

**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 | **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

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



Company
Vinsys IT Services India Limited
Ms. Saneeka Dhamankar
Chief Financial Officer
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(E) raj@capbridge.in
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(M) +91 992 591 1296

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

Investor Presentation
FY25 Earnings Update

www.vinsys.com



VINSYS HQ



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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%



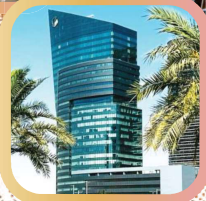
Client retention	CY	98%+
	PY	96%+



Total headcount	CY	425
	YoY change	+23%

1. For technology services vertical

India, UAE, KSA,
USA, Qatar, Oman



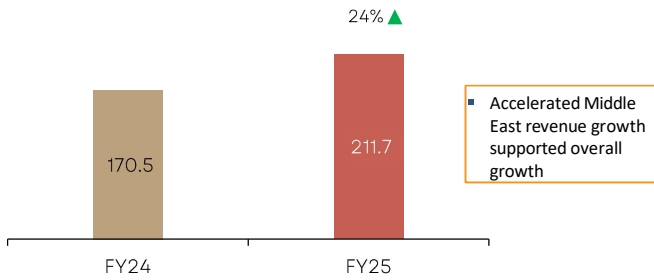
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Robust delivery across key metrics – FY25

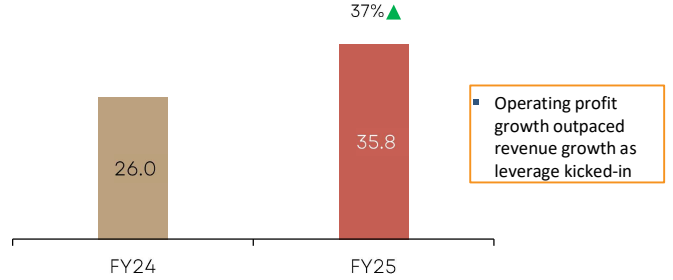


Consolidated revenue

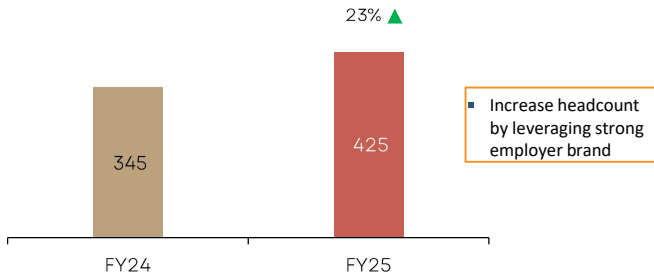


EBIT

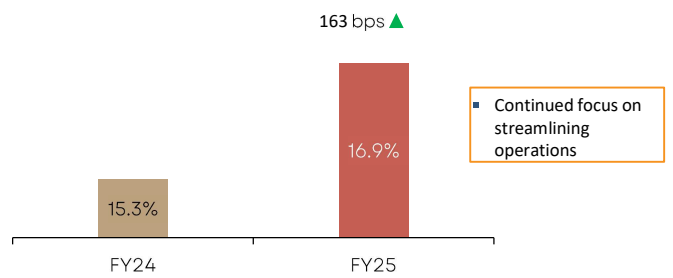
₹ Crores unless otherwise mentioned



Headcount



EBIT margin (%)

