

June 26, 2025

**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 SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, kindly find enclosed Investors' Presentation on the financial performance of the Company for the quarter and financial year ended March 31, 2025.

Request to please take the same on record.

Yours faithfully,
For **Digitide Solutions Limited**

Neeraj Manchanda
Company Secretary & Compliance Officer
Encl:- as above

Digitide Solutions Limited

Registered Address: 3/3/2, Bellandur Gate, Sarjapura Main Road, Bengaluru -560103, Karnataka
Tel: 080-6105 6000 | CIN: U62099KA2024PLC184626 | Website: www.digitide.com



Digitide Solutions Ltd

Q4 FY25 Investor Presentation

26th June 2025





Safe Harbor and Disclaimer



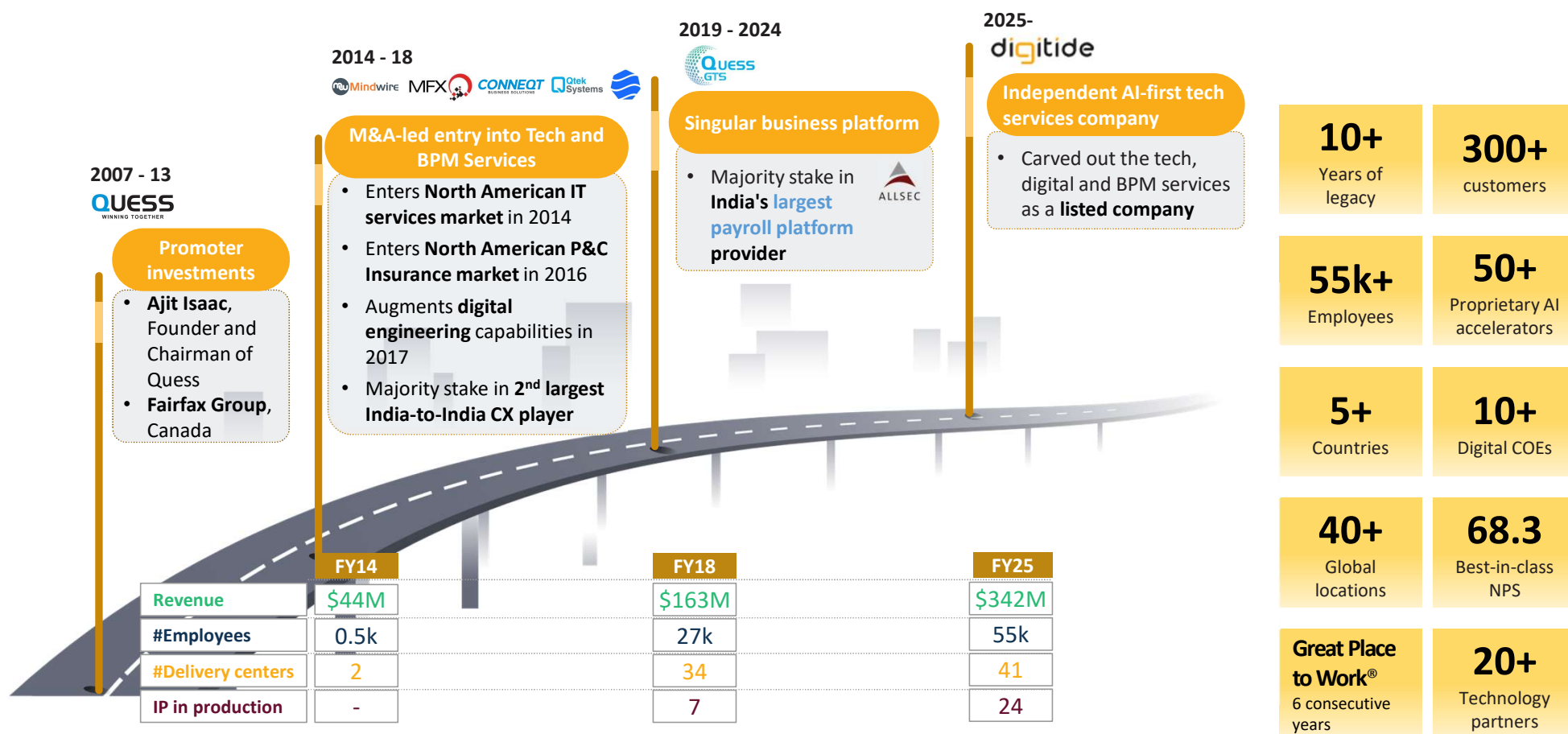
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Proven track record of transforming businesses, backed by long-term investors

