

INVESTOR PRESENTATION

FY24-25



QUICK GLANCE

- 01 | Key Developments
- 02 | Growth & Strategy
- 03 | Technology Roadmap
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01 Key Developments

Q4 & FY2024-25

Summary of Strategic Engagements in FY25

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

Strategic Moves for Future Growth

- Transitioning to Mature Business Model by actively targeting high value opportunities.
- Onboarded seasoned industry leaders to elevate strategic direction and execution.
- Our flagship product, DFM, is now a core business priority.
- Enhancing presence on the Global platform at Events & through Digital Advertising

Investor Friendly Initiatives

- An interim dividend of **₹7.50** per share (post stock split adjustment) was declared and paid during Q4, taking the total interim dividend for FY2024-25 to **₹15.50** per share on a split-adjusted basis.
- **Split Ratio: 1:2** – Each existing equity share of ₹10 face value split into 2 equity shares of ₹5 each, fully paid-up w.e.f. 06-Feb-2025
- Dividend Payout of > 100% of Free Cash Flows

Aligning Employee Interest (ESOPs)

- In FY25 Granted **35,000** options under Ksolves Employees Stock Option Scheme I and **233,000** options under Scheme II, as current grant aggregating to **268,000** options (Split adjusted).
- Total grant represents 1.1% of the current outstanding shares
- Total pool represents 2.5% of the current outstanding shares

Detailed in next few slide

Transitioning to a Mature Sales Model

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Moving towards Project-Based Delivery

Moving to fixed-cost projects to ensure predictability, control, and independence from manpower fluctuations.

Strategic Pipeline Development

Big turnkey projects in pipeline offering flexibility to add, scale and replace resources as per choice

Confidence in New Sales Approach

Now, Sales team is more matured and well-prepared to embrace and drive the transition towards fixed-cost engagements.

Impact of External Environment & US Tariffs

Longer conversion times observed, aligned with industry patterns

Increase in Sales Cycle Duration

Seasonal holidays (Dec-Jan) slowed down decision-making cycles, pushing business start towards February

Creating scalable Organisation

Strengthened leadership team with global expertise to lead growth initiatives.



Jerry Huang

Vice President- Salesforce Services

As one of only 300–500 Salesforce Certified Technical Architects (CTA) globally with **20+** years of experience with leadership roles at Salesforce Australia and Infosys, Jerry brings rare depth and leadership to elevate our Salesforce impact. His leadership strengthens our Salesforce capabilities and accelerates high-impact delivery for clients.



Aseem Kumar

Director of Program and Operations

18+ yrs in Global Program & Operations Leadership | Ex-Ericsson, HCL & Sony



Nishant Agrawal

Vice President of Engineering

20+ yrs in Engineering & Tech Leadership | Ex-Apptio, Societe Generale, Sapient



CA. Darpan Audichya

Head – Business Transformation & Consulting

13+ yrs in Strategy, Analytics & Transformation | Ex-KPMG, EY & TCS

Employee Stock Ownership Plan (ESOP)

With an objective to motivate and retain key employees contributing to corporate growth



Inaugurated a New Office in Pune & Noida

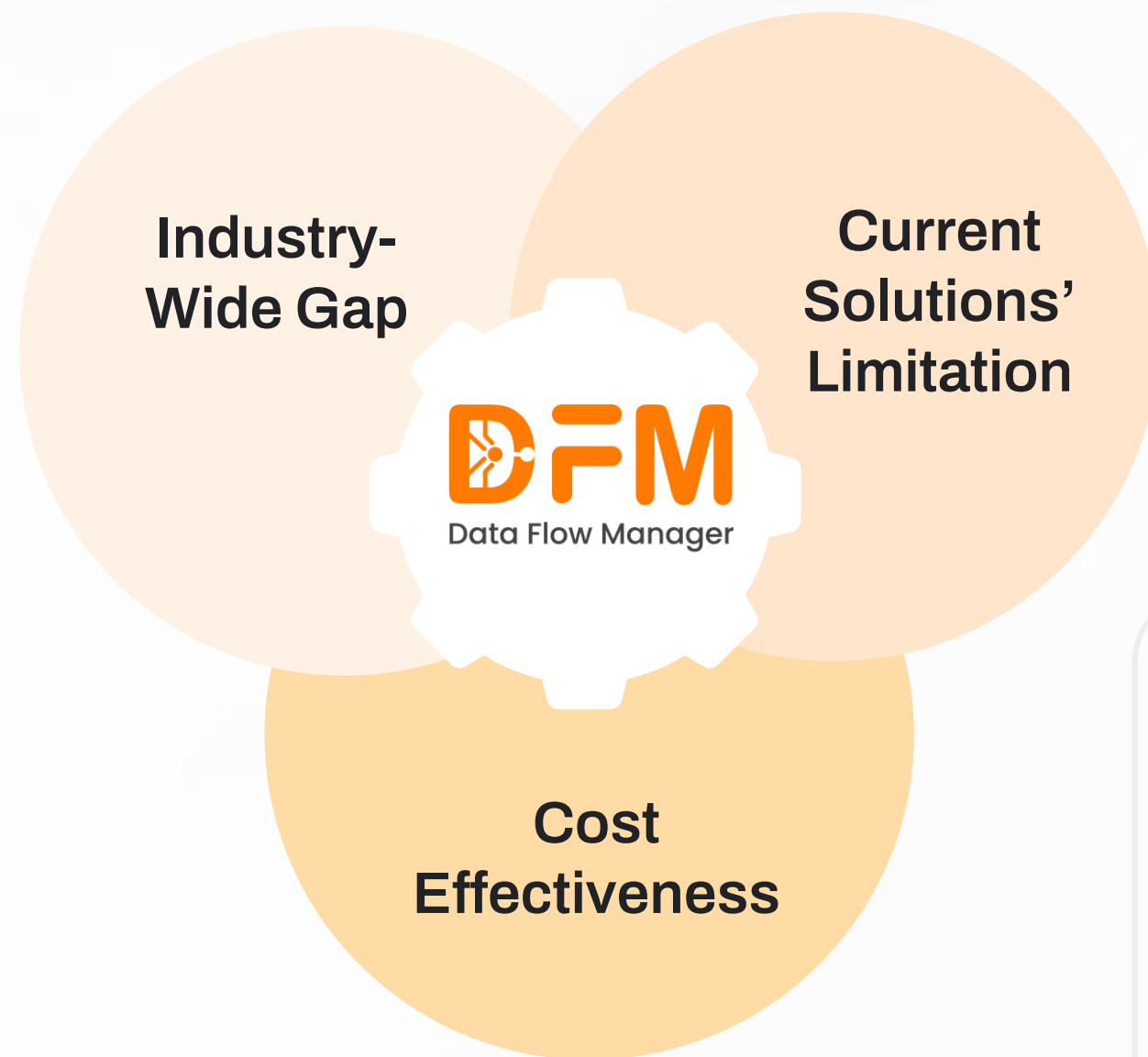
Launching DFM – Disrupting the **Data Flow Deployment Market**

Overview

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01

Strong Market Validation

Successful demos with Red Hat, Airtel, and IBM— universal feedback: “This is needed, and currently unavailable in the market.”

02

High Entry Barrier for Competitors

Easy to create, extremely difficult to test and stabilize (6+ months of rigorous testing). If replicated, it would take 9+ months and high costs, requiring NiFi super-experts.

03

Massive Market Potential

9,000+ companies currently using NiFi globally. Even a reasonable market capture could represent big opportunities.

04

Learning from Previous Products

Ksolves has bouquet of products. Our Product “Dashboard Ninja” is performing exceptionally well with over 2,700 downloads

05

Gateway for Service Expansion

Selling DFM opens the door for high-value service contracts

The First Ever UI Driven Data Flow Management Tool with **NiFi Control Portal** —
70% Cost Savings for Organizations

Redefining NiFi Data Flow Deployments..

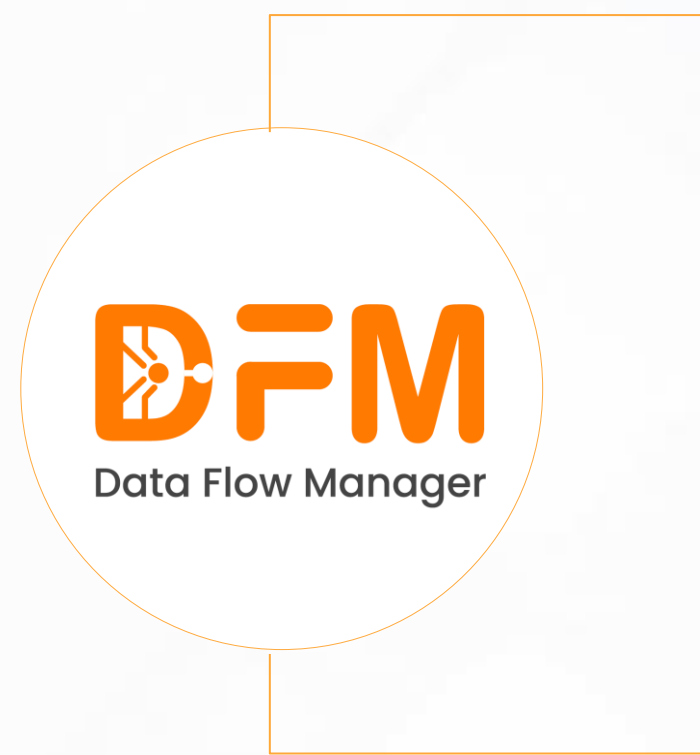
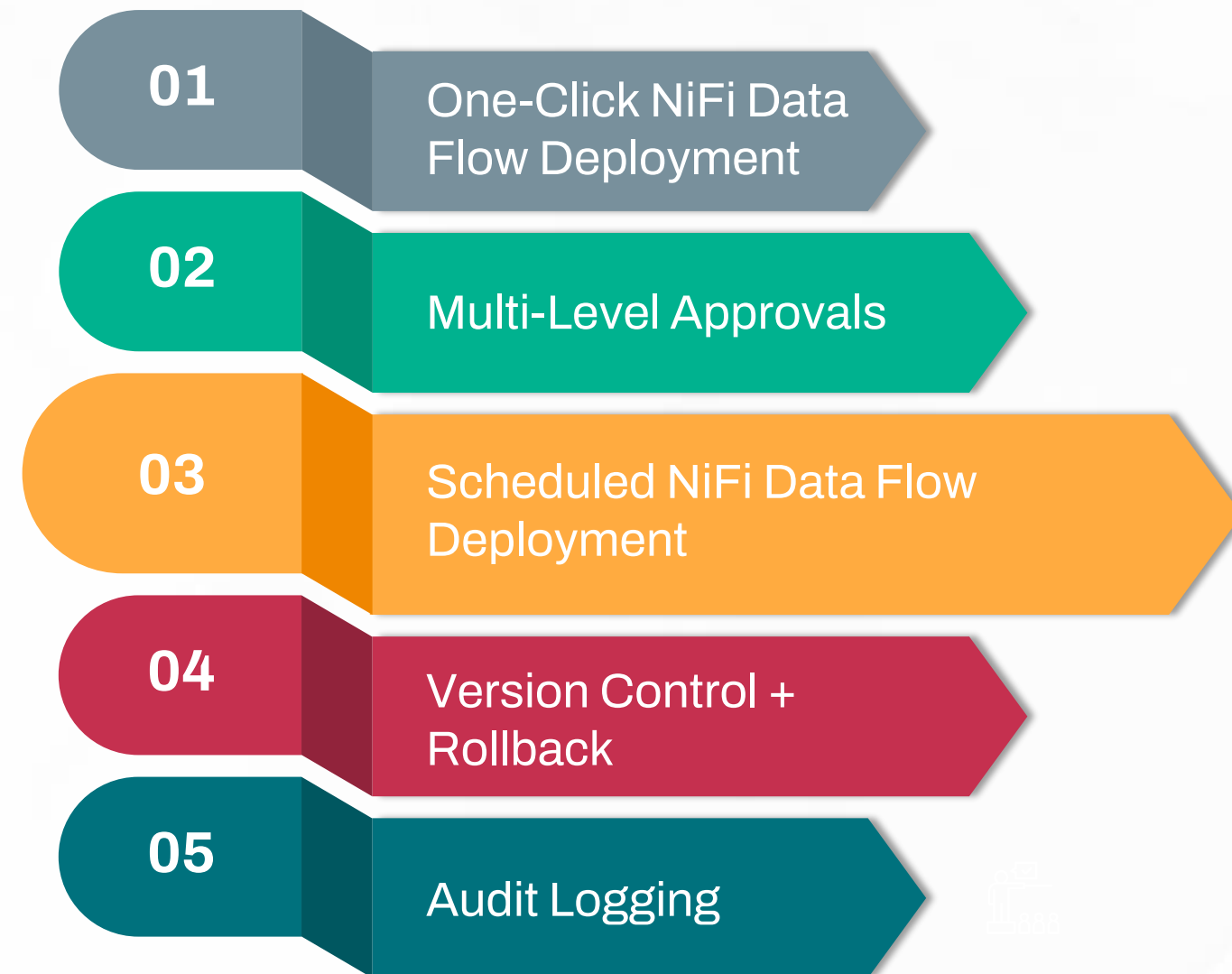
Overview

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One-Click NiFi Data Flow Deployment Tool for On-Prem, Cloud, Hybrid — fast, easy, reliable!



Client Reach

We've officially kicked off onboarding with our first set of clients

High-Intent Prospects

> \$1 Billion
12 clients

Events/Initiatives












Gartner®



Investment in Events

Enhanced brand visibility, networking, and pipeline creation through strategic event participation.

