Enfuse Solutions Ltd.

Financial Presentation of FY 24-25
(Standalone)



eCommerce & Digital Services

EnFuse

Manage critical aspect and process encompassing strategy, consulting, and enhancements in business procedures

Customer Experience & Quality Assurance

- Focuses on creating positive customer interactions at every touchpoint, promoting satisfaction and loyalty
- QA involves systematic processes to uphold high standards in products, services, and interactions
- Ensures a consistent, positive brand image contributing customer loyalty, retention, and overall business success

Web Analytics & Reporting

- Crucial for understanding customer behavior, optimizing online performance, and making informed business decisions.
- Web Traffic Analysis, Conversion Tracking, Customer Behavior analysis, Sales Performance Analysis, Segmentation and Demographics Analysis, Mobile Analytics, Site Search Analysis, Checkout Page Analytics & Social Media

Digital Marketing

- Online marketing strategies such as email marketing, pay-per-click advertising, and influencer partnerships

E-commerce Platform Management

- Management of online stores, product listing, payment gateway integration, inventory management, and order processing systems

Content Management

- Managing, and modifying digital contents across websites, social media & mobile apps.
- Includes Content Creation, Content Editing, Content Publication, Content Standardization, Content Archiving and Deletion, Workflow Management & Content Analytics

SEO & SEM Services

- Strategies used in digital marketing to increase a website's visibility
- SEO (Search Engine Optimization): On-Page SEO, Off-Page SEO, Content Optimization, Keyword Research, Analytics & Reporting
- SEM (Search Engine Marketing): Pay-Per-Click (PPC) Campaigns, Ad Creation & Optimization, Keyword Building, Targeting and Retargeting, Analytics

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EdTech Solutions & Services

Leverage technology to enhance learning experience, accessibility & outcome through integration of digital tools

Live Proctoring

Real time monitoring solution employing live video feeds to supervise students to ensure integrity & prevent cheating in online learning environment

AI-Proctoring

Employ AI algorithms to automatically detect and flag suspicious activities or irregularities , during assessments

Human in the Loop Proctoring

Functionalities to allow educators & students to revisit instructional content for personalized post session analysis

Technical Support

Provide assistance and troubleshooting services for technology related challenges to educators & students

Proctoring Solutions

AI based Proctoring Solutions designed to revolutionize online assessments by ensuring integrity



Artificial Intelligence & Machine Learning Solutions

EnFuse

Data Tagging & Labeling

Data points categorized by descriptive labels to recognize patterns and make predictions with new, unlabeled data

Enrichment & Categorization

Add valuable details like descriptive metadata to make dataset more meaningful. Organize data into specific classes aiding pattern recognition

Content Moderation

Review and filter content, preventing inappropriate material using automated tools or human moderators

Transcription

Conversion of spoken language to written text using algorithms & enable text based analysis of audio content

Annotation

Enhances understanding of data for algorithms by adding detailed information

AI-Based Tagging & Annotation Platforms

- Streamline process of data labelling & offer blend of precision efficiency and user friendliness.
- Key Features include : Multi-Modal Support for Image Tagging & Annotation/Video Analysis/ Audio Tagging/ Document Tagging, AIPowered Precision, Customizable Tagging Options, User -Friendly Interface, Data Security and Privacy Compliance, Scalable and Efficient Processing, Comprehensive Analytics and Reporting & Support and Training





Enterprise Data Management

Ensure seamless data integration, governance, and accessibility, empowering businesses to make informed, data-driven decisions with confidence

Master Data Management

- Manage critical/Master data essential to business operations, including customers, products, suppliers, and other core elements.
- MDM plays a pivotal role in ensuring single, consistent, reliable & quality data across enterprise

Data Stewardship

- Manage and oversee organization's data assets.
- Ensures quality, security and proper use of data over life cycle.
- Assign responsibilities for data quality & Compliance

Data Governance

- Framework for defining responsibilities, accountabilities, and rules for managing and protecting data assets.
- Structured and transparent approach to managing data, fostering trust & reliability across organization



Data Quality

Accuracy, completeness, consistency, and reliability of data

Product Information Management

- Systematic process and tools to manage and distribute comprehensive product information within organization.
- Valuable for businesses dealing with large and diverse product catalog to maintain competitive edge

Data Analytics

- Uncover trends & derive actionable insights using statistical analysis, mathematical modeling, predictive modeling, and other quantitative techniques to uncover trends & derive actionable insights.

