

Date: October 29, 2025

To,
The Manager
Listing Department
National Stock Exchange of India Limited (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
BSE Limited (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 October 29, 2025, pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation of our letter dated October 17, 2025, please find enclosed the presentation to be made to investors on the financial results of Sagility Limited for the quarter and half-year ended September 30, 2025, during the meeting scheduled today, i.e., Wednesday, October 29, 2025, at 7:30 p.m. (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 Limited
(formerly Sagility India Limited, Sagility India Private Limited)

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

Encl: a/a

Sagility Limited

(Formerly Sagility India Limited, earlier 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, E-mail: investorservices@sagility.com, Website: www.sagilityhealth.com



October 29, 2025

Investor Deck – Q2 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..

Performance Highlights



Q2 FY26 summary



₹ 16,585
million

Y-o-Y growth
25.2%

20.0% at Constant
Currency



₹ 4,352
million

Margin %
26.2%

Y-o-Y growth
25.6%



₹ 3,010
million

Margin %
18.1%

Y-o-Y growth
84.0%

**Organic Y-o-Y
growth**
16.0%

11.1% at Constant
Currency

- ▶ **16.0% Y-o-Y organic growth** in Q2 FY26 **driven by expansion from existing clients**, while **new wins** are expected to further strengthen momentum in H2
- ▶ **\$34 M (potential steady state ACV)** of new business & expansion won in Q2 FY26
 - ▶ Expansion and new SOWs from 24 existing clients in Q2 FY26
 - ▶ **5 new clients** onboarded in Q2 (total 9 in H1 FY26)
 - ▶ **2 new SOWs** from cross-sell to Broadpath clients in Q2 (3 in H1)
- ▶ **Strong client engagement** continues, with deal constructs evolving beyond traditional service delivery models. Sharper emphasis on transformation, consulting-led value creation, and measurable cost take-out initiatives.

Interim dividend of ₹0.05 per share

H1 FY26 summary



₹ 31,974
million

Y-o-Y growth
25.5%

21.4% at Constant
Currency

**Organic Y-o-Y
growth**
16.9%

13.2% at Constant
Currency



₹ 8,039
million

Margin %
25.1%

Y-o-Y growth
26.0%



₹ 5,007
million

Margin %
15.7%

Y-o-Y growth
62.4%



- ▶ Great Place to Work-Certified™ in India in Sept 2025
- ▶ Winner of the Asia CEO Awards 2025 – “Service Excellence Company of the Year” for Sagility Philippines



Headcount
44,185

**Clinicians &
Technology heads**
3400+

KPIs

	Q2 FY26	Q1 FY26	Q2 FY25	YoY%		H1 FY26	H1 FY25	YoY%
Revenue from Operation (in INR Million)	16,585	15,389	13,250	25.2%		31,974	25,484	25.5%
Revenue by Vertical Split								
By Payer %	88.5%	88.4%	89.2%			88.4%	89.2%	
By Provider %	11.5%	11.6%	10.8%			11.6%	10.8%	
Growth in revenue from operation (%)	25.2%	25.8%	21.1%			25.5%	15.3%	
Adjusted EBITDA (in INR Million)	4,352	3,687	3,465	25.6%		8,039	6,381	26.0%
Adjusted EBITDA %	26.2%	24.0%	26.1%			25.1%	25.0%	
Adjusted PAT (in INR Million)	3,010	1,997	1,636	84.0%		5,007	3,083	62.4%
Adjusted PAT %	18.1%	13.0%	12.3%			15.7%	12.1%	
Total Number of Employees	44,185	39,917	38,830	15.1%		44,185	38,830	15.1%
Voluntary attrition rate* (%)	26.3%	27.6%	25.8%			26.3%	26.7%	

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

	H1 FY26	FY25	FY24	FY23
Number of Client groups*				
Active	82	75	44	35
Number of new client addition (Gross)	9	38	13	7
Delivery sites				
Number of delivery sites	34	33	30	27
New site addition (Gross)	3	10	4	2
	TTM Sept 25	FY25	FY24	FY23
Client groups contribution to revenues				
Top 3 Client %	63.1%	66.2%	68.3%	72.4%
Top 5 Client %	74.4%	77.9%	79.2%	80.6%
Top 10 Client %	87.6%	90.5%	91.4%	90.7%
Number of Million-dollar client groups				
Number of clients contributing more than US\$20 million	8	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	51	50	20	12

* Client groups comprise client entities together with their affiliates.

