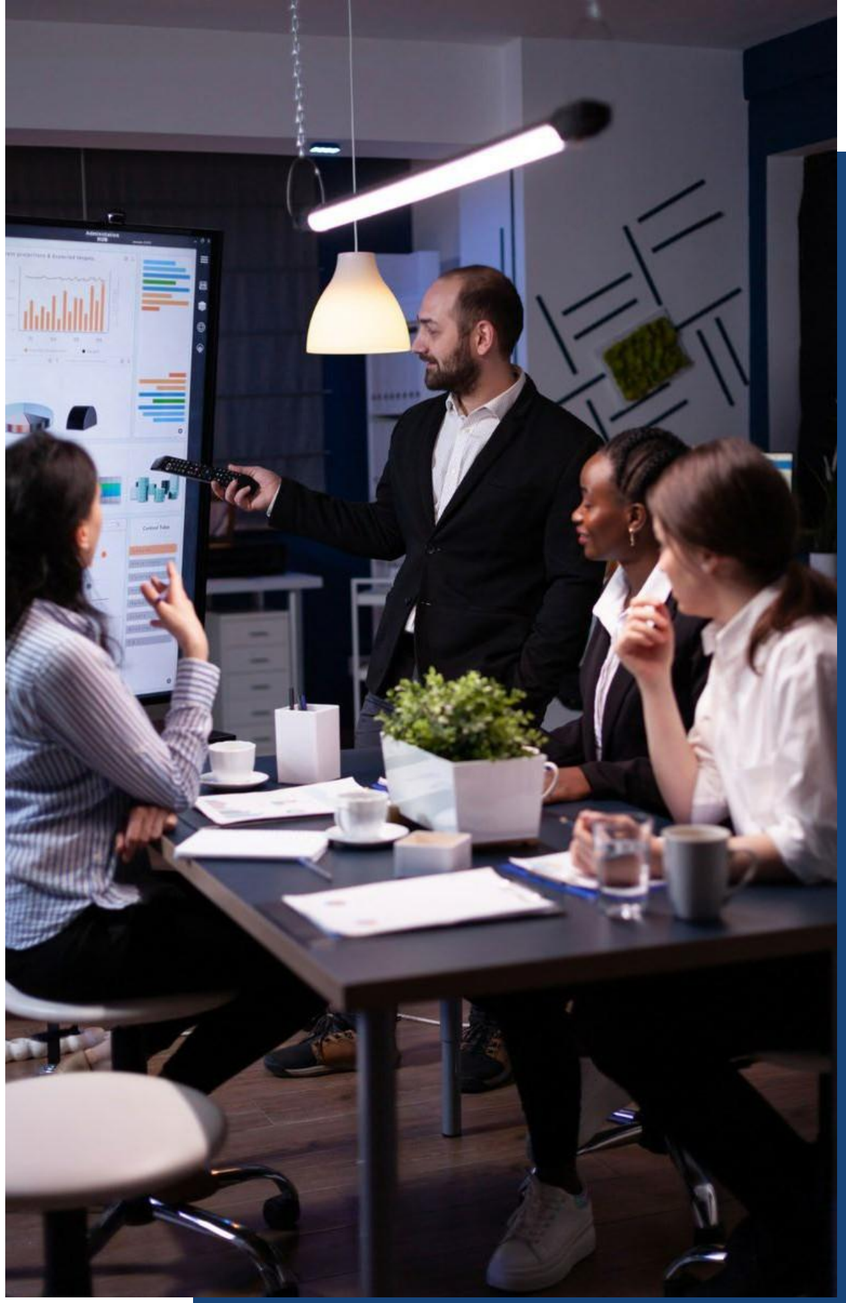
MethodHub™

MethodHub Software Limited

Investor Presentation

October 2026



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Executive Summary

MethodHub – At A Glance

Incorporation – February 2, 2016

Services – 1) IT Services

2) Telecom & Tech Infrastructure Projects

Registered Office – Bengaluru

India Offices – Chennai, Hyderabad & Mohali

International Presence – USA, Canada & Thailand

Listed on BSE SME: METHODHUB | 544637

FY 2026 - Consolidated

EBITDA Margin | PAT Margin | RONW | Profit Growth

List of Subsidiaries / Step-down Subsidiaries

- MethodHub Consulting Inc. (USA)
- ZORTech Solutions Inc. (Canada)
- Zortech Solutions Inc. (USA)
- BrainCapitol Technologies (India) (Partnership Firm)
- SEW-Tech Inc., (USA)
- Leo Technology Ventures Inc., (USA)
- S&R Professionals LLC., (USA)
- Nemera Technologies Co., Ltd, (Thailand)

Services

- Data & AI Services
- IT Infrastructure
- Cloud Services
- ERP/CRM Integration
- Cybersecurity
- Recruitment Delivery Services

Industries Served

- Banking, Financial Services, and Insurance (BFSI)
- Healthcare & Life Sciences
- Oil & Gas / Energy
- Telecom / Tech Infrastructure
- Automotive & Transport

8

Offices across India, USA, Canada & Thailand

99

Customers

446

Total Workforce

Employees -296

Consultants -150

Revenue Growth (Consolidated)

