

July 27, 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 quarter ended June 30, 2026.

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**

Shailesa Barve
Company Secretary & Compliance Officer
Membership No. A50601

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: 080-22244002 | CIN: L62099KA2024PLC184626 | Website: www.digitide.com

Digitide Solutions Ltd

Q1'FY27 Investor Presentation

July 2026



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Executive Summary



Strategy

From scale-first to value-first: four priorities to guide the next phase of growth

- **Get Unified** – new operating model where interlock, a shared agenda and performance markers become the most important units of currency
- **Strengthen the Core** – sharpening account economics and margins in the BPM business
- **Go West, Go Digital** – deepening international and digital mix, embedding AI into client workflows
- **Go All Out** – continue building platforms, pursuing 360° partnerships and selective M&A to strengthen position in priority markets, enhance technology capabilities, and deepen client relationships



Financials

Continued growth momentum with revenue rising Y-o-Y and mix improving, driven by strong gains in T&D

- **Revenue up 5.3% YoY** to ₹775 Cr in Q1 FY27; PAT turns positive
- **T&D revenue up 20.3% YoY** to ₹237 Cr; **International up 10.2% YoY** to ₹296 Cr
- **TCV bookings of ₹205Cr in Q1 FY27**, with **26** key logos won



Technology

From pilot to production: AI now delivers measurable value across the business

- **AI bots handled 5.7 Mn interactions in the quarter**, with an 80–85% containment rate
- **Neil, our AI hiring bot, enabled 16,000+ hires**, while Nina supports AI-assisted onboarding for new joiners
- 10+ partnerships including all 3 key hyperscalers (GCP, Microsoft Azure, AWS)

Table of Contents



Who We Are



Our Performance: Q1FY27



A New Way Forward



Who We Are

Digitide at a Glance: An AI-First Tech & Digital (T&D) and BPM Platform



₹775 Cr

Q1FY27 revenue
FY26: ₹3,080 Cr



300+

Customers



~54K

Employees



40+

Global locations



~70%

Revenue is Annuity
based



25+

Proprietary AI assets



10+

Technology Partners



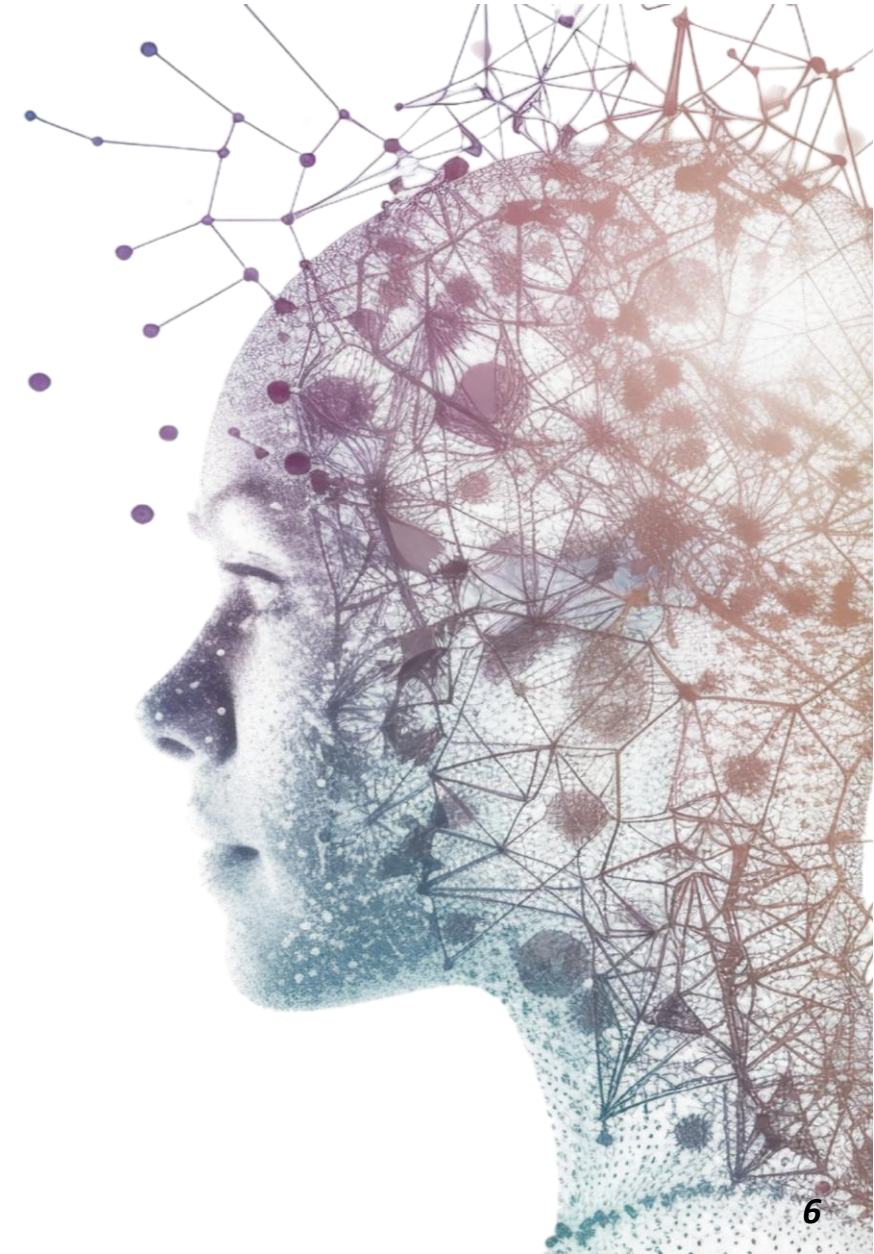
73

Best in Class NPS



7th time

Great Place to Work®



Digitide has a proven history of transforming businesses, backed by long-term promoters

Promoters

Ajit Isaac

Chairman and Non Executive Director



FAIRFAX
FINANCIAL HOLDINGS LIMITED



57.33%

Shareholding

Our Companies

digitide

Digitide Solutions Limited

BPM/BPaaS and Tech & Digital Services

DIGITIDE

₹3,080 Cr

₹343 Cr

~54K

alldigi tech

(Digitide holds 73.39% stake)

