

## February 20, 2025

The Manager Corporate Relationship Department <b>BSE Limited</b> Floor 25, Phiroze Jeejeebhoy Tower Dalal Street, Mumbai-400001	The Manager – Listing Department <b>National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor Plot No. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai-400051
BSE Scrip Code: <b>532341</b>	NSE Symbol: <b>IZMO</b>

Dear Sir/Madam,

### **Subject: Investors' Presentation.**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of Investors Presentation with respect to Business Overview of Izmo Limited ("the Company").

Further a copy of the same is also available on the website of the Company, viz., **[www.izmoltd.com](http://www.izmoltd.com)**

Kindly take the same on record.

Thanking You

Yours faithfully,  
for **IZMO Limited**

**Varun Kumar A S**  
*Company Secretary and Compliance Officer*

Enc: As Above

## izmo Ltd.

177/2C, Bilekahalli Industrial Area,  
Bannerghatta Road, Bangalore-560 076, India

[www.izmoltd.com](http://www.izmoltd.com)

CIN: L72200KA1995PLC018734



# **IZMO** Limited

**Investor Presentation**

**Q3 & 9M FY25**





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**izmoltd.**

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**01**  
**Consolidated**  
**Financial Highlights**

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**Commenting on the results,  
Mr. Sanjay Soni, Managing  
Director, IZMO Ltd said :**

*"I am happy to share that we have continued to charter our upward trajectory this quarter, with performance being well in line with expectations. We are witnessing rising demand for our products across key markets.*

*Our client-base continued to grow this quarter, with 234 new clients added in the US, majority of them for FrogData AI suite, and 43 new clients in Europe and UK. This reflects the recognition that our products are getting in new and existing markets, based on the value addition they give for users.*

*In the quarter ended 31<sup>st</sup> December 2024, we reported a 16.8% year-on-year growth in revenue at Rs. 58.7 crores. EBITDA excluding other income and PAT were Rs. 8.3 crores and Rs.6.1 crores, respectively. The new client additions and higher sales prices spurred growth in top line. Investments in our talent pool and in ramping up operations at our 3D semiconductor packing business, had a bearing on the margins.*

*Integration of the recently acquired Geronimo is progressing well, while we are ramping up operations at our subsidiary Izmo Microsystems. We are among the few players in India capable of offering 3D semicon packaging and System in Package solutions for automotive, aerospace and renewable energy spaces. Izmo Micro already has over 10 clients across the domestic and international markets.*

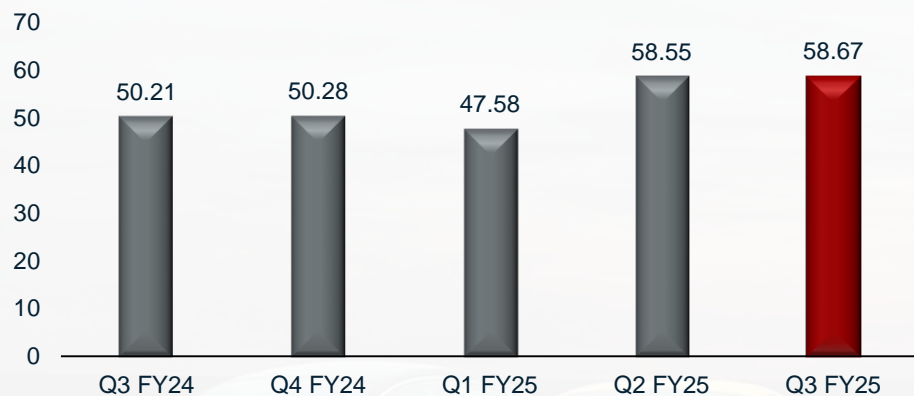
*Overall, we remain optimistic about the fiscal year. I would like to thank the entire Izmo team and all our stakeholders for their support, which pushes the Company forward."*



