

**Date: November 18, 2020**

**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

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

**Scrip Code: KSOLVES; ISIN: INE0D6I01015**

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 [www.ksolves.com](http://www.ksolves.com)

This is for your information and record.

**For Ksolves India Limited**



**Manisha Kide  
Company Secretary & Compliance Officer**



# KSOLVES

Emerging Ahead Always



**NASSCOM**

National Stock Exchange Listed

ISO Certified

Nasscom Member



# Overview

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# Our Journey



Revamped into  
**Ksolves India Pvt Ltd**

New office at Noida  
with **250+** clients  
milestone

Along with Software Solutions, launched  
a Products Division developing Apps For  
Odoo, Magento & Salesforce. Reached  
the **#1 position Globally in Odoo  
Marketplace with Dashboard Ninja**

2012

2014

2015

2017

2018

2019

2020

Inception of Kartik  
Solutions- Providing  
**Software Solutions**  
to International  
Clients

**NASSCOM** membership  
& **ISO** Certification

Maintained a strong  
**80%** client retention  
rate

Listed on National  
Stock Exchange  
(NSE)

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# Our Expertise



- **AI/ML | Penetration Testing**



- **Apache Kudu | Spark |  
Cassandra | NiFi | Kafka**

- **JavaScript Angular JS | Node.js |  
React.js**



JavaScript

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# Our Expertise



- **Salesforce | Serverless Architecture**



- **Hybrid & Native Mobile Development**

- **Odoo | Python | Magento | Ruby on Rails**



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# Ksolves' Divisions



## BIG DATA DIVISION

- Apache NiFi
- Apache Kudu
- Apache Kafka
- Apache Cassandra
- Apache Spark

Spark

## PRODUCTS DIVISION

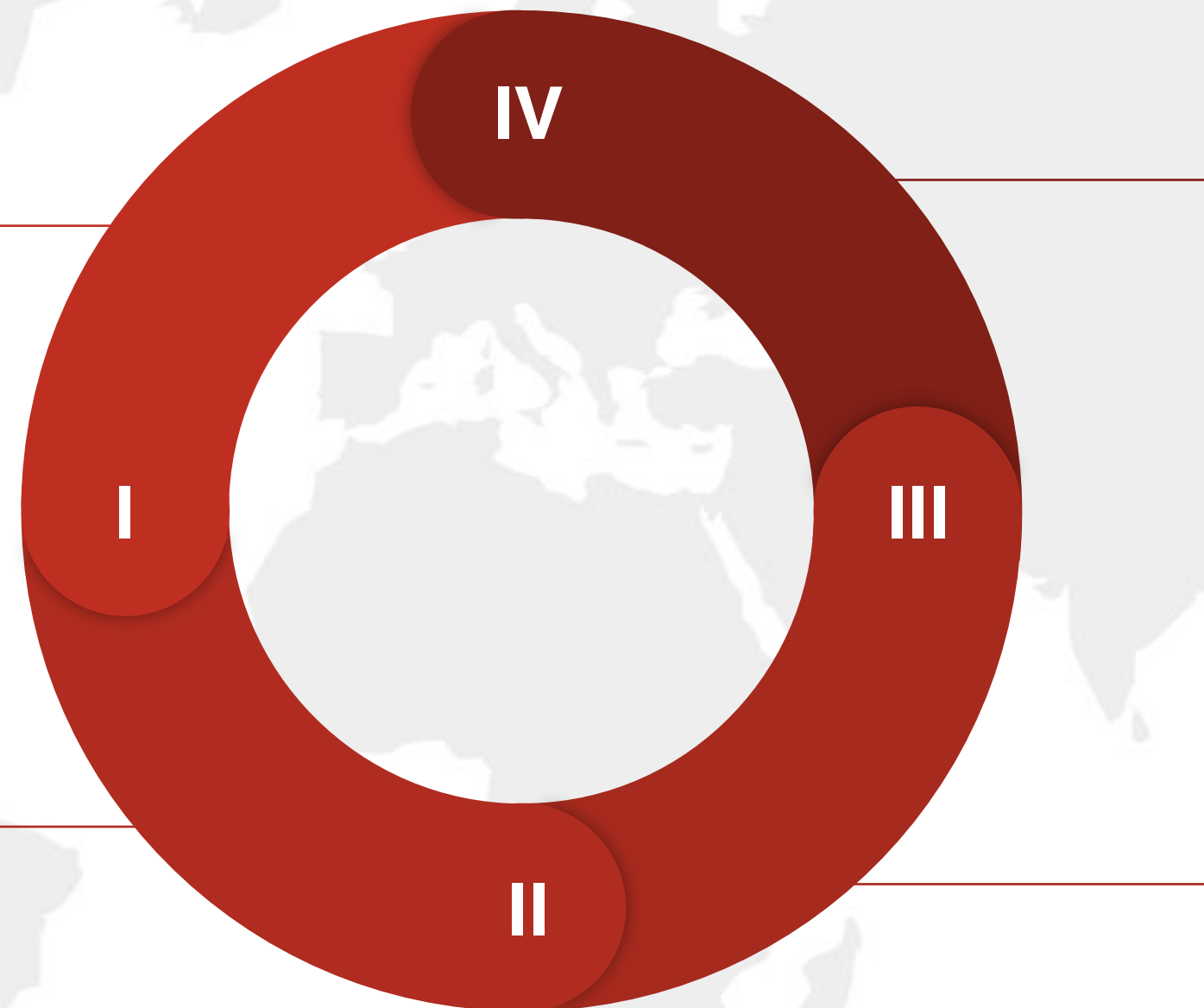
- Odoo Apps
- Magento Apps
- Salesforce Apps