Capabilities include :

- Product Analytics
- Pricing Analytics
- Sales Analytics
- Customer Analytics
- Campaign Analytics

Data Management & Analytics

Empower businesses to efficiently organize, optimize, and leverage their data, ensuring accuracy, accessibility, and actionable insights for informed decision-making

Data Modelling, Profiling & Analysis

- Data set profiling to understand data structure and content
- Metadata management for improved data governance
- Data structure analysis and comprehensive reporting
- Data modeling to design effective databases and information systems

Data Quality, Cleansing & Enrichment

- Data de-duplication and cleansing to ensure accuracy and reliability
- Data validation and updates to maintain data integrity
- Data attribution and enrichment for more comprehensive datasets
- Entity matching and linking for consistent data across systems

Data Integration & Consolidation

- Data acquisition and augmentation to integrate data from multiple sources
- Data consolidation for creating unified datasets
- Integration of structured and unstructured data
- Data lifecycle management from acquisition to archiving

Data Warehousing & Business Intelligence

- Development and management of data warehouses and data marts
- ETL (Extract, Transform, Load) processes for efficient data movement
- Data mining to derive actionable insights and trends
- Development of metrics, dashboards, and visualizations for decision-making

Advanced Analytics & Data Authoring

- Data mining and predictive analytics for deeper insights
- Customizable dashboards and reports to track key metrics
- Data authoring for creating and maintaining data content
- Integration with business intelligence (BI) tools for advanced analytics

Data Science & Data Engineering

Leverage advanced analytics, machine learning, and robust engineering to transform raw data into actionable insights and scalable solutions

Data Strategy & Consulting

- Development of comprehensive data strategies aligned with business goals management for improved data governance
- Data maturity assessments to identify areas for improvement
- Roadmap creation for data-driven transformation and innovation
- Consultation on data governance, security, and compliance

Data Engineering & Integration

- Data pipeline development for seamless data flow from multiple sources
- ETL (Extract, Transform Load) processes for data cleansing and transformation
- Integration of structured and unstructured data into centralized platforms
- Real-time data streaming and batch processing solutions

Advanced Analytics & Machine Learning

- Predictive analytics for forecasting trends and customer behavior
- Machine learning model development for classification, regression, and clustering tasks
- Deep learning solutions for natural language processing (NLP), computer vision, and more
- Model training, tuning, and deployment at scale

Big Data & AI Solutions

- Implementation of big data solutions using platforms like Hadoop, Spark, and NoSQL databases
- Data lake architecture design for centralized data storage and analysis
- Cost-effective cloud data warehousing and management services
- Development of AI-driven solutions for automation and intelligent decision-making
- Natural Language Processing (NLP) for chatbots, sentiment analysis, and text mining

Data Visualization & Reporting

- Custom dashboard development for real-time data insights and monitoring
- Interactive data visualizations for clear and impactful presentations
- Automation of reporting processes to streamline data sharing across teams
- Self-service BI tools to empower business users with data access and analysis

Company Overview

Enfuse provides integrated solutions in the domains of Data Management, E-Commerce, Machine Learning, AI & Edtech

550 Employees including Delivery team of Domain specialists.

21 Diverse suite of offerings spanning Data as a Service (DAAS) to software solutions.

72 % Revenue from export of services to USA, Ireland, Netherland, Canada.

End Customers in Technology, BFSI, Retail, Fintech, Media and Entertainment, Health, Education industries

Two Delivery centers located in Thane & Vikhroli, Mumbai Maharashtra.

Industries Served

RETAIL

HEALTH

TECHNOLOGY

BFSI

MEDIA & ENTERTAINMENT

EDUCATION

B2G

Hi-Tech



Management



Imran Yasin Ansari – Chairman &Managing Director

Experience: 20 years

Bachelor of commerce from University

Responsible for the business development and overall management of the business



Mohammed Kamran L.M. Shaikh - Whole Time Director &Chief Financial Officer

Experience: 18 years

Master of Information Management from University of Mumbai

Responsible for client engagement, ensuring service delivery excellence, managing the company's finances, and overseeing Cost P&L management



Rahul Mahendra Gandhi - Whole Time Director

Experience: 18 years

MBA Southern New Hampshire University (SNHU)

Looks after the business development, Program Management, Customer relations management of the Company.



Zaynulabedin Mohmadbhai Mira- Whole Time Director

Experience : 15 years

Significant role in the growth of the company.

OUR HISTORY – HOW WE HAVE GROWN



2017
EnFuse incorporated

2019
Established AI/ML enablement program with 150+ full time headcount

2nd Delivery Center

2020
Set the EdTech Services practice in 2020 with 250+ full time headcount

2021
New services added in Search & SEO

Service delivery extended to Fortune 500 clients

3rd Delivery Center

2022
Launched in-house ML/AI products
Created eCommerce Content Management program
Built an in-house full-stack development team & expanded Analytics and Tech Services

2023
*Secured the first B2G project, "PACS Computerization

2024
Crossed 1000+ employees, 4 delivery centers

EnFuse got listed on NSE with 20% premium

Technology Vertical & Analytics Vertical added

14 new logos added to our client portfolio

2024-25
Won 3 Awards and secured 3 finalist positions for excellence & innovations

