

Date: January 27, 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-Q3 & 9M FY'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 LTD.

Emerging Ahead Always

INVESTOR PRESENTATION

Q3 & 9M FY2023





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COMPANY

PROFILE



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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+

Employees

10+

Years of Service

35+

Trusting Clients

20+

Countries

84.3%

Repeat Business

36%

Top 5 Client Contribution



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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.





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

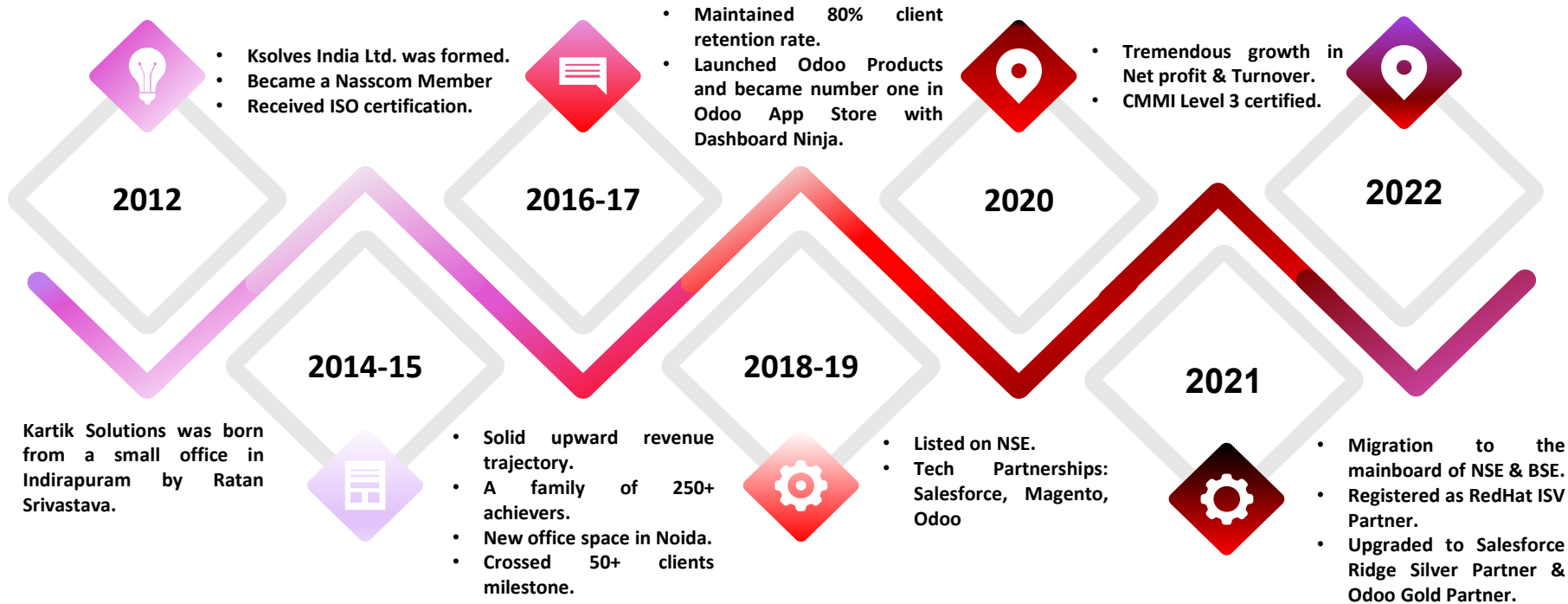
Independent Director

Chartered Accountant

12+ years of experience in Taxation & Finance



TIMELINE



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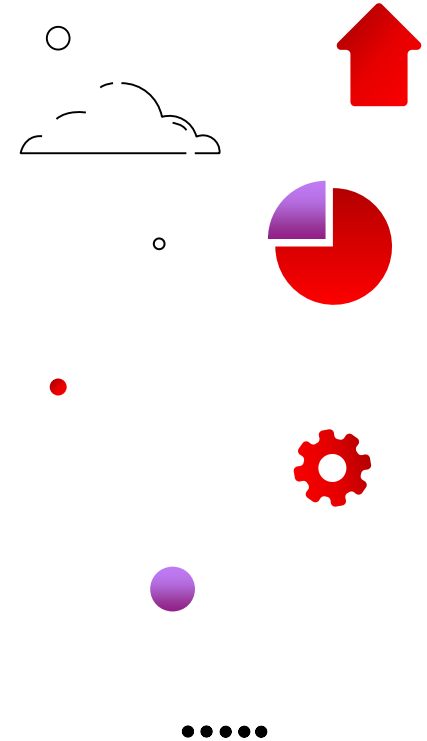
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WHY KSOLVES?



