

Date: January 20, 2026

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 Presentation Q3FY'26.

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

BSE Scrip Code: 543599; NSE Symbol; KSOLVES; ISIN: INE0D6I01023

Dear Sir/Madam

Pursuant to the abovementioned Regulation, please find enclosed herewith the Investor Presentation Q3FY'26.

You may also find the same on company's website at <https://www.ksolves.com/investors>

This is for your information and records.

For Ksolves India Limited

Manisha Kide
Company Secretary & Compliance Officer



INVESTOR PRESENTATION – Q3FY26

20th January 2026



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01 Company Overview



Company at a Glance

We are a 360°
technology partner
delivering end-to-end IT
solutions across AI/ML,
Big Data, Cloud
Computing, Salesforce,
Odoo, Data Analytics,
and DevOps for
businesses from SMEs
to global enterprises.

Corporate Highlights



2012

Established



5

Offices Serving
Globally



567

Employees



200+

Clients



85%+

Revenue by
Repeat Customers



54%

Top 10 Clients
Contribution

Technology Partners



BRONZE
Solution Partner

Adobe Bronze Solution Partner



ADVANCED
BUSINESS PARTNER
ISV Partner

Redhat Business Partner



amazon
webservices

Partner Network

AWS Partner



Gold Partner

Odoo Gold Partner



SUMMIT
PARTNER

Salesforce Summit Partner

Robust Financials



68% CAGR

Revenue (FY20 – FY25)



119% CAGR

PAT(FY20 – FY25)



5-Years

Consistent dividend payouts



205%

ROCE



₹ 119.6 Crore

Total Revenue (9MFY26)



29.9%

EBITDA Margin (9MFY26)



₹ 13 Crore

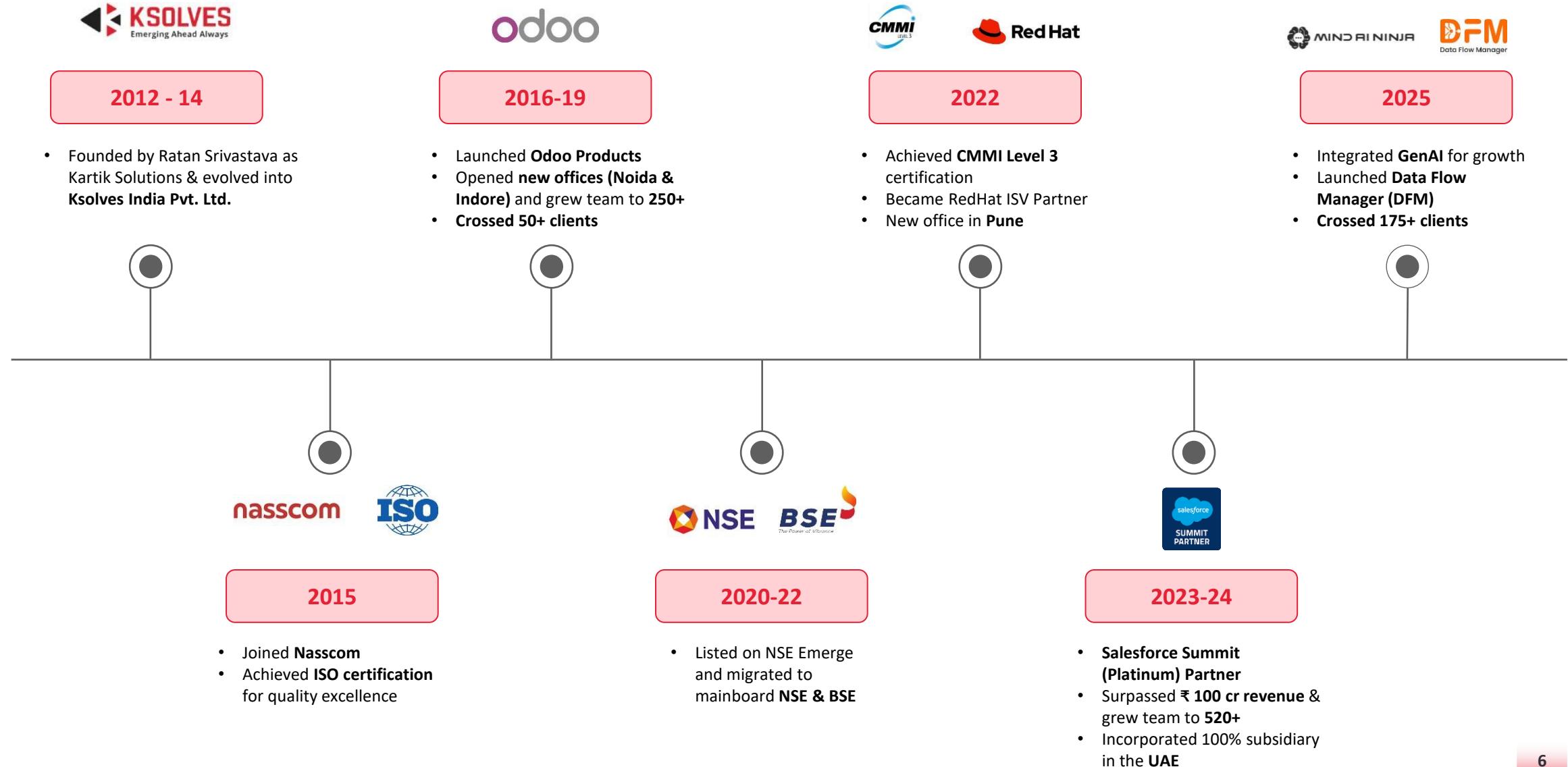
Cash and Bank Reserves
(31st December 2025)



