

Investor Presentation

Q3 FY26



Happiest Minds


AI First customer-obsessed digital engineering and Mindful IT company

<p>297+ Active Clients</p> <p>87 Fortune2000 / Forbes200 Billion \$ Corporations</p> <p>92% Repeat Business</p>	 <p>Great Place To Work®</p> <ul style="list-style-type: none">• Top 100 India's Best Workplaces™ in IT & IT-BPM for 2024• Top 100 India's Best Workplaces™ for Women 2024• Top 50 India's Best Workplaces™ in Health & Wellness 2024	 <p>AVATAR The Power of Diversity</p>  <p>seramount part of EAB</p>
<p>Mission Statement</p> <p>Happiest People</p> <p>Happiest Customers</p> <p>SMILES Values</p> <p>Sharing, Mindful, Integrity, Learning, Excellence, Social Responsibility</p>	<p>6,548</p> <p>Happiest Minds</p> <p>across 16 Countries</p> <p>27% Gender Diversity</p>	 <p>top EMPLOYER भारत India 2026 FOR A BETTER WORLD OF WORK</p> <p>Top Employers</p> <p>Happiest Minds Recognized as Top Employer India 2026 for People-First Practices</p>




IPO - In September 2020

- Completed 14 years in March 2025
- ~700,000 shareholders



Golden Peacock

Corporate Governance Award 2022
Business Excellence Award 2021



50

BEST FIRMS FOR DATA SCIENTISTS TO WORK FOR

2024

CIM

Mission, Vision and Values.

Driven by our **Mission.**

Happiest People.
Happiest Customers.



Inspired by our **Vision - DELIGHT**



Design for Perpetuity

D



ESG Excellence

E



Thought Leadership

L



Profitable Growth

iG



Ambassador for Happiness

H



World Class Team

T

Grounded in **Values - SMILES**



Sharing



Mindful



Integrity



Learning



Excellence



Social Responsibility

AI First. Agile Always.

Built for the AI-Native Enterprise

AI-First by Design

GenAI and Agentic AI are core to how we design, build, and deliver solutions.

AI-Native Delivery Model

Our AI Services Delivery Platform enables human and AI to work together to deliver faster, better, and at lower cost.

Agentic AI Leadership

End-to-end Agentic AI capabilities spanning AI assistants, domain copilots, AI-native platforms, ITSM, cybersecurity, and operations.



Turning AI as a Core Enterprise Capability

Proven at Scale

Multiple GenAI & Agentic AI use cases have moved from early prototypes to live, repeatable solutions for clients.



Responsible and Ready

Responsible AI by default, with 75%+ GenAI-enabled developers & testers and a talent base with 600 AI specialists

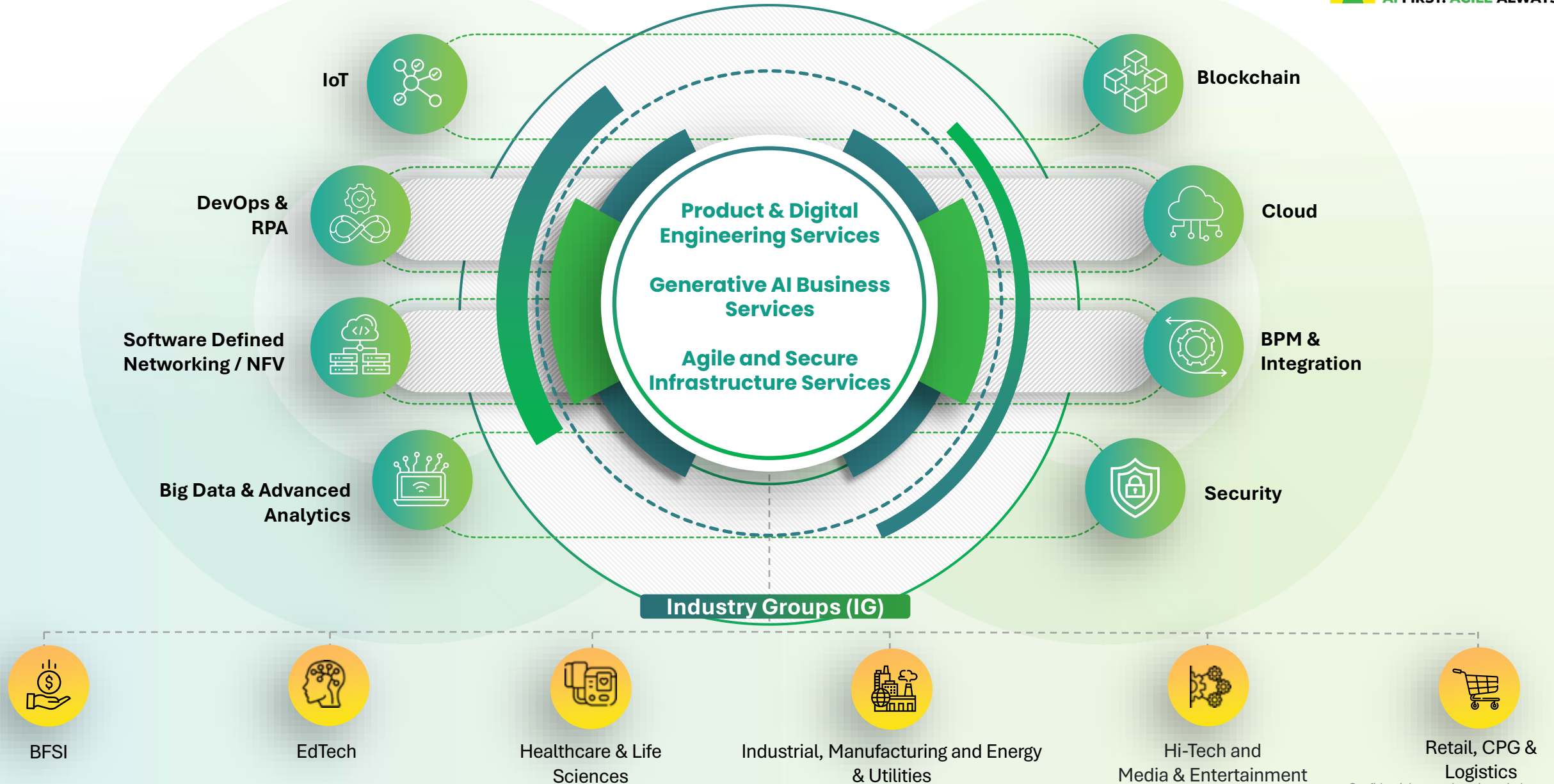


Industry AI Innovation

Building AI solutions and accelerators to improve business efficiency across Business domains



Our Business



Our Business

PDES

Product and Digital Engineering Services



- Digital Foundry
- Startup Technology Acceleration
- Platform Engineering
- Device Engineering
- Quality Engineering
- Consulting and Domain-led Offerings

GBS

Generative AI Business Services



- Generative AI Applications
- Generative AI Custom Models
- Full-Scale Generative AI Offerings
- Text Based LLM's
- (CoE) for Generative AI
- Generative AI Security
- Generative AI Quality Testing
- Generative AI infrastructure management & support services

IMSS

Infrastructure Management and Security Services



Infrastructure

- Cloud & DC Infrastructure
- Digital Workspaces
- Networks
- ITSM, ITOM Tools & Platforms

Security

- Cyber, Infrastructure & Data Security
- Data Privacy, Governance, Risk & Compliance
- Identity & Access Management

CoEs

AI / Analytics

- Modern Data Warehouse, AI & Data Science
- Data Lakes
- Stream Analytics

Internet of Things

- Connecting Manufacturing
- Connecting Supply Chain & Distribution
- Connecting Product
- Connecting Services

Digital Process Automation

- Digital Automation Consulting for Applications / Infrastructure

Next-Gen Technologies

- Blockchain & Web 3.0
- Metaverse & AR/VR
- Drones & Robotics

Key Project Wins

For a **Global FMCG Leader in Plant-Based Food**

Happiest Minds is using GenAI driven automation to monitor over 14,000 global vendors against sanctions and regulatory watchlists

For a **Top United States Based Insurance Provider**

Happiest Minds is defining their AI roadmap and reference architecture to enable enterprise wide AI adoption

For a **Global Life Sciences Strategic Partner**

Happiest Minds is conducting an independent AI solution assessment to support due diligence for a potential acquisition

For a **Fortune 500 Global Consumer Goods Company**

Happiest Minds is building and managing their sampling & trial generation management system

For a **US Healthcare BPO Company**

Happiest Minds is helping them optimize their entire cloud infrastructure

For a **Premium Furniture and Homeware ANZ Retailer**

Happiest Minds is engaged in the delivery of a Gen AI solution for a quote management solution. Additionally, we are also defining the strategy and delivering an enterprise integration platform

For a **Premier Academic and Research institution in Asia**

Happiest Minds is driving digital and AI based transformation to enable a future ready campus

For a **Premium Indian Educational Institute**

Happiest Minds is helping them create a future-ready digital transformation blueprint for their learning platforms

Testimonials

Successfully Enhanced Productivity and Efficiency at **Coca-Cola Beverages Vietnam** with an Innovative Gen AI Conversational Interface



I am proud of the fact that we were able to create a tool that has the potential to make a real difference in unleashing the productivity of our employees and we are only scratching the surface with Generative AI. We had confidence to partner with Happiest Minds through this journey and the team didn't disappoint us. They were able to work in an agile manner and their technical expertise coupled with deep understanding of Coca Cola business helped us to launch this product within few weeks.