Recent Market Updates

Market Changes

Impact on Payer/ Provider

Likely Impact on Sagility

Normalization of tariffs as a long-term policy measure

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

- ▶ No tangible impact

Marketplace Integrity and Affordability Final Rule

- ▶ Payers must upgrade eligibility, enrollment, and compliance systems to meet stricter verification and reporting rules. Premium inflows to ACA focused payers likely to reduce.
- ▶ Providers may face shifts in patient coverage, requiring tighter eligibility checks and revenue-cycle vigilance

- ▶ Sagility is well positioned to support Payers in increased demand for automation-led Eligibility & enrolment validation.

HIRE Act 2025

- ▶ 25% Excise tax on Outsourcing payments to foreign entities for services to US consumers. The bill has not yet passed the Senate or the House
- ▶ Margin compression of payers and providers

- ▶ Payers and providers are expected to increasingly adopt technology-driven solutions to optimize costs.
- ▶ Even with proposed taxes, offshoring would remain more cost-effective than onshore.

H- 1B policy

- ▶ Sagility does not rely on the H-1B program.
- ▶ Over 99% of Sagility employees in the US are citizens or green card holders

Larger and more complex deal constructs

Transform in place



OBJECTIVE

For a large national payer, traditional levers like offshoring and automation has matured with diminishing returns. They wanted to **unlock further cost savings through next-generation levers.**



SOLUTION

Sagility has created **an AI-driven transform-in-place solution**, which combined inputs from operations analytics, process engineering, AI/ML & GenAI to deliver an additional 20+% savings.



DEAL CONSTRUCT

Commercial construct in such models is "per-member-per-month (PMPM)" which will de-risk the payer vs traditional billing models like Transaction Rate or FTE rate.

Savings delivered over committed reduction will have "Gain-Share"

Transform and elevate Engagement

A large regional payer wanted to achieve substantial **cost takeout and elevate Member & Provider engagement experience**, using Sagility's cloud-based engagement services and GenAI.

Sagility has **proposed a GenAI-powered, cloud-based engagement solution to achieve 25-40% savings**, across Members, Brokers and Provider interactions. The savings are from GenAI enabled transaction containment (self-service) and productivity improvement (Agent-Assist).

Commitment on savings

AI Agents to process transactions at a fraction of cost of transaction processed by humans.

Revenue Growth through bundled technology and services

A leading national payer providing B2B services (provider Network & claims repricing) to Health Benefit companies and other Health plans was **looking to grow revenues by providing new services like provider payments and engagement.**

Sagility **designed a shared-services model along with a technology partner** who will provide data aggregation services and integration with Sagility's CRM to enable operational services like Provider Payments and engagement.

Per-member-per-month (PMPM) model which covers both platform and operational expenses, delivering cost savings and reducing cost volatility for clients.

Sagility Thought Leadership

What's New & What's Next for 2025

Case Studies & White Papers

One Big Beautiful Bill Act



Case Studies

Corrected Claims RPA
Saves Leading Blues
Plan \$1M



AI, RPA Improves
Dental Appeals, Boosting
Efficiency by 30%,
Accuracy by 50%



Claims Automation
Saves \$1.5M for Leading
Payer



Agile Claims
Migration to Facets
Platform Saves \$11M



Solution Videos

AI-enabled Virtual Agent



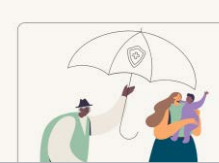
Nurse Assist



Events & Expert Talks

One Big Beautiful Bill: The Payer Playbook for Readiness

Sep 25, 2025 1:00 pm EDT Presented by sagility

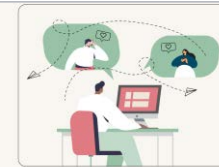


AHIP Webinar – September

Highest registration
AHIP has had in 2025

How Real-time Insight into Customer Touchpoints Elevates Experiences and Operations

Oct 29, 2025 1:00 pm EDT Presented by sagility



AHIP Webinar – October

Featuring insights and
deployed examples of
Sagi360



Availity + Sagility

Co-marketed solution
to be featured

Client Use cases: As on date, we have deployed **25** AI based use-cases (**7 new use-cases in the last quarter**) across **9** clients.

