PARAmatrix®
PERCEPTION TO FRUITION

Paramatrix Technologies Limited
(Formerly known as Paramatrix Technologies Pvt. Ltd.)
CIN: L72200MH2004PLC144890
Regd Off
E-102, 1st Floor, Sanpada Rly. Stn. Complex,
Sanpada, Navi Mumbai - 400 705
Tel: +91-22-41518700
Email : info@paramatrix.com
www.paramatrix.com

21st March, 2025

To,
Listing Compliance Department,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400051, Maharashtra, India.

Company Symbol: PARAMATRIX

Subject: Submission of Investor/ Analyst Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In accordance with Regulation 30 read with Part A of Schedule III of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation that will be presented at the Investor Meet scheduled for today i.e. Friday, 21st March, 2025 at 04:00 p.m.

The Investor Presentation will also be simultaneously posted on the Company's website.

We hereby request you to take the above-mentioned information on your record.

Thanking you,
Yours faithfully,

FOR PARAMATRIX TECHNOLOGIES LIMITED
(Formerly Known as Paramatrix Technologies Private Limited)

MUKESH KESHUBHAI THUMAR
Digitally signed by MUKESH KESHUBHAI THUMAR
Date: 2025.03.21 14:43:35 +05'30'

Mukesh Keshubhai Thumar
Managing Director & CEO
DIN: 00139960
Place: Navi Mumbai



PARAmatrix®

PERCEPTION TO FRUITION

Investor Presentation

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Paramatrix Technologies Limited (“PARAMATRIX”, The Company) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. and unknown risks, uncertainties and assumptions that are difficult to predict.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantee of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict.

These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections

Driving Progress Through Technology & Innovation: Company Overview

Founded in 2004, Paramatrix Technologies Limited (Paramatrix) is a value-driven IT solutions provider specializing in software development, IT consulting, and system integration. The company delivers enterprise applications, data analytics, and digital transformation services across sectors such as banking, financial services, government, healthcare, education, and corporates.

Paramatrix blends technical expertise with a deep understanding of its clients to deliver bespoke solutions that achieve tangible results. With a diverse team, the company effectively tackles complex challenges.

Leveraging technologies like AI, cloud computing, blockchain, and big data, Paramatrix drives efficiency and innovation. Its flagship products, Playmity and XSIGHT, enhance employee engagement and enable data-driven decision-making through gamified insights and advanced analytics.

By embedding cutting-edge technologies into scalable solutions, Paramatrix equips organizations with real-time analytics that drive operational efficiency and innovation, enabling clients to remain competitive in a data-driven business environment.

The company's listing on the NSE Emerge platform in September 2024 marked a significant milestone in its growth journey.



Paramatrix Snapshot: Insights & Highlights

21+
Years of Expertise

19
Countries Served

3
Offices

11+
Sectors Served

150+
Clients

350+
projects delivered

200+
Employees



FY24 Financial Highlights

₹28.60 Cr
Revenue

₹5.65 Cr
EBIDTA

₹4.13 Cr
PAT

Pillars Of Excellence: Vision & Mission

PARAmatrix®
PERCEPTION TO FRUITION

Mission

Our mission at Paramatrix is clear: To be the catalyst for transformation in the digital realm. We aim to pioneer advancements that enhance efficiency, foster creativity, and promote sustainable growth for our clients across sectors. With an unwavering commitment to innovation and customer satisfaction, we aim to exceed expectations and set new industry standards.

Vision

At Paramatrix, we envision a future where technology serves as a force for good, enriching lives and empowering organizations to thrive in an ever-changing global landscape. We aspire to be at the forefront of this technological revolution, leading by example and inspiring others to embrace technological innovation for good.



The Journey: From Vision to Innovation

PARAmatrix®
PERCEPTION TO FRUITION

Inception
2004: Successfully onboarded the first major client.

Industry Diversification
2008: Broadened industry focus by expanding services beyond BFSI to include sectors like Real Estate.

Global Clientele
2011: Secured international clients for the first time.

Certifications
2013: Achieved ISO 9001 certifications.

Accelerators
2014: Launched proprietary accelerators and products, transitioning beyond traditional service offerings.

Overseas Footprint
2015: Established the inaugural international subsidiary.

Certifications
2016: Achieved ISO 27001 certifications

Expansion
2020: Expanded global presence, serving clients across three continents through multiple delivery centers.

Public Listing
2024: Listed on the NSE Emerge platform in September.

Paramatrix Worldwide: Expanding Horizons

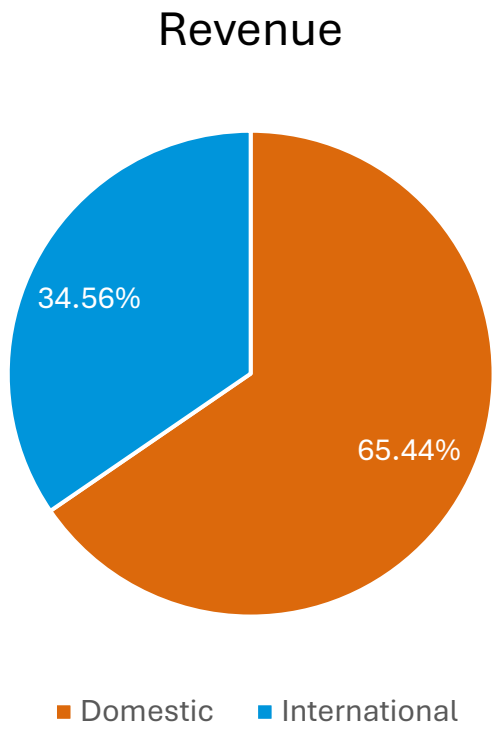


Global Presence
USA
Canada
UK
Germany
France
Netherlands
Belgium
Switzerland
Italy
Sweden
Norway
Denmark
Poland
Turkey
UAE
India
China
Japan
Malaysia

Headquarters:
Mumbai India

Subsidiaries:
Paramatrix PTE Ltd. (Singapore)
Paramatrix Technologies Ltd. (Hong Kong)

Driving Growth Globally: 65.44% Revenue from Domestic Operations and 34.56%from International Market.

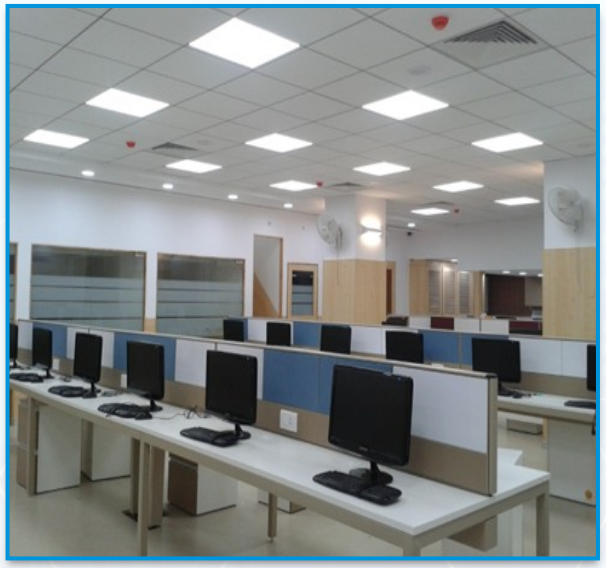


Inside Paramatrix: Where Innovation Takes Shape

PARAmatrix®
PERCEPTION TO FRUITION









Key Features of the Infrastructure

Stable Power
Zero Power Outages

Library
Knowledge Hub

Location
Strategically Located

VPN
Secure Network Access

Conferencing
Seamless Collaboration

Labs
Sandbox Environments

Connectivity
Seamless Network

Security
Secure Environment

Serving Key Sectors with Excellence

PARAmatrix®
PERCEPTION TO FRUITION

Logistics



BFSI



FinTech



Media



Real Estate



Manufacturing





Travel

Trusted by Industry Leaders Worldwide

PARAmatrix
PERCEPTION TO FRUITION

IndusInd Bank | AXIS BANK | RBL BANK | kotak | ICICI Bank | niyogin

ICICI Lombard GENERAL INSURANCE | SBI Life INSURANCE With Us, You're Sure | Edelweiss Tokio life | U GRO CAPITAL | Daiwa Capital Markets | ICICI Securities

Avendus Next is the only level | CSC

The Top 10 Clients Accounted For 94.33% Of The Total Revenue FY24

NCDEX | SimplyPhi

dun & bradstreet | ICRA A MOODY'S INVESTORS SERVICE COMPANY | Reliance Industries Limited | CEAT | Checkmarx MAKE SHIFT HAPPEN | HDFC securities

SOTC | Sterling | STRATEGIC PARTNERS | The Economist | eMSME | Edelweiss Ideas create, values protect

NeML NCDEX Group Company | ADITYA BIRLA CAPITAL | The Clearing Corporation of India Ltd. | Johnson Controls | upstox | NSE

