

Robosoft Technologies Private Limited – Share Acquisition

Supplementary Material



August 10, 2021

1. Strengths of Robosoft

One-stop shop for Digital Transformation solutions with Design Thinking, UI/UX, Engineering & Analytics capabilities provided to Enterprises. High revenue growth and high profit margins driven by an efficient offshore delivery center

- Full Service Digital Experience Offering led by design thinking workshops and expertise in UI/UX design (“Trusted partner of Apple for over two decades”; has won multiple awards and accolades)
 - Strong technical capabilities across front-end, middle and back-end and analytics
- Agile and highly mature offshore delivery model
 - 3 offshore delivery centers in India (HQ Udipi, Mumbai, Bengaluru)
- Track record of Digital Transformation support for global companies in Media, BFSI and Retail/EC
 - High overseas sales ratio (US: c.45%, Japan c.24%)
 - Revenue growth (YoY +89%), EBITDA growth (YoY +165%), EBITDA margin (40%)

Awards and Accolades



DesignRush.com
Top UX/UI Design Partner

Apple App Store
BEST OF 2017

Apple AppStore Best of 2017 for Paytm and Viacom Voot



Softwareworld.co
Top 20 App Developers



Amazon AWS Mobile App Development
Company of the Year 2017

Technology Partners



- iOS Dev
- Mac Products



Microsoft

- Analytics
- Azure
- IoT



- Android
- Google Cloud



- Cloud



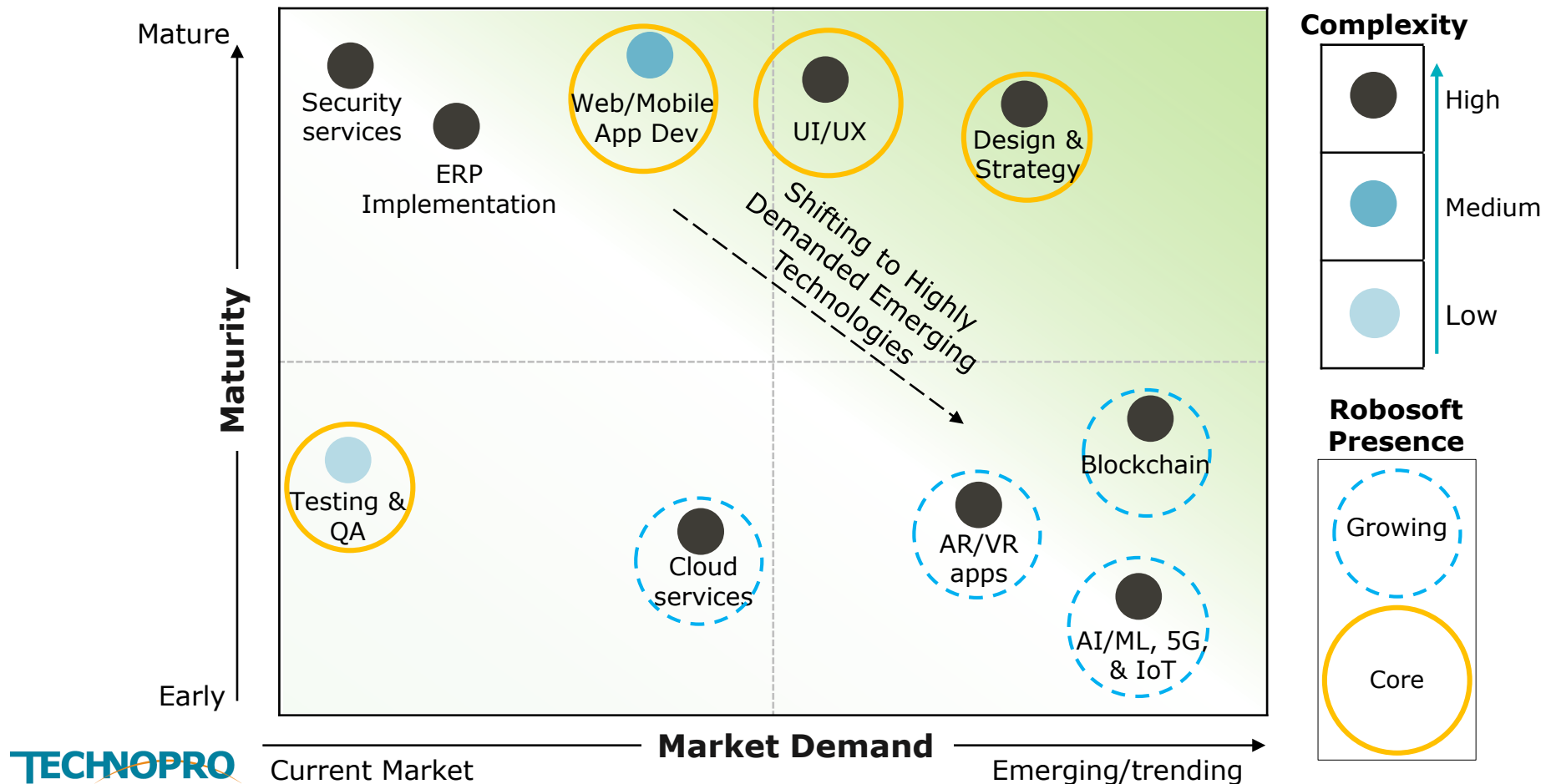
- Worklight Platform



- CMS

2. Technology Portfolio with UI/UX Design at Core (1/2)

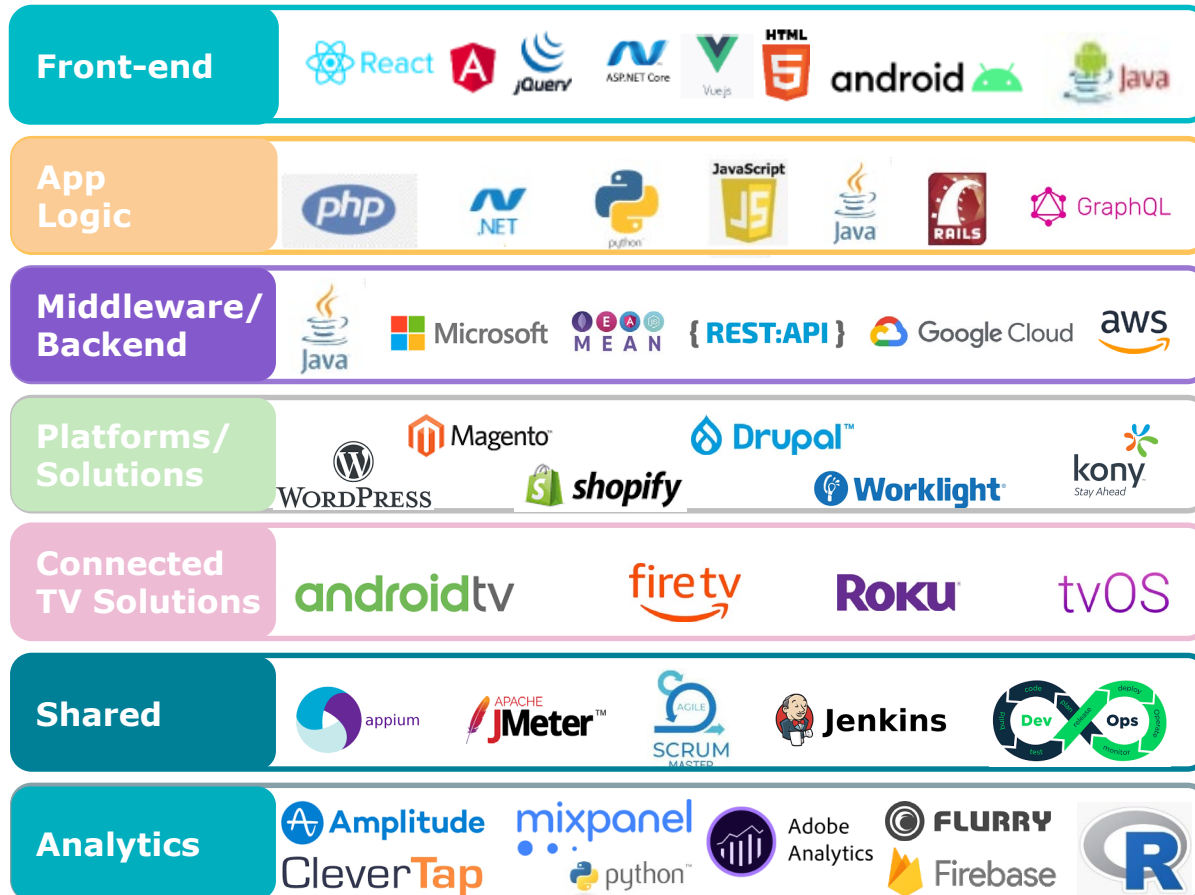
Digital advisory, Design Thinking, UI/UX design expertise and Direct to Consumer (D2C) & Enterprise applications on various platforms such as web, mobile, wearables, TV, Voice as a foothold, expanding business portfolio to emerging tech in high demand



