



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 Sir/Madam,

Sub: Q4 FY2024 Earnings Call presentation

This is in continuation to our communication dated May 24, 2024 about Q4 FY2024 Earnings 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 https://hgs.cx/investors/

Kindly take note of the above.

For Hinduja Global Solutions Limited

Narendr Digitally signed by Narendra Singh Date: 2024.05.31 15:13:02 +05'30'

Narendra Singh Company Secretary F4853

Encl: As above



HGS Earnings Call Presentation Q4 and Full-year FY2024

May 31, 2024

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.



Overall Performance Update

Partha DeSarkar

HGS steps into the Rainbow Nation

- Incorporated a subsidiary 'Team HGS South Africa' in South Africa in March 2024
- Expect to start operations in September 2024... Center in Cape
 Town to support clients, primarily in the UK, US and Australia

Why South Africa?

- Is emerging as a preferred delivery destination for UK, North America and Australia based clients
- Large, well-educated workforce
- Cape Town has over 80,000 FTEs supporting international and local clients. Around 10,000 new jobs being created each year.



HGS launches Cybersecurity Solutions

- Comprehensive suite of cutting-edge cybersecurity solutions for the market
- 7 advanced security services each tailored to address industry needs and provide enterprises with state-of-the-art protection against evolving cyber threats
- Leverages cutting-edge technologies to secure AI and ML infrastructure and apps

Secure AI
 Security Testing
 Cloud Security
 Digital Forensics
 SecOps Automation
 vCISO and Staffing

MSSP (Soc-as-a-service)

The Year gone by @ HGS



Buyback completed - 60 lakh equity shares bought back at a price of Rs. 1,700/ share... Rs. 1,020 crore returned to Shareholders

Dividend: Rs. 7/ share

Payout - 25% of consol. PAT

Set up a center in Barranquilla, Colombia to provide support (English, Spanish and Portuguese) to North American clients

Currently has 200+ associates

Deepened capabilities in AI and Gen AI – set up labs in Bengaluru and the US, developed multiple use cases, deployed HGS Agent X for 16+ clients, etc

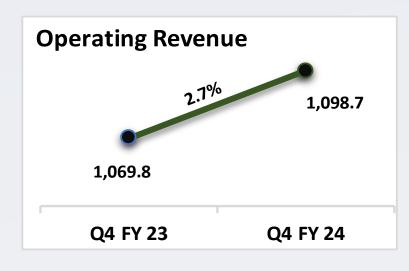
Focus on Hybrid working model continues - Onshore geos now 99% WFH; Offshore geos are mostly WFO

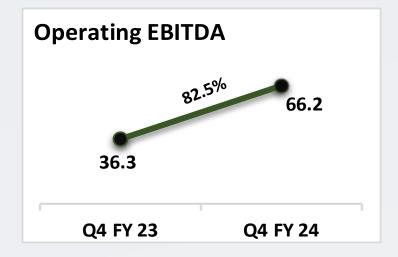
Real estate consolidation – Exited 4 centers

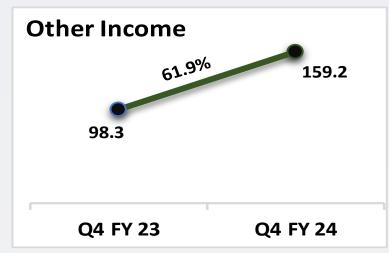
NXTDIGITAL Media Group business launched CelerityX – a comprehensive suite of Enterprise WAN solutions for Indian enterprises Subsidiary OIL has completed majority acquisition (51%) of leading Mumbai-based ISP Seven Star's broadband business

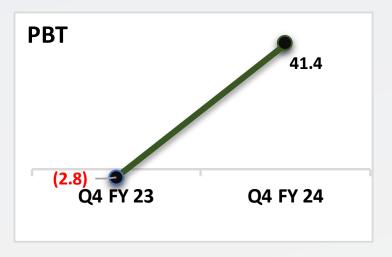
Snapshot of Q4 FY2024 financial performance

