



Empowering Tomorrow, Today.



TECHNOLOGY CONSULTANCY & SERVICES FIRM

delaPlex Limited
INVESTOR PRESENTATION H2 & FY 23-24

Enabling businesses to excel, adapt, and thrive.

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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

Company Overview

- Company Overview
- Global Presence
- Services & how we work
- Key Management
- Timelines

Business Highlights & Growth Strategy

- Business Highlights
- delaplex as Influencer
- Growth Drivers
- Upcoming Announcements

Technology Highlights

- Tech Stack
- Case Studies

Financial Performance

- Highlights: Financial Performance
- Income Statement
- Balance Sheet



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TECHNOLOGY CONSULTANCY & SERVICES FIRM

COMPANY OVERVIEW



ABOUT US

Helping businesses achieve lasting success.

About our company.

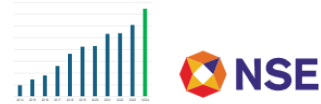
16 Years Technology Expertise



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



Growth: Over 20% CAGR since 2014
NSE IPO: Feb 2024



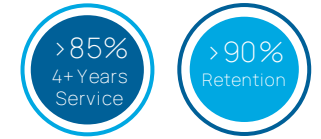
Mid-Market to Fortune 1000 Clients



Over 98% Customer Satisfaction



Exceptional Services & Customer Retention



About our people.

High Employee Satisfaction & Retention



Glassdoor Rating

Highly Skilled Experienced Workforce



82% of Associates Have 5+ Years of Experience

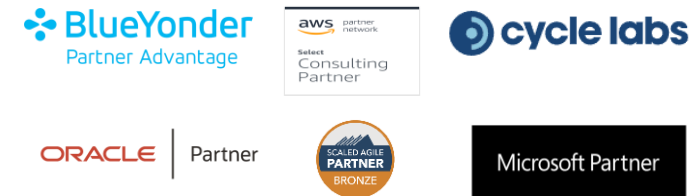
Flexible & Adaptive Multi Shore Delivery Model



