

June 12, 2025

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

National Stock Exchange of India Limited,
“Exchange Plaza”,
Bandra - Kurla Complex, Bandra (East),
Mumbai-400 051
Symbol: DIGITIDE

Dear Sir/Madam,

Sub: Corporate Presentation

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Corporate Presentation. The above presentation will also be available on the Company's website <https://digitide.com/investors-updates/#announcements>

Kindly take the above information on record.

Yours sincerely,
For Digitide Solutions Limited

Neeraj Manchanda
Company Secretary & Compliance Officer

Encl. a/a

Digitide: AI-First Value Creator

Corporate Presentation

2025



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10+ years of proven track record of transforming businesses backed by long-term investors



Diversified global business built on long-standing relationships with large clients



Clearly defined '**3x3x3**' strategic roadmap to \$1B revenue, going **all in on AI**

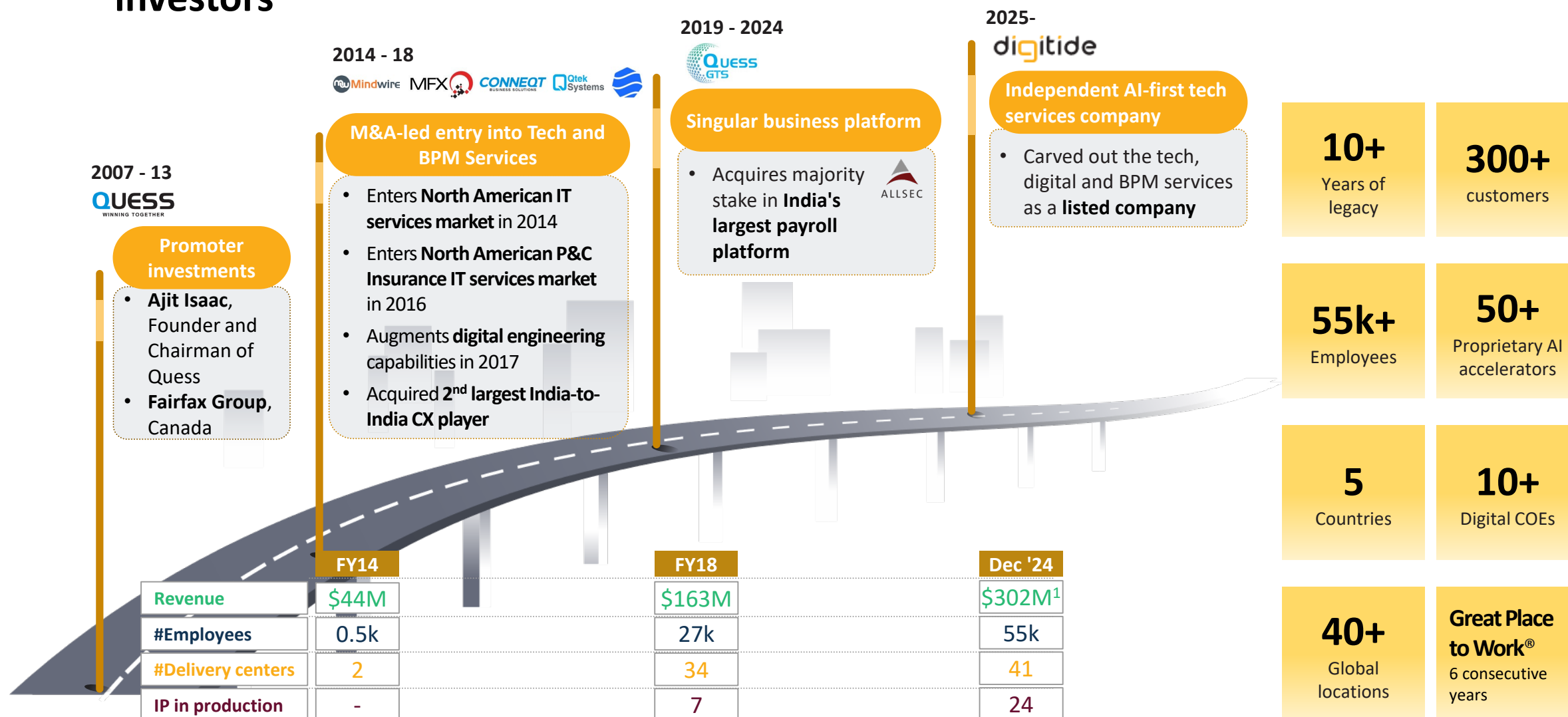


Seasoned leadership and board, performance-driven culture, and a strong sales and marketing muscle