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

Financial Highlights

Q2 FY26



H1 FY26



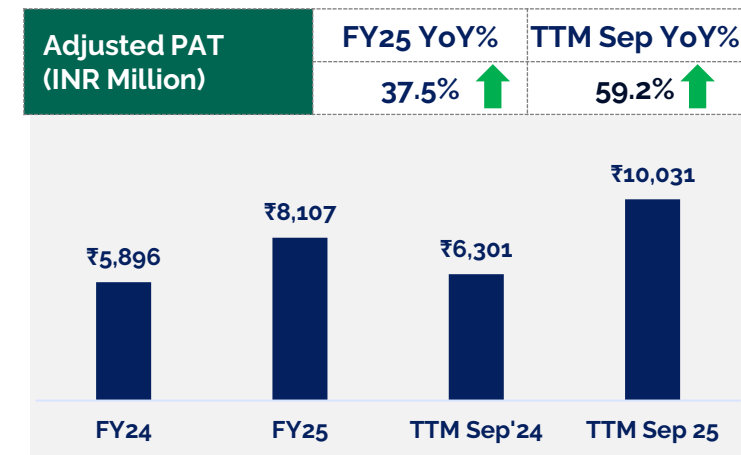
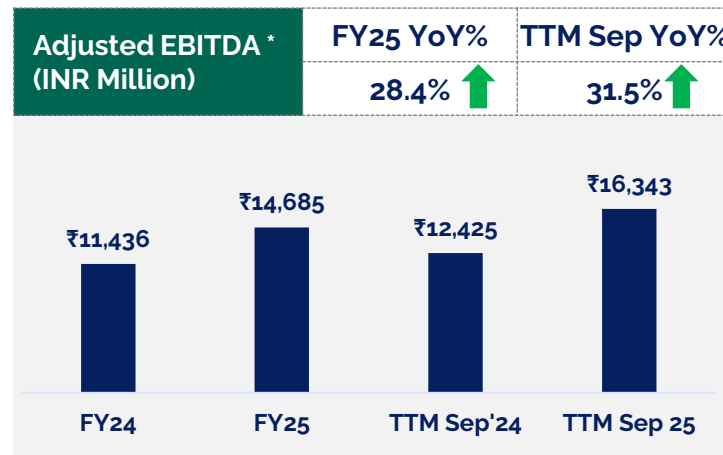
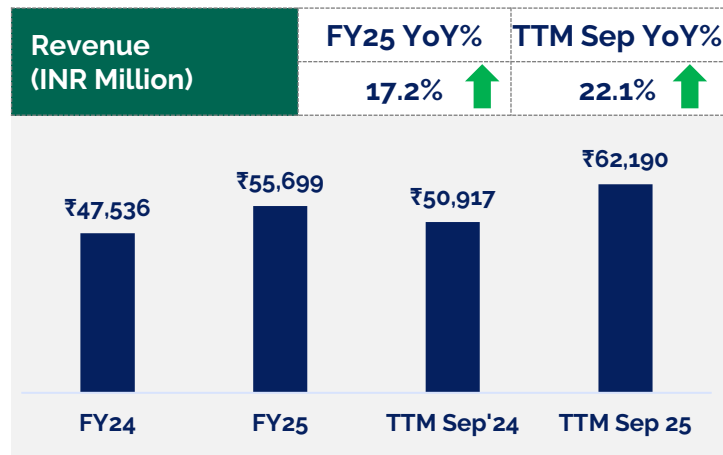
25%+ growth on Revenue & Adjusted EBITDA. DSO of 78 days includes unbilled Revenues

