

SUMMARY OF KEY OPERATIONAL AND FINANCIAL HIGHLIGHTS DURING 2QFY25 AND 1HFY25

The Group's revenue of LKR1.39bn in the second quarter of 2024/25 is an increase of 47% against revenue of LKR0.94bn recorded in the corresponding period of the previous financial year. The increase in revenue was driven by volume growth. Total movements facilitated on the platform during the second quarter of 2024/25 increased by 42% against the total movements recorded in the corresponding period of the previous financial year. Further total movement during the second quarter of 2024/25 was an increase of 15% against the total movements reported in the first quarter of 2024/25. The average movements per day facilitated on the platform during the second quarter of 2024/25 was at an all-time high.

The Group converted the strong top line growth into solid profitability, with an all-time high quarterly operating profit of LKR378m in the second quarter of 2024/25, reflecting an increase of 123% against the operating profit of LKR170m reported in the second quarter of 2023/24. The operating profit margin improved to 27% in second quarter of 2024/25, reflecting a 923bps growth against the operating profit margin of 18% reported in the corresponding period in the previous financial year. The improvement in operating profit margin is mainly attributable to volume growth driving operating leverage and the favourable currency movement resulting in lower IT infrastructure cost.

The Group's net profit of LKR280m in the second quarter of 2024/25 was an increase of 108% when compared to the net profit of LKR134m reported in second quarter of 2023/24. Further this was a 26% increase to the net profit of LKR222m reported in the first quarter of 2024/25.

The Group's revenue of LKR2.58bn during the first half of 2024/25 was a 51% increase to revenue reported of LKR1.71bn in the first half of the previous financial year. The growth in revenue was driven by volume growth during the period, which was driven primarily via higher number of users on the platform.

The Group's operating profit increased by 103% to LKR670m (26% of revenue) during the first half of 2024/25 when compared to the operating profit of LKR330m (19% of revenue) reported in the first half of the previous financial year. The improvement in operating profit and operating profit margin was attributable to volume lead operating leverage and the favorable currency movement.

The Group reported a net profit of LKR502m (19% of revenue) in the first half of 2024/25, which is an increase of 93% against the net profit reported of LKR260m (15% of revenue) in the first half of the previous financial year.

The Company will continue to invest in growth opportunities that align with its strategic goals and offer the potential for higher returns. Taking into consideration the healthy reserve position and the Company's growth plans, the Board has decided to declare an interim dividend of LKR1.00 per share for FY25. The Company's inaugural dividend declaration is a significant milestone in its nine-year history and is a testament to the company's commitment to shareholder value and financial discipline.

On 3 October 24 the Company listed its shares on the Colombo stock exchange via an Offer for Sale. A total of 43,474,179 existing ordinary voting shares (13.04% of the issued share capital) were offered via an Offer for Sale at a price of LKR36 per share at the Initial Public Offering which opened on 13 September 24. The total issue of LKR1,565,070,444 was oversubscribed by 2.8x on the opening day, indicating strong investor confidence in the long-term performance of the company. This was a pivotal step for the company and provided the opportunity for investors to be part of the company's growth journey.

CONSOLIDATED STATEMENT OF COMPREHENSIVE INCOME

| | Note | Quarter ended 30 September | | Six months ended 30 September | |
|---|------|----------------------------|----------------|-------------------------------|------------------|
| | | 2024 | 2023 | 2024 | 2023 |
| Revenue | | 1,390,044 | 945,225 | 2,584,075 | 1,713,212 |
| Other Operating Income | | 10,624 | 9,496 | 24,779 | 16,350 |
| Operating Expenses | | (404,964) | (345,338) | (775,682) | (632,062) |
| Administrative Expenses | | (538,439) | (332,973) | (1,009,390) | (600,369) |
| Selling and Distribution Expenses | | (79,604) | (106,843) | (154,214) | (167,078) |
| Operating Profit/(Loss) | | 377,661 | 169,568 | 669,568 | 330,054 |
| Finance Cost | 4.1 | (12,472) | (8,642) | (19,675) | (18,953) |
| Finance Income | 4.2 | 30,541 | 31,041 | 58,411 | 65,355 |
| Net Finance Income | | 18,070 | 22,399 | 38,736 | 46,402 |
| Profit/(Loss) before Tax | | 395,731 | 191,967 | 708,304 | 376,456 |
| Income Tax (Expenses)/Reversal | | (115,769) | (57,409) | (205,750) | (116,216) |
| Profit for the Period | | 279,962 | 134,558 | 502,554 | 260,240 |
| Other Comprehensive Income | | - | - | - | - |
| Total Comprehensive Income/(Expense) | | 279,962 | 134,558 | 502,554 | 260,240 |
| Basic/Diluted Earnings Per Share | | 0.84 | | 1.51 | |

Note : All values are in Rs. '000s, unless otherwise stated

Figures in brackets indicate deductions.

