August 22, 2025

The Manager Corporate Relationship Department **BSE Limited** Floor 25, Phiroze Jeejeebhoy Tower Dalal Street, Mumbai-400001	The Manager – Listing Department **National Stock Exchange of India Limited** Exchange Plaza, 5th Floor Plot No. C/1, G Block, Bandra Kurla Complex, Bandra(E), Mumbai-400051
BSE Scrip Code: **532341**	NSE Symbol: **IZMO**

Dear Sir/Madam,

Subject: Investors' Presentation

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we submit herewith a copy of Investors Presentation with respect to Business Overview of Izmo Limited ("the Company").

Further a copy of the same is also available on the website of the Company, viz., ***www.izmoltd.com***

Kindly take the same on record.

Thanking You

Yours faithfully,
for **IZMO Limited**

VARUN KUMAR SRIDHARA ADGUR
Digitally signed by VARUN KUMAR SRIDHARA ADGUR
Date: 2025.08.22 13:03:53 +05'30'

Varun Kumar A S
Company Secretary and Compliance Officer

Enc: As Above

izmo Ltd.
177/2C, Bilekahalli Industrial Area,
Bannerghatta Road, Bangalore-560 076, India
CIN: L72200KA1995PLC018734
+91 8067125401 – 07/09
info@izmoltd.com
www.izmoltd.com

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IZMO

Q1 FY26
Investor Presentation

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Consolidated
FINANCIAL HIGHLIGHTS

Management Comment

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Mr. Sanjay Soni

Managing Director, IZMO Ltd

"We have begun the new fiscal year on a very strong note, building on our growth momentum. Our products, existing as well as new offering, continue to witness healthy demand among customers across key markets.

We are registering a robust level of client accretion – 88 new clients were added this quarter in the US, while 27 new clients were on-boarded in Europe and the UK.

Our initiatives to expand our presence in Europe are also fructifying, as we entered the German market recently. This is a testament to the value-addition that new customers see in using our products.

In the quarter ended 30th June 2025, we reported a 19% year-on-year growth in revenue at Rs. 56.5 crores. EBITDA excluding other income grew 4% year-on-year to Rs. 9.7 crores, while PAT was reported at Rs. 6.0 crores. New client additions, along with synergies from Geronimo and our subsidiary Izmo Microsystems (IMPL) contributed to top line growth. One-time set-up expenses for the German market, coupled with expenses in IMPL had a bearing on the margins.

Geronimo has brought several new clients in our roster, especially in Germany. The contribution from IMPL also continues to grow, as we are getting new clients beyond the automotive space there. In terms of our tie-up with IIT Madras, we are expecting a significant development in the latter part of this fiscal year.

Overall, we are quite excited and optimistic about the ongoing year. I would like to thank the entire Izmo team and all our stakeholders for their support, which drives the Company forward."

Key Recent Updates

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Izmostock's new global portal

- Streamlined Navigation & Search – Easily locate images by year, make, model, trim, and body style.
- Comprehensive Image Sets – Standardized exterior and interior images for nearly every vehicle on the market - in every OEM color.
- Seamless Integration – Full database mapping for leading platforms and APIs.

Automotive AI Factory

- Dedicated AI Innovation Hub
- Smart, Modular AI Agents
- Data advantage through unified Data Lake
- Significant Cost & Performance Gains
- Recurring Revenue Through AI Services

