



Technology Platform Enterprise

**Q1 FY2024 Earning
Presentation, for the
Period Ended 30th June
2023**



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About Us

VERTOZ

Vertoz (NSEI: VERTOZ) empowers organizations to thrive in today's digital landscape with proprietary new-age technology platforms for Digital Marketing, Advertising, and Monetization



Our Platforms



Marketing & Advertising Technology (MADTech)
Cloud Platform for Marketers & Ad agencies



Niche Audience Representation
Platform for Publishers



Performance Marketing Platform for Marketers,
Publishers, & Affiliates



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



Team Size
100+



Data Centres
5



Audience Segments
800+



Partners
250+



Daily Data Processed (Data Size)
1.2 Petabytes



Daily Bids Processed (QPS)
1 Million



Audience Reach
350+ Million

Q1 FY24, A Robust Financial Performance



Hiren Shah

Promoter &
Whole-time Director

“

We've achieved a significant 83% EBITDA increase, highlighting operational efficiency gains. This success reflects our dedication to process optimization and cost control. With a strong base, we'll seize growth opportunities while maintaining disciplined operations. Utilizing technology and talent development, we target consistent EBITDA growth for enhanced shareholder value. Amidst current fiscal challenges, our strategy involves expansion, product innovation, and digital transformation, guided by core values and customer responsiveness, ensuring sustainable growth and success.

“

Our company has achieved remarkable revenue growth of 216% compared to the prior fiscal year, showcasing our robust core business and adaptive market approach. Our profitability, with a net profit surge of 151%, benefited from new market entries that leverage our strengths, ensuring diversified revenue streams and resilience against market shifts.



Ashish Shah

Promoter &
Director

Performance Highlights

Q1 FY2024 vs Q1 FY2023

Q1 FY2024 vs Q4 FY2023

Revenue Growth

Y-o-Y
+216%

Q-o-Q
+2.07%

EBITDA Growth

Y-o-Y
+83%

Q-o-Q
-22.18%

Final PAT

Y-o-Y
+151%

Q-o-Q
-13.68%



Consolidated Financial Summary



Particulars (INR in Lakhs)	Q1 FY 2023-24	Q1 FY 2022-23
Revenue from operations	3,391.91	1,103.32
Other Income	107.84	3.41
Total Revenue	3,499.75	1,106.73
Total Expenses	2,999.71	833.68
EBITDA	500.04	273.05
EBITDA Margin (%)	14.29%	24.67%
Depreciation	62.00	66.02
EBIT	438.05	207.03
Finance Cost	50.49	21.31
PBT with Exceptional Item	387.56	185.72
Exceptional Items	-	-
PBT	287.56	185.72
Tax	33.30	44.50
PAT	354.26	141.22
PAT Margin %	10.12%	12.76%

216% Revenue Growth, 83% EBITDA Margin, 151% PAT growth in Q1FY24



Particulars (INR in Lakhs)	Q1FY24	Q1FY23	YoY%	Q4FY23	QoQ%	FY23
Revenue from operations	3,499.75	1,106.73	216%	3,428.62	2.07%	8,376.19
Direct Service Expense	2,540.73	528.04		2,468.70		4,945.82
Employment Benefit Cost	258.66	201.63		229.77		853.65
Others	200.32	104.00		87.56		776.34
Total Expenses	2,999.71	833.68		2,786.03		6,575.80
EBITDA	500.04	273.06	83%	642.59	-22.18%	1,800.39
EBITDA%	14.29%	24.67%		18.74%		21.49%
Finance costs	50.49	21.31		73.15		146.30
Depreciation and amortization	62.00	66.02		64.35		261.95
PBT before share of profit / (loss) from associate	387.56	185.72		505.08		1,392.14
Tax expenses	33.30	44.50		94.70		288.46
Final PAT	354.26	141.22	151%	410.38	-13.68%	1,103.68
PAT%	10.12%	12.76%		11.97%		13.18%

Key Clients and Partners



Rapid Advancement Ahead: Fueling Growth in the Coming Quarters



Marketing & Advertising

Vertoz's state-of-the-art proprietary platforms facilitate enterprises in attaining their marketing goals.

Anticipated to generate a robust and steady revenue flow, thanks to the incorporation of novel value-added functionalities within platforms such as white-labeling platforms, contextual marketplaces, and numerous other enhancements.

