

Date: March 13, 2022

To
The Manager- Listing Compliance
National Stock Exchange India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla complex, Bandra (E), Mumbai 400051.

Subject: Investor Presentation-March 2022.

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

Scrip Code: KSOLVES; ISIN: INEOD6I01015

Dear Sir/Madam

With reference to the above-captioned subject, please find herewith, enclosed the Investor Presentation by the Company. The aforesaid Investor Presentation is also being disseminated on Company's website at https://www.ksolves.com/

This is for your information and records.

For Ksolves India Limited

Manisha Kide

Company Secretary & Compliance Officer



Investor Presentation March 2022

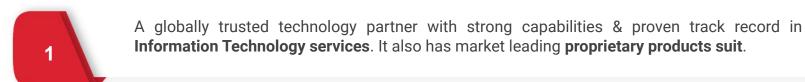


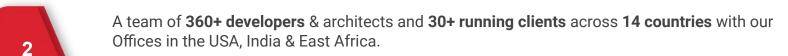


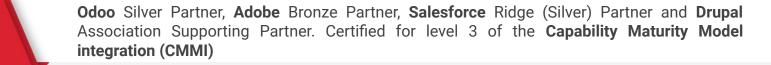
NSE Listed

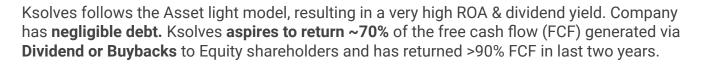


Overview



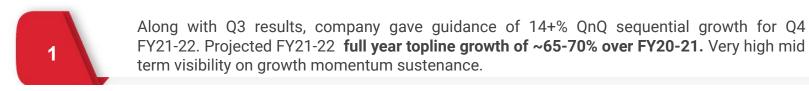




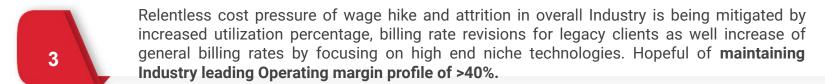


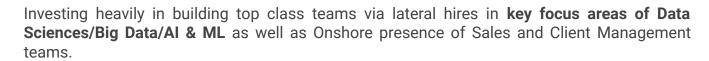


Business Outlook



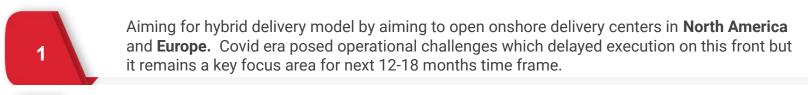








Business Focus Ahead





Target **Enterprise Customers** by leveraging techno-functional expertise of senior lateral hires in different industries.



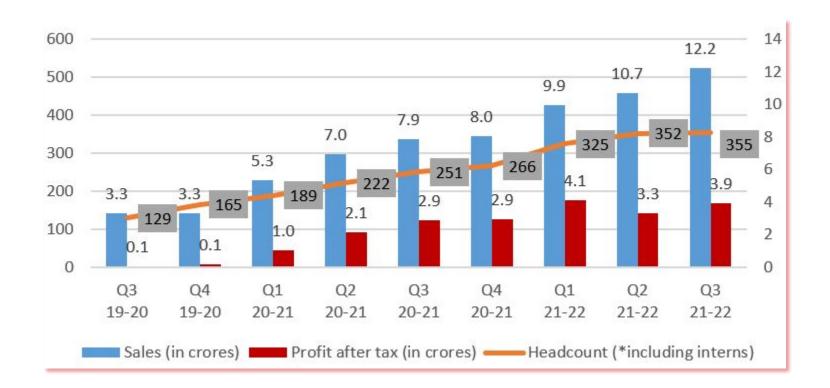
To maintain hyper revenue growth path by focusing on **non-linear and scalable levers** while maintaining Industry leading profitability. Continued focus on increasing revenue per **employee** by upgrading technology mix of projects as well higher billing projects.



Ksolves will seek regulatory approval for main board migration on NSE once stipulated period of 2 years since SME listing is over. Subject to requisite approvals, migration is likely to happen in July 2022.