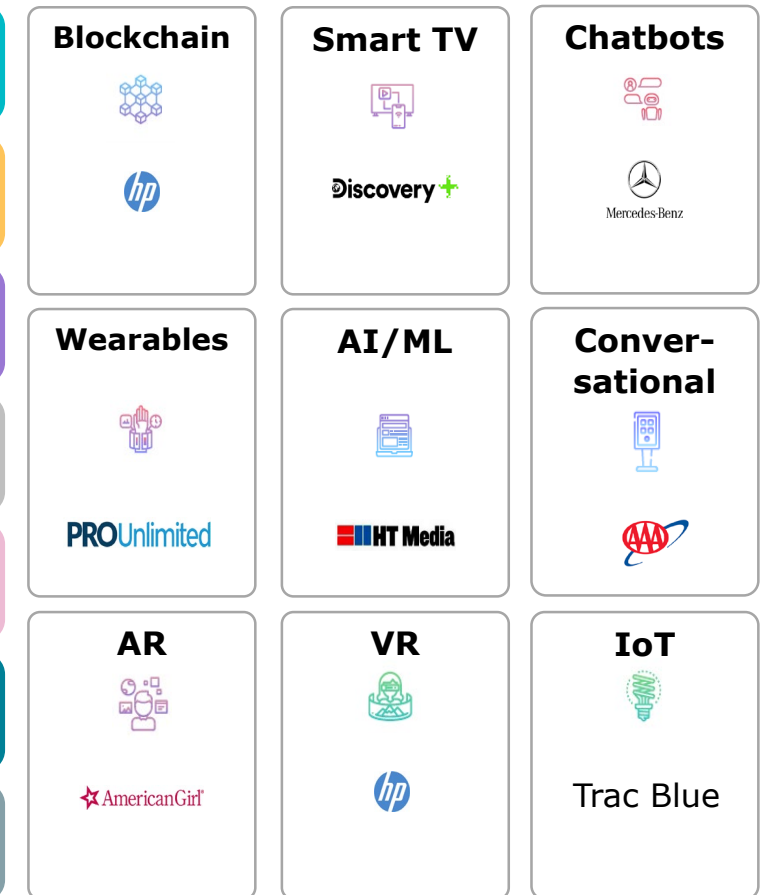
2. Technology Portfolio with UI/UX Design at Core (2/2)

Robosoft has a full stack technology offering across Front end/Mid end and Backend with experience in advanced cutting-edge technologies

Expertise across Technology Stack across Entire Value Chain



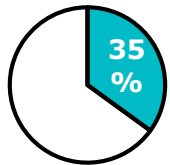
Experience in Advanced Technologies



3. DX Support for Media/BFSI/Retail Industries

Proven Track Record of Digital Transformation Support for MNCs In Media/BFSI/Retail and EC Industries

Media & Entertainment

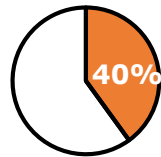


OTT Streaming

- iOS, Android, Web, Apple TV, Android TV, Fire-stick, Roku, LGTV, SamsungTV, MiTV
- Recommendation Engines, Advertisement Servers, Subscription renewals, CMS
- Streaming Architecture etc.



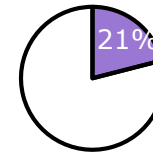
BFSI



- **Banks:** Mobile Banking, Digital Lending
- **Fintech:** PtoP Lending and Payments
- **Insurance:** Customer Onboarding, Lead Management, Video based claims
- **Asset Management:** Onboarding, KYC, Investor Portals etc.



