Date: May 09, 2023

To

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-May' 2023

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: 2023.05.09 15:53:50 +05'30'

Manisha Kide
Company Secretary & Compliance Officer

KSOLVES
Emerging Ahead Always

KSOLVES INDIA LTD.

Emerging Ahead Always

Investor Presentation

May - 2023.

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COMPANY PROFILE

COMPANY OVERVIEW

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

400+	11+	40+	25+	84.3%	33%
Employees	Years of Service	Trusting Clients	Countries	Repeat Business	Top 5 Client Contribution

odoo Gold Partner

Adobe BRONZE Solution Partner

salesforce Crest Partner

amazon web services | Partner Network

redhat. ADVANCED BUSINESS PARTNER ISV Partner

KEY MANAGEMENT

Ratan Srivastava

Chairman & Managing Director

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

Manish Gurnani

Chief Technology Officer (CTO)

22+ years of IT experience.

Deepali Verma

Whole-time Director & Promoter

7 years experience in the IT Industry.

Umang Soni

Chief Financial Officer (CFO)

4+ years of experience.

BOARD OF DIRECTORS

Vineet Krishna

Independent Director

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

Varun Sharma

Independent Director

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

Sushma Samarth

Independent Director

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

Varsha Choudhry

Independent Director

Chartered Accountant

12+ years of experience in Taxation & Finance

TIMELINE

2012

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

2014-15

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

2016-17

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

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.
- Opened it's 4th delivery centre in Ahmedabad, India.

AWARDS & ACCREDITATION (1/2)

NASSCOM SME INSPIRE AWARD 2023

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

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

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

AWARDS & ACCREDITATION (2/2)

CMMI level 3

FinTech Festival India
Powered By COINSWITCH KUBER

TOP SALESFORCE PARTNER

SelectedFirms

Forbes INDIA

TOP SOFTWARE DEVELOPMENT COMPANY IN INDIA

NASSCOM®

CERTIFIED ISO 9001:2015 COMPANY

siliconindia

TopDevelopers

CIO Review 20 MOST PROMISING MICROSOFT SOLUTION PROVIDERS - 2018

SelectedFirms
TOP ECOMMERCE DEVELOPMENT COMPANY

Expertise.com
Best Software Development Companies in San Jose
2022

TOP SALESFORCE CONSULTANTS
forcetalks

redhat.
READY
BUSINESS PARTNER
ISV Partner

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

GROWTH DRIVERS

01

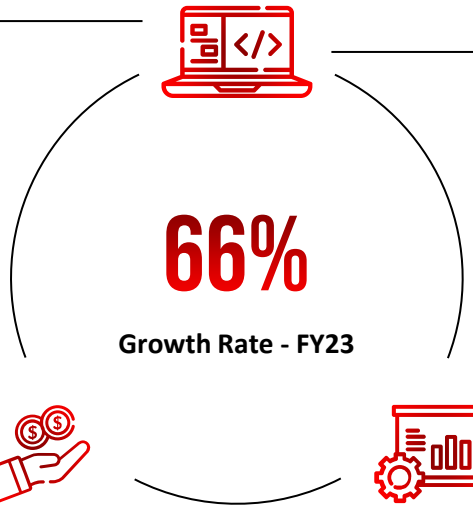
Increased Utilization

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.



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.

SHAREHOLDER FRIENDLY (1/2)

74%

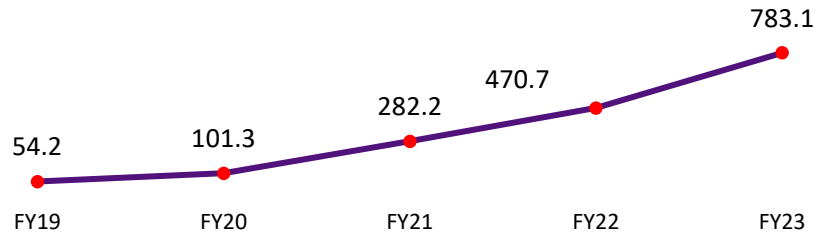
Dividend Payout Ratio

≥ 11%

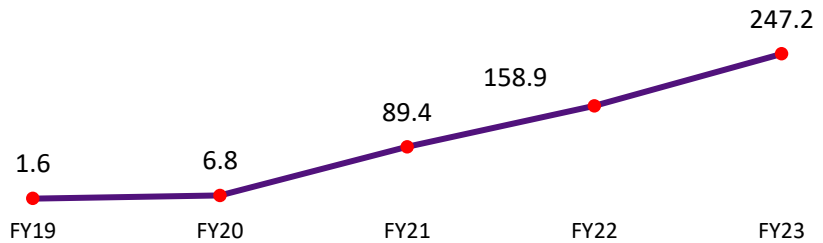
Q-o-Q Sales Growth for 6 consecutive Quarters

