

Date: July 30, 2025

To,
The Manager
Listing Department
National Stock Exchange (NSE)
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051
Symbol: SAGILITY

To,
The Manager
Listing Department
Bombay Stock Exchange (BSE)
Phiroze Jeejeebhoy Towers
Dalal Street Mumbai - 400 001
Scrip Code:544282

Dear Sir/Ma'am,

Subject: Submission of Investor Presentation to be made to investors on July 30, 2025, pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation to our letter dated July 16, 2025, we are enclosing herewith the presentation to be made to Investors on the Financial Results of Sagility India Limited for the quarter ended June 30, 2025, scheduled today i.e., on Wednesday, July 30, 2025 at 7:30PM (IST).

The details are also being made available on the Company's website <https://sagilityhealth.com/>

This is for your kind information and record.

Thanking You,

For Sagility India Limited

Satishkumar Sakharayapattana Seetharamaiah
Company Secretary & Compliance Officer
M. No: A16008

Encl: a/a

Sagility India Limited

(Formerly Sagility India Private Limited)

Registered Office - No. 23 & 24, AMR Tech Park, Building 2A, First Floor Hongasandara Village, Off Hosur Road,
Bommanahalli, Bengaluru – 560068 Karnataka India

Corporate Identification Number: L72900KA2021PLC150054

Tel. No.: 080-71251500, Website: www.sagilityhealth.com



July 30, 2025

Investor Deck – Q1 FY26

Certain statements in this release concerning Sagility' future growth prospects may be seen as forward-looking statements, which involve a number of risks and uncertainties that could cause the actuals to differ materially from such statements. Sagility does not undertake to update any such statement that may have been made from time to time by or on behalf of the company..

Q1 FY26 Performance Highlights



REVENUE

₹ 15,389
million

Y-o-Y growth
25.8%
*23.1 % at Constant
Currency*

**Organic Y-o-Y
growth**
17.9%
*15.4 % at Constant
Currency*



ADJUSTED
EBITDA

₹ 3,687
million

Margin %
24.0%

**Y-o-Y
growth %**
26.5%



ADJUSTED
PAT

₹ 1,997
million

Margin %
13.0%

**Y-o-Y
growth %**
38.0%



PEOPLE METRICS

Headcount
39,917

**Clinicians &
Technology heads**
3200+

Attrition*
27.6%



BUSINESS
HIGHLIGHTS

- ▶ **17.9% Y-o-Y organic growth** in Q1 FY26 driven by **expansion from existing clients**, while **new wins** are expected to further strengthen momentum in FY26
- ▶ **\$32 M (potential steady state ACV) of new business & expansion won in Q1 FY26**
 - ▶ Expansion and new SOWs from 18 existing clients in Q1 FY26
 - ▶ **4 new clients** onboarded in Q1
- ▶ Helping set-up a GCC for a client on a BOT model
- ▶ **Operations remain robust**, driven by strong performance across key metrics



REWARDS &
RECOGNITIONS

- ▶ Sagility has been named a **Leader by Avasant** in both - the **Healthcare Payer Business Process Transformation 2025** RadarView and in the **Clinical and Care Management Business Process Transformation 2025** RadarView
- ▶ Sagility won the **'Most Preferred Workplace FY'26'** award by Marksmen Daily

Note:

Adjusted EBITDA represents EBITDA adjusted for earnouts payable under the acquisition agreements (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income (including forex gain/loss).

*Voluntary attrition (considering employees who were employees for more than 90 days) on an annualized basis

Quarterly KPIs

	Q1 FY26	Q4 FY25	Q1 FY25	YoY%
Revenue from Operation (in INR Million)	15,389	15,685	12,233	25.8%
Revenue by Vertical Split				
By Payer %	88.4%	89.7%	89.1%	
By Provider %	11.6%	10.3%	10.9%	
Growth in revenue from operation (%)	25.8%	22.2%	9.6%	
Adjusted EBITDA (in INR Million)	3,687	4,176	2,916	26.5%
Adjusted EBITDA %	24.0%	26.6%	23.8%	
Adjusted PAT (in INR Million)	1,997	2,398	1,447	38.0%
Adjusted PAT %	13.0%	15.3%	11.8%	
Total Number of Employees	39,917	39,409	35,858	11.3%
Voluntary attrition rate* (%)	27.6%	32.5%	27.3%	

Note:

Adjusted EBITDA represents EBITDA adjusted for earnouts payable under acquisition agreements (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income (including forex gain/loss).
 Voluntary attrition (considering employees who were employees for more than 90 days) on an annualized basis

Annual KPIs

	Q1 FY26	FY25	FY24	FY23
Number of Client groups*				
Active	77	75	44	35
Number of new client addition (Gross)	4	38	13	7
Delivery sites				
Number of delivery sites	33	33	30	27
New site addition (Gross)	2	10	4	2
	TTM Jun 25	FY25	FY24	FY23
Client groups contribution to revenues				
Top 3 Client %	64.7%	66.2%	68.3%	72.4%
Top 5 Client %	76.3%	77.9%	79.2%	80.6%
Top 10 Client %	89.4%	90.5%	91.4%	90.7%
Number of Million-dollar client groups				
Number of clients contributing more than US\$20 million	7	7	5	4
Number of clients contributing to US\$5 - US\$20 million	6	6	7	7
Number of clients contributing to US\$1 - US\$5 million	17	12	12	12
Number of clients contributing less than US\$1 million	47	50	20	12

* Client groups comprise client entities together with their affiliates.

Market Updates

Market Changes

Impact on Payer/ Provider

Likely Impact on Sagility

One Big Beautiful Bill – Cuts in Federal Medicaid Spending

- ▶ Revenue and margin are expected to be impacted for both Payers (due to drop in Medicaid Memberships and Medicaid funding cuts) and Providers (due to rising uninsured populations and lower reimbursement rates).

