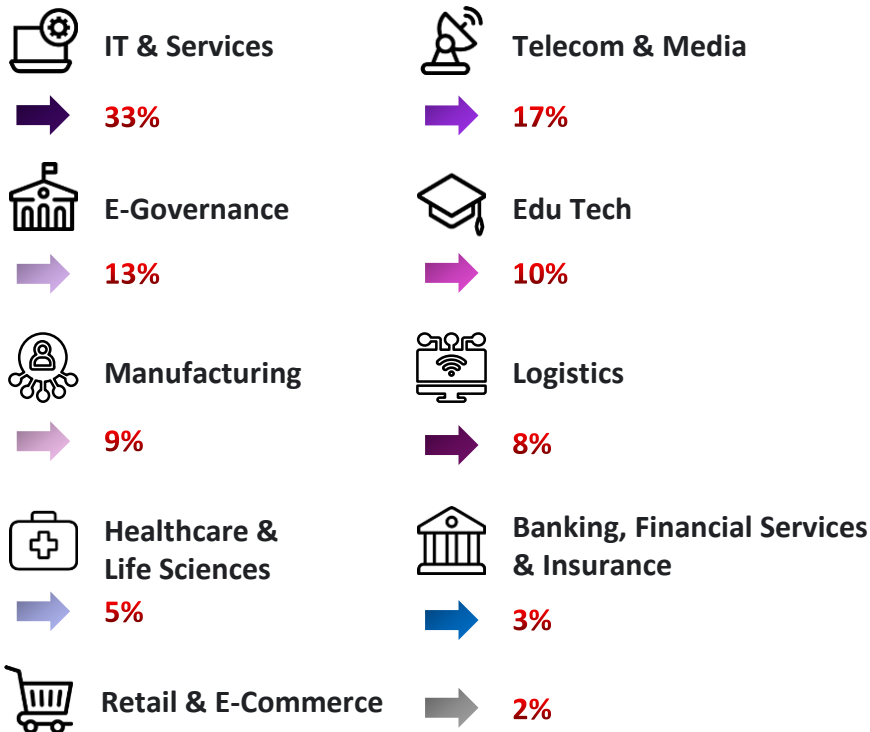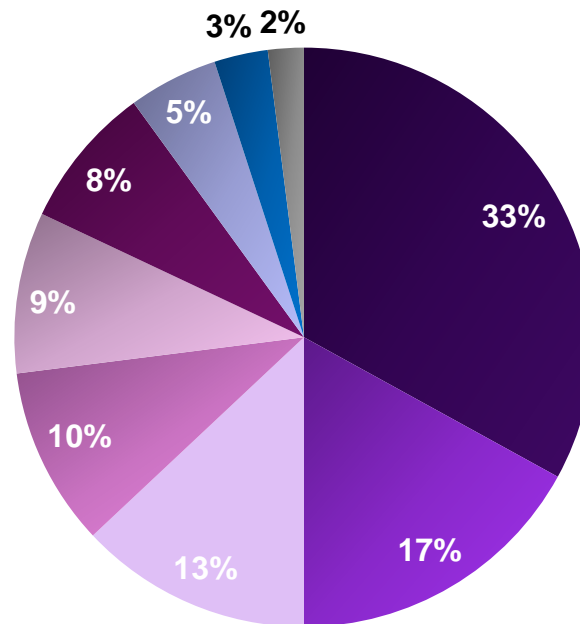
INDUSTRIES SERVED

Sector	FY22		FY21		FY20	
	Rs. Mn	%	Rs. Mn	%	Rs. Mn	%
Ecommerce	2.81	0.62%	7.87	3.30%	9.81	12.23%
Electronics & Communication	19.28	4.25%	13.01	5.44%	1.88	2.35%
ERP Product	0.58	0.13%	10.64	4.45%	3.38	4.22%
Financial Services	4.91	1.08%	6.33	2.65%	3.01	3.76%
Healthcare	11.40	2.51%	9.64	4.03%	8.77	10.93%
Logistics	2.30	0.51%	4.90	2.05%	2.65	3.30%
Power & Utility	2.62	0.58%	3.51	1.47%	4.25	5.30%
Services	65.30	14.40%	119.23	49.90%	29.83	37.19%
Telecom	58.18	12.83%	25.23	10.56%	3.86	4.81%
Others	286.08	63.09%	38.59	16.15%	12.76	15.91%
Grand Total	453.46	100%	238.94	100%	80.20	100%

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REVENUE BREAK-UP (1/2)

Total Revenue Break-Up (INR Million)

FY	Total Revenue	Export Revenue	Domestic Revenue
FY20	80.2	80.2	0.0
FY21	238.9	231.4	7.6
FY22	453.5	321.0	132.5

