

Date: May 09, 2024

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-Q4 & FY24

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



INVESTOR PRESENTATION

Q4 & FY 2024



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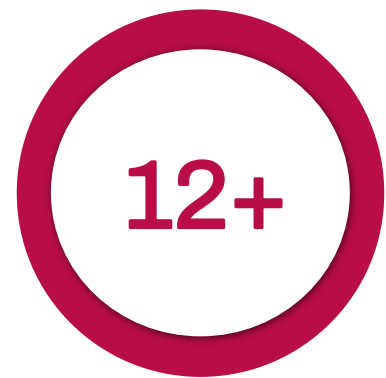
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OVERVIEW



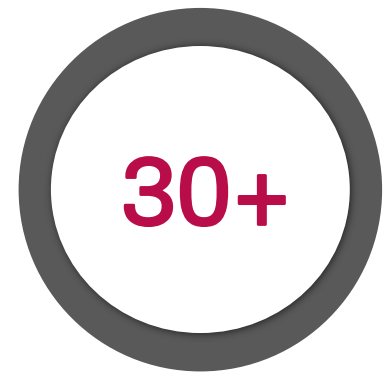
COMPANY OVERVIEW



Years of Service



Employees



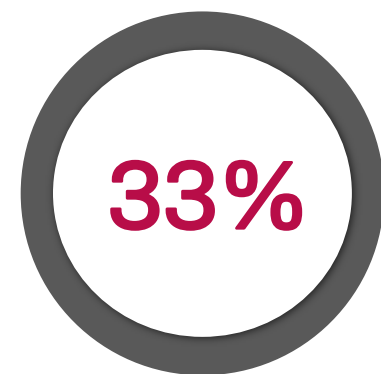
Countries



Happy Clients



Revenue Generated by Repeat Customers



Top 5 Clients Contribution

3 Offices



Technology Partners



Consistent Revenue and PAT Growth:

FY23-24 Revenue Growth 39% and PAT Growth 38% YoY

New Milestone Achieved : 100 Cr+ revenue in FY24

CAGR (FY20 to FY24)

Sales 81%

Net Profit 166%

AWARDS & ACCREDITATIONS

- Won Indian MSME of the Year 2023 Award by Economic Times.
- Won Duns & Bradstreet 'Business Enterprises of Tomorrow 2023 - Business Excellence Award'.
- Won the “Nasscom SME Inspire Awards 2023” by Sanjeev Sanyal, Member of the Economic Advisory Council to the Prime Minister of India
- Won Great Companies - SME Business Award 2022 under the 'Business Services and Consulting Category' by 'Great Companies'.



Ksolves: Pillars of Outstanding Performance



Lean Cost Structure



Swift Turnaround



High-Quality Delivery



Client-Centric Approach



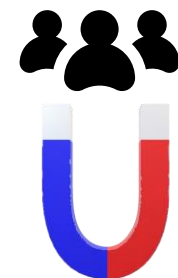
Satisfied Customers



Advanced Specialized Technologies



Agile & Responsive Team



High Customer Retention



Flexible & Adaptive Business Model

Ratan Srivastava

Chairman & Managing Director

Ratan Srivastava holds a degree in Bachelor of Technology in Computer Science & Engineering. He serves as a cornerstone of our company's core management, where he spearheads major policy decisions. With 18+ years of extensive experience in the industry, Ratan is the driving force behind formulating business strategies and their effective implementation. His responsibilities encompass overseeing the expansion and overall management of our business operations. His leadership qualities have been instrumental in leading the core team of our company.



KEY MANAGEMENT



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



Sushma Samarth
Independent Director

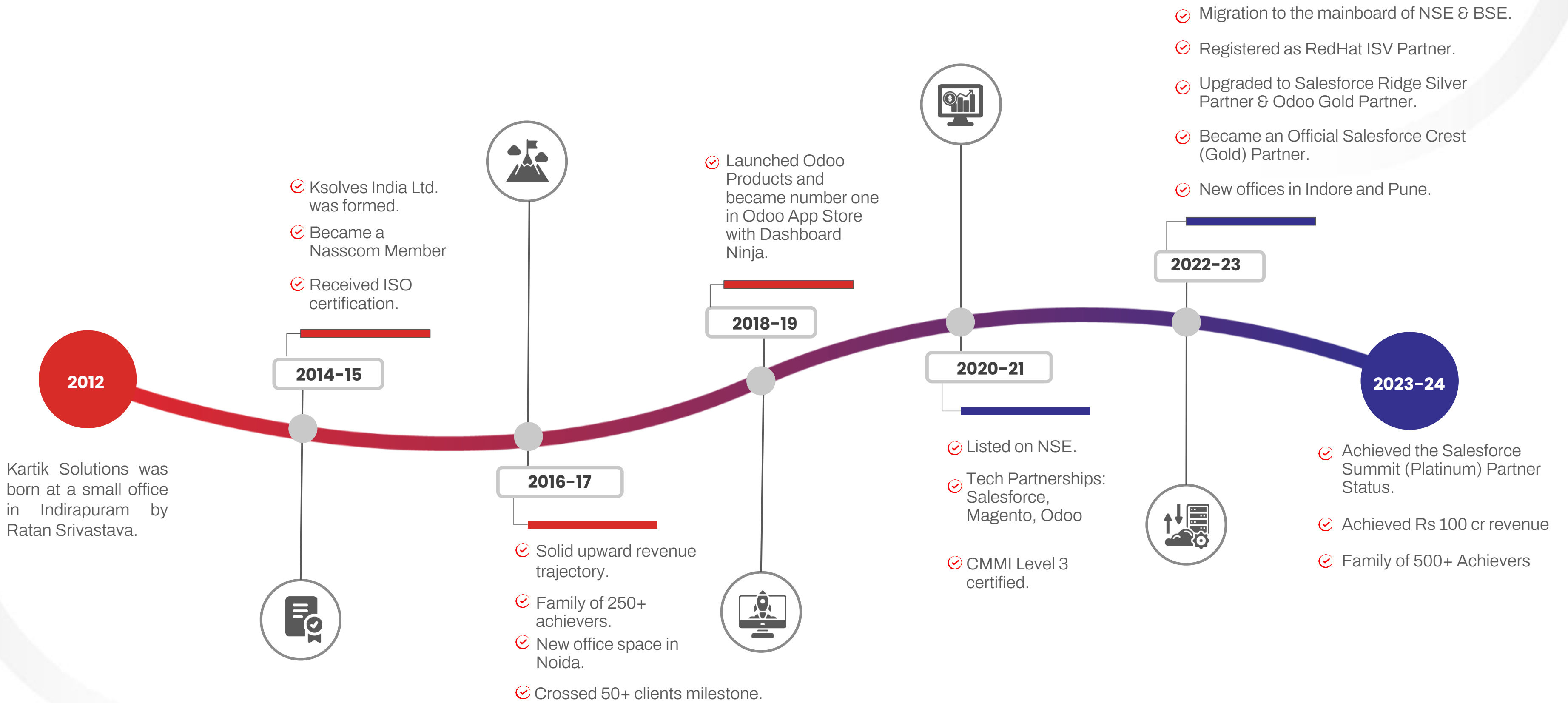


Varun Sharma
Independent Director



Varsha Choudhry
Independent Director

TIMELINE



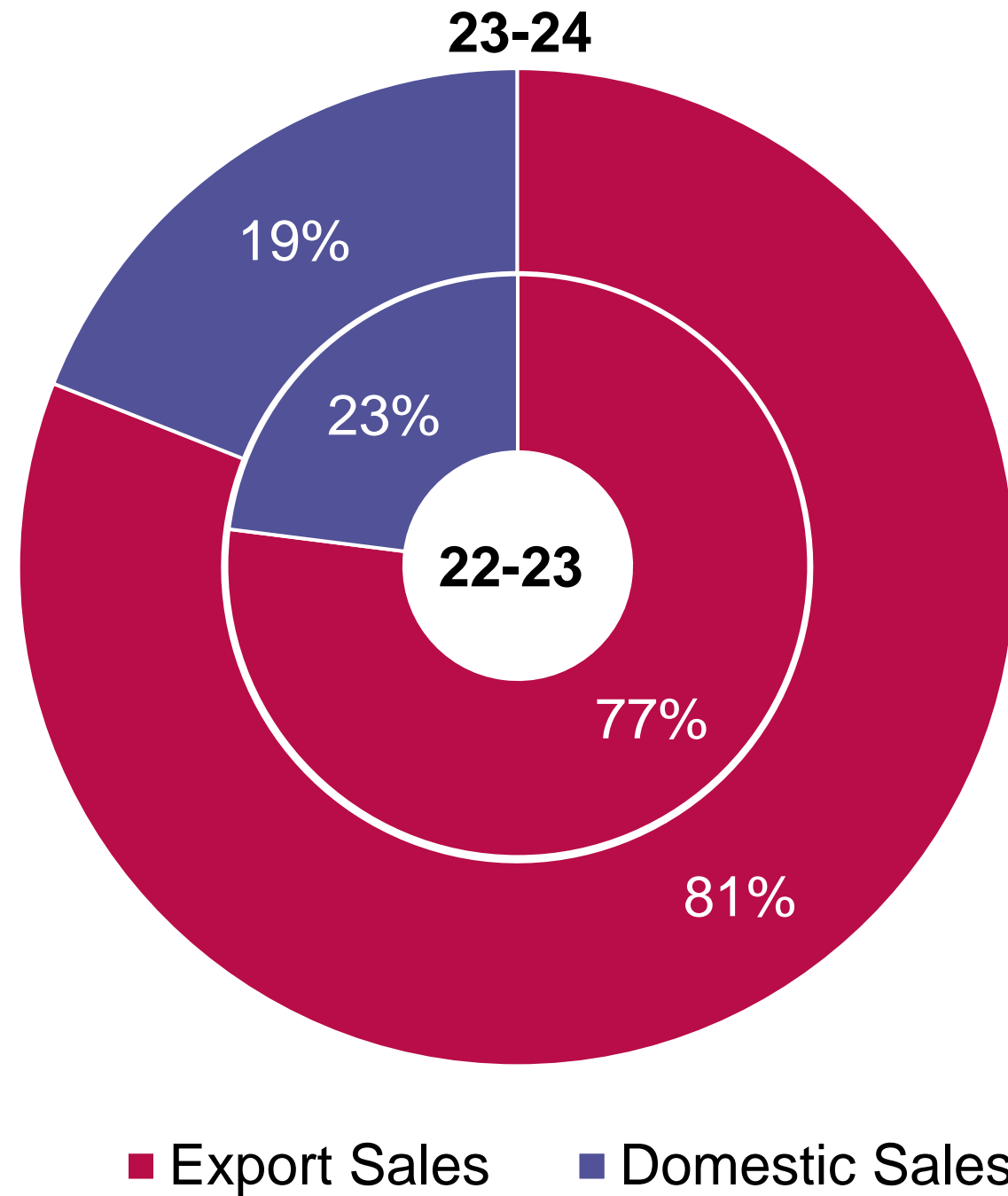
- Our quality standards, punctual order completions & our unmatched overall service have resulted in significant recurring revenue from existing customers and also enabled us to garner clients which are some of the leading businesses in India and abroad.
- Our strategy is to seek new customers and at the same time secure additional engagements from existing customers by providing high quality services and cross-selling new services.

