

May 19, 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 fourth quarter and financial year ended March 31, 2026.

The above-mentioned information will also be available on the website of the Company at: [www.digitide.com](http://www.digitide.com)

Request to please take the same on record.

Yours faithfully,  
For **Digitide Solutions Limited**

**Neeraj Manchanda**  
**Company Secretary & Compliance Officer**  
**Membership No. A20060**

Encl: - as above

**Digitide Solutions Limited**

Registered Address: New Municipal No. 1, Sri Subramanya Plaza (SS Plaza), 29th Main Road, BTM Layout, 1st stage, Ring Road, Bengaluru, Bengaluru Urban, Karnataka, 560068  
Tel: 080-6105 6000 | CIN: L62099KA2024PLC184626 | Website: [www.digitide.com](http://www.digitide.com)

# Digitide Solutions Ltd

## Q4'FY26 Investor Presentation

May 2026



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## Executive Summary

Digitide Solutions is at a pivotal inflection point, transitioning from a domestic BPM provider to a premier international AI-led Tech & Digital (T&D) platform. Driven by our 3x3x3 strategy, we are on track to become a \$1B value creator by FY31 while maintaining a discipline that targets 18%+ return on equity



### The 3x3x3 Strategic Blueprint

We are prioritizing high-growth markets where we have a clear "right to win"

- **3x Revenue Growth:** Aiming for \$1B by FY31, growing 2x faster than the market.
- **3x Service Lines:** Doubling down on **Digital & AI Engineering, Data & Analytics,** and **BPM/BPaaS.**
- **3x Verticals:** Focusing on **BFSI, Healthcare,** and **Fast-Growth Tech (FGT International)** and **Manufacturing, Utility and Energy (MEU – India).**



### Proven Execution: Twelve Months of Momentum

Strong delivery momentum from Q4 FY25 to Q4 FY26, with growth, mix improvement and efficiency gains.

- **Revenue growth:** ₹800 Cr; up 9.2% over four quarters.
- **Higher-margin mix:** T&D share expanded 440 bps to 31.1%.
- **Global Expansion:** International revenue share rose 238 bps to 38.1%.
- **Efficiency gains:** Revenue/FTE improved 11.4% to ₹584K.
- **Recognition:** Major Contender in six Everest PEAK Matrix across Insurance, CXM & Payroll



### AI-First Differentiation: Real Returns, Not Just Promises

"All-in on AI" is backed by accelerators and a Pulse.AI Centre of Excellence already delivering measurable results.

- **Talent Retention:** Nikki.ai, our employee pulse bot, predicts and avoids **200+ resignations per month.**
- **Hiring at Scale:** Neil, our AI-led hiring bot, processed **90,000+ screenings** and enabled **16,000+ hires** in just six months.
- **Operational Gains:** Achieved **25-30% code generation productivity** and a **15-point NPS uplift** through agentic AI
- **Key Partnerships:** 20+ partnerships including all 3 key hyperscalers (GCP, Microsoft Azure, AWS)

## Why Digitide is an attractive investment opportunity?



Transitioning from a domestic BPM provider to a **higher-margin premier international AI-led Tech & Digital (T&D) platform**.



Driven by **our 3x3x3 strategy, on track to become a \$1B value creator by FY31** while maintaining a capital allocation discipline that targets **18%+ return on equity**.



Seasoned leadership with **strong sales and marketing muscle** in place to deliver on our strategy.



People first, performance-driven culture. Differentiated delivery model with access to talent from Tier 2-3 cities in India. **Recognised 7th time as Great Place to Work**.



**Backed by long-term investors**. Strong governance oversight from an accomplished board.

## Table of Contents

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- III Why Digitide? Right to Win
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# Who We Are

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



**₹3,080 Cr**

FY26 revenue



**300+**

Customers



**~54K**

Employees



**40+**

Global locations



**70%**

Revenue is Annuity based



**20+**

Proprietary AI platforms



**20+**

Technology Partners



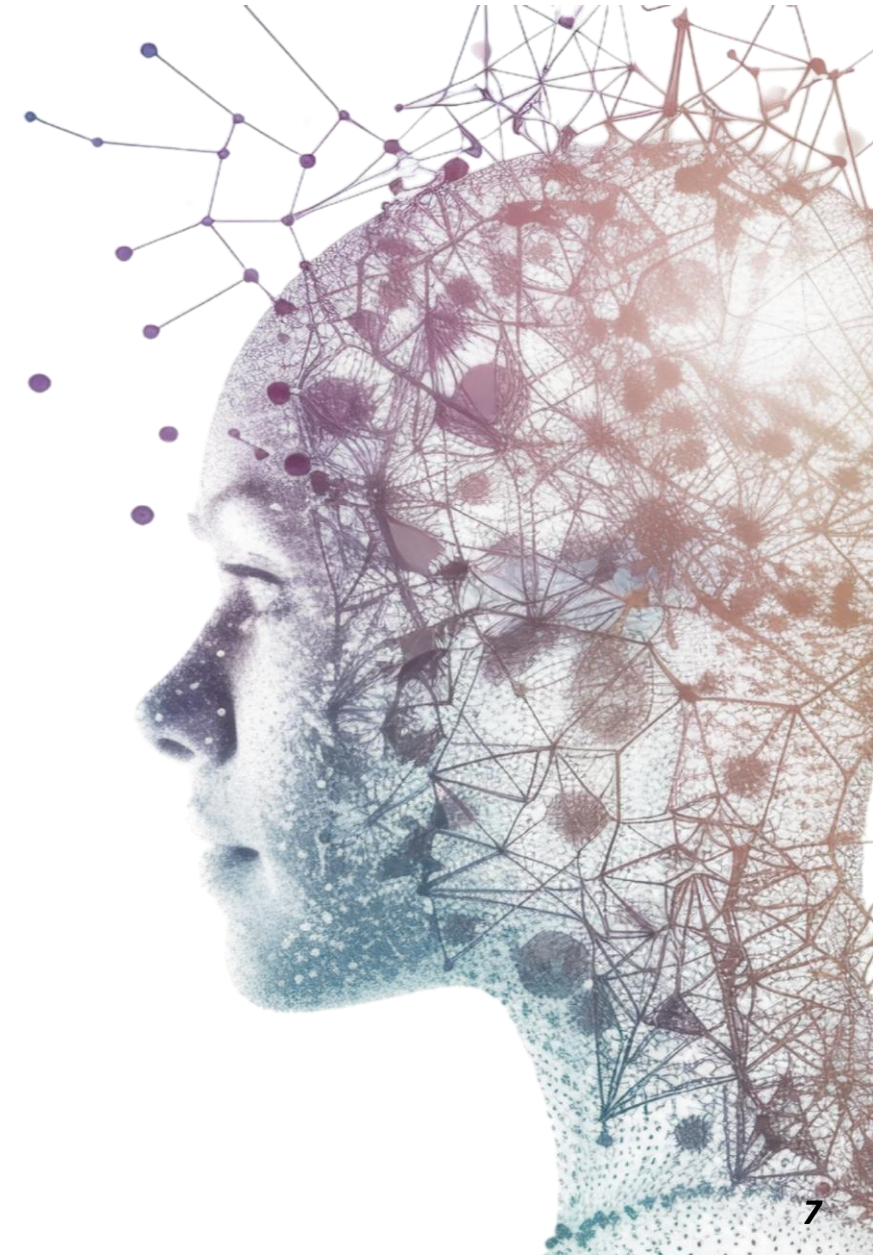
**71.3**

Best in Class NPS



**7<sup>th</sup> time**

Great Place to Work<sup>®</sup>



Digitide has a proven history of transforming businesses, backed by long-term promoters



**Our Companies**

	<b>digitide</b>	<b>alldigi tech</b> <i>(Digitide holds 73.39% stake)</i>
	<b>Digitide Solutions Limited</b> BPM/BPaaS and Tech & Digital Services	<b>Alldigi tech</b> International CLM and Payroll
NSE Ticker	DIGITIDE	ALLDIGI
FY26 Revenue	₹3,080 Cr	₹599 Cr
FY26 EBITDA*	₹343 Cr	₹162 Cr
FY26 Employees	~54K	~6K

\*As per Ind – AS

# Driving Trusted, AI-First Digital, IT & BPM Transformation

## AI-First Digital Transformation Partner

### Tech and Digital Services

Digital Engineering	Front End	UI/UX Development	Portal and Content Management	
	Middleware	LCNC and Digital Automation	API/Middleware Services	
	Custom Application Development			
Enterprise Solutions	Legacy Modernization	ERP / SCM / CRM	Managed Services	
	Data Centers & Network Services	Cloud Services	Managed Infra Services	Managed Workplace Services
Infra and Cloud Services				
Cyber Security	Implementation and Advisory	Managed Services		
AI, Data and Analytics	Data Modernization	Advanced Analytics	Business Intelligence and Visualization	Predictive/Sentiment/Fraud Analytics
Next-Gen Platforms	Insurance Data Hub	Integrated Insurance Platform		Smart Payroll