Focused **inorganic investments** planned in key areas for capability build and market access

Proven track record of transforming businesses, backed by long-term investors

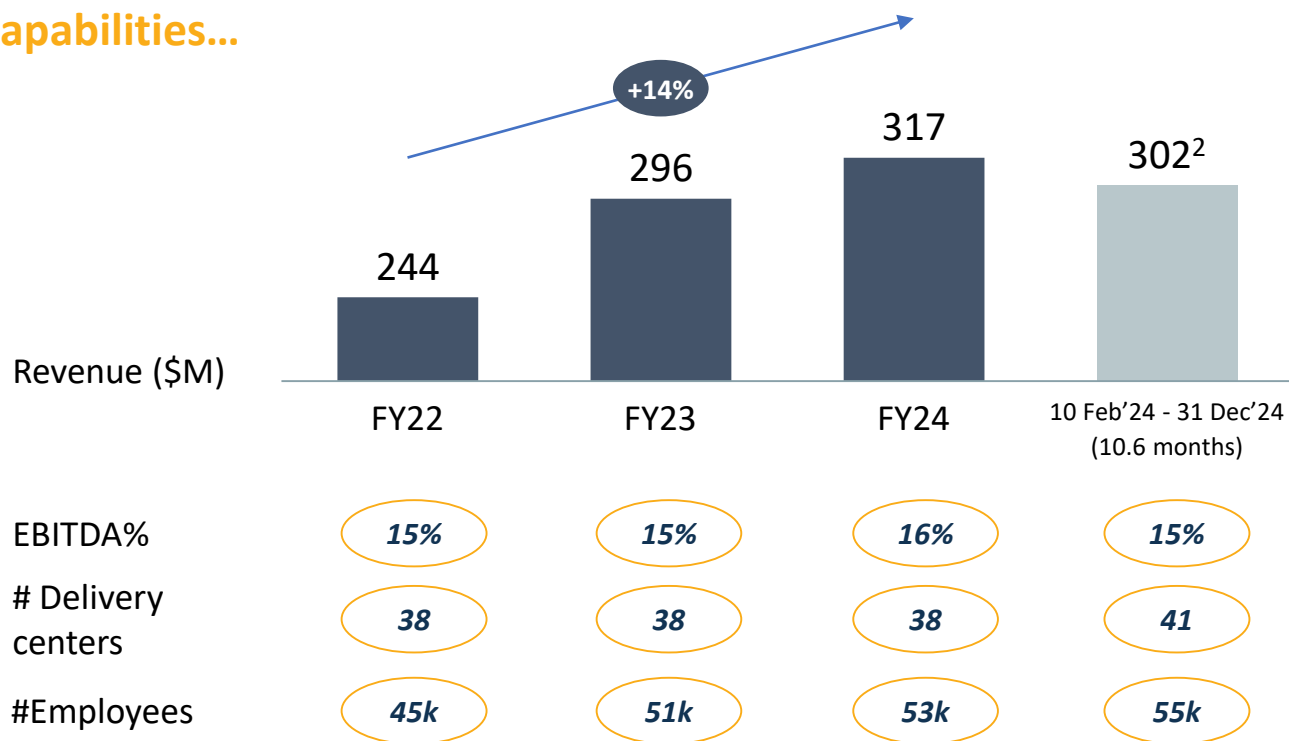


1. Revenue for the period 10 Feb '24 to 31 Dec '24

Note: \$1 = ₹84; years here are financial years (FY) from April of previous year to March of current calendar year

Strong growth and a healthy balance sheet

We have grown 14% over last few years and bolstered our capabilities...







