



# UNIFIED DATA-TECH SOLUTIONS LIMITED

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CIN : L51900MH2010PLC202878

ISO 9001 & ISO 27001 Certified Company

Date: 15.11.2025

To,  
BSE Limited,  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001, Maharashtra

**Scrip ID / Code: UNIFIED | 544406**

Dear Sir/Ma'am,

Sub: H1- FY26 Earnings Release on Un-Audited Financial Results of Unified Data – Tech Solutions Limited for the Half Year ended on September 30, 2025.

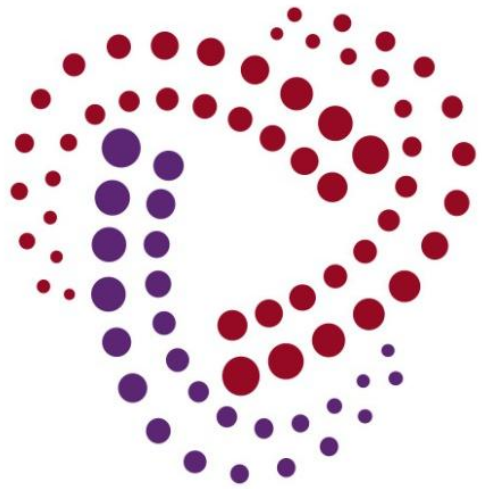
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in continuation to Outcome of Board Meeting held on November 14, 2025 regarding Un-Audited financial results of Unified Data – Tech Solutions Limited for the Half Year ended on September 30, 2025 we submit herewith the Earnings Release on the same.

This is for your kind information and record.

Thanks & Regards,

For Unified Data-Tech Solutions Limited,

Khadija Taher Raniwala  
Company Secretary  
A64489



# Udtechs

Technology Simplified

H1 FY26  
INVESTOR PRESENTATION



## Disclaimer

*This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Unified Data Tech Solutions Limited (“Udtechs” or “Company”) future business developments and economic performance.*

*While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.*

*These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance.*

*Udtechs undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.*

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# Company Overview



# Company at a Glance



Provider of end-to-end Data Centre Solutions & trusted partner for enterprise wide IT transformations.



Award winning ISO Certified System integration specialist



Proven track record of financial strength, customer loyalty, and operational excellence