- ▶ Low exposure to Medicaid (mid-single digits). Minimal impact of drop in Membership
- ▶ Increase in outsourcing by Payers & Providers to manage costs.

Rising Medicare utilization rates impacting profitability

- ▶ This is expected to strain Payer margins; however, CMS increased MA payments by 5.06% for CY2026

- ▶ Increase in outsourcing to manage costs better; however, pricing pressure to increase
- ▶ Strong tailwinds for higher outsourcing in clinical segment

Tariffs

- ▶ Likely tariff driven increase in cost of imported medical equipment & Pharmaceuticals. Providers more exposed to Tariff risks than payers.

- ▶ No tangible impact

Growing adoption of generative and agentic AI

- ▶ GenAI is gaining ground though Adoption is gradual. Emerging use cases. Domain expertise is the differentiator to driving meaningful outcomes

- ▶ Deep healthcare expertise and the continued investments in building AI use cases in Healthcare, positions Sagility to deliver better business outcomes through lower cost and better end customer experience

Accelerating Value Delivery with AI

Client Use cases: As on date, we have deployed roughly 18 AI based use-cases across 8 clients. We are also working on 15+ additional use cases that are relevant to the work that we currently do for our clients. Some examples below:



Nurse Assist: Clinical reviews by enabling automated understanding and application of medical necessity guidelines across unstructured medical records



Appeals assist: AI driven real-time support system that classifies appeals, extracts information, helps in decision making and that helps improve star ratings for payors and for providers, analyses denial reasons, checks medical records, determines medical necessities and generate appeal letters



Engagement Audit and analytics: Using AI in engagement automation, audit and business intelligence solution for multi-channel interactions



Contract Validation: AI based extraction and normalization of terms from complex payer-provider contracts

In addition, we are **building Agentic AI solutions to transform the way we run our business**; Agentic AI collaborators will enhance our recruitment and training outcomes, lowering costs and helping us to serve our clients better

A photograph of three business professionals (two women and one man) smiling and looking at a laptop screen in a modern office setting. The image is overlaid with a blue geometric pattern and a semi-transparent blue rectangle containing the text "Financial Highlights".

