

#### **EXCELSOFT TECHNOLOGIES LIMITED**

Formerly known as Excelsoft Technologies Private Limited. CIN: U72900KA2000PLC027256

1-B, Hootagalli Industrial Area, Mysuru - 570 018, Karnataka, India Mail: info@excelsoftcorp.com | www.excelsoftcorp.com

December 13, 2025

To The Listing Department, **BSE** Limited, Phiroze Jeejeebhoy Towers,

Dalal Street, Mumbai – 400001 Maharashtra, India

Scrip Code: 544617

To

The Listing Department

National Stock Exchange of India Limited, Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400051

Maharashtra, India

Scrip Symbol: EXCELSOFT

Subject: Investor presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed, the investor presentation for the quarter and half year ended September 30, 2025.

The Company will use this presentation for any meeting scheduled with analysts or institutional investors up to the end of next quarter.

available The above information will also be website the ofthe Company on at https://www.excelsoftcorp.com/investors/

Kindly take the above information on record and acknowledge.

Thanking you,

#### For Excelsoft Technologies Limited,

(Formerly known as Excelsoft Technologies Private Limited)

#### Venkatesh Dayananda

Company Secretary and Compliance Officer

(ICSI Membership No.: F9904)

Place: Mysore

#### **Enclosed: Investor Presentation**



Q2FY26 Earnings Presentation



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**Q2FY26 FINANCIAL HIGHLIGHTS** 

## MANAGEMENT COMMENT



"The First Half of FY26 has been a milestone period for us, underscoring the expanding scale and maturity of our business. Our performance reflects healthy, broad-based momentum across key segments, supported by enduring client relationships, sharper execution, and continued investments in technology-led learning and assessment solutions.

We are pleased with the strong traction in Educational Technology Services and the sustained uptake of our learning and assessment platforms across global markets. Our geographical mix remains balanced, led by North America and Europe & UK, while India and Asia continue to develop as strategic growth regions. The progress in our products business, along with improving profitability, highlights the effectiveness of our initiatives around platform scalability, Al-driven automation, and operational excellence.

Looking ahead, we see significant opportunities driven by the acceleration of digital learning, high-stakes testing and assessment, enterprise skilling, and verification ecosystems worldwide. With a robust balance sheet, deep domain capabilities, and the expanding adoption of our Al-levate suite across customers, we remain well-positioned to drive sustainable growth, deliver higher value, and deepen our impact across the global learning landscape."



DHANANJAYA SUDHANVA
Chairman & Managing Director

# **ACHIEVEMENTS IN H1FY26**





**Brandon Hall Gold 2025** 



**LearnX Platinum Award 2025** 



**Education Excellence Award 2025** 



**STPI IT Export Awards 2024-25** 



**Brandon Hall Bronze 2025** 



**LearnX Diamond Award 2025** 



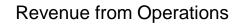
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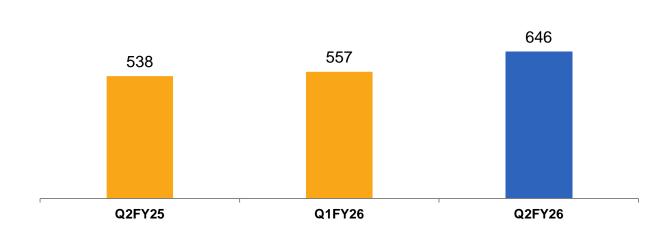


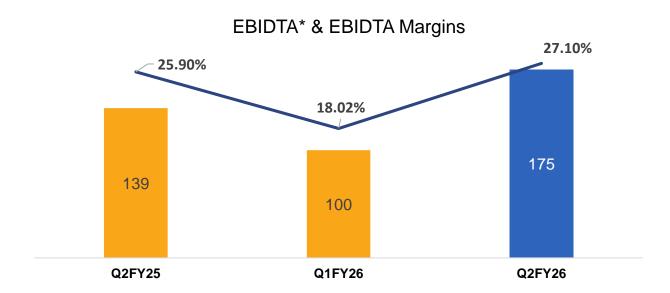
Cyber Essential Plus (CE+) Certified

# **Q2 FY26 FINANCIAL HIGHLIGHTS**

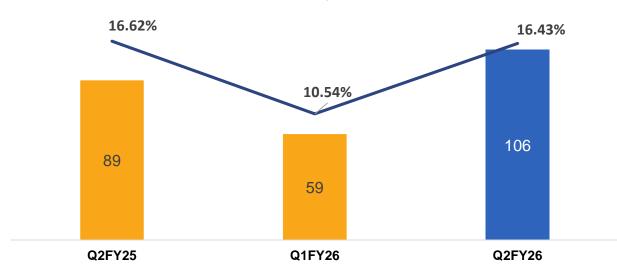




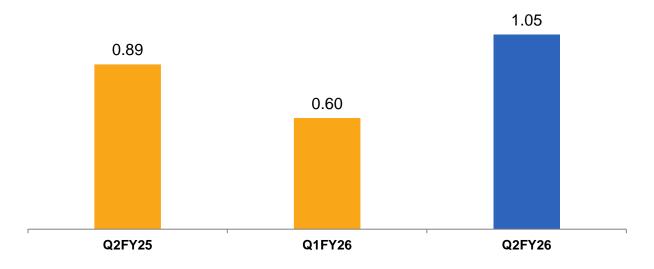








#### Earnings Per Share (Rs)



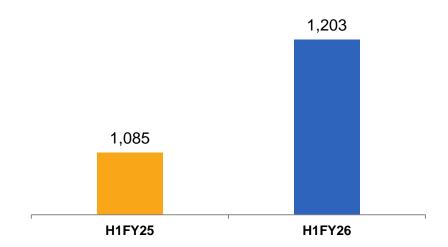
<sup>\*</sup>EBITDA is calculated excluding Other Income

