

## 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.
- The company boasts a marquee list of customers ranging from large corporates, OEMS, asset management companies and government bodies in the Geospatial and Technology 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

### BUSINESS MIX (FY25).....

Geospatial and Engineering Services	Technology Solutions
Revenue Share – 49%	Revenue Share – 51%

### KEY STRENGTHS.....

- The company stays ahead of the curve by investing in new-age technologies such as digital twin engineering.
- Since its inception, company has achieved engineering expertise encompassing consulting services across all project phases, ensuring seamless execution through management and 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 Technology 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.

### FINANCIAL HIGHLIGHTS (CONSOLIDATED).....

(INR Mn)	Operational Income	EBITDA	EBITDA %	PAT	PAT%	EPS
FY22	2,029	221	10.89%	95	4.68%	8.12
FY23	2,195	317	14.44%	309	14.08%	20.02
FY24	2,529	441	17.44%	350	13.84%	22.52
FY25	4,181	779	18.63%	632	15.12%	35.27

#### Key Data

BSE Code	538734
NSE Code	-
Reuters	CEIS.BO
Bloomberg	CEINSYS:IN

#### Market Data (INR) as on 31<sup>st</sup> March, 2025

Face Value	10.0
CMP	1,362.4
52 Week H/L	2,105.0/396.5
MCAP (Mn)	23,760.95
Shares O/S (Mn)	17.4
1 Yr Avg. Daily Vol. ('000)	58.5

#### Performance as on 31<sup>st</sup> March, 2025

	3M	6M	12M
Ceinsys Tech Ltd.	-26.40%	89.58%	123.34%
SENSEX	(1.09)%	(8.12)%	4.66%
BSE MIDCAP	(10.84)%	(15.95)%	4.76%

#### Shareholding Pattern as 31<sup>st</sup> March, 2025

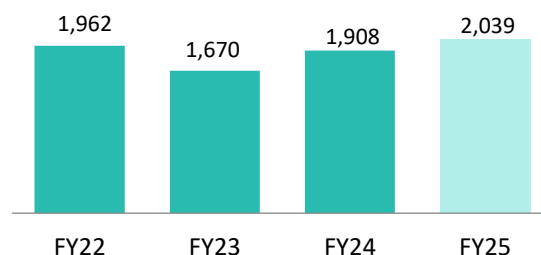
Promoters	51.86%
Public	42.59%
FII/DII	5.55%

## BUSINESS SEGMENTS.....

### Geospatial & Engineering Services (49%) –

- 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.

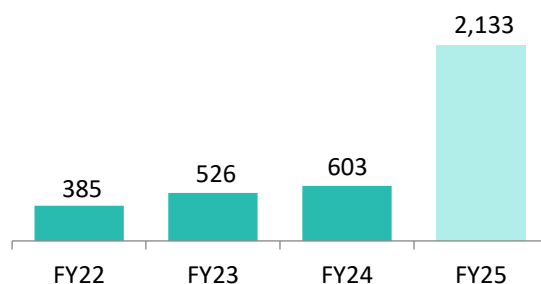
**Geospatial and Engineering Services Revenue (INR Mn)**



### Technology Solutions (51%) –

- Technology solutions span the entire product development process, including Technology 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 Technology processes and improve operational efficiencies

**Technology 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	Operational Income	EBITDA	EBITDA%	Net Profit	PAT%	M Cap
Ceinsys Tech Ltd.	4,181	779	18.63%	632	15.12%	23,761
Genesys Int. Corp.	3,110	1,421	45.69%	562	18.