310+ badges & certifications issued by OEM partners



CAGR Growth (FY22-25) – Revenue ~33.2%, EBITDA ~ 48.5%, PAT ~ 50.4%

2

Decades + Promotor's Industry Experience

5

Industries Majorly served

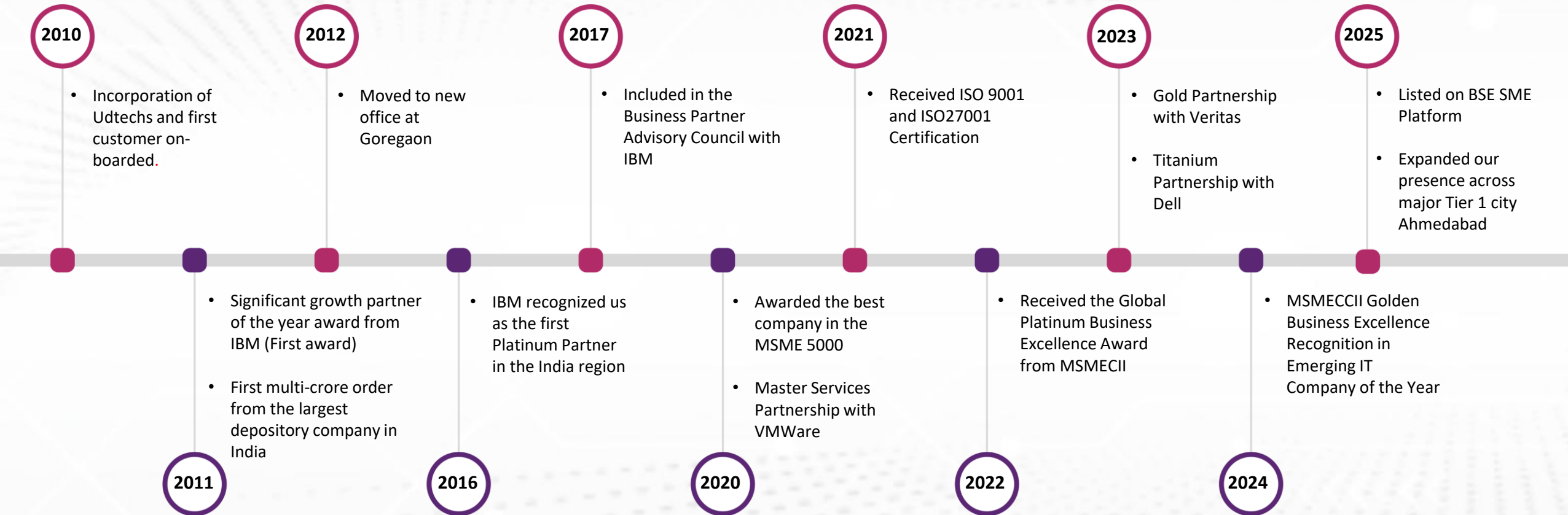
16.21%

H1 FY26 ROE (Not Annualized)

19.92%

H1 FY26 ROCE (Not Annualized)

# Our Journey of Growth & Transformation



# Management Team



**Mr. Hiren Rajendra Mehta**  
Designation: Chairman & Managing Director



**Mr. Rajendra Kantilal Mehta**  
Designation: Whole Time Director



**Mr. Annapurna Devendra Dubey**  
Designation: Independent Director



**Mr. Mayank Modi**  
Designation: Independent Director



**Mr. Chetan Mundhada**  
Designation: Non-Executive Director



**Mr. Shrawan Shukla**  
Designation: Chief Financial Officer





# Business Overview

# Business Divisions – Products & Services

## Products



Data Centre  
Infrastructure



Virtualization  
and Private Cloud



Data Protection  
and Resiliency



Networking and  
Cybersecurity Solutions



Secure Application  
Delivery



Hybrid Cloud  
Solutions

## Services



Technology  
Advisory Services



System Integration



Expert  
Technical Services



Operational  
Management Services

# Products



## Data centre Infrastructure

- Provides **end-to-end infrastructure solutions** with high-performance servers, scalable SAN/NAS storage, and advanced networking equipment including routers, switches, and firewalls.
- Ensures **secure, efficient, and reliable data processing and connectivity**, enabling smooth operations across enterprise applications.



## Virtualization and Private Cloud

- Provides **virtualization solutions** across servers and desktops using platforms like VMware and Hyper-V, enabling workload consolidation, cost efficiency, and improved performance.
- Delivers **custom private cloud setups** on OpenStack and VMware with smart management tools for automation, scalability, and secure operations.



## Data Protection & Resiliency

- Offers **automated backup, recovery, and high-availability solutions** to safeguard critical enterprise data and ensure quick restoration in case of failures or disruptions.
- Provides **disaster recovery and replication systems** that minimize downtime, maintain business continuity, and protect against data loss or corruption.

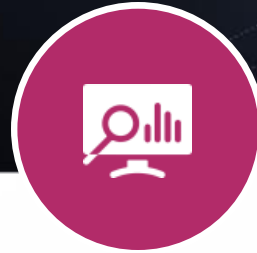


# Products



## Networking and Cybersecurity Solutions

- Delivers **comprehensive network protection** through advanced firewalls, VPNs, and IDPS systems that secure connectivity, monitor threats, and prevent unauthorized access.
- Provides **endpoint security, network segmentation, and access control solutions** to safeguard devices, isolate sensitive data, and ensure resilient, high-performance network operations.



## Secure Application Delivery

- Provides **application firewalls, load balancing, and monitoring tools** to protect web applications, optimize performance, and ensure high availability across enterprise systems.
- Enables **secure and efficient access** through advanced VPN and remote connectivity solutions, supporting distributed workforces without compromising data protection.



## Hybrid Cloud Solutions

- Designs and implements **hybrid cloud setups** that integrate private and public clouds for secure data flow, connectivity, and application portability.
- Uses **cloud management tools** to automate and optimize operations, ensuring high performance and cost efficiency.

# Services



## Technology Advisory Services:

- Design **customized**, scalable data center infrastructure solutions aligned with clients' objectives.
- Deliver architecture consultancy for **efficient, cost-effective technologies** that enhance performance and long-term growth.



## System Integration:

- Oversee **end-to-end implementation** of integrated, optimized IT infrastructures.
- Ensure **secure, reliable, and high-performance** environments that enhance business capabilities.



