



Investor Presentation July 2021

Overview

Overview

1

A globally trusted technology partner with strong capabilities & proven track record in **Information Technology services**. It also has market leading **proprietary product suits**.

2

A team of **325+ developers** & architects and **30+ running clients** across **12 countries** with our Offices in the USA, India & East Africa.

3

We are **Odoo** Silver Partner, **Adobe** Bronze Partner, **Salesforce** ISV Partner, Salesforce Consulting Partner and **Drupal** Association Supporting Partner.

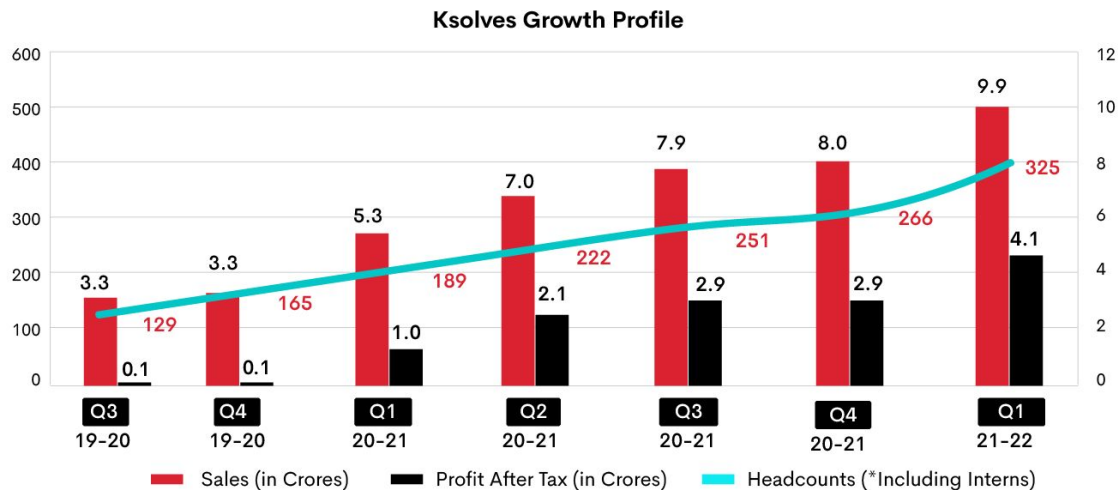
4

Ksolves India Limited is certified for level 3 of the **Capability Maturity Model integration (CMMI)**

Super growth Cycle

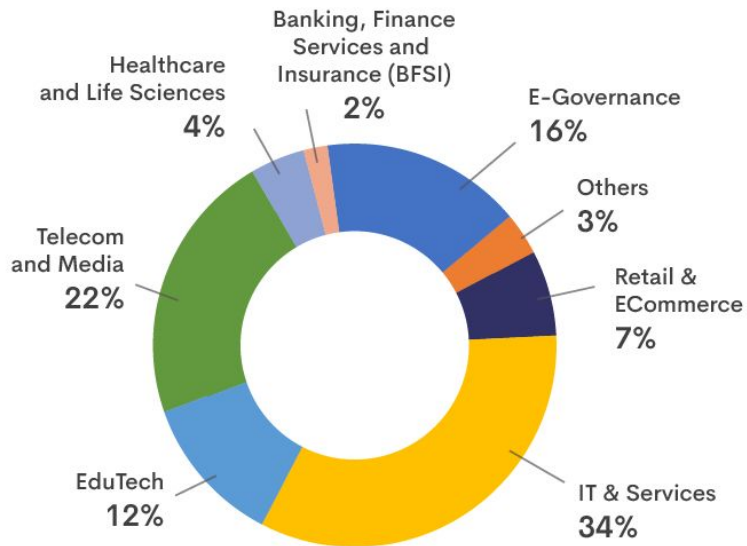
Over the last five years: Company has delivered **75% CAGR of Sales** and **133% CAGR of Profit after tax(PAT)**.

Industry beating Sales growth and OPM% : While company avoids giving guidance for futures, it is aiming to continue beating Industry average growth while also maintaining best operating profit margin (OPM) in next 4-5 years.

