



Ceinsys Tech Ltd.

COMPANY BACKGROUND.....

- Founded in 1998 by the Meghe group, Ceinsys has over the years focused on offering technology solutions across various domains and established itself as a premier Geospatial & Engineering solution provider in the ITES space.
- The Geospatial engineering services and Enterprise solutions offerings encompass various aspects of geospatial intelligence, including Data Creation, Data Analytics, Decision Support Systems (DSS), Enterprise Web Solutions, etc.
- In FY22, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider- AllyGrow Technologies which has a good international presence.
- AllyGrow’s “Manufacturing Solutions” span the entire product development process – covering both the product engineering activities and industrial automation solutions for various verticals such as two /three-wheelers, passenger cars, commercial vehicles, and off-highway equipment.
- The company boasts a marquee list of customers ranging from large corporates, OEMS, asset management companies and government bodies in the Geospatial and Manufacturing sectors, globally.
- It has a global presence with offices in India, the United States, United Kingdom and Germany.
- The company has also ventured into software product development, Artificial Intelligence (AI), Machine Learning (ML) and Embedded Electronics space through a new vertical formation which focuses on product development activities related to Metaverse, Ed-Tech, Gaming and Mobility

Key Data	
BSE Code	538734
NSE Code	-
Reuters	CEIS.BO
Bloomberg	ADCC:IN

Market Data (INR) as on 31st March, 2024

Face Value	10.00
CMP	588.35
52 Week H/L	654.45/124.75
MCAP (Mn)	9,613
Shares O/S (Mn)	16.34
1 Yr Avg. Daily Vol. ('000)	102.53

BUSINESS MIX (FY24).....

Enterprise Geospatial and Engineering Services	Software Products	Power Generation
Revenue Share – 84%	Revenue Share – 15%	Revenue Share – 1%

Performance as on 31st March, 2024

	3M	6M	12M
ACE	56.89%	167.43%	371.62%
SENSEX	1.98%	11.91%	24.55%
BSE MIDCAP	6.22%	21.43%	62.87%

KEY STRENGTHS.....

- The company stays ahead of the curve by investing in new-age technologies such as digital twin engineering, BIM.
- Since its inception, company has achieved engineering expertise encompasses consulting services across all project phases, ensuring seamless execution through management, project oversight.
- Company stands uniquely positioned to serve a vast spectrum of global entities, both governmental and private, with unparalleled expertise and dedication
- Company is all set to seize the opportunities coming out of rapid expansion in EV ecosystem to support manufacturing business growth.
- Company’s strength lies in offering a variety of engagement models, providing flexible solutions that cater to a wide range of client preferences and requirements.
- Low Employee attrition rate shows Human Resource strength.

FINANCIAL HIGHLIGHTS (CONSOLIDATED).....

(INR Mn)	Total Income*	EBITDA	EBITDA%	PAT	PAT%	EPS
FY21	1,852	175	9%	20	1%	1.79
FY22	2,029	239	12%	95	5%	8.12
FY23	2,195	341	15%	309	14%	20.02
FY24	2,529	477	19%	350	14%	22.52

Shareholding Pattern as 31st December, 2023

Promoters	55.35%
Public	44.65%

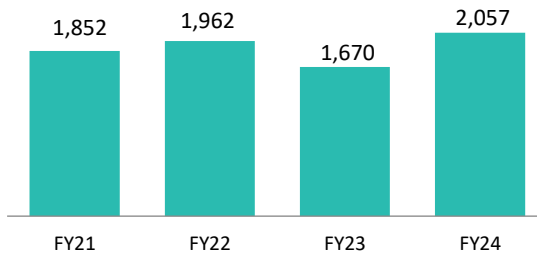
*Total Income includes Other Income

BUSINESS SEGMENTS.....

Geospatial (81%) –

- Ceinsys Tech Limited (Ceinsys) has amassed extensive expertise over the past 25 years in managing conventional GIS solutions, catering to a diverse range of government and private entities worldwide.
- Geographic information, coupled with geospatial data, has evolved into a critical component for comprehending, tracking, and evaluating real-world dynamics.
- Ceinsys caters to industries like, Water, Energy, Transportation, Oil & Gas, Telecom, Land & Natural Resources.
- Its engineering expertise encompasses consulting services across all project phases, ensuring seamless execution through management, project oversight, and third-party inspection services
- The company leverages cutting-edge technologies like LiDAR, UAV data capture, laser scanning, and photogrammetry to deliver high-definition mapping, navigation support, and precise spatial data.

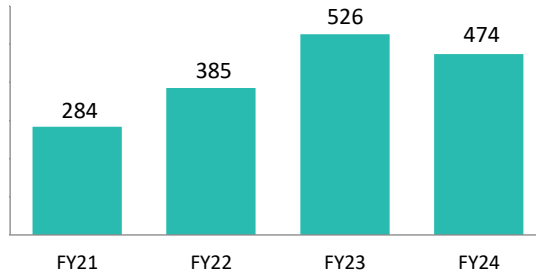
Geospatial Revenue (INR Mn)



Manufacturing Solutions (19%) –

- Manufacturing solutions span the entire product development process, including manufacturing engineering for various verticals such as two / three-wheelers, passenger cars, commercial vehicles, and off-highway equipment.
- The company's expertise in product engineering includes concept generation, feasibility studies, packaging and integration support, as well as detail engineering, virtual validation, and engineering change management. It also provides consulting services for plant design and optimization, tool design and simulation, as well as robotics automation and integration solutions, enabling clients to streamline their manufacturing processes and improve operational efficiencies

Manufacturing Solutions Revenue (INR Mn)



KEY GROWTH DRIVERS.....

