EnFuse

Enfuse Solutions Ltd.

Financial Presentation H1 of FY 24-25

eCommerce & Digital Services

Manage critical aspect and process encompassing strategy, consulting, and enhancements in business procedures

Customer Experience & Quality Assurance

- Focuses on creating positive customer interactions at every touchpoint, promoting satisfaction and loyalty
- QA involves systematic processes to uphold high standards in products, services, and interactions
- Ensures a consistent, positive brand image contributing customer loyalty, retention, and overall business success

Web Analytics & Reporting

- Crucial for understanding customer behavior, optimizing online performance, and making informed business decisions.
- Web Traffic Analysis, Conversion Tracking, Customer Behavior analysis, Sales Performance Analysis, Segmentation and Demographics Analysis, Mobile Analytics, Site Search Analysis, Checkout Page Analytics & Social Media

Digital Marketing

- Online marketing strategies such as email marketing, pay-per-click advertising, and influencer partnerships

E-commerce Platform Management

- Management of online stores, product listing, payment gateway integration, inventory management, and order processing systems

Content Management

- Managing, and modifying digital contents across websites, social media & mobile apps.
- Includes Content Creation, Content Editing, Content Publication, Content Standardization, Content Archiving and Deletion, Workflow Management & Content Analytics

SEO & SEM Services

- Strategies used in digital marketing to increase a website's visibility
- SEO (Search Engine Optimization): On-Page SEO, Off-Page SEO, Content Optimization, Keyword Research, Analytics & Reporting
- SEM (Search Engine Marketing): Pay-Per-Click (PPC) Campaigns, Ad Creation & Optimization, Keyword Building, Targeting and Retargeting, Analytics

EdTech Solutions & Services

Leverage technology to enhance learning experience, accessibility & outcome through integration of digital tools

Live Proctoring
Real time monitoring solution employing live video feeds to supervise students to ensure integrity & prevent cheating in online learning environment

AI-Proctoring
Employ AI algorithms to automatically detect and flag suspicious activities or irregularities , during assessments

Human in the Loop Proctoring
Functionalities to allow educators & students to revisit instructional content for personalized post session analysis

Technical Support
Provide assistance and troubleshooting services for technology related challenges to educators & students

Proctoring Solutions
AI based Proctoring Solutions designed to revolutionize online assessments by ensuring integrity

Artificial Intelligence & Machine Learning Solutions

Data Tagging & Labeling

Data points categorized by descriptive labels to recognize patterns and make predictions with new, unlabeled data

Content Moderation

Review and filter content, preventing inappropriate material using automated tools or human moderators

Annotation

Enhances understanding of data for algorithms by adding detailed information

Enrichment & Categorization

Add valuable details like descriptive metadata to make dataset more meaningful. Organize data into specific classes aiding pattern recognition

Transcription

Conversion of spoken language to written text using algorithms & enable text based analysis of audio content

AI-Based Tagging & Annotation Platforms

- Streamline process of data labelling & offer blend of precision efficiency and user friendliness.

- Key Features include : Multi-Modal Support for Image Tagging & Annotation/Video Analysis/ Audio Tagging/ Document Tagging, AIPowered Precision, Customizable Tagging Options, User -Friendly Interface, Data Security and Privacy Compliance, Scalable and Efficient Processing, Comprehensive Analytics and Reporting & Support and Training

Enterprise Data Management

Ensure seamless data integration, governance, and accessibility, empowering businesses to make informed, data-driven decisions with confidence

Master Data Management

- Manage critical/Master data essential to business operations, including customers, products, suppliers, and other core elements.
- MDM plays a pivotal role in ensuring single, consistent, reliable & quality data across enterprise

Data Stewardship

- Manage and oversee organization's data assets.
- Ensures quality, security and proper use of data over life cycle.
- Assign responsibilities for data quality & Compliance

Data Governance

- Framework for defining responsibilities, accountabilities, and rules for managing and protecting data assets.
- Structured and transparent approach to managing data, fostering trust & reliability across organization

Data Quality

Accuracy, completeness, consistency, and reliability of data

Product Information Management

- Systematic process and tools to manage and distribute comprehensive product information within organization.
- Valuable for businesses dealing with large and diverse product catalog to maintain competitive edge

Data Analytics

- Uncover trends & derive actionable insights using statistical analysis, mathematical modeling, predictive modeling, and other quantitative techniques to uncover trends & derive actionable insights.