Amount in INR Cr



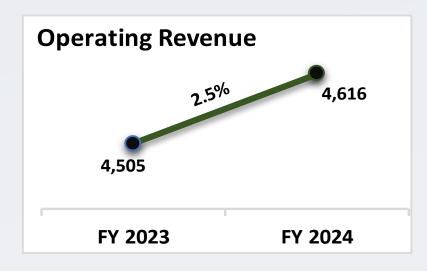


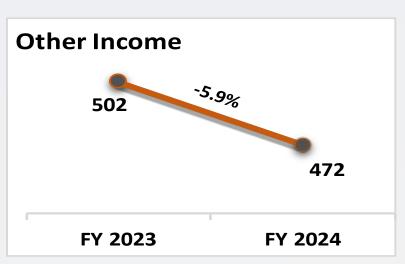


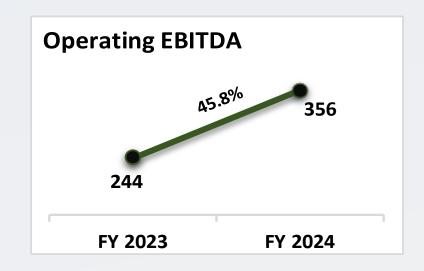


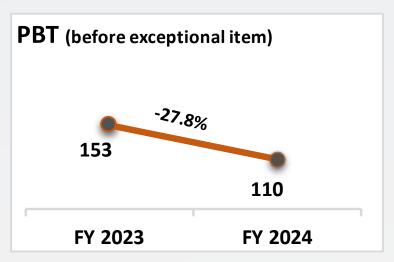
Snapshot of FY2024 financial performance

Amount in INR Cr









FY 2023 had exceptional income of Rs 32.9 Cr related to Health care business

Recent M&As performing well



- First full-year after acquisition of TekLink
 - o FY2024 revenue at US\$ 36.6mn
 - EBITDA of 23.9% for the fiscal
 - Cross-sell opportunities signed several engagements with existing HGS clients
- Diversify, acquired in March 2022, has done well in
 FY2024
 - o Revenue grew 26.3% YoY
 - o EBIDTA grew 35.4% YoY

Way forward



- Transforming CX Operations by applying AI and analytics working on customizing our horizontal solutions for fast-growing verticals
- Establishing AI-led process management solutions deploying HGS Agent X and Gen AI
- Strengthened and expanded the sales teams in North America, UK and Australia
- Focus on selling AI- and analytics-led solutions; Enabled the sales team accordingly – training, specialized hiring, etc.
- Encouraging pipeline





Digital Media Business: An Update

Vynsley Fernandes

OneX Launch



CelerityX, the enterprise business of OneOTT Intertainment Ltd. (OIL) launched OneX – it's unified network-as-a-service solution.

OneX is a unique and innovative solution, especially for the rural and semi-rural banking sector – offering customers a unified network-as-a-service solution covering network management, security, and LAN-side control solution.

The exponentially growing banking sector often grapples with connectivity issues, especially in Tier 2 and Tier 3 cities, where outdated systems fail to provide security against modern threats.

OneX facilitates a paradigm shift - with its ability to leverage multiple WAN technologies, including mobile SIM, ensuring high uptime, zero trust-based networks, and security across all locations.

CelerityX has entered into a strategic partnership with the Maharashtra State Cooperative Credit Societies Federation (MAFCOCS).



- Through the strategic partnership CelerityX aims to enable secure and high uptime banking connectivity for over 40,000 branches in the state, with the potential to serve over 100,000 branches nationwide.
- The OneX costing structure will benefit even the smallest of credit societies, who can avail of this essential service to prevent cyberattacks on their network infrastructure.
- Receives first order from Samta Sahakari
 Patasanstha for its branches in Maharashtra.

OneX Media coverage



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CelerityK (IColarityX, - Apr 23)

Thank you! With MAPCINCS,

cooperative credit societies through OneX, Stay tuned for more updates

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लखन्म । अर्थापनी कंपने और पश्चा गर्भका मोर्ग्यत विविदेश की म्हापक

कंपने प्रमानेतीरों इंटररेनमेंड लिमिटेड (बोजाईएन) के तंत्रपुत्र नेटवर्किन सॉन्युक्त

Hinduja Group's CELERITYX partners

with MAFCO banking con branches in I

सेलेरिटीएक्सची सहकारी पतसंस्था फेडरेशनशी भाग

मंचर्ड : भारतातील भीध्वा मर्चात मोटी स आयएसपी आणि हिंदजा ग्लोबल मोल्यूप लिमिटेडची उपकंपनी वनओटीटी इंटरटेन (ओआयणन) चा मेलेरिटीएक्स हा एंटर नेटवर्किंग सोल्यशन्स व्यवसाय आहे. मह सहकारी पत्रसंस्थांना भेडसावणाऱ्या कर्ना 🔏 आवानांना तोंड देण्यासाठी OneX सक धीषणा केली. महासाष्ट्र स्टेट को ऑपरेटिव सीसावटीज फेडरेशनसह धोरणात्मक भार राज्यभरत १ लाखापेक्षा जस्त शाखांना क्षमता असलेल्या राज्यातील ४० तजार सरक्षित आणि उच्च अपटाइम बौंकेन करे सक्षम करण्याचे उक्तिर आहे. संलेरिटीएव सहकारी पत्रसंस्थेकद्भ महाराष्ट्रातील शा नवाची पहिली ऑर्डर प्राप्त झाली आहे चर्चा सरू आहे. असे सेलेस्ट्रीएक्सचे म्ह अधिकारी समीर कणसे माणाले. महाराष्ट्र सहकारी पत्रसंख्या फेडरेशनचे अध्यक्ष रादाणा तथा करका कोवटे महणाले, आम फेडरेशनने डिंदजा कंपनीची संलग्न कंपन

मेलेरिटीएक्स कंपनीवरोवर समझोत्वाचा करारनामा केरलेला आहे.