Strategic Alliances: Building Success Together

PARAmatrix®
PERCEPTION TO FRUITION

Microsoft Partner Network

iqxora

aws

ABBYY®

Google Cloud Vision API

cloud security alliance® CSA

Collaborative Growth Horizons



Solutions Landscaping



Cost Optimization



Integration Specialists



Value Added Partnerships



Return on Investment



Best of Breed

Service Offerings of Paramatrix

PARAmatrix®
PERCEPTION TO FRUITION



Delivering Tailored Solutions Across Domains

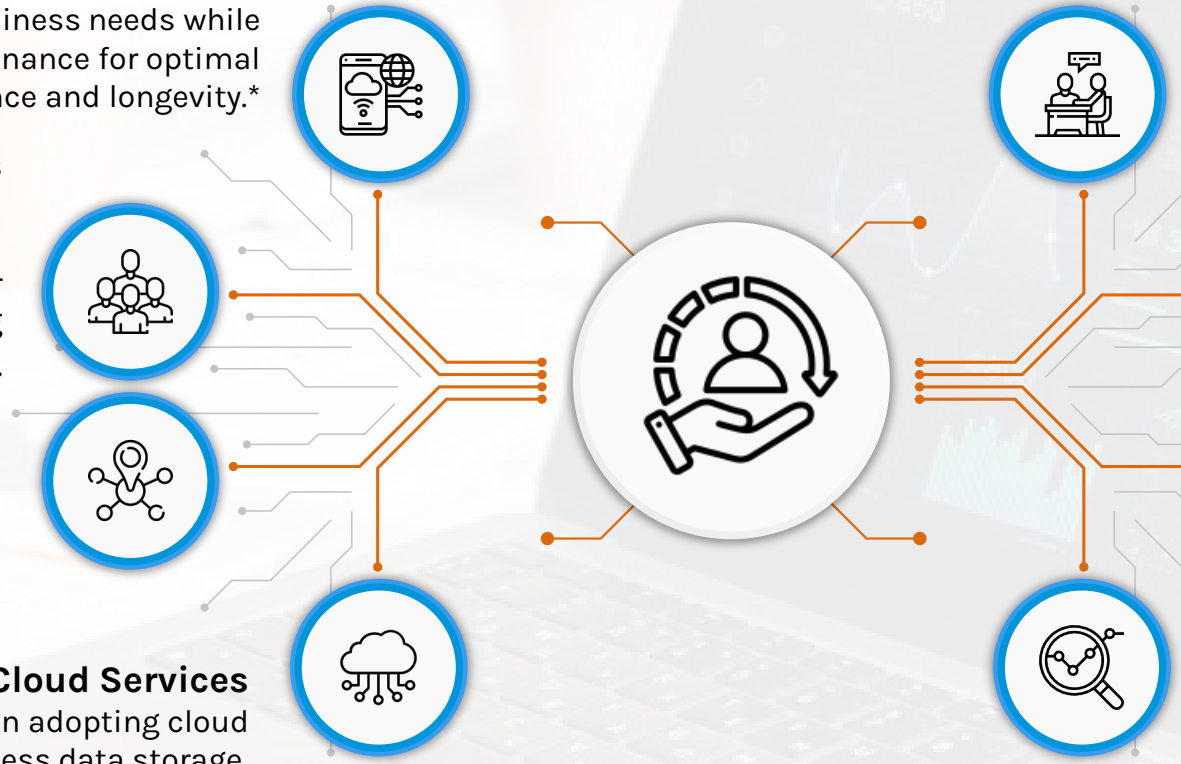
PARAmatrix®
PERCEPTION TO FRUITION

Application Development & Maintenance
Paramatrix specializes in developing customized applications tailored to business needs while ensuring their ongoing maintenance for optimal performance and longevity.*

Hire Dedicated Teams
Businesses can access a pool of skilled professionals from Paramatrix, tailored to their project requirements, ensuring high-quality deliverables.

Mobility Services
Paramatrix delivers mobile-centric solutions to empower businesses with efficient and user-friendly mobile applications.

Cloud Services
Paramatrix assist in adopting cloud technologies for seamless data storage, scalability, and business agility.



Technology Consulting Services
They provide expert guidance on leveraging cutting-edge technology to optimize business operations and drive innovation.

Cyber Security
Paramatrix offers robust cybersecurity solutions to protect businesses against evolving digital threats and ensure data integrity.

Digital Process Automation
The company enables organizations to streamline workflows and enhance efficiency through innovative automation solutions.

Data Analytics and Warehousing
With expertise in data management, Paramatrix helps businesses extract insights from data and create scalable warehousing solutions for better decision-making.

Structured Service Capabilities Matrix at A Glance

PARAmatrix®
PERCEPTION TO FRUITION

Empowerment

Digital & Cloud Applications
Mobile Applications
Modernisation
Total Experience (UI/UX)
Application Integration
Hyper Automation
Low Code Development
Gamification

Intelligent

Data Visualisation /
Virtualisation Data Quality
Enterprise Data
Management
Performance Management
Data Warehouse
Data Lake & Lakehouse
Adv. Analytics
AI, ML, NLP, LLM

Protection

Multi-Cloud Security
Cyber Security
SOC/NOC as a service

Efficiency

Staff Augmentation &
Value-added Professional
Services
DevSecOps
Application Maint. &
Support
Cloud Migration
IT Outsourcing

Practice

AWS Cloud Services
Microsoft Power
Platform
Open Source
Java Tech Stack
Microsoft Tech Stack
Azure Cloud Services

Stratgic

Data Consulting
Modernisation Consulting
Design Engineering
DMO Cloud Consulting
Security Consulting
Architecture Consulting
Digital Business

Tailored Engagement Models for Flexible Collaboration

PARAmatrix®
PERCEPTION TO FRUITION

PURE-PLAY RESOURCING-

- The resourcing engagement framework is structured to effectively prioritize and fulfill customer-specific needs.
- Resources are carefully chosen through a tailored process aligned with the skill requirements detailed in job descriptions.
- The organization showcases extensive proficiency across a diverse range of technology platforms.
- Flexible bench options are offered, including ready-to-deploy resources and customized solutions for long-term commitments.
- Lateral hiring processes are designed to be proactive and streamlined, ensuring agile and efficient talent acquisition.

VALUE-ADD RESOURCING-

- Resource attrition challenges are effectively managed, and engagement lead times are minimized.
- A seamless transition is enabled from individual 'Pureplay' resources to the collaborative 'Work Group' model.
- The 'Work Group' model comprises developers, technical leads, and engagement leaders who work independently to meet objectives.
- SLAs align with Work Group commitments, ensuring resource availability matches task needs.
- Paramatrix ensures that resource availability is consistently synchronized with task completion requirements.

PROJECTS ENGAGEMENT-

- Project engagements are available through Fixed-Fee and Time-and-Material models.
- Architectural consulting is offered for new projects, modernization efforts, and cloud transformations.
- Project governance is reinforced with PMO services, DevSecOps implementation, and comprehensive project management frameworks.
- The BOMUS (Build, Modernize, Transform, Operate, Manage, Upgrade, Support) model provides holistic, end-to-end solutions.
- Flexible engagement options include BOT (Build, Operate, Transfer) and collaborative co-build models.

Solutions Delivered Through Paramatrix's Products

XSIGHT-

XSIGHT serves as a comprehensive platform that integrates MIS, Reporting, and Analytics functionalities.

KEY HIGHLIGHTS

- Flexible Platform
- Integrated Dashboard
- Multiple Report Options
- Authenticated and Controlled Access
- Standardized ETL Procedures
- Robust Access Management
- Detailed Logs and Reports

ITCS-

ITCS (Insider Trading and Compliance System) is a web application using Microsoft Cloud to automate compliance with SEBI's insider trading guidelines.

KEY HIGHLIGHTS

- High configurability
- Rapid deployment
- Integration with third-party systems
- Cloud-ready interface
- Convenient to use
- Simplified compliance
- Timely and authorized disclosures
- Real-time record keeping
- Available on SaaS

EVENTJET-

EventJet offers a robust all-in-one solution for sampling and publishing data, fully aligned with the Logging and Monitoring Mechanism introduced by SEBI.

KEY HIGHLIGHTS

- Capturing and publishing event logs
- Any time-series data
- Both system & functional parameters
- Secured infrastructure
- Modular on cloud or on-prem
- Data sampler plugins
- Data analysis & reporting
- Tokenised access keys

Solutions Delivered Through Paramatrix's Products

PLAYMITY

Playmity is an advanced AI-powered SaaS gamification platform designed to enhance performance in areas such as sales, employee engagement, training, and operational efficiency.

KEY HIGHLIGHTS

- Actionable Insights for Client Managers
- Daily Recalibration of Prompts
- Feedback Loop for Motivation Effectiveness
- Utilizes Cutting Edge Artificial Intelligence
- Self-Learning Capabilities
- Employee Motivation Enhancement
- Data Utilization from Diverse Client Sources

PACE

PACE is a high-speed application development framework that simplifies app creation in Java and DotNet.

KEY HIGHLIGHTS

- Scalable & Cloud Ready Framework
- Automatic Audit Trails
- In-built Privacy Enforcer
- Code-free CRUD Operation
- Standardized and Unified Processes
- Shorter SDLC
- Minimum Coding & Scalability Management

XCENTIVE

XCENTIVE is a solution for managing employee performance, aimed at improving both individual and organizational productivity.

KEY HIGHLIGHTS

- Performance Metrics LoB wise
- Business Traceability
- Multiple features on-board
- Precise Configuration
- Reduced Administrative Overheads
- Various Dashboards and Alert Systems
- Easy to implement
- Agile & Efficient

Solutions Delivered Through Paramatrix's Products

EPPM

EPPM is a powerful enterprise platform to help you allocate and schedule tasks and resources.