154%

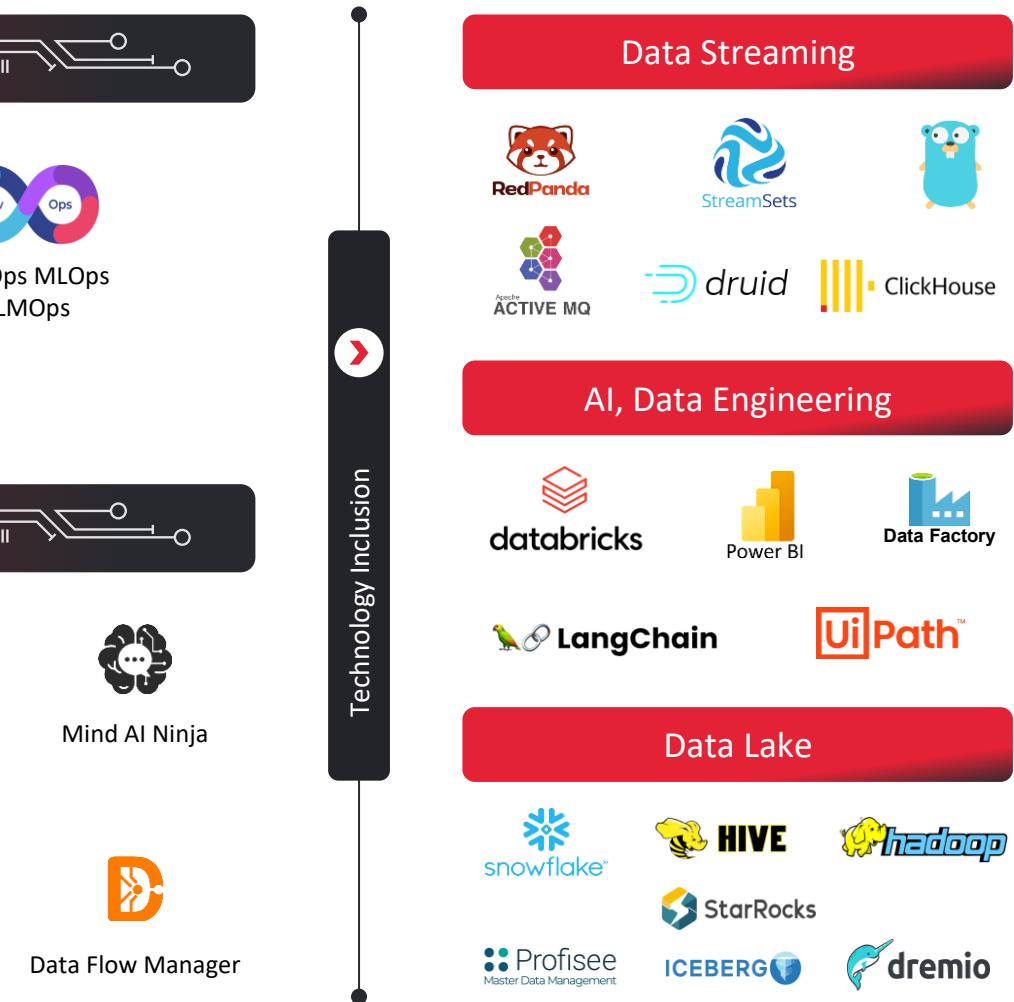
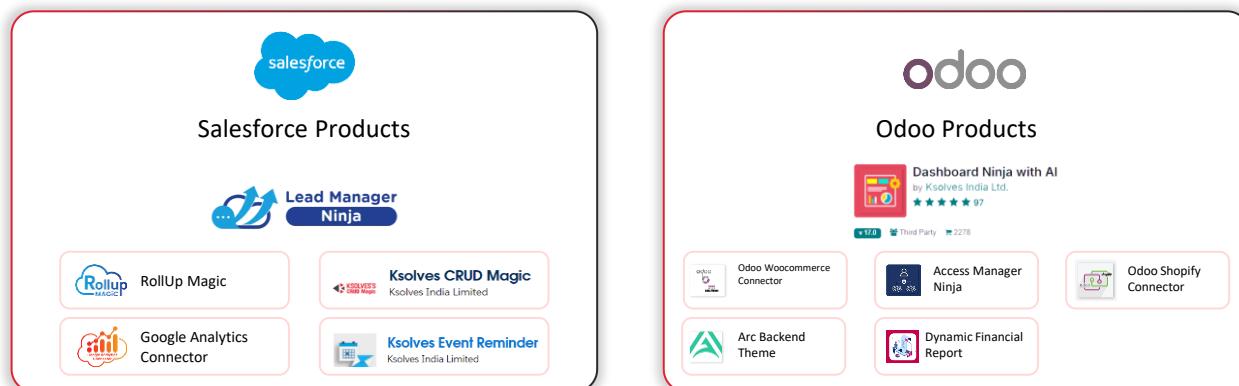
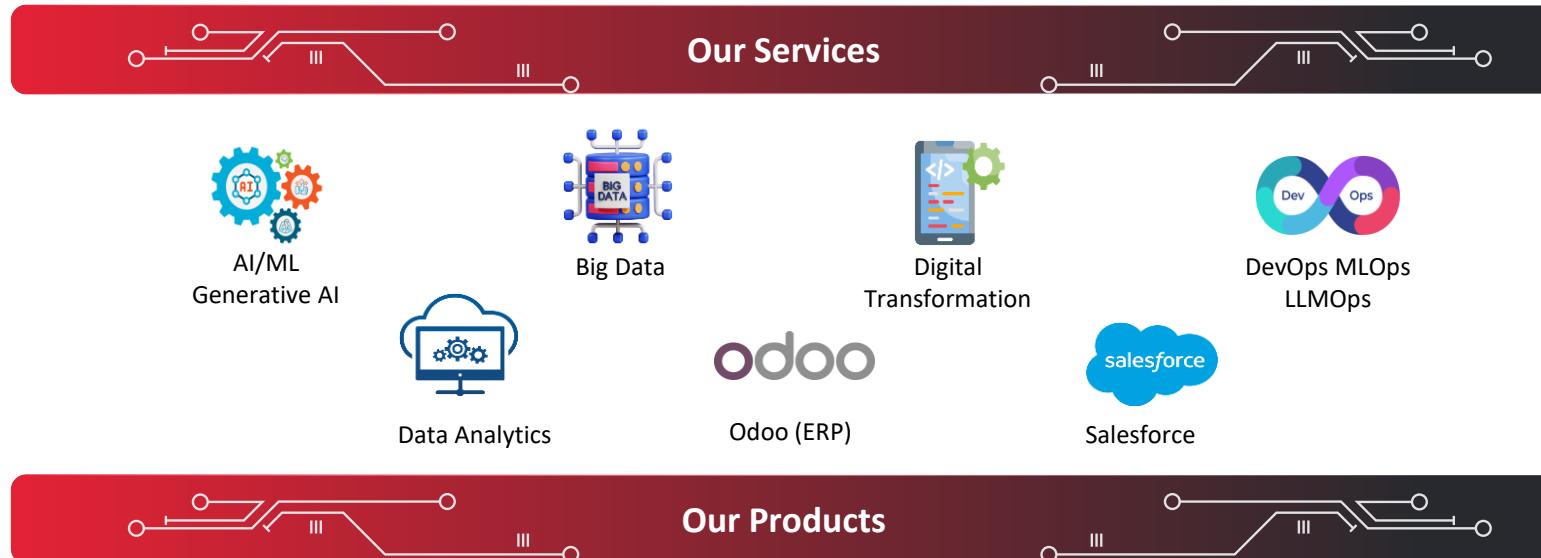
ROE

Journey so Far



Our Offerings

We deliver a next-generation suite of integrated IT services and products, fusing advanced technologies with intelligent enterprise solutions to accelerate digital transformation and ignite breakthrough innovation.



