VERTOZ

Empowering Digital Landscape



Q4 & 12M FY2024 Earnings Presentation, for the Period Ended 31st March 2024

Safe Harbour

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Company Overview

Who Are We?

VERTOZ

Vertoz is an AI Powered MadTech and CloudTech Platform

Vertoz (NSE: VERTOZ) offers Digital Advertising, Marketing and Monetization **(MadTech)** & Digital Identity, and Cloud Infrastructure **(CloudTech)** catering to Businesses, Digital Marketers, Advertising Agencies, Digital Publishers, Cloud Providers, and Technology companies.

Our platforms offer Omnichannel Advertising, Monetization and representation, Performance Advertising, Ad Exchange, Digital Media Properties, Domain Name, Cloud Hosting and Services, etc.



Vertoz at a Glance

VERTOZ



Team Size
300+



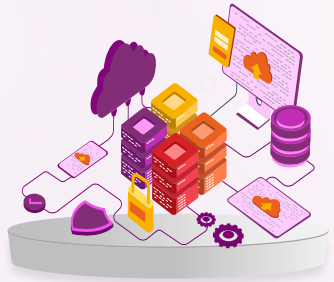
Data Centres
5



Partners
250+



Audience Reach
350+ Million



Daily Data Processed
(Data Size)
1.2 Petabytes



Bids Processed
(QPS)
1 Million



Domains
Managed
2+ Million



Owned and
operated properties
100+

Our Business

VERTOZ

MadTech



CloudTech



Our Business Verticals (MadTech)

VERTOZ

Key Platforms

Self-Service Media Buying Platform for Marketers & Ad agencies



Performance Marketing Platform for Marketers, Publishers, & Affiliates



Real-time Ad Exchange Platform for Demand & Supply Partners of the AdTech Ecosystem



Niche Audience Representation & monetization Platform for Publishers



Business Verticals

Marketing & Advertising

Vertoz's advanced Marketing & Advertising platforms help businesses achieve their marketing and advertising goals by leveraging data-driven insights, innovative strategies, and cutting-edge technology to deliver targeted campaigns, optimize performance, and maximize ROI.

Media & Monetization

Vertoz's Media & Monetization platforms bridge the gap between publishers and advertisers, offering essential tools for easy monetization. Leveraging advanced AI technology, we strengthen revenue for our publishers, while enhancing the impact of ad spends for advertisers.

Our Business Verticals (CloudTech)

VERTOZ

Key Platforms

Domain & Web Presence Product Distribution Network

VERTOZ CONNECT RESELLER
THE DOMAIN NAME REGISTRAR

Vertoz Cloud Solutions

VERTOZ QualiSpace
Cloud | Server | Hosting | Domain | Email

Business Verticals

Digital Identity

Vertoz's Digital Identity Platforms provide essential domain name solutions, forming the cornerstone of any business's online presence. Our offerings ensure secure and reliable domain management, empowering businesses to establish a strong digital footprint and build trust with their audience.

Cloud Infrastructure

Vertoz's Cloud Infrastructure services deliver scalable, reliable, and efficient solutions tailored to meet the dynamic needs of modern businesses. By leveraging cutting-edge technologies and best practices, our cloud services aim to optimize operational efficiency, reduce costs, and support digital transformation initiatives.