FY24	Percentage of Revenue (%)
Top 5 Customers	33%
Top 10 Customers	50%



GEOGRAPHICAL PRESENCE

DOMESTIC VS EXPORT

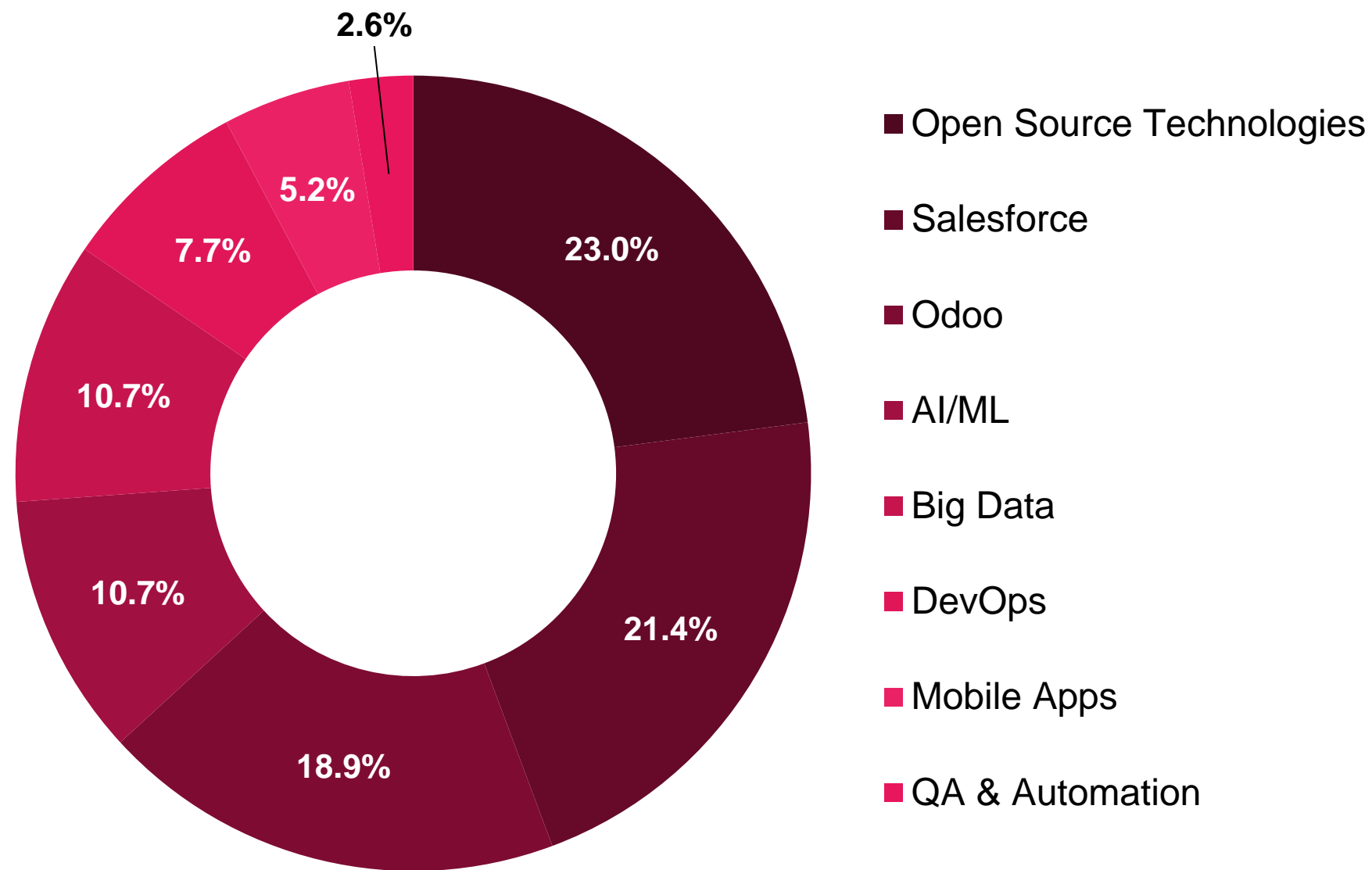


OVERSEAS REVENUE DISTRIBUTION

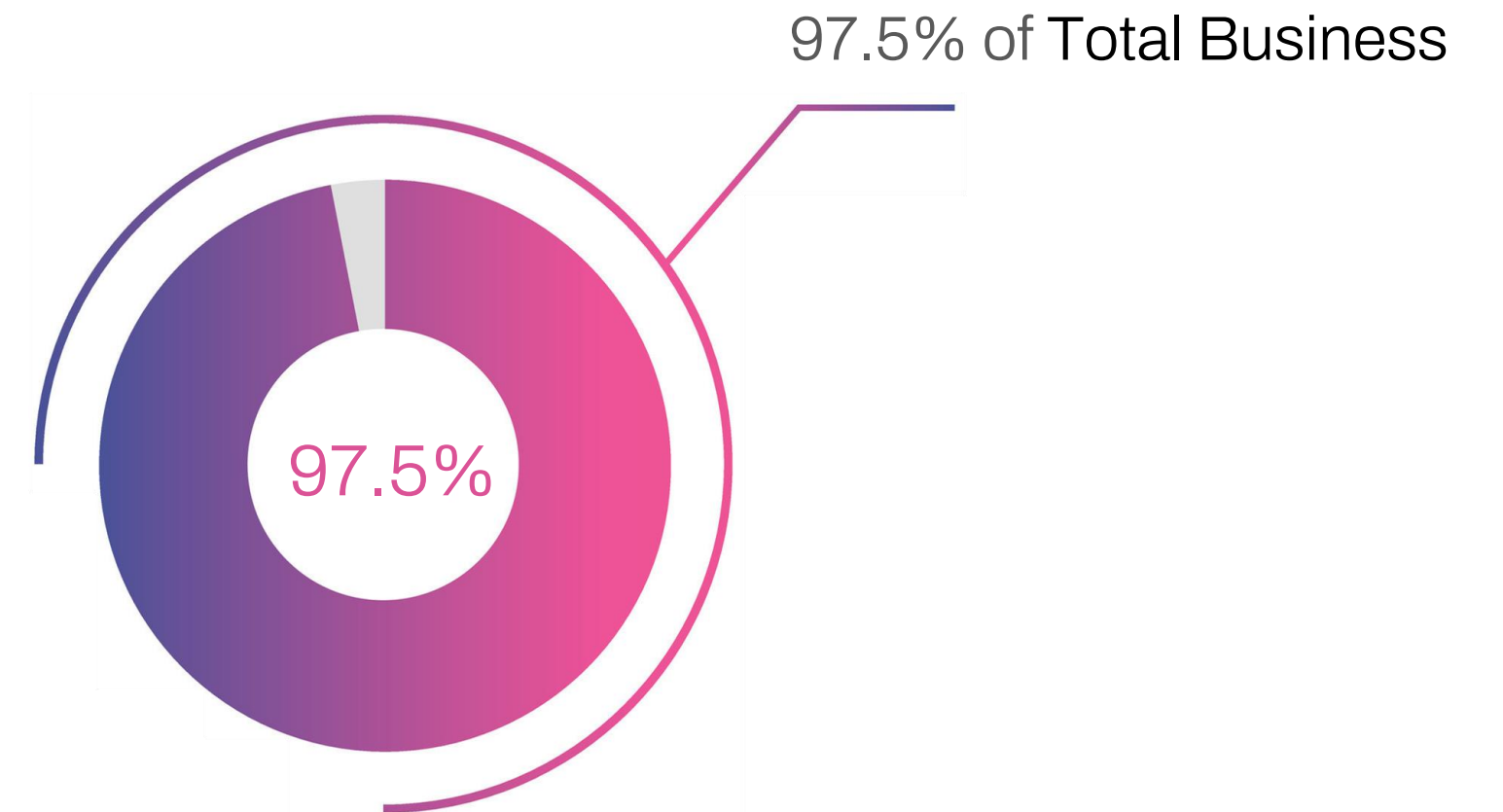
	2023-24	2022-23	
North America	86%	80%	of Overseas Revenue
Europe	9%	9%	
RoW (Rest of World)	5%	11%	
Overseas Revenue to Total Revenue	81%	77%	

REVENUE BREAK-UP (FY24)

