

## Subex announces Q3FY21 results; declares interim dividend of 10%

**1<sup>st</sup> FEBRUARY 2021, BENGALURU, INDIA** – Subex, a pioneer in the space of Digital Trust, today announced its consolidated financial results for the nine months ended December 31, 2020.

Commenting on the results **Anil Singhvi, Chairman of the board**, said, "I am extremely happy to state that Subex's performance has consistently been in line with expectations. The company today has a cash balance of over Rs. 160 crores as against huge debt just a few years back, which is very encouraging. The board of directors of Subex today decided to pay a 10% interim dividend. It's a matter of great satisfaction that after a gap of 14 long years, Subex is returning to dividend list."

### Performance Highlights for the Quarter and 9 months ended December 31, 2020:

(INR in Millions)

Particulars	Qtr ended Dec'31, 2020 (CQ)	Qtr ended Dec'31, 2019 (CPQ)	Growth CQ vs CPQ	Qtr ended Sept'30, 2020 (PQ)	Growth CQ vs PQ
Revenue	939	961	-2%	933	1%
EBITDA	203	177	15%	254	-20%
PAT	87	49*	78%	122	-29%

\*Excluding Exceptional Item

(INR in Millions)

Particulars	9M ended Dec'31, 2020	9M ended Dec'31, 2019	Growth YoY
Revenue	2,759	2,607	6%
EBITDA	753	559	35%
PAT	361	165*	119%

\*Excluding Exceptional Item

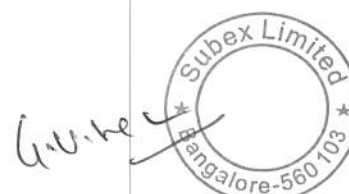
**Vinod Kumar, Managing Director & CEO, Subex**, said "Q3FY21 witnessed Subex deliver another quarter of good results. We are seeing steady progress in new project initiation from our customers and won several contracts, around our core portfolio, from some of the largest names in the telecom world, including Telefonica and Saudi Telecom Company.

In terms of our newer solutions, we secured customers for our Capacity Management and Digital Identity solutions and also forged strategic partnerships in disruptive areas such as Blockchain.

We are excited at the prospect of the upcoming launch of our Augmented Analytics platform, which will revolutionize how enterprises adopt Artificial Intelligence. Overall we are progressing steadfastly towards our vision of being the leaders in the space of Digital Trust, which will result in significant value addition to all our stakeholders."

### Highlights of the Quarter

- Selected by stc for integrated ROC Revenue Assurance and ROC Fraud Management solution
- Partnered with Telefonica to provide latest version of ROC Fraud Management
- Secured a deal with a regulatory body in Africa to monitor the network performance and customer experience in the region in near real-time
- Partnered with Tech Mahindra to drive adoption of blockchain-based solutions for telecom operators globally
- DSO for the quarter ended December 31, 2020 is at 91 days as against 93 days in the previous quarter ended September 30, 2020.



## **About Subex**

Subex is a pioneer in enabling Digital Trust for businesses across the globe.

Founded in 1994, Subex has spent over 25 years in helping global Communications Service Providers maximize their revenues and profitability. With a legacy of having served the market through its world-class solutions for business optimization and analytics, Subex is now leading the way by enabling all-round Digital Trust in the business ecosystems of its customers. Focusing on privacy, security, risk mitigation, predictability, and confidence in data, Subex helps businesses embrace the disruptive changes in the business landscape and succeed with Digital Trust.

Subex leverages its award-winning product portfolio in areas such as Revenue Assurance, Fraud Management, Network Analytics, and Partner Management, and complements them through its digital solutions such as IoT Security and Insights. Subex also offers scalable Managed Services and Business Consulting services. Subex has more than 300 installations across 90+ countries.

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