

June 4, 2025

The Manager Corporate Relationship Department BSE Limited Floor 25, Phiroze Jeejeebhoy Tower Dalal Street, Mumbai-400001	The Manager – Listing Department National Stock Exchange of India Limited Exchange Plaza, 5 th Floor Plot No. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai-400051
BSE Scrip Code: 532341	NSE Symbol: IZMO

Dear Sir/Madam,

Subject: Investors' Presentation.

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of Investors Presentation with respect to Business Overview of Izmo Limited (“the Company”).

Further a copy of the same is also available on the website of the Company, viz., www.izmoltd.com

Kindly take the same on record.

Thanking You

Yours faithfully,
for **IZMO Limited**

Varun Kumar A S
Company Secretary and Compliance Officer

Enc: As Above

izmo Ltd.

177/2C, Bilekahalli Industrial Area,
Bannerghatta Road, Bangalore-560 076, India

www.izmoltd.com

CIN: L72200KA1995PLC018734



IZMO Limited

Investor Presentation

Q4 & FY25





Disclaimer

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01
Consolidated
Financial Highlights



Commenting on the results, Mr. Sanjay Soni, Managing Director, IZMO Ltd said :

“We have closed the fiscal year on a strong note, continuing on our growth path. Healthy demand for our products, among new as well as existing clients has driven growth through the year.

We are seeing tremendous client accretion – 110 new clients were on-boarded this quarter in the US, of which 103 were in FrogData. We are making inroads in Europe as well, with 53 new clients added in the fourth quarter. This is a testament to the value-addition that the market sees in using our products.

In the year ended 31st March 2025, we reported a 20.27% year-on-year growth in revenue at Rs. 224.61 crores. EBITDA excluding other income stood at Rs. 38.31 crores while PAT grew 87.64% to Rs. 48.88 crores. The strong inflow of new clients, higher sales prices, along with synergies from Geronimo and our subsidiary Izmo Microsystems (IMPL) contributed to top line growth. Investments towards skilled workforce, marketing, and ramping up of Izmo Micro operations impacted EBITDA margin.

Synergy from Geronimo is progressing well, especially with the addition of Ford to our client roster. Our subsidiary Izmo Microsystems has also started contributing to top line. Izmo Micro already has over 10 clients across the domestic and international markets. Through IMPL, we recently partnered with IIT Madras for a project at the Centre for Programmable Photonic Integrated Circuits and Systems, Center of Excellence.

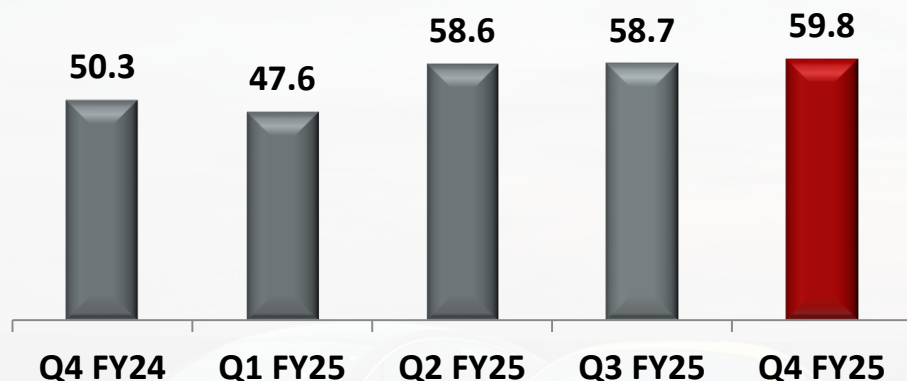
We have entered the new financial year on a robust footing. I would like to thank the entire Izmo team and all our stakeholders for their support, which drives the Company forward.”



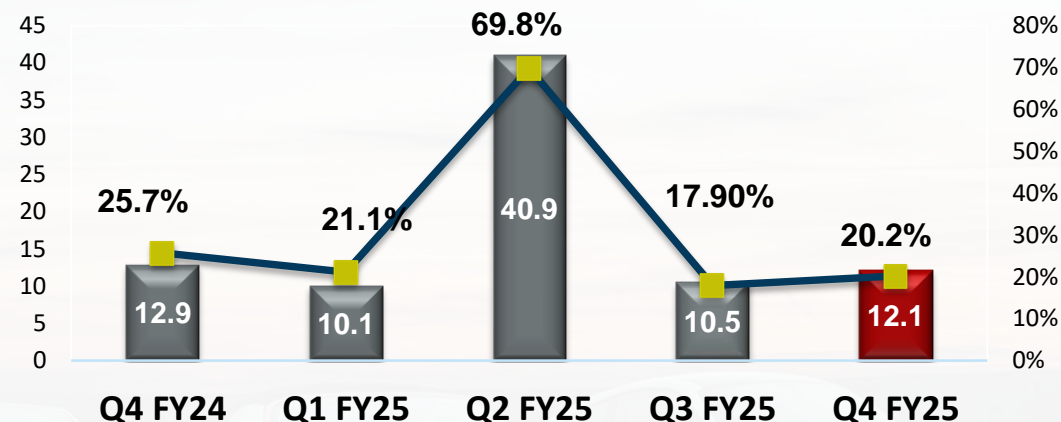
Consolidated Quarterly Financial Highlights