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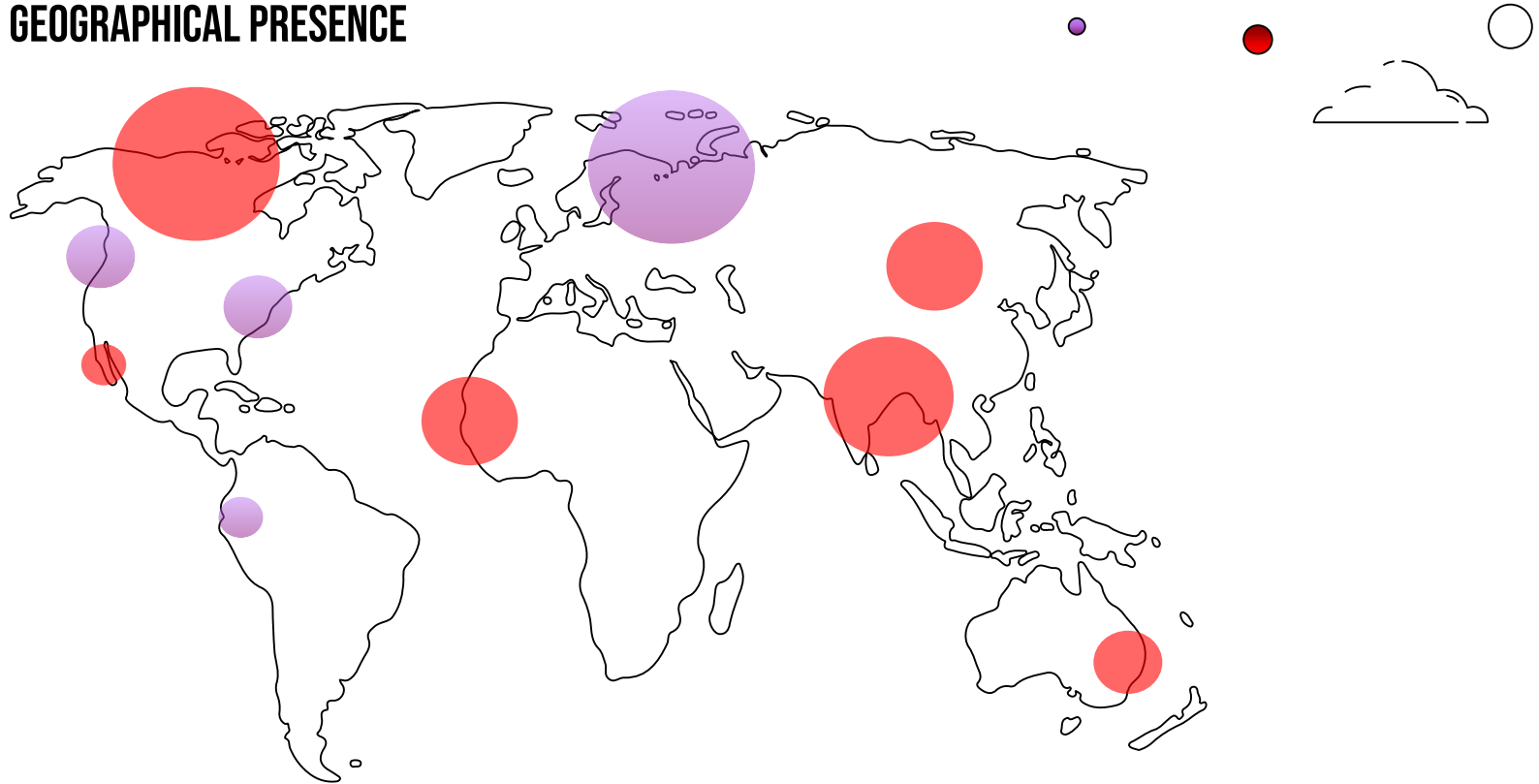
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GEOGRAPHICAL PRESENCE



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SHAREHOLDER FRIENDLY (1/2)

44.7%

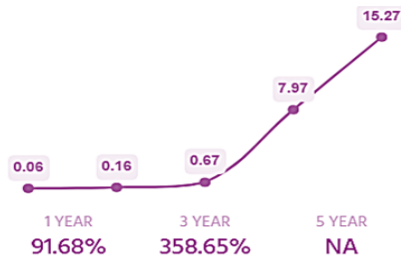
Dividend Payout Ratio

>11%

Q-o-Q Sales Growth for 5 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 ⓘ



Sales Growth ⓘ



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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SHAREHOLDER FRIENDLY (2/2)

Funds Raised in IPO

06 July, 2020

Rs. 36.2 Million

Dividend Paid

FY22

Rs. 112.6 Million

Promoters Remuneration

FY21- FY22

NIL

Promoter Holding

FY21

68.01%

FY22

62.45%

Dividend Income

Source of Income for Promoter

	FY21	FY22	
Free Cash Flow	Rs. 48.0 Mn	Rs. 96.6 Mn	Dividend Payout % Free Cash Flow 88%
Cash & Cash Eq	Rs. 81.0 Mn	Rs. 69.0 Mn	
Dividend Paid	Rs. 59.3 Mn	Rs. 68.2 Mn	Dividend Payout % of cash & cash equivalents 85%



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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.



