

PEL/2025-26/35

August 03, 2025

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot no. C/1G Block
Bandra-Kurla Complex Bandra (E)
MUMBAI - 400 051

Scrip Code: PELATRO

Dear Sir/Madam,

Sub: Presentation on Financial Results summary and Business update.

Please find enclosed a summary on the financial results of the Company as on June 30, 2025, in the form of an investor presentation. The additional slides provide an update on business. The information is provided solely to present the current status of the business to the investors.

The same is also made available at Company's website, in the link provided below:
<https://www.pelatro.com/presentations/>

You are requested to take this intimation on record.

Thanking you.

Yours sincerely,

For Pelatro Limited

KHUSHBOO SHARMA Digitally signed by
KHUSHBOO SHARMA
Date: 2025.08.03
20:30:55 +05'30'



Khushboo Sharma
Company Secretary and Compliance Officer

Investor Presentation

FY25-26 Q1

Safe harbour

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Highlights – For FY25-26 Q1

Rs. Crores, Consolidated

| Particulars | FY 23-24 | FY 24-25 | FY 24-25 Q1 | FY 25-26 Q1 | YoY % Growth |
|-------------|----------|----------|-------------|-------------|--------------|
| Revenue | 54.99 | 85.77 | 18.33 | 26.69 | 45.6% |
| EBITDA | 3.48 | 19.82 | 3.82 | 6.31 | 65.2% |
| EBITDA % | 6.3% | 23.1% | 20.8% | 23.6% | |
| PAT | (1.95) | 11.89 | 2.29 | 3.56 | 55.5% |
| PAT % | | 13.9% | 12.5% | 13.3% | |
| EPS (Rs.) | (5.15) | 13.16 | 3.22 | 3.42 | |
| DSO | 145 | 84 | 77 | 63 | |

Asset acquisition from Estel Technologies, India and share acquisition of Estel FZE, UAE closed effective 1st July.

General Highlights

Percentage of target revenue of FY25-26 that has been contracted: 96%*

Percentage of target revenue of FY26-27 that has been contracted: 49%*

Average Revenue Per Customer (annualized): Rs. 2.74 crores.

Expected Revenue CAGR over the next 3 years: 25% to 30%.

*Combination of Recurring + Re-occurring + One Time revenue streams.

Acquisition and Rationale

Estel is a telecom software company with presence in Asia, Middle East and Africa – larger opportunity to cross sell products to different telcos.

Estel has multiple products which are critical for telcos – eRecharge, Sales & Distribution Management, Mobile Money Solution and Voucher Management.

Acquired at an attractive valuation of Rs. 41 crores, including a contingent payment of Rs. 12 crores payable upon achievement of revenue targets.

This acquisition will help Pelatro to deepen the engagement with various telcos as they will be using multiple products from us – we will be a more critical partner.

The acquisition is likely to be value accretive.

Products and Services **CVM Division**

"A platform conceptualized and designed for marketers by experts with decades of industry and domain experience employing AI/ML"

Contextual Campaign Management Solution

Launch and manage the entire campaign lifecycle for both customers and retailers.

Contextual Loyalty Management Solution

Deliver loyalty programs to reward and retain customers.

Customer Data Platform

Generates 360 deg view of subscribers through identity resolution to power customer engagement.

Data Monetisation Solution

Easily extend campaign management services to enterprise customers and monetize customer data.

Unified Communication Solution

A highly scalable and reliable solution for all your A2P/P2A communication needs.

Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.

Products and Services **Estel Division**

"Specialized payment solutions, prepaid recharge and distribution to achieve digital transformation within telcos"

eRecharge and Voucher Management Solution

Full featured and holistic prepaid recharge solution including multiple modules within same frame work.

Sales & Distribution Management Solution

Manages distribution and sales of physical and virtual products within the partner and customer ecosystem.

Mobile Money Platform

End-to-end facilitation of mobile money transactions, complete with extensive analytics.

Managed Services (Eco- system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.



