

SE/2025/1071

**Date:** April 30,2025

To,  
**National Stock Exchange of India Ltd,**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (East), Mumbai- 400051  
Maharashtra, India.

**Scrip: FIDEL**

**SUB: Updates on conference call with Investors and Analysts on the Audited Financial Results for the quarter and year ended March 31, 2025 & Link**

**Ref: Reg 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015**

Dear Sir/Madam,

Please find enclosed the presentation for the Investors call scheduled on **Wednesday – April 30, 2025, at 3.00 p.m. IST** to discuss the Financial Results for the quarter, half year and year ended March 31, 2025, with participants.

Request you to note the revised link to join the call is as follows:

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=3054267&linkSecurityString=159815b16a>

Thanking you.

Yours faithfully,

**For Fidel Softech Limited**

**Sneha Ratnaparkhi**  
**Company Secretary**  
**(A42657)**



# Conference call with Investors

Fidel Softech Limited – FY 2024-25  
and Q4 2024-25



## 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 available in local languages

## Our Mission

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

# Our Offerings

## ➤ IT & Consulting Services

Enterprise Solution & Services Implementation  
Managed cloud, security & Infra support Services  
Managed Application support & AI-enabled Services  
Bilingual Professional Services & Consulting services

## ➤ Language Localization & Engineering Services

Software localization & engineering services  
Translation, MTPE & Interpretation services  
AI-ML , multilingual LLM related services

## ➤ Other Consulting Services

Japan – India business consulting services





# Key Highlights of Q4 24-25



## Financial

**14.61 Cr INR/ 4.13 Cr INR**

Revenue / PBT

**3.21%** Revenue growth over Q3 of FY 24-25

QoQ Growth

**31%** Revenue growth of YoY compared to Q4 FY 23-24

YoY Growth

**114%** PBT growth over YoY of FY 23-24

YoY Growth

## Business



**11 new  
customers  
added**



**US Office  
has started  
its  
operations**

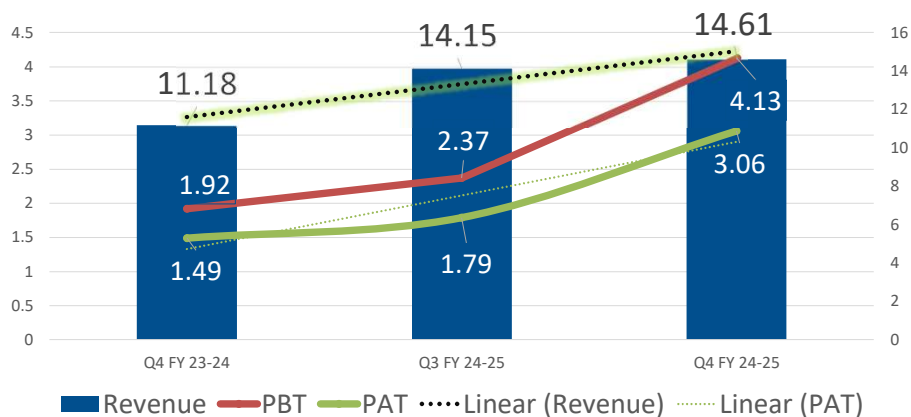


**11  
Employees  
hired**

# Financial results YoY and QoQ (Rs. in Cr)

Particulars	Revenue	PBT	PAT
Q4 FY 24-25	14.61	4.13	3.06
Q3 FY 24-25	14.15	2.37	1.79
Q4 FY 23-24	11.18	1.92	1.49

