November 02, 2026

Listing Department,
BSE Ltd.,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001
Scrip Code: **544413**

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

Dear Sir/Madam,

Sub: Submission of Investors' Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed "Investor's Presentation" of the financial performance of the Company for the second quarter and half year ended September 30, 2026.

The above-mentioned information will also be available on the website of the Company at: www.digitide.com

Request to please take the same on record.

Yours faithfully,
For **Digitide Solutions Limited**

SHAILESH A BARVE Digitally signed by SHAILESHA BARVE Date: 2026.11.02 23:08:24 +05'30'

Shailesha Barve
Company Secretary & Compliance Officer
Membership No. A50601

Encl: - as above

Digitide Solutions Ltd

Q2’FY27 Investor Presentation



November 2026

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Executive Summary

1 What we promised in Q1FY27

Get Unified
New operating model where interlock, a shared agenda and performance markers become the most important units of currency

Strengthen the Core
Sharper account economics and margins in BPM business

Go West, Go Digital
More international and digital mix; AI in client workflows

Go All Out
Continue building platforms, pursuing 360° partnerships and selective M&A to strengthen position in priority markets, enhance technology capabilities, and deepen client relationships

2 What we have achieved

- ✓ **One enterprise, one operating model in place**
- ✓ **Leadership reset** across BUs, GTM and corporate functions

- ✓ **Driving cash and working capital discipline:** repricing contracts and exiting low-margin business
- ✓ **Embedded AI across three layers:** BPM services, platforms and Data & Cloud professional services

- ✓ **Sharper GTM:** dedicated India and International sales engine setup; **TCV up 95% QoQ**
- ✓ Enhanced focus on T&D and platforms; **AI-led revenues now 4.1% of Q2FY27 revenues**

- ✓ **Scale through ecosystem partnerships:** strategic alliances with AWS and Anthropic
- ✓ **Scaling our GCC offering** through the Build-Operate-Transfer (BOT) model

