

Date: April 30, 2026

To

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 for Q4 FY 2025-26.

Ref: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

BSE Scrip Code: 543599; NSE Symbol; KSOLVES; ISIN: INE0D6I01023

Dear Sir/Madam,

Pursuant to the abovementioned Regulation, please find enclosed herewith the Investor Presentation for Q4 FY 2025-26.

You may also find the same on company's website at www.ksolves.com

This is for your information and records.

For Ksolves India Limited

Umang Soni
Chief Financial Officer

INVESTOR PRESENTATION – Q4FY26

30th April 2026



En(AI)bling™
AI Transformation



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01

Company Overview



As an AI-first services company we build, scale and integrate AI/ML, Big Data, Cloud, Salesforce, Odoo & DevOps platforms that turn enterprise data into real business outcomes.

Corporate Highlights



Technology Partners



Robust Financials



Journey so Far



2012 - 14

- Founded by Ratan Srivastava as Kartik Solutions & evolved into **Ksolves India Pvt. Ltd.**



2016-19

- Launched **Odoo Products**
- Opened **new offices (Noida & Indore)** and grew team to **250+**
- **Crossed 50+ clients**



2022

- Achieved **CMMI Level 3** certification
- Became RedHat ISV Partner
- New office in **Pune**



2025

- Integrated **AI** for growth
- Launched **Data Flow Manager (DFM)**
- **Crossed 175+ clients**



2015

- Joined **Nasscom**
- Achieved **ISO certification** for quality excellence



2020-22

- Listed on NSE Emerge and migrated to mainboard **NSE & BSE**



2023-24

- **Salesforce Summit (Platinum) Partner**
- Surpassed **₹ 100 cr revenue** & grew team to **520+**
- Incorporated 100% subsidiary in the **UAE**



2026

- Recognized as a **Great Place to Work**
- Became a **Frappe Certified Partner**

We deliver a next-generation suite of integrated IT services and products, fusing advanced technologies with intelligent enterprise solutions to accelerate digital transformation and ignite breakthrough innovation.

Our Services



AI/ML
Generative AI



Big Data



Digital
Transformation



DevOps MLOps
LLMOps



Data Analytics



ERP



Salesforce

Our Products



Salesforce Products



RollUp Magic



Ksolves CRUD Magic
Ksolves India Limited



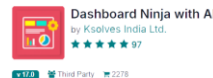
Google Analytics
Connector



Ksolves Event Reminder
Ksolves India Limited



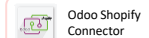
Odoo Products



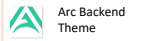
Odoo Woocommerce
Connector



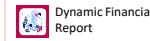
Access Manager
Ninja



Odoo Shopify
Connector



Arc Backend
Theme



Dynamic Financial
Report



Mind AI Ninja



Data Flow Manager

Technology Inclusion

Data Streaming



RedPanda



StreamSets



ACTIVE MQ



druid



ClickHouse

AI, Data Engineering



databricks



Power BI



Data Factory



LangChain



UiPath

Data Lake



snowflake



HIVE



hadoop



StarRocks



Profisee
Master Data Management



ICEBERG



dremio

AI First, Always (1/2)

360° AI Transformation Strategy



En(AI)bling™
AI Transformation

Highlights

Embedded AI En(AI)bling™

- Embedded **AI En(AI)bling™** across delivery, execution, and client engagement, with **100 + AI driven project delivered** with over **80% of active engagements** now carrying an AI component, positioning Ksolves as a **360° AI Transformation Partner**.

Logo Rebranded to AI First, Always

- **Logo rebranded to AI First, Always**, with every task across coding, testing, operations, and communication now executed by Agentic AI and **our AI enabled engineers** review, enhance, and raise the bar of those AI agents.

50+ Agents in Production

- AI and GenAI scaled from PoCs to **50+ agents in production**, including fully automated end-to-end NiFi workflows and GC, Ksolves' **Communication and Governance AI Agent** delivering autonomous client and lead health intelligence.

600+ AI-certified Ksolvers

- Operationalized a three-pillar AI model covering **600+ AI-certified Ksolvers**, client-embedded Agentic AI solutions with purpose-built agents that code, test, deploy, and automate operations, and future capability building through the Agentic AI Hackathon.

Output-Based Engagements

- Shifted from Time and Material to output-based engagements, delivering expanded mandates, higher deal velocity, and stronger client ROI through agents that act, not just advise.

En(AI)bling™ AI Transformation

AI Enabled *Development*

- Agents handle code generation, testing, and compressed QA cycles across our AI-Driven SDLC, with engineers reviewing, not executing.
- Every project is delivered through fine-tuned LLMs, SLMs, and Prompt Engineering, with AI as the foundation, not an add-on.

