ESDS SOFTWARE SOLUTION LIMITED

INVESTOR PRESENTATION – Q2FY27

2nd November 2026



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3. Investment Rationale and Growth Strategies



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01

COMPANY OVERVIEW



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Company Dashboard H1FY27

5
Data Centres

2,545
Total Customers

2,719.9
Revenue from operations (₹ million)

86.7%
Revenue Retention Rate

41.82%
EBITDA Margin

22.19%
PAT Margin

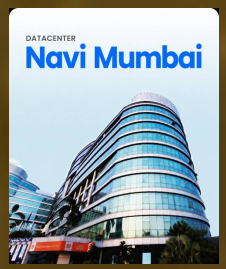
980
Total Employees

Listed on Stock Exchanges
(NSE, BSE)



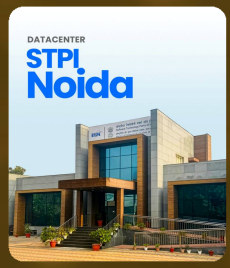
Data Centres











Data as on September 30, 2026

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Milestones

2005
ESDS started in Nashik, Maharashtra as a web hosting and managed services provider

2010
Launched a data centre in Nashik, Maharashtra

2011
Launched the intelligent cloud computing platform - eNlight Cloud [1]

2015
Received the USPTO[2] Patent for "method and system for real time detection of resource requirement and automatic adjustments in relation to the "eNlight Cloud" service

2016
Launched a data centre in Mahape, Navi Mumbai, Maharashtra [3]

2019
Received Investment by GEF Capital Partners through South Asia Growth Fund II, LP. And Global Environment Capital Company, L.L.C

2020
Additional investment by GEF Capital Partners through South Asia Growth Fund II Holdings, LLC and South Asia EBT Trust (acting through its trustee at the time, Orbis Capital Limited); introduced IT consultancy in services portfolio and launched a Data Centre in Bengaluru, in partnership with STPI

2021
Additional investment by GEF Capital Partners in our Company through South Asia Growth Fund II Holdings, LLC, South Asia Growth Fund II, L.P., GEF ESDS Partners, LLC and South Asia EBT Trust (acting through its trustee, Orbis Trusteeship Services Private Limited)

2022
Launched a data centre in Mohali, Punjab with STPI

2023
Launched a data centre in Airoli, Navi Mumbai, Maharashtra

2025
Launched a data centre in Noida, Uttar Pradesh

2026
Listed on stock exchanges (BSE, NSE)

ESDS aims to enhance infrastructure capabilities, ensuring operational efficiency, and customer-centric innovation

Note: [1] Rebranded as the SWARAJ Cloud effective June 2026; [2] United States Patent and Trademark Office; [3] The servers and other equipment constituting our Data Centre in Mahape, Navi Mumbai, Maharashtra were transferred to our Airoli Data Centre in 2024

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Utilization of IPO Proceeds as at September 30, 2026

ISSUE SUMMARY (₹ Million)

Issue	Date of issue	Amount raised	Amount utilised	Balance unutilised
Initial public offering (fresh issue)	4 Sep 2026	7,200.0	469.1	6,730.9

OBJECT - WISE UTILISATION (₹ Million)

Object of the issue	Planned	Utilised	Balance unutilised
Purchase and installation of cloud computing equipment and data centre infrastructure	5,760.0	-	5760.0
General corporate purposes	910.5	87.5	823.0
Issue-related expenses	529.5	381.7	147.9
Total	**7,200.0**	**469.1**	**6,730.9**

Unutilized proceeds are held in fixed deposits with scheduled banks / the monitoring account pending deployment. There has been no deviation from the objects stated in the offer document.

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Comprehensive platform of Cloud Infrastructure and Software Solutions (1/2)

Business

AI-enabled cloud, managed services, Data Centre infrastructure and software solutions provider in India, providing the entire spectrum of GPUaaS, cloud, managed services, data centre infrastructure and software solutions in India

Business Offerings

Infrastructure as a Service (IaaS)

(1) Colocation and data centre services,(2) Cloud services, and Cloud computing (public cloud, private cloud, virtual private cloud, hybrid cloud, various community cloud offerings and GPU-as-a-Service)

Managed Services (MS)

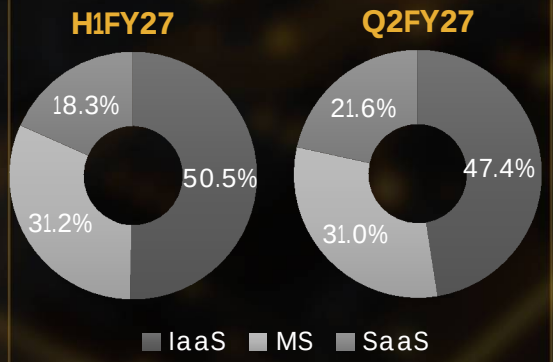
24/7 IT support, data back-up and recovery, migration services database administration services (including SAP Basis administration and SAP HANA administration), security operations centre services, and disaster recovery services

Software as a Service (SaaS)

(1) A comprehensive data centre management and monitoring suite, (2) vulnerability scanners, which are programs designed to assess computers, networks or applications for known weaknesses, (3) web access firewalls, and (4) a virtual private network for secure connectivity

Providing well-architected cloud-adoption solutions to customers aimed at reducing their cost

Offering-wise Revenue Share



Recognizing the need for holistic solutions, ESDS introduced – end-to-end offerings integrating infrastructure, managed services, and application support

Certifications: Our data centres are each either rated Tier 3 by TIA 942 conducted by QSA International Limited, or TIA 942-B 2017 conducted by EPI Certification Pte. Ltd.

Uptime: At least 99.95%

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Comprehensive platform of Cloud Infrastructure and Software Solutions (2/2)

Integrated IaaS, Managed Services, and SaaS driving digital transformation

Our integrated product and service range across stages

Initiation stage:
Design tailored solutions

Implementation process:
Seamless cloud migration services

After delivery:
Conduct regular client reviews & 24/7 technical support

Our comprehensive platform allows us to provide well-architected cloud-adoption solutions to customers aimed at reducing their cost while providing security, flexibility, scalability, and reliability

Our service model allows us to service our customers on a continuous basis by providing support for their entire cloud-adoption and migration life-cycle

Our regular engagement allows us to market and cross-sell our SaaS products and managed services to our customers

Illustrative Case Studies

Leading BFSI Institution

Banking, Financial Services & Insurance

CHALLENGE

- Needed secure, scalable, cost-efficient cloud infrastructure to meet regulatory compliance and operational resilience requirements

SOLUTION

- End-to-end offerings include IaaS, SaaS, managed services integration and advanced security solutions

KEY OUTCOMES

- Significant cost savings & enhanced system reliability
- Strengthened security posture
- Strategic IT partnership established

Government Agency

Management of public services, data storage and communication

CHALLENGE

- Required scalable cloud infrastructure for sensitive data and comply with strict regulatory compliance; needed migration of critical infrastructure

SOLUTION

- Comprehensive suite meeting the government's technical and compliance needs

KEY OUTCOMES

- Ensured data protection
- Uninterrupted service
- Efficient management of IT resources

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Infrastructure as a Service Offerings (IaaS)