## Operational Management Services:

- Provide **end-to-end operational management** of IT infrastructures.
- Offer **break-fix support**, proactive maintenance, and remote system management.
- Ensure smooth, secure, and optimized operations so clients can focus on core business..



## Expert Technical Services:

- Deliver **expert support** for system upgrades, migrations, and re-engineering.
- Ensure minimal downtime and improved efficiency for specialized technical needs.

# Key Clientele



# Key Strengths Driving Sustainable Growth



## Market-leading systems-integration + OEM partnerships

- Deep, strategic alliances with tier-one OEMs (IBM, Dell, Veritas, Fortinet) that enable high-margin product supply and faster deployment for enterprise customers

## Comprehensive End-to-End Data Centre Solutions

- A single trusted partner delivering integrated infrastructure, virtualization, networking, data protection, and cloud solutions — minimizing vendor complexity while maximizing client value and engagement.

## High certification & delivery capability

- Over **310+ OEM badges & certifications** and experienced delivery teams — evidence of technical depth and easier OEM-led deal access.

## Large, high-value client base concentrated in resilient verticals

- Long-standing relationships with BFSI and other regulated sectors (BFSI is the largest vertical), producing repeatable project pipelines and low churn.

## Clear growth playbook — scale by adjacencies & managed services

- Strategy focused on
  - (a) broadening services (cybersecurity, managed ops),
  - (b) deeper public-sector pursuits, and
  - (c) geographic expansion — all of which improve recurring revenue mix.

# Honours that Reflect Our Excellence



MSMECCII Golden Business Excellence Recognition in Emerging IT Company of the Year - 2024



India 500 SME Awards for Quality Excellence - 2024 by India 5000



Udtechs listed on BSE in 2025



HP Best Coverage Partner SMB Q1 FY2022



IBM Top Systems Partner for Revenue Achievement West Region



IBM Best Emerging System Integrator for the year 2013 awarded to Hiren Mehta



IBM Business Excellence Award Top Systems Partner for Revenue Achievement West in 2018



Digital Edge's "Top IT Solution Provider of India" 2022





# Industry Overview



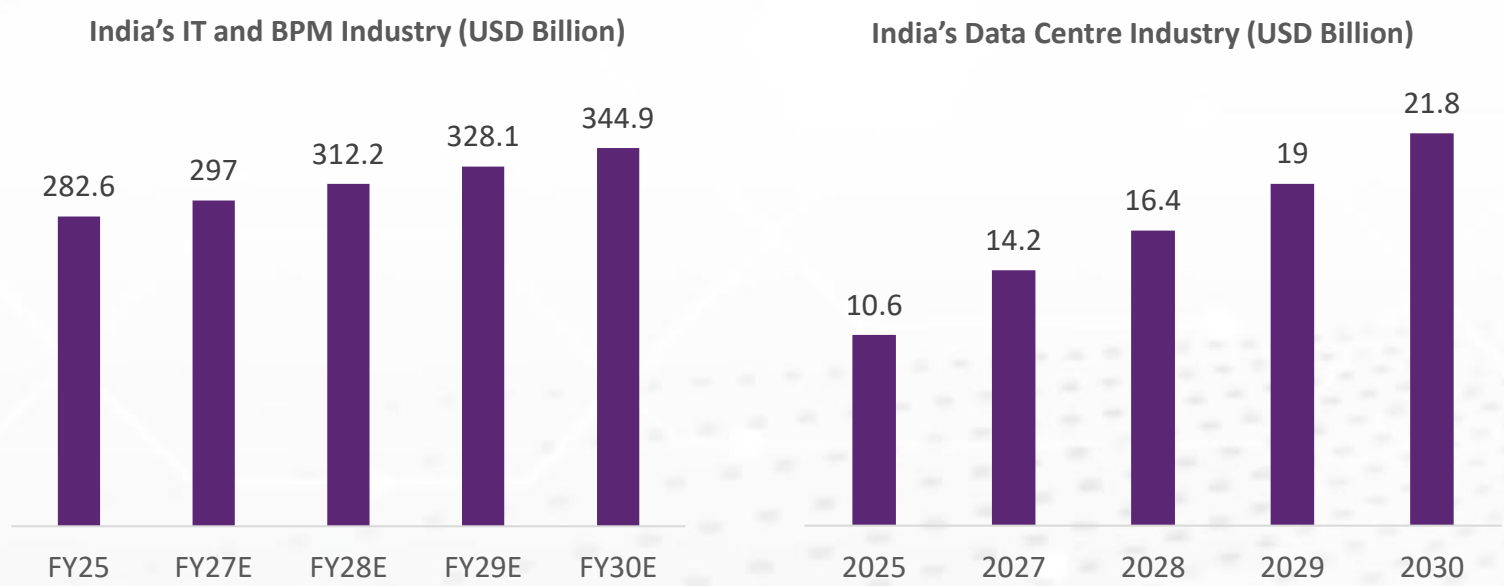
# Opportunities in India's Expanding Tech Economy