AI Enabled *Agents*

- **Through 50+ agents** Complex multi-step workflows are replaced by prompt-driven agent execution, converting communication into relationship intelligence at scale.
- One of the agent, autonomously monitors client emails, meetings, and MOMs, generating daily Client and Lead Health signals without human intervention.

AI Enabled *Team*

- All 600+ Ksolvers are AI-certified and repositioned to review and govern agent output, not perform the work themselves.
- Our AI Excellence Hub continuously trains teams on LLM, SLM, and Agentic AI frameworks ahead of market demand.

AI Enabled *Solutions*

- End-to-end **AI En(AI)bling™** transformation through agents that code, test, deploy, automate workflows, and flag risks for both software and operations.
- Through output-based models and AI ideation workshops, we deploy Agentic AI frameworks that fundamentally change how clients operate.

Frappe Certified Partner

- ERPNext is a modern, open-source ERP designed to unify finance, operations, workforce operations, and data on a single, flexible platform.
- It supports end-to-end business processes while remaining highly customizable and scalable.
- ERP Next is one of the 15+ Open Source Apps by Frappe
- **Our expertise:** ERPNext Consulting, Implementation, Customisation, Development, Hosting, Data Migration, Support, AI Integration & Intelligent Automation to reduce operational costs



Great Place to Work Certified

- Ksolves India Limited is proud to be certified as a Great Place to Work in Q4FY26, a testament to its people-first culture, inclusive workplace practices, and commitment to employee growth and well-being.
- The Great Place To Work Certification acknowledges organizations that excel in providing a positive work environment for their employees.
- Employee feedback and external evaluation is the basis of this Certification



