izmo Itd.

Driving **Growth**



YoY revenues up by 175%*

Net profit up by 116%**

Unaudited Financial Results for the 1st Quarter ended 30th June 2016

(Rs. in Lakhs)

Statement of Stand alone Un-audited Financial Results for the Quarter ended 30-06-2016

Statement of Consolidated Un-audited Financial Results for the Quarter ended 30-06-2016

(Rs. in Lakhs)

| SI. | Particulars | | Quarter Ended | | Year Ended | |
|-------|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| No. | | Un-audited 30.06.2016 | Un-audited 31.03.2016 | Un-audited 30.06.2015 | Audited 31.03.2016 | Audited 31.03.2015 |
| 1 | Income from Operations | | | | | |
| | (a) Net Sales / Income from Operations | | | | | |
| | - izmocars Software Products | 555.29 | 426.65 | 342.59 | 1,755.33 | 1,656.90 |
| | - Enterprise Connectivity Solutions | 32.96 | 29.13 | 15.54 | 95.38 | 186.15 |
| | (b) Other Operating Income | - | - | - | - | - |
| | Total Income from Operations (net) | 588.24 | 455.78 | 358.13 | 1,850.71 | 1,843.05 |
| 2 | Expenditure | | | | | |
| | (a) Cost of Materials Consumed | - | - | - | - | - |
| | (b) Purchase of traded Stock (Direct Cost) | 13.36 | 31.03 | (0.83) | 65.29 | 119.85 |
| | (c) Changes in Inventories | 0.52 | 0.26 | 7.35 | (0.57) | 2.53 |
| | (d) Employee Benefit Expense | 237.59 | 193.08 | 181.40 | 830.39 | 807.64 |
| | (e) Depreciation and Amortisation expense | 144.87 | 143.93 | 141.15 | 570.28 | 580.76 |
| | (f) Other Expenses | 183.23 | 319.69 | 84.60 | 616.00 | 328.15 |
| | Total Expenses | 579.56 | 687.99 | 413.67 | 2,081.39 | 1,838.93 |
| 3 | Profit/(Loss) from operations before other Income, | | | | | |
| | finance cost & exceptional Items (1-2) | 8.68 | (232.21) | (55.54) | (230.68) | 4.12 |
| 4 | Other Income | 52.28 | 76.48 | 47.06 | 250.75 | 187.75 |
| 5 | Profit/(Loss) from ordinary activities before | | | | | |
| | finance cost & exceptional Items (3 ±4) | 60.96 | (155.73) | (8.48) | 20.07 | 191.87 |
| 6 | Financial Costs | 14.52 | 143.74 | 14.31 | 187.70 | 187.98 |
| 7 | Profit/(Loss) from ordinary activities after finance | | | | | |
| | cost but before exceptional Items (5±6) | 46.44 | (299.47) | (22.79) | (167.63) | 3.89 |
| 8 | Exceptional Items | | - | - | - | - |
| 9 | Profit/(Loss) from ordinary activities | | | | | |
| | before tax (7±8) | 46.44 | (299.47) | (22.79) | (167.63) | 3.89 |
| 10 | Tax Expense | - | 61.45 | - | 61.45 | 22.60 |
| 11 | Net Profit from Ordinary Activities after Tax (9±10) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 12 | Extraordinary Items (net of tax expense) | - | (200.02) | (==0) | (100.10) | - |
| 13 | Net Profit / (Loss) for the Period (11 ± 12) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 14 | Share of Profit /(Loss) of Associates | - | (200.02) | (==0) | (100.10) | 201.0 |
| 15 | Minority Interest | | _ | | | |
| 16 | Net Profit/(Loss) after taxes, minority interest and | | | | | |
| 10 | share of profit/(loss) of associates (13±14±15) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 17 | Paid-up Equity Share Captial | 40.44 | (230.02) | (22.13) | (100.10) | 20.43 |
| " | (Face value Rs.10/- per share) | 1.209.87 | 1,209.87 | 1.209.87 | 1,209.87 | 1.209.87 |
| 18 | Reserves | 15,016.54 | 14,970.11 | 15.053.50 | 14,970.11 | 15,076.29 |
| 19.i | Earnings Per Share (before extraordinary items) | 13,010.34 | 14,370.11 | 10,000.00 | 14,570.11 | 13,070.23 |
| 19.1 | (of Rs. 10/- each) (not annualised): | | | | | |
| | | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | (a) Basic (b) Diluted | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| 10 # | · · · | 0.30 | (1.87) | (0.19) | (0.00) | 0.22 |
| 19.ii | Earnings Per Share (after extraordinary items) | | | | | |
| | (of Rs. 10/- each) (not annualised): | 0.00 | (4.07) | (0.40) | (0.00) | 0.00 |
| | (a) Basic | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | (b) Diluted | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | See accompanying notes to the Financial Results. | | | | | |