## SOFTWARE SERVICES

- Artificial Intelligence
- Machine Learning
- Javascript: Node.js, React.js etc
- Salesforce, Ruby on Rails etc
- Penetration Testing

## MOBILE DEVELOPMENT DIVISION

- Android/ iOS Apps
- Flutter
- React Native etc



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# Awards & Recognition



Adobe Solution Partner Program



ISV  
**PARTNER**



**siliconindia**

TopDevelopers

CIO Review 20 MOST PROMISING SALESFORCE SOLUTION PROVIDERS - 2018

odoo Ready Partner

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# Leadership



**Ratan Srivastava**

Founder & CEO



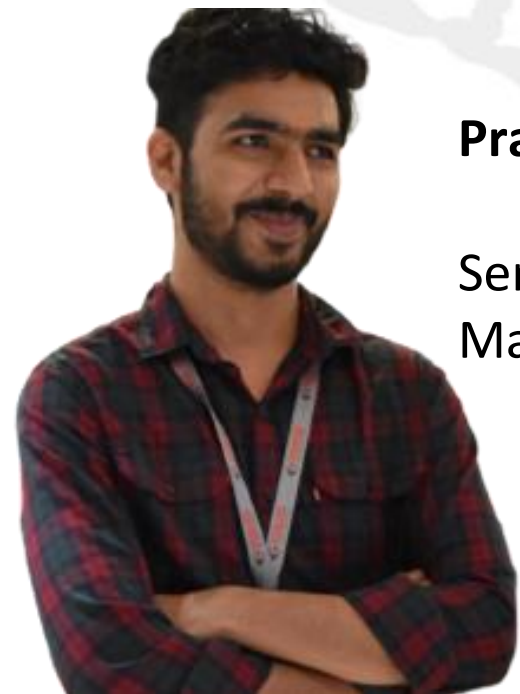
**VTR Ravi Kumar**

Seasoned Solution  
Architect



**Manish Gurnani**

Senior Architect



**Pravesh Mehta**

Senior Project  
Manager



**Kirti Sharma**

Head- Business  
Development



**Akanksha Saini**

Senior HR Manager

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# Client's Testimonials



**Promotix**

Sebastian Schulze  
V.P. Client Success ,  
Promotix INC

"KSolves has been our exclusive development partner for many years now on multiple projects and apps. They are a fantastic team to work with, and Ratan's leadership is excellent."

**Sharemeister**<sup>™</sup>

Jonathan William  
V.P. Chairman &  
President, Sharemeister

"Ratan and his team have been instrumental in our development process as a community building platform at Sharemeister."

**Hardy**<sup>®</sup>  
nutritionals

Cory Rasmussen  
Nuratek Health  
Innovations

"KSolves has delivered on their promise to help us out when our systems appeared to be failing."

