

To,  
National Stock Exchange of India Limited,  
Exchange Plaza, C-1, Block-G,  
Bandra Kurla Complex,  
Bandra (E), Mumbai – 400501

**Date: 21<sup>st</sup> November, 2025**

**Company Code: DUGLOBAL**

**Subject: Investor Presentation for the half-year ended 30<sup>th</sup> September, 2025**

Dear Sir/Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby submit the Investors' Presentation pertaining to the Unaudited Financial Results (both Standalone and Consolidated) of Company for the half year ended 30<sup>th</sup> September, 2025, showcasing the Company's financial and operational performance for the first half-year.

It may be noted that the Board of Directors of the Company has, considered and approved the aforesaid Financial Results of the Company, in its meeting held on Wednesday, November 12, 2025.

The same shall be uploaded on the website of the Company at <https://dudigitalglobal.com/>

You are requested to take the above information on records.

**For Dudigital Global Limited**

**Lalit Chawla**

**Company Secretary and Compliance Officer**

**Mem. No. F-7825**

**DUDIGITAL GLOBAL LIMITED**

**CIN: L74110DL2007PLC171939**

**Registered Address: C-4, SDA Community Centre, Hauz Khas, New Delhi - 110016**

**Contact No: 011-40450533, Website: [www.dudigitalglobal.com](http://www.dudigitalglobal.com), E-mail: [cs@dudigitalglobal.com](mailto:cs@dudigitalglobal.com)**



Dudigital Global Limited

**Empowering Global Mobility**

**Investor Presentation  
H1FY26**



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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



**H1FY26  
Highlights**



**Company  
Overview**



**Business  
Verticals**



**Industry**



**Growth &  
Strategy**



## *H1FY26 Highlights*



**Mr. Rajinder Rai** | Chairman and Executive Director

“ **FY25-26 has been a milestone year for DU Global.** We strengthened our **global presence** with new wins in **South Korea** and **Thailand**. In **Seoul**, we launched the **Indian Consular Application Centre** and began the **pilot deployment of our DU Verify platform**. In **Thailand**, we were awarded a **key contract to manage visa operations** in **Bangkok** and **Chiang Mai**.

With over **four decades of experience** in travel and consular services, we understand the importance of **trust, reliability and innovation**. As governments across the world move towards **digital-first systems**, DU Global is ready to support this transformation through **secure and efficient technology-driven solutions**.

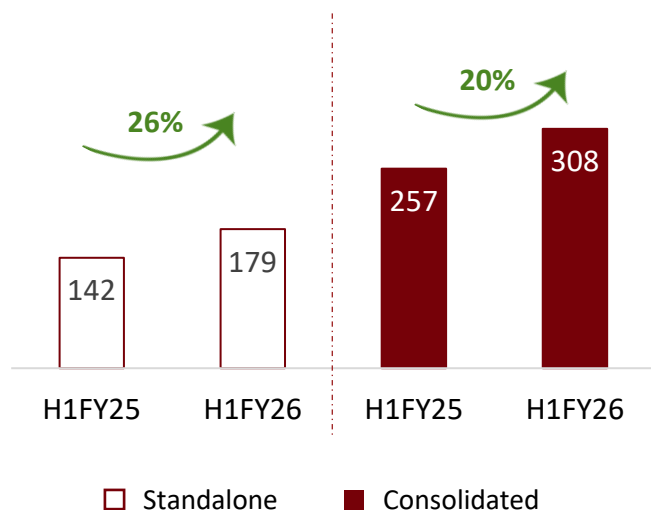
Looking ahead, we are focused on **expanding global partnerships, scaling our digital platforms DuVerify and DuVisas** in new markets, and **building an organized global recruitment ecosystem**. These efforts will strengthen our position as a **trusted partner for governments and enterprises** while creating **sustainable long-term value** for all stakeholders. ”



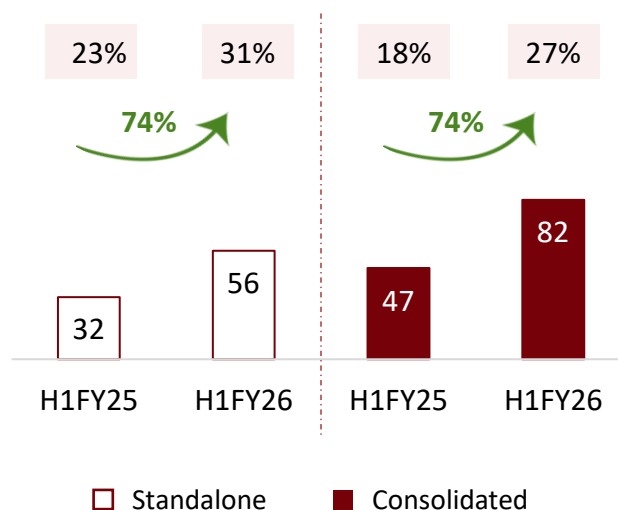
# Financial Performance – H1FY26 Highlights



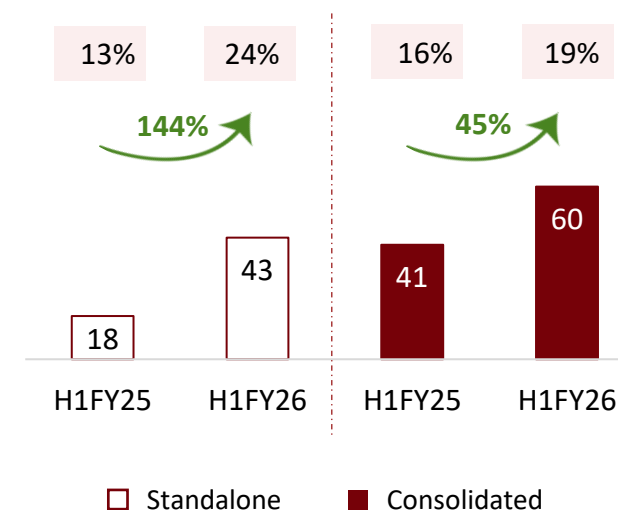
## Revenue from Operations (Rs Mn)



