

Investor updates on Q3' FY25

Ksolves Achieves Rs 100 crores+ Revenue in 9 months FY 24-25 ; reports “Strong Revenue Growth of 33% (YoY) and 8% (QoQ) with Sustained and Consistent growth in Profitability “ for Q3’FY-25.

Sustained Year-on-Year revenue growth of 30%+ since listing, consistently reported for the 15th consecutive quarter.

Financial Summary

Particulars	Rs. in Crores				
	Q3'FY25	Q2'FY25	Q3'FY24	YoY Growth %	QoQ Growth %
Revenue from Operations	37.70	34.82	28.42	32.7%	8.3%
EBITDA	14.07	13.22	12.02	17.1%	6.5%
Profit before Tax	13.60	12.59	11.88	14.5%	8.1%
Profit after Tax	10.32	9.19	8.94	15.5%	12.3%

Quarter Recap:

- **Achieved Yet Another Record Quarterly Revenue:** Reached the highest quarterly revenue to date, totaling ₹37.70 crore.
- **Sustained Profitable Growth:** Revenue grew by 32.7% YoY and 8.3% QoQ, while Profit After Tax (PAT) increased by 15.5% YoY and 12.3% QoQ, reflecting steady growth in both revenue and profitability.
- **EPS Comparison:** Earning per share (EPS) stood at ₹8.70 for December 2024, compared to ₹7.54 at same period last year.
- **Workforce Update:** Onboarded 41 talented minds in Q3.
- **Debt Update:** Continues to be Debt free (other than Capitalization of Right of Use Assets for Office), Growth funded by Internal Accruals
- **Share Split:** The board approved share split in the ratio of 1:2 i.e. one equity shares of Rs.10 each shall be divided into two equity shares of Rs. 5 each. The record date for share split shall be Thursday, February 06, 2025, if the split is approved by the shareholders.

Business and Other Highlights:

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

Other Highlights

- **2024 Deloitte India Technology Fast 50 Award:**
Recognized with the prestigious **2024 Deloitte India Technology Fast 50 Award**, underscoring our rapid growth and innovation in the **Data and AI Tech** category. **Manish Gurnani (CTO)** and **Kirti Sharma (Business Development Head)** accepted this honor on behalf of the entire Ksolves team, reinforcing our commitment to technological advancements.

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

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- **Global AI, Dubai:**
Attended the biggest AI conference, **Global AI Show**, showcasing **Data Flow Manager with AI, Lead Manager Ninja, & Mind AI Ninja**. These apps captured substantial attention from global audiences. **Manish Gurnani (CTO)**, **Nishant Agrawal (VP of Engineering)**, & **Vishwam Pandey (Business Development Manager)** engaged with leading industry experts, forging valuable relationships & discussing emerging trends in AI.
- **Welcoming Experienced Leadership:**
Onboarded **Mr. Aseem Kumar** as our **Director of Program and Operations**, with over 18+ years of experience in global market strategy and program management. Looking forward to driving operational excellence and managing large-scale programs with Aseem's expertise, taking our initiatives to new heights.
- **Recognition at Odoo Experience 2024, Brussels:**
Showcased **Dashboard Ninja with AI** as the **#1 app on the Odoo Store** for the 5th consecutive year at **Odoo Experience 2024**. **Om Prakash Maurya (Technology Head)** presented a case study, demonstrating how we helped a manufacturing client reduce average order packing time by 90%.
- **Salesforce Certifications Milestone:**
A dedicated team of 100+ professionals achieved 82 new Salesforce certifications, counting our total to 300+ certifications. With roles ranging from AI Associates to B2C Commerce Architects, we deliver cutting-edge, tailored solutions to clients across various industries.
- **Multiple International Client Visits:**
Conducted multiple high-impact client visits in both the UAE and India, focusing on finalizing key projects and building long-term strategic partnerships. Face-to-face engagements solidified our relationships with clients, ensuring the successful execution of projects & identifying new business opportunities.

Statement by Mr. Ratan Kumar Srivastava, Chairman and Managing Director: *"I'm excited to present our Q3FY25 results, and happy to share that in first 9 months of FY24-25, we have achieved revenues of Rs **100 crores + with robust growth** in both revenue and profitability. Key deal wins are anticipated to drive further top-line expansion. Our team's commitment to delivering outstanding customer solutions has been validated through various recognitions and accreditations. Our focus would be 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. Additionally, our strategic investments in global events have strengthened our market position and helped attract new customers. We are deeply grateful for the continued support from our customers, shareholders, employees, and stakeholders, which remains essential to our ongoing success."*