2nd Annual General Meeting of Digitide Solutions Limited, held on 28 August, 2026 at 4:30 P.M. through Virtual means

Shailesha Barve, Company Secretary:

Good evening, everyone, I am Shailesha Barve, Company Secretary of the company I would like to confirm that requisite quorum is present in this meeting.

Before we start with formal proceeding, the participants may please note that this meeting is being held through video conference in accordance with the circulars issued by the Ministry of Corporate Affairs and Securities and Exchange Board of India, i.e., SEBI. The proceedings of the meeting are being conducted at the registered office of the company in compliance with the applicable laws and proceedings are being recorded.

With this, I request our beloved Chairman to commence the proceedings of the meeting, over to you sir.

Ajit Isaac, Chairman:

Good evening! Ladies and Gentlemen,

I, Ajit Isaac, Chairman of Digitide Solutions Limited, extend a warm welcome to our esteemed shareholders to this 2nd Annual General Meeting of the Company. The time is 4:30 P.M. IST and we shall now commence the proceedings of this Company.

On behalf of the Board of Directors, I sincerely thank all the members for their presence, continued trust and support.

Before we proceed with the formal business of the meeting, I would like to introduce my colleagues on the Board and the Key Managerial Personnel joining this meeting virtually. I request the Directors and KMPs to raise their hand when introduced:

1. Mr. Anish Thurthi, Non-Executive Director, joining us from Mumbai;
2. Mr. Pankaj Vaish, Independent Director, joining us from Bengaluru;
3. Ms. Revathy Ashok, Independent Director, joining us from Bengaluru;
4. Ms. Robin Thomashauer, Independent Director, joining us from Maryland, USA;
5. Mr. Sameer Ahluwalia, Executive Director and Chief Executive Officer, joining us from Gurugram;
6. Mr. Sunil Ramakant Bhumralkar, Independent Director, joining us from Bengaluru;
7. Mr. Suraj Prasad, Chief Financial Officer, attending this AGM from Bengaluru;
8. Mr. Shailesha Barve, Company Secretary and Compliance Officer, attending this AGM from Bengaluru.

We also received a request for absence from Mr. Gopalkrishna Soundarajan, Non-Executive Director of the company.

A warm welcome to our auditors – Mr. Gurvinder Singh representing M/s. Deloitte Haskins & Sells, Statutory Auditors, Mr. Parameshwar Bhat, Secretarial Auditor and Mr. Devesh Kumar Vasisht, Scrutinizer of this AGM, who have joined this meeting virtually from their respective locations.

Notice of the 2nd AGM and Annual Report for the financial year 2025-26 have been disseminated to the members through e-mail in compliance with the MCA and SEBI Circulars.

Additionally, where the email ids were not registered, the Company has sent a letter providing these members a web-link along with the QR Code for accessing the Notice of AGM and the Annual Report for the financial year 2025-26. Further, the Notice and Annual Report were also made available on the website of the Company, the websites of Stock Exchanges and on the website of CDSL.

I now request Mr. Shailesha Barve, Company Secretary and Compliance Officer, to provide the general instructions regarding participation in this meeting.

Shailesha Barve Company Secretary:

Thank you, Sir.

The video-conferencing facility and live web cast of the proceedings have been provided through Central Depository Services (India) Limited, and the video-conferencing facility is made available for the members on a first-come-first-served basis.

The statutory registers and documents referred to in the notice have been made available electronically for inspection by the members during the AGM. Members who wish to participate and inspect the documents can send the request to Corporate Secretarial Department or Company Secretary of the Company as provided in the Notice.

As this AGM is being held through video conference, the facility for appointment of proxies by the members and inspection of proxy register are not applicable.

Members who have registered themselves as speaker shareholders in accordance with the notice will be invited to express their views or ask questions during the meeting. Members are requested not to disclose any sensitive personal information or personally identifiable information of themselves or any other person during the meeting. The shareholders who could not speak at the AGM due to technical/any other reason are requested to please write to us by email, and the company will suitably respond to their questions/views.

The Company has provided the facility of electronic voting to cast their votes electronically, on all the resolutions set forth in the notice which concluded at 5:00 P.M. (IST) yesterday.

