

Date: 13.02.2020

Ref: IZMO/SEC/2019-20

The Manager Listing BSE Ltd Floor 25, Phiroze Jeejeebhoy Tower Dalal Street, Mumbai-400001	The General Manager – Listing National Stock Exchange of India Ltd Plot No. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai-400051
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Scrip Code: 532341/IZMO

Sub: Outcome of the Board Meeting held on 13<sup>th</sup> February, 2020

(Meeting Commenced at 3:00 PM)

(Ended at 4:30 PM )

Dear Sir/Madam,

In terms of Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, this is to inform you that the Board of Directors of IZMO Limited, Bangalore met today, at 03:00 P.M as informed earlier, *inter-alia*:

1. Approved the Un-Audited Financial Results (Stand Alone and Consolidated) for the 3<sup>rd</sup> Quarter ended 31.12.2019; and
2. Appointed Mr. Danish Reza (ACS: 36214) as Company Secretary and Compliance Officer of the Company with effect from 17<sup>th</sup> February 2020.

Please treat this as compliance with the LODR, SEBI Guidelines and Corporate Laws.

Thanking you  
Yours faithfully  
For IZMO Limited



Kiran Soni  
Chief Financial Officer and Interim Compliance Officer

**Statement of Consolidated Un-audited Financial Results for the Quarter 31-12-2019**

(Rs. in Lakhs)

Particulars	Quarter Ended			Nine months Ended		Year Ended	
	Un-Audited	Un-Audited	Audited	Un-Audited	Audited	Audited	Audited
	31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019	31.03.2018
1 Revenue from Operation	2,449.64	2,226.60	2,151.58	6,785.13	5,808.32	9,216.52	6,298.66
2 Other Income	514.54	58.96	14.77	629.73	198.56	395.04	507.48
3 Total Income	2,964.18	2,285.56	2,166.35	7,414.86	6,006.88	9,611.56	6,806.14
4 Expenses							
(a) Cost of Materials Consumed	-	-	-	-	-	-	-
(b) Purchase of traded Stock (Direct Cost)	13.34	11.28	9.53	35.49	59.24	72.27	71.62
(c) Changes in Inventories	-	0.09	0.05	0.14	(4.24)	(4.57)	0.55
(d) Employee Benefit Expense	1,093.36	1,044.44	805.48	3,098.27	2,477.57	3,815.94	2,961.29
(e) Financial Cost	26.35	19.24	41.42	78.41	124.42	137.98	118.68
(f) Depreciation and Amortisation expense	389.74	334.13	408.72	1,129.89	943.07	1,516.95	1,225.61
(g) Other Expenses	826.44	776.77	630.12	2,283.03	1,785.45	3,332.99	1,533.37
Total Expenses	2,349.23	2,185.95	1,895.32	6,625.23	5,385.51	8,871.56	5,911.12
5 Profit/(Loss) before Tax for the period (3-4)	614.95	99.61	271.03	789.63	621.37	740.00	895.02
6 Exceptional/Extraordinary items	-	-	-	-	-	-	191.22
7 Profit/(Loss) before Tax for the period (5-6)	614.95	99.61	271.03	789.63	621.37	740.00	703.80
8 Tax Expense:							
a) Current tax	-	(9.12)	-	(9.12)	-	(36.64)	(34.54)
b) MAT Credit	-	-	-	-	-	34.91	-
c) Deferred tax	-	(14.75)	-	(14.75)	-	(61.86)	(64.11)
9 Profit/(Loss) for the period (7-8)	614.95	75.74	271.03	765.76	621.37	676.40	605.15
Other Comprehensive Income							
10 Items that will be reclassified to profit or loss fair value changes on investment, net	-	-	-	-	-	-	-
11 Items that will not be reclassified to profit or loss	-	-	-	-	-	15.58	23.07
12 Total other Comprehensive Income	-	-	-	-	-	15.58	23.07
13 Total Comprehensive Income for the Period	614.95	75.74	271.03	765.76	621.37	691.98	628.22
14 Paid-up Equity Share Capital (Face value Rs.10/- per share )	1,306.72	1,306.72	1,282.17	1,306.72	1,282.17	1,306.72	1,282.17
15 Reserves	19,230.87	18,603.71	18,269.53	19,230.87	18,269.53	18,428.50	17,648.18
16 Earnings Per Share (Face of share at Rs.10/- each) (not Annualised)							
(a) Basic	4.71	0.58	2.11	5.86	4.85	5.25	4.72
(b) Diluted	4.71	0.58	2.11	5.86	4.85	5.25	4.72
See accompanying notes to the Financial Results.							