Legend: ■ Total Revenue ■ Export Revenue ■ Domestic Revenue
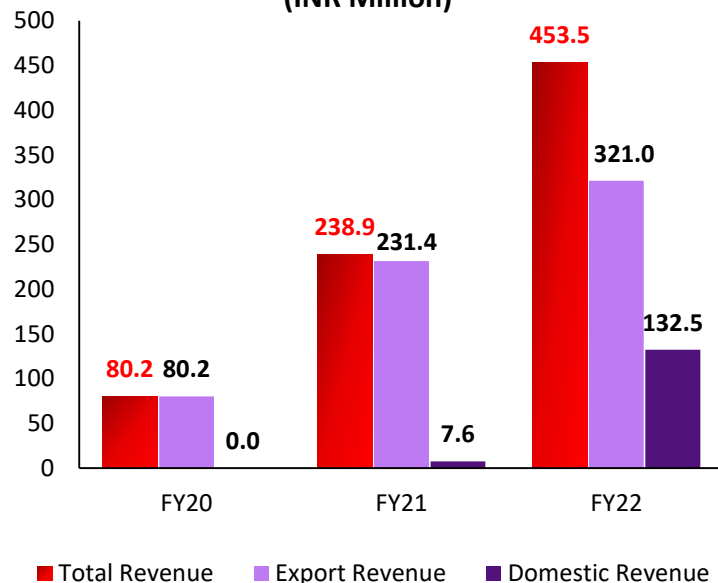
Geographical Revenue Break-Up (INR Million)

FY	North America	Europe	Others
FY20	68.8	8.8	2.6
FY21	198.8	22.4	17.7
FY22	274.2	30.8	148.4

Legend: ■ North America ■ Europe ■ Others

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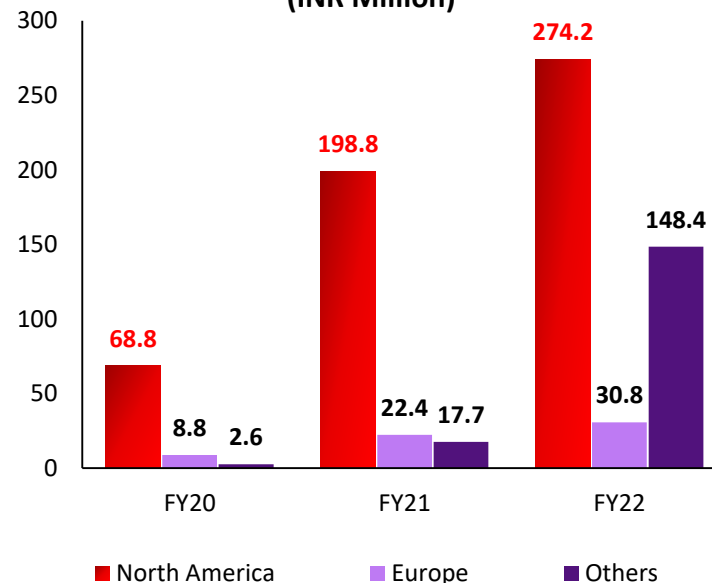
REVENUE BREAK-UP (2/2)

Revenue by Geography
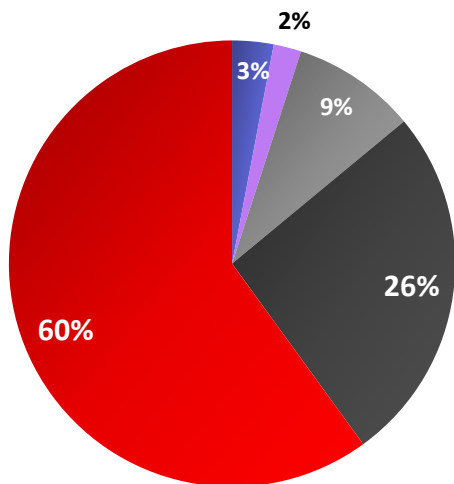
- Rest of World — 3%
- Australia — 2%
- Europe — 9%
- India — 26%
- North America — 60%

Revenue by Technology
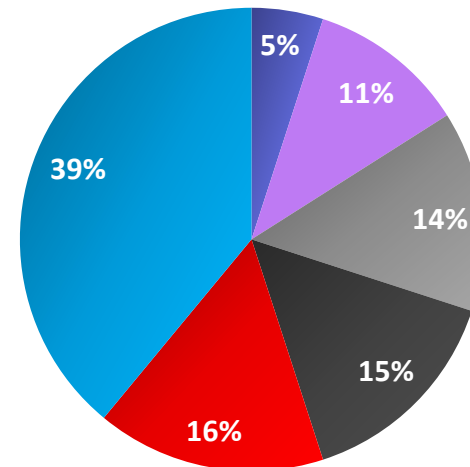
- QA & Automation — 5%
- AI/ML — 11%
- Mobile & Opensource Tech — 14%
- Java & Microservices — 15%
- Big Data — 16%
- Salesforce — 39%

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SALESFORCE

80+
Developers & Architects

9+
Years of Proven Delivery Model

25+
Complex Project

Niche Offerings ➡️
- Commerce Cloud
- Marketing Cloud
- Community Cloud
- Health Cloud
- CPQ, etc.

