



**KODY TECHNO LAB LIMITED**

**Date :- 13-05-2026**

**To,**  
**National Stock Exchange of India Limited**  
"Exchange Plaza", C-1, Block G,  
Bandra-Kurla Complex,  
Bandra (East),  
Mumbai - 400 051

Dear Sir/Madam,

**Symbol: KODYTECH / Series: SM**

**Sub: Investor Presentation on awareness of Company's Brand Products a\w synopsis of the Audited Financial Results of the Company for the Year ended on 31<sup>st</sup> March, 2026.**

**Ref: Regulation 30 read with PART D of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Pursuant to Regulations 30 read with PART D of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Presentation in the regards to the awareness about the Company's Brand Products & Service overview to the Investors of the Company a/w synopsis of the Audited Financial Results of the Company for the year ended 31<sup>st</sup> March, 2026. In the said representation, we emphasize on the Company's Brand Product and services provided by the Company in related to the said business.

The copy of Investor Presentation will also be made available on Company's website i.e. <https://kodytechnolab.com/>.

You are requested to take the above on your records.

Thanking You,

Yours faithfully,

**For, Kody Technolab Limited**

*M. S. Patel.*  
**Manav Patel**  
**Managing director**  
**DIN: 07409757**



**Encl:- As above**

**Registered Office Address: 2<sup>nd</sup> Floor ,Block-J, Safal Mondeal Retail Park, Nr. Iscon Mall, Nr. Rajpathclub, S.G.Highway, Bodakdev, Ahmedabad, Gujarat - 380054**

**Work Address: Unit no. G01, ground floor, BIFC, building no. 14-A, block 14, zone-01, GIFT SEZ, Gandhinagar - 382355**

**Email: info@kodytechnolab.com | Contact No: +919377229944 | Website: www.kodytechnolab.com**

**CIN: L72900GJ2017PLC097244**



# Amplifying Human Potential

Harnessing the power of AI and Robotics to unlock new frontiers of human capability



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**Kody Technolab Limited**

Investor Presentation FY26

# Disclaimer

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# Founder's Message



Dear Shareholders,

FY25-26 has been a year of deployment, validation, and deliberate expansion for Kody Technolab.

We have always believed that the real test of a robotics company is not what it builds in a lab; it is what gets deployed, trusted, and used in the real world. This year, that belief was put to the test across markets, industries, and environments. And our systems delivered.

In India, our robots were deployed across multiple cities, at malls, enterprise events, government conclaves, and industry exhibitions by organisations that chose automation not as an experiment, but as an operational decision. We also unveiled a new product at the NXT Conclave 2026 in New Delhi, one of India's most prestigious global summits, alongside heads of state, policymakers, and leaders from the world's foremost institutions.

Internationally, our UAE operations scaled with conviction. Strategic partnerships with leading regional enterprises took our deployments to a new level of visibility and volume and marked a clear signal that the technology we have built in India is earning serious confidence abroad.

Our robots are no longer being evaluated. They are being chosen - by enterprise clients, at scale, in more than one country. As we look ahead to FY27, the focus is clear: convert this momentum into structure, deepening sector presence, expanding our partner network, and building toward recurring, scalable revenue.

The foundation is real. The partnerships are in place. The momentum is compounding.

**Sincerely,  
Manav Patel**

Founder & Managing Director  
Kody Technolab Limited

# Company Overview

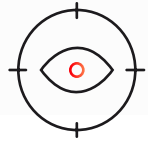


**Kody Technolab Limited**

Investor Presentation FY26

# About Kody Technolab Ltd

Kody Technolab Limited is a publicly listed deep-tech company that designs, manufactures, deploys, and monetises autonomous service robots across commercial environments - from malls and airports to hospitals and warehouses.



## Vision

Empowering spaces through intelligent robotics and automation.



## Mission

Design and deliver intelligent systems that automate processes, engage users through contextual interaction, and elevate operational capabilities across industries

- India-headquartered deep-tech company with expanding global reach.
- Vertically integrated capabilities across design, engineering, manufacturing, deployment, and monetisation.
- Growing robotics expertise built on in-house development across hardware and software layers.
- Portfolio spanning proprietary robotics, custom automation, and intelligent digital systems for enterprise use cases.



# Key Snapshot of Kody Technolab Ltd



## Odigo Patent Filed

Advancing proprietary IP across robotics and AdTech systems



09

## Proprietary Robotics Portfolio

Fully developed and field-tested for cross-industry deployment.



250+

## Members In R&D And Tech Team

In-house team across robotics, AI, embedded systems, and automation.



200+

## Commercial Robot Deployments

Live deployments across India and the GCC in real-world environments.

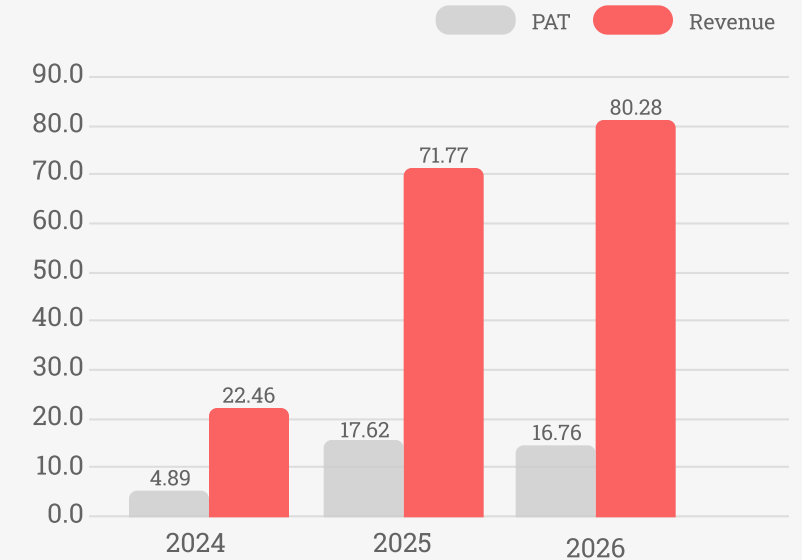


\$10 Mn+

## Biggest Order Received

Secured multi-robot order from GCC client.

## Consistent Sales Growth

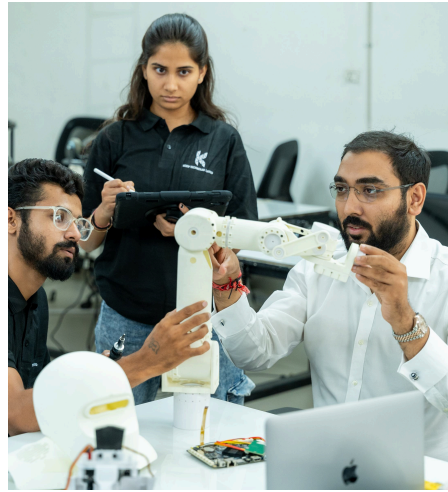


1500+

## Units In Deployment Pipeline

1500+ units in active pipeline - signed engagements and confirmed orders across India, UAE, and the wider GCC. Not a forecast. Not a target. A number already in motion.