Further, Members who haven't cast their votes electronically so far and who are participating in this meeting will have an opportunity to cast their votes during the meeting through the e-voting system provided by CDSL.

The Board has appointed Mr. Devesh Kumar Vasisht, Practicing Company Secretary, as the Scrutinizer to ensure transparent e-voting process and to submit his report on results of e-voting with respect to the items of business set out in the AGM Notice.

With this, I now request our beloved Chairman to address the shareholders, while I am bringing up the presentation for the speech.

Thank you, sir.

Ajit Isaac, Chairman:

Thank you Shailesha.

Dear shareholders, it is my honour to address you today at the FY26 Annual General Meeting of Digitide Solutions. FY26 has been a defining chapter in Digitide's evolution, one that has reshaped not just our structure, but also the way we think about growth, execution, and long-term value creation.

Over the past year, Digitide has moved decisively from transition to purposeful execution. We have emerged as an independent listed enterprise, strengthened our governance and reporting frameworks, aligned our organisation around One Digitide, and begun embedding AI more thoughtfully across our offerings, delivery models, and internal capabilities.

Today, Digitide stands as an AI-first Tech & Digital and BPM platform with FY26 revenue of ₹3,080 crore, more than 300 customers, approximately 54,000 employees, over 40 global locations, 10+ technology partners, and an evolving AI practice.

Our business continues to be built on recurring revenues, with around 70% of revenue being annuity based. Our client focus remains strong, reflected in a best-in-class NPS of 71.3. These fundamentals give us confidence that Digitide is well positioned to participate in the next wave of technology and AI-led services transformation.

Coming to how we position our delivery model, our global footprint is one of the key strengths of the Company.

We operate across more than 40 locations in five countries, with a strong India-North America backbone. In North America, we have 9+ locations across two countries, while in Asia Pacific, we have 30+ locations across three countries. This global footprint allows us to serve clients with greater proximity, resilience, and scalability.

At the same time, our deep presence in India gives us access to a broad talent base and enables us to deliver efficiently across industries and geographies. A key differentiator within this model is our delivery presence across Tier-2 and Tier-3 cities in India. This gives us superior access to talent, greater cost efficiency and stronger talent retention, while supporting stable and consistent outcomes for our clients.

This differentiated delivery model is reflected in the way we performed through FY26.

FY26 was a year of steady and resilient performance against a challenging and evolving macroeconomic environment. Revenue increased from ₹2,875 crore in FY25 on a proforma basis to ₹3,080 crore in FY26, reflecting growth of 7.1%.

More importantly, the mix of our business continued to improve. The share of Tech & Digital increased from 26.8% in FY25 to 29.6% in FY26, while the share of international business expanded from 35.5% to 37.3% and client concentration among our top 30 clients reduced from 60% to 58%.

Our BPM business remains the foundation of Digitide, through a combination of industry expertise, deep process knowledge, and scalable delivery capabilities. In FY26, the BPM segment delivered revenue of approximately ₹2,170 crore and EBITDA of approximately ₹347 crore, underscoring the resilience of our annuity-led business model and our ability to consistently deliver value to clients across economic cycles. The business continues to benefit from long-standing customer relationships and strong operating discipline.

Meanwhile, our Tech & Digital Services business continues to be an increasingly important growth engine for the Company. Driven by growing demand for AI, analytics, cloud, and digital transformation services, the segment delivered revenue of approximately ₹910 crore and EBITDA of approximately ₹93 crore in FY26. The business recorded 18.2% revenue growth during the year, significantly outpacing the overall Company growth rate reflecting our success in building future-ready capabilities that are aligned with client priorities.

We also ended the year with a strong balance sheet. Our net cash position strengthened to ₹182 crore in Q4FY26, giving us the financial flexibility to invest in growth while maintaining discipline in capital allocation.

The Company's credit profile remains healthy, with ICRA assigning or reaffirming A+ Stable and A1+ ratings across relevant facilities. This reflects the underlying resilience of the business and the strength of our financial foundation.