We are Proud to Announce that

Ksolves is now a **DATABRICKS CONSULTING PARTNER**



We Did It Again!
Ksolves is Recognized as a

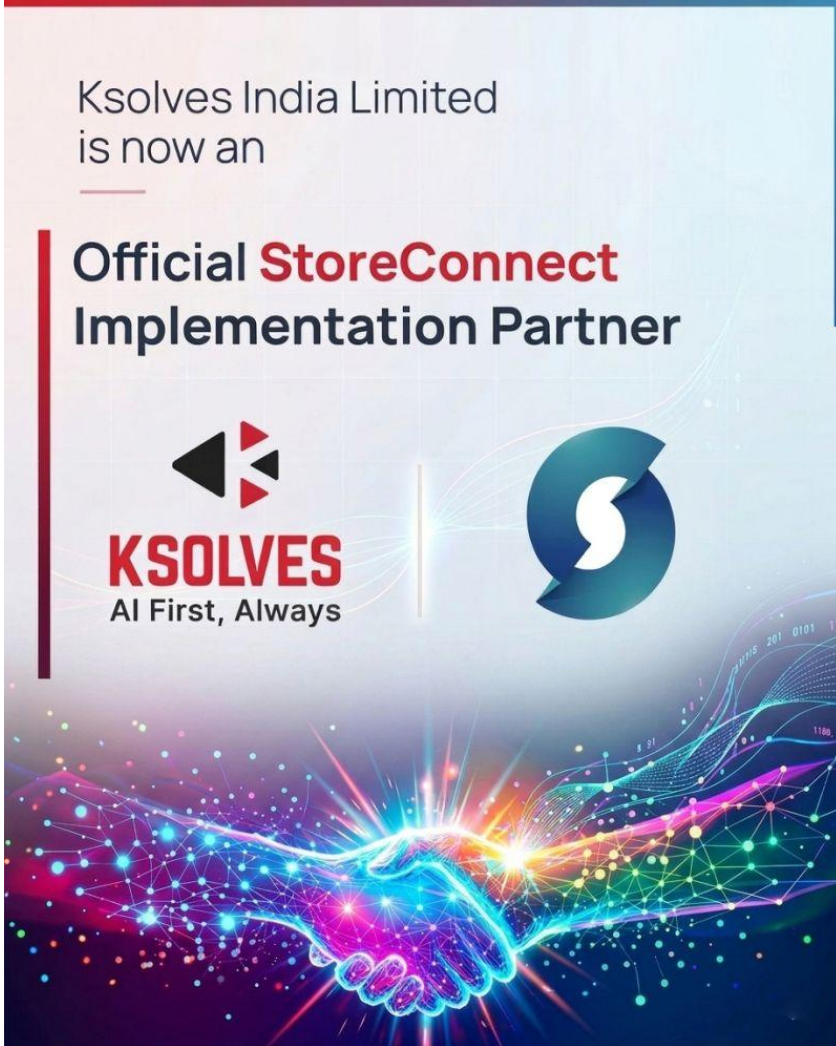


3rd Time in a Row

Our journey of innovation and excellence continues

Ksolves India Limited is now an

Official StoreConnect Implementation Partner





02

Financial Performance

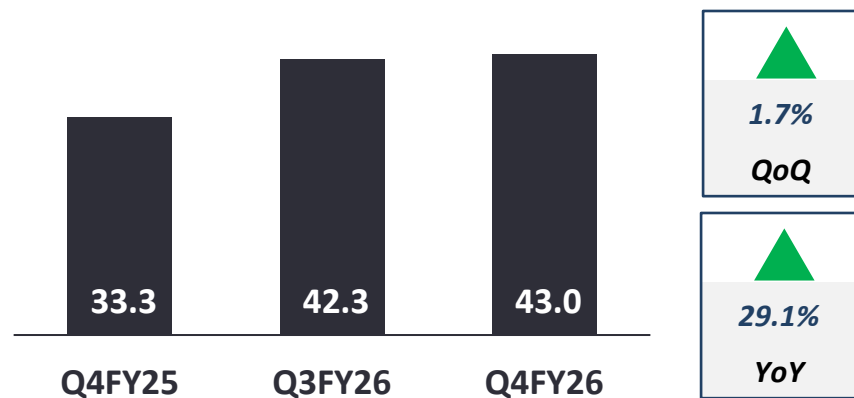


- FY26 marked an important milestone as we crossed ₹150 crore in annual revenues
- Delivered highest ever annual revenue of ₹162.7 crore, achieving 18.4% YoY growth
- Highest ever quarterly revenue of ₹43.03 crores in Q4FY26 with 29.1% YoY growth
- EBITDA margin stood at 29.3% in Q4FY26 up by 365 Bps on YoY basis
- Profit after tax for the quarter stood at ₹9.7 Crore, up 65.3% YoY, with margin of 22.5%
- Diluted EPS of ₹4.09 for Q4FY26 vs. ₹2.47 in Q4FY25, a robust 65.4% YoY growth

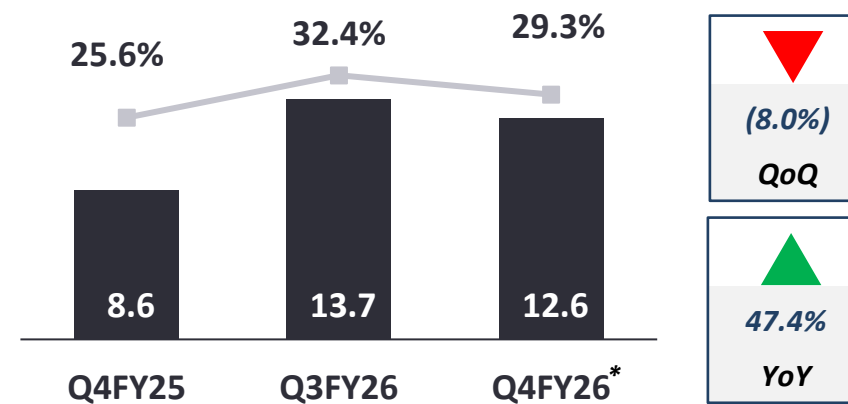
Consolidated Financial Summary – Q4FY26

(In ₹ Crore)

