



**WORKMATES CORE2CLOUD
SOLUTION LIMITED**

(Formerly Workmates Core2Cloud Solution Private Limited)

CIN - L93090WB2018PLC228834

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To,
Department of Corporate Services
Bombay Stock Exchange Limited
25th Floor, P. J. Tower, Dalal Street,
Fort, Mumbai- 400 001.

Date: 07/09/2026

Scrip Code: 544610

Subject: Investor Presentation under Regulation 30 of the SEBI (Listing obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the officials and management of the Company has participated in “Alpha Ideas SME Stars 2026” held on Sunday, 6th September 2026 at Mumbai. The Investor Presentation in relation to the same is attached herewith.

We request you to take the above information on your records.

Thanking You,

Yours Faithfully,

For Workmates Core2Cloud Solution Limited

Purnima Mundhra
Company Secretary & Compliance Officer
Membership No. A71229

Registered Office
Raikva, Flat 7, Floor 3rd, 3A Rammohan
Mullick Garden Lane, Kolkata, West Bengal- 700010

www.cloudworkmates.com



MSME INVESTOR SUMMIT 2026

From Cloud to AI

Enabling What's Next

Kamal Nath

Co-founder & Chief Executive Officer

Anirban Dasgupta

Co-founder & Chief- Strategy & Growth

Workmates Core2Cloud Solution Limited

WORKMATES **At a Glance**

Workmates is one of India's fastest-growing cloud and digital transformation service provider, helping enterprises & SMBs with secure, scalable, and AI-powered cloud-first solutions.



