

Ref No.: OTL/Secretarial/SE/2026-27/10

Date: May 5, 2026

To,

Bombay Stock Exchange Limited Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai – 400023	National Stock Exchange of India Ltd., Plot No. C/1 'G' Block Bandra – Kurla Complex Bandra East, Mumbai 400051
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Ref: Scrip Code - BSE: 517536 | NSE: ONWARDTEC

Sub.: Submission of Earnings Presentation on Audited Standalone and Consolidated Financial Results of the Company for the Quarter and year ended March 31, 2026.

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Earnings Presentation on Standalone and Consolidated Audited Financial Results of the Company for the quarter and year ended March 31, 2026.

Kindly acknowledge the receipt of the same.

For Onward Technologies Limited

Aakash Joshi
Company Secretary & Compliance Officer
Membership No : A60953



EARNINGS PRESENTATION

Q4 FY26

5th May 2026



This release may contain certain future prospects, which may be forward-looking statements. Forward-looking statements, by their nature, involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Note: All numbers have been rounded to the nearest digit for convenience of representation.



01 Onward Technologies At Glance

02 Financial Performance

01

Onward Technologies At Glance

We are a
global
software
outsourcing
company
specialized in
advanced
digital and
ER&D services.

Corporate Highlights



1991
Established



12 Global offices



2,485
Employees (Q4 FY26)

Focused Verticals



IEHM
Industrial Equipment &
Heavy Machinery



T&M
Transportation & Mobility



HCLS
Healthcare & Life Sciences

Robust Financials



15.3% CAGR
Revenue (FY22 – FY26)



35.4% CAGR
EBITDA (FY22 – FY26)



11-Years
Consistent dividend payouts



₹ 550.9Cr
Total Revenue



13.2%
EBITDA Margin



₹ 127.3Cr
Cash and Bank Reserves
(31st March 2026)

*"FY26 marks our strongest annual performance to date, delivering **record revenue of ₹550.9 crore and record EBITDA of ₹71.9 crore**, with **EBITDA growing 60.9% YoY** and **margins expanding to 13.2%**. This performance was anchored in execution excellence, operating leverage and sharp cost discipline, while maintaining strong cash generation from the business.*

*This outcome reflects a **revenue CAGR of 15.3%** and an **EBITDA CAGR of 35.4%** over the last four years (FY22–FY26), with our overall **headcount at 2,485**.*

During the year, we saw sustained momentum across ER&D and digital engineering services, supported by deeper engagement with strategic accounts. We continue to invest in strengthening our capabilities and expanding our presence across the US and Europe.

*In line with our capital allocation priorities and commitment to consistent shareholder returns, the Board has recommended a **record dividend of ₹8 per share, our 11th consecutive annual dividend** and an increase over last year.*

While the macro environment remains dynamic, demand for engineering services remains resilient. As we enter FY27, we will continue to focus on delivery-led growth, scaling our offshore model, deepening strategic accounts and strengthening vertical specialization, aimed at driving sustained double-digit growth in Revenue and EBITDA."

Focused Industry Offerings



65%

Industrial Equipment & Heavy Machinery

Software and technology services for global product development, testing and integration:

- ❑ Off-Highways: NPD, SCM, autonomy & telematics, digital factory, fleet management & electrification
- ❑ Energy & Utilities: NPD, power gen – gas turbines, diesel, green hydrogen carbon capture, smart grid management, IoT, controller s/w development
- ❑ Industrial: NPD for datacentres, sustenance engineering, connected devices with unified control towers, HVAC systems



32%

Transportation & Mobility

Software services aligned with clients' critical path, focused on outcome and ownership driven engagements for optimized value:

- ❑ SDV led software services – verification & validation and integration
- ❑ End-to-End system and component level design and development
- ❑ Focused offerings in advanced driver assistance systems (ADAS), EV and connected vehicles across the automotive life cycle



3%

Healthcare & Life Sciences

- ❑ New product design, electrical & control systems, and full lifecycle engineering support (including verification & validation (V&V) and aftermarket services)
- ❑ Cloud & DevOps, data engineering & analytics (NLP, LLM), and smart factory enablement for healthcare applications
- ❑ Regulatory submissions (FDA, CE), MDR/IVDR transition support, and RoHS/REACH environmental compliance

Our Distinctive Strengths



Design Thinking and Digital Transformation

Committed to an exclusive focus on design thinking, digital transformation, and product engineering to drive innovation and success.



