



To,
The Manager
Listing Department,
National Stock Exchange Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Scrip Code: DELAPLEX

Subject: Presentation on Unaudited Financial Results for the half year ended on September 30, 2024.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to analysts/investors on Unaudited Financial Results of the Company for the half year ended on September 30, 2024.

The above information is also available on the website of the Company, i.e., delaPlex.in.

This is for your information and record.

Kindly acknowledge the receipt of the same.

Thanking you,
Yours faithfully,

For DELAPLEX LIMITED

CS Manishraj Bhatt
Company Secretary cum Compliance Officer
Mem No: A63754
Date: 15/11/2024
Place: Nagpur

 **India Regd. Office** - #554/31, Utkarsh Nagar, Near K.T. Nagar, Katol Road, Nagpur 440013 (MS) INDIA.

 Ph. : +91 - 712 - 2571620 / 40  compliance@delaplex.com  www.delaplex.in  CIN: L72900MH2004PLC144498



BUSINESS TECHNOLOGY CONSULTANCY AND SERVICES FIRM

Delaplex Limited

INVESTOR PRESENTATION - SEP 2024

Enabling businesses to excel, adapt, and thrive.

This document has been prepared for information purposes only and is not an offer or invitation or recommendation to buy or sell any securities of Delaplex Ltd (“Delaplex”, “Company”), nor shall part, or all, of this document form the basis of, or be relied on in connection with, any contract or investment decision in relation to any securities of the Company. This document is strictly confidential and may not be copied, published, distributed or transmitted to any person, in whole or in part, by any medium or in any form for any purpose. The information in this document is being provided by the Company and is subject to change without notice. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. This document contains statements about future events and expectations that are forward-looking statements. These statements typically contain words such as "expects" and "anticipates" and words of similar import.

Any statement in this document that is not a statement of historical fact is a forward-looking statement that involves known and unknown risks, uncertainties and other factors which may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. None of the future projections, expectations, estimates or prospects in this document should be taken as forecasts or promises nor should they be taken as implying any indication, assurance or guarantee that the assumptions on which such future projections, expectations, estimates or prospects have been prepared are correct or exhaustive or, in the case of the assumptions, fully stated in the document. The Company assumes no obligations to update the forward-looking statements contained herein to reflect actual results, changes in assumptions or changes in factors affecting these statements. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company

Contents of this document including information, statements, designs, graphics including customer logos and proprietary information may be classified as confidential & is for internal reference only, circulation of this document shall be strictly limited with prior written approval of the author.

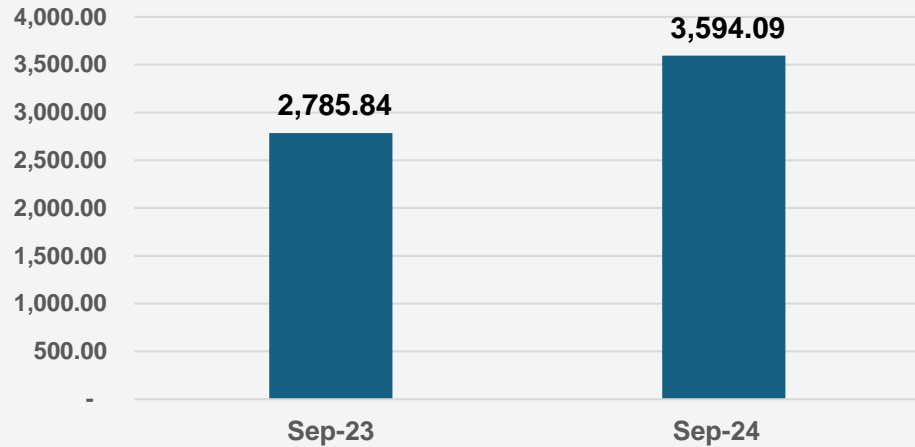


-  **Financial Performance**
-  **Company Overview**
-  **Business Highlights & Growth Strategy**
-  **Technology Highlights**

