Diensten Tech Ltd.

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November 02 ,2026

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, Bandra- Kurla Complex
Bandra (E), Mumbai 400051
Symbol: DTL
ISIN: INE0JRD01019

Dear Sir/Ma'am

Sub: Submission of Corporate Presentation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Corporate Presentation of the Company, which provides an overview of the Company's business and performance.

The presentation is also being made available on the Company's website at www.dienstentech.com , in terms of Regulation 46 of the Listing Regulations.

Any schedule of analyst/institutional investor meets will be intimated to the Exchange separately, in accordance with the Listing Regulation

Kindly take the same on record.

Thanking you,

For and on Behalf of
Diensten Tech Limited

Sonia Vaid
Digitally signed by Sonia Vaid
Date: 2026.11.02 12:52:39 +05'30'

Sonia Vaid
Company Secretary & Compliance officer
M.no.-A68854

Enclosed: As stated above

DTL®

Diensten Tech Limited

Corporate Presentation

Q2 & H1 FY27

Agenda

Diensten Tech Limited

01

Business Overview

02

Competitive Edge

03

Acquisitions

04

Financial Performance

05

Annexure

Disclaimer

Diensten Tech Limited

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Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

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Vision

Diensten Tech Limited

On-demand AI, data and software talent for the Global Capability Centres building in India and the Middle East



Vipul Prakash

Chairperson & Managing Director

Our vision is to become a leading global provider of specialised AI, data science and software engineering talent, helping large enterprises and Global Capability Centres build and scale their technology capabilities. With India as our core talent and delivery base with the United States and UAE as an expansion market, we aim to address critical technology skill gaps through specialised talent sourcing, targeted training and agile deployment. Over the next five years, we aspire to expand our global reach by following our clients into new markets and becoming their trusted partner for high-value technology talent

01

Business Overview

DTL: Workforce Solutions Across Industries

Diensten Tech Limited

Established in 2007, Diensten Tech provides **on-demand specialist technology talent** to Global Capability Centres and enterprises building capability across India and the Middle East.

WHERE OUR TALENT WORKS

- IT services & GCCs
- BFSI
- Automotive & manufacturing
- Healthcare
- Telecom
- Energy

We source, train and deploy the engineering, data and AI skills our clients cannot hire fast enough, and stay accountable for the outcome.

Delivery supported by **5 delivery centres** and AI-assisted screening across **415+ locations**:

- Delhi NCR (HQ)
- Bengaluru
- Hyderabad
- Mumbai
- US subsidiary

~2,100
Professionals deployed

68
Client logos

415+
Sourcing locations

FY23–FY26: Growth Trajectory

63%
Revenue CAGR

~82%
EBITDA CAGR

~6x
EBITDA Expansion

FY26: Financial Performance

9.7%
ROCE

5.9%
EBITDA margin

1.2x
Interest cover

The JK Group

DTL®
Diensten Tech Limited

140-YEAR JK GROUP LEGACY

A brand built on legacy & trust

Rooted in a 140-year-old multi-billion-dollar diversified business conglomerate

SECTORS OF PRESENCE

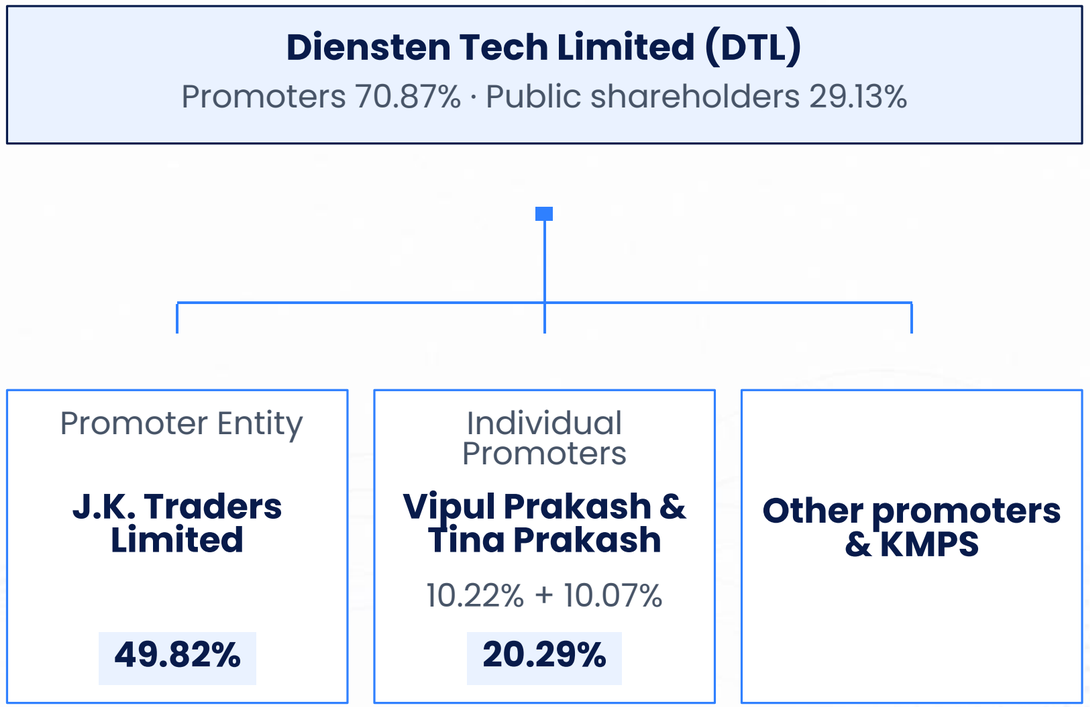
- Manufacturing
- Retail
- Agrocare
- Fashion
- Energy
- Aerospace & Defence
- Engineering
- Insurance
- Technology

140 years
of business excellence

50k+
Employees

~US$3Bn
Ecosystem Value

SHAREHOLDING FLOW



Leadership



Abhishek Singhania

DIRECTOR

Scion of India’s renowned business dynasty, spearheads the company’s worldwide operations. His journey through the JK Organization provided him with invaluable expertise in diverse facets of JK businesses, orchestrating triumphant national and global expansion initiatives.



Vipul Prakash

MANAGING DIRECTOR

Prolific serial entrepreneur and seasoned investor with over 50 early-stage investments, having nurtured 12 pioneering recruiting-first companies to fruition. Partner at wowJobs, a Dubai and Delhi-headquartered executive search firm spanning Africa, Europe, and the Middle East, and co-founder of the Indian Staffing Federation. Served on the boards of Action for India and the Delhi chapter of the Entrepreneur Organization, reflecting his commitment to entrepreneurship and social impact.



Siva Prasad Nanduri

CHIEF EXECUTIVE OFFICER

Industry expert with over two decades of experience. Transformed two public limited organizations into profit making ventures. Managed programs/projects from scratch. Scaled three IT staffing companies. Strong Industry and CXO connect SME in sales, Operations and P&L management.

End-to-End Staffing Solutions

Diensten Tech Limited

01 TALENT ACQUISITION

PROBLEMS FACED

- Full-time hiring is costly and slow
- Talent scarcity in AI, cloud, data & security roles
- Skill gaps in critical projects are hard to scale

DTL'S SOLUTIONS

- Hire-Train-Deploy and contract-to-hire models
- AI-driven screening and background verification
- Professionals hired as DTL associate employees before placement

02 HR SERVICES

PROBLEMS FACED

- Payroll, attendance & compliance are manpower-intensive
- Evolving labour-code compliance
- Lack of HR infrastructure to scale workforce

DTL'S SOLUTIONS

- Integrated HRMS: tracking time, attendance & leaves
- End-to-end payroll & statutory compliance
- Engagement and welfare programs

Employee Engagement Model

01 Selection — Stringent screening and culture fit

02 Integration — Structured onboarding supported by the big buddy program

03 Skill Development — Client-aligned upskilling: Technical & soft

04 Welfare — Team events and Talent appreciation programs

05 Measurement — Performance reviews and management

06 Feedback / Coaching — Employee surveys and exit interviews

Case Study: Keeping the Juggernaut Rolling for India's Top Car Maker

One team, six functions and one enterprise SAP migration: the whole engagement, in one story.

