May 27, 2019

To

BSE Limited	National Stock Exchange of India Limited
Department of Corporate Services	
Listing Department	Listing Department
P J Towers,	Exchange Plaza
Dalal Street,	Plot no. C/1, G Block,
Mumbai - 400001	Bandra-Kurla Complex,
Scrip Code: 542367	Bandra (E), Mumbai - 400051
	Scrip Symbol: XELPMOC

Dear Sir/Madam,

Sub: Investor Presentation.

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith a presentation to analysts / investors on the financial performance of the Company for unaudited Financial Results for the 4th quarter ended and audited financial results for the financial year ended March 31, 2019.

We further wish to inform you while submitting the Financial Results inadvertently selected option "No" in respect of Investor Presentations, however we wish to give the Presentations on Financial Results.

We request you to take the same on record.

Thanking You,

Yours faithfully,

For Xelpmoc Design and Tech Limited

Vaishali Kondbhar
Company Secretary
Encl: as above

Xelpmoc Design & Tech Ltd.

INVESTOR PRESENTATION

May 2019

Company Overview

- Incorporated in September 2015, by **Mr. Sandipan Chattopadhyay,** Xelpmoc is engaged in providing professional technology services and end-to-end technology solutions and support
- Clients range from entrepreneurs and start- up enterprises to established companies, engaged in e-commerce, transportation and logistics, recruitment, financial services, social networking, and various other industries

120 Employees

23 Clients

4 City Operations

2015	2017	2018	2019
• Incorporated as 'Xelpmoc Design and Tech Pvt Ltd' at Bengaluru • First Technology Services Agreement entered into with Fortigo Network Logistics Private Limited	• Entered into a Joint Venture Agreement With Fortigo Network Logistics Private Limited • First Agreement for rendering services with a government organization	• Converted into a Public Limited Company and the name was changed to 'Xelpmoc Design and Tech Limited'	• Company got listed on BSE and NSE

Start-Ups

- Work with like minded promoters in the start-up echo system and take their business idea to the next level

- Provide high-end technology services in lieu of:

  - Combination of Cash & Equity

- Exit for Equity at the right moment through a Series A/B exit

Corporates/Government

- Traditional services model that complements the start-up ecosystem

- Work with select government bodies on G2C opportunities where we believe scale of opportunities will be at a different scale than normal projects

- Work with corporates is limited by our appetite to work with select customers. Possible to switch on the tap for greater annuity revenues but our model is predicated on higher value add from our start-up ecosystem

What we do?

Focused on building the next generation of technology in **Artificial Intelligence & Machine Learning** Space, with a keen interest in Natural Language Processing & **Data Analytics**. We work with governments, businesses, individuals & startups and help them take advantage of their data as Technology Partners & Consultants.
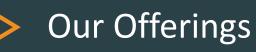
How we do it?

Understanding intention of what is to be built & **problem recognition**

Comprehensive study on the data being utilised to **recognise statistical patterns**

Highlight points of data collection, quality & type of data to then derive the **Machine Learning Model**

Technology Services

- Caters to companies operating at Start-up level, Corporates as well as certain Government Organisations in India

- Primarily comprises of Data Science, Artificial Intelligence, Machine Learning and Other Emerging Tools

Thematic Product Development | Progressive Web App (PWA) Development | Mobile App Development | Prototype Development | Query Optimization | Rapid Iteration

Technology Solutions/Products

- Component library to quickly scale projects without external dependencies

- Data Science capabilities using modern technologies resulting in performance and ease of use

- A team of 51 developers and product managers(as of 30th September, 2018) which maintains and enhances existing services and products along with executing customizations as per client requirement

Management Team

Sandipan Chattopadhyay
MD & CEO

- A Bachelor of Statistics from ISI, Calcutta with a PGD in Computer Aided Management from IIM, Calcutta
- Previous job includes stint as CTO at Just Dial Limited

Srinivas Koora
CFO & Whole-Time Director

- A Bachelor of Commerce from Osmania University, MBA from Swami Ramanand Teerth Marathwada University, Nanded
- Previous job includes stint as Deputy CFO of Just Dial Limited
- Brings over 16 years of rich experience in the field of Accounts and Finance