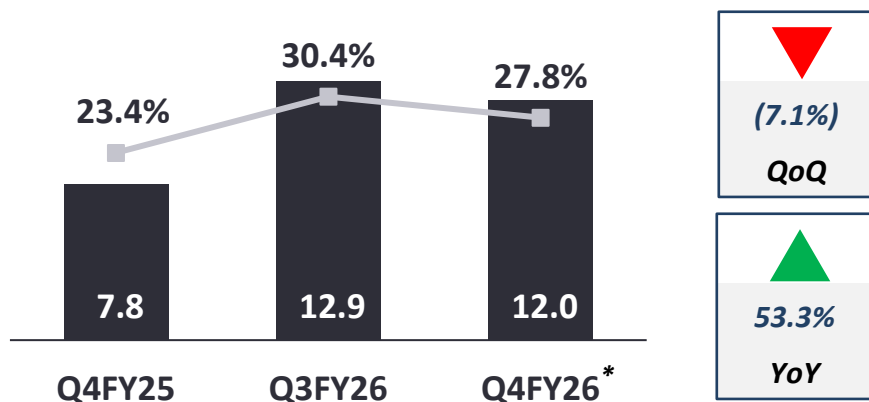
Revenue from Operations



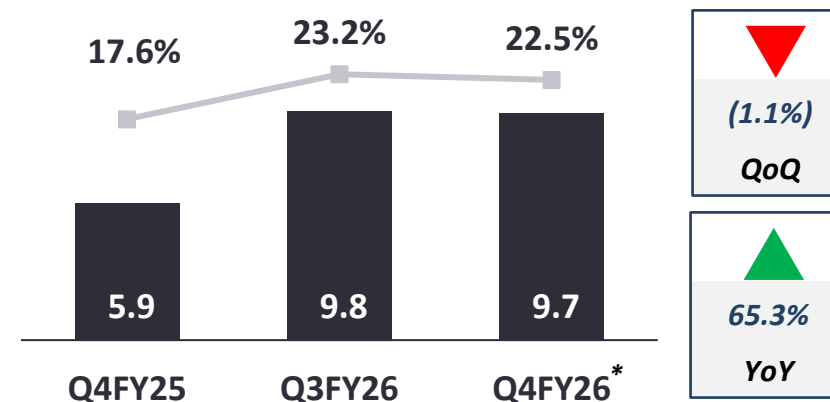
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %

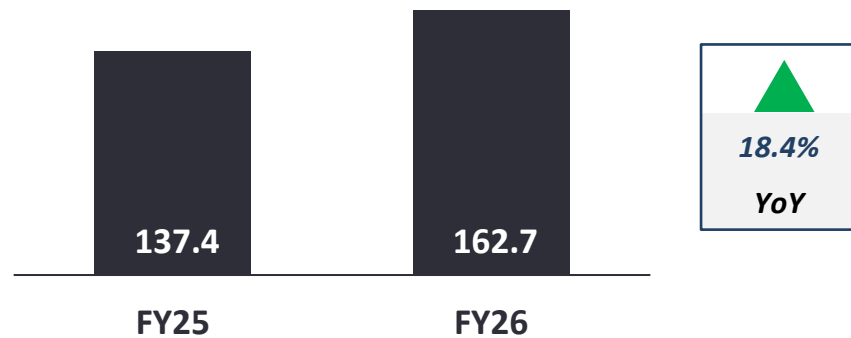


Note: * Includes one-time impact of ₹1.10 crore due to new labour code in Q4FY26 & FY26

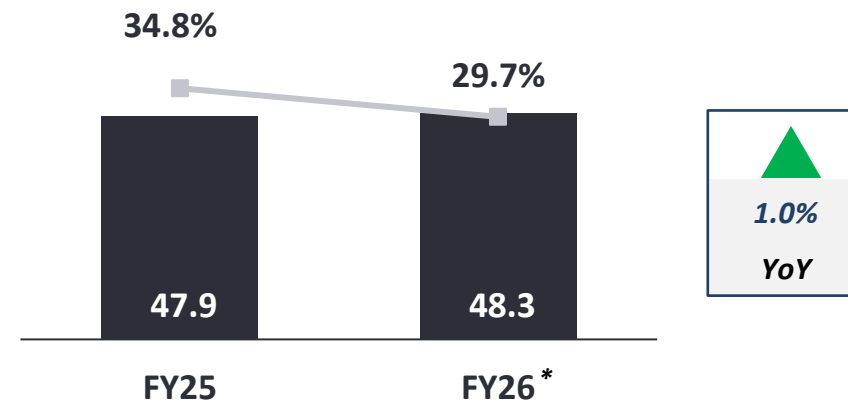
Consolidated Financial Summary – FY26

(In ₹ Crore)

