



Technology Platform Enterprise

**Q2 & HY FY2024 Earning  
Presentation, for the  
Period Ended 30<sup>th</sup>  
September 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

## VERTOZ IngeniousPlex

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

## VERTOZ Increment

Niche Audience Representation  
Platform for Publishers



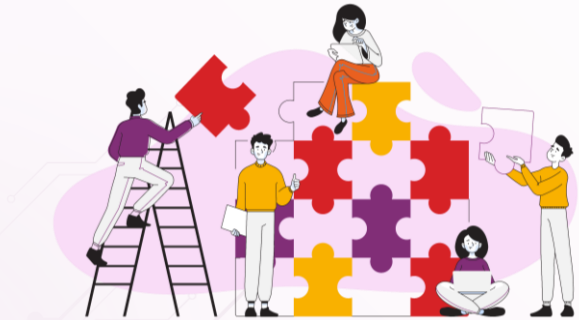
## VERTOZ Adzurite

Performance Marketing Platform for Marketers,  
Publishers, & Affiliates

## VERTOZ Admozart

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

# Exceptional Q2 & HY FY2024 Financial Results



Hirenkumar Shah

Promoter &  
Whole-time Director



Vertoz celebrates a robust Q2 65% and HY 72% EBITDA growth EBITDA growth, a testament to our unwavering commitment to operational excellence. Fueled by efficient processes and cost management, we're poised for growth while maintaining discipline. Through technology and talent, we aim to ensure sustained EBITDA growth and shareholder value, prioritizing innovation, and customer satisfaction.



Vertoz shines with an outstanding Q2 130% and HY 165% revenue surge from the previous year, demonstrating the strength of our core operations and agile market strategy. Our profitability, marked by a Q2 121% and HY 132% net profit increase, is bolstered by strategic market expansions that harness our core competencies, establishing a well-diversified revenue structure, and fortifying us against market dynamics.



Ashish Shah

Promoter &  
Director

# Performance Highlights

(INR in Lakhs)

Q2 FY24 Vs Q2 FY23

HY FY24 Vs HY FY23

Revenue Growth

Y-o-Y  
3,789 v/s 1,646  
**+130%**

Y-o-Y  
7,289 v/s 2,752  
**+165%**

EBITDA Growth

Y-o-Y  
684 v/s 414  
**+65%**

Y-o-Y  
1,184 v/s 687  
**+72%**

Final PAT

Y-o-Y  
513 v/s 233  
**+121%**

Y-o-Y  
867 v/s 373  
**+132%**



# Consolidated Financial Summary



Particulars (INR in Lakhs)	Q2 FY 2023-24	Q2 FY 2022-23	HY FY 2023-24	HY FY 2022-23
Revenue from operations	3,766	1,588	7,157	2,691
Other Income	24	58	131	61
<b>Total Revenue</b>	<b>3,789</b>	<b>1,646</b>	<b>7,289</b>	<b>2,752</b>
Total Expenses	3,105	1,232	6,105	2,066
EBITDA	684	414	1,184	687
EBITDA Margin (%)	18%	25%	16%	25%
Depreciation	83	65	145	131
EBIT	601	348	1,039	556
Finance Cost	76	20	127	42
PBT with Exceptional Item	525	329	912	513
Exceptional Items	-	-	-	-
PBT	525	329	912	513
Tax	11	96	45	140
<b>PAT</b>	<b>513</b>	<b>233</b>	<b>867</b>	<b>373</b>
PAT Margin %	14%	14%	12%	14%



# 130% Revenue Growth, 65% EBITDA Margin, 121% PAT growth in Q2FY24



Particulars (INR in Lakhs)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ%	HY FY24	HY FY23	YoY%	FY23
Revenue from operations	3,789	1,646	130%	3,500	8%	7,289	2,752	165%	8,376
Direct Service Expense	2,683	829		2,541		5,223	1,357		4,946
Employment Benefit Cost	311	209		2590		570	410		853
Others	111	195		200		311	299		776
Total Expenses	3,105	1,232		3,000		6,105	2,066		6,576
EBITDA	684	414	65%	500	37%	1,184	687	72%	1,800
EBITDA%	18%	25%		14%		16%	25%		21%
Finance costs	76	20		50		127	42		146
Depreciation and amortization	83	65		62		145	131		262
PBT before share of profit / (loss) from associate	525	329		388		912	513		1,392
Tax expenses	11	96		33		45	140		288
Final PAT	513	233	121%	354	45%	867	373	132%	1,104
PAT%	14%	14%		10%		12%	14%		13%

