

Date: March 25, 2025

To
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001

Ref: Scrip Code: 543351 / Scrip Id: NBL

Sub.:- Investor Presentation - Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, ("Listing Regulations 2015")

Dear Sir/Ma'am,

As mentioned in subject line, we are enclosing herewith updated Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The same is also available on website of the Company accessible through below mentioned link.

<https://www.naapbooks.com/media/ss4jwst2/investor-presentation-march-2025.pdf>

Thanking You,

For, **Naapbooks Limited**

Yaman Saluja
Whole-Time Director and CFO
DIN: 07773205

INVESTOR PRESENTATION

**1st Half year
September 2024–25**



FORWARD LOOKING STATEMENT

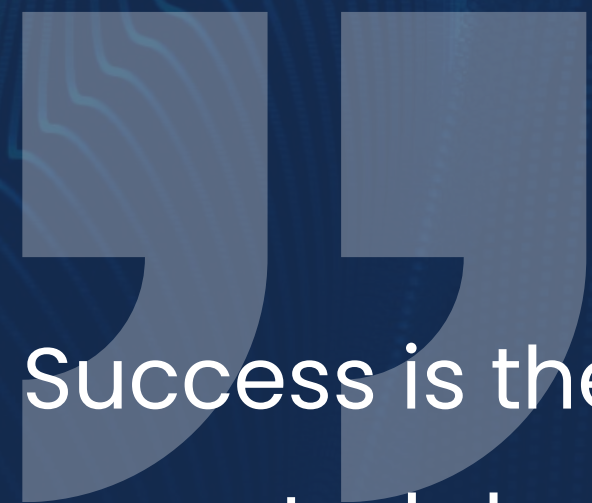
Certain statements in this release concerning the future prospects of Naapbooks Limited ("the Company") are forward-looking statements. These statements involve inherent risks and uncertainties that could cause actual results to differ materially from market expectations. Such risks and uncertainties include, but are not limited to, our ability to manage growth effectively, intense competition within the global IT services industry, and factors that may affect our profitability, such as wage increases or currency fluctuations (e.g., an appreciating Rupee).

Additionally, our ability to attract and retain highly skilled professionals, manage time and cost overruns on fixed-price, fixed-time frame contracts, and address client concentration risks are significant challenges. Other factors include restrictions on the cross-border movement of skilled personnel, challenges in managing international operations, reduced demand for technology in our key focus areas, and our ability to successfully complete and integrate potential acquisitions. We may also face liabilities for damages under our service contracts, the performance of companies in which Naapbooks has made strategic investments,



CONTENTS

Table Of Contents



Success is the sum of small efforts,
repeated day in and day out.

– Robert Collier



Company Overview



Industry & Us



Client Strategies & Stories



Business AI – BIZAI



Financial Statement



Shareholders Value Creation

ABOUT COMPANY

Introduction



Naapbooks Limited is a trailblazer in driving digital transformation across the financial services and e-governance sectors. As the first startup from Gujarat to be listed on the BSE, we specialize in leveraging advanced technology to simplify complex processes. With prestigious certifications such as CMMI Level 3, ISO 9001, and ISO 27001, we ensure the highest standards of quality, security, and continuous innovation. Our diverse portfolio includes cutting-edge IT solutions, ranging from ERP systems and financial management platforms to e-governance tools, empowering businesses and governments with seamless, future-ready solutions.

Vision

We aim to become the epitome of trust and reliability, attaining the zenith of IT ventures in the Fintech Industry.



Mission

We aim to become the epitome of trust and reliability, attaining the zenith of IT ventures in the Fintech Industry.

OUR Board of Directors

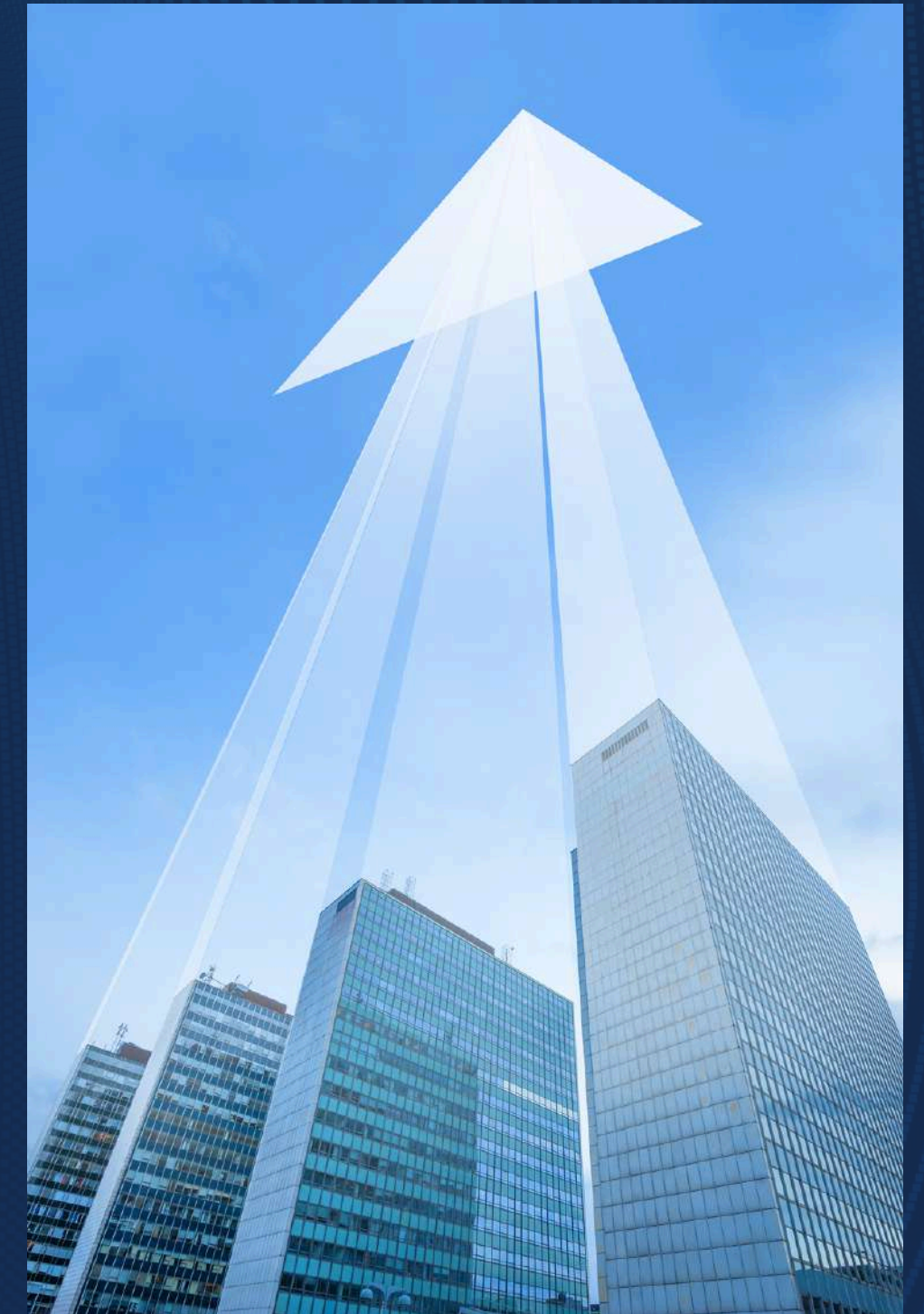
Our board is dedicated to driving innovation, strategic growth, and long-term success. With diverse expertise, qualifications, and experience, they guide our vision to deliver impactful solutions for our clients.



