



Digital Ad-Tech Company



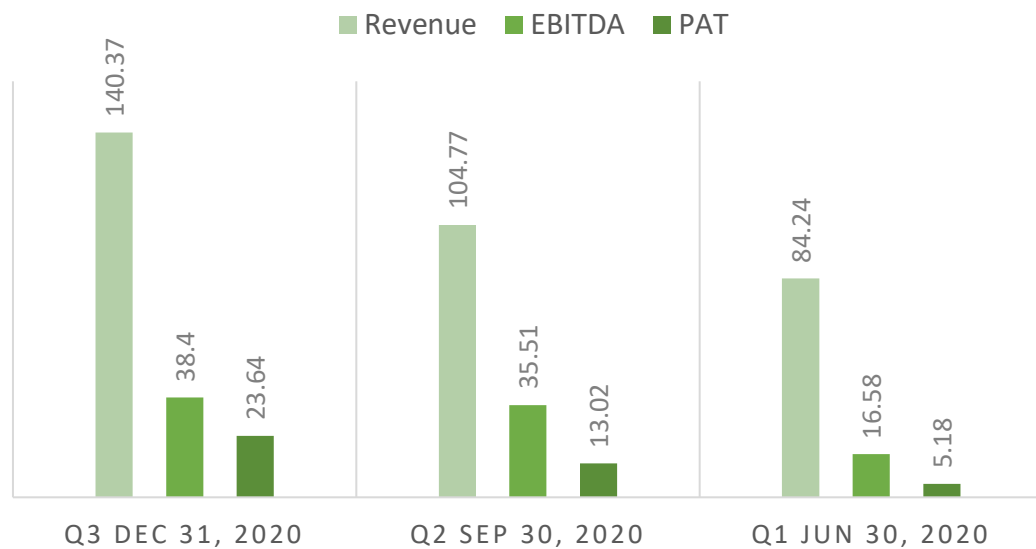
Q3 FY2021 Earning Presentation, For The Period Ended 31ST December 2020

