VERTOZ

AI-powered MadTech & CloudTech platform

Q3 FY2025

EARNING PRESENTATION

EMPOWERING DIGITAL LANDSCAPE

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Safe Harbour

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Management's Perspective



Ashish Shah
Promoter & Director

I am pleased to report a strong Q3FY25 performance, with results aligning with expectations despite macroeconomic headwinds. Vertoz continues its growth trajectory, driven by strategic initiatives and client acquisitions. In Q3FY25, revenue grew by 19.86 % YoY to Rs. 66.20 crores, reflecting solid business expansion. EBITDA increased by 36.86 % YoY to Rs. 8.28 crores, while PAT rose by 62.97 % YoY to Rs. 7.35 crores.

Our strong performance this quarter reflects our continued operational efficiency and strategic market positioning. As we move into the final quarter of FY25, we remain on track for sustained growth, driven by our expanding presence across both domestic and international markets. With robust momentum and a clear vision, we are well-positioned to capitalize on emerging opportunities and further scale our business.

Additionally, we are in advanced discussions to acquire a North American company, tapping into a high-value market of over 22 million SMEs, representing an $80 billion opportunity. We extend our gratitude to shareholders, employees, and partners for their unwavering support as we drive innovation and long-term value creation.

Financial Performance Overview

	Q3FY25 (₹ Cr)	Year-on-Year Growth (%)
Group Revenue	₹66.20 Cr	+ 19.86%
Group PAT	₹7.35 Cr	+ 62.97%
Group EBITDA	₹8.28 Cr	+ 36.86%

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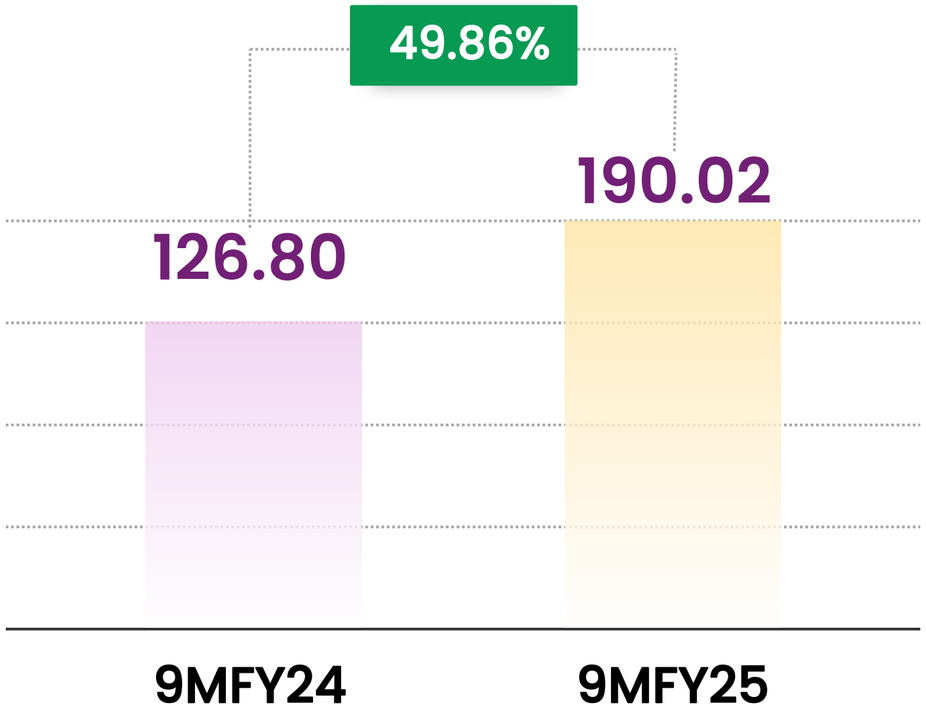
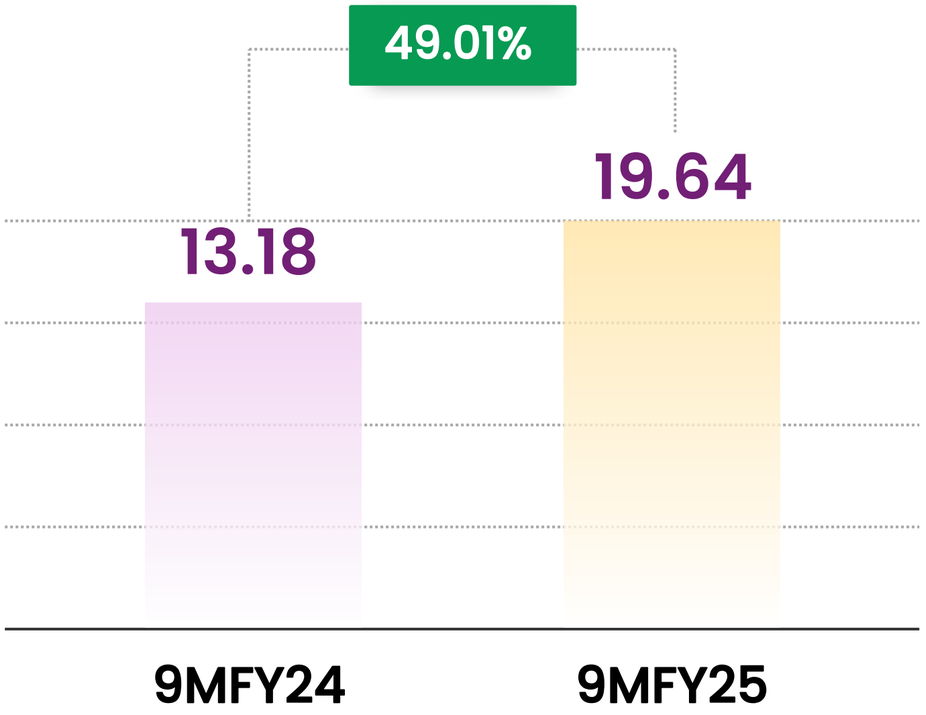
Group - Sales Revenue & Operating Profit