Robust Processes and Specialized Tools

Highlighting the use of field-tested processes and specialized tools for improved operations, continuous improvement, and value addition.



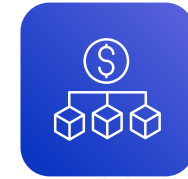
Global Talent Pool and Collaborative Culture

Emphasizing a global talent pool and a collaborative work environment, empowered by a culture of performance, core values, and investments in learning and organizational development.



Agile Delivery

Our responsive agility, with a delivery model that rapidly mobilizes technical talent through our innovative talent acceleration programs, ensures our services are perfectly aligned with customer needs.



Value-Driven Cost Structure

Our competitive billing rates offer approximately 20% savings on the total cost of engagement, combined with productivity enhancements that consistently exceed client expectations.

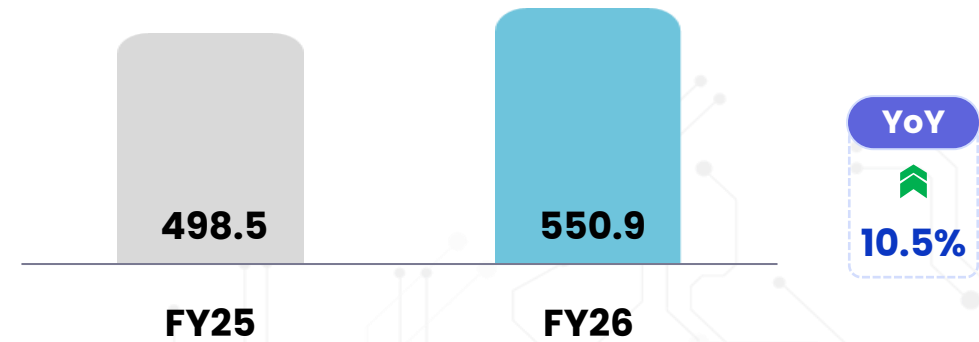
02

Financial Performance

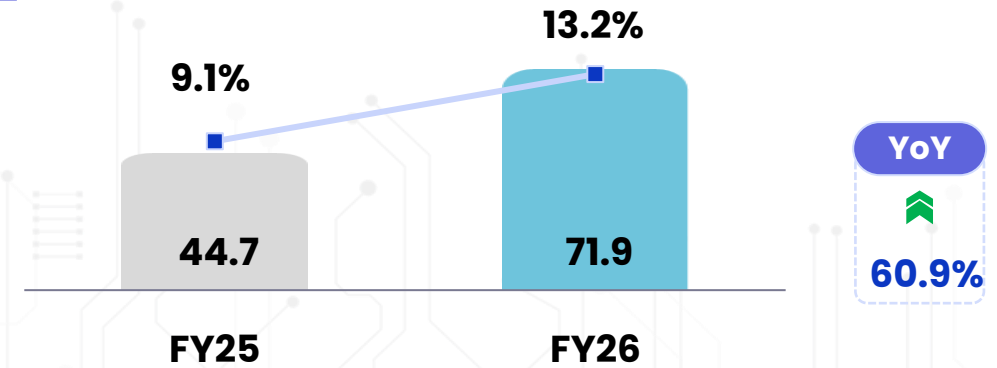
Consolidated Financial Summary – FY26

(ALL FIGURES IN ₹ CRORE)

