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DEC 2023 - DEC 2024
INDIA

VERTOZ

AI-powered MadTech and CloudTech platform

Q2 & H1 FY2025

Earnings Presentation

Management view on the results



ASHISH SHAH

Promoter & Director

“ I am pleased to report that we have closed H1FY25 on a positive note, with the Company performing in line with expectations. Despite macroeconomic headwinds across global economies, VertoZ has continued its growth trajectory.

In H1FY25, our revenue increased by 73% year-on-year to Rs. 124 crores, reflecting robust growth in our business. During H1FY25, our EBITDA grew 50% year-on-year to Rs. 16 crores, while our PAT increased 42% year-on-year to Rs. 12 crores. This performance was primarily driven by new client additions and strategic initiatives that strengthened our capabilities and broadened our offerings.

Overall, we have entered the second half of the fiscal year on a strong footing. I would like to extend my heartfelt gratitude to all our shareholders, employees, and partners for their unwavering support and commitment. Together, I am confident that we will achieve even greater success and innovation.



Financial Performance Highlights

Q2 FY25 vs Q2 FY24

H1 FY25 vs H1 FY24

Revenue Growth

↑ Y-o-Y
69.03%

↑ Y-o-Y
73.00%

EBITDA Growth

↑ Y-o-Y
3.45%

↑ Y-o-Y
49.80%

PAT Growth

↑ Y-o-Y
28.00%

↑ Y-o-Y
41.89%

Q2FY25 Financial Performance (Consolidated)



Particulars (INR in Crores)	Q2 FY25	Q2FY24	YoY%	Q1FY25	QoQ%
Revenue from Operations	63.65	37.66	69.03%	60.17	5.78%
Direct Service Expense	48.96	26.83	82.50%	45.17	8.39%
Gross Profit	14.68	10.83	35.63%	15.00	-2.10%
Gross Profit%	23.07%	28.75%		24.93%	
Employment Benefit Cost	5.73	3.11	84.18%	4.10	39.88%
Others	2.12	1.11	91.05%	1.96	7.87%
Total Expenses	56.82	31.05	82.97%	51.24	10.89%
EBITDA	6.83	6.60	3.45%	8.94	-23.55%
EBITDA %	10.73%	17.54%		14.85%	
Other Income	3.39	0.24		0.15	
Finance Costs	0.72	0.76	-5.06%	0.45	60.82%
Depreciation and Amortization	2.41	0.83	190.65%	2.79	-13.40%
PBT before share of profit / (loss) from associate	7.08	5.25	34.97%	5.84	21.15%
Tax Expenses	0.51	0.11		0.11	
PAT	6.57	5.13	28.00%	5.74	14.44%
PAT %	10.32%	13.63%		9.54%	

H1FY25 Financial Performance (Consolidated)



Particulars (INR in Crores)	H1 FY25	H1 FY24	YoY%
Revenue from Operations	123.82	71.57	73.00%
Direct Service Expense	94.14	52.24	80.21%
Gross Profit	29.68	19.34	53.49%
Gross Profit%	23.97%	27.02%	
Employment Benefit Cost	9.83	5.70	72.5%
Others	4.08	3.11	31.1%
Total Expenses	108.05	61.05	76.99%
EBITDA	15.77	10.53	49.80%
EBITDA %	12.73%	14.71%	
Other Income	3.53	1.31	168.91%
Finance Costs	1.18	1.27	-7.32%
Depreciation and Amortization	5.20	1.45	258.63%
PBT before share of profit / (loss) from associate	12.92	9.12	41.69%
Tax Expenses	0.62	0.45	37.90%
PAT	12.31	8.67	41.89%
PAT %	9.94%	12.12%	

H1FY25 Balance sheet highlights (Consolidated)

Particulars (INR in Crores) Total Equity & Liabilities	Mar-24	Sept-24
Total Equity	158.7	174.9
Share Capital	42.0	85.2
Other Equity	116.3	89.1
Non Controlling Interest	0.3	0.6
Non Current Liabilities	1.8	16.9
Long Term Borrowings	0.3	15.3
Trade Payables	0.0	0.0
Lease Liability	0.0	0.0
Other Financial Liabilities	0.0	0.0
Provisions	1.4	1.6
Deferred Tax Liabilities (Net)	0.0	0.0
Other Non-Current Liabilities	0.0	0.0
Current Liabilities	37.4	24.1
Short term Borrowings	13.9	4.5
Trade Payables	17.1	12.0
Lease Liability	2.8	2.8
Other Financial Liabilities	0.5	0.7
Current Tax Liability (Net)	0.9	2.0
Short term Provisions	1.5	1.1
Other Current Liabilities	0.7	0.9
Total Equity & Liabilities	197.9	215.9

