

ISIN: INE0FFK01017

Date: 28.05.2026

To,

**The National Stock Exchange of India
Limited, Exchange Plaza, NSE Building,
Bandra Kurla Complex, Bandra East,
Mumbai-400 0513 Fax: 022-26598237,
022-26598238**

SYMBOL: NPST

**BSE Limited
Corporate Relationship Department
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400 001
Scrip Code: 544396**

Subject: Analysts/Investors' Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Respected Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the presentation on the Audited Financial Results (Standalone and Consolidated) of the Company for the quarter and year ended on March 31, 2026.

The presentation is also being uploaded on the website of the Company i.e. www.npstx.com

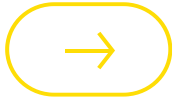
Kindly take the same on your record.

For Network People Services Technologies Limited

**Chetna Chawla
Company Secretary and Compliance Officer
Membership No. A64291**

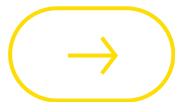
FY26 Snapshot

A Year of Transformation, Fundamentals and De-risking



Agenda

- 01.** NPST-Business Landscape
- 02.** FY 2025-26 Progress
- 03.** FY 2026 Q4 Business Update
- 04.** Financial Highlights – FY 2025-26



Business Landscape

Market presence, trends, growth opportunities and NPST product fitment



NPST: Driving Innovation in PayTech

Industry Expertise & Innovation

Over a decade of experience delivering cutting-edge technology

- **12 years** in business
- **20+** banks
- **100+** customers
- **60 M** daily transactions



Comprehensive Suite of Solutions

Integrated banking and payment products for:

- Central Bank/Authority
- Banks
- Third-Party Application Providers (TPAP)
- Payment Aggregators
- Fintech
- NBFC
- Enterprises



Empowering Modern Payments

Modernizing payment infrastructure - driving innovation and efficiency

- Technology Service Provider (TSP)
- Payments Platform as a Service
- AI-based RegTech



Enhanced Business Value

Leverage wide experience to enable customers tap new value pools

- Improve cost and revenue efficiency for customers
- Building new monetization models



Technology Service Provider (TSP)

A payment software partner for banks and fintech, enabling a compliant transaction processing engine. Also providing next-generation banking, payment, infrastructure, and software services across multiple segments.

Products: UPI | IMPS | CBDC | Banking Connect | BBPS | UPI 123 Pay | Omnichannel SuperApp | Bank-in-a-Box | Software Services

Revenue Model: Licensed/SaaS



Payments Platform-as-a Service (PPaaS)

Enables banks and fintech to launch and manage payment services end-to-end, from acquisition to settlement.

Products: Online Merchant Acquiring (Evok 3.0) | QR and Soundbox Solutions (Qynx) | Merchant Management System | Bharat Connect B2B | Merchant Orchestration

Revenue Model: Pay per use (SaaS Model)



RegTech

Provides fraud management across the transaction lifecycle, from pre-transaction to post-transaction.

Products: Risk Intelligence Decisioning Platform (RIDP) | Online Dispute Resolution (ODR) | Fraud Risk Management (FRM)

Revenue: Pay per use (SaaS Model)



Market trends shaping our opportunity

Fueled by regulation, macro-economics and technology trends

REGULATION



Open Banking



ONDC



Data Privacy Laws



Nationalism – Data Localization, National Interchanges



Cybersecurity and identity

ECONOMIC



Digital Push – Make in India



Smart Cities



New Business Models – Subscription economy



Rural Expansion and Vikshit Bharat



UPI Global

TECHNOLOGY



Cloud, Micro-Services API



Embedded Intelligence



IOT and AI



Digital Currencies

NEW OPPORTUNITIES AND CHALLENGES

Levers of Growth: Beyond Payments




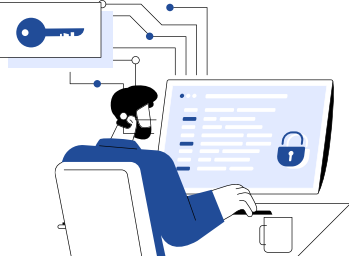

New product offering and target segments

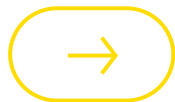
	Product	Market & Segments	Total Annual Market
Payment Processing	Evok 4.0, BBPS, Digital Currency	Banks, PAs, TPAPs, Fintechs NBFCs	Market: \$8 B CAGR: ~22%
Payment Devices	Qynx QR and SoundBox	Banks, PAs	Market: \$4 B CAGR: ~12.63%
RegTech	Risk Intelligence Decisioning Platform	Banks, PAs, Regulators, Merchants	Market: \$1.9 B* CAGR: ~32%
Digital Lending-UPI	Instant Credit /B2C & B2B	Banks, Pas, ERP Players, Merchants	Market: \$22 B CAGR: ~192%

Source: NPST Analysis

NPST's Growth Vision is to Achieve 2x Market Growth Rate by 2030

Our Products at Glance

Banking & Payments	Customer Experience	Merchant Acquiring	Regulatory Technologies	Payment & Security Devices
<ul style="list-style-type: none"> • Real Time Payments • Central Bank Digital Currency • Internet and Mobile Banking 	<ul style="list-style-type: none"> • Omnichannel Super App • Bank in Box • Decentralized open e-commerce 	<ul style="list-style-type: none"> • Online and Offline Merchant Payment Acceptance • Merchant Management System • Third Party App Provider • Payment Orchestration 	<ul style="list-style-type: none"> • Risk Intelligence Decisioning Platform • Bot Defense • Online Dispute Resolution • Enterprise Fraud Risk Management 	<ul style="list-style-type: none"> • Hardware Security Module • Soundbox • Smart PoS • Micro ATM • Load Balancer 



FY2025-26: A Year of Restructuring Fundamental values

Rebuilding Scalable Growth Engine

Strategic Transformation & Business De-risking

Regulatory De-risking

Reduced concentrated dependency on Evok, materially lowering single-partner and India-specific regulatory exposure.

