



EXATO TECHNOLOGIES LIMITED
(Formerly Known as Exato Technologies Private Limited)

CIN: L74999UP2016PLC228280

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Transcript of 9th AGM – Exato Technologies Limited

Geeta Jain - CS: Esteemed Shareholders, Board of Directors and Auditors, good evening and a very warm welcome to the 9th Annual General Meeting of the Company. I am Geeta Jain, Company Secretary and Compliance Officer of the Company.

I sincerely thank all our shareholders for taking the time to participate in this meeting. Your continued trust, confidence and support have been instrumental in the growth and progress of the Company and we greatly value your association with us.

As per Article 45 of the Articles of Association of the Company, the Chairperson, if any of the board shall preside as chairperson at every General Meeting of the Company. So, I request Mr. Appuorv K Sinha, Chairman and Managing Director to preside over the meeting.

Appuorv K Sinha - CMD: Sure, thank you.

Geeta Jain - CS: Welcome, Sir. The Ministry of Corporate Affairs (MCA) through its various circulars has permitted the convening of Annual General Meetings through video conferencing or other audio-visual means without the physical presence of members at a common venue. Accordingly, in compliance with the applicable provisions of the Companies Act, 2013 and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, this AGM is being conducted through video conferencing.

For the smooth conduct of the meeting, members are requested to take note of the following:

- All members who have joined the meeting have been placed on mute by default.
- Facility of e-voting at the AGM for shareholders who have not cast their votes through remote e-voting has been activated with the commencement of the meeting and will remain available for 15 minutes after conclusion of the AGM.
- In terms of the applicable MCA and SEBI circulars regarding conduct of the meeting through video conferencing or other audio-visual means, physical attendance of members having been dispensed with, there is no requirement for appointment of proxies and accordingly, the facility for appointing proxy has not been made available for this meeting.

- Pursuant to Sections 170 and 189 of the Companies Act, 2013, the register of directors and KMPs and their shareholdings and the register of contracts or arrangements in which directors are interested are available in electronic mode for inspection during the meeting. You can send us request by email: compliance@exato.ai to access the same.
- I would like to inform the members that we have not received any queries from the members to be addressed.

I would now request Chairman sir to take the proceedings of the meeting forward.

Appuorv K Sinha - CMD: Thank you Geeta ji. Good evening, everyone.

It gives me immense pleasure to welcome all the members, my fellow directors, our statutory auditors, secretarial auditors and other officials attending the 9th Annual General Meeting of Exato Technologies Limited. I am Appuorv K Sinha, Promoter, Chairman and Managing Director of Exato Technologies Limited. It is a privilege to address you all today at the 9th Annual General Meeting of the Company being the first AGM as a Listed Company.

At the outset, I would like to introduce the fellow members of the board who are present with us today in this meeting. To my right is Mrs. Swati Sinha, Whole-time Director and to my left is Mr. Abhijeet Sinha, Non-Executive, Non-Independent Director. Shri Vijay Kumar Tyagi, Non-Executive, Independent Director and Chairperson of the Audit Committee, Dr. Omkar Rai, Non-Executive, Independent Director and Chairperson of the Stakeholders Relationship Committee and the Nomination and Remuneration Committee and Dr. Milind Raman Godbole, Non-Executive, Non-Independent Director have joined through video conferencing from their respective locations. CA Deepanshu Pal, Partner, Arora Prem and Associates, our Statutory Auditors is also present with us in person. I also welcome CA Manava Prem, Managing Partner, Arora Prem and Associates, Statutory Auditors and CS Nirbhay Kumar, Proprietor, M/s Nirbhay Kumar & Associates, Practicing Company Secretaries and our Secretarial Auditor and Scrutinizer for the remote e-voting and e-voting at this AGM, who have joined the meeting through video conferencing. Ms. Geeta Jain, Company Secretary and Mr. Hasan, Chief Financial Officer are also attending this meeting.

As informed by the Company Secretary, the requisite quorum is present in accordance with Section 103 of the Companies Act, 2013 and the applicable MCA circulars and accordingly the meeting is duly constituted and is in order. The Annual Report along with the Notice of the AGM and instructions for e-voting have already been sent to all the members through email as permitted under law and are also available on the website of the Company and BSE Limited.

The Company has taken all feasible steps to facilitate the participation of members and voting on the business items proposed at this meeting. With the consent of members, I take the notice of

this meeting as read and the same has been circulated to the members through email. There are two businesses to be transacted at this AGM as set out in the Notice.

The Audited, Standalone and Consolidated Financial Statements of the Company for the financial year ended March 31, 2026 together with the report of auditors and board of directors thereon have already been circulated to the members and with the permission of the members, I take them as read. I also inform the members that statutory auditors' report and secretarial audit report do not contain any qualification, reservation, adverse remark or disclaimer. I would now like to share with you some of the key highlights of the Company's performance, the progress we have made during the year and our priorities going forward.

