



EL/SEC/2024-25/ 47

July 30, 2024

Corporate Relationship Department
BSE Limited
1st Floor, New Trading Ring Rotunda
Building, P J Towers, Dalal Street, Fort,
Mumbai - 400 001

The Manager, Listing Department
National Stock Exchange of India Limited
"Exchange Plaza", C-1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400 051

Script Code: 543533

Symbol: EMUDHRA

Dear Sir/Madam,

Sub: Press release on the unaudited financial results for the quarter ended June 30, 2024

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the press release on the unaudited financial results of the company for the quarter ended June 30, 2024.

This is for your information and records.

Thanking you

Yours faithfully,

For eMudhra Limited

Johnson Xavier
Company Secretary & Compliance Officer
Membership No. A28304

Encl: As Above.

eMudhra Limited reports Q1 FY 25 results with Income growth at 17.7 % y-o-y with EBITDA margin at 31.0% and PAT margin at 19.1%

Bengaluru, India – July 30, 2024: eMudhra Limited (BSE: 543533, NSE: EMUDHRA), a digital trust, digital security and paperless transformation solution provider, today announced its financial results for Q1 FY25 as approved by its Board of Directors.

Key Financial Highlights (Consolidated)

<i>(all amounts are in INR million, unless otherwise specified)</i>						
Particulars	Q1	Q1	Y-o-Y	Q4	Q-o-Q	FY24
	FY 25	FY 24	Growth (%)	FY 24	Growth (%)	
Total Income	950.2	807.3	17.7%	1,031.0	-7.8%	3800.4
Gross Margin	631.0	595.0	6.1%	719.1	-12.3%	2,576.4
Gross Margin [%]	66.4%	73.7%		69.7%		67.8%
EBITDA	294.5	247.5	19.0%	363.0	-18.9%	1164.8
EBITDA [%]	31.0%	30.7%		29.6%		30.6%
PAT	182.0	163.7	11.2%	212.0	-14.2%	763.5
PAT [%]	19.1%	20.3%		20.6%		20.1%
Basic EPS (INR)	2.2	2.1	6.6%	2.6	-15.8%	9.7
Diluted EPS (INR)	2.2	2.0	8.0%	2.6	-16.2%	9.5

Commenting on the first quarter results, V. Srinivasan, Executive Chairman, eMudhra Limited said, “We are pleased to report first quarter results for FY25 with a revenue growth of 17.7% y-o-y, EBITDA growth of 19.0% y-o-y and PAT growth of 11.2% y-o-y.

The first quarter saw continued traction in both domestic and overseas markets for our enterprise solutions. In India, we continue to see deal momentum in BFSI for integrated eSign/eStamping usage via emSigner for customer onboarding, lending workflows. We also participated in a number of critical digital transformation projects in eGovernment. In view of central elections there has been a delay in respect of government projects. Further, in view of change in methodology of selling digital signatures announced by Controller of Certifying Authorities in April 2024, which was to take effect from July 2024, the partners of Indian trust services business bought lesser stock resulting in lower revenue in Indian Trust Services.

Our traction in the United States continues to improve with penetration into certain key accounts for Certificate Lifecycle Management/PKI offerings. We have also been able to win deals in the Education sector via Ikon’s relationship serving end customers in that sector. Europe is going through an interesting change in landscape where Identity is being harmonized through the deployment of European Identity Wallet. This is likely to result in better opportunities for trust services and enterprise solutions. To capitalize on this opportunity, we have appointed Carmine Auletta as Head of Europe for eMudhra. Carmine was Chief Operating Officer at Infocert, a large Certifying Authority in Europe.

We have made meaningful strides in penetrating emerging markets such as Philippines, Malaysia where we now have a local presence to tap into digital transformation opportunities. Our investments into Kenya are bearing fruits as there is a strong digital transformation push at a country level. We also participated in several PKI deployment opportunities as part of “Digital Public Infrastructure” rollouts in other African countries.

We also continue to make investments into building services capability, to not only address professional services needs for our product implementation but also be able to upsell into target customer spends on

eMudhra Limited

cyber security in areas such as security operations, data privacy, threat intelligence and generative AI. In line with this, we are acquiring Two95 International based in New Jersey to bolster services capabilities and give us market access into a new set of customers for our products. The acquisition is likely to be completed very soon.

On trust services, regulatory changes resulted in the implementation of a new business model which came into effect on July 15, 2024. In the new model, Certifying Authorities are now mandated to invoice end customers based on a transparent pricing policy and pay partners a referral commission. This is against the earlier model where we invoiced partners who then sold to end customers. The anticipation of implementation of the new business model resulted in a decline in purchase of our certificates by the partners in Q1. However, this is likely to be offset by better realizations in the coming quarters as a result of end customer invoicing.

To summarize, we see continued opportunities across our lines of business because of opportunities in new markets and upselling potential into existing customers. We continue to pursue these through a combination of both an organic and inorganic growth strategy”.

Financial Highlights

- Revenue for the quarter was INR 950.2 million, an increase of 17.7% Y-o-Y
- Gross profit for the quarter was INR 631.0 million, representing a gross margin of 66.4%
- Operating expense for the quarter was INR 319.2 Million
- EBITDA for the quarter was INR 294.5 Million, with an EBITDA margin of 31.0%
- Net income for the quarter was INR 182.0 million, with a net margin of 19.1%
- Earnings per share for the quarter was 2.2, an increase of 6.6% Y-o-Y

Key Metrics

- Revenue split between India and International is 41:59
- Enterprise Revenue split between Partner and Direct is 25:75
- Enterprise Revenue split between Cyber Security and Paperless segments is 66:34
- Trust Service Revenue split between Retail, Channel and New Products (eSign/SSL) is 22:48:31

Key Project Wins

- Deal win for eSignature workflows and services in the Education sector including digital transformation for a large State university board in US Midwest
- Implementation of PKI stack for a product company developing technology for the Gaming Industry in USA
- Rollout of eSignature based workflows for a large eGovernment project in Kenya
- Implementation of bank wide digital transformation using eSignatures for a large Bank in Qatar
- Rollout of eSignature workflow for a large hospitality chain in Philippines
- Acquisition of many new clients for integrated eSign and eStamping in India for lending workflows across NBFC's, Small Finance Banks
- Continued deal wins for Identity and Access Management suite across Smart Cities and Digital Banking implementation in India
- Continued deal wins in Middle East Banks as a result of scope expansion for digital transformation using our emSigner platform



Other Business Highlights and Recognitions

- Acquisition of Two95 International to expand professional services and for market access into a new customer base
- Signing of global partnership agreement with Tech Mahindra to sell cybersecurity and eSignature offerings
- Appointment of Carmine Auletta as Head of Europe to expand into the European markets
- Establishment of local market presence in Philippines and Malaysia in Asia Pacific

About eMudhra

eMudhra is a global organization aimed at empowering secure digital transformation by offering trust services and developing solutions around identity, authentication and digital signatures. eMudhra is a global trust service provider and largest certifying authority in India having managed over 80mn digital identities. eMudhra is a Board Member of the Cloud Signature Consortium, Chair of the Asia PKI Consortium and is a principal member of the CA/Browser Forum.

eMudhra has a strong marquee client list including Fortune 100 clients, and over 900+ large enterprises who use its products and solutions for their secure digital transformation initiatives.