GROWTH DRIVERS

01

Increased Utilization

Increased utilization percentage and gradual billing rate revisions for legacy clients will help 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%

Revenue Growth
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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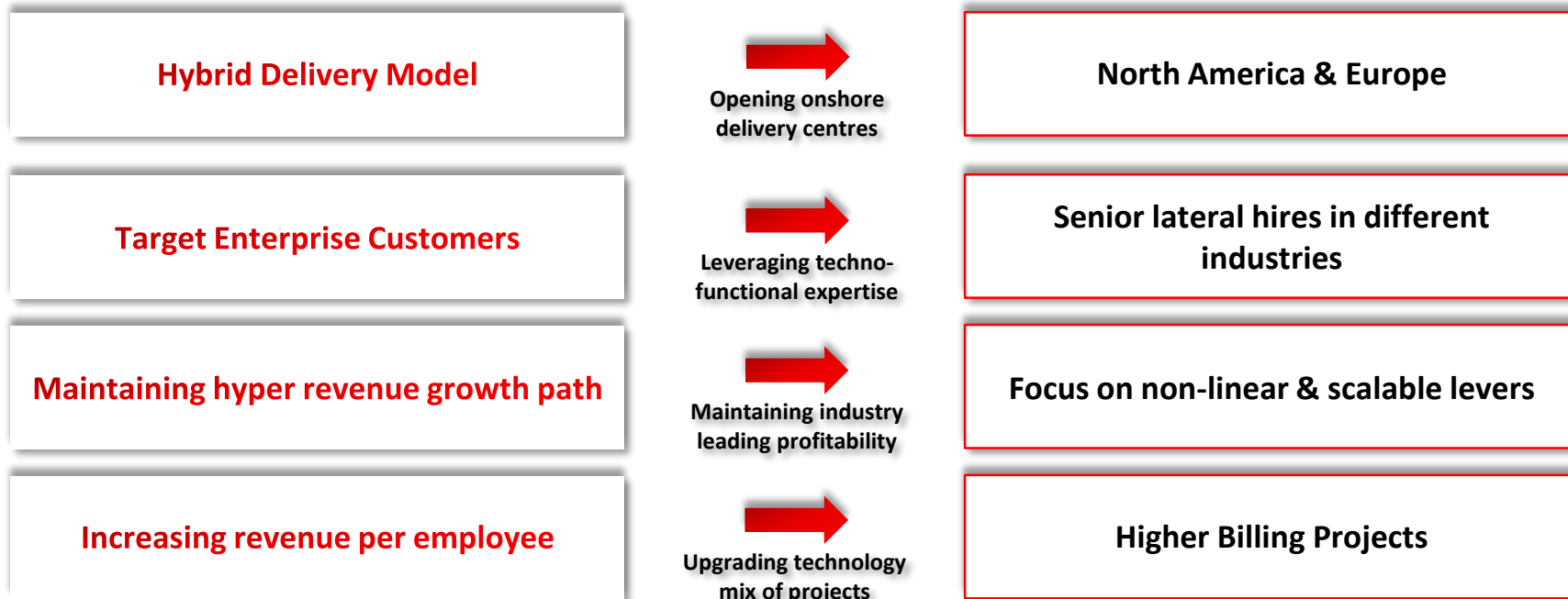
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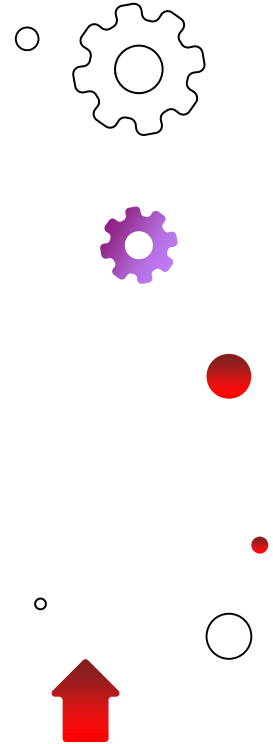
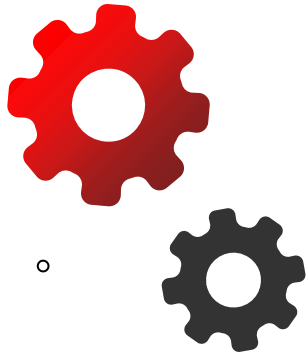
WAY FORWARD





