

**CANARYS AUTOMATIONS LIMITED***(formerly Canarys Automations Private Limited)*

CIN: L31101KA1991PLC012096

Reg Off: No. 566 & 567, 2nd Floor, 30th Main,
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Contact No: +91 9845862780

Email Id: fin@ecanarys.com website: www.ecanarys.com

Date: 25th June 2025

To

National Stock Exchange of India Limited ("NSE")

Exchange Plaza, Plot No. C/1, G- Block,
Bandra -Kurla Complex, Bandra (East),
Mumbai-400051

NSE Symbol: CANARYS**ISIN: INE0QG301017**

**Subject: Investor Presentation under Regulation 30 read with Para A of Part A of
Schedule III of the SEBI (Listing Obligations and Disclosure Requirements)
Regulations, 2015.**

Dear Sir/Madam,

With reference to captioned subject, please find attached herewith the Investor Presentation – FY 2025 of the Company.

This Investor Presentation is also available on the website of the Company at www.ecanarys.com

Kindly consider this for your record and information.

Thanking you.

For CANARYS AUTOMATIONS LIMITED**Ambikeshwari M A****Company Secretary & Compliance officer****Membership No. A67639**

Encl: as above



Canarys

Solution is our Mantra

Investor Presentation – FY25



FY25 Highlights



Company Overview

Innovating niche Technology Solutions for Global Industries



Historical Financials

Proven history of Strong Financial Performance



Annexure





Mr. Sheshadri Srinivas

Chief Executive Officer

We continue to execute our long-term growth strategy, with a sharp focus on expanding our Technology Solutions portfolio and strengthening our global presence. The recent acquisition of a leading North American company marks a major milestone—accelerating our growth in key markets and enhancing our capabilities in Cloud, AI, ML and automation. This strategic move is expected to drive further expansion across the BFSI, Healthcare, Manufacturing, and Retail sectors.

Our financial performance reflects this momentum, with revenue growing 19% YoY, led by rising demand in Technology Solutions, particularly IT solutions. Additionally, the revised terms of our recent WRM contracts—now enabling 60–70% of payments to be received in the SITC (Supply Install Test Commission) phase of the contract (vs. 40% earlier)—are set to positively impact cash flows by reducing working capital pressure and improving financial flexibility.

With an expanded global footprint, enriched offerings, and strengthened financial terms, we are well-positioned to deliver sustainable growth and long-term value creation for our stakeholders.

01



Investment in AI & ML Solutions

Investment commitment in building AI & ML based Industry Solutions and Technology Solutions.

02



People – Purpose - Process

Nurturing a workplace where employee satisfaction, continuous growth, and a thriving culture

03



Value-Added Model

To enhance products/services to deliver greater customer value

04



Value Creation

Work with OEM's and align to their product / solution roadmap

05



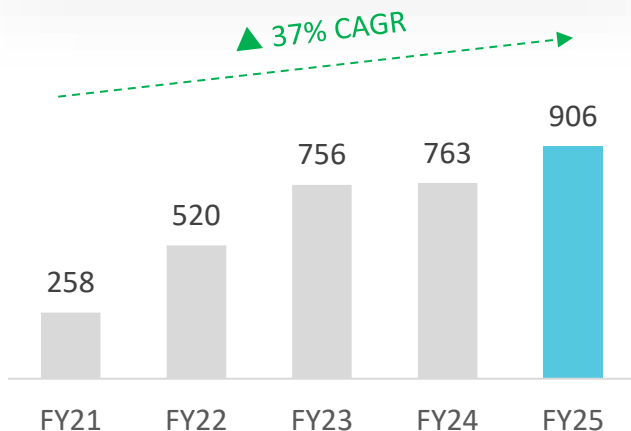
Build Elite Team

Build top notch technology and leadership team

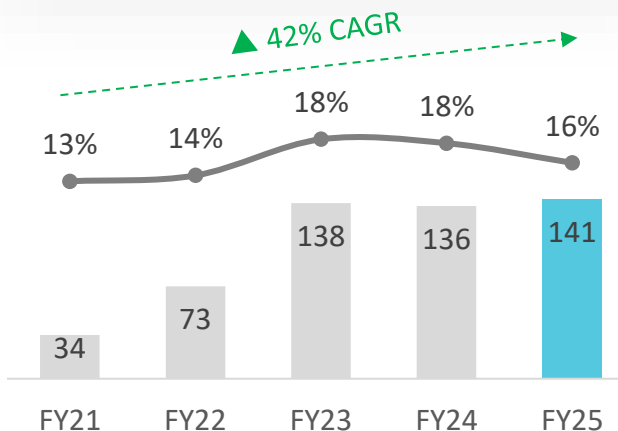


Consistent Financial Performance Over the Years

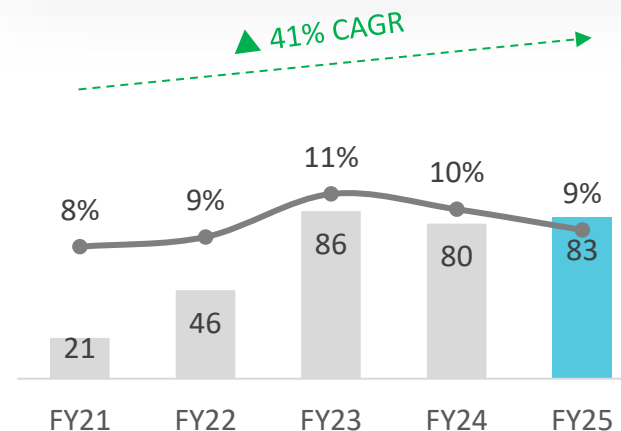
Total Income (Rs Mn)



EBITDA (Rs Mn) & Margin (%)



PAT (Rs Mn) & Margin (%)