IaaS

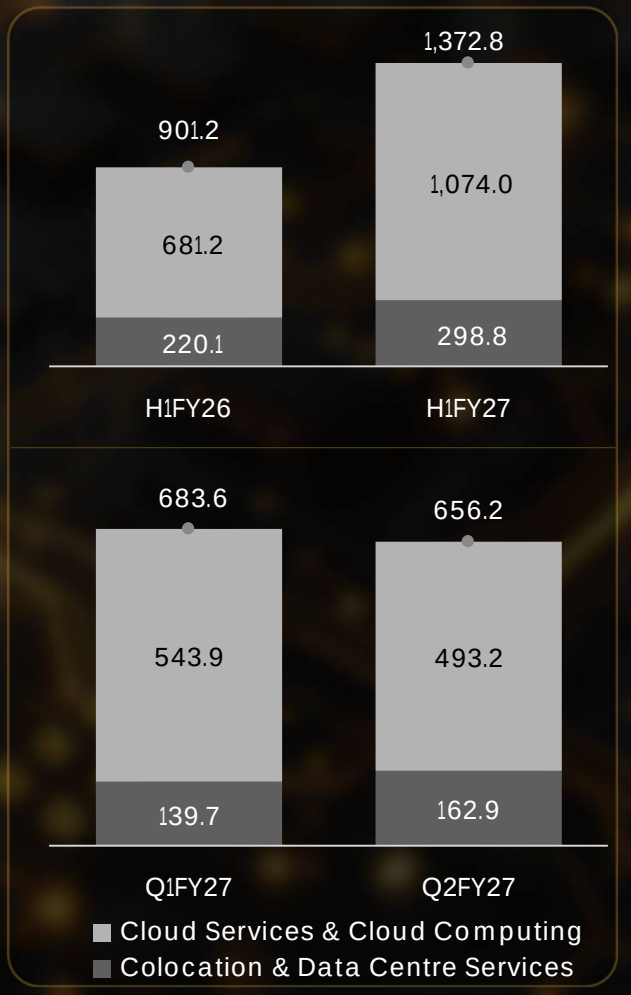
Colocation and Data Centre Services

1. Allows businesses to securely house their **own IT infrastructure**
2. Offers **redundant** power, cooling, and high-speed connectivity
3. Ideal for organisations needing **physical control** over their hardware while leveraging a professional Data Centre environment

Cloud Services and Cloud Computing

1. **Fully managed** cloud computing solutions
2. **On-demand** scalability
3. **Portfolio includes:** (1) public cloud, (2) private cloud, (3) virtual private cloud, (4) hybrid cloud, (5) various community cloud offerings and (6) GPU-as-a Service
4. Community Cloud Clients as on June 30, 2026:
   - **Government Community Cloud:** 104 clients
   - **BFSI Cloud:** 115 banks and financial institutions across 1,045 branches
   - **SAP HANA Community Cloud:** 113 organizations
5. **SPOCHUB *:** received an advance of ₹11,766.35 million from an overseas enterprise customer for a new GPUaaS project to provide exclusive access to a cloud infrastructure
6. **SWARAJ Cloud:** patented vertical autoscaling cloud technology developed into a full-stack, AI-autonomous cloud platform, built, owned and operated entirely within India, for enterprises, governments and institutions

IaaS Revenue (₹ Million)



Note: * SPOCHUB Solutions Private Limited ("SPOCHUB"), one of our Subsidiaries

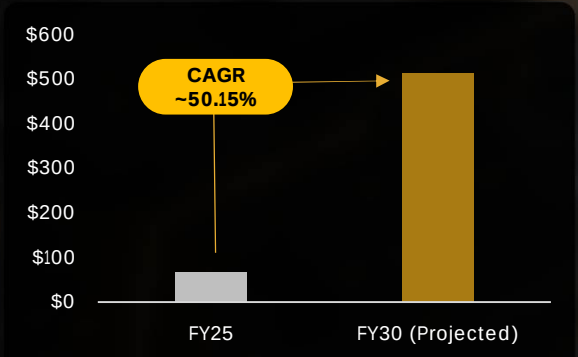
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Infrastructure as a Service Offerings (IaaS): GPUaaS offering

Service offered to our customers across industries to create customised, high-performance AI environments, on a large scale at global standards (launched November 2025)

GPU Market Opportunity

Driven by AI startups, FinTech firms, and SaaS companies integrating AI, India's demand for cloud-based GPU infrastructure is surging into their products and operations



FISCAL 2025	FISCAL 2030 (Est)
$67.31 million	**$513.67 million**

ESDS GPUaaS Services

- **Advisory and design consultancy for GPU clusters**
- **GPU infrastructure supply, deploy and operations services**
- **On-demand GPU cloud**
- **Managed CPU cloud and GPU infra services**

Key benefit:
Democratises access to large-scale GPU clusters and SuperPODs

International Partnership

CONTRACT VALUE
USD 1,250 million (~₹118,312.50 million)

AI INFRASTRUCTURE CLUSTER
8,208 NVIDIA B300 GPUs

TERM
5 Years + option to extend 2 years

- Our Company has entered into a strategic AI cloud infrastructure agreement with an Australia-based neocloud AI compute service provider
- Pursuant to this agreement, the AI company is required to deploy and operate a dedicated AI infrastructure cluster within an existing data centre facility in Australia
- Delivery of such infrastructure is targeted for completion by September 2026, and revenue generation under the agreement is expected to commence in the Q3FY27

We have developed an integrated AI Stack, comprising software platforms designed to help our customers operate, monitor and optimise their AI and GPU infrastructure. It comprises of:

SWARAJ Bodhi (AIOps): Unified AI operations ("AIOps") platform designed for production-grade artificial intelligence workloads, addressing the fragmentation that businesses commonly face when scaling AI operations across infrastructure, workloads and governance

SWARAJ Garuda (APM): Unified application performance monitoring (APM) and observability platform designed to provide AI-driven root cause analysis and visibility across a customer's IT ecosystem, including their AI and GPU workloads

Source: Nexdigm Report

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Managed Services (MS)

Cloud managed services

Backup and disaster recovery services

Data centre managed services

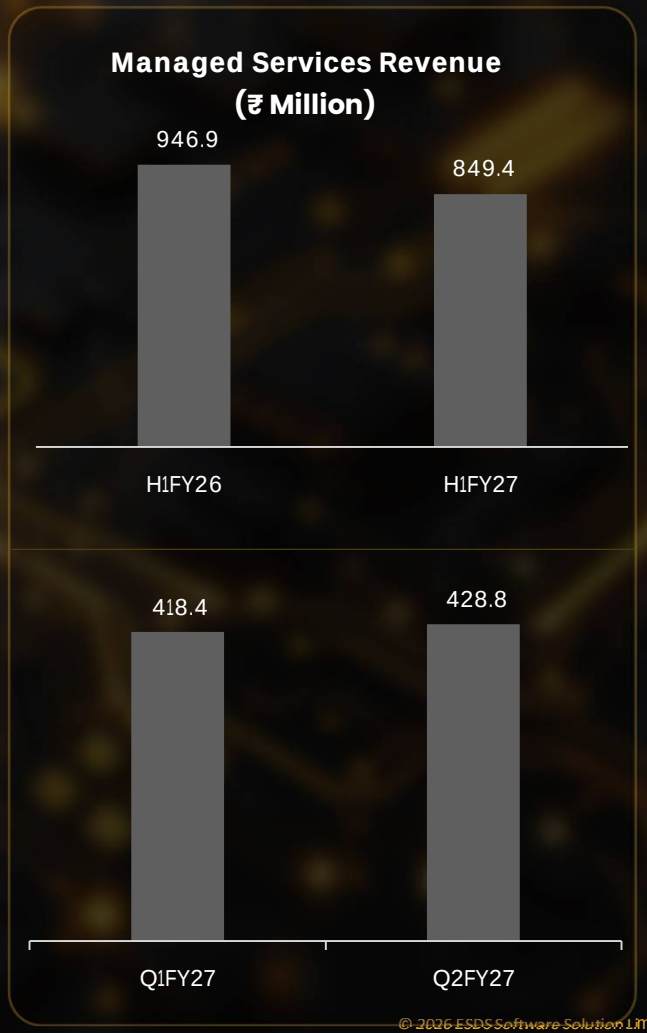
Managed database services

Security managed services (cybersecurity and compliance)