Alldigi tech

International CLM and Payroll

ALLDIGI

₹599 Cr

₹162 Cr

~6K

NSE Ticker



FY26 Revenue



FY26 EBITDA*

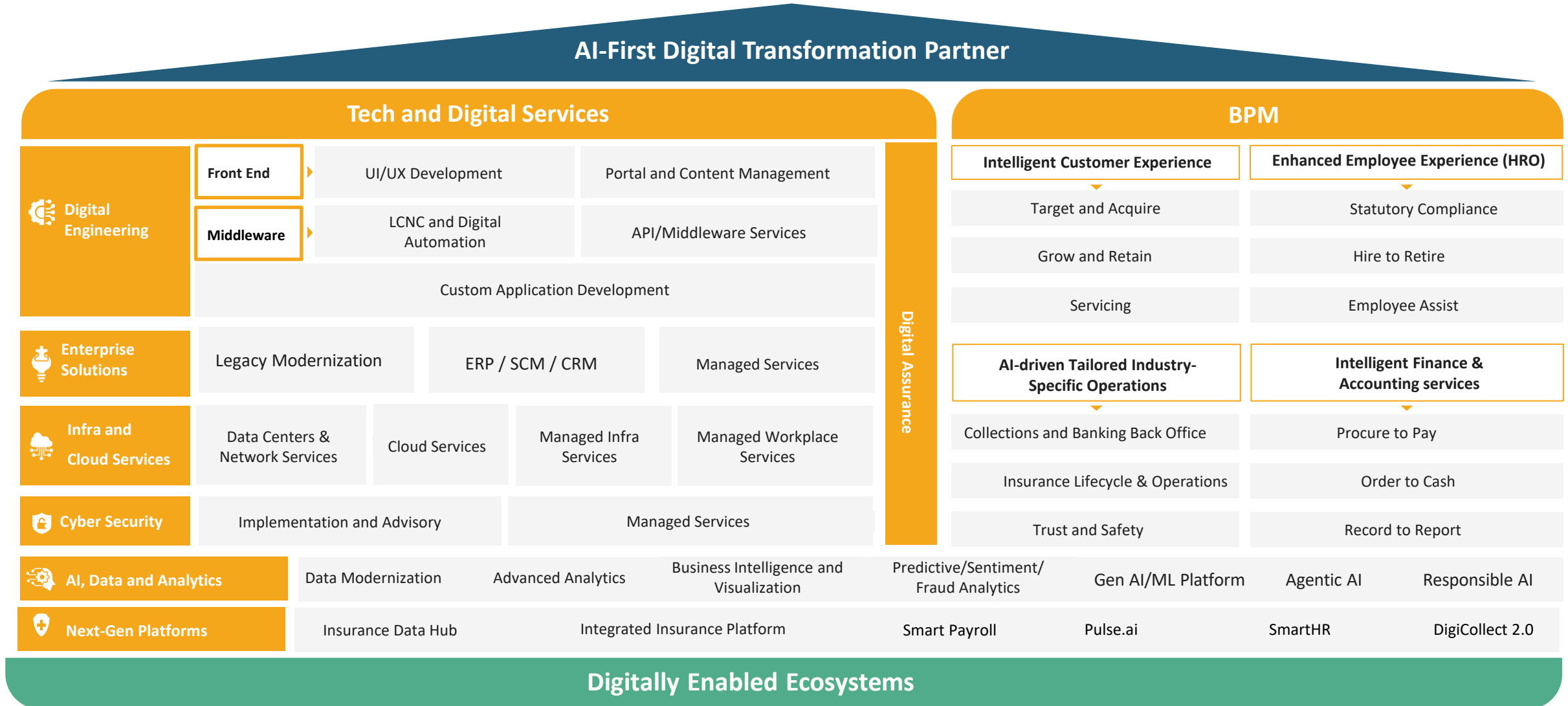


FY26 Employees



*As per Ind – AS

Driving trusted, AI-first digital, IT & BPM transformation



Having the right foundations for sustainable growth



Key Partnerships



Advanced Tier
Services Partner



Microsoft Solutions Partner
(CSP) for Data & AI



Google Cloud Partner
(Service Partner)



Duck Creek
Technologies



..... 10+ partners



AI Capabilities

25+ proprietary accelerators

Nikki

AI employee pulse bot

SmartPay

Agentic AI-infusion for
Payroll & Reimbursement

PulseCollect

Collections Propensity
Modelling

PulseLoan

Document Processing,
KYC & Customer
Onboarding, Compliance

Q-Buddy, 18K+ agents

15-points NPS uplift

**~5.7Mn interactions
through BOTs**

80%+
containment rate



Analyst Coverage (Everest PEAK Metrics)