Consolidated
Quarterly Financial Highlights

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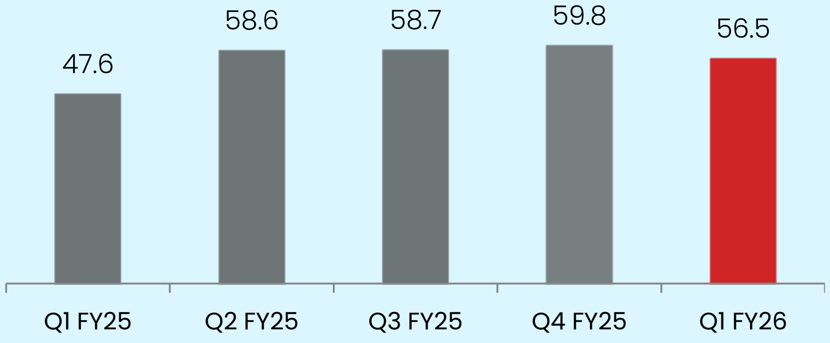
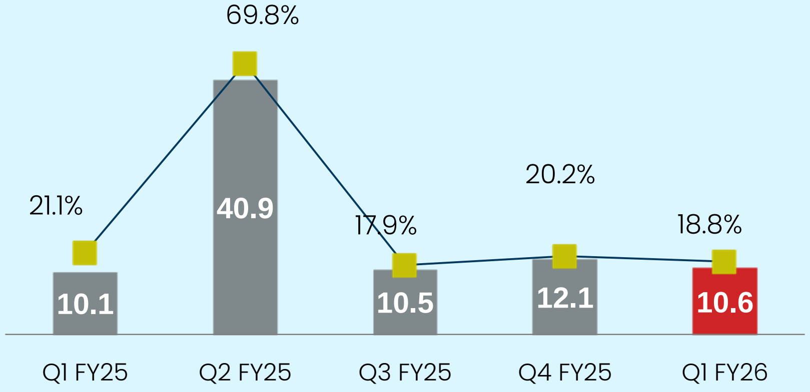
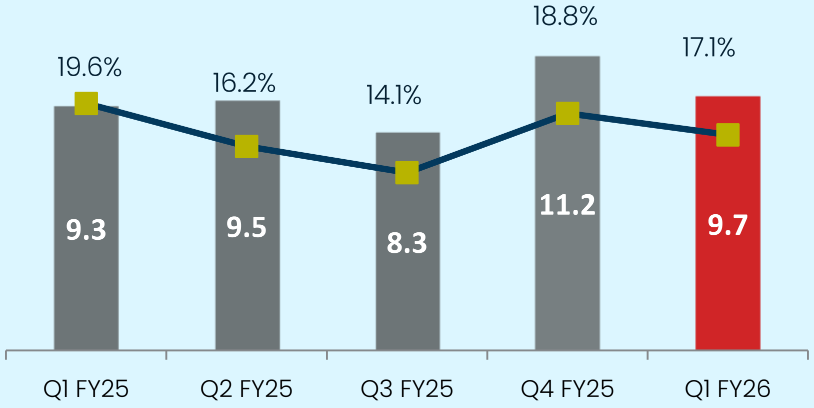
Revenue from Operations (Rs. Cr.)



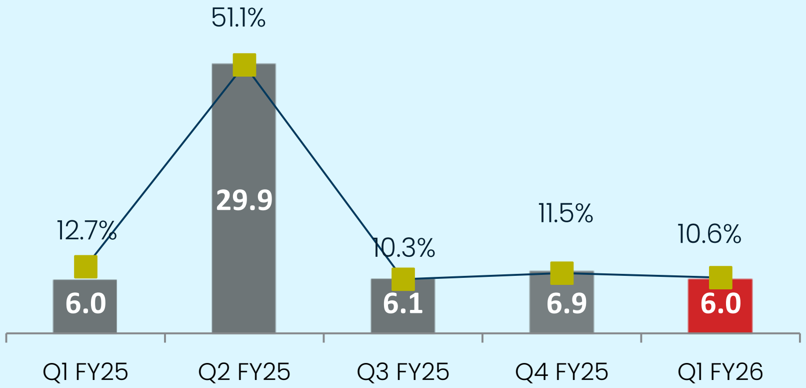
EBITDA (incl. other income) (Rs. Cr.) / Margin (%)



EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Consolidated
Quarterly Financial Highlights

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Rs. Crs	Q1 FY26	Q1 FY25	YoY%	Q4 FY25
Income from Operations	56.51	47.58		59.81
Other Operating Income	0.00	0.00		0.00
Total Income from Operations	**56.51**	**47.58**	**18.77%**	**59.81**
Raw Material Expenses	1.58	1.00		1.81
Employee Cost	28.16	23.25		28.28
Other Costs	17.10	14.02		18.49
Total Expenditure	**46.84**	**38.28**	**22.37%**	**48.57**
EBITDA (excluding other income)	**9.67**	**9.30**	**3.95%**	**11.24**
EBITDA Margin %	**17.11%**	**19.55%**		**18.79%**
Other Income	0.96	0.78		0.85
Depreciation	4.20	3.88		4.67
Interest	0.43	0.18		0.57
Profit Before Tax	**6.00**	**6.03**	**(0.39%)**	**6.85**
Tax	0.00	0.00		(0.03)
Profit After Tax	**6.00**	**6.03**	**(0.39%)**	**6.89**
PAT Margin %	**10.62%**	**12.67%**		**11.52%**
EPS in Rs.	4.03	4.27		4.63

- Growth in top line on the back of new clients in US and Europe, supported by Geronimo and Izmo Microsystems
- Entry into German market
- FrogData and Izmo Micro continue to gain adoption among consumers

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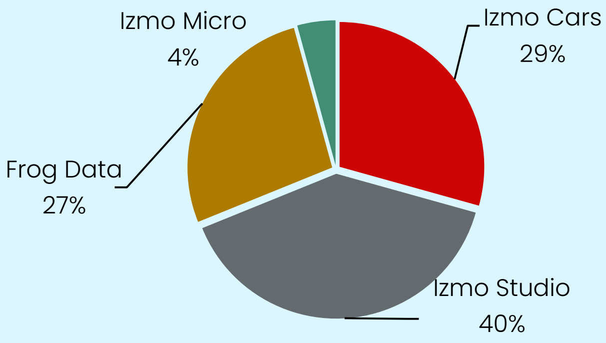
Revenue Bifurcations