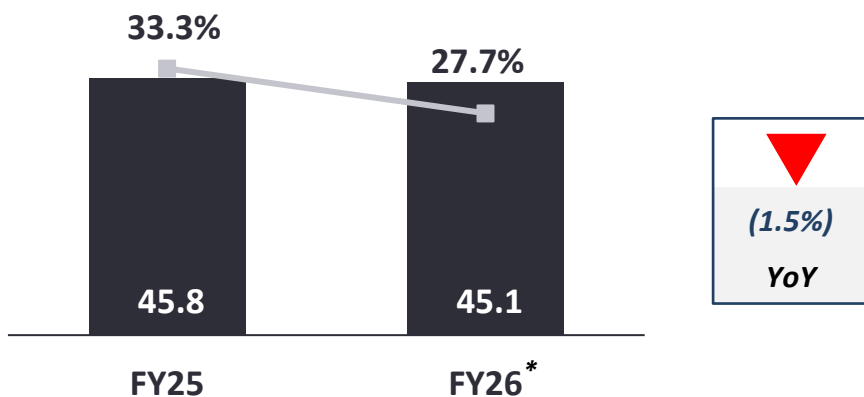
Revenue from Operations



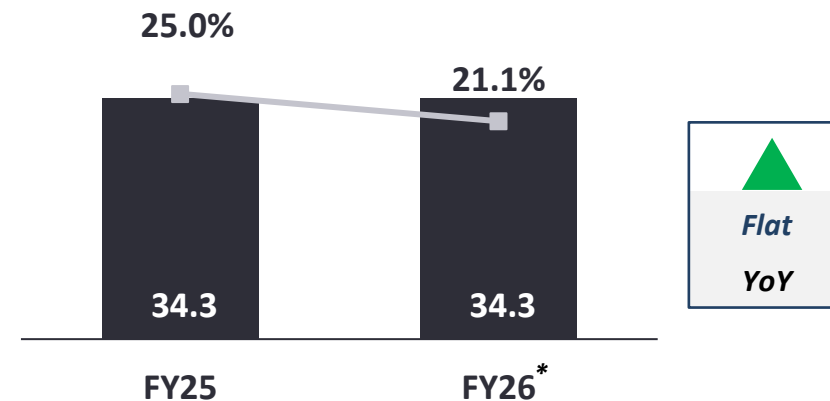
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



Note: * Includes one-time impact of ₹1.10 crore due to new labour code in Q4FY26 & FY26

Consolidated Financial Performance – Q4FY26

Particulars (₹ Crore)	Q4FY26	Q3FY26	QoQ Growth	Q4FY25	YoY Growth	FY26	FY25	YoY Growth
Revenue from operations	43.0	42.3	1.7%	33.3	29.1%	162.7	137.4	18.4%
Other Income	0.4	0.2	172.8%	0.2	170.5%	0.8	0.4	87.3%
Total Income	43.5	42.5	2.4%	33.5	29.7%	163.5	137.9	18.6%
EBITDA *	12.6	13.7	(8.0%)	8.6	47.4%	48.3	47.9	1.0%
<i>EBITDA Margin % *</i>	29.3%	32.4%	(308Bps)	25.6%	365Bps	29.7%	34.8%	(512Bps)
Profit Before Tax (PBT) *	12.0	12.9	(7.1%)	7.8	53.3%	45.1	45.8	(1.5%)
<i>PBT Margin% *</i>	27.8%	30.4%	(263Bps)	23.4%	440Bps	27.7%	33.3%	(559Bps)
Profit After Tax (PAT) *	9.7	9.8	(1.1%)	5.9	65.3%	34.3	34.3	Flat
<i>PAT Margin % *</i>	22.5%	23.2%	(65Bps)	17.6%	494Bps	21.1%	25.0%	(387Bps)
Earnings Per Share (₹) Basic *	4.09	4.13	(1.1%)	2.47	65.4%	14.48	14.47	0.0%
Earnings Per Share (₹) Diluted *	4.09	4.13	(1.1%)	2.47	65.4%	14.48	14.47	0.0%

Note: * Includes one-time impact of ₹1.10 crore due to new labour code in Q4FY26 & FY26

Revenue Metrics – FY26

Particulars		FY26	FY25
Revenue by Business (%)	IT Services	97.6%	97.9%
	IT Products	2.4%	2.1%
Revenue by Industry (%)	Telecom	27.7%	25.5%
	Services*	19.8%	17.0%
	Information Technology	17.7%	18.8%
	Retail	7.4%	7.2%
	BFSI	6.5%	5.2%
	Manufacturing	5.8%	6.1%
	Healthcare	5.0%	3.9%
Revenue by Geography (%)	EduTech	4.6%	5.7%
	Real Estate	3.1%	4.2%
	Marketing and Advertising	2.5%	6.3%
	North America	58.1%	58.7%
	India	22.7%	22.3%
	Europe	7.1%	7.5%
Client Base	Australia	3.7%	5.7%
	RoW	8.4%	5.8%
	Top 5	40%	40%
Employee Metrics	Top 10	54%	53%
	Total Employees	600	565
DSO	Attrition %	16.2%	16.4%
	Days	58	49

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

Key Wins – Q4FY26



Executed a full SAP-to-Odoo migration for a publicly listed Indian infrastructure company operating across power transmission and green energy. The engagement consolidated multi-division ERP operations spanning manufacturing, procurement, and project management onto a unified platform, displacing a legacy enterprise system and delivering measurable operational efficiency at scale.

Onboarded specialist data science talent for a globally recognised New York-based risk and financial crime advisory firm deploying analysts across financial crime detection and data intelligence workstreams. The engagement reflects Ksolves' ability to place highly vetted, regulated-environment-ready talent within one of the most scrutinised domains in professional services.