Financial Highlights

Q1 FY26 Financial Highlights

Strong Q1 FY26 Performance



₹ 15,389 million

Y-o-Y growth %

25.8%

23.1 % at Constant Currency

Organic Y-o-Y growth %

17.9%

15.4 % at Constant Currency



₹ 3,687 million

Margin %

24.0%

Y-o-Y growth %

26.5%



₹ 1,997 million

Margin %

13.0%

Y-o-Y growth %

38.0%



₹ 3,211 million

Conversion %

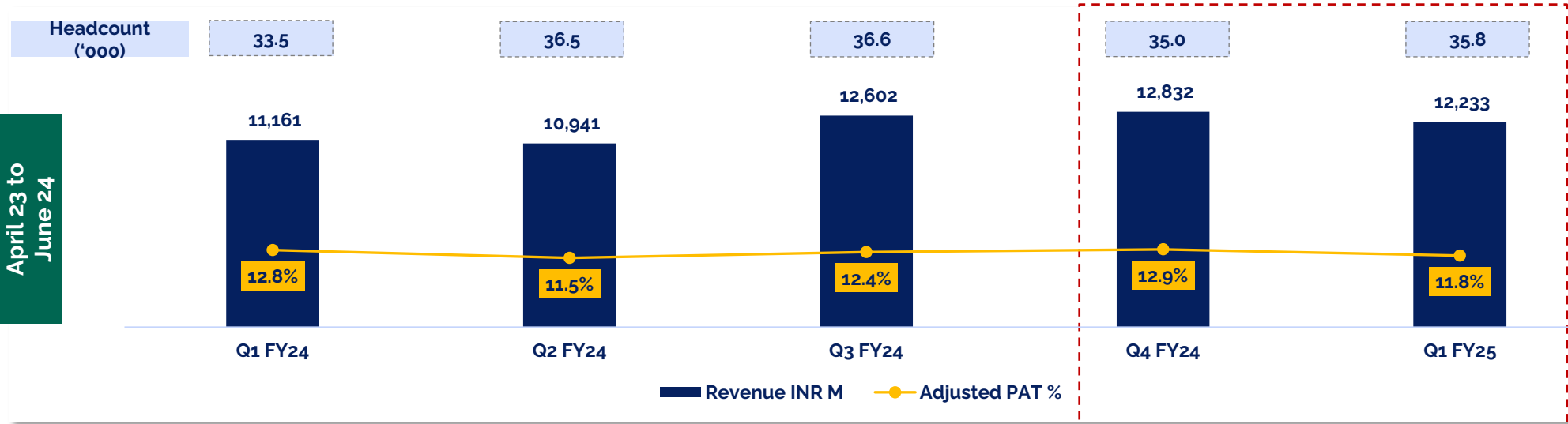
90.2%