Financial year 2025-26 was a landmark year for Exato, one defined by strong operating performance, an important capital market milestone and continued progress on our journey to build a globally scalable AI-first enterprise technology Company. During the year, we successfully completed our Initial Public Offer and listed on BSE SME Platform on December 5, 2025, a moment that reflects the confidence in our investors, clients, partners and employees have placed in Exato's vision. The capital raised through the IPO has meaningfully strengthened our balance sheet with total shareholders' funds raising from Rs. 4,234.78 lakhs to Rs. 8,830.75 lakhs while long-term borrowings reduced from Rs. 813.51 lakhs to Rs. 66.12 lakhs, giving a strong foundation to fund our growth and innovation agenda.

The operating performance during the year was equally encouraging, revenue from operations grew by 35.23% to Rs. 16,799.58 lakhs, EBITDA grew by 59.29% to Rs. 2,539.44 lakhs with margin expansion of 229 basis points to 15.12% and profit after tax grew by 66.65% to Rs. 1,608.88 lakhs. This performance was underpinned by deeper engagement with our enterprise clients, cross-selling of our platform capabilities and growing contribution from our international subsidiaries in the United States and Singapore. We also expanded our international footprint through the incorporation of Exato Technologies Pty Limited in Australia and scaled our revenue in Singapore.

We also strengthened our senior leadership with new additions across technology, AI, global revenue function to support our next phase of growth. As of Q1 FY 2027, our total order book stood at approximately Rs. 660 crores, of which Rs. 409 crore remains executable and gives us good visibility into the year ahead. We continue to invest with discipline in our proprietary technology stack ExatoIQ, Prompt Base Dialer, UAM, Compli-Call and our CCaaS/CPaaS capabilities with intangible assets under development raising to Rs. 2,840 lakhs.

We launched our CCaaS/CPaaS IP ExaFone in August 2026. We have already closed two deals on ExaFone platform. This will accelerate our good growth in IP revenues in coming quarters and years with strong focus on enterprise market in India and global geographies. Looking ahead, we remain sharply focused on deepening our leadership in artificial intelligence,

customer experience and AI infrastructure, scaling our international operations across US, UK, Singapore and Australia, accelerating our IP-led revenue through proprietary platforms and building a high-performance sales-oriented organization. We will continue to pursue this growth responsibly, guided by sound governance and a steadfast commitment to create long-term value for all our stakeholders. Now, I would like to invite Mr. Gopinath Bailur, our Chief Operating Officer, to briefly take us through the Company's intellectual property, key product and related development.

Gopi, over to you.

Gopinath Bailur - COO: Thank you, Appuorv. Good evening, everyone.

I would like to take this opportunity to briefly share the key business and operational developments at Exato during the year under the review and the progress we made in the first quarter of FY 27.

During FY 26, Exato continued to deepen its presence across BFSI, IT, ITES and BPO and KPO, healthcare, retail, telecom and manufacturing, serving more than 150 enterprise customers. Our customer base includes nine of India's top 10 banks, and our technology and solutions now enable more than 1.5 lakh agents.

From a solution perspective, we continue to strengthen our integrated portfolio across CX as a service, conversational AI, automation as a service, workforce management, unified communication and infrastructure, and cloud ERP and compliance-led solutions.

We also continued the development and deployment of our proprietary technology platforms, including ExatoIQ, Compli-Call, OnboardX, ShiftWise, CallSensy, Prompt Base Dialer, strengthening our ability to deliver technology-led and AI-enabled solutions within the enterprise environments.

A key area of activity during the year was the expansion of our AI capabilities. We strengthened our AI leadership and began building capabilities across AI platforms, enterprise applications, automation, and AI infrastructure. Our focus is on applying AI to real-world enterprise workflows, particularly in customer experience, automation, analytics, and regulated environments.

We also strengthened our technology ecosystem through strategic relationship with NICE, Mitel, HP Enterprise, AWS, Fortinet, and Acumatica.

During the year, we continued our relationship with NICE as a platinum partner, and in Q1 FY 27, we also achieved Mitel Platinum Partner status. We also expanded our collaboration with HPE around private AI, future network as a service, full-stack observability, and secure AI-Ready infrastructure.

Our international operating footprint was further strengthened during the year. In addition to our established operations in India, the US, and Singapore, we incorporated Exato Technologies Pty Ltd in Australia. We also continued developing our presence across the UK, Middle East, APAC, and EMEA markets, supported by local leadership and partner-led opportunities.