## India IT, BPM & Data Centre Market Overview

India's IT & BPM industry is among the world's largest, valued at **USD 282.6 billion in FY25** with a **~5.1% YoY growth**. Contributing nearly **8% to India's GDP** and employing **5.4 million+ professionals**, the sector continues to expand through rapid digital transformation and adoption of AI, cloud, and cybersecurity.

The Union Budget 2025–26 allocated **₹2,000 crore** for AI and digital infrastructure, including **₹500 crore** for an AI Centre of Excellence in Education. Focus on **cybersecurity, hyper-scale computing, block chain, and PLI incentives for IT hardware**, supported by India's **low data costs (₹10/GB)**, is driving digital growth.

India's **Data Centre market**, valued at **~USD 10.6 billion in 2025**, is forecasted to reach **~USD 21.8 billion by 2030** with a **CAGR of ~15.5%**, supported by surging cloud demand and capacity growth projected at **~21% CAGR** (to 3,400 MW).



### Key Growth Drivers

- Strengthening Cybersecurity Ecosystem
- Expanding Digital Talent Pool
- Accelerating Cloud Transformation
- Growth in Managed & SaaS Solutions
- Supportive Policy and Investment Framework



# Financial Highlights



# Management Comment



**Mr. Hiren Rajendra Mehta**

Chairman & Managing Director

*During the first half of FY26, Unified Data-Tech Solutions continued to demonstrate healthy growth momentum, supported by strong client relationships. While revenues were higher year-on-year, margins saw some moderation due to an increased share of product-driven business — a reflection of the company’s growing scale and wider client engagements.*

*More importantly, this year marked a phase of strategic expansion for the company. We successfully on boarded several new clients, reinforcing its position as a trusted technology partner across diverse domains.*

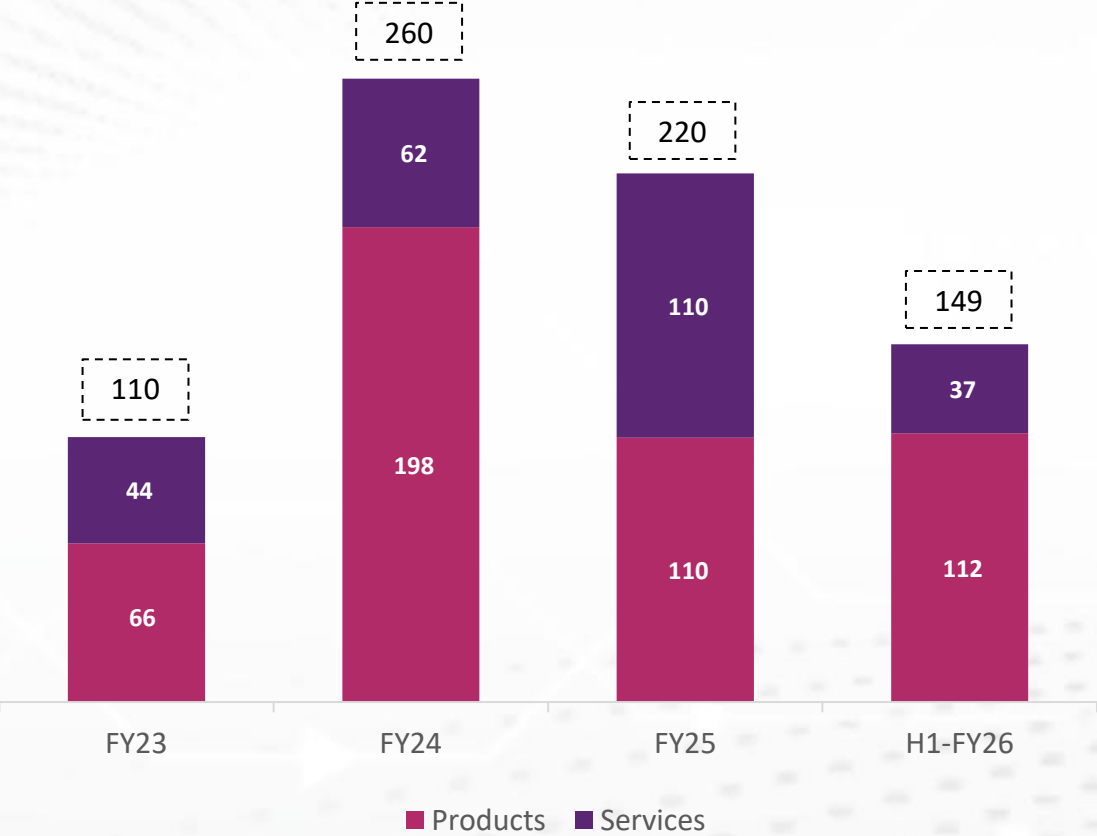
*Going forward, the company’s focus remains firmly on broadening its client portfolio and enhancing the share of service-based revenue, which offers higher margins and recurring income visibility. The management continues to emphasize innovation — investing in new technologies, platforms, and service models that empower enterprises to modernize their data center infrastructure and strengthen digital resilience.*

