

SE/2023/0505

**Date:** May 18, 2023

To,  
**National Stock Exchange of India Ltd,**  
Exchange Plaza,  
Bandra Kurla Complex,  
Bandra (East), Mumbai– 400051  
Maharashtra, India.

**Scrip: FIDEL**

**SUB: Updates on conference call with Investors and Analysts on the Audited Financial Results for the quarter and year ended March 31, 2023 & Revised Link**

**Ref: Reg 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015**

Dear Sir/Madam,

Please find enclosed the presentation for the Investors call scheduled on Thursday – May 18, 2022, at 4.30 p.m. IST to discuss the Financial Results for the quarter and year ended March 31, 2023, with participants.

Request you to note the revised link to join the call is as follows:

**Express Join with DiamondPass™ No Wait Time**

<https://services.choruscall.in/DiamondPassRegistration/register?confirmationNumber=6635907&linkSecurityString=225a3bcb8e>

Dial in numbers:

Universal Dial In		+91 22 6280 1482 +91 22 7115 8398	
<b>International Toll Free</b>			
Argentina	0080014243444	Netherlands	08000229808
Australia	1800053698	Poland	008001124248
Belgium	0080014243444	Singapore	8001012045
Canada	01180014243444	South Korea	00180014243444
China	4008428405	Sweden	0080014243444
France	0800914745	Thailand	00180014243444
Germany	0080014243444	UK	08081011573
Hong Kong	800964448	USA	18667462133
Italy	0080014243444	Netherlands	08000229808
Japan	00531161110	Poland	008001124248

Request you to take this on your record.

Thanking you.  
Yours faithfully,

**For Fidel Softech Limited**

**Neha Joshi**  
**Company Secretary**

**Fidel Softech Limited**

(Formerly known as Fidel Softech Pvt. Ltd.) CIN - U72200PN2004PLC020061  
Unit No. 202, 2<sup>nd</sup> Floor, West Wing, Marisoft IT Park 3,  
Kalyani Nagar, Vadgaon Sheri, Pune - 411014. MH. India.



# INVESTOR PRESENTATION Q4 & FY 2022-23



日本語

తెలుగు

हिंदी

Français

русский

Deutsch

ଓଡ଼ିଆ

संस्कृत

ආසාමික

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**  
**COO**  
25 years of exp.



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

# Board of Directors



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.

# Our services



## 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



## 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)

# Certification



## ISO 9001:2015

**DNV**

**MANAGEMENT SYSTEM CERTIFICATE**

Certificate No. 283615 2015-AG-IND-UKAS Issue certification date 02 March 2022 Valid 02 March 2022 - 01 March 2026

This is to certify that the management system of **Fidel Softech Pvt. Ltd.** Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India has been found to conform to the Information Security Management System standard: **ISO/IEC 27001:2013**

This certificate is valid for the following scope: Management of information security pertaining to design, development, maintenance and project management of software and localization systems in accordance with the statement of applicability version no. 2.5 dated 21st Jan 2022

Place and date: Chennai, 21 February 2022

For the issuing office: DNV Business Assurance, ROMA, No. 10, GST Road, Asterand Chennai - 600 076, India

**UKAS** 0013 **IAF**

Business Method: Management Representative

Link of full text of conditions as set out in the Certification Agreement may be under this Certificate is at: <https://www.dnv.com>

DNV Business Assurance UK Limited, 4th Floor, Vico Building, 30 Sherwood Street, London, SE1 1UG, United Kingdom - Tel: +44 (0) 20 716 4000 Fax: +44 (0) 20 716 4001

## ISO/IEC 27001:2013

**DNV**

**MANAGEMENT SYSTEM CERTIFICATE**

Certificate No. 283615 2015-AG-IND-UKAS Issue certification date 01 September 2024 Valid 01 February 2022 - 01 February 2026

This is to certify that the management system of **Fidel Softech Pvt. Ltd.** Marisoft IT Park 3, 2nd Floor, West Wing, Kalyani Nagar, Pune - 411014, Maharashtra, India has been found to conform to the Quality Management System standard: **ISO 9001:2015**

This certificate is valid for the following scope: Design, development and maintenance of software and localization systems

Place and date: Chennai, 19 February 2022

For the issuing office: DNV Business Assurance, ROMA, No. 10, GST Road, Asterand Chennai - 600 076, India

**UKAS** 0013 **IAF**

Business Method: Management Representative

Link of full text of conditions as set out in the Certification Agreement may be under this Certificate is at: <https://www.dnv.com>

