

**Date:** May 21, 2025

**BSE Limited**

Department of Corporate Services  
Pheroze Jeejeebhoy Towers,  
Dalal Street, Mumbai-400001

**National Stock Exchange of India Limited**

Exchange Plaza, 5th Floor,  
Plot No. C/1, G Block  
Bandra- Kurla Complex, Mumbai-400051

**SCRIP Code- 544136**

**SYMBOL-RKSWAMY**

**ISIN: INE0NQ801033**

**Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”) – Investor Presentation.**

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 of the SEBI Listing Regulation, we are enclosing herewith a copy of the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of R K SWAMY Limited (“the Company”) for the quarter and financial year ended March 31, 2025.

This intimation is also being uploaded on the Company’s website at [www.rkswamy.com](http://www.rkswamy.com)

This is for your information and records.

Thanking you

**For R K SWAMY Limited**

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**Aparna Bhat**

**Company Secretary & Compliance Officer**

**Membership No.:** A19995

**Address:** Esplanade House, 29, Hazarimal Somani Marg, Fort, Mumbai 400 001

**R K SWAMY LIMITED**

*Formerly known as “R K Swamy Private Limited”*

Esplanade House.

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Fort, Mumbai 400 001.

**Phone** +9122 4057 6399, 2207 7476

**Email** [reachout@rkswamy.com](mailto:reachout@rkswamy.com)

[www.rkswamy.com](http://www.rkswamy.com)

**CIN No.** L74300TN1973PLC006304

**Regd Office** 19 Wheatcrofts Road,  
Nungambakkam, Chennai 600 034.

**Offices also at** Bengaluru, Hyderabad,  
Kochi, Kolkata, New Delhi.



2024-25

A year filled with transformational steps

May 21, 2025

## Financial Performance:

- Consolidated Total Income for Fiscal 2025 was Rs 306.15 crores compared to Rs 335.39 crores, a year ago, decline of 8.7%.
- Consolidated PBT for the Fiscal 2025 was Rs 24.77 crores compared to Rs 53.57 crores, a year ago, decline of 53.8%.
- Decline in revenue is attributable to a few significant project undertaken in the previous year which were of a non-recurring nature.
- The financials for the year factors in the major investments and capacity addition made in the following areas with an eye on the future:
  - Customer Experience Centre (CXC) and Computer Aided Telephone Interviews (details in following slides).
  - New leadership hires to augment capability in specific disciplines
  - Expenses towards AI-based product development
  - Investment in the nature of “R&D” in developing syndicated research products

## Initiatives taken by Promoters:

- Promoter Group have consolidated their holdings in the company, by buying out the 3.56% stake held by the US-based Evanston Pioneer Fund at market prices.
- The total Promoter Group holding has increased from 66.05% to 69.61%
- The Promoters in their capacity of Executive Directors were entitled to a commission of 1% of Net Profit for the year 2024-25. They have waived this commission.

## Fundamental foundational steps:

A series of initiatives were taken in the year gone by, all for the first time in the history of the company.

1. Soft yet important launch – R K SWAMY Centre for Study of Indian Markets
  - a) Cricket study – mapping viewership (World Cup ODI and T20 + IPLomania)
  - b) Digital Videos – Impact of advertising – Pilot done
2. Capacity to produce anamorphic videos for giant screens
3. AI in regular use as a tool in all disciplines – Creative Content Creation, Data Science, Research

# Highlights

## Fundamental foundational steps:

4. Conversational AI solution created - **VĀRTĀ**
5. Customer Experience Centre – added 600 capacity
6. Computer Aided Telephonic Interviews – added 346 capacity
7. Hansa Research ISO Certified



## Fundamental foundational steps:

8. Launched new Service

Download PDF brochure from:

[www.rkswamy.com](http://www.rkswamy.com)

