Fidel Softech

Investor Presentation

Fidel Softech Limited –Q4 and Year 2025-26



Who we are

Fidel assists clients to go global with Innovative technology driven solutions, services & last mile delivery In local languages

Our Vision

Fidel is working toward breaking Language barriers and making technology available in local languages

Our Mission

To be recognized as world's best LangTech services company, making Linguistic inclusion possible for Technology solutions.

OUR OFFERINGS..

IT & Consulting Services

- Enterprise Solutions, FIN Tech Solution & AI-enabled Services
- Cloud, Infra & App Support
- Bilingual IT Consulting

Language Localization & Engineering

- Software Localization & Translation
- MTPE, Interpretation & Multilingual LLM Services

Other Consulting Services

- Japan–India Business Consulting

ACROSS THE GLOBE:



OUR OFFERINGS

Our Strengths /Specialization

IP centric Solutions

Spoggle.ai (data analytics, data modelling), Linguify (Software localization), Nintei (FIX testing & Buy-sell side simulator)

Services

Bilingual Japanese / Japan implementation & delivery services, Managed Infra Services, Language localization Services at a scale, Complex language engineering – multilingual LLM services, data modelling & analytics services, FIX consulting & testing services

Tech Partnerships

ServiceNow, Infor Syteline, Rhythmflow (Recon & Banking Solutions), Himitsu Labs (AI solutions)

Japan- India consulting

Cross-border business consulting leveraging deep Japan market expertise (business, tourism, manufacturing, GCC setup, Hiring, Other services).

CERTIFICATES AND MEMBERSHIP



DNV

MANAGEMENT SYSTEM CERTIFICATE

This is to certify that the management system of

Fidel Softech Limited

Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India

has been found to conform to the Information Security Management System standard:

ISO/IEC 27001:2022

This certificate is valid for the following scope:

Management of information security pertaining to design, development, maintenance and project management of software and localization systems in accordance with the statement of applicability version no. V2.6, dated 20-12-2024



DNV

MANAGEMENT SYSTEM CERTIFICATE

This is to certify that the management system of

Fidel Softech Limited

Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India

has been found to conform to the Quality Management System standard:

ISO 9001:2015

This certificate is valid for the following scope:

Design, development and maintenance of software and localization systems



AUSTRIAN STANDARDS

CERTIFICATE

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

Holder of certificate: Fidel Softech Limited

Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India

Standard(s): ISO 17100:2015-05-01 *Translation services - Requirements for translation services*

This certificate attests the conformity of the service listed with the requirements of the standard referenced.

Service: Translation services

Mark of conformity: This certificate entitles the holder of the certificate to use the following conformity mark:

Date of issue: 2022-08-31
Date of initial issue: 2022-08-31
Date of expiry: 2028-08-31

Dr. Peter Jonas
Director Certification



AUSTRIAN STANDARDS

CERTIFICATE

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

Holder of certificate: Fidel Softech Limited

Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India

Standard(s): ISO 18587:2017-04-01 *Translation services - Post-editing of machine translation output - Requirements*

This certificate attests the conformity of the service listed with the requirements of the standard referenced.

Service: Translation services - Post-editing of machine translation output

Mark of conformity: This certificate entitles the holder of the certificate to use the following conformity mark:

Date of issue: 2022-08-31
Date of initial issue: 2022-08-31
Date of expiry: 2028-08-31