KEY HIGHLIGHTS

- End-to-End Automation of the Endeavour Lifecycle
- Effective Resource Management
- Support for Traditional & Agile Methodologies
- Sophisticated Schedule Management
- Enterprise Reporting & MIS
- Cloud based, Web based and Mobile Enabled
- Zero Requirements for Third-party Components
- Pay-as-you-go
- EPPM Managed Service

DROANA

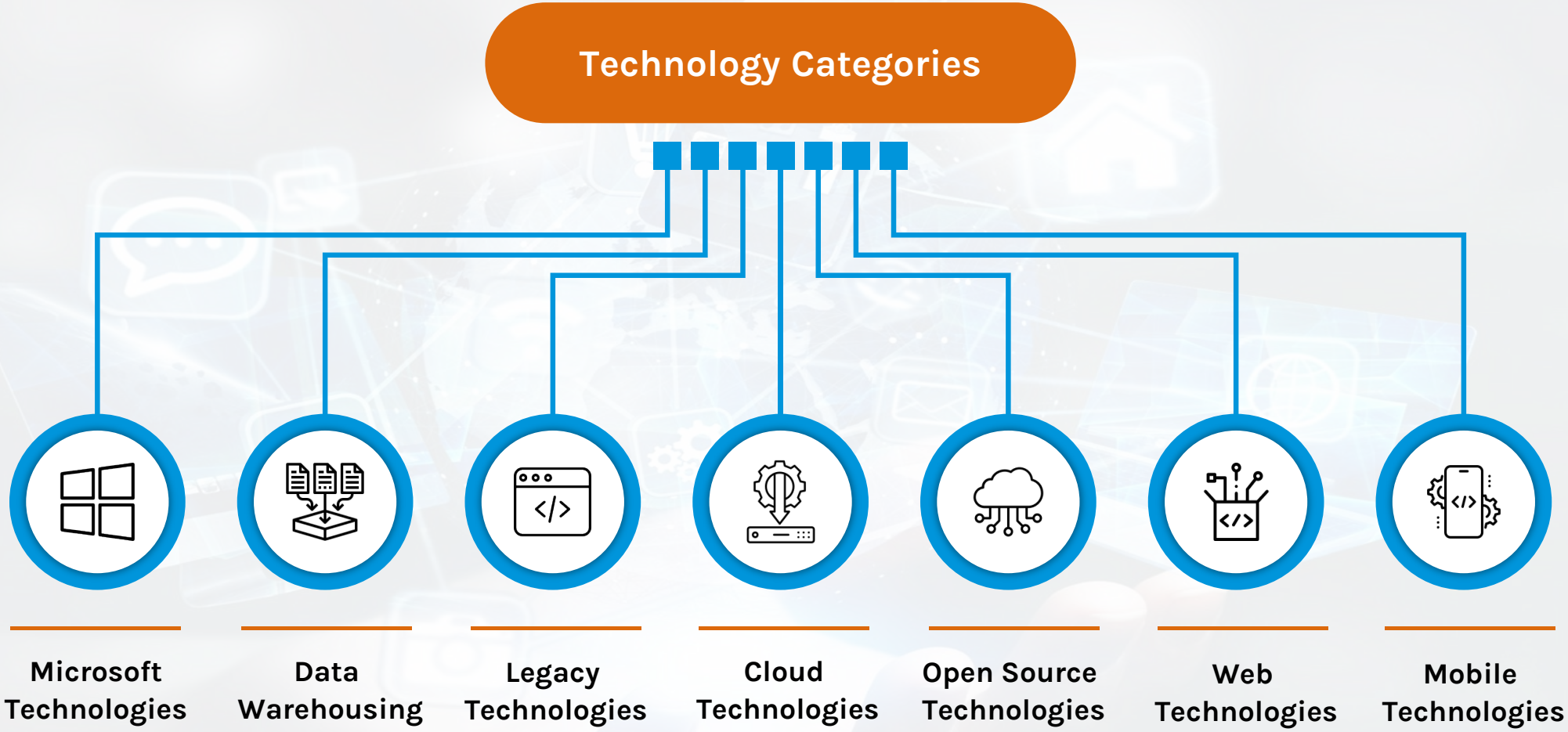
DROANA Classroom is a unique tech platform that provides the infrastructure to create and run virtual classrooms for learners.

KEY HIGHLIGHTS

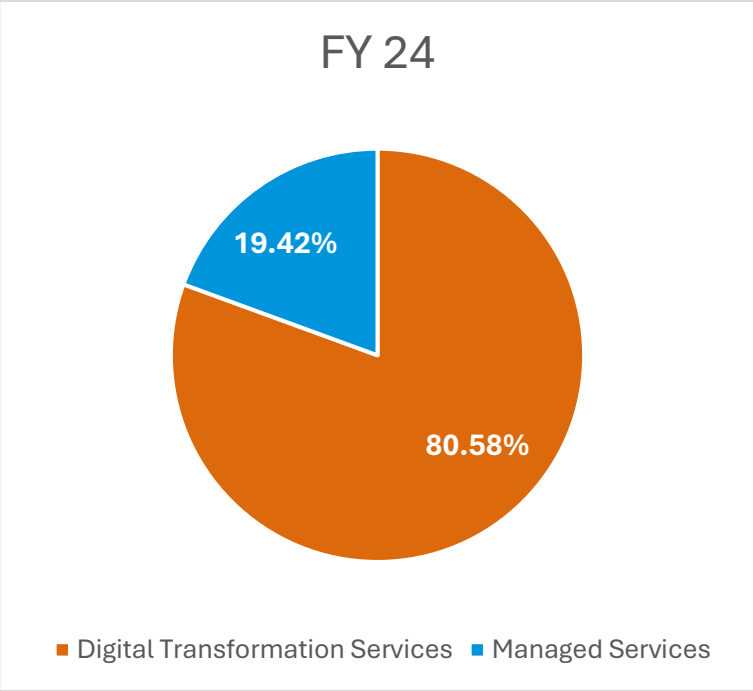
- Virtual Classroom
- Course Planner
- Online Test Manager
- Bulletin Board
- Instant Messenger
- Easy to use Interface
- Extremely economical
- Global access Platform
- On-demand screen access

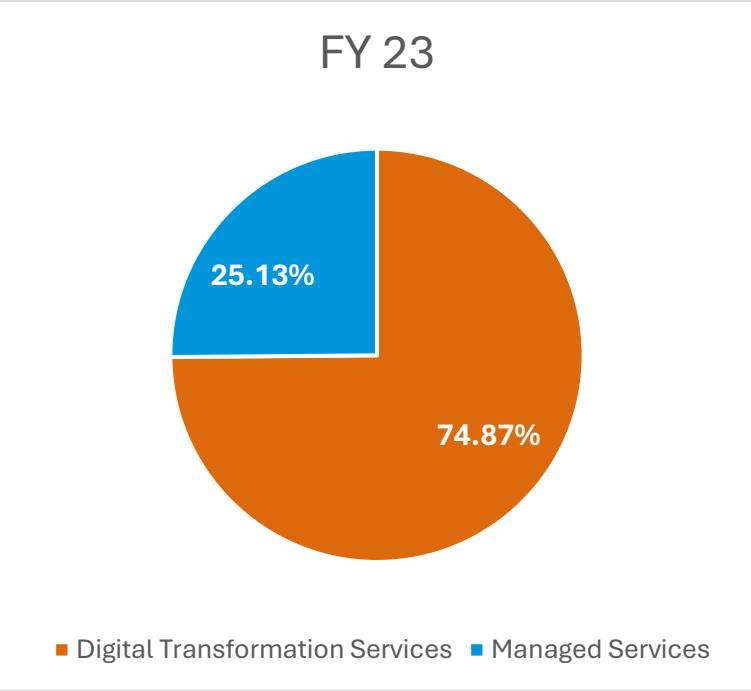
Expertise Across Cutting-Edge Technologies

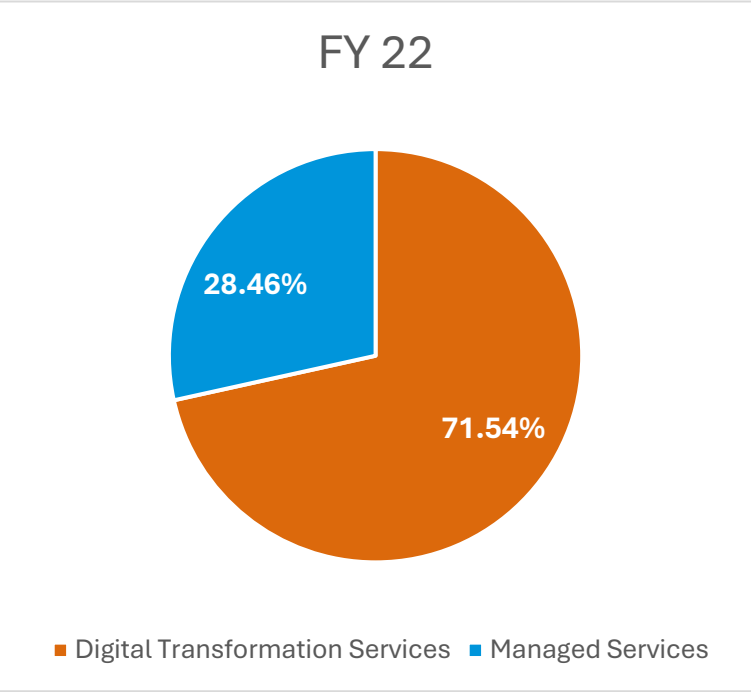
Paramatrix provide practical technical guidance and design cutting-edge architectures, leveraging their vast pool of experienced professionals and consultants with deep domain expertise.



