

Date: May 29, 2026

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort Mumbai - 400 001

Subject: Investor Presentation – H2 FY26

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation, which is also uploaded on our website.

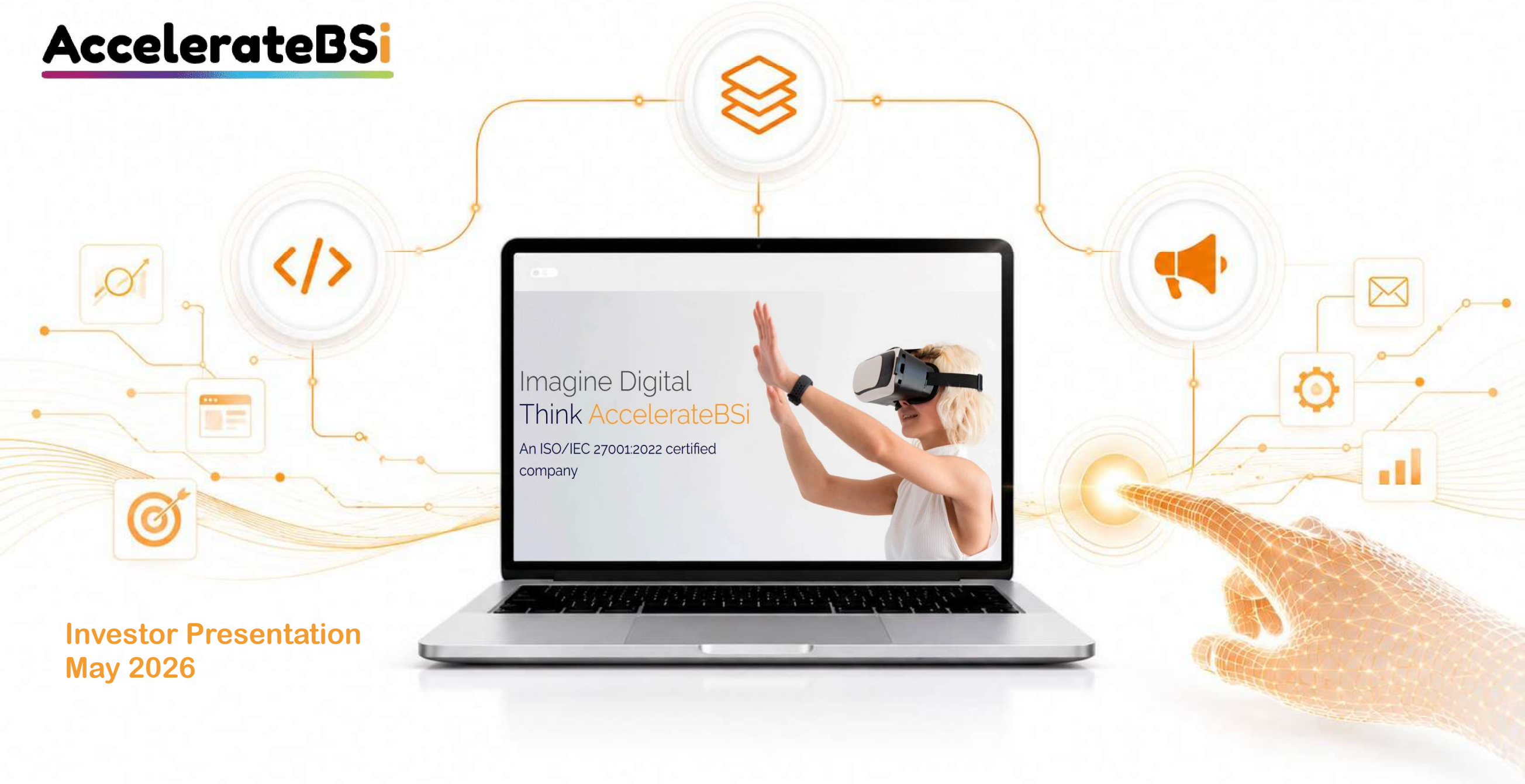
Kindly take the same on your records.

Thanking You
Yours Faithfully

For AccelerateBS India Limited

Jigyasha Jain
Company Secretary and Compliance Officer
Membership no.: A64547

AccelerateBSi



Investor Presentation
May 2026

Mr. Kunal Shah, Chairman & Managing Director

The past financial year was a year of deliberate foundation-building, not headline chasing. Navigating macroeconomic headwinds that drove customer churn across the industry, we made a conscious choice to prioritize long-term structural value over short-term top-line growth. We held our core operation steady, used that stability to methodically deepen our enterprise technology certifications, and expanded into high-demand capabilities like AI cognitive builds and digital accessibility compliance. The business that emerges from this year is better positioned, better certified, and genuinely ready for scale.

The most consequential decision was resolving our single biggest structural constraint: operating purely as an offshore vendor. Billing from overseas imposed a hard ceiling on margins and deal sizes. To break through it, we established **Accelerate Next Inc. in the US, repositioning the group from a remote development partner to a US-present digital agency**, with our India operations functioning as a high-efficiency Global Capability Center.

That repositioning was anchored by our **100% acquisition of Beanstalk Web Solutions LLC on March 5, 2026**. A decade-old St. Louis agency **with 250+ active mid-market clients**, Beanstalk immediately becomes our onshore sales front, **lifting group revenue run-rate to approximately ₹22–25 Crore**, and more importantly, **giving us direct access to an established client base ready for our high-margin DXP and AI services**.

The model is straightforward: sell onshore, deliver offshore, expand margins structurally.

Beyond services, two proprietary platforms, **Beanstalk's Governance Studio** and our upcoming SaaS product **Getivity** will accelerate the shift toward high-margin recurring revenue.

The architecture is in place. FY27 is where it delivers.

About Us

14+
Years Presence

200+
Digital Projects

INDUSTRIES SERVED
Insurance / BFSI, Pharma,
Healthcare, Technology,
Non-Profits, Communications and others.

✓ ISO/IEC 27001:2022 Certified

100% In-House Full Stack Delivery



End-to-end ownership with no third-party outsourcing, ensuring quality and accountability.

Focusing on Overseas Acquisitions



Actively expanding global footprint through strategic international acquisitions.