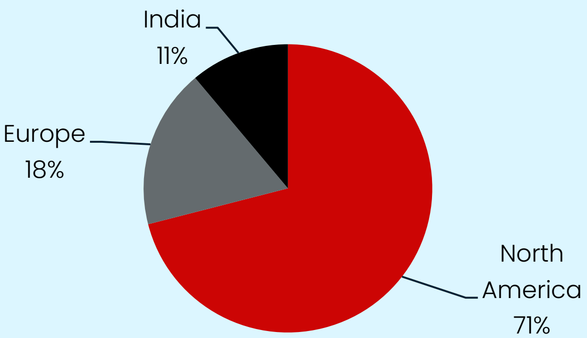
By Business Divisions

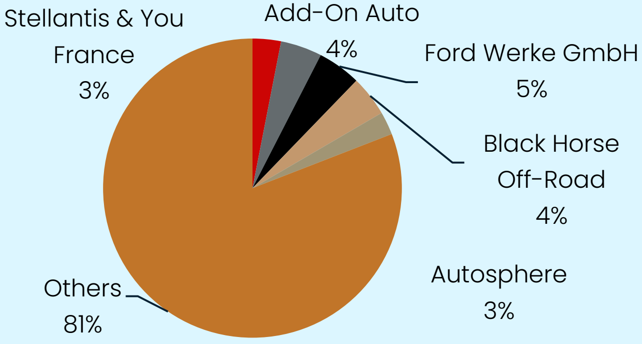
By Geography

Top Customers

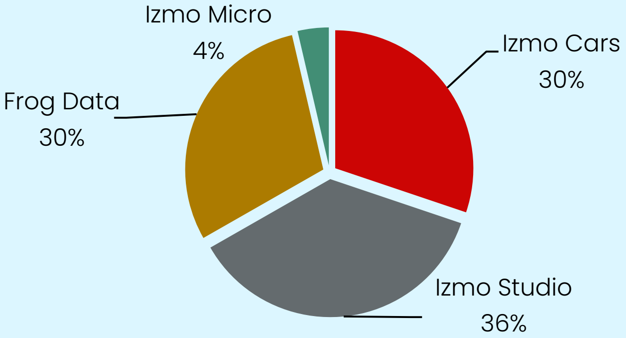
Q1 FY26

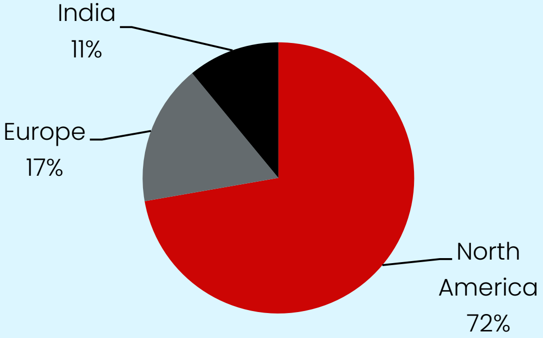


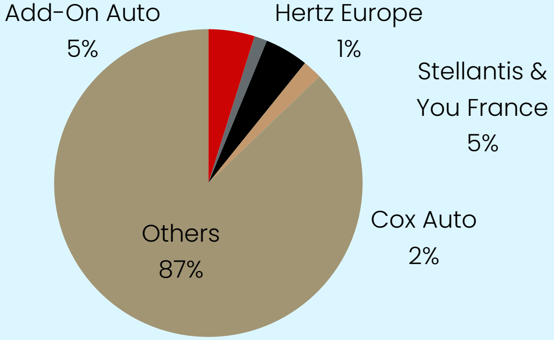




FY25







Consolidated Segmental Revenue

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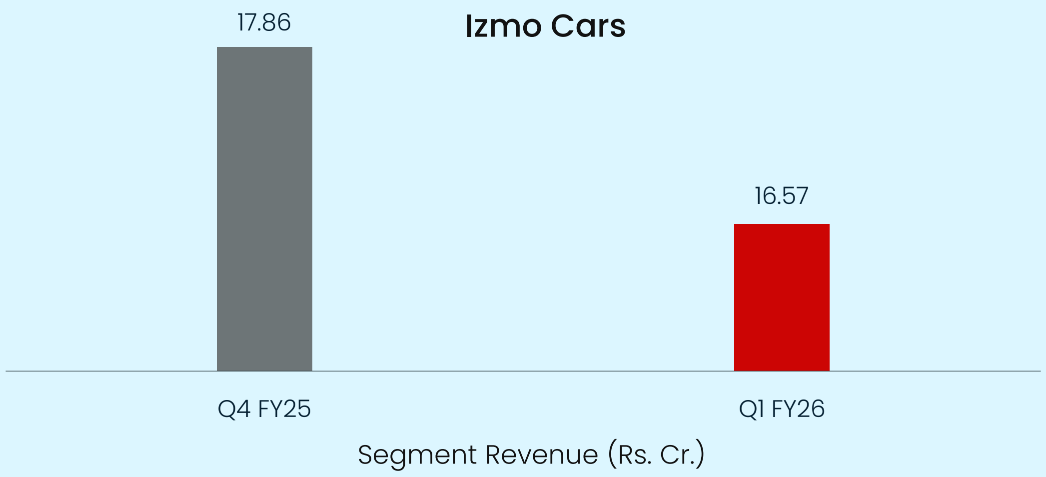

