

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](http://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](http://www.digitide.com)

# Investor Presentation

digitide

Q3'FY26



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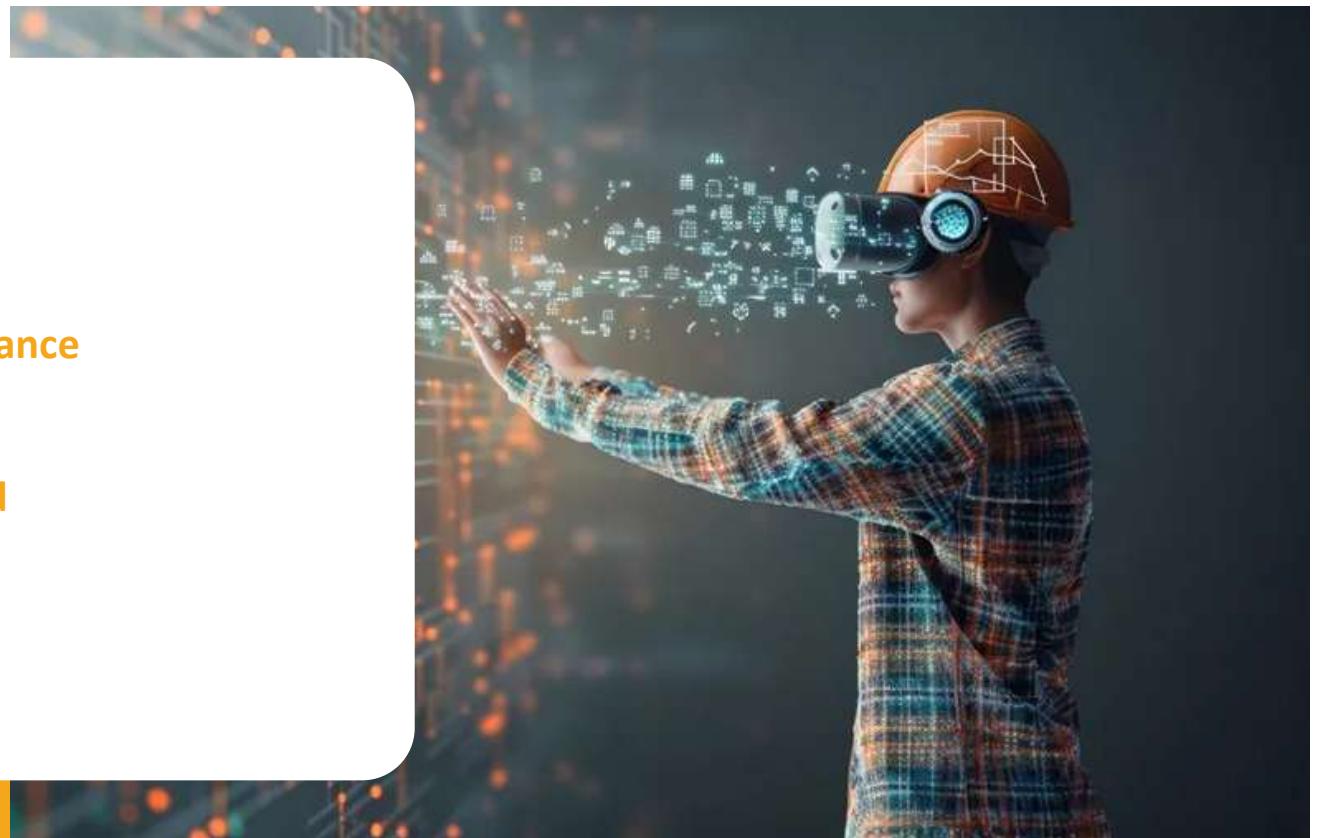
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01

## 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

Other Key Promoter 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

**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) | 2018 - 24  | Rev: ~168M (FY18) | 2025   | Rev: ~342M (FY25) |
|--|------------------|--|-------------------|--|-------------------|
| <p><b>Investments led by Ajit Isaac &amp; Fairfax Group in Quess Corp (2007 to 2013)</b></p> <p><b>M&amp;A-led entry into Tech Services</b></p> <ul style="list-style-type: none"> <li>2014 ⇒ Entered North American IT Services ⇒ Acquired Mindwire/Brainhunter (IT staff Aug)</li> <li>2016 ⇒ Entered P&amp;C insurance ⇒ MFX (Digital Platform for Insurance Solutions)</li> <li>2016 ⇒ Quess Corp got listed</li> <li>2017 ⇒ Augmented DE capabilities ⇒ Heptagon (India based Digital Engineering company)</li> </ul> |                  | <p><b>M&amp;A-led entry into BPM Services</b></p> <ul style="list-style-type: none"> <li>2018 ⇒ Entered BPM sector ⇒ taking majority stake ⇒ Conneqt (earlier known as Tata Business Support Solutions)</li> <li>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)</li> </ul> |                   | <p><b>Independent AI-first Tech and BPM services company</b></p> <ul style="list-style-type: none"> <li>11th June 2025 ⇒ Listed on stock exchange as an Independent BPM &amp; Tech services company</li> </ul> |                   |