Industry Focus



IT & ITES
37.41% of revenue



Financial Services
30.40% of revenue



Manufacturing &
Logistics
8.74% of revenue



Others (E-Comm,
Media, Public Sector)
23.19%



**WORKMATES IS A BSE SME
LISTED COMPANY**



**Recognized as AWS
Consulting Partner of the Year
2025**

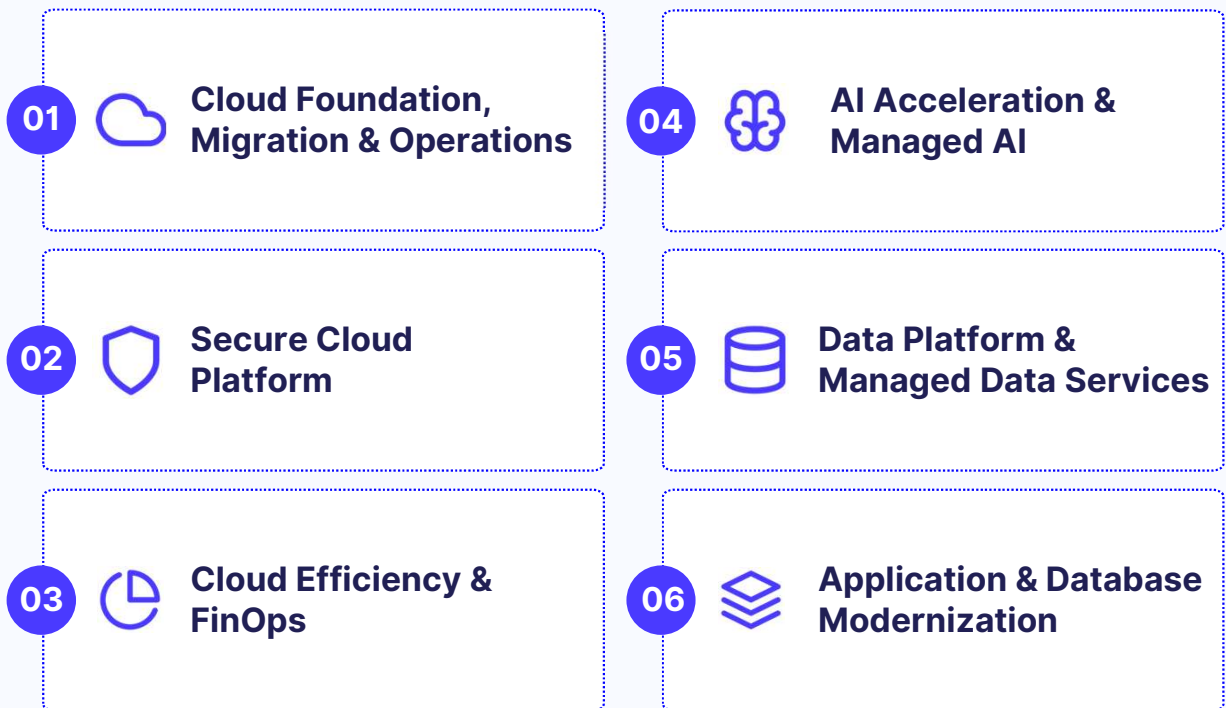


Strategic Positioning

- 01 Intersection of Cloud, Cybersecurity & AI-3 high growth area
- 02 Premier AWS Partner-the highest tier partnership status
- 03 Mid-market & Enterprise focus
- 04 Asset light, annuity heavy growth model



Core Service Lines



Leadership Team



Kamal Nath

Co-Founder & Chief Executive Officer

- Leads Workmates' vision to be the most trusted cloud modernization partner in the Industry
- Extensive experience in organizational transformation, large-scale business expansion/operations and customer success



Basanta Kumar Rana

Co-founder & Managing Director

- Scaled Workmates to Premier Tier AWS Partner in under five years
- Oversees business expansion, customer engagement, and partnerships



Debasish Sarkar

Co-founder & Chief Financial Officer

- Chartered Accountant with 39 years' experience in financial strategy, governance, and SME advisory



Anirban Dasgupta

Strategy & Growth Officer, Co-Founder

- Drives market positioning, alliances, and GTM acceleration
- 20+ years in business development and partnerships



Anindya Sen

Head, Cybersecurity Practice, Co-Founder

- Leads cybersecurity portfolio across risk management, compliance, and enterprise defense



Arunava Mukherjee

Chief Technology Officer

- Leads Workmates' technical vision & growth



Dibyendu Naha

Chief Services Transformation & Business Officer

- Drives services transformation, portfolio scale-up, and AI-led growth acceleration, Extensive experience across global IT services, delivery, consulting, and CoE leadership



Vivek Mohta.