Successfully Designed and Developed a GenAI-based Research Assistant for **SKAN Research Trust**



Happiest Minds' GenAI-powered Research Assistant has significantly streamlined our processes at SKAN by automating time-intensive tasks like summarizing research papers and organizing projects. This tailored solution has enhanced efficiency and collaboration, helping us focus more on critical aspects of our research. It's a meaningful step toward advancing our scientific initiatives. This partnership exemplifies the synergy between technology and scientific progress.

Successfully Enhanced User Experience for **Happiest Health** with a Personalized Generative AI Chatbot



We are excited to present hAppl as a transformative force in the health and wellness knowledge domain. We are confident that the simplicity of hAppl will enable consumers to easily chat about health and wellness concerns and get personalized responses curated from our treasure trove of over 4000 articles based on insights shared by thousands of doctors and other experts. This will ultimately contribute to improved health outcomes and well-being for all.

Testimonials 2/3

Successfully helped **Morgan Sindall Property Services** in Enabling Safe, Healthy & Sustainable Spaces With Data-led Innovative IoT Platform.



The IoT and cloud-based platform created in partnership with Happiest Minds helps Morgan Sindall generate alerts on the properties' health, energy use, thermal efficiency, air quality, carbon footprint, and damp & mould detection and then push them out to the Morgan Sindall Property Services teams so that they don't need to go and trawl through data and charts to identify properties at risk. This implies that issues can be distinguished before, and action can be taken instantly. As a result, tenants' welfare is taken care of more effectively and thoroughly, and issues are caught early before they become more serious.

Successfully Automated GRC for **Cutover UK** by Leveraging the Alyne Platform



Managing governance, risk and compliance is more important than ever and working with Alyne-Happiest Minds alliance means that Cutover can operate with confidence, with the controls in place to achieve SOC 2 compliance. This is significant not just for our own internal controls but also assures our customers that we have the alignment, accreditation and technology structure to maintain effective governance across the board.

Happiest Minds and Dywidag together Implemented an Integrated, Connected Digital IoT Platform that would provide AI Services and Tools for Machine Learning.



We have been working with Happiest Minds to develop Infrastructure Intelligence using Microsoft Azure. This partnership helped us secure thought leadership and the support of the Microsoft team to implement our IoT solution.

Trusted Digital Transformation Partner for **Clicklease**



It has been a pleasure to work with Happiest Minds and I've found them to be highly professional, proactive and flexible. The team takes great pride in their work and frequently comes up with ideas on how to make things better. We are very pleased with the value Happiest Minds has brought to our software development and quality assurance programs."

Successfully Migrates VMware to AWS Cloud for **Can Capital**



Our project consisted of migrating an on-prem datacenter containing a legacy application with complex dependencies to AWS. The project was an overwhelming success. Happiest Minds quickly jumped in and learned our environment's complexities and provided guidance and support throughout the whole process. The level of expertise their team brings to the table is a masterclass."

Successfully Executed a Digital Transformation Project for **Coca Cola Bottling Company United** for Streamlining its Order Management with Technology Transformation in Microsoft Power Automate



While building this solution along with Happiest Minds, we resurrected high-value strategic projects that we couldn't tackle before because of the constraints of legacy apps. We feel empowered to take advantage of any future opportunities that the business provides us.

Awards & Accolades



Happiest Minds won the Best Use of AI in DevOps (IT Services) award at the 9th Edition India DevOps Show 2025



Happiest Minds' Integrated Annual Report 2025 wins double Gold, ranks #56 globally at LACP Spotlight Awards




Happiest Minds Recognized by Avtar and Seramount Among 2025 Best Companies for Women in IT and as an Exemplar in the Most Inclusive Companies Index



Happiest Minds Recognized for Excellence in People Analytics at the SHRM Excellence Awards 2025


Analyst Mentions

Everest Group




Major Contenders in the Quality Engineering Specialist Services and Enterprise Quality Engineering Services PEAK Matrix Assessment 2025

NelsonHall



'Major Players' and 'High Achievers' - GenAI & Process Automation in Banking 2025

Avasant



Challenger in Intelligent Enterprise Automation in Intelligent Automation Services 2025

AIMS Research




Leaders Quadrant for Top Mid-Market and Specialized Data Science Service Providers.

ISG



Manufacturing Industry Services & Solutions 2025 – **Rising Star** in Technology, Transformation and Consulting Services. **Product Challenger** in Design and Development Services. **Contender** in Smart/Digital Factory Services & Supply Chain and Aftermarket Services.



Product Challenger position in Data Science & AI Services (Midsize) , Data & Analytics Modernization Services (Midsize)

Financial and Operational Performance

Q3 FY 26



Results Q3 & 9M FY 26

All amounts in ₹ Lakhs unless stated otherwise

Particulars	Q3 FY26	Q2 FY26	QoQ	Q3 FY25	YoY	9M FY26	9M FY25	YoY
Revenues (\$'000)	65,744	65,122	1.0%	62,719	4.8%	1,95,226	1,80,651	8.1%
Growth in CC			1.2%		7.1%			10.2%
Revenues	58,756	57,357	2.4%	53,081	10.7%	1,71,103	1,51,627	12.8%
<i>Other Income</i>	1,572	2,161		2,296		6,736	7,543	
Total Income	60,328	59,518	1.4%	55,377	8.9%	1,77,840	1,59,170	11.7%
EBITDA	12,283	12,027	2.1%	11,686	5.1%	36,716	35,240	4.2%
%	20.4%	20.2%		21.1%		20.6%	22.1%	
Operating Margin	10,087	9,733	3.6%	9,269	8.8%	29,542	27,845	6.1%
%	17.4%	17.0%		17.5%		17.3%	18.4%	
<i>Finance Cost</i>	2,354	2,446		2,442		7,186	6,733	
<i>Depreciation</i>	1,166	1,165		1,172		3,512	3,512	
Profit before Non Cash/Exceptional	7,624	7,266	4.9%	6,894	10.6%	22,577	20,507	10.1%
%	12.6%	12.2%		12.4%		12.7%	12.9%	
<i>Amortization/Unwinding Interest¹</i>	1,150	1,150		1,178		3,450	3,845	
<i>Exceptional Item - New wage code cost²</i>	2,203	-				2,203	(643)	
PBT	5,421	7,266	(25.4)%	6,894	(21.4)%	20,374	20,507	(0.6)%
%	9.0%	12.2%		12.4%		11.5%	12.9%	
Tax	1,391	1,864		1,884		5,229	5,442	
%	2.3%	3.1%		3.4%		2.9%	3.4%	
PAT	4,030	5,402	(25.4)%	5,010	(19.6)%	15,146	15,065	0.5%
%	6.7%	9.1%		9.0%		8.5%	9.5%	
Adjusted PAT	6,992	6,552	6.7%	6,188	13.0%	20,728	19,552	6.0%
%	11.6%	11.0%		11.2%		11.7%	12.3%	
Adjusted EPS	4.64	4.46		4.11		13.77	12.99	