CLIENT	India's leading automotive manufacturer
ENGAGEMENT	Enterprise SAP migration and managed operations
SCOPE	6 functions | 20-year partnership

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01

THE PROBLEM

Six functions, six different challenges to get right

- Material: one stock gap halts the production line
- Dealer network: one bad record breaks vehicle history
- Insurance: near-perfect accuracy, thousands of policies daily
- Finance: one unchecked invoice risks fraud exposure
- HR: payroll for 1.9 lakh+ people, zero room for error
- IT: the Oracle backbone had to become SAP, without pausing production

02

THE SITUATION & APPROACH

DTL embedded inside the business, not beside it

- 68+ specialists run daily operations inside all six functions
- Runs the core systems: Oracle pipeline, dealer records, payroll
- Owns the Oracle-to-SAP migration: phased, parallel-run, zero disruption
- Proven under pressure: crisis recovery, fast delivery, cross-border fixes

03

THE OUTCOME

A business that never feels the strain

- Zero line stoppages, 2-hour buffer round the clock
- 80% insurance claim settlement rate
- Clean, audit-ready vendor payments, every invoice checked
- 1.9 lakh+ people paid accurately, every month
- 20-year partnership, SAP transition on track

KEY IMPACT

Zero
line stoppages

80%
insurance claim settlement rate

1.9 lakh+
paid every month

20 years
partnership, SAP transition on track

6	Functions	68+	Team Members	20 yrs	Partnership	5,000+	Policies / Day

02

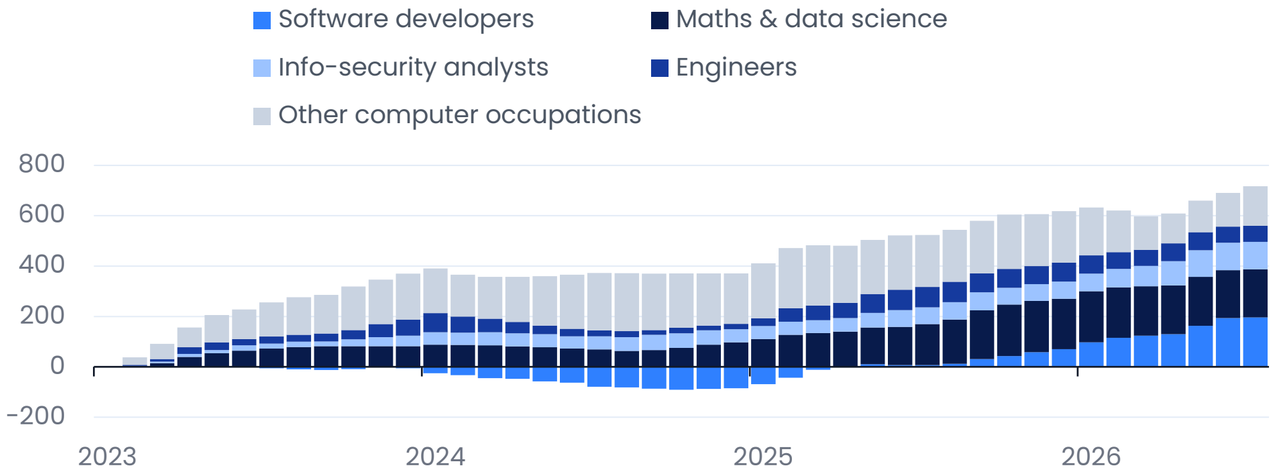
Competitive Edge

AI is a Net Creator of Tech Jobs

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AI-RELATED WHITE-COLLAR JOBS · US

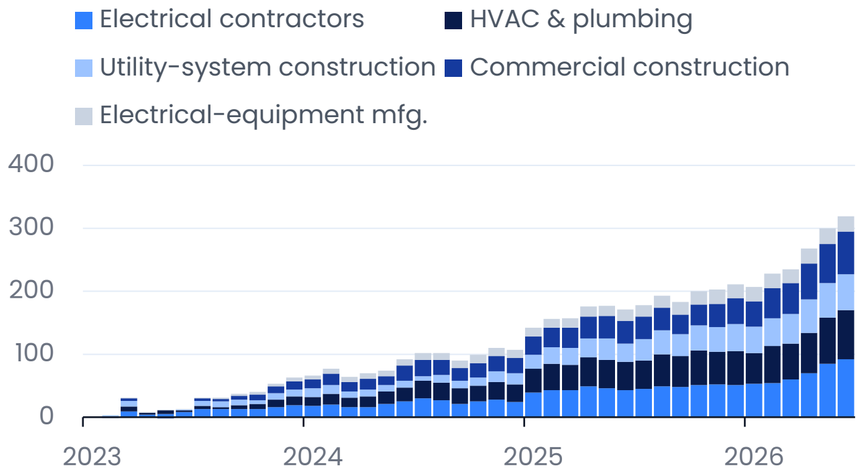
~730k more jobs for engineers, developers and data scientists than the trend in overall professional employment implies



'000 · Actual jobs minus jobs expected if sectors had followed broader hiring trends

AI-RELATED INFRASTRUCTURE JOBS · US

~320k more jobs than construction and manufacturing trends imply, in five industries building out data centres



'000 · Actual jobs minus jobs expected if sectors had followed broader hiring trends

WHAT IT MEANS FOR DTL

~1 mn
jobs created by AI in the US so far, about five times the ~200k lay-offs blamed on AI

~61%
of DTL's ~2,100 deployed associates work in software, data & AI and engineering, the skills leading this hiring

US + GCCs
Diensten Tech Inc. (2025) and ~60% GCC revenue put DTL in the path of global AI talent demand

Source: US Bureau of Labor Statistics; The Economist

The AI Deployment Gap: DTL's Opportunity

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01

A new, fast-growing pool of talent demand

~19x

YoY jump in India's FDE job postings in June 2026

- Forward deployed engineers (FDEs) work inside client teams to make AI work, as DTL's associates do
- Even AI makers call it a skills gap: Anthropic is spending $100M to train engineers like these

02

Concentrated in DTL's core GCC market

36–40%

supply-demand gap in AI & data analytics roles at India GCCs

- The highest gap of any skill area in Quess's Q1 FY27 GCC report
- ~60% of DTL's FY26 revenue already comes from GCCs

03

DTL's model is built to fill it

4 of 5

FDE hiring cities cited by Indeed have a DTL delivery centre

- Hire-Train-Deploy: in-house L&D upskills the bench into AI, data and cloud
- Shortlists in 1–3 days vs a market average of 45+ days for critical roles

Sources: Indeed India via PTI (15 Oct 2026); Business Insider (12 Oct 2026); Anthropic (2 Oct 2026); Quess GCC Tech Talent Landscape Q1 FY27; company data.

India & the Middle East: The Technology Talent Opportunity

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THE DRIVER

2,100+
active GCCs in India

2.36 mn
professionals employed in India's GCCs

US$98 bn
ecosystem revenue projected by end-FY26

73%
of new IT staffing mandates in FY26 were driven by GCCs

~60%
of new roles being created are in AI, ML and cloud

THE CONSTRAINT

45+ days
Critical roles take over 45 days to fill at 58% of India's GCCs

60+ days
Specialised AI, cloud and cybersecurity roles take 60 days or more

Project delays
Long vacancies delay project ramp-up and place pressure on existing teams.

