alldigi tech
formerly allsec technologies
A digitide company

August 14, 2026

Listing Department,
BSE Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001
Scrip Code: **532633**

Listing Department,
National Stock Exchange of India Limited,
"Exchange Plaza",
Bandra-Kurla Complex, Bandra
(East), Mumbai-400 051
Symbol: **ALLDIGI**

Dear Sir / Madam,

Sub: Transcript of the 27th Annual General Meeting

Please find enclosed the transcript of the 27th Annual General Meeting of the Company held on August 12, 2026.

The above shall also be made available on the Company's website www.alldigitech.com.

This is for your information and record.

Yours faithfully,
For Alldigi Tech Limited
(previously known as Allsec Technologies Limited)

SHIVANI SHARMA
Digitally signed by SHIVANI SHARMA
Date: 2026.08.14 15:24:28 +05'30'

Shivani Sharma
Company Secretary and Compliance Officer
ACS – 39590

Encl.: A/a

alldigi tech
formerly allsec technologies
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27th Annual General Meeting held on August 12, 2026

Corporate Participants

DIRECTORS AND KEY MANAGERIAL PERSONNEL IN ATTENDANCE
Mr. Ajit Isaac, Non-Executive Chairman and Chairperson of Stakeholders Relationship Committee and Corporate Social Responsibility Committee, joined over VC from Bengaluru
Mr. Sameer Ahluwalia, Non-Executive Director, joined over VC from Bengaluru
Mr. Sunil Ramakant Bhumralkar, Independent Director and Chairperson of the Audit Committee, joined over VC from Bengaluru
Mr. Milind Chalisgaonkar, Independent Director and Chairperson of the Risk Management Committee, joined over VC from Spain
Mr. Sanjay Anandaram, Independent Director and Chairperson of the Nomination and Remuneration Committee, joined over VC from Bengaluru
Ms. Lakshmi Sarada R, Independent Director, joined over VC from Hyderabad
Ms. Ruchi Ahluwalia, Non-Executive Director, joined over VC from Bengaluru
Mr. Natarajan Laxsmanan, Chief Executive Officer, joined over VC from the registered office in Chennai
Mr. Manish Agarwal, Chief Financial Officer, joined over VC from the registered office in Chennai
Ms. Shivani Sharma, Company Secretary, joined over VC from Bengaluru

OTHER REPRESENTATIVES
Statutory Auditors – representative of M/s. Deloitte Haskins & Sells (Firm Registration No. 008072S) Ms. Rekha Bai, Partner along with Mr. Vishal Saraf, Audit Director, joined over VC from Chennai
Secretarial Auditor (Partner of M/s. SPNP & Associates, Practicing Company Secretaries) Mr. P. Sriram, joined over VC from Chennai (C.P. No. 3310)
Scrutinizer – representative of DPV & Associates LLP, Company Secretaries**,** joined over VC from New Delhi - Mr. Devesh Kumar Vasisht
QUORUM OF THE MEETING
A total of 37 members attended the meeting.

Shivani Sharma, Company Secretary:

Good afternoon everyone. I would like to confirm that requisite quorum is present. I now request our Chairman to welcome the shareholders and proceed with the meeting.

This meeting is being held through video conference in accordance with the circulars issued by the Ministry of Corporate Affairs and Securities and Exchange Board of India. The proceedings of the meeting are being conducted at the registered office of the Company and are being recorded. All the participants will be on mute during the meeting.

Ajit Isaac, Chairman:

Good afternoon, ladies and gentlemen.

I, Ajit Isaac, Non-Executive Chairman of the Company, on behalf of the board of directors extends a warm welcome to each one of you to the 27th Annual General Meeting. It is 02:00 P.M. and the time to begin the proceedings of this meeting. I sincerely thank each one of you for your gracious presence, continued trust and patronage extended to the Company.

Before we initiate the AGM proceedings, I would like to introduce my colleagues joining through video conference.

1. Mr. Sameer Ahluwalia, Non-Executive Director of the Company, attending this AGM from Bengaluru;
2. Sunil Ramakant Bhumralker, Independent Director of the Company and Chairperson of the Audit Committee attending this AGM from Bengaluru;
3. Mr. Milind Chalisgaonkar, Independent Director of the Company and Chairperson of the Risk Management Committee, attending this AGM from Spain;
4. Mr. Sanjay Anandaram, Independent Director of the Company and Chairperson of the Nomination and Remuneration Committee attending the AGM from Bengaluru;
5. Ms. Lakshmi Sarada, Independent Director of the Company attending this AGM from Hyderabad;
6. Ms. Ruchi Ahluwalia, Non-Executive Director of the Company, attending this AGM from Bengaluru;
7. Mr. Natarajan Laxsmanan, Chief Executive Officer of the Company, attending this AGM from our registered office in Chennai;
8. Mr. Manish Agarwal, Chief Financial Officer of the Company, attending this AGM from our registered office in Chennai;
9. Ms. Shivani Sharma, Company Secretary and Compliance Officer of the Company attending this AGM from Bengaluru.