## EBITDA (Rs Mn) & EBITDA Margin (%)



## PAT (Rs Mn) & PAT Margin (%)



- Consolidated Revenue stood at **Rs 308 Mn** in H1FY26, an increase of **20% YoY**
- Consolidated EBITDA stood at **Rs 82 Mn** in H1FY26 (Margin of 27%), an increase of **74% YoY**; due to addition of new verticals and organic growth of business
- Consolidated PAT stood at **Rs 60 Mn** in H1FY26 (Margin of 19%), an increase of **45% YoY**

Consolidated results include subsidiaries -DuDigital BD Pvt Ltd, OSC Global Processing Pvt Ltd, DuVerify LLC-FZ (from May 8, 2023) and Wholly Owned Subsidiaries - DuDigital Worldwide Pvt Ltd( India), DuDigital Global LLC (UAE), Virtuworld Tourism LLC (UAE) (from Feb 12, 2024), Intermobility Visa Solution Pvt Ltd (formerly Window Malay Visa Pvt Ltd) and DuDigital Global (Korea) LLC

# Business Update - Driving Global Expansion



## Seoul, South Korea

- Secured a **3-year contract** from **Ministry of External Affairs (MEA)** in May 2025, for outsourcing of Consular/ Passport/ Visa/ OCI/ PCC/ Surrender Certificate (Renunciation of Indian Citizenship)/ Global Entry Program (GEP) Verification/ Miscellaneous Attestation related support services at the **Indian Embassy in Seoul**. **The company has launched its Visa Application Centre (VAC) in Seoul, further strengthening its visa processing services**
- Selected as the Designated Travel Agency for the Korea Tourism Organization's (KTO) 2025 K-Incentive Scheme in April 2025, for promoting South Korea tours in India.
- Appointed in March 2025, as the Designated Travel Agency by the South Korean Embassy for the 2025 Group Incentive Tours, managing Visa Processing and Group Submissions.



## Thailand

- Secured a **3-year contract** from **MEA** in **May 2025**, for Outsourcing of Consular/ Passport/ Visa/ OCI/ PCC/ Surrender Certificate (Renunciation of Indian Citizenship)/ Global Entry Program (GEP) Verification/ Miscellaneous Attestation related support services at the **Embassy of India, Bangkok, and Consulate General, Chiang Mai**.



## New Visa Application Centres (VACs)

- Successfully opened and operating ICACs in South Korea and Thailand.



## Leadership & Workforce Expansion

- Strengthened organizational structure by appointing key leadership roles, including Business Development and manpower mobility heads.



## Technological Initiatives

- Developing a **Customer Relationship Management (CRM)** system to improve B2B and B2C service efficiency and customer engagement.
- Migrating from Tally to **Microsoft Dynamics 365** Business Central for streamlined financial and operational management.
- Enhancing online presence through an upgraded website and digital outreach aimed at better lead generation and customer interaction.

# New Milestone: Indian Consular Application Centre in Seoul, South Korea



## Dudigital Global Limited Launches Indian Consular Application Centre in Seoul, South Korea



Dudigital Global Limited (NSE: DUGLOBAL), India's leading provider of visa and consular outsourcing services, is proud to announce the official inauguration of the Indian Consular Application Centre (ICAC) in Seoul, South Korea. The centre, launched in partnership with the Embassy of India in the Republic of Korea, will streamline the delivery of visa, passport, and consular services for Indian nationals and foreign applicants residing in South Korea.

### ICAC Seoul launch news in India

- [The Tribune India](#)
- [The Print](#)

### ICAC Seoul launch news in S Korea

- [Daily Korea](#)
- [Express News Korea](#)
- [Press Samda News](#)
- [Press Jeju News](#)

# New Milestone: Indian Consular Application Centre in Bangkok, Thailand



# Profit and Loss Highlights - Standalone



Particulars (Rs Mn)	H1FY26	H1FY25	YoY%	FY25	FY24	YoY%
<b>Revenue From Operations</b>	<b>178.8</b>	<b>141.9</b>	<b>26.1%</b>	<b>279.9</b>	<b>161.0</b>	<b>73.8%</b>
Direct Cost	8.7	3.7		16.7	12.4	
Employee Benefits Expense	74.3	51.4		119.1	45.3	
Other Expenses	39.9	54.7		94.6	69.2	
<b>EBITDA</b>	<b>55.9</b>	<b>32.2</b>	<b>73.7%</b>	<b>49.4</b>	<b>34.1</b>	<b>44.8%</b>
<b>EBITDA Margin</b>	<b>31.3%</b>	<b>22.7%</b>	<b>858bps</b>	<b>17.7%</b>	<b>21.2%</b>	
Other Income	21.9	13.7		31.1	18.1	
Depreciation and Amortisation	14.7	13.9		31.9	12.2	
Finance Cost	5.8	4.5		9.1	7.7	
Share of Profit of an associate	0.0	0.0				
<b>Profit Before Tax</b>	<b>57.3</b>	<b>27.5</b>	<b>108.3%</b>	<b>39.5</b>	<b>32.2</b>	
Tax Expense	14.0	9.8		9.6	11.7	
<b>PAT</b>	<b>43.3</b>	<b>17.7</b>	<b>144.5%</b>	<b>29.8</b>	<b>20.7</b>	<b>44.4%</b>
<b>PAT Margin</b>	<b>24.2%</b>	<b>12.5%</b>	<b>1,172bps</b>	<b>10.7%</b>	<b>12.8%</b>	
Basic EPS (Rs/share)	0.61	0.25		0.43	0.33	

