Vinsys IT Services India Limited
(Formerly known as Vinsys IT Services India Private Limited)

Registered Office: S. No. 28/11-12 | 'Shivaji Niketan' | CTS No. 458A | Tejas Housing Society | Near Mantri Park | Behind Dhondiba Sutar Bus Stand | Kothrud | Pune - 411 038. Maharashtra, INDIA.
Contact: +91-20-25382807/43 | **Website**: www.vinsys.com
CIN: L72200PN2008PLC131274 I **Email**: vinsys@vinsys.com

Date: 22 May 2025

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex
Bandra (East), Mumbai-400051.

Dear Sir / Madam,

Sub.: Press Release and Investor Presentation – Financial Results FY’25

Ref.: ***Vinsys IT Services India Limited (Symbol / ISIN: VINSYS / INE0OSJ01014)***

Please find enclosed herewith a copy of the press release and investor presentation on financial results of the Company for the half year and year ended March 31, 2025.

You are requested to take the same on your record.

For Vinsys IT Services India Limited

GAYATREE NEERAJ KARANDIKAR
Digitally signed by GAYATREE NEERAJ KARANDIKAR
Date: 2025.05.22 16:35:10 +05'30'

Gayatree Karandikar
Company Secretary &
Compliance Officer
M. No. A37827
Place: Pune

Press Release - Performance for 6-months and 12-months ended March 31, 2025

NSE Code: VINSYS

Another year of robust performance: Achieved 24% Y-o-Y growth in consolidated revenue to INR 212 crores, 31% Y-o-Y growth in consolidated PAT to INR 30 crores; Middle East revenue grew by 71% Y-o-Y to INR 80 crores

Pune, 22nd May, 2025: The Board of Directors of Vinsys IT Services India Limited ("Vinsys") approved and adopted the audited standalone and consolidated financial results for the year ended March 31, 2025. The Company delivered healthy performance across verticals and geographies.

Performance highlights:

- **Consolidated revenue grew by 24% Y-o-Y** to INR 212 crores in FY25 driven by accelerated revenue growth in Middle East. This growth was supported by new client additions and geographic expansion in the region
- **EBIT (*earnings before interest and taxes*) grew by 37% Y-o-Y** to INR 36 crores in FY25. **EBIT margin was 16.9% in FY25** vs 15.3% last year
- **PAT** (*profit after tax*) **grew by 31% Y-o-Y** to INR 30 crores in FY25. PAT margin was 14.2% in FY25 vs 13.4% last year
- **IPO proceeds** were earmarked for international expansion. **Middle East revenue grew by 71% in FY25**, supported by timely capital deployment and focused execution.
- **LoB (*lines of business*) update:**

Line of business	FY25	FY24	Y-o-Y
Learning solutions	106.0	75.4	41%
Technology services	24.5	19.2	28%
Manpower and staffing services	81.2	75.9	7%
Consolidated revenue	**211.7**	**170.5**	**24%**

- **Geographic update: The company strengthened its** physical presence in Middle East by entering newer markets – Oman and Qatar and established local offices in both countries. In addition, the company also opened its 2nd office in Saudi Arabia. It onboarded 20+ professionals across these geographies to drive on-ground execution. The company also deepened its presence in India by onboarding professionals in Pune, Delhi NCR, Hyderabad, and Bengaluru.

Region	FY25	FY24	Y-o-Y
India	128.8	121.9	6%
Middle East	79.6	46.5	71%
Rest of the world	3.3	2.1	55%
Consolidated revenue	**211.7**	**170.5**	**24%**

- **Client retention** was 98%+ in FY25
- **Return ratios:** RoE (*return on equity*) in FY25 stood at 22.9% vs 22.7% in FY24; RoCE (*return on capital employed*) in FY25 stood at 24.5% vs 22.1% in FY24
- **Employee Focus:** Total headcount increased by 23% Y-o-Y to 425 in FY25

- **Awards and accolades:** Received Education Leadership Award 2025 by The Business Leader of the Year, named among India's Top Cybersecurity Companies 2024 by TechBehemoths, and listed among the Top Corporate Training Companies 2025 by SuperbCompanies.com

CMD's statement:

Mr. Vikrant Patil, Chairman and Managing Director of Vinsys, commented: "We are happy to share that we delivered a strong performance in FY25, with consolidated revenue and net earnings growing by 24% to ₹212 crores and 31% to ₹30 crores, respectively. As mentioned previously, our IPO proceeds were earmarked for international expansion. We are excited to report that our Middle East revenue grew by 71% in FY25, supported by timely capital deployment and focused execution. This growth is a testament of our prudent capital allocation strategy and our commitment to delivering long-term value to shareholders. Across our core markets India, the Middle East, the United States, and Africa, we continue to solidify our position in existing markets and expand our footprint in newer geographies, while deepening our relationships and increasing our wallet share. Looking ahead, we remain confident of delivering strong revenue and earnings growth in FY26, in-line with our historic delivery. This growth will be driven by expansion in the Middle East; larger mandate wins in software development services and sustained growth in our learning solutions business. We will continue to deliver long-term value to all our shareholders by investing in M&A, expanding our solution offerings, and bidding for larger, margin-accretive tenders."

Key financial and operational summary:

INR Crores, except for total headcount	FY25	FY24	YoY (%)
Consolidated revenue	211.7	170.5	24%
Middle East revenue	79.6	46.5	71%
Consolidated EBIT	35.8	26.0	37%
Consolidated PAT	30.0	22.9	31%
Cashflow from operations	13.0	-10.7	N/A
Net debt	-0.6	-2.2	N/A
Total headcount	429	316	36%
	H2 FY25	**H2 FY24**	**YoY (%)**
Consolidated revenue	119.6	91.3	31%
Consolidated EBIT	22.7	17.4	30%
Consolidated PAT	19.1	14.9	28%

Key financial ratios	FY25	FY24	YoY (%)
Consolidated EBIT margin	16.9%	15.3%	+163 bps
Consolidated PAT margin	14.2%	13.4%	+75 bps
EPS, INR per share	20.5	17.3	18%
Debtor days	129	93	39%
RoE	22.9%	22.7%	+24 bps
RoCE	22.1%	24.5%	+239 bps
	H2 FY25	**H2 FY24**	**YoY (%)**
Consolidated EBIT margin	18.9%	19.1%	-13 bps
Consolidated PAT margin	16.0%	16.3%	-36 bps
EPS, INR per share	13.0	10.1	28%

For further information, please contact

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About Vinsys:

Founded by Mr. Vikrant Patil in 1998, Vinsys Group is a leading, listed provider of training, technology, and manpower solutions with a presence across India, the Middle East, the USA, and Africa. Operating under multiple verticals including corporate training and certification, digital learning, software development, staffing solutions, and foreign language services, Vinsys offers 326+ courses across 17 domains. The company has trained over 10 million professionals, executed more than 100 software development projects, and has an on-the-shelf (OTS) library of over 100,000 titles. With industry-leading certifications and accreditations like CMMi DEV/5, ISO 27001, and ISO 9001:2015, the company ensures highest standards of quality and information security. Today, Vinsys services over half of the Fortune 500 companies and several global policymakers. It is currently ranked as No.1 corporate training provider in the Middle East. The company has a physical presence across Pune, Hyderabad, Delhi NCR, Bangalore, Dubai, Abu Dhabi, Riyadh, Doha, Muscat, New York, Wilmington, and Lagos. Vinsys currently employees 348 professionals worldwide, with 264 based in India and 75 in the Middle East. For more information, please visit www.vinsys.com or follow us on LinkedIn, X (formerly Twitter), YouTube, and Facebook.

Disclaimer:

Certain statements made in this press release concerning the company's future growth prospects are forward-looking in nature and involve a number of known and unknown risks, uncertainties, and other important factors. These may cause the actual results, performance, or achievements of the Company to differ materially from those expressed or implied in such statements.