Apart from them, we also have Ms. Rekha Bai and Mr. Vishal Saraf representing M/s. Deloitte Haskins & Sells, Statutory Auditors, Mr. Sriram from M/s SPNP & Associates, Secretarial Auditor and Mr. Devesh Kumar Vasisht, Scrutinizer for this AGM who have joined this meeting virtually from their respective locations.

Members may note that participation of members through video conference is being reckoned for the purpose of quorum as per the Companies Act, 2013. The requisite quorum being present, I call this meeting to order.

Notice of the 27th AGM and Annual Report for the financial year 2025-26 were sent through e-mail to all members whose e-mail IDs are registered with the Company, RTA and the Depository participants in compliance with the MCA and SEBI Circular. Additionally, where the email ids were not registered, the Company has sent a letter to members, providing a web-link and the path of the Company's website along with the QR Code from where the Notice of AGM and the Annual Report for the financial year 2025-26 can be accessed.

Now, I request Ms. Shivani Sharma, Company Secretary, to provide general instructions regarding participation in this meeting.

Over to you Shivani.

Shivani Sharma

Thank you, Sir.

The video-conferencing facility and live web cast of the proceedings have been provided through the platform provided by National Securities Depository Limited (NSDL) and access to the video-conferencing facility being available to the members on a first-come-first-served basis.

The statutory register and other documents have been made available electronically for inspection by the members during the AGM. Members who wish to participate and inspect the documents can send the request through Secretarial Department or Company Secretary of the company.

As the AGM is being held through video conference, the facility for appointment of proxies by the members is not applicable and hence the proxy register for inspection is not available.

The Company has received requests from twelve members to register themselves as speakers of this meeting. Accordingly, the floor will be open for these members to participate as a speaker and ask queries. The moderator will facilitate this session once the chairman opens the floor for question-and-answer session. We request speakers to be crisp with their questions. Please do not disclose any sensitive personal information or personal identifiable information belonging to you or any other person.

The Company has provided the facility to cast the votes electronically on all resolutions set forth in the notice. The remote e-voting commenced at 09:00 A.M. on Sunday, 9th August, 2026 and concluded on Tuesday, 11th August 2026 at 05:00 P.M.

Members who have not casted their votes electronically and who are participating in this meeting will have the opportunity to cast their votes during the meeting through the e-voting system provided by NSDL.

Mr. Devesh Kumar Vasisht, Practicing Company Secretary has been appointed as scrutinizer to oversee e-voting process and to submit his report on the results of e-voting with respect of all resolutions set-out in the AGM notice.

In case members face any difficulty, they may reach out to the helpline numbers as mentioned in the notice.

With this, I now hand over the proceedings to our Chairman for the Chairman's speech.

Thank you.

Ajit Isaac

Thank you, Shivani.

Dear Shareholders,

FY26 has been another important year in Alldigi Tech's journey, one that demonstrated the strength of our business model, the resilience of our customer relationships and the benefits of disciplined execution. During the year, we continued to build on the strategic foundation created over the last few years, with a sharper focus on technology-led growth, product expansion, operational efficiency and deeper industry specialization.

Alongside these priorities, we remained focused on delivering value to our shareholders.

Dividend Declaration

For the financial year ending March 2026, Alldigi paid a dividend of ₹60 per equity share, reflecting the Group's continued commitment to rewarding shareholders while maintaining a strong balance sheet and investing for future growth.

Further, based on the Q1 FY27 results published in July 2026, an interim dividend of ₹30 per equity share has been announced. This reaffirms our confidence in the business, the quality of cash generation and our commitment to consistent value creation for our shareholders.

Business and Financial Overview

I would now like to provide an update on the key priorities that shaped our performance during FY26 as well as the financial outcomes of these initiatives.

Technology and AI remained central to our growth strategy. We continued to embed AI across our business segments, products, operations and employee workflows, enhancing productivity, decision-making and service delivery.

Tech and Digital

Our product roadmap advanced significantly during the year. Aeonox, our next-generation SaaS platform, is progressing well with eight modules, including AI-powered analytics and performance management capabilities.

We also launched Buzzily 2.0, a unified cloud-based HRMS, ESS and Payroll platform that consolidates two applications into a single product, reducing manual effort, improving user experience and enhancing operational efficiency. We further strengthened our ecosystem through partnerships with TaxSpanner and Workday, expanding our value proposition for clients. Together, Aeonox, Buzzily 2.0 and our growing partner ecosystem are strengthening our technology capabilities and helping us offer more integrated solutions to customers across segments.

To accelerate growth, we sharpened our go-to-market strategy by creating dedicated SMB and Enterprise sales teams and strengthening leadership across both segments. This focused approach is helping drive deeper customer engagement and a more scalable sales engine.

Business Process Management

In our BPM business, we also expanded into Healthcare RCM during FY26, which is now gaining momentum. Alongside Insurance BPO and International Collections, Healthcare RCM represents a key strategic growth vertical where we see significant long-term opportunities.

Our International Collections business has continued to perform strongly, and we expect this momentum to continue. We expanded our insurance BPO portfolio, which has now gone live with a new insurance client from the US in FY 27, expected to grow significantly over the next 12 months.