9. Scaling the service to the Pharmaceutical sector steadily

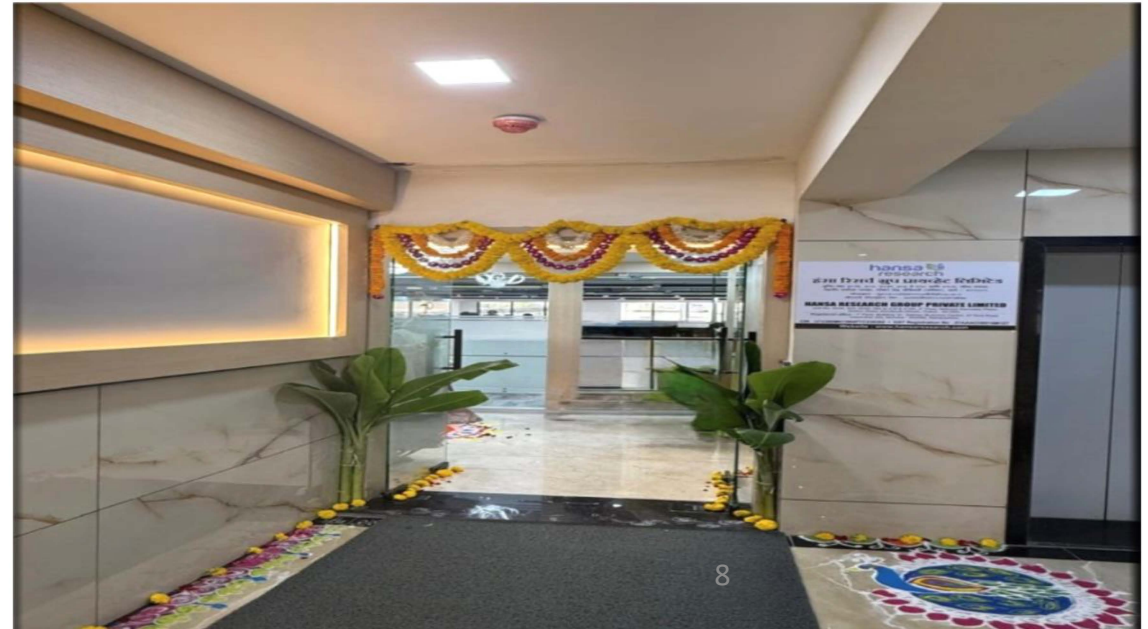
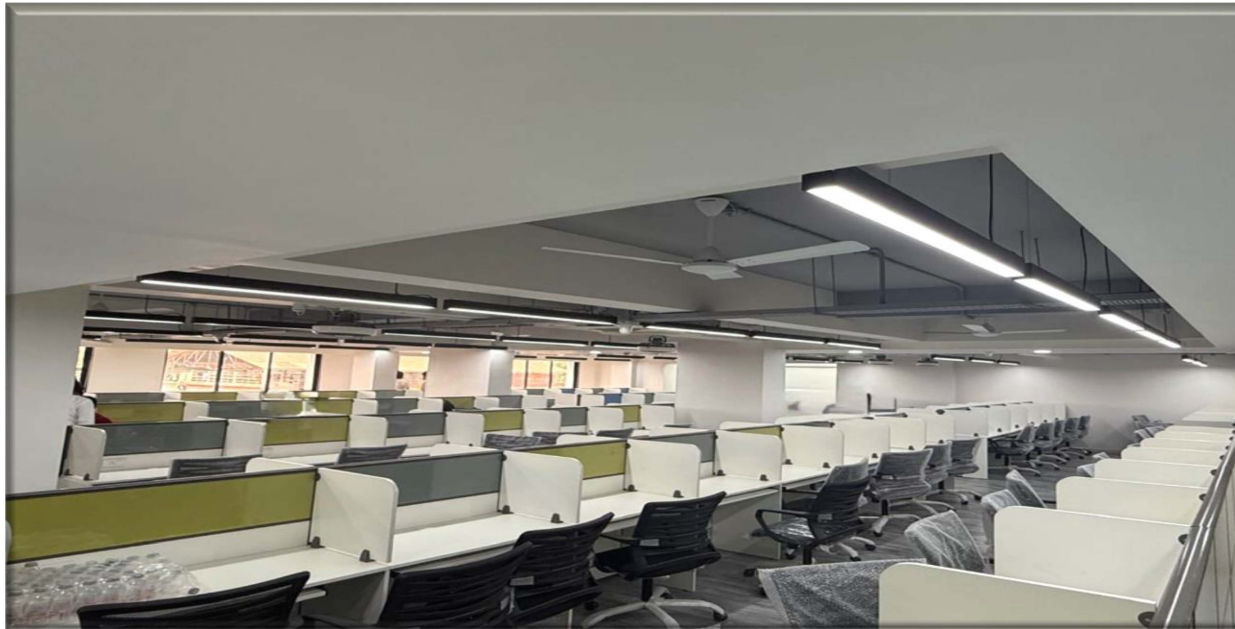


