# Investors PRESENTATION Q2 – 2023-24



#### हिंदी తెలుగు 日本語 русский Français ଓଡ଼ିଆ Deutsch संस्कृत ພາສາລາວ português **HF**Fidel Softech தமிழ் বাংলা ಕನ್ನಡ मराठी Español ગુજરાતી ਪੰਜਾਬੀ English 한국어 سنڌي 中文

# Company Overview

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Fidel Softech Ltd. is leading LangTech services provider and India's first publicly listed SME in this segment. Fidel specializes in integrating Languages with Technology solutions (Lang+Tech). With a pool of professionals specialized in LangTech, Fidel provides its services to global clientele, which includes many Fortune 500 companies.

Fidel Offer's Localization Services for 200+ languages including, Indian, European, Asian, Middle East and African language. Many global software solutions and product companies rely on Fidel for their product localization needs. Fidel is Authorized Language Partner of SAP, the leading global ERP solution.

Quality of services that Fidel provides is best in its category and a major differentiator. Fidel follows ISO9001, ISO27001, ISO17100, ISO18587 certified processes to deliver exceptional customer experience.

Fidel also specializes in Japan geography and has 2 decades of experience of working with Japanese clients and has a good understanding of Japanese market.



# Key Management





Sunil Kulkarni Founder & CEO

Sunil is an entrepreneur with a passion for creating new products and markets. He has worked closely with the Japanese & Asian markets to grow Fidel into a mid-size firm with focus on core areas of Software development, Consulting & language engineering.

Sunil is a Japanese bilingual with a graduation in Mechanical Engineering. He is based out of Tokyo from 1997, recipient of MIT (Boston) Technical Japanese scholarship (1996) and is actively involved in bridging Japan – India business & technology initiatives.



Prachi Kulkarni Managing Director 20+ years of exp.



Mandar Inamdar COO

25 years of exp.



Sushrut Potdar CTO

25 years of Exp.

# Board of Directors





Shyamak Sunil Kulkarni Non-Executive Director



#### Pradeep Dharane Independent Director

25+ years of Exp. in technical and business leadership in the US and India.



#### Dr. Apurva Joshi Independent Director

A featured Entrepreneur in Rashmi Bansal's "Arise, Awake". She is a Qualified Independent Director from IICA.



#### Dr. Girish Desai Independent Director

He is the Executive Director of the Pimpri Chinchwad Education Trust (PCET)

# Corporate Philosophy





#### **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 services





Language Engineering Services

- Software Localization
- $_{\odot}$  Video Localization
- Data creation, Transcription & annotation
- Language engineering



**Enterprise IT Services** 

- Digital transformation
  /Digital technologies
- Enterprise Product
  Implementation
  (ServiceNow / Infor)
- AI-ML, data analytics
- Bilingual Consulting/
  Resourcing

**Other Services** 

- $\circ$  Security (VAPT
  - testing)
- Managed Infra
  - services
- $\circ$  Product development
  - as a service
- FIX connectivity & training



## Certification



#### ISO 9001:2015 ISO/IEC 27001:2013 ISO 17100:2015 ISO 18587:2017 STANDARDS STANDARDS DNV DNV MANAGEMENT SYSTEM MANAGEMENT SYSTEM CERTIFICATE CERTIFICATE CERTIFICATE CERTIFICATE the B setting the Report the The Austrian Damateria plan Graff (particular look) in accordance with IND/ICC 178902 reasons the conditions. The Australe Bandoole play Grath (serification loop) is according with INC/INC 17860 insure this cardificate. Man Drive and Land Calling on an approved Constant of the Table and the other state The local data and the local dat Witness 202 - (7 Advanced of Autor of certificate. Film Bottem Limited Frax Sufers Limited Autor of certificate Matach IT Park 3, 2nd flow. West array, Kalpari hagar, 171212 Para, Irola Manuft IT Park 3, 2nd flow. West using. Kalyars Impo. 071212 Parm. India. This is to certify that the management system of This is to certify that the management system of 133 1967 3917-04-01 Translation services - Post-adding of reactive translation subject - Regurements ISIC 17100 2016-06-01 Translation services - Peopularments An Astrobation **Distribution** Fidel Softech Pvt. Ltd. Fidel Softech Pvt. Ltd. The certificate stress the coolsering of the service lasse with the requirements of the standard references! The certificate addets the confirming of the service losse with the requirements of the standard references? Martart IT Park 3. 2nd Floir: West Wing, Katyani Nagar, Pure-411014, Maharashtra. India Marsort IT Park 3. 2nd Floir, West Wing, Kalyani Nagar, Pure-411014, Maharanthra. India Terelator service - Postading of marine herelator adjut Travolution assume dervice: dervice. has been found to conform in the Information Security Management System standard. has been found to confirm to the Quality Management System standard ISO/IEC 27001:2013 ISO 9001:2015 This certificate anillas the holder of the certificate is use the following conformity mass Mark of contention This pertitionly written the holder of the samillants to use the following Mark of contenently: conformity man This certificate is used for the fallowing acapet This certificate is sald for the following scoper-LIES 10 S Management of information security pertaining to design, development, examinance and propert numsperient of software and localization systems in association with the statement of applicability exemitian no. 2.4 dance 17st Jan 2022 Design, development and maintenance of software and localization systems Sate of issue 10001-001-01 Sale of issue 10000-000-01 Date of trained teacord 0003-88-81 Date of trained teacord 0003-88-81 2008-86-34 2008-86-34 these of expiry: Suite of expiry: Theorem of Persons (84) Theorem, 10 Peterson, (84) () Dr. Peter Annal Dreater Carillians Dr. Peter Annal Dreater Carillogia Lowestern Dariust Lowesses Barlust hides Sectors in Sect. Transmiss 30.4 (10) 700, resumption of the sectors of higher Sectors in the Contemporary St. & 170, 200, percent to excitence of Control Margin Control of Barriel & Residence Symposium Residence Annual Science (Section 2014) (2014) Internet Section (Science Science Sc Cold Tr. Margari, T. Schlader, M. & Barris, M. & Barri

Fidel Softech

### Members



#### We are proud Members of

# nasscom





- National Association of Software and Service Companies



- Globalization and Localization Association



- Translators without Borders (TWB)





# Key Figures – Q2 FY24



#### INR in Lakhs Particulars Q1 FY24 Q2 FY23 Q2 FY24 936.96 879.76 Revenue 996.30 ₹ EBITDA 222.56 217.50 233.51 % 22% 23% 27% Profit Before Tax ₹ 212.85 226.08 217.32 % 21.8% 22.7% 25.7% ₹ Profit After Tax 164.85 156.21 169.59 % 16.5% 16.7% 19.3% EPS 1.20 1.14 1.37

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#### YTD FY24 vs YTD FY23



# Key Figures – YTD FY24



#### INR in Lakhs

Partici	ulars	YTD FY24	YTD FY23
Revenue		1933.27	1575.50
EBITDA	₹	440.06	307.68
	%	22.8%	19.5%
Profit Before Tax	₹	430.17	298.29
	%	22.3%	18.9%
Profit After Tax	₹	321.07	223.27
	%	16.6%	14.2%
EPS		2.33	1.81

#### **Business Overview**

**Total Revenues** 

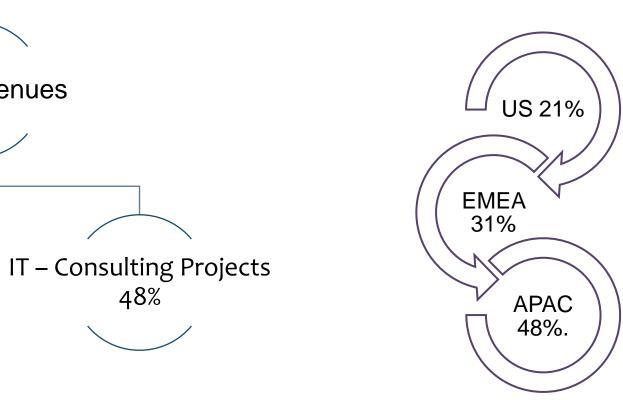
✓ The breakup of revenue

Localization (Language

centric Projects) 52%



**Geographical breakup** 





## Strategic updates



# Business Overview– Q2 FY24

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#### Some of the key wins / initiatives for the Q2 FY24 are:

New Business and Deals Perspective

- a. Fidel sees increase in business with its UK based client for ServiceNow. Also, the business with e-sports and gaming client in Europe continues to grow.
- Fidel also saw an increase in Japan business where it helped its strategic client to setup a support center in Japan. The team size in Q1 and Q2 put together has grown to almost 15 members now.
- c. Fidel's key localization and language client grew with additional win from PSU and premium educational institutes for Indian language support.
- d. Added 5 new clients from US and India geography.
- e. Fidel continues to offer security VAPT services to its US clients security being an area of focus (cont..)

### Business Overview– Q2 FY24 (Continued)



Some of the key wins/ initiatives for the quarter are :

Competencies and Strength building

- a. Fidel increased its hiring on 2 fronts. On Sales front it has now added senior sales with a focus on US geography, also a senior sales to focus on Indian govt initiatives. On delivery front, it hired few senior members for pre-sales, program management and few key technical positions. The results will be seen in coming quarters
- b. Fidel selected and started implemented an ERP for localization. This is to have a better control and improve efficiency on localization projects.
- c. 19 certifications around digital transformation, cloud technologies achieved in Q2 Marketing and business development
- Fidel participated in some domestic and international events like NASSCOM, Indo-Japan Business Council (IJBC), Machine Translation (MT) summit, GlobalSake (Localization) events, to name a few, resulting in branding as well as new lead generation.
- i. Fidel's digital presence for the quarter broadened and increased with 45K+ social media views, 25+ articles and blogs, ensuing 30+ meaningful enquiries/contacts.

#### Outlook#1



#### Overall outlook is very positive:

- ✓ While the growth is moderate in initial Q1-Q2, we have firmly moved beyond the INR 8 CR /Q band and further increased to around INR 9.5-10 CR band. Plans to sustain at the same level and grow based on the traction we continue to experience in different markets
  - Asia Japan continues to show growth. Fidel also deepened its relations with a renowned Japanese electronic corporation and signed up a new contract.
  - ✓ US Fidel revived its relations with the largest US based e-commerce company and bagged new project for Q3-Q4
  - ✓ ME We received some positive queries this year around security and enterprise products (plus the local services are needed in Arabic which we offer) and see some traction

Overall a healthy pipeline and order booking of projects



- With the sales and marketing team now in place, we will see more spend of the IPO proceeds in next 12-18 months. These would be in the form of working POCs, participation in events, digital marketing, hiring and other customer engagement initiatives.
  - ✓ Fidel participated in language localization & tech events in Oct in the US as well as ME (GITEX Dubai). This will result in more traction in coming months.
- ✓ We see good interest around multilingual data collection, data modelling for training AI engines
- $\checkmark$  Our offerings have moved beyond language & engineering services and include
  - ✓ Enterprise product services ServiceNow / Infor Syteline / Mulesoft
  - ✓ Security Consulting services
  - ✓ Bilingual Managed services

\*\* We continue to expand the services portfolio as we partner with clients and sign MOUs

✓ Lastly as per the note on NSE Emerge website, Fidel also sees a decrease in lot size of 1000

shares from Oct 30 onwards, ensuring more liquidity



### Other Updates



### **D&B** Registration

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Fidel Softech Limited		A BRADSTREET		

Member Since: 2010/03/11

dun&bradstreet

#### **Corporate Information**

Business Address:	2nd Floor, West Wing, Marisoft IT Park 3, Marisoft IT Park East Avenue, Cybage Software Private Limited, Unit 202, Pune, Maharashtra, 411014, India
Tel:	+91 (20) 49007800
Main Website:	http://www.fidelsoftech.com
Email Address:	prachi.kulkarni@fixsol.com
Employee Size (Range):	26-50
Export:	yes

#### **Registration Information**

Line of Business:	Engaged in implementing innovative technology solutions & services, content localization services, manpower staffing services and other related services.	
SIC Codes:	73730100 - Provides systems software development services	
Business Type:	Private Limited Company	
Date of Registration:	2004	
Registration Number:	Certificate of Incorporation U72200PN2004PLC020061	

D-U-N-S<sup>®</sup> REGISTERED<sup>®</sup>

#### **D&B** Information

#### **Key Employees**

650487429 DUNS Number: Credit Report Availability: On Demand Managing Director:

Ms. Prachi Kulkarni

# Outreach Programs#1





# Outreach Programs#2



### Client interaction



### Employee Engagements - Q2







# Thank You!