Revenue grew at a CAGR of ~95% from FY 2022 to FY 2026

FY 2022	FY 2023	FY 2024	FY 2025	FY 2026
₹ 231 Million	*₹ 359 Million*	*₹ 504 Million*	*₹ 1,363 Million*	*₹ 3,346 Million*

Corporate Holding Structure

MethodHub Software Limited

60%

SEW-Tech Inc. (USA)
MethodHub Software Limited: 60%
AIO Growth Capital Fund SPC: 40%

51%

Nemera Technologies Co., Ltd. (Thailand)
SEW-Tech Inc.: 51%
Other shareholders: 49%
- Chandrasekaran K.: 24.01%
- Kanokwan R.: 12.74%
- Jay Dinesh Agaskar: 12.24%
- Chanboon R.: 0.00% (negligible)

100%

MethodHub Consulting Inc. (USA)
MethodHub Software Limited: 100%

51%

ZORTech Solutions Inc. (Canada)
MethodHub Consulting Inc.: 51%
Sulaiti Maimati: 29%
Ajay Kumar Pasala: 20%

100%

Zortech Solutions Inc. (USA)
ZORTech Solutions Inc. (Canada): 100%

100%

Leo Technology Ventures Inc. (USA)
MethodHub Software Limited: 100%

80%

S & R Professionals LLC (USA)
Leo Technology Ventures Inc.: 80%
Prabir Das: 20%

99%

Braincapitol Technologies (India)
Partnership firm
MethodHub Software Limited: 99%
Rajalaxmi Ramamirtham: 1%

Evolution into an AI-driven technology company

From an emerging technology services platform to a listed, globally distributed enterprise technology and AI solutions company

2016	2018–20	2021–23	2024–25	2026+
Foundation	Technology expansion	Global capability growth	Scale + public markets	Future
Customer-led operating foundation.	Broader consulting, cloud, enterprise applications and managed services.	India delivery network expanded; North America presence strengthened.	Strategic acquisitions, certifications, BSE SME listing and stronger governance.	BalinX ecosystem, industry-focused AI platforms and nearshore expansion.

AI • TECHNOLOGY • TRANSFORMATION

Company Overview

Vision, Mission & Values

Vision

Be a trusted partner to our customers in their technology journey through thought leadership, quality of delivery and continuous improvement as they influence or navigate through changes in business models, domains, and technology

Mission

Build a company that leverages technology and business skills to create value for all stakeholders in a socially responsible way.

Strategy

Develop multiple business streams that will enable the organization to foster growth and bring faster learning, business stability and process maturity to be of strategic value to our customers.

