

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.
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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
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: Parexl, B-4, 1st Floor, P-Block, Sector 62, Noida-201301.

Telephone No: 9871977038 Email Id: cs@ksolves.com Website: www.ksolves.com

CIN: L72900DL2014PLC269020

KSOLVES INDIA LTD.

Investor Presentation

May - 2023.



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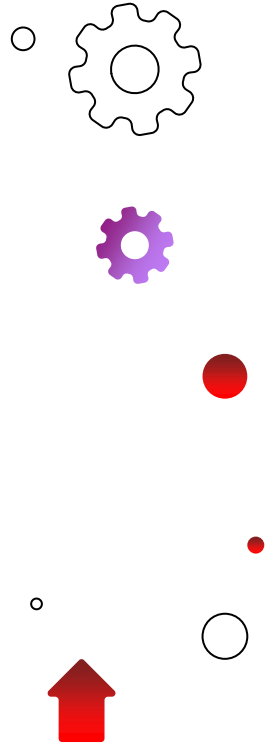
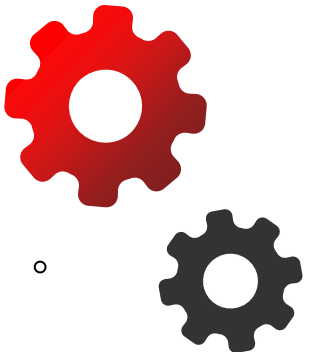
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COMPANY

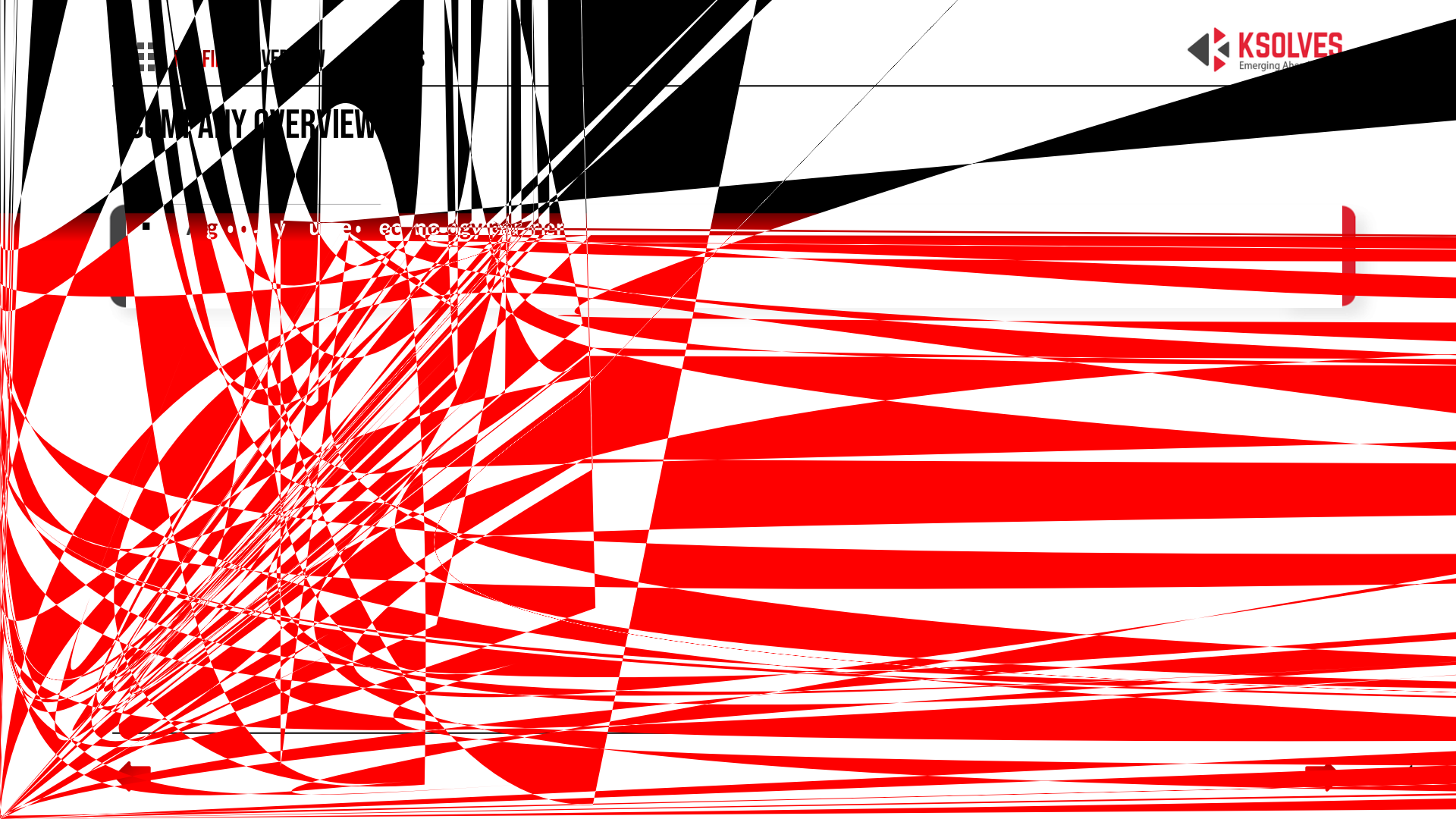
PROFILE



FINANCIAL STATEMENTS

SUMMARY OVERVIEW

Company Update - Technology Sector





KEY MANAGEMENT



Ratan Srivastava
Chairman & Managing Director



Manish Gurnani
Chief Technology Officer
(CTO)