Partnered with 4 DXP Platforms



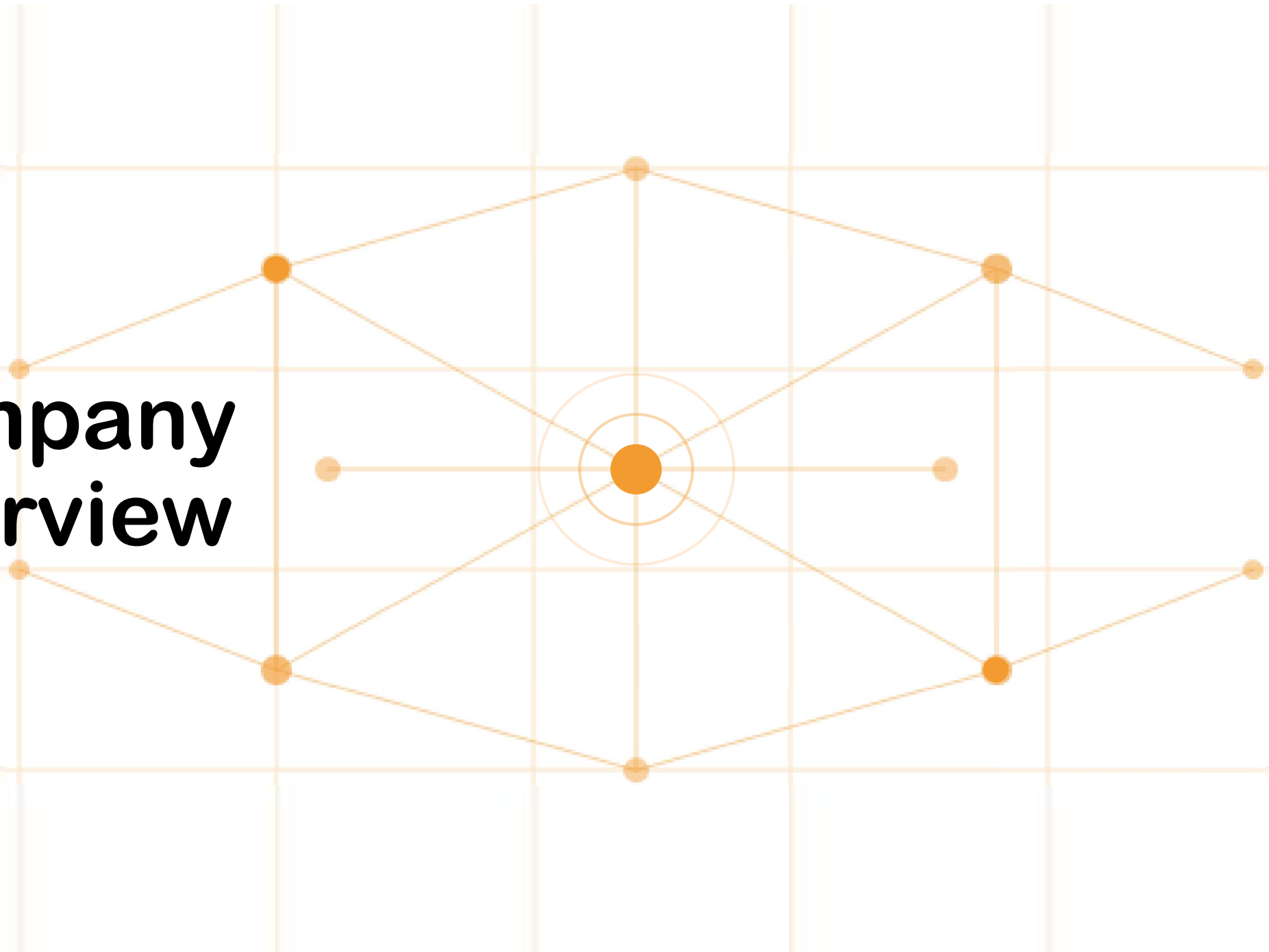
Crownpeak, Optimizely, Contentful, Kentico. Among a very small number of firms in India to hold this rare combination.

Integrated Marketing and Technology Services Platform



Operating at the intersection of marketing and technology, across industries who require end-to-end digital capabilities under one accountable partner.

Company Overview



Business Overview



Our Journey



Our Services

Digital Applications

Custom builds across web, mobile, voice & chat : full stack, end-to-end.

DXP Implementation

Crownpeak, Optimizely, Contentful & Kentico : certified across all four platforms.

Web & Mobile Apps

100% in-house web and mobile development, scalable & maintainable.

Cloud Infrastructure

Modern, secure platforms built and managed at scale.

QA & Test Automation

Web and mobile quality assurance.

WCAG Accessibility

ADA & WCAG testing and remediation : Legal compliance for all digital assets.

Web Development

WordPress-based website development, UI/UX design & scalable web solutions.

Custom Chatbots & Voice Bots

AI-powered automation for support, discovery, marketing & sales.

Digital Marketing

PPC, SEO, social media, analytics & CRM-driven lead generation.

Key Clientele



Board Of Directors

- **Mr. Kunal Arvind Shah**

Promoter, Chairman & Managing Director

A Master's in Computer Science from New Jersey Institute of Technology underpins his deep technical foundation. He is an entrepreneurial, hands-on technology leader with a proven track record of building digital service operations and delivery capabilities from the ground up. Under his leadership, AccelerateBSi has grown into a capable boutique digital technology firm, delivering high-impact projects for Fortune 500 companies globally.

- **Mr. Keyur Dipakkumar Shah**

Promoter and Whole-time Director

He holds a Master's Degree in Computer Science from New Jersey Institute of Technology, NJ, USA. He has strong experience in telecommunication and healthcare industries having worked with the likes of Motorola and Atlas Medical on various roles in his previous stint. At Atlas Medical he was responsible for a wide variety of projects including implementing laboratory outreach systems for many laboratories across the USA.

- **Ms. Ishani Kunal Shah**

Executive Director

She holds a Master's in Computer Applications and is a Sun-certified Java professional with deep expertise across the software development lifecycle and agile practices. Her focus is on delivering best-in-class software systems aligned to customer needs. She brings a special interest in usability and web accessibility standards, including WCAG 2.0, helping clients build more inclusive digital experiences.