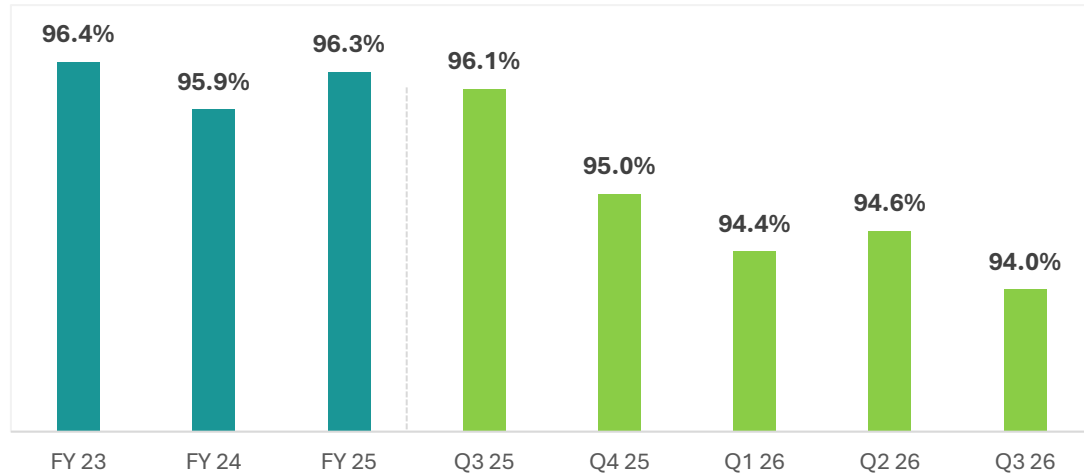
Notes:

1. Amortization/Unwinding interest are non-cash items related to acquisitions
2. A one-time cost related to the new wage code was incurred in Q3 FY26.

Revenues

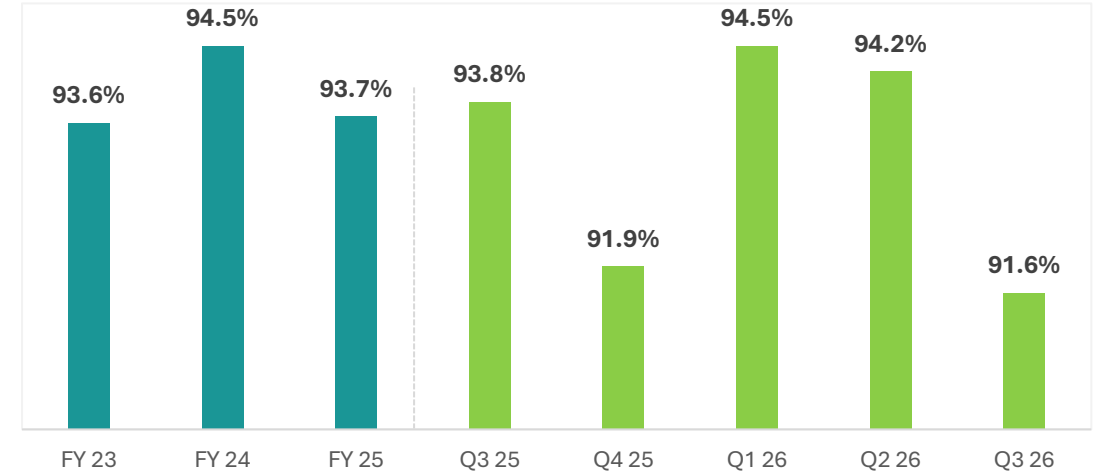
Digital

% of Revenue

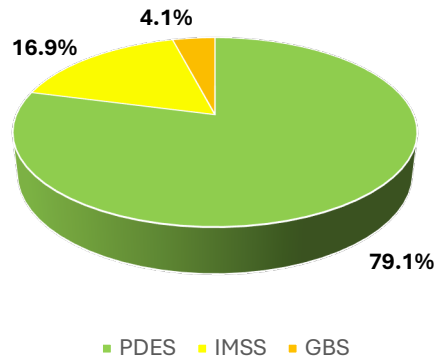


Agile

% of Revenue

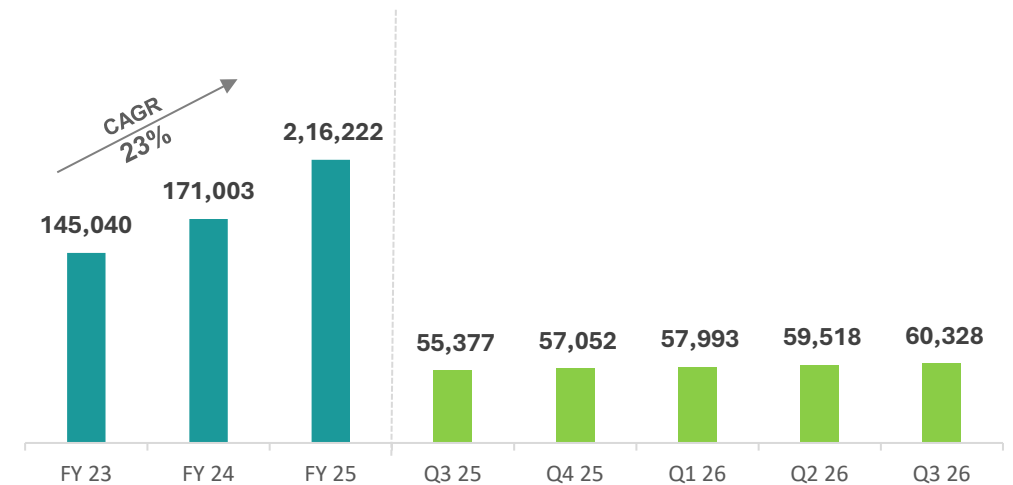


Business Unit



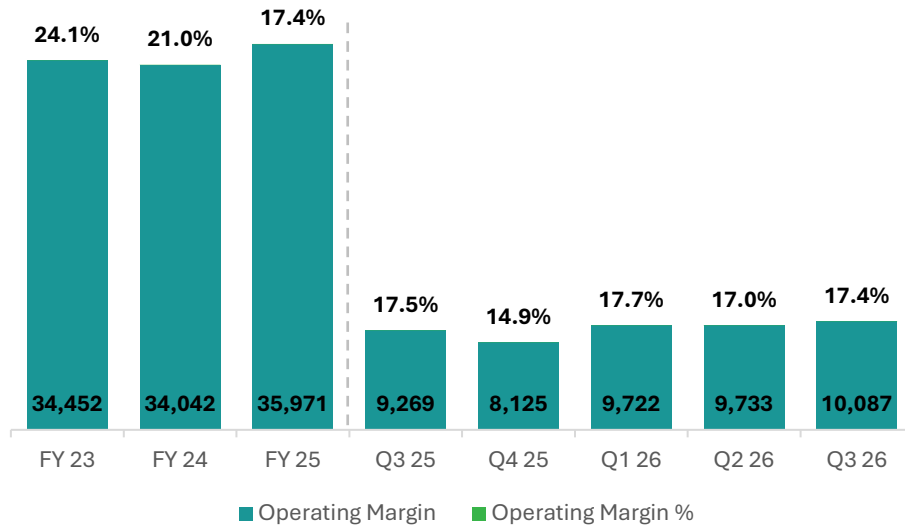
Total Income

Total Income (₹ Lakhs)