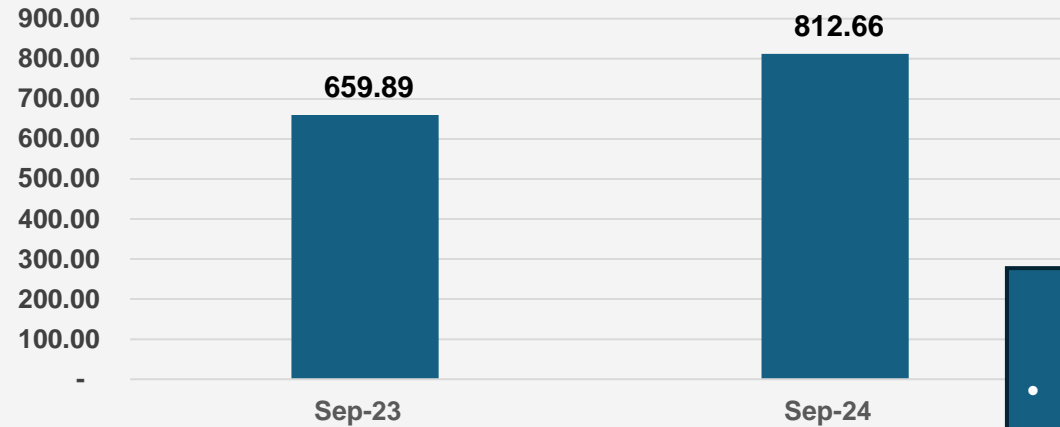
Financial Performance - Summary

Charts

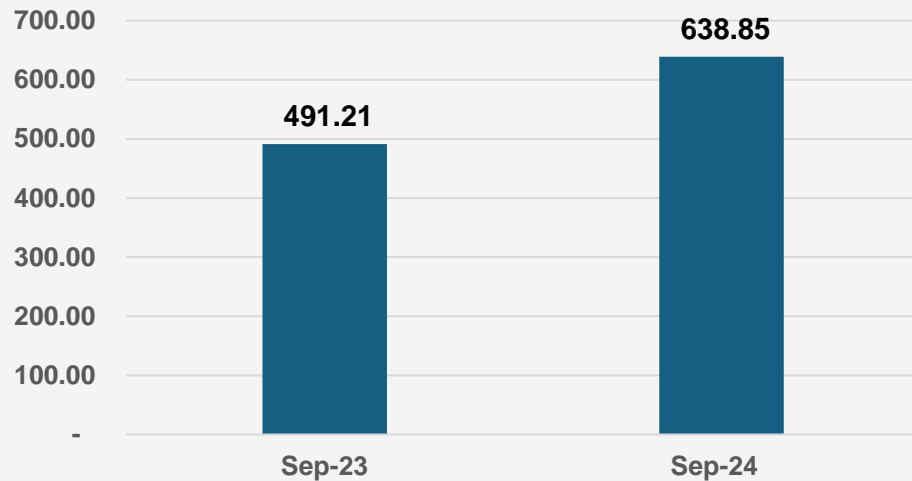
Revenue (In Lakhs)



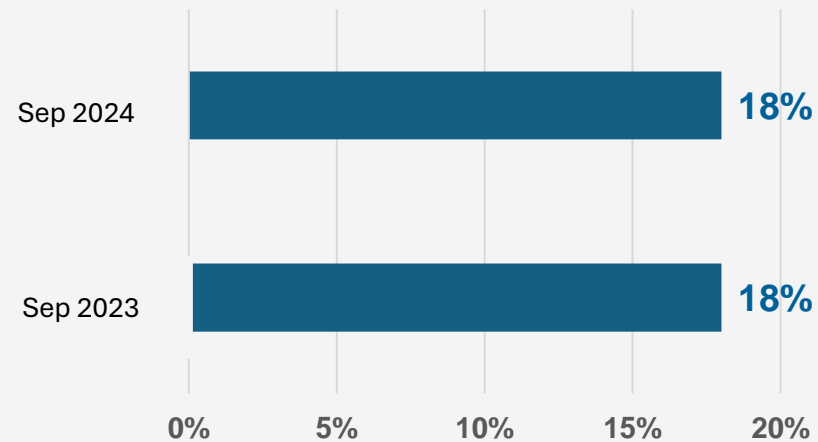
EBITDA (In Lakhs)