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



"Great Place to Work" nominations

Certified **Great Place to Work**
for the **7th** consecutive year



2020

2021

2022

2023

2024

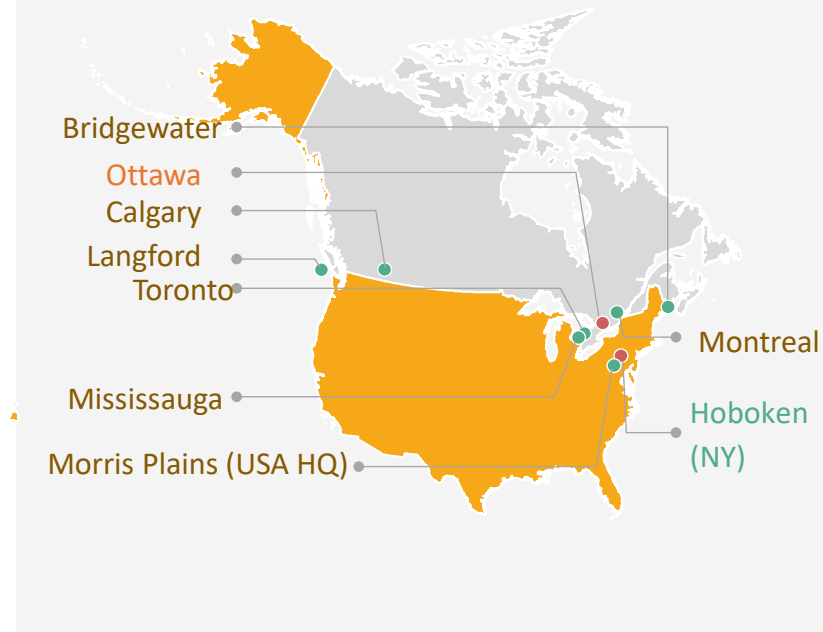
2025

2026

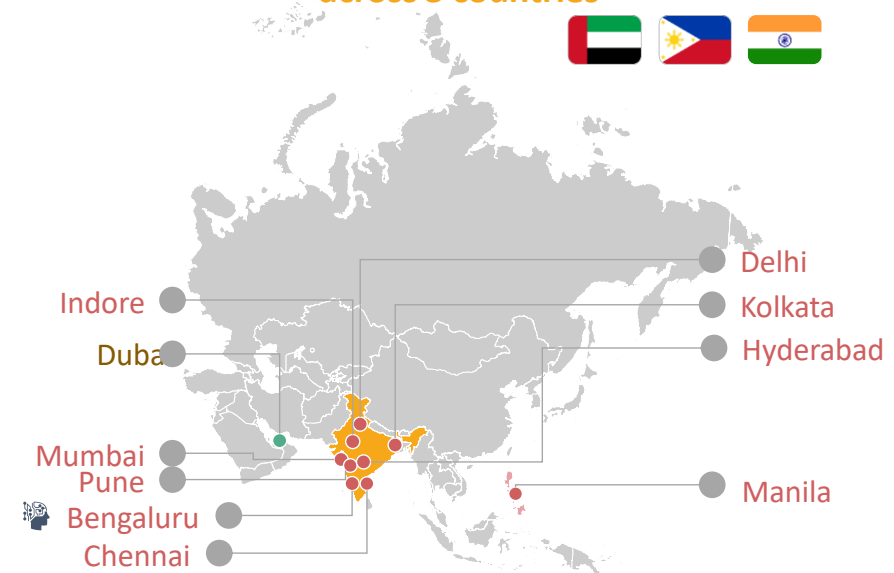
Global delivery with strong India–North America backbone