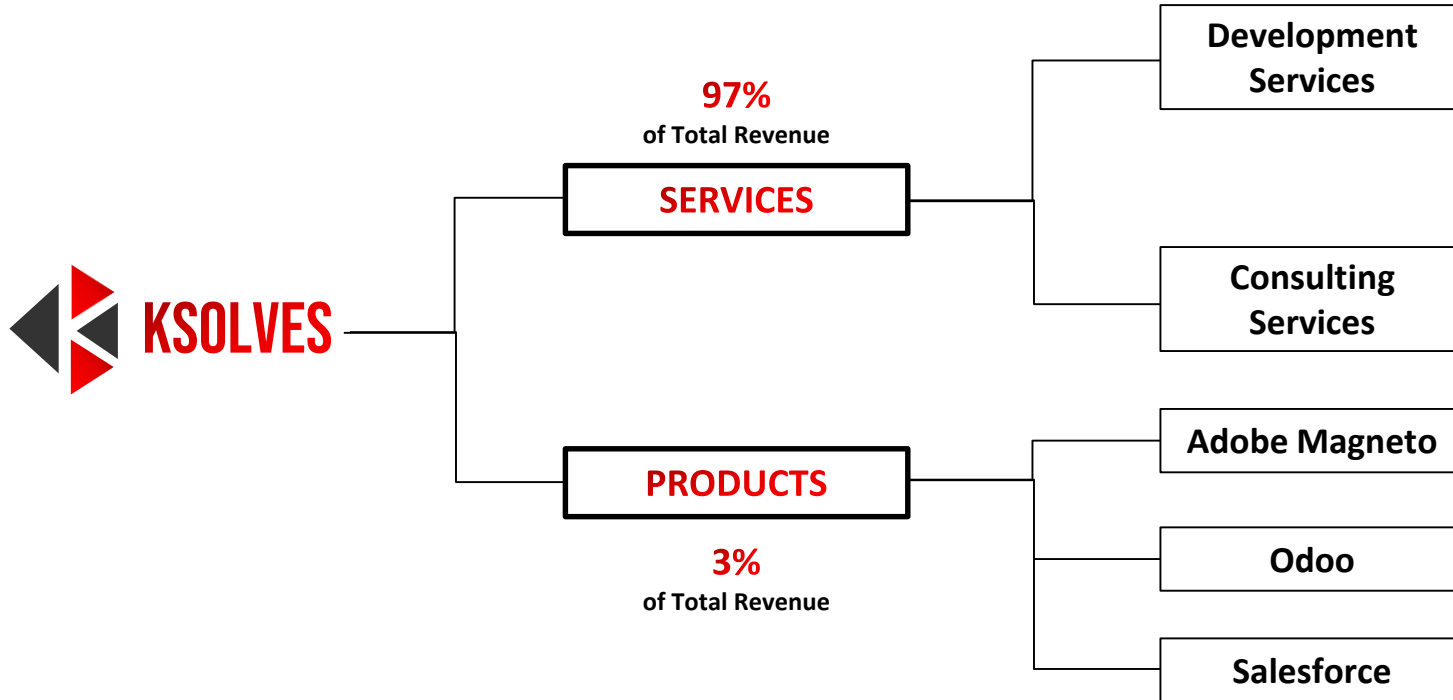
BUSINESS

OVERVIEW



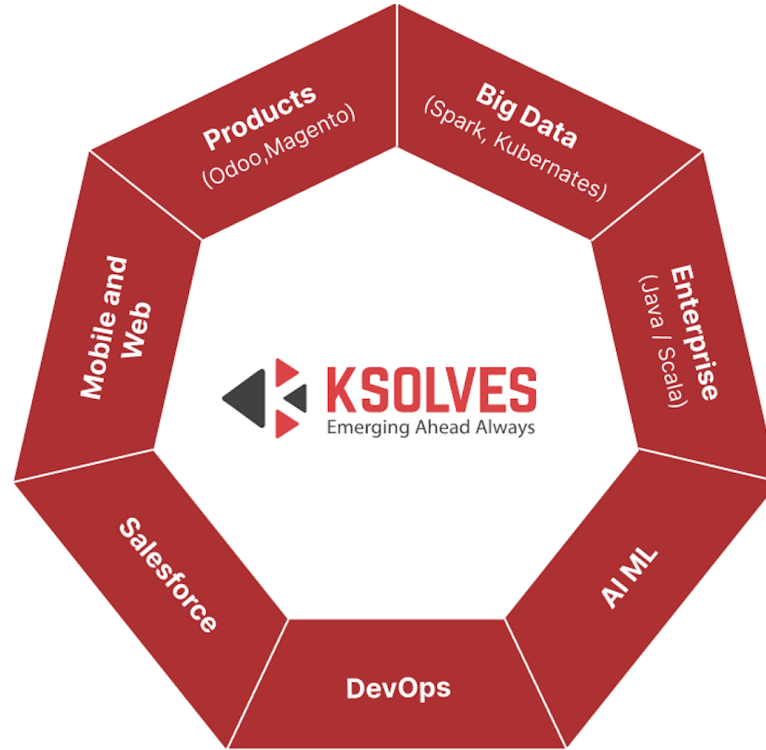


BUSINESS MODEL





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



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DELIVERY EXECUTION MODELS

01



Staff Augmentation

02



Dedicated Teams

03



Project-Based Model





SERVICE PROCESS

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.

01 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.

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.

04 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.





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.



170,000+ Websites targeted using Magneto 2.

83% of consumers shopping online are catered.

Odoo Products

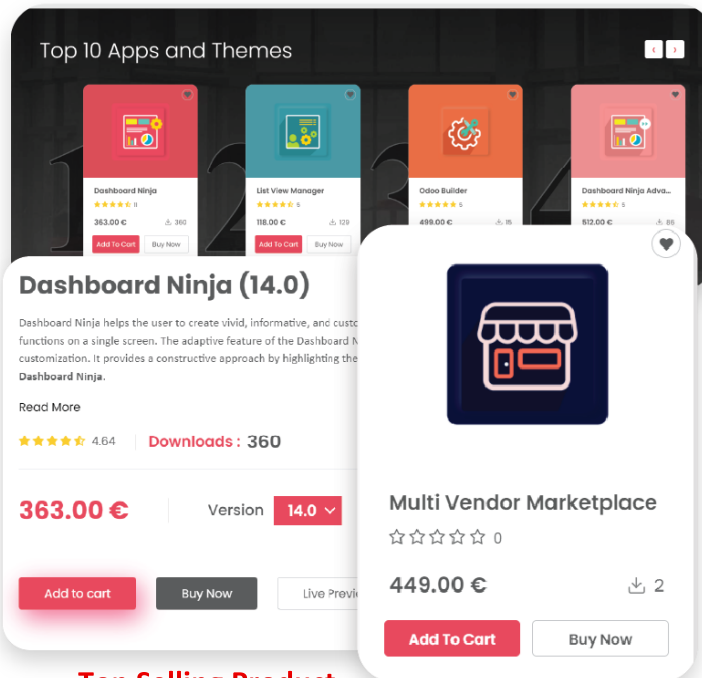
7+ Million Users



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.



