

June 09, 2020

To

<b>BSE Limited</b> Department of Corporate Services Listing Department P J Towers, Dalal Street, Mumbai - 400001 <i>Scrip Code: 542367</i>	<b>National Stock Exchange of India Limited</b> Listing Department Exchange Plaza Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 <i>Scrip Symbol: XELPMOC</i>
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Dear Sir/Madam,

**Sub: Press Release.**

In accordance with Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Press Release of the Company in respect of Financial Results of the Company for the 4<sup>th</sup> quarter and year ended March 31, 2020.

We request you to take the same on record.

Thanking you,

Yours faithfully,

For Xelpmoc Design and Tech Limited



**Vaishali Kondbhar**  
Company Secretary



Encl: as above

**XELPMOC DESIGN AND TECH LIMITED**

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CIN NO: L72200KA2015PLC082873 | GST NO: 29AAACX1880G125

**June 9<sup>th</sup>, 2020:** Xelpmoc Design and Tech Limited (NSE: XELPMOC; BSE: 542367), a professional and technical consulting services company, today announced its **fourth quarter and financial year FY20 results for the period ended March 31<sup>st</sup>, 2020**. Xelpmoc is largely focused on innovation and engaged in building the next generation of technology in Data Science, Artificial Intelligence (AI) and Machine Learning (ML) space.

**Commenting on the Company's performance for Q4FY20, Mr. Sandipan Chattopadhyay, MD & CEO, Xelpmoc Design and Tech Ltd. said,** "We ended the fourth quarter of 2020 with a strong financial performance and achieved our stated ambition of turning breakeven by the end of this fiscal. The revenues witnessed a growth of 53% and EBITDA margin was at 17% for the quarter led by implementation phase of clients onboarded over the last two quarters. Our plans of onboarding early stage start-ups continues in full swing and we added one new venture this quarter in the area of Education. We are confident that the rich pipeline of our clients will deliver immense shareholder value in the longer term."

### Financial Performance (Consolidated)

(₹ in million)	Q1'20	Q2'20	Q3'20	Q4'20
Revenue from Operations	12.1	15.1	21.3	32.6
EBITDA	(15.6)	(13.2)	(4.0)	5.4
EBITDA Margin (%)	-	-	-	16.7%

### Consolidated Q4 FY20 review (QoQ%)

- Total operating revenue was Rs 32.6 million as compared to Rs 21.3 million in Q3FY20, reflecting an increase of 52.9% QoQ
- EBITDA was Rs 5.4 million as compared to Rs (4.0) million in Q3FY20
- Net profit for the quarter was Rs 4.7 million as compared to net loss of Rs 1.6 million in Q3FY20

### Consolidated FY20 review (YoY%)

- Total operating revenue was Rs 81.1 million as compared to Rs 60.9 million in FY19, reflecting an increase of 33.2% YoY
- EBITDA was Rs (27.3) million as compared to Rs (49.8) million in FY19
- Net loss was Rs 21.7 million as compared to net loss of Rs 49.8 million in FY19

The fair value of our investments in our clients as on March 31, 2020 stands at approximately Rs. 350 million.

### New Clients added in FY'20

- One of the leading chains of schools in India which has over 40 schools in fourteen major cities. Known for their quality education and academic excellence, the schools offer a unique range of world-class educational services through passion and innovation
- **Woovly**, a solution offering 'Networking with Reason' site
- **The Star in me**, is a networking, branding and guidance platform for Women of today

- **Leadstart Publishing**, is a leading publishing house from India with a focus on both creative and progressive work
- **Slate**, is a virtual finance and accounting assistant for micro-entrepreneurs
- **AgeBold**, is a fitness experience customized for users. Users can avail this health guidance digitally, from the comfort of their home
- **Taxitop Media**, is bringing about the next evolution in Digital outdoor advertising through innovative on-vehicle advertising
- **Traydstream**, offers fast, comprehensive automated document processing for global trade finance

### About Xelpmoc Design and Tech Ltd.

Xelpmoc Design and Tech Limited is engaged in providing professional and technical consulting services with focus on product development, data science and analytics. The company is focused on building the next generation of technology in Artificial Intelligence (AI) and Machine Learning space, with a keen interest in Natural Language Processing & Data Analytics. The Company's clients range from entrepreneurs and start-up enterprises to established companies, engaged in e-commerce, transportation and logistics, recruitment, financial services, social networking, and various other industries. The Company provides a wide range of services, including, mobile and web application development, prototype development, thematic product development and data science and analytics assistance.

The Company grows its portfolio of services and products as the needs of its clients evolve. The Company commenced operations in Bengaluru, India, in 2015 and has since serviced enterprises across four states in India. The Company's business operations may broadly be categorized as technology services, and technology solutions/ products. The Company also occasionally provides business support to some of its clients to enable them to set-up their operations.

The Company believes that it is among the few technology service providers with accessibility to domain experts. It benefits from the expertise and experience of its Promoters and senior management in a range of sectors including financial services, retail, media and entertainment, and business services. It also carries out its operations through its joint venture and associate.

The Company is promoted by Sandipan Chattopadhyay, who has around two decades of experience in the information technology industry, Srinivas Koora, who has over 16 years of experience in the field of accounts and finance and is primarily responsible for devising the strategy for the Company, and Jaison Jose who has been instrumental for the implementation of operational plans, operation strategies, budgets and forecasts at the corporate, regional and business unit level.

For Details please visit: [www.xelpmoc.in](http://www.xelpmoc.in)

### For details please contact:

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### Disclaimer:

*Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*