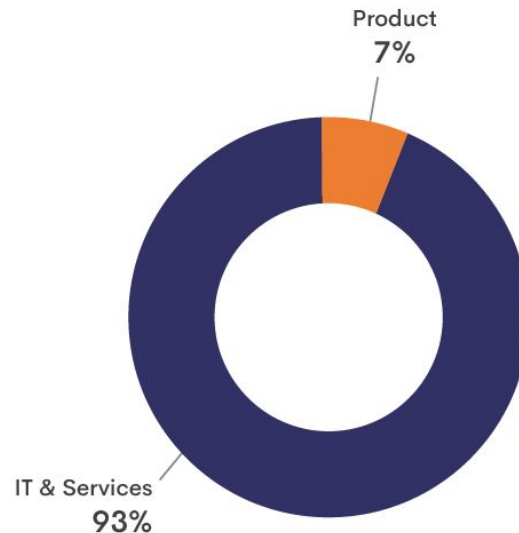


Ksolves' Revenue by Segments

Revenue by Industry

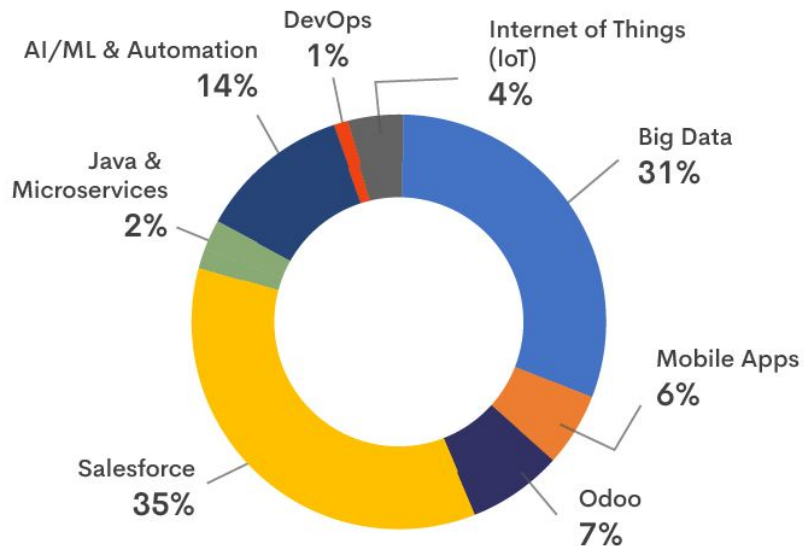


Revenue by Business Units

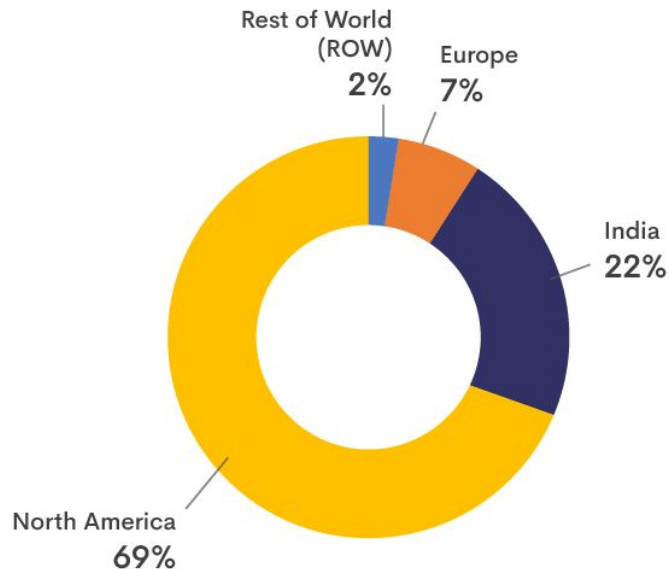


Ksolves' Revenue by Segments

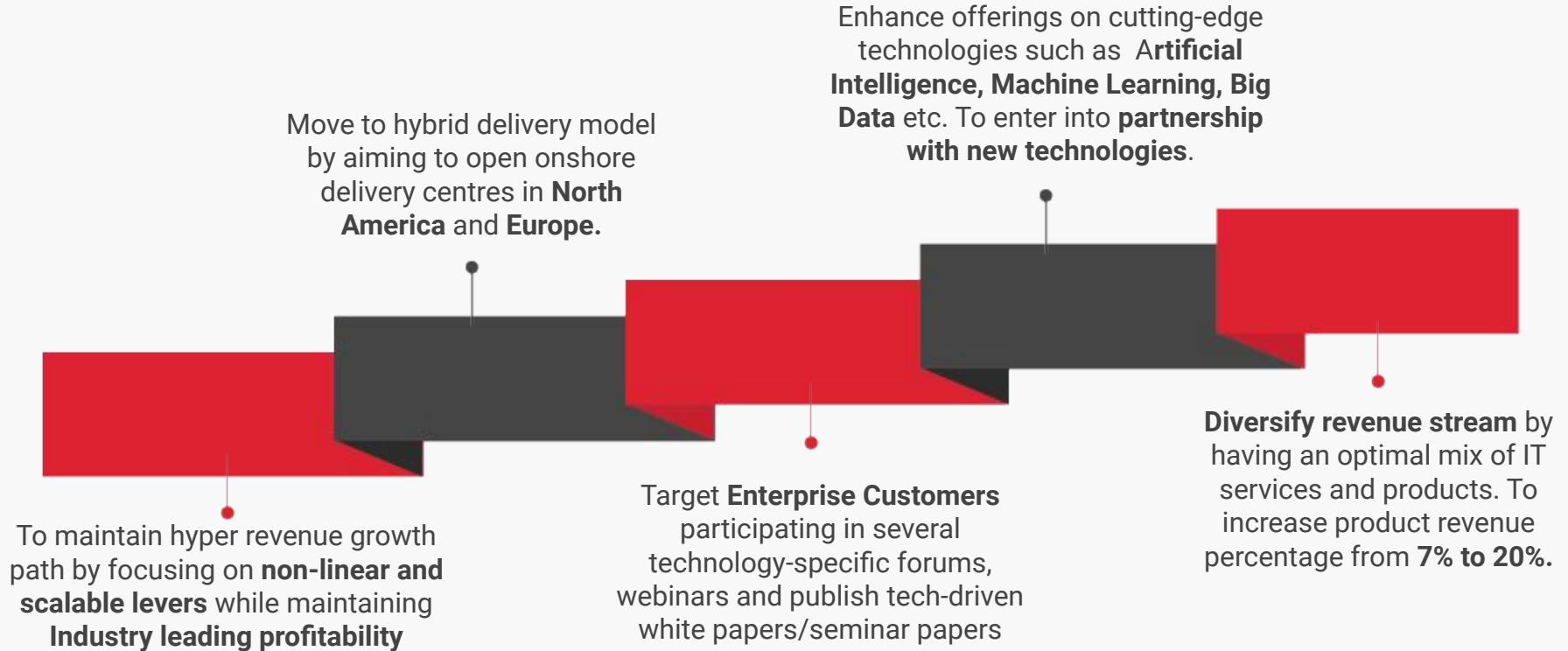
Revenue by Technology



Revenue by Geography



Strategic Growth Plan



Core Team



Ratan Srivastava

Founder & CEO

15+ Years IT Experience



Manish Gurnani

Chief Technology Officer
(CTO)

22+ Years IT Experience



Umang Soni

Chief Financial Officer
(CFO)

