

# Excelsoft Technologies Ltd.

## IPO Note



## Subscribe

### SaaS provider Ai driven learning, assessment and proctoring solutions.

**Excelsoft Technologies Limited, incorporated on June 12, 2000, is a global vertical SaaS company focused on the learning and assessment ecosystem, offering technology-led solutions through long-term contracts with enterprise clients worldwide. The company operates across four core verticals—Assessment & Proctoring Solutions (SARAS, EasyProctor), Learning & Student Success Systems (OpenPage, CollegeSPARC, Enabled), Educational Technology Services, and Learning, Design & Content Services—and leverages AI/ML to deliver scalable, secure, and customizable cloud-based platforms globally.**

**In its segmental performance, the contribution from Educational Technology Services declined slightly from 54.48% in FY25 to 51.46% in Q1 FY26, whereas the Assessment & Proctoring Solutions segment expanded meaningfully from 27.04% in FY25 to 31.51% in Q1 FY26, indicating rising demand for digital assessment infrastructure. Financially, Excelsoft reported INR 233.29 Cr in revenue and INR 34.69 Cr PAT in FY25, compared to INR 198.30 Cr revenue and INR 12.75 Cr PAT in FY24, and INR 195.10 Cr revenue with INR 22.41 Cr PAT in FY23, with net worth consistently strengthening to INR 371.29 Cr in FY25. For Q1 FY26, the company achieved INR 60.28 Cr in revenue and INR 6.01 Cr PAT.**

**Key risks include severe customer concentration, with the Pearson Education Group contributing 59.24% of Q1 FY26 revenue and the top 20 clients accounting for 98.49%, making the business highly vulnerable to the loss of any major customer. A significant financial risk also stems from the INR 300 Cr corporate guarantee provided for Promoter NCDs, equivalent to 79.80% of net worth as of June 30, 2025, along with operational challenges related to service quality and rapidly evolving edtech technologies.**

**Excelsoft currently serves 100+ clients, including major names such as Pearson Group, AQA Education, NxGen Asia PTE Ltd, and Training Qualifications UK. Going forward, the company must accelerate product-led sales and reduce reliance on services, as many universities and colleges are increasingly developing their own in-house digital learning and assessment platforms—potentially impacting long-term profitability if the shift is not managed effectively.**

#### Key Consolidated Financial Data (INR Cr, unless specified):

	Net Revenue	EBITDA	Net Profit	EBITDA (%)	Net (%)	EPS (INR)	BVPS (INR)	RoE (%)	RoIC (%)	P/E (X)	EV/EBITDA (X)
FY23	195.1	68.2	22.4	34.9	11.5	1.9	24.2	8.1	10.8	5.0	21.7
FY24	198.3	55.0	12.8	27.7	6.4	1.1	25.9	4.3	7.0	4.6	26.4
FY25	233.3	73.3	34.7	31.4	14.9	3.0	32.3	9.3	33.5	3.7	15.8

Source: Ventura Research & Company update

### Issue Structure and Offer Details:

Excelsoft technologies IPO is a book build issue of INR 500 cr. The issue includes fresh issue INR 180 cr and OFS of INR 320 cr.

Issue Structure	
Investor Category	Allocation
QIB	<b>Not more than 50.00% of the Offer</b>
NII (HNI)	<b>Not less than 15.00% of the Net issue</b>
Retail	<b>Not less than 35.00% of the Offer</b>

*Number of shares based on a higher price band of INR 120*

*Source: Company Reports*

### Objects of the Issue: -

- 1. Funding capital expenditure for purchase of land and construction of new building at the Mysore Property- INR 71.9Cr.**
- 2. Funding expenditure for upgradation including external electrical systems of our Existing Facility at Mysore, India-INR 39.51Cr.**
- 3. Funding upgrade of Company's IT Infrastructure (Software, Hardware and Communications & Network Services)-INR 54.64 cr.**