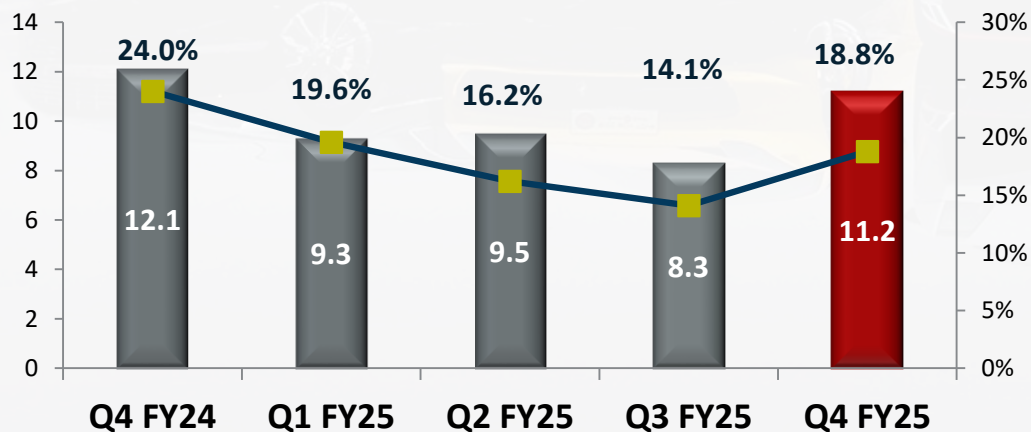
Revenue from Operations (Rs. Cr.)



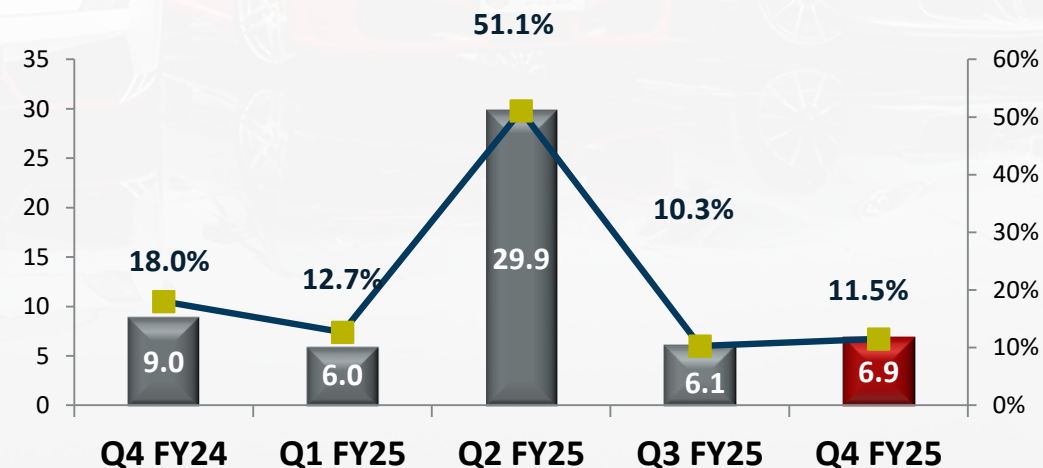
EBITDA (incl. other income) (Rs. Cr.) / Margin (%)



EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)





Consolidated Quarterly Financial Highlights

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Rs. Crs	Q4 FY25	Q4 FY24	YoY%	Q3 FY25
Income from Operations	59.81	50.29		58.67
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	59.81	50.29	18.94%	58.67
Raw Material Expenses	1.81	1.29		0.80
Employee Cost	28.28	22.43		29.08
Other Costs	18.49	14.52		20.51
Total Expenditure	48.57	38.24		50.39
EBITDA (excluding other income)	11.24	12.05	(6.70%)	8.28
EBITDA Margin %	18.79%	23.96%	(517 bps)	14.11%
Other Income	0.85	0.86		2.22
Depreciation	4.67	3.20		3.94
Interest	0.57	0.23		0.11
Profit Before Tax	6.85	9.47		6.45
Tax	(0.03)	0.44		0.39
Profit After Tax	6.89	9.04	(23.77%)	6.06
PAT Margin %	11.52%	17.97%	(645 bps)	10.33%
EPS in Rs.	4.63	6.40		4.07

- Revenue growth driven by robust new client additions in the US & Europe
- Synergy from Geronimo kicking in
- FrogData and Izmo Micro continue to gain traction