Quarterly Seasonality

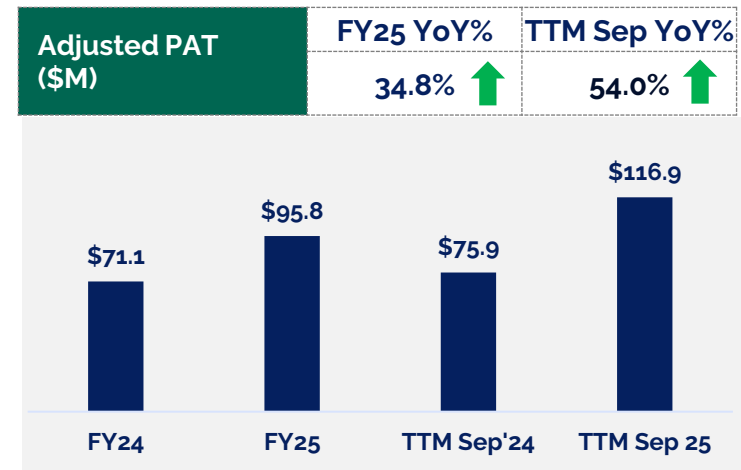
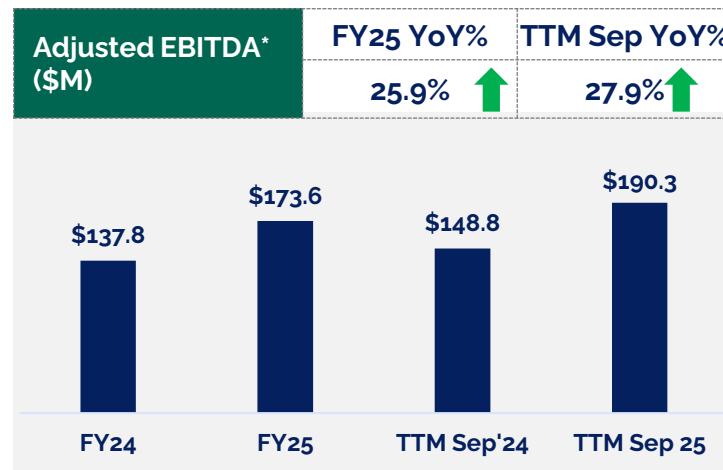
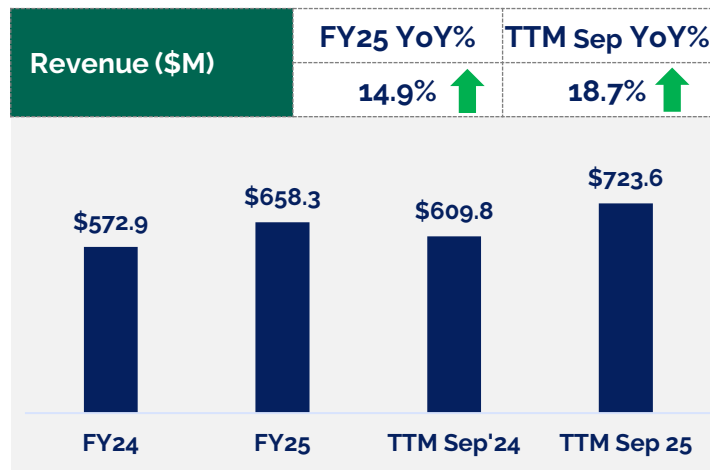


Our Revenues exhibit seasonality. Growth in Q3 is driven by open-enrollment ramps and member acquisition (BroadPath)