टी फेडरेकन माफकॉक्स के राख राखेवारी

लक्क्क (एक्टी हे न्यूज संवाददाता) । देल को चीधी सबसे बही निजी आईएसपी

कंपनी और शिंद्रजा ग्लोबल सॉल्युशंच लिपिटेड को सहायक कंपनी जनओटीटी इंटरटेनमेंट शिमिटेड (ओआईएल) के एंटएप्राइज नेटवर्किंग सॉल्युजन विजनेस मोलेरिटीएका ने आज एक एकोक्ट नेटक्के-एड-ए-मर्जिस समाधान- चनएका को लन्धि करने की घोषणा औ। यह मल्पितन नेटवर्क प्रबंधन के साथ-साथ मुरक्षा, और लेश सहाह शियंत्रण समाधार को करता करता है।

Hinduja Global's shares rise after subsidiary CelerityX introduces OneX solution

The company informed, OneX aims to provide secure and high uptime banking connectivity for over 40,000 branches in Makarashtra, with potential nationwide expansion to serve over 100,000 branches

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Hinduja Global

Hinduja Global



Hinduja Global Ltd.'s shares were up by 5.03 per cept after the company announced that its broadband subsidiary, CelerityX, the enterprise networking solutions business of OneOTT Entertainment Ltd. introduced OneX, a network-as-a-service solution encompassing network management, security, and LAN-side control.

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समाधान 'वनएक्स', महाराष्ट्र में 40,000 शाखाओं के लिए Figure New 1 years Home 3. Name News. 3. Minings Goods Shares Darge On Seel Planters Revisionity

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Hinduja Global shares surge on OneX platform partnership

Hinduja Clobal Share Price | Through a strategic collaboration with MAFCDCS, the goal is to establish secure and consistently operational banking connections for more than 40,000 branches within the state. This initiative has the potential to extend services to over 1,00,000 branches nationwide, Hinduja Global said in a stock exchange filing.

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Broadband growth through focused alliances



OIL has completed majority acquisition (51%) of leading Mumbai-based ISP Seven Star's broadband business and signed on a strategic alliance with Triple Play broadband, a leading Delhi-based ISP.

The corporate actions result in OIL adding 100,000 broadband customers in high ARPU markets.



Leading Internet Service Provider in prime western suburbs of Mumbai and rest of Maharashtra with a customer base of >63.000



Triple Play has a strong presence across the National Capital Region, especially in the commercial hub of Gurugram. The company has >60,000 customers and ~200kms of fibre.



The alliances are focused on not just increasing broadband penetration in these markets but also offering customers a wider portfolio of services—from OTT & IPTV, to bespoke digital services.

Media coverage

Home > Business > ONEOTT Intertainment inks pact with 75tar...

ONEOTT Intertainment inks p 7Star Group for growth

NEW DELHI: Private in Thursday said it has po to utlise the inherent s

NXTDIGITAL Media Group ens its broadband push - for alliance with leading regions 7Star Group

NXTDIGITAL મીડિયા ગ્રુપે તેનો બ્રોડબેન્ડ વ્યાપ વધાર્યો -અગ્રણી રિજનલ કંપની ૭સ્ટાર ગ્રુપ સાથે વ્યૂહાત્મક જોડાણ કર્યું



ભારતની લોધી લોધી મોટી વધી કરોલા ધોડમેન્ડ કોરો બેને ઇંબેધો करिनेट र्जनर नेट वर्जिक प्रोत्वर्धका पर्यन्तर्वेशी करवाराजेले प्राप्त केले. बद्दान्तराज

NXTDIGITAL મીડિયા ગ્રુપે બ્રોડબેન્ડ વ્યાપ વધાર્યો રિજનલ કંપની ૭સ્ટાર ગ્રુપ સાથે વ્યુહાત્મક જોડાણ કર્યું

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લાગાની વર્ષે લોલા મોટાએન લેવે લેવે. તેમારીઓ કરશે, આ જેકાલ તેમના પાર્ટનાર્ટની શયકાઓનો લાખ હેશે. પ્રદેશની માટે ઇનિયોટી સર્વિક્રીટ પણ સુરકાઈને હાય મહાના પ્રદાન

