

Investors

PRESENTATION

Q2 – 2023-24



日本語

తెలుగు

हिंदी

Français

русский

Deutsch

ଓଡ଼ିଆ

संस्कृत

ಕನ್ನಡ

português

ॐ Fidel Softech

தமிழ்

বাংলা

ಕನ್ನಡ

Español

ગુજરાતી

मराठी

ਪੰਜਾਬੀ

سنڌي

English

한국어

中文

# Company Overview



Fidel Softech Ltd. is leading LangTech services provider and India's first publicly listed SME in this segment. Fidel specializes in integrating Languages with Technology solutions (Lang+Tech). With a pool of professionals specialized in LangTech, Fidel provides its services to global clientele, which includes many Fortune 500 companies.

Fidel Offer's Localization Services for 200+ languages including, Indian, European, Asian, Middle East and African language. Many global software solutions and product companies rely on Fidel for their product localization needs. Fidel is Authorized Language Partner of SAP, the leading global ERP solution.

Quality of services that Fidel provides is best in its category and a major differentiator. Fidel follows ISO9001, ISO27001, ISO17100, ISO18587 certified processes to deliver exceptional customer experience.

Fidel also specializes in Japan geography and has 2 decades of experience of working with Japanese clients and has a good understanding of Japanese market.



# Key Management



**Sunil Kulkarni**  
**Founder & CEO**

Sunil is an entrepreneur with a passion for creating new products and markets. He has worked closely with the Japanese & Asian markets to grow Fidel into a mid-size firm with focus on core areas of Software development, Consulting & language engineering.

Sunil is a Japanese bilingual with a graduation in Mechanical Engineering. He is based out of Tokyo from 1997, recipient of MIT (Boston) Technical Japanese scholarship (1996) and is actively involved in bridging Japan – India business & technology initiatives.



**Prachi Kulkarni**  
**Managing Director**  
20+ years of exp.



**Mandar Inamdar**  
**CFO**  
25 years of exp.



**Sushrut Potdar**  
**CTO**  
25 years of Exp.



Shyamak Sunil Kulkarni  
**Non-Executive Director**



Pradeep Dharane  
**Independent Director**

25+ years of Exp. in technical and business leadership in the US and India.



Dr. Apurva Joshi  
**Independent Director**

A featured Entrepreneur in Rashmi Bansal's "Arise, Awake". She is a Qualified Independent Director from IICA.



Dr. Girish Desai  
**Independent Director**

He is the Executive Director of the Pimpri Chinchwad Education Trust (PCET)



## 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.



## Language Engineering Services

- Software Localization
- Video Localization
- Data creation, Transcription & annotation
- Language engineering



## Enterprise IT Services

- Digital transformation /Digital technologies
- Enterprise Product Implementation (ServiceNow / Infor)
- AI-ML, data analytics
- Bilingual Consulting/ Resourcing



## Other Services

- Security (VAPT testing)
- Managed Infra services
- Product development as a service
- FIX connectivity & training





## ISO 9001:2015



## ISO/IEC 27001:2013



## ISO 17100:2015



## ISO 18587:2017





## We are proud Members of

**nasscom**

- National Association of Software and Service Companies

**MCCIA**<sup>®</sup>

- Maratha Chamber of Commerce Industries and Agriculture



- Globalization and Localization Association



- Translators without Borders (TWB)





## Q2FY24 Results

Revenue  
**₹ 9.96 Cr**

EBITDA  
₹ 2.23 Cr  
**22.3%**

PAT  
₹ 1.65 Cr  
**16.5%**

Positive Cash  
Generation from  
Operations

# Key Figures – Q2 FY24



Particulars		INR in Lakhs		
		Q2 FY24	Q1 FY24	Q2 FY23
Revenue		996.30	936.96	879.76
EBITDA	₹	222.56	217.50	233.51
	%	22%	23%	27%
Profit Before Tax	₹	217.32	212.85	226.08
	%	21.8%	22.7%	25.7%
Profit After Tax	₹	164.85	156.21	169.59
	%	16.5%	16.7%	19.3%
EPS		1.20	1.14	1.37