Revenue by Services







Major Order Details

PARAmatrix
PERCEPTION TO FRUITION

Top 5 Orders

5.41Cr
National-level Market Infrastructure Institution

4.13Cr
Capital Markets MNC based out of S.E. Asia

2.30Cr
Leading Low Brokerage Investing & Trading Platform in India

2.41Cr
Global Relocation & Mobility Service Expert

2.40Cr
Leading Credit Rating Agency

Trends And Insights In The Global IT Services Sector

Global IT Industry Set to Surge: $1,100 Billion Market by 2026 with Rapid Innovation and 8.5% CAGR

Future Growth Projections

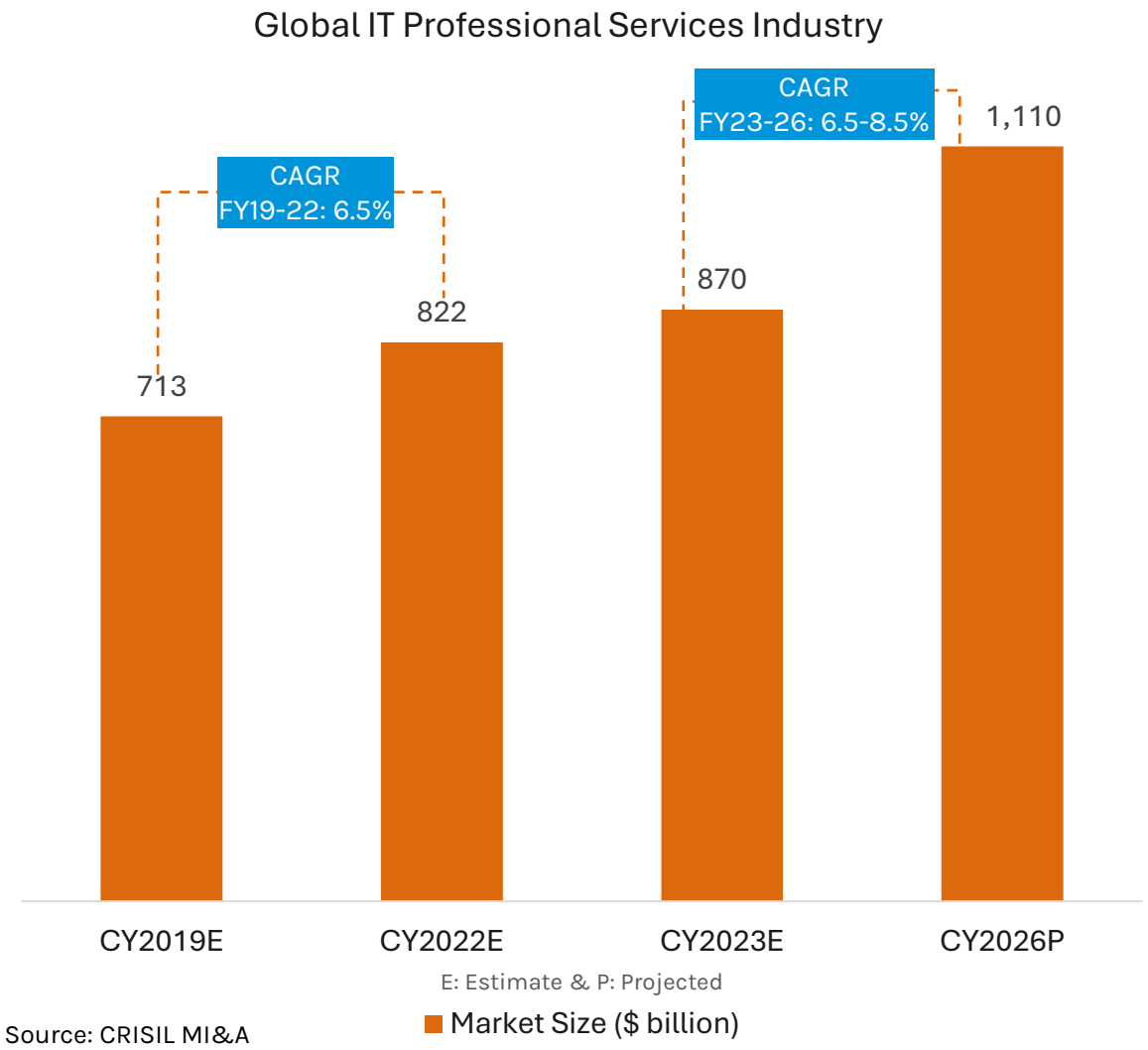
The IT industry is forecasted to grow at a CAGR of 6.5-8.5% from CY2023 to CY2026, reaching a market size of $1,050 – 1,100 billion by CY2026.

Crucial Role of the IT Sector:

The global IT sector drives innovation and connectivity, offering services like software development, hardware manufacturing, cybersecurity, and cloud computing.

Historical Growth and Transformation

Between CY2019 and CY2022, the IT industry experienced a 4.8% CAGR, propelled by emerging technologies such as AI, blockchain, IoT, and increased adoption of remote work due to the COVID-19 pandemic.



Source: CRISIL MI&A

The Indian IT Industry at a Glance

PARAmatrix®
PERCEPTION TO FRUITION



Products

Custom App Development, Software Testing, IT Consulting, System Integration, And Infrastructure Management



Key Needs

AI, Mixed Reality, Digital Engineering, Blockchain, Multi-cloud, Edge Computing, Cybersecurity, 5G/6G, and RPA



Key Highlights

- Tech Differentiation And Growing Digital Workforce.
- Productivity Boost Via Generative Ai And Real-time Insights Demand.
- Covid-19 Driving Resilience And Adaptability.

India's IT Services Export Industry: Current Growth and Future Potential

Export earnings of Indian IT service providers grew 11% YoY in FY2023, reaching approximately $111 billion, driven by digitization, AI, and ML for mass personalization.

Export revenue is expected to grow at a CAGR of 8–9% from FY2023 to FY2027, fueled by cloud services, RPA, AI, and increased adoption of Global Capability Centres (GCC).

Key Insights Into India's Technology SME Ecosystem

India's Technology SME industry to grow at a CAGR of 14-16% during fiscal 2023 to 2027

Economic Contribution and Growth

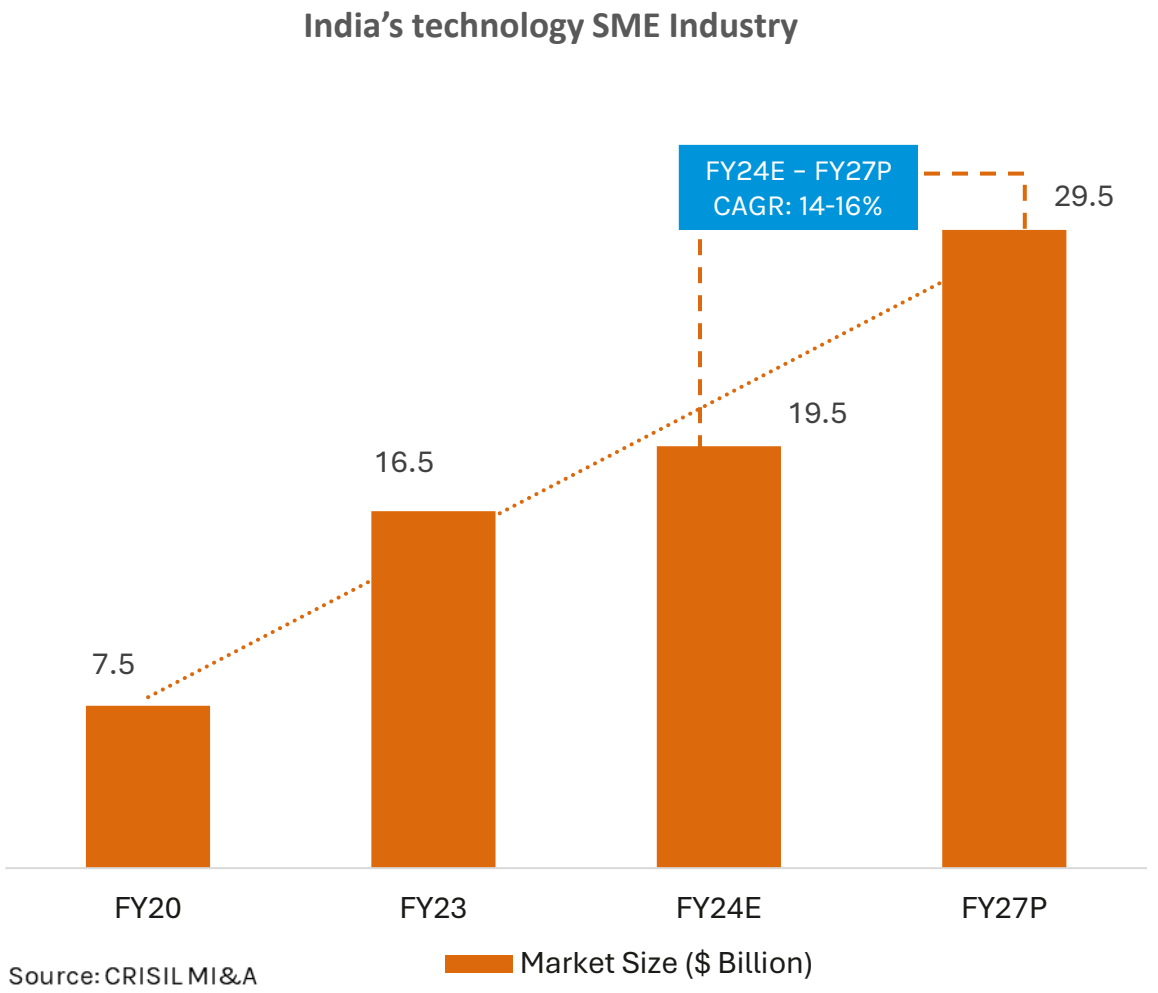
MSMEs in India account for 29.2% of GDP, employ over 110 million people, and contribute 43.6% to total exports (as of fiscal 2023), playing a crucial role in economic growth.

Evolution of Technology MSMES

With over 10,000 MSMEs, the sector has shifted from subcontracting to providing advanced digital solutions, with significant revenue from the North American market.

Robust Growth Forecast

The Indian technology SME industry is projected to grow at a CAGR of 14-16%, reaching $29.5–31.5 billion by fiscal 2027, driven by increased adoption of digital services like cloud computing, AI, and IoT.



Source: CRISIL MI&A

Guiding Paramatrix: The Team Behind the Vision



Mukesh Thumar

Founder, Managing Director & CEO

Experience:
- Visionary leader with extensive 24 years of experience in Indian and global IT markets.
- Former member of NASSCOM's Western Regional and National SME Councils.
- Former Partner at Cornerstone Venture Partners, contributing to the growth of tech-focused startups.

Qualifications:
- Executive Education, Harvard Business School.
- Diploma in Computer Engineering, Mumbai University.