Positioning

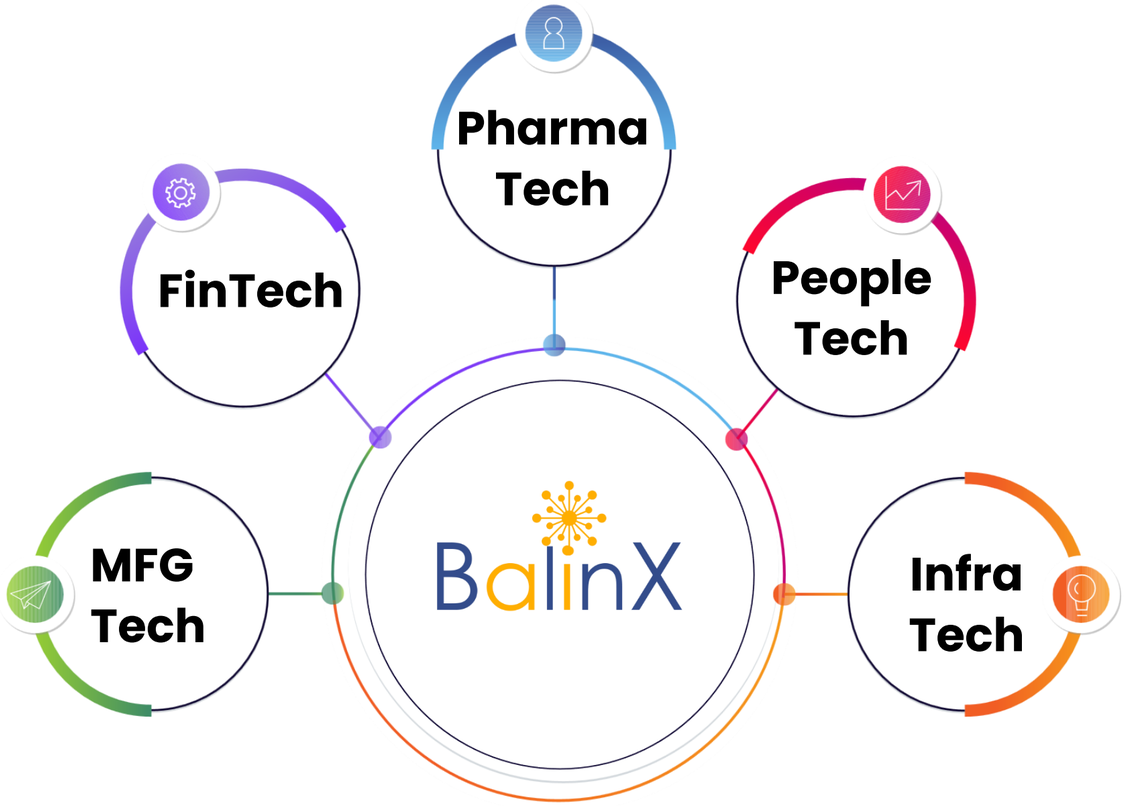
Microcosm of a Large Company

Small Enough to be Nimble

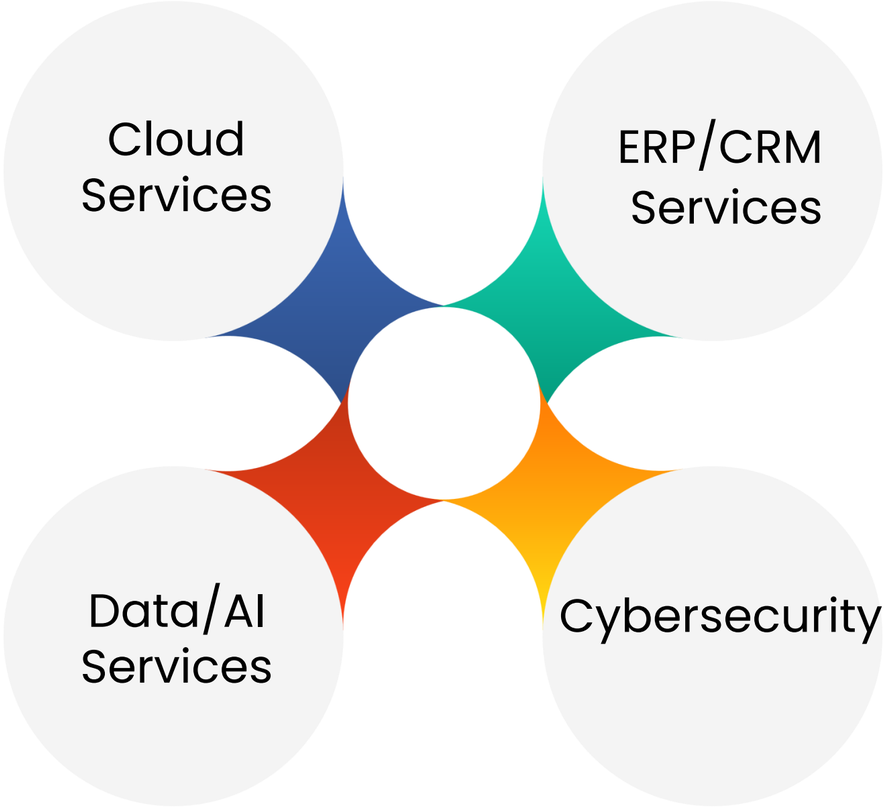
Big Enough to be Stable

Clear Roadmap to acquire & Accelerate growth while we grow organically

AI-Driven Platform Services



Traditional IT Services



Scope of Services

Platform Development

Consulting Services

Project Engineering

IT-Centric Business Services

Managed Services

Our Competitive Strengths

Global Delivery – designed for scale

INDIA

Bengaluru • Chennai • Mohali • Hyderabad

Core delivery, engineering and operations

NORTH AMERICA

United States of America • Canada

Customer proximity, consulting and market access

SOUTHEAST ASIA

Thailand

Regional presence supporting customer engagement and future growth

NEXT

Mexico • Costa Rica

Potential nearshore capabilities under evaluation

Strategic logic

Responsiveness • specialised talent • business continuity • time-zone coverage • scalable delivery economics

Board of Directors

A five-member Board combining executive leadership with independent oversight.

Jayaramakrishnan Kannan
Chairman and Non-Executive Independent Director

Ahobilam Nagasundaram
Executive Director and Chief Executive Officer (CEO)

Prasanna Dhandapani
Non-Executive Director

Lathika Siddharth Pai
Additional Non-Executive Independent Director

Perinkulam Mani Mohanraj
Additional Non-Executive Independent Director

Independent oversight

3 independent directors, including an independent woman director.

Board committees

Audit, Nomination & Remuneration, and Stakeholders Relationship Committees.

Public-company discipline

Governance, transparency and accountability positioned as foundations for long-term growth.

Leadership Team

Ahobilam Nagasundaram
(Executive Director & CEO)

C. L. Karthikeyan
(COO)

Ravi Sharma
(CFO)

S. Muthukrishnan
(Company Secretary & Compliance Officer)

Rajalaxmi. R
(Associate Vice President - Operations)

Shikha Chaudhary
(Senior Manager - Human Resources)

Vijayakumar Natarajan
(Delivery Head - Data)

Rupesh Kannam
(Vice President – Recruitment)

Anthea JM Fernandez
(Project Manager - Telecom)

Manoj Kumar
(Delivery Manager – Cloud)

Partnerships

MethodHub™

Strong Partnerships

matillion

snowflake

dbt

ezofis

databricks

iTuring.ai

airvoi

WHiP

FACTORIZED
GO COMPLIANT. BE FACTORIZED

1CloudHub

cxsphere

SECURE TRACES

Global Customer Base (Partial)

