



To,
The Manager
Listing Department,
National Stock Exchange Limited,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Scrip Code: DELAPLEX

Subject: Revised Presentation on Standalone and Consolidated Audited Financial Results for the Half Year and Year Ended March 31, 2025.

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the revised presentation to analysts/investors on the Standalone and Consolidated Audited Financial Results for the half year and year ended March 31, 2025.

There were certain typographical error in slides which have now been rectified.

This is for your information and record.

Kindly acknowledge the receipt of the same.

Thanking you,
Yours faithfully,

For DELAPLEX LIMITED

Manishraj
Bhuwancha
nd Bhatt

Digitally signed by
Manishraj
Bhuwanchand Bhatt
Date: 2025.06.25
16:29:18 +05'30'

CS Manishraj Bhatt
Company Secretary cum Compliance Officer
Mem No: A63754



BUSINESS TECHNOLOGY CONSULTANCY AND SERVICES FIRM

Enabling businesses to
excel, adapt, and thrive.

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About Delaplex

- Company Overview
- Global Presence
- How We Work
- Leadership Team
- Milestones
- Media Presence
- Growth Drivers and Strengths



Business Highlights & Growth

- Management Comment
- Understanding the Industry
- Our Core Services and Offerings
- Centers of Excellence
- Growth Strategy
- Delivering solutions across sectors
- Strategic alliances
- Tech Stack



Financial Highlights

- Key Financial Highlights
- Financial Performance
- Annual Financial Performance Metrics



Outlook

- Way Ahead



 BUSINESS TECHNOLOGY CONSULTANCY AND SERVICES FIRM

About Delaplex

Company Overview

Helping businesses achieve lasting success.

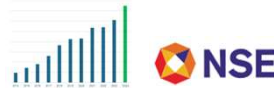
16 Years Technology Expertise



Headquarters: Atlanta, GA
Europe: London, UK
Dev Centers: Bangalore, Pune, Hyderabad, & Nagpur



Growth: Over 20% revenue CAGR since 2014
NSE IPO: Feb 2024



Mid-Market to Fortune 1000 Clients



Over 98% Customer Satisfaction



Exceptional Services & Customer Retention



High Employee Satisfaction & Retention



Associates across USA, UK and India

Highly Skilled Experienced Workforce



82% of Associates Have 5+ Years of Experience

Flexible & Adaptive Multi Shore Delivery Model



Delaplex delivers seamless and efficient global services through a flexible, adaptive multi-shore model.

Certified, Compliant, Best Practices & Standards



Awards



Key Financial Highlights FY25 (Rs. Mn)

YoY Income Rs. 701 Mn. Up 24.3%
YoY EBIDTA Rs.160 Mn, up 31.9%
YoY PAT Rs. 121 Mn, up 20.4%

Locations

Total: 350+ Associates

- North America
- India
- England
- Mexico





Core Values

- ➔ **Honesty:** Truthfulness cultivates cohesive, impactful results.
- ➔ **Trust:** Building trusting relationships ensures genuine results.
- ➔ **Dedication:** Exceeding expectations achieves meaningful results.
- ➔ **Integrity:** Upholding integrity ensures truly valuable results.



ABOUT US

Indian Leadership Team

India Leadership - Delaplex, Ltd.



