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.
## VERTOZ

### Q3 FY 2020-21 December Performance Highlights

<table>
<thead>
<tr>
<th>Particulars (Rs. In Mn)</th>
<th>Q3 December 31, 2020</th>
<th>Q2 September 30, 2020</th>
<th>Q1 June 30, 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>140.37</td>
<td>104.77</td>
<td>84.24</td>
</tr>
<tr>
<td>EBITDA</td>
<td>38.40</td>
<td>35.51</td>
<td>16.58</td>
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<tr>
<td>PAT</td>
<td>23.64</td>
<td>13.02</td>
<td>5.18</td>
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</tbody>
</table>

### QUARTERLY REVENUE AND PROFITABILITY

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Revenue (Rs. In Mn)</th>
<th>EBITDA (Rs. In Mn)</th>
<th>PAT (Rs. In Mn)</th>
</tr>
</thead>
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<td>Q3 Dec 31, 2020</td>
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</table>
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.

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
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.

One. Branding Solutions

72.23% 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.

24.46% 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.

3. Enterprise Solutions

3.31% of Revenue for December Quarter

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

1.3 BN+ Audience With Over 20 Data Points For Each

Revenue Bifurcation

- Domestic: 90.35%
- International: 9.65%

Audience Breakdown:

- North America: 298MN
- Europe: 180MN
- Middle East & Africa: 100MN
- India: 400MN
- Others: 120MN
- Japan, Korea & Australia: 82MN
- South East Asia: 150MN
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.

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

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.

Leadership Pool

Hiren Shah
Founder and Chairman

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

Key Members
## Consolidated Financial Summary

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Revenue from Operations</td>
<td>139.86</td>
<td>86.15</td>
<td>83.77</td>
<td>309.77</td>
<td>58.17</td>
<td>216.99</td>
<td>70.46</td>
<td>345.62</td>
</tr>
<tr>
<td>Other Income</td>
<td>0.52</td>
<td>18.62</td>
<td>0.46</td>
<td>19.58</td>
<td>0.02</td>
<td>1.74</td>
<td>0.07</td>
<td>1.80</td>
</tr>
<tr>
<td>Total Revenue</td>
<td>140.38</td>
<td>104.77</td>
<td>84.24</td>
<td>329.36</td>
<td>58.19</td>
<td>218.73</td>
<td>70.53</td>
<td>347.42</td>
</tr>
<tr>
<td>Total Expenses</td>
<td>101.97</td>
<td>69.26</td>
<td>67.65</td>
<td>238.19</td>
<td>46.78</td>
<td>168.17</td>
<td>55.92</td>
<td>270.67</td>
</tr>
<tr>
<td>EBITDA</td>
<td>38.40</td>
<td>35.51</td>
<td>16.59</td>
<td>91.17</td>
<td>11.41</td>
<td>50.56</td>
<td>14.61</td>
<td>76.75</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td>27.36%</td>
<td>33.89%</td>
<td>19.69%</td>
<td>27.67%</td>
<td>19.61%</td>
<td>23.11%</td>
<td>20.71%</td>
<td>22.09%</td>
</tr>
<tr>
<td>EBIT</td>
<td>29.22</td>
<td>26.31</td>
<td>7.33</td>
<td>65.61</td>
<td>8.25</td>
<td>44.4</td>
<td>9.92</td>
<td>64.85</td>
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<tr>
<td>Finance Cost</td>
<td>2.55</td>
<td>2.90</td>
<td>1.58</td>
<td>7.03</td>
<td>1.50</td>
<td>1.37</td>
<td>1.95</td>
<td>4.82</td>
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<tr>
<td>PBT with Exceptional Item</td>
<td>26.67</td>
<td>23.41</td>
<td>5.75</td>
<td>58.59</td>
<td>6.75</td>
<td>43.03</td>
<td>7.97</td>
<td>60.03</td>
</tr>
<tr>
<td>Exceptional Items</td>
<td>-</td>
<td>-</td>
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<tr>
<td>Tax</td>
<td>3.02</td>
<td>10.38</td>
<td>0.57</td>
<td>7.60</td>
<td>0.03</td>
<td>7.82</td>
<td>0.61</td>
<td>8.47</td>
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<td>PAT before Minority Interest</td>
<td>23.65</td>
<td>13.03</td>
<td>5.18</td>
<td>50.99</td>
<td>6.72</td>
<td>35.21</td>
<td>7.36</td>
<td>51.56</td>
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<td>6.72</td>
<td>35.21</td>
<td>7.36</td>
<td>51.55</td>
</tr>
<tr>
<td>PAT Margin %</td>
<td>16.85%</td>
<td>12.43%</td>
<td>6.15%</td>
<td>15.48%</td>
<td>11.55%</td>
<td>16.10%</td>
<td>10.44%</td>
<td>14.84%</td>
</tr>
</tbody>
</table>
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.
Investor Relations

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