



December 09, 2022

BSE Limited  
Corporate Relation Dept.  
P. J. Towers, Dalal Street  
Mumbai 400 001.  
**Scrip Code : 532859**

National Stock Exchange of India Ltd.  
"Exchange Plaza"  
Bandra Kurla Complex, Bandra  
(East)  
Mumbai - 400 051.  
**Symbol : HGS**

Dear Sirs/ Madam,

**Sub: Conference Call Presentation**

This has reference to our communication dated December 08, 2022, on Business update call.

We wish to attach herewith the presentation being briefed at the today's Conference Call. The same is also being made available on the Company's website ([www.teamhgs.com/investors](http://www.teamhgs.com/investors)).

Kindly take note of the above.

Thanking you,

For **Hinduja Global Solutions Limited**

Digitally signed  
by Narendra  
Singh  
Date:  
2022.12.09  
16:32:54 +05'30'

**Narendra Singh**  
**Company Secretary**

Encl : As above

**HINDUJA GLOBAL SOLUTIONS LIMITED**

Regd. Office: Hinduja House, No. 171, Dr. Annie Besant Road, Worli, Mumbai - 400 018. India. Telephone: 91-022-2496 0707, Fax: 91-22-2497 4208, Website: [www.teamhgs.com](http://www.teamhgs.com)  
Corporate Office: Gold Hill Square Software Park, No. 690, 1st Floor, Hosur Road, Bommanahalli, Bengaluru - 560 068. India. Telephone: 91-80-4643 1000 / 4643 1222  
Corporate Identity Number: L92199MH1995PLC084610



HINDUJA GROUP



# HGS Update on TekLink Acquisition

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December 9, 2022

# Safe Harbour

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

# We are evolving into a digital-led CX company

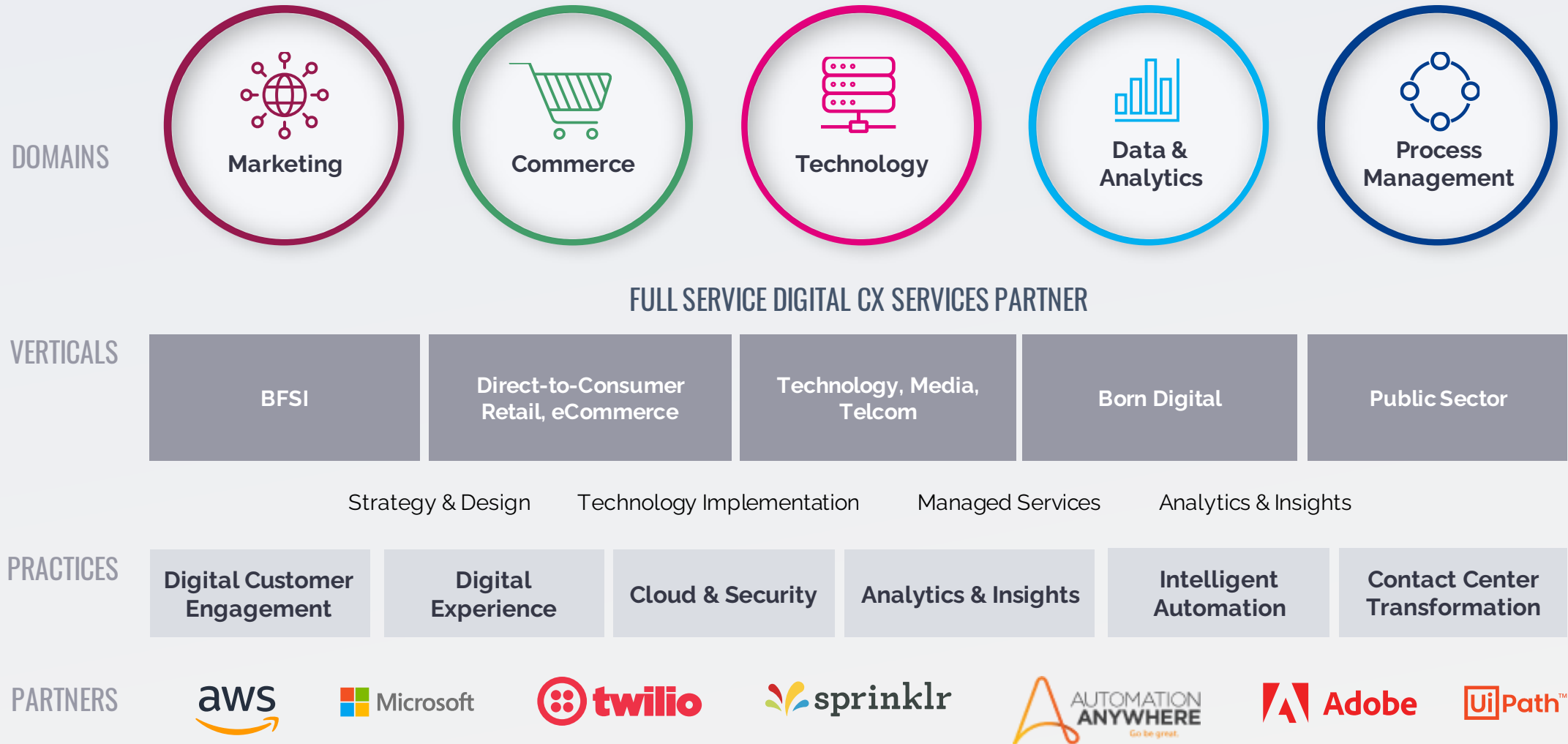
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- Post sale of Healthcare Services business, HGS has taken certain strategic measures to change the company profile in last 12 months
- Acquired Diversify Australia, an offshore BPM solutions provider to Australian enterprises
- Acquired the Digital Media business of **NXTDIGITAL**
- **Focused on driving digital-led customer experience services and solutions**
- Operating at the intersection of strategy, marketing, technology, data, and process management to deliver frictionless experiences



