

Date: 11th June, 2025

To,
National Stock Exchange of India Limited,
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400501

Company Code: DUGLOBAL

Subject: Investor Presentation

Dear Sir / Madam,

Pursuant to Regulation 30 read with Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we hereby enclose Investor Presentation with respect to Audited Consolidated and Standalone Financial Performance of the Dudigital Global Limited for the Financial Year ended 31st March, 2025.

This is for your information and records.

Thanking You,

FOR DUDIGITAL GLOBAL LIMITED

**Lalit
Chawla**
Lalit Chawla
Digitally signed
by Lalit Chawla
Date:
2025.06.11
15:34:52 +05'30'
Company Secretary and Compliance Officer
M. No. F-7825

DUDIGITAL GLOBAL LIMITED

CIN: L74110DL2007PLC171939

Registered Address: C-4, SDA Community Centre, Hauz Khas, New Delhi - 110016

Contact No: 011-40450533, Website: www.dudigitalglobal.com, E-mail: cs@dudigitalglobal.com

DU Digital Global

GOVERNMENT DIGITAL PARTNERS | VISAS TO VENTURES

Empowering Global Mobility

Investor Presentation

FY25



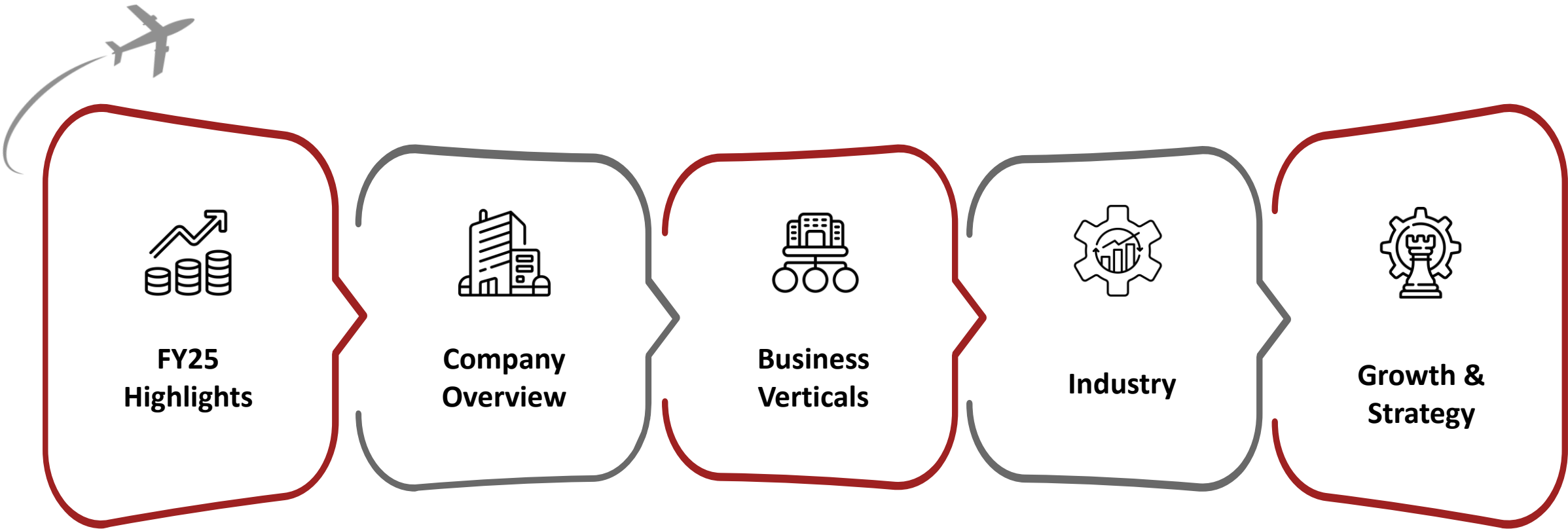
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FY25 Highlights

DU Digital
Global

GOVERNMENT DIGITAL PARTNERS | VISAS TO VENTURES

Mr. Rajinder Rai | Chairman and Executive Director



“FY25 has been a milestone year for DU Digital Global. We strengthened our global presence with new wins in South Korea and Thailand. In Seoul, we launched the Indian Consular Centre and began pilot deployment of our DU Verify platform. In Thailand, we were awarded a key contract to manage visa operations in Bangkok and Chiang Mai.

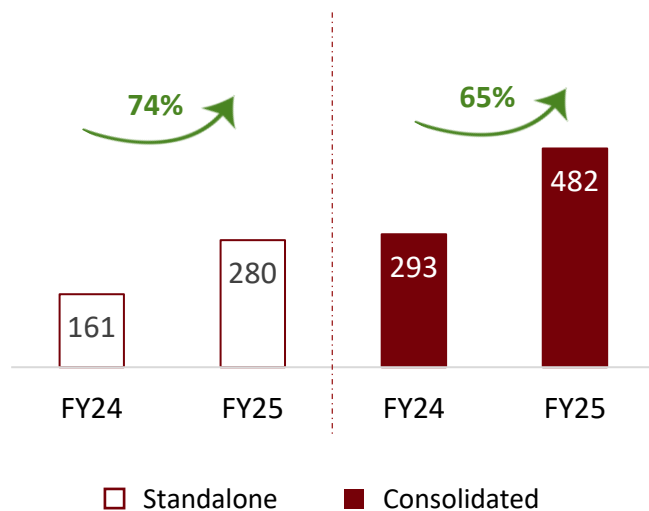
With over four decades of experience in travel and consular services, we understand the importance of secure and efficient solutions. As governments move towards digital-first systems, DU Digital is well placed to support this shift with reliable, tech-enabled services.

We remain focused on expanding to new markets, scaling our high-margin platforms, and building long-term partnerships. Our journey from a legacy travel business to a global mobility tech company has only just begun.”

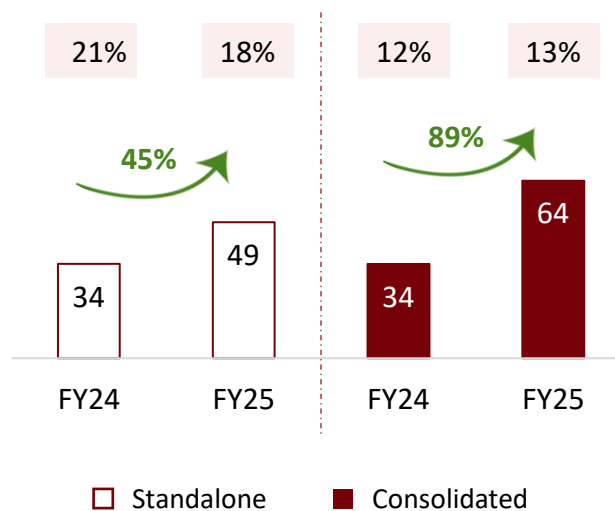
Financial Performance: Standalone & Consolidated