DNV Business Assurance UK Limited, 4th Floor, Vico Building, 30 Sherwood Street, London, SE1 1UG, United Kingdom - Tel: +44 (0) 20 716 4000 Fax: +44 (0) 20 716 4001

## ISO 17100:2015

**AUSTRIAN STANDARDS**

**CERTIFICATE**

No.: S 001279

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

**Holder of certificate:** Fidel Softech Limited, Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India

**Standard(s):** ISO 17100:2015-05-01 Translation services - Requirements for translation services

**Service:** Translation services

**Mark of conformity:** This certificate entitles the holder of the certificate to use the following conformity mark: **LICS** Language Industry Certification System

**Date of issue:** 2022-08-31  
**Date of initial issue:** 2022-08-31  
**Date of expiry:** 2026-08-31

Dr. Peter Jonas  
Director Certification

Austrian Standards plus GmbH, Hornstrasse 36, A-1020 Wien, www.austrian-standards.at  
Austrian Standards plus GmbH is a 100% subsidiary of Austrian Standards International.

## ISO 18587:2017

**AUSTRIAN STANDARDS**

**CERTIFICATE**

No.: S 001280

The Austrian Standards plus GmbH (certification body in accordance with ISO/IEC 17065) issues this certificate.

**Holder of certificate:** Fidel Softech Limited, Marisoft IT Park 3, 2nd floor, West wing, Kalyani Nagar, 411014 Pune, India

**Standard(s):** ISO 18587:2017-04-01 Translation services - Post-editing of machine translation output - Requirements

**Service:** Translation services - Post-editing of machine translation output

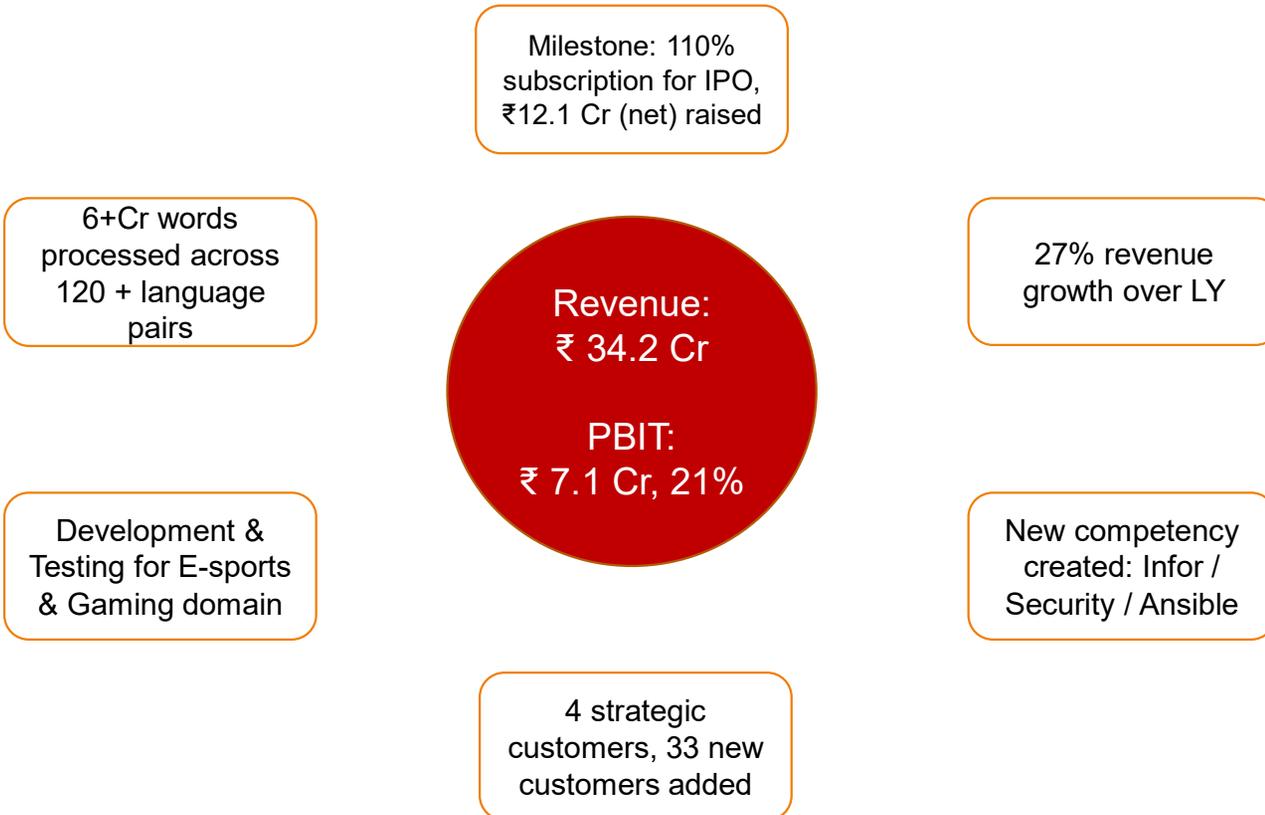
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Dr. Peter Jonas  
Director Certification