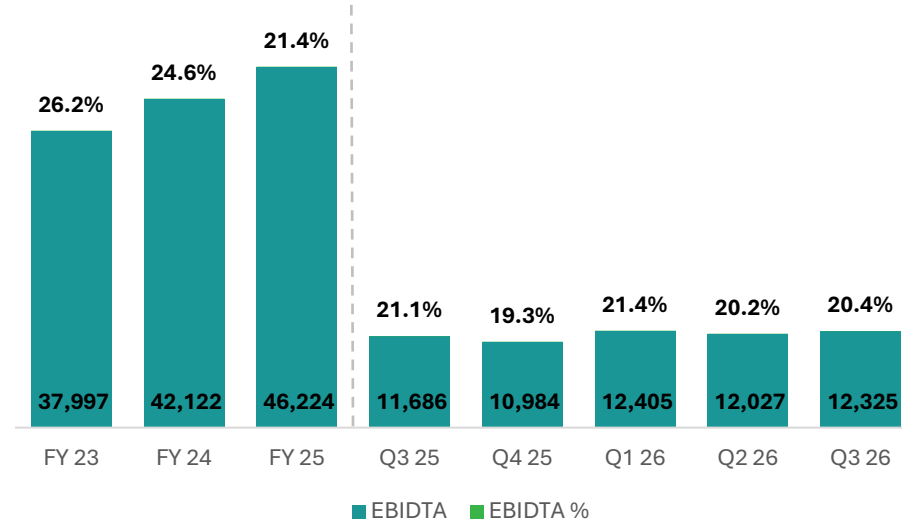


Profitability

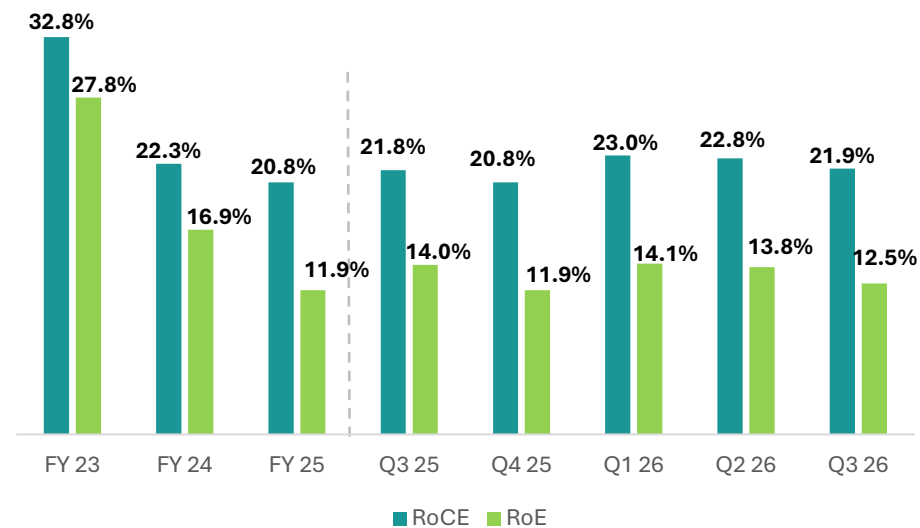
Operating Margin



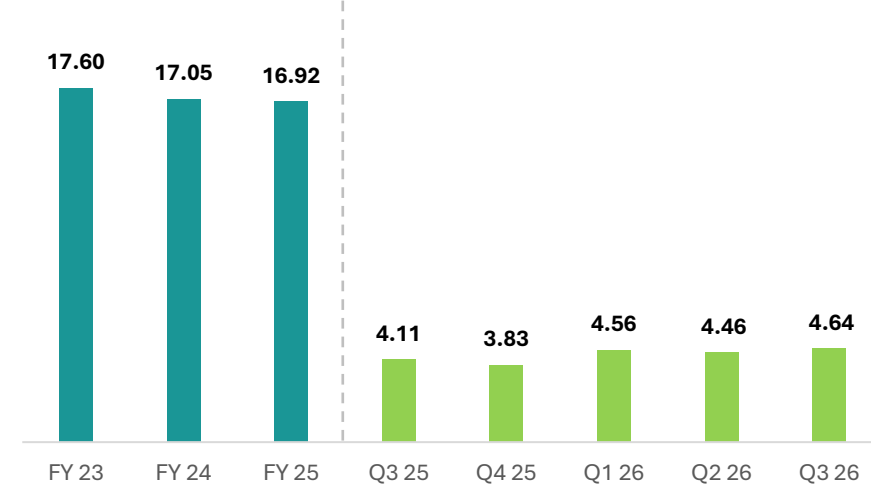
EBITDA



RoCE/RoE*

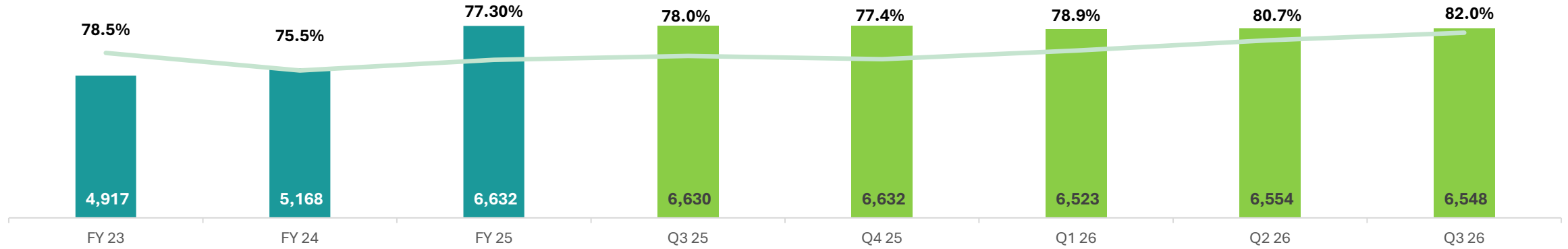


Adjusted EPS

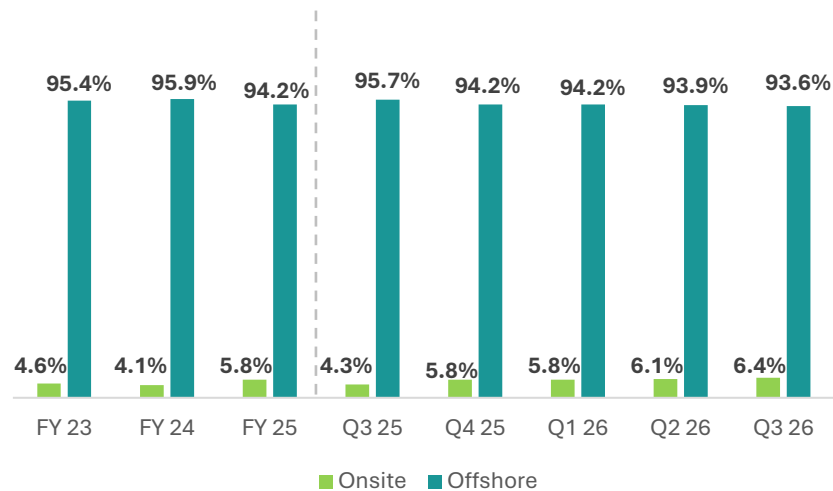


People

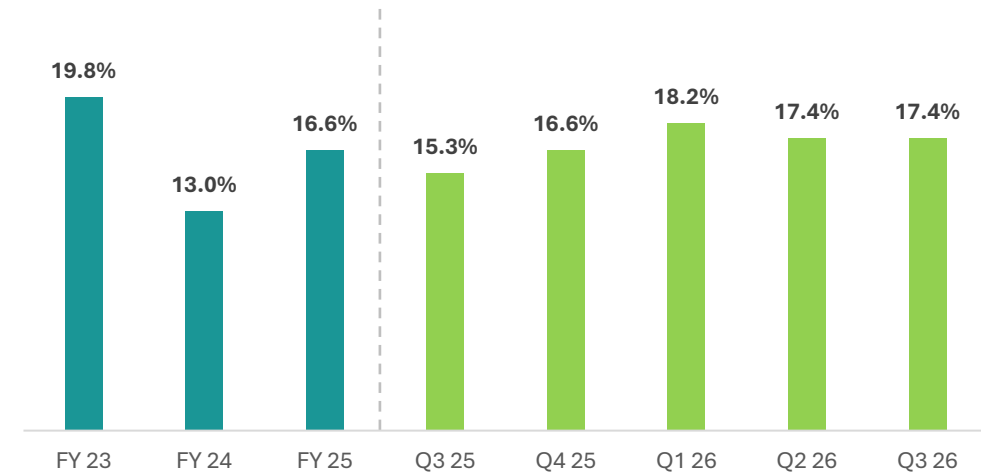
Utilization



Offshore / Onsite



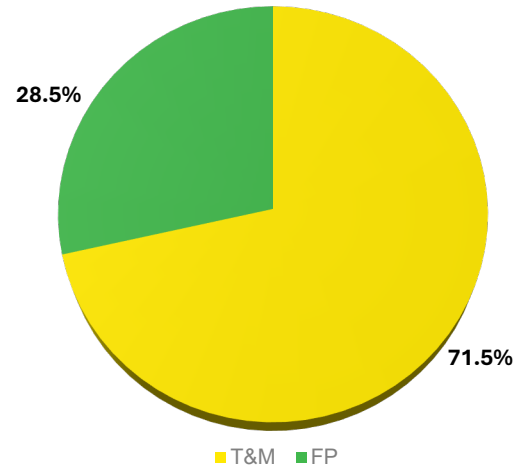
Voluntary Attrition % ¹



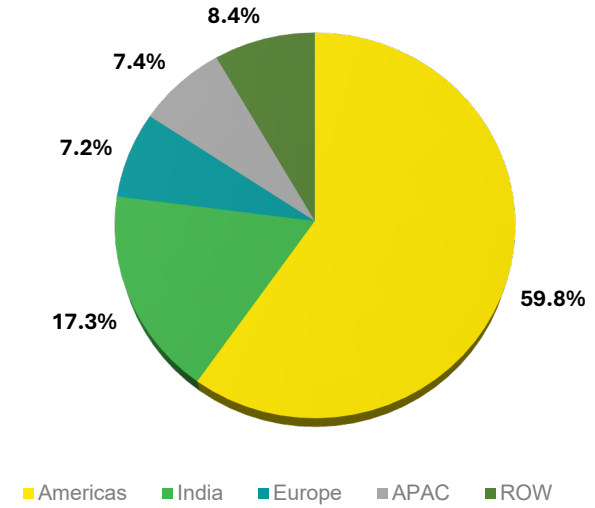
Note 1: TTM

Revenue

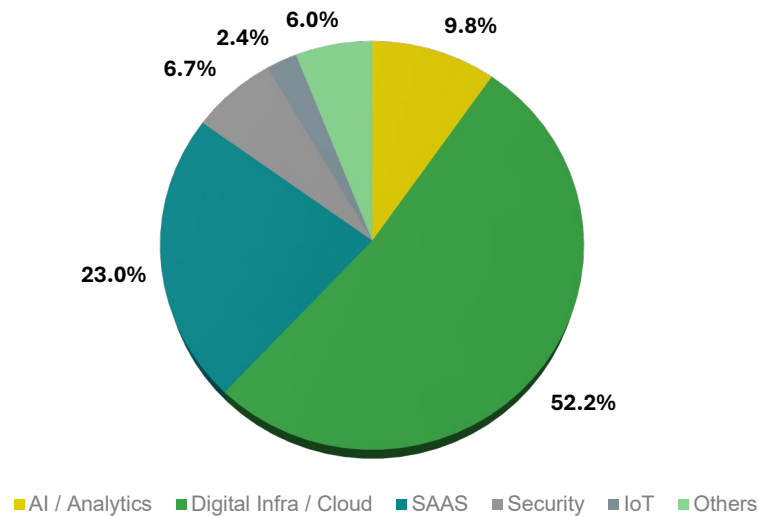
Contract Model



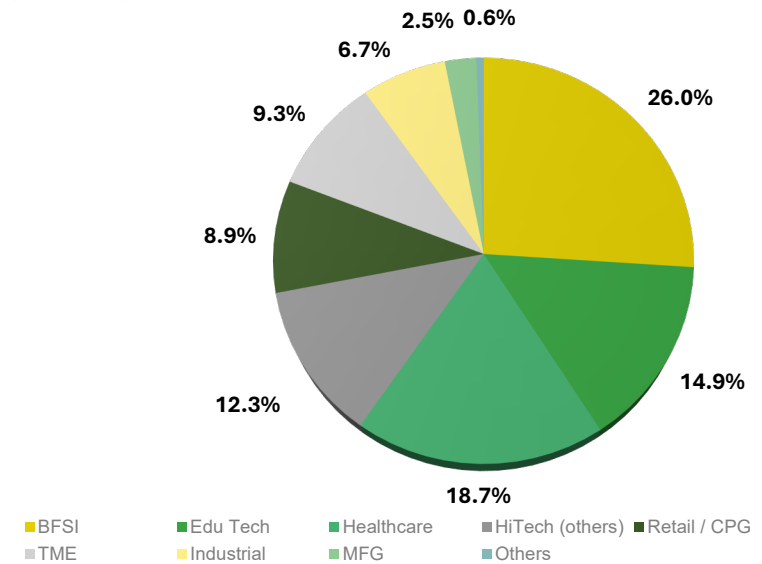
Geography



Tech Split

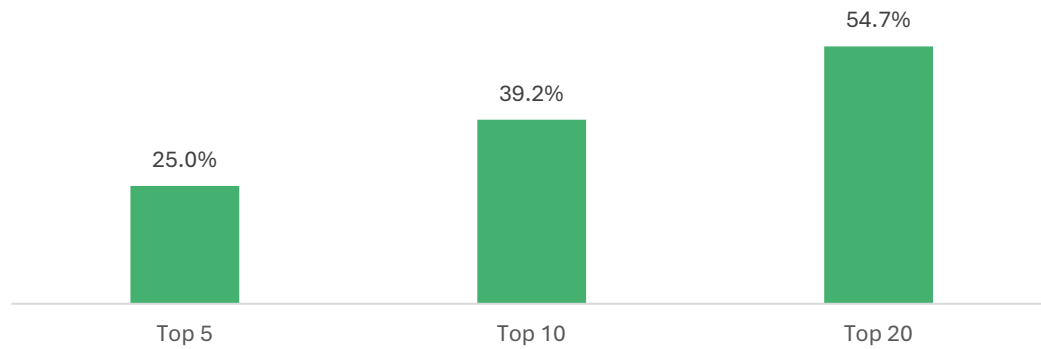


Verticals

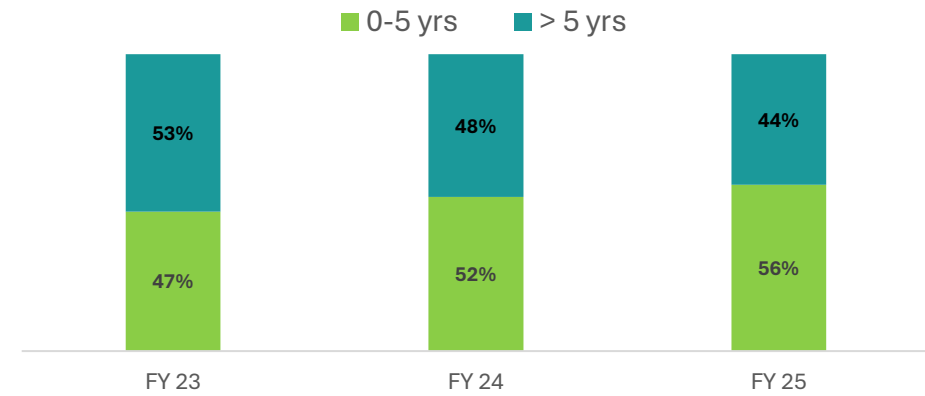


Revenue

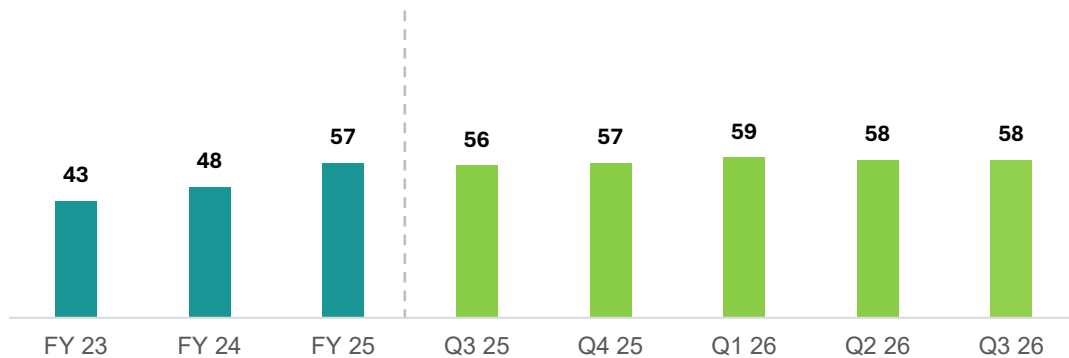
Concentration



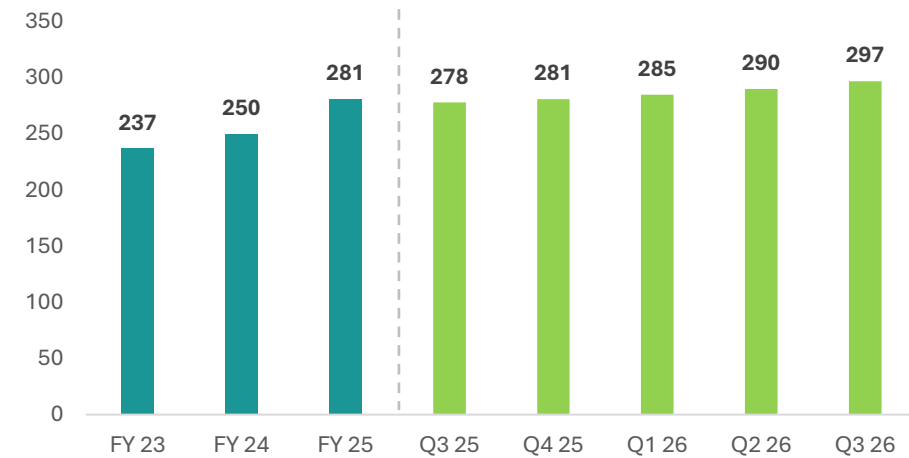
Customer age and Revenue Contribution



Million \$ Customers

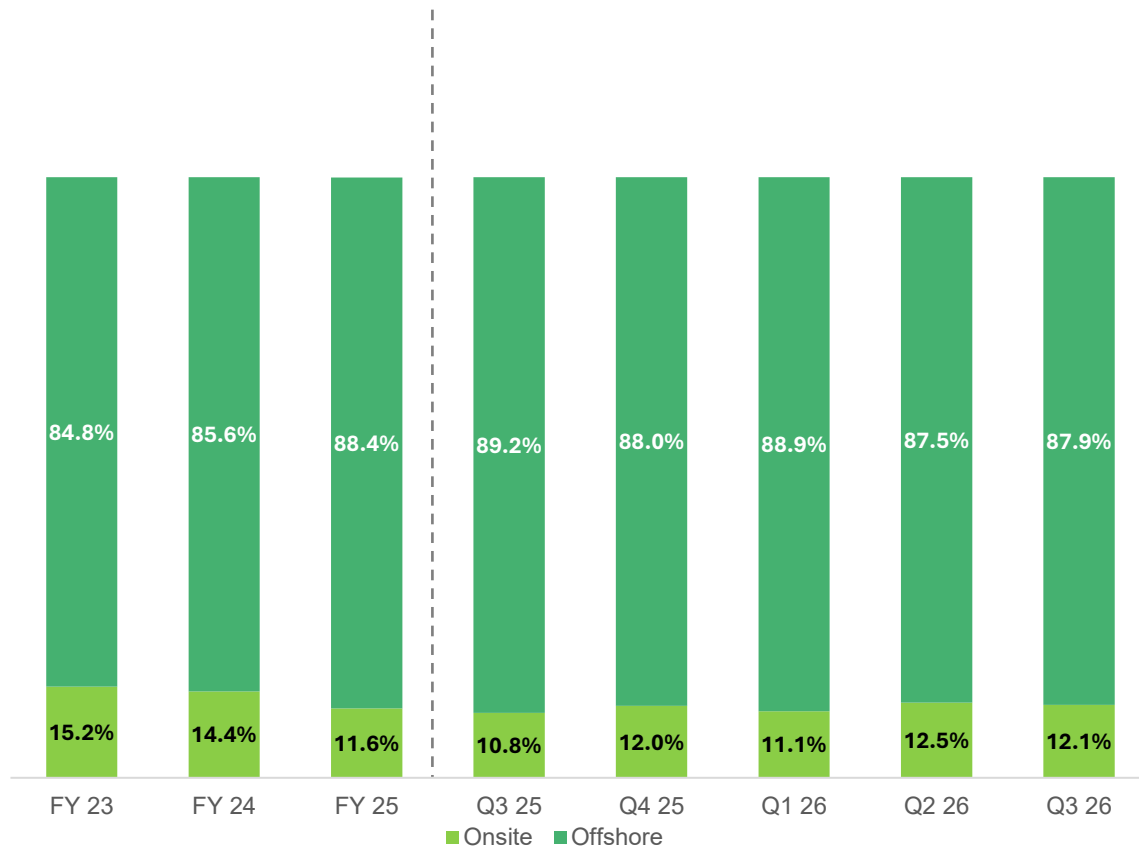


Active Customers



Revenue

Onsite/Offshore



Average Revenue / Active Customer

(USD '000)



Data Sheet

% of Revenues	FY 23	FY 24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY 25	FY26 Q1	FY26 Q2	FY26 Q3
Verticals										
BFSI	12.2%	10.9%	16.8%	22.5%	23.6%	26.5%	22.5%	26.2%	25.3%	26.0%