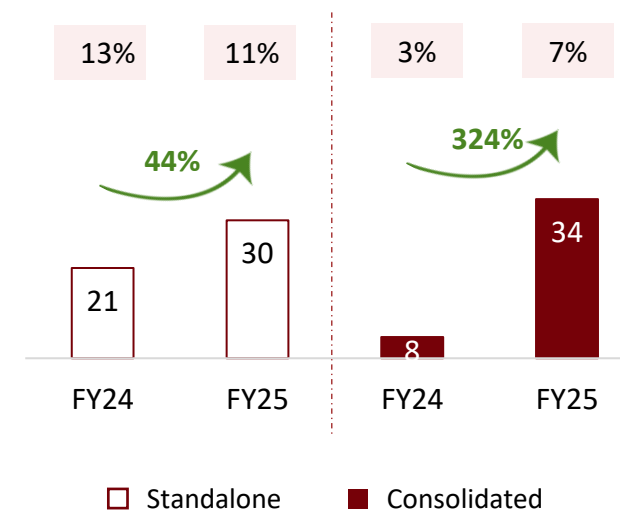
Revenue from Operations (Rs Mn)



EBITDA (Rs Mn) & EBITDA Margin (%)



PAT (Rs Mn) & PAT Margin (%)



- Revenue stood at **Rs 482 Mn** in FY25, an increase of **65% YoY**
- EBITDA stood at **Rs 64 Mn** in FY25 (Margin of 13%), an increase of **89% YoY**; moderated by higher employee costs, addition of KMPs, and strategic investments to drive future growth.
- PAT stood at **Rs 34 Mn** in FY25 (Margin of 7%), an increase of **324% YoY**

Consolidated results include subsidiaries - DuDigital BD Pvt Ltd, Intermobility Visa Solution Pvt Ltd (formerly Window Malay Visa Pvt Ltd), OSC Global Processing Pvt Ltd, DuVerify LLC-FZ (from May 8, 2023) and Wholly Owned Subsidiaries - DuDigital Worldwide Pvt Ltd (India) , DuDigital Global LLC (UAE), and Virtuworld Tourism LLC (UAE) (from Feb 12, 2024)



Seoul, South Korea

- Secured a **3-year contract** from **Ministry of External Affairs (MEA)** in May 2025, for outsourcing of Consular/ Passport/ Visa/ OCI/ PCC/ Surrender Certificate (Renunciation of Indian Citizenship)/ Global Entry Program (GEP) Verification/ Miscellaneous Attestation related support services at the **Indian Embassy in Seoul**. **The company has launched its Visa Application Centre (VAC) in Seoul, further strengthening its visa processing services**
- Selected as the Designated Travel Agency for the Korea Tourism Organization's (KTO) 2025 K-Incentive Scheme in April 2025, for promoting South Korea tours in India.
- Appointed in March 2025, as the Designated Travel Agency by the South Korean Embassy for the 2025 Group Incentive Tours, managing Visa Processing and Group Submissions.



Thailand

- Secured a **3-year contract** from **MEA** in **May 2025**, for Outsourcing of Consular/ Passport/ Visa/ OCI/ PCC/ Surrender Certificate (Renunciation of Indian Citizenship)/ Global Entry Program (GEP) Verification/ Miscellaneous Attestation related support services at the **Embassy of India, Bangkok, and Consulate General, Chiang Mai**.



New Visa Application Centres (VACs)

- Opened new Visa Application Centers in Guwahati, Mumbai, Silchar, and Bongaigaon, contributing to an increase in operating costs.
- Actively pursuing international expansion with upcoming VACs planned in South Korea and Thailand.



Leadership & Workforce Expansion

- Strengthened organizational structure by appointing key leadership roles, including CEO and Sales Heads.
- Increased manpower by over 50% YoY to support ongoing operations and new business initiatives.



Technological Initiatives

- Developing a **Customer Relationship Management (CRM)** system to improve B2B and B2C service efficiency and customer engagement.
- Migrating from Tally to **Microsoft Dynamics 365** Business Central for streamlined financial and operational management.
- Enhancing online presence through an upgraded website and digital outreach aimed at better lead generation and customer interaction.

Launch of Indian Consular Application Centre in Seoul, South Korea

DuDigital Global Launches Indian Consular Application Centre in Seoul, South Korea



DuDigital Global Limited (NSE: DUGLOBAL), India's leading provider of visa and consular outsourcing services, is proud to announce the official inauguration of the Indian Consular Application Centre (ICAC) in Seoul, South Korea. The centre, launched in partnership with the Embassy of India in the Republic of Korea, will streamline the delivery of visa, passport, and consular services for Indian nationals and foreign applicants residing in South Korea.

ICAC Seoul launch news in India

- [The Tribune India](#)
- [The Print](#)

ICAC Seoul launch news in S Korea

- [Daily Korea](#)
- [Express News Korea](#)
- [Press Samda News](#)
- [Press Jeju News](#)

Profit & Loss – Standalone & Consolidated

	Standalone				Consolidated		
Particulars (Rs Mn)	FY25	FY24	YoY%		FY25	FY24	YoY%
Revenue From Operations	279.9	161.0	73.8%		481.6	292.5	64.6%
Overseas Visa System Charges	16.7	12.4			9.6	17.4	
Employee Benefits Expense	119.1	45.3			173.1	94.9	
Other Expenses	94.6	69.2			234.9	146.3	
EBITDA	49.4	34.1	44.8%		64.0	33.9	88.6%
EBITDA Margin	17.7%	21.2%			13.3%	11.6%	
Other Income	31.1	18.1			57.0	15.1	
Depreciation and Amortisation	31.9	12.2			35.2	15.2	
Finance Cost	9.1	7.7			26.3	10.1	
Share of Profit of an associate					0.0	0.0	
Profit Before Tax	39.5	32.2			59.5	23.8	
Tax Expense	9.6	11.7			25.5	15.7	
PAT	29.8	20.7	44.4%		34.0	8.0	323.8%
PAT Margin	10.7%	12.8%			7.1%	2.7%	
Basic EPS (Rs/share)	0.43	0.33			0.49	0.13	

Balance Sheet - Standalone & Consolidated

	Standalone		Consolidated	
Liabilities (Rs Mn)	Mar-24	Mar-25	Mar-24	Mar-25
Share Capital	139.5	139.6	139.5	139.6
Reserves & Surplus	639.7	709.8	639.0	726.4
Non-Controlling Interest	-	-	2.0	3.3
Shareholders' Funds	779.2	849.4	780.6	869.3
Lease liabilities	35.5	29.0	35.7	29.0
Borrowings	6.0	10.8	6.0	10.8
Provisions & Deferred Tax Liabilities (Net)	2.2	3.8	2.8	4.6
Total Non-Current Liabilities	43.7	43.6	44.5	44.4
Contract Liability	-	-	0.3	3.6
Lease liabilities	16.1	22.6	16.4	22.8
Short Term Borrowings	1.3	5.0	51.3	7.8
Trades Payables	8.8	8.6	20.5	11.5
Other current & financial Liabilities	5.5	9.7	12.8	14.3
Provisions & Liabilities for current tax (net)	6.2	5.7	10.2	22.0
Total Current Liabilities	38.0	51.6	111.4	81.9
Total Liabilities	860.9	944.5	936.5	995.5

