

Date: May 21, 2025

BSE Limited

Department of Corporate Services
Pheroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001

National Stock Exchange of India Limited

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block
Bandra- Kurla Complex, Mumbai-400051

SCRIP Code- 544136

SYMBOL-RKSWAMY

ISIN: INE0NQ801033

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") – Investor Presentation.

Dear Sir/Madam,

Pursuant to the provisions of Regulation 30 of the SEBI Listing Regulation, we are enclosing herewith a copy of the Investor Presentation on the Audited Financial Results (Standalone and Consolidated) of R K SWAMY Limited ("the Company") for the quarter and financial year ended March 31, 2025.

This intimation is also being uploaded on the Company's website at www.rkswamy.com

This is for your information and records.

Thanking you

For R K SWAMY Limited

APARNA Digitally signed
by APARNA
PRASHA PRASHANT BHAT
NT BHAT Date: 2025.05.21
20:07:17 +05'30'

Aparna Bhat

Company Secretary & Compliance Officer

Membership No.: A19995

Address: Esplanade House, 29, Hazarimal Somani Marg, Fort, Mumbai 400 001

R K SWAMY LIMITED

Formerly known as "R K Swamy Private Limited"

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Fort, Mumbai 400 001.

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Email reachout@rkswamy.com

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CIN No. L74300TN1973PLC006304

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Offices also at Bengaluru, Hyderabad,
Kochi, Kolkata, New Delhi.



2024-25

A year filled with transformational steps

May 21, 2025

Financial Performance:

- Consolidated Total Income for Fiscal 2025 was Rs 306.15 crores compared to Rs 335.39 crores, a year ago, decline of 8.7%.
- Consolidated PBT for the Fiscal 2025 was Rs 24.77 crores compared to Rs 53.57 crores, a year ago, decline of 53.8%.
- Decline in revenue is attributable to a few significant project undertaken in the previous year which were of a non-recurring nature.
- The financials for the year factors in the major investments and capacity addition made in the following areas with an eye on the future:
 - Customer Experience Centre (CXC) and Computer Aided Telephone Interviews (details in following slides).
 - New leadership hires to augment capability in specific disciplines
 - Expenses towards AI-based product development
 - Investment in the nature of “R&D” in developing syndicated research products

Initiatives taken by Promoters:

- Promoter Group have consolidated their holdings in the company, by buying out the 3.56% stake held by the US-based Evanston Pioneer Fund at market prices.
- The total Promoter Group holding has increased from 66.05% to 69.61%
- The Promoters in their capacity of Executive Directors were entitled to a commission of 1% of Net Profit for the year 2024-25. They have waived this commission.

Fundamental foundational steps:

A series of initiatives were taken in the year gone by, all for the first time in the history of the company.

1. Soft yet important launch – R K SWAMY Centre for Study of Indian Markets
 - a) Cricket study – mapping viewership (World Cup ODI and T20 + IPLomania)
 - b) Digital Videos – Impact of advertising – Pilot done
2. Capacity to produce anamorphic videos for giant screens
3. AI in regular use as a tool in all disciplines – Creative Content Creation, Data Science, Research

Fundamental foundational steps:

4. Conversational AI solution created - **VĀRTĀ**
5. Customer Experience Centre – added 600 capacity
6. Computer Aided Telephonic Interviews – added 346 capacity
7. Hansa Research ISO Certified



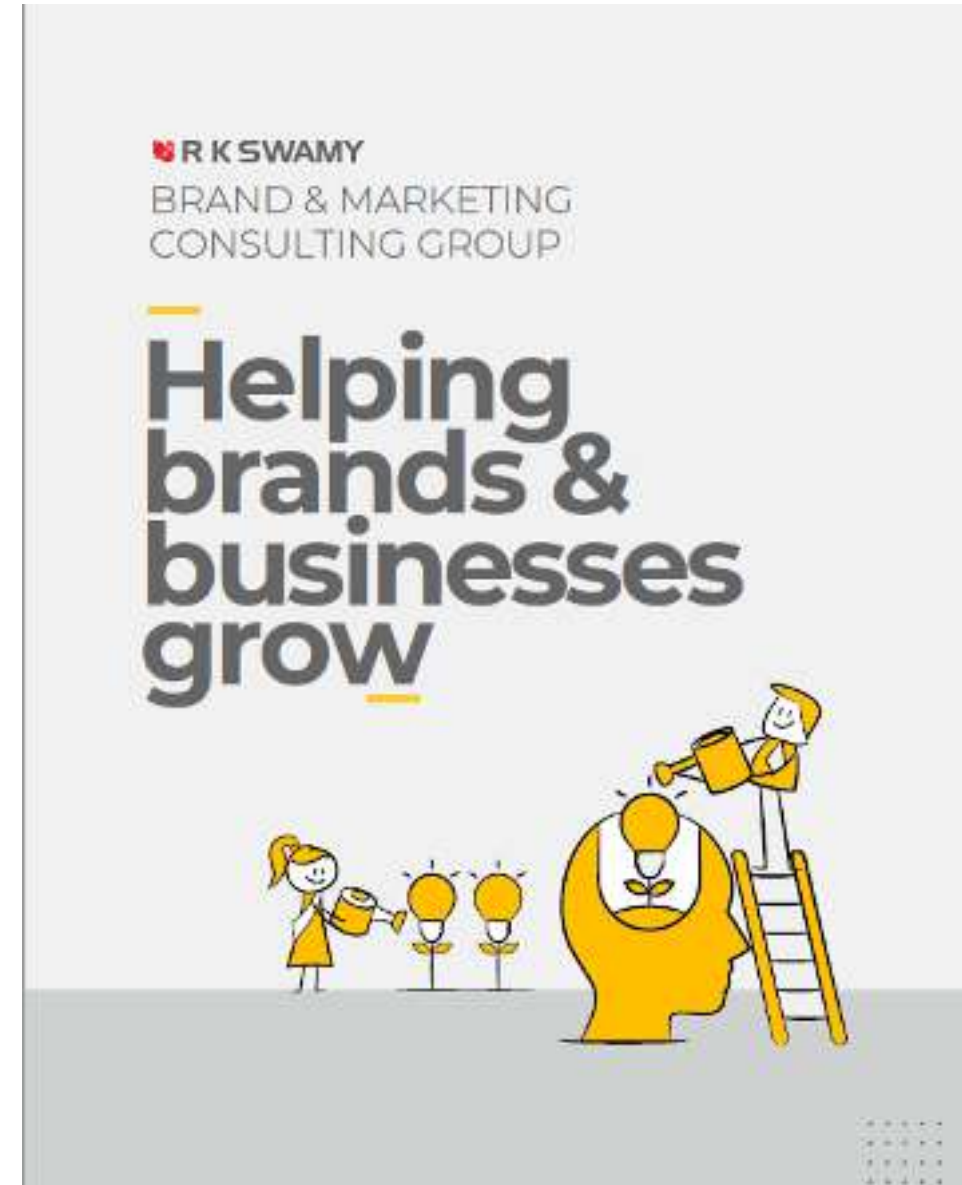
Fundamental foundational steps:

8. Launched new Service

Download PDF brochure from:

www.rkswamy.com

9. Scaling the service to the Pharmaceutical sector steadily



Customer Experience Centre (CXC)

 R K SWAMY



Customer Aided Telephonic Interview (CATI)

R K SWAMY



Financial & Operational Metrics (Consolidated)

In Rs lakhs

Metric	FY 2024	FY 2025	% change
Total Income ¹	33539	30615	-8.7%
Gross Margin ²	23265	21336	-8.3%
EBITDA	7429	4141	-44.3%
<i>EBITDA Margin³</i>	<i>22.2%</i>	<i>13.5%</i>	
Profit before tax (PBT)	5357	2477	-53.8%
<i>PBT Margin</i>	<i>16.0%</i>	<i>8.1%</i>	
Profit after tax (PAT)	3972	1866	-53.0%
<i>PAT Margin</i>	<i>11.8%</i>	<i>6.1%</i>	

Notes

1. Total Income includes Other Income
2. Gross Margin is Revenue from Operations less Operating expenses
3. EBITDA Margin is calculated as EBITDA (incl. Other Income) divided by Total Income

4. All figures on this slide have been rounded off to the nearest whole number, and percentages to one decimal

Financial & Operational Metrics (Consolidated)

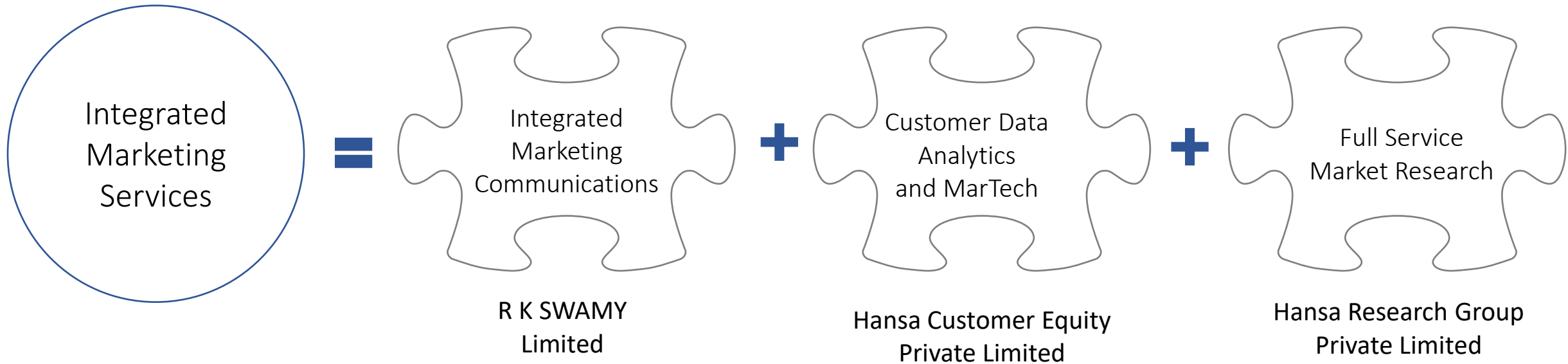
In Rs lakhs

Metric	Q4 FY 2024	Q4 FY 2025	% change
Total Income ¹	11932	8711	-27.0%
Gross Margin ²	8073	6505	-19.4%
EBITDA	4026	1972	-51.0%
<i>EBITDA Margin³</i>	<i>33.7%</i>	<i>22.6%</i>	
Profit before tax (PBT)	3508	1522	-56.6%
<i>PBT Margin</i>	<i>29.4%</i>	<i>17.5%</i>	
Profit after tax (PAT)	2618	1233	-52.9%
<i>PAT Margin</i>	<i>21.9%</i>	<i>14.2%</i>	

Notes

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2. Gross Margin is Revenue from Operations less Operating expenses
3. EBITDA Margin is calculated as EBITDA (incl. Other Income) divided by Total Income

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The Integrated Marketing Communications business uses the '**R K SWAMY**' as well as the '**Hansa**' brands. The Customer Data Analytics and MarTech and Full-Service Market Research disciplines are offered under the '**Hansa**' brand

Single window solution for Creative, Media, Data Analytics and Market Research Services

Service Offerings



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Thank You