Our strategy for FY27 is to consolidate our International Collections, Insurance, Healthcare and Healthcare RCM businesses. We have aligned our sales teams to absorb these priorities, with focused teams dedicated to each of these industry verticals. At the same time, we will continue with our exercise of retiring low margin accounts in the BPM space.

These initiatives combined contribute to a strong improvement in financial performance. Revenue from operations stood at ₹598.7 crores, up 9.6% year-on-year, supported by growth across both verticals. EBITDA increased to ₹162.0 crores, up 25.0% year-on-year, while EBITDA margin expanded by 333 basis points to 27.1%.

Our customer relationships remained strong through the year, reflected in healthy NPS scores, high client retention and renewals, and continued expansion of business with existing clients.

Our PAT stood at ₹82.2 crores. PAT was lower by 1.3% year-on-year, primarily because FY25 had benefited of exceptional gain of around ₹17 crores on the Labour Law Compliance (LLC) divestment. Excluding this impact, the performance remained strong.

Cash generation improved during the year. Operating cash flow stood at ₹144.1 crores, up 18.8% year-on-year, and operating cash flow conversion remained robust at 88.9%. Collections stood at ₹626.1 crores, up 9.0% year-on-year, while DSO improved by 8 days to 73 days, supported by stronger collections. Our balance sheet remains healthy, with cash and liquid funds of ₹147.7 crores, down ₹17.4 crores year-on-year. This cash provides the flexibility to continue investing in technology, products, capability building and selective growth opportunities, while maintaining financial discipline.

Investing in Our Workplaces

Beyond our business and financial performance, we have continued to invest in the environments in which our people work. We recently relocated our Chennai operations from our long-standing Velachery premises - a facility that had served us well for over two decades, to a new Grade-A facility at DLF Cyber City, Manapakkam. The new campus offers strong connectivity to Chennai's key residential areas and IT corridors, modern, future-ready infrastructure, and the scalability to support our headcount growth for years to come. It is also a space we are proud to showcase to our clients, reinforcing the quality and professionalism that define our "One Digitide" culture.

People, Productivity and Culture

Our performance in FY26 was enabled by the commitment and capability of our people. Productivity improved during the year, supported by better technology adoption, process discipline and focused execution. In Tech & Digital, employee records per FTE improved by 14.3% year-on-year and 6.9% quarter-on-quarter.

We have continued to maintain our focus on diversity, equity and inclusion, while reducing attrition. A stable, engaged and capable workforce remains essential to service quality, customer trust and scalable growth.

Corporate Social Responsibility

We believe that true progress must be inclusive. In FY26, Alldigi Tech's CSR initiatives reached over 9,000 children across 42 schools and 28 Anganwadis, strengthening digital literacy and early childhood education. These efforts are long-term investments in children, families and communities that we are involved with.

In addition, Alldigi Tech supported CMC Vellore Hospital in building a 350-bed Pediatric Super Specialty Centre, which I to be inaugurated in few months' time, furthering our commitment to community well-being.

The Road Ahead

As we look ahead, our priorities are clear. We will continue to strengthen our core businesses, scale AI-enabled platforms, expand our product suite and build deeper vertical capabilities in Insurance BPO, International Collections and Healthcare RCM segments.

Our focus will remain on profitable growth, strong cash conversion and disciplined execution. At the same time, we will continue to invest in sales segmentation, leadership depth, product-led growth and customer expansion to build a more scalable and future-ready organization.

With a strong operating foundation, trusted customer relationships, a growing international presence and an increasingly technology-led portfolio, Alldigi is well positioned to build on the momentum of FY26. We remain committed to delivering intelligent, scalable and future-ready solutions to our customers, while creating sustainable value for our shareholders.

Thank you to all our shareholders, employees, customers and partners for your continued trust and support. We look forward to the future with confidence, optimism and a steadfast commitment to execute and create value for all our stakeholders.

Thank You.

The Independent Statutory Auditor's Report on Standalone and Consolidated financial statements and Report of the Secretarial Auditors have already been circulated to you as part of the Annual Report. These reports do not contain any qualifications or reservations or adverse remarks and therefore with the permission of the members present, we should consider these reports as read.

Further, as the AGM notice is already circulated to all the members, I take the notice as read.

As the meeting is convened through VC today, resolutions have already been put to vote through e-voting and the requirement to propose and second is not required.

I request the Company Secretary to brief the members about the agenda items as contained in the Notice convening this AGM. We will open the floor for any questions by members thereafter.

Over to you, Shivani.

Shivani Sharma

Thank you, sir.

Dear members, there are four items of business in the Notice of AGM, out of which first three are Ordinary business items and the fourth one is a Special business.

Ordinary businesses

Item 1 - To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2026 together with the Auditors' Report and Board's Report thereon as an **Ordinary Resolution.**

Item 2- To receive, consider and adopt the Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2026 together with the Auditors' Report thereon as an **Ordinary Resolution.**

Item 3 - To appoint Ms. Ruchi Ahluwalia (DIN:10273851) as a Director liable to retire by rotation as an **Ordinary Resolution**.