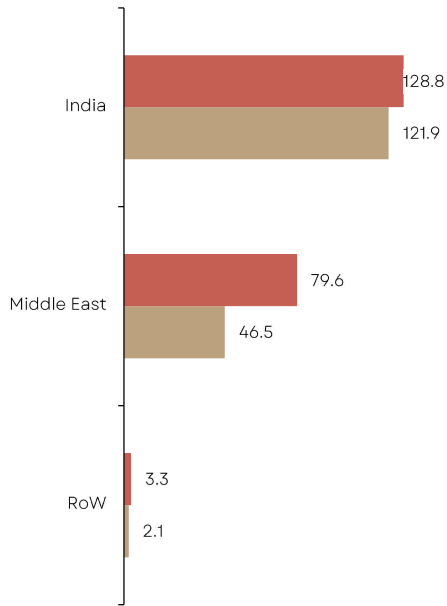


Strong performance across geographies, businesses & sectors

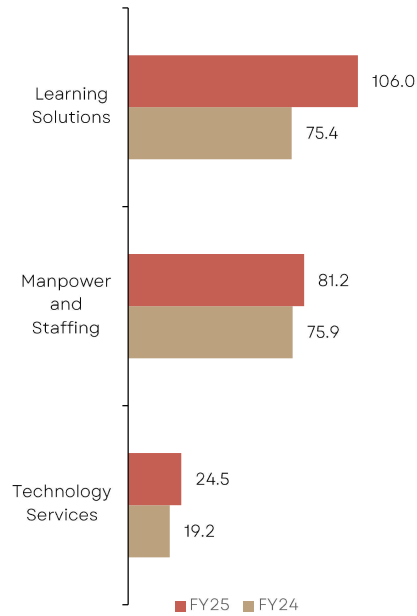


₹ Crores

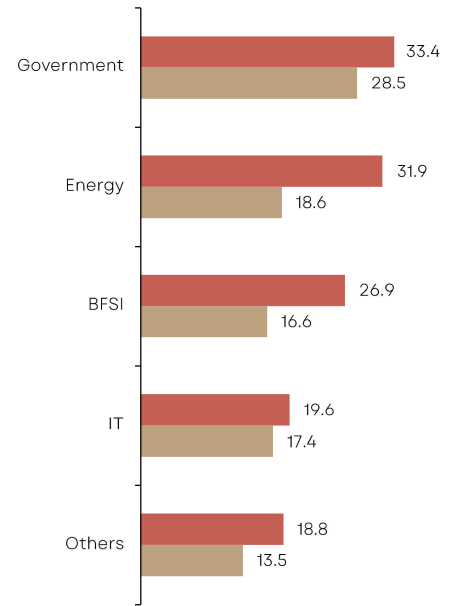
Middle East revenue was up 71% YoY on account of timely capital deployment & on-ground execution



Learning solutions & technology services continue to do well



Witnessed secular growth across sectors¹



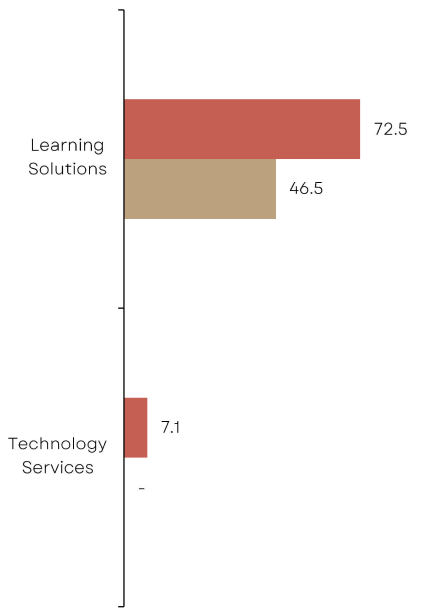
1. Excludes manpower business; Government includes semi-government bodies

