



GSTIN: 09AAECE2712N1Z1
CIN: L74999UP2016PLC228280

Exato Technologies Limited

(Formerly Known as Exato Technologies Private Limited)

Date: February 20, 2026

To,
Manager
Listing Compliance Department
BSE Limited
Floor 25, P.J. Towers,
Dalal Street, Mumbai-400001

Sub: Investor Presentation on Un-audited Standalone & Consolidated Financial Results for the Quarter and Nine months ended December 31, 2025

REF: Exato Technologies Ltd (Scrip Code: 544626)

Dear Sir/Madam,

Further to our earlier communication dated February 17, 2026 regarding the schedule of our Q3 Earnings Call, which is planned for **February 20, 2026 at 04:00 P.M.**, we are pleased to share the **Investor Presentation** for the Unaudited Standalone and Consolidated Financial Results of the Company for the quarter and nine months ended **December 31, 2025**.

Pursuant to Regulation 30(6) (ii) of SEBI (Listing Obligation and Disclosure Requirements) 2015, read with Para A of Part A of Schedule III, the Investor Presentation is enclosed herewith.

In accordance with Regulation 30(8) and 46(2)(o)(ii), the Presentation has also been made available on the Company's website under the Investor section at: <https://exato.ai/investor.html>.

We would also like to inform you that this Presentation will be used for upcoming investor and analyst interactions until updated versions are shared or further intimation is provided to the Exchange.

We remain committed to keeping our valued investors well-informed and thank you for your continued trust and support.

This is for your information and records.

Thanking you,
Yours Faithfully,
For **Exato Technologies Limited**

Geeta Jain
Company Secretary & Compliance Officer
Membership No. A13938
Place: Noida
Encl.: Investor Presentation



Exato.ai

EXATO TECHNOLOGIES LIMITED

INVESTOR PRESENTATION | Q3 & 9MFY26

COMPANY OVERVIEW



Exato Technologies Limited, **founded in 2016** and **headquartered in Noida**, specializes in digital transformation and **customer experience solutions**. By utilizing advanced technologies such as AI, Cloud, and Automation, Exato helps businesses create seamless, **intelligent customer experiences**.

The company offers **services in customer experience automation**, omnichannel communication, analytics, and custom software development, with **AI-powered solutions** for patient engagement, predictive insights, and automated billing. Deeply integrated with enterprise customers, serving 9 out of 10 leading Indian banks and building long-term relationships across industries.

Exato serves **industries** including **BFSI, Healthcare, IT/ITeS & BPO/KPO, Retail, Telecom, and Manufacturing**, delivering scalable and outcome-driven solutions to improve efficiency and agility across sectors.

With a strong **global presence**, Exato is recognized for its innovation, reliability, and measurable results, making it a **trusted partner for businesses worldwide** seeking transformative solutions.



150+

Clients



60+

Engineers



3

Subsidiaries



10+

Countries Served



6+

Industries Served



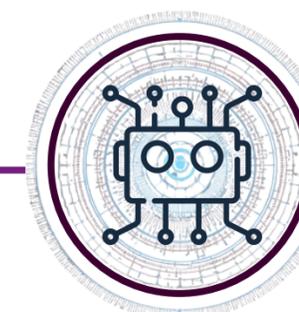
97+

Customer Retention



130+

Team Strength



1,00,000+

Agents Enabled

FY26 FINANCIAL HIGHLIGHTS

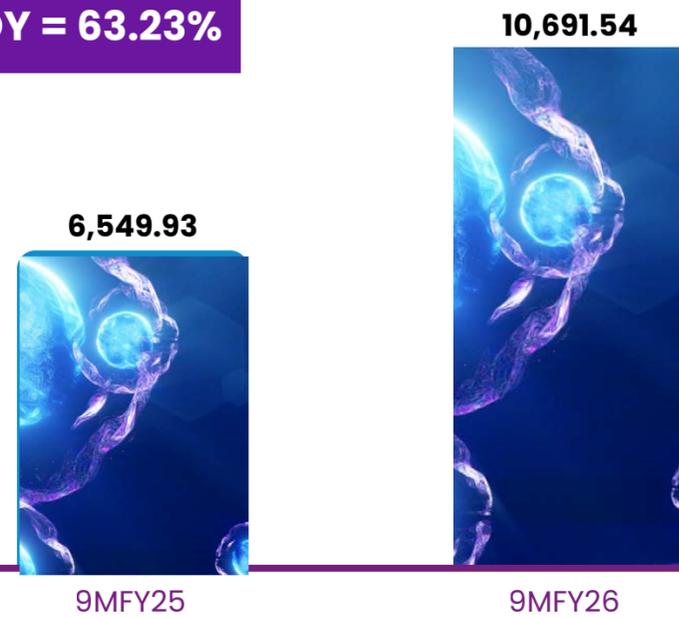


(Based on Consolidated Figures)

(₹ in Lakhs)