*We remain committed to building long-term value through sustainable growth, operational excellence, and continuous enhancement of its service offerings to meet the evolving needs of its clients and the industry.*

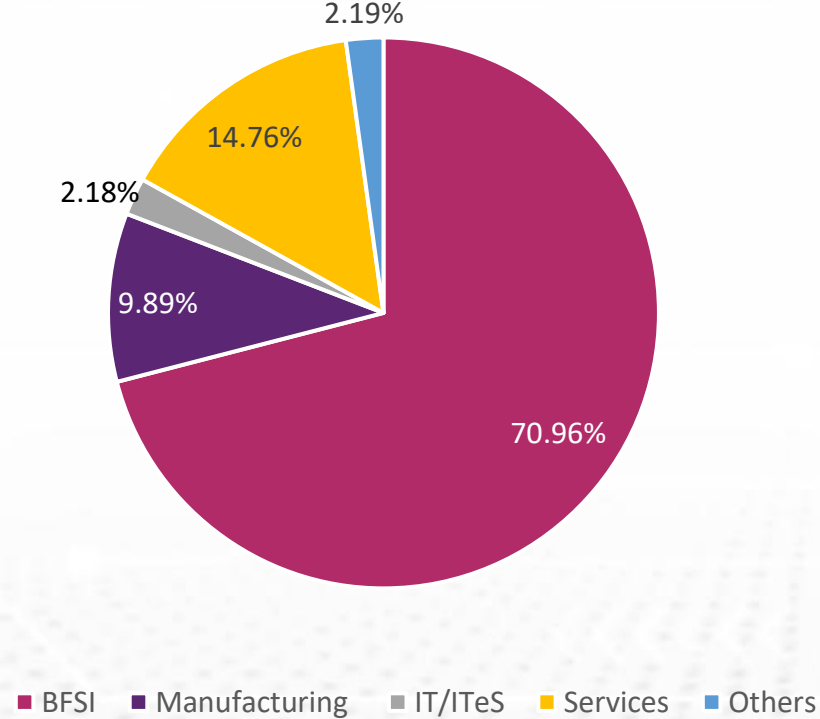


# Revenue Breakup

Products & Services

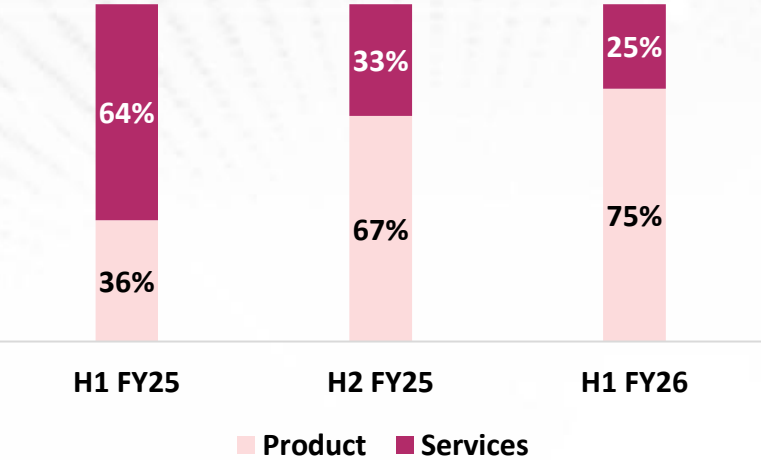


H1 FY26 Industry Split

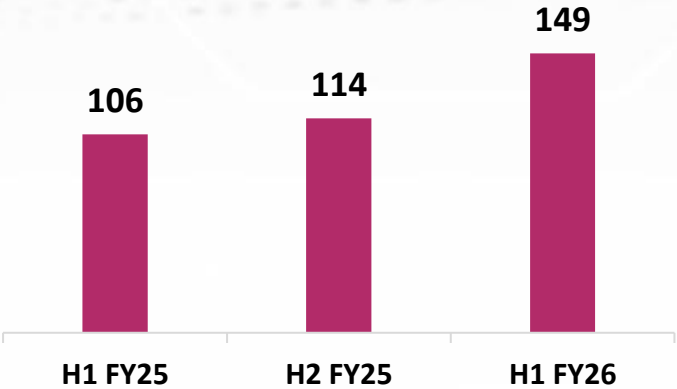


# Financial Snapshot

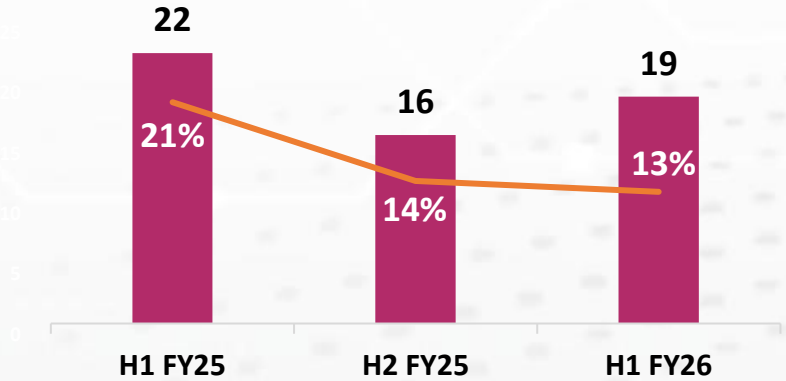
Revenue Split



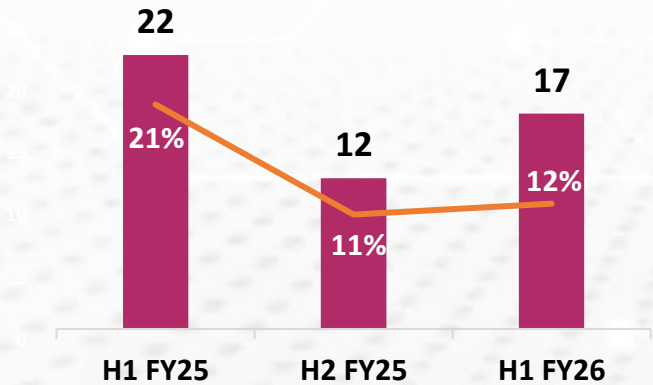
Revenue from Operations



EBITDA & Margins



PAT & Margins



# CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	H1 FY26	H1 FY25	Y-o-Y (%)	H2 FY25
<b>Revenue from Operations</b>	<b>149.03</b>	<b>105.85</b>	40.79%	<b>114.41</b>