Top Selling Product

New Product Launch



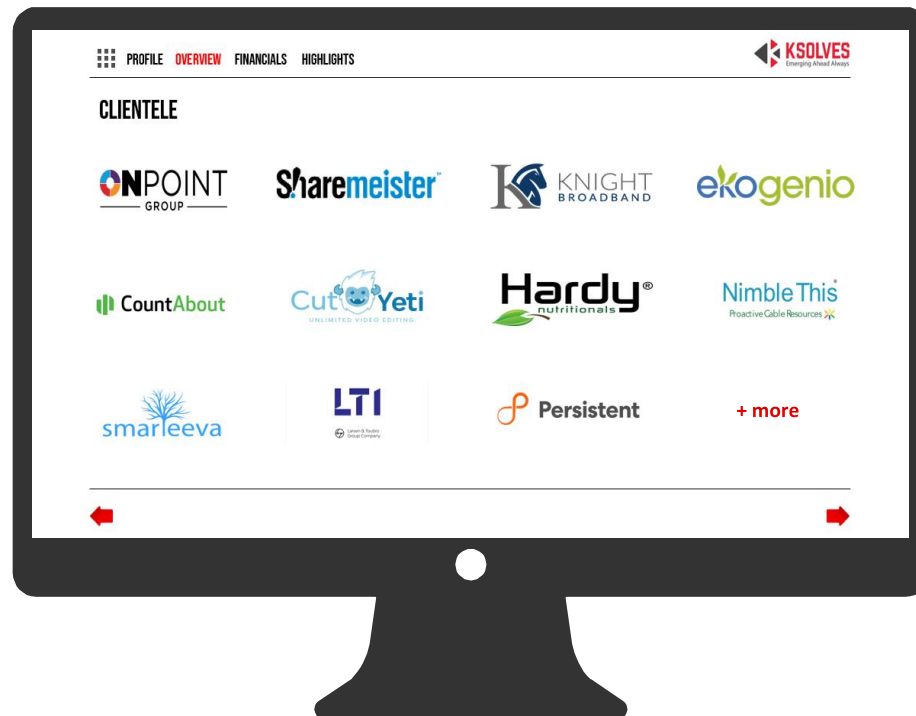


CLIENTELE

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.

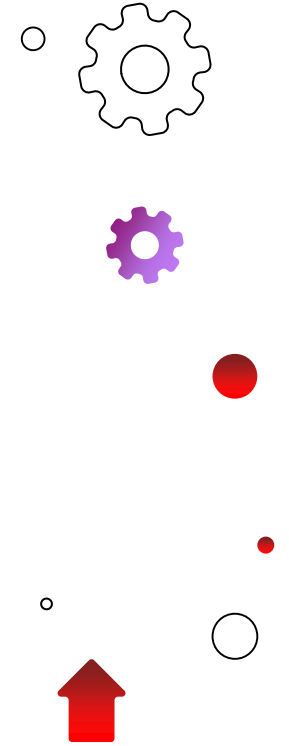
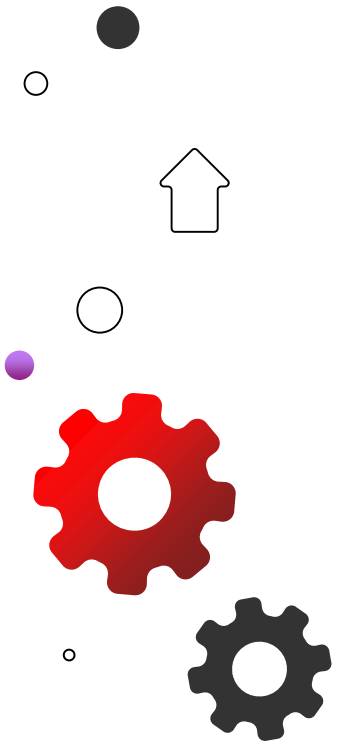
<u>HY22-23</u>	<u>Percentage of Revenue (%)</u>
Top 5 Customers	36%
Top 10 Customers	53%