KEY BUSINESS

Drivers

- **e-Notary Project:** Naapbooks' e-Notary project partners with the Government to digitalize notarization, ensuring secure and efficient document verification via blockchain.
- **BizAI:** BizAI, Naapbooks' proprietary AI tool, drives business growth and automation with intelligent solutions for improved operations and decision-making.
- **Products Launched:** Naapbooks has launched EZEO, VIZMAN, INSIDERQ, and Samadhan to streamline operations and enhance user experiences.
- **Diverse Offerings:** Naapbooks offers ERP systems, financial management solutions, and e-governance platforms to support modern businesses and governments.



REVENUE COMPOSITION

Current & Future



Current Revenue Composition:

- IT Services: 70% (Custom development, system integrations, IT consulting, and support)
- Designing Services: 20% (UI/UX design, branding, digital solutions)
- Products: 10% (Current users of EZEO, InsiderQ and Vizman)

Future Revenue Composition:

- Product-Based Revenue: 50% (Subscription models, SaaS, and product licensing for proprietary solutions like EZEO, VIZMAN, InsiderQ)
- Platform-Based Revenue: 30% (Platform subscriptions, e-governance services, AI tools like BizAI)
- IT Services & Designing Services: 20% (Ongoing support & minor custom solutions as a supplement)

Strategic Shift:

Transitioning towards a more sustainable and scalable revenue model driven by high-margin products and platforms, while maintaining ongoing service support.

INDUSTRY & Innovation

IT & SAAS INDUSTRY OVERVIEW

The IT services and SaaS industry continues to experience rapid growth, driven by increasing digital transformation across various sectors. Companies are increasingly adopting cloud solutions, AI-driven innovations, and robust cybersecurity frameworks to stay competitive in an increasingly digital world.

The need for advanced IT services and secure, reliable software solutions has never been more pronounced, creating opportunities for companies like Naapbooks Limited to capitalize on these industry trends.

NAAPBOOKS'S PERFORMANCE

Naapbooks Limited has made significant strides in the IT services and SaaS industries, positioning itself as a key player in offering innovative, reliable, and secure solutions.

The company has successfully leveraged emerging technologies like AI and machine learning to develop advanced, automated systems that improve operational efficiencies for clients across industries.

Naapbooks' cloud-based SaaS products provide businesses with a seamless, scalable, and cost-effective platform for managing their operations.

One of Naapbooks Limited's core differentiators in the market is its strong focus on integrating AI and cybersecurity into its offerings. The company's use of AI enhances the functionality of its products, delivering smarter automation and data-driven insights that help clients make better decisions and optimize their operations. Naapbooks has prioritized robust cybersecurity measures, ensuring that its SaaS solutions are secure, compliant, and resilient against cyber threats.



CLIENT

Strategies

Customers are adopting cloud solutions to improve scalability, flexibility, and reduce infrastructure costs. Cloud platforms help streamline operations and enhance efficiency. AI-powered automation further boosts decision-making and operational performance. Advanced data analytics provide valuable insights to optimize strategies and improve customer experiences. These transformations drive innovation and long-term success in a dynamic market.

**BUILD DIGITAL CORE**

- Streamlining IT Operations
- Seamless System Integration
- Enhanced Data Management

**INNOVATE BUSINESS MODELS**

- Digital Product Innovation
- Revenue Model Transformation
- Collaborative Ecosystems

**PURPOSE-LED ECOSYSTEM INNOVATION**

- Customer-Centric Innovation
- Sustainable Practices
- Agile Innovation Cycles

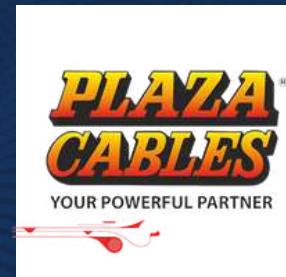
CLIENT Stories

Our customer stories showcase successful multi-horizon transformations, highlighting the impact of digitalization, cloud solutions, AI-driven automation, and data analytics. These journeys demonstrate how businesses are unlocking new opportunities, improving efficiencies, and driving innovation. Through these collaborations, we empower organizations to stay ahead in an increasingly competitive digital landscape.



VADILAL – VIZMAN

VizMan significantly enhanced the security & safety. It functions smoothly on web & mobile versions and meets all our requested requirements.



PLAZA CABLES – INSIDERQ

tStreamlined the complete compliance process to follow SEBI guidelines. Simplified structure helps to follow compliance in a disciplined way.



THEKA COFFEE – EZEO

EZEO helps us in managing franchises, inventory and our supply chain. It automates the overall procedure and provides great insights for decision making.



GANESH GREEN – SERVICE

Digital Solution by NaapBooks streamlines our HR processes, from recruitment to payroll. Analytics & reports empower us to make informed decisions.