Ksolves Growth Profile

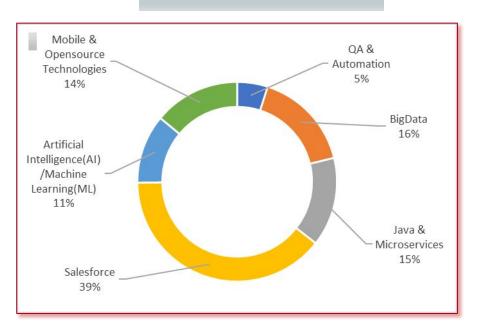


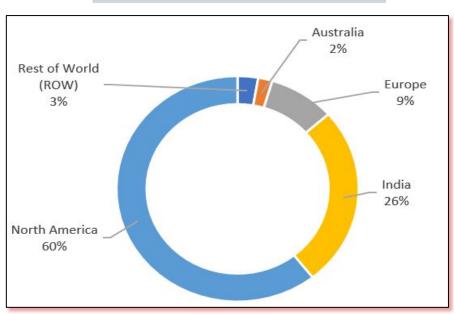


Ksolves' Revenue by Segments

Revenue by Technology

Revenue by Geography



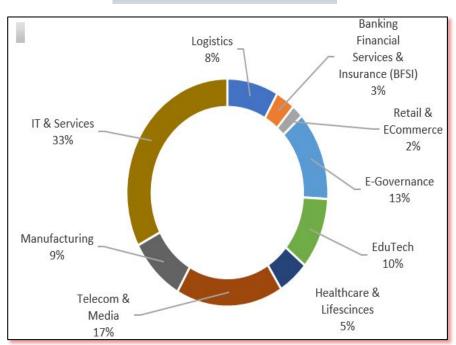


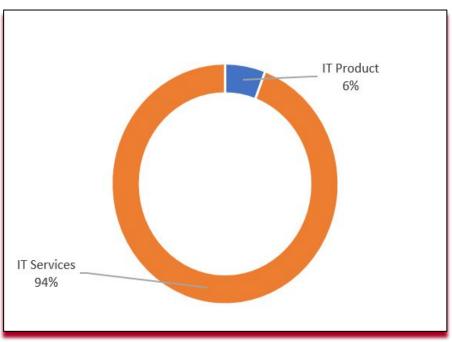


Ksolves' Revenue by Segments

Revenue by Industry

Revenue by Business Units







Key Management Professionals (KMPs)



Ratan Srivastava
Chairman cum Managing
Director



Deepali VermaWhole-time Director



Varun Sharma
Independent Director
PhD. Finance at London
Business School



Sushma Samarth
Independent Director
Experience in Information
Technology Enabled
Services (ITES)



Varsha Choudhry
Independent Director
Chartered Accountant



Manisha Kide
Company Secretary and
Compliance Officer



Umang Soni
Chief Financial Officer
(CFO)



Business Leaders



Manish Gurnani Chief Technology Officer (CTO)

22+ Years IT Experience



Adhik Kadam Vice President of Sales and Delivery

23+ Years IT Experience



Vinod Verma Sr. AI/ML Architect 16+ Years IT Experience



Ramesh Shinde **Technical Architect** 17+ Years IT Experience



Harsha Gurugunti Director - IT Infrastructure & Security 15+ Years Experience



Kamal Asawara Sr. Technical Lead 15+ Years IT Experience



Pravesh Mehta Sr. Salesforce Architect 10+ Years IT Experience

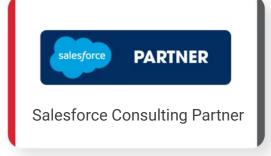


Satendra Sharma Sr. Automation Manager



Kirti Sharma **Head-Business** Development 7+ Years IT Experience

Partnerships











Awards and Accreditation





















Esteemed Clientele



Onpoint Group

Logistics Salesforce/Mobility



Sharemeister

Digital Utility Platform Big Data



Knight Broadband

Communications AI/ML & Automation



Ekogenio

Computer Software Internet of Things-IoT



CountAbout

Financial Services Salesforce



Cut Yeti

Video Editing Big Data



Hardy Nutritionals

Healthcare Java & Micro Services



NimbleThis

Cable Networking Big Data and AI/ML



Smarteeva

Healthcare Salesforce



Esteemed Clientele



Larsen & Toubro

E-Governance Big Data, Deveops, Machine Learning



Persistent

Healthcare Salesforce

Big Four Accounting Firm

E-Governance

Big Data, Deveops, Machine Learning

Private banking company

Healthcare

Salesforce



Financials Metrics



Unaudited Consolidated Profit & Loss for quarter ending December 2021

(Amount in Lakhs)