PAT (In Lakhs)



PAT %



EBIDTA GROWTH

- ~19% on standalone financials between Mar 24 and Sep 24
- ~48% on consolidated basis between Mar24 and Sep24

Financial Performance – Balance Sheet

(Consolidated*)

Particulars	As at September 30, 2024
	Unaudited
EQUITY AND LIABILITIES	
1. Shareholders' funds	
(a) Share Capital	911.00
(b) Reserves and surplus	5,966.78
Sub Total Shareholders Funds (A)	6,877.78
Minority Interest in Subsidiaries	-5.30
Sub Total Minority Interests (B)	-5.30
3. Non-current liabilities	
(a) Long-term borrowings	168.24
(b) Other Non-current Liabilities	-
(c) Deferred Tax liability	-
(d) Long-term provisions	-
Sub Total Non Current Liabilities (C)	168.24
4. Current liabilities	
(a) Short-term borrowings	-
(b) Trade payables	
i) Due to MSME	7.06
ii) Due to Others	281.05
(c) Other current liabilities	40.53
(d) Short-term provisions	320.60
Sub Total Current Liabilities (D)	649.24
TOTAL (A+B+C+D)	7,689.96

Particulars	As at September 30, 2024
ASSETS	
1. Non-current assets	
(a) Property, Plant and Equipment and Intangible assets	
(i) Property, Plant and Equipment	56.83
(ii) Capital work-in-progress	-
(iii) Intangible Assets	916.10
(b) Non-current investments	119.60
(c) Long-term loans and advances	-
(d) Deferred Tax Assets	47.62
(e) Other Non-Current Assets	48.48
Sub Total (A)	1,188.63
2. Current assets	
(a) Current Investments	2,783.18
(b) Trade receivables	2,610.38
(c) Cash and Cash Equivalents	795.42
(d) Short-term loans and advances	52.65
(e) Other Current Assets	259.70
Sub Total (B)	6,501.33
TOTAL (A + B)	7,689.96



Financial Performance – P & L

(Consolidated*)

Particulars	As at Half Yearly Sep 30, 2024	As at Half Yearly Sep 30, 2024
	Standalone Unaudited	Consolidated Unaudited
Revenue from operations	2,693.30	3,594.09
Other Income	131.33	132.43
Total Income (I+II)	2,824.63	3,726.52
Expenses:		
(a) Cost of materials consumed	4.67	4.72
(b) Purchases of stock-in-trade	-	-
(c) Changes in inventories of finished goods and work-in- progress	-	-
(d) Employee benefits expense	1,810.26	2,242.60
(e) Finance costs	0.45	1.19
(f) Depreciation and amortisation expense	13.93	18.73
(g) Other expenses	345.82	656.13
(h) CSR Expenses	10.41	10.41
Total expenses	2,185.54	2,933.78
Profit /(Loss) before tax and Exceptional Items (III-IV)	639.09	792.74
Exceptional Items	-	-
Profit /(Loss) before tax (V-VI)	639.09	792.74
Tax expense:		
Current tax expense	154.75	154.75
Deferred tax charge/(credit)	3.10	-0.03
(d) (Less): MAT Credit Entitlement		
	157.86	154.72

Particulars	As at Half Yearly Sep 30, 2024	As at Half Yearly Sep 30, 2024
	Standalone Unaudited	Consolidated Unaudited
Profit after tax for the year (VII-VIII)	481.23	638.02

*Consolidated P&L Includes

1. Delaplex Limited,
2. Celestia Crew Consultancy Pvt Ltd,
3. Delaplex Software UK and step-down subsidiary

Financial Performance – Balance Sheet

(Standalone*)