Revenue Model Evolution

Recognized early the monetization limitations of India's UPI ecosystem, where MDR/interchange economics remain constrained despite rapid volume growth. Pivoted toward interoperable payment infrastructure for international markets where fee-based economics are structurally embedded.

Organizational Resilience

Successfully rebuilt the business over two years, demonstrating execution discipline, adaptability, and operational resilience.

Strategic Upside Unlocked

Emerged with next-generation payment products, growing international traction, structurally stronger margins, and diversified scalable revenue streams.

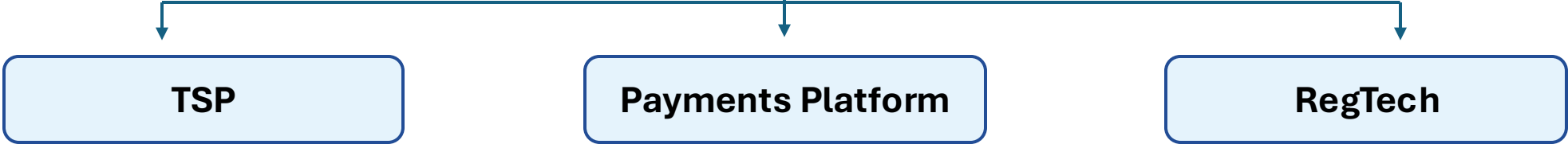
Improvisation in Business Matrix

Considering the nature of TSP business having longer credit period, target to improve payment terms and business mix from FY27.

Improve Revenue per employee matrix by 300%+ in next 3 years

Outcome: A structurally stronger and future-ready payments platform with lower regulatory dependency, improved monetization potential, and stronger long-term operating leverage.

Business Verticals



Strengthen TSP with Bank in Box and International Opportunities

Revamping PPaaS for International Opportunities

Pivot into AI-led Opportunities through RegTech

Strengthened TSP to Improve Business Model

FY 2024-25

- License Model
- Limited Banks/Enterprises in the ecosystem
- Prolonged business conversion timelines
- Longer Payment terms

FY 2025-26

Launched Bank in a Box

- Revenue Model: Recurring Subscription
- Quick Sales Cycle
- Addressable Market: 1200+ Banks

Launched TSP International

- Demand for Real-time/Fast payments solutions

FY 2027

SaaS

- Faster GTM
- Higher Acquisition Target
- Efficiency in execution
- New product launches
- Improved payment cycle

International

- Acquire new market
- Generate Business Volume
- Launch India Stack



IMPACT- Ability to Acquire High Volume Target Audience Improved Margin with SaaS and International Presence					
Year	FY 2025	FY 2026	FY 2027 E	FY 2028 E	FY 2029 E
Business Contribution	30-35%	90-95%	70-85%	65-80%	55-70%
Margin	Low		Medium-High		
SaaS Subscription	-	6 Tenants	50+ Tenants	100+ Tenants	200+ Tenants
International Market	-	1 Projects	7+ Projects	15+ Projects	25+ Projects

Revamping PPaaS for International Opportunities



FY 2024-25

- High margin ecosystem
- High regulatory uncertainty
- High ecosystem uncertainty

FY 2025-26

Revamped PPaaS Business

- Reduced exposure to regulatory and market uncertainty by redesigning products and processes.
- Launched merchant orchestration

Launched PPaaS International

- Compliant with global norms
- Redesigned for international market fit

FY 2026-27

PPaaS Domestic

- Adding new market segments
- Scope to improve margin
- Redefined products for banks
- Adding new business segments

PPaaS International

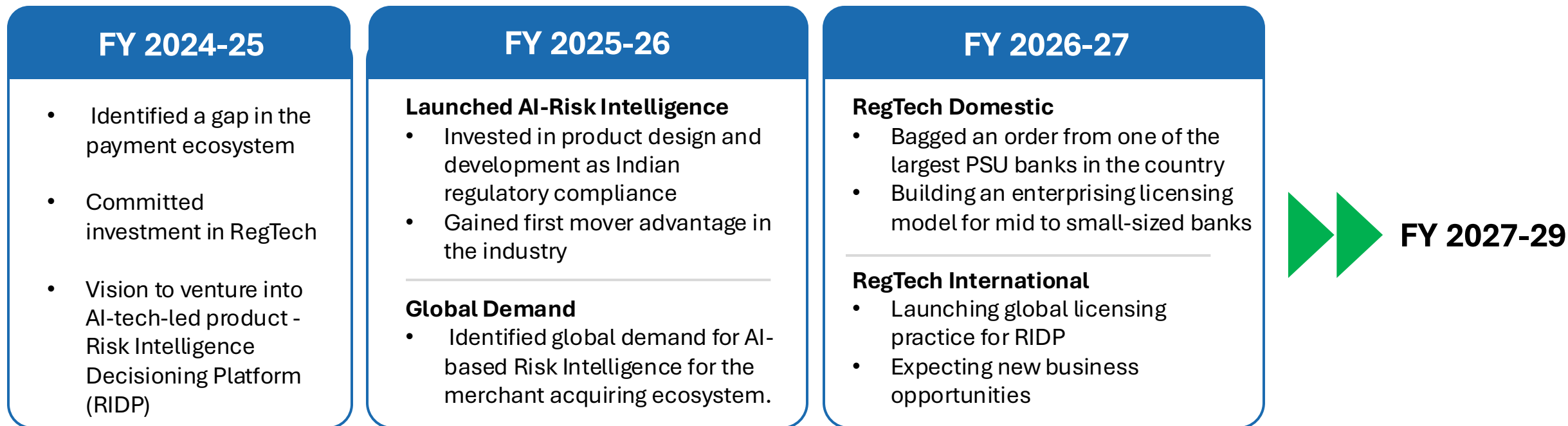
- Replicate India Stack in the global market
- Generate high-margin volumes