**We Have Consistently
Invested In Our Technology
And Build It In A Way It Can
Serve Thousands Of the
Businesses.**

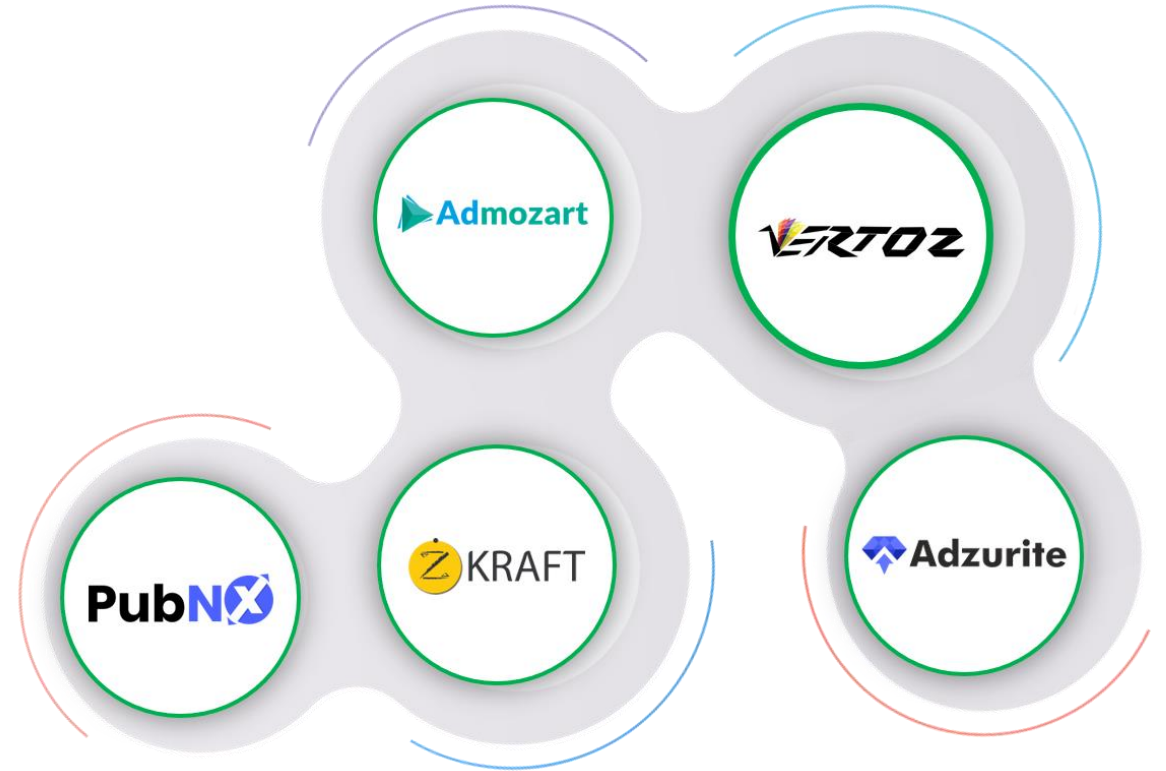
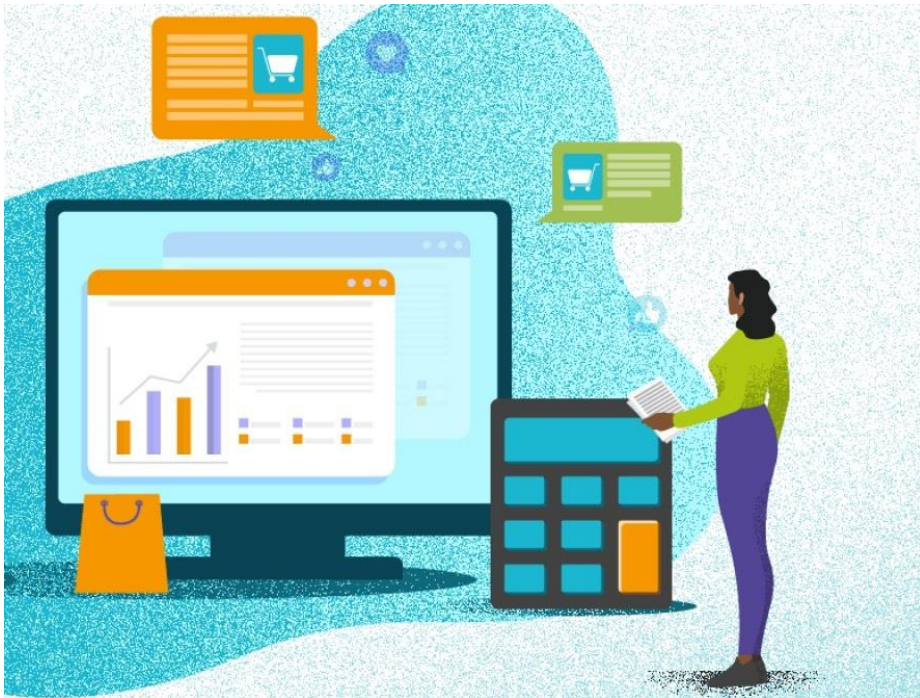


Particulars (Rs. In Mn)	Q3 December 31, 2020	Q2 September 30, 2020	Q1 June 30, 2020
Revenue	140.37	104.77	84.24
EBITDA	38.40	35.51	16.58
PAT	23.64	13.02	5.18