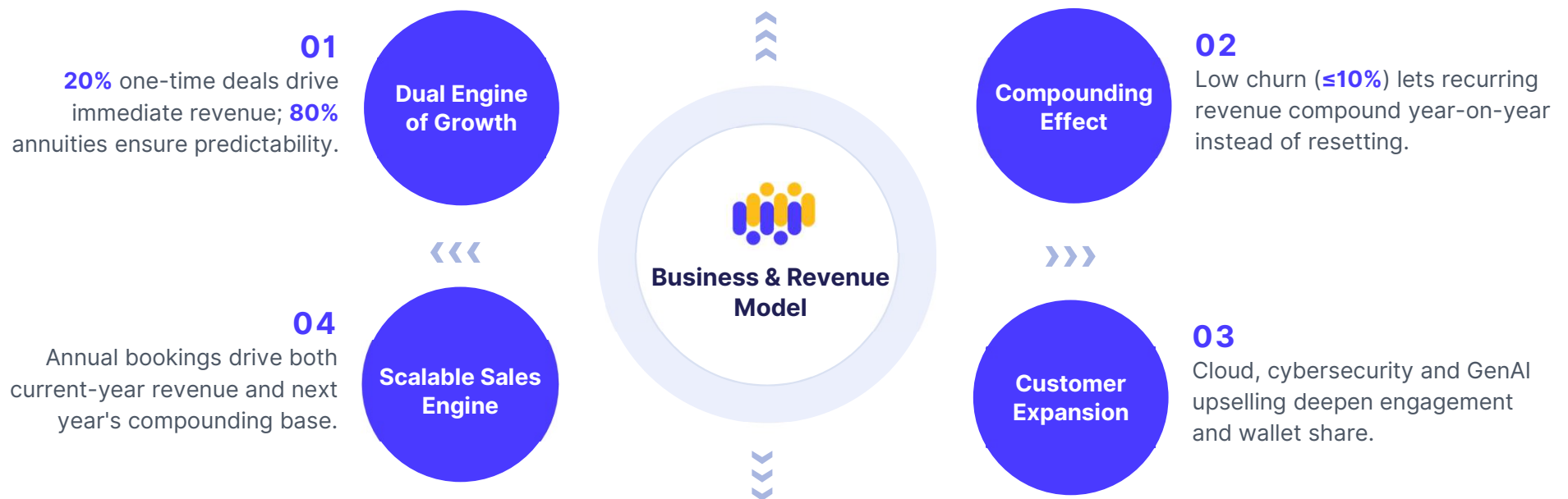
Chief Customer Officer

- Focused on Customer Success for our 300+ and growing set of customers

A Dual-Engine Model Built for Compounding Growth



One platform, two revenue engines: transformation projects convert into annuity relationships — compounding, not resetting, every year.



A dual-engine model built for compounding, predictable growth.

80% ANNUITY

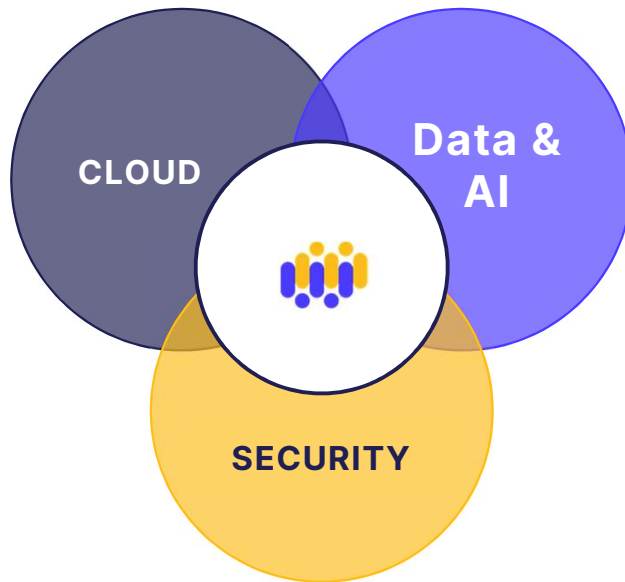


20% ONE-TIME

THE GROWTH OPPORTUNITY

Positioned **at the Convergence**

Workmates sits at the intersection of Cloud, Cybersecurity and AI — three of the fastest-growing technology markets, now converging into a single enterprise mandate



