Subex announces Q4FY21 results.

17th MAY 2021, BENGALURU, INDIA – Subex, a pioneer in the space of Digital Trust, today announced its consolidated financial results for the year ended 31st Mar 2021.

Commenting on the results **Anil Singhvi, Chairman of the board,** said, "Subex has performed well in FY21 despite the challenges due to the pandemic, and has closed Q4 with increased growth and profitability. The successful completion of the capital reduction has helped the company's balance sheet to become leaner and in line with size of the business. We are making good progress in the new areas and I am also excited to see the early interest for HyperSense, our new augmented analytics platform, and a path towards successful transition to a SaaS-based business.

Encouraged by good cash balances, we are happy to recommend a final dividend of 5%, together with interim dividend of 10%, total dividend for the FY21 is 15%. It will be our endeavor to deploy the cash into new age businesses and keep rewarding shareholders with the idle cash.

Performance Highlights for the quarter and year ended March 31, 2021:

(INR in Millions)

Particular	Qtr ended Mar'31 2021	Qtr ended Dec'31 2020	Growth	Particular	Year ended Mar'31 2021	Year ended Mar'31 2020	Growth
Revenue	962	939	2.4%	Revenue	3,720	3,650	1.9%
EBITDA	231	203	13.8%	EBITDA	985	942	4.6%
PAT	156	87	79.3%	PAT#	517	(2,692)	119.2%

#PAT includes INR 29 million as exceptional gain in FY21 and INR 3,177 million as exceptional loss in FY20.

Vinod Kumar, Managing Director & CEO, Subex, said, "Despite the challenging situation posed by the pandemic, I am happy to say that we have ended the year on a positive note, with a steady revenue and improved profitability. Our unwavering focus towards ensuring customer success through our Digital Trust strategy and the strength of our AI/ML-driven product suite has helped us to close key wins for both our core products and in new areas. The fact that we were able to quickly adapt to the hybrid mode of working and continued delivering value to our customers without any disruption is a testament to the spirit of Subexians.

We have made significant strides towards enhancing our product portfolio. We have added new capabilities to our Partner Ecosystem Management offering, and the solution is garnering positive interest. Furthermore, our partnerships on Blockchain with other industry players will help in accelerating its adoption to solve the real-life challenges of the telecom industry. Our IoT Security solution has also been enhanced to now cover Operational Technology (OT) use cases. We have also seen positive traction for our Capacity Management solution in the last year. Besides these product lines, we have augmented our overall solution suite to support 5G and other digital requirements.

FY22 will be a very exciting year for Subex, as we enter a new era for the company with the launch of HyperSense, our no-code, end-to-end augmented analytics platform. HyperSense will be a gamechanger for both our customers as well as Subex. For enterprises, HyperSense will change how AI is adopted within business teams. For Subex, HyperSense marks the start of the company's platform journey and will improve our ability to roll out products to the market faster.

Highlights of the Year

- **Capital Structure**
  - Successful Completion of the capital reduction process
  - Declared interim dividend of 10% after a gap of 14 years

- **Product Launches**
  - Partner Ecosystem Management to help CSPs to accelerate their digital services portfolio expansion

- **Core Product Wins**
  - stc (Saudi Telecom Company) for integrated Revenue Assurance and Fraud Management solution
  - Telefonica for the latest version of Fraud Management
  - Tier-I North American operator for Partner Ecosystem Management
  - Tier-I APAC operator for Business Assurance

- **New Area Wins**
  - Africa regulatory body for Capacity Management
  - Tier-I APAC operator for IDcentral
  - Leading mobile lending platform in the APAC market for IDcentral
  - Middle East petroleum company for Subex Secure

- **Other Announcements**
  - Gartner's Emerging Technologies and Trends Impact Radar for Artificial Intelligence in Telecom Report - Sample Provider for Augmented Analytics
  - Tech Mahindra partnership to drive adoption of blockchain-based solutions for telecom operators globally
  - SkyLab partnership to secure shipping industry
  - O-RAN Alliance participation to help accelerate the adoption of open radio access networks

About Subex

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

Founded in 1994, Subex helps its customers maximize their revenues and profitability. With a legacy of having served the market through 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 risk mitigation, security, predictability, and intelligence, Subex helps businesses embrace disruptive changes and succeed with confidence in creating a secure digital world for their customers.

Through HyperSense, an end-to-end augmented analytics platform, Subex empowers communications service providers and enterprise customers to make faster, better decisions by leveraging Artificial Intelligence (AI) analytics across the data value chain. The solution allows users without coding knowledge to easily aggregate data from disparate sources, turn data into insights by building, interpreting and tuning AI models, and effortlessly share their findings across the organisation, all on a no-code platform.

Subex also offers scalable Managed Services and Business Consulting services. Subex has more than 300 installations across 90+ countries. For more information, visit www.subex.com.

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