Austrian Standards plus GmbH, Hornstrasse 36, A-1020 Wien, www.austrian-standards.at  
Austrian Standards plus GmbH is a 100% subsidiary of Austrian Standards International.

# Key Highlights: FY23



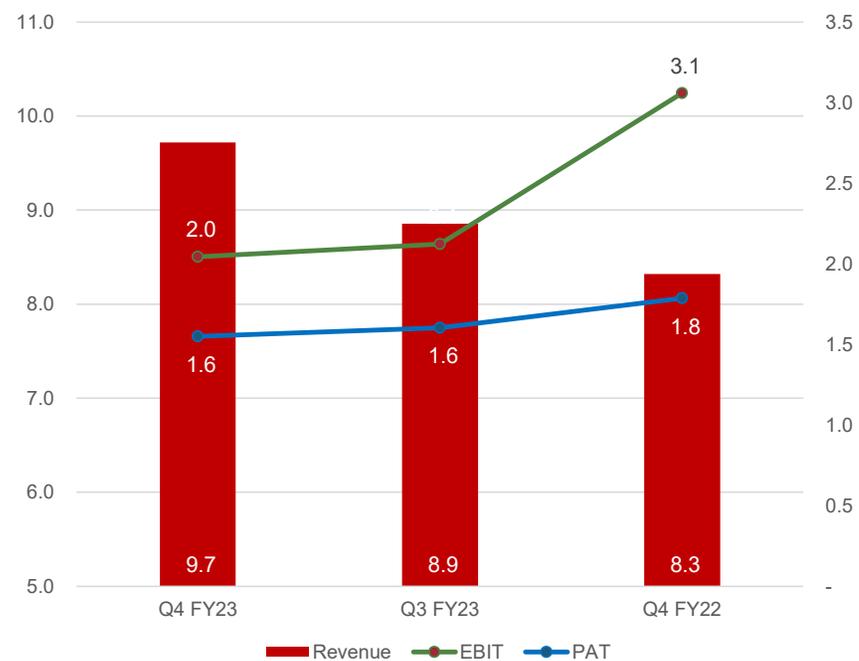


## Financial Performance Overview – Q4 FY23 & FY23

# Financial Result – Q4 FY23



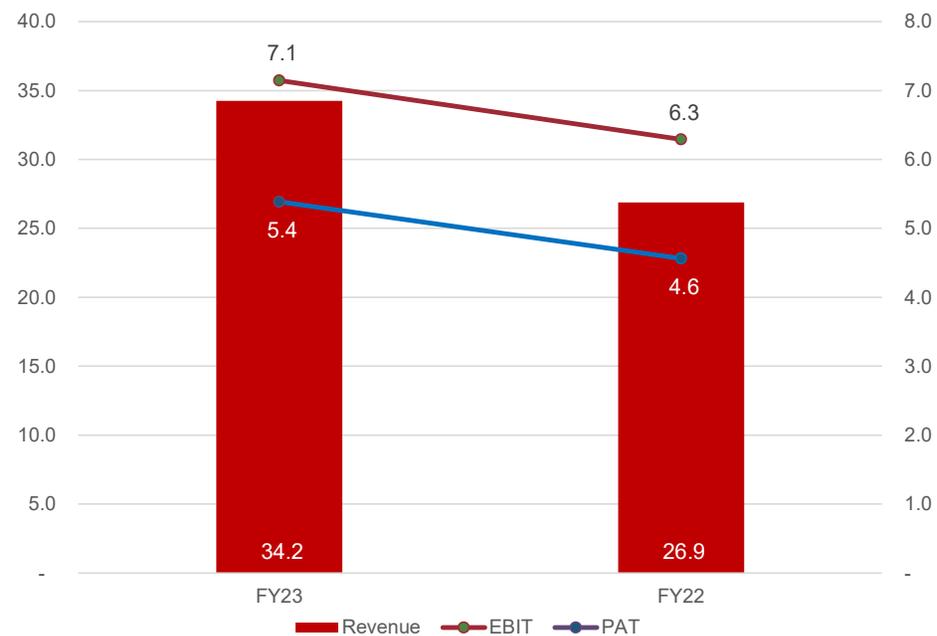
₹ Cr	Revenue	EBIT	PAT
Q4 FY23	9.72	2.04	1.55
Q3 FY23	8.86	2.12	1.60
Q4 FY22	8.32	3.06	1.79