Digital Assurance

### BPM

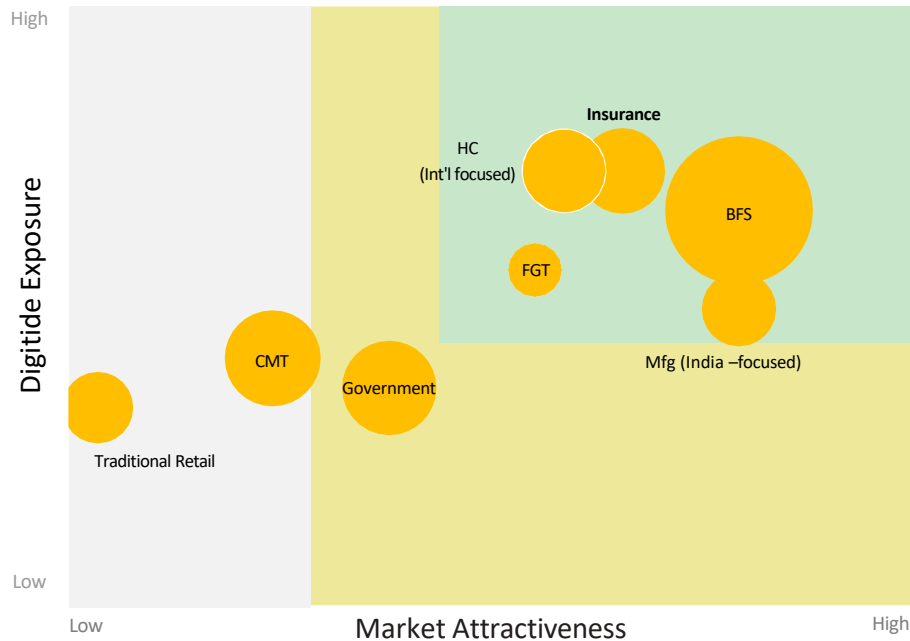
Intelligent Customer Experience	Enhanced Employee Experience (HRO)
Target and Acquire	Statutory Compliance
Grow and Retain	Hire to Retire
Servicing	Employee Assist
AI-driven Tailored Industry-Specific Operations	Intelligent Finance & Accounting services
Collections and Banking Back Office	Procure to Pay
Insurance Lifecycle & Operations	Order to Cash
Trust and Safety	Record to Report

### Digitally Enabled Ecosystems






# Where we Play? Industry Attractiveness

# Where We Play: Prioritizing Highly-Attractive sectors...

We are prioritizing verticals based on market attractiveness and Digitide's exposure



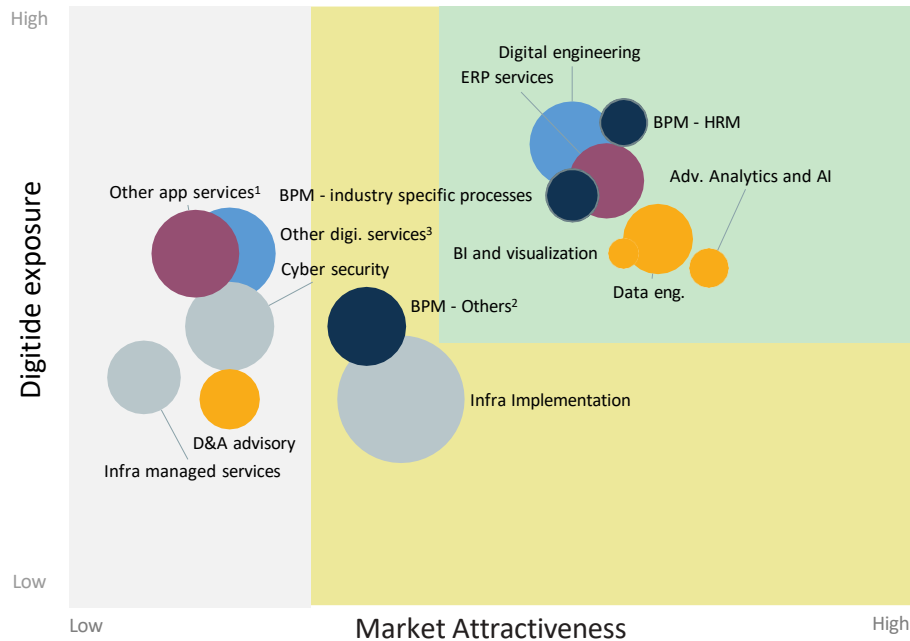
↑↓ Incremental domestic and international BPM & IT services market size (2024)

Priority verticals High attractiveness, high Digitide's exposure	Market Size (\$B)	CAGR 2024-27
 Banking and Financial services	\$120-130B	8-9%
 Insurance	\$35-40B	9-10%
 Fast growth tech	\$20-25B	13-14%
 Healthcare Provider (International-focused)	\$25-30B	11-12%
 Manufacturing (India-focused)	\$3-3.5B	7-8%

Source: Gartner Market Reports; IDC reports; Secondary Research; company analysis

# ... and service lines with high growth potential

We are prioritizing verticals based on market attractiveness and Digitide's exposure



Domestic and international market size (2024)

Priority verticals High attractiveness, high Digitide's exposure	Market Size (\$B)	CAGR 2024-27
App services (ERP implementation)	\$150-160B	7-8%
Data, Analytics and AI (Data engineering, BI and visualization, AI and advanced analytics)	\$145-150B	12-13%
Digital Engineering	\$185-190B	10-11%
BPM including BPaaS (HRM, industry-specific processes)	\$60-65B	9-10%

1. Custom app implementation and other managed services 2.F&A, CLM, SCM, Admin, etc. 3. RPA, Digital advisory, etc.

Note: Includes IAAS

Source: Gartner Market Reports; IDC reports; Secondary Research; company analysis

# Why Digitide? Right to Win

## Our Right to win



### India BPM – Scale Engine Unmatched Scale Meets AI-First Execution

The "Why": 53,000+ workforce combined with proprietary AI to industrialize complex operations at speed.

#### Key Pillars:

- **Proprietary Tech Stack:** Leveraging Pulse.ai and DigiCollect/SmartPay to move beyond manual "heads on seats" to outcome-based productivity.
- **Regulatory Fortress:** Deep-rooted expertise in India's labor and compliance landscape, providing a "zero-risk" transition for enterprise clients.
- **The Demerger Edge:** Strategic clarity as a pure-play BPM leader allows for 100% capital allocation into operational tech, not conglomerate overhead.



### US BPM – Precision Partner Domain-Deep, Right-Shoring Precision

The "Why": Moving up the value chain by competing on vertical intelligence, not cost alone.

#### Key Pillars:

- **Vertical-Specific Platforms:** Utilizing the Insurance Data Hub and specialized HRO solutions to solve industry-specific pain points.
- **White-Glove Global Delivery:** Providing US enterprises with a "Global Services" level of touch, blending onshore strategic alignment with high-efficiency offshore delivery.
- **Customer Lifecycle Mastery:** Transforming CX from a cost center into a revenue driver through AI-enhanced sentiment analysis and predictive engagement.



### Data-Tech-AI – Innovation Catalyst Pulse.ai: The Agentic Engine for Enterprise Complexity

The "Why": Pulse.ai converts AI intent into execution through pre-built, agentic solutions for real workflows.

#### Key Pillars:

- **Agentic AI Library:** 100+ ready-to-deploy agents that autonomously navigate complex workflows, from supply chain reconciliation to predictive customer remediation.
- **Autonomous Engineering:** Reducing technical debt and accelerating speed-to-market through self-healing code and AI-led quality engineering.
- **Problem-First Architecture:** While competitors sell "platforms," we sell "solutions." Pulse.ai integrates directly into legacy tech stacks to solve high-friction business problems with zero-latency ROI.