 May 7-8, 2025	 June 3-5, 2025	 May 5-9, 2025
		
		

Performance Marketing & Lead Generation Strategies

Invested in high-impact Google & LinkedIn ad campaigns to boost brand visibility and generate qualified leads by targeting key decision-makers.

Established data-driven, repeatable funnels to enable long-term customer acquisition and support global market expansion.

Key Wins

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Largest single order in history of Ksolves for Services

Secured approx. **\$600K deal** with a leading New York based research and analytics services.

Big Data Partnership

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.

Cybersecurity

Closed a significant deal with a purpose-built cybersecurity company that delivers strategy, solutions, and managed services to the **Fortune 1000**.

Salesforce

Successfully closed a **Salesforce deal with a well-established conglomerate in the UAE**, known for its diverse portfolio across retail, luxury brands, automotive, beauty, and hospitality sectors.

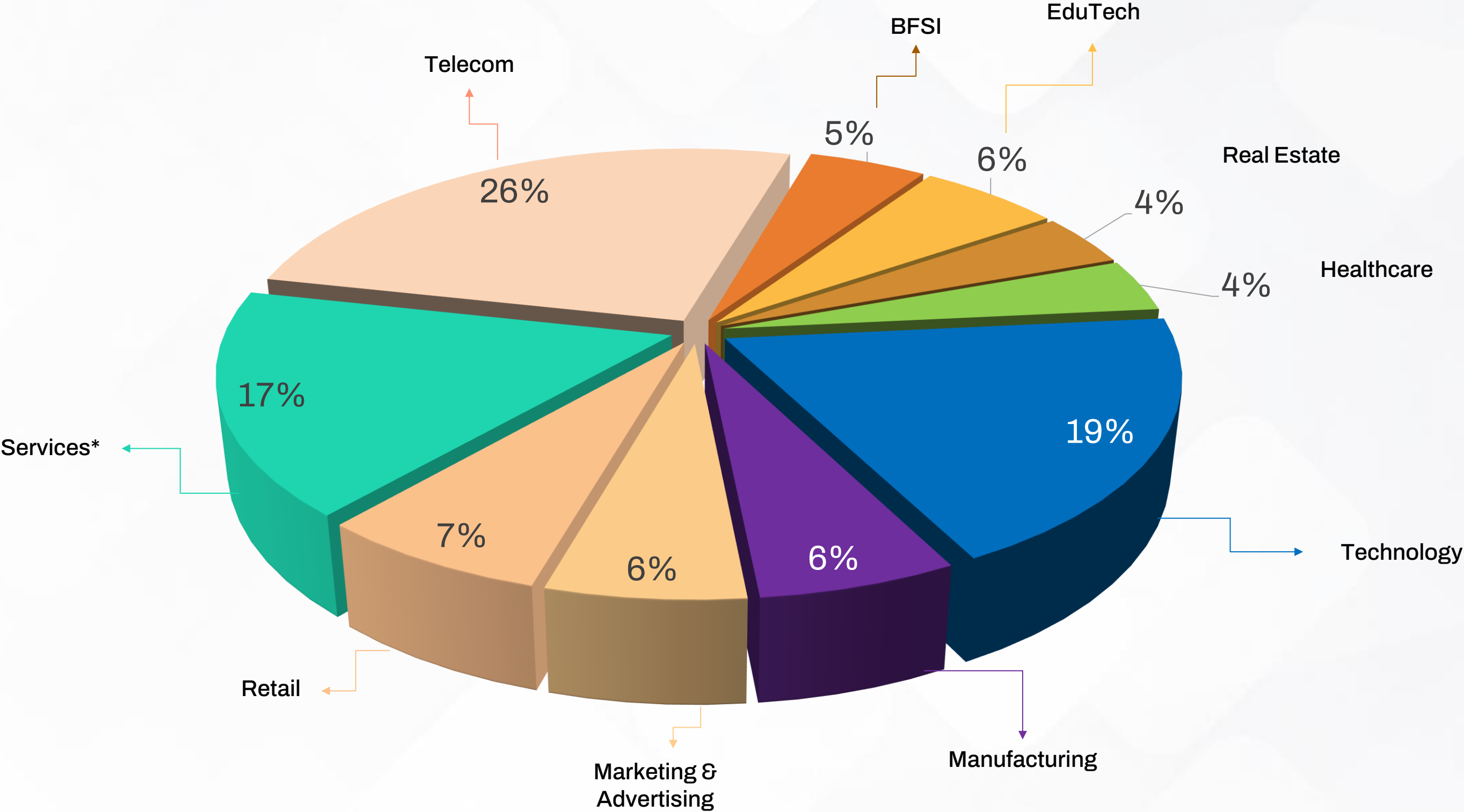
Securing a Strategic Partnership with a Broadcast Technology Leader

Secured a **major partnership with a billion-dollar leader in broadcast and media tech**. This milestone highlights global trust in our expertise and opens doors to new opportunities ahead.

Data Flow Manager

Acquired our **first client for Data Flow Manager (DFM)- client is a billion-dollar valued company** has chosen DFM to streamline and automate their Apache NiFi data flow deployments across environments

Demonstrated reach across various sectors FY24-25



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

Ensuring exceptional services to **Clients**...

“ We strive to acquire new customers and enhance engagement with existing clients by maintaining service excellence and introducing diverse solutions; including updates through evolving areas like GenAI ”

Highlighting a few of our esteemed clients

SHAKA WEAR
STREETWEAR ESSENTIALS

verified **First**

echo360

أكسلنس للقيادة
EXCELLENCE DRIVING

LCF

Hardy®
nutritionals

PROMOTIX
THE POWER TO HOLD SUCCESSFUL EVENTS

KÄÄPÄ
BIOTECH

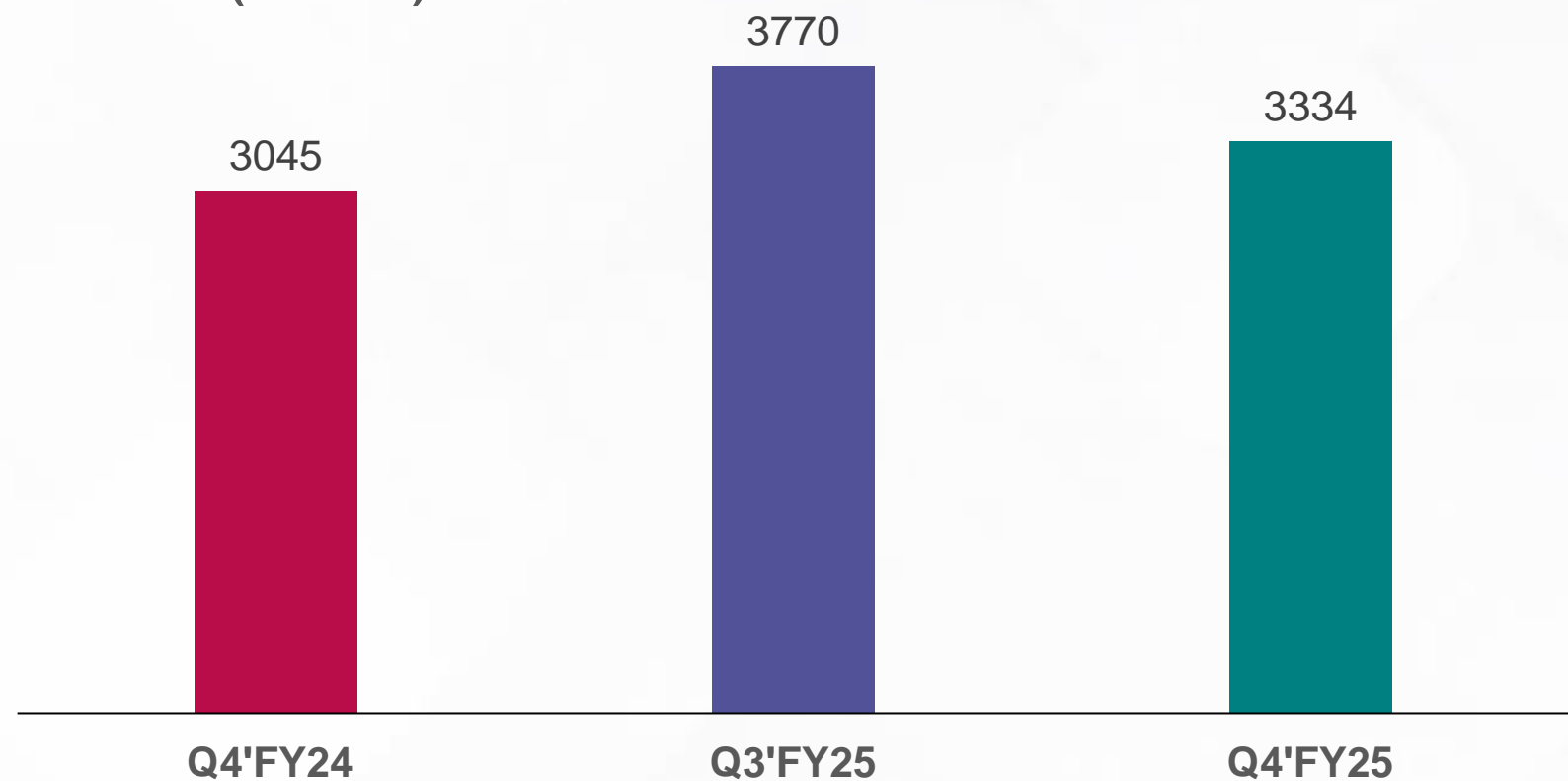
ONPOINT
GROUP

EVR MOTORS

*Due to confidentiality, not disclosing names of all our clients

Q4FY25 Revenue Performance at a Glance

Revenue (₹ Lacs)



Outcome Rationale

New orders and contract renewals were delayed:

- Due to Q3 holiday schedules
- Ongoing global uncertainty
- Sales funnel (RFQs) progressing toward larger project sizes

Overview

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Growing Engagements with Current Clients

Revenue (%)	FY24	FY25
Top 5 Customers	33%	40%
Top 10 Customers	50%	53%
Total Revenue (Rs.)	108.64 Cr.	137.43 Cr.



Engagements with Marquee Clients (based on its revenue)

> \$1 Billion

11
Clients

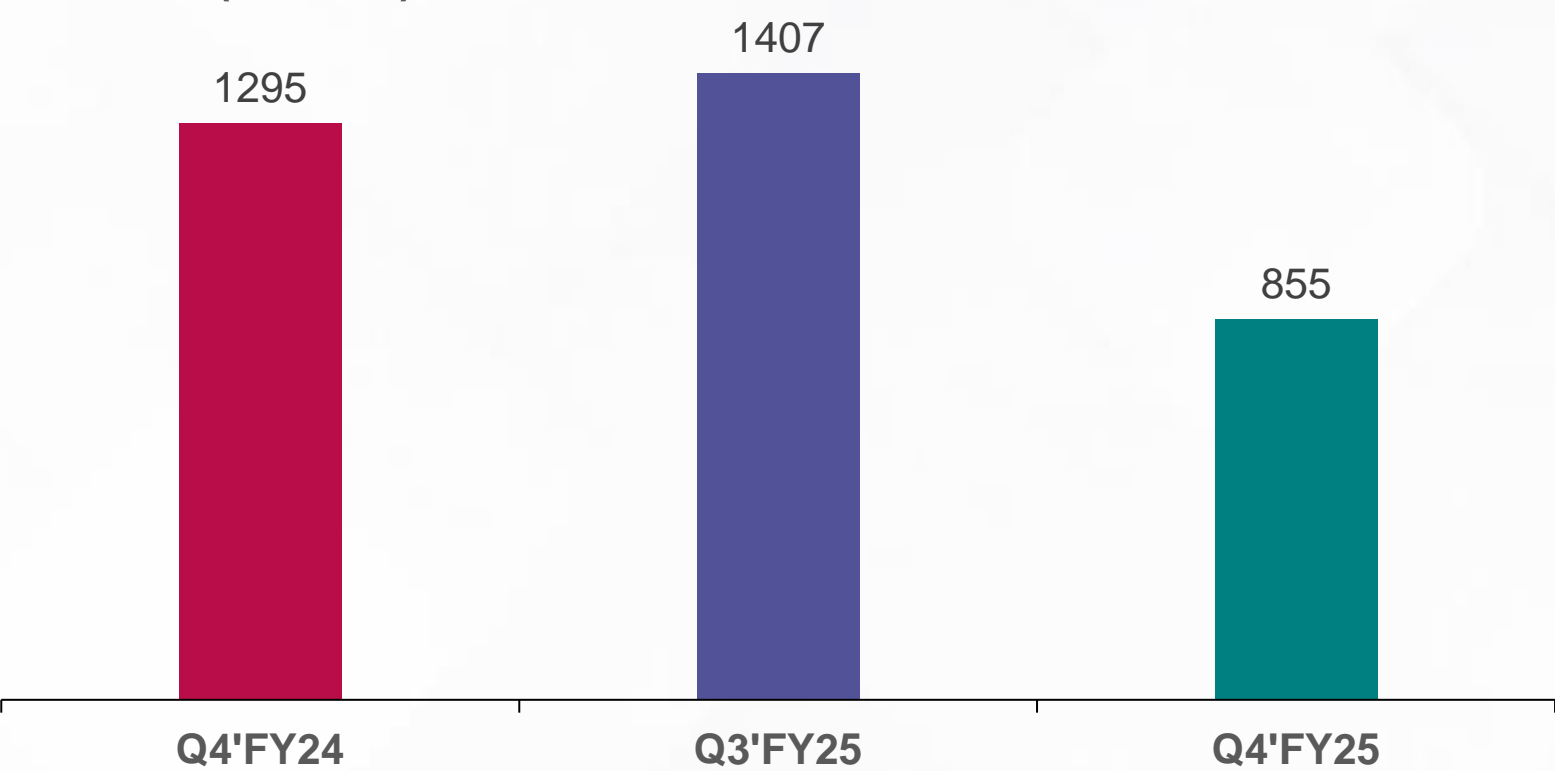
\$200 Million - \$1Bn

7
Clients

Assisting **Fortune 500 Company** and **Top 100 Global Banking Brand**

Q4FY25 EBITDA Performance at a Glance

EBITDA (₹ Lacs)



