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May 11, 2024

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 Q4 FY24 on May 10, 2024**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor presentation for Q4 of FY24 for the Earnings Call scheduled to be held on Monday, May 13, 2024, at 02:00 P.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

**May 24**

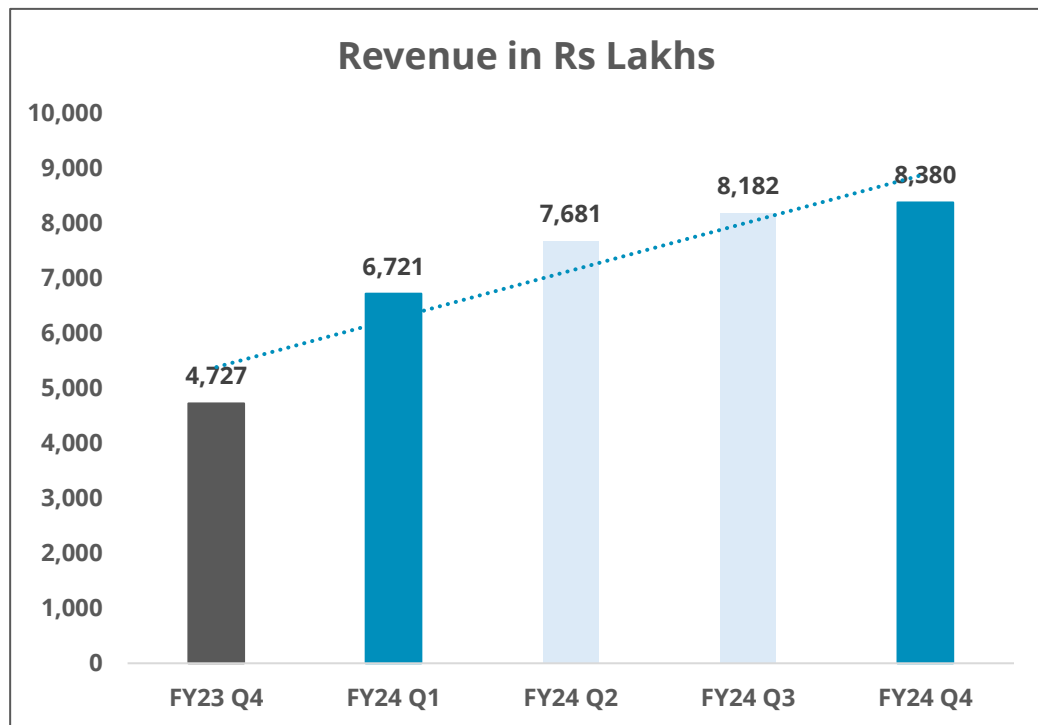
[investor.relations@subex.com](mailto:investor.relations@subex.com)



# Agenda of the meeting

- Financial Updates
- Business Highlights

# Quarterly Results



	Rs.in Lakhs				
	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24
EBITDA	(3,676)	(1,474)	(457)	57	308
PBT*	(3,758)	(1,796)	(815)	(239)	135
PAT*	(4,718)	(1,928)	(1,105)	(489)	(856)

\*Excl. exceptional items in Q4 FY'24

- Operating Revenue at Rs 8,380 Lakhs  $\uparrow$  2% (PQ)  $\uparrow$  77% CPYQ
- EBITDA at Rs 308 Lakhs; EBITDA margin 3.68%
- PBT\* at Rs 135 Lakhs; PAT\* at Rs (856) Lakhs.
- EPS at CQ Rs (2.83) vs PQ Rs (0.09) vs CPYQ Rs (0.86)

## Other Information

- DSO stood at ~107 days vs ~102 days in Q3 FY24, excluding unbilled trade debtors.
- Closing cash stays at Rs 10,393 Lakhs vs Rs 10,340 Lakhs of Q3 FY24.
- Q4 FY24 monthly recurring revenue stays at \$2.4 Mn.

# 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
  - 11.1% YoY growth - highest in a decade
  - QoQ growth delivered for 4 consecutive quarters
  - 2 strategic wins in Q4 FY24 including for AI
- Solidifying telco AI first company positioning across the globe
  - AI agents demonstrated in MWC well received

E



Efficiency

- Turned EBITDA positive for Q3 and Q4
- Focussed on using AI for internal productivity

T



Talent

- Continue to strengthen mid-level management
- Continued focus on upskilling, training and gender diversity





# 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*