** Commissioned by NABARD and sponsored by the Ministry of Cooperation and the state Commissioner for Cooperation.*

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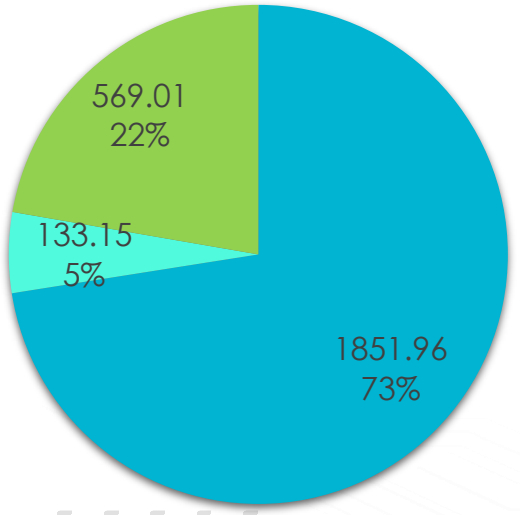
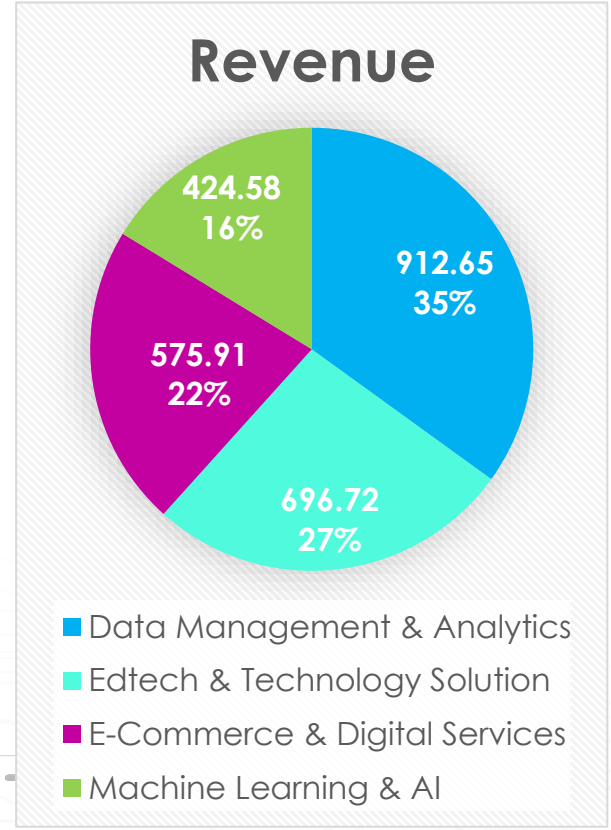
REVENUE BIFURCATION BY SEGMENT

(₹ in Lakhs)