# Profit and Loss Highlights - Consolidated



Particulars (Rs Mn)	H1FY26	H1FY25	YoY%	FY25	FY24	YoY%
<b>Revenue From Operations</b>	<b>307.7</b>	<b>256.5</b>	<b>20.0%</b>	<b>481.6</b>	<b>292.5</b>	<b>64.6%</b>
Direct Cost	32.7	4.3		9.6	17.4	
Employee Benefits Expense	126.7	78.5		173.1	94.9	
Other Expenses	66.3	126.6		234.9	146.3	
<b>EBITDA</b>	<b>82.1</b>	<b>47.1</b>	<b>74.4%</b>	<b>64.0</b>	<b>33.9</b>	<b>88.6%</b>
<b>EBITDA Margin</b>	<b>26.7%</b>	<b>18.3%</b>	<b>832bps</b>	<b>13.3%</b>	<b>11.6%</b>	
Other Income	19.9	41.7		57.0	15.1	
Depreciation and Amortisation	18.0	10.5		35.2	15.2	
Finance Cost	8.8	15.5		26.3	10.1	
Share of Profit of an associate	0.0	0.0		0.0	0.0	
<b>Profit Before Tax</b>	<b>75.2</b>	<b>62.7</b>	<b>19.9%</b>	<b>59.5</b>	<b>23.8</b>	
Tax Expense	15.4	21.6		25.5	15.7	
<b>PAT</b>	<b>59.8</b>	<b>41.2</b>	<b>45.3%</b>	<b>34.0</b>	<b>8.0</b>	<b>323.8%</b>
<b>PAT Margin</b>	<b>19.4%</b>	<b>16.0%</b>	<b>338bps</b>	<b>7.1%</b>	<b>2.7%</b>	
Basic EPS (Rs/share)	0.84	0.65		0.49	0.13	

# Balance Sheet Strength and Stability



	Standalone		Consolidated	
Liabilities (Rs Mn)	Mar-25	Sep-25	Mar-25	Sep-25
Share Capital	139.6	143.7	139.6	143.7
Reserves & Surplus	709.8	806.4	726.4	838.8
Non-Controlling Interest	0.0	0.0	3.3	1.3
<b>Shareholders' Funds</b>	<b>849.4</b>	<b>950.1</b>	<b>869.3</b>	<b>983.7</b>
Lease liabilities	29.0	22.9	29.0	22.9
Borrowings	10.8	5.5	10.8	59.2
Provisions & Deferred Tax Liabilities (Net)	3.8	4.0	4.6	5.2
<b>Total Non-Current Liabilities</b>	<b>43.6</b>	<b>32.4</b>	<b>44.4</b>	<b>87.3</b>
Contract Liability	0.0	0.0	3.6	19.2
Lease liabilities	22.6	19.9	22.8	20.0
Short Term Borrowings	5.0	5.2	7.8	5.2
Trades Payables	8.6	7.0	11.5	18.1
Other current & financial Liabilities	9.7	4.7	14.3	6.7
Provisions & Liabilities for current tax (net)	5.7	19	22.0	36.3
<b>Total Current Liabilities</b>	<b>51.6</b>	<b>55.8</b>	<b>81.9</b>	<b>105.3</b>
<b>Total Equities and Liabilities</b>	<b>944.5</b>	<b>1,038.2</b>	<b>995.5</b>	<b>1,176.3</b>

	Standalone		Consolidated	
Assets (Rs Mn)	Mar-25	Sep-25	Mar-25	Sep-25
Property, Plant & Equipment	43.5	44.1	49.5	63.8
CWIP	0.0	0.0	0.0	0.0
Right of Use of Assest	43.4	34.5	43.6	34.6
Intangible Assets & Assets Under Development	2.5	3.3	12.6	13.7
Investments	254.8	267.5	0.0	0.0
Other Non-Current Assets^	157.6	154.6	63.1	43.3
<b>Total Non-Current Investment</b>	<b>501.8</b>	<b>504.0</b>	<b>168.8</b>	<b>155.3</b>
Inventories	0.0	0.0	4.0	1.8
Current Investments	62.5	60.0	253.2	257.8
Loans	120.1	39.0	34.5	35.0
Trade Receivables	145.9	289.6	297.8	392.3
Cash and Cash equivalents	23.2	45.7	46.0	66.0
Other Current Assets*	91.1	100.0	191.2	268.1
<b>Total Current Assets</b>	<b>442.8</b>	<b>534.3</b>	<b>826.8</b>	<b>1,021.0</b>
<b>Total Assets</b>	<b>944.5</b>	<b>1,038.2</b>	<b>995.5</b>	<b>1,176.3</b>

\* Other Financial Assets + Current Tax Assets (Net) + Other Current Assets, ^Other Non- Current Assets + Loan + Other Financial Assets + Deferred tax assets

Rounded off to nearest decimal



## *Company Overview*














# DU Global: Enabling Seamless Global Mobility



 <b>2015</b> Established	 <b>35</b> Locations	 <b>6</b> Countries	 <b>1.7 Mn+</b> Applications Processed	 <b>200+</b> Employees	 <b>Rs 482 Mn*</b> Turnover
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## Products & Services

 <b>Visa Application Centres</b>	Efficient visa processing with state-of-the-art visa application centres equipped with advanced technology for seamless application submission and processing
 <b>Verification Services</b>	Robust verification services ensuring authenticity and integrity of documents and information through advanced technology and stringent protocols
 <b>Global Access</b>	We connect employers worldwide with skilled professionals. We specialize in tailored recruitment solutions for blue-collar roles.

