August 10, 2026

| | |
|---|---|
| BSE Limited | National Stock Exchange of India Ltd. |
| Corporate Relation Dept. | ”Exchange Plaza” |
| P. J. Towers, Dalal Street | Bandra Kurla Complex, Bandra (East) |
| Mumbai 400 001. | Mumbai - 400 051. |
| ***Scrip Code : 532859*** | ***Symbol : HGS*** |

Dear Sir/Madam,

**Sub: Q1 FY 2026-27 Earnings Call presentation**

This is in continuation to our communication dated July 31, 2026 about Q1 FY 2026-27 Earnings Call.

We wish to attach herewith the presentation being briefed at the today’s Conference Call. The same is also being made available on the Company’s website https://hgs.com/investors/

The said Earnings Call is a group meet.

Kindly take note of the above.

For **Hinduja Global Solutions Limited**

NAREN
DRA
SINGH

Digitally signed by NARENDRA SINGH
Date: 2026.08.10 16:17:15 +05'30'

**Narendra Singh**
**Company Secretary**
**F4853**

Encl: As above

# HGS Earnings Call Presentation

## Q1 FY2027

August 10, 2026

# Safe Harbour

Certain statements in this presentation/release concerning HGS' future growth prospects may be seen as forward-looking statements, which are subject to a number of risks and uncertainties; as a result of which actuals could differ materially from such statements. HGS does not undertake to update any such statement that may have been made from time to time by HGS or on its behalf.

# Overall Performance Update

Venkatesh Korla

Global CEO

# Snapshot of HGS' financial performance – Q1 FY2027

Revenue from Operations was **Rs. 1,050.4 crore** ($110.8Mn)

Total Income stood at **Rs. 1,201.2 crore** ($126.7Mn)

Total EBITDA was **Rs. 116.3 crore** ($12.3Mn); Total EBITDA margins were **9.7%**

# Biz Highlights for the quarter

Focus on disciplined execution, expansion and innovation

Multiple AI-embedded client engagements in progress

Added 19 new logos for CX/ digital services, 8 clients for HRO/ Payroll Processing

Strong pipeline – demand for Agentic AI & APA, contact center digital modernization, platform services, etc

Incorporated HGS MENA IT Consulting L.L.C. in Dubai – to build tech and consulting capabilities across MENA

Focus on domain hiring, fractional advisors and solution build out

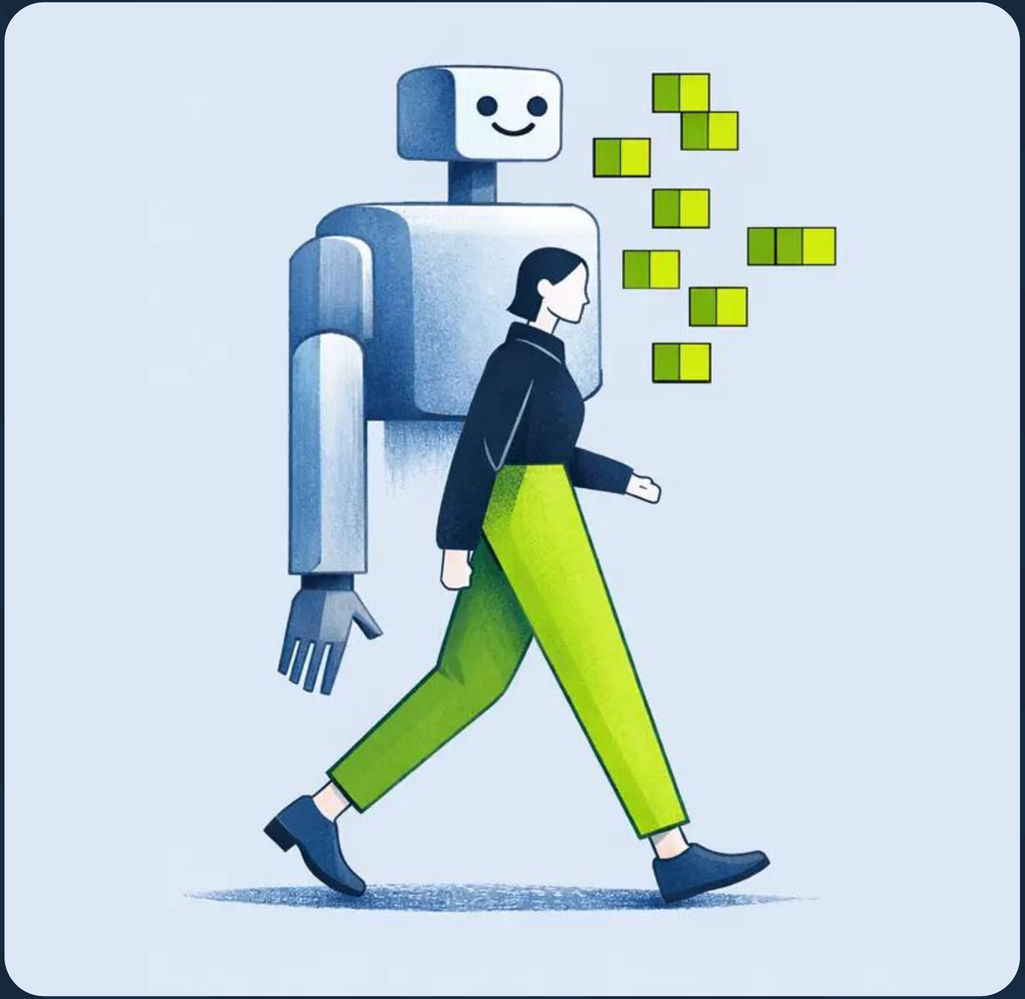
Continued recognition for our innovative capabilities and people practices – Banking Tech Awards, GPTW