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

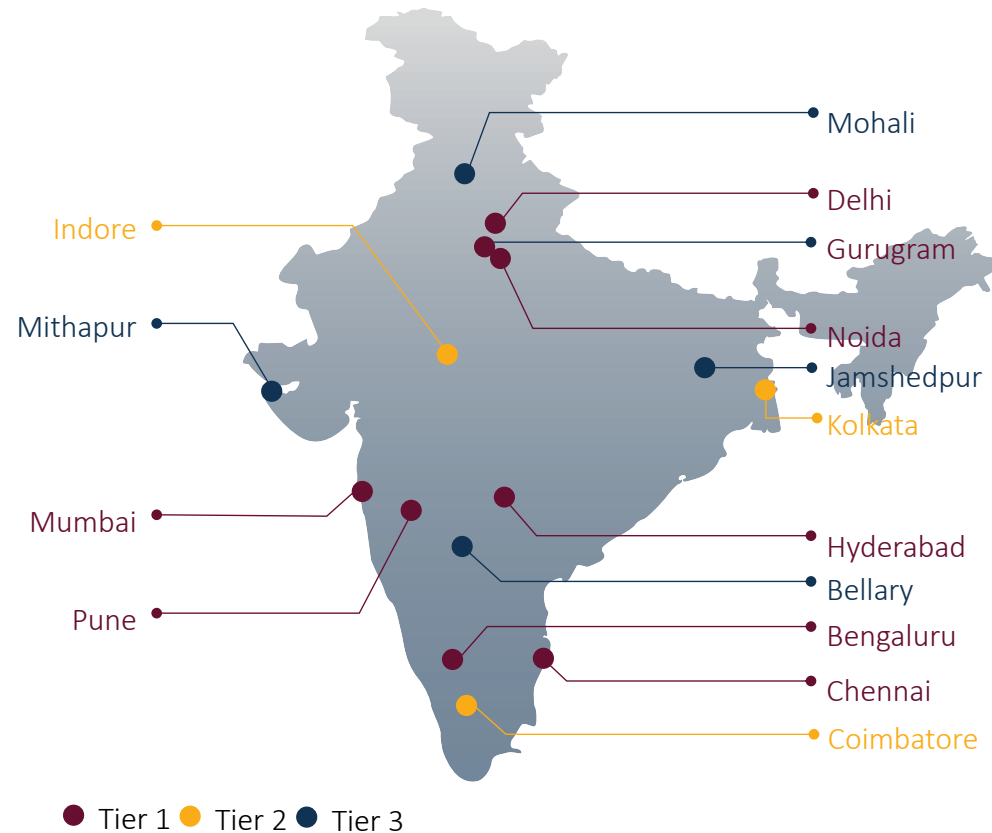
Business center

Data center

AI Center of Excellence

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

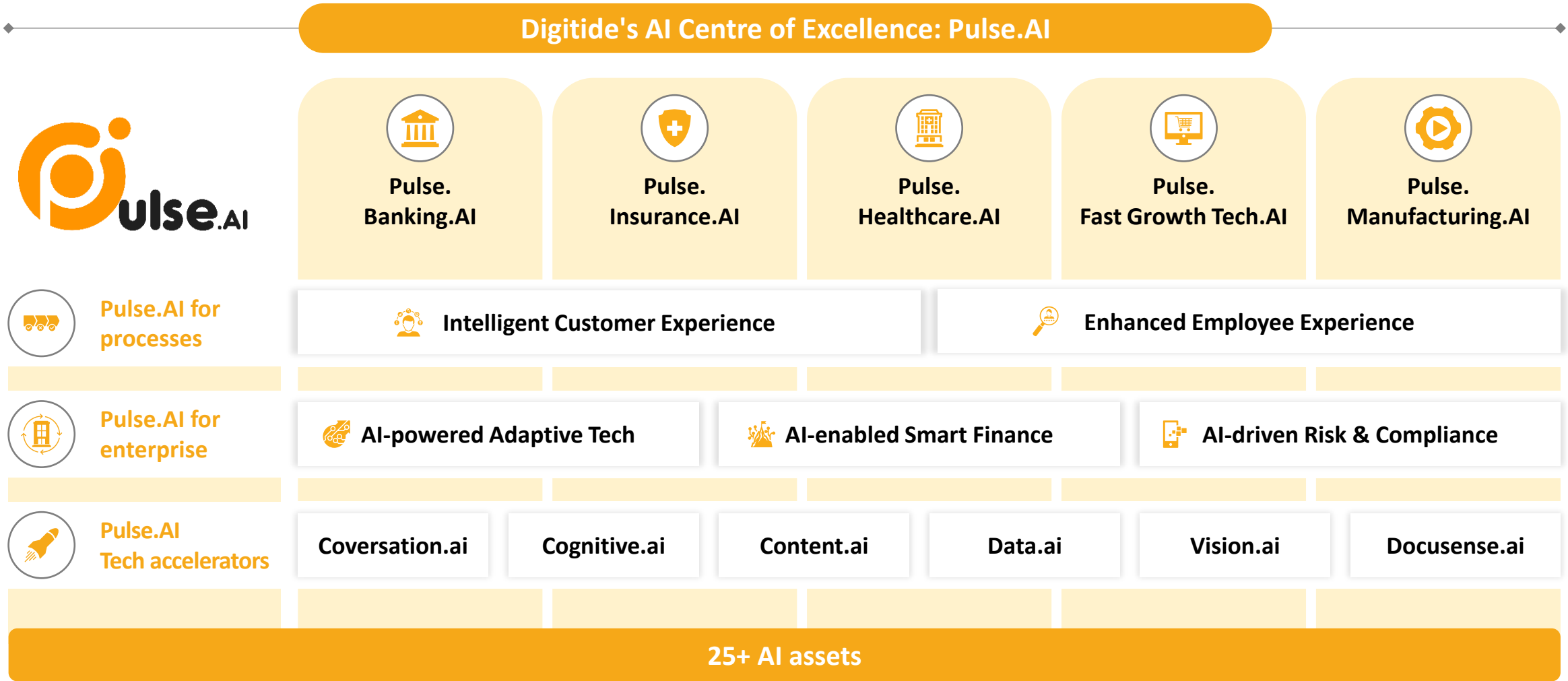


Best-in-class talent retention: Minimal churn ensures stability and consistent client outcomes



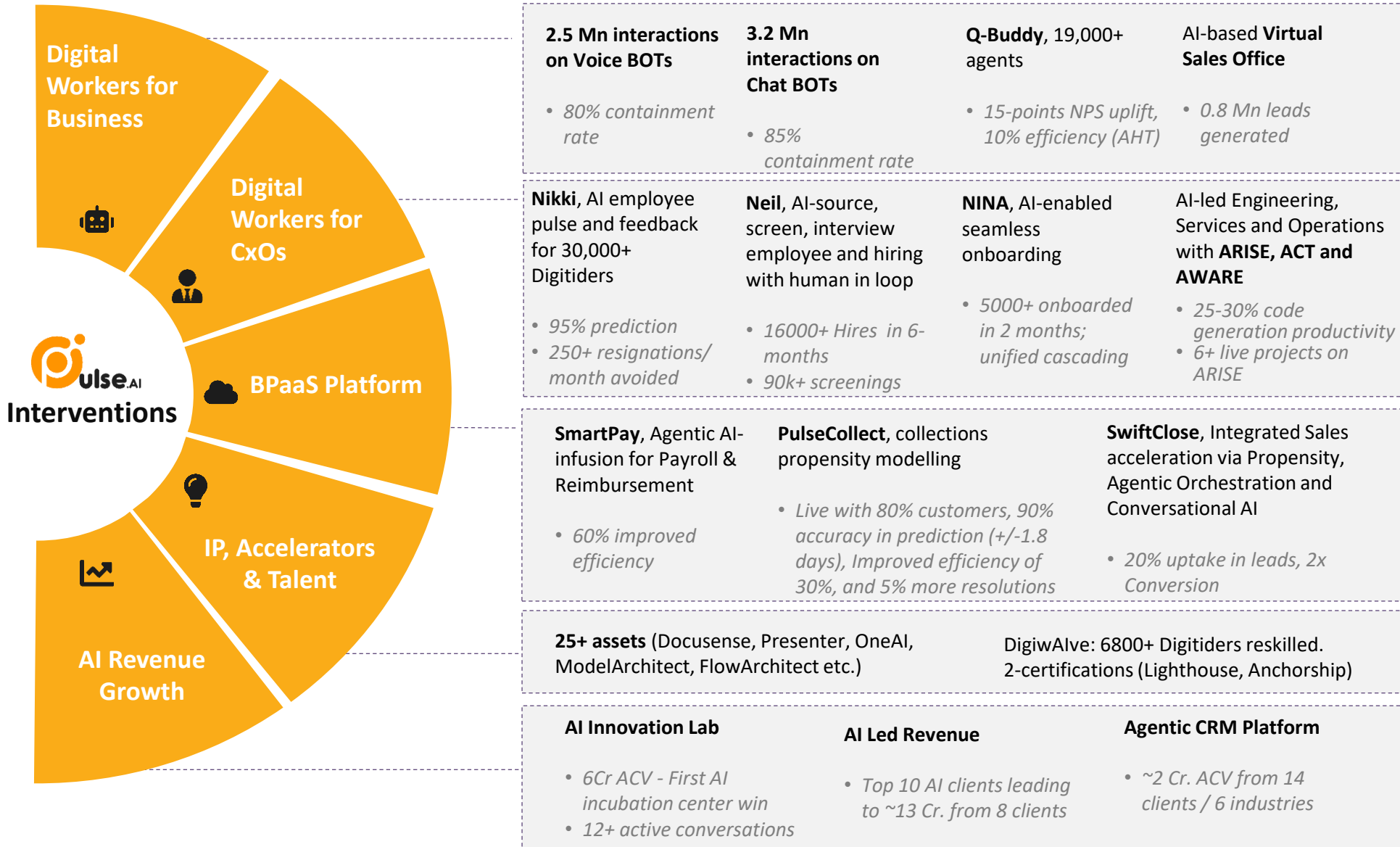
Scaled Collections Platform: Collection platform (Banking sector) with ~15K feet on ground across 95% pincodes in India

Pulse.AI: One AI engine, purpose-built for every industry we serve

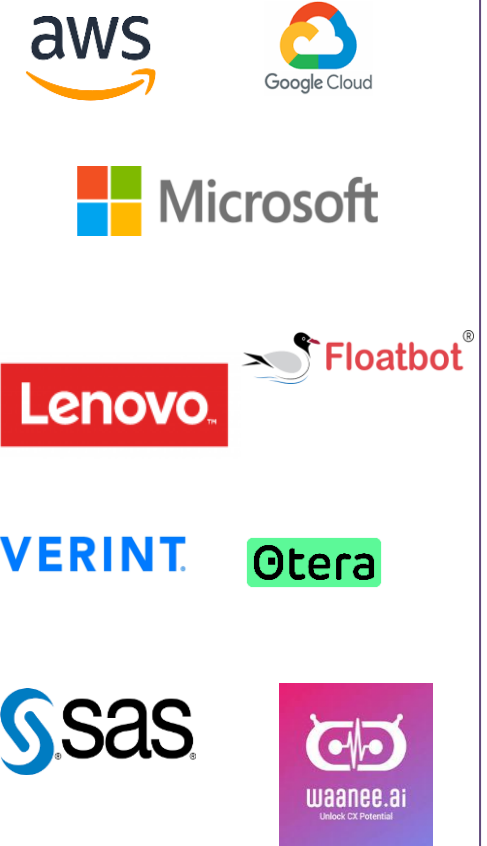


10+ Ecosystem Partners

AI is already generating measurable business returns — not a future promise



10+ Partner Ecosystem



and more...