# Key Clients and Partners

**VERTOZ**





## 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

MadTech  
Cloud Platform

Real-time Advertising  
Exchange Platform

Performance  
marketing platform



## Media & Monetization

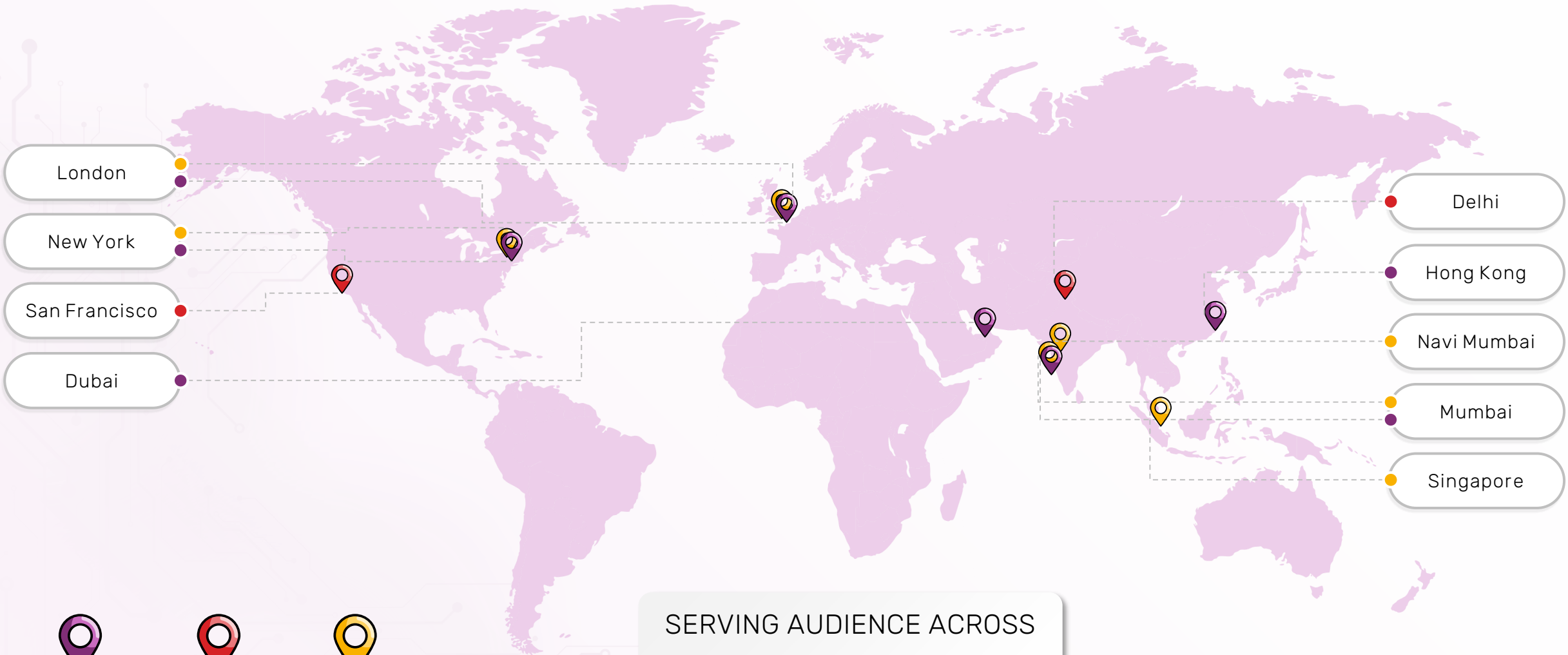
Vertoz's Media & Monetization platforms effectively close the divide between publishers and advertisers, providing indispensable tools for effortless monetization.

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

Real-time Advertising  
Exchange Platform

Technology-Led Media  
Representation Platform



- London
- New York
- San Francisco
- Dubai

- Delhi
- Hong Kong
- Navi Mumbai
- Mumbai
- Singapore

HEAD OFFICE      REGIONAL OFFICE      DATA CENTER

SERVING AUDIENCE ACROSS  
**THE GLOBE**


# VERTOZ

Technology Platform Enterprise

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**Thank You**

 IR Team

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