GSTIN: 09AAECE2712N1ZI
CIN: L74999UP2016PLC228280

Exato Technologies Limited

(Formerly Known as Exato Technologies Private Limited)

September 3, 2026

To,
Manager
Listing Compliance Department
BSE Limited
Floor 25, P.J. Towers,
Dalal Street, Mumbai- 400 001

Sub: Submission of Investor Presentation in connection with Analyst / Investor Meetings

Ref: Exato Technologies Limited (Scrip Code: 544626)

Dear Sir/Madam,

With reference to the intimations submitted by the Company under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in connection with the following Analyst / Investor Meetings / Events:

1. **Intimation dated August 31, 2026** regarding the schedule of Analyst / Institutional Investor Meet with **Lucky Investment Managers Pvt. Ltd.**, scheduled to be held virtually on **September 4, 2026**; and

2. **Intimation dated September 2, 2026** regarding participation of the Company in **Alpha Ideas SME Stars 2026 Edition**, scheduled to be held on **September 6, 2026**.

Please find enclosed herewith the presentation proposed to be made during the aforesaid meetings / events, for your information and record.

We request you to kindly take the same on record.

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

GEETA JAIN Digitally signed by GEETA JAIN Date: 2026.09.03 21:30:43 +05'30'

Geeta Jain
Company Secretary & Compliance Officer
Membership No.: A13938

Place: Noida
Encl.: Investor Presentation

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E-mail: compliance@exato.ai | Phone: 0120-5240277/278 | Website: www.exato.ai

EXATO TECHNOLOGIES LIMITED

The Exato Growth Story

FY2026 Results · Q1 FY2027 Momentum · The AI-as-a-Service Journey

A profitable, AI-led customer-experience and technology company — scaling from ₹168 Cr FY26 revenue into an AI transformation partner across global markets.

BSE SME · Listed December 2025 · Strictly Confidential

OVERVIEW OF COMPANY

Company Snapshot

Exato Technologies Limited, founded in 2016 and headquartered in Noida, specialises in digital transformation and customer-experience solutions. Using AI, Cloud and Automation, Exato helps enterprises create seamless, intelligent customer experiences — serving 9 of the 10 leading Indian banks and building long-term relationships across BFSI, Healthcare, IT/ITeS & BPO/KPO, Retail, Telecom and Manufacturing.

150+
Clients

100+
Engineers

4
Subsidiaries

10+
Countries served

6+
Industries served

97%+
Customer retention

140+
Team strength

1,50,000+
Agents enabled

A trusted partner for businesses worldwide — recognised for innovation, reliability and measurable results.

WHO WE ARE

Vision & Mission

VISION

To create a world where **intelligent technology amplifies human potential** — empowering enterprises to innovate boldly, scale fearlessly and create extraordinary experiences.

MISSION

To become a **strategic innovation and transformation partner** — combining domain expertise, AI-led platforms, intelligent automation and deep client partnerships to create enduring value and build a **high-growth, sustainable $250 million global enterprise.**

A JOURNEY FROM VISION TO GLOBAL PRESENCE

2016

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

2018

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

2019-20

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

2021

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

2022

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

2023

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

2024

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

2025

Successfully **listed** on the BSE SME platform in December 2025, raising **₹37.45 crore** through a highly successful IPO. The issue was **oversubscribed 947x** and delivered a **90%** listing gain, underscoring strong investor confidence.

2026

Expanded into **Australia** with a **Wholly Owned Subsidiary**, taking Exato's enterprise **IT services** presence deeper into the Asia-Pacific region.

Exato.ai

The Promoters

Appuorv K Sinha

Promoter, Chairman & Managing Director

- MBA (ICFAI, 2005), B.Sc. Engineering (Magadh); 20+ years — 18 in CX, Analytics & Enterprise Technology, with senior roles at NICE and Wipro Technologies.
- The driving force behind Exato — leads strategy, operations, technology partnerships and the innovation agenda, including the pivot to AI as a Service.

Swati Sinha

Promoter & Whole-Time Director

- PGDBM (Indira School of Management Studies, 2005); extensive experience in HR, talent strategy and recruitment; oversees HR and Administration across the group.
- Key contributor to organisational culture, governance and people strategy — the foundation the AI-led growth plan is built on.