Driving AI-led transformation across core industries



Banking & Financial Services

1. **Revenue & CX** (Drive growth and deepen relationships)
 - Intelligent customer engagement
 - Personalized product recommendations & cross-sell
2. **Core Banking & Risk** (Enable secure, efficient operations)
 - Credit risk scoring & underwriting automation
 - Real-time transaction monitoring & anomaly detection
 - Fraud detection & AML intelligence
 - AI-powered collections & recovery optimization
3. **Control & Compliance** (Ensure trust, governance, and regulatory adherence)
 - Regulatory reporting & compliance automation
 - Trade surveillance & market risk analytics

IMPACT

- **40-60%** better fraud detection
- **3-5x** faster decision-making
- **30-50%** cost reduction



Insurance

1. **Core Operations**
 - Underwriting automation & Risk Scoring
 - Claims intelligence & FNOL automation
 - Policy servicing & document intelligence
2. **Data and Document Intelligence**
 - Bordereaux processing & data standardization
 - Automated document ingestion and classification
3. **Claim and Risk Analytics**
 - AI-driven fraud detection & claims triage
 - Loss estimation using image/video analytics
 - Portfolio risk analytics & catastrophe modeling

IMPACT

- **10-20x** faster processing
- **80%** effort reduction
- **\$2M-\$6M+** savings per use case



Healthcare

1. **Core Operations**
 - Claims processing & coding automation
 - Clinical decision support & diagnostics AI
 - Patient engagement & experience optimization
2. **Data and Clinical Intelligence**
 - Medical document summarization & EMR intelligence
 - AI driven clinical data extraction and structuring
3. **Care Optimization and Risk**
 - Prior authorization & utilization management automation
 - Predictive analytics for patient risk & readmission
4. **Experience and Automation**
 - AI-assisted radiology & imaging insights
 - Virtual assistants for patient support & scheduling

IMPACT

- **40-70%** cycle time reduction
- **20-30%** cost savings
- **Improved accuracy & compliance**

“Industry-specific expertise, powered by a unified AI innovation engine.”

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



High-performing leadership with deep industry expertise in place



Sameer Ahluwalia

CEO & Executive Director

25+ years of expertise in business transformation, digital & AI-led growth, and large-scale global operations

Ex- Alvarez & Marsal, Firstsource, HCL Tech, Capgemini



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



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

CEO Alldigi Tech

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

Ex- Accenture, Alight, wipro



Sachin Gupta

Chief Information Officer

20+ years of experience across IT(Products & services), Insurance, Healthcare, FMCG, Ecommerce & Retail

Ex- Amagi, Aviva, ITC Infotech

Governance and board depth supporting long-term value



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.



Sameer Ahluwalia

CEO and Executive Director

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

Our Performance: Q1FY27



Digitide returns to profitability: Revenue up 5.3% YoY to ₹775 Cr in Q1 FY27



Financials

- Revenue growth of 5.3% YoY
- 20.3% YoY growth in Tech & Digital revenue
- 10.2% YoY growth in International business
- Reported PAT turned positive at ₹2.9 Cr (vs loss ₹5 Cr in Q4FY26)



Business

- Total Contract Value (TCV) booking of ₹205 Cr in Q1 FY27
- 26 key logos won during the quarter
- AI-Led Revenue reached ~₹15 Cr+ in Q1 FY27, emerging as a distinct growth driver



Technology

- AI bots handled 5.7 Mn interactions in the quarter, with an 80–85% containment rate
- Expanded partnerships — Added Adobe as a new Global Silver Partnership
- Neil, our AI hiring bot, enabled 16,000+ hires, while Nina supports AI-assisted onboarding for new joiners
- Nikki, our digital workforce bot, engages 30,000+ employees on pulse and feedback, helping reduce attrition.

Q1FY27: Delivering on strategic promise in past five quarters

	Q1FY26	Q1FY27	
Revenue	₹736 Cr	₹775 Cr	↑ 5.3%
Share of T&D Business	26.8%	30.6%	↑ 382 bps
Share of International Business	36.5%	38.1%	↑ 168 bps
Client Concentration: Top 30 Clients	57.7%	59.5%	↓ 176 bps

Q1 FY27: Revenue grows 5.3% YoY to ₹775 Cr as PAT turns positive, despite margin pressure from wage revisions

Financials

In ₹ Cr	Q1 FY26	Q4 FY26	Q1 FY27	QoQ	YoY
Revenue	735.8	800.0	775.1	-3.1%	5.3%
EBITDA	82.6	87.9	76.9	-12.5%	-6.9%
EBITDA %	11.2%	11.0%	9.9%	-107 bps	-131 bps
Reported PAT	9.7	-5.0	2.9	Turned Positive	-69.7%
Reported PAT %	1.3%	-0.6%	0.4%	100 bps	-94 bps
Adjusted PAT*	18.6	11.2	2.9		
Adjusted PAT *%	2.5%	1.4%	0.4%		

Revenue: ₹775 Cr in Q1 FY27, up 5.3% YoY, though down 3.1% QoQ due to lower book-to-bill conversion and a disciplined approach to deal selection, including the renegotiation of low-margin contracts.

EBITDA: Eased to ₹76.9 Cr (9.9% margin), driven by lower revenue and the impact of minimum wage revisions across states.

PAT Turnaround: Reported PAT turned positive at ₹2.9 Cr, ending two consecutive quarters of losses.

