

Date: May 03, 2025

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 Updates Q4 FY'25

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

BSE Scrip Code: 543599; NSE Symbol; KSOLVES; ISIN: INE0D6I01015

Dear Sir/Madam

Please find attached herewith the investor updates for Q4 FY'25.

This is for your information and records.

For Ksolves India Limited

Manisha Kide
Company Secretary & Compliance Officer

Ksolves reports “Strong Revenue Growth of 27% (YoY) with Sustained and Healthy Profitability for FY25

Financial Summary

Consolidated Financial Highlights for the Financial year ended March 31, 2025

	FY24	FY25	Margin%	Y-o-Y Growth
Revenue (INR Crores)	108.6	137.4		26.5%
EBITDA (INR Crores)	46.4	47.9	35%	3.2%
PAT (INR Crores)	34.2	34.3	25%	0.5%
ROCE	199%	205%		
ROE	148%	154%		

Consolidated Financial Highlights for the Quarter ended March 31, 2025

	Q4FY24	Q4FY25	Margin%	Y-o-Y Growth
Revenue (INR Crores)	30.4	33.3		9.5%
EBITDA (INR Crores)	12.9	8.6	26%	-34.0%
PAT (INR Crores)	9.4	5.9	18%	-37.6%

Guidance for Q1 and FY'2025-26

Ksolves anticipates double-digit sequential revenue growth in Q1 FY2025-26 and expects ~20% Year-on-Year Revenue growth for FY'26.

Quarter Recap

- ✓ **Revenue Update:** Revenue for the Quarter stood at ₹33.34 crore, reflecting a 9.5% YoY growth & Revenue for FY24-25 stood at ₹137.43 crore, reflecting a 26.5% YoY growth.
- ✓ **Profitability:** Profit After Tax (PAT) for the quarter stood at ₹5.86 crore, while full-year FY25 PAT reached ₹34.32 crore, reflecting a strong 25% annual PAT margin; EBITDA for FY25 stood at ₹47.86 crore, translating to a 35% annual operating profit margin—underscoring our disciplined execution alongside deliberate investments for long-term growth.
- ✓ **EPS Comparison:** Earnings per Share (EPS) for FY24-25 was ₹14.47 per share, showing uptick from ₹14.40 per share in the previous financial year, indicating earnings stability amidst a transitional phase.
- ✓ **Dividend:** During the quarter the company paid 3rd interim dividend for FY 2024-25 of Rs. 7.50 per share (split-adjusted), reaching total dividend for FY2024-25 to Rs. 15.50 per share based on share-split adjustment.
- ✓ **Workforce Update:** As of March 2025, our total employee base stood at 565, alongside our move to a larger, new office space in Pune to support continued growth.
- ✓ **Net Debt Update:** As of March 31, 2025, the company maintains a net positive cash position, holding ₹10.43 crores in cash against ₹9 crores in working capital debt. The working capital loan was availed during the year to manage short-term cash flow mismatches on account of overall growth in the business during the financial year.
- ✓ **Share Split:** The shareholders approved share split in the ratio of 1:2 i.e. one equity shares of Rs.10 each divided into two equity shares of Rs. 5 each. This aimed at making the share of the company affordable for investors.
- ✓ **ESOPS:** Granted 148000 (One lakh forty-eight thousand) stock options during the quarter under the Ksolves Employee Stock Option Scheme II – 2024.

Business Highlights

- ✓ We've achieved the highest ever single order of approx. \$600,000 with a prominent research and analytics firm based in New York to be fulfilled during FY26.
- ✓ Major investments been made in Big Data (DFM) infrastructure & talent.
- ✓ We also hold strong expectations for our latest Big Data product, the Data Flow Manager (DFM), which is the First Ever One-Click, UI-Driven NiFi Data Flow Deployment tool. Apache NiFi is a technology that helps collect, organize, and move huge amounts of data (eg: millions of financial transactions or social media messages) between different systems and DFM is built to manage Apache Nifi clusters and Data flows.
- ✓ Acquired our first client for Data Flow Manager (DFM)- a multibillion-dollar valued company has chosen DFM to streamline and automate their Apache NiFi data flow deployments across all their NiFi environments.
- ✓ 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.
- ✓ A substantial budget has been allocated to further enhance our Salesforce capabilities.

Other Highlights

- ✓ **Mr. Jerry Huang has joined the company as Vice President of Salesforce Services.** His over two decades of experience within the Salesforce ecosystem, including leadership roles such as Director, GTP Technical Evangelist at Salesforce Australia and Senior Principal - Global Head of Salesforce Architecture at Infosys Australia, and being a Salesforce Certified Technical Architect (CTA), the highest and the most prestigious credential in the Salesforce ecosystem, will be a significant asset. As a Summit (Platinum) Salesforce Partner, Jerry's deep expertise in strategic enablement and innovation will be crucial in enhancing our capabilities, further solidifying our customer relationships, and driving greater success in the Salesforce space.
- ✓ Ksolves recognized as one of the top Salesforce consulting companies in Australia by Forceperformers, a globally respected platform that connects businesses with the most reliable and capable Salesforce consulting partners.
- ✓ In the last quarter, we conducted several client visits, transforming our client interactions into lasting partnerships across countries (Europe and Africa) and industries.
- ✓ Our commitment to expanding our global presence is reinforced by our strategic participation in the upcoming global events.

Mr. Ratan Kumar Srivastava, Chairman and Managing Director, Ksolves :

"We're thrilled to report continued strong sales and healthy profitability in FY25, fueled by key deal wins and a promising pipeline for further top-line expansion. Our team's dedication to outstanding customer solutions is validated, and strategic new hires will enhance these relationships and drive greater achievements. Our focus now is on scaling with evolving technologies, leveraging GenAI to boost business growth through cost reduction, operational efficiencies, and optimized resource allocation. Strategic investments in our unique DFM product and ongoing client engagements have strengthened our market position and attracted new customers. We deeply appreciate the continued support of our customers, shareholders, employees, and stakeholders, which is vital to our ongoing success."

Forward Looking and Cautionary Statements

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Ksolves India Limited (Formerly known as Ksolves India Private Limited)

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