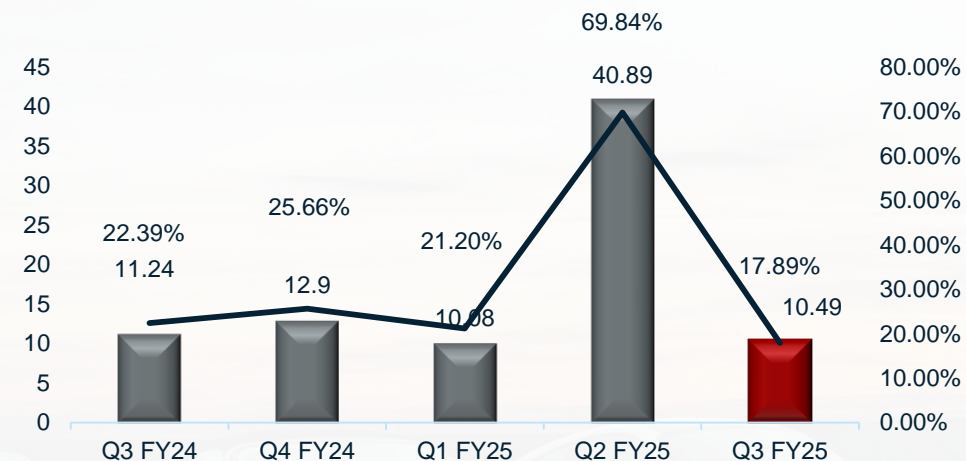


# Consolidated Quarterly Financial Highlights

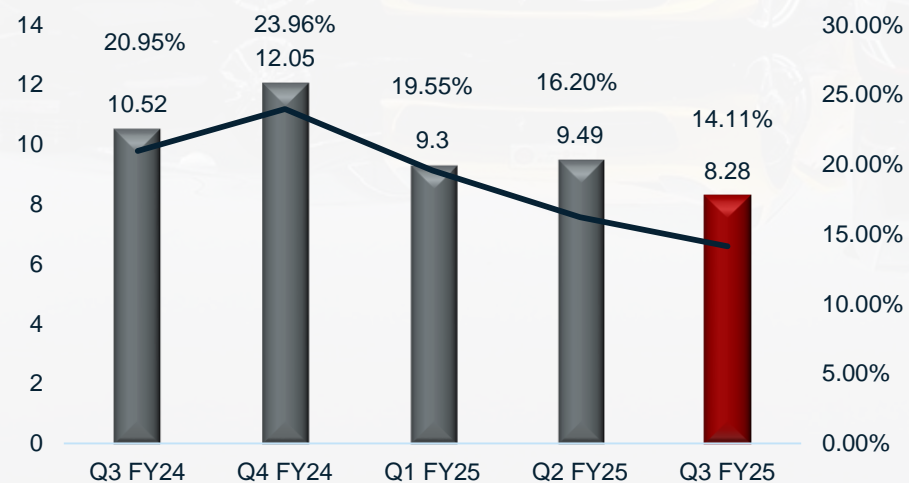
### Revenue from Operations (Rs. Cr.)



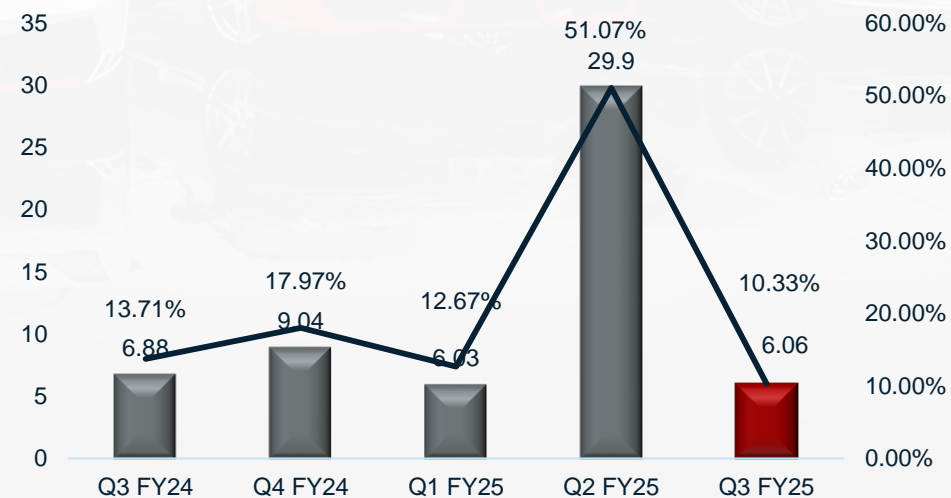
### EBITDA (incl. other income) (Rs. Cr.) / Margin (%)



### EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



### PAT (Rs. Cr.) / Margin (%)





# Consolidated Quarterly Financial Highlights

**izmoltd.**

Rs. Crs	Q3 FY25	Q3 FY24	YoY%	Q2 FY25
Income from Operations	58.67	50.21		58.55
Other Operating Income	0.00	0.00		0.00
<b>Total Income from Operations</b>	<b>58.67</b>	<b>50.21</b>	<b>16.83%</b>	<b>58.55</b>
Raw Material Expenses	0.80	1.28		0.83
Employee Cost	29.08	22.27		31.50
Other Costs	20.51	16.14		16.73
Total Expenditure	<b>50.39</b>	<b>39.69</b>	<b>26.94%</b>	<b>49.07</b>
<b>EBITDA (excluding other income)</b>	<b>8.28</b>	<b>10.52</b>	<b>(21.31%)</b>	<b>9.49</b>
<b>EBITDA Margin %</b>	<b>14.11%</b>	<b>20.95%</b>	<b>(684 bps)</b>	<b>16.20%</b>
Other Income	2.22	0.72		31.41
Depreciation	3.94	4.13		3.96
Interest	0.11	0.23		0.15
<b>Profit Before Tax</b>	<b>6.45</b>	<b>6.88</b>	<b>(6.32%)</b>	<b>34.39</b>
Tax	0.39	0.00		4.49
<b>Profit After Tax</b>	<b>6.06</b>	<b>6.88</b>	<b>(11.97%)</b>	<b>29.90</b>
<b>PAT Margin %</b>	<b>10.33%</b>	<b>13.71%</b>	<b>(338 bps)</b>	<b>51.07%</b>
EPS in Rs.	4.07	5.12		21.14

- Revenue growth driven by expanding clientele across the US and Europe coupled with higher sales prices

- Investment in skilled talent & ramping up Izmo Micro operations, impacted margins