REVENUE MODEL

Repeat Revenue

Recurring Revenue

Monthly Fixed License Fee ●

AMC ●

Managed Services ●

Gain Share ●

Re-occurring Revenue

● Change Requests

One Time Revenue

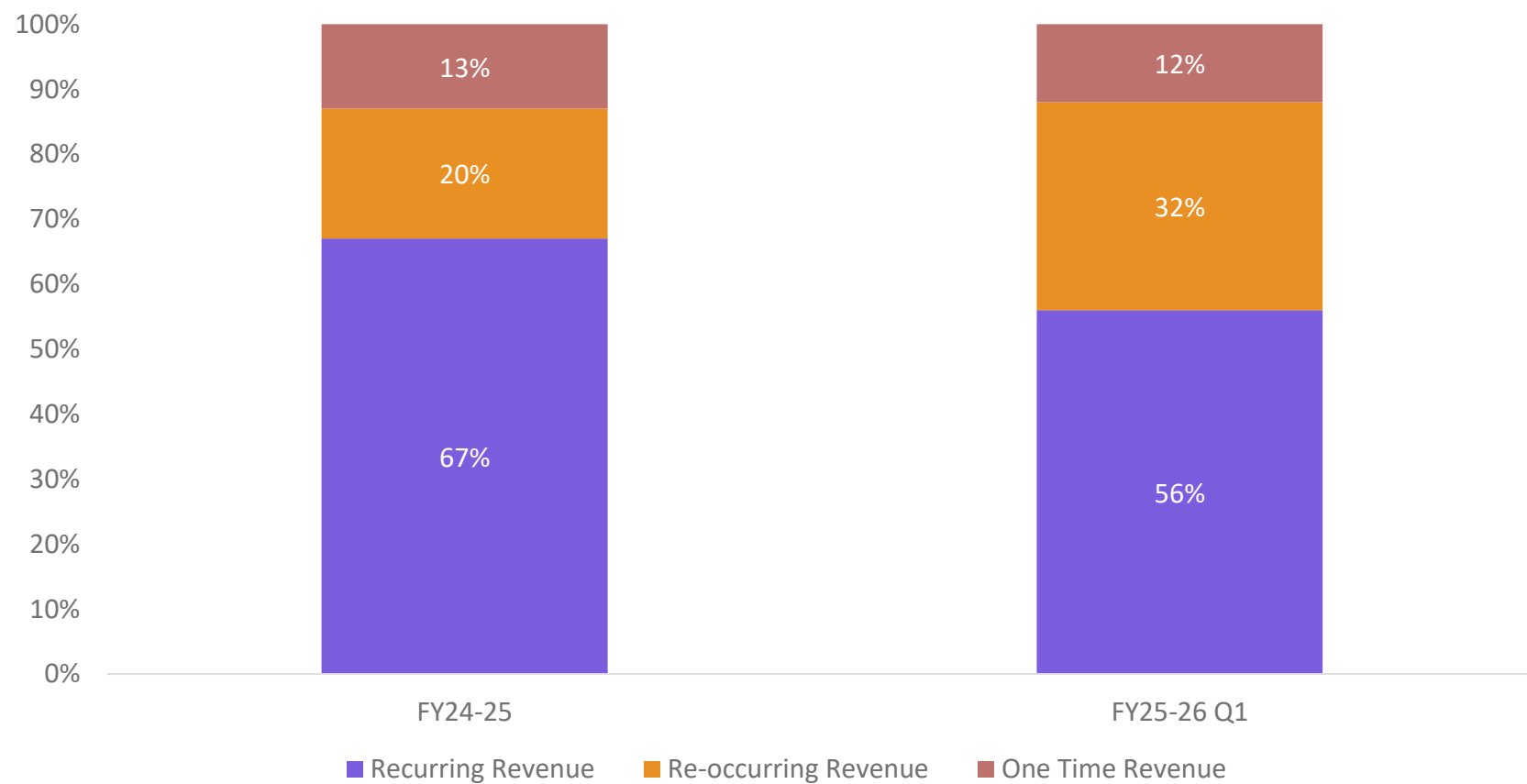
● Perpetual License

● Implementation Fee



REVENUE MODEL

Contd.



