



April 15, 2026

Listing Compliance,
BSE Limited
P. J. Towers, Dalal Street,
Mumbai - 400 001
(Scrip Code: 526881)

Listing Compliance,
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra (E), Mumbai - 400 051
(Scrip Code: 63MOONS)

Dear Sir/Madam,

Sub: Investor update received from our Subsidiary – 63SATS Cybertech Limited

Pursuant to the applicable regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, please find attached herewith the Investor update received from 63SATS Cybertech Limited, the subsidiary of the Company.

You are requested to kindly take the information on your records.

Thanking You,

Yours faithfully,
For 63 moons technologies limited

Hariraj Chouhan
Sr. VP & Company Secretary



Encl.: a/a

63 moons technologies limited

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YOUR OWN CYBER SECURITY FORCE

INVESTOR UPDATE

FY 2025-26 | Annual Review & Strategic Outlook

24x
Revenue Growth
3.6 Cr to 87 Cr

72
Enterprise Clients
Large Enterprises

18L+
CYBX Downloads
2.32L Subscribers



for B2C



for B2B



for B2G

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CHAIRMAN'S MESSAGE



Lt Gen M. U. Nair (Retd.)

Chairman of the Board
63SATS Cybertech Ltd.

Former National Cyber Security Coordinator (NCSC),
Government of India

As we close the financial year ending March 2026, I reflect on 63SATS with a perspective shaped by decades in national defence — security is not reactive; it is built on constant preparedness.

Today's cyber landscape mirrors modern warfare—persistent, intelligent, and asymmetric. In such an environment, organisations must move beyond fragmented responses to structured, intelligence-led defence. What is encouraging is that 63SATS has recognised this shift early and is building accordingly.

These are not just performance indicators — they represent an organisation building structural strength for long-term scale. From a national security standpoint, cybersecurity is now integral to economic stability and institutional resilience. In this context, 63SATS is well-positioned to play a meaningful role.

As Chairman, my focus is to ensure that as the company scales, it continues to operate with strategic foresight, operational discipline, and institutional intent.

The foundation is strong. The direction is clear.

Execution at scale will now define the journey ahead.

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MD & CEO'S MESSAGE



As we conclude the financial year ending March 2026, I would like to take a moment to reflect on what has been a defining year for 63SATS.

Cybersecurity today sits at the intersection of technology, trust, and national importance. Over the past year, our focus has been clear—to build a resilient, scalable, and future-ready cybersecurity platform that addresses real-world risks across B2B, B2G, and B2C segments.

From an execution standpoint, we have made meaningful progress across all fronts. Our enterprise and government engagements have deepened, with increasing recognition of 63SATS as a serious and credible cybersecurity partner. At the same time, we have continued to invest in building differentiated capabilities — particularly in areas such as AI-led threat intelligence, real-time detection frameworks, and integrated security architectures.

One of the most significant milestones this year has been the advancement of CYBX, our consumer cybersecurity platform. CYBX represents our belief that cybersecurity must be democratized — moving beyond enterprises to protect individuals at scale. The integration of protection, privacy, and financial risk coverage into a single unified

experience is a step toward redefining how cybersecurity is consumed.

Equally important has been our focus on building the right foundations—strengthening our technology stack, forging global partnerships, and assembling a team that combines deep domain expertise with execution agility. These are long-term investments that will define our trajectory over the next decade.

The threat landscape is evolving rapidly, especially with the rise of AI-driven attacks. Our approach has been proactive—embedding intelligence into our solutions, anticipating attack vectors, and ensuring that our clients and users are always a step ahead.

As we move into the next financial year, our priorities are clear:

- Scale CYBX into a mass-market platform
- Expand enterprise and government cybersecurity engagements
- Deepen our capabilities in AI-driven security
- Build a globally relevant cybersecurity platform from India

We are not building for short-term gains. We are building an institution that stands for trust, reliability, and outcome-driven cybersecurity.

I would like to thank our investors, partners, and the entire 63SATS team for their continued belief and commitment. The journey ahead is ambitious, and I am confident that we are well-positioned to lead it.

Neehar Pathare
MD, CEO & CIO
63SATS Cybertech Ltd.

