

**Date: January 20, 2026**

**To**

<b>Listing Compliance</b> <b>National Stock Exchange of India Ltd.</b> <b>Exchange Plaza, Plot no. C/1, G Block,</b> <b>Bandra-Kurla Complex, Bandra (E)</b> <b>Mumbai – 400051</b>	<b>Listing Compliance</b> <b>The Bombay Stock Exchange Limited,</b> <b>Phiroze Jeejeebhoy Towers, Dalal</b> <b>Street, Mumbai – 400 001.</b>
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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 Q3'FY'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

20<sup>th</sup> 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



Partner Network

AWS Partner



Gold Partner

Odoo Gold Partner



Salesforce Summit Partner



## Robust Financials



**68% CAGR**  
Revenue (FY20 – FY25)



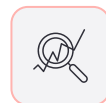
**119% CAGR**  
PAT (FY20 – FY25)



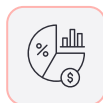
**5-Years**  
Consistent dividend payouts



**205%**  
ROCE



**₹ 119.6 Crore**  
Total Revenue (9MFY26)



**29.9%**  
EBITDA Margin (9MFY26)

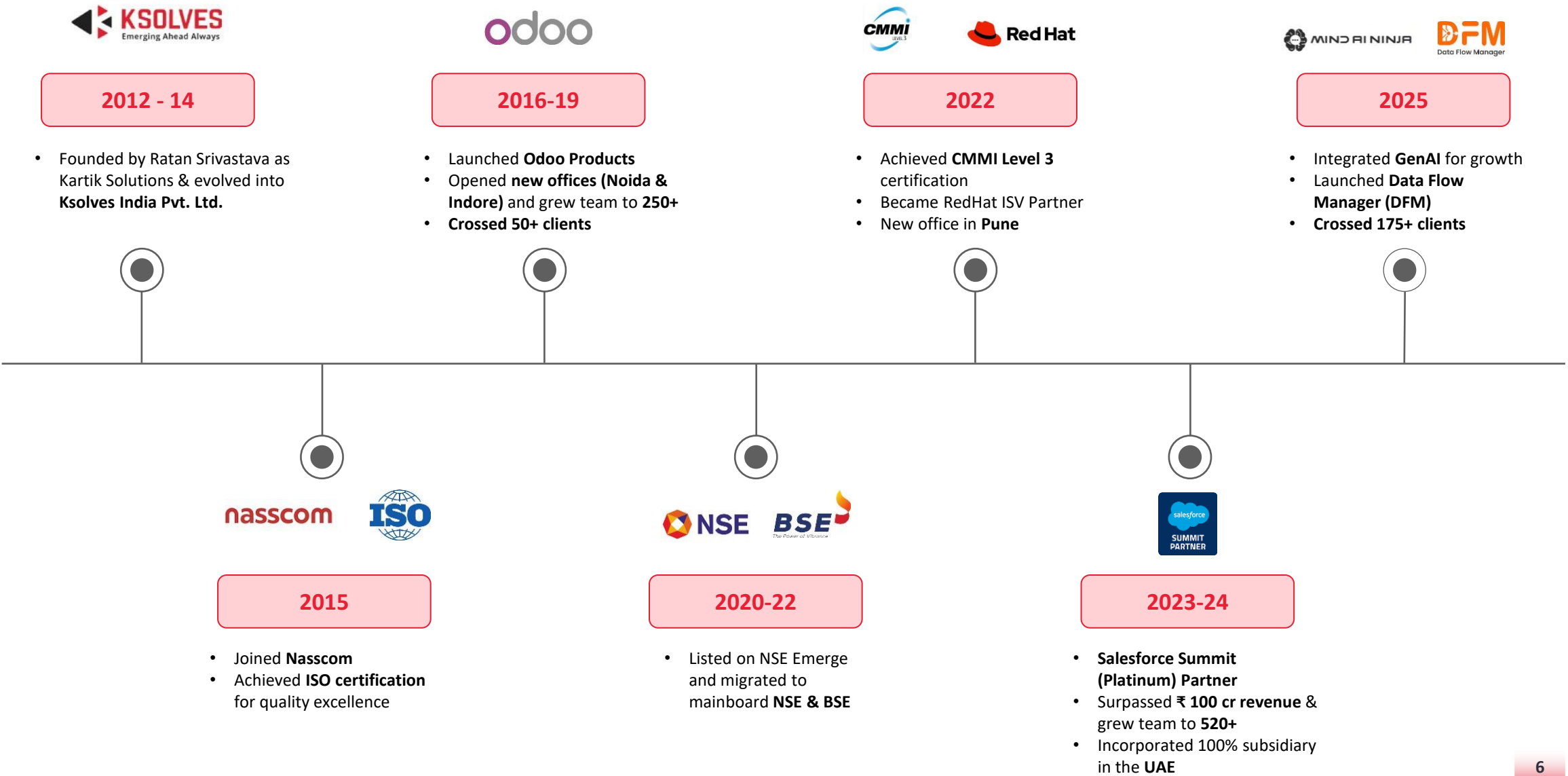


**₹ 13 Crore**  
Cash and Bank Reserves  
(31<sup>st</sup> December 2025)



**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.

## Our Services



AI/ML  
Generative AI



Big Data



Digital  
Transformation



DevOps MLOps  
LLMOps



Data Analytics



Odoo (ERP)