Nitin Sachdeva
MANAGING DIRECTOR &
PRESIDENT, DELAPLEX INC., US



Manish Sachdeva
DIRECTOR & GLOBAL CEO



Deepak Jajoo
CHIEF FINANCIAL OFFICER



Dr. Rizwan Ahmed
CHIEF TECHNOLOGY OFFICER

Celestia Crew Consultancy



Vikas Porwal
GLOBAL SUPPLY CHAIN LEADER



Akash Saraiya
DIRECTOR CELESTIA CREW



Pravin Verma
TECHNOLOGY HEAD
SOFTWARE DEVELOPMENT SERVICES



Amit Yadav
TECHNOLOGY HEAD



Vivek Bhalla
PRACTICE HEAD
STORE EXECUTION



Vaibhav Srivastav
TECHNOLOGY HEAD
CLOUD SERVICES



Reshma Kasurde
SR MANAGER
PMO & CUSTOMER SUCCESS



Prashant Bokade
TECHNOLOGY HEAD
STORE OPERATIONS & EXECUTION



Ravi Kachhawaha
TECHNOLOGY HEAD
UX & FRONTEND TECHNOLOGIES



Avinash Mohabe
TECHNOLOGY HEAD
SENIOR SOLUTIONS ARCHITECT



Nitin Asrani
SR MANAGER
QA & TESTING



Elduri Hari Pratap
VP STRATEGIC CONSULTING



ABOUT US

Global Leadership Team

U.S. Leadership



Manish Sachdeva
CHIEF EXECUTIVE OFFICER



Nitin Sachdeva
MANAGING DIRECTOR &
PRESIDENT, DELAPLEX INC., US



Brian Sisley
CHIEF FINANCIAL OFFICER



Heidi Spencer
CHIEF OPERATIONS OFFICER



Marty Reynolds
CHIEF REVENUE OFFICER



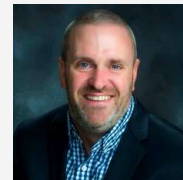
Beryl Mokros
CHIEF MARKETING OFFICER



Lindsay Eavenson
SVP STRATEGIC ACCOUNTS



Mansell McCord
GENERAL COUNSEL



Ben Taylor
VP IMPLEMENTATIONS

U.K. Leadership



Joy Peerwala
COO - BLUEBERRY

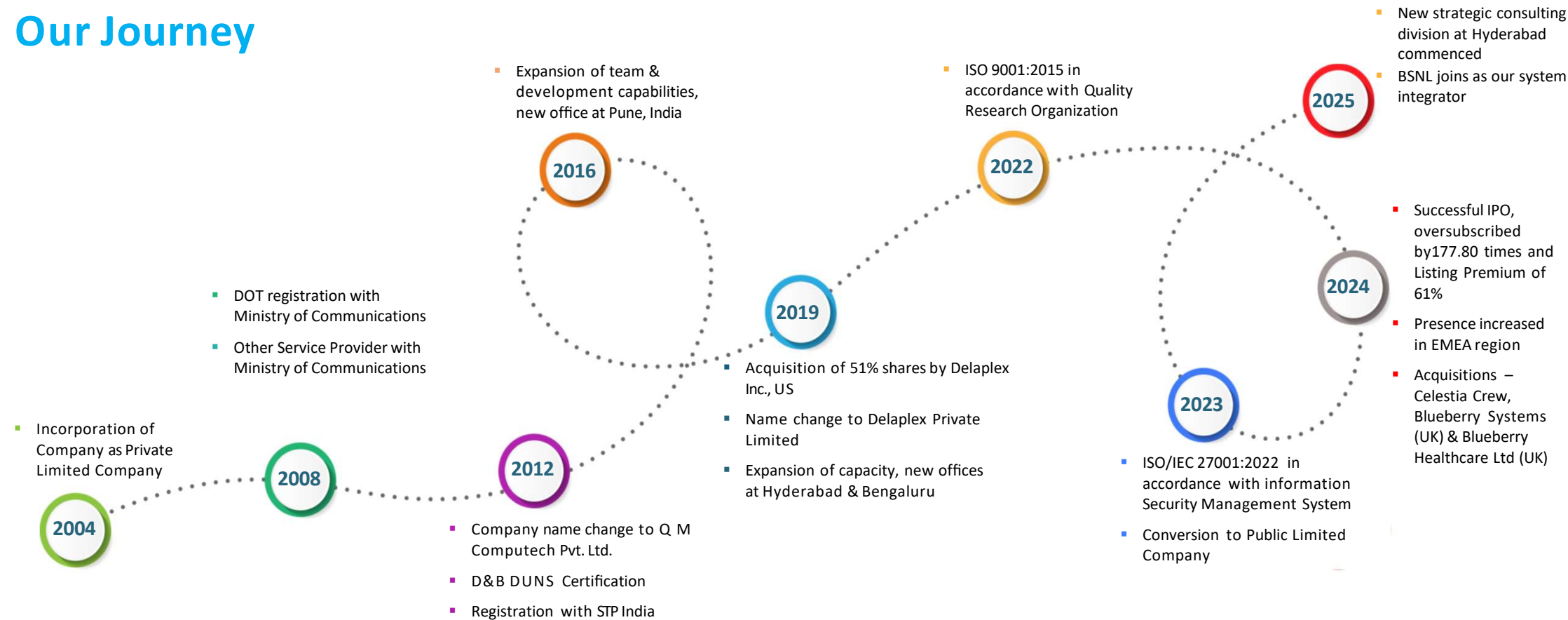


Bruce How
EVP STRATEGIC ACCOUNTS



Sam Williams
ACCOUNT EXECUTIVE

Our Journey





Nitin Sachdeva, our President and MD, has been recognized as one of India Today's 'Top 5 Inspiring & Successful Indian Personalities,' a testament to his visionary leadership in finance, technology, and digital transformation



Celestia Crew Consultancy Delivers Successful UKG Pro WFM Training for Colgate-Palmolive (India) Ltd and receives positive response



Delaplex's VP of Strategic Sales, Lindsay Evenson, spotlighted smarter labor strategies at BY ICON 2025, showcasing the company's leadership in supply chain innovation.