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Jt. MD & Jt. CEO'S MESSAGE



With the close of financial year ending March 2026, I want to be unequivocal about one thing:

Cybersecurity is no longer a technology problem. It is a survival problem.

We are entering a world where attacks are not just increasing — they are becoming intelligent, automated, and asymmetrically powerful. The cost of being unprotected is no longer downtime or data loss. It is loss of identity, loss of capital, loss of trust—and in many cases, loss of existence. And yet, the industry continues to respond with fragmented solutions, reactive models, and a false sense of security.

63SATS was not built to participate in this market. It was built to redefine it.

This year, we made a conscious shift—from building capabilities to building certainty. Across enterprises and governments, we are positioning ourselves not as another vendor, but as a strategic line of defence—one that understands that cybersecurity is not about tools, but about outcomes. Protection that works. Intelligence that predicts. Systems that hold under pressure.

On the consumer side, CYBX is not just a product—it is a statement. A statement that

every individual deserves institutional-grade cybersecurity. A statement that protection must be simple, invisible, and always-on. And most importantly, a statement that when something goes wrong, there must be accountability — not excuses.

The progress this year reflects both clarity of strategy and discipline in execution:

- A 24x scale-up, driven by focused decisions
- A decisive shift from services-led to IP-led growth
- 72 enterprise clients, establishing credibility in critical environments
- 18.76 lakh CYBX downloads, 2.31 lakh paid subscriptions, signalling strong consumer relevance

The road ahead will be intense. It will require bold execution, sharp focus, and unwavering belief. But if there is one thing this year has reinforced, it is this: We are building something that matters. I want to thank our mentor, our board, our investors, our partners, and every member of the 63SATS team who has chosen to build with us. This is not just a business.

Our ambition is not to be one of many cybersecurity companies. Our ambition is to become the company people think of when they think of cybersecurity.

This is a mission. And we are just getting started.

Srinivas L

Jt MD & Jt CEO

63SATS Cybertech Ltd.

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MESSAGE FROM OUR MENTOR & COACH



63SATS has made meaningful strides over the past year, and it is both encouraging and energising to reflect on the progress the company has achieved.

In an environment where cybersecurity is no longer optional but existential, 63SATS has demonstrated clarity of vision and conviction of execution. Building in this space requires more than technology—it demands trust, resilience, and the ability to anticipate risks before they manifest. I am pleased to see the organisation steadily moving in that direction.

This year has not just been about growth metrics, but about laying the foundational architecture for scale. Whether it is the evolution of CYBX as a consumer-facing cybersecurity platform, the strengthening of enterprise capabilities, or the strategic positioning in emerging areas like AI-led security—each step reflects a disciplined approach to building a long-term institution.

From my experience of building market infrastructure businesses, one principle remains constant: **enduring value is created by those who focus on mindshare first, market share next, and market capitalisation as a consequence.** 63SATS is clearly on that path.

The leadership team has shown the ability to think structurally, act decisively, and stay committed through complexity. This is critical, because the cybersecurity landscape will only become more challenging, and the winners will be those who combine technological depth with strategic patience.

As a Mentor, one's role is not just to guide, but to ensure that the organisation continues to think boldly while remaining grounded in execution discipline. I believe 63SATS is building not just a company, but a category-defining institution in cybersecurity.

Finally, it is deeply fulfilling as a mentor and coach to see my principles of translating ideas into ventures, this is key to nurture the best team. We have done infrastructure creation, shaped over decades through ventures such as MCX, IEX, ODIN, SMX, DGCX, and the broader ecosystem under 63 Moons Technologies Limited and this is being thoughtfully carried forward through my coaching and mentoring.

The endeavour here is not merely to grow a company, but to replicate a playbook that has created multi-billion-dollar institutions — through disciplined guidance, strategic clarity, and the courage to build at scale.

I extend my best wishes to the entire team for the journey ahead.

Jignesh Shah
Mentor & Coach
63SATS Cybertech Ltd.

Mr. Shah is not part of the Board or Management. As Mentor, he provides non-exclusive, non-binding advice and wisdom to the team on viability and global scalability of Company's IP initiatives.