Particulars	As at September 30, 2024	As at March 31, 2024
	Unaudited	Audited
EQUITY AND LIABILITIES		
1. Shareholders' funds		
(a) Share Capital	911.00	911.00
(b) Reserves and surplus	5,772.25	5,554.17
Sub Total Shareholders Funds (A)	6,683.25	6,465.17
2. Non-current liabilities		
(a) Long-term borrowings	-	-
(b) Other Non-current Liabilities	-	-
(c) Deferred Tax liability	-	-
(d) Long-term provisions	-	-
Sub Total Non Current Liabilities (B)	-	-
3. Current liabilities		
(a) Short-term borrowings	-	-
(b) Trade payables		
i) Due to MSME	7.06	2.65
ii) Due to Others	0.45	3.48
(c) Other current liabilities	31.62	48.61
(d) Short-term provisions	92.33	104.66
Sub Total Current Liabilities (C)	131.46	159.40
TOTAL (A+B+C)	6,814.71	6,624.58
TOTAL (A + B)	6,814.71	6,624.58

Particulars	As at September 30, 2024	As at March 31, 2024
	Unaudited	Audited
ASSETS		
1. Non-current assets		
(a) Property, Plant and Equipment and Intangible assets		
(i) Property, Plant and Equipment	55.82	43.69
(ii) Capital work-in-progress	-	-
(b) Non-current investments	120.48	100.00
(c) Long-term loans and advances	904.40	-
(d) Deferred Tax Assets	44.49	47.59
(e) Other Non Current Assets	46.79	46.79
Sub Total (A)	1,171.98	238.07
2. Current assets		
(a) Current Investments	2,755.00	2,780.00
(b) Trade receivables	2,184.89	2,171.74
(c) Cash and Cash Equivalents	367.54	1,144.24
(d) Short-term loans and advances	52.65	52.90
(e) Other Current Assets	282.65	237.61
Sub Total (B)	5,642.73	6,386.49
TOTAL (A + B)	6,814.71	6,624.58

Financial Performance – P & L

(Standalone*)


Particulars	As at Half Yearly Sep 30, 2024	As at Half Yearly Mar 31, 2024	As at Half Yearly Sep 30, 2023	As at March 31, 2024	As at March 31, 2023
	Unaudited	Audited	Audited	Audited	Audited
Revenue from operations	2,693.30	2,749.03	2,785.84	5,534.87	5,400.46
Other Income	131.33	76.80	28.44	105.24	121.35
Total Income (I+II)	2,824.63	2,825.82	2,814.28	5,640.10	5,521.81
Expenses:					
(a) Cost of materials consumed	4.67	1.88	2.07	3.94	21.14
(b) Purchases of stock-in-trade	-	-	-	-	-
(c) Changes in inventories of finished goods and work-in- progress	-	-	-	-	-
(d) Employee benefits expense	1,810.26	1,953.07	1,834.51	3,787.58	3,869.75
(e) Finance costs	0.45	0.37	0.30	0.67	0.40
(f) Depreciation and amortisation expense	13.93	20.21	14.49	34.69	48.01
(g) Other expenses	345.82	283.50	317.81	601.30	482.47
(h) CSR Expenses	10.41	37.29	-	37.29	-
Total expenses	2,185.54	2,296.31	2,169.18	4,465.48	4,421.76
Profit /(Loss) before tax and Exceptional Items (III-IV)	639.09	529.52	645.10	1,174.62	1,100.05
Exceptional Items	-	-	-	-	-
Profit /(Loss) before tax (V-VI)	639.09	529.52	645.10	1,174.62	1,100.05
Tax expense:					
Current tax expense	154.75	52.91	161.43	214.32	277.28
Deferred tax charge/(credit)	3.10	(40.06)	(7.53)	(47.59)	-
	157.86	12.85	153.90	166.73	277.28
Profit after tax for the year (VII-VIII)	481.23	516.67	491.21	1,007.89	822.76
Earnings per share (face value of ₹ 10/- each):					
(a) Basic (in ₹)	5.28	7.07	6.72	13.26	11.26
(b) Diluted (in ₹)	5.28	7.07	6.72	13.26	11.26




Financial Performance



Company Overview



Business Highlights & Growth Strategy



Technology Highlights

About Company

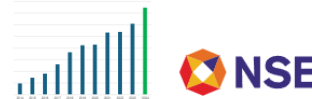
16 Years Technology Expertise



Headquarters: Atlanta, GA
Europe: London, UK
Dev Centers: Bangalore, Pune, Hyderabad, & Nagpur