Record Date	Amount Rs. Per Share	Type
23-04-23	8.0	Final
03-03-23	3.0	Interim
27-10-22	4.5	Interim
21-07-22	8.0	Final
03-02-22	3.25	Interim
28-10-21	2.5	Interim

Sales Growth (INR Mn)



Net Profit Growth (INR Mn)



SHAREHOLDER FRIENDLY (2/2)

Funds Raised in IPO

06 July, 2020

Rs. 36.2 Million

Dividend Declared/Paid

FY23

Rs. 183.8 Million*

	FY22	FY23
Free Cash Flow	Rs. 96.5 Mn	Rs. 201.3 Mn
Net Profit	Rs. 158.9 Mn	Rs. 247.2 Mn
Dividend Paid	Rs. 163.0 Mn (Rs. 13.75 per share)	Rs. 183.8* Mn (Rs. 15.5 per share)

Dividend Payout % of Free Cash Flow

91.3%

Dividend Payout % of Net Profit

74.4%

98%

3 Years Sales CAGR

228%

3 Years Net Profit CAGR

110%

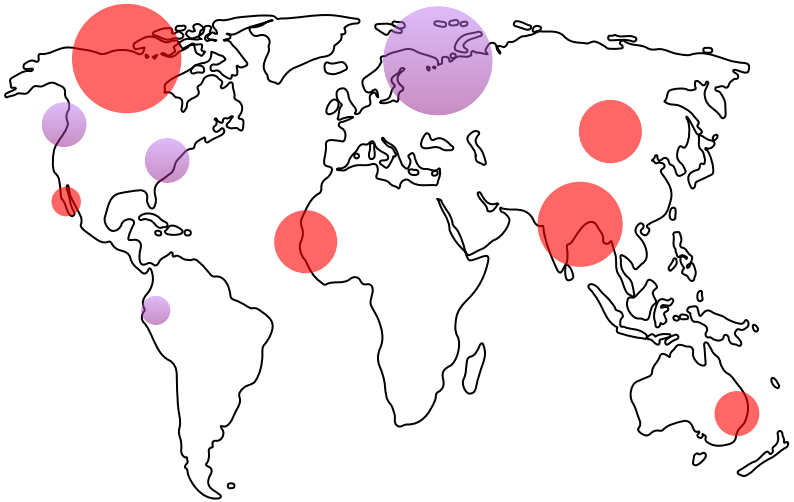
Return on Equity (2023)

139%

Return on Capital Employed (2023)

*Subject to approval of final dividend of Rs. 8 per share at the AGM for FY23.