3 Where we go from here

01 Scale GTM
with new leadership and capabilities

02 Accelerate AI
across the enterprise

03 Right size costs and portfolio
for sustained margin expansion

04 Enforce working capital discipline
through faster receivable collections

WHERE WE ARE, Q2 FY27

REVENUE
₹759.6 Cr
–2.0% QoQ vs ₹775 Cr in Q1

EBITDA
₹78.8 Cr
+2.5% QoQ vs ₹77 Cr in Q1

NEW SALES (TCV)
₹400.0 Cr
+95% QoQ from ₹205 Cr in Q1

AI LED REVENUE
₹30.5 Cr
+103% QoQ from ₹15 Cr in Q1



Who We Are

Digitide at a Glance: An AI-First Tech & Digital (T&D) and BPM Services

₹759.6 Cr
Q2FY27 revenue
FY26: ₹3,080.2 Cr

300+
Customers

~50K
Employees

40+
Delivery locations

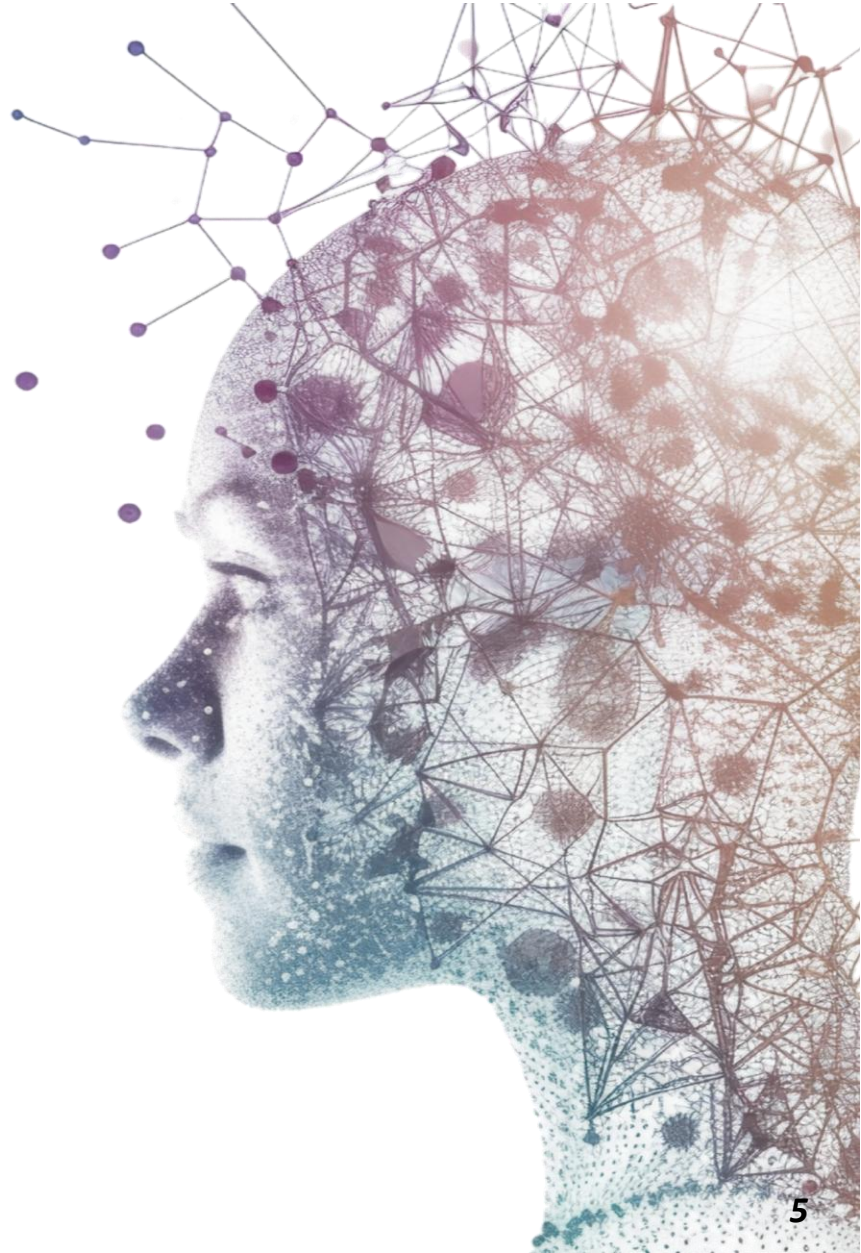
~70%
Revenue is Annuity based

25+
Proprietary AI assets

10+
Technology Partners

73
Best in Class NPS

7th time
Great Place to Work®



Digitide 3.0: One Goal, Profitable Growth

Three chapters

01 Assembly
Built under the Quess franchise

02 Independence
Demerger and market listing

03 Relevance
Driving impact for clients

WE ARE HERE

Anchored by **Fairfax's** Long-Term Partnership

Offerings

FOCUS INDUSTRIES: **BFSI** | **Healthcare** | **Technology** | **Others**

BPM
AI-infused BPM & BPaaS

- Customer Experience Management
- Collections
- Industry Specific BPM
- Enterprise Services

Tech & Digital
Platforms, Data, AI and Cloud

- Platforms: Payroll, Insurance, Collections
- Data & AI
- Cloud & Infra
- GCC Enablement

High-performing leadership with deep industry expertise in place



Sameer Ahluwalia

CEO & Executive Director

25+ years of expertise in business transformation, digital & AI-led growth, and large-scale global operations

Ex- Alvarez & Marsal, Firstsource, HCL Tech, Capgemini



Harigovind Krishnasamy

CFO

21+ years of expertise in financial controllership, treasury, taxation and strategic finance

Ex- Matrimony.com, Embibe (Reliance Jio), Vedanta



Ruchi Ahluwalia

COO

25+ years expertise in diverse HR and corporate functions across IT services, healthcare, and finance industries

Ex- EY, Zeiss, Eaton



Bireswar Singh

Chief Sales and Growth Officer – International Markets

25+ years of expertise in building and scaling global CX and BPM businesses

Ex- TaskUs, Teleperformance, IBM



Mohammed Imran

Chief Sales and Growth Officer – India, Middle East & SEA

27+ years of expertise in enterprise sales, business development and market expansion

Ex- Teleperformance, IGT Solutions, ISON Group Africa



Marc Bolduc

Canada Head

25+ years of expertise in IT professional services and government space

Ex- PWC



Sandeep Malhotra

Global Service line leader

25+ years of experience in business consulting, innovation and new business build for Telecom and Media clients

Ex- Coforge, Birlasoft, HCL Tech



Natarajan Laxsmanan

CEO Alldigi Tech

25+ years of experience in BPM, digital transformation and HRO

Ex- Accenture, Alight, Wipro

Governance and board depth supporting long-term value



Ajit Isaac

Chairman and Non-Executive Director

Founder of Quess Corp; brings 30+ years in scaling businesses and strategic growth.