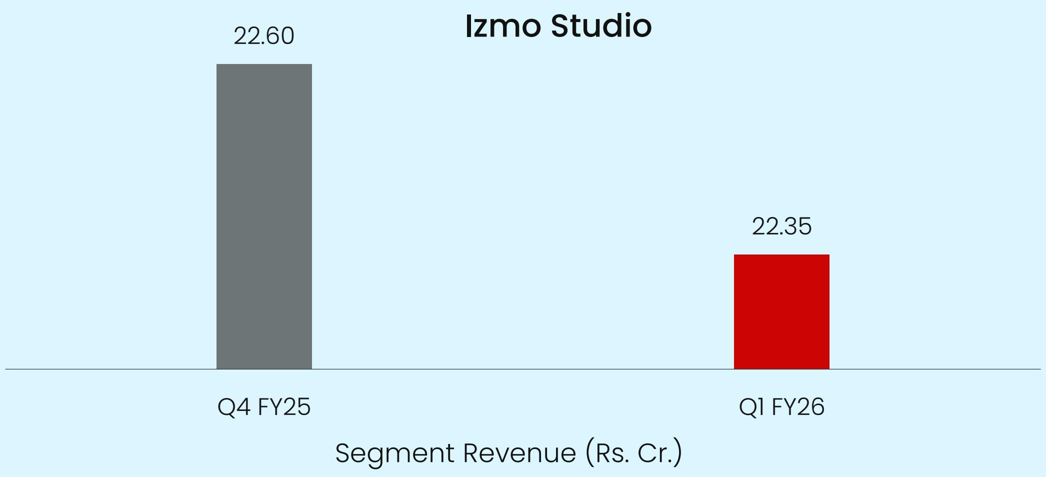

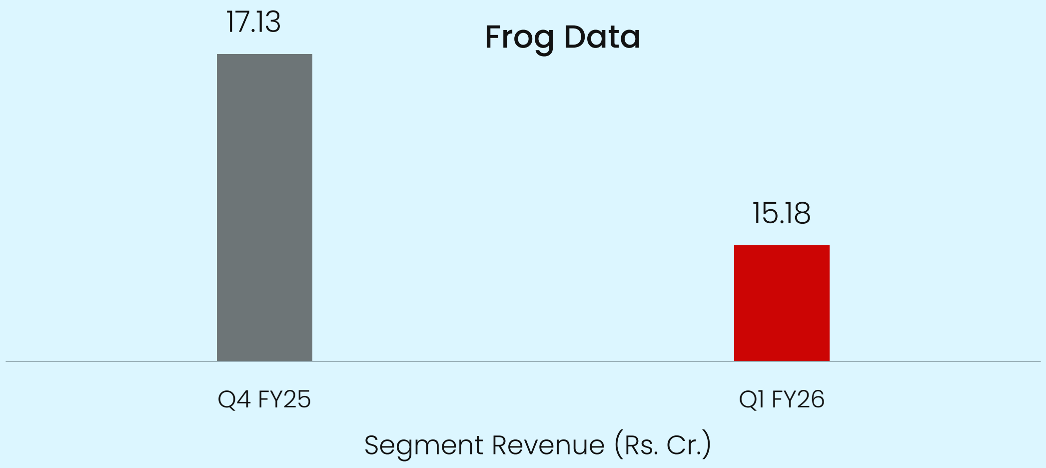

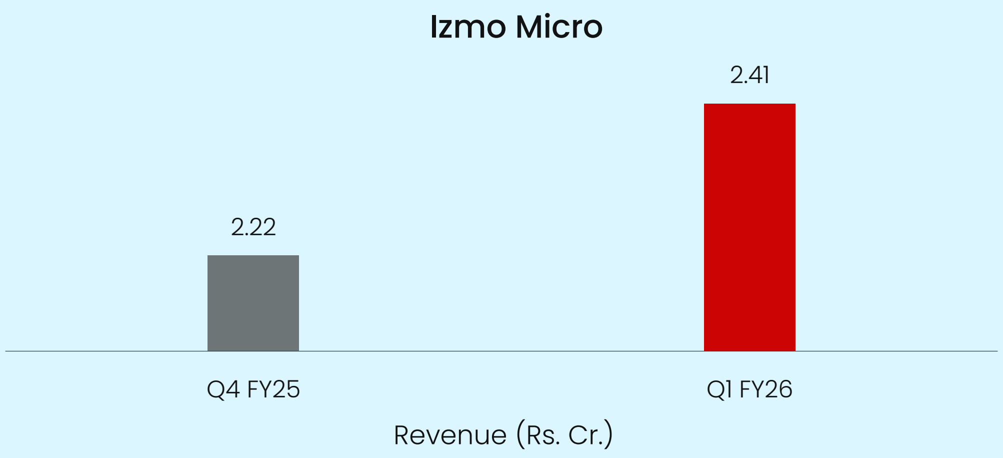

Gross Revenue Retention Rate remains at 98.5%

Consolidated
Annual Financial Highlights

izmoltd.

