



PRESS RELEASE

Performance Review of Q2 & H1 FY25

Strong Q2 performance with Revenue growth of 8.3% QoQ and 21.1% YoY and Adjusted EBITDA at 25.5% with 6.9% growth QoQ and 22.2% YoY and Adjusted PAT at 12.3% with 13.1% growth QoQ and 30.5% YoY and

Bengaluru, India | November 25, 2024: Sagility India Limited (NSE: SAGILITY, BSE: 544282), a leading global provider of technology-enabled business solutions and services to clients in the U.S healthcare Industry, reported its consolidated financial results for the quarter and half year ended September 30, 2024, according to IndAS.

Financial highlights for the quarter ended September 30, 2024:

- Revenue at ₹ 13,250 million (US\$ 157.9 million), YoY growth of 21.1%
- Adjusted EBITDA at ₹ 3,378 million (US\$ 40.3 million) at 25.5% of revenue, YoY growth of 22.2%
- Adjusted PAT at ₹ 1,636 million (US\$ 19.5 million) at 12.3% of revenue, YoY growth of 30.5%
- Basic Earnings per share (EPS) at ₹ 0.25, YoY growth of 207.4%
- Adjusted Basic Earnings per share (EPS) at ₹ 0.35, YoY growth of 19.5%

Financial highlights for the half year ended September 30, 2024:

- Revenue at ₹ 25,484 million (US\$ 304.5 million), YoY growth of 15.3%
- Adjusted EBITDA at ₹ 6,538 million (US\$ 78.1 million) at 25.7% of revenue, YoY growth of 12.8%
- Adjusted PAT at ₹ 3,083 million (US\$ 36.8 million) at 12.1% of revenue, YoY growth of 15.1%
- Basic Earnings per share (EPS) at ₹ 0.31, YoY growth of 69.7%
- Adjusted Basic Earnings per share (EPS) at ₹ 0.68, YoY growth of 8.3%
- OCF to EBITDA at 114%

Other Updates:

- Sagility India successfully listed in India on Nov 12, 2024.
- Clientele: As of September 30, 2024, Sagility has 45 active clients. Client NPS has improved to 53.
- Employees: At the end of Q2, Sagility had 38,380 employees. Attrition improved to 25.8%.
- Geo Presence: As of September 30, 2024, Sagility had a presence in 5 countries with 32 delivery centers.

Commenting on the results announcement, Ramesh Gopalan, Managing Director and Group CEO said, “Sagility occupies a critical position in the US healthcare services space, supported by domain expertise and long-standing client relationships. Over the years we have built tech enabled solutions and services to deliver best-in-class business outcomes for Payers and Providers, resulting in continued accretion to size and duration of our client engagements. Our runway for growth is long and is backed by a combination of favorable industry dynamics, our strategic investments in advanced technologies including AI and a strong orientation towards creating value for our clients.”

Sarvabhouman Srinivasan, Group Chief Financial Officer added, “Our EBITDA margin is consistent with our historical performance, and we will continue to make investments in technology, AI use cases to deliver superior outcomes and create value for our stakeholders.”

About Sagility India Limited.

Sagility is a technology-enabled, healthcare-focused solutions and services provider that supports U.S.-based payers, providers, and their partners in delivering best-in-class operations, enhancing member and provider experiences, and improving the quality of care, all while ensuring cost-effective financial and clinical outcomes. With over two decades of experience, Sagility’s dedicated experts address complex healthcare challenges through deep domain expertise and innovative thinking. The company serves five of the top ten health insurance companies in the U.S., utilizing its advanced technology, processes, and solutions to ensure efficient operations and minimize additional administrative costs. The Company delivers these services through its skilled talent pool across five global service delivery centres located in India, the Philippines, the U.S., Jamaica, and Colombia.

Safe Harbour

Certain statements in this release concerning our 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. It is not possible to undertake to update any such statement that may have been made from time to time.

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