# Driving business growth through delivery of Intelligent Experiences

# Enterprises are moving from AI pilots to AI execution

## AI adoption continues to accelerate across industries

- Enterprise spending continues to be guided by ROI and business value considerations
- Buyers are prioritizing speed-to-value, governance and scalability
- Demand is growing for partners who can combine technology, operations and execution
- Success increasingly depends on delivering business impact, not just deploying AI
- Business opportunities remain encouraging in areas aligned to HGS' strategic strengths, including AI-led transformation, platform services and intelligent operations



# HGS: Turning Brand Promise into Business Action

- Introduced a sharper market position as the Intelligent Experiences partner in end-March 2026
- Realigned our portfolio around Intelligent Interactions, Operations and Platforms
- Embedded AI, automation, and data capabilities across the solutions and services portfolio
- Expanded focus on outcome-led engagements and production-ready innovation – 90-day POV model
- Continue to strengthen delivery, talent, and go-to-market capabilities
- Growing portfolio of packaged solutions, accelerators, and AI-powered platforms. Significant investment in Agent X and workflow-centric AI capabilities

CASE STUDY

# A 360-degree approach to customer understanding

Beverage can manufacturer enhances data accessibility to improve operational efficiency

Manufacturing | Data & Analytics | Microsoft Azure, PowerBI

### ACCURACY

**99%**

accuracy in reducing variance between planned and actual sales data

### COST CONTAINMENT

**80%**

improvement in account receivables, optimizing inventory costs by 70%

### ACCURACY

**95%**

accuracy in production planning ensured, resulting in a 15% reduction in production costs

# Digital Media Business | An Update

Vynsley Fernandes

Whole-time Director, HGS & CEO, NXTDIGITAL Media Business

# Management Commentary

**Strong start to the fiscal on the broadband front.:**

- Project GANGA, the state-wide digital transformation initiative, was launched in June’26 by the Honourable Chief Minister of Uttar Pradesh, Sh. Yogi Adityanath.
- CelerityX, the enterprise business of OIL, continued to see traction in Q1, adding prestigious logos to its portfolio while bagging repeat contracts.
- Challenges remained on the digital television vertical front; mitigated to a great extent through innovative measures and cost optimisation.