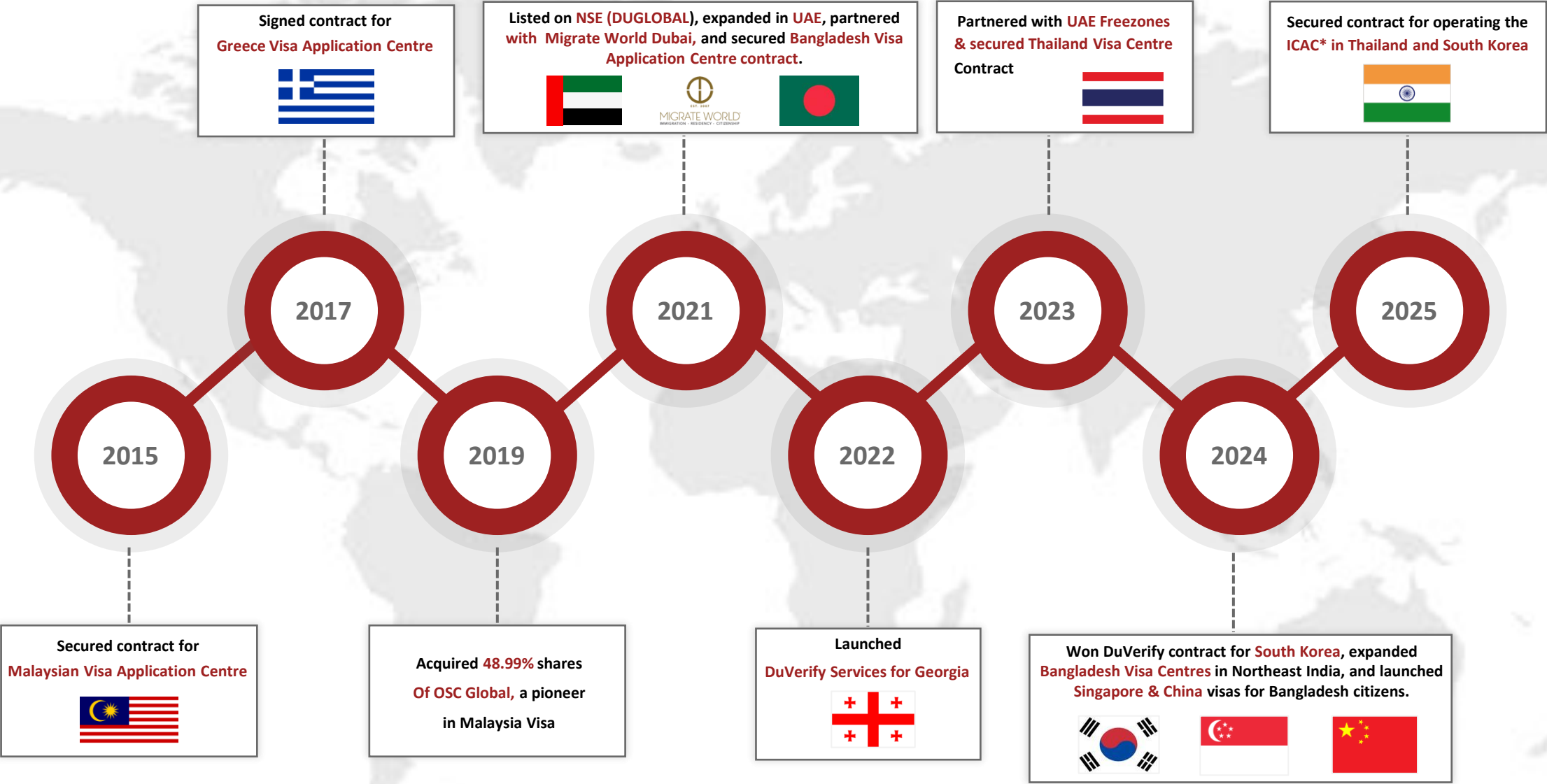
<b>Products</b>	<b>Partners</b>
  	    

## Certifications

 <b>ISO/IEC - 23026-2015</b> Certified Systems and Software Engineering
 <b>ISO 9001 – 2015</b> Certified Quality Management System
 <b>ISO 14001 - 2015</b> Certified Environmental Management System
 <b>ISO/IEC 27701 - 2019</b> Privacy Information Management System
 <b>ISO/IEC 27001 - 2022</b> Information Security Management System

<b>Global Reach</b>							
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# Our Journey of Growth and Transformation



\*Indian Consular Application Centre

# Experienced Leadership Driving Innovation and Scale (1/2)...



**Mr. Manoj Dharmani** | Group CEO

- Over 30 years of experience across Aviation, Telecom, Media, and Automotive sectors, with previous roles at AirAsia, GoAir, and Vodafone.
- Proven leader driving collaboration, operational excellence, and customer-focused strategies.
- Holds a Bachelor of Engineering in Mechanical.



**Mr. Aditya Sanghi** | Chief Technology Officer

- Over 25 years of experience in building technology and large-scale software systems; former Co-founder and CTO of Punchh Inc (acquired by PAR Tech).
- Graduate of Queensland University of Technology, Australia.



**Mr. Gagandeep Singh Bhatia**

Head of Sales

- Management graduate with 20+ years of experience in consumer durables, telecom, and travel, across companies like Voltas, Vodafone, GoAir, and Yatra Online.
- Expertise in sales, distribution, and channel management.
- Proven track record in strategic planning, leading large teams, and managing client relationships.



**Mr. Awant Verma**

Head - Brand & Marketing

- 20+ years of experience in marketing and product management across diverse industries.
- Previously with Kantar Group, Reliance Capital, Apollo International, and Finstar Financial Group (Russia).
- Mechanical Engineer with an MBA in Marketing & Finance, a Professional Diploma in Digital Marketing, and Brand Management certification from IIM-B.



**Ms. Vandana Chhibber**

General Manager - Customer Service

- Seasoned Telesales Leader with 20+ years of experience driving revenue growth, customer engagement, and operational excellence across Telecom, Real Estate, and E-commerce. Expert in sales strategy, CRM optimization, and process automation with proven results in conversion and retention. Recognized with multiple awards, including the BIG Leap Award and Hall of Fame, and holds a PGDM in Marketing from NMIMS

# Experienced Leadership Driving Innovation and Scale (2/2)...



**Ms. Tanima Sur**

Head - Human Resources

- 15+ years of experience in Human Resources.
- Previously worked at Spencers Retail, Vodafone, and VFS Global.
- She has vast knowledge in overseeing human resource operations and activities, which includes the entire gambit of Employee Life cycle.



**Mr. Ankit Lamba**

Head - Global Recruitment

- 23+ years of experience in Sales, Operations, Client Relations, and Global Recruitment, he has driven growth across Telecom, Travel, Visa, and Recruitment sectors.
- Formerly with Hutch, Vodafone, and Reliance Jio, he led key expansion initiatives.
- Currently spearheading global recruitment strategies, he focuses on connecting employers with skilled talent and building sustainable, high-performing workforce networks



**Mr. Dhruv Handa**

Associate VP-Business Development

- Results-driven sales leader with 19+ years of experience driving growth and revenue in the hospitality industry. Proven success with ITC and The Oberoi Group, including as Associate Director of Sales at The Oberoi, New Delhi.
- Skilled in business development, negotiation, and strategic leadership, with a strong track record of building client relationships and delivering consistent results.