	Particulars	Quarter ended on 31/12/2021	Quarter ended on 30/09/2021	Quarter ended on 31/12/2020	Year to date figures for year ended on 31/12/2021	Year to date figures for the year ended 31/12/2020	Year to date figures for the previous year ended 31/03/2021
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	INCOME FROM OPERATIONS						
I	Revenue from Operations	1220.11	1070.22	787.16	3284.33	2016.73	2,821.54
II	Other Income	40.65	7.60	6.84	121.82	11.84	20.91
ш	Total Revenue (I+II)	1260.76	1077.82	794.00	3406.15	2028.57	2842.45
IV	EXPENSES						
	Cost of Material Consumed	-	7 -4	-	-	-	-
	Purchase of Stock in Trade	-		_	-	-	-
	Change in inventories of Finished Goods, Work-in-progress & Stock in Trade	-	-	-		-	-
	Employee Benefit Expenses	572,64	471.88	321,81	1434.16	858.80	1155.51
	Finance Cost	0.05	0.11	0.25	0.31	0.91	1.11
	Depreciation & Amortization Expense	14.34	13.25	13.77	39.34	32,70	43.49
	Other Expenses	155.06	151,24	93.09	444.96	338.50	446.53
	Total expenses (IV)	742.09	636.48	428.93	1918.76	1230.91	1646.64
V	Profit before Exceptional & Extraordinary Items and tax (III-IV)	518.67	441.34	365.08	1487.39	797.65	1195,82
VI	Exceptional Items	0.00	0.00	-	7.49	-	
VII	Profit before Extraordinary Items and tax (V-VI)	518.67	441.34	365.08	1479,90	797.65	1195.82
VIII	Extraordinary Items						
IX	Profit before tax (VII-VIII)	518.67	441.34	365.08	1479.90	797.65	1195.82
X	Tax Expenses						
	1 Current Tax	129.60	109.91	79.18	354,86	206.58	310,50
	2 Deferred Tax	(3.94)	0.74	-	(9.03)	(11,03)	(9.10)
	2 Tax Related to Previous Year	0.00	0.00	0.00	0.00	0.62	0.62
	Total Tax Expenses (X)	125.66	110.65	79.18	345.82	196.17	302.02
XI	Profit/(Loss) for the period from continuing operations (IX-X)	393.01	330.69	285,90	1134.08	601.48	893.80
XII	Profit/(Loss) from discontinuing operation	-	-	-	, · · · · · · · · · · · · · · · · · · ·	-	,
XIII	Tax Expenses of discontinuing operations	-	-		9		-
XIV	Profit/(Loss) from discontinuing operation after tax (XII-XIII)	-	-	-	-	-	
XV	Profit(Loss) for the Period (XI+XIV)	393.01	330.69	285.90	1134.08	601.48	
XVI	Paid up Equity Share Capital	1185.60	1185.60	148.20	1185.60	148.20	
XVII	Reserves & Surplus	440.72	379.11	1043.93	440.72	1043.93	1188.05
XVIII	Earnings per equity share	-					
	(1) Basic	3.31	2.79	2.41	9.57	5.07	7.54
	(2) Diluted	3.31	2.79	2.41	9.57	5.07	7.54

- 1. The above Consolidated Unaudited Financial Results have been reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meeting held on January 23, 2022
- 3. The Company is only having one segment of business i.e. Information Technology Services
- 4. There are no investor complaints received/pending as on December 31, 2021
- 5. The Company has acquired 100% Stake in solves LLC (Incorporated in USA) w.e.f. 10.06.2021, hence Consolidated Results includes Results of Holding company & Subsidiary Companies, i.e. artik Solution Private Limited &