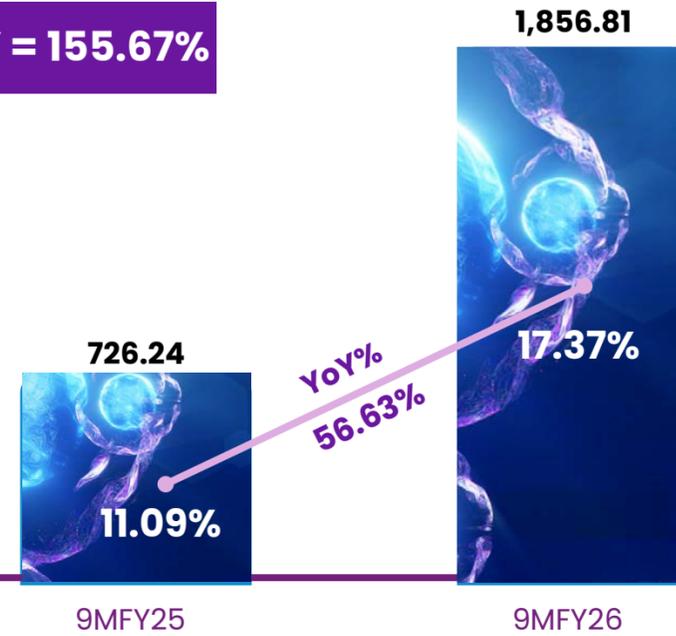
Revenue from Operations

YOY = 63.23%



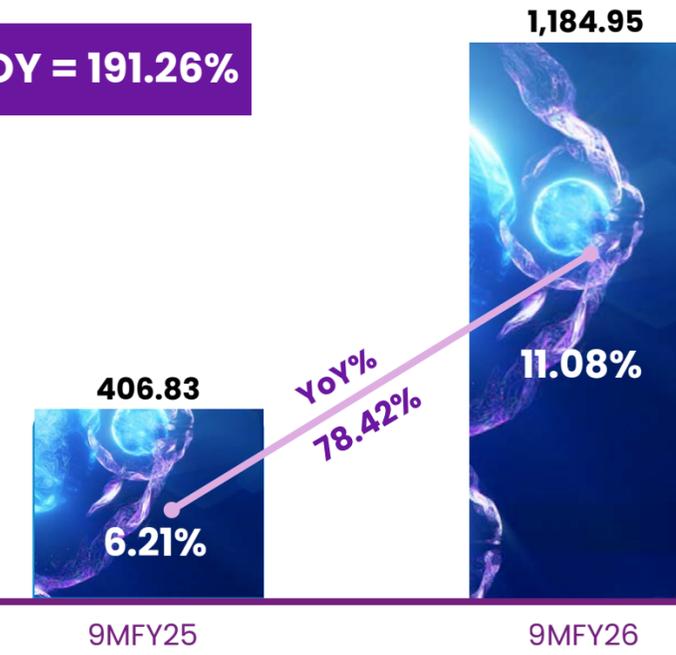
EBITDA & MARGIN

YOY = 155.67%



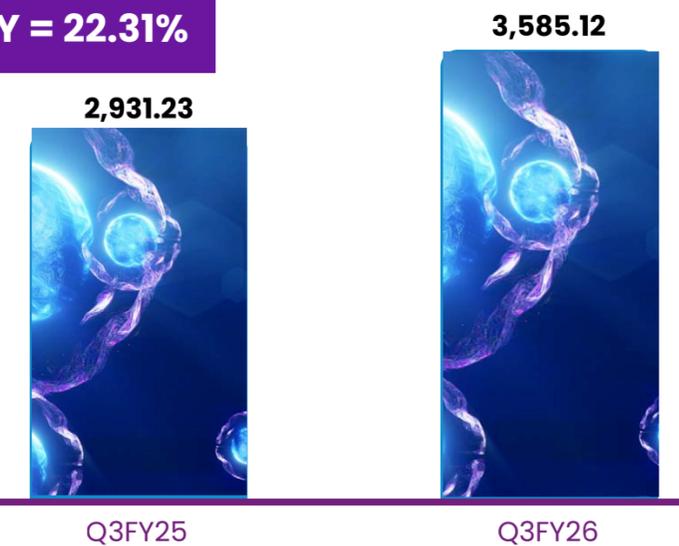
PAT & MARGIN

YOY = 191.26%



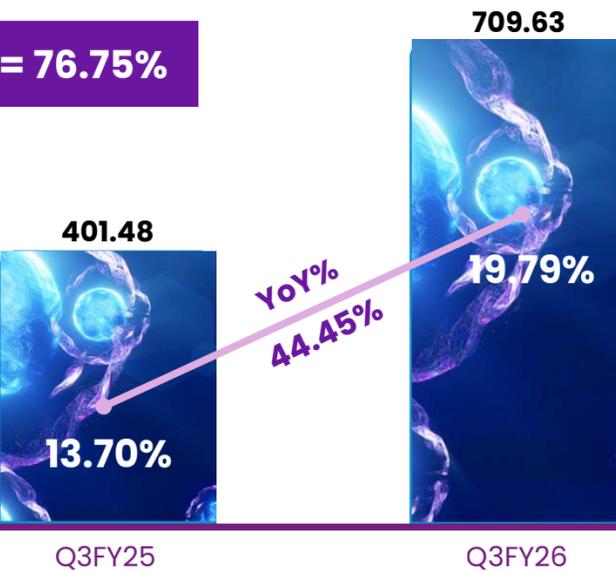
Revenue from Operations

YoY = 22.31%



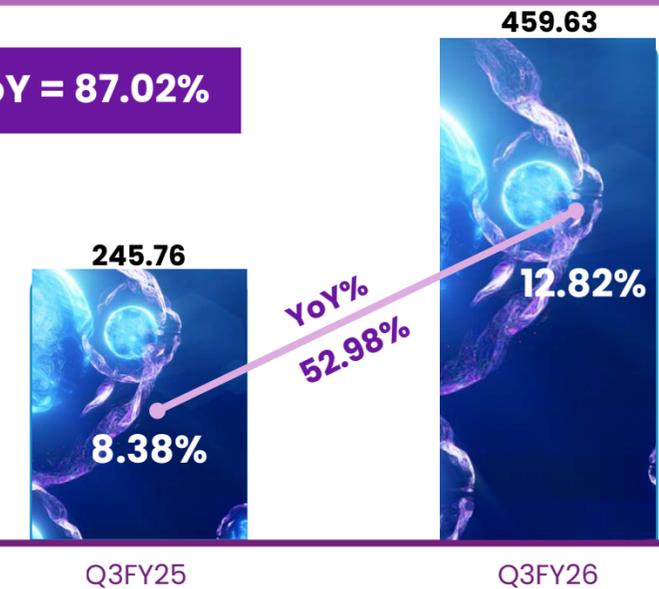
EBITDA & MARGIN

YoY = 76.75%



PAT & MARGIN

YoY = 87.02%



A JOURNEY FROM VISION TO GLOBAL PRESENCE



Converted to **Exato Technologies Private Limited** to expand operations and onboard strategic clients.

Launched **ExatoIQ**, the in-house AI & analytics platform. Strengthened presence in enterprise automation and digital transformation.

Set up Exato.ai Pte. Ltd. (Singapore) for APAC operations; expanded client base in BFSI and telecom sectors.

Converted from **private to public limited company** and filed DRHP for IPO on BSE SME Platform - marking the next phase of growth. Shifted Registered office from Delhi to Noida

2016



2018



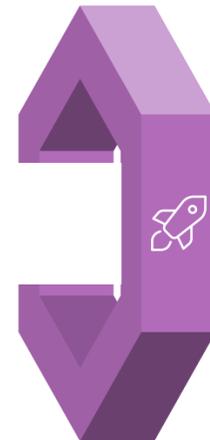
2019-20



2021



2022



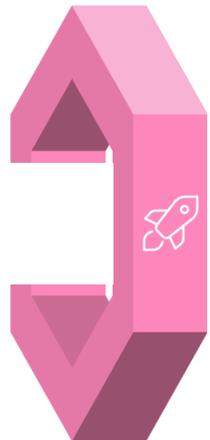
2023



2024



2025



Started as **Analytics Company**, bagged 10Cr Order in first year itself for Video Analytics from Mahindra defence for Rajasthan Safe City,

Established key delivery partnerships in **AI, CX, and Cloud domains**. Expanded development center in Delhi.

Expanded globally with subsidiaries Exato.ai Inc. (USA) and Exato.ai Pte. Ltd. (Singapore) to strengthen international presence.

Incorporated **Exato Infotech Pvt. Ltd.** in India for telecom solutions; expanded global reach, increased recurring revenue, and grew AI-based offerings.

VISIONARY BOARD STEERING STRATEGIC DIRECTION



Mr. Appuorv K. Sinha
Promoter, Chairman & Managing Director

An MBA from ICFAI University (2005) and a B.Sc. in Engineering from Magadh University, Mr. Sinha brings over 20 years of professional experience, with 18 years dedicated to Customer Experience (CX), Analytics, and Enterprise Technology. He has held significant roles such as National Channel Manager at NICE and National Manager – Alliances at Wipro Technologies. As the driving force behind Exato Technologies, he leads the overall strategy, operations, technology partnerships, and innovation.



Mrs. Swati Sinha
Promoter & Whole-Time Director

With a PGDBM from Indira School of Management Studies (2005), Mrs. Sinha has an extensive experience in Human Resources, Talent Strategy, and Recruitment. She is responsible for overseeing HR and Administration functions, and has been a key contributor to shaping the organizational culture, governance, and people strategy at Exato Technologies.

MANAGEMENT TEAM OVERVIEW



MR. MUSTAQUEEM HASAN

Chief Financial officer



MS. GEETA JAIN

Company Secretary and
Compliance Officer



**MR. ANORAG KAMLAKAR
BHANDARKAR**

Senior VP- CX and
Analytics



MR. GOPINATH P BAILUR

Chief Technology
Officer

STRENGTHENING OUR LEADERSHIP TEAM



Strengthened our global operating model with India as the core delivery and innovation hub.



MR. DEEPAK RAWAT

Sales & Strategic Alliances
- President (Australia)

- **26+ years** of experience in scaling partnerships and enterprise transformation
- **Expertise** across cloud, infrastructure, security, and identity-led solutions
- **Former roles** at Coforge, Infosys, Cognizant, and Wipro



MR. PATRICK MCCARTNEY

Sales & Strategic Alliances - Vice President (USA)

- **25+ years** of experience in sales account management and business development
- **Extensive background** in the Contact Center industry
- **Former roles** at Tata Communications and NTT Data



MR. DINESH SINGH SLATHIA

Marketing & Strategic Alliances - President (Global)

- **19+ years** of experience in global business development and enterprise sales
- **Expertise** in GTM strategy, partner-led sales, and driving revenue growth across international markets
- **Former roles** at Oracle, TCS, and Genpact

BUSINESS STRUCTURE & SUBSIDIARY MAP



Wholly Owned Subsidiary



Exato.AI Pte. Ltd. (Singapore)

- **Business Expansion:** Focused on **IT and web-based solutions** to support business growth in **Asia**.
- **Virtual office** located at **Shaw Centre, Singapore** for **improved market access** and **operational growth**.

EXATO TECHNOLOGIES LTD.



SUBSIDIARY: EXATO INFOTECH PRIVATE LIMITED

Headquarters Location:
Uttar Pradesh, India
Focuses on **IT & software development**, delivering **AI, CX, and automation solutions**.

Wholly Owned Subsidiary



Exato.AI Inc. (USA)

- **Global Expansion:** Focusing on **Conversational AI and CX solutions** in the U.S.
- **Virtual offices** in **Wilmington, DE** and **Princeton, NJ** to enhance **client servicing** and **business connectivity**.

Global Delivery Hubs

India

- Operations based in **Noida** and **Mumbai**, providing development and support services.
- **Chennai** serves as a **key hub** for delivering solutions to regional clients across Global markets.



AI &
Automation
Solutions



Customer
Experience
Solutions (CX)



Compliance-
Driven
Solutions



Managed
Services
(SaaS)

COMPREHENSIVE SOLUTIONS WE OFFER



Continued investments in scalable AI-led CX, Analytics, and Infrastructure platforms, alongside advancement of proprietary AI, agentic workflows, and compliance-driven CX capabilities to drive differentiated global offerings.



COMPREHENSIVE SOLUTIONS WE OFFER



A1 CX as a Service (CXaaS)

End-to-end management of customer experience platforms, covering design, implementation, operations, and continuous optimization.

Includes:

- Omnichannel contact centers (voice, chat, email, WhatsApp)
- Customer journey design and experience optimization
- Ongoing platform monitoring and quality assurance

Outcome: Better customer satisfaction, lower service costs, predictable CX performance.

A2 Conversational AI

AI-powered virtual assistants that handle customer interactions automatically and intelligently.

Includes:

- Chatbots and voice bots
- Natural language processing (NLP) and generative AI
- Multilingual and context-aware conversations

Outcome: 24x7 support, reduced agent workload, faster query resolution.

