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February 7, 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 Q3 FY24 on February 7, 2024

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor presentation for Q3 of FY24 for the Earnings Call scheduled to be held on Thursday, February 8, 2024, 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

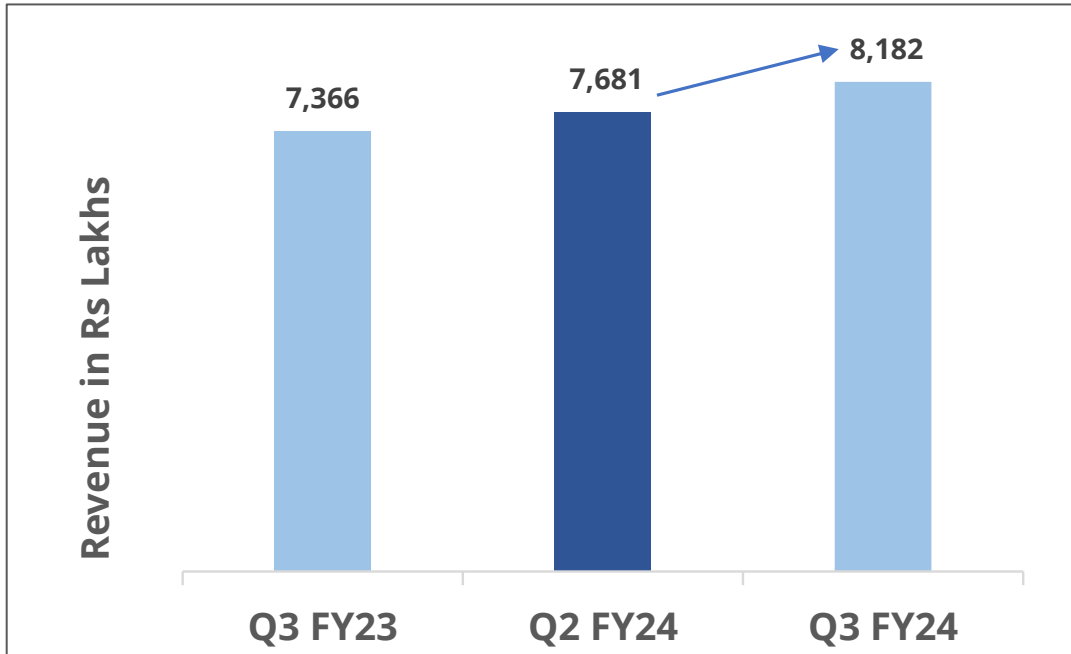
February 24

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Agenda of the meeting

- Financial Updates
- Business Highlights

Quarterly Results



- Operating Revenue at Rs 8,182 Lakhs ↑ 7% (PQ) ↑ 11% CPYQ
- EBITDA at Rs 57 Lakhs; EBITDA margin 0.7%
- PBT at Rs (239) Lakhs; PAT at Rs (489) Lakhs.
- EPS at CQ Rs (0.09) vs PQ Rs (0.20) vs CPYQ Rs (0.08)

Other Information

- DSO stood at ~102 days vs ~116 days in Q2 FY24, excluding unbilled trade debtors.
- Closing cash stays at Rs 10,340 Lakhs vs Rs 10,014 Lakhs of Q2 FY24.
- Q3 FY24 monthly recurring revenue stays at \$2.3 Mn.

	Q3 FY 23	Q2 FY 24	Rs in Lakhs Q3 FY 24
EBITDA	509	(457)	57
PBT	133	(815)	(239)
PAT	(468)	(1,105)	(489)

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
 - Continued QoQ growth
 - 2 new logos in Q3 FY24 including for AI
- Thought Leadership
 - Leader in TMF contributions
- Expand use case footprint with 5G, Cloud & AI first stack

E



Efficiency

- Recognised for delivery efficiency by marquee customer in APAC
- Focussed on using AI for internal productivity
- Establishing a reimaged way of working
 - Contemporary technology first
 - Work with world's best strategic partners to expand portfolio

T



Talent

- Controlled attrition
- Continue to investing in next gen technology talent



Thank you

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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