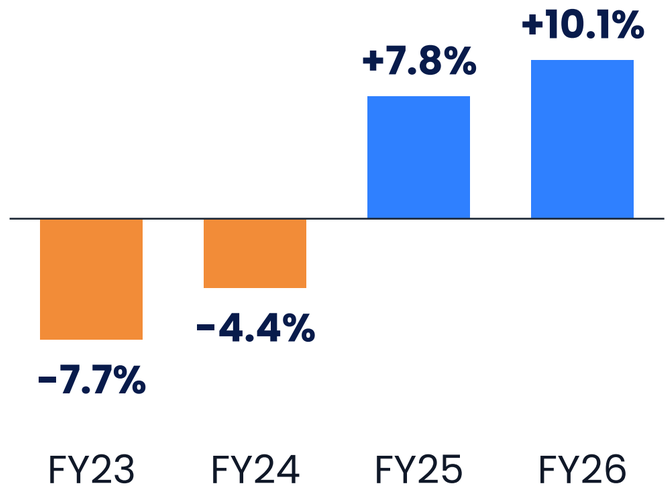
1–3 days
DTL's time to first shortlisted profiles

THE MARKET, SIZED PLAINLY

₹2.01 lakh cr
India's IT flexi-staffing market in FY26, growing at 18% CAGR

₹162.8 cr
DTL FY26 consolidated revenue

IT staffing new employment, YoY



Our Competitive Edge

Diensten Tech Limited

01

GCC and enterprise client franchise

~60%

of revenue anchored in the GCC ecosystem

- 68 active enterprise logos on multi-year master service agreements, with wallet share expanding
- Top 5 client concentration down from 69.4% to 57.3% in a single year

02

We build skills the market cannot supply

1–3 days

to shortlist, against a market average of 45+ days for critical roles

- Hire-Train-Deploy: we train talent into the specific stacks our clients run, rather than waiting for the market to produce it
- In-house corporate L&D arm upskills bench into AI, data and cloud technologies

03

Sourcing depth that scales

415+

sourcing locations across tier 1, 2 and 3 cities

- 5 delivery centres across Delhi NCR, Bengaluru, Hyderabad, Mumbai and the United States
- 131,137 candidates sourced and 508 offers released in Q2FY27

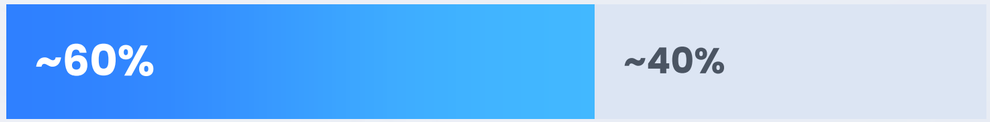
DTL in the GCC Ecosystem

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1 GCC SHARE OF DTL'S BILLING · FY26

~60%

of DTL's total billing comes from **Global Capability Centre clients**



GCC clients | All other clients

2 DTL'S DIRECTION

From staffing provider to GCC delivery partner

DTL is evolving from a staffing provider to a long-term GCC delivery partner.

3 POLICY TAILWIND · FY27 BUDGET

Supportive policy for GCCs and cloud

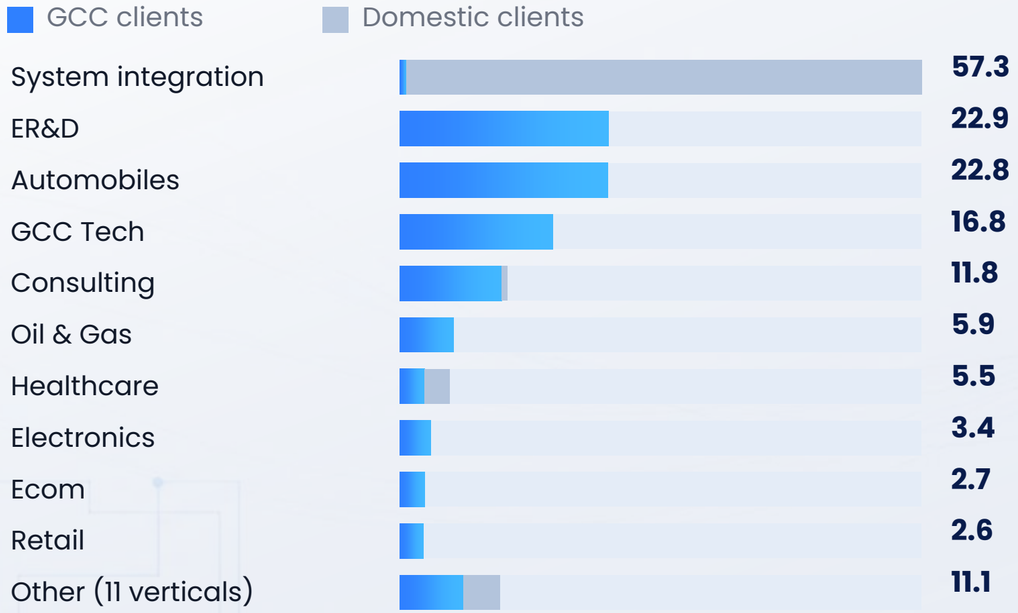
FY27 Union Budget: unified safe-harbour margin for IT services and an extended tax holiday for foreign cloud providers.

FY26 Revenue: GCC vs Domestic

Diensten Tech Limited

₹162.8 cr	~60%	65	~₹2.5 cr
FY26 revenue	GCC client revenue	FY26 Client logos	Revenue per client

REVENUE BY VERTICAL – FY26 (₹ CR)



CLIENT CHANNEL – FY26



REVENUE QUALITY – FY26

Revenue from continuing clients	60.4%
Revenue from first-time clients	24.0%
Revenue from returning clients	15.6%
Clients above ₹1 cr	23
Clients above US$1mn	6

Pool of skilled talent with low TAT

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Diensten Tech Limited

DTL ADVANTAGE: SPEED TO DEPLOY

1–3 days
First shortlisted profiles, vs 45+ days in-house

2–5 days
Backfill TAT

25–30 days
Joining (overall TAT)

2,058
Professionals deployed

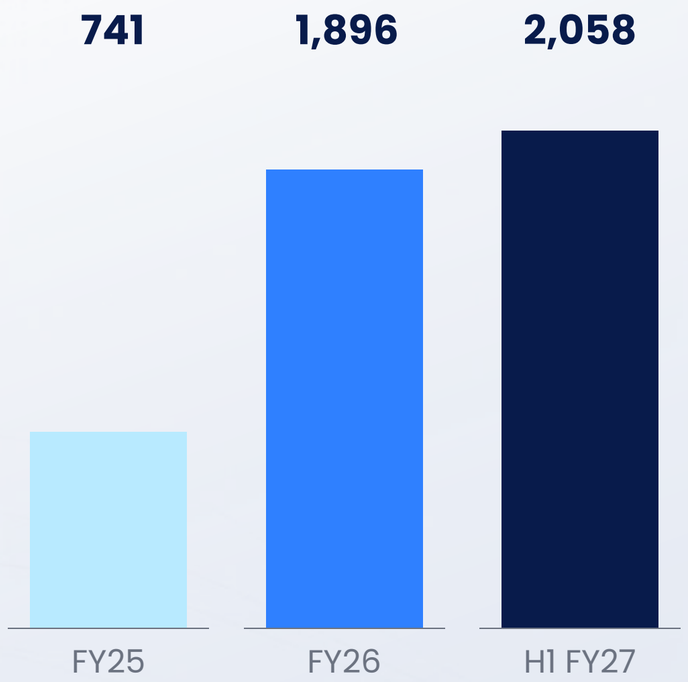
SKILL STACK BY PRACTICE

Practice	Headcount	% of total	Components
AI, Data & Cloud	**261**	12.7%	BI & analytics 77 · Cloud/DevOps/Big Data 77 · **Gen AI/ML/NLP 31** · Cyber security 28 · RPA & intelligent automation 25 · GCP data engineers 14 · Data scientist/architect 9
Enterprise Platforms	761	37.0%	SAP 186 · Java/Spring/Angular 156 · Oracle 138 · .Net/C#/Azure 133 · ServiceNow 52 · DB developer/DBA 45 · Salesforce 22 · iOS & Android 21 · Adobe AEM 8
Infrastructure & Operations	317	15.4%	Infra L1/L2/L3 177 · ITES & customer support 140
Product, Design & Domain	249	12.1%	UI/UX & web design 52 · Financial & legal analysts 38 · HR operations 36 · Clinical data/SAS/bio-stat 34 · Content & technical writers 27 · Language specialists 16 · PMO 16 · Inside sales 12 · Product managers 12 · Web research 6
Quality Engineering	232	11.3%	SDET 61 · Automation testing 52 · OSS/BSS testing 41 · Performance testing 33 · Mobile & API testing 27 · Storage & security testing 18
Engineering & Embedded	238	11.5%	C/C++ & embedded systems 238
Total	**2,058**	**100%**	—

