Fidel Softech

Investor Presentation

Fidel Softech Limited –H1 and Q2 2025-26

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 driven solutions & services available in local languages

Our Mission

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

Fidel Softech

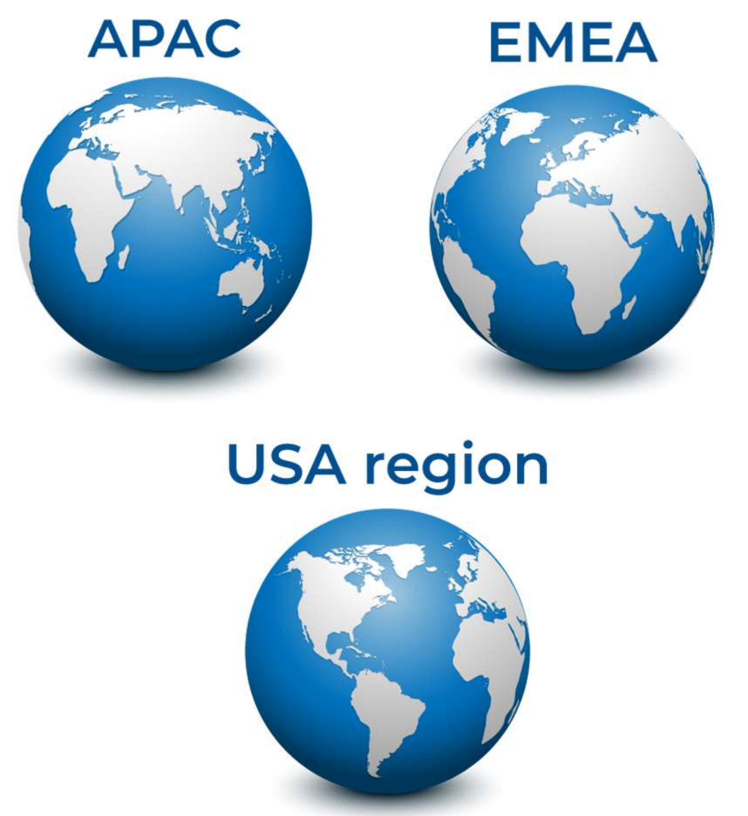
OUR OFFERINGS..

IT & Consulting Services
- Enterprise Solns, FinTech Solution & AI-enabled Servi
- Cloud, Security, Infra & Application managed services
- Bilingual IT Consulting & Staffing

Language Localization & Engineering
- Software Localization & Translation
- MTPE, Interpretation & Multilingual LLM Services
- Data pipeline, annotation, transcription services

Other Consulting Services
- Japan–India Business Consulting

ACROSS THE GLOBE:



Fidel Softech

CERTIFICATES AND MEMBERSHIP


DNV

MANAGEMENT SYSTEM CERTIFICATE

Certificate no.: 194505-2016-AIS-IND-UKAS
Initial certification date: 02 March 2016
Valid: 02 March 2025 – 01 March 2028

This is to certify that the management system of
Fidel Softech Limited
Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India

has been found to conform to the Information Security Management System standard:
ISO/IEC 27001:2022

This certificate is valid for the following scope:
Management of information security pertaining to design, development, maintenance and project management of software and localization systems in accordance with the statement of applicability version no. V2.6, dated 20-12-2024

Place and date:
London, 23 February 2025

For the issuing office:
DNV - Business Assurance
5th Floor, Vivo Building, 30 Stamford Street, London, SE1 9LQ, United Kingdom

Erie Koek
Management Representative

Lack of fulfilment of conditions as set out in the Certification Agreement may render this Certificate invalid.
ACCREDITED UNIT: DNV Business Assurance UK Limited, 5th Floor, Vivo Building, 30 Stamford Street, London, SE1 9LQ, United Kingdom - TEL:+44(0) 203 816 4000. www.dnv.co.uk


DNV

MANAGEMENT SYSTEM CERTIFICATE

Certificate no.: C706532
Initial certification date: 01 September 2004
Valid: 26 February 2025 – 25 February 2028

This is to certify that the management system of
Fidel Softech Limited
Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India

has been found to conform to the Quality Management System standard:
ISO 9001:2015