<sup>\*</sup>All Amounts in INR Mn

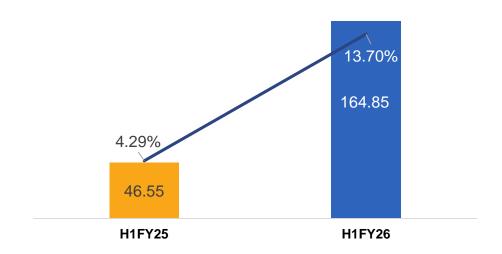
# H1 FY26 FINANCIAL HIGHLIGHTS



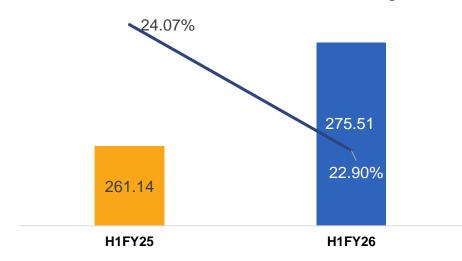
Revenue from Operations



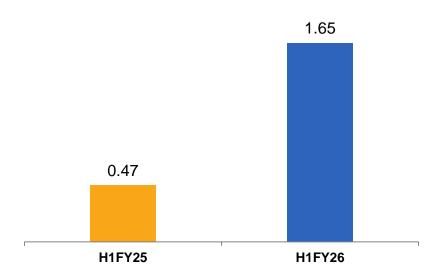
PAT & PAT Margins



EBIDTA\* & EBIDTA Margins



Earnings Per Share (Rs)

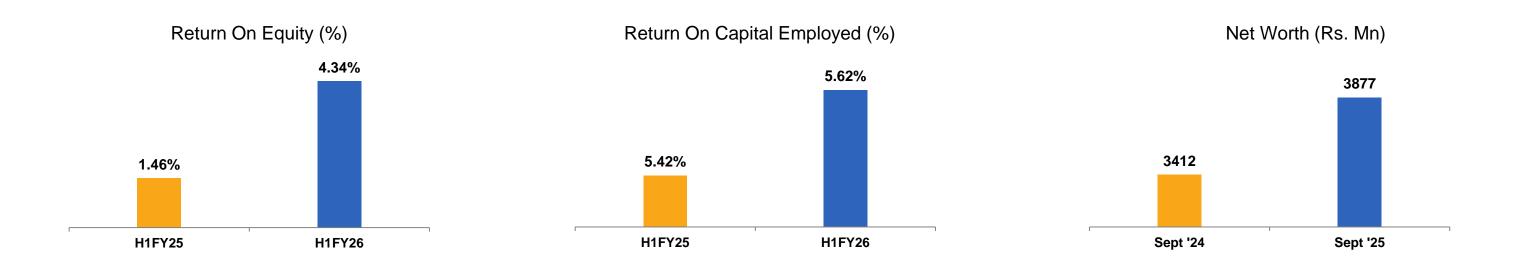


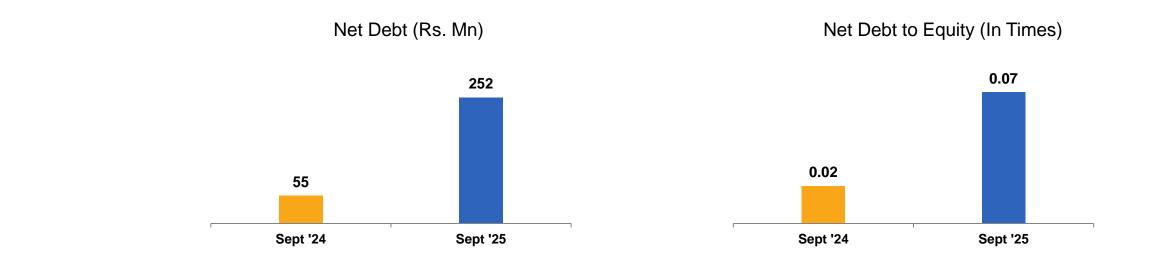
<sup>\*</sup>EBITDA is calculated excluding Other Income

