

January 29, 2026

**Listing Department,
BSE Ltd.,**
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400 001
Scrip Code: **544413**

**Listing Department,
National Stock Exchange of India
Limited,**
"Exchange Plaza",
Bandra - Kurla Complex, Bandra (East),
Mumbai-400 051
Symbol: **DIGITIDE**

Dear Sir/Madam,

Sub: Submission of Investors' Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed "Investor's Presentation" of the financial performance of the Company for the third quarter and nine months ended December 31, 2025.

The above-mentioned information will also be available on the website of the Company at: www.digitide.com

Request to please take the same on record.

Yours faithfully,
For **Digitide Solutions Limited**

Neeraj Manchanda
Company Secretary & Compliance Officer
Membership No. A20060

Encl: - as above

Digitide Solutions Limited

Registered Address: New Municipal No. 1, Sri Subramanya Plaza (SS Plaza), 29th Main Road, BTM Layout,
1st stage, Ring Road, Bengaluru, Bengaluru Urban, Karnataka, 560068
Tel: 080-6105 6000 | CIN: L62099KA2024PLC184626 | Website: www.digitide.com

Investor Presentation

Q3'FY26

digitide



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01

Who We Are

Digitide has a proven legacy of transforming businesses, backed by long-term promoters and investors

Promoters

Ajit Isaac

Chairman and Non Executive Director


FAIRFAX
 FINANCIAL HOLDINGS LIMITED

~ 57%
 Shareholding

Our Companies

digitide

Digitide Solutions Limited

BPM/BPaaS and Tech & Digital Services

NSE Ticker: **DIGITIDE**

FY25 Revenue: ₹2,875 Cr

FY25 EBITDA: ₹401 Cr

FY25 Employees: ~55K

alldigi tech

(Digitide holds 73.39% stake)

Alldigi tech

International CLM and Payroll

NSE Ticker: **ALLDIGI**

FY25 Revenue: ₹ 546Cr

FY25 EBITDA: ₹130 Cr

FY25 Employees: ~6.3K

Other Key Promoter Companies

QUESS
 WINNING TOGETHER
Quess Corp Ltd

General Staffing Business

NSE Ticker: **QUESS****Bluspring****Bluspring Enterprises Ltd**

Facility Management

NSE Ticker: **BLUSPRING**

Journey from being part of Quess Corp to Independently listed Tech & Digital and BPM services company

2007 - 17

Rev: ~44M (FY14)

Investments led by Ajit Isaac & Fairfax Group in Quess Corp (2007 to 2013)

M&A-led entry into Tech Services

- 2014 ⇒ Entered North American IT Services ⇒ Acquired Mindwire/Brainhunter (IT staff Aug)
- 2016 ⇒ Entered P&C insurance ⇒ MFX (Digital Platform for Insurance Solutions)
- 2016 ⇒ Quess Corp got listed
- 2017 ⇒ Augmented DE capabilities ⇒ Heptagon (India based Digital Engineering company)

2018 - 24

Rev: ~168M (FY18)

M&A-led entry into BPM Services

- 2018 ⇒ Entered BPM sector ⇒ taking majority stake ⇒ Conneqt (earlier known as Tata Business Support Solutions)
- 2019 ⇒ Strengthened Customer Lifecycle Management (CLM) presence in India and USA ⇒ majority stake in Allsec (CLM and HRO/payroll company; currently listed as Alldigi Tech)

2025

Rev: ~342M (FY25)

Independent AI-first Tech and BPM services company

- 11th June 2025 ⇒ Listed on stock exchange as an Independent BPM & Tech services company