Such risks and uncertainties include, among others: fluctuations in earnings; our ability to effectively manage growth; competitive pressures in the IT services and corporate training industry; dependence on clients in the India, Middle East, United States and Africa; wage inflation in India, Middle East, United States and Africa; our capacity to attract and retain qualified professionals; time and cost overruns on fixed-price, fixed-schedule contracts; client and industry concentration; immigration-related constraints; risks inherent in managing international operations; shifts in technology demand; telecommunication disruptions or systems failures; potential liabilities arising from service contracts; concentration of operations in a single geographic location; withdrawal of fiscal incentives by the Government; geopolitical tensions and regulatory challenges in cross-border activities; unauthorized use or infringement of our intellectual property; and overall economic conditions impacting our industry.

The Company may, from time to time, make additional forward-looking statements in its periodic filings with the stock exchanges or in shareholder communications. These statements reflect management's current views as of the date hereof. The Company does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

VINSYS IT SERVICES INDIA LIMITED

VINSYS

DRIVE, DELIVER, SUCCEED

Investor Presentation

FY25 Earnings Update

www.vinsys.com

VINSYS HQ

AGENDA

Executive summary – FY25

Revenue and profitability

Consolidated Revenue (₹ Crores)	CY	211.7
	YoY change	*+24%*

Consolidated EBIT (₹ Crores)	CY	35.8
	YoY change	*+37%*

Consolidated EBIT Margin	CY	16.9%
	YoY change	*+163 bps*

Profit after tax (₹ Crores)	CY	30.0
	YoY change	*+31%*

Return and capital

Return on equity (RoE)	CY	22.9%
	YoY change	*+24 bps*

Return on capital employed (RoCE)	CY	24.5%
	YoY change	*+239 bps*

Cashflow from operations (₹ Crores)	CY	13.0
	PY	*-10.7*

Debtor days	CY	129
	PY	*93*

Client and people

Orderbook (₹ Crores)[1]	CY	47.0
	YoY change	*71%*

Client retention	CY	98%+
	PY	96%+

Total headcount	CY	425
	YoY change	*+23%*

1. For technology services vertical

VINSYS

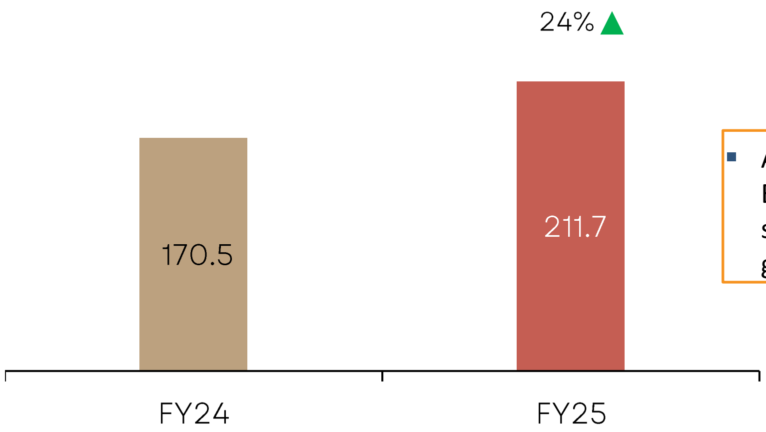
India, UAE, KSA, USA, Qatar,Oman

AGENDA

Robust delivery across key metrics – FY25

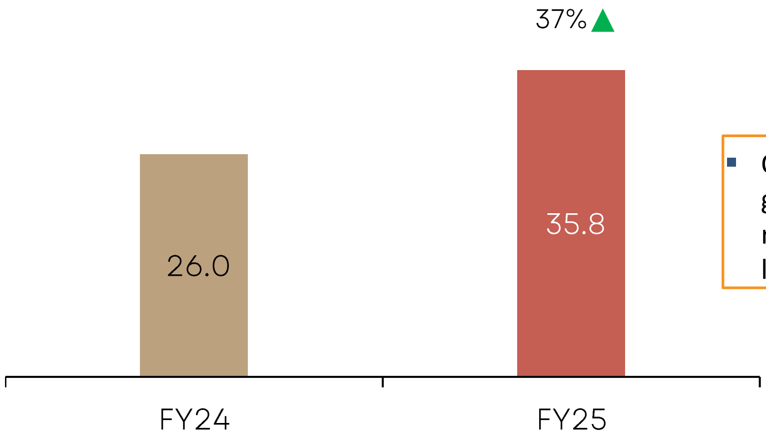
₹ Crores unless otherwise mentioned

Consolidated revenue



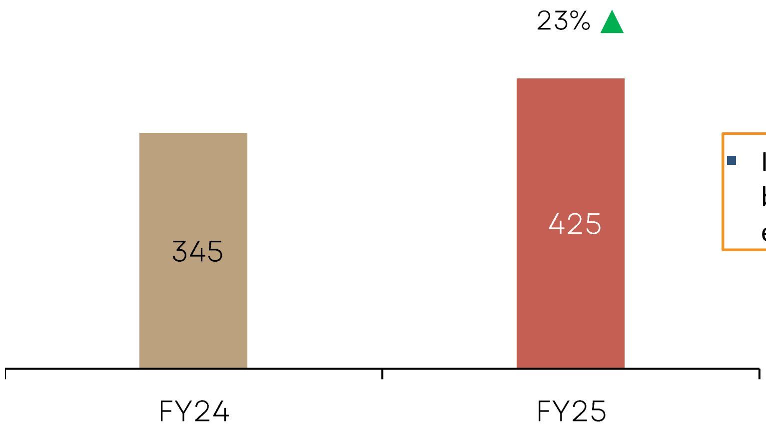
- Accelerated Middle East revenue growth supported overall growth

EBIT



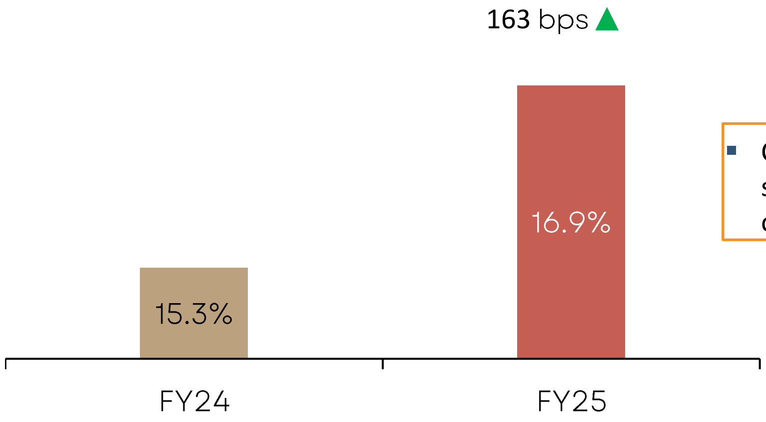
- Operating profit growth outpaced revenue growth as leverage kicked-in

Headcount



- Increase headcount by leveraging strong employer brand

EBIT margin (%)