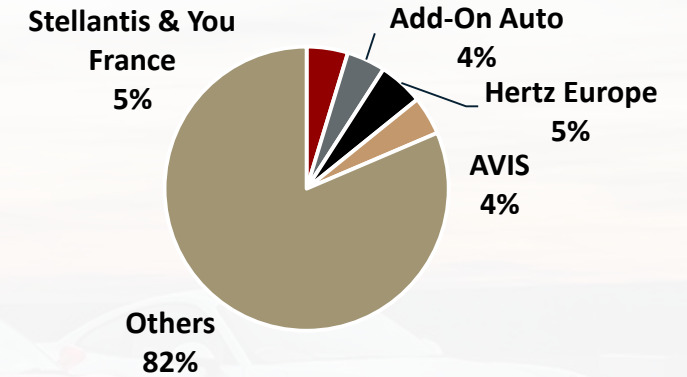
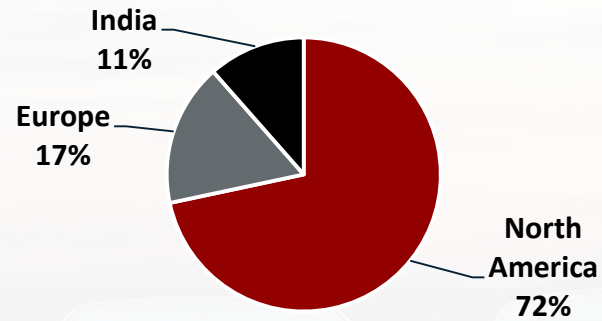
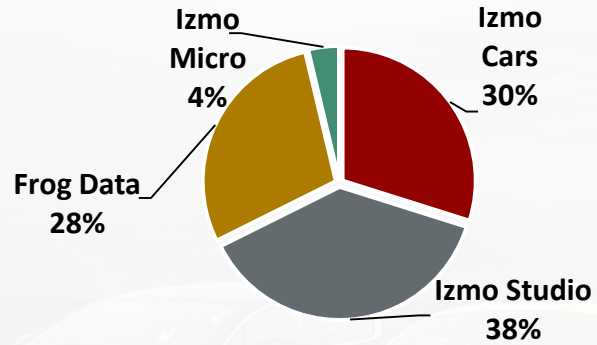
Revenue Bifurcations

By Business Divisions

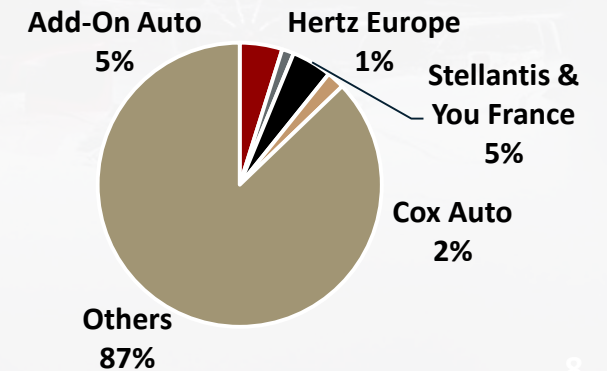
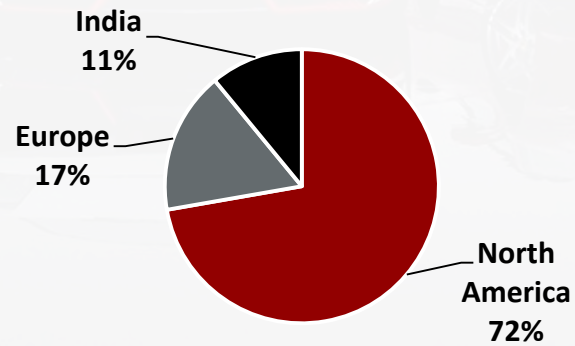
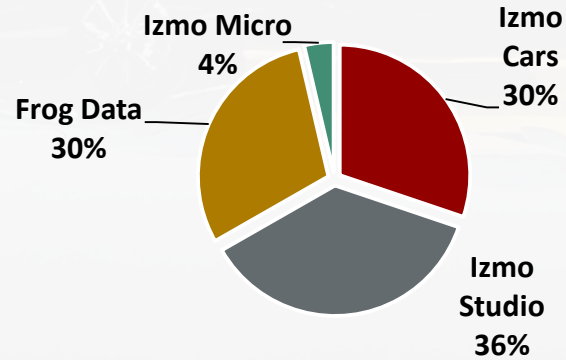
By Geography