DSO

75 days

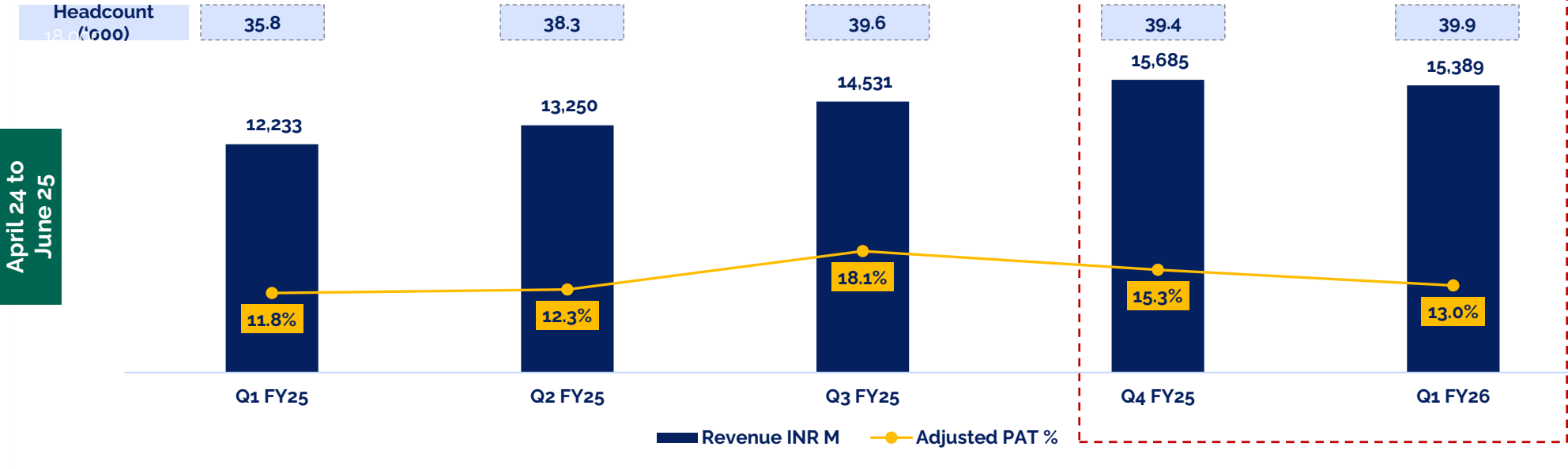
Quarter wise performance

April 23 to June 24



Impact of seasonality on Q1 vs Q4

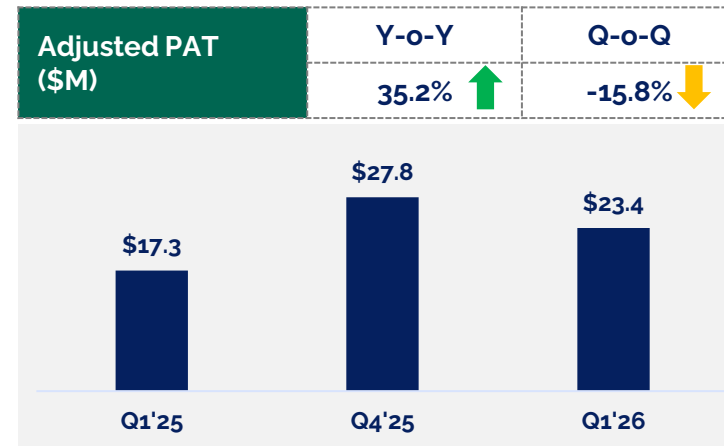
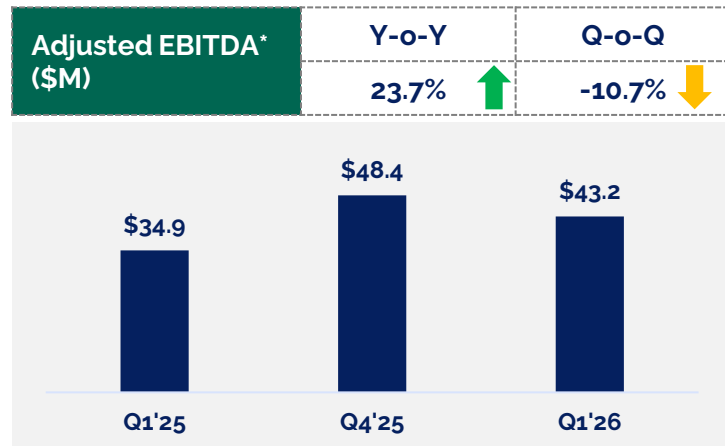
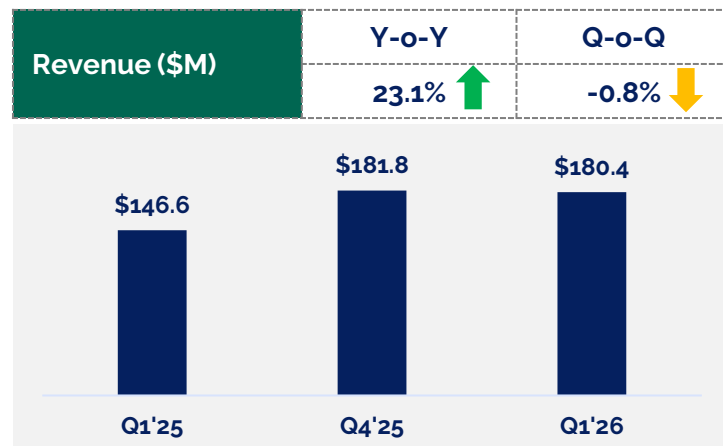
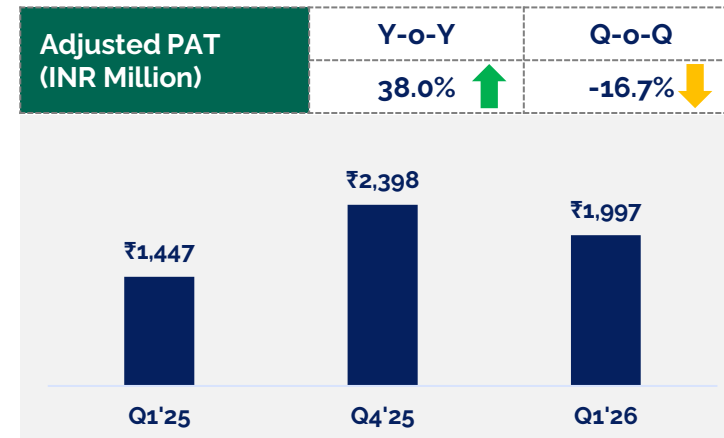
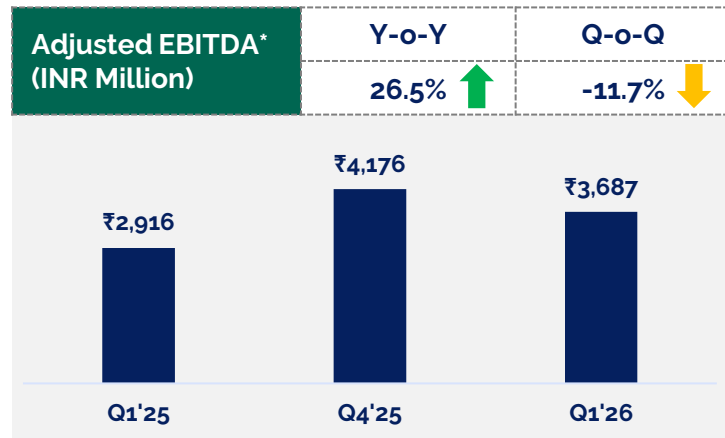
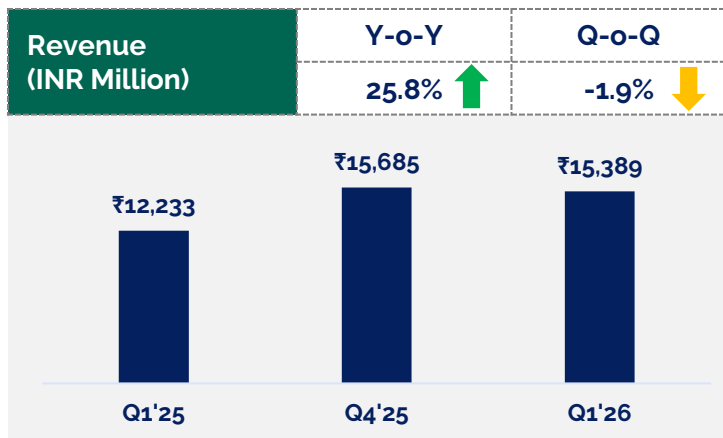
April 24 to June 25