IMPACT- Ability to Acquire New to Market Segment with Improved Margin | Replicate India Stack & Acquire International Clients

Year	FY 2025	FY 2026	FY 2027 E	FY 2028 E	FY 2029 E
Business Contribution	65-70%	5-10%	7-12%	12-16%	16-23%
Margin	High		Medium-High		
Merchant Orchestration	-	-	4+ Clients	15+Clients	40+ Clients
International Market	-	-	3+ Projects	10+ Projects	15+ Projects

Pivot into AI-led Opportunities through RegTech



IMPACT - Generate High Margin Business with AI-based Product Venture in New Domain (RegTech) with First Mover Advantage					
Year	FY 2025	FY 2026	FY 2027 E	FY 2028 E	FY 2029 E
Business Contribution	-	-	5-8%	10-15%	20-30%
Margin	High - Very High				
Domestic Market	-	-	10+ Clients	20+ Clients	50+ Clients
International Market	-	-	2+ Projects	10+ Projects	15+ Projects

International Road Map

Building a globally scalable payments and digital infrastructure platform with recurring SaaS and transaction-linked revenue streams, stronger monetization economics, and increasing international revenue contribution.

TSP

Exporting India’s digital payments and banking infrastructure playbook to international markets.

Launched a fully configurable digital banking solution requiring minimal customer-side development effort, enabling faster deployment and scalability.

Business Contribution (Est)			
Margin	FY 27	FY 28	FY 29
High	10-15%	15-20%	25-30%

PPaaS

Re-architected Evok for global markets with monetisation models aligned to MDR and interchange-based ecosystems, unlike India’s zero-MDR UPI framework.

Signed engagements in the Middle East and Asia.

Business Contribution (Est)			
Margin	FY 27	FY 28	FY 29
Very High	5-8%	8-10%	10-15%

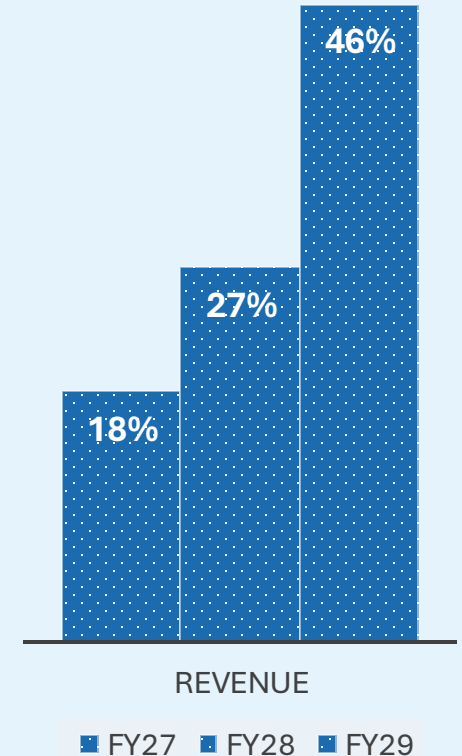
RegTech

Stronger demand for AI-based Risk Engine in the global market.

This demand is led by the product design through a complex payment ecosystem in India.

Business Contribution (Est)			
Margin	FY 27	FY 28	FY 29
Very High	-	-	5-10%

Estimated Contribution from International Business (in %)