Dr. Milind Raman Godbole

Non-Executive, Non-Independent Director

- Investor & former CEO, MD and Board Member, GeBBS Healthcare Solutions (an EQT portfolio company) since 2013 — grew the business from $12M to $165M revenue and 2,300 to 14,000 employees.
- Earlier: President & COO, Aditya Birla Minacs (3,200 → 12,000 people across APAC); Chief Delivery Officer, MphasiS–HP; COO, MphasiS (10 → 13,000 employees globally).
- PhD in Technology Management (NMIMS, 2024) specialising in AI, business-process modelling and prescriptive analytics; named "India BPO Think Tank Visionary" (SSON).
- Strategic value to Exato: proven scale-up operator, turnaround expertise, AI & digital depth, and Fortune-500 relationships across global markets.

$12M → $165M at GeBBS | **PhD — AI & analytics** | **Fortune-500 access**

GOVERNANCE

Executive Leadership

Gopinath P Bailur

Chief Operating Officer

Technology leadership · IT strategy · digital infrastructure

Naveen Krishna

Chief Revenue Officer — Global

Revenue & P&L · market expansion · AI-led CX transformation

Muralidharan

Chief AI Officer

AI & digital transformation · cloud platforms · innovation

Mustaqueem Hasan

Chief Financial Officer

Financial management · corporate finance · compliance

Geeta Jain

CS & Compliance Officer

Corporate governance · regulatory compliance · secretarial

Dinesh Singh Slathia

President — Revenue, Mktg & SA

GTM strategy · business development · global expansion (Oracle, TCS, Genpact)

30+ years average experience across the executive team — spanning revenue, delivery, AI and corporate functions.

Q1 FY27 UPDATE

Scaling AI-Led Transformation — Leadership Additions

Strengthening AI leadership, infrastructure partnerships and platform innovation

Kailash Sethuraman

President — AI Infrastructure

25+ years of executive experience across Teleperformance, TCS, L&T Infotech and Wipro; a track record of building high-performing practice organisations.

Paresh Sheth

Executive Board Advisor — AI Infrastructure

38+ years of strategic leadership across TCS, EDS and Unicorp; guided organisations through every major technology transition, including enterprise AI.

Alok Bohra

Vice President — CX & Analytics

22+ years of enterprise technology leadership scaling partner-led revenue programmes; strengthens the push to take AI-first CX into enterprise markets.

Why it matters The AI-Infrastructure leadership bench now matches the growth agenda — senior operators to build the practice, board-level advisory to steer it, and enterprise CX leadership to scale partner-led revenue.

INTEGRATED SOLUTIONS

Comprehensive Solutions We Offer

Scalable AI-led CX, analytics and infrastructure platforms with proprietary AI and agentic workflows

CX as a Service (CXaaS)

End-to-end management of CX platforms — design, implementation, operations, optimisation

Conversational AI

AI-powered virtual assistants — chatbots, voice bots, NLP and generative AI

Automation as a Service

Workflow & process automation with AI and RPA; AI-driven quality & compliance

Workforce Management

Agent forecasting, shift scheduling, real-time workforce analytics

Cloud ERP

Modern cloud enterprise systems — implementation, digitisation, support

Unified Communications & Infra

UCaaS platforms, collaboration, network & managed IT infrastructure

ExatoIQ

Proprietary AI & CX optimisation platform — connectors, dialers, monitoring, intelligence

Compliance-Driven Solutions

CompliCall and compliance-led CX for regulated industries

One technology stack — sold as subscription, managed services and licence + AMS models.

THE AIAAS THESIS

AI as a Service — The Investable Engine

Four recurring revenue streams that shift Exato from services economics to platform economics

01 ExatoIQ software & products

CompliCall, Prompt Base Dialer, UAM and the ExatoIQ suite — subscription and per-seat SaaS on our own CCaaS/CPaaS platform, already generating pilot revenue.

02 Agentic AI as a service

Voice and digital AI agents on NiCE CX AI with Cognigy — priced per interaction and per outcome; effective-containment engineering converts pilots into production annuities.

03 AI infrastructure as a service

Co-built with HPE: Private AI, Network-as-a-Service, full-stack observability, secure AI-ready infrastructure — consumption-based and multi-year by design.