<sup>\*</sup>All Amounts in INR Mn

# **KEY FINANCIAL RATIOS**

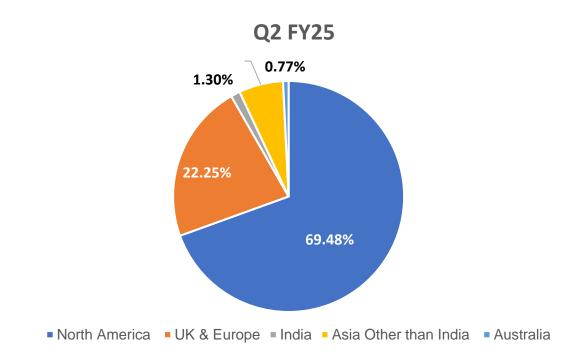


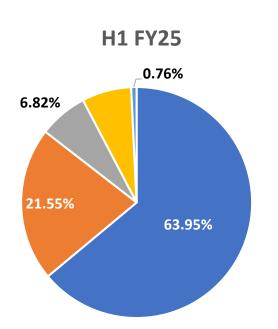


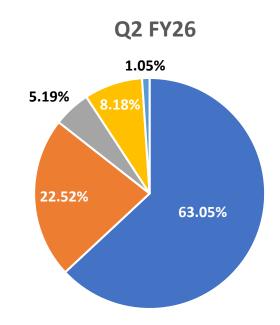


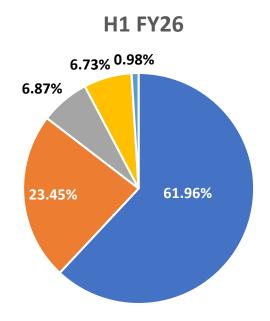
# **REGION WISE REVENUE CONTRIBUTION**





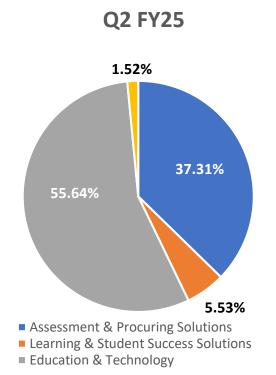


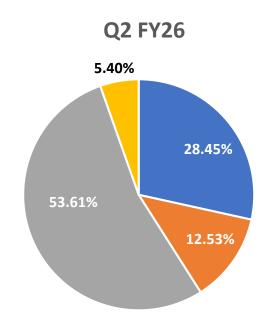


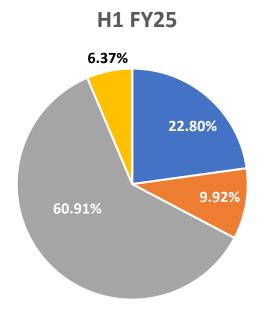


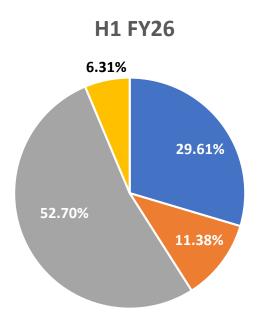












# STATEMENT OF PROFIT AND LOSS ACCOUNT



Particulars (In Rs. Mn)	Q2 FY26	Q2 FY25	Y-o-Y (%)	H1 FY26	H1 FY25	Y-o-Y (%)
Revenue from Operation	646.07	538.13	20.06%	1,203.25	1,084.99	10.90%
Other Income	40.18	35.54		84.40	64.74	
Total Income	686.25	573.67	19.62%	1,287.65	1,149.73	12.00%
Employee Expenses	337.38	307.88		676.67	628.85	
Other Expenses	133.59	90.88		251.07	195.00	
Total Expenditure	470.97	398.76		927.74	823.85	
EBITDA*	175.10	139.37	25.64%	275.51	261.14	5.50%
EBITDA Margin	27.10%	25.90%	120 bps	22.90%	24.07%	(117) Bps
Depreciation	60.44	59.66		120.75	129.88	
EBIT	154.84	115.25	34.35%	239.16	196.00	22.02%
EBIT Margin	23.97%	21.42%		19.88%	18.06%	
Interest / Finance Cost	11.92	8.35		19.74	21.92	
РВТ	142.92	106.90	33.70%	219.42	174.08	26.05%
Tax	36.80	17.46		54.57	127.53	
PAT	106.12	89.44	18.65%	164.85	46.55	254.14%
PAT Margin	16.43%	16.62%	(19) bps	13.70%	4.29%	941 bps
Basic EPS	1.05	0.89		1.65	0.47	

<sup>\*</sup>EBITDA is calculated excluding Other Income

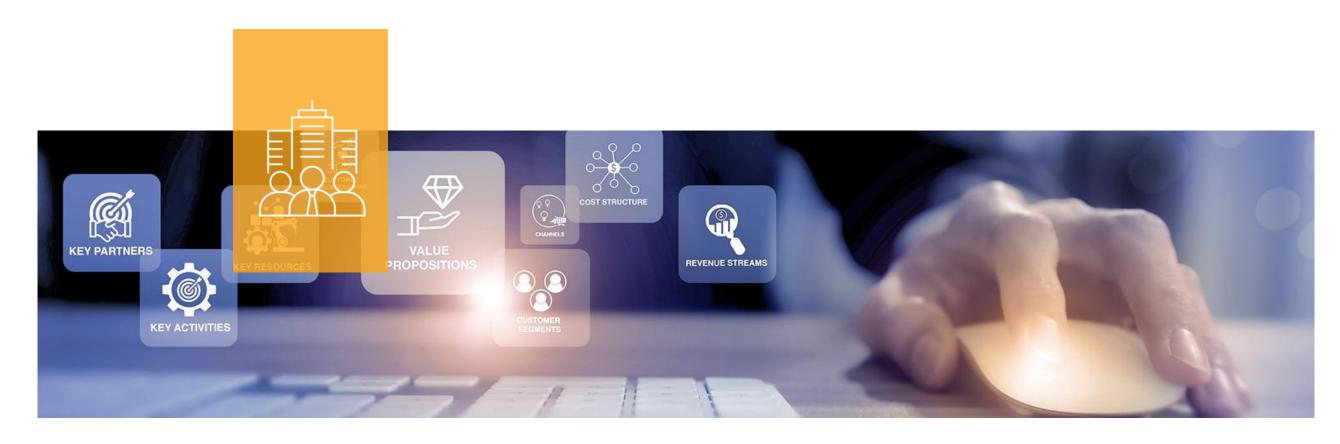
# **CONSOLIDATED BALANCE SHEET**



Particulars (In Rs. Mn.)	Sept-25	Mar-25
ASSETS		
Non-Current Assets		
Property, Plant & Equipment and Intangible	64.25	66.76
Right of use asset	70.72	84.64
Goodwill	124.18	124.18
Other Intangible Assets	975.28	1,071.48
Intangible assets under development	69.70	0
Financial Assets		
Other Financial Assets	16.33	16.05
Non-current tax assets (net)	3.41	16.51
Other Non Current Assets	103.90	3.90
Current Assets		
Financial Assets		
Trade Receivables	189.67	344.09
Unbilled receivables	367.10	167.03
Cash & Cash Equivalents	123.75	84.10
Other Bank balances	2,449.40	2,443.78
Loans	31.84	33.11
Income tax assets (net)	0	0
Other Current Assets	309.64	249.22
Total Assets	4,899.17	4,704.85

Particulars (In Rs. Mn.)	Sept-25	Mar-25
EQUITY AND LIABILITIES		
EQUITY		
Equity Share Capital	1,000.84	1,000.84
Other Equity	2,876.10	2,712.10
Non-Current Liabilities		
Financial Liabilities		
Lease Liabilities	53.93	62.77
Long Term Provisions	207.57	186.32
Deferred Tax Liabilities( net)	45.26	57.10
Current Liabilities		
Financial Liabilities		
Short term Borrowings	375.82	265.89
Lease Liabilities	19.22	22.64
Trade Payables		
<ul> <li>A) Total outstanding dues of micro enterprises and small enterprises</li> </ul>	2.13	0.92
B) Total outstanding dues of creditors other than micro enterprises and small enterprises	85.03	103.91
Other Current Liabilities	180.75	231.54
Provisions	45.45	39.76
Income Tax Liabilities (Net)	7.07	21.06
Total Equity & Liabilities	4,899.17	4,704.85