BUSINESS

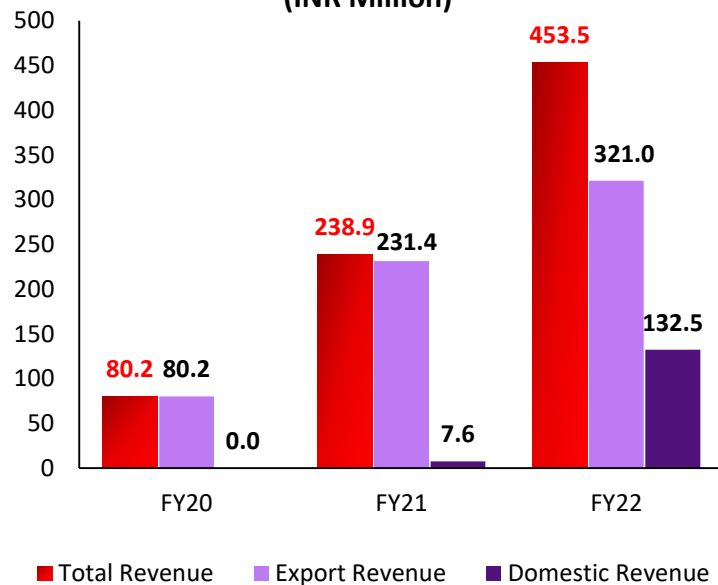
ANALYSIS





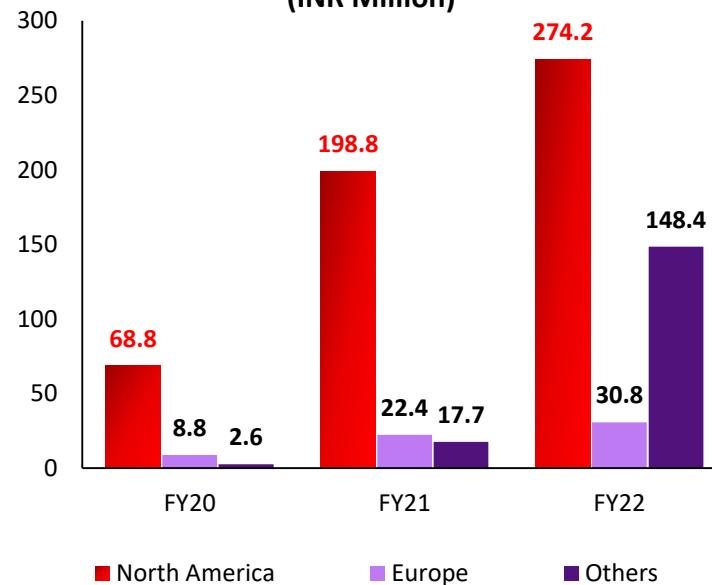
REVENUE BREAK-UP

**Total Revenue Break-Up
(INR Million)**



Standalone

**Geographical Revenue Break-Up
(INR Million)**



Standalone



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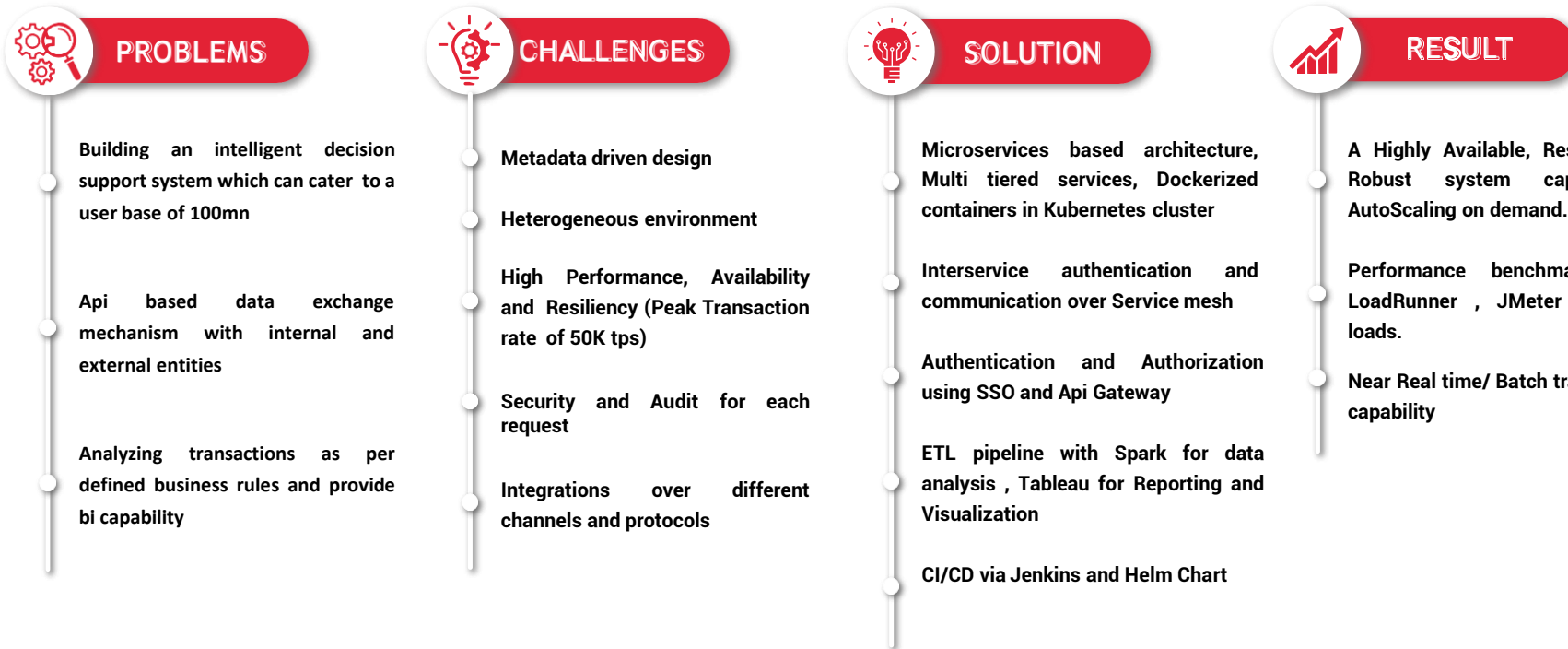
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CASE STUDY (1/2): CLIENT - A PAN INDIA GOVERNMENT ORGANIZATION