04 Managed AI operations

Enterprise AI Practice pods running clients' AI estates — observability, eval gates, drift control and workforce enablement on multi-year managed contracts.

WHY NOW

30.4%
global AIaaS CAGR — $28.8B → $240.5B by 2034

25–30%
of revenue targeted from IP (3–4% today) at 40–50% margins

₹680 L
committed to proprietary platform build; CAIO appointed

The investor lens: every stream above is recurring, high-margin and IP-led — the mix shift that re-rates Exato from services multiples toward platform economics, with ~24% exports today heading to 60%.

THE INVESTOR THESIS · AI & CX FRANCHISE

The Exato Moat — Why This Is Hard to Replicate

Capabilities can be copied. The moat is the compounding combination — six reinforcing layers around the AI & CX franchise

1 Customer embeddedness

150+ clients · 97%+ retention · 9 of India's top-10 banks. Mission-critical CX estates span telephony → routing → CRM → recording → WFM → analytics → AI — replacing Exato means operational, migration and regulatory risk.

2 CX domain depth

1,50,000+ agents enabled. Anyone can build a voice bot; making it resolve reliably inside a 10,000-seat regulated BFSI/BPO estate is a different problem — accumulated architecture, compliance and failure-mode knowledge.

3 Ecosystem credibility

NiCE Platinum — 5 consecutive years · APAC Partner of the Year · Mitel Platinum · HPE AI-infrastructure alliance. Earned through certifications, references and delivery — not signable by a competitor.

4 Proprietary AI & IP

ExatoIQ, CompliCall, OnBoardX, ShiftWise, CallSense, Prompt Base Dialer and agentic middleware — embedded inside customer workflows, with a 25–30% IP-revenue ambition at 40–50% margins.

5 Full-stack Enterprise AI

AI startups own the model; SIs own implementation; OEMs own technology. Exato covers infrastructure → AI platform → applications → CX → managed service — owning the journey to the business outcome.

6 Land & expand economics

Installed base × trust × cross-sell: a ₹1 Cr CX entry compounds toward a ₹9–10 Cr relationship across managed services, AI, IP and infrastructure — visible in the ₹660 Cr order book.

Land with CX. Embed through AI. Expand through IP and Infrastructure. Retain through mission-critical integration.

BUSINESS STRUCTURE

Subsidiary Map & Global Presence

Exato Technologies Limited
HQ: Noida, India · IT & software development — AI, CX and automation · Subsidiary: Exato Infotech Pvt. Ltd.

Exato.AI Inc. (USA)
Conversational AI & CX solutions in the US; offices in Wilmington, DE and Princeton, NJ

Exato.AI Pte. Ltd. (Singapore)
IT and web-based solutions supporting business growth across Asia (Shaw Centre)

Exato Technologies Pty Ltd (Australia)
New in FY26 — IT services: design, development & deployment; registered in NSW, Mar 2026

Global delivery hubs
Noida, Mumbai and Chennai — AI & automation, CX, compliance-driven and managed-services (SaaS) delivery

Operating footprint: India, USA, Singapore, Australia, UK & Middle East — with expansion into APAC and EMEA underway.

MARQUEE CLIENTS

BFSI

AXIS BANK, HDFC BANK, SBI MUTUAL FUND, SBM bank, citibank, ICICI Securities, TATA CAPITAL, Edelweiss, Bank of Baroda, DSP BlackRock Mutual Fund, Canara Bank, JM FINANCIAL, MIRAE ASSET, Bank of India, kotak Kotak Mahindra Bank, OCBC Bank, kotak life, RELIANCE Capital, ICICI Bank, IDFC FIRST Bank, YES BANK, RBL BANK, DBS, UTKARSH SMALL FINANCE BANK, DCB BANK, IndusInd Bank, UGRO CAPITAL, BAJAJ FINANCE

BPO/KPO

TaskUs, iQor CXBPO, EVERISE, iEnergizer, MetLife, CONCENTRIX, EXL, IGT SOLUTIONS, GENPACT, DILIGENTA, FUSION, Hexaware Technologies, Collectius, WNS, Tech Mahindra, SITEL, Hero BPO, continuum, IKS HEALTH

IT/ITES, Telecom Media & SP

orange, sify, tcs TATA CONSULTANCY SERVICES, RAILTEL, wipro, accenture, vodafone, Reliance Jio Infocomm Limited, BIG LANGUAGE SOLUTIONS, INTERGLOBE TECHNOLOGY QUOTIENT, FIS

Others

COX & KINGS, JOHN DEERE, JSW Steel, IDEMIA, DELHI METRO, Reliance Industries Limited, snapdeal, MUFG, NTPC, Mahindra DEFENCE, VISHAL MEGA MART, Pi, Indian Railways, ezeego, NSIC, LARSEN & TOUBRO, EQUINIX, adani Electricity

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.