4+ Years Experience



Vinod Verma

Sr. AI/ML Architect

16+ Years IT Experience



Pravesh Mehta

Sr. Salesforce Architect

10+ Years IT Experience



Manisha Kide

Company Secretary and
Compliance Officer

6+ Years Experience



Kirti Sharma

Head-Business
Development

6+ Years IT Experience



Akanksha Saini

HR Practice Lead

6+ Years HR Experience



Satendra Sharma

Sr. Automation Manager

10+ Years IT Experience

Board of Directors



Ratan Srivastava

Chairman cum Managing
Director



Deepali Verma

Whole-time Director



Varun Sharma

Independent Director

PhD. Finance at London
Business School



Arpit Goyal

Independent Director

Company Secretary and
Law Graduate



Varsha Choudhry

Independent Director

Chartered Accountant

Partnerships



Salesforce Consulting Partner



BRONZE
Solution Partner

Adobe Bronze Solution Partner



Odoo Silver Partner



Drupal Association Supporting
Partner Program

Awards and Accreditation



Esteemed Clientele



Onpoint Group

Logistics
Salesforce/Mobility



Sharemeister

Digital Utility Platform
Big Data



Knight Broadband

Communications
AI/ML & Automation



Ekogenio

Computer Software
Internet of Things-IoT



CountAbout

Financial Services
Salesforce



Cut Yeti

Video Editing
Big Data



Hardy Nutritionals

Healthcare
Java & Micro Services



NimbleThis

Cable Networking
Big Data and AI/ML



Smarteeva

Healthcare
Salesforce

New Additions to Clientele



Larsen & Toubro

E-Governance
Big Data, Deveops,
Machine Learning



Persistent

Healthcare
Salesforce

Financials Metrics

Capital Allocation & Dividend Distribution

Asset Light Model/High Dividend yield: Company follows the Asset light model, resulting in a very high ROA & dividend yield. Company as of now has **negligible debt**.

2/3rd of Profits as Dividend: In the last financial year, the company has declared dividend of Rs. 40 per share. Out of PAT of 8.9cr, the company had distributed dividend of 5.9cr to the equity shareholders of the company i.e. 2/3rd of the profit was distributed as dividend computing to 66.67% of the profits of the company.

70% of FCF as Dividend/Buyback: Going forward, the company **aspires to return ~70%** of the free cash flow (FCF) generated via **Dividend or Buybacks** to Equity shareholders.

Financial Ratios (2020-21)

Days Sales Outstanding (DSO): The Company has an industry beating DSO of **47.12 days**, which depicts financial discipline in operations and quick and successful conversion of receivables into cash.

Return on Assets (ROA): The company has excellent return on assets ratio of **815%**, the company is efficiently using its assets to generate profits.

Return on Capital Employed (ROCE): The company has industry leading ROCE of **87.72%**.

Return on equity (ROE): The company also has industry leading ROE of **66.89%**.

Migration from SME to Main board Exchange

Aiming for Migration to Main board: In future the company is aiming to list its shares on Main board of National Stock Exchange and planning to fulfill the requisite conditions gradually, one of the same is as mentioned below:
Post issue face value of equity shares is of more than 10 crore and Up to 25 crore may voluntarily migrate to main board Subject to approval of the Shareholders by passing Special resolution.

Bonus Issue to meet minimum capital requirement of exchange: In context of above, the company had recently announced two rounds of bonus shares to meet the minimum equity capital requirement of 10+ crore.

Company is also aiming to meet other required statutory conditions to apply for **migration to main board of NSE in CY 2022** (eligible after two years of listing on SME exchange that was July'20), subject to the approval of SEBI and other regulatory authorities.

Consolidated Profit & Loss for quarter ending June 2021

(Amount in Lakhs)							
	Particulars	Quarter ended on 30/06/2021	Quarter ended on 31/03/2021	Quarter ended on 30/06/2020	Year to date figures for year ended on 30/06/2021	Year to date figures for the year ended 30/06/2020	Year to date figures for the previous year ended 31/03/2021
		Unaudited	Audited	Unaudited	Unaudited	Unaudited	Audited
	INCOME FROM OPERATIONS						
I	Revenue from Operations	994.00	804.81	534.48	994.00	534.48	2,821.54
II	Other Income	73.57	9.07	0.03	73.57	0.03	20.91
III	Total Revenue (I+II)	1067.57	813.88	534.51	1067.57	534.51	2842.45
IV	EXPENSES						
	Cost of Material Consumed	-	-	-	-	-	-
	Purchase of Stock in Trade	-	-	-	-	-	-
	Change in inventories of Finished Goods, Work-in-progress & Stock in Trade	-	-	-	-	-	-
	Employee Benefit Expenses	389.63	296.71	239.26	389.63	239.26	1155.51
	Finance Cost	0.15	0.20	0.35	0.15	0.35	1.11
	Depreciation & Amortization Expense	11.76	10.79	9.33	11.76	9.33	43.49
	Other Expenses	138.66	108.03	142.35	138.66	142.35	446.53
	Total expenses (IV)	540.20	415.73	391.29	540.20	391.29	1646.64
V	Profit before Exceptional & Extraordinary Items and tax (III-IV)	527.37	398.16	143.22	527.37	143.22	1195.82
VI	Exceptional Items	7.49	-	-	7.49	-	-
VII	Profit before Extraordinary Items and tax (V-VI)	519.88	398.16	143.22	519.88	143.22	1195.82
VIII	Extraordinary Items						
IX	Profit before tax (VII-VIII)	519.88	398.16	143.22	519.88	143.22	1195.82
X	Tax Expenses						
	1 Current Tax	115.34	103.92	44.87	115.34	44.87	310.50
	2 Deferred Tax	-5.83	1.93	-5.51	-5.83	-5.51	(9.10)
	2 Tax Related to Previous Year	0.00	0.00	0.62	0.00	0.62	0.62
	Total Tax Expenses (X)	109.51	105.85	39.98	109.51	39.98	302.02
XI	Profit/(Loss) for the period from continuing operations (IX-X)	410.37	292.31	103.24	410.37	103.24	893.80
XII	Profit/(Loss) from discontinuing operation	-	-	-	-	-	-
XIII	Tax Expenses of discontinuing operations	-	-	-	-	-	-
XIV	Profit/(Loss) from discontinuing operation after tax (XII-XIII)	-	-	-	-	-	-
XV	Profit/(Loss) for the Period (XI+XIV)	410.37	292.31	103.24	410.37	103.24	893.80
XVI	Paid up Equity Share Capital	592.80	148.20	108.00	592.80	108.00	148.20
XVII	Reserves & Surplus	641.22	1188.05	183.89	641.22	183.89	1188.05
XVIII	Earnings per equity share						
	(1) Basic	6.92	4.93	2.39	6.92	2.39	15.08
	(2) Diluted	6.92	4.93	2.39	6.92	2.39	15.08