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

Established and diversified business with proven scale



Our service lines

Digital Engineering and apps

- Digital Engineering
- App Implementation and MS
- Infra and Cloud Services
- Cybersecurity Services

AI, Data and Analytics

- Data modernization
- Data hub (proprietary)
- Conversational AI chatbots
- Advanced Analytics
- BI and Data Visualization

BPM and BPaaS Services

- Voice
 - Customer Experience
 - Collections
- Non-voice
 - Employee Experience
 - Finance and Back Office

...powered by 50+ 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 Tech
- Auto & Manufacturing

...with 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

Well-defined **3x3x3** strategy to the \$1bn goal

3x
Growth

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

3x
Verticals

Domestic

- BFSI
- FGT
- Manufacturing

International

- BFSI
- FGT
- Healthcare

3x
Service lines

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

Maximize the core | Capture adjacencies | Unlock new frontiers

Our guiding principles



Market-leading growth



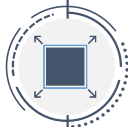
3x revenue growth to \$1B by FY31



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”

Highlights Q4 FY25 & FY 25



Business Highlights

Business updates

- Successful **demerger** and **listing** on stock exchanges
- Implemented new **organization structure**
- Completed hiring for key **leadership** positions
- Digitide **Brand launched**
- **Converge** – First customer meet organized in Mumbai

Sales updates

- **TCV of 568 Cr** for Q4 FY25
- **35 key Logos** won
- **8+ strategic partnerships** with global tech leaders, and growing

Financial Highlights

FY 25

- Revenue of ₹ **2,875 Cr** (+ 6.3% YoY)
- EBITDA of ₹ **401 Cr** (14% margin)
- Adj PAT of ₹ **133 Cr*** (4.6% margin)
- OCF to EBITDA at **81%**

Q4 FY25

- Revenue of ₹ **733 Cr** (+6% YoY and flat QoQ)
- EBITDA of ₹ **82 Cr** (11.2% margin)
- Adj PAT of ₹ **28 Cr** (3.8% margin)

Net Cash of ₹ **121 Cr** (Borrowings ₹ 63 Cr; Cash ₹ 184 Cr)

Note: FY 2025 nos. are unaudited. Adjusted PAT excludes one-time exceptional items on account of demerger



Financial overview

Figures In ₹ Cr

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Audited Financials

Proforma Financials

	Q4 FY 2025	10th Feb'24 to 31st Mar'25*	FY 2025
Revenue	₹ 733 Cr QoQ 0.0% YoY ▲ 6%	₹ 3,269 Cr	₹ 2,875 Cr YoY ▲ 6.3%
EBITDA	₹ 82 Cr Margin 11.2% ▼ 391bps	₹ 473 Cr Margin 14.5 %	₹ 401 Cr Margin 14.0% ▼ 153bps
Adjusted PAT	₹ 28 Cr Adj. PAT 3.8% ▲ 50bps	₹ 166 Cr Margin 5.1%	₹ 133 Cr Margin 4.6% ▼ 146bps

Note: . Adjusted PAT excludes exceptional items & one-time items on account of demerger .FY 2025 nos. are unaudited proforma financials for April to March