QoQ Growth

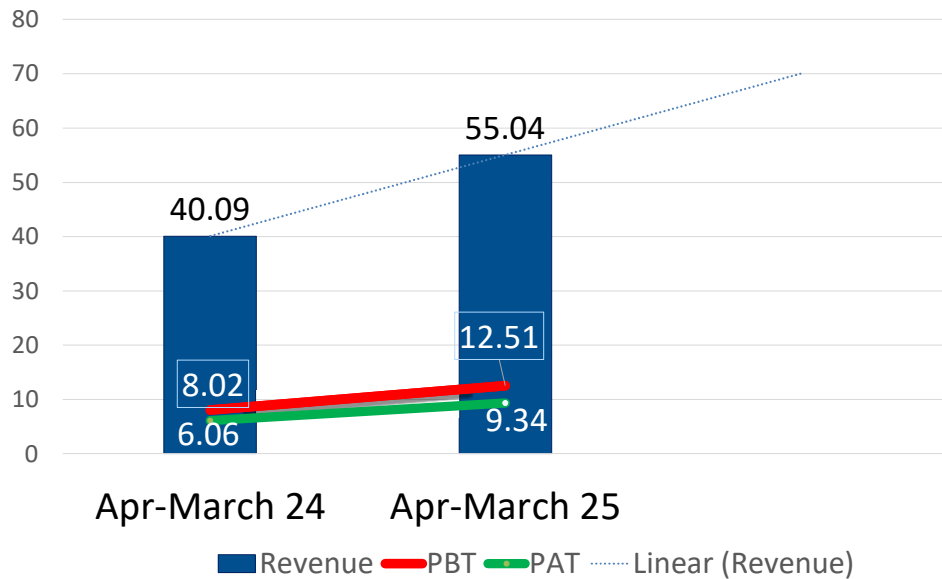


6

- ▲ **Revenue up**
  - Grew from ₹11.18 to ₹14.61
  - Indicates solid topline growth,
- ▲ **PBT surged 114% YoY**
  - Jumped from ₹1.92 to ₹ 4.13
  - Improvement in operating performance, signaling better cost control.
- 💰 **PAT rose 105% YoY**
  - Increased from ₹1.49 to ₹3.06
  - Reflects higher profitability and improved net margins.
- 📉 **Slower sequential revenue growth (Q3 to Q4 FY 24-25)**
  - Revenue grew from ₹14.15 to ₹14.61 (3.21%)
  - The company recorded a 73.87% increase in Profit Before Tax (PBT) and a 70.90% increase in Profit After Tax (PAT) compared to the previous quarter

# Financial results YoY (Rs. in Cr)

Particulars	Revenue	PBT	PAT
April-Mar 25	55.04	12.51	9.34
April - Mar 24	40.09	8.02	6.06



## ➤ FY 24-25 Performance Highlights (vs FY 23-24)

**I. Strong Revenue Growth:** Revenue jumped **37.29% YoY** (₹40.09 Cr → ₹55.04 Cr), reflecting solid business momentum.

### II. Sharp Profit Expansion:

**1. PBT up 56%, and**

**2. PAT up 54%,**

showing significant improvement in profitability and operational efficiency.

**III. Better Margins:** Both operating and net profit margins improved, highlighting effective cost management and scalable operations.

