

**R K SWAMY Ltd announces full year FY '24 results –
Revenue growth of 13.3%, PAT increase by 27.1%**

Mumbai, May 24, 2024: R K Swamy Limited, a leading Integrated Marketing Services provider that listed in March 2024, announced its financial results for the year and quarter ended March 31, 2024.

Highlights:

Consolidated Revenue from Operations for the year was Rs 331.5 crores, up 13.3% from year ago. Gross margins defined as Revenue from Operations less Operating expenses for the year ended March 31, 2024 was higher by 16.6% as compared to the previous Fiscal year.

Consolidated PBT for the year ended March 31, 2024 was Rs 53.6 crores, an increase of 25.8% versus year ago.

Consolidated PAT for the year ended March 31, 2024 was Rs 39.7 crores, higher by 27.1% as compared to the previous fiscal year.

For the Quarter ended Mar '24, consolidated Revenue was up 43.0% versus same period year ago to Rs 118.3 crores, and PAT increased by 27% versus same period year ago to Rs 26.2 crores.

Consolidated Performance Highlights

(₹ in lakhs)

Particulars	FY 2024	FY 2023	Variance %	Q4 FY 24	Q4 FY 23	Variance %
Revenue from Operations	33152	29261	13.3%	11828	8270	43.0%
Operating Expenses	9887	9303		3755	1561	
Gross Margin	23265	19958	16.6%	8073	6709	20.3%
Gross Margin %	70.2%	68.2%		68.3%	81.1%	
Other Income	388	734		104	203	
EBITDA	7429	6291	18.1%	4026	3352	20.1%
EBITDA % to Total Income	22.1%	21.0%		33.7%	39.6%	
Profit before tax	5357	4258	25.8%	3508	2825	24.2%
PBT %	16.2%	14.6%		29.7%	34.2%	
Profit after tax	3972	3126	27.1%	2618	2061	27.0%
Profit after tax %	12.0%	10.7%		21.1%	24.9%	

Commenting on the results, Shekar Swamy, Group CEO, R K Swamy Limited said: “Our Company is unique in its combination of service offerings under unified management – Creative and Content, Customer Data Analytics and Martech, full-service Market Research, and Media Planning & Buying. We continue to build these as an integrated offering, at scale. Our clients are responding well as we provide them with relevant solutions with combination of disciplines.”

Rajeev Newar, Group CFO, R K Swamy Limited added: “Our industry performance is skewed towards the latter half of the year. The fourth quarter is usually the period when budgets are exhausted and tends to be the largest quarter. We are happy to report a 27% growth in PAT for the year ended March 31, 2024 as compared to the previous Fiscal year.”



***Disclaimer :** Certain statements in this “Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company and its management assumes no responsibility to publicly amend, modify or revise any statement, based on any subsequent development, information, or events, or otherwise. The financial results are consolidated financials unless otherwise specified.*