Revathy Ashok

Non-Executive Independent Director

30+ years of experience in finance, risk management, and startup mentoring. Focused on entrepreneurship and women's empowerment



Gopalakrishnan Soundarajan

Non-Executive Director

30+ years of experience in corporate strategy and finance, former CIO at ICICI Lombard, with expertise in capital allocation and investment strategy.



Anish Thurthi

Non-Executive Director

Investment and M&A specialist with 20+ years of experience at Fairbridge Capital and KPMG, focused on corporate transactions and deal structuring.



Robin Thomashauer

Non-Executive Independent Director

40+ years of experience in healthcare leadership and board strategy. Expert in organizational development and value creation.



Pankaj Vaish

Non-Executive Independent Director

Veteran tech leader with 40+ years of experience. Specializes in business transformation and SME mentoring.



Sunil Bhumralkar

Non-Executive Independent Director

38+ years in audit and assurance, former partner at S.R. Batliboi & Co LLP.



Sameer Ahluwalia

CEO and Executive Director

Leads Digitide's growth and digital transformation. Brings 25+ years of leadership in business transformation.

New operating model live: 5 units, 2 markets

CEO & Executive Director

Business units — 5 units

1. **BFSI BPM (India)**
2. **Non-BFSI BPM (India)**
3. **EXM**
4. **International BPM**
5. **Tech & Digital**

Sales & Service Lines — 2 markets

1. **West**
   US and Canada
2. **India**
   India++, Middle East & SE Asia
3. **Global Service lines**
   Solution & Capability Development

Corporate teams — 4 roles

1. **Chief Operating Officer**
   HR, IT, Marketing, Procurement
2. **Chief Financial Officer**
   Finance, Investor Relations, M&A
3. **Company Secretary**
   Board and Regulatory Compliance
4. **Legal**
   Contracts and Compliance

Three floors of our AI strategy, one growth story

AI AT THE CORE OF EVERY FLOOR

03 FLOOR — DATA, AI & CLOUD PROFESSIONAL SERVICES

₹8.4 Cr (28%) of AI revenue

US & INDIA

- Data & Related Services
- AI-led Services
- Cloud-related Services

02 FLOOR — PLATFORMS

₹10.7 Cr (35%) of AI revenue

Employee Experience Management (EXM)

INDIA, ME & SEA

Sharper, modular, AI-led growth

Integrated Insurance Platform (IIP) / Insurance Data Hub (IDH)

US

Transform IDH into an AI-led reporting and compliance platform for insurers

01 FLOOR — AI-INFUSED BPM

₹11.4 Cr (37%) of AI revenue

INDIA & US

BPM services, AI-infused

- Sales
- Customer service
- Healthcare revenue cycle management (US)
- First-party collections (US)
- Enterprise services (selective)

AI now embedded in client operations: measurable results across industries

US Consumer Lender

AI-led collections, back office, customer services and background verification: conversational bots, fraud, propensity, channel and time prediction

US Healthcare Provider Group

AI-led pre-authorization, scheduling, medical coding, submission, denial prediction, compliance, A/R and collection; foundation for RCM agentic AI orchestration

Global Reinsurance Group

A multi-LLM agentic AI platform that creates global customer intelligence, assure risks, and advise fair premium. It automates workflows for underwriting, claims and policy administration

100% **of answers cited and scoped by permission**

AI Systems Integrator

Our FDEs worked with diverse enterprises to discover value accretive AI use cases, assured proof of value via MVPs on AWS Bedrock platform

14 **GenAI MVP builds across 13 industries in Q2**

Global Speciality Insurer

45 MGAs sell policy products for insurer and send bordereaux in 100+ diverse file layouts. Agentic BOTs sets up program, ML maps every input to standardized layout accelerating underwriting at 10x speed.

100% **insurer control on delegation of authority**

US Property Insurer

Cognitive AI intelligence from several enterprise systems. An agentic assistant reads intent and entities, calls the right policy, billing and document APIs and cites the source in every reply.

>95% **topic accuracy on customer intent**

US Speciality Insurer

An AI-native audit platform, select risky claims, AI takes routine reviews, and suspect claims move to investigation by claim accessor.