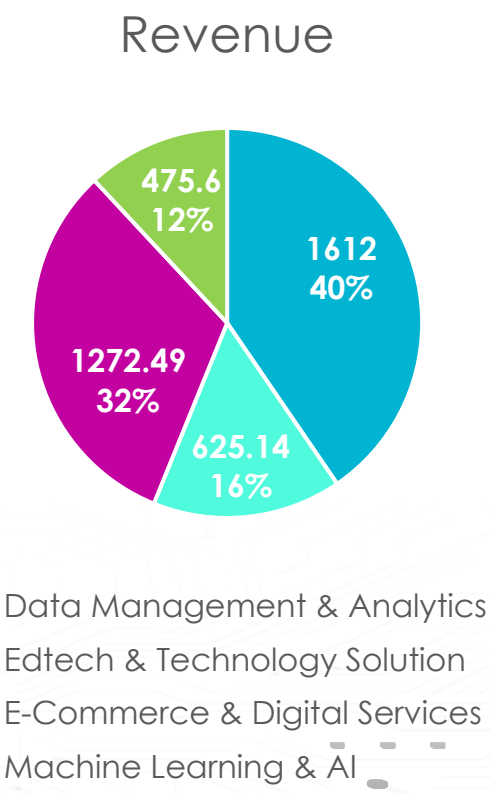
FY 2021-22



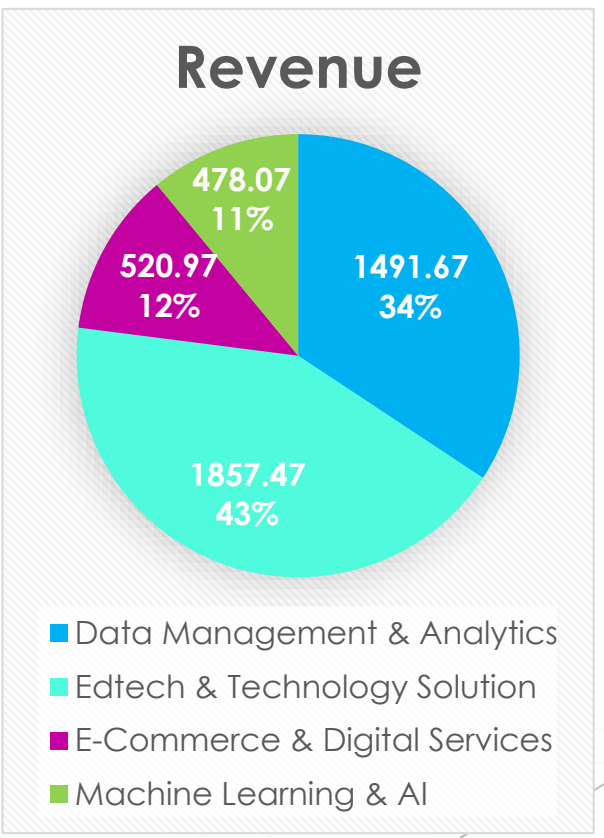
FY 2022-23



FY 2023-24



FY 2024-25



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Global Delivery of Services



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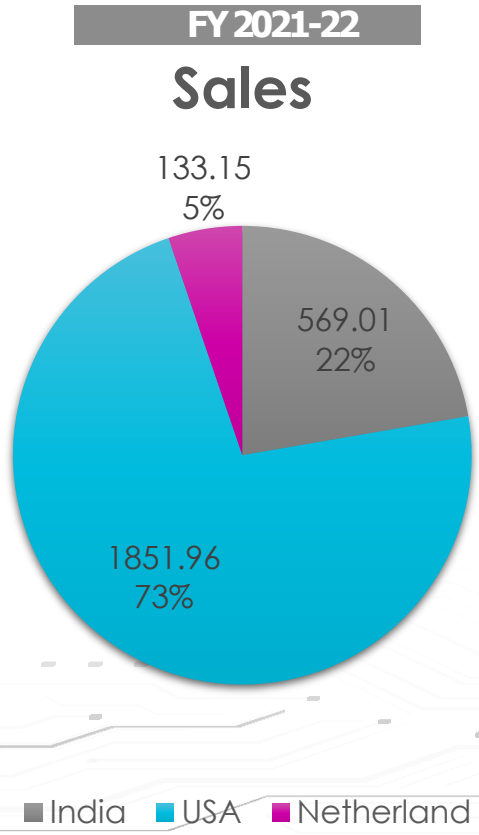
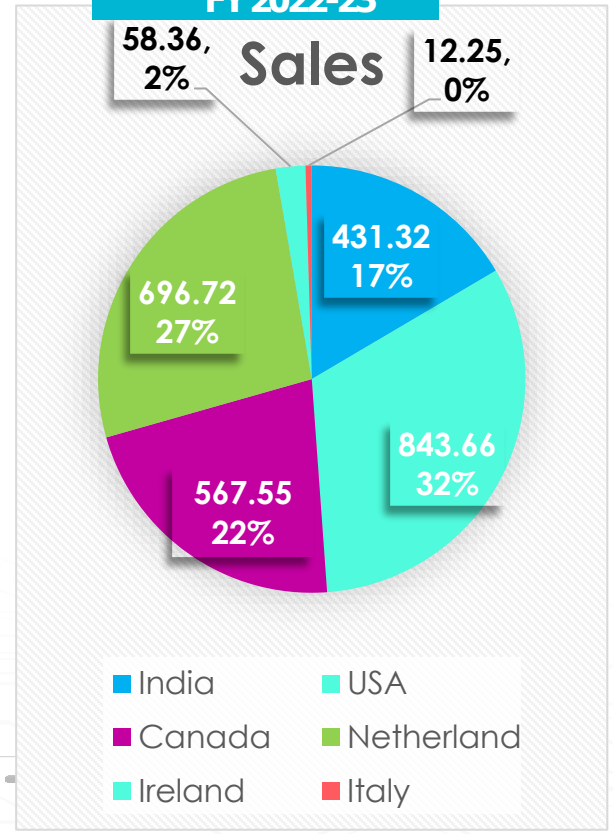
Global Delivery System

(₹ in Lakhs)