- Client accretion for FrogData continues to grow





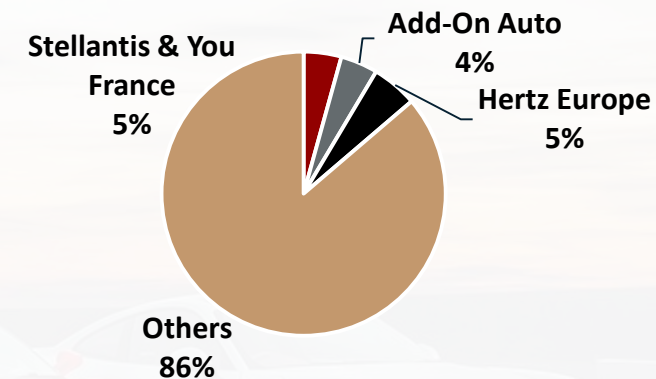
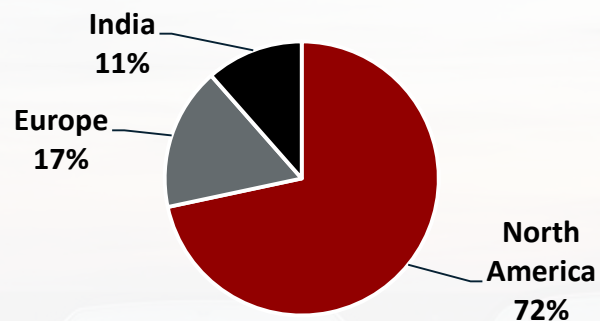
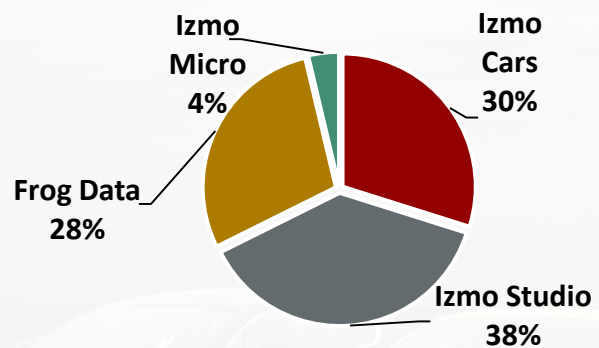
# Revenue Bifurcations

### By Business Divisions

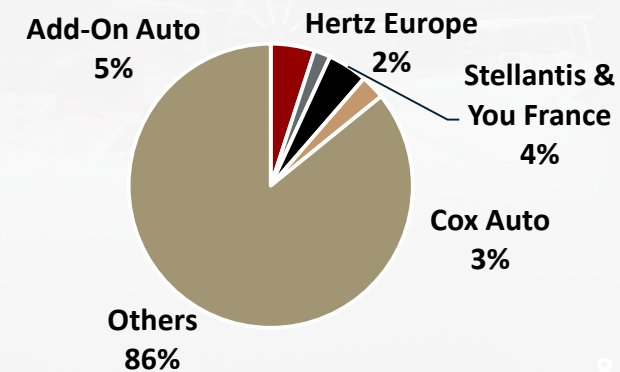
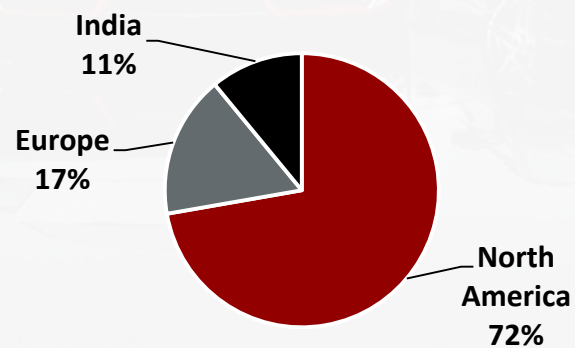
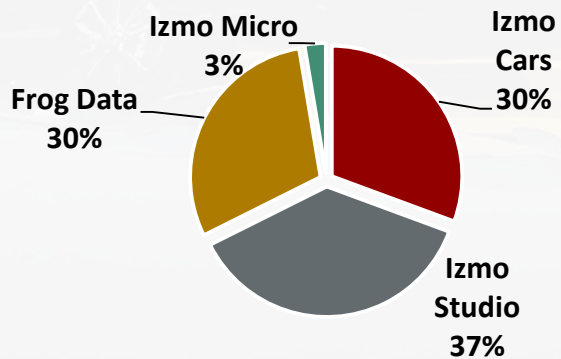
### By Geography