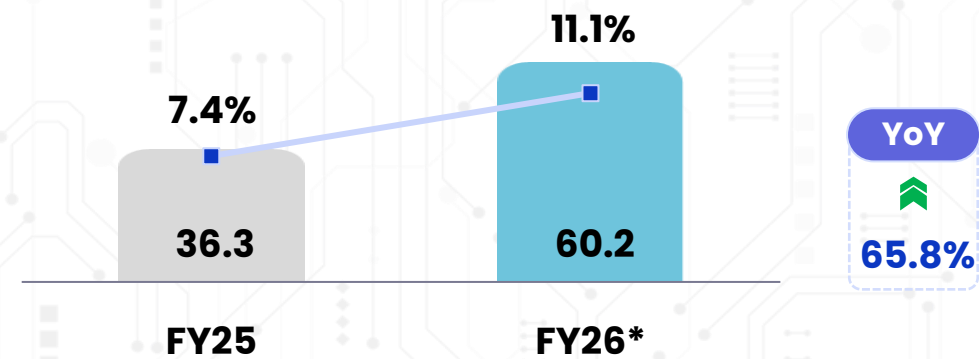
Total Revenue



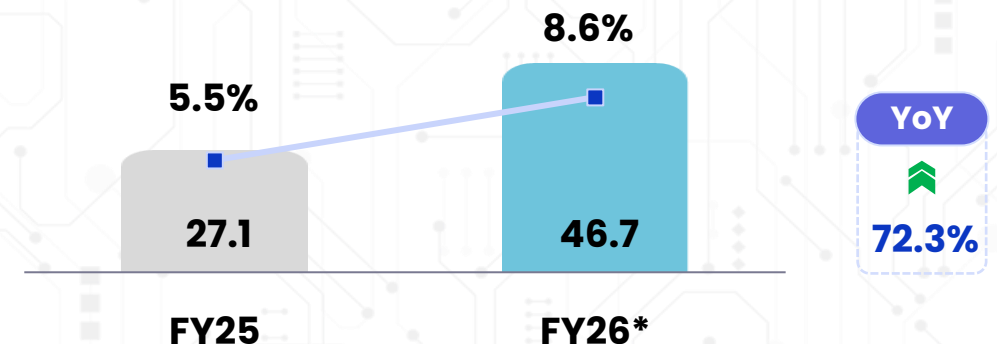
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %

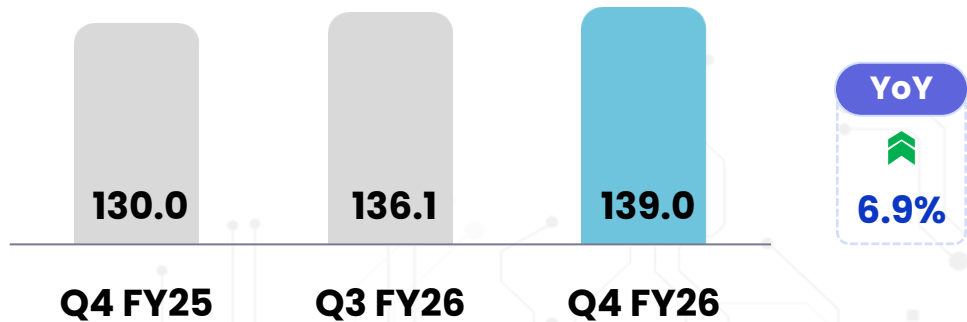


* Excluding one-time exceptional item due to new labour code in Q3 FY26

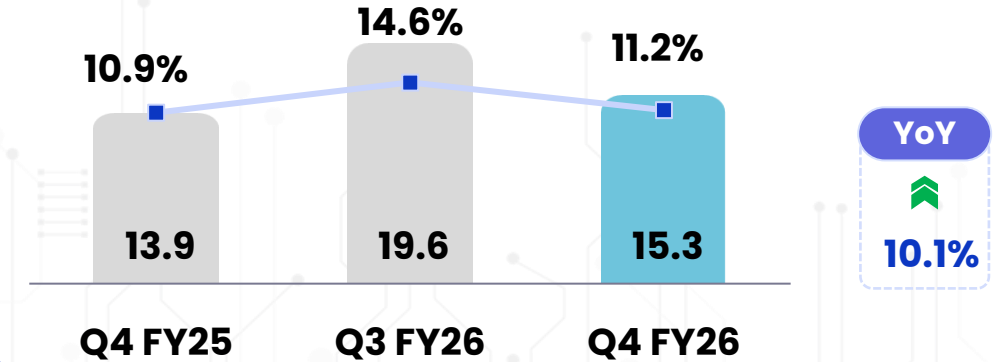
Consolidated Financial Summary – Q4 FY26