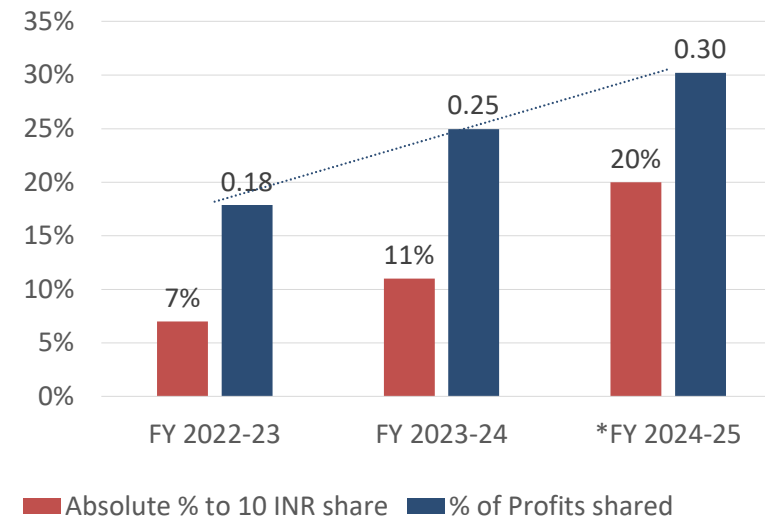
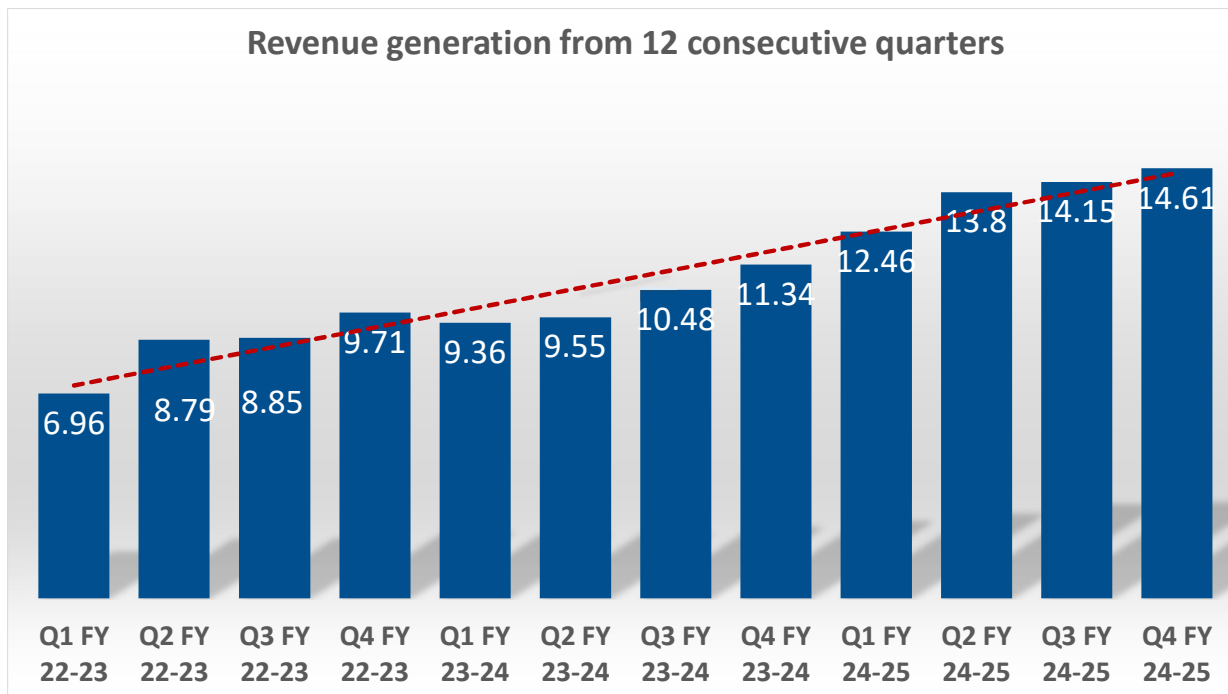
# Consistent Performance – from IPO till date

## Revenue in cr.

*\*Dividend recommended by Board- Subject to Approval of Members in AGM*

## Continue to pay dividend...

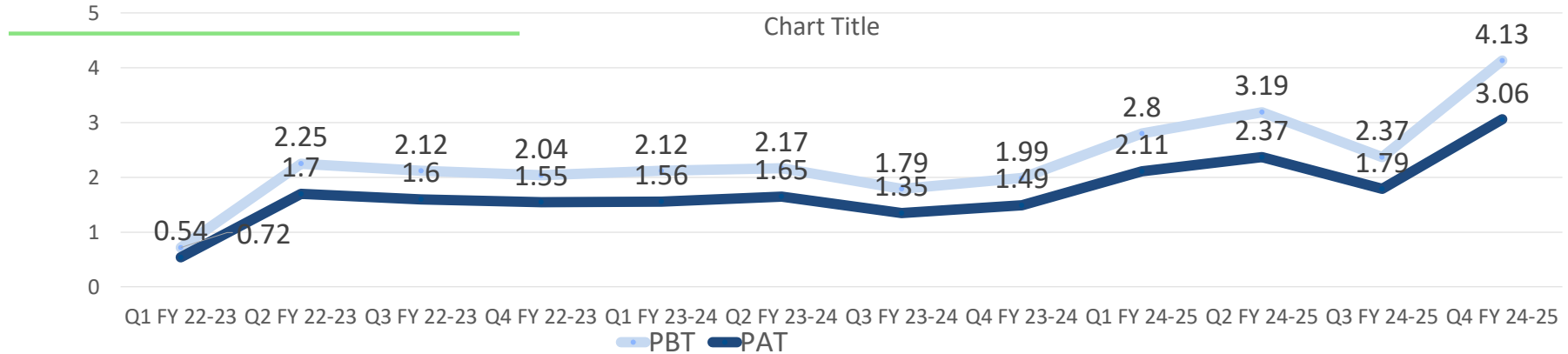
Revenue generation from 12 consecutive quarters



