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November 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/I  
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 Q2 FY24 on November 9, 2023**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor presentation for Q2 of FY24 for the Earnings Call scheduled to be held on Thursday, November 9, 2023, at 10:30 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

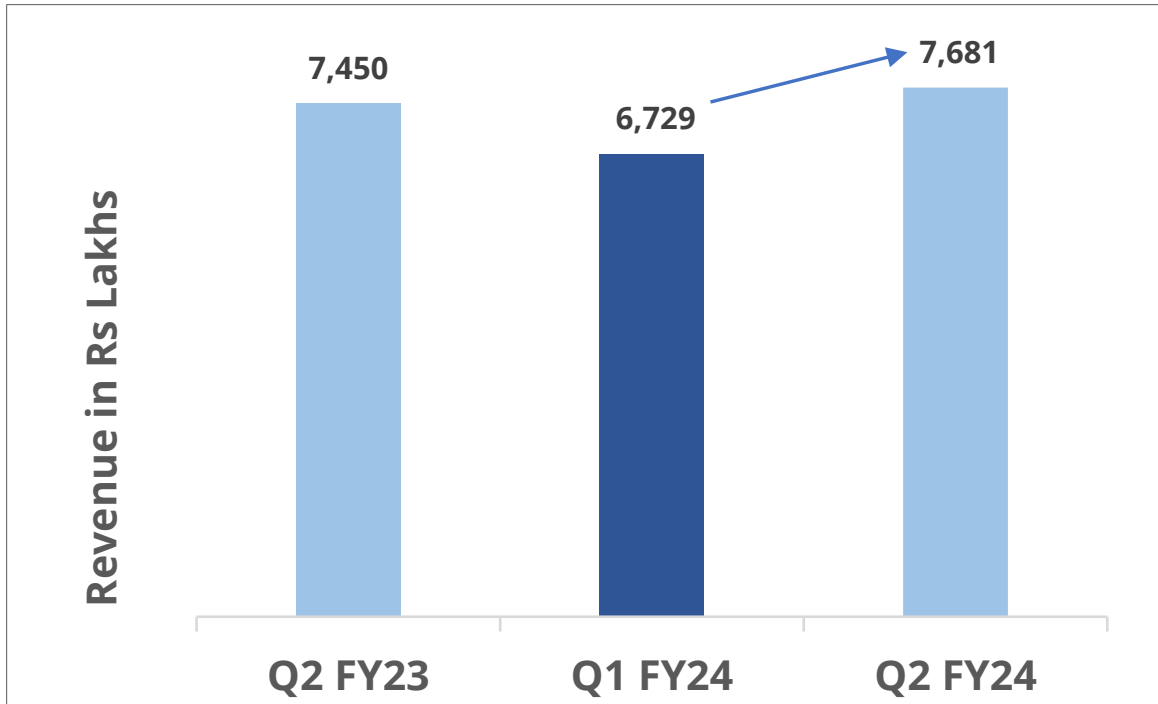
**November 23**

[investor.relations@subex.com](mailto:investor.relations@subex.com)

# Agenda of the meeting

- Financial Updates
- Business Highlights

# Quarterly Results



- Operating Revenue at Rs 7,681 Lakhs **↑** 14% (PQ) **↑** 4% CPYQ
- EBITDA at Rs (457) Lakhs; EBITDA margin -6%
- PBT at Rs (815) Lakhs; PAT at Rs (1,105) Lakhs.
- EPS at CQ Rs (0.20) vs PQ Rs (0.35) vs CPYQ Rs (0.09)

## Other Information

- DSO stood at ~116 days, excluding unbilled trade debtors.
- Closing cash stays at Rs.10,014 Lakhs vs Rs. 10,813 Lakhs of Q1FY24
- Q2 FY24 Monthly recurring revenue stays at \$2.3 Mn

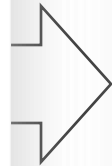
	Q2 FY 23	Q1 FY 24	Rs in Lakhs Q2 FY 24
EBITDA	31	(1,474)	(457)
PBT	(328)	(1,796)	(815)
PAT	(490)	(1,928)	(1,105)

# 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***

# Business highlights

G



**Growth**

- Reimagine & Grow
  - Won 3 new logos in Q2 FY24
  - Cocreation of products through User Meet
- Expand use case footprint with 5G, Cloud & AI first stack
  - Launch of Subex Gen-AI solution
  - Gen AI partnership with Google

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](mailto:investor.relations@subex.com)

# 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*