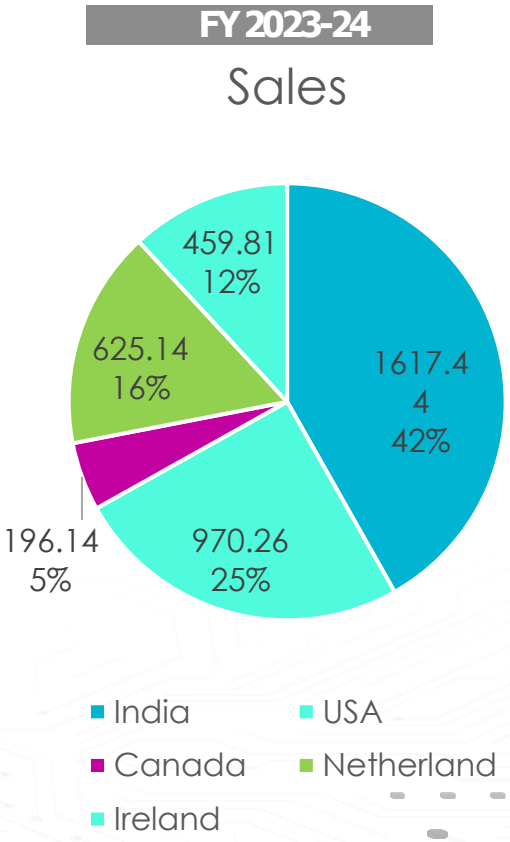
FY 2021-22



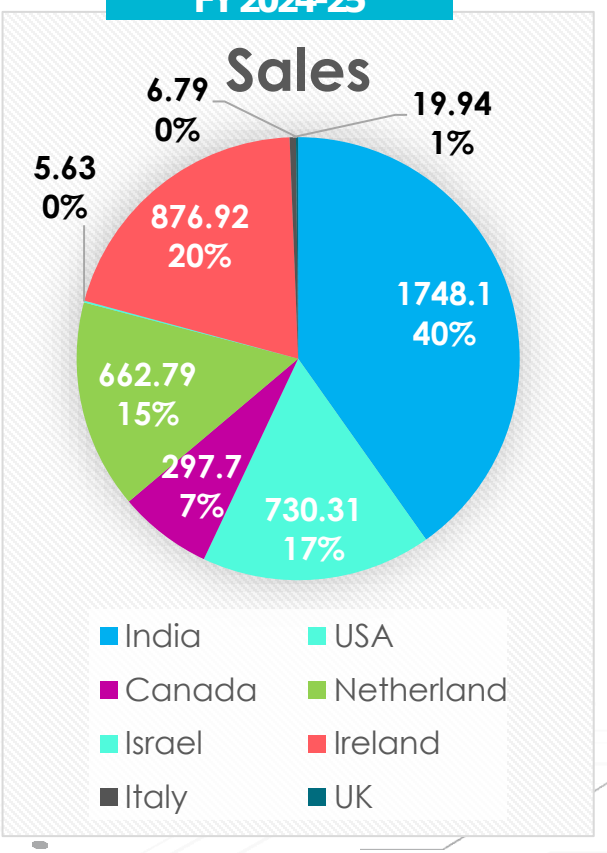
FY 2022-23



FY 2023-24



FY 2024-25



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