Entered high-growth service lines:
AI, Digital Engineering, BI, and
Advanced Analytics

Expanded geo presence to
Middle East and **doubled down**
in Philippines 

...with a healthy balance sheet with low debt and strong return metrics

As of Dec '24

	Net worth	\$109M
	Borrowing to Equity ¹	0.07:1
	EPS	₹8.2
	ROE ²	15.2%

1. Excluding lease liability 2. For the period from date of incorporation, 10 Feb '24 to 31 Dec '24
Note: \$1= ₹ 84

Established and diversified business with proven scale



Our service lines

Digital Engineering and Apps


 Digital Engineering

 Infra and Cloud Services


 App Implementation and MS

 Cybersecurity Services

AI, Data and Analytics

 Data modernization

 Conversational AI chatbots

 Data hub (proprietary)

 Advanced Analytics


 BI and Data Visualization


BPM and BPaaS

 Voice

 Customer Experience

 Collections

 Non-voice

 Employee Experience

 Finance and Back Office

...powered by proprietary AI platforms and accelerators
(Pulse.ai, Nikki.ai, AI Screener, AI-powered data hub, and many more)

Our vertical and geographical presence



Banking and
Financial Services



Insurance



Healthcare



Fast Growth Tech¹



Auto &
Manufacturing



Our proven scale

\$3B

Collections managed
annually

\$25B+

Premiums processed
on proprietary