# Operational Infrastructure



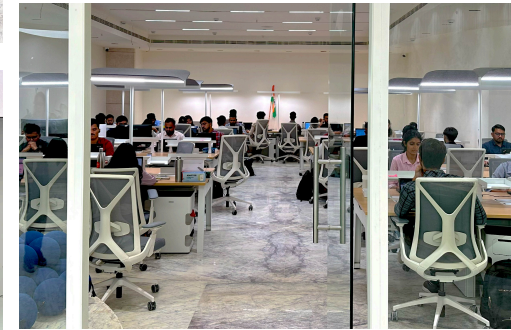
## Headquarter, Ahmedabad

R&D, software, and robotics operations hub

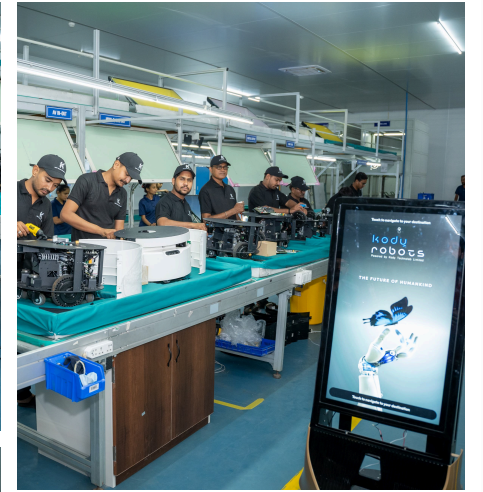


## Corporate Office, GIFT City

Strategic business and global operations center



## Strategic Alliances



## WEMS Manufacturing Partner

Production ecosystem enabling operational scale

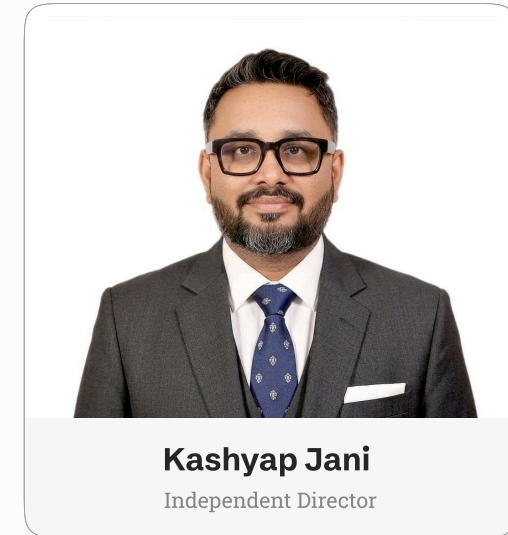
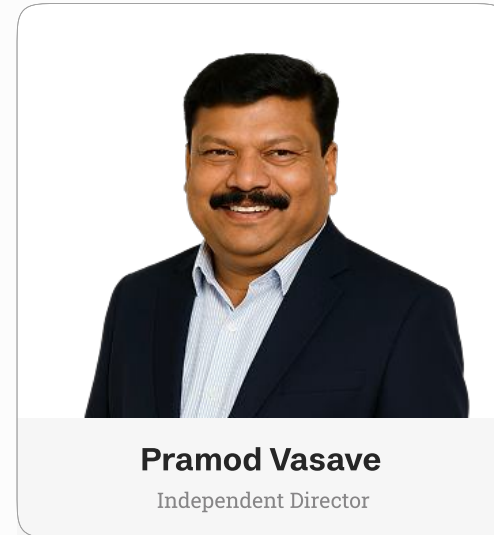
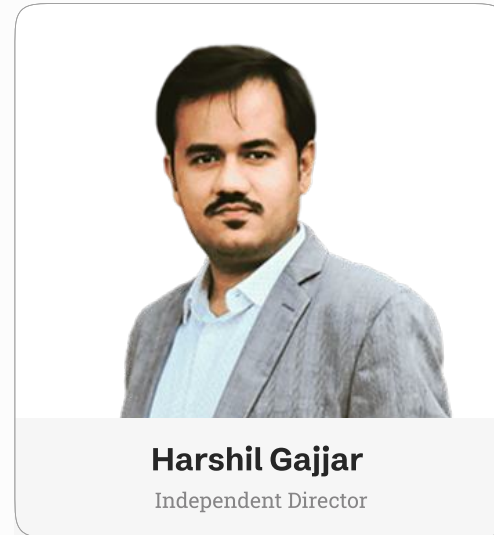
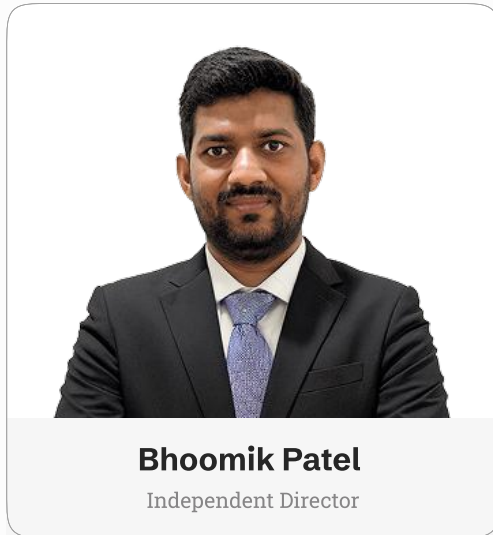
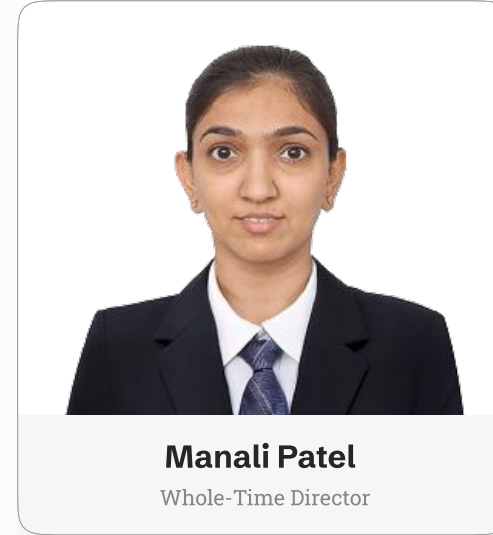
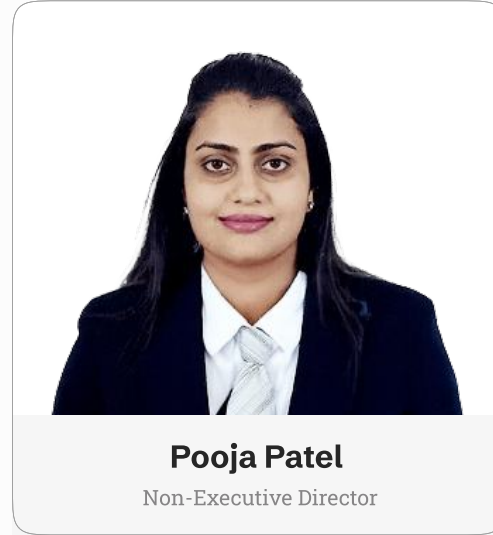
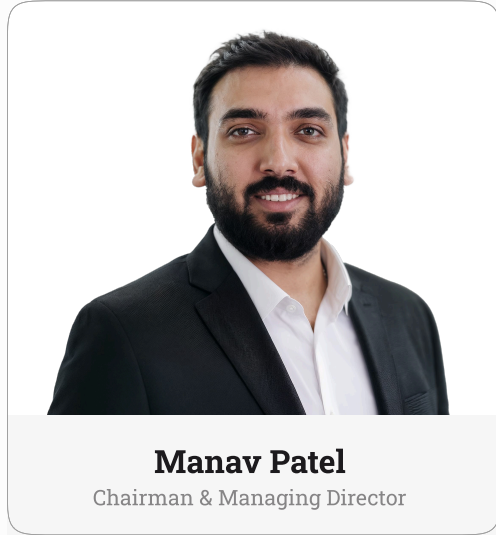


