

Date: February 05, 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 February 05, 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 January 31, 2025, we are enclosing herewith the presentation to be made to Investors on the Financial Results of Sagility India Limited for the quarter ended December 31, 2024, scheduled today i.e., on Wednesday, 05th December 2025 at 7:00PM (IST).

The details are also being made available on the Company's website www.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 Identity Number: U72900KA2021PLC150054

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



Feb 5, 2025

Investor Deck – Q3 FY25



Safe Harbour

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..

Key Highlights

Q3 FY25 Highlights

- ▶ Revenue in Q3 at ₹14,531 million, grew by ₹1,929 million Y-o-Y (corresponding to 15.3% growth Y-o-Y and 14.0% at constant currency)
- ▶ Adjusted EBITDA at ₹4,567 million, grew by ₹1,837 million Y-o-Y (corresponding to 67.3% growth Y-o-Y)
- ▶ Adjusted PAT at ₹2,626 million, grew by ₹ 1,059 million Y-o-Y (corresponding to 67.6% growth Y-o-Y)

YTD Dec FY25 Highlights

- ▶ Revenue in YTD Dec'24 at ₹ 40,014 million grew by ₹5,311 million Y-o-Y (corresponding to 15.3% growth Y-o-Y and 13.9% at constant currency)
- ▶ Adjusted EBITDA at ₹11,104 million, grew by ₹2,578 million Y-o-Y (corresponding to 30.2% growth Y-o-Y)
- ▶ Adjusted PAT at ₹5,709 million, grew by ₹1,464 million Y-o-Y (corresponding to 34.5% growth Y-o-Y)

Key Business Highlights

- ▶ **Robust year-on-year growth**, largely fueled by our tenured existing clients and logos that we had onboarded the last couple of years.
- ▶ Our tech and transformation led services utilizing **automation, analytics, and GenAI** — has substantially strengthened our client relationships and positioned us as a trusted strategic and advisory partner. This shift has been pivotal in driving growth and elevating our market perception amongst clients.
- ▶ Recent **acquisition of BroadPath** strengthens Sagility's position among the **top ten largest health plans in the US, while also adding 30+ mid-market clients to our portfolio**
- ▶ Operations remain robust, driven by **strong performance across key metrics**
- ▶ **People:** Global headcount stands at 39,595 as of December 2024.
 - ▶ 1,215 employees added during Q3 FY25 (3.2% Q-o-Q growth in headcount).
 - ▶ Attrition low at 21.8%*

KPIs

Amt in INR M

KPI	Q3 FY25	Q2 FY25	Q3 FY24	Y-o-Y %	YTD Dec FY25	YTD Dec FY24	Y-o-Y %
Revenue from Operation	14,531	13,250	12,602	15.3%	40,014	34,704	15.3%
Revenue by Vertical split							
By Payer %	89.3%	89.2%	91.1%		89.2%	90.0%	
By Provider %	10.7%	10.8%	8.9%		10.8%	10.0%	
Growth in revenue from Operation (%)	15.3%	21.1%	17.6%		15.3%	13.4%	
Adjusted EBITDA	4,567	3,378	2,730	67.3%	11,104	8,527	30.2%
Adjusted EBITDA %	31.4%	25.5%	21.7%		27.8%	24.6%	
Adjusted PAT	2626	1636	1567	67.6%	5,709	4,245	34.5%
Adjusted PAT %	18.1%	12.3%	12.4%		14.3%	12.2%	
Total Number of Employees	39,595	38,380	36,639		39,595	36,639	8.1%
Voluntary attrition rate* (%)	21.8%	25.8%	21.2%		24.8%	25.2%	

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

About BroadPath Healthcare Solutions

- ▶ Founded in 2008, headquartered in Tucson, Arizona, US.
- ▶ BroadPath is a Healthcare focused services company
- ▶ BroadPath services portfolio includes **member engagement, member acquisition, claims and appeals administration, provider enrolment and credentialing.**
- ▶ Strong portfolio of clients including **several mid-market clients**
- ▶ Strong NPS amongst the clients.
- ▶ **Pioneer in the work-from-home model** even before the COVID-19 pandemic
 - ▶ Bhive is their proprietary platform designed to enhance employee engagement and optimize operational metrics in a remote work environment



30+
Customers



1,600+
employees



**US and
Philippines**



Revenues

~\$70M+ for CY24

Compelling Strategic and Financial rationale



Increased presence in Top 10 payers

- ▶ Add another top 10 US payer to our list of clients
- ▶ Expand footprint with other two existing Top 10 payer clients
- ▶ Post-acquisition, serve six Top 10 U.S. payers, strengthening our leadership in the large payer segment

Financial Synergies

- ▶ Improved efficiency by scaling Sagility's onshore operations.
- ▶ Reduced combined administrative costs
- ▶ Increase sales efficiency and resource utilization

Diversified Client Base

- ▶ Access to 30+ mid-market clients
- ▶ Opportunity to cross-sell broader services that Sagility offers.
- ▶ Diversifies revenue base across client segments

Enhancing Engagement & Efficiency with Bhive

- ▶ Enhanced productivity with Bhive platform
- ▶ Integrating Bhive with Sagility's GenAI solutions to drive operational efficiencies

Expanded Capabilities

- ▶ Expand service offerings across the Payer value chain with enhanced Medicare & Medicaid member acquisition and enrolment services
- ▶ Sagility's multi-shore delivery model adds significant value to BroadPath clients

Talent Acquisition

- ▶ 1600+ employees with strong operational expertise in a work-from-home delivery model
- ▶ Strengthen sales, marketing, and account management with strong market facing team

Acquisition to be EPS accretive from Day one. Funded 100% from Cash.