* Audited Financials for 10th Feb'24 to 31st Mar'25 period is for appx 14 months



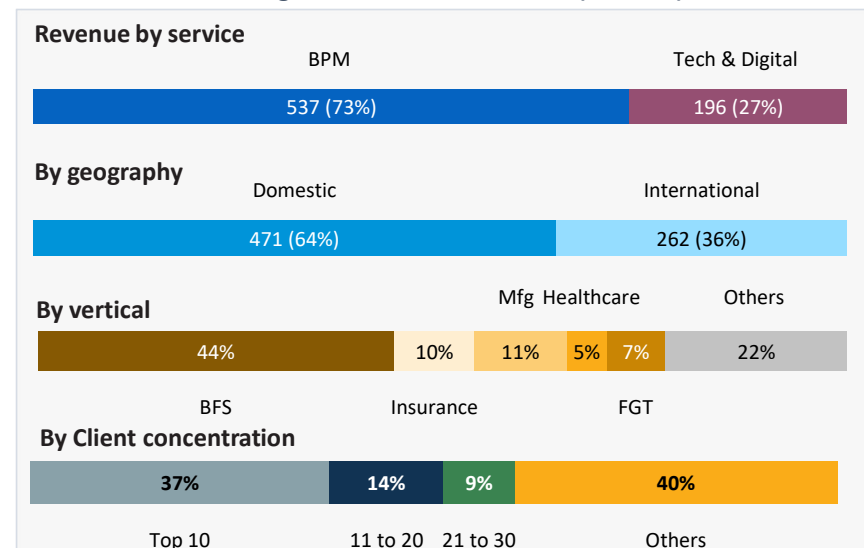
Financial Highlights: Q4 FY25

Figures In ₹ Cr

	Q3 FY25	Q4 FY25	QoQ	YoY
Revenue	733	733	0.0%	6.0%
EBITDA	110	82	-25.9%	-27.7%
EBITDA %	15.1%	11.2%	-3.9%	-5.2%
Adj PAT	24	28	16.4%	
Adj PAT %	3.3%	3.8%	0.5%	

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..with a diverse service, geo, vertical and client mix (Q4 FY25)



Segment overview

Revenue (Mix)	Q3 FY25		Q4 FY25		QoQ	YoY
	Amount	Mix	Amount	Mix	% change	% change
BPM	534	73%	537	73%	0.5%	9.3%
Tech & Digital	199	27%	196	27%	-1.4%	-2.2%
Total	733		733		0.0%	6.0%

EBITDA	Q3 FY25		Q4 FY25		QoQ	YoY
	Amount	EBITDA %	Amount	EBITDA %	% change	% change
BPM	85	15.9%	77	14.4%	-1.5%	-5.1%
Tech & Digital	32	15.9%	18	9.2%	-6.7%	-3.4%
Total	116	15.9%	95	13.0%	-2.9%	-4.5%

Note: Segment EBITDA is without corporate cost allocations. YoY nos. are unaudited

Financial Highlights

Audited Financials - 10th Feb'24 to 31st Mar'25

Figures In ₹ Cr

10 th Feb'24 to 31 st Mar'25	
Revenue	3,269
EBITDA	473
<i>EBITDA %</i>	<i>14.5%</i>
Adj PAT	166
<i>Adj PAT %</i>	<i>5.1%</i>

Segment overview

Revenue (Mix)	10th Feb'24 to 31st Mar'25	
	Amount	Mix
BPM	2,393	73%
Tech & Digital	876	27%
Total	3,269	

EBITDA	10th Feb'24 to 31st Mar'25	
	Amount	EBITDA %
BPM	402	16.8%
Tech & Digital	109	12.4%
Total	511	15.6%

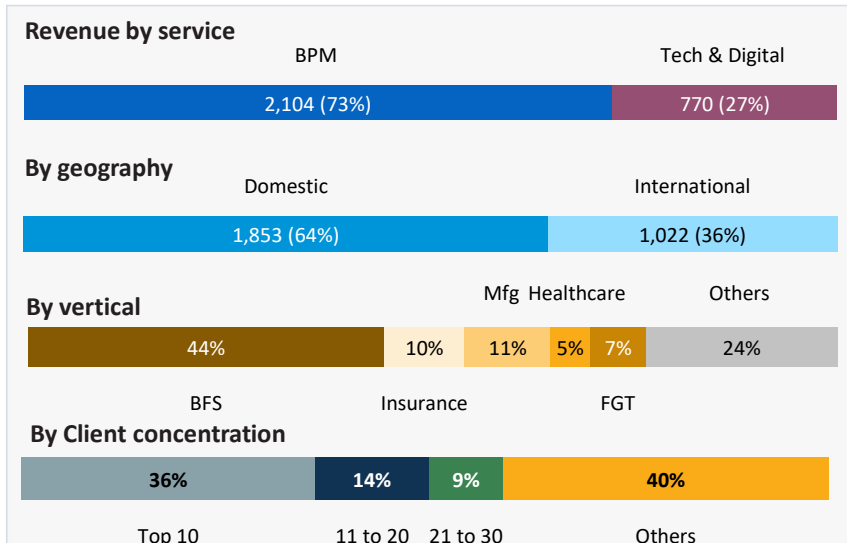
Note: Segment EBITDA is without corporate cost allocations

Financial Highlights: FY25

Figures In ₹ Cr

	FY 24	FY 25	YoY
Revenue	2,704	2,875	6.3%
EBITDA	419	401	-4.2%
EBITDA %	15.5%	14.0%	-1.5%
Adj PAT	165	133	-19.2%
Adj PAT %	6.1%	4.6%	-1.5%

..with a diverse service, geo, vertical and client mix (FY25)



Segment overview

Revenue (Mix)	FY 24		FY 25		YoY
	Amount	Mix	Amount	Mix	
BPM	1,842	68%	2,104	73%	14.2%
Tech & Digital	862	32%	770	27%	-10.6%
Total	2,704		2,875		6.3%

EBITDA	FY 24		FY 25		YoY
	Amount	EBITDA %	Amount	EBITDA %	
BPM	341	18.5%	340	16.2%	-2.3%
Tech & Digital	110	12.8%	93	12.1%	-0.7%
Total	451	16.7%	433	15.1%	-1.6%

Note: Segment EBITDA is without corporate cost allocations. FY 2024 & 2025 nos. are unaudited

A New Chapter Begins — Listed and Ready to Lead!