Audited Consolidated Profit & Loss for quarter and year ended on March 2021

(Amount in Lakhs)

	Particulars	Quarter ended on 31/03/2021	Previous Quarter ended on 31/12/2020	Corresponding Quarter ended on 31/03/2020	Year to date figures for year ended on 31/03/2021	Year to date figures for the previous year ended 31/03/2020
		Audited	Un-audited	Audited	Audited	Audited
	INCOME FROM OPERATIONS					
I	Revenue from Operations	804.81	787.16	334.29	2821.54	1,013.23
II	Other Income	9.07	6.84	0.21	20.91	0.41
III	Total Revenue (I+II)	813.88	794.00	334.51	2842.45	1013.64
IV	EXPENSES					
	Cost of Material Consumed		-	-	-	-
	Purchase of Stock in Trade		-	-	-	-
	Change in inventories of Finished Goods, Work-in-progress & Stock in Trade		-	-	-	-
	Employee Benefit Expenses	296.71	321.81	192.38	1155.51	560.20
	Finance Cost	0.20	0.25	0.40	1.11	0.44
	Depreciation & Amortization Expense	10.79	13.77	9.64	43.49	28.93
	Other Expenses	108.03	93.09	112.21	446.53	333.47
	Total expenses (IV)	415.73	428.92	314.63	1646.64	923.04
V	Profit before Exceptional & Extraordinary Items and tax (III-IV)	398.16	365.08	19.88	1195.82	90.60
VI	Exceptional Items	-	-	-	-	-
VII	Profit before Extraordinary Items and tax (V-VI)	398.16	365.08	19.88	1195.82	90.60
VIII	Extraordinary Items					
IX	Profit before tax (VII-VIII)	398.16	365.08	19.88	1195.82	90.60
X	Tax Expenses					
	1 Current Tax	103.92	79.18	4.89	310.50	23.46
	2 Deferred Tax	1.93	0.00	0.11	-9.10	(0.67)
	3 Tax Related to Previous Year	0.00	0.00	0.00	0.62	0.00
	Total Tax Expenses (X)	105.85	79.18	5.00	302.02	22.79
XI	Profit/(Loss) for the period from continuing operations (IX-X)	292.31	285.90	14.87	893.80	67.81
XII	Profit/(Loss) from discontinuing operation		-	-	-	-
XIII	Tax Expenses of discontinuing operations		-	-	-	-
XIV	Profit/(Loss) from discontinuing operation after tax (XII-XIII)		-	-	-	-
XV	Profit/(Loss) for the Period (XI+XIV)	292.31	285.90	14.87	893.80	67.81
XVI	Paid up Equity Share Capital	148.20	148.20	2.00	148.20	2.00
XVII	Reserves & Surplus	1188.05	1043.93	85.65	1188.05	85.65
XVIII	Earnings per equity share					
	(1) Basic	19.72	19.29	74.37	65.13	31.43
	(2) Diluted	19.72	19.29	74.37	65.13	31.43