QUARTERLY REVENUE AND PROFITABILITY

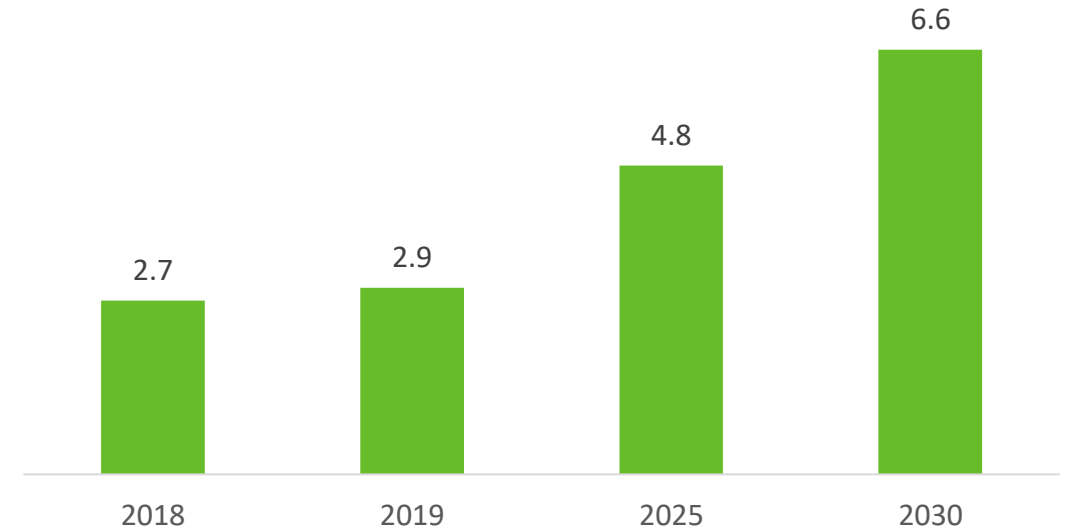


Our Strategic Business Unit



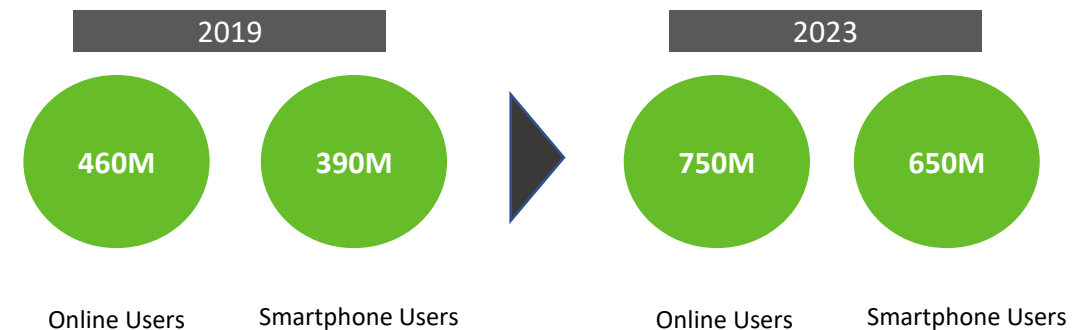
Digital Advertising Future Acceleration due to Covid19

By 2022, digital advertising will represent 56% of total media ad spend Worldwide at \$457 Bn



India Context

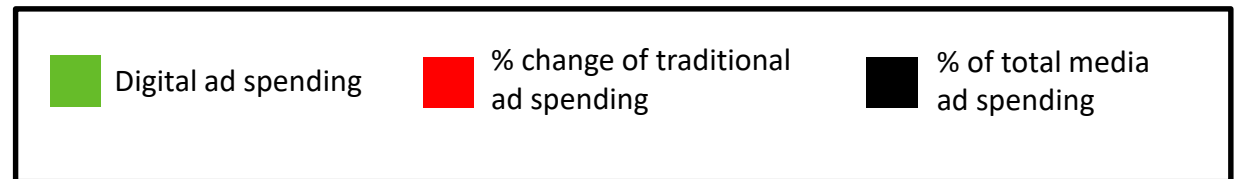
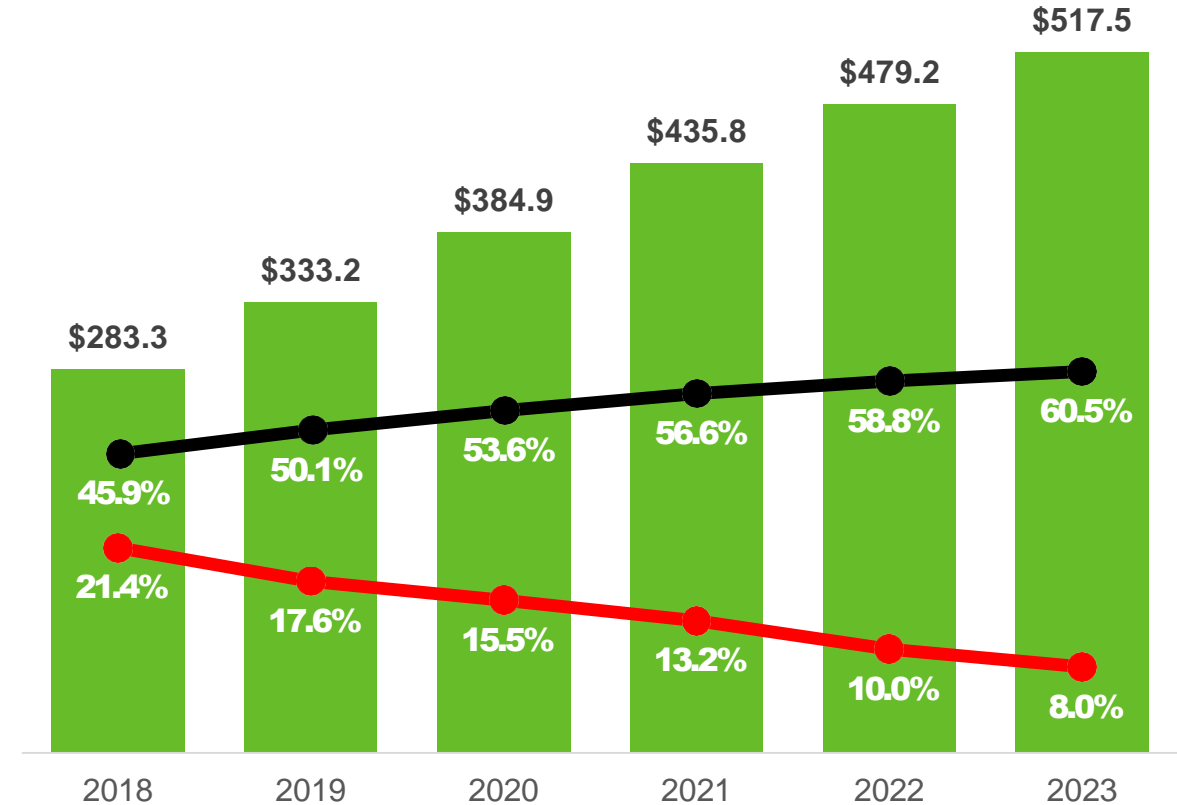
- Third largest economy
- Rapidly digitizing: 1 bn users by 2030
- 390 mn smart phone users; 460 mn internet users.
- 11GB data consumed per user (doubling each year)
- Fastest growing digital ad market in the world growing at +20% CAGR