# Our focus areas

A distinctive set of end-to-end services are needed under each area to deliver modern digital experiences



# HGS continues to acquire new digital capabilities!

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# HGS to acquire TekLink



- **Signed a definitive agreement to acquire 100% stake in TekLink for US\$ 58.8 mn**, subject to customary and agreed adjustments. Earnouts based on financial performance.
- The transaction is expected to **close in the next two months**
- Acquisition in line with our new vision to be a digital-led CX company
- Excited about the strong synergies to be gained through this acquisition
- Post completion of acquisition, HGS' Digital revenues will have annual run-rate of ~US\$ 100 million



# About TekLink and the benefit to HGS

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Natarajan Radhakrishnan



# HGS' Digital Services presence currently

**With deep understanding of people and technology, we are creating frictionless digital customer experiences that solve business problems and improve customers' lives.**

- Growing at a CAGR of ~30% in last three years
- Leveraging the 3As – Automation, Analytics and AI – in a Cloud-first model
- Shifting from a services-led business into a **'solution accelerators and products-led'** business
- Rich expertise across verticals
- Deep-rooted relationships with global client base, which includes several Fortune 1000 clients
- Key technology partners – Microsoft, Adobe, AWS, Twilio, Automation Anywhere, etc
- 750+ technology and digital marketing experts

## OUR SIX PRACTICES



DIGITAL  
EXPERIENCE



DIGITAL  
ENGAGEMENT



CLOUD &  
SECURITY



DATA &  
ANALYTICS



INTELLIGENT  
AUTOMATION



CONTACT CENTER  
TRANSFORMATION

# About TekLink

- A Global Financial Planning, Data and Analytics Services Provider and Thought Leader since 2003
- Founded by Pankaj Gupta, a technocrat with 30 years experience
- Headquartered in Warrenville, IL, USA; Presence in Europe and delivery centers in Hyderabad and Indore, India.
- Has technical and functional expertise across multiple industries
- Supports over 55 clients; 10+ years of tenure with several of them
- 275 analytics and planning resources
- Strong credentials in the industry, with established partnerships with Microsoft, SAP, Anaplan, Google Cloud, etc.
- Named as 2022 Gartner® Peer Insights™ Customers' Choice for Data & Analytics Service Providers - (Gartner Peer Insights - 4.6 Rating and 97% 'Would Recommend' Score)