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BOARD OF DIRECTORS INCLUDES



Lt Gen M. U. Nair (retd.)

Chairman

- Former National Cyber Security Coordinator, NCSC, GOI
- Signal Officer in Chief, Indian Army
- Commandant, Military College of Telecommunications Engineering (MCTE)
- Head of Strategic Signal Intelligence, Indian Armed Forces
- Headed the Defence Information Assurance and Research Agency



Neehar Pathare

MD, CEO & CIO

- Bell Labs, Canada- Global Security Director
- Ex-CIO of 63 moons technologies
- IIM-A alumni
- VP of CIO Association
- Certified as CISM, CGEIT, CHFI, DCPLA, ISAC



Srinivas L

Jt. MD & Jt. CEO

- Founder - 72 Networks
- Head of Samsung Knox Security, India
- Director - Security (APAC), Blackberry
- Leadership Roles at Microsoft



Sunil Mehta

Board Member

- CIO & Partner - BDO India
- President & Systems Director - WPP
- Sr. Vice President & Area Systems Director (Central Asia) WPP (J Walter Thompson)
- Committee Member CIO Association



Umesh Mehta

Board Member

- President - CIO Association, Governing Body
- Independent Board Director
- President & CIO - PI Industries Ltd.
- Group CIO-Jubilant Life Science Ltd.
- VP AWN (The Global Truck)

CHAIRMAN OF THE ADVISORY BOARD



Yigal Unna

Chairman of Advisory Board

- Reporting to Prime Minister of Israel
- Former Director General of INCD responsible for securing Israel's cyberspace
- Chief Executive Director of the Technology Cyber Unit of National Cyber Bureau

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THE YEAR IN NUMBERS

FY26 was not an incremental year. It was a transformation.

METRIC	FY26 ACTUAL	YoY CHANGE
Total Revenue*	₹87 Crores	24x Growth
Large Enterprise Clients	72	12
B2B Revenue	₹43 Crores	12x Growth
CYBX DNA - AI CyberOps Revenue	₹30 Crores	New IP Revenue
CYBX DNA – B2C SuperApp	₹14 Crores	New IP Revenue
CYBX Super App Downloads	18,87,477	New
CYBX Subscribers	2,32,000	New
OEM Alliance Partners	12	2
Team Strength	144	57
Certifications Held	82	16
Industry Verticals Served	7+	5
EBIDTA*	₹(4.0) Crores	

*Unaudited provisional statement for FY26

Opening order book of ₹45 Crores secured as of April 1, 2026.

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COMPANY AT A GLANCE

63SATS Cybertech Limited is one of India's most comprehensive AI-powered cybersecurity companies, protecting enterprises, governments, and individual citizens through a unified three-engine architecture.

BUSINESS ENGINE	PLATFORM	WHAT IT DOES	FY26 HIGHLIGHT
Enterprise Security	CSF	Implementation, advisory, managed security for enterprises	72 large enterprise clients; multi-vertical penetration
Government & Critical Infra	CyberDome	Hardened security for government bodies and national infrastructure	Successfully delivered cybersecurity solutions for a key airport in India
IP & Product Division	CYBX DNA	Proprietary products: AI CyberOps (₹40 Cr revenue) + Super App (18L+ downloads)	₹54 Cr product revenue; services-to-IP pivot underway

VISION

To make cybersecurity universal, trusted, and outcome-driven — so that when the world thinks cybersecurity, it thinks 63SATS.

MISSION

To protect enterprises, governments, and individuals from cyber risk by delivering intelligence-led, resilient, and continuously adaptive cybersecurity — ensuring maximum protection, predictable readiness, and unwavering trust.