PRODUCTS & PLATFORMS

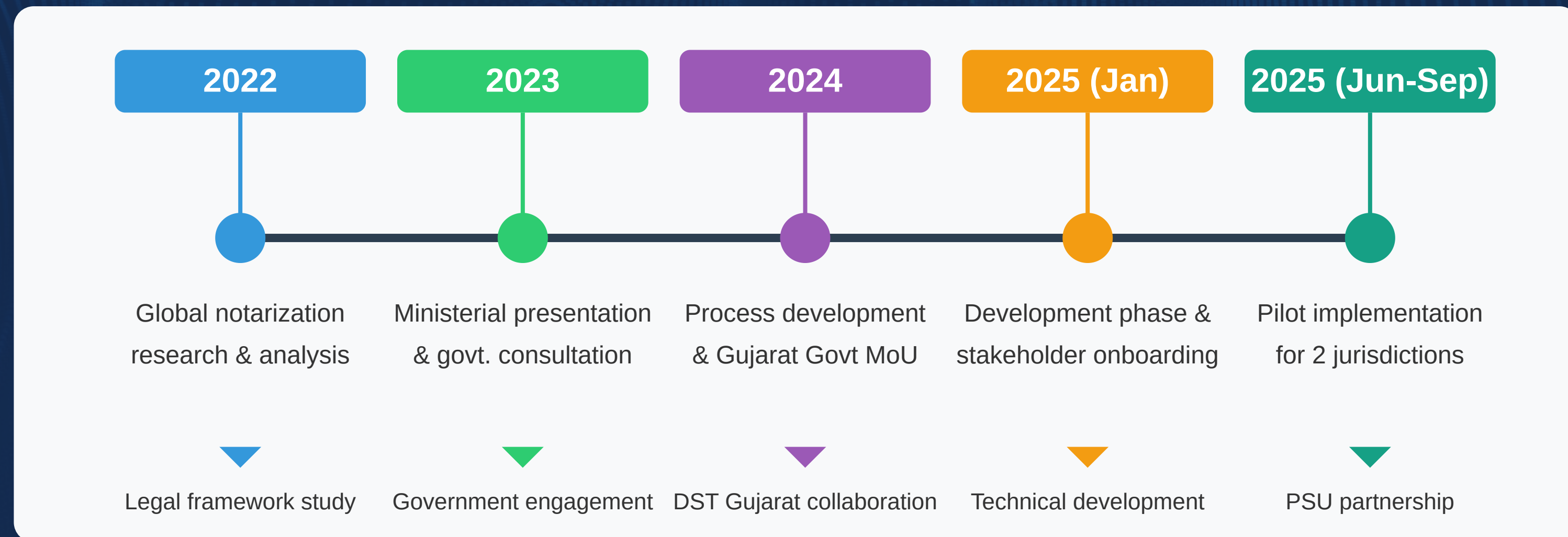
NaapBooks offers innovative business and government platforms that streamline operations, enhance efficiency, and ensure compliance. Our products are designed to empower organizations and government agencies with secure, scalable solutions for improved decision-making and process automation.



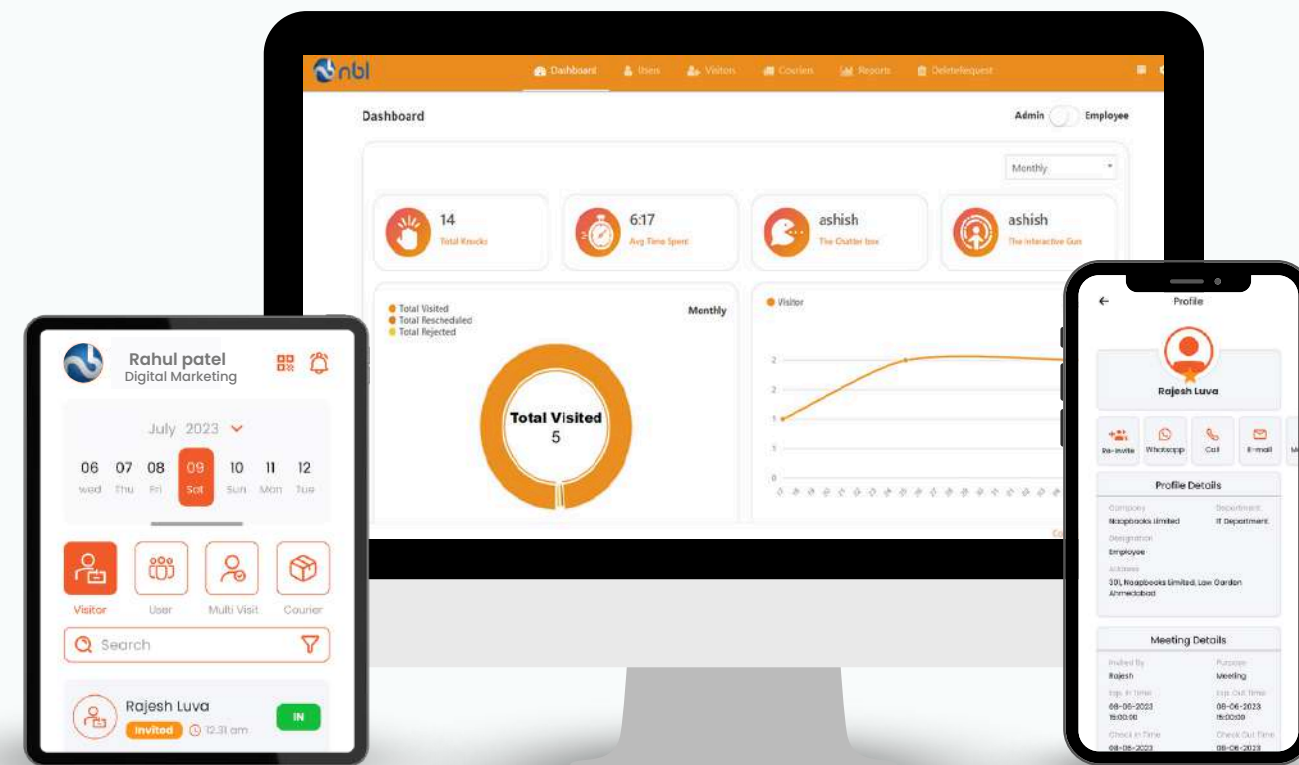
PRODUCTS & PLATFORM

e-Notary

The E-notary project by Naapbooks is set to revolutionize the notarization process by leveraging AI and blockchain technology for secure, transparent, and tamper-proof digital notarizations. This innovative solution will streamline the documentation process, reducing fraud and inefficiencies. By integrating E-notary, Naapbooks aims to enhance trust and reliability in public and legal records, transforming the future of notarization.