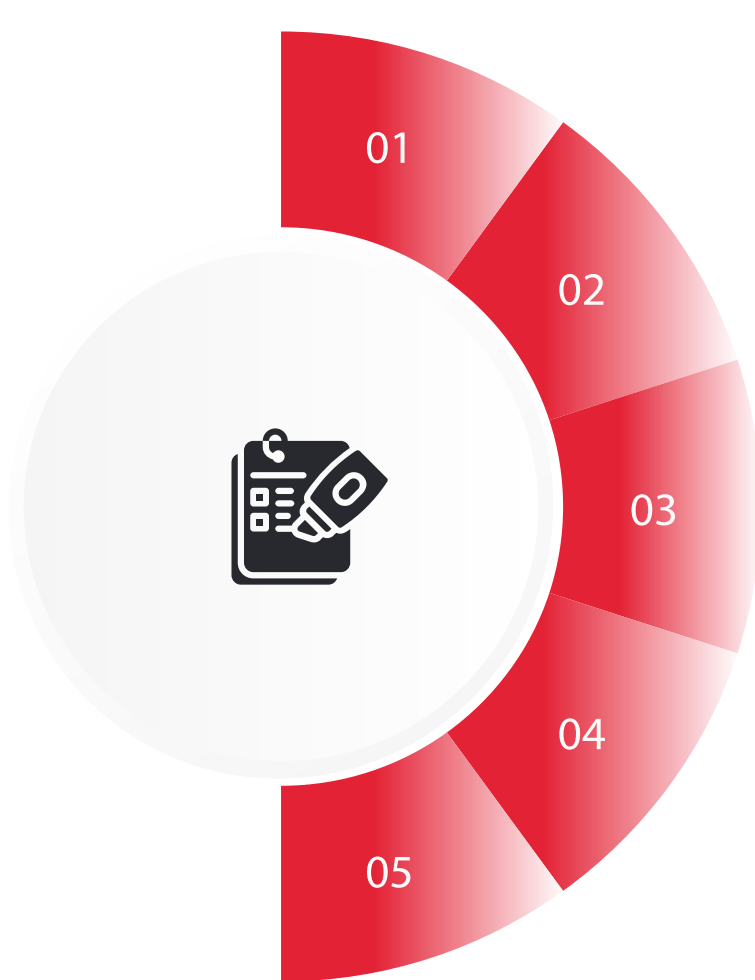
Delivered an Odoo ERP implementation for a member firm of one of the world's top-six accounting and audit networks active across 120+ countries. The project established a compliance-grade ERP foundation tailored to professional services workflows and financial reporting requirements in the East African market, demonstrating Ksolves' cross-border delivery capability and trust with globally branded clients.



03

Growth Strategy





Comprehensive IT Services & Product Suite

Ksolves offers an integrated portfolio of advanced IT services involving complex niche technologies and innovative products, enabling seamless digital transformation for global enterprises. This holistic approach drives recurring revenues, higher margins compared to others in the industry, client satisfaction, and long-term scalability



Experienced Leaders, Global Expertise

Experienced leadership is steering Ksolves into its next phase of growth, backed by **strategic vision** and **proven execution**. **New senior hires** bring global expertise that fuels business expansion and strengthens market presence



Consistent High-Growth and Industry-Leading Profitability Metrics

Ksolves achieved a robust **42% revenue CAGR** (FY21-FY26) with industry leading **EBITDA (29.7%)** and **PAT (21.1%)** margins. Exceptional **ROCE (152%)** and **ROE (137%)** underscore its superior efficiency and strong shareholder value creation



Diverse Clients. Efficient Operations. Future-Ready Talent

Ksolves boasts a **strong global presence** across **30+ countries** with a **diversified client base**, including marquee clients with **5+ years of association**. Improved **utilization** and **declining attrition** reflect operational efficiency and a stable, growth ready talent pool.



AI-First Architecture: A Structural Competitive Advantage

Ksolves has moved decisively from AI exploration to AI execution. With an internal **AI Excellence Hub**, **600+ AI-certified team members**, purpose-built agents in production, and AI embedded across all delivery practices, AI is not a feature Ksolves offers, it is the operating model Ksolves runs on. In a market where every enterprise is being asked to rewire for AI, Ksolves is already there and actively guiding clients through that same transformation.