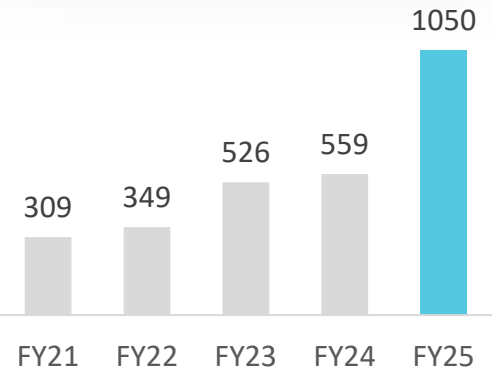
Business Updates

- In FY25, the Total Income grew by **19% YoY** to **Rs 906 Mn**, led by **24% YoY** growth in Technology Solutions and **15% YOY** growth in Water Resource Management Solutions.
- In FY25, the EBITDA Margin lowered slightly, mainly due to higher Employee Expense incurred towards future growth and other expansion related investments.
- The current order book is healthy at Rs **1,650 Mn**, out of which Technology Solutions contributes **Rs 1,050 Mn** and Water Resource Management contributes **Rs 600 Mn**.
- Completed the acquisition of a **51% stake** in US-based Fortira Inc. for approximately **\$2.55 million** in cash at a **\$5 million valuation** on 15 April 2025. The remaining **49%** stake is planned to be acquired over the next three years as part of this completed transaction.
- Added 63 new logos across 15+ sectors and expanding our solution suite with 25 new solutions

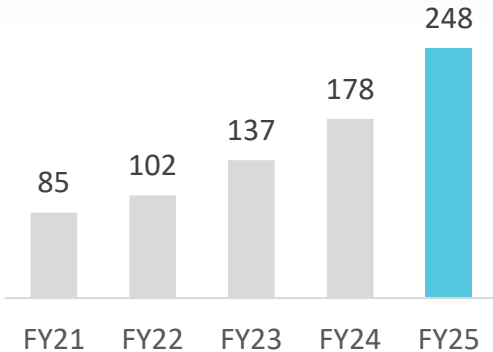


Key Operational Metrics – Technology Solutions

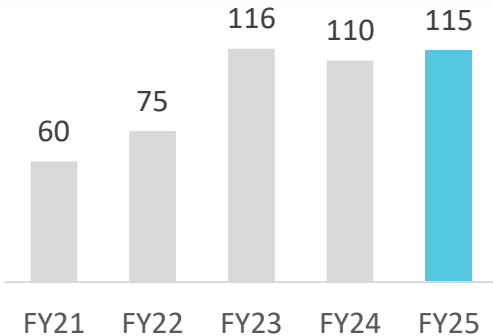
Order Book (Rs Mn)



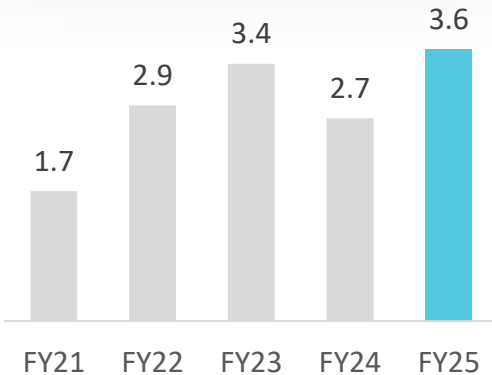
Number of Projects (#)



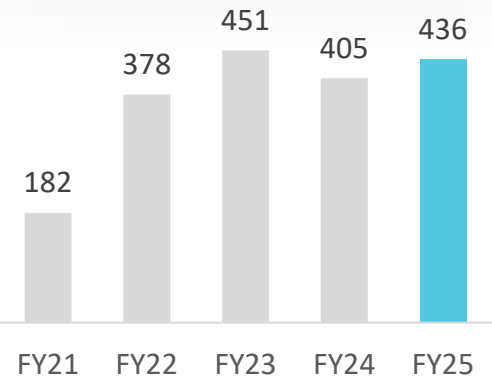
Number of Clients (#)



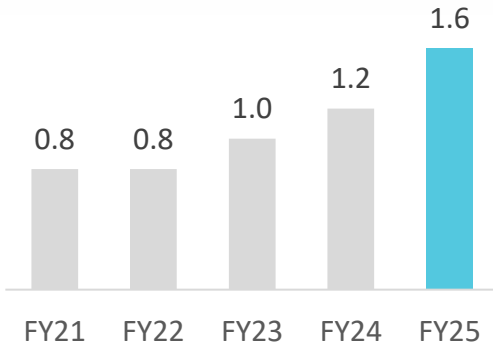
Avg. Revenue/Projects (Rs Mn)



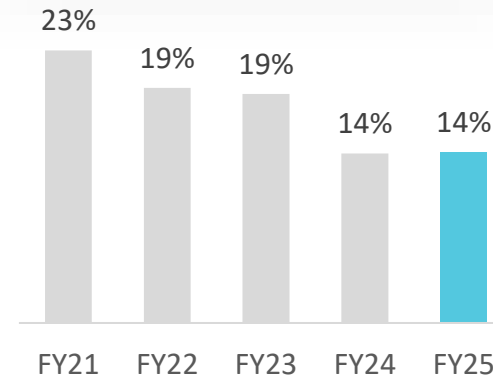
Number of Resources (#)



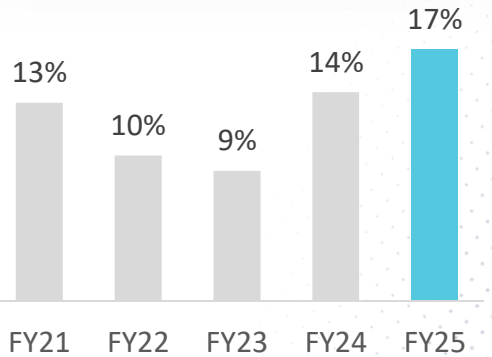
Avg. Revenue/Employees (Rs Mn)