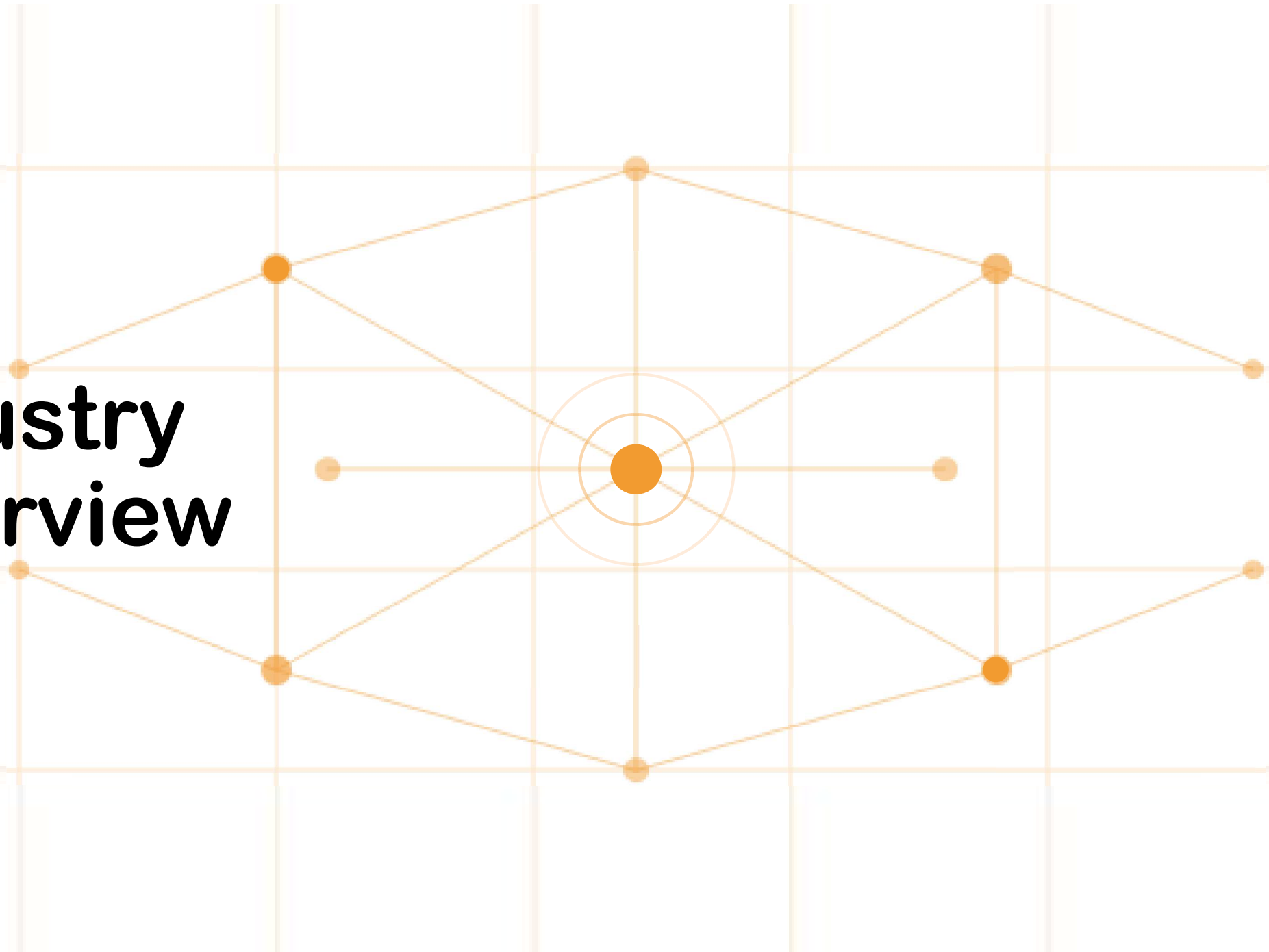
- **Ms. Ami Keyur Shah**

Executive Director and Chief Financial Officer

She brings a strong academic foundation with an MBA in Finance & HR, M.Com in Accounting & Finance, and a BAF degree. She is a detail-oriented finance professional, highly regarded for her leadership, analytical depth, and ability to translate complex business needs into comprehensive, high-quality reports. Adept at managing multiple projects simultaneously, she thrives in fast-paced, deadline-driven environments with consistently high standards.



Industry Overview



DXP Industry & Market opportunity



- The global Digital Experience Platform market is projected to **grow at a CAGR of 13.7%** through 2030, with North America representing over 43% of global market share and expanding at 12.5% over the same period. This growth is driven by enterprises moving away from fragmented content and marketing systems toward integrated DXP solutions that unify content, analytics, personalization, and commerce within a single ecosystem.
- Demand for multi-platform DXP implementation partners continues to outpace supply, with most agencies holding expertise on a single platform. AccelerateBSi holds a structural advantage as one of the few certified practitioners across Optimizely, Kentico, Contentful, and Crownpeak, positioning the group as the partner of choice for enterprises seeking platform-agnostic guidance across the DXP landscape.

Platform

The platform segment comprises core DXP architecture including content management, analytics, personalization, automation, and customer data management. These integrated systems help enterprises deliver seamless digital experiences, enhance customer engagement, and drive end-to-end digital transformation, with large enterprises leading adoption due to scalability needs.

Services

Services segment deals with implementation, integration, consulting, customization, training and support. DXPs are complex multi-module systems requiring certified expertise for seamless deployment and optimization. Cloud and managed services are critical for businesses seeking continuous improvements and faster digital experiences.

WCAG & Digital Accessibility

4,600+

ADA lawsuits in 2023

97%

of top 1M websites fail WCAG

- Digital accessibility has shifted from best-practice to legal obligation.
- The ADA has been consistently interpreted by US courts to cover digital properties, driving over 4,600 federal lawsuits in 2023 alone. The
- DOJ's April 2024 final rule formally mandated WCAG 2.1 AA compliance for public-sector websites, with private-sector enforcement expected to follow.
- Yet 97% of the world's top one million websites still fail basic WCAG checks which poses as a largely unaddressed remediation opportunity.

Source: Grand View Research, Custom Market Insights, UsableNet 2023, WebAIM Million 2024, DOJ ada.gov

Digital Marketing Industry

Market size (CY2024)
INR 466 Bn

Digital marketing services

↑ 24.5% CAGR (2019–24)

Digital share of total ads
46%

Largest segment in FY2025

↑ from 24% in FY20

Projected size (CY2031F)
INR 1,083 Bn

Digital marketing services

↑ 12.8% CAGR (2024–31)

Digital ad market (2030F)
USD 22 Bn

Nearly double current levels

IBEF, Apr 2026

- US digital advertising agencies have grown at a 7.5% CAGR, while internet marketing & SEO consulting expanded at 15.3% over five years.
- Globally, digital advertising accounts for ~69% of total media ad spend, forecast to approach 75% by 2027 - a structural shift in marketing budget allocation.
- AI is acting as an accelerant, enabling agencies to deliver more personalised, data-driven outcomes at scale.
- AccelerateBS India is positioned at the intersection of these tailwinds, combining DXP implementation, full-service digital marketing, and AI-enabled delivery across some of the world's most active digital economies.

Key Channel Characteristics

Search Engine Optimisation (SEO)

- Builds long-term visibility - optimised content attracts visitors sustainably
- Reduces customer acquisition costs via organic traffic without paid spend