Certified, Compliant, Best Practices & Standards



Proven Technology Partnerships & Domain Expertise

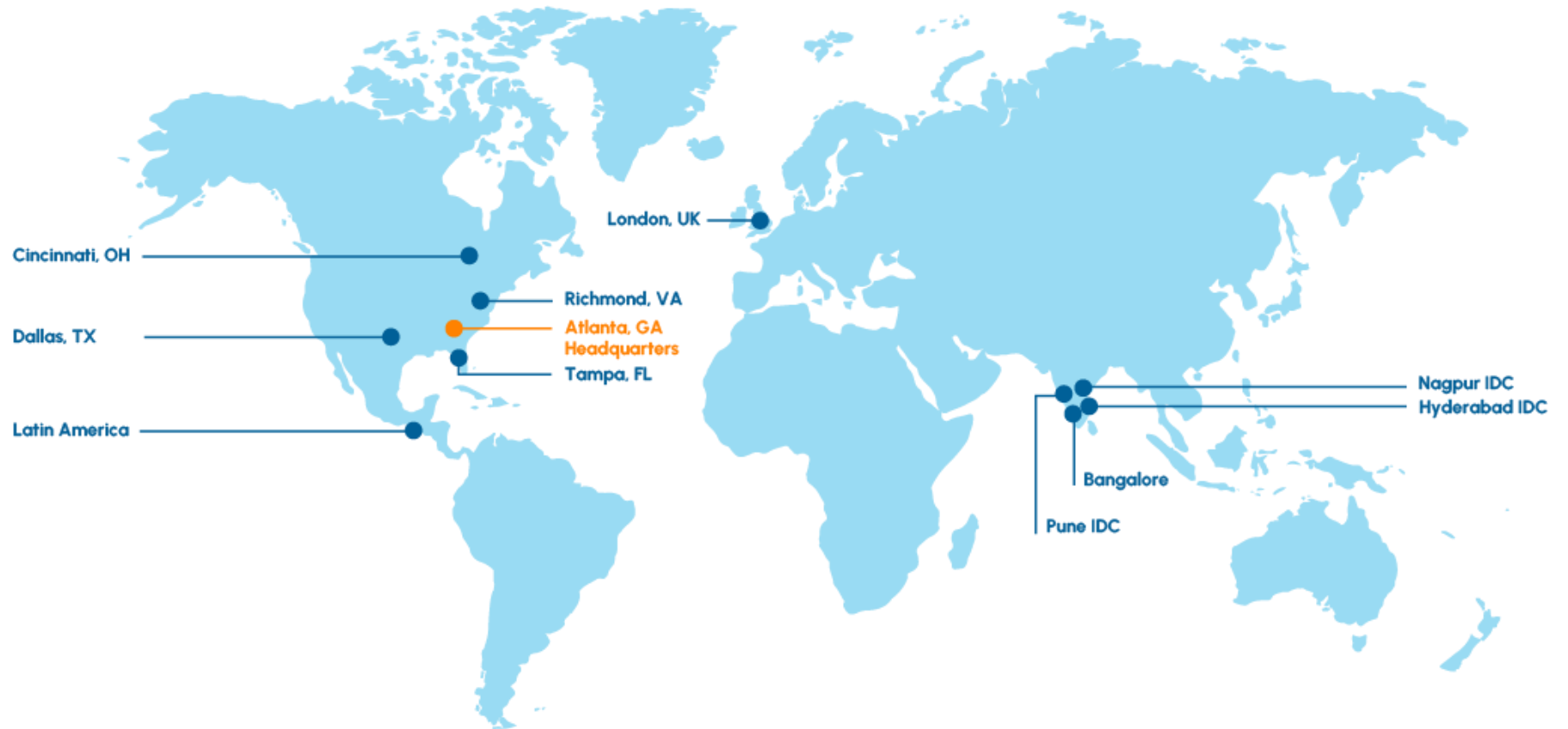


Global team of associates with diverse skill sets.

Locations

Total: 350+ Associates

- North America
- India
- England
- Latin America



Global Enterprise Clients

Key Highlights

- ➔ Diverse Industries
- ➔ 98% Client Satisfaction
- ➔ 82% 4+ Years as a Client
- ➔ 90% Client Retention Rate



Commitment to delivering excellence and measurable value.

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.



Core Values

- ➔ Honesty: Truthfulness cultivates cohesive, impactful results.
- ➔ Trust: Building trusting relationships ensures genuine results.
- ➔ Dedication: Exceeding expectations achieves meaningful results.
- ➔ Integrity: Upholding integrity ensures truly valuable results.



ABOUT US

Global Leadership Team

U.S. Leadership



Manish Sachdeva
CHIEF EXECUTIVE OFFICER



Brian Sisley
CHIEF FINANCIAL OFFICER



Marty Reynolds
CHIEF REVENUE OFFICER



Heidi Spencer
CHIEF OPERATIONS OFFICER

U.K. Leadership



Mark Errington
EVP OPERATIONS



Bruce Howell
EVP STRATEGIC ACCOUNTS

India Leadership delaplex, Ltd.



Nitin Sachdeva
MANAGING DIRECTOR
PRESIDENT, DELAPLEX INC., US



Preeti Sachdeva
WHOLE TIME DIRECTOR &
PROMOTER



Dr. Rizwan Ahmed
CHIEF TECHNOLOGY OFFICER



Deepak Jajoo
CHIEF FINANCIAL OFFICER



Manishraj Bhatt
COMPANY SECRETARY

Achievements

- DOT registration with Ministry of Communications
- Other Service Provider with Ministry of Communications

- Expansion of team & development capabilities, new office at Pune, India

- ISO 9001:2015 in accordance with Quality Research Organization

- Successful IPO, oversubscribed by 177.80 times
- Listing Premium of 61%
- Presence in EMEA region



- Incorporation of Company as Private Limited Company

- Company name change to Q M Computech Pvt. Ltd.
- D&B DUNS Certification
- Registration with STP India

- Acquisition of 51% shares by delaPlex Inc., US
- Name change to delaPlex Private Limited
- Expansion of capacity, new offices at Hyderabad & Bengaluru

- ISO/IEC 27001:2022 in accordance with information Security Management System
- Conversion to Public Limited Company



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TECHNOLOGY CONSULTANCY & SERVICES FIRM

BUSINESS HIGHLIGHTS & GROWTH STRATEGY

Signing up new logos –



New Partnerships –





You are Cordially Invited to Join us for

YouTube Meets 2K24

DISTINGUISHED GUESTS

Rishi Bhatnagar
President
Lava International Ltd.