9MFY25 Results vs. 9MFY24 Results

GROUP SALES REVENUE, IN ₹ CR



GROUP PAT, IN ₹ CR



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Q3FY25 Financial Performance (Consolidated)

Particulars (INR in Crores)	Q3 FY25	Q3FY24	YoY%	Q2FY25	QoQ%
Revenue from Operations	**66.20**	**55.23**	**19.86**	**63.65**	**4**
Direct Service Expense	48.36	43.86	10.27	48.96	-
Gross Profit	**17.84**	**11.37**	**56.85**	**14.68**	**21.52**
Gross Profit%	**26.94%**	**20.59%**		**23.07%**	
Employment Benefit Cost	4.95	3.02	64.26	5.73	-
Others	4.61	2.31	99.45	2.12	117.45
Total Expenses	57.92	49.18	17.77	56.82	1.94
EBITDA	**8.28**	**6.05**	**36.87**	**6.83**	**21.23**
EBITDA %	**12.51%**	**10.95%**		**10.73%**	
Other Income	1.60	0.1	-	3.39	
Finance Costs	0.69	0.08	-	0.72	
Depreciation and Amortization	1.22	1.31		2.41	
PBT before share of profit / (loss) from associate	**7.97**	**4.76**	**67.41**	**7.08**	**12.57**
Tax Expenses	0.62	0.25		0.51	
PAT	***7.35***	***4.51***	***63.10***	***6.57***	***11.93***
PAT %	***11.1%***	***8.17%***		***10.32%***	

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9MFY25 Financial Performance (Consolidated)