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FY26 PERFORMANCE SCORECARD

A Year of Breakout Execution Across Every Dimension

Revenue Architecture

- **B2B Revenue : 43.62 cr**
- **CYBX DNA-AI CyberOps Revenue : 30.00 cr**
- **CYBX DNA-B2C App Revenue : 13.94 cr**

Key Milestones Achieved

AREA	FY26 ACHIEVEMENT
Revenue Scale	₹87 Crores — 24x growth from ₹3.6 Crores in FY25
Enterprise Clients	72 large enterprise relationships across BFSI, IT/ITES, Manufacturing, Healthcare, Telecom, Government
IP Product Revenue	CYBX AI CyberOps generated ₹40 Crores — validating the services-to-IP transition thesis
Consumer Traction	CYBX Super App: 18 lakh+ downloads, 2.32 lakh subscribers — India's first cybersecurity super app
OEM Alliances	Structured multi-tier alliance model with Palo Alto, Fortinet, CrowdStrike, and 15+ OEM partners
DPDP Readiness	Signed DPDP-focused OEMs: Idify, Ardent, RNR — positioned for ₹100 Cr focus-area GTM
AI Security	Signed DAXA and Hidden Layer for AI cybersecurity GTM — first-mover in India

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CYBX DNA — THE IP ENGINE

From Services Company to IP Powerhouse

CYBX DNA is 63SATS's proprietary intellectual property division — the strategic engine driving the transition from a services-led model to an IP-led, high-margin cybersecurity enterprise. In FY26, CYBX DNA moved from concept to revenue, delivering tangible commercial validation.

PRODUCT	DESCRIPTION	FY26 TRACTION
CYBX AI CyberOps	AI-powered SOC orchestration platform. Automates threat detection, incident response, and security operations at enterprise scale. Reduces SOC team dependency by up to 60%.	₹40 Cr Revenue
CYBX Super App	India's first cybersecurity super app for consumers. Real-time protection against scam calls, phishing, UPI fraud, malicious apps. Cyber insurance up to ₹10 lakhs. Available in multiple Indian languages.	18L+ Downloads 2.32L Subscribers
CYBX Coin	Security intelligence token framework designed to drive CYBX ecosystem engagement, rewards, and digital trust verification. Launch planned FY27.	FY27 Launch
IronDroid	A privacy first super secure mobile ecosystem for B2B and B2C.	FY27 Launch

₹54 Crores in IP product revenue in Year 1 of commercialisation. CYBX AI CyberOps alone validates the thesis that 63SATS can build and sell proprietary technology at enterprise scale.

CYBX Super App — Consumer Traction

The CYBX Super App has achieved remarkable organic traction with **18 lakh downloads and 2.32 lakh paying subscribers** in its launch year. **With Publicis onboarding** as the marketing partner in FY27, the company expects a significant acceleration in user acquisition and subscriber conversion. CYBX Coin, launching in FY27, will further drive app downloads through a gamified engagement and rewards model.

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BUSINESS LINE REVIEW — B2B

CSF is the enterprise-facing engine of 63SATS — the primary vehicle through which the company enters, builds trust, and expands within large accounts. In FY26, CSF served 72 large enterprise clients across six industry verticals.

Service Portfolio

SERVICE	CAPABILITY	STRATEGIC ROLE
GRC & Compliance	DPDP 2023 readiness, ISO 27001, risk governance, regulatory alignment	Enterprise entry driver
VAPT & Red Teaming	Infrastructure vulnerability assessment, application testing, adversary simulation	Deepens trust; expands scope
SOC & MDR	24x7 threat monitoring, managed detection & response, incident containment	Recurring revenue anchor
Implementation	Network, endpoint, cloud, identity, Zero Trust deployment across enterprise infra	Largest revenue component
vCISO & Advisory	Security architecture design, risk posture evaluation, transformation planning	Strategic partner positioning

1) B2B Revenue (FY26): ₹43.62 cr

2) Marquee Client Wins: Times Group, ICICI Securities, TATA, Raymonds, Adani

3) Landmark Engagements

Toshiba Mitsubishi-Electric Industrial Systems Corporation (TMEIC): Phase-1 SOC operations on **Google Chronicle** delivered by 63 SATS; positioned to transition global SOC mandate from Big4 to 63 SATS.

Times Group: Enterprise **SASE deployment (Palo Alto)** for centralized security management; 63SATS selected as implementation partner.

Indus Towers: Cloud Service Edge implementation (Netskope) delivered after successful solution evangelization.