digitide

We are the partner-of-choice for some of the biggest companies in the world



Key Highlights

10+

Years of heritage

300+

customers

55k+

Employees

50+

Proprietary AI accelerators

5+

Countries

10+

Digital COEs

18M+

Payroll slips processed annually

1k+

Data servers managed

40+

Global locations

71.3

Best-in-class NPS

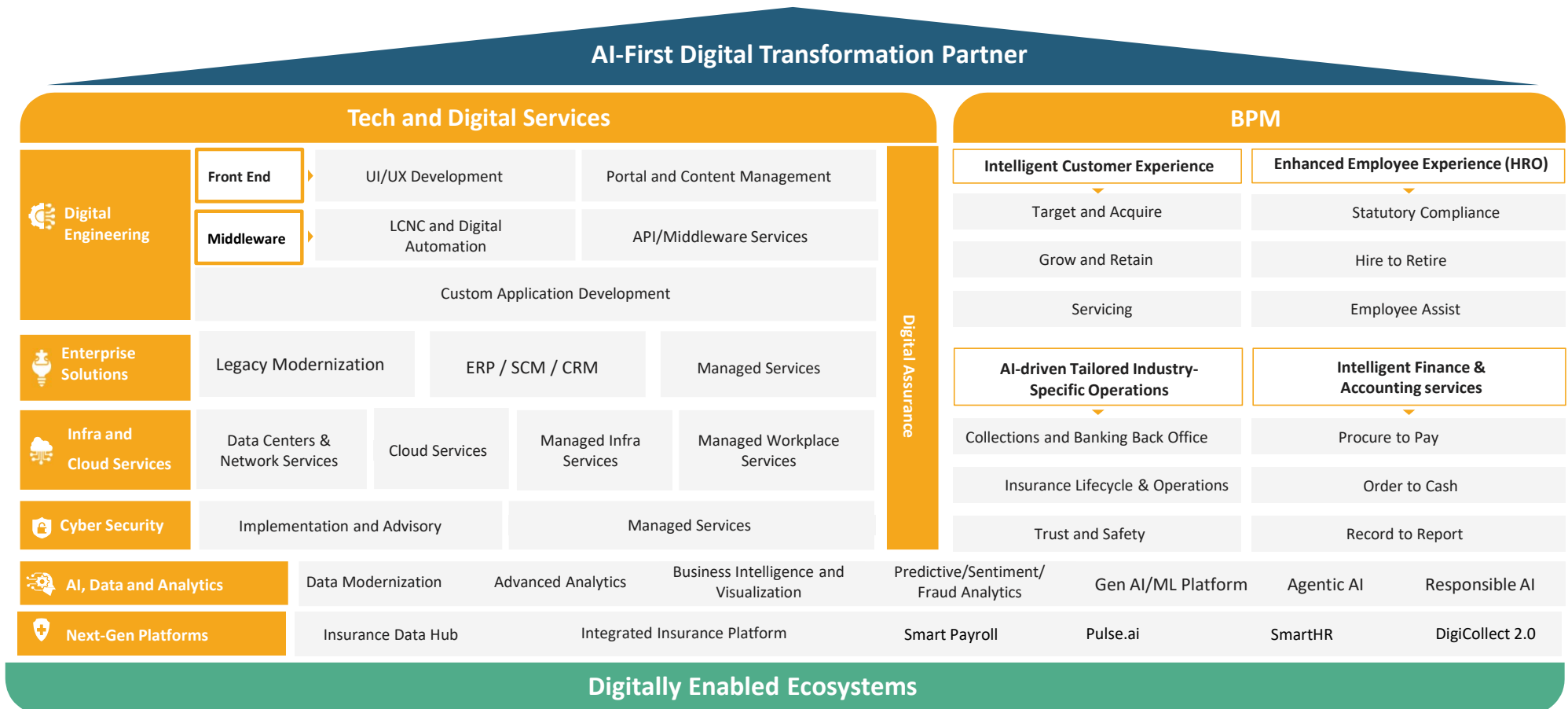
Great Place to Work®

7 consecutive years

20+

Technology partners

Driving Trusted, AI-First Digital, IT & BPM Transformation



Powering Digital Transformation with the World's Leading Hyperscalers



Largest ecosystem, Rapid Innovation, Cloud-Native Focus

- AWS Advanced Tier Services Partner & Authorized Commercial Reseller



MS Integration, Hybrid Solutions, Enterprise ready

- Microsoft Solutions Partner (CSP) for Data & AI
- Strategic Access to Fortune Enterprise and seamless co-sell



Data & AI Powerhouse, Open-source leader, Big Data tools

- Google Cloud Partner (Service Partner)
- AI-First & Data-led Differentiation, Cloud-native innovation and AI-focused solutions

Customer Impact: Accelerated cloud migrations, smarter modernization, lower delivery risk, and solutions built to scale into the future

Full hyperscaler ecosystem — enabling multi-cloud designs and expert guidance across AWS, Azure, and GCP

Recognized as major Contender in six Everest PEAK Metrix across Insurance, CXM & Payroll



Major Contender for Property & Casualty (P&C) Insurance IT Services



Major Contender for Customer Experience Management Services: APAC



Star Performer in Major Contender category for Multi-Country Payroll Solutions: APAC



Major Contender for Property & Casualty (P&C) Insurance BPS



Major Contender for Customer Experience Management Services: Americas



Star Performer in Major Contender category for Multi-Country Payroll Solutions: Global

Awards and recognition that speak volumes



We are a certified **Great Place to Work** for the 7th consecutive year

Ranked **19** Among India's Top Companies



2020

2021

2022

2023

2024

2025



Top 10 LCNC
Solutions Provider



Customer
Excellence Award



Business Intelligence
Champions Analytics
Excellence Awards



Digital Excellence
Banking



CIO Summit

Top 10 Digital
Transformation
Solutions Provider



CII National HR
Excellence Award @
World HRD Summit



Agentic
AI Day

Winner at Google
Cloud Hackathon



Awarded as
Company with
Great Managers

Excellence backed by industry recognition



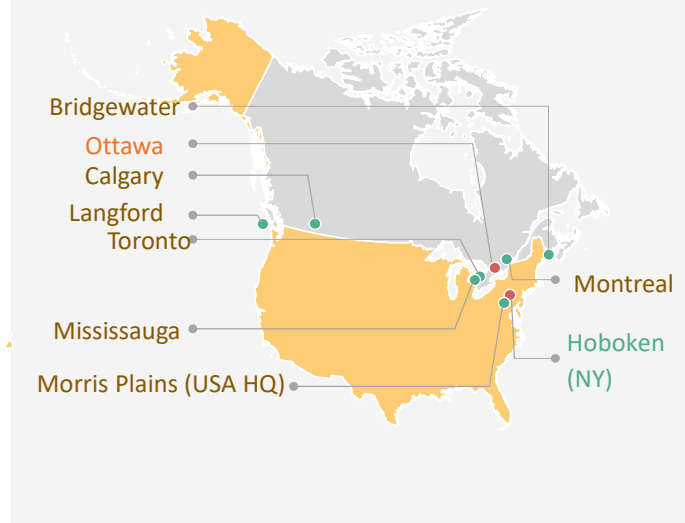
Recognized in Everest Group's PEAK Matrix® Assessment 2025



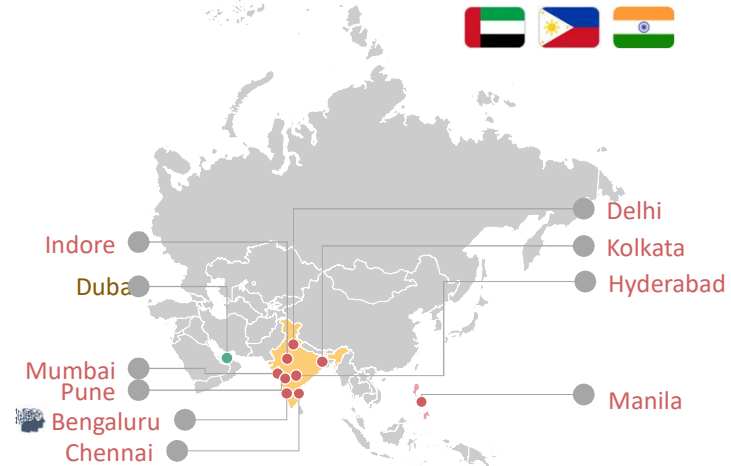
Strong presence in India and North America with global delivery capabilities