While our financial foundation remains strong, the strength of Digitide ultimately rests with our people and the culture we continue to build. Our workforce of approximately 54,000 people remains our most enduring competitive advantage, anchored in inclusivity, meritocracy, empowerment, and execution discipline.

In FY26, Digitide was certified as a Great Place to Work for the seventh consecutive year, and we were ranked among the top three organisations in India for health and wellness. This recognition is especially meaningful in our first year as an independent listed entity, as it reflects the resilience of our culture through a period of significant structural transition.

As we move into the next phase, the appointment of Sameer Ahluwalia as CEO marks a deliberate transition from foundation-building to execution at scale. His focus on growth, operational efficiency, AI-led offerings, and deeper client engagement is well aligned with the opportunity ahead.

As we look ahead, FY27 represents an important inflection point. We have developed a roadmap that will shape the next phase of our journey. We call it four moves, and importantly, these are not sequential initiatives. They will all be pursued in parallel.

First, Get Unified

We are moving towards an account-led model where our largest client relationships are managed holistically across service lines, rather than through individual business silos. This will allow us to increase wallet share with existing clients, accelerate cross-selling opportunities and improve client retention.

By operating as One Digitide, we believe we can unlock meaningful revenue synergies that are currently sitting within our existing client base.

Second, Strengthening the Core

Our core India BPM business remains one of the largest and strongest assets in the company. We are undertaking a rigorous review of account profitability, pricing discipline, delivery efficiency and contract economics.

At the same time, we are applying automation, AI and technology to reshape delivery models, improve productivity and expand margins.

Our objective is straightforward: growth that creates value, not growth at any cost. Investors should expect a stronger focus on profitable revenue, better account economics and a structurally stronger margin profile over time.

Third, Go West, Go Digital

Our international business is still relatively underpenetrated compared to the strength of our delivery platform. We intend to increase our focus on North America and other developed markets while expanding our digital and technology-led offerings.

At the same time, our AI strategy is about embedding AI into client workflows, delivery operations and customer experience solutions so that we can help clients improve outcomes while reducing costs.

Over time, we expect this shift to increase both our share of digital revenues and the quality of our revenue mix, creating a stronger growth profile for the company.

Fourth, Go All Out

As we look at Digitide's future, we see clear opportunities to strengthen our capabilities, geographic presence and access to strategic clients. We will therefore be proactive in pursuing partnerships, alliances and selective M&A opportunities. Any partnership or acquisition must help us strengthen our position in priority markets, enhance our technology capabilities, deepen client relationships or improve the quality of our revenue profile.

We enter FY27 with a more integrated operating model, and a leadership team aligned on execution. These four moves are now the lens through which we will make decisions, allocate capital and measure progress. We are building a company that is more focused, more profitable, more technology-led and more value-oriented than the one we are today.

None of this would be possible without the support of our stakeholders. To our clients, thank you for your continued trust. To our employees, thank you for your resilience, energy, and commitment. And to our shareholders, thank you for your unwavering support and belief in Digitide's long-term journey.

Digitide is moving forward with clarity in its strategy, confidence in its leadership, and conviction in the opportunity ahead. The journey from here will be about scaling with discipline, executing with consistency, and creating long-term shareholder value.

The best of Digitide lies ahead.

Thank you and, and we look forward to your support as we get into a crucial year for the company.

The members may please note that the Independent Auditor`s report on the standalone and consolidated financial statements and report of the secretarial auditors have already been circulated to you as a part of the annual report. These reports do not contain any qualifications reservations or adverse remarks and therefore with the permission of members, I take these reports as read. Further, as a notice of 2nd AGM circulated to all the members, I take notice as read. As this meeting is convened through VC today, the resolutions have already been put to vote through e-voting, and the requirement to propose and second is not applicable.

I request the Company Secretary to brief the members about the items of business as set out in the notice convening this meeting. We will open the floor to questions thereafter.

Over to you, Shailesha.

Shailesha Barve, Company Secretary:

Thank you, sir.

Dear Members, there are five items of business set out in the Notice of the AGM, of which first three are Ordinary Business items and the fourth and fifth are Special Business items.