Provider (ISP), and 7Star Group, a leading regional ISP, have

आ में इस बोरान्त अपरांत पूर्वा पूर्व अंगर तरा महे पहला भा भावती । वहाँ है "अने हिंदूस पूर्वन बोरान्त would have been allowed by the state of the જુમને ઉંડી પ્રતિમહાના પાત્રી છે અને અંદિર્દિદ, આદેવીટીમાં, પાદેશાંદી મેં આવી હતી છે છે. છે માં હતે હોવી

શિડિયા સૂપે

September 1984 and the state of में उपेन्ड केने जेने

is growing the broadband business in Mahicashtra

The alliance is also developing plans to offer integrated services to their customers that

ONEOTT Intertainment inks pact with 7Star group for

NXTDIGITAL Media Group

strengthens broadband push; forges

strategic alliance with 7Star Group

NXTDIGITAL's broadband vertical inks strategic alliance with Delhi-based Triple Play Broadband

company also acquired a majority stake in leading Mumbal-based ISP Seven Star's broadba



ONEOTT Intertainment Ltd Inks strategic alliance with Triple Play

NXTDIGITAL's

strategic alliance with Delhi-based Triple Play Broadband

broadband vertical inks

CHANDIGARH: ONEOTI Intertainment Ltd. (OIL). India's 4th largest private

Internet Service Provider (ISP) and Triple

Play Broadband, a Class

strong presence in Delhi

region have announced

a strategic alliance, OIL,

a part of NXTDIGITAL

Media Group and a sub-

Solutions Ltd. (HGS).

will work with Triple

Play to leverage its vast

expanse of fibre and di-

rect roadband customers

across the predominantly

commercial regions of the

national capital region,

The alliance comes close

on the heels of entering

into an agreement with

especially Gurugram.

sidiary of Hinduja Global

A regional ISP with a

& the national capital



· Hinduja Global Solutions' (H3S) broad Triple Play have entered into a strategi the National Capital Region (NCR)

- The moves will add over 100,000 broads

X in

ONEOTT inks strategic pact with Triple Play Broadband to boost broadband, IPTV, OTT services

of a magnety in Seven Star's broadband business in stack automator reflects the focus.



नेक्स्टडिजिटल के ब्रॉडबैंड वर्टिकल ओआईएल ने दिल्ली स्थित ट्रिपल प्ले ब्रॉडबैंड के साथ रणनीतिक साझेदारी पर किए हस्ताक्षर: कंपनी ने मंबई स्थित अग्रणी आईएसपी सेवन स्टार के बॉडबैंड कारोबारी में भी हासिल की बहमत हिस्सेटारी

इंटरनेट सेना प्रदाता (आइंएसपी) किया गया है।

भारत की चौथी सबसे क्यों निजी क्रिस्सेटारी हासिल करने के रीक बाट

बनओटीटी इंटरटेनमेंट लिमिटेड ओआईएल इन दिनों अपने बिस्ता (ऑस्ट्रालंकर) और लिखे और राजिया पर स्वाप बॉलिंग कर रही है और वाली क्लाम ए रीजनल आईएसपी महत्वपूर्ण अभियान छेड रखा है। निय टिवार पर्ने के साथ काम करेगी। संबंध हैं। इस साझेदारी के जरिये की गणवान के मामले में टिवार विकरते हों भी नजर

वह राठबंधन मंबई-आधारित अग्रणी अपने ग्राङ्कों को आईपीटीबी और प्ले की एक खानदार प्रक्रिक है और आती है, जिसके साथ हमने इस साल

ase ISP Seven Star - for acquiring a majority stake

leading Mumbai-base ISP Seven Star - for acquiring a majority stake.



P), has entered into a P Triple Play et Protocol TV (IPTV)

NXTDIGITAL Media Group strengthens its bro

NXTDIGITAL's broadband vertical inks strategic alliance with Delhi-based Triple Play Broadband

A by Rabindre D May 16, 2024 Q 6 Comment

7Star Group Foundary Nadir Ali Julial and M.M.Devanchan echoed his sente with OiL. the broadband various of the Hinduja Group - easily the most resopportunity of growing broadhand and expanding to never markets in no custoriers, topether

initially, whilst setting the tone to expand services together in other markets.

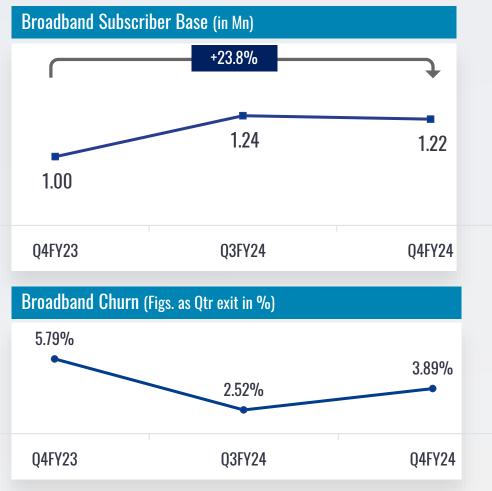
would extend beyond broadband to other services like OTT, IPTV, WIFL, VolP/intercom and own bospoke CCTV infotoors.