40+ locations spread across 5 countries

North America: 9+ locations across 2 countries



Asia Pacific: 30+ locations across 3 countries



20 additional delivery locations in India not mapped

Key delivery center

Business center

Data center

AI Center of Excellence

02

Our Performance



Strong revenue and sales momentum in Q3FY26; TCV surged 20% Q-o-Q



Financials

- Revenue growth of 6.5% YoY and 2.1% QoQ
- 18.6% YoY growth in Tech & Digital revenue
- 10.5% YoY growth in International business
- Improved cash flow realization (from 82 to 79 DSO)



Business

- Highest ever TCV booking of ₹662 Cr in Q3 (growth of 20% QoQ)
- 34 key logos won during the quarter
- Strong hyperscaler led pipeline (AWS, GCP, Microsoft)



Technology

- Became GCP service partner
- Added Azure partnership for Data and Analytics
- Handled 3.6 million automated interactions this quarter — 1.6 million through voice bots and 2 million through AI Agents.
- 6000+ employees are upskilled via. Digitide AI Learning Academy and Partner ecosystem

Revenue up 2.1% Q-o-Q; Adjusted PAT increased by 42.5% to ₹24 Cr

Financials

In ₹ Cr	Q3 FY25	Q2 FY26	Q3 FY26	QoQ	YoY
Revenue	733	764	780	2.1%	6.5%
EBITDA	110	85	88	2.8%	-20.8%
EBITDA %	15.1%	11.1%	11.2%	7bps	-386bps
Adj PAT*	43	17	24	42.5%	-44.4%
Adj PAT* %	5.8%	2.2%	3.0%	86bps	-279bps
PAT	29	3	-2	-175.7%	-107.1%
PAT %	4.0%	0.4%	-0.3%	-63bps	-427bps

- Revenue Growth 2.1% QoQ & 6.5% YoY
- EBITDA margin at 11.2%; improvement of 7bps Q-o-Q
- Adjusted PAT increased 42.5% with 86bps margin expansion

* Key Exceptional Items in Q3 FY26

- Labour Code Impact 25.4 Cr
 - Gratuity 22.1 Cr
 - Leave encashment 3.3 Cr

Note: YoY nos. are unaudited

Q3 FY26: Tech & Digital grew by 18.6% YoY and 3.1% QoQ

Segment Overview

Revenue	Q3 FY25		Q2 FY26		Q3 FY26		QoQ	YoY
	₹ Cr	Mix	₹ Cr	Mix	₹ Cr	Mix		
BPM	534	72.8%	536	70.1%	545	69.8%	1.7%	2.0%
Tech & Digital	199	27.2%	228	29.9%	236	30.2%	3.1%	18.6%
Total	733	100%	764	100%	780	100%	2.1%	6.5%

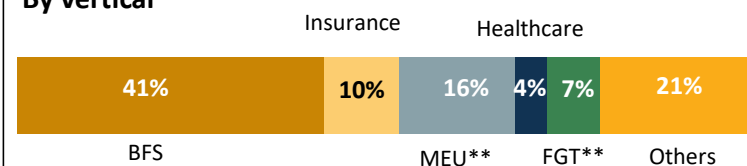
EBITDA	Q3 FY25		Q2 FY26		Q3 FY26		QoQ	YoY
	₹ Cr	%	₹ Cr	%	₹ Cr	%		
BPM	85	15.9%	82	15.4%	86	15.7%	33bps	-19bps
Tech & Digital	32	15.9%	21	9.4%	23	9.6%	23bps	-632bps
Total	116	15.9%	104	13.6%	108	13.9%	28bps	-204bps

Tech & Digital share has risen to 30.2% and International business to 37.4% in Q3 FY26

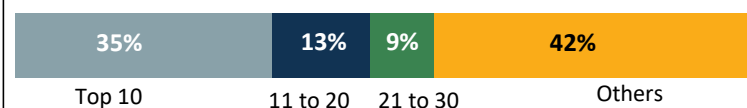
By geography



By vertical



By client concentration

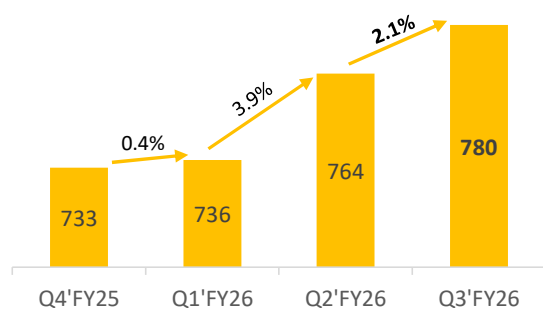


- Strong momentum in Tech and Digital with QoQ growth of 3.1% and YoY growth of 18.6%
- International revenue grows by 10.5% YoY
- Segment EBITDA margins showed sequential improvement, with the Tech & Digital segment expanding by 20 bps and the BPM segment improving by 30 bps

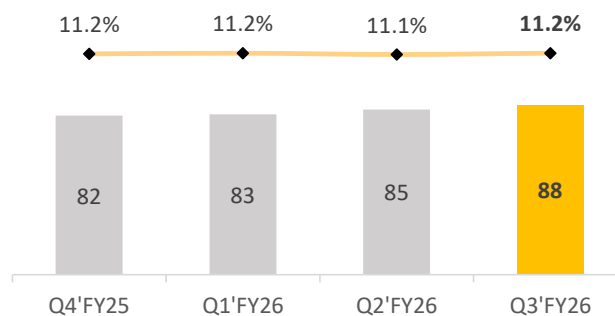
Note: *Segment EBITDA is excluding unallocated corporate cost. YoY nos. are unaudited; **MEU = Manufacturing, Energy and Utility & FGT = Fast Growth Tech