Ordinary Businesses:

Item 1 - To receive, consider and adopt the Audited Standalone Financial Statements of the Company for the financial year ended March 31, 2026, together with the Auditors' Report and Board's Report thereon, as an Ordinary Resolution.

Item 2 - To receive, consider and adopt the Audited Consolidated Financial Statements of the Company for the financial year ended March 31, 2026, together with the Auditors' Report thereon, as an Ordinary Resolution.

Item 3 - To appoint Mr. Anish Thurthi (DIN: 08713000), as a Director, who retires by rotation and being eligible offers himself for reappointment, as an Ordinary Resolution.

Special Business:

Item 4 - To approve payment of commission to the Independent Directors of the Company for a period of three years commencing from April 1, 2025 to March 31, 2028, within the overall maximum limit prescribed under Section 197 of the Companies Act, 2013, as a Special Resolution.

Item 5: To approve the appointment of Mr. Sameer Ahluwalia (DIN: 11746957), as a Whole-time Director designated as Executive Director and Chief Executive Officer of the Company, and fixation of his remuneration, for a period of three years effective from June 1, 2026, as a Special Resolution.

With this, the items of business as set forth in the Notice are considered to be duly transacted at this meeting and subject to the receipt of requisite majority, the resolutions shall be considered duly passed in this meeting.

Now, with the permission of the Chair, we will commence the Q&A session, so before we commence, I wish to remind the members that, once invited to speak please unmute yourself mention the name, location and proceed with your question, members are requested to keep their questions brief so that all those shareholders registered as speakers will get the opportunity to speak and express their views during the meeting.

To avoid repetition, responses to questions will be provided together. In the interest of time, if any speaker is not available, we will move on to the next speaker, one request is after asking the question, please go on mute and continue to watch the proceedings.

Now, I request the moderator to invite the speaker shareholders one by one. Over to Moderator.

Moderator:

Thank you, sir.

Our first speaker is Mr. Arun Kumar Bopanna**,** can you please unmute yourself sir and switch on your video.

Bopanna sir can you please go ahead.

Ajit Isaac, Chairman:

We can comeback to Mr. Bopanna after the next question, ok he is come he has come.

Moderator:

Bopanna sir, can you please go ahead with your questions.

I think there is some technical issue, so with your permission can we proceed with our second speaker.

Ajit Isaac, Chairman:

Yeah, but we will go back to Mr. Bopanna at the end of the session.

Moderator:

Yes sir.

Our next speaker Mr. Lokesh Gupta, can you please unmute yourself and switch on your camera.

Lokesh Gupta:

Namaste. I am Lokesh Gupta from Delhi, and I would like to welcome and greet all the members and directors of the Company.

First of all, I would like to thank our Chairman for such a wonderful speech. After listening to your speech, honestly, I don’t think there are many questions left. Questions usually come up when there is a lack of trust, and I think we all have a lot of trust in the Company and its management.

I just have 1 or 2 questions:

1. What is the company doing to improve its margins and market share?
2. And finally, regarding dividends, my humble request is that is the Company coming up with a dividend policy which would distribute a healthy dividend to all the shareholders.

We hardly get an opportunity to see and interact with the Chairman during the AGM, and apart from that, I would also like to appreciate the Company Secretary and the entire team for handling everything so well. I have one small request as well. Since we are from North India and today is a significant festival, i.e., Raksha Bandhan, which is an emotional occasion for many of us, I would request the Management to kindly keep such festivals in mind before scheduling AGM.

Lastly, All the best to the Company and its future endeavours. Thank you.

Moderator:

Thank you, sir, our next speaker Mr. Manjit Singh. He is not present in the meeting, so we will go for the next speaker.

Mr. Praveen Kumar, sir can you please unmute yourself.

Praveen Kumar:

Hello, I am audible?

Moderator:

Yes sir, please go ahead with your questions.