Financial Highlights



Strong Q3 and YTD Dec FY25 Performance

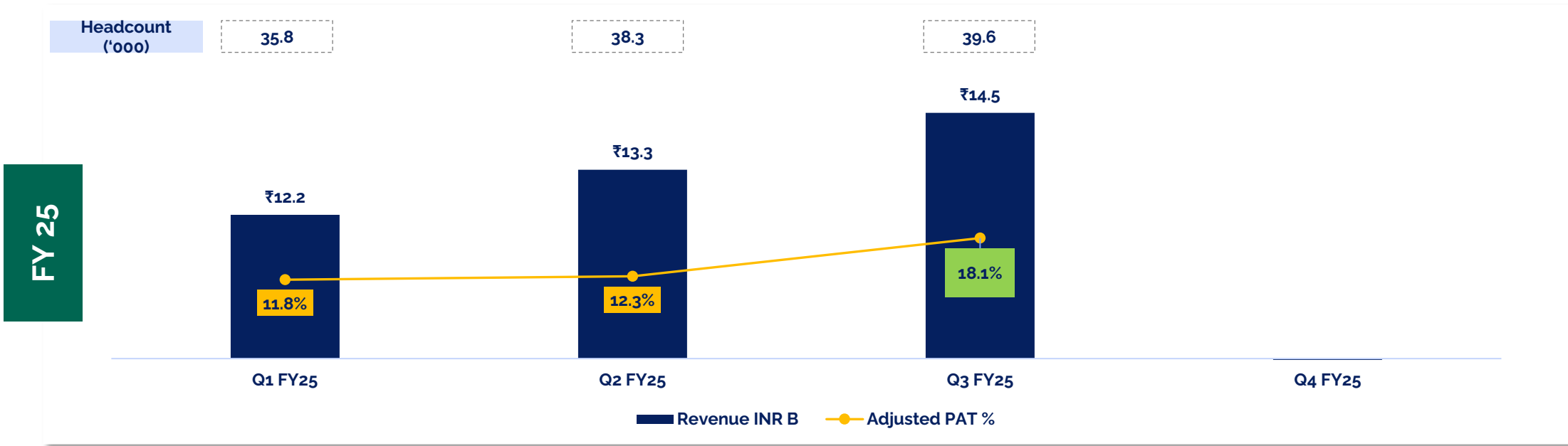
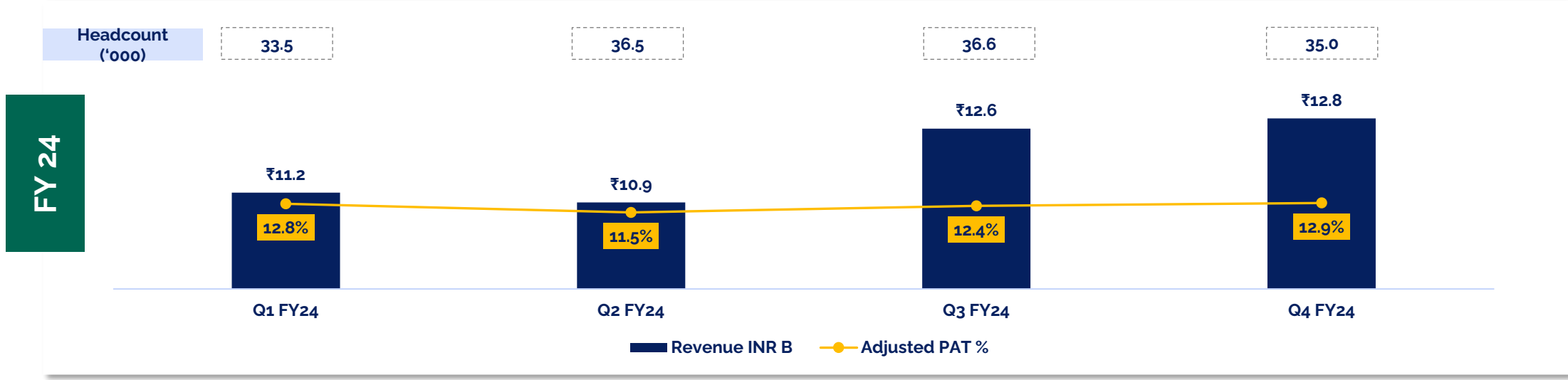
Q3 FY25 Financial Highlights

- ▶ Q3 FY25 revenue stood at ₹14,531 Million (\$172.0 M)
 - ▶ 15.3% growth Y-o-Y (14.0% at constant currency)
 - ▶ 9.7% growth Q-o-Q (9.0% at constant currency)
- ▶ Adjusted EBITDA at ₹4,567 Million (\$54.1 M)
 - ▶ Adjusted EBITDA Margin : 31.4%
 - ▶ 67.3% growth Y-o-Y; 35.2% growth Q-o-Q
 - ▶ Includes Other income of ₹440 Million (\$5.2 M)
- ▶ Adjusted PAT at ₹2,626 Million (\$31.1 M)
 - ▶ Adjusted PAT Margin: 18.1%
 - ▶ 67.6% growth Y-o-Y; 60.5% growth Q-o-Q
- ▶ OCF ₹3,043 Million (\$ 36.0 M)
 - ▶ 69.8% of EBITDA