Top Customers

Q4 FY25



FY25

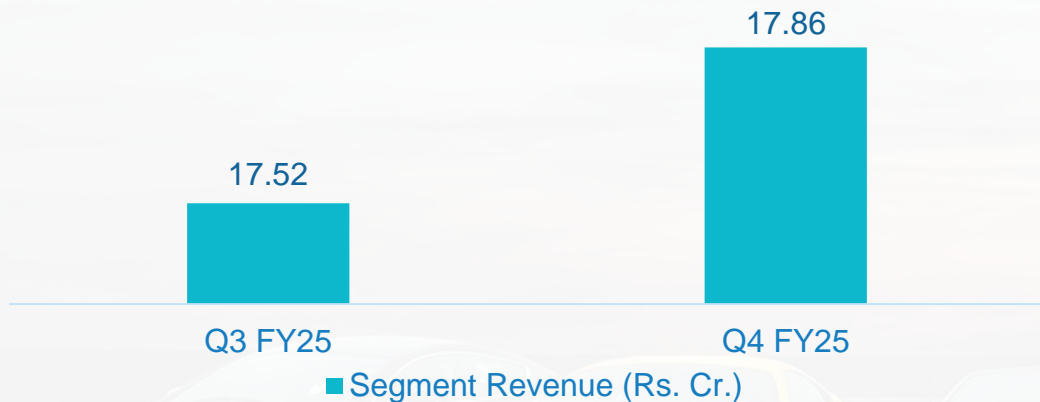




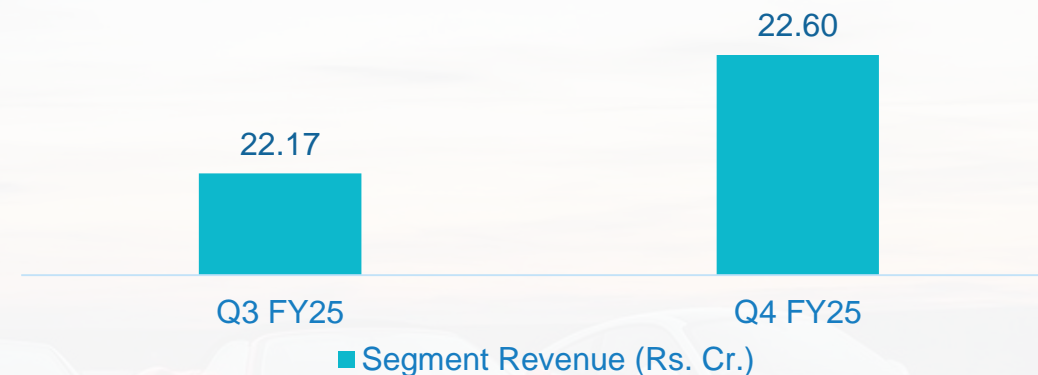
Consolidated Segmental Revenue

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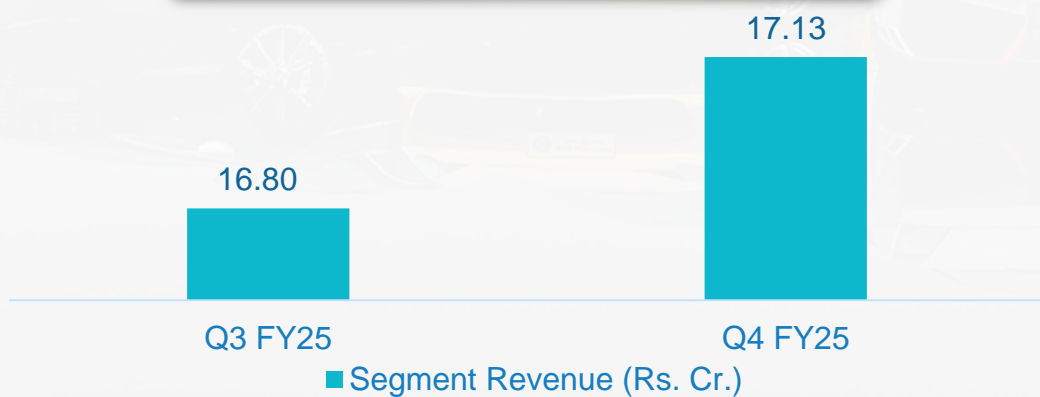
Izmo Cars