Capabilities include :

- Product Analytics
- Pricing Analytics
- Sales Analytics
- Customer Analytics
- Campaign Analytics

Data Management & Analytics

Empower businesses to efficiently organize, optimize, and leverage their data, ensuring accuracy, accessibility, and actionable insights for informed decision-making

Data Modelling, Profiling & Analysis

- Data set profiling to understand data structure and content
- Metadata management for improved data governance
- Data structure analysis and comprehensive reporting
- Data modeling to design effective databases and information systems

Data Quality, Cleansing & Enrichment

- Data de-duplication and cleansing to ensure accuracy and reliability
- Data validation and updates to maintain data integrity
- Data attribution and enrichment for more comprehensive datasets
- Entity matching and linking for consistent data across systems

Data Integration & Consolidation

- Data acquisition and augmentation to integrate data from multiple sources
- Data consolidation for creating unified datasets
- Integration of structured and unstructured data
- Data lifecycle management from acquisition to archiving

Data Warehousing & Business Intelligence

- Development and management of data warehouses and data marts
- ETL (Extract, Transform, Load) processes for efficient data movement
- Data mining to derive actionable insights and trends
- Development of metrics, dashboards, and visualizations for decision-making

Advanced Analytics & Data Authoring

- Data mining and predictive analytics for deeper insights
- Customizable dashboards and reports to track key metrics
- Data authoring for creating and maintaining data content
- Integration with business intelligence (BI) tools for advanced analytics

Data Science & Data Engineering

Leverage advanced analytics, machine learning, and robust engineering to transform raw data into actionable insights and scalable solutions

Data Strategy & Consulting

- Development of comprehensive data strategies aligned with business goals management for improved data governance
- Data maturity assessments to identify areas for improvement
- Roadmap creation for data-driven transformation and innovation
- Consultation on data governance, security, and compliance

Data Engineering & Integration

- Data pipeline development for seamless data flow from multiple sources
- ETL (Extract, Transform Load) processes for data cleansing and transformation
- Integration of structured and unstructured data into centralized platforms
- Real-time data streaming and batch processing solutions

Advanced Analytics & Machine Learning

- Predictive analytics for forecasting trends and customer behavior
- Machine learning model development for classification, regression, and clustering tasks
- Deep learning solutions for natural language processing (NLP), computer vision, and more
- Model training, tuning, and deployment at scale

Big Data & AI Solutions

- Implementation of big data solutions using platforms like Hadoop, Spark, and NoSQL databases
- Data lake architecture design for centralized data storage and analysis
- Cost-effective cloud data warehousing and management services
- Development of AI-driven solutions for automation and intelligent decision-making
- Natural Language Processing (NLP) for chatbots, sentiment analysis, and text mining

Data Visualization & Reporting

- Custom dashboard development for real-time data insights and monitoring
- Interactive data visualizations for clear and impactful presentations
- Automation of reporting processes to streamline data sharing across teams
- Self-service BI tools to empower business users with data access and analysis

Company Overview

Enfuse provides integrated solutions in the domains of Data Management, E-Commerce, Machine Learning, AI & Edtech

21 Diverse suite of offerings spanning Data as a Service (DAAS) to software solutions.

End Customers in Technology, BFSI, Retail, Fintech, Media and Entertainment, Health, Education industries

550 Employees including Delivery team of Domain specialists.

72 % Revenue from export of services to USA, Ireland, Netherland, Canada.

Two Delivery centers located in Thane & Vikhroli, Mumbai Maharashtra.
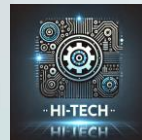
Industries Served

RETAIL

TECHNOLOGY

MEDIA & ENTERTAINMENT

B2G

HEALTH

BFSI

EDUCATION

Hi-Tech

Management

EnFuse

**Imran Yasin Ansari –
Chairman &Managing
Director**

Experience: 20 years

Bachelor of commerce from
University

Responsible for the business
development and overall
management of the business

**Mohammed Kamran
L.M. Shaikh - Whole
Time Director &Chief
Financial Officer**

Experience: 18 years

Master of Information
Management from University
of Mumbai

Responsible for client
engagement, ensuring
service delivery excellence,
managing the company's
finances, and overseeing
Cost P&L management

**Rahul Mahendra
Gandhi - Whole Time
Director**

Experience: 18 years

MBA Southern New
Hampshire University
(SNHU)

Looks after the business
development, Program
Management, Customer
relations management of the
Company.

**Zaynulabedin
Mohmadbhai Mira-
Whole Time Director**

Experience : 15 years

Significant role in the growth
of the company.

Key Events &Milestones

2017 — Incorporation of the Company.

2021 — Established Wholly Owned Subsidiary namely Enfuse Solutions S.R.L. in Bucharest, Romania