Particulars (INR in Crore)	9M FY25	9M FY24	YoY%
Revenue from Operations	**190.02**	**126.80**	**49.86**
Direct Service Expense	142.50	96.09	
Gross Profit	***47.53***	***30.71***	***48.29***
Gross Profit%	***25.01%***	***24.22%***	
Employment Benefit Cost	14.79	8.71	69.83
Others	8.69	5.42	60.33
Total Expenses	165.98	110.23	50.58
EBITDA	***24.04***	***16.57***	***45.08***
EBITDA %	***12.65***	***13.07***	**-**
Other Income	5.14	1.41	**-**
Finance Costs	1.87	1.34	**-**
Depreciation and Amortization	6.41	2.75	**-**
PBT before share of profit / (loss) from associate	**20.89**	**13.88**	**50.50**
Tax Expenses	1.25	0.70	**-**
PAT	***19.64***	***13.18***	***49.01***
PAT %	***10.34***	***10.39***	-

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Vertoz at a Glance

About Us

- Leading AI-driven platform specializing in **MadTech & CloudTech**.
- Established in **2012**, we empower organizations with cutting-edge technology for **digital marketing, advertising, & monetization**.
- Our platforms cater to **advertisers, publishers, & agencies**, helping them thrive in a dynamic digital ecosystem.

25,000+
MadTech Customers

18,000+
CloudTech Customers

Business Credentials

- First Indian AdTech company listed on NSE Emerge in 2017, migrated to NSE Main Board in 2020.
- Proven revenue CAGR of 32%, with 2,000+ campaigns delivered and 300+ employees driving innovation.

350 million+
Audience Reach

2.17 million
Domains Processed

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Vertoz at a Glance

Global Reach

- Global presence across 3+ countries and 8+ cities, serving 175+ countries with cutting-edge solutions.
- 5 data centers worldwide, processing 1.2 petabytes of data daily and 13.71 billion QPS.
- 140+ publishers (25 domestic, 115 international) and 30+ live offers running globally.

80% revenue is from overseas market

Business Credentials

- Scalable Business Model with robust MadTech and CloudTech platforms.
- Second-largest global player in domain processing through Connect Reseller, managing 3.48 lakh active domains.
- Successfully monetized significant revenue for publishers and affiliates across markets.

150+ years of management experience

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Financial Performance Highlights

	Q3FY25 vs Q3FY24	9MFY25 vs 9MFY24
Revenue Growth	Y-o-Y 19.86%	Y-o-Y 49.86%
EBITDA Growth	Y-o-Y 36.86%	Y-o-Y 45.08%
PAT Growth	Y-o-Y 62.97%	Y-o-Y 49.01%