60% **faster claims audit cycles**

Global Truck Manufacturer

AI-predictive maintenance fixes the truck before the fault code appears. AI models flag failing components and a self-learning planner sets each truck's repair schedule, geo-guided spares and technician to reduce the outages.

70% **lower customer losses from unplanned workshop visits**

AI Lab – Bangalore

AI CoE – Coimbatore

Global Platforms – Chennai (EXM), Bangalore & Toronto (IIP)

Our Performance: Q2FY27



Q2 FY27: Reported PAT surged 2x and EBITDA margin expands by 45bps QoQ

Financials

In ₹ Cr	Q2 FY26	Q1 FY27	Q2 FY27	QoQ	YoY	H1 FY26	H1 FY27	YOY
Revenue	**764.2**	**775.1**	**759.6**	***-2.0%***	***-0.6%***	**1500.0**	**1534.7**	***2.3%***
EBITDA	85.2	76.9	78.8	*2.5%*	*-7.5%*	167.8	155.7	*-7.2%*
EBITDA %	***11.1%***	***9.9%***	***10.4%***	***45 bps***	***-78 bps***	***11.2%***	***10.1%***	***-104 bps***
Reported PAT	2.8	2.9	8.9	*204.0%*	*223.8%*	12.5	11.9	*-4.8%*
Reported PAT %	***0.4%***	***0.4%***	***1.2%***	***80 bps***	***82 bps***	***0.8%***	***0.8%***	***-6 bps***
Adjusted PAT*	16.7	2.9	8.9	*204.0%*	*-46.4%*	35.3	11.9	*-66.3%*
Adjusted PAT *%	***2.2%***	***0.4%***	***1.2%***	***80 bps***	***-101 bps***	***2.4%***	***0.8%***	***-158 bps***

Revenue: ₹760 Cr, down 0.6% YoY and 2.0% QoQ, reflecting a disciplined approach to deal selection, including renegotiation of low-margin contracts

EBITDA: ₹79 Cr; margin expands from 9.9% to 10.4% QoQ. YoY decline reflects wage revisions and provisions for older receivables

PAT: Reported PAT increased more than 2x QoQ to ₹8.9 Cr

**Excludes exceptional items like demerger-related expenses in Q2FY26 and H1FY26*

T&D and International account for 32.1% and 42.5% of the revenue respectively in Q2FY27

Segment Overview

Revenue	Q2 FY26 ₹ Cr	Q2 FY26 Mix	Q1 FY27 ₹ Cr	Q1 FY27 Mix	Q2 FY27 ₹ Cr	Q2 FY27 Mix	QoQ	YoY
BPM	**535.7**	*70.1%*	**537.7**	*69.4%*	**516.1**	*67.9%*	***-4.0%***	***-3.7%***
Tech & Digital	**228.4**	*29.9%*	**237.4**	*30.6%*	**243.6**	*32.1%*	***2.6%***	***6.6%***
Total	**764.2**	*100.0%*	**775.1**	*100.0%*	**759.6**	*100.0%*	***-2.0%***	***-0.6%***

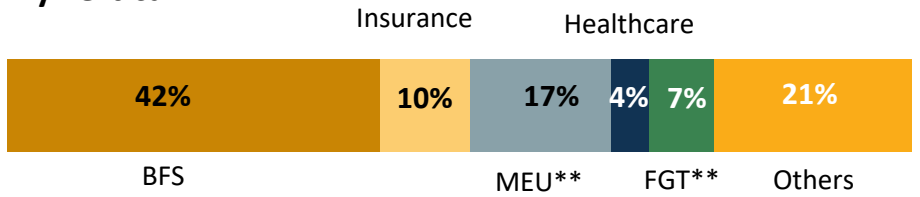
Segment EBITDA*	Q2 FY26 ₹ Cr	Q2 FY26 EBITDA %	Q1 FY27 ₹ Cr	Q1 FY27 EBITDA %	Q2 FY27 ₹ Cr	Q2 FY27 EBITDA %	QoQ change	YoY change
BPM	**82.3**	*15.4%*	**76.0**	*14.1%*	**70.2**	*13.6%*	***-54 bps***	***-177 bps***
Tech & Digital	**21.4**	*9.4%*	**18.9**	*8.0%*	**27.1**	*11.1%*	***315 bps***	***176 bps***
Total	**103.7**	*13.6%*	**94.9**	*12.2%*	**97.3**	*12.8%*	***55 bps***	***-77 bps***