Audited Consolidated Balance Sheet as on 31st Mar 2021

Particulars	As on 31st March 2021	As on 31st March, 2020
	Audited	Audited
I. EQUITY AND LIABILITIES		
1 Shareholders' funds		
Share capital	148.20	2.00
Reserves and surplus	1,188.05	85.65
	1,336.25	87.65
2 Non-current liabilities		
Long Term Borrowings	-	7.75
Deferred Tax Liabilities (Net)	-	-
Other Long Term Liabilities	-	-
Long Term Provision	28.19	-
	28.19	7.75
3 Current liabilities		
Short Term Borrowings	-	3.00
Trade Payables		
(i) Total outstanding dues of micro enterprises and small enterprises	-	5.40
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises	10.43	20.89
Other Current Liabilities	32.34	50.54
Short Term Provisions	314.15	33.96
	356.92	113.79
TOTAL	1,721.36	209.19
II. ASSETS		
Non-current assets		
Property Plant & Equipments		
1 Fixed assets		
(i) Tangible Assets	95.68	111.68
(ii) Intangible Assets	5.99	5.99
Non Current Investments	2.83	1.00
Long Term Loans & Advances	39.52	24.05
Deferred Tax Assets	9.55	0.45
Other Non Current Assets	21.55	-
	175.11	143.17
3 Current assets		
Current Investments	-	-
Trade Receivables	364.26	-
Cash and cash equivalents	808.92	5.54
Short Term Loans & Advances	-	-
Other Current Assets	373.07	60.49
	1,546.25	66.03
TOTAL	1,721.36	209.19

Ksolves Technological Capabilities

Ksolves Services & Solutions Suite

Why is Ksolves a preferred engineering partner for many enterprise businesses?

A proven track record of successfully delivering large scale enterprise grade projects across various latest technology stacks (with following focus areas) and with domain expertise in many industry verticals with the help of a strong, highly experienced team of Business Analysts, Technical/Solutions Architects, Developers, Testers, Scrum Masters, DevOps Engineers and Support/Maintenance Engineers.



Healthcare & Life Sciences



Edu Tech



E-Governance



IT & Services



Telecom & Media



Banking, Financial Services and Insurance



Retail & ECommerce

Big Data

A seasoned team of developers having experience in and ready to be deployed on projects involving handling and processing bulk amount of transactional data using Big Data technologies



Apache Spark



Apache NiFi



Apache Kafka



Apache Hadoop



cassandra
Apache Cassandra

Salesforce

A strong team of certified developers having expertise in and ready to serve your IT services needs

Salesforce Lightning
& Aura Components
Development

Salesforce
Development & CRM
Consulting

Sales, Service,
Marketing, Community
Cloud

AppExchange App
Development & Listing

Migration to
Salesforce
from other CRMs

Integrating Salesforce
with Third-party
Applications

Salesforce CPQ
Implementation

AI/ML

A strong team of developers having deep expertise and knowledge in designing and implementing AI/ML solutions



Business Process
Automation



Predictive
Analytics



Voice
Assistant



Computer
Vision



Natural Language
Processing



Chatbot
Development



Recommendation
System Development
Services

Java/MicroServices

Design and develop custom enterprise grade solutions



Leveraging the J2EE platform for developing customized solutions



Lightweight Java based APIs



Java spring application development



Enterprise grade, high performance and highly available microservices based applications architecture and development