Blueberry participating in Med-tech Expo showcasing its commitment towards healthcare innovation



Delaplex's MD, Nitin Sachdeva, joined IPS officer Lohit Matani at a VIA session to empower MSMEs with actionable cybercrime protection strategies—highlighting tech-law synergy for digital resilience.



Delaplex MD Nitin Sachdeva joins industry leaders at Advantage Vidarbha 2025 to chart a roadmap for unleashing Nagpur's IT potential..

Growth Drivers & Strengths



Business Overview

Management Comment

MANAGEMENT
COMMENT



Nitin Sachdeva

Managing Director Delaplex Limited
President Delaplex Inc,

We concluded the fiscal year on a strong and steady note, with performance aligning well with our internal expectations. Despite global economic headwinds and uncertainties in the technology sector, Delaplex has shown consistent resilience and execution strength across its operations.

In FY25, our consolidated revenue stood at ₹701 Mn, with EBITDA and PAT at ₹160 Mn and ₹121 Mn, respectively, driven by strategic acquisitions, including Celestia and Blueberry, the establishment of our new consulting division in Hyderabad, and the addition of BSNL as our system integrator. Furthermore, our efforts to streamline costs, improve operational efficiency, and leverage AI in service delivery played a crucial role in our success.

We secured important wins in supply chain consulting and cloud solutions, alongside repeat business from long-term global clients—reinforcing the trust placed in us. Strategic partnerships in cybersecurity and AI platforms expanded our capabilities and service offerings.

Internationally, we marked major progress with the incorporation of our UK subsidiary and expansion into key global markets—steps aligned with our broader vision to evolve beyond software services into a global tech solutions growth provider.

As we celebrate our first anniversary on the NSE Emerge Platform, our outlook remains positive. We are focused on deepening client relationships, driving innovation, and scaling in high-growth, high-margin markets. I'm truly thankful to our dedicated team and partners whose support continues to propel Delaplex forward.

Understanding the Industry Landscape

The Indian IT industry is expected to grow by 5.1 per cent to \$282.6 billion in FY25, up from the 4 per cent growth in FY24.