**Note:** \* more referrals available on request for a particular Technology/ Geography or Industry

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# Financials

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# Financial Highlights

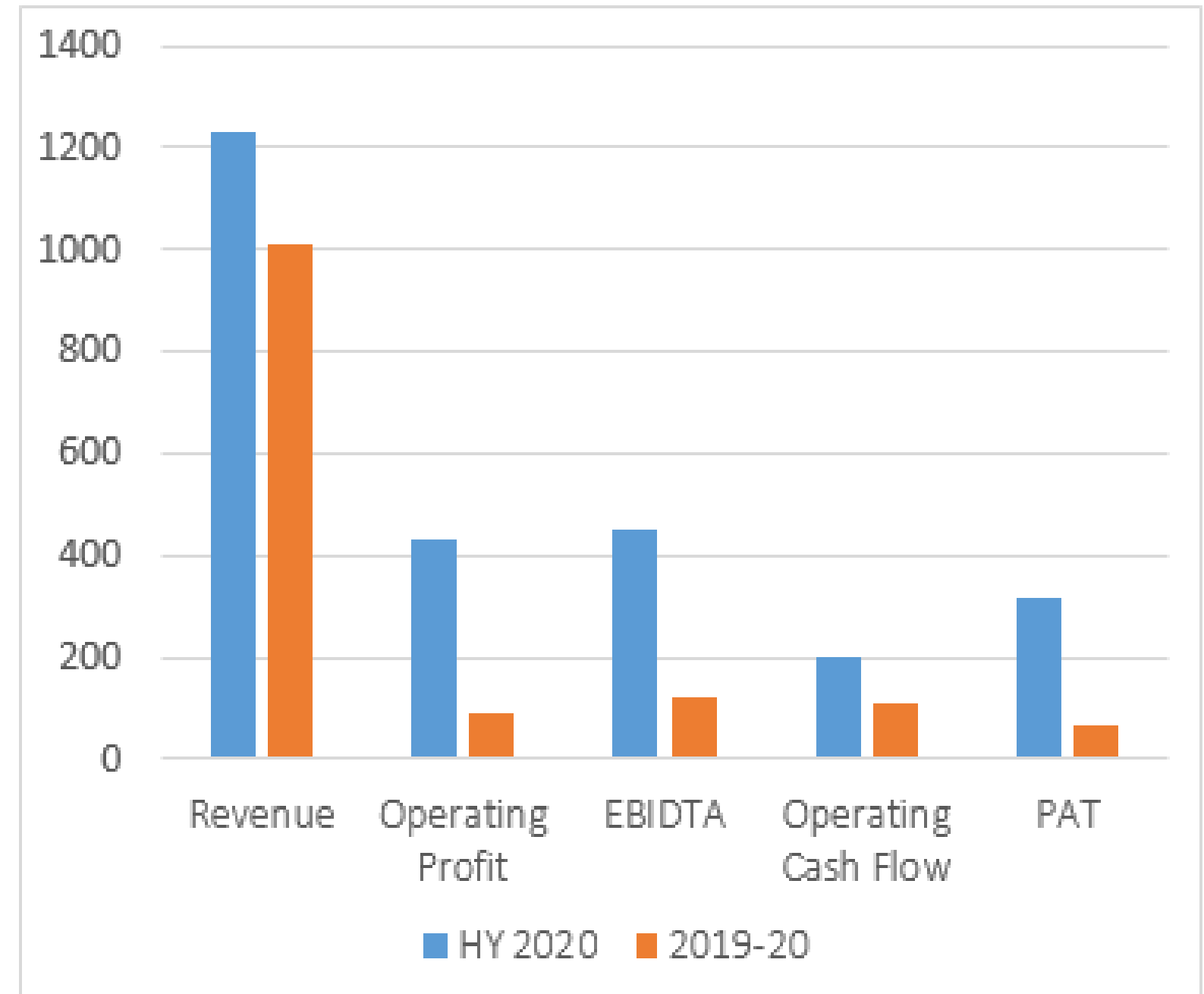


**Delivered H1 20-21 results beating all key metrics over entire year 19-20 base.**

	<b>HY 2020</b>	<b>2019-20</b>
Revenue	<b>1229.57</b>	<b>1013.23</b>
Operating Profit	<b>432.58</b>	<b>90.16</b>
EBIDTA	<b>452.16</b>	<b>119.97</b>
Operating Cash Flow	<b>200.50</b>	<b>111.50</b>
PAT	<b>315.58</b>	<b>67.82</b>

\* Amount in Lacs

\* Based on Consolidated Financial Statements



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# Financial Strengths



## Balance Sheet

- Well built cash reserves
- Zero debt company
- Strong positive cash accruals with industry beating DSO (days of sales outstanding)
- Robust current ratio

## Financial Metrics

- H1 20-21 EPS of 21 Rs
- Excellent dividend payment track record
- Industry beating ROI/ROE
- CAGR of 35% revenue growth since inception in 2014