NICE

Mitel

Acumatica
The Cloud ERP

HPE

FORTINET

amplifAI

aws

MARKET LANDSCAPE

AIaaS & CXaaS Industry Opportunity

Positioned at the intersection of the highest-growth, highest-margin digital transformation

$28.8B → $240.5B

Global AIaaS, 2026 → 2034 **30.4% CAGR**

$9.2B → $43.7B

India AIaaS, 2025 → 2031 **29.4% CAGR**

$14.4B → $30.8B

Global CXM / CXaaS, 2026 → 2035 **8.8% CAGR**

$1.14B → $3.5B

India CXM, 2025 → 2032 **17.5% CAGR**

MARKET DRIVERS

AI going vertical · GenAI reshaping service delivery · omnichannel demand surge · retention over acquisition · managed-services momentum · 15 billion hours lost on hold · 78–84% of Indian consumers already using AI.

WHERE EXATO STANDS (2026)

Positioned to Benefit From Every Industry Trend

Customer Transformation Partner
CXaaS, AIaaS, Unified Communications and Analytics delivered as one integrated, outcome-driven stack.

150+ enterprises · 10 countries
Across BFSI, Healthcare, Retail, Telecom and IT/ITeS — with India, USA, Singapore and Australia presence.

NiCE Platinum Partner
Across South Asia, Middle East & APAC — the only such recognition in the region.

Proprietary IP as a moat
ExatoIQ suite evolving into a differentiated, hard-to-replicate advantage as AI adoption matures.

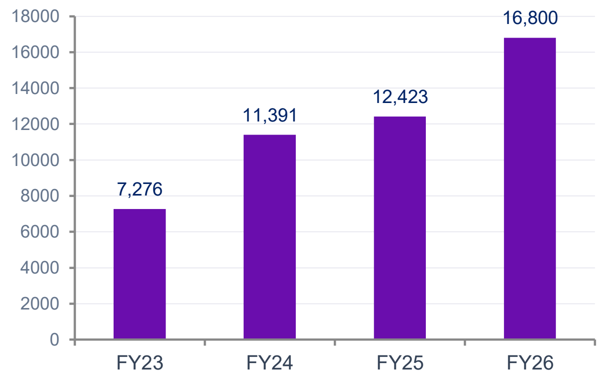
GROWTH OUTLOOK Non-linear scalability from platform & IP-led delivery · deepening recurring revenue from long-term managed contracts · global footprint expansion (US & Australia active) · sector tailwinds across BFSI, telecom, retail and healthcare.