# What We Sell and How We Earn

1	2	3	4	5
<b>Direct Robot Sales</b>	<b>Advertisement Revenue</b>	<b>Product Design &amp; Development</b>	<b>AI Solutions &amp; Services</b>	<b>RaaS, Rental &amp; Leasing</b>
<b>One-Time Sale. Highest Ticket.</b>	<b>Recurring. Highly Scalable.</b>	<b>Project-Based. Converts To Recurring.</b>	<b>Project-Based + AMC</b>	<b>Recurring. Long + Short Term.</b>
Physical robots sold directly to end clients. The highest per-transaction value offering in the portfolio.	Revenue earned from robots already deployed, brands pay to advertise on our fleet's screens.	End-to-end robotics product development from concept to manufactured, deployable product.	Custom AI and automation for enterprises, leveraging KTL's core AI capabilities.	Same robot portfolio, different commercial structure, clients pay monthly instead of upfront.
<b>Who pays:</b> Malls, airports, hospitals, hotels, government, corporates, NGOs	<b>Who pays:</b> FMCG brands, retailers, ad agencies, local businesses	<b>Who pays:</b> Enterprises, OEM partners, government, hardware startups	<b>Who pays:</b> Enterprise IT, operations teams, smart city projects	<b>Who pays:</b> Venues, event organisers, exhibitions, QSRs, hotels, Offices
Odigo: AI Guide + Advertising Robot Medigo: Health Screening Robot Vulcan: Autonomous Floor Cleaning Other Robots: Dasher, FRT-737, Spilot,	Robots placed on revenue-share CPM placements via ad platform AI-targeted by time, zone, audience Scales with fleet - Zero new CapEX	Industrial design + prototyping PCB & Embedded electronics design AI & software layer Manufacturing (With World EMS)	Vision & Behaviour Intelligence AI Infrastructure & Edge Deployment Custom AI Model Engineering Autonomous Decision & Action	Monthly or annual subscription Short-term event rental available Includes SLA, maintenance, updates KTL retains ownership - low churn

KTL generates revenue across five distinct streams - from physical robot sales and rental to programmatic advertising on our deployed fleet, and technology services delivered by our R&D team. Three of five streams are fully recurring. Together they compound: every new robot deployed activates multiple streams simultaneously.

# Board of Directors



# Key Team



**Manav Patel (Chairman & MD)**

Visionary behind KTL's robotics-first strategy, 10+ years in technology entrepreneurship



**Sanjay Kidecha (CEO)**

Founding member leading business vision, strategic planning & organizational growth.



**Nirav Panchal (COO)**

Leading operations, robotics deployments & market expansion across India and UAE.



**Akshay Shah (CFO)**

CA with deep expertise in listed-company finance · Oversees financial strategy, compliance, and investor reporting.



**Savant Fernandez (CMO)**

Deep marketing expertise across GTM strategy, brand building & corporate communications.



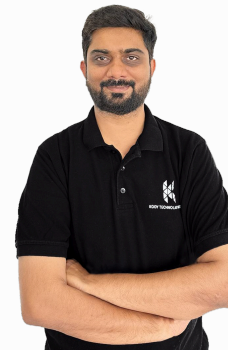
**Mihir Mistry (CTO)**

Architect of KTL's technology vision · Oversees autonomy stack, AI platform, and R&D across all nine robots.



**Anchal Patel (CGO)**

Leads Kody Media's advertising business growth, and strategic stakeholder communications



**Sagar Bagsariya (Tech Lead)**

13+ years experience · Product owner of Odigo and the pDOOH ad monetisation platform



**Jigar Shah (Tech Lead)**

12+ years experience · Leads autonomous navigation R&D Team and manages the deployed fleet's technical operations



**Het Shah (Tech Lead)**

12+ years experience · Leads next-generation robotics and AI stack development

# Global Robotics Market Overview

Three High-Growth Markets. One Robotic Platform.

## \$140B–\$175B

Professional service robotics is forecast to reach \$140B–\$175B by the early 2030s. Odigo, Medigo, and Vulcan are each purpose-built for the three fastest-growing segments within it; advertising, healthcare, and cleaning.

All 3 segments share one common trait: high footfall & high-frequency environments where automation delivers compounding returns. Kody's robots are already deployed in advertising and cleaning, with healthcare now entering the market.

### \$21.4 Billion

The global cleaning robots market, where Vulcan competes, is set to grow more than **three-fold** by 2030 at a CAGR of **17–24%**, as AI-enabled autonomous cleaners move from homes into retail, transportation hubs, hospitals, and large public venues.

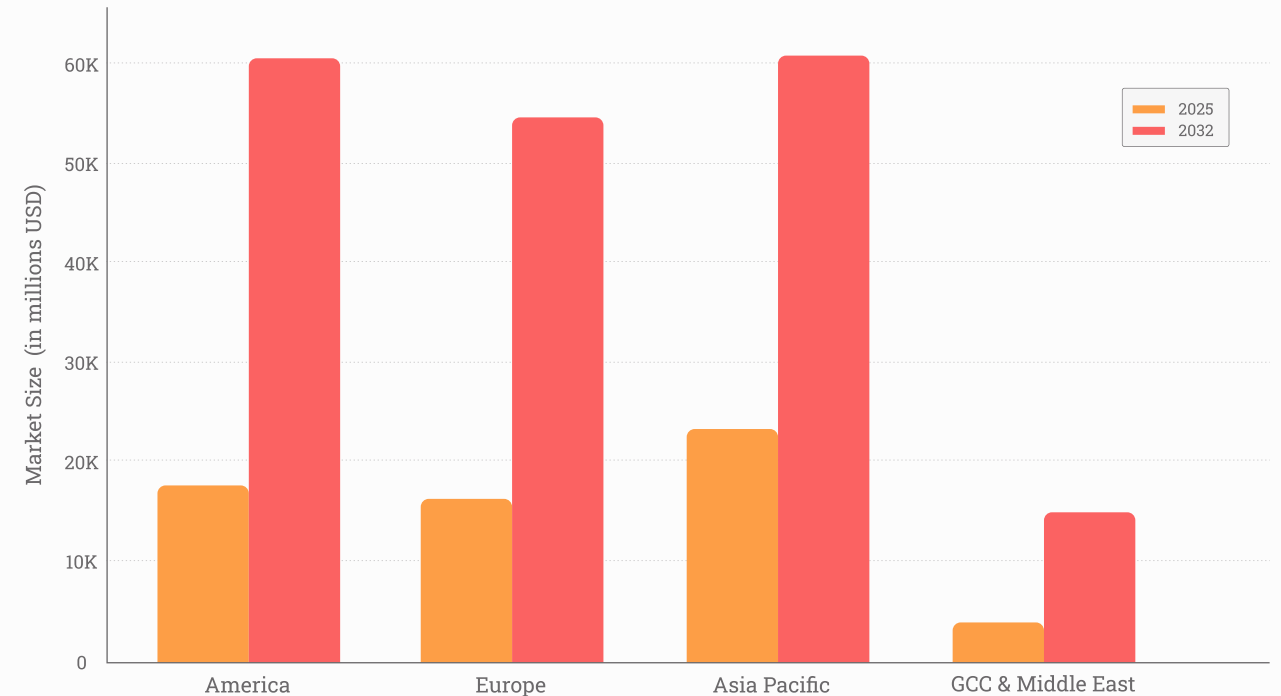
### \$52 Billion

The broader healthcare robotics market by 2030. The healthcare mobile robot segment specifically - Medigo's direct category - is valued at \$10.4B by 2030 at 16.2% CAGR.