**Mr. Sarfaraz Anwar**

General Manager-Operations

- A results-oriented professional leading ICAC and VAC operations with a focus on service excellence and efficiency. He brings strong operational expertise, people management skills, and a commitment to delivering seamless customer experiences across centers.



**Mr. Neeraj Kumar**

Country Manager - South Korea

- Experience across global business development, partnerships, and Korea market expansion in leading tech companies
- Expertise in cross cultural collaboration, localization, and revenue acceleration
- Strategy focused background supported by Master's and Bachelor's degrees from Yonsei University and Jawaharlal Nehru University



**Mr. Ashutosh Vashisht**

General Manager - IT

- Over 20 years of experience in IT infrastructure, technology operations, and enterprise governance across leading organisations.
- Expert in cloud modernisation, cybersecurity, and datacentre optimisation with prior roles at Helm360, MCube Advisors, Integreon, Genpact, and IBM Daksh.
- Known for building secure, scalable, and future-ready technology ecosystems that drive enterprise performance.

# ...Guided by a Visionary and Strong Board of Directors



**Mr. Rajinder Rai** | Chairman and Executive Director

- Four decades of rich experience in tourism and hospitality.
- Represented as a President of TAAI (Travel Agents Association of India).
- Vice-President of UFTAA and part of the advisory board of FICCI, CII, Assocham.
- PHD Chambers Of Commerce .
- An integral part of the Tourism Advisory Committee of the Indian National Trust for Art and Cultural Heritage.



**Mrs. Madhurima Rai** | Managing Director

- 20+ years experience in the field of fashion, travel and tourism.
- B.A. (Hons) in Economics from Delhi University.
- Responsible for overall day to day working and finance.



**Mr. Krishna Kumar** | Whole Time Director

- 27 years of experience in the field of travel trade.
- Responsible for timely delivery and quality services provided by the Company.



**Mr. Shivaz Rai**  
Non-Executive Director

- 20+ years of experience in fund management and trading with RBC, QVT, UBS, and JP Morgan
- Holds a Business Management Diploma from Harvard Business School, CFA and FRM certifications, and a BA in Economics and Mathematics from the University of Chicago



**Mr. Pinak Chakravarty**  
Non-Executive Director

- Veteran diplomat who joined the Indian Foreign Service in 1977,
- Served as Deputy Chief of Mission and later as High Commissioner of India to Bangladesh.
- Brings extensive experience in South Asian affairs and diplomatic leadership.



**Mr. Yashovardhan Azad**  
Non-Executive Director

- 40+ years of experience in national security and governance; served as Special Director in the Intelligence Bureau and as Secretary (Security) to the Government of India.
- Awarded the Police Medal for meritorious service and the President of India's Medal for Distinguished Service.



**Mr. Ajay K. Jain**  
Independent Director

- Senior advocate practicing in the Supreme Court and High Courts of India, specializing in constitutional, corporate, insolvency, and recovery laws.
- Appears before DRT, DRAT, NCLT, NCLAT, and arbitration tribunals.
- Former legal advisor to Tuberculosis Association, MCI Ethics Committee member, and ex-director at IPA ICAI.



**Ms. Neha Goyal**  
Independent Director

- Qualified Lawyer and Company Secretary with 15+ years in corporate legal and secretarial matters.
- Experienced with ROC, NCLT, RBI, CBI, and ED.
- Advised businesses across sectors on compliance, due diligence, and key agreements.
- POSH trainer and ICC external member.



**Mr. Gaurav Kumar**  
Independent Director

- Qualified Company Secretary with 5+ years' experience in corporate and securities law.
- An advisor and administrator responsible for ensuring legal and regulatory requirements are met while supporting the board of directors in steering the company



*Business Verticals*



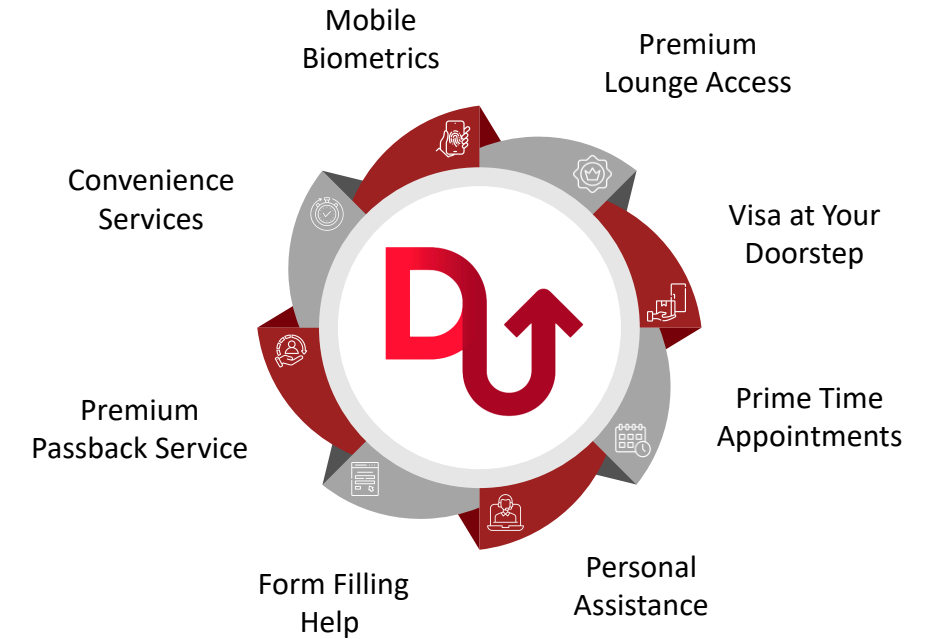
# Visa Processing: Empowering Global Travel and Diplomacy



- Core Government-Mandated Visa Processing Services
- DU Global operates as an official facilitator for consulates and ministries, handling the full visa application lifecycle:
  - ✓ Receiving and verifying visa applications and supporting documents
  - ✓ Providing attestation services as per consulate requirements
  - ✓ Managing visa-related passport processing where applicable
  - ✓ Collecting biometric data (fingerprints, facial photos, retina scans)
  - ✓ Handling visa fee collection and onward remittance to the authorities
  - ✓ Securely transmitting all documents and data to the consulate via encrypted channels
  - ✓ Returning processed passports to applicants via courier or in-person collection

***DU Global strictly acts as a processing intermediary and does not influence visa approval outcomes.***

## Value-Added Services to Enhance Experience



## Presence Across Multiple Countries via Direct Government Contracts



India



Bangladesh



Thailand



Morocco



UAE



Oman



Singapore



South Korea



## Where Trust Meet Innovations!

DuVerify presents a comprehensive package tailored for governments and organizations, encompassing Identity & Digital Document Verification, providing trustworthy Results. Rankings. and Scoring Reports.