The Talent Engine

Diensten Tech Limited

SCALE



WHERE THE EMPLOYEES SIT

On rolls	~2,300
Deployed at clients	2,058
On bench	38
Core team	171

ENGAGEMENT MIX — FY26



SPEED

Shortlists in 1–3 days; joining in ~25–30 days.

SKILLING

In-house L&D keeps the bench deployable between deployments, cutting time-to-bill

STICKINESS

A statement of work (SOW) contract outlives the individual resource

Industries & Clients We Serve

DTL®
Diensten Tech Limited

TECHNOLOGY CORE

IT & Technology

Contingent software engineers and project teams for large IT services firms.

Telecom & Consumer

Workforce solutions for network, digital and consumer businesses.

FINANCIAL SERVICES

BFSI

Technology talent for banking, insurance and financial services.

INDUSTRIAL & ENERGY

Automotive & Manufacturing

Engineering and IT staffing for industrial and mobility clients.

Energy, Oil & Gas

Specialist hiring for energy-sector technology and operations.

Pan-India Sourcing, Global Delivery

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Diensten Tech Limited



Marquee Clients Across Industries

68 active clients spanning 18 industries, from IT services and ER&D to automotive, BFSI and healthcare.

GLOBAL PRESENCE

India
Delivery hubs across 4 cities

UAE
Regional client operations

United States
Onsite client engagement

INDUSTRIES SERVED

35% — **IT Services & SI**

65% — **Other Verticals**
Healthcare/Pharma · ER&D · Automotive · Consulting

5 delivery centres

415+ sourcing locations

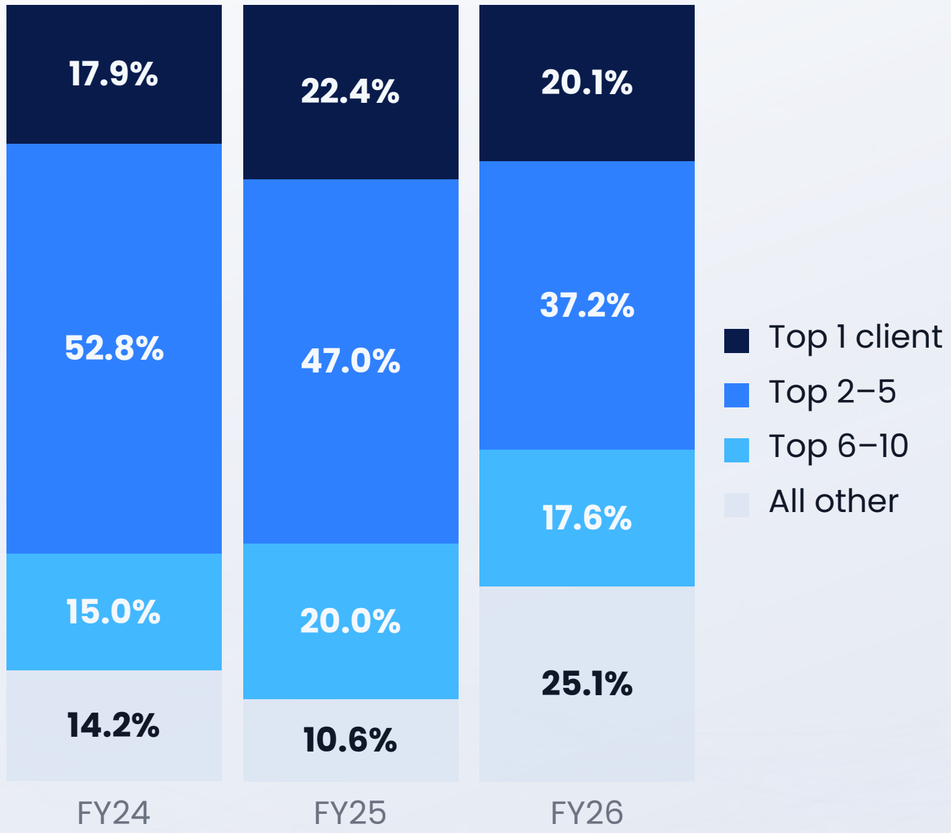
Tier 1, 2 & 3 coverage

Revenue Contribution

Diensten Tech Limited

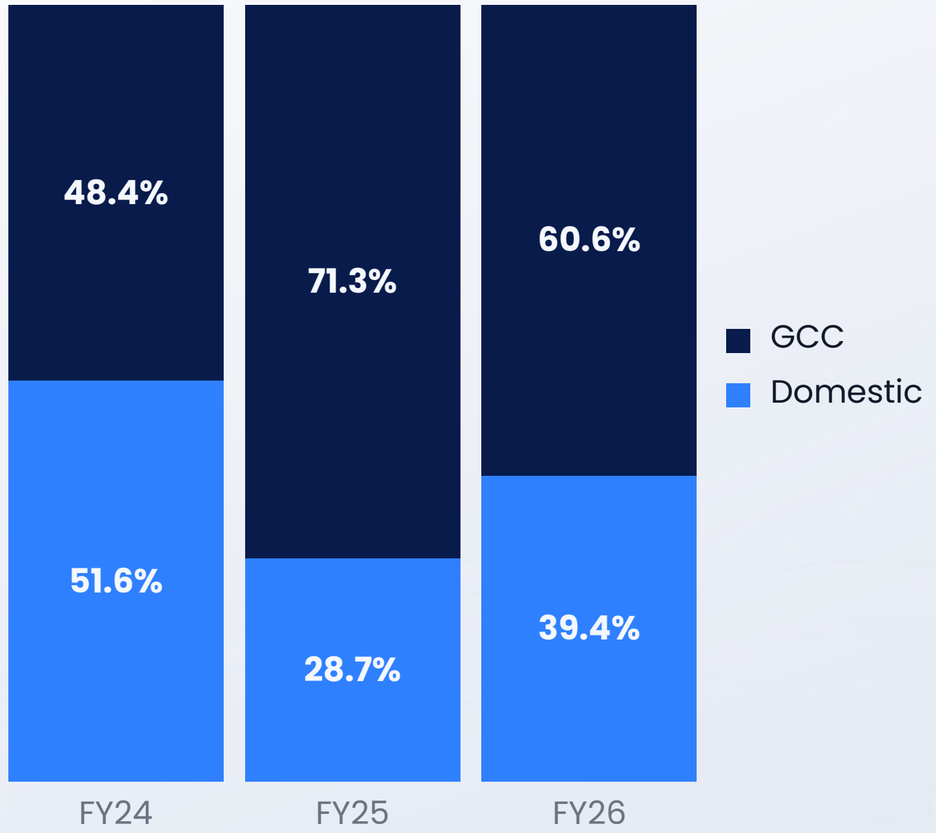
BY CLIENT

% of revenue



BY MARKET

% of revenue



36 → 65 clients
Billing clients, FY25 to FY26

Top 5 = 57.3%
Down from 69.4% in FY25

GCC +114%
FY26 growth over FY25

Domestic +244%
Rebound after FY25 decline

Strategic Priorities

Diensten Tech Limited

01

Scale the GCC engine

Deepen wallet share with existing GCC clients and expand the client base, with a growing presence across the Middle East