# Financial Overview – Sales & Profit



## YTD FY24 Results


Revenue  
₹ 19.33 Cr

EBITDA  
₹ 4.40 Cr  
22.8%

PAT  
₹ 3.21 Cr  
16.6%

Positive Cash  
Generation from  
Operations

## YTD FY24 vs YTD FY23

 Revenue  
22.7%

 EBITDA  
3.2%

 PAT  
2.4%

# Key Figures – YTD FY24

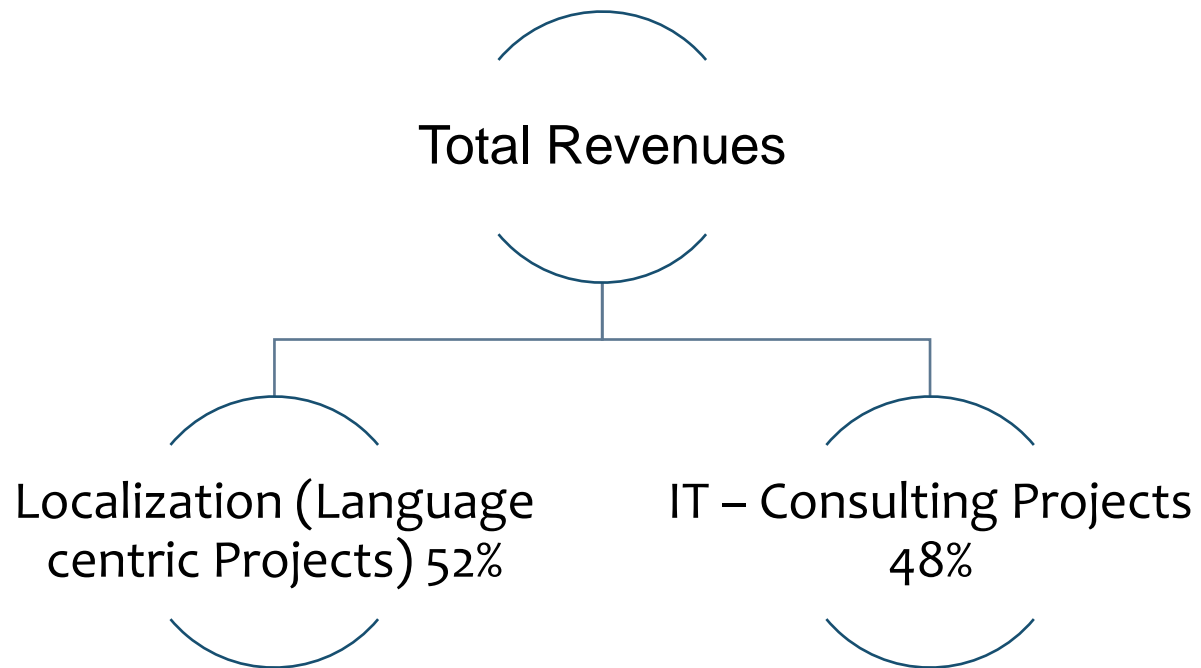


INR in Lakhs

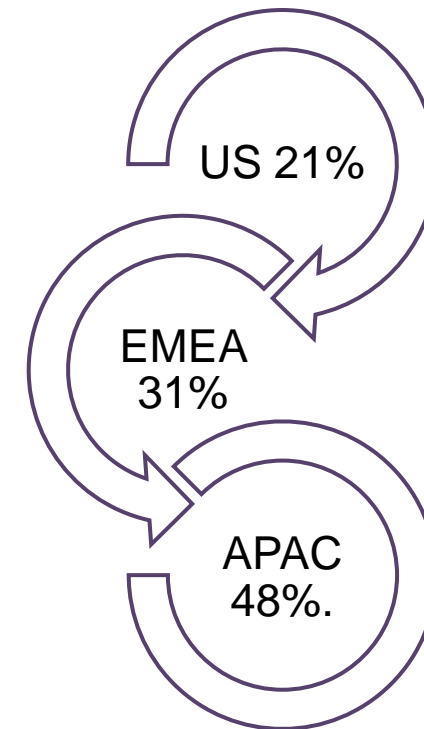
Particulars		YTD FY24	YTD FY23
Revenue		1933.27	1575.50
EBITDA	₹	440.06	307.68
	%	22.8%	19.5%
Profit Before Tax	₹	430.17	298.29
	%	22.3%	18.9%
Profit After Tax	₹	321.07	223.27
	%	16.6%	14.2%
EPS		2.33	1.81



- ✓ The breakup of revenue



## Geographical breakup





## Strategic updates



Some of the key wins / initiatives for the Q2 FY24 are:

## New Business and Deals Perspective

- a. Fidel sees increase in business with its UK based client for ServiceNow. Also, the business with e-sports and gaming client in Europe continues to grow.
- b. Fidel also saw an increase in Japan business where it helped its strategic client to setup a support center in Japan. The team size in Q1 and Q2 put together has grown to almost 15 members now.
- c. Fidel's key localization and language client grew with additional win from PSU and premium educational institutes for Indian language support.
- d. Added 5 new clients from US and India geography.
- e. Fidel continues to offer security VAPT services to its US clients - security being an area of focus  
(cont..)