*Excludes exceptional items, including demerger-related expenses in Q1FY26, labour code impact in Q4FY26

Q1 FY27: Tech & Digital revenue grew 20.3% YoY to ₹237 Cr

Segment Overview

Revenue	Q1 FY26		Q4 FY26		Q1 FY27		QoQ	YoY
	₹ Cr	Mix	₹ Cr	Mix	₹ Cr	Mix		
BPM	538.6	73.2%	550.8	68.9%	537.7	69.4%	-2.4%	-0.2%
Tech & Digital	197.2	26.8%	249.2	31.1%	237.4	30.6%	-4.7%	20.3%
Total	735.8	100.0%	800.0	100.0%	775.1	100%	-3.1%	5.3%

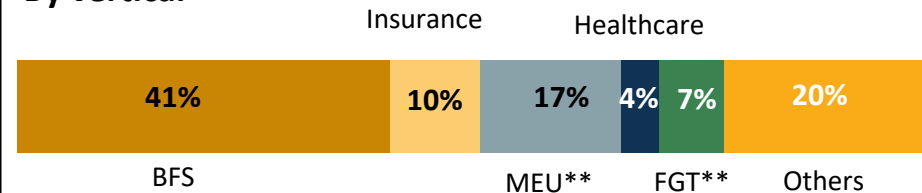
Segment	Q1 FY26		Q4 FY26		Q1 FY27		QoQ	YoY
	₹ Cr	EBITDA %	₹ Cr	EBITDA %	₹ Cr	EBITDA %		
BPM	89.9	16.7%	89.7	16.3%	72.8	13.5%	-276 bps	-316 bps
Tech & Digital	18.8	9.5%	30.1	12.1%	18.9	8.0%	-408 bps	-156 bps
Total	108.7	14.8%	119.8	15.0%	91.7	11.8%	-314 bps	-294 bps

Tech & Digital share has risen to 32% and International business to 38% in Q4 FY26

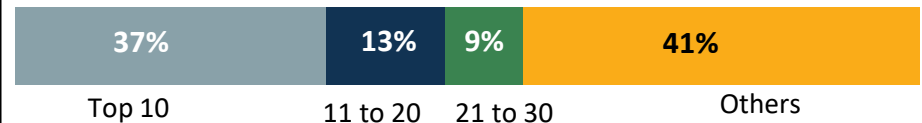
By geography



By vertical



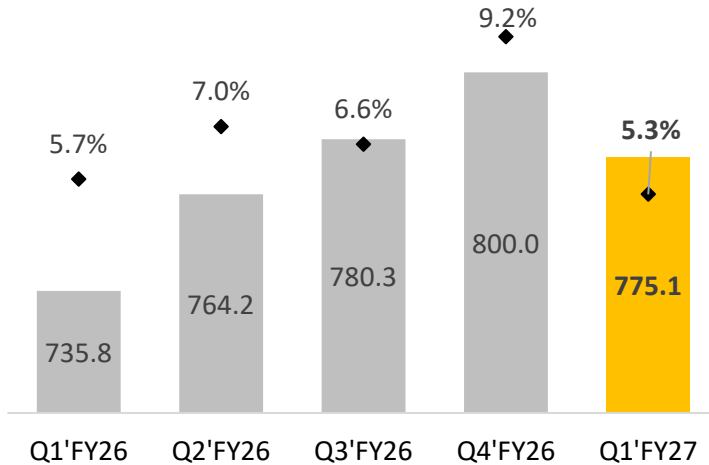
By client concentration



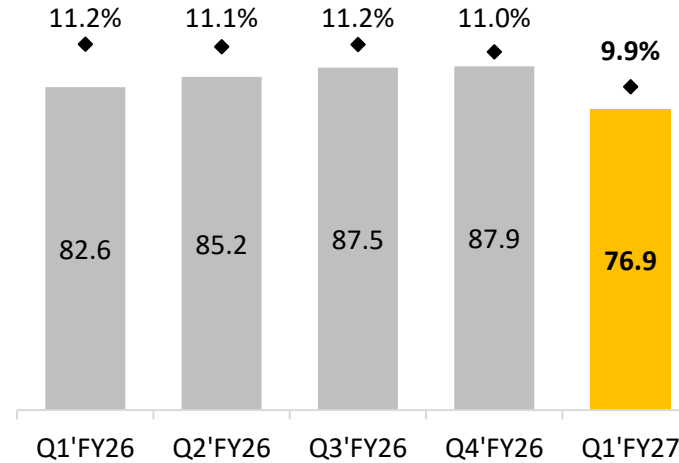
- Tech & Digital revenue grew 20.3% YoY to ₹237 Cr in Q1 FY27
- International revenue grew 10.2% YoY to ₹296 Cr