Q3FY26: Marked improvement across key parameters

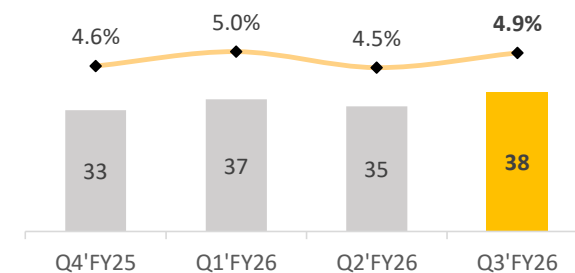
Revenue



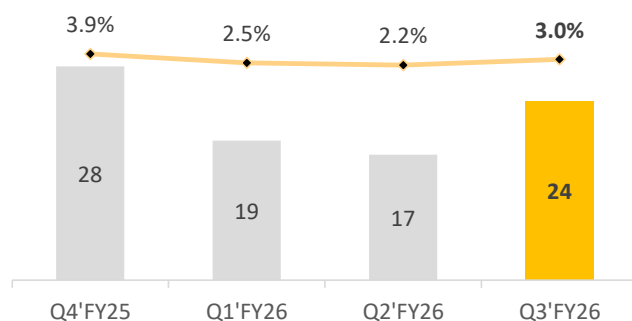
EBITDA & EBITDA Margin



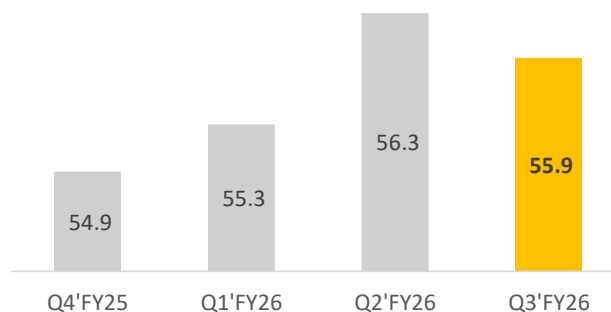
EBIT & EBIT Margin



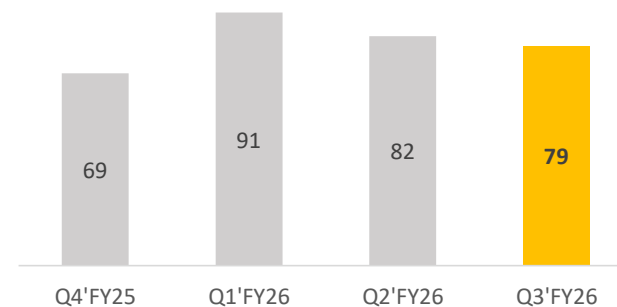
Adjusted PAT & Adjusted PAT Margin



Employee Count (In thousands)



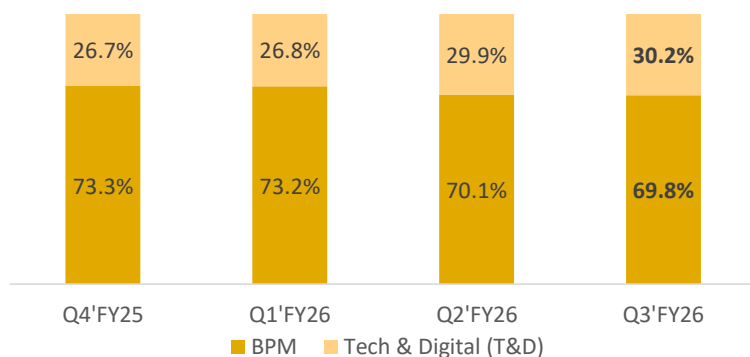
Days Sales Outstanding (Billed + Unbilled)



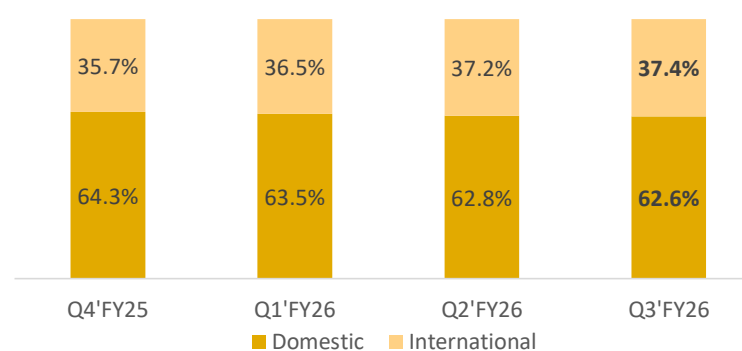
Note: All figures are in ₹ Cr unless stated

Continued improvement in Revenue mix with T&D share rising by 30bps Q-o-Q in Q3FY26