Pay-Per-Click (PPC) Advertising

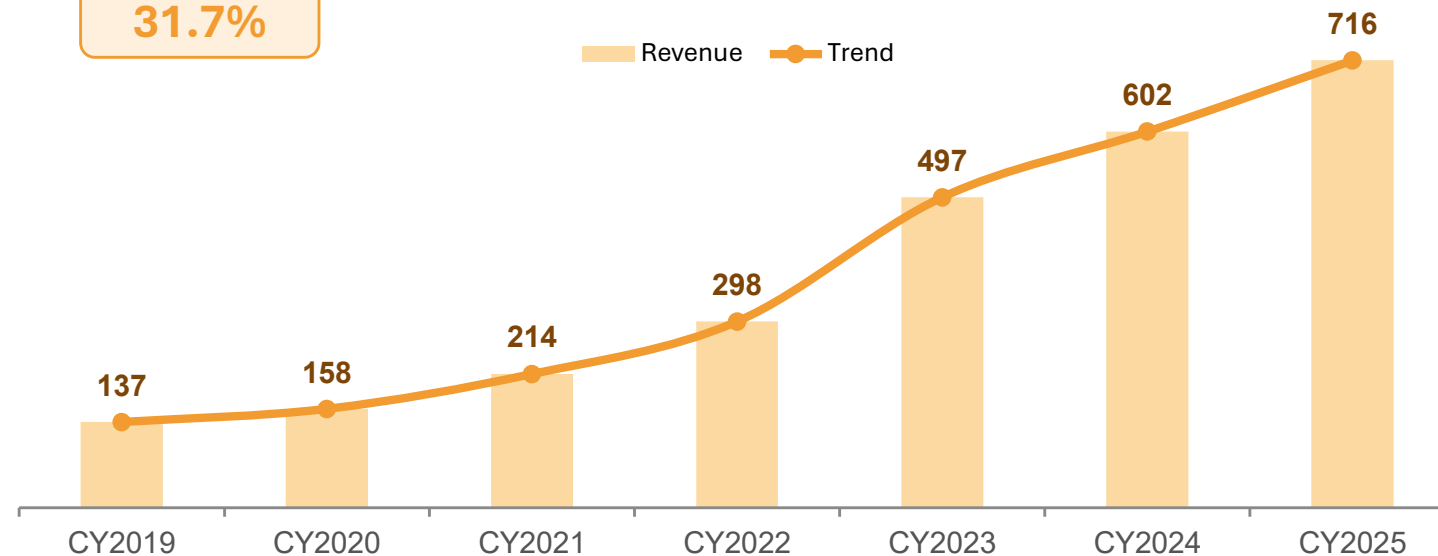
- Delivers targeted traffic immediately. Results are near-instant
- Exact audience targeting ensures ads reach customers most likely to convert

Performance Marketing

- Advertisers pay only when specific actions are completed : clicks, leads, sales
- Real-time scalability and optimization for enterprises of all sizes

CAGR
31.7%

India Digital Advertising Market (INR Bn)



Sources: D&B Industry Report on Digital Marketing (Aug 2025) as published in YAAP Digital RHP (NSE EMERGE, Feb 2026) · IBEF (Apr 2026)

Strategic Overview



Strategic Insight

**Growth was not constrained by capability.
It was constrained by market positioning.**

The Problem

Operating as an Indian technology vendor & billing in INR from Mumbai imposed a structural ceiling on margins, deal sizes, and client positioning, regardless of the capability behind the delivery.

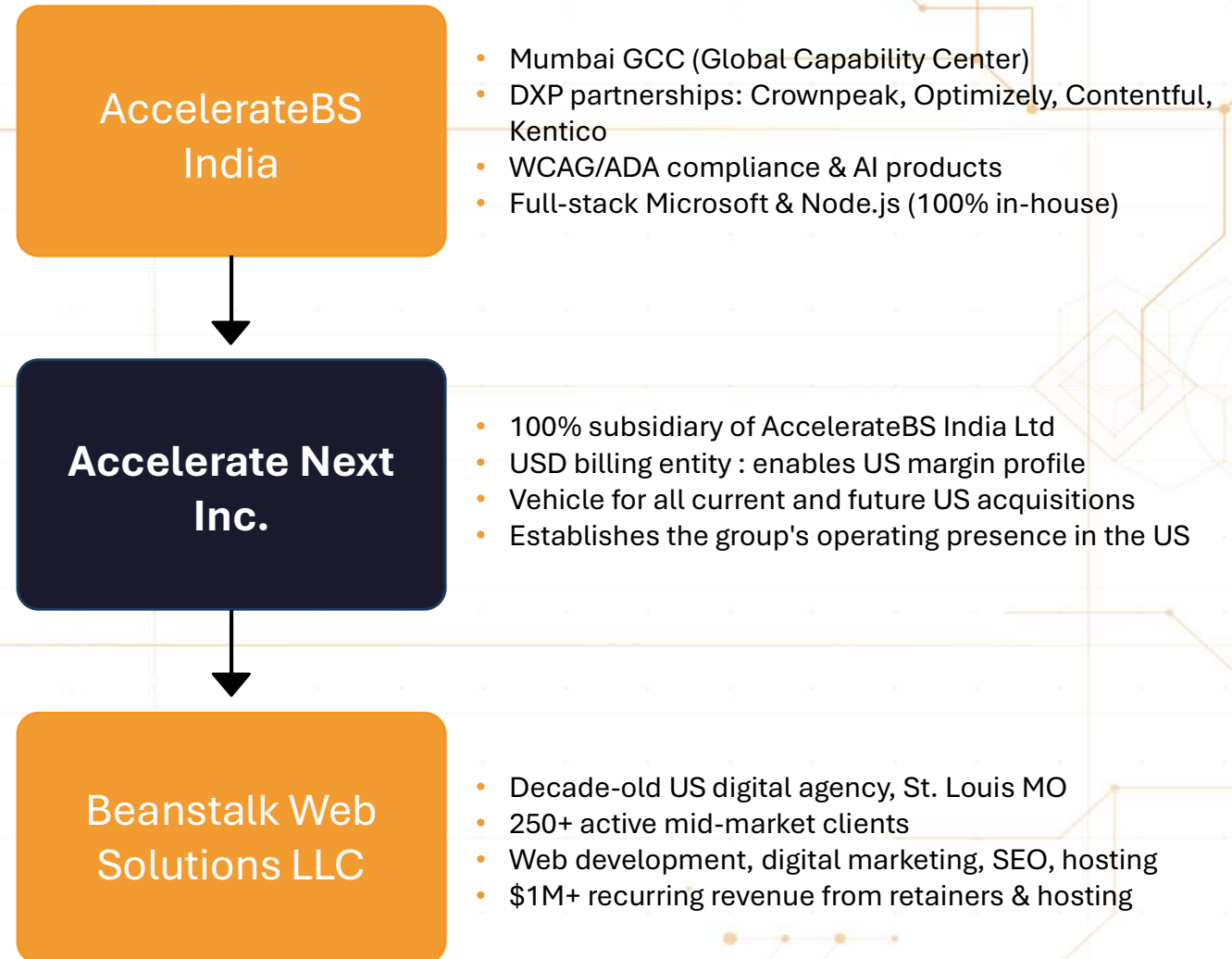
The Insight

The same capability, delivered through a US brand with a US address and a US sales relationship, commands a completely different commercial outcome. Not marginal but structural.

The Action

Incorporate a US holding entity. Acquire an established US agency. Reposition as a US-present, technology-led digital agency with a Global Capability Center in India delivering at cost.

The AccelerateBS Group Today



Beanstalk Web Solutions LLC. - Acquisition



\$1.6–1.8M

Annual Revenue

250+

Active US Clients

\$1M+

Recurring Revenue

10yrs+

Established Agency

What Beanstalk Is

A decade-old digital agency in St. Louis, Missouri doing web development, hosting, and digital marketing with an established local brand and loyal mid-market client base.