Revenue Up 5.3% YoY to ₹775 Cr; PAT turned positive at ₹3 Cr after two quarters

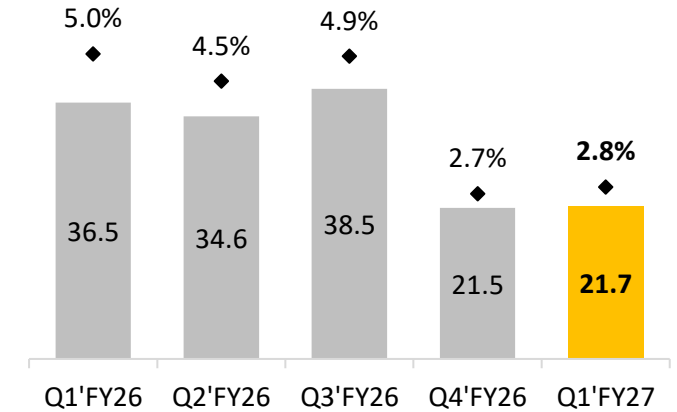
Revenue & YoY Growth



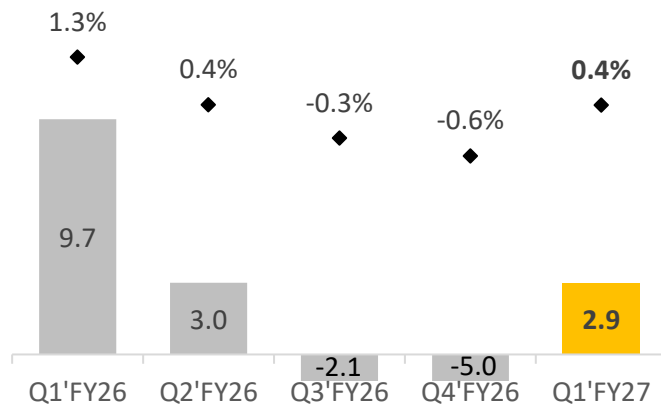
EBITDA & EBITDA Margin



EBIT & EBIT Margin

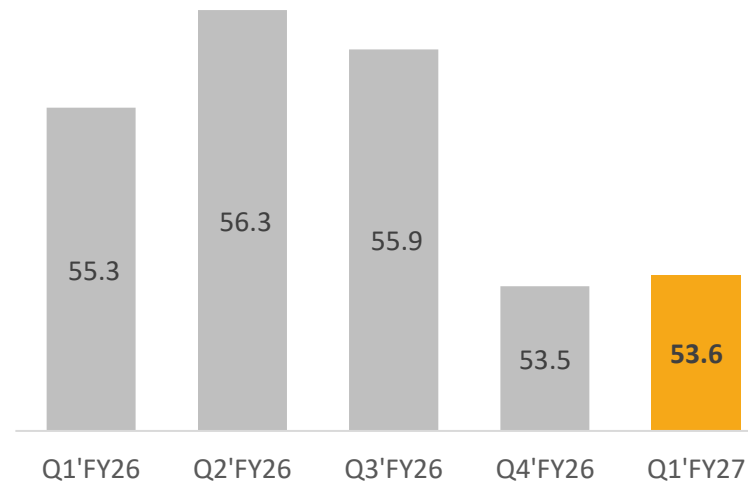


PAT & PAT Margin

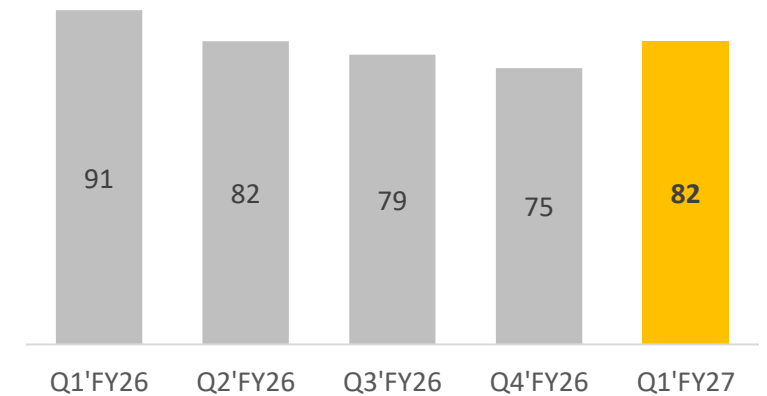


Note: All figures are in ₹ Cr unless stated

Employee Count (In thousands)

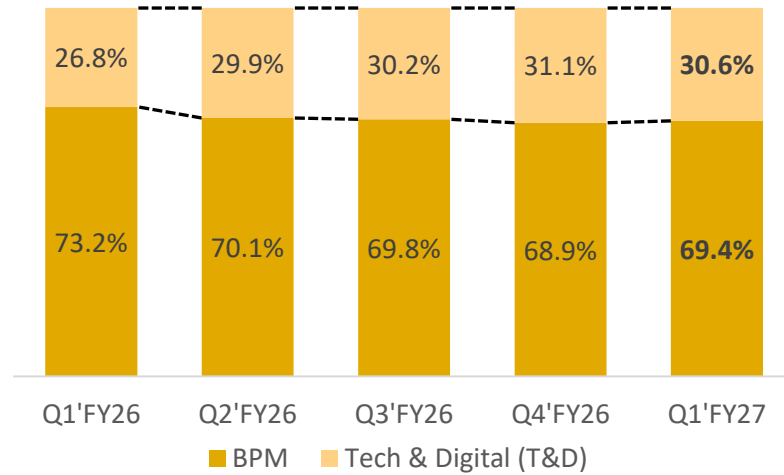


Days Sales Outstanding (Billed + Unbilled)

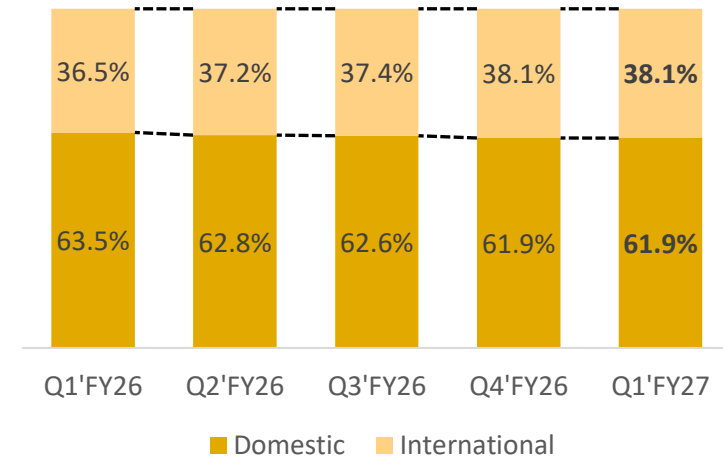


Revenue mix holds broadly steady in Q1 FY27: T&D at 30.6%, International at 38.1%