Other Income	4.38	6.15		1.05
<b>Total Revenue</b>	<b>153.41</b>	<b>111.99</b>	36.98%	<b>115.46</b>
Purchase of Stock-in-trade	125.73	75.13		93.53
Employee Expenses	2.83	6.35		3.28
Other Expenses	1.66	1.94		1.97
<b>Total Expenditure</b>	<b>130.22</b>	<b>83.42</b>		<b>98.78</b>
<b>EBITDA*</b>	<b>18.81</b>	<b>22.43</b>	(16.41%)	<b>15.63</b>
<b>EBITDA Margin</b>	<b>12.62%</b>	<b>21.19%</b>	(857 bps)	<b>13.66%</b>
Depreciation	0.25	0.21		0.29
Interest / Finance Cost	0.00	0.00		0.00
<b>PBT</b>	<b>22.94</b>	<b>28.36</b>	(19.11%)	<b>16.39</b>
Tax	5.67	6.38		4.29
<b>PAT</b>	<b>17.27</b>	<b>21.97</b>	(21.39%)	<b>12.10</b>
<b>PAT Margin</b>	<b>11.59%</b>	<b>20.76%</b>	(917 bps)	<b>10.58%</b>
<b>Basic EPS</b>	<b>8.60</b>	<b>10.94</b>		<b>6.03</b>