| | (a) Net Sales / Income from Operations | | | | | |
|-------|--|-----------|-----------|-----------|-----------|-----------|
| | - izmocars Software Products | 555.29 | 426.65 | 342.59 | 1,755.33 | 1,656.90 |
| | - Enterprise Connectivity Solutions | 32.96 | 29.13 | 15.54 | 95.38 | 186.15 |
| | (b) Other Operating Income | - | | - | | |
| | Total Income from Operations (net) | 588.24 | 455.78 | 358.13 | 1,850.71 | 1,843.05 |
| 2 | Expenditure | | | | | |
| | (a) Cost of Materials Consumed | - | - | - | - | - |
| | (b) Purchase of traded Stock (Direct Cost) | 13.36 | 31.03 | (0.83) | 65.29 | 119.85 |
| | (c) Changes in Inventories | 0.52 | 0.26 | 7.35 | (0.57) | 2.53 |
| | (d) Employee Benefit Expense | 237.59 | 193.08 | 181.40 | 830.39 | 807.64 |
| | (e) Depreciation and Amortisation expense | 144.87 | 143.93 | 141.15 | 570.28 | 580.76 |
| | (f) Other Expenses | 183.23 | 319.69 | 84.60 | 616.00 | 328.15 |
| | Total Expenses | 579.56 | 687.99 | 413.67 | 2,081.39 | 1,838.93 |
| 3 | Profit/(Loss) from operations before other Income, | | | | | |
| | finance cost & exceptional Items (1-2) | 8.68 | (232.21) | (55.54) | (230.68) | 4.12 |
| 4 | Other Income | 52.28 | 76.48 | 47.06 | 250.75 | 187.75 |
| 5 | Profit/(Loss) from ordinary activities before | | | | | |
| | finance cost & exceptional Items (3 ±4) | 60.96 | (155.73) | (8.48) | 20.07 | 191.87 |
| 6 | Financial Costs | 14.52 | 143.74 | 14.31 | 187.70 | 187.98 |
| 7 | Profit/(Loss) from ordinary activities after finance | | | | | |
| | cost but before exceptional Items (5±6) | 46.44 | (299.47) | (22.79) | (167.63) | 3.89 |
| 8 | Exceptional Items | - | | | | - |
| 9 | Profit/(Loss) from ordinary activities | | | | | |
| | before tax (7±8) | 46.44 | (299.47) | (22.79) | (167.63) | 3.89 |
| 10 | Tax Expense | - | 61.45 | | 61.45 | 22.60 |
| 11 | Net Profit from Ordinary Activities after Tax (9±10) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 12 | Extraordinary Items (net of tax expense) | - | - | - | | |
| 13 | Net Profit / (Loss) for the Period (11 ± 12) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 14 | Share of Profit /(Loss) of Associates | - | - | - | - | - |
| 15 | Minority Interest | - | - | | | |
| 16 | Net Profit/(Loss) after taxes, minority interest and | | | | | |
| | share of profit/(loss) of associates (13±14±15) | 46.44 | (238.02) | (22.79) | (106.18) | 26.49 |
| 17 | Paid-up Equity Share Captial | | | | | |
| | (Face value Rs.10/- per share) | 1,209.87 | 1,209.87 | 1,209.87 | 1,209.87 | 1,209.87 |
| 18 | Reserves | 15,016.54 | 14,970.11 | 15,053.50 | 14,970.11 | 15,076.29 |
| 19.i | Earnings Per Share (before extraordinary items) | | | | | |
| | (of Rs. 10/- each) (not annualised): | | | | | |
| | (a) Basic | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | (b) Diluted | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| 19.ii | Earnings Per Share (after extraordinary items) | | | | | |
| | (of Rs. 10/- each) (not annualised): | | | | | |
| | (a) Basic | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | (b) Diluted | 0.38 | (1.97) | (0.19) | (0.88) | 0.22 |
| | See accompanying notes to the Financial Results. | | | | | |

Notes:

- 1. The above un-audited results for Q1 ended 30th June, 2016 have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on 11-08-2016.
- 2. Limited Review of the above results has been carried out by the Auditors.
- 3. Investors Grievances during the quarter: Received Nil, Attended Nil, Pending Nil.
- 4. The Company has added 4 new clients in the United States including Dealer E-Process and Anderson Honda.
- 5. Europe market has been robust and 14 new contracts have been signed during the quarter with clients such as PGA, AVIS Budget Group, Who Killed Joe and Hertz Europe Limited.
- izmoweb has been launched in the United States and the response is encouraging. Customer sign ups have already commenced even though it has been only a month since the product was launched in the US market !!!
- 7. In India, the izmoweb juggernaut rolls on; more than 100 clients have been added in the last
- 8. The Company operates in one reportable segment only.
- On a consolidated basis
- ** Compared to previous quarter, on consolidated basis