Analyzing EBITDA Movers

1. Strengthening the Management team and Core Capabilities through Lateral hiring.
2. Investing in a specialized product (DFM) developed by Niche Technical Resources.
3. Enhancing Marketing and Branding initiatives through
 - a) Targeted Digital Advertising
 - b) On-ground Client engagement visits across key markets including MEA, Europe, Africa, and the US

What impacted our EBITDA

Expense	Q4 FY25 impact (Rs lacs)	Annualized impact (Rs lacs)	Recurring / Non Recurring
EBITDA impacted by following:			
Sales (lower) impact	(436)		Non recurring
Other factors			
- ESOP expenses	25	100	Recurring
- Hiring & Wage hikes	50	200	Recurring
- Product development	50	-	Non recurring
- Aggressive marketing & related travel	90	-	Intermittent
- UAE setup expenses	25	-	Non recurring
- Promoter Salary (NIL prior to Q3'25)	37	150	Recurring
Total of other factors	(277)		

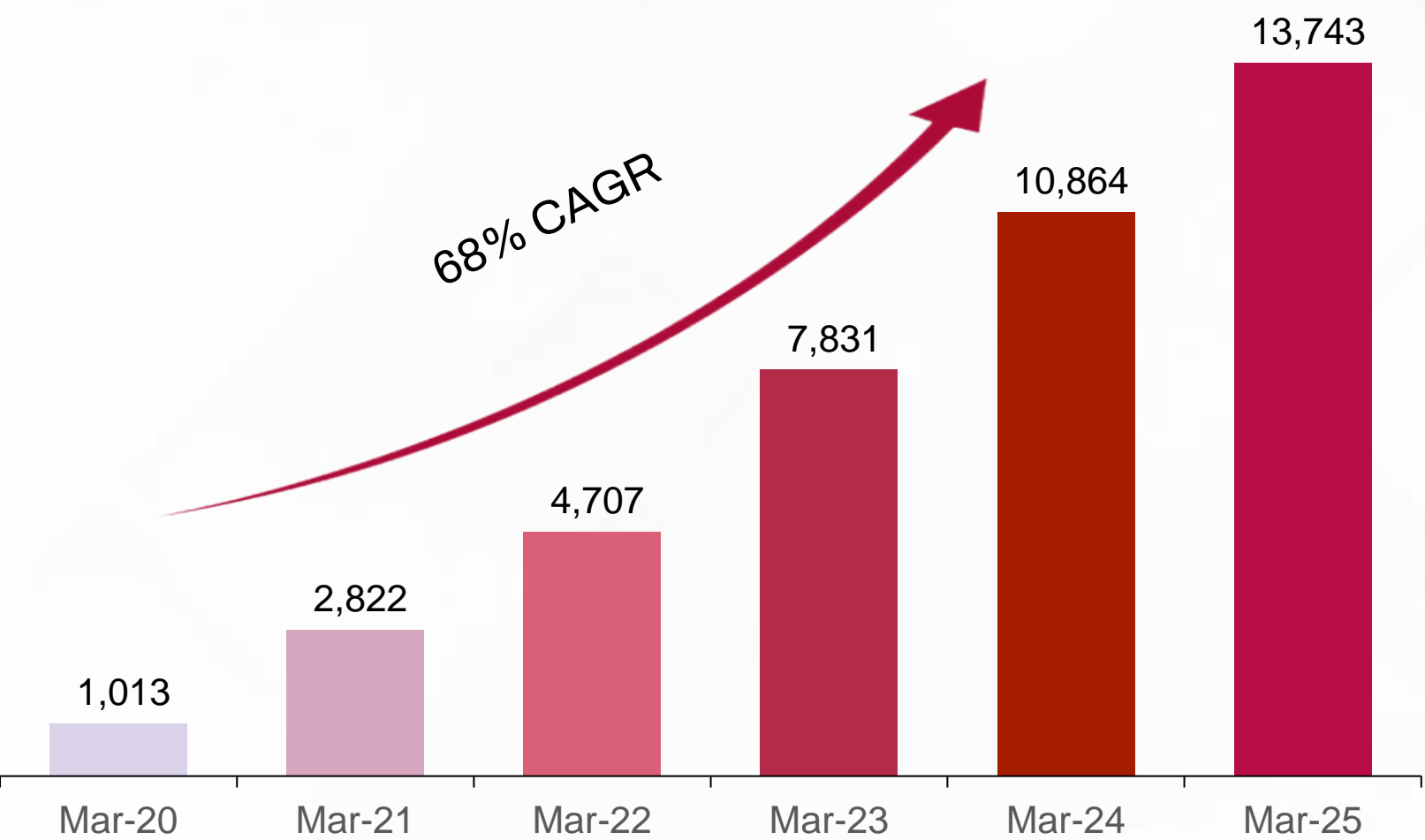
We expect strong bounce back in Q1FY26 driven by significant revenue growth led by our efforts over the last few quarters and recent senior management hiring.

We expect margin to range between 25-30% led by our aggressive marketing spend and senior & lateral hiring to deliver strong growth rates in FY26.

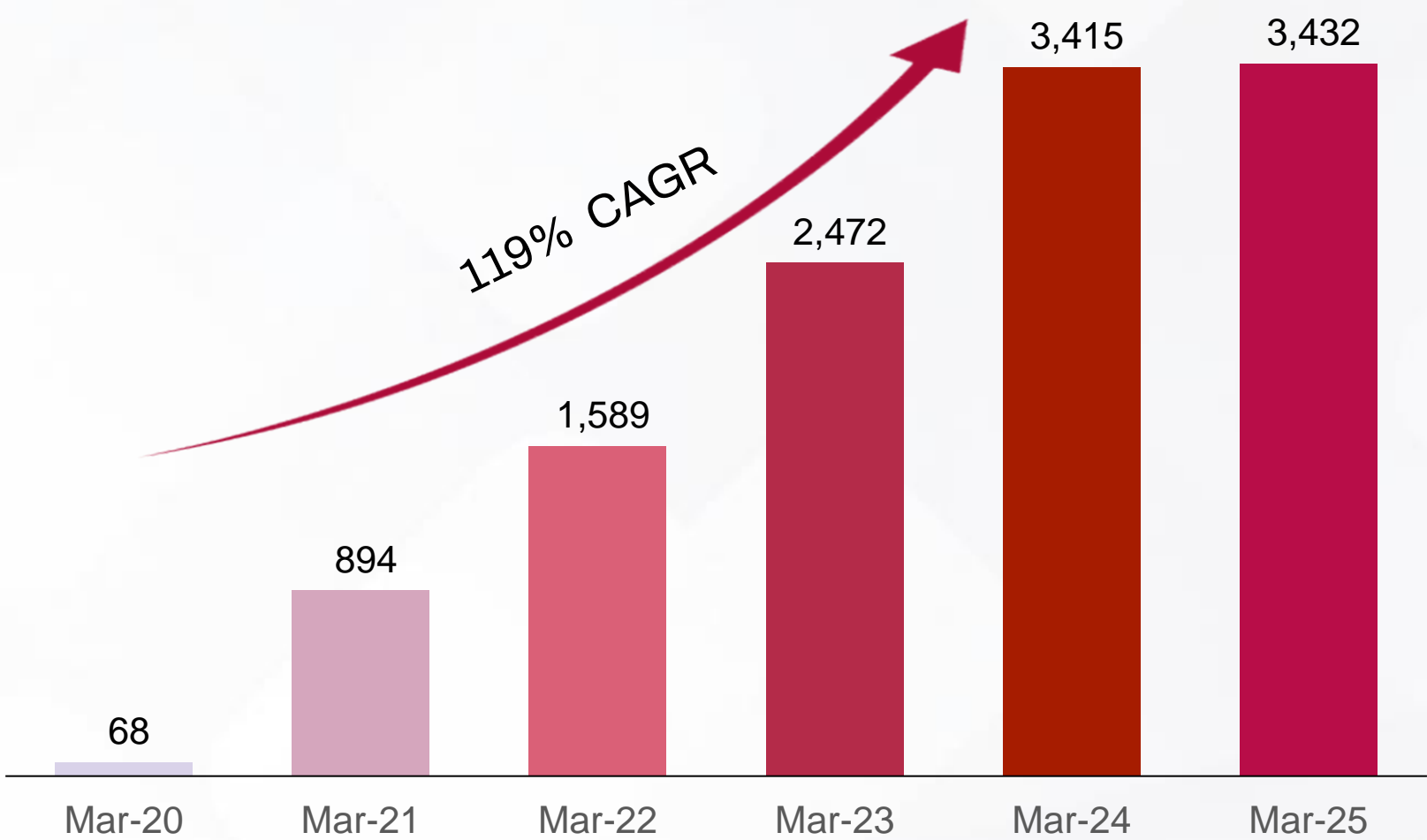
Annual Highlights

Consistent and Profitable Growth Trajectory

Revenue (₹ Lacs)



Net Profit (₹ Lacs)



More than 10x growth in Revenue & 50x growth in Profit after Tax in 5 years.