This certificate is valid for the following scope:
Design, development and maintenance of software and localization systems

Place and date:
Barendrecht, 25 February 2025

For the issuing office:
DNV - Business Assurance
Zwolseweg 1, 2994 LB Barendrecht, Netherlands

Erie Koek
Management Representative

Lack of fulfilment of conditions as set out in the Certification Agreement may render this Certificate invalid.
ACCREDITED UNIT: DNV Business Assurance B.V., Zwolseweg 1, 2994 LB, Barendrecht, Netherlands - TEL: +31(0)102922689. www.dnv.com/assurance


AUSTRIAN STANDARDS

CERTIFICATE

No.: S 001279

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

Holder of certificate:	Fidel Softech Limited Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India
Standard(s):	ISO 17100:2015-05-01 *Translation services - Requirements for translation services* This certificate attests the conformity of the service listed with the requirements of the standard referenced.
Service:	Translation services
Mark of conformity:	This certificate entitles the holder of the certificate to use the following conformity mark: LICS Language Industry Certification System
Date of issue:	2022-08-31
Date of initial issue:	2022-08-31
Date of expiry:	2028-08-31

Dr. Peter Jonas
Director Certification

Austrian Standards plus GmbH, Heinestrasse 38, A-1020 Wien, www.austrian-standards.at
Austrian Standards plus GmbH is a 100% subsidary of Austrian Standards International.


AUSTRIAN STANDARDS

CERTIFICATE

No.: S 001280

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

Holder of certificate:	Fidel Softech Limited Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India
Standard(s):	ISO 18587:2017-04-01 *Translation services - Post-editing of machine translation output - Requirements* This certificate attests the conformity of the service listed with the requirements of the standard referenced.
Service:	Translation services - Post-editing of machine translation output
Mark of conformity:	This certificate entitles the holder of the certificate to use the following conformity mark: LICS Language Industry Certification System
Date of issue:	2022-08-31
Date of initial issue:	2022-08-31
Date of expiry:	2028-08-31

Dr. Peter Jonas
Director Certification

Austrian Standards plus GmbH, Heinestrasse 38, A-1020 Wien, www.austrian-standards.at
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dun & bradstreet

GALA Globalization & Localization Association

nasscom

mcci®

DCCIA Pune PROSPERITY PEACE PRODUCTIVITY

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Key Highlights of Q2 25-26

Financial

23.15 Cr INR/ 2.77 Cr INR
Revenue / PBT

39% Revenue growth over Q1 of FY 25-26
QoQ Growth

67% Revenue growth of YoY compared to Q2 FY 25-26
YoY Growth

16.8% PAT growth over YoY of FY 25-26
YoY Growth

Business

12 new customers added	US acquisition of Techvine completed	AI services revenue of around 1.2 CR INR

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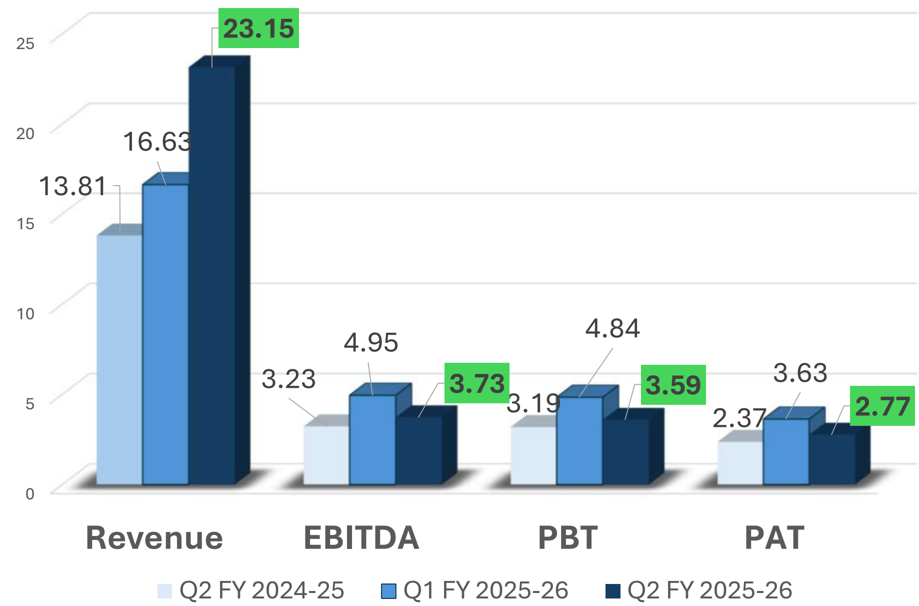
FINANCIAL RESULTS _Q2 (QoQ) (Rs. in Cr)