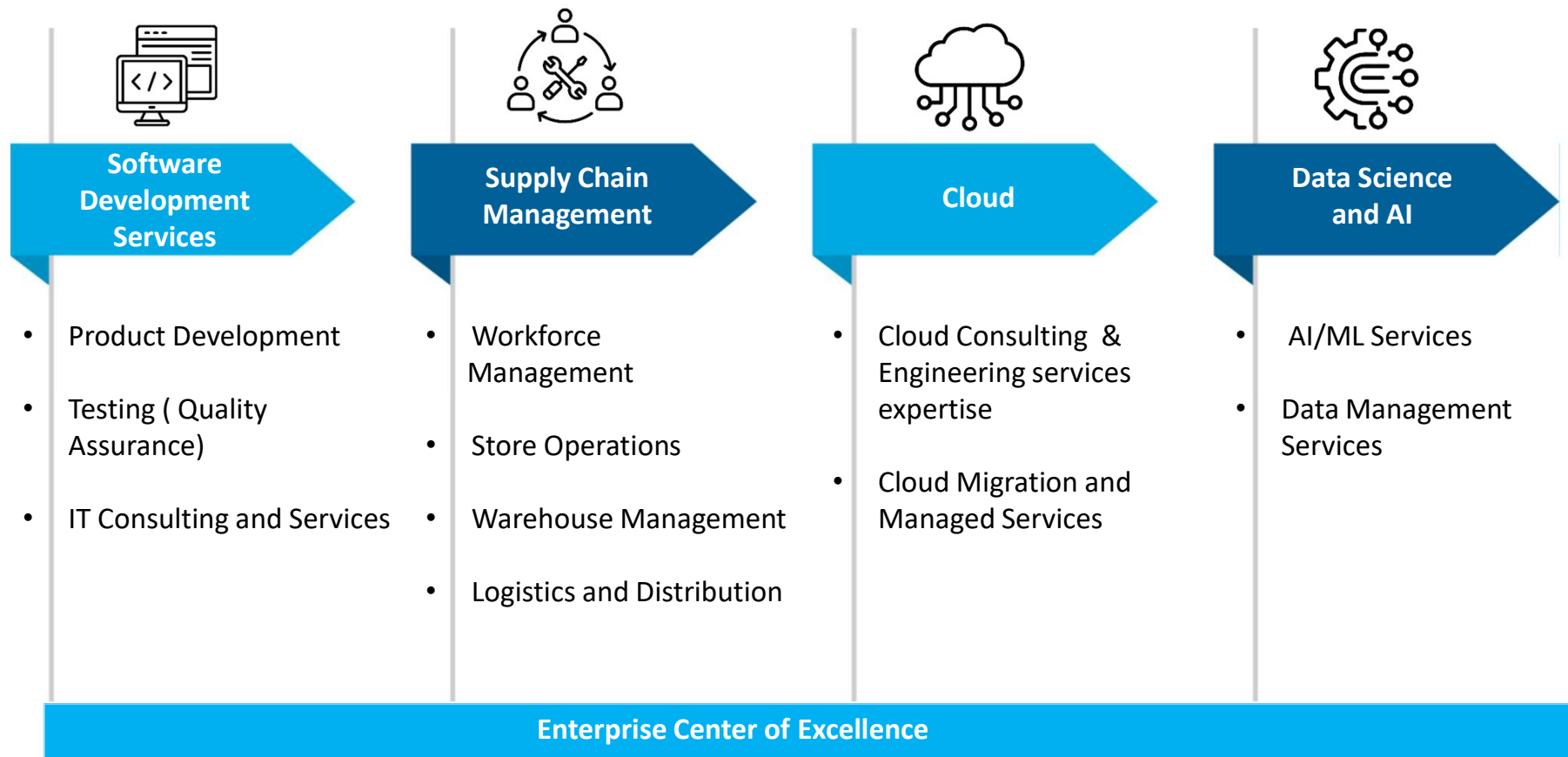
Indian tech SMEs are projected to contribute 6–7% of the country's tech sector revenues in FY25, amounting to approximately \$17–18 billion

Digital services within the tech SME sector are growing 1.4 times faster than traditional IT services. This includes areas like AI, analytics, and cloud engineering.

Global IT Services Spend



Our Core Services and Offerings



Software Development Service



- Product Development - Providing support at every stage of the software development cycle—creation, design, and build—through onshore, offshore, or onsite models
- Testing (Quality Assurance) - Providing specialised testing services, optimising testing cycle, and re-engineering services
- IT Consulting and Services - Providing strategic IT consulting and operational support to optimize client IT infrastructure, enhance business processes, and ensure seamless technology integration.



450+

Team Members



32+

Specific Skillsets



16+

Years of Smiling Clients

DelaPlex leverages Mobile, Web, Analytics, IoT, Social and Cloud technologies to develop custom software applications and products for a broad range of industries, including Retail, Hospitality, Broadcast Media, Financial Services, Healthcare, and Software & Technology.

Supply Chain Management

Logistics & Distribution



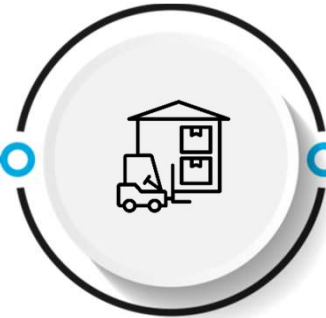
Advanced logistics and distribution solutions, including real-time tracking, route optimization, resource allocation, and inventory platform support, to enhance your supply chain efficiency.

Store Operations



Develops solutions to streamline store operations services, including inventory control, workforce optimization, and streamlined systems ensuring seamless interaction and alignment across operations

Warehouse Management



Offering inventory optimization, space utilization, operational efficiency, order accuracy real-time visibility and tracking

Workforce Management



Provide workforce management solutions that optimize scheduling, improve productivity, ensure compliance, control costs, and enhance employee engagement through data-driven insights and strategic planning



- Cloud Consulting & Engineering services expertise – Offers strategic consulting and specialized engineering to design and build scalable, secure, and cost-effective cloud infrastructures tailored to client needs.
- Cloud Migration and Managed Services- Seamless transitions to the cloud and provide continuous managed services for ongoing optimization, monitoring, and support of cloud environments.

