

**Date:** May 14, 2025

**To**  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001

**Ref:** Scrip Code: 543351 / Scrip Id: NBL

**Sub.:- Intimation of Schedule of Analyst/ Institutional Investors Conference Call/ Meet**

**Dear Sir/Ma'am,**

Pursuant to Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure) Regulations, 2015, we enclose herewith Schedule of Analyst/Institutional Investor Meeting wherein the Management of the Company will be interacting with analysts/investors:

Date	Time	Name of the Company/Institution/ Analysts/Organization	Mode
Monday, May 19, 2025	4:30 P.M.	Tradewalk Research LLP	Virtual

*Note: The above schedule is subject to changes and the changes may happen due to exigencies on the part of the Analysts/ Investors/ the Company.*

Further, an Investor Presentation is being shared to provide a better understanding of our company and its business operations. The presentation is attached herewith.

The above information is also being made available at the Company's website at [click here](#)

We request you to take the above on your records.

Thanking You,

For, **Naapbooks Limited**

**Yaman Saluja**  
**Whole-Time Director and CFO**  
**DIN: 07773205**



# INVESTOR PRESENTATION

**1st Half year  
September 2024–25**





## FORWARD LOOKING STATEMENT

Certain statements in this release concerning the future prospects of Naapbooks Limited ("the Company") are forward-looking statements. These statements involve inherent risks and uncertainties that could cause actual results to differ materially from market expectations. Such risks and uncertainties include, but are not limited to, our ability to manage growth effectively, intense competition within the global IT services industry, and factors that may affect our profitability, such as wage increases or currency fluctuations (e.g., an appreciating Rupee).

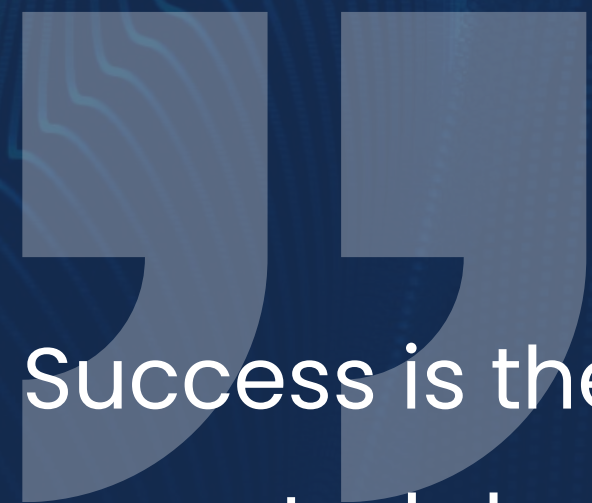
Additionally, our ability to attract and retain highly skilled professionals, manage time and cost overruns on fixed-price, fixed-time frame contracts, and address client concentration risks are significant challenges. Other factors include restrictions on the cross-border movement of skilled personnel, challenges in managing international operations, reduced demand for technology in our key focus areas, and our ability to successfully complete and integrate potential acquisitions. We may also face liabilities for damages under our service contracts, the performance of companies in which Naapbooks has made strategic investments,





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Success is the sum of small efforts,  
repeated day in and day out.

– Robert Collier



**Company Overview**



**Industry & Us**



**Client Strategies & Stories**



**Business AI – BIZAI**



**Financial Statement**



**Shareholders Value Creation**



**ABOUT COMPANY**

# Introduction

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Naapbooks Limited is a trailblazer in driving digital transformation across the financial services and e-governance sectors. As the first startup from Gujarat to be listed on the BSE, we specialize in leveraging advanced technology to simplify complex processes. With prestigious certifications such as CMMI Level 3, ISO 9001, and ISO 27001, we ensure the highest standards of quality, security, and continuous innovation. Our diverse portfolio includes cutting-edge IT solutions, ranging from ERP systems and financial management platforms to e-governance tools, empowering businesses and governments with seamless, future-ready solutions.

## Vision

We aim to become the epitome of trust and reliability, attaining the zenith of IT ventures in the Fintech Industry.



## Mission

We aim to become the epitome of trust and reliability, attaining the zenith of IT ventures in the Fintech Industry.



# OUR Board of Directors

Our board is dedicated to driving innovation, strategic growth, and long-term success. With diverse expertise, qualifications, and experience, they guide our vision to deliver impactful solutions for our clients.