Increase in ETR in Q1 vs Q4

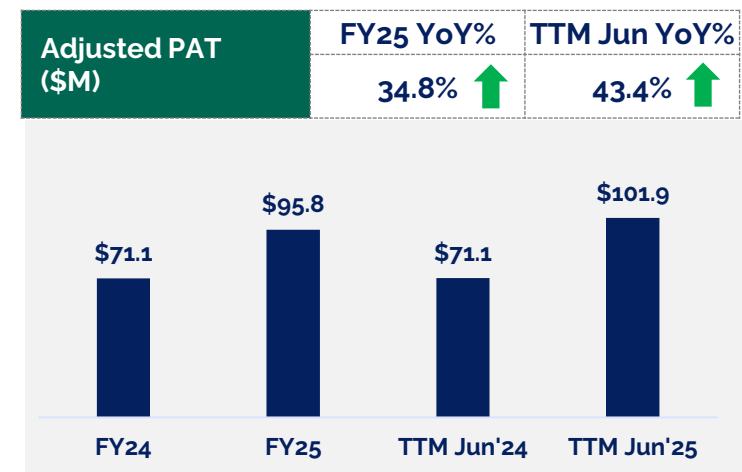
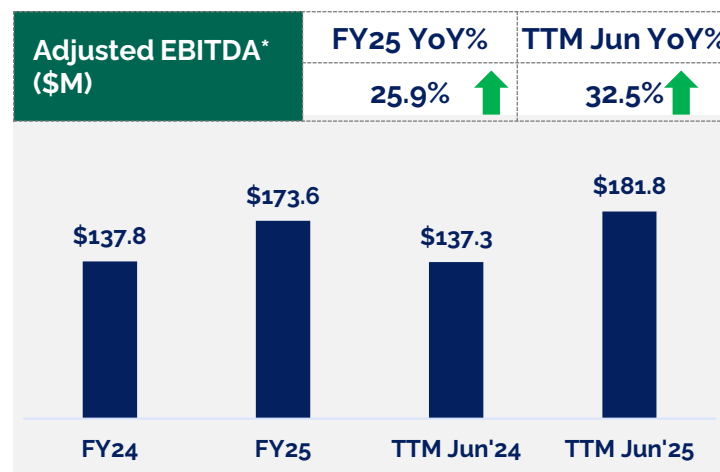
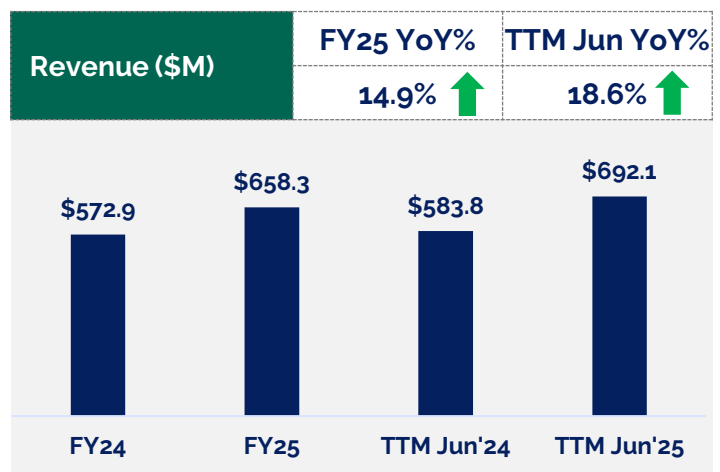
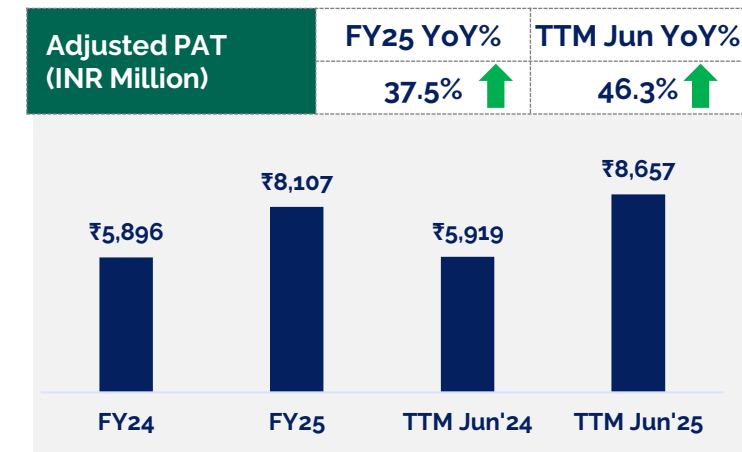
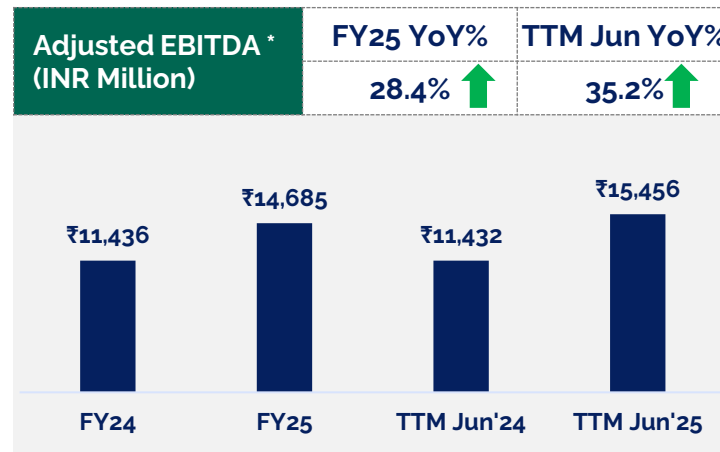
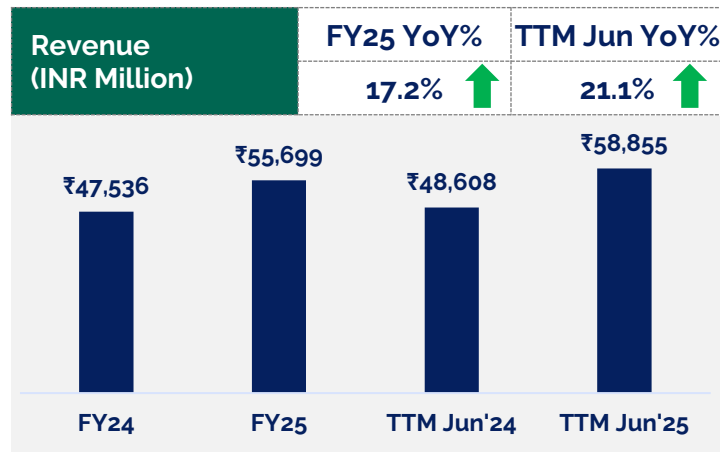
* Q1 FY26 and Q4 FY25 Headcount includes BroadPath Headcount of 1,093 and 1,083 respectively (acquired in Q4 FY25)