A Visitor Experience & Security Solution

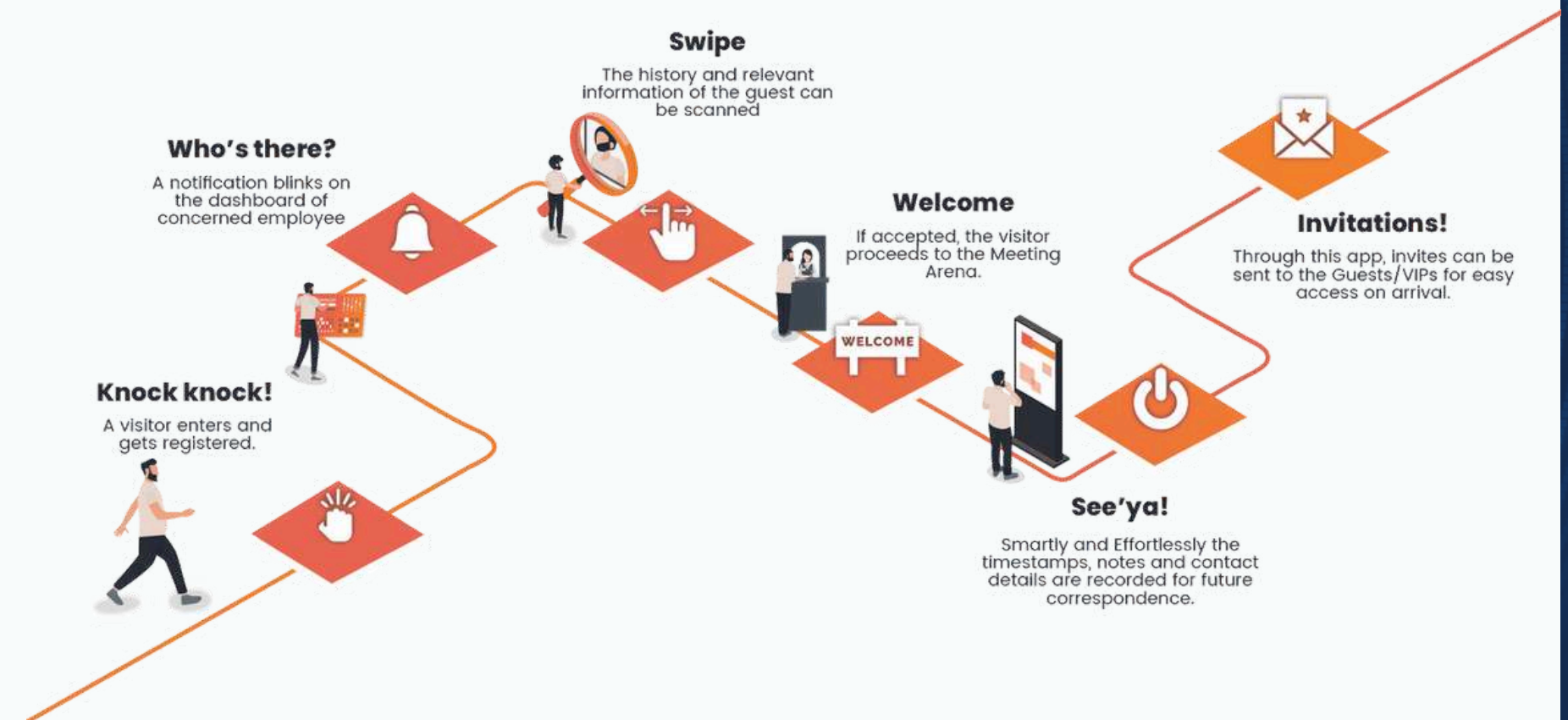


Vizman
www.vizman.app

About

VIZMAN replaces traditional visitor registers by digitalizing the entire process of maintaining visitor data. It streamlines the visit flow, enhancing efficiency & creating smart workplace environment.

How it Works



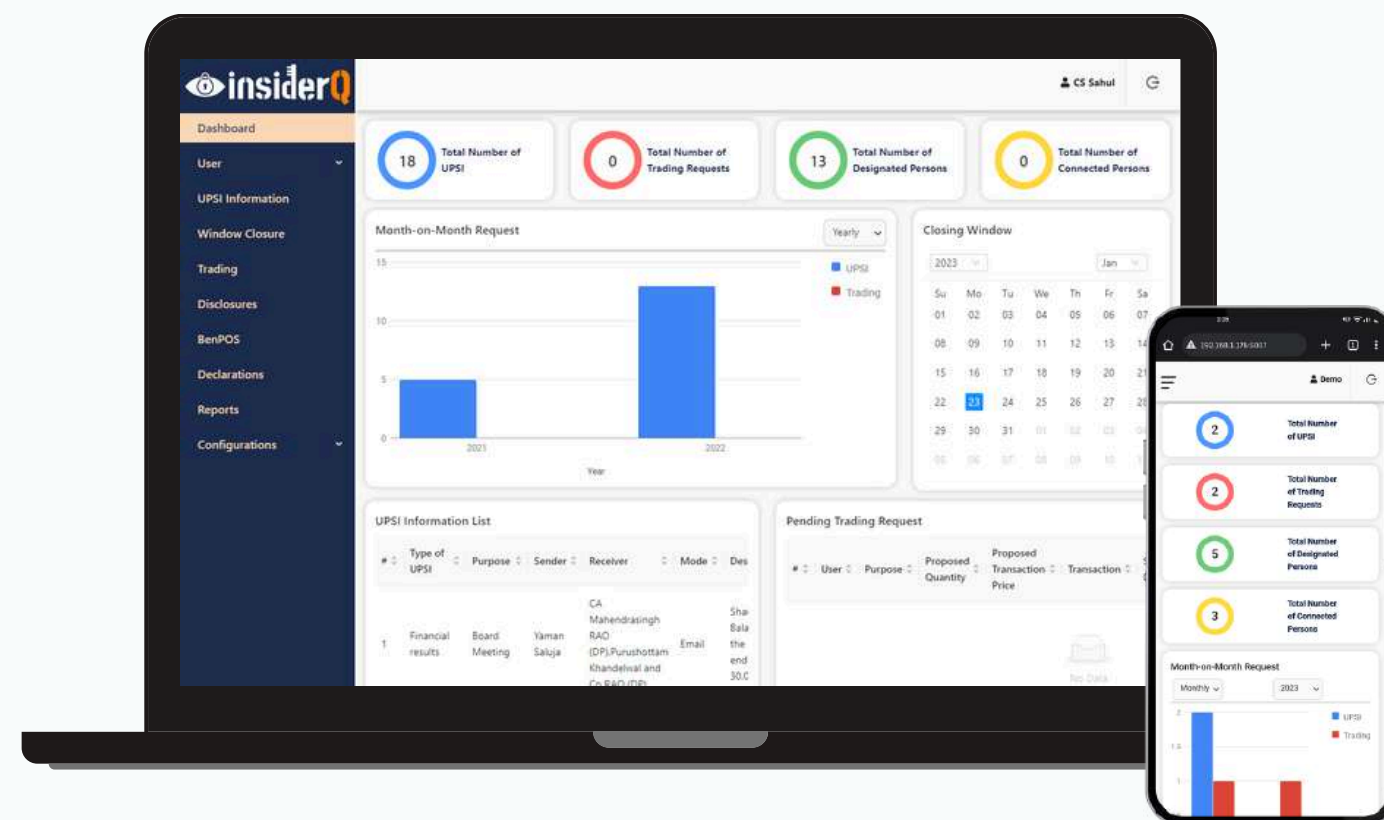
Features

- Visitor Management
- Meeting Management
- Courier Management
- Attendance Management
- Advanced Analytics

Suitable for

- Corporate Offices
- Co-Working Spaces
- Warehouses & Factories
- Government Offices
- Educational Institutions

UPSI Management & SDD Solution



Features

- Connected Third Part Database
- Restricted /Grey Database
- Pre-clearance Request/Approval
- Trading Window
- Post Trading Update

Suitable for

- Listed Companies
- Merchant Bankers
- Brokers
- Auditors
- Banks, Etc



About

InsiderQ is a web-based UPSI management platform that helps Companies centrally manage, track, and follow up on all SDD compliances. It also generates detailed reports related to UPSI.