YTD Dec FY25 Financial Highlights

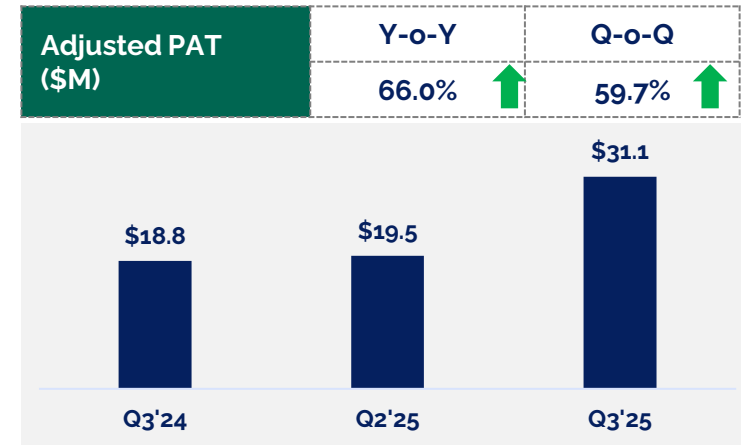
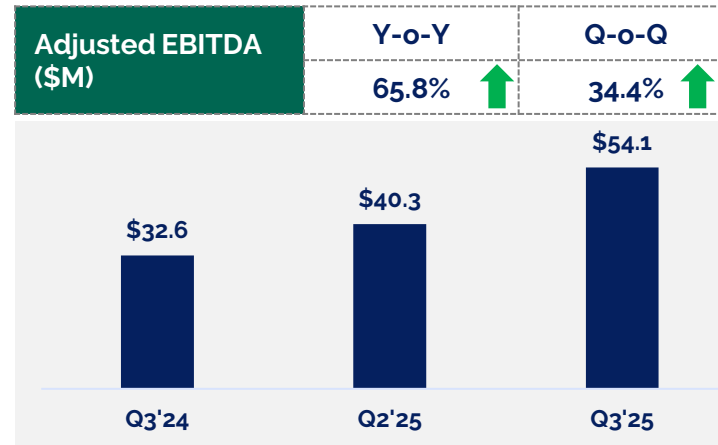
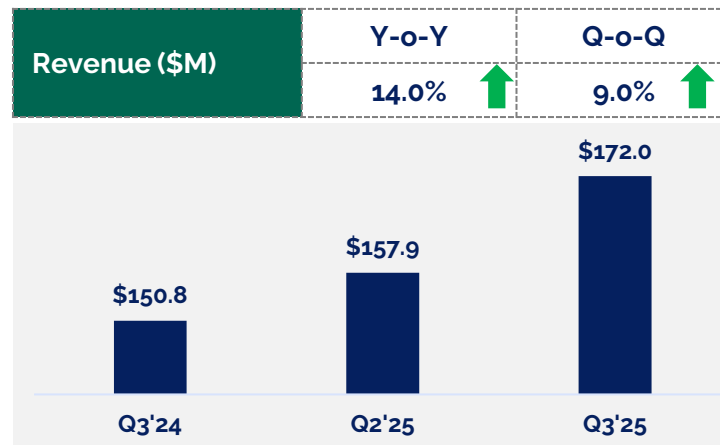
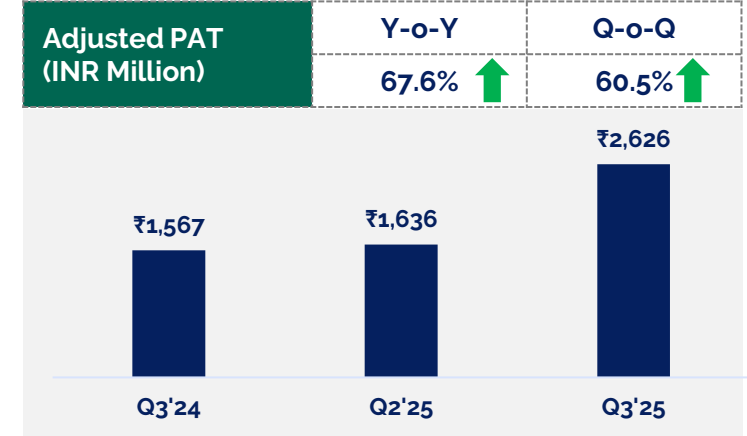
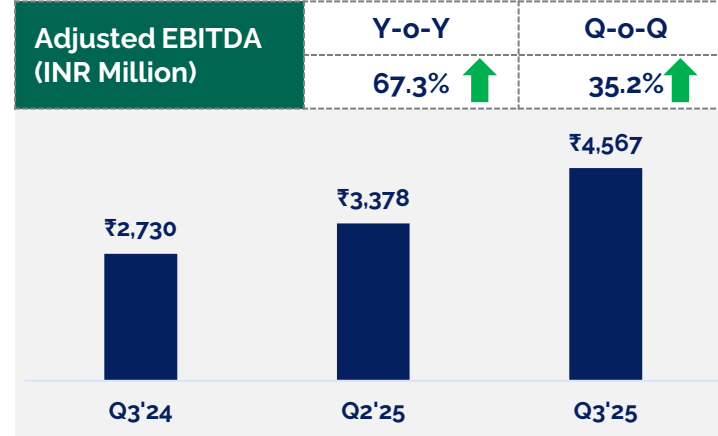
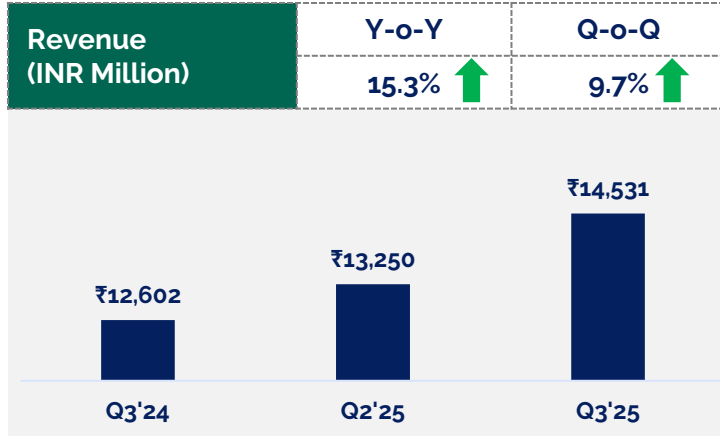
- ▶ YTD Dec FY25 revenue stood at ₹40,014 Million (\$476.5 M)
 - ▶ 15.3% growth Y-o-Y (13.9% at constant currency)
- ▶ Adjusted EBITDA at ₹11,104 Million (\$132.2 M)
 - ▶ Adjusted EBITDA Margin : 27.8%
 - ▶ 30.2% growth Y-o-Y
 - ▶ Includes Other income of ₹596 Million (\$7.1 M)
- ▶ Adjusted PAT at ₹5,709 Million (\$68.0 M)
 - ▶ Adjusted PAT Margin : 14.3 %
 - ▶ 34.5% growth Y-o-Y
- ▶ OCF ₹9,132 Million (\$108.7 M)
 - ▶ 94.0% of EBITDA