Financial performance snapshot – Q1 FY26



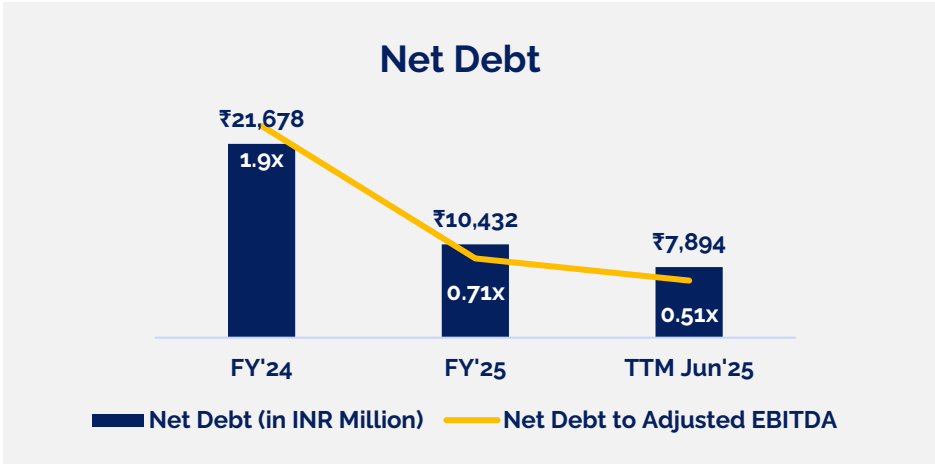
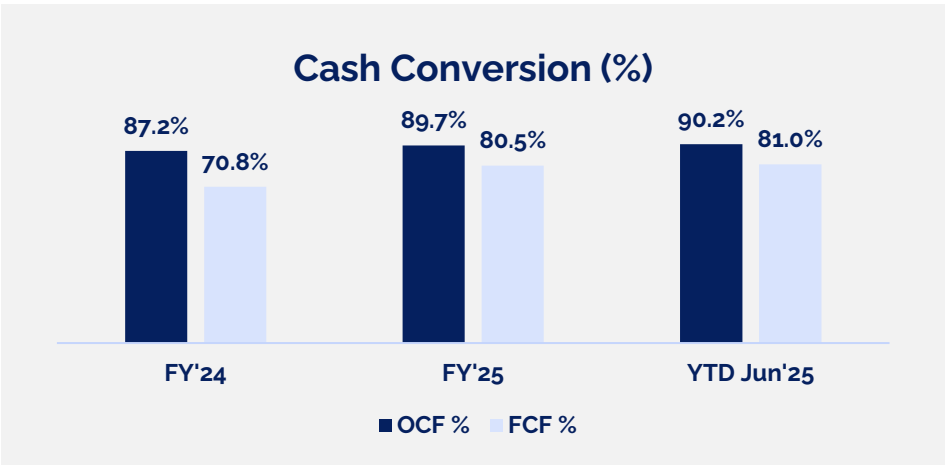
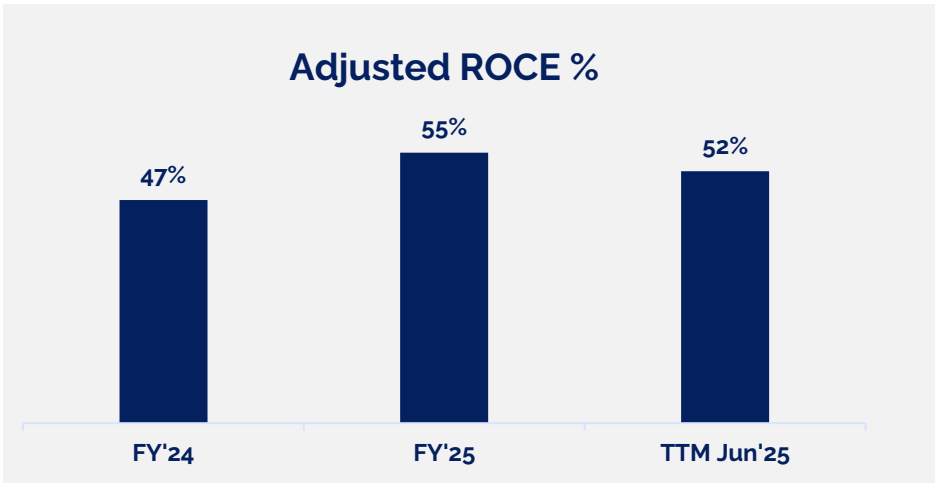
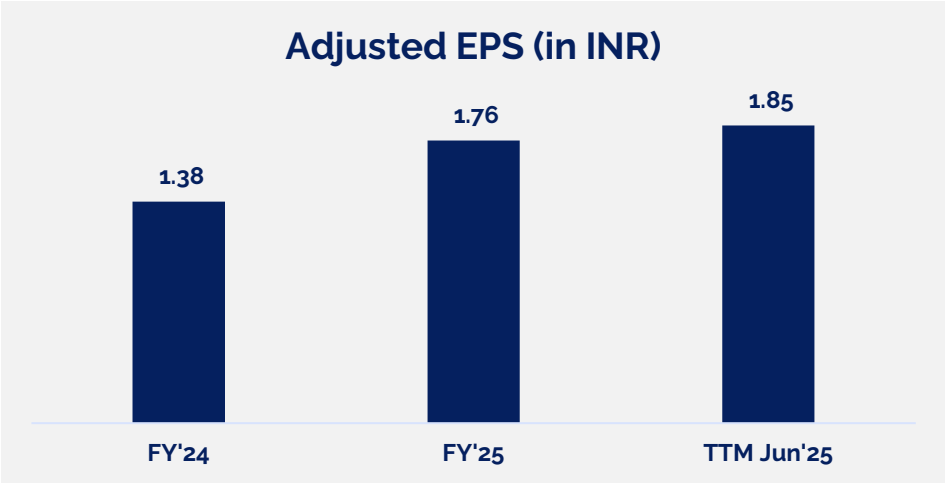
*Adjusted EBITDA represents EBITDA adjusted for earnouts payable under the acquisition agreements (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income (including forex gain/loss).

Financial performance snapshot – Long Term



*Adjusted EBITDA represents EBITDA adjusted for earnouts payable under the acquisition agreements (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income (including forex gain/loss).

Financial Indicators



Adjusted EPS is Adjusted PAT divided by weighted average number of equity shares
Adjusted ROCE is Adjusted PAT plus Interest cost divided by capital employed (Assets excluding goodwill and intangibles assets less current liabilities)
Net Debt is Borrowing plus lease liabilities less Cash and Cash equivalent. Borrowing doesn't include accrued interest

Q1 FY26 Consolidated Profit and Loss

Amt in INR M

Particulars	Q1 FY26	Q4 FY25	Q1 FY25	YoY%	QoQ%
Revenue from Operation	15,389	15,685	12,233	25.8%	-1.9%
Employee benefits expense*	9,646	9,429	7,527		
Other expenses^	2,056	2,079	1,790		
Adjusted EBITDA**	3,687	4,176	2,916	26.5%	-11.7%
Adjusted EBITDA %	24.0%	26.6%	23.8%		
Adjustments:					
M&A Earnouts	155	207	124		
SAR (stock appreciation right) – Non Cash	71	104	852		
Other Income^^	50	101	35		
Forex Gain / (Loss)	49	-135	209		
Reported EBITDA	3,560	3,832	2,184	63.0%	-7.1%
Finance costs	274	298	374		
Depreciation and amortisation	1,182	1,143	1,100		
Profit Before Tax	2,104	2,390	710	196.3%	-12.0%
Tax Expenses	618	564	487		
Reported Profit After Tax	1,486	1,826	223	566.4%	-18.6%
EPS	0.32	0.39	0.05	530.0%	-18.6%
Adjusted PAT	1,997	2,398	1,447	38.0%	-16.7%
Adjusted PAT %	13.0%	15.3%	11.8%		
Adjusted EPS (Rs)	0.43	0.51	0.33	30.5%	-16.7%