**COMPANY OVERVIEW** 

# **EXCELSOFT || A VERTICAL SAAS PLAYER**



#### **Company Overview**

- A global vertical SaaS company focused on learning and assessment market
- Over two decades of experience, providing technology-based solutions across diverse learning and assessment segments through long-term contracts with enterprise clients worldwide
- Cloud-based platforms are with open and industry standards-compliant APIs
- Driven by innovation and product engineering capabilities, enabling robust product development and customised solutions through proprietary platform
- Harnessing the power of Al through domain tailored models; investment in proprietary GPU farm

#### **Key Business Highlights**

25+

Years of Experience

Countries
Present in

1,119

10.9

Average Vintage of Top 10 Clients

103 Number of Clients

Number of Employees

#### **Business Segments**

#### **Products**

# Assessment and Proctoring Solutions Learning and Student Success Solutions Saras eAssessments Saras Learning copenPage College ISPARC Learning CopenPage

#### **Services**

EDUCATION TECHNOLOGY SERVICES

END-TO-END PRODUCT ENGINEERING AND A RANGE OF CUSTOMIZED SOLUTIONS LEARNING DESIGN & CONTENT SOLUTIONS

CONTAIN A VARIETY OF CONTENT RELATED SERVICES LIKE AUTHORING, EDITORIAL AND CONTENT CONVERSION

#### **Marquee Clients**























# **JOURNEY SO FAR**



- Acquisition of partnership firm M/s Sudhanva Enterprises (Trade name Excel-soft)
- Winner of the Microsoft Office System Solution Builder Program 2003 for "SARAS" Assessment Management System

 Acquisition of Freedom To Learn Limited as a wholly owned Subsidiary

- Acquisition of Freedom To Learn Limited as a wholly owned Subsidiary
- Launched OpenPage

 Achieved Life Membership of Mysore Chamber of Commerce & Industry

 Won STPI IT Export Award 2016-2017-Highest Exporter-IT: Mysuru Region

- Developed AI-levate
- Acquisition of Enhanzed Education Pvt. Ltd. as a WOS
- Won esteemed awards including ones from e-Assessment Association, Brandon Hall Group, Karnataka State, STPI IT Export, Confederation of Indian Industry Recognition by Microsoft, etc.
- Awarded as the Outstanding Edtech Solution Provider - Silver by ET Education

2000-05 2006-07 2008-11 2012-13 2014-18 2019-21 2022-25

- Designed and built an assessment platform for Pearson Inc. based on 'SARAS'
- Built a service-oriented architecture based platform which was licensed through Freedom to Learn Limited
- Won Karnataka State Best IT Exporter Award for the Financial Year 2005-2006
- Won STPI Best IT Exports Award 2006-07

- Acquisition of Meteor Online Learning Ltd. (Excelsoft Technologies Ltd.)
- Incorporated Excelsoft Technologies Inc. as a WOS
- Developed College SPARC
- Won Best Innovation in Pedagogical Practices at the World Education Summit 2012
- Won Inc. India Innovative 100 Certificate of Excellence in recognition of smart innovation

- A certification body, The Chartered Quality Institute registered under the Royal Charter opted for SARAS
- Member of Indo-American Chamber of Commerce
- Won e-Assessment Association Award
   2021 Best International Implementation
- STPI IT Export Awards 2020-21-Best Performer: Mysuru Region
- STPI IT Exposrt Awards 2018-19 Highest Exporter-ITES: Mysuru Region

### **EXPERIENCED PROMOTERS...**





DHANANJAYA SUDHANVA
Chairman & Managing Director

- Established the company as a technology company focusing on innovative technologyenabled solutions in the education space
- Over 32 years of experience in the field of IT
- Holds a degree in Bachelor of Engineering in Instrumentation Technology and a degree in Master of Engineering Management from University of Mysore
- Holds a degree in Master of Science in Electrical Engineering from Worcester Polytechnic Institute
- He is the guiding force behind all the corporate decisions and is responsible for the entire business operations specifically technology and sales operations of the Company



- Over 10 years of experience and is responsible for strategic planning, market intelligence and new business initiatives
- Holds a degree of Bachelor of Engineering in Computer Science & Engineering from Shri Jayachamarajendra College of Engineering
- Holds a masters' degree in computer science from University of Illonis- Urbana Champaign
- Other Directorship at Enhanzed Education Private Limited

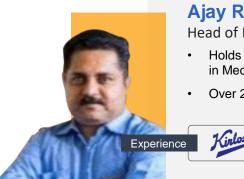
# **EXCELSOFT**

# ...Backed by A PROFESSIONAL AND EXPERIENCED MANAGEMENT TEAM









#### Ajay Ramesh Kulkarni Head of Business Development

- · Holds a degree of Bachelor of Engineering in Mechanical from Kuvempu University
- Over 27 years of experience















#### **Prashanth H M** Head of Strategy

- Working with the company since inception
- Holds a degree of Bachelor of Engineering in Mechanical Engineering from University of Mysore and a MBA from Sikkim Manipal University
- Over 27 years of experience





Chief Financial Officer

- Over 22 years of work experience
- Holds a degree of Bachelors in Commerce from Bharathidasan University
- Member of the ICAI













- Working with the company since inception
- Holds Bachelor of Engineering in Mechanical from University of Mysore and a degree of Master of Technology in Management & Systems from IIT, New Delhi