GEOGRAPHICAL PRESENCE

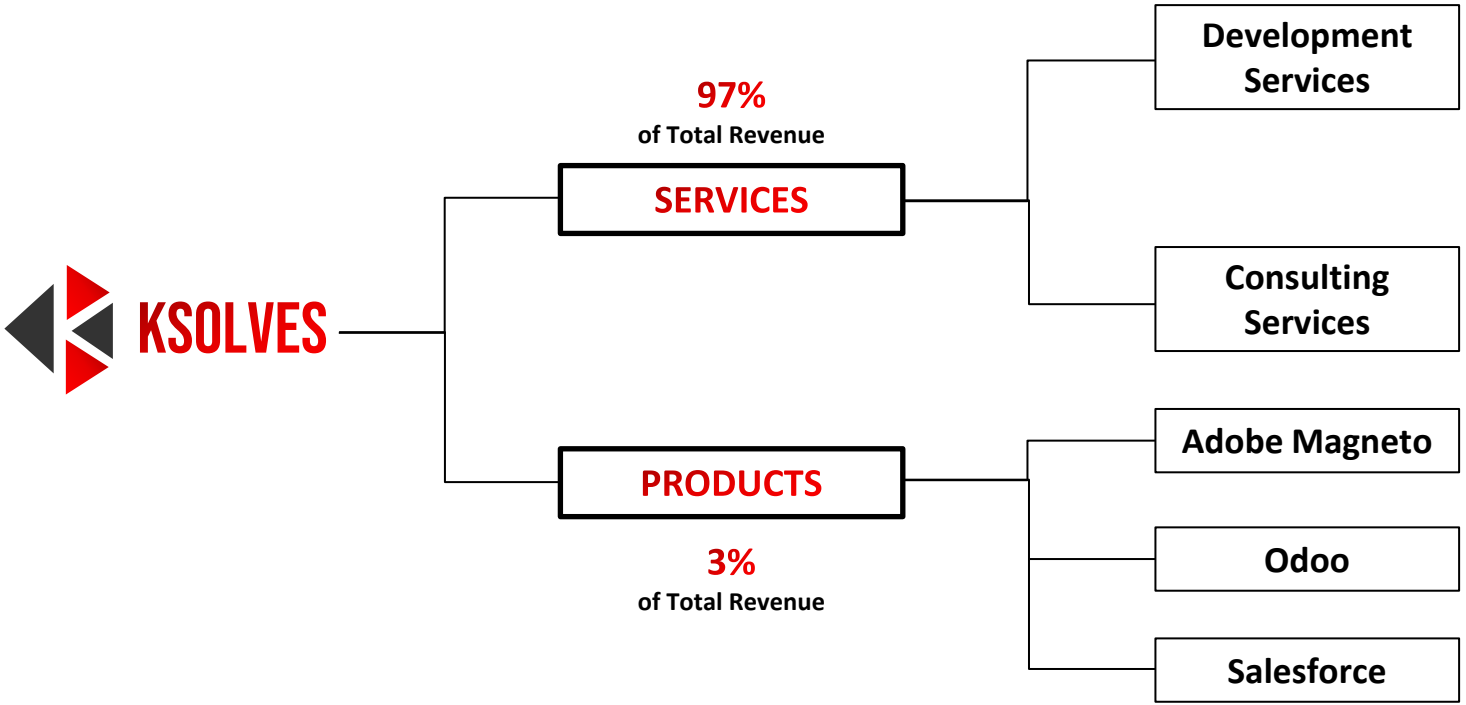


Particulars	For the year ended 31st March		
	FY2023	FY2022	FY2021
Export Sales (Rs Mn)	599.2	337.7	274.5
% of Total Sales	76.5%	71.7%	97.3%

Geographical Areas	Fiscal 2023		Fiscal 2022		Fiscal 2021	
	Rs. Mn	%	Rs. Mn	%	Rs. Mn	%
North America	515.9	65.9%	290.9	61.8%	235.0	83.3%
Europe	54.7	7.0%	30.8	6.5%	28.0	9.9%
India	183.9	23.5%	133.0	28.3%	7.6	2.7%
RoW	28.7	3.7%	16.0	3.4%	11.5	4.1%
Total	783.1	100.0%	470.7	100.0%	282.2	100.0%

BUSINESS OVERVIEW

BUSINESS MODEL



TECHNOLOGY VERTICALS

SERVICES SUITE

Enterprise Technology

Technology
Java | Scala | Python | Kubernates

Frameworks
Spring | Micronaught | ORM

Databases
MySQL | Oracle | Mongo | Cassandra

Architecture
Microservices | Distributed Transactions

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

Open Source
Kafka
NiFi
Spark
Cassandra
Hadoop

AWS
Glue
EKS
DynamoDB
SQS

GCP
DataProc
Big Query
Dataflow
DataFusion

Azure
Synapse
HDInsight
Data Factory

Data Science

TensorFlow
SciKit Learn

Computer Vision
NLP
RPA

Deep Learning
Data Driven Analytics

Web & Mobile Development

Android/iOS Apps

Flutter | React Native
MERN | MEAN
TypeScript | Javascript | React,
Node, Angular | CSS3 | HTML5

Go | C# | C++

DevOps

CI Servers
Jenkins | CircleCi | Bamboo

Monitoring Tools
Splunk | DynaTrace | DataDog

Log Aggregation Tools
Loggly | Logstash | Sumologic

Products

Odoo
Product development
Implementation
Consulting

Magento
Product development
Consulting
Dashboard Ninja

DELIVERY EXECUTION MODELS

01 Staff Augmentation

02 Dedicated Teams

03 Project-Based Model

SERVICE PROCESS

01 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.