02 Financial Performance



Financial Highlights

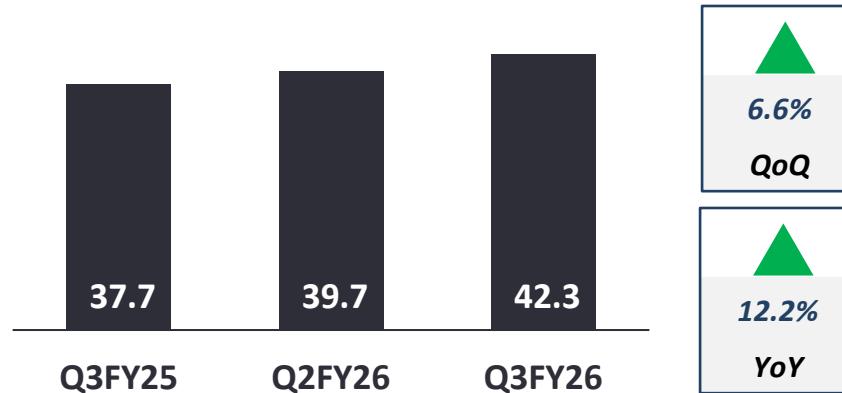
- Revenue from operations stood at ₹42.3 Crore, a growth of 6.6% QoQ and 12.2% YoY
- EBITDA margin stood at 32.4% up by 194 Bps on QoQ basis
- Profit after tax stood at ₹9.8 Crore, a growth of 16.5% QoQ and down by 5.0% YoY
- Diluted EPS increased to ₹4.13 from ₹3.54 in Q2FY26
- Cash stood at ₹13 Crore
- The Board has declared an interim dividend of ₹5 per share for Q3FY26. With this, the cumulative dividend for FY26 stands at ₹11 per share

Consolidated Financial Summary – Q3FY26

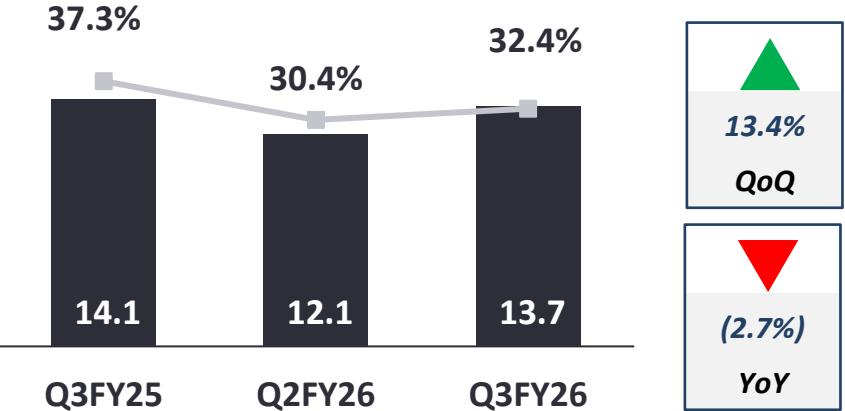
(In ₹ Crore)