digitide

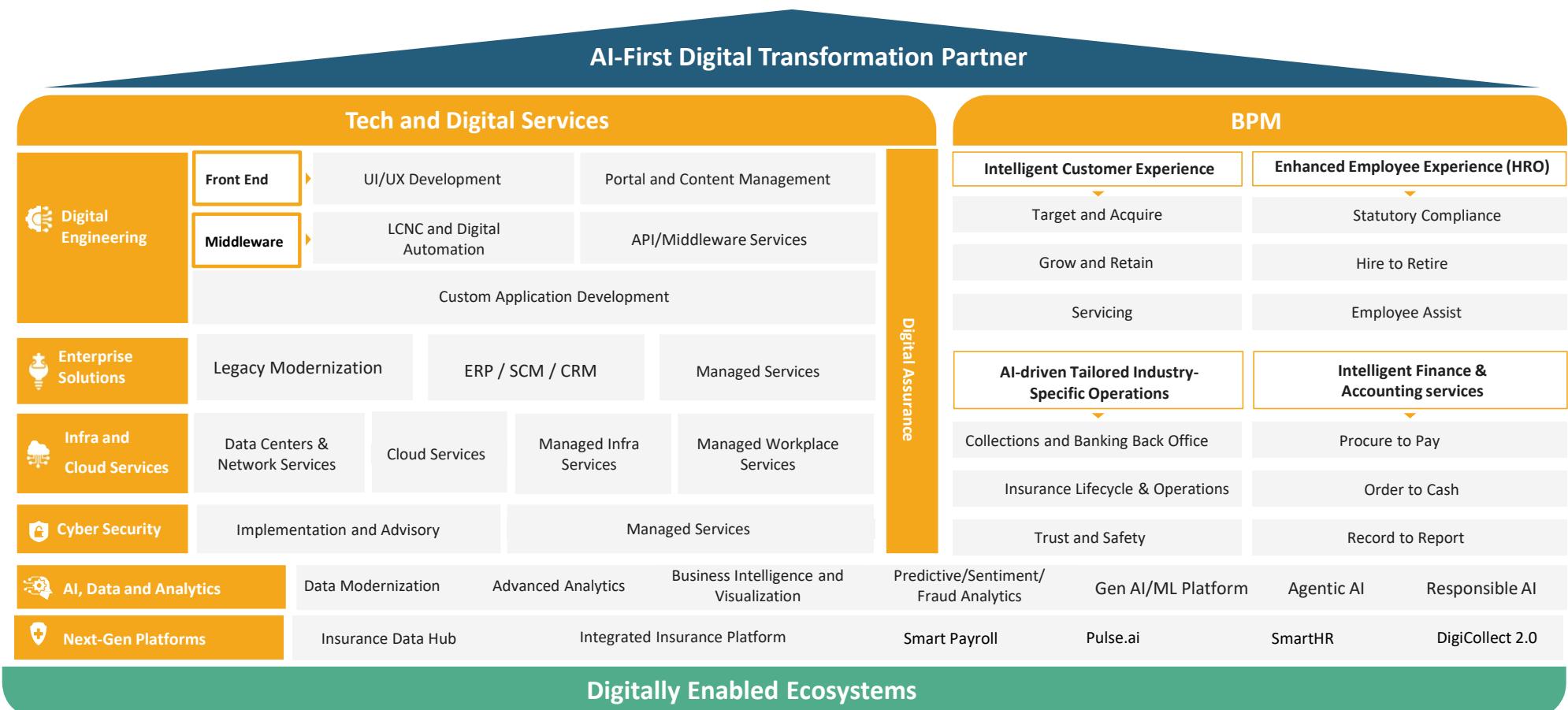
## We are the partner-of-choice for some of the biggest companies in the world



### Key Highlights

|  |   |
|--|---|
| <b>10+</b><br>Years of heritage                    | <b>300+</b><br>customers                  |
| <b>55k+</b><br>Employees                           | <b>50+</b><br>Proprietary AI accelerators |
| <b>5+</b><br>Countries                             | <b>10+</b><br>Digital COEs                |
| <b>18M+</b><br>Payroll slips processed annually    | <b>1k+</b><br>Data servers managed        |
| <b>40+</b><br>Global locations                     | <b>71.3</b><br>Best-in-class NPS          |
| <b>Great Place to Work®</b><br>7 consecutive years | <b>20+</b><br>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



Top 10 Digital Transformation Solutions Provider



CII National HR Excellence Award @ World HRD Summit



Winner at Google Cloud Hackathon



Awarded as Company with Great Managers

### Excellence backed by industry recognition

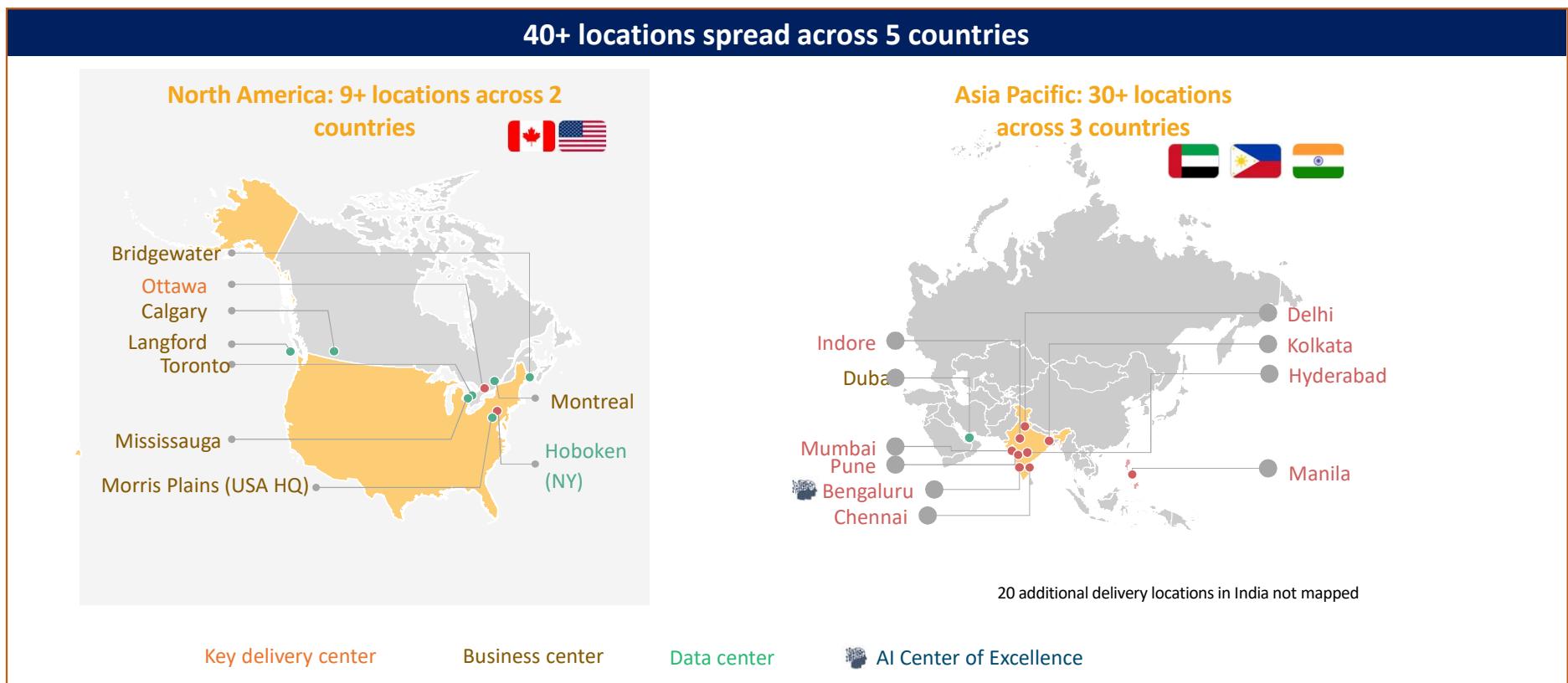


### Recognized in Everest Group's

**PEAK Matrix® Assessment 2025**



## Strong presence in India and North America with global delivery capabilities



## 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            |
|-------------------|--------------|--------------|--------------|---------------|----------------|
| <b>Revenue</b>    | <b>733</b>   | <b>764</b>   | <b>780</b>   | <b>2.1%</b>   | <b>6.5%</b>    |
| EBITDA            | 110          | 85           | 88           | 2.8%          | -20.8%         |
| <b>EBITDA %</b>   | <b>15.1%</b> | <b>11.1%</b> | <b>11.2%</b> | <b>7bps</b>   | <b>-386bps</b> |
| Adj PAT*          | 43           | 17           | 24           | 42.5%         | -44.4%         |
| <b>Adj PAT* %</b> | <b>5.8%</b>  | <b>2.2%</b>  | <b>3.0%</b>  | <b>86bps</b>  | <b>-279bps</b> |
| PAT               | 29           | 3            | -2           | -175.7%       | -107.1%        |
| <b>PAT %</b>      | <b>4.0%</b>  | <b>0.4%</b>  | <b>-0.3%</b> | <b>-63bps</b> | <b>-427bps</b> |