platform

20+

Healthcare specialty
lines covered

1B+

Customer connects
annually

1k+

Data servers
managed

15M+

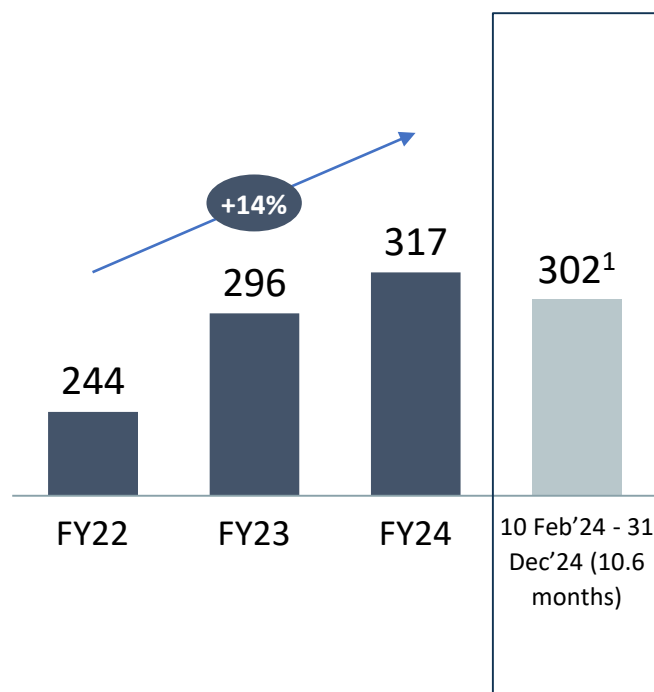
Payroll transactions
processed annually

1. Includes HiTech, FinTech, E-Commerce, EdTech and other fast-growing technology-native industries

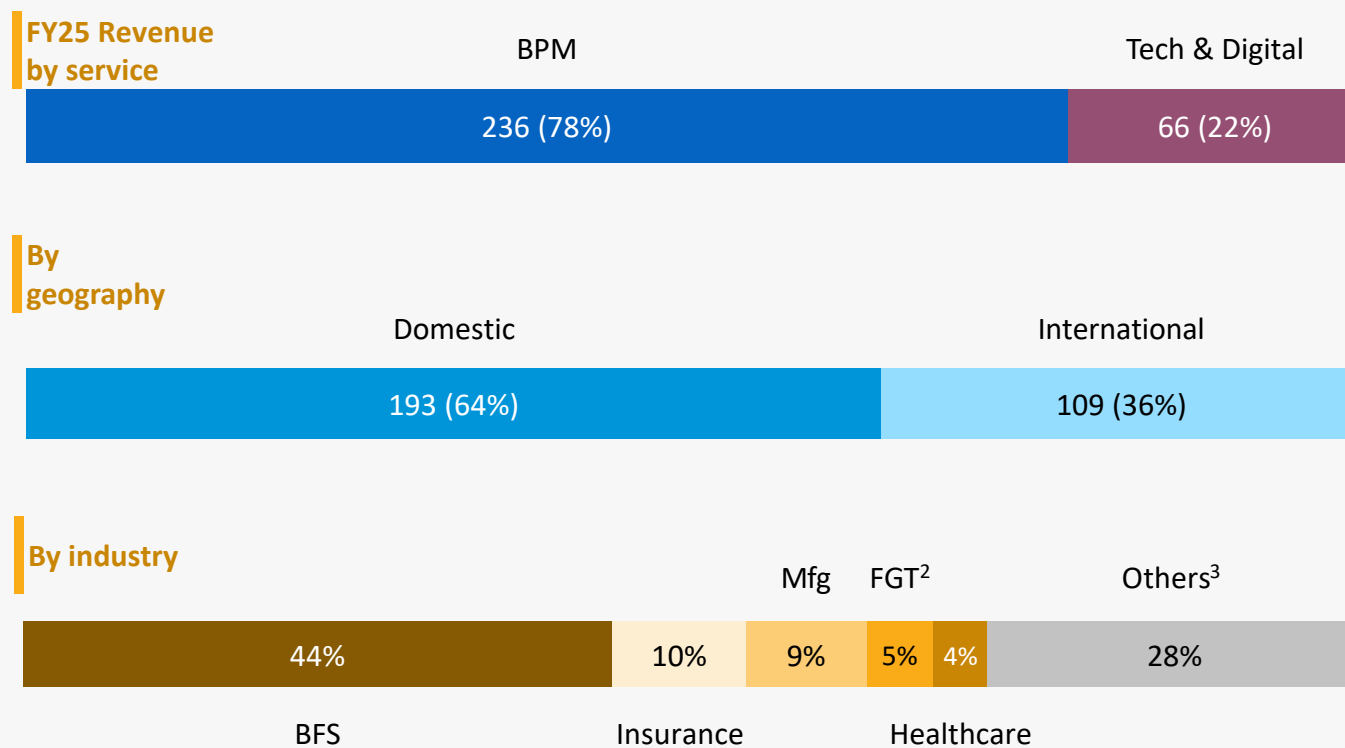
Our starting point

Strong top-line growth over last 3 years...

Revenue from operations (\$M)



...with a diverse service, geo, and vertical mix



1. For the period from date of incorporation, 10 Feb '24 to 31 Dec '24 2. Includes HiTech, FinTech, E-Commerce, EdTech and other fast-growing technology-native industries 3. Government, Communication, Media & Technology and other industries
Note: \$1 = ₹84

~40 locations spread across 5 countries



North America: 9 locations across 2 countries



Bridgewater
Ottawa
Calgary
Langford
Toronto
Mississauga
Morris Plains
(USA HQ)
Montreal
Hoboken
(NJY)



Offshore: ~30 locations across 3 countries



Dubai
Mumbai
Pune
Bengaluru
Chennai
Delhi
Kolkata
Manila
Hyderabad
~20 additional delivery and business centers not mapped

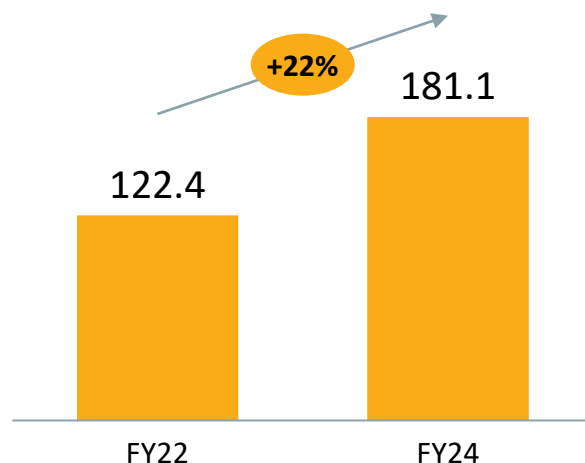
Long-standing large client relationships

We have a healthy revenue concentration, and our top-30 clients have grown at 22% CAGR recently