2022 — Crossed Revenue of ₹25 crores

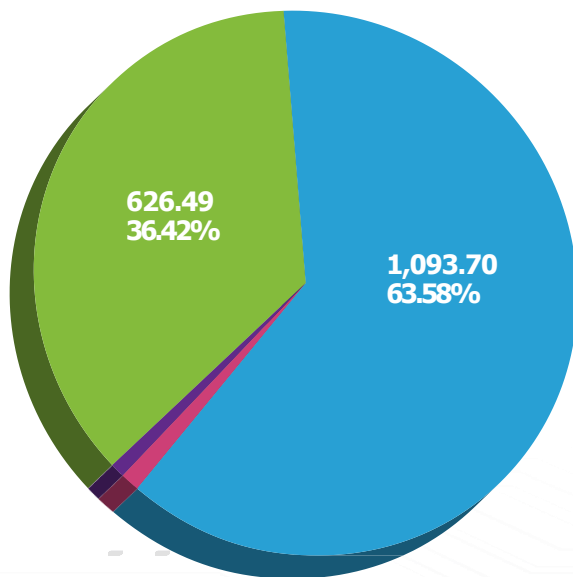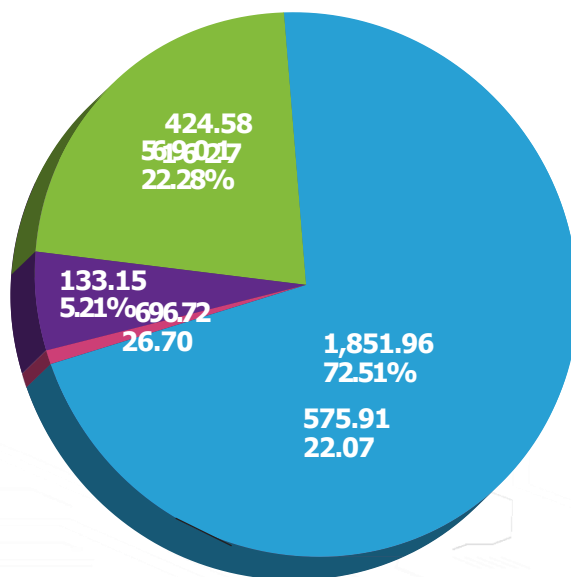**2023** — Conversion of the Company from Private Limited to Public Limited Company.
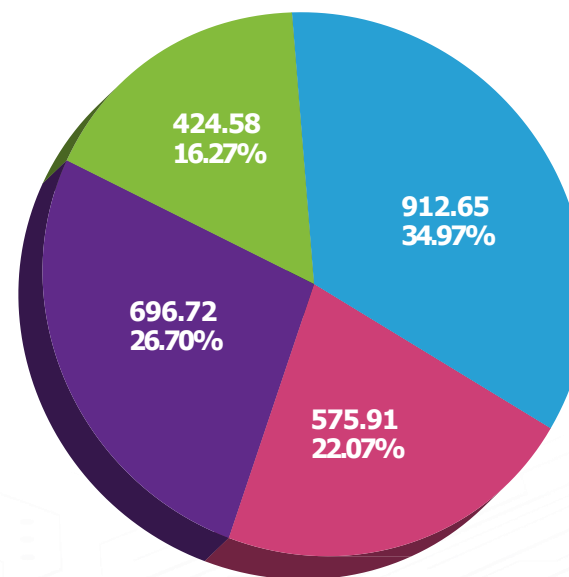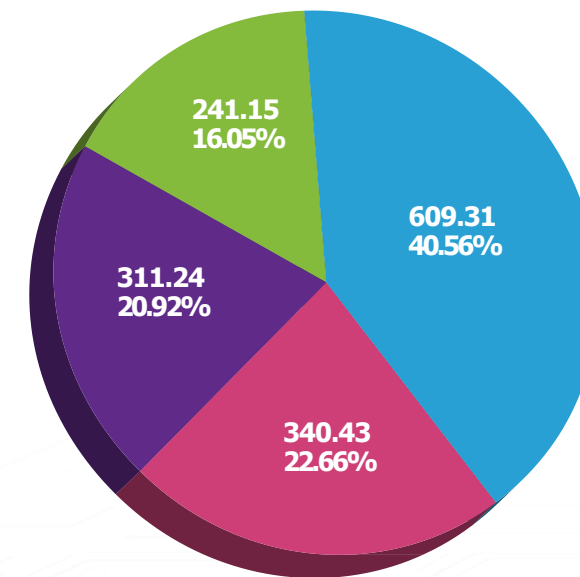
REVENUE BIFURCATION BY SEGMENT

(₹ in Lakhs)

FY 2021

- 1,093.70 63.58%
- 626.49 36.42%

FY 2022

- 1,851.96 72.51%
- 424.58 22.28%
- 133.15 5.21%
- 696.72 26.70
- 575.91 22.07

FY 2023

- 912.65 34.97%
- 696.72 26.70%
- 575.91 22.07%
- 424.58 16.27%

H1 FY 2024

- 609.31 40.56%
- 340.43 22.66%
- 311.24 20.92%
- 241.15 16.05%

- Data Management & Analytics
- E-Commerce & Digital Services
- Edtech & Technology Solution
- Machine Learning & AI

