

Press release

Indegene Continues Steady Growth with 1.8% QoQ Revenue Growth (USD), unlocks revenue potential from Tectonic

Bengaluru, India, July 31, 2025: Indegene, a digital-first life sciences commercialization company, announced its financial results for the quarter ended June 30, 2025.

- Achieved revenue of \$88.9 million, reflecting 1.8% growth QoQ (USD)
- Maintained a strong and stable profitability profile, with an EBITDA margin of 20.2% and a PAT margin of 15.3%
- Unlocks revenue potential from its strategic initiative “Tectonic”, Indegene’s efforts to move upstream along the marketing value chain in the commercial content creation space

Sl. No.	Particulars	Quarter ended		
		Jun 30, 2025	Mar 31, 2025	Jun 30, 2024
1.	Revenue from operations	7,608	7,556	6,765
2.	Revenue from operations (\$ Mn)	88.9	87.4	81.1
3.	YoY revenue growth from operations (%)	12.5%	12.3%	11.4%
4.	EBITDA	1,536	1,526	1,328
5.	EBITDA margin (%)	20.2%	20.2%	19.6%
6.	Profit after tax	1,164	1,176	877
7.	Profit margin (%)	15.3%	15.6%	13.0%

Indegene continues to be recognized in the industry for its strategic vision, deep medical and healthcare expertise, advanced technology capabilities and a robust partner network. Everest Group named Indegene a Leader in Life Sciences AI and Analytics Services for Commercial PEAK Matrix® Assessment 2025. The company was also identified as a Leader in ISG’s Provider Lens™ Evaluation for Life Sciences Digital Services in Commercial Operations - Digital Evolution (Service Providers) Quadrant 2025, as well as named an Innovator in Veeva Services 2025 RadarView™ by Avasant.

“We continued our growth momentum in Q1FY26, delivering 1.8% growth QoQ in USD. This reflects a strong start to the year and indicates good traction with our clients and from recent deal wins. This was a good quarter for new pipeline growth, and we maintained the momentum on deal wins as well.”, said Manish Gupta, Chairman and CEO, Indegene. “Additionally, we have identified strategic areas of focus for us in FY26 across the organization, spanning various functions. These initiatives will form the bedrock of our medium to long-term growth.”

“In Q1FY26, we maintained our trajectory of stable and profitable growth. Both EBITDA margins and PAT margins were on stable lines, even as we continued investing on scaling Tectonic engagements which allow us to move upstream in the marketing value chain; these have now started to generate revenue for us.”, said Suhas Prabhu, CFO, Indegene. “We have a strong cash position and balance sheet and remain focused on M&A opportunities.”



About Indegene

Indegene is a digital-first, life sciences commercialization company. It helps biopharmaceutical, emerging biotech and medical device companies develop products, get them to the market, and grow their impact through the life cycle in a more effective, efficient and modern way. Indegene brings together healthcare domain expertise, fit-for-purpose technology and an agile operating model to provide a diverse range of solutions. These aim to deliver, amongst other outcomes, a personalized, scalable and omnichannel experience for patients and physicians. It's what drives Indegene's team and their purpose to enable healthcare organizations to be future-ready. To learn more, please visit www.indegene.com

For Investor inquiries, please contact:
IR@Indegene.com

For media inquiries, please contact:
Yadunandan K V | yadunandan.kv@indegene.com