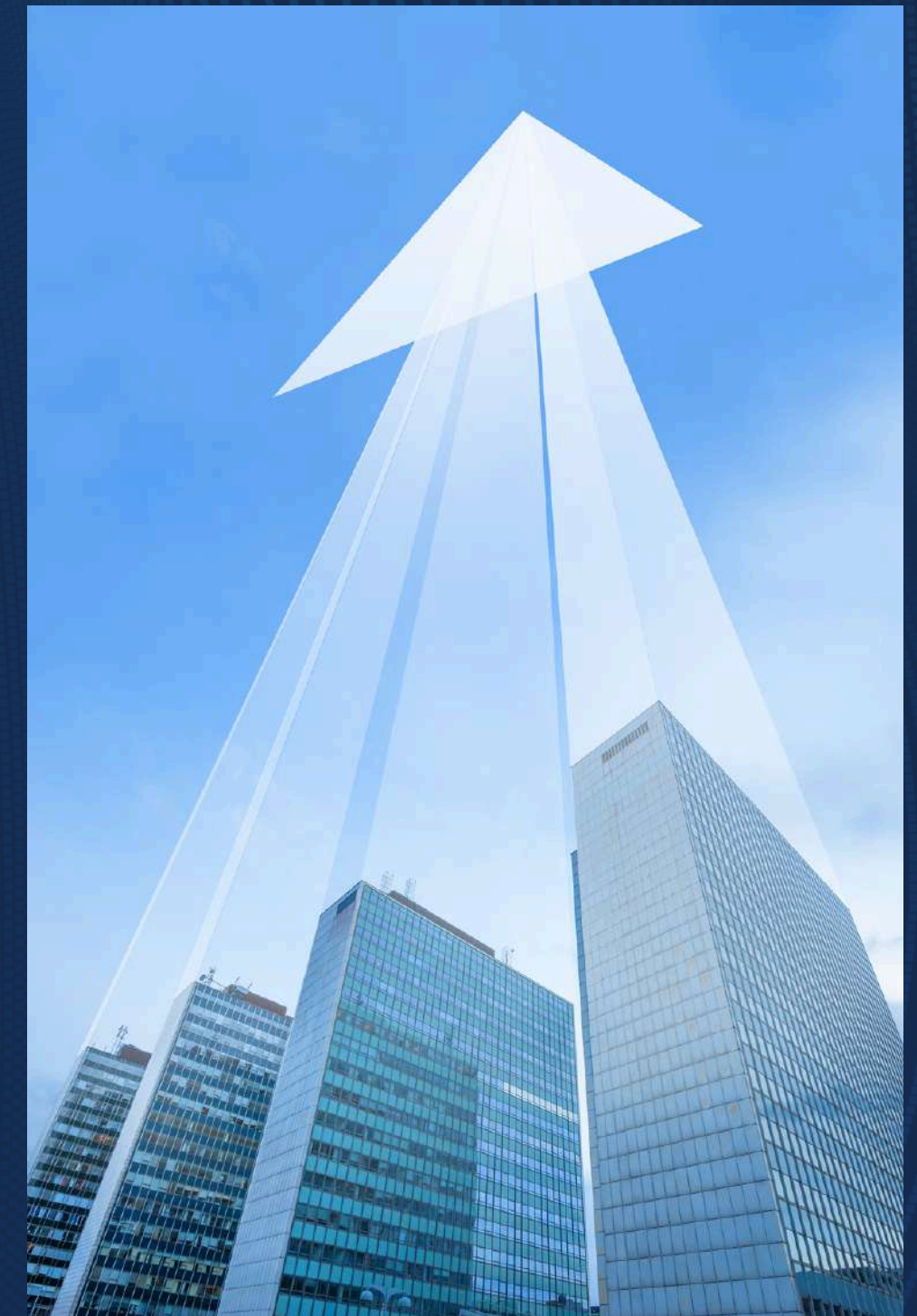


## KEY BUSINESS

# Drivers

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- **e-Notary Project:** Naapbooks' e-Notary project partners with the Government to digitalize notarization, ensuring secure and efficient document verification via blockchain.
- **BizAI:** BizAI, Naapbooks' proprietary AI tool, drives business growth and automation with intelligent solutions for improved operations and decision-making.
- **Products Launched:** Naapbooks has launched EZEO, VIZMAN, INSIDERQ, and Samadhan to streamline operations and enhance user experiences.
- **Diverse Offerings:** Naapbooks offers ERP systems, financial management solutions, and e-governance platforms to support modern businesses and governments.





## REVENUE COMPOSITION

# Current & Future



## Current Revenue Composition:

- IT Services: 70% (Custom development, system integrations, IT consulting, and support)
- Designing Services: 20% (UI/UX design, branding, digital solutions)
- Products: 10% (Current users of EZEO, InsiderQ and Vizman)

## Future Revenue Composition:

- Product-Based Revenue: 50% (Subscription models, SaaS, and product licensing for proprietary solutions like EZEO, VIZMAN, InsiderQ)
- Platform-Based Revenue: 30% (Platform subscriptions, e-governance services, AI tools like BizAI)
- IT Services & Designing Services: 20% (Ongoing support & minor custom solutions as a supplement)

## Strategic Shift:

Transitioning towards a more sustainable and scalable revenue model driven by high-margin products and platforms, while maintaining ongoing service support.



## INDUSTRY & Innovation

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### IT & SAAS INDUSTRY OVERVIEW

The IT services and SaaS industry continues to experience rapid growth, driven by increasing digital transformation across various sectors. Companies are increasingly adopting cloud solutions, AI-driven innovations, and robust cybersecurity frameworks to stay competitive in an increasingly digital world.

The need for advanced IT services and secure, reliable software solutions has never been more pronounced, creating opportunities for companies like Naapbooks Limited to capitalize on these industry trends.

### NAAPBOOKS'S PERFORMANCE

Naapbooks Limited has made significant strides in the IT services and SaaS industries, positioning itself as a key player in offering innovative, reliable, and secure solutions.

The company has successfully leveraged emerging technologies like AI and machine learning to develop advanced, automated systems that improve operational efficiencies for clients across industries.

Naapbooks' cloud-based SaaS products provide businesses with a seamless, scalable, and cost-effective platform for managing their operations.

One of Naapbooks Limited's core differentiators in the market is its strong focus on integrating AI and cybersecurity into its offerings. The company's use of AI enhances the functionality of its products, delivering smarter automation and data-driven insights that help clients make better decisions and optimize their operations. Naapbooks has prioritized robust cybersecurity measures, ensuring that its SaaS solutions are secure, compliant, and resilient against cyber threats.





**CLIENT**

# Strategies

Customers are adopting cloud solutions to improve scalability, flexibility, and reduce infrastructure costs. Cloud platforms help streamline operations and enhance efficiency. AI-powered automation further boosts decision-making and operational performance. Advanced data analytics provide valuable insights to optimize strategies and improve customer experiences. These transformations drive innovation and long-term success in a dynamic market.

**BUILD DIGITAL CORE**

- Streamlining IT Operations
- Seamless System Integration
- Enhanced Data Management

**INNOVATE BUSINESS MODELS**

- Digital Product Innovation
- Revenue Model Transformation
- Collaborative Ecosystems

**PURPOSE-LED ECOSYSTEM INNOVATION**

- Customer-Centric Innovation
- Sustainable Practices
- Agile Innovation Cycles



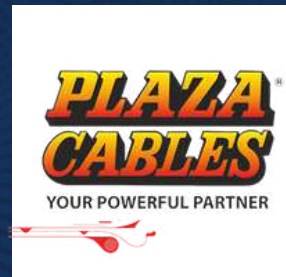
## CLIENT Stories

Our customer stories showcase successful multi-horizon transformations, highlighting the impact of digitalization, cloud solutions, AI-driven automation, and data analytics. These journeys demonstrate how businesses are unlocking new opportunities, improving efficiencies, and driving innovation. Through these collaborations, we empower organizations to stay ahead in an increasingly competitive digital landscape.



### **VADILAL – VIZMAN**

VizMan significantly enhanced the security & safety. It functions smoothly on web & mobile versions and meets all our requested requirements.



### **PLAZA CABLES – INSIDERQ**

tStreamlined the complete compliance process to follow SEBI guidelines. Simplified structure helps to follow compliance in a disciplined way.



### **THEKA COFFEE – EZEO**

EZEO helps us in managing franchises, inventory and our supply chain. It automates the overall procedure and provides great insights for decision making.



### **GANESH GREEN – SERVICE**

Digital Solution by NaapBooks streamlines our HR processes, from recruitment to payroll. Analytics & reports empower us to make informed decisions.





# PRODUCTS & PLATFORMS

NaapBooks offers innovative business and government platforms that streamline operations, enhance efficiency, and ensure compliance. Our products are designed to empower organizations and government agencies with secure, scalable solutions for improved decision-making and process automation.

