



UNIFIED DATA-TECH SOLUTIONS LIMITED

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CIN: U51900MH2010PLC202878

ISO 9001 & ISO 27001 Certified Company

Date: 16.06.2025

To,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001, Maharashtra

Scrip ID / Code: UNIFIED | 544406

Dear Sir/Ma'am,

Sub: H2 & FY25 Earnings Release on Audited Financial Results of Unified Data – Tech Solutions Limited for the Half Year and Full Year ended on March 31st, 2025

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in continuation to Outcome of Board Meeting held on June 13, 2025 regarding Audited financial results of Unified Data – Tech Solutions Limited for the Half Year and Full Year ended on March 31st, 2025, we submit herewith the Earnings Release on the same.

This is for your kind information and record.

Thanks & Regards,

For UNIFIED DATA- TECH SOLUTIONS LIMITED
HIREN RAJENDRA MEHTA

Hiren Rajendra Mehta Chairman & Managing Director
(DIN: 02972140)

Formerly Known as Unified Data-Tech Solutions Private Limited



Udtechs
Technology Simplified

FY25 EARNINGS RELEASE

Posts Record Profit in FY25

EBITDA grew by

29%

and Margins expanded by

563 bps

PAT grew by

36%

and Margins increased by

586 bps



Mumbai, June 16th, 2025: Unified Data - Tech Solutions Ltd, among fastest growing system integrators in India, that engages in the business of Data Center Infra and Cloud Sector - System Integration, announced its audited financial results on 13th June 2025 for the half year and full year ended March 31st, 2025.

About the Business

ESTABLISHED AND SPECIALIZED IT SOLUTIONS PROVIDER

- Founded in 2010, Unified Data-Tech Solutions Limited (UDTSL) is a Mumbai-based technology company focused on delivering **end-to-end IT infrastructure solutions and digital transformation services**.
- The company operates in the **system integration** space, providing both hardware and service-based IT solutions under one roof.

COMPREHENSIVE SERVICE PORTFOLIO ACROSS IT LAYERS

- Services include **Data Centre Infrastructure, Cloud Deployment, Virtualization, Cybersecurity, Data protection, and Application Delivery**.
- Capable of handling complex turnkey projects – from infrastructure setup to long-term IT maintenance.

DIVERSE CLIENT COVERAGE WITH ENTERPRISE DEPTH

- Caters to sectors like **Banking, Financial Services, Insurance (BFSI)**, along with **Manufacturing, Pharma, IT/ITeS**, and select **government** engagements.
- Established Institutional client base with multi-year relationships, especially in BFSI which contributes ~70% of revenue.



Core Strengths

BALANCED DUAL REVENUE MODEL – PRODUCT + SERVICES

- Product revenue includes enterprise-grade **servers, security and networking Devices, and storage infrastructure.**
- Services include Annual maintenance support , **cloud deployment, Remote support services, cybersecurity operations, virtualization support,** and other SLA-bound IT contracts.
- This dual engine enables upfront revenue from hardware and, high-margin income from downstream services.

CERTIFIED EXECUTION CAPABILITIES

- Holds 310+ OEM certifications/Badges from global leaders like IBM, Dell, Veritas, Fortinet – showcasing sound technical partnerships.
- ISO 9001:2015 and ISO 27001:2013 certified – ensuring enterprise-grade service quality and data security compliance.

DEBT-FREE, ASSET-LIGHT, AND CASH POSITIVE BUSINESS

- No long-term or short-term borrowings; the company operates entirely on internal accruals.
- Maintains surplus investments and strong free cash flows, offering financial flexibility and growth.