Business contribution and Margin Journey

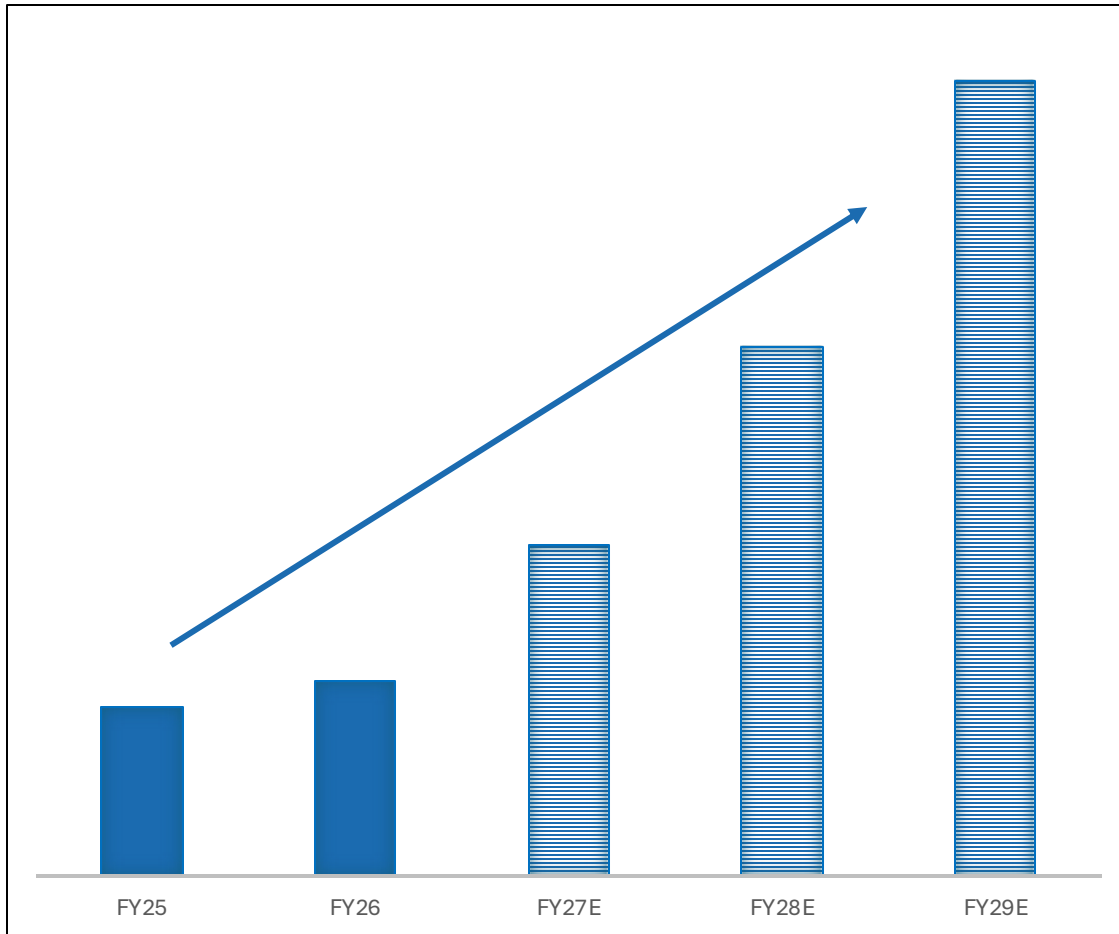
Business	Vertical	Revenue Model	FY 2024-26 Margin	FY 25 Revenue Contribution	FY 26 Revenue Contribution	FY 27+ Margin	FY 27 Business Contribution	FY 28 Business Contribution	FY 29 Business Contribution
TSP	Domestic	Licensed/SaaS	Low	10-15%	90-95%	Low-Medium* (SaaS Uplift)	65-70%	50-60%	30-40%
	International	Licensed/SaaS	High	-	-	High	10-15%	15-20%	25-30%
Payments Platform	Domestic	SaaS	High	85-90%	5-10%	Medium (Industry Impact)	2-5%	2-5%	2-5%
	International	SaaS	Very High	-	-	Very High	5-8%	8-10%	10-15%
RegTech	Domestic	SaaS	High	-	-	High	5-8%	10-15%	15-20%
	International	SaaS	Very High	-	-	Very High	-	-	5-10%

Above estimates are approximate numbers to understand the growth trajectory

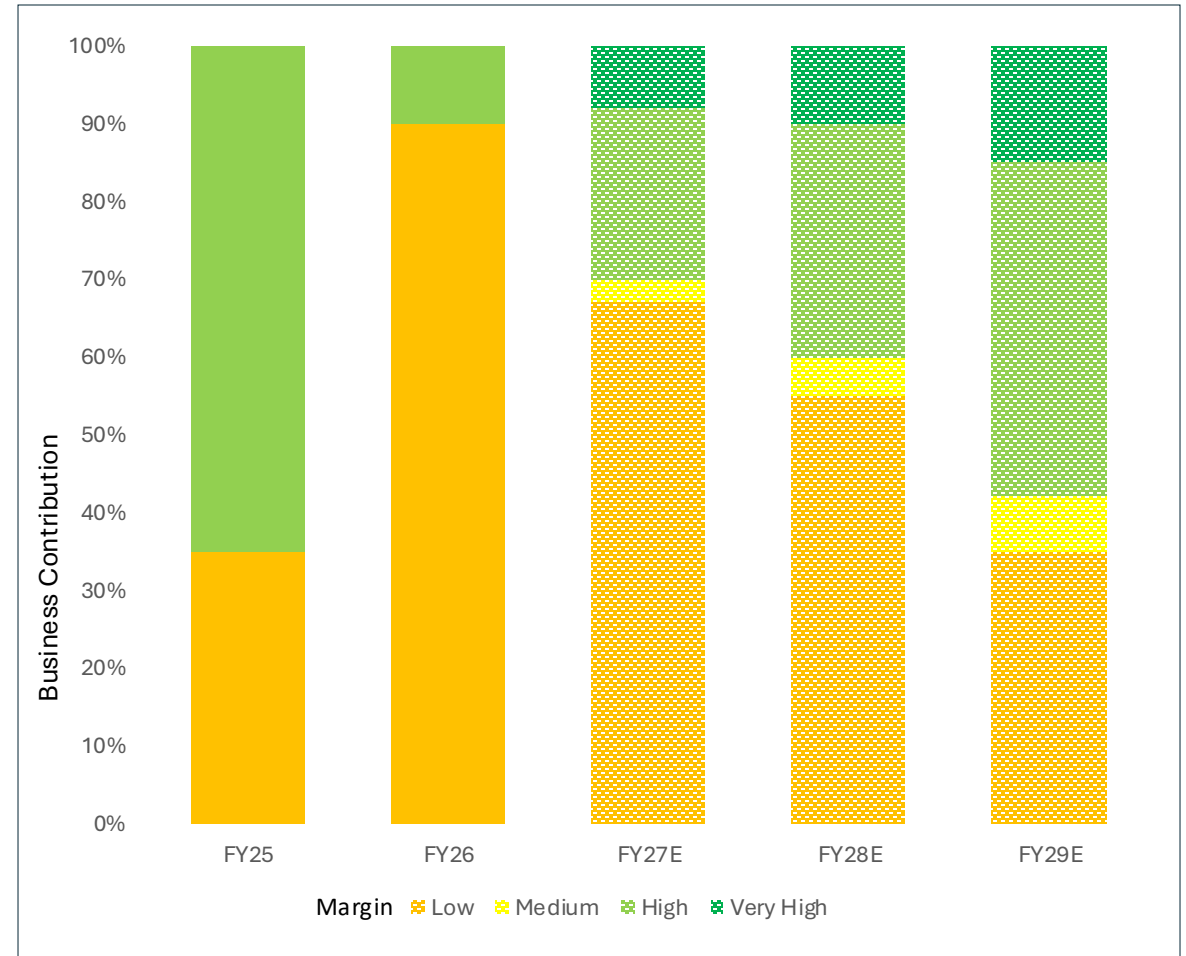
*In FY 2026, NPST invested in a SaaS-based “Bank in a Box” model to improve margin from “low” to “medium” in TSP Domestic. It will reflect the incremental margin impact in next three years.