Jaison Jose
Whole-Time Director

- A Bachelor as well as Master of Commerce along with Master of Marketing Management from Mumbai University
- Previously associated with Quess Corp and Adecco Peopleone India
- Brings over 13 years of rich experience in the field of Accounts and Finance

Vishal Chaddha
Whole-Time Director

- A Bachelor of Science from University of Delhi as well as a PGD in Management from IIM, Calcutta
- Previous job includes stint as CEO at HT Media Limited and also worked with ABN Amro Bank N.V., Coca-Cola India Inc.
- Brings over 22 years of rich experience in the field of General Management, Sales & Marketing, Financial Services

{xelp}

Fortigo Network Logistics Private Limited

Intellibuzz TEM Private Limited

Mihup Communications Private Limited

Kidsstoppress Media Private Limited

Inqube Innoventures Private Limited

Gyankosh Solutions Private Limited

Madworks Ventures Private Limited

Ideal Insurance Brokers Private Limited

Snaphunt Pte. Limited

PHI Robotics Research Private Limited

4tigo Overview

An online market place to network truck owners, transporters, truck drivers and customers

Funded by Accel partners and Mr. Nandan Nilekani

Sector: Transportation

4TIGO is a common technology platform that has something for every participant in the trucking ecosystem – the fleet owner, truck driver, transporter, transport company, consigner and consignee.

Network members manage the **entire** goods transportation lifecycle on the platform, enabling a quantum leap in **productivity, efficiency & customer service.**

Features include a comprehensive fleet management system, supply-demand matching of trucks, online bidding and contracting complete contract management.

With a highly intuitive user interface, a truck driver, **anywhere in India**, can find a load and be on his way. All in **just three clicks.**
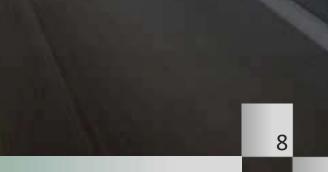
Xelp helped create the truck and **route optimization algorithm** reducing time and maximize revenues for truckers between points.

A Requirement **Matching Algorithm** to connect demand to supply based on parameters like truck & load and location all in real time using the **bidding system**

Xelp helped build MIHUP'S **speech to text** model that uses a series of **neural networks** to convert Analog speech by recognising words spoken and producing text accordingly.

Vernacular in nature and combined with **NLP** and Information retrieval, creates versatility for utility. It is a blank canvas and draws from user's interaction and learning from it.

Built conveniently to work both **online and offline** and is easily integrated into external systems

Mihup Overview

- Understands user mannerism and their local language
- Identifies English script queries of any regional language
- Works without internet access
- SMS based assistance live since 2014

Sector: Voice Technology

Mihup is an artificial intelligence powered mobile assistant for **Speech-to-Text, Speech-to-Speech, Text-to-Speech and Text-to-Text interaction.**

A digital personal assistant, with local language voice recognition that functions offline, Mihup understands user mannerisms **in their local language**, identifies English script queries of **any regional language** and offers **SMS based assistance**.

At its core, Mihup aspires to be a protocol of conversation, and aims to sit between Human or Machine actors, removing personal biases or specific terminologies, to aid communication

In Bloomberg's Top 50 AI and ML Startups

Company Name	Headquarters	Market Sector	Capital Raised Over time	Average Number of Days Between Rounds
Mast Mobile	New York	Telecomms Connects mobile phones to corporate network	$7.0M	196
Meta Company	Redwood City, Calif.	Augmented Reality Augmented reality platform	$99.0M	336
Mihup Communications	Kolkata, India	Artificial Intelligence AI digital assistant	$6.7M	N/A