Dr. Peter Jonas
Director Certification

dun & bradstreet

GALA Globalization & Localization Association

nasscom

mccia®

DCCIA Pune PROSPERITY PEACE PRODUCTIVITY

Key Highlights of Q4 25-26

Financial

37.27 Cr INR/ 5.37 Cr INR

Revenue / PBT

47% Revenue growth over Q3 of FY 25-26

QoQ Growth

155% Revenue growth of YoY compared to Q4 FY 24-25

YoY Growth

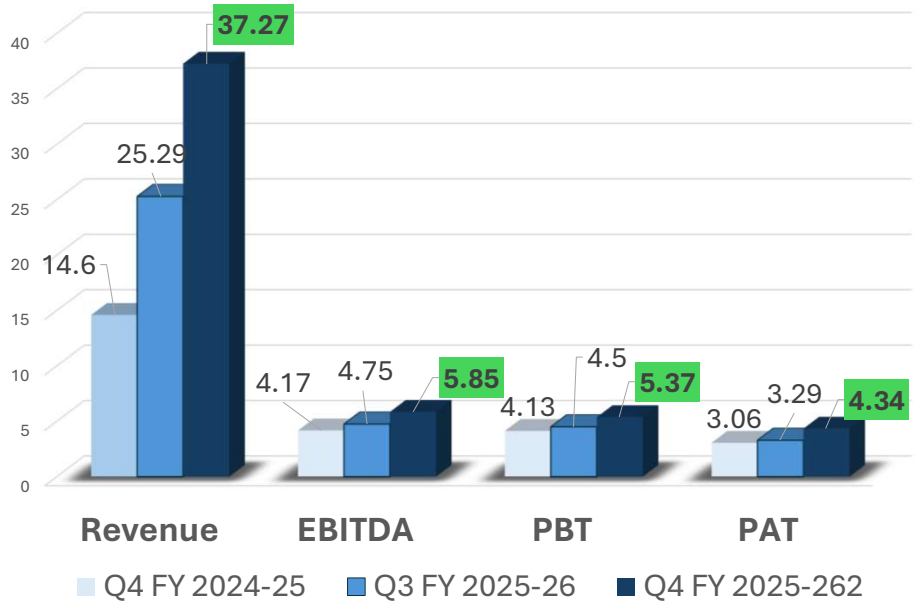
32% PAT growth over Q3 of FY 25-26

QoQ Growth

Business



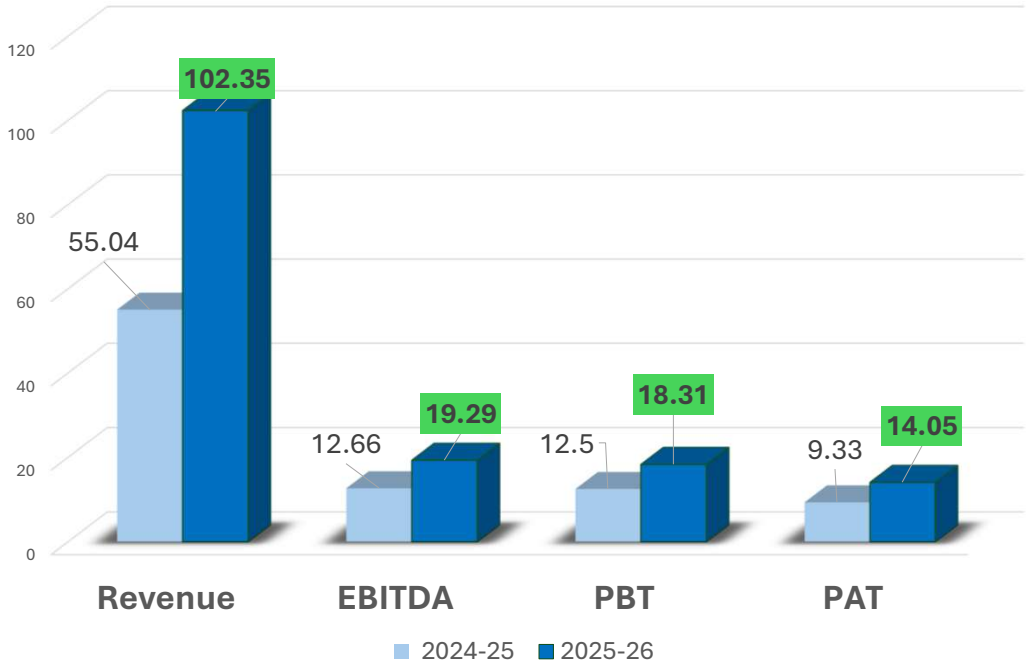
FINANCIAL RESULTS _Q4 (QoQ) (Rs. in Cr)



Particulars	Q4 FY 2024-25	Q3 FY 2025-26	Q4 FY 2025-26
Revenue	14.60	25.29	**37.27**
EBITDA	4.17	4.75	**5.85**
PBT	4.13	4.50	**5.37**
PAT	3.06	3.29	**4.34**

- **Revenue grew strongly to ₹37.27 Cr in Q4 FY26** vs ₹14.60 Cr in Q4 FY25 and ₹25.29 Cr in Q3 FY26, driven by business expansion and IM Corp's proportional revenue contribution.
- **EBITDA improved to ₹5.85 Cr from ₹4.17 Cr** in Q4 FY25, reflecting better operational efficiency.
- PBT increased to ₹5.37 Cr vs ₹4.13 Cr in Q4 FY 24-25, while PAT rose to ₹4.34 Cr vs ₹3.06 Cr in Q4 FY 24-25, highlighting sustained profitability.
- Revenue mix remains balanced from geography and business units perspective
- Focus on higher-margin businesses is expected to support continued growth and margin expansion in the coming year.