Key Contributions:
- Scaled Paramatrix into a global IT solutions provider.
- Led market expansion & innovation in IT services.
- Influences India's tech ecosystem through industry leadership.



Mahesh Goriwale

Executive Director

Experience:
- 24+ years in IT, specializing in BFSI, capital markets & banking.
- Expertise in solution architecture, business analysis & project delivery.
- Leads key account management & execution at Paramatrix.

Qualifications:
- B.E. in Computer Engineering, University of Mumbai.
- Master's in Information Management.

Key Contributions:
- Drives digital transformation in BFSI solutions.
- Strengthens Paramatrix's technology-driven capabilities.

Guiding Paramatrix: The Team Behind the Vision



Sreeram Melarkode
Chief Digital Officer

Experience:
- 27+ years in BFSI, specializing in fintech, digital transformation, and advanced analytics.
- Held leadership roles at Edelweiss & Reliance Capital.

Key Contributions:
- Leads digital innovation, next-gen technology adoption, and enhances customer engagement & operational efficiency.



Raghu Prasad
Chief Technology Officer

Experience:
- 26+ years in enterprise software development.
- Former consultant & lead architect for major IT projects in India & abroad.
- Served on SEBI working committees & is a DSCI Certified Privacy Lead Assessor.

Key Contributions:
- Develops middleware frameworks, project management tools, and fintech solutions.



Hiran Shah
Chief Operating Officer

Experience:
- 24+ years in IT, managing domestic & international operations with expertise in strategic planning and key account management.

Key Contributions:
- Optimizes profitability, enhances operational margins, and manages key client accounts to ensure trust & value delivery.



Parimal Patel
Chief Financial Officer

Experience:
- IT professional with expertise in finance & accounting, aligning financial strategy with technological innovation.

Key Contributions:
- Ensures financial health, regulatory compliance, risk management, and long-term sustainability.

Advisory Team: Guiding Minds Behind Paramatrix Success



Mohan Natarajan
Strategic Advisor

Experience:
- Over 30 years of expertise in Indian financial markets, specializing in listed markets, structured finance, and private equity.
- Held senior roles at Fortune Financial & Equities Services and Edelweiss Group.
- Founded key ventures such as Kotak Commodities Services and HDFC Securities.

Qualifications:
- Alumni of IIT Bombay and IIM Calcutta.
- Attended the London School of Economics on a Chevening scholarship.

Key Contributions:
- Provides strategic direction to enhance Paramatrix's offerings in the BFSI sector.
- Leverages extensive industry knowledge to drive innovation and operational excellence.
- Supports the company's growth in financial technology through strategic acumen.



Sankarson Banerjee
Technology Advisor

Experience:
- Nearly two decades of expertise in digital transformation, primarily in the financial sector.
- Held key positions such as Chief Information Officer at RBL Bank and CTO - Projects at the National Stock Exchange of India Limited.

Qualifications:
- Proven track record in technology strategy and implementation, driving impactful business outcomes.

Key Contributions:
- Guides Paramatrix's technology strategy with innovative thinking.
- Enhances digital capabilities and drives technological excellence across operations.
- Plays a pivotal role in steering IT teams toward business success.



Rajiv Vaishnav
Strategic Advisor

Experience:
- Over 40 years of experience as an Investment Professional and Entrepreneur.
- Co-founder and Managing Partner at Cornerstone Venture Partners Fund.
- Former head of Ecosystem & Partnerships at RIL's GenNext Venture Fund.
- Active involvement in organizations like NASSCOM, shaping India's enterprise landscape.

Qualifications:
- Renowned for expertise in B2B SaaS models, brand building, and entrepreneurship.

Key Contributions:
- Strategically advises Paramatrix on investment strategies and business development.
- Fosters partnerships to drive growth and innovation.
- Leverages dynamic leadership to enhance Paramatrix's brand and enterprise impact.

Case study: Revolutionizing Real-Time Data Processing for Leading Bank

PARAmatrix® PERCEPTION TO FRUITION

Revolutionizing data processing with XSIGHT: Transforming 12-14 hour delays into real-time actionable insights for a leading bank.

Challenges

- Delayed data processing: 12-14 hours daily.
- Inefficient decision-making due to slow insights.
- Manual reporting bottlenecks causing operational inefficiencies.



Key Features

- Aggregates data from multiple sources seamlessly.
- Automated reporting for quick access to insights.
- Optimized workflows using advanced algorithms.

Solution: XSIGHT

- XSIGHT is a Data Integration Platform with real-time analytics.

Impact & Benefits

- Processing time reduced from 12-14 hours to 6-8 hours.
- Faster decision-making with real-time insights.
- Enhanced data accuracy through reliable validation.
- Timely reporting enabling better financial management.

Case study: Enhancing Cybersecurity for a Global Capital Markets Leader

PARAmatrix
PERCEPTION TO FRUITION

Achieving 99.7% SLA satisfaction and reducing security incidents by 50% with a tailored 24x7 cybersecurity framework.

Challenges

- Threats and vulnerabilities in web and email platforms.
- Limited 24x7 support and monitoring capabilities.
- Difficulty in managing vulnerabilities across servers and endpoints.
- Need for enhanced cyber threat intelligence and regulatory compliance.



Key Features

- Deployment of advanced tools: SIEM, EDR, firewalls, and DDoS protection.
- Vulnerability management, phishing awareness modules, and micro-segmentation.
- Monthly SLA reports and regular operational review meetings.

Solution: Comprehensive Cybersecurity Framework

- Tailored cybersecurity solution with 24x7 monitoring and support.

Impact & Benefits

- Achieved 99.7% SLA satisfaction.
- Reduced Total Cost of Ownership (TCO) by 40%.
- 50% reduction in security incidents, enhancing resilience.
- Improved regulatory compliance and operational efficiency.

Case study: Driving South Asia Growth for SAST Tool Provider

Established a strong market presence in South Asia by seamlessly executing the BOT model and attracting over 10 clients.

Challenges

- Navigating complex regulatory requirements in a new geography.
- Building a competent local team for sales, operations, and support.
- Acquiring customers in a competitive cybersecurity market.
- Managing ongoing operations effectively to establish market presence.



Key Features

- Regulatory Compliance: Ensured adherence to local laws and industry standards.
- Team Building: Onboarded over 30 personnel across sales, operations, customer support, and technical assistance.
- Customer Acquisition: Developed strategies to attract and retain clients in the South Asia region.
- Operations Management: Provided ongoing support to manage daily operations effectively.

Solution: Build, Operate, and Transfer (BOT) Model.

- Seamless BOT Model Execution with a Holistic Strategy

Impact & Benefits

- Market Presence: Successfully serviced more than 10 clients in South Asia, establishing a strong foothold.
- Brand Visibility: Enhanced reputation, positioning the client as a trusted SAST solutions provider.
- Operational Efficiency: Enabled smooth business operations through effective team integration and management.
- Client Empowerment: Assisted organizations in strengthening application security practices, mitigating potential threats effectively.

Case study: Gamified Performance Boost for a Leading Bank

Boosted employee engagement and motivation through a tailored gamification platform leveraging AI and real-time data recalibration.

Challenges

- Complexity in enhancing employee performance within the financial industry.
- Difficulty in motivating employees in a competitive environment.
- Challenges in integrating and interpreting data from various client sources.

.



Solution: Playmity

- Playmity is a Progressive Web App (PWA) gamification platform.

Key Features

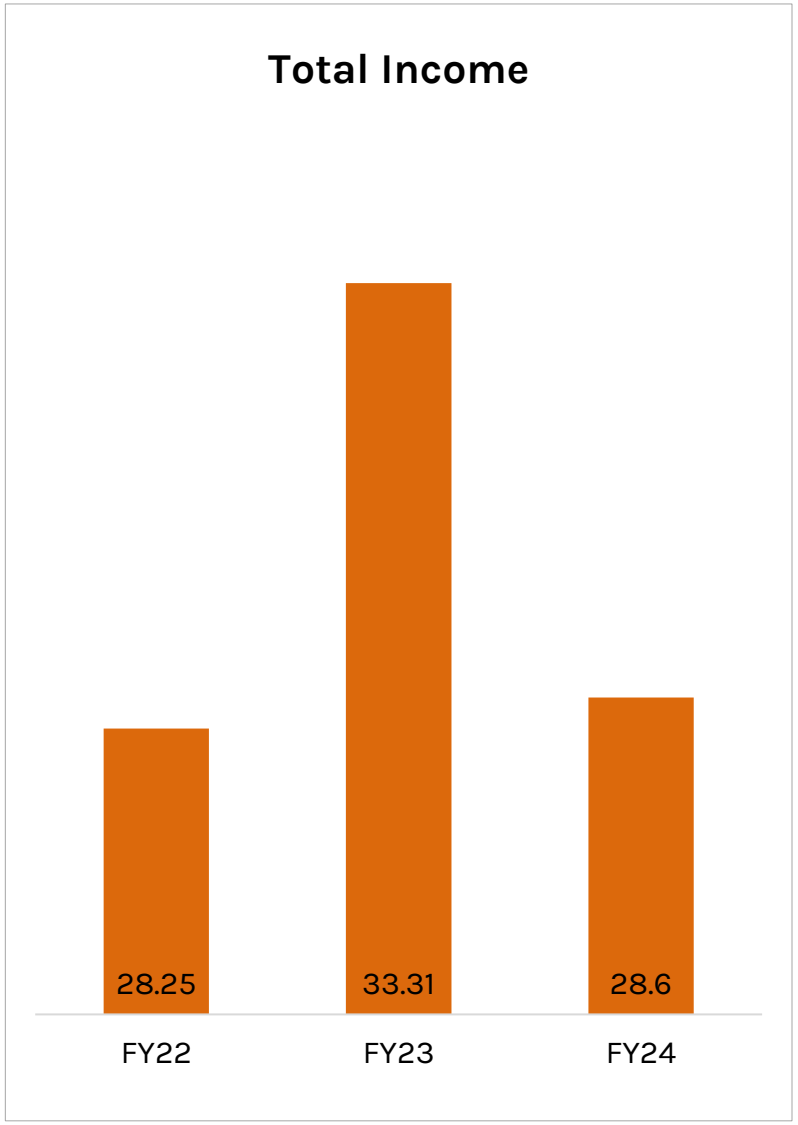
- Provides actionable insights for client managers.
- Daily recalibration of prompts for real-time engagement.
- Utilizes artificial intelligence for self-learning capabilities.
- Tailors gamification strategies using data from diverse client sources

