



Company Overview & Strategic Priorities

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Safe Harbour

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The question for today

How do we build on our success?
How do we scale growth in the age of AI?

Over two decades of creating value for clients



And building a strong foundation

-  **Deep domain expertise**
-  **Delivery excellence**
-  **Marquee clients**
-  **Financial discipline**

The growth blueprint we laid out for FY24 – FY29

Opportunities identified



Sharper focus on sales

Improve predictability on revenue

Reduce client concentration risk

A common and consistent market message

Our strategic priorities

▶ Strengthen sales ops & effectiveness

▶ Mine existing clients & win new logos

▶ Accelerate AI adoption

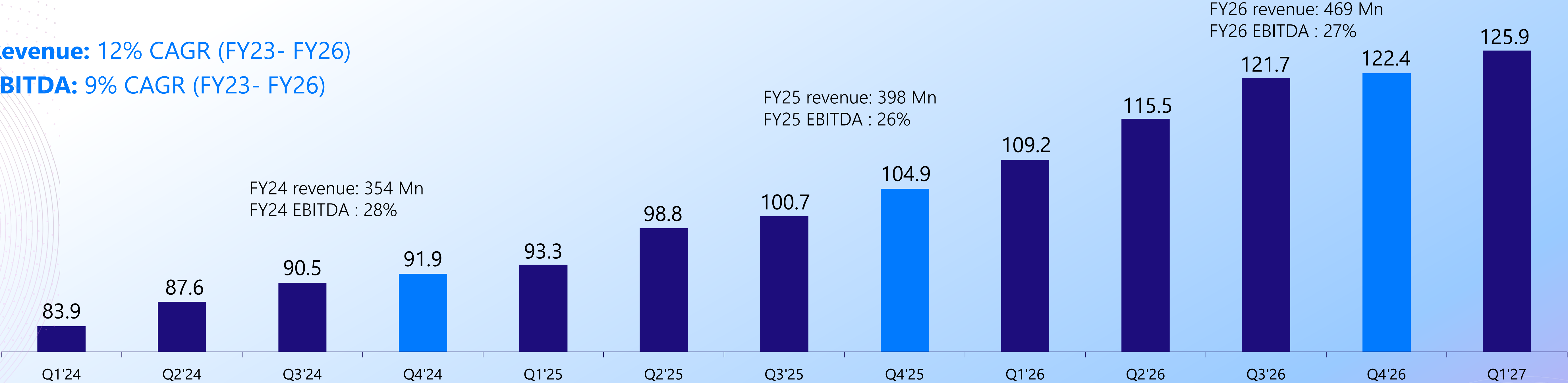
▶ Shift in organizational culture

▶ Enhance our positioning

Three years of building momentum

Revenue: 12% CAGR (FY23- FY26)

EBITDA: 9% CAGR (FY23- FY26)



Top quartile in growth & margins

13 consecutive quarters of sequential growth since FY24

**Uptick in gross sales
110 Mn -> 146 Mn -> 170 Mn**

2 large deals >10mn ACV closed last FY

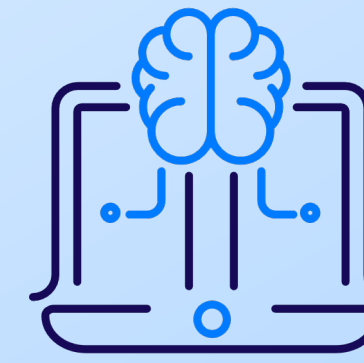
2 new delivery centers In Cairo and Lima

Strong recognition across analyst rankings

The inflection point we are at



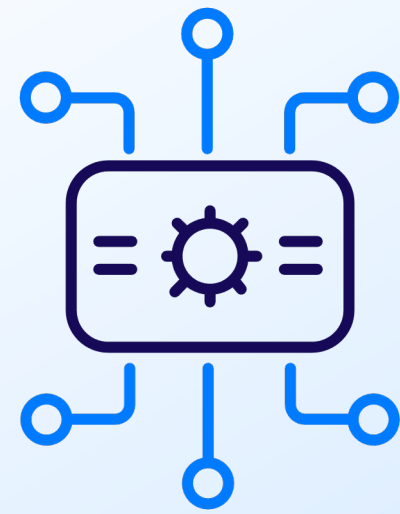
**Client expectations
are changing**



**New opportunities
unlocked by AI**

The opportunity: Partner differently, solve bigger problems, and let AI + domain expertise change what's possible.