MethodHub™

UnitedLex

TransUnion

ship2myID

Atos

twilio

HALLIBURTON

OnPoint
Insurance Technology and Warranty Services

EVIDEN

innova SOLUTIONS

TAO DIGITAL
Transformation Made Simple

brillio

HUAWEI

mondee

yatra

Tekizma

neustar
A TransUnion® Company

Certifications and Industry Recognition

Certifications

ISO 9001:2015

bsi ISO/IEC 27001 Information Security Management CERTIFIED

Information Security Management System ISO 27001 Certified

SOC 2 TYPE 2 AICPA SOC

HIPAA & HITECH HIPAA Academy Compliant™

HIPAA™ Academy

ecfirst

Recognition

Great Place To Work® Certified MAY 2026-MAY 2027 INDIA ™

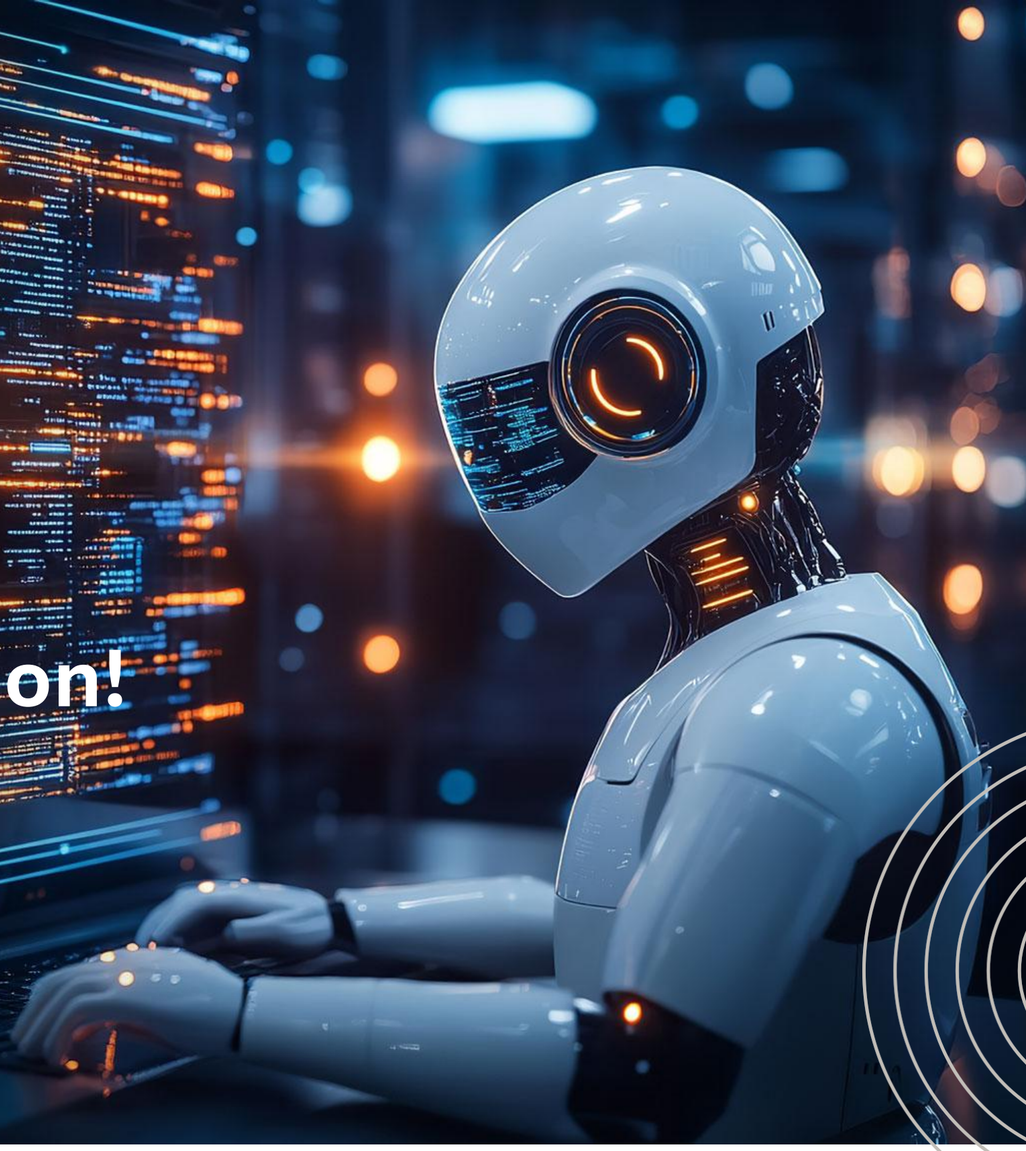
nasscom sme inspire 2025 awards

Business Overview & Strategy

Outcome – Focused Consulting...

AI-Driven Solutions & Transformation!

- Envision the Solution
- Execute the Process
- Experience the Outcome



MethodHub™

Key Trends / Opportunities

Agentic Data and Infra Management

Tailored frameworks for every client

Building SLMs and Sovereign AI

Point Solutions delivering specific business value

Relentless Pursuit of Operational Efficiency

Cybersecurity, Vulnerability Management and Business Continuity

Solutions to reduce Total Cost of Ownership

Same-shore, Near-shore, Off-shore | Licensed Software to Opensource | FinOps

Growth Initiatives

How We Are Ready For The Next Wave...

