

# BRIEF PROFILE OF BOARD OF DIRECTORS



**Mr. Appuorv K Sinha**  
**Promoter, Chairman & Managing Director**  
**DIN: 07918398**

Mr. Appuorv K Sinha is the **Promoter, Chairman and Managing Director** of the Company. He holds a Master of Business Administration from ICFAI University (2005) and has pursued Bachelor of Science in Engineering from Magadh University.

He brings over **21+ years of professional experience**, including **18+ years of specialized expertise in Customer Experience (CX), Analytics, and Enterprise Technology**.

Prior to founding the Company, he held leadership roles across leading global organizations. He served as **National Channels Manager – South Asia at NICE Systems (November 2012 – October 2017)**, where he was responsible for driving **partner-led business and alliance strategy across the South Asia region**. In this role, he worked closely with leading global system integrators and technology partners such as **Wipro, IBM, TCS, Infosys, and Cisco**, enabling enterprise-scale CX transformations.

His key responsibilities at NICE Systems included:

- Driving revenue growth through **partner and alliance ecosystems**
- **Strategic alliance management** and partner engagement across the region
- **Go-to-market strategy design** and business planning for partner-led growth
- **Strategic consulting** for enterprise CX adoption and transformation
- Building scalable **channel-driven sales models** for sustained growth

Prior to NICE Systems, he also served as **National Manager – Alliances at Wipro Technologies**, where he led strategic partnerships and managed CX technology practices across global markets.

Under his leadership, the Company has been **built from the ground up into a high-growth and profitable enterprise**, achieving **10x growth**, driven by strong execution, strategic alliances, and scalable IP-led offerings.

He has successfully led and managed multiple **global CX technology practices**, including partnerships with leading platforms such as **NICE, Avaya, Verint, Aspect, and Genesys**, enabling enterprises to achieve measurable outcomes in customer experience and digital transformation.

As Chairman & Managing Director, he is responsible for:

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- Overall strategic direction and corporate governance
- Software and IP-led innovation strategy
- Global partnerships and ecosystem expansion
- Scaling the Company into a global AI-driven CX technology player

Mr. Sinha continues to play a pivotal role in positioning the Company as a **trusted partner for enterprise CX transformation**, with a strong focus on **innovation, profitability, and long-term shareholder value creation**.

He holds directorship in the following other body corporates:

SR. NO.	NAME OF THE BODY CORPORATE	DESIGNATION
1.	Exato Infotech Private Limited	Nominee Director
2.	Exato.ai Inc.	Director
3.	Exato.ai Pte. Ltd.	Director
4.	Exato Technologies Pty Ltd	Director

# BRIEF PROFILE OF BOARD OF DIRECTORS



**Mrs. Swati Sinha**  
**Promoter & Whole-Time Director**  
**DIN: 09394596**

Mrs. Swati Sinha is the **Promoter and Whole-Time Director** of the Company. She has been associated with the Company since November 10, 2021, when she joined as Executive Director, and was subsequently re-designated as Whole-Time Director with effect from June 18, 2025.

She holds a Post Graduate Diploma in Business Management from Indira School of Management Studies (2005) and brings with her **over a decade** of diverse leadership experience across Human Resources, talent strategy, business operations, and organizational development.

At Exato, Mrs. Sinha plays a pivotal role in shaping the Company's people strategy and organizational backbone. She leads the Human Resources and Administration functions, driving initiatives across talent acquisition, leadership development, culture building, and employee engagement—aligned with the Company's rapid scale-up and global expansion plans.

Beyond HR, she has been actively involved in business operations, growth strategy, and corporate governance, contributing significantly to the evolution of Exato into an AI-powered Customer Experience and Analytics organization serving global enterprises. Her leadership has been instrumental in building high-performance teams, strengthening internal processes, and fostering a culture of innovation and accountability.

Mrs. Sinha's strategic focus lies in creating a future-ready workforce and enabling scalable organizational structures that support Exato's long-term vision of becoming a global leader in AI-driven CX transformation.