Managed DevOps and automation

IT infrastructure and network managed services

As part of these services, we offer 24/7 IT support, data back-up and recovery, migration services database administration services (including SAP Basis administration and SAP HANA administration), security operations centre ("SOC") services, and disaster recovery services **One-stop end-to-end solution comprising customized and comprehensive cloud and software offerings for SMB customers that have minimal in-house IT teams with a cost-effective pay-per-use model, which is more streamlined for the Indian SMB market**



12 SMB - Small and medium sized businesses

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Software as a Service Portfolio (SaaS)

SaaS Offerings

- Comprehensive Data Centre Management and Monitoring Suite
- Vulnerability Scanners (Assess computers, networks or applications for known weaknesses)
- Web Access Firewalls
- Virtual Private Network for secure connectivity

Proprietary Offerings

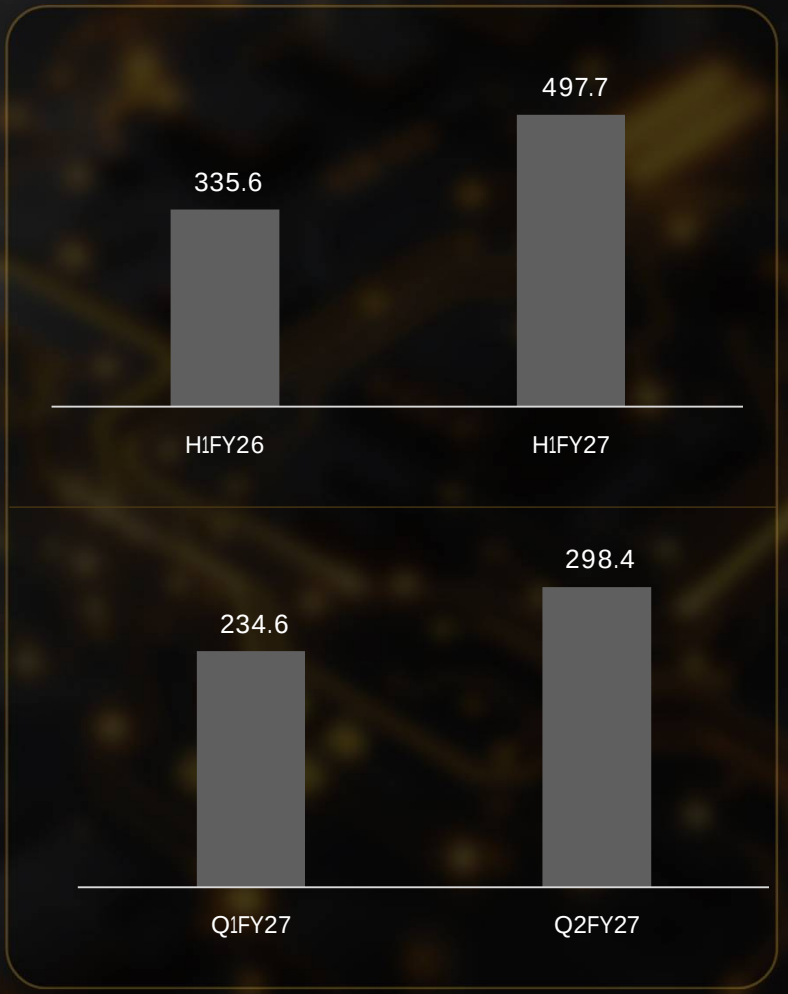
Provide inhouse & third party developed applications on a digital marketplace developed internally - “SPOCHUB”

Offer SWARAJ GPU Monitoring Tool, a unified, AI-powered GPU monitoring solution: gives real-time visibility into an organization’s GPU

G-SaaS (Collaborations with governmental and public sector organisations)

- Smart metering with a government energy service company
- E-governance project with certain Government ministries
- Smart city solutions - data hosted on our cloud platform
- Smart farming initiatives with government agriculture organisations
- Collaboration with STPI for managed services, SaaS and cloud platforms to government entities

SaaS Revenue (₹ Million)



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Leadership Team – (1/2) | Board Of Directors

Founder backed by experienced Board Of Directors from diverse domains...



Piyush Prakashchandra Somani

Promoter, Managing Director and Chairman

Piyush Prakashchandra Somani founded ESDS in 2005 and has over 20 years of experience in the Information Technology sector. He holds a bachelor's degree in engineering (electronics) from the University of Pune. He is primarily responsible for overseeing overall strategy and business development functions of ESDS



Sameer Suresh Redij (Additional Director (Executive) & Chief Business Officer)

Sameer Redij has over 14 years of experience in the field of IT and systems. Prior to joining ESDS, he worked with Twenty Twenty Media Private Limited, HCL Infinet Limited, IBM India Private Limited, Gartner India Research & Advisory Services Private Limited, and CtrlS Datacenters Limited



Thandankorai Ganapathy Dhandapani (Independent Director)

Thandankorai Ganapathy Dhandapani has over 38 years of experience in the information technology sector with prior experience as Chief Information Officer of Sundaram-Clayton Limited

Komal Piyush Somani

Promoter, Whole-time Director, Chief Marketing Officer and Chief Human Resources Officer

Komal Piyush Somani has been associated with ESDS since September 1, 2012 and has over 13 years of experience in the information technology sector. She has received several awards and recognitions, including the Most Innovative Woman of the Year - 2018 at the 2nd She Leads Summit and Awards, 2018, was ranked amongst the 50 Most innovative HR Technology Leaders 2017, and amongst the 25 Most Innovative HR Tech Leaders - 2016 at the Asia Pacific HRM Congress





Pamela Kumar (Independent Director)

Pamela Kumar has over 18 years of experience in the field of systems and technology, with previous roles at AT&T Information Systems, Texas Instruments (India) Limited, and IBM India Private Limited



Venkatesh Natarajan (Independent Director)

Venkatesh Natarajan has over 24 years of experience in information management services. He was previously associated with Ashok Leyland Limited as the President - Ashok Leyland Information Management Services

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Leadership Team – (2/2) | Management Team

...supported by experienced managerial personnel with know-how of the industry

Board of Directors

Piyush Prakashchandra Somani
(Promoter, Managing Director and Chairman)



Nadukuru Sita Ramaiah
(Chief Financial Officer)

Nadukuru Sita Ramaiah has an experience of more than 28 years in the field of finance. He joined ESDS on October 31, 2022. Prior to ESDS, he has worked with ZF India Technology Center as the Finance Head. He was a director on the board of Microsemi India Private Limited



Gaurav Sanjay Godse
(Chief Artificial Intelligence Officer)

Gaurav Sanjay Godse has over 10 years of experience in information technology and systems with our Company and was previously associated as a junior presales engineer. He leads formulation and execution of the Company's artificial intelligence strategy



Sushil Kadu
(Chief Product Officer)

Sushil Kadu has over 20 years of experience in enterprise technology, cloud infrastructure, artificial intelligence and digital transformation. He leads the execution of the Company's product strategy and innovation for next-generation cloud and AI-powered enterprise platforms.