Particulars (INR in Crores) Total Assets	Mar-24	Sept-24
Non Current Assets	99.5	105.5
Property, plant & Equipment	1.9	7.8
Capital work-in-progress	0.0	
Investment Property	0.0	
Goodwill	0.0	
Other Intangible Assets	88.1	79.2
Right of use assets	2.8	2.7
Investments in Subsidiaries	0.0	
Investments in Others	5.0	13.2
Trade Receivables	0.0	
Loans	0.4	0.7
Deferred Tax Assets (Net)	0.0	
Other Non-Current Assets	1.3	1.9
Current Assets	98.4	110.4
Inventories	0.0	
Investments	0.0	
Trade Recievables	53.2	55.3
Cash & cash equivalents	6.9	12.5
Bank balances	3.9	6.0
Loans	19.2	30.2
Current Tax Assets (net)	0.4	
Other Current Assets	14.8	6.5
Total Assets	197.9	215.9

Annexure: Business Overview



Our Business Offerings

MadTech



CloudTech

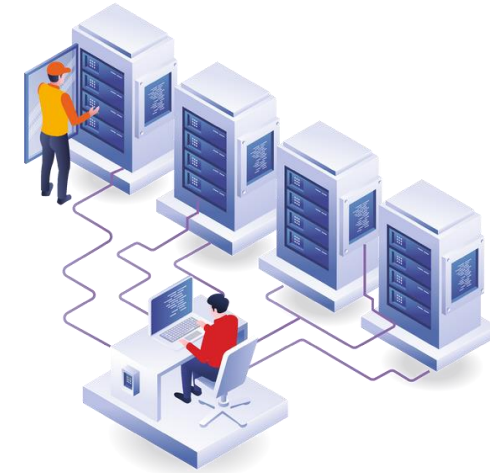


Vertoz At A Glance



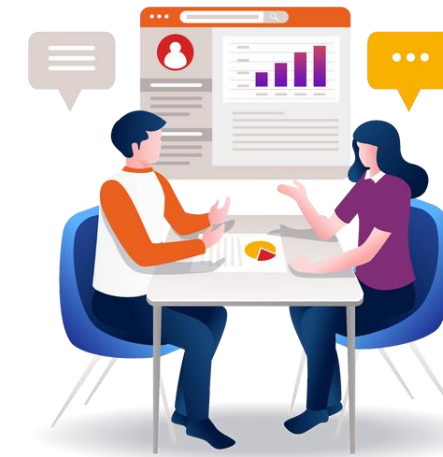
Team Size

300+



Data Centres

5



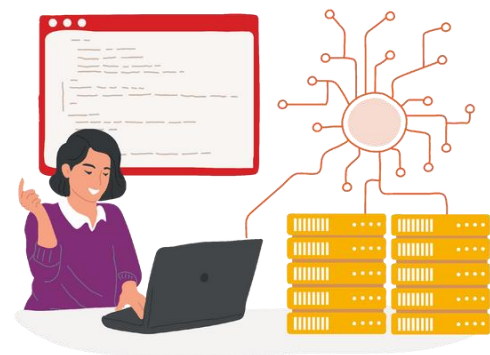
Partners

250+



Audience Reach

350+ Million



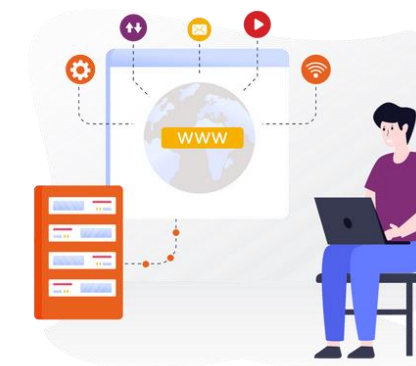
Daily Data Processed
(Data Size)

1.2 Petabytes



Bids Processed (QPS)