# Project GANGA

# Project GANGA Launched 9th June'26


57 हजार ग्राम पंचायतों तक पहुंचेगा प्रोजेक्ट गंगा का ने

सीएम ने किया प्रोजेक्ट गंगा का शुभारंभ

UP: CM Yogi launches 'Project Ganga' to take high-speed broadband to 57,000 gram panchayats in UP

YOGI ADITYANATH, PROJECT GANGA, UTTAR PRADESH, HIGH-SPEED BROADBAND

मॉडल व्यक्ति को आत्मनिर्भर वाला होना चाहिए: मुख्यमंत्री

का नया आधार गंगा: योगी

Project Ganga will connect people to digital economy

'Govt Aims To Make Youth Self-Reliant'

डिजिटल समृद्धि का नया आधार बनेगा प्रोजेक्ट गंगा सीएम योगी

PITCHES SELF-RELIANCE OVER F

PIONEER NEWS SERVICE
Lucknow

CLOSING CUES
FMCG, PRIVATE BANKS SURGE
HINDUJA GLOBAL
Hinduja Global 451.75 51.50 12.87%
Project Ganga To Provide High-Speed Broadband To 20 Lk+ Homes In UP
MODINOMICS @12 REFORM TO RESILIENCE
NIFTY IT GAINERS
TCS 2162.20 11.20 0.52%
USD-INR 95.3400 0.0100 0.01%

Buzzing Stocks: HGS surges 13% on project GANGA launch; HDFC Bank gains after Lilavati Trust plea dismissal

हमारा मॉडल आत्मनिर्भरता वाला होना चाहि

प्रोजेक्ट गंगा के लिये फास्ट इंटरनेट सुविधा की जरू

डिजिटल समृद्धि का नया आधार बनेगा प्रोजेक्ट गंगा

यूपी का नया 'डिजिटल एक्सप्रेसवे' साबित होगा प्रोजेक्ट गंगा : सीएम

विशेष संवाददाता

लखनऊ। उत्तर प्रदेश के ग्रामीण क्षेत्रों में डिजिटल क्रांति को नई गति देने के उद्देश्य से मुख्यमंत्री योगी

का लक्ष्य रखा है। इसके तहत लगभग 20 लाख परिवारों तक हाई स्पीड इंटरनेट पहुंचाने की योजना है। प्रथम

UP: CM Yogi launches 'Project Ganga' to take high-speed broadband to 57,000 gram panchayats in UP

ANI | Updated: Jun 09, 2026 22:53 IST

New Delhi, [India] June 9 (ANI): Uttar Pradesh's Chief Minister Yogi Adityanath on

Panchayats and 8,000 Nyaya Panchayats across the state.

Project Ganga to lay foundation for digital edu, telemedicine & smart agriculture: CM

UP CM launches 'P... self-reliance over '...

LUCKNOW: (Jun 9) Uttar Pradesh Ch... launched Project GANGA (Governme... Advancement) in Lucknow to provide... connectivity to lakhs of rural househo...

Uttar Pradesh State Transformation C... that 21 districts will be covered in the first phase.

Speaking at the launch, Adityanath emphasised self-reliance and discouraged 'revdi' (freebies) culture, saying that dependence on the government should be minimal.

UP Wants to Connect 20 Lakh Homes With Broadband: What Is Project GANGA?