Our extensive expertise and partnerships with cloud providers



Data Science and AI



Data
Engineering



Predictive Analytics



Business
Intelligence



Data Monetization



Data Modernization

Data Management Services



Building and maintaining robust data foundations through comprehensive data engineering, modernization, and DataOps, ensuring data quality and accessibility for strategic insights.

AI/ML Services



Leveraging advanced Artificial Intelligence and Machine Learning to deliver predictive insights, automate complex processes, and develop intelligent, data-driven solutions.



AI/ML
Services

Enterprise Centers of Excellence

Highly Specialized Knowledge Hubs

Access to experts with:

- Niche skills
- Resources
- Tools

Providing in-depth solutions that are:

- Adaptable
- Scalable
- Precise
- Accurate
- Timely



BSNL Empaneled as System Integrator: A Step Forward in Technological Integration

BSNL Micro Data Centers provide secure, scalable, high-performance solutions, offering dedicated resources and the flexibility of a virtual server without the complexities of managing physical hardware

Advantages of BSNL Micro Data Centers

- Cost-Effective
- Flexibility and Control
- Scalability on Demand
- Simplified Management
- Expert Support

BSNL Micro data Centers is Ideal For



MNCs And
Enterprises



Startups and
entrepreneurs



IT Companies & New tech
Business



E-commerce
Business



PSUs and Govt



MSME

BSNL MICRO DATA CENTRES

How BSNL Micro Data Centers Help Our solutions are:

- Host Your Virtual Private Servers Easily deploy and manage your websites, web applications, and online services.
- Establish Your Business Development Host your own email infrastructure with full control.
- Host Your Virtual Work Stations Get the performance and reliability needed for your online store.

Integrate Micro Data Center Infrastructure

Cooling System

2.5kW – 40kW precision cooling in Rack / Top / Row mount type

Monitoring System

Collecting, displaying, and reporting system status, locally and remotely

Security System

3-in-1 access control (Pin / Fingerprint / RFID)
Video monitoring system

Power Distribution

Rack mount power distribution, metering, and management for all the power lines



Fire System

Fire extinguisher and early detection system

Rack System

Fully insulated standard 19-inch rack system

UPS System

3kVA – 100kVA rack mount modular UPS system protecting power continuity

Battery System

7Ah – 200Ah battery modules supporting user-defined backup time

Growth Strategy

Retain, strengthen and grow customer base

We maintain a lean team by blending experienced professionals with dynamic young talent, delivering exceptional value and strong financial results. Recent successes include a new Oil & Gas order and a System Integrator partnership with BSNL.

Continue to focus on providing customer centric services and offerings

Delaplex is increasing the breadth of our software products and services by expanding beyond supply chain management in other functions of a business as well like marketing & sales, finance etc through software development for the new enterprise product range.

Acquisitions & Synergies

Delaplex Limited recently acquired Celestia Crew Consultancy, which has already begun contributing to revenue generation. This Bengaluru-based WFM & HRMS consulting firm enhances Delaplex's offerings and broadens its product mix, supporting further revenue growth.

New Geographies

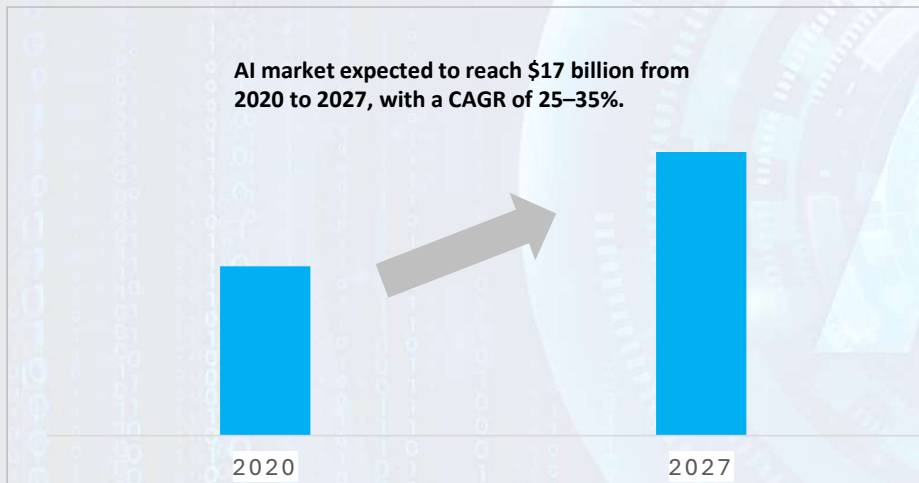
Expanded into the EMEA region with the incorporation of Delaplex Software Limited, UK, and successfully acquired a UK-based software development firm to strengthen local presence and unlock operational synergies.