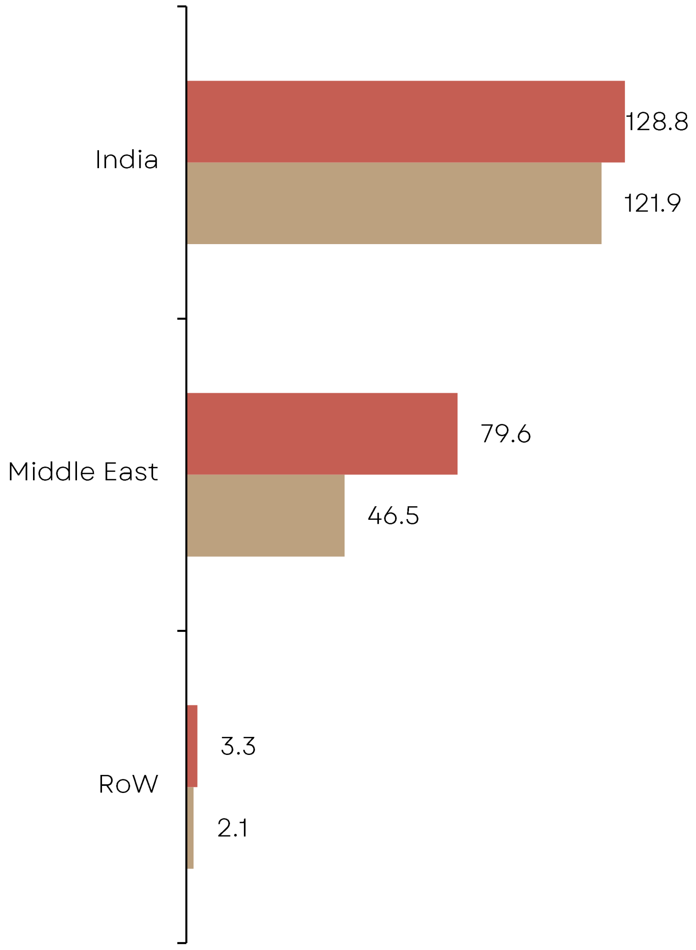


- Continued focus on streamlining operations

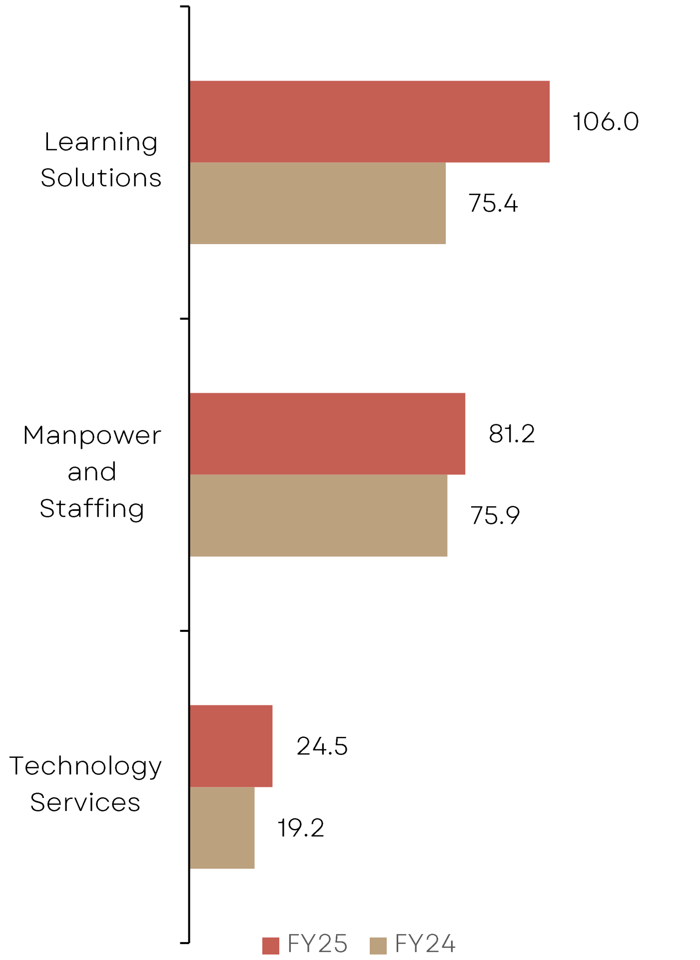
Strong performance across geographies, businesses & sectors

₹ Crores

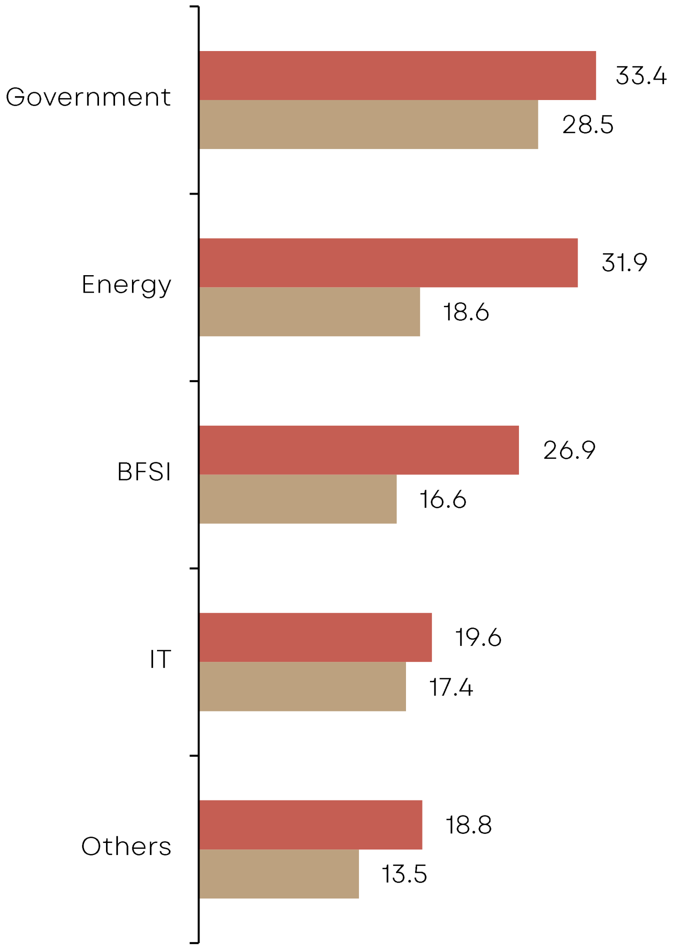
Middle East revenue was up 71% YoY on account of timely capital deployment & on-ground execution



Learning solutions & technology services continue to do well



Witnessed secular growth across sectors[1]