<u>Special Businesses</u>

Item 4 - To appoint Mr. Sameer Ahluwalia (DIN: 11746957) as a Director as an **Ordinary Resolution.**

With this, the items of business as set forth in the notice shall be considered to be duly transacted at this meeting and subject to the receipt of requisite majority, the resolution shall be considered duly passed in the meeting.

Now, before we commence the Q&A, here are some points to note for your convenience. Once you are invited to speak, kindly unmute yourself, mention your name, and your location and then proceed to ask the question. I once again request to keep your questions crisp. A maximum of one minute will be allocated to each speaker to present their questions, so as to enable participation by all registered speakers. I would also request speakers to kindly confine your questions to matters relevant to the agenda of this AGM. Any other matter will be taken up separately, which can be sent to the dedicated email ID of the Company. To avoid repetition, answers to all the questions will be provided at once. Once you have asked your question, you are requested to go on mute and continue to watch the proceedings.

Now I request the moderator to invite the speaker shareholders one by one. Over to you moderator.

Moderator

Yeah, thank you ma'am.

First question is from Mr. Raghuram Sampath. Please unmute yourself, you can switch on your video and you can ask your question, please.

Raghuram N S

Yeah, thank you for allowing me a question during this meeting.

Good afternoon to all the board members and my questions are as usual. They are focused on the future as well as building on whatever, we as a company have had significant strengths that have helped us become such a large company now.

The first one is on organic growth in CXM, i.e., in the BPM side, has not really sustained at the previous two years' levels. That was something that was maybe expected because we had the significant large orders that came in last couple of years. What is the company's plan for driving large customer wins over the next 12 to 18 months. Any updates on the plans to establish near-shore centers?

Second question is on EXM Tech and Digital. Revenue growth has accelerated after two years of very moderate kind of growth. The important thing for the management I'm sure everybody will agree is to ensure that this revenue growth is accelerated further because this is not only a strategically important segment but a very profitable segment also. There seems to be a number of M & A opportunities available, but the Company has been saying that we are looking at them; but we don't understand whether there is any serious evaluation going on. Please help us with your strategy on making this in a significant growth driver going forward.

The third question is on the consistent trend of reduction in manpower over the last three to four quarters. Is this a conscious strategy adopted by the company driving higher productivity using AI tools or is there a volume reduction kind of an expectation going forward.

Last one is on the overall corporate. Hundred percent of the profits are being declared as dividends. Is this going to be the plan of the company for the foreseeable future. Is this essentially saying that we don't really have any significant acquisition opportunities that we are going to be part of that we are going to be taking advantage of.

Thank you so much.

Moderator

Thank you, sir.

The next speaker next question is from Mr. Dhiraj O Sachdev. Please unmute yourself and you can speak.

Dhiraj O Sachdev

Yeah.

Hi! Am I Audible?

Basically, we have talked about Buzzily and Smart HR at the FY25 Earnings call and Management described buzzily as being in the early days with some early conversions in the SME segment. And now more than a year has passed, so could you please share the number of paying customers in Buzzily and smart HR today and be the current ERR from the SAAS product line and the cumulative investment which has been made and budgeted going forward for this. Finally, what milestones has the board set and by what date to decide whether to scale up this investment or discontinue it. So, shareholders would like to see a clear stage gate rather than open ended commitment.

Second is the management guided for roughly 20% revenue growth with one and a half percent annual margin improvement and it was supposed to be funded by higher international revenue mix offering. So, the 9-10 % domestic wage inflation could have been through higher international revenue mix. Can you see that the margin bridge is actually converging with the order flow coming from the international mix?

Sir, US sales and marketing investments, how much are they consuming because this has been almost more than a year or two when the consolidation has happened with Digitide. And, can you show us some kind of a proof where Digitide synergy is actually happening and in Alldgi, as separate company altogether.

Third is on the Digitide demerger, the character of both the businesses, CXM and EXM are very, very different. One is obviously high margin and high-quality business and the other is FTE driven, people driven BPO business, where the growth rates are also very different.

Has the board formally evaluated separating the two whether to subsidiarization of EXM or separate segment capital structures or a full demerger so that a payroll platform can be valued on platform /SAS multiples? If this has been evaluated and rejected maybe we would just know the reasons, possibly there is a strategic partner can also be invited you know for the EXM and platform business like smart HR and buzzily because it requires good amount of funding for HR tech players. So, building distribution and product at SAAS space requires capital and that Alldigi's one to one and half percent annual margin headroom cannot realistically fund that investment. So, has the board consider inducting a strategic or financial partner at the EXM platform level bringing in growth capital and an even independent valuation maker for the platform business. Now this would actually accelerate growth and unlock value for all shareholders without diluting the parent. Is this on the board's agenda, and if not, will the board come into evaluating it and reporting back?

Thank you so much.

Moderator

Thank you, the next Speaker shareholder is Mr. Rahil Merchant. Mr. Rahil, please unmute yourself and you can speak.

Rahil Merchant

Hi, Good Afternoon everyone.

So, a few questions from my side. Firstly, on the Tech and Digital business. If you look at our revenue growth in the last two years, excluding the compliance business that we divested, we've grown from about 122 crores in FY24 to about 156 crores in FY26 at a compounded growth rate of about 13%.