Deepali Verma
Whole-time Director &
Promoter



Umang Soni
Chief Financial Officer
(CFO)





BOARD OF DIRECTORS



Vineet Krishna
Independent Director



Varun Sharma
Independent Director



Sushma Samarth
Independent Director

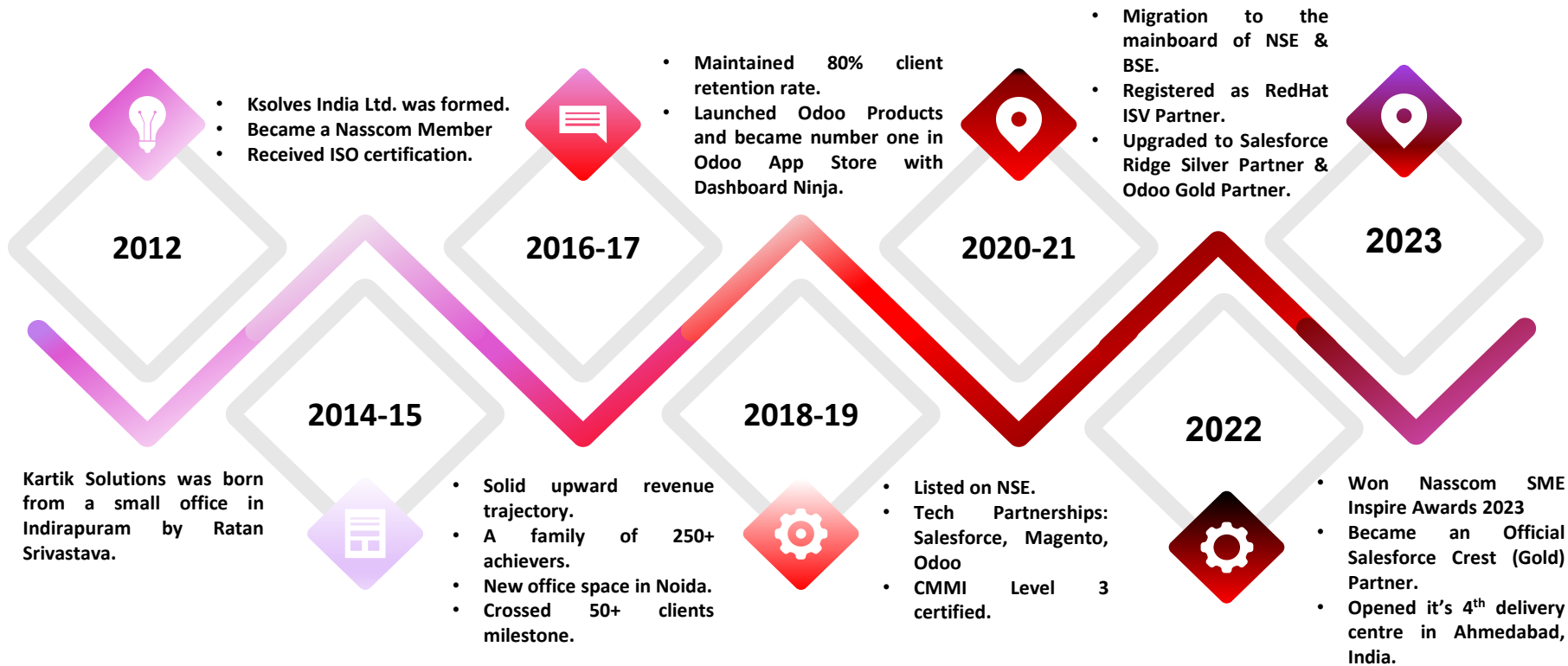


Varsha Choudhry
Independent Director
Chartered Accountant





TIMELINE





AWARDS & ACCREDITATION (1/2)

NASSCOM SME INSPIRE AWARD 2023

Nasscom SME Inspire Awards 2023 awarded by

Shri. B.B Swain, Secretary, MSME presence of Ms. Debjani Ghosh, President, Nasscom.



300 entries

shortlisted 80 entities

Ksolves

India Limited booked its victory.





AWARDS & ACCREDITATION (2/2)

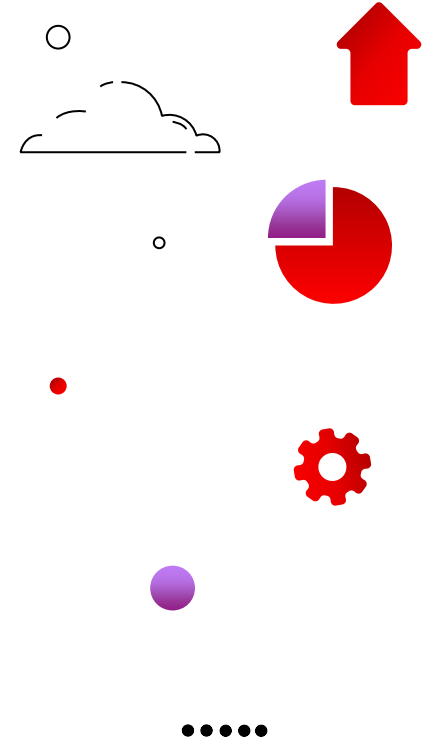
The image displays a collection of 20 award and accreditation logos arranged in a grid. The logos include:

- CMMI level**: A logo with a blue and pink swoosh and the text 'CMMI level'.
- FinTech Festival India**: A logo with the text 'FinTech Festival India' and 'Powered by GOINSWITCH KUBER'.
- TOP SALESFORCE PARTNER**: A circular badge with a blue and red border and the text 'TOP SALESFORCE PARTNER'.
- SelectedFirms**: A logo with a green and blue geometric shape and the text 'SelectedFirms'.
- Forbes INDIA**: The Forbes logo with 'INDIA' written above it.
- SOFTWARE DEVELOPMENT COMPANY IN INDIA**: A circular badge with a green and blue border and the text 'SOFTWARE DEVELOPMENT COMPANY IN INDIA' and 'goodfirms.co'.
- NASSCOM**: The NASSCOM logo in red text.
- CERTIFIED ISO 9001:2015 COMPANY**: A circular badge with a red and white border and the text 'CERTIFIED ISO 9001:2015 COMPANY'.
- TOP SALESFORCE PARTNER**: A partial view of a circular badge with a blue and red border.
- siliconindia**: The siliconindia logo in black and red text.
- TopDevelopers**: A logo with a blue square containing a white 'D' and the text 'TopDevelopers'.
- CIO 20 MOST PROMISING MICROSOFT SOLUTION PROVIDERS - 2018**: A logo with the text 'CIO 20 MOST PROMISING MICROSOFT SOLUTION PROVIDERS - 2018' and 'Review'.
- SelectedFirms TOP ECOMMERCE DEVELOPMENT COMPANY**: A circular badge with a blue and green border and the text 'SelectedFirms TOP ECOMMERCE DEVELOPMENT COMPANY' and 'selectedfirms.co'.
- Expertise.com 2022**: A logo with a green laurel wreath and the text 'Expertise.com Best Software Development Companies in San Jose 2022'.
- TOP SALESFORCE CONSULTANTS**: A circular badge with a blue and white border and the text 'TOP SALESFORCE CONSULTANTS' and 'Forc@talks'.
- redhat**: The redhat logo with a red and black circular icon.
- READY BUSINESS PARTNER ISV Partner**: A logo with a red bar containing the text 'READY' and a grey bar containing the text 'BUSINESS PARTNER ISV Partner'.



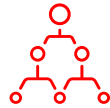


WHY KSOLVES?





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.



KSOLVES



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

02

Smart Investments



66%

Growth Rate - FY23

04

Tech Partnerships

03

Client Relationships



SHAREHOLDER FRIENDLY (1/2)

74%

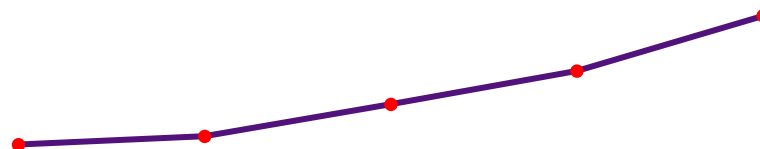
Dividend Payout Ratio

≥ 11%

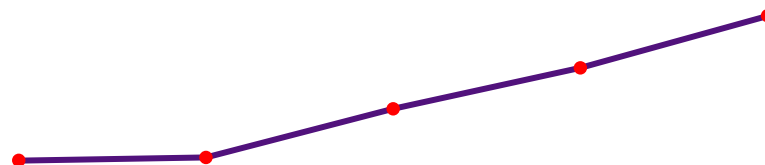
Q-o-Q Sales Growth for 6 consecutive Quarters

Record Date	Amount Rs. Per Share	Type
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Sales Growth (INR Mn)



Net Profit Growth (INR Mn)



CMMI Level 3

NSE & BSE Listed

Nasscom Member

www.ksolves.com





SHAREHOLDER FRIENDLY (2/2)

Funds Raised in IPO

06 July, 2020

Rs. 36.2 Million

Dividend Declared

FY23

Rs. 183.8 Million

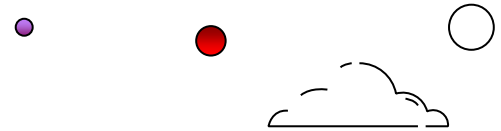
	FY22	FY23	
<u>Free Cash Flow</u>	Rs. 96.5 Mn	Rs. 201.3 Mn	
<u>Net Profit</u>	Rs. 158.9 Mn	Rs. 247.2 Mn	
<u>Dividend Paid</u>	Rs. 163.0 Mn (Rs. 13.75 per share)	Rs. 183.8* Mn (Rs. 15.5 per share)	<p>Dividend Payout Ratio</p> <p>74.4%</p>
			<p>Return on Capital Employed (2023)</p> <p>39%</p>