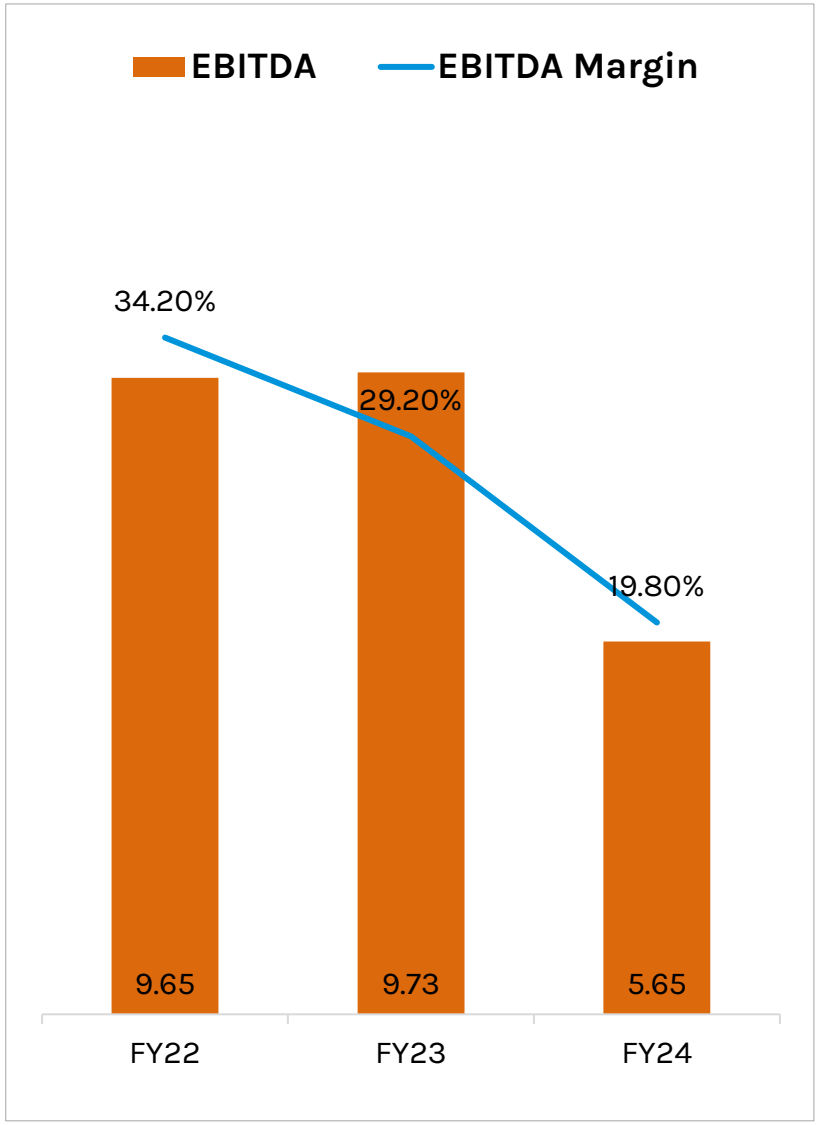
Impact & Benefits

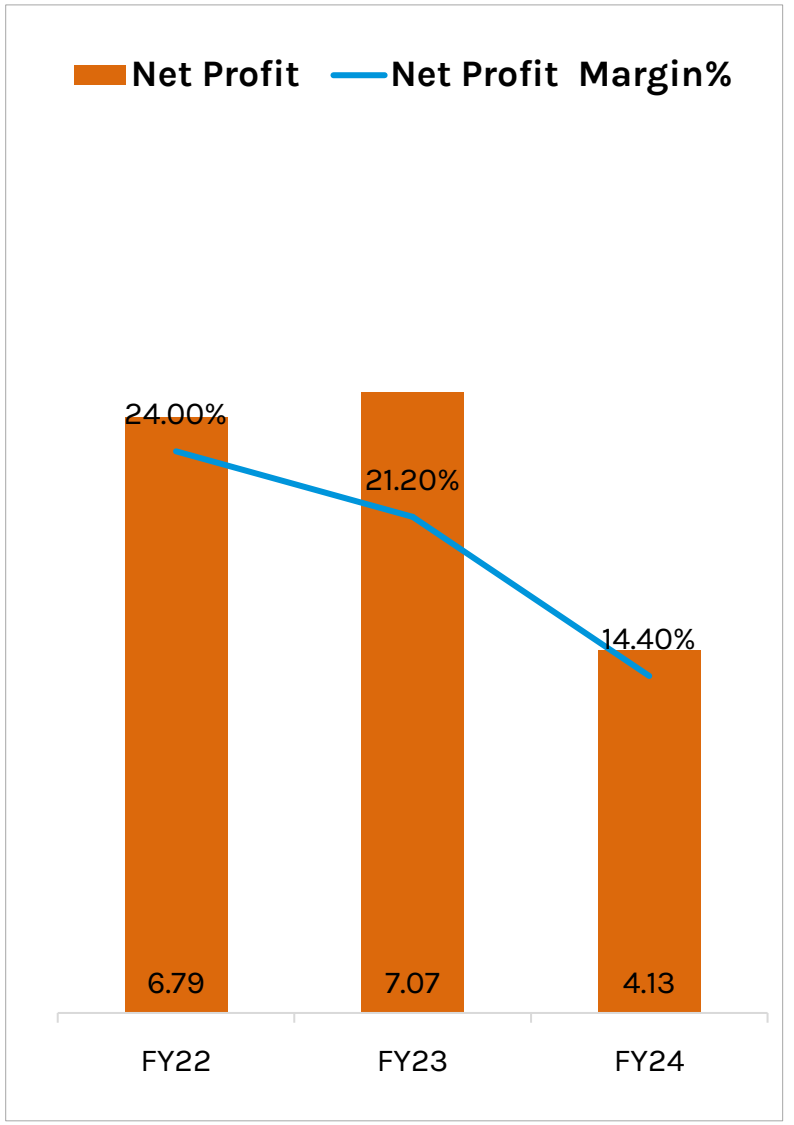
- Increased employee engagement and motivation levels.
- Enhanced performance metrics and productivity among employees.
- Improved decision-making capabilities for client managers through actionable insights.
- Effective utilization of diverse client data for personalized gamification experiences.

.

Key Consolidated Financial Highlights







All Amount in ₹ Cr & Margin in %

Consolidated Profit & Loss Statement

(In ₹ Cr.)

Particulars	FY22	FY23	FY24
Net Sales	27.33	28.36	27.99
Other Income	0.92	4.96	0.60
Total Income	**28.25**	**33.31**	**28.60**
Expenses			
Employee Cost	14.37	18.49	16.76
Other Expenses	4.23	5.10	6.19
Total Expenditure	18.60	23.59	22.95
EBIDTA	**9.65**	**9.73**	**5.65**
Interest	0.04	0.00	0.00
Depreciation	0.81	0.59	0.41
PBT	**8.81**	**9.13**	**5.24**
Share of P/L in Associate & JV			
PBT after exceptional item	**8.81**	**9.13**	**5.24**
Tax	2.02	2.06	1.11
Net Profit	**6.79**	**7.07**	**4.13**
Diluted EPS	194.00	202.16	4.72

- There was no significant 'Other Income' from property sales, as seen in FY 2022-23
- The operating revenue remained steady without any additional boosts from extraordinary items.
- Incurred Higher business promotion expenditure due to higher marketing expenditure
- Increased Office expenditure, which consisted of filing fees, gradually gone to the higher side due to the fees paid to MCA for Authorized Capital & Paid-up Capital Increase.

Consolidated Balance Sheet

(In ₹ Cr.)

Equities & Liabilities	FY22	FY23	FY24
Equity	0.35	0.35	8.75
Reserves	24.29	29.62	21.55
Non Controlling Interests			
Net Worth	**24.64**	**29.97**	**30.30**
Non Current Liabilities			
Non Current Borrowings	0.14	0.00	0.00
Lease Liabilities	0.00	0.00	0.00
Deferred Tax Liability	0.00	0.00	0.00
Long Term Provision	0.89	0.94	0.96
Total Non Current Liabilities	**1.02**	**0.94**	**0.96**
Current Liabilities			
Current Borrowings	0.00	0.00	0.00
Lease Liabilities	0.00	0.00	0.00
Trade Payables	0.20	0.23	0.21
Current Tax Liabilities (Net)	0.00	0.00	0.00
Short Term Provisions	0.10	0.09	0.16
Other Current Liabilities	4.67	3.16	1.92
Total Current Liabilities	**4.96**	**3.48**	**2.28**
Total Liabilities	**30.63**	**34.39**	**33.54**

Assets	FY22	FY23	FY24
Non Current Assets			
Fixed assets	6.07	1.16	3.01
Non Current Investments	4.70	9.34	9.09
Other Non Current Financial Assets	0.00	1.00	1.00
Deferred Tax Assets (Net)	0.30	0.29	0.30
Other Non Current Assets	0.12	0.14	0.33
Total Non Current Assets	**11.18**	**11.93**	**13.73**
Current Assets			
Current Investments	0.00	3.29	0.39
Trade receivables	4.52	4.82	4.50
Cash & Bank Balance	12.11	12.19	13.07
Other Current Financial Assets	0.00	0.00	0.00
Short- Term Loans and Advances	2.11	0.91	0.07
Other Current Assets	0.70	1.24	1.78
Total Current Assets	**19.44**	**22.45**	**19.81**
Total Assets	**30.63**	**34.39**	**33.54**

Cashflow Statement

(In ₹ Cr.)