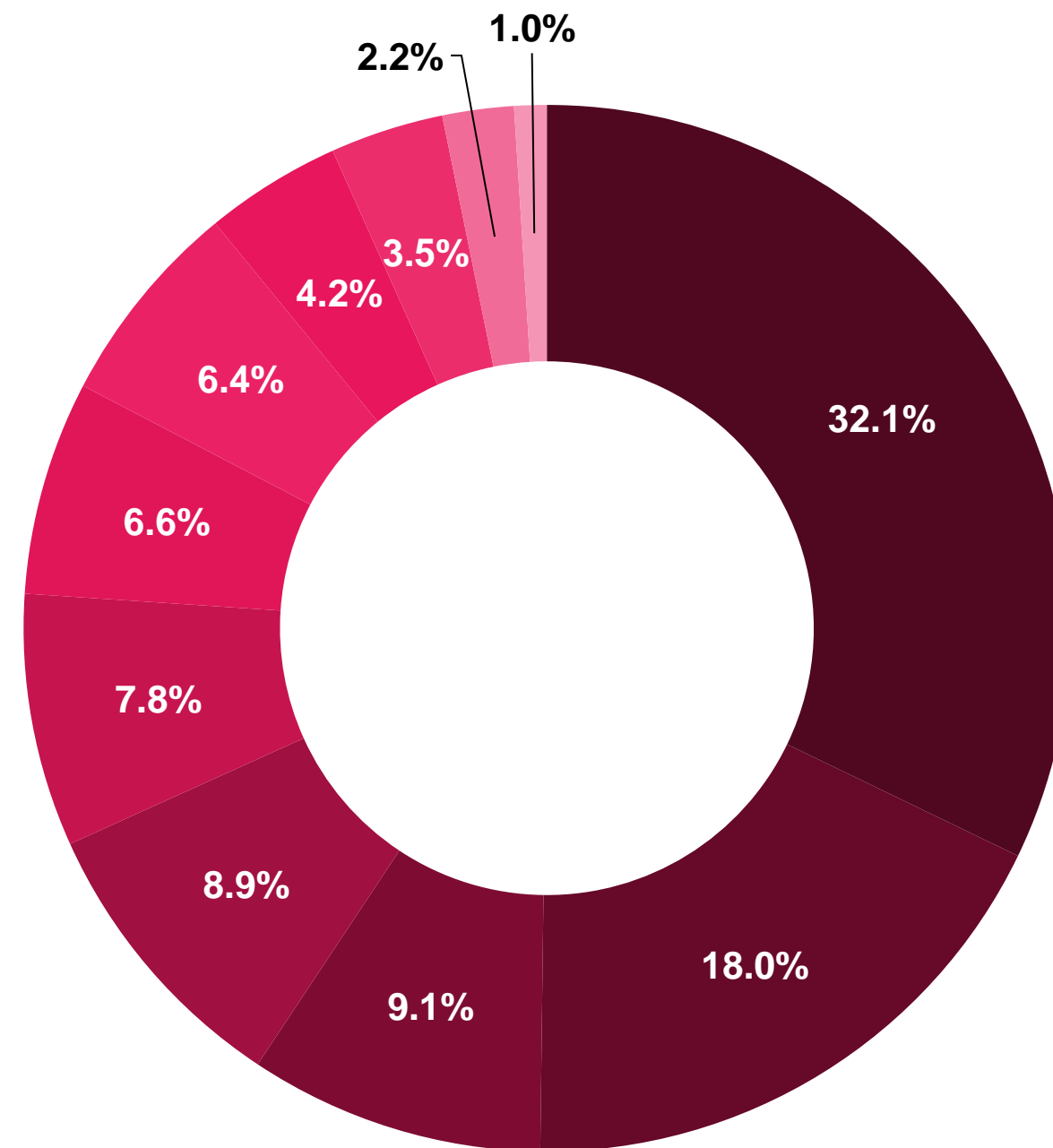
Revenue by Technology



Development & Consulting Services



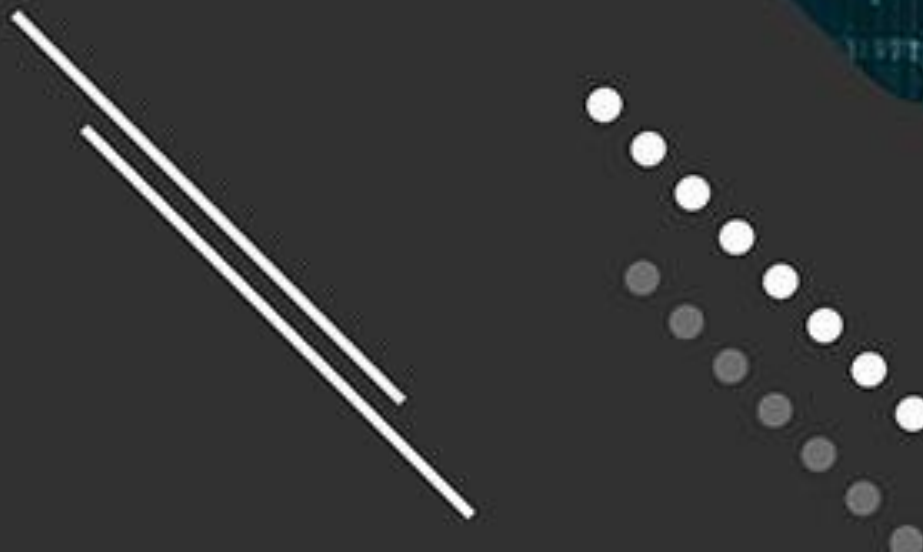
INDUSTRIES SERVED (FY24)



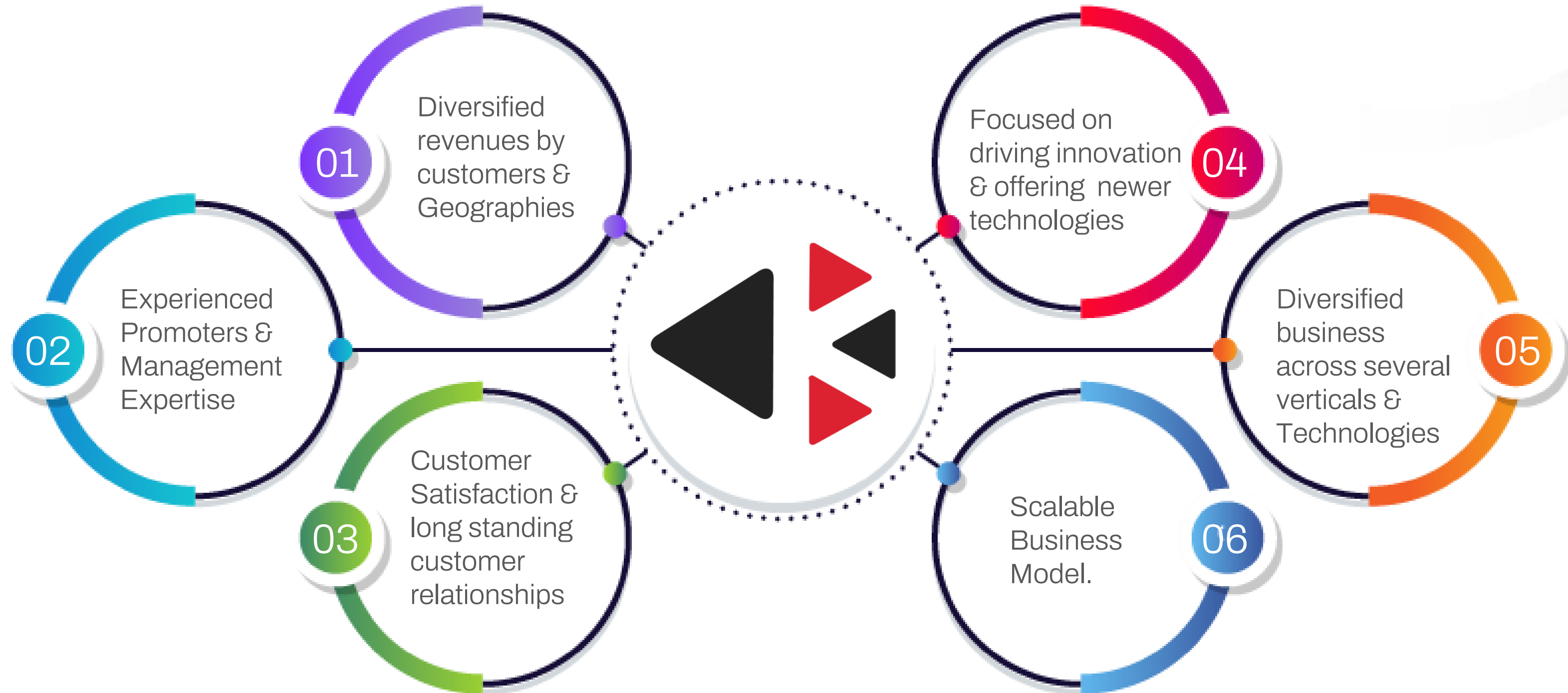
- Technology
- Services#
- Telecom
- Retail
- Marketing and Advertising
- BFSI
- EduTech
- Manufacturing
- E-Governance
- Others
- Healthcare

#Services includes- Public Safety, Hospitality, Legal, & Consulting

GROWTH STRATEGY



BUSINESS BLUEPRINT





LATEST INITIATIVES & ACHIEVEMENTS



1 Increased Utilization

Increased utilization percentage and better recoveries for legacy contract helped in improving the operating profit margin.

2 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.

3 Smart Investments

Large investments in building top - class teams including lateral hiring in key focus areas of IT services and Onshore presence of Sales and Client Management Teams will continue.

4 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.

OUR BUSINESS GENERATION STRATEGIES

- Strategic Partnerships
- Multi-Channel Marketing
- Content Marketing
- Personalized Sales Outreach
- Thought Leadership
- Client Referrals & Testimonials



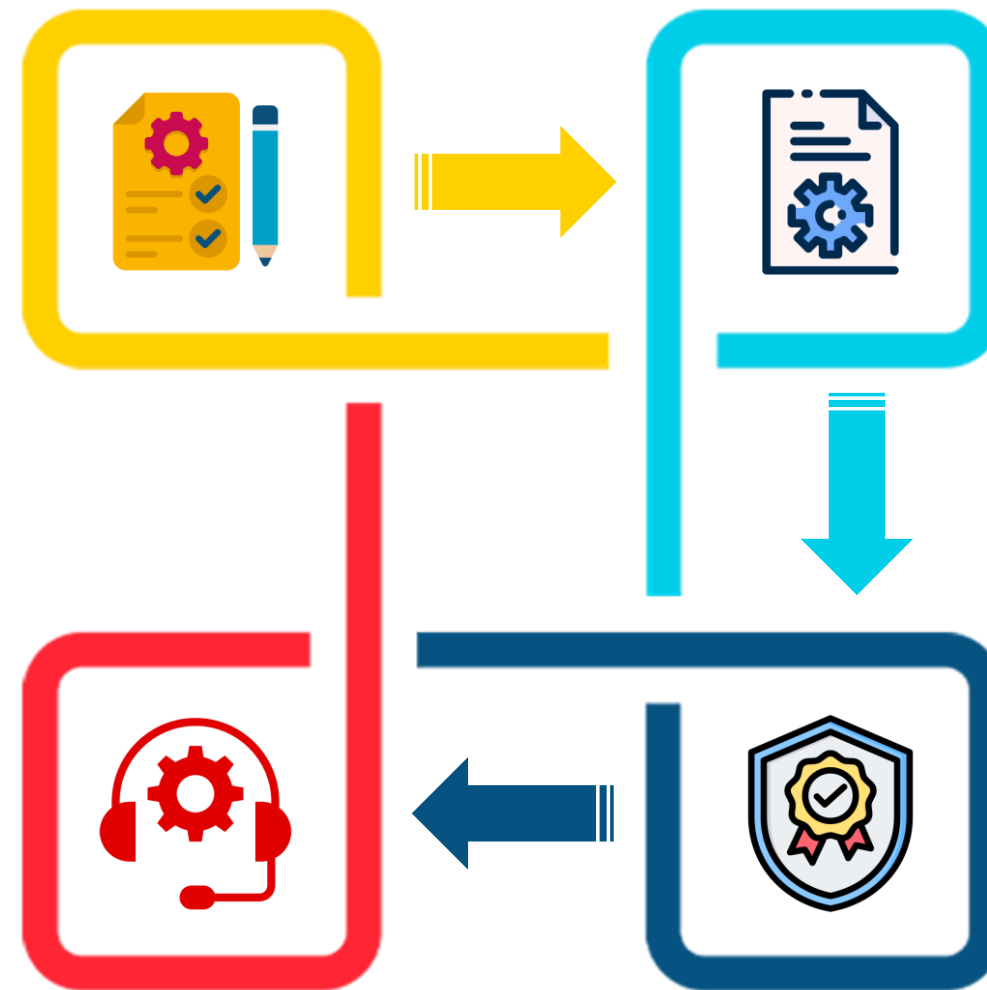
OUR SERVICE PROCESS

Requirement Analysis

- 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.