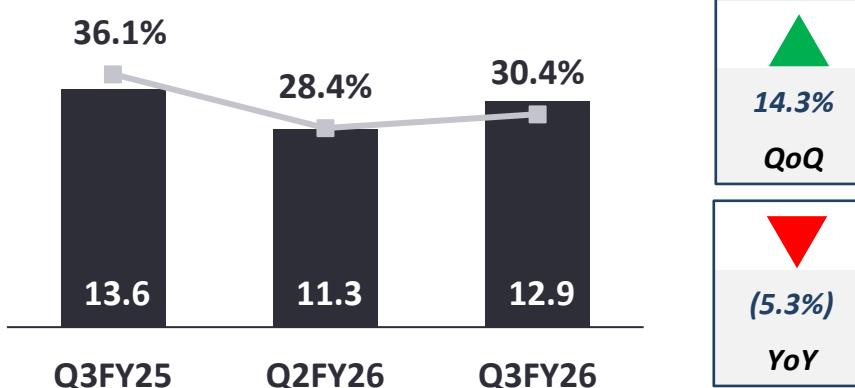
Revenue from Operations



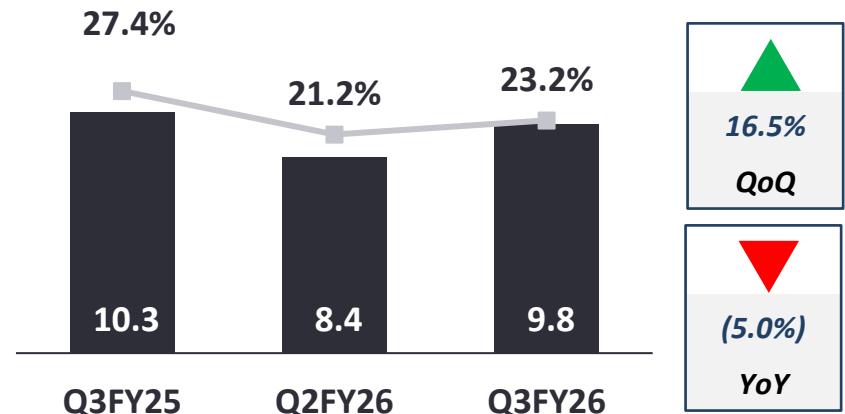
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



Consolidated Financial Performance – Q3FY26

Particulars (₹ Crore)	Q3FY26	Q2FY26	QoQ Growth	Q3FY25	YoY Growth	9MFY26	9MFY25	YoY Growth
Revenue from operations	42.3	39.7	6.6%	37.7	12.2%	119.6	104.1	14.9%
Other Income	0.16	0.14	17.8%	0.08	103.6%	0.39	0.28	39.4%
Total Income	42.5	39.8	6.7%	37.8	12.4%	120.0	104.4	15.0%
EBITDA	13.7	12.1	13.4%	14.1	(2.7%)	35.7	39.3	(9.1%)
EBITDA Margin %	32.4%	30.4%	194Bps	37.3%	(496Bps)	29.9%	37.8%	(791Bps)
Profit Before Tax (PBT)	12.9	11.3	14.3%	13.6	(5.3%)	33.2	38.0	(12.8%)
PBT Margin%	30.4%	28.4%	204Bps	36.1%	(564Bps)	27.7%	36.5%	(880Bps)
Profit After Tax (PAT)	9.8	8.4	16.5%	10.3	(5.0%)	24.6	28.5	(13.4%)
PAT Margin %	23.2%	21.2%	197Bps	27.4%	(420Bps)	20.6%	27.3%	(675Bps)
Earnings Per Share (₹) Basic	4.13	3.55	16.5%	4.35	(5.0%)	10.39	12.00	(13.4%)
Earnings Per Share (₹) Diluted	4.13	3.54	16.5%	4.35	(5.0%)	10.39	12.00	(13.4%)

Revenue Metrics – 9MFY26

Particulars		9MFY26	H1FY26	9MFY25
Revenue by Business (%)	IT Services	97.4%	97.4%	98.3%
	IT Products	2.6%	2.6%	1.7%
	Telecom	26.9%	26.7%	25.2%
	Service Industry*	19.1%	20.2%	18.1%
	Technology	17.7%	16.4%	19.4%
	Retail	7.8%	7.8%	7.0%
	BFSI	6.8%	6.8%	4.4%
Revenue by Industry (%)	Manufacturing	5.6%	5.4%	6.5%
	EduTech	5.0%	5.3%	5.5%
	Healthcare	4.9%	4.3%	3.2%
	Real Estate	3.2%	3.4%	4.2%
	Marketing & Advertising	2.9%	3.8%	6.7%
	North America	58.4%	59.7%	58.9%
	India	22.1%	21.7%	22.8%
Revenue by Geography (%)	Europe	7.6%	7.7%	7.4%
	Australia	3.8%	3.8%	6.1%
	RoW	8.1%	7.2%	4.7%
Client Base	Top 5	40%	42%	40%
	Top 10	54%	57%	53%
Employee Metrics	Total Employees	567	553	539
	Attrition %	15.3%	15.0%	18.4%
DSO	Days	50	47	44

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

Key Wins – Q3FY26



Secured formal acceptance from its first European aviation client. The engagement involves managing mission-critical systems and leading a major NiFi platform version migration, reinforcing Ksolves' credibility in complex, regulated industries.

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Onboarded one of the largest telecommunications companies in the Oceania region onto its flagship Data Flow Manager (NiFi Ops Manager) platform, with company-wide adoption expected after the Holiday break.

Onboarded one of the largest payment service operators in Georgia for Apache NiFi support, reinforcing the company's commitment and deep expertise within the open-source Big Data Apache ecosystem.

Delivered core business-critical fixes for open-source Redis for a company operating in the business of aerospace intelligent connectivity, supporting satellite communications, real-time flight tracking, and data management solutions for manned and unmanned aircraft.