Quarter wise performance

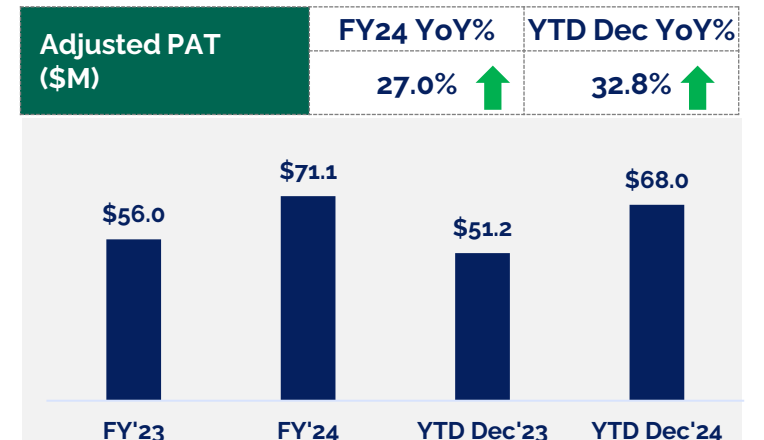
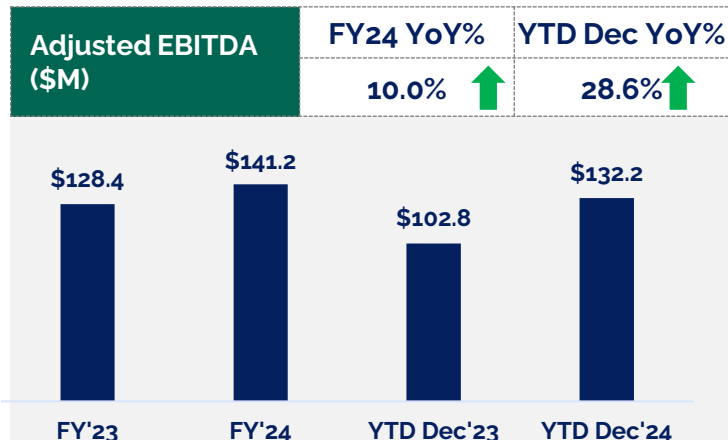
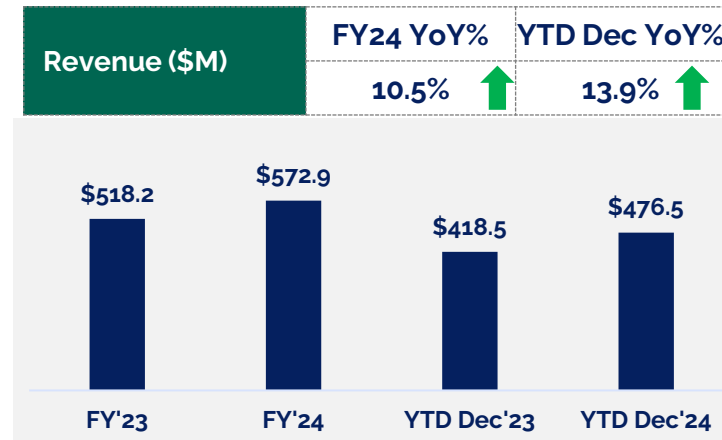
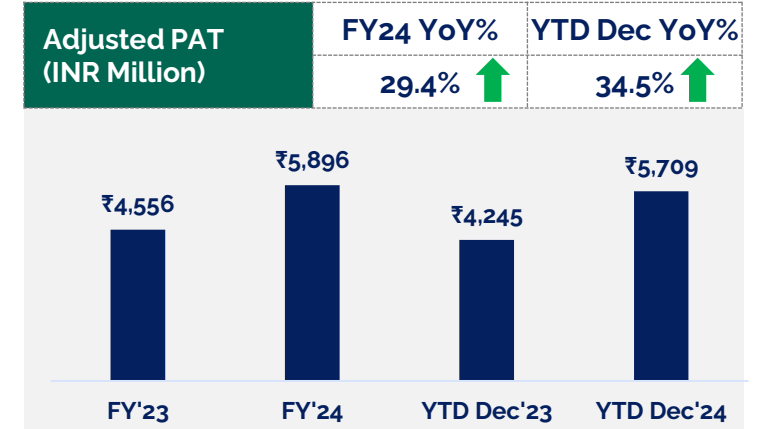
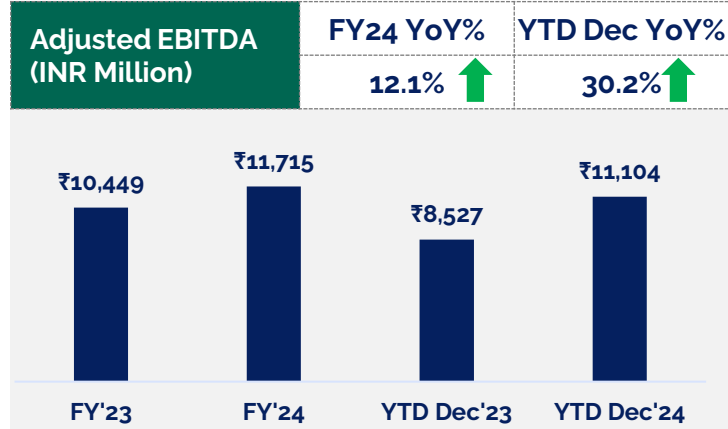
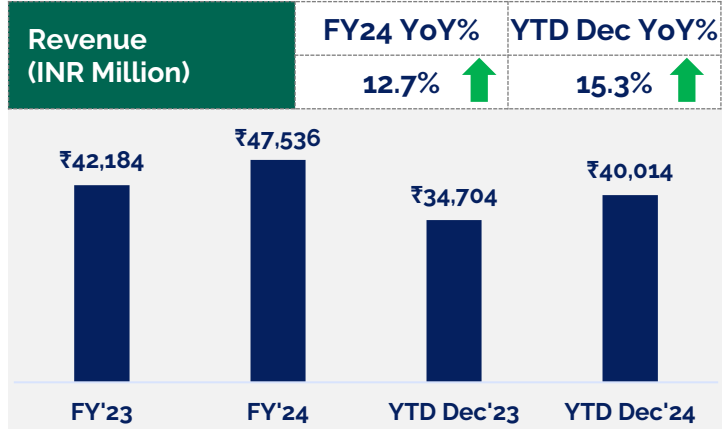


Q3 FY25 - High PAT driven by higher Other income led by high Forex gain and higher margins during Open enrollment season.