Unaudited Consolidated Balance Sheet as on September 30, 2021

	As on 30th	As on 31st
Particulars	September 2021	March 2021
	Unaudited	Audited
I. EQUITY AND LIABILITIES		
1 Shareholders' funds		
Share capital	1,185.60	148.20
Reserves and surplus	379.11	1,188.05
	1,564.71	1,336.25
2 Non-current liabilities		
Long Term Borrowings	-	10-11
Deferred Tax Liabilities (Net)	_	ile:
Other Long Term Liabilities		
Long Term Provision	34.86	28.19
	34.86	28.19
3 Current liabilities		
Short Term Borrowings	3.16	7.75
Trade Payables		
(i) Total outstanding dues of micro enterprises and small enterprises		
()	-	
(ii) Total outstanding dues of creditors other than micro enterprises and small enterprises		
(ii) I said data and of steament data make of steam and small disciplines	3.91	10.43
Other Current Liabilities	44.36	24.59
Short Term Provisions	231.96	314.13
Short Term Trevisions	283.40	356.92
TOTAL	1,882.97	1,721.36
II. ASSETS	1,002171	-,,
Non-current assets		
Property Plant & Equipments		
1 Fixed assets		
(i) Tangible Assets	98.33	95.68
(ii) Intangible Assets	5.99	5.99
Non Current Investments	2.89	2.83
Long Term Loans & Advances	15.52	39.52
Deferred Tax Assets	14.64	9.55
Other Non Current Assets	18.86	21.5
Other Non Chirent Assets		
3 Current assets	156.22	175.11
Current Investments	002.07	261.0
Trade Receivables	803.87	364.20
Cash and cash equivalents	647.34	808.93
Short Term Loans & Advances	1000	
Other Current Assets	275.54	373.01
	1,726.75	1,546.25
TOTAL	1,882.97	1,721.30



Unaudited Consolidated Statement of Cash Flows for Half year Ended on September 30, 2021

	For Half Yea	For Half Year Ended on		
	30.09.2021	30.09.2020		
Cash flows from operating activities				
Profit before taxation	961.23	432.58		
Adjustments for:				
Depreciation	21.55	18.93		
Provision for Gratuity	9.20	36.58		
Investment Income	(78.71)	(4.98)		
Finance Cost	0.26	0.66		
Working capital changes:				
(Increase) / Decrease in Trade Receivables	(439.61)	(94.26)		
(Increase) / Decrease in Other Current Assets	97.53	(108.47)		
Increase / (Decrease) in Trade Payables	(6.52)	(25.04)		
Increase / (Decrease) in Other Current Liabilities	19.77	(21.19)		
Increase / (Decrease) in Short Term Provisions	0.51	-		
Cash generated from operations	585.22	234.80		
Payment/Adjustmen on Account of Tax Expenses	310.50	34.30		
Net cash from operating activities	274.72	200.50		
Cash flows from investing activities	1			
Purchase of property, plant and equipment	(24.20)	(7.01)		
Increase in Loans & Advances	24.00	(15.47)		
Increase in Other Non Current Assets	2.69	(24.18)		
Investment income	78.71	4.98		
Increase in Non Current Investments	(0.06)	(1.67)		
Net cash used in investing activities	81.14	(43.34)		
Cash flows from financing activities	1			
Finance Cost	(0.26)	(0.66)		
Repayment of Borrowings	(4.59)	(7.58)		
Proceeds from Issue of Share Capital	-	50.20		
Proceeds from Security Premium	15	452.80		
Payment of Interim Dividend	(512.60)			
Net cash used in financing activities	(517.44)	494.76		
Net increase in cash and cash equivalents	(161.58)	651.92		
Cash and cash equivalents at beginning of period	808.92	5.54		
Cash and cash equivalents at end of period	647.34	657.46		



Ksolves Technological Capabilities – IT Services



Ksolves Services & Solutions Suite

Why is Ksolves a preferred engineering partner for many enterprise businesses?

A proven track record of successfully delivering large scale enterprise grade projects across various latest technology stacks (with following focus areas) and with domain expertise in many industry verticals with the help of a strong, highly experienced team of Business Analysts, Technical/Solutions Architects, Developers, Testers, Scrum Masters, DevOps Engineers and Support/Maintenance Engineers.