A3 Automation as a Service

Automation of repetitive customer service and business processes using AI and RPA.

Includes:

- Workflow and process automation
- Back-office and service operations automation
- AI-driven quality and compliance monitoring

Outcome: Higher productivity, fewer errors, faster turnaround times.

A4 Workforce Management

Tools and analytics to plan, schedule, and optimize service teams.

Includes:

- Agent forecasting and capacity planning
- Shift scheduling and performance tracking
- Real-time workforce analytics

Outcome: Optimized staffing, improved agent productivity, better service levels.

A5 Cloud ERP

Modern cloud-based enterprise systems

Includes:

- Cloud ERP implementation and integration
- Process digitization across finance, operations, and supply chain
- Ongoing support and optimization

Outcome: Improved operational visibility, control, and efficiency

B

Unified Communications & Infrastructure

Reliable, **secure communication** and IT foundations for enterprises

Includes:

- Cloud-based communication platforms (UCaaS)
- Voice, messaging, video, and collaboration tools
- Network, IT infrastructure, and managed services
- Integration with CRM, ERP, and enterprise systems

Outcome: Always-on communication, scalability, and operational reliability.

C

ExatoIQ

Exato's **in-house suite of AI-powered tools** for **contact center** and customer experience optimization.

Includes:

- Intelligent connectors and system integrations
- Contact center optimization tools
- Automated dialers and campaign solutions
- Real-time monitoring and performance intelligence

Outcome: Scalable, data-driven CX with consistent service quality.

AIRLINE CUSTOMER SUPPORT



You call an airline to cancel or reschedule a ticket.

"This call may be recorded for quality and training purposes."



That recording layer is where Exato operates.

Without EXATO



Call recorded only for compliance



Agent handles request manually



No real-time intelligence



Limited post-call reporting



Data largely underutilized

Result

Recording serves compliance, not business value.

Intelligent Recording

01

- Secure cloud recording
- Automated compliance checks
- Auto-tagging (refund, cancellation, baggage, upgrade, etc.)



Real-Time AI Insights

02

- Detects customer intent instantly
- Analyzes sentiment (frustrated, urgent, VIP)
- Guides agent with next-best action



Revenue & Risk Optimization

03

- Prompts upgrade offers for frequent flyers
- Flags high-value customers for priority handling
- Triggers compensation logic where applicable



Post-Call Intelligence

04

- Trend analysis by route or issue
- Agent performance analytics
- Root cause identification
- Predictive churn modeling



Without EXATO

Calls are recorded.



With EXATO

Calls are analyzed, optimized, monetized, and made compliant using AI.



AI-POWERED HEALTHCARE LANGUAGE BRIDGE



A patient in the U.S. calls a healthcare support platform to consult a doctor. The patient speaks Spanish, while the doctor understands only English.

Without intelligent intervention, this language barrier could delay diagnosis, create misunderstanding, or even lead to incorrect medication guidance.

Where Exato Comes In



As the consultation begins:

01 Live Call Capture & Processing

- The interaction is securely recorded and processed through Exato's AI-enabled CX platform.



02 Real-Time Language Translation & Transcription

- The patient speaks in Spanish.
- Exato's AI instantly translates the conversation into English for the doctor.
- The doctor responds in English.
- The system translates it back into Spanish for the patient.

Simultaneously, a structured medical transcription is generated for compliance and record-keeping.



03 Contextual Intelligence Layer

- Medical terminology is preserved accurately.
- Sentiment and urgency are detected.
- Key medical keywords are flagged for clarity.

04 Accurate Consultation Outcome

- The doctor clearly understands symptoms.
- The patient clearly understands dosage, precautions, and next steps.
- Proper medication is prescribed without ambiguity.



Without EXATO

Language barrier may lead to confusion and treatment errors.



With EXATO

Real-time AI translation ensures clear communication and accurate treatment.

MARQUEE CLIENTS



BFSI

BPO/KPO

IT/ITES, Telecom Media & SP

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Others

STRATEGIC TECH PARTNERSHIP DRIVING INNOVATION



TECHNOLOGY PARTNERS

Expanded **strategic collaborations** with global technology **leaders and ERP partners**, strengthening **US ERP & CX ecosystem** for larger **joint GTM pursuits**, while benefiting from a **partner-led acquisition** of an **Agentic AI platform** to enhance **AI-driven CX** and **automation capabilities**.



DELIVERING MEASURABLE VALUE ACROSS KEY SECTORS



Exato Technologies is **expanding its enterprise** footprint across **key sectors**, diversifying revenue through new **client acquisitions** and **deeper cross-sell, platform-led engagements** with existing marquee customers.

Banking, Financial Services & Insurance (BFSI)

- Fraud prevention and risk analytics
- Hyper-personalized upsell and cross-sell models
- Compliance and governance analytics



Telecom

- Customer churn prediction
- Workforce management & optimization
- Omnichannel customer experience (CX) deployment



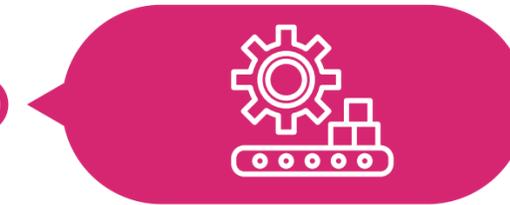
Healthcare

- AI-powered patient engagement
- Predictive analytics for outcome management
- Automated billing and claims processing



Manufacturing

- Supply chain optimization
- Contract management AI models
- Predictive analytics for SKU and revenue forecasting



Retail

- Automated inventory & demand forecasting
- Customer loyalty and retention analytics
- Personalized AI product recommendations

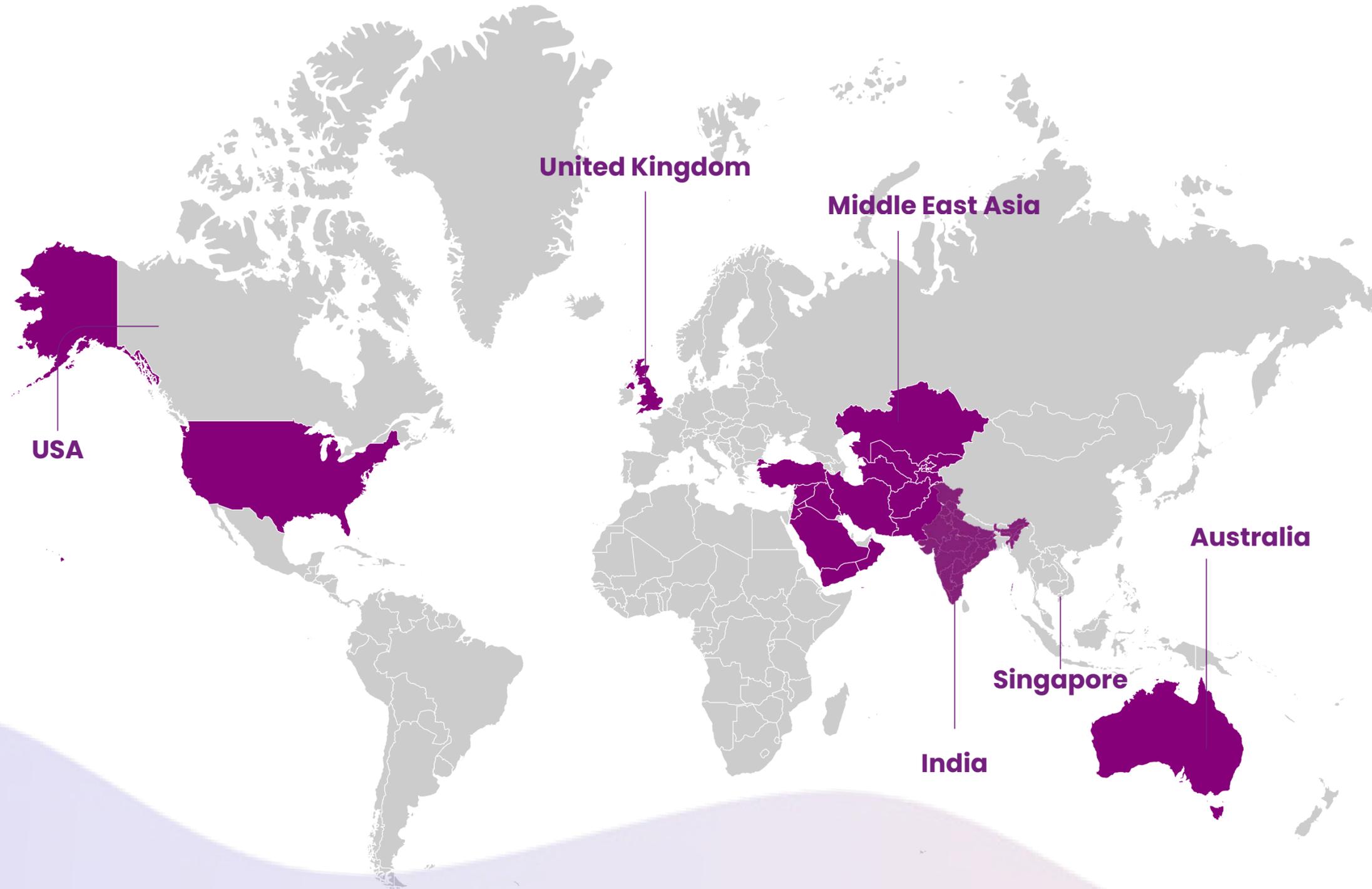


IT / ITes & BPO / KPO

- Contact center modernization
- Workforce analytics and performance monitoring
- Real-time sentiment analysis



EXPANDING OPERATIONS ACROSS STRATEGIC MARKETS



Global Expansion: Exato.ai is expanding operations across key international markets, with a significant focus on regions such as the **USA, Europe, and the Middle East**, as shown on the world map.