Education





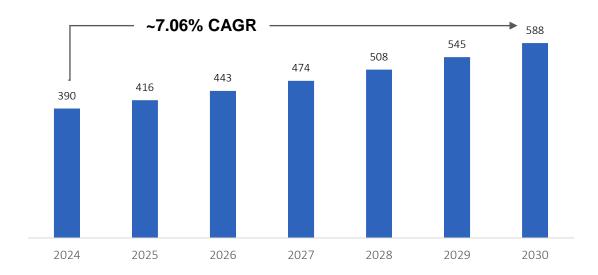


# **BUSINESS OVERVIEW**

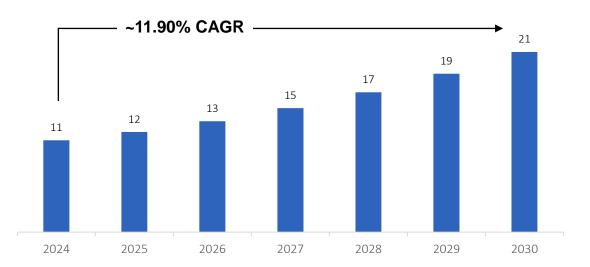


# VERTICAL SAAS || A DOMINANT TREND PROMISING SPECIALIZED, INDUSTRY-TAILORED SOLUTIONS

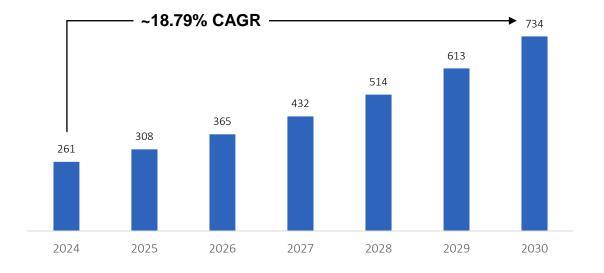
Global Learning & Development (L&D) Market (\$ Billion)



Global Assessment & Proctoring Market (\$ Billion)



Global Software-as-a-Service (SaaS) Market (\$ Billion)



#### Market Trends & Opportunities

- L&D: Growing usage of Learning Experience Platforms (LXPs), growing potential of GenAl tools and increased demand for Upskilling & Reskilling for the future
- Assessment & Proctoring: Adoption of multimodal assessment tools, growing popularity of gamification & interactive assessment and lockdown browsers
- SaaS: Increase in low-code & no-code platforms, rise of interoperability
   & open APIS and increase in adoption of vertical SaaS

Source: <a href="https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment-and-Learning-Development-Market.pdf">https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment-and-Learning-Development-Market.pdf</a>; <a href="https://www.excelsoftcorp.com/wp-content/uploads/2025/11/1">https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment-and-Learning-Development-Market.pdf</a>; <a href="https://www.excelsoftcorp.com/wp-content/uploads/2025/11/1">https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment-and-Learning-Development-Market.pdf</a>; <a href="https://www.excelsoftcorp.com/wp-content/uploads/2025/11/1">https://www.excelsoftcorp.com/wp-content/uploads/2025/03/a.-Final-Global-Assessment and Learning - Development Market.pdf</a>

# **COMPREHENSIVE SUITE OF PRODUCTS AND SERVICES**



Created product catalogue based on innovative research and technology to cater to client requirements in the field of vertical SaaS, learning and assessment market

#### **Products**

Assessment and Proctoring Solutions	Learning and Student Success Solutions		
Saras	Saras Learning solutions		
eAssessments	<b>⊜</b> nabl <b>E</b> D <sup>™</sup>		
easyProctor Live Remote Proctoring	Al-Levate COLLEGE		
	Learnactiv		
27.04% of FY25 Revenue	12.87% of FY25 Revenue		

#### **Services**

Education Technology Services	Learning Design & Content Solutions
End-to-end product engineering and a range of customized solutions	Contain a variety of content related services like Authoring, Editorial and Content Conversion
54.48% of FY25 Revenue	5.61% of FY25 Revenue

# PRODUCTS: ASSESSMENT AND PROCTORING SOLUTIONS





#### **Saras E-Assessments**

- Offers end-to-end assessment capabilities including test creation, delivery, proctoring, on-screen marking, and advanced analytics to professional sectors, awarding bodies, test publishers, educational publishers, universities, colleges, schools, and corporations
- Scalable and secure architecture with **auto-scaling deployment**; supports enterprise, private, public, and hybrid cloud setups
- Role-based eMarking workflows with dashboards for examiners, team leads, and automated result publishing



#### **EasyProctor**

- Al-enabled remote proctoring with support for live, automated, and record & review modes; flags behavior using AWS Rekognition-based risk scoring
- Fully responsive, multilingual, and device-agnostic design which flags image and video feeds into critical, medium, and low-risk observations which are timestamped and enable further review
- Real-time proctor and admin dashboard for identity verification, issue resolution, and test session management without disrupting the student experience

# PRODUCTS: LEARNING & STUDENT SUCCESS SOLUTIONS



# Saras

- Promotes sustained engagement between students, teachers, and parents
- This comprehensive solution includes components that automate teaching and learning processes, enable teachers to deliver more effective lessons, and orient every learner towards success

02



- End-to-end digital publishing platform helping publishers and teachers create, enrich, manage, distribute, and analyse interactive content through a book-like interface
- Supports one-click PDF to EPUB conversion, rich analytics, multiplatform publishing with complete e-textbook management and seamless integration capabilities

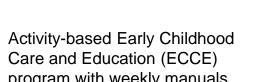
03



- Unified SaaS-based LMS supporting organisations in delivering various functions and workflows in the learning and assessment areas
- Offers features like self-learning, instructor-led training, quizzes, gamification, and mobile apps with consistent cross-platform user experience







program with weekly manuals, physical kits, digital content, and parent app for holistic early childhood skill development

 Also includes numeracy kits (Grades 3–5) and skill-based learning programs for Grades 6–8 beyond the regular curriculum