So firstly, in your assessment, wanted to know how would you rate this 13% growth. Has it been as per your expectation or has it been below your expectations?

Secondly, hiring especially in the IT sector hasn't been that healthy. Some of your older customers hence may not have witnessed a growth in the overall quantum of their payrolls. How big a factor has this been in terms of impact on growth for the payroll piece in the last two to three years?

Thirdly, would it be reasonable to expect the payroll business to grow at near about 20% or higher from here on. If yes, what would be the levers for the same? On the BPO piece, it has been a cash generating business for the company historically. But, in the last fourth quarter, I saw you've reduced headcount and number of seats. So, I just wanted your view on how do you view this business for the company going forward.

It will be helpful, if you can qualitatively and quantitatively just outline your growth plans for this business for the next couple of years. And secondly, with AI, how do you see the nature of this business changing in terms of pricing, delivery, etc.

Thank you.

Moderator

Yeah, thank you sir. We move on to the next speaker Mr. Shrey Loonker.

Mr. Shrey Loonker is registered but however he's not joined. So, can we move to the next speaker. Yes.

Mr. Himanshu Anilbhai Trivedi. Mr. Himanshu, please unmute yourself and you can speak.

Himanshu A Trivedi

Good afternoon, all of you respected Chairman, Ajit Sir and other Board members. Myself, Himanshu Trivedi from Gujarat. Thank you to our Company Secretary, Shivani Sharma for sending the hard copy of the Annual Report well in advance which is full of information which is easy to follow and easy to understand. Thank you to you and your entire secretarial team. Report is nicely because all corporate governance and notice are well covered, so I don't have much question because I have full faith on board and they're working. I have already sent my question and created the email in advance with that save the time of AGM and gave the opportunity as speaker shareholder.

Ajit Sir gave a very excellent and informative opening speech, so I don't know further questions. As a speaker sir, still I have few questions. What is the market share we have in domestic as well in the international market? My second query, what would be your profit sharing in your coming finance here? I wish good luck and bright future for coming financial year and coming festival. Thank you for allowing me to speak sir.

At the time of festival season, please remember speakers are as same as your family member and as your employees. Thank you to allow me to speak, thank you sir.

Moderator

Thank you, Mr. Himanshu.

We are moving to the next speaker Mr. Praveen Kumar.

Praveen Kumar

A very, very good afternoon to my honorable respective Chairperson, respective Board of Director, my fellow shareholders. Myself, Praveen Kumar and I am joining this meeting from New Delhi.

Few observations would love to share with the entire house. First of all, thank you respective Chairperson for your very, very in-depth address to the shareholder along with the presentation for a retail investor like me. I am with the Company for years now and I have the deepest respect for you and it is very, very informative. You cover almost every point beautifully. Thank you for your hard work and ethnical approach to prepare your letter to the shareholder.

Sir, due respect to my earlier speaker, it was healthy Q and A. But yes, one question which I love to ask under CSR initiative, please let us know what kind of initiative our company is taking to build India in a very, very constructive way and I wholly support for all the resolution we have set out for in the notice today and one more thing which I love to address here is the litmus test of any listed entity is decided by the communication between the Company and the retail investor. In this regard, I love to thank our respected Company Secretary madam and her entire team. Mark my word. She is the biggest asset as far as the communication is concerned, even during the course of years, what I experienced myself, which I love to share with the entire house that yes, if I have any update that will be timely replied that truly boosts my morale. As far as my investment with the company is concerned, and the answer I just pray to the God that he will bless you with all the positivity so that you will take our company to the nearer height in the future.

And thank you very much for this opportunity.

Jai Hind Sir!

Shivani Sharma

Thank you so much for your kind words.

Moderator

Thank you. Thank you, Mr. Praveen. The next Speaker shareholder is Mr. Gagan Kumar. Mr. Gagan please unmute yourself. Yes, please.

Gagan Kumar

Yeah, good afternoon, Mr. Chairman, Board of Directors and fellow shareholders. Myself Gagan Kumar, I am joining this meeting from Delhi.

First of all, I would like to mention that I had requested for a hard copy of Annual Report, which I received well in time. And I am very happy to share that I do not have any question pertaining to accounts, as one or two questions is in my mind is already presented against you by Speaker number 1 and 2. So, in the interest of time, I do not want to repeat it again. Good dividend given Rs. 60 and our promoter holding is around 73.39 %, so it's a good promoter holding.

My only general query is that what is our vision for next five years and where do we see our company by 2030? And, what is our strategy to maintain or to enhance our margins? These two general queries of mine and it would be unfair on my part without mentioning how corporate governance under the leadership of our CFO, CS and entire secretarial team.

Thank you so much for this opportunity.

Moderator:

Thank you, Mr. Gagan Kumar.

We are moving to the next speaker Mr. Abhishek. Please unmute yourself and you can speak.

Abhishek Kalra:

Trust all is well with you and your family. This challenging switch. Company deserves much more respect than the current market cap after completing more than a decade of successful operations, profitability and becoming one of the strongest brand.