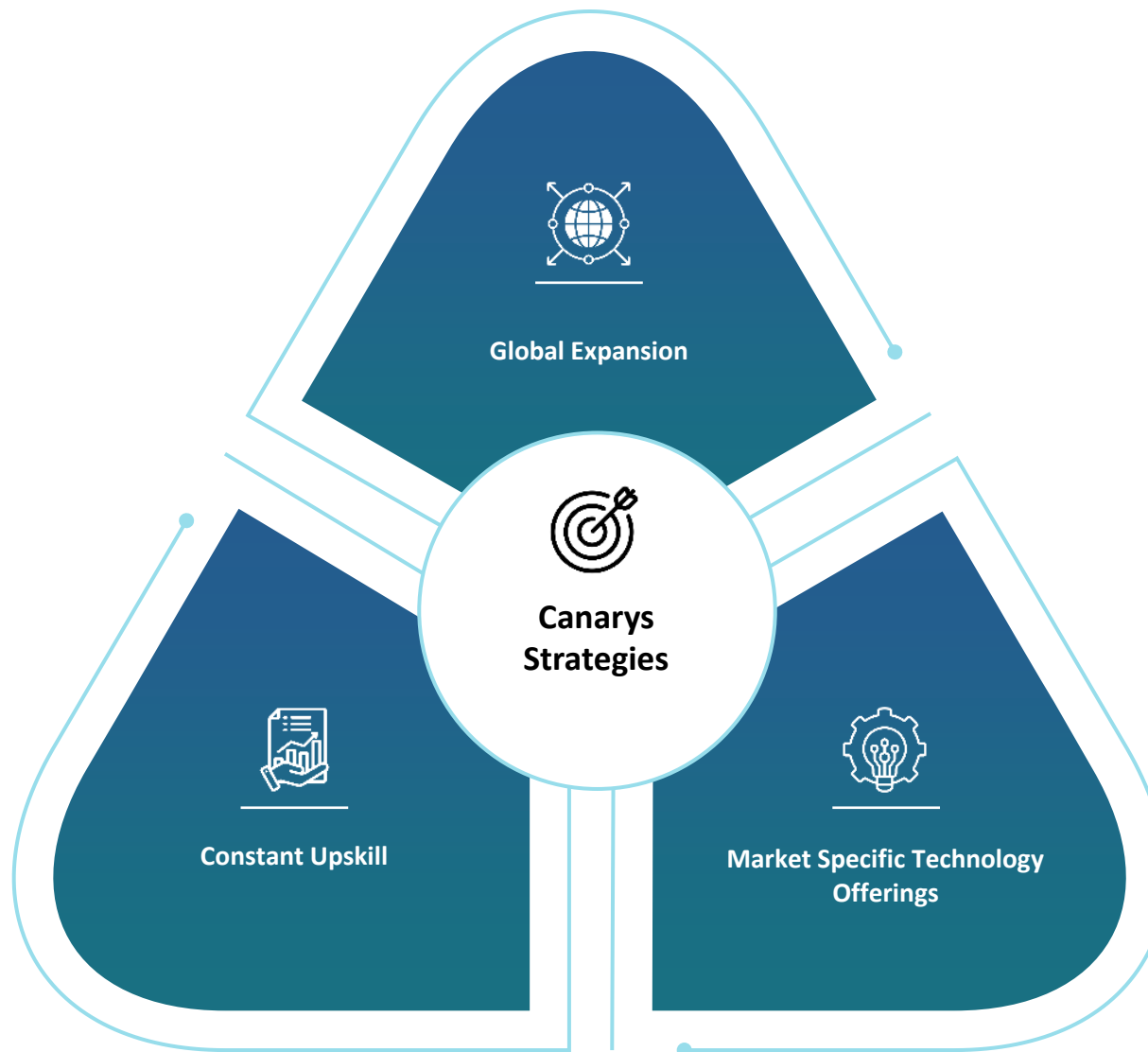


Attrition (%)



Onsite/Offshore Employee (%)







Canarys has acquired a majority stake in Fortira Inc., USA, marking a significant step in expanding its presence in the North American IT solutions market.

Industry: IT Solutions (Digital Engineering, IT Consulting, Cybersecurity)

- **Enterprise Value:** USD 5.0 Million
- **Deal Value:** USD 2.55 Million (for 51% stake)
- **Option:** Acquire remaining 49% within 3 years
- **Funding:** IPO proceeds (Rs 89.4 Mn) & Internal Accruals



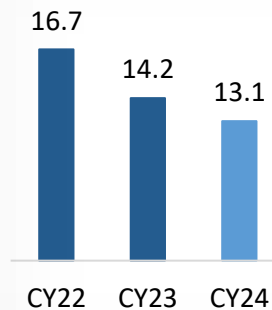
Industries Catering to : Financial Services, Healthcare, Telecommunications and Pharma

Mode of Transaction: Cash Purchase Agreement

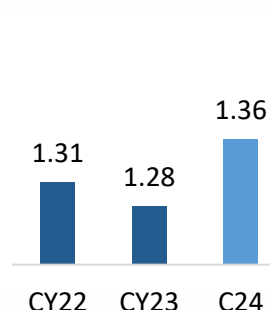
Strategic Rationale & Synergies:

- 4 Proprietary Solutions
- 25+ large enterprise Logos
- Team of 100
- Expansion into North American IT Solutions Market
- Strengthens AI , Data, Digital Engineering, IT Consulting, and Cybersecurity capabilities
- Enhances cross-selling, expands industry presence in Financial Services, Healthcare, Telecom, and Pharma, and drives digital transformation and cloud innovation.

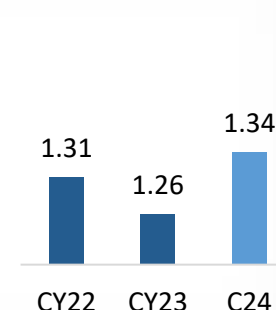
Revenue (In USD Mn)



EBITDA* (In USD Mn)

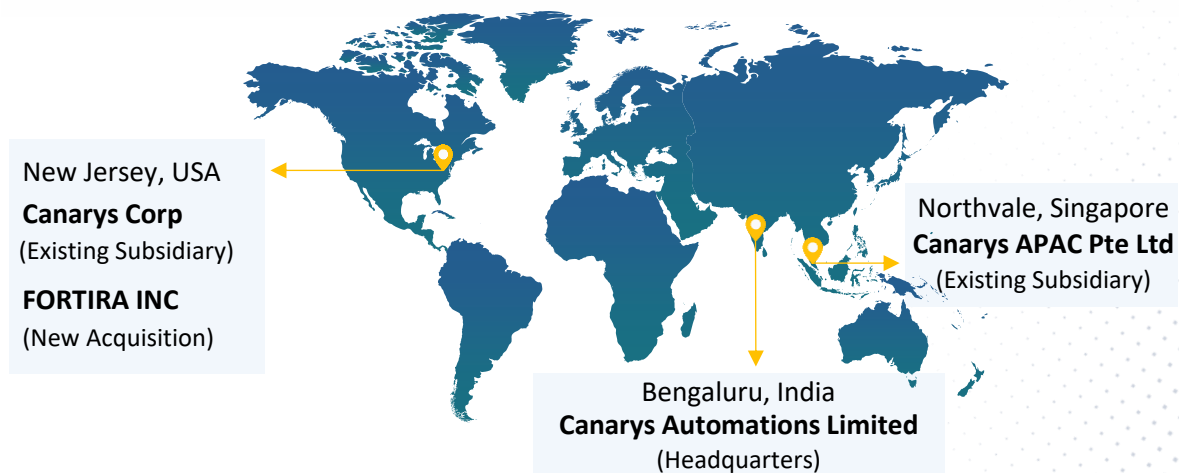


PBT (In USD Mn)



*Ex Partners Remuneration

Presence across 3 countries; Serviced Across 10+ Countries





Focused Solutions for High-Growth Industries



BFSI

AI-driven risk management,
fraud detection & digital banking



Healthcare

Cloud-based patient data
management & AI diagnostics



Manufacturing

Smart factory automation & IoT-
enabled predictive maintenance



Retail & E-commerce

Real-time analytics & AI-
powered personalization



Why This Matters?