Some of the key wins/ initiatives for the quarter are :

## Competencies and Strength building

- a. Fidel increased its hiring on 2 fronts. On Sales front it has now added senior sales with a focus on US geography, also a senior sales to focus on Indian govt initiatives. On delivery front, it hired few senior members for pre-sales, program management and few key technical positions. The results will be seen in coming quarters
- b. Fidel selected and started implemented an ERP for localization. This is to have a better control and improve efficiency on localization projects.
- c. 19 certifications around digital transformation, cloud technologies achieved in Q2

## Marketing and business development

- h. Fidel participated in some domestic and international events like - NASSCOM, Indo-Japan Business Council (IJBC), Machine Translation (MT) summit, GlobalSake (Localization) events, to name a few, resulting in branding as well as new lead generation.
- i. Fidel's digital presence for the quarter broadened and increased with 45K+ social media views, 25+ articles and blogs, ensuing 30+ meaningful enquiries/contacts.





Overall outlook is very positive:

- ✓ While the growth is moderate in initial Q1-Q2, we have firmly moved beyond the INR 8 CR /Q band and further increased to around INR 9.5-10 CR band. Plans to sustain at the same level and grow based on the traction we continue to experience in different markets
  - ✓ Asia - Japan continues to show growth. Fidel also deepened its relations with a renowned Japanese electronic corporation and signed up a new contract.
  - ✓ US - Fidel revived its relations with the largest US based e-commerce company and bagged new project for Q3-Q4
  - ✓ ME - We received some positive queries this year around security and enterprise products (plus the local services are needed in Arabic which we offer) and see some traction

Overall a healthy pipeline and better visibility for Q3-Q4



- ✓ With the sales and marketing team now in place, we will see more spend of the IPO proceeds in next 12-18 months. These would be in the form of working POCs, participation in events, digital marketing, hiring and other customer engagement initiatives.
  - ✓ Fidel participated in language localization & tech events in Oct in the US as well as ME (GITEX Dubai). This will result in more traction in coming months.
- ✓ **We see good interest around multilingual data collection, data modelling for training AI engines**
- ✓ Our offerings have moved beyond language & engineering services and include
  - ✓ Enterprise product services - ServiceNow / Infor Syteline / Mulesoft
  - ✓ Security Consulting services
  - ✓ Bilingual Managed services

\*\* We continue to expand the services portfolio as we partner with clients and sign MOUs
- ✓ Lastly as per the note on NSE Emerge website, Fidel also sees a decrease in lot size of 1000 shares from Oct 30 onwards, ensuring more liquidity



## Other Updates



## Fidel Softech Limited

Member Since: 2010/03/11



### Corporate Information

**Business Address:** 2nd Floor, West Wing, Marisoft IT Park 3, Marisoft IT Park East Avenue, Cybage Software Private Limited, Unit 202, Pune, Maharashtra, 411014, India

**Tel:** +91 (20) 49007800

**Main Website:** <http://www.fidelsoftech.com>

**Email Address:** [prachi.kulkarni@fixsol.com](mailto:prachi.kulkarni@fixsol.com)

**Employee Size (Range):** 26-50

**Export:** yes

### D&B Information

**DUNS Number:** 650487429

**Credit Report Availability:** On Demand

### Registration Information

**Line of Business:** Engaged in implementing innovative technology solutions & services, content localization services, manpower staffing services and other related services.

**SIC Codes:** 73730100 - Provides systems software development services

**Business Type:** Private Limited Company

**Date of Registration:** 2004

**Registration Number:** Certificate of Incorporation U72200PN2004PLC020061

### Key Employees

**Managing Director:** Ms. Prachi Kulkarni

# Outreach Programs# 1



India-Japan Business Summit 2023, Mumbai



MTS 2023, China



Nasscom Annual Conference, Haryana



Global Fintech Fest, Mumbai



## Client interaction



# Employee Engagements - Q2



**Chandrayaan - 3**



**Independence Day Celebration at Fidel**



**Fidel's annual trip to Pavana hutss and Bedse caves**



Thank You!