First of all, I would like to appreciate the management sir. And I would also like to know what are the steps being taken by the management to reduce the professional charges and the audit fees and what steps have been taken by the management to conduct phone call quarterly presentations and meeting with global investors on a regular basis and what are the steps that the management is taking to have to improve the EPS, the PE ratio and the return on equity, I would like to know from you there, and I would also request you to kindly consider the upcoming AGMs in hybrid mode so that the shareholders can join you physically as well as most of the senior citizens are not able to join because of the digital challenges in this virtual platform, so if you can try considering the upcoming AGMs in hybrid mode, more number of shareholders can join in the meeting, you can get the valuable points that will be helpful for the management to empower in the coming future. And the company has a good corporate governance practice and the company has given an outstanding performance during the previous year, we do appreciate the management for that and we are really thankful to the entire board of directors for their sincere efforts in bringing the company to this particular direction and rewarding the minority investor fraternity in large. Also, kindly take care for conducting physical; or hybrid AGM in coming future. My peer speaker shareholders have already asked several questions, so I would not repeat the same questions in the interest of time.

I wish the company and the board of directors a great success and prosperity in the coming future and thank you for giving this opportunity Hope to see you in the upcoming hybrid meeting next year and also kindly explain the reason for changing the name from Allsec to Alldigi.

Thank you very much sir.

Moderator:

Now we move on to the next speaker shareholder Mr. Mani Sundaram. Mr. Mani Sundaram has not joined.

We are moving to the next speaker shareholder Mr. P. Gopal and Vandana. They have also not joined. The next speaker shareholder Mr. Manoj Bagadia has also not joined.

So, the last speaker shareholder, Mr. Vaibhav Maheshwari.

Vaibhav Maheshwari:

Hello Chairman, other Dignitaries and my fellow shareholders. Trust you will keep delivering the shareholder values Mr. Chairman in times to come. I've been a shareholder since October 2025.

Shivani Sharma:

I think we lost you, Mr. Vaibhav, Can you repeat.

Vaibhav Maheshwari:

Hello! Is it better now?

Shivani Sharma:

Yes, please carry on.

Ajit Isaac:

Since when have you been a shareholder you were just mentioning?

Vaibhav Maheshwari:

Since October 2025 sir. Okay, so that confirms that Mr. Ajit can hear me. I am here to talk as a shareholder regarding concerns about the Regulation 30. I'm being muted from your side, please do not mute me.

Shivani Sharma:

Moderator, can you just see if there is anything wrong? Yeah Vaibhav, please continue with your question.

Vaibhav Maheshwari:

Yeah, please do not unmute, let me speak. Thank you. I am here to talk as a shareholder regarding the concerns about the regulation 30 disclosure made by the company on 22nd of May regarding Mr. I am again being muted. Hello?

Shivani Sharma:

Is there a problem moderator just once? Can you check? Is Mr. Vaibhav there? Have we lost him?

Moderator:

Yes, we have lost him.

Shivani Sharma:

Okay. Mr. Vaibhav, I think regarding your questions raised, we have already responded and we have noted the points raised by you to the extent audible. I request moderator to please mute all the participants and we will proceed with the meeting. I would also request the members to please send any other specific query to the dedicated email ID and the company will take them up separately.

Thank you. Over to CEO and CFO to respond to the questions.

Natarajan Laxsmanan:

Sure, thanks Shivani.

So, I'll first start with the question of the growth for the CXM, BPM has not sustained at the previous two years levels. What's the company's plan for driving large customer events over the next 12 to 18 months and also any plans of establishing a near show center. So, the CXM business, if you look at the last four years has grown at a 15% CAGR and low and also this, includes the decision to retire the low margin businesses. So, in terms of specific plans, we've looked at three industries, you know, we've mentioned this in the previous meetings as well. So, the international collections, the Insurance BPO and healthcare & healthcare RCM. So, this is something which historically we have a strength and also from a market opportunity perspective, we see that, this is an area that there is good growth opportunities. And we also are looking at a specific segment of customers, the mid market customers while we are obviously open to the large enterprise customers as well. We are specifically looking at the mid-market segment, which would be a sweet spot for us. And this is the area that these three specific industries is the area that we are looking at growing. And this should give us the growth rate to sustain. While yes, we have the technological interventions of AI coming in, it is, constantly creating pressure. So, we are dealing with it in two ways. One is we are adopting AI ourselves. Already all of our business, specifically the BPM business, we have a number of AI implementation, you know complimenting the business. That's something which you see in our productivity as well. So that's one way of looking at it. And second way is constantly we are evaluating our clients in terms of what is the impact if there is going to be any impact from our business perspective for Alldigi Tech. So proactively we're looking at and we are constantly discussing it with the customers on how we manage that. And we are looking at growth in terms of alternative new business, existing new businesses that comes from these clients, and that's something which we're already seeing. In most of our clients that we have today, we are looking at new business growth that is coming in from them. So that's how we're looking at maintaining the growth as such.

In terms of near shore centers, we are constantly evaluating. Once we have a clear request or requirement that comes from a client or we see that kind of a demand that is coming in, we can move in closer, and this could be either through organic way of resetting up a center near shore or otherwise it could be through an M&A as well. So that's regarding the BPM business.