	Standalone		Consolidated	
Assets (Rs Mn)	Mar-24	Mar-25	Mar-24	Mar-25
Property, Plant & Equipment	34.8	43.5	42.9	49.5
CWIP	-	-	0.0	0.0
Right of Use of Assest	49.8	43.4	50.2	43.6
Intangible Assets & Assets Under Development	9.4	2.5	10.6	12.6
Investments	151.2	254.8	153.0	0.0
Other Non-Current Assets^	107.9	157.6	10.1	63.1
Total Non-Current Investment	353.0	501.8	266.8	168.8
Inventories	-	-	4.5	4.0
Current Investments	2.6	62.5	84.5	253.2
Loans	42.2	120.1	2.0	34.5
Trade Receivables	83.9	145.9	112.0	297.8
Cash and Cash equivalents	312.8	23.2	351.7	46.0
Other Current Assets*	66.3	91.1	115.0	191.2
Total Current Assets	507.9	442.8	669.7	826.8
Total Assets	860.9	944.5	936.5	995.5

* Other Financial Assets + Current Tax Assets (Net) + Other Current Assets, ^Other Non- Current Assets + Loan + Other Financial Assets + Deferred tax assets

Rounded off to nearest decimal



Company Overview

DU Digital
Global

GOVERNMENT DIGITAL PARTNERS | VISAS TO VENTURES

Company Overview



2015
Established



35
Locations



6
Countries



1.7 Mn+
Applications Processed



200+
Employees



Rs 482 Mn
Turnover

Products & Services



Visa Application Centres

Efficient visa processing with state-of-the-art visa application centres equipped with advanced technology for seamless application submission and processing



eVisa Solutions

Plug-and-play eVisa solutions that can be integrated into existing or new visa processes of governments



Passport & Consular Services

Adaptable administrative solutions to efficiently manage passport and consular services at consulates & embassies



Doorstep Services

Convenient doorstep services for hassle-free application submissions, biometric enrolment, and document verification, bringing government services directly to the applicant's doorstep for added convenience and accessibility



DuVerify Verification Services

Robust verification services ensuring authenticity and integrity of documents and information through advanced technology and stringent protocols



Immigration, Residency & Citizenship Services

Application and biometric enrolment services for registration of foreign nationals, work permits and residence permits



Global Company Formation

Streamlined company formation services, offering comprehensive solutions for registering businesses and obtaining necessary permits and licenses with ease



Tourism & Trade Support for Client Governments

Travel and tourism promotion services for national tourism authorities



Public Services

Public services delivered through technology-driven one-stop-shop service centres, digital channels and doorstep services.

Products and Partners



Certifications



ISO/IEC - 23026-2015
Certification for Website Quality



ISO 9001 - 2015
Certification for Quality Management



ISO/IEC 27001 - 2013
Certification for IT-related Services



ISO 14001 - 2015
Environmental Management System

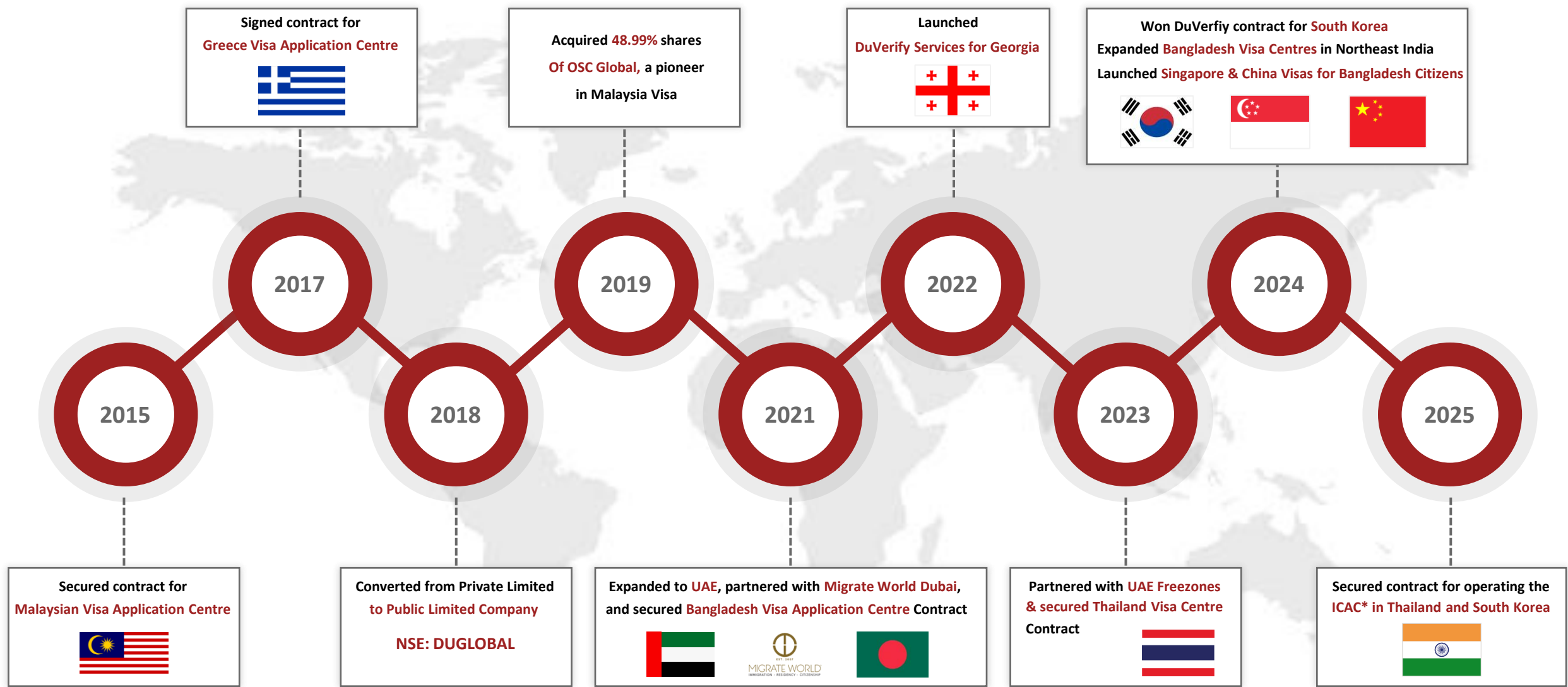


ISO/IEC 27701 - 2019
Certification for Privacy Information Management System

Global Reach



Our Journey



*Indian Consular Application Centre

Well Experienced Management Team...



Mr. Manoj Dharmani | Group CEO

- Over 30 years' experience across aviation, telecom, media, and automotive sectors.
- Held key roles at AirAsia, GoAir, Vodafone, BPL Mobile, and Daewoo.
- Results-driven leader with strong operational and customer focus. Mechanical Engineering graduate.



Mr. Aditya Sanghi | Chief Technology Officer

- 20+ years in the tech industry with global experience across six countries.
- Founder of successful startups including Punchh (acquired by PAR Technologies), Rising Sun Technologies, and Goldy.
- Holds a Bachelor's in Computer Science from Queensland University of Technology, Australia.



Mr. Rajesh Rohilla | Chief Financial Officer

- Qualified Chartered Accountant (ICAI, 1997) with 25 years' experience in finance, compliance, and fundraising via IPOs, banks, NBFCs, and private equity.
- Former CFO for listed manufacturing and retail firms in garments, PET bottles, metal crowns, and electronics distribution.