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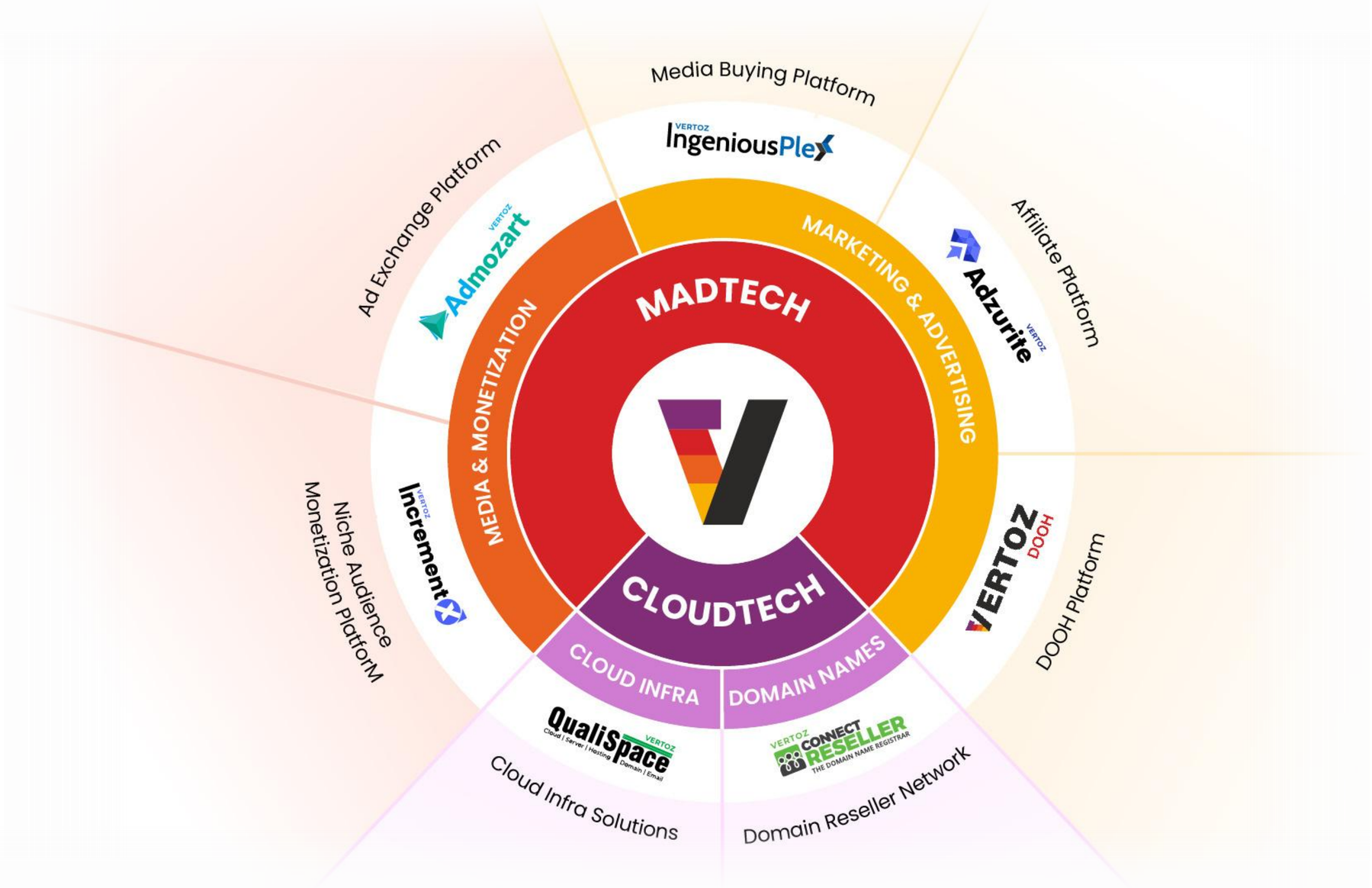
Landscape We Provide



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Key Clients & Partners



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Market Size & Opportunity for Vertoz

MadTech – $4 trillion



- The global MadTech market, combining Advertising Technology and Marketing Technology, is valued at **$4 trillion.**
- **AdTech** is projected to grow from $987.52B (2023) to $2.42T (2030) at a **CAGR of 13.7%.**
- **MarTech** is expected to rise from $389.1B (2023) to $1.37T (2030) at a **CAGR of 19.8%.**