Particulars	Q2 2024-25	Q1 2025-26	Q2 2025-26
Revenue	13.81	16.63	23.15
EBITDA	3.23	4.95	3.73
PBT	3.19	4.84	3.59
PAT	2.37	3.63	2.77

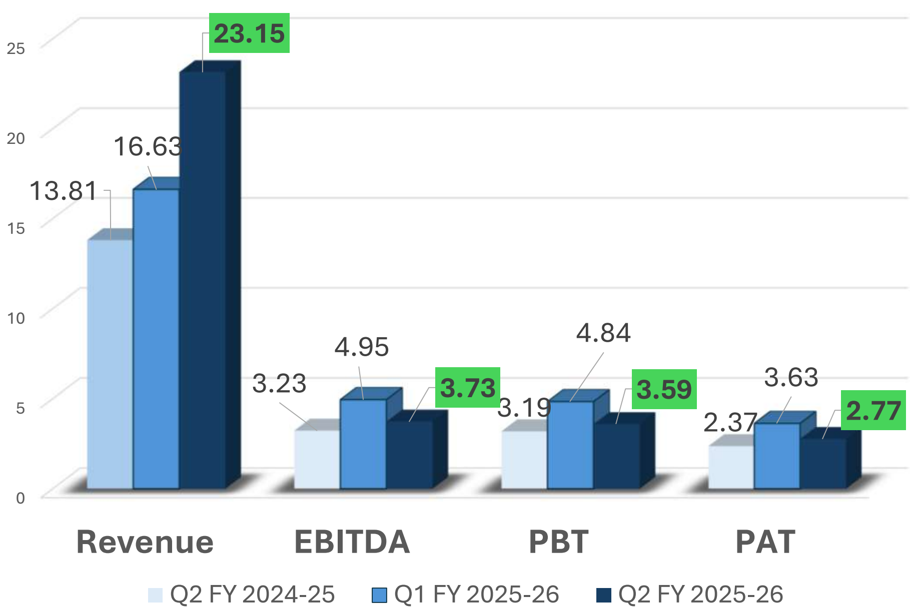
- **Revenue Growth:** Compared to Q1, the topline grew by 39% despite the global geopolitical challenges & market conditions

- **Profitability:** For the same duration, the PAT decreased by 22% and was under pressure due to the deferment of few projects in revenue realization that impacted profitability. Additionally, we have incurred certain one-time costs & few others costs that occurred as detailed below:“

Reasons for High Costs in Q2:

- Substantial M&A costs incurred
- Interest payments towards the foreign currency loan
- Appraisal period in the 2nd quarter.

FINANCIAL RESULTS _Q2 (YoY) (Rs. in Cr)