Mr. Gagandeep Singh Bhatia

Head of Sales

- Management graduate with 20+ years of experience in consumer durables, telecom, and travel industries
- Previously worked with Voltas, Vodafone, Go Air, and Yatra Online.
- Skilled in sales, distribution, and channel management, with a proven track record in strategic planning, leading large teams, and client relationship management.



Mr. Awant Verma

Head - Brand & Marketing

- 20+ years of experience in marketing and product management across diverse industries.
- Previously with Kantar Group, Reliance Capital, Apollo International, and Finstar Financial Group (Russia).
- Mechanical Engineer with an MBA in Marketing & Finance, a Professional Diploma in Digital Marketing, and Brand Management certification from IIM-B.



Ms. Tanima Sur

Head - Human Resources

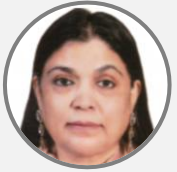
- 15+ years of experience in Human Resources.
- Previously worked at Spencers Retail, Vodafone, and VFS Global.
- She has vast knowledge in overseeing human resource operations and activities, which includes the entire gambit of Employee Life cycle.

...Guided by a Strong Board Of Directors



Mr. Rajinder Rai | Chairman and Executive Director

- Four decades of rich experience in tourism and hospitality.
- Represented as a President of TAAI (Travel Agents Association of India).
- Vice-President of UFTAA and part of the advisory board of FICCI, CII, Assocham.
- PHD Chambers Of Commerce .
- An integral part of the Tourism Advisory Committee of the Indian National Trust for Art and Cultural Heritage.



Mrs. Madhurima Rai | Managing Director

- 20 plus years experience in the field of fashion, travel and tourism.
- B.A. (Hons) in Economics from Delhi University.
- Responsible for overall day to day working, finance.



Mr. Krishna Kumar | Whole Time Director

- 27 years of experience in the field of travel trade.
- Responsible for timely delivery and quality services provided by the Company.



Mr. Shivaz Rai
Non-Executive Director

- 20+ years in finance with trading and fund management roles at RBC, QVT, UBS, and JP Morgan.
- CFA, FRM, Harvard Business diploma, and BA in Econ & Math from the University of Chicago.



Mr. Pinak Chakravarty
Non-Executive Director

- Ambassador Chakravarty, a 1977 Indian Foreign Service entrant,
- Held key roles including Deputy Chief of Mission and High Commissioner in Dhaka, bringing deep South Asia expertise and extensive diplomatic experience.



Mr. Yashovardhan Azad
Non-Executive Director

- With 40+ years in national security and governance, served as Special Director, IB, and Secretary (Security), Govt of India.
- Recipient of Police and President's medals, brings deep expertise and networks in security and government.



Mr. Ajay K. Jain
Independent Director

- Senior advocate practicing in the Supreme Court and High Courts of India, specializing in constitutional, corporate, insolvency, and recovery laws.
- Appears before DRT, DRAT, NCLT, NCLAT, and arbitration tribunals.
- Former legal advisor to Tuberculosis Association, MCI Ethics Committee member, and ex-director at IPA ICAI.



Ms. Neha Goyal
Independent Director

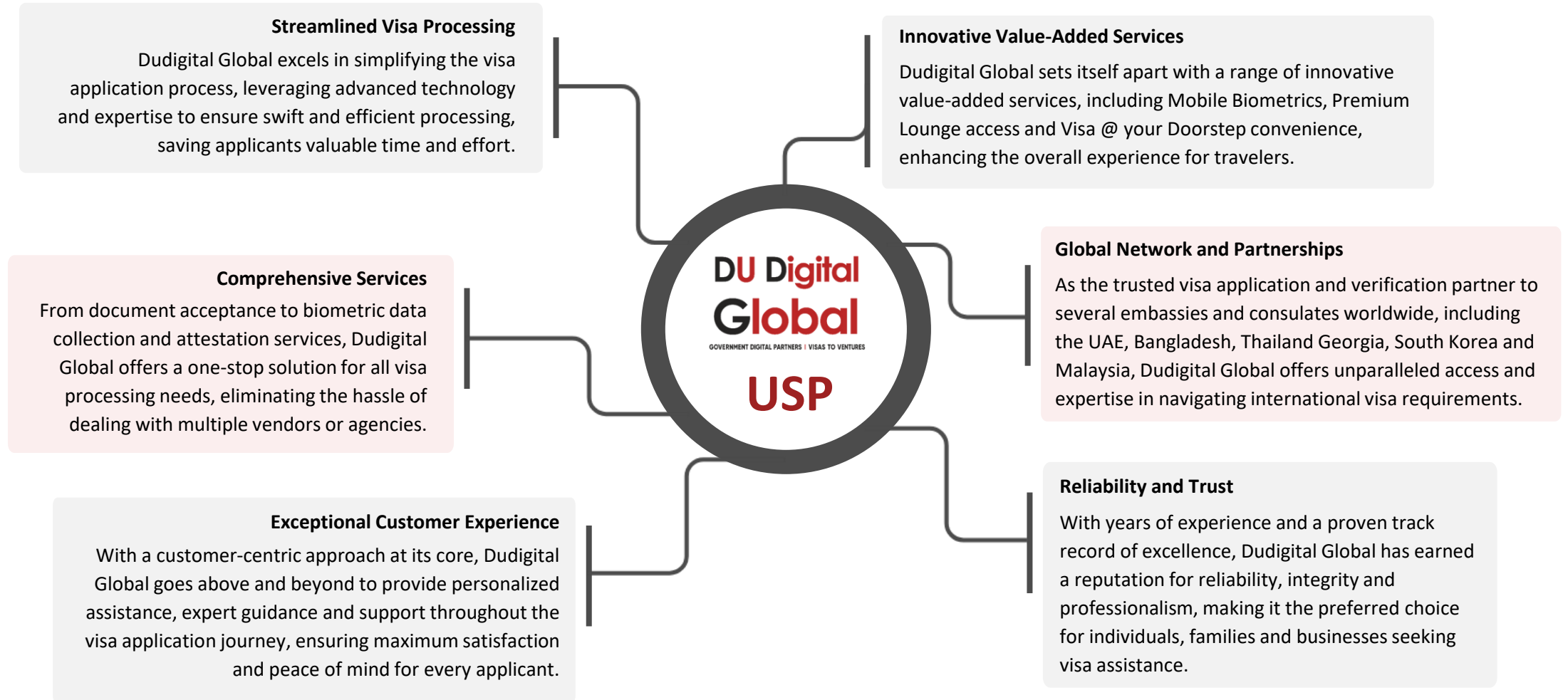
- Qualified Lawyer and Company Secretary with 15+ years in corporate legal and secretarial matters.
- Experienced with ROC, NCLT, RBI, CBI, and ED.
- Advised businesses across sectors on compliance, due diligence, and key agreements. POSH trainer and ICC external member.