Edutech	23.2%	23.9%	21.5%	19.3%	17.4%	17.0%	18.7%	16.1%	15.3%	14.9%
Healthcare	-	14.4%	16.4%	16.4%	16.4%	15.6%	16.3%	15.5%	16.3%	18.7%
Hitech	16.9%	14.5%	14.8%	14.3%	15.4%	13.5%	14.5%	12.8%	13.4%	12.3%
Travel, Media and Entertainment (TME)	12.9%	11.9%	10.7%	8.6%	8.4%	8.5%	9.0%	9.8%	9.6%	9.3%
Retail / CPG	9.2%	7.4%	7.8%	8.1%	8.4%	8.7%	8.2%	9.1%	9.8%	8.9%
Industrial	8.4%	7.5%	7.3%	7.2%	6.7%	6.8%	7.0%	6.7%	6.6%	6.7%
Manufacturing	10.3%	6.3%	4.0%	3.0%	3.2%	2.6%	3.2%	3.1%	3.3%	2.5%
Others	6.9%	3.1%	0.9%	0.6%	0.5%	0.6%	0.6%	0.7%	0.4%	0.6%
Total	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%	100.0%
Digital Service Offerings										
AI/ Analytics	12.2%	13.3%	12.1%	11.1%	10.9%	11.1%	11.2%	12.8%	11.7%	9.8%
Digital infrastructure / cloud	45.8%	42.9%	47.5%	52.6%	51.8%	52.5%	51.4%	53.7%	54.0%	52.2%
SaaS	20.7%	25.7%	25.1%	23.8%	23.6%	21.1%	23.1%	18.5%	19.7%	23.0%
Security Solutions	12.3%	9.6%	8.5%	6.6%	7.1%	7.6%	7.4%	6.4%	6.1%	6.7%
IoT	5.4%	4.4%	4.2%	3.2%	2.8%	2.8%	3.2%	3.0%	3.0%	2.4%
Total	96.4%	95.9%	97.4%	97.3%	96.1%	95.0%	96.3%	94.4%	94.6%	94.0%
IP Led	10.1%	10.2%	10.7%	9.8%	11.6%	11.9%	11.0%	10.9%	10.3%	9.8%
Automation	26.6%	28.1%	23.9%	24.1%	24.7%	25.3%	24.5%	28.2%	27.5%	26.4%

Note : *Healthcare carved out as a separate vertical from Q1FY24 onwards. Some customers which were earlier part of HiTech / MFG / Others have been regrouped