FINANCIAL RESULTS _Yearly (Rs. in Cr)



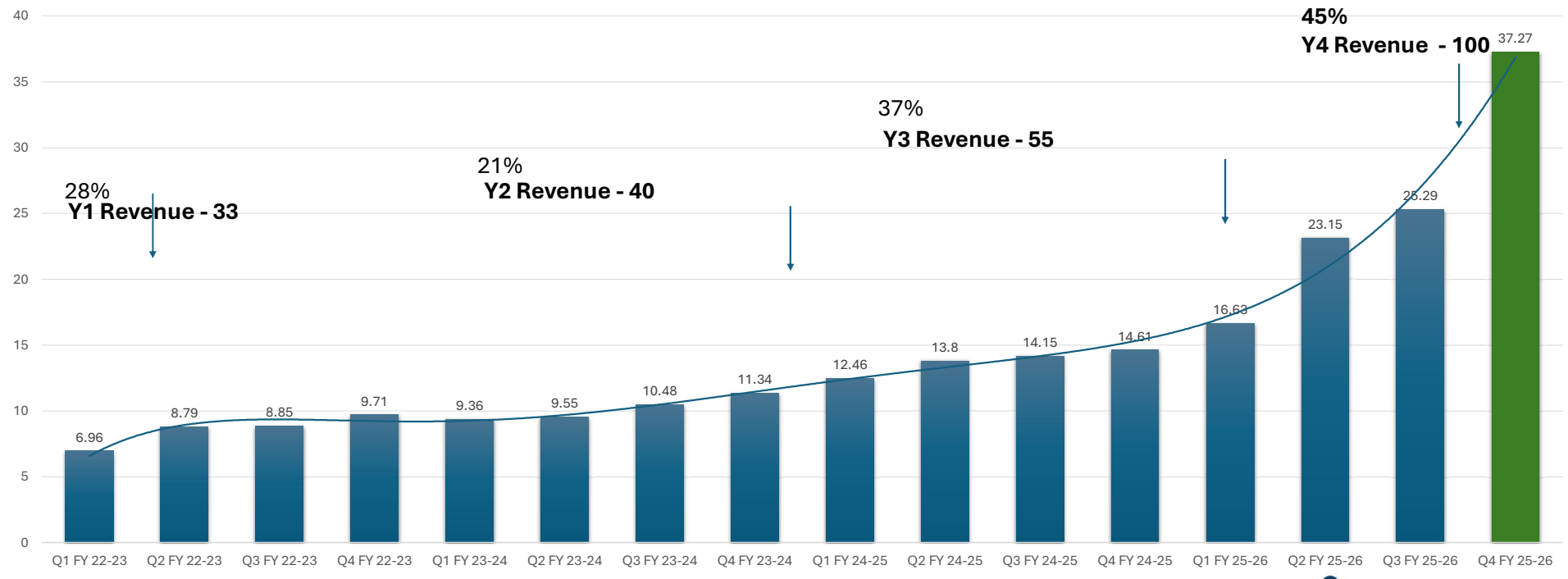
Particulars	2024-25	2025-26	% Increase
Revenue	55.04	102.35	**85%**
EBITDA	12.66	19.29	**52%**
PBT	12.50	18.31	**46%**
PAT	9.33	14.05	**50%**

- **High growth with slight margin moderation due to scaling and investments**
- **Outlook: Similar mix expected next year, with margin improvement potential as overseas scale matures**
- **Revenue grew by 85% YoY while PBT grew by 46% YoY and PAT by 50%**

16th Quarter - Consistent Performance since IPO (Rs. In Cr)

Revenue

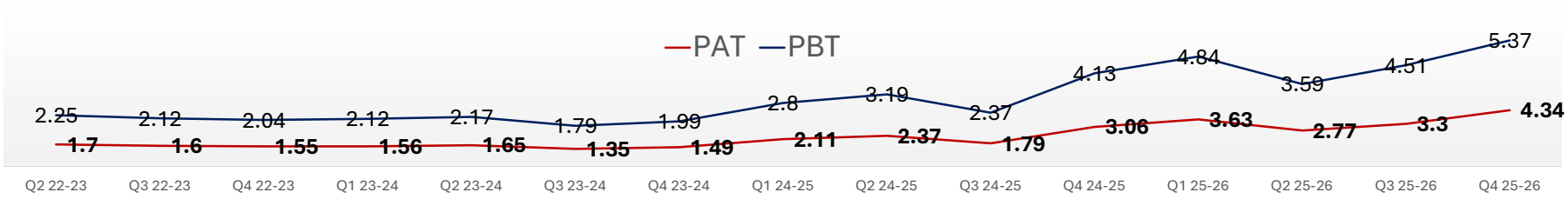
With Q4 FY26 Revenue of ₹37.21 Cr, the Company successfully achieved the significant **milestone of ₹100+ Cr** annual revenue, marking a major growth benchmark.