Healthcare & Life Sciences



Edu Tech



โก๊ก E-Governance





Telecom & Media



Banking, Financial Services and Insurance



Retail & ECommerce

Ksolves Verticals





Spring | Spring MVC | Spring Boot | Microservices

Java SE | Servlet | JSP | JDBC

Java EE | JNI | JMS

Frameworks

Struts | Hibernate | iBATIS

Databases

MySQL | Oracle

Servers

Tomcat | JBoss | Glassfish Websphere



Computer Vision

RP A

•

NLP

Decision Management using Deep Learning

Data Driven Analytics



Android/iOS Apps

Flutter | React Native

Python | Javascript (React, Node, Angular) | CSS | HTLM5

Go | C# | C++



Salesforce Development & Consulting

Salesforce Customization

Salesforce Lightning & Aura

AppExchange
App Development

Salesforce Migration

Salesforce Integration with Third-party Applications

Sales | Service | Marketing | Community Cloud



CI Servers

Jenkins | TeamCity | Bamboo

Monitoring Tools

Splunk | Stackdriver | Cloudwatch | NewRelic

Log Aggregation Tools

Loggly | Logstash | Sumologic



Apache Kafka

Apache NiFi

Apache Spark

Apache Cassandra

Apache Hadoop

Apache Kudu

Apache Scala

Ksolves Execution Models

01



Staff Augmentation

02



Dedicated Teams

03



Project-Based Model







DATA IS THE NEW AGE SCIENCE

8

BIG DATA
HOLDS THE ANSWERS







Monitoring Tools









SETUP

CLUSTER MANAGEMENT

PERFORMANCE TUNING

Installation of MapR Hadoop & Apache Hadoop clusters

Configuring Hive & Hbase to talk to existing Hadoop clusters

Setup of Cassandra & NiFi Cluster

Writing Ansible &
Salt Stack modules for installation
of the cluster

Regular service level management using Ansible/SaltStack

Disk management of clusters

Migration of Kafka queues from one cluster to another

Troubleshooting & management of clusters

Memory tuning of the cluster

HDFS file-system of Hadoop, Hive and HBase

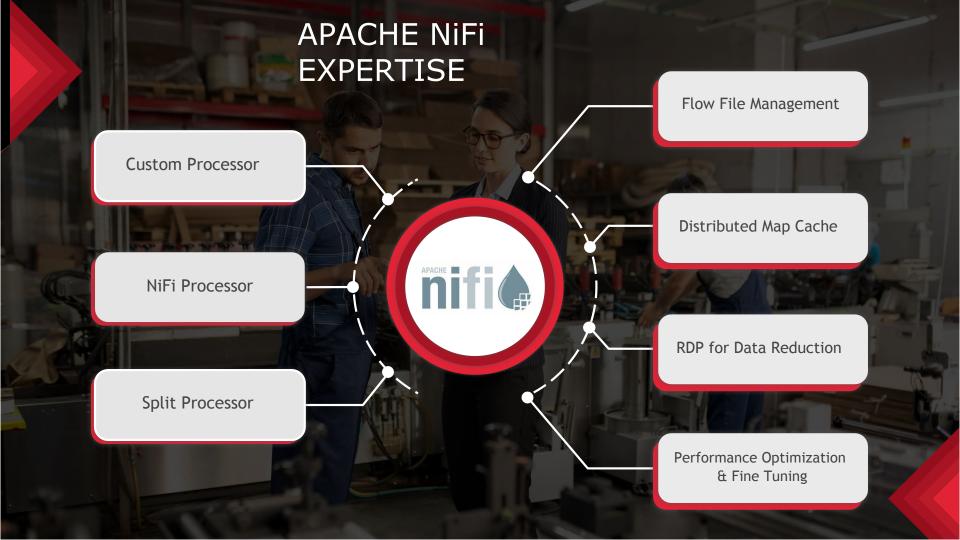
OLAP-based performance testing of

Cassandra benchmarking for different use-cases









APACHE Spark EXPERTISE

Performance Monitoring and Fine Tuning

Sensor Data Processing & Real time querying using Java

Parallel processing of distributed data

Spark SQL, Spark RDD, Data Streaming Cache RDDs

RDP algorithm for data reduction

With optimized code, easy data streaming from millions of sources with minimal hardware requirement





