

Date: November 7, 2024

To,
National Stock Exchange of India Ltd,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai- 400051
Maharashtra, India.

Scrip: FIDEL

SUB: Updates on conference call with Investors and Analysts on the unaudited Financial Results for the quarter and half year ended September 30, 2024 & Link

Ref: Reg 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015

Dear Sir/Madam,

Please find enclosed presentation for the Investors call scheduled for Thursday – November 7, 2024, at 16.00 hrs. IST to discuss the Financial Results for the quarter and half year ended September 30, 2024, with participants. Request you to note the link to join the call is as follows:

The link to join the call is as follows:

Express Join with DiamondPass™ No Wait Time

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=9685415&linkSecurityString=3f6ec056c7>

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International Toll Free		
Argentina 0080014243444	Japan 00531161110	
Australia 1800053698	Netherlands 08000229808	
Belgium 0080014243444	Poland 008001124248	
Canada 01180014243444	Singapore 8001012045	
China 4008428405	South Korea 00180014243444	
France 0800914745	Sweden 0080014243444	
Germany 0080014243444	Thailand 00180014243444	
Hong Kong 800964448	UK 08081011573	
Italy 0080014243444	USA 18667462133	

Request you to take this on your record.

Thanking you.

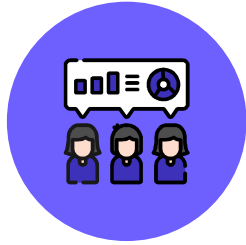
Yours faithfully,
For Fidel Softech Limited

Sneha Ratnaparkhi
Company Secretary
(A42657)

Investor Presentation

FIDEL SOFTECH Limited – Q2 and Half year
ended as on September 30, 2024





WHO WE ARE

Fidel assists clients to go global with Innovative technology driven solutions, services & last mile delivery In local languages

Our Vision

Fidel is working toward breaking Language barriers and making technology available in local languages

Our Mission

To be recognized as world's best LangTech services company, making Linguistic inclusion possible for Technology solutions.



OUR OFFERINGS

IT & Consulting Services

Enterprise Solution & Services Implementation
Cloud, Security & Managed Services
Digital Transformation Services
Bilingual Staffing & Consulting services

Language Localization & Engineering Services

Software localization & engineering services
Translation, MTPE & Interpretation services
AI-ML , multilingual LLM related services

Other Consulting Services (new)

Japan – India business consulting services

Certifications & memberships

ISO 9001:2015



ISO/IEC 27001:2013



ISO 17100:2015



ISO 18587:2017



Deccan Chamber Of
Commerce Industries &
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nasscom



DUN & BRADSTREET



Key HIGHLIGHTS FOR Q2 FY 24-25

01

Revenue / PBIT

13.82 CR INR / 3.19 CR INR

02

QoQ Growth

10.86% revenue growth over Q1 of FY 24-25

03

YoY Growth – previous year Q2

44.7 % revenue growth over Q2 of FY 23-24 & 40% revenue growth over H1 of FY 23-24

04

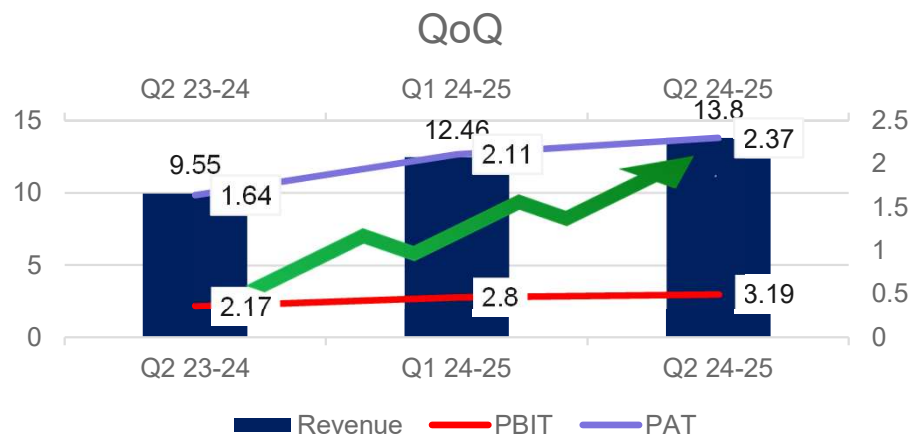
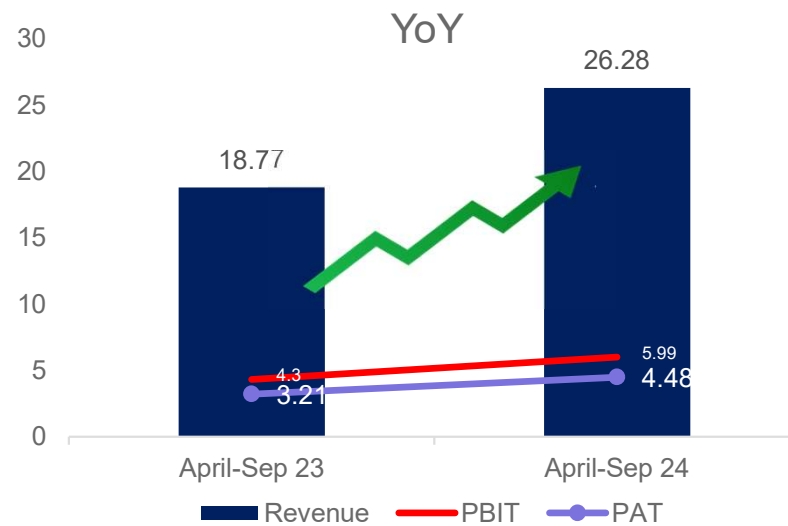
Highlight