- The company is leveraging on India's projected geospatial market growth which is expected to grow at CAGR of 13.5% by 2025.
- Growth in this segment will be driven by the growth opportunities in the areas of grid modernization, transmission capacity, Intelligent Asset, Management (IAM), and the integration of smart & microgrids,
- In Mobility Segment, Company is all set to seize opportunities in the growing EV mobility market, with global ER&D spending in the automotive sector accounting for USD 125-160 billion which is growing at a CAGR of 10.6%.
- Acquisition of Ally Grow Technologies facilitates entry into the mobility services sector, capitalizing on the convergence of GIS and autonomous driving technologies.
- Company is Focused on tapping the growth avenues in smart water management and renewable energy sectors, as India's aims to add over 340 GW of renewable capacity by 2030.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN

Company	Total Income*	EBITDA	EBITDA%	Net Profit	PAT%	M Cap(In MN)
Ceinsys Tech Ltd.	2,529	440	17.4%	350	13.8%	9,613
Genesys Int. Corp.	1,982	812	41.0%	216	10.9%	23,359
CE Info Systems	3,790	1,540	40.6%	1,340	35.4%	1,00,582
Tata Tech.	51,172	9,413	18.4%	6,794	13.3%	4,14,167
Onward Tech.	4,724	498	10.5%	339	7.2%	9,977

*Total Income includes Other Income

INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Operational Revenue	1,852	2,029	2,195	2,529
Total Expenses	1,692	1,808	1,878	2,088
EBITDA	160	221	317	441
EBITDA Margins (%)	8.64%	10.89%	14.44%	17.44%
Other Income	15	17	24	36
Depreciation	34	30	45	52
Finance Cost	117	92	84	47
Profit Before Share of Profit of joint Venture & Tax	24	116	212	378
Share in Profit of joint Venture	-	19	77	119
PBT	24	135	289	497
Tax	4	40	-20	147
PAT	20	95	309	350
PAT Margins (%)	1.08%	4.68%	14.08%	13.84%
Other Comprehensive Income	-	-3	19	3
Total Comprehensive Income	20	92	328	353
Diluted EPS (INR)	1.79	8.12	20.02	22.52

*Total Income includes Other Income

BALANCE SHEET CONSOLIDATED

Liabilities (INR MN)	FY22	FY23	FY24	Assets (INR MN)	FY22	FY23	FY24
Equity and Liabilities				Assets			
Equity Share Capital	154	154	163	Non-Current Assets			
Other Equity	1,474	1,829	2,178	Property, Plant and Equipment	240	199	238
Non-Controlling Interest	80	-	-	Goodwill	200	200	200
Total Shareholders Funds	1,708	1,983	2,341	Other Intangible Assets	9	2	1
Non-Current Liabilities				Financial Assets			
Financial Liabilities				i)Investments	186	264	267
i) Long-Term Borrowings	4	9	8	ii)Trade Receivables	21	21	31
ii) Lease Liabilities	14	14	24	iii)Other Financial Assets	52	35	22
Provisions	-	8	10	Non Current Tax Assets(Net)	33	63	85
Total Non-Current Liabilities	18	31	42	Deferred Tax Assets	28	87	107
Current Liabilities				Other Non-Current Assets	19	21	19
Financial Liabilities				Total Non-Current Assets	788	892	970
i)Borrowings	600	538	39	Current Asset			
ii)Lease Liabilities	10	8	20	Inventories	10	44	6
iii)Trade Payables	463	332	505	Financial Assets			
iv)Other Financial Liabilities	66	72	116	i)Investments	-	-	170
Provisions	23	26	29	ii)Trade Receivables	1,814	1,595	1,666
Current Tax Liabilities	-	3	2	iii)Cash & Cash Equivalents	140	324	111
Other Current Liabilities	99	136	167	iv)Bank Balance	127	106	180
Total Current Liabilities	1,085	1,215	1,703	v)Loans	0	0	0
TOTAL LIABILITIES	6,411	7,178	8,370	vi)Other Financial Assets	24	25	33
				Current Tax Assets (Net)	25	48	57
				Other Current Assets	59	65	66
				Total Current Assets	2,200	2,206	2,289
				Assets held for Sale	-	31	2
				Total Assets	2,987	3,129	3,261

INVESTOR RELATIONS TEAM AT VALOREM ADVISORS

Name	Designation	Email	Phone
Anuj Sonpal	CEO	anuj@valoremadvisors.com	+91-22-4903-9500
Jagdish Thanvi	AVP	Jagdish@valoremadvisors.com	+91-22-4903-9500

Valorem Advisors Disclaimer:

Valorem Advisors is an Independent Investor Relations Management Service company. This factsheet has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

Action Construction Equipment Limited:

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements” based on the currently held beliefs and assumptions of the management of Action Construction Equipment Ltd. which are expressed in good faith and in their opinion reasonable, including those relating to the Company’s general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company’s business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This document is confidential and may not be copied or disseminated, in whole or in part, and in any manner.