DELIVERING CONSISTENT GROWTH

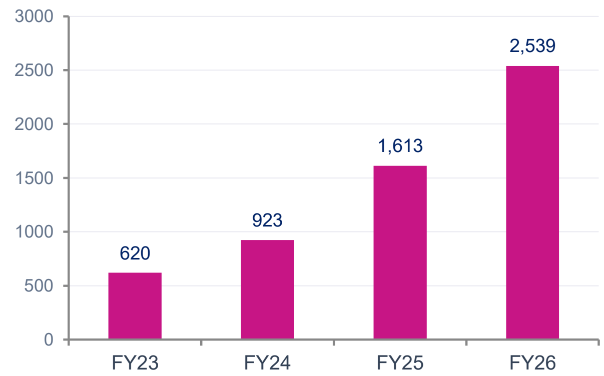
Financial Snapshot — 4-Year Trend

Consolidated, ₹ lakhs unless stated otherwise

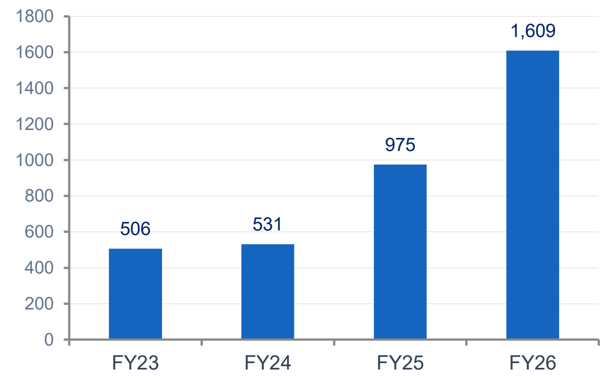
Revenue CAGR 32.2%



EBITDA CAGR 60.0%



PAT CAGR 47.1%



15.12%
EBITDA margin FY26 (12.83% FY25)

9.58%
PAT margin FY26 (7.77% FY25)

₹8,831 L
Net worth (2.1× YoY)

₹66 L
Long-term borrowings (from ₹814 L)

18.2%
ROE FY26

Q4 & FY26

Profit & Loss Summary

Consolidated, ₹ lakhs

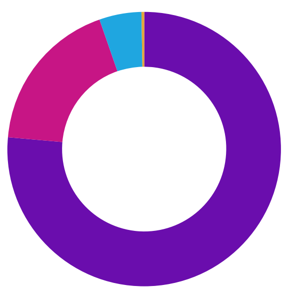
Particulars	Q4 FY26	Q3 FY26	QoQ	FY26	FY25	YoY
Revenue from operations	6,108.04	3,585.13	70.4%	16,799.58	12,422.55	35.2%
Total income	6,154.09	3,601.51	70.9%	16,902.68	12,615.62	34.0%
EBITDA	**682.63**	**709.63**	**(3.8%)**	**2,539.44**	**1,594.22**	**59.3%**
EBITDA margin	11.18%	19.79%	—	15.12%	12.83%	+229 bps
Profit before tax	632.04	629.61	0.4%	2,271.64	1,358.93	67.2%
Profit after tax	**423.93**	**459.63**	**(7.8%)**	**1,608.88**	**965.45**	**66.7%**
PAT margin	6.94%	12.82%	—	9.58%	7.77%	+181 bps

Q4 profitability was intentionally moderated to build organisational and commercial infrastructure — two new international subsidiaries, senior leadership across global locations and industry-event investment — ahead of the next growth phase.

FY26

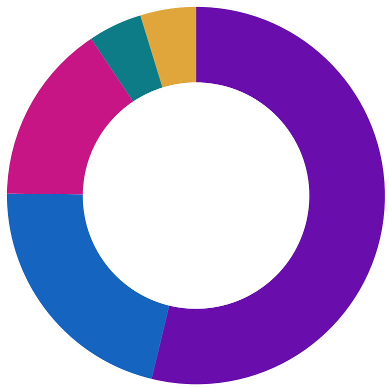
Revenue Bifurcation

BY SOLUTION



- Licences (software)
- Implementation & consulting
- Hardware sales
- Maintenance & repair

BY SECTOR



BPO/ITES · IT/ITES · BFSI · KPO/Healthcare · Others

BY GEOGRAPHY

India — 76.5%

United Kingdom — 17.8%

USA — 4.07%

Singapore · Israel · Canada · UAE — ~1.6%

Exports: 23.5% of FY26 revenue

(vs 13.6% in Q4) — target 60% in 2–3 years

Licence-led, services-amplified mix — 76% software licences with implementation and managed services attached.

Q1 FY2027 HIGHLIGHTS

The New Year Has Opened Strong

Consolidated, ₹ lakhs · YoY growth

₹4,368.34

Revenue

+50.17% YoY

₹814.88

EBITDA

+81.44% YoY

₹564.43

PAT

+104.47% YoY

18.65%

EBITDA margin — up 20.8% YoY

12.92%

PAT margin — up 36.2% YoY

Margins rebuilt past FY26 levels in the first quarter — operating leverage from the FY26 investments is now visible.

Q1 FY27 MOMENTUM

Recognition, Partnerships & Platform Progress

Strategic partnership with HPE

Deepened collaboration for secure, production-ready enterprise AI infrastructure — four joint offerings: Private AI, Future Network-as-a-Service, Full-Stack Observability, Secure AI-Ready Infrastructure.