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





GEOGRAPHICAL PRESENCE



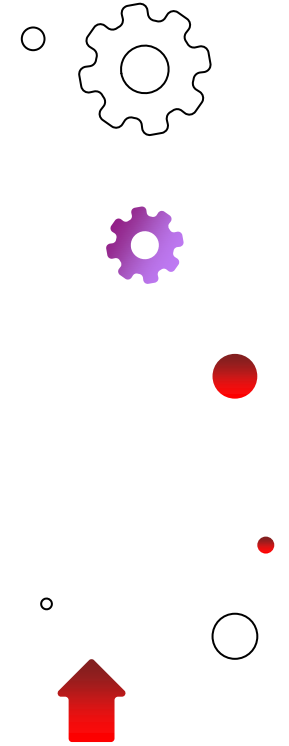
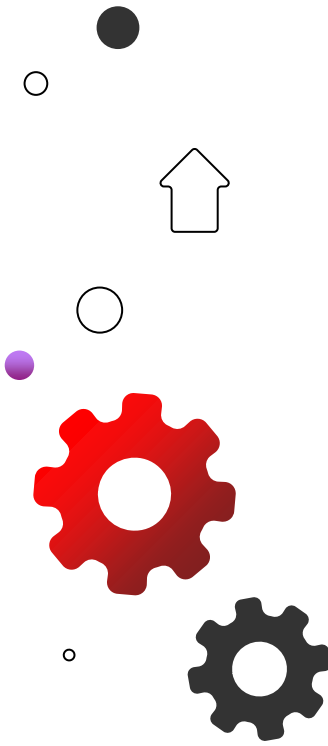
Particulars	For the year ended 31 st March		
	FY2023	FY2022	FY2021
Export Sales (Rs Mn)	599.2		