Nitin Sachdeva
President
delaPlex

Shweta Berry
Director Marketing & Head of Strategic Alliances, Aeries Communications

DISTINGUISHED YOUTUBERS

Navin Reddy
Founder
TELUSKO
Edutech Pvt Ltd

Dhaval Patel
Founder
Codebasics

Surya Kahar
Founder
Techdose

Dr. Rakshit Tandon
International
Cyber Security
Expert

Narendra Gowda
Senior Engineering
Manager, Walmart
Global Tech

5th April 2024
10:00 AM to 4:00 PM

AMRAVATI MANAGEMENT ASSOCIATION Presents

06 JANUARY 2024

BharatCon 24

let's unite towards success

WITNESS THE BIGGEST BUSINESS SUMMIT OF VIDARBHA REGION

GUEST OF HONOR

Mr. Vikas Raja
Head, Brand Operations,
Raymond Luxury Garments Ltd
Ahmedabad

Dr. Dharmendra Goyal
MD,
Shreehar Spinners Pvt. Ltd.
Mumbai

Mr. Sarabh Agarwal
Partner,
Mah Tera Co LLP
Mumbai

Mr. Aditya Bhandari
CEO,
Damar Industries Ltd.
Mumbai

Mr. Pankaj Narula
Director & CEO,
SIF Garments Pvt. Ltd.
Ahmedabad

Mr. Anand Deshpande
Co-Founder & CEO,
Agera Solutions, Pune

CA. Neha Datta
Social Media Influencer &
Trainer, Delhi

Dr. Rizwan Ahmed
Head, Digital Innovation,
Ideafix Pvt. Ltd.
Nagpur

Mr. Rameshkrishnan R
CEO & Co-Founder of
Innovatix
Investor & Mentor

Mr. Amey Belorkar
Senior Vice President, IBI
Mumbai

CA. G.B. Modi
Partner, S&P, Solicitors
& Accountants
Dhule

CA. Mallesh Poddar
IP & Export,
Sanku Park Setup
Kolhapur

Mr. Anush Bhorite
Vice President,
Boson Apps Tech. Ltd., Akola
Pune University,
USA

Mr. Dhyanraj Edkhe
Business Analyst,
Aera Crop Systems Ltd,
Gurgaon, Haryana, India

Dr. Ranganathan
CEO, Fylo
Bangalore

Mr. Mahesh D. Poddar
MD,
Sparagat S&P Mills Ltd
Mumbai

Mr. Anand Mishra
CEO,
Ideafix Technology Pvt. Ltd,
Pune

Mr. Jay Mahajan
MD,
Sriropika Pvt Ltd
Bentley University, USA

Mr. Shashank Chaudhary
Co-Founder, S&P,
10x Entrepreneur, TEDx
Angel Investor

CA. Praveen Khambhadi
Angel Investor,
Market Development,
Venture Catalyst

Mr. Magesh Singh
Co-Founder & COO,
Intello US A.
MBA - USA

Mr. Vinayak Pandya
Founder & CEO,
C&P,
IT (BHU), Varanasi

CA. Parthiv Dora
Member, ICAI &
Startup, Pune

Mr. Sudhanshu Rai
I B Tech,
Bangalore

Dr. Rajendra Narendrakumar
Vice Chancellor,
Fergusson University Institute
B&A, Bangalore

CA. Nitin Sachdeva
delaPlex Pvt. Ltd.
President, Te Nagpur
USA

Dr. Suresh Bhogavatla
Professor, IIM
Bangalore

• 25+ SPEAKERS • 1000+ ATTENDEES
• START UP SHARK TANK

CA Mayur Zanwar | President @ 9422855595
 Mr. Karan Verma | Secretary @ 90282 85115
 Registration: 9022913199 | 9595357975 | 9403051001

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 ehitavada.com

City-based delaNex soars 68.98% on listing day

Business Reporter



Nitin Sachdeva, Promoter, MD, delaNex (right) and others at the NSE listing ceremony held in the city on Friday.