AWARD-WINNING AND RECOGNIZED INDUSTRY LEADER

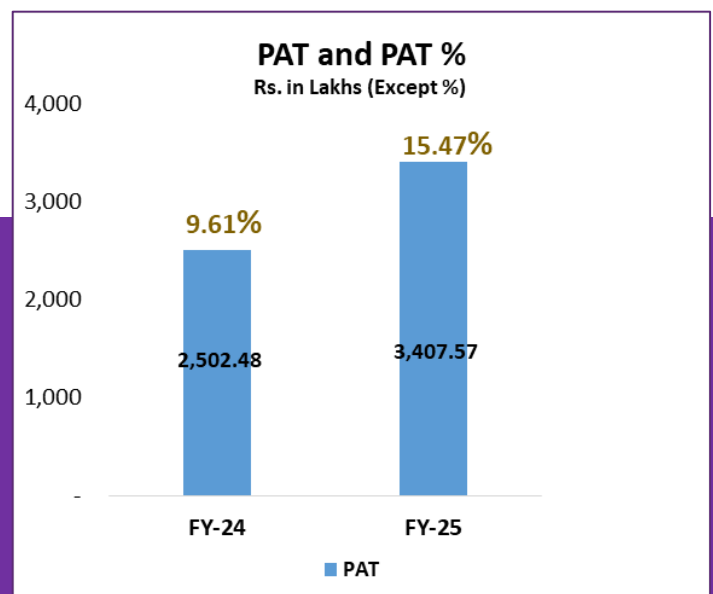
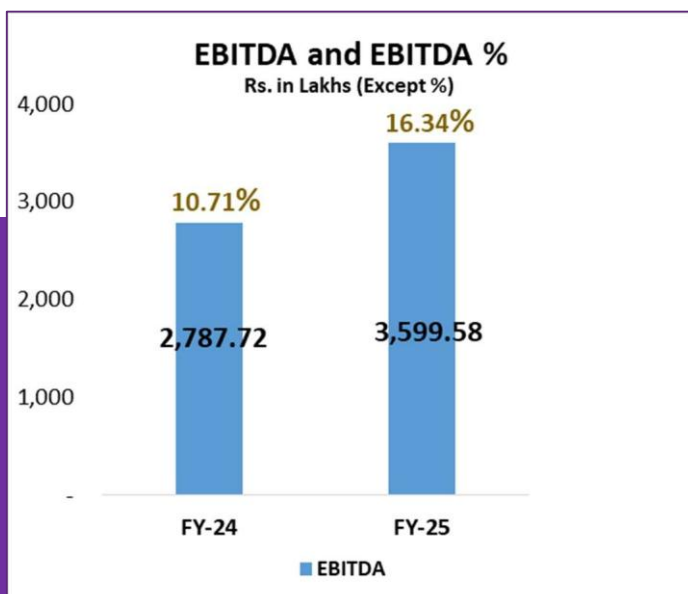
- Recognized as Emerging IT Company of the Year – 2024 by MSMECIL.
- Other accolades include India 5000 SME Award, IBM Platinum Partnership, and IBM Storage Partner recognition.

SCALABLE MODEL WITH CONSISTENT FINANCIAL PERFORMANCE RAPID SERVICE SEGMENT EXPANSION DRIVING MARGINS

- Services contributed nearly **49.33% of FY25 revenue**, up from 23.77% in FY24 - **high-margin income**.
- Service contracts are generally SLA-driven, supporting **customer retention and enabling cross-selling opportunities**.
- Decline in total revenue for FY-25 was attributed to **high product sale cycle in FY24**, which has led to **increased deployment of UDTSL solutions at client sites**. These deployments have contributed to **service contracts**, there-by supported higher margins

CONSISTENT FINANCIAL PERFORMANCE WITH SCALABILITY

- **EBITDA** reached an all-time high of ₹3,599.58 lakhs, with **EBITDA margins** at 16.34%, driven by increased service revenue contribution and cost efficiency.
- **Profit after Tax (PAT)** stood at ₹3,407.57 lakhs, also marking the highest- ever level, with **PAT margins** of 15.47%, reflecting healthy bottom-line profitability.
- High **ROE** and **ROCE of ~ 35% demonstrate** capital efficiency and return-generating capability