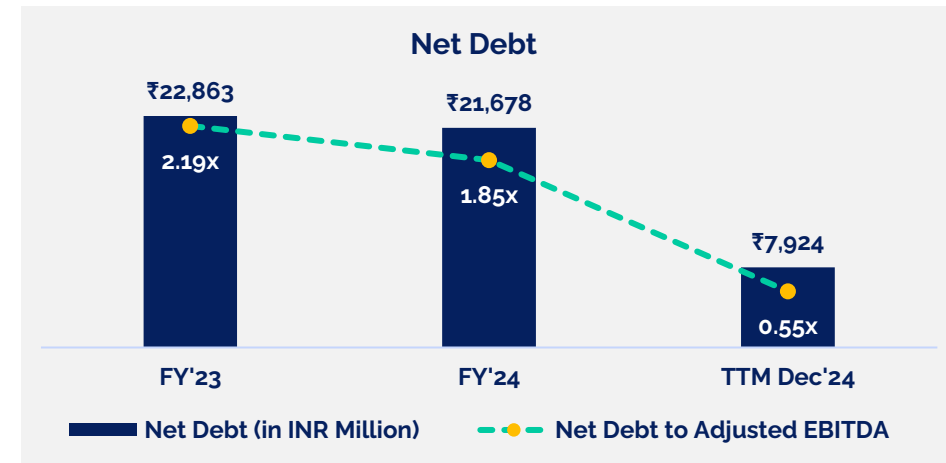
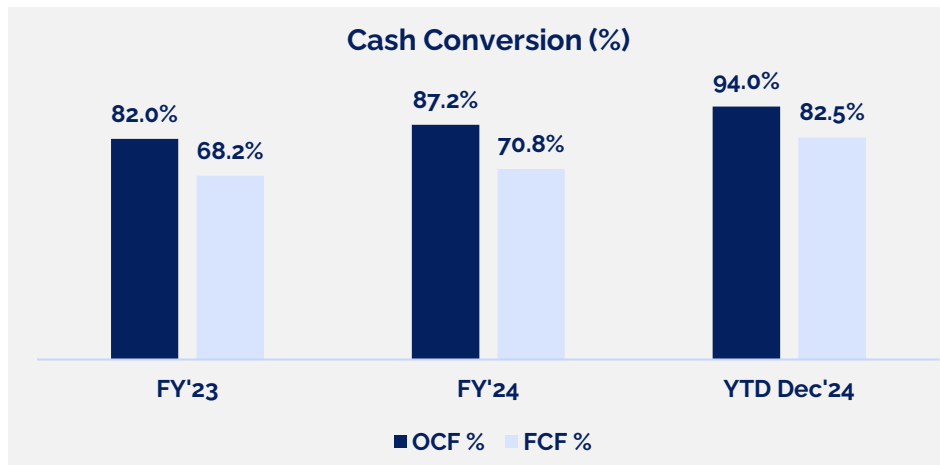
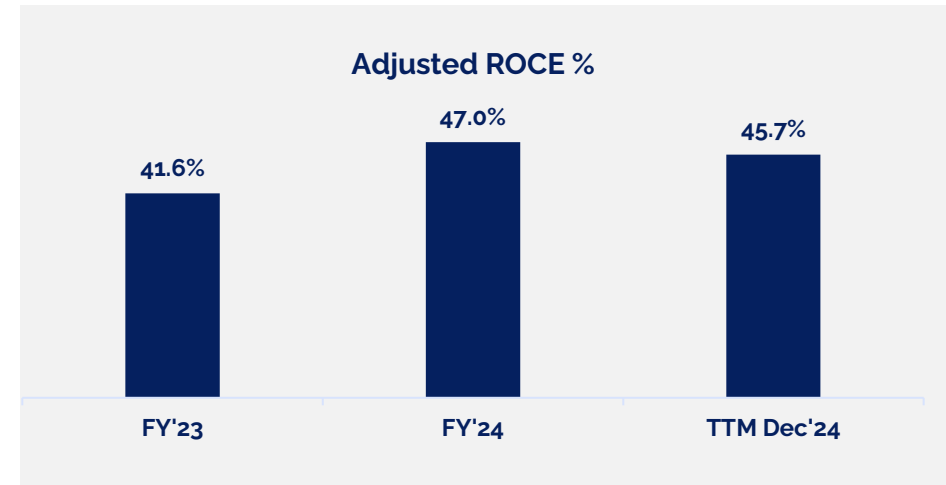
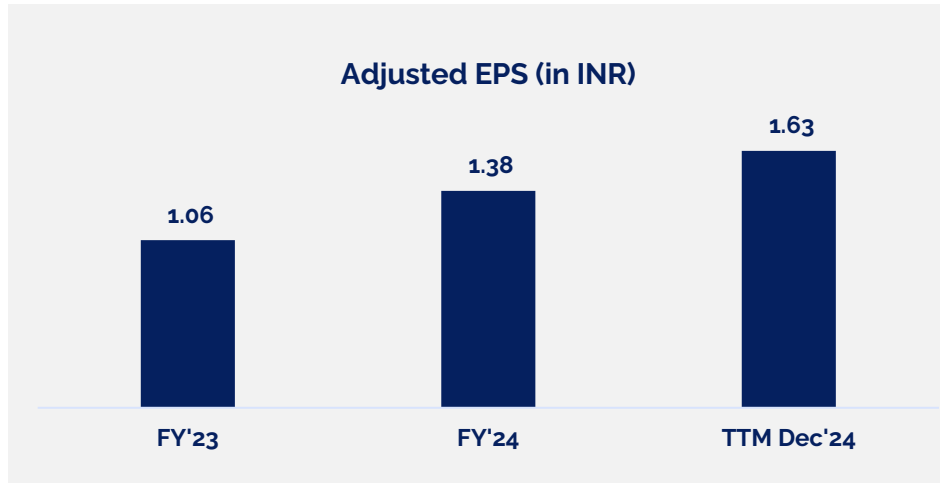
Financial performance snapshot – Q3 FY25



Financial performance snapshot – Long Term



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 less current liabilities)

Net Debt is Borrowing plus lease liabilities less Cash and Cash equivalent. Borrowing doesn't include accrued interest