Ashok Pomnar
(Senior Vice President)

Ashok Pomnar has an experience of over 19 years in information technology sector. He has been associated with ESDS since December 8, 2005



Prasad Deochand Deokar
(Company Secretary and Compliance Officer)

Prasad Deochand Deokar has over 10 years of experience in secretarial compliance and was previously associated with Ashoka Buildcon Limited and Voltaire Leasing & Finance Limited. He is responsible for legal and secretarial functions

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02

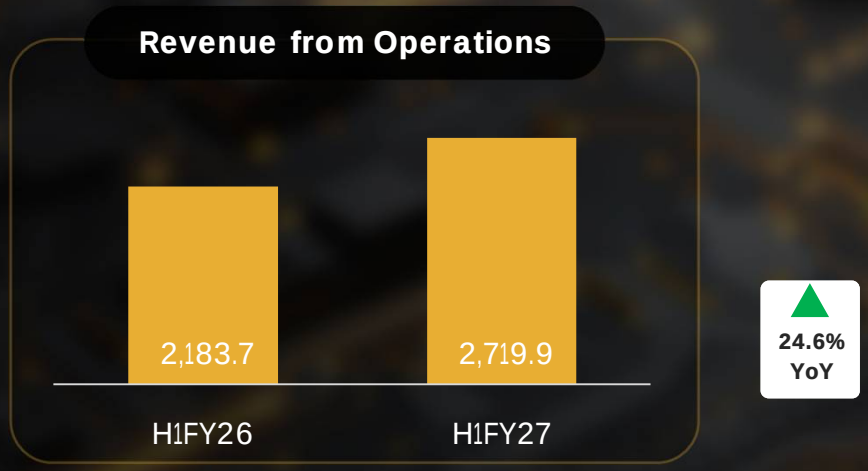
FINANCIAL PERFORMANCE

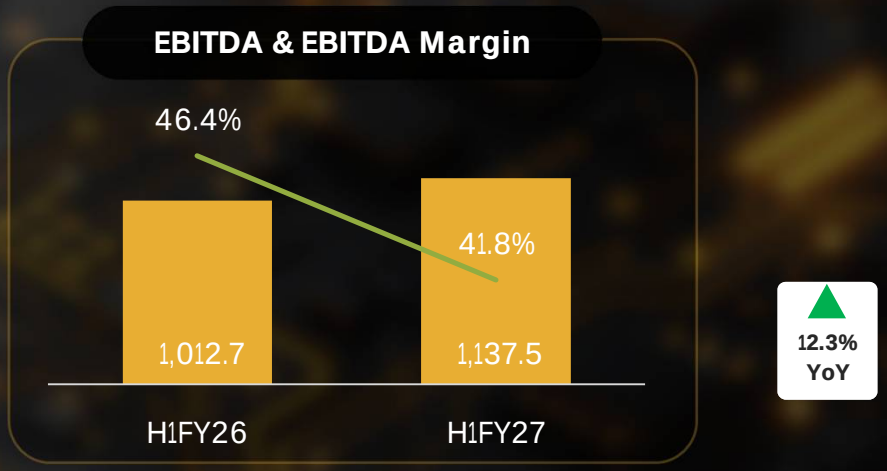


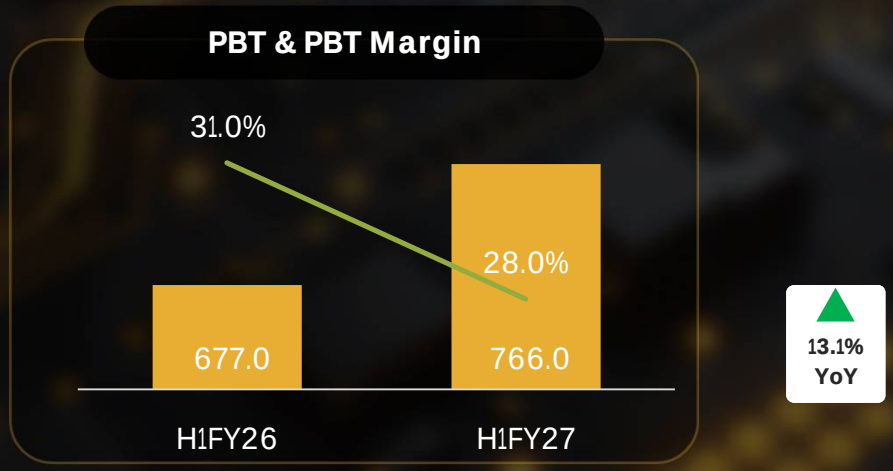
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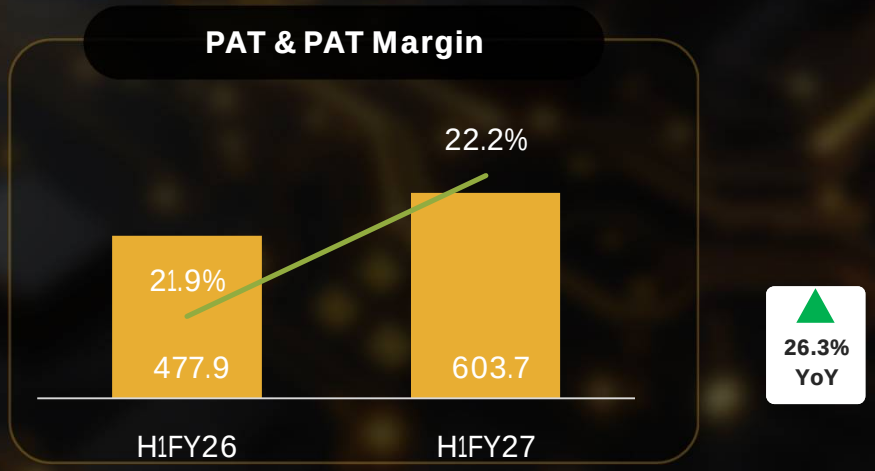
Financial Performance – H1FY27

₹ million







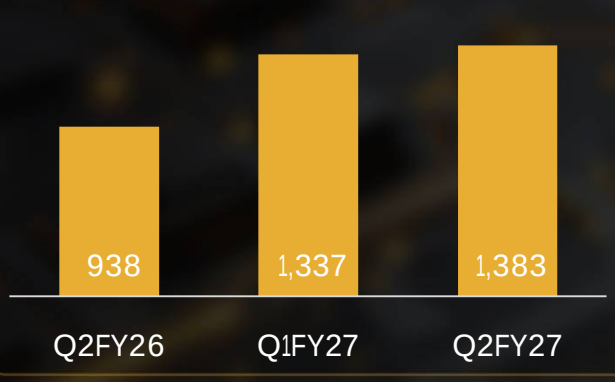


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Financial Performance – Q2FY27