STRATEGIC GROWTH ROADMAP



Global Scale & GTM

- **Scale presence across US, Australia, Singapore & UK with local leadership and partner-led GTM**
- **Centralized India delivery model** to drive operating leverage
- Deepen **vertical focus** in **Healthcare, BFSI, BPO & Enterprise CX**
- Build centralized Global GTM & Sales Engine (ex-Oracle leadership)
- **Focus on account mining, partner-led selling & structured enterprise deal execution**



Expansion into ERP Solutions

- **Entering the ERP solutions global market** to address end-to-end business management (finance, HR, supply chain, inventory).
- Offering **scalable, AI-integrated ERP systems** to **enhance productivity** and streamline operations in industries like manufacturing, retail, and BFSI.



Investing in IP & Product Development

- **₹680 Lakhs** allocated to develop proprietary platforms like **Prompt Base Dialer, UAM, and CompliCall**.
- **Strengthening intellectual property (IP)** to reduce third-party reliance and drive recurring revenue via subscription models.
- Focus on AI-driven solutions to enhance customer experience (CX) and operational efficiency.
- Long-term roadmap for proprietary platforms in high-demand sectors like BFSI, healthcare, and telecom.

BSE SME LISTING: A KEY MILESTONE



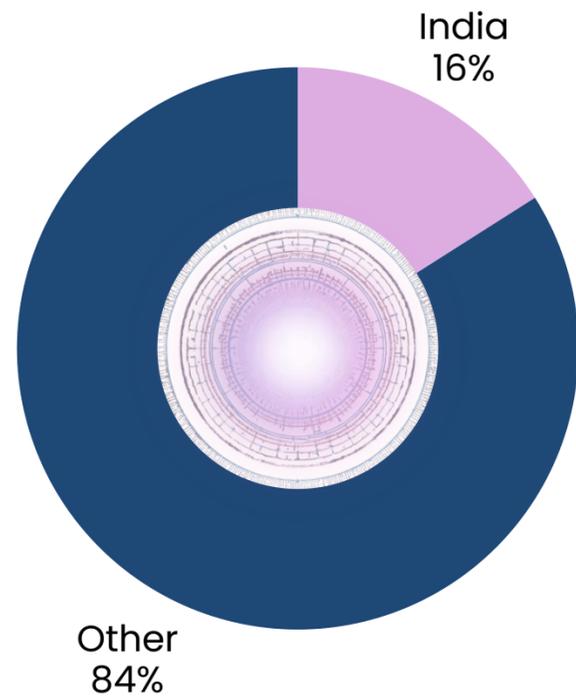
Exato Technologies Ltd was successfully listed on the **BSE SME** platform on **5th December 2025**. The IPO raised around **₹37.45 crore**, consisting of both fresh issue and offer-for-sale components. The equity shares were **issued at a price of ₹140 per share** and were listed at **₹266 per share**, representing a listing gain of **90% over the issue price**. The stock recorded an intraday **high of ₹279.30** per share, reflecting a gain of approximately **99.5%**. The IPO witnessed an overwhelming response from investors and an overall **oversubscription of 947 times** indicating strong investor confidence in the Company's business model and growth prospects. Notably, **Mr. Vijay Kedia** and his family held a **4.57% stake pre-IPO**, which added further credibility to the issue. **Post-listing**, Mr. Kedia and his family increased their **stake to 6.14%**, reflecting their continued confidence in the company's future.



GLOBAL AlaaS & CXaaS INDUSTRY OVERVIEW



The global AI as a Service (AlaaS) market is witnessing exponential expansion. **Valued at around USD 16–20 billion+ in the mid-2020s**, it is projected to grow to over **USD 100 billion by 2030**, reflecting a strong CAGR of **35-37%** as enterprises adopt scalable, cloud-delivered AI capabilities across sectors.



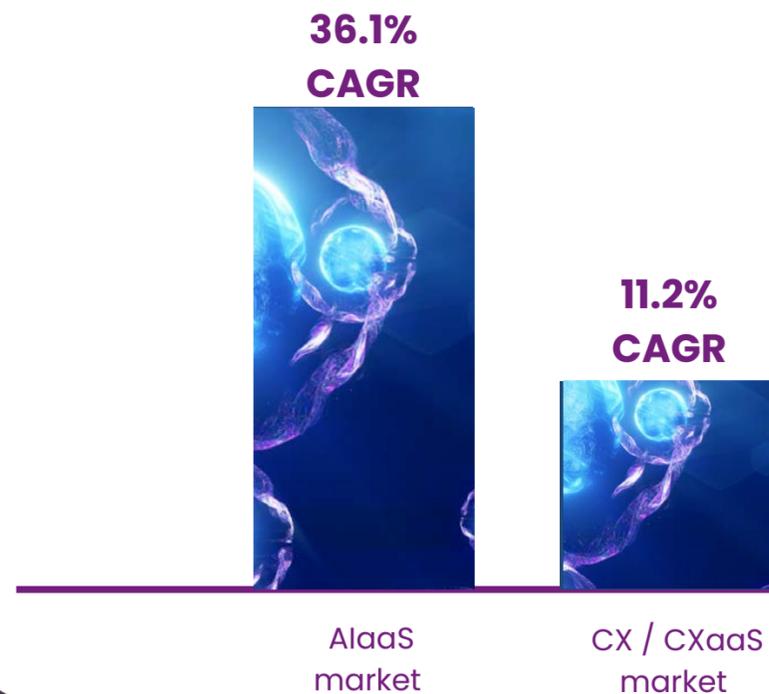
India ranks **#1 globally in AI skill** penetration and hosts **16% of global AI talent**.

Industry Growth Snapshot:

AlaaS

The global artificial intelligence as a service market size was estimated at **USD 16.08 billion in 2024** and is projected to reach **USD 105.04 billion by 2030**, growing at a **CAGR of 36.1%** from **2025 to 2030**.

Source-[Grandview research](#)



MLaaS commands **48% of \$16B 2024 market**, accelerating **36.1% CAGR** as **BFSI/Healthcare** scale inference workloads 3x faster via pay-per-prediction APIs.

source-[grandviewresearch](#)

Contact centers **capture 45% of \$9.8B base**, powering **11.2% growth** trajectory with AI resolving 80% routine queries autonomously across voice/digital channels.

source-[Desk365](#)



95% of customer interactions are expected to be AI-driven with minimal human intervention.



Enterprises are shifting from **traditional IT/BPO** models towards:

- **AI-as-a-Service** (AlaaS) for automation, analytics, and decision support.
- **Customer Experience-as-a-Service** (CXaaS) for end-to-end customer journey management.

CXaaS

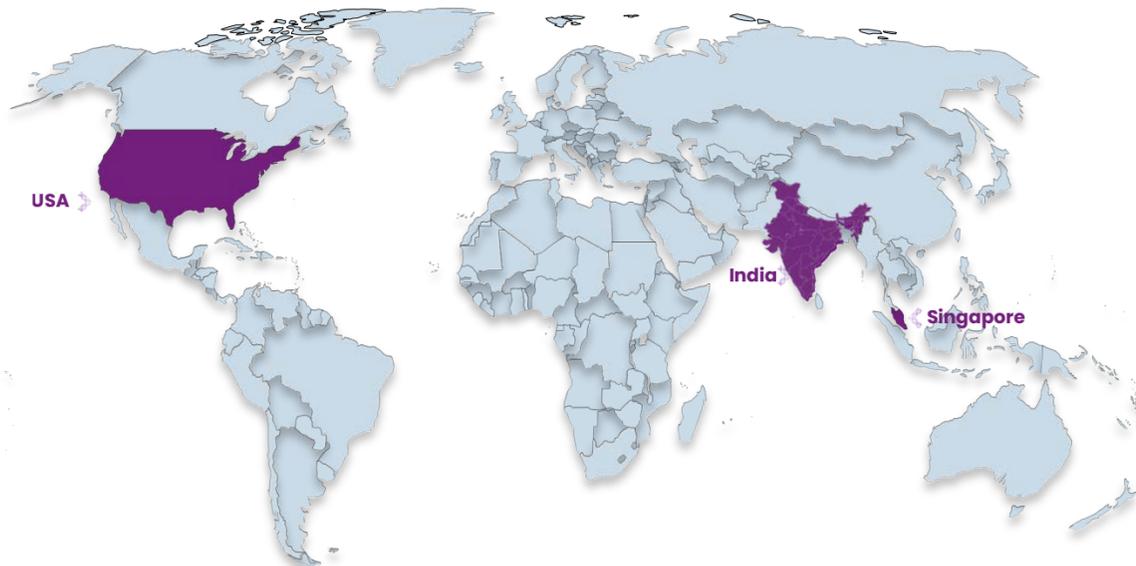
The CXaaS global market is forecasted to grow from about **USD 9.8 billion in 2024** to **USD 28.4 billion by 2034**, at a **CAGR of 11.2%**. The CXaaS market is distinguished by adoption of cloud-based customer engagement, personalized analytics, and AI-powered service tools.