The above figures are not audited.

COMPANY STATEMENT OF COMPREHENSIVE INCOME

| | Note | Quarter ended 30 September | | Six months ended 30 September | |
|---|------|----------------------------|----------------|-------------------------------|------------------|
| | | 2024 | 2023 | 2024 | 2023 |
| Revenue | | 1,390,044 | 945,225 | 2,584,075 | 1,713,212 |
| Other Operating Income | | 10,624 | 9,496 | 24,779 | 16,350 |
| Operating Expenses | | (404,964) | (345,338) | (775,682) | (632,062) |
| Administrative Expenses | | (538,439) | (332,973) | (1,009,390) | (600,369) |
| Selling and Distribution Expenses | | (79,604) | (106,843) | (154,214) | (167,078) |
| Operating Profit/(Loss) | | 377,661 | 169,568 | 669,568 | 330,054 |
| Finance Cost | 4.1 | (12,472) | (8,642) | (19,675) | (18,953) |
| Finance Income | 4.2 | 30,541 | 31,041 | 58,411 | 65,355 |
| Net Finance Income | | 18,070 | 22,399 | 38,736 | 46,402 |
| Profit/(Loss) before Tax | | 395,731 | 191,967 | 708,303 | 376,456 |
| Income Tax (Expenses)/Reversal | | (115,769) | (57,409) | (205,750) | (116,216) |
| Profit for the Period | | 279,962 | 134,558 | 502,554 | 260,240 |
| Other Comprehensive Income | | - | - | - | - |
| Total Comprehensive Income/(Expense) | | 279,962 | 134,558 | 502,554 | 260,240 |
| Basic/Diluted Earnings Per Share | | 0.84 | | 1.51 | |

Note : All values are in Rs. '000s, unless otherwise stated

Figures in brackets indicate deductions.

The above figures are not audited.

STATEMENT OF FINANCIAL POSITION

| As at | Consolidated | | Company | |
|---------------------------------------|------------------|------------------|------------------|------------------|
| | 30.09.2024 | 31.03.2024 | 30.09.2024 | 31.03.2024 |
| | Unaudited | Audited | Unaudited | Audited |
| ASSETS | | | | |
| Non-Current Assets | | | | |
| Property, Plant and Equipment | 183,958 | 131,951 | 179,486 | 127,480 |
| Intangible Asset | 1,064,740 | 959,304 | 1,064,740 | 959,304 |
| Right of Use Assets | 314,599 | 158,980 | 314,599 | 158,980 |
| Deferred Tax Asset | 8,676 | - | 8,676 | - |
| | 1,571,973 | 1,250,235 | 1,567,502 | 1,245,763 |
| Current Assets | | | | |
| Inventories | 5,750 | 5,702 | 5,750 | 5,702 |
| Trade and Other Receivables | 400,490 | 400,745 | 418,247 | 418,502 |
| Other Investments | 749,099 | 718,383 | 749,099 | 718,383 |
| Cash and Bank Balances | 704,409 | 445,441 | 704,318 | 445,350 |
| | 1,859,748 | 1,570,271 | 1,877,413 | 1,587,936 |
| Total Assets | 3,431,721 | 2,820,505 | 3,444,915 | 2,833,699 |
| EQUITY AND LIABILITIES | | | | |
| Stated Capital | 1,573,085 | 1,554,654 | 1,573,085 | 1,554,654 |
| Retained Earnings/Losses | 679,888 | 177,334 | 693,172 | 190,618 |
| Employee Share Option Plan | - | 16,566 | - | 16,566 |
| Total Equity | 2,252,974 | 1,748,554 | 2,266,257 | 1,761,838 |
| Non-Current Liabilities | | | | |
| Defined Benefit Obligations | 65,517 | 57,640 | 65,517 | 57,640 |
| Deferred Tax Liability | - | 2,054 | - | 2,054 |
| Lease Liabilities | 281,662 | 141,529 | 281,662 | 141,529 |
| | 347,179 | 201,223 | 347,179 | 201,223 |
| Current Liabilities | | | | |
| Interest Bearing Loans and Borrowings | - | 5,015 | - | 5,015 |
| Trade and Other Payables | 616,896 | 593,176 | 616,806 | 593,086 |
| Income Tax Payable | 151,374 | 237,657 | 151,374 | 237,657 |
| Lease Liabilities | 63,299 | 34,880 | 63,299 | 34,880 |
| | 831,569 | 870,729 | 831,479 | 870,639 |
| Total Equity and Liabilities | 3,431,721 | 2,820,505 | 3,444,915 | 2,833,699 |
| Net asset per share | 6.76 | 5.25 | 6.80 | 5.29 |

Note : All the values are in Rs. '000s, unless otherwise stated.