₹ million

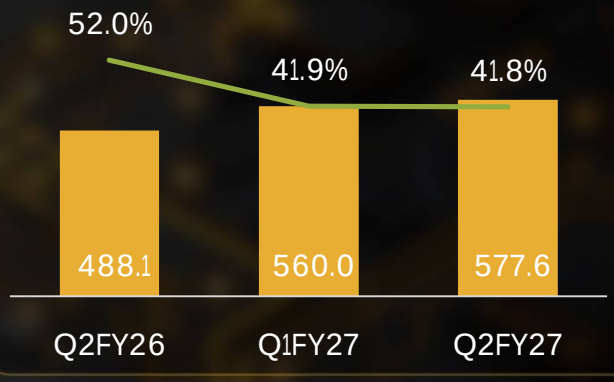
Revenue from Operations



47.51% YoY

3.50% QoQ

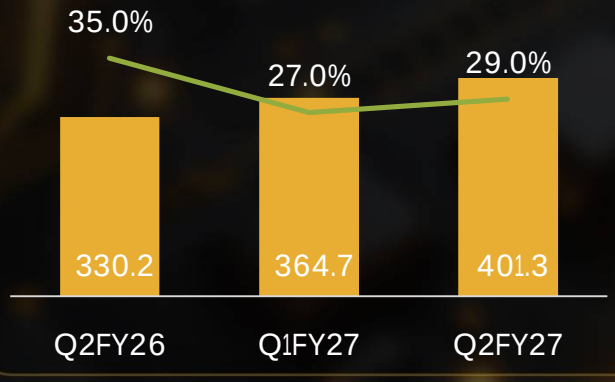
EBITDA & EBITDA Margin



18.33 % YoY

3.14% QoQ

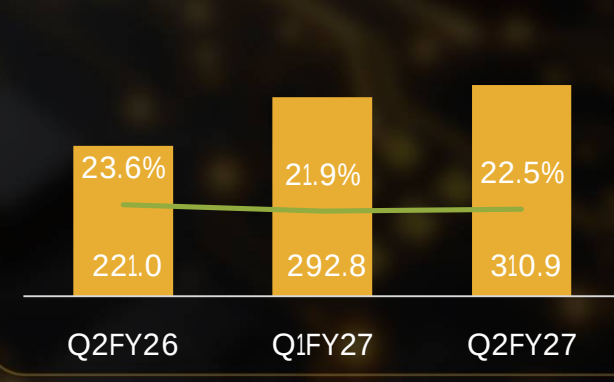
PBT & PBT Margin



21.51% YoY

9.86% QoQ

PAT & PAT Margin



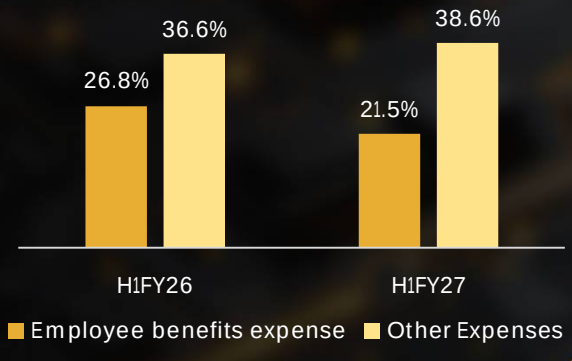
40.70 % YoY

6.20% QoQ

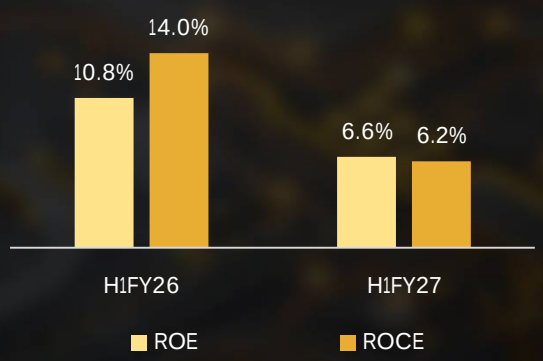
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Key Metrics – H1FY27

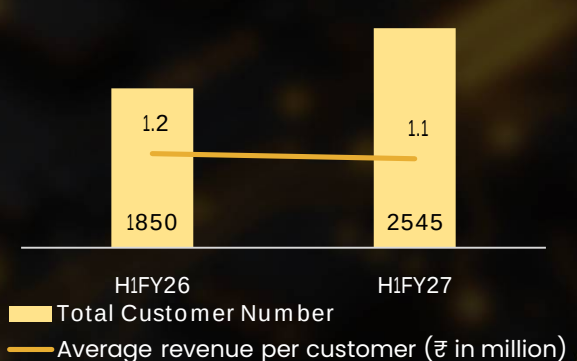
Expenses as % of Revenue from operations



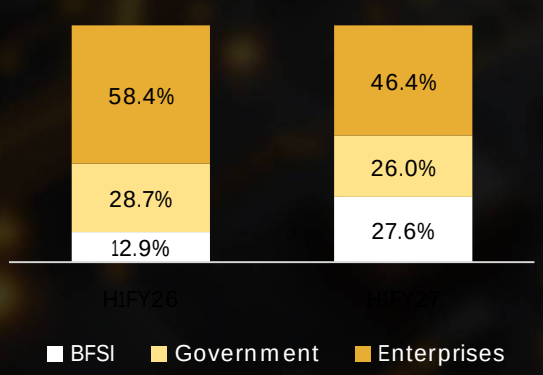
Return Ratios*



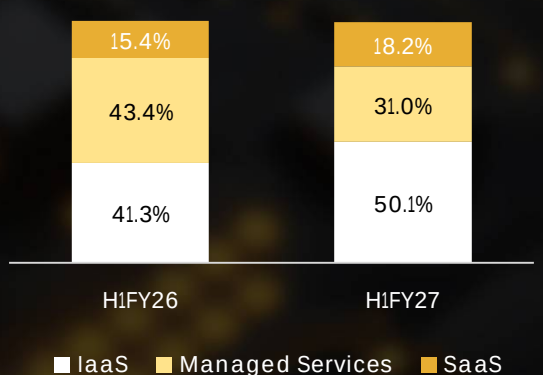
Customers Metrics



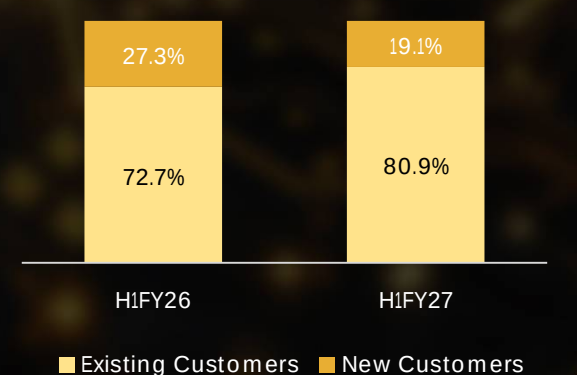
Revenue by Customer Industry



Revenue by Service Lines



Revenue by customer tenure

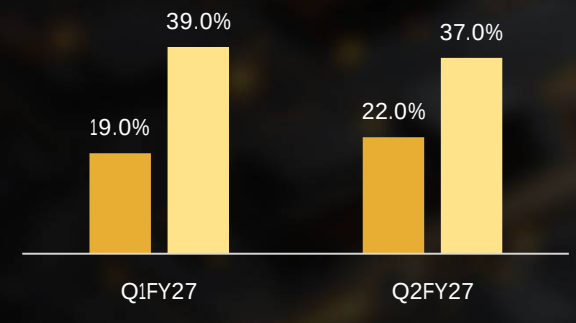


*Not annualized for quarter ended September 30,2026

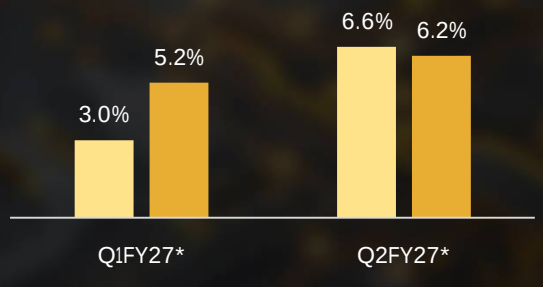
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Key Metrics – Q2FY27

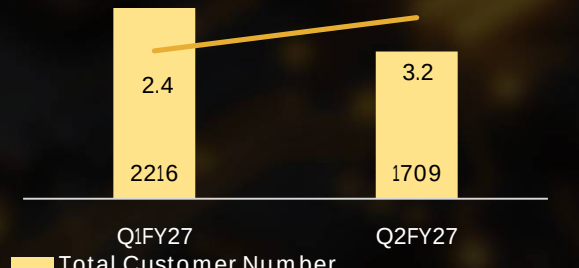
Expenses as % of Revenue from operations