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Converge- 1st customer meet

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Recognized for Excellence. Powered by People.

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Certified as a Great Place to Work for the sixth consecutive year



Best Practice in Digital Transformation



Top 10 LCNC Solution Provider



Customer Excellence Award



Top 10 Digital Transformation Provider



CII National HR Excellence Award @ World HRD Summit

Audited Financial Statements



Income Statement

Figures In ₹ Cr

← Audited Financials → ← Proforma →

Particulars (in ₹ Cr)	Q3 FY25	Q4 FY25	10th Feb'24 to 31 st Mar'25	FY 25
Revenue	733	733	3,269	2,875
Employee benefits expense	509	535	2,316	2,053
Other expenses	113	116	480	421
EBITDA	110	82	473	401
<i>EBITDA Margin %</i>	<i>15.1%</i>	<i>11.2%</i>	<i>14.5%</i>	<i>14.0%</i>
Depreciation & amortisation	47	49	221	192
Interest	10	11	48	40
Other Income	-5	-6	-19	-17
Exceptional Items	13	29	28	25
PBT	45	-1	195	161
Tax	35	1	57	53
PAT	11	-1	138	108
<i>PAT Margin %</i>	<i>1.4%</i>	<i>-0.2%</i>	<i>4.2%</i>	<i>3.8%</i>
EPS in ₹	0.4	-0.6	7.7	5.8
Adj. PAT	24	28	166	133
<i>Adj. PAT %</i>	<i>3.3%</i>	<i>3.8%</i>	<i>5.1%</i>	<i>4.6%</i>

Note: FY25 nos. are unaudited

Balance Sheet

Figures In ₹ Cr

Particulars (in ₹ Cr)	As on 31st Mar 25
Assets	
PPE, CWIP and Other intangibles	219
Right-of-use assets	261
Goodwill	213
Other non-current assets	134
Non-current assets	826
Trade receivables and Unbilled	555
Cash and cash equivalents	184
Other current assets	157
Current assets	896
Total Assets	1,722
Equity and Liabilities	
Total Equity	912
Borrowings	5
Lease liabilities	190
Other non-current liabilities	39
Non-current liabilities	235
Borrowings	58
Lease liabilities	100
Other current liabilities	416
Current liabilities	575
Total Equity and Liabilities	1,722

Cash

₹ 184 Cr

Debt

₹ 63 Cr

Net Cash

₹ 121 Cr

**Borrowings to
Equity**

0.07:1

DSO

70

**Billed: 55
Unbilled: 15**

ROE%

**FY 25: 11.8%
Feb 14 to Mar 25: 13.2%**



Cashflow

Figures In ₹ Cr

← Audited → ← Proforma →

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Particulars (in ₹ Cr)	10th Feb'24 to 31st Mar'25	FY 25
Cash flows from operating activities		
Profit after tax	138	102
Non Cash Expenses/ (Income)	341	262
Changes in operating assets and liabilities	-68	8
Cash generated from operations	411	372
Income taxes paid	-43	-48
Net cash flows from operating activities (A)	368	324
Cash flows from investing activities		
Capex (net)	-78	-63
Dividend received	0	0
Interest received	1	3
Bank Deposits/ Mutual funds	-41	-41
Proceeds from sale of division of a subsidiary	23	23
Net cash from / (used in) investing activities (B)	-95	-79
Cash flows from financing activities		
Repayments of Borrowings	-62	-62
Proceeds/(repayments) from/(of) leases	-171	-147
Payment of dividend to non-controlling interest of subsidiary	-18	-18
Interest paid	-8	-3
Net cash from / (used in) Financing activities (C)	-259	-231
Net increase /(decrease) in cash and cash equivalents (A+B+C)	14	14
Cash and cash equivalents at the beginning of the period	169	169
Cash and cash equivalents at the end of the period	184	184

Note: FY25 nos. are unaudited

OCF
₹ 324 Cr

OCF to EBITDA
81%

Free Cashflow
₹ 260 Cr

Thank You!

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