CITY-BASED software solutions company delaNex Limited, whose SME IPO opened on January 25, 2024 and closed on January 30, 2024, listed on the SME Platform of NSE i.e., 'NSE Emerge' at a premium of 61 per cent on Friday. The popularly known and identified in software and supply chain industry as "delaNex", the company is a versatile software development and services company committed to delivering tailored solutions that align with the unique needs of its clients, specializing in supply chain, software development, IoT, AI, and cloud services having significant presence in Central India.

The Rs 46.08 crore initial public offering was issued at price of Rs 192 per share and found a great response from all investor categories to be subscribed over 177.79 times, generating a demand of over Rs 5,443 crore.

Bids of shares were received

against the offering of 24,00,000 shares. In the other than Retail Individual Investor Category there was subscription of 11,46,63,000 and the category was subscribed by 335.27 times. The Retail Individual Investors Category received subscription of 12,51,88,800 equity shares and the category was subscribed by 157.00 times.

The shares of the company listed at Rs 309 per share giving 61 per cent returns post that it hit upper circuit during the intraday trade as it touched a high of Rs 324.45 per share and closed at Rs 324.45 per share on NSE Emerge. The market

capitalization of the company post Friday's closing price stands at Rs 295.57 crore.

Speaking on this listing ceremony which held in the city - Nitin Sachdeva, Promoter, MD, delaNex Limited quoted Shri Chanakya saying "Person should learn how to work in the present to build a better future." Manish Sachdeva, Promoter, Director, delaNex Limited conveyed his wishes via a video message.

Parth Shah, Director and CEO, Shreni Shares Limited said "Shreni Shares Limited is proud of bringing delaNex on the NSE Emerge Exchange.



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

Business Announcements

- Upcoming Partnerships with
 - Leading staffing solution provider in North America
 - French multinational software corporation
 - Upcoming collaboration with Professional Services Firm with Presence in 30 countries
- In advance talks to acquire a UK based development company : this will unlock development synergies and open gates in EMEA region for Private and State-Owned enterprises.

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 & Synergies

delaPlex limited recently acquired Celestia Crew Consultancy, Bengaluru based WFM & HRMS focused consulting company to enhance its offerings and widen the product mix.

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.

4

New Geographies

delaPlex is expanding to EMEA region, with new incorporation in UK in the name of delaNlex Software Limited, UK. delaNlex Software UK is in late advance stage for acquiring a software development company in UK which will further give synergies.



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TECHNOLOGY CONSULTANCY & SERVICES FIRM

Technology Highlights





Success Stories

Ad Traffic Management for Broadcast and Digital Media

Client Need:

To manage ad traffic from planning to execution and integrate with different billing systems and services for digital media as well as broadcast on tv/cable stations.

An ad management cloud solution supporting multi-tenancy and data security.

A highly reliable, scalable, and configurable platform incorporating multiple data storage technologies under a single codebase, simplified hosting and management.

Project Challenges:

Unifying a feature-rich, cloud platform that handles very large data and “real-time” ad traffic management while seamlessly integrated with virtually any other traffic solution.

delaplex Solution:

Built a simplified product catalog that allows users to bundle and sell multimedia inventory, deliver efficiently, and bill accurately.

Designed automation for reducing manpower and faster process execution.

Built custom microservices to interface between new modules and legacy systems.

Utilized RESTful web APIs for microservices and hosted in AWS cloud.

Implemented SSO (Single Sign On) for more extensible, scalable, and secure access management and digital identity solutions.

Added Elasticsearch for distributed, multitenant-capable full-text search engine.

Used AWS S3 bucket for storing documents and client specific data.