- 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%       |
| <b>Total</b>   | <b>733</b> | <b>100%</b> | <b>764</b> | <b>100%</b> | <b>780</b> | <b>100%</b> | <b>2.1%</b> | <b>6.5%</b> |

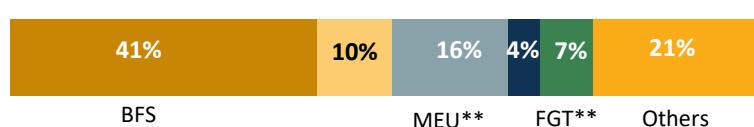
| EBITDA         | Q3 FY25    |              | Q2 FY26    |              | Q3 FY26    |              | QoQ          | YoY            |
|----------------|------------|--------------|------------|--------------|------------|--------------|--------------|----------------|
|                | ₹ Cr       | %            | ₹ 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        |
| <b>Total</b>   | <b>116</b> | <b>15.9%</b> | <b>104</b> | <b>13.6%</b> | <b>108</b> | <b>13.9%</b> | <b>28bps</b> | <b>-204bps</b> |

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

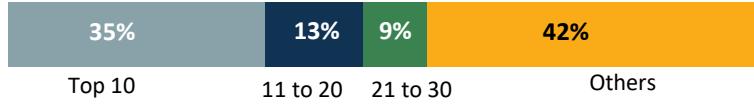
#### By geography



#### By vertical



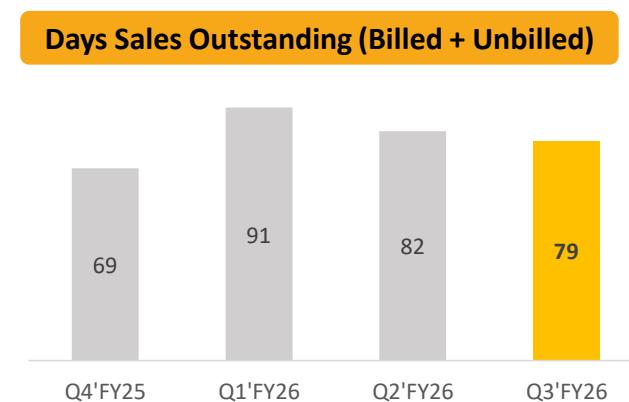
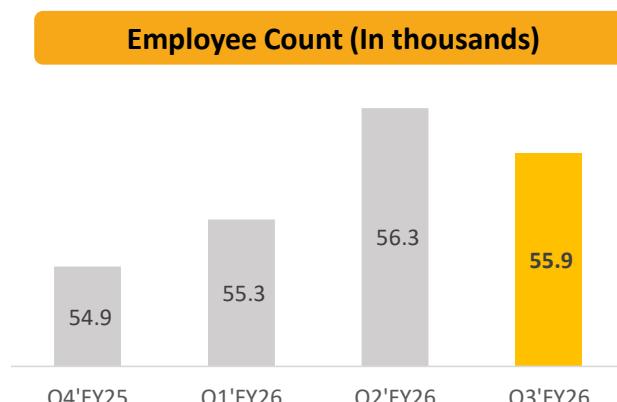
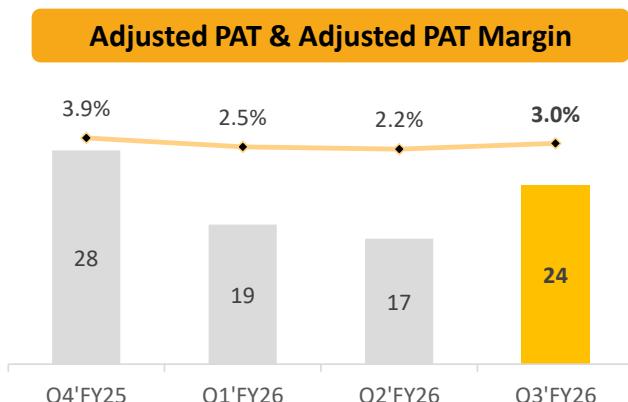
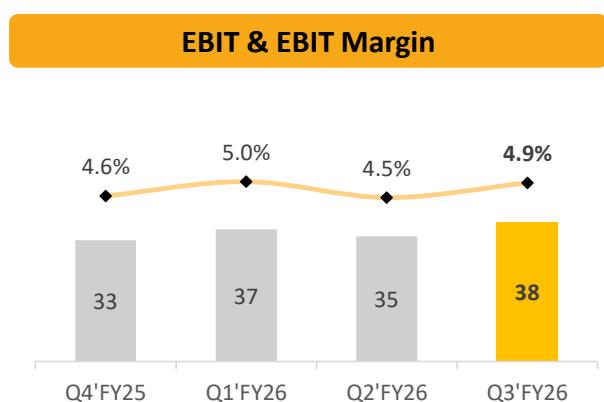
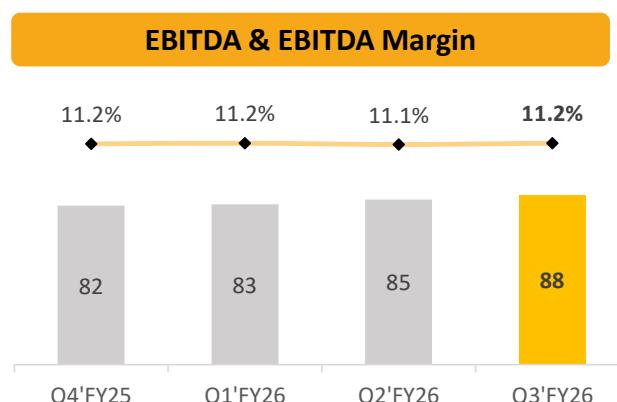
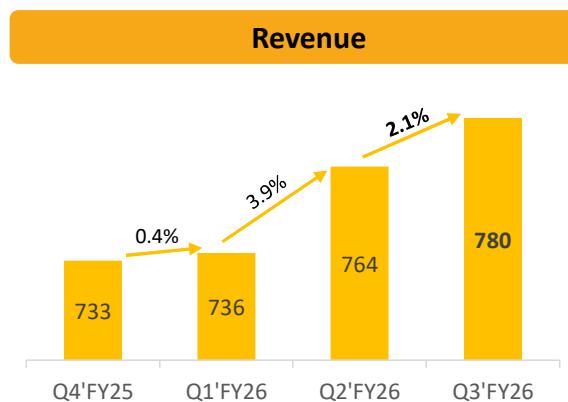
#### By client concentration