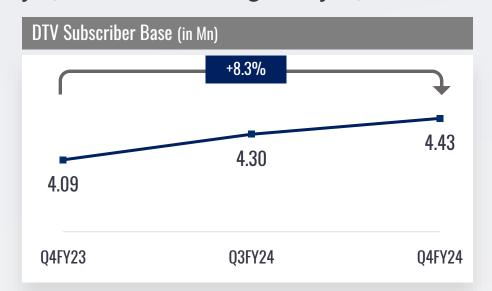
Media Group KPIs | Record performance in FY24

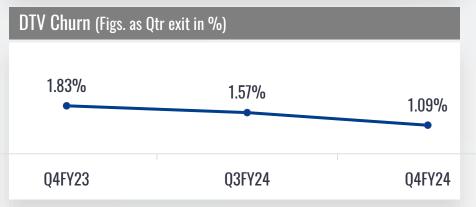


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The focus in FY24 was growing the subscriber base aggressively across broadband & digital TV, setting the foundation for a long-term strategic plan. Both verticals performed exceptionally well on a year-on-year basis – whilst the broadband customer base grew by 23.8%, the DTV base grew by 8.3%.









Financial Update

Srinivas Palakodeti

Q4 FY2024 Performance

Amount in INR Cr

	Actual	Actual	Q	oQ Growth	Actual	YoY Growth
Particulars	Q4 FY 24	Q3 FY 24		%	Q4 FY 23	%
Total Income (\$ Mn)	\$ 151.4	\$ 155.5	4	-2.6%	\$ 142.2	6.5%
Revenue from Operations	1,098.7	1,203.7	1	-8.7%	1,069.8	1 2.7%
Other Income	159.2	91.2		74.4%	98.3	61.9%
Total Income	1,257.9	1,294.9	4	-2.9%	1,168.1	7.7%
Total EBITDA	225.4	206.6	1	9.1%	134.6	67.4%
Total EBITDA %	17.9%	16.0%			11.5%	
PBT	41.4	16.2	1	155.7%	(2.8)	
Tax	(46.5)	8.0			(28.5)	
PAT	87.9	8.2	1	974.5%	25.7	1 242.6%
Operating EBITDA	66.2	115.3	$\mathbf{\Phi}$	-42.6%	36.3	1 82.5%
Operating EBITDA %	6.0%	9.6%			3.4%	
Exchange Rate	83.09	83.29			82.15	

FY2024 Performance

Amount in INR Cr

	Actual	Actual	YoY Growth
Particulars	FY 24	FY 23	%
Total Income (\$ Mn)	\$ 614.4	\$ 621.5	-1.1%
Revenue from Operations	4,615.7	4,505.2	1 2.5%
Other Income	472.1	501.5	-5.9%
Total Income	5,087.8	5,006.7	1.6%
Total EBITDA	828.0	745.6	1 1.0%
Total EBITDA %	16.3%	14.9%	
PBT	110.5	185.9	-40.6%
Tax	(20.7)	(102.3)	
PAT from continuing Operations	131.2	288.1	-54.5%
PAT from discontinued Operations	0.0	46.2	
Total PAT for the period	131.2	334.4	
Operating EBITDA	355.9	244.1	4 5.8%
Operating EBITDA %	7.7%	5.4%	
Exchange Rate	82.80	80.56	

Balance Sheet

Amount in INR Cr

	As at	As at
Particulars	Mar 24	Mar 23
ASSETS		
Non-current assets		
Fixed assets and leases	1,250.5	1,269.9
Intangibles	1,519.3	1,555.3
Financial assets	1,200.5	2,810.0
Other non-current assets	758.2	649.9
Total non-current assets	4,728.5	6,285.0
	1,1 = 010	0,203.0
Current assets	1,1 2010	0,283.0
Current assets Trade receivables	744.6	733.0
Trade receivables	744.6	733.0
Trade receivables Financial assets-Others	744.6 4,763.7	733.0 3,011.4
Trade receivables Financial assets-Others Other current assets	744.6 4,763.7 213.3	733.0 3,011.4 222.6

	As at	As at
Particulars	Mar 24	Mar 23
EQUITY AND LIABILITIES		
Equity		
Share capital	46.5	52.5
Other equity*	7,595.9	8,649.8
Total Equity	7,642.5	8,702.3
Liabilities		
Non-current liabilities		
Borrowings	133.5	94.4
Other non-current liabilities	601.9	660.4
Total non-current liabilities	735.5	754.8
Current liabilities		
Borrowings	1,172.4	226.4
Trade payables	296.4	416.6
Other current liabilities	1,277.9	1,264.2
Total current liabilities	2,746.7	1,907.2
Total Equity and Liabilities	11,124.6	11,364.4