From Challenger to Champion – Shaping the Next Phase of Digital Services Growth

Ksolves stands at an **inflection point** in its growth journey — positioned today where several of India’s most successful mid-market IT players were just a few years ago. With a **strong foundation** in place, **proven profitability**, **sticky global clients**, and **deep expertise in next-gen technologies**, it is uniquely placed to scale rapidly and emerge as the next breakout digital services champion

At an Inflection Point

Profitability already established, unlike many peers at this stage

Positioned where today’s recognized IT challengers were few years ago

Scalable Growth Engine

Deep capabilities in Digital, Cloud, Data, AI/ML and Product Engineering

Agile delivery model enabling faster client wins & cost-efficient execution

Enduring Client Stickiness

Fortune 500+ global enterprises as anchor clients

Engagements, strong cross-sell potential

Expanding footprint across BFSI, Retail, Healthcare, Manufacturing

Riding Structural Tailwinds

Global IT services and **digital transformation** markets on a multi-trillion-dollar trajectory

Cloud & AI adoption fueling secular double-digit growth

Well-aligned to capture an outsized share of **enterprise digital spend** in the coming decade



04

Management Team



Seasoned Leadership Driving the Next Phase of Growth



Ratan Srivastava

Chairman & Managing Director
20+ years of experience

Visionary leader to the core management team, driving company's strategic transformation and scaling operations. Focused on long-term value creation through innovation and market expansion, his leadership has strengthened the company's market position and ensured sustainable growth

Experience

IT services and solutions industry expertise. Worked with leading organizations: Tech Mahindra, Birlasoft, HSBC, and Persistent Systems. Strong background in technology, management, and business strategy

Qualification

B.Tech. in Computer Science & Engineering



Deepali Verma

Whole Time Director

Over 10+ years experience

Experience

Extensive experience in IT Industry and has played a key role in helping the company grow from conceptualization stage to today.

Qualification

Master of Commerce



Manish Gurnani

Chief Technology Officer

Over 22+ years of experience

Experience

Extensive and proven experience in AI/ML, NLP, Cloud (AWS, GCP), J2EE and mobile technologies. Worked with Tech Mahindra and Bank of America

Qualification

PGDM Finance
IIM (Lucknow)



Umang Soni

Chief Financial Officer

Over 10+ years of experience

Experience

CA and IIM Merit Holder with expertise in Investor Relations, Strategic Finance, Governance, and Financial Oversight.

Qualification

PGP-FM – IIM (Tiruchirappalli), CA



Ramesh Shinde

Delivery Head

Over 20+ years experience

Experience

Experience in Big Data, AWS Management DevOps, Web Development and Data Modelling. Worked with Persistent Systems

Qualification

B.Tech

Global Expertise Enabling Business Expansion



Aseem Kumar

Director- Program & Operations
Over 19+ years of experience

Experience

Expertise in Business Planning and Operations, Application Deployment and Maintenance, Program Management, Application Software Management
Worked with Ericsson and HCL Technologies

Qualification

M.B.A (IIT Kanpur), B.E. (CSE)



Om Prakash Maurya

Delivery Head
Over 10+ years of experience

Experience

Experience in Big data, Odoo and Apache Spark. Also, led the creation of Dashboard Ninja as founding member

Qualification

B.Tech



CA. Darpan Audichya

Head of Business Transformation
Over 14+ years of experience

Experience

Expertise in program management, consulting and business transformation domain
Worked with TCS, EY and KPMG

Qualification

CA, CS, M.Com



Kirti Sharma

Head – Business Development
Over 10+ years of experience

Experience

A client-centric, account-based growth strategy focused on expanding revenue through digital and AI-driven offerings.

Qualification

BA, Masters in Sociology



Anil Kushwaha

Technology Head
Over 13+ years of experience

Experience

Expertise in Java, Python, MEAN Stack, and Microservices, Kafka, NiFi, Cassandra, and Hadoop. Specialization in open-source architecture and AI/ML

Qualification

B.Tech Computer Science and Engineering



Sumit Huria

Project Manager
Over 13+ years of experience

Experience

Expertise in Manual QA along with Automation QA Playwright, Cypress, Selenium Performance testing using Locust
Worked with HCL Technologies

Qualification

B.E.



Rakesh Kumar

Senior Technical Lead (Salesforce)
Over 11+ years of experience

Experience

Expertise in Salesforce CRM strategy and implementation, Salesforce Application Architect, Salesforce cloud

Qualification

B.Tech IT



Manisha Kide

Company Secretary and Compliance Officer
Over 11+ years of experience

Experience

Expertise in Governance, Compliance and Legal Contract Management
Worked with TCNS Clothing-W Brands and PSR Associates