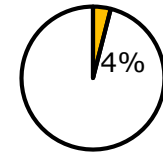
Retail/E-Commerce



- Home delivery Apps
- AR/VR based shopping experience
- Sale notifications using geo-proximity
- Intelligent-reco engines
- Cross-sell, Up sell
- Static/Video Advertisement
- Contactless shopping



Others

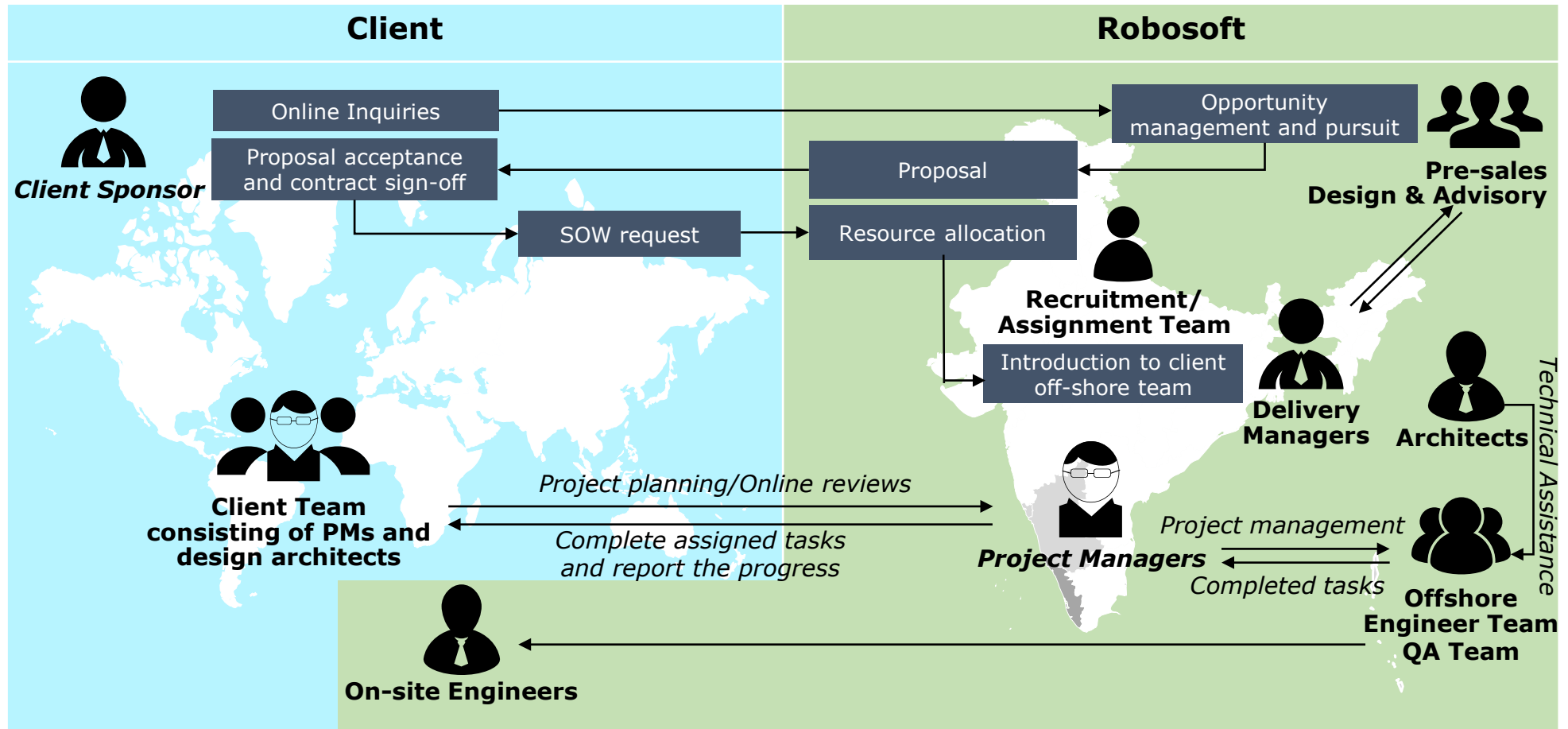


- Billing and order processing services provided for both Retail and Business consumers
- Complex sales quote engines & billing engines etc.