### Financial Summary

Fig in INR Cr (unless specified)	FY22	FY23	FY24	Fig in INR Cr (unless specified)	FY22	FY23	FY24
<b>Income Statement</b>							
Revenue	194.0	305.1	399.9	Adjusted EPS (INR)	0.8	5.2	9.3
YoY Growth (%)	-	57.3	31.0	Adjusted Cash EPS (INR)	1.6	11.1	17.6
Raw Material Cost	161.1	212.6	262.0	Adjusted BVPS (INR)	17.8	23.0	32.3
RM Cost to Sales (%)	83.0	69.7	65.5	Adjusted CFO per share (INR)	(23.8)	10.3	1.1
Employee Cost	2.9	5.5	7.4	CFO Yield (%)	(17.0)	7.4	0.8
Employee Cost to Sales (%)	1.5	1.8	1.8	Adjusted FCF per share (INR)	(39.2)	0.1	(10.2)
Other Expenses	20.1	52.3	71.7	FCF Yield (%)	(28.0)	0.1	(7.3)
Other Exp to Sales (%)	10.4	17.1	17.9				
EBITDA	10.0	34.8	58.8	<b>Solvency Ratio (X)</b>			
Margin (%)	5.1	11.4	14.7	Total Debt to Equity	0.0	0.0	0.0
YoY Growth (%)	-	248.2	69.0	Net Debt to Equity	0.0	0.0	0.0
Depreciation & Amortization	1.5	11.5	16.4	Net Debt to EBITDA	0.0	0.0	0.0
EBIT	8.5	23.3	42.4				
Margin (%)	4.4	7.6	10.6	<b>Return Ratios (%)</b>			
YoY Growth (%)	-	175.5	81.9	Return on Equity	4.7	22.8	28.8
Other Income	1.0	2.7	2.6	Return on Capital Employed	4.1	9.1	11.2
Interest & finance cost	7.2	11.6	19.1	Return on Invested Capital	5.9	13.4	17.4
Fin Charges Coverage (X)	1.2	2.0	2.2				
Exceptional Item	0.0	0.0	0.0	<b>Working Capital Ratios</b>			
PBT	2.3	14.4	25.9	Payable Days (Nos)	16	57	49
Margin (%)	1.2	4.7	6.5	Inventory Days (Nos)	118	119	102
YoY Growth (%)	-	522.3	80.4	Receivable Days (Nos)	66	62	82
Tax Expense	0.7	4.0	7.6	Net Working Capital Days (Nos)	168	124	135
Tax Rate (%)	29.2	28.1	29.4	Net Working Capital to Sales (%)	46.0	33.9	36.9
PAT	1.6	10.3	18.3				
Margin (%)	0.8	3.4	4.6	<b>Valuation (X)</b>			
YoY Growth (%)	-	531.8	77.1	P/E	168.5	26.7	15.1
Min Int/Sh of Assoc	0.0	0.0	0.0	P/BV	7.9	6.1	4.3
Net Profit	1.6	10.3	18.3	EV/EBITDA	27.6	7.9	4.7
Margin (%)	0.8	3.4	4.6	EV/Sales	1.4	0.9	0.7
YoY Growth (%)	-	531.8	77.1				
<b>Balance Sheet</b>							
Share Capital	1.3	1.3	1.3	<b>Cash Flow Statement</b>			
Total Reserves	33.7	44.0	62.3	PBT	2.3	14.4	25.9
Shareholders Fund	35.0	45.3	63.6	Adjustments	(48.5)	24.4	27.7
Long Term Borrowings	38.2	43.8	57.5	Change in Working Capital	0.0	(14.4)	(43.8)
Deferred Tax Assets / Liabilities	(0.3)	(0.4)	0.3	Less: Tax Paid	(0.7)	(4.0)	(7.6)
Other Long Term Liabilities	0.4	0.4	0.4	<b>Cash Flow from Operations</b>	(46.9)	20.3	2.3
Long Term Trade Payables	0.0	0.0	0.0	Net Capital Expenditure	(35.3)	(28.5)	(35.9)
Long Term Provisions	0.3	0.4	0.6	Change in Investments	1.9	(10.1)	(10.7)
Total Liabilities	73.5	89.5	122.4	Cash Flow from Investing	(33.4)	(38.5)	(46.6)
Net Block	10.6	62.1	81.6	Change in Borrowings	61.9	29.5	63.4
Capital Work in Progress	34.6	0.0	0.0	Less: Finance Cost	(7.2)	(11.6)	(19.1)
Intangible assets under development	0.0	0.0	0.0	Proceeds from Equity	25.5	0.0	0.0
Non Current Investments	0.5	0.9	0.9	Buyback of Shares	0.0	0.0	0.0
Long Term Loans & Advances	9.8	7.3	17.1	Dividend Paid	0.0	0.0	0.0
Other Non Current Assets	0.0	3.5	4.7	<b>Cash flow from Financing</b>	80.2	17.9	44.3
Net Current Assets	18.2	15.7	18.0	Net Cash Flow	(0.1)	(0.2)	(0.0)
Total Assets	73.5	89.5	122.4	Forex Effect	0.0	0.0	0.0
				Opening Balance of Cash	-	0.3	0.1
				Closing Balance of Cash	-	0.1	0.0