Ksolves Products Suite

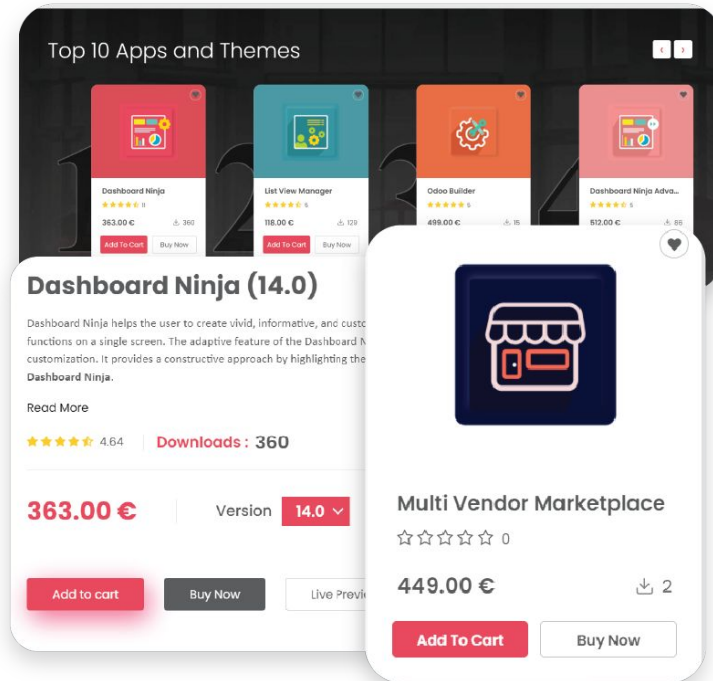
Since 2018, Up & running products store where potential customers can directly come and buy products.

All the Ksolves products are available at Ksolves Store and Individual Technology Stores as well.

Partnering with multiple brands like Odoo, Adobe & Salesforce to increase our Footfall.

Company aims to increase revenue % of Product and customization services from currently 7% to 20%.

<https://store.ksolves.com>



Top Selling Product

New Product Launch

Kamelsys - The Employee Monitoring Tool

Real-time employee activity monitoring, performance and active time reports, easy to use single dashboard, and many more valuable features!

Market Growth
By 2027

CAGR
20% Growth

Employees
75% permanent WFM

Market Size
USD 1,396.2 Million



User Activity
Monitoring



Real-Time
Monitoring



Easy to Use
Single
Dashboard



Performance and
Active Time
Reports



Auto Screenshot
and Web Filtering



Keystroke
Logging

Video - <https://www.youtube.com/watch?v=ojfjAGc41sY>

Magento Products Suite



BRONZE
Solution Partner

Adobe Magento is an e-commerce platform that generates a fiscal revenue of **US\$12.87 billion** catering to a market of 83% of consumers shopping online.

Ksolves' Products are available at both **Ksolves Store** and **Adobe Magento Marketplace**.

KSOLVES is Adobe Bronze Partner, enables us to have listing in Partner directory increasing our visibility, brand awareness and customer Base.

Launched **Multi-Vendor Marketplace product** targeting to cover 170,000 websites using magento 2, where one can manage multiple vendors, products, order fulfillment, compare prices & customise profile pages.

<https://marketplace.magento.com/catalogsearch/result/?q=ksolves>

Categories: ksolves

Extensions: 41

41 Results

Sort By: Relevance

Edition:

- ☐ Open Source (OS): 41
- ☐ Commerce on prem (LL): 18
- ☐ Commerce on Cloud (FCF): 11

Versions:

- ☐ 2.4: 74
- ☐ 2.3: 37
- ☐ Obsolete (2.2 and lower): 15

Price:

Under \$:

Launched Multi-Vendor marketplace

Multi Vendor Marketplace

☆☆☆☆☆ 0

449.00 €

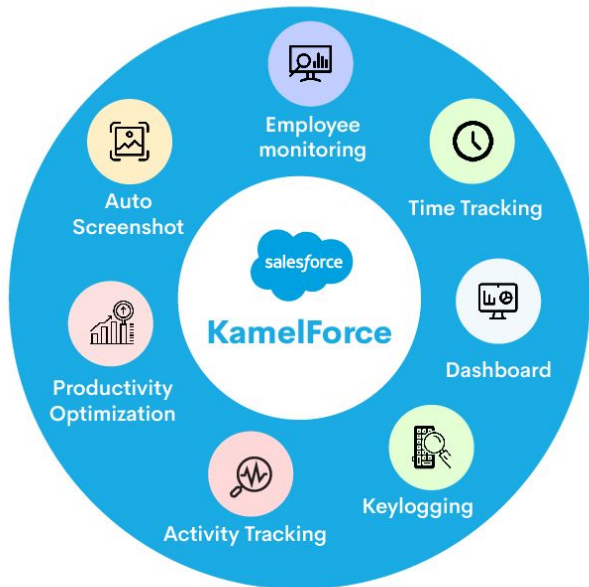
Add To Cart Buy Now

<https://store.ksolves.com/shop/magento-apps/multi-vendor-marketplace-111>

Salesforce Products Suite

salesforce

PARTNER



Salesforce is one integrated CRM platform that gives all the departments including marketing, sales, commerce, and service a single, shared view of every customer.