01 **AI-centric platform BalinX** launched; 5 verticals focused on AI

02 Best-in-class and rapid time-to-market with proven solutions in **Banking and Pharmacovigilance**

03 Combination of homegrown, **white-labelled and third party solutions**

04 New platforms in **reproductive and mental health**

05 New platforms in fulfilment- **full-time, contract and gig-based**

Growth Initiatives

How We Are Ready For The Next Wave...

06 **New startup ecosystem** platform from scratch

07 New **AI-driven payment** platform

08 New **Compliance** management platform

09 **Government and Large Telecom** customers

10 **Target mid-market** ($100 Million to $1 Billion Revenue) with point solutions

Balin.HealthTech

MethodHub™

Pharmacovigilance

Signal, Safety and Literature Monitor

Mental Health App – EyeD

Health Tech Assessment

Reproductive Health App - **Unmute**

Global Pricing Management - **PriceX**

Balin.InfraTech

MethodHub™

BalinX

COAPP
Content Organizing and Accelerated Publishing Platform

LitesOn
Agentic AI for Data and Infra Management

CremeCRM
CRM for the AI generation

CXSphere
Where Customer experience meets AI

OpenMigrate

- Tableau, DataStage, QuantiSense to Apache Superset
- Autosys to Airflow

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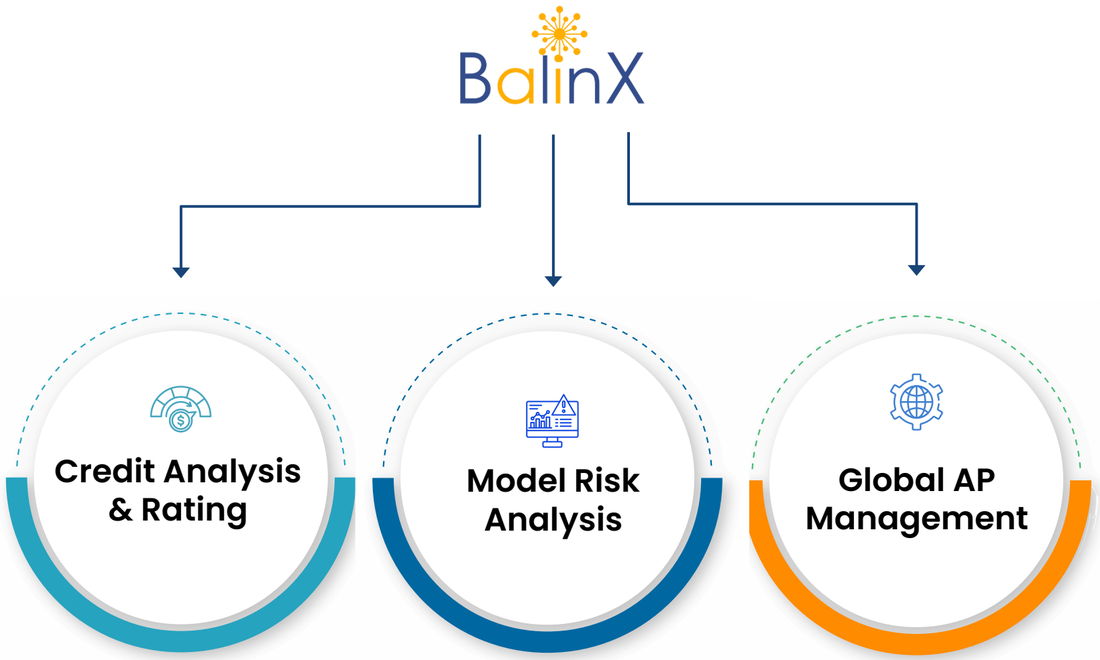
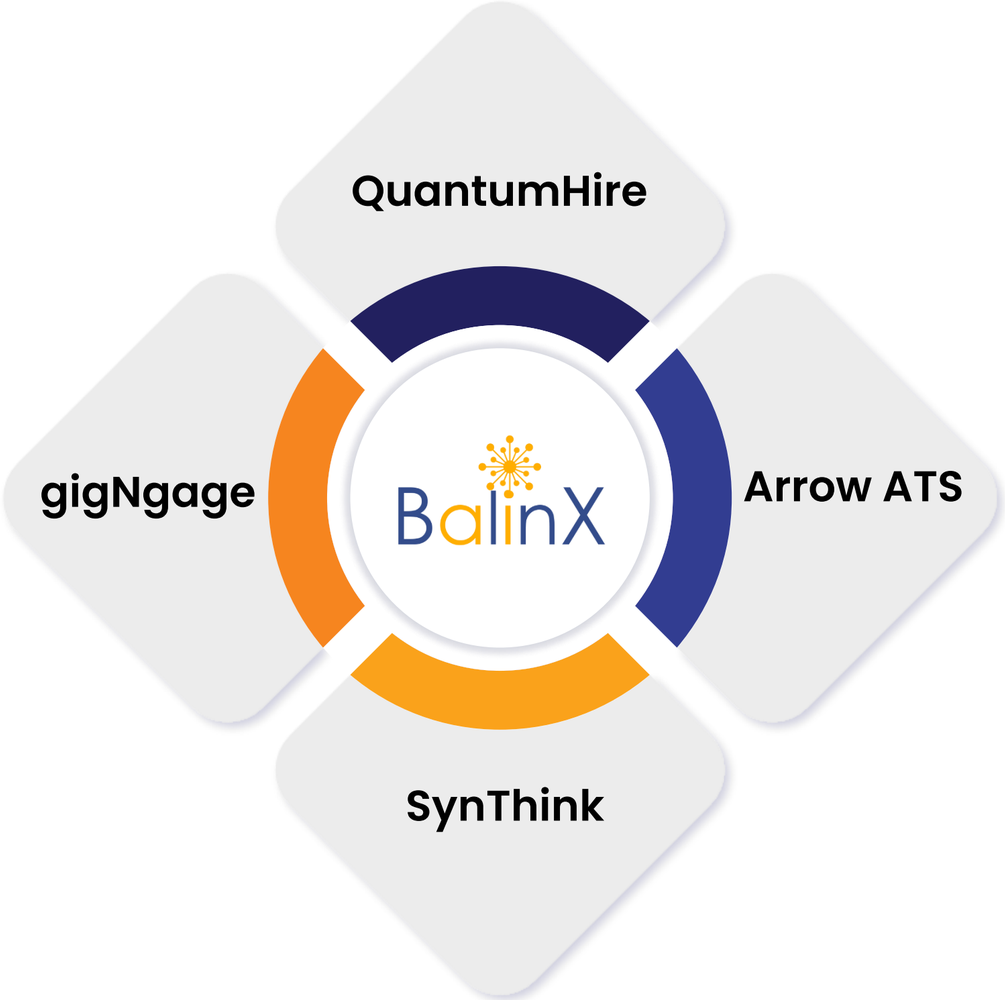
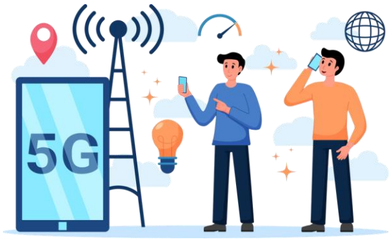
BalinX.FinTech