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



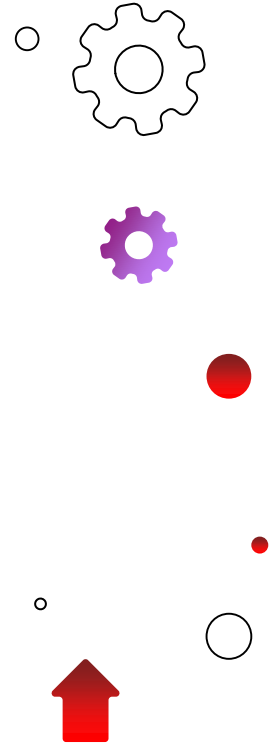
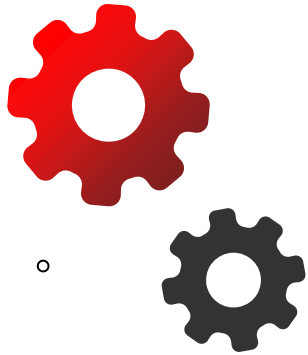
RESULT

- 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





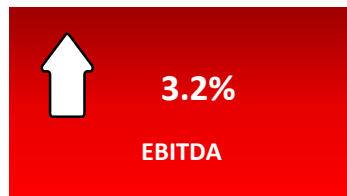
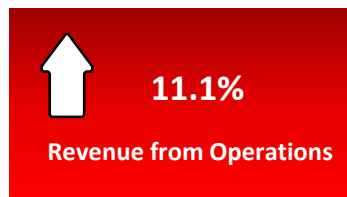
QUARTERLY HIGHLIGHTS



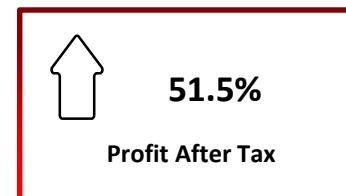
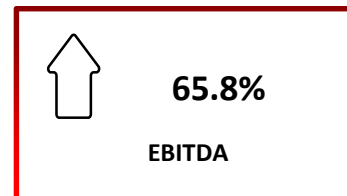
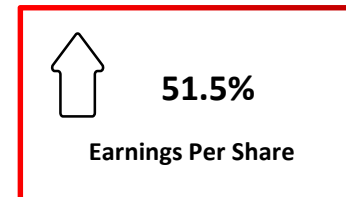
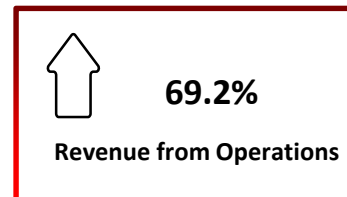


QUARTERLY & 9 MONTHLY PERFORMANCE

Quarterly (QoQ)



9 – Monthly (YoY)





INDUSTRIES SERVED



IT & Services



51%



Telecom



9%



E-Governance



7%



Edu Tech



7%



BFSI



7%



Retail



5%



Marketing & Advertising



5%



Manufacturing



3%



Healthcare



2%



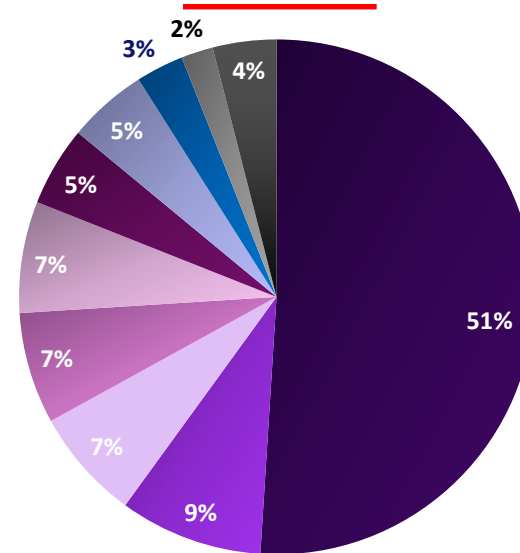
Others



4%

Revenue by Business Units	
Products	3%
Services	97%

Revenue by Industry as of December, 2022



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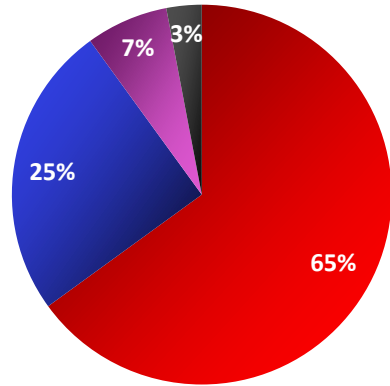
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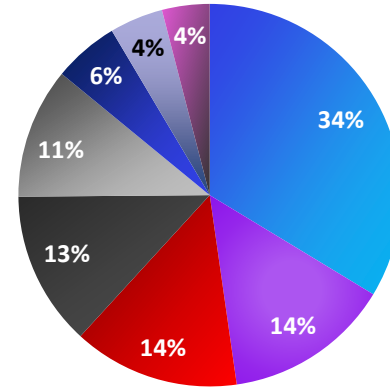
REVENUE BREAK-UP

Revenue by Geography as of December, 2022



- North America
- India
- Europe
- Rest of World

Revenue by Technology as of December, 2022



- Salesforce
- Big Data
- *Dev Ops
- *Odoo
- AI/ML
- *Mobile Apps
- QA & Automation
- *Open Source Technologies

*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)