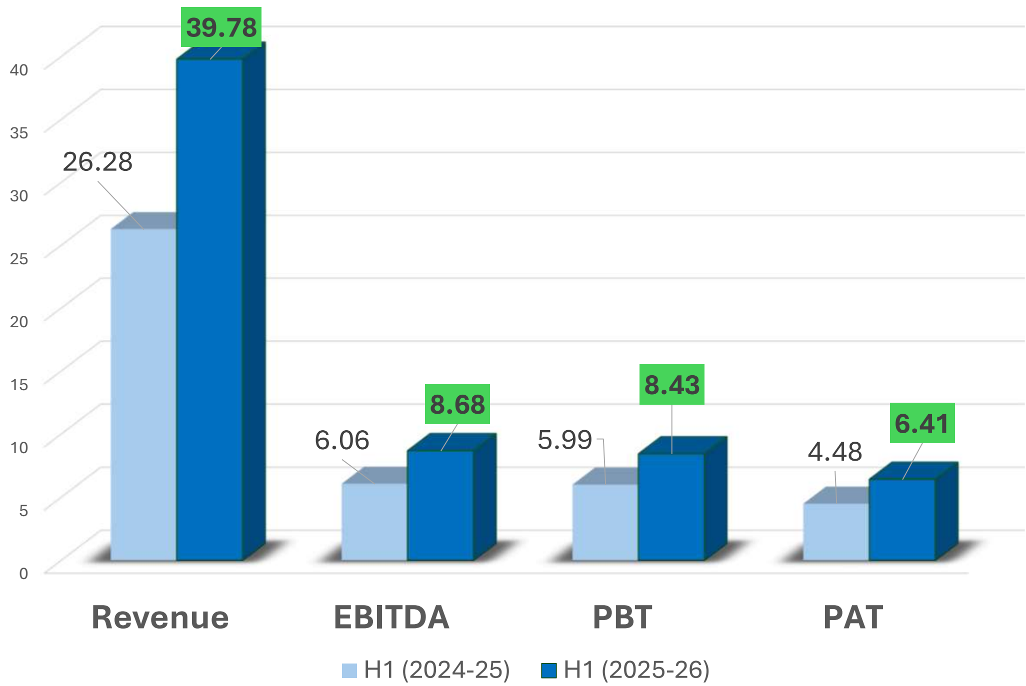


Particulars	Q2 2024-25	Q2 2025-26	% Increase
Revenue	13.81	23.15	67.63%
EBITDA	3.23	3.73	15.48%
PBT	3.19	3.59	12.54%
PAT	2.37	2.77	16.88%

- **Revenue Growth:** On a YoY basis, comparing the topline with the same period last year (Q2 FY24-25), the topline revenues for this Q grew by 67%

- **Profitability:** On a YoY basis, the PBT grew by 12.5% while the PAT grew by 16.8% thus signaling a robust growth

FINANCIAL RESULTS _H1 (YoY) (Rs. in Cr)

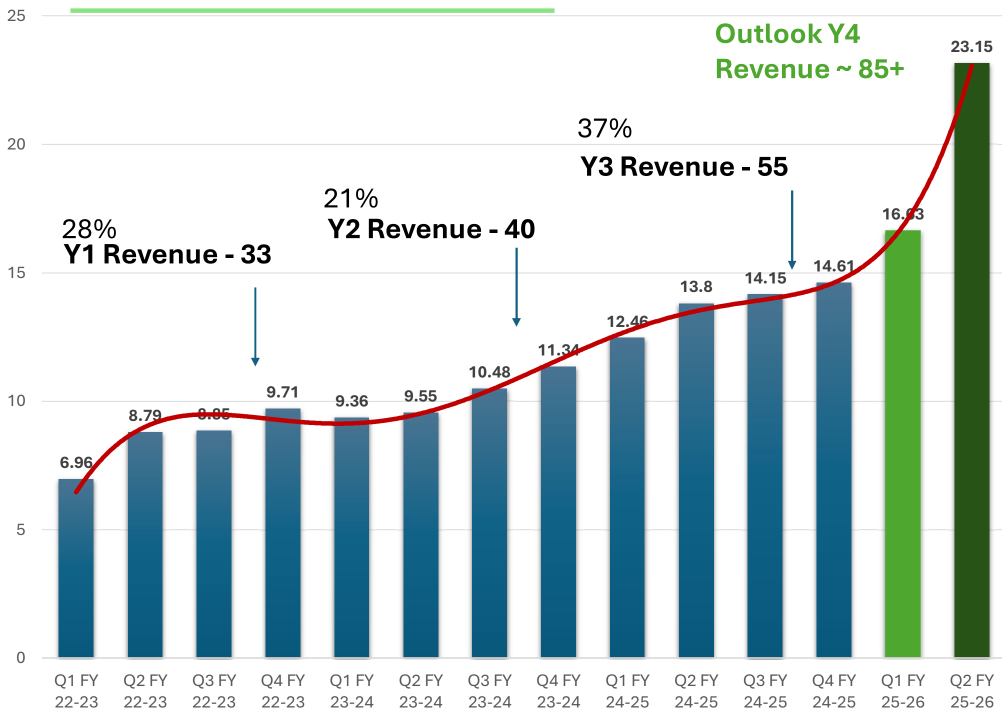


Particulars	H1 (2024-25)	H1 (2025-26)	% Increase
Revenue	26.28	39.78	51.37%
EBITDA	6.06	8.68	43.33%
PBT	5.99	8.43	40.73%
PAT	4.48	6.41	43.08%