Source-[Globalinsightservices](#)

EXATO TECHNOLOGIES – POSITIONING, GROWTH & BENEFIT FROM INDUSTRY TRENDS



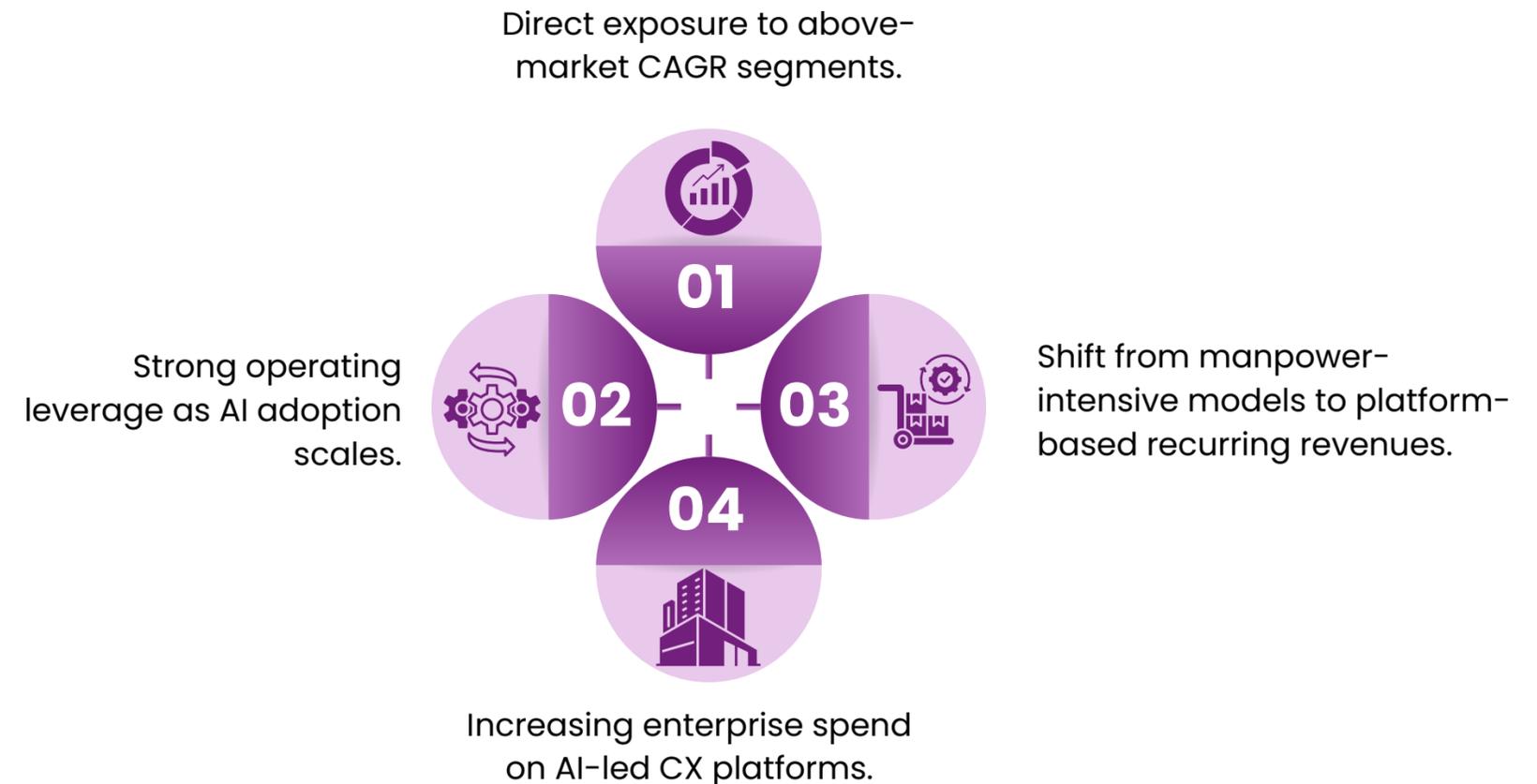
Exato Technologies is strategically positioned at the intersection of AlaaS and CXaaS, operating in high-growth, high-margin digital segments.



Where Exato Stands (2026)

- Operates as a **Customer Transformation Partner**.
- Core offerings aligned with:
 - AlaaS (Conversational AI, Voice AI, AI copilots)
 - CXaaS (Omnichannel, automation-led customer engagement)
- Presence across **India, USA, and Singapore**, enabling global scalability.
- Focus on enterprise-grade, ROI-driven AI deployment.

How Exato Benefits from Industry Growth



Growth Outlook

Industry tailwinds expected to support:

- Revenue scalability
- Margin expansion
- Long-term SaaS-style growth visibility

Positioned to capitalize on rising demand from BFSI, Telecom, Retail, and Government sectors.

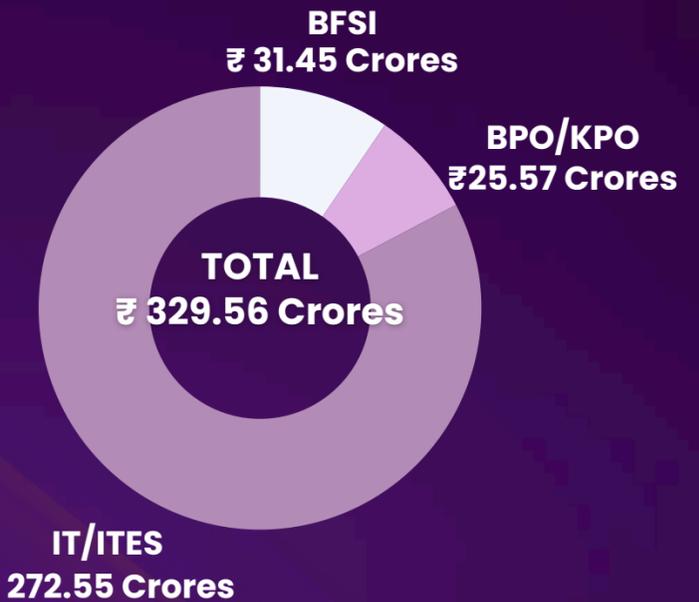
ORDER BOOK & DEAL MOMENTUM



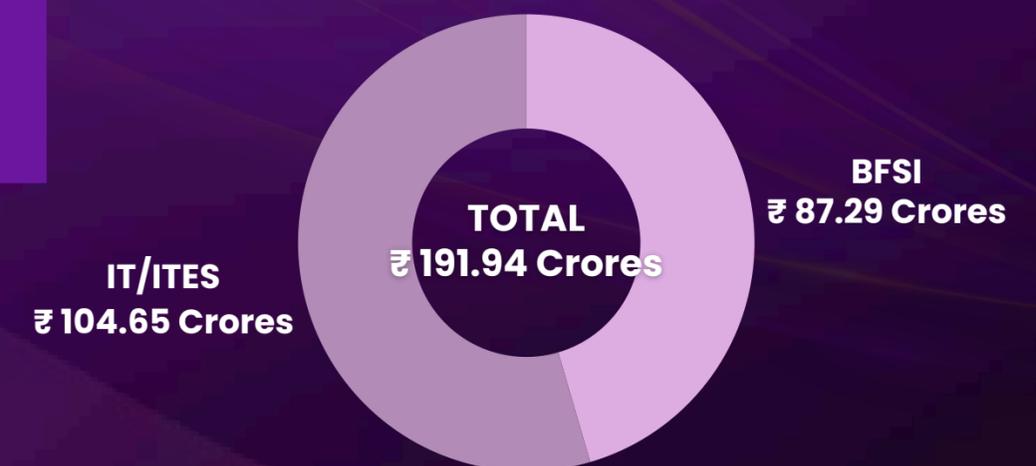
As of 31st December 2025, we have built a strong and robust **order book totaling ₹521.50 Crore**, with **₹191.94 Crore already delivered**. Additionally, ₹329.56 Crore remains in the pipeline, reflecting a healthy outlook for sustained growth and future success.