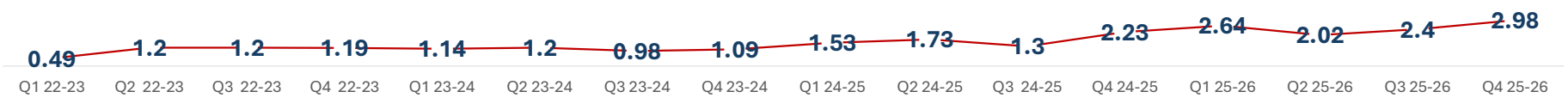
Fidel Softech

16th Quarter - Consistent Performance since IPO (Rs. In Cr)

PBT and PAT



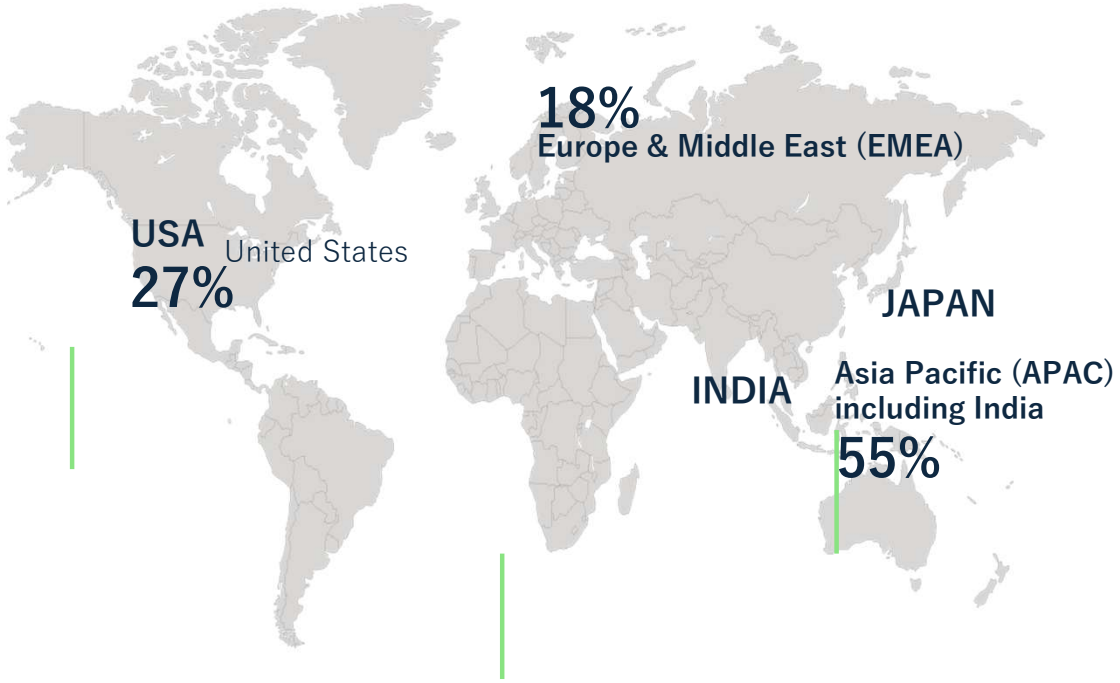
EPS



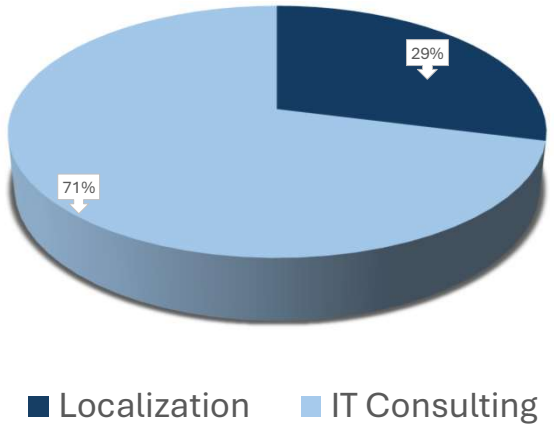
- Achieved a strong Earnings Per Share (EPS) of 10.04, reflecting consistent profitability and enhanced shareholder value.
- Crossing the double-digit EPS milestone highlights the Company's robust financial performance and sustainable growth strategy.
- This reinforces management's commitment to delivering long-term value creation and stronger returns for shareholders.

Fidel Softech

Geographical Performance



Division based performance –



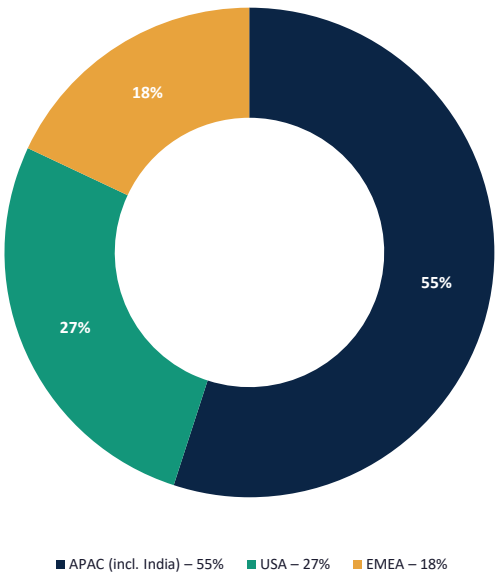
"The division-wise sales mix has shifted to 70% IT consultancy & 30% Localization following the recent acquisitions. The revised ratio reflects the consolidated sales performance of the Group."