Growth: Constant CAGR since 2014
NSE IPO: Feb 2024



Proven Technology Partnerships & Domain Expertise

BlueYonder
 Partner Advantage



ORACLE | Partner



Microsoft
 Partner

Our Capabilities

High Employee Satisfaction & Retention

3.9 ★★★★★

Glassdoor Rating

Highly Skilled Experienced Workforce



Experts in Technology, Project Management, Business, Advisory & Consulting

Flexible & Adaptive Multi Shore Delivery Model



Certified, Compliant, Best Practices & Standards



High Customer Satisfaction



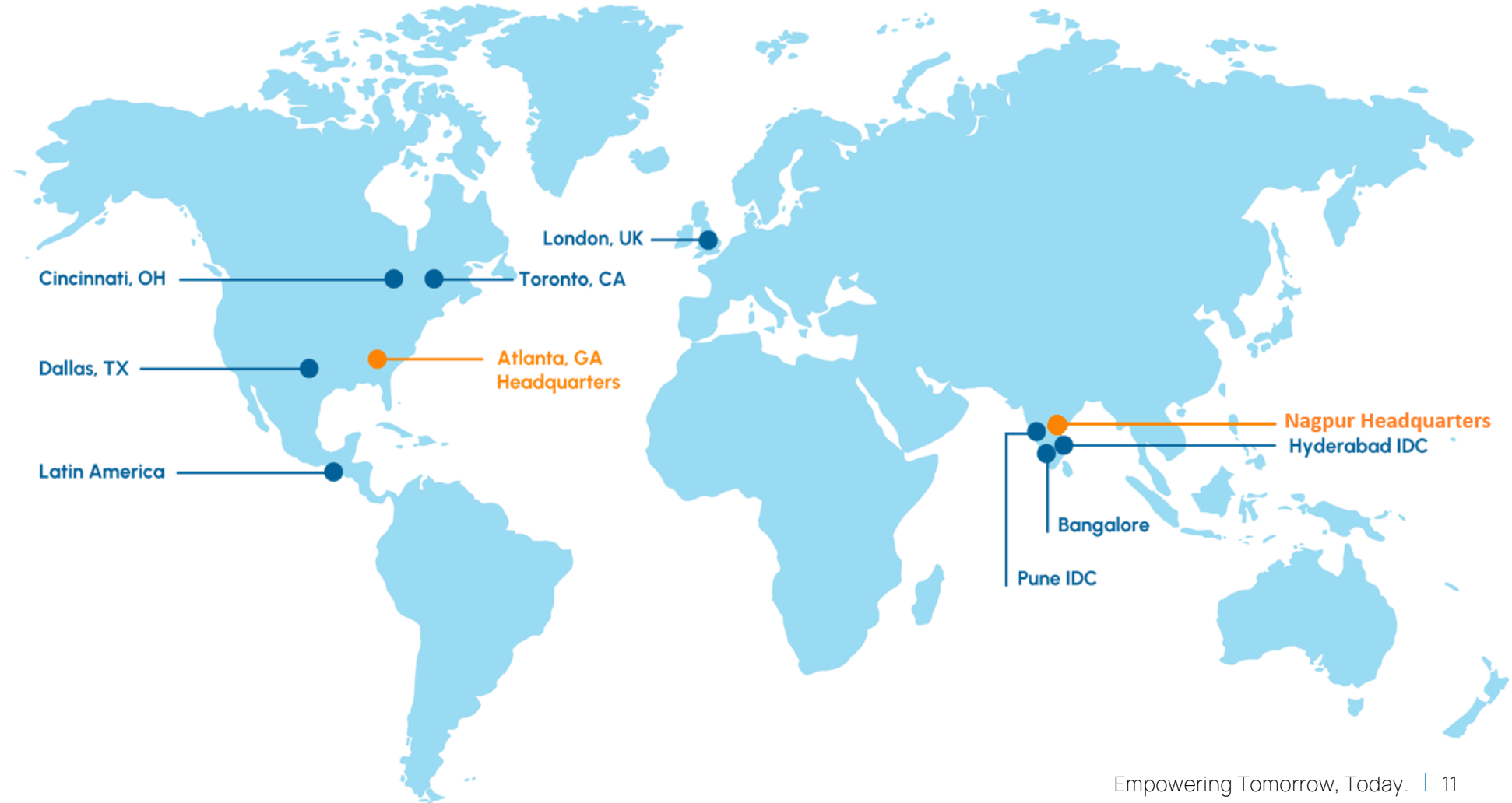
Wide range of I Services & High Customer Retention



