



Technology Platform Enterprise

**Q3 & 9M FY2024 Earning  
Presentation, for the  
Period Ended 31<sup>st</sup>  
December 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



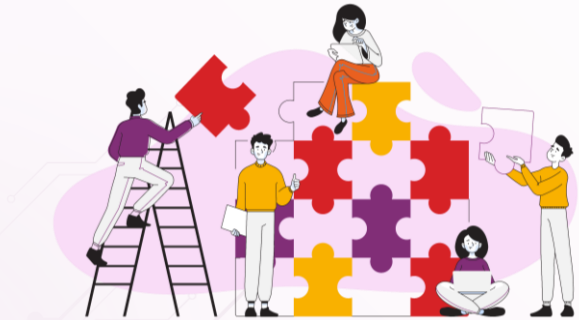
## VERTOZ Adzurite

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

# Comments on Q3 & 9M FY2024 Financial Results



**Hiren Shah**

Promoter & Whole-time Director



I am happy to share that Vertoz continued to navigate the turbulent markets successfully during this quarter.

In Q3 FY24, our EBITDA and PAT experienced strong growth of 39.3% and 40.7% year-on-year, reaching Rs. 6.1 crores and Rs. 4.5 crores, respectively. This achievement underscores the strength of our core operations and dynamic market approach, a result of the hard work and collaboration among our Vertoz team members.

Furthermore, I am proud to share that Vertoz has been certified as a 'Great Place to Work'. This recognition reflects the ethos and culture of our team members, whose passion and commitment continue to drive our company forward.

I would like to thank all our shareholders, employees, and partners for their unwavering support and commitment. Together, I am confident that we will continue to achieve new heights of success and innovation.



This quarter has been quite eventful for us. The Company experienced an impressive increase in revenue, jumping by 155.9% to Rs. 55.2 crores compared to the same quarter last year. Through innovation, determination, and a steadfast commitment to excellence, we have achieved notable achievements.

Our performance is strengthened by strategic market expansions that maximize our key capabilities, fostering a diverse revenue mix and enhancing our resilience against market fluctuations.

Through our innovation-driven approach, we continue to set and achieve new milestones, with a resolve to push boundaries and create sustainable value for our stakeholders.



**Ashish Shah**

Promoter & Director

# Quarterly Performance Highlights

Q3 FY24 Vs Q3 FY23

Q3 FY24 Vs Q2 FY24

Revenue Growth

Y-o-Y

+ 156%

Q-o-Q

+ 47%

EBITDA Growth

Y-o-Y

+ 39%

Q-o-Q

(8%)

PAT Growth

Y-o-Y

+ 41%

Q-o-Q

(12%)



# Consolidated Financial Summary



Particulars (INR in Crores)	Q3 FY 2023-24	Q3 FY 2022-23	9M FY 2023-24	9M FY 2022-23
Revenue from Operations	55.23	21.58	126.80	48.49
Direct Service Expense	43.86	11.20	96.09	24.77
Employee Costs	3.02	2.14	8.71	6.24
Operating Expenses	2.31	3.90	5.42	6.89
Total Expenses	49.18	17.24	110.23	37.90
EBITDA	6.05	4.34	16.57	10.60
EBITDA Margin (%)	10.95%	20.11%	13.07%	21.85%
Other Income	0.10	0.37	1.41	0.98
Depreciation	1.31	0.66	2.76	1.98
Finance Cost	0.08	0.31	1.34	0.73
Exceptional Items	0.00	0.00	0.00	0.00
PBT	4.76	3.74	13.88	8.87
Tax	0.25	0.54	0.70	1.94
PAT	4.51	3.20	13.18	6.93
PAT Margin %	8.16%	14.84%	10.39%	14.30%
<b>EPS</b>	2.84	2.68	8.30	5.79



# 156% Revenue Growth, 11% EBITDA Margin, 8% PAT Margin in Q3 FY24



Particulars (INR in Crores)	Q3 FY24	Q3 FY23	YoY%	Q2 FY24	QoQ%	9M FY24	9M FY23	YoY%	FY23
Revenue from operations	55.23	21.58	155.91%	37.66	46.67%	126.80	48.49	161.49%	82.81
Direct Service Expense	43.86	11.20		26.83		96.0945	24.7711		49.46
Employment Benefit Cost	3.02	2.14		3.11		8.7149	6.2387		8.54
Others	2.31	3.90		1.11		5.42	6.89		7.76
Total Expenses	49.18	17.24		31.05		110.23	37.90		65.76
EBITDA	6.05	4.34	39.30%	6.60	(8.45%)	16.57	10.60	56.40%	17.06
EBITDA%	10.95%	20.11%		17.54%		13.07%	21.85%		20.60%
Other Income	0.10	0.37		0.24		1.41	0.98		0.95
Finance costs	0.08	0.31		0.76		1.34	0.73		1.46
Depreciation and amortization	1.31	0.66		0.83		2.76	1.98		2.62
PBT before share of profit / (loss) from associate	4.76	3.74	27.38%	5.25	(9.24%)	13.88	8.87	56.49%	13.92
Tax expenses	0.25	0.54		0.11		0.70	1.94		2.88
PAT	4.51	3.20	40.75%	5.13	(12.16%)	13.18	6.93	90.11%	11.04
PAT%	8.16%	14.84%		13.63%		10.39%	14.30%		13.33%

# 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

Out-of-Home Media  
Platform

Real-time Advertising  
Exchange Platform

Technology-Led Media  
Representation Platform



# VERTOZ

Technology Platform Enterprise

**Thank You**

## Company:



IR Team

Richa Chikara

Lead-Corporate Communications



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