Client	Engagement Type	Strategic Outcome
TMEIC	Security Operation Center (SOC)	Big4 displacement pathway
Times Group	Enterprise SASE	Tier-1 enterprise security modernization
Indus Towers	Cloud Service Edge	Telecom-scale cloud security deployment

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OEM ALLIANCE CHANNEL

Structured Partnerships Powering ₹200 Crore FY27 Target

63SATS operates a structured multi-tier alliance model designed to create scalable market access through technology partnerships. OEM alliances serve as the primary pipeline generation engine, contributing to higher conversion rates through pre-established credibility.

BUSINESS ENGINE	PLATFORM	WHAT IT DOES
Pull-Led (Customer Demand)	Palo Alto, Fortinet, CrowdStrike, Microsoft Security, SentinelOne, Tenable	Enterprise door-openers; anchor technologies
Push-Led (Differentiation)	Morphisec, Gurukul, OPSWAT, Zimperium, PICUS, Hidden Layer	Margin optimisation; specialised positioning
DPDP Focus	Idify, Ardent, RNR	Data protection compliance; signed and active
AI Security Focus	DAXA, Hidden Layer	AI cybersecurity; signed and active

OEM & Alliance Highlights (FY26)

- 1) **Active OEM Partnerships:** 12 Strategic OEM engagements
- 2) **Certification Strength:** 82 OEM Certifications across Palo Alto, Fortinet, Netskope, Claroty, Picus, Imperva, and others
- 3) **Strategic OEM Collaborations:**
 - Claroty | OT Security: Exclusive MSSP partner for the region
 - Idify | DPDP Compliance: Joint GTM roadmap for DPDP with MDF support from OEM
 - Picus | Breach & Attack Simulation: Product Champion investment for CTEM/Cyber Resiliency
- 4) **Deal Registrations Filed:** 116

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MARQUEE CLIENT WINS & ENTERPRISE DEPTH

72 large enterprise clients across six verticals in FY26. Client engagement follows a structured Trust -> Delivery -> Expansion lifecycle designed to maximise customer lifetime value and recurring revenue.

Vertical Engagement Summary

VERTICAL	ENGAGEMENT PATTERN	REVENUE CHARACTER
BFSI	Continuous monitoring, compliance, fraud prevention, identity security	High-value recurring; strong willingness to invest
IT / ITES	Infrastructure monitoring, cloud security, risk governance	Strong recurring demand; global compliance obligations
Manufacturing	OT/IT convergence security, network segmentation, threat monitoring	Rapidly growing; low current maturity = high upside
Healthcare	Data privacy, compliance readiness, clinical infrastructure protection	Growing; driven by regulation and data sensitivity
Telecom	Infrastructure protection, continuous monitoring, network security	National-scale resilience; large contracts
Government	Compliance execution, network security, SOC programs	Reference-led; long-tenure, sticky contracts

- 1) Largest Deal:** 40cr CyberOps our AI-driven SOC platform, representing a major milestone in the shift toward IP-led revenue.
- 2) Cross Sell Success Story:** Emaar India Limited :What began as a ₹25L GRC audit engagement with vCISO services evolved into a ₹4 Cr+ multi-solution contract spanning VAPT, Web Application Firewall (WAF), Security Service Edge (SSE), and Cloud Firewall deployments across India operations. The engagement demonstrates 63SATS' ability to land with advisory-led services and expand into full-stack cybersecurity execution.

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CUSTOMER LOGOS WON THIS YEAR

PARTIAL LIST



AND COUNTING...

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FY27 GO-TO-MARKET ARCHITECTURE

₹350 Crore Revenue Target | EBIDTA ₹40 Crore

FY27 represents the transition from foundation-building to scaled execution. The ₹350 Crore revenue target is structured across three clear GTM engines, each with defined leadership, targets, and accountability.