Segment revenue across geographies

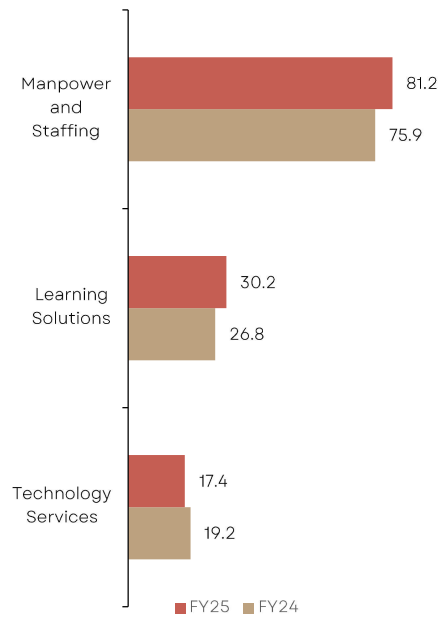


₹ Crores

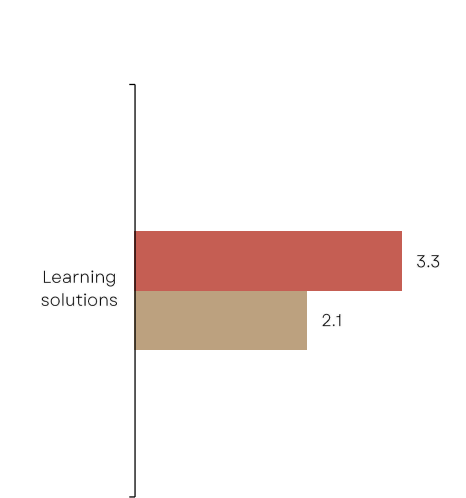
Middle East



India



Rest of the world



VINSYS' Dubai Office, UAE



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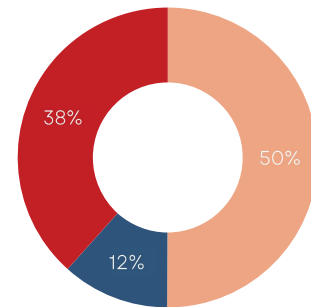
About Vinsys IT Services India Limited



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:

FY25 revenue breakup



- Learning solutions
- Technology services
- Manpower and staffing

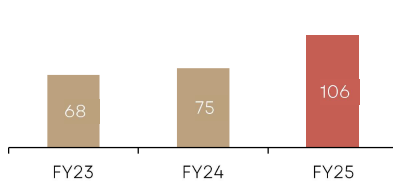
<u>5,000+</u> Clients	<u>10 Mn+</u> Professionals trained	<u>2,500+</u> Subject matter experts	<u>5,000+</u> Course offerings	<u>250+</u> Software projects executed	<u>80 Mn+</u> Words translated
<u>90%+</u> Client retention	<u>300,000+</u> Titles in OTS course library	<u>3,000+</u> E-learning projects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

25+ years of innovation and impact

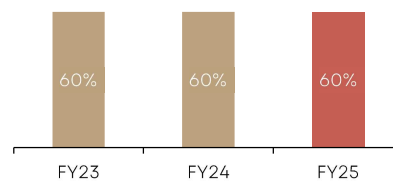


Learning solutions

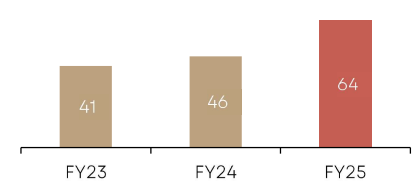
Revenue¹



Gross Margin



Gross Profit¹



Sub segments

Corporate training & certification

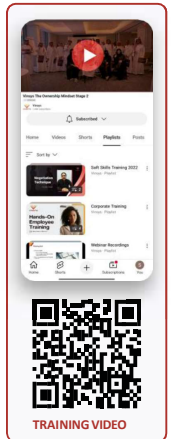
- Bespoke training solutions for corporates and educational institutions
- **Offerings:** IT, AI, cybersecurity, cloud computing, project management, amongst others
- Comprehensive training for professional development through our Business Academy initiative
- Serving 26 U.S. government-affiliated clients