Global Delivery of Services
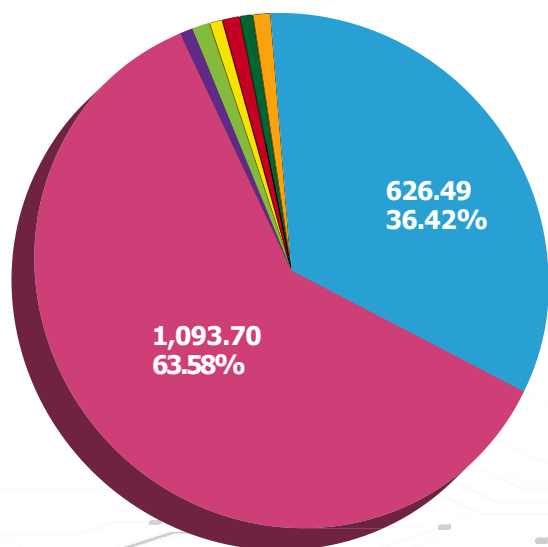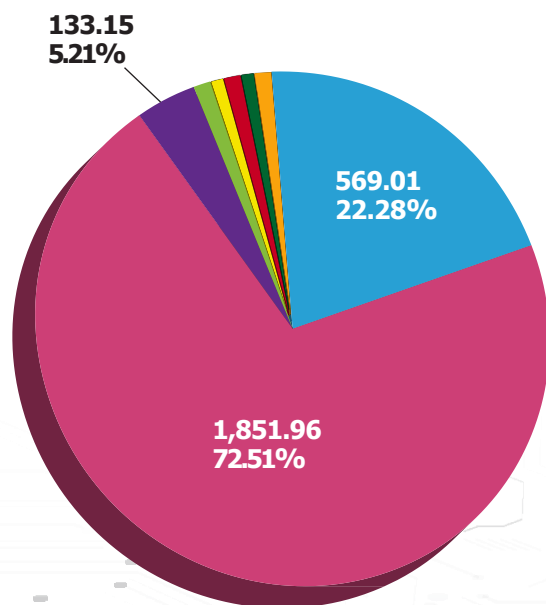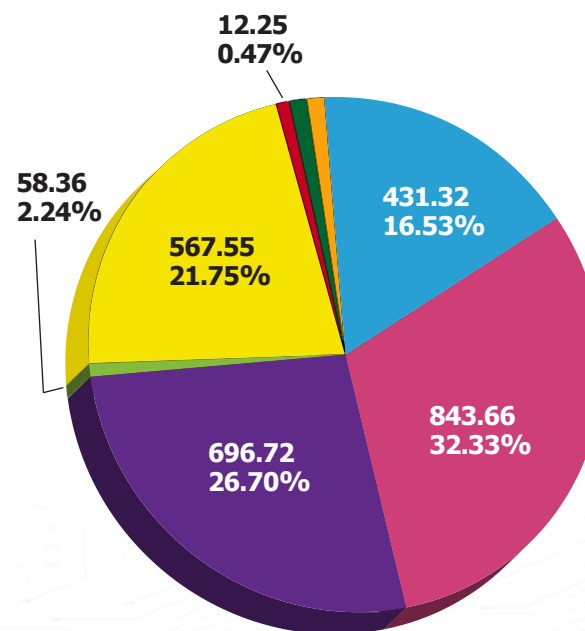

CANADA

Ireland

Netherland

UK

Italy

Israel

USA

India

EnFuse

Confidential

Global Delivery System

(₹ in Lakhs)

FY 2021
- India: 626.49 — 36.42%
- USA: 1,093.70 — 63.58%

FY 2022
- India: 569.01 — 22.28%
- USA: 1,851.96 — 72.51%
- Netherland: 133.15 — 5.21%

FY 2023
- India: 431.32 — 16.53%
- USA: 843.66 — 32.33%
- Netherland: 696.72 — 26.70%
- Ireland: 58.36 — 2.24%
- Canada: 567.55 — 21.75%
- Italy: 12.25 — 0.47%