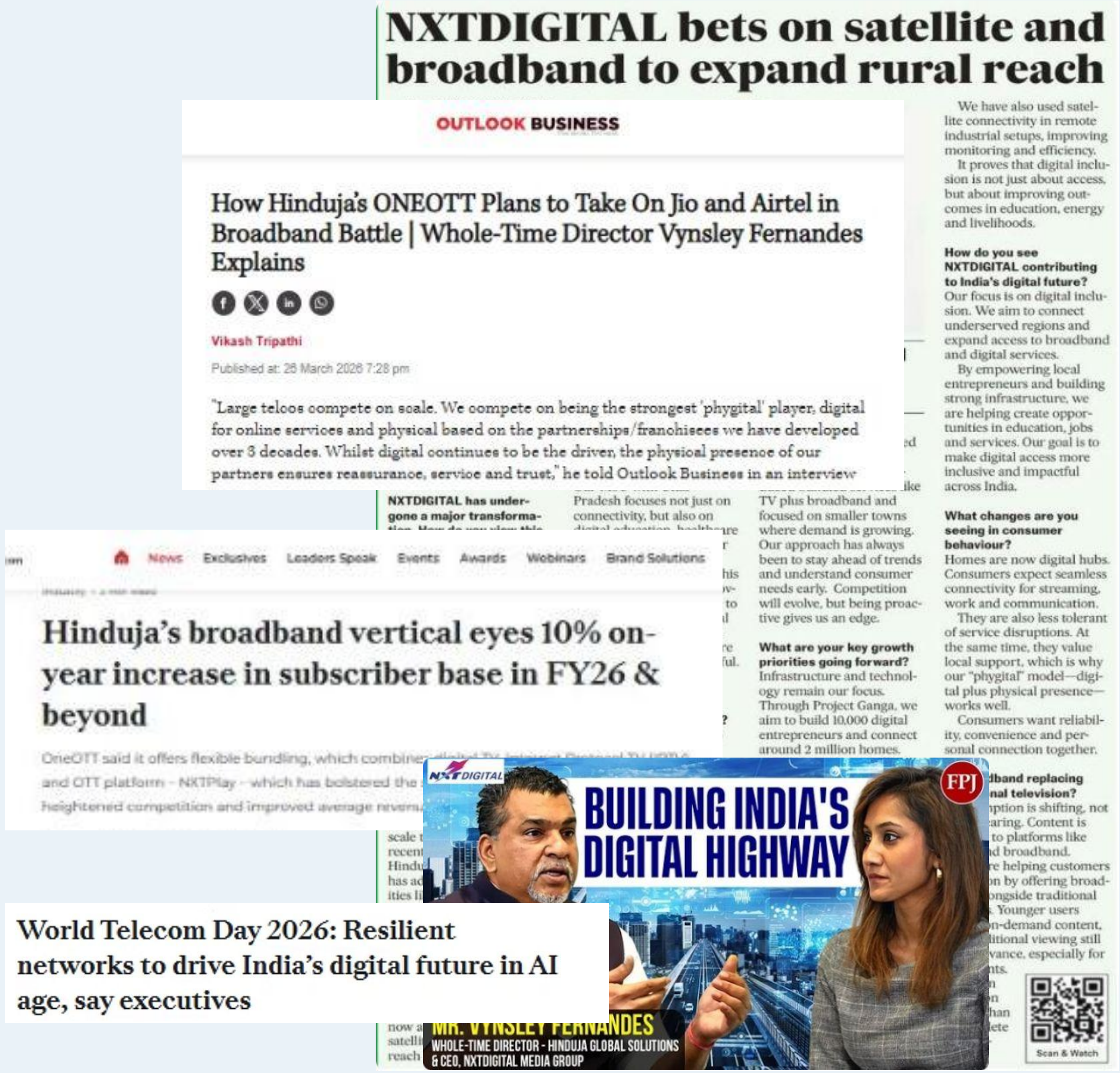
Project GANGA aims to strengthen digital connectivity across Uttar Pradesh through a network of local entrepreneurs delivering last-mile broadband services.

# Project GANGA Update

- Launched on 9th June'26
- The initiative is focused on empowering youth, enabling 8,000-10,000 entrepreneurs at the Nyaya Panchayat level to be developed into independent Digital Service Providers; with 50% of them being women.
- Project GANGA will connect over 2 million households with high-speed broadband in the next 2–3 years.

- Over 2,000 applications have been received on the Project GANGA portal & mobile app as of 04th Aug.'26.
- More than 500 applicants have been trained in business, operations, technology & field services.
- Besides in-person training at multiple venues, a dedicated online LMS (Learning Management System) has been developed for Project GANGA.

# NXT Media Group | In the news





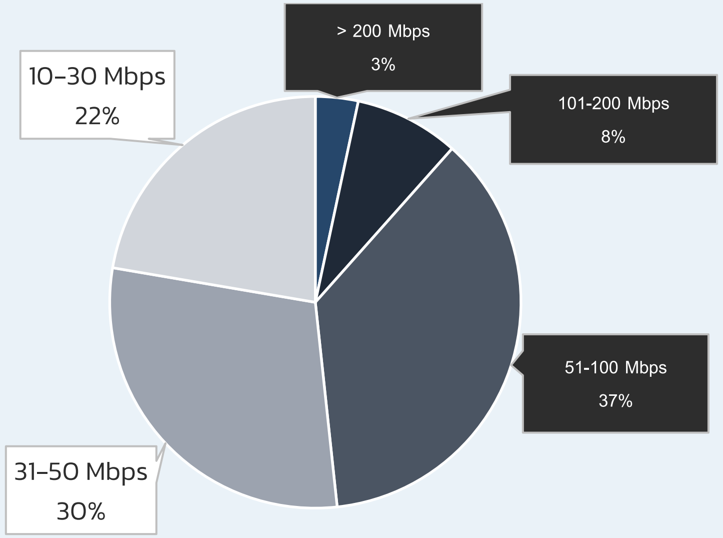
## HGS' Broadband vertical conferred with the "Best Future Ready Network of the Year 2025–26" at the 12th BCS Ratna Awards