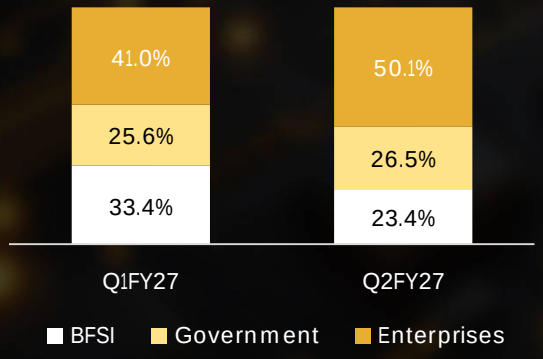
Return Ratios*



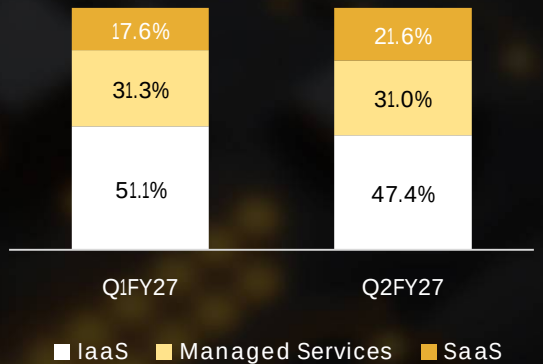
Customers Metrics



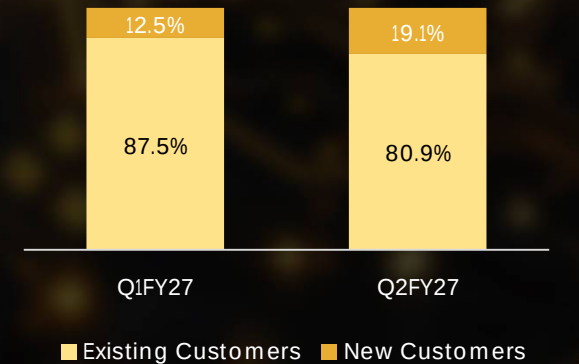
Revenue by Customer Industry



Revenue by Service Lines



Revenue by customer tenure



*Not annualized for quarter ended September 30,2026

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Financial Parameters

Particulars (₹ in million)	Q2 FY27	Q1 FY27	QoQ Growth	Q2 FY26	YoY Growth	H1 FY27	H1 FY26	YoY Growth
Revenue from Operations	1,383.4	1,336.6	3.5%	937.8	47.5%	2,719.9	2,183.7	24.6%
Other Income	53.1	15.1	250.9%	24.7	115.0%	68.3	36.1	89.4%
Total Revenue	**1,436.5**	**1,351.7**	**6.3%**	**962.5**	**49.2%**	**2,788.2**	**2,219.7**	**25.6%**
EBITDA	577.6	560.0	3.1%	488.08	18.3%	1,137.5	1,012.7	12.3%
EBITDA Margin (%)	41.8%	41.9%	(0.15 bps)	52.0%	(1029 bps)	41.8%	46.4%	(456 bps)
PAT	310.9	292.8	6.2%	221.0	40.7%	603.7	477.9	26.3%
PAT Margin (%)	22.5%	21.9%	0.58bps	23.6%	(108 bps)	22.2%	21.9%	31bps
EPS (₹) - Diluted	2.77	2.85	(2.8%)	2.16	28.2%	5.38	4.67	15.2%
Days Sales Outstanding (DSO)	82	87		81.0		81	69	
Debt-to-Equity Ratio (Times)	0.0	0.1		0.1		0.0	0.1	
Debt Service Coverage Ratio (Times)	6.7	1.5		6.2		6.7	6.2	
Number of Data Centres	5	5		5		5	5	

*Not annualized for quarter ended September 30,2026

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Consolidated Profit and Loss

Particulars (₹ in million)	Q2FY27	Q1FY27	Q2FY26	Q-o-Q (%)	Y-o-Y(%)	H1FY27	H1FY26	Y-o-Y(%)
Revenue from operations	1,383.4	1,336.6	937.8	3.5%	47.5%	2,719.9	2,183.7	24.6%
Other income	53.1	15.1	24.7	250.9%	115.0%	68.3	36.1	89.4%
Total income	**1,436.5**	**1,351.7**	**962.5**	**6.3%**	**49.2%**	**2,788.2**	**2,219.7**	**25.6%**
Expenses								
Employee benefit expenses	298.0	251.6	269.9	18.4%	10.4%	549.6	506.8	8.4%
Finance costs	33.3	25.7	28.1	29.5%	26.9%	59.0	63.9	-7.7%
Depreciation and amortisation expenses	196.1	184.8	154.5	6.1%	18.5%	380.9	307.9	23.7%
Other expenses	507.8	525.0	179.9	-3.3%	182.3%	1,032.8	664.2	55.5%
Total expenses	**1,035.2**	**987.0**	**632.3**	**4.9%**	**63.8%**	**2,022.3**	**1,542.7**	**31.1%**
Profit / (loss) before exceptional items	**401.3**	**364.7**	**330.2**	**10.0%**	**21.6%**	**766.0**	**677.0**	**13.1%**
Exceptional Items	-	-	-	-	-	-	-	
Profit / (loss) before tax	**401.3**	**364.7**	**330.2**	**10.0%**	**21.6%**	**766.0**	**677.0**	**13.1%**
Income tax expense								
Current tax	100.0	106.6	126.8	-6.2%	-21.2%	206.6	208.7	-1.0%
Prior year taxes payable/(credit)	-	-	-			-	-	
Deferred tax payable/(credit)	-9.6	-34.7	-17.6	72.3%	45.5%	-44.3	-9.6	363.8%
Total income tax expense	**90.4**	**71.9**	**109.2**	**25.7%**	**-17.1%**	**162.3**	**199.2**	**-18.5%**
Profit / (loss) for the period / year	**310.9**	**292.8**	**221.0**	**6.18%**	**40.68%**	**603.7**	**477.85**	**26.3%**

Note: IPO expense of ₹23.4 million related to marketing and advertising is debited to expenses in Q2. If the same were not incurred, the profit before tax would have been ₹ 789.4 million for H1FY27 and ₹ 424.7 million for Q2FY27. Subsequently, EBIDTA for H1FY27 would have been ₹ 1,161.0 million and Q2FY27 would have been ₹ 601.0 million.

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03

INVESTMENT RATIONALE AND GROWTH STRATEGIES

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1 Leading player offering end-to-end cloud, managed services, Data Centre infrastructure and software solutions in India



Early adopters of cloud technology in India; Nashik Data Centre (2010); SWARAJ Cloud[1] (2011)



One of the only two players in India offering the entire spectrum of GPUaaS, cloud, managed services, data centre infrastructure and software solutions in India



Community clouds: As at June 30, 2026, we had 115 BFSI customers, 113 enterprise customers and supporting digital transformation initiatives of government customers including Smart Meters, Public Distribution System, Pradhan Mantri Swanidhi etc.



Integrated IaaS, SaaS, managed services to ensure operational continuity, compliance, and cost efficiency

Customer Relationship Case Studies

Segment	BFSI	Government	Enterprise
Client Type	Maharashtra-based Co-op Bank	Regulatory Body under the Ministry of Finance	Enterprise Client
Engagement Timeline	**2013** Managed Services **2021** SOC SIEM **2022** Famrut Platform (SaaS) **2024** Annual maintenance contract for non-IT equipments	**2018** Managed Services **2022** IaaS + Security Operations Centre	**2021** IaaS + Managed Services **2023** Managed Network Services

Integrated offerings enable clients to seamlessly navigate their cloud transformation journey

Sources: Nexdigm Report; Note: [1] launched as eNLight Cloud and rebranded as SWARAJ Cloud

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2 Comprehensive Security-as-a-Service (SECaaS) Framework

Robust security and proactive threat management

Comprehensive SOC

Enables businesses to actively monitors and mitigates cyber threats, ensuring operational resilience and regulatory compliance

SIEM Programs

Onboarded across more than ***7,175*** devices as at June 30, 2026, analyzing more than ***5,143*** security alerts across more than ***123*** customers