# Having the Right Foundations for Sustainable Growth



## Key Partnerships



Advanced Tier Services Partner



Microsoft Solutions Partner (CSP) for Data & AI



Google Cloud Partner (Service Partner)



Duck Creek Technologies



..... 20+ partners



## AI Capabilities

20+ proprietary accelerators; 6 added post demerger

**Nikki**

AI employee pulse bot

**SmartPay**

Agentic AI-infusion for Payroll & Reimbursement

**PulseCollect**

Collections Propensity Modelling

**PulseLoan**

Document Processing, KYC & Customer Onboarding, Compliance

**Q-Buddy, 18K+ agents**

15-points NPS uplift

~5.2Mn interactions through BOTs

80%+ containment rate



## Analyst Coverage (Everest PEAK Metrics)



Major Contender for Property & Casualty (P&C) Insurance IT Services



Major Contender for Customer Experience Management Services: APAC



Star Performer in Major Contender category for Multi-Country Payroll Solutions: APAC



Major Contender for Property & Casualty (P&C) Insurance BPS



Major Contender for Customer Experience Management Services: Americas



Star Performer in Major Contender category for Multi-Country Payroll Solutions: Global



## "Great Place to Work" nominations

Certified **Great Place to Work** for the **7th** consecutive year



2020

2021

2022

2023

2024

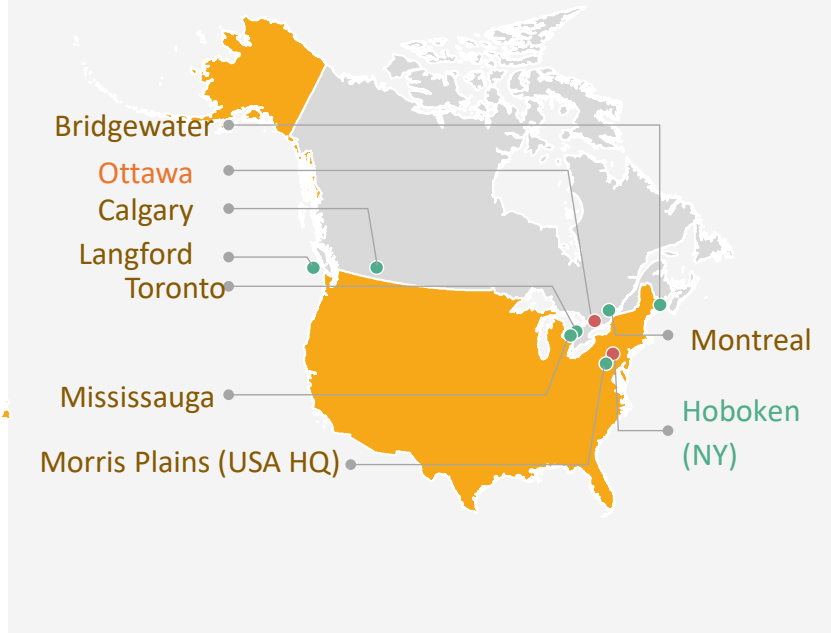
2025

2026

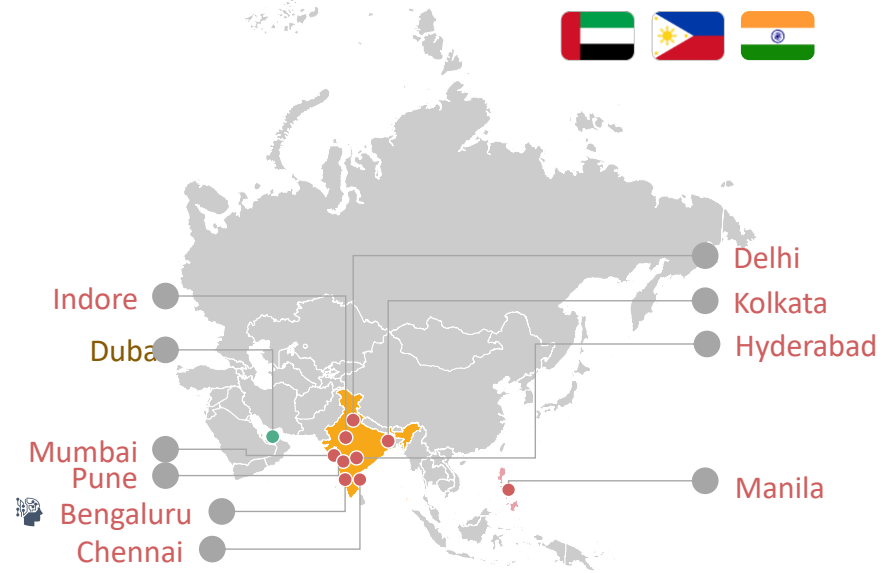
# Global Delivery with Strong India–North America Backbone

40+ locations spread across 5 countries

North America: 9+ locations across 2 countries



Asia Pacific: 30+ locations across 3 countries



20 additional delivery locations in India not mapped

Key delivery center

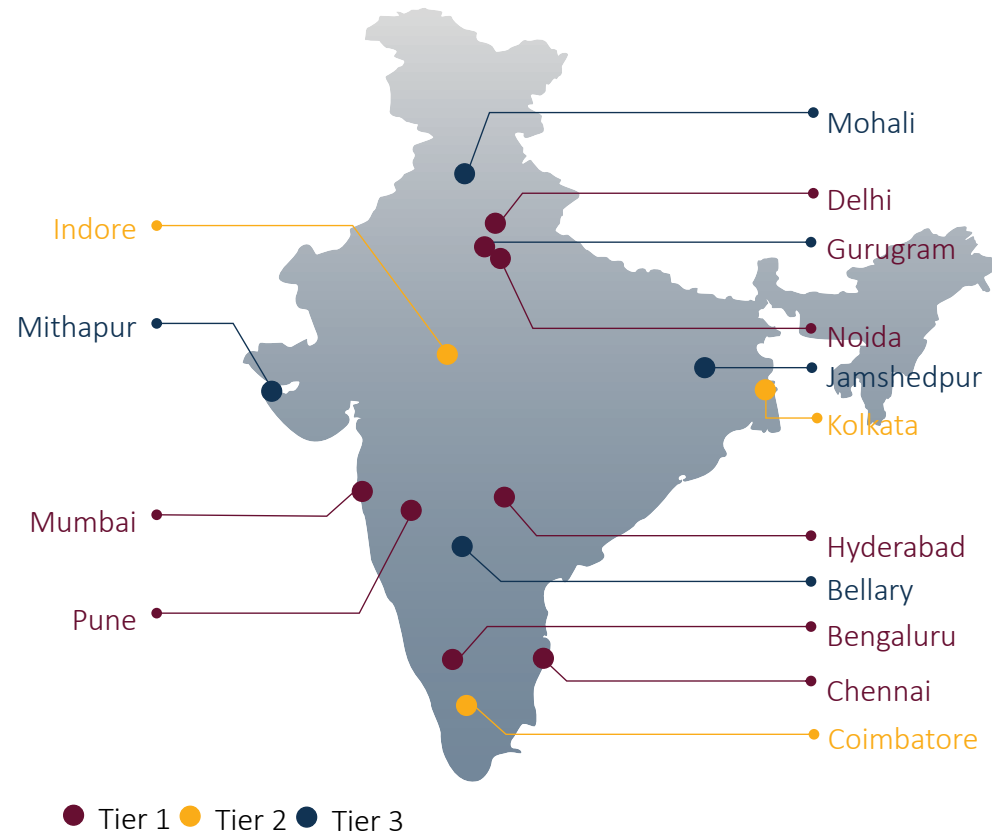
Business center

Data center

AI Center of Excellence

## Differentiated delivery model in India with access to Tier-2/3 talent

### Deep presence in Tier-2/3 cities...



### ...provides superior talent access, cost efficiency, and low attrition — enabling best-in-class delivery



**Superior talent access:** Extensive networks ensure rapid onboarding of skilled professionals, enabling agile scalability



**Cost efficiency:** Optimized recruitment processes reduce expenses, boosting profitability



**Best-in-class talent retention:** Minimal churn ensures stability and consistent client outcomes



**Scaled Collections Platform:** Collection platform (Banking sector) with ~15K feet on ground across 95% pincodes in India

## What enterprises now expect from AI-enabled delivery & operations

*From...*

Isolated AI Tools



*To...*

AI-enabled operating model

AI must be **embedded across software delivery, services, and operations** — not deployed as disconnected copilots or dashboards

Function-level Optimization



End-to-end Outcomes

Enterprises expect AI to **improve time-to-market, reliability, cost efficiency, and experience** across the entire value chain

Siloed Service Lines



Integrated Execution

Engineering, QA, infrastructure, cloud, cyber, and operations must work as **one AI-orchestrated system**

Experimentation



Production-grade Scale

AI initiatives must **move predictably from use cases to enterprise-wide adoption**, supported by governance, security, and MLOps