$6 trillion

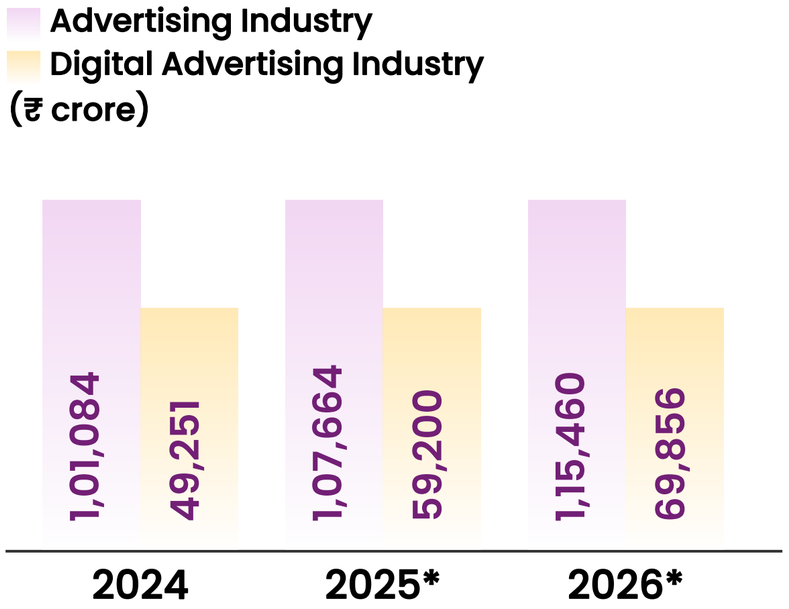
CloudTech – $2 trillion



- The CloudTech market presents a strong growth opportunity, valued at **$2 trillion.**
- **Cloud computing** ($619B in 2023) is set to hit $1.55T by 2030 at a **CAGR of 11.4%.**
- **The domain name** industry exceeds $10B, growing at an **8–10% CAGR.**

Industry Outlook (For India)

GROWTH TRAJECTORY

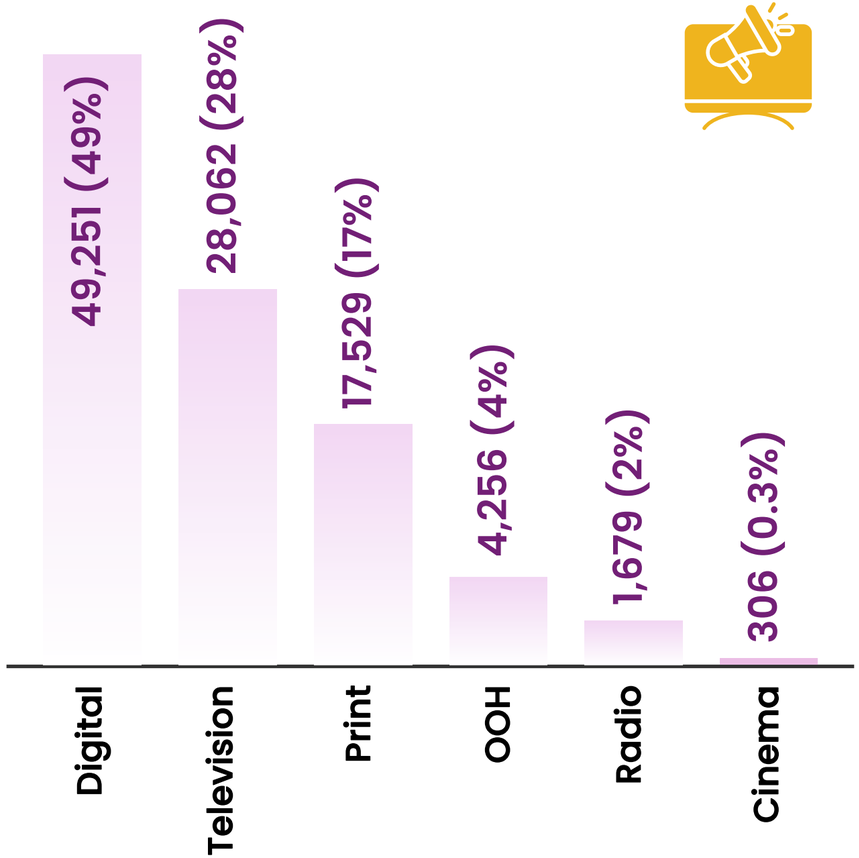


CAGR (%)



*Estimate

HOW THEY STACK UP (₹ crore)