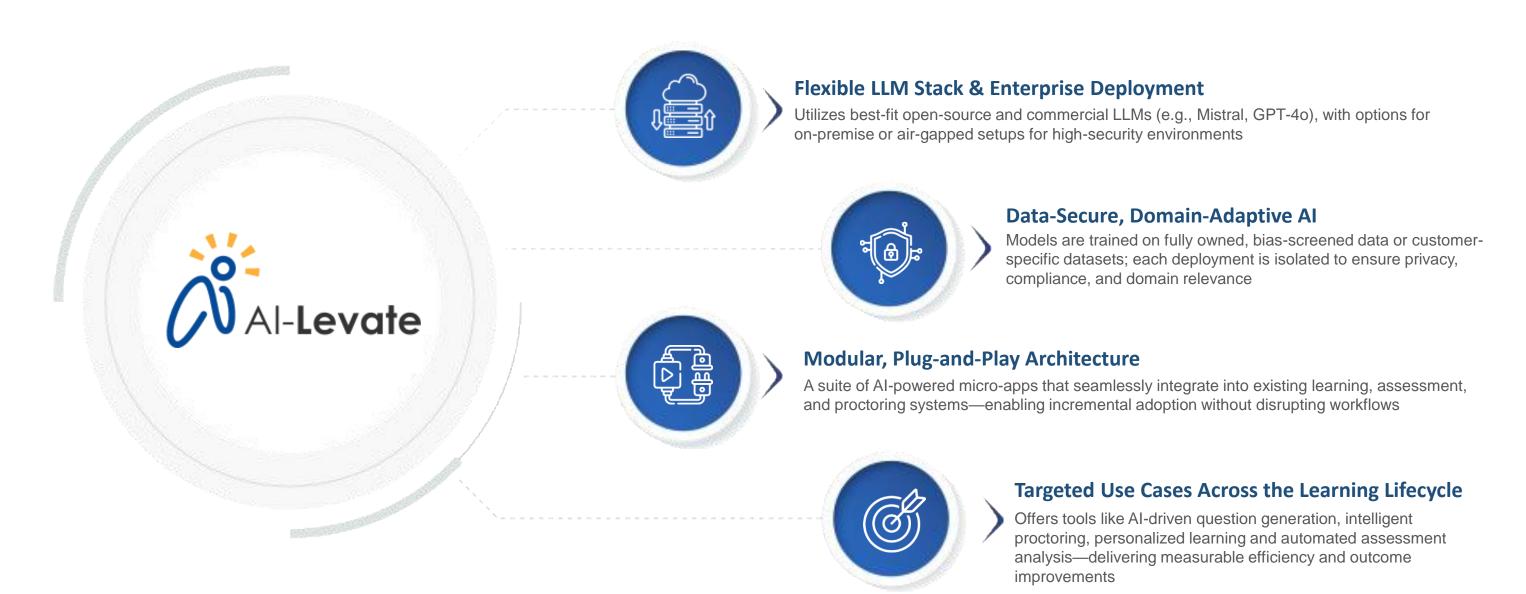


- Al-driven student success platform that guides academic planning, offers predictive insights, and enables timely interventions for on-time graduation
- Helps students make informed decisions, strengthen weak areas, and improves advising consistency while optimizing institutional resources

# **PRODUCTS: AI LEVATE**



Steadily integrating AI across its offerings, with select AI-powered features already launched and more under continuous evaluation and development



# **SERVICES OFFERED**



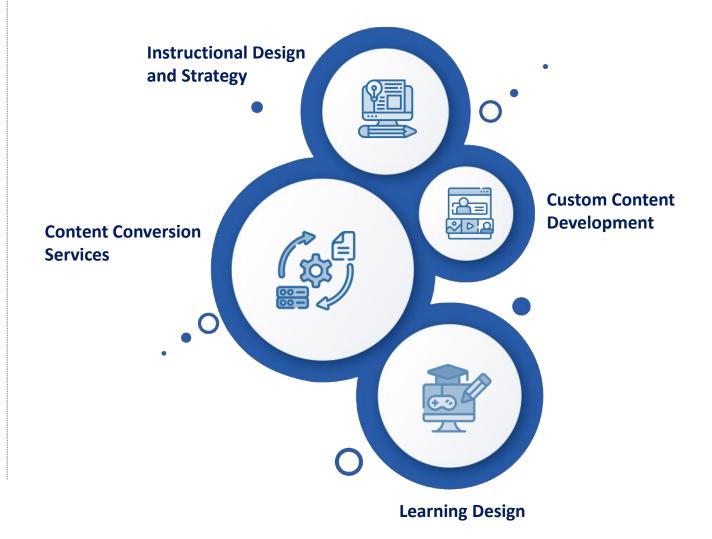
#### **Educational Technology Services**

High-end technology stack and deep domain knowledge enables company to provide services like



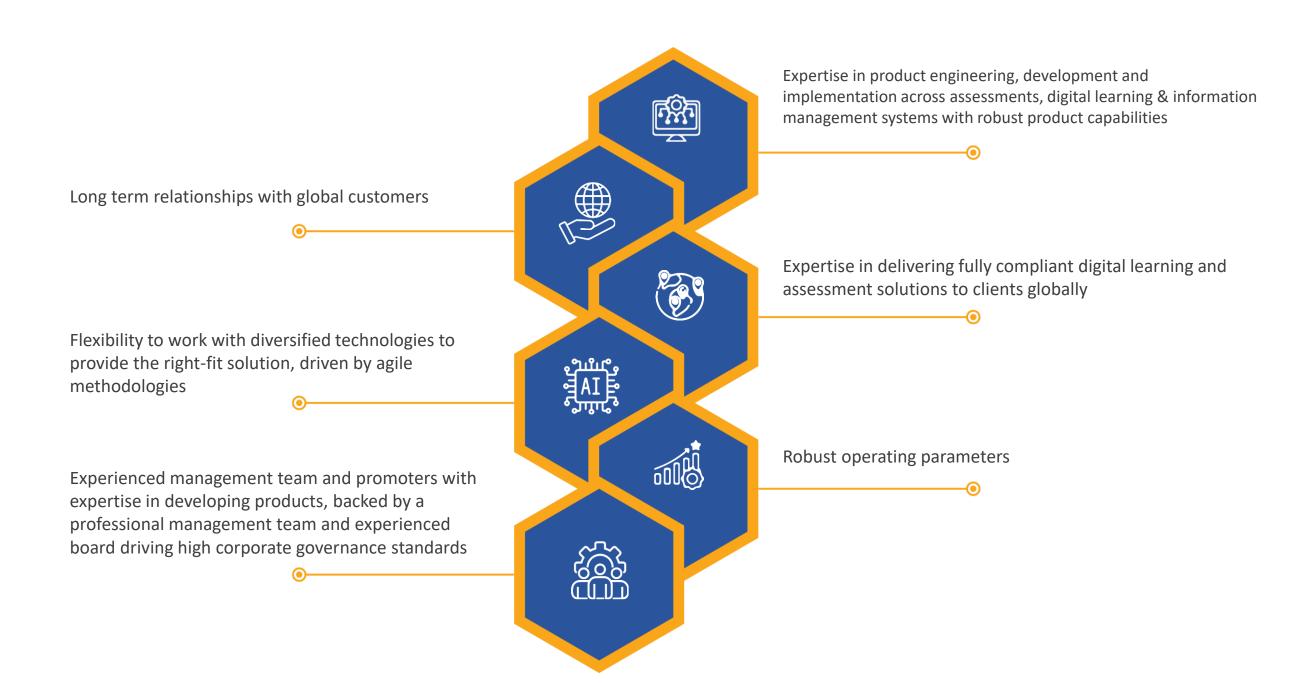
#### **Learning Design & Content Solutions**