02 Initiate the Development Plan

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

03 Quality Assurance

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

04 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.

PRODUCT SUITE

Adobe Magneto

US$ 12.87 Mn Fiscal Revenue

BRONZE
Solution Partner

Multi Vendor Marketplace
New Product Launched

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

170,000+
Websites targeted using Magneto 2.

83%
of consumers shopping online are catered.

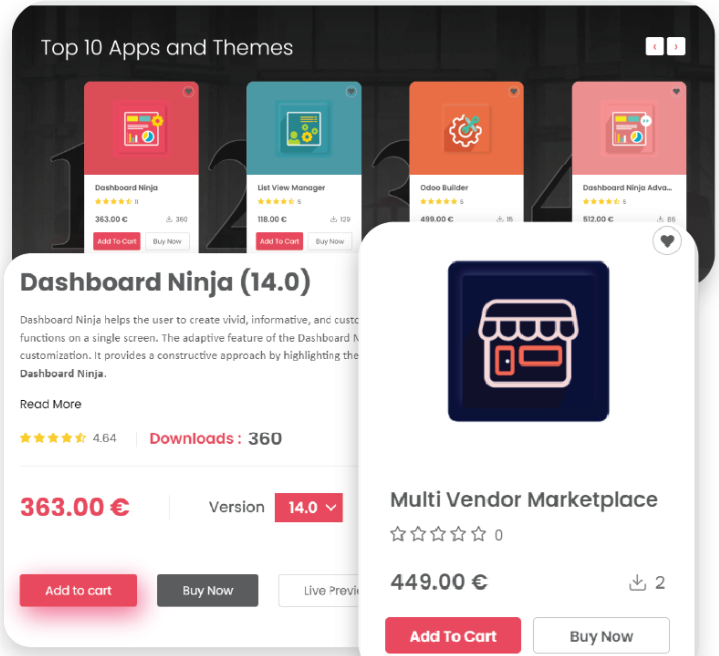
Odoo Products

7+ Million Users

odoo
Gold Partner

Dashboard Ninja
Top Selling Product