► Q1 26 Organic Revenue at INR 14,429 Mn (YoY% 17.9% and 15.4% at constant currency YoY%)

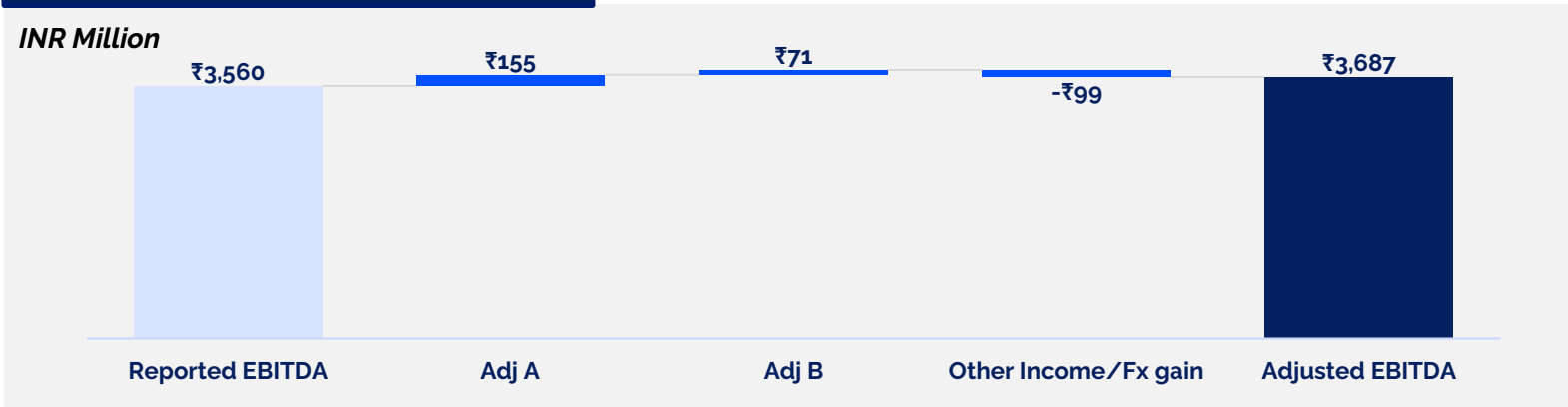
*Employee benefits expense excludes M&A earnout and SAR (shown separately under adjustments),

^ Other expenses exclude forex loss. ^^ Other income excludes forex gain. Forex Gain and Forex Loss clubbed together and shown separately.

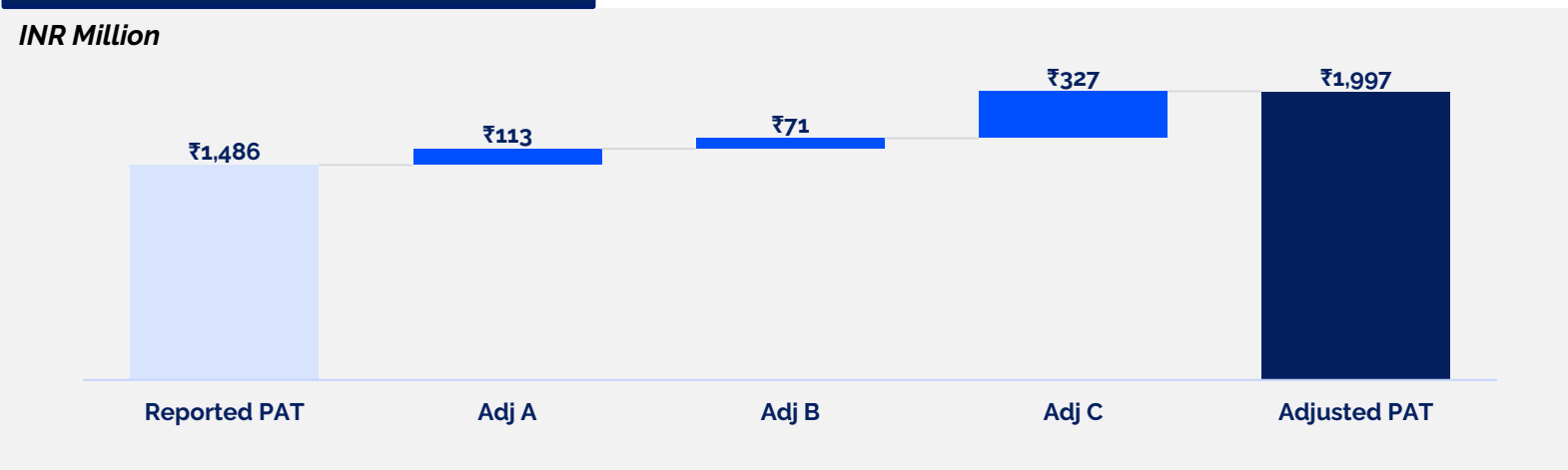
** Adjusted EBITDA represents EBITDA adjusted for earnouts payable under the acquisition agreements (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income (including forex gain/loss).