Q3 & YTD Dec FY25 Consolidated Financials

Amt in INR M

Particulars	Q3 FY25	Q2 FY25	Q3 FY24	YoY%	QoQ%	YTD Dec FY25	YTD Dec FY24	YoY%
Revenue from Operation	14,531	13,250	12,602	15.3%	9.7%	40,014	34,704	15.3%
Other Income	440	153	57			596	234	
Employee benefits expense	8,620	8,124	7,983			25,248	21,382	
Other expenses	1,988	2,115	2,017			5,652	5,514	
Reported EBITDA	4,362	3,165	2,659	64.1%	37.8%	9,710	8,042	20.7%
Adjusted EBITDA	4,567	3,378	2,730	67.3%	35.2%	11,104	8,527	30.2%
<i>Adjusted EBITDA %</i>	<i>31.4%</i>	<i>25.5%</i>	<i>21.7%</i>			<i>27.8%</i>	<i>24.6%</i>	
Adjusted EBITDA excl. other income	4,127	3,224	2,673	54.4%	28.0%	10,508	8,293	26.7%
<i>Adjusted EBITDA excl. other income %</i>	<i>28.4%</i>	<i>24.3%</i>	<i>21.2%</i>			<i>26.3%</i>	<i>23.9%</i>	
Finance costs	302	297	468			973	1,422	
Depreciation and amortisation expenses	1,162	1,264	1,756			3,525	5,132	
Profit Before Tax	2,898	1,604	435	565.9%	80.7%	5,212	1,488	250.3%
Tax Expenses	729	431	(271)			1,647	7	
Reported Profit After Tax	2,169	1,173	706	207.3%	84.9%	3,565	1,481	140.8%
Adjusted PAT	2,626	1,636	1,567	67.6%	60.5%	5,709	4,245	34.5%
<i>Adjusted PAT %</i>	<i>18.1%</i>	<i>12.3%</i>	<i>12.4%</i>			<i>14.3%</i>	<i>12.2%</i>	
Adjusted EPS (Basic and Diluted) (Rs)	0.56	0.35	0.37	53.5%	60.5%	1.24	0.99	25.4%

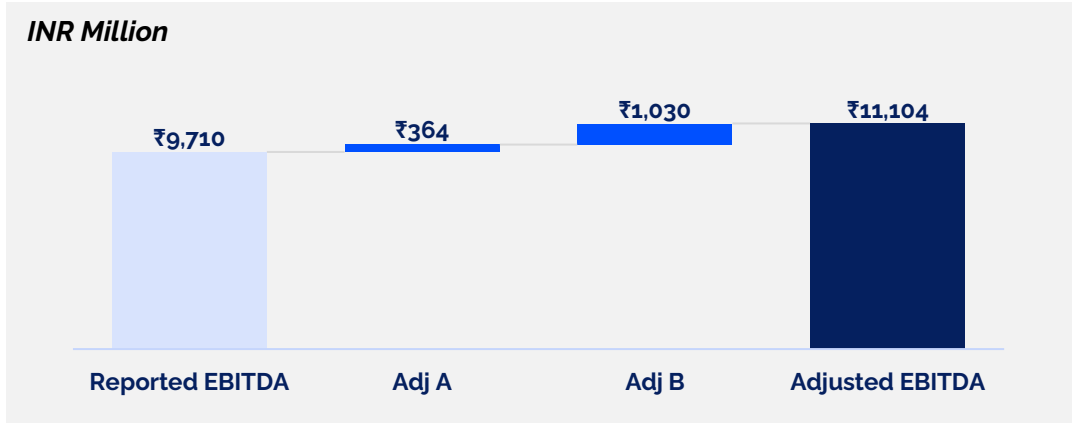
* Financials for YTD Dec FY25, Q3 FY25, Q2 FY25 and Q3 FY24 are unaudited