Support & Maintenance

- Our customer service is our major USP that makes our customers work with us for a longer period.
- After development and deployment, we keep the client updated with the latest functionalities and ensure clients issues, if any, are resolved promptly .



Software Development

- 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

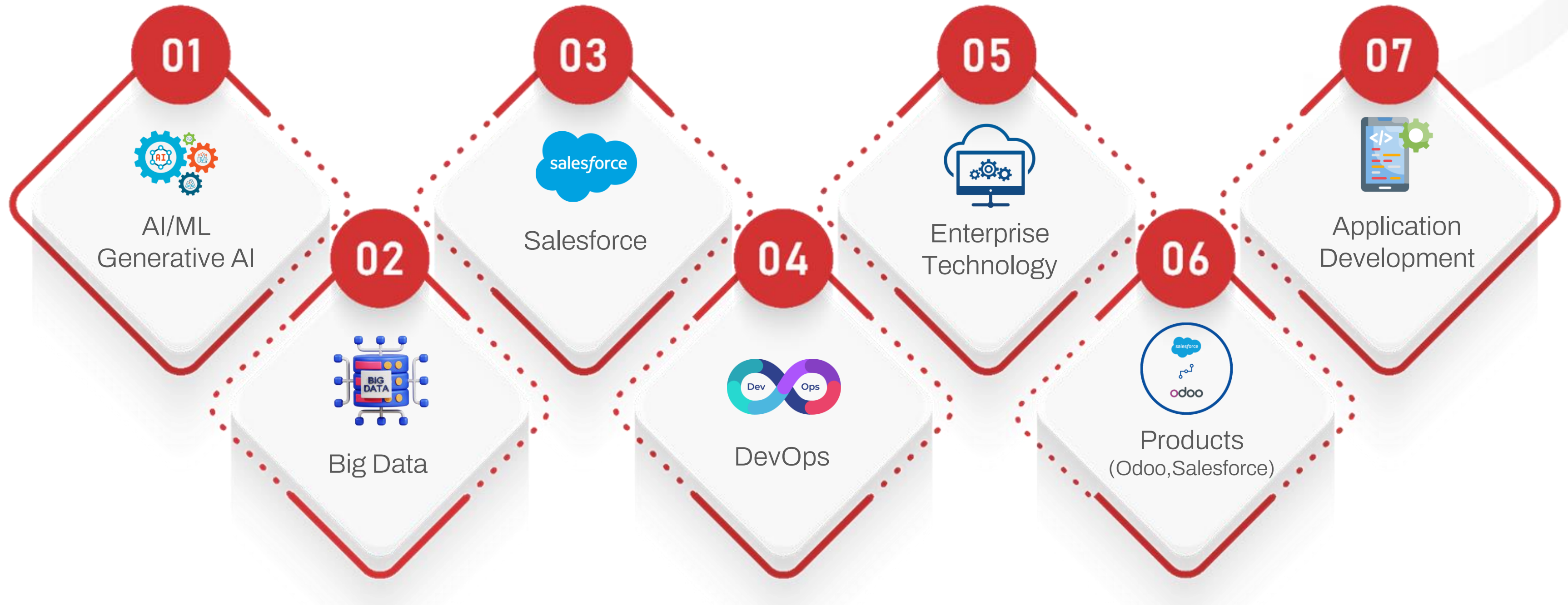
Project Management & Quality Assurance

- 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 Team Lead as and when they need it.

TECHNOLOGY ROADMAP



TECHNOLOGY OFFERINGS



Case Study 1 - EdTech: Leveraging Gen AI for Authoring Exams

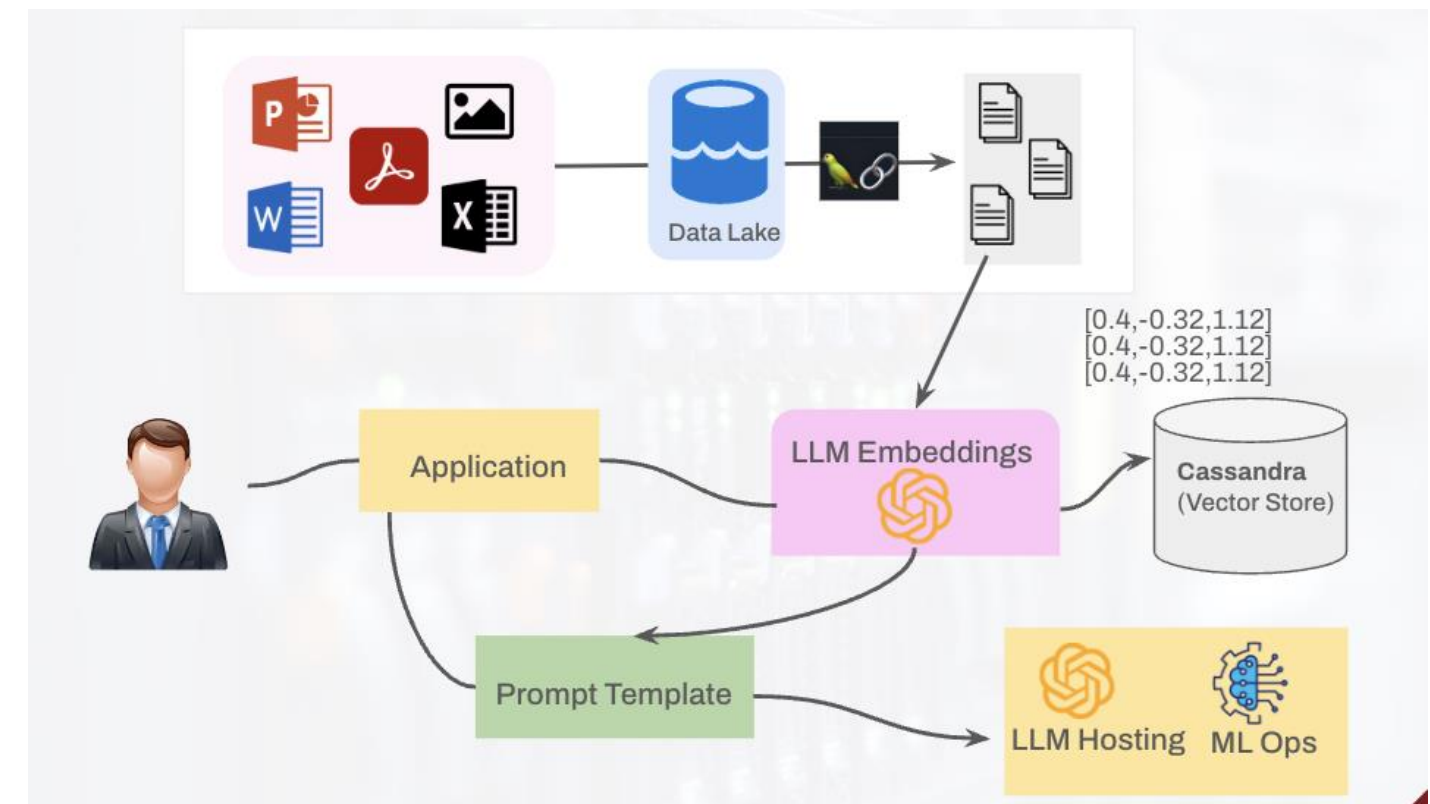
Problems

- An enterprise level e-Learning platform provider, is facing a challenge of manual creation of questionnaires, quizzes, exams by the instructors which is time consuming.
- Requires a solution which creates assessments & assignments automatically from the learning content uploaded by the instructors (PDF, PowerPoint or Word doc) using Generative AI.

Solution

- Deployed LLM which takes content as input and creates quizzes and examinations.
- Implemented a middleware which parse the documents into the tokenize data and stores it in a vector DB
- Configured a fine tuned model for the specific format
- Integrated Prompt engineering to get the desired result from the Solution

ARCHITECTURE DIAGRAM



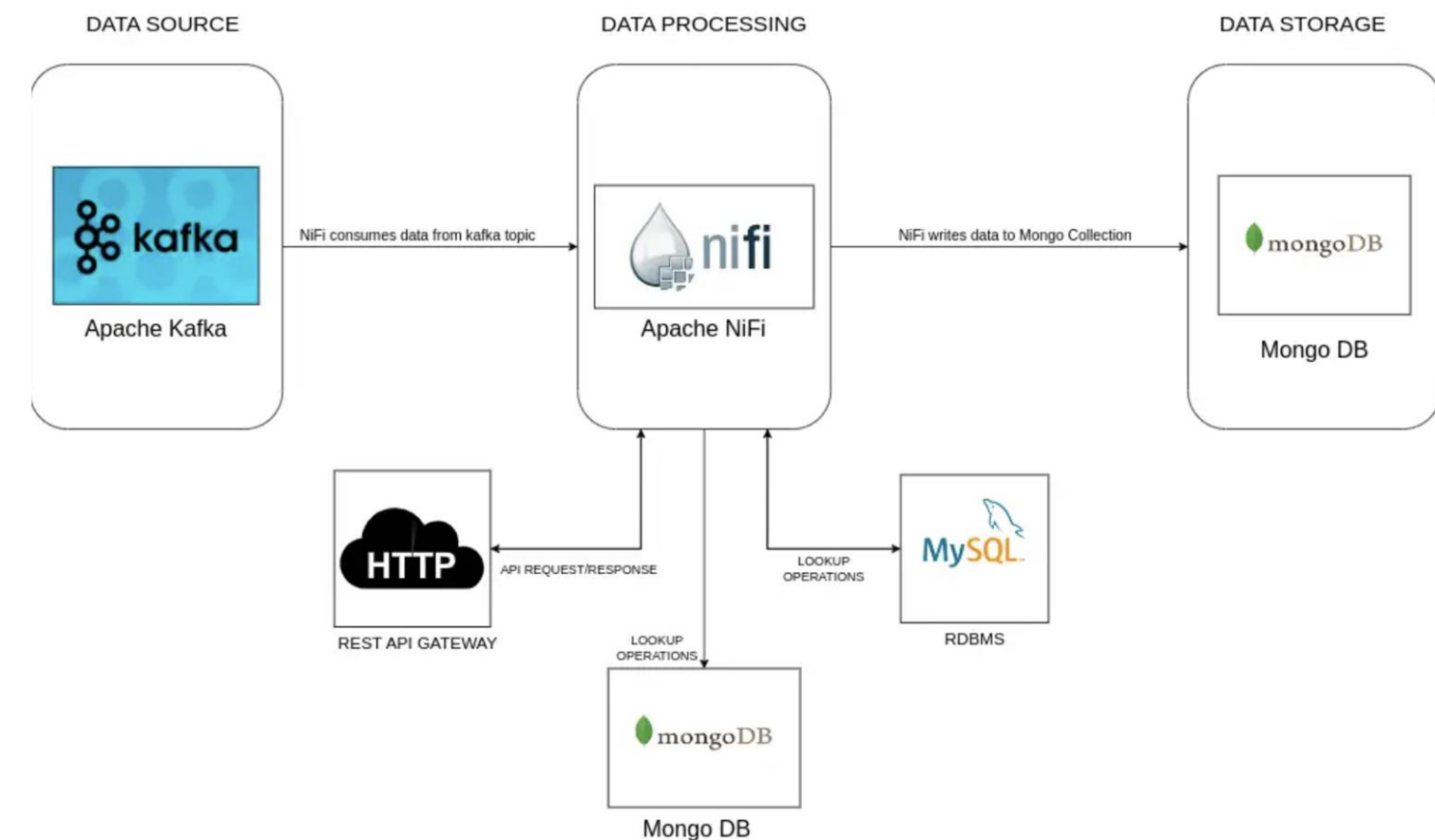
Case Study 2 - Big Data : Apache Nifi for Large Data movement

Problems

- A customer needs to migrate their tender process data storage from SQL to NOSQL (MongoDB) database and is facing issue while mapping the data between various components.
- Requires a solution which efficiently consumes data from kafka and does various lookup on SQL and NOSQL databases, along with few REST API calls and stores the data efficiently into MongoDB Collection.