# Customer Experience Centre (CXC)

R K SWAMY



# Customer Aided Telephonic Interview (CATI)



# Financial & Operational Metrics (Consolidated)

In Rs lakhs

Metric	FY 2024	FY 2025	% change
Total Income <sup>1</sup>	33539	30615	-8.7%
Gross Margin <sup>2</sup>	23265	21336	-8.3%
EBITDA	7429	4141	-44.3%
<i>EBITDA Margin<sup>3</sup></i>	<i>22.2%</i>	<i>13.5%</i>	
Profit before tax (PBT)	5357	2477	-53.8%
<i>PBT Margin</i>	<i>16.0%</i>	<i>8.1%</i>	
Profit after tax (PAT)	3972	1866	-53.0%
<i>PAT Margin</i>	<i>11.8%</i>	<i>6.1%</i>	

*Notes*

1. Total Income includes Other Income
2. Gross Margin is Revenue from Operations less Operating expenses
3. EBITDA Margin is calculated as EBITDA (incl. Other Income) divided by Total Income

4. All figures on this slide have been rounded off to the nearest whole number, and percentages to one decimal

# Financial & Operational Metrics (Consolidated)

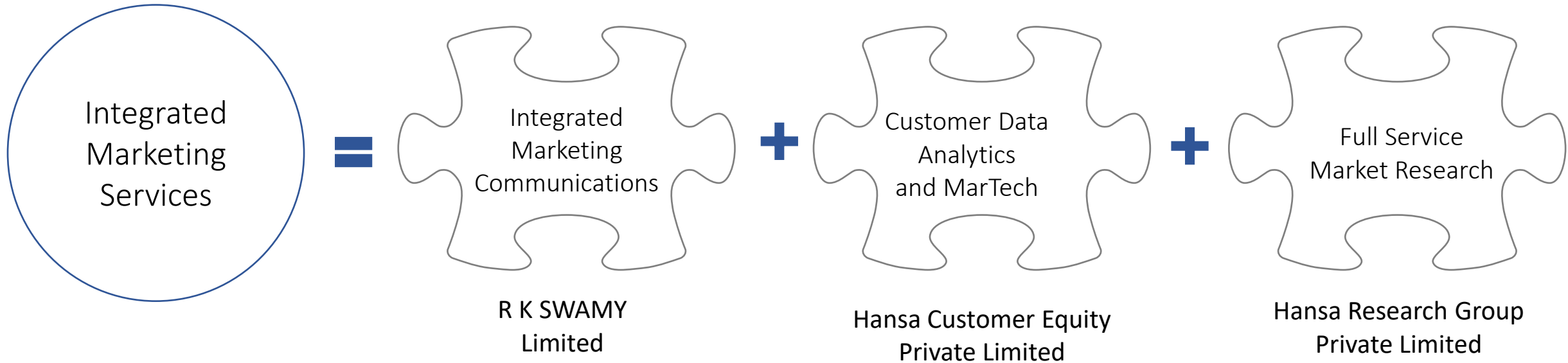
In Rs lakhs

Metric	Q4 FY 2024	Q4 FY 2025	% change
Total Income <sup>1</sup>	11932	8711	-27.0%
Gross Margin <sup>2</sup>	8073	6505	-19.4%
EBITDA	4026	1972	-51.0%
<i>EBITDA Margin</i> <sup>3</sup>	33.7%	22.6%	
Profit before tax (PBT)	3508	1522	-56.6%
<i>PBT Margin</i>	29.4%	17.5%	
Profit after tax (PAT)	2618	1233	-52.9%
<i>PAT Margin</i>	21.9%	14.2%	