QUARTERLY FINANCIAL PERFORMANCE

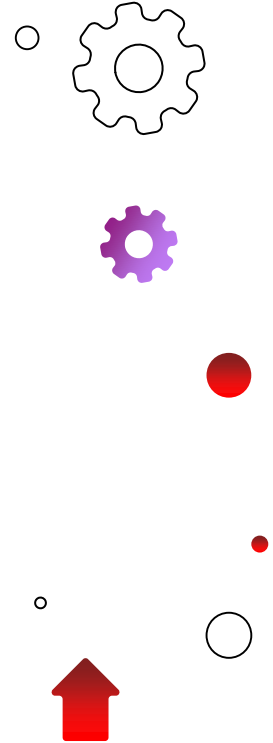
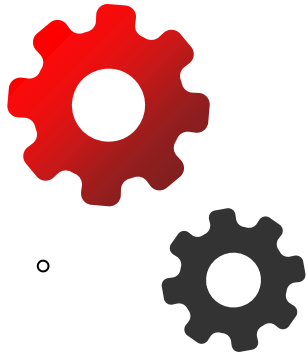
Particulars (INR Mn)	Q3FY23	Q2FY23	Q3FY22	YoY%	QoQ%	9MFY23	9MFY22	YoY%
Revenue from Operations	205.5	185.0	122.0	68.4%	11.1%	555.7	328.4	69.2%
Total Expenditure	122.0	104.1	71.6	70.4%	17.2%	320.0	186.3	71.8%
EBITDA	83.5	80.9	50.4	65.7%	3.2%	235.7	142.2	65.8%
EBITDA Margin (%)	40.6%	43.7%	41.3%	-67 bps	-310 bps	42.4%	43.3%	-87 bps
Other Income	0.3	0.6	4.1	-92.5%	-47.2%	2.0	12.2	-83.5%
Depreciation	1.4	1.3	1.4	0.4%	13.6%	4.2	3.9	6.4%
Profit Before Interest & Tax	82.4	80.2	53.0	55.4%	2.7%	233.5	150.4	55.3%
Interest	-	-	-	-	-	-	-	-
Extraordinary Items	-	-	-	-	-	-	0.7	-100.0%
Profit Before Tax	82.4	80.2	53.0	55.4%	2.7%	233.5	149.6	56.1%
Tax	20.6	21.1	12.8	60.8%	-2.1%	59.7	34.9	71.0%
Profit After Tax	61.8	59.2	40.2	53.6%	4.4%	173.8	114.7	51.5%
PAT Margin (%)	30.1%	32.0%	33.0%	-290 bps	-192 bps	31.3%	34.9%	-365 bps
Earnings Per Share (Rs)	5.21	4.99	3.39	53.6%	4.4%	14.66	9.68	51.5%





ANNUAL

HIGHLIGHTS



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ANNUAL INCOME STATEMENT (CONSOLIDATED)

Particulars (INR Lacs)	*FY18	*FY19	FY20	FY21	FY22
Revenue from Operations	34.0	54.2	101.3	282.2	470.7
Total Expenditure	32.7	51.3	89.3	160.2	270.9
EBITDA	1.3	2.9	12.0	122.0	199.7
EBITDA Margin (%)	3.8%	5.3%	11.8%	43.2%	42.4%
Other Income	0.0	0.1	0.0	2.1	12.7
Depreciation	0.4	0.8	2.9	4.3	5.4
Profit Before Interest & Tax	1.0	2.1	9.1	119.7	207.0
Interest	-	-	0.0	0.1	0.0
Profit Before Tax	1.0	2.1	9.1	119.6	206.9
Tax	0.4	0.5	2.3	30.2	49.6
Profit After Tax	0.6	1.6	6.8	89.4	157.3
PAT Margin (%)	1.6%	3.0%	6.7%	31.7%	33.4%
Earnings Per Share (Rs)	2.20	3.18	13.64	7.54	13.27

*FY18 & FY19 are Standalone Data



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ANNUAL BALANCE SHEET (CONSOLIDATED)

Particulars	30 Sep 2022	31 Mar 2022	Particulars	30 Sep 2022	31 Mar 2022
Assets			Equity and Liabilities		
Non-Current Assets			Equity		
(a) Property, plant and equipment	10.25	10.08	(a) Equity Share Capital	118.56	118.56
(b) Intangible Assets	0.60	0.60	(b) Other Equity	63.88	48.20
(c) Financial Assets			Total Equity	182.44	166.76
- Investments	-	-			
- Other Financial Assets	1.15	1.70	Liabilities		
(d) Deferred Tax Assets (Net)	3.67	2.59	Non-current Liabilities		
(e) Other Non Current Assets	-	-	Financial Liabilities	-	-
Total Non-Current Assets	15.67	14.97	Provisions	10.18	6.71
			Total Non-Current Liabilities	10.18	6.71
Current Assets			Current Liabilities		
(a) Inventories	-	-	Financial Liabilities		
(b) Financial Assets			- Borrowings	-	-
- Trade receivables	117.00	92.57	- Trade payables	5.34	5.68
- Cash and cash equivalents	63.00	68.95	- Other Financial Liabilities	0.63	1.44
- Bank Balance & other Cash equivalents	0.34	0.49	Provisions	41.76	51.27
- Other financial assets	1.90	2.71	Current Tax Liabilities	7.81	4.99
(c) Other current assets	50.25	57.16	Total Current Liabilities	55.54	63.38
Total Current Assets	232.48	221.88			
			Total Equity and Liabilities	248.16	236.85
Total Assets	248.16	236.85			





AWARDS & ACCREDITATION



THANKS!

KSOLVES INDIA LTD.

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