Expected Business Growth with Margin Impact

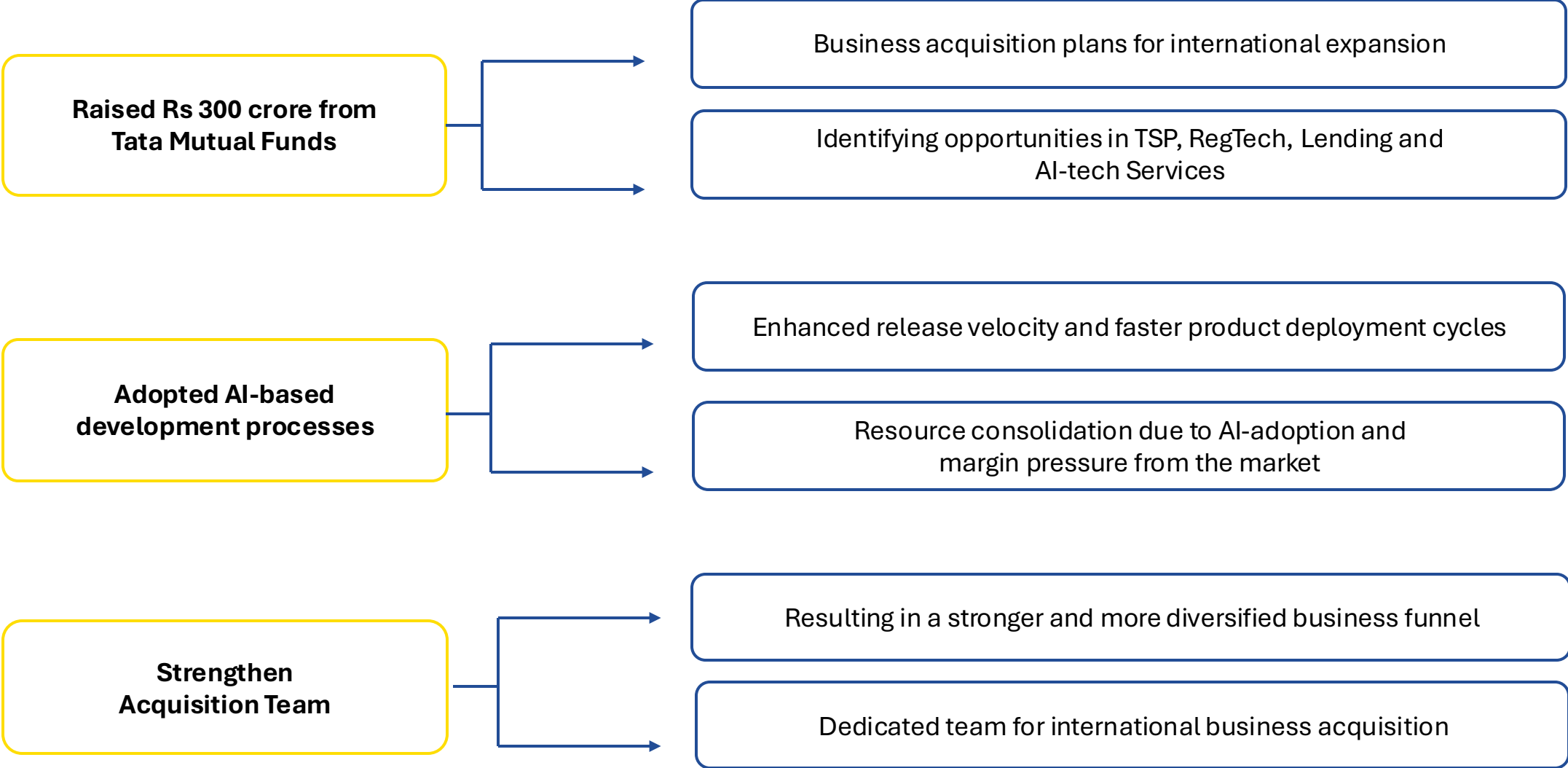
Expected Business Growth for the next 3 years (~70% CAGR)