- Establishment of WOS in USA
- MOU with IM Corporation Japan
- Delhi Branch
- Multilingual Website
- 14 new customers added

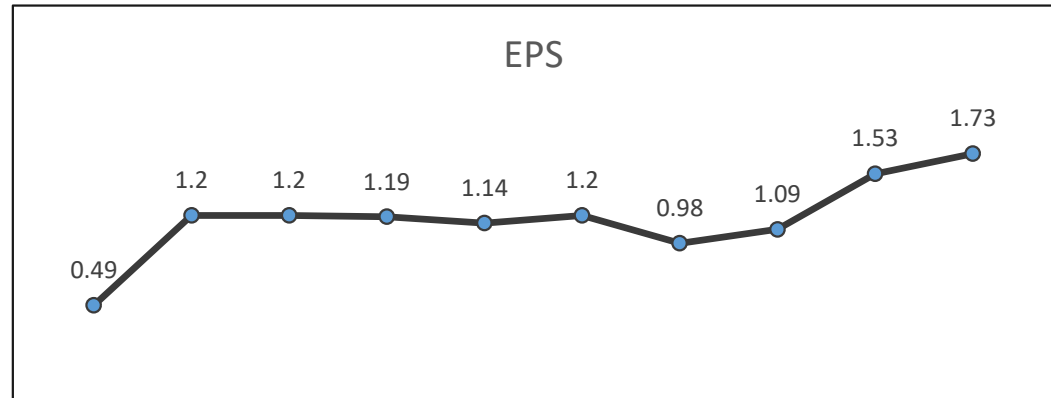
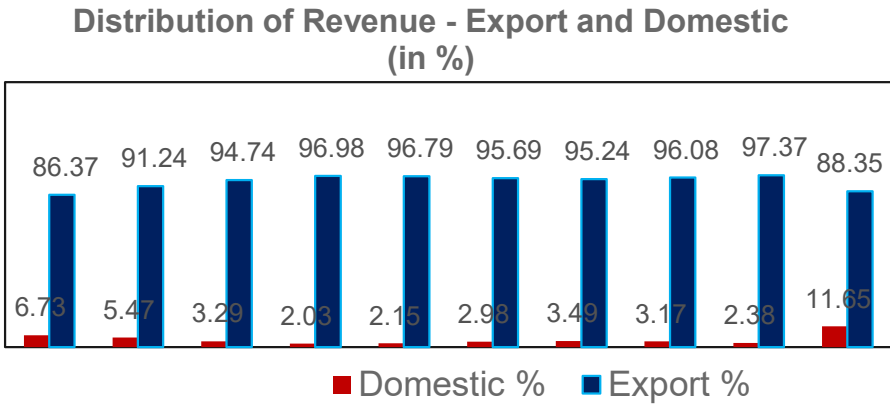
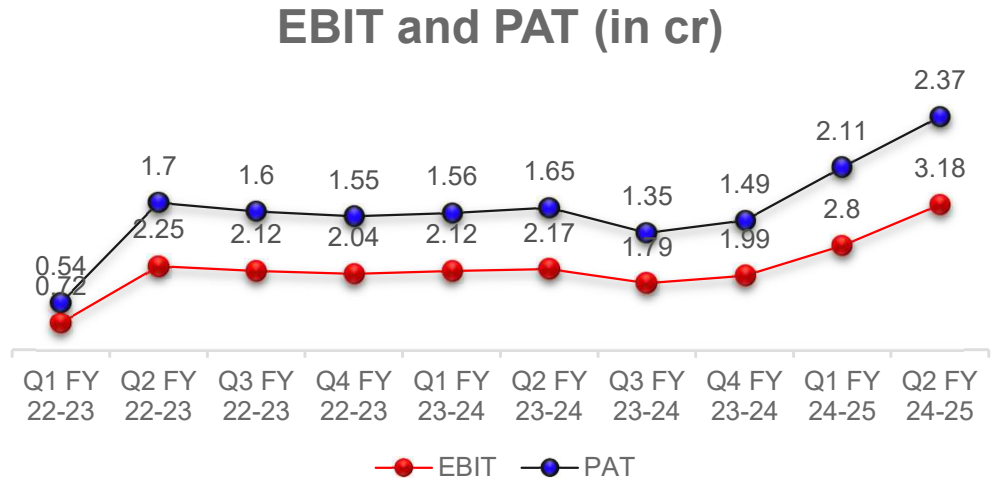
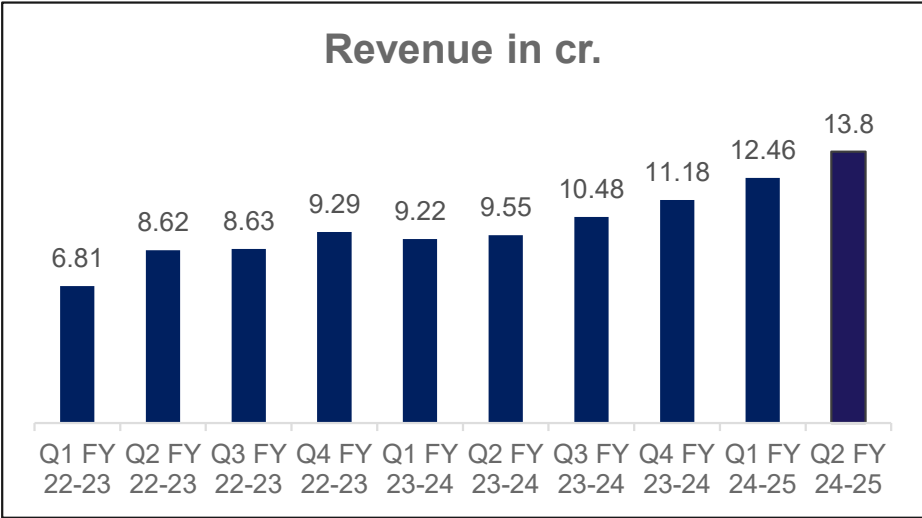
Financial results YoY and QoQ (Rs.in CR)

Particulars	Revenues	PBIT	PAT
April-Sep 24	26.28	5.99	4.48 (39.62%)
April - Sep 23	18.77	4.30	3.21

Particulars	Revenues	PBIT	PAT
Q2 FY 24-25	13.82	3.19	2.37 (12.45%)
Q1 FY 24-25	12.46	2.80	2.11
Q2 FY 23-24	9.55	2.17	1.64



Consistent performance -10 consecutive Quarters

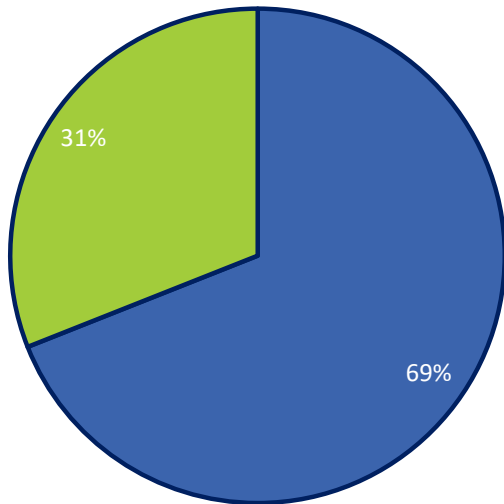


Key FIGURES

Particulars	Apr- Sept 2024(CR)	Apr- Sept 2023(CR)
Revenue	26.28	18.77
EBITDA	6.06	4.40
Profit Before tax	5.99	4.30
PBT %	22.81%	22.92%
Profit After tax	4.48	3.21
PAT%	17.05%	17.10%
EPS	3.26	2.33

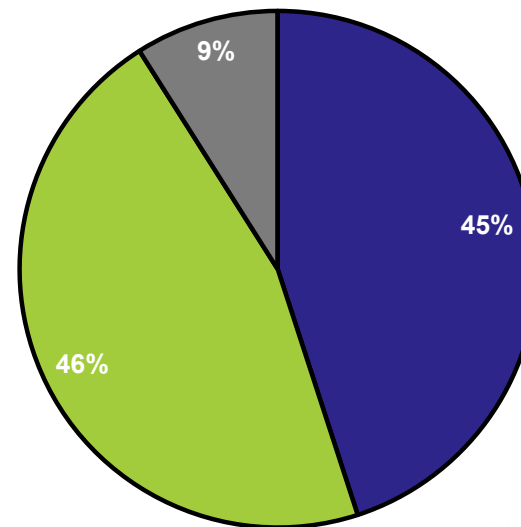
DIVISION wise & REGION wise Sales Q2

SALES – DIVISION WISE



■ Localization ■ IT & Consulting

SALES-REGION WISE



■ APAC ■ EMEA ■ United States

- Continue to see an opportunity to upsell in the US geography
- Language localization & Tech Consulting focus

Market Snapshot (as of 30 September 2024-Share Price 147)



Market Capitalization

202.13 CR

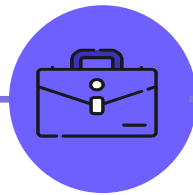


Market Cap after
IPO (June 2022)
– 50 cr



Earnings per Share (half year)

3.26



52 weeks high/low

161.00/86



ROI from Issue price

140% (Base price 61)

Absolute return – 140%
Annualized return – 70%



Business overview

Q2 OVERVIEW

- This quarter Fidel delivered product internationalization support to a listed Indian firm supporting in 11 global languages
- Then we successfully delivered an end-to-end implementation of Infor Syteline project in Japan geography for a US manufacturing client.
- The Hyderabad office operations continue to be steady and show incremental progress.
- Fidel has also initiated technical partnerships with E2E (API GPU Cloud & data center provider) to support its managed services & infrastructure support practice.
- This quarter Fidel signed up MOU with a Japanese firm for supporting their dev team for migration of application to cloud.
- Others:
 - Fidel helped leading IT firm achieve better UX enhanced communication & improved data security
 - Optimized internal operations / HR with automation
 - Fidel to expand global footprint with opening of new office at USA
 - Multilingual Website update

THOUGHT LEADERSHIP

- Fidel participated last quarter in various forums as part of business development / showcasing its competencies as well as share thought leadership
- Some of the details are as below
 - **CITLOB** – Confederation of Indian Translation, Localization Organization & Business – where Fidel showcased and shared challenges around AI and machine translation
 - **Indian mobile congress Delhi**
 - **Indo Japanese Business Council (IJBC) meetup**
- Fidel continues to participate in forums and shares ideas around Language, AI, Technologies

Business outlook -1

This is our straight **10th quarter** where we continue to better than our previous quarter. We have been adding to our cash reserves the free cash flow generated during the period. Our EPS is improving, and we are focusedly working on further improving the EPS to double digits.

The outlook is fairly positive. At the outset of this year, we had decided to plan to pursue an avg sequential 8-10% growth per quarter and for H1 we achieved an avg of sequential 10%+ growth. Our focus on account management is helping us to get better insight and visibility in some of our strategic accounts that we have marked for future growth.

We are seeing some traction & increase in queries for Infor Syteline practice. We are also seeing scope for language engineering services.

While business from Japan is stable, we also continue to focus on India / US-Europe geographies to tap new business. We have set up a US subsidiary and have started reaching out to US clients for more opportunities

Fidel also setup a MOU with a Japanese client for a 15 month project and should see some traction from Q4 onwards

Business outlook -2

- We see opportunities in managed services, e-learning localization & synthetic voiceover & enterprise solutions. Our new Japan – India consulting practice is also showing some traction. We have also participated in few govt related RFPs.

We continue to invest in building digital marketing presence and sales engine

We are looking at few inorganic growth opportunities for growth. While we are not rushing, we are exploring new complimentary competencies, geographies and scale.

We also focus on building & training our next level of leadership team comprising of 25+ members who are the cohesive force behind the consistent & sustainable growth.

We are cautiously positive about the economic outlook and continue to focus on building and expanding our core competencies as well as increase opportunities to expand into new geographies through new partnerships.



Other Updates

HR – Events - News

Sr. No	Outreach Programmes
1	Fidel at SAMVĀD: CITLoB's Annual Conference 2024
2	Fidel at India-Japan Business Conference 2024
3	Fidel at 9th GES (Global Economic Summit) , Mumbai
4	Fidel at AI for Care Summit: Shaping the Future of Healthcare and Lifesciences
5	Money Expo India 2024 Insights: Fidel Softech
6	Fidel at PSU Leadership Conclave & Awards 2024, New Delhi
7	Fidel Participates in Global Fintech Fest (GFF) 2024 –
8	Fidel received good response at BankTechX 2024, Mumbai



Fidel CEO, Sunil Kulkarni, Honored by “*Exemplary Leadership*” Award



Fidel Expands Global Footprint with New Office in the United States

Business Delegation from IJBC and ICOSA Visits Fidel



Pragati Leadership ISLA 2024 Awards



Fidel Offsite Event 2024



Fidel at TechSpark 2024, Bengaluru



Fidel at SAMVĀD: CITLoB's Annual Conference 2024



Hyderabad Dinner Meetup-2024



Post Monsoon Picnic - 2024



Annual Get-together and Award - 2024



Independence day Celebration - 2024

THANKS

Fidel Softech Ltd – www.fidelsoftech.com



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