- ✓ Industry-specific needs demand customized tech solutions
- ✓ AI, Cloud & Automation are reshaping enterprise operations
- ✓ Proven track record in delivering scalable IT solutions
- ✓ \$500B+ Digital Transformation Market – High-growth opportunity*
- ✓ AI & Cloud Adoption at 50%+ CAGR – Enterprises accelerating IT spending**



Strategy for Market Leadership

**Building deep
industry expertise**
with domain-specific
solutions

**Investing in AI &
Cloud innovation to**
stay ahead of
market trends

**Strengthening
collaborations**
with top enterprises
in each sector

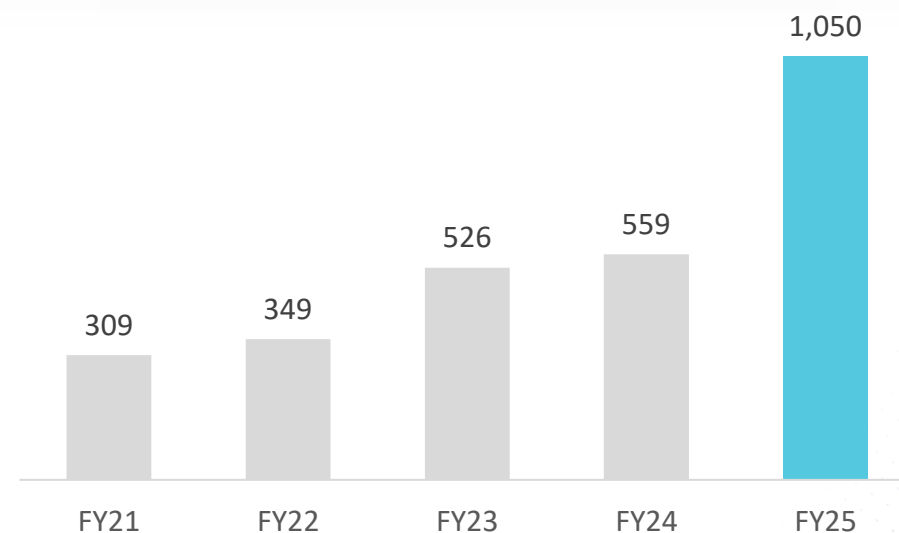
* (Source: IDC & Gartner Reports) ; ** (Source: McKinsey Digital Study 2024)



Key Initiatives

- **Order Book** - Grow IT Solutions' Order Book
- **Robust Pipeline** - with large deals in BFSI, Healthcare & Manufacturing sectors
- **Cross-Sell Opportunities** - Recent North American Acquisition, Expanding Market Reach
- **Invest in People** – Upskill, Nurture Culture, and Enable Growth.
- **Global Expansion** - Driving Orders from key international markets

IT Solutions Order Book (Rs Mn)



In FY25, we strengthened our market presence by adding 63 new logos across 15+ sectors and expanding our solution suite with 25 new solutions



Company Overview

Canarys is a leading IT solutions provider with over 30 years of existence in the industry. Our expertise lies in enabling digital transformation for businesses through our comprehensive range of software solutions in the space of Digitalization, Modernization, Automation and Intelligence. With a team of 400+ technology solutions professionals, we are committed to delivering innovative and tailored solutions to meet our client needs.

Business Strengths



Comprehensive Solutions & Product Offerings

Cutting-edge solutions in RPA, AI, ML, DevOps, and proprietary DSS



Empowering Industries with Focused Solutions

Customized digital solutions across Healthcare, Finance, Manufacturing, Retail, Telecom, and Others



Proven Existing Credentials

Extensive track record provides a competitive edge in terms of reach, execution capabilities and network.



Robust Leadership Team

Experienced technologists and a passionate technical workforce, committed to tackling complex challenges with innovative solutions.

Key Operational Highlights

30+

Years
Experience

248

Projects handled
(FY25)