Mr. Gaurav Kumar
Independent Director

- Qualified Company Secretary with 8+ years' experience in corporate and securities law.
- An advisor and administrator responsible for ensuring legal and regulatory requirements are met while supporting the board of directors in steering the company

Our Strengths



ANI Press Releases

DuDigital Global Launches Indian Consular Application Centre in Seoul, South Korea

ANI PR 03 June, 2025 01:47 pm IST

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H.E. Mr. Amit Kumar inaugurates ICAC Seoul with Mr. Shivaz Rai & Mr. Manoj Dharmani of DuDigital Global - advancing India-Korea consular and diplomatic ties

ET TravelWorld.com
From The Economic Times

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DuDigital's subsidiary bags contract with Korean Embassy in India for document verification services

The agreement outlines that DuVerify will deliver comprehensive document verification services to the Embassy of the Republic of Korea in India. This collaboration highlights DuVerify LLC-FZ's commitment to upholding document integrity and ensuring the authenticity of essential documents. By entering into this partnership, DuVerify further cements its position as a reliable provider of top-tier verification solutions.

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DU Digital Global

Designated Agency

DuDigital Global Ltd Appointed as Designated Agency for South Korea Group Visa Applications

DuDigital Global Ltd Appointed as Designated Agency for South Korea Group Visa Applications

ANI | Updated: Mar 28, 2025 12:00 IST

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The Tribune


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DuDigital Global Boosts India-Korea Mobility with Key Wins from MEA and Korean Authorities

New Delhi [India], May 20: DuDigital Global Limited (NSE: DUGLOBAL) is proud to announce a series of landmark achievements that significantly bolster its position in facilitating India-Korea bilateral travel and consular relations.

ANI
Updated At: 04:24 PM May 20, 2025 IST

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Du Digital Global

DuDigital Global Strengthens India-Korea Corridor with Major Wins from Ministry of External Affairs and Korean Authorities

The Tribune More Insight. More Truth.

Home Classifieds Premium Videos E-Paper



Business Verticals

DU Digital
Global

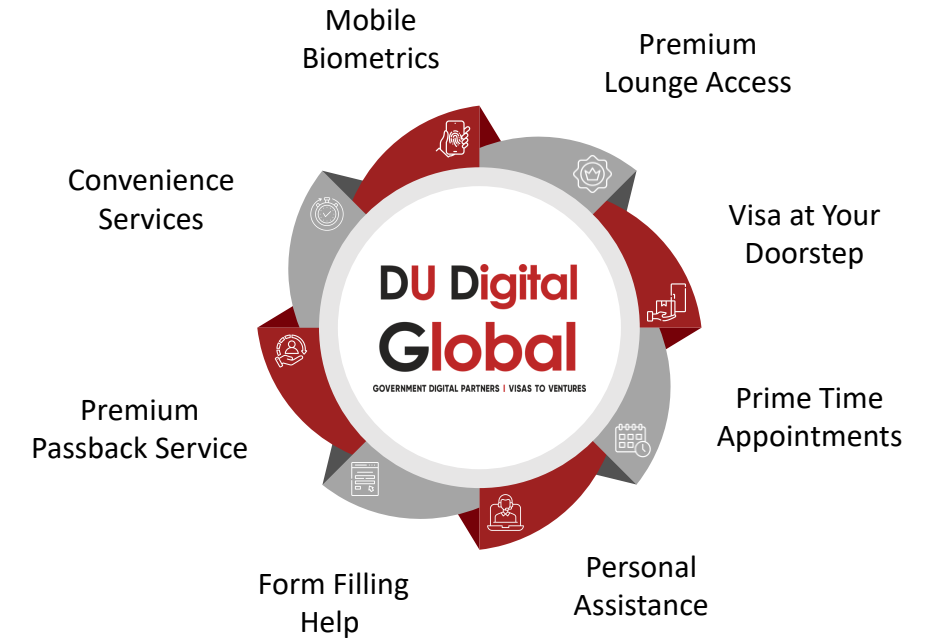
GOVERNMENT DIGITAL PARTNERS | VISAS TO VENTURES

Visa Processing

- Core Government-Mandated Visa Processing Services
- Dudigital operates as an official facilitator for consulates and ministries, handling the full visa application lifecycle:
 - ✓ Receiving and verifying visa applications and supporting documents
 - ✓ Providing attestation services as per consulate requirements
 - ✓ Managing visa-related passport processing where applicable
 - ✓ Collecting biometric data (fingerprints, facial photos, retina scans)
 - ✓ Handling visa fee collection and onward remittance to the authorities
 - ✓ Securely transmitting all documents and data to the consulate via encrypted channels
 - ✓ Returning processed passports to applicants via courier or in-person collection

DU Digital strictly acts as a processing intermediary and does not influence visa approval outcomes.

Value-Added Services to Enhance Experience



Presence Across Multiple Countries via Direct Government Contracts



India



Bangladesh



Thailand



Morocco



UAE



Oman



Singapore



South Korea



eVisa Services Offerings:



Consultation
and Planning



System Design and
Development



Integration and
Interoperability



Application and
Processing



Security and Data
Protection



Payment and Fees
Management



Support and
Training



Monitoring
and Analytics



Public Awareness
and Outreach



Continuous Improvement
and Innovation

Passport & Consular Services



DuDigital Global confirms and is pleased to receive applications for a range of essential services, ensuring a streamlined process for individuals seeking assistance with official documentation and consular matters. The services encompass a comprehensive array:

Passport

Facilitating the issuance and renewal of passports, crucial for international travel and identity verification.

Visa

Processing applications for entry visas, facilitating legal travel and stay in foreign countries.

PCC (Police Clearance Certificate)

Providing certification of a person's criminal record status, often required for immigration or employment purposes.

Surrender Certificate (Renunciation of Indian Citizenship)

Assisting individuals in officially renouncing Indian citizenship, a crucial step for those acquiring citizenship in another country.

Misc. Consular Services such as Certificate of Birth

Offering miscellaneous consular services, including but not limited to birth certificates, to support various administrative needs.

Miscellaneous Attestation Services

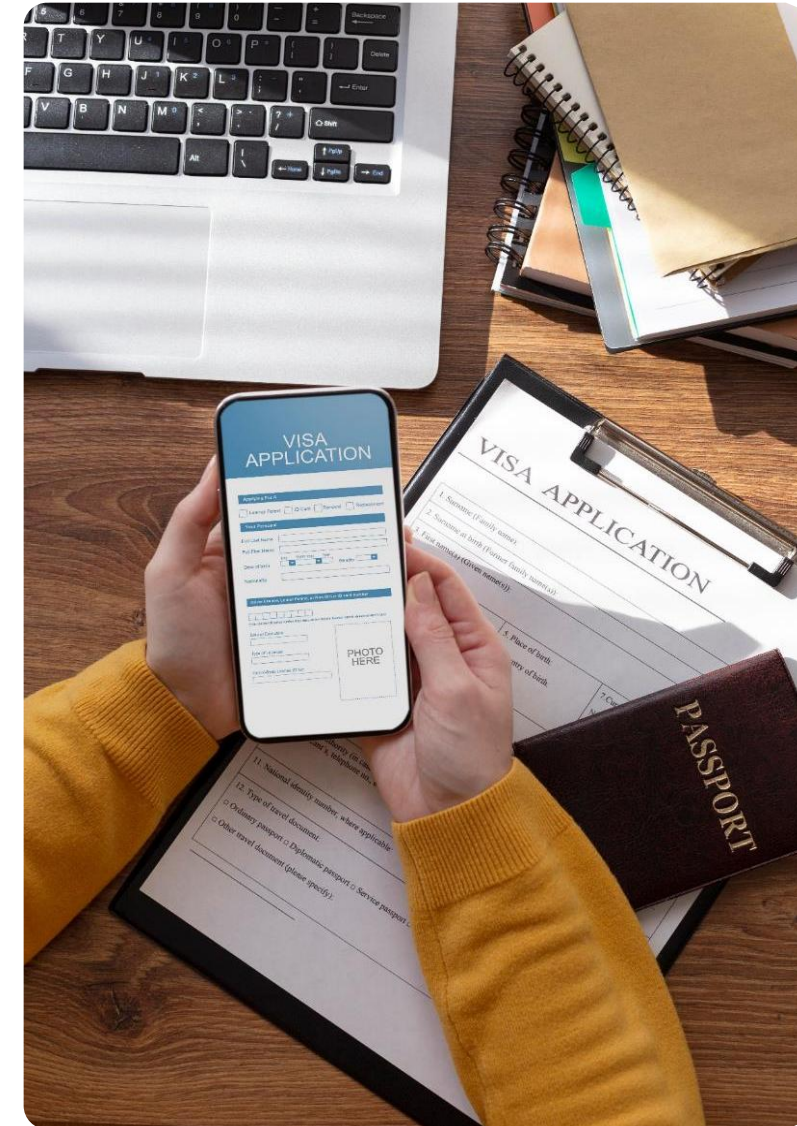
Providing attestation and authentication services for documents, ensuring their legal validity in international transactions.