Solution

- Deployed Apache NiFi to create a data flow, that efficiently communicates with all data endpoints.
- Configured lookup operation to SQL and NOSQL DB for Data Mapping
- Provided optimized flow to improve the processing
- Integrated JOLT Transformation to handle complex nested JSON data



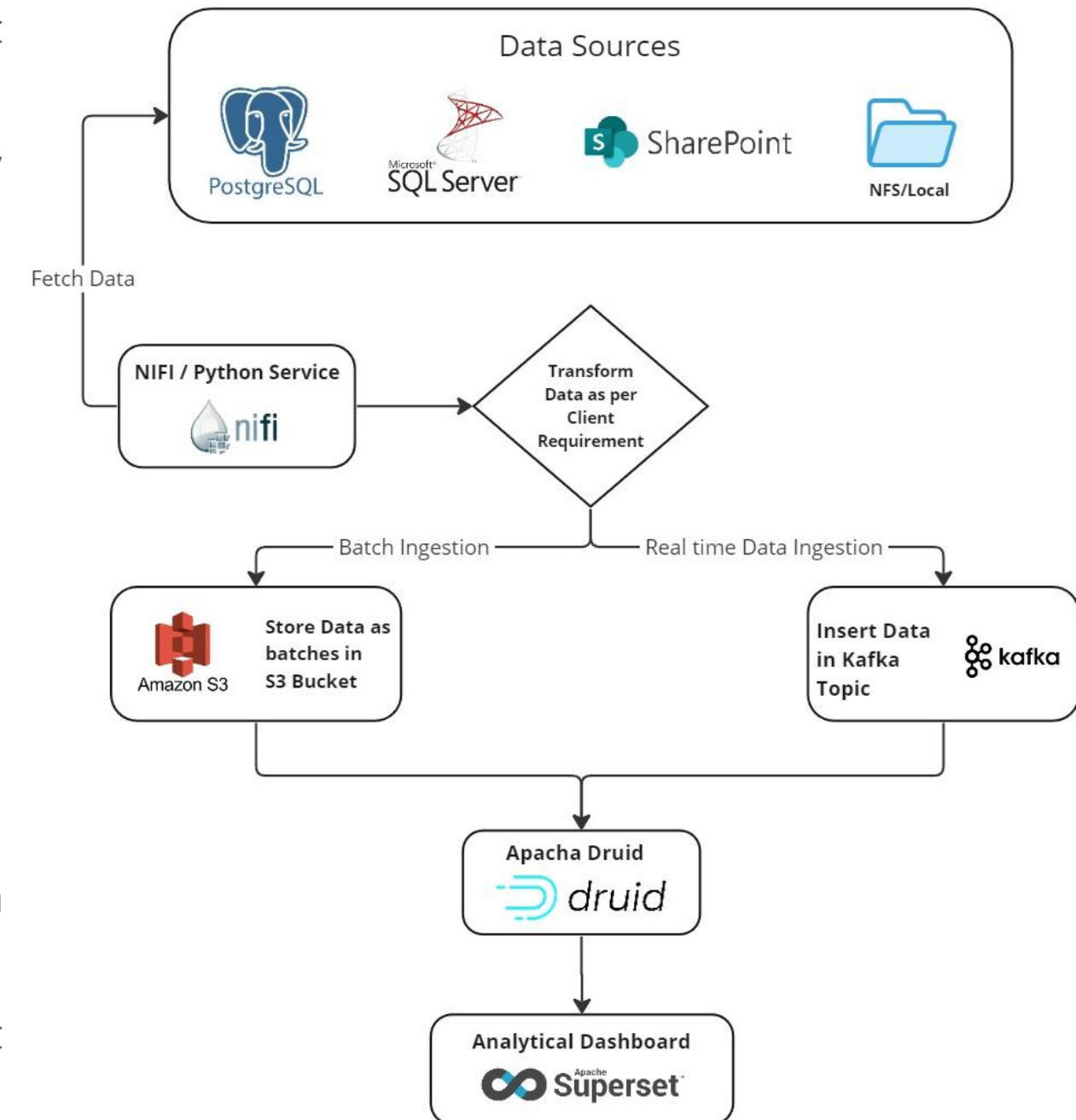
Case Study 3 - Big Data Bonanza

Problems

- One of the largest telecommunication companies is facing the issue of inefficient analysis of a rapidly growing accounting dataset
- Traditional relational databases were unable to efficiently analyze the rapidly growing accounting dataset, resulting in slow query response times
- Requires a solution that could provide scalable and real-time analytics.

Solution

- Deployed Apache Druid clusters on cloud infrastructure for scalability and flexibility.
- Configured data connectors for instant integration with various data sources, including transactional databases, event streams, and Amazon Cloud Storage (S3).
- Implemented real-time data ingestion pipelines for continuous streams and batch data.
- Collaborated with Data Analysts to create an analytics dashboard based on the right query patterns.
- Integrated Apache Kafka for real-time data streaming with Druid's real-time nodes.



KSOLVES AS INFLUENCER



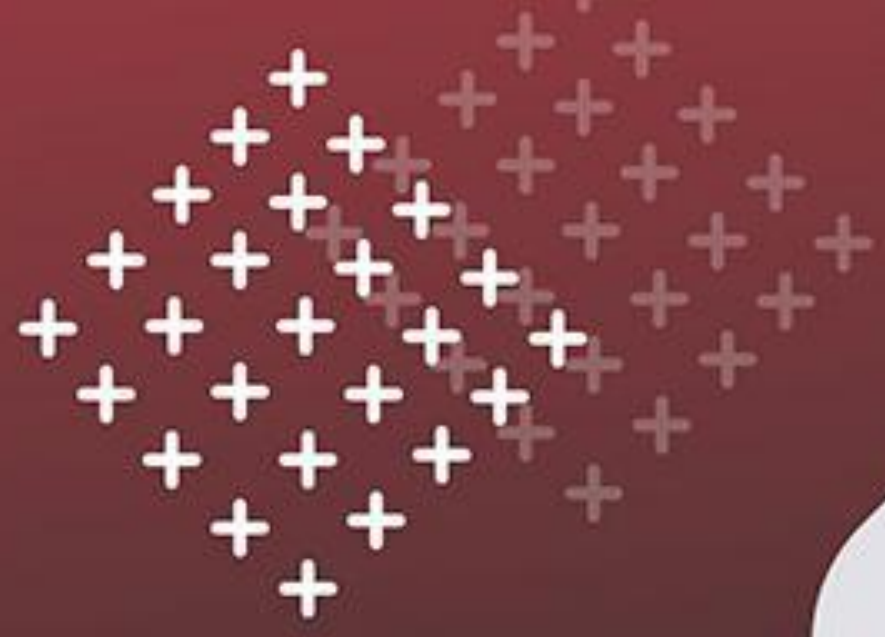
Keynote Session at the Global AI Show 2024, Dubai



Keynote Speaker at the 3rd Annual Predictive Analytics Summit 2024, Mumbai



Keynote Speech at Odoo Experience 2023, Belgium



FINANCIAL PERFORMANCE



Key Achievements in Q4 & FY24

Rs. 30.45 cr

Highest ever Quarterly Revenue

400+ → **500+**
March 23 March 24

Increase in Headcount

Rs. 9.40 cr

Highest ever Quarterly PAT

Added a Fortune 500 client

In the Telecommunication Sector

100+ Members

Odoo Team (courtesy of a number of long-term projects)

Salesforce-Summit (Platinum) Tier Partner

March 2024

Set up an AI/ML CoE (Centre of Excellence)

This will focus on skilling modules to train employees in Generative AI & various LLMs

Onboarded Vice President of Engineering

With 20+ years of experience

Deal Wins:

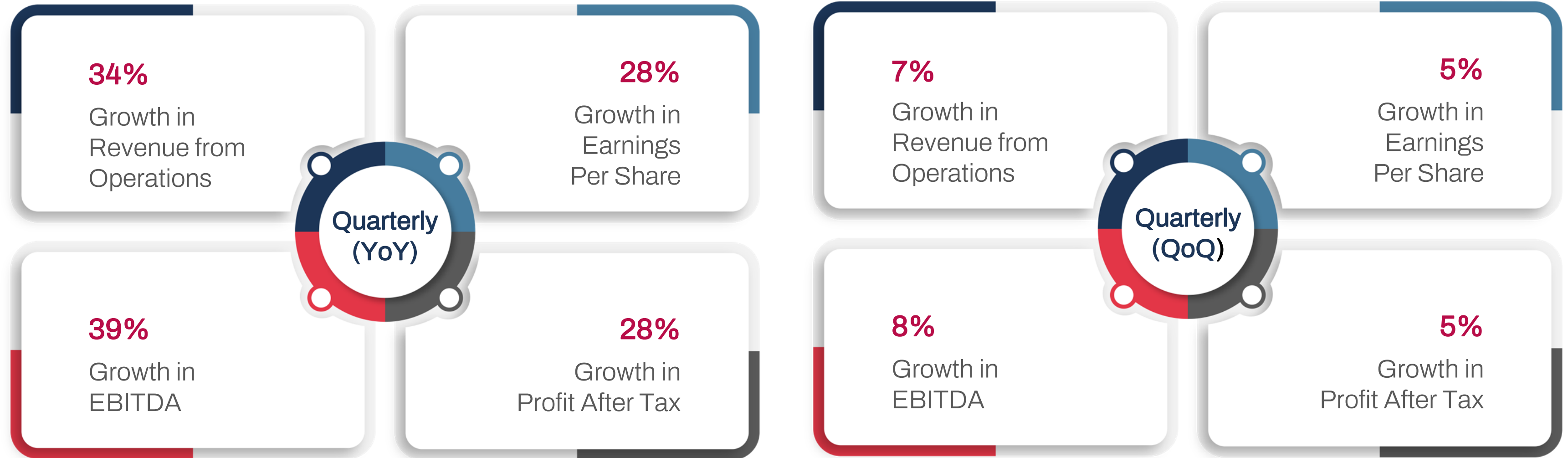
- USA based Automotive Heavyweight.
- Large Australian Digital Marketing Firm.
- UK based Global Commercial Real Estate Services company.
- Data Project with a distinguished banking institute in the Middle East.
- Dubai's biggest Driving School

Increasing Engagements:

- Signed 2+ new contracts with a USA based shipping giant.
- New order win with one of the Largest Bank in UAE for another Big Data Project.

