



☎	+91 80 3745 1377
✉	info@subex.com
🌐	www.subex.com

August 8, 2023

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Mumbai- 400 001
Fax: 022-2272 2037/2039/2041/3121
BSE Scrip Code: 532348

The Secretary
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot no. C/1
G Block, Bandra-Kurla Complex
Bandra (E), Mumbai - 400 051
Fax: 022-2659 8237/38; 2659 8347/48
NSE Symbol: SUBEXLTD

Dear Sir/Madam,

Sub: Subex Limited “The Company”- Investor Presentation for Q1 FY24 on August 9, 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor presentation for Q1 of FY24 for the Earnings Call scheduled to be held on Wednesday, August 9, 2023, at 11.00 A.M. (IST).

Kindly broadcast the same on your website.

Thanking you

**Yours truly,
For Subex Limited**

**G V Krishnakanth
Company Secretary & Compliance Officer**

Encl: as above

Subex Limited

CIN - L85110KA1994PLC016663

Registered Address : Pritech Park - SEZ, Block-09, 4th Floor B Wing
Survey No. 51 to 64/4, Outer Ring Road, Bellandur Village, Varthur Hobli, Bengaluru - 560 103. India



Subex Limited Investor Presentation

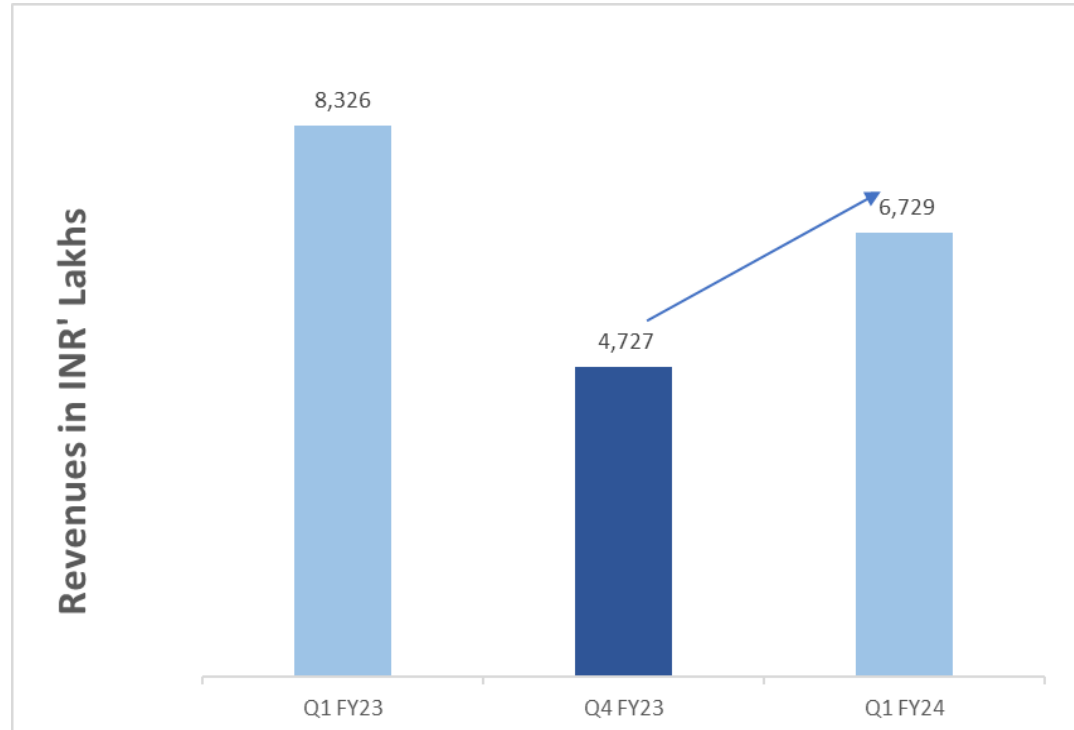
August 23

investor.relations@subex.com

Agenda of the meeting

- Financial Updates
- Creating Connected Experiences
- Business Highlights

Quarterly Results



- Operating Revenue at Rs 6729 Lakhs **↑** 42%
- EBITDA at Rs -1474 Lakhs; EBITDA margin -21.9%
- PBT at Rs.1796 Lakhs; PAT at Rs.1928 Lakhs.
- EPS at Rs -0.35

Other Information

- DSO stood at ~109 days, excluding unbilled trade debtors.
- Closing cash stays at Rs.1080 Mn vs Rs.1201 Mn of Q4
- Q1 FY24 Monthly recurring revenue stays at \$2.3 Mn

Rev. Growth	-19%		42%
EBITDA	71	(3,676)	(1,474)
PBT	47	(3,758)	(1,796)

The way forward: **Connected Experiences**



Macro Tailwinds

- AI
- Cloud Migration
- 5G→6G
- Data explosion



Connected Experiences

- Expands TAM
- New Use case opportunities



Strategic Priorities

- Growth
 - Regain & Grow BAFM
 - Expand use case footprint on Hypersense
- Efficiency
 - Contemporary, simplified & digitized operations
- Talent
 - Best in class, engaged & organized the right way

Market demands "Connected Experiences", Subex responds

Our portfolio

Personalized, seamless, secure, intelligent, and empowering offerings for Telcos

Make it personal

- AI CX Studio
- Digital Onboarding

Consistently Connected

- Network Analytics & Asset Management

Intelligence @ your service

- Business Assurance
- AI Use Case Studio

CONNECTED EXPERIENCES

Smart connections for smart businesses

- Enterprise Billing
- Partner Ecosystem Management

Connect with confidence

- Fraud Management
- Network Cybersecurity
- Digital Identity Management

Cashless convenience

- Fraud Management
- Transaction Monitoring
- AI FinTech Studio

Positioned at the heart of a new use case driven + multi-year tech driven investment cycle



Business highlights

G



Growth

- Reimagine & Grow
 - Won 3 new logos in Q1
 - Focus on growing in key accounts
 - Double down in specific geographies
- Expand use case footprint with 5G, Cloud & AI first stack

E



Efficiency

- Hyper focus on portfolio optimization
- Establishing a reimagined way of working
 - Contemporary technology first
 - Work with world's best strategic partners

T



Talent

- Retain domain knowledge (Nurture business critical talent)
- Investing in AI, Cloud skills



Thank you

investor.relations@subex.com