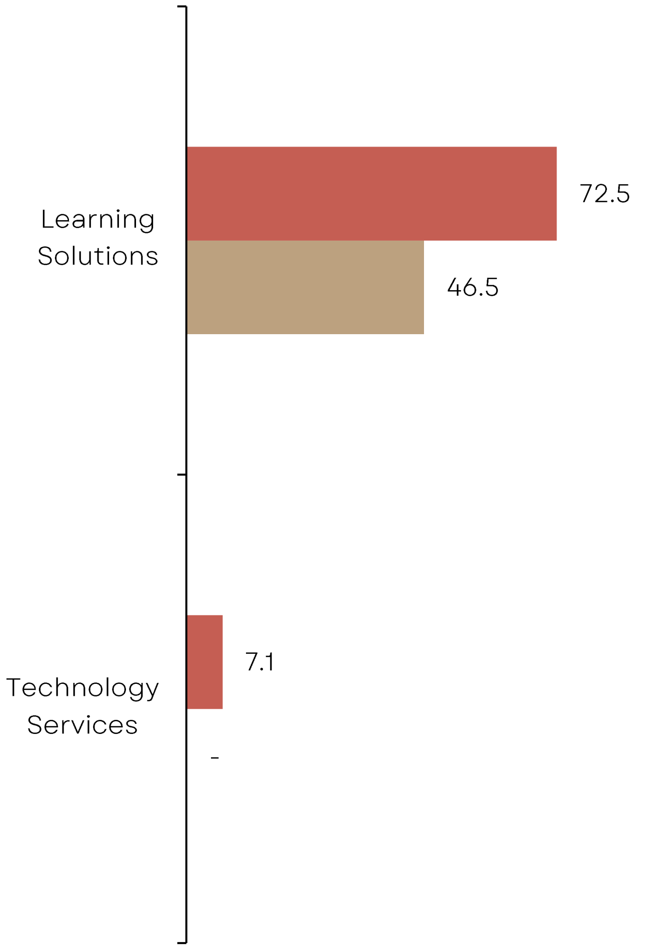


1. Excludes manpower business; Government includes semi-government bodies

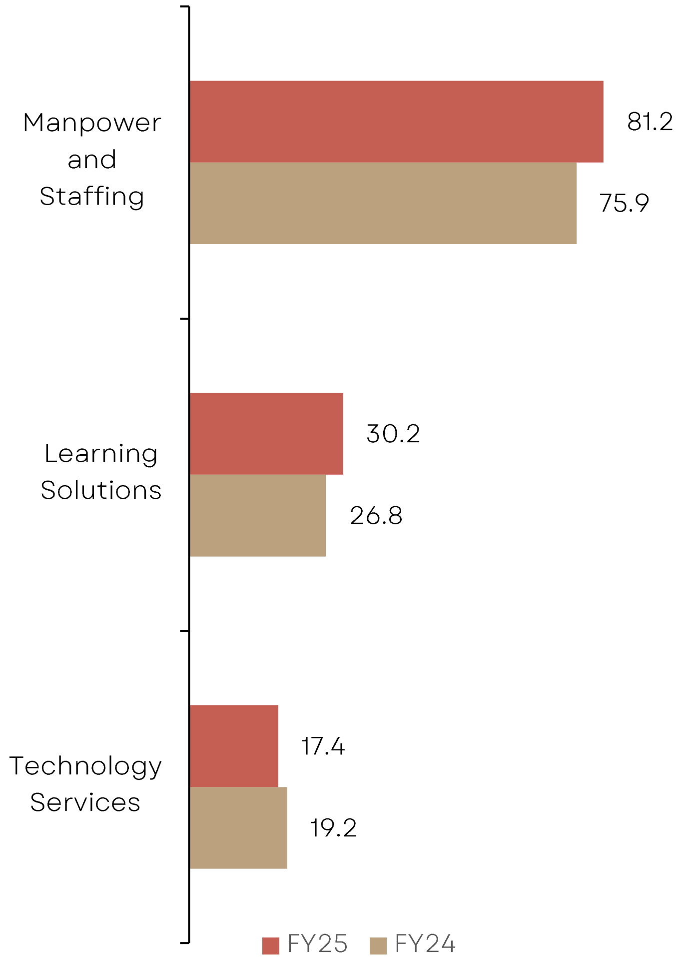
Segment revenue across geographies

₹ Crores

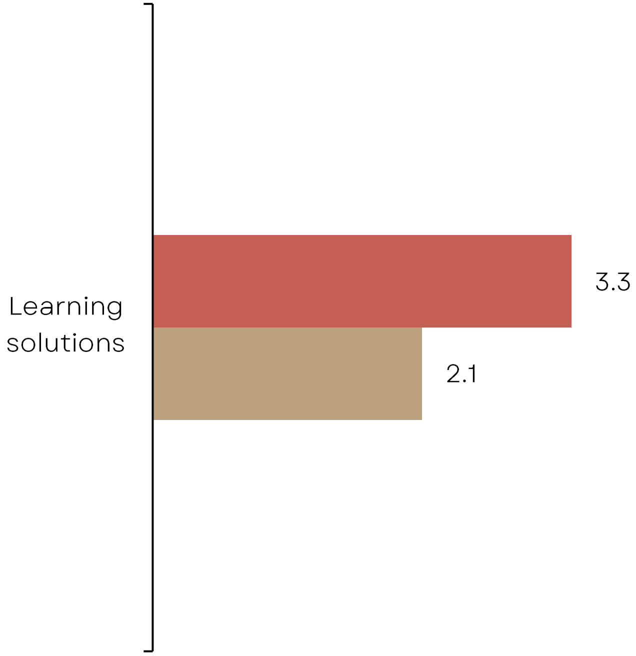
Middle East



India



Rest of the world



VINSYS' Dubai Office, UAE

AGENDA

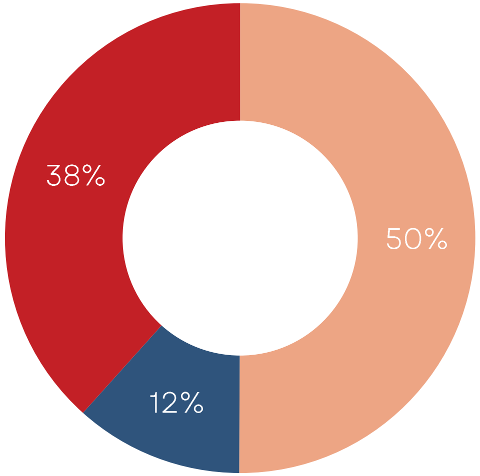
VINSYS

About Vinsys IT Services India Limited

About the company

- Founded by Mr. Vikrant Patil, Vinsys group began its journey in 1998
- Listed on NSE Emerge on August 11, 2023
- Operates across multiple segments i.e. learning solutions, technology services, and manpower and staffing, through its subsidiaries
- Physical presence:
- #1 Corporate Trainer in the Middle East
- Trusted by 50%+ of Fortune 500 Companies
- Experienced leadership team with 100+ years of collective experience
- Industry-leading low attrition rate
- Industry Accreditations & Certifications: CMMIDEV/5 ISO 27001 ISO 9001:2015

FY25 revenue breakup



5,000+	10 Mn+	2,500+	5,000+	250+	80 Mn+
Clients	Professionals trained	Subject matter experts	Course offerings	Software projects executed	Words translated
90%+	300,000+	3,000+	1,000+	200+	10+
Client retention	Titles in OTS course library	E-learning projects	Certified courses	Languages supported	Global offices

25+ years of innovation and impact

1998
Founded Vinsys

2003
Founded outsourcing provider VikVins

2004
Established Foreign Language Services (FLS) & Behaviour Management System (BMS) training unit

2005
Pan-India expansion begins

2007
Project management & service management domains

2009
Autodesk authorized distributor for India & SAARC regions

2011
Global expansion begins with Middle East & Africa

2013
Autodesk authorized distributor for Middle East & Africa regions

2015
Master partner for ATC (authorized training center)

2016
Initiated training for establishments in USA & Australia

2017
Autodesk authorized distributor for Australia & New Zealand regions

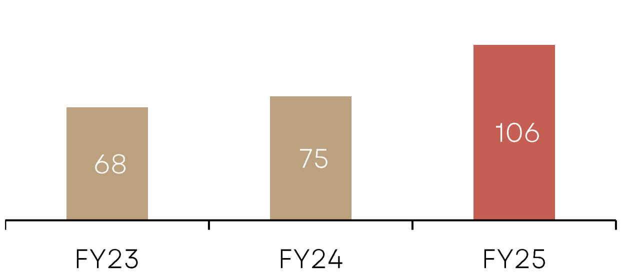
2022
Initiated Saudi regional operations

2023
Became public limited company

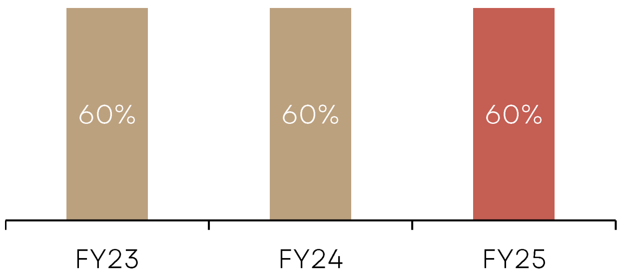
2024
Expanded in Qatar and Bangalore

Learning solutions

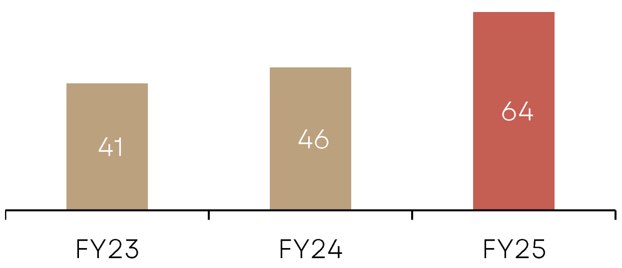
Revenue[1]



Gross Margin



Gross Profit[1]



Sub segments

Corporate training & certification

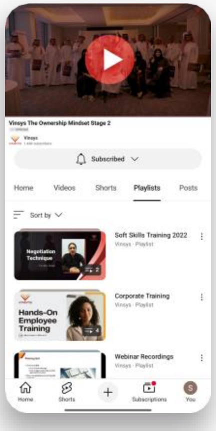
- Bespoke training solutions for corporates and educational institutions
- **Offerings:** IT, AI, cybersecurity, cloud computing, project management, amongst others
- Comprehensive training for professional development through our Business Academy initiative
- Serving 26 U.S. government-affiliated clients

Digital learning

- Complements training solutions and certification business
- Incorporated VR[2] to create immersive and engaging learning experience
- Provide access to high-quality digital content, incl. interactive modules, content creation tools, and LMS[3] through **DigiLearn**
- Enhance user engagement by allowing learners to progress at their own pace
- Support diverse learning styles and preferences