## Notes

1. Total Income includes Other Income
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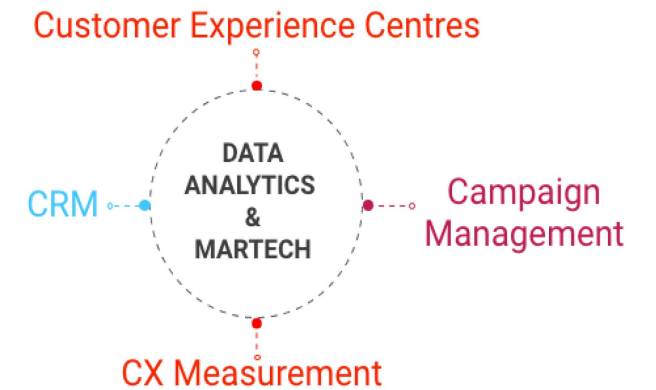
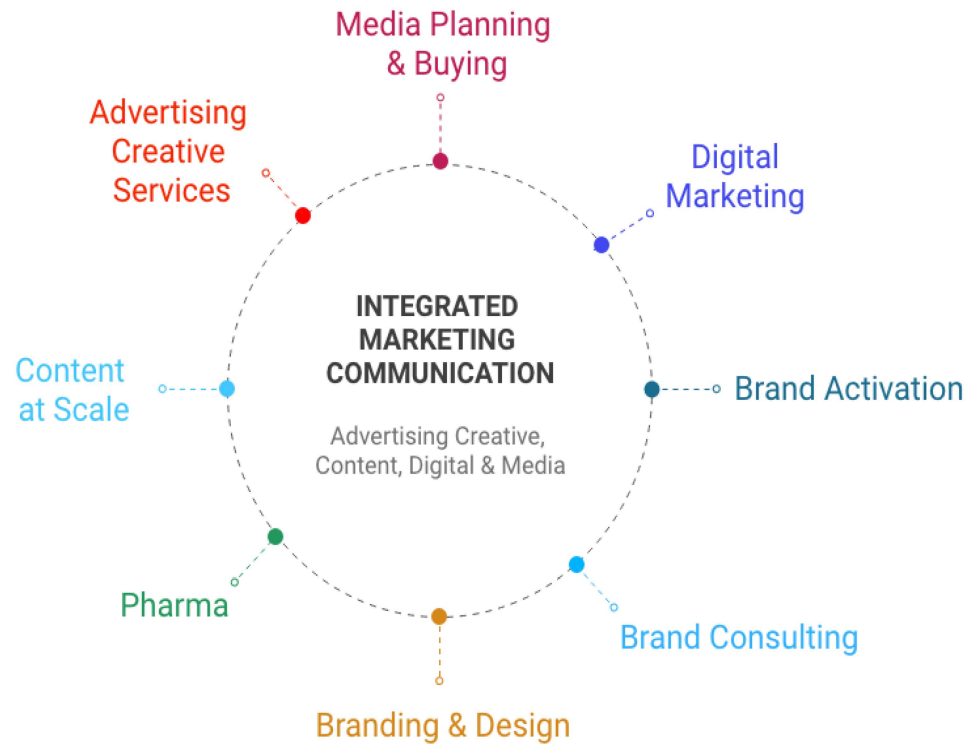
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The Integrated Marketing Communications business uses the **'R K SWAMY'** as well as the **'Hansa'** brands. The Customer Data Analytics and MarTech and Full-Service Market Research disciplines are offered under the **'Hansa'** brand

**Single window solution for Creative, Media, Data Analytics and Market Research Services**

# Service Offerings



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- The financial information are on consolidated basis unless otherwise specified.
- Please visit our corporate website **[www.rkswamy.com](http://www.rkswamy.com)** to go through our Investor section.

Thank You