Vertical Engagement Summary

GTM ENGINE	FY27 TARGET	KEY COMPONENTS	STATUS
OEM / Alliances	₹200 Cr	6 priority OEMs: Palo Alto, Fortinet, CrowdStrike, Microsoft, SentinelOne, Tenable	Alliance function staffed; tracker deployed; 6 OEMs selected
Focus Areas	₹50 Cr	DPDP Compliance (Idify, Ardent, RNR) + AI Cybersecurity (DAXA, Hidden Layer)	OEMs signed; GTM plans in execution
CYBX DNA (IP)	₹100 Cr+	AI CyberOps scale + Super App subscriber growth (Publicis) + CYBX Coin launch	Revenue-generating; Publicis onboarding for scale

The Multi-billion Dollar Benchmark

The global cybersecurity sector witnessed one of its most defining transactions this year with Google acquiring Wiz for approximately \$32 billion (100x on sales).

At the time of acquisition, cybersecurity company Wiz had an estimated revenue of \$350–400 million in Annual Recurring Revenue (ARR), yet remained loss-making.

This landmark deal highlights how the market is placing a massive strategic premium on cybersecurity platforms, valuing future dominance, technology leadership, and scale potential far ahead of near-term profitability.

*Marching towards the perfect IP organisation
Our EBIDTA target while keeping growth trajectory
is at par with any globally acclaimed IP company.*

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THE INDIA CYBERSECURITY OPPORTUNITY

India's cybersecurity market is expanding not because of discretionary spending, but because of structural forces: regulatory mandates (DPDP 2023), infrastructure digitisation, AI adoption, and escalating threat sophistication. These are long-term drivers, not cyclical trends.

Service Portfolio

SERVICE	CAPABILITY	STRATEGIC ROLE
Tool -> Outcome Buying	Enterprises want risk reduction and compliance, not isolated products	Outcome-led model with bundled CSF + CyberDome + CYBX DNA offerings
Vendor Consolidation	Organisations reducing vendor complexity for accountability	Integrated lifecycle provider across 6 verticals
DPDP 2023 Mandate	Penalties up to ₹250 Cr per violation; compliance now mandatory	DPDP GTM with Idify, Ardent, RNR — ₹100 Cr target
AI Attack Surface Growth	AI adoption creating new threats: model poisoning, data leakage, inference attacks	AI Security GTM with DAXA and Hidden Layer; CYBX AI CyberOps
Managed Security Surge	SOC, MDR, MSSP becoming core enterprise budget categories	CyberDome positioned as recurring revenue engine

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TEAM & CAPABILITY BUILD

63SATS follows a capability-first growth philosophy: Talent Depth + Certification Density + Execution Discipline. These pillars ensure that growth is supported by reliable delivery, scalable operations, and institutional stability.

TEAM & CAPABILITY STRENGTH — FY26

1) Total Team Strength — March 2026

Total Team Size: 144 Professionals

2) Team Composition Breakdown

Function	Headcount
Engineers	: 79
Sales & Operations	: 25
Growth & Marketing	: 22
Central & Management	: 18
Total	: 144

3) Total Certifications Across Team : 82 OEM & Security Certifications

4) Key Senior Hires — FY26

- **Ajit Pillai – CBO (B2B):** Ex-Morphisec and Ex-Seclore. Currently driving enterprise revenue expansion and strategic alliance growth.
- **Vikrant Pawar – CTO, CYBX DNA:** Former founder of two startups, leading architecture and scale-up of CYBX DNA and AI-driven CyberOps platform capabilities.
- **Natasha Khurana – Growth Head, CYBX DNA:** Previously with Muzify and Gameskraft, Spearheading IP-led GTM strategy, digital growth, & product adoption for CYBX platforms.

5) FY27 Target Team Size: 190 Professionals

Planned Additions: +46 hires

Hiring Focus Areas:

- SOC Analysts & Threat Hunters
- Platform Engineers (AI / CyberOps)
- Enterprise Security Engineers
- Strategic Enterprise Sales
- Customer Success & Delivery

6) Culture & Leadership Development Initiatives

- CYBX Academy: Internal capability-building platform for certification acceleration
- OEM Certification Sponsorship: Structured learning aligned to priority OEM partnerships
- Cyber Range & Simulation Training: Hands-on attack-defence readiness programs