Rs. Crs	FY25	FY24	YoY %
Income from Operations	224.61	186.75	
Other Operating Income	0.00	0.00	
Total Income from Operations	**224.61**	**186.75**	**20.27%**
Raw Material Expenses	**4.44**	**4.11**	
Employee Cost	112.12	84.25	
Other Costs	69.75	58.50	
Total Expenditure	**186.30**	**146.85**	
EBITDA (excluding other income)	**38.31**	**39.90**	**(3.98%)**
EBITDA Margin %	**17.05%**	**21.36%**	**(431 bps)**
Other Income	35.26	3.34	
Depreciation	16.44	15.44	
Interest	1.01	0.97	
Profit Before Tax	**53.72**	**26.83**	
Tax	4.84	0.78	
Profit After Tax	**48.88**	**26.05**	**87.64%**
PAT Margin %	**21.76%**	**13.95%**	**781 bps**
EPS in Rs.	33.90	19.30	

- Strong demand from new clients in US & Europe markets
- Investment in skilled workforce & marketing impacted margins
- Strong uptake in FrogData & Izmo Micro

Consolidated
Annual Financial Highlights

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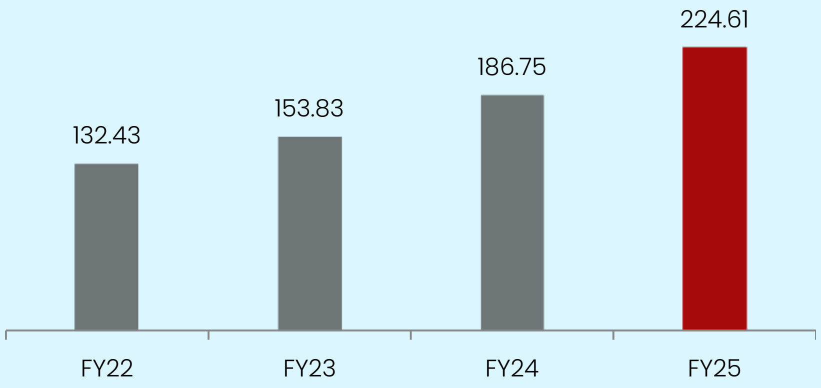
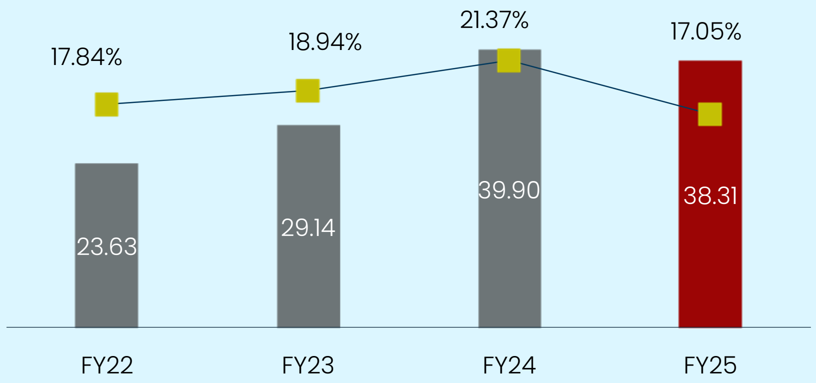
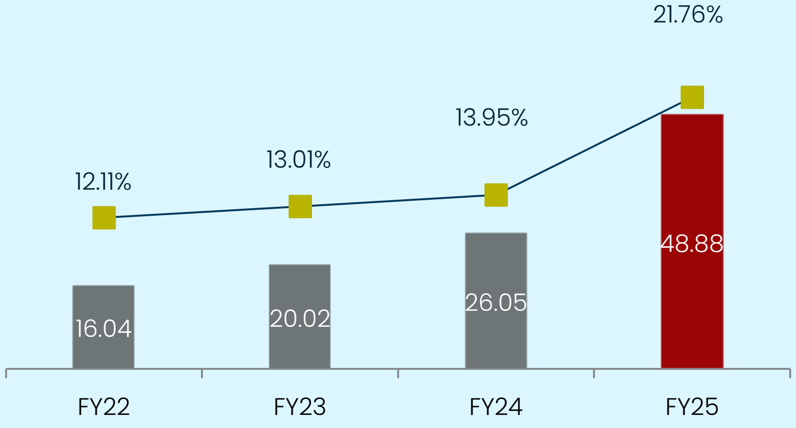
Revenue from Operations (Rs. Cr.)