~430+

Specialized
Team

1st

Solution Partner
for GitHub

~10+

Industries
Served

~10+

No of Countries
Served

1,000+

Customers
Served

10+

Proprietary Products
& Solutions

Financial Highlights

37%

Total Income CAGR*
FY25 – Rs 906 Mn

42%

EBITDA CAGR*
FY25 – Rs 141 Mn

41%

PAT CAGR*
FY25 – Rs 83 Mn

Rs 38 Mn

Cash Flow from
Operations

0.1x

Debt to
Equity

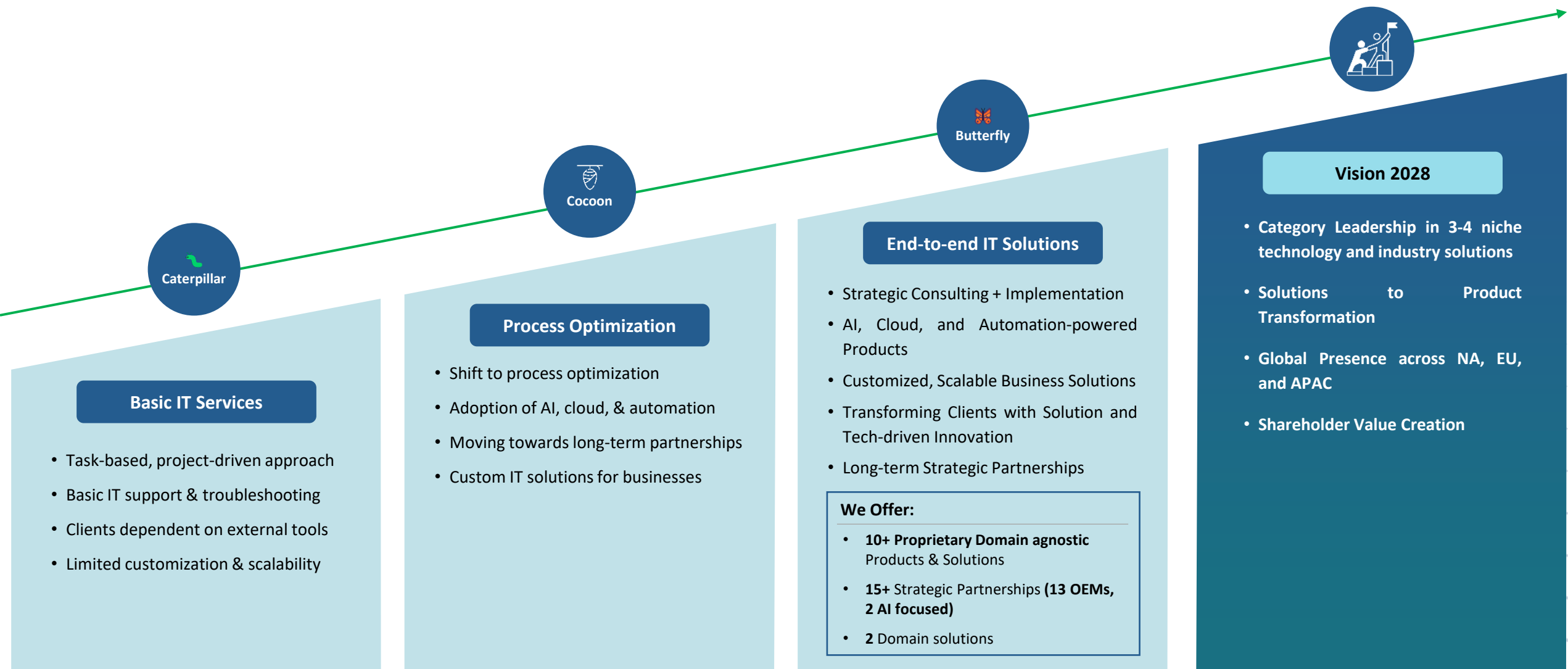
Rs 1,650 Mn

Order Book
(Current)

* CAGR FY21 – FY25



30 Years of Transformational Journey from Services to Solutions Provider





Leading integrated digital transformation solutions company



Digitalization

- Digitization
- Digitalization
- Digital Transformation
- Application Digitalization
- Cloud – Driven Digital Solutions
- Digital Quality Assurance
- Digital DevOps

Focused on connecting the physical world with software and rewrite the client's business processes infusing digital technologies.



Modernization

- 7 Layered E2E modernization
- Legacy code Modernization for 36 coding languages
- ERP Modernization

Canarys unlocks the full potential of the client's business by converting, rewriting and porting legacy systems to modern programming languages and architectures.



Cloudification

- Application Migration & Modernization with Cloud
- Continuous Optimization & Management
- SaaS Enablement & Operations
- FinOps

Canarys ensures a seamless transition of business applications to the cloud with zero downtime, enabling global reach by focusing on monitoring and optimizing cloud resources.



Automation

- GenAI and RAG solutions
- Intelligent Automation
- Robotic Process & Cognitive Automation

Offers a cutting-edge RPA (Robotic Process Automation) solutions using over 500+ bots from the world's largest bot store, reducing staffing costs and human errors.



Transformation

- Application Portfolio Rationalization
- Strategic Business Transformation Consulting
- Startups Transformation: Idea to IPO

Canarys expertise extends to re-platforming and revamping legacy systems with the three foundational pillars ensuring optimal performance and scalability



Intelligence

- Custom AI & ML Solutions
- Generative AI Solutions
- Big Data & Analytics
- AI solutions for Disaster recovery – Urban flooding
- AI based transmission powerline inspection

Harness the power of AI technologies to extract, structure, categorize and analyze massive and diverse data sets to create innovative and groundbreaking solutions.



Proprietary Products And Solutions, Listed On CANARYS & Partner Stores



License Optimizer

Manage Licenses across Azure DevOps, GitHub and Jira.



SAP Cloud ALM to Azure DevOps Integrator

Seamless Collaboration: Bridging SAP Cloud ALM and Azure DevOps for Unified Efficiency and Transparency.



Canarys Migration Hub

Comprehensive Solution for Seamless DevOps and Ticketing Tool Migrations



DevOps SmartBoard

Custom dashboard solution for Azure DevOps users



Copy Project

Helps to copy the projects from one organization to another and from on-premise to cloud



Canarys Redmine to Azure DevOps Migrator

Allows to migrate the data (items) from Redmine to Azure DevOps work items along with history, links and attachments



GitHub SmartBoard

Custom dashboard solution for GitHub users



Canarys RollUp

Tool designed to simplify effort tracking and provide crystal-clear insights across all your projects. Easily roll up tasks to User Stories, Features, and Epics..



Canarys Bugzilla to Azure DevOps Migrator

Allows to migrate data (items) from Bugzilla to Azure DevOps work items along with history, links and attachments



Major Industries Served



BFSI



Healthcare



Manufacturing




IT



Infrastructure

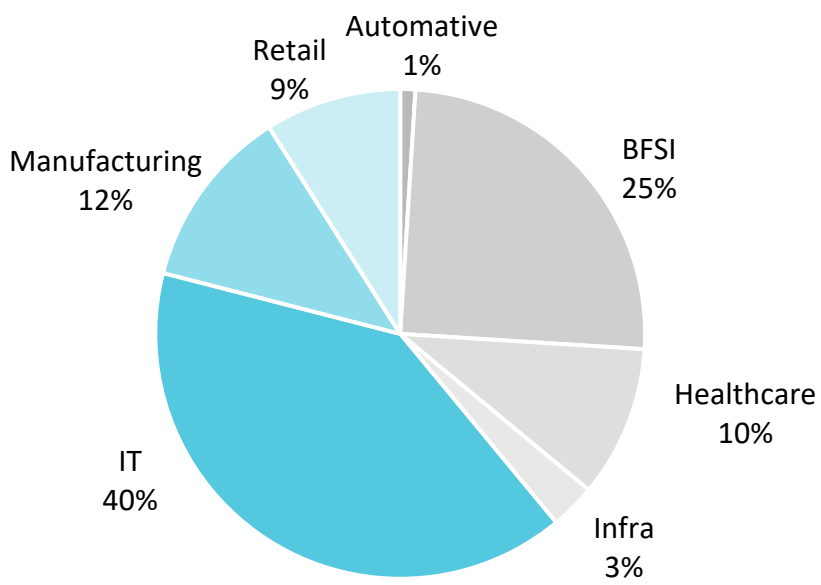


Retail



Automotive

Revenue Contribution (%)