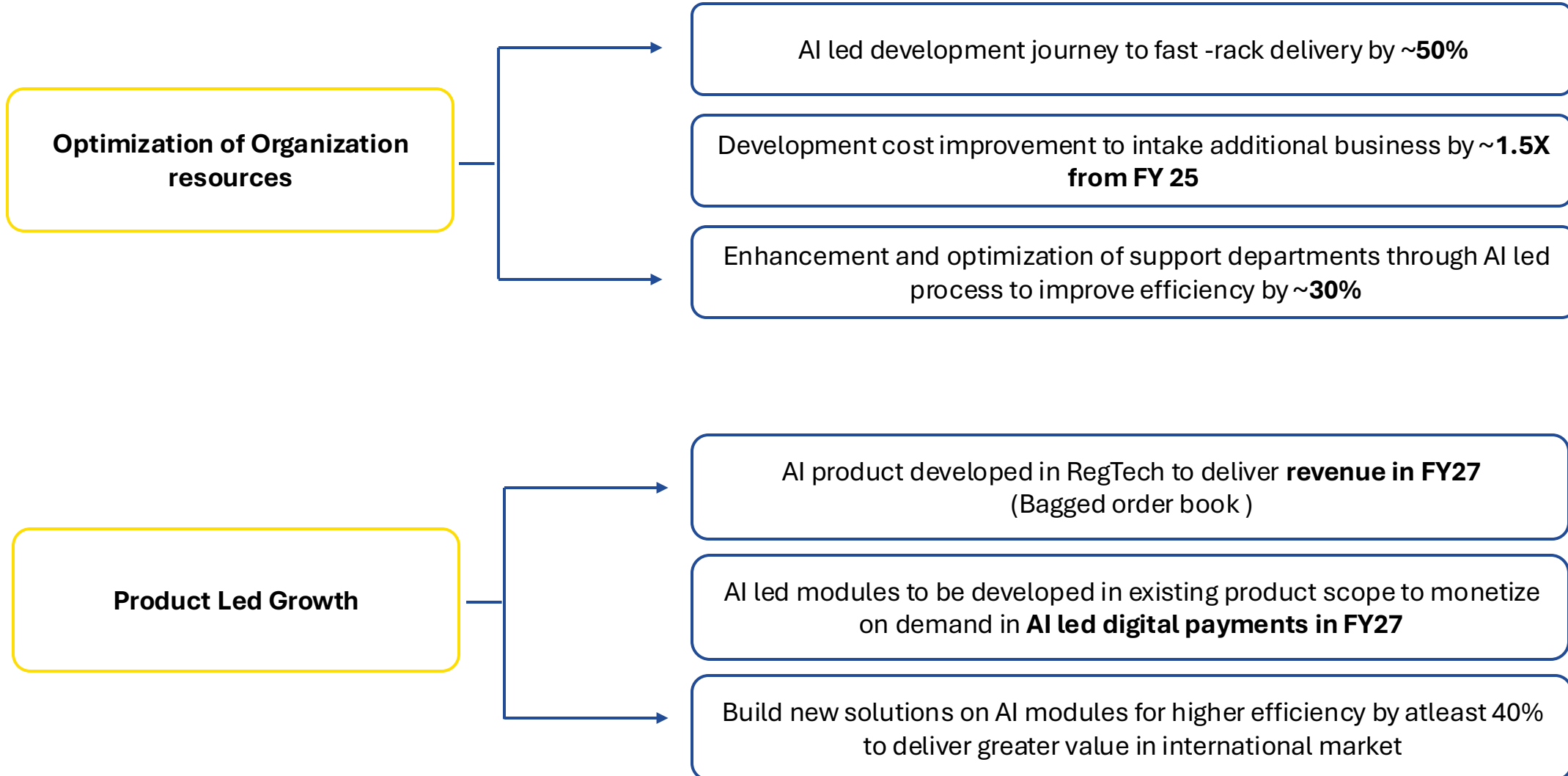
Business Contribution as per Margin (in %)

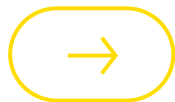


Key Initiatives Undertaken During FY26



NPST: AI Strategy





Business Updates Q4-FY26

Increase in order book



FY 26 Q4: Business Progress



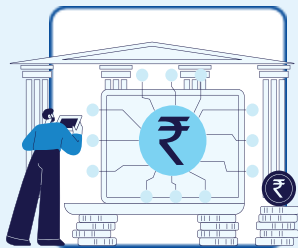
Bank in a Box:

Bagged three orders from the cooperative bank and SFB



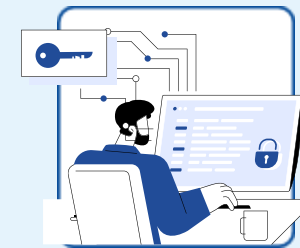
Payment Devices:

Captured market share in Maharashtra with six cooperative banks in Q4.



Payment Security Devices:

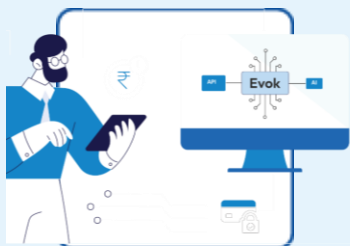
Continued order win in this segment with one account in PSU.



RegTech

Won implementation order from a central payment body for international account

FY 26 Q4: Business Progress



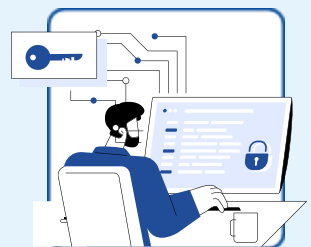
Merchant Orchestration:
Launched and bagged an order after the PPaaS revamp from a Govt body



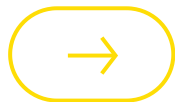
Banking Connect:
Strengthened position with one PSU order



IoT Payments
Piloting payments through IoT with first order from a fintech



RegTech (RIDP)
Bagged one of the first and the largest orders from a PSU Bank for Merchant Risk Underwriting