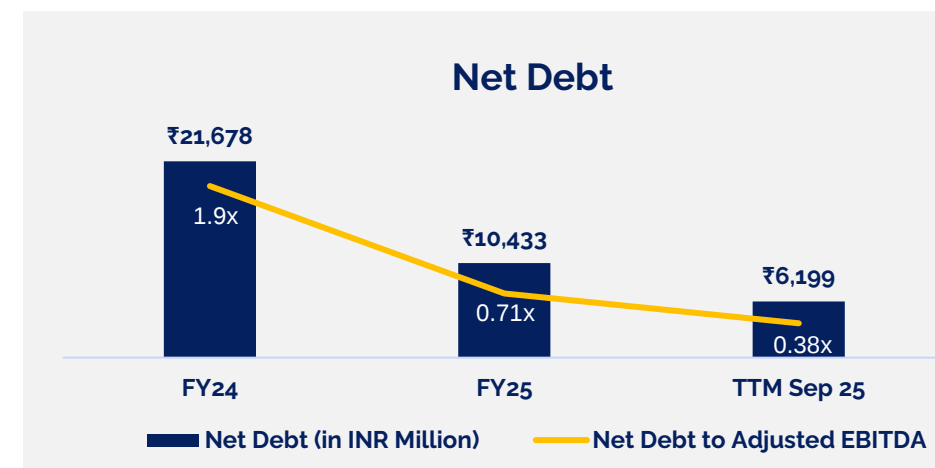
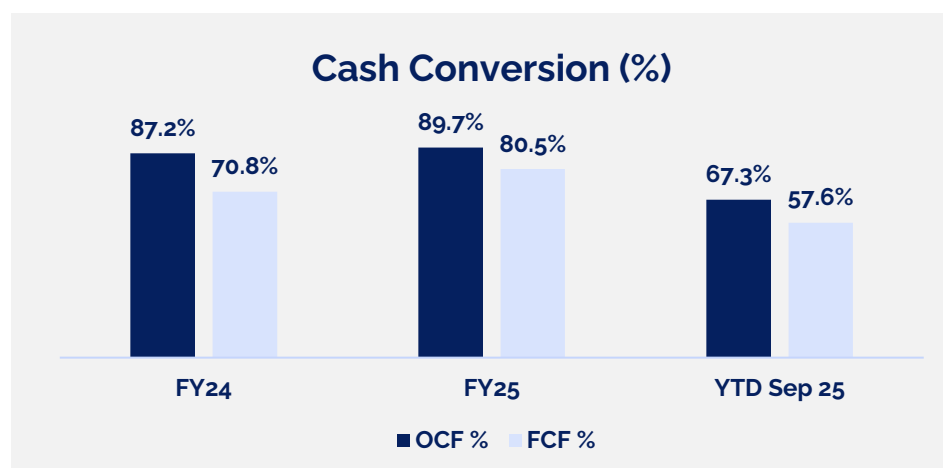
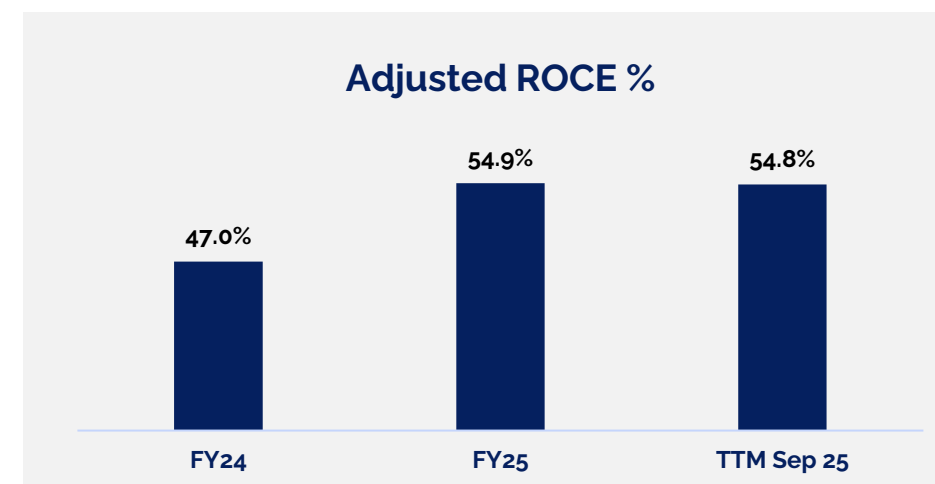
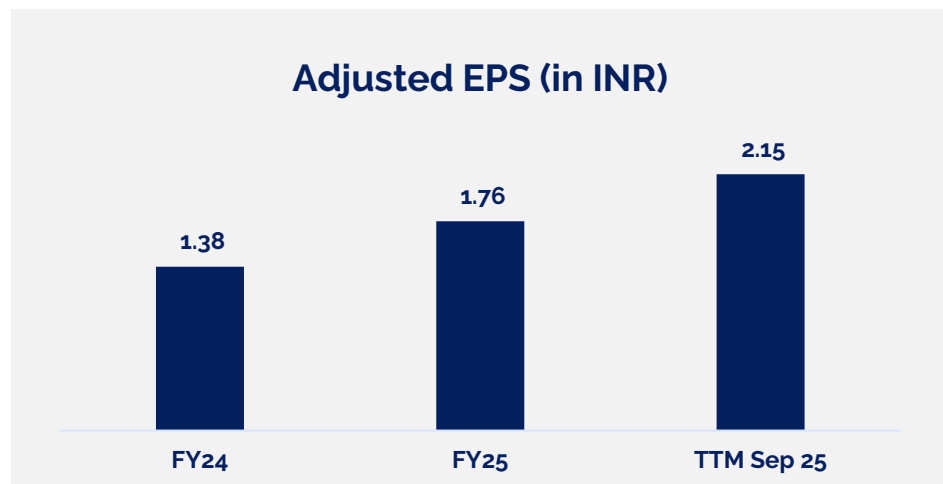
Long Term Financial performance snapshot