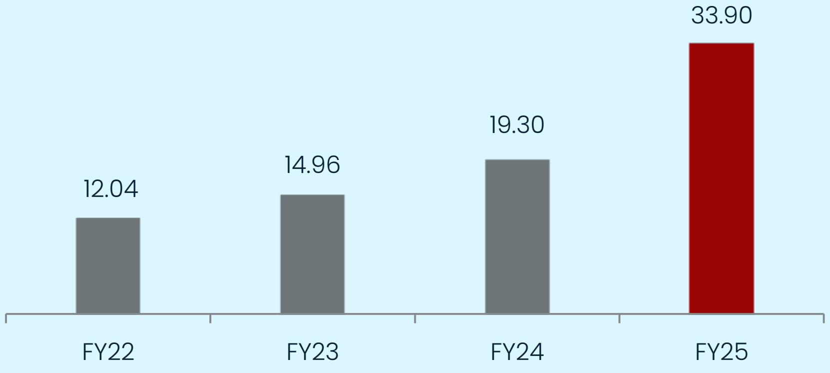
EBITDA (excl. other income) (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Basic EPS (Rs.)



Consolidated Balance Sheet Highlights

izmoltd.

Particulars (Rs. Cr.)	30th Sept 2024	31st March 2025
Shareholders Funds	**343.74**	**359.15**
Share Capital	14.15	14.87
Other Equity	329.60	344.28
Non Current Liabilities	**7.03**	**9.33**
Financial Liabilities		
LT Borrowings	3.59	4.42
LT Provisions	3.44	3.66
Lease Liability		1.25
Current Liabilities	**51.90**	**69.57**
Trade Payables	2.91	4.46
Other Financial Liabilities	3.53	6.10
ST Provisions	0.65	0.72
Other Current Liabilities	40.09	53.28
Current Tax Liabilities (Net)	4.73	5.01
Total Equity & Liabilities	**402.68**	**438.05**

Particulars (Rs. Cr.)	30th Sept 2024	31st March 2025
Non Current Assets	**275.01**	**285.92**
Property Plant & Equipment	5.50	6.35
Right of Use Asset	-	1.90
Capital work in progress	-	-
Investment Property	-	-
Other Intangible Assets	262.05	267.84
Deferred Tax Assets	0.71	0.73
Other Non-Current Assets	6.75	9.10
Current Assets	**127.67**	**152.13**
Inventories	0.09	0.21
Trade receivables	69.24	98.89
Cash & Cash equivalents	27.61	24.52
Other Financial Assets	30.74	28.52
Total Assets	**402.68**	**438.05**

COMPANY OVERVIEW

About Us

izmoltd.

World leader in Automotive Interactive Marketing Solutions

- Founded in 1995
- Global footprint with operations in 7 countries across Americas, Europe and Asia; clients spread worldwide
- Product Specialists in e-marketing solutions for automotive sector
- Go-to provider of bespoke SaaS solutions for auto dealers targeted to boost productivity and sales
- Comprehensive repository of auto images, interactive media content and VR products
- izmo.ai platform for AI solutions for Automotive

Rich Management Experience

- Experienced Management backed by diverse and skilled team with a right mix of operational & technical expertise combined with dedicated and skilled employee base
- Dynamic & rich experience across business verticals

Business Mix

- **Automotive Solutions** – Enterprise Platform for Digital Retail, CRM for After Sales Automotive, Performance Consulting for Automotive Retail excellent
- **Interactive Media Solutions** – Offers world's largest library of automotive images and animation, 3D Virtual Showroom, Virtual Reality & Video Platform.
- **AI Platform (New)** – . izmo.ai platform for Nexgen customer engagement & intelligent marketing.

Marquee Clients

- **Automotive** – Stellantis France, Emil Frey, Microsoft, Hertz, Europcar, Renault, SONY, Ford.
- **Information Technology** – Microsoft, Infosys, Wipro, Dataone, Rambus and IBM
- **Telecommunication** – Airtel and Idea

Core & Experienced Management

izmoltd.

Mr. Sanjay Soni
(Managing Director)

- Founder of Logix Microsystem later changed into IZMO
- Over 17 years experience in automotive industry with several publications in computer science
- Postgraduate from IIM Bangalore

U.S.A.

Mr. Tej Soni
(President & Founder of izmocars, USA)

Rod Lampart
(Director of Product, US-based)

Brian Wiklem
(Director of CDGI/VR , US-based)

Chris Daniels
(Director of Interactive Media, US-based)

FRANCE

Mr. Cedric Breton
Commercial Director

Mr. Jean Charles Cardon
Director - Digital Solutions

INDIA

Mr. Sarbashish Bhattacharjee
(Chief Technology Officer)

Mrs. Kiran Soni
(Chief Financial Officer)

Mr. Gopi SD
(Associate Director - Finance & Accounts)

Mr. Dipankar Kacharia
(Head - AOA Division)

Key strengths

- Only Multinational / Multilingual Digital Retail Platform for Auto
- Unique & Innovative Product & Service Offerings
- Experienced Leadership with deep domain expertise
- Strong R&D Initiatives: Average annual spend of Rs. 10-12 cr (>10% of revenue)
- Growth driven by surge in Online Retail for Automotive
- Highly-Profitable SaaS Platform with Annual Recurring Revenue (ARR) revenue model
- Strong reputation and brand image among customers
- Proprietary methodology & process for CGI products & VR platform