Technology Details

Web UI

Angular | PrimeNG | TypeScript
ExtJS

Web API

Java | NodeJS | SpringBoot

Database

MySQL | RDBMS | RDS/Aurora

MongoDB | Hibernate

Hosting

AWS

Data Storage

AWS S3

Architecture

Microservices based on Amazon ECS

DevOps

SonarQube, CI/CD

Project Management

JIRA



Success Stories

API/Microservices in Broadcast

Client Need:

Needed a communication interface between GLOOKAST's "Gloobox Capturer," a baseband video/audio ingest solution and a 3rd party automation controller using a proprietary API Protocol licensed to GLOOKAST.

Need to translate Gloobox Capturer API calls into the equivalent calls of the automation controller's API Protocol allowing full automation of a Gloobox Capturer appliance.

Challenges:

Device control and automation system user interface must control a Gloobox Capturer appliance exactly as it would control a conventional broadcast video server and expose a functionally equivalent interface to a conventional ingest and playout server.

A new microservice was required to translate between the different APIs and handle converting XML / SOAP formats.

delaplex Solution:

delaplex developed a new microservice for device control and system automation, to seamlessly automate a Gloobox Capturer Server using their choice of familiar user interfaces.

The Windows microservice supports both simple raw socket XML and SOAP communications. It translates communications seamlessly between XML and SOAP and forwards the appropriate requests/responses to each device, as required.

About the Client

GLOOKAST develops innovative software tools, including products for MXF workflows, that "solve the workflow puzzle" for the broadcast and media industries. They empower their customers with the freedom to choose from vendors they prefer and offer flexible solutions for ingesting audio, video, and metadata into a production environment.

GLOOKAST products are widely used by broadcasters, content producers, universities, and postproduction facilities in the USA, Latin America, and Europe.

Client Need:

- To upgrade an old legacy system to new system with many advanced features
- Data migration was required from legacy system in SQL Server to new system with Oracle Database

Challenges:

- Compatibility for both Batch and Bulk Processing
- Both Target system and Source system were expected to be kept live during migration process
- No ETL tool was opted to make the data migration. Everything was handled through SQL Scripts and Batch Programs

delaPlex Solution:

- Wrote custom Bulk Copy programs to extract the data from SQL Server system to CSV files
- Extracted CSV files were staged on Oracle Database using SQL scripts executed by Batch Programs
- An Oracle Package was used to transform staged data to target system as per new architecture

About the Client

They are at the forefront of the convergence of media and technology by digitally transforming the creation, distribution, and consumption of content.

With nearly half the world's video channels traversing their products and their software solutions driving nearly \$50B in global revenue for their customers, our client delivers the most advanced IP, cloud-enabled, software-defined network and workflow solutions for the media and entertainment industry.



Success Stories

Cloud Migration

Client Need:

Web-based user interface for managing advertising traffic in the cloud

delaplex Solution:

A cloud interface that included existing functionality from the legacy desktop application, plus additional features to enhance the usability experience. Heavy legacy UI functionality was re-designed as a background service

Product Features:

UI rendering is now done by the browser (e.g. Chrome) via web pages (HTML5 + JS lifecycle framework), and handles validation of user input locally (e.g. authentication, valid date format, schedule XML format, etc.) Discrete domain-specific RESTful services were implemented to handle complex validation, data storage/retrieval and business processes. Background tasks are now web services that are monitored/controlled via appropriate UI.

Moved time consuming background processes to an application server managed by a job service. Functionality requiring immediate user response were added as Java and C# services, which are tightly coupled to the UI

Tech Stack:

Web API using C# .NET | Entity Framework 6 | C++ & C# .Net | ORACLE 12C | AngularJS, HTML, CSS | JAVA 8