Consistent Revenue Growth. Expansion in EBITDA margins & reduction in interest and amortization expense driving higher PAT growth



Other Financial Indicators



Cash conversion in H1 FY26 @ 57.6% driven by higher Non-cash (unrealized) forex Gains & advance tax payments in Q2

Q2 FY26 Consolidated Profit and Loss

Amt in INR M

Particulars	Q2 FY26	Q1 FY26	Q2 FY25	YoY%	QoQ%	H1 26	H1 25	YoY%
Revenue from Operation	16,585	15,389	13,250	25.2%	7.8%	31,974	25,484	25.5%
Employee benefits expense*	10,070	9,646	7,912			19,715	15,439	
Other expenses^	2,163	2,056	1,874			4,220	3,664	
Adjusted EBITDA**	4,352	3,687	3,465	25.6%	18.0%	8,039	6,381	26.0%
Adjusted EBITDA %	26.2%	24.0%	26.1%			25.1%	25.0%	
Adjustments:								
M&A Earnouts	127	155	120			283	244	
SAR (stock appreciation right) – Non Cash	73	71	93			145	945	
Other Income^^	65	50	153			115	189	
Forex Gain / (Loss)	516	49	-241			566	-32	
Reported EBITDA	4,733	3,560	3,165	49.6%	33.0%	8,293	5,349	55.0%
Finance costs	250	274	297			524	671	
Depreciation and amortisation	1,215	1,182	1,264			2,397	2,363	
Profit Before Tax	3,268	2,104	1,604	103.7%	55.3%	5,372	2,314	132.1%
Tax Expenses	760	618	431			1,378	918	
Reported Profit After Tax	2,508	1,486	1,173	113.8%	68.8%	3,994	1,396	186.0%
EPS	0.54	0.32	0.25	113.8%	68.8%	0.85	0.31	178.3%
Adjusted PAT	3,010	1,997	1,636	84.0%	50.7%	5,007	3,083	62.4%
Adjusted PAT %	18.1%	13.0%	12.3%			15.7%	12.1%	
Adjusted EPS (Rs)	0.64	0.43	0.35	84.0%	50.7%	1.07	0.68	58.0%