BalinX.PeopleTech



Telecom & Tech Infrastructure



Capabilities

- Network Deployment & Integration-BTS Installations
- OEM partnerships (Huawei, Ericsson, ZTE)
- IBS / Node-B / commissioning services
- Data-driven performance reporting
- Telecom Project Management

STRENGTHS

- Field-Proven Expertise
- OEM Certified Teams
- Scalable Delivery Models

Integrated IT & Telecom Offerings

Seamless Technology Integration

- Unified IT and Telecom Delivery
- Simplified Vendor Management
- Accelerated Time-to-Market
- Optimized Project Costs

Client Advantages

- Efficiency
- Agility
- End-to-End Solutions

Expanding geographic and capability footprint through Acquisitions

SEW-Tech Inc.

60% equity stake

USA | IT services, cloud, data & AI, ERP/CRM, VAPT and offshore development

Nemera Technologies Co., Ltd. is a 51% subsidiary of SEW-Tech.

Leo Technology Ventures Inc.

100% equity stake

USA | IT consulting, application development, project management and energy / oil & gas expertise

Leo owns 80% of S&R Professionals LLC.

Group platform

Integrated footprint

India • USA • Canada • Thailand

Broader customer access and delivery capabilities

Strategic Outcome

Together, the acquisitions of SEW-Tech and Leo Technology Ventures have strengthened MethodHub's position across the technology value chain, creating a balanced growth model that combines stable enterprise services revenues with scalable AI and platform-led opportunities, thereby supporting sustainable growth, profitability expansion, and long-term shareholder value creation.

Growth Strategy: deepen the core, monetise capabilities, scale globally

CORE DELIVERY	Grow enterprise IT services and managed delivery; improve cross-selling across acquired entities.
HIGH-VALUE SERVICES	Expand Data & AI, cloud modernisation, cybersecurity and ERP/CRM integration.
REPEATABLE IP	Prioritise product initiatives with clear target users, implementation economics and customer evidence.
GLOBAL DELIVERY	Use India delivery and North American customer proximity; evaluate nearshore options only as disclosed plans.
OPERATING DISCIPLINE	Focus on utilisation, consultant deployment, receivables, project margins and cash conversion.