Others



Aviation



Energy



Digital Marketing



Mining



Conglomerate



Consulting Services



Technology



Education



Ed Tech



Logistic



Telecom



Transport



Our Core WRM Offerings (Canarys has worked on ~22 WRM projects across 15 States in India)



Water Management Automation for Canal Modernization

Automated water management for Irrigation Canals enhances conveyance efficiency, schedules rotation, and ensures equitable distribution to users

The Turnkey SITC solution includes water demand & planning analysis, water release control Decision Support System (DSS) software, tailored IoT measurements, renewable power, communication devices, and related services



Flood Early Warning Solutions (FEWS)

A proprietary package for Urban areas, reservoirs, rivers, hydropower plants for analyzing and assessing the risk of flooding, infrastructure adequacy tests, simulations of flood scenarios, impact analysis and decision support system to predict and provide longer lead time along with process management for corrective actions and communication to the stakeholders.

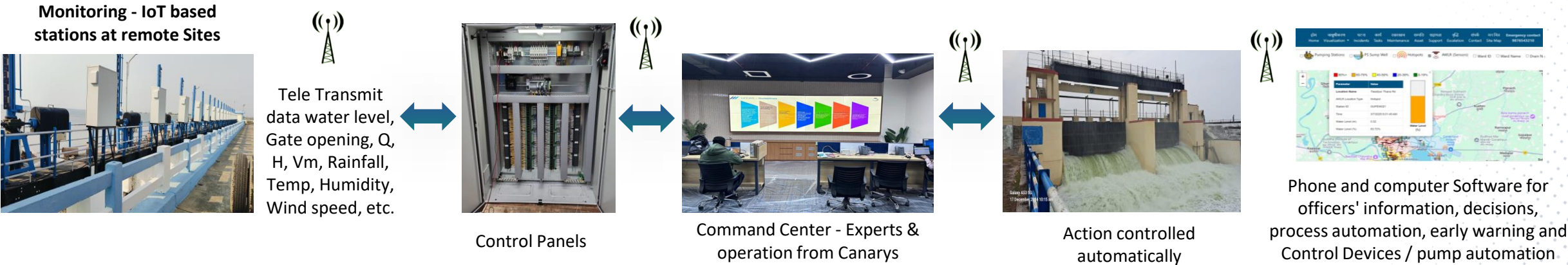
SITC & Annuity – customized to the city, basin, river course.



Irrigation Canal SCADA reservoir Gate Control

A system of software and hardware components enabling measured release of water based on procedures, safety and to meet the demand.

WRM - Technical Solutions Process





...However, Working Capital Challenges Persists; Reducing Focus

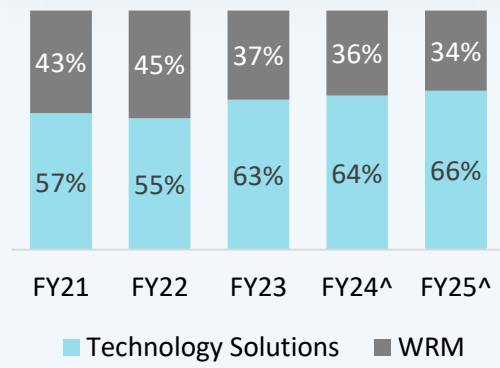


Strategic Decision to Reduce Focus on Water Resource Management

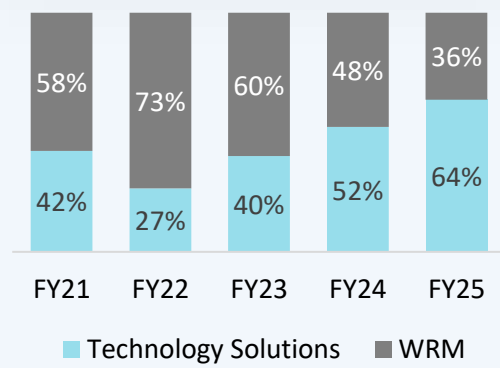
- Strategic decision to reduce focus on this segment due to its elongated Working Capital Cycle (receivable days in the range of **180-300** days).
- The current outstanding is **Rs 50 Cr**, which expected to be recovered over the next 4-5 years, as per the contracts.
- We will be pursuing project bids in a careful and strategic manner, considering that most are government projects.
- **Bidding New Projects at better terms with ~60% of the project value received upfront (as against ~40% earlier)**

SITC Payment Terms		
Parameter	Previous Terms	New Terms (Revised)
Year 1 Cash Inflow	40% of the contract value	60-70% of the contract value
Remaining Payment	Over 4-5 Years	Over 4-5 Years
Cost Recovery Time	2-3 Years	Faster Recovery

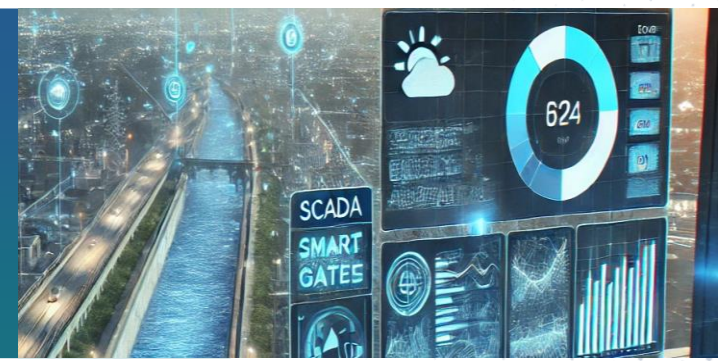
Revenue Mix (Rs Mn)



Order Book (Rs Mn)



Total market opportunity sized at ~INR 492 Bn, assuming modernization of 50% of the current irrigated land of ~3.09 Cr hectares, over the next 10 yrs



^Adjusted for Intersegment Revenue,



Experienced Top Management (Board Of Directors)



Raman Subba Rao | Chairman & Managing Director

- 38+ years of experience in software development
- Founder and key architect of Canarys in driving technological innovations and development
- Served as an external consultant at HP for 6.5 years and managed organization wide metrics and developed drivers for various popular HP instruments



Raghu Chandrashekhariah | CFO & Whole Time Director

- 30+ years of experience
- At Canarys, he focuses on revenue generation, new customer acquisition, and upselling/cross-selling with existing clients.