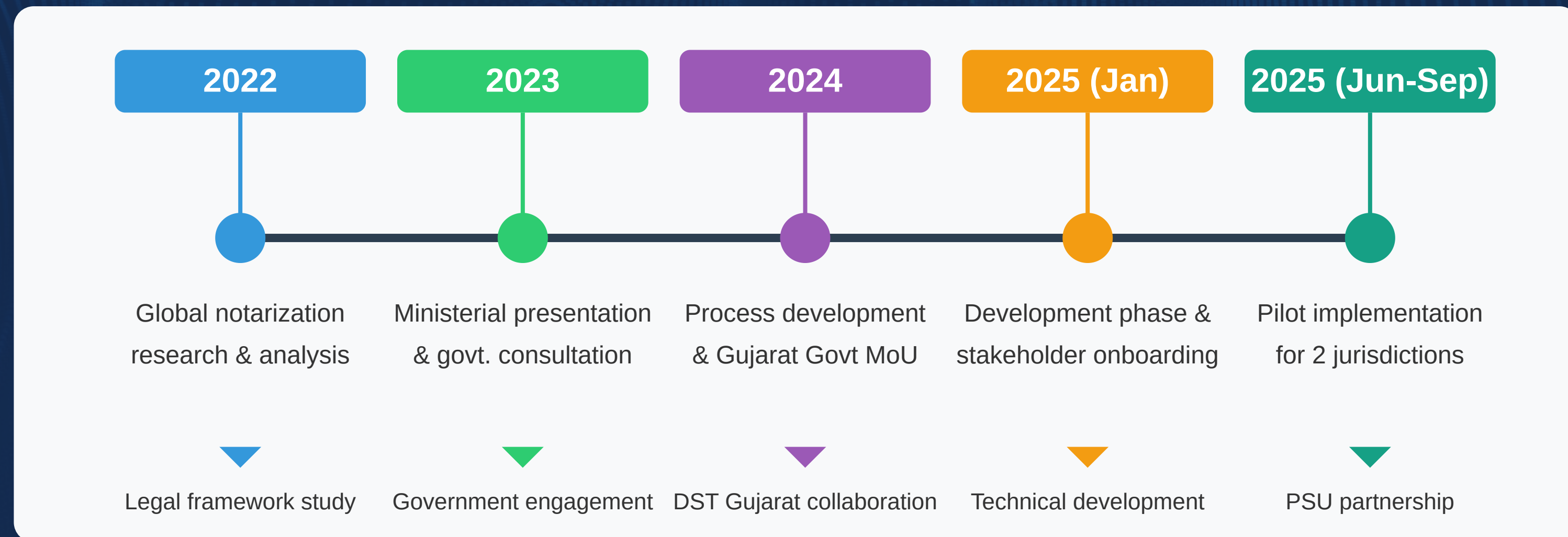




## PRODUCTS & PLATFORM

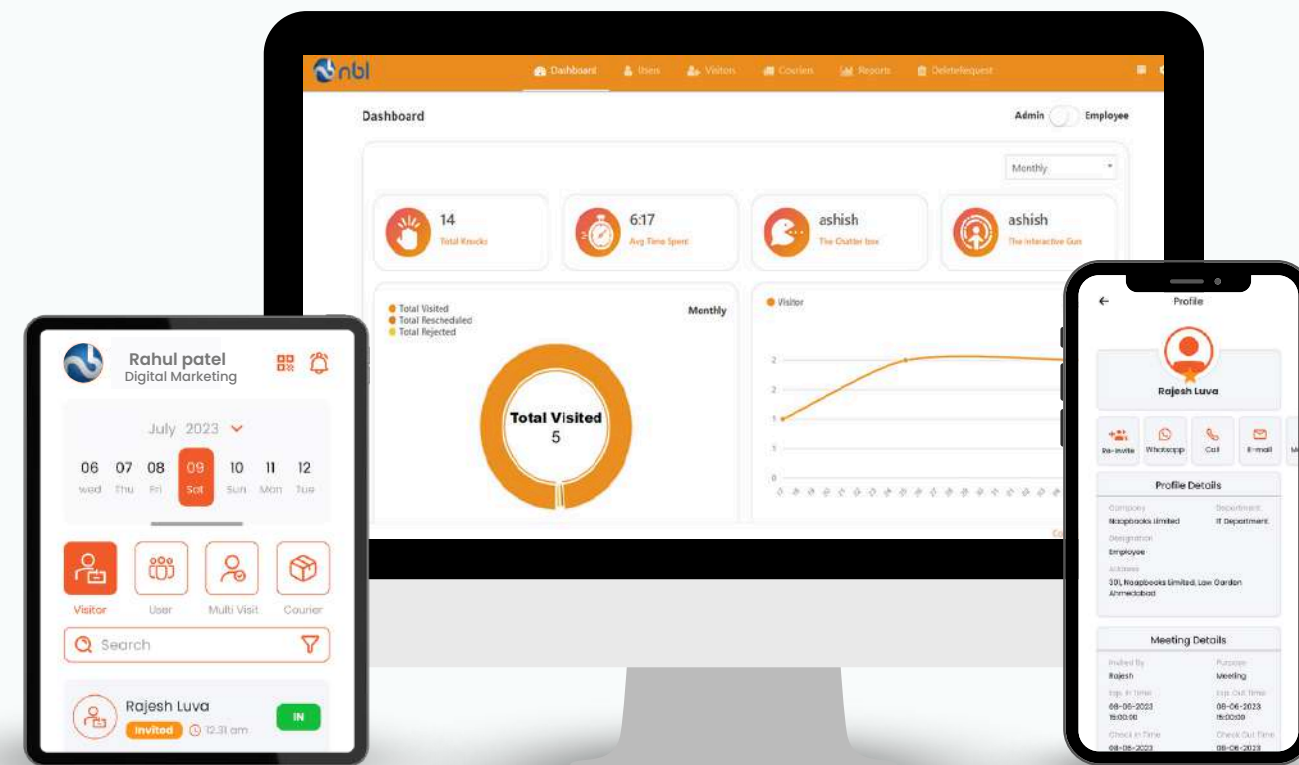
# e-Notary

The E-notary project by Naapbooks is set to revolutionize the notarization process by leveraging AI and blockchain technology for secure, transparent, and tamper-proof digital notarizations. This innovative solution will streamline the documentation process, reducing fraud and inefficiencies. By integrating E-notary, Naapbooks aims to enhance trust and reliability in public and legal records, transforming the future of notarization.