### \$12.9 Billion

\$12.9 billion by 2030 · \$45.8 billion by 2034 - The programmatic pDOOH platform market, where Odigo operates, growing at 19.8% CAGR.

Kody's Target Regions Lead Global Growth



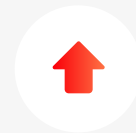
# Why GCC - And Why Kody Wins Here

**\$10M+**

In pipeline, and partnerships with LuLu Group and Hypermedia, positioning the region as its second home market.



Government-mandated automation under Vision 2030 - structural demand, not cyclical



High deployment demand in cleaning, hospitality, healthcare, and public services



1.5-2x India pricing for the same robot - significantly higher unit economics, specially in ad revenue



UAE as springboard - live credentials open KSA, Qatar, Kuwait, and Bahrain



# Products & Services Overview



**Kody Technolab Limited**

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# The Revenue-Generating Fleet

Commercially Focused Robotics Portfolio

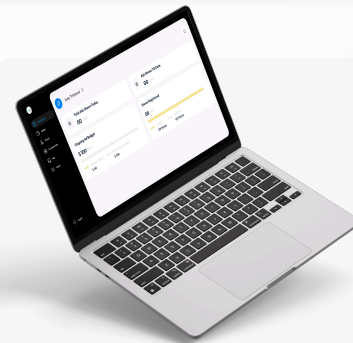


# Odigo - Flagship AI-Powered Advertising & Navigation Robot

## What It Does

Offers real-time navigation while simultaneously displaying targeted digital ads from centralized cloud based ad distribution network.

**Dual 32" UHD**  
ad displays  
(front + back)



**Dynamic**, time and  
zone-based **Ad Targeting**

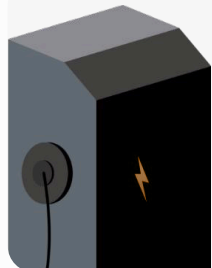
**10+ Hour**  
Battery Life



**SLAM-Based** smart  
navigation with  
**Obstacle Avoidance**



**Autonomous**  
Charging



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[More Details](#) ▶

# Odigo - Why the Market Pays a Premium for Moving Screens

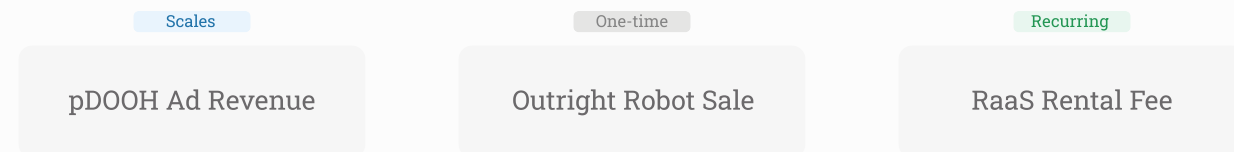
## What does the problem cost today?

A static DOOH screen in a premium Indian mall costs brands ₹80K-₹3L/month – and just sits there. It cannot follow footfall, cannot change by time of day, cannot identify audience demographics, and delivers zero proof of engagement.

## Why is right now the right moment?

50% of all DOOH campaigns globally were bought programmatically for the first time in 2024. **pDOOH grew 34% in the USA in 2024** fastest growing ad format. 49% of campaigns now dynamically adjust creatives based on time and audience.

## Range of Product Offering Models



## What it will do there?

- Navigates visitors. Streams live targeted ads. One robot, two jobs.
- Dual 32" UHD screens – **double visibility, single deployment cost.**
- **Zero rollout cost** – new campaigns pushed instantly across the entire fleet.
- Scale ad occupancy to 1,000+ robots with zero additional hardware cost.



## From Where Does Demand Come?

<b>7,000+</b> Airports globally 10 units each	<b>100K+</b> Malls globally 5-10 units each	<b>150K+</b> Car Showrooms 2 units each	<b>100K</b> Hypermarkets 5 units each
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TAM – Total Addressable Market  
**\$12.9B By 2030**  
 pDOOH + Navigation Robots - 19.8% CAGR

# Live Deployments



Burjuman Mall, UAE

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LuLu Hypermarket,  
UAE

[Watch Video ▶](#)



Dubai Outlet Mall, UAE

[Watch Video ▶](#)



DLF Mall, India

[Watch Video ▶](#)



Jio World Drive, India

[Watch Video ▶](#)



Nexus Seawoods Mall,  
India

[Watch Video ▶](#)



R City Mall, India

[Watch Video ▶](#)



VR Mall, India

[Watch Video ▶](#)

# Introducing Medigo

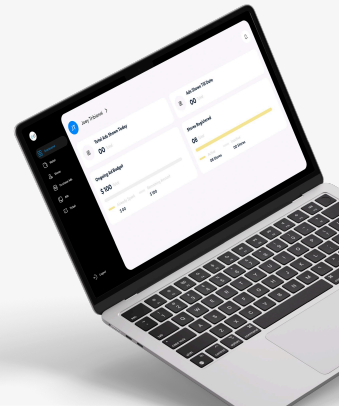
## What It Does

Delivers clinical-grade health screening at the point of need, embedded directly into hospitals, diagnostic centres, and government health programmes, covering 65+ parameters with zero friction.

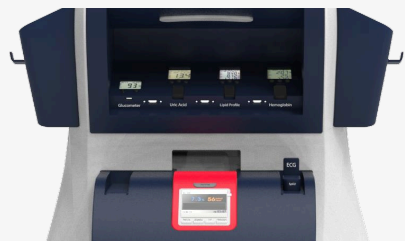
Generates Consolidated Health Reports



Continuity Through Digital Records



Multiple Tests into One Experience



Runs Rapid Health Screening



## Key Specs



### Report & Sharing

Consolidated PDF report with instant digital delivery



### Screening Duration

3-minute\* end-to-end screening



### Broad Test Coverage

Vitals, blood markers, ECG, HIV, TB, and more



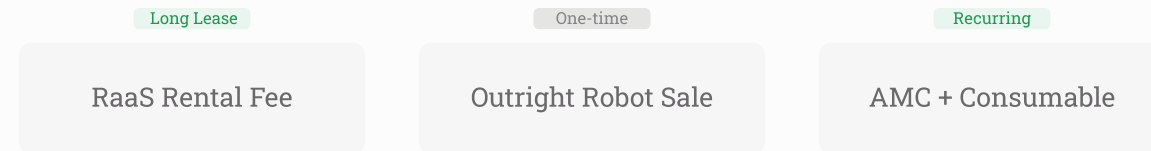
Watch Video ▶

# Medigo - First-Mover in a Category That Doesn't Yet Exist at Scale

## What does the problem cost today?

537 million adults live with diabetes globally—nearly 50% undiagnosed. 1.28 billion people have hypertension, most unaware. Non-communicable diseases are projected to cost the global economy \$47 trillion by 2030.