H1 FY 2024
- India: 421.54 — 28.06%
- USA: 393.89 — 26.22%
- Netherland: 311.24 — 20.72%
- Ireland: 224.74 — 14.96%
- Canada: 136.15 — 9.06%
- 7.84 — 0.52%
- 5.56 — 0.37%
- 1.16 — 0.08%
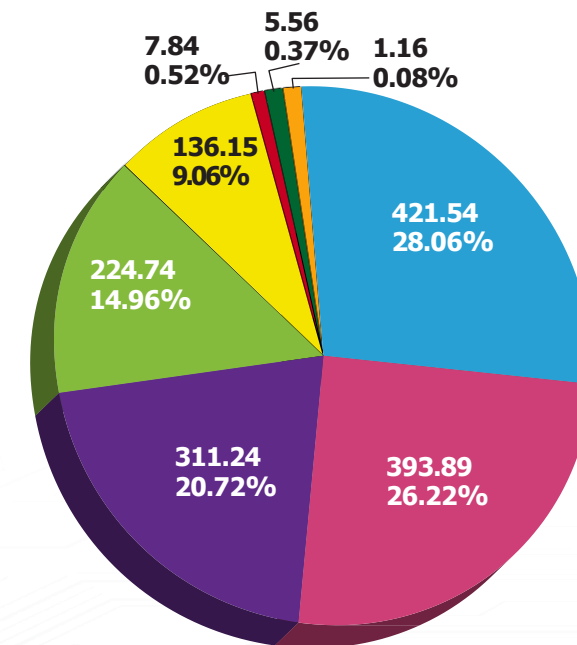
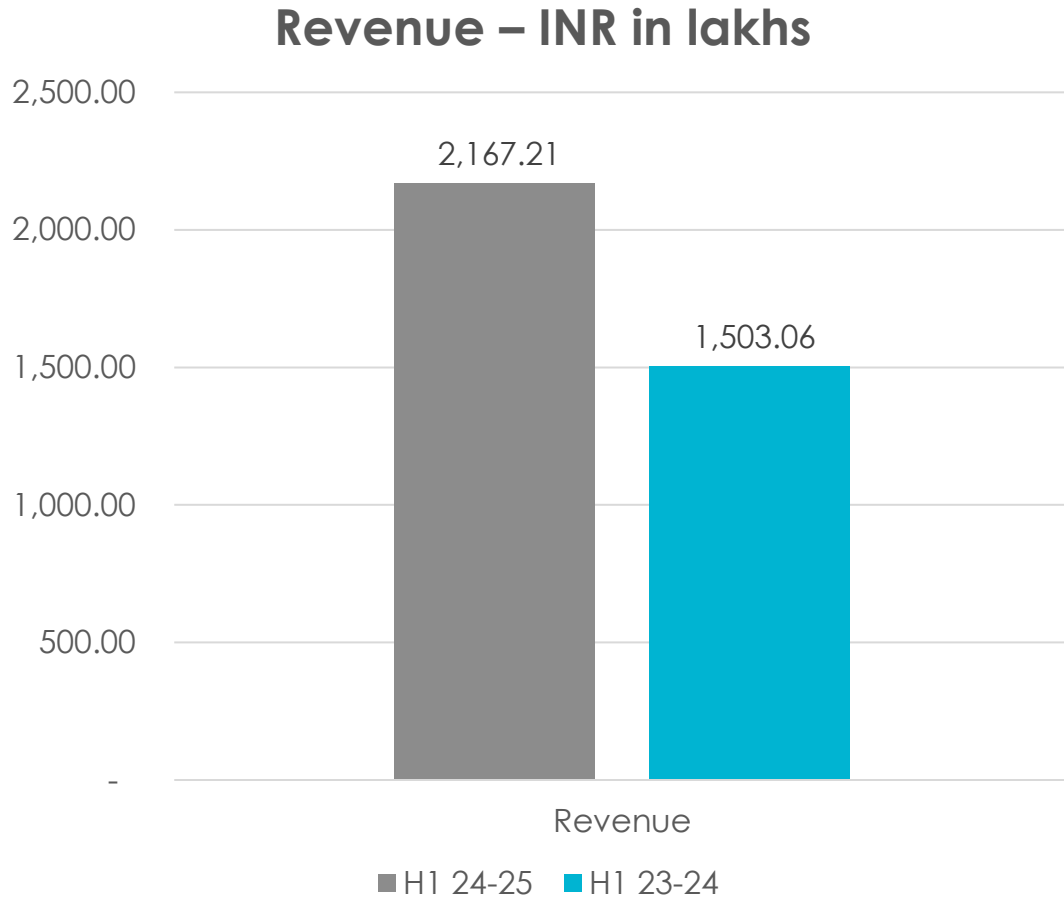Legend: India | USA | Netherland | Ireland | Canada | Italy | Israel | UK
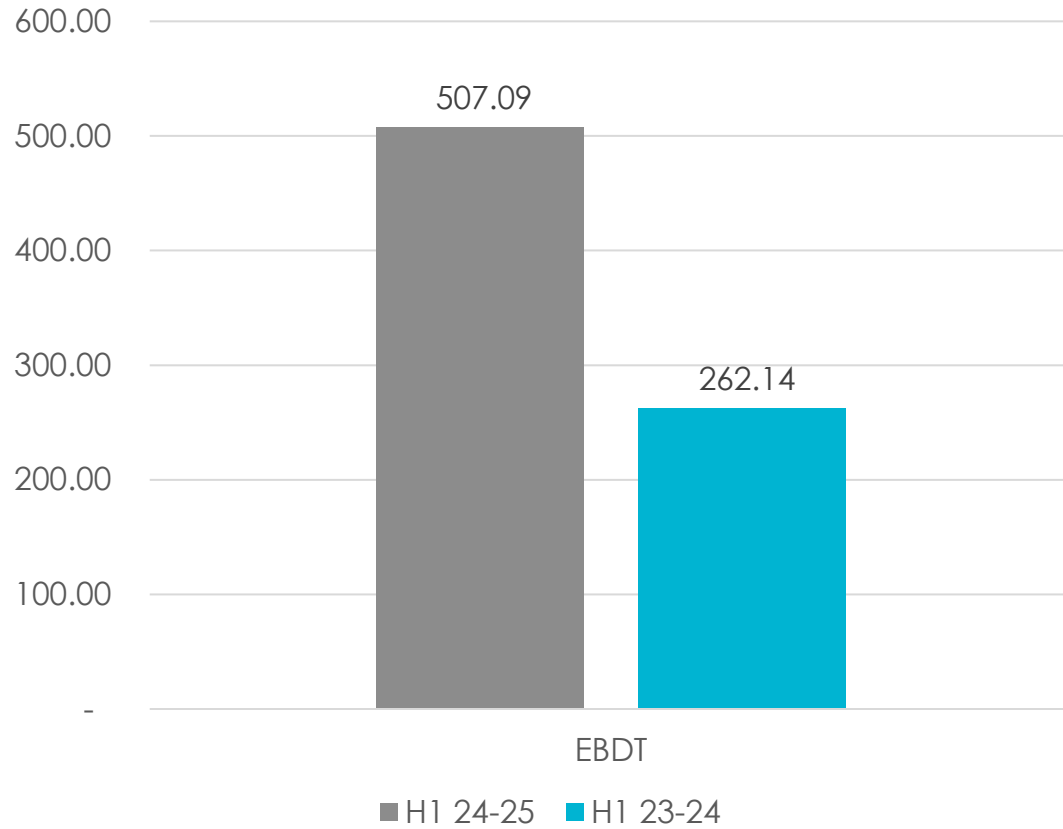
Confidential