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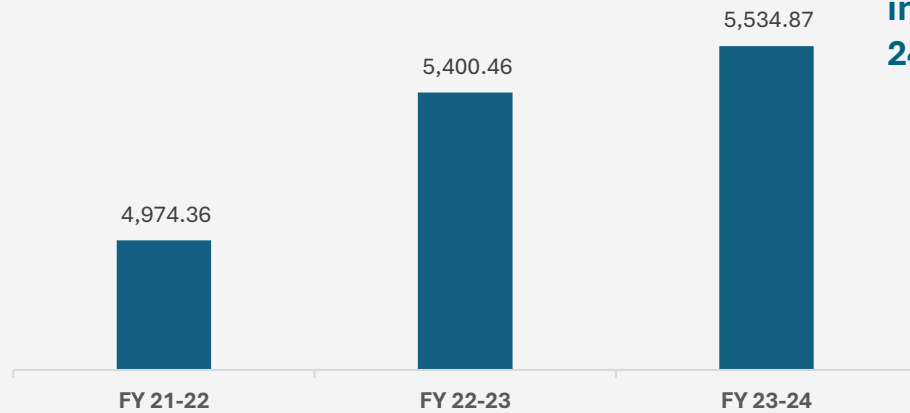


TECHNOLOGY CONSULTANCY & SERVICES FIRM

FINANCIAL PERFORMANCE

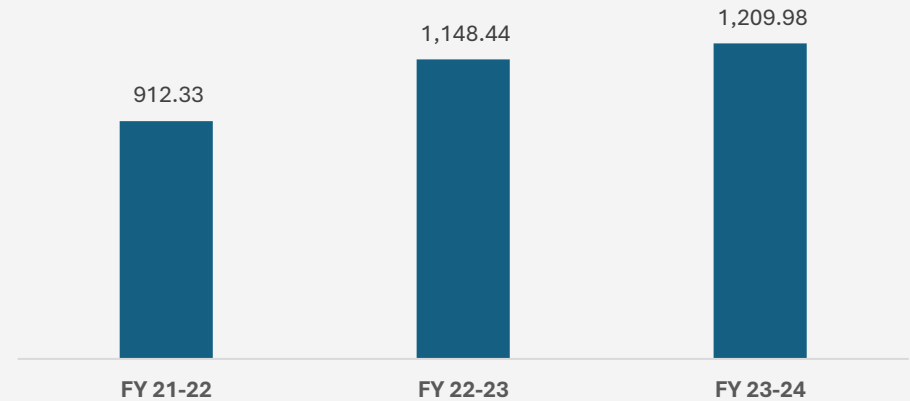
Summary of Financial Performance - Overview

Sales (in lakhs)