Annual Highlights

Maximizing Cash Flows with Prudent Investment Strategies

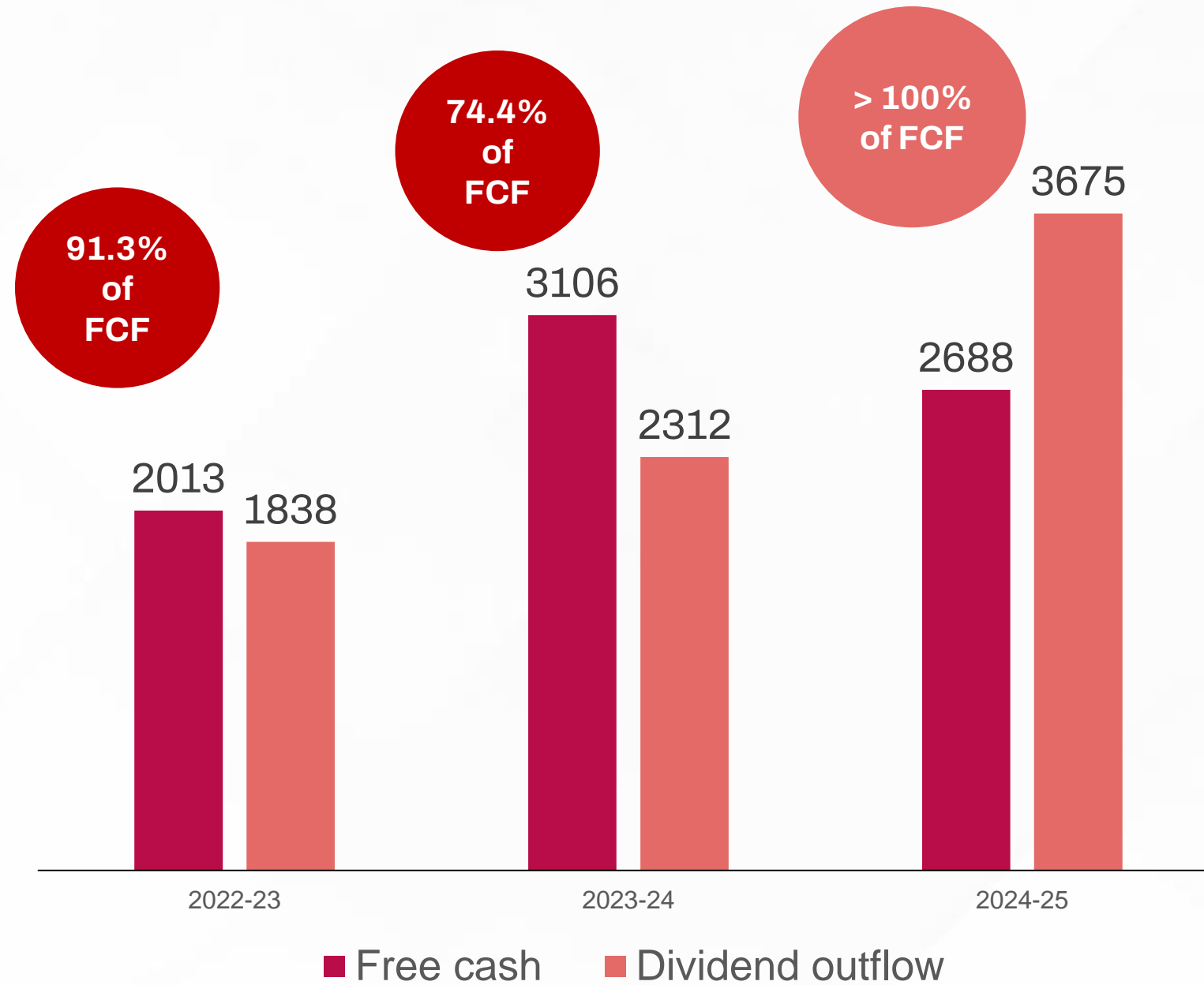
Overview

Growth & Strategy

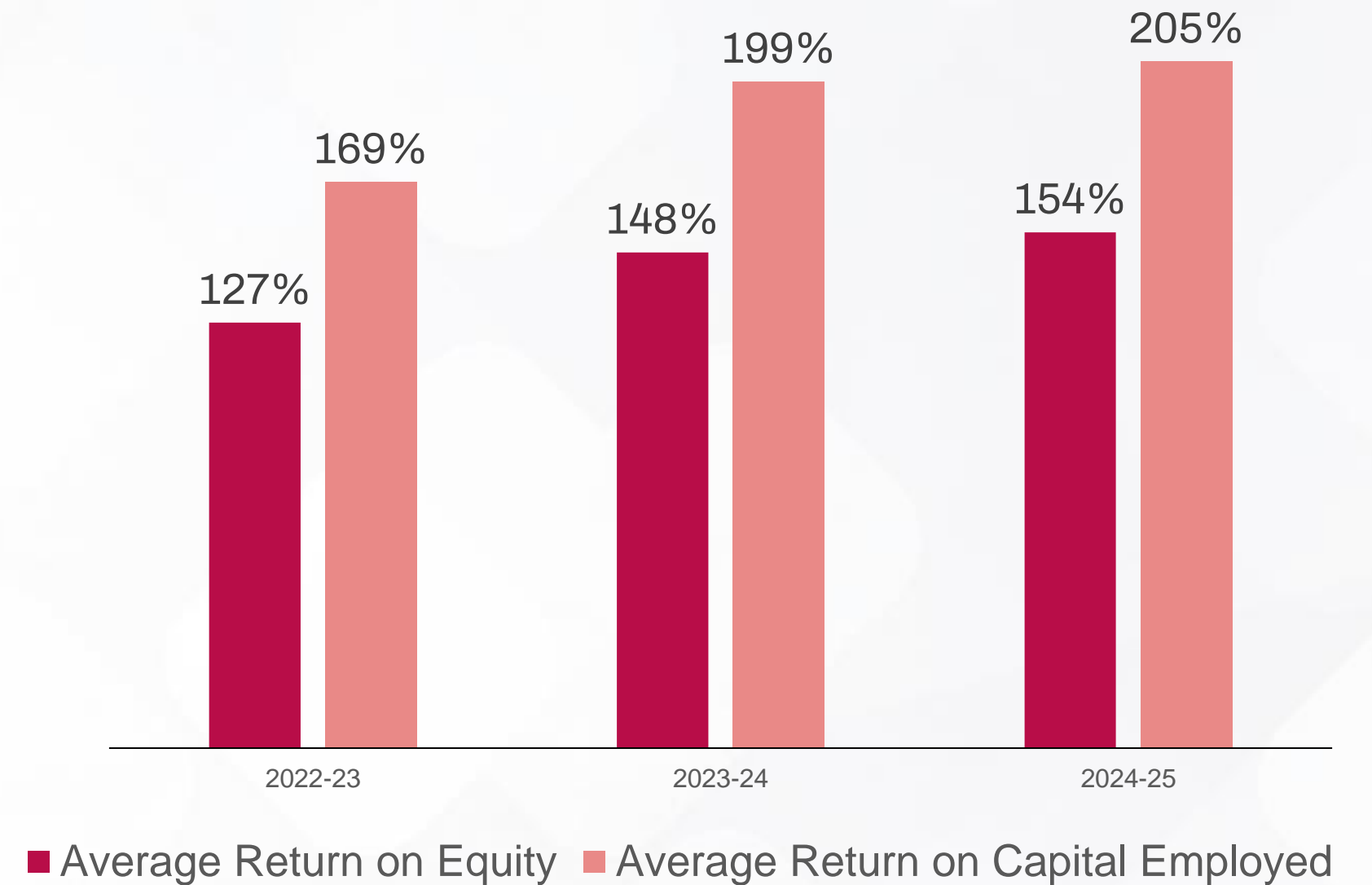
Technology Roadmap

Financial Performance

Free Cash and Dividend Distributed (₹ Lacs)



Returns Ratios (%) (Average)




Value Creation for **Our** Shareholders

Return to Shareholder since Listing in Jul 2020 : ~ 77x

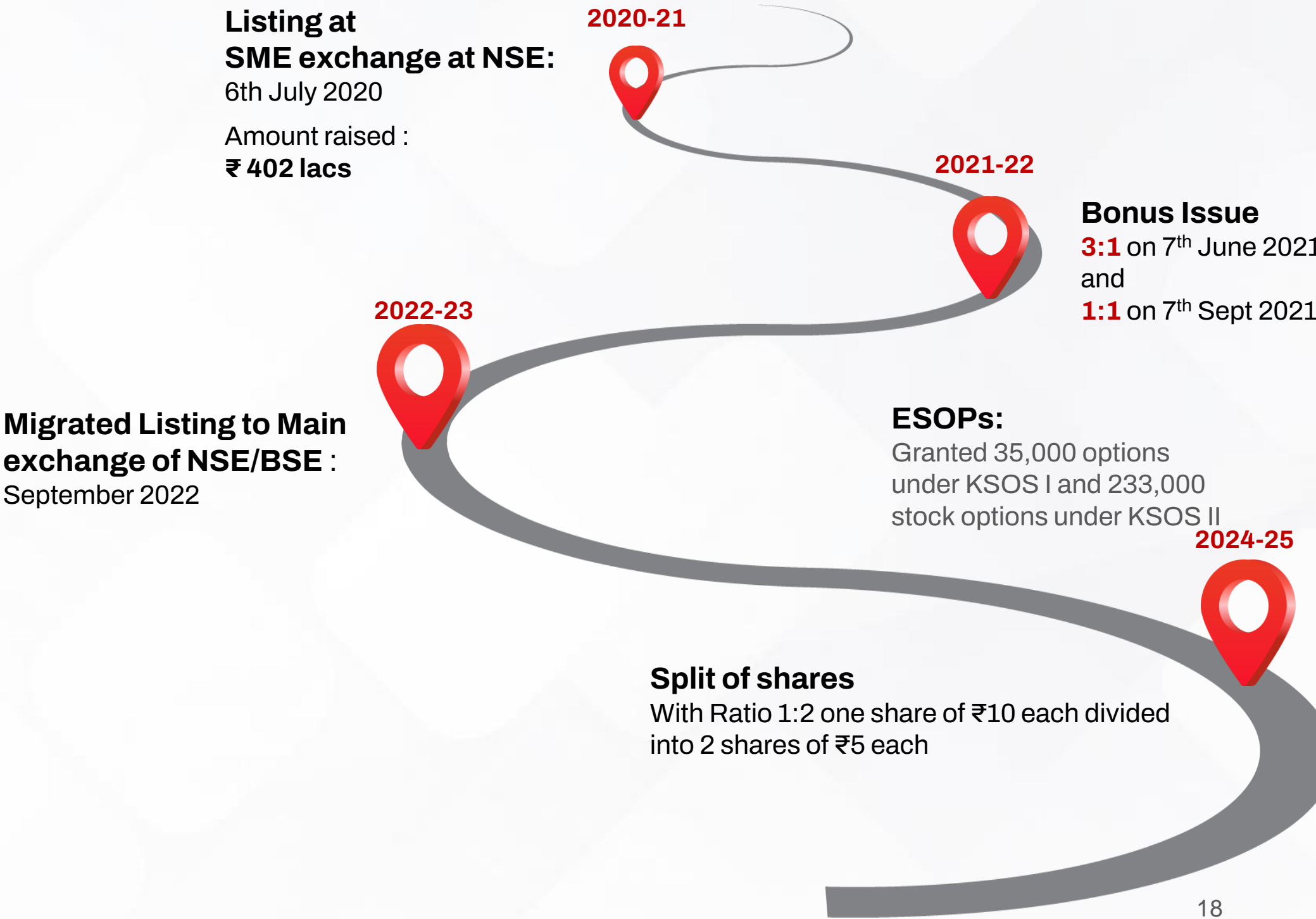
IPO Investments: **Rs 120,000** invested in 1200 shares @ Rs 100 per share
Current equivalent value of investments: 19200 shares [bonus & split adjusted] @ Rs 438.15* = **Rs 84,12,480** and received Dividend amount of Rs. **297,600** during FY24-25 & cumulative Dividend of **Rs 8,13,600** since listing.

. *Price as on 01-Apr-2025"

Dividend Paid (& Payout %) since Listing (Bonus & Split Adjusted)

2020-21	₹ 2.50 per share 74%	2021-22	₹ 6.88 per share 107%
2022-23	₹ 7.75 per share 74%	2023-24	₹ 9.75 per share 68%
Highest Ever 		2024-25	₹ 15.50 per share (Interim Dividend) 106%

Actions enhancing liquidity & Shareholder Value



02 Growth & Strategy

Our Strategic Elements...

Driving Digital Transformation

Pioneering next-gen tech to drive client success through innovative solutions and experienced digital transformation frameworks

Powering Intelligence through AI

Harnessing artificial intelligence (including **GenAI**) and machine learning to deliver smarter, scalable, and data-driven solutions

Strategic Alliances for Global Growth

Building strategic collaborations with industry leaders to strengthen service offerings and global reach

Financial Profitability for Long-term Success

Focused on long-term growth with a sustainable financial model ensuring profitability and value creation for shareholders

Empowering Our K-Team

Empowering and enhancing a diverse and skilled workforce, committed to innovation, excellence, and customer satisfaction.

...that **continuously fuels** our **Growth Drivers...**

Increased Utilization

Increased utilization percentage and better recoveries for legacy contract helped in improving the operating profit margin.

01

02

Tech Partnerships

Continued focus on building on the technology partnership program as quality assurance frameworks. Such partnerships add to the Company's credentials in front of existing and prospective clients.

Smart Investments

Large investments in building top - class teams including lateral hiring in key focus areas of IT services and Onshore presence of Sales and Client Management Teams will continue.

03

04

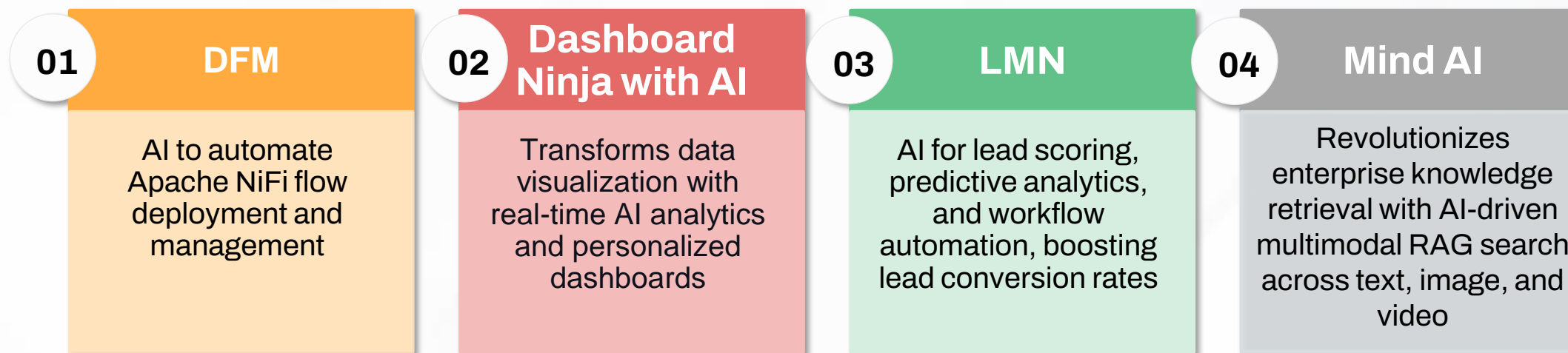
Client Relationships

Clients appreciate the company's accountability culture and treats Ksolves as their development partner instead of just being a vendor, and that also gets reflected in relatively high CSAT across engagements.

...and **embracing** the future with **AI**

Delivering Value to Clients and Ongoing Projects

In addition to our services, Integrated AI into existing products to further enhance operational efficiency and drive innovation



Enhancing Operational Efficiencies

- ✓ Exploring and utilizing **GenAI** across internal processes to drive productivity
- ✓ **Mind AI Ninja (MAN)**: Our proprietary tool designed to optimize workflows and reduce effort, improving overall operational efficiency
- ✓ Focused on automating repetitive tasks and reducing human intervention, ensuring faster project delivery and quality outcomes

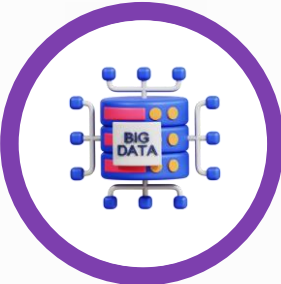
03 Technology Roadmap

Our Offering Portfolio...

Our Services



AI/ML
Generative AI



Big Data



Salesforce



DevOps
MLOps
LLMOps



Data
Analytics



Odoo (ERP)



Digital
Transformation

Our Products



Salesforce Products



Odoo Products



Data Flow Manager



Mind AI Ninja

...expanding with new **Technology Inclusion**

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Data Streaming



AI, Data Engineering



Data Lake



Expanding growth horizons with Key Products

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Odoo Products

1

Proud Creators of
Dashboard Ninja with AI

2500+
Downloads

#1 App on Odoo Store for
4 Consecutive Years



Dashboard Ninja with AI
by Ksolves India Ltd.
★★★★★ 97



Highly Rated
App



Highest Grossing App on
Odoo Store

v 17.0 Third Party 2278

2



Odoo
Woocommerce
Connector

4



Access Manager
Ninja

6



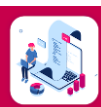
Odoo Shopify
Connector

3



Arc Backend
Theme

5



Dynamic
Financial Report



Salesforce Products

Award Winning Salesforce
Summit Consulting Partner



5-Star Customer Review
Rating on AppExchange

1

#1

GenAI SMS & WhatsApp
App for Salesforce



Lead Manager
Ninja

2



RollUp Magic

4



Ksolves CRUD Magic
Ksolves India Limited

300+

Salesforce Certifications

3



Google Analytics
Connector

5



Ksolves Event Reminder
Ksolves India Limited

89.3%

Repeat Business Rate

NEW



Data Flow Manager

Big Data

Manages and optimizes Nifi data pipelines
for seamless flow

NEW



Mind AI Ninja

GenAI

Innovative platform for intelligent automation
and decision-making

Select Case Studies

Overview

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1



Big Data

[NiFi High Availability](#)

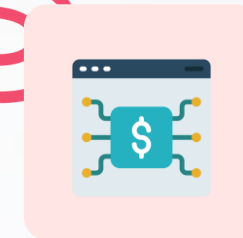
2



Big Data

[NiFi & Spark Optimizations
in Telecom](#)

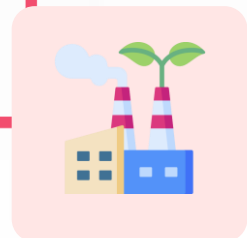
3



Big Data

[NiFi in FinTech](#)

4



Salesforce

[Renewable Energy Sector](#)

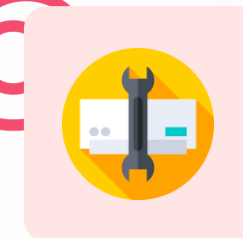
5



Salesforce

[Power Sector](#)

6



Machine Learning

[Predictive Maintenance for
Energy Efficiency](#)

04 Overview of the Organisation

We are a Global Company...