ONEOTT iNTERTAINMENT Ltd. (OIL), has been conferred with the prestigious "Best Future Ready Network of the Year 2025-26" at the 12th BCS Ratna Awards. The award cites OIL's consistent innovation in technology and leveraging its vast partner-driven network to build a model for the future.

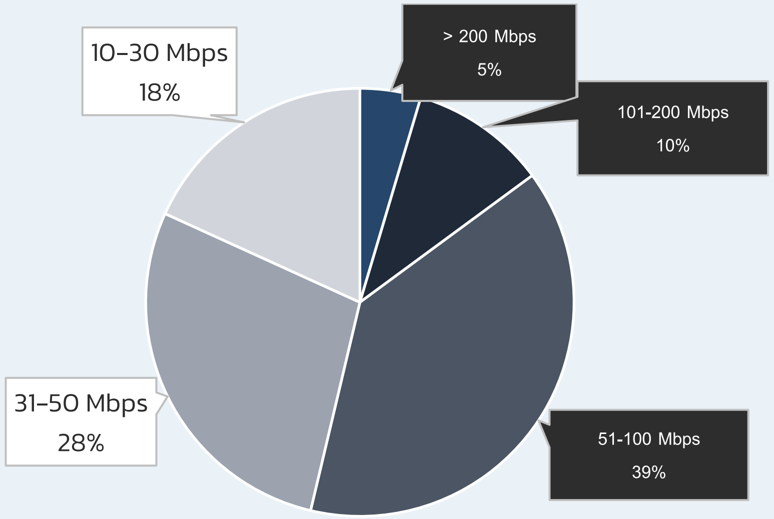
In line with HGS' global approach, OIL has been focusing on harnessing the 3A's, Artificial Intelligence, Analytics & Automation to build out an integrated connectivity mesh across the country. The mesh extends across terrestrial platforms layered with SDWAN capabilities to broadband-over-satellite.

# Broadband Vertical | Q1FY27 KPIs

Customer base %age by speed package Q1 FY2026




Customer base %age by speed package Q1 FY2027




The shift in customer mix towards higher-speed packages continued in Q1FY27, aided by sustained upselling and rising data consumption.

- **High-speed adoption (>100 Mbps) rose to 15% of the base from 11% in Q1FY26**
- Entry-level 10–30 Mbps reduced to 18% from 22%, confirming adoption of higher base plans at start.
- Mid-band (31–100 Mbps) stable at 67% , with 51–100 Mbps up to 38.8%.

# Financial Update

Mahesh Kumar Nutalapati

Global CFO

# HGS Consol Performance Q1 FY2027 vs Q4 FY2026 vs Q1 FY2026

**Amount in INR Cr**

| **Particulars** | Actual Q1 FY 27 | Actual Q4 FY 26 | QoQ Growth % | Actual Q1 FY 26 | YoY Growth % |
|---|---|---|---|---|---|
| Revenue from operations | 1,050.4 | 1,084.7 | -3.2% | 1,056.2 | -0.6% |
| Operating Expenses | 1,084.9 | 1,057.5 | | 1,027.5 | |
| Depreciation | 123.6 | 134.9 | | 128.3 | |
| Interest Expense | 45.5 | 48.1 | | 57.9 | |
| Total Other Income | 150.8 | 170.0 | -11.3% | 131.0 | 15.1% |
| PBT (Before Exceptional Items) | (52.8) | 14.1 | | (26.5) | |
| Exceptional Items- Income/(Expense) | 0.0 | (4.8) | | 0.0 | |
| PBT | (52.8) | 9.3 | | (26.5) | |
| Tax | 13.5 | 22.9 | | 19.9 | |
| PAT Continuing Operations | (66.3) | (13.6) | | (46.3) | |
| PAT from Discontinued Operations | 0.0 | 0.0 | | 57.5 | |
| **Total PAT for the period** | **(66.3)** | **(13.6)** | | **11.2** | |
| Total Income | 1,201.2 | 1,254.6 | -4.3% | 1,187.3 | 1.2% |
| Total EBITDA | 116.3 | 197.1 | -41.0% | 159.7 | -27.2% |
| Total EBITDA % | 9.7% | 15.7% | | 13.5% | |