AI-led platform development

Building across the full AI value chain — software, AI-as-a-Service and infrastructure; strengthening ExatoIQ for contact-centre optimisation and performance monitoring.

Mitel Platinum Partner

Achieved Platinum status — proven sales performance, technical certification depth and consistent customer delivery across the Mitel portfolio.

Industry engagement

NiCE World 2026 (Orlando, Booth 11) engaging CX leaders across three days; hosted a 3-day AI CX Masterclass on Agentic CX, AI-human collaboration and automation-led workforce augmentation.

VISIBILITY

Order Book & Strategic Investments

₹660 Cr

Total order book

₹251 Cr

Delivered (38%)

₹409 Cr

Order in hand (62%)

Two new international subsidiaries

Initial setup and readiness investments to expand customer relationships and future international revenue.

Senior leadership across global locations

Experienced leaders added across revenue, operations, technology and BD — now actively driving growth initiatives.

Hardware-led contracts & deferrals

Certain software/services orders deferred on customer timelines; pursuing larger long-term engagements including hardware-led opportunities.

Global industry events

Increased participation across industry events and partner forums — early benefits visible in pipeline and order visibility.

₹379 Cr of orders in hand = 2.3× FY26 revenue — strong multi-year revenue visibility.

FOUNDER'S VISION

Strategic Growth Roadmap

"A future-ready enterprise driven by AI, Customer Experience, Analytics and Automation" — Appuorv K Sinha

Global scale & GTM

- US, UK, Singapore & Australia with senior local leadership and partner-led GTM
- Sell globally, deliver from India — centralised delivery model
- Target 500–600 customers (from 150+); export revenue 60% of total in 2–3 years (~24% today)
- Organic + inorganic — acquisitions actively explored

Expansion into ERP solutions

- Entering the global ERP market for end-to-end business management
- Scalable, AI-integrated ERP for manufacturing, retail and BFSI
- Acumatica partnership and US ERP ecosystem build-out

Investing in IP & products

- ₹680 lakhs allocated to proprietary platforms — Prompt Base Dialer, UAM, CompliCall
- Own CCaaS/CPaaS platform built and generating pilot revenue; Agentic-AI platform in development
- IP revenue target: 25–30% of total (3–4% today) at 40–50% margins
- Chief AI Officer appointed to spearhead AI-enabled product growth

AOP FY2027 priorities locked in: sales-first culture with clear accountability · sharper GTM across geographies · AI-led innovation across offerings · a high-performance organisation operating in synchrony.

Exato.ai

AI-FIRST · CCaaS + CPaaS

ExaFone

Customer experience, engineered to an *institutional standard.*

Every channel, one platform
Voice, WhatsApp and digital, unified as one conversation.

Routing and automation
Predictive dialling, self-assist IVR and skill-based routing.

Real-time dashboard
A live board across every agent, queue and campaign.

Resilient by design
Always-on architecture that keeps operations running.

PROVEN IN MARKET

- Two key accounts, won.
- Pipeline in place

SECURITY IS THE FOUNDATION

Certin certified · RBI aligned · DPDP Act 2023

BUILDING INDUSTRY CREDIBILITY

Awards & Recognition

NiCE APAC Business Partner Summit 2026

- APAC Partner of the Year 2025
- APAC Enterprise New Logo Win 2025
- APAC WEM Partner of the Year 2025
- Platinum Partner — 360 SUCCEED, 5th consecutive year

Partner of the year spotlight

- NiCE Platinum Partner (360 SUCCEED 2024, APAC 2023)
- Mitel Platinum Partner (Q1 FY27)
- Unify Emerging Partner of the Year
- Atos | Unify OpenScape Xpert Partner of the Year

Customer success & innovation

- APAC WEM Application Suite Partner of the Year
- APAC Customer Success Champion (Diligenta)
- APAC Excellence in Service Delivery (Airways Avaya migration)
- Yellow.ai Partner Achievers · UPC Lisbon Partnership Excellence

Four awards at the NiCE APAC Business Partner Summit 2026 (Busan) — recognising outstanding performance and contribution across Asia-Pacific during 2025.

Exato.ai

Thank You

FY26 delivered. FY27 has opened stronger.

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