I certify that the financial statements comply with the requirements of the Companies Act No.7 of 2007.

[SIGNED]

Maduranga Kulathilaka
Chief Financial Officer

The Board of Directors is responsible for these Financial Statements. Signed for and behalf of the Board by;

[SIGNED]

Ajit Gunewardene
Chairman

05 November 2024
Colombo

[SIGNED]

Zulfer Hassen
Chief Executive Officer/Director

STATEMENT OF CASH FLOWS

| For the six month ended 30 September | Consolidated | | Company | |
|---|------------------|------------------|------------------|------------------|
| | 2024 | 2023 | 2024 | 2023 |
| Cash Flows From/(Used in) Operating Activities | | | | |
| Net Profit/(Loss) Before Income Tax | 708,304 | 376,456 | 708,303 | 376,456 |
| Adjustments for : | | | | |
| Depreciation | 31,711 | 8,196 | 31,711 | 8,196 |
| Amortization of Intangible Assets | 217,620 | 163,727 | 217,620 | 163,727 |
| Amortization of Right of Use Assets | 36,161 | 11,482 | 36,161 | 11,482 |
| Interest on Leasehold asset | 19,050 | 4,914 | 19,050 | 4,914 |
| Finance Income | (58,411) | (65,355) | (58,411) | (65,355) |
| Finance Costs | 625 | 14,038 | 625 | 14,038 |
| Allowance for Doubtful Debts | 28,638 | 40,423 | 28,638 | 40,423 |
| Provision for Employee Benefit Obligation | 11,464 | 5,949 | 11,464 | 5,949 |
| Provision for Employee Share Option Plan | 1,866 | 7,471 | 1,866 | 7,471 |
| Profit/Loss on Disposal of Property Plant and Equipment | (380) | (290) | (380) | (290) |
| Leasehold Asset Disposal Gain | - | (198) | - | (198) |
| Operating Profit before Working Capital Changes | 996,648 | 566,814 | 996,648 | 566,814 |
| (Increase)/Decrease in Inventories | (48) | 1,025 | (48) | 1,025 |
| (Increase)/Decrease in Trade and Other Receivables | (13,697) | 5,144 | (13,697) | 5,144 |
| Increase/ (Decrease) in Trade and Other Payables | 23,720 | 24,799 | 23,720 | 24,799 |
| Cash Generated From/(Used in) Operations | 1,006,623 | 597,781 | 1,006,623 | 597,781 |
| Income Tax/ESC Paid | (302,763) | (2,694) | (302,763) | (2,694) |
| Gratuity Paid | (3,588) | (2,955) | (3,588) | (2,955) |
| Finance Cost Paid | (625) | (14,038) | (625) | (14,038) |
| Net Cash From/(Used in) Operating Activities | 699,648 | 578,094 | 699,648 | 578,094 |
| Cash Flows From/(Used in) Investing Activities | | | | |
| Acquisition of Property, Plant and Equipment | (83,718) | (81,379) | (83,718) | (81,379) |
| Investment in Other Investments | (30,716) | (58,225) | (30,716) | (58,225) |
| Proceed on Disposals of Property, Plant and Equipment | 380 | 290 | 380 | 290 |
| Acquisition of Intangible Assets | (323,056) | (252,971) | (323,056) | (252,971) |
| Interest Received/(Receivable) | 43,725 | 37,808 | 43,725 | 37,808 |
| Net Cash Flows From/(Used in) Investing Activities | (393,385) | (354,478) | (393,385) | (354,478) |
| Cash Flows From/(Used in) Financing Activities | | | | |
| Interest Paid on Lease Liability | (19,050) | (4,914) | (19,050) | (4,914) |
| Repayment of Principal Portion of Lease Liability | (23,229) | (8,744) | (23,229) | (8,744) |
| Net Cash Flows From/(Used in) Financing Activities | (42,279) | (13,658) | (42,279) | (13,658) |
| Net Increase/(Decrease) in Cash and Cash Equivalents | 263,983 | 209,957 | 263,983 | 209,957 |
| Cash and Cash Equivalents at the beginning of the Year | 440,426 | (213,276) | 440,334 | (213,276) |
| Cash and Cash Equivalents at the end of the Year | 704,409 | (3,319) | 704,318 | (3,319) |

Note : All values are in Rs. '000s, unless otherwise stated

Figures in brackets indicate deductions.