Financial Overview

Last 5-year Financial Highlights

(Amount in ₹ million unless stated)

Particulars	FY 2022 (Standalone)	FY 2023 (Standalone)	FY 2024 (Consolidated)	FY 2025 (Consolidated)	FY 2026 (Consolidated)
Revenue from Operations	226.30	354.90	496.71	1,351.20	3,328.83
Other Income	4.24	4.28	7.73	11.56	16.78
Total Revenue	**230.54**	**359.18**	**504.44**	**1,362.76**	**3,345.61**
Revenue Growth %	9.79%	55.80%	40.44%	170.15%	145.50%
EBITDA	**59.06**	**68.37**	**95.45**	**184.19**	**667.81**
EBITDA Margin %	26.10%	19.26%	19.22%	13.63%	20.06%
PAT	**5.56**	**13.45**	**54.08**	**115.01**	**318.44**
PAT Margin %	2.46%	3.79%	10.89%	8.51%	9.57%
EPS (Basic)	4.09	9.89	35.46	9.93	21.63
Net Worth	**25.86**	**39.30**	**113.18**	**437.49**	**1,623.24**
Total Assets	353.13	408.99	409.71	937.46	3,436.72

Five-year Financial trajectory: scale-up with margin expansion

Long-term P&L progression highlights the expansion in revenue, EBITDA and profit after tax.

₹231 Million → ₹3,346 Million

TOTAL REVENUE

FY2021–22 → FY2025–26
~95% CAGR

₹59 Million→ ₹668 Million

EBITDA

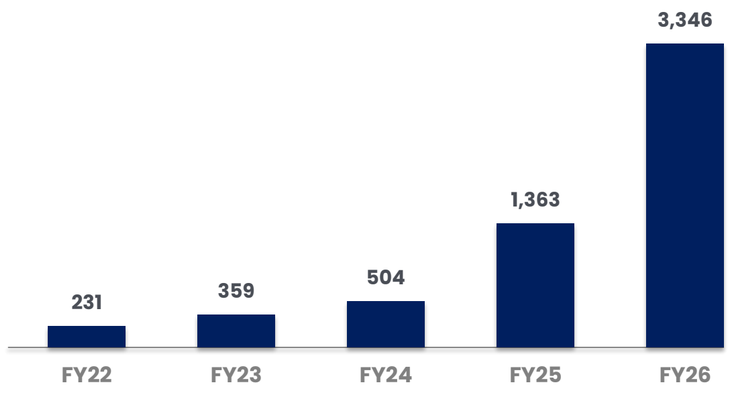
FY2021–22 → FY2025–26
~83% CAGR

₹6 Million → ₹318 Million

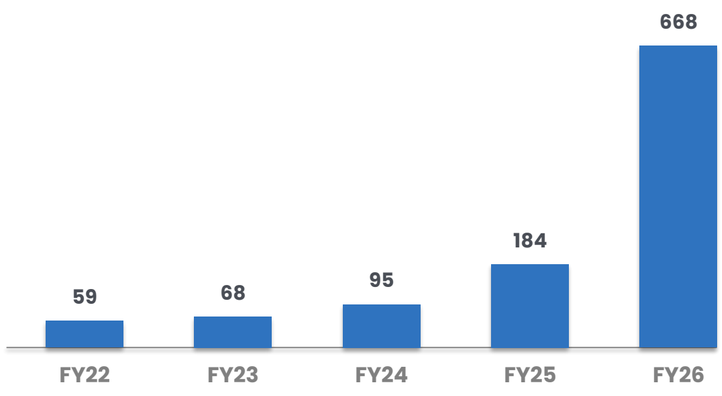
PROFIT AFTER TAX

FY2021–22 → FY2025–26
~175% CAGR

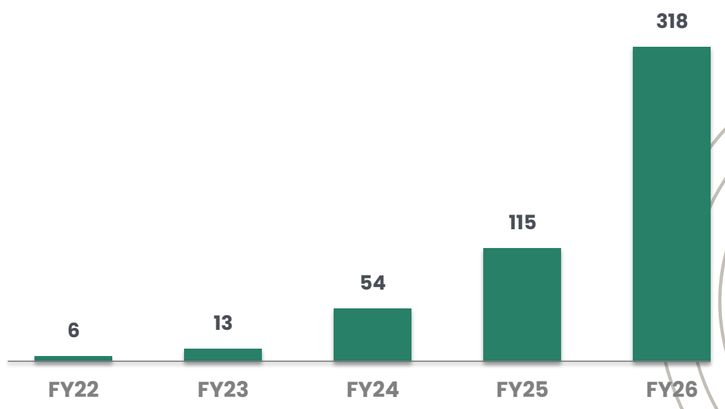
Total revenue (₹ Million)



EBITDA (₹ Million)



PAT (₹ Million)



Margin expansion — FY2024–25 to FY2025–26

Revenue growth

145.5% FY26 YoY, total revenue

EBITDA MARGIN

13.63% → 20.06% FY25 to FY26 | +643 bps

PAT MARGIN

8.51% → 9.57% FY25 to FY26 | +106 bps

FY2025–26 combined scale and margin improvement provides a stronger earnings base for the next phase of AI-led growth.

Revenue contribution by group entity: diversified, with a leading contributor

REVENUE FROM OPERATIONS

3,328.83 Million

FY 2025-26

TOP CONTRIBUTOR

SEW-Tech Inc.