1 Million



Domains Registered

2.1+ Million



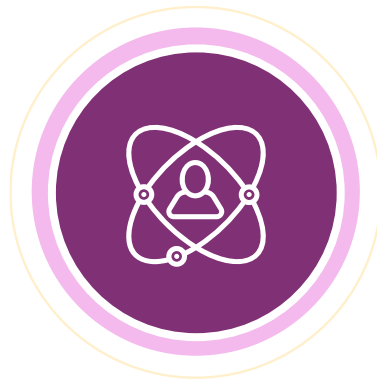
Owned &
Operated Properties

100+

Key Strengths



150+ Years of Management Experience



Robust Profitability



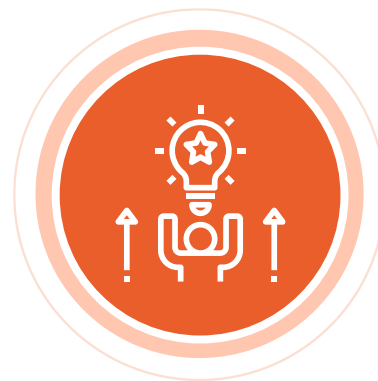
Committed Leadership



Customer & Partner Centric Approach



Strong Market Potential



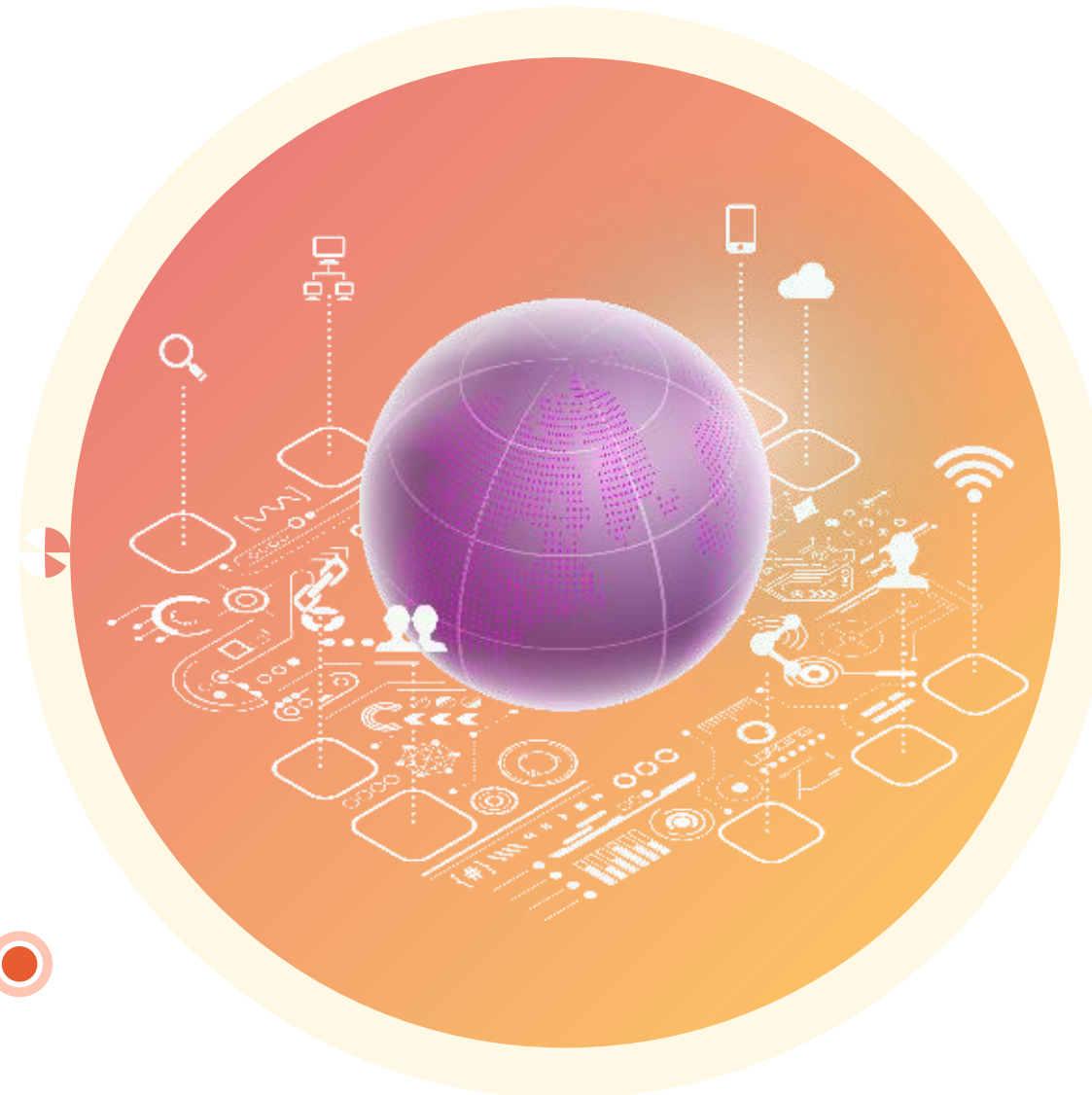
Advanced AI Technology



Diversified Revenue Sources



Global reach with Presence in High-Growth Markets



Empowering Digital Landscape



Industries We Serve



E-commerce



Education



BFSI/ FinTech



Automobile



Healthcare & Pharma



Retail



Real Estate



Technology



AdTech & MarTech



Hospitality



FMCG / CPG



Government and More...

Key Clients & Partners

Safe Harbour

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VERTOZ

AI-powered MadTech and CloudTech platform

Thank You



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