Sheshadri Srinivas | CEO & Executive Officer

- 25+ years in system architecture & engineering.
- **IIT Bombay alumnus** with strategic leadership at Canarys, driving business growth and fostering strong US partnerships for 15+ years.



Pushparaj Shetty | Executive Director (Telemetry)

- Technologist and business leader with 25+ years experience
- Under his leadership, launched WRM business and IoT-driven water management facilities. He is a coach and a panel member in autonomous water resources bodies and associations



Arun Danavadi K | Whole Time Director (Operations)

- With 30+ years in IT, he excels in assembly programming, production, testing, and deploying IEEE-488 equipment for telecom and defense
- Seasoned professional, he oversees and manages business operations at Canarys.



Muralikrishnana G Independent Director

20+ years of experience, he holds an Engineering degree from IISc Bangalore and was VP at Tata Elxsi, later founding Sounding Board Business Solutions.



Asha Sivashankar Independent Director

30+ years in diverse industries, she holds Physics postgrad (Delhi University) and MA in applied and professional ethics (Leeds) and has led at NIIT, HP, Vaatsalya, Schneider, and TeamLease.



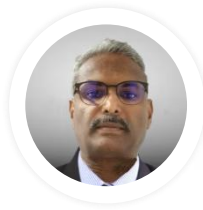
Ramesh Phatak Independent Director

With 35+ years in IT and tech, he holds an M.S. from Louisiana State University, is a NASSCOM ER&D council member, led at Intel, Motorola, Schneider Electric, and mentors startups as an angel investor since 2017.



Sheshadri Srinivas

Chief Executive Officer



Pushparaj Shetty

Executive Director (Telemetry)



Raghu Pavan

Chief Information Officer

- With 20+ years of experience, he holds an Engineering degree in IEM from RVCE, an HRM master's from Christ College, and has held roles at Accenture and IBM.
- At Canarys, he strategizes the technology roadmap and solution offerings.



Nagaraj Bhairaji

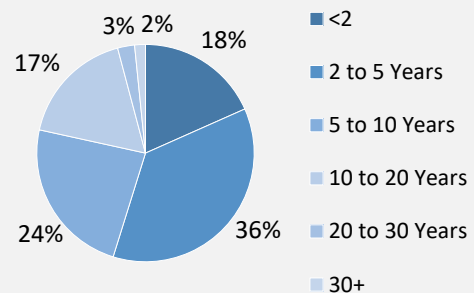
Senior Vice President

- Certified DevOps professional with 15+ years of experience, speaker at Microsoft Tech-Ed, GitHub, and other Microsoft events on ALM, Agile, and DevOps.
- At Canarys, he manages software projects, develops DevOps solutions, and builds large teams for end-to-end DevOps implementation.

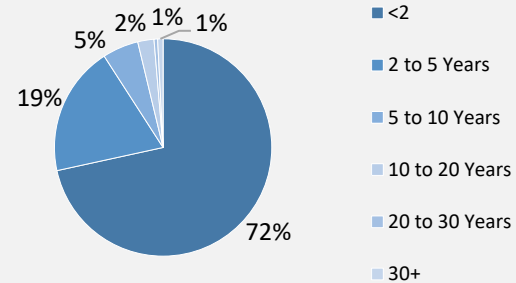


**Highly
Skilled
Team
(FY25)**

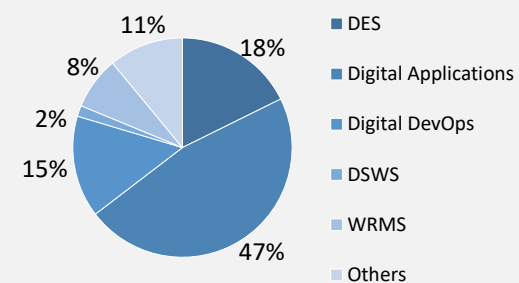
Team Split by Total Years of Experience



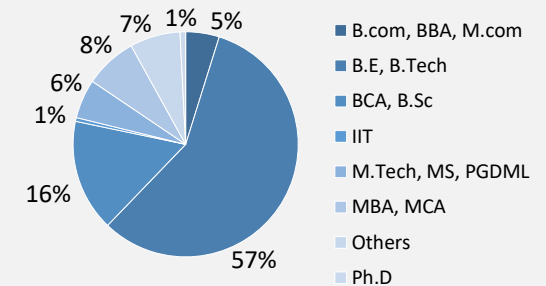
Team Split by Years of Experience with Canarys

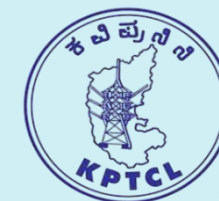


Team Split by Department



Team Split by Educational Qualifications





Key Awards



GitHub Partner
GitHub APAC Channel
Partner of the Year
award 2024



Microsoft Partner
2014 Partner of the year
finalist Application
Lifecycle Management



DevOps Partner
2017 & 2018 Partner
of the year finalist



**Karnataka Innovation
Leadership Award**
A National Award by ET
Ascent received by CEO –
Sheshadri Srinivas



**Leader in
DevOps Solution**



**Best DevOps
Solution Provider**



**Most Innovative
DevOps Company**



CEO with highest
Quality Orientation



TechEd India
2010 Award



Excellence in Execution-
Developer Tools Business



LTI Hall of Fame
Award 2022

Key Partnerships



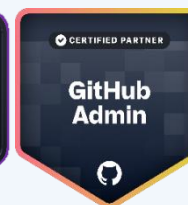
Microsoft Gold Partner
For DevOps and cloud platform