Overview

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Financial Performance

13+

Years of Service

565

Employees

150+

Happy Clients

85%

Revenue by Repeat Customers

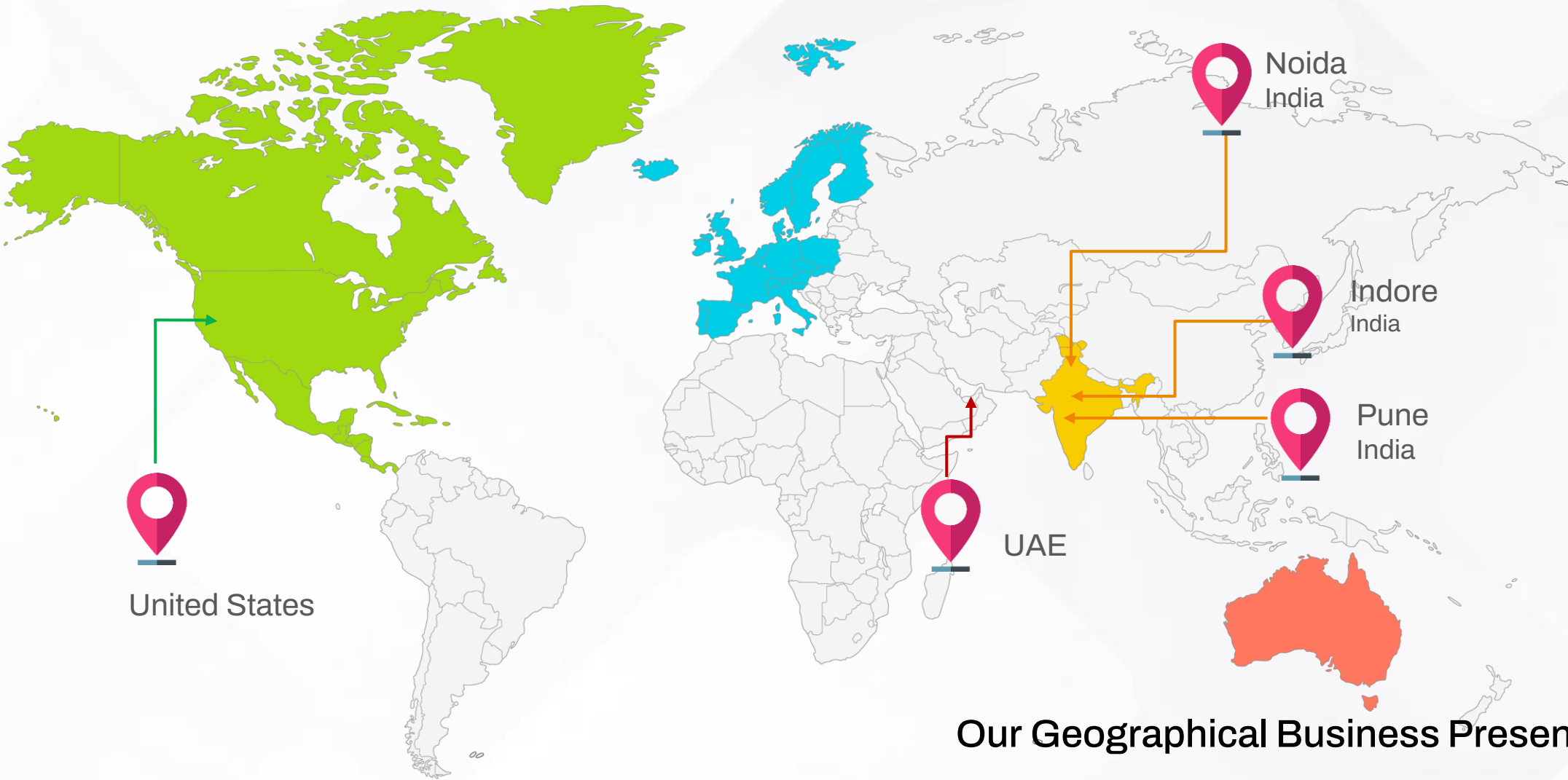
53%

Top 10 Clients Contribution

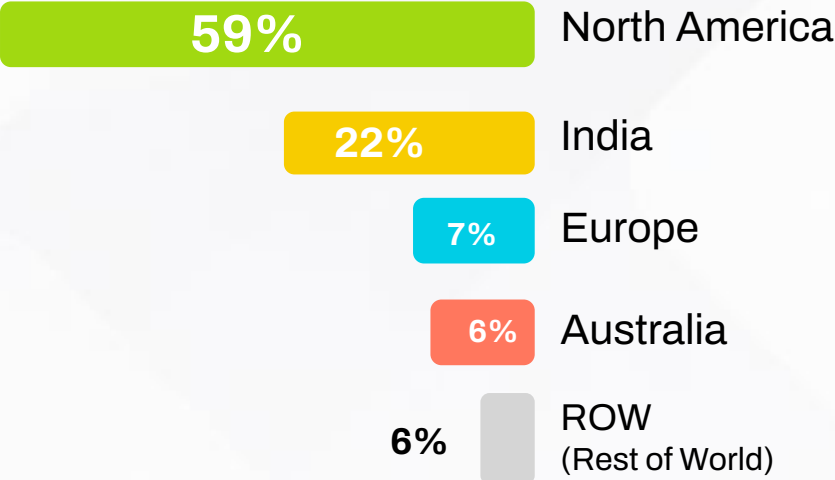
30+

Countries Served

Operating from 5 Office Locations



Our Geographical Business Presence



...with Partnership Synergy & Financial Success

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Technology Partners



BRONZE
Solution Partner

Adobe Bronze Solution Partner



ADVANCED
BUSINESS PARTNER
ISV Partner

Redhat Business Partner



amazon
web services | Partner
Network

AWS Partner



Gold Partner

Odoo Gold Partner



SUMMIT
PARTNER

Salesforce Summit Partner

Consistent Revenue Growth with Superior Return Ratios

	Q4'FY25 (₹)	FY'25 (₹)
Revenue from Operations	33.34 Cr. +9.5% YoY	137.43 Cr. +26.5% YoY
EBITDA Margin	25.6%	34.8%

CAGR 5 Yrs. (FY20 to FY25)

68% Revenue

119% Net Profit

Healthy Return Ratios (FY25)

205% ROCE

154% ROE

Major Milestones & Achievements (FY'25)

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We won **Nasscom Impact Award**
in Growth Leadership in Tech Products &
Platform - B2B on 20th March 2025



Listed as Top Salesforce Consulting
Companies in Australia



CA. Darpan Audichya Recognized as
'Business Leader: 40 Under 40 (ICAI)'



Won the "2024 Deloitte India
Technology Fast" Award

Global Engagement & Thought Leadership

Overview

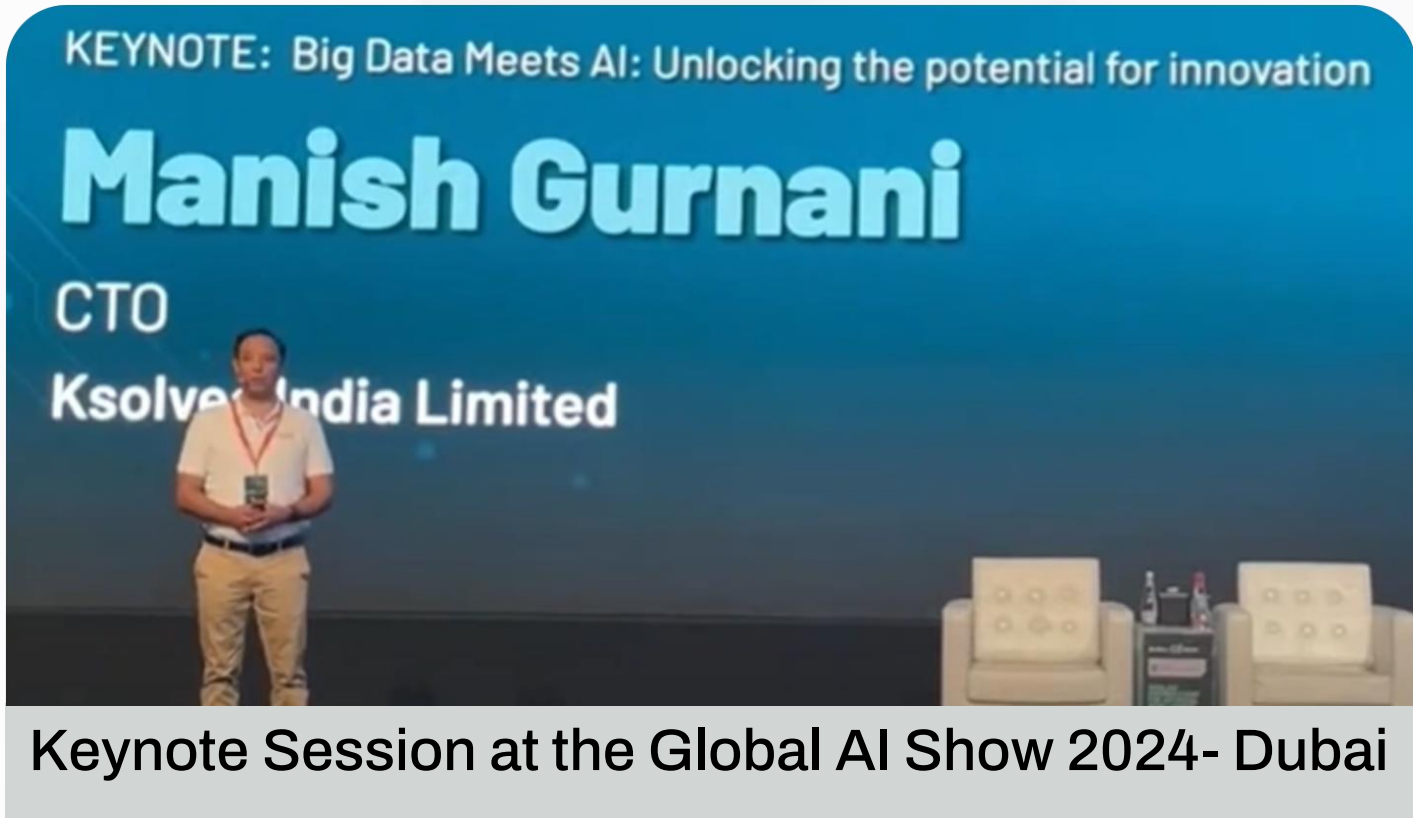
Growth & Strategy

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Client Connections & Global Footprint



Responsible E-Waste Recycling: Supporting UN SDG 12 for Resource Efficiency

Strengthening Brand Visibility & Market Presence

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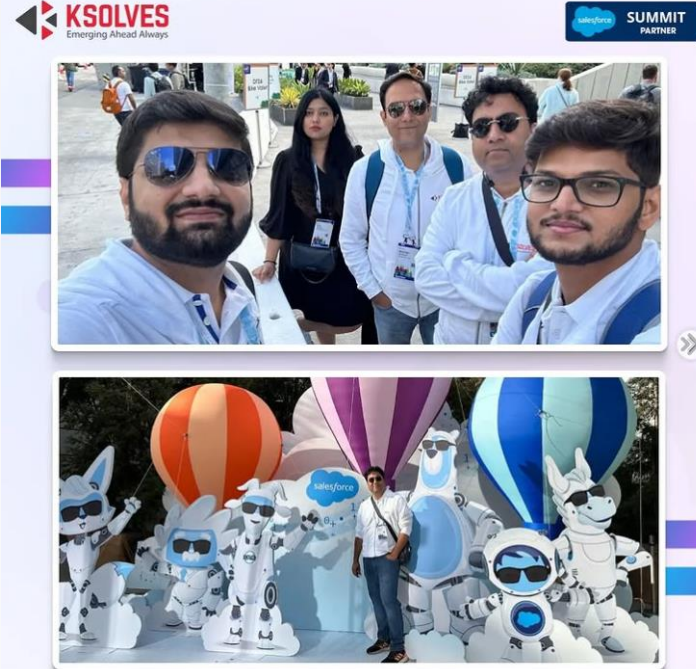
Events



Global AI Summit, Dubai
December, 2024



Odoo Experience, Belgium
October 2024



Dreamforce, San Francisco
September 2024



Odoo Community days, USA
August 2024



Odoo Community days, India
August 2024



Salesforce World Tour Essentials, India
June 2024

Our Remarkable Journey..