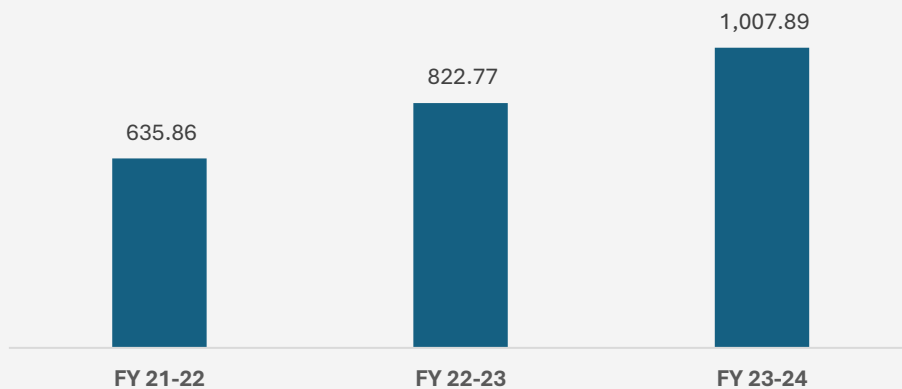


Sales increase by 248 bps

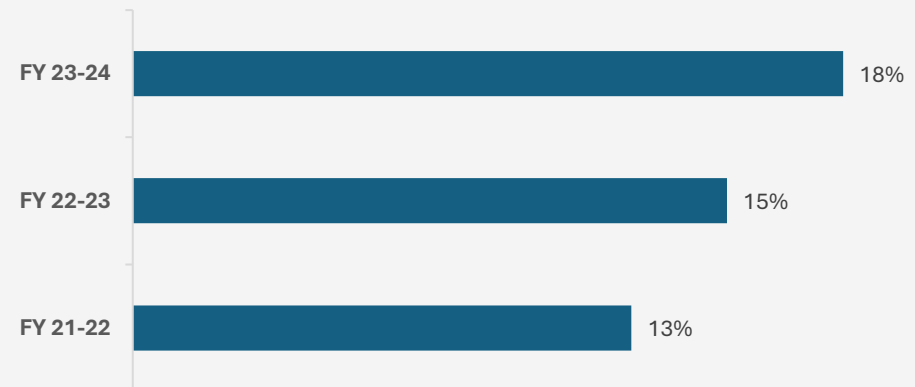
EBIDTA (in Lakhs)



Profit after Tax (in Lakhs)



PAT as % of Sales



PAT grew by 19.52% Y-o-Y

Summary of Financial Performance – P&L

Particulars	As at March 31, 2024	As at March 31, 2023
	Audited	Audited
Revenue from operations	5,534.87	5,400.46
Other Income	105.24	121.35
Total Income (I+II)	5,640.10	5,521.81
Expenses:		
(a) Cost of materials consumed	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	3,787.58	3,869.75
(e) Finance costs	0.67	0.40
(f) Depreciation & Amortisation	34.69	48.01
(g) Other expenses	601.30	482.47
(h) CSR Expenses	37.29	-
Total expenses	4,465.48	4,421.76
Profit /(Loss) before tax and Exceptional Items (III-IV)	1,174.62	1,100.05

Particulars	As at March 31, 2024	As at March 31, 2023
	Audited	Audited
Profit /(Loss) before tax and Exceptional Items (III-IV)	1,174.62	1,100.05
Exceptional Items	-	-
Profit /(Loss) before tax (V-VI)	1,174.62	1,100.05
Tax expense:		
Current tax expense	214.32	277.26
Deferred tax charge/(credit)	(47.59)	-
(d) (Less): MAT Credit Entitlement	-	-
	166.73	277.26
Profit after tax for the year (VII-VIII)	1,007.89	822.79
Earnings per share (face value of ₹ 10/- each):		
(a) Basic (in ₹)	13.26	11.26
(b) Diluted (in ₹)	13.26	11.26

Summary of Financial Performance – Balance Sheet

Particulars	As at March 31,	As at March 31,
	2024	2023
	Audited	Audited
ASSETS		
1. Non-current assets		
(a) Property, Plant and Equipment and Intangible assets		
(i) Property, Plant and Equipment	43.69	49.55
(ii) Capital work-in-progress	-	-
(b) Non-current investments	100.00	30.00
(c) Long-term loans and advances	-	-
(d) Deferred Tax Assets	47.59	-
(e) Other Non Current Assets	46.79	45.84
Sub Total (A)	238.07	125.38
2. Current assets		
(a) Current Investments	2,780.00	30.00
(b) Trade receivables	2,171.74	1,967.20
(c) Cash and Cash Equivalents	1,144.24	426.75
(d) Short-term loans and advances	52.90	-
(e) Other Current Assets	237.61	24.73
Sub Total (B)	6,386.49	2,448.69
TOTAL ASSETS	6,624.57	2,574.07

Particulars	As at March 31,	As at March 31,
	2024	2023
	Audited	Audited
EQUITY AND LIABILITIES		
1. Shareholders' funds		
(a) Share Capital	911.00	1.00
(b) Reserves and surplus	5,554.17	2,487.29
Sub Total Shareholders Funds (A)	6,465.17	2,488.29
2. Non-current liabilities	-	-
Sub Total Non Current Liabilities (B)	-	-
3. Current liabilities		
(a) Trade payables		
i) Due to MSME	2.65	4.07
ii) Due to Others	3.48	1.45
(b) Other current liabilities	48.61	6.54
(c) Short-term provisions	104.66	73.73
Sub Total Current Liabilities (C)	159.40	85.78
TOTAL EQUITY & LIABILITIES	6,624.57	2,574.07

Thank You

For further details, connect –

Mr. Manishraj Bhatt, Company Secretary

☎ 0712 257 1620/1640

✉ compliance@delaplex.com