Marked significant milestone with entry into the Australian automobile sector through this deal. The company is implementing Odoo ERP to streamline and automate their end-to-end business processes, enabling greater operational efficiency, visibility, and scalability across their operations. This engagement reinforces Ksolves growing global footprint and expertise in delivering ERP-led digital transformation for complex, process-driven industries.

Started a project in the Solar Power industry in Kenya.

Collaboration with one of the biggest energy and logistics groups delivering across 17 African Countries.

Won first Salesforce UK client in the Travel Arrangements domain; Ksolves is setting up an interface between Salesforce and their accounting software.

Won non-profit clients in Australia to implement non-profit Cloud for the Mental Health Domain & provided support to Non-profit Client.

Won first Salesforce US Client in Book Publishing to implement Salesforce to update their old custom order management system.

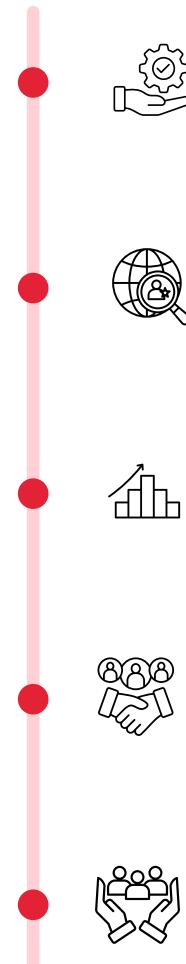
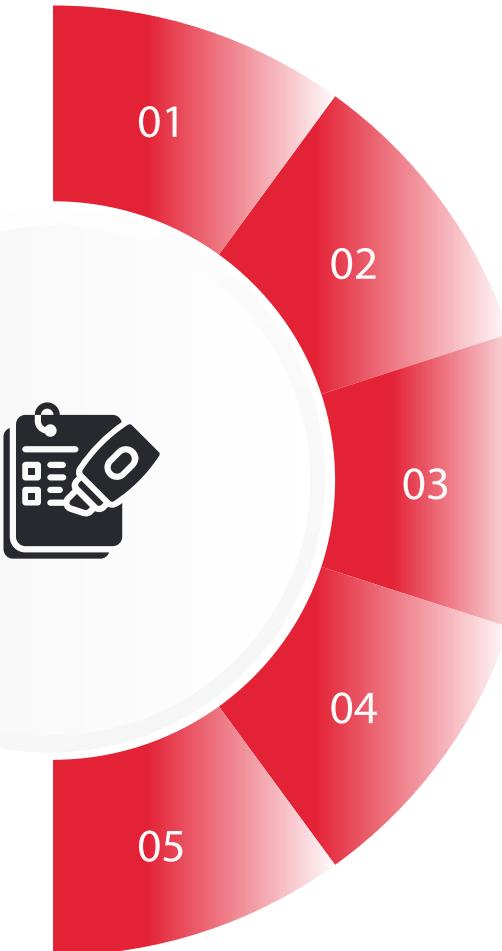
FY 26 Guidance

Revenue growth expected in range of **~20% YoY**

EBITDA margin to be in between **25% - 30%**

02 Growth Strategy





Comprehensive IT Services & Product Suite



Ksolves offers an integrated portfolio of advanced IT services involving complex niche technologies and innovative products, enabling seamless digital transformation for global enterprises. This holistic approach drives recurring revenues, higher margins compared to others in the industry, client satisfaction, and long-term scalability.



Experienced Leaders, Global Expertise

Experienced leadership is steering Ksolves into its next phase of growth, backed by **strategic vision and proven execution**. **New senior hires** bring global expertise that fuels business expansion and strengthens market presence.



Consistent High-Growth and Industry- Leading Profitability Metrics

Ksolves achieved a robust **68% revenue CAGR** (FY20–FY25) with industry leading **EBITDA (35%)** and **PAT (25%)** margins. Exceptional **ROCE (205%)** and **ROE (154%)** underscore its superior efficiency and strong shareholder value creation.



Diverse Clients. Efficient Operations. Future-Ready Talent

Ksolves boasts a **strong global presence** across **30+ countries** with a **diversified client base**, including marquee clients with **5+ years of association**. Improved **utilization** and **declining attrition** reflect operational efficiency and a stable, growth ready talent pool.



Strong Industry Tailwinds support long-term growth

Ksolves leverages rising offshore demand and cost advantages from avoiding H-1B dependency, while attracting top returning talent. Combined with strong investments in AI, automation, and cloud, this enables efficient, innovative, and high-quality delivery driving growth and client satisfaction.