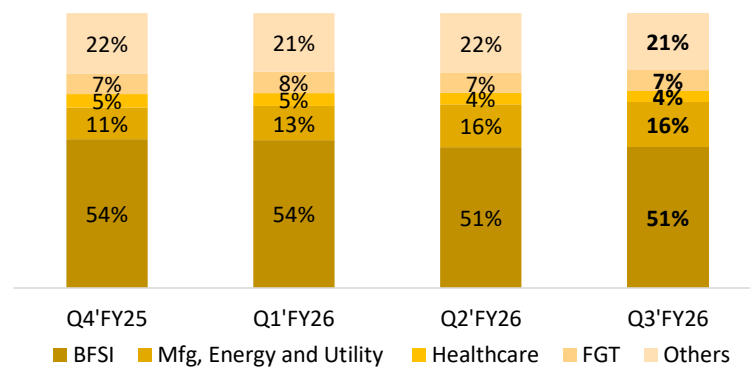
Revenue Mix by Segment



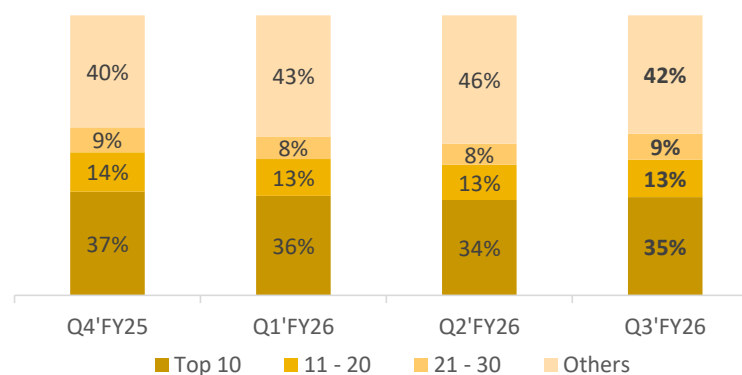
Revenue Mix by Geography



Revenue Mix by Industry

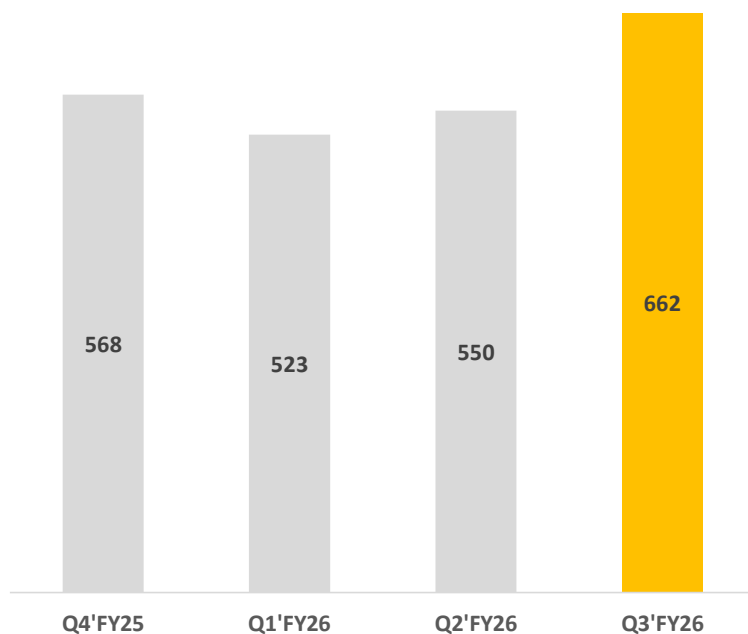


Revenue by Client Concentration

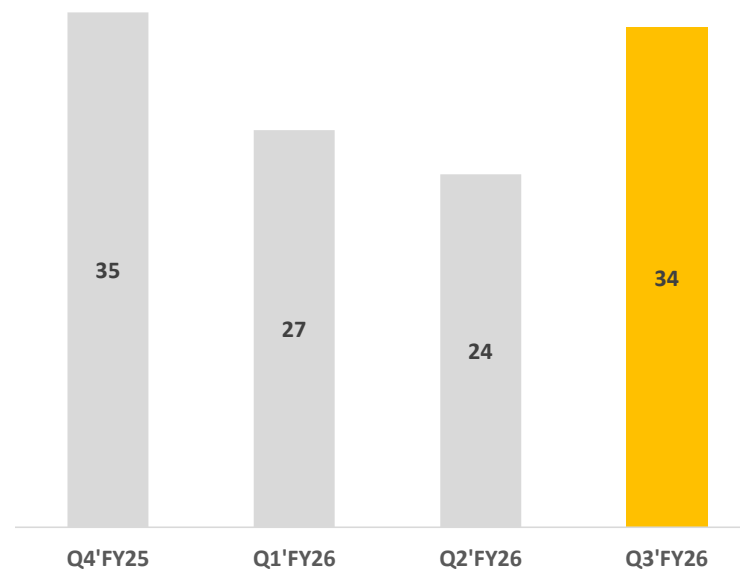


Robust sales momentum with all-time high TCV bookings; 34 key new logos in Q3FY26

Total Contract Value (TCV)



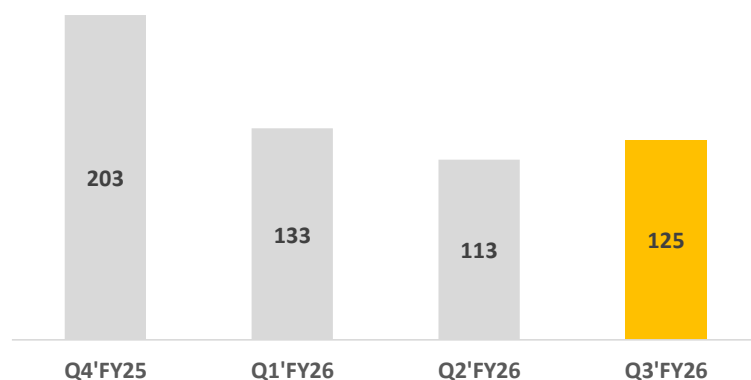
Number of key new logos won



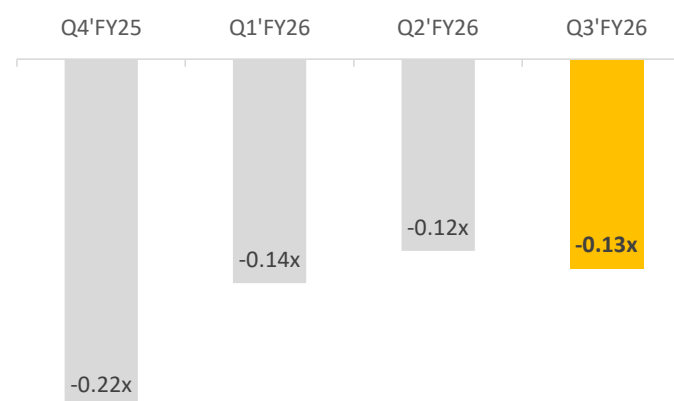
Note: All figures are in ₹ Cr unless stated

Balance sheet continues to strengthen with ₹125 Cr netcash in Q3FY26

Net Cash



Net Debt to Equity Ratio



Credit Rating (ICRA)

Particulars	Ratings
Long Term/Short Term – Fund based Limits	A+(Stable)/A1+; assigned
Short Term – Non-fund Based Limits – Bank Guarantee	A1+; assigned
Long Term/Short Term – Unallocated limits	A+(Stable)/A1+; assigned
Long Term/Short Term – Interchangeable limits	A+(Stable)/A1+; assigned
Commercial Paper	A1+; assigned

Note: All figures are in ₹ Cr unless stated

03

Way Forward

Well-defined 3x3x3 strategy

3x Growth

- From ~\$342M to \$1B revenue
- **Grow 2x** faster than market
- **200-300 bps** improvement in EBITDA margin
- **2x** improvement in billing realization per FTE

3x Verticals

Domestic

- BFSI
- FGT
- Manufacturing, Energy & Utilities

International

- BFSI
- FGT
- Healthcare

3x Service lines

- Digital and AI Engineering
- Data, Analytics and AI
- BPM & BPaaS

Maximize the core | Capture adjacencies | Unlock new frontiers

Pivotal shift as we reach to \$1B in revenue by FY31

Vision Be the responsible transformation partner that customers trust

Aspiration To become a \$1B AI-led value creator

From domestic BPM-focused...