- 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

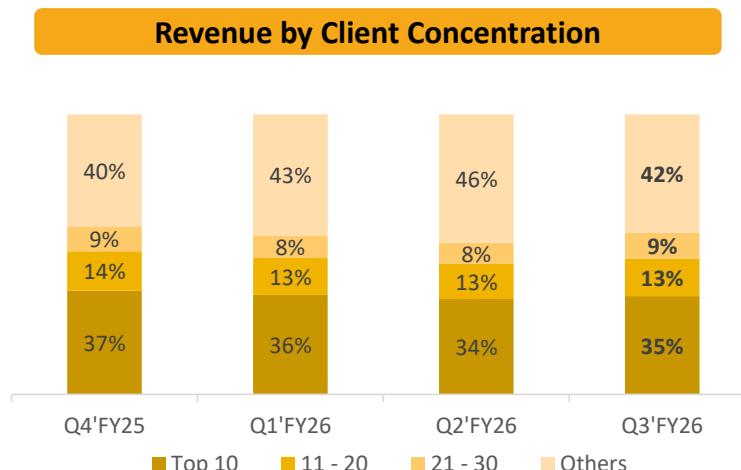
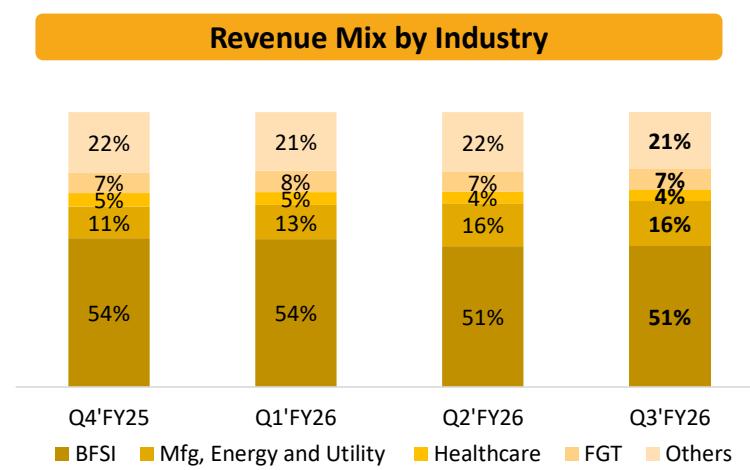
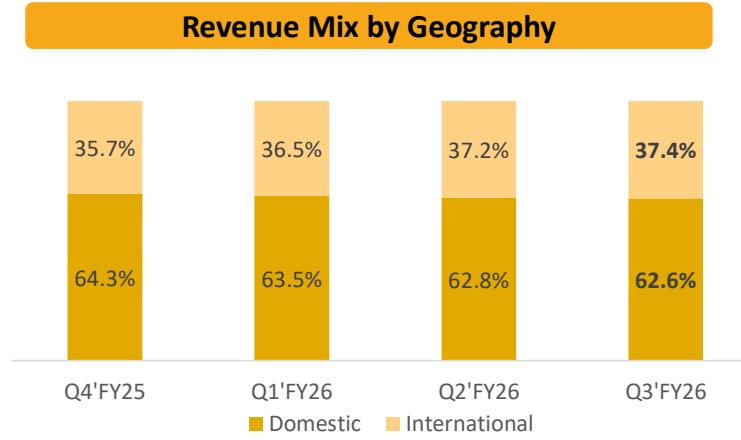
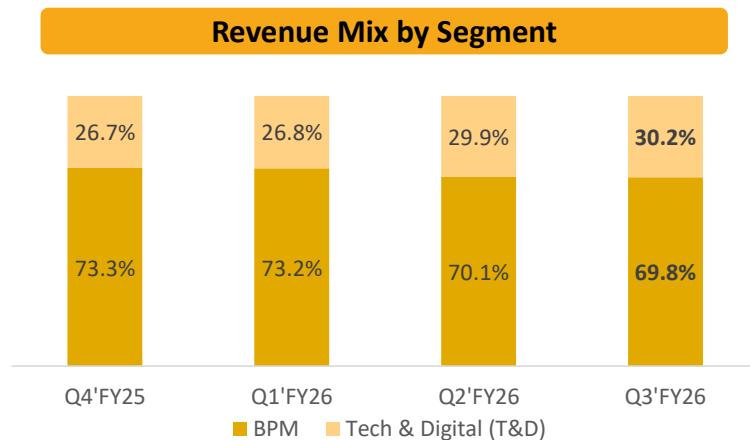
Note: \*Segment EBITDA is excluding unallocated corporate cost. YoY nos. are unaudited; \*\*MEU = Manufacturing, Energy and Utility & FGT = Fast Growth Tech

## Q3FY26: Marked improvement across key parameters



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

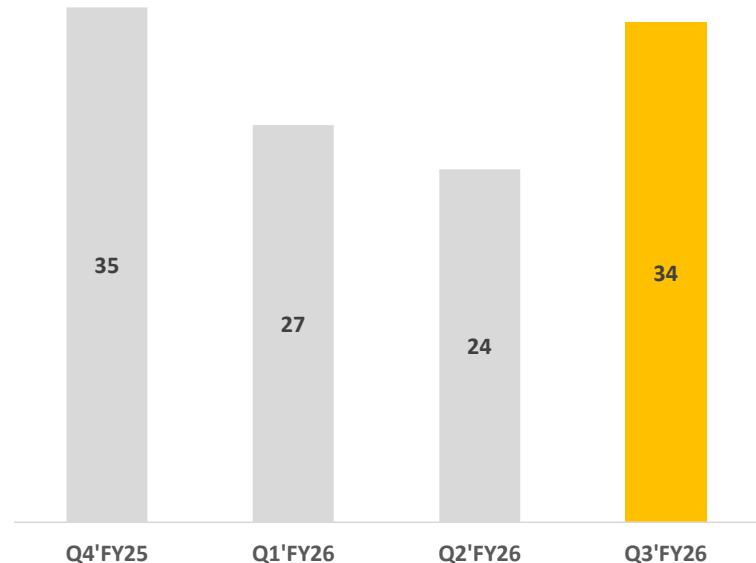


## Robust sales momentum with all-time high TCV bookings; 34 key new logos in Q3FY26

Total Contract Value (TCV)