Ksolves Database Expertise





Azure Cloud Expertise





Case Study: Client A Pan India Government Organization



PROBLEMS

Building an intelligent decision support system which can cater to a user base of 100mn

Api based data exchange mechanism with internal and external entities

Analyzing transactions as per defined business rules and provide bi capability



CHALLENGESS

Metadata driven design

Heterogeneous environment

High Performance, Availability and Resiliency (Peak Transaction rate of 50K tps)

Security and Audit for each request

Integrations over different channels and protocols



SOLUTION

Microservices based architecture, Multi tiered services, Dockerized containers in Kubernetes cluster

Interservice authentication and communication over Service mesh

Authentication and Authorization using SSO and Api Gateway

ETL pipeline with Spark for data analysis, Tableau for Reporting and Visualization

CI/CD via Jenkins and Helm Chart



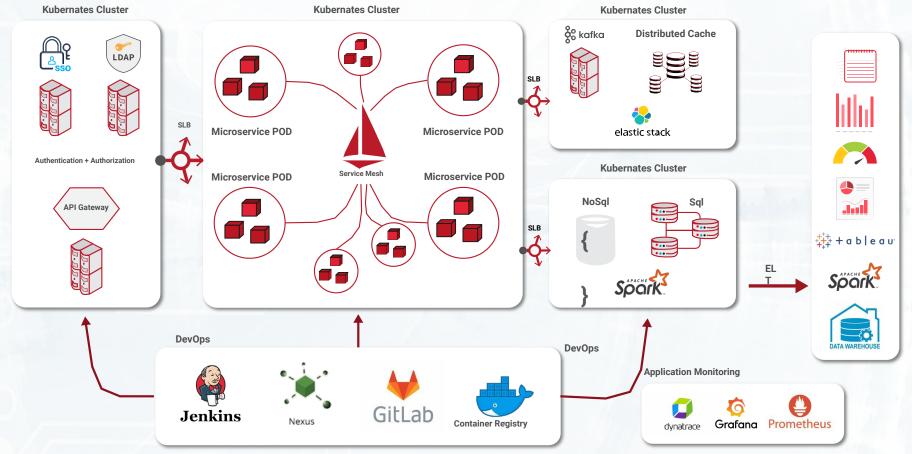
RESULT

A Highly Available, Resilient and Robust system capable of AutoScaling on demand

Performance benchmarked via LoadRunner , JMeter for peak loads

Near Real time/ Batch transactions capability







Case Study: Client an Internet Cable Networking Company



PROBLEMS

Problem: A solution to analyze huge data, handle many data requests without performance issue



CHALLENGESS

Selecting and processing aggregated Data

Real time data collection with high volume

Analysis of time series and historical data

Offline data processing capability Scalability & Performance

Delivery of data is not guaranteed

Real time Reporting of

historical data

Data Model Not Scalable



SOLUTION

Apache Cassandra
Inbuilt Fault tolerance and High
Availability

Cassandra handles data replication on its own

Apache Kafka

Receive and process data streams

from various sources

Apache NiFi

Guaranteed delivery of process data by restarting the process again where it stopped due to errors

Due to Low Latency with high throughput, ability to get real time response



RESULT

Able to collect real time data from millions of devices with high frequency

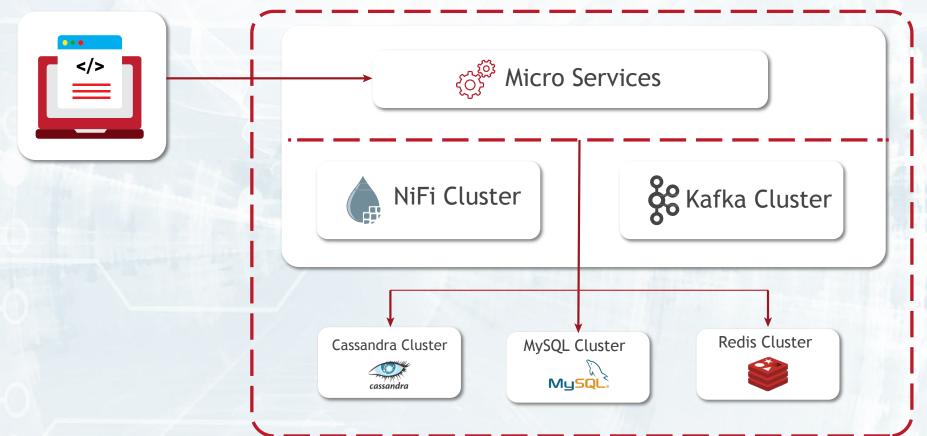
High volumes of data with faster read and writes