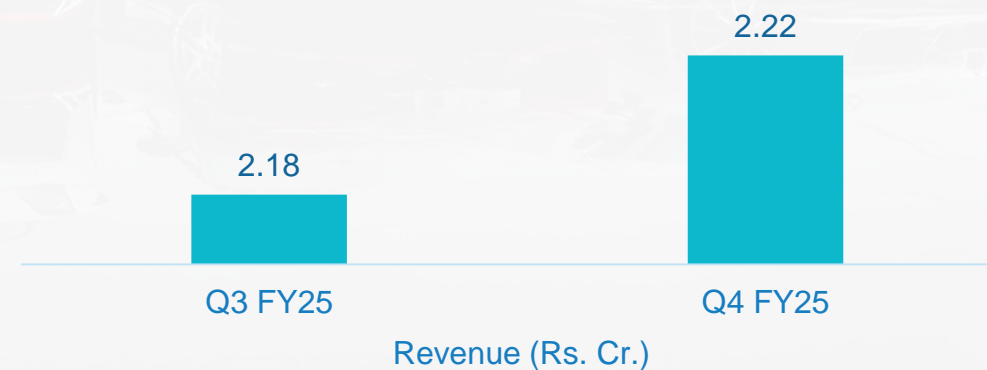
Izmo Studio



Frog Data



Izmo Micro



Gross Revenue Retention Rate remains at 98.5%



Consolidated Annual Financial Highlights

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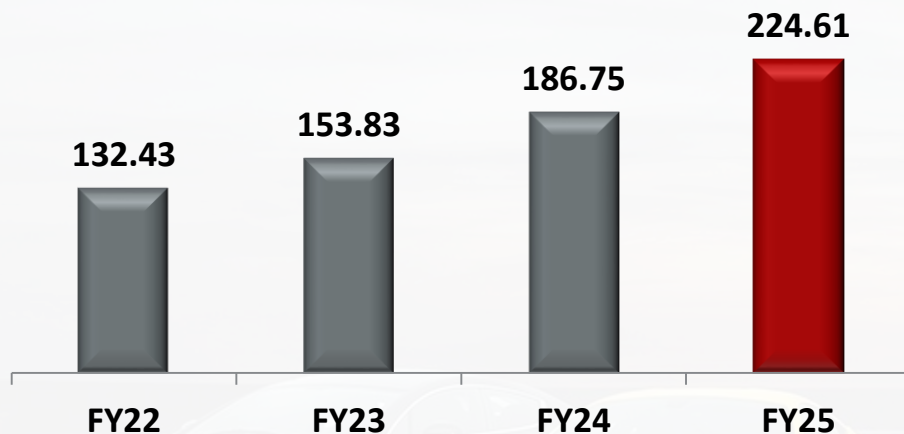
Rs. Crs	FY25	FY24	YoY %
Income from Operations	224.61	186.75	
Other Operating Income	0.00	0.00	
Total Income from Operations	224.61	186.75	20.27%
Raw Material Expenses	4.44	4.11	
Employee Cost	112.12	84.25	
Other Costs	69.75	58.50	
Total Expenditure	186.30	146.85	
EBITDA (excluding other income)	38.31	39.90	(3.98%)
EBITDA Margin %	17.05%	21.36%	(431 bps)
Other Income	35.26	3.34	
Depreciation	16.44	15.44	
Interest	1.01	0.97	
Profit Before Tax	53.72	26.83	
Tax	4.84	0.78	
Profit After Tax	48.88	26.05	87.64%
PAT Margin %	21.76%	13.95%	781 bps
EPS in Rs.	33.90	19.30	

- *Strong demand from new clients in US & Europe markets*
- *Investment in skilled workforce & marketing impacted margins*
- *Strong uptake in FrogData & Izmo Micro*

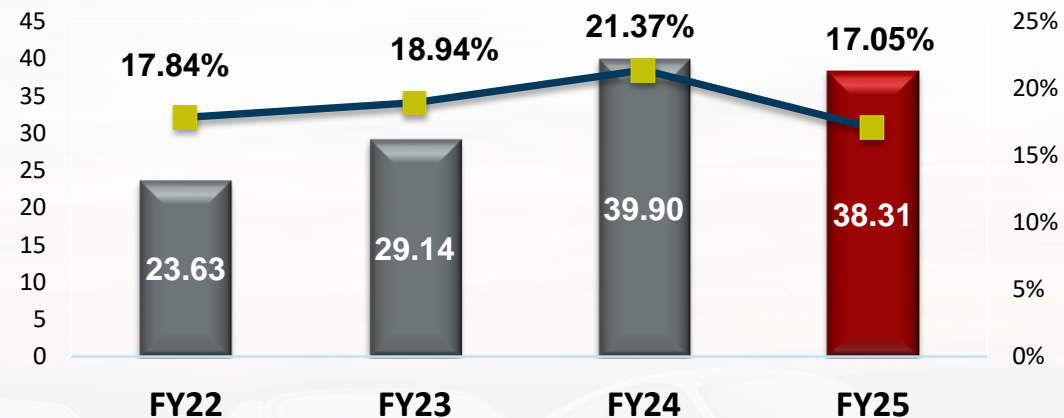


Consolidated Annual Financial Highlights

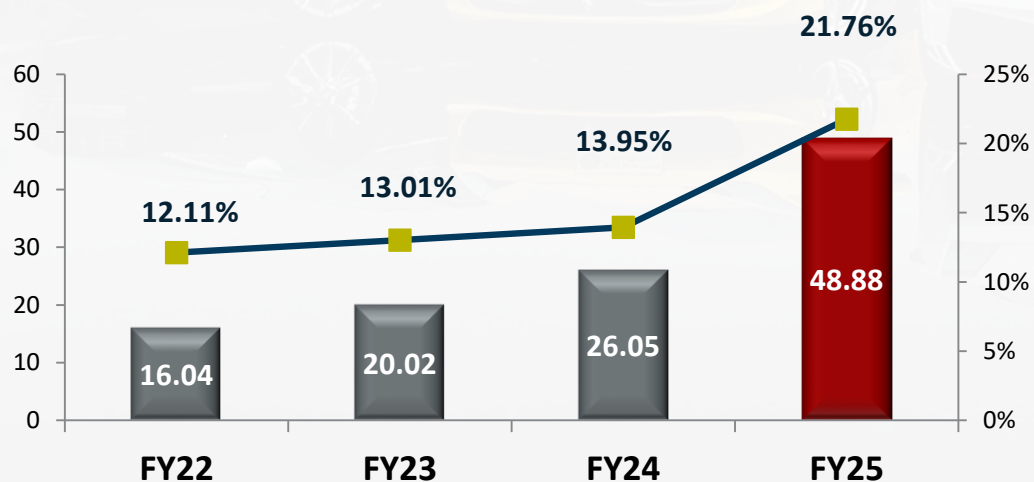
Revenue from Operations (Rs. Cr.)



EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Basic EPS (Rs.)





Consolidated Balance Sheet Highlights

izmoltd.