Praveen Kumar:

Very good afternoon to my honourable respective chairperson, respective board of director, my fellow shareholder. Key observations sir,

Thank you, respective chairperson for very very in-depth address to the shareholder along with the presentation. I am with the company for quite some time and when I went through the annual report, it was facts and figure are very clear, the investor friendly approach by our respected CFO. Which I truly believe maintaining higher standard of corporate governance and in your opening remarks sir, you already described where we stand and what the future like. Last year under review, there are concerned worldwide and every other week, Donald trump uncle is coming out with different tax to interrupt the market and the heat will be feel home front also, but despite those barriers, those concerns, those challenges, under your leadership sir, the company is coming out with very, very satisfactory also. I truly salute your leadership, your focus approach and dedication hard work along with the professional team and dedicated employee to bring sustainable value creation for a retail investor like me. And my question to the management team, please let us know under CSR initiative how the company is building India in a very, very constructive way. One more thing which I love to address here is our company secretary is the biggest assets, mark my word as far as maintaining higher standard of company maintaining higher standard of communication and communication between the retail investor, it was always a red carpet welcome with our reason update, and at the end Sir, I just pray to the God that he will bless you with all the positivities so that he will keep the momentum of creating sustainable value creation for a retail investor like me. Thank you very much for this opportunity. Wish you all the luck and all the best.

Thank you, sir.

Moderator:

Thank you, sir. We have our next speaker K Sadananda Sastry. He is not present in the meeting.

So, we will go for our next speaker. Mr. Kaushik Shahukar, he is also not present in the meeting, So, we will go for our next speaker. Mr. Himanshu Trivedi, can you please unmute yourself sir?

Himanshu Trivedi:

Hello, am I audible??

Moderator:

Yes sir, please go ahead
.

Himanshu Trivedi:

Good afternoon, all of you, respected chairman Ajit Isaac, other board of directors, this is Himanshu Trivedi from Vadodara Gujrat. First thankful to our Company Secretary Mr, Shailesha Barve sir who is sending the soft and the hard copy of the AGM notice well in advance which is full of information, easy to follow, easy to understand so I'm thankful to you and your entire secretarial team. Report is nicely prepared 283 pages, all corporate governance, and all parameters calling AGM notice, so I don't have much question because I have full faith on board and their working, I support all the agenda items I already sent my question and query to the email and Chairman given the opening remarks full of information and excellent speech. So, I am very appreciating from their side, as a speaker sir still I have few questions.

1. What is the market share we have in domestic as well in international market?
2. What would be the profit-sharing ratio in coming financial year?
3. Sir, is our company is development of the AI version, if yes, how you are using day to day and user or our own use which is need to daily?

I wish good luck for the upcoming financial year. Thank you to see you, sir. During festival please remember speaker shareholders like your employees or family members. Thank you, thank you Sir.

Moderator:

Thank you, sir. Our next speaker, Mr. Gagan Kumar, can you please unmute yourself sir? Gagan sir, can you please unmute yourself?

Gagan Kumar:

Good afternoon, Mr. Chairman, Board of directors and fellow shareholders, Myself Gagan Kumar, I am joining this meeting from Delhi.

I had requested for a hard copy of Annual report which I received well in time, now, I completely understand that share price is not is in the hand of management, but my queries to the management is that what steps are being taken to improve return for the shareholder and make the company more profitable and what is our CapEx plan for next two years and what is our strategy to maintain or to enhance our margin and using of AI in operation in percentage wise? And the last but not the least, it would be unfair on my part without mentioning higher corporate governance under the leadership of our CS.

One thing I also want to add here that I received a call from your side that your speaker number is so and so and so this kind of activity by Mekhla mam, this kind of things we have seen very less, that a call from the company to shareholder just to remind that this is your speaker serial number and you have received the link or not, you have received the balance sheet or not, so thank you for this kind of team and I completely agree with the speaker number 2 and today Raksha Bandhan and if possible, try to avoid any festival from next year onwards. And do remember as all requested you to the speaker member.

Thank you.

Moderator:

Thank you, sir,

Our next speaker, Mr. Shashi Gupta, he is not present in the meeting. So, we will go for our next speaker, Mr. Vinod Agarwal, can you please unmute yourself?

Vinod Agarwal:

Hello, can you hear me?