Our seamless integration solutions ensure a smooth incorporation into existing systems. offering convenience and efficiency. With a commitment to continuous support, our 24x7 Support Maintenance ensures that your operations run seamlessly, assuring reliability and peace of mind for our valued clients.

## Offerings for Governments and Organizations

- ✓ Identity & Digital Document Verification
- ✓ Trusted Results, Rankings & Scoring Reports
- ✓ 24x7 Support Maintenance
- ✓ Seamless Integration

## Key Highlights



**100k+** eVisa  
Application  
processed



Integrated with  
Government  
Portal



Reduced  
Processing Time



Passport &  
Visa Check



Applicant Identity  
Check



ITR Verification



Criminal Check



Bank Statement  
Verification

**DuVerify  
Client:**



Embassy of Georgia eVISA -  
Started in 2023



Embassy of the Republic of Korea  
in New Delhi - Started in 2024

## Global Recruitment Services

DU Global's Recruitment Services streamline global hiring needs with advanced technology, efficient recruitment, and strategic deployment, ensuring businesses receive qualified professionals tailored to their requirements. From candidate identification to final placement, we simplify the hiring process for success and growth across diverse industries and regions

### Our processes excel in Pinpointing the Perfect Resources for you



Client Need Identification



Specific Skill Breakdown



Identification of Talent Pockets



Recruitment, Training and Readiness



Deployment at Client + Continuous Feedback



**Effective People Management to Ensure Client Fit**

- Recruitment Outsourcing
- Documentation
- Internal Screening
- CV shortlisting
- Interview
- Orientation
- Grooming
- Training
- Visa Processing
- Travel & Ticketing
- Career Counseling

# Comprehensive Services: Expanding Global Mobility Solutions



## Doorstep Services

Convenient doorstep services for hassle-free application submissions, biometric enrolment, and document verification, bringing government services directly to the applicant's doorstep for added convenience and accessibility



## Passport & Consular Services

Adaptable administrative solutions to efficiently manage passport and consular services at consulates & embassies



## DuVisas

DuVisas Partner Portal is a secure digital platform designed to provide partners with exclusive offers, faster visa processing, real-time application tracking, and confidential data management



## Global Company Formation

Streamlined company formation services, offering comprehensive solutions for registering businesses and obtaining necessary permits and licenses with ease



## Tourism & Trade Support for Client Governments

Travel and tourism promotion services for national tourism authorities



## Public Services

Public services delivered through technology-driven one-stop-shop service centres, digital channels and doorstep services.

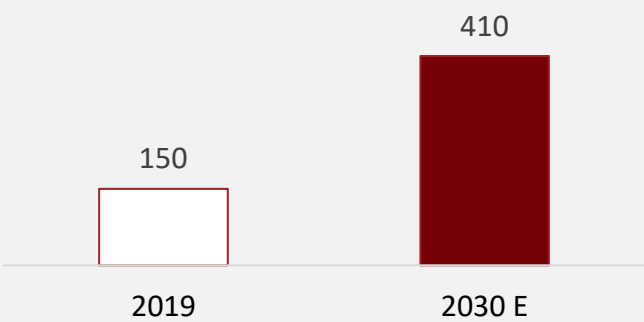




## Key factors contributing to the growth of out bound tourism

- Rising Disposable Income
- Advancements in access and technology
- Globalization & Interconnectivity
- Shifting lifestyles & priorities
- Social Media & Travel Influencers
- Government Initiatives

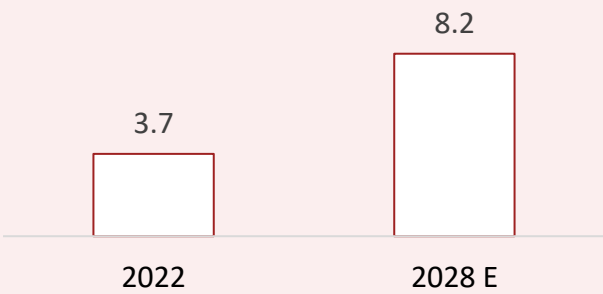
## India's Travel Expenditure



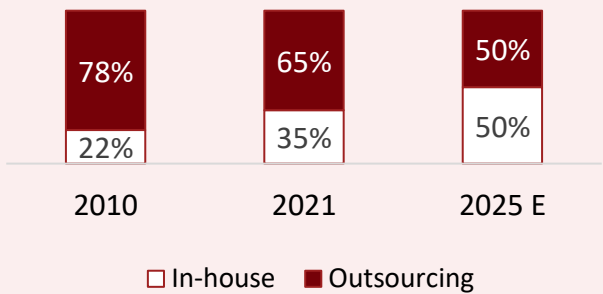
## Growth Trends in the Visa Industry

- **Global travel is rebounding strongly** post-COVID, with both tourism and business mobility driving unprecedented visa demand
- **Embassies are under strain** with limited manpower and rising application volumes - making outsourcing a necessity, not a choice
- **Technology is transforming visa services:** eVisas, biometric authentication, AI-based risk profiling, and digital document verification are setting new standards
- **Governments are shifting from in-house to outsourced models** to improve speed, accuracy, and customer experience
- **Visa processing is becoming a high-growth sector**, backed by recurring revenue potential and scalable global opportunities
- **Security, compliance, and fraud detection** are key focus areas - outsourced providers offer advanced capabilities that many embassies lack internally
- **Outsourcing also offers global coverage**, making visa processing more accessible in regions where embassies or consulates are underrepresented or overwhelmed