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2012-15



Humble Beginnings

- Founded by **Ratan Srivastava** in a small Indrapuram office as **Kartik Solutions**.
- Evolved into **Ksolves India Pvt. Ltd.** with a focus on growth and innovation.
- Joined **Nasscom** and achieved **ISO certification** for quality excellence.

2016-19



Growth and Expansion

- Achieved a solid upward revenue trajectory.
- Expanded to a family of 250+ achievers.
- Opened a new office in Noida and crossed 50+ clients
- Launched Odoo Products, topping the Odoo App Store with Dashboard Ninja.
- Opened new office in Indore

2020-22



Listing, Partnerships and Recognition

- Listed on NSE and migrated to the mainboard of NSE and BSE.
- Upgraded to Salesforce Ridge Partner and Odoo Gold Partner, solidifying our market leadership.
- Achieved CMMI Level 3 certification, emphasizing our commitment to excellence.
- Became a registered RedHat ISV Partner, expanding our technological reach and capabilities.
- Opened new office in Pune

2023-24



Excellence and Global Reach

- Became Salesforce Crest (Gold) and Summit (Platinum) Partner.
- Surpassed Rs 100 cr revenue and grew to 520+ achievers.
- Expanded operations in Noida.
- Incorporated a 100% subsidiary in the UAE, marking our global expansion

2025



Building Capabilities with Growth & Innovation

- Focus on scaling our offerings on evolving technologies & boosting business growth with Generative AI (GenAI) by reduction in cost, driving operational efficiencies, and optimizing resource allocation for clients.
- We also hold strong expectations for our latest product, the Data Flow Manager (DFM), which is the First Ever One-Click, UI-Driven NiFi Data Flow Deployment tool aiming to streamline complex data pipeline management.

...guided by visionary leadership...

Ratan Srivastava

Chairman & Managing Director

Ratan Srivastava holds a degree in Bachelor of Technology in Computer Science & Engineering. He serves as a cornerstone of our company's core management, where he spearheads major policy decisions. With **19+ years** of extensive experience in the industry, Ratan is the driving force behind formulating business strategies and their effective implementation. His responsibilities encompass overseeing the expansion and overall management of our business operations. His leadership qualities have been instrumental in leading the core team of our company.



..each with **Deep Expertise** in their fields..

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Deepali Verma

Whole-time Director & Promoter



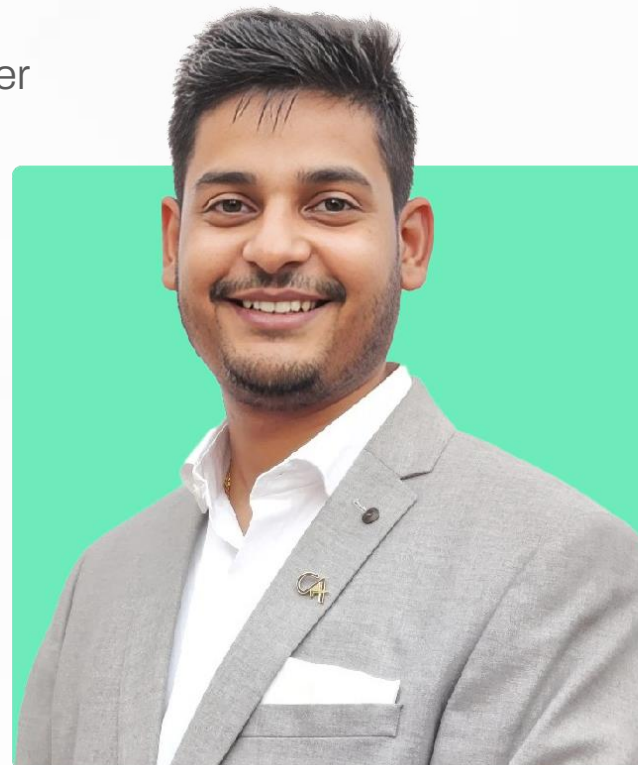
Manish Gurnani

Chief Technology Officer (CTO)



Nishant Agarwal

Vice President of Engineering



Umang Soni

Chief Financial Officer (CFO)



Aseem Kumar

Director of Program and Operations



Jerry Huang

Vice President, Salesforce Services

...steering us towards **Success**

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Vineet Krishna

Independent Director



Sushma Samarth

Independent Director



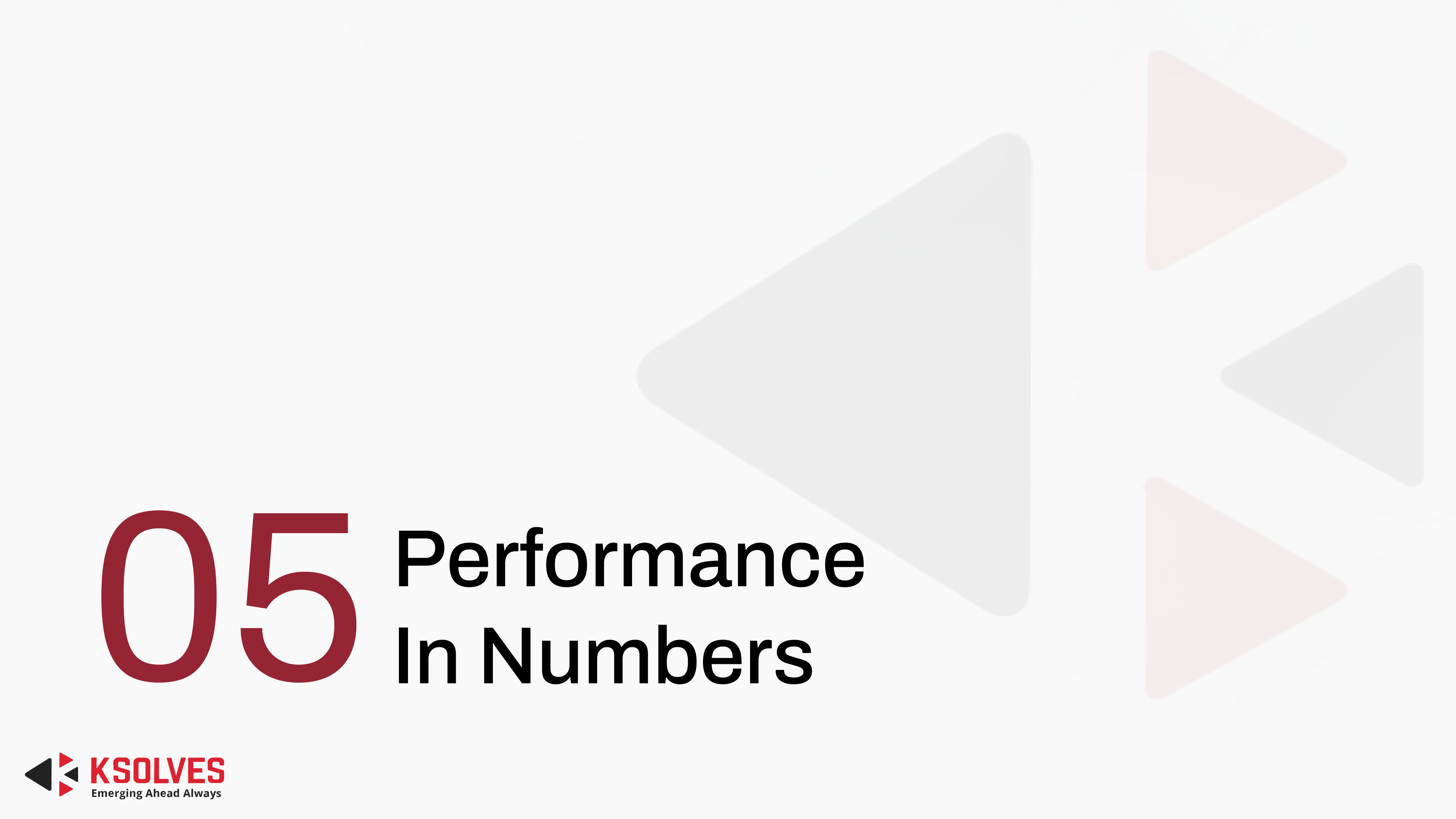
Varun Sharma

Independent Director



Varsha Choudhry

Independent Director



05 Performance In Numbers

Quarterly Financial Performance (consolidated)

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Particulars (INR Lacs)	Q4FY25	Q3FY25	Q4FY24	YoY%	QoQ%	FY 25	FY 24	YoY%
Revenue from Operations	3,334	3,770	3,045	9.5%	-11.6%	13,743	10,864	26.5%
Total Expenditure	2,479	2,363	1,750	41.7%	4.9%	8,957	6,224	43.9%
EBITDA	855	1,407	1,295	-34.0%	-39.2%	4,786	4,639	3.2%
EBITDA Margin (%)	25.6%	37.3%	42.5%			34.8%	42.7%	
Other Income	16	8	5	233.4%	105.3%	45	34	31.5%
Depreciation	76	51	28	169.4%	51.3%	222	87	155.9%
Profit Before Interest & Tax	795	1365	1271	-37.5%	-41.8%	4,609	4,587	0.5%
Interest	14	5	0	-	-	28	0	-
Profit Before Tax	780	1,360	1,271	-38.6%	-42.6%	4,581	4,587	-0.1%
Tax	194	328	332	-41.4%	-40.8%	1,149	1,171	-1.9%
Profit After Tax	586	1,032	940	-37.6%	-43.2%	3,432	3,415	0.5%
PAT Margin (%)	17.6%	27.4%	30.9%			25.0%	31.4%	
Other Comprehensive Inc	-6	-28	2			-54	-10	
Total Comprehensive Inc	580	1003	942			3378	3405	
Earnings Per Share (Rs)	2.47	4.35	3.96	-37.6%	-43.2%	14.47	14.40	0.5%

Annual Financial Performance (Consolidated)

Overview

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Financial Performance

Particulars (INR Lacs)	FY 20	FY 21	FY 22	FY 23	FY 24	FY 25
Revenue from Operations	1,013	2,822	4,707	7,831	10,864	13,743
Total Expenditure	894	1,602	2,693	4,545	6,224	8,957
EBITDA	120	1,220	2,014	3,286	4,639	4,786
EBITDA Margin (%)	11.8%	43.2%	42.8%	42.0%	42.7%	34.8%
Other Income	0.4	21	127	63	34	45
Depreciation	29	43	49	55	87	222
Profit Before Interest & Tax	91	1,197	2,092	3,294	4,587	4,609
Interest	0.4	1	0.3	0	0	28
Profit Before Tax	91	1,196	2,091	3,294	4,587	4,581
Tax	23	302	502	822	1,171	1,149
Profit After Tax	68	894	1,589	2,472	3,415	3,432
PAT Margin (%)	6.7%	31.7%	33.8%	31.6%	31.4%	25.0%
EPS	0.29	3.77	6.70	10.43	14.40	14.47

Annual Balance sheet

Overview

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Particulars (INR Lakhs)	FY25	FY24
Equity and Liabilities		
Equity		
(a) Equity Share Capital	1,185.6	1,185.6
(b) Other Equity	889.8	1,197.6
Total Non-Current Liabilities	2,075.4	2,383.2
Liabilities		
Non-current Liabilities	-	-
Financial Liabilities	-	-
Provisions	806.6	205.2
Total Non-Current Liabilities	806.6	205.2
Current Liabilities		
Financial Liabilities		
- Borrowings	900.0	-
- Trade payables	38.2	25.1
- Other Financial Liabilities	128.5	16.9
Provisions	1,214.9	1,183.7
Current Tax Liabilities	474.8	141.5
Total Current Liabilities	2,756.4	1,367.2
Total Equity and Liabilities	5638.4	3,955.6

Particulars (INR Lakhs)	FY25	FY24
Assets		
Non-Current Assets		
(a) Property, plant and equipment	235.4	236.0
((b) Right of Use of Assets	502.4	
(c) Intangible Assets	6.0	6.0
(d) Financial Assets		
- Investments	-	-
- Other Financial Assets	129.5	49.0
(e) Deferred Tax Assets (Net)	96.6	54.0
(f) Other Non Current Assets	-	-
Total Non-Current Assets	969.9	345.1
Current Assets		
(a) Inventories	-	-
(b) Financial Assets		
- Trade receivables	2110.8	1605.4
- Cash and cash equivalents	1042.7	731.3
- Bank Balance & other Cash equivalents	5.7	60.6
- Other financial assets	10.2	4.8
(c) Other current assets	1499.2	1208.5
Total Current Assets	4,668.5	3610.6
Total Assets	5,638.4	3,955.6

Annexures



Ksolves' Gen AI Content

Mind AI Ninja

Key Features/ Benefits

WHAT

- Private and Customized AI GPT Search for all Enterprise Employees and Customers.
- Benefits all Org. in any Industry.

WHY

- Removes Info. Overload and Silos for Teams.
- Easy human-like response.
- Helps make Quicker and Smarter Decisions.

HOW

- Supports Fast and Seamless Data Ingestion.
- Combines State-Of-The-Art AI Techniques and Models.
- Unique Algos to reduce cost and improve Accuracy

KMS / GenAI Market Opportunity

- Part of GenAI market growing at CAGR of 39.6% - \$16 B in '24 to \$109 B by '30.
- Untapped Potential in SMBs, Gov, and Enterprises, Healthcare, eCommerce- underserved by existing AI Orgs.

User Experience and Collaboration

- Integrated User Feedback.
- Enhanced Collaboration.
- Efficient Caching.

Customization and Personalization

- Hyper-Customized and Personalized Responses.
- Integrates with popular Clouds and Systems and supports Multi-Format and Multi-Source Support (PDF, Doc, XML, HTML, etc).

Security, Administration and Scalability

- Security and Privacy of Proprietary Data.
- Enhanced Administration Features.
- Data and Cost Control and Optimization.
- Scalability and Flexibility.