Delivered by a team of professionals experienced in instructional design, learning experience design, content design and global content standards



# **KEY COMPETITIVE STRENGTHS**





EXCELSOFT

# **EXPERTISE IN PRODUCT ENGINEERING, DEVELOPMENT AND IMPLEMENTATION**

#### **Core Engineering Expertise**

Expertise in product engineering, development and implementation across assessments, digital learning, and information management systems with robust capabilities



#### **Deep Domain Experience**

Years of product development and implementation experience, combined with a thorough understanding of customer requirements, help us deliver best-fit solutions



...across assessments, digital learning & information management systems with robust product capabilities



#### **Full Lifecycle Offerings**

Offering products and services that encompass the entire lifecycle of learning and assessment, which are feature-rich, versatile, and work across the spectrum of organizations



#### **Consultative Solutioning Approach**

Engaging with business leaders from the solution inception stage to create effective, technology-driven solutions tailored to their workflows

#### **Scalable Cloud-Based Systems**

Products are built on sound engineering principles, architecture best practices, and user-centric design — delivering secure, reliable, and cost-effective cloud-based solutions







#### **Legacy Migration & Business Continuity**

Assist in successful migration of legacy learning and assessment applications and data into cloud environments, ensuring uninterrupted operations

#### **Data Privacy & Security Compliance**

All implementations adhere to industry best practices in data and information security, protecting user integrity and privacy as per regulations

# ROBUST OPERATING PARAMETERS



#### **Standardized Processes for Quality Delivery**

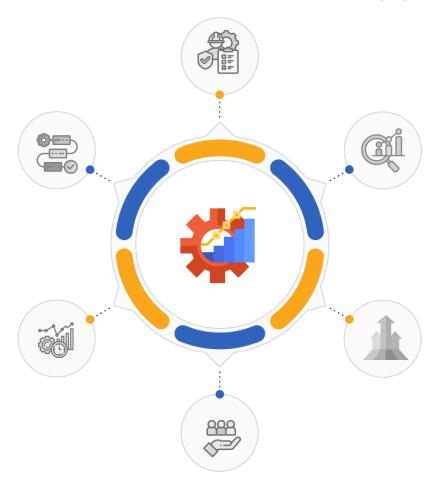
Standardized processes reduce errors and variability, ensuring reliable outcomes for customers, stakeholders, and employees

#### Clear Guidelines and Workflows

Set well-defined goals, responsibilities, and operational workflows to ensure predictable and consistent organizational functioning

# **Efficiency through Streamlined Operations**

Clear parameters help eliminate redundancies, optimize resource use, and enable teams to focus on high-priority tasks



#### **Customer-Centric Operational Framework**

Parameters are designed to meet evolving customer needs by delivering tailored, one-stop learning and assessment solutions

#### **Accountability through KPIs and Metrics**

Defined KPIs and performance metrics to hold teams accountable, track progress, and align efforts with business goals

#### **Foundation for Scalability and Growth**

Robust operational systems helps in scaling efficiently, adapt to market changes, and drive continuous improvement across the organization

# FLEXIBILITY TO WORK WITH DIVERSIFIED TECHNOLOGIES



#### **Diversified Tech Expertise**

Work across multiple technology stacks, not limited to any one platform, enabling us to deliver optimal solutions tailored to specific client needs





#### **Interoperability & Integration**

Their products integrate seamlessly with client systems and are built to be interoperable across different technologies and environments

#### **Continuous Upskilling & Innovation**

Teams stay updated with the latest tech trends including AI, AR/VR, and modern stacks, ensuring efficient, future-ready solutions





#### **Agile Methodology for Faster Delivery**

Using agile practices, they adapt quickly to changing requirements and deliver faster time-to-market for new features and product updates



Solutions supporting various question types, workflows, grading schemes, and testing algorithms—designed to meet diverse assessment formats from K-12 to professional exams





#### **Scalable & Adaptable Architecture**

Solutions are built to scale as customer demands grow—supporting evolving use cases, increased user volumes, and new business models

# EXPERTISE IN DELIVERING FULLY COMPLIANT DIGITAL SOLUTIONS...



The demand for upskilling and reskilling is a significant trend reshaping the global Learning & Development (L&D) market, driven by rapid technological advancements, shifting workforce needs, and evolving business models

#### **Technology-Driven Efficiency**

Seamless, on-demand delivery with data-driven insights to optimize engagement and outcomes, ensuring cost-efficiency and system integration



#### **Global Reach and Scalability**

With subsidiaries in the UK, USA, Singapore, and India, and a presence in Dubai and Malaysia, they deliver scalable solutions across diverse cultures and regulations.



Provide consistent, high-quality learning experiences through standardized digital solutions across regions







# Compliance with International Standards

Certified with ISO/IEC 27001:2013, ISO 9001:2015, and Cyber Essentials Plus, ensuring global compliance for their elearning and e-assessment solutions

#### **Trusted by Global Clients**

Their clients include various marquee enterprises in the education domain such as like Pearson Education and Brigham Young University reflect their strong reputation





#### **Customized Solutions for Markets**

Tailored solutions to meet regional requirements, educational ecosystems, and cultural nuances.