Particulars (Rs. Cr.)	30 th Sept 2025	31 st March 2025
Shareholders Funds	343.74	359.15
Share Capital	14.15	14.87
Other Equity	329.60	344.28
Non Current Liabilities	7.03	9.33
Financial Liabilities		
LT Borrowings	3.59	4.42
LT Provisions	3.44	3.66
Lease Liability		1.25
Current Liabilities	51.90	69.57
Trade Payables	2.91	4.46
Other Financial Liabilities	3.53	6.10
ST Provisions	0.65	0.72
Other Current Liabilities	40.09	53.28
Current Tax Liabilities (Net)	4.73	5.01
Total Equity & Liabilities	402.68	438.05

Particulars (Rs. Cr.)	30 th Sept 2025	31 st March 2025
Non Current Assets	275.01	285.92
Property Plant & Equipment	5.50	6.35
Right of Use Asset	-	1.90
Capital work in progress	-	-
Investment Property	-	-
Other Intangible Assets	262.05	267.84
Deferred Tax Assets	0.71	0.73
Other Non-Current Assets	6.75	9.10
Current Assets	127.67	152.13
Inventories	0.09	0.21
Trade receivables	69.24	98.89
Cash & Cash equivalents	27.61	24.52
Other Financial Assets	30.74	28.52
Total Assets	402.68	438.05



02 Company Overview



About Us



World leader in Automotive Interactive Marketing Solutions

- Founded in 1995
- Global footprint with operations in 7 countries across Americas, Europe and Asia; clients spread worldwide
- Product Specialists in e-marketing solutions for automotive sector
- Go-to provider of bespoke SaaS solutions for auto dealers targeted to boost productivity and sales
- Comprehensive repository of auto images, interactive media content and VR products
- izmo.ai platform for AI solutions for Automotive

Business Mix

- **Automotive Solutions** – Enterprise Platform for Digital Retail, CRM for After Sales Automotive, Performance Consulting for Automotive Retail excellent
- **Interactive Media Solutions** – Offers world’s largest library of automotive images and animation, 3D Virtual Showroom, Virtual Reality & Video Platform.
- **AI Platform (New)** – . izmo.ai platform for Nexgen customer engagement & intelligent marketing.

Rich Management Experience

- Experienced Management backed by diverse and skilled team with a right mix of operational & technical expertise combined with dedicated and skilled employee base
- Dynamic & rich experience across business verticals

Marquee Clients

- **Automotive** – Stellantis France, Emil Frey, Microsoft, Hertz, Europcar, Renault, SONY, Ford.
- **Information Technology** – Microsoft, Infosys, Wipro, Dataone, Rambus and IBM
- **Telecommunication** – Airtel and Idea





Core & Experienced Management



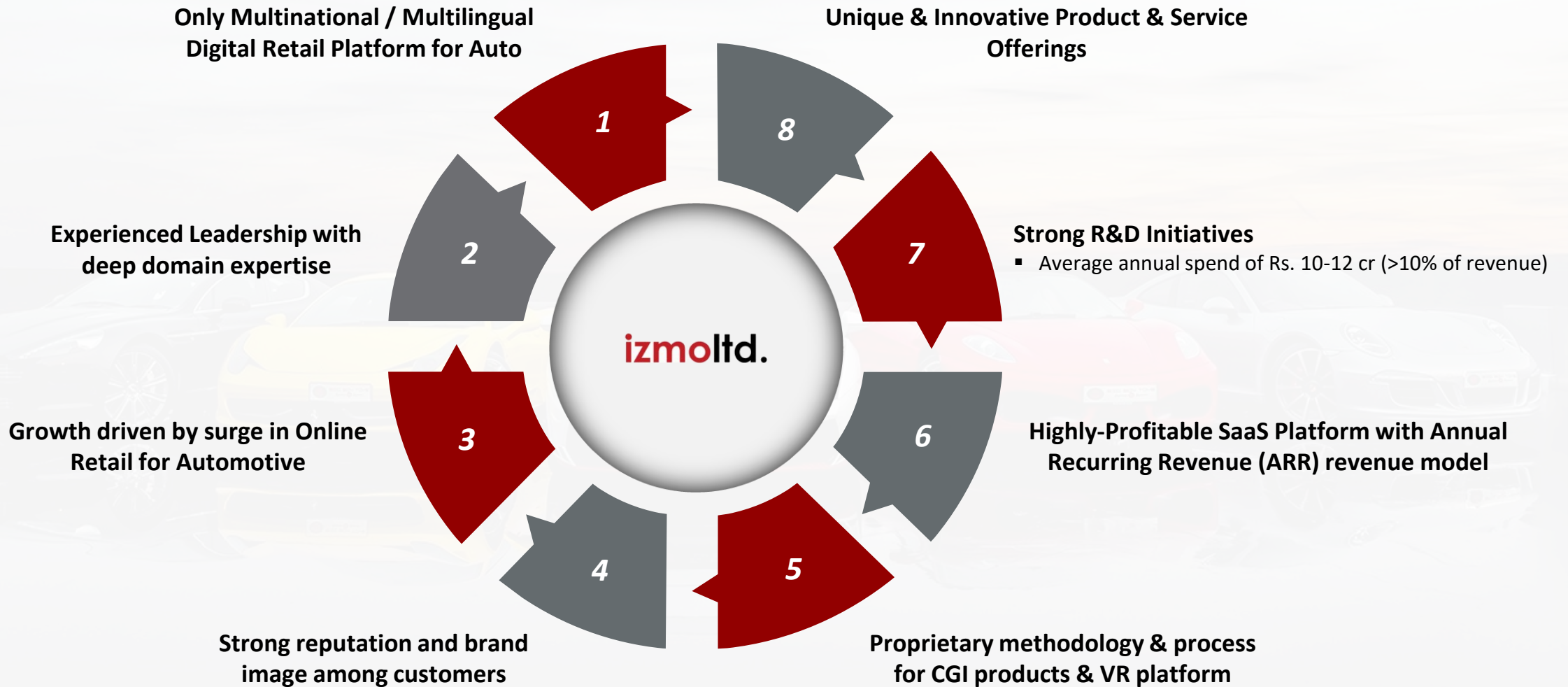
Mr. Sanjay Soni
(Managing Director)