~60%
revenue from GCC clients



Middle East expansion

02

Build the AI and data talent engine

Expand Hire-Train-Deploy capacity into AI, machine learning, data engineering and cloud — the skills where client demand most exceeds market supply. Deploy AI-based screening and interview technology to compress time-to-deploy further



AI-based screening and interviews



Hire-Train-Deploy in AI, data and cloud

03

Grow beyond contract staffing

Increase the share of managed services, statement-of-work and outcome-based revenue, where the Company owns delivery rather than supplying resources



SOW and outcome-based revenue



Managed services

04

Margin and return discipline

Improve profitability through deliberate client selection, working capital efficiency and disciplined capital allocation

5x
revenue growth by FY29

10x
EBITDA growth by FY29

03

Acquisitions

Ushta Te Consultancy Services LLP

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DEAL SNAPSHOT

STAKE ACQUIRED
~100%

EFFECTIVE
12 May 2025

CONSIDERATION
₹19.0 cr

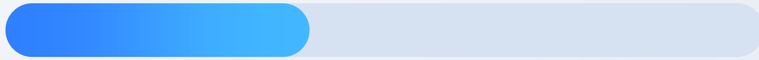
FIRST CONSOLIDATED YEAR
FY26

WHY USHTA TE

- Access to non-technical content skills
- Premium, high-value customer engagements
- Clients include ‘Magnificent Seven’ technology companies

INTEGRATION STATUS

- ~100% interest acquired, May 2025
- First year of consolidation, FY26



40% integrated into the DTL entity

60% targeted by March 2027

YEAR-ONE RESULTS

₹23.42 cr	₹1.2 cr	39	8	200+
FY26 revenue contribution	FY26 PBT contribution	Marquee logos added	Clients acquired	Headcount acquired

Business Transfer Track Record

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Seven completed transactions since 2022

DATE	TRANSACTION	CONSIDERATION	WHAT IT BROUGHT	NATURE OF TRANSACTION
Apr 2022	**JK Technosoft – Professional Services & Training business**	₹5.7 cr	Platform for today's staffing operation	Business transfer agreement
Sep 2023	**Bangalore-based staffing company, valued at ₹13.00 cr**	₹11.9 cr	Client contracts and employees transferred	BTA with Klaus IT Solutions Pvt Ltd
Sep 2023	**Hyderabad-based staffing company, valued at ₹3.20 cr**	₹2.9 cr	Client contracts and employees transferred	BTA with Skandha IT Services Pvt Ltd
Feb 2024	**Bangalore-based staffing company, valued at ₹6.67 cr**	₹6.7 cr	Client contracts and employees transferred	BTA with Klaus IT Solutions Pvt Ltd
May 2025	**Mumbai-based LLP acquired**	₹19 cr	Platform for entry into Tier-1 GCC customers	LLP acquisition, now a 99.99% subsidiary of DTL
Oct 2025	**Bangalore-based staffing company, revenue acquired ₹69.00 cr**	₹21 cr	Client contracts and employees transferred	BTA with Klaus IT Solutions Pvt Ltd
Nov 2025	**Diensten Tech Inc., USA incorporated**	₹0.1 cr	Platform for entry into the USA market	Company acquisition, now a 100% subsidiary of DTL

04

Financial Performance

CEO’s Message



Siva Prasad Nanduri

Chief Executive Officer

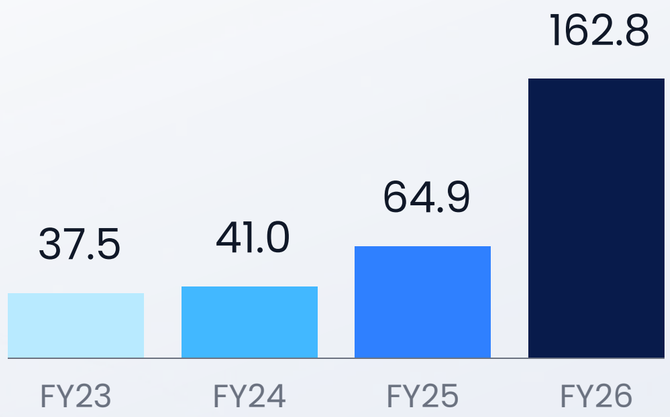
H1 FY27 delivered strong business growth, with revenue increasing **approximately 162% year-on-year**. GCC contributed to **around 60% of total revenue**, underscoring its strategic importance as a key growth market. The strong revenue performance was accompanied by improved operating profitability, margin expansion, and a turnaround from net losses to positive earnings. Going forward, the focus remains on sustaining growth momentum, strengthening profitability, and leveraging opportunities across GCC and other markets.

Revenue rose to **₹134.31 crore** in H1 FY27 from ₹51.35 crore in H1 FY26, with growth supported by key markets and customer segments. Operating performance improved alongside, with EBITDA up to **₹9.98 crore** from ₹2.80 crore and the operating margin widening to **7.4% from 5.4%**. Profit before tax turned to **₹4.82 crore** from a loss of ₹1.32 crore, and net profit was **₹3.30 crore** against a loss of ₹1.03 crore, lifting the net profit margin to 2.5% from -2.0%. The GCC contribution is a strong foundation for further growth, while diversification across other markets and customer segments could support sustainable expansion.

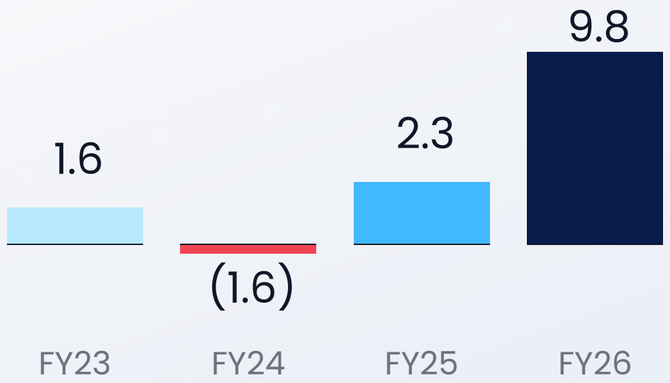
FY26: The Turnaround Year

Diensten Tech Limited

Revenue (₹ cr)

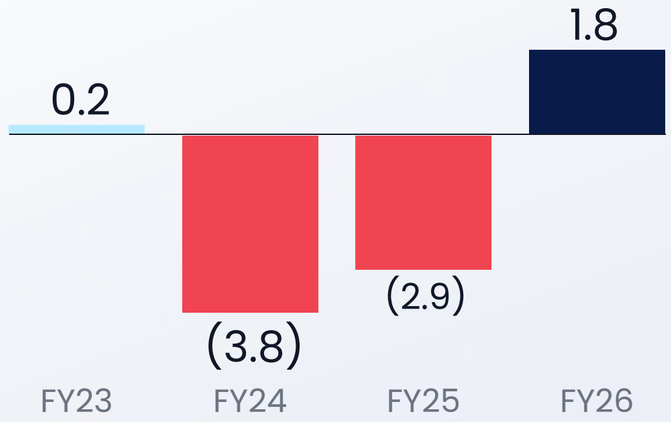


EBITDA & margin (₹ cr)



Margin: 4.2% → (4.0%) → 3.6% → 5.9%

PBT (₹ cr)