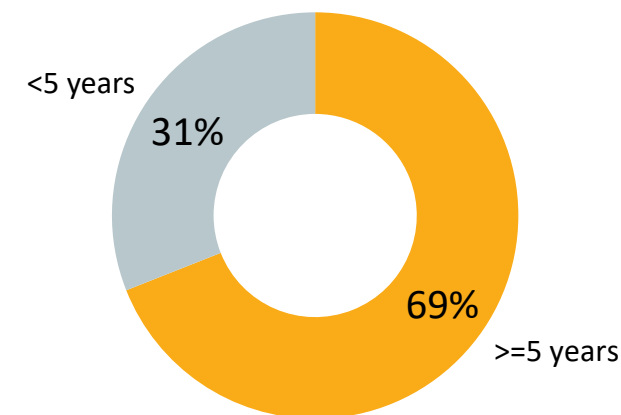
~70% of our revenue among top-30 and top-100 clients is from 5+ years of relationship

Clients	Revenue contribution
Top 10	35%
Top 20	47%
Top 30	58%

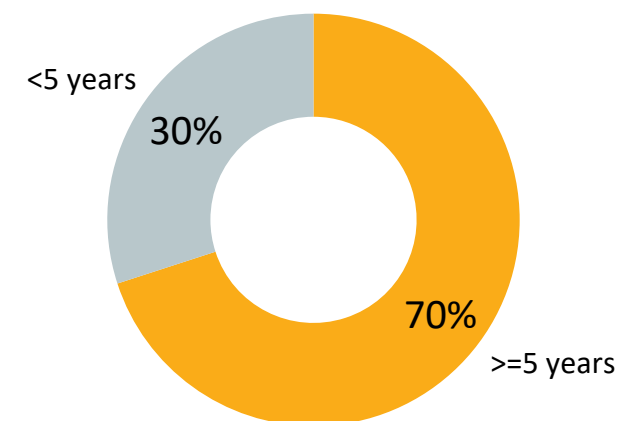
Revenue from FY24
top-30 clients
(\$M)



Tenure of revenue
from top-30 clients



Tenure of revenue
from top-100 clients



Creating impact for F-500 companies



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

Tech solutions drive marketing campaign for
World's leading soft drink manufacturer

Planogram software for
World's leading retailer

Payroll partner for
World's 2nd largest employer



Data strategy for
World's largest alco-bev manufacturer

Data, tech, AI services for
4 of the top 10 US commercial insurers

Revenue cycle management for
USA's 9th largest healthcare organization

Strategic partner driving business operations for
World's 7th most valuable bank



300+

Global clientele across industries

Well-defined 3x3x3 strategy

3x
Growth

- From **\$302M¹ to \$1B** revenue
- **Grow 2x** faster than market
- Improve EBITDA margin **by 200 bps**

3x
Verticals

Domestic

- BFSI
- Fast Growth Tech
- Manufacturing

International

- BFSI
- Fast Growth Tech
- Healthcare

3x
Service lines

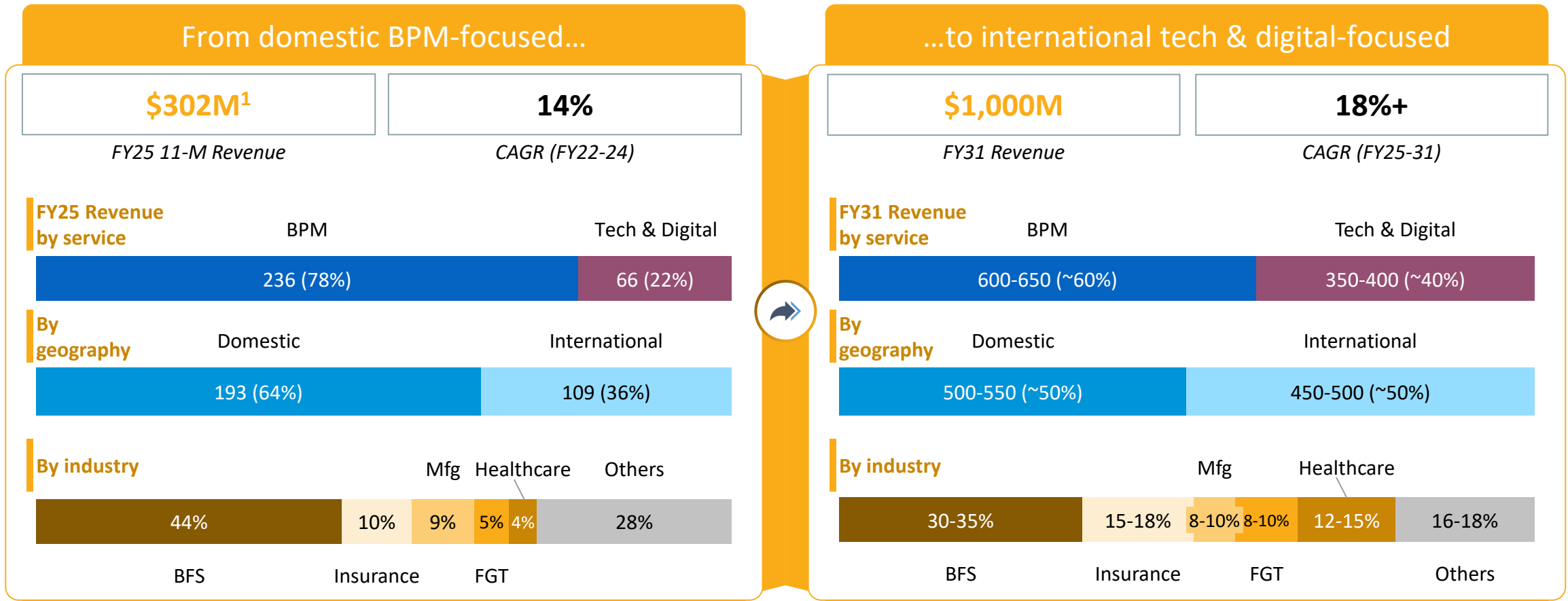
- Digital Engineering and Apps
- Data, Analytics and AI
- BPM, including BPaaS

