

Ref No.: OTL/Secretarial/SE/2025-26/31

Date: July 16, 2025

To,

Bombay Stock Exchange Limited Phiroz Jeejeebhoy Towers, Dalal Street, Mumbai – 400023	National Stock Exchange of India Ltd., Plot No. C/1 'G' Block Bandra – Kurla Complex Bandra East, Mumbai 400051
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Ref: Scrip Code - BSE: 517536 | NSE: ONWARDTEC

Sub.: Submission of Earnings Presentation on Unaudited Standalone and Consolidated Financial Results of the Company for the Quarter ended June 30, 2025.

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Earnings Presentation on Standalone and Consolidated Unaudited Financial Results of the Company for the quarter ended June 30, 2025.

Kindly acknowledge the receipt of the same.

For Onward Technologies Limited

**Jigar Mehta
Managing Director
DIN:- 06829197**

EARNINGS PRESENTATION

Q1 FY26

16th July 2025



This release may contain certain future prospects, which may be forward-looking statements. Forward-looking statements, by their nature, involve a number of risks and uncertainties that could cause actual results to differ materially from market expectations.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Note: All numbers have been rounded to the nearest digit for convenience of representation.

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Onward Technologies At Glance

Highlights

We are a
global
software
outsourcing
company
specialized in
advanced
digital and
ER&D services.



Corporate Highlights



1991
Established



**12 Global
offices**



2500+
Engineers



Focused Verticals



IE&HM
Industrial Equipment &
Heavy Machinery



T&M
Transportation & Mobility



HCLS
Healthcare & Life Sciences



Robust Financials



17% CAGR
Revenue (FY22 – FY25)



28% CAGR
EBITDA (FY22 – FY25)



10-Years
Consistent dividend payouts



₹135.6 Cr
Total Revenue (Q1 FY26)



12.9%
EBITDA Margin (Q1 FY26)



₹ 110.6 Cr
Cash and Bank Reserves
(30th June 2025)

Focused Industry Offerings



59%

Industrial Equipment & Heavy Machinery

Software and technology services for global product development, testing and integration:

- ❑ Off-Highways: NPD, SCM, autonomy & telematics, digital factory, fleet management & electrification
- ❑ Energy & Utilities: NPD, power gen – gas turbines, diesel, green hydrogen carbon capture, smart grid management, IoT, controller s/w development
- ❑ Industrial: NPD for datacentres, sustenance engineering, connected devices with unified control towers, HVAC systems



36%

Transportation & Mobility

Software services aligned with clients' critical path, focused on outcome and ownership driven engagements for optimized value:

- ❑ SDV led software services – verification & validation and integration
- ❑ End-to-End system and component level design and development
- ❑ Focused offerings in advanced driver assistance systems (ADAS), EV and connected vehicles across the automotive life cycle



3%

Healthcare & Life Sciences

- ❑ New product design, electrical & control systems, and full lifecycle engineering support (including verification & validation (V&V) and aftermarket services)
- ❑ Cloud & DevOps, data engineering & analytics (NLP, LLM), and smart factory enablement for healthcare applications
- ❑ Regulatory submissions (FDA, CE), MDR/IVDR transition support, and RoHS/REACH environmental compliance

Our Distinctive Strengths



Design Thinking and Digital Transformation

Committed to an exclusive focus on design thinking, digital transformation, and product engineering to drive innovation and success.



Robust Processes and Specialized Tools

Highlighting the use of field-tested processes and specialized tools for improved operations, continuous improvement, and value addition.



Global Talent Pool and Collaborative Culture

Emphasizing a global talent pool and a collaborative work environment, empowered by a culture of performance, core values, and investments in learning and organizational development.



Agile Delivery

Our responsive agility, with a delivery model that rapidly mobilizes technical talent through our innovative talent acceleration programs, ensures our services are perfectly aligned with customer needs.



Value-Driven Cost Structure

Our competitive billing rates offer approximately 20% savings on the total cost of engagement, combined with productivity enhancements that consistently exceed client expectations.