- Ksolves is filling the gap where there is scarcity of well qualified resources on cloud offerings from Salesforce.
- Ksolves has a higly skilled team of Salesforce certified Developers & Architects
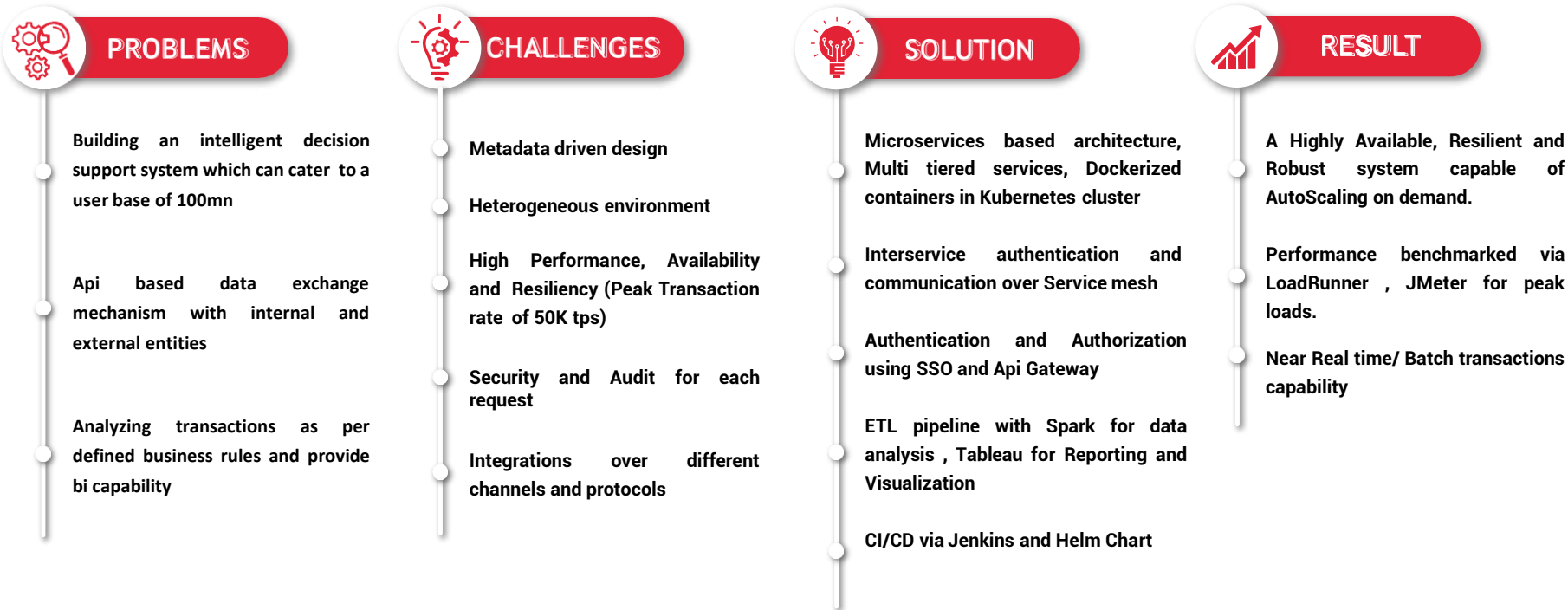
SERVICES OFFERED

➢ Salesforce Lightning & Aura Components Development

➢ Salesforce Development & CRM Consulting

➢ Sales, Service, Marketing, Community Cloud

➢ AppExchange App Development & Listing

➢ Migration to Salesforce from other CRMs

➢ Integrating Salesforce with Third-party Applications

➢ Salesforce CPQ Implementation

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

PROBLEMS

Building an intelligent decision support system which can cater to a user base of 100mn

Api based data exchange mechanism with internal and external entities

Analyzing transactions as per defined business rules and provide bi capability

CHALLENGES

Metadata driven design

Heterogeneous environment

High Performance, Availability and Resiliency (Peak Transaction rate of 50K tps)

Security and Audit for each request

Integrations over different channels and protocols

SOLUTION

Microservices based architecture, Multi tiered services, Dockerized containers in Kubernetes cluster

Interservice authentication and communication over Service mesh

Authentication and Authorization using SSO and Api Gateway

ETL pipeline with Spark for data analysis , Tableau for Reporting and Visualization

CI/CD via Jenkins and Helm Chart

RESULT

A Highly Available, Resilient and Robust system capable of AutoScaling on demand.