The above figures are not audited.

STATEMENT OF CHANGES IN EQUITY

| Consolidated | Stated Capital | Retained Earnings/ (Losses) | Employee Share Option Plan | Total Equity |
|--------------------------------|------------------|-----------------------------|----------------------------|------------------|
| As at 31 March 2023 | 1,526,092 | (499,186) | 23,840 | 1,050,746 |
| Net Profit for the period | - | 260,240 | - | 260,240 |
| Issue of Non Voting Shares | - | - | - | - |
| Equity Charge for the period | - | - | 7,471 | 7,471 |
| As at 30 September 2023 | 1,526,092 | (238,947) | 31,311 | 1,318,457 |
| As at 31 March 2024 | 1,554,654 | 177,334 | 16,566 | 1,748,554 |
| Net Profit for the period | - | 502,554 | - | 502,554 |
| Issue of Non Voting Shares | 18,432 | - | (18,432) | - |
| Equity Charge for the period | - | - | 1,866 | 1,866 |
| As at 30 September 2024 | 1,573,085 | 679,888 | - | 2,252,974 |

| Company | Stated Capital | Retained Earnings/ (Losses) | Employee Share Option Plan | Total Equity |
|--------------------------------|------------------|-----------------------------|----------------------------|------------------|
| As at 31 March 2023 | 1,526,092 | (489,071) | 23,840 | 1,060,861 |
| Net Profit for the period | - | 260,240 | - | 260,240 |
| Issue of Non Voting Shares | - | - | - | - |
| Equity Charge for the period | - | - | 7,471 | 7,471 |
| As at 30 September 2023 | 1,526,092 | (228,831) | 31,311 | 1,328,572 |
| As at 31 March 2024 | 1,554,654 | 190,618 | 16,566 | 1,761,838 |
| Net Profit for the period | - | 502,554 | - | 502,554 |
| Issue of Non Voting Shares | 18,432 | - | (18,432) | - |
| Equity Charge for the period | - | - | 1,866 | 1,866 |
| As at 30 September 2024 | 1,573,085 | 693,172 | - | 2,266,257 |

Note : All values are in Rs. '000s, unless otherwise stated

Figures in brackets indicate deductions.

The above figures are not audited

NOTES TO THE FINANCIAL STATEMENTS

1 CORPORATE INFORMATION

1.1. General

Digital Mobility Solutions Lanka Limited is a limited liability Company incorporated on 23 January 2015 and domiciled in Sri Lanka. The ordinary shares of the Company were listed on the Colombo Stock Exchange effective 3 October 2024. The registered office and the principal place of business are located at No. 309, High Level Road, Colombo 6.

1.2. Principal Activities and Nature of Operations

Digital Mobility Solutions Lanka Limited is a technological company that specializes in developing mobility-related software. The PickMe software facilitates a real-time connection between various stakeholders requiring mobility solutions including independent third-party drivers, merchants, and consumers.

1.3. Consolidated financial statements

The financial statements for the six months ended 30th September 2024, comprise "the company" referring to Digital Mobility Solutions Lanka Limited as the holding company, and "the Group" including its sole subsidiary, whose accounts have been consolidated therein.

1.4. Approval of Financial Statements

The interim financial statements for the six months ended 30 September 2024 were authorized for issue by the Board of Directors on 5th November 2024.

2 BASIS OF PREPARATION

The consolidated interim financial statements for the six months ended 30 September 2024 have been prepared in accordance with LKAS 34 Interim Financial Reporting.

3 ACCOUNTING POLICIES

The accounting policies adopted are consistent with those of the previous financial year.

4 FINANCE COST AND INCOME

| For the six month ended 30 September in Rs. '000s, | Group | | Company | |
|---|-------|------|---------|------|
| | 2024 | 2023 | 2024 | 2023 |

4.1 Finance Cost

| | | | | |
|-----------------------------------|--------|--------|--------|--------|
| Overdraft Interest Expense | 625 | 14,038 | 625 | 14,038 |
| Lease Liability Interest Expenses | 19,050 | 4,914 | 19,050 | 4,914 |
| | 19,675 | 18,953 | 19,675 | 18,953 |

4.2 Finance Income

| | | | | |
|-----------------|--------|--------|--------|--------|
| Interest Income | 58,411 | 65,355 | 58,411 | 65,355 |
| | 58,411 | 65,355 | 58,411 | 65,355 |

5 SHARE INFORMATION

5.1. Stated Capital

Stated Capital is represented by the number of shares in issue as given below:

| As at | 30.09.2024 | 30.06.2024 |
|-----------------|-------------|-------------|
| Ordinary Shares | 333,323,673 | 333,323,673 |

5.2. Public Share Holdings

The Company listed on the Colombo Stock Exchange effective 3 October 2024, as such the note on public shareholding as at 30 September 24, is not applicable.

