

**Vinsys IT Services India Limited**

(Formerly known as Vinsys IT Services India Private Limited)

**Registered Office:** S. No. 28/11-12 | 'Shivaji Niketan' | CTS No. 458A | Tejas Housing Society | Near Mantri Park | Behind Dhondiba Sutar Bus Stand | Kothrud | Pune - 411 038. Maharashtra, INDIA.

**Contact:** +91-20-25382807/43 | **Website:** www.vinsys.com

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**Date: 14 November 2024**

**To,**  
**National Stock Exchange of India Limited**  
Exchange Plaza,  
Bandra Kurla Complex  
Bandra (East), Mumbai-400051.

**Dear Sir / Madam,**

**Sub.: Press release – Un-Audited Standalone and Consolidated Financial Results for the half year ended 30 September 2024**

**Ref.: *Vinsys IT Services India Limited (Symbol / ISIN: VINSYS / INE00SJ01014)***

**Sir / Madam,**

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, (LODR), including amendments thereunder, this is to inform you that the press release in respect of the Un-Audited Standalone and Consolidated Financial Results for the half year ended 30 September 2024, is enclosed.

You are requested to the same on your record.

Thanking you.

**Yours faithfully,**  
**For Vinsys IT Services India Limited**

**Gayatree Karandikar**  
**Company Secretary &**  
**Compliance Officer**

**Encl.: As above**



## Vinsys IT Services posts 36.4% rise in PAT in H1FY25, backed by robust international footprint

- Clocks 16.3% growth in total revenues to Rs. 92.11 crore
- Registers a 53.04% jump in EBITDA to Rs. 15.35 crore
- PAT at Rs. 10.95 crore translating into 11.9% margin, (margins increased circa 20%)
- The company announced its Dividend Payment Policy of 15%
- The Company announced ESOPs for key employees to fortify talent retention

**Mumbai, 13 November 2024:** Vinsys IT Services India Ltd. ([NSE - SME: VINSYS](#)), a global IT and software services and training company headquartered in Pune, today announced its financial results for the half-year ended September 30, 2024 (H1FY25).

	H1FY25(u) (Rs. Cr.)	H1FY24(A) (Rs. Cr.)	YOY (%)
<b>Total Revenues</b>	92.11	79.23	16.3%
<b>EBIDTA</b>	15.35	10.03	53.04%
<b>EBIDTA Margin (%)</b>	16.66%	12.7%	4%
<b>PAT</b>	10.95	8.03	36.4%
<b>PAT Margin (%)</b>	11.9%	10.1%	1.8%

### **Key financial highlights**

The company's total revenue on a consolidated basis increased by 16.3% at Rs 92.11 crore during H1FY25, up from Rs 79.23 crore in H1FY24. Overseas business accounted for nearly 38% of the company's total turnover in H1FY25. The company's EBITDA surged by 53.04% to Rs 15.35 crore in H1FY25, compared with Rs 10.03 crore in H1FY24. The EBITDA margin registered a jump of 420 basis points to 16.6%, while the PAT margin was up by 180 basis points to 11.9% during H1FY25, compared to H1FY24.

The H1FY25 revenues accounted for 54% of those registered in FY24, while EBITDA accounted for 51.08% - reflecting marginal improvement led by financial efficiency and business growth.

### **Dividend payout policy**

The Board also approved today the company's Dividend Payout Policy - earmarking provisions of up to 15% towards dividends for shareholders going forward.

Due to its stable cash flows and robust business pipeline, Vinsys has become among the few SME listed companies in India to firm up a dedicated Dividend Payout Policy.



### **Management comment**

Commenting on the company's performance during the period, **Mr. Vikrant Patil, Chairman and MD Vinsys**, said, "We have seen healthy growth in H1FY25 numbers, owing to the sustained growth efforts by the teams across markets of presence. H1FY25 witnessed multiple challenges, including muted demand, especially in India, and rising talent costs across markets. However, being able to invest in our capabilities, geographies and facilities timely, we at Vinsys have laid a strong foundation to weather such uncertainties. Hence, our overall profitability has witnessed a significant surge of nearly 53.04% at Rs 15.35 crore. We expect the growth momentum to be further accelerated in H2 of the current fiscal year as we see improved demand for corporate training and upskilling from both our domestic and international markets. Historically, our second half business demand is stronger than the first half of the year.

"Having catered to the international clientele, we continue to push our boundaries when adopting best global practices. Our commitment to creating stakeholder value has led us to introduce a Dividend Payout Policy and extend the ESOPs to the next wave of leaders. These initiatives will further firm up our commitment to perform and excel in the coming years", further added **Mr. Patil**.

### **Operational highlights**

The company dedicated the H1FY25 towards stabilising and rationalising several expansions undertaken during late FY2024. Two new office's openings have been done one of which being in Dammam (Saudi Arabia), and the other one in Bangalore. Also the Company have expanded to a bigger office space in Qatar. This has helped to have achieve robust growth in client additions, and the company has continued to fortify its international footprint by strategically expanding across Oman, Southeast Asia, Oceanic, and Africa.

### **About Vinsys:**

Vinsys is a globally recognised provider of a wide array of professional services designed to meet the diverse needs of organisations across the globe. The company specialises in technical & business training, IT development & software solutions, foreign language services, digital learning, resourcing & recruitment, and consulting. With a successful track record spanning over two decades, it has effectively served more than 4,000 organisations across the globe.

The company's operations extend across India, Gulf countries, and the USA, enabling it to partner with and assist 50% of Fortune 500 companies in attaining their goals and elevating their performance.