₹1,604.48 Million 48.20% Share

Sales Contribution by Entity

(Amount in ₹ million)

SEW-Tech Inc.	1,604.48	48.20%
ZORTech Solutions Inc. (Canada)	605.23	18.20%
MethodHub Software Limited	355.70	10.70%
Nemera Technologies Co., Ltd.	270.24	8.10%
S & R Professionals LLC	210.79	6.30%
MethodHub Consulting Inc.	201.35	6.00%
Zortech Solutions Inc. (USA)	75.37	2.30%
BrainCapitol Technologies	5.66	0.20%
Total Sales	**3,328.83**	**100%**

Customer-wise Revenue & Concentration Matrix

Top 10 customers | Revenue contribution and concentration view

TOP 10 TOTAL
₹2,417.21m
Combined revenue

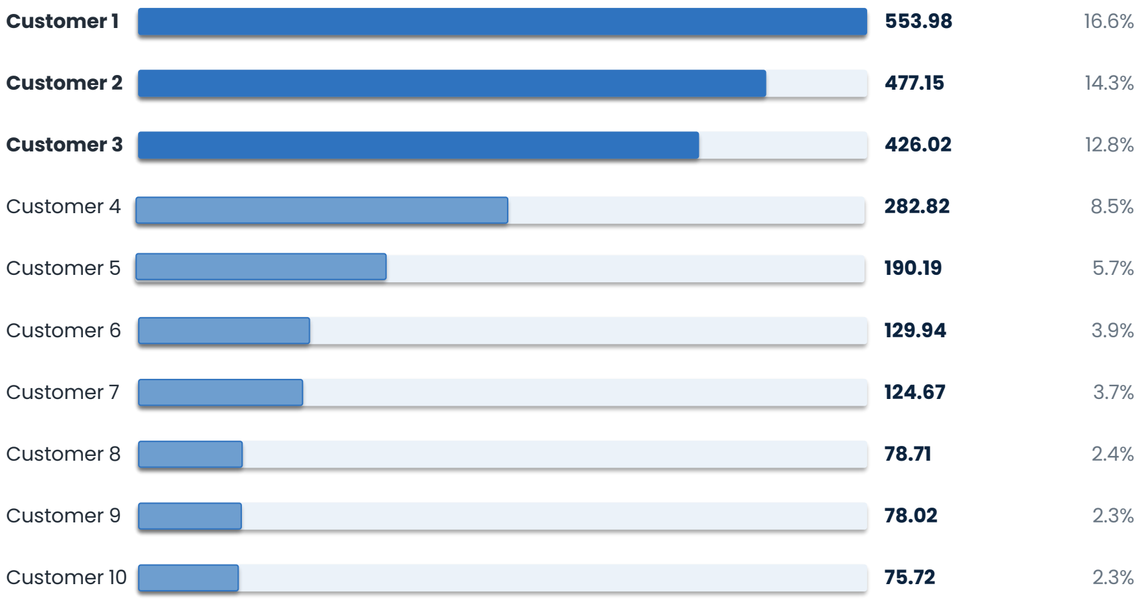
TOP 10 / FY26 REVENUE
72.6%
Using FY26 revenue from operations

LARGEST CUSTOMER
16.6%
Share of FY26 revenue

TOP 3 CUSTOMERS
43.8%
Share of FY26 revenue

Revenue by customer

Bar length reflects revenue (₹ million); labels show share of company revenue



Customer concentration matrix

Revenue in ₹ million | Company share based on FY26 revenue from operations

Customer	Revenue (₹m)	% of FY26 revenue	% of top 10	Concentration
Customer 1	553.98	16.6%	22.9%	High
Customer 2	477.15	14.3%	19.7%	High
Customer 3	426.02	12.8%	17.6%	High
Customer 4	282.82	8.5%	11.7%	Medium
Customer 5	190.19	5.7%	7.9%	Medium
Customer 6	129.94	3.9%	5.4%	Low
Customer 7	124.67	3.7%	5.2%	Low
Customer 8	78.71	2.4%	3.3%	Low
Customer 9	78.02	2.3%	3.2%	Low
Customer 10	75.72	2.3%	3.1%	Low

Top 3 customers contribute 43.8% of FY26 revenue; top 5 contribute 58.0%. The top 10 customers together represent 72.6% of FY26 revenue.

To mitigate the Customer concentration risk, we are focusing on New customer acquisition, Cross-selling and Sector diversification

Revenue Mix by Vertical and Geography

Revenue distribution across primary business sectors, highlighting key contributors and mix.

TOTAL REVENUE (FY 2026)
₹3,328.83 Million
100% of reported vertical mix

TOP PERFORMING SECTOR
IT Consulting
₹1,234.10 | 37.07%

RUNNER-UP
BFSI
₹797.55 | 23.96%

North America (USA & Canada) represents ~81% of Total Revenue

Revenue Distribution

FY 2026 sales distribution by vertical (₹ Million and %)

IT Consulting	**₹1,234.10 (37.07%)**
BFSI	₹797.55 (23.96%)
Telecom & Tech Infrastructure	₹619.04 (18.60%)
Healthcare & Life Science	₹400.52 (12.03%)
Others / Multi Sector	₹139.47 (4.19%)
Oil & Gas / Energy	₹124.67 (3.75%)
Automotive & Transport	₹13.48 (0.40%)

REVENUE MIX BY GEOGRAPHY

Revenue contribution by market

USA	63%
Canada	18%
India	11%
Thailand	8%
	100%

Thank you...

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