Now in terms of the Tech and Digital business, yes, we see acceleration. The specific strategy is product play and

market segmentation and geographical market concentration. So, we are specifically looking at improving our product offering. So previously we had Buzzily, one, the first version, and then we had the smart pay, which we converted to Smartpay4 with the technological advancements. Now we already have Buzzily 2.0 which is live. We have an analytical module Meridian that is expected to get launched in September. The Anox platform, that we've been speaking about it is progressing well to launch in terms of October and before the end of year, we would also have the individual modules, the eight different modules that we have within Anox also available as individual products. So, basically, we are expanding the product portfolio and with workday certification and other complimenting partnerships like taxplanner, we are also talking about a couple of other partnerships, which is basically a revenue sharing in terms of, you know, it's a complimenting business like taxplanner.

So that's how we are expanding the product portfolio. So, this should give us a good positioning in terms of the market and also looking at opportunities in a different pie rather than the whole unit together. And also, in terms of the geography, we are specifically, continuing to grow. Our growth rate has been good. For the rest of the world, which is outside of India, the Philippines, Vietnam, you know, Malaysia, Indonesia, Singapore kind of countries. That growth rate we will continue to sustain and we are seeing that in terms of our sales pipelines as well. Specifically, we're looking at India to grow, the SMB segment. So now with Anox coming into picture, SMB will be a sweet spot for us and that's another area that we are looking at growing. So, we are looking at India SMB market. The rest of the world continuous growth, product availability in terms of multiple different products which caters to specific customer segments is what we're looking at. And to complement this, we've already done the sales bifurcation into two different teams with a specific team with specific expertise looking into each of these markets, and that's how we're looking at growing.

In terms of merger and acquisition yes, I know you said we're constantly talking about. But constantly we're evaluating it. The moment we have a right fit in terms of our strategic direction in case of you know how it can complement or strengthen this particular strategy, that's something which we'll go ahead and execute, and at that time we'll keep all of you informed.

The third question was related to reduction in manpower, and is this because of AI or it is a conscious strategy? Actually, it's both. So, one reason why you see the headcount going down is the reduction of low margin accounts. You will continue to see that in the future as well. But at the same time, there are reductions that is happening because of their AI intervention. So, in both sides of the businesses EXM as well as our, VPN businesses, we have implemented AI, so there's and AI is implemented in all fronts, so we have within our operations which is helping us from a productivity perspective and also external client facing also is something which we have done, that's also resulting in efficiency. So, it's a combination of two and we should see this number going down because of both these reasons.

Manish Agarwal:

Thank you, shareholder. Good afternoon.

Let me respond to the question of Dividend. You know as far as distribution is concerned, we continue to be guided by the distribution policy that we have and the policy objective is to optimize shareholder returns through various means including distribution, share buyback or long-term capital appreciation. And we have to strike the right balance as to how you know we can return the profit to the shareholders versus how much we have to retain in the business for the growth purposes. As of now, company has sufficient resources to meet the business as usual as well as the growth requirement and therefore we continue to do the dividend distribution. As we move forward, we will look at that point of time basis the business circumstances and the investment that is required for the new initiative there.

Natarajan Laxsmanan:

Sure. I'll move on to the next question.

So, there was a question about how many customers do we have on Buzzily 1.O and smart HR. As of now we have about 100 clients on Buzzily and about 300 clients on Smart HR. Now with Buzzily 2.0, which is a combination of these two, we anticipate that this number should go up because now this gives a combined product with the newer technology stack and the newer user experience as well.

The next question was regarding the international and the domestic revenue mix and what is the order flow. So currently we have a pipe order booking of about 70 to 75 crores and out of this about, you know, 27 crores are coming from the EXM business which predominantly is the rest of the world and India, and so about 50 crores or that has already booked is from the international revenue. So, we continue to see a larger mix in terms of international revenue that is coming in from that perspective.

There was a question regarding, is there a plan to demerge the tech and digital business and the BPM business per se. There's no specific plans per se, but this is something which we can take and deliberate in terms of how do we move forward from here. And also, there was a question about are we open to looking at a strategic partner for funding especially from the platform business, which is the tech and digital. Again, this is something which we would take under advisement and we would explore the opportunities of it this will affect us from a strategy perspective.

Moving on to the next question. Payroll business. So, 13 % is a CAGR. Yeah, it's about 15% is what we have. And is this something which is as per the expectation. So typically, from a payroll business, when we look at the market, whether it is an international global payroll or otherwise, you know, if it is a standalone country yeah, usually it's in the single digit; So, 15 % for the last four years is a good growth rate. And yes, you know, we are definitely not seeing the growth rate that we used to see two, three years back in terms of the organic number of employees growing with the customers. All of them are implementing technology. AI is a big factor. But however, the good news is we're not seeing a drastic reduction in the headcount as well. So that is for the existing customers. So, we're looking at how we can grow in terms of the new customer acquisition. As I already told you, we have close to about 27 crores of order that is already booked and you know we have a long sales pipeline and the sales team is actively working on how we can increase that as well. Current headcount. So, there's a question around current headcount. So, the current headcount as of end of Q1 is 4,980. I already answered, you know, this is expected to go down because of both the reasons, you know, Business that we are retiring on low margin and also the AI interventions that are coming into. So, ok, CXM business, you know, the margin pressure. Yes, we continue to see the margin pressure as I had already answered, we are looking at it from a two-way perspective. We're looking at alternative new business that we can get from our existing customers in terms of productivity and cost production, we're looking at AI that we've adopted across our businesses both internal to operations and as well as from an external customer facing perspective as well. So, I think this is something which is going stay for some time. We just have to be on top of it. Constantly monitoring what is happening and taking actions. We already have actions that is giving us the results. We will continue to enhance those based on the requirements.