Data Sheet

	FY 23	FY 24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY 25	FY26 Q1	FY26 Q2	FY26 Q3
Revenue by Geo										
USA	68.1%	70.7%	66.5%	65.2%	64.7%	62.3%	64.6%	59.5%	60.0%	59.8%
India	15.6%	16.3%	16.9%	15.1%	15.5%	14.9%	15.6%	17.6%	18.3%	17.3%
Europe	9.7%	8.9%	8.7%	8.5%	8.0%	7.3%	8.1%	7.4%	8.1%	7.2%
APAC	-	-	2.4%	5.6%	5.9%	6.8%	5.3%	7.5%	6.4%	7.4%
ROW	6.6%	4.1%	5.5%	5.6%	6.0%	8.7%	6.4%	8.0%	7.3%	8.4%
Million \$ Customers										
\$ 10 M +	-	2	2	2	3	2	2	2	4	4
\$ 5M to \$ 10M	6	6	9	8	7	10	10	9	8	9
\$ 3M to \$ 5M	6	2	2	6	7	7	7	9	9	7
\$ 1M to \$ 3M	30	37	44	42	38	37	37	38	37	38
Total	43	48	58	59	55	57	57	59	58	58
Customer Cohort Analysis										
0 - 5 Years	47.0%	52.0%					56.0%			
> 5 Years	53.0%	48.0%					44.0%			
Revenue Mix										
Onsite	15.2%	14.4%	11.4%	11.4%	10.8%	12.0%	11.6%	11.1%	12.5%	12.1%
Offshore	84.8%	85.6%	88.6%	88.6%	89.2%	88.0%	88.4%	88.9%	87.5%	87.9%
Revenue by contracting Model										
Fixed Price	25.3%	26.1%	26.1%	21.7%	23.2%	24.7%	24.1%	23.1%	24.8%	28.5%
Time and Material	74.7%	73.9%	73.9%	78.3%	76.8%	75.3%	75.9%	76.9%	75.2%	71.5%
# Active Customers	237	250	279	281	278	281	281	285	290	297
# Billion \$ Corporation	55	61	80	82	85	81	81	84	86	87