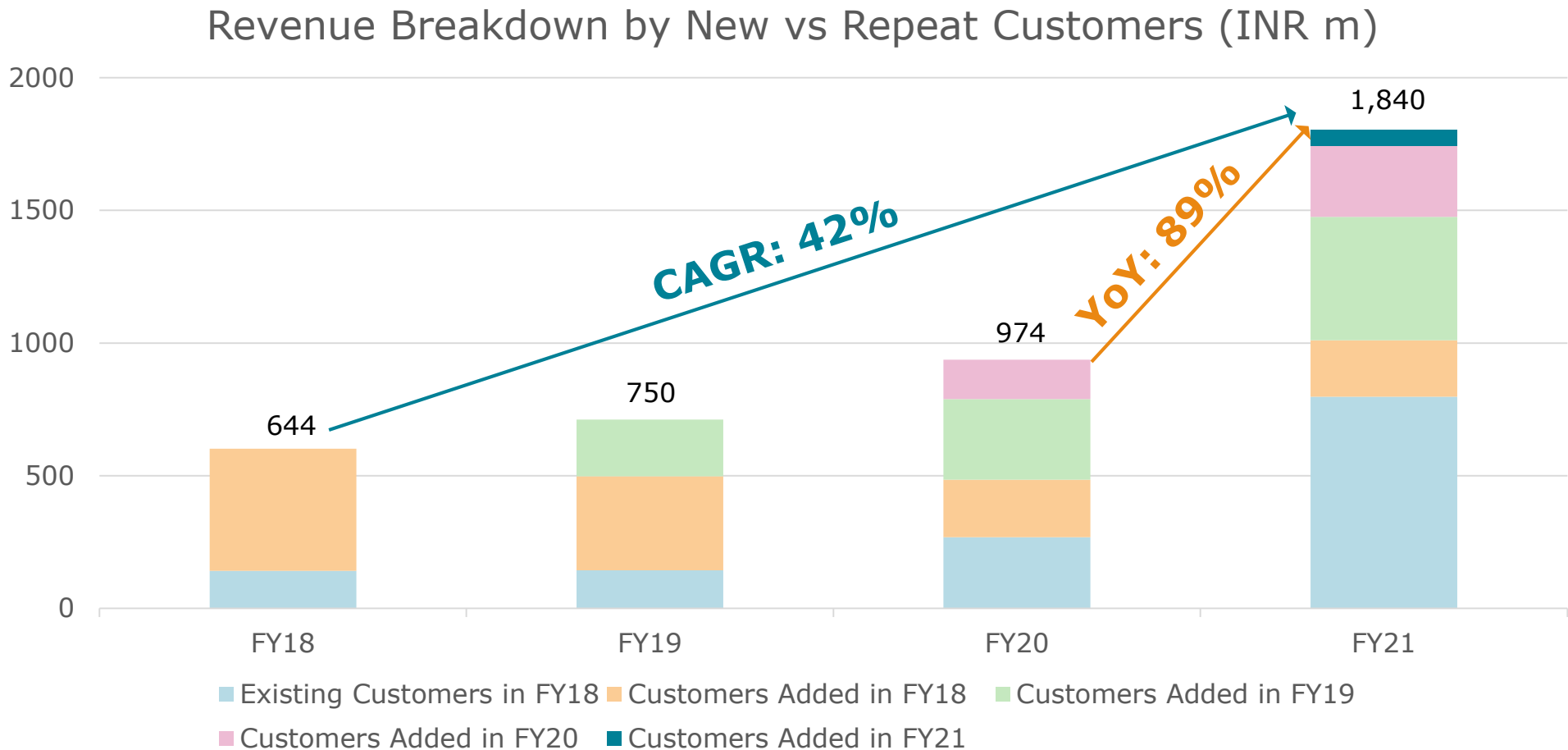
4. Agile and Highly Mature Offshore Delivery Model

Offshore delivery by highly mature & agile development method toward Clients in US/Europe/Japan (95% of 800+ engineers are working in India)