Key Processes



USER CREATION



DASHBOARD



COMMUNICATION



AUDIT TRAILS



TRADING WINDOW



UPSI REPORTS

Supply Chain Management Solution



Features

- Ordering
- Inventory
- Payroll
- Franchise
- POS
- CRM
- Ecommerce
- invoice & receipt
- Expense & Payment
- Customer Portal

Suitable for

- Manufacturing Industries
- Food Industry
- Warehouse and Factories
- Food Industry
- Banking and Finance

EZE0

Overview

Ezeo is supply chain management software that allows small and medium-sized businesses to restructure their entire supply chain management while also providing an efficient management opportunity. The software tools or modules used in executing supply chain transactions, managing supplier relationships, and controlling associated business processes are referred to as supply chain management software (SCMS).

Advantages of EZE0



Inventory Management



Real time visibility



Optimization of resources



Multi-level Channel

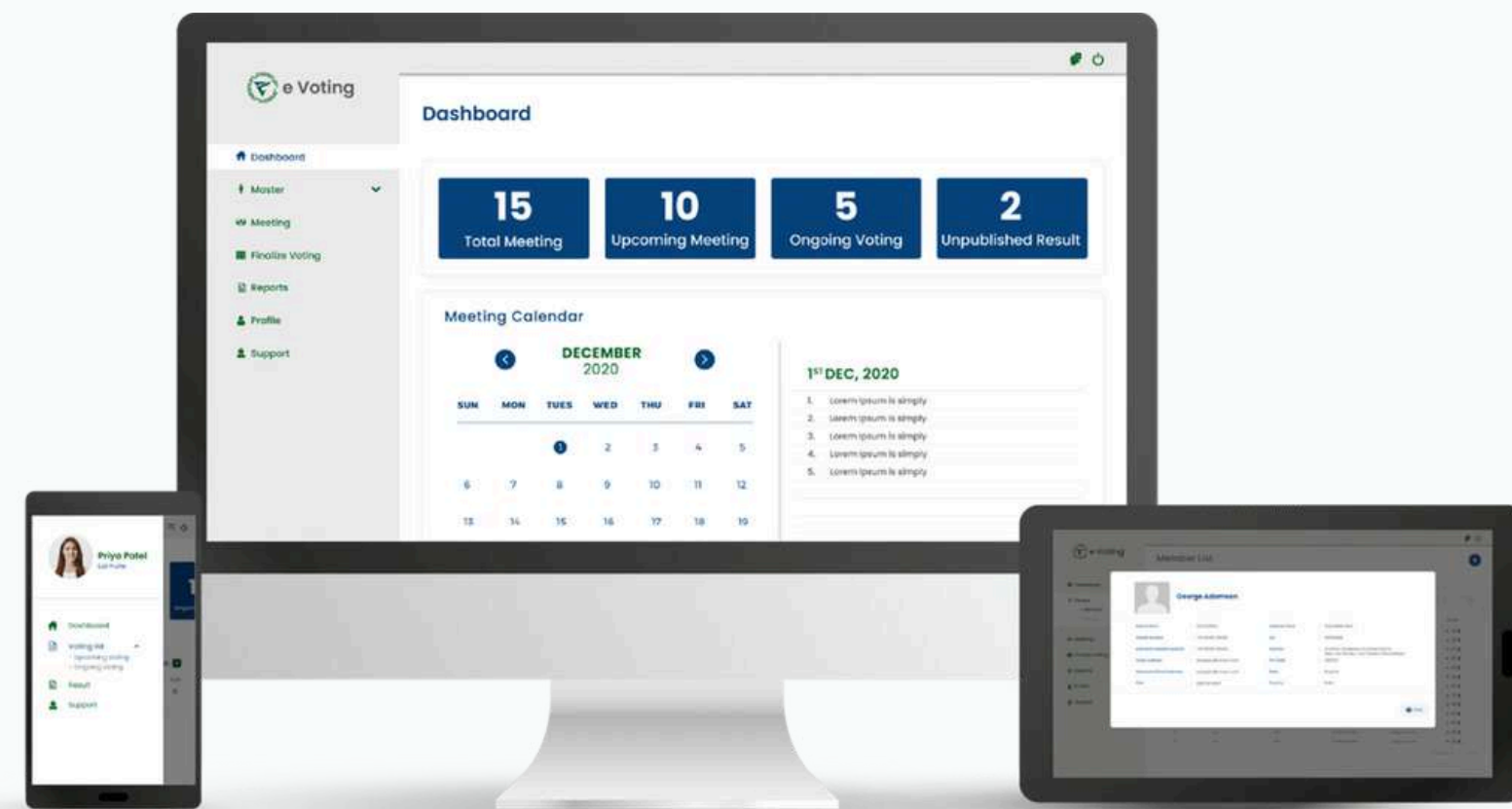


Management



Efficient project
management Vendor

Voting platform for Compliance & Governance



Features



Remote Voting



Real Time Results



OTP Verification



Overview

e-Voting is an online system that boosts transparency and corporate governance. NBL's platform cuts postal ballot costs, provides instant results, and allows convenient voting from home or office, reducing invalid votes. It is also mandatory for Insolvency Professionals (IRPs) under IBBI regulations.

Advantages of evoting



Data
Privacy



Ready
to Use



Increased
Participation



No More
Delay



Cost
Effective



Fair &
Transparent

BIZAI

IT is a comprehensive AI solution designed to seamlessly integrate artificial intelligence into your business operations. From automating routine tasks to providing real-time data insights, it empowers businesses to enhance efficiency, improve decision-making, and drive innovation. With its scalable and secure platform, BizAI helps organizations stay competitive and agile in a rapidly evolving market.



BIZAI BY NAAPBOOKS

Revolutionizing Automation with AI

BizAI is our proprietary, indigenous AI solution designed to seamlessly integrate artificial intelligence into business processes. It empowers organizations to automate tasks, enhance decision-making, and drive operational efficiency.