Tech Partnerships

Delaplex endeavors to stay ahead of technology curve, by upskilling and cross skilling the associates in new age technology including AI and with new partnerships with Industry leaders like Zoho & Verint.

Driving Innovation Through AI

“Leveraging AI and advanced analytics, delaPlex empowers organizations to unlock actionable insights, automate processes, and accelerate digital transformation



Expertise: Specialization in AI/ML, application modernization, and data analytics



Business Impact: Enhanced decision-making, operational efficiency, and new revenue streams.



Proven Results: Delivered robust, cloud-based behavioral analytics platforms for global clients



Opportunity: Positioned to capitalize on the growing demand for AI integration among Indian SMEs



Strategic Partnership with Cycle Works

Driving AI, ML & IoT integration to transform warehouse, workforce, logistics, and store operations. Enhancing Testing-as-a-Service and accelerating product development through smarter, faster, and more reliable systems.

Delivering Solutions Across Sectors



Supply chain and
logistics



Retail



Healthcare



Broadcast and
New Media



Fintech



Technology & IT enabled
services



F & B / CRSs



Telecommunications



Manufacturing
(leveraging enterprise solutions &
partner tech)



Ed-Tech

Delivering Value and Innovation for Industry Leaders

Technology and Consulting:

- Global IT consulting firms and enterprise solution providers.
- Industry leaders in business transformation and innovation.

Retail and Consumer Goods:

- The largest specialty retailer in the U.S.
- Top grocery chains and convenience store operators.

Energy and Logistics:

- Global leaders in energy and supply chain logistics.
- Proactive innovators in workforce management solutions.

Enterprise Software and SaaS:

- Trailblazers in enterprise SaaS platforms for workforce and retail management.
- Next-generation startups revolutionizing enterprise systems.



Driving Success Through Collaborative Alliances

With 16+ years of expertise, Delaplex Limited is a trusted partner for organizations driving digital transformation.

Strategic Partnership & Alliances

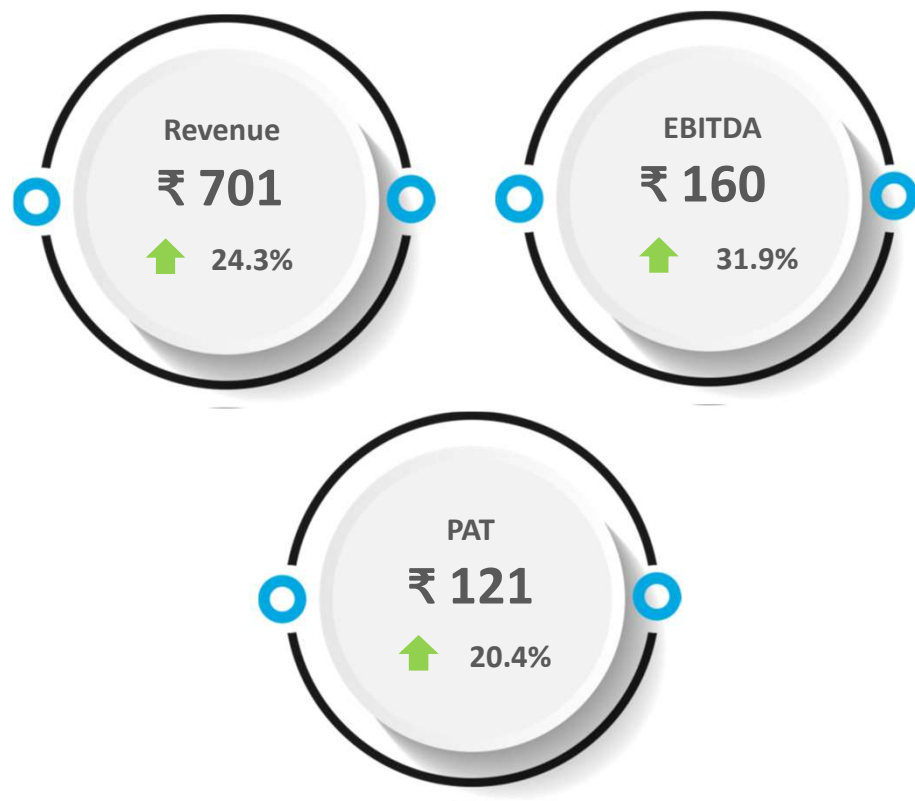
-  **Blue Yonder (formerly JDA):** Partner Advantage member, providing deep expertise to implement, train, and support the Blue Yonder suite for supply chain excellence.
-  **Microsoft:** Gold Partner, leveraging Microsoft technologies to develop, deploy, and maintain world-class enterprise solutions.
-  **Oracle:** Gold member of the Oracle Partner Network, utilizing its database and Java technology expertise for enterprise solutions across various industries.
-  **IBM:** Strategic partner for delivering cutting-edge solutions by integrating IBM's advanced technologies like AI, hybrid cloud, and cybersecurity with Delaplex's agile development.
-  **AWS Partner Network (APN):** An APN Select Consulting Partner, focused on building solutions and services that leverage Amazon Web Services.
-  **ISTQB (International Software Testing Qualifications Board):** A Gold-certified company, demonstrating high proficiency and expertise in software testing based on ISTQB competencies.