ASSET-LIGHT, PROFIT-DRIVEN MODEL

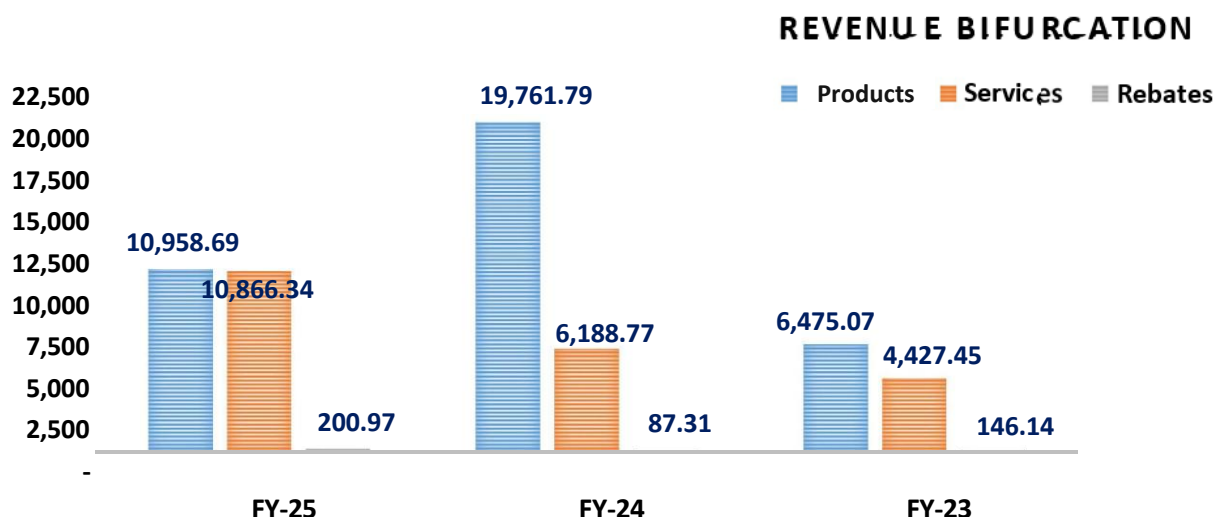
- Minimal fixed assets (~₹131 lakhs) with strong profitability ensures scalability without significant capital expenditure.
- Net worth grew to 9,789.28 lakhs by FY-25.

STRATEGIC POSITIONING IN TECHNOLOGY DOMAIN

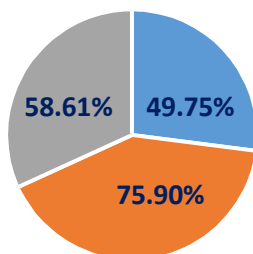
- Positioned in **cloud infrastructure, cybersecurity, data center modernization** – all growing at **15–18% CAGR in India**.
- Tailwinds from **Digital India**, cloud adoption, AI readiness, and enterprise IT outsourcing will continue fueling demand.
- Well-placed to benefit from India's \$80–90 billion digital transformation market by 2028.

FY25 REVENUE BIFURCATION – PRODUCTS VS SERVICES

- **Total Revenue (₹22,026 lakhs)**
- **Products:** ₹10,958.69 lakhs (**49.75%**) – includes servers, networking equipment, storage devices, and data center hardware.
- **Services:** ₹10,866.34 lakhs (**49.33%**) – includes revenue from , cloud deployment, cybersecurity support, IT infrastructure AMC, and virtual desktop solutions, UDTSPL remote support
- This model provides better **visibility, client retention, and long-term cash flow stability**

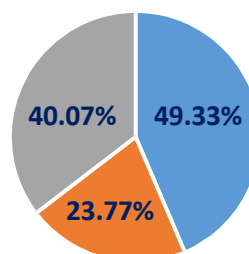


Products



■ FY-25 ■ FY-24 ■ FY-23

Services



■ FY-25 ■ FY-24 ■ FY-23



MANAGEMENT COMMENT

MR. HIREN RAJENDRA MEHTA

MANAGEMENT COMMENTARY AND STRATEGIC OUTLOOK

- The management emphasized that operational profits have grown consistently at a CAGR of 30–35% over the past few years
- UDTSL's service segment, contributing **almost 49.33% of revenue in FY-25**, is driven by high-margin offerings such as cloud deployment, managed IT services, and cybersecurity solutions. These services not only ensure income through long-term contracts but also **enhance client stickiness**, with **healthy cross-selling potential following product deployments**. The company's certified expertise and SLA-driven delivery model further position it as a **trusted long-term IT partner across sectors**.

For any Investor Relations query, please contact:

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Mr. Bhavya Aggarwal
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Disclaimer: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results.*

Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.