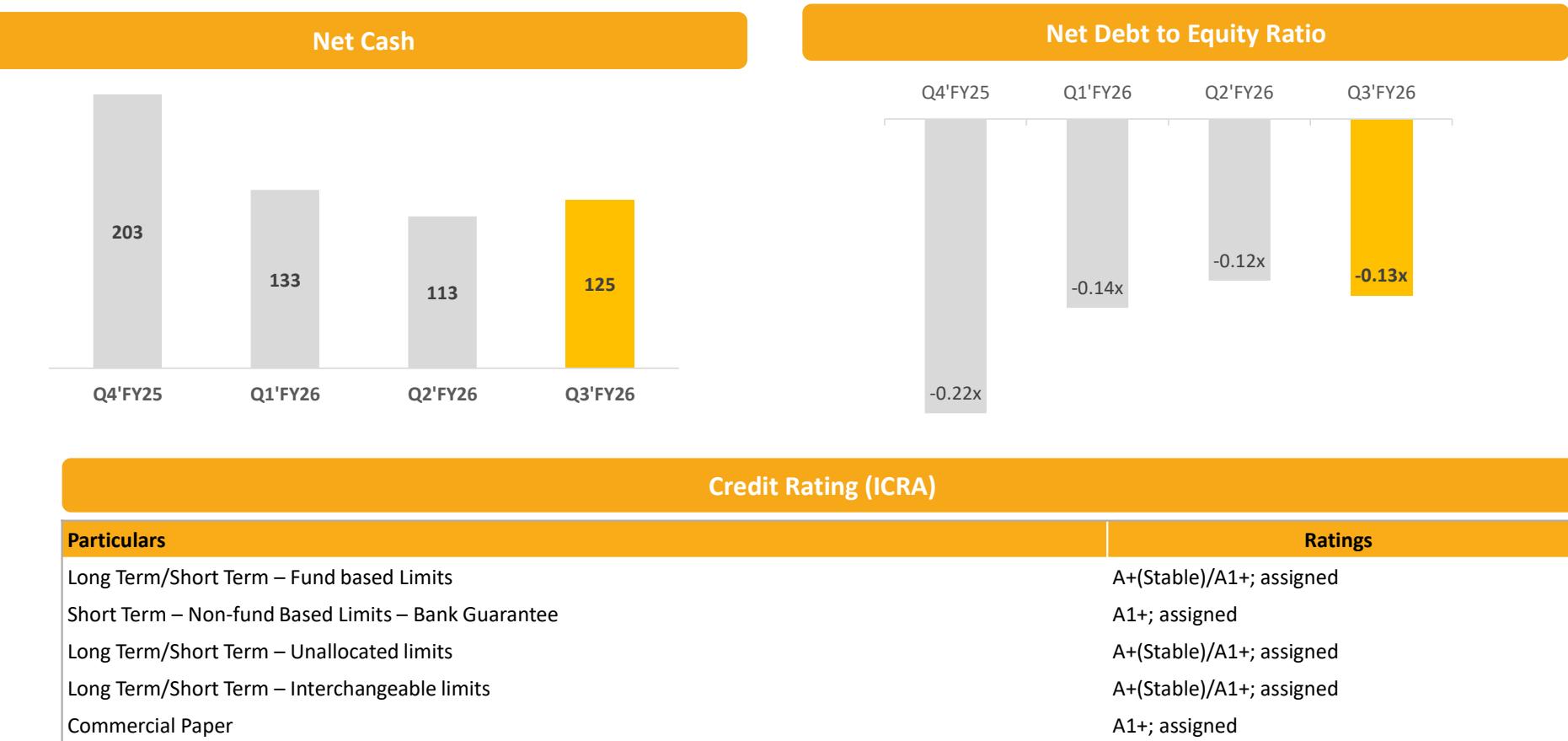


Number of key new logos won



Note: All figures are in ₹ Cr unless stated

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

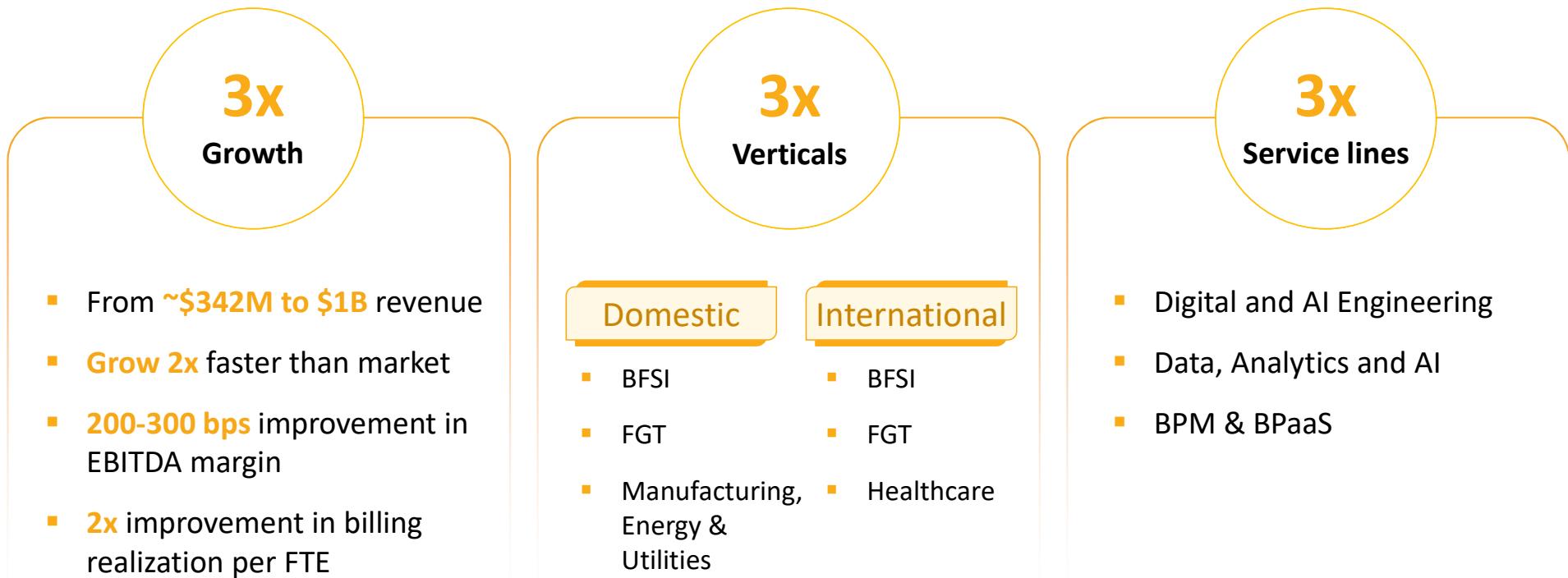


Note: All figures are in ₹ Cr unless stated

03

## Way Forward

## Well-defined 3x3x3 strategy

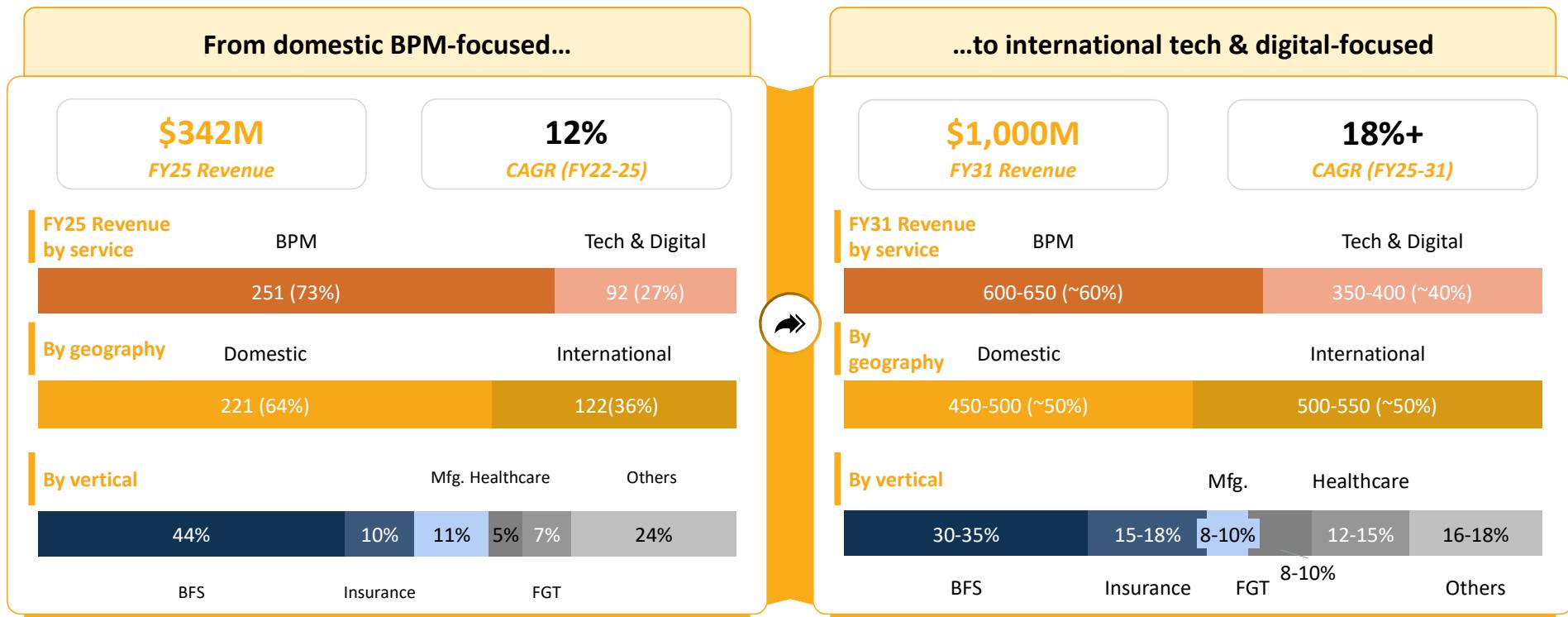


Maximize the core | Capture adjacencies | Unlock new frontiers