Source: Ventura Research

## Disclosures and Disclaimer

Ventura Securities Limited (VSL) is a SEBI registered intermediary offering broking, depository and portfolio management services to clients. VSL is member of BSE, NSE and MCX-SX. VSL is a depository participant of NSDL. VSL states that no disciplinary action whatsoever has been taken by SEBI against it in last five years except administrative warning issued in connection with technical and venial lapses observed while inspection of books of accounts and records. Ventura Commodities Limited, Ventura Guaranty Limited, Ventura Insurance Brokers Limited and Ventura Allied Services Private Limited are associates of VSL. Research Analyst (RA) involved in the preparation of this research report and VSL disclose that neither RA nor VSL nor its associates (i) have any financial interest in the company which is the subject matter of this research report (ii) holds ownership of one percent or more in the securities of subject company (iii) have any material conflict of interest at the time of publication of this research report (iv) have received any compensation from the subject company in the past twelve months (v) have managed or co-managed public offering of securities for the subject company in past twelve months (vi) have received any compensation for investment banking merchant banking or brokerage services from the subject company in the past twelve months (vii) have received any compensation for product or services from the subject company in the past twelve months (viii) have received any compensation or other benefits from the subject company or third party in connection with the research report. RA involved in the preparation of this research report discloses that he / she has not served as an officer, director or employee of the subject company. RA involved in the preparation of this research report and VSL discloses that they have not been engaged in the market making activity for the subject company. Our sales people, dealers, traders and other professionals may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein. We may have earlier issued or may issue in future reports on the companies covered herein with recommendations/ information inconsistent or different those made in this report. In reviewing this document, you should be aware that any or all the foregoing, among other things, may give rise to or potential conflicts of interest. We may rely on information barriers, such as "Chinese Walls" to control the flow of information contained in one or more areas within us, or other areas, units, groups or affiliates of VSL. This report is for information purposes only and this document/material should not be construed as an offer to sell or the solicitation of an offer to buy, purchase or subscribe to any securities, and neither this document nor anything contained herein shall form the basis of or be relied upon in connection with any contract or commitment whatsoever. This document does not solicit any action based on the material contained herein. It is for the general information of the clients / prospective clients of VSL. VSL will not treat recipients as clients by virtue of their receiving this report. It does not constitute a personal recommendation or take into account the particular investment objectives, financial situations, or needs of clients / prospective clients. Similarly, this document does not have regard to the specific investment objectives, financial situation/circumstances and the needs of any specific person who may receive this document. The securities discussed in this report may not be suitable for all investors. The appropriateness of a particular investment or strategy will depend on an investor's individual circumstances and objectives. Persons who may receive this document should consider and independently evaluate whether it is suitable for his/ her/their particular circumstances and, if necessary, seek professional/financial advice. And such person shall be responsible for conducting his/her/their own investigation and analysis of the information contained or referred to in this document and of evaluating the merits and risks involved in the securities forming the subject matter of this document. The projections and forecasts described in this report were based upon a few estimates and assumptions and are inherently subject to significant uncertainties and contingencies. Projections and forecasts are necessarily speculative in nature, and it can be expected that one or more of the estimates on which the projections and forecasts were based will not materialize or will vary significantly from actual results, and such variances will likely increase over time. All projections and forecasts described in this report have been