Digital Advertising Growth

In 2020, \$384.9 Billion digital ad spend surpassed traditional advertising for the first time while growing to \$517.5 Billion in 2023

Digital Ad Spending Worldwide, 2018-2023
(Billions)



Source: <https://www.emarketer.com/content/global-digital-ad-spending-2019>

Digital Transformation is Driving Unprecedented



VERTOZ

At A Glance



6000+

Active Campaigns



1.3BN+

Active Audience



50BN+

Impression/Mo



6

Workplaces



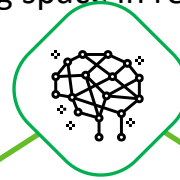
195+

Countries

Conglomerate of Digital Ad Tech Products and Services

Programmatic Advertising

Programmatic Advertising is the algorithmic purchase and sale of advertising space in real time.



Inventory Representation

Reaching genuine prospects was never easier! With our high-quality inventories, advertisers can directly connect with millions of potential customers.



1. Branding Solutions

72.23%

of Revenue for December Quarter

Campaign Management

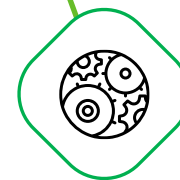
Act on the insights collected from your data over time. Use it to increase performance, delivering highly personalized ads at all stages of the customer journey.



2. Performance Solutions

24.46%

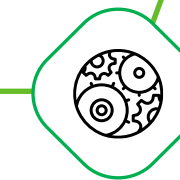
Of Revenue for December Quarter



3. Enterprise Solutions

3.31%

Of Revenue for December Quarter



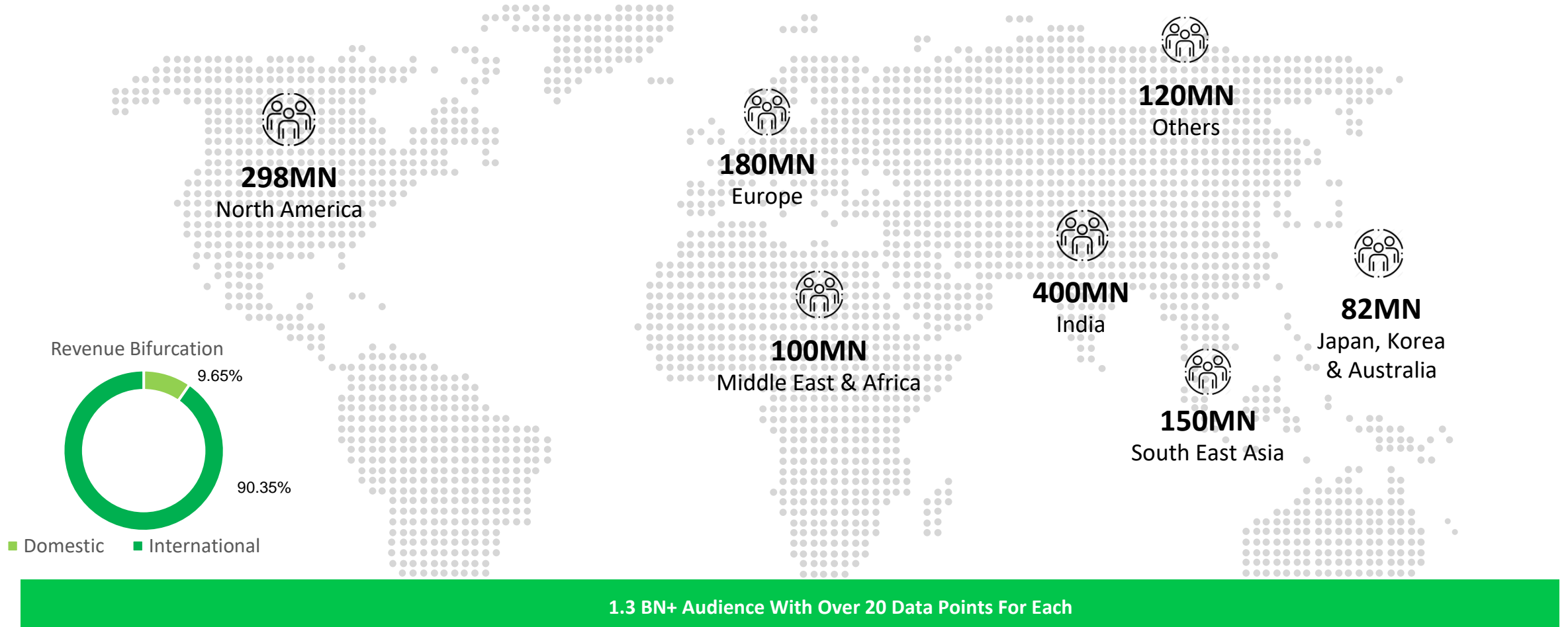
Performance Advertising

Our premium network of publishers & affiliates connect advertisers to a global pool of audience to fulfill advertisers' performance goals. Our aim is to help brands achieve the desired ROI.

Digital Transformation Services

360° digital agency equipped with various tools and technologies to help businesses scale up their digital marketing efforts.

Our Global Audience



We Cover 90% of North American Audience And 30% Of Total Global Audience

Leadership Pool



Hiren Shah
Founder and
Chairman

26+ years spent in setting up and running multiple companies. Hiren has been instrumental in getting Vertoz to be India's first ad tech company listed on the NSE.