### Top Customers

Q3 FY25



9M FY25

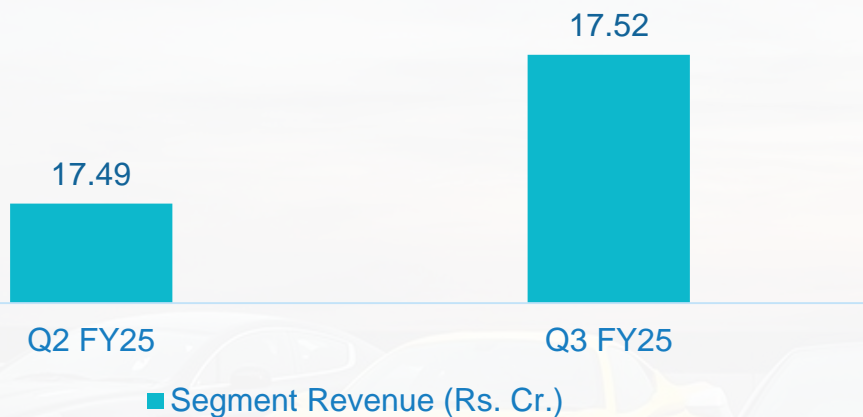




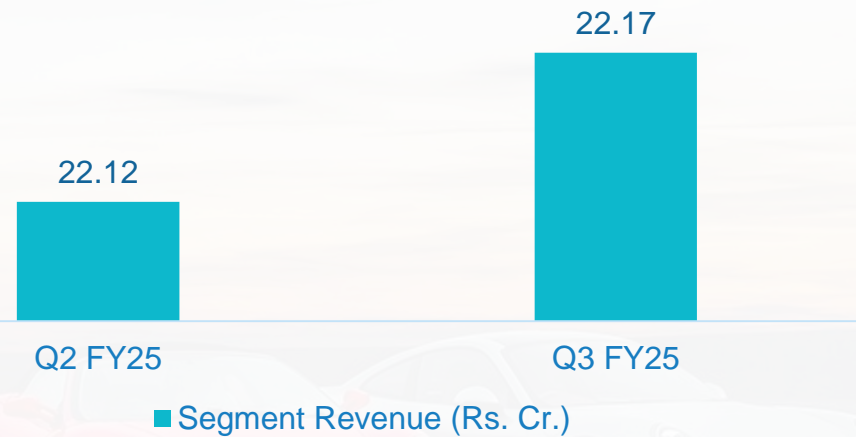
# Consolidated Segmental Revenue

**izmoltd.**

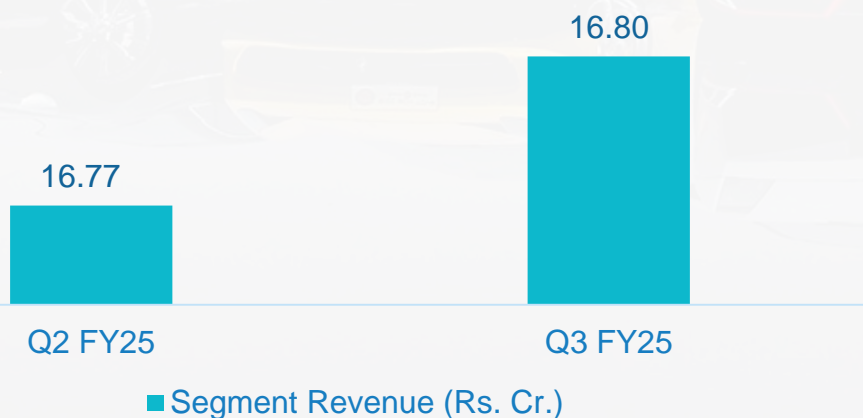
## Izmo Cars



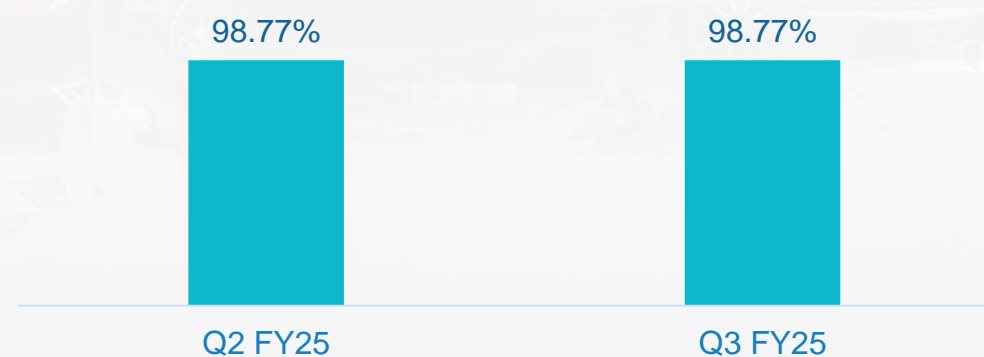
## Izmo Studio



## Frog Data



## Gross Revenue Retention (GRR %)



*GRR – Percentage of renewed revenue*





# Consolidated Nine Months Financial Highlights

**izmoltd.**

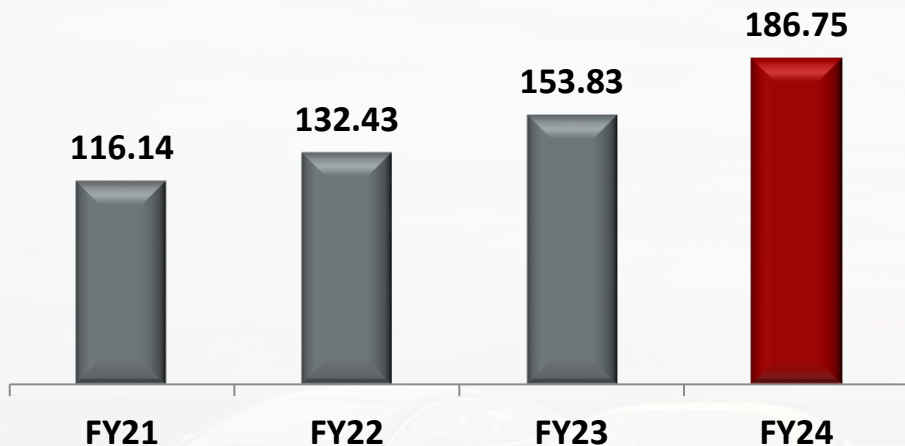
Rs. Crs	9M FY25	9M FY24	YoY %
Income from Operations	164.80	136.46	
Other Operating Income	0.00	0.00	
<b>Total Income from Operations</b>	<b>164.80</b>	<b>136.46</b>	<b>20.77%</b>
Raw Material Expenses	2.63	2.82	
Employee Cost	83.84	61.82	
Other Costs	51.26	43.98	
Total Expenditure	<b>137.73</b>	<b>108.61</b>	<b>26.81%</b>
<b>EBITDA (excluding other income)</b>	<b>27.07</b>	<b>27.85</b>	<b>(2.81%)</b>
<b>EBITDA Margin %</b>	<b>16.42%</b>	<b>20.41%</b>	<b>(399 bps)</b>
Other Income	34.41	2.49	
Depreciation	11.77	12.23	
Interest	0.44	0.74	
<b>Profit Before Tax</b>	<b>46.87</b>	<b>17.36</b>	<b>170.02%</b>
Tax	4.88	0.34	
<b>Profit After Tax</b>	<b>41.99</b>	<b>17.01</b>	<b>146.81%</b>
<b>PAT Margin %</b>	<b>25.48%</b>	<b>12.47%</b>	<b>1301 bps</b>
EPS in Rs.	29.43	12.67	

