



## CHAIRMAN'S LETTER 2020

Dear Shareholders,

I am happy to present the annual report for the year 2019-20, a year that was a mixed bag.

While it was a landmark year from GlobalSpace's perspective as we successfully migrated from BSE SME to Main board exchange, it also marked the beginning of the worst Pandemic for mankind which has affected everyone.

We at GlobalSpace sincerely hope and pray for the entire humanity to successfully come out as winners from this unprecedented threat, we also pray for health and safety of our esteemed shareholders.

I would also like to mention here that this Pandemic can also be considered as a blessing in disguise for GlobalSpace. From macro-economic environment perspective, the Pandemic has preponed the adoption of Digital health & eduTech platforms by at least 5 years. Since GlobalSpace has been working in both these domains with ready to adopt digital solutions, we have been direct beneficiary.

From midterm to long term perspective, we would like to attain leadership status in Health tech domain. Over last 10 years, we have invested heavily in conceptualizing and the building digital platforms for key stakeholders of healthcare domain. While VODO range address the end to end digitization need of internal stakeholders of Pharma Industry, DocExa is comprehensive digital solution for Doctors, enabling them to setup their Virtual clinics & Mediapp digitizes the entire Pharma distribution channel.

In the near future we plan to integrate all the 3 platforms to create a 360-degree comprehensive digital healthcare ecosystem. This would surely help us optimize our rapidly expanding network of Doctors and Pharmacies. This proposed initiative is going to open up multiple revenue streams for GlobalSpace.

Regarding our eduTech subsidiary Makebot, we are heading into pretty exiting era. With clear guidelines on STEAM & software coding education in the new education policy, this segment is expected to experience unprecedented growth opportunities. Makebot is well poised to ride this wave with evolved digital platform for STEAM learning.

We reported a robust growth in this financial year, total revenue for the year ended March 31, 2020 stood at Rs 24.91 crore, as compared to Rs 15.51 crore in the same period last year, a growth of 60.61%. Net Profit for FY20 stood at Rs 4.29 crore, as compared to Rs 1.09 crore in FY19, growth of 293.58%.

Going forward, on the back of our strong focus on R&D, we would continue to build capabilities across various industry verticals that we cater to. And we would continue to invest in sales and marketing efforts to acquire new clients and orders. We believe that we are at an inflexion point as we are transforming and transitioning to the next league and ready for next leg of high growth. I would once again like to thank all stakeholders and look forward to your continuous support.



**KRISHNA SINGH**  
Chairman