## What they do



Data  
Warehousing  
Cloud/On-prem



Data  
Visualization



Big Data and  
Adv Analytics



Enterprise Planning  
& Consolidation



Trade  
Management



Advisory Services



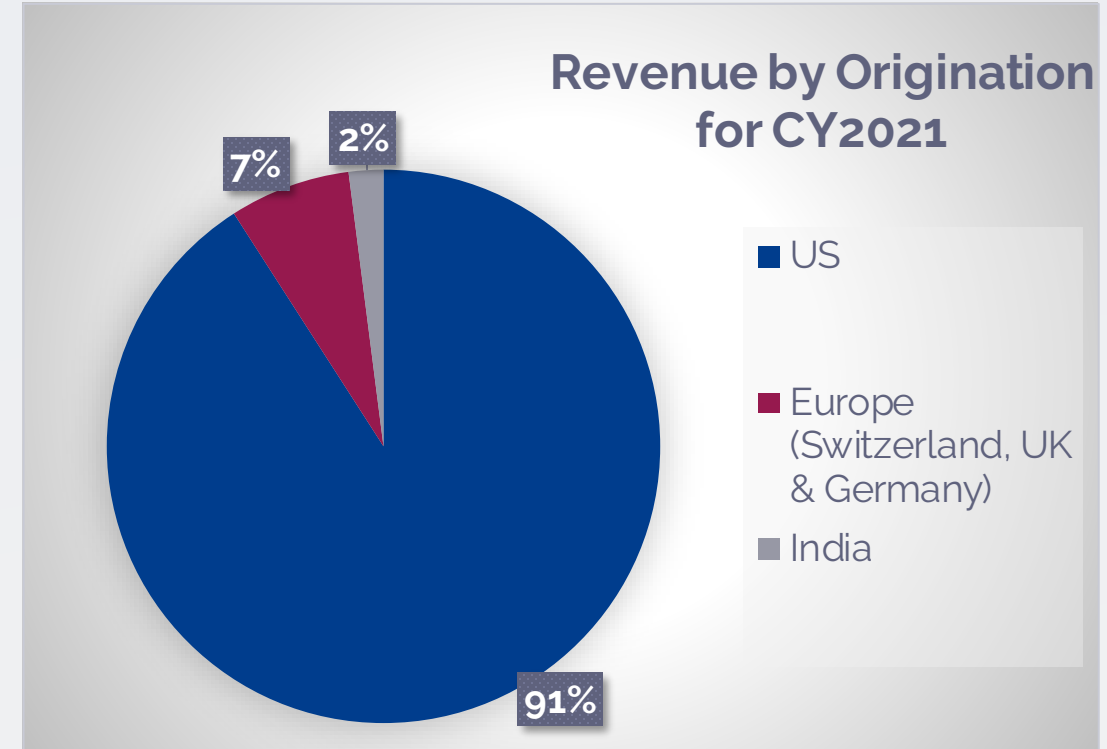
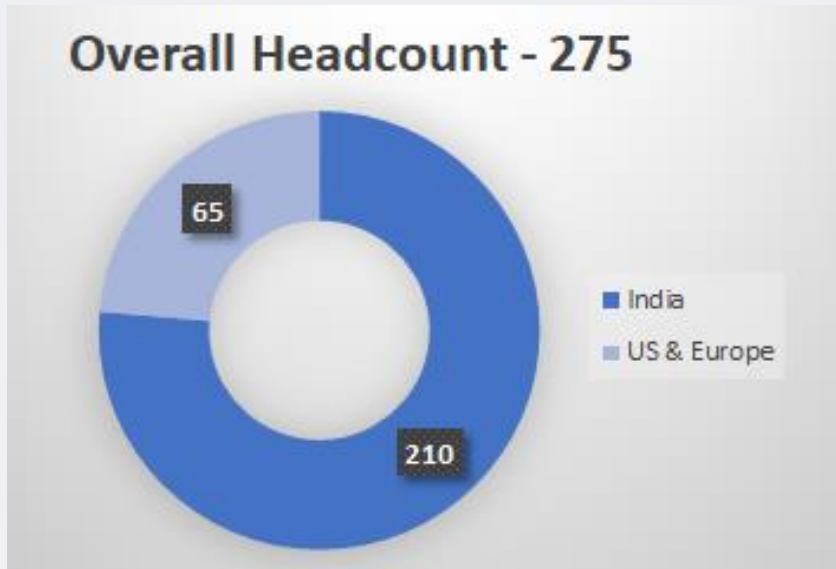
BI AMS and  
Technical Services

# TekLink Financials

- Snapshot of annual revenues in last three years

Calendar Year	Revenue
2020	US\$ 20.1 mn
2021	US\$ 21.8 mn
Jan- Sept 2022*	US\$ 22.5 mn

- CY2022 EBITDA is expected to be in mid-high teens



# The Rationale for the acquisition – Great strategic fit

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Provides **impetus to our Data and Analytics practice**

**Adds strong client relationships** with 60+ top brands across industries – consumer, retail, confectionary, pharmaceuticals, manufacturing, etc

**Expands platform partnerships** – adds important new partnerships like Anaplan and SAP

Strengthens our analytics team at HGS Digital – **addition of 275 practitioners** with deep expertise in consulting

Opportunity to target a wider pool of clients and drive rapid revenue growth – **Cross-sell and Up-sell**

Strong **cultural alignment**



**Thank You**

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