## A Visitor Experience & Security Solution

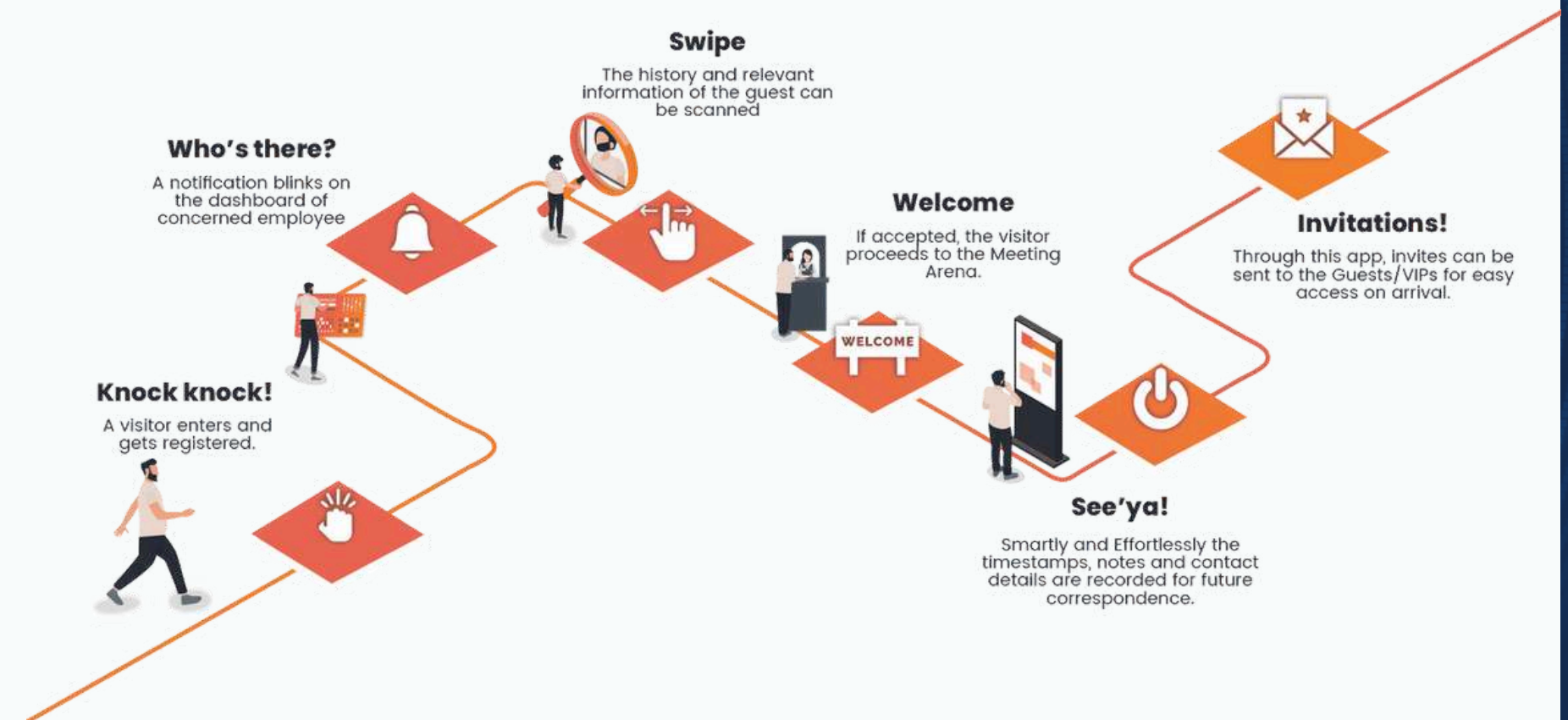


**Vizman**  
www.vizman.app

## About

VIZMAN replaces traditional visitor registers by digitalizing the entire process of maintaining visitor data. It streamlines the visit flow, enhancing efficiency & creating smart workplace environment.

## How it Works



## Features

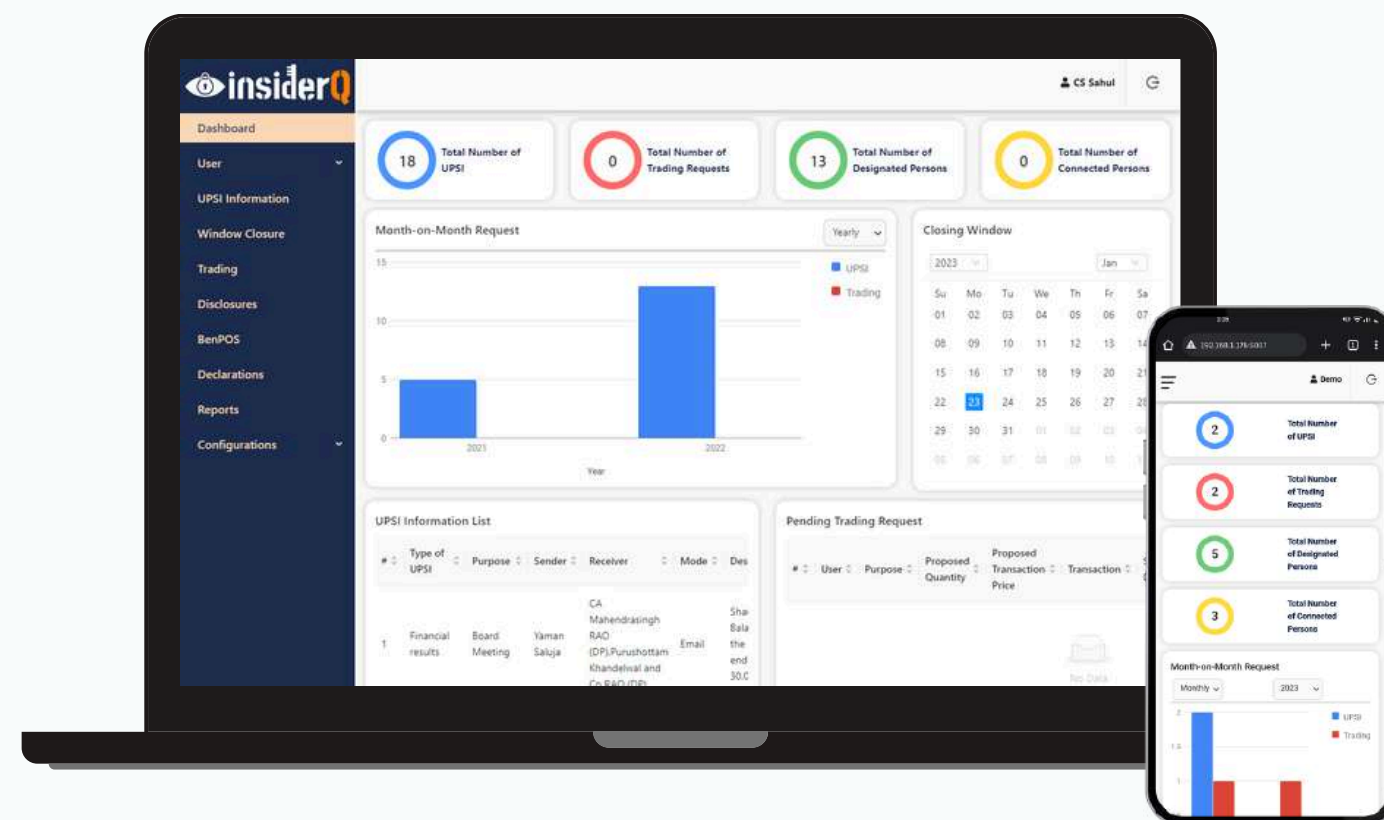
- Visitor Management
- Meeting Management
- Courier Management
- Attendance Management
- Advanced Analytics