Foreign language services

- Comprehensive suite, including training, translation, interpretation, localization, transcription, and voice-over
- Network of 300+ linguists and native speakers, supporting 150+ global languages
- Business training in 15+ languages, delivered online across 20+ cities in India
- Delivered 250+ projects annually across translation, interpretation, localization, and voice-over

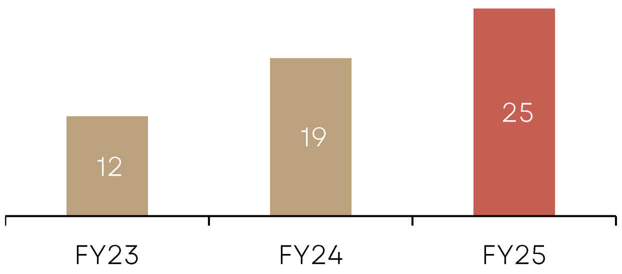


TRAINING VIDEO

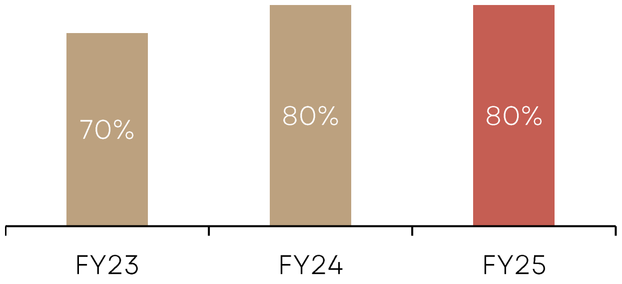
1. ₹ Crores | 2. Virtual reality | 3. Learning management system

Technology services

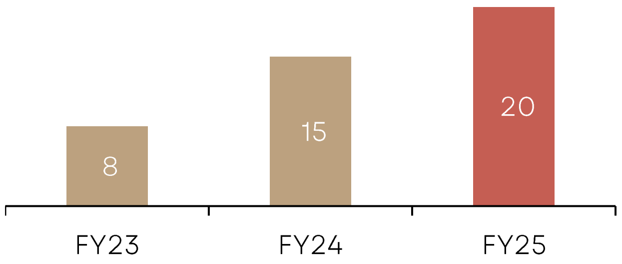
Revenue[1]



Gross Margin



Gross Profit[1]



About the business

- Tailored SaaS solutions offered as standalone tools or an integrated suite
- Drive digital transformation through enabling real-time tracking, monitoring, and control

Moats

- Leverage training solutions and certification vertical to upskill talent
- Drive revenue growth and client stickiness through an integrated service offering
- Fixed annual pipeline ensuring revenue visibility

Growth strategy

- Upgraded from CMMi Level 3 to Level 5 enhancing our eligibility to bid for larger (>$15mn ~ INR 125 cr+) government and large enterprise projects
- Ongoing digitization initiatives have resulted in fresh bidding opportunities

Clientele

Products

- VinBPM
- VinCRM
- VinHRMS
- VinLMS
- VinProctomate

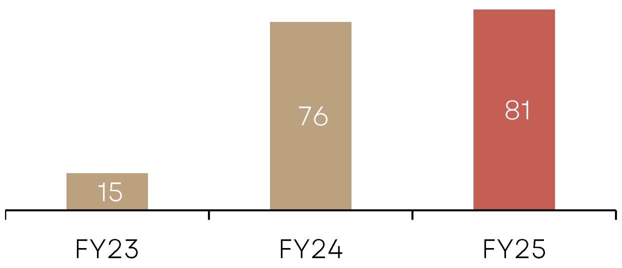
Service Offerings

- Cyber security services
- Managed IT Services
- Custom Application Development
- Digital Assurance and Quality Engineering
- Design Lab

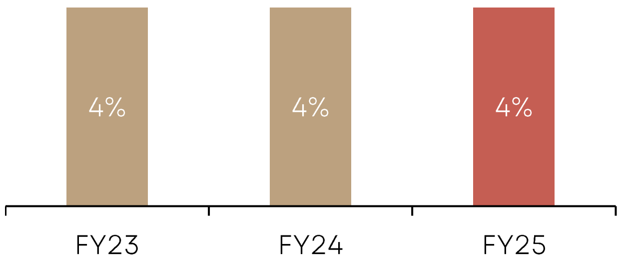
1. ₹ Crores

Manpower & staffing

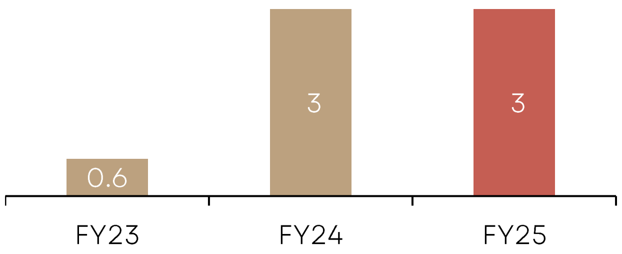
Revenue[1]



Gross Margin



Gross Profit[1]



About the business

- Full-suite offering including talent acquisition, payroll management to logistics management

Moats

- Continuous upskilling of deployed staff through corporate training solutions vertical, enhancing service quality
- Improved client experience and operational efficiency through smarter tooling

Growth strategy

- Leverage relationships from training and software development verticals to cross-sell staffing services
- Developed in-house IT tools to enable scalable, tech-driven service delivery

Key relationships

marico
Pidilite
COCOCART
Oncostrata
HARIBOL Pure Food for the Soul
THE HOSTELLER
PeopleDecode
Credgenics
LRYPT TECHNOLOGIES
CHALLENGER SWEEPERS PVT LTD

1. ₹ Crores

VINSYS

VINSYS' Doha Office, Qatar

AGENDA

Sustainable competitive moats

People

- Maintain one of the lowest attrition rates in the industry
- Foster an ownership-driven culture through issuing ESOPs to incentivize staff
- Recruit industry leaders in respective verticals; Strong leadership continuity

Customer centricity

- Deliver bespoke solutions to meet client expectations
- Continuously improve CX & satisfaction through delivery of exceptional services
- Lasting relationships & high satisfaction levels strengthen our competitive edge

Comprehensive offerings

- One-stop solution for learning, technology and manpower requirements
- Focus on expanding beyond our existing portfolio
- Develop localized programs aligned to regional needs

Global presence with agile operations

- Established strong presence across India, Middle East, and USA
- Sustain competitive edge by minimizing operational costs

Certifications & tech advancements

- Pursue industry-specific accreditations in high-demand fields like AI & cybersecurity
- Drive innovation by integrating AI, AR, and VR into learning solutions
- Establish labs for continuous research and development

100+ Years of combined sector experience

Mr. Vikrant Patil
Chairman and Managing Director

Ms. Vinaya Patil
Whole Time Director

Mr. Kunal Patil
Managing Director,
International Business

Mr. Karan Patil
Promoter group

Mr. Nilesh Devdas
Chief Technology Officer

Mr. Sadanand Vazalwar
Training Head, India

Ms. Saneeka Dhamankar
Chief Financial Officer

Dr. Mohammad Aslam
CEO, GCC

Abdullah Hussain
VP, Strategic Alliance, GCC

Dr. Nitin Balyan
Strategic Director

Umesh Tharkude
AVP, HRD

Gayatree Karandikar
Company Secretary

People-first culture at Vinsys

Celebrating milestones and achievements

- Celebrate achievements of employees who have reached significant milestones in their careers with us
- These milestone reflect our focus on nurturing internal talent

Health and CSR initiatives

- Support critical healthcare initiatives to make a meaningful difference
- Collaborated with SDSSSMK Dharmik Trust to preserve Vedic tradition & disseminate philosophy of Shri Adi Shankaracharya

Cultural and creative engagements

- Promote creativity, teamwork, and inclusivity through engagement initiatives like Master Chef and Unity in Diversity

Promoting holistic health practices

- Conduct regular yoga sessions and integrate holistic health practices to promote well-being and ensure work-life balance

Sports activities for team unity

- Promote vibrant workplace culture through a diverse range of sports activities
- These activities are crucial in building team unity and enhancing holistic wellbeing

Empowering lives through Vinsys Foundation

Mission
Empowering communities through education, healthcare, and sustainable development

Vision
Building a society with equal opportunities for all.