| SI. | Particulars | Quarter Ended | | | Year Ended | |
|-------|--|-----------------------|-----------------------|-----------------------|-----------------------|-----------------------|
| No. | | Un-audited 30.06.2016 | Un-audited 31.03.2016 | Un-audited 30.06.2015 | Audited 31.03.2016 | Un-audited 31.03.2015 |
| 1 | Income from Operations | | | | | |
| | (a) Sales / Income from Operations | 1,312.19 | 1,304.47 | 755.05 | 4,288.59 | 3,347.74 |
| | (b) Other Operating Income | - | - | - | - | - |
| | Total Income from Operations (net) | 1,312.19 | 1,304.47 | 755.05 | 4,288.59 | 3,347.74 |
| 2 | Expenditure | | | | | |
| | (a) Cost of Materials Consumed | - | - | - | - | - |
| | (b) Purchase of traded Stock (Direct Cost) | 13.36 | 31.03 | (0.83) | 65.29 | 119.85 |
| | (c) Changes in Inventories | 0.52 | 0.26 | 7.35 | (0.57) | 2.53 |
| | (d) Employee Benefit Expense | 461.35 | 891.23 | 312.17 | 1,954.82 | 1,805.29 |
| | (e) Depreciation and Amortisation expense | 157.69 | 248.23 | 144.79 | 685.52 | 706.21 |
| | (f) Other Expenses | 603.34 | 708.01 | 187.76 | 1,592.87 | 1,079.77 |
| | Total Expenses | 1,236.26 | 1,878.76 | 651.25 | 4,297.93 | 3,713.65 |
| 3 | Profit/(Loss) from operations before other Income, | | | | | |
| | finance cost & exceptional Items (1-2) | 75.93 | (574.29) | 103.80 | (9.34) | (365.91) |
| 4 | Other Income | 52.28 | 89.42 | 47.06 | 831.60 | 809.79 |
| 5 | Profit/(Loss) from ordinary activities before | | | | | |
| | finance cost & exceptional Items (3 ±4) | 128.21 | (484.87) | 150.86 | 822.26 | 443.88 |
| 6i | Financial Expenses | 14.52 | 142.48 | 14.31 | 186.44 | 236.22 |
| 6ii | Technical Know-how Amortization | 18.29 | 17.90 | 52.00 | 533.88 | 614.10 |
| 7 | Profit/(Loss) from ordinary activities after finance | | | | | |
| | cost but before exceptional Items (5±6) | 95.39 | (645.25) | 84.55 | 101.94 | (406.44) |
| 8 | Exceptional Items | - | - | - | - | - |
| 9 | Profit/(Loss) from ordinary activities | | | | | |
| | before tax (7±8) | 95.39 | (645.25) | 84.55 | 101.94 | (406.44) |
| 10 | Tax Expense | - | 61.45 | - | 61.45 | 22.60 |
| 11 | Net Profit from Ordinary Activities after Tax (9±10) | 95.39 | (583.80) | 84.55 | 163.39 | (383.84) |
| 12 | Extraordinary Items (net of tax expense) | - | - | - | - | - |
| 13 | Net Profit / (Loss) for the Period (11 ± 12) | 95.39 | (583.80) | 84.55 | 163.39 | (383.84) |
| 14 | Share of Profit /(Loss) of Associates | - | - | - | - | - |
| 15 | Minority Interest | - | - | - | - | - |
| 16 | Net Profit/(Loss) after taxes, minority interest and | | | | | |
| | share of profit/(loss) of associates (13±14±15) | 95.39 | (583.80) | 84.55 | 163.39 | (383.84) |
| 17 | Paid-up Equity Share Captial | | | | | |
| | (Face value Rs.10/- per share) | 1,209.87 | 1,209.87 | 1,209.87 | 1,209.87 | 1,209.87 |
| 18 | Reserves | 16,264.54 | 16,169.15 | 16,090.30 | 16,169.15 | 16,005.75 |
| 19.i | Earnings Per Share (before extraordinary items) | | | | | |
| | (of Rs. 10/- each) (not annualised): | | | | | |
| | (a) Basic | 0.79 | (4.83) | 0.70 | 1.35 | (3.17) |
| | (b) Diluted | 0.79 | (4.83) | 0.70 | 1.35 | (3.17) |
| 19.ii | Earnings Per Share (after extraordinary items) | | | | | |
| | (of Rs. 10/- each) (not annualised): | | | | | |
| | (a) Basic | 0.79 | (4.83) | 0.70 | 1.35 | (3.17) |
| | (b) Diluted | 0.79 | (4.83) | 0.70 | 1.35 | (3.17) |
| | See accompanying notes to the Financial Results. | | | | | |
| | 555 accompanying notes to the rindhold Medulo. | | | | | |

Bangalore 11th Aug, 2016 For and on behalf of the Board

Sanjay Soni **Managing Director** DIN: 00609097

Flat No. 9, Prestige Casablanca Apt. Airport Road, Bangalore 560017

177/2C, Bannerghatta Road, Bangalore-560 076 Ph: +91 80 67125400, Fax: +91 80 67125408 www.izmoltd.com CIN: L72200KA1995PLC018734