# Balance Sheet: Consol HGS

hgs

**Amount in INR Cr**

| Particulars | As at Jun 26 | As at Mar 26 |
|---|---|---|
| **ASSETS** | | |
| **Non-current assets** | | |
| Fixed assets and leases | 1,340.7 | 1,392.1 |
| Intangibles | 1,508.4 | 1,521.6 |
| Financial assets # | 166.0 | 193.6 |
| Other non-current assets | 394.8 | 446.5 |
| **Total non-current assets** | **3,409.8** | **3,553.9** |
| **Current assets** | | |
| Trade receivables | 919.3 | 871.8 |
| Financial assets-Others # | 6,288.3 | 6,170.5 |
| Other current assets | 408.1 | 391.6 |
| Cash and bank balance | 448.5 | 568.9 |
| **Total current assets** | **8,064.1** | **8,002.9** |
| **Total Assets** | **11,474.0** | **11,556.7** |

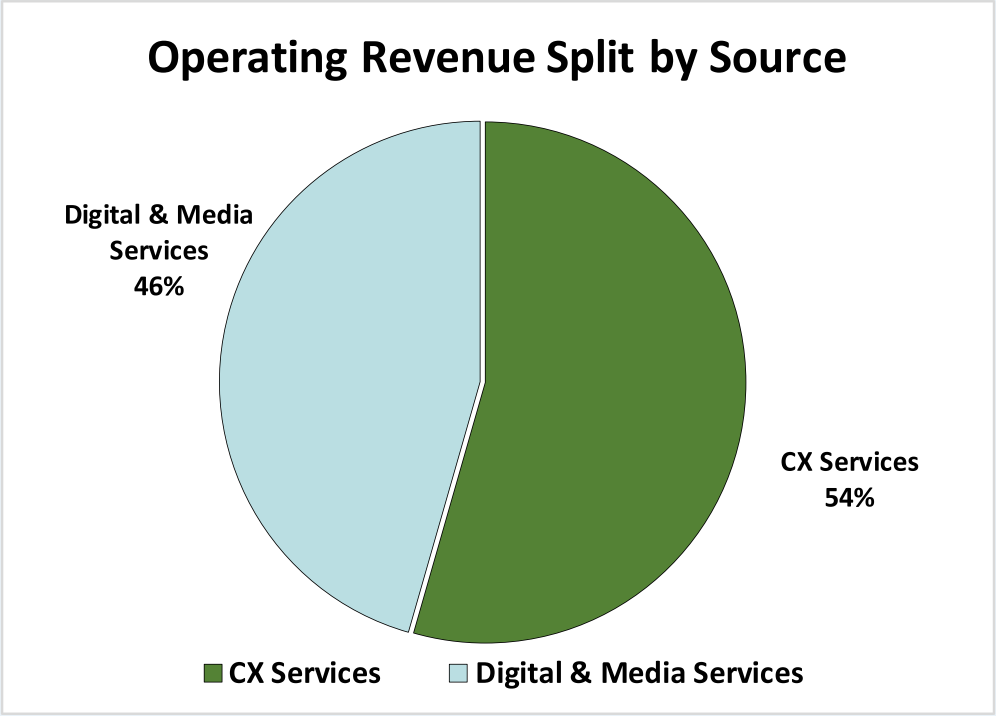
| Particulars | As at Jun 26 | As at Mar 26 |
|---|---|---|
| **EQUITY AND LIABILITIES** | | |
| **Equity** | | |
| Share capital | 46.5 | 46.5 |
| Other equity* | 8,355.9 | 8,389.6 |
| **Total Equity** | **8,402.5** | **8,436.1** |
| **Liabilities** | | |
| **Non-current liabilities** | | |
| Borrowings | 96.6 | 227.7 |
| Other non-current liabilities | 472.4 | 501.8 |
| **Total non-current liabilities** | **569.0** | **729.5** |
| **Current liabilities** | | |
| Borrowings | 1,182.1 | 1,066.3 |
| Trade payables | 335.9 | 351.2 |
| Other current liabilities | 984.5 | 973.6 |
| **Total current liabilities** | **2,502.5** | **2,391.1** |
| **Total Equity and Liabilities** | **11,474.0** | **11,556.7** |