PBT back in profit after two loss years

4.3× revenue scale-up since FY23

+230 bps EBITDA margin expansion FY25→FY26

+151% FY26 revenue growth

Q2 & H1 FY27 – Performance at a Glance

Diensten Tech Limited

REVENUE FROM OPERATIONS

₹68.88 cr

YoY ▲ 135.9% QoQ ▲ 5.3%

H1 FY27 ₹134.31 cr YoY ▲ 161.6%

EBITDA

₹5.29 cr

YoY ▲ 205.8% QoQ ▲ 12.8%

H1 FY27 ₹9.98 cr YoY ▲ 256.4%

PBT

₹2.57 cr

YoY Turnaround QoQ ▲ 14.7%

H1 FY27 ₹4.82 cr YoY Turnaround

PAT

₹1.67 cr

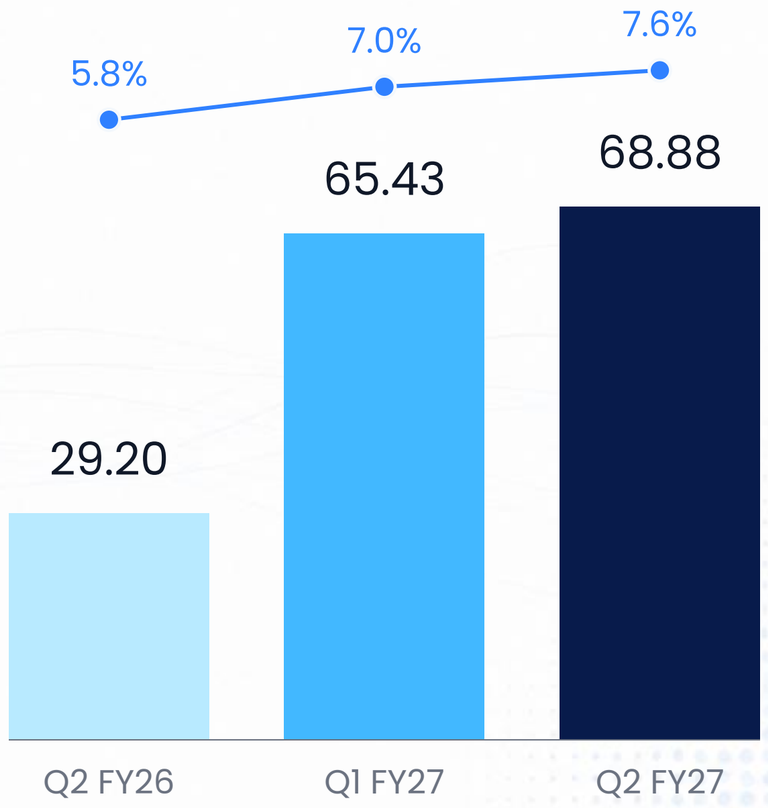
YoY Turnaround QoQ ▲ 2.5%

H1 FY27 ₹3.30 cr YoY Turnaround

Q2 & H1 HIGHLIGHTS

- H1 FY27 revenue ₹134.31 cr, up ~162% from ₹51.35 cr in H1 FY26
- H1 FY27 EBITDA margin 7.4%, up from 5.4% in H1 FY26
- H1 FY27 PBT ₹4.82 cr and PAT ₹3.30 cr vs losses in H1 FY26
- ~60% of revenue from GCC clients; 68 active enterprise logos
- PMVBRY scheme benefit of ₹1.05 cr in H1 FY27

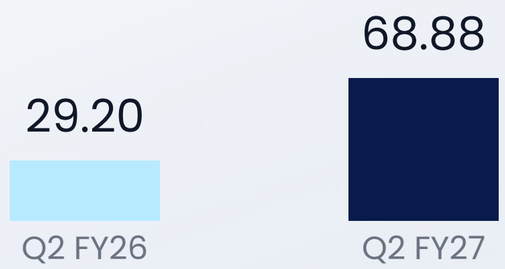
Revenue by reported quarter (₹ cr)



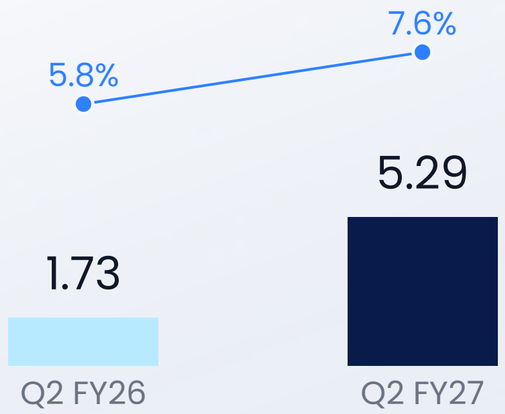
Q2 FY27 - Growth Snapshot

Diensten Tech Limited

Revenue (₹ cr) ▲ 135.9% YoY



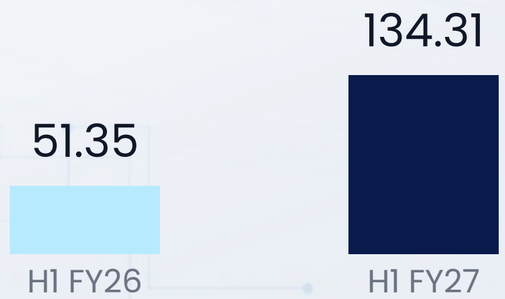
EBITDA (₹ cr) ▲ 205.8% YoY



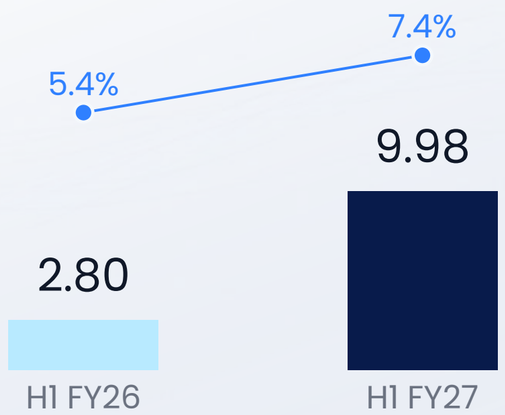
PAT (₹ cr) Turnaround



Revenue (₹ cr) ▲ 161.6% YoY



EBITDA (₹ cr) ▲ 256.4% YoY



PAT (₹ cr) Turnaround



Q2 FY27 - Income Statement

Diensten Tech Limited

HOW THE QUARTER MOVED

1 Revenue

Revenue grew ~5% QoQ, primarily driven by the addition of new customer logos and increased business in the GCC region.

2 EBITDA

Business EBITDA grew by ~13% QoQ, primarily driven by improved operational efficiency.

3 Costs

Employee benefits as a percentage of revenue declined by ~4% QoQ, primarily driven by automation and improved productivity.

4 PAT

The business achieved a significant turnaround, moving from a loss of ₹0.41 crore a year ago to a profit of ₹1.67 crore, primarily driven by improved productivity, cost optimization, and higher margins.

PARTICULARS (₹ CR)	Q2 FY27	Q2 FY26	YOY	Q1 FY27	QOQ
Revenue from operations	68.88	29.20	+135.9%	65.43	+5.3%
Other income	0.35	0.47	(25.5%)	1.10	(68.2%)
Total income	69.23	29.67	+133.3%	66.54	+4.0%
Employee benefits expense	49.89	23.46	+112.7%	49.77	+0.2%
Other expenses	14.04	4.48	+213.4%	12.08	+16.2%
Exceptional items	—	—		—	
EBITDA	5.29	1.73	+205.8%	4.69	+12.8%
EBITDA margin	7.6%	5.8%	+180 bps	7.0%	+60 bps
Depreciation & amortisation	0.93	1.03	(9.7%)	0.89	+4.5%
Finance costs	1.79	1.25	+43.2%	1.55	+15.5%
Profit before tax	2.57	(0.54)	Turnaround	2.24	+14.7%
Tax expense	0.90	(0.13)	—	0.62	+45.2%
PAT	1.67	(0.41)	Turnaround	1.63	+2.5%
PAT margin	2.4%	(1.4%)	+380 bps	2.5%	(10 bps)
Diluted EPS (₹)	1.99	(0.50)		1.94	