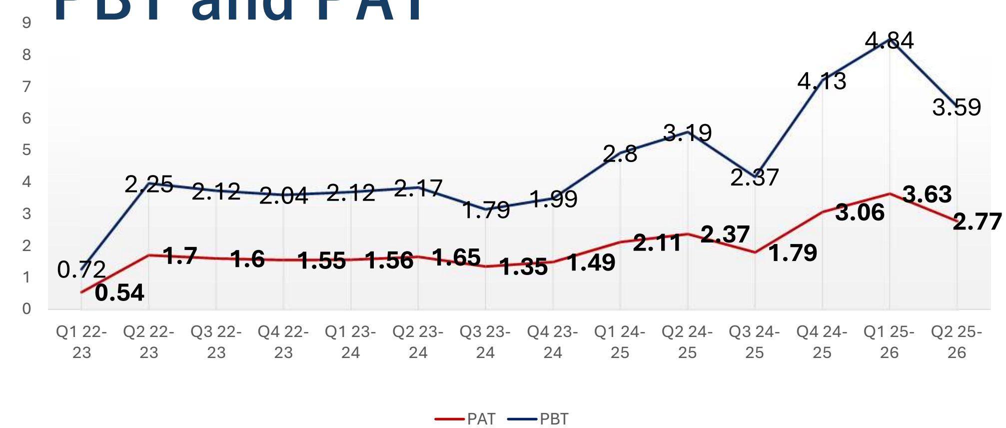
- On a H1 (April – Sep) basis, the company has delivered a strong performance across financial metrices.
- H1 consolidated revenues were 39.78 crores I,e a YoY growth of 51%
- The PBT was 8.43 CR and PAT was 6.41 CR showing a growth of 40.73% and 43.08% respectively reflecting better margins and improved efficiency – in line with our expectations

14th Quarter - Consistent Performance since IPO (Rs. In Cr)