- *Growth in top line due to rising demand from new & existing customers, and higher selling prices*
- *Costs towards manpower and ramping up Izmo Micro, impacted margins*
- *FrogData continues to gain momentum*

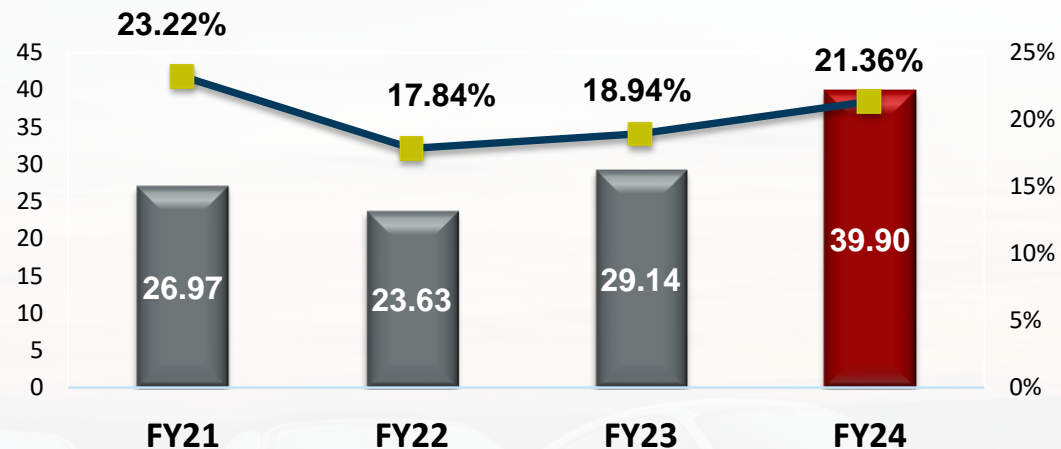


# Consolidated Annual Financial Highlights

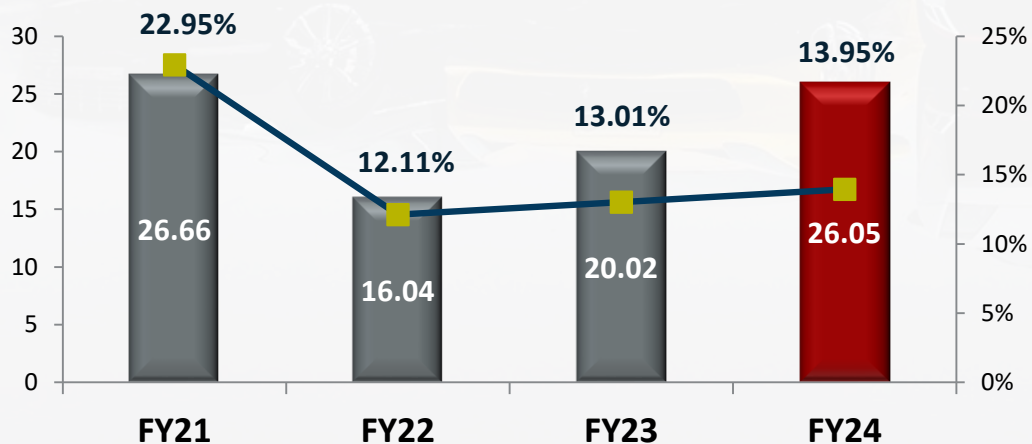
Revenue from Operations (Rs. Cr.)



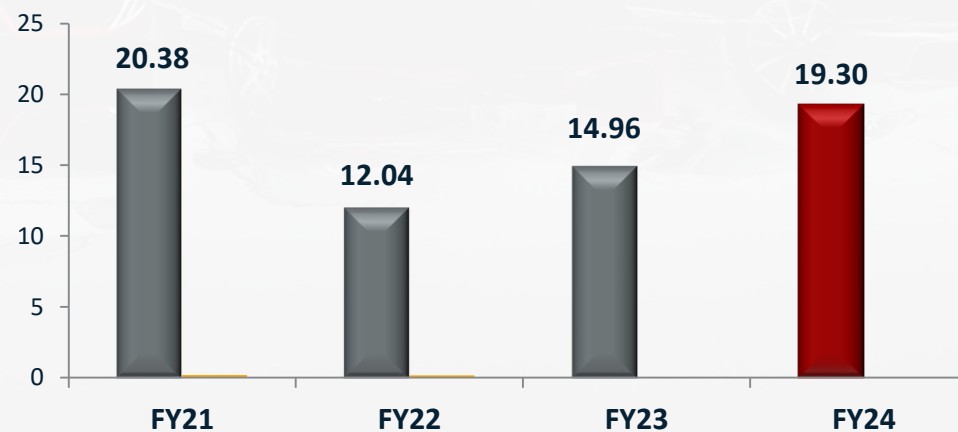
EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Basic EPS (Rs.)