Multi-Year Healthcare BPO Engagement ₹95 Cr	BPM / BPO Enterprise Engagement ₹22 Cr	BFSI Turret Solution Mandate ₹9.5 Cr	Telecom Enterprise Engagement ₹6 Cr
SCOPE	SCOPE	SCOPE	SCOPE
Multi-year Healthcare BPO transformation across US & India, covering regulated CX operations, process optimization and AI-led automation.	Three-year strategic engagement focused on enterprise CX enablement and operational transformation initiatives.	Implementation of turret communication infrastructure for trading and treasury operations at a leading banking institution.	Strategic enterprise technology and CX enablement engagement with a leading Indian telecom operator.
IMPACT	IMPACT	IMPACT	IMPACT
Strengthens Exato's position in large-scale, compliance-driven Healthcare environments with strong annuity revenue visibility.	Expands recurring revenue base and deepens presence within the enterprise outsourcing ecosystem.	Enhances Exato's footprint in the BFSI trading and treasury technology segment.	Strengthens telecom vertical presence and opens cross-sell opportunities across infrastructure and CX solutions.

ORDER BOOK



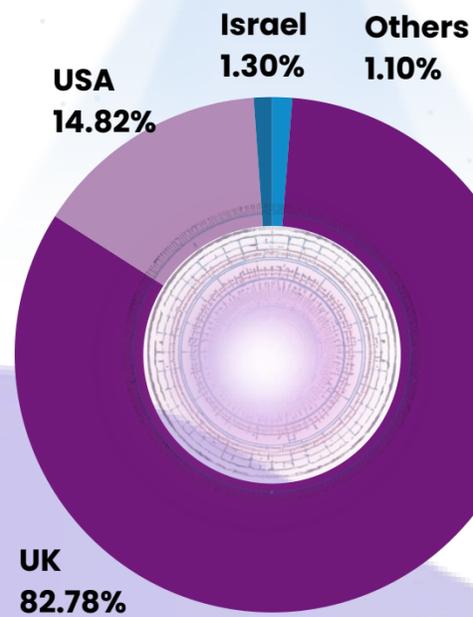
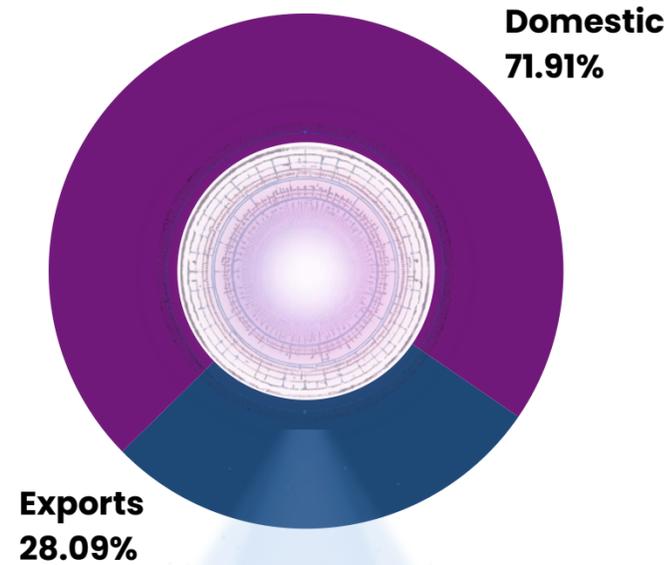
INVOICED



REVENUE BIFURCATION

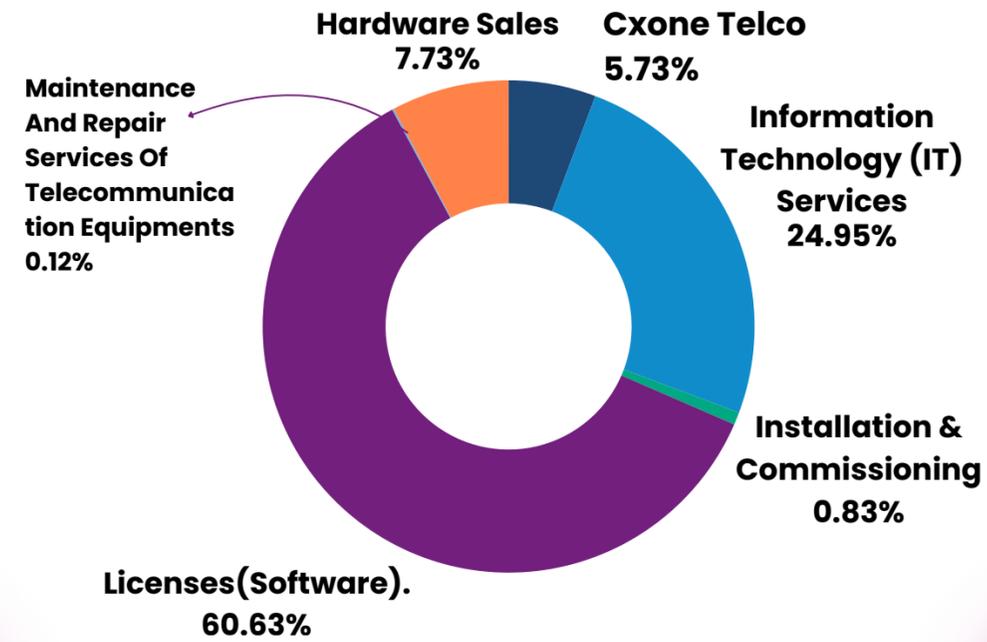


REGION

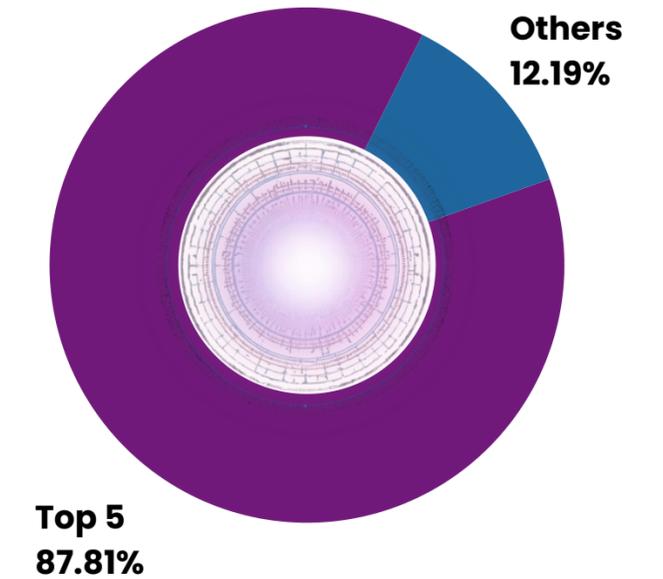


GLOBAL REACH

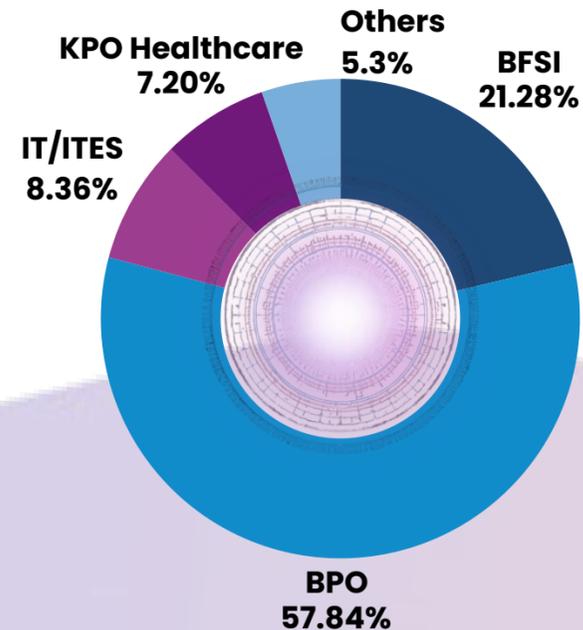
SOLUTIONS



TOP 10 CUSTOMERS



SECTOR



PROFIT & LOSS STATEMENT



(Based on Consolidated P&L)

(₹ in lakhs except EPS)

Particulars	9MFY26	9MFY25	YoY%	Q3FY26	Q3FY25	YoY%	Q2FY26	FY25
Revenue from Operations	10691.54	6549.93	63.23%	3585.12	2931.23	22.31%	4197.27	12422.55
Other Income	52.91	171.34	(69.12%)	16.38	15.72	4.20%	13.83	193.07
Total Income	10744.45	6721.27	59.86%	3601.50	2946.95	22.21%	4211.10	12615.62
Total Expenditure	8887.64	5995.03	48.25%	2891.87	2545.47	13.61%	3512.94	11021.39
EBITDA	1856.81	726.24	155.67%	709.63	401.48	76.75%	698.16	1594.23
EBITDA Margin	17.37%	11.09%	56.63%	19.79%	13.70%	44.45%	16.63%	12.83%
Depreciation	57.78	43.06	34.18%	20.33	13.23	53.67%	20.50	59.96
Interest	158.31	132.87	19.15%	59.69	47.07	26.81%	51.26	197.19
Profit Before Tax*	1639.61	572.17	186.56%	629.61	341.18	84.54%	626.40	1358.93
Tax	454.66	165.34	174.98%	169.98	95.42	78.14%	175.90	393.49
PAT	1184.95	406.83	191.26%	459.63	245.76	87.02%	450.50	965.45
PAT Margin	11.08%	6.21%	78.42%	12.82%	8.38%	52.98%	10.73%	7.77%
EPS	15.02	5.79	159.41%	5.45	3.50	55.71%	5.92	13.72