She holds directorship in the following other body corporates:

<b>SR. NO.</b>	<b>NAME OF THE BODY CORPORATE</b>	<b>DESIGNATION</b>
1.	Exato Infotech Private Limited	Nominee Director
2.	Exato.ai Inc.	Director
3.	Exato.ai. Pte. Ltd.	Director

# BRIEF PROFILE OF BOARD OF DIRECTORS



**Mr. Abhijeet Sinha**  
**Independent Director**  
**DIN: 11100685**

Mr. Abhijeet Sinha is the Promoter and Non-Executive Director of the Company. He has been associated with the Company since June 04, 2025. He holds a Bachelor of Law degree from the University of Pune, completed in 2004, and is an advocate by profession with **over 20 years of Legal experience**. He has been enrolled as an Advocate-on-Record at the Supreme Court of India since 2011. In addition, he holds a Diploma in Consumer Protection Law from the Institute of Advanced Legal Studies and a Diploma in Taxation Laws from the University of Pune. He holds directorship in the following other body corporates:

<b>SR. NO.</b>	<b>NAME OF THE BODY CORPORATE</b>	<b>DESIGNATION</b>
1.	Exato Infotech Private Limited	Nominee Director

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**Dr. Omkar Rai**  
**Independent Director**  
**DIN: 01364223**

Dr. Omkar Rai serves as a Non-Executive Independent Director on the Board of the Company. He holds a Ph.D. in Statistics (1991) from Banaras Hindu University.

Dr. Rai brings over **30 years of extensive experience** in government and public sector leadership across the domains of Electronics, Information Technology, and Startups. He has notably served as Director General of Software Technology Parks of India, where he played a pivotal role in shaping India's IT and software ecosystem. He has also held responsibility of Development Commissioner of IT SEZs during 2008-11.

He also served as **Executive Chairman of Startup Odisha** from 2022 to 2024, contributing significantly to the promotion of innovation and entrepreneurship.

In addition to his current role, Dr. Rai holds leadership positions in other organizations, including:  
Other Directorships:

<b>SR. NO.</b>	<b>NAME OF THE BODY CORPORATE</b>	<b>DESIGNATION</b>
1.	M/s Soar Catalysts LLP	Designated Partner

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**Mr. Vijay Kumar Tyagi**  
**Independent Director**  
**DIN: 10103631**

Mr. Vijay Kumar Tyagi brings over **38 years of extensive experience** across banking, financial services, public policy, corporate governance, and technology-enabled business transformation. He has held several senior leadership positions in India and internationally, with a strong track record of steering complex institutions and driving strategic initiatives.

He has served as **Director (FDI/ODI)** in the Department of Economic Affairs, Ministry of Finance, Government of India, where he played a pivotal role in shaping and implementing key foreign investment policy reforms, including liberalisation measures and multi-regulatory coordination involving RBI, SEBI, and DPIIT.

In the banking sector, Mr. Tyagi has held prominent roles such as **Chief Operating Officer & Deputy CEO of Nepal SBI Bank Ltd., Chief General Manager, State Bank of India, and General Manager (Retail & Subsidiaries), International Banking Group, State Bank of India**, where he led cross-border operations across multiple jurisdictions, focusing on profitability, governance, regulatory compliance, and digital transformation.

He has also served as **Chief Vigilance Officer (CVO)** in leading financial institutions including Punjab National Bank, National Housing Bank, and Punjab & Sind Bank, overseeing enterprise-wide vigilance, governance frameworks, and risk management systems in coordination with regulatory and enforcement agencies.

Mr. Tyagi possesses deep expertise in **IT governance, digital transformation, cybersecurity oversight, enterprise risk management, project finance, and policy formulation**. His experience includes aligning technology strategy with business objectives and strengthening institutional integrity through robust governance practices.

He currently serves on the Boards of multiple organisations as an **Independent / Nominee Director**, contributing to areas such as corporate governance, risk oversight, technology strategy, and sustainable value creation.

Mr. Tyagi is a **Certified Corporate Governance Professional** from the Indian Institute of Corporate Affairs (IICA) and is empanelled as a **Non-Official Director** with the Department of Public Enterprises, Ministry of Finance.

He holds directorship in the following other body corporates:

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<b>SR. NO.</b>	<b>NAME OF THE BODY CORPORATE</b>	<b>DESIGNATION</b>
1.	India SME Asset Reconstruction Company Limited	Nominee Director
2.	Lesol City Limited	Independent Director
3.	IFCI Infrastructure Development Limited	Director