\$342M

FY25 Revenue

12%

CAGR (FY22-25)

FY25 Revenue by service

BPM

Tech & Digital

251 (73%)

92 (27%)

By geography

Domestic

International

221 (64%)

122 (36%)

By vertical

Mfg. Healthcare

Others

44%

10%

11%

5%

7%

24%

BFS

Insurance

FGT

\$1,000M

FY31 Revenue

18%+

CAGR (FY25-31)

FY31 Revenue by service

BPM

Tech & Digital

600-650 (~60%)

350-400 (~40%)

By geography

Domestic

International

450-500 (~50%)

500-550 (~50%)

By vertical

Mfg.

Healthcare

30-35%

15-18%

8-10%

12-15%

16-18%

BFS

Insurance

FGT

8-10%

Others

Note: \$1 = INR 84 conversion rate

Our Blueprint for success

Leadership

Strong leadership with a combined experience of 250+ years, steered by a diverse board

Talent and culture

Clearly defined talent strategy to bolster a performance-driven culture

Organization

Future-ready organizational structure, investments in sales & marketing, and a differentiated delivery model

AI-first offerings

"All-in on AI" as the bedrock of our platform-based tech, digital and BPM offering suite

Inorganic

Inorganic growth planned in prioritized areas to enhance capabilities and market access

High-performing leadership team with deep industry expertise already in place



Gurmeet Chahal

CEO

25+ years of expertise in digital transformation, new business build in healthcare and BFSI

Ex- HCL Tech, Genpact, DXC Technology



Saket Bhatnagar

International Head and Chief Revenue Officer

30+ years of insurance and financial services expertise

Ex- AWS, Accenture, HCL Tech



Ruchi Ahluwalia

CHRO

22+ years expertise in diverse HR functions across IT services, healthcare, and finance industries

Ex- EY, Zeiss, Eaton



Vinod Pahlawat

India Head

35+ years of expertise in business transformation, customer success and large-scale digital initiatives

Ex- HCL Tech, Airtel, Motherson



Suraj Prasad

CFO

25+ years of expertise in corporate finance, taxation, treasury, budgeting

Ex- ABG, AXA



Marc Bolduc

Canada Head

25+ years of expertise in IT professional services and government space

Ex- PWC



Sandeep Malhotra

Chief Strategy, Solutions and AI Officer

25+ years of experience in business consulting, innovation and new business build for Telecom and Media clients

Ex- Coforge, Birlasoft, HCL Tech



Natarajan Laxsmanan

Global Head of BPO and HRO

25+ years of experience in BPM, digital transformation and HRO

Ex- Accenture, Alight, wipro



Mohan CK

Global Head of Operations & Practices, Tech & Digital

32+ years of global IT services experience, focusing on enterprise apps, cloud, AI, data, and digital

Ex- Accenture, Wipro



Paresh Vankar

Chief Marketing Officer

25+ years of experience in marketing and sales in IT services

Ex- LTIMindtree, HCL Tech

Steered by a distinguished board



Ajit Isaac

Chairman and Non Executive Director

Founder of Qess Corp; brings 30+ years in scaling businesses and strategic growth.



Revathy Ashok

Non-Executive Independent Director

30+ years of experience in finance, risk management, and startup mentoring. Focused on entrepreneurship and women's empowerment



Gopalakrishnan Soundarajan

Non Executive Director

30+ years of experience in corporate strategy and finance, former CIO at ICICI Lombard, with expertise in capital allocation and investment strategy.



Anish Thurthi

Non Executive Director

Investment and M&A specialist with 20+ years of experience at Fairbridge Capital and KPMG, focused on corporate transactions and deal structuring.



Robin Thomashauer

Non-Executive Independent Director

40+ years of experience in healthcare leadership and board strategy. Expert in organizational development and value creation.



Pankaj Vaish

Non-Executive Independent Director

Veteran tech leader with 40+ years of experience. Specializes in business transformation and SME mentoring.



Sunil Bhumralkar

Non-Executive Independent Director

38+ years in audit and assurance, former partner at S.R. Batliboi & Co LLP.