Value of Portfolio

Company name	Xelpmoc's investment		
	Cost of investment	Fair value as at March 31, 2018	Fair value as at March 31, 2019
Investments fair valued			
Fortigo Network Logistic Private Limited	1,22,232	15,31,22,471	16,40,35,344
Mihup Communication Private Limited	17,05,088	1,60,06,175	4,36,67,110
Snaphunt Pte Ltd	10,66,670	-	3,79,24,309
Ideal Insurance Brokers Private Limited	2,35,000	62,84,900	65,48,950
Inqube Innoventures Private Limited	92,98,510	66,27,290	71,44,295
Intellibuzz TEM Private Limited	24,99,975	24,99,975	26,60,859
PHI Robotics Research Private Limited	25,05,000	24,88,586	25,36,316
Gyankosh Solutions Private Limited	32,939	29,23,336	27,35,255
KidsStopPress Media Limited	60,29,838	-	59,93,045
IFTOSI Jewels Private Limited	17,000	15,198	-
Subtotal	**2,35,12,252**	**18,99,67,931**	**27,32,45,483**
Investments accounted using equity method of accounting			
Fortigo Network Xelpmoc Private Limited	18,000	4,45,733	1,97,296
Madworks Ventures Private Limited	11,55,552	10,65,000	8,42,868
Subtotal	**11,73,552**	**15,10,733**	**10,40,164**
Total	**2,46,85,804**	**19,14,78,664**	**27,42,85,647**

Enhancing Technological & Domain Expertise

- Identifying sectors with growth potential and recruiting industry experts in such sectors who can add value to the products and solutions and help the company to gain credibility in the market.

Expansion across Different Geographies

- Enter into newer geographies such as Middle East and North Africa (MENA), Australia, United Kingdom, Asia Pacific and the United States
- Intends to expand the volume of business by becoming an integrated enterprise-wide solutions provider

Evaluate Strategic Opportunities

- Gain access to track record, new technologies for its solutions, target new industry sectors and clients as well as drive synergies with its existing business ventures
- A comprehensive data lake which can support data in any form and process a range of requirements in order to service client requirements appropriately

Identifying Opportunities to increase Client Base

- Over 23 clients serviced as of 30th September, 2018 across four states in India
- Repeat business and proposing new services and products to existing clients constitutes an important revenue opportunity for the company
- The company will try to cross-sell and up-sell opportunities to its existing client base in order to further grow operations
- Focus on Public sector clients while building Private sector clients' base

Strengthening Human Capital

- Attracting, training, and retaining key personnel
- Entrepreneurial opportunities to personnel in expanding business within their areas of expertise in order to achieve human capital goals

Competitive Strengths

End-to-End Solutions and Support

- Range of end-to-end technology-based products, services and solutions
- Expanded product offerings to data science capabilities, query optimization and rapid iteration services
- Enables in improving client base and diversifying revenue

Experienced Management & Entrepreneurial Culture

- An experienced management team with four members of senior management having worked at senior management levels in established companies across various industries
- Developed programs for identifying and developing future leadership
- Brings over 49 accumulated years of rich experience

Accessibility to Domain Experts

- Senior Management Team's experience and expertise across multiple sectors serves as an advantage
- A Network of Four Independent experts to provide better service to clients as well as capitalize on strategic opportunities due to access of domain and industry knowledge

Structure that Enhances Client Service

- Access to the entire platform of services along with its professionals regardless of the location of the project
- Promote long-term client relationships
- Encourages entrepreneurialism among its professionals
- Its Integrated platform of services helps in containing development and maintenance costs for the clients by leveraging its shared expertise and resources to provide multiple services to each client

Financial Snapshot

(₹ in '000)	FY'18	FY'19
Total Revenue	**53,601.3**	**60,887.0**
EBITDA*	**(35,108.0)**	**(49,817.9)**
% margin	*NA*	*NA*
Add: Other non-operating income	610.0	2,059.7
Add: Share of net profit / (loss) of Associates / Joint Ventures	331.8	(147.9)
Less: Interest expense	34.9	12.4
Less: Depreciation and amortisation	729.7	2,507.2
Less: Tax	759.4	(587.2)
PAT	**(35,690.8)**	**(49,838.6)**
% margin	*NA*	*NA*
Total Debt	0.0	0.0
Networth	190,301.6	406,399.9
Net Block of fixed assets	3,089.6	1,760.3
Cash and cash equivalents	21,713.0	24,601.9

We expect to be EBITDA break-even by Q4 of FY 20

Investment Summary

- Differentiated technology services play with high focus on AI & ML

- Ability to identify unique business models & partner with the entrepreneurs to bring that idea to fruition

- Focused on driving value to shareholders than a consistent traditional growth story

- Key investments in companies have already scaled up to a substantial level

- Strong management with senior high caliber technology professionals

- Vision is to partner and grow with start-ups while selectively working on traditional projects that excite the high technology DNA of the company

For more information, Please contact:

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THANK YOU