Hiren is a hands-on entrepreneur, accessible to his clients and employees alike.



Ashish Shah
Founder and
CEO

Ashish is a classic case of a trained commerce mind coupled with a natural flair for product insight. A rare and perfect recipe for entrepreneurship.

Ashish looks at data as a source of truth. His focus is to build data driven platforms that can be leveraged for marketing and beyond.

Key Members



Mitchell Jones
Director of Sales
US - Vertoz



Gaurav Modi
Director -Business
Development –
AdMozart



Sonia Coutinho
Business Head
Strategy Initiative
- Vertoz



**Akshay Sonar
Parolkar**
Chief Financial Officer
(CFO)- Vertoz



Satyaprakash Mishra
Head of Technology -
Vertoz



Nikhil Kurup
Associate Director
International- Adzurite



Ankit Palrecha
Business Head - Adzurite

Consolidated Financial Summary

Particulars (INR MN)	Q3 FY 2020-21	Q2 FY 2020-21	Q1 FY 2020-21	9M (Apr-Dec) FY 2020-21	Q3 FY 2019-20	Q2 FY 2019-20	Q1 FY 2019-20	9M (Apr-Dec) FY 2019-20
Revenue from Operations	139.86	86.15	83.77	309.77	58.17	216.99	70.46	345.62
Other Income	0.52	18.62	0.46	19.58	0.02	1.74	0.07	1.80
Total Revenue	140.38	104.77	84.24	329.36	58.19	218.73	70.53	347.42
Total Expenses	101.97	69.26	67.65	238.19	46.78	168.17	55.92	270.67
EBITDA	38.4	35.51	16.59	91.17	11.41	50.56	14.61	76.75
EBITDA Margin (%)	27.36%	33.89%	19.69%	27.67%	19.61%	23.11%	20.71%	22.09%
Depreciation	9.19	9.20	9.26	25.55	3.16	6.16	4.69	11.90
EBIT	29.22	26.31	7.33	65.61	8.25	44.4	9.92	64.85
Finance Cost	2.55	2.9	1.58	7.03	1.50	1.37	1.95	4.82
PBT with Exceptional Item	26.67	23.41	5.75	58.59	6.75	43.03	7.97	60.03
Exceptional Items	-	-	-	-	-	-	-	-
PBT	26.67	23.41	5.75	58.59	6.75	43.03	7.97	60.03
Tax	3.02	10.38	0.57	7.60	0.03	7.82	0.61	8.47
PAT before Minority Interest	23.65	13.03	5.18	50.99	6.72	35.21	7.36	51.56
PAT	23.65	13.03	5.18	50.99	6.72	35.21	7.36	51.55
PAT Margin %	16.85%	12.43%	6.15%	15.48%	11.55%	16.10%	10.44%	14.84%

Disclaimer

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Vertoz Advertising Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



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