Digital learning

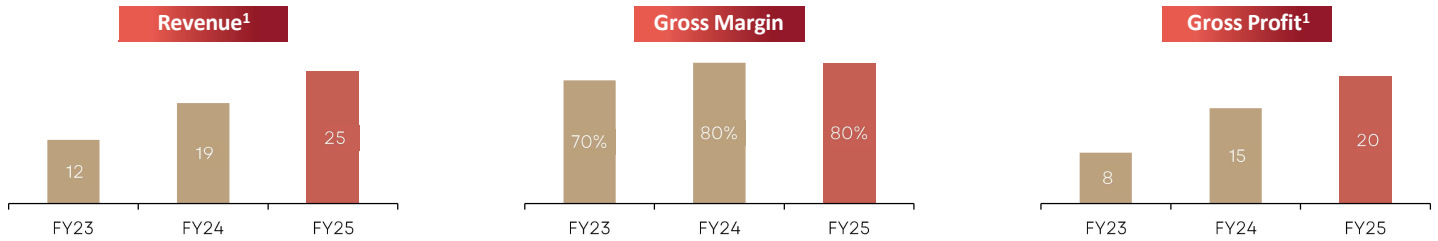
- Complements training solutions and certification business
- Incorporated VR² to create immersive and engaging learning experience
- Provide access to high-quality digital content, incl. interactive modules, content creation tools, and LMS³ through **DigiLearn**
- Enhance user engagement by allowing 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



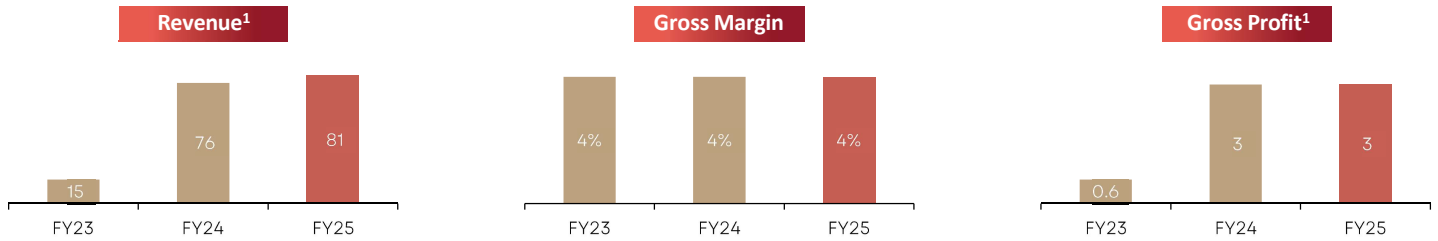
Technology services



<p>About the business</p>	<ul style="list-style-type: none"> Tailored SaaS solutions offered as standalone tools or an integrated suite Drive digital transformation through enabling real-time tracking, monitoring, and control
<p>Moats</p>	<ul style="list-style-type: none"> 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
<p>Growth strategy</p>	<ul style="list-style-type: none"> 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
<p>Clientele</p>	

<p>Products</p>	
<ul style="list-style-type: none"> VinBPM VinCRM VinHRMS 	<ul style="list-style-type: none"> VinLMS VinProctomate
<p>Service Offerings</p>	
<ul style="list-style-type: none"> Cyber security services Managed IT Services Custom Application Development Digital Assurance and Quality Engineering Design Lab 	

Manpower & staffing



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

VINSYS' Doha Office, Qatar



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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

Customer centricity

Comprehensive offerings

Global presence

Certifications

16

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



<p>IT SERVICES</p>	<p>GOVERNMENT</p>	<p>TELECOM</p>	<p>OTHER INDUSTRIES</p>
<p>BANKING & FINANCE</p>	<p>ENERGY</p>	<p>FMCG</p>	<p>EDUCATION & LEARNING</p>

People
Customer centricity
Comprehensive offerings
Global presence
Certifications

