

April 01, 2026

To
The Listing Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
Maharashtra, India

To
The Listing Department
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai – 400051
Maharashtra, India

Scrip Code: **544617**
ISIN: **INE606N01019**

Scrip Symbol: **EXCELSOFT**

Subject: Intimation of Additional Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

This is with reference to the Company's earlier intimation dated February 08, 2026, wherein Excelsoft Technologies Limited had submitted the Investor Presentation for Q3 & 9M FY26 to be used in meetings with analysts and institutional investors.

Further to the above, the Company would like to inform that, in addition to the previously submitted investor presentation, the Company may also use the following presentation during interactions with analysts, investors and other stakeholders:

Title: "Why AI is a Growth Lever for Excelsoft, Not a Structural Threat"

This presentation shall be used along with the previously filed investor presentation for investor communications, analyst meetings, and stakeholder engagements.

Note: No unpublished price sensitive information pertaining to the Company is/shall be shared at any of the meetings with Analysts/Institutional Investors.

The above information is also available on the website of the Company at <https://www.excelsoftcorp.com/investors/>

Kindly take the above information on record.

Kuvempunagar, Mysuru

Nikhil Plaza, 1310 & 1333,
Gaganachumbi Double Rd,
Block K, G & H Block, Kuvempu Nagara,
Mysuru-570 023, Karnataka, India

Hyderabad

2nd floor, IMAGE Incubation centre,
Software Technology Parks of India,
Divyasree solitaire, Plot No. 14 & 15,
Software Units layout,HITEC City, Madhapur,
Hyderabad - 500081, Telangana, India

Noida

Plot no. A 42/6, Suite No.401,
4th Floor, Sector - 62,
Noida – 201301, Uttar Pradesh, India

Details as required to be disclosed as per BSE's Circular No. 20230714-34 dated July 14, 2023, and NSE's Circular No. NSE /CML/2023/57 dated July 14, 2023, are as under:

1	Date of occurrence of Event / Information:	April 01, 2026
2	Time of occurrence of Event/ Information:	12:19 (IST)

Thanking you,

For Excelsoft Technologies Limited,

(Formerly known as Excelsoft Technologies Private Limited)

S M Adithya Jain,
Company Secretary, Chief Compliance Officer and
Chief Investor Relations Officer
(ICSI Membership No.: A49042)
Place: Mysuru

Enclosed: Investor Presentation

📍 **Kuvempunagar, Mysuru**

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Why AI is a Growth Lever for Excelsoft, Not a Structural Threat

A recurring concern from investors and analysts is that AI will negatively affect software and IP-led businesses by reducing the cost of coding, accelerating feature replication, and weakening product differentiation. This concern may be valid for businesses built primarily on commoditized software development or shallow AI layers on top of third-party models.

It is not the right lens for Excelsoft.

Adarsh Sudhindra
Chief Innovation Officer

Context: The Investor Concern

A recurring concern from investors and analysts is that AI will negatively affect software and IP-led businesses by:

Reducing the Cost of Coding

AI tooling lowers the barrier to writing software, potentially commoditizing development work.

Accelerating Feature Replication

Competitors can more quickly replicate product features, compressing differentiation windows.

Weakening Product Differentiation

Shallow AI layers on top of third-party models may erode the uniqueness of software products.

- ❏ This concern may be valid for businesses built primarily on commoditized software development or shallow AI layers on top of third-party models. **It is not the right lens for Excelsoft.**

Core Position: Excelsoft Is Structurally Different

Excelsoft is structurally different from a typical IT company. Our value is not created by writing code alone. It is created at the intersection of:



Domain Depth



Workflow Ownership



Product IP



Trust



Governance



Execution Capability

...in the **education and assessment sector**. In this context, AI is not merely a disruptive force. It is a lever to strengthen our business by:

- Accelerating product development
- Improving engineering productivity and quality
- Enabling AI-first products and features
- Expanding our addressable opportunity set
- Strengthening our strategic relevance in a high-trust domain