Data Sheet

	FY 23	FY 24	FY25 Q1	FY25 Q2	FY25 Q3	FY25 Q4	FY 25	FY26 Q1	FY26 Q2	FY26 Q3
Happiest Minds										
Onsite	227	211	279	274	284	385	385	378	397	418
Offshore	4,690	4,957	6,320	6,306	6,346	6,247	6,247	6,145	6,157	6,130
Onsite %	4.6%	4.1%	4.2%	4.2%	4.3%	5.8%	5.8%	5.8%	6.1%	6.4%
Offshore %	95.4%	95.9%	95.8%	95.8%	95.7%	94.2%	94.2%	94.2%	93.9%	93.6%
Utilization	78.5%	75.5%	78.2%	76.3%	78.0%	77.4%	77.3%	78.9%	80.7%	82.0%
Diversity	27.4%	27.7%	27.7%	27.6%	27.3%	26.6%	26.6%	27.3%	27.1%	26.9%
DSO										
Billed	54	57	58	46	48	60	60	56	53	55
Unbilled	31	29	26	37	36	28	28	35	35	37
Total	86	87	84	83	84	88	88	91	88	92
Earnings Per Share (EPS) ₹										
EPS	16.0	16.7	3.4	3.3	3.3	2.3	12.3	3.8	3.6	2.6
Annualized ²								15.2	14.4	10.5
Adjusted EPS³	17.6	17.0	4.8	4.2	4.1	3.8	16.9	4.6	4.3	4.6
Annualized ²								17.8	17.9	
Capital Ratios ¹										
RoCE	32.8%	22.3%	22.4%	23.1%	21.8%	20.8%	20.8%	23.0%	22.8%	21.9%
RoE	27.8%	16.9%	13.9%	13.5%	14.0%	11.9%	11.9%	14.1%	13.8%	12.5%

Notes:

1. Capital Return Ratios are YTD Annualized
2. Adjusted EPS & EPS has been annualized
3. Adjusted EPS is Adjusted for exceptional items and amortization of intangible

Data Sheet

	FY 23		FY 24		YoY		FY25 Q3		FY25 Q4		FY 25		YoY		FY26 Q1		FY26 Q2		FY 26 Q3	
Revenue by BU	Revenue	Mix%	Revenue	Mix%	Revenue	Mix%	Revenue	Mix%	Revenue	Mix%	Growth%	Revenue	Mix%	Revenue	Mix%	Revenue	Mix%	Revenue	Mix%	
IMSS	30,694	21.2%	29,746	17.4%	8,045	14.5%	8,919	15.6%	32,832	15.2%	10.4%	9,445	16.3%	9,306	15.6%	9,902	16.4%			
PDES	1,12,236	77.4%	1,32,719	77.6%	44,215	79.8%	44,357	77.7%	1,69,691	78.5%	27.9%	44,192	76.2%	46,457	78.1%	46,466	77.0%			
GBS	-	-	-	-	821	1.5%	1,182	2.1%	3,562	1.6%	100.0%	1,354	2.3%	1,594	2.7%	2,389	4.0%			
Total Revenue	1,42,930	98.6%	1,62,466	95.0%	53,081	95.9%	54,458	95.5%	2,06,085	95.3%	26.8%	54,990	94.8%	57,357	96.4%	58,757	97.4%			
Other Income	2,110	1.4%	8,537	5.0%	2,295	4.1%	2,594	4.5%	10,137	4.7%	18.7%	3,003	5.2%	2,161	3.6%	1,572	2.6%			
Total Income	1,45,040	100.0%	1,71,003	100.0%	55,376	100.0%	57,052	100.0%	2,16,222	100.0%	26.4%	57,993	100.0%	59,518	100.0%	60,328	100.0%			

IMSS: Infrastructure Management & Security Services. | PDES : Product & Digital Engineering Services. | GBS: Generative AI Business Services

*GBS started its operations from Q1FY25 onwards.

Profit & Loss

All figures in ₹ Lakhs

	FY 23	FY 24	FY25 Q3	FY25 Q4	FY 25	FY26 Q1	FY26 Q2	FY26 Q3
Income								
Operating revenue	1,42,929	1,62,466	53,081	54,457	2,06,084	54,990	57,357	58,756
Other Income	2,111	8,537	2,296	2,595	10,137	3,003	2,161	1,572
Total income	1,45,040	1,71,003	55,377	57,052	2,16,222	57,993	59,518	60,328
Cost of revenue	82,827	99,204	33,691	35,276	1,31,149	34,834	35,738	36,124
Gross Margin	60,101	63,262	19,390	19,180	74,936	20,156	21,619	22,632
%	42.0%	38.9%	36.5%	35.2%	36.4%	36.7%	37.7%	38.5%
SG&A	24,215	29,677	10,000	10,790	38,849	10,754	11,754	11,921
%	16.9%	18.3%	18.8%	19.8%	18.9%	19.6%	20.5%	20.3%
EBITDA	37,997	42,122	11,686	10,984	46,224	12,405	12,027	12,283
%	26.2%	24.6%	21.1%	19.3%	21.4%	21.4%	20.2%	20.4%
Operating Margin	34,452	34,042	9,269	8,125	35,972	9,722	9,732	10,088
%	24.3%	20.9%	17.5%	15.0%	17.5%	17.6%	17.0%	17.4%
Finance cost	2,102	3,991	2,443	2,380	9,115	2,387	2,446	2,356
Depreciation	3,057	3,600	1,172	1,204	4,557	1,183	1,165	1,152
Profit before acquisition related non-cash items	32,838	34,531	8,071	7,400	32,552	8,836	8,416	8,775
%	22.6%	20.2%	14.6%	13.0%	15.1%	15.2%	14.1%	14.5%
Amortisation of intangible assets	1,134	1,984	927	1,051	4,313	1,053	1,055	1,055
Unwinding interest cost	84	240	251	94	835	95	95	95
Amortization/Unwinding Interest	1,218	2,224	1,178	1,145	5,148	1,148	1,150	1,150
PBT before exceptional item*	31,620	32,307	6,893	6,254	27,405	7,687	7,266	7,624
%	21.8%	18.9%	12.4%	11.0%	12.7%	13.3%	12.2%	12.6%
Exceptional items* - New wage code cost	634	(1,402)	-	1,216	1,859	-	-	2,203
PBT *	30,986	33,709	6,893	5,038	25,546	7,687	7,266	5,421
%	21.4%	19.7%	12.4%	8.8%	11.8%	13.3%	12.2%	9.0%
Current tax	8,508	9,518	2,210	1,940	8,443	2,184	2,192	1,932
Deferred tax	(621)	(889)	(326)	(302)	(1363)	(210)	(328)	(542)
Total Tax	7,887	8,629	1,884	1,638	7,080	1,974	1,864	1,391
%	5.4%	5.0%	3.4%	2.9%	3.3%	3.4%	3.1%	2.3%
PAT *	23,099	24,839	5,009	3,400	18,465	5,713	5,402	4,031
%	15.9%	14.5%	9.0%	6.0%	8.5%	9.9%	9.1%	6.7%
Adjusted PAT *	24,951	25,661	6,186	5,760	25,474	7,020	6,715	6,991
%	17.2%	15.0%	11.2%	10.1%	11.8%	12.1%	11.3%	11.6%