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



1. Revenue for the period 10 Feb '24 to 31 Dec '24
Note: \$1 = ₹84

Industry verticals and service lines prioritized based on market attractiveness and our right-to-win

Priority industry verticals <i>High attractiveness, high right to win</i>	Market Size (\$B)	CAGR 2024-27
 Banking and Financial Services	\$120-130B	8-9%
 Insurance	\$35-40B	9-10%
 Fast Growth Tech¹	\$20-25B	13-14%
 Healthcare Provider (USA-focused)	\$25-30B	11-12%
 Manufacturing (India-focused)	\$3-3.5B	7-8%

Priority service lines <i>High attractiveness, high right to win</i>	Market Size (\$B)	CAGR 2024-27
 App services (ERP implementation)	\$150-160B	7-8%
 Data, Analytics and AI (Data engineering, BI and visualization, AI and advanced analytics)	\$145-150B	12-13%
 Digital Engineering	\$185-190B	10-11%
 BPM including BPaaS (HRM, industry-specific processes)	\$60-65B	9-10%

1. Includes HiTech, FinTech, E-Commerce, EdTech and other fast-growing technology-native industries
Source: Gartner; IDC; secondary research; company analysis

Our blueprint for success



Leadership

Strong leadership with a combined experience of 250+ years, steered by a **distinguished 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



Saket Bhatnagar
International Head and Chief Revenue Officer

30+ years of tech services experience in insurance and financial services space



Ruchi Ahluwalia
CHRO

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



Naozer Dalal
India Head

33+ years BPM experience in banking, financial services, e-commerce, auto and manufacturing



Suraj Prasad
CFO

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



Marc Bolduc
Canada Head

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



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



Natarajan Laxsmanan
Global Head of BPO and HRO

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



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



Paresh Vankar
Chief Marketing Officer

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

...steered by a distinguished board



Ajit Isaac

Chairman and Non Executive Director
(30+ years of experience)



Robin Thomashauer

Non-Executive Independent Director
(40+ years of experience)



Revathy Ashok

Non-Executive Independent Director
(30+ years of experience)



Pankaj Vaish

Non-Executive Independent Director
(40+ years of experience)



Gopalakrishnan Soundarajan

Non Executive Director
(30+ years of experience)



Sunil Bhumralkar

Non-Executive Independent Director
(30+ years of experience)