## Range of Product Offering Models



## What it will do there?

- Rapid health screening with reports generated in 3 minutes\*
- Screens **65+ health parameters** in a single workflow
- **95% screening accuracy** powered by **AI-assisted diagnostics**
- Multi-language interface for diverse populations

## From Where Does Demand Come?

**150K**

Govt Health Center  
1 units each

**70K**

Schools & Colleges  
2 units each

**50K**

Corporate Campus  
1 units each

**98K**

SSA Public Facilities  
2 units each  
(Sub-Saharan Africa)

## Why is right now the right moment?

Three forces are converging at once: India launched its national AI-in-healthcare strategy-SAHI and BODH-on March 10, 2026. CDSCO is accelerating approvals for low-to-moderate risk AI diagnostic tools. And Ayushman Bharat is expanding preventive care across 150,000+ Health and Wellness Centres.



TAM – Total Addressable Market

**\$10.4B By 2030**

Healthcare Robots - 16.2% CAGR

# Vulcan - Heavy Duty Cleaning Robot

## What It Does

Performs heavy-duty industrial floor cleaning with autonomous navigation, high-capacity tanks, and rugged design for tough environments.

Cleans an area of **2040m<sup>2</sup>/hour**



**SLAM-based smart navigation** with obstacle avoidance



**70L fresh water capacity**



**Automatic fill, purge, and charging**



**High-performance heavy-duty scrubbing & suction**



[Watch Video](#)

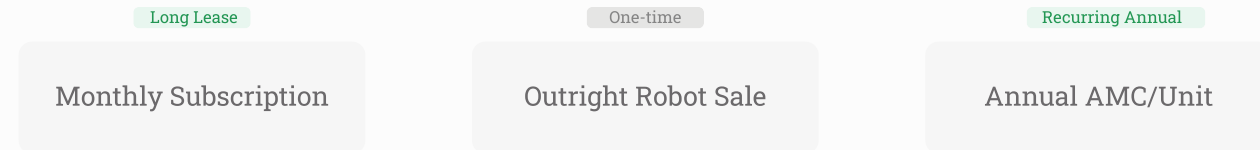
[More Details](#)

# Vulcan - A \$21.4B Market. 500 Venues. ROI in Under 12 Months

## What does the problem cost today?

A 50,000 sq ft Indian mall employs 3–4 cleaning staff per shift across 3 shifts – roughly ₹10–15 lakh per year in labor plus consumables, supervision, and turnover cost. Absenteeism runs at 15–25% in this category.

## Range of Product Offering Models



## What it will do there?

- Cleans 2,040 m<sup>2</sup>/hour – a full football field, autonomously
- Replaces 3–4 cleaning staff, operating 16 hrs/day with zero absenteeism
- 30–40% cost saving vs manual cleaning – with full hygiene audit trail
- ROI under 12 months on RaaS – venue saves from day one

## From Where Does Demand Come?

<b>70K+</b> Hospitals & Clinics 2-3 units each	<b>500+</b> Malls & Hypermarkets 3-5 units each, (Direct Access)	<b>100K+</b> Warehouses & Factories 1-2 units each	<b>300+</b> Airport (India +GCC) 5-10 units each
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## Why is right now the right moment?

ROI is immediate and pre-sale calculable (sub-12 month payback via labor savings vs RaaS cost), enterprise demand is already proven (Tennant Company's \$25M deal; Gausium scale; Avidbots deployments), cost savings are benchmarked at 30–40% globally, and the market is shifting rapidly to RaaS (18.5% CAGR; 20%+ adoption)- making this a validated, fast-closing, and highly scalable opportunity.












TAM- Total Addressable Market

**\$21.4B By 2030**

Commercial Cleaning Robots - 24% CAGR

Note: Estimates are based on India and GCC geographies, representing a significant near-term scaling opportunity before global expansion.

# Competitive Landscape & Kody's Platform Advantage

<p><b>Odigo – pDOOH + Navigation Robot</b></p> <p><b>Keenon Robotics</b> ~\$1B Valuation</p>  <p>Guide and delivery robots deployed globally. Closest functional comparison to Odigo, but no advertising platform.</p>	<p><b>Pudu Robotics</b> ~\$1B Valuation</p>  <p>Navigation and delivery robots with display screens, but no programmatic advertising stack.</p>	<p><b>UBTech Robotics</b> ~\$6.75B Market Cap</p>  <p>Guide robots deployed across malls and airports with no ad monetization model.</p> <p><b>Market Size → \$12.9B By 2030</b></p>
<p><b>Medigo – AI Health Screening Robot</b></p> <p><b>Higi Health</b> ~\$120M Raised</p>  <p>11,000+ FDA-cleared health stations in US pharmacies. Static vital-check kiosks.</p>	<p><b>Withings Health Solutions</b> ~\$300M Valuation</p>  <p>Enterprise health monitoring devices and kiosks. Corporate wellness focus.</p>	<p><b>Olea Kiosks</b> ~\$11.6M Revenue</p>  <p>Olea Kiosks is a U.S.-based healthcare kiosk maker.</p> <p><b>Market Size → \$10.4B By 2030</b></p>
<p><b>Vulcan – Commercial Cleaning Robot</b></p> <p><b>Gaussian Robotics (Gausium)</b> ~\$800M Valuation Est.</p>  <p>Asia's leading cleaning robotics company and Vulcan's closest direct competitor.</p>	<p><b>Avidbots</b> ~\$250M Valuation Est.</p>  <p>Canada-based cleaning robots with strong North American presence and premium pricing.</p>	<p><b>Tennant Company</b> ~\$1.5B Valuation</p>  <p>Legacy global leader in industrial cleaning systems with large distributor network across Western markets.</p> <p><b>Market Size → \$12.9B By 2030</b></p>

KTL Advantage · All three categories in one platform · pDOOH ad revenue layer no competitor has · India-manufactured at 30–40% cost advantage · Listed on NSE · 29% pre-tax margin vs loss-making peers

\*Competitor valuations are based on publicly available funding disclosures and market estimates as of March 2026 and may vary.

# The Emerging Revenue Fleet

Robotics Portfolio Gaining Commercial Traction

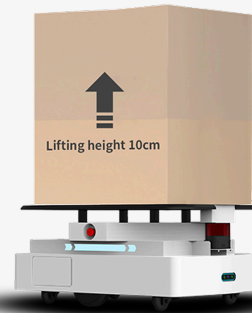


# Spilot - Autonomous Mobile Robot

## What It Does

Spilot is engineered to redefine material handling across warehouses, factories, and logistics centres. With its smart jacking function, seamless navigation, and obstacle avoidance, Spilot optimizes efficiency, boosts productivity, and reduces manual labor empowering businesses to operate smarter and faster.