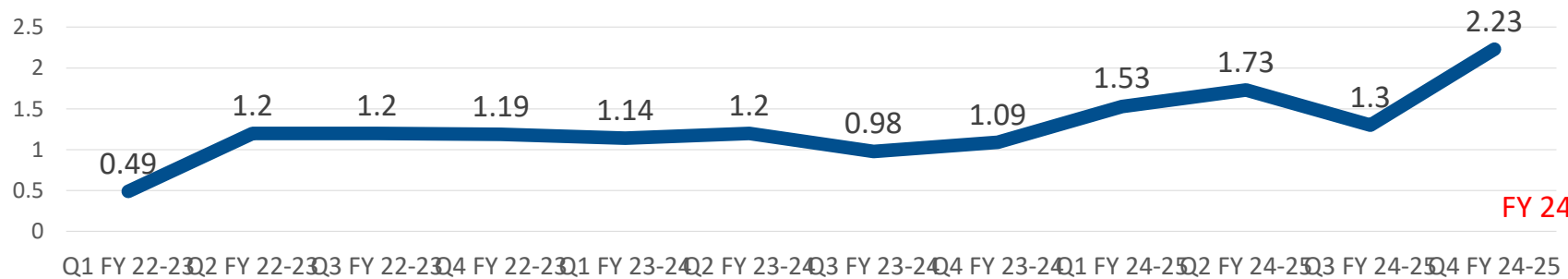
..... Linear (% of Profits shared )

# Consistent Performance - 12 consecutive quarters

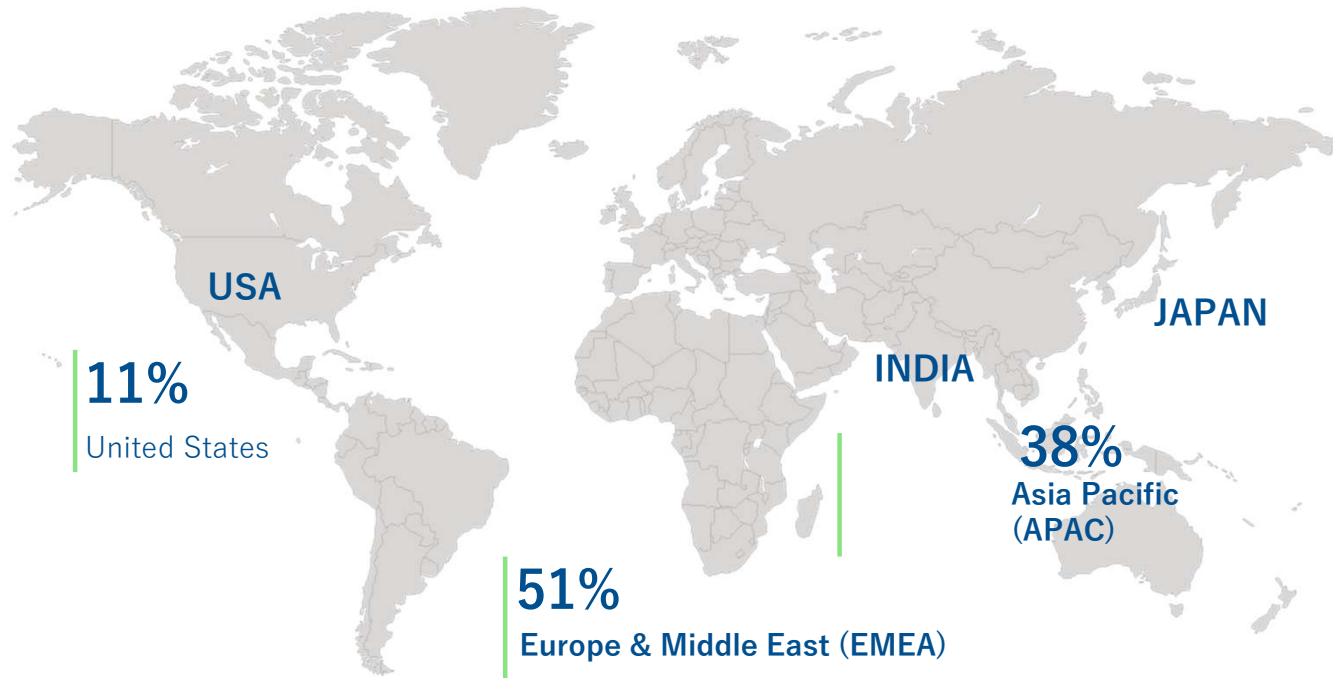
## PBT and PAT (in cr)