Able to perform distributed data processing

High data availability with zero fault tolerance

Handle millions of concurrent data requests without any performance impact







Salesforce

Highly skilled team of Salesforce certified Developers and Architects

Working on niche cloud offerings from Salesforce like Commerce Cloud, Marketing Cloud, Community Cloud, Health Cloud, CPQ, etc.

Expert team of 80+ Developers (and Architects) have rich experience of executing projects based on all these niche clouds along with Sales and Service clouds.

Ksolves is filling the gap where there is scarcity of well qualified resources on these cloud offerings from Salesforce

Proven delivery model for the last 9+ years, delivered more than 25+ complex projects on Salesforce platform.



Salesforce

A strong team of certified developers having expertise in and ready to serve your IT services needs

Salesforce Lightning & Aura Components Development

Salesforce Development & CRM Consulting

Sales, Service, Marketing, Community Cloud

AppExchange App **Development & Listing**

Migration to Salesforce from other CRMs

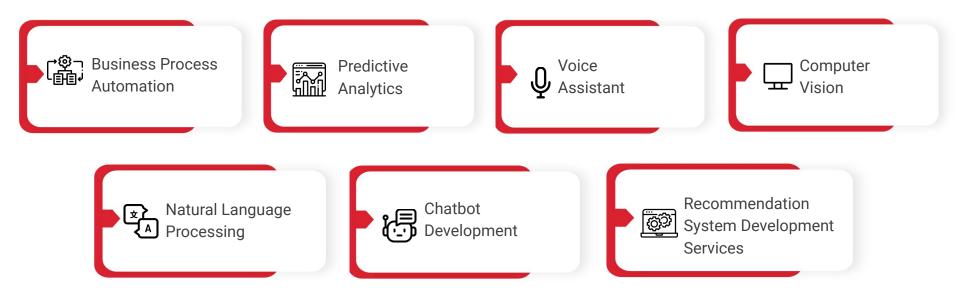
Integrating Salesforce with Third-party **Applications**

Salesforce CPQ Implementation



AI/ML

A strong team of developers having deep expertise and knowledge in designing and implementing AI/ML solutions





Java/MicroServices

Design and develop custom enterprise grade solutions





Ksolves Products Suit



Ksolves Products Suite

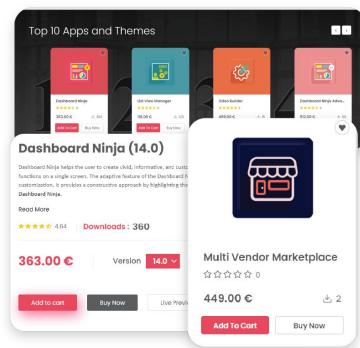
Since 2018, Up & running products store where potential customers can directly come and buy products.

All the Ksolves products are available at Ksolves Store and Individual Technology Stores as well.

Partnering with multiple brands like Odoo and Magento to increase our Footfall.

Company aims to increase revenue % of Product and customization services from currently 6% to 15%.

https://store.ksolves.com



Top Selling Product

New Product Launch



Magento Products Suite



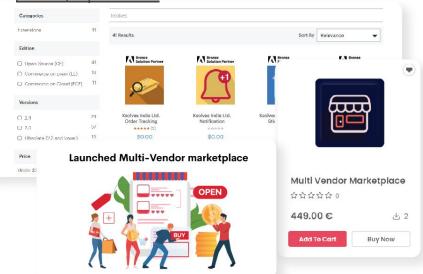
Adobe Magento is an e-commerce platform that generates a fiscal revenue of **US\$12.87 billion** catering to a market of 83% of consumers shopping online.

Ksolves' Products are available at both **Ksolves Store** and **Adobe Magento Marketplace**.