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



Top Selling Product

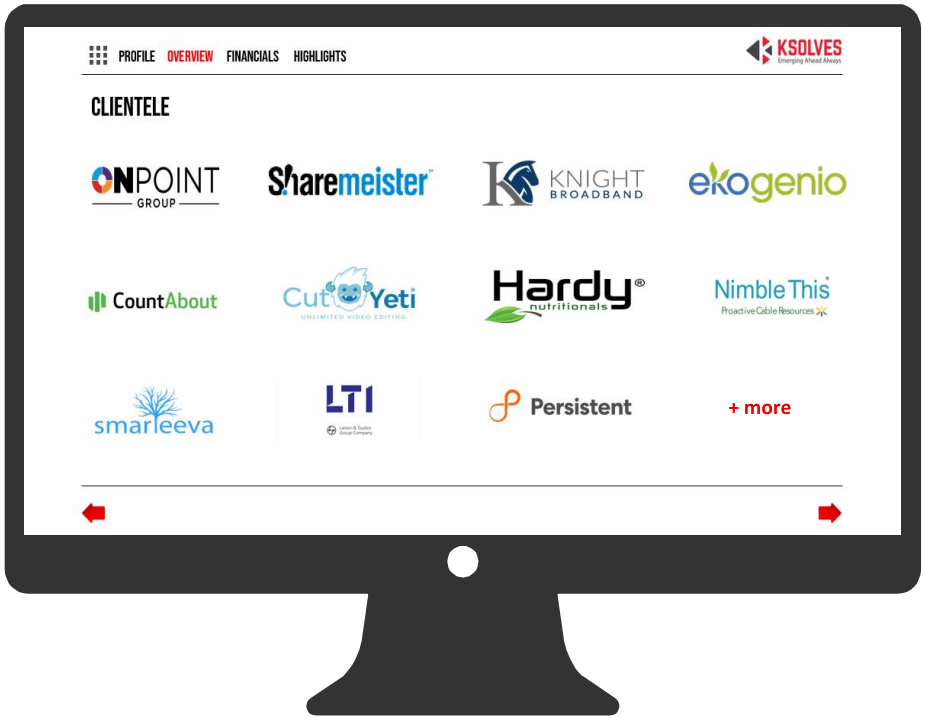
New Product Launch

CLIENTELE

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

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

FY23	Percentage of Revenue (%)
Top 5 Customers	33%
Top 10 Customers	48%



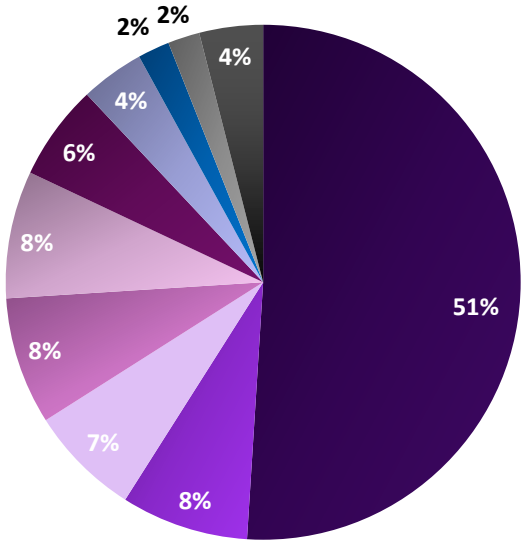
BUSINESS ANALYSIS

INDUSTRIES SERVED

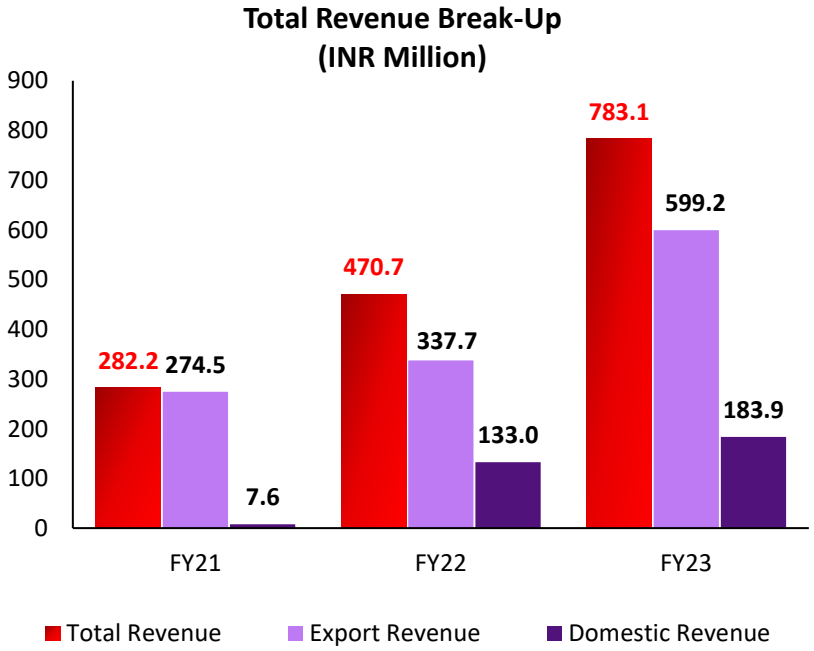
- IT & Services — 51%
- Telecom — 8%
- E-Governance — 7%
- Edu Tech — 8%
- BFSI — 8%
- Retail — 6%
- Marketing & Advertising — 4%
- Manufacturing — 2%
- Heathcare — 2%
- Others — 4%