600 kg Load Capacity

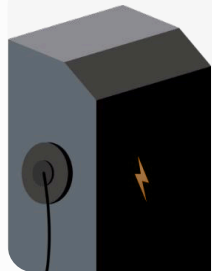


Autonomous Jacking & Lifting

Remote One-Button Call



Real-Time Obstacle Avoidance



Autonomous Charging

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[More Details](#) ▶

# Dasher - AI-powered Serving Robot

## What It Does

Dasher is an autonomous AI-powered serving robot built to streamline high-volume hospitality operations through efficient, multi-point delivery and uninterrupted service.

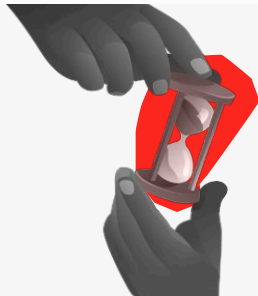
**Multi-Table  
Autonomous Delivery**



**Centralized Dashboard**



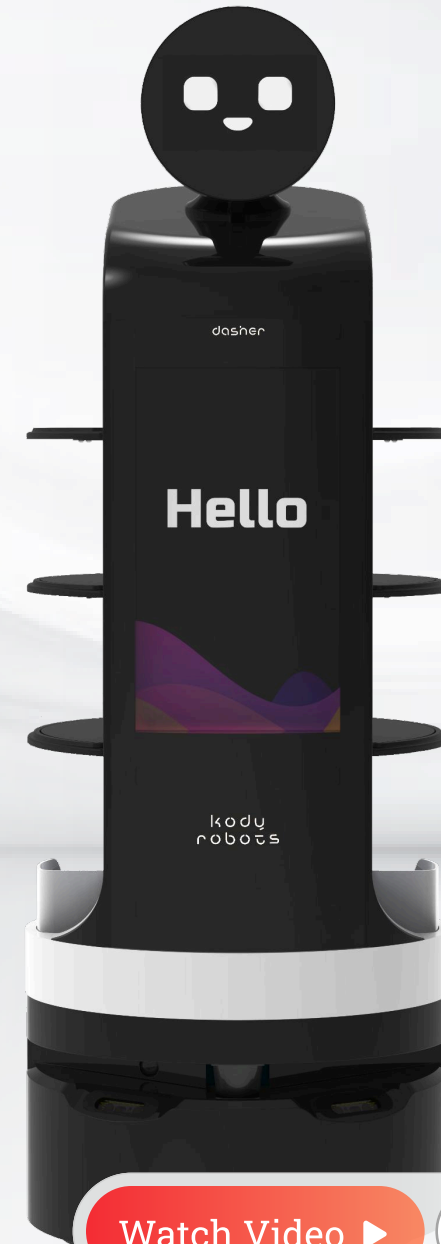
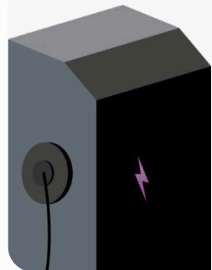
**10+ Hour  
Battery Life**



**SLAM-Based smart  
navigation with  
Obstacle Avoidance**



**Autonomous  
Charging**



[Watch Video](#)

[More Details](#)

# Popper - AI-Powered Beverage Promotional Robot

## What It Does

Popper is designed to elevate beverage promotions while driving brand visibility. Combining automated beverage service with dynamic advertising, Popper delivers a powerful platform that engages audiences, enriches event experiences, and drives product sales.

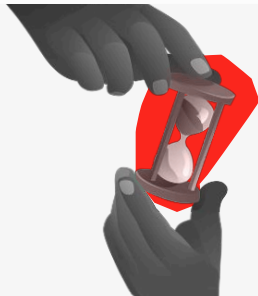
### 18.5" Promotional Display



### Custom Can-Shaped Branding



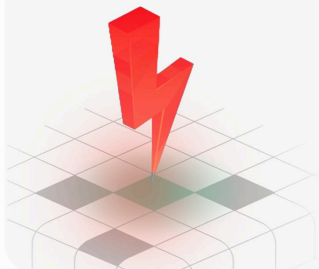
### 10+ Hour Battery Life



### SLAM-Based smart navigation with Obstacle Avoidance



### Voice Playback & Audio Ads



[Watch Video](#)

[More Details](#)

# FRT-737 - AI-Powered Surveillance Robot

## What It Does

FRT-737 is an AI-powered autonomous security patrol robot built for continuous surveillance and rapid threat detection. Designed for airports, government zones, and public spaces, it delivers 360° visibility and secure communication to support law enforcement round-the-clock.

### 360° PTZ AI Camera



### Autonomous & Manual Navigation



### Two-Way Audio System



### Facial & License Plate Recognition



### Edge AI Processing



[More Details](#) >

# Strategic Associates & Subsidiaries



**Kody Technolab Limited**

Investor Presentation FY26

# Falcon Tech Robotics- KTL's GCC Joint Venture

[Visit Website >](#)

## About the Partner

Falcon Tech Robotics is a UAE-incorporated joint venture between Kody Technolab Ltd and the Al Nahyan royal family-backed Platinum Group. KTL holds the IP and technology across a six-robot portfolio. Platinum Group brings the institutional relationships. 40% of all Falcon revenue flows back to KTL, at GCC pricing that runs 1.5–2× higher than India for the same hardware.

### Not An Exporter, A Local Player

UAE incorporation and a royal family-backed partner gives KTL procurement access and government credibility no foreign company can replicate

### Hypermedia Partnership

360 Odigo units X 30 UAE malls

Including Mall of the Emirates, Yas Mall & Dubai Expo site, pushing total Odigo orders past 600 units in the UAE

### Policy-Driven Demand

UAE Vision 2030 mandates automation at scale; this is structural pipeline, not cyclical

### IFFCO DMCC Appointed Falcon As Official Technology Partner

Robots live at their Dubai Innovation Centre, with IFFCO actively showcasing Falcon at their own expos and tradeshows

### Government & Blue-Chip Retail Traction

Dubai Municipality embedded Dasher into an official public-sector workflow; Odigo deployed live at LuLu Hypermarket's ADNOC Abu Dhabi inauguration



# Falcon Tech Robotics - Key Team

## ➤ Senior Leadership Team



**Dr. Ali Nasser Sultan Al Yabhouni Al Dhaheri**  
Co-Founder, Falcon Tech Robotics



**Manav Patel**  
Director, Falcon Tech Robotics

## ➤ Management & Advisory



**Atanu Guha**  
Chief Executive Officer



**Deep Panchal**  
Chief Operating Officer



**Dr. Hanai Atatreh**  
Board Member Advisor

## About the Company

Kody Media is a subsidiary of Kody Technolab, built to monetize robot-mounted digital screens and operate as a programmatic DOOH (pDOOH) platform. It merges robotics infrastructure with advertising intelligence, creating a futuristic media network. Kody Media's initiatives are led by OOH advertising industry's veteran Mr. Jignesh Sharma.