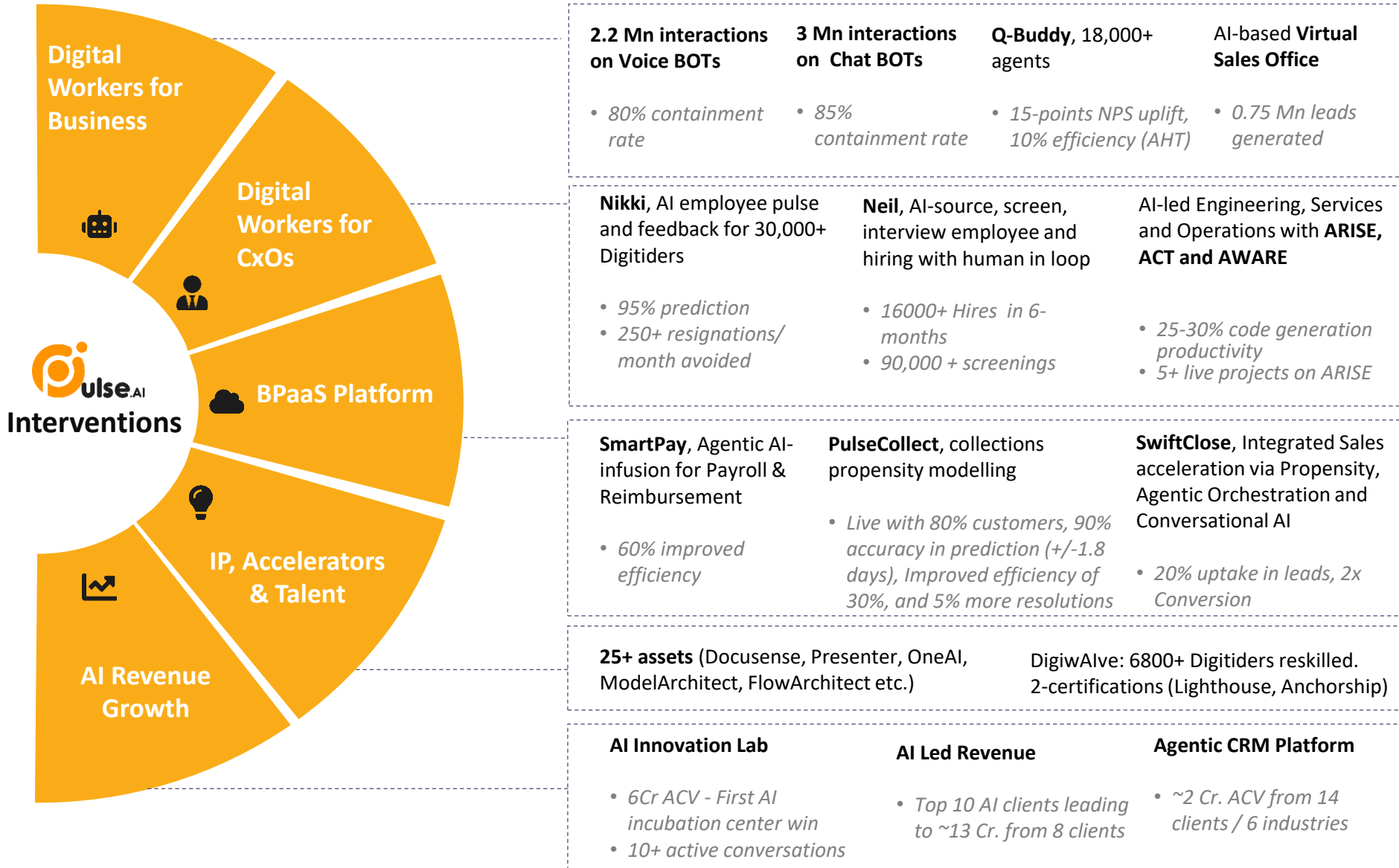
Shared Accountability



Outcome Ownership

Partners are expected to **own results across engineering, services, and operations** — not just deliver tools, talent, or tasks

# AI is Already Generating Measurable Business Returns — Not a Future Promise



**20+ Partner Ecosystem**

and more...

# Driving AI-Led Transformation Across Core Industries



## Banking & Financial Services

1. **Revenue & CX** (Drive growth and deepen relationships)
  - Intelligent customer engagement
  - Personalized product recommendations & cross-sell
2. **Core Banking & Risk** (Enable secure, efficient operations)
  - Credit risk scoring & underwriting automation
  - Real-time transaction monitoring & anomaly detection
  - Fraud detection & AML intelligence
  - AI-powered collections & recovery optimization
3. **Control & Compliance** (Ensure trust, governance, and regulatory adherence)
  - Regulatory reporting & compliance automation
  - Trade surveillance & market risk analytics

### IMPACT

- **40-60%** better fraud detection
- **3-5x** faster decision-making
- **30-50%** cost reduction



## Insurance

1. **Core Operations**
  - Underwriting automation & Risk Scoring
  - Claims intelligence & FNOL automation
  - Policy servicing & document intelligence
2. **Data and Document Intelligence**
  - Bordereaux processing & data standardization
  - Automated document ingestion and classification
3. **Claim and Risk Analytics**
  - AI-driven fraud detection & claims triage
  - Loss estimation using image/video analytics
  - Portfolio risk analytics & catastrophe modeling

### IMPACT

- **10-20x** faster processing
- **80%** effort reduction
- **\$2M-\$6M+** savings per use case



## Healthcare

1. **Core Operations**
  - Claims processing & coding automation
  - Clinical decision support & diagnostics AI
  - Patient engagement & experience optimization
2. **Data and Clinical Intelligence**
  - Medical document summarization & EMR intelligence
  - AI driven clinical data extraction and structuring
3. **Care Optimization and Risk**
  - Prior authorization & utilization management automation
  - Predictive analytics for patient risk & readmission
4. **Experience and Automation**
  - AI-assisted radiology & imaging insights
  - Virtual assistants for patient support & scheduling

### IMPACT

- **40-70%** cycle time reduction
- **20-30%** cost savings
- **Improved accuracy & compliance**

“Industry-specific expertise, powered by a unified AI innovation engine.”

## We are the partner-of-choice for some of the biggest companies in the world



# Our Performance: Q4 & FY26



## Q4 FY26: Revenue up 9.2% YoY, T&D up 27.2% YoY, OCF at 165% of EBITDA



### Financials

- Revenue growth of 9.2% YoY and 2.5% QoQ
- 27.2% YoY growth in Tech & Digital revenue
- 16.4% YoY growth in International business
- **Strong operating cash flow (OCF) in Q4 at ₹145 Cr; OCF at 165% of EBITDA**
- Days Sales Outstanding (DSO) improved by 4 days QoQ to 75 days



### Business

- **Total Contract Value (TCV) booking of ₹620 Cr in Q4 and ₹2,355 Cr for FY26**
- **29 key logos won during the quarter, including 8 International logos**
- Strong hyperscaler led pipeline (AWS, GCP, Microsoft)



### Technology

- **Became the Tricentis pioneer Partner for North America**
- Launched the AI Incubation & Experience Center in Bengaluru and extended that model into an **AI CoE for a global P&C reinsurer**, enabling Idea-to-Production journeys with measurable value tracking
- **Pulse.Nerve** Agentic Framework powered by MCP delivers **40-50%** productivity gains and 3.4x faster deployment

## Q4FY26: Delivering on Strategic Promise in the past four quarters

	Q4FY25	Q4FY26	
Revenue	₹733 Cr	₹800 Cr	↑ 9.2%
Share of T&D Business	26.7%	31.1%	↑ 440 bps
Share of International Business	35.7%	38.1%	↑ 238 bps
Client Concentration: Top 30 Clients	60%	59%	↓ 100 bps
Total Contract Value	₹568 Cr	₹620 Cr	↑ 9%
Revenue per FTE	~₹524K	~₹584K	↑ 11.4%

## FY26: A Year of Execution, Mix Expansion and Scalable Growth

	FY25*	FY26	
Revenue	₹2,875 Cr	₹3,080 Cr	↑ 7.1%
Share of T&D Business	26.8%	29.6%	↑ 280 bps
Share of International Business	35.5%	37.3%	↑ 180 bps
Client Concentration: Top 30 Clients	60%	58%	↓ 200 bps
Revenue per FTE	~₹524K	~₹584K	↑ 11.4%

Note: \*FY25 numbers are on proforma basis

## Revenue up 2.5% QoQ and 9.2% YoY; EBITDA stable at ₹88 Cr with 11.0% margin

### Financials

In ₹ Cr	Q4 FY25	Q3 FY26	Q4 FY26	QoQ	YoY
Revenue	733	780	800	2.5%	9.2%
EBITDA	82	88	88	0.4%	6.9%
<b>EBITDA %</b>	<b>11.2%</b>	<b>11.2%</b>	<b>11.0%</b>	<b>-23bps</b>	<b>-24bps</b>
Adj PAT*	28	24	11	-53.1%	-60.8%
<b>Adj PAT %</b>	<b>3.9%</b>	<b>3.0%</b>	<b>1.4%</b>	<b>-165bps</b>	<b>-249bps</b>
PAT	-1	-2	-5		
<b>PAT %</b>	<b>-0.1%</b>	<b>-0.3%</b>	<b>-0.6%</b>		

- Revenue Growth 2.5% QoQ & 9.2% YoY
- EBITDA remained broadly stable QoQ at ₹88 Cr, with an 11.0% margin after absorbing a ~₹4 Cr impact from the new wage code

#### \*Excludes Key Exceptional Items in Q4 FY26

- Gratuity Alldigi ₹12.7 Cr;
- Leave encashment ₹3.2 Cr

## Q4 FY26: Tech & Digital grew by 27.2% YoY and 5.8% QoQ

### Segment Overview

Revenue	Q4 FY25		Q3 FY26		Q4 FY26		QoQ	YoY
	₹ Cr	Mix	₹ Cr	Mix	₹ Cr	Mix		
BPM	537	73%	545	70%	551	69%	1.1%	2.6%
Tech & Digital	196	27%	236	30%	249	31%	5.8%	27.2%
<b>Total</b>	<b>733</b>	<b>100%</b>	<b>780</b>	<b>100%</b>	<b>800</b>	<b>100%</b>	<b>2.5%</b>	<b>9.2%</b>