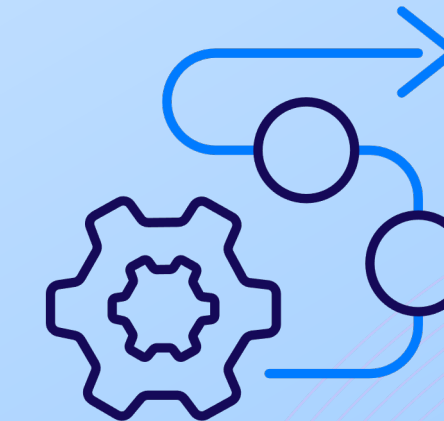
Three pillars for the next phase of growth



**GROW THE CORE
BUSINESS**



SCALE AI



**EXECUTE WITH
DISCIPLINE**

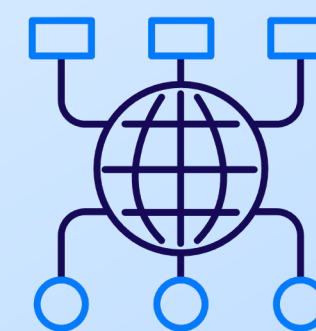
GROW THE CORE BUSINESS

SCALE AI

EXECUTE WITH DISCIPLINE

Deepen wallet share

Move up the value chain



**Our core
business**

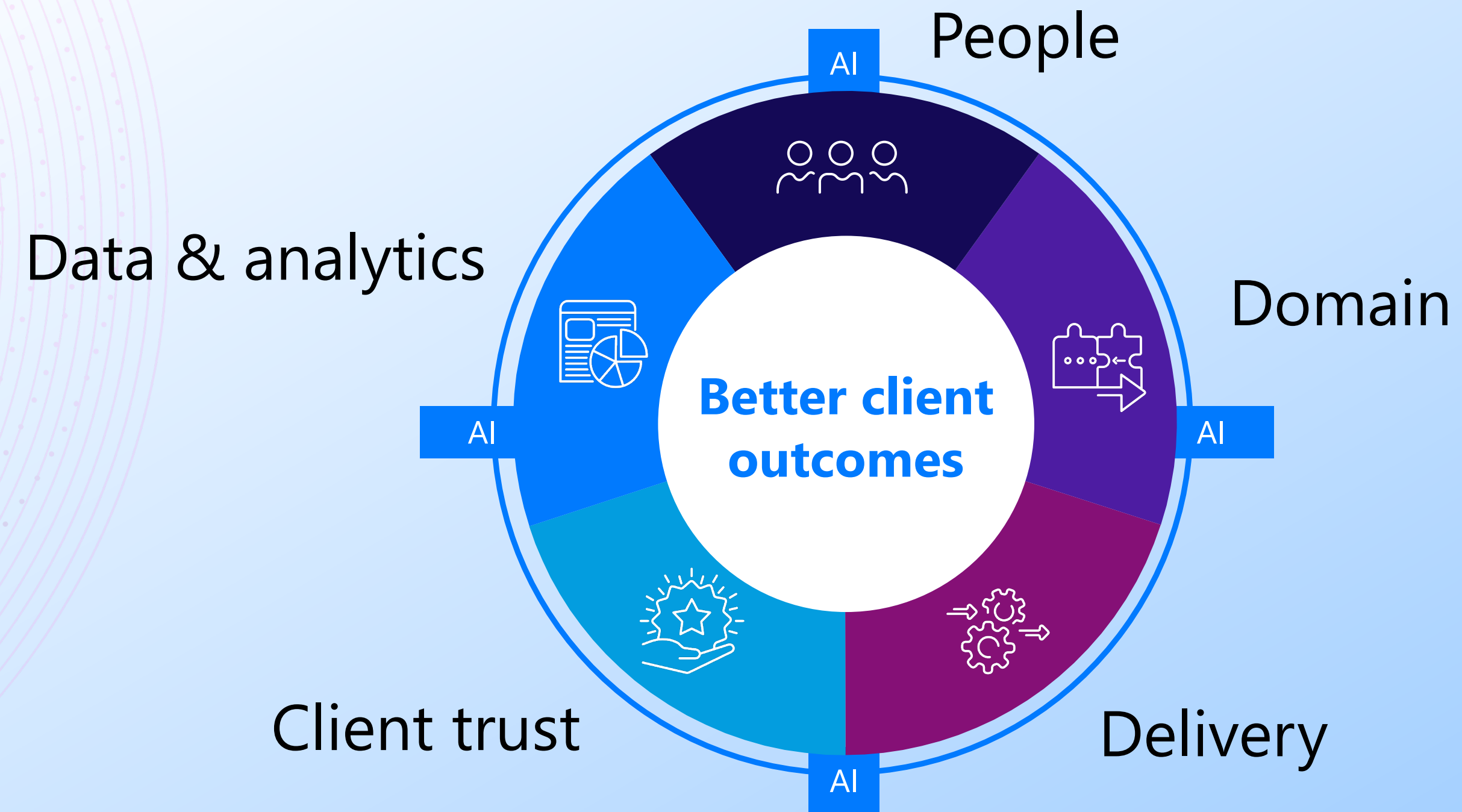
Cross-sell across capabilities

Scale proven solutions

GROW THE CORE BUSINESS

SCALE AI

EXECUTE WITH DISCIPLINE



AI-led operations

Client transformation

Solution embedded products

Employee enablement

GROW THE CORE BUSINESS

SCALE AI

EXECUTE WITH DISCIPLINE



**Calculated
risk taking**



**Investment
in people**



**Client-first
mindset**



**Financial
prudence**



Thank you

Combining deep domain & tech expertise with client insights,
we are uniquely positioned to drive our clients' AI transformation.