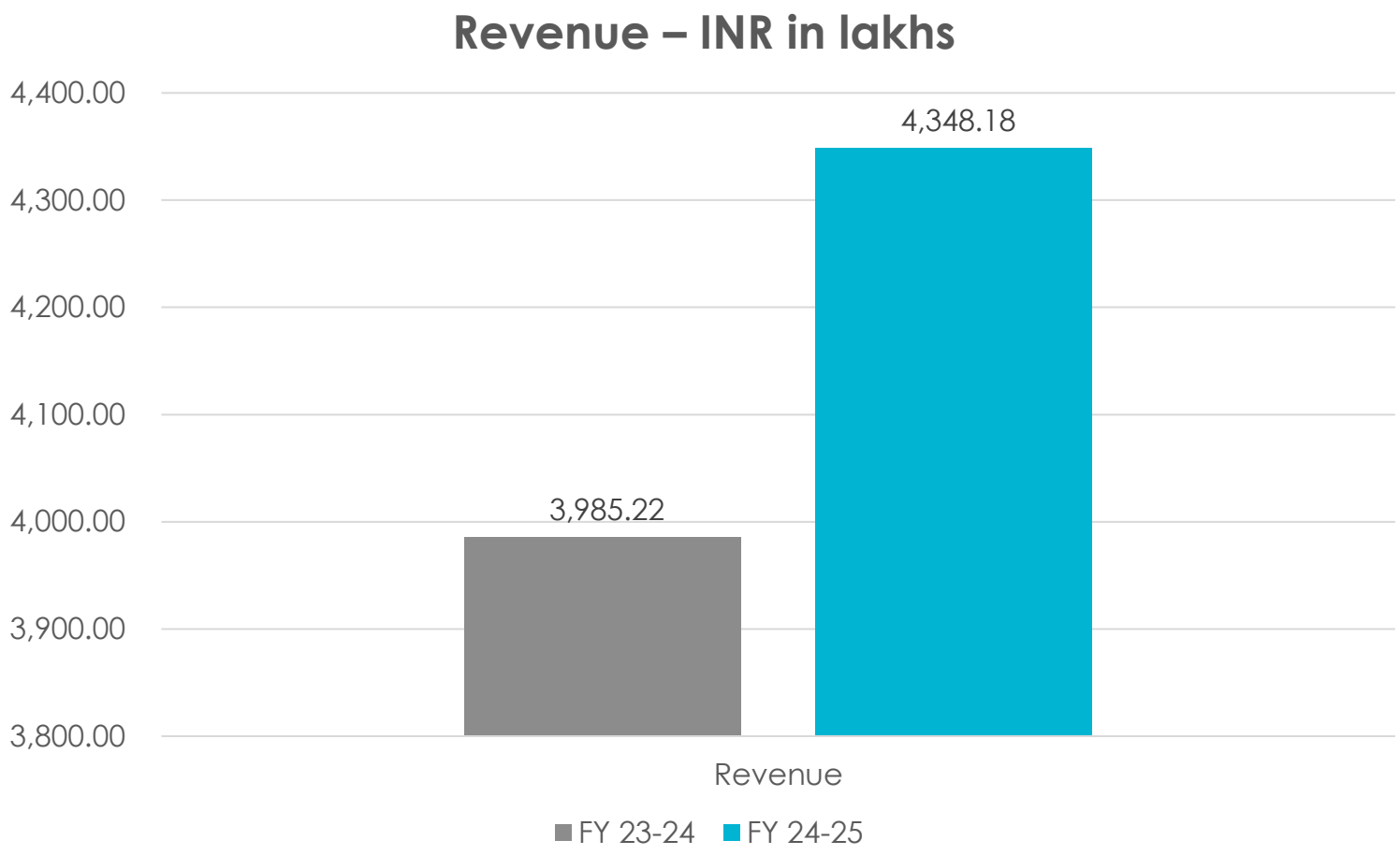
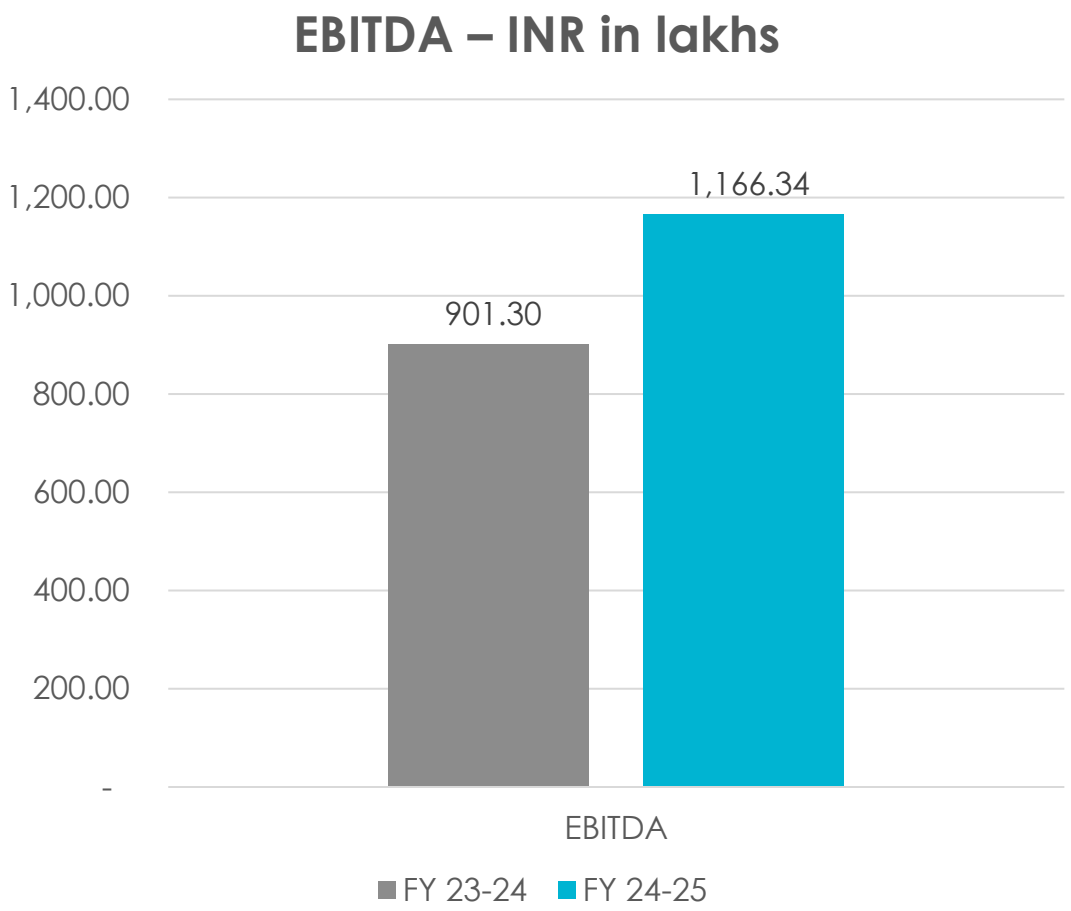
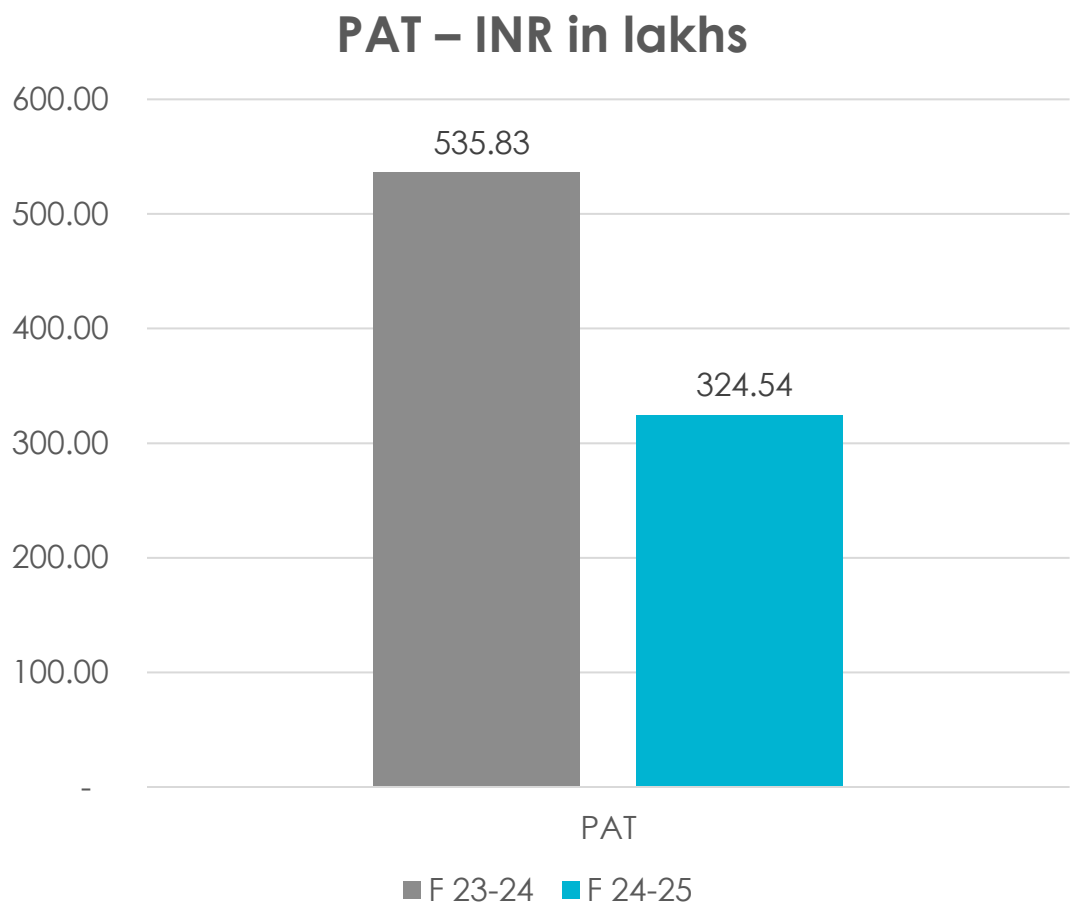
Comparative Revenue of CY vis-à-vis PY