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

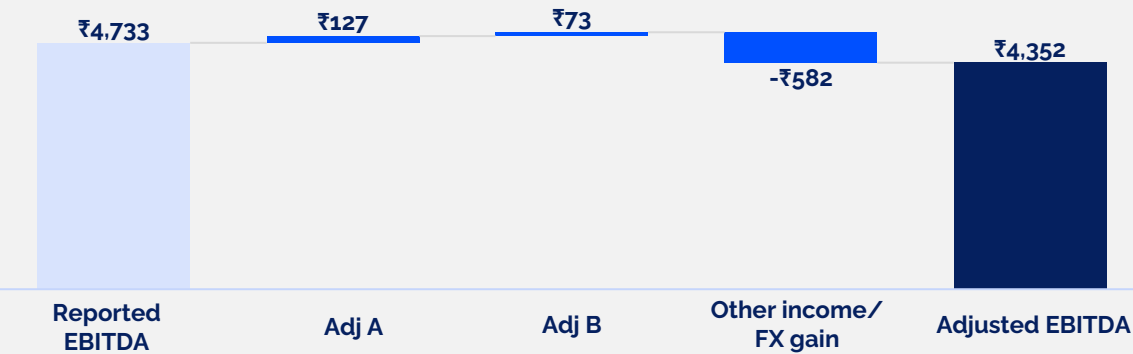
^ Other expenses exclude forex loss. ^^ Other income excludes forex gain. Forex Gain and Forex Loss clubbed together and shown separately.