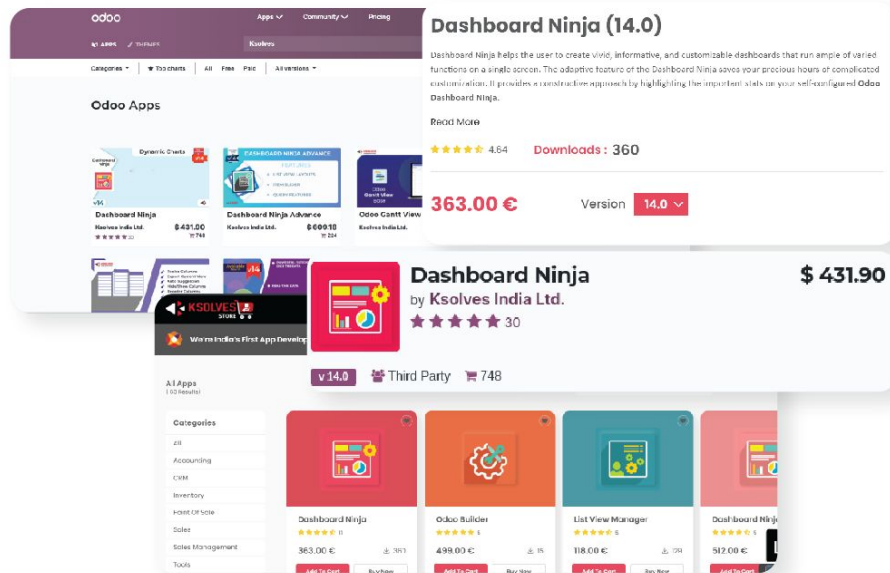
We are **Salesforce Consulting Partner**, which enables us to have listing in Consultant listing on Appexchange increasing our visibility and brand awareness.

Proprietary Model, **KamelForce** a plugin for Kamelsys, allowing Salesforce businesses to monitor operations by ensuring the quality work & productivity of the employees.

Ksolves' Salesforce Products are available at both **Ksolves Store** and **Salesforce Appexchange**.

Odoo Products Suite

<https://apps.odoo.com/apps/modules/browse?search=ksolves>



<https://store.ksolves.com>

Odoo is a suite of open-source growing business at that covers all company needs CRM, e-commerce, Accounting, Sales, Inventory Project management etc. ,

Listed on Odoo app store & Ksolves store, where **Dashboard Ninja** continues to be one of the **top products** on both the stores.

Targeting to mine existing **7+ million odoo users** by providing end-to-end one stop solution of Implementation, Migration, Upgrade, OCM and AMS

Life @Ksolves



Ksolves Newsroom

Ksolves – Pioneering The AI Revolution In India

<https://www.theenterpriseworld.com/ksolves-pioneering-the-ai-revolution-in-india/>

Ksolves India Limited amongst best Big Data Analytics Companies

https://www.einnews.com/pr_news/534730230/goodfirms-unveils-the-most-reliable-list-of-big-data-analytics-companies-for-2021

Top 15 NodeJS Development Companies in the world

<https://techstory.in/top-15-nodejs-development-companies-in-the-world/>

Top Mobile App Development Companies of 2021

https://www.einnews.com/pr_news/537489920/announcing-the-top-mobile-app-development-companies-of-2021-an-exclusive-analysis-by-topdevelopers-co

Odoo Dashboard Ninja App by Ksolves Crosses 500+ Downloads

<https://www.pr.com/press-release/819803>

Ksolves: Journey of a global IT Solutions brand

<https://www.forbesindia.com/article/brand-connect/ksolves-an-integration-with-adobe/64657/1>

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For further information please contact our Investor Relations Representatives

Email: ir@ksolves.com

Thank You