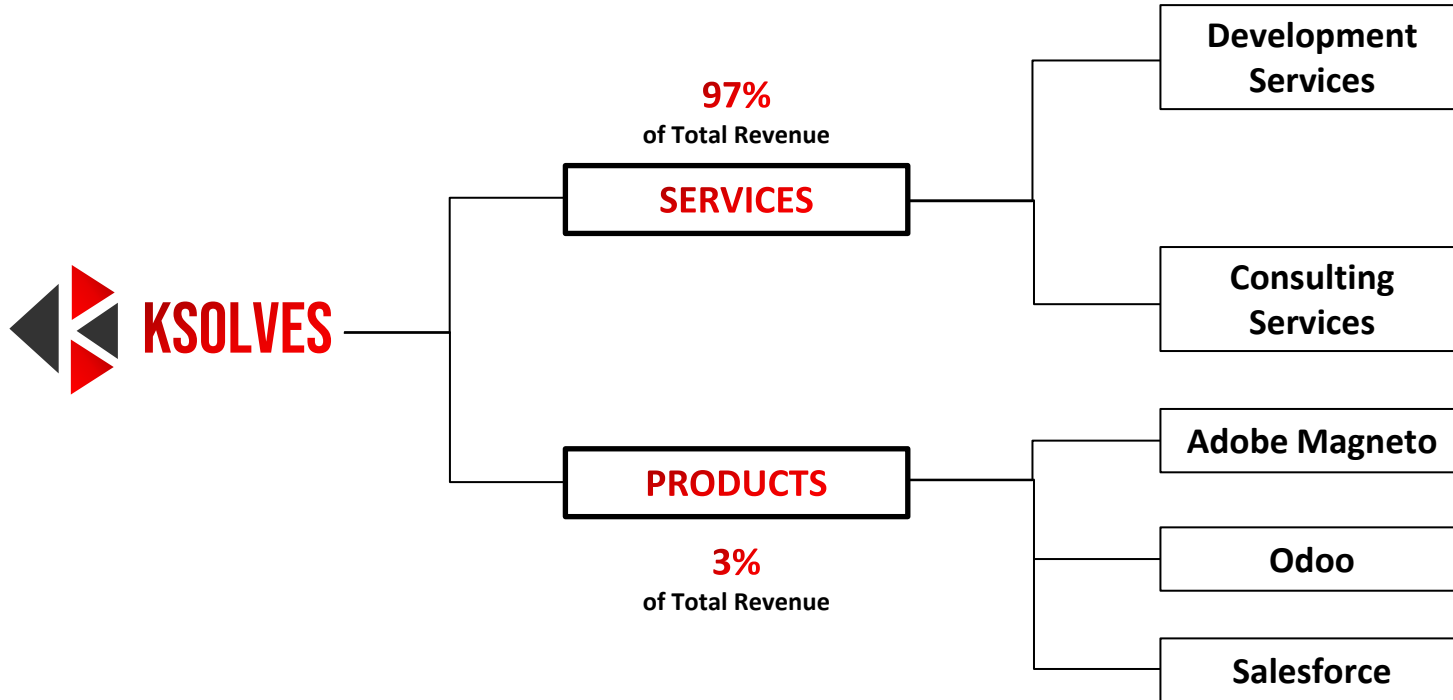
BUSINESS

OVERVIEW



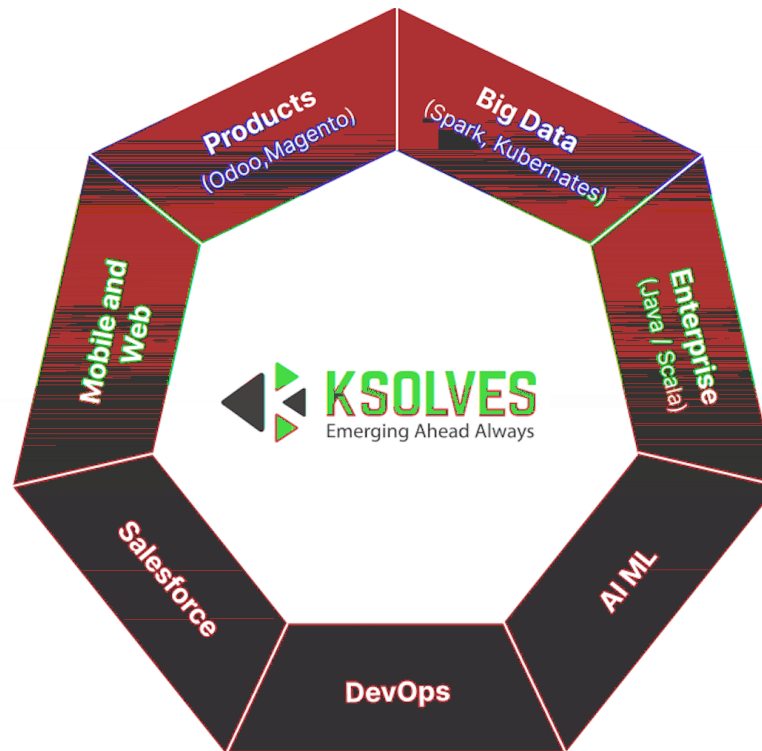


BUSINESS MODEL





TECHNOLOGY VERTICALS





SERVICES SUITE



Enterprise Technology

Technology

Java | Scala | Python | Kubernetes

Frameworks

Spring | Micronaught | ORM

Databases

MySQL | Oracle | Mongo | Cassandra

Architecture

Microservices | Distributed Transactions



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



Open Source

Kafka
NiFi
Spark
Cassandra
Hadoop

AWS

Glue
EKS
DynamoDB
SQS

GCP

DataProc
Big Query
Dataflow
DataFusion

Azure

Synapse
HDInsight
Data Factory



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 PHASES

Requirement Gathering

- Understanding the needs of our clients in business model
- We ideate the requirements, understand the market challenges and come up with solution to make effective solutions.

Support & Maintenance

- Our customer service is our major USP that makes our customers work with us for a long period.
- Even after deployment and deployment, we resolve all of our client's issues and keep the client updated with the latest functionalities.

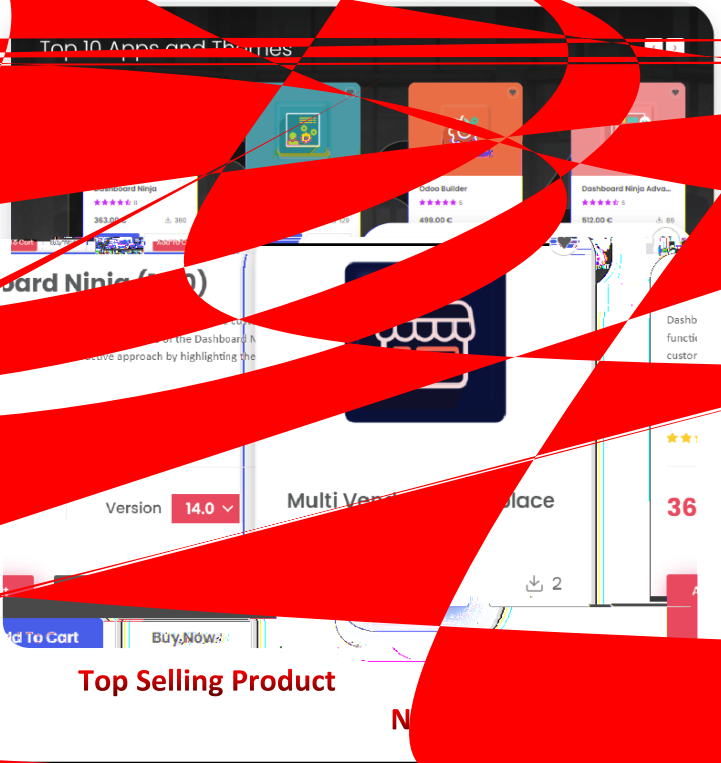
Implementation & Development Plan

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

We allot a dedicated Project and Quality Assurance manager to ensure Quality Assurance at every phase of the development cycle.

- Customers can also have their own project managers as and when required.