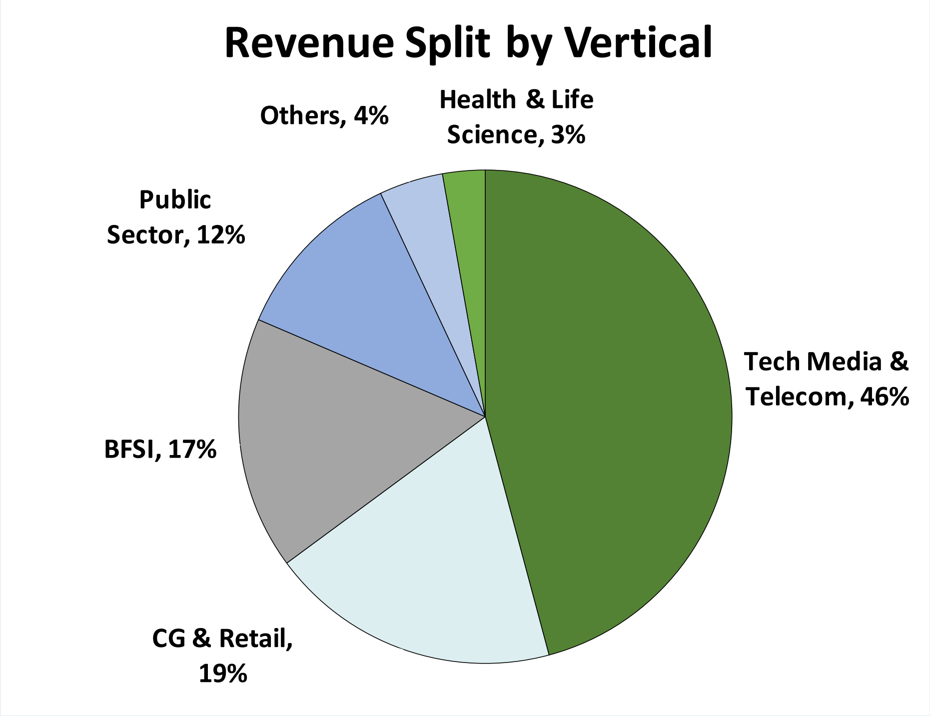
- Financial assets includes investments, loans given and bank balances.
- Other Equity includes Non controlling interest of Rs. 111.3Crs (Jun 26) and Rs. 119.6Crs (Mar 26).

| Particulars | Q1 FY 27 | Q4 FY 26 | Change |
|---|---|---|---|
| **Gross Treasury & Cash Surplus** | **₹ 6,605** | **₹ 6,640** | **₹ -35** |
| **Total Borrowings** | **₹ 1,279** | **₹ 1,294** | **₹ -15** |
| **Net Treasury & Cash Surplus** | **₹ 5,326** | **₹ 5,346** | **₹ -20** |