- Founder of Logix Microsystem later changed into IZMO
- Over 17 years experience in automotive industry with several publications in computer science
- Postgraduate from IIM Bangalore





Key Strengths





03 Business Overview



Business Divisions



Frogdata

AI Platform for Automotive Decision Intelligence Platform

- Most advanced platform for Automotive Decision Analytics
- Integration with major platforms in the Industry
- AI Solutions for Automotive Retail Operations



izmo Studio

Interactive Media Products

Exhaustive library of automotive images, videos and animations

- Global Leader in Interactive Automotive Content
- Photography, CGI, Video, VR Studios
- Low-cost production center in India



izmo Cars

Digital Retail Platform for Auto
Specialized e-marketing SaaS solution for automotive traders

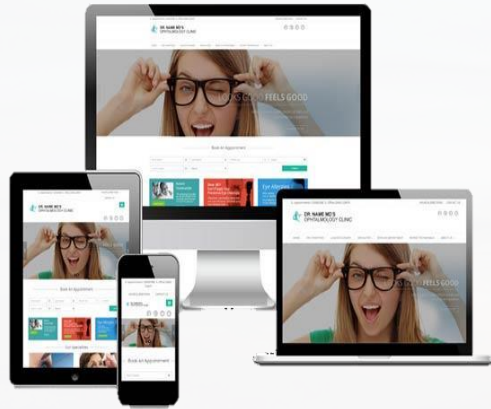
- Multinational presence with multilingual platform
- Recognized brand and domain experts since 2002
- Solid customer base with low churn





izmo Cars

izmoltd.



izmoauto

Digital Retail Platform

- Multi-lingual Web Platform for Automotive
- Proprietary Automotive Web Platform for Tier I & II clients
- Largest provider in France
- More than 2,000 dealers worldwide use izmo solutions
- Clients include OEM Networks, Large & Small Dealer Groups



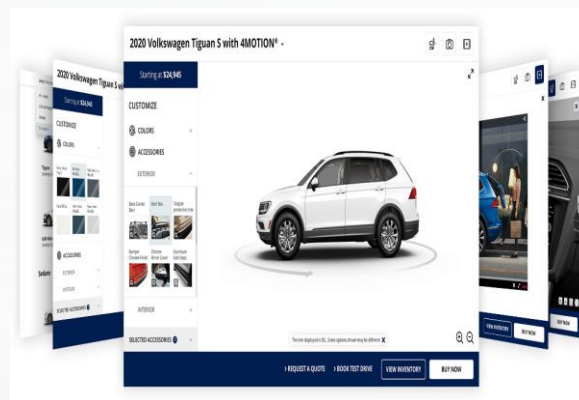
izmo.ai
(New)

- AI based marketing platform
- Data aggregation, pricing tools, intelligent customer targeting
- Analytics driven Media Marketing



PartsVelocity CRM

- SaaS based Parts Distribution Sales & Marketing CRM
- Integration with major DMS systems
- PSA Alliance (Peugeot) Standard for Distributors
- Comprehensive platform for Parts Distribution Management
- Integration with major DMS systems in Europe



izmo Stock

- Global Automotive Image Library
- #1 in Automotive Stock Images
- Tier 1 Client List
- 2% Client Churn

izmo FX

- CGI Development Services
- 3D Virtual Showroom with Accessories
- Kinetic CGI - Interactive Product Experience Platform

izmo VR

- Automotive VR Platform
- izmoVR Lead Generation Kiosk
- Virtual Reality Experience Apps



FrogAI Plus Decision Analytics Platform

- Integrated with major DMS System
- Many Systems, One Dashboard (DMS, CRM, Google, Service)
- Data Analytics Platform for Auto Retail



FrogData Lake Data Repository for AI

- Seamless Integration with any system
- Managed pipelines for data migration
- Single normalized repository for all data



FrogAI Factory

- AutoGPT for next generation apps and automation for dealers
- WarrantyBoost+ - AI based warranty rate analysis
- WarrantyMind - AI based warranty claims processing
- Autominds – AI driven used car pricing engine



Other Key Products / Services

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izmoEmporio *3D CGI Virtual Showroom*