Critical Advisory and Incident Mitigation

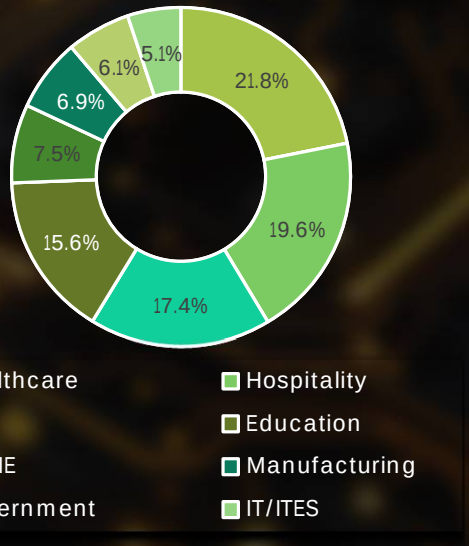
SIEM team investigated more than ***3,163*** critical incidents and issued ***130*** security advisories to mitigate evolving threats in the period from January 1, 2026 to June 30, 2026

Cybersecurity services

More than ***123*** Customers, securing more than ***5,000*** devices; identified and assessed more than ***20,000*** vulnerabilities in the period from January 1, 2026 to June 30, 2026

India faced *approximately* ***369*** million malware attacks at a rate an average of ***702*** detections per minute in 2024

Industry Wise Malware Attacks in India, 2024 (%)



ESDS continues to support businesses in achieving robust security and compliance objectives through end-to-end services

Sources: Nexdigm Report, Data Security Counsel of India; Data as on June 30, 2026, unless specified; Note: SOC-Security Operations Centre, SIEM-Security Information and Event Management

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3 Long-term relationships with well-established banks and other businesses

Total Customers

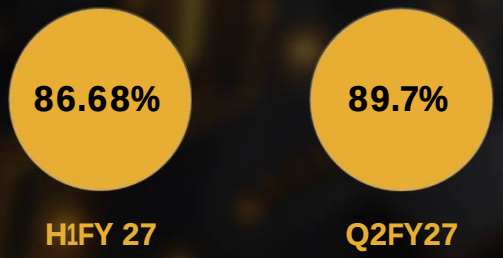


Average Revenue per Customer

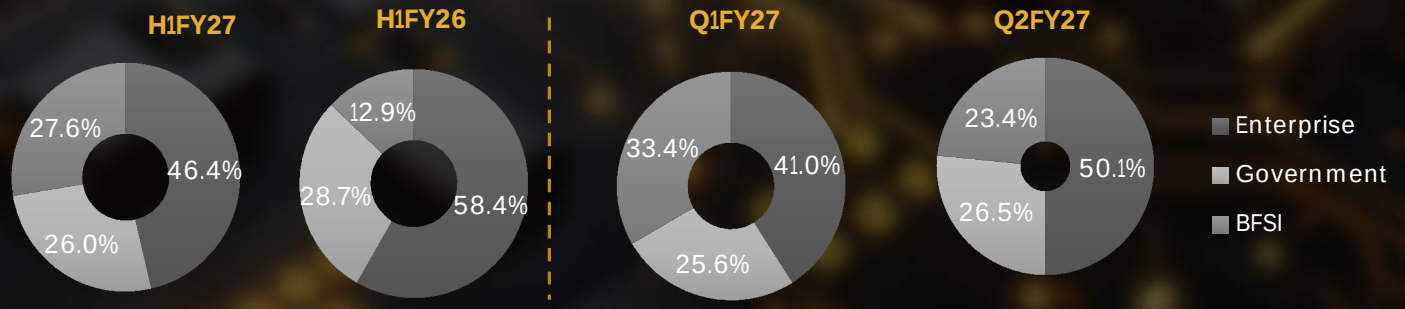


Please note the average revenue for H1 FY 27 is not annualized

Revenue Retention Rate %



Revenue by customer industry as a percentage of revenue from operations



As a result of the diversified product offering and clientele, ESDS is able to cater to a wide range of industries

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4 Strong Government Partnerships and Policy Advocacy

The Digital Personal Data Protection Act, 2023 recognizes individual data rights while enabling lawful processing

+

RBI mandates local data storage for all BFSI payment data except in the case of certain banks & transactions

=

Indian Data Centre providers are well-positioned to benefit from this regulatory push, offering secure, compliant, and scalable solutions for enterprises navigating localization mandates

1 STPI Collaboration



STPI has six tier-3 compliant data centres in 6 major cities, as show in the figure on the left[3], with three run by us

Key benefits of the partnership

- Asset-light Data Centre model
- Rapid scalability
- Minimal capital investment
- Meets the growing demands of Tier II and Tier III cities for data centre services

2 MeitY STQC Empanelment

ESDS is a MeitY[1] STQC[2]-audited and empanelled cloud service provider

Certified to offer

- Public cloud services
- Virtual private cloud services
- Government community cloud solutions

The Government-led Mudra Yojana scheme is hosted on ESDS's Government Community Cloud, which has sanctioned over ₹ 3,217 billion in loans, benefiting 60+ million Indians

Sources: Nexdigm Report, [1] Ministry of Electronics and Information Technology; [2] Standardisation Testing and Quality Certification [3] Map not to scale

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5 AI-driven innovations and patented technology

As early as 2011, ESDS offered its first “Made In India” cloud

In-House R&D

1. ESDS has an R&D team strength of 91 members as at June 30, 2026
2. Developed several products (such as SWARAJ Cloud, SWARAJ WAF, SWARAJ Web VPN, SWARAJ IoT And SWARAJ Meet) to complement the Data Centre and cloud business

Fully Managed GPUaaS

1. Design consultancy for captive GPU environments, GPU infrastructure supply, deployment and operations services, and dedicated managed GPUaaS service
2. Democratises access to large-scale GPU clusters and SuperPODs

Key technologies under development

1. Liquid Cooling and Active Thermal Management for Data Centres
2. Energy Efficiency Projects
3. System Integration
4. Autonomous Cloud Platform
5. CyberShield AI – AI-Powered Cybersecurity Defense
6. Autonomous Hiring Platform

ESDS has patented the auto scaling technology across geographies

hold commercial patents for our **SWARAJ** vertical auto scalable cloud technology, which is technically and commercially beneficial when operating a large volume of virtual machines in a cloud environment and supports a more optimal capacity utilisation



2015
US Patent



2022
India Patent

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Other Strengths:

6 Transparent and flexible customized billing system

Pay-per-consumption
Billed for actual consumed resources

Pay-per-transaction
Billed per successful transaction

Pay-per-branch
Fixed amount per month per branch

Custom consumption metrics and Business KPIs
Billed based on agreed usage-based metrics

Businesses prefer the above predictable cost models

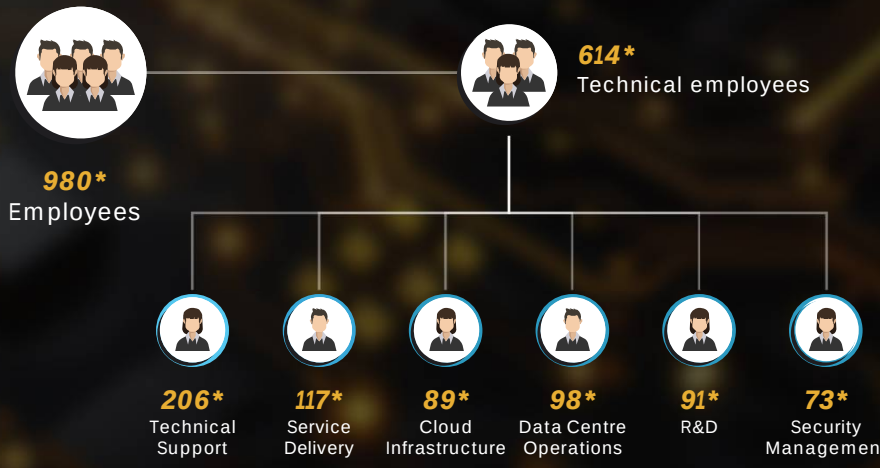
We believe that such varied billing models have supported our customer retention, scaling of operations and cross sell and upsell of services