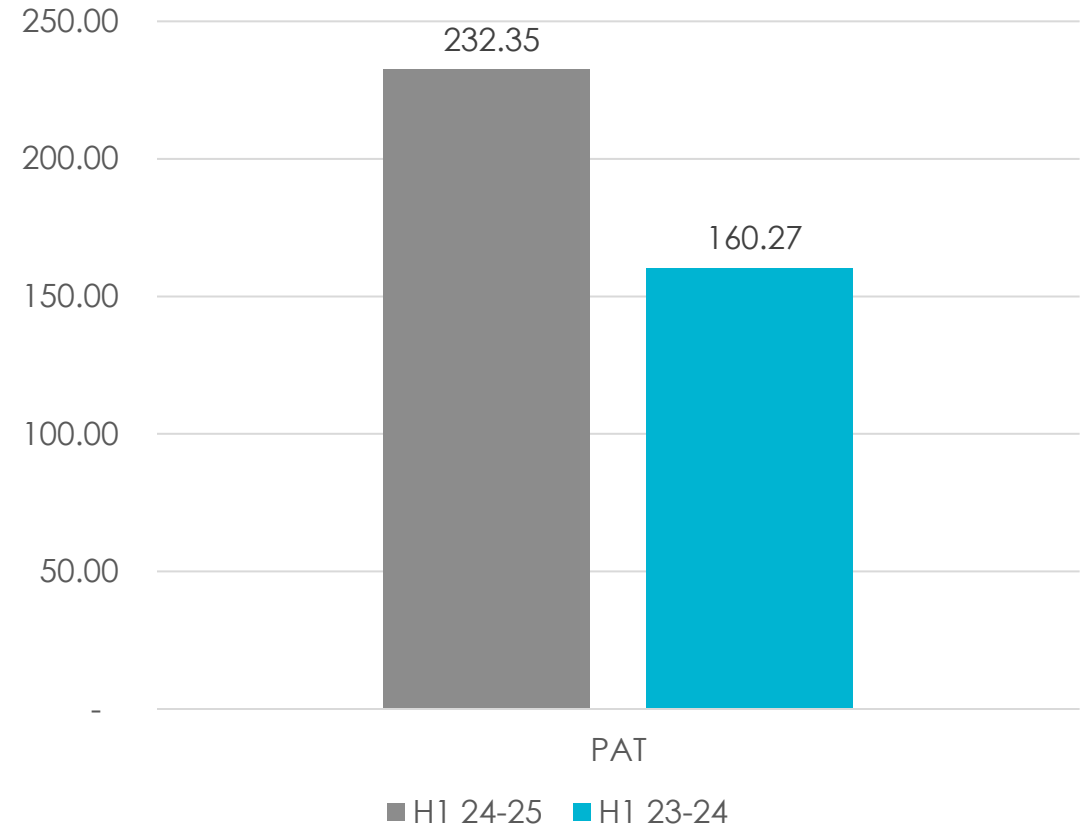# Comparative Half Yearly Revenue & EPS of H1 of CY vis-à-vis PY
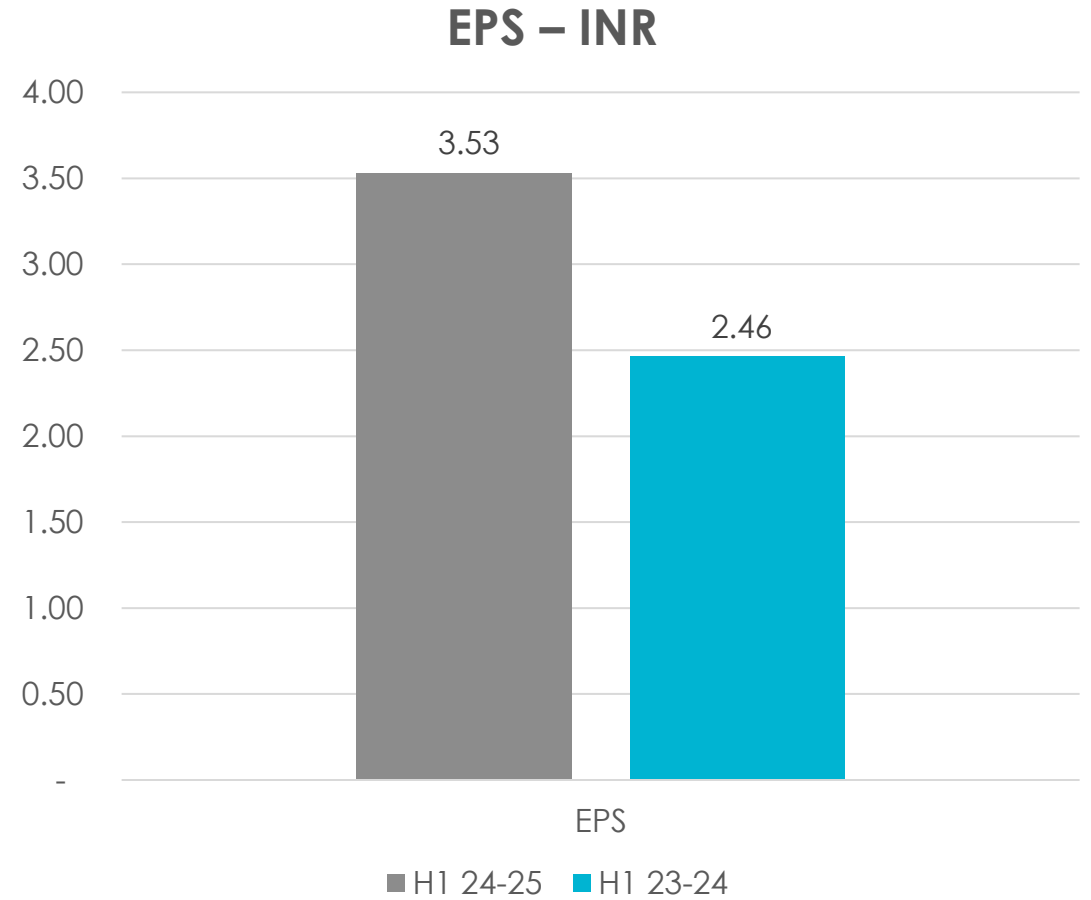
The company with the orders in hands, envisages to have better achievements in H2 of current financial year.