**AWS PREMIER
PARTNER**



**AWS MANAGED
SECURITY
SERVICES PARTNER**



**AWS GEN AI
COMPETENCY
PARTNER**



CLOUD

GLOBAL

\$900B+ (2026) → **~\$2.9T** by 2033

16–19% CAGR

INDIA

\$27–37B (2026) → **~\$180–270B** by 2033–34

22–24% CAGR



**CYBER
-SECURITY**

GLOBAL

\$250–300B (2026) → **~\$600–700B** by 2033–34

10–14% CAGR

INDIA

\$7–12B (2026) → **~\$23–44B** by 2033–34

14–18% CAGR



AI

GLOBAL

\$750–900B (2026) → **~\$3.5–4T** by 2033

30–36% CAGR

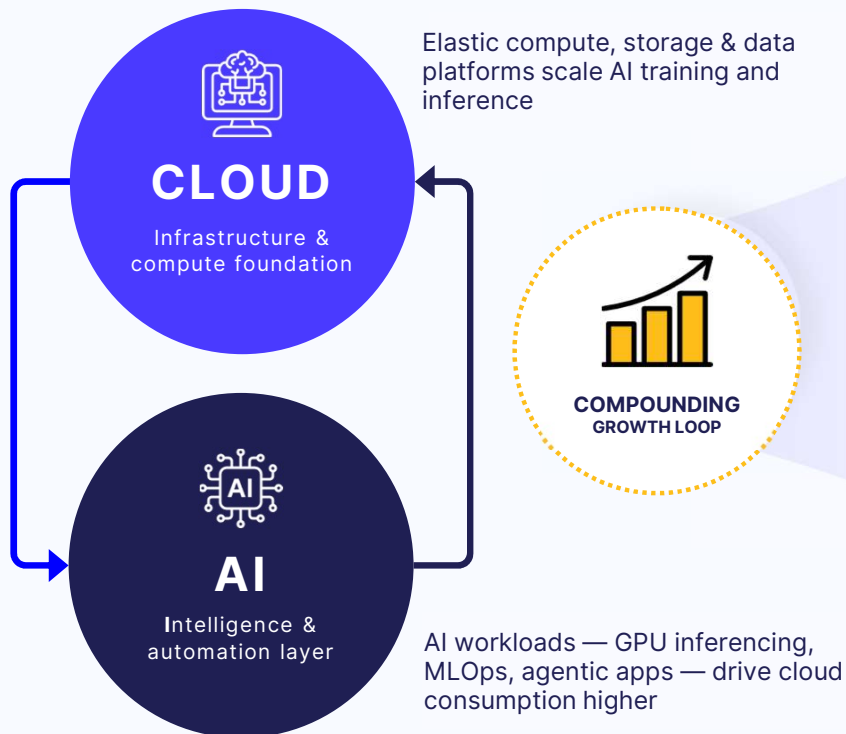
INDIA

\$11B+ invested (2026)

Market CAGR 26–38%

Cloud- AI : The combined **Growth Story**

Cloud and AI are compounding each other's growth — and accelerating the market opportunity, globally and in India



GLOBAL MARKET

	CLOUD \$900B+ in 2026	→	~\$2.9T by 2033 16–19% CAGR
	AI \$750–900B in 2026	→	~\$3.5–4T by 2033 30–36% CAGR

INDIA MARKET

	CLOUD \$27–37B in 2026	→	~\$180–270B by 2033–34 22–24% CAGR
	AI \$11B+ invested in 2026	→	Outpacing global AI growth AI market CAGR: 26–38%

MARKET CONTEXT



India's AI Build-Out: A Direct Tailwind for Workmates

What's fueling the build-out, how the market is structured, and how Workmates converts it into delivery-ready demand.

01 AWS: **\$48B** in India by 2030 (\$21B+ cloud & AI)



Direct implementation pipeline for AWS Premier Partners like Workmates

02 IndiaAI Mission: **100,000** GPUs by end-2026



Fills the pilot-to-production gap — our AI Services Framework

03 **2,100+** GCCs, ~\$98-100B revenue, #1 in AI hiring



Fuels demand for managed services & enterprise IT fluency

04 DPDPA enforcement: **penalties up to ₹250 Cr** by 2027



Feeds our Secure & Resilient practice — ISO 27001 + SOC 2 ready

● BFSI leads enterprise spend

● Data sovereignty reshapes infrastructure

● Deepest AI talent pool globally

● SMEs closing the gap

Workmates converts India's cloud, AI and cybersecurity build-out into delivery-ready demand — backed by AWS Premier Tier status, ISO 27001 + SOC 2 certification, and 350+ enterprise clients at 95% retention.

TRACTION



FY26: A Base Year of Scale



₹143 Cr

FY26 total revenue



₹9.83 Cr

Exit monthly recurring revenue,
March 2026



95%

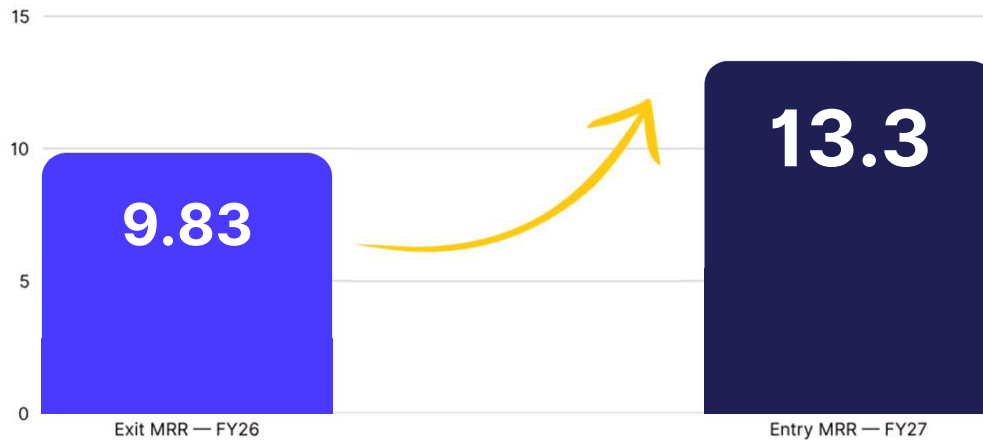
Client retention across the
enterprise base

