

Investor updates on Q2' FY25

Ksolves reports “Strong Revenue Growth of 34% (YOY) and 10.3% (QOQ) with Sustained and Consistent growth in Profitability “ for Q2'FY-25 & declares Second Interim Dividend of Rs.8 per share.

Financial Summary

Rs. in Crores

Particulars	Q2'FY24	Q1'FY25	Q2'FY25	YoY Growth %	QoQ Growth %
Revenue from Operations	25.98	31.57	34.82	34.0%	10.3%
EBITDA	11.23	12.02	13.22	17.7%	10.0%
Profit before Tax	11.15	11.81	12.59	12.9%	6.5%
Profit after Tax	8.23	8.95	9.19	11.7%	2.7%

Quarter Recap:

- **Achieved Yet Another Record Quarterly Revenue:** Reached the highest quarterly revenue to date, totaling ₹34.82 crore.
- **Sustained Profitable Growth:** Revenue grew by 34% YoY and 10.3% QoQ, while Profit After Tax (PAT) increased by 11.7% YoY and 2.7% QoQ, reflecting steady growth in both revenue and profitability.
- **EPS Comparison:** Earnings per share (EPS) stood at ₹7.75 for September 2024, compared to ₹6.94 at same period last year.
- **Workforce Update:** As of September 30, 2024, our total headcount stands at 531 employees.
- **Debt Update:** Continues to be Debt free (other than Capitalization of Right of Use Assets for Office), Growth funded by Internal Accruals
- **Dividend Update:** The Board has declared an interim dividend of Rs.8 per share, raising the total interim dividend declared in the financial year to Rs.16 per share to date

Business Highlights:

- **Big Data Partnership:** Started a collaboration with India’s leading independent full-service retail & institutional broking houses on Big Data initiatives.
- **AI/ML Expansion:** Deepened our partnership with a Fortune 200 telecom global giant by doubling the size of the AI/ML team.
- **NiFi Product Launch:** Soft-launched our NiFi product, successfully beta-testing it with a leading global shipping company.

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**Other Highlights:**

- **Dreamforce 2024, San Francisco:** A team of five attended Salesforce's premier annual event, showcasing Lead Manager Ninja and networking with clients.
- **Odoo Experience 2024, Brussels:** At Odoo's global event, Dashboard Ninja, the #1 Odoo app for 5 consecutive years, gained strong attention. Om Prakash Maurya, our Technology Head, shared how we cut order packing time by 90% for a manufacturing client.
- **US Client Tour :** CTO Manish Gurnani and Delivery Head Ramesh Shinde met clients nationwide during a two-week tour to gather feedback and explore new projects.
- **Maldives Odoo Project:** Two Odoo Consultants Team conducted a one-week onsite requirement gathering session for a potential customer in the Maldives, which is now converted in a client.
- **West Africa Expansion:** CTO Manish Gurnani and Senior Technology Head Anil Kushwaha visited Morocco to strengthen client relationships.
- **Odoo Community Days 2024, India and USA & Canada:** At the event in India, we delivered a special talk on how we integrated Odoo with Kubernetes & Big Data for a Telecom Company. We demonstrated our expertise at the inaugural Odoo Community Day for the US & Canada, held in New York.
- **Dubai Office:** Officially launched our **second international office** and fifth overall, located in **Dubai Mainland**.
- **Grant of Stock options:** Granted 17500 options under Ksolves Employees Stock Option Scheme I and 42500 options under Ksolves Employees Stock Option Scheme II with an intention to motivate key work force for their contribution to the corporate growth and to retain them for ensuring sustained growth. The Company firmly believes that Stock options enable the alignment of personal goals of the employees with organizational objectives by allowing top management for participation in the ownership of the Company through share-based compensation scheme.

Statement by Mr. Ratan Kumar Srivastava, Chairman and Managing Director: *"I'm pleased to announce our Q2FY25 results, highlighting strong revenue and profitability growth. After five quarters, we have once again achieved double-digit quarterly revenue growth, with the last instance being in the Q4'FY23. Thanks to our team's dedication to exceptional customer solutions. Our continued strategic investments in global events boosted our market presence and attracted new customers. With a 2nd international office in Dubai, we look forward to enhancing our footprint in the Middle East and strengthening ties with existing clients. We appreciate the ongoing support from our customers, shareholders, employees, and stakeholders, which is vital to our success."*