From Challenger to Champion – Shaping the Next Phase of Digital Services Growth



Ksolves stands at an **inflection point** in its growth journey — positioned today where several of India's most successful mid-market IT players were just a few years ago. With a **strong foundation** in place, **proven profitability**, **sticky global clients**, and **deep expertise in next-gen technologies**, it is uniquely placed to scale rapidly and emerge as the next breakout digital services champion

At an Inflection Point

Profitability already established, unlike many peers at this stage

Positioned where today's recognized IT challengers were few years ago

Scalable Growth Engine

Deep capabilities in Digital, Cloud, Data, AI/ML and Product Engineering

Agile delivery model enabling faster client wins & cost-efficient execution

Enduring Client Stickiness

Fortune 500+ global enterprises as anchor clients

Engagements, strong cross-sell potential

Expanding footprint across BFSI, Retail, Healthcare, Manufacturing

Riding Structural Tailwinds

Global IT services and **digital transformation** markets on a multi- trillion-dollar trajectory

Cloud & AI adoption fueling secular double- digit growth

Well-aligned to capture an outsized share of **enterprise digital spend** in the coming decade

04 Management Team



Seasoned Leadership Driving the Next Phase of Growth



Ratan Srivastava

Chairman & Managing Director

20+ years of experience

Visionary leader to the core management team, driving company's strategic transformation and scaling operations. Focused on long-term value creation through innovation and market expansion, his leadership has strengthened the company's market position and ensured sustainable growth

Experience

IT services and solutions industry expertise. Worked with leading organizations: Tech Mahindra, Birlasoft, HSBC, and Persistent Systems. Strong background in technology, management, and business strategy

Qualification

B.Tech. in Computer Science & Engineering



Deepali Verma

Whole Time Director

Over 10+ years experience

Experience

Extensive experience in IT Industry and has played a key role in helping the company grow from conceptualization stage to today.

Qualification

Master of Commerce



Manish Gurnani

Chief Technology Officer

Over 22+ years of experience

Experience

Extensive and proven experience in AI/ML, NLP, Cloud (AWS, GCP), J2EE and mobile technologies. Worked with Tech Mahindra and Bank of America

Qualification

PGDM Finance
IIM (Lucknow)



Umang Soni

Chief Financial Officer

Over 10+ years of experience

Experience

CA and IIM Merit Holder with expertise in Investor Relations, Strategic Finance, Governance, and Financial Oversight.

Qualification

PGP-FM – IIM (Tiruchirappalli), CA



Ramesh Shinde

Delivery Head

Over 20+ years experience

Experience

Experience in Big Data, AWS Management DevOps, Web Development and Data Modelling. Worked with Persistent Systems

Qualification

B.Tech

Global Expertise Enabling Business Expansion



Aseem Kumar

Director- Program & Operations
Over 19+ years of experience

Experience

Expertise in Business Planning and Operations, Application Deployment and Maintenance, Program Management, Application Software Management
Worked with Ericsson and HCL Technologies

Qualification

M.B.A (IIT Kanpur), B.E. (CSE)



Om Prakash Maurya

Delivery Head
Over 10+ years of experience

Experience

Experience in Big data, Odoo and Apache Spark. Also, led the creation of Dashboard Ninja as founding member

Qualification

B.Tech



CA. Darpan Audichya

Head of Business Transformation
Over 13+ years of experience

Experience

Expertise in program management, consulting and business transformation domain
Worked with TCS, EY and KPMG

Qualification

CA, CS, M.Com



Kirti Sharma

Head – Business Development
Over 10+ years of experience

Experience

A client-centric, account-based growth strategy focused on expanding revenue through digital and AI-driven offerings.

Qualification

BA, Masters in Sociology



Anil Kushwaha

Technology Head
Over 13+ years of experience

Experience

Expertise in Java, Python, MEAN Stack, and Microservices, Kafka, NiFi, Cassandra, and Hadoop. Specialization in open-source architecture and AI/ML

Qualification

B.Tech Computer Science and Engineering



Sumit Huria

Project Manager
Over 13+ years of experience

Experience

Expertise in Manual QA along with Automation QA Playwright, Cypress, Selenium Performance testing using Locust
Worked with HCL Technologies

Qualification

B.E.