Comparative EBDT & PAT of H1 of CY vis-à-vis PY

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Statement of Assets & Liabilities

(₹ in Lakhs)

Statement of Assets and Liabilities as at 30th September 2024			
			(figures in lakhs)
Sr.	Particulars	As At 30.09.2024 (Unaudited)	As at 31.03.2024 (Audited)
I	Equity and Liabilities		
1	Shareholders' Funds		
a	Share Capital	884.76	884.76
b	Reserves And Surplus	2,522.67	2,303.15
	Total Shareholders' Fund	3,407.43	3,187.91
2	Non-Current Liabilities		
a	Long Term Borrowings	1,562.61	683.06
b	Deferred Tax Liabilities (Net)	-	1.35
C	Other Non-Current Liabilities	-	-
	Total Non Current Liabilities	1,562.61	684.41
3	Current Liabilities		
a	Short-Term Borrowings	289.03	215.70
b	Trade Payables	-	-
	(i) total outstanding dues of micro enterprises and small enterprises; and	-	1.92
	(ii) total outstanding dues of creditors other than micro enterprises and small enterprises.	167.98	417.43
C	Other Current Liabilities	492.73	87.65
d	Short Term Provisions	91.46	102.50
	Total Current Liabilities	1,041.20	825.19
	Total Equity & Liabilities (1+2+3)	6,011.24	4,697.51

Statement of Assets & Liabilities

(₹ in Lakhs)

II	ASSETS		
1	Non-Current Assets		
a	Property Plant & Equipment & Intangible Assets		
	(i) Property Plant & Equipment	554.56	572.22
	(ii) Intangible Assets	1,536.02	842.41
	(iii) Capital Work-In-Progress	-	-
b	Non-Current Investments	105.82	1,832.03
c	Deferred Tax Assets	15.09	-
d	Other Non-Current Assets	972.46	68.02
	Total Non Current Assets	3,183.95	3,314.69
a	Inventories		
b	Trade Receivables	1,795.54	894.03
c	Cash And Cash Equivalents	238.80	383.98
d	Short-Term Loans and Advances	-	-
e	Other Current Assets	792.95	104.81
	Total Current Assets	2,827.29	1,382.83
	Total Assets (1+2)	6,011.24	4,697.51