Comparative EBITDA & PAT of CY vis-à-vis PY





- The revenue and EBITDA of the Company has increased vis-à-vis previous year. However, considering the growth and expansion plans, the Company has incurred higher finance costs and depreciation on its assets that are used for expansion, leading to lower PAT.

Statement of Assets & Liabilities

Standalone Balance Sheet as at 31st March, 2025		
		(Rs. in Lakhs)
Particulars	As At 31.03.2025 Audited	As at 31.03.2024 Audited
EQUITY AND LIABILITIES		
SHAREHOLDERS' FUNDS		
Share Capital	884.76	884.76
Reserves & Surplus	2,618.53	2,303.15
Total Shareholders' Fund	3,503.29	3,187.91
NON-CURRENT LIABILITIES		
Long Term Borrowings	552.18	683.06
Deferred Tax Liabilities (Net)	-	1.35
Total Non Current Liabilities	552.18	684.41
CURRENT LIABILITIES		
Short Term Borrowings	1,963.57	215.70
Trade Payables		
(A) total outstanding dues of micro enterprises and small enterprises	65.12	9.67
(B) total outstanding dues of creditors other than micro enterprises and small enterprises	76.20	56.16
Other Current Liabilities	582.19	461.43
Short Term Provisions	70.97	77.42
Total Current Liabilities	2,758.05	820.38
TOTAL LIABILITES	**6,813.52**	**4,692.70**





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Statement of Assets & Liabilities

Particulars	As At 31.03.2025 Audited	As at 31.03.2024 Audited
		(Rs. in Lakhs)
ASSETS		
NON-CURRENT ASSETS		
Property, Plant & Equipment and Intangibles:		
Property, Plant & Equipment	63.05	572.23
Capital Work in Progress	-	-
Intangible Assets	1,752.92	842.41
Non Current Investments	463.78	-
Deferred Tax Assets (Net)	3.63	-
Other Non Current Asset	601.68	1,568.05
Total Non Current Assets	2,885.06	2,982.69
CURRENT ASSETS		
Trade Receivables	1,271.06	894.03
Cash and Cash Equivalents	47.78	383.99
Other Bank Balance	332.00	332.00
Other Current Assets	2,277.62	99.99
Total Current Assets	3,928.46	1,710.01
TOTAL ASSETS	**6,813.52**	**4,692.70**





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Statement of Profit & Loss

Statement of Audited Standalone Financial Results For The Half Year And Year Ended March 31, 2025

(Rs. in Lakhs)