Why Beanstalk

Will act as a US sales Engine
Existing client trust, recurring revenue, marketing capability making the group genuinely full-service.

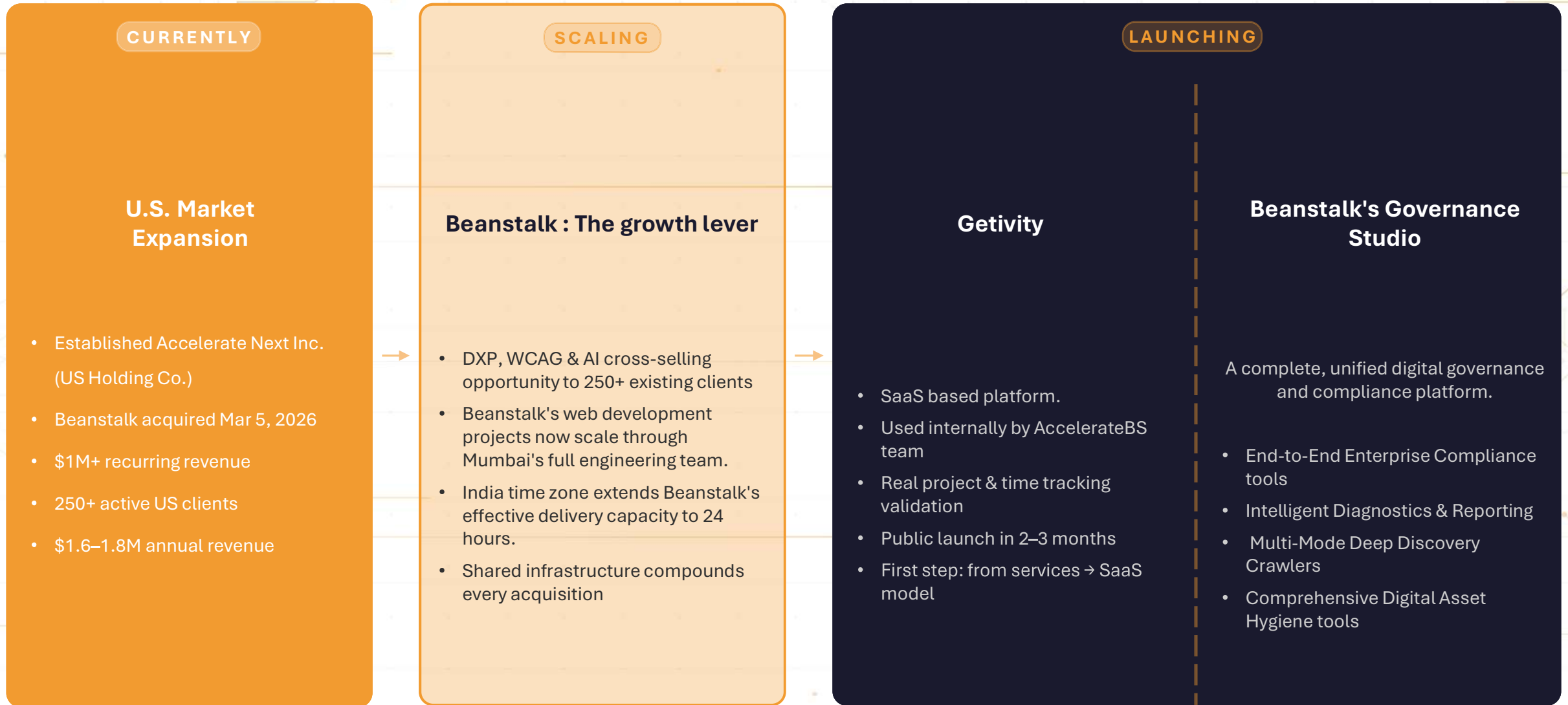
Post-Acquisition

Delivery transitions to Mumbai : cost structure improves immediately. 250+ clients now eligible for DXP, WCAG, and AI services never previously offered to them.

The Structure

100% owned via Accelerate Next Inc. (US holdco), which is 100% owned by AccelerateBS India Ltd. Funded through debt and founders' own capital.

Growth Strategy



Acquisition roadmap

The objective is the deliberate construction of a complete, integrated digital services group, not the accumulation of revenue for its own sake.

Each target is assessed to determine if it fills capability gaps, complements existing services, or adds scale where organic growth is slower.

Beanstalk was the first acquisition done through this model. What follows will be chosen with the same discipline.

THE IDEAL NEXT ACQUISITION SATISFIES ALL THREE CRITERIA



01

An agency with deep Kentico implementation experience reinforcing the group's certified DXP platform breadth



02

An agency with a strong HubSpot practice introducing marketing automation as a dedicated service line for our existing client base



03

An agency with established presence in the U.S. geography or vertical where accelerated scale is the objective

WHAT MAKES THIS STRATEGY SUSTAINABLE



Global Capability Center (Mumbai)

Each acquisition inherits Mumbai's delivery capacity converting US delivery costs to India costs, structurally improving margins across the group.



The Market Position

Large IT firms won't prioritize this market. Local US boutiques can't match the capability or cost structure. AccelerateBS is built for exactly the gap between the two.

What sets us apart



Proprietary Product Layer: Unlike pure service firms, AccelerateBS has built and internally validated its own SaaS product - Getivity, an AI-native time tracking platform, representing the group's first step toward recurring, product-led revenue that compounds independently of headcount.



Established Relationships with diverse Customer Base: Long-standing client relationships across Insurance, Financial Services, Pharma and Healthcare built through end-to-end delivery and a strong focus on upselling and cross-selling. Wide industry spread reduces dependence on any single sector.



Integrated Technology Platform: Full-stack Microsoft and Node-based capabilities with API-first, microservices architectures. 100% in-house front-end and Cognitive/AI builds including custom chatbots and voice bots with no third-party dependency.



Specialty DXP Platforms: A decade of experience in the DXP space certified solution and service partners with 4 platforms. Full-spectrum capabilities across all touchpoints with 100% in-house delivery across multiple technology stacks.



Accessibility Compliance: Dedicated WCAG testing and remediation practice addressing a growing legal obligation across the US under the Americans with Disabilities Act. A service increasingly mandated rather than discretionary.



MAGNET Global Network: MAGNET membership validates global and local credibility, provides scale, enhanced competitive positioning, and access to partnership and business opportunities across North America and EU.

Business Strategies



Growth in the Customer Base: Grow the customer base through seamless, integrated technology solutions, repetitive orders from existing clients, and references to new clients. Continuously update the relationship map to create new opportunities across the IT industry.

01



White-Labelled Services: Partner with multiple digital agencies across North America and EU regions, operating as an offshore development centre for mutual benefit and business growth.

03



Focus on Digital Transformation: Continue to pursue opportunities across industries and regions, leveraging the depth and breadth of the technology services offered.

05

02

Support Contracts: Grow the volume of support contracts lucrative, repetitive, and low-maintenance in nature. Support contracts generate better margins and provide flexibility to clients while deepening integration with their teams.