**END-TO-END AUTOMATION**

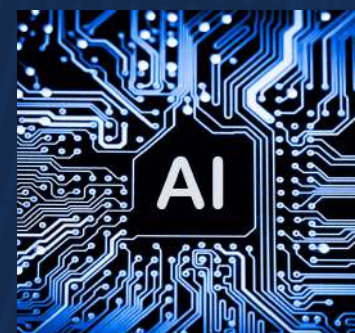
Streamlines critical business processes—HR, finance, and operations—automating tasks to reduce costs and enhance productivity.

**ACTIONABLE DATA INSIGHTS**

Provides real-time, actionable analytics to empower businesses with data-driven decisions that optimize strategies and performance.

**SCALABLE & SECURE SOLUTIONS**

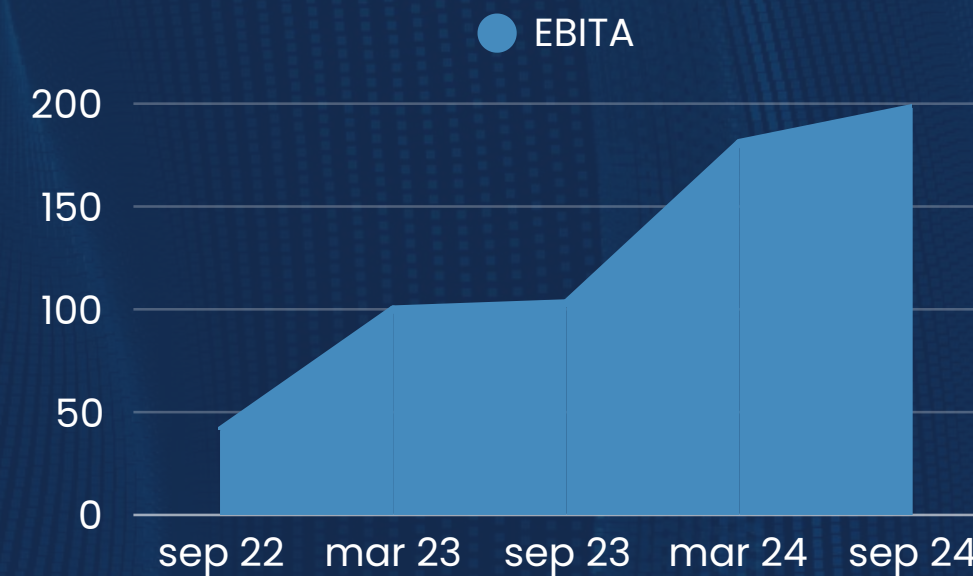
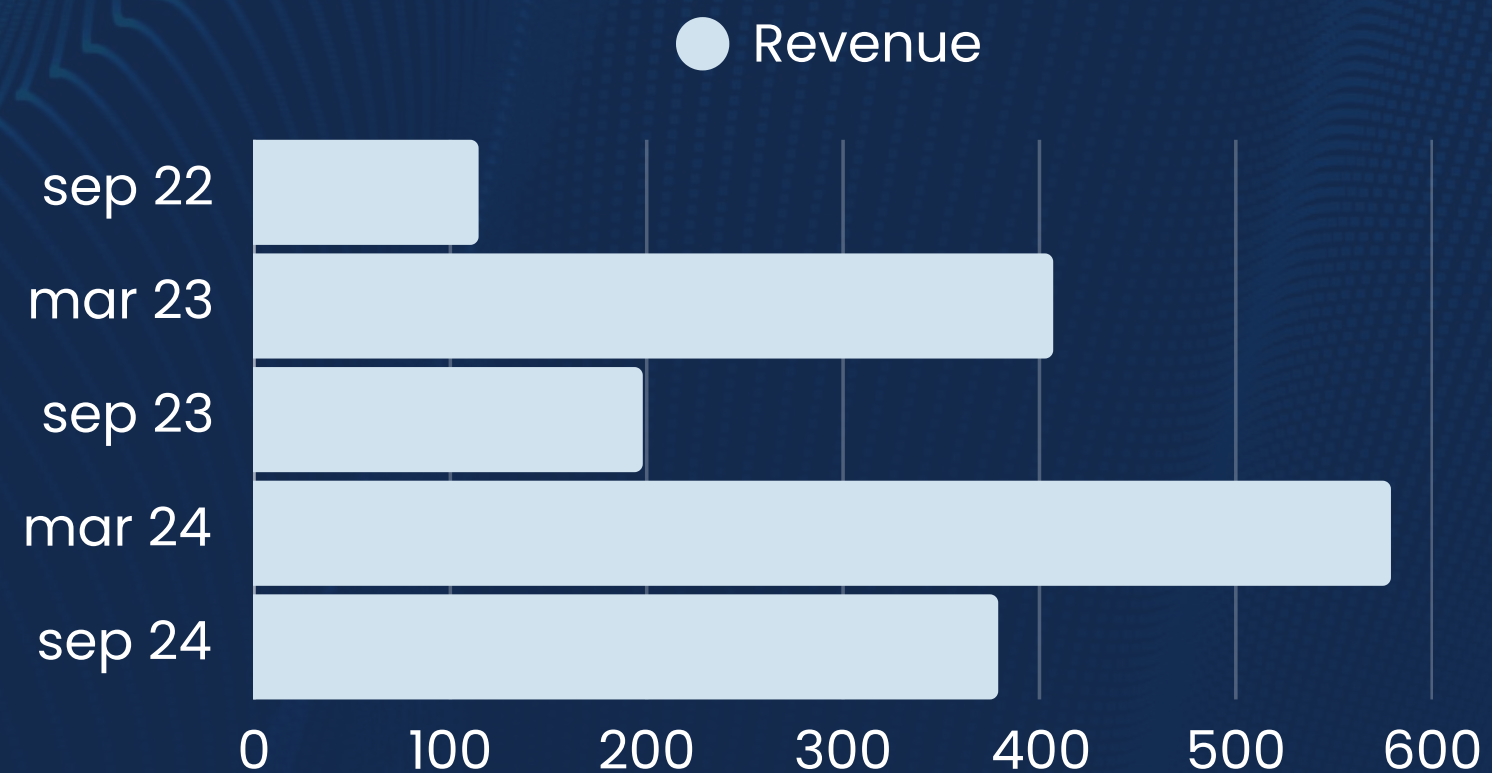
Offers a flexible, scalable platform that adapts to business growth while ensuring enterprise-level security and compliance.

**PROPRIETARY AI ADVANTAGE**

Our homegrown AI technology uniquely positions businesses to innovate, improve operational efficiency, and stay ahead in a competitive market.