Tech & Digital share has risen to 32.1% and International business to 42.5% in Q2 FY27

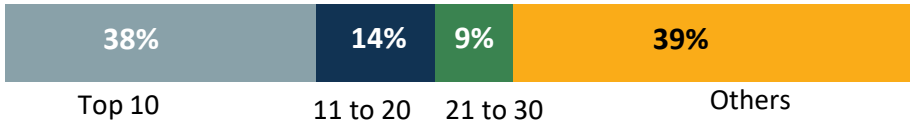
By geography



By vertical



By client concentration

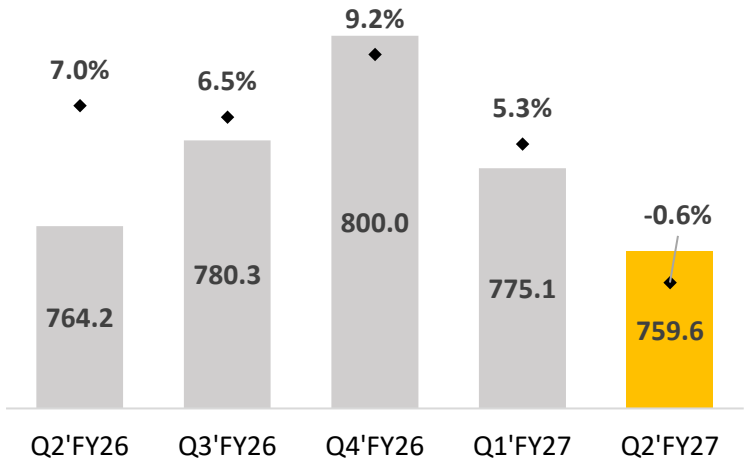


- Tech & Digital revenue increased 6.6% YoY to ₹244 Cr in Q2 FY27
- International revenue up 13.5% YoY to ₹323 Cr

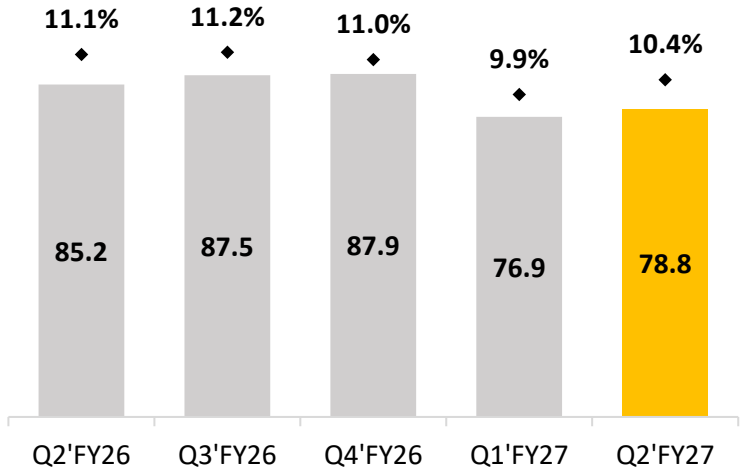
*Note: *Segment EBITDA excludes unallocated corporate costs; historical segment margins restated for like-for-like comparison. *MEU = Manufacturing, Energy & Utilities; FGT = Fast Growth Tech*

Q2 FY27: PAT triples QoQ to ₹8.9 Cr; EBITDA margin up to 10.4% on revenue of ₹760