Business Overview

Key Strengths

VERTOZ

150+ Years of Management Experience

Committed Leadership

Strong Market Potential

Diversified Revenue Sources



Robust Profitability

Customer Centric Approach

Advanced AI Technology

Global reach with Presence in High-Growth Markets

Industries Served

VERTOZ



E-commerce



Education



BFSI/ FinTech



Automobile



Healthcare & Pharma



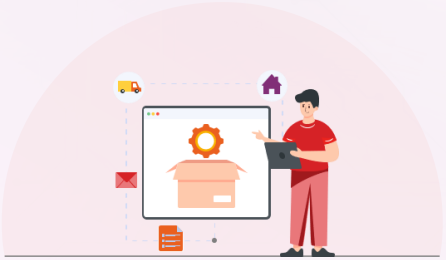
Retail



Real Estate



Technology



AdTech & MarTech



Hospitality



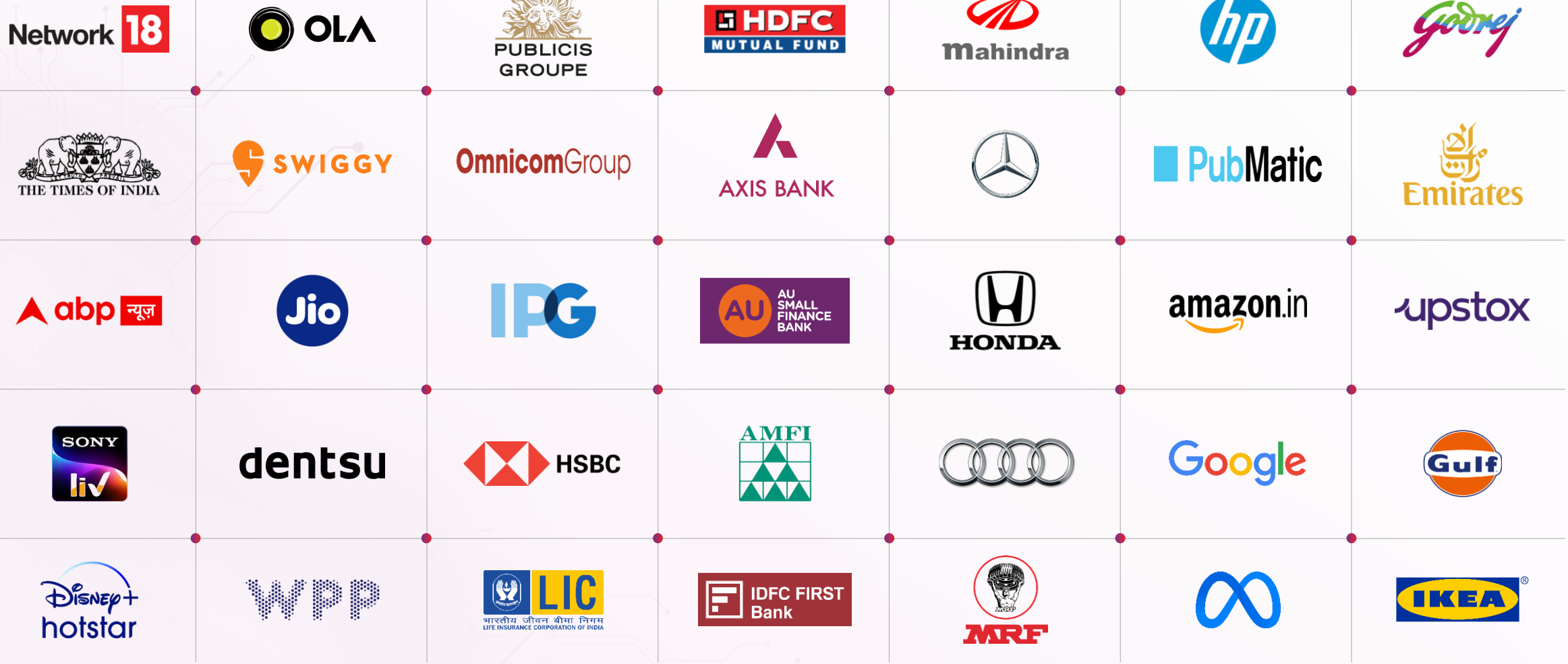
FMCG / CPG



Government

Key Clients and Partners

VERTOZ



Global Presence



VERTOZ OFFICES

Catering to Audience

Worldwide

Financial Performance

Comments on Q4 & FY2024 Financial Results



Hirenkumar Shah
Promoter & Whole-time Director

"I am glad to report that we have closed this fiscal year on a positive note, with the Company performing in line with expectations. Despite macro-economic headwinds across global economies, Vertoz has continued its growth trajectory.

In FY24, our revenue increased 87.6% year-on-year to Rs. 155.4 crores, marking a robust growth in business. This growth was primarily driven by new client additions across our products. Investment in our talent pool and ad inventories to prepare for an anticipated rise in demand had a bearing on the margins.

Overall, we have entered the new fiscal year on a strong footing. I would like to thank all our shareholders, employees, and partners for their unwavering support and commitment. Together, I am confident that we will continue to achieve new heights of success and innovation."

"This quarter has been quite exciting for us. It marked a significant milestone as we integrated Cloud services into Vertoz. Following the consolidation of two other businesses, our offerings can be categorized into MadTech and CloudTech.

This move adds a gamut of Cloud hosting and related services to our already robust MadTech portfolio and would help make Vertoz a one-stop-shop for any business that wants to leverage digital technologies to expand and grow.

Our EBITDA and PAT during the year grew 25.9% and 46.0% year-on-year, to Rs. 21.5 crores and Rs. 16.1 crores, respectively. Our innovation-driven approach and platforms give us a competitive edge and keep us at the forefront of the industry. We continue to strive to create sustainable value for our stakeholders."