Reduction in Shareholder's funds is mainly due to reduction of Other Equity as a result of Buyback of Shares

Days Sales Outstanding(DSO):

March 24: 59 days

March 23: 59 days

Cash Flow

Amount in INR Cr

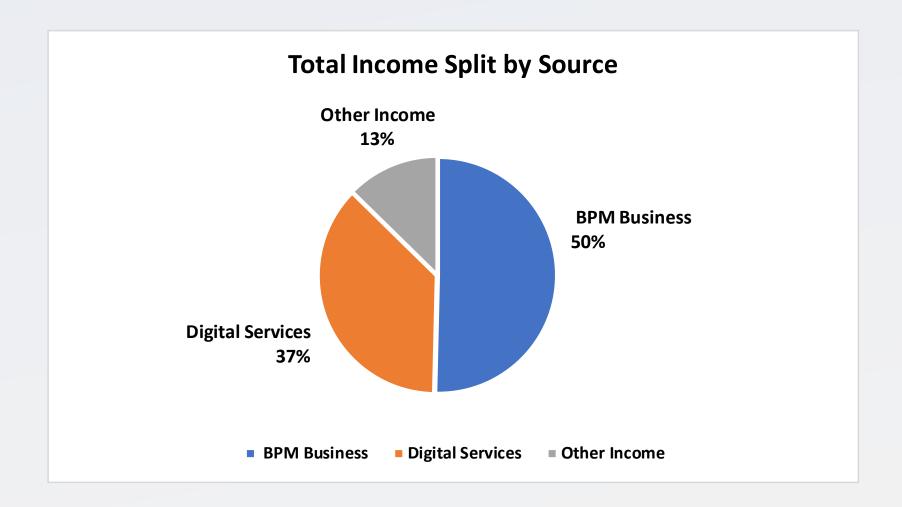
	As at	As at
Particulars	Mar 24	Mar 23
Profit Before Tax	110.5	189.7
Non-operating adjustments	293.2	184.9
Change in operating assets and liabilities	(147.3)	(77.2)
Income taxes paid (net)	(64.0)	(186.2)
Cash from operating activities	192.4	111.3
Net Capex Investments	(48.8)	(330.1)
Net Treasury investments	222.4	242.0
Cash from investing activities	173.6	(88.2)
Share Issue/ (Buyback of shares, taxes & expenses)	(1,254.0)	1.1
Borrowings and interest	456.6	(1,000.1)
Dividend Paid	(11.1)	(108.8)
Cash from financing activities	(808.5)	(1,107.8)
Net increase/ (decrease) in cash and cash equivalents	(442.5)	(1,084.7)
Opening Cash and Cash Equivalents(after Forex)	1,117.0	2,197.1
Cash and cash equivalents at end of the year	674.5	1,112.4

Summary Financial Profile

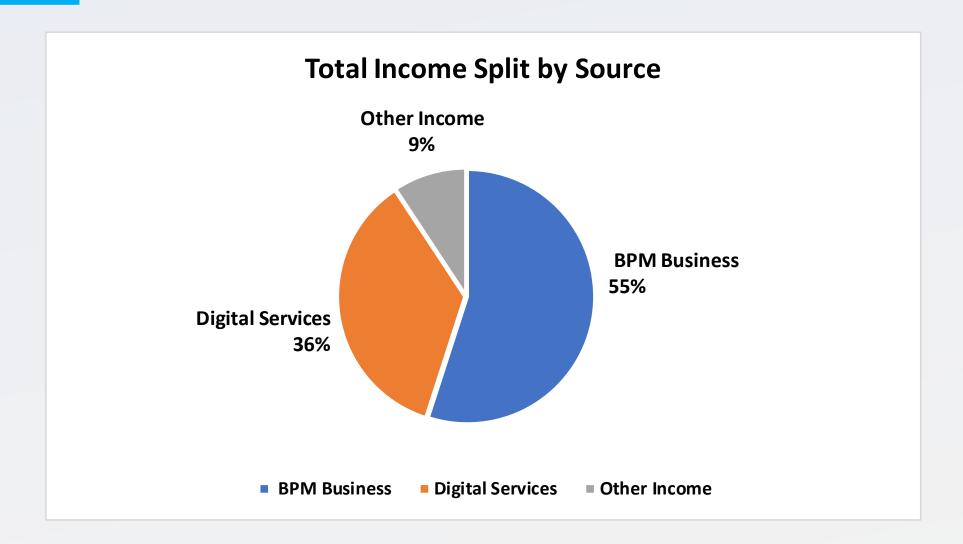
Particulars	HGSL			
	in INR Cr (Except per share data)	in USD Mn (Except per share data)		
Shareholder's Fund	7,642.5	923.0		
Book value per share	1,642.8	19.8		
Price per share	808.8	9.8		
EPS (TTM)	27.5	0.3		
P/E Ratio (TTM)	29.4	29.4		
Gross Debt	1,305.9	156.7		
Net Cash & Treasury Surplus	5,012.6	601.4		