Adjustments on EBITDA and PAT

Adj EBITDA Bridge: Q1 FY26



Adj PAT Bridge: Q1 FY26



Adj A - Earnouts under acquisition agreements and for PAT it is adjusted for tax
 Adj B - Share based payment awards (non-cash expenses for the company and not tax deductible)
 Adj C - Amortization of intangible assets that got created due to carveout of healthcare business from HGS

Go Forward Positions

Amt in INR M

Particulars	FY25	FY26	FY27	FY28	FY29	FY30
Closing Debt position	8,020	5,670				
Debt Repayment	2,490	2,350	5,670			
Interest Payment	751	535	285			
Share based Payment awards	1,134	251	147	78	40	
Earnouts Cost - DCI / Birch/ BroadPath	571	495	5			
Intangibles Amortisation (A)	1,400	1,419	1,419	1,419	1,419	1,419
Intangibles Amortisation (B)	188	381	371	356	284	240

- Intangibles Amortisation (A) - Amortization of intangible assets that got created due to carveout of healthcare business from HGS
- Intangibles Amortisation (B) - Amortisation for intangible assets acquired in relation to acquisitions (DCI, Birch and BroadPath) – Ends by FY33

Balance Sheet as on 30th June 25

<i>Amt in INR M</i>		
Particulars	Jun 25	Mar 25
Property, plant and equipment	3,600	3,699
Capital-work-in-progress	19	0
Right-of-use assets	5,273	5,521
Goodwill	60,382	60,390
Other intangible assets	19,930	20,362
Trade receivables and Unbilled	12,994	12,668
Cash and cash equivalents	4,538	3,438
Deferred tax assets (net)	1,285	1,337
Other Assets	3,204	3,091
Total Assets	111,225	110,507
Equity	85,162	83,361
Borrowings	6,903	8,170
Lease liabilities	5,656	5,850
Trade payables	2,023	2,136
Deferred tax liabilities (net)	4,027	4,279
Other Liabilities	7,455	6,712
Total Liabilities	111,225	110,507

Cash Flow – Q1 FY26

Amt in INR M

Particulars	Q1 FY26	FY25
Profit before tax for the period/ year	2,104	7,602
Adjustment for Non-Operating and Non-Cash items	1,552	6,982
Adjustment for working capital	(254)	(710)
Income taxes paid (net of refunds)	(191)	(1,734)
Net cash flows generated from operating activities (A) - OCF	3,211	12,141
Addition to Fixed Assets	(326)	(1,244)
Free Cash flow (FCF)	2,885	10,896
Cash paid for M&A	0	(4,825)
Pending Purchase consideration paid for healthcare business carveout	0	(3,756)
Others	81	184
Net cash flows (used in) investing activities (B)	(245)	(9,642)
Capital infused by promoter	0	3,708
Share Issue expense (paid)/ reimbursed	0	72
Repayment of Promoter borrowings (include Interest)	(1,425)	(4,567)
Repayment of lease liabilities (include Interest)	(456)	(1,774)
Net cash flows (used in) financing activities (C)	(1,881)	(2,561)
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	1,086	(62)
Cash and cash equivalents at the beginning of the year/period	3,438	3,441
Effect of movement in exchange rates on cash and cash equivalents	15	58
Cash and cash equivalents at the end of the year/ period	4,538	3,438
Net cash flows generated from operating activities % (OCF on Reported EBITDA)	90.2%	89.7%
Free Cash flow % (FCF on Reported EBITDA)	81.0%	80.5%

P&L for Previous Quarters



Amt in INR M

Particulars	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26
Revenue from Operation	11,161	10,941	12,602	12,832	12,233	13,250	14,531	15,685	15,389
Employee benefits expense*	6,361	6,674	7,912	7,925	7,527	7,912	8,415	9,429	9,646
Other expenses^	1,881	1,795	1,789	1,764	1,790	1,874	1,988	2,079	2,056
Adjusted EBITDA**	2,919	2,472	2,901	3,143	2,916	3,465	4,127	4,176	3,687
Adjusted EBITDA %	26.2%	22.6%	23.0%	24.5%	23.8%	26.1%	28.4%	26.6%	24.0%
Adjustments:									
M&A Earnouts	282	132	71	70	124	120	120	207	155
SAR (stock appreciation right) – Non Cash	0	0	0	0	852	93	85	104	71
Other Income^^	15	98	-8	8	35	153	99	101	50
Forex Gain / (Loss)	100	193	-164	38	209	-241	341	-135	49
Reported EBITDA	2,751	2,632	2,659	3,119	2,184	3,165	4,362	3,832	3,560
Finance costs	471	483	468	429	374	297	302	298	274
Depreciation and amortisation	1,661	1,715	1,756	1,760	1,100	1,264	1,162	1,143	1,182
Profit Before Tax	619	434	435	929	710	1,604	2,898	2,390	2,104
Tax Expenses	194	84	-271	127	487	431	729	564	618
Reported Profit After Tax	425	350	706	802	223	1,173	2,169	1,826	1,486
EPS	0.10	0.08	0.16	0.19	0.05	0.25	0.46	0.39	0.32
Adjusted PAT	1,424	1,254	1,567	1,651	1,447	1,636	2,626	2,398	1,997
Adjusted PAT %	12.8%	11.5%	12.4%	12.9%	11.8%	12.3%	18.1%	15.3%	13.0%
Adjusted EPS (Rs)	0.33	0.29	0.37	0.39	0.33	0.35	0.56	0.51	0.43

*Employee benefits expense excludes M&A earnout and SAR (shown separately under adjustments),

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** Adjusted EBITDA represents EBITDA adjusted for earnouts payable for acquisitions (DCI, BirchAI & BroadPath), share-based payment awards and exclude other income / forex gain or loss).

A photograph of three business professionals (two women and one man) smiling and looking at a laptop screen in a modern office setting. The image is overlaid with a blue geometric pattern and a semi-transparent blue rectangle containing the text "Thank You".

Thank You