Salesforce

## Our Products



Salesforce Products



RollUp Magic



Ksolves CRUD Magic  
Ksolves India Limited



Google Analytics  
Connector



Ksolves Event Reminder  
Ksolves India Limited



Odoo Products



Odoo Woocommerce  
Connector



Access Manager  
Ninja



Odoo Shopify  
Connector



Arc Backend  
Theme



Dynamic Financial  
Report



Mind AI Ninja



Data Flow Manager

Technology Inclusion

## Data Streaming



RedPanda



StreamSets



Apache  
ACTIVE MQ



druid



ClickHouse

## AI, Data Engineering



databricks



Power BI



Data Factory



LangChain



UiPath

## Data Lake



snowflake



HIVE



hadoop



StarRocks



Profisee  
Master Data Management



ICEBERG



dremio



# 02 Financial Performance

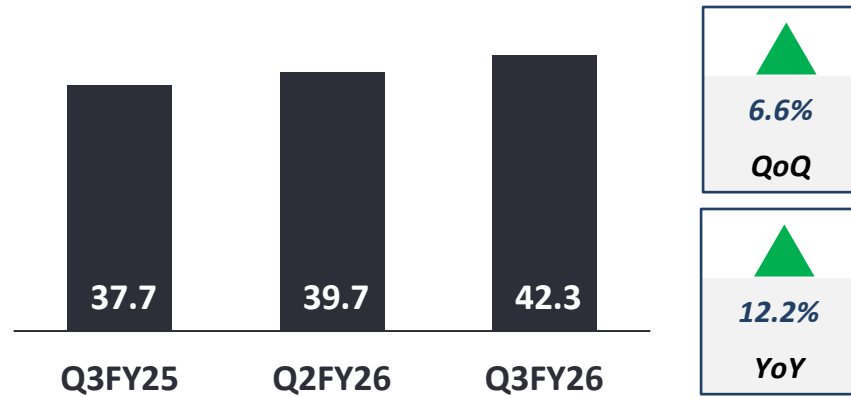
## Financial Highlights

- 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

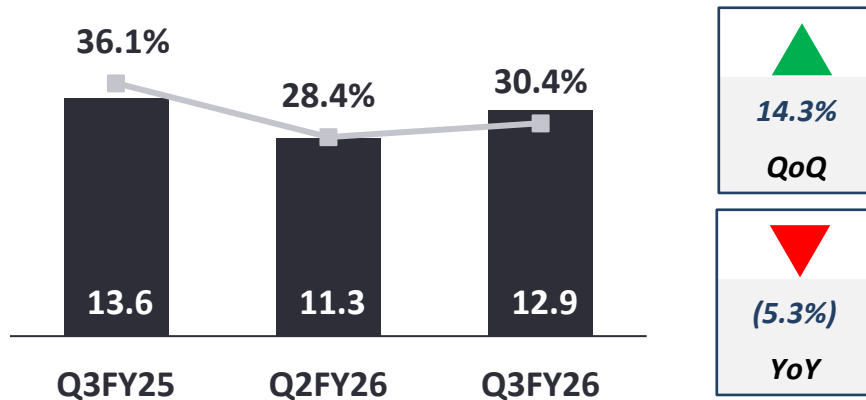
# Consolidated Financial Summary – Q3FY26

(In ₹ Crore)

