

08<sup>th</sup> February 2024

The Manager – Listing Department  
National Stock Exchange of India Limited,  
“Exchange Plaza”, 5<sup>th</sup> Floor,  
Plot No. C/1, G Block,  
Bandra-Kurla Complex,  
Bandra (East), Mumbai – 400 051.

**Symbol: VERTOZ**

**Series: EQ**

**Sub: - Press Release in connection with the Unaudited Financial Results for the Quarter and Nine Month ended 31<sup>st</sup> December 2023**

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed a copy of the Press Release on the Unaudited Financial Results of the Company for the Quarter and Half Year ended 31<sup>st</sup> December 2023.

The same is also available on the website of the Company at the URL <https://vertoz.com/ir/>.

This is for your information and records.

Thanking you,

Yours Faithfully,

**For Vertoz Advertising Limited**



**Zill Shah**  
**Company Secretary & Compliance Officer**  
**Encl: A/a**



## Media Release

**Q3 FY24 Revenue at Rs. 55.23 Cr. – YoY Growth of 155.91%**

**Q3 FY24 EBIDTA (excl. Other Income) at Rs. 6.05 Cr., YoY growth of 39.30%**

**Q3 FY24 PAT at Rs. 4.51 Cr, YoY growth of 40.75%**

**8<sup>th</sup> February 2024:** – VertoZ Advertising Limited (NSE: VERTOZ), a leading Technology Platform Enterprise, is pleased to announce its financial performance for the third quarter and nine months ended December 31, 2023.

### Key Consolidated Financials:

Particulars (Rs. Cr.)	Q3 FY24	Q3 FY23	YoY%	9M FY24	9M FY23	YoY%
Revenue	55.23	21.58	155.91%	126.80	48.49	161.49%
EBIDTA*	6.05	4.34	39.30%	16.57	10.60	56.40%
EBITDA Margin (%)	10.95%	20.11%		13.07%	21.85%	
PAT	4.51	3.20	40.75%	13.18	6.93	90.11%
PAT Margin	8.16%	14.84%		10.39%	14.30%	

\* EBITDA excluding Other Income

### Performance Highlights for the quarter ended December 31<sup>st</sup>, 2023:

- **Revenue** for the quarter was **Rs. 55.23 crore** in Q3 FY24, a **YoY increase of 155.91%**
- **EBITDA** (excluding other income) stood at **Rs. 6.05 crore** in Q3 FY24, **YoY increase of 39.30%**. **EBITDA Margin** was **10.95%** in Q3 FY24
- **PAT** was reported at **Rs. 4.51 crore** in Q3 FY24, vis-à-vis Rs. 3.20 crore in Q3 FY23, while **PAT Margin** stood at **8.16%**

### Performance Highlights for Nine months ended December 31<sup>st</sup>, 2023:

- **Revenue** for nine months was **Rs. 126.80 crore** in 9M FY24, a **YoY increase of 161.49%**
- **EBITDA** was at **Rs. 16.57 crore** for 9M FY24, **YoY increase of 56.40%**. **EBITDA Margin** was **13.07%** for 9M FY24



- **PAT** for this period was **Rs. 13.18 crore** compared to Rs. 6.93 crore in 9M FY23, while **PAT Margin** stood at **10.39%**

#### Recent Key Developments:

- In December 2023, the Company was certified as a 'Great Place to Work'.
- In October 2023, VertoZ announced its collaboration with JioCoupons to serve as its sales representation partner.
- In October 2023, the Company formed a step-down subsidiary, Performise Inc., in the US, which would engage in online digital advertising services.

#### Management Comments:

Commenting on the performance, **Mr. Hirenkumar Shah, Promoter & Whole Time Director of VertoZ Advertising Ltd. said:**

*"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."*

On this occasion, **Mr. Ashish Shah, Promoter & Director of VertoZ Advertising Ltd. said:**

*"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.”*

### **Company Overview**

Vertoz Advertising Limited empowers organizations to thrive in today's digital landscape with proprietary new-age technology platforms for Digital Marketing, Advertising, and Monetization. Vertoz platforms cater to businesses, digital marketers, advertising agencies, digital publishers, and other technology companies. Key Platforms include IngeniousPlex, IncrementX, Adzurite, and AdMozart.

**For more details please visit:** <https://www.vertoz.com/>

*For further information please contact:*

#### **Vertoz Advertising Limited**

Ms. Richa Chikara  
Lead Corporate Communication  
[richa.chikara@vertoz.com](mailto:richa.chikara@vertoz.com)

#### **AdFactors PR Investor Relations**

Ms. Savli Mangle  
[savli.mangle@adfactorspr.com](mailto:savli.mangle@adfactorspr.com)  
  
Mr. Rahul Trivedi  
[rahul.trivedi@adfactorspr.com](mailto:rahul.trivedi@adfactorspr.com)

**Note:** *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company 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.*