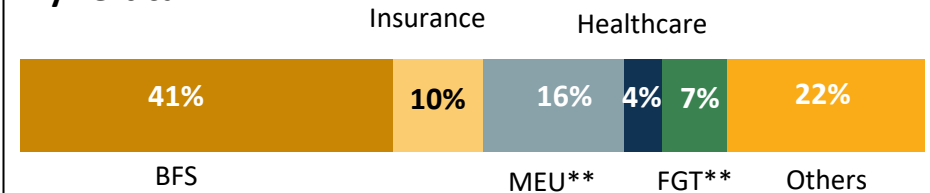
Segment	Q4 FY25		Q3 FY26		Q4 FY26		QoQ	YoY
	₹ Cr	EBITDA %	₹ Cr	EBITDA %	₹ Cr	EBITDA %		
BPM	77	14.4%	86	15.7%	90	16.3%	59 bps	187 bps
Tech & Digital	18	9.2%	23	9.6%	30	12.1%	247 bps	289 bps
<b>Total</b>	<b>95</b>	<b>13.0%</b>	<b>108</b>	<b>13.9%</b>	<b>120</b>	<b>15.0%</b>	<b>112 bps</b>	<b>196 bps</b>

### Tech & Digital share has risen to 32% and International business to 38% in Q4 FY26

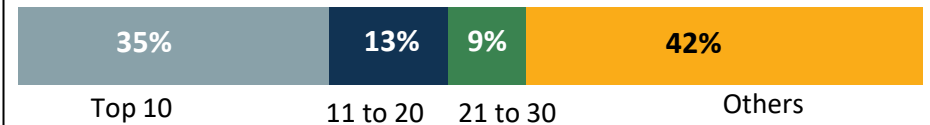
#### By geography



#### By vertical



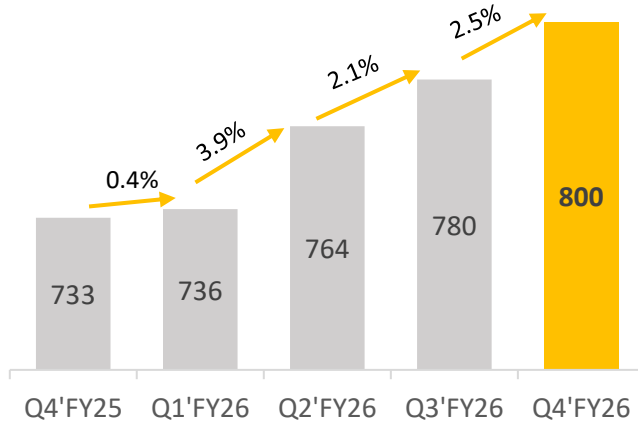
#### By client concentration



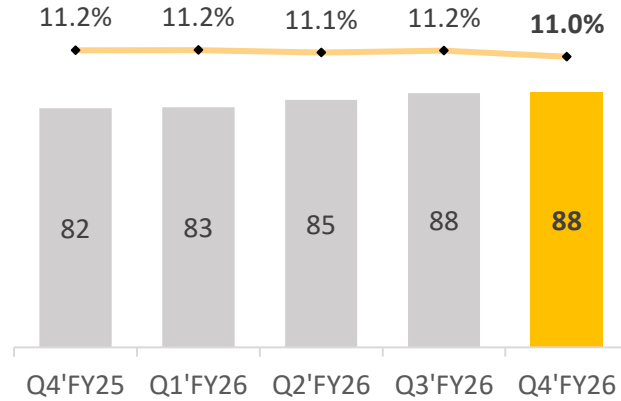
- Strong momentum in Tech and Digital with QoQ growth of 5.8% and YoY growth of 27.2%
- International revenue grew by 16.4% YoY
- Segment EBITDA margins showed sequential improvement, with the Tech & Digital segment expanding by 247 bps and the BPM segment improving by 59 bps

## Q4FY26: Stronger topline momentum and healthy cash conversion

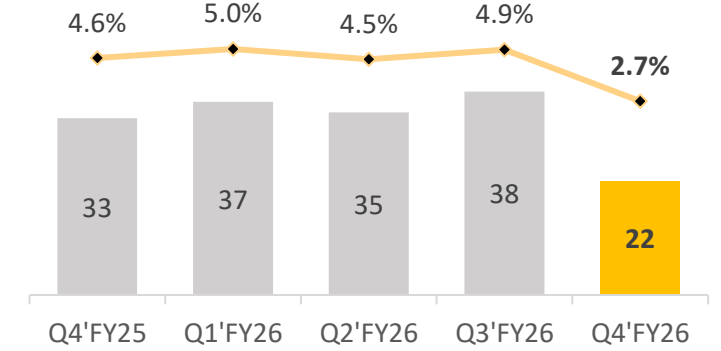
### Revenue



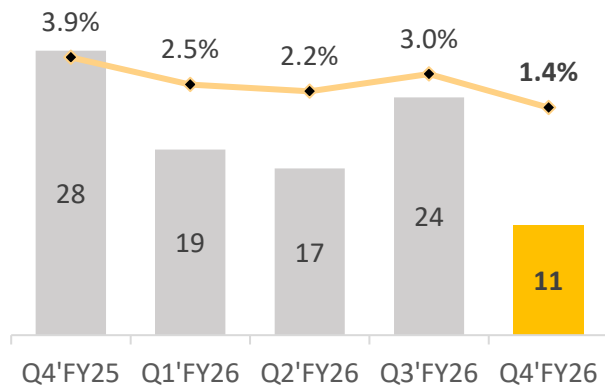
### EBITDA & EBITDA Margin



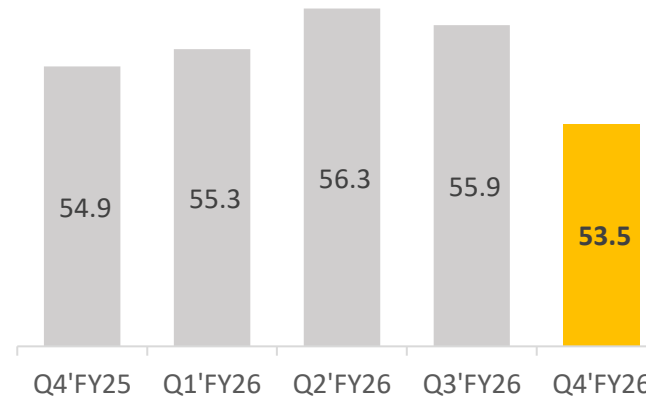
### EBIT & EBIT Margin



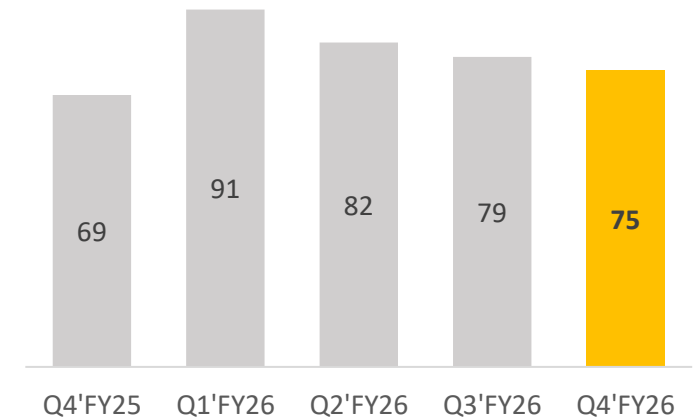
### Adjusted PAT & Adjusted PAT Margin



### Employee Count (In thousands)



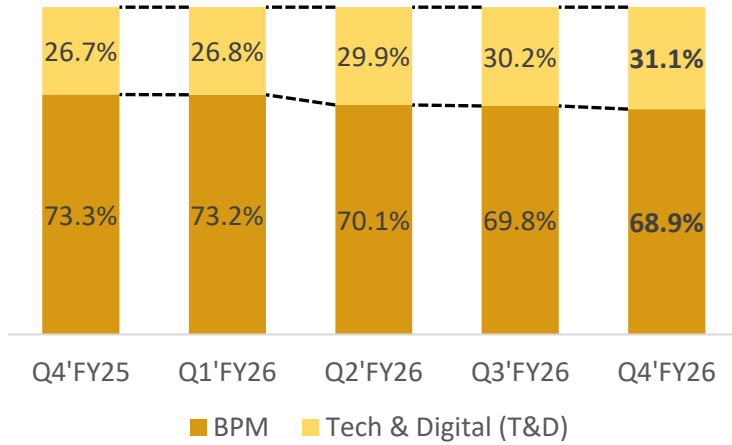
### Days Sales Outstanding (Billed + Unbilled)