aghe



Top Selling Product



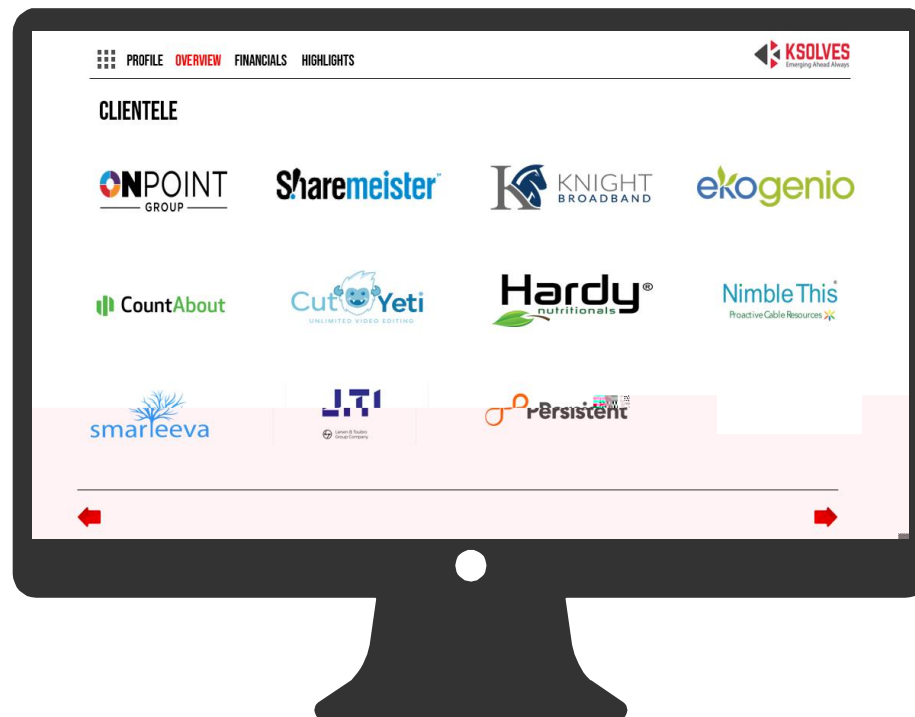


CLIENTELE

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.

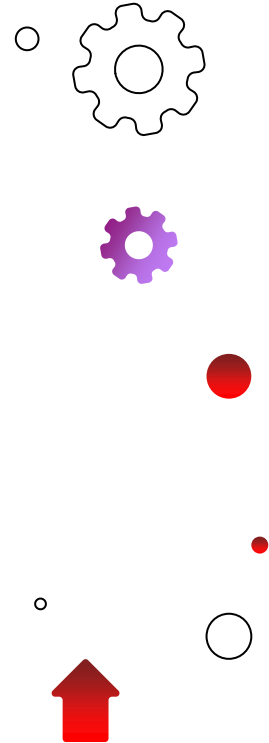
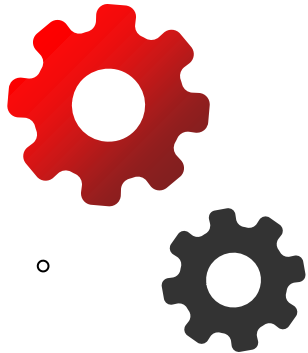
<u>FY23</u>	<u>Percentage of Revenue (%)</u>
Top 5 Customers	33%
Top 10 Customers	48%





BUSINESS

ANALYSIS





INDUSTRIES SERVED



IT & Services



51%



Telecom



8%



E-Governance



7%



Edu Tech



8%



BFSI



8%



Retail



6%



Marketing & Advertising



4%



Manufacturing



2%



Healthcare



2%



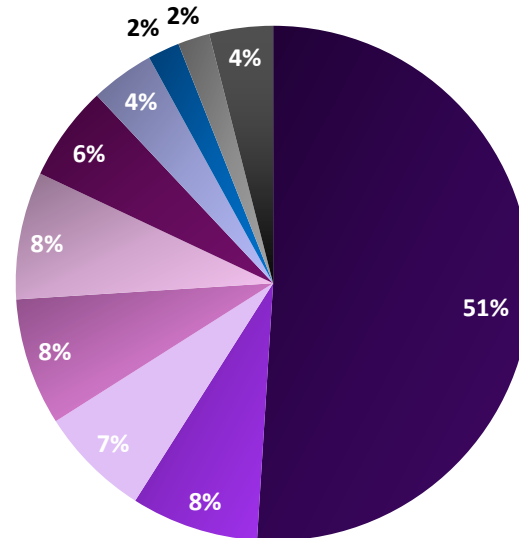
Others



4%

Revenue by Business Units	
Products	3%
Services	97%

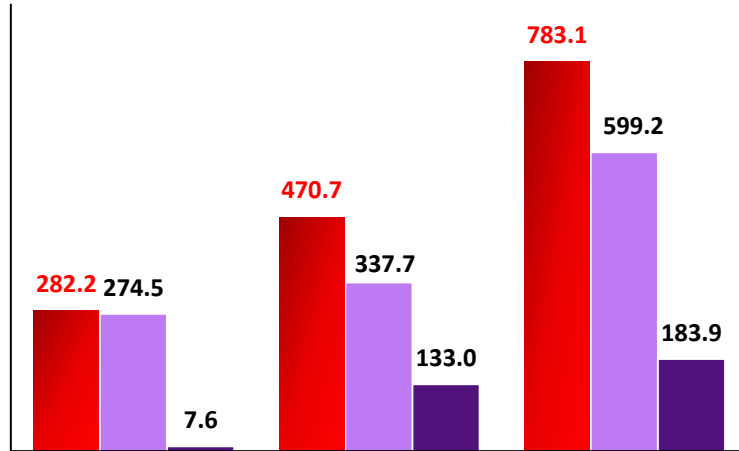
Revenue by Industry for FY23.