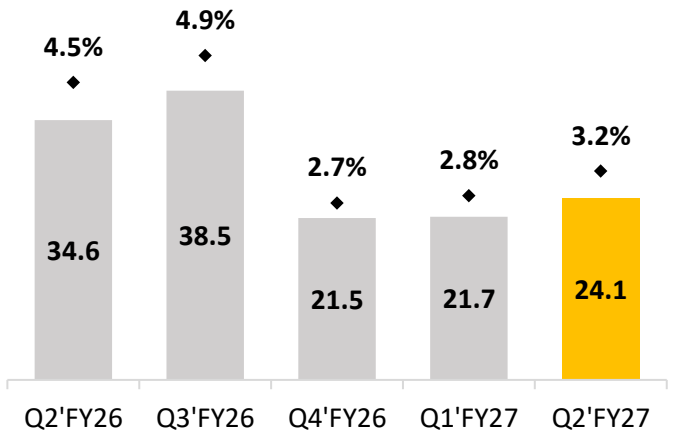
Revenue & YoY Growth



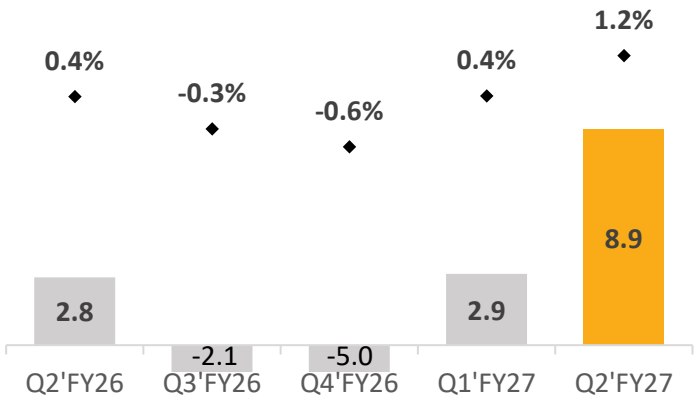
EBITDA & EBITDA Margin



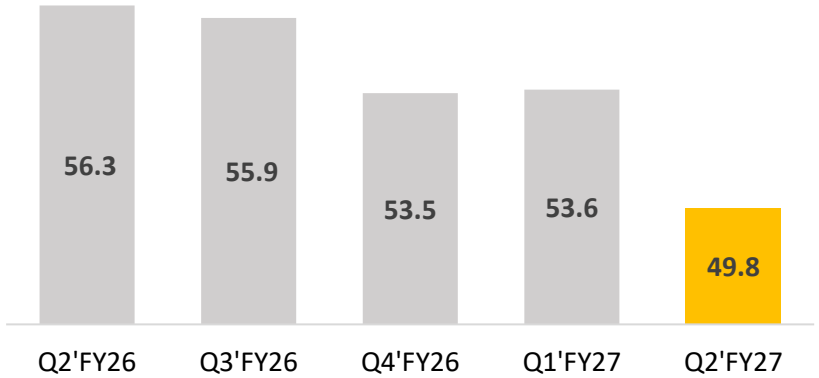
EBIT & EBIT Margin



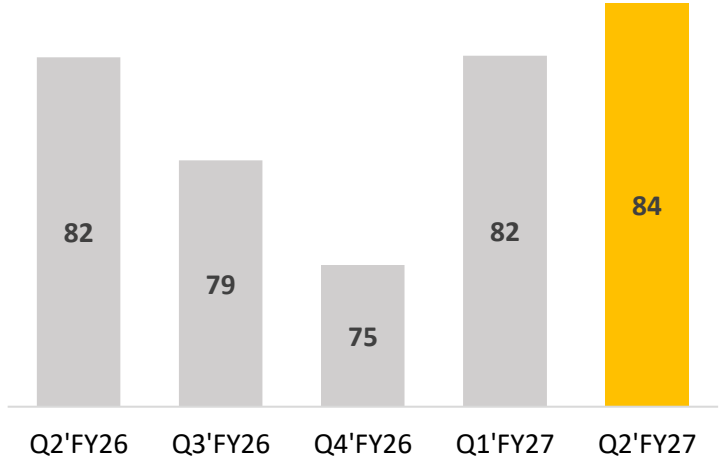
PAT & PAT Margin



Employee Count (In thousands)



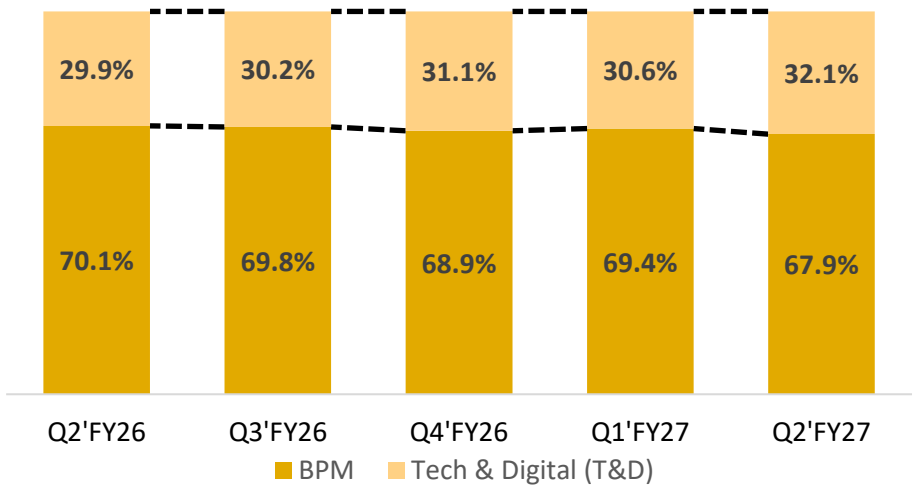
Days Sales Outstanding (Billed + Unbilled)