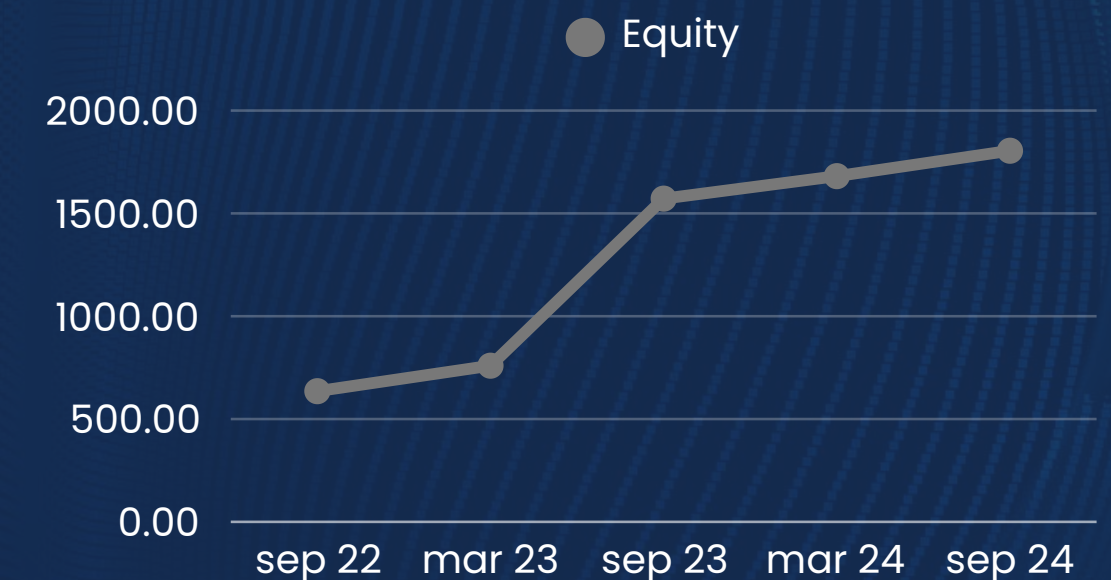
HOW WE HAVE FARED

Financials Figures



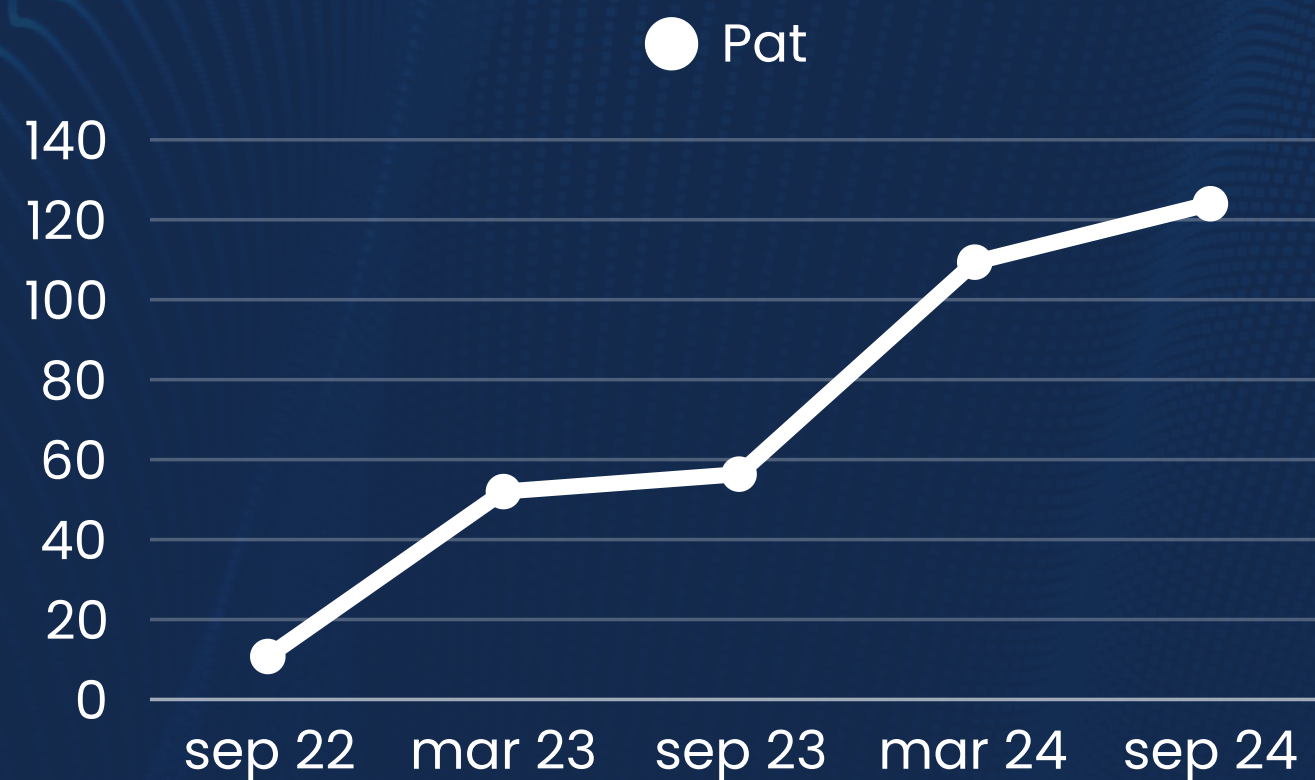
27.71
AVERAGE
ROCE

21.33%
NP RATIO
SEP, 24



FINANCIALS

Profit & Loss Statement



	Particulars	September, 22	March, 23	September, 23	March, 24	September, 24
I.	Revenue from operations	114.39	406.99	198.05	578.89	378.20
II.	Other income	0.12	5.64	0.02	1.36	12.37
III.	Total Income	114.51	412.63	198.07	580.25	390.57
IV.	Expenses					
	Development expenses	0.00	230.07	11.88	303.87	84.77
	Employee benefits expenses	57.45	58.02	59.47	69.28	74.10
	Finance costs	2.67	4.11	4.89	10.29	9.00
	Depreciation	23.33	24.01	22.47	26.03	24.81
	Other expenses	15.94	24.78	23.61	25.77	33.21
	Total expenses	99.39	340.99	122.32	435.24	225.89
IV.	Profit before tax	15.12	71.64	75.75	145.00	164.68
V.	Tax expense:	4.36	19.69	19.39	35.64	41.12
VI.	Profit for the year	10.75	51.95	56.36	109.36	123.56
VII.	EPS	0.58	0.66	0.62	1.21	1.37