DIVERSIFIED BUSINESS

Revenue Mix — Geography & Margin Profile

Globally diversified, with a deliberate balance between scale and profitability

BY GEOGRAPHY



BY MARGIN PROFILE

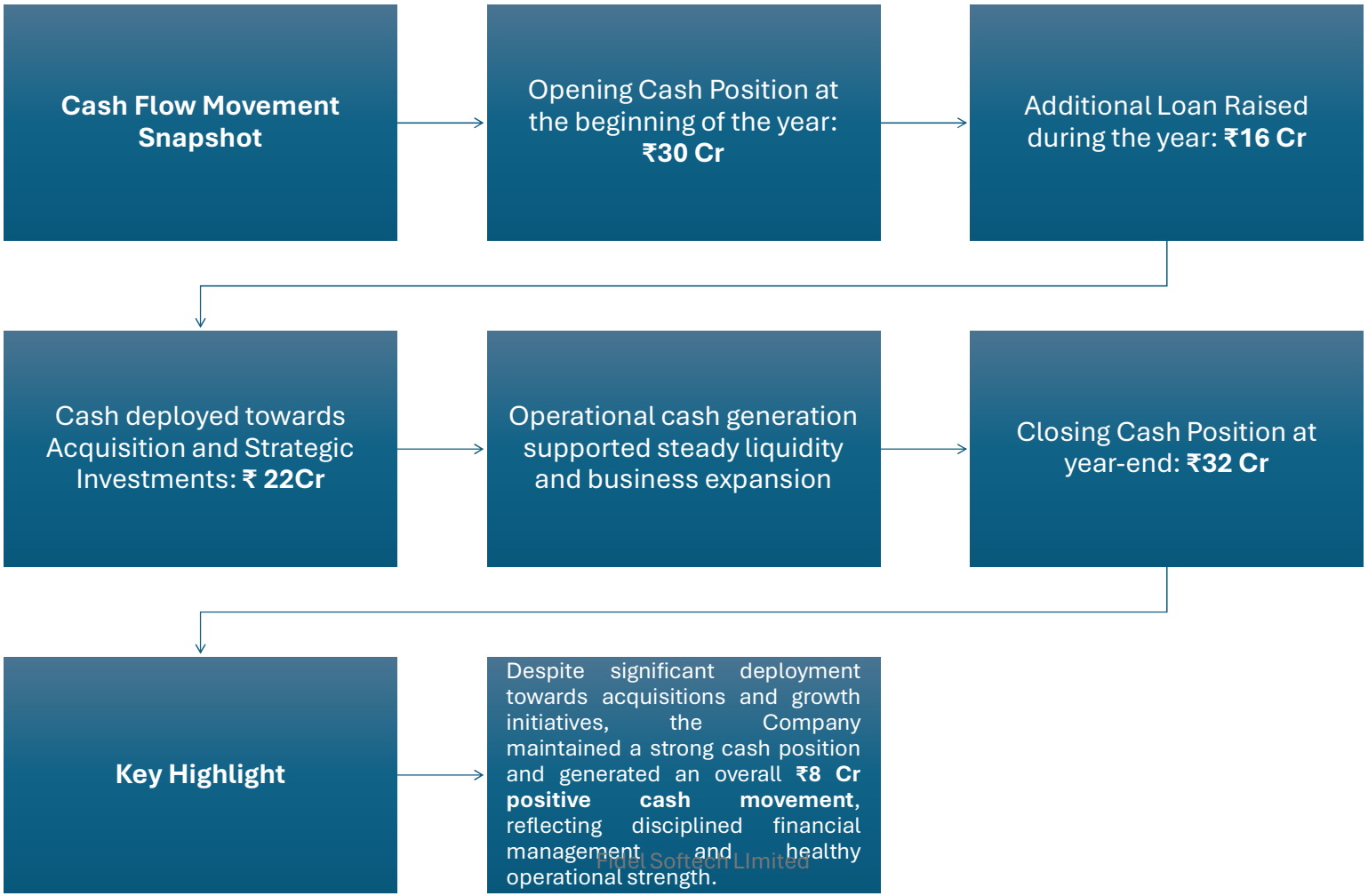
53% **Scale-up phase | Single-digit margins**

US & Japan revenue. High growth with planned investments — margin expansion expected as overseas business matures.