Financial Highlights –FY26

Providing digital technology across financial value chain



Q4 FY26 Consolidated Key Financial Highlights

Revenue

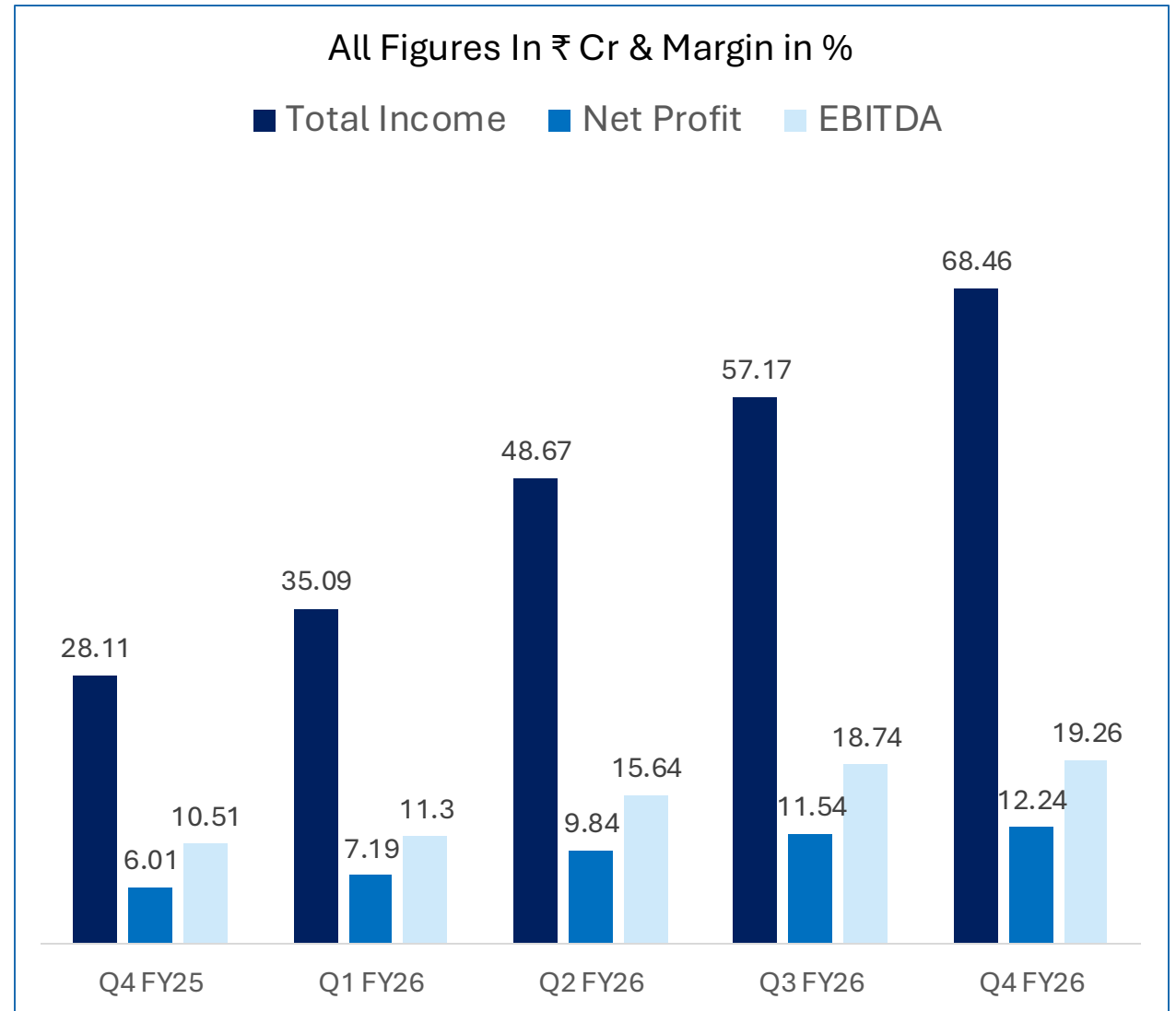
Total Income grew from ₹28.11 Cr → ₹68.46 Cr in just 4 quarters (~2.4x)

EBITDA

Nearly doubled from ₹10.51 Cr → ₹19.26 Cr

Net Profit

Grew ~2x from ₹6.01 Cr → ₹12.24 Cr



Q4 FY26 Consolidated Key Financial Highlights



All Figures In ₹ Cr & Margin in %

Particulars	Q4FY26	Q3FY26	QoQ (% Change)	Q4 FY25	YoY (% Change)
Total Income	68.46	57.17	19.75%	28.11	143.51%
EBITDA	19.46	18.74	3.85%	10.51	85.27%
EBITDA (%)	28.43%	32.78%		37.37%	
Net Profit	12.24	11.54	6.06%	5.22	134.31%
Net Profit (%)	17.88%	20.19%		18.58%	
Diluted EPS (₹)	6.17	5.92	4.24%	2.69	128.99%

Q4 FY26 Consolidated Results Highlights



All Figures In ₹ Cr & Margin in %

Particulars	Q4FY26	Q3 FY26	QoQ (% Change)	Q4FY25	YoY (% Change)
Revenues	61.98	52.62		26.35	
Other Income	6.48	4.55		1.76	
Total Income	68.46	57.17	19.75%	28.11	143.51%
Project expenses	34.35	22.32		6.10	
Employee costs	10.03	11.01		9.11	
Other expenses	4.62	5.10		2.40	
Total Expenditure	49.00	38.43		17.61	
EBITDA	19.46	18.74	3.85%	10.51	85.27%
EBITDA %	28.43%	32.78%		37.37%	
Finance Costs	0.35	0.19		0.18	
Depreciation	3.18	2.57		2.06	
PBT	15.93	15.99		8.27	
Tax	3.69	4.44		3.04	
Net Profit	12.24	11.54	6.06%	5.22	134.31%
Net Profit %	17.88%	20.19%		18.58%	
Diluted EPS (₹)	6.17	5.92	4.24%	2.69	128.99%