Moderator:

Yes

Vinod Agarwal:

Respected Chairman Mr, Ajit Isaac, CEO Sameer Ahluwalia, CFO Suraj Prasad, and Company Secretary Shailesha Barve.

Good afternoon, sir the revenue 3080 crores the last year the EBITDA 343 crores, so very good sir, the though we have been shown PAT 55 million, that's 5.5 crores. On the after the TCI it goes into the negative as of now.

In the balance here on the consolidated side when I'm seeing it shows negative one rupee as the total EPS sir, so that TCI has taken it into the negative sir and my other observation sir, we are, we are enabled AI systems into all our processes sir, we are in AI everywhere sir and we have so many other clients also we are servicing them through AI. What happens if the clients themselves develop and put in their own AI? As AI is a tool sir, it is helping everyone, we have developed our AI, the customer can develop his own AI and do some processes in business processing, they can do something of their own. Do you see that as a threat? or is this it is no threat to us sir. And this is my query sir, because AI is becoming only present everywhere, sir the company which to whom we are serving, they can develop their own AI, and they can develop their AI is the only presence of the AI, this is my query sir, and I wish our Company all the best to let it grow sir and any adoption after the demerger sir, it is just our second AGM, we will grow, I know we will grow, this is my observation.

Thank you, sir,

Moderator:

Thank you, sir.

Now I request Mr. Arun Bopanna, he has joined from other system. So, can you unmute yourself sir? Arun Bopanna sir, can you please unmute yourself sir?

Arun Bopanna:

Hello? Can you hear me?

Moderator:

Yes sir.

Arun Bopanna:

Good afternoon everybody Compliments for making it an independent listed company. Technology is changing almost every day an opportunity not merely to participate in AI evolution, but to create lasting value at evolution so that's a good sign, but I saw the struggle for me to connect with you. I was very much online, so now the questions are with the rapid adoption of AI, With the rapid adoption of AI, do you believe Digitide can consistently grow faster than the broader AI, IT Sector? Your pulse nerve platform, can you explain how this product is different from conventional Gen AI? You operate across multiple countries and serve global enterprises; which geographies offer the strongest growth opportunity. and where will you invest most aggressive in future? How concentrated is your revenue among your top five customers? What is the strategy to reduce customer concentration while increasing value share from existing strategy accounts? With AI automation, how are you reskilling employees? What percentage of your workforce has already been trained in Gen AI and AI enabled delivery?

Moderator:

Bopanna sir, I think there is a network issue. Can you please switch off your, video?

Bopanna sir can you please switch off your video and continue with your questions.

Arun Bopanna:

But about how quickly the change will appear, but how will you appear in growth margin is share value. Digitide is building scale, technology and might and when will this numbers begin to shine bright? AI may make digitize smarter and faster. But when will it make but when will make the shareholders richer? Yes, Digitide truly transformed potential into performance. I wish you all the best. Thank you for this. Thank you. I wish you all the best.

Moderator:

Thank you, sir.

Our next speaker, Mr. Sarvjeet Singh, he is not present in the meeting. So, we will go for our next speaker. Mr. Vinod.

Sorry, Mr. Vinay Kumar Bhide can you please unmute yourself? Sir, can you please unmute sir?

Vinay Kumar Bhide:

Hello moderator, are you able to hear me?

Moderator:

Yes sir, please go ahead with your question.

Vinay Kumar Bhide:

Okay fine. Thank you.

As I already announced, my name is Vinay Vishnu Bhide and I am speaking from Mumbai.

Chairman Mr. Ajit Isaac, Mr Sameer Ahluwalia, Other director's present today, company executives and fellow shareholders. At the outset, let me you know congratulate both the board as well as the Digitide team for having performed well in a relatively challenging year as also having the call documented that in a well prepared you know annual report which I have before me.

I have gone through both, you know, the standalone as well as the consolidated working along with the understanding of the business that we are doing and I have a few questions and these questions are principally directed towards understanding the present.as well as our future better.

As I understand, you know, from our annual report, 70% of our business comes from BPM that is business process management services and 30% comes from Tech and Digital.