Actively pursuing a 3-pillar **Growth Strategy**

GEOGRAPHIC EXPANSION

Our two fold approach is to target specific geographies and specific telcos and banks within those geographies. The business is set to replicate its land-and-expand strategy of entering a group through one OpCo and then expanding into "sister" OpCos.

EXPANSION OF RECURRING REVENUE PER CUSTOMER

After winning an account with any possible revenue model, the endeavour is to either add a new recurring revenue stream and then to increase it or to increase the existing recurring revenue stream. Our recurring revenue per customer and also as a proportion of total revenue have been growing steadily.

SERVICE EXPANSION

While all customers license our products, not all of them procure services from us. This is an opportunity for growth.



Financial Summary

Profit & Loss

Consolidated

| Particulars | FY25-26 Q1 (Rs. Crores) | FY24-25 Q1 (Rs. Crores) |
|--------------------------------|----------------------------|----------------------------|
| Revenue from Operations | 26.69 | 18.33 |
| Other Income | 0.51 | 1.05 |
| <i>Total Income</i> | <i>27.20</i> | <i>19.38</i> |
| Employee Expenses | 15.63 | 12.44 |
| Other Expenses | 5.26 | 3.12 |
| <i>Total Expenses</i> | <i>20.89</i> | <i>15.56</i> |
| <i>EBITDA</i> | <i>6.31</i> | <i>3.82</i> |
| D&A Expenses | 1.52 | 0.55 |
| Finance Expenses | 1.01 | 0.35 |
| <i>Profit Before Tax</i> | <i>3.78</i> | <i>2.92</i> |
| Current and Deferred Tax | 0.22 | 0.63 |
| Profit After Tax | 3.56 | 2.29 |
| | | |
| Basic and Diluted EPS (in Rs.) | 3.42 | 3.22 |

Balance Sheet

Consolidated

| Particulars | FY25-26 Q1 (Rs. Crores) | FY24-25 (Rs. Crores) |
|-------------------------------------|----------------------------|-------------------------|
| Property, Plant & Equipment | 20.71 | 21.11 |
| Other Non-current Assets | 52.86 | 53.11 |
| Trade Receivables | 18.38 | 19.86 |
| Cash and Cash Equivalents | 35.89 | 36.03 |
| Other Current Assets | 9.90 | 6.96 |
| Total Assets | 137.74 | 137.07 |
| Equity Share Capital | 10.41 | 10.41 |
| Other Equity | 72.39 | 69.04 |
| Non-current Borrowings | 11.88 | 12.43 |
| Other Non-current Liabilities | 30.64 | 30.88 |
| Current Borrowings | 1.54 | 1.51 |
| Trade Payables | 5.11 | 3.20 |
| Other Current Liabilities | 5.77 | 9.60 |
| Total Equity and Liabilities | 137.74 | 137.07 |

Cash flow

Consolidated

| Particulars | FY25-26 Q1 (Rs. Crores) | FY24-25 (Rs. Crores) |
|--|----------------------------|-------------------------|
| Operating profit before changes in working capital | 6.69 | 19.09 |
| (Increase)/decrease in operating assets | (1.66) | (8.08) |
| Increase/(decrease) in operating liabilities | (1.00) | 14.21 |
| Direct taxes paid (net of refund) | (2.10) | (5.01) |
| Net cashflow from operating activities | 1.93 | 20.20 |
| Outflow on fixed assets and CWIP | (0.22) | (44.54) |
| Foreign exchange fluctuation | (0.21) | (0.74) |
| Interest income | 0.37 | 0.85 |
| Net cash used in investing activities | (0.06) | (44.42) |
| Capital raise less expenses | - | 56.49 |
| Finance cost and lease payments | (1.46) | (2.35) |
| Proceeds/(repayment) of borrowings | (0.55) | (1.44) |
| Net cashflow from financing activities | (2.01) | 52.70 |
| Net increase/(decrease) in cash | (0.14) | 28.48 |

Thank You