BUSINESS OVERVIEW

Business Divisions

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izmo Cars

Digital Retail Platform for Auto

Specialized e-marketing SaaS solution for automotive traders

- Multinational presence with multilingual platform
- Recognized brand and domain experts since 2002
- Solid customer base with low churn

Frogdata

AI Platform for Automotive

Decision Intelligence Platform

- Most advanced platform for Automotive Decision Analytics
- Integration with major platforms in the Industry
- AI Solutions for Automotive Retail Operations

izmo Studio

Interactive Media Products

Exhaustive library of automotive images, videos and animations

- Global Leader in Interactive Automotive Content
- Photography, CGI, Video, VR Studios
- Low-cost production center in India

IZMO Cars

izmoltd.

izmoauto

Digital Retail Platform

- Multi-lingual Web Platform for Automotive
- Proprietary Automotive Web Platform for Tier I & II clients
- Largest provider in France
- More than 2,000 dealers worldwide use izmo solutions
- Clients include OEM Networks, Large & Small Dealer Groups

01

izmo.ai (New)

- AI based marketing platform
- Data aggregation, pricing tools, intelligent customer targeting
- Analytics driven Media Marketing

02

PartsVelocity CRM

- SaaS based Parts Distribution Sales
- & Marketing CRM
- Integration with major DMS systems
- PSA Alliance (Peugeot) Standard for Distributors
- Comprehensive platform for Parts Distribution Management
- Integration with major DMS systems in Europe

03

IZMO Studio

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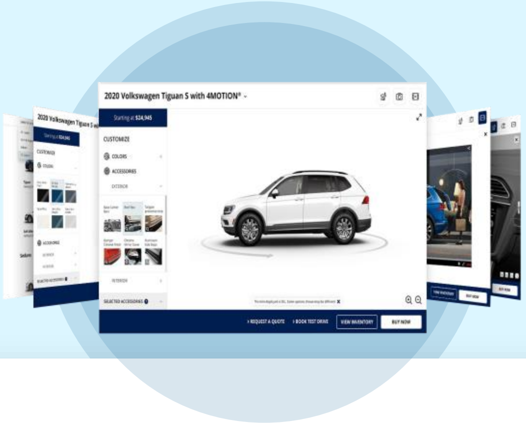
izmo Stock

- Global Automotive Image Library
- #1 in Automotive Stock Images
- Tier 1 Client List
- 2% Client Churn



izmo FX

- CGI Development Services
- 3D Virtual Showroom with Accessories
- Kinetic CGI – Interactive Product Experience Platform

izmo VR

- Automotive VR Platform
- izmoVR Lead Generation Kiosk
- Virtual Reality Experience Apps

Frog Data

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FrogAI Plus

Decision Analytics Platform

- Integrated with major DMS System
- Many Systems, One Dashboard (DMS, CRM, Google, Service)
- Data Analytics Platform for Auto Retail

FrogData Lake

Data Repository for AI

- Seamless Integration with any system
- Managed pipelines for data migration
- Single normalized repository for all data

FrogAI Factory

- AutoGPT for next generation apps and automation for dealers
- WarrantyBoost+ - AI based warranty rate analysis
- WarrantyMind - AI based warranty claims processing
- Autominds – AI driven used car pricing engine

Other Key Products / Services

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izmoEmporio

3D CGI Virtual Showroom

- High user engagement & conversion rate >90%
- Increased Online Sales
- Content available for all countries
- Unique product with no competition
- One line integration with any dealer website
- Low cost, high-volume production capacity

izmoVR

Virtual Car Test Drive

- New concept in Auto Retailing – Virtual Test Drives
- Innovative & Immersive User Experience
- One of the largest content library in the world, being repurposed for VR
- Build Content, Distribute, Monetize
- Easy to scale in any country
- Potential to launch in App Store for private viewing
- Facilitates better Lead generation for sales

Izmo Microsystems

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Semiconductor Innovation for the Future

Business Focus

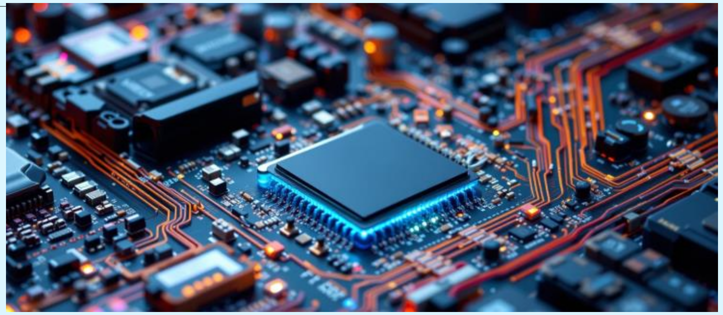
- Specializes in System-in-Package (SiP) semiconductor packaging

Target Industries

- Consumer Electronics, Automotive, Telecom, Green Energy

Core Capabilities

- 3D Die Stacking
- Fine-Pitch Wire Bonding
- Class 1000 Clean Room
- RF/MW Packaging, Power Modules, Co-Packaged Optics



Key Differentiators

- Advanced packaging solutions for compact, high-performance systems
- In-house design & manufacturing integration
- Focus on energy-efficient, next-gen chip solutions

Strategic Partnership

- Collaboration with IIT Madras (CPPICS)
- Focus on Programmable Photonic Processors, Quantum & Microwave Photonics

Strong **R&D Team**

izmoltd.