Tech Stack



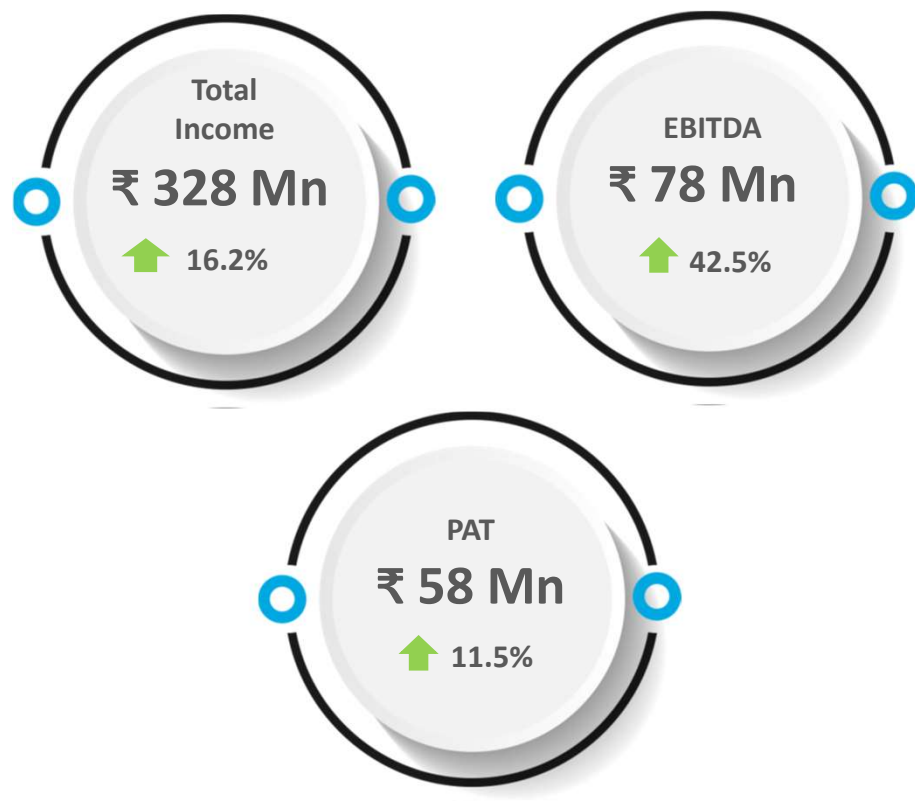
Financial Highlights

Key Financial Highlights-FY25



(INR Mn)	FY25	FY24	Y-o-Y
Total Income	701	564	24.3%
Total Expense	541	443	22.1%
EBITDA	160	121	31.9%
EBITDA Margins (%)	22.82%	21.5%	
Depreciation	3	3	
Finance cost	0.4	0.7	
PBT	156	117	32.5%
Tax	34	16	
PAT	121	101	20.4%
PAT Margins (%)	17.3%	17.8%	
Basic EPS (INR)	13.33	13.26	