47% **Profitability backbone | Double-digit margins**

Strong core profitability anchoring the business — funds growth and shareholder returns.

Cashflow Movement



Fidel Softech Limited

PRUDENT & STRATEGIC

Financial Discipline & Capital Allocation

Growth funded responsibly — without diluting existing shareholders

Cash Flow

₹8 Cr

operating cash generated in FY26

Used ₹6 Cr for acquisitions while still building reserves — adequate liquidity for operations, growth and macro stability.

Debt Profile

2–3.5%

low-cost JPY borrowings

5–8 year tenure, naturally hedged through Japan revenues. Used only as a strategic growth enabler, primarily for acquisitions.

Equity Capital

0%

equity dilution

Growth achieved without issuing new equity — fully protecting existing shareholder value while expanding scale.

Shareholders Update .....

Market Snapshots – as on 24th April 2026

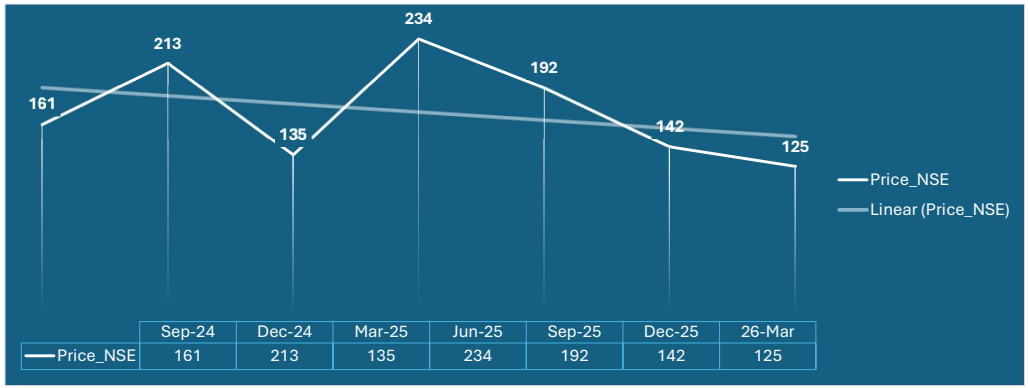
Market Capitalization
191.53Cr (24.04.2026)

Earning Per Share
10.04
(last year 6.79)

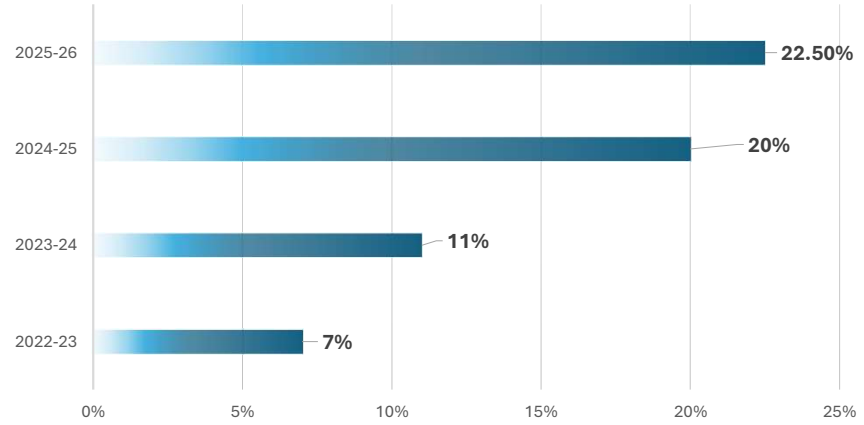
52 Weeks High/Low
234/108

Return on Capital Employed
33%

Return on Equity
25%



CONTINUED TO PAY DIVIDEND SINCE IPO ....



Business Overview

BUSINESS UPDATE FY26

Year in Review — Key Developments

Strategic acquisitions completed

Fidel Technologies KK, IM Corporation (Japan) and Techvine (USA) — strengthening topline, onsite capabilities, new clients access and opportunities to cross-sell.

Major contract wins

Secured a 100M JPY annual managed services contract in Japan; Delivered the Railways & Anime language localization projects, Won a new localization deal with a major OTT player in India, Delivered FIX training and services to Baku exchange, Delivered a complex project for a global firm's solution integration with leading ecommerce co. in India, Won a deal for language localization for a global US firm (could add annual 3-4 CR in 2026-27), Extension for the AI assisted software I18N project for US client, Continued expansion in the US market. (some of these deals have materialized due to efforts and investments done in last 1-2 years)

AI-led services gaining traction

Growing engagement in AI proof-of-concepts, localization and data solutions — AI services contributed ~₹3 Cr approx. in the year.

Strong global positioning

US-Japan-India corridor established with unique strength in Japan — high entry barriers, strong differentiation, niche advantage.