Okay, moving on to the next question. BPM, ok. BPM growth plan for the next two years, there was one more question about five-year vision, so I'll combine both these together. So, we've already now come up with the AI platform. So, AI definitely is going to be a key factor at least for the next three to five years in terms of how we do our businesses. And, you know, we are already ahead of the curve. That's the feedback that we've got from our customers in terms of product, in terms of our operations and in terms of how we do from a solutioning perspective all the way up to the end employee on both the sides of the business.

So that will be one of the key factors that we look at and specifically in terms of how we're looking at both the businesses for a five year plan, we are looking at how we can make an entry into the US, currently our US operations for the T&D businesses are Nil, we don't have any customers for whom we operate in the US region, so that is one area that we will look at entering and growing either through a merger acquisition or through a partnership or even if it means, you know, we'll have to grow an organic way of product. That's also something which we are looking at. The rest of the world that we define today, which is outside of US, the Southeast Asia countries, we are already seeing a good growth.

And, you know, there's good sales pipeline and you know they're very happy with the kind of, features that we have in our products. So, we'll continue to enhance that. So, we'll continue to see a larger growth in terms of international revenue within the T&D business also. And also, in terms of the India market share. Currently we are about two, two and a half Percent you know we will expect to grow that with the kind of products that we are coming up with and the market segments especially the SMB market segment that we're looking at, we should anticipate that to grow as well. So as far as the T&D business, it will be a product play, newer market in terms of US and expansion on both the India and the southeast Asia market. In terms of BPM, the three industries that we have already targeted is good for about three to five years. We will look at bringing in a wrapper kind of a service. Today it is a traditional BPM service that we are offering. Maybe by next year or next one to two years we look at a product play in terms of wrapper services similar to what you know we see in terms of competition.

We already have all of the components. We just need to bring it together. So that's a segment that we will be moving into, which should position us better in terms of market positioning when it comes to solutioning in the BPM market. So, in terms of BPM, three specific industries with product play coming in, in EXM, it is a product play plus a marketplace. That's the strategy for the next three to five years.

There was one question about the reduction in cost. So, I just confirmed that it continues to take suitable measures to assess the cost reduction plans and we continue to take a lot of action around the same and that the result is also reflected in the profitability that we are showcasing. So that's the continuous exercise that we continue to do.

The other was about the CSR as to what are we doing in terms of CSR, I think Chairman touched upon that aspect, that company is doing quite a lot in terms of digital learning program including early childhood learning program and other aspect and more details are available in the Annual report regarding this.

One other question was related to the products. So Buzzily 2.0 is already live. Previously we had Buzzily 1.0. Both these are individual products and we'll continue to position them in the market as individual products. Now there's a difference in terms of what these products are. Smart pay4 was already our existing product. Aeonox will come, will be launched in the month of October. Meridian will be launched again in the month of September. Meridian is our analytics platform and all of this is something which we are positioning from a market perspective and this will also be very attractive to the SMB business because this is a SaaS platform.

And it's also going to be available in terms of technology only outsourcing. So that's the product pipeline that we have and the customers that we are talking. We have covered all the questions. Yeah, I think that covers all the questions that we got. Yeah, the hybrid mode is something which we will take under advisement.

Shivani Sharma:

Okay, so with this we conclude the question session from all the shareholders. Now I hand over to our Chairman to conclude the meeting.

Ajit Isaac:

So, thank you Natarajan and Manish for taking all the questions for the answers that you've given. If there are any further clarifications any of you would have, please feel free to write to us and we'll provide you with the offline clarification. I noticed that one or two were unable to connect etc., so please do feel free to write to us.

On behalf of the Board, we extend a heartfelt gratitude to our shareholders for their continued trust and support. We also express our sincere appreciation to the management and employees whose commitment and unwavering support that have been instrumental in the company's success.

Further, I hearby authorized the Company Secretary to declare the results of the voting and place the results on the website of the stock exchange of the company as per the prescribed timelines.

Thank you all for making it convenient to attend this meeting. I hereby declare the proceedings of the 27th AGM as concluded. Big thanks to all the directors also to have joined us today. Over to Shivani for the voting formalities after which we will close the meeting.

Shivani Sharma:

Thank you, sir. Members may note that the voting on NSDL platform will continue to be available for the next 15 min. Therefore, members who have not casted their votes yet are requested to do so.

Thank you everyone for the participation. Thank you, Directors, thank you CEO CFO, and everyone. Thank you. Thank you, moderator.