# Financial Result – FY23



₹ Cr	Revenue	EBIT	PAT
FY23	34.2	7.1	5.4
FY22	26.9	6.3	4.6



# Key Figures



₹ Cr

Particulars	FY23	FY22
Revenue	34.24	26.88
EBITDA	7.42	6.47
Profit Before Tax	7.15	6.29
PBT %	21%	23%
Profit After Tax	5.39	4.56
PAT %	16%	17%
EPS	4.13	4.52



## Business Overview

# Business Overview



Some of the key wins/ initiatives for the Q4 and FY 23 are:

- a. With the increasing impetus on generative AI & ML, technology and combination of linguistics (LLMs etc) plays an important role where Fidel has positioned itself well.
- b. Fidel firmly set competencies in areas like ServiceNow / Infor / Cloud and continue to tap new enterprise clients in these areas
- c. Added 37 new clients from various geographies spanning Japan / Europe / US in which 4 clients are strategic clients.
- d. Projects commenced with Strategic overseas customers some of whom have signed MOU with Fidel.
- e. Fidel delivered one big data collection for multi-accent/dialects Japanese language project to a US firm. This was a complex project and the generated data is used to train AI engine for the client.
- f. Fidel now has 10+ clients with yearly 100K+ USD of sales.
- g. Fidel processed 66,300,000+ total words and handled 120+ language combinations (cont..)

# Business Overview



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

- h. Fidel delivered groundbreaking feature for iOS- localization of emojis and emoticons in various Indian languages.
- i. New sales focus on Govt & PSU related work as there is a market trend multi-lingual solutions for many of these department.
- j. Initiated re-skilling programs for engineers & train them on some new technologies.
- k. Continued investment in building sales engine, digital marketing presence and branding, investing in infrastructure & tools to better efficiency and so on.
- l. Fidel participated in domestic & global events; panel discussions & continues to showcase thought leadership in LangTech events. such as GALA 2023 Dublin Conference; INDIASOFT 2023: International ICT Exhibition & Conference – Delhi.
- m. Our digital presence broadened and increased with 1.8 Lakhs social media views, 100+ articles, and blogs resulted in 700+ leads generated

# Outreach Programs



## Fidel participated in IndiaSoft & Brahmodyog Exhibition Delhi



# Outreach Programs



Fidel participated in **GALA 2023** Dublin



# Outreach Programs



## Marutsu (Japan's electronics & design company) Customer Visit to India Office



# Fidel CSR Programs



# Awards & Recognitions



Mr. Sunil Kulkarni felicitated at

**Brahmodyog**



**Vishwa Marathi Sammelan**





# FY23-24 Outlook

# Outlook



Overall a very positive outlook

- ✓ Fidel continues to strengthen its current competencies in Enterprise products (ServiceNow / Infor /Digital technologies (UI/UX), Language engineering, Bilingual consulting ). It further sees some traction in SAP and products like SnowFlake, DataIKU, Ansible especially for the Japan geography.
- ✓ Esports & Gaming is one area that Fidel is also interested. It already has a European client which is into Esports. Using this experience, Fidel explores for similar clients as well.
- ✓ Fidel also sees some traction in security especially connected vehicle project security as well as enterprise security.
- ✓ It continues to see growth and requirement in Japan & Asia geography. While there seems to be some softness in the US in terms of new client acquisition, there are new requirements in the LangTech /chatgpt area as well as its existing IT services technology clients.
- ✓ Fidel is excited about the new technologies and initiated its usage or training its clients around the technology, Fidel sees this as a powerful tool and leverage it.



## Thank You

### Disclaimer

This note may contain "forward-looking statements" – these are statements related to future. In this context forward-looking statements often address our expected future business and financial performance and may contain words such as "expects, anticipates, intends, plans, believes, seeks, should or Will". For us uncertainties may arise from fluctuations in forex, increase in recruitment costs, attrition in key positions and other factors affecting the demand including those of a political, economic, business, competitive or regulatory nature. Actual future results may differ substantially or materially than those expressed in our note.