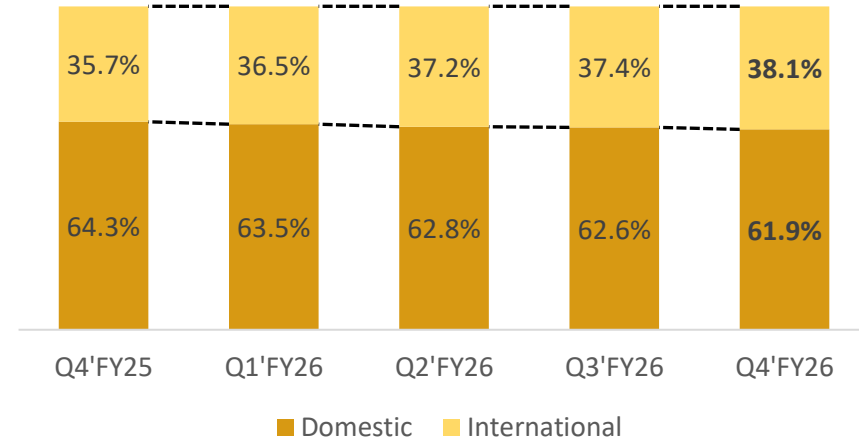
Note: All figures are in ₹ Cr unless stated