Additional Features

- Conversation Flow Identification.
- Multi-Department SaaS Support.
- Reduced Dependency on External Vendors.

What's New

- New Features and integrations
- Tailored for specific domains

Source: <https://www.grandviewresearch.com/industry-analysis/generative-ai-market-report>





Ksolves' NiFi Product

Data Flow Manager

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

Key Features/ Benefits

WHAT

- Ksolves Data Flow Manager (KDFM) offers a user-friendly web interface for Managing NiFi Deployments

WHY

- Simplifies flow promotion, eliminates scripting, reduces errors through automation, and centralizes cluster information.

HOW

- Add clusters via NiFi URL and certificates, import nodes and namespaces, display and promote namespaces, and manage user access.

Flow Management

- Intuitive UI for promoting NiFi flows.
- Reduces errors through automated processes.
- Supports deployment at the sub-process group level.

User Experience and Collaboration

- Easy-to-use web-based interface.
- Provides overview of cluster.
- Integrated user feedback and collaboration.

Security and Compliance

- Create users and grant access to clusters or specific namespaces.
- Ensures secure access.
- Manages sensitive parameters securely.

Administration and Scalability

- Supports monitoring, node management, and cluster creation.
- Reduced supervision with automation and ready-to-use flow catalogs.
- Compatible with container and non-container setups.





Ksolves' Salesforce Product|

Rollup Magic

Key Features/ Benefits

WHAT

- Create custom rollup summaries for any Salesforce data, including lookup relationships

WHY

- Admins create roll-ups without Apex. Supports sum, count, average, min, and max. Real-time updates keep data current. Automates roll-ups, reducing manual effort. Users can create custom filters.

HOW

- Select parent and child objects, set criteria, choose aggregation type, specify fields, define updates, and activate to start data aggregation.

Seamless GA4 Integration

- Integrate smoothly with GA4 for advanced analytics.

User Experience Improvement

- Identify and fix customer journey pain points.

Real-Time Data Collection

- Instant insights for quick decision-making.

Enhanced Customer Insights

- Detailed behavior data for marketing decisions.

Sales Performance Tracking

- Monitor metrics to boost conversions and revenue.

Customizable Integration

- Tailor GAC to fit your unique business needs.





Ksolves' Salesforce Product| Google Analytics Connector

Overview

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Key Features/ Benefits

WHAT

- GAC integrates with GA4 for SFCC, tracking diverse e-commerce events and providing deep customer behavior insights.

WHY

- Captures e-commerce events, analyzes behavior, and monitors site performance and product popularity.

HOW

- Our solution tracks customer interactions in GA4, offering insights for better decisions, optimized marketing, and improved conversions. Enhances navigation, checkout, and provides real-time data for agile strategies.

Quick Setup

- Easy configuration with a user-friendly interface

Single Screen Rollup Setup

- Enable to set up your roll-ups on a single screen.

Create Up to Five Rollups Free

- Access to five roll-ups in our free version.

Free Developer Support

- Includes 20 hours of support with a paid subscription.

User-Friendly Interface

- Intuitive design for effortless navigation.

Advanced Error Handling

- Ensure smooth error handling with instant notifications.



Case Study 1: NiFi High Availability

Big Data

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

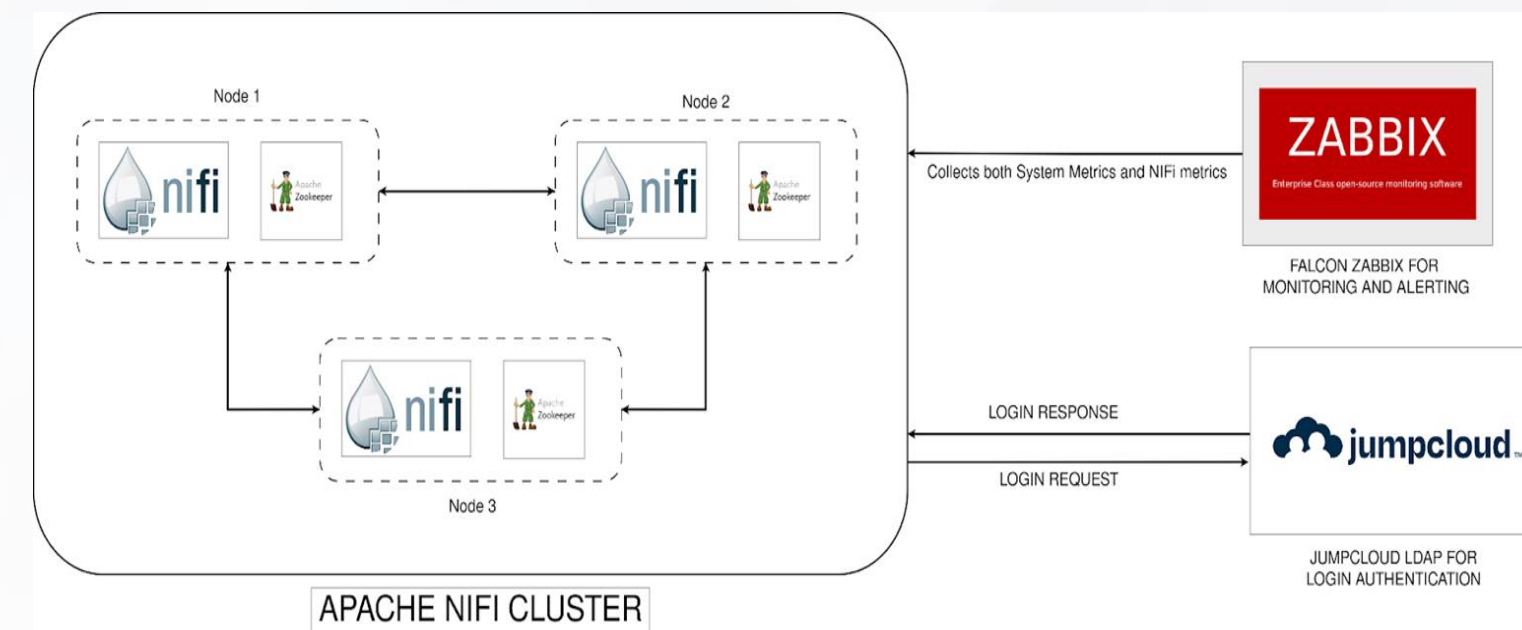
Challenges

- Customer running standalone NiFi instances to handle their data pipelines and they want it to be high available and secure and fast processing
- Customer has also no access control RBAC policies configured so they want to integrate with existing LDAP (Jumpcloud) and in force RBAC policies and access control
- They also want NiFi specific matrixes integrated with their monitoring tools Zabbix, that was not previously
- Need a certificate based authenticated user to handle LDAP lockout scenario

Solution

- Upgraded their single NiFi instances to NiFi secure 3 node NiFi cluster and also helped to setup DR NiFi cluster
- Integrated Cluster with existing LDAP (Jumpcloud)
- Integrated NiFi specific matrix in Zabbix
- Done load and failover testing to make sure it is meeting their current SLA and Disaster recover requirements
- Added and tested a certificate based authenticated user with LDAP lockout scenario

ARCHITECTURE DIAGRAM



Case Study 2: NiFi & Spark Optimizations in Telecom Big Data

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

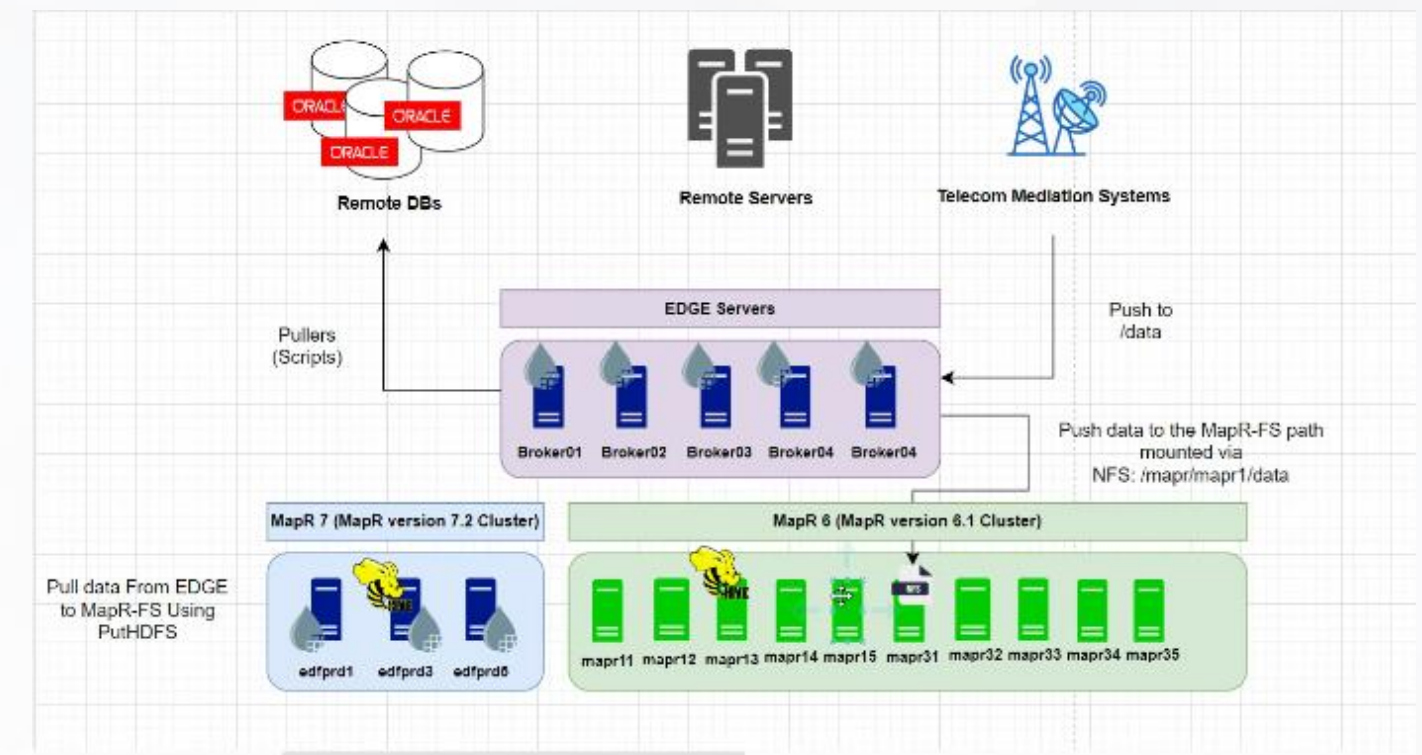
Challenges

- Customer is looking to migrate from *MapR6 to MapR7 that includes also NiFi flow migrations.*
- *Optimize* existing NiFi based file transfer flow from MapR7 NiFi edge server to MapR7 MapR-FS.
- Sync data from MapR6 to MapR7 using NiFi to support legacy system.
- Sync historical data from MapR6 to MapR7 using NiFi.
- Migrated Drill script to Spark and Optimize existing Spark script for better performance and SLA

Solution

- Migrated and reconfigured NiFi flow from MapR6 to MapR7
- Optimized NiFi existing flows
- Created NiFi flows to migrate data from MapR6 to MapR7 and vice-versa
- Migrated Drill script to Spark and Optimized existing spark scripts
- Extended MapR7 cluster 3 node cluster to 10 node Cluster

ARCHITECTURE DIAGRAM



Case Study 3: NiFi in FinTech

Big Data

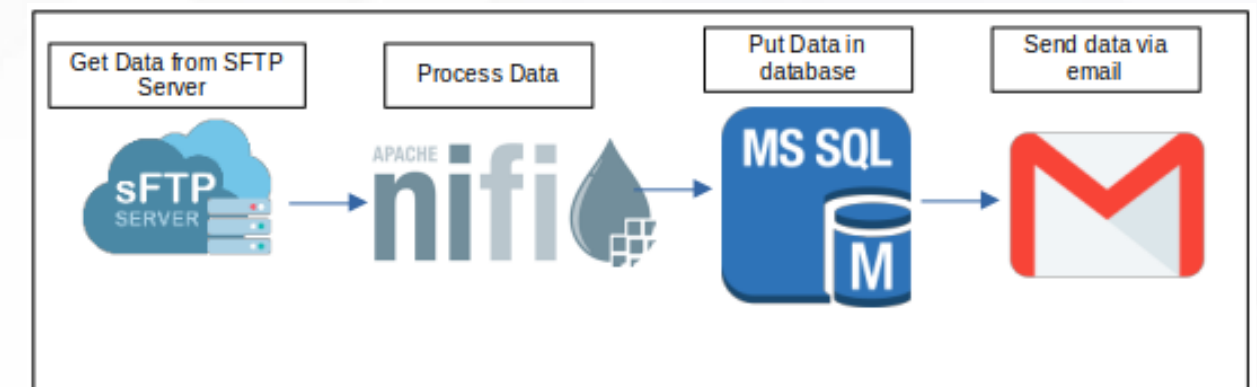
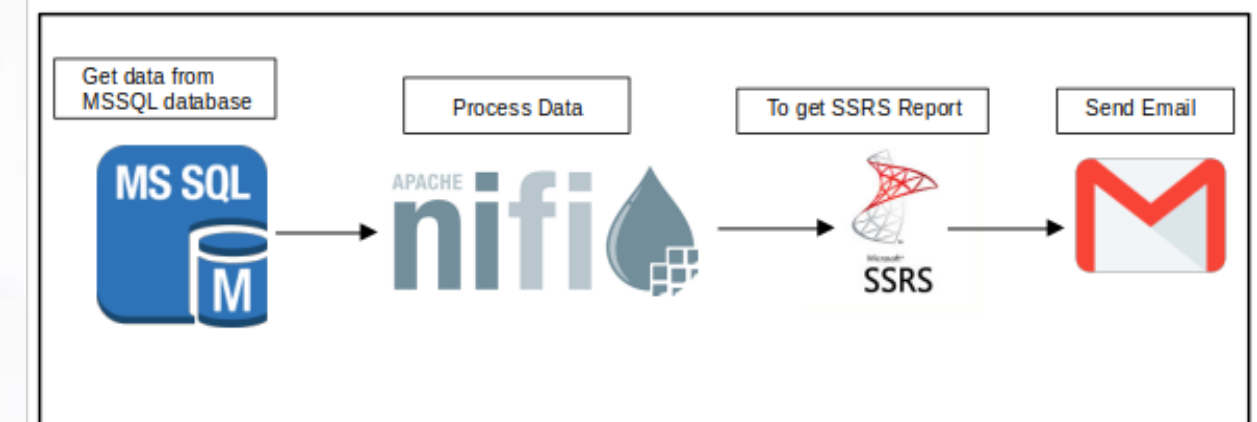
Challenges