Particulars	In INR Cr
Investments	3,299.7
Loans given	2,227.1
Cash and cash Eq.	674.5
Other Bank balance	206.9
Subtotal	6,408.3
Less: Unpaid Dividend etc.	89.8
Adjusted Surplus	6,318.5
Less: Borrowings	1,305.9
Net Surplus	5,012.6

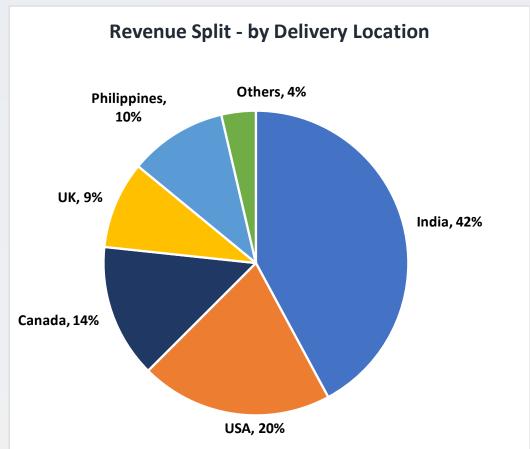
Q4 FY 2024: Total Income Composition of Rs. 1,257.9 Crs



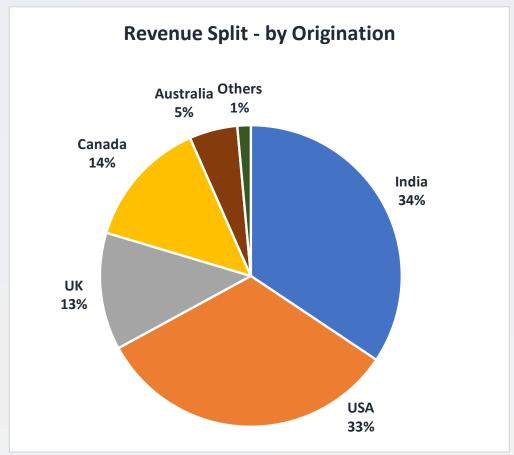
FY 2024: Total Income Composition of Rs. 5,087.8 Crs