Amount spent
₹ 13 crores in FY25
₹ 19 crores since inception

OUR INITIATIVES

- EDUCATION FOR ALL
- HEALTHCARE & SANITATION
- WOMEN EMPOWERMENT
- ENVIRONMENTAL SUSTAINABILITY
- CULTURAL PRESERVATION
- SPORTS DEVELOPMENT
- DISASTER RELIEF & RURAL DEVELOPMENT
- VETERAN WELFARE

Trusted by the world's biggest businesses and policy makers

VINSYS

IT SERVICES

GOVERNMENT

TELECOM

OTHER INDUSTRIES

BANKING & FINANCE

ENERGY

FMCG

EDUCATION & LEARNING

Awards and accreditations

Education Leadership Award 2025 by The Business Leader of the Year

India's Top Cybersecurity Companies by TechBehemoths Awards 2024

Top Corporate Training Companies 2025 by Superb Companies.com

Elected as Skill India Partner for 3 state governments in India

Best Distributor Autodesk Education for 3 years in a row (2015-2017)

'IT & Technical Training Watch List Company 2022' by Training Industry

Premium training partner for over 40 Fortune 500 companies

IT service management implementation partner for Vietnam Stock Exchange

IT governance framework implementation for 'Dubai Customs'

Key project consultant organization for State Government, India

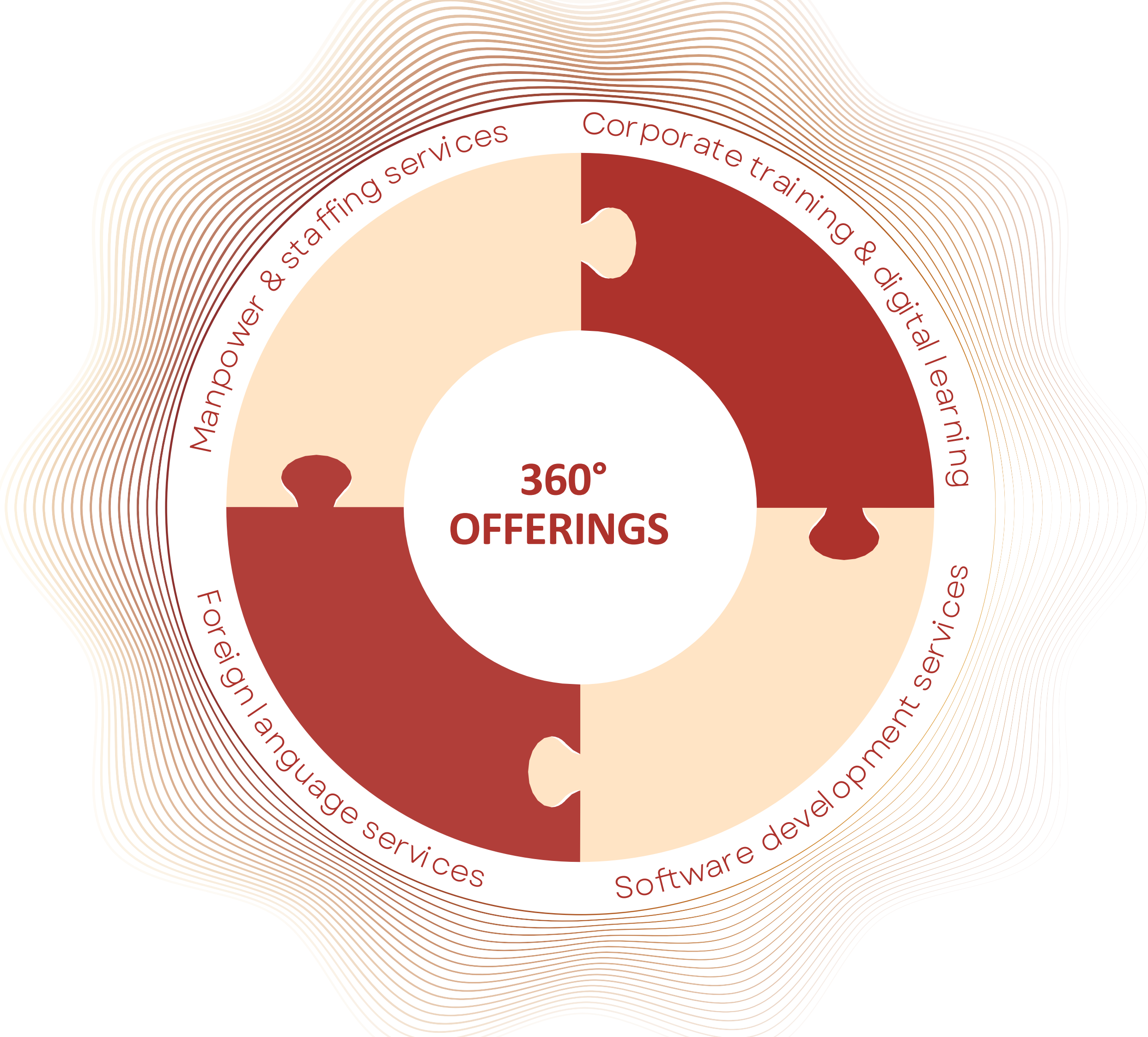
Completed key projects for Saudi Telecom, BOT, NBD, IBM, amongst others

Exclusive delivery partner for SAP Hybris

Partnered with global leaders to deliver integrated, end-to-end solutions

VINSYS

FULLY INTEGRATED BUSINESS MODEL



SELECT TRAINING PARTNERS

Microsoft | Business Partner IBM | ORACLE | AUTODESK Learning Partner

amazon web services | MIT MANAGEMENT SLOAN SCHOOL | citrix | ISA | PMI Authorized Training Partner

GAQM Global Association for Quality Management | CISCO | CIPS Chartered Institute of Procurement & Supply | unity | PeopleCert All talents, certified.

CERTNEXUS | CMI Chartered Management Institute | The Association of Governance Risk & Compliance | London Business School | ISB

ima The Association of Accountants and Financial Professionals in Business | CITY OF GLASGOW COLLEGE | ISC2 | Red Hat

GICT Training & Certification | Accredited by AIOBP American Institute of Business Psychology | hybris software THE FUTURE OF COMMERCE | Member ALDA American Leadership Development Association

CONTENT AND PLATFORM PARTNERS

PeopleFluent | GOPAS | cegos | docebo | KnowledgeCity

skillsoft | udemy | go1 | percipio | schoox

Global presence with nimble operations

NORTH AMERICA	MIDDLE EAST	INDIA
2 OFFICES | 4 EMPLOYEES	6 OFFICES | 75 EMPLOYEES	4 OFFICES | 264+ EMPLOYEES

Proven through certifications & projects

Industry leading certifications and accreditations enhancing our ability to further revenue growth

International Organization for Standardization ISO 27001

CMMIDEV /5 SM
CMMI®V2.0 / Exp. 2022-11-29 / Appraisal #50104

ISO 9001:2015

Delivered key projects enhancing client operations

- Developed web portal, mobile app, custom ERP and applications for **MHADA[1]**, India's largest reconstruction and repair board
- Deployed VinHRMS at **Vodafone Idea**, powering end-to-end HR management solution for 6,000+ users
- Implemented web-based document management system for **State Bank of India**, India's largest bank
- Upgraded enterprise application platform for **LIC[2]** (India's largest insurer) and led their application migration to drive scalability and security
- Digitized of primary agricultural credit societies for **NABARD** to improve efficiency, transparency, and accountability
- Led API Gateway deployment and system integration for **OWWSC[3]** and conducted a comprehensive cybersecurity audit for **SABIC[4]**

1. Maharashtra Housing and Area Development Authority | 2.Life Insurance Corporation | 3.Oman Water and Wastewater Services Company. | 4.Saudi Basic Industries Corporation