# Operating Revenue Composition Q1 FY2027– By Source and Vertical

## Q1 FY2027



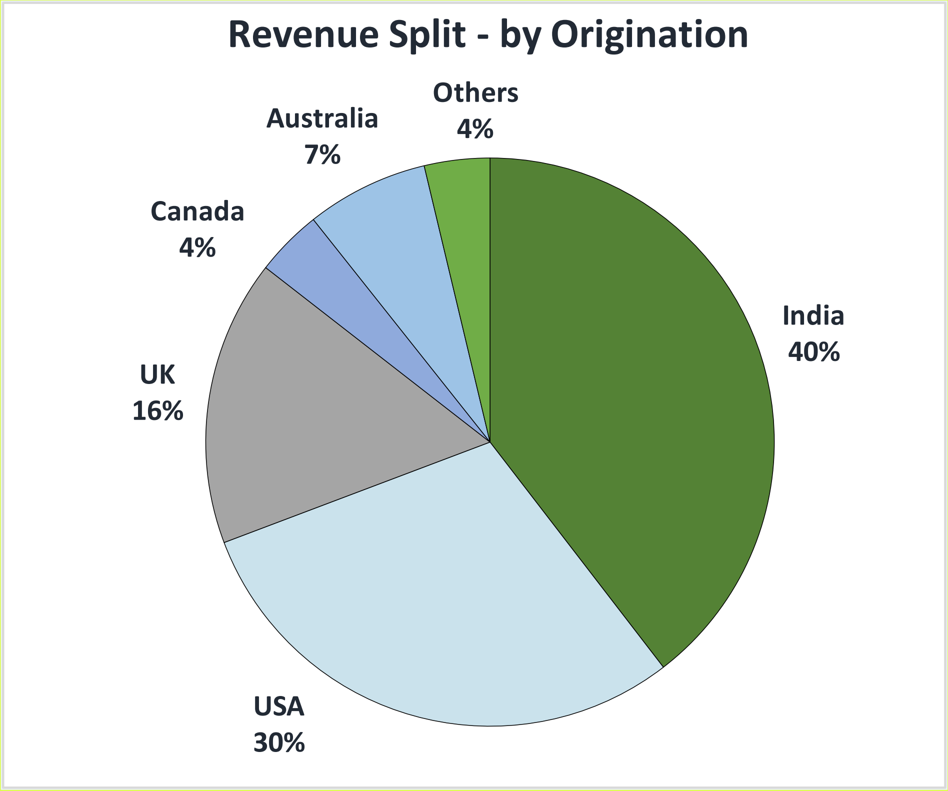




**Rs 1,050.4 Cr**

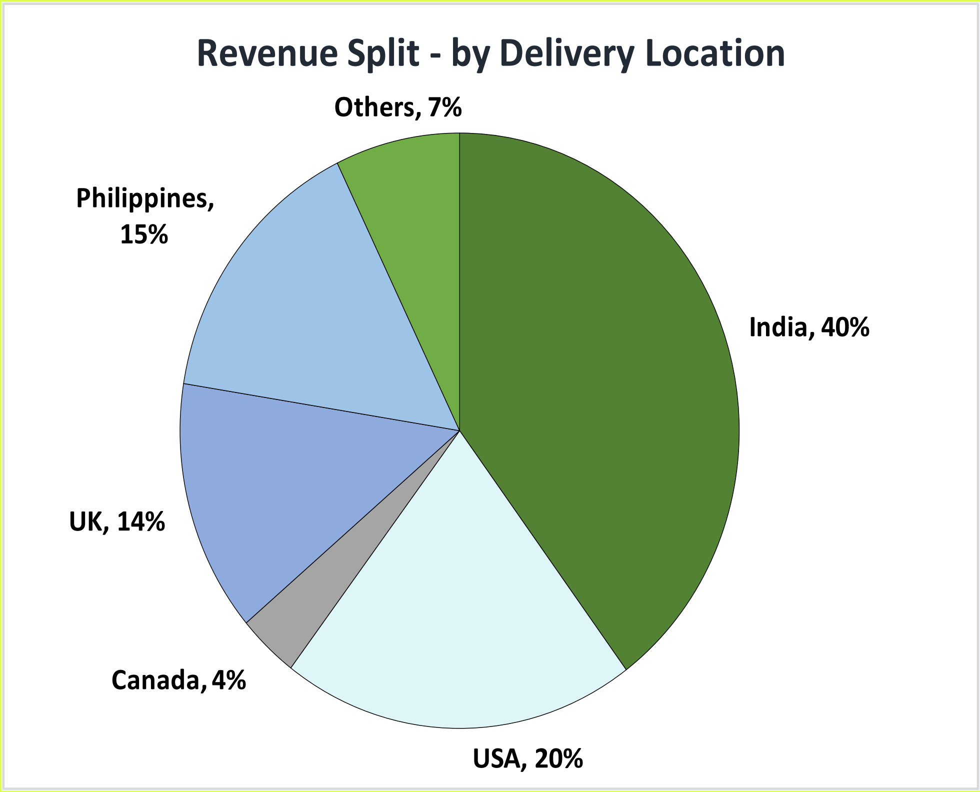
**Rs 1,050.4 Cr**

# Operating Revenue Composition Q1 FY2027 – By Origination and Delivery

## Q1 FY2027




**Rs 1,050.4 Cr**




**Rs 1,050.4 Cr**

Thank you.