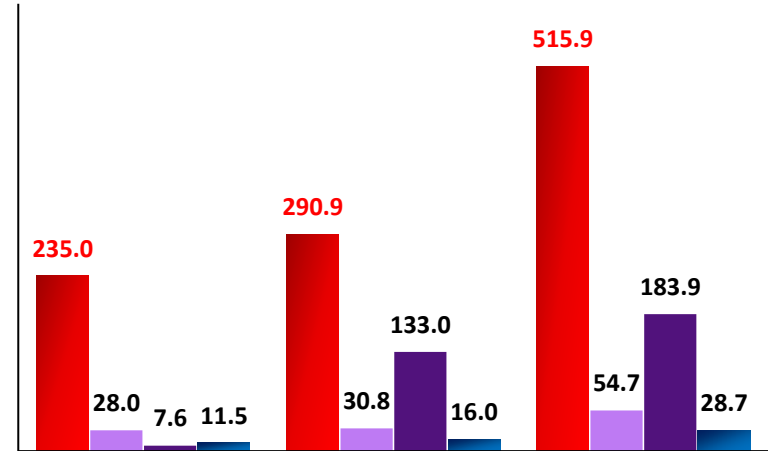


REVENUE BREAK-UP (1/2)

Total Revenue Break-Up
(INR Million)

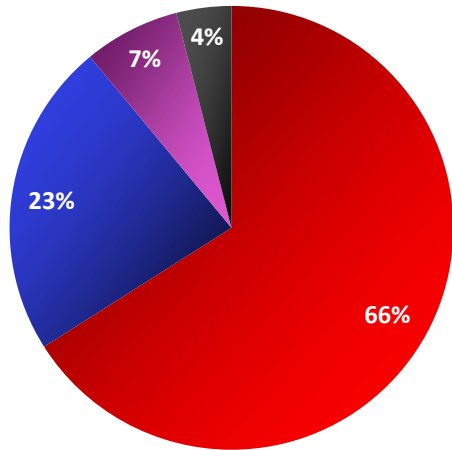


Geographical Revenue Break-Up
(INR Million)

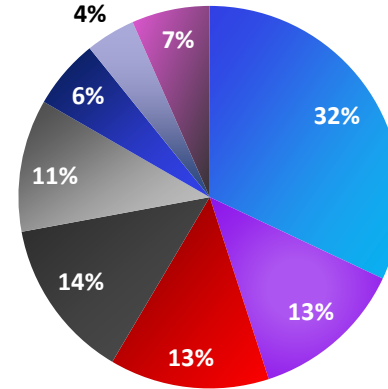


REVENUE BREAK-UP (2/2)

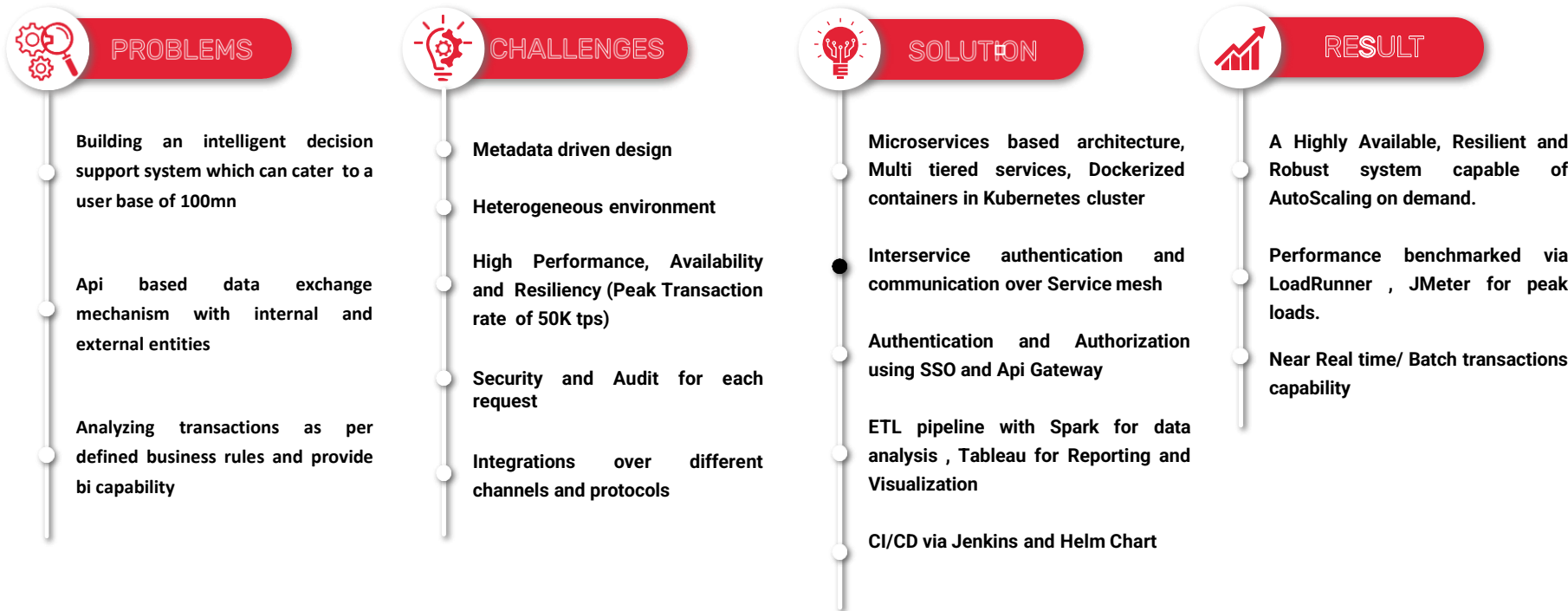
Revenue by Geography for FY23.