FY27 & BEYOND

Growth Outlook

Building toward 5X in 5 years — driven by geography, AI enabled services, managed services, enterprise solutions and disciplined acquisitions

Next growth plans

5x in 5 years !

Revenue, with double-digit PAT margins targeted

Subject to market and geopolitical conditions

MEDIUM-TERM VISION

₹300 Cr

Revenue ambition over the next 3–3.5 years with a plan of 5X in next 5 years

Targeting 30–40% CAGR with margin expansion at scale

THREE GROWTH PILLARS

Geographic Expansion

Deepening US, Japan and India presence with niche Japan strength leveraging existing and new competencies

AI-Enabled Services

Multiplier for existing capabilities (language l10n, managed services, enterprise delivery) — entry into deeper client engagements

Strategic M&A

Mapped to clear opportunities — faster market access and cross-sell

BUILDING FOR SCALE

People, Culture & Governance

500+

Global Employees

Across Fidel Group worldwide

66

New Hires in Q4

Strengthening execution capacity

15%

Attrition Rate

Healthy retention and stability

GOVERNANCE & CONTROLS

Built to scale

- Strengthening business controls, frameworks & communication
- Continuous updates on policies, building awareness through training , ISO9001 & ISO27001 renewals (CMM3 in plans)
- Investing in talent, advisory support, delivery and systems, R&D, developing IP, new domains
- Planning migration to NSE Main Board (subject to conditions)

CULTURE & COMMUNITY

Engaged people, broader impact

- Annual trip, traditional days, get-togethers building connection
- CSR: Braille AI book, skill-development training programmes
- Outreach: Global Fintech Fest, Bengaluru Tech Summit, SAMVAD 2025

STRATEGIC LENS

AI — A Growth Multiplier

> *"We don't see AI as a threat to our business — we see it as one of the biggest enablers of our next phase of growth."*

WHAT WE'RE SEEING ON THE GROUND

Pilot-first approach

Japanese clients prefer structured experimentation before scale

Phased adoption

Pilot → Impact assessment → Full implementation

Trust-led market

Long sales cycles — but high stickiness once embedded

AI EXPANDS DEMAND — IT DOES NOT REPLACE IT

AI proof-of-concepts

Engaged to support pilots and integration into workflows

Deeper client engagement

AI as an entry point into expanded enterprise relationships

Revenue impact

AI services contributed ~₹3 Cr in FY26

FAQ – Standalone and consolidated aspect

We would also proactively address a point that some of you may have observed- the decline in standalone India revenues, even as we delivered strong growth on a consolidated basis. This movement is structural, not demand-related and is a direct outcome of our strategic acquisitions in Japan and the US.

Post-acquisition/r onsite delivery capabilities, some of our global clients have shifted part of their work to onsite delivery. This is due to:

- Preference for closer collaboration and faster turnaround
- Regulatory or client-specific requirements
- And increased comfort working with our local, in-market teams

As a result: Some revenue that was earlier booked in India is now being executed and recognized onsite. This creates a temporary shift in geography, not a loss of business

Some points to note -

- ✓ Overall existing client demand remains strong, existing contract continues and is in fact growing
- ✓ This is clearly reflected in our consolidated revenue growth of 85%
- ✓ We have effectively expanded our wallet share with existing clients

Strategic Advantage We've Built

With these acquisitions, Fidel has evolved from an offshore-led model to a hybrid delivery model:

- Onsite strength in Japan and the US
- Backed by scalable offshore capabilities in India

This gives us:

Better client proximity and engagement - Ability to win larger and more complex deals - Improved pricing power over time

FAQ – Standalone and consolidated aspect -2

Sales Integration – A Key Lever Going Forward

Another important shift is in our go-to-market strategy:

Our sales and marketing teams are now fully integrated across geographies. This means:

- Fidel's sales and marketing engine is now driving business not just for India, but also for our onsite entities
- We are approaching clients with a unified, global offering, rather than siloed capabilities

Going forward -

As onsite engagements stabilize, our efforts would be to increase offshore components to scale, improving overall margins. The current phase is about building global delivery capability, which will unlock higher-value opportunities

So, to summarize- we do not see this as a decline in business, but a reallocation of revenue across geographies as part of our change into a global delivery organization. What we are seeing is a transition to a hybrid delivery model. Onsite has scaled up now and over time we expect offshore to follow - driving both growth and margin expansion. We believe this positions us much stronger for sustainable, long-term growth.