H1 FY27 - Income Statement

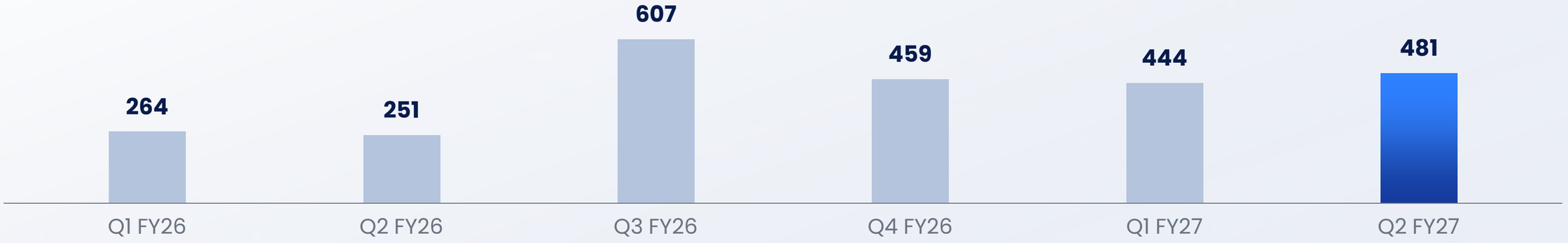
DTL
Diensten Tech Limited

PARTICULARS (₹ CR)	H1 FY27	H1 FY26	YOY
Revenue from operations	134.31	51.35	+161.6%
Other income	1.45	0.73	+98.6%
Total income	135.76	52.08	+160.7%
Employee benefits expense	99.66	42.57	+134.1%
Other expenses	26.13	6.71	+289.4%
Exceptional items	—	—	
EBITDA	9.98	2.80	+256.4%
EBITDA margin	7.4%	5.4%	+200 bps
Depreciation & amortisation	1.82	1.88	(3.2%)
Finance costs	3.34	2.23	+49.8%
Profit before tax	4.82	(1.32)	Turnaround
Tax expense	1.52	(0.29)	—
PAT	3.30	(1.03)	Turnaround
PAT margin	2.5%	(2.0%)	+450 bps
Diluted EPS (₹)	3.94	(1.23)	

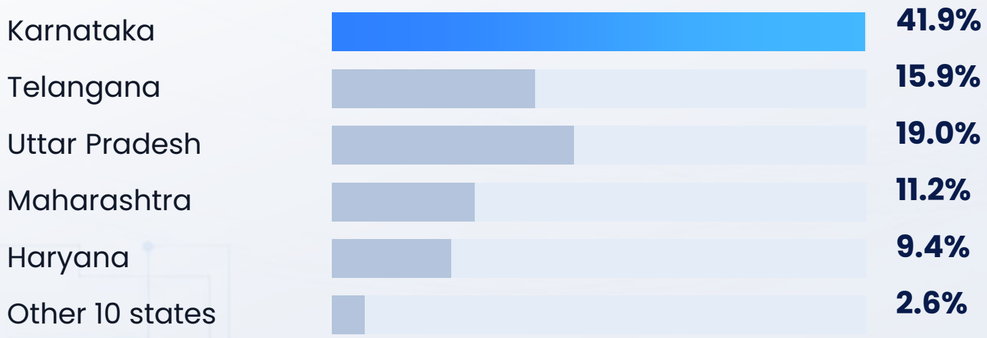
Operational Performance

Diensten Tech Limited

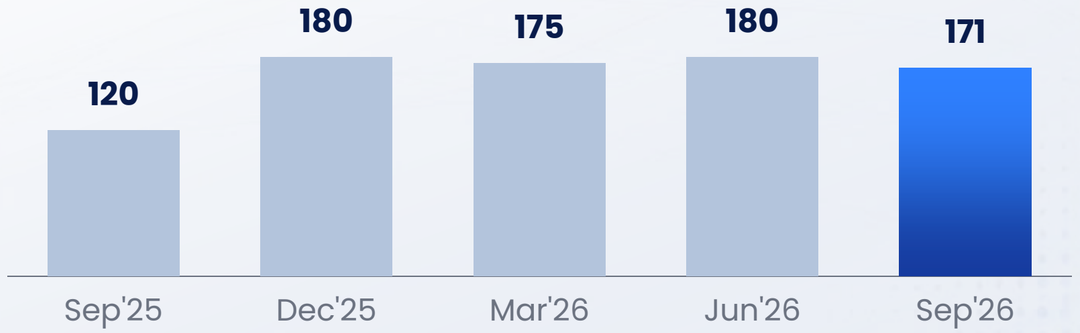
Associates deployed per quarter



Deployed mix by state %



Internal core headcount



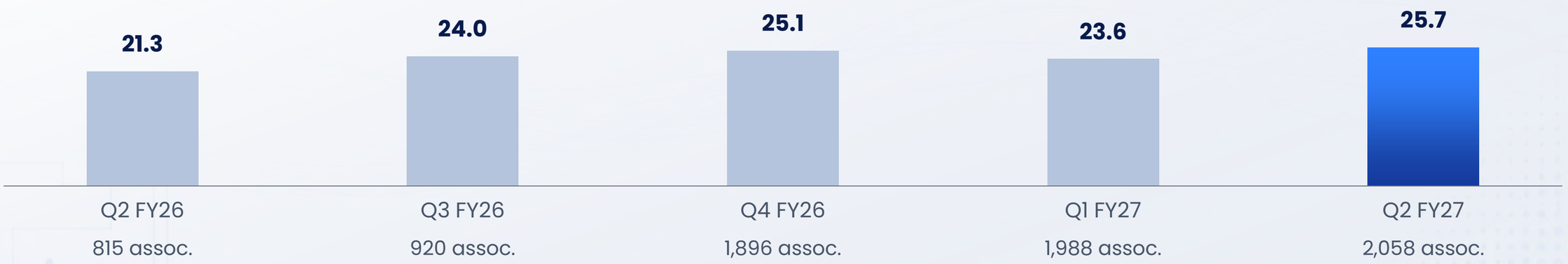
Operational Performance

Diensten Tech Limited

Revenue per associate (INR mn)



EBITDA per associate (INR '000)



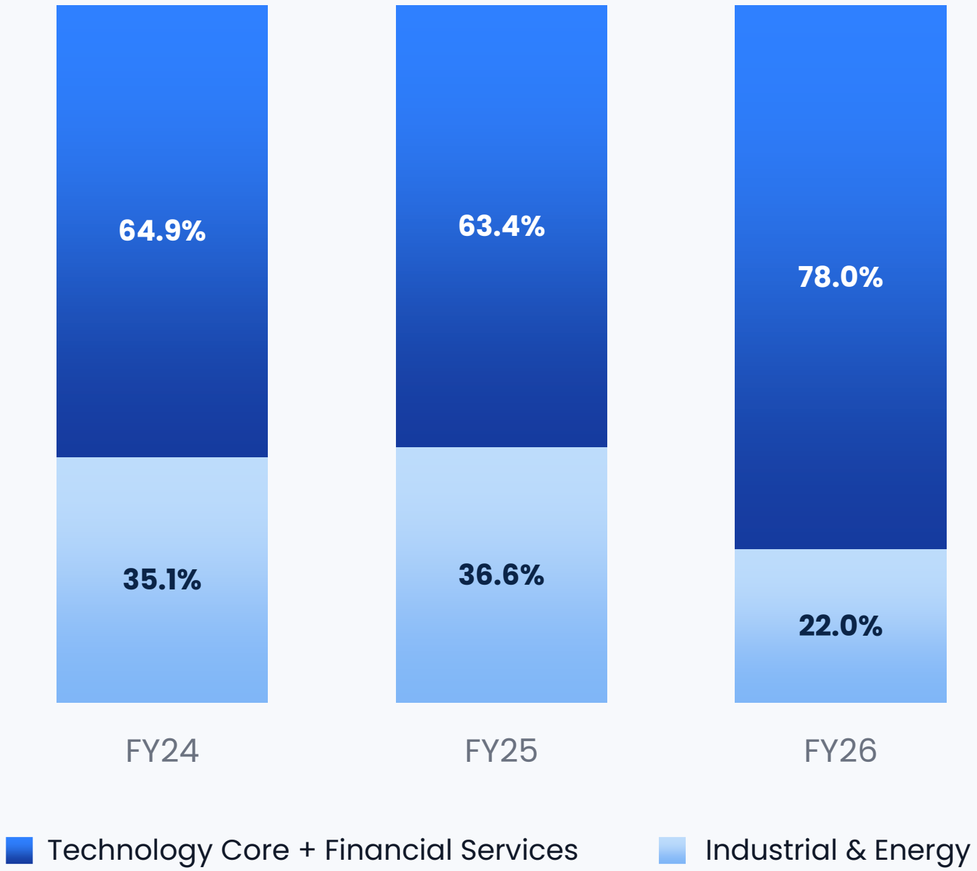
Segment-wise Performance

Diensten Tech Limited

Revenue per client (₹ cr)