For IZMO Limited  
  
 Authorised Signatory

For IZMO Limited  
  
 Authorised Signatory

  
  
 M. No. 228938  
 Bangalore






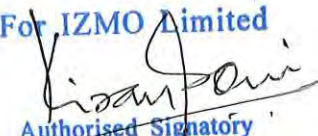
**Statement of Stand alone Un-audited Financial Results for the Quarter ended 31-12-2019**

(Rs. in Lakhs)

Particulars	Quarter Ended			Nine months Ended		Year Ended	
	Un-Audited	Un-Audited	Audited	Un-Audited	Audited	Audited	Audited
	31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019	31.03.2018
1 Revenue from Operation	685.50	651.60	672.36	1,932.37	2,011.22	2,582.21	2,260.00
2 Other Income	39.13	51.73	(13.87)	145.42	166.83	229.12	463.38
3 Total Income	724.63	703.33	658.49	2,077.79	2,178.05	2,811.33	2,723.38
4 Expenses:							
(a) Cost of Materials Consumed	-	-	-	-	-	-	-
(b) Purchase of traded Stock (Direct Cost)	13.34	11.28	9.53	35.49	59.23	72.27	71.62
(c) Changes in Inventories	-	0.09	0.05	0.14	(4.24)	(4.57)	0.55
(d) Employee Benefit Expense	478.48	470.59	425.94	1,388.34	1,281.55	1,718.96	1,665.94
(e) Finance Cost	22.39	21.41	33.88	70.44	116.89	136.08	118.68
(f) Depreciation and Amortisation expense	52.41	53.16	38.15	156.15	152.43	262.53	121.16
(g) Other Expenses	119.78	119.43	139.35	353.92	418.57	546.19	597.28
Total Expenses	686.40	675.96	646.90	2,004.48	2,024.43	2,731.46	2,575.23
5 Profit/(Loss) before Tax for the period (3-4)	38.23	27.37	11.59	73.31	153.62	79.87	148.15
6 Exceptional/Extraordinary items and tax for the period	-	-	-	-	-	-	-
7 Profit/(Loss) before Tax for the period (5-6)	38.23	27.37	11.59	73.31	153.62	79.87	148.15
8 Tax Expense:							
a) Current tax	-	(9.12)	-	(9.12)	-	(36.64)	(34.54)
b) MAT Credit	-	-	-	-	-	34.91	-
c) Deferred tax	-	(14.75)	-	(14.75)	-	(61.86)	(64.11)
9 Profit/(Loss) for the period (7-8)	38.23	3.50	11.59	49.44	153.62	16.28	49.50
Other Comprehensive Income							
10 Items that will be reclassified to profit or loss							
fair value changes on investment, net	-	-	-	-	-	-	-
11 Items that will not be reclassified to profit or loss	-	-	-	-	-	15.58	23.08
12 Total other Comprehensive Income	-	-	-	-	-	15.58	23.08
13 Total Comprehensive Income for the Period (9+12)	38.23	3.50	11.59	49.44	153.62	31.86	72.58
14 Paid-up Equity Share Capital (Face value Rs.10/- per share)	1,306.72	1,306.72	1,289.77	1,306.72	1,289.77	1,306.72	1,282.17
15 Reserves	15,709.20	15,658.77	15,656.58	15,709.20	15,656.58	15,623.16	15,502.96
16 Earnings Per Share (Face of share at Rs.10/- each) (not Annualised)							
(a) Basic	0.29	0.03	0.09	0.38	1.19	0.13	0.39
(b) Diluted	0.29	0.03	0.09	0.38	1.19	0.13	0.39
See accompanying notes to the Financial Results.							

For IZMO Limited  
  
 Authorized Signatory



For IZMO Limited  
  
 Authorized Signatory



**izmo Ltd.**

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 Bannerghatta Road, Bangalore-560 076, India