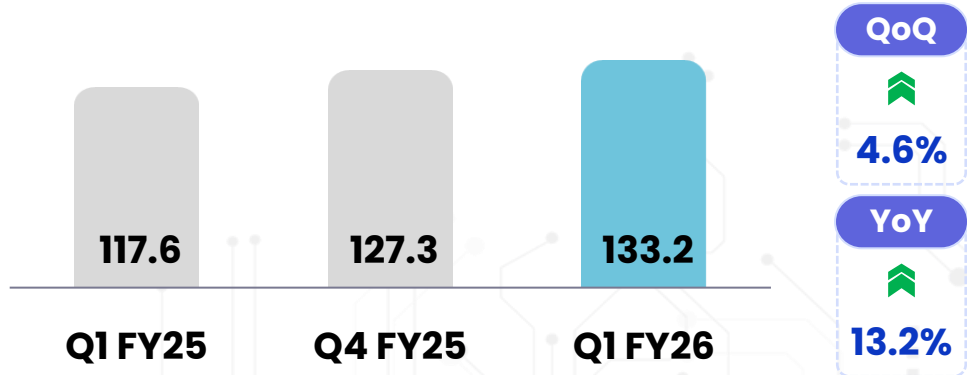
02

Financial Performance

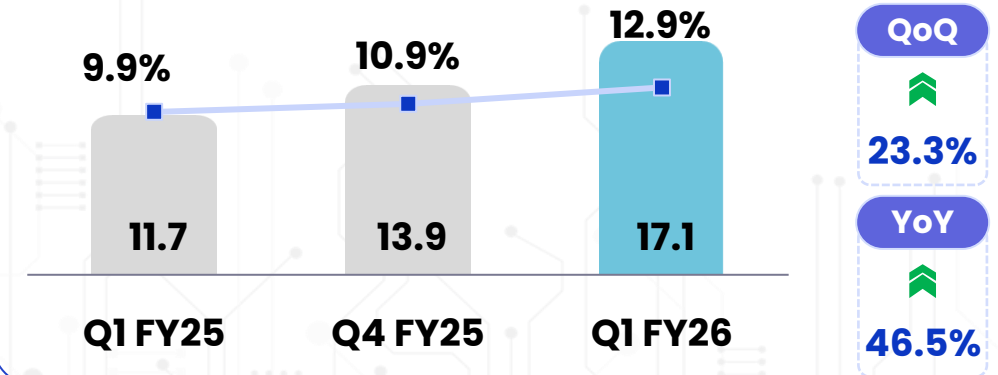
Consolidated Financial Summary – Q1 FY26

(ALL FIGURES IN ₹ CRORE)