## Corporate Governance

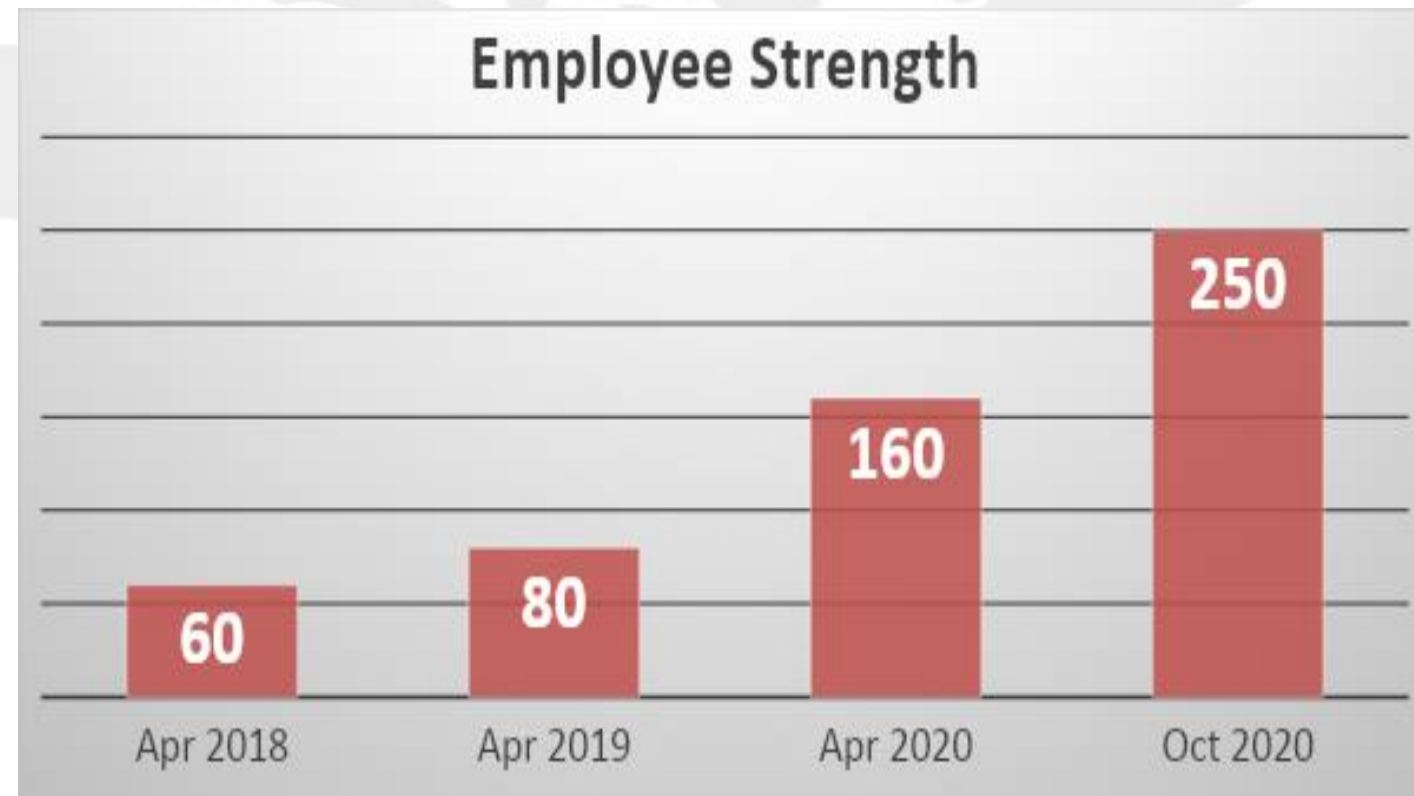
- Strong independent board
- Industry experienced key management officials.
- Immaterial related party transaction.
- Promoter's heavy insistence on best quality corporate governance

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# Growth Over the Years



More than **300% Growth** in **Employee** numbers in less than **3 years**

More than **300% Increase** in **Market Capitalization** in just **5 months**





# Focus Ahead

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# COVID Tailwinds



- Ksolves has observed increased adoption of technology across existing and potential clients and has **strong pipeline of sales leads** specially in **Digital technologies** as well as **Big Data/Machine Learning**.
- While physical offices remain closed, organization has **successfully adopted ‘work from home’ model** and observed **increased productivity and resource utilization**.
- **Completed annual salary appraisal cycle in Oct’20**. This covered all employees who were due for annual revision. · This appraisal cycle, in spite of general business stress in IT sector due to Covid crisis, is testimonial to company strong track record of delivery in past and confidence for future growth.
- Continues to do a **major employee hiring drive** to create a qualified/talented pool for future growth. Employee headcount as on date is 250 at Ksolves group level and **reflects ~100% growth** compared to last year same period. This is in line with revenue growth company announced in H1 20-21.