Momentum **Is Already Booked**

We enter FY27 at a higher run-rate than we exited FY26 - before counting a single new deal.

MRR Step-Up Into FY27

Monthly Recurring Revenue (₹ Cr)



₹190–210 Cr

FY27 revenue outlook

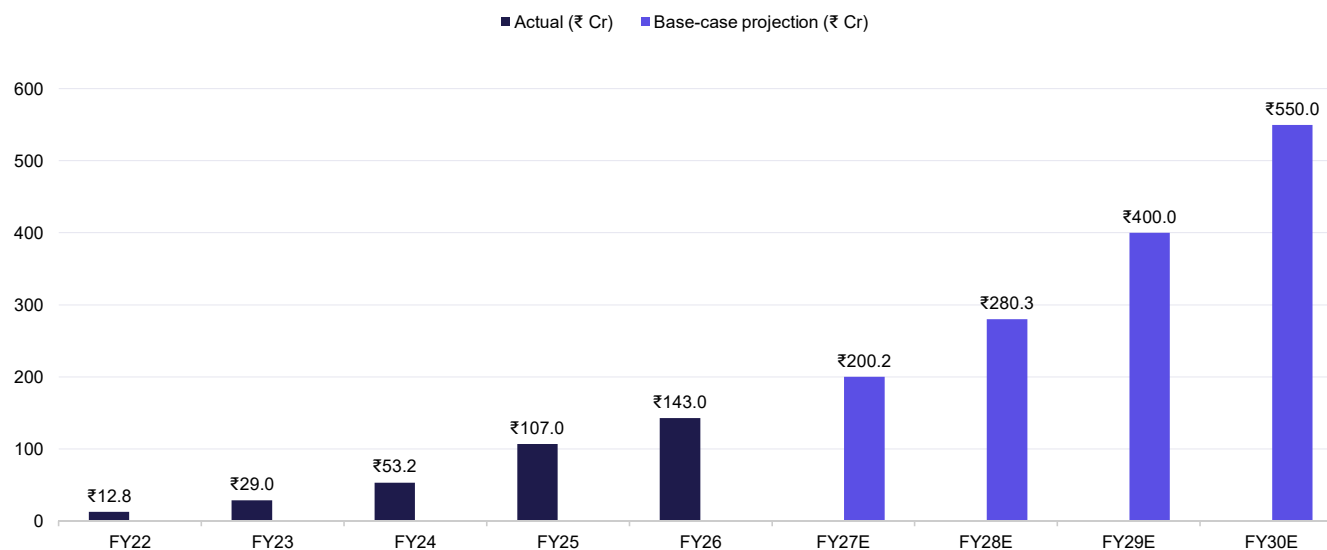
Annualising our FY27 entry MRR alone implies roughly ₹159 Cr of visibility - before any new bookings, expansions, or AI-led upsell in the base.

GROWTH TRAJECTORY



From Proven Scale to the Next 500 Cr+

Five years of audited execution, plus management's own FY27–FY30 model.



~83%

Actual revenue CAGR, FY22–FY26 (4 yrs)

~40%

Base-case forward CAGR, FY26–FY30E

Sensitivity band: FY27E $\pm 5\%$ (mid-year, higher visibility) · FY28E–FY30E $\pm 10\%$

₹190–210 Cr

₹250–310 Cr

₹360–440 Cr

₹495–605 Cr

FY22–FY26 are actuals. FY27E–FY30E are management's base-case model. FY27E carries a narrower band given mid-year actuals visibility; FY28E–FY30E reflect full-year uncertainty. Ranges are illustrative, not statistical probabilities.