\*EBITDA is calculated excluding Other Income



# ANNUAL CONSOLIDATED INCOME STATEMENT

Particulars (₹ Cr)	FY25	FY24	Y-o-Y (%)
<b>Revenue from Operations</b>	220.26	260.38	(15.40%)
Other Income	7.19	2.21	
<b>Total Revenue</b>	<b>227.45</b>	<b>262.59</b>	<b>(13.38%)</b>
Purchase of Stock-in-trade	168.66	209.16	
Employee Expenses	9.63	16.32	
Other Expenses	3.90	2.81	
<b>Total Expenditure</b>	<b>182.20</b>	<b>228.29</b>	
<b>EBITDA*</b>	<b>38.06</b>	<b>32.09</b>	<b>18.60%</b>
<b>EBITDA Margin</b>	<b>17.28%</b>	<b>12.32%</b>	<b>496 Bps</b>
Depreciation	0.50	0.63	
Interest / Finance Cost	0.00	0.00	
<b>PBT</b>	<b>44.75</b>	<b>33.67</b>	
Tax	10.67	8.65	
<b>PAT</b>	<b>34.08</b>	<b>25.02</b>	<b>36.21%</b>
<b>PAT Margin</b>	<b>15.47%</b>	<b>9.61%</b>	<b>586 Bps</b>
<b>Basic EPS</b>	<b>16.96</b>	<b>NA</b>	

\*EBITDA is calculated excluding Other Income

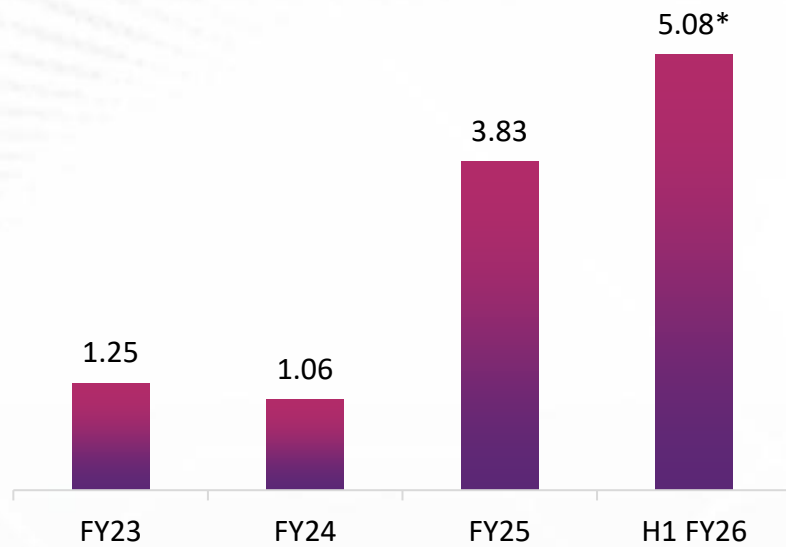
## CONSOLIDATED BALANCE SHEET AS AT

Liabilities ₹ Cr	31.03.24	31.03.25	30.09.25
<b>Shareholders Funds</b>	<b>63.82</b>	<b>97.89</b>	<b>115.16</b>
Share Capital	0.05	20.09	20.09
Reserves and Surplus	63.77	77.80	95.07
<b>Non Current Liabilities</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>
Long-term borrowings	0.00	0.00	0.00
Lease Liability	0.00	0.00	0.00
Long Term Provisions	0.00	0.00	0.00
<b>Current Liabilities</b>	<b>14.34</b>	<b>48.43</b>	<b>21.28</b>
Short term Borrowings	0.00	0.00	0.00
Trade Payables	12.02	45.98	19.42
Other Current Liabilities	2.24	2.44	1.03
Short Term Provisions	0.08	0.01	0.83
<b>Total Equity &amp; Liabilities</b>	<b>78.16</b>	<b>146.32</b>	<b>136.44</b>