## 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



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- LTI/Mindtree, HCL Tech*

## Steered by a distinguished board

**Ajit Isaac****Chairman and Non Executive Director**

Founder of Quess 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.

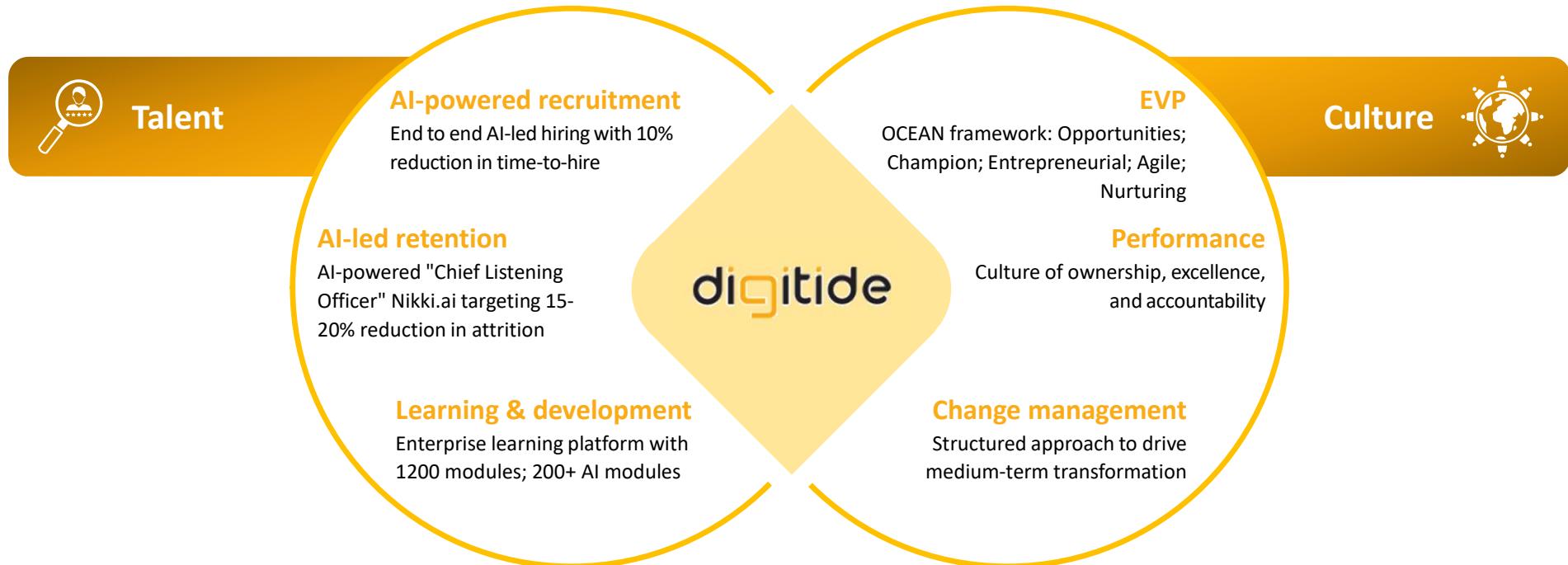
**Sunil Bhumralkar****Non-Executive Independent Director**