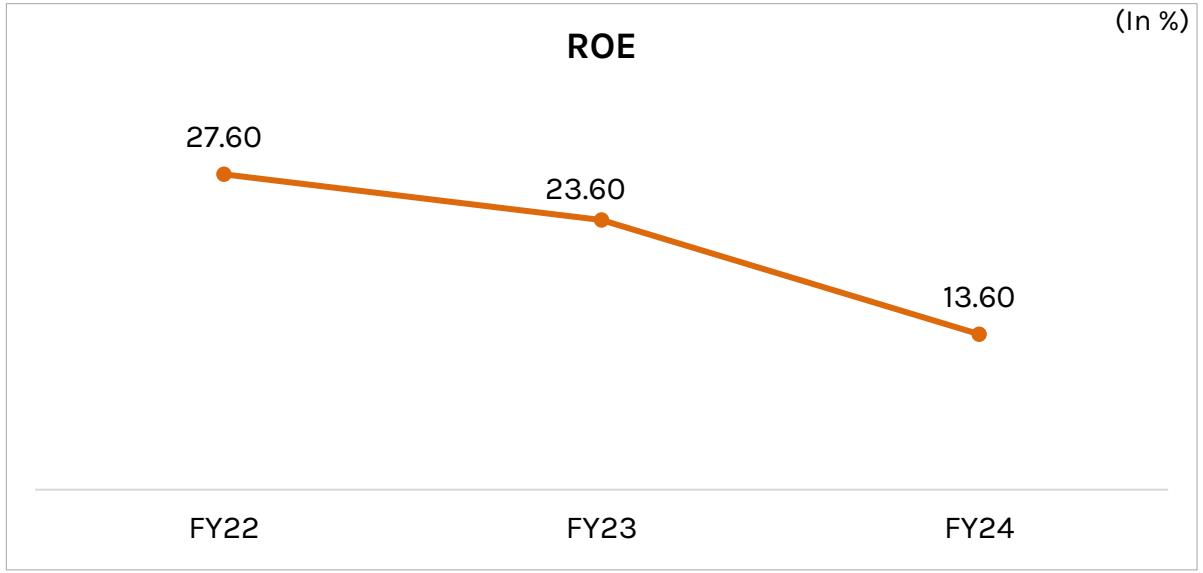
Particulars	FY22	FY23	FY24
Cashflow From Operations	8.87	1.14	3.52
Cashflow From Investments	-0.72	0.94	1.34
Cashflow From Financing	-3.99	-2.00	-3.99
Net Cash Flow	4.16	0.08	0.87
Opening Cash Balance	7.95	12.11	12.19
Closing Cash Balance	12.11	12.19	13.07

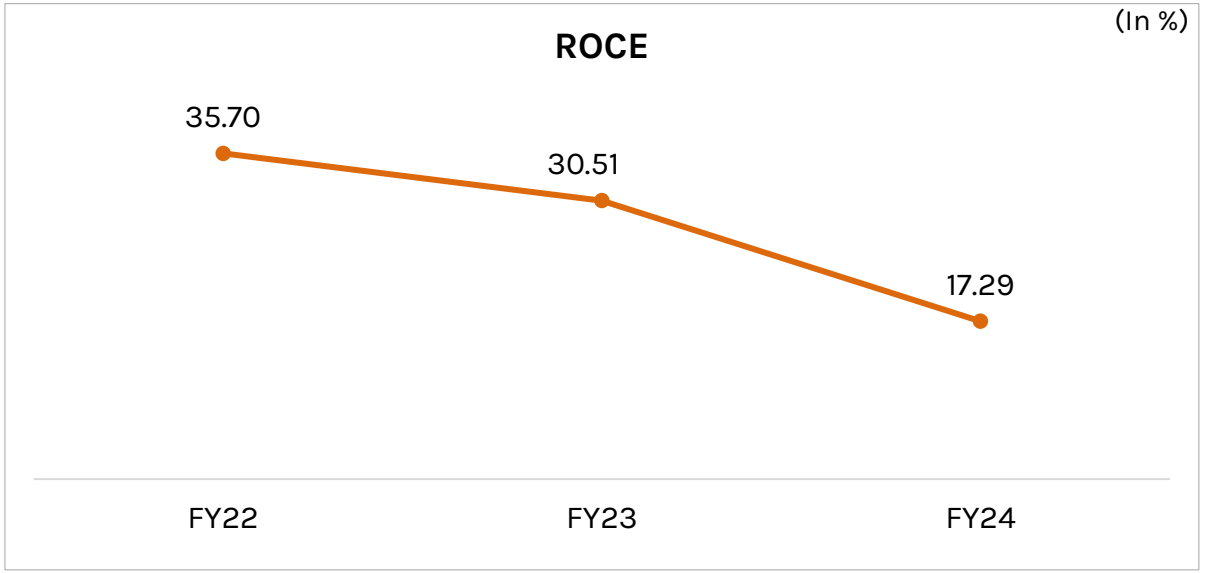
Cashflow Statement

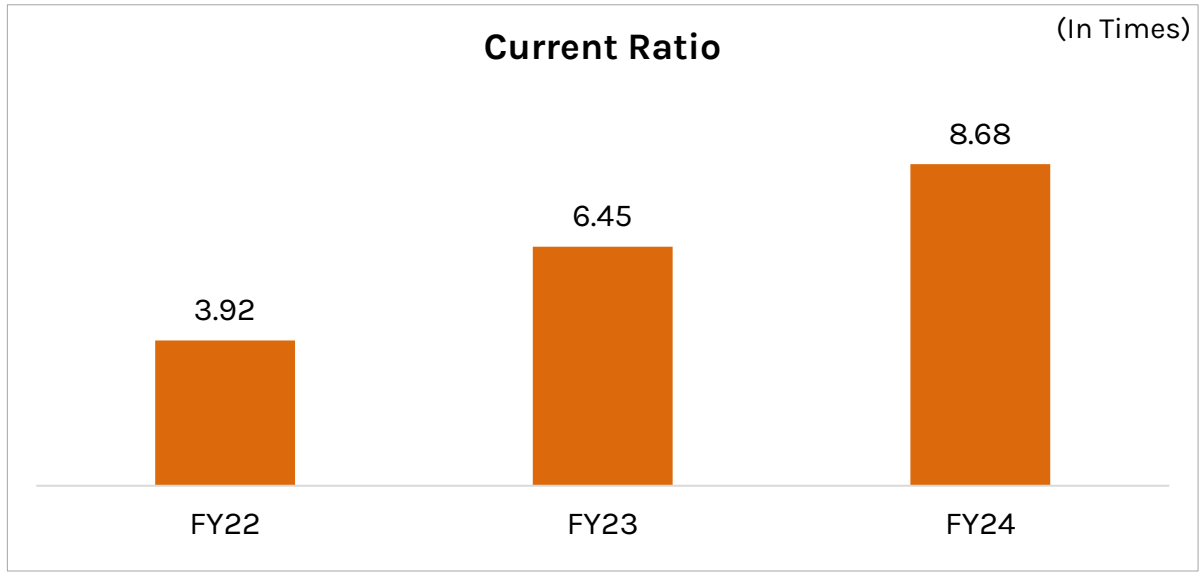
(In ₹ Cr.)

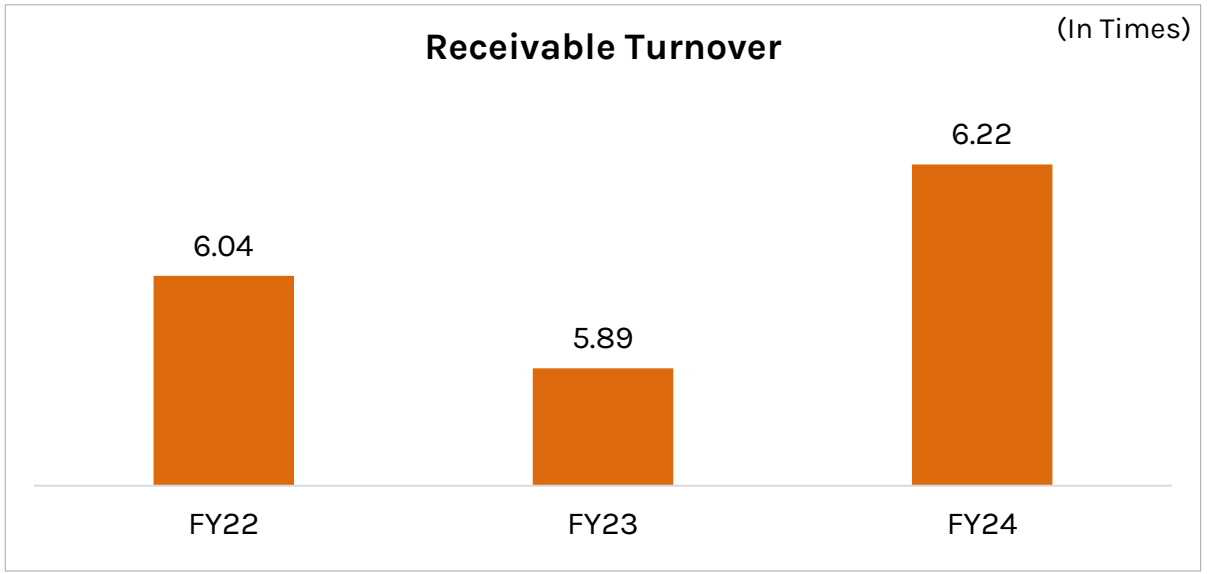
Particulars	FY22	FY23	FY24
Cashflow From Operations	8.87	1.14	3.52
Cashflow From Investments	-0.72	0.94	1.34
Cashflow From Financing	-3.99	-2.00	-3.99
Net Cash Flow	4.16	0.08	0.87
Opening Cash Balance	7.95	12.11	12.19
Closing Cash Balance	12.11	12.19	13.07