Any other service prescribed by the Mission

Adhering to additional services mandated by the diplomatic mission, ensuring a comprehensive approach to consular support.



**Official ICAC*
Operator for the
Embassy of India
in South Korea
and Thailand**



Doorstep Services

Introducing **"Visa wherever you want"** a service designed to simplify the visa application process by **bringing mobile biometrics and document collection directly to applicants' homes or offices**. Our service ensures a hassle-free, efficient, and secure way to complete applicants' visa applications without the need to visit a visa application center or High Commission.



Service Description



Personalized Consultation



Mobile Biometrics Collection



Document Collection and Verification



Application Submission



Tracking and Updates



Where Trust Meet Innovations!

DuVerify presents a comprehensive package tailored for governments and organizations, encompassing Identity & Digital Document Verification, providing trustworthy Results. Rankings. and Scoring Reports.

Our seamless integration solutions ensure a smooth incorporation into existing systems. offering convenience and efficiency. With a commitment to continuous support, our 24x7 Support Maintenance ensures that your operations run seamlessly, assuring reliability and peace of mind for our valued clients.

Offerings for Governments and Organizations

- ✓ Identity & Digital Document Verification
- ✓ Trusted Results, Rankings & Scoring Reports
- ✓ 24x7 Support Maintenance
- ✓ Seamless Integration

Key Highlights



100k+ eVisa
Application
processed



Integrated with
Government
Portal



Reduced
Processing Time



Passport &
Visa Check



Applicant Identity
Check



ITR Verification



Criminal Check



Bank Statement
Verification

DuVerify Clients:



Embassy of Georgia
eVISA – Started in 2023



Embassy of the Republic of Korea
in New Delhi – Started in 2024

Verifications Powered by A.I

Our AI will read data from various Indian (Simple and complicated) documents and provide an easy-to-read actionable report

Trusted Data Extractions

The system will extract data from officially recognized regulatory bodies both private and government

Efficient Fraud Detection

With our Biometric and OCR technology, DUVerify has the ability to track for fake, forged or edited documents.

Enhanced Security & Sovereignty

Ranking or scoring method for each applicant's report based on his financial or background criminal check

Fast Verification Results

Speed and efficiency with a detailed report being generated in 24hours

Adopt Automated Verifications

Scan multiple data points with speed which is not possible by the human eye. Reducing both, manual errors and decision time

Tourism & Trade Support For Government Clients



Partner with Dudigital Global to amplify your country’s tourism appeal through impactful marketing, expert-led webinars, and seamless visa solutions.

- Elevate country’s tourism appeal
- Showcase experiences via captivating content
- Provide educational webinars to empower travelers and travel agents with essential visa information and travel tips
- Collaborate with influential travel personalities to create engaging content
- Utilize targeted PPC campaigns to reach potential travelers, travel agents, tour operators etc.



Social Media



OTT Marketing



Webinars



Print



Influencer Marketing



Events & Roadshows



PPC Marketing

Comprehensive Services Offered

Market Research and Analysis

- ✓ Market Insights
- ✓ Target Audience Identification

Events and Trade Shows

- ✓ Tourism Trade Shows
- ✓ Cultural and Promotional Events

Strategic Planning and Campaign Development

- ✓ Branding and Positioning
- ✓ Marketing Campaigns

Partnerships and Collaborations

- ✓ Travel and Hospitality Partnerships
- ✓ Local Businesses

Digital Marketing and Online Presence

- ✓ Website Development
- ✓ Social Media Marketing
- ✓ Search Engine Optimization (SEO)

Visitor Experience and Services

- ✓ Tourist Information Centers
- ✓ Mobile Apps and Digital Guides

Traditional Marketing and PR

- ✓ Print and Broadcast Media
- ✓ Public Relations


Sustainability and Responsible Tourism

- ✓ Eco-Friendly Initiatives
- ✓ Community Involvement


International Manpower & Recruitment Services

Dudigital Global's International Manpower and Recruitment Services streamline global hiring needs with advanced technology, efficient recruitment, and strategic deployment, ensuring businesses receive qualified professionals tailored to their requirements. From candidate identification to final placement, we simplify the hiring process for success and growth across diverse industries and regions


Our processes excel in Pinpointing the Perfect Resources for you




Client Need Identification




Specific Skill Breakdown



Identification of Talent Pockets



Recruitment, Training and Readiness



Deployment at Client + Continuous Feedback



**Effective People Management
to Ensure Client Fit**

- Manpower Outsourcing
- Documentation
- Internal Screening
- CV shortlisting
- Interview
- Orientation
- Grooming
- Training
- Visa Processing
- Travel & Ticketing
- Career Counseling

Company Formation in the UAE

Dudigital Global offers Company Formation services in the UAE, guiding individuals and businesses through the processes of establishing a company in the business-friendly environment of United Arab Emirates. Our assistance includes navigating the legal requirements, documentation, and procedures to ensure a seamless and efficient company setup.