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

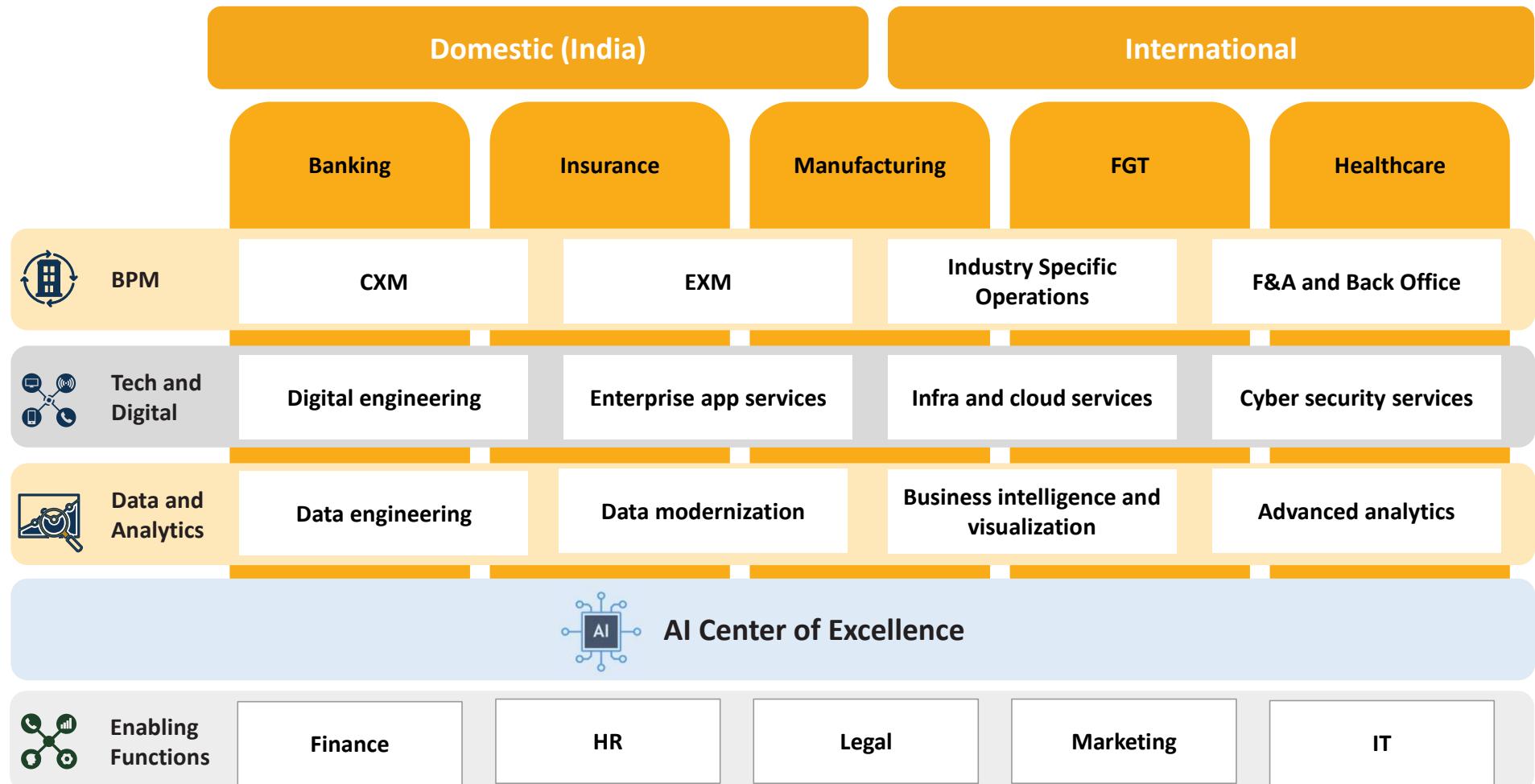


Top 50 best workplaces in building culture of innovation by all

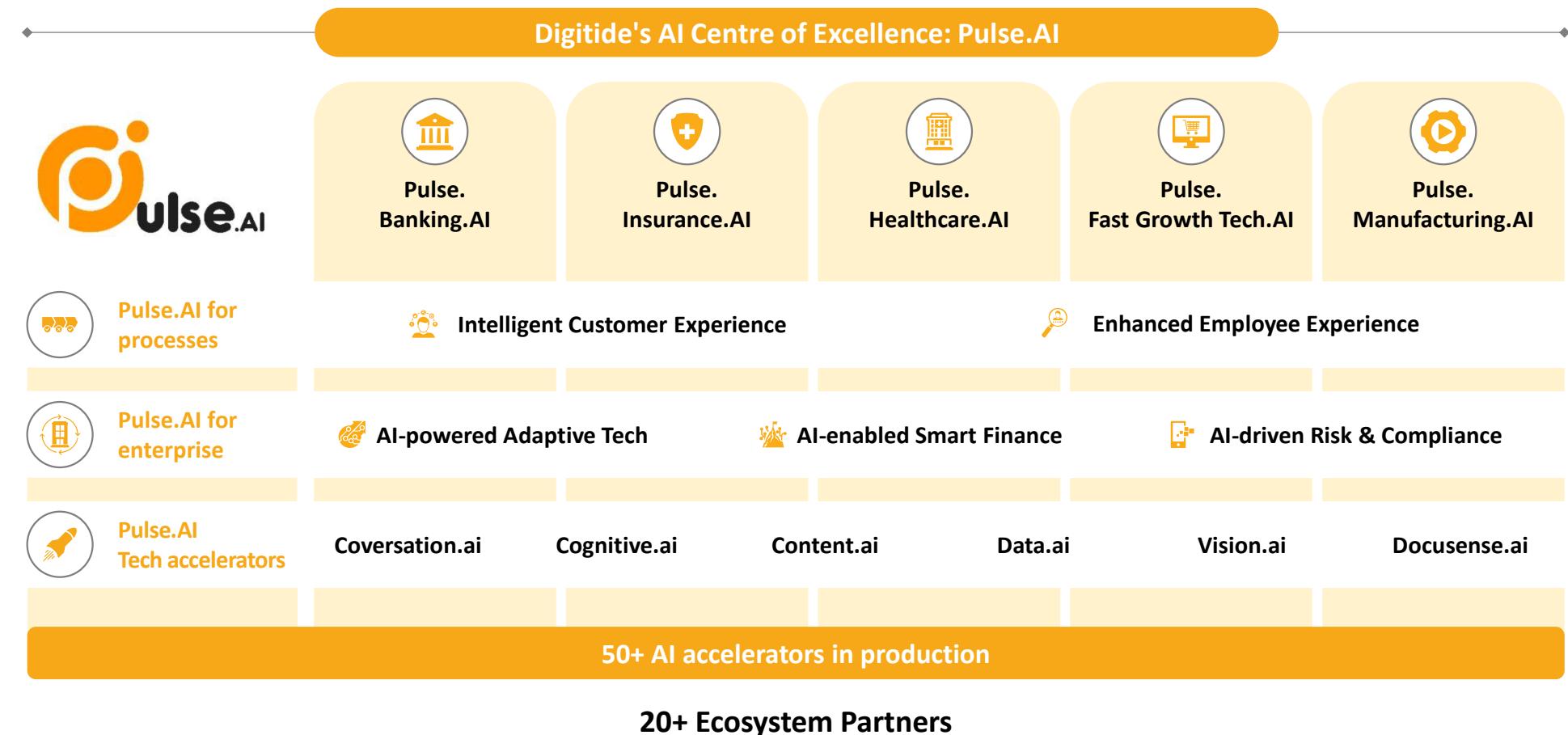


One of the top Leadership Factories by the Great Manager Institute 2024

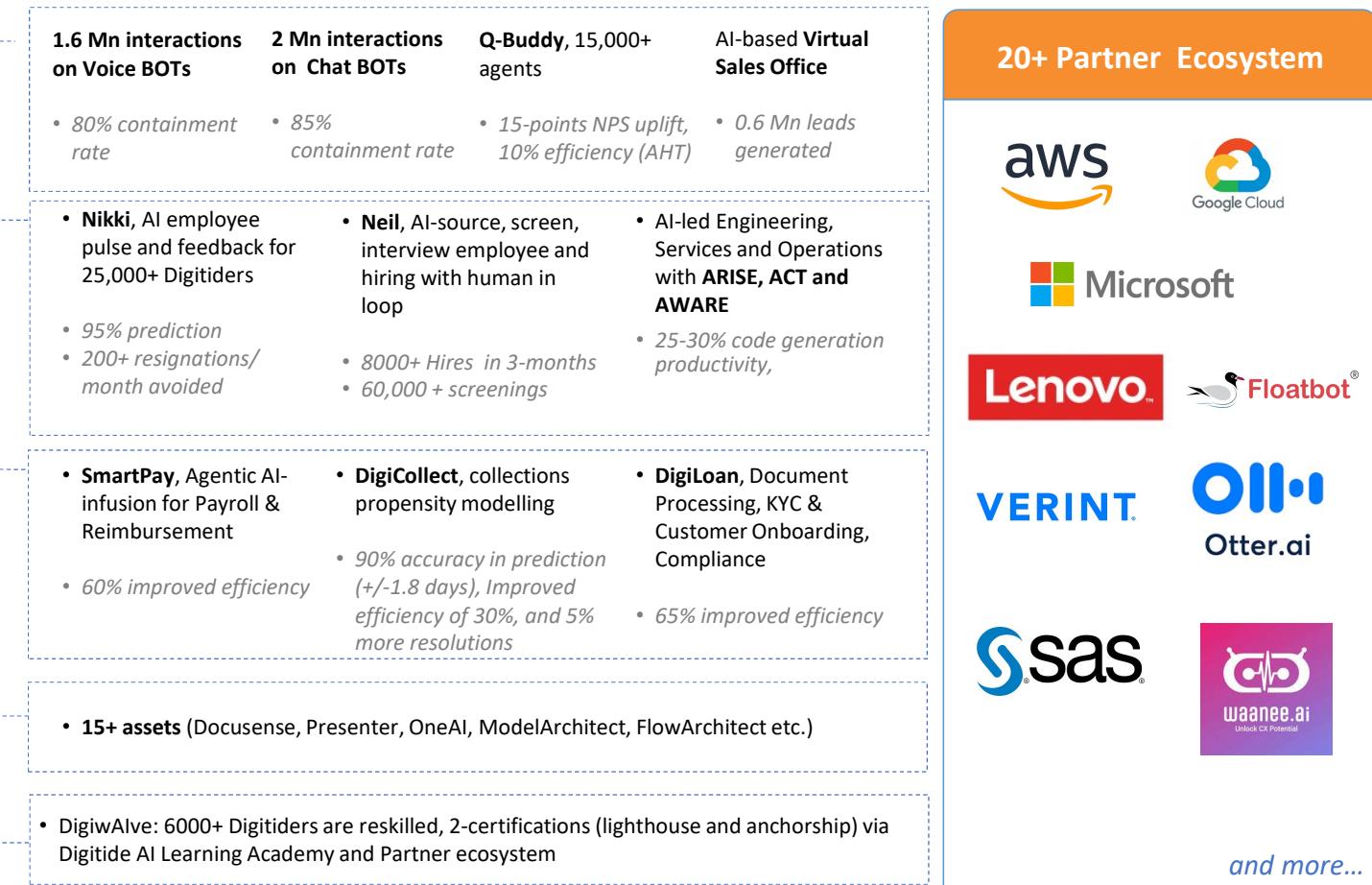
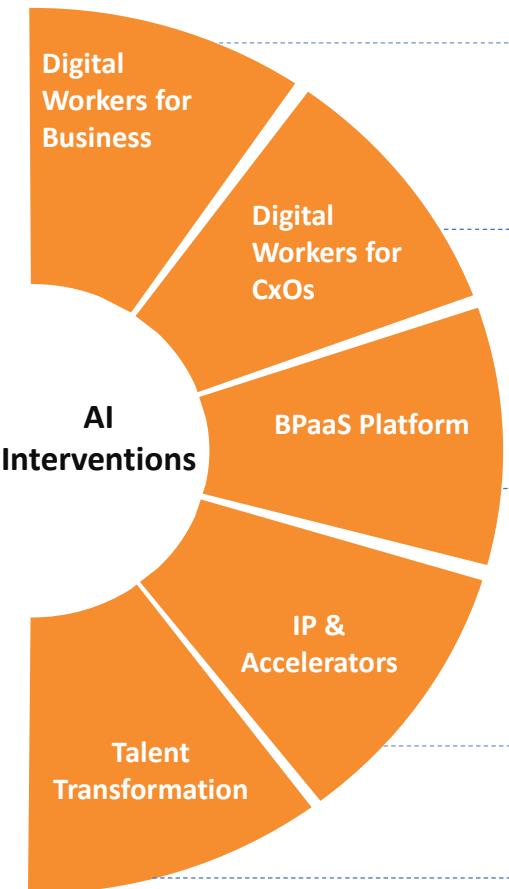
## We have organized ourselves in line with our growth axes



## We are going all-in on AI



## AI Practice Acceleration: Delivering Growth at Speed



## 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      |
|--------------------------------|------------|------------|------------|---------|----------|
| <b>Revenue from operations</b> | <b>733</b> | <b>764</b> | <b>780</b> | 2.1%    | 6.5%     |
| Employee benefits expense      | 509        | 555        | 575        | 3.7%    | 13.1%    |
| Other expenses                 | 113        | 124        | 117        | -5.3%   | 3.6%     |
| <b>EBITDA</b>                  | <b>110</b> | <b>85</b>  | <b>88</b>  | 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%    |
| <b>PBT</b>                     | <b>45</b>  | <b>12</b>  | <b>4</b>   | -65.4%  | -91.2%   |
| Tax                            | 16         | 9          | 6          | -30.6%  | -62.0%   |
| <b>PAT</b>                     | <b>29</b>  | <b>3</b>   | <b>-2</b>  | -175.7% | -107.1%  |
| PAT Margin %                   | 4.0%       | 0.4%       | -0.3%      | -63 bps | -427 bps |
| <b>Adj PAT</b>                 | <b>43</b>  | <b>17</b>  | <b>24</b>  | 42.5%   | -44.4%   |
| Adj PAT Margin %               | 5.8%       | 2.2%       | 3.0%       | 86 bps  | -279 bps |

Note: YoY nos. are unaudited

# Thank You!

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