- High user engagement & conversion rate >90%
- Increased Online Sales
- Content available for all countries
- Unique product with no competition
- One line integration with any dealer website
- Low cost, high-volume production capacity



izmoVR **Virtual Car Test Drive**

- New concept in Auto Retailing – Virtual Test Drives
- Innovative & Immersive User Experience
- One of the largest content library in the world, being repurposed for VR
- Build Content, Distribute, Monetize
- Easy to scale in any country
- Potential to launch in App Store for private viewing
- Facilitates better Lead generation for sales



Semiconductor Innovation for the Future

Business Focus

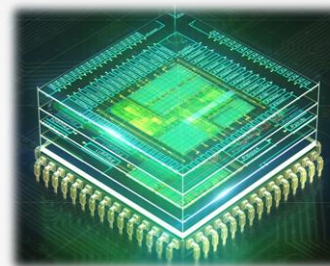
- Specializes in System-in-Package (SiP) semiconductor packaging

Target Industries

- Consumer Electronics, Automotive, Telecom, Green Energy

Core Capabilities

- 3D Die Stacking
- Fine-Pitch Wire Bonding
- Class 1000 Clean Room
- RF/MW Packaging, Power Modules, Co-Packaged Optics



Key Differentiators

- Advanced packaging solutions for compact, high-performance systems
- In-house design & manufacturing integration
- Focus on energy-efficient, next-gen chip solutions

Strategic Partnership

- Collaboration with IIT Madras (CPPICS)
- Focus on Programmable Photonic Processors, Quantum & Microwave Photonics



Strong R&D Team

izmoltd.

01

Developed CGI technology for Rapid 3D Modeling for Automotive using On-Site Laser Scanning and AI based modeling process

Developed WebGL based 3D Interactive Platform for personalization of cars with accessories

02

Developed industry first CGI based Virtual Reality & Augmented Reality Platform for Auto Retailing

03

Developed AI Big Data Platform for Decision Analytics based on Integrated Data Model with Heuristic Algorithms for quick analysis

04

Developed Used Car Price Optimizer - AI based Used Car Pricing platform

05



Global Presence

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~ 90% Revenue from Exports in FY25



Marquee Clients

izmoltd.



RENAULT





04
Industry Overview



Business Software Market

- Global business software & services market was valued at \$389.86 billion in 2020 and forecasted to grow at CAGR of 11.3% during 2021-28
- Growing automation of business processes and increase in enterprise data are driving growth in this industry
- COVID-19 pandemic further expedited this growth as demand for SaaS based services and products increase across sectors

E-Marketing Industry

- Global digital marketing sector, valued at ~ \$321 billion in 2022, reached \$366.1 billion in 2023, growing 14%; and is forecast to reach \$671.8 billion by 2028
- Rising investments in online video and mobile advertising have fueled overall digital marketing expenditure in North America and Western Europe
- Mobile ad expenditure contributes to ~ 39-42% of digital spend in Western European markets such as the UK, Germany, and Spain, and expected to grow to 55-60%



Automotive Dealer Market

Market Opportunity

- Base Platform Billing Per Dealer: \$1,500 – \$2,000/month
- Add Consulting: \$500/month
- Add Derivative Products: \$1,000/month
- Total: \$3,500/month
- Market Size: \$840 million



Auto Dealer Industry Size

- Auto sales in 2023: ~75 Million
- Sales Revenue > \$ 1 Trillion
- No. of Car Dealers: 20,000
- Avg. Dealership:
 - \$60M Sales/ Year
 - Employs 100 people
 - Monthly Marketing Spend: \$600/car = \$60,000/month



Global Trends & US Automotive Sector

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- Strong growth in online Auto retail
- Interactive Media content fast gaining popularity
- Online spend by Auto dealers on rise
- Consumers demanding better content before buying decision
- Very few players offering interactive media content for automotive

Prevailing Global Trends



US Auto Sector



- Total Dealerships: 16,682
- Total Advertising Spend: \$9.2 billion
- Advertising Budget / Vehicle: \$640
- Sales: 17.1 million / \$1.02 Trillion
- Online Spend: 56% of total
- Average Annual Internet Spend/ Dealer: \$310,127



05
Way Ahead



Way Ahead

izmoltd.

Focus on New Products in Existing Geographies

- **izmoVR** – VR Lead Generation Platform for Automotive
- **izmo.ai** – AI Solutions for customer targeting
- **EV S/W** – Software for electric vehicles & mobility solutions. Dedicated R&D efforts to be supported by strong sales & service network
- **izmo Microsystems** – System in Package (SiP) for automotive & other sectors

Expanding Data Repository and Auto Dealers Subscriptions

- Focus on updating repository of data with latest and state-of-the-art imagery and information



Focus on Growing Existing Products in Existing Geographies

- **izmoStudio** – Driven by growth in online auto sales
- **izmocars** – French market continues to grow
- **FrogData** – AI & Data Analytics boom fuels growth

Focus on Existing Products in New Geographies

- **izmoauto** to be re-introduced in **USA**
- Full Suite Digital Solutions in **Germany, Spain & Switzerland**



Thank You

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