## EPS

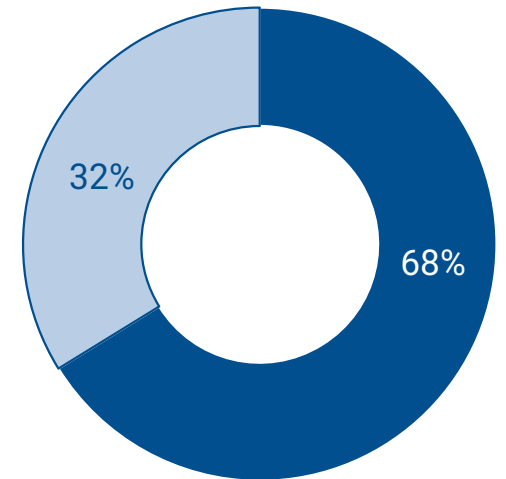


## Region wise Sales FY 2024-25



## Division wise Sales FY 2024-25

- Ongoing opportunities identified for upselling within the US market
- Strategic emphasis on language localization and technology consulting services



■ Localization ■ IT

# Market Snapshot (as of 31 Mar 2025-Share Price-118.85)

163 CR <b>Market Capitalization</b>	₹ 6.79 <b>Earnings per Share</b>	21% <b>ROE</b>
219.75 / 88.75 <b>52 weeks high/low</b>	95% ( Base price 61) <b>ROI from Issue price</b>	27% <b>ROCE</b>

# Business Overview

# Business Outlook -1



- This Q4 marks our 12th consecutive quarter of consistent growth.
- We continue to ensure positive cash flows during the period. Our Earnings Per Share (EPS) has shown steady improvement & we remain focused on achieving double-digit EPS growth.
- At the beginning of the last fiscal year, we outlined an ambitious growth target of 30–40%. By the close of Q4, we are pleased to report growth exceeding 37%, coupled with an improvement in profit after tax (PAT).
- Our cash flow position remains strong and we have made meaningful progress in enhancing receivables management.
- We have effectively turn around currency-related losses compared to both the previous quarter & the prior fiscal year, contributing to a more stable financial outlook.
- Internally, we have initiated developing competencies around AI. These 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.
- Our Hyderabad office continues to deliver value through ongoing client engagements. Additionally, we recorded initial revenues from our U.S. subsidiary in Q4. We are actively encouraging new client contracts to be routed through our U.S. entity—Fidel Softech Ltd’s 100% owned subsidiary—as part of our global expansion strategy.