# Consolidated Balance Sheet Highlights

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Rs. Cr.	30 <sup>th</sup> Sept 2024	31 <sup>st</sup> March 2024
<b>Shareholders Funds</b>	<b>343.74</b>	<b>306.45</b>
Share Capital	14.15	14.11
Other Equity	329.60	292.34
<b>Non Current Liabilities</b>	<b>7.03</b>	<b>7.61</b>
<b>Financial Liabilities</b>		
LT Borrowings	3.59	4.41
LT Provisions	3.44	3.20
<b>Current Liabilities</b>	<b>51.90</b>	<b>49.61</b>
Trade Payables	2.91	4.45
Other Financial Liabilities	3.53	4.89
ST Provisions	0.65	0.61
Other Current Liabilities	40.09	38.87
Current Tax Liabilities (Net)	4.73	0.81
<b>Total Equity &amp; Liabilities</b>	<b>402.68</b>	<b>363.68</b>

Rs. Cr.	30 <sup>th</sup> Sept 2024	31 <sup>st</sup> March 2024
<b>Non Current Assets</b>	<b>275.01</b>	<b>266.48</b>
Property Plant & Equipment	5.50	3.58
Capital work in progress	0.00	0.00
Investment Property	0.00	1.51
Other Intangible Assets	262.05	255.98
Deferred Tax Assets	0.71	0.47
Other Non-Current Assets	6.75	4.94
<b>Current Assets</b>	<b>127.67</b>	<b>97.20</b>
Inventories	0.09	0.00
Trade receivables	69.24	56.31
Cash & Cash equivalents	27.61	16.92
Other Financial Assets	30.74	23.96
<b>Total Assets</b>	<b>402.68</b>	<b>363.68</b>





## 02 Company Overview

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# Core & Experienced Management



**Mr. Sanjay Soni**  
(Managing Director)

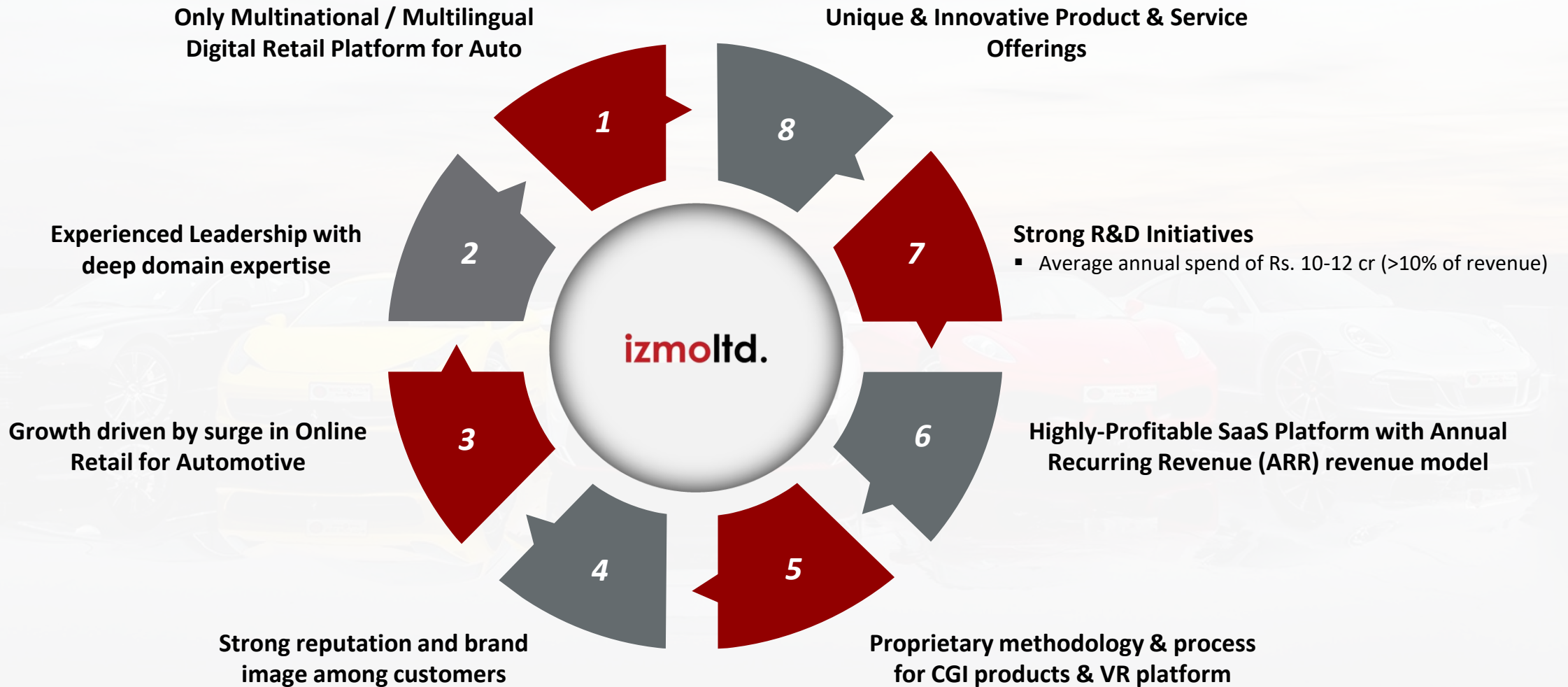
- Founder of Logix Microsystem later changed into IZMO
- Over 17 years experience in automotive industry with several publications in computer science
- Postgraduate from IIM Bangalore







# Key Strengths





# 03 Business Overview

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# Business Divisions



## Frogdata

### AI Platform for Automotive Decision Intelligence Platform

- Most advanced platform for Automotive Decision Analytics
- Integration with major platforms in the Industry
- AI Solutions for Automotive Retail Operations



## izmo Studio

### Interactive Media Products Exhaustive library of automotive images, videos and animations

- Global Leader in Interactive Automotive Content
- Photography, CGI, Video, VR Studios
- Low-cost production center in India