Now, as I understand from the report, you know, now we are in the process of, you know, probably transformation from customer experience and CXM, you know, to inside driven B parts model so my question here is that where exactly are we in this phase of our journey in transformation? If I have understood, you know, our transformation, you know, in the BPM business to be correct, this is the 1st question. The 2nd question is on Tech and Digital.

There is Tech and Digital, you know, we have got, you know, you know various lines of business, so the 1st question here is that, does a major part of our current business come from infra and cloud as well as cyber security and will other verticals follow? That is question number one.

Question number two. I suppose that in this vertical or emphasis among other factors will also be on Gen AI, Agentic AI, as well as predictive and fraud analytics.

Well, I think, you know, most of you know these details are already there in the in the annual report and the details are there, you know, this is just our second annual general meeting. Our Chairman sir, I was also a participant at Quess Corp AGM, and I must mention that the Quess board decision to demerge decision will stand in good state as we move on year on year on year in the business of these companies and grow these companies to their you know true potential. So, I think you know I will come back with questions in case I have on mail, but for the time being I would say that I have supported all the resolution and congratulations to our Company Secretary Mr. Shailesha Barve and his team members they made a hard copy of the report available on time and also shared the speaker number, please continue with good investor services. Thank you so much.

Moderator:

Thank you, sir.

Thank you. Our next speaker, Mr. Bharat Shah, is not present in the meeting. So, we will go for our next speaker Mr. Gaurav Gupta. He is also not present in the meeting.

So, with this, we conclude question session from all the shareholders. I request you to proceed further. Thank you, sir.

Shailesh Barve, Company Secretary:

Yeah, with this I would request our CEO and our CFO to kindly respond to the shareholders views or queries.

Sameer Ahluwalia, CEO & ED:

Thank you, Shailesha and good afternoon, everybody, thank you for your time spent for this AGM today, we do make a note today being a Rakhi festival in India. It wasn't an easy decision but thank you for taking out an hour and spending time with us.

I am Sameer Ahluwalia and I have Suraj who is our CFO, kind of address some of the point answer that we made a note as we heard all of you.

AI not surprised is a topic of an interest, so we'll talk about how we are approaching that, Margin expansion, market expansion, international market mix, and some of the other items we are gonna cover that as well. Before we kind of go into some of these micro elements.

I thought it will be good to share how we are kind of as a management team looking at writing the next chapter of Digitide, Yeah, if you look at us, we have a very unique configuration as a firm today, we are not too old, we are not too new, and we are one year in the public market. So that brings to us a little bit of experience of past plus learning of what it means to be in the public markets.

Second is, we are not too big, we are not too small. However, we do have a large market share for India to India Business Process Management market, and we have a heavy intent and a structured plan to go after capturing the international market as well.

Third is, when we look at our service lines that we have in the Company today, some of our service lines move towards a brand identity of what we call as Business Process Management. And then there are certain service lines which have a brand identity of Technology businesses, certain of them are platform businesses and certain of them is staffing. So today when we look at Digitide, we have multiple brand identities, thanks to you how we have been collected so far.

But as we move forward, we have taken a very, very clinical approach on what brand identity we need to have as we grow up.

So, I think it is imperative for everybody to make a note of that.

One is we definitely want to modernize our BPM business. Today, it is between 60 to 65% of the work we do. We have a large India to India presence, and we have a start in the international market, particularly in the US area. We do want to modernize ourselves. We do want to scale ourselves. However not at the cost of chasing any work. So, we're gonna make some bets which areas, which services, and how do we approach it? Banking financial services and insurance, what we call as BFSI and industry vertical will continue to be a focus area for the company. We are gonna double down and muscle up to grow in healthcare as a second sector. Our ambition is that between these two sectors of BFSI and healthcare, we should be anywhere between 70 to 80% of our overall wallet share.

We do a lot of work on front office, whether it is customer experience management or collections, and we are going to take some select bets, how do we continue to modernize and sharpen our services and our offerings in those two areas? We do little work in middle office today, and we do some work in back office.