Adjustments on EBITDA and PAT

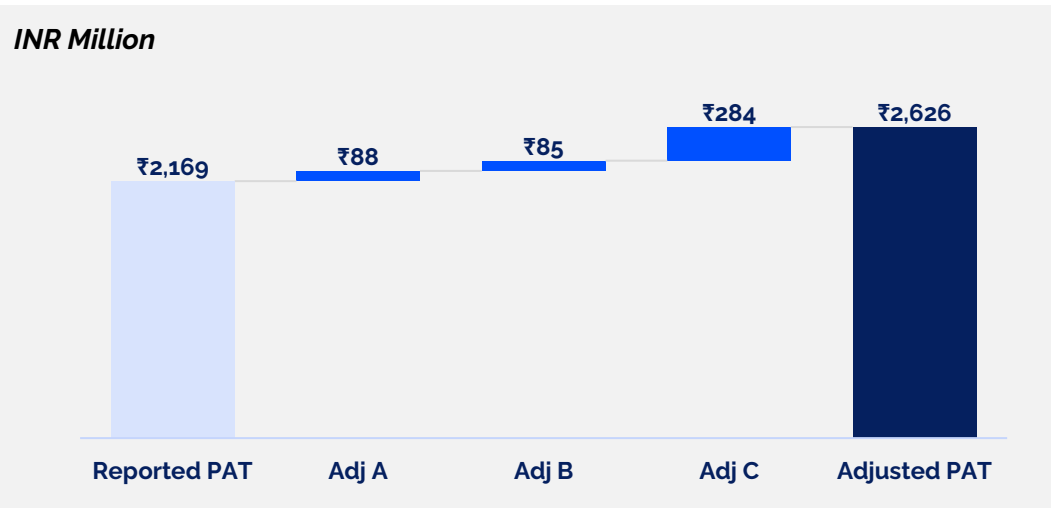
Adj EBITDA Bridge: Q3 FY25



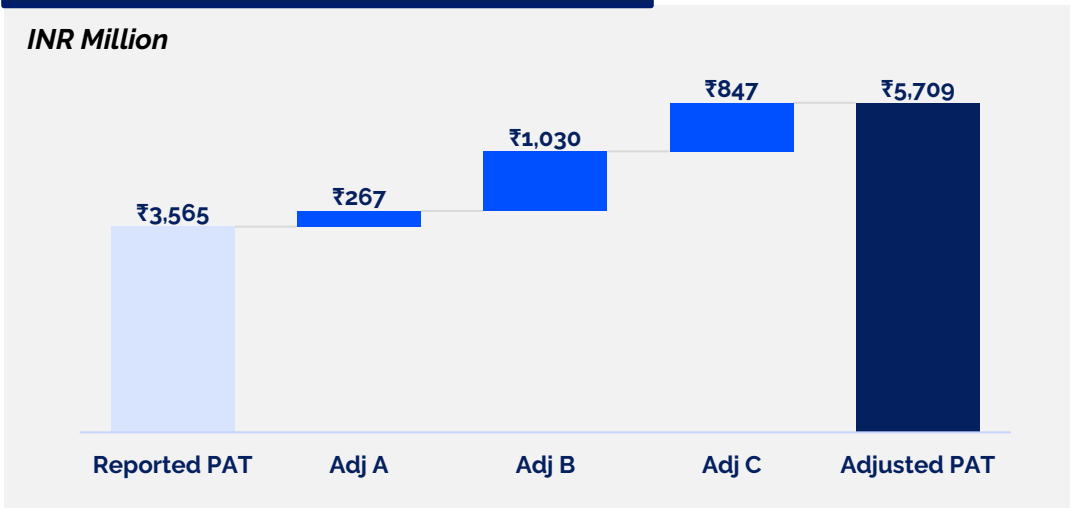
Adj EBITDA Bridge: YTD Dec FY25



Adj PAT Bridge: Q3 FY25



Adj PAT Bridge: YTD Dec FY25



Adj A - Earnouts under acquisition agreements and for PAT it is adjusted for tax

Adj B - Share based payment awards and for PAT it is adjusted for tax

Adj C - Intangible assets Amortization is amortization of intangible assets acquired pursuant to business combinations and for PAT it is adjusted of tax

Go Forward Positions

Amount in INR M

Particulars	FY'25	FY'26	FY'27	FY'28	FY'29
Closing Debt position	8,020	5,670			
Debt Repayment	2,490	2,350	5,670		
Interest Payment	746	535	285		
Share based Payment awards	1,089	218	133	72	35
Earnouts Cost - DCI / Birch	486	348			
Intangibles Amortisation	1,396	1,416	1,416	1,416	1,416

** Numbers are based on the current visibility of management and are subject to change. Factors such as new loans, acquisitions, foreign exchange rate or changes in our share-based payment award plan could impact the final figures*

Balance Sheet as on 31st Dec'24

<i>Amt in INR M</i>		
Particulars	Dec'24	Mar'24
Property, plant and equipment	3,636	3,832
Capital-work-in-progress	0	57
Right-of-use assets	5,609	5,665
Goodwill	57,731	57,096
Other intangible assets	19,369	20,078
Trade receivables	11,452	11,813
Cash and cash equivalents	7,263	3,441
Deferred tax assets (net)	1,380	1,354
Other Assets	2,815	3,305
Total Assets	109,254	106,642
Equity	81,110	64,431
Borrowings	9,324	19,335
Lease liabilities	5,922	5,982
Trade payables	2,173	2,593
Other financial liabilities	2,585	6,587
Deferred tax liabilities (net)	4,461	4,710
Other Liabilities	3,678	3,004
Total Liabilities	109,254	106,642

Financials for Dec'24 are unaudited. Financials for Mar'24 are Audited

Cash Flow – YTD Dec FY25

Amt in INR M

Particulars	YTD Dec FY25	FY'24