# ...WITH GLOBAL REACH ACROSS DIVERSE MARKETS





# LONG TERM RELATIONSHIPS WITH GLOBAL CUSTOMERS













# STRONG GLOBAL CLIENTELE

Have clientele spread across USA, UK, India, Singapore, Australia, Japan, Malaysia, Saudi Arabia, UAE, and Canada

# TRUST & CONSISTENT VALUE DELIVERY

Global customers trust in their products and services has enabled them to maintain healthy, long-term, and trustworthy business relationships

# CONSULTATIVE & CUSTOMER-CENTRIC APPROACH

Their deep focus on customer relationships and empathy for end users allows them to understand pain points and add value at every step

# STRATEGIC ADVANTAGE & GROWTH ENABLER

Long-term relationships serve as a barrier to entry for competitors and have helped grow the business and global footprint

# LOYALTY, FEEDBACK & MARKET ALIGNMENT

Long-term customers act as brand advocates and provide feedback that helps improve offerings and stay aligned with market trends

Improving client vintage signaling stronger retention, deeper trust, and long-term partnership growth

Period	Q2 FY26	Q1 FY26	Q2 FY25	H1 FY26	H1 FY25
Average vintage of top 10 clients (years)	10.9	10.5	9.6	10.9	9.6



**WAY AHEAD** 

## **KEY GROWTH STRATEGIES**



#### PURSUE STRATEGIC ACQUISITIONS IN EDTECH

Identify acquisition opportunities to accelerate growth, gain scale, reduce operational costs, and broaden service capabilities.

# INCREASE REVENUE FROM EXISTING & ACQUIRE NEW CUSTOMERS

Grow presence in new markets (Egypt, France, Italy, Brazil, Philippines) and deepen relationships with existing customers through modern product solutions.

#### STRENGTHEN BRAND POSITIONING

Build long-term customer loyalty, differentiate from competitors, and use data-driven insights to refine product development and targeted marketing.

#### **UPGRADE & INNOVATE PRODUCT PORTFOLIO**

Continuously improve existing offerings, align with evolving customer needs, track emerging industry trends, and enhance product USP.

# THE AI SPECTRUM Leverage AI/ML to enhance assessment solu

Leverage AI/ML to enhance assessment solutions, remote proctoring, automated scoring, and reduce fraud through advanced analytics.

#### INVEST IN MODERN FRONTIER TECHNOLOGIES

Strengthen R&D, adopt cutting-edge technologies, and collaborate globally to deliver innovative, high-quality products.

# BUILD STRONG PEOPLE CULTURE & ACCOUNTABILITY

Promote ownership, inclusiveness, and collaboration across teams while supporting continuous employee development.

#### **BOOST SALES & MARKETING THROUGH GLOBAL TEAMS**

Build geographically diverse sales teams to tap new customers, expand digital presence, and customize solutions for local market needs.



HISTORICAL ANNUAL STATEMENTS

# STATEMENT OF PROFIT AND LOSS ACCOUNT



Particulars (In Rs. Mn)	FY23	FY24	FY25
Revenue from Operation	1,951.04	1,982.97	2,332.91
Other Income	28.69	23.99	155.09
Total Income	1,979.73	2,006.96	2,488.00
Employee Expenses	930.13	1,082.14	1,197.17
Other Expenses	339.12	351.1	411.01
Total Expenditure	1,269.25	1,433.24	1,608.18
EBITDA*	681.79	549.73	724.73
EBITDA Margin	34.94%	27.72%	31.07%
Depreciation	273.58	289.93	246.51
EBIT	436.9	283.79	633.31
EBIT Margin	22.39%	14.31%	27.15%
Interest / Finance Cost	135.07	100.65	37.86
PBT	301.83	183.14	595.45
Tax	77.69	55.61	248.54
PAT	224.14	127.53	346.91
PAT Margin	11.49%	6.43%	14.87%
Basic EPS	2.24	1.27	3.47

<sup>\*</sup>EBITDA is calculated excluding Other Income

# **CONSOLIDATED BALANCE SHEET**



Particulars (In Rs. Mn)	Mar-23	Mar-24	Mar-25
ASSETS			
Non-Current Assets			
Property, Plant & Equipment and Intangible	312.87	305.50	66.76
Right of use asset	2,027.97	1,941.47	84.64
Goodwill	0.00	0.00	124.18
Other Intangible Assets	1,144.40	1,112.58	1,071.48
Intangible assets under development	0.00	0.00	0.00
Financial Assets			
Investments	0.00	0.00	0.00
Other Financial Assets	132.55	147.64	16.05
Non Current Tax Assets (Net)	16.49	16.49	16.51
Other Non Current Assets	0.00	0.00	3.90
<b>Current Assets</b>			
Financial Assets			
Trade Receivables	456.60	467.77	511.12
Cash & Cash Equivalents	165.84	48.07	84.10
Other Bank balances	0.68	0.72	2,443.78
Loans	2.00	0.68	33.11
Current tax assets (net)	3.73	28.60	0.00
Other Current Assets	98.13	140.81	249.22
Total Assets	4,361.26	4,210.33	4,704.85

Particulars (In Rs. Mn)	Mar-23	Mar-24	Mar-25
EQUITY AND LIABILITIES			
EQUITY			
Equity Share Capital	15.94	15.96	1,000.84
Other Equity	2,764.83	2,957.07	2,712.10
Non-Current Liabilities			
Financial Liabilities			
Long Term Borrowing	635.30	488.14	0.00
Lease Liabilities	16.25	7.31	62.77
Long Term Provisions	133.56	156.21	186.32
Deferred Tax Liabilities( net)	14.90	8.89	57.10
<b>Current Liabilities</b>			
Financial Liabilities			
Short term Borrowings	545.62	279.11	265.89
Lease Liabilities	8.01	8.94	22.64
Trade Payables	49.16	100.91	104.83
Other Current Liabilities	142.50	151.38	231.54
Provisions	35.19	36.41	39.76
Income Tax Liabilities (Net)	0.00	0.00	21.06
Total Equity & Liabilities	4,361.26	4,210.33	4,704.85





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