So, as we kind of continue to grow, our front office work will get more sharpened, will get more AI enabled. Our middle office and back-office work, we are gonna take some selected bets. As an example, if we want to grow in BFSI, we definitely want to scale up in transaction processing, account opening, AML KYC and these activities. If we want to go in middle office, there are existing work and existing clients wherein we are doing finance and accounting, procurement and supply chain work already, so we are gonna take some selected bets that if we move forward, what are those service areas that we scale with our clients.

So that's I would say at a very, very broad level, things that we wanna do in our BPM business. Coming down to Tech and digital, Tech and digital is a very broad canvas today, much of it is also getting cannibalized in terms of how AI is taking a shape. We have taken a very informed decision that there are three things we want to focus in our Tech and digital, we will definitely scale up our platform businesses, today we run payroll platform, we have an insurance platform and we have a collections platform. We will modernize it, make it more relevant, and take it to the markets where we believe we have a position of challenger.

Second is, we will continue to learn more and do more in AI and AI from our parlour, means the AI we will do in BPO work as well as the AI work, we will do with the CIOs and CTOs of our customers in helping them create enterprise strategies, the second area.

Third area is cloud. We do have a start in our cloud practice today. We do cloud in India as well as in the US and Canada market. And as we continue to push that envelope forward, that's a third area under tech and digital where we plan to Invest, grow, and modernize so coming back to the points I shared, we will modernize our BPO and will continue to have selected areas to go under our tech and digital, IE platforms, AI, and cloud.

I hope that kind of answered the questions around, market, expansions and new service lines and what is our position on AI.

Requesting Suraj to kind of throw some light on some of the other parts as well. Suraj over to you.

Suraj Prasad, CFO:

Thank you, Sameer,

Good evening, everyone. There were a couple of questions on the CSR initiative Mr. Praveen had raised that question. What are we doing in our CSR initiatives for nation building? so Digitide the moment it was separated as a separately listed company, we have continued the heritage and legacy of our focus areas of CSR from Quess. So predominantly..am I audible?

Sameer Ahluwalia, CEO & ED:

Yes, we can hear you Suraj.

Suraj Prasad, CFO:

So, we have predominantly focused on our investments of CSR into two areas, Education and Healthcare. So essentially there are multiple building blocks under each one of them education predominantly building up the infrastructure for government schools, both from a perspective of their facilities as well as doing investments in the school textbooks for children, etc.

Sanitation specifically for girl children to increase the percentage of girl child's who were appearing for those primary schools to start with and we also invest our CSR budget into building from a hospital facility, there's a paediatrics centre against for specifically for children for working on lower privileged children particularly, so education and healthcare are the key focus areas for our CSR, which is what we are continuing, for the last couple of years.

There was a question from Himanshu about our international business. Our international business is close to 900 plus crores, which is approximately 37% of our revenues are international and the balances are domestic. And Mr. Gagan had a question on the CapEx plan for the financial year, so for FY27, we have a plan of around 140 crores of CapEx, this is a mix of both. Tech and digital investments, IT assets and also facilities and real estate across the platforms. Mr. Vinod that you had a right point that from an EPS standpoint, yeah, of course FY26 we had these one-off costs coming from the demerger as well as from wage code implementation across the country. If you normalize it, if you look at the EPS would have been around 3.1% share, there was this one time because of the regulatory changes which happened during the year. I hope those were the specific questions which shareholders had raised.

Back to you moderator.

Ajit Isaac, Chairman:

Thank you. I hope you have answered all questions satisfactory, members may note that voting on CDSL platform will continue to remain available for the next 15 minutes. Before members who have not yet cast their vote may do so while you continue to be part of this meeting. Further authorise, the Company Secretary to declare the results of the meeting and place the results on the websites of stock exchanges and company as for the prescribed timelines. On behalf of the Board, we extend our heartful gratitude to our shareholders for their trust and support, we also express our sincere appreciation of the management and team for their commitment, are there any other notes?

Sailesha, you can make them before we close the meeting. Go ahead, please.

Shailesha Barve, Company Secretary:

I think for this one, I think we are good.

Ajit Isaac, Chairman:

Thanks again and have a pleasant evening.

Shailesha Barve, Company Secretary:

Thank you everyone.

Sameer Ahluwalia, CEO & ED:

Thank you everybody.