Rakesh Kumar

Senior Technical Lead (Salesforce)
Over 11+ years of experience

Experience

Expertise in Salesforce CRM strategy and implementation, Salesforce Application Architect, Salesforce cloud

Qualification

B.Tech IT



Manisha Kide

Company Secretary and Compliance Officer
Over 11+ years of experience

Experience

Expertise in Governance, Compliance and Legal Contract Management
Worked with TCNS Clothing-W Brands and PSR Associates

Qualification

CS, B.Com-LL.B, MBA-Finance, Certified CSR & ESG Professional

05 Awards & Accolades



Our select Awards & Accreditations



Awards



Best ERP Implementation Partner (Odoo) India 2025



Nasscom Impact Award for "Growth Leadership in Tech Products & Platform - B2B"



"2024 Deloitte India Technology Fast 50" organization



Dun & Bradstreet India's leading SMEs 2024 & Business Enterprises of Tomorrow 2023



NASSCOM Excellence in AI Services Award 2024



Indian MSME of the Year 2023 Award by Economic Times.



Great Companies - SME Business Award 2022 under the 'Business Services and Consulting Category'

Accreditations



06 Case Studies



How Implementation of Odoo ERP Help Manufacturing Company to Streamline their Processes

INDUSTRY: Motor Coil Manufacturing
USER: 10

Overview

We implemented Odoo ERP for an organisation from the industry to streamline material flow, quality control, and multi-location inventory. The solution improved efficiency, reduced errors, and supported both manual and automated production lines.

Key Challenges

- Material movement from incoming shipment to production
- Managing raw materials, finished goods, and red bin/scrap locations
- Handling separate workflows for manual and automated lines
- Enforcing quality checks at each stage with red bin handling
- Reducing manual intervention and improving real-time decision-making

Our Solution

- Set up barcode-enabled material flow with auto stock transfers
- Configured multi-location inventory with red bin and scrap handling
- Defined separate workflows for manual and automated lines
- Implemented step-wise quality checks with red bin routing and rework/scrap actions

Impact

- Improved material tracking and reduced errors
- Efficient multi-location inventory management
- Optimized manual and automated production workflows
- Automated quality checks with effective defect handling
- Reduced manual work and faster decisions
- Scalable and future-ready system

#ManufacturingAutomation

#OdooERP

Modules used

	Sales		Quality
	Purchase		Employee
	Inventory		Time-off
	Accounting		Manufacturing

Delivered 40% Faster After-Market Service with Salesforce Agentforce



INDUSTRY: Manufacturing

CLOUD: Salesforce Agentforce, Data Cloud, Einstein AI

Overview

An Indian pumps manufacturing company streamlined its sales, service, and aftermarket operations by partnering with Ksolves and Salesforce, unifying data, improving team coordination, and enabling faster, more effective customer support.

Key Challenges

- Fragmented Service Data:** Customer context scattered across emails, PDFs, and systems.
- Manual Document Review:** Invoices and warranties slowed service resolution.
- Delayed Lead Identification:** Upsell and replacement opportunities missed.
- Inconsistent Diagnosis:** Troubleshooting relied on individual agent expertise.
- Time-Consuming Communication:** Manual email and summary drafting reduced productivity.

Our Solution

- Unified AI Service View:** Agentforce connects service, product, and warranty data.
- Automated Case Intelligence:** AI understands intent and product context instantly.
- AI-Driven Diagnosis:** Standardized troubleshooting using historical patterns.
- Smart Lead Summaries:** Service requests converted into actionable sales insights.
- Secure AI Processing:** Einstein Trust Layer ensures governed data usage.

The Results

- Faster Case Handling:** Service resolution time reduced by 30–40%.
- Higher First-Time Fix Rate:** AI-assisted diagnosis improved accuracy.
- Quicker Revenue Opportunities:** Faster identification of upgrades and replacements.
- Reduced Manual Effort:** Automated document parsing and summaries.
- Consistent Customer Communication:** High-quality AI-generated emails and updates.



How a Telecom Operator Transformed Massive Data Volumes into Real-Time Business Value

INDUSTRY: Telecom

Overview

A telecom operator needed to process massive volumes of call and transaction data from multiple network sources to support billing and digital services. Existing systems lacked speed, accuracy, and scalability.

Key Challenges

- High-volume call and transaction data processing
- Slow and error-prone legacy systems
- Data duplication impacting billing accuracy
- Limited support for real-time digital services

Our Solution

- Built a scalable, fault-tolerant big data platform
- Automated data ingestion, cleansing, and validation
- Enabled trusted, duplicate-free data processing
- Designed for real-time and batch workloads

Impact

- Accurate processing of millions of call records
- Faster launch of revenue-generating services
- Improved billing accuracy and customer trust
- Faster rollout of digital services (Mobile Money, CDRs)
- Future-ready platform for analytics and growth

#Big Data	#Datalake
#Microservices	#Kubernetes





Thank You

For further details please contact:

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Jyoti Gupta – jyoti.gupta2@in.ey.com



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