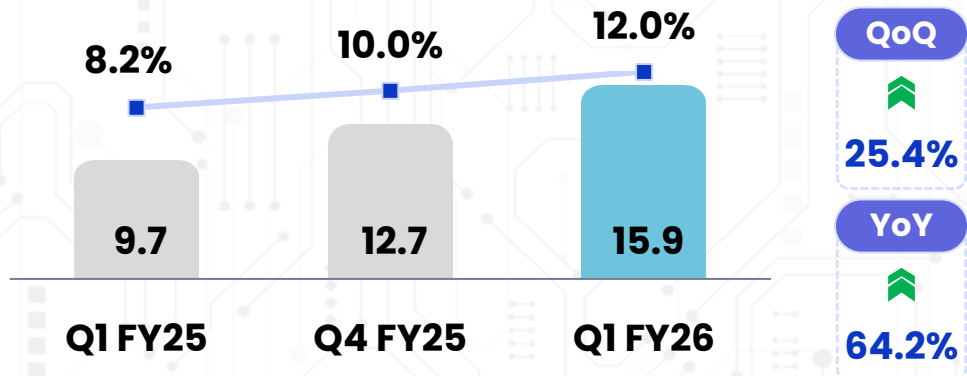
Revenue from Operations



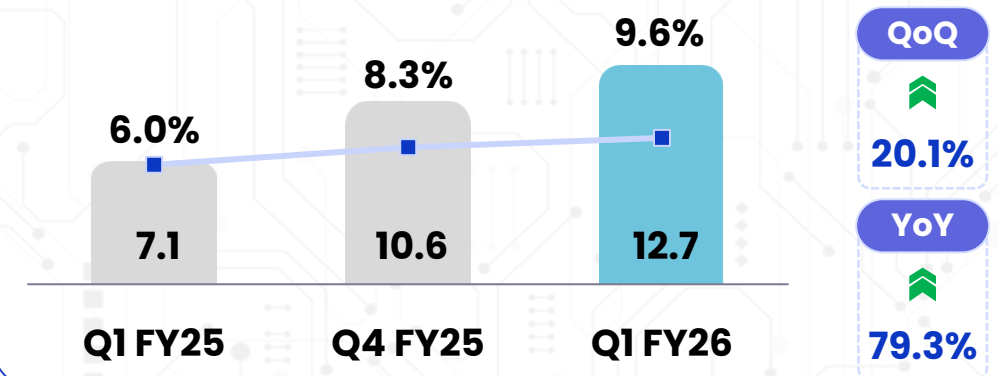
EBITDA & EBITDA Margin %



PBT & PBT Margin %



PAT & PAT Margin %



Consolidated Financial Summary – Q1 FY26

Particulars (in ₹ Crore)	Q1 FY26	Q4 FY25	QoQ Growth	Q1 FY25	YoY Growth
Revenue from Operations	133.2	127.3	4.6%	117.6	13.2%
Other Income	2.5	2.7	(8.6%)	1.8	37.1%
Total Revenue	135.6	130.0	4.3%	119.4	13.6%
EBITDA	17.1	13.9	23.3%	11.7	46.5%
EBITDA Margin (%)	12.9%	10.9%	196 bps	9.9%	293 bps
EBIT	14.0	10.5	32.9%	8.4	66.2%
EBIT Margin (%)	10.5%	8.2%	224 bps	7.1%	334 bps
PBT	15.9	12.7	25.4%	9.7	64.2%
PBT Margin (%)	12.0%	10.0%	198 bps	8.2%	371 bps
PAT	12.7	10.6	20.1%	7.1	79.3%
PAT Margin (%)	9.6%	8.3%	123 bps	6.0%	352 bps
EPS (₹) – Basic	5.61	4.59	22.2%	3.10	80.9%
EPS (₹) – Diluted	5.57	4.56	22.2%	3.10	79.7%

Revenue Metrics

Particulars		Q1 FY26	Q4 FY25	Q1 FY25	FY25
Revenue by Industry (%)	Industrial Equipment & Heavy Machinery (IE&HM)	59%	59%	56%	57%
	Transportation & Mobility (T&M)	36%	37%	37%	38%
	Healthcare & Life Sciences (HCLS)	3%	3%	6%	4%
Revenue By Geography (%)	USA	34%	33%	36%	34%
	Europe	13%	13%	14%	14%
	India	53%	54%	50%	52%
Revenue By Contract Type (%)	Time & Material	89%	88%	85%	86%
	Fixed Time, Fixed Price	11%	12%	15%	14%
Revenue By Engagement Model (%)	Onsite	28%	27%	29%	28%
	Offshore	72%	73%	71%	72%

Revenue Metrics

Particulars		Q1 FY26	Q4 FY25	Q1 FY25	FY25
Client Base	Active Clients	78	80	86	80
	Top 5	48%	50%	51%	50%
	Top 10	63%	64%	68%	66%
	Top 25	85%	84%	84%	84%
	Clients with Annual Billing > USD 1mn	16	13	11	13
Employee Metrics	Total Employees	2,570	2,581	2,493	2,581
DSO (Billed + Unbilled)	Days	71	76	77	76

Key Performing Indicators

Particulars (In ₹ Crore)	FY23	FY24	FY25
Revenue from Operations	440.9	472.4	491.3
Other Income	3.4	7.3	7.2
Total Revenue	444.3	479.7	498.5
Employee Benefit	351.3	357.7	380.1
Other expenses	60.6	62.5	66.5
EBITDA	29.3	52.2	44.7
EBITDA Margin (%)	6.6%	11.1%	9.1%
Depreciation and amortisation	13.0	13.0	13.4
PBT	18.0	45.2	36.3
PBT Margin (%)	4.1%	9.6%	7.4%
PAT	11.5	33.9	27.1
PAT Margin (%)	2.6%	7.2%	5.5%
EPS (₹) – Basic	5.17	15.13	12.00
EPS (₹) – Diluted	5.05	14.81	11.80

Thank You

The software expert to transform your business at speed and scale.

Onward Technologies (BSE: 517536) (NSE: ONWARDTEC) is a leading digital and ER&D outsourcing firm headquartered in Mumbai. We empower global OEMs with rapid innovation and market readiness, optimizing their R&D returns. A responsible corporate force with 2,500+ professionals across 6 countries, we specialize in Automotive, Industrial Products & Heavy Machinery, and Healthcare & Med Tech verticals. For more information, please visit www.onwardgroup.com



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