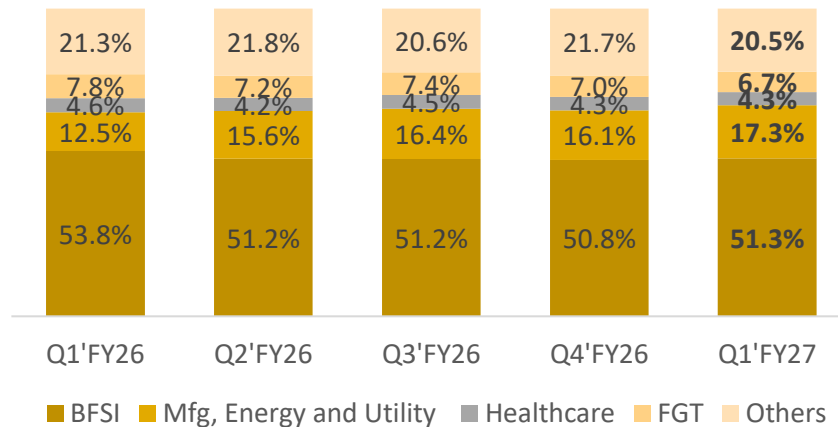
Revenue Mix by Segment



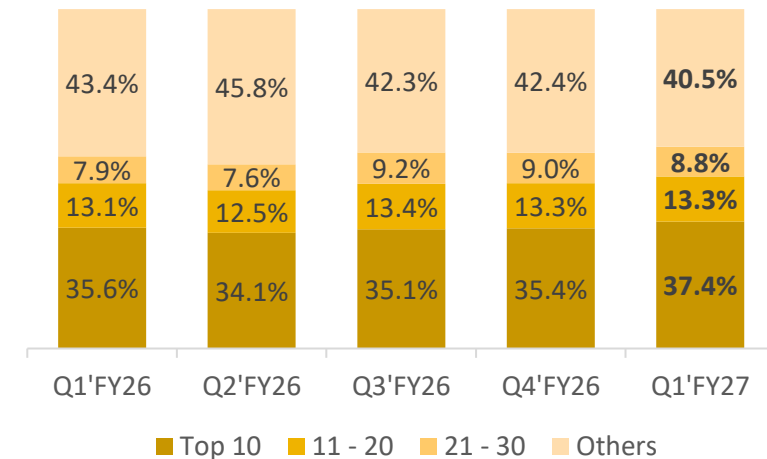
Revenue Mix by Geography



Revenue Mix by Industry



Revenue by Client Concentration



The New Way Forward

Four Moves— the roadmap that delivers results

Strategic Choices



Focus over breadth

Concentrate on the Core; treat low margin and non-profitable areas with discipline — fix, divest or exit.



Value over volume

Driving margin accretive growth rather than revenue growth alone



One firm over silos

The account is the currency; interlock replaces standalone P&L silos.



Performance over comfort

Right person, right role; full backing for performers.

Execution Moves

1

Get unified **LIVE**

Operating model and leadership in place.

2

Strengthen the Core **IN MOTION**

Modernize the India & BPM core; portfolio treatment underway.

3

Go West, Go Digital **ACCELERATING**

Compete as a challenger with AI at the core.

4

Go all out **SELECTIVE**

Fill the white space through disciplined M&A and partnerships.

Move 1 — Get unified: one enterprise operating model

From multiple operating models to one enterprise model, where the account is the currency and interlock drives execution.



Business Units

To own account P&L, delivery and career path for the people



Service Lines

To own capability depth, differentiation and delivery excellence



GTM Markets

To own net-new bookings across India++ and Western markets



Corporate Functions

Enable speed, discipline and decision velocity

WHAT THIS MODEL IS DESIGNED TO SOLVE

One enterprise, not pockets

Parallel structures end; delivery, sales and functions compound as one.

Depth where we grow

Structural capacity to scale the core deliberately, including via M&A.

Clear accountability

No weather-reporting; owners, milestones and transparent markers.

Career roadmap for all

People can see where they are, where they can go and how to progress.

Move 2 — Strengthen the Core: modern, profitable, proud

The India market work, contact centers, transaction processing, payroll and collections — consequential work, modernized for value

Why the core matters



It is our foundation

Largest India-to-India BPM position, earned over two decades.



It funds the future

Cash and client relationships here underwrite our West and digital ambitions.



It is where trust lives

Partner clients rely on in critical operating moments.

How we modernize it



New thinking

Re-engineer processes from the outside-in — starting with clients' customers



New technology, as a tool

AI and automation do more of the heavy lifting; people move up the value chain.



New talent, alongside experience

Fresh capability alongside relationship-led experience.



Re-priced for value

Sell outcomes, not effort, lifting margin and relevance

The objective: protect the trust engine, lift productivity and re-price outcomes where value is delivered

Move 3 — Go West, Go Digital: as a challenger, AI at the core

In international markets we compete with hunger and speed; in technology we lead where it matters — accountable for outcomes, not headcount

Compete as a challenger

Earn the right deal by deal across the US, Canada and beyond

AI at the core, not bolted on

Redesign workflows, delivery and commercial models so AI does more of the heavy lifting

Price value, not effort

Sell and price business outcomes, designed outside-in from clients' customers

Tech & Digital where we lead

Stay deep in selected high-value areas for business outcomes

Go deep in our clients' operations, fluent in technology, accountable for results

Move 4 — Go all out: fill the white space, organically and through M&A

Fill specific white spaces in capabilities, geographies, service lines and account profiles where the right move changes the trajectory.

ORGANIC

Build

Where we have the time and the talent — new service lines and adjacencies our clients are already asking us to enter.

SPEED

Partner

Where speed matters more than ownership — alliances that put capability in front of clients now.

FIT & TIMING

Acquire

Where fit and timing are right — disciplined M&A in BPaaS, healthcare RCM, and Western access.



THE M&A DISCIPLINE

Every deal must deepen the core thesis, must be margin as well as EPS accretive and provide platform, domain, or Western access

Get the sales engine humming and go all out — hungry in the chase, selective in the bet.

Financial Statements

Income Statement

Particulars (in ₹ Cr)	Q1 FY26	Q4 FY26	Q1 FY27	QoQ	YoY
Revenue from operations	735.8	800.0	775.1	-3.1%	5.3%
Employee benefits expense	549.3	591.2	583.3		
Other expenses	103.9	120.9	114.9		
EBITDA	82.6	87.9	76.9	-12.5%	-6.9%
<i>EBITDA Margin %</i>	<i>11.2%</i>	<i>11.0%</i>	<i>9.9%</i>	<i>-107 bps</i>	<i>-131 bps</i>
Depreciation & amortisation	46.1	66.4	55.2		
Finance Cost	11.2	14.7	15.1		
Other Income	-3.6	-5.2	-4.3		
Exceptional Items	8.9	16.1	0.0		
PBT	20.0	-4.0	10.9	-370.3%	-45.4%
Tax	10.3	0.9	8.0		
PAT	9.7	-5.0	2.9	Turned Positive	-69.7%
<i>PAT Margin %</i>	<i>1.3%</i>	<i>-0.6%</i>	<i>0.4%</i>		
Adjusted PAT*	18.6	11.2	2.9		
<i>Adjusted PAT Margin* %</i>	<i>2.5%</i>	<i>1.4%</i>	<i>0.4%</i>		

*Excludes exceptional items, including demerger-related expenses in Q1FY26, labour code impact in Q4FY26

Thankyou

For any queries, please contact:

Rajesh Lachhani

Head of M&A & IR

E: Rajesh.Lachhani@digitide.com

E: Investorrelations@digitide.com

Apurva Pandey

Deputy Manager - M&A & IR

E: Apurva.Pandey@digitide.com