FINANCIALS

Balance Sheet

1:9.25

DEBT EQUITY
RATIO

21.33%

NET PROFIT
RATIO

4.9:1

CURRENT
RATIO

800+

CUSTOMER
DASHBOARD

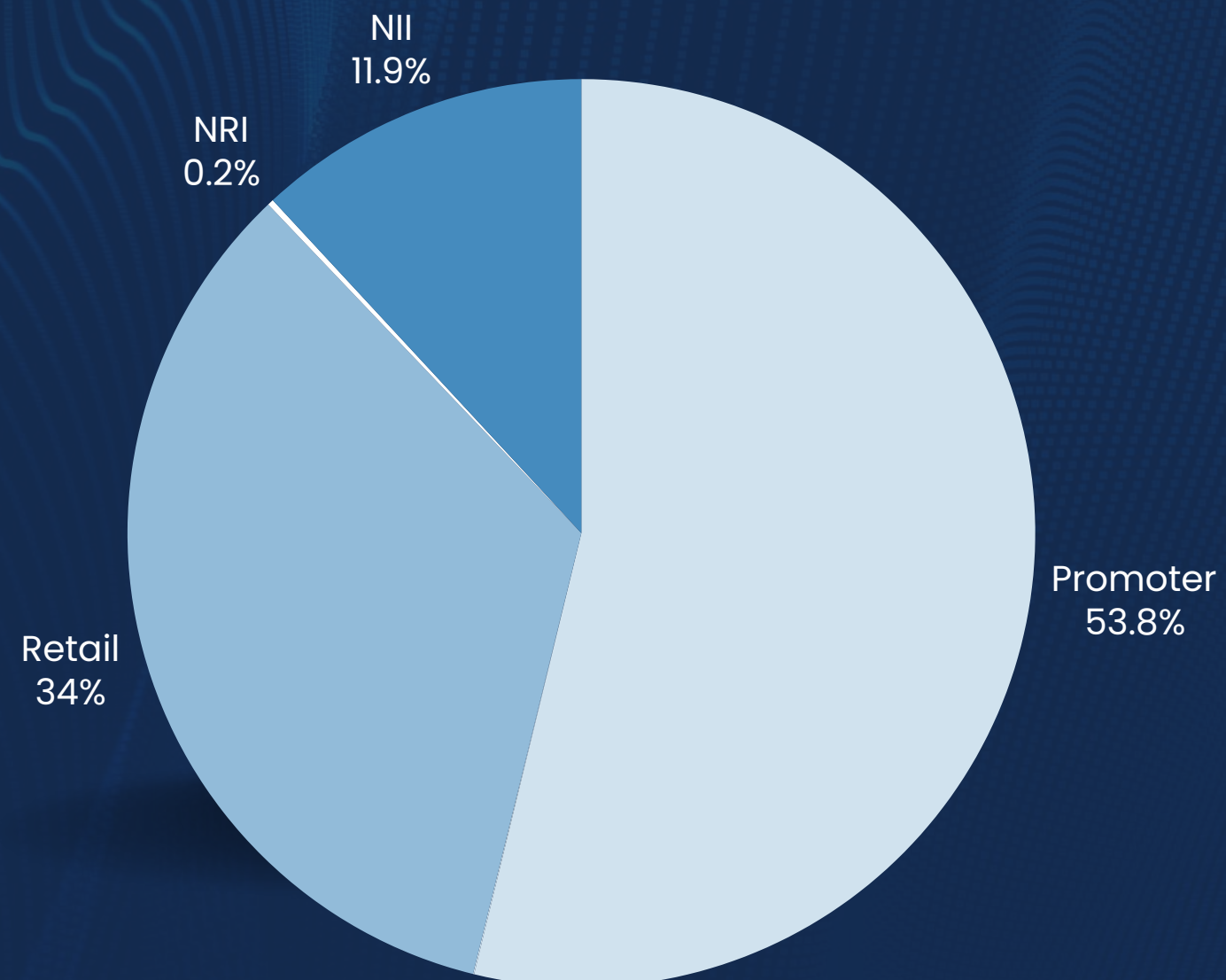
Particulars		September, 22	March, 23	September, 23	March, 24	September, 24
(1)	Shareholders' funds					
	Share capital	185.66	195.66	300.66	300.66	901.98
	Reserves and surplus	449.79	563.74	1271.11	1380.47	902.71
(2)	Non-current liabilities					
	Long-term borrowings	47.16	32.62	41.02	40.52	45.62
	Deferred tax liabilities (Net)	3.73	4.50	3.54	3.60	2.29
(3)	Current liabilities					
	Short-term borrowings	50.31	47.81	21.27	141.05	162.64
	Trade payables	21.20	106.04	96.78	5.75	7.45
	Other current liabilities	56.55	51.05	27.89	14.04	14.80
	Short-term provisions	5.11	17.15	33.30	46.17	87.97
	Total	819.52	1018.56	1795.56	1932.27	2125.46
(1)	Non-current assets					
	Property Plant & Equipment and Intangible assets	404.40	512.41	511.28	371.22	299.98
	Non Current Investments	0.30	0.30	541.05	542.40	554.76
	Deferred Tax Assets	0.00	0.00	0.00	0.00	0.00
	Other Non Current Assets	8.64	4.75	4.75	4.75	10.75
(2)	Current assets					
	Trade receivables	198.42	88.02	220.59	411.02	167.44
	Cash and cash equivalents	1.34	76.68	3.90	3.76	3.05
	Short-term loans and advances	203.60	320.03	509.81	595.89	1081.83
	Other Current Assets	2.83	16.36	4.18	3.23	7.67
	Total	819.52	1018.56	1795.56	1932.27	2125.46

SHAREHOLDERS

Value Creation

● Promoter ● FPI ● Retail ● NRI

● NII



Script Related Information (as on 10th March 2025)

Particulars	Details
Script Code	NBL
Current Market Price	(Rs) 105
Market Capitalisation	(Rs Cr) 112.5
Shares O/s	(Cr) 1.05
Face Value	(Rs) 10
Average Trading Volume	7200



For Investor Grievance

Our Investor Grievance Redressal system ensures timely and transparent resolution of concerns, fostering trust and confidence. We are committed to providing a seamless experience, prioritizing investor satisfaction and accountability.

**Officer**

Nisha Darji

**Number Phone**

079 - 48940505

**Email Address**

compliance@naapbooks.com

THANK YOU!

**Naapbooks Limited**

901, Shivarth The Ace, Sindhu Bhavan Marg,
PRL Colony, Thaltej, Ahmedabad, Gujarat
380054



079-48940505 | +91 90163 23175



info@naapbooks.com



@naapbooks