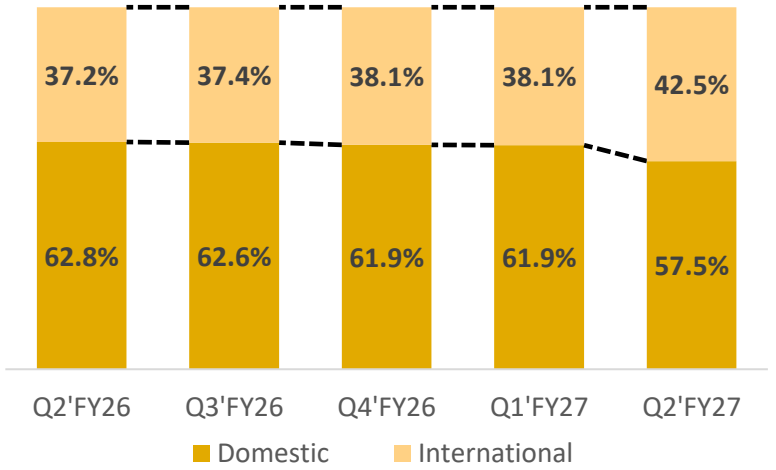
Note: All figures are in ₹ Cr unless stated'

Q2 FY27: Revenue mix improving with rising share of T&D and International revenues