Expertise and Guidance



Extensive Network



Government Liaison



Simplified Processes



Collaboration and Growth



Marketing Support



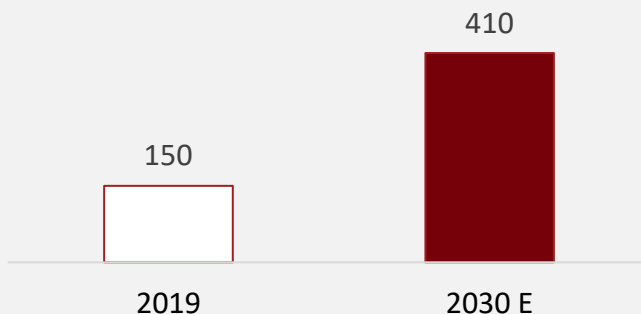
DU Digital
Global

GOVERNMENT DIGITAL PARTNERS | VISAS TO VENTURES

Key factors contributing to the growth of out bound tourism

- Rising Disposable Income
- Advancements in access and technology
- Globalization & Interconnectivity
- Shifting lifestyles & priorities
- Social Media & Travel Influencers
- Government Initiatives

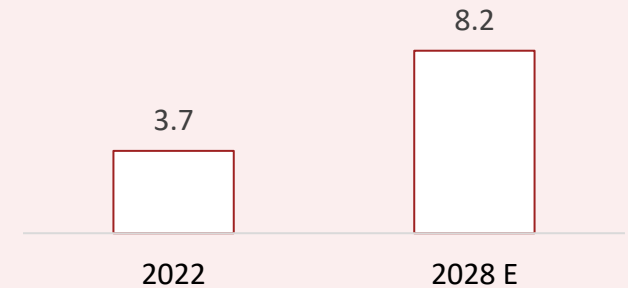
India's Travel Expenditure



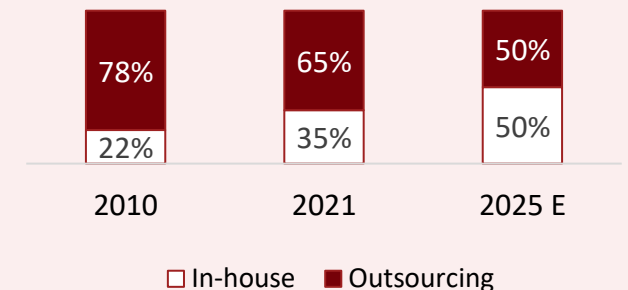
Growth Trends in the Visa Industry

- **Global travel is rebounding strongly** post-COVID, with both tourism and business mobility driving unprecedented visa demand
- **Embassies are under strain** with limited manpower and rising application volumes — making outsourcing a necessity, not a choice
- **Technology is transforming visa services:** eVisas, biometric authentication, AI-based risk profiling, and digital document verification are setting new standards
- **Governments are shifting from in-house to outsourced models** to improve speed, accuracy, and customer experience
- **Visa processing is becoming a high-growth sector**, backed by recurring revenue potential and scalable global opportunities
- **Security, compliance, and fraud detection** are key focus areas — outsourced providers offer advanced capabilities that many embassies lack internally
- **Outsourcing also offers global coverage**, making visa processing more accessible in regions where embassies or consulates are underrepresented or overwhelmed

Global Visa Industry (is USD Bn)



Global Visa In-house and Outsourced (%)



Key Pain Points Faced by Embassies & Governments

- ✓ Limited Manpower
- ✓ Exponentially rising Demand
- ✓ Limited understanding of local documentation
- ✓ Large document set but limited processing time – limited decision taking time for weeding out incorrect and false applications
- ✓ Fraudulent applications for illegal immigration
- ✓ Limited checks and balance for identifying genuine travelers
- ✓ No intelligence on legal cases or other issues regarding traveler

Why DU Digital is Positioned as a Disruptor

- ✓ **Large, Growing Market:** Only 35% of visa processing is outsourced – massive headroom
- ✓ **Technology Edge:** DU Verify – AI-based document & applicant verification
- ✓ **eVisa & ePassport Ready:** Shift from physical to digital is accelerating
- ✓ **Integrated Risk Intelligence:** DU offers real-time flagging & document scoring (Green/Amber/Red)
- ✓ **Government Shift:** Many post-COVID contracts being re-evaluated – opportunity for tech-forward players
- ✓ **Key Players:** VFS, BLS, GDIT (US), TLScontact (France), AlmovivA (Italy), and DU Digital (India)

DU Digital is well-positioned to capitalize on a global shift toward tech-enabled, outsourced visa and immigration services — easing processes for both governments and travelers.



Growth & Strategy

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Why Dudigital?

Existing Base in Visa Processing

New Tenders have Potential for Revenues to Exponentially Grow Already have 10 Direct Government contracts: Bangladesh, Georgia, Thailand, Singapore, China, Lebanon, Malaysia, UAE, Serbia, South Korea

GOI Tenders: Currently bidding & technically qualified in Bahrain, Hong Kong, Singapore, South Korea, UAE etc
Other tenders being currently in bid - Hungary, France, Greece, Italy, Germany, US and others

GDPR and ISO Certified

GDPR certified
ISO Certifications: ISO/IEC - 23026-2015,
ISO 9001 – 2015, ISO/IEC 27701 – 2019,
ISO 14001 – 2015, ISO/IEC 27001 - 2013

Complete Visa Processing Capabilities

Existing handling of large physical applications for Bangladesh as well as eVisa applications for Georgia and others



Value Added Services on Immigration and Talent Placements

Expansion of visa understanding to immigration and golden visa services
Placement of highly skilled manpower to specific countries where skill shortage exists

Technology First Mover Advantage

DUVerify the first of its kind to be deployed as a background document verification system and risk assessment system for VISA officers Already deployed successfully in Georgia and South Korea
Processing 1000s of different checks for Governments automatically through Tech

Travel Industry Stallwarts

40+ Years of experience in the Travel trade with a very well-known brand Chairman is extremely well networked and well regarded in the industry

DU DIGITAL is poised for exponential growth with a solid base and capabilities.

Given the technology advantage and successful deployments, DU Digital is at the inflexion point both from its growth potential and market shift from manual to tech driven Visa and eVisa submissions and assignments

1 AI Driven Risk Assessment Visa System

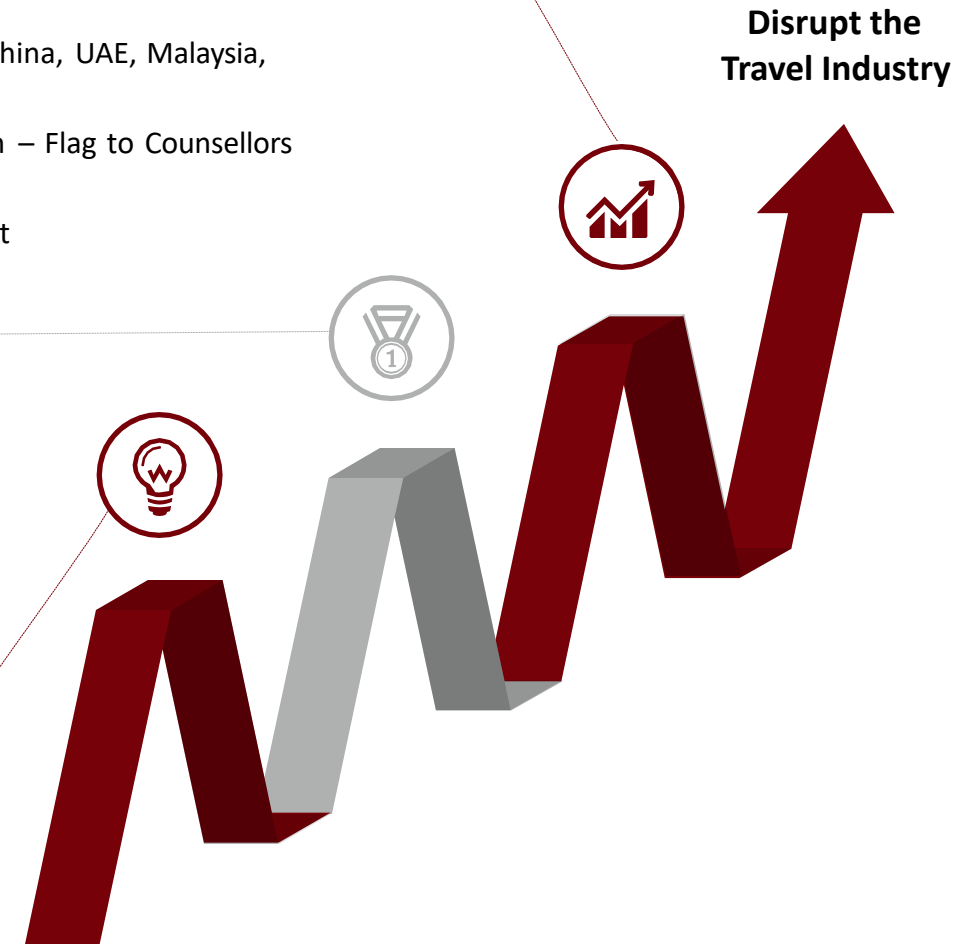
- AI and Technology driver Risk Assessment system: DU Verify
- Enhance country capabilities for verification to Egypt, Bangladesh, China, UAE, Malaysia, Serbia, Nepal, Sri Lanka, Singapore etc
- Risk Assessment of Fraudulent Documentation or Illegal Immigration – Flag to Counsellors
- Risk scores provided as Green / Amber / Red
- Expand into tenant verification specifically for the Real Estate Market