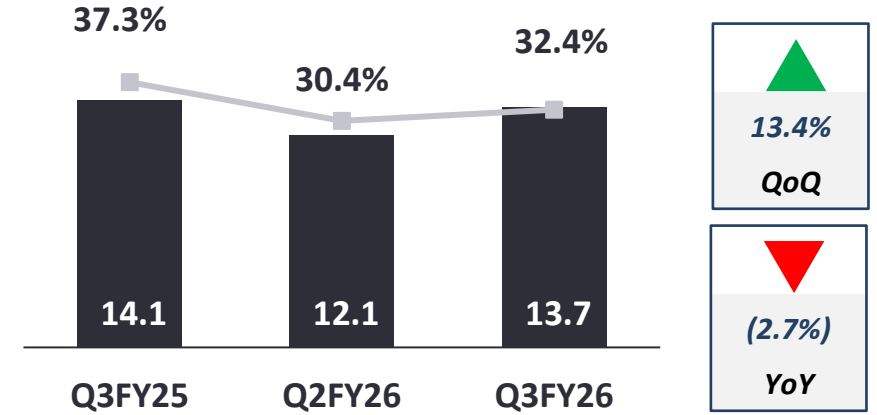
## Revenue from Operations



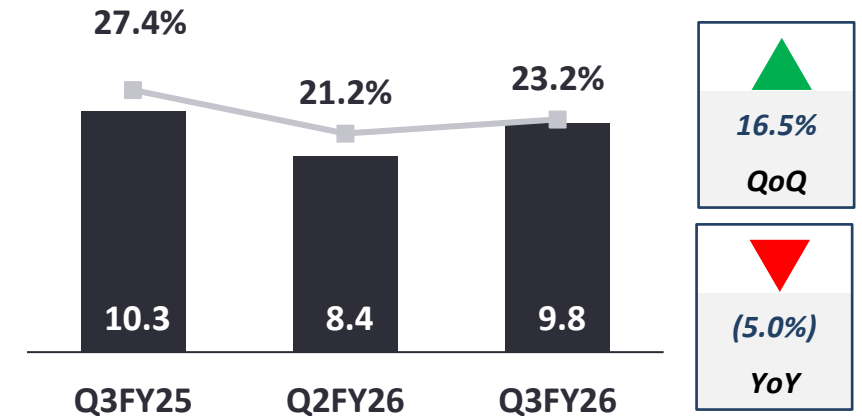
## PBT & PBT Margin %



## EBITDA & EBITDA 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%
<b>Total Income</b>	<b>42.5</b>	<b>39.8</b>	<b>6.7%</b>	<b>37.8</b>	<b>12.4%</b>	<b>120.0</b>	<b>104.4</b>	<b>15.0%</b>
EBITDA	13.7	12.1	13.4%	14.1	(2.7%)	35.7	39.3	(9.1%)
<b>EBITDA Margin %</b>	<b>32.4%</b>	<b>30.4%</b>	<b>194Bps</b>	<b>37.3%</b>	<b>(496Bps)</b>	<b>29.9%</b>	<b>37.8%</b>	<b>(791Bps)</b>
Profit Before Tax (PBT)	12.9	11.3	14.3%	13.6	(5.3%)	33.2	38.0	(12.8%)
<b>PBT Margin%</b>	<b>30.4%</b>	<b>28.4%</b>	<b>204Bps</b>	<b>36.1%</b>	<b>(564Bps)</b>	<b>27.7%</b>	<b>36.5%</b>	<b>(880Bps)</b>
Profit After Tax (PAT)	9.8	8.4	16.5%	10.3	(5.0%)	24.6	28.5	(13.4%)
<b>PAT Margin %</b>	<b>23.2%</b>	<b>21.2%</b>	<b>197Bps</b>	<b>27.4%</b>	<b>(420Bps)</b>	<b>20.6%</b>	<b>27.3%</b>	<b>(675Bps)</b>