04

Leveraging the MAGNET Global Network: Build relationships with MAGNET Network member agencies pursuing business internally and partnering on larger opportunities across North America and EU.



06

Cost Optimisation and Productivity: Optimise resourcing and talent costs through the Ahmedabad office improving margins, accessing a large IT talent pool, and reducing onboarding times.



Why AccelerateBS

Beanstalk is Live

- The group's first US acquisition is closed and operational
- 250+ active clients, \$1M+ recurring revenue, full-service marketing capability in place.

Getivity Launching

- Getivity , the group's proprietary AI-native SaaS platform enters public launch mid-2026.

Acquisition Pipeline Active

- Targets under active evaluation assessed on capability, complementarity, and scale.
- Each acquisition chosen for what it adds, not merely what it costs.

GCC Model Proven

India-based delivery and US-facing client operations are live.

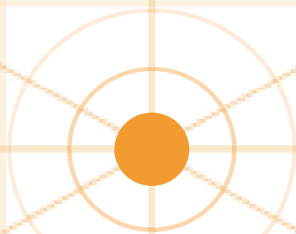
Full-Service Group

Web development, marketing, digital marketing, DXP implementation, WCAG compliance, and AI capabilities consolidated under a single group.

The DXP Moat Was Earned Over a Decade

Certified across Crownpeak, Optimizely, Contentful, and Kentico : four enterprise DXP platforms delivered 100% in-house, built over a decade.

FY26 Financials



FY26 Income Statement

Particulars (INR Lakhs)	FY26	FY25	Y-o-Y
Revenue from Operations	691.8	677.1	2%
Employee Benefit Expense	421.5	436.03	
Other Expense	123.7	120.97	
EBITDA	146.7	120.1	22%
EBITDA Margin (%)	21.2%	17.7%	350 bps
Other Income	23.9	5.05	
Depreciation and Amortization	10.2	13.68	
EBIT	160.4	111.5	44%
EBIT Margin (%)	23.2%	16.5%	670 bps
Finance Cost	48.0	0.22	
Profit before Tax and exceptional Items	112.4	111.3	
Exceptional Items	-	-	
Profit before Tax	112.4	111.3	1%
Tax	47.8	38.0	
Profit after Tax	64.6	73.3	-12%
PAT Margin (%)	9.3%	10.8%	-150 bps
EPS	1.88	2.57	

FY26 Balance Sheet

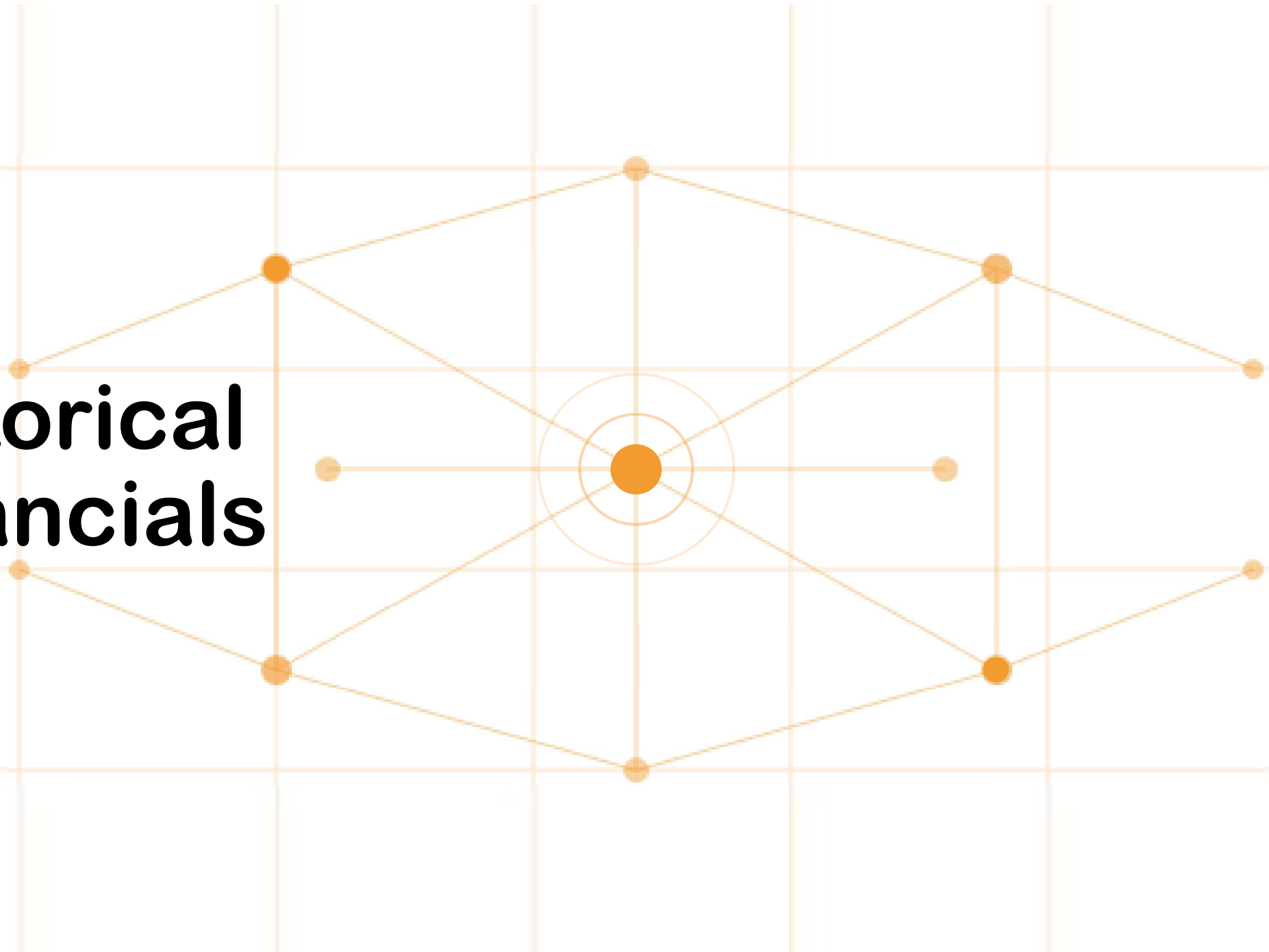
Assets (INR Lakhs)	Mar-26	Mar-25
Tangible Assets	26.0	32.1
Intangible Assets	776.6	59.9
Intangible assets under development or work-in-progress	139.5	-
Non-current investments	0.3	-
Deferred Tax Assets	3.4	3.3
Long Term Loans and Advances	14.3	8.7
Other Non-Current Assets	-	-
Total Non-Current Assets	960.1	104.0
Inventories	-	-
Trade Receivables	379.6	196.6
Cash and Cash Equivalent	264.9	330.4
Short-Term Loans and Advances	56.7	74.0
Total Current Assets	701.2	601.0
Total Assets	1661.3	705.0