## Global Visa Industry (is USD Bn)



## Global Visa In-house and Outsourced (%)



## Key Pain Points Faced by Embassies & Governments

- ✓ Limited Manpower
- ✓ Exponentially rising Demand
- ✓ Limited understanding of local documentation
- ✓ Large document set but limited processing time – limited decision taking time for weeding out incorrect and false applications
- ✓ Fraudulent applications for illegal immigration
- ✓ Limited checks and balance for identifying genuine travelers
- ✓ No intelligence on legal cases or other issues regarding traveler

## Why DU Global is Positioned as a Disruptor

- **Large, Growing Market:**  
Only 35% of visa processing is outsourced – massive headroom
- **Technology Edge:**  
DU Verify - AI-based document & applicant verification
- **eVisa & ePassport Ready:**  
Shift from physical to digital is accelerating
- **Integrated Risk Intelligence:**  
DU offers real-time flagging & document scoring (Green/Amber/Red)
- **Government Shift:**  
Many post-COVID contracts being re-evaluated – opportunity for tech-forward players
- **Key Players:**  
VFS, BLS, GDIT (US), TLScontact (France), Almoviva (Italy), and DU Global (India)



**DU Global is well-positioned to Capitalize on a Global shift toward Tech-enabled, Outsourced Visa and Immigration Services - easing processes for both Governments and Travelers.**



*Growth & Strategy*



# Why DU Global?



## Trusted Partner to Governments and Embassies

- Operating in **6 countries - India, UAE, Thailand, South Korea, Bangladesh & Sri Lanka** and serving **India MEA** missions across **South Korea, Thailand**
- Operates **35+ centres across 6 countries**, showcasing global reliability, compliance, and delivery excellence.

## Proprietary Technology Platforms - DuVerify & DuVisas

- **DuVerify:** AI/ML-powered identity and document verification platform integrated with government systems in **Georgia and South Korea**.
- **DuVisas:** Partner automation portal enabling travel agents and partners to process visa applications seamlessly

## Comprehensive Global Mobility Ecosystem

- One-stop platform offering **visa processing, verification, UAE Golden Visa, company formation, and recruitment outsourcing**.
- Simplifies **end-to-end cross-border mobility** for individuals, corporates, and governments.



## First-Mover in Digital Verification & eGovernance Solutions

- Among the **first Indian companies** to deploy **AI-based eVerification and risk-scoring systems** integrated with embassy networks.
- Positioned to lead in upcoming **digital transformation & eGovernance opportunities** globally.

## Premium Value-Added Customer Experience

- Innovative offerings such as **Mobile Biometrics, Premium Lounge Access, and Visa @ Your Doorstep**.
- Prioritizes traveler **comfort, convenience, and real-time tracking** for enhanced satisfaction.

## Strong Governance, Leadership & Compliance

- Led by **industry veterans with 30+ years' experience** across travel, aviation, and technology sectors.
- Backed by **ISO/IEC certifications** (27001, 27701, 9001, 14001, 23026) ensuring quality, security, and privacy

DU Global is entering a high-growth phase, expanding global partnerships and scaling its digital platforms across new markets.

With strong technology capabilities and an organised approach to global recruitment, the company is redefining how governments and enterprises manage mobility and verification.

## 1 Expanding Global Presence and Government Partnerships

- Strengthening global footprint through new MEA and embassy contracts across Europe, the Middle East, and Asia.
- Now eligible for all government tenders and competing effectively with global peers.
- Positioned as a trusted international partner for visa and consular services.
- Building a strong base of recurring and long-term government business.

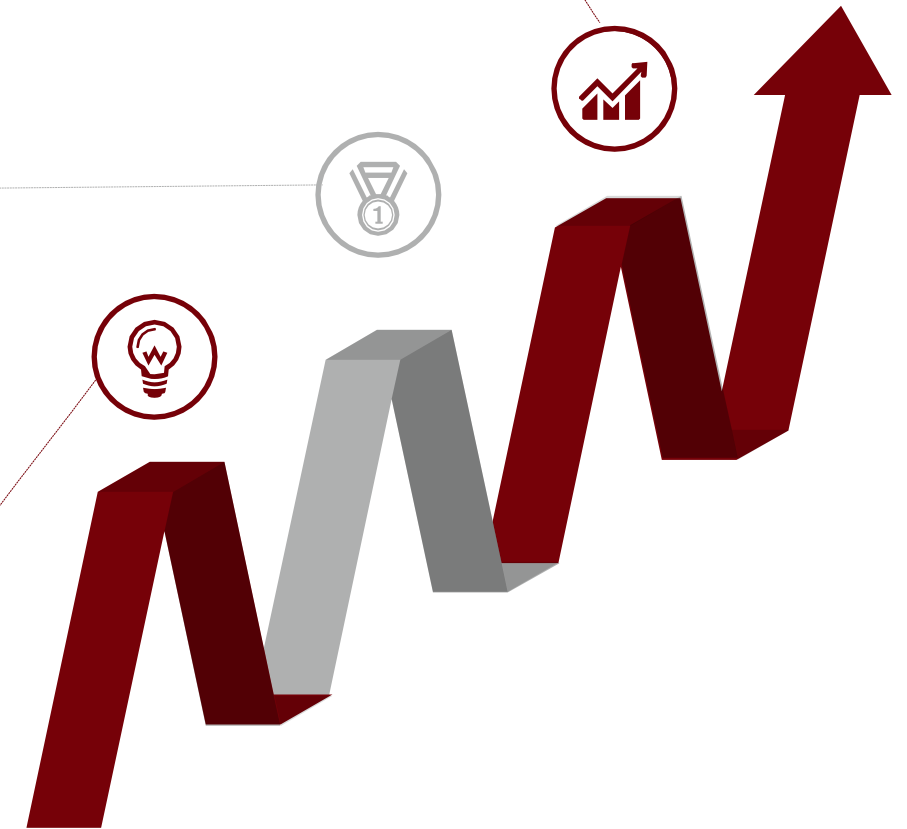
## 2 Scaling Digital Platforms – DuVerify and DuVisas

- DuVerify successfully implemented in Georgia and South Korea, proving global scalability.
- Designed for rapid deployment across new countries and use cases.
- DuVisas creating a connected ecosystem for partners, agents, and embassies.
- Positioning DU Global as a technology-led global player in digital verification and eGovernance with multi-industry potential.