## Suitable for

- Corporate Offices
- Co-Working Spaces
- Warehouses & Factories
- Government Offices
- Educational Institutions



## UPSI Management & SDD Solution



## Features

- Connected Third Part Database
- Restricted /Grey Database
- Pre-clearance Request/Approval
- Trading Window
- Post Trading Update

## Suitable for

- Listed Companies
- Merchant Bankers
- Brokers
- Auditors
- Banks, Etc



## About

InsiderQ is a web-based UPSI management platform that helps Companies centrally manage, track, and follow up on all SDD compliances. It also generates detailed reports related to UPSI.

## Key Processes



USER CREATION



DASHBOARD



COMMUNICATION



AUDIT TRAILS



TRADING WINDOW



UPSI REPORTS



### Supply Chain Management Solution



### Features

- Ordering
- Inventory
- Payroll
- Franchise
- POS
- CRM
- Ecommerce
- invoice & receipt
- Expense & Payment
- Customer Portal

### Suitable for

- Manufacturing Industries
- Food Industry
- Warehouse and Factories
- Food Industry
- Banking and Finance

# EZEEO

### Overview

Ezeo is supply chain management software that allows small and medium-sized businesses to restructure their entire supply chain management while also providing an efficient management opportunity. The software tools or modules used in executing supply chain transactions, managing supplier relationships, and controlling associated business processes are referred to as supply chain management software (SCMS).

### Advantages of EZEEO



Inventory Management



Real time visibility



Optimization of resources



Multi-level Channel



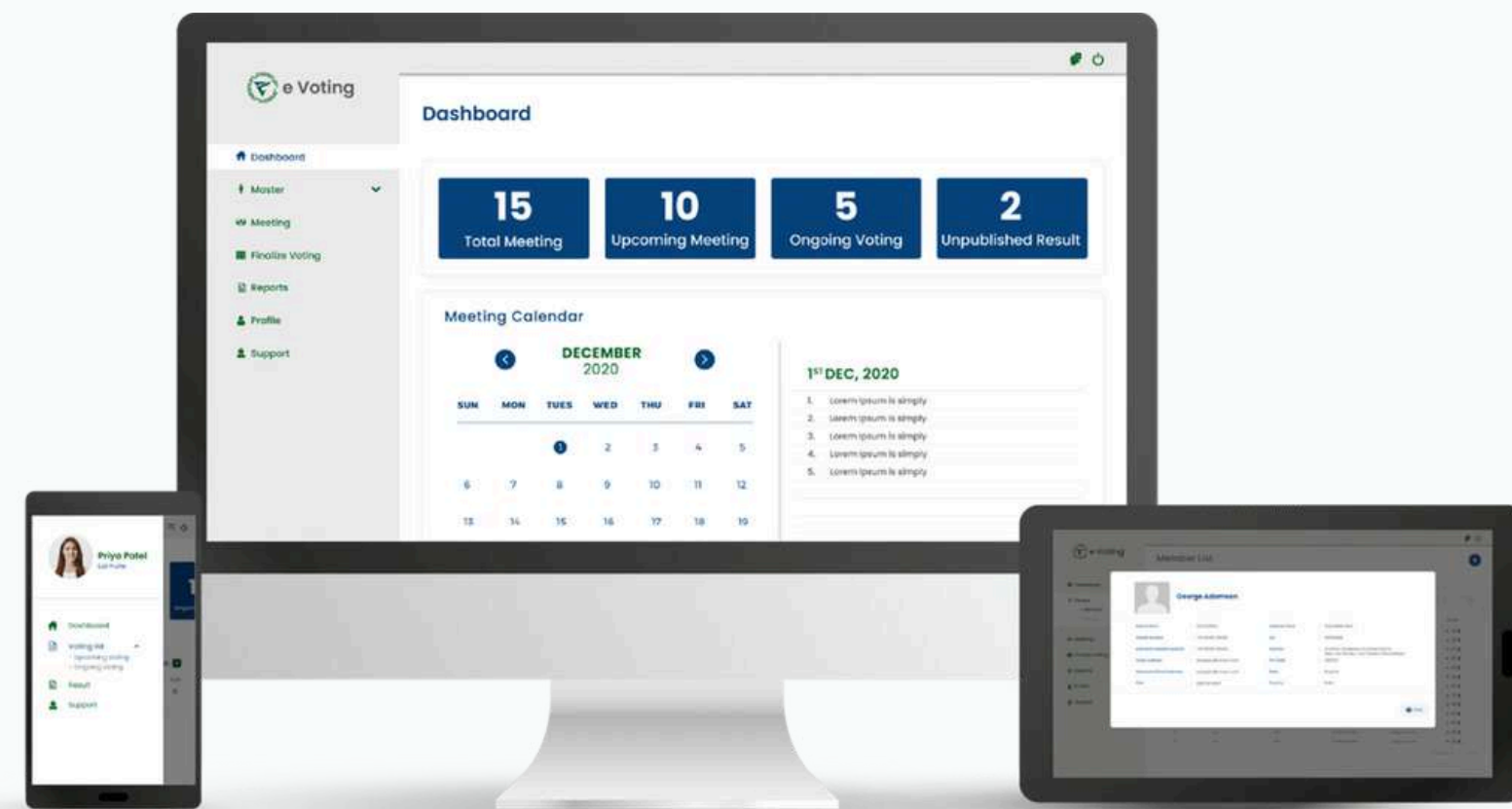
Management



Efficient project management Vendor



## Voting platform for Compliance & Governance



### Features



Remote Voting



Real Time Results



OTP Verification



### Overview

e-Voting is an online system that boosts transparency and corporate governance. NBL's platform cuts postal ballot costs, provides instant results, and allows convenient voting from home or office, reducing invalid votes. It is also mandatory for Insolvency Professionals (IRPs) under IBBI regulations.

### Advantages of evoting



Data  
Privacy



Ready  
to Use



Increased  
Participation



No More  
Delay



Cost  
Effective



Fair &  
Transparent



# BIZAI

IT is a comprehensive AI solution designed to seamlessly integrate artificial intelligence into your business operations. From automating routine tasks to providing real-time data insights, it empowers businesses to enhance efficiency, improve decision-making, and drive innovation. With its scalable and secure platform, BizAI helps organizations stay competitive and agile in a rapidly evolving market.