(ALL FIGURES IN ₹ CRORE)

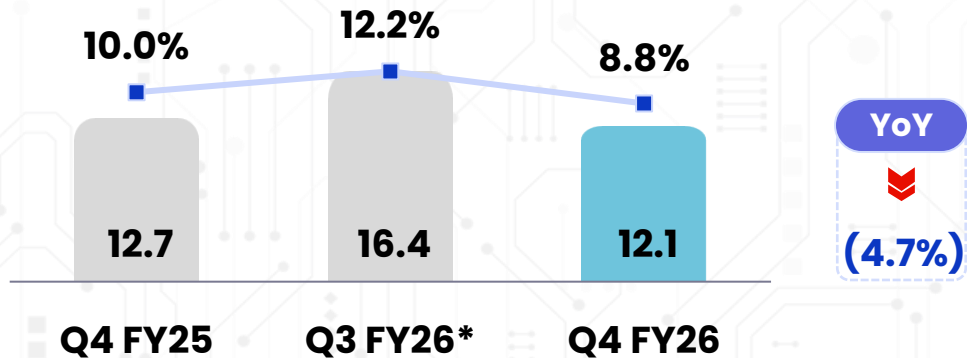
Total Revenue



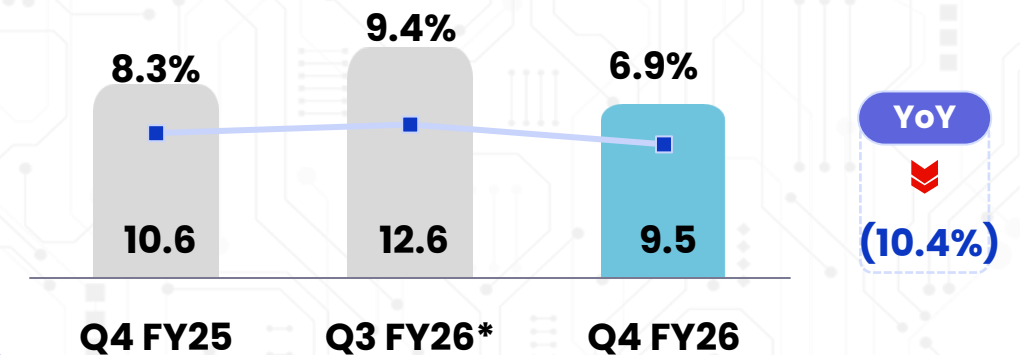
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