Global Expansion

Strategic Updates on International Market Entry



UK & US Expansion

US →  UK → 

FY 26-27 expansion plans for US and UK markets have been triggered (it was paused earlier due to geopolitical considerations and evolving industry dynamics & tariff uncertainty.)

Singapore GTM Recalibration

Singapore → 

Our go-to-market strategy for Singapore is currently being re-evaluated and adjusted to align with market conditions.

US Office for Global Billing

US → 

Execution underway to establish a US-based office to streamline and facilitate global customer billing operations.

STRATEGIC CONTEXT

AI Accelerators as a Strategic Growth Lever

AI accelerators open doors to large, cloud-mature enterprise accounts where Workmates is already trusted.

GLOBAL AI SPENDING

\$390B

today (2025)

↓ growing roughly 35% every year

\$1.8 Trillion+

projected by 2030

In plain terms: businesses everywhere are racing to put AI to work — and are willing to pay for it.



How This Maps to Our Core Objectives

01



Revenue & Profitability

Expand wallet share within accounts already committed to the cloud, converting AI pilots into recurring revenue.

02



Relevance to Existing Customers

Deepen technical trust with current clients by solving next-generation problems, not just infrastructure upkeep.

03



Securing New Accounts

Use AI outcomes as proof points that open conversations with prospects still evaluating a cloud-to-AI partner.

Our AI Approach & Value Proposition

Autonomous, goal-oriented agents that plan, reason, call tools, remember context, and act — reshaping enterprise IT and turning every employee into a higher-leverage decision-maker.

AI for IT

- ✓ Autonomous Service Desk
- ✓ AIOps & Self-Healing Ops
- ✓ Agentic Software Development
- ✓ SOC & Cyber Defense

50%
MTTR reduction

60%+
L1 tickets auto-resolved

AI for Business

- ✓ Agentic Process Automation
- ✓ Elevated Customer Experience 7x24
- ✓ Decision Intelligence
- ✓ Supply Chain Optimization

35-50%+
Productivity uplift

2X-3X
Faster strategic decisions

HOW WE ENGAGE

AI Awareness
120 Min



Use-Case Discovery
1-3 Days



PoC / Pilot
3-5 Days



Production Engagement
4-12 Wks

The journey is not the LLM / Model — it's everything else around it to achieve Production Grade Maturity and derive business value.

LIVE TODAY



Snapshot of Our **AI Assets & Products**

"AI for IT" — IntelliOps



01 SmartOps

Real-time incident detection, correlation, triaging & resolution. SLA-driven workflows and L1 automation powered by the Agentic AI Core.



02 AutoFinOps

Deep visibility into cloud spend, waste & usage patterns. AI-led optimization and automated budget control across environments.



03 ComplianceOps

Continuous security posture, governance & compliance enforcement. Policy drift detection, tagging audits, and real-time alerts.

"AI for Business" — Asset Snapshot



01 VoxoRA

AI-enabled contact management: multi-lingual inbound/outbound outreach, full transcripts, real-time analytics. "0% slippage, 7x24 coverage."



02 VerID

Multi-lingual NBFC compliance automation — Video KYC, verified PD, oath capture — 80%+ faster, at lower cost, exceptions routed to humans.



03 VoyaGE

Agentic travel-industry solution: 7x24 enquiry handling, interactive itinerary building, integrated with airline/hotel/rating-agency APIs.

All assets & products shown here are in LIVE PRODUCTION.

Summary

The Compounding **Growth Levers @ Workmates**



Tailwind

A cloud and AI market in India growing 20%+ a year, still early in adoption.



Position

AWS Premier Tier status, 300+ clients and 95% retention already earned.



Model

A recurring-revenue base that compounds instead of resetting each year.

From Cloud to AI — Enabling What's Next

Let's Build the Future Growth Together

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