### Nature Of The Partnership

**85.17%**

Kody Technolab



### Location

Ahmedabad, India

### Services & Capabilities



DOOH media planning + booking



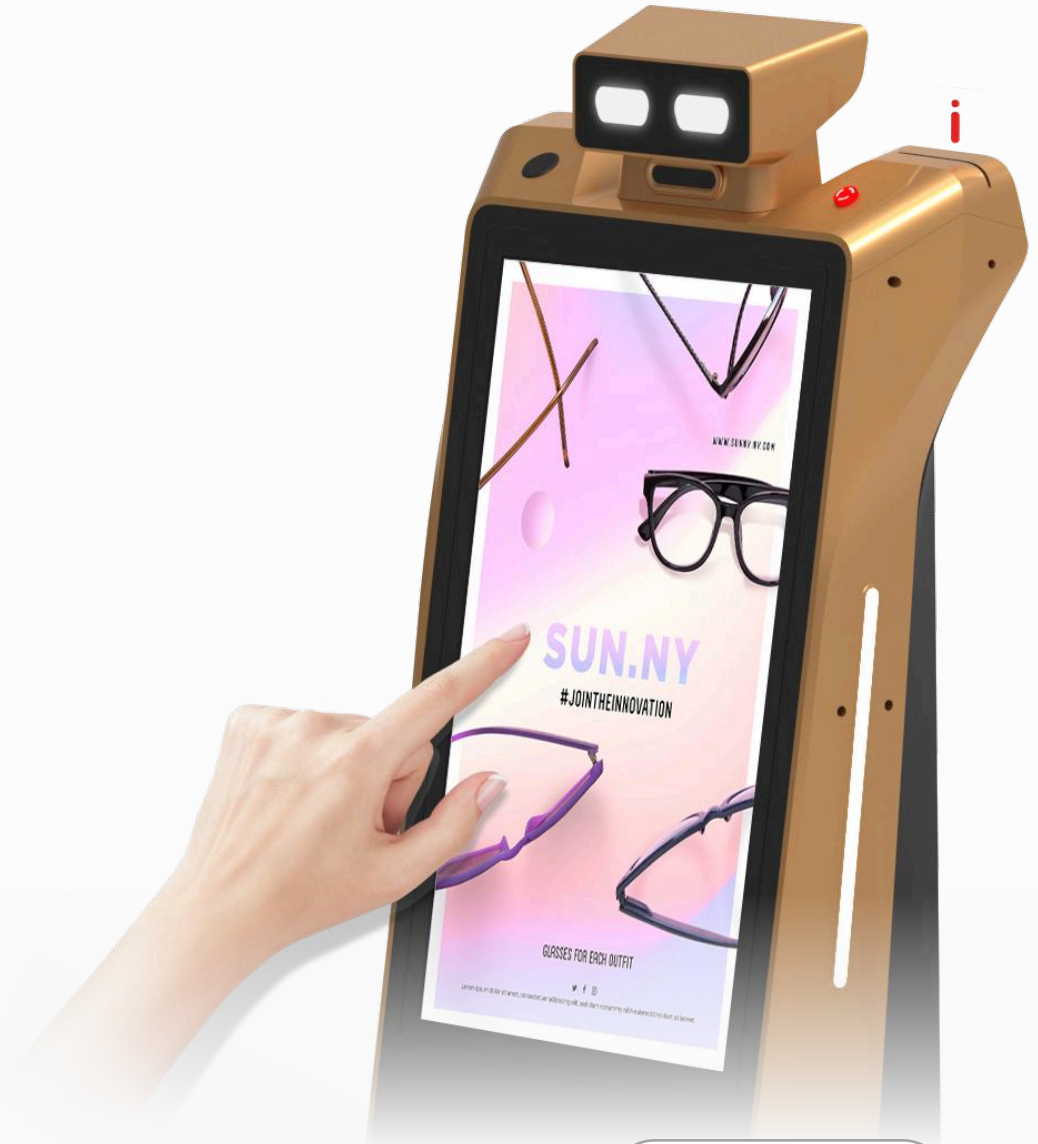
Creative production and localization



On-ground ad performance monitoring



Real-time campaign delivery across deployed fleet



### Scope

- Operates India's first pDOOH network using Odigo and Dasher robots
- Offers both ad inventory sales and hardware rentals via robot fleets

Visit Website 

## About the Partner

World EMS is a specialized electronics manufacturing services provider with deep expertise in PCB assembly, robotics hardware optimization, and mechatronics integration. Known for its high-reliability production infrastructure, WEMS enables precision manufacturing across industries.

### Nature Of The Partnership

**Exclusive manufacturing partner for core robotics components**



### Location

Kadi, India

### Strategic Impact

Enables scalable robot production without Kody owning factory infrastructure

Reduces time-to-market and unit cost through electronics assembly expertise

### Value Proposition

- Asset-light growth model
- Faster iteration cycles for prototypes and hardware versions
- Maintains quality control while outsourcing capex
- Enhances margin profile

Supports high-mix, low-volume and high-volume manufacturing needs

Essential for fulfilling large contracts (e.g., 70 Cr robotics order in 2024)



[Watch Video](#)

[Visit Website](#)

# Growth Levers & Competitive Moats

## Strategic Levers

How Kody Unlocks Growth And Scale Across Sectors



### Diverse Revenue Models

From SaaS and subscriptions to brand-backed activations, tailored to each robot's value proposition.



### AI-Driven Fleet Intelligence

Cross-learning and shared behavioral data improve performance across environments.



### Cross Selling Opportunities

One robot opens the door—Kody scales across multiple use-cases within the same client.



### Customizability & White-Labeling

Flexible hardware and UI to support brand integrations and specialized use-cases.



### Unified Control Ecosystem

Centralized platform for real-time robot fleet management, analytics, and customer insights.



### Ad Monetization Stack (Selective)

Programmatic DOOH revenue via Odigo embedded AdTech capabilities.

## Strategic Moat

Why Competitors Can't Just Copy And Catch Up



### Proprietary IP & Patent Filings

Exclusive tech covering Odigo's systems and AdTech platform in process.



### Integrated R&D & Manufacturing

In-house innovation cycle ensures faster upgrades and IP protection.



### Multi-Robot Advantage

Multiple robots across sectors create a stronger competitive position than single-product companies.



### Network Effect (Selective)

For robots integrated into client systems (e.g., restaurants), switching cost rises over time.



### Proprietary Data Advantage

Proprietary user, footfall, and engagement data strengthen Kody's competitive advantage.



### Specialized Talent Base

250+ member internal team across AI, robotics, and engineering fuels continuous innovation.

# Strategic Client Partnerships

Trusted by leading brands, malls, and infrastructure operators across India and the GCC.



BURJUMAN



HYPERMEDIA  
SINCE 1999



# Financial Highlights



**Kody Technolab Limited**

Investor Presentation FY26

# Consolidated Profit & Loss Statement

(Amount in Lakhs)