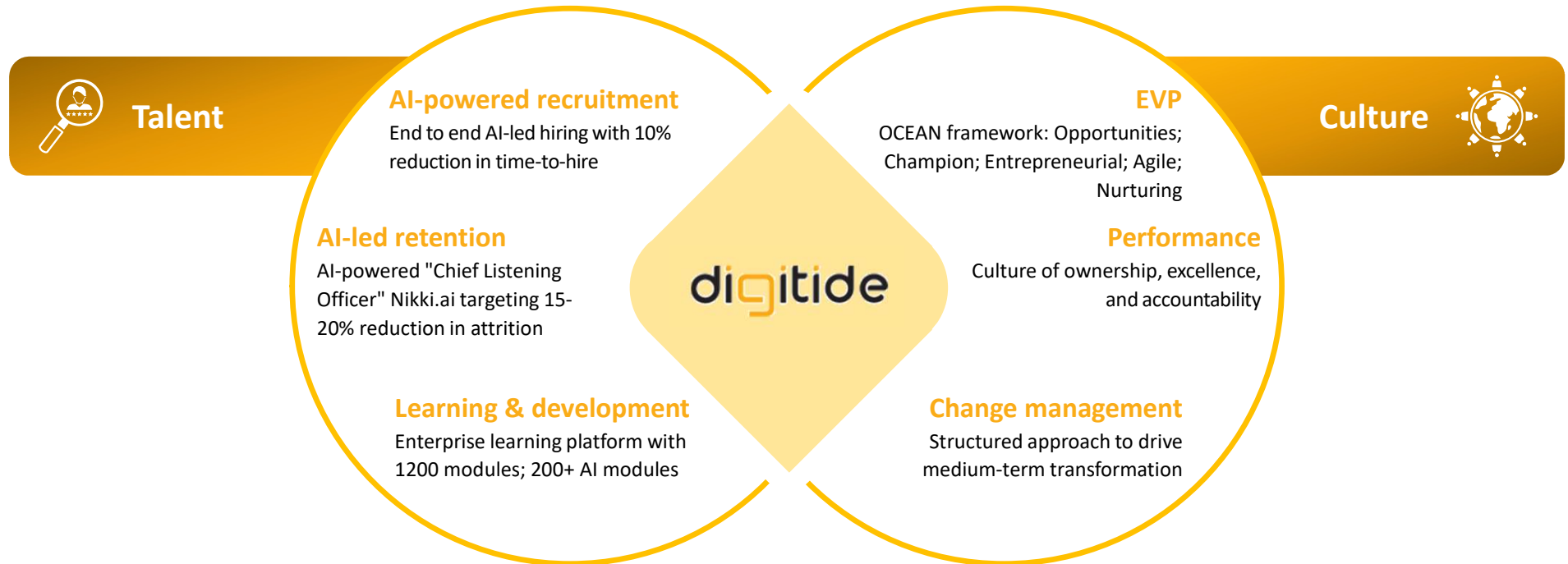


Gurmeet Chahal

CEO and Executive Director

Leads Digitide's growth and digital transformation. Brings 25+ years of leadership in digital services.