Revenue by Technology for FY23.



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





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



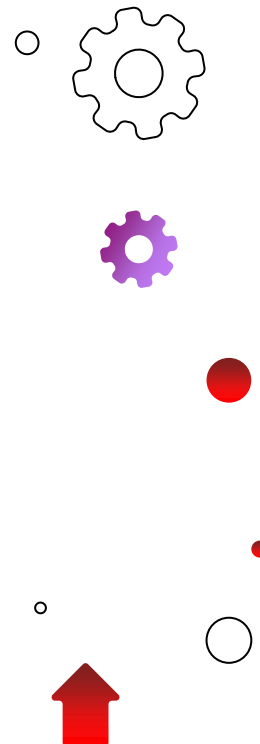
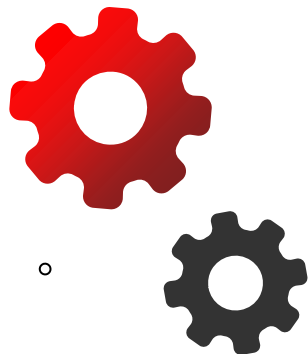
RESULT

- 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





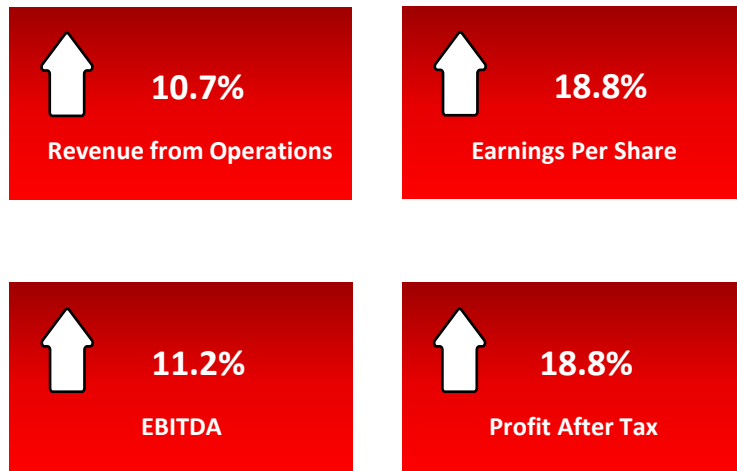
QUARTERLY HIGHLIGHTS



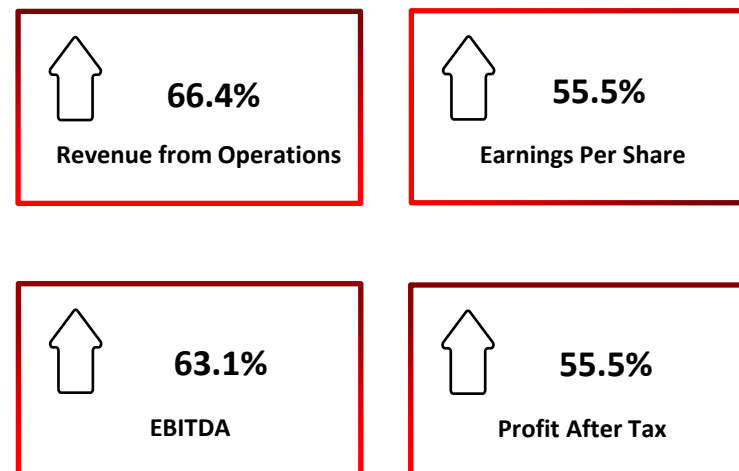


QUARTERLY & ANNUAL PERFORMANCE

Quarterly (QoQ)



Annual (YoY)





QUARTERLY FINANCIAL PERFORMANCE

Particulars (INR Mn)	Q4FY23	Q3FY23	Q4FY22	YoY%	QoQ%	FY23	FY22	YoY%
EBITDA	92.9	83.5	59.3			328.6	201.4	
Profit Before Interest & Tax	95.8	82.4	58.8			329.4	209.2	
Profit Before Tax	95.8	82.4	59.5			-	-	
Profit After Tax	73.4	61.7	44.2	65.9%	18.8%	247.2	158.9	55.5%
Total Comprehensive Inc	72.6	61.4	43.9			244.5	157.7	







ANNUAL INCOME STATEMENT (CONSOLIDATED)

Particulars (INR Mn)	*FY19	FY20	FY21	FY22	FY23
EBITDA	2.9	12.0	122.0	201.4	328.6
Profit Before Interest & Tax	2.1	9.1	119.7	209.2	329.4
Profit Before Tax	2.1	9.1	119.6	209.1	329.4
Profit After Tax	1.6	6.8	89.4	158.9	247.2
Earnings Per Share (Rs)	3.18	13.64	7.54	13.41	20.85

*FY19 is Standalone Data



CMMI Level 3

NSE & BSE Listed

Nasscom Member

www.ksolves.com



THANKS!

KSOLVES INDIA LTD.

Ms Manisha Kide - Company Secretary

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KAPTIFY® CONSULTING

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