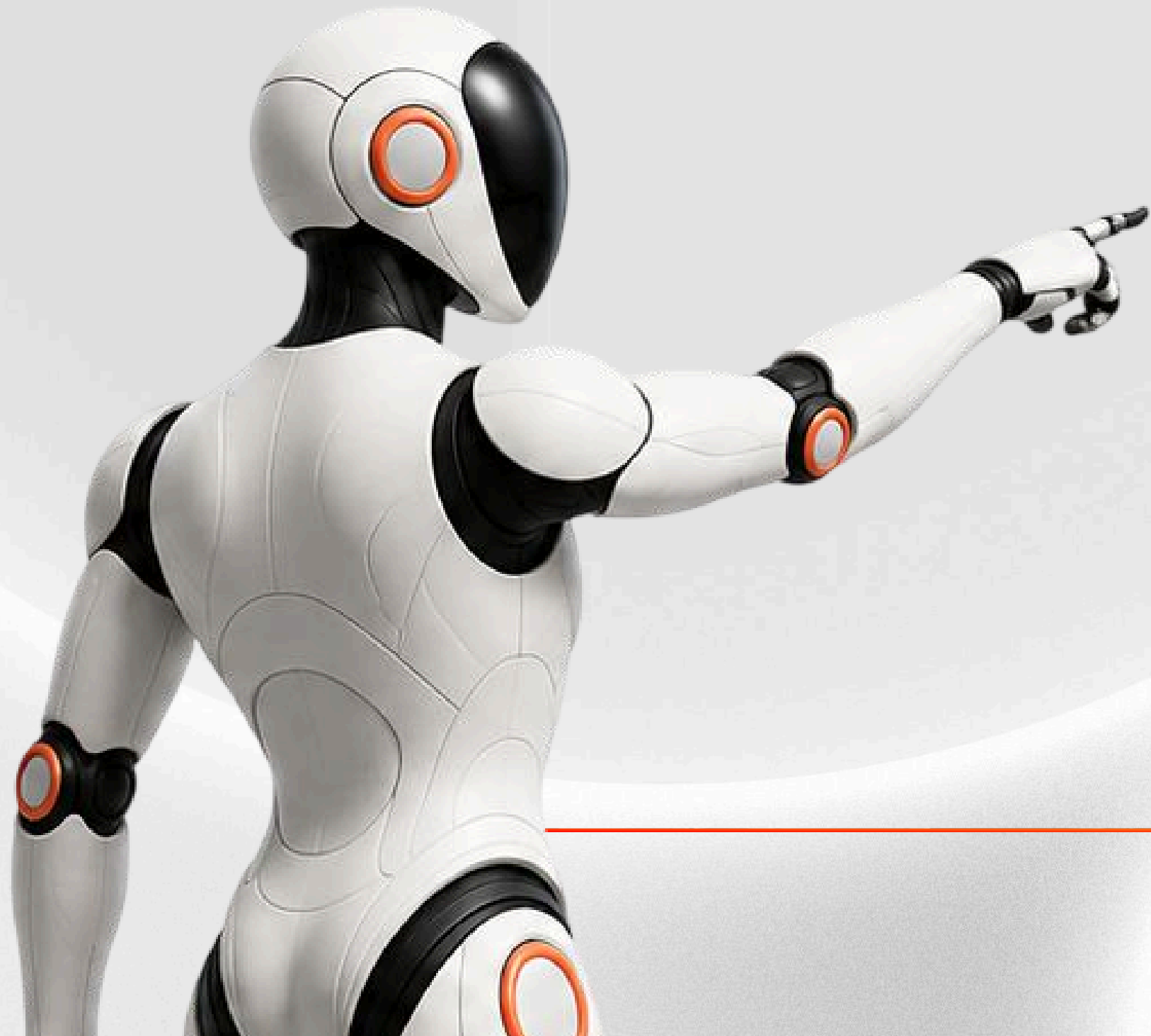
Particulars	As on 31st March 2026	As on 31st March 2025
<b>INCOME FROM OPERATIONS</b>	<b>8,028.18</b>	<b>7,177.18</b>
<b>Expenses</b>	<b>5,996.11</b>	<b>4,899.11</b>
<b>Profit before Tax</b>	<b>2,704.59</b>	<b>2,403.21</b>
Tax Expenses	887.70	640.97
<b>Profit(Loss) for the Period</b>	<b>1,676.24</b>	<b>1,762.24</b>

# Consolidated Balance Sheet

Unaudited

(Amount in Lakhs)

Particulars	As on 31st March 2026	As on 31st March 2025
<b>Equity and Liabilities</b>		
Shareholders' funds	21,527.10	7,910.72
Non-Current Liabilities	888.25	-
Current Liabilities	4,195.61	3,258.02
<b>Total</b>	<b>26,610.95</b>	<b>11,168.74</b>
<b>Assets</b>		
Non-Current Assets	13,806.32	6,288.58
Current Assets	12,804.63	4,880.16
<b>Total</b>	<b>26,610.95</b>	<b>11,168.74</b>



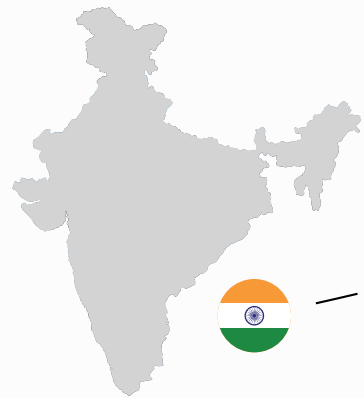
# Roadmap & Future Outlook

**Kody Technolab Limited**

Investor Presentation FY26

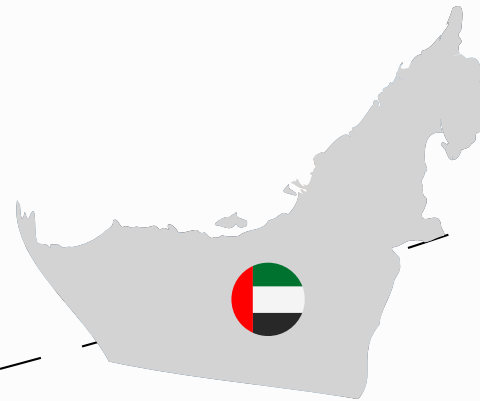
# Geographical Expansion

KTL is scaling its global robotics footprint, built on strong domestic operations and validated international deployments. With active business in the Middle East and expanding enterprise use cases, the company is now extending its presence into new global markets.



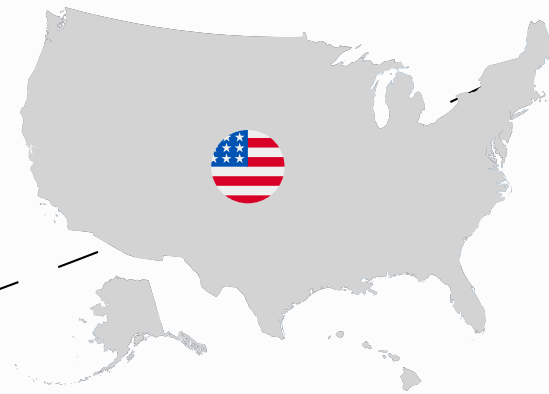
## India: Foundation & Innovation Hub

India continues to serve as the core of operations, product development, and deployment scale. With established manufacturing, R&D, and live deployments across sectors, it remains the backbone of Kody's robotics ecosystem.



## Middle East: Active Market & Scale Engine

Kody has established a strong presence in the Middle East through strategic partnerships and large-scale deployments. The region now serves as a key commercial market, enabling high-visibility use cases across retail, events, and enterprise environments.



## USA: Strategic Market Entry

The United States represents a long-term expansion opportunity, with ongoing efforts focused on market entry, localization, and building the foundation for scalable operations.



## Europe: Next Phase Of Expansion

Building on proven international deployments, Kody is preparing to enter European markets, targeting high-value sectors and partnerships to expand its global robotics network.

# Let's Build the Future of Service Automation Together

A proven multi-robot platform with live deployments, recurring revenue, and global scale potential - redefining service automation across industries.

+91 93167 56367

[www.kodytechnolab.com](http://www.kodytechnolab.com)

[info@kodytechnolab.com](mailto:info@kodytechnolab.com)