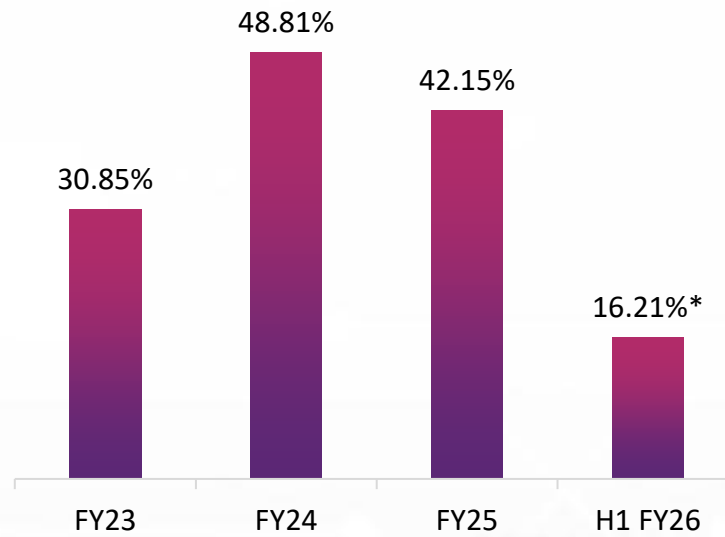
Assets ₹ Cr	31.03.24	31.03.25	30.09.25
<b>Fixed Assets</b>	<b>23.31</b>	<b>36.25</b>	<b>24.75</b>
Property, Plant and Equipment	1.26	1.31	1.09
Capital Work in Progress	0.00	0.00	0.00
Intangible Assets	0.00	0.00	0.01
Non Current Investments	22.05	34.57	23.32
Deferred tax assets (net)	-0.10	0.24	0.20
Long Term Loans and Advances	0.00	0.00	0.00
Other Non Current Assets	0.10	0.13	0.13
<b>Current Assets</b>	<b>54.85</b>	<b>110.07</b>	<b>111.70</b>
Current Investments	39.65	85.44	78.54
Inventories	0.00	0.00	0.07
Receivables	8.06	20.71	29.20
Cash & Bank Balance	3.49	1.23	0.06
Short Term Loans and Advances	0.00	0.00	0.00
Other Current Assets	3.64	2.69	3.83
<b>Total Assets</b>	<b>78.16</b>	<b>146.32</b>	<b>136.44</b>

# Financial Ratio Analysis

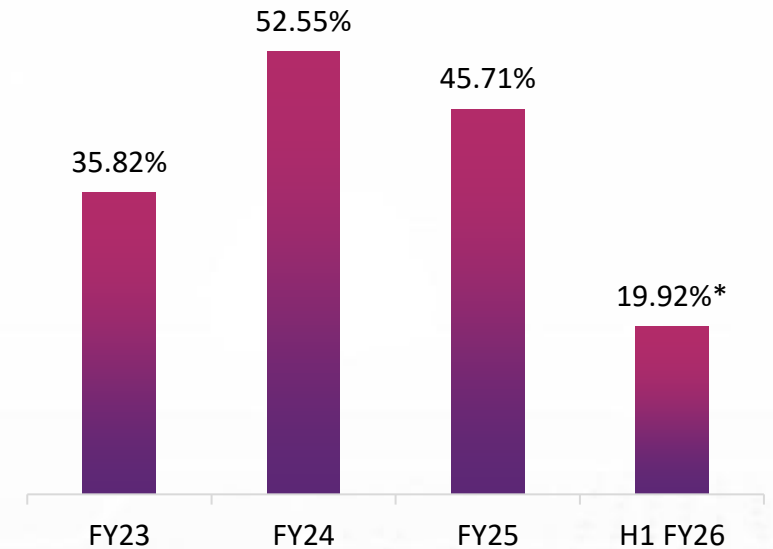
Current Ratio



ROE (%)



ROCE (%)



\*Not Annualized

*ROE = Net profit / Average Shareholders Funds  
ROCE = EBIT / (Shareholders Funds + Long Term Debt + Short Term Debt)*



# Thank You

For further information, please contact:

## Company

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**Mr. Shrawan Shukla**

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## Investor Relations Advisors

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