Equity & Liabilities (INR Lakhs)	Mar-26	Mar-25
Share Capital	343.8	343.8
Proprietor's Capital	-	-
Reserve & Surplus	56.6	92.7
Total Equity	400.4	436.5
Long Term Borrowings	883.8	173.5
Deferred Tax Liabilities	-	-
Long term provisions	45.3	38.4
Total Non-Current Liabilities	929.1	211.9
Short Term Borrowings	-	-
Trade Payables	27.5	1.1
Other Current Liabilities	271.5	41.0
Short Term Provisions	32.8	14.4
Total Current Liabilities	331.8	56.6
Total Equity & Liabilities	1661.3	705.0

FY26 Cash Flow Statement

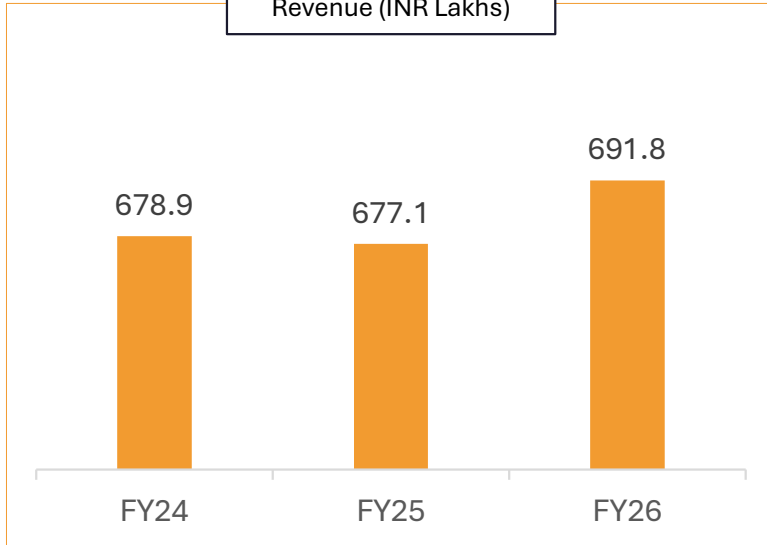
Particulars (INR Lakhs)	Mar-26	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	112.4	111.3
Adjustment for Non-Operating Items	41.8	25.0
Operating Profit before Working Capital Changes	154.1	136.3
Changes in Working Capital	-129.4	-32.6
Cash Generated/Used from Operations	24.7	103.7
Less: Direct Taxes paid	0.0	-24.1
Net Cash from Operating Activities	24.7	79.6
Cash Flow from Investing Activities	-952.6	-65.8
Cash Flow from Financing Activities	1192.8	93.6
Net Increase/(Decrease) in Cash and Cash equivalents	264.9	107.4

Historical Financials

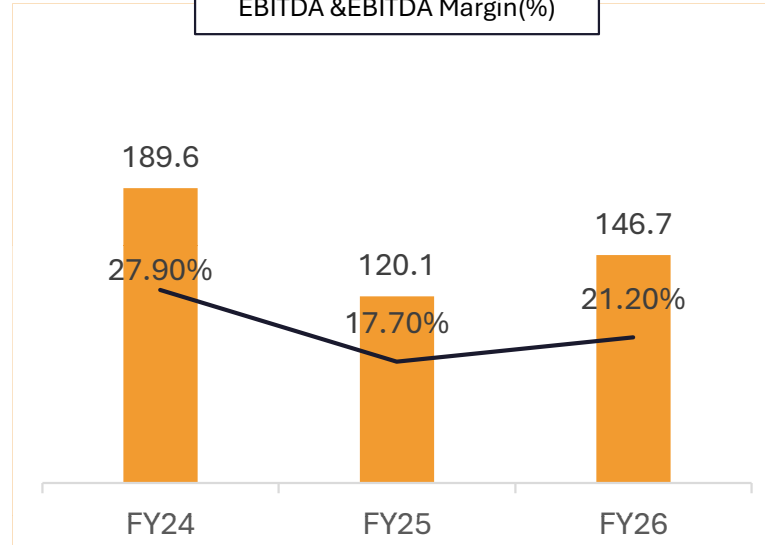


Key Financial Metrics

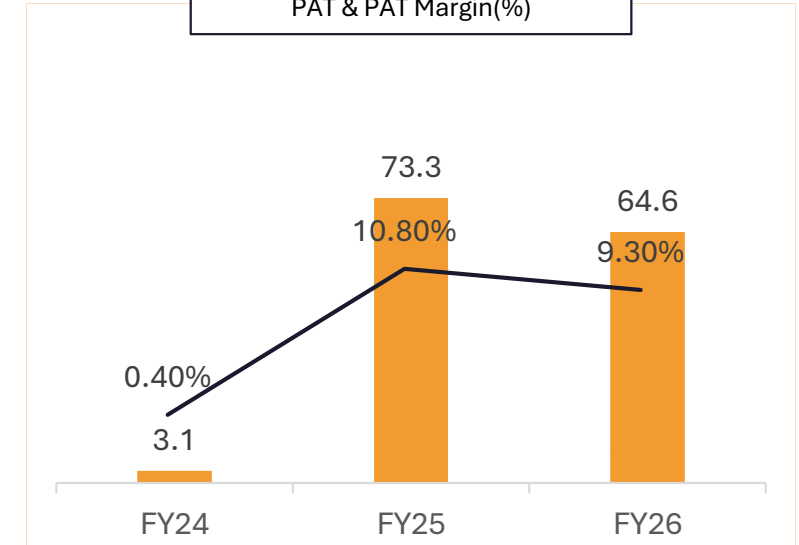
Revenue (INR Lakhs)



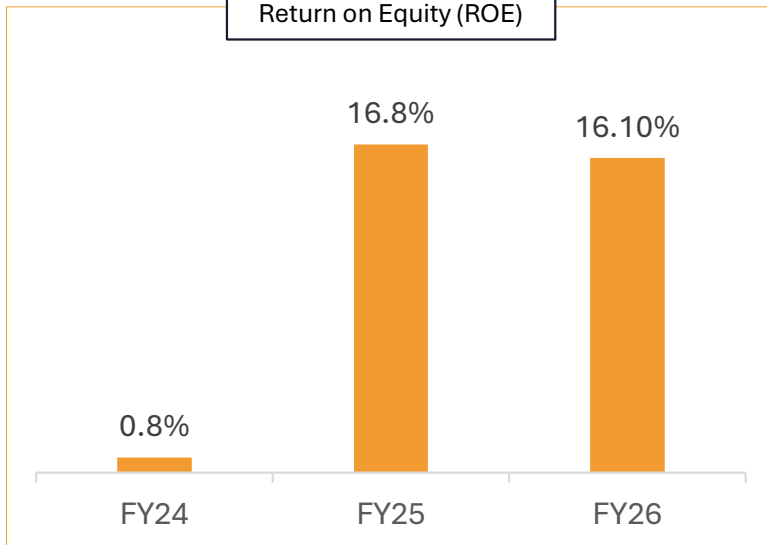
EBITDA & EBITDA Margin(%)