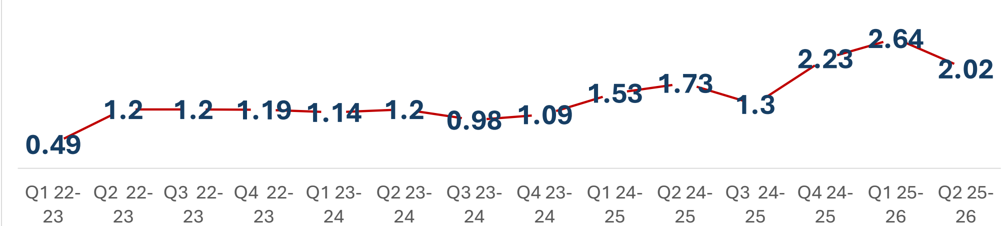
Revenue



PBT and PAT



EPS



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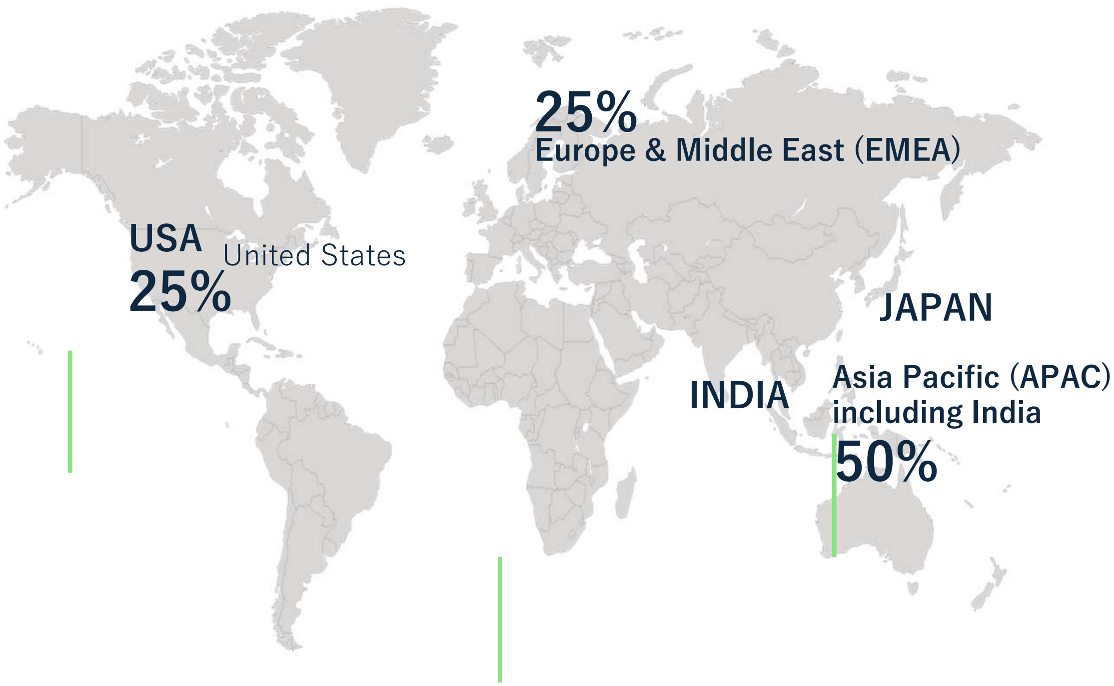
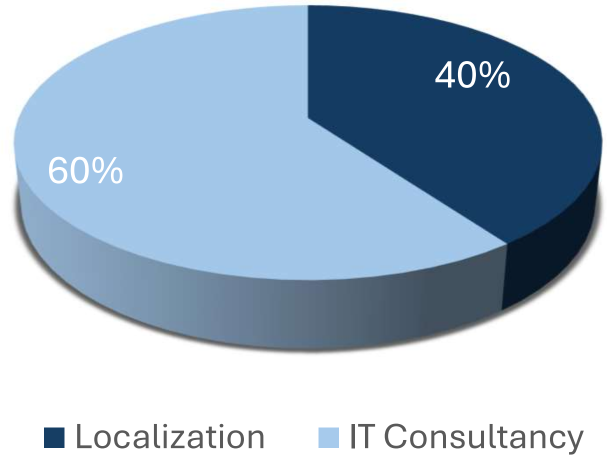
Geographical Performance– H1



"As planned, the acquisition of a US-based firm led to higher group-level sales from the USA."

Division based performance – H1(Consolidated)



"The division-wise sales mix has shifted to 60% IT consultancy & 40% Localization following the recent acquisition of a US-based IT firm, Techvine. The revised ratio reflects the consolidated sales performance of the Group."

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Market Snapshots – as on 30th September 2025

Market Capitalization
240.63Cr (29.10.25)

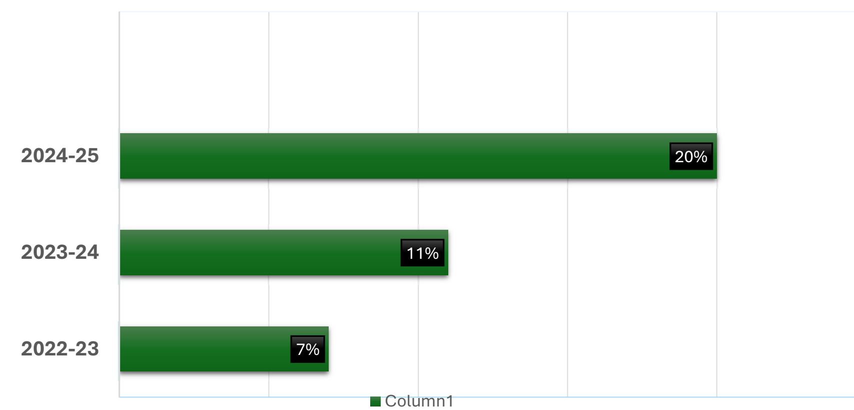
Earning Per Share
4.66
(H1 24-25- EPS- 3.26)

52 Weeks High/Low
234/109

Return on Capital Employed
22.70%

Return on Equity
20.62%

Continued to pay dividend since IPO ....