*Profit Before Tax is after considering Prior Period Items

BALANCE SHEET



(Based on Consolidated BS)

(₹ in Lakhs)

Equity & Liabilities	H1FY25	FY2024-25	Assets	H1FY25	FY2024-25
Share Capital	761.54	1.38	Fixed Assets	173.69	171.79
Reserves & Surplus	4195.89	4229.35	Intangible Assets	14.95	10.28
Total Equity	4957.43	4230.73	Capital Work-in-Progress	1992.04	1566.25
Long Term Borrowings	691.67	813.51	Deferred Tax Assets	63.42	61.07
Other Long Term Liabilities	-	-	Other Non Current Assets	195.70	352.36
Long Term Provisions	158.79	158.73	Non Current Assets	2439.8	2161.75
Non Current Liabilities	850.46	972.24	Inventories	307.40	374.65
Short Term Borrowings	2106.08	2349.17	Trade Receivables	5494.26	3370.19
Trade Payables	1558.29	1351.26	Cash & Bank Balance	1512.95	3218.93
Other Current Liabilities	446.60	433.53	Short Term Loans & Advances	154.38	341.65
Short Term Provisions	3.31	179.87	Other Current Assets	13.38	49.63
Current Liabilities	4114.28	4313.83	Current Assets	7482.37	7355.05
Total Equity & Liabilities	9922.17	9516.8	Total Assets	9922.17	9516.80

MANAGEMENT COMMENTARY



Dear Shareholders,

I am pleased to share that Exato has delivered **strong and profitable growth** during 9MFY26. Our **revenue stood at ₹10,691.54 lakhs**, reflecting a growth of **63.23% year-on-year**. More importantly, our focus on operational efficiency and higher-value engagements has resulted in a **191.26% YoY** growth in **PAT to ₹1,184.95 lakhs** and a **155.67% YoY** increase in **EBITDA to ₹1,856.81 lakhs**, demonstrating meaningful margin expansion.

In **Q3FY26** alone, we recorded revenue of **₹3585.12 lakhs, up 22.31% YoY**, with **PAT growing 87.02%** to **₹459.63 lakhs** and **EBITDA increasing 76.75%** to **₹709.63 lakhs**. These results reflect the strength of our execution capabilities and the growing acceptance of our AI-driven solutions.

Our vision is clear — to build Exato into a **globally relevant**, AI-driven CX and Enterprise Technology platform company with strong annuity revenues and scalable IP-led offerings. We are **strengthening** our **AI leadership**, including the appointment of a **Chief AI Officer**, to accelerate AI partnerships, develop **Agentic AI use cases**, and create proprietary IP across CX, analytics, and automation.

We are also actively evaluating **strategic acquisitions** in AI platforms, **niche CX and ERP capabilities**, and regional customer portfolios to fast-track market expansion and deepen our technology stack. At the same time, we are transitioning from **project-centric execution** to platform-led, recurring revenue models, bundling AI, infrastructure, and CX into industry-focused solutions.

With **strong global demand** for AI-enabled CX, automation, and compliance-driven solutions—especially in **Healthcare and BFSI**—we believe we are well positioned to benefit from enterprise modernization and cost optimization initiatives worldwide.

Over the next 2–3 years, our focus will remain on scaling with **discipline, strengthening leadership depth**, leveraging global partnerships, and driving IP-led differentiation. Our commitment is to build a **sustainable**, globally respected technology company that delivers long-term value to our customers, partners, and you – **our shareholders**.



Mr. Appuorv K. Sinha
Promoter, Chairman & Managing Director

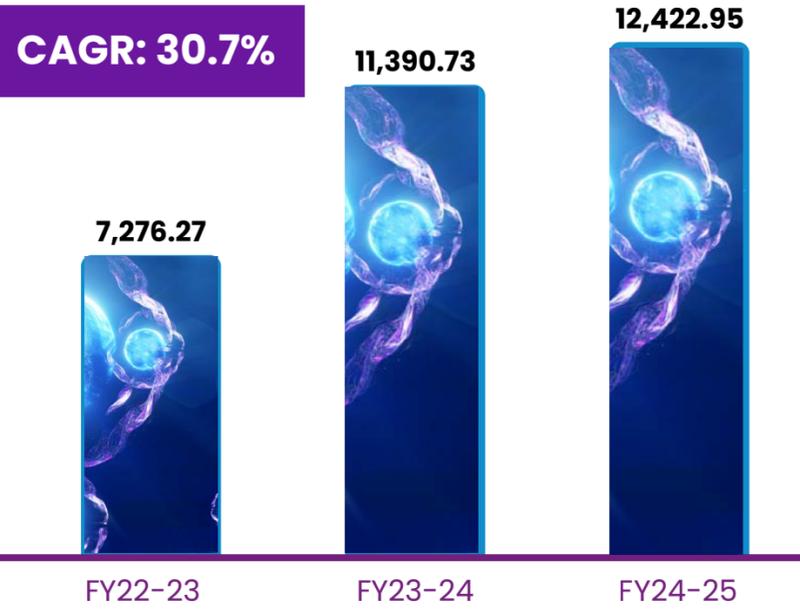
FINANCIAL SNAPSHOT (3-YEAR TREND)



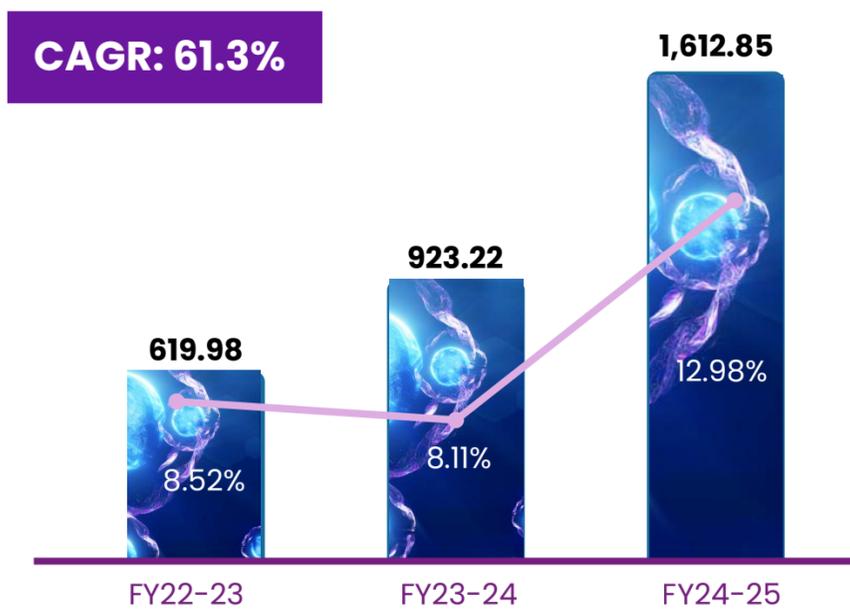
Based on Restated consolidated Figures

(₹ in Lakhs)