Q4 FY 2024: Operating Revenue Composition of Rs. 1,098.7 Crs

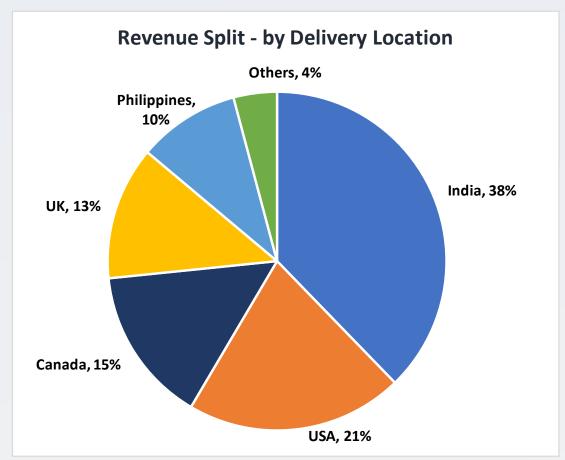


Others: Jamaica, Colombia

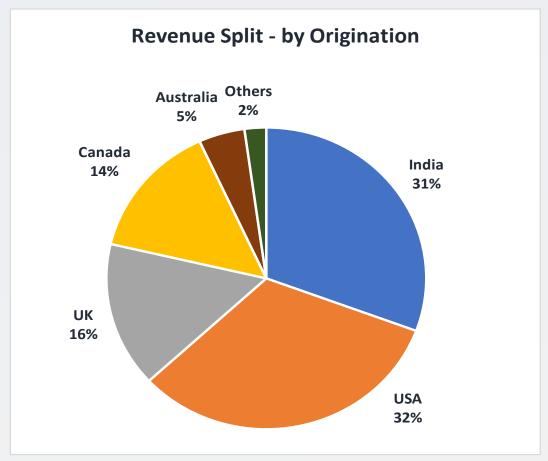


Others: Philippines, Jamaica

FY 2024: Operating Revenue Composition of Rs. 4,615.7 Crs

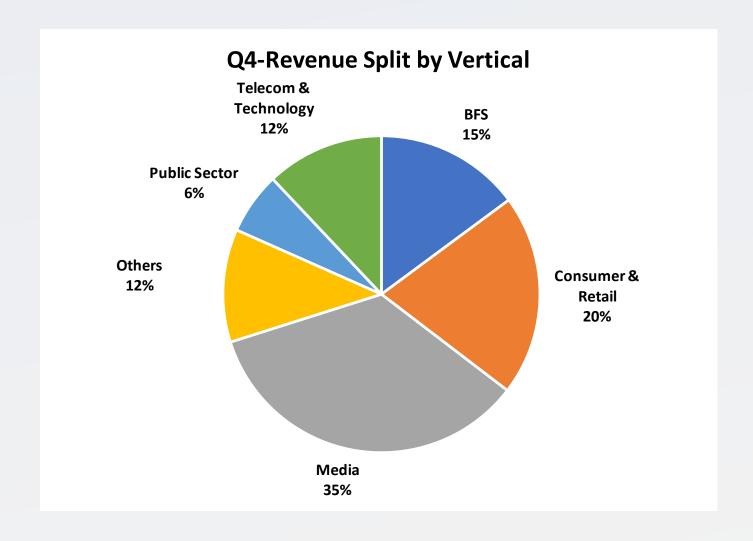


Others: Jamaica, Colombia

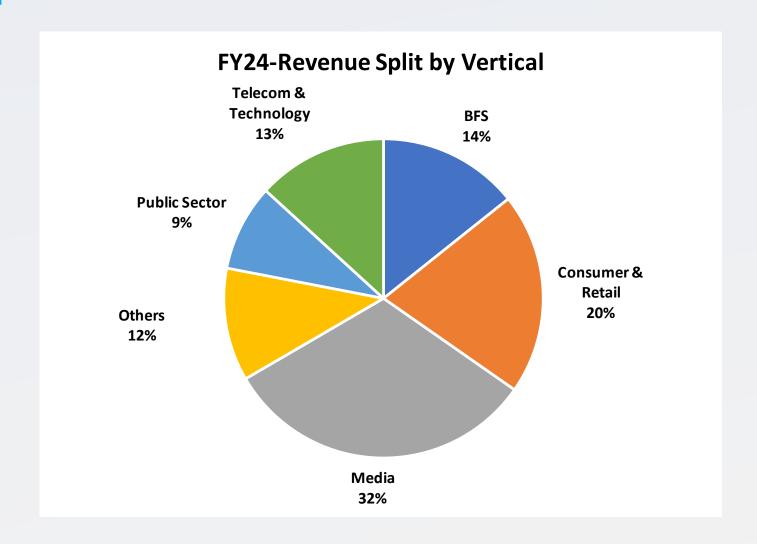


Others: Philippines, Jamaica

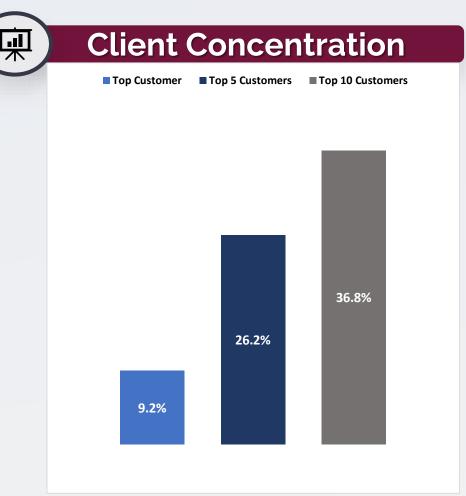
Q4 FY 2024: Operating Revenue (Rs. 1,098.7 Crs) Split by Vertical



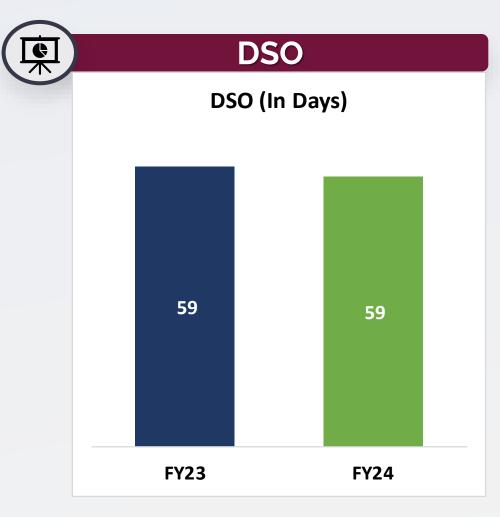
FY 2024: Operating Revenue (Rs. 4,615.7 Crs) Split by Vertical



FY 2024: Revenue Profile



Revenues of Rs 4,615.7 Cr



DSO – Overall includes BPM and Digital Media businesses



Thank You

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