** 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

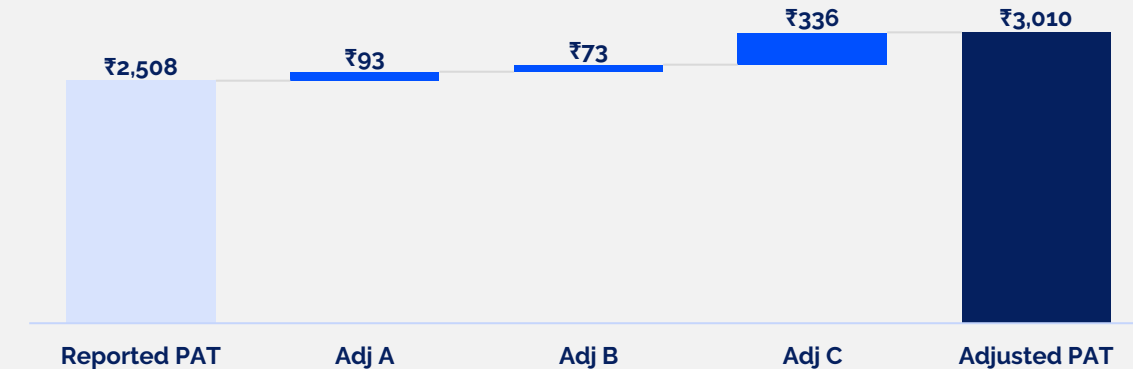
Adj EBITDA Bridge: Q2 FY26

INR Million



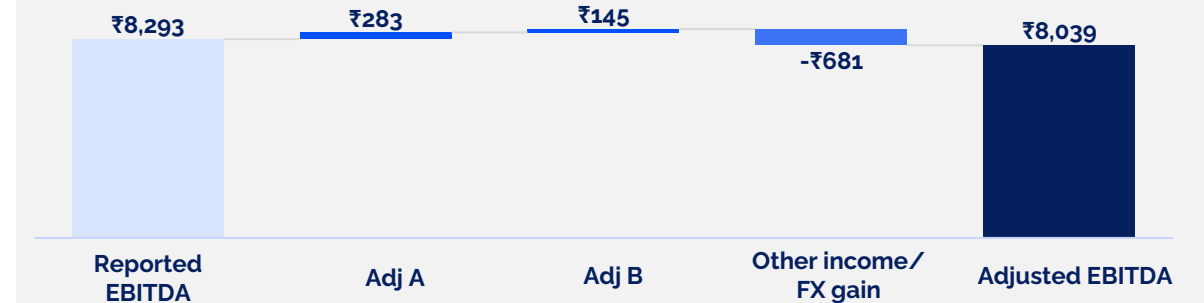
Adj PAT Bridge: Q2 FY26

INR Million



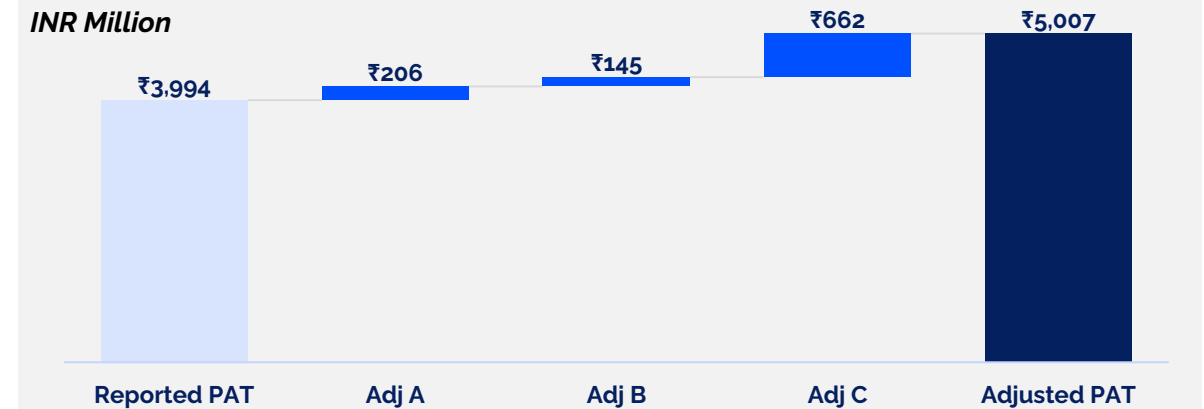
Adj EBITDA Bridge: H1 FY26

INR Million



Adj PAT Bridge: H1 FY26

INR Million



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	255	151	80	41	
Earnouts Cost - DCI / Birch/ BroadPath	571	503	5			
Intangibles Amortisation (A)	1,400	1,443	1,456	1,456	1,456	1,456
Intangibles Amortisation (B)	188	387	380	366	291	247

Debt to be fully repaid by FY27.

- *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 - 30th September 25

Amt in INR M

Particulars	Sep 25	Mar 25
Property, plant and equipment	3,946	3,699
Capital-work-in-progress	4	0
Right-of-use assets	4,987	5,521
Goodwill	61,666	60,390
Other intangible assets	20,161	20,362
Trade receivables and Unbilled	14,224	12,668
Cash and cash equivalents	5,992	3,438
Deferred tax assets (net)	1,381	1,337
Other Assets	2,913	3,091
Total Assets	115,273	110,507
Equity	88,945	83,361
Borrowings	6,904	8,170
Lease liabilities	5,415	5,850
Trade payables	2,143	2,136
Deferred tax liabilities (net)	3,986	4,279
Other Liabilities	7,880	6,712
Total Liabilities	115,273	110,507

Cash Flow – H1 FY26

Amt in INR M

Particulars	H1 FY26	FY25
Profit before tax for the period/ year	5,372	7,602
Adjustment for Non-Operating and Non-Cash items	2,362	6,982
Adjustment for working capital	(309)	(710)
Income taxes paid (net of refunds)	(1,840)	(1,734)
Net cash flows generated from operating activities (A) - OCF	5,585	12,141
Addition to Fixed Assets	(810)	(1,244)
Free Cash flow (FCF)	4,776	10,896
Cash paid for M&A	0	(4,825)
Pending Purchase consideration paid for healthcare business carveout	0	(3,756)
Investment in Mutual fund and Fixed Deposit	(3,021)	0
Others	107	184
Net cash flows (used in) investing activities (B)	(3,724)	(9,642)
Capital infused by promoter	0	3,708
Share Issue expense (paid)/ reimbursed	0	72
Repayment of Promoter borrowings (include Interest)	(1,559)	(4,567)
Repayment of lease liabilities (include Interest)	(911)	(1,774)
Net cash flows (used in) financing activities (C)	(2,471)	(2,561)
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	(609)	(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	87	58
Cash and cash equivalents at the end of the year/ period	2,915	3,438
Net cash flows generated from operating activities % (OCF on Reported EBITDA)	67.3%	89.7%
Free Cash flow % (FCF on Reported EBITDA)	57.6%	80.5%

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