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RISK LANDSCAPE & MITIGATION

RISK CATEGORY	RISK DESCRIPTION	MITIGATION	STATUS
Execution Risk	Scaling from ₹87 Cr to ₹350 Cr requires 4x execution capacity	Structured GTM across 3 engines; alliance leverage (50+ OEM field reps as multipliers)	Managed
Talent Risk	Cybersecurity skill scarcity; retention pressure	Certification programs; competitive compensation; leadership pipeline development	Managed
Market Risk	Competitive intensity; pricing pressure	IP differentiation via CYBX DNA; outcome-led positioning; vertical specialisation	Managed
Concentration Risk	Revenue or client concentration	72 enterprise clients across 6 verticals; 3-engine GTM reduces single-point dependency	Low
Regulatory Risk	DPDP timeline shifts or enforcement changes	Already signed DPDP OEMs (Idify, Ardent, RNR); first-mover positioning regardless of timeline	Low

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THE 63SATS INVESTMENT THESIS

Five Structural Reasons This Company Creates Outsized Value

#	THESIS	WHY IT MATTERS	63SATS PROOF POINT
1	Structural Market Demand	Cybersecurity is non-discretionary; driven by regulation and threat growth	24x revenue growth in a single year proves demand-capture capability
2	IP-Led Transformation	Product revenue commands premium valuations vs. services	₹40 Cr from CYBX AI CyberOps in Year 1; proven IP commercialisation
3	Consumer Scale via CYBX	18L+ downloads + 2.32L subscribers = mass-market cybersecurity play	Publicis partnership for FY27 acceleration; CYBX Coin for engagement
4	Integrated Architecture	CSF + CyberDome + CYBX DNA = end-to-end lifecycle	72 enterprise clients; cross-sell from services to managed to IP
5	Alliance-Led Scale	OEM partnerships create 50+ sales reps selling 63SATS without being on payroll	₹200 Cr FY27 alliance target; 6 priority OEMs with structured GTM

63SATS is no longer a services startup. It is a ₹87 Crore revenue cybersecurity enterprise with proven IP, consumer scale, and a ₹350 Crore FY27 plan backed by signed partnerships and operational infrastructure.

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CLOSING NOTE

Building a Cybersecurity Institution for the Digital Era

One year ago, 63SATS was a ₹3.6 Crore company. Today, it is a ₹87 Crore enterprise with 72 large clients, a ₹54 Crore IP product business, India's first cybersecurity super app with 18 lakh downloads, signed partnerships with global OEMs, and a clear path to ₹350 Crores.

This transformation was not accidental. It was the result of disciplined execution, strategic clarity, and an unwavering belief that India needs — and deserves — a world-class, outcome-driven cybersecurity company.

The foundation is built. The products are proven. The market is structurally expanding. The team is hungry. FY27 is where we scale further.

***Services create relationships. Products strengthen relationships.
Intelligence sustains relationships. 63SATS delivers all three.***

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APPENDICES

A. OEM Alliance Portfolio

CATEGORY	OEM PARTNERS	TYPE
Network Security	Palo Alto Networks, Fortinet, Cisco	Pull-Led
Endpoint / XDR	CrowdStrike, SentinelOne	Pull-Led
Cloud Security	WIZ, Netskope	Pull-Led
DPDP Compliance	Idify, Ardent, RNR	Focus Area
AI Security	DAXA, Hidden Layer	Focus Area
Threat Intel / UEBA	Kela Cyber, Gurucul	Push-Led
OT / ICS Security	NOZOMI, Claroty, OPSWAT	Push-Led
Mobile / Validation	Zimperium, PICUS	Push-Led

B. Glossary of Key Terms

CATEGORY	OEM PARTNERS
CSF	Cyber Security Force — 63SATS's enterprise delivery and implementation business line
CYBX DNA	63SATS's proprietary IP division — AI CyberOps, Super App, CYBX Coin, IronDroid
CyberDome	Government and critical infrastructure security practice
DPDPA 2023	Digital Personal Data Protection Act — India's comprehensive data privacy regulation
SOC / MDR / MSSP	Security Operations Centre / Managed Detection & Response / Managed Security Services Provider
OEM	Original Equipment Manufacturer — third-party cybersecurity technology vendors
PAT	Profit After Tax
GTM	Go-To-Market — strategy and approach for reaching target customers