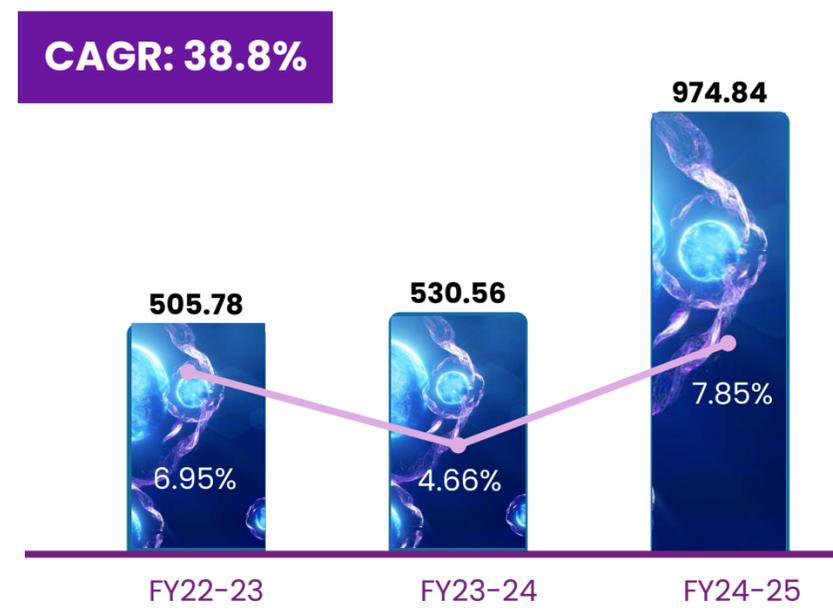
REVENUE OF OPERATIONS



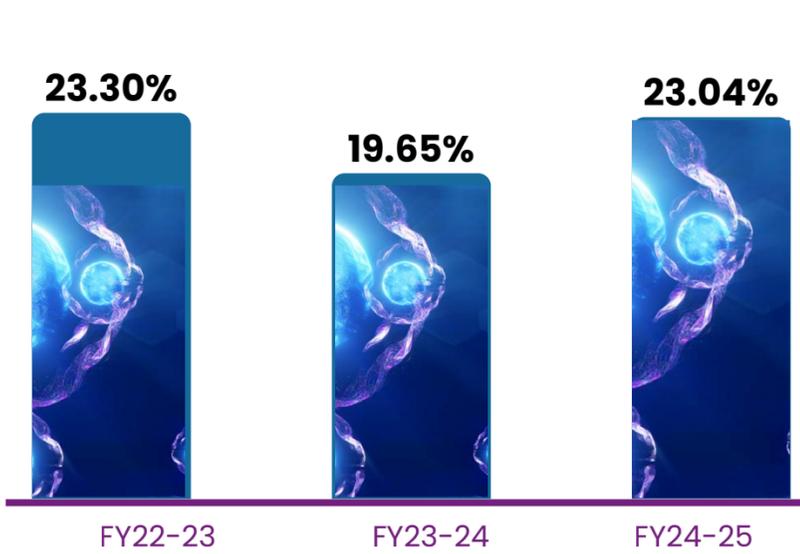
EBITDA & MARGIN



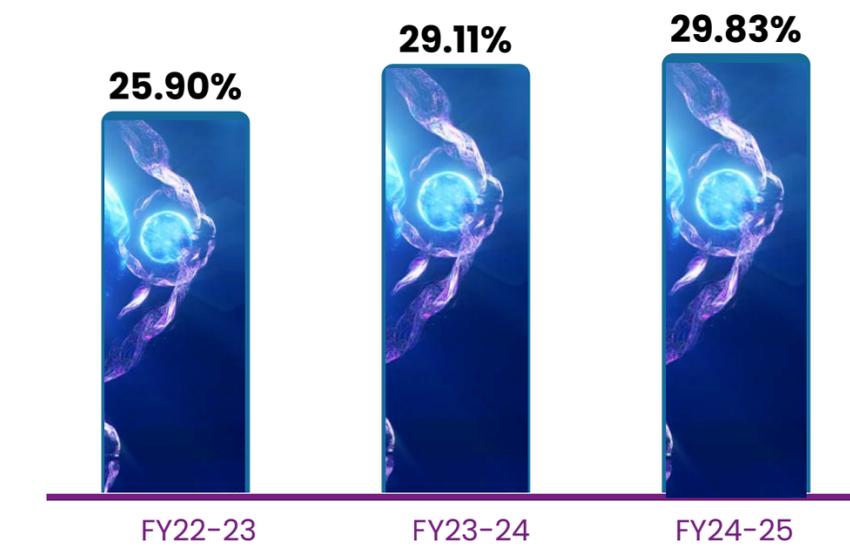
PAT & MARGIN



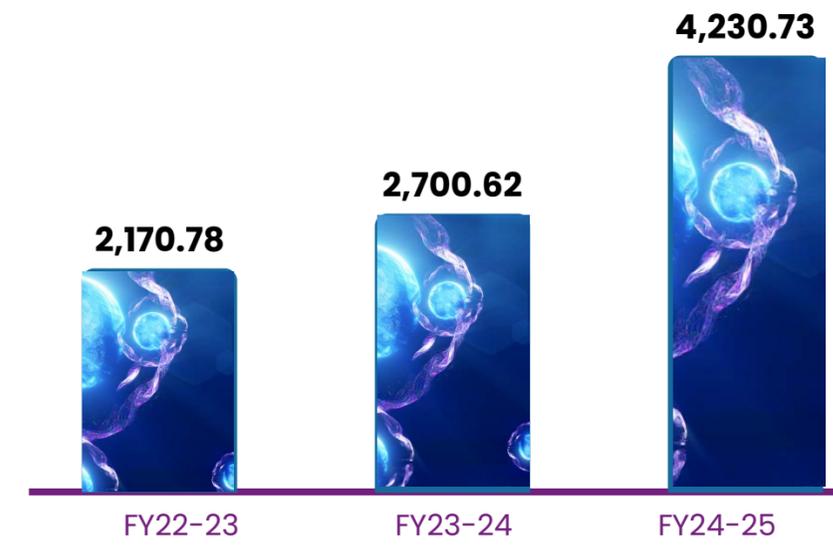
ROE



ROCE



NET WORTH



AWARDS & RECOGNITION



Partner of the year Spotlight



Customer Success & Impact



Innovation & Emerging Leadership



EXATO AT NICE INTERACTIONS 2025



We were proud to participate as a **Platinum sponsor** and partner at **NiCE Interactions 2025**, a flagship event focused on the future of **customer experience (CX)** and **AI-driven innovation**. The event brought together industry leaders, CX professionals, technology partners, and enterprises to explore the latest in automated, **personalized customer service** and **intelligent workflow orchestration**.

At the event, we discussed our **expertise** in **CX modernization, cloud migration strategies**, and how integrated **AI ecosystems** can help enterprises scale, improve efficiency, and deliver exceptional customer experiences on a global scale.

We also showcased our collaboration with NiCE's **CXone Mpower platform** and **AI-orchestration tools**, highlighting success stories from global brands that have transformed their service outcomes, reduced costs, and enhanced customer engagement with the power of AI.



EXATO'S PARTICIPATION AT KONECTA 2025 – ACCELERATE NOW



Exato was present as a Platinum Sponsor at the **Konecta Leaders Convention 2025** in Madrid, engaging with CX leaders from **26+ markets**.

Showcased Exato's AI-driven **CX stack**, spotlighting solutions around AI automation, workflow orchestration, experience analytics, and **next-gen customer engagement**.

Demonstrated how Exato's technology can align with **Konecta's strategic roadmap** (e.g., Katalyst 2028 vision), enabling smarter, unified enterprise experience systems.

Delivered **live interactions** and **demos** at the booth, generating interest and discussions around **joint innovation** and operational transformation opportunities.

Strengthened **go-to-market** alignment and partnership signalling between Exato, Konecta leaders, and **ecosystem partners like NiCE**.



ACUMATICA PARTNER SUMMIT 2026 HIGHLIGHTS



Exato Technologies Shines at Acumatica Partner Summit 2026.

Exato Technologies made a strong statement at the **Acumatica Partner Summit 2026** in **Seattle, USA**, highlighting its leadership in **cloud ERP solutions**.

The event underscored **Acumatica's role as a global leader** in empowering **mid-market businesses** through a **partner-centric ecosystem**.

Key discussions revolved around the **shift from traditional resellers to co-creators of digital transformation**, driven by **AI-powered solutions and industry-specific innovations**. These advancements are designed to accelerate **customer success** and foster growth in today's **digital-first world**.

Exato's active participation highlights its commitment to **ecosystem-led growth** and its continuous effort to provide **immense value to customers** in the evolving business landscape.



DISCLAIMER

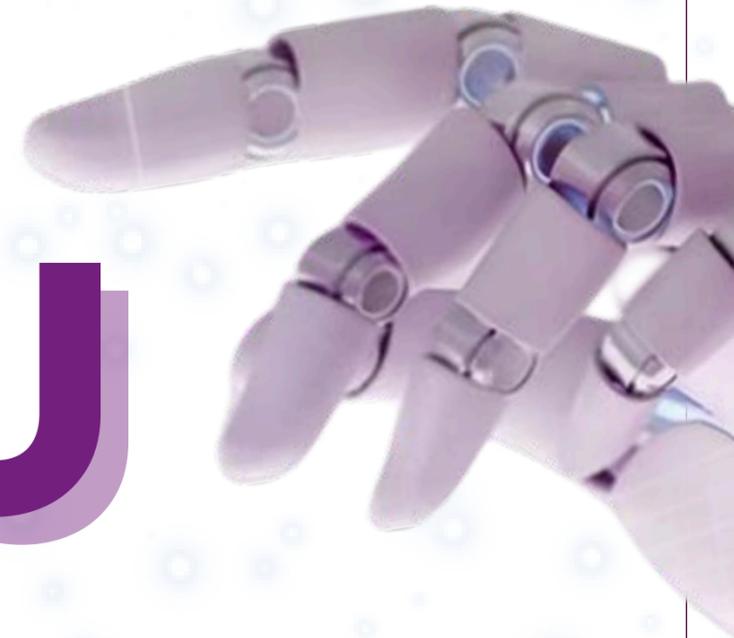


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REQUEST A MEETING