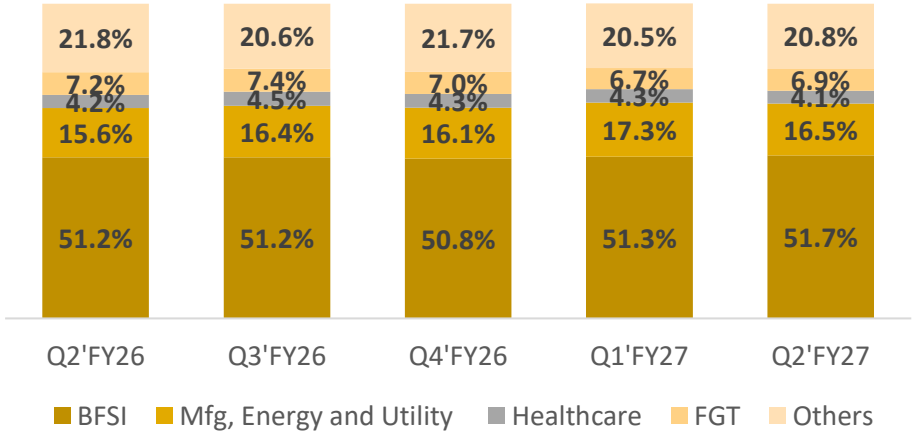
Revenue Mix by Segment



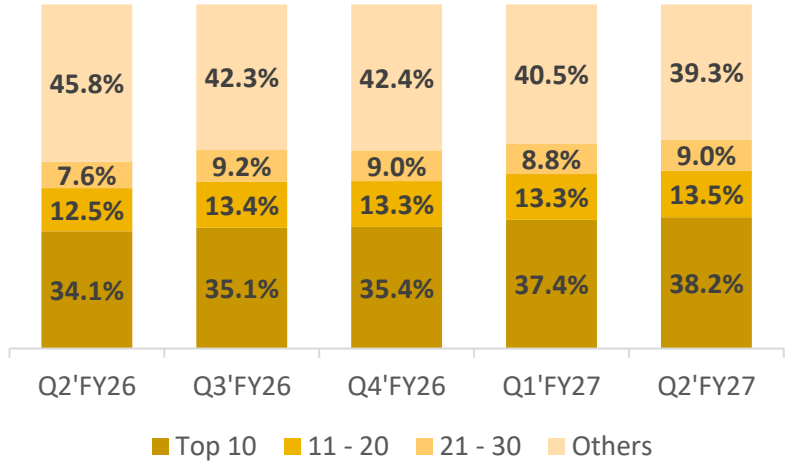
Revenue Mix by Geography



Revenue Mix by Industry



Client Concentration



Financial Statements



Income Statement

Particulars (in ₹ Cr)	Q2 FY26	Q1 FY27	Q2 FY27	QoQ	YoY	H1 FY26	H1 FY27	YoY
Revenue from operations	**764**	**775**	**760**	*-2.0%*	*-0.6%*	**1,500**	**1,535**	*2.3%*
Employee benefits expense	555	583	569			1,105	1,152	
Other expenses	124	115	112			228	227	
EBITDA	**85**	**77**	**79**	*2.5%*	*-7.5%*	**168**	**156**	*-7.2%*
EBITDA Margin %	*11.1%*	*9.9%*	*10.4%*	*45 bps*	*-78 bps*	*11.2%*	*10.1%*	*-104 bps*
Depreciation & amortisation	51	55	55			97	110	
Finance Cost	13	15	15			24	30	
Other Income	-4	-4	-5			-8	-9	
Exceptional Items	14	0	0			23	0	
PBT	**12**	**11**	**14**	*29.1%*	*22.5%*	**32**	**25**	*-20.6%*
Tax	9	8	5			19	13	
PAT	**3**	**3**	**9**	*204.0%*	*223.8%*	**13**	**12**	*-4.8%*
PAT Margin %	*0.4%*	*0.4%*	*1.2%*	*80 bps*	*82 bps*	*0.8%*	*0.8%*	*-6 bps*

Balance Sheet

Particulars (in ₹ Cr)	As on 31st Mar 26	As on 30th Sep 26
Assets		
PPE, CWIP and Other intangibles	230	242
Right-of-use assets	427	394
Goodwill	224	224
Other non-current assets	158	165
Non-current assets	*1,039*	*1,025*
Trade receivables and Unbilled	659	695
Cash and cash equivalents	198	125
Other current assets	141	109
Current assets	*997*	*929*
Total Assets	***2,036***	***1,954***
Equity and Liabilities		
Total Equity	*916*	*923*
Borrowings-non current	41	4
Lease liabilities-non-current	331	306
Other non-current liabilities	71	60
Non-current liabilities	*444*	*370*
Borrowings-current	33	71
Lease liabilities-current	126	124
Other current liabilites	518	467
Current liabilities	*677*	*661*
Total Equity and Liabilities	***2,036***	***1,954***

Net Cash*

₹76 Cr

DSO

84 days

Billed: 53 | Unbilled: 31

Debt to Equity

0.08:1

**Note: Net Cash = Cash and cash equivalents (incl. other bank balances and liquid investments in mutual funds) less total borrowings.*

Cashflows

Particulars (In ₹ Cr)	As on 30th Sep'25	As on 30th Sep'26
Cash flows from operating activities		
Profit after tax	13	12
Non cash expenses / (income)	155	164
Changes in operating assets and liabilities	-101	-125
Cash generated from operations	67	50
Income taxes paid	-27	1
Net cash flows from operating activities (A)	***40***	***51***
Cash flows from investing activities		
Capex (net)	-44	-54
Interest received	4	3
Bank deposits / mutual funds	9	38
Profit on sale of PPE/Tax expense on dividend income from subsidiaries	-8	-7
Net cash from / (used in) investing activities (B)	***-39***	***-21***
Cash flows from financing activities		
Proceeds / (repayments) of borrowings	-14	1
Proceeds / (repayments) of leases	-77	-85
Dividend paid to NCI of subsidiary	-12	-12
Interest paid	-6	-7
Net cash from / (used in) financing activities (C)	***-108***	***-103***
Net increase / (decrease) in cash (A+B+C)	***-107***	***-73***
Cash and cash equivalents at beginning of period	184	193
Cash and cash equivalents at end of period	***76***	***121***

Thankyou

For any queries, please contact:

Rajesh Lachhani

Head of M&A & IR

E: Rajesh.Lachhani@digitide.com

E: Investorrelations@digitide.com

Apurva Pandey

Deputy Manager - M&A & IR

E: Apurva.Pandey@digitide.com