7 Strength and experience of our Directors, Key Managerial Personnel and Senior Management

Diverse blend of domain expertise, technological proficiency, product innovation, and regulatory acumen

Intellectual depth enables us to anticipate market trends, drive innovation, and deliver robust, scalable, and secure solutions

Committed to attracting, nurturing, and retaining top talent to continuously enhance our competitive edge



Sources: Nexdigm Report, *As at June 30, 2026

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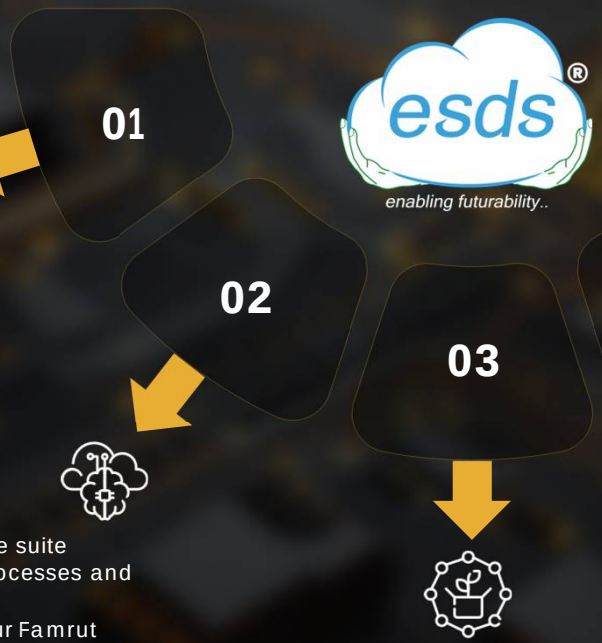
Key Strategies

Key pillars across infrastructure, AI-driven solutions, collaboration, brand leadership & sustainability driving growth

Focus on enhancing infrastructure, driving AI innovation, and committing to sustainability

- Scale Data Centre resources
- Upgrade end-of-life systems
- Adopt next-gen infrastructure
- AI/ML driven automation and service enhancement
- Data sovereignty and ESG commitments (such as green data centre strategies)







Sustainable and efficient operations

- Transitioning towards 100% renewable energy in four years
- Leveraging government policies that promote green initiatives
- Sourcing an increasing component of power consumption from solar power

Continue to scale our AI-driven solutions

- AI-enabled agents service suite supporting healthcare processes and operations
- Smart farming through our Famrut farmers' advisory portal
- Cloud automation allowing self-service and solution generation capability
- Utilising Artificial Intelligence for IT Operations (AIOps) and Agentic AIs to improve operational efficiency and enhance customer experience

Enhance collaboration with our government and business partners

- Collaborating with STPI, business collaboration partners, and independent software vendors
- Scaling our presence in public sector projects
- Collaborating on smart city and metering projects



Continue to Strengthen our Brand Leadership

Strengthening brand leadership via:

- Thought leadership events, workshops and educational content
- Participation in advocacy organizations
- Targeted marketing campaigns

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AI: A Strategic Advantage for ESDS

Patented Technology

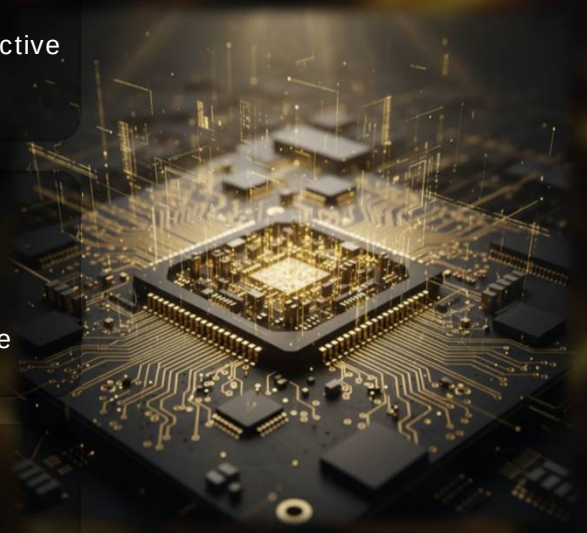
- Only company in India holding a patent for vertical auto-scaling
- This technology enables dynamic resource allocation for cost-effective and efficient cloud performance

AI-Driven Solutions

- Cloud automation
- Famrut farmers' advisory portal which aims to assist in improving yields and farmer revenue
- Artificial Intelligence for IT Operations (AIOps) and Agentic AIs solve complex problems with minimal human intervention

Strategic Expansion

- Infrastructure Expansion and Optimization
- AI/ML-Driven Automation and Service Enhancement
- Data Sovereignty and ESG Commitments



Sources: Nexdigm Report

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Abbreviations / Glossary

- Earnings before interest, tax, depreciation and amortization (EBITDA) is calculated as Profit /(loss) before exceptional items plus depreciation and amortization expense plus finance costs minus other income
- EBITDA margin (in %) is calculated as EBITDA for the relevant year divided by Revenue from operations
- PAT margin (in %) is calculated as PAT divided by revenue from operations for the relevant year.
- Days Sales Outstanding (DSO) is calculated by dividing trade receivables at the end of the year by revenue from operations for the relevant year multiplied by total number of days in the relevant year.
- Debt-to-Equity Ratio is calculated by dividing non-current and current borrowings by total equity at the end of the relevant year.
- Debt Service Coverage Ratio is calculated by dividing EBITDA by current borrowings.
- Return on equity (ROE) is calculated by dividing profit/(loss) for the relevant year by average total equity, where average total equity is calculated as average of total equity at the end of current year & at the end of previous year
- Return on capital employed (ROCE) is calculated by dividing profit /(loss) before exceptional items plus finance cost for the relevant year by average capital employed, where average capital employed is calculated as the average of capital employed at the end of current year and at the end of previous year.
- Capital Employed is calculated as the sum of total equity, current borrowings, non-current borrowings and deferred tax liability at the end of relevant year.
- Average revenue per customer is calculated as Revenue from operations for the relevant year divided by total number of customers at the end of the relevant year.
- **Revenue by customer tenure (in %):**
  - Existing Customers: Revenue from operations from existing customers as a percentage of revenue from operations for the relevant year. Existing customers are entities that have engaged in previous years with a company's products or services and continue to maintain an active business relationship in current year.
  - New Customers: Revenue from operations from new customers as a percentage of revenue from operations for the relevant year. New customers are entities that have engaged in current year with a company's products or services for the first time.
- **Revenue customer industry (in %):** Revenue from operations from customers in the following sectors as a percentage of revenue from operations for the relevant year.
  - BFSI refers to clients operating in the Banking, Financial Services, and Insurance (BFSI) sector, including banks, non-banking financial companies (NBFCs), insurance firms, investment firms, and fintech companies.
  - Government customers refer to public sector entities, including central, state, and local government departments, public sector undertakings (PSUs), government agencies, and institutions that procure products or services for administrative, infrastructure, or public service purposes.
  - Enterprise customers refer to customers other than BFSI and Government customers
- **Revenue by service lines (in %):** Revenue from operations from following segments as a percentage of revenue from operations for the relevant year.
  - IaaS (Infrastructure as a Service) revenue refers to the revenue generated from providing cloud-based computing resources, including servers, storage, and networking, on a subscription or pay-per-use basis and colocation income.
  - Managed Services revenue refers to the revenue generated from providing ongoing IT infrastructure, cloud, security, and operational support under a subscription or contract-based model.
  - SaaS (Software as a Service) revenue refers to the revenue generated from providing cloud-based software applications on a subscription or pay-per-use basis.

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Thank You

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