Ashish Shah
Promoter & Director

Quarterly Performance Highlights

VERTOZ

	Q4 FY24 Vs Q4 FY23	FY2024 Vs FY2023
Revenue Growth	Y-o-Y **+ 33%**	Y-o-Y **+ 88%**
EBITDA Growth	Y-o-Y **+ 3%**	Y-o-Y **+ 26%**
PAT Growth	Y-o-Y **+ 14%**	Y-o-Y **+ 46%**



Consolidated Financial Summary

VERTOZ

Particulars (INR in Crores)	Q4 FY 2023-24	Q4 FY 2022-23	FY 2023-24	FY 2022-23
Revenue from Operations	**45.66**	**34.32**	**155.37**	**82.81**
Direct Service Expense	32.81	24.69	113.56	49.46
Employee Costs	3.88	2.30	12.59	8.54
Operating Expenses	2.31	0.88	7.73	7.76
Total Expenses	**39.00**	**27.86**	**133.89**	**65.76**
EBITDA	**6.66**	**6.46**	**21.48**	**17.06**
EBITDA Margin (%)	**14.58%**	**18.82%**	**13.82%**	**20.60%**
Other Income	0.17	(0.03)	1.58	0.95
Depreciation	2.93	0.64	5.69	2.62
Finance Cost	0.18	0.73	1.53	1.46
Exceptional Items	0.00	0.00	0.00	0.00
PBT	3.72	**5.05**	15.84	**13.92**
Tax	(0.98)	0.95	(0.27)	2.88
PAT	**4.69**	**4.10**	**16.12**	**11.04**
PAT Margin %	**10.28%**	**11.96%**	**10.37%**	**13.33%**
EPS	**2.92**	**3.43**	**10.04**	**9.22**

88% Revenue Growth, 14% EBITDA Margin, 46% PAT Growth in FY24

VERTOZ

Particulars (INR in Crores)	Q4 FY24	Q4 FY23	YoY%	Q3 FY24	QoQ%	FY24	FY23	YoY%
Revenue from operations	**45.66**	**34.32**	**33.05%**	**55.23**	**(17.32%)**	**155.37**	**82.81**	**87.61%**
Direct Service Expense	32.81	24.69		43.86		113.56	49.46	
Employment Benefit Cost	3.88	2.30		3.02		12.59	8.54	
Others	2.31	0.88		2.31		7.73	7.76	
Total Expenses	39.00	27.86		49.18		133.89	65.76	
EBITDA	**6.66**	**6.46**	**3.06%**	**6.05**	**10.12%**	**21.48**	**17.06**	**25.93%**
EBITDA%	**14.58%**	**18.82%**		**10.95%**		**13.82%**	**20.60%**	
Other Income	0.17	(0.03)		0.10		1.58	0.95	
Finance costs	0.18	0.73		0.08		1.53	1.46	
Depreciation and amortization	2.93	0.64		1.31		5.69	2.62	
PBT before share of profit / (loss) from associate	**3.72**	**5.05**	**(26.42%)**	**4.76**	**(21.94%)**	**15.84**	**13.92**	**13.81%**
Tax expenses	(0.98)	0.95		0.25		(0.27)	2.88	
PAT	**4.69**	**4.10**	**14.34%**	**4.51**	**4.11%**	**16.12**	**11.04**	**46.04%**
PAT%	**10.28%**	**11.96%**		**8.16%**		**10.37%**	**13.33%**	

- Rise in top line driven by strong organic and inorganic growth
- Investment in talent, software optimization & marketing initiatives, impacted margins

Way Ahead

Rapid Advancement Ahead: Fueling Growth in the Coming Quarters

VERTOZ

Key Growth Avenues

Marketing & Advertising

- Multi-Cultural Advertising
- Biddable Media
- Performance Advertising
- DOOH & Phygital

Digital Identity

- After Market Domain
- Domain Names

Media & Monetization

- Connected- TV
- Video Monetization
- Programmatic Monetization

Cloud Infrastructure

- Managed Services
- Public Cloud
- Enterprise Email Solutions
- Hybrid Cloud

Growth Strategy – Acquisitions and Market Expansion



Geographical Market Expansion

- Company is actively scouting for new client/project opportunities in International markets
- Expanding Operations overseas, e.g., in Vietnam and Hong Kong, to penetrate further in Asian Markets



Inorganic Expansion & Fund Raise Initiatives

- Vertoz recently merged PayNX Technologies and Qualispace Web Services to complement its Digital Advertising Solutions with Cloud Services
- Company planning next leg of expansion through inorganic opportunities to support organic growth
- Considering fund raise to fuel organic as well as inorganic opportunities



CloudTech Integration & Other Investments

- Company recently integrated Cloud Services (CloudTech) into its solutions portfolio – and aims to be a PAT Partner for digitally enabling businesses
- Venture into Cloud security as a high-potential vertical
- Actively seeking investment opportunities that complement the Company's Vision of enhancing the Digital Landscape

VERTOZ

Empowering Digital Landscape

Thank You



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