FAQ – Our approach to M&A with a focus on long term value creation

We would also like to clarify that our approach to M&A is highly disciplined and strategy-led, not revenue-led.
Our objective is not to simply add topline. If that were the case, we could have acquired businesses in unrelated sectors and shown immediate revenue expansion. We have consciously not taken that route.
Every acquisition we evaluate is based on a clear strategic fit across four dimensions:
Capability enhancement - Market access – New Client access & relationships - Talent and delivery strength

For example:

- Techvine strengthened our upstream consulting capabilities, complementing our existing downstream implementation strengths
- IM (who was our existing client) provided us with access to a strong team of ~150 native Japanese professionals in Japan, along with long-standing Japanese client relationships and local market presence

These are not just additions to revenue - they are multipliers for our platform, enabling us to:

- Engage earlier in the client lifecycle
- Deliver end-to-end solutions
- And scale more effectively in key geographies like Japan and the US

We evaluate multiple opportunities, but we move forward only when there is a clear alignment with our long-term strategy.

Hence - our M&A strategy is about building a stronger, more integrated global business. We will continue to look for strategic assets, but with the same discipline and focus on long-term value creation, not just short-term revenue growth.

FAQ - Transformation Since IPO – From SME to Scalable Global Platform

Evolved from a small SME into a well-positioned, globally relevant tech services company, with a strong presence in India, USA & particularly in Japan.

Market Position & Scale

- We are seen as a dominant player in **language localization & language engineering** services in India / Asia – most MNCs having base in India would prefer to work with us for their bilingual or localization requirements
- We are among the few Indian companies with a strong on-ground delivery presence of 200+ professionals in Japan

Deal Size & Client Maturity - reflects a clear shift in how clients perceive us—from a vendor to a trusted, scalable partner

- Today, we are consistently participating in—and winning—deals in the USD 300K to 1 million range

Capability Expansion - strengthened our capabilities to align with future technology demand not just current requirements :

- Strategic partnerships (ServiceNow, Infor, Rhythmflow, Himitsulabs, Tesser Insights) & investments in BFSI, ERP & managed Services
- Building new competencies in AI, data analytics, digital manufacturing, 3-5% of topline in in-house/ joint R&D or through startup investments

Organizational Maturity- steadily building a structured sales and marketing engine, which will be a key growth driver going forward

- We have onboarded senior leadership talent, external advisory, adding depth and experience
- Strategic business units are now aligned to a scalable growth model- something that takes time to build in early-stage companies
- Investments in Relationships & partnerships with prospects which are showing results in a 1-2 year timespan

FAQ - Transformation Since IPO – From SME to Scalable Global Platform

Governance & Execution Excellence - focus on governance and execution has also improved significantly:

- Our financial reporting cycle has improved from 1.5–2 months to 3–4 weeks and we are working to make this even faster
- We continue to strengthen processes, controls and transparency, in line with expectations from a listed company (continue to update FAQ on our website – so as to share our business insights, our thought process on topics such as debt / margins / growth etc)

Purpose & Ecosystem Impact

Our CSR initiatives have led to job creation and community impact

Importantly, our employees are now actively participating, making it part of our culture

Diversification & New Growth Engines - We continue to explore new verticals, including:

- Hi-tech solutions & services in areas such as digital/smart or visible manufacturing
- Continued growth in Japan-India consulting

These initiatives should help us create multiple engines of growth for the future.

Hence, while the financial growth is visible, what gives us greater confidence is the strengthening of our foundation across capabilities, markets, leadership, and governance. We are building not just for the next quarter- but for the long term.

SUMMARY

Why Fidel — The Investment Case

A globally diversified, profitable LangTech and IT services platform built for compounding growth

Consistent Track Record

16 quarters of growth; revenue 4× in 4 years

Profitable Growth

PAT +52% YoY; EPS ₹10.33; 19.2% EBITDA margin

Global Diversification

Balanced presence across US, Japan, India, EMEA

Niche Japan Strength

High entry barriers and deep client relationships

AI as Growth Multiplier

Expanding scope of services in pilot-first markets

Disciplined Capital

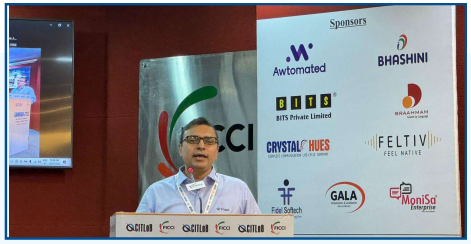
No equity dilution; low-cost JPY debt; consistent dividends

Other Updates

Outreach Programs



Global Fintech Fest 2025



SAMVAD 2025



Bengaluru Tech Summit 2025



Guest Visit



Dasara 2025



Diwali 2025

CSR Activities



Supports Braille
AI Book Launch – 2025



Support is -Skill Development
Training Program

Thank You

Fidel Softech Limited
Address : Unit No 202, 2nd Floor, Marisoft 3, West Wing,
Marigold Software IT Park, Vadgaon Sheri, Pune-411014

Website : www.Fidelsoftech.com
Email : sales@fidelsoftech.com
Investor Relations : investor-relations@fidelsoftech.com