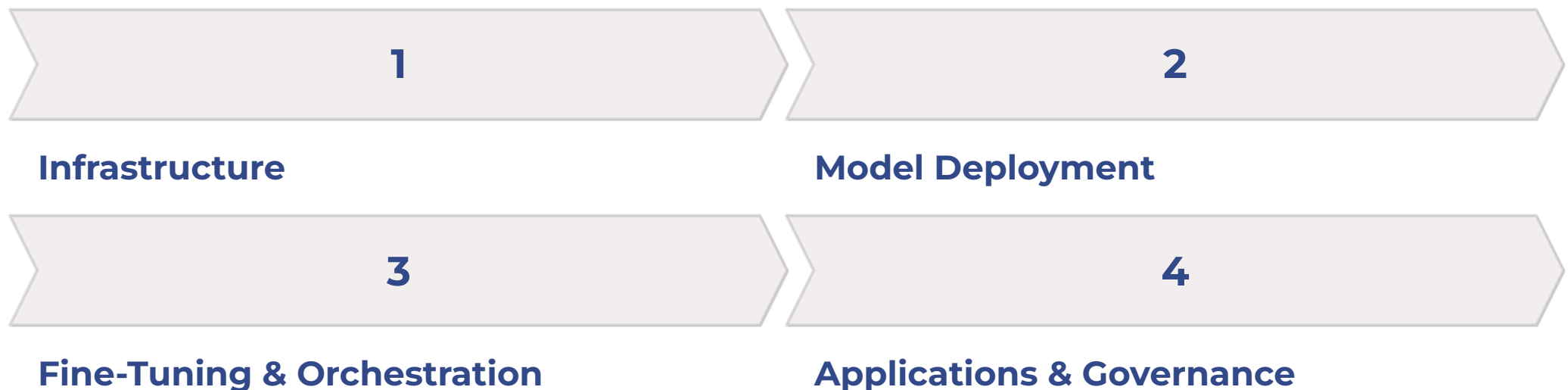
The Bottom Line

AI is more likely to **strengthen** Excelsoft's growth quality, margin profile, and strategic relevance than weaken its business model.

Why Excelsoft Is Different: A Full-Stack AI Approach

Unlike many companies that approached AI as a surface-layer feature opportunity, Excelsoft took a **full-stack AI approach**.

Over the past year, we invested in **NVIDIA A6000 GPUs** and built internal GPU infrastructure, giving us hands-on capability across:



This has enabled Excelsoft to move beyond simply consuming AI APIs and instead build **genuine internal capability** around AI systems.

The long-term winners in AI will not be those who only add AI features. They will be those who understand how to **build, deploy, govern, and operate AI responsibly** in real production environments.

Operating Evidence from 2025–26: AI in Action

Our AI strategy has already translated into measurable outcomes.

38

AI-First Ideas

Initiated in education and assessment

16

Prototypes Built

Fully functional prototypes developed

9

Customer Pilots

Successfully piloted with customers

4

Products Launched

Live in market

Products Launched

AI-levate App Suite

Saras Assessments in-a-Box

Saras SchoolAI

CareerSPARC

Internal AI Adoption & Engineering Impact

Internal Enablement

Excelsoft GPT enabled for **1,112 employees** on our own GPU hardware.

AI tools enabled across the SDLC and wider organisation, including:

- Cursor
- Lovable
- Figma
- ElevenLabs

Engineering Impact

- Millions of lines of code reduced through AI-assisted optimisation
- Database footprint reduced by over **60%**
- Significant simplification through schema redesign, elimination of redundancy, and reduction of hundreds of tables and stored procedures

These are important indicators of both **operating leverage** and **future margin improvement potential**.

Strategic Implications: Revenue Growth

AI should be viewed not as a threat to Excelsoft's business model, but as an **enabler of stronger economics and broader growth**.

On the **revenue side**, AI allows Excelsoft to:



Enhance Existing Products

Enhance existing products with meaningful AI capabilities



Build New AI-First Offerings

Build new AI-first offerings that open new revenue streams



Support Customer AI Workloads

Support customer AI workloads on dedicated infrastructure



Expand into Adjacent Areas

Expand into adjacent areas such as edge AI

Strategic Implications: Cost & Delivery Efficiency

On the **cost and delivery side**, AI allows Excelsoft to:



Reduce Development Effort

AI-assisted tooling compresses the time and resources required to build and ship software.



Improve Speed-to-Market

Faster iteration cycles mean products and features reach customers sooner.



Improve Engineering Consistency and Quality

AI-assisted code review and generation raises the baseline quality of output.



Lower Technical Debt and Simplify Architecture

Systematic AI-assisted refactoring reduces legacy complexity and future maintenance burden.

 In other words, **AI improves both growth potential and operating efficiency.**

Governance and Risk Discipline: A Commercial Differentiator

In education and assessment, AI cannot be deployed casually. The following are essential — not optional:

Reliability	Fairness	Explainability
Privacy	Governance	

Excelsoft's emphasis on **responsible AI, disciplined product development, customer isolation, and governance** is therefore not just a compliance issue; it is a **commercial differentiator**.

As the market matures, customers are increasingly prioritizing **trusted, explainable, and well-governed AI** over novelty. This should favor companies like Excelsoft that combine domain expertise with disciplined execution.

Conclusion

The generic bear case on software in the AI era does not fully apply to Excelsoft.

What Excelsoft Is Not

Excelsoft is **not** a commodity coding business.