Locations

Total: 350+ Associates

- ➔ North America
- ➔ India
- ➔ England
- ➔ Latin America



Key Highlights

- ➔ Diverse Industries
- ➔ High Client Satisfaction & Retention
- ➔ Long Term Client Projects



Broadcast Media



Communications



Ed-Tech



Energy



Technology



Healthcare



Logistics & 3PL



Manufacturing



Fintech



F & B / QSRs



Retail

Business Technology Services



Consulting Services

Drive long-term success with our full range of consulting services.



Development Services

Build game-changing apps and technology with our skilled experts.



Testing Services

Ensure product quality and reliability with our full range of testing services.



Managed Services

Optimize operations with our dedicated support and development teams.



Staffing Augmentation Services

Access top talent with the skills to enhance and support your in-house team.



Warehouse Management

Optimize inventory and streamline operations with our cutting-edge WMS solutions, ensuring efficiency, accuracy, and timely delivery.



Store Operations

Boost store performance with innovative solutions for seamless operations, improving customer experience and operational efficiency.



Cyber Security & Data Governance

vCISO , DPO, Security as a Service and trainings specifically for best practices on security. Data Governance including Data Cataloguing, Data Monetization, Access Management, and Impact Analysis.



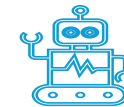
Workforce Management

Maximize employee performance and enhance CX with smart, dynamic workforce management solutions, optimizing every aspect of your team.



Testing as a Service

Modernize all aspects of testing to reduce risks, improve quality, enhance efficiency, and ensure comprehensive coverage.



AI and IoT

Driving innovation and efficiency, AI and IoT optimize operations and decision-making with smart systems and real-time analytics.



Financial Performance



Company Overview



Business Highlights & Growth Strategy



Technology Highlights



New Businesses & Partnerships to The Group

Net New Logos for Business Growth

Net New Logos



New Partnership to The Group



1 Better Team Mix & Increased Utilization

Lean bench, mix of experienced and young talent to provide value to end customers while maintaining healthy bottom line.

2 Acquisitions & Services

Delaplex limited **recently acquired Celestia Crew Consultancy**, Bengaluru based WFM & HRMS focused consulting company and **Blueberry Systems and Blueberry Healthcare** in UK. **Delaplex is also expanding its cybersecurity offerings.**

3 Tech Partnerships

Delaplex endeavors to stay ahead of technology curve, by upskilling and cross skilling the associates in new age technology including AI and with new **partnerships with Industry leaders like Zoho, Verint & DELMIA.**

4 New Geographies

Delaplex is **aggressive in EMEA** region, with **acquisitions in UK and partnerships in UAE:** Delaplex is set to expand its presence in EMEA with special focus on UAE and UK.

Tech & Product Announcements

- Re-skilling and Up-skilling associates in AI technologies
- Building AI Assistants and Products – in house & for end customers
- Venturing into Data Cataloguing/Governance via Partner Entities
- Cyber Security Centre of Excellence and Practice, delivered successful project in MENA region

Business Announcements

- Upcoming Partnerships with
 - French multinational software corporation
 - Upcoming collaboration with Professional Services Firm with Presence in 30 countries
 - Partnership with UAE based consulting company for delivering technology insights and solutions in MENA region.
- Blueberry Systems (UK) and Blueberry Healthcare (UK) acquisition via Delaplex Software Limited, a UK based hold company.