Statement of Profit & Loss

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(₹ in Lakhs)
(figures in lakhs)

Sr.No.	Particulars	Half Year Ended			Year ended
		30-Sep-24	31-Mar-24	30-Sep-23	31-Mar-24
		Unaudited	Unaudited	Unaudited	Audited
	Revenue :				
I	Revenue from operations	2,128.80	2,483.10	1,502.12	3,985.22
II	Other Income	38.41	12.72	0.94	13.66
III	Total Revenue (I+II)	2,167.21	2,495.82	1,503.06	3,998.89
	-	-			
IV	Expenses:	-			
	a Cost Of Material Consumed	-	-	-	-
	b Purchase Of Stock-In-Trade	-	-	-	-
	C Changes In Inventories of Finished Goods, Work-In-Progress and Stock -In- Trade	-	-	-	-
	d Employee Benefits Expenses	955.46	1,332.85	982.96	2,315.81
	e Finance Costs	65.43	75.68	20.12	95.80
	f Depreciation And Amortization Expense	194.82	104.80	40.18	144.98
	g Other Expenses	639.23	531.86	237.84	769.70
	Total Expenses	1,854.94	2,045.19	1,281.10	3,326.30
V	Profit Before Exceptional and Extraordinary Items and Tax (III-IV)	312.27	450.63	221.96	672.59
VI	Prior Period Items	-		-	-
VII	Profit Before Extraordinary Items and Tax (V-VI)	312.27	450.63	221.96	672.59
VIII	Extraordinary Items	-	-	-	-
IX	Profit Before Tax (VII-VIII)	312.27	450.63	221.96	672.59
X	Tax Exuense				
	Current Tax	96.36	47.50	55.00	102.50
	Earlier Years Tax	-	-	22.63	22.63
	Deferred Tax	(16.44)	27.56	(15.94)	11.62
XI	Profit (Loss) For the Period from Continuing Operations (IX-X)	232.35	375.57	160.27	535.84
XII	Profit (Loss) From Discontinuing Ooerations		-	-	-
XIII	Tax Expense of Discontinuing Operations		-	-	-
XIV	Profit (Loss) From Discontinuing Operations After Tax (XII-XIII)	232.35	375.57	160.27	535.84
XV	Profit (Loss) For the Period	232.35	375.57	160.27	535.84
XVI	Paid up equity share capital (Face value of Rs.10/- each)	88.48	88.48	65.10	88.48
XVII	Reserve excluding Revaluation Reserves	2,522.67	2,303.15		2,303.15
XVIII	Earning Per Equity Share (Face Value of Rs. 10/)				
	Basic	3.53	5.71	2.46	8.15
	Diluted	3.53	5.71	2.46	8.15

MDs outlook to Company

The past six months have been a period of significant growth and achievement for EnFuse Solutions. We have secured multiple large projects with long-term contracts from Fortune 500 companies and other prominent enterprises, solidifying our position as a trusted partner. During this time, we proudly onboarded eight new clients and expanded our engagements with existing clients, achieving a remarkable 23% growth in their business with us.

Our strategic focus on cross-selling and white-space opportunities has further bolstered growth, ensuring deeper partnerships and maximizing value for our clients. To support this momentum, we strengthened our global sales efforts by appointing a new Sales Director in the US, which has expanded both our client portfolio and service offerings. Additionally, the incorporation of EnFuse Solutions Inc. in the US marks a pivotal step towards faster delivery and market responsiveness.

Recognitions such as the 2024 Stevie Award for Technology Excellence and our shortlisting for the prestigious MSME Award reflect our dedication to innovation and service excellence. With a robust pipeline, enhanced capabilities, and a strong client-focused approach, we are well-positioned for sustained growth and success

Disclaimer: This presentation and the related discussions may contain " forward looking statements" by Enfuse Solutions Limited ("Enfuse" or "the company') that are not historical in nature. These forward-looking statements , which may include future state of affairs, results of operations, financial condition, business prospects , plans and objectives , are based on the current, are based on the current beliefs, assumptions, expectations, estimates, and projections of the management of Enfuse about and markets in which Enfuse operates. These statements are not guarantees of future performance, and are subject to known and unknown, and other factors some of which are beyond Enfuse's control and difficult to predict, that could cause actual achievements to differ materially from those in the for and looking statement. Such statement are not, and should not be construed as a representation as to future performance or achievement of Enfuse. In particular such statements should not be regarded as a projection of future performance of Enfuse the actual performance or achievements of Enfuse may vary significantly from such statements. Accordingly this presentation is subject to disclaimer and qualified in its entirely by assumption and qualification and therefore the reader and participants are cautioned not to place undue reliance on forward looking statement factor could cause assumption actual future results and event can differ materially from those expressed in the forward looking statements.

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Thank You