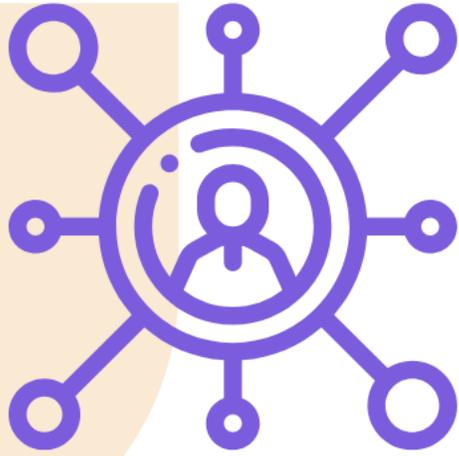


Investor Presentation

FY25-26 Q1

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Highlights – For FY25–26 Q1

Rs. Crores, Consolidated

Particulars	FY 23-24	FY 24-25	FY 24-25 Q1	FY 25-26 Q1	YoY % Growth
Revenue	54.99	85.77	18.33	26.69	45.6%
EBITDA	3.48	19.82	3.82	6.31	65.2%
EBITDA %	6.3%	23.1%	20.8%	23.6%	
PAT	(1.95)	11.89	2.29	3.56	55.5%
PAT %		13.9%	12.5%	13.3%	
EPS (Rs.)	(5.15)	13.16	3.22	3.42	
DSO	145	84	77	63	

Asset acquisition from Estel Technologies, India and share acquisition of Estel FZE, UAE closed effective 1st July.

General Highlights

Percentage of target revenue of FY25-26 that has been contracted: 96%*

Percentage of target revenue of FY26-27 that has been contracted: 49%*

Average Revenue Per Customer (annualized): Rs. 2.74 crores.

Expected Revenue CAGR over the next 3 years: 25% to 30%.

*Combination of Recurring + Re-occurring + One Time revenue streams.

Acquisition and Rationale

Estel is a telecom software company with presence in Asia, Middle East and Africa – larger opportunity to cross sell products to different telcos.

Estel has multiple products which are critical for telcos – eRecharge, Sales & Distribution Management, Mobile Money Solution and Voucher Management.

Acquired at an attractive valuation of Rs. 41 crores, including a contingent payment of Rs. 12 crores payable upon achievement of revenue targets.

This acquisition will help Pelatro to deepen the engagement with various telcos as they will be using multiple products from us – we will be a more critical partner.

The acquisition is likely to be value accretive.

Products and Services **CVM Division**

"A platform conceptualized and designed for marketers by experts with decades of industry and domain experience employing AI/ML"

Contextual Campaign Management Solution

Launch and manage the entire campaign lifecycle for both customers and retailers.

Contextual Loyalty Management Solution

Deliver loyalty programs to reward and retain customers.

Customer Data Platform

Generates 360 deg view of subscribers through identity resolution to power customer engagement.

Data Monetisation Solution

Easily extend campaign management services to enterprise customers and monetize customer data.

Unified Communication Solution

A highly scalable and reliable solution for all your A2P/P2A communication needs.

Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.

Products and Services **Estel Division**

“Specialized payment solutions, prepaid recharge and distribution to achieve digital transformation within telcos”

eRecharge and Voucher Management Solution

Full featured and holistic prepaid recharge solution including multiple modules within same frame work.

Sales & Distribution Management Solution

Manages distribution and sales of physical and virtual products within the partner and customer ecosystem.

Mobile Money Platform

End-to-end facilitation of mobile money transactions, complete with extensive analytics.

Managed Services (Eco-system enablement)

Comprehensive business consulting, business operations and IT operations support with a dedicated and skilled workforce.



REVENUE MODEL

Repeat Revenue

One Time Revenue

Recurring Revenue

Re-occurring Revenue

Monthly Fixed License Fee ●

AMC ●

Managed Services ●

Gain Share ●

● Change Requests

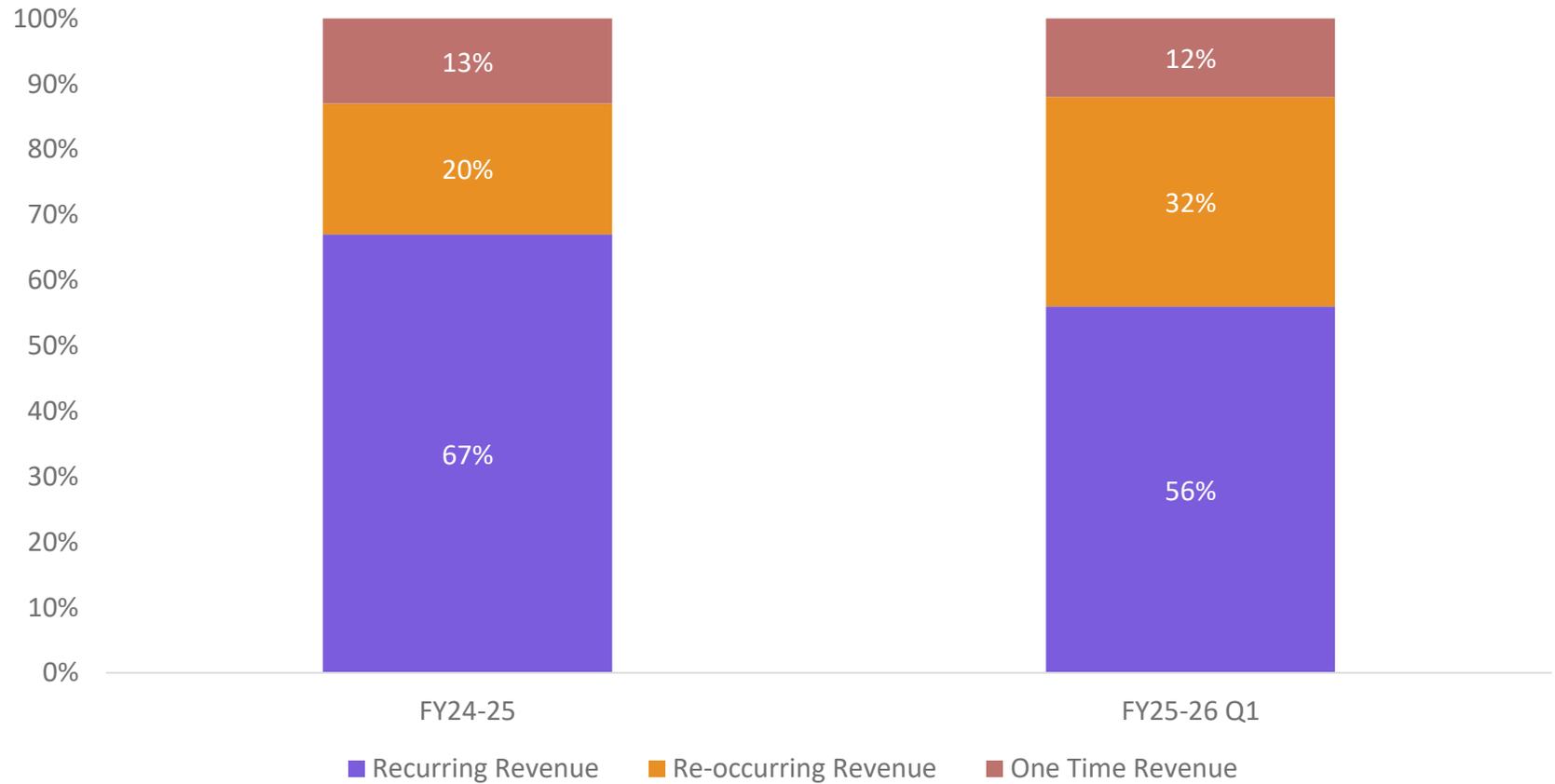
● Perpetual License

● Implementation Fee



REVENUE MODEL

Contd.



Actively pursuing a 3-pillar Growth Strategy

GEOGRAPHIC EXPANSION

Our two fold approach is to target specific geographies and specific telcos and banks within those geographies. The business is set to replicate its land-and-expand strategy of entering a group through one OpCo and then expanding into "sister" OpCos.

EXPANSION OF RECURRING REVENUE PER CUSTOMER

After winning an account with any possible revenue model, the endeavour is to either add a new recurring revenue stream and then to increase it or to increase the existing recurring revenue stream. Our recurring revenue per customer and also as a proportion of total revenue have been growing steadily.

SERVICE EXPANSION

While all customers license our products, not all of them procure services from us. This is an opportunity for growth.



Financial Summary

Profit & Loss

Consolidated

Particulars	FY25-26 Q1 (Rs. Crores)	FY24-25 Q1 (Rs. Crores)
Revenue from Operations	26.69	18.33
Other Income	0.51	1.05
<i>Total Income</i>	<i>27.20</i>	<i>19.38</i>
Employee Expenses	15.63	12.44
Other Expenses	5.26	3.12
<i>Total Expenses</i>	<i>20.89</i>	<i>15.56</i>
<i>EBITDA</i>	<i>6.31</i>	<i>3.82</i>
D&A Expenses	1.52	0.55
Finance Expenses	1.01	0.35
<i>Profit Before Tax</i>	<i>3.78</i>	<i>2.92</i>
Current and Deferred Tax	0.22	0.63
Profit After Tax	3.56	2.29
Basic and Diluted EPS (in Rs.)	3.42	3.22

Balance Sheet

Consolidated

Particulars	FY25-26 Q1 (Rs. Crores)	FY24-25 (Rs. Crores)
Property, Plant & Equipment	20.71	21.11
Other Non-current Assets	52.86	53.11
Trade Receivables	18.38	19.86
Cash and Cash Equivalents	35.89	36.03
Other Current Assets	9.90	6.96
Total Assets	137.74	137.07
Equity Share Capital	10.41	10.41
Other Equity	72.39	69.04
Non-current Borrowings	11.88	12.43
Other Non-current Liabilities	30.64	30.88
Current Borrowings	1.54	1.51
Trade Payables	5.11	3.20
Other Current Liabilities	5.77	9.60
Total Equity and Liabilities	137.74	137.07

Cash flow

Consolidated

Particulars	FY25-26 Q1 (Rs. Crores)	FY24-25 (Rs. Crores)
Operating profit before changes in working capital	6.69	19.09
(Increase)/decrease in operating assets	(1.66)	(8.08)
Increase/(decrease) in operating liabilities	(1.00)	14.21
Direct taxes paid (net of refund)	(2.10)	(5.01)
Net cashflow from operating activities	1.93	20.20
Outflow on fixed assets and CWIP	(0.22)	(44.54)
Foreign exchange fluctuation	(0.21)	(0.74)
Interest income	0.37	0.85
Net cash used in investing activities	(0.06)	(44.42)
Capital raise less expenses	-	56.49
Finance cost and lease payments	(1.46)	(2.35)
Proceeds/(repayment) of borrowings	(0.55)	(1.44)
Net cashflow from financing activities	(2.01)	52.70
Net increase/(decrease) in cash	(0.14)	28.48

Thank You