# Business Outlook -2



- The current global environment, marked by geopolitical uncertainties and rapid advancements in AI, has made customer behavior more difficult to predict. However, given our relatively modest scale in the global economy, we remain confident in our ability to achieve a 30–40% growth target.
- In a recent board meeting, the Board of Directors approved the acquisition of Fidel Technologies KK, Japan. This strategic move strengthens our topline, allows us to cross-sell & also enhances transparency and alignment for our shareholders.
- We are actively exploring select inorganic growth opportunities. While we are taking a prudent approach, we are evaluating complementary capabilities, new markets, and opportunities to scale.
- We see strong potential in areas such as managed services, AI-enabled services, e-learning localization and enterprise-focused offerings. In parallel, we continue to invest in strengthening our digital marketing presence and building a robust sales engine.
- While maintaining a cautiously optimistic outlook, we remain focused on deepening our core competencies and expanding into new geographies through strategic partnerships.
- On June 10, we will mark the third anniversary of our listing. With the recent revision of NSE's criteria for migration to the Main Board, we are aligning our operations and financials to meet the new requirements and intend to pursue the transition to the main board in the near future.

# What sets Fidel apart?

## **Strong Foundation in the Japanese Market**

Unlike many firms that traditionally target Western geographies, Fidel has strategically focused on Japan from its inception. Japan is a mature, detail-oriented & relationship-driven economy with significant language & cultural barriers. Fidel's deep bilingual capabilities & established strategic relationships uniquely position the company to navigate and capitalize on this complex market. Additionally, Japan's demographic challenges present long-term opportunities that Fidel is well equipped to address.

## **AI-Enabled Services**

While many companies are still grappling with the implications of AI, Fidel has initiated steps towards developing competencies around AI. Leveraging its multilingual strengths, Fidel provides critical services such as multilingual data collection, AI output validation & chatbot integration. Rather than competing with tech giants in AI product development, Fidel is focused on delivering AI-enabled services—an area of growing demand and high specialization.

## **Balanced Growth Strategy: Domestic & International**

With a competitive cost structure & strong tech delivery capabilities, Fidel is well positioned to capture growth from both international clients seeking cost-efficient solutions & the value-driven Indian market. Even within India, Fidel has been able to generate profits from small-scale operations. The company also benefits from a distributed, remote workforce—especially for its language services—allowing it to optimize overhead & operational costs.

## **Strong Cash Position and No Debt**

Fidel maintains a healthy financial position with positive cash reserves & no debt. This provides the flexibility to pursue targeted acquisitions of boutique firms, enabling faster expansion and diversification in the quarters ahead.

# Other Updates

# Outreach Programs



**GMC 2025**  
Pune



**Rising Sun Conclave 2025**  
Delhi



**TiEcon 2025**  
Pune



**India FIX Conference 2025**  
Mumbai

# Employee Engagement Activities



**Republic day  
Celebration 2025**



**Makar Sankranti  
Celebration 2025**



**Marathi Sahitya  
Sammelan 2025**



**Int. Women's day  
Celebration 2025**

# CSR Activities

Sr. No	Activity as per Schedule VII	Foundation Name	Description	Actual Amount of Proposal
1	Promoting education, including special education and employment enhancing vocation skills especially among children, women, elderly and the differently abled and livelihood enhancement projects.	Thinksharp Foundation	Financial assistance for solar repair and maintenance skill program- 3 months training for 25 students	4,00,000
2		Vidyarthi Sahayak Samiti	Guardianship for students from Rural Area	2,00,000
3		National Federation of the Blind Maharashtra	School for Blind Girl	34,000
4	Ensuring environmental sustainability, ecological balance, and protection of flora and fauna	Poornam Ecovision Foundation	Refurbishment of Computers	2,00,000
5	Rural development projects, rural sports	Aseem Foundation	Yarn Bank in Manipur	1,00,000
6	Incubation	PCCOE	Incubation	5,00,000
	Total		<b>CSR Actual amount spent</b>	<b>14,34,000</b>
			<b>CSR Calculation Amount</b>	<b>14,30,715</b>
			<b>Excess amount spent on CSR</b>	<b>3285</b>

# CSR Activities



**Aseem Foundation Yarn Bank in Manipur**



**Solar Skills Training Program for Youths**



**NFBM Jagriti School for Blind Girls in Pune**



Thank You