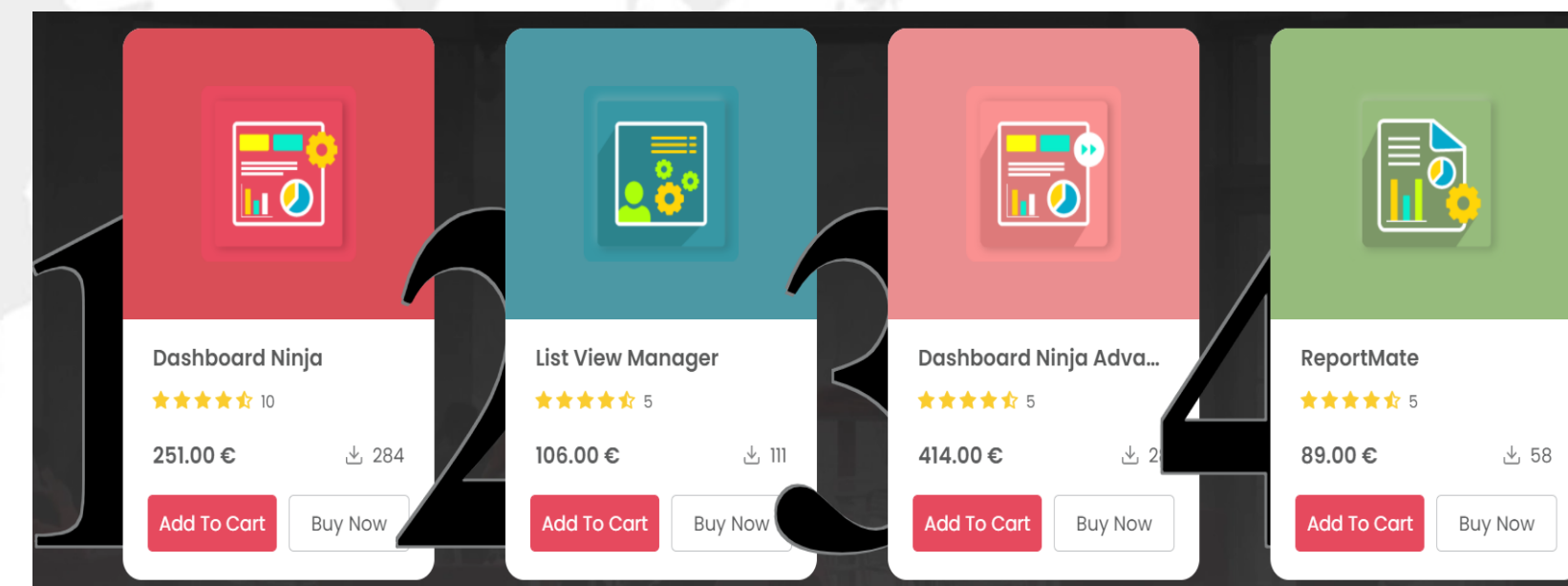
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- Launched its **own Product Store (<https://store.ksolves.com/>)** where potential clients can directly come and buy products.
- This in addition to Ksolves products listed on Odo, Belgium app store (<https://apps.odoo.com/apps>) where Dashboard Ninja, a product by Ksolves India Limited, continues to be a top two application.
- Going into 2021, company is also working on launching products on other technologies such as **Magento, Shopify and Salesforce.**
- This is part of company's focus to diversify revenue stream by having an optimal mix of IT services and products. **Company aims to increase revenue % of Product and customization services from currently 10% to 25% in next one year.**



# Technology Partnerships



This is part of company's focus to join partnership programs on leading technologies leveraging past track record of delivery to multiple clients across the globe.

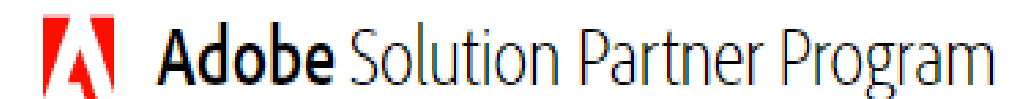
## **Adobe Solution Partner Program (SPP)**

- Ksolves has joined the Adobe Solution Partner Program (SPP) as **bronze partner**
- This will allow company to benefit from sell, promote & learn opportunities on Adobe Solution Partner Program and is testimony to wonderful past track record of delivery on Adobe and Magento technology.

## **Odoo Partner Program**

- Ksolves has joined **Odoo Silver Partner** for select geographies.
- This service partnership compliments Ksolves' product suite on Odoo global marketplace. More details can be found on <https://apps.odoo.com/apps>

Similar partnerships are work in progress with other leading technology providers including with **Salesforce**.



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*Thank you for your precious time and your attention*

## Contact Us



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