Strong talent strategy and a performance-driven culture



Key accolades and recognitions



Rank 19 in 2025 and certified Great Place to Work for 7 years in a row



Top 10 in best workplace in Health and Wellness

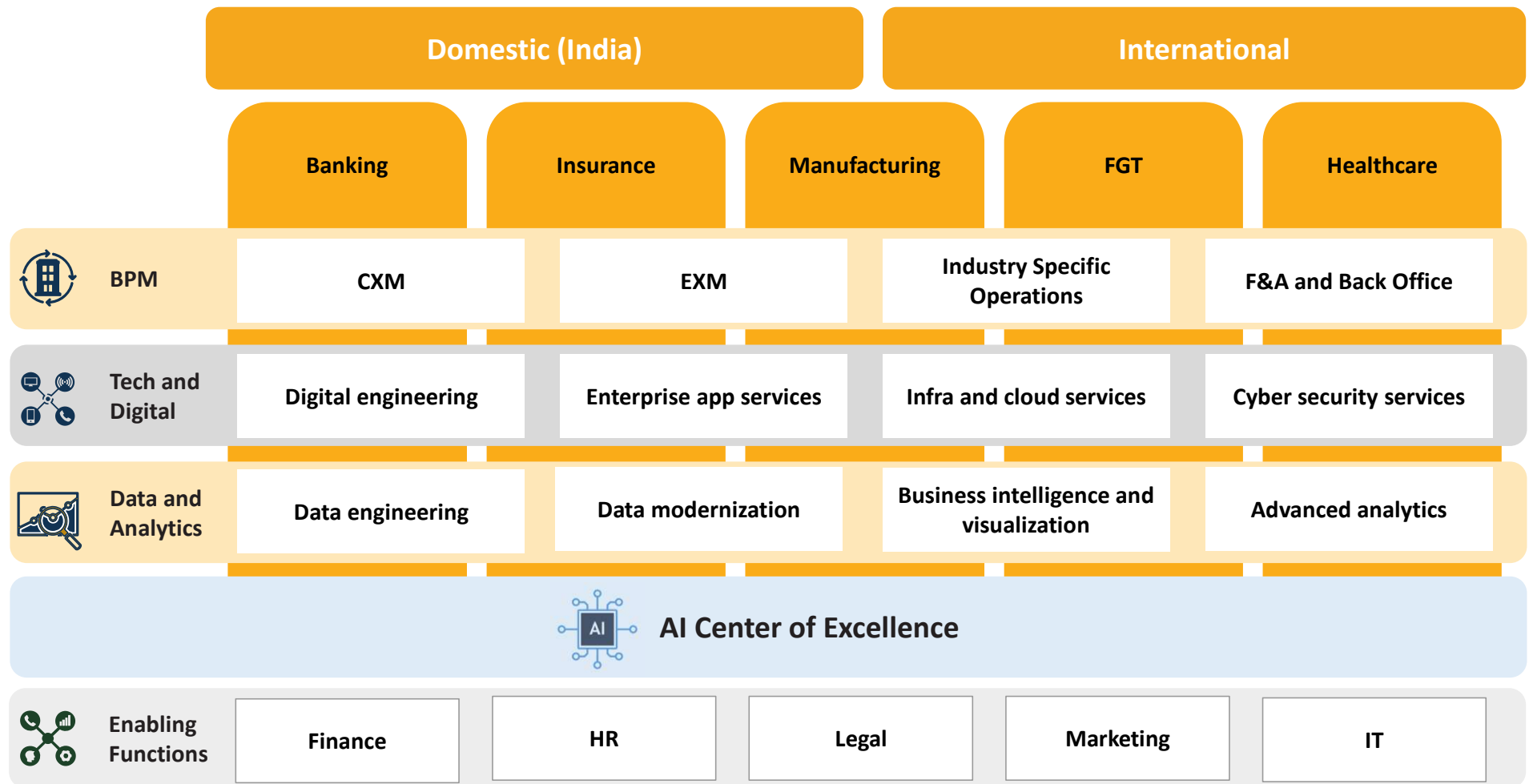


Top 50 best workplaces in building culture of innovation by all



One of the top Leadership Factories by the Great Manager Institute 2024

We have organized ourselves in line with our growth axes



We are going all-in on AI

Digitide's AI Centre of Excellence: Pulse.AI



Pulse.
Banking.AI



Pulse.
Insurance.AI



Pulse.
Healthcare.AI



Pulse.
Fast Growth Tech.AI



Pulse.
Manufacturing.AI



Pulse.AI for
processes



Intelligent Customer Experience



Enhanced Employee Experience



Pulse.AI for
enterprise



AI-powered Adaptive Tech



AI-enabled Smart Finance



AI-driven Risk & Compliance



Pulse.AI
Tech accelerators

Coversation.ai

Cognitive.ai

Content.ai

Data.ai

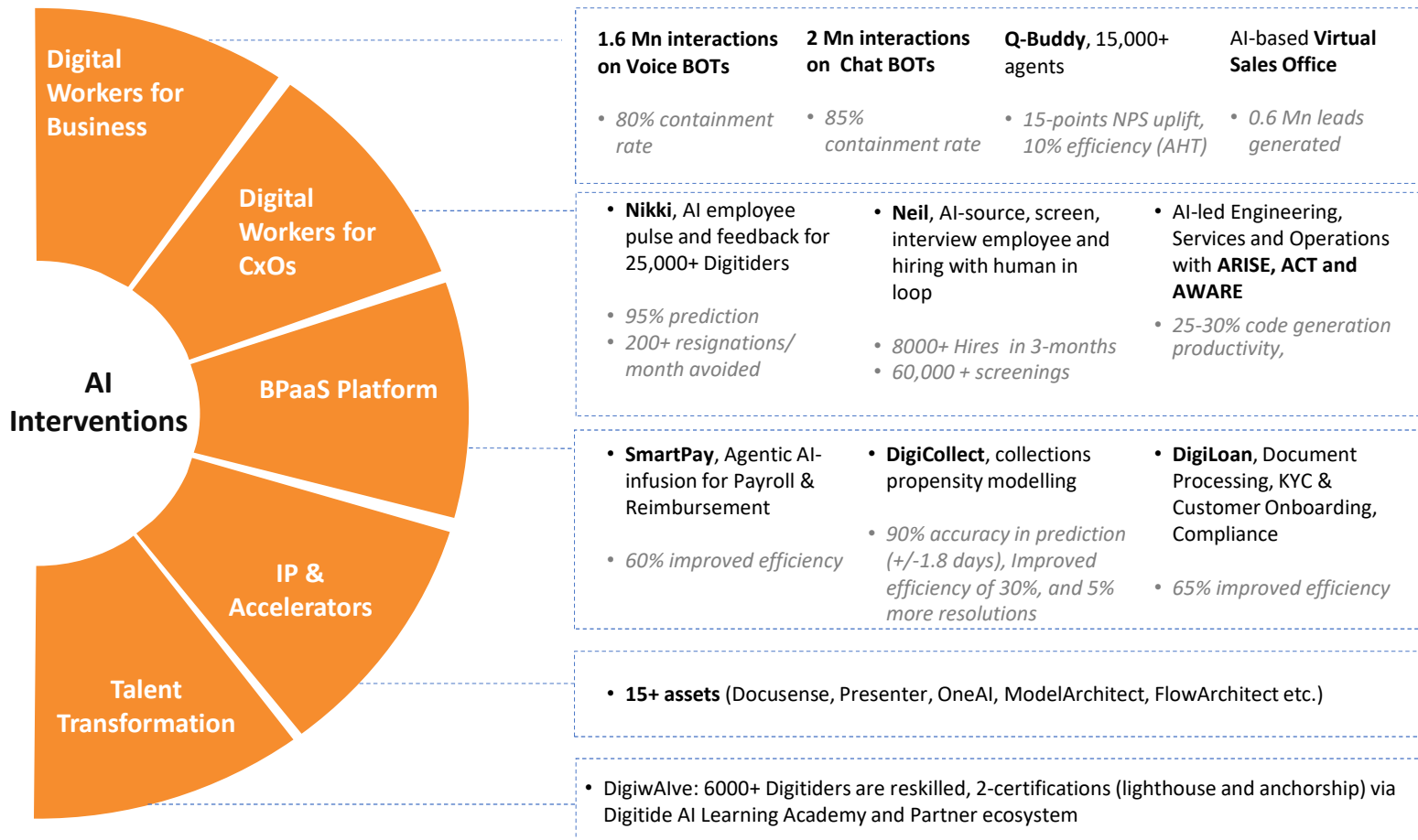
Vision.ai

Docusense.ai

50+ AI accelerators in production

20+ Ecosystem Partners

AI Practice Acceleration: Delivering Growth at Speed



20+ Partner Ecosystem



and more...

Our guiding principles



Market-leading growth



3x revenue growth to **\$1B** by **FY31**



2x of market growth



EBITDA margin expansion by **200 bps**



25-30% of revenue growth to be fueled by inorganic route



Value creation for all



Stable and long-term Promoters & Investors on cap table



Achieving **18%+** return on equity



Committed to a strong balance sheet with **< 2x leverage** for bolt-on acquisitions



Continue to be a “**Great Place To Work**”

04

Annexure



Income Statement

Particulars (in ₹ Cr)	Q3 FY25	Q2 FY26	Q3 FY26	QoQ	YoY
Revenue from operations	733	764	780	2.1%	6.5%
Employee benefits expense	509	555	575	3.7%	13.1%
Other expenses	113	124	117	-5.3%	3.6%
EBITDA	110	85	88	2.8%	-20.8%
EBITDA Margin %	15.1%	11.1%	11.2%	7 bps	-386 bps
Depreciation & amortisation	47	51	49	-3.1%	3.3%
Finance Cost	10	13	12	-8.5%	25.6%
Other Income	-5	-4	-3	-15.3%	-36.2%
Exceptional Items	13	14	26	85.8%	93.2%
PBT	45	12	4	-65.4%	-91.2%
Tax	16	9	6	-30.6%	-62.0%
PAT	29	3	-2	-175.7%	-107.1%
PAT Margin %	4.0%	0.4%	-0.3%	-63 bps	-427 bps
Adj PAT	43	17	24	42.5%	-44.4%
Adj PAT Margin %	5.8%	2.2%	3.0%	86 bps	-279 bps

Note: YoY nos. are unaudited

Thank You!

For any queries, please contact:

Rajesh Lachhani

Head of M&A & IR

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E: Investorrelations@digitide.com

Apurva Pandey

Deputy Manager - M&A & IR

E: Apurva.Pandey@Digitide.com