Developed **WebGL based 3D Interactive Platform** for personalization of cars with accessories

Developed AI Big Data Platform for **Decision Analytics based on Integrated Data Model** with Heuristic Algorithms for quick analysis

Developed **CGI technology for Rapid 3D Modeling** for Automotive using On-Site Laser Scanning and AI based modeling process

Developed industry first **CGI based Virtual Reality & Augmented Reality Platform** for Auto Retailing

Developed Used Car Price Optimizer
- AI based Used Car Pricing platform

Global Presence

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~90% Revenue from Exports in FY25

izmoltd.

Marquee Clients

SONY	PSA PEUGEOT CITROËN	Audi	NISSAN
PlayStation	AVIS	PORSCHE	Ford
Hertz	LeasePlan	RENAULT	HONDA
Europcar	Microsoft	ARVAL BNP PARIBAS GROUP	SUZUKI
TERBERG LEASING	FIAT	ACURA	TOYOTA

INDUSTRY OVERVIEW

Market Scenario

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Business Software Market

- Global business software & services market was valued at $389.86 billion in 2020 and forecasted to grow at CAGR of 11.3% during 2021-28
- Growing automation of business processes and increase in enterprise data are driving growth in this industry
- COVID-19 pandemic further expedited this growth as demand for SaaS based services and products increase across sectors

E-Marketing Industry

- Global digital marketing sector, valued at ~ $321 billion in 2022, reached $366.1 billion in 2023, growing 14%; and is forecast to reach $671.8 billion by 2028
- Rising investments in online video and mobile advertising have fueled overall digital marketing expenditure in North America and Western Europe
- Mobile ad expenditure contributes to ~ 39-42% of digital spend in Western European markets such as the UK, Germany, and Spain, and expected to grow to 55-60%

Sources: https://www.grandviewresearch.com/industry-analysis/business-software-services-market
https://www.linkedin.com/pulse/digital-marketing-market-size-projected-showcase-growth-singhania/

Automotive Dealer Market

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Market Opportunity

- Base Platform Billing Per Dealer: $1,500 – $2,000/month
- Add Consulting: $500/month
- Add Derivative Products: $1,000/month
- Total: $3,500/month
- Market Size: $840 million

Auto Dealer Industry Size

- Auto sales in 2023: ~75 Million
- Sales Revenue > $ 1 Trillion
- No. of Car Dealers: 20,000
- Avg. Dealership:
  - $60M Sales/ Year
  - Employs 100 people
  - Monthly Marketing Spend: $600/car = $60,000/month

Sources: Company, Statista

Global Trends & US Automotive Sector

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Prevailing Global Trends

- Strong growth in online Auto retail
- Interactive Media content fast gaining popularity
- Online spend by Auto dealers on rise
- Consumers demanding better content before buying decision
- Very few players offering interactive media content for automotive

US Auto Sector

- Total Dealerships: 16,682
- Total Advertising Spend: $9.2 billion
- Advertising Budget / Vehicle: $640
- Sales: 17.1 million / $1.02 Trillion
- Online Spend: 56% of total
- Average Annual Internet Spend/ Dealer: $310,127

Sources: Company

WAY AHEAD

Way Ahead

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Focus on Growing Existing Products in Existing Geographies

- **izmoStudio** – Driven by growth in online auto sales
- **izmocars** – French market continues to grow
- **FrogData** – AI & Data Analytics boom fuels growth

Focus on Existing Products in New Geographies

- **izmoauto** to be re-introduced in **USA**
- Full Suite Digital Solutions in **Germany, Spain & Switzerland**

Expanding Data Repository and Auto Dealers Subscriptions

- Focus on updating repository of data with latest and state-of-the-art imagery and information

Focus on New Products in Existing Geographies

- **izmoVR** – VR Lead Generation Platform for Automotive
- **izmo.ai** – AI Solutions for customer targeting
- **EV S/W** – Software for electric vehicles & mobility solutions. Dedicated R&D efforts to be supported by strong sales & service network
- **Izmo Microsystems** – System in Package (SiP) for automotive & other sectors

Thank You

Investor Relations Advisors :

Adfactors PR Pvt. Ltd.

Ms. Devishi Goel
devishi.goel@adfactorspr.com

Mr. Rahul Trivedi
rahul.trivedi@adfactorspr.com

www.adfactorspr.com