Key Ratios


ROE
(In %)
27.60
23.60
13.60
FY22
FY23
FY24


ROCE
(In %)
35.70
30.51
17.29
FY22
FY23
FY24


Current Ratio
(In Times)
3.92
6.45
8.68
FY22
FY23
FY24

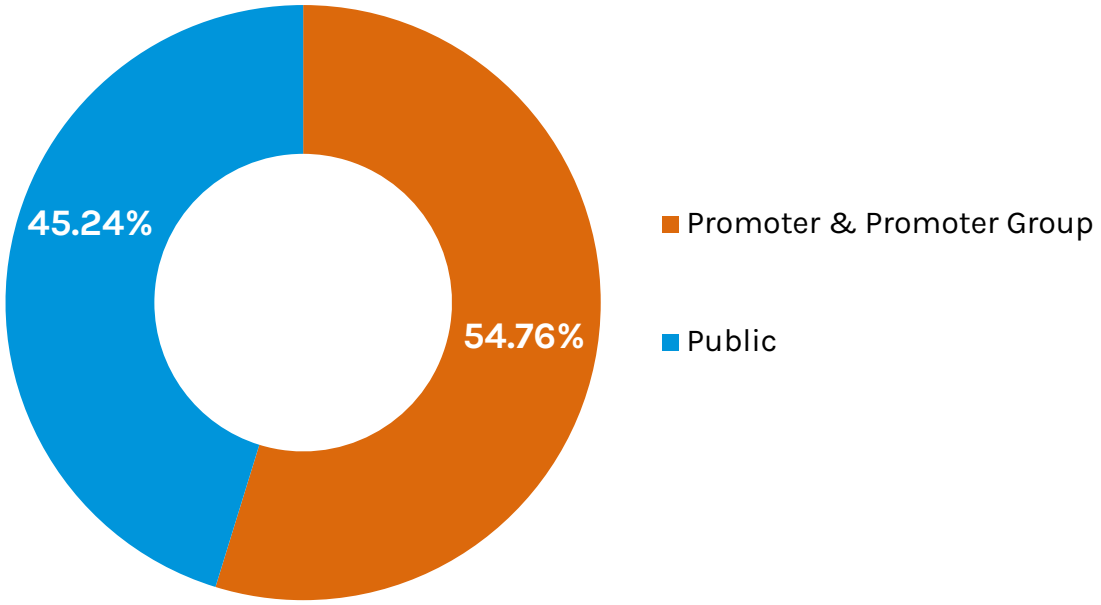

Receivable Turnover
(In Times)
6.04
5.89
6.22
FY22
FY23
FY24

Stock Data

NSE: PARAMATRIX	
Source NSE	As on 20-03-2025
Share Price (₹)	74.60
Market Capitalization (₹ Cr)	85.86
No. of Shares Outstanding	1,15,08,800
Face Value (₹)	10
52 Week High	133.10
52 Week High-Low (₹)	71.00

Share Holding Pattern

As on 30-09-2024



Way Forward Growth Strategy

The company's strategy encompasses three core areas: Global Business Strategy, Positioning and Marketing Strategy, and Customer Account Retention and Growth Strategy.

Global Business Strategy

As part of its Global Business Strategy, the company aims to expand its footprint across new industries and untapped geographical regions, including the Middle East and East Asia. The focus is on strengthening its presence among large corporate customer accounts by enhancing sales teams in key locations such as the UAE and Japan, refining marketing strategies, and establishing strategic partnerships to extend distribution channels.

Positioning and Marketing Strategy

At the core of the company's positioning and marketing strategy is its role as an integrated services partner, offering ready accelerators tailored to the three key digital pillars of large enterprises: Digital Applications, Data Assetization, and Security. The company remains committed to advancing its suite of accelerators, including PLAYMITY, BULWARK, and XSIGHT, to deliver enhanced value to its clients.



Customer Account Retention and Growth Strategy

The company's approach to customer account retention and growth is centred on delivering exceptional value and service excellence. To support ongoing growth and maintain high service standards, it plans to enhance both physical and digital infrastructure. This includes modernizing workspaces, upgrading technology platforms, and continuously improving service delivery.

Investment Rationales



Strong Financial Performance & Profitability

- Healthy Margins – EBITDA Margin 19.80%, Net Profit Margin 14.40%
- Debt-Free Company
- Strong cash reserves of ₹13.07 Cr

Strong Market Presence & Growth Potential

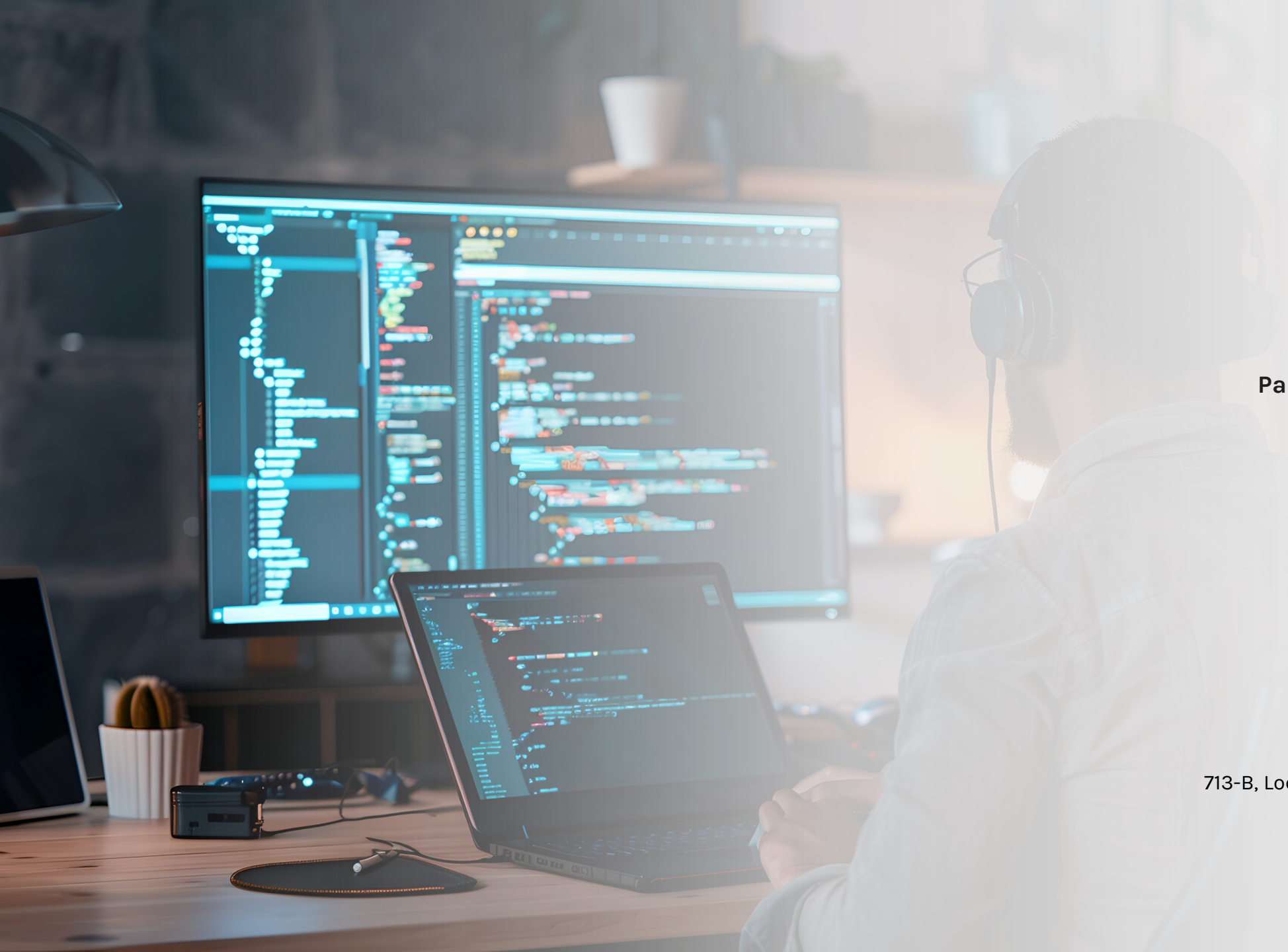
- 21+ Years of Experience in IT solutions, software development, and system integration
- Diverse Client Base – 150+ clients, 350+ successful projects
- Global Footprint – Presence in 19+ countries, strong presence in BFSI & IT sectors

Robust Industry Tailwinds & Market Expansion

- Strong Demand in BFSI, FinTech, and Cybersecurity Markets
- Expanding Internationally – Focus on North America, Europe, and the Middle East

Experienced Leadership & Visionary Management

- Founder & CEO Mukesh Thumar – 24+ years of experience in IT and BFSI
- Expert Leadership Team with deep industry expertise in AI, FinTech, and Compliance
- Advisory Board Includes Industry Veterans from IIT, IIM, NASSCOM, and Fortune 500 firms



Thank You

Paramatrix Technologies Limited

E-102, 1st Floor,
Sanpada Railway Station
Complex (Highway Side),
Sanpada, Navi Mumbai,
INDIA. PIN – 400705
Email: sales@paramatrix.com
Phone: 7506051248
Website: www.paramatrix.com

Kirin Advisors Private Limited

713-B, Lodha Supremus II, Wagle Estate, Thane
West – 400 604.
Email: info@kirinadvisors.com
Phone: 022 4100 2455
Website: www.kirinadvisors.com