Business Overview

BUSINESS OUTLOOK-1

- This Q2 marks our 14th consecutive quarter of consistent growth. We continue to sustain the growth through organic and inorganic growth..
- In last 3 years post IPO, we have moved from 6 CR per quarter of revenues to 23 CR of quarterly revenues. We are on track to achieve the outlook of reaching Rs. 80-100 crore range.
- This Q, we were able to sustain a PBT of 15% & PAT margins of 12% (quarterly) while ensuring growth. Some debt interest payments, M&A costs had an impact on the PAT. Further our yearly salary appraisal cycle starts from July & hence its impact. On a H1 basis though, we have maintained a PBT of 21% and PAT of 16%. Our operating margins have been consistent & we continue to seek ways to optimize it further.
- Our growth was balanced as our Asia-Pac revenues now account for 50% & the US - Europe geographies account for 25% each. Our tech services contributed to 60% of the revenues & language localization services did around 40%. With the US acquisition, we seek now more overseas growth leveraging our local presence. Techvine (US firm) is a consulting firm & while scaling up locally in the USA, we also look for offshoring opportunities. Our Japan operations are also delivering sustainable growth.
- Our Hyderabad office continues to deliver value through ongoing client engagements.
- For M&A purpose we have taken a debt to the tune of 16 CR with the approval from our board and investors. We will continue to look at all options to achieve the required growth.
- Our cash flow position remains strong & we have made meaningful progress in enhancing receivables management. We continue to ensure positive cash flows during the period. Our net worth continues to enhance with the positive cash generation.
- The share price was fairly stable and our top investors continue to hold and grow their size of investment. We continue to focus on bettering our margins & enhancing growth.

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BUSINESS OUTLOOK-2

- We see some good pipeline in coming few quarters and continue to further strengthen it. Some are existing contracts which will continue with new orders and some new clients.
- We successfully delivered the high-speed train related localization project and see an extension to it in coming quarters. We also bagged an anime and manga localization project to the tune of 1.5-2 CR INR to be delivered in Q3 and Q4. We are also working on few RFPs in the US for setting up SOC (security operation center) for a global client.
- We will sustain current revenues while adding through our current pipeline to ensure 22-25 CR of quarterly revenues and to ensure a double digit PAT & EPS. While we will ensure quality margins, we continue to invest in AI and other practices to ensure competency development. These investments will allow us to stay relevant and competitive.
- While small, our AI services revenues this Q was around 1.2 CR. This was around services for projects such as AI engine output validation, data collection & cleaning for training AI engines etc. We will continue to monitor revenues for AI services or impact due to it. Some in-house use-cases have served as proof-of-concept, allowing us to take these AI use cases to our clients and initiate new strategic conversations.
- Given our relatively modest scale in the global economy, we remain confident in our ability to achieve a 30–40% growth target and on track to meet an internal challenge of **5X in 5 years** that we had set for ourselves when we went public in 2022.
- We continue to seek inorganic growth opportunities. While we are taking a prudent approach, we are evaluating complementary capabilities, new competencies, client acquisition, new markets, and opportunities to scale.
- While maintaining a cautiously optimistic outlook, we remain focused on deepening our core competencies and expanding into new geographies through strategic partnerships.

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BUSINESS OUTLOOK-3

- Our US acquisition helped us gain a footprint in the US, access to US clients, shorten the time to achieve topline growth by atleast 1.5 to 2 years.
- Current team has more local citizens & high end consulting work and hence we see no or less impact due to recent geo-political issues. Since the current team focuses on upstream consulting activities, we seek new opportunities for downstream offshoring activities.
- The local onsite opportunities will help us expand our topline while in coming years the offshoring would help us better our margins. Likewise we are trying similar approach in Japan.
- With US-Japan-India corridor now established, we provide more value to our clients with a combination of technology-languages & people consulting services which is our niche.

Other Updates

Human Resources

- 16 Employees Hired during the quarter

- Total Employee Strength as on 30th September 2025 : 218 (plus 63 consultants & interns)

- **Other updates –**
- We celebrated our traditional day, annual trip, and annual get-together – thereby furthering employee engagement.

Employee Engagement Activity -

Annual
Get Together 2025

Fujitsu
Team Visit

Yu-Jin Han (Korea)
visit Fidel

ThinkSharp
Team Visit

Traditional Day
2025

Monsoon Trip
2025

Fidel Softech

Thank You

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