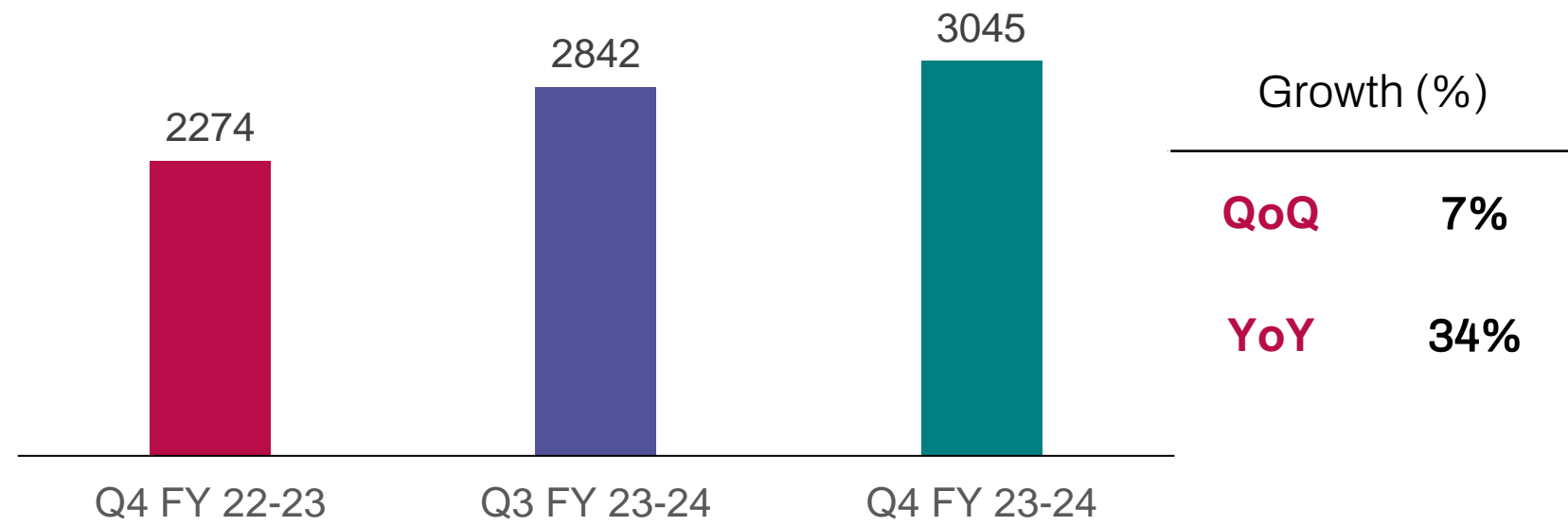
QUARTERLY PERFORMANCE – Q4'FY24

(Consolidated)

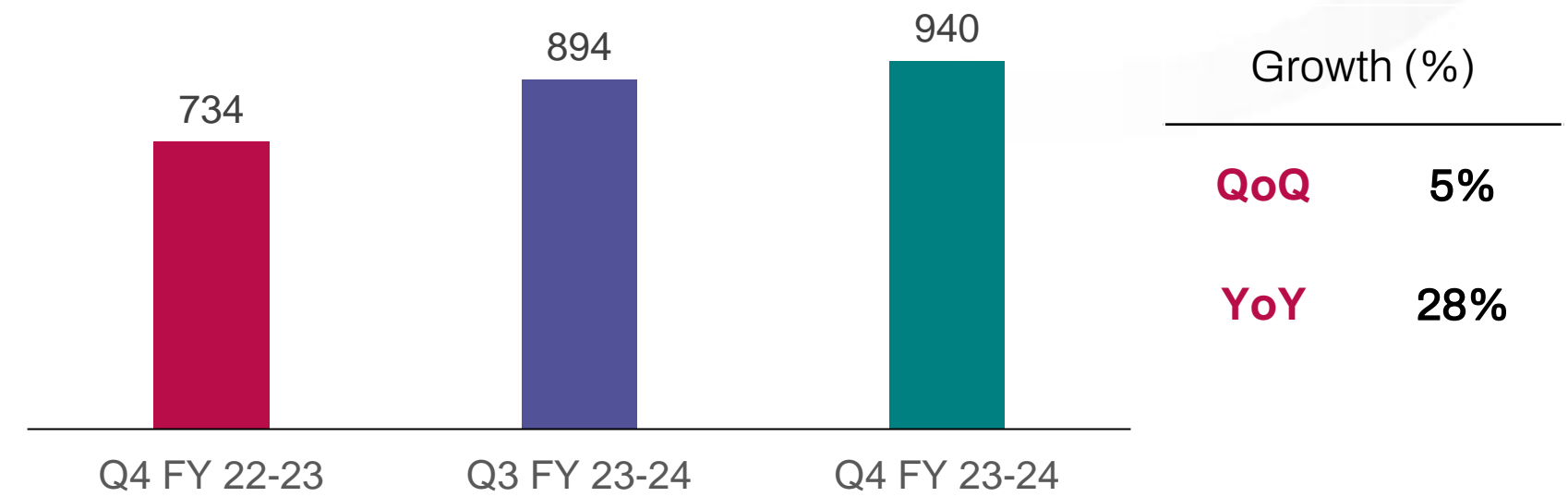


PERFORMANCE OF Q4 FY 23-24

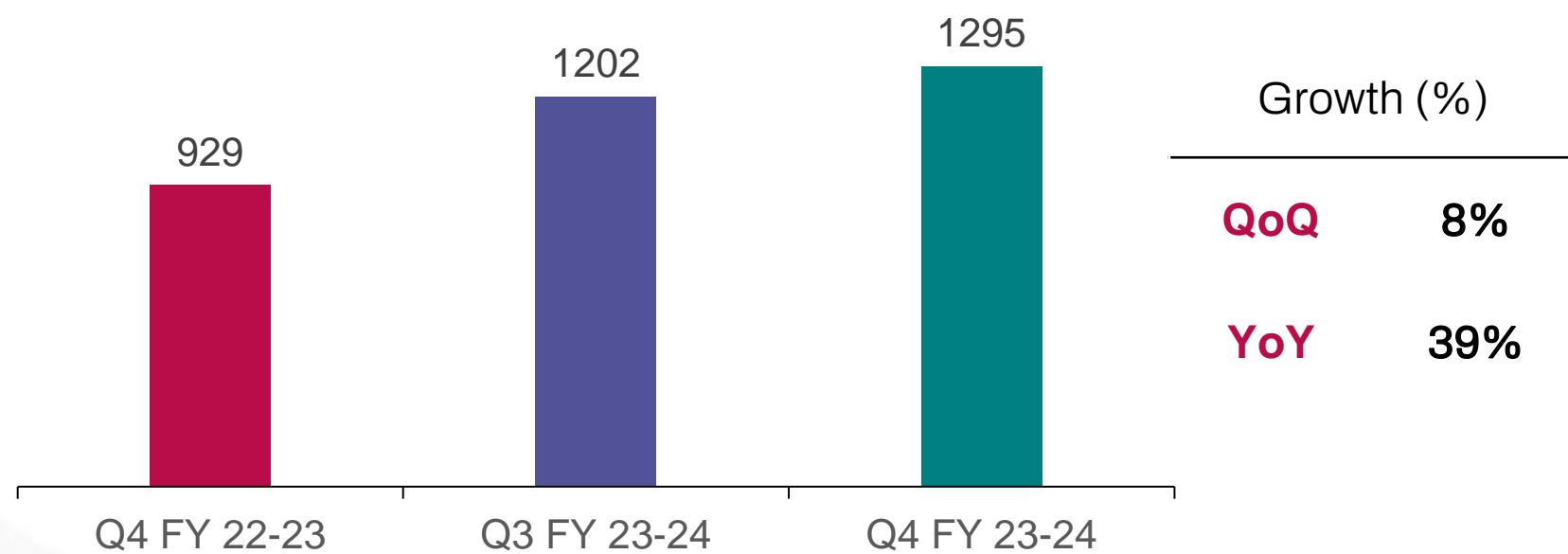
SALES (INR Lacs)



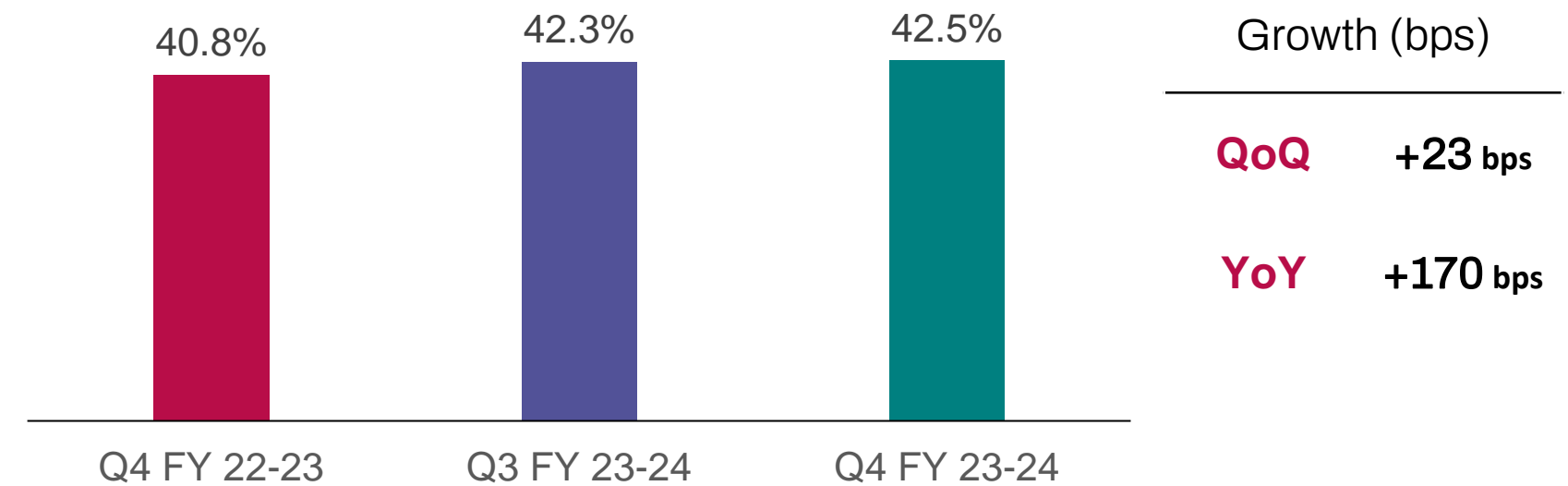
PAT (INR Lacs)