# Continued improvement in Revenue mix with T&D share rising by 90bps Q-o-Q in Q4FY26

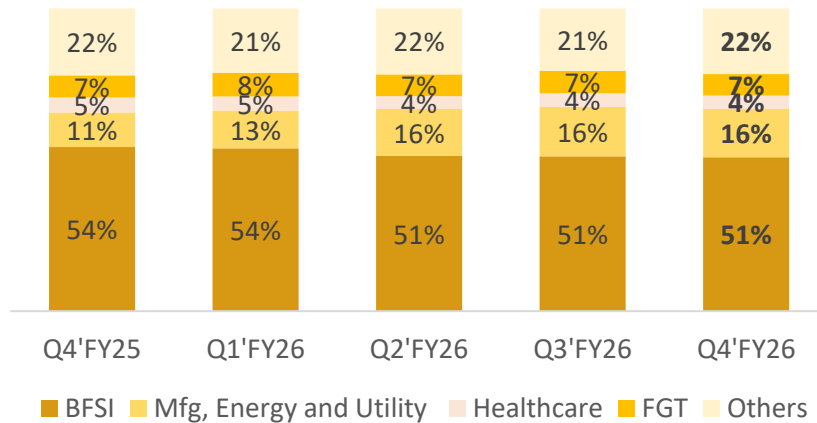
### Revenue Mix by Segment



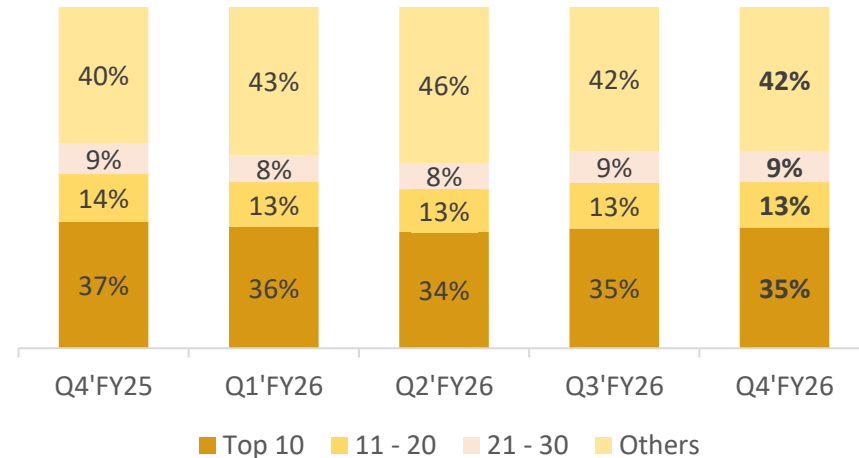
### Revenue Mix by Geography



### Revenue Mix by Industry

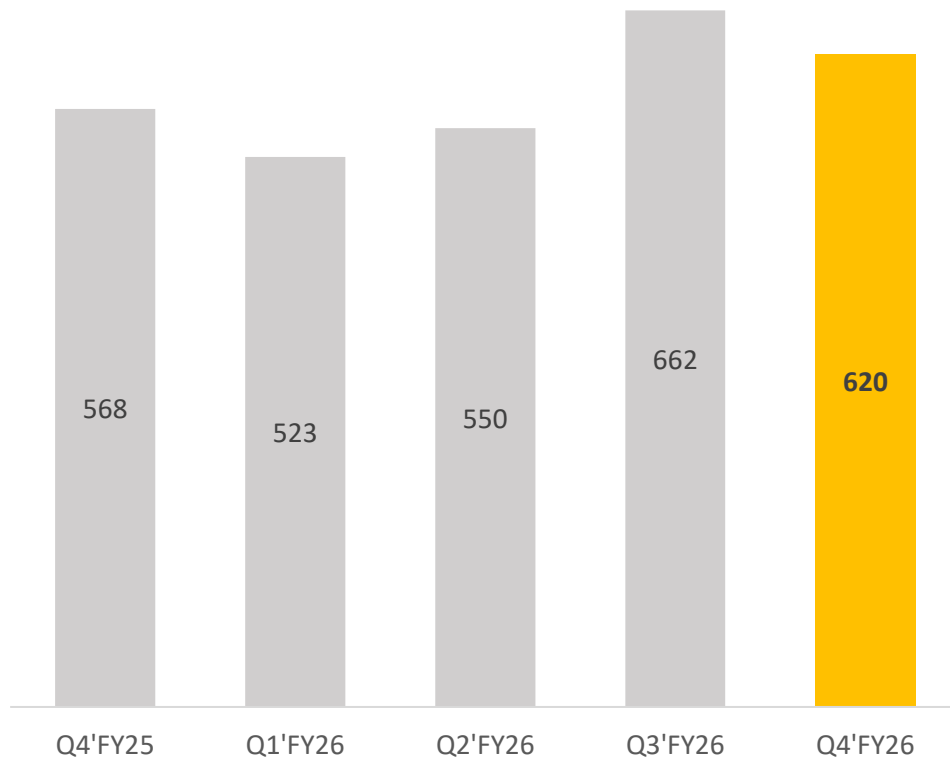


### Revenue by Client Concentration

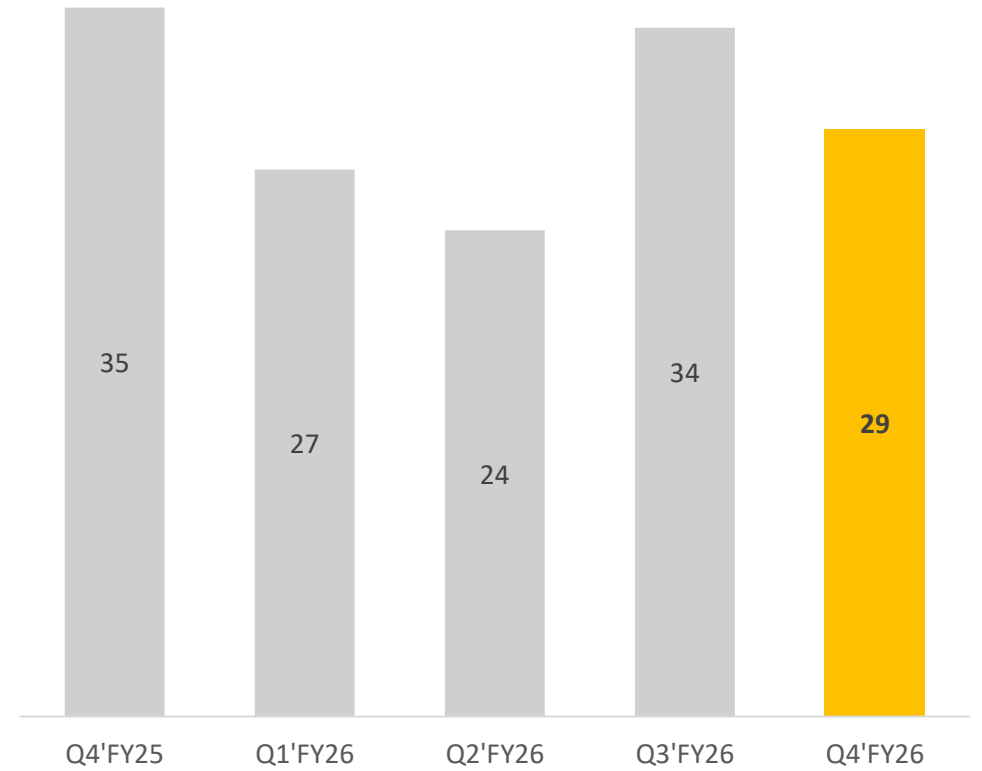


## Healthy Sales Momentum with ₹620 Cr TCV Bookings and 29 New Logos in Q4 FY26

### Total Contract Value (TCV)

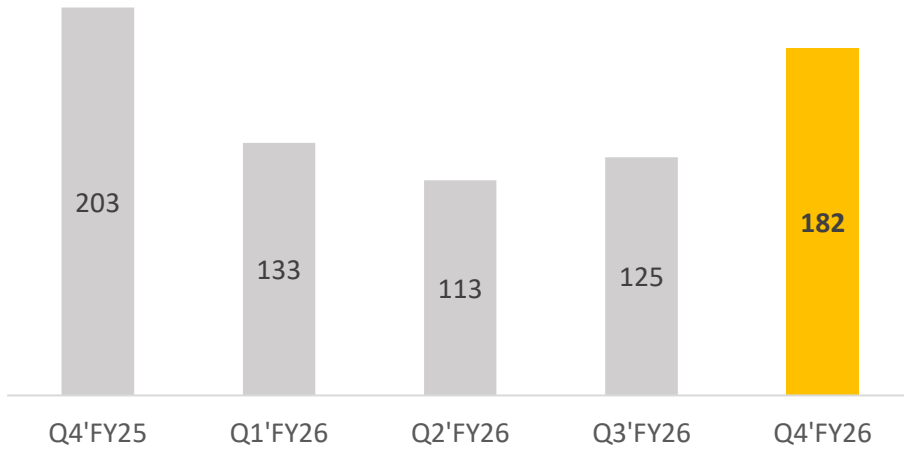


### Number of key new logos won

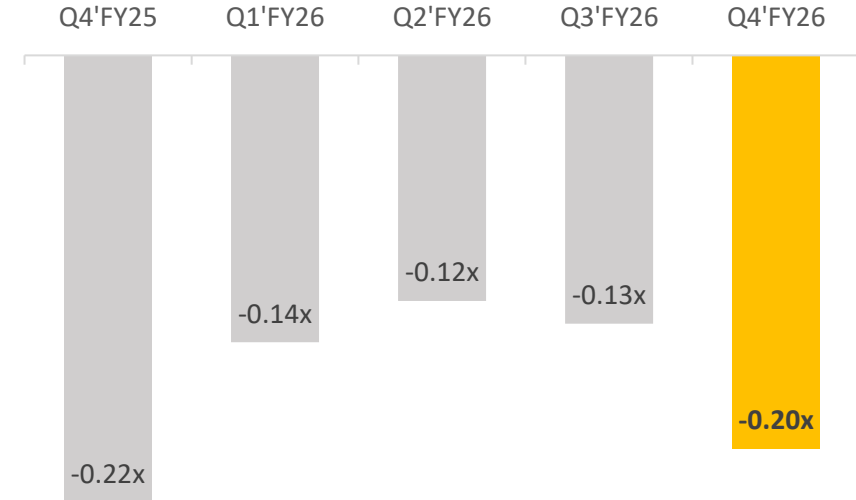


## Robust Balance Sheet as Net Cash Position Strengthens to ₹182 Cr in Q4FY26

### Net Cash



### Net Debt to Equity Ratio



### Credit Rating (ICRA)

Particulars	Ratings
Long Term/Short Term – Fund based Limits	A+(Stable)/A1+; assigned
Long Term/Short Term – Unallocated limits	A+(Stable)/A1+; assigned
Long Term/Short Term – Interchangeable limits	A+(Stable)/A1+; assigned
Commercial Paper	A1+; reaffirmed

# The New Way Forward

## Well-defined 3x3x3 strategy

### 3x Growth

- From ~\$342M\* to \$1B revenue
- **Grow 2x** faster than market
- **200-300 bps** improvement in EBITDA margin
- **2x** improvement in billing realization per FTE

### 3x Verticals

#### Domestic

- BFSI
- FGT
- Manufacturing, Energy & Utilities

#### International

- BFSI
- FGT
- Healthcare

### 3x Service lines

- Digital and AI Engineering
- Data, Analytics and AI
- BPM & BPaaS

Maximize the core | Capture adjacencies | Unlock new frontiers

\*FY25 revenue

Note:\$1 = INR 84 conversion rate (FY25 taken as the base year)

## Blueprint for Scalable and Profitable Growth

### Blueprint

### Scorecard

#### Leadership

Strong leadership with a combined experience of 250+ years, steered by a diverse board



#### Talent and culture

Clearly defined talent strategy to bolster a performance-driven culture



#### Organization

Future-ready organizational structure, investments in sales & marketing, and a differentiated delivery model



#### AI-first offerings

"All-in on AI" as the bedrock of our platform-based tech, digital and BPM offering suite



#### Inorganic

Opportunistic inorganic growth planned in prioritized areas to enhance capabilities and market access, with well-defined guard-rails; pipeline active



## High-performing leadership with deep industry expertise in place



**Gurmeet Chahal**

**CEO**

*25+ years of expertise in digital transformation, new business build in healthcare and BFSI*

*Ex- HCL Tech, Genpact, DXC Technology*



**Saket Bhatnagar**

**International Head and Chief Revenue Officer**

*30+ years of insurance and financial services expertise*

*Ex- AWS, Accenture, HCL Tech*



**Ruchi Ahluwalia**

**CHRO**

*22+ years expertise in diverse HR functions across IT services, healthcare, and finance industries*

*Ex- EY, Zeiss, Eaton*



**Vinod Pahlawat**

**India Head**

*35+ years of expertise in business transformation, customer success and large-scale digital initiatives*

*Ex- HCL Tech, Airtel, Motherson*



**Suraj Prasad**

**CFO**

*25+ years of expertise in corporate finance, taxation, treasury, budgeting*

*Ex- ABG, AXA*



**Marc Bolduc**

**Canada Head**

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

*Ex- PWC*



**Sandeep Malhotra**

**Chief Strategy, Solutions and AI Officer**

*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*



**Paresh Vankar**

**Chief Marketing Officer**

*25+ years of experience in marketing and sales in IT services*

*Ex- LTIMindtree, HCL Tech*

## Governance and Board Depth Supporting Long-Term Value



**Ajit Isaac**

### Chairman and Non-Executive Director

*Founder of Qess 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.*



**Gurmeet Chahal**

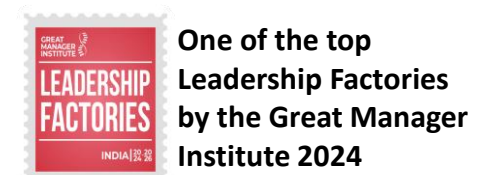
### CEO and Executive Director

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

# Talent, Culture, and AI-Led Workforce Transformation



## Key accolades and recognitions



# We are going all-in on AI

## Digitide's AI Centre of Excellence: Pulse.AI



Pulse.AI for processes



Pulse.AI for enterprise



Pulse.AI Tech accelerators

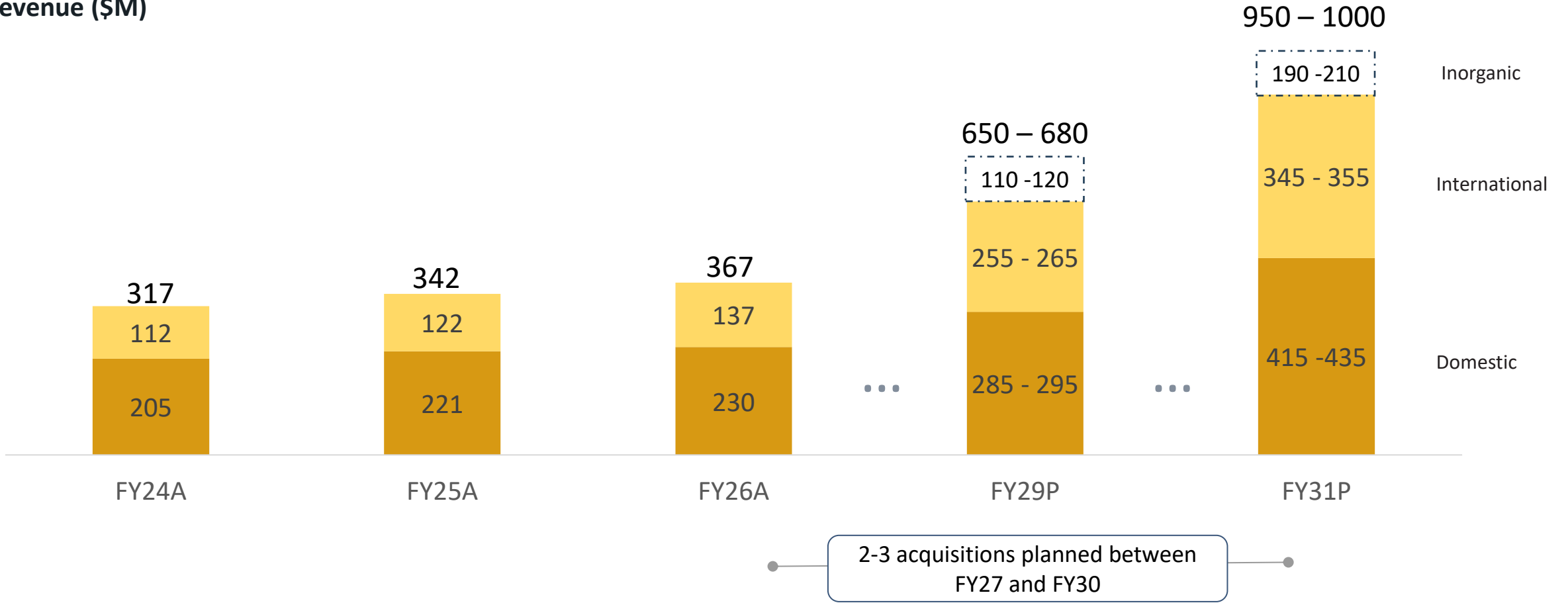


20+ AI accelerators, 6 added post demerger

20+ Ecosystem Partners

# Revenue Target of \$1B supported by inorganic growth of \$200Mn

Revenue (\$M)