Balance Sheet

All figures in ₹ Lakhs

	FY 2023	FY 2024	Q2 FY25	Q3 FY25	FY 2025	Q1 FY26	Q2 FY26	Q3 FY26
Assets								
Non-Current								
Property, plant and equipment	13,278	13,778	13,978	13,894	14,096	13,974	13,806	13,631
Goodwill	13,913	14,032	75,329	75,891	76,230	76,273	76,776	76,941
Financial & Other assets	29,594	19,192	42,125	40,348	45,485	44,347	45,377	43,539
Total Non-Current(A)	56,785	47,002	131,431	130,133	135,811	134,594	135,959	134,111
Current								
Financial & Other assets								
i. Trade receivable	21,319	25,444	25,441	26,927	35,813	34,078	32,440	34,338
ii. Cash & Cash equivalents, Investments & Other financial assets	81,484	147,540	166,196	170,380	158,600	160,649	160,366	165,068
iii. Other assets	4,495	4,793	6,980	6,746	5,682	4,246	8,665	10,040
Total Current (B)	107,298	177,777	198,616	204,053	200,095	198,974	201,471	209,447
Total Assets (A + B)	164,083	224,779	330,047	334,186	335,906	333,567	337,430	343,557
Liabilities								
Total Equity (C)	83,882	148,024	152,444	153,580	157,457	163,431	162,800	163,518
Non-Current								
Financial liabilities	18,035	15,416	22,202	23,576	46,877	38,449	41,264	46,234
Provisions & Deferred tax liability	4,526	4,641	8,989	10,107	10,781	10,719	11,231	12,852
Total Non-Current(D)	22,561	20,057	31,191	33,683	57,658	49,168	52,495	59,086
Current								
Financial & Contract liabilities								
i. Trade payable	7,052	7,915	11,008	10,873	10,481	9,391	9,328	9,402
ii. Others	45,921	43,839	128,412	128,844	102,532	104,110	103,783	103,704
Provisions & Other current liabilities	4,667	4,944	6,991	7,206	7,777	7,467	9,024	7,847
Total Current Liabilities (C)	57,640	56,698	146,412	146,922	120,790	120,968	122,135	120,953
Total Liabilities (D = B + C)	80,201	76,755	177,603	180,606	178,449	170,136	174,630	180,039
Total Equity and Liabilities (A + D)	164,083	224,779	330,047	334,186	335,906	333,567	337,430	343,557

Pertinent Ratios

	FY24	Q3 FY25	Q4 FY25	FY25	Q1 FY26	Q2 FY26	Q3 FY26
Additional Balance Sheet Ratios							
Debt-Equity	0.35	0.83	0.79	0.79	0.78	0.78	0.80
Debt Service Coverage (DSCR)	5.25	7.03	5.81	6.31	5.32	5.01	5.31
Interest Service Coverage (ISCR)	8.97	3.82	3.63	3.94	4.24	3.99	4.26
Current Assets to Current Liabilities	3.14	1.39	1.66	1.66	1.64	1.65	1.73
Long-term Debt to Working Capital	0.09	0.18	0.42	0.42	0.43	0.45	0.46
Bad Debts to Trade Receivable	0.02	0.01	0.01	0.02	-	-	-
Current Liability to Total Liabilities	0.74	0.81	0.68	0.68	0.71	0.70	0.67
Total Debt to Total Assets	0.23	0.38	0.37	0.37	0.38	0.38	0.38
Trade Receivable Turnover	6.95	8.18	7.11	6.73	6.29	6.72	6.70
Operating margin (%)	21%	18%	15%	17%	17%	17%	18%
Net profit margin (%)	15%	9%	6%	9%	10%	9%	7%

**As per the guidance note from ICAI*

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Dubai

Sultanate of Oman

Oman

Kingdom of Saudi

Riyadh

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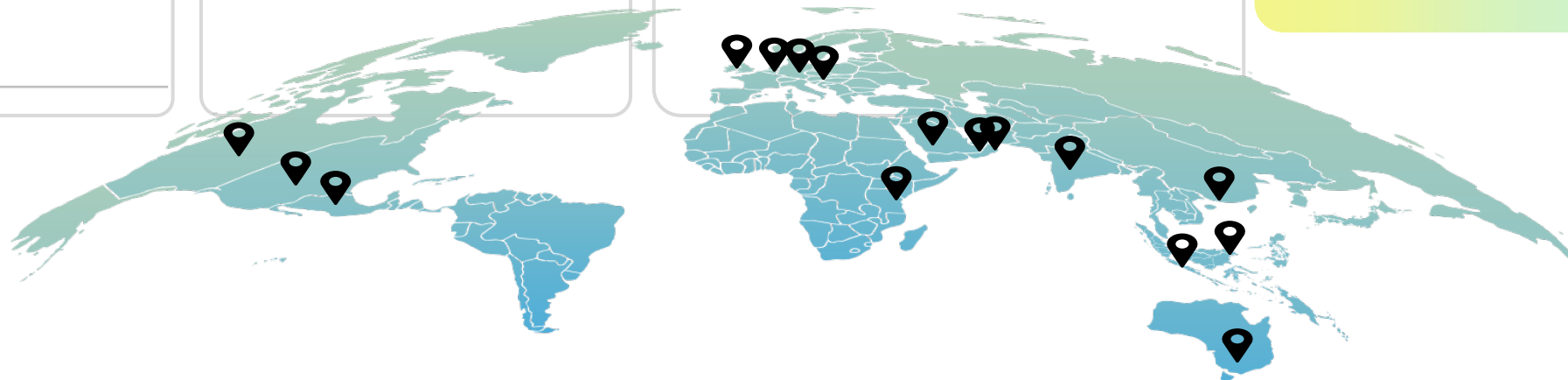
Pune

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Offices

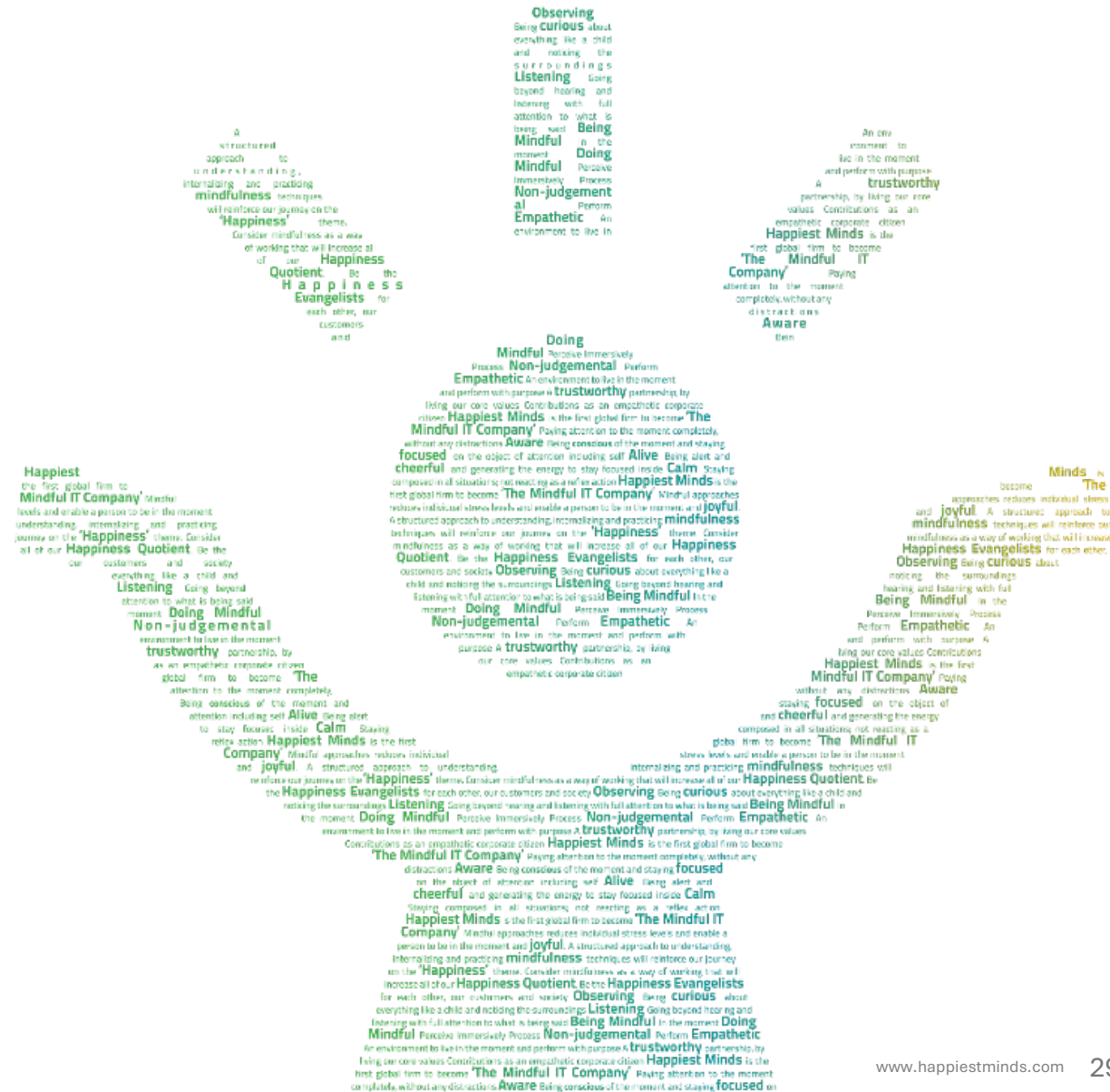
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