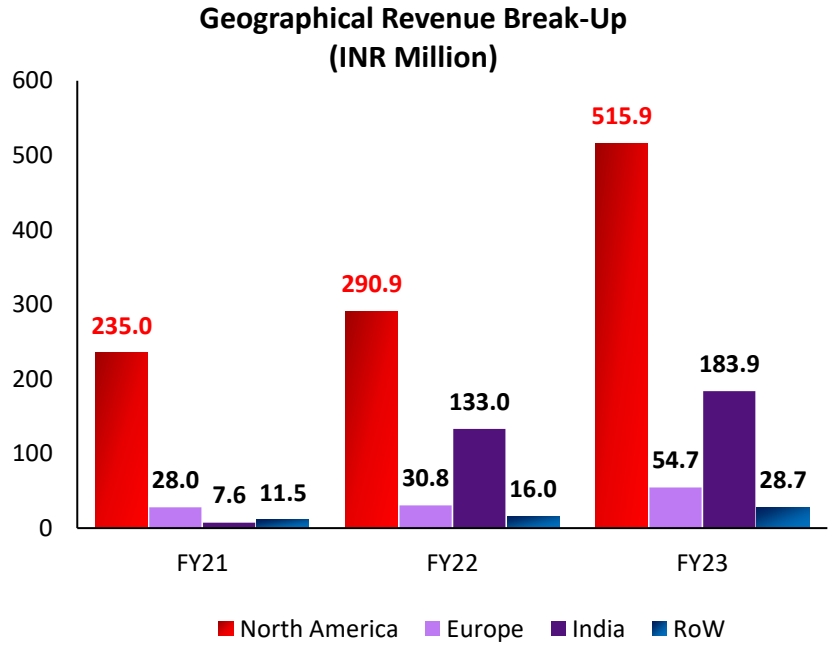
Revenue by Business Units	
Products	3%
Services	97%

Revenue by Industry for FY23.



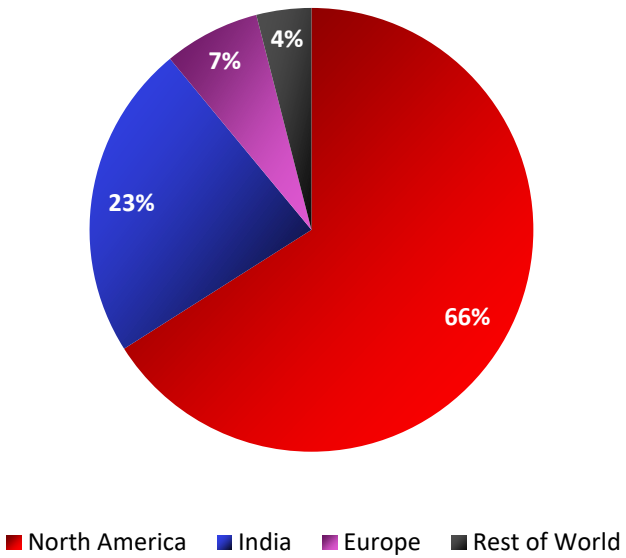
REVENUE BREAK-UP (1/2)



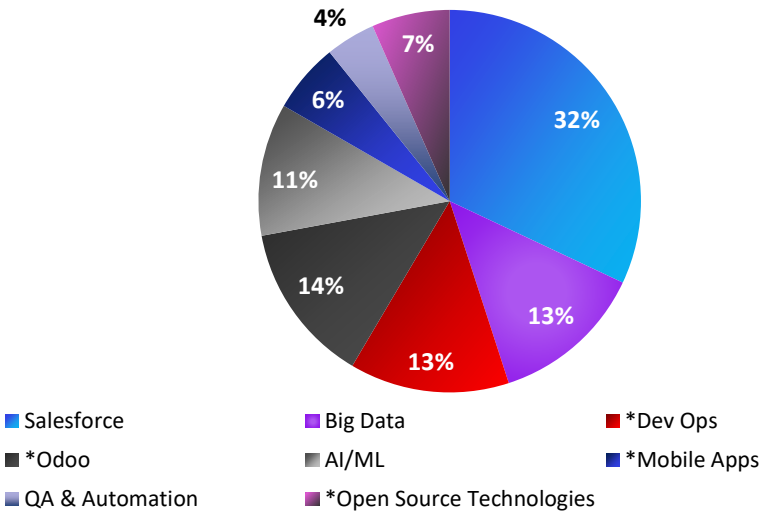


REVENUE BREAK-UP (2/2)

Revenue by Geography for FY23.



Revenue by Technology for FY23.