5.3. Net assets per share

Net assets per share have been calculated, for all periods, based on the number of shares in issue as of 30 September 2024

5.4. Market price per share

The Company was listed on the Colombo Stock Exchange effective 3 October 24, as such this section in not applicable.

5.5. Directors' and Chief Executive Officer's Shareholding as at 30th September 2024

| Name | No. of Shares | Shareholding (%) |
|--------------------------|---------------|------------------|
| Jiffry Zulfer Hassen | 119,300,000 | 35.79% |
| Ajit Damon Gunewardene | 31,465,717 | 9.44% |
| Ruchi Hubert Gunewardene | 8,528,351 | 2.56% |
| Tasnim Khairul Salie | 4,800,000 | 1.44% |
| Roger Keith Modder | 2,777,778 | 0.83% |

5.6. Ten Largest Shareholders as at 30 September 2024

| Name | No. of Shares | Shareholding (%) |
|-----------------------------------|--------------------|------------------|
| Jiffry Zulfer Hassen | 119,300,000 | 35.79% |
| International Finance Corporation | 47,300,390 | 14.19% |
| Ajit Damon Gunewardene | 31,465,717 | 9.44% |
| LOLC Technologies Limited | 31,110,782 | 9.33% |
| Interblocks Holdings Pte Limited | 24,222,672 | 7.27% |
| H Capital (Private) Limited | 11,415,051 | 3.42% |
| Balendra Krishan Niraj Jayasekara | 9,619,323 | 2.89% |
| Ruchi Hubert Gunewardene | 8,528,351 | 2.56% |
| Inenco Capital Private Limited | 8,333,092 | 2.50% |
| Shifaz Riyaz | 6,600,000 | 1.98% |
| Other Shareholders | 35,428,295 | 10.63% |
| Total | 333,323,673 | 100% |

The Company was listed on the Colombo Stock Exchange effective 3 October 2024, as such the shareholding above indicates the shareholding prior to the IPO, as such only the top ten largest shareholders have been disclosed.

6 CONTINGENT LIABILITIES

There has not been a significant change to the disclosure made on contingent liabilities in the Financial Statements for the year ended 31st March 2024.

7 EVENT OCCURRING AFTER THE REPORTING DATE

The Board of Directors of the Company declared an interim dividend of Rs. 1.00 per share for the financial year 2024/25. As required by section 56 (2) of the Companies Act No. 07 of 2007, the Board of Directors had confirmed that the Company satisfied the solvency test in accordance with section 57 of the Companies Act No. 07 of 2007, and obtained a certificate from auditors, prior to declaring the dividend, which is to be paid on or before 04th December 2024.

CORPORATE INFORMATION

Name of the Company

Digital Mobility Solutions Lanka Limited

Legal Form

A Limited Liability Company incorporated on 23rd January 2015, under the Companies Act No. 7 of 2007 (as amended) and domiciled in Sri Lanka).

Company Registration No.

PB 00306192

Registered Office of the Company

No. 309, High Level Road, Colombo 06,
Nugegoda
Telephone: +94 11 7 433 433
Web: <https://www.pickme.lk>

Directors

Mr. Ajit Gunewardene
Mr. Jiffry Zulfer
Mr. Ruchi Gunewardene
Mr. Conrad Dias
Mr. Tasnim Salie
Mr. Travis Roche
Mr. Mano Rajakariar
Professor Amal Kumarage
Mr. Keith Modder

Company Secretary

S.S.P. Corporate Services (Private) Limited
No. 101, Inner Flower Road, Colombo 03.
Telephone: +94 11 2 573894

Auditors

Ernst & Young
Chartered Accountants
Rotunda Towers,
No.19, Galle Road, Colombo 03.
Telephone: +94 11 2 463 500

Bankers for the Company

Standard Chartered Bank
No, 37, York Street, Colombo 01.
Telephone: +94 11 2 480 000

Hatton National Bank PLC
No. 479, T.B Jayah Mw, Colombo 10.
Telephone: +94 11 2 462 462

Commercial Bank of Ceylon PLC
No. 21, Sir Razik Fareed Mw, Colombo 01.
Telephone: +94 11 2 486 000

Nations Trust Bank PLC
No. 242, Union Place, Colombo 02.
Telephone: +94 11 4 313 131