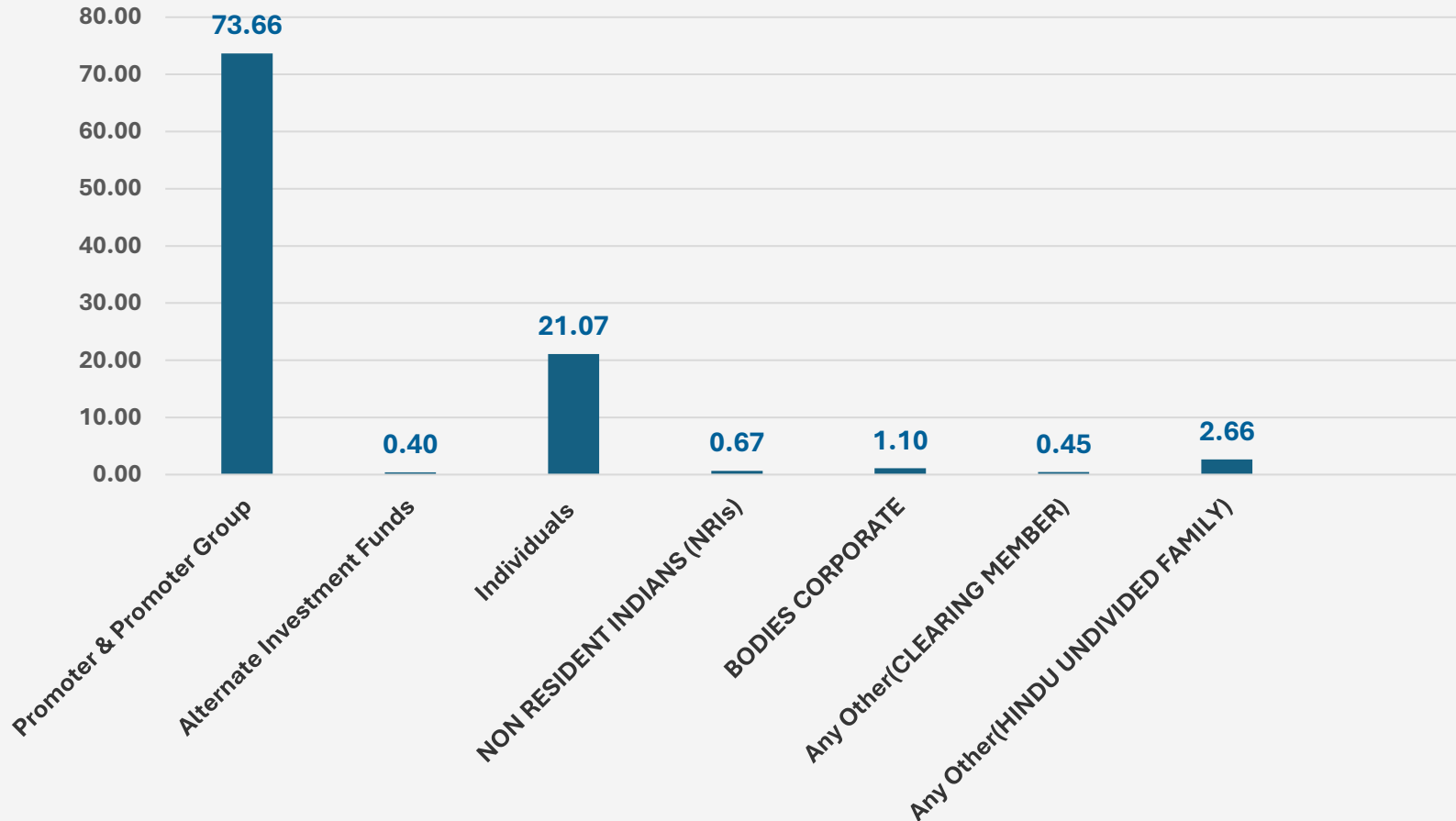


-  **Financial Performance**
-  **Company Overview**
-  **Business Highlights & Growth Strategy**
-  **Technology Highlights**



Financial Performance – Share holdings

Shareholding% as on Sep'24




**Delaplex Shareholding as on
30th Sep 2024**

Contact Us

For further details, connect –

Mr. Manishraj Bhatt, Company Secretary

 0712 257 1620/1640

 compliance@delaplex.com