Profit before tax for the period/ year	5,212	2,417
Adjustment for Non-Operating and Non-Cash	5,394	8,693
Adjustment for working capital	(470)	(114)
Income taxes paid (net of refunds)	(1,005)	(1,263)
Net cash flows generated from operating activities (A) - OCF	9,132	9,733
Acquisition of property, plant and equipment and other intangible assets	(1,122)	(1,827)
Free Cash flow (FCF)	8,009	7,905
Payment for business combination, net of cash acquired	(3,786)	(3,010)
Others	299	147
Net cash flows (used in) investing activities (B)	(4,609)	(4,691)
Proceeds from issue of shares by subsidiaries in a related party transaction	3,708	0
Share issue expense (paid)/ reimbursed	72	(72)
Repayment of borrowings and lease liabilities	(3,501)	(5,546)
Interest paid on borrowings and lease liabilities	(1,111)	(1,896)
Net cash flows (used in) financing activities (C)	(832)	(7,513)
Net increase/ (decrease) in cash and cash equivalents (A+B+C)	3,691	(2,471)
Cash and cash equivalents at the beginning of the year/period	3,441	5,853
Effect of movement in exchange rates on cash and cash equivalents	131	60
Cash and cash equivalents at the end of the year/ period	7,263	3,441
Net cash flows generated from operating activities % (OCF on EBITDA)	94.0%	87.2%
Free Cash flow % (FCF on EBITDA)	82.5%	70.8%

- Financials for YTD Dec FY'25 are unaudited. Financials for FY'24 are Audited
- Others in investing activities include Proceeds from sale of property, plant and equipment and other intangible assets and Proceeds from maturity of derivative assets/liabilities, (net) and Interest received

A photograph of three business professionals (two women and one man) smiling and looking at a laptop screen. The image is overlaid with a semi-transparent blue filter. The background shows a modern office setting with a desk, a laptop, and a glass of water. The overall mood is positive and collaborative.

Thank You