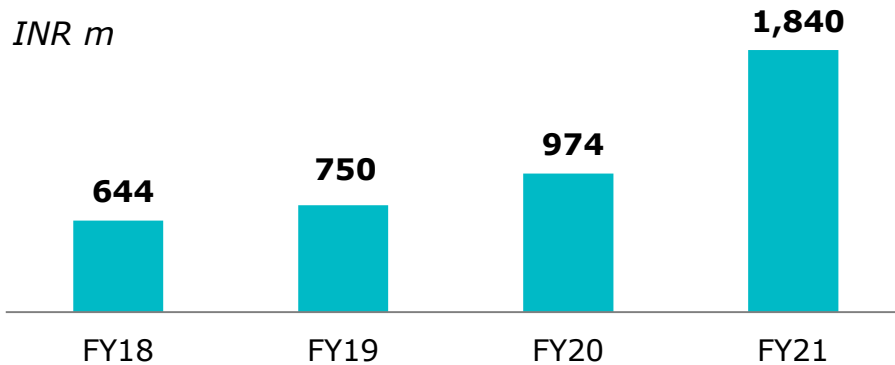
5. High Growth Rate Sustained by Repeat Business

High-quality delivery has led to repeat business from existing customers, which has resulted in high revenue growth rate even during the pandemic

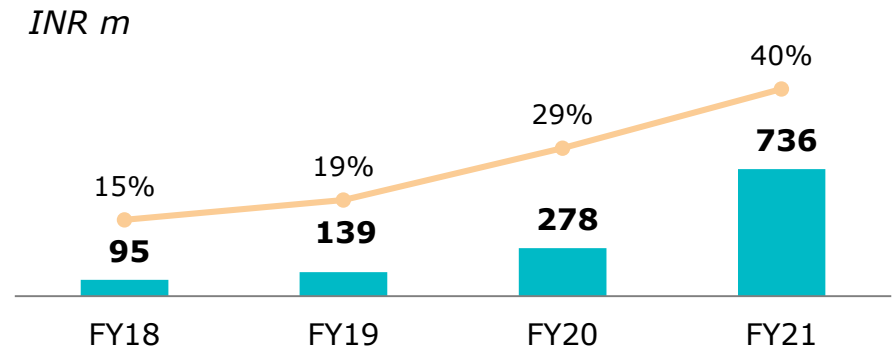


6. Trend of Sales/EBITDA/Sales by Region

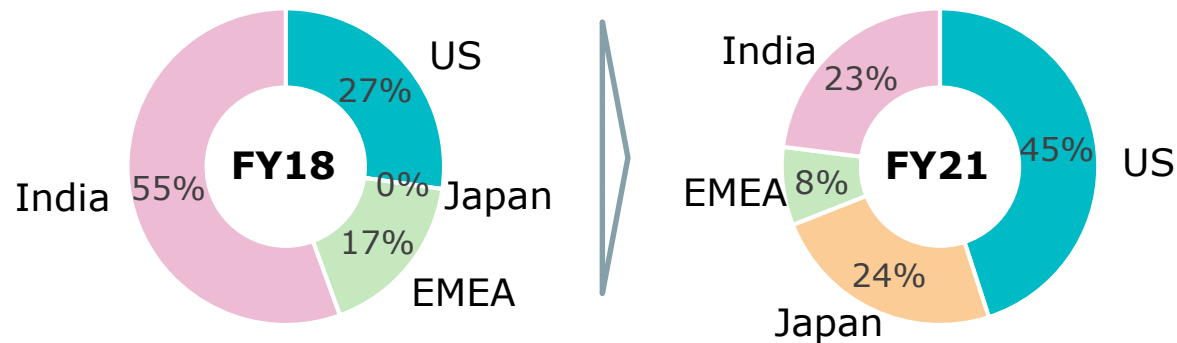
Sales Trend



EBITDA/EBITDA Margin Trend



Sales Trend by Region



7. TechnoPro x Robosoft

Strengths of Robosoft

- Expertise in Advisory and UI/UX Design
 - Strong technical capabilities across front-end, middle/back-end and analytics
- Agile and highly mature offshore delivery model
- Track Record of Digital Transformation – Media, BFSI & Retail/EC



Synergies with TechnoPro Group

- Hunting new clients in Japan – Media, BFSI & Retail/EC
- Cross-selling to TechnoPro's clients & solution development
 - Converging traditional technologies with digital
- Leveraging engineering talent in India

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