Anish Thurthi

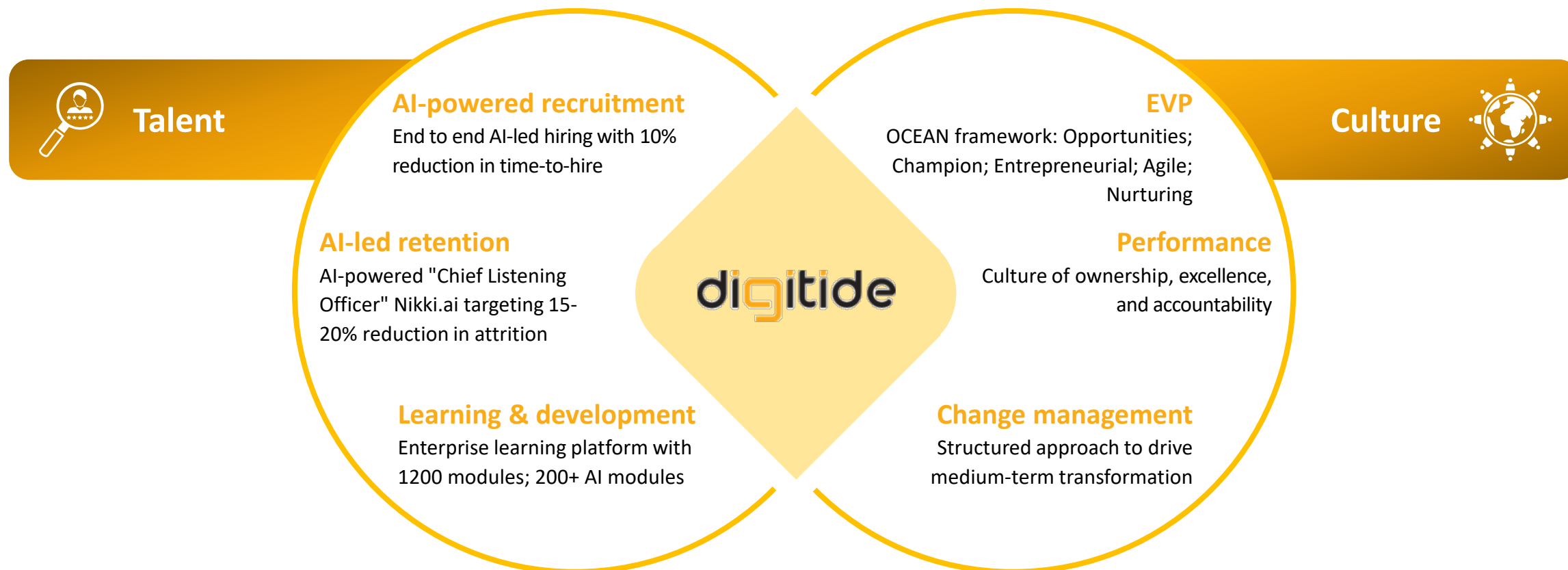
Non Executive Director
(20+ years of experience)



Gurmeet Chahal

CEO and Executive Director
(25+ years of experience)