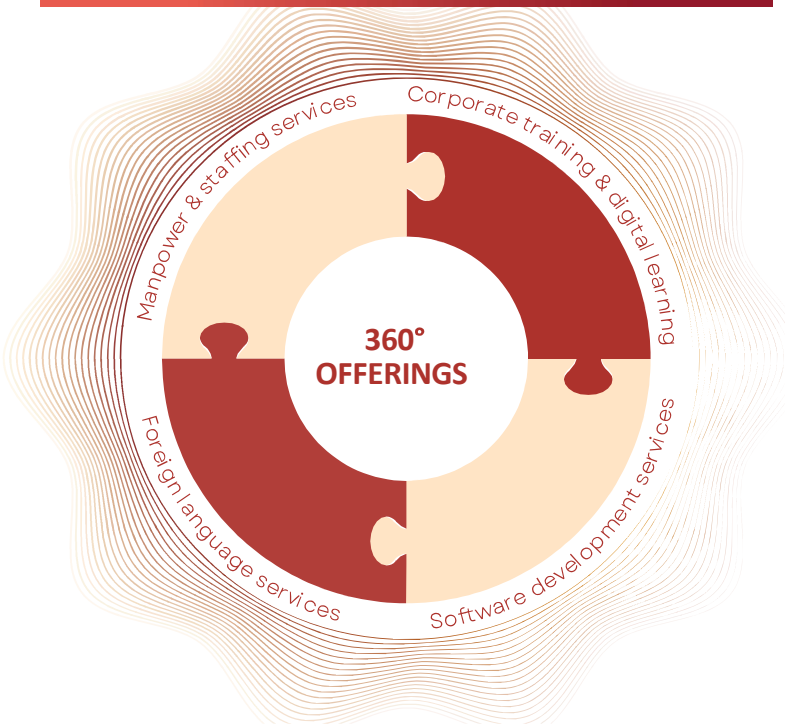
Awards and accreditations



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



FULLY INTEGRATED BUSINESS MODEL



SELECT TRAINING PARTNERS



CONTENT AND PLATFORM PARTNERS



People

Customer centricity

Comprehensive offerings

Global presence

Certifications

Global presence with nimble operations



NORTH AMERICA
2 OFFICES | 4 EMPLOYEES

MIDDLE EAST
6 OFFICES | 75 EMPLOYEES

INDIA
4 OFFICES | 264+ EMPLOYEES

People

Customer centricity

Comprehensive offerings

Global presence

Certifications

Proven through certifications & projects

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



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



Implemented web-based document management system for **State Bank of India**, India's largest bank



Digitized of primary agricultural credit societies for **NABARD** to improve efficiency, transparency, and accountability



Deployed VinHRMS at **Vodafone Idea**, powering end-to-end HR management solution for 6,000+ users



Upgraded enterprise application platform for **LIC**² (India's largest insurer) and led their application migration to drive scalability and security



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



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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

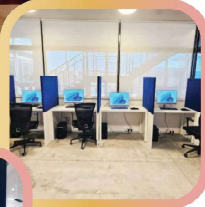


Enhance brand-building efforts to improve visibility and brand recall



Drive client retention and increased wallet share through cross-selling opportunities. E.g.: Offering resourcing solutions to existing training clients

VINSYS' Riyadh Office, KSA



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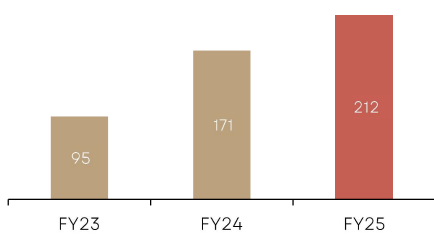
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Historic business performance (1/2)