prepared solely by the authors of this report independently of the Company. These projections and forecasts were not prepared with a view toward compliance with published guidelines or generally accepted accounting principles. No independent accountants have expressed an opinion or any other form of assurance on these projections or forecasts. You should not regard the inclusion of the projections and forecasts described herein as a representation or warranty by VSL, its associates, the authors of this report or any other person that these projections or forecasts or their underlying assumptions will be achieved. For these reasons, you should only consider the projections and forecasts described in this report after carefully evaluating all of the information in this report, including the assumptions underlying such projections and forecasts. The price and value of the investments referred to in this document/material and the income from them may go down as well as up, and investors may realize losses on any investments. Past performance is not a guide for future performance. Future returns are not guaranteed, and a loss of original capital may occur. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice. We do not provide tax advice to our clients, and all investors are strongly advised to consult regarding any potential investment. VSL, the RA involved in the preparation of this research report and its associates accept no liabilities for any loss or damage of any kind arising out of the use of this report. This report/document has been prepared by VSL, based upon information available to the public and sources, believed to be reliable. No representation or warranty, express or implied is made that it is accurate or complete. VSL has reviewed the report and, in so far as it includes current or historical information, it is believed to be reliable, although its accuracy and completeness cannot be guaranteed. The opinions expressed in this document/material are subject to change without notice and have no obligation to tell you when opinions or information in this report change. This report or recommendations or information contained herein do/does not constitute or purport to constitute investment advice in publicly accessible media and should not be reproduced, transmitted or published by the recipient. The report is for the use and consumption of the recipient only. This publication may not be distributed to the public used by the public media without the express written consent of VSL. This report or any portion hereof may not be printed, sold or distributed without the written consent of VSL. This document does not constitute an offer or invitation to subscribe for or purchase or deal in any securities and neither this document nor anything contained herein shall form the basis of any contract or commitment whatsoever. This document is strictly confidential and is being furnished to you solely for your information, may not be distributed to the press or other media and may not be reproduced or redistributed to any other person. The opinions and projections expressed herein are entirely those of the author and are given as part of the normal research activity of VSL and are given as of this date and are subject to change without notice. Any opinion estimates or projection herein constitutes a view as of the date of this report and there can be no assurance that future results or events will be consistent with any such opinions, estimate or projection. This document has not been prepared by or in conjunction with or on behalf of or at the instigation of, or by arrangement with the company or any of its directors or any other person. Information in this document must not be relied upon b c as having been authorized or approved by the company or its directors or any other person. Any opinions and projections contained herein are entirely those of the authors. None of the company or its directors or any other person accepts any liability whatsoever for any loss arising from any use of this document or its contents or otherwise arising in connection therewith. The information contained herein is not intended for publication or distribution or circulation in any manner whatsoever and any unauthorized reading, dissemination, distribution or copying of this communication is prohibited unless otherwise expressly authorized. Please ensure that you have read "Risk Disclosure Document for Capital Market and Derivatives Segments" as prescribed by Securities and Exchange Board of India before investing in Securities Market.

Ventura Securities Limited - SEBI Registration No.: INH000001634

Corporate Office: I-Think Techno Campus, 8<sup>th</sup> Floor, 'B' Wing, Off Pokhran Road No 2, Eastern Express Highway, Thane (W) – 400608