## BIZAI BY NAAPBOOKS

# Revolutionizing Automation with AI

BizAI is our proprietary, indigenous AI solution designed to seamlessly integrate artificial intelligence into business processes. It empowers organizations to automate tasks, enhance decision-making, and drive operational efficiency.

**END-TO-END AUTOMATION**

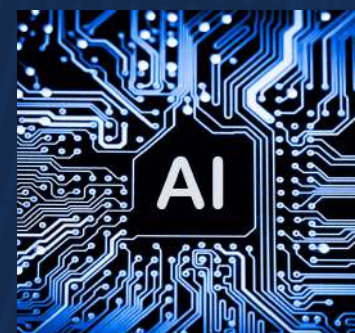
Streamlines critical business processes—HR, finance, and operations—automating tasks to reduce costs and enhance productivity.

**ACTIONABLE DATA INSIGHTS**

Provides real-time, actionable analytics to empower businesses with data-driven decisions that optimize strategies and performance.

**SCALABLE & SECURE SOLUTIONS**

Offers a flexible, scalable platform that adapts to business growth while ensuring enterprise-level security and compliance.

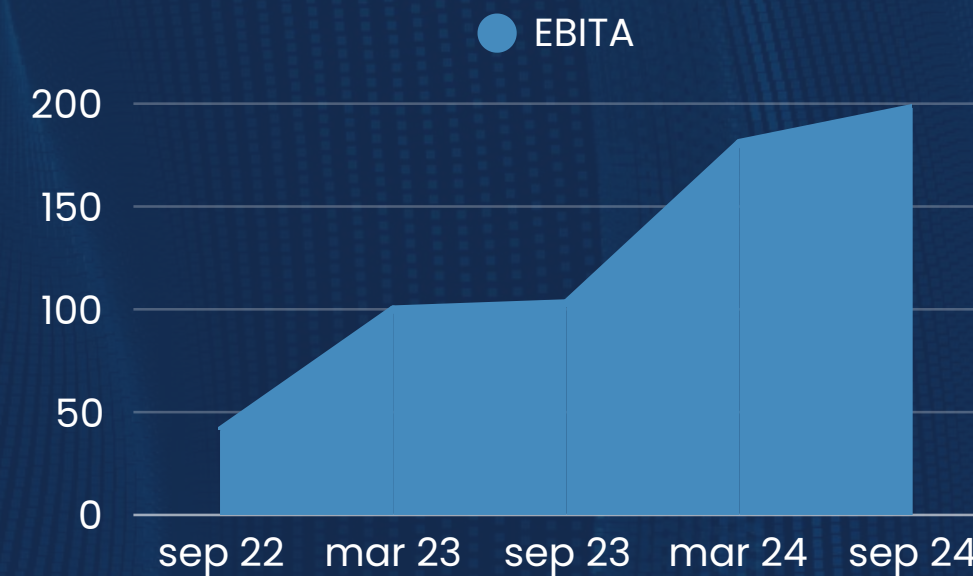
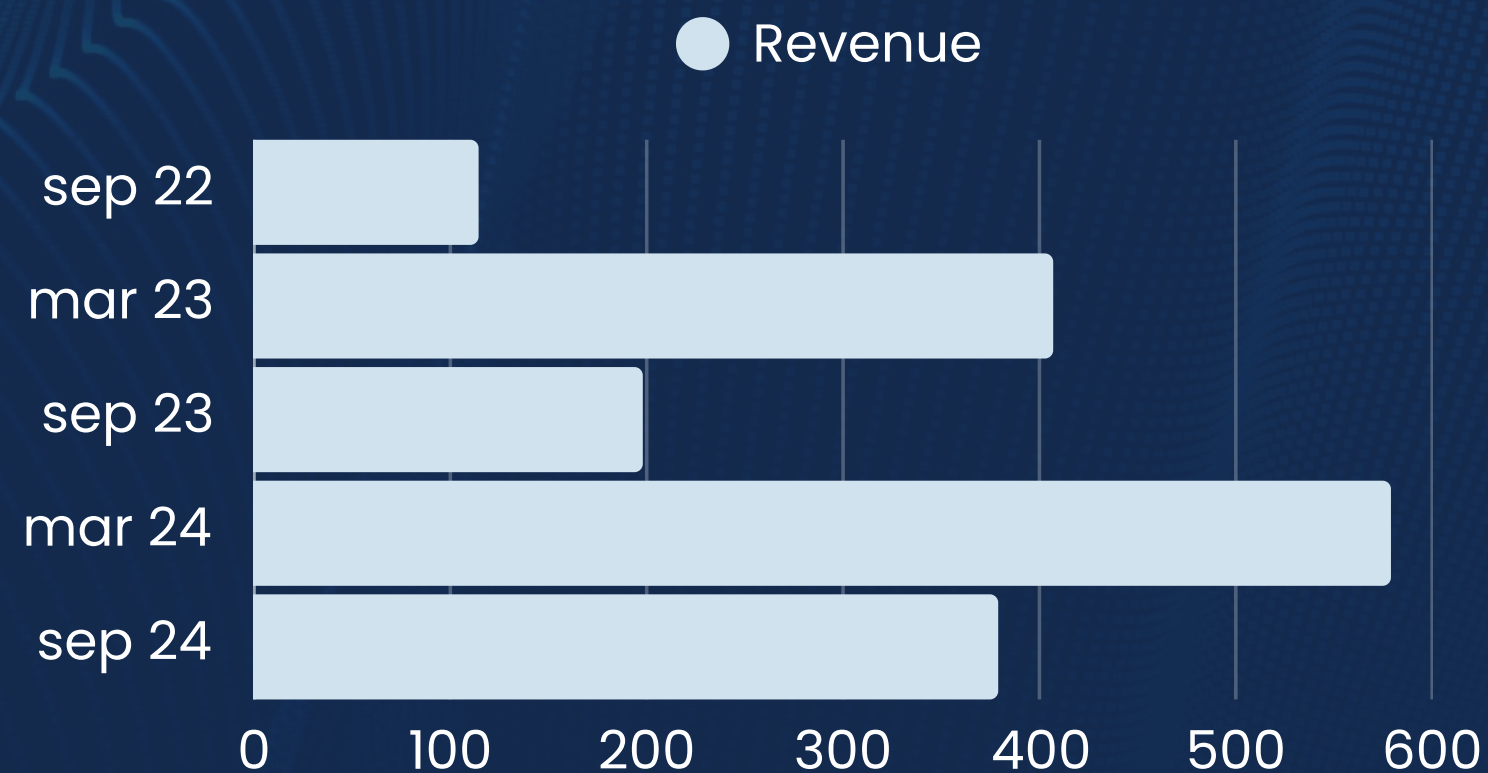
**PROPRIETARY AI ADVANTAGE**

Our homegrown AI technology uniquely positions businesses to innovate, improve operational efficiency, and stay ahead in a competitive market.