* Excluding one-time exceptional item due to new labour code in Q3 FY26

Consolidated Financial Summary – Q4 FY26



Particulars (in ₹ Crore)	Q4 FY26	Q3 FY26	QoQ Growth	Q4 FY25	YoY Growth	FY26	FY25	YoY Growth
Revenue from Operations	137.1	134.6	1.9%	127.3	7.7%	543.9	491.3	10.7%
Other Income	1.9	1.5	26.7%	2.7	(29.6%)	7.0	7.2	(2.8%)
Total Revenue	139.0	136.1	2.1%	130.0	6.9%	550.9	498.5	10.5%
EBITDA	15.3	19.6	(21.9%)	13.9	10.1%	71.9	44.7	60.9%
EBITDA Margin (%)	11.2%	14.6%	(340 bps)	10.9%	24 bps	13.2%	9.1%	412 bps
EBIT	10.9	15.6	(30.1%)	10.5	3.8%	56.1	31.3	79.2%
EBIT Margin (%)	8.0%	11.6%	(364 bps)	8.2%	(30 bps)	10.3%	6.4%	394 bps
PBT	12.1	16.4*	(26.2%)	12.7	(4.7%)	60.2*	36.3	65.8%
PBT Margin (%)	8.8%	12.2%*	(336 bps)	10.0%	(115 bps)	11.1%*	7.4%	368 bps
PAT	9.5	12.6*	(24.6%)	10.6	(10.4%)	46.7*	27.1	72.3%
PAT Margin (%)	6.9%	9.4%*	(243 bps)	8.3%	(140 bps)	8.6%*	5.5%	307 bps
EPS (₹) – Basic	4.26	5.90*	(27.8%)	4.59	(7.2%)	20.69*	12.00	72.4%
EPS (₹) – Diluted	4.23	5.87*	(27.9%)	4.56	(7.2%)	20.57*	11.80	74.3%

* Excluding one-time exceptional item due to new labour code in Q3 FY26

Revenue Metrics

Particulars		Q4 FY26	Q3 FY26	Q4 FY25	FY26	FY25
Revenue by Industry (%)	Industrial Equipment & Heavy Machinery (IEHM)	65%	63%	59%	63%	57%
	Transportation & Mobility (T&M)	32%	34%	37%	34%	38%
	Healthcare & Life Sciences (HCLS)	3%	3%	3%	3%	4%
Revenue By Geography (%)	USA	38%	37%	33%	36%	34%
	Europe	12%	13%	13%	12%	14%
	India	50%	50%	54%	52%	52%
Revenue By Contract Type (%)	Time & Material	87%	87%	88%	88%	86%
	Fixed Time, Fixed Price	13%	13%	12%	12%	14%
Revenue By Engagement Model (%)	Onsite	30%	31%	27%	29%	28%
	Offshore	70%	69%	73%	71%	72%

Revenue Metrics

Particulars		Q4 FY26	Q3 FY26	Q4 FY25	FY26	FY25
Client Base	Active Clients	72	72	80	72	80
	Top 5	47%	49%	50%	48%	50%
	Top 10	64%	66%	64%	64%	66%
	Top 25	88%	88%	84%	87%	84%
	Clients with Annual Billing > USD 1mn	16	16	13	16	13
Employee Metrics	Total Employees	2,485	2,491	2,581	2,485	2,581
DSO (Billed + Unbilled)	Days	75	70	76	75	76

Key Performing Indicators

Particulars (In ₹ Crore)	FY24	FY25	FY26
Revenue from Operations	472.4	491.3	543.9
Other Income	7.3	7.2	7.0
Total Revenue	479.7	498.5	550.9
Employee Benefit	357.7	380.1	395.8
Other expenses	62.5	66.5	76.2
EBITDA	52.2	44.7	71.9
EBITDA Margin (%)	11.1%	9.1%	13.2%
Depreciation and amortisation	13.0	13.4	15.8
PBT	45.2	36.3	60.2*
PBT Margin (%)	9.6%	7.4%	11.1%*
PAT	33.9	27.1	46.7*
PAT Margin (%)	7.2%	5.5%	8.6%*
EPS (₹) – Basic	15.13	12.00	20.69*
EPS (₹) – Diluted	14.81	11.80	20.57*

* Excluding one-time exceptional item due to new labour code in Q3 FY26

Thank You

The software expert to transform your business at speed and scale.

Onward Technologies (BSE: 517536) (NSE: ONWARDTEC) is a leading digital and ER&D outsourcing firm headquartered in Mumbai. We empower global OEMs with rapid innovation and market readiness, optimizing their R&D returns. A responsible corporate force with 2,500+ professionals across 6 countries, we specialize in Automotive, Industrial Products & Heavy Machinery, and Healthcare & Med Tech verticals. For more information, please visit www.onwardgroup.com



For Further Information, Please Contact:

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