Key platforms

**MAD Tech
Cloud Platform**

**Real-time Advertising
Exchange Platform**

**Performance
marketing platform**



Media & Monetization

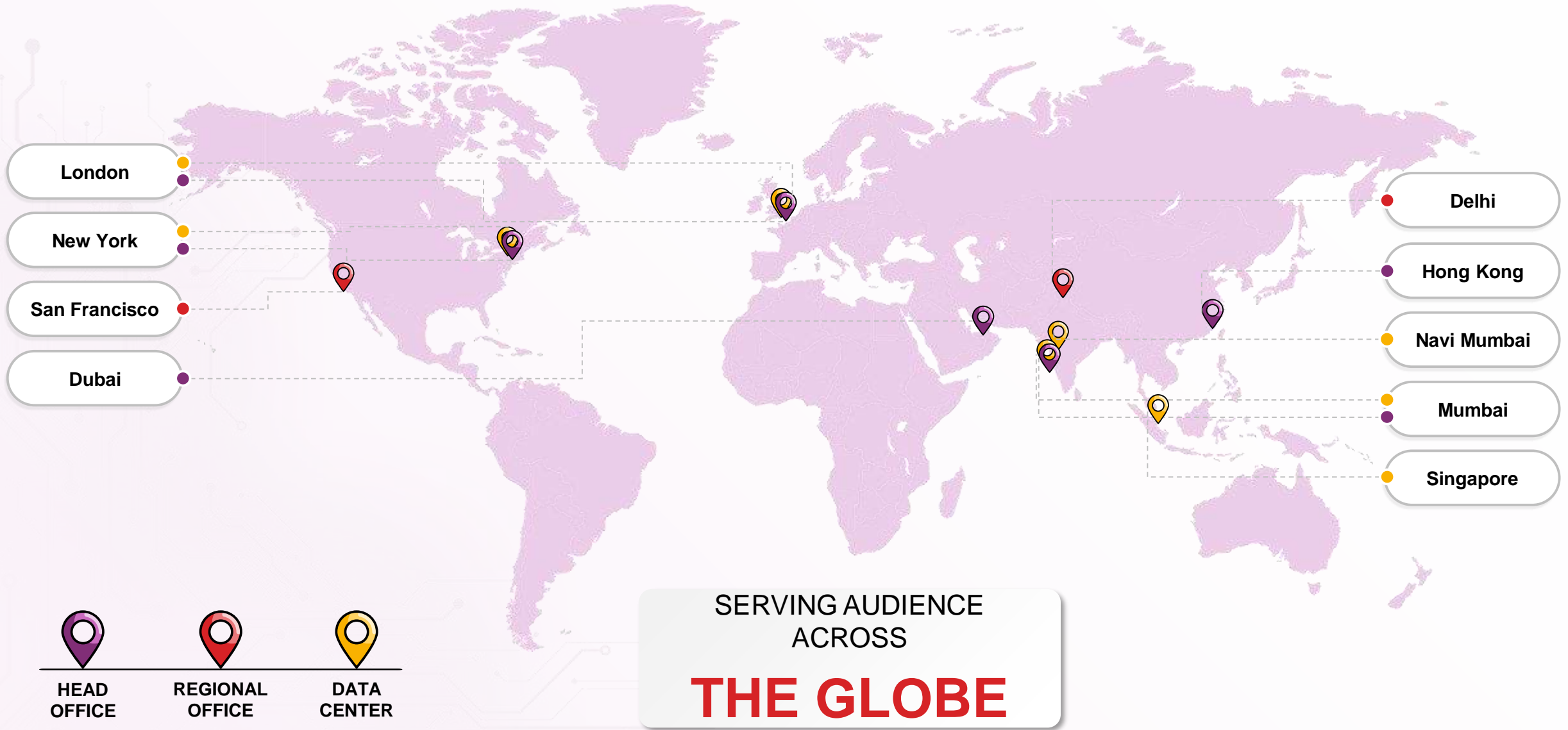
Vertoz's Media & Monetization platforms effectively close the divide between publishers and advertisers, providing indispensable tools for effortless monetization.

Anticipated to pioneer unparalleled innovations in the field, particularly in terms of ad formats and structured auction algorithms. These innovations are poised to amplify revenue generation for publishers and simultaneously empower advertisers to elevate audience targeting and engagement to new heights.

Key platforms

**Technology-Led Media
Representation Platform**

**Real-time Advertising Exchange
Platform**



VERTOZ

A Technology Platform Enterprise

Thank You



IR Team



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