

03 April 2025

ODL/PR/03042025

Subject: **Annual Results Octopus Digital Limited Group and Standalone 31 Dec 2024.**

Dear Shareholders,

We hope this message finds you well. In alignment with our long-term growth strategy, the Board of Directors has decided not to declare a dividend for the fiscal year 2024. This decision reflects our commitment to capital preservation, enabling us to accelerate business expansion and invest in high-impact growth initiatives.

Amid evolving market dynamics and increasing competition, we believe that reinvesting our profits in key strategic areas will drive greater long-term value for our shareholders. To maintain financial flexibility and support our vision, we are prioritizing investments in talent acquisition, product innovation, and global market expansion.

Key initiatives include:

Salesforce Expansion: Significantly increasing our salesforce in Pakistan and the Middle East and upskilling them to meet rising demand from customers.

AI-Driven Digital Twin Development: R&D investment will continue to grow for existing products enrichment and introducing new ones. Based on market demand, we will enhance our capabilities to reduce machine learning deployment time from months to weeks for complex industrial assets such as HVAC systems and boilers. All such AI applications being built will seamlessly integrate with our robust IoT platform, OmniConnect™.

Market Diversification: Expanding the reach of Digital Log, our plug-and-play electronic logbook, beyond the industrial sector into retail, hospitality, audit firms, and healthcare across the Globe.

Digital Marketing & Promotion: A major portion of our planned investment will be on digital marketing campaigns for a wider market outreach to promote our brand and targeted access to various customer personas.

We will provide further details during our investor briefing scheduled for May 2025, where we will elaborate on our growth strategy and future plans.

We remain committed to prudent financial management and will continue to assess market conditions and company performance to ensure sustainable value creation. We sincerely appreciate your trust and ongoing support as we execute our strategic initiatives.

Yours truly,

Ahsan Khalil | Company Secretary



03 April 2025

ODL/PSX/R/03042025

The General Manager.
Pakistan Stock Exchange Limited.
Stock Exchange Building, Stock Exchange Road,
Karachi.

Subject: **Financial results for the year ended 31 December 2024.**

Dear Sir,

We would like to inform you that the Board of Directors of our Company in their meeting held on Friday, 28 March 2025 at 09:30 A.M. at The Avanceon Building, 19-Km, Main Multan Road, Lahore / online recommended the following: -

(i)	CASH DIVIDEND	NIL
(ii)	BONUS SHARES	NIL
(iii)	RIGHT SHARES	NIL
(iv)	ANY OTHER ENTITLEMENT/CORPORATE ACTION	NIL
(v)	ANY OTHER PRICE-SENSITIVE INFORMATION	NIL

The financial results of the Company (consolidated and standalone) for the year ended 31 December 2024 are attached.

The Annual General Meeting of the Company will be held on Wednesday, 30 April 2025 at 10:00 A.M. at Lahore.

The share transfer books of the Company will be closed, and no transfer of shares will be accepted for registration from Wednesday, 23 April 2025 to Wednesday, 30 April 2025 (both days inclusive). Transfer received in order at the office of our Registrar, M/s FAMCO Share Registration Services (Pvt) Limited, 8-F, Near Hotel Faran, Nursery, Block-6, P.E.C.H.S, Shahra-e-Faisal, Karachi by the close of business (05:00 PM) on Tuesday, 22 April 2025 will be treated in time for the purpose of attending and vote at the Annual General meeting.

The Annual Report of the Company will be transmitted through PUCARS at least 21 days before holding of Annual General Meeting.

Yours truly,



Ahsan Khalil | Company Secretary

cc:
Director/HOD,
Surveillance, Supervision and Enforcement Department,
Securities and Exchange Commission of Pakistan
NIC Building, 63 Jinnah Avenue, Blue Area, Islamabad.

OCTOPUS DIGITAL LIMITED
CONSOLIDATED STATEMENT OF PROFIT OR LOSS
FOR THE YEAR ENDED DECEMBER 31, 2024

	2024	2023
	Rupees in '000	
Revenue	1,266,024	919,672
Cost of revenue	<u>(655,117)</u>	<u>(546,081)</u>
Gross Profit / (Loss)	610,907	373,591
Administrative and selling expenses	(368,376)	(320,320)
Other expenses	(58,691)	(47,325)
Other income	31,483	375,663
	<u>(395,583)</u>	<u>8,018</u>
Profit from operations	215,323	381,609
Finance costs	<u>(2,975)</u>	<u>(1,598)</u>
Profit before taxation	212,348	380,011
Taxation	(6,802)	(6,599)
Profit for the period	<u><u>205,546</u></u>	<u><u>373,412</u></u>
Combined earnings per share		
Basic	1.31	2.52
Diluted	1.28	2.50



Chief Executive



Chief Financial Officer



Director

OCTOPUS DIGITAL LIMITED
STATEMENT OF PROFIT OR LOSS
FOR THE YEAR ENDED DECEMBER 31, 2024

	2024	2023
	Rupees in '000	
Revenue	850,729	903,118
Cost of revenue	<u>(471,611)</u>	<u>(396,160)</u>
Gross Profit / (Loss)	379,118	506,958
Administrative and selling expenses	(266,630)	(267,965)
Other expenses	(71,831)	(47,410)
Other income	64,028	333,110
	<u>(274,434)</u>	<u>17,735</u>
Profit from operations	104,684	524,693
Finance costs	<u>(3,540)</u>	<u>(1,627)</u>
Profit before income, final and minimum tax differential	101,145	523,066
Levy / final taxation	<u>(1,458)</u>	<u>(1,649)</u>
Profit before taxation	99,686	521,417
Taxation	(7,250)	(5,609)
Profit for the period	<u>92,436</u>	<u>515,808</u>
Combined earnings per share		
Basic	0.59	3.49
Diluted	0.58	3.45



Chief Executive



Chief Financial Officer



Director

Profit & Loss
Consolidated
FY 2024
in millions PKR

	Dec 31, 2024	Dec 31, 2023
	Rs. in M	
Revenues	1266	920
Cost of revenues	(655)	(546)
Gross Profit/(Loss)	611	374
GP %	48%	41%
Admin and selling expenses	(368)	(320)
Other expenses	(59)	(47)
Other income	31	376
	(396)	8
Profit/(Loss) from operations	215	382
Finance costs	(3)	(2)
Profit before income tax	212	380
Taxation	(6)	(7)
Profit After Tax for the period	206	373

Excluding exchange gains or losses for 2023 vs 2024, a comparative analysis reflects a positive increase in group’s PAT and EPS.

Analysis

Description	FY 2024	FY 2023
PAT	206	373
Exchange (gain) /Loss	34	(234)
Net Profit after Tax	239	140
PAT %	19%	15%
EPS	1.53	0.89