We strengthened our management team during the period with experienced leadership additions across AI infrastructure, customer experience, analytics, revenue operations, and international business development. These additions are intended to support the next stage of execution and market expansion.

One of the most important developments in our product journey has been the launch of our CCaaS and CPaaS platform, ExaFone, in August 2026.

ExaFone brings voice, WhatsApp, and digital channels together on a single platform, supported by predictive dialing, self-service IVR, skill-based routing, and real-time operational dashboards. We have already closed two customer deals on the ExaFone platform, marking an important step in the commercialization of our proprietary IP.

We have also progressed our Cloud ERP capabilities through our partnership with Acumatica, with the objective of addressing broader enterprise requirements across manufacturing, retail, BFSI, and other sectors.

Our teams also have continued to receive industry recognition. During the NICE APAC Business Partner Summit 2026, Exato received multiple recognitions, including APAC Partner of the Year, along with awards relating to enterprise new logo wins, workforce management, and customer success. These recognitions reinforce the quality of execution delivered by our teams and our technology partnerships.

Looking ahead, our operational focus will remain on customer delivery, AI-led solution development, international execution, proprietary IP commercialization, technology partnerships, and building the capabilities required to serve larger and more complex enterprise engagements.

I would like to thank our customers, technology partners, and most importantly, our employees for their continued commitment and contribution.

Thank you. And with this, I will hand it back to you, Appuorv. Appuorv, over to you.

Appuorv K Sinha - CMD: So, thank you, Gopi, for sharing those insights on our IP portfolio and product development, as well as geographical expansion. I now request the Company Secretary to continue with the proceedings.

Geeta Jain - CS: Thank you, sir. Pursuant to the provisions of Section 108 and other applicable provisions, if any of the Companies Act, 2013, read with Companies (Management and Administration) Rules, 2014 as amended, and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, the Company had provided remote e-voting facility to its members on NSDL e-voting platform in respect of businesses to be transacted at the 9th Annual General Meeting. Remote e-voting period commenced on September 25, 2026 at 9 A.M. and ended on September 27, 2026 at 5 P.M.

Further, as mentioned, the Company has also arranged for e-voting at the AGM. Shareholders who could not cast their vote through remote e-voting are requested to cast their vote by e-voting at the meeting. Subject to receipt of requisite number of votes, the resolutions shall be deemed to be passed on the date of this Annual General Meeting. I will now briefly set out the matters proposed for consideration at this meeting in respect of the two ordinary businesses set out in the AGM notice dated August 13, 2026.

1. Item number 1, to receive, consider and adopt:

(a) The Audited Standalone Financial Statements of the Company for the Financial Year ended March 31, 2026 and the reports of the auditors and the board of directors thereon; and

(b) The Audited Consolidated Financial Statements of the Company for the Financial Year ended March 31, 2026 and the report of the auditors thereon.

2. Item number 2, to reappoint Ms. Swati Sinha, DIN-09394596, Whole time director of the Company who retires by rotation and being eligible has offered herself for reappointment. Annexure A to the AGM notice provides detailed information regarding the qualifications, brief profile, experience and expertise and terms and conditions of the proposed reappointment of Ms. Swati Sinha under item number 2.

Members are requested to consider the same while exercising their voting rights.

The electronic voting option will remain open for the next 15 minutes after the conclusion of the AGM. Members who have not exercised their vote during the AGM may click the voting button cast your vote appearing on the right side of your VC meeting screen. The results of the resolutions passed at the AGM shall be declared within the prescribed time limits upon receiving the consolidated scrutinizer's report of remote e-voting and e-voting at the meeting and shall be submitted to the stock exchange, uploaded on the website of the Company and uploaded on the website of NSDL.

With this, I request the Chairman Sir to deliver his concluding remarks.

Appuorv K Sinha - CMD: Thank you, Geeta ji. So, before I conclude, I would like to thank our Board of Directors for their guidance, our shareholders for their confidence in Exato's journey, our clients for their continued trust, our employees for their commitment and hard work.

I look forward to your continued support as we build the next chapter of Exato's growth. I wish you all good health, happiness and continued success. Thank you.

With this, I conclude my remarks. As there is no further business to transact, I request Mr. Abhijeet Sinha, Non-Executive, Non-Independent Director to propose the vote of thanks.

Abhijeet Sinha - Director: Thank you, sir.

On behalf of the Board of Directors, I would like to propose the vote of thanks. I sincerely thank all our shareholders for their valuable participation and continued trust and support. I also thank our Board of Directors, the statutory auditor, secretarial auditor and scrutinizer, employees, clients, all our stakeholders for their continued support.

I would also like to thank the Company Secretary and the NSDL team for facilitating the smooth conduct of this AGM. Thank you all once again for your valuable time and participation.