FY26 Reflection of Strong Operating Leverage and a Scalable Business Model

Revenue

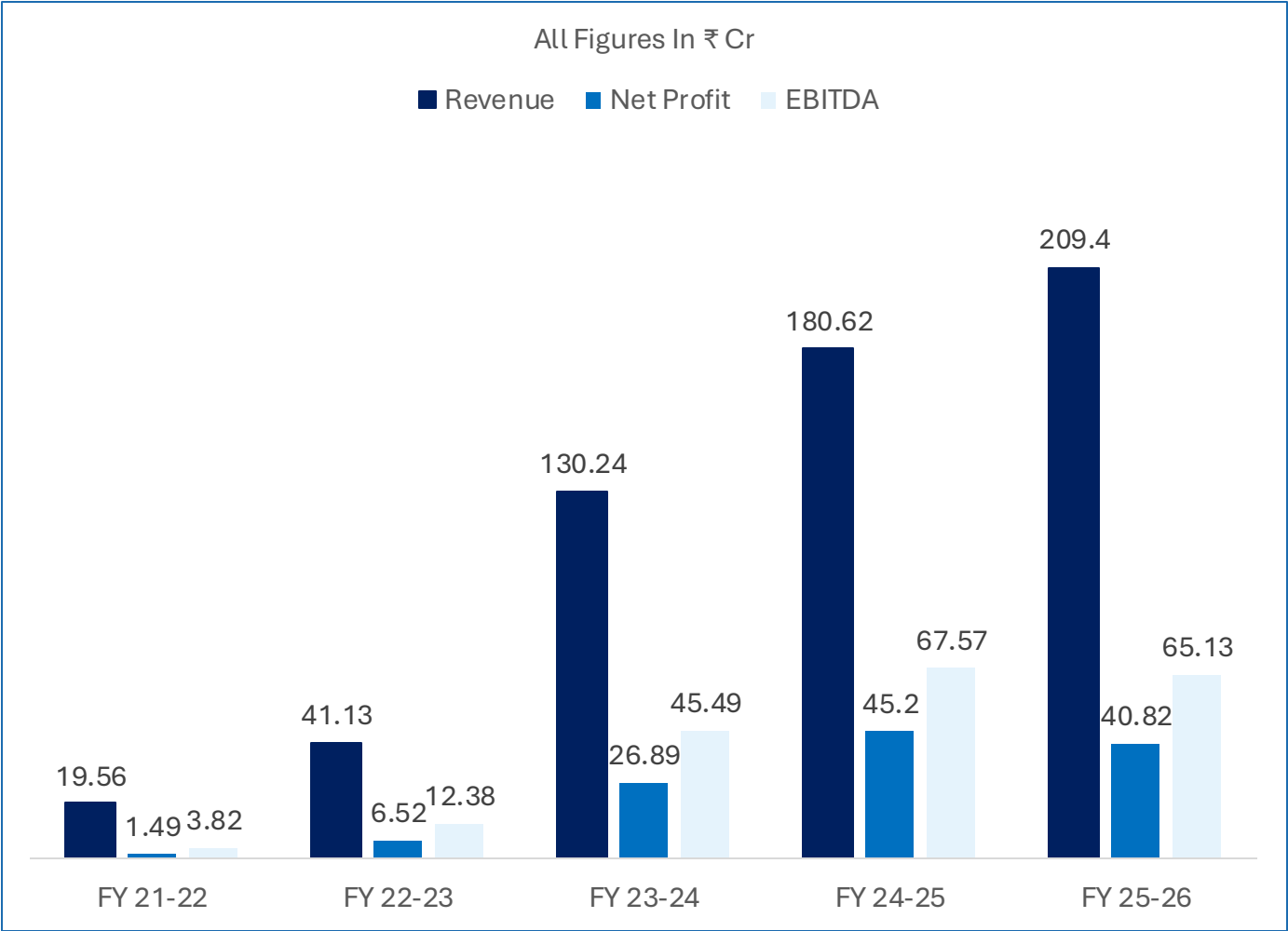
₹19.56 Cr (FY22) → ₹209.40 Cr (FY26)
4-Year CAGR: ~81%
 10.7x growth in 5 years

EBITDA

₹3.82 Cr (FY22) → ₹65.13 Cr (FY26)
4-Year CAGR: ~103%

Net Profit

₹1.49 Cr (FY22) → ₹40.82 Cr (FY26)
4-Year CAGR: ~128%



FY26 Consolidated Key Financial Highlights

All Figures In ₹ Cr & Margin in %

Particulars	FY 2025	FY 2026
Total Income	180.62	209.40
EBITDA	67.58	65.13
EBITDA (%)	37.41%	31.10%
Net Profit	45.20	40.82
Net Profit (%)	25.03%	19.49%
Diluted EPS (₹)	23.27	20.58

FY26 Consolidated Results Highlights



All Figures In ₹ Cr & Margin in %

Particulars	FY 2025	FY 2026
Revenues	173.21	194.90
Other Income	7.41	14.49
Total Income	180.62	209.40
Project expenses	56.23	87.78
Employee costs	44.53	41.04
Other expenses	12.29	15.44
Total Expenditure	113.04	144.26
EBITDA	67.58	65.13
EBITDA %	37.41%	31.10%
Finance Costs	0.34	0.91
Depreciation	6.88	9.16
PBT	60.35	55.06
Tax	15.15	14.24
Net Profit	45.20	40.82
Net Profit %	25.03%	19.49%
Diluted EPS (₹)	23.27	20.58



Thank You!