*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 (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

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

PROBLEMS

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

CHALLENGES

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

SOLUTION

Apache Cassandra
Inbuilt Fault tolerance and High Availability

Cassandra handles data replication on its own

Apache Kafka
Receive and process data streams from various sources

Apache NiFi
Guaranteed delivery of process data by restarting the process again where it stopped due to errors

Due to Low Latency with high throughput, ability to get real time response

RESULT

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

QUARTERLY HIGHLIGHTS

QUARTERLY & ANNUAL PERFORMANCE

Quarterly (QoQ)

- 10.7% Revenue from Operations
- 18.8% Earnings Per Share
- 11.2% EBITDA
- 18.8% Profit After Tax

Annual (YoY)

- 66.4% Revenue from Operations
- 55.5% Earnings Per Share
- 63.1% EBITDA
- 55.5% Profit After Tax

QUARTERLY FINANCIAL PERFORMANCE

Particulars (INR Mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	QoQ%	FY23	FY22	YoY%
Revenue from Operations	227.4	205.5	142.3	59.9%	10.7%	783.1	470.7	66.4%
Total Expenditure	134.6	122.0	83.0	62.2%	10.3%	454.5	269.3	68.8%
EBITDA	**92.9**	**83.5**	**59.3**	56.7%	11.2%	**328.6**	**201.4**	63.1%
EBITDA Margin (%)	40.8%	40.6%	41.7%	-83 bps	20 bps	42.0%	42.8%	-84 bps
Other Income	4.3	0.3	0.5	802.8%	1289.5%	6.3	12.7	-50.5%
Depreciation	1.3	1.4	1.0	32.2%	-10.7%	5.5	4.9	11.5%
Profit Before Interest & Tax	**95.8**	**82.4**	**58.8**	63.1%	16.4%	**329.4**	**209.2**	57.5%
Interest	-	-	-	-	-	-	0.0	-100.0%
Extraordinary Items	-	-	-0.8	-100.0%	-	-	-	-
Profit Before Tax	**95.8**	**82.4**	**59.5**	61.0%	16.4%	**329.4**	**209.1**	57.5%
Tax	22.5	20.6	15.3	46.8%	9.0%	82.2	50.2	63.5%
Profit After Tax	**73.4**	**61.7**	**44.2**	**65.9%**	**18.8%**	**247.2**	**158.9**	**55.5%**
PAT Margin (%)	32.3%	30.0%	31.1%	117 bps	221 bps	31.6%	33.8%	-220 bps
Other Comprehensive Inc	-0.8	-0.3	-0.3	143.9%	132.0%	-2.7	-1.3	115.3%
Total Comprehensive Inc	**72.6**	**61.4**	**43.9**	65.3%	18.2%	**244.5**	**157.7**	55.1%
Earnings Per Share (Rs)	**6.19**	**5.21**	**3.73**	**65.9%**	**18.8%**	**20.85**	**13.41**	**55.5%**

ANNUAL HIGHLIGHTS

ANNUAL INCOME STATEMENT (CONSOLIDATED)

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

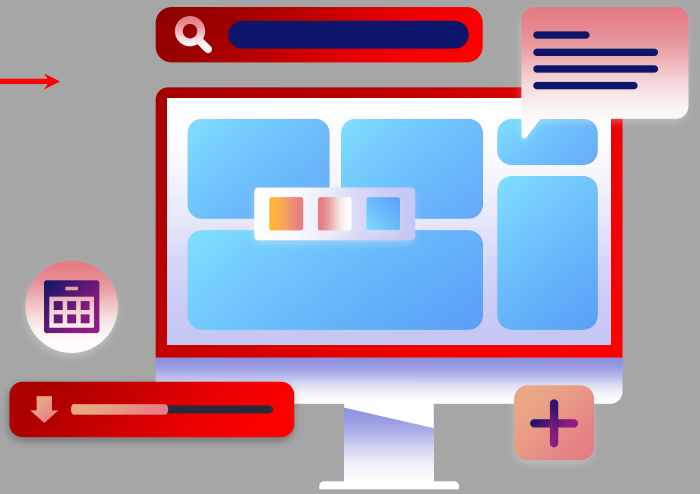
***FY19 is Standalone Data**

ANNUAL BALANCE SHEET (CONSOLIDATED)

Particulars (INR Mn)	FY23	FY22
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**

THANKS!



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