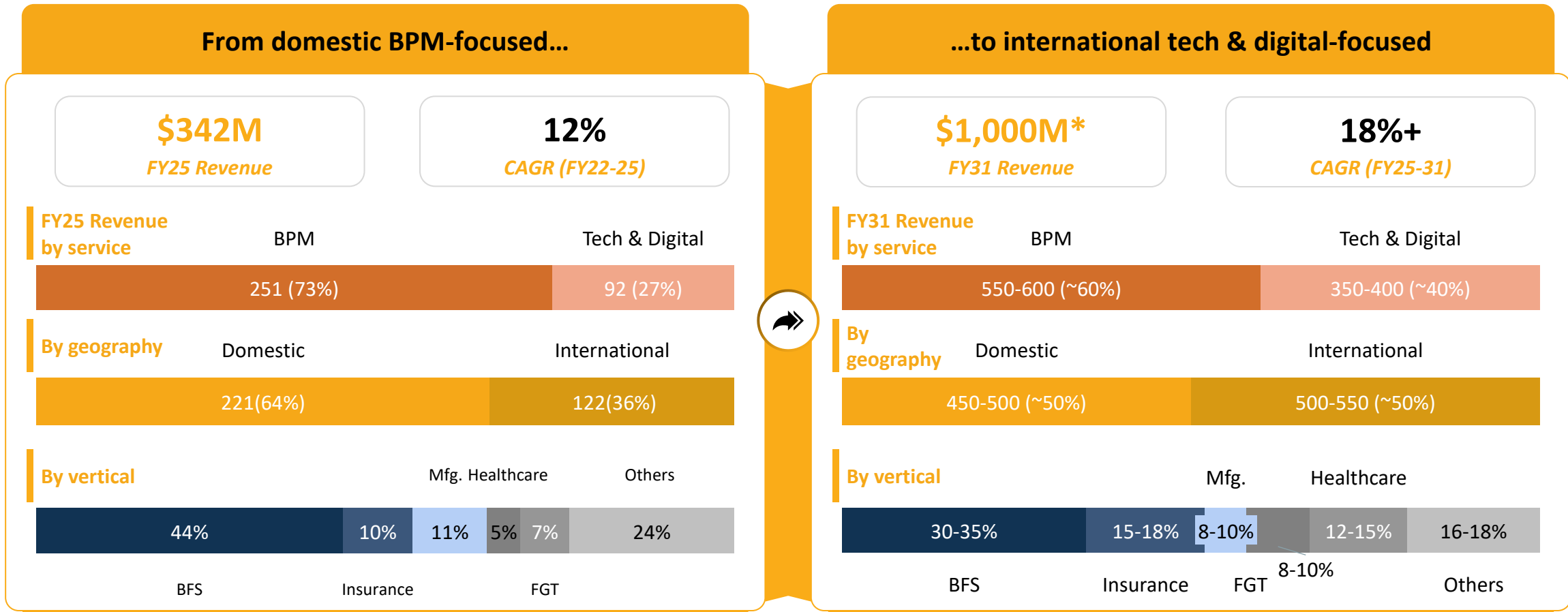


Source: Digitide revenue including intercompany revenue  
 USD revenues are derived from FX rate of 1 USD = INR 84, considering FY25 as the base year

# The Transformation is Underway: From Domestic BPM to International AI-Led Tech & Digital

**Vision** Be the responsible transformation partner that customers trust

**Aspiration** To become a \$1B AI-led value creator by FY31



Note: USD revenues are derived from FX rate of 1 USD = INR 84, considering FY25 as the base year

\*Inorganic growth to contribute roughly \$200M

# Financial Statements



## Income Statement

Particulars ( in ₹ Cr)	Q4 FY25	Q3 FY26	Q4 FY26	QoQ	YoY	FY25*	FY26	YoY
<b>Revenue from operations</b>	<b>733</b>	<b>780</b>	<b>800</b>	2.5%	9.2%	<b>2,875</b>	<b>3,080</b>	7.1%
Employee benefits expense	535	575	591			2,053	2,271	
Other expenses	116	117	121			421	466	
<b>EBITDA</b>	<b>82</b>	<b>88</b>	<b>88</b>	0.4%	6.9%	<b>401</b>	<b>343</b>	-14.4%
<i>EBITDA Margin %</i>	11.2%	11.2%	11.0%	-23bps	-24bps	13.9%	11.1%	-280bps
Depreciation & amortisation	49	49	66			192	212	
Finance Cost	11	12	15			40	51	
Other Income	-6	-3	-5			-17	-16	
Exceptional Items	30	26	16			25	65	
<b>PBT</b>	<b>0</b>	<b>4</b>	<b>-4</b>			<b>161</b>	<b>32</b>	
Tax	1	6	1	-84.8%	11.6%	53	26	-50.8%
<b>PAT</b>	<b>-1</b>	<b>-2</b>	<b>-5</b>			<b>108</b>	<b>6</b>	
<i>PAT Margin %</i>	-0.1%	-0.3%	-0.6%	-35bps	-48bps	3.8%	0.2%	-357bps
<b>Adj PAT</b>	<b>28</b>	<b>24</b>	<b>11</b>			<b>133</b>	<b>70</b>	
<i>Adj PAT Margin %</i>	3.9%	3.0%	1.4%	-165bps	-249bps	4.6%	2.3%	-235bps

\*Note: FY25 numbers are on Proforma basis

# Balance Sheet

Particulars ( in ₹ Cr)	As on 31st Mar 25	As on 30th Sep 25	As on 31st Mar 26
<b>Assets</b>			
PPE, CWIP and Other intangibles	219	223	230
Right-of-use assets	261	342	427
Goodwill	213	217	224
Other non-current assets	134	141	158
<b>Non-current assets</b>	<b>826</b>	<b>922</b>	<b>1,039</b>
Trade receivables and Unbilled	555	690	659
Cash and cash equivalents	184	76	193
Other Bank balance	1	1	4
Other current assets	157	176	130
<b>Current assets</b>	<b>896</b>	<b>942</b>	<b>987</b>
<b>Total Assets</b>	<b>1,722</b>	<b>1,865</b>	<b>2,025</b>
<b>Equity and Liabilities</b>			
<b>Total Equity</b>	<b>912</b>	<b>921</b>	<b>917</b>
Borrowings-non current	5	5	4
Lease liabilities-non-current	190	267	331
Other non-current liabilities	39	48	71
<b>Non-current liabilities</b>	<b>235</b>	<b>320</b>	<b>407</b>
Borrowings-current	58	45	70
Lease liabilities-current	100	111	126
Other current liabilities	416	467	506
<b>Current liabilities</b>	<b>575</b>	<b>623</b>	<b>702</b>
<b>Total Equity and Liabilities</b>	<b>1,722</b>	<b>1,865</b>	<b>2,025</b>

## Cash Flows

Particulars (In ₹ Cr)	10 <sup>th</sup> Feb'24 to 31 <sup>st</sup> Mar 25	As on 30th Sep 25	As on 31st Mar 26
<b>Cash flows from operating activities</b>			
Profit after tax	138	13	6
Non-cash expenses / (income)	341	168	312
Changes in operating assets and liabilities	(68)	(114)	18
<b>Cash generated from operations</b>	<b>411</b>	<b>66</b>	<b>336</b>
Income tax paid, net	(43)	(26)	(73)
<b>Net cash flow from operating activities (A)</b>	<b>368</b>	<b>40</b>	<b>263</b>
<b>Cash flows from investing activities</b>			
Capex (net)	(78)	(44)	(105)
Dividend received	0	-	-
Interest received	1	4	7
Bank deposits / Mutual funds	(41)	1	41
Proceeds from sale of division of a subsidiary	23	-	-
Profit on sale of PPE	-	0	-
Payment towards security deposit	-	-	(4)
Tax expense / (refund) on dividend	-	-	-
<b>Net cash flow from / (used in) investing activities (B)</b>	<b>(95)</b>	<b>(39)</b>	<b>(62)</b>
<b>Cash flows from financing activities</b>			
Proceeds / (repayments) of borrowings	(62)	(14)	11
Proceeds / (repayments) from / (of) leases	(171)	(77)	(168)
Payment of dividend to non-controlling interest of subsidiary	(18)	(12)	(24)
Interest paid	(8)	(6)	(11)
<b>Net cash flow from / (used in) financing activities (C)</b>	<b>(259)</b>	<b>(108)</b>	<b>(191)</b>
<b>Net increase / (decrease) in cash and cash equivalents (A+B+C)</b>	<b>14</b>	<b>(107)</b>	<b>10</b>
Cash and cash equivalents at the beginning of the period	169	184	184
<b>Cash and cash equivalents at the end of the period</b>	<b>184</b>	<b>76</b>	<b>193</b>

# Thankyou

**For any queries, please contact:**

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