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 Email : info@izmoltd.com

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 CIN: L72200KA1995PLC018734



## Notes:

- 1 The above un-audited results for Q3 ended 31st December, 2019 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 13-02-2020.
- 2 Limited Review of the above results has been carried out by the Auditors.
- 3 Investors Grievances during the quarter: Received - Nil, Attended - Nil, Pending - Nil.
- 4 Izmo has been ranked as the 70th fastest growing company in India by Economic Times-Statista !!!
- 5 The Company has collected US\$ 662k (Rs. 472 lakhs) from 2 companies towards image copyright infringement charges in the quarter. Majority of the other income pertains to this. This is a result of legal action taken by the company against several large international media companies using Izmo's automotive images illegally. The Company has sent legal notices to several other companies in the US and Europe for copyright infringement. **The total damages claimed by the company are in excess of US\$ 12 million. We hope to recover substantial sums from several large portals for illegal use of the company's copyrighted images.** Izmo has the world's largest catalogue of automotive stock images and these are used by car rental companies, travel portals, car insurance and leasing companies.
- 6 **The Company has been steadily reducing its debt and has brought it down to Rs. 8.75 crores from Rs. 19 crores in 2017. The company aims to be debt free by 2022.**
- 7 In the quarter, the Company has added more than 60 clients in Europe including Autodefi SAS, Groupe Schumacher and Mobile.de GMBH. This is the largest number of clients ever added in a quarter in Europe !
- 8 The Company is increasing headcount and has taken additional office space as well. This is to keep pace with the burgeoning order book of the Company.
- 9 Frogdata – the company's analytics division is also doing well and more than 60 clients are using the data analytics suite in over 100 stores. The Company has one of the best analytics suite for Auto Dealerships.
- 10 The company has decided to accelerate the write off of the amortized Intellectual Property development charges. This has led to an increase of Rs. 187 lakhs of additional depreciation charged for the period ended 31.12.2019 as compared to the previous year. As a result, the profit is reduced to that extent.
- 11 **Employee benefit expenses for the Nine months ended 31.12. 2019 includes Rs. 36.60 lakhs expenses recognised on account of Stock option offered to employees under ESOP Schemes, recognised over the vesting period.**
- 12 **As a result of the above Note No. 10 &11, the profit is reduced to the extent of Rs. 223.60 lakhs for the Nine months ended 31.12.2019.**
- 13 The Company is in the process of ascertaining the impact of Ind-AS 116-Leases and the effect, if any, will be considered at the time of finalisation of Annual financial statement for the year ended 31st March, 2020.
- 14 The Company operates in one reportable segment only.

Place: Bengaluru  
Date: 13th February, 2020



For and on behalf of the Board

  
Sanjay Soni  
Managing Director



**Limited Review Report on Consolidated unaudited quarterly financial results and Consolidated year-to-date results of izmo Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Review Report to  
The Board of Directors  
izmo Limited**

I have reviewed the accompanying statement of Consolidated unaudited financial results of izmo Limited ('the Company') for the quarter ended December 31st, 2019 and the Consolidated year to date results for the period 1<sup>st</sup> April 2019 to 31st December 2019 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. My responsibility is to issue a report on the Statement based on my review.

Based on my Limited Review conducted as above, I report as under:

1. The balance of Sundry Debtors, Inventories, Loans and Advances and Current Liabilities are subject to Confirmation and Reconciliation.
2. The Consolidated Revenue and Net Profit for the period 1<sup>st</sup> October 2019 to 31<sup>st</sup> December 2019 amounting to 2,449.64 lakhs and 614.95 lakhs respectively include the Financial results of the foreign Subsidiaries, which have been limited reviewed by me only for the purpose of Consolidated Financial results of the company, based on management certified accounts provided to me.
3. Reference is drawn to Note No. 5 of Notes to accounts forming part of the unaudited consolidated financial results on Other Income. This includes an amount of USD 662K (INR 472 Lakhs) received towards image copyright infringement charges during the quarter ended 31st December, 2019. As per my review, considering the nature of receipt the same should be classified as Exceptional Income.







I have conducted my review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that I plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. I have not performed an audit and accordingly, I do not express an audit opinion.

Based on my review conducted as above, nothing has come to my attention that causes me to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued there under and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Guru Prakash V  
Chartered Accountant  
Membership No.: 228938  
Place: Bangalore  
Date : 13<sup>th</sup> Febraury 2020  
UDIN: 20228938AAAAAO1618



**Limited Review Report on Standalone unaudited quarterly financial results and Standalone year-to-date results of izmo Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015**

**Review Report to  
The Board of Directors  
izmo Limited**

I have reviewed the accompanying statement of Standalone unaudited financial results of izmo Limited ('the Company') for the quarter ended December 31<sup>st</sup>, 2019 and the Standalone year to date results for the period from 1<sup>st</sup> April 2019 to 31<sup>st</sup> December 2019 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The preparation of the Statement in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with Rule 3 of Companies (Indian Accounting Standards) Rules, 2015 is the responsibility of the Company's management and has been approved by the Board of Directors of the Company. My responsibility is to issue a report on the Statement based on my review.

Based on my Limited Review conducted as above, I report as under:

1. The balance of Sundry Debtors, Inventories, Loans and Advances and Current Liabilities are subject to Confirmation and Reconciliation.

I have conducted my review in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity issued by the Institute of Chartered Accountants of India. This standard requires that I plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. I have not performed an audit and accordingly, I do not express an audit opinion.

Based on my review conducted as above, nothing has come to my attention that causes me to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013, read with relevant rules issued there under and other recognized accounting practices and policies has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

Guru Prakash V  
Chartered Accountant  
Membership No.: 228938  
Place: Bangalore  
Date: 13<sup>th</sup> February 2020  
UDIN: 20228938AAAAAN6758