Revenue mix by industry (%)

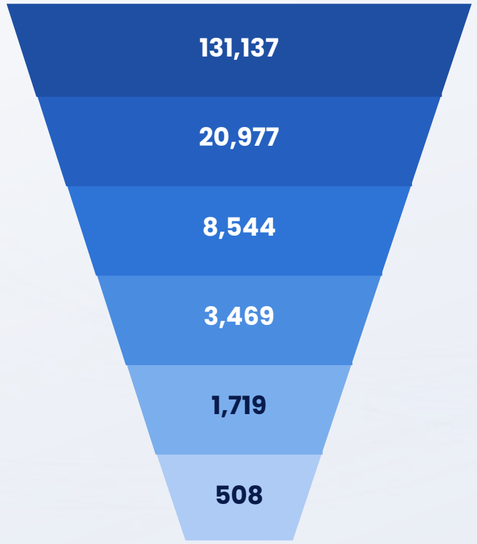


Operational KPIs

Diensten Tech Limited

3,150	42%	33%	30.1
Associates deployed since Jan 2025	Associate attrition (annual)	Women among deployed associates	Average age of deployed talent

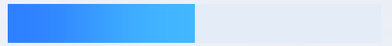
Stage Conversion (July to September 2026)



Sourced	131,137	100%
Screened	20,977	16.0%
Submitted to client	8,544	40.7%
Internal interview	3,469	40.6%
Client interview	1,719	49.6%
Offers released	508	29.6%

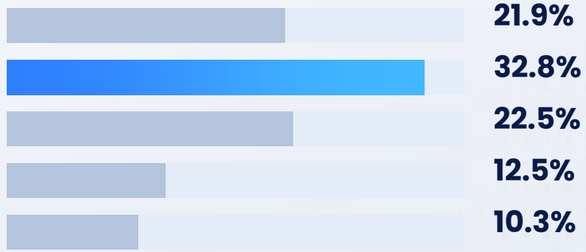
CLIENT BASE QUALITY

~50% of customer base has multi-year relationships (>5 years)



~50%

AGE PROFILE · DEPLOYED TALENT



Under 25	21.9%
25–29	32.8%
30–34	22.5%
35–39	12.5%
40 and over	10.3%

05

Annexure

Consolidated Income Statement

Diensten Tech Limited

PARTICULARS (₹ CR)	FY26
INCOME	
Revenue from operations	162.8
Other income	1.5
Total income	**164.3**
EXPENSES	
Employee benefits expense	132.0
Other expenses	21.7
Exceptional items	**0.7**
EBITDA	**9.8**
EBITDA margin	5.9%
BELOW EBITDA	
Depreciation & amortisation	3.2
Finance costs	4.8
Profit before tax	**1.8**
Tax expense	4.6
Profit after tax	**(2.8)**
Diluted EPS (₹)	(3.31)

First year of consolidation

FY26 consolidates Ushta Te Consultancy Services LLP; FY25 comparables are therefore not presented on a consolidated basis

Exceptional items

This relates to the leave encashment and gratuity impact arising on account of the New Labour Code

Tax charge

The FY26 consolidated tax charge of ₹4.57 cr comprises current tax of ₹4.33 cr, arising in Ushta Te on account of the reconstitution of the LLP, which is why the consolidated PAT is negative despite a positive PBT

Standalone view

On a standalone basis FY26 PAT was positive at ₹0.4 cr

Standalone Income Statement

Diensten Tech Limited

PARTICULARS (₹ CR)	FY24	FY25	FY26
INCOME			
Revenue from operations	41.0	64.9	139.4
Other income	0.2	0.7	0.7
Total income	**41.2**	**65.6**	**140.1**
EXPENSES			
Employee benefits expense	29.9	57.6	112.2
Other expenses (incl. stock purchases)	12.9	5.7	19.5
Exceptional items	—	—	0.5
EBITDA	**(1.6)**	**2.3**	**7.9**
EBITDA margin	(4.0%)	3.6%	5.7%
BELOW EBITDA			
Depreciation & amortisation	0.7	2.2	2.6
Finance costs	1.5	3.0	4.6
Profit before tax	**(3.8)**	**(2.9)**	**0.6**
Tax expense (net of deferred)	(1.0)	(0.7)	0.2
Profit after tax	**(2.8)**	**(2.1)**	**0.4**
Basic / diluted EPS (₹)	(4.50)	(2.44)	0.51 / 0.52

Balance Sheet

Diensten Tech Limited

PARTICULARS (₹ CR)	STANDALONE FY24	STANDALONE FY25	CONSOL. FY26
NON-CURRENT ASSETS			
Property, plant & equipment	0.4	0.4	0.5
Goodwill	4.0	8.0	23.4
Other intangible assets	12.2	15.9	13.8
Investments & other non-current assets	7.9	6.0	15.9
Total non-current assets	**24.4**	**30.2**	**53.5**
CURRENT ASSETS			
Trade receivables	12.9	16.1	45.1
Cash & cash equivalents	0.4	10.8	5.6
Other current assets	1.1	1.3	2.8
Total current assets	**14.4**	**28.2**	**53.5**
Total assets	**38.8**	**58.4**	**107.0**
EQUITY & LIABILITIES			
Total equity	1.9	19.0	21.0
Borrowings (non-current)	18.5	23.0	41.3
Other non-current liabilities	1.0	1.0	3.3
Borrowings (current)	9.2	9.2	20.7
Trade payables	2.0	3.5	14.7
Other current liabilities	6.2	2.7	6.0
Total equity & liabilities	**38.8**	**58.4**	**107.0**

Cash Flow Statement

Diensten Tech Limited

PARTICULARS (₹ CR)	FY24	FY25	FY26
OPERATING			
Profit before tax	(3.8)	(2.9)	1.8
Operating profit before working-capital changes	(1.8)	1.6	9.2
Working-capital changes (net)	(5.9)	(1.6)	(13.2)
Taxes (paid) / refund	(0.3)	(1.0)	(5.5)
A. Cash flow from operations	**(8.0)**	**(1.0)**	**(9.5)**
INVESTING			
Capex & intangibles	(12.2)	(9.7)	(0.4)
Other investing items	(3.9)	0.7	(6.4)
B. Cash flow from investing	**(16.1)**	**(9.0)**	**(6.7)**
FINANCING			
Borrowings drawn (net)	18.5	3.2	27.1
Equity issued (net of expenses)	6.4	19.3	—
Interest & lease payments	(1.0)	(3.3)	(5.5)
Payment to retiring partners	—	—	(14.4)
C. Cash flow from financing	**23.9**	**19.1**	**7.2**
Net increase / (decrease) in cash	**(0.2)**	**+9.1**	**(9.0)**
Closing cash & cash equivalents	0.4	9.5	1.4

Thank You

Company Contact:

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