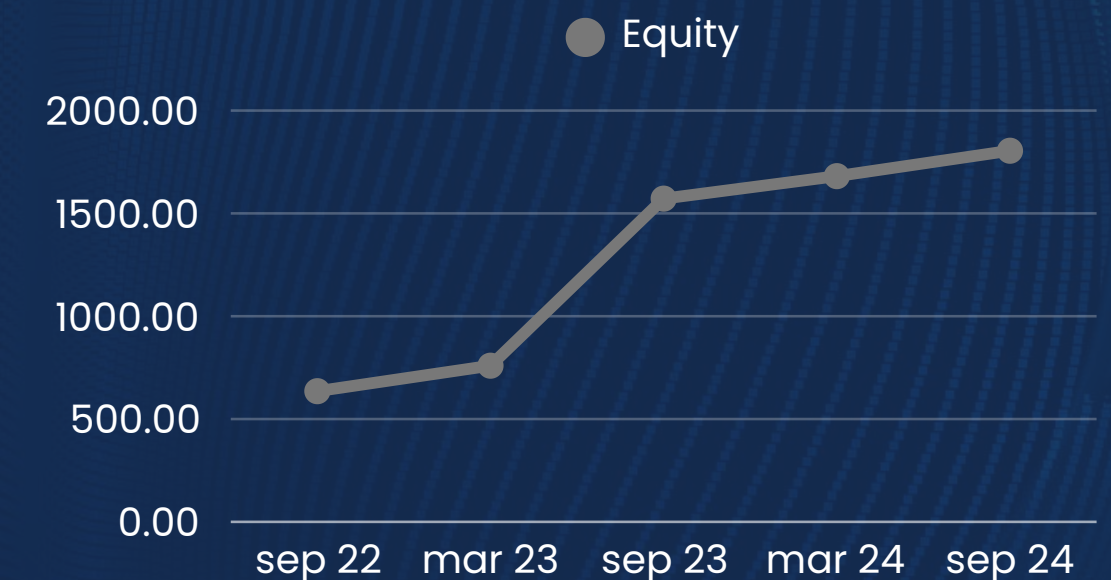
## HOW WE HAVE FARED

# Financials Figures



**27.71**  
AVERAGE  
ROCE

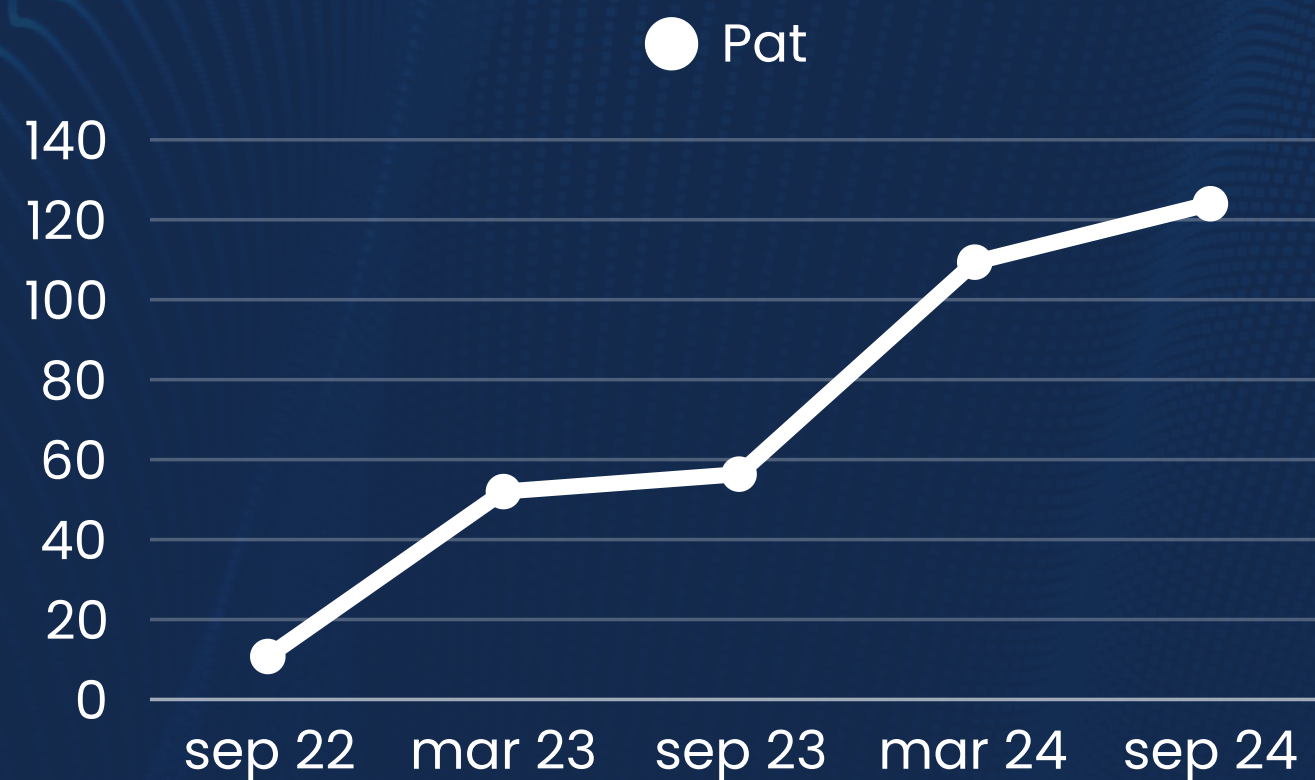
**21.33%**  
NP RATIO  
SEP, 24





**FINANCIALS**

# Profit & Loss Statement



	Particulars	September, 22	March, 23	September, 23	March, 24	September, 24
I.	Revenue from operations	114.39	406.99	198.05	578.89	378.20
II.	Other income	0.12	5.64	0.02	1.36	12.37
III.	Total Income	114.51	412.63	198.07	580.25	390.57
IV.	Expenses					
	Development expenses	0.00	230.07	11.88	303.87	84.77
	Employee benefits expenses	57.45	58.02	59.47	69.28	74.10
	Finance costs	2.67	4.11	4.89	10.29	9.00
	Depreciation	23.33	24.01	22.47	26.03	24.81
	Other expenses	15.94	24.78	23.61	25.77	33.21
	Total expenses	99.39	340.99	122.32	435.24	225.89
IV.	Profit before tax	15.12	71.64	75.75	145.00	164.68
V.	Tax expense:	4.36	19.69	19.39	35.64	41.12
VI.	Profit for the year	10.75	51.95	56.36	109.36	123.56
VII.	EPS	0.58	0.66	0.62	1.21	1.37