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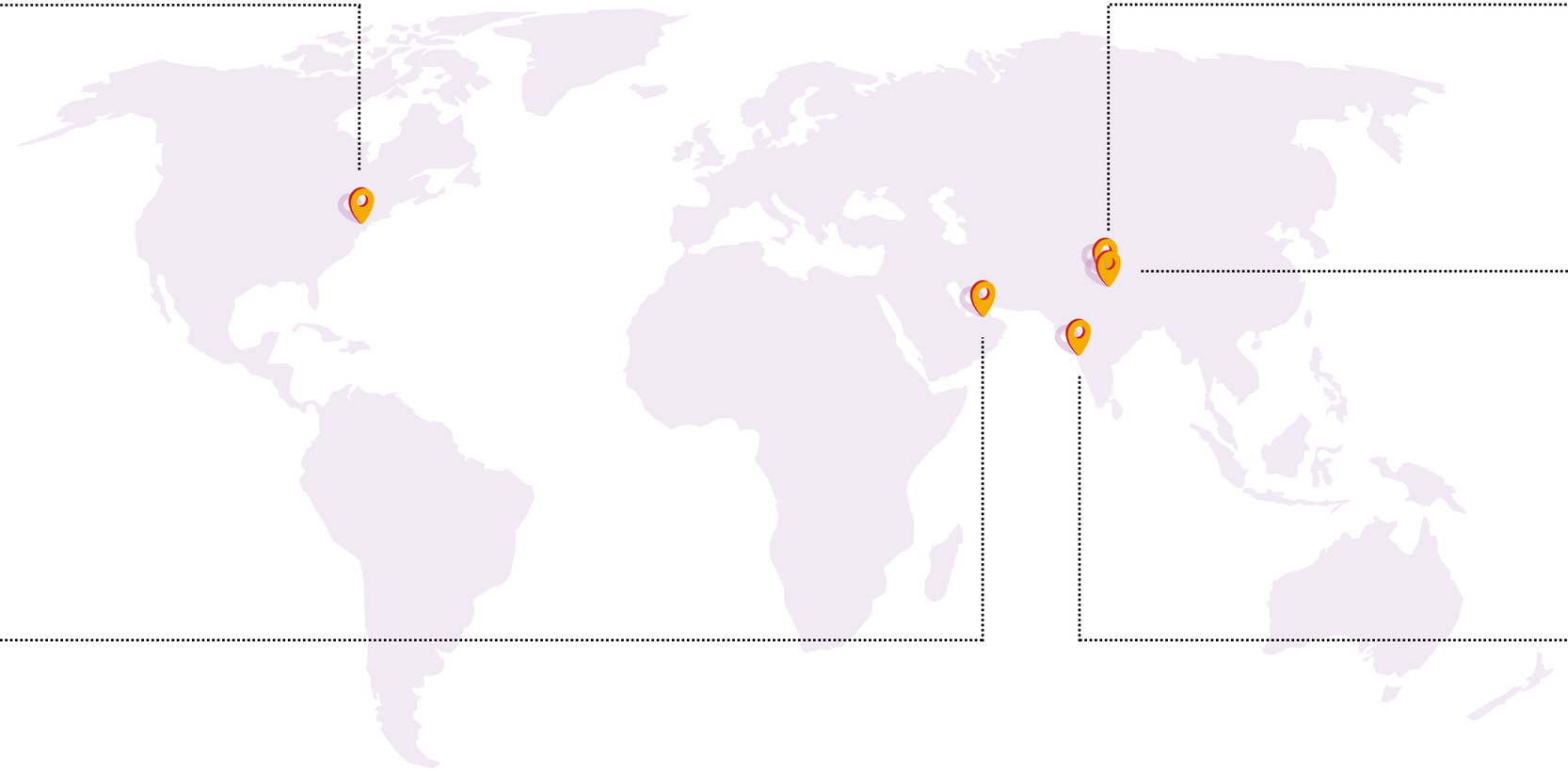
Global Reach



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THANK YOU



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