2 Complete Consular Services Management System

- Existing tenders getting replaced with new service providers
- Complete Technology Based Visa & Passport solution for missions transitioning from manual to automation
- Risk assessment and dashboards for quick decision making
- Complete Visa & Passport submission & monitoring technology for Travel Agents. B2B and B2C customers

3 Talent Placements

- Skilled Manpower shortage in various countries
- Excess skilled manpower available in various countries like Philippines, India, Bangladesh, Nepal, Sri Lanka etc
- Facilitate immigration and placement of such skilled manpower
- Expansion to USA, UAE and other countries



Focused approach on Marketing across medias

Earned Media

- Media Relations: Ongoing, focusing on company profiling, media relationships, key spokesperson, and authored articles.
- Blogger Relations: Targeting industry influencers, set to launch.
- Influencer Relations: Initiated, Q2 launch to boost brand presence.

Paid Media

- Advertising: High-impact campaigns across multiple platforms.
- Banner Ads: Continuous, targeted deployment.
- Google Ads: Actively optimized for maximum ROI.
- Affiliate Marketing: Strong partnerships with high-traffic affiliates.

Shared Media

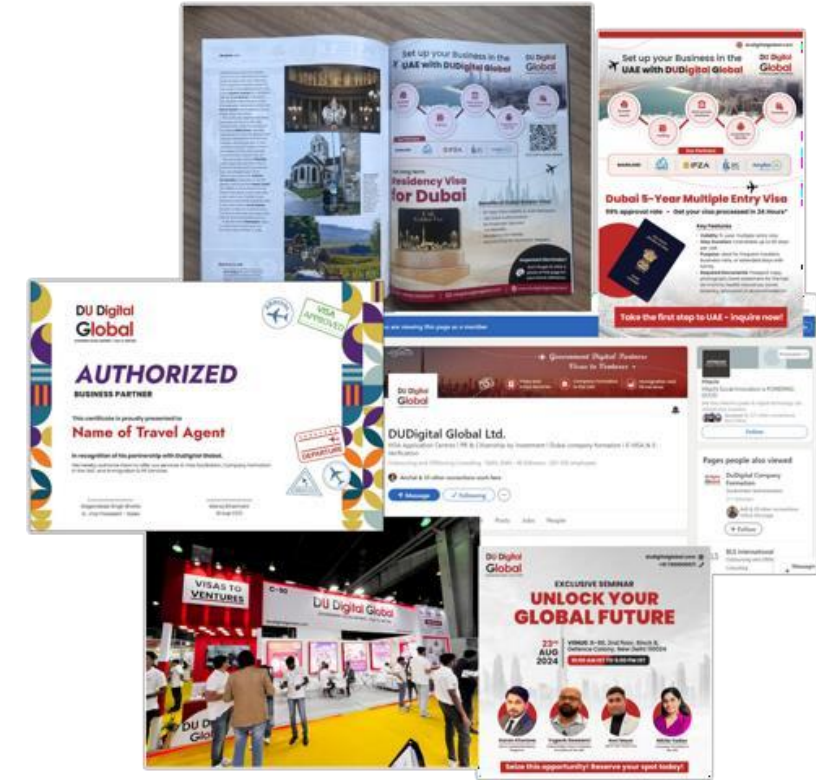
- Social Media: Uniform, strategic presence with engaging content.
- Word of Mouth: Gathering testimonials, tracking NPS.
- Referral Programs: Launching soon to reward customer referrals.

Owned Media

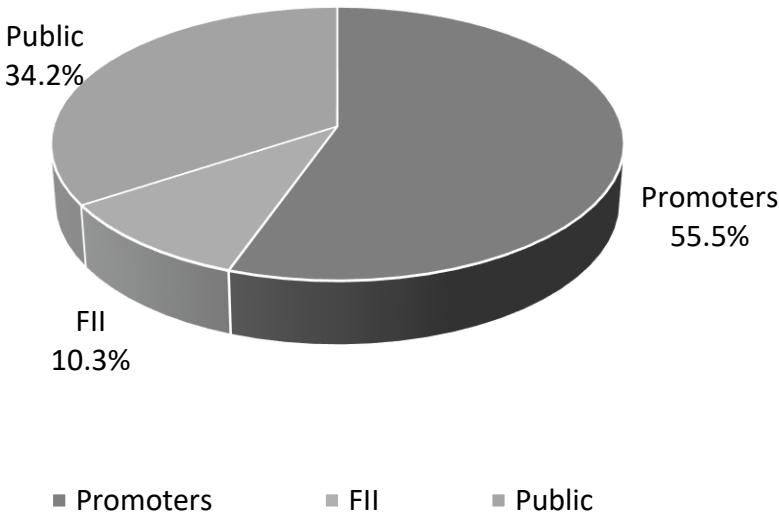
- Website: SEO-centric strategy, regular updates, planned UI/UX enhancements.
- Blogs: Fresh, SEO-optimized content to drive organic traffic.
- Content Optimization: Ongoing to enhance engagement and visibility

Branding

- Brand Consistency: Ensuring uniform branding & strengthen brand identity
- Brand Guidelines: Consistent application of the brand across all mediums
- Partner Location Branding: Marketing collaterals to boost brand visibility



Shareholding Pattern (as on March-25)



Script Related Information (as on 10 - June - 2025)

NSE Code	DUGLOBAL
CMP (Rs)	47.5
Market Cap (Rs Cr)	331.07
Shares O/s (Cr)	6.97
Face Value (Rs)	2.00
Average Trading Volume ('000)	101



Visa
Application



PR and
Immigration



Thank you



Tenant
Verification



Travel
Package

Contact Us

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