## FINANCIALS

# Balance Sheet

1:9.25

DEBT EQUITY  
RATIO

21.33%

NET PROFIT  
RATIO

4.9:1

CURRENT  
RATIO

800+

CUSTOMER  
DASHBOARD

Particulars		September, 22	March, 23	September, 23	March, 24	September, 24
(1)	Shareholders' funds					
	Share capital	185.66	195.66	300.66	300.66	901.98
	Reserves and surplus	449.79	563.74	1271.11	1380.47	902.71
(2)	Non-current liabilities					
	Long-term borrowings	47.16	32.62	41.02	40.52	45.62
	Deferred tax liabilities (Net)	3.73	4.50	3.54	3.60	2.29
(3)	Current liabilities					
	Short-term borrowings	50.31	47.81	21.27	141.05	162.64
	Trade payables	21.20	106.04	96.78	5.75	7.45
	Other current liabilities	56.55	51.05	27.89	14.04	14.80
	Short-term provisions	5.11	17.15	33.30	46.17	87.97
	Total	819.52	1018.56	1795.56	1932.27	2125.46
(1)	Non-current assets					
	Property Plant & Equipment and Intangible assets	404.40	512.41	511.28	371.22	299.98
	Non Current Investments	0.30	0.30	541.05	542.40	554.76
	Deferred Tax Assets	0.00	0.00	0.00	0.00	0.00
	Other Non Current Assets	8.64	4.75	4.75	4.75	10.75
(2)	Current assets					
	Trade receivables	198.42	88.02	220.59	411.02	167.44
	Cash and cash equivalents	1.34	76.68	3.90	3.76	3.05
	Short-term loans and advances	203.60	320.03	509.81	595.89	1081.83
	Other Current Assets	2.83	16.36	4.18	3.23	7.67
	Total	819.52	1018.56	1795.56	1932.27	2125.46

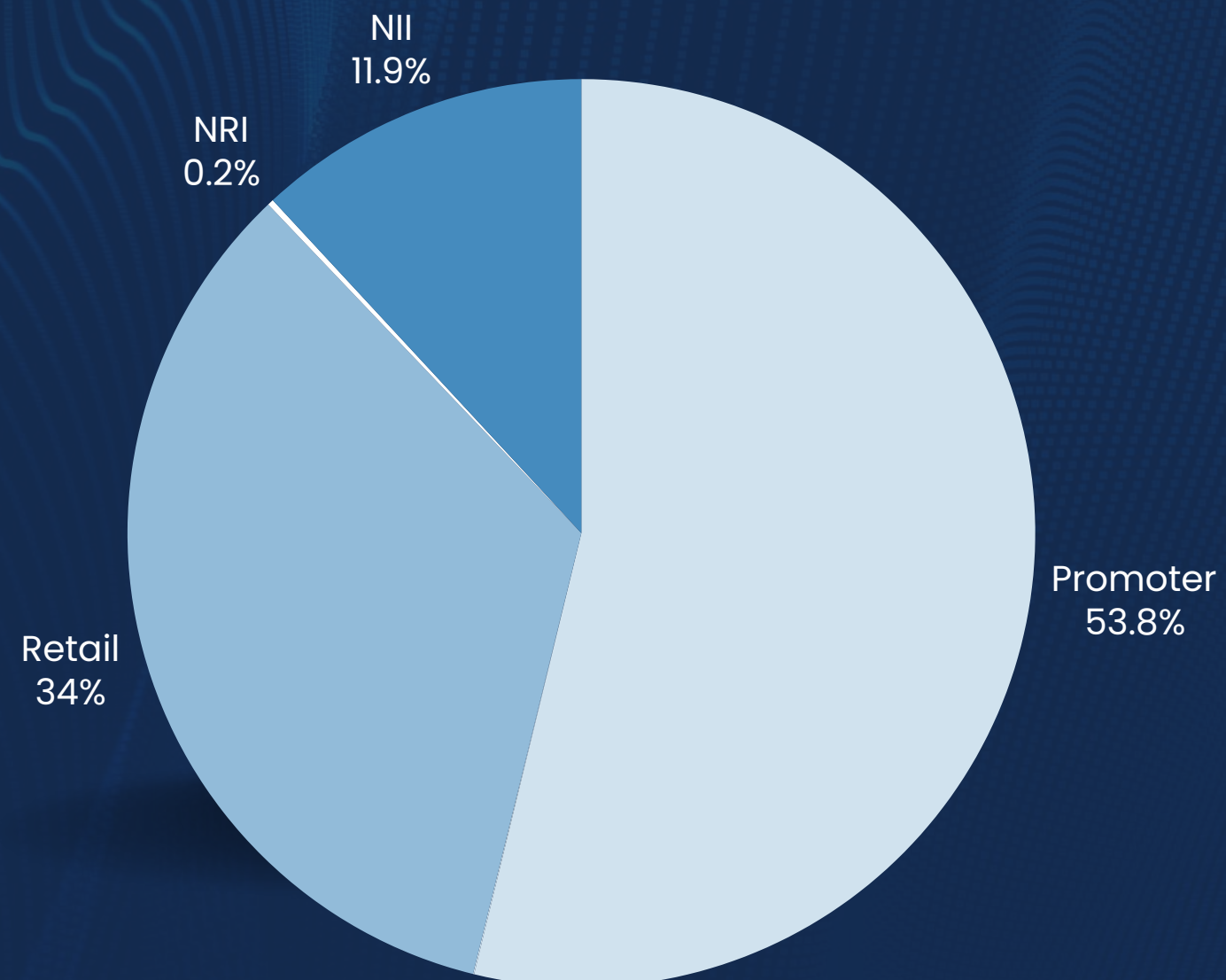


## SHAREHOLDERS

# Value Creation

● Promoter ● FPI ● Retail ● NRI

● NII



### Script Related Information (as on 10th March 2025)

Particulars	Details
Script Code	NBL
Current Market Price	(Rs) 105
Market Capitalisation	(Rs Cr) 112.5
Shares O/s	(Cr) 1.05
Face Value	(Rs) 10
Average Trading Volume	7200





# For Investor Grievance

Our Investor Grievance Redressal system ensures timely and transparent resolution of concerns, fostering trust and confidence. We are committed to providing a seamless experience, prioritizing investor satisfaction and accountability.

**Officer**

Nisha Darji

**Number Phone**

079 - 48940505

**Email Address**

complaince@naapbooks.com



# THANK YOU!

**Naapbooks Limited**

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