What Excelsoft Is

It is a **domain-led product and workflow company** operating in a trust-intensive sector.

Our investments in **infrastructure, internal capability, AI-first product development, productivity, and governance** position us to benefit from AI rather than be disrupted by it.

Growth Quality

AI is more likely to **strengthen** Excelsoft's growth quality than weaken its business model.

Margin Profile

AI-driven engineering efficiency and reduced technical debt improve Excelsoft's **margin profile**.

Strategic Relevance

Domain depth combined with responsible AI execution strengthens Excelsoft's **strategic relevance**.

Bottom line: AI is more likely to strengthen Excelsoft's growth quality, margin profile, and strategic relevance than weaken its business model.

Why AI is a Growth Lever for Excelsoft, Not a Structural Threat

A recurring concern from investors and analysts is that AI will negatively affect software and IP-led businesses by reducing the cost of coding, accelerating feature replication, and weakening product differentiation. This concern may be valid for businesses built primarily on commoditized software development or shallow AI layers on top of third-party models.

It is not the right lens for Excelsoft.

Adarsh Sudhindra
Chief Innovation Officer

Core Position: Why Excelsoft Is Different

Excelsoft's Structural Difference

Excelsoft is structurally different from a typical IT company. Our value is not created by writing code alone. It is created at the intersection of domain depth, workflow ownership, product IP, trust, governance, and execution capability in the education and assessment sector.

In this context, AI is not merely a disruptive force. It is a lever to strengthen our business.

AI Strengthens Our Business By:

- Accelerating product development
- Improving engineering productivity and quality
- Enabling AI-first products and features
- Expanding our addressable opportunity set
- Strengthening our strategic relevance in a high-trust domain

Unlike many companies that approached AI as a surface-layer feature opportunity, Excelsoft took a **full-stack AI approach**. Over the past year, we invested in NVIDIA A6000 GPUs and built internal GPU infrastructure, giving us hands-on capability across infrastructure, model deployment, fine-tuning, orchestration, applications, and governance. This has enabled Excelsoft to move beyond simply consuming AI APIs and instead build genuine internal capability around AI systems.

- 📌 The long-term winners in AI will not be those who only add AI features. They will be those who understand how to build, deploy, govern, and operate AI responsibly in real production environments.

Operating Evidence from 2025–26

Our AI strategy has already translated into measurable outcomes.

AI Product Pipeline

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AI-first ideas

Initiated in education and assessment

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Products launched

AI-levate App Suite, Saras SchoolAI, Saras Assessments in-a-Box, and CareerSPARC

Internal & Engineering Impact

Excelsoft GPT enabled for **1,112 employees** on our own GPU hardware

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Significant simplification through schema redesign, elimination of redundancy, and reduction of hundreds of tables and stored procedures

These are important indicators of both **operating leverage** and **future margin improvement potential**.

Strategic Implications

AI should be viewed not as a threat to Excelsoft's business model, but as an **enabler of stronger economics and broader growth**.

Revenue Side

AI allows Excelsoft to:

- Enhance existing products with meaningful AI capabilities
- Build new AI-first offerings
- Support customer AI workloads on dedicated infrastructure
- Expand into adjacent areas such as edge AI

Cost & Delivery Side

AI allows Excelsoft to:

- Reduce development effort
- Improve speed-to-market
- Improve engineering consistency and quality
- Lower technical debt and simplify architecture

In other words, AI improves both **growth potential** and **operating efficiency**.

Governance and Risk Discipline

In education and assessment, AI cannot be deployed casually. Reliability, fairness, explainability, privacy, and governance are essential. Excelsoft's emphasis on responsible AI, disciplined product development, customer isolation, and governance is therefore not just a compliance issue; **it is a commercial differentiator**.

As the market matures, customers are increasingly prioritizing trusted, explainable, and well-governed AI over novelty. This should favor companies like Excelsoft that combine domain expertise with disciplined execution.

Conclusion

The generic bear case on software in the AI era does not fully apply to Excelsoft.

Excelsoft is not a commodity coding business. It is a **domain-led product and workflow company** operating in a trust-intensive sector. Our investments in infrastructure, internal capability, AI-first product development, productivity, and governance position us to benefit from AI rather than be disrupted by it.

Infrastructure

NVIDIA A6000 GPUs and internal GPU infrastructure for genuine AI capability

Internal Capability

Full-stack AI approach across model deployment, fine-tuning, and orchestration

AI-First Products

4 products launched, 9 customer pilots, 16 prototypes built

Governance

Responsible AI as a commercial differentiator in a trust-intensive sector

📌 **Bottom line:** AI is more likely to **strengthen Excelsoft's growth quality, margin profile, and strategic relevance** than weaken its business model.