Qualification

CS, B.Com-LL.B, MBA-Finance, Certified CSR & ESG Professional



05

Awards & Accolades



Our select Awards & Accreditations

Awards

Best ERP Implementation Partner (Odoo) India 2025	Nasscom Impact Award for "Growth Leadership in Tech Products & Platform - B2B"	"2024 Deloitte India Technology Fast 50" organization	Dun & Bradstreet India's leading SMEs 2024 & Business Enterprises of Tomorrow 2023	NASSCOM Excellence in AI Services Award 2024	Indian MSME of the Year 2023 Award by Economic Times.	Great Companies - SME Business Award 2022 under the 'Business Services and Consulting Category'

Accreditations

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06

Case Studies



How Implementation of Odoo ERP Help Manufacturing Company to Streamline their Processes

INDUSTRY: Motor Coil Manufacturing
USER: 10

#ManufacturingAutomation

#OdooERP

Overview

We implemented Odoo ERP for an organisation from the industry to streamline material flow, quality control, and multi-location inventory. The solution improved efficiency, reduced errors, and supported both manual and automated production lines.

Key Challenges

- Material movement from incoming shipment to production
- Managing raw materials, finished goods, and red bin/scrap locations
- Handling separate workflows for manual and automated lines
- Enforcing quality checks at each stage with red bin handling
- Reducing manual intervention and improving real-time decision-making

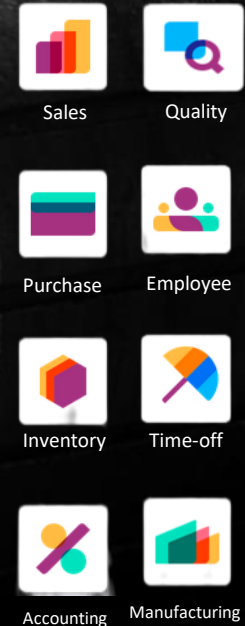
Our Solution

- Set up barcode-enabled material flow with auto stock transfers
- Configured multi-location inventory with red bin and scrap handling
- Defined separate workflows for manual and automated lines
- Implemented step-wise quality checks with red bin routing and rework/scrap actions

Impact

- Improved material tracking and reduced errors
- Efficient multi-location inventory management
- Optimized manual and automated production workflows
- Automated quality checks with effective defect handling
- Reduced manual work and faster decisions
- Scalable and future-ready system

Modules used



Delivered 40% Faster After-Market Service with Salesforce Agentforce

INDUSTRY: Manufacturing

CLOUD: Salesforce Agentforce, Data Cloud, Einstein AI

Overview

An Indian pumps manufacturing company streamlined its sales, service, and aftermarket operations by partnering with Ksolves and Salesforce, unifying data, improving team coordination, and enabling faster, more effective customer support.

Key Challenges

- **Fragmented Service Data:** Customer context scattered across emails, PDFs, and systems.
- **Manual Document Review:** Invoices and warranties slowed service resolution.
- **Delayed Lead Identification:** Upsell and replacement opportunities missed.
- **Inconsistent Diagnosis:** Troubleshooting relied on individual agent expertise.
- **Time-Consuming Communication:** Manual email and summary drafting reduced productivity

Our Solution

- **Unified AI Service View:** Agentforce connects service, product, and warranty data.
- **Automated Case Intelligence:** AI understands intent and product context instantly.
- **AI-Driven Diagnosis:** Standardized troubleshooting using historical patterns.
- **Smart Lead Summaries:** Service requests converted into actionable sales insights.
- **Secure AI Processing:** Einstein Trust Layer ensures governed data usage.

The Results

- **Faster Case Handling:** Service resolution time reduced by 30–40%.
- **Higher First-Time Fix Rate:** AI-assisted diagnosis improved accuracy.
- **Quicker Revenue Opportunities:** Faster identification of upgrades and replacements.
- **Reduced Manual Effort:** Automated document parsing and summaries.
- **Consistent Customer Communication:** High-quality AI-generated emails and updates.



How a Telecom Operator Transformed Massive Data Volumes into Real-Time Business Value

INDUSTRY: Telecom

#Big Data

#DataLake

#Microservices

#Kubernetes

Overview

A telecom operator needed to process massive volumes of call and transaction data from multiple network sources to support billing and digital services. Existing systems lacked speed, accuracy, and scalability.

Key Challenges

- High-volume call and transaction data processing
- Slow and error-prone legacy systems
- Data duplication impacting billing accuracy
- Limited support for real-time digital services

Our Solution

- Built a scalable, fault-tolerant big data platform
- Automated data ingestion, cleansing, and validation
- Enabled trusted, duplicate-free data processing
- Designed for real-time and batch workloads

Impact

- Accurate processing of millions of call records
- Faster launch of revenue-generating services
- Improved billing accuracy and customer trust
- Faster rollout of digital services (Mobile Money, CDRs)
- Future-ready platform for analytics and growth



Thank You

For further details please contact:

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