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%
Revenue by Industry (%)	BFSI	6.8%	6.8%	4.4%
	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%
Revenue by Geography (%)	North America	58.4%	59.7%	58.9%
	India	22.1%	21.7%	22.8%
	Europe	7.6%	7.7%	7.4%
	Australia	3.8%	3.8%	6.1%
	RoW	8.1%	7.2%	4.7%
	Top 5	40%	42%	40%
Client Base	Top 10	54%	57%	53%
	Total Employees	567	553	539
Employee Metrics	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.

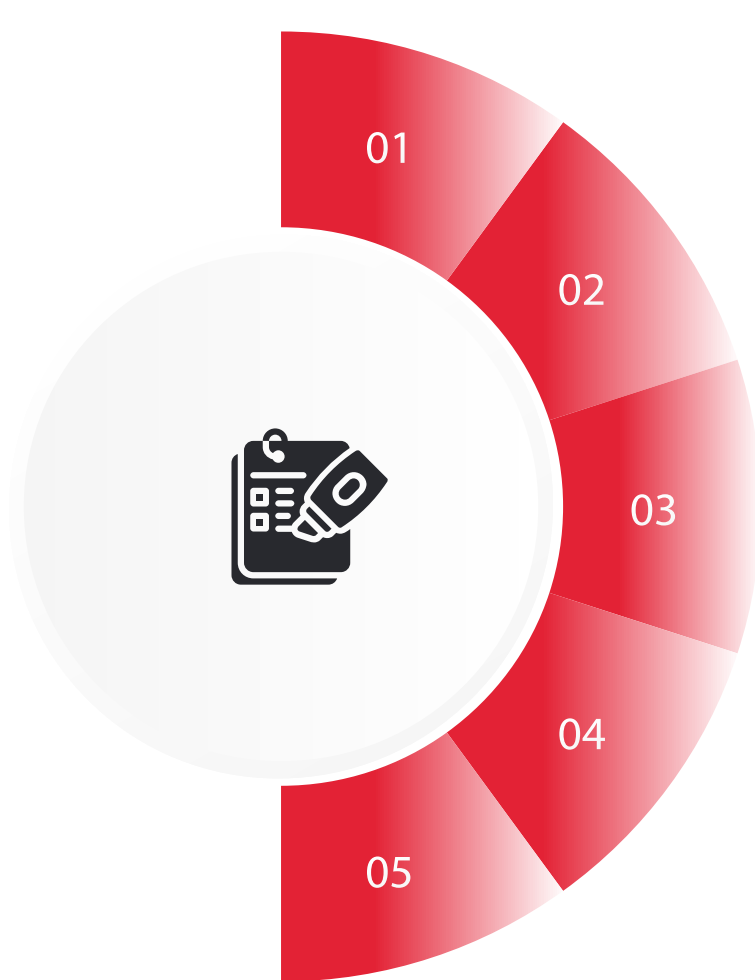
# FY 26 Guidance

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

#Big Data

#DataLake

#Microservices

#Kubernetes

## 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





# Thank You

**For further details please contact:**

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