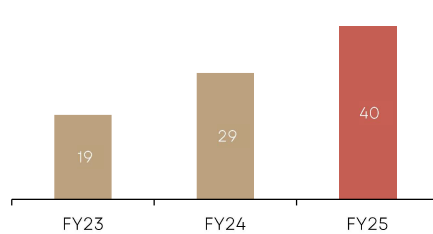


₹ Crores unless otherwise mentioned

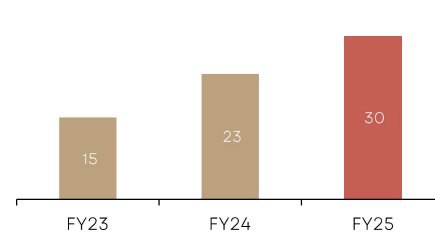
Consolidated revenue



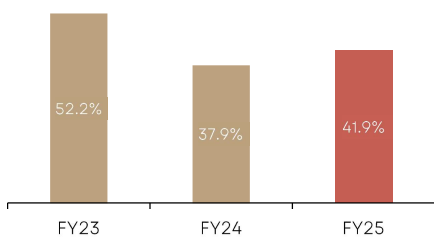
Consolidated EBITDA



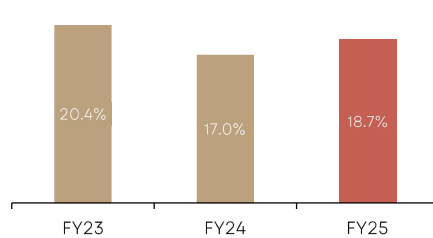
Consolidated PAT



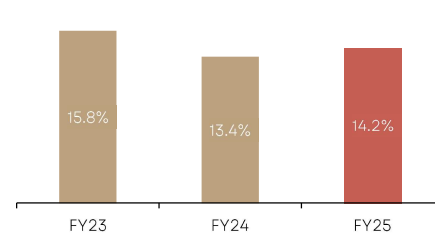
Consolidated gross margin (%)



Consolidated EBITDA margin (%)



Consolidated PAT margin (%)



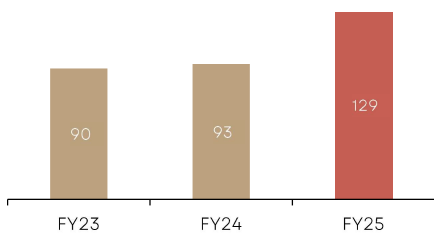
FY23 nos. includes 2 months of manpower business

Historic business performance (2/2)

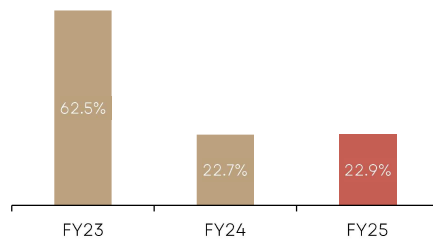


₹ Crores unless otherwise mentioned

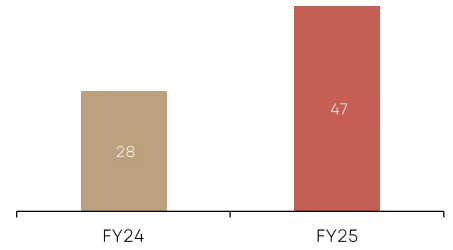
Debtor days (x)



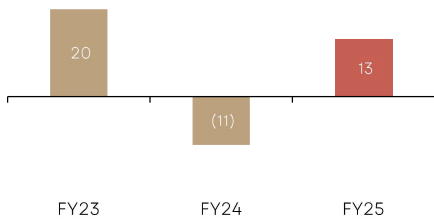
Return on equity (%)



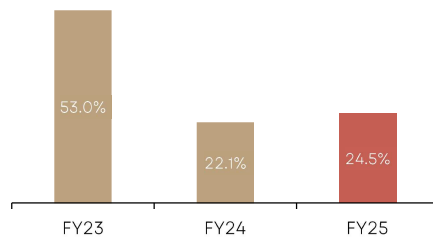
Order book¹



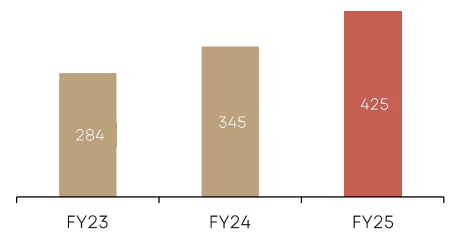
Cashflow from operations



Return on capital employed (%)



No. of employees



FY23 nas. includes 2 months of manpower business
1. For technology services vertical

VINSYS' Muscat Office, Oman



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



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 income¹	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
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OMAN

Muscat

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