Key Financial Highlights-H2 FY25



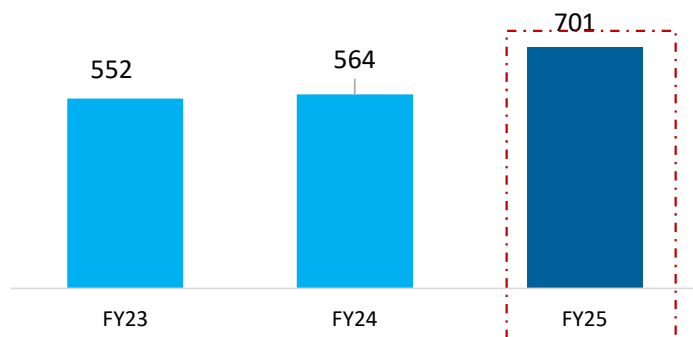
(INR Mn)	H2 FY25	H2 FY24	Y-o-Y	H1 FY25
Total Income	328	283	16.2%	373
Total Expense	250	228	9.7%	272
EBITDA	78	55	42.5%	82
EBITDA Margins (%)	23.8%	19.4%		21.9%
Depreciation	2	2		2
Finance cost	0.2	0.4		0.1
PBT	76	53	44.3%	79
Tax	18	1		15
PAT	58	52	11.5%	63
PAT Margins (%)	17.6%	18.3%		16.9%
Basic EPS (INR)	6.36	7.1		7.0

Amounts have been rounded off for presentation purposes

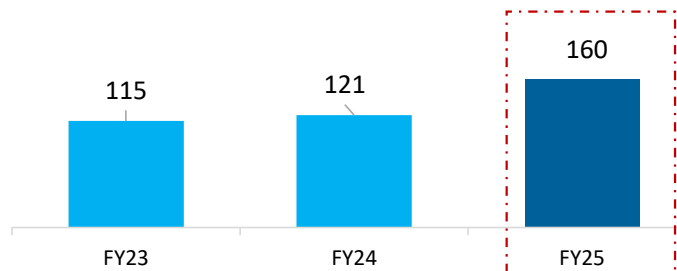
Financial Performance-FY25

Domestic sales contributed 26.42% to total revenue, with a strong 46% YoY growth in FY25, reflecting our focus on expanding presence in the domestic market.

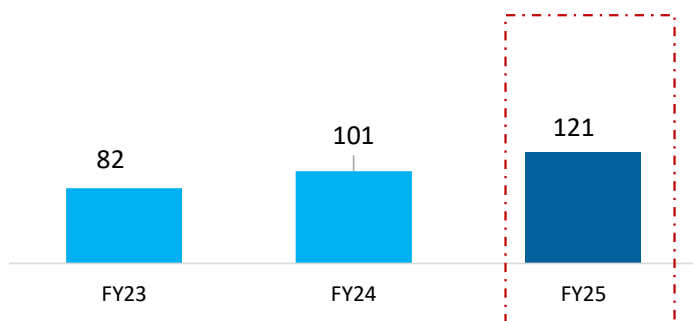
Total Income (INR Mn)



EBITDA (INR Mn)



PAT (INR Mn)



Total Income stood at INR 701 Mn in FY25 as against INR 564 Mn in FY24 driven by strategic acquisitions of Celestia Crew and Blueberry Systems.

EBITDA for the FY25 stood at INR 160 Mn as against INR 121 Mn FY24 supported by enhanced operational efficiency, cross-skilling, and cost optimization.

FY25 PAT stood at INR 121 Mn against PAT of INR 101 Mn in FY24.

Moving towards Sustainability

Our Way Ahead

**Market Expansion:**

Targeting Europe, the Middle East and Africa region for service roll-out.



Innovation: Launch of new AI-driven solutions, enhancing product offerings and customer experience.

**Increasing Market Research:**

Improved brand visibility by continuing to participate in important industry events



Talent Acquisition: Expansion of the talented professionals to drive product research and innovation.

**Focus to increase sales:**

Razor-sharp focus to increase domestic as well as global sales

**Business Wins:**

Added BSNL as a major client with multiple projects underway, including recent strategic wins across key verticals

**Employee Upskilling:**

Invested in AI/ML certifications, and skill development programs to upskill the workforce.

Thank You

For further information, please contact

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<https://delaplex.in/>

AdfactorsPR Pvt. Ltd.

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Ms. Ashama Rajawat

ashama.rajawat@adfactorspr.com