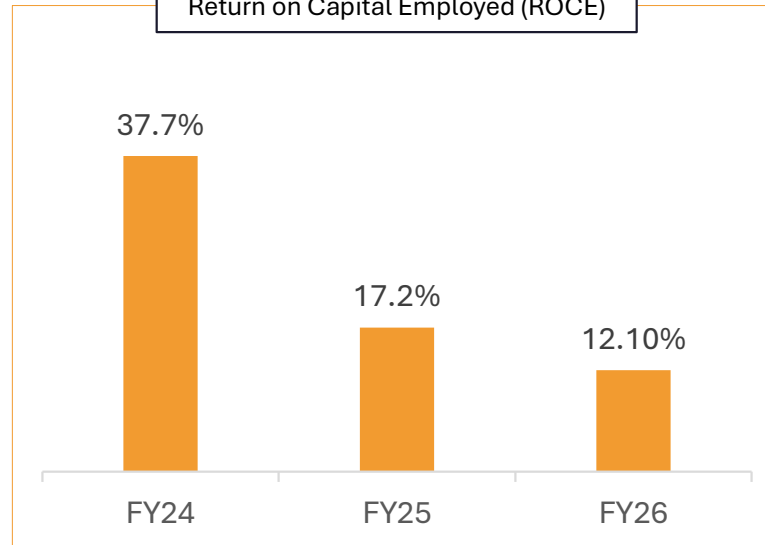
PAT & PAT Margin(%)



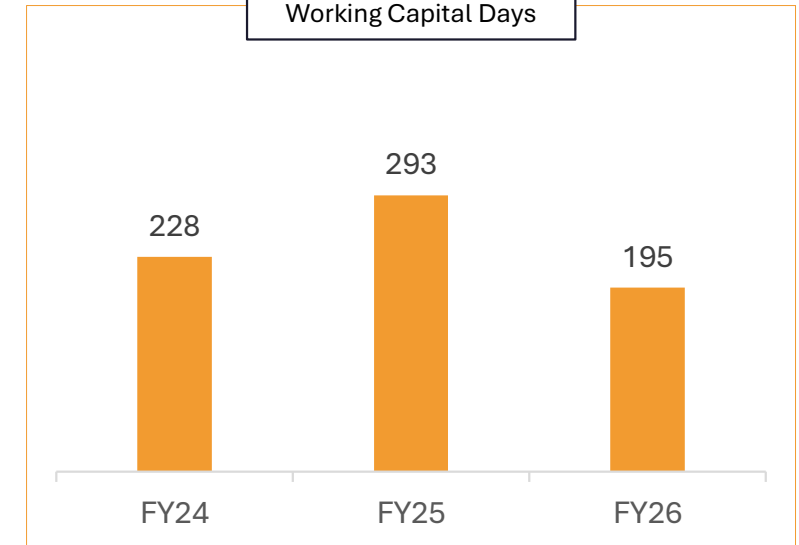
Return on Equity (ROE)



Return on Capital Employed (ROCE)



Working Capital Days



All figures in INR lakhs unless otherwise stated

Historical Income Statement

Particulars (INR Lakhs)	FY24	FY25	FY26
Revenue from Operations	678.9	677.1	691.8
Employee Benefit Expense	370.8	436.03	421.5
Other Expense	118.5	120.97	123.7
EBITDA	189.6	120.1	146.7
EBITDA Margin (%)	27.9%	17.7%	21.2%
Other Income	2.5	5.05	23.9
Depreciation and Amortization	14.5	13.68	10.2
EBIT	177.5	111.5	160.4
EBIT Margin (%)	26.1%	16.5%	23.2%
Finance Cost	1.0	0.22	48.0
Profit before Tax and exceptional Items	176.6	111.3	112.4
Exceptional Items	91.3	-	-
Profit before Tax	85.3	111.3	112.4
Tax	82.2	38.0	47.8
Profit after Tax	3.1	73.3	64.6
PAT Margin (%)	0.4%	10.8%	9.3%
EPS	5.4	2.57	1.88

Historical Balance Sheet

Assets (INR Lakhs)	Mar-24	Mar-25	Mar-26
Tangible Assets	38.9	32.1	26.0
Intangible Assets	0.0	59.9	776.6
Intangible assets under development or work-in-progress	1.0	-	139.5
Non-current investments	-	-	0.3
Deferred Tax Assets	1.6	3.3	3.4
Long Term Loans and Advances	5.9	8.7	14.3
Other Non-Current Assets	-	-	-
Total Non-Current Assets	47.3	104.0	960.1
Inventories	-	-	-
Trade Receivables	192.6	196.6	379.6
Cash and Cash Equivalent	223.0	330.4	264.9
Short-Term Loans and Advances	22.5	74.0	56.7
Total Current Assets	438.2	601.0	701.2
Total Assets	485.5	705.0	1661.3

Equity & Liabilities (INR Lakhs)	Mar-24	Mar-25	Mar-26
Share Capital	214.9	343.8	343.8
Proprietor's Capital			
Reserve & Surplus	175.8	92.7	56.6
Total Equity	390.7	436.5	400.4
Long Term Borrowings	54.4	173.5	883.8
Deferred Tax Liabilities	-	-	-
Long term provisions	26.3	38.4	45.3
Total Non-Current Liabilities	80.7	211.9	929.1
Short Term Borrowings	-	-	-
Trade Payables	1.6	1.1	27.5
Other Current Liabilities	4.9	41.0	271.5
Short Term Provisions	7.7	14.4	32.8
Total Current Liabilities	14.1	56.6	331.8
Total Equity & Liabilities	485.5	705.0	1661.3

Historical Cash Flow Statement

Particulars (INR Lakhs)	Mar-24	Mar-25	Mar-26
Cash Flow from Operating Activities			
Profit before Tax	85.3	111.3	112.4
Adjustment for Non-Operating Items	34.7	25.0	41.8
Operating Profit before Working Capital Changes	120.0	136.3	154.1
Changes in Working Capital	-233.0	-32.6	-129.4
Cash Generated/Used from Operations	-113.1	103.7	24.7
Less: Direct Taxes paid	0.0	-24.1	0.0
Net Cash from Operating Activities	-113.1	79.6	24.7
Cash Flow from Investing Activities	56.8	-65.8	-952.6
Cash Flow from Financing Activities	195.7	93.6	1192.8
Net Increase/(Decrease) in Cash and Cash equivalents	139.5	107.4	264.9

Thank You

Company

AccelerateBSi

AccelerateBS India Ltd.

CIN: L72200MH2022PLC390266

Email: contact@acceleratebs.com

Tel: +91-22-35211007

Website: <https://www.acceleratebs.com/>

Investor Relations Partner



X-B4 Advisory LLP

Rasika Sawant / Rochish Shirdhankar

Tel: +91 95944 57518 / +91 96197 33201

Email ID: rasika@x-b4.com / rochish@x-b4.com

Website: www.x-b4.com