S.No	Particulars	For the Half year Ended			Year Ended	Year Ended
		31.03.2025 (Audited) Refer Note - 3	30.09.2024 (Un-Audited) Refer Note - 3	31.03.2024 (Audited) Refer Note - 3	31.03.2025 (Audited)	31.03.2024 (Audited)
i)	Revenue from Operations	2,219.37	2,128.80	2,483.10	4,348.18	3,985.22
ii)	Other Income	46.72	38.41	12.72	85.12	13.66
iii)	TOTAL INCOME (i + ii)	2,266.09	2,167.21	2,495.82	4,433.30	3,998.88
iv)	EXPENDITURE:					
	a) Employee Benefits Expenses	1,105.90	955.46	1,332.85	2,061.36	2,316.22
	b) Finance Costs	169.72	65.43	75.68	235.15	83.74
	c) Depreciation and Amortization Expenses	235.92	194.82	104.80	430.74	144.98
	d) Other Expenses	566.37	639.23	531.86	1,205.60	781.36
	TOTAL EXPENSES	2,077.92	1,854.94	2,045.19	3,932.86	3,326.30
v)	Profit Before Tax (iii - iv)	188.17	312.27	450.63	500.44	672.58





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Statement of Profit & Loss

(Rs. in Lakhs)

S.No	Particulars	For the Half year Ended 31.03.2025 (Audited) Refer Note - 3	30.09.2024 (Un-Audited) Refer Note - 3	31.03.2024 (Audited) Refer Note - 3	Year Ended 31.03.2025 (Audited)	Year Ended 31.03.2024 (Audited)
vi)	TAX EXPENSES:					
	a) Current Tax	3.64	96.36	47.50	100.00	102.50
	b) Deferred Tax	11.46	(16.44)	27.56	(4.98)	11.62
	c) Short/ (Excess) Provision for Income Tax of earlier year	80.88	--		80.88	22.63
	Total Tax Expenses	95.98	79.92	75.06	175.90	136.75
vii)	Profit from continuing operations (v - vi)	92.20	232.35	375.57	324.54	535.83
viii)	Other Comprehensive Income (OCI)					
	A. (i) Items that will not be	-	-	-	-	-
	(ii) Income tax relating to items that will not be reclassified to profit and loss	-	-	-	-	-
	B. (i) Items that will be reclassified to profit or loss	-	-	-	-	-
	(ii) Income tax relating to items that will be reclassified to profit and loss	-	-	-	-	-
	Total Comprehensive Income (Net of Tax)	-	-	-	-	-
ix)	Paid up equity share capital (Face value of Rs.10/- each)	88.48	88.48	88.48	88.48	88.48
x)	Reserve excluding Revaluation Reserves	-	-	-	2,618.53	2,303.15
xi)	Earnings per equity share of Rs.10/- each					
	Basic (Rs.)	1.04	2.63	5.71	3.67	8.15
	Diluted (Rs.)	1.04	2.63	5.71	3.67	8.15





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MDs outlook to Company

As we conclude another dynamic year at EnFuse Solutions, I am pleased to share our progress, achievements, and vision as we continue building on the strong foundation we have laid post our public listing.



Delivering on Commitments, Driving Transformation

We have made remarkable strides in our government vertical, particularly with the successful execution of the PACS Digitisation project in Maharashtra. As of today, we have completed 85% of the delivery, and our focus remains firmly on concluding the first phase in the first quarter of FY25-26. We have also witnessed strong traction in advancing our Analytics and Software capabilities, both in strengthening our internal practice and driving business growth. Our Research & Development initiatives have driven the creation of core and supplementary platform solutions, which we are poised to leverage for enhanced operational efficiency and accelerated business growth.

Expanding Client Portfolio with Long-Term Wins

This fiscal year has been one of strategic client acquisition and retention. We are proud to have added 14 new logos to our portfolio, all of whom have engaged with us on long-term contracts. This reflects the growing trust global enterprises are placing in EnFuse and validates our reputation as a reliable, transformation-focused partner.

Sharpened Sales Focus, Stronger Market Positioning

Our Marketing and Business Development functions have evolved significantly. With the launch of Target Account Execution and a renewed focus on Large Enterprises and Conglomerates, we are positioning ourselves for accelerated and sustainable growth. These focused initiatives will contribute meaningfully to our bottom-line and further strengthen our market positioning.

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MDs outlook to Company

Industry Recognition and Continued Momentum

We are proud to have received several prestigious recognitions this year, including:

- 2024 Stevie® Award for Technology Excellence
- Won the MSMECCII Platinum Business Excellence Award
- Shortlisted as the finalist in The Economic Times - MSME Awards in 3 categories:
  - India's Fastest Growing MSME - Small
  - Indian MSME of the Year - Service
  - Top Performing Listed SME



These accolades are a testament to the innovation, excellence, and commitment our teams bring to every engagement. With a robust delivery pipeline, enriched service capabilities, and a deep commitment to customer success, we are entering FY 2025–26 with confidence and clarity of purpose.

Looking Ahead

- Our strategic investments in talent, technology, and governance continue to yield long-term value. The coming year will be critical in capitalizing on our growth momentum, deepening client relationships, and strengthening operational efficiencies.
- On behalf of the entire leadership team, I thank you for your continued trust and support. Together, we are shaping the future of EnFuse with purpose, performance, and progress at the core of everything we do.

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Thank You