## 3 Organising the Global Recruitment Market

- Developing a structured, compliant, and technology-enabled manpower supply chain.
- Solving major pain points for international employers in an unorganised market.
- Leveraging India's talent strength to become a reliable global recruitment provider.
- Creating one of the most scalable and impactful business verticals in DU Global's portfolio.

Disrupt the Travel Industry



# Focused approach on Marketing across medias



## Earned Media

- Media Relations: Ongoing, focusing on company profiling, media relationships, key spokesperson, and authored articles.
- Blogger Relations: Targeting industry influencers, set to launch.
- Influencer Relations: Initiated, Q2 launch to boost brand presence.

## Paid Media

- Advertising: High-impact campaigns across multiple platforms.
- Banner Ads: Continuous, targeted deployment.
- Google Ads: Actively optimized for maximum ROI.
- Affiliate Marketing: Strong partnerships with high-traffic affiliates.

## Shared Media

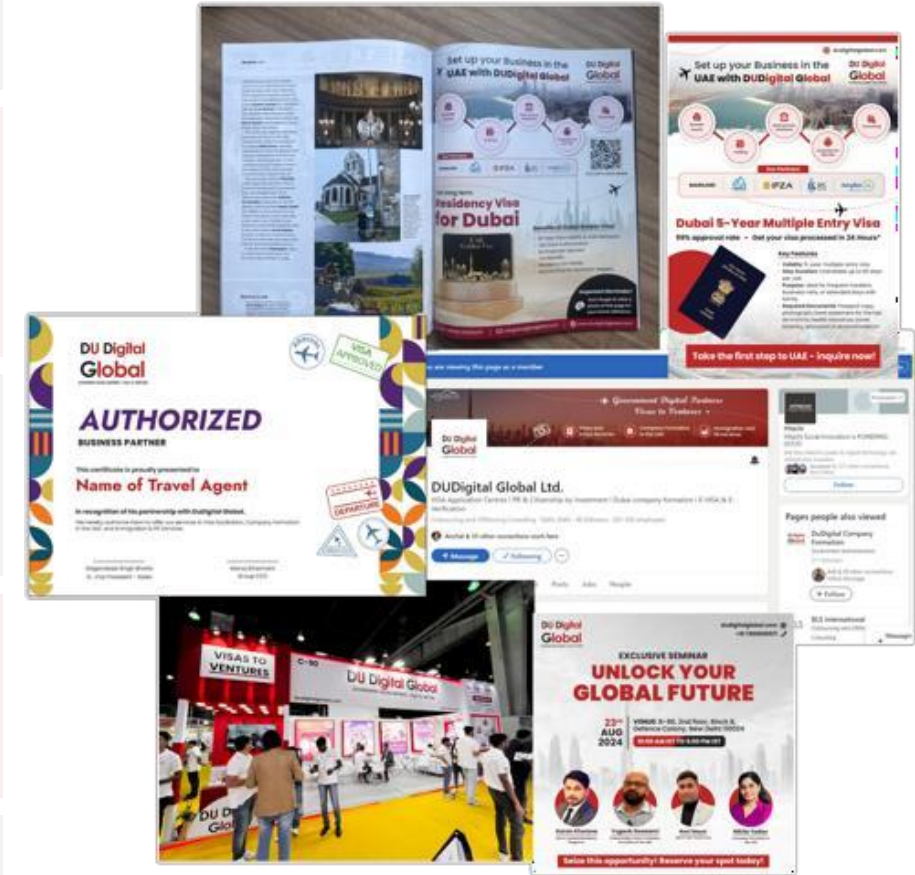
- Social Media: Uniform, strategic presence with engaging content.
- Word of Mouth: Gathering testimonials, tracking NPS.
- Referral Programs: Launching soon to reward customer referrals.

## Owned Media

- Website: SEO-centric strategy, regular updates, planned UI/UX enhancements.
- Blogs: Fresh, SEO-optimized content to drive organic traffic.
- Content Optimization: Ongoing to enhance engagement and visibility

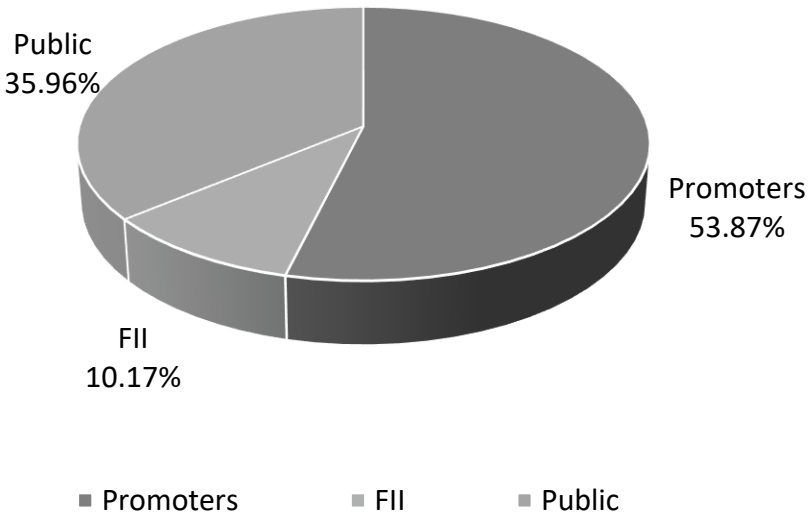
## Branding

- Brand Consistency: Ensuring uniform branding & strengthen brand identity
- Brand Guidelines: Consistent application of the brand across all mediums
- Partner Location Branding: Marketing collaterals to boost brand visibility





Shareholding Pattern (as on September - 25)



Script Related Information (as on 19<sup>th</sup> November 2025)

NSE Code	DUGLOBAL
CMP (Rs)	29.55
Market Cap (Rs Cr)	212.28
Shares O/s (Cr)	7.18
Face Value (Rs)	2.00
Average Trading Volume ('000)	27



Visa  
Application



PR and  
Immigration



# *Thank you*



Tenant  
Verification



Travel  
Package

## Contact Us



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