Performance benchmarked via LoadRunner , JMeter for peak loads.

Near Real time/ Batch transactions capability

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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

FINANCIAL
HIGHLIGHTS

QUARTERLY FINANCIAL PERFORMANCE

Particulars (INR Mn)	Q2FY23	Q1FY23	Q2FY22	YoY%	QoQ%	H1FY23	H1FY22	YoY%
Revenue from Operations	185.0	165.1	107.0	72.9%	12.1%	350.1	206.4	69.6%
Total Expenditure	104.1	93.9	62.0	68.0%	10.9%	198.0	114.5	72.9%
EBITDA	**80.9**	**71.3**	**45.1**	79.6%	13.6%	**152.2**	**91.9**	65.6%
EBITDA Margin (%)	43.7%	43.2%	42.1%	165 bps	58 bps	43.5%	44.5%	-107 bps
Other Income	0.6	1.1	0.8	-23.8%	-48.3%	1.7	8.1	-79.1%
Depreciation	1.3	1.5	1.3	-4.3%	-14.3%	2.7	2.5	9.9%
Profit Before Interest & Tax	**80.2**	**70.9**	**44.5**	80.4%	13.2%	**151.1**	**97.5**	55.0%
Interest	-	-	0.0	-	-	-	0.0	-
Extraordinary Items	-	-	-	-	-	-	0.7	-
Profit Before Tax	**80.2**	**70.9**	**44.5**	80.4%	13.2%	**151.1**	**96.8**	56.2%
Tax	21.1	18.0	11.1	90.2%	17.2%	39.1	21.8	78.8%
Profit After Tax	**59.2**	**52.9**	**33.4**	**77.1%**	**11.8%**	**112.1**	**74.9**	**49.6%**
PAT Margin (%)	32.0%	32.1%	31.2%	77 bps	-8 bps	32.0%	36.3%	-428 bps
Other Comprehensive Income	-0.8	-0.8	-0.2	396.9%	7.3%	-1.6	-0.3	430.7%
Total Comprehensive Income	**58.4**	**52.2**	**33.2**	75.6%	11.8%	**110.5**	**74.6**	48.1%
Earnings Per Share (Rs)	**4.99**	**4.46**	**2.82**	**77.0%**	**11.9%**	**5.42**	**4.08**	**32.8%**

CMMI Level 3 | **NSE & BSE Listed** | **Nasscom Member**

CONSOLIDATED BALANCE SHEET

Particulars	30 Sep 2022	31 Mar 2022
Assets		
Non-Current Assets		
(a) Property, plant and equipment	10.25	10.08
(b) Intangible Assets	0.60	0.60
(c) Financial Assets		
- Investments	-	-
- Other Financial Assets	1.15	1.70
(d) Deferred Tax Assets (Net)	3.67	2.59
(e) Other Non Current Assets	-	-
Total Non-Current Assets	**15.67**	**14.97**
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	117.00	92.57
- Cash and cash equivalents	63.00	68.95
- Bank Balance & other Cash equivalents	0.34	0.49
- Other financial assets	1.90	2.71
(c) Other current assets	50.25	57.16
Total Current Assets	**232.48**	**221.88**
Total Assets	**248.16**	**236.85**

Particulars	30 Sep 2022	31 Mar 2022
Equity and Liabilities		
Equity		
(a) Equity Share Capital	118.56	118.56
(b) Other Equity	63.88	48.20
Total Equity	**182.44**	**166.76**
Liabilities		
Non-current Liabilities		
Financial Liabilities	-	-
Provisions	10.18	6.71
Total Non-Current Liabilities	**10.18**	**6.71**
Current Liabilities		
Financial Liabilities		
- Borrowings	-	-
- Trade payables	5.34	5.68
- Other Financial Liabilities	0.63	1.44
Provisions	41.76	51.27
Current Tax Liabilities	7.81	4.99
Total Current Liabilities	**55.54**	**63.38**
Total Equity and Liabilities	**248.16**	**236.85**

CMMI Level 3   **NSE & BSE Listed**   **Nasscom Member**

AWARDS & ACCREDITATION

THANKS!

KSOLVES INDIA LTD.

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