Ksolves is Adobe Bronze Partner, enables us to have listing in Partner directory increasing our visibility, brand awareness and customer Base.

Launched **Multi-Vendor Marketplace product** targeting to cover 170,000 websites using magento 2, where one can manage multiple vendors, products, order fulfillment, compare prices & customise profile pages.

https://marketplace.magento.com/catalogsearch/result/?q=ksolves



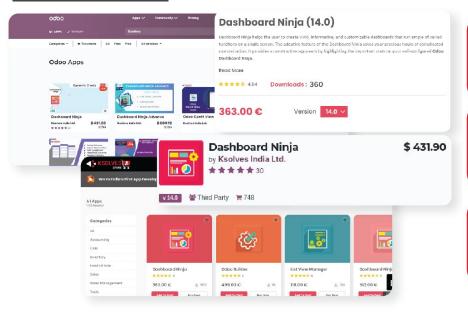
https://store.ksolves.com/shop/magento-apps/multi-vendor-marketplace-111



Odoo Products Suite



https://apps.odoo.com/apps/modules/browse?search=ksolves



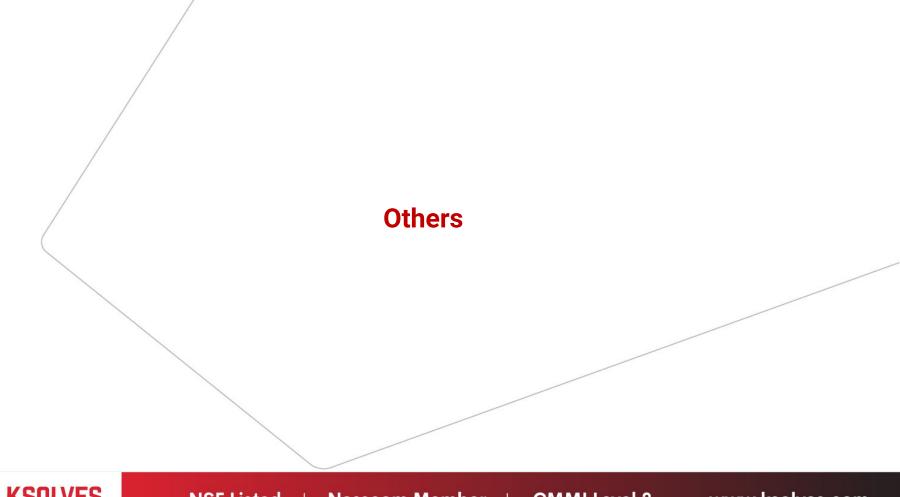
Odoo is a suite of open-source growing business at that covers all company needs CRM, e-commerce, Accounting, Sales, Inventory Project management etc.,

Listed on Odoo app store & Ksolves store, where **Dashboard Ninja** continues to be one of the **top products** on both the stores.

Targeting to mine existing **7+ million odoo users** by providing end-to-end one stop solution of Implementation, Migration, Upgrade, OCM and AMS

https://store.ksolves.com







Life @Ksolves













Ksolves Newsroom

Top 16 Salesforce Implementation Partners for Sales Cloud in 2022

https://crm.consulting/blog/top-s alesforce-partners-sales-cloud/

Top Mobile App Development Companies of 2021

https://www.einnews.com/pr_news/53748 9920/announcing-the-top-mobile-app-devel opment-companies-of-2021-an-exclusive-a nalysis-by-topdevelopers-co

Ksolves India Limited amongst best Big Data Analytics Companies

https://www.einnews.com/pr news/534 730230/goodfirms-unveils-the-most-relia ble-list-of-big-data-analytics-companies-f or-2021

Odoo Dashboard Ninja App by Ksolves Crosses 500+ Downloads

https://www.pr.com/press-release/8 19803

Top 15 NodeJS Development Companies in the world

https://techstory.in/top-15-nodejs-devel opment-companies-in-the-world/

Ksolves: Journey of a global IT Solutions brand

https://www.forbesindia.com/article/b rand-connect/ksolves-an-integration-wi th-adobe/64657/1



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This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

For further information please contact our Investor Relations Representatives

Email: ir@ksolves.com







THANK YOU