Strong talent strategy and a performance-driven culture



Key accolades and recognitions

Rank 32 in 2024-25 and certified Great Place to Work for 6 years in a row

Top 10 in best workplace in Health and Wellness

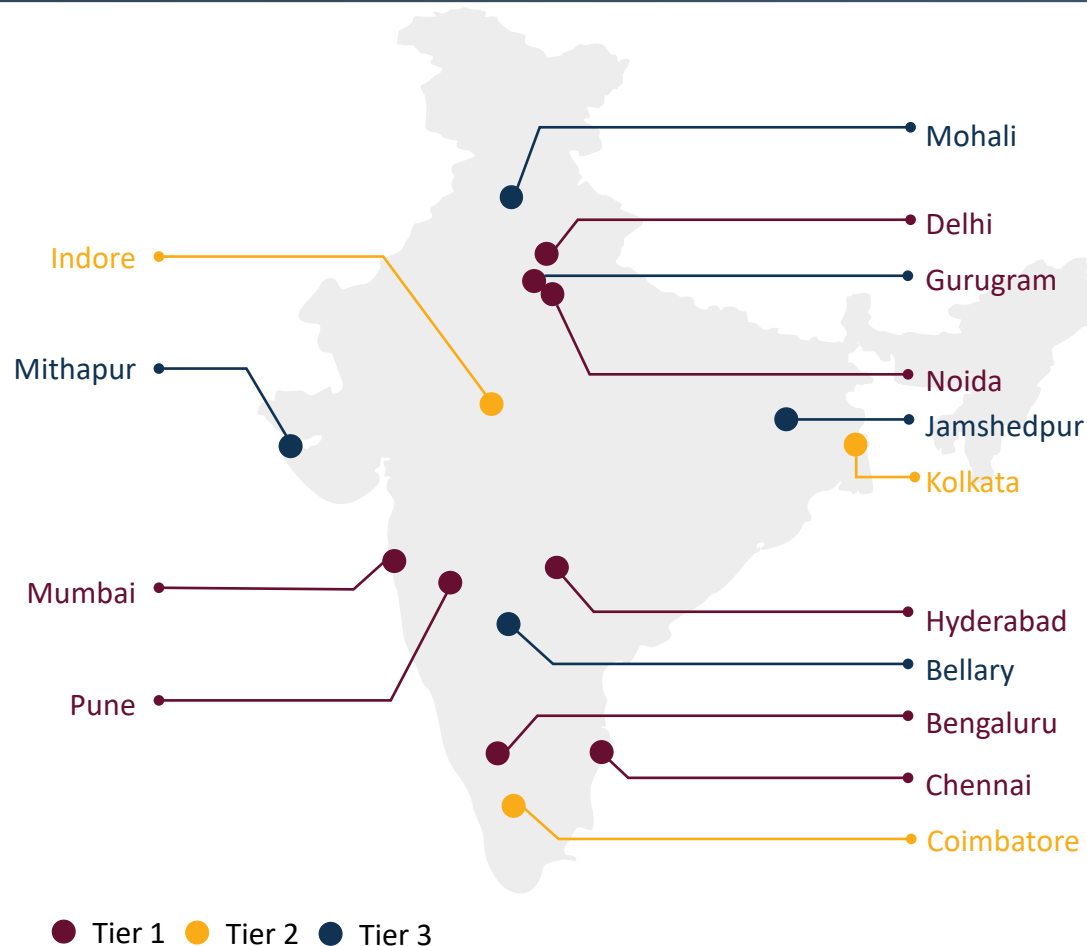


Top 50 best workplaces in Building Culture of Innovation by All

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

Differentiated delivery model in India with access to Tier-2/3 talent

Deep presence in Tier-2/3 cities...



...provides superior talent access, cost efficiency, and low attrition — enabling best-in-class delivery



Superior talent access: Extensive networks ensure rapid onboarding of skilled professionals, enabling agile scalability



Cost efficiency: Optimized recruitment processes reduce expenses, boosting profitability



Best-in-class talent retention: Minimal churn ensures stability and consistent client outcomes

 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

Ecosystem of AI-native technology partners

Income statement

Particulars	Value (\$M)
Revenue from operations	302
EBITDA	47
EBITDA %	15%
Depreciation & Amortization	20.4
Interest cost	4.6
Other income	1.5
Exceptional items	0.2
Profit before Tax	23.3
Tax	6.7
Profit after Tax	16.6
PAT Margin %	5.5%
EPS (₹)	8.2

Balance sheet

Particulars	Value (\$M)
Non-current assets	96
Fixed assets	54
Goodwill	25
Non-current investments	0
Deferred/Income tax assets (net)	7
Other non-current assets	9
Current assets	101
Trade receivables + Unbilled revenue	70
Cash and cash equivalents	18
Other current assets	14
Total Assets	197
Total Equity	109
Other non-current liabilities	27
Borrowings	1
Lease liabilities	23
Other non-current liabilities	4
Other current liabilities	61
Borrowings	7
Lease liabilities	12
Trade payables	5
Other current liabilities	38
Total Liabilities	197

15.2%

ROE

76 days

DSO

\$28M

OCF

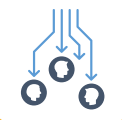
60%

OCF to EBITDA

0.07:1

Borrowing to Equity

Our guiding principles



Market-leading growth



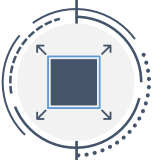
3x revenue growth to \$1B by FY31



2x of market growth



EBITDA margin expansion by 200 bps



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



Value creation for all



Stable and long-term Promoters and Investors on the 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'

*For any questions, please contact:
investorrelations@digitide.com*

digitide

2025