VINSYS' Al Khobar Office, KSA

AGENDA

VINSYS

Growth strategy

Strategic M&A and global partnerships

- Actively seek M&A opportunities in training and e-learning sector, targeting companies with revenues between $500K–$1M
- Strong track record of synergistic JVs and acquisitions to strengthen market presence and bolster financial performance
- Develop cutting-edge training solutions through strategic collaborations

Expanding global footprint

- Solidify our presence in India and UAE, while expanding our footprint in USA, Saudi Arabia, Oman, and Qatar
- Tap underserved and high-growth African markets such as Nigeria, Kenya and Tanzania
- Drive targeted growth initiatives in Australia, New Zealand, and Singapore to expand our reach

Diversification across sectors & service offerings

- Scale existing services across both high-end and mid-market segments
- Leverage IT training expertise to expand into new sectors, including healthcare, hospitality, and manufacturing
- Develop in-house proprietary tools to deliver scalable, efficient client solutions
- Continuously enhance products and services through investment in R&D

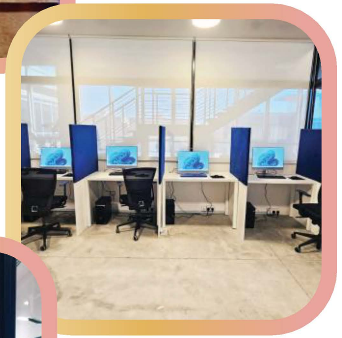
Strengthening brand visibility & client retention

- Enhance brand-building efforts to improve visibility and brand recall
- Drive client retention and increased wallet share through cross-selling opportunities. E.g.: Offering resourcing solutions to existing training clients

VINSYS' Riyadh Office, KSA








VINSYS

AGENDA

1 Executive summary

2 Business performance – FY25

3 About Vinsys

4 Sustainable competitive moats

5 Growth strategy

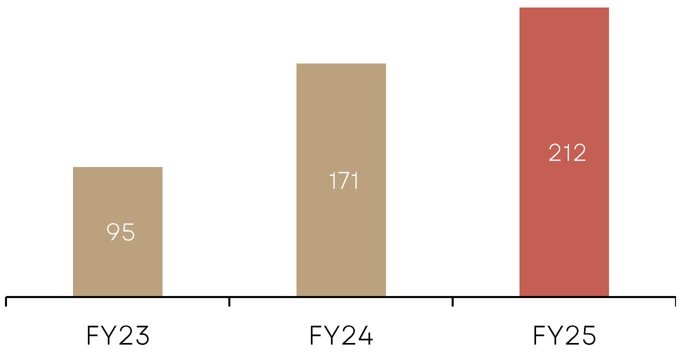
6 Historic business performance

7 Select financial statement data

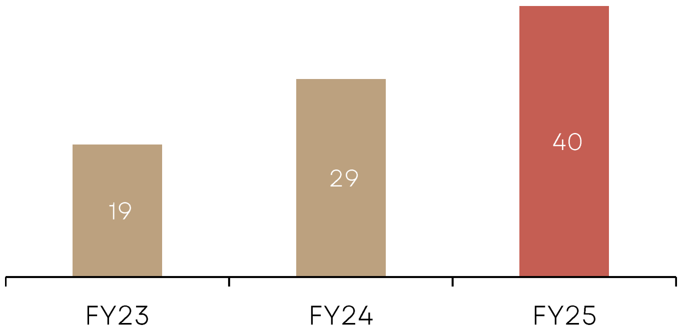
Historic business performance (1/2)

₹ **Crores unless otherwise mentioned**

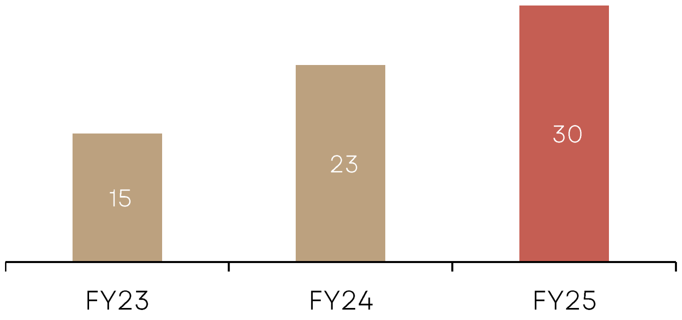
Consolidated revenue



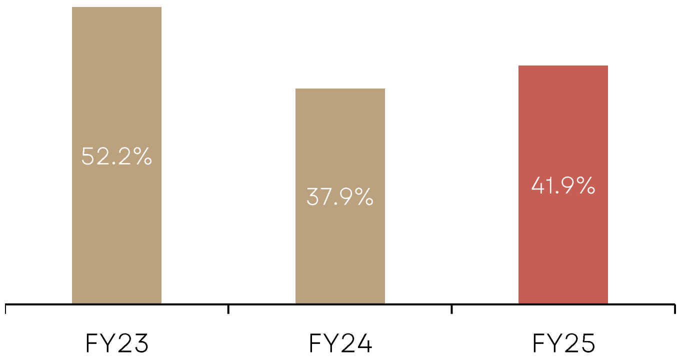
Consolidated EBITDA



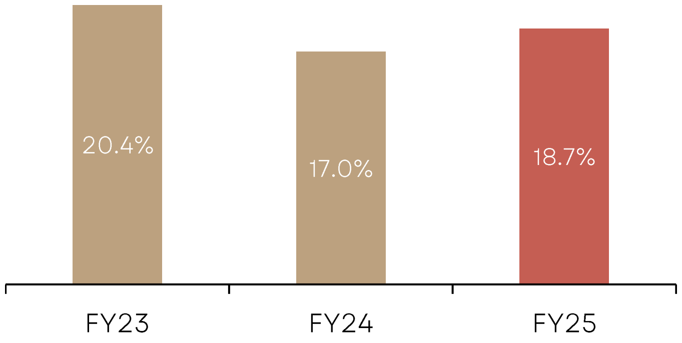
Consolidated PAT



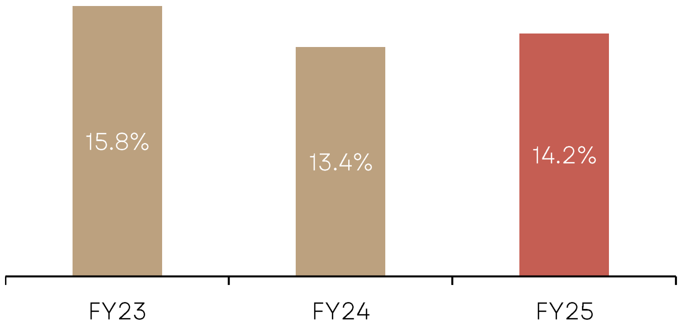
Consolidated gross margin (%)



Consolidated EBITDA margin (%)



Consolidated PAT margin (%)

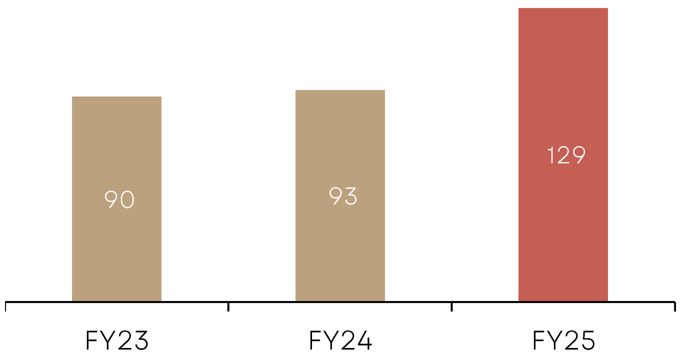


FY23 nos. includes 2 months of manpower business

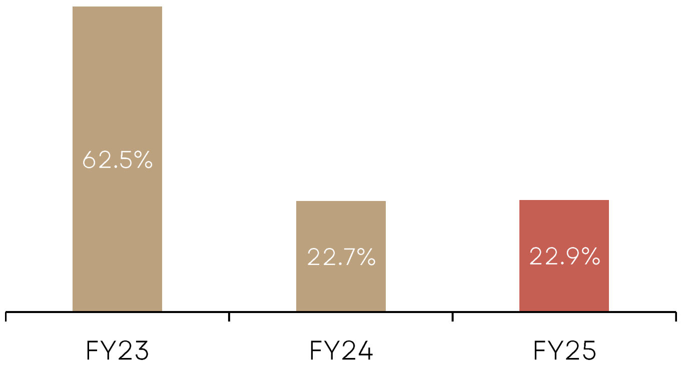
Historic business performance (2/2)