- Customer wants to migrate SSIS and open source tech for data transfer pipelines
- Integrate open source ETL with SSRS server and send the reports in email
- Pull data from SFTP server do transformation and store in MSSQL and send notification for success and failed files
- Integrate Azure bus service with ETL tool to pull and push data
- Monitor audit logs table and do data transfer as logs changes

Solution

- Created Open Source NiFi cluster and replace SSIS data pipeline with NiFi data pipeline to save cost.
- Integrated NiFi with SSRS server and email service and created and tested required pipeline to generate and send SSRS report in email
- Integrated NiFi with SFTP server, MSSQL and email service and created required data pipeline
- Integrated Azure bus service with NiFi and created required data pipeline

ARCHITECTURE DIAGRAM



Case Study 4: Renewable Energy Sector

Salesforce

Overview

Growth & Strategy

Technology Roadmap

Financial Performance

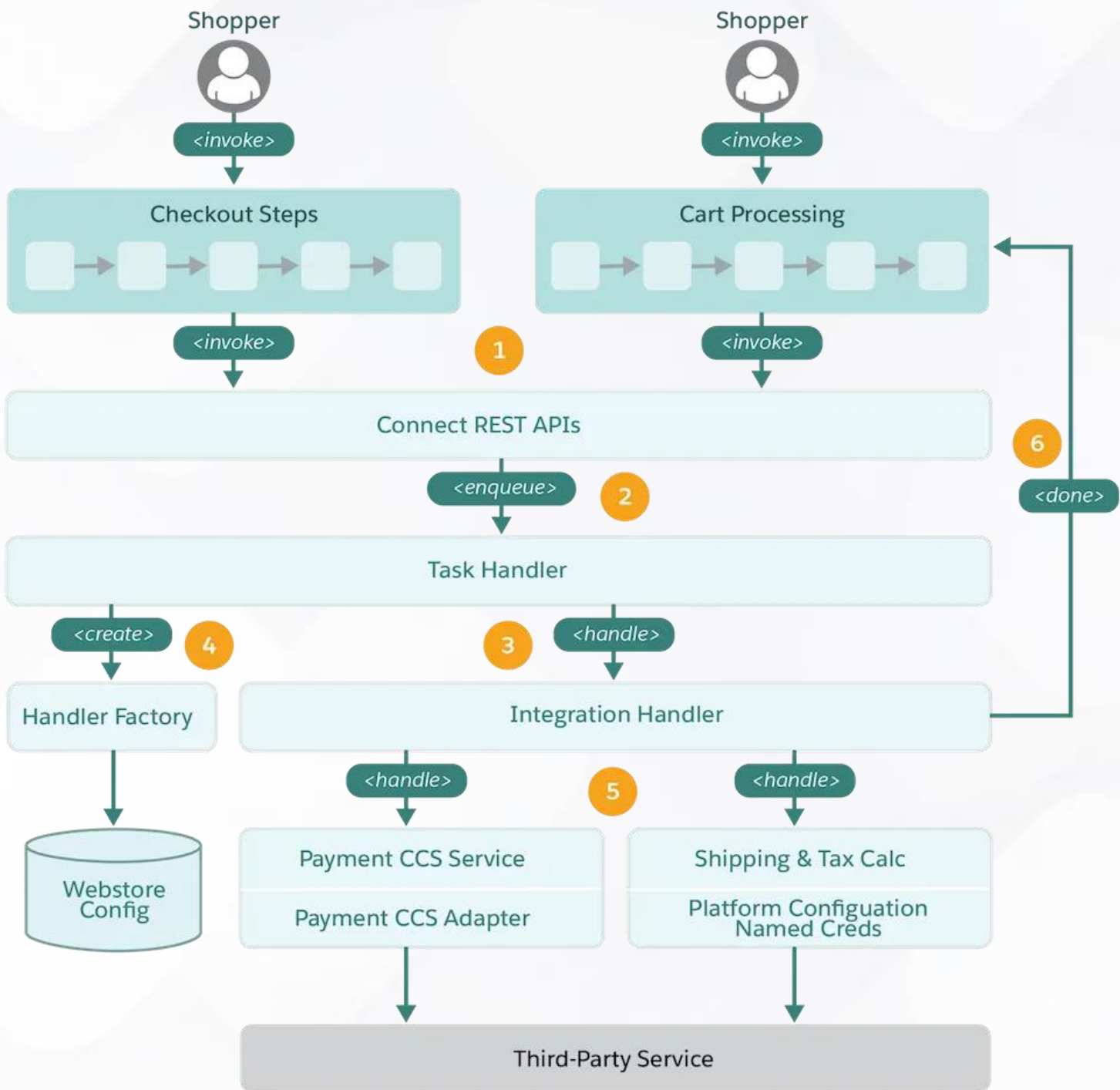
Challenges

- A prominent player in the renewable energy sector, particularly in wind and solar power generation, faced challenges stemming from outdated systems and processes..
- The presence of multiple siloed legacy systems hindered the sales and service teams from obtaining a holistic view of the customer, leading to disjointed and ineffective interactions.
- the existing front-end sales and service applications were insufficient, adversely affecting the overall customer experience.

Solution

- Implementation of B2B Commerce Portal made online part ordering is faster & easier.
- Integration with RACES & mirakl to provide real-time product pricing and availability on the cart.
- Integration with the client's transportation management provide real-time delivery tracking.
- Implementation of Punchout which eliminates the need for manual data entry by allowing users to make purchases directly from the supplier's catalog.

ARCHITECTURE DIAGRAM



Case Study 5: Power Sector

Salesforce

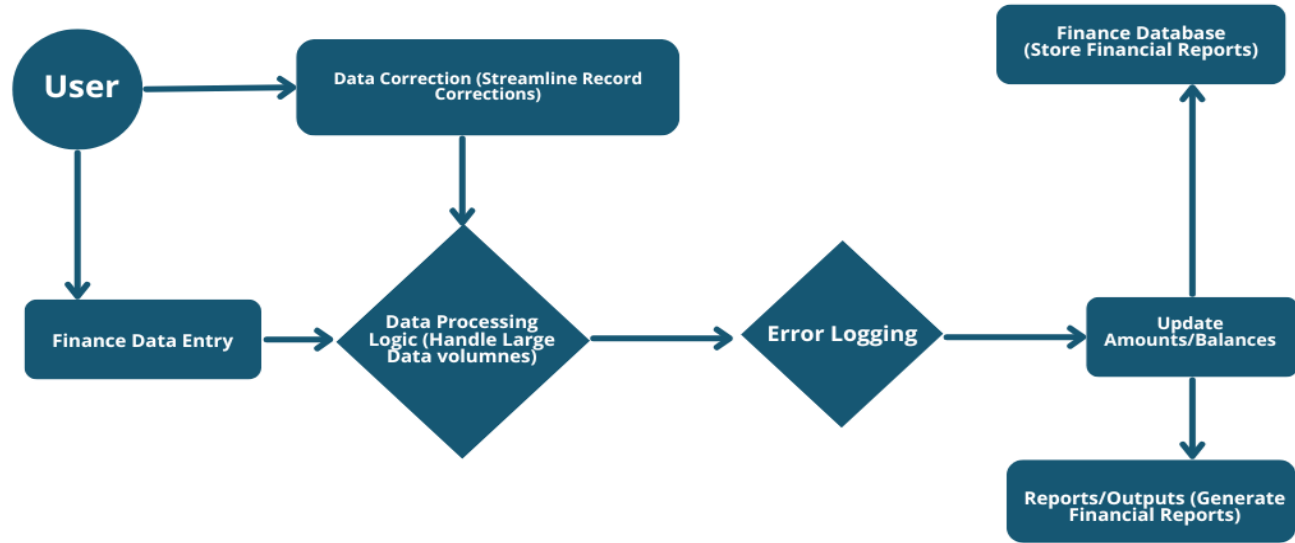
Challenges

1. Kalpa Power, a provider of turnkey solar solutions, is facing several issues with its systems, leading to inefficiencies and data inconsistencies: The finance system struggles to handle large amounts of data, leading to incorrect pricing and balance updates, which require manual corrections.
- Inefficient Data Correction Process: Modifying amounts forces the cancellation and recreation of entire records, further complicating data management and increasing workload.
- Technical Challenges: The company requires a solution that enhances data handling in the finance module, improves code quality through better test coverage and error logging, and optimizes query performance to prevent governor limit issues.

Solution

- Implemented scalable logic to handle large volumes of data in the finance tables, along with a robust mechanism for data correction, ensuring system efficiency and accuracy.
- Added an error logging object to track and manage errors, making them accessible for reporting and debugging, improving overall system reliability.
- Refactored lengthy code into modular, reusable functions using OOP principles, enhancing maintainability and simplifying future development.

ARCHITECTURE DIAGRAM



Case Study 6: Predictive Model for Energy Efficiency

Machine Learning

Overview

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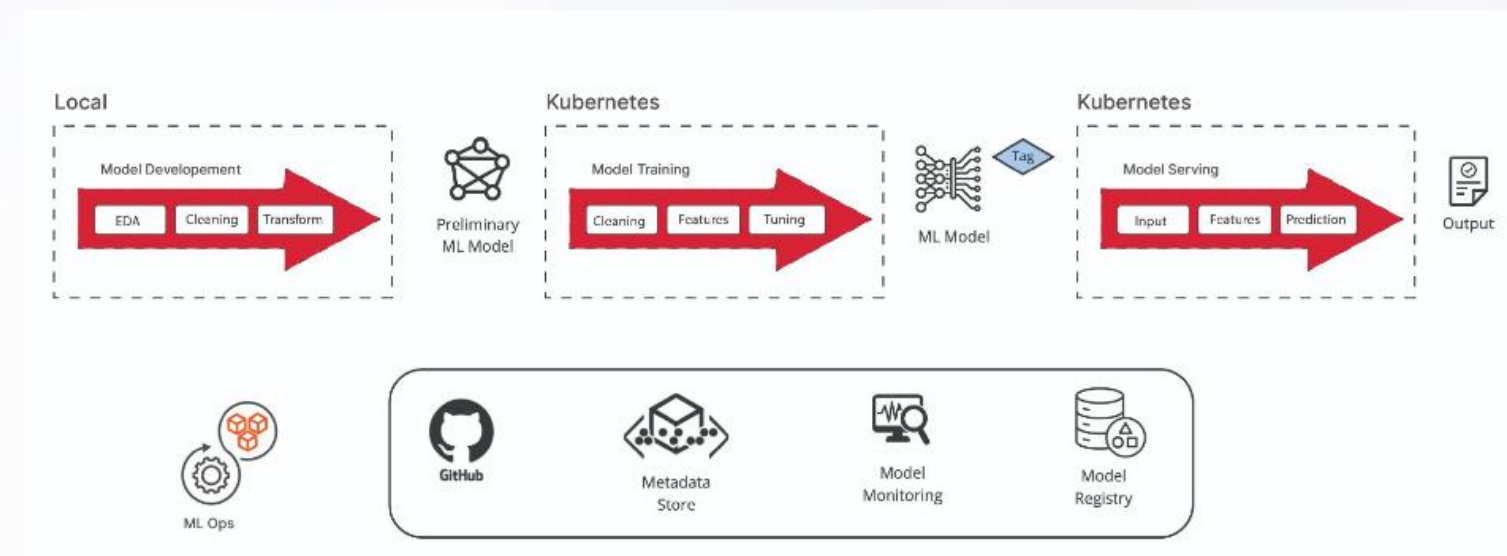
Challenges

- Compressor on-time in refrigerators plays a crucial role in **Energy Optimization**. By accurately predicting and managing compressor activity using temperature data, operational costs can be minimized .
- Traditional maintenance practices wait for a failure to occur before taking action, which can lead to higher repair costs. By **predicting short cycling using ML**, we can perform maintenance proactively, reducing downtime and costs.
- Our goal was to predict compressor on-time in a 24-hour window using temperature data, as compressor efficiency significantly impacts energy optimization, cost savings, and environmental sustainability.

Solution

- Temperature data collected alongside **amperage** was **correlated with on-time values**, creating a labeled dataset for **supervised learning**.
- Unsupervised learning** models were **trained separately for three refrigerator types**, predict short-cycling with high accuracy .This methodical approach ensures efficient energy management and cost savings.
- Our approach achieved high accuracy in detecting short cycles, reducing false positives and negatives, and was deployed via Flask API, transforming maintenance practices effectively and improving **Energy Efficiency**,

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Thank You



www.ksolves.com

Email: ir@ksolves.com

For further details please contact:

KAPTIFY® CONSULTING

Strategy & Investor Relations | Consulting

Tel: +91-845 288 6099

Email: contact@kaptify.in

www.kaptify.in