**GitHub Verified
Partner**



**SAP Silver
Partner**



**GitLab
Certified
(PSP)**



**Gitlab
Open
Partner**



**SonarQube
Gold
Partner**



**Gold
Snyk
Partner**



**Silver
Solution
Partner**



**Lambdatest
Solutions
Partner**



Historical Financials

Particulars (Rs Mn)	FY21	FY22	FY23	FY24	FY25
Revenue From Operations	256	515	745	750	891
Other Income	2	5	11	13	15
Total Income	258	520	756	763	906
Purchases & Change in Inventory	68	162	200	190	263
Employee Benefits Expense	121	198	291	307	369
Other Expenses	35	88	127	130	134
EBITDA	34	73	138	136	141
EBITDA Margin	13.3%	14.0%	18.3%	17.8%	15.5%
Depreciation and Amortisation Expenses	3	4	4	3	3
EBIT	31	69	134	133	138
EBIT Margin	12.0%	13.3%	17.7%	17.4%	15.3%
Finance Cost	1	7	15	14	12
Profit Before Share based payment expenses and Tax	30	62	119	119	126
Share Based Expenses	-	-	-	13	11
Tax Expense	9	17	33	26	32
PAT	21	46	86	80	83
PAT Margin	8.2%	8.8%	11.4%	10.5%	9.2%
EPS (in Rs)	1.16	2.08	3.98	1.72	1.39



Consolidated Balance Sheet Statement

Liabilities (Rs Mn)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Share Capital	71	93	93	144	130
Reserves & Surplus	55	76	161	598	729
Money Received against Share Warrant	0	0	0	0	16
Shareholders' Funds	126	168	254	741	875
Long Term Borrowings	1	1	1	0	0
Long Term Provisions	0	0	0	0	0
Other Non-Current Liabilities	2	2	3	3	3
Total Non-Current Liabilities	3	3	4	3	3
Short Term Borrowings	0	88	142	77	71
Trades Payable	41	137	141	107	184
Other Current Liabilities	22	63	64	105	60
Short Term Provisions	8	16	4	12	12
Total Current Liabilities	72	304	350	302	327
Total Liabilities	200	475	608	1,046	1,205

Assets (Rs Mn)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
Property, Plant & Equipment & Intangible Assets	8	9	9	30	59
Financial Assets	12	2	13	14	13
Other Non-Current Assets	32	48	14	23	20
Total Non-Current Investment	52	60	37	67	92
Inventories	10	43	41	17	62
Trade Receivables	104	259	426	648	683
Cash and Cash equivalents	11	55	56	235	278
Short-Term Loans and Advances	15	45	36	45	38
Other Current Assets	8	13	12	34	52
Total Current Assets	148	416	572	980	1113
Total Assets	200	475	608	1046	1205



Consolidated Cash Flow Statement

Particulars (Rs Mn)	FY21	FY22	FY23	FY24	FY25
(A) Net Cash Flow from Operating Activities	-16	-27	-69	-117	38
(B) Net Cash Flow from Investing Activities	-14	3	-11	-15	-21
(C) Net Cash Flow from Financing Activities	56	85	46	317	21
Net (Decrease)/ Increase in Cash & Cash Equivalents (A+B+C)	27	61	-34	184	39
Opening Cash & Cash Equivalents	17	43	104	70	254
Cash and cash equivalents at the end of the period	43	104	70	254	293



Annexure



IT
27



Apparel
1



Automotive
5



Aviation
1



BFSI
5



Consulting Services
4



Energy
4



Financial Technology
2



Infrastructure
2



Insurance
1



Manufacturing
2



Retail
4



Saudi Govt
1



Sports Club
1



Telecom
2



Travel & Hospitality
1

1



ServiceNow to Azure DevOps Migrator

Migrate and integrate the ServiceNow ticketing tool with Azure DevOps.

2



License Optimizer

Manage Licenses across Azure DevOps, GitHub and Jira.

3



Canarys Migration Hub

Comprehensive Solution for Seamless DevOps and Ticketing Tool Migrations

4



Aha! to Azure DevOps Issues Migrator

Designed to simplify and expedite the migration process of valuable data from Aha to Azure DevOps.

5



Azure DevOps to Jira Migrator

The Solution to migrate Azure DevOps workitems to Jira issues

6



Canarys User Validate

The Azure DevOps extension that prevents unauthorized users from making updates and saving work items.

7



Jira to Azure DevOps Issues Synchronizer

Jira to Azure DevOps Issue Synchronizer Tool streamlining collaboration across platforms.

8



SAP Cloud ALM to Azure DevOps Integrator

Seamless collaboration bridging SAP Cloud ALM and Azure DevOps for unified efficiency and transparency.

9



Canarys RollUp

Tool designed to simplify effort tracking and provide crystal-clear insights across all your projects. Easily roll up tasks to User Stories, Features, and Epics..

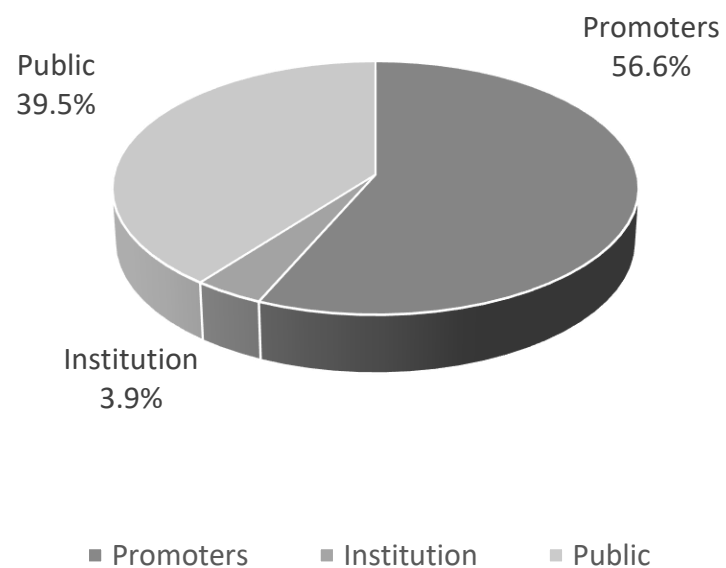
10



Redmine to Azure DevOps Migrator

Migrate your Redmine artifacts to Azure DevOps Services.

Shareholding Pattern (as on March-25)



Script Related Information (as on 23-June-2025)

NSE Code	CANARYS
CMP (Rs)	29.8
Market Cap (Rs Cr)	167.1
Shares O/s (Cr)	5.6
Face Value (Rs)	2.00
Average Trading Volume ('000)	115

Thank You



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