₹ Crores unless otherwise mentioned

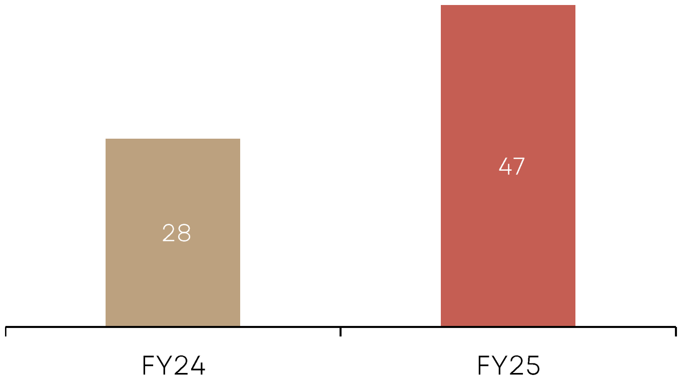
Debtor days (x)



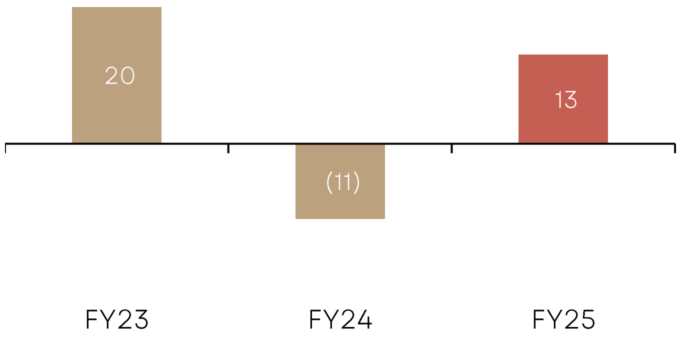
Return on equity (%)



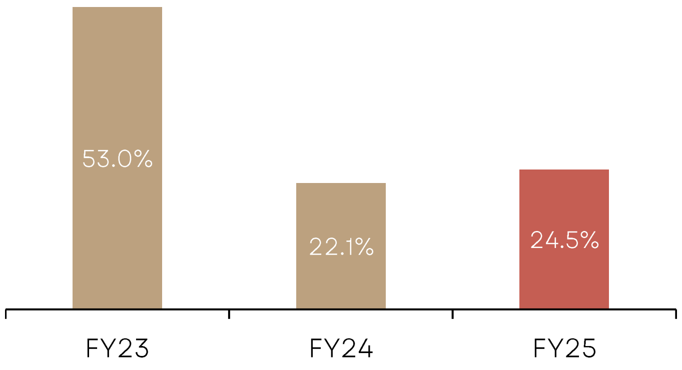
Order book[1]



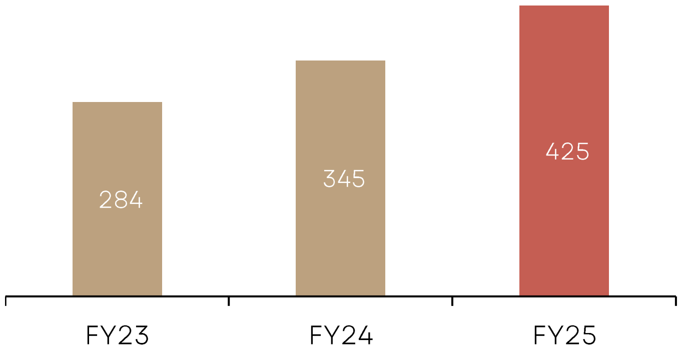
Cashflow from operations



Return on capital employed (%)



No. of employees



FY23 nos. includes 2 months of manpower business

1. For technology services vertical

VINSYS' Muscat Office, Oman

AGENDA

Select income statement data

₹ Crores unless otherwise mentioned	FY24	FY25	YoY change (%)	H2 FY24	H2 FY25	YoY change (%)
Revenue	170.5	211.7	24%	91.3	119.6	31%
Cost of delivery services	105.9	123.1	16%	52.3	67.8	30%
Gross Profit	**64.6**	**88.6**	**37%**	**38.9**	**51.8**	**33%**
Employee benefit expenses	25.4	34.9	38%	14.5	19.0	31%
Other expenses	10.3	14.1	37%	5.4	8.1	51%
EBIDTA	**28.9**	**39.6**	**37%**	**19.1**	**24.7**	**29%**
Depreciation & amortization expenses	2.9	3.8	32%	1.7	2.0	22%
EBIT	**26.0**	**35.8**	**37%**	**17.4**	**22.7**	**30%**
Finance costs	2.5	2.4	-7%	1.2	1.3	7%
Other income	1.1	2.8	148%	1.0	2.4	146%
Profit before tax	**24.7**	**36.2**	**47%**	**17.1**	**23.7**	**38%**
Tax expenses	1.7	6.2	256%	2.2	4.6	105%
Profit after tax	**22.9**	**30.1**	**31%**	**14.9**	**19.1**	**28%**
Minority interest	0.0	0.0	--	0.0	0.0	--
Net income[1]	**22.9**	**30.0**	**31%**	**14.9**	**19.1**	**28%**
EPS (₹)	**17.3**	**20.5**	**18%**	**10.2**	**13.0**	**28%**

1. Attributable to the equity owners of the company

Healthy balance sheet

₹ Crores unless otherwise mentioned			
Assets	**FY24**	**FY25**	**YoY change (%)**
PPE and intangible assets	6.4	7.7	20%
Intangible Assets & Goodwill	12.5	16.4	31%
Capital work-in-progress	22.1	28.7	30%
Non-current assets	5.9	5.9	-1%
Cash and investments[1]	24.1	21.5	-11%
Trade Receivables	43.5	74.9	72%
Other current assets	23.4	25.3	8%
Total	**137.9**	**180.3**	**31%**
Equity and Liabilities	**FY24**	**FY25**	**YoY change (%)**
Equity capital and reserves	101.0	131.1	30%
Minority interest	0.1	0.1	18%
Borrowings	18.0	19.4	7%
Non-Current Liabilities	0.7	0.6	-9%
Current Liabilities	18.2	29.1	60%
Total	**137.9**	**180.3**	**31%**

1. Includes non-current financial investments

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FY24 Annual Report

H1 FY25 Investor Presentation

Our physical presence

INDIA

Pune

Shivaji Niketan, Tejas Society, Behind Kothrud Bus Stand, Near Mantri Park, Kothrud, Pune -411038

Hyderabad

1st floor, Sai Prithvi Cyber Arcade, Hitech City Rd, above Bata show room, Megha Hills, Sri Rama Colony, Madhapur, Hyderabad, Telangana -500081

Delhi NCR

Akasa Business Centre, 3rd Floor, C-27, Trapezoid IT Park, Sector-62, Noida -201301

Bengaluru

421/A, First Floor, 80 Feet Rd, 6th Block, Near NGV Signal, Koraman-gala, Bengaluru, Karnataka 560095

UAE

Dubai

304, City Tower 2, Near Crown Plaza, Sheikh Zayed Road. Dubai, UAE. P.O.Box -213279

Abu Dhabi

Office #603, Madinat Zayed Office Tower, Muroor Road, Abu Dhabi, UAE, P.O. Box- -109485

KSA

Riyadh

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Al Khobar

Office 14, Curvatures Mall, King Fahd Bin Abdul Aziz Rd, Al Bandariyah, Al Khobar-34423

USA

New York

132 West 31st Street, First Floor,New York, USA -10001

Wilmington

1209 Orange Street, Wilmington, DE -19801

QATAR

Doha

Office No. 131-04, Floor No. 1, Regus Business Centre, No. 65, Doha, Qatar

OMAN

Muscat

21/6, Al Khuwair, Boucher Bait Al Reem Muscat Sultanate of Oman

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THANK YOU

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