EBITDA (INR Lacs)



EBITDA Margin (%)



QUARTERLY FINANCIAL PERFORMANCE

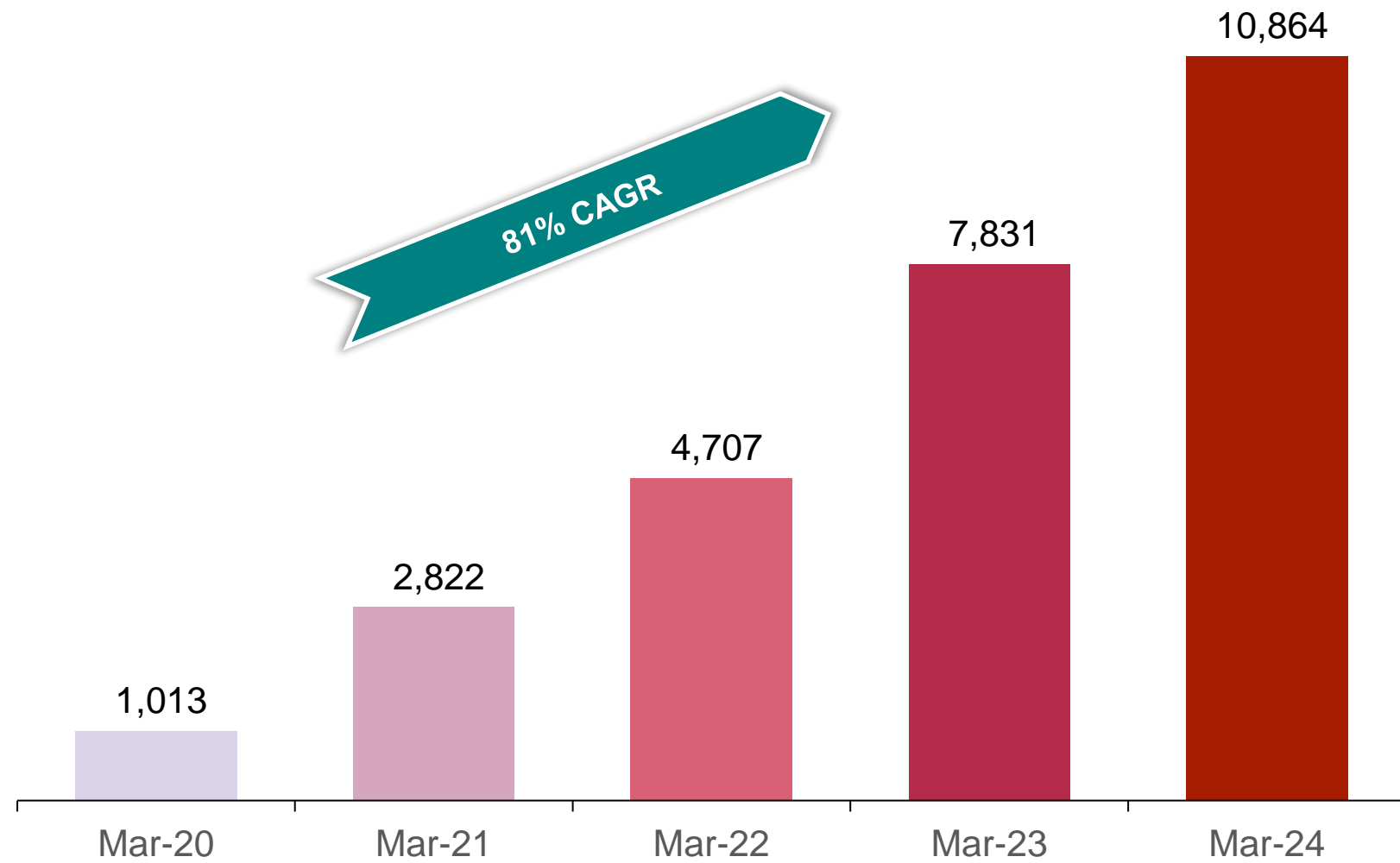
(Consolidated)

Particulars (INR Lacs)	Q4FY24	Q3FY24	Q4FY23	YoY%	QoQ%	FY24	FY23	YoY%
Revenue from Operations	3,045	2,842	2,274	33.9%	7.1%	10,864	7,831	38.7%
Total Expenditure	1,750	1,640	1,346	30.0%	6.7%	6,224	4,545	36.9%
EBITDA	1,295	1,202	929	39.4%	7.7%	4,639	3,286	41.2%
EBITDA Margin (%)	42.5%	42.3%	40.8%	+170 bps	+23 bps	42.7%	42.0%	+75 bps
Other Income	5	12	43	-88.5%	-60.2%	34	63	-45.9%
Depreciation	28	26	13	120.8%	7.8%	87	55	58.2%
Profit Before Interest & Tax	1,271	1,188	958	32.7%	7.0%	4,587	3,294	39.3%
Interest	-	-	-	-	-	-	-	-
Profit Before Tax	1,271	1,188	958	32.7%	7.0%	4,587	3,294	39.3%
Tax	331	294	225	47.3%	12.4%	1,171	822	42.6%
Profit After Tax	940	894	734	28.2%	5.2%	3,415	2,472	38.2%
PAT Margin (%)	30.9%	31.4%	32.3%	-137 bps	-56 bps	31.4%	31.6%	-13 bps
Other Comprehensive Inc	2	-5	-8	-125.3%	-137.2%	-10	-27	-62.5%
Total Comprehensive Inc	942	888	726	29.9%	6.1%	3,405	2,445	39.3%
Earnings Per Share (Rs)	7.93	7.54	6.19	28.2%	5.2%	28.81	20.85	38.2%

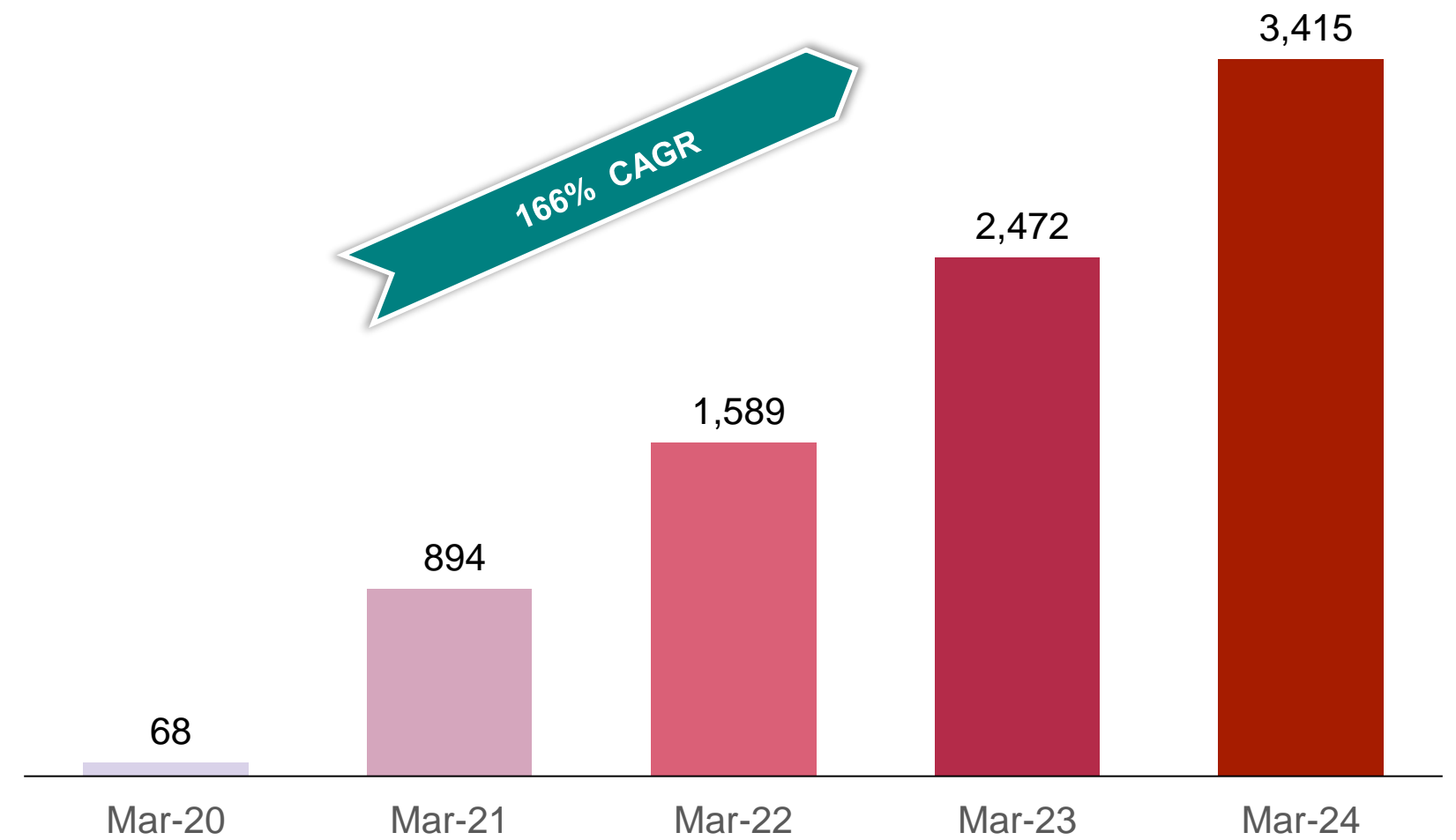
Annual Highlights

DELIVERING PROFITABLE GROWTH CONSISTENTLY

Sales (INR Lacs)



Net Profit (INR Lacs)



10x growth in Revenue & 50x growth in Profit after Tax in 5 years.

SHAREHOLDER FRIENDLY

Listing at SME exchange at NSE :
6th July 2020

Amount raised : Rs 402 lacs

Migrated Listing to Main exchange of
NSE/BSE : September 2022

Adjusted Issue Price on account of bonus
issues : Rs 12.50

Return to Shareholder since Listing in Jul 2020 : ~ 94x

A. Dividend Paid since Listing:

Year	Dividend Per share(RS)	Dividend Payout (%)
2020-21	Rs 5 (Bonus adjusted)	66.3%
2021-22	Rs 13.75	102.6%
2022-23	Rs 15.5	74.3%
2023-24	Rs 19.5	67.7%

B. Bonus Issues since listing :

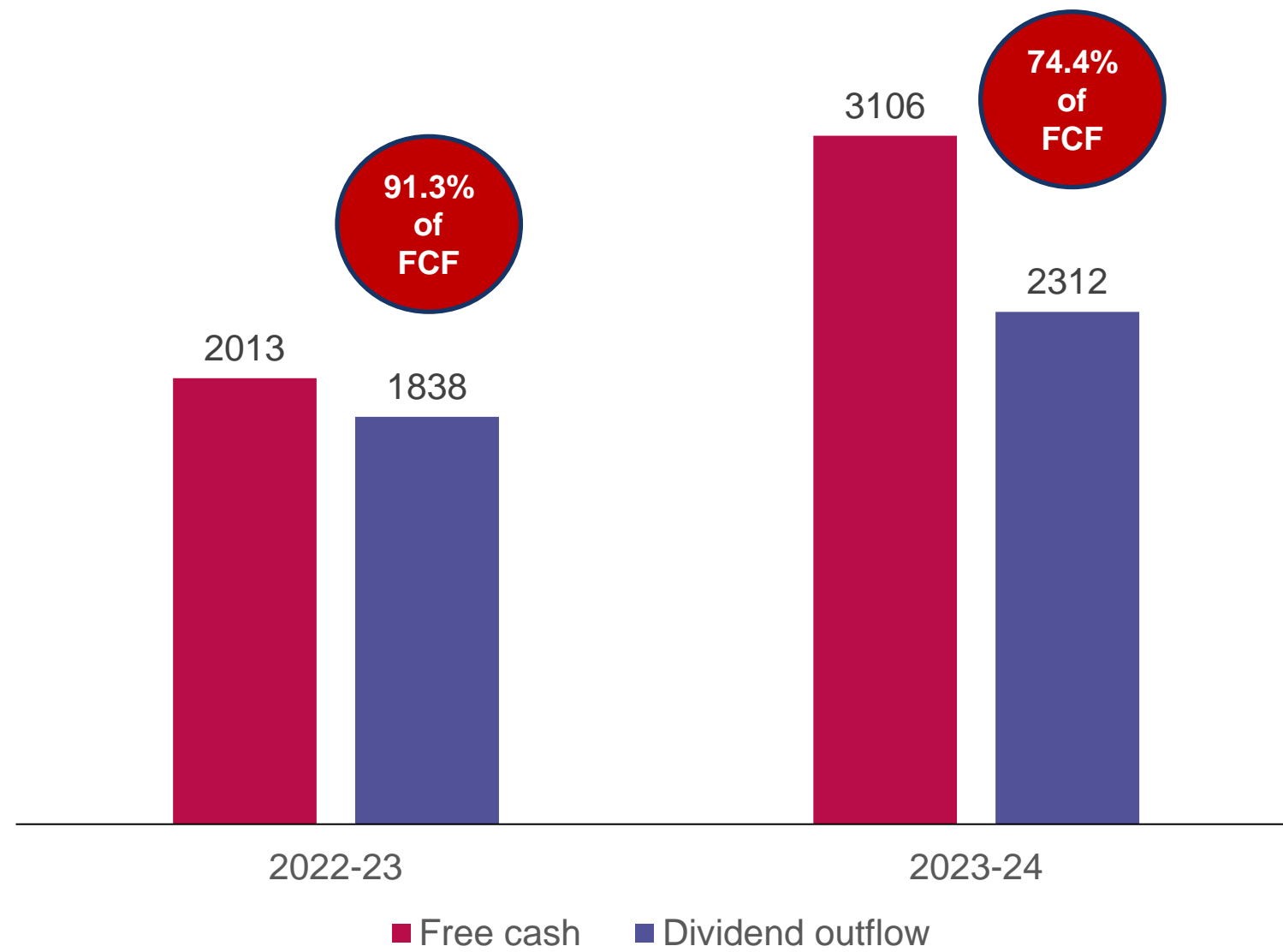
Year	Record Date	Bonus Issue
2021-22	7-6-2021	3 shares against one held
2021-22	7-9-2021	1 share against one held

IPO Investments: **Rs 120,000** invested in 1200 shares @ Rs 100 per share
Current equivalent value of investments: 9600 shares [bonus adjusted] @ Rs 1119* = **Rs 1,07,42,400**
Total Dividend payout since listing **Rs 5,16,000** on 9600 shares

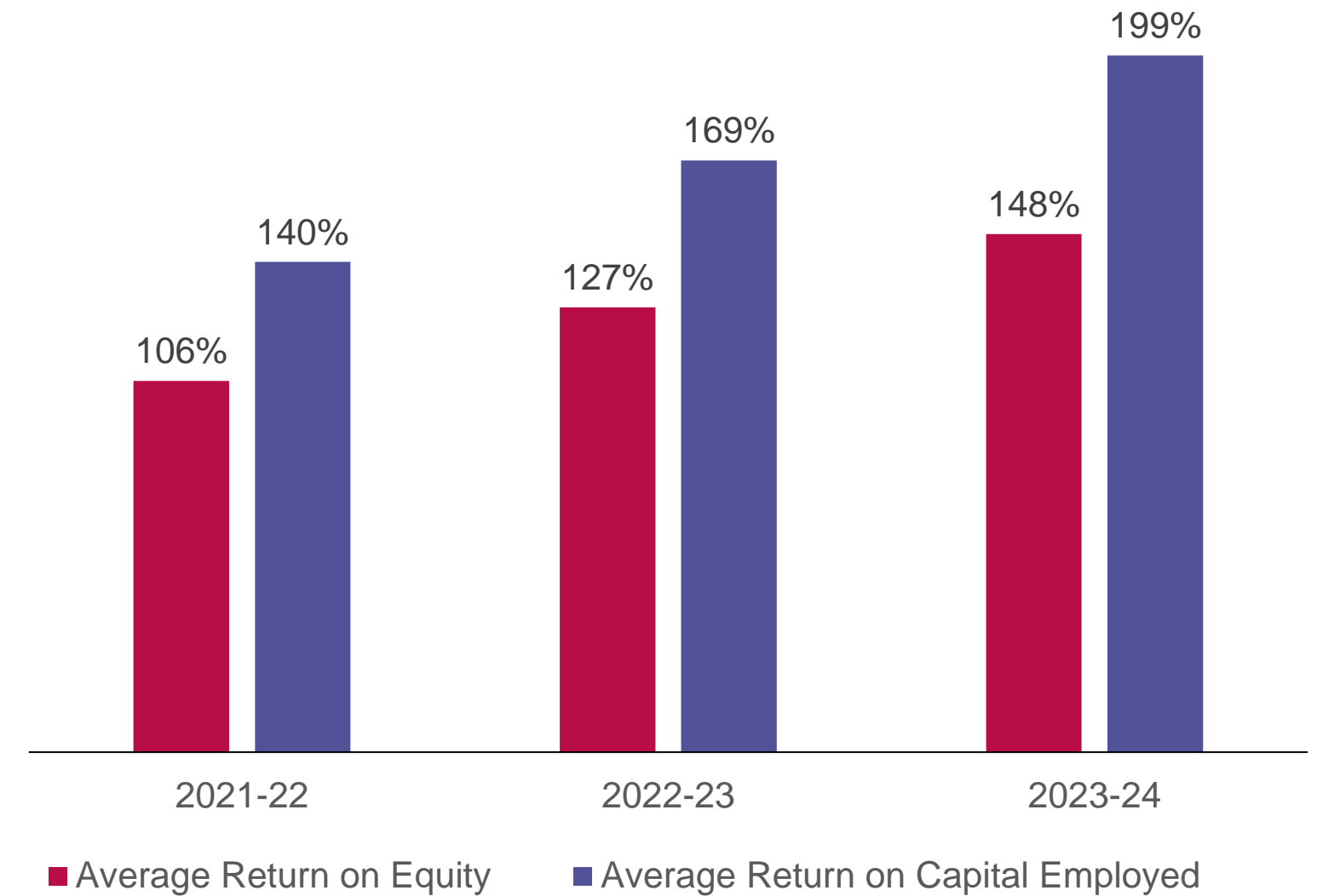
*Price as on 28-Mar-2024

GENERATING POSITIVE CASH FLOWS WITH PRUDENT INVESTMENTS TO ENABLE HIGHER PAYOUT

Free Cash and Dividend Distribution (INR Lacs)



Returns Ratios (%) (Average)



ANNUAL FINANCIAL PERFORMANCE

(Consolidated)

Particulars (INR Lacs)	FY20	FY21	FY22	FY23	FY24
Revenue from Operations	1,013	2,822	4,707	7,831	10,864
Total Expenditure	893	1,602	2,693	4,545	6,224
EBITDA	120	1,220	2,014	3,286	4,639
EBITDA Margin (%)	11.8%	43.2%	42.8%	42.0%	42.7%
Other Income	0	21	127	63	34
Depreciation	29	43	49	55	87
Profit Before Interest & Tax	91	1,197	2,092	3,294	4,587
Interest	-	1	-	-	-
Profit Before Tax	91	1,196	2,091	3,294	4,587
Tax	23	302	502	822	1,171
Profit After Tax	68	894	1,589	2,472	3,415
PAT Margin (%)	6.7%	31.7%	33.8%	31.6%	31.4%
Earnings Per Share (Rs)	13.64	7.54	13.41	20.85	28.81

ANNUAL BALANCE SHEET

(Consolidated)

Particulars (INR Lacs)	FY24	FY23
Assets		
Non-Current Assets		
(a) Property, plant and equipment	236.0	104.3
(b) Intangible Assets	6.0	6.0
(c) Financial Assets		
- Investments	-	-
- Other Financial Assets	49.0	43.8
(d) Deferred Tax Assets (Net)	54.1	50.4
(e) Other Non Current Assets	-	-
Total Non-Current Assets	345.1	204.5
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	1,605.4	1,513.0
- Cash and cash equivalents	731.3	857.3
- Bank Balance & other Cash equivalents	60.6	3.4
- Other financial assets	4.8	3.1
(c) Other current assets	1,208.5	827.4
Total Current Assets	3,610.6	3,204.3
Total Assets	3,955.7	3,408.8

Particulars (INR Lacs)	FY24	FY23
Equity and Liabilities		
Equity		
(a) Equity Share Capital	1,185.6	1,185.6
(b) Other Equity	1,197.6	1,052.8
Total Equity	2,383.2	2,238.4
Liabilities		
Non-current Liabilities		
Financial Liabilities	-	-
Provisions	205.3	135.8
Total Non-Current Liabilities	205.3	135.8
Current Liabilities		
Financial Liabilities		
- Borrowings	-	-
- Trade payables	25.1	46.7
- Other Financial Liabilities	16.9	14.7
Provisions	1,183.7	848.2
Current Tax Liabilities	141.5	125.1
Total Current Liabilities	1,367.2	1,034.6
Total Equity and Liabilities	3,955.7	3,408.8



THANK YOU

KSOLVES INDIA LTD.

Ms. Manisha Kide - Company Secretary

Email: ir@ksolves.com

www.ksolves.com

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