## izmo Cars

### Digital Retail Platform for Auto Specialized e-marketing SaaS solution for automotive traders

- Multinational presence with multilingual platform
- Recognized brand and domain experts since 2002
- Solid customer base with low churn

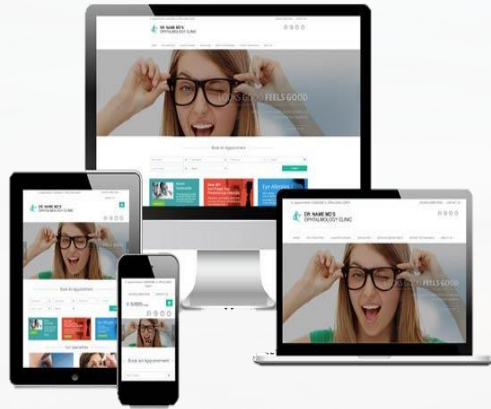






izmo Cars

izmoltd.



**izmoauto**

### Digital Retail Platform

- Multi-lingual Web Platform for Automotive
- Proprietary Automotive Web Platform for Tier I & II clients
- Largest provider in France
- More than 2,000 dealers worldwide use izmo solutions
- Clients include OEM Networks, Large & Small Dealer Groups



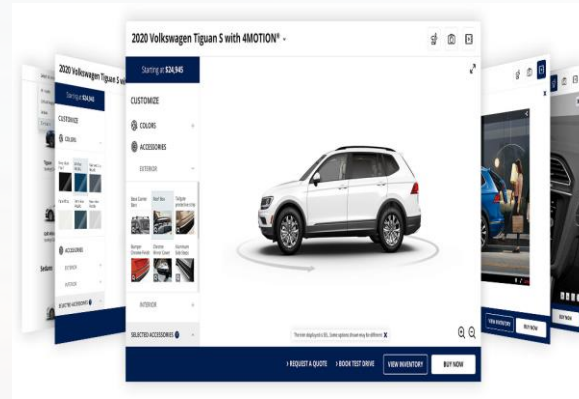
**izmo.ai**  
(New)

- AI based marketing platform
- Data aggregation, pricing tools, intelligent customer targeting
- Analytics driven Media Marketing



### PartsVelocity CRM

- SaaS based Parts Distribution Sales & Marketing CRM
- Integration with major DMS systems
- PSA Alliance (Peugeot) Standard for Distributors
- Comprehensive platform for Parts Distribution Management
- Integration with major DMS systems in Europe



## izmo Stock

- Global Automotive Image Library
- #1 in Automotive Stock Images
- Tier 1 Client List
- 2% Client Churn

## izmo FX

- CGI Development Services
- 3D Virtual Showroom with Accessories
- Kinetic CGI - Interactive Product Experience Platform

## izmo VR

- Automotive VR Platform
- izmoVR Lead Generation Kiosk
- Virtual Reality Experience Apps



## FrogAI Plus Decision Analytics Platform

- Integrated with major DMS System
- Many Systems, One Dashboard (DMS, CRM, Google, Service)
- Data Analytics Platform for Auto Retail



## FrogData Lake Data Repository for AI

- Seamless Integration with any system
- Managed pipelines for data migration
- Single normalized repository for all data



## FrogAI Factory

- AutoGPT for next generation apps and automation for dealers
- WarrantyBoost+ - AI based warranty rate analysis
- WarrantyMind - AI based warranty claims processing
- Autominds – AI driven used car pricing engine



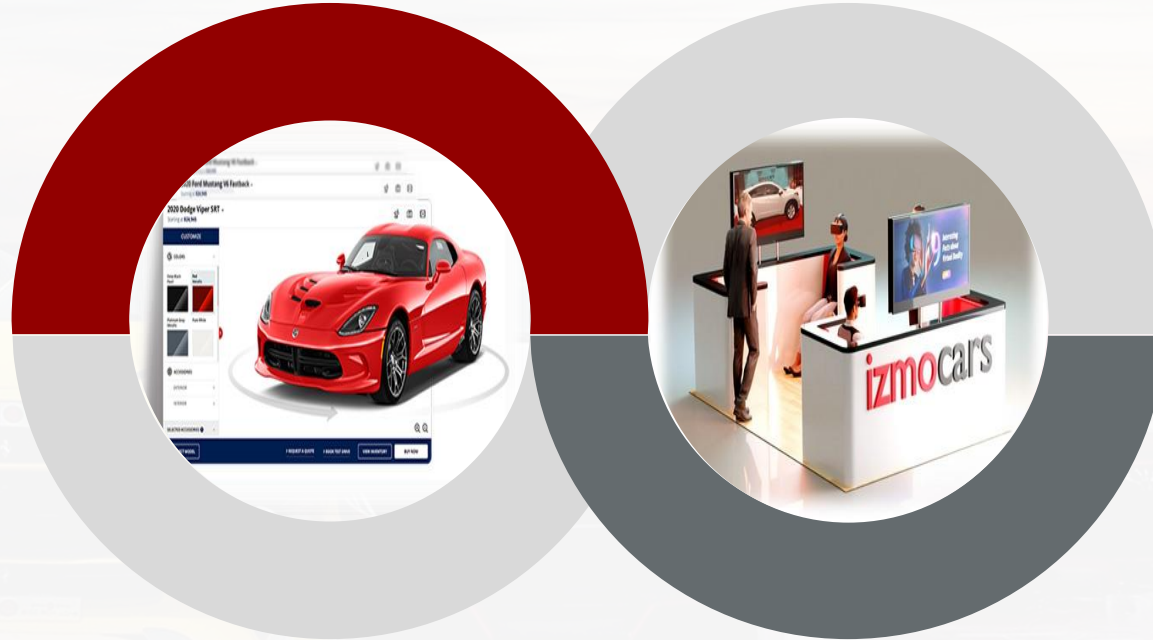


# Other Key Products / Services

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## **izmoEmporio** *3D CGI Virtual Showroom*

- High user engagement & conversion rate >90%
- Increased Online Sales
- Content available for all countries
- Unique product with no competition
- One line integration with any dealer website
- Low cost, high-volume production capacity



## **izmoVR** **Virtual Car Test Drive**

- New concept in Auto Retailing – Virtual Test Drives
- Innovative & Immersive User Experience
- One of the largest content library in the world, being repurposed for VR
- Build Content, Distribute, Monetize
- Easy to scale in any country
- Potential to launch in App Store for private viewing
- Facilitates better Lead generation for sales



## Strong R&D Team

**izmoltd.**

01

Developed CGI technology for Rapid 3D Modeling for Automotive using On-Site Laser Scanning and AI based modeling process

Developed WebGL based 3D Interactive Platform for personalization of cars with accessories

02

Developed industry first CGI based Virtual Reality & Augmented Reality Platform for Auto Retailing

03

Developed AI Big Data Platform for Decision Analytics based on Integrated Data Model with Heuristic Algorithms for quick analysis

04

Developed Used Car Price Optimizer - AI based Used Car Pricing platform

05



# Global Presence

**izmoltd.**



**~ 88.5% Revenue from Exports in FY24**





# Marquee Clients

**izmoltd.**



RENAULT





## Recognition from Reputed News Entities

**izmoltd.**

Economic Times ranked izmo Ltd.  
116<sup>th</sup> in “India Growth Champions  
2023” rankings list

Financial Times ranked izmo Ltd.  
465<sup>th</sup> in “High Growth Companies –  
Asia Pacific, 2022”

THE ECONOMIC TIMES  
INDIA'S  
**GROWTH  
CHAMPIONS**  
**2023** 

FINANCIAL  
TIMES | **HIGH-GROWTH  
COMPANIES**  
Asia-Pacific  
**2022**

Ranked 465



**04**  
**Industry Overview**





## Business Software Market

- Global business software & services market was valued at \$389.86 billion in 2020 and forecasted to grow at CAGR of 11.3% during 2021-28
- Growing automation of business processes and increase in enterprise data are driving growth in this industry
- COVID-19 pandemic further expedited this growth as demand for SaaS based services and products increase across sectors

## E-Marketing Industry

- Global digital marketing sector, valued at ~ \$321 billion in 2022, reached \$366.1 billion in 2023, growing 14%; and is forecast to reach \$671.8 billion by 2028
- Rising investments in online video and mobile advertising have fueled overall digital marketing expenditure in North America and Western Europe
- Mobile ad expenditure contributes to ~ 39-42% of digital spend in Western European markets such as the UK, Germany, and Spain, and expected to grow to 55-60%



# Automotive Dealer Market

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## Market Opportunity

- Base Platform Billing Per Dealer: \$1,500 – \$2,000/month
- Add Consulting: \$500/month
- Add Derivative Products: \$1,000/month
- Total: \$3,500/month
- Market Size: \$840 million



## Auto Dealer Industry Size

- Auto sales in 2023: ~75 Million
- Sales Revenue > \$ 1 Trillion
- No. of Car Dealers: 20,000
- Avg. Dealership:
  - \$60M Sales/ Year
  - Employs 100 people
  - Monthly Marketing Spend: \$600/car = \$60,000/month



# Global Trends & US Automotive Sector

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- Strong growth in online Auto retail
- Interactive Media content fast gaining popularity
- Online spend by Auto dealers on rise
- Consumers demanding better content before buying decision
- Very few players offering interactive media content for automotive

## Prevailing Global Trends



## US Auto Sector



- Total Dealerships: 16,682
- Total Advertising Spend: \$9.2 billion
- Advertising Budget / Vehicle: \$640
- Sales: 17.1 million / \$1.02 Trillion
- Online Spend: 56% of total
- Average Annual Internet Spend/  
Dealer: \$310,127





**05**  
**Way Ahead**



# Way Ahead

**izmoltd.**

## Focus on New Products in Existing Geographies

- **izmoEmporio** - 3D Virtual Showroom for dealers – US/ EU
- **izmoVR** – VR Lead Generation Platform for Automotive
- **izmo.ai** – AI Solutions for customer targeting
- **EV S/W** – Software for electric vehicles & mobility solutions. Dedicated R&D efforts to be supported by strong sales & service network

## Expanding Data Repository and Auto Dealers Subscriptions

- Focus on updating repository of data with latest and state-of-the-art imagery and information



## Focus on Growing Existing Products in Existing Geographies

- **izmoStudio** – Driven by growth in online auto sales
- **izmocars** – French market continues to grow
- **FrogData** – AI & Data Analytics boom fuels growth

## Focus on Existing Products in New Geographies

- **izmoauto** to be re-introduced in **USA**
- Full Suite Digital Solutions in **Germany, Spain & Switzerland**





# Thank You

**Investor Relations Advisors :**

**Adfactors PR Pvt. Ltd.**

**Ms. Savli Mangle**

[savli.mangle@adfactorspr.com](mailto:savli.mangle@adfactorspr.com)

**Mr. Rahul Trivedi**

[rahul.trivedi@adfactorspr.com](mailto:rahul.trivedi@adfactorspr.com)

[www.adfactorspr.com](http://www.adfactorspr.com)