: www.fidelsoftech.com
: info@fidelsoftech.com
: +91-20-49007800

January 30, 2025

From the desk of our Managing Director

- Q3 of FY 24-25 recorded 14.15 cr revenue and PBIT of 2.37 cr.

- 39.58 % revenue growth over YoY of 23-24 & 40% revenue growth over 9 months (Apr-Dec) of FY 23-24

Fidel has achieved good set of numbers on cumulative basis for 9 months compared with same period last year as well as with FY24 annual numbers.

Financial Highlight for Q3 (Oct-Dec) FY24-25

(₹ in Cr.)

Particulars	Q3 2024-25	Q2 2024-25	Q3 2023-24
Revenue	14.15	13.82	10.13
PBIT	2.37	3.19	1.79
PAT	1.79	2.37	1.35
EPS	1.30	1.73	0.98

➢ **Key Highlights for Q3 (Oct-Dec) FY24-25**

- By Q3, we have already covered last year's total revenues and PAT having an entire quarter (Q4) for growth.
- US office business commenced with new order. We are encouraging new clients to establish contracts through our US office.
- We are considering an inorganic growth opportunity by initiating the process of the acquisition of Fidel Technologies KK, Japan. Board is also reviewing the acquisition report and give feedback on the same by next board meeting. The acquisition is subject to shareholders approval in upcoming shareholders meeting. Upon approval, This will further add to the topline & bottom line from next fiscal year.
- 13 new customers added during Q3
- Payroll process automation and optimization process completed.
- We have set-up in-house lead generation team & together with our digital marketing focus we see an increase in leads.

➢ **44 new hirings during Q3**

➢ **Way forward**

- We will achieve this year's target of 30-40% growth and continue to plan for sequential QoQ growth in the next fiscal year while considering organic and inorganic growth opportunities.
- We recently won a project for data collection and training of AI engine. The data is for 8 district dialects of Marathi Language.
- While there are rapid changes in the market due to AI, these do not affect us immediately or directly. We have initiated building POCs of AI agents for our clients. We continue to see opportunities in data collection / creation / modelling for companies building LLMs.
- We are cautiously positive about the economic outlook and continue to focus on building and expanding our core competencies as well as increasing opportunities to expand into new geographies through new partnerships. We continue to seek inorganic growth opportunities as well for growth. We continue to

: www.fidelsoftech.com
: info@fidelsoftech.com
: +91-20-49007800

focus on improving than proving.

Thank You.

Disclaimer

This note may contain "forward-looking statements" – these are statements related to future. In this context forward-looking statements often address our expected future business and financial performance and may contain words such as "expects, anticipates, intends, plans, believes, seeks, should or Will.' For us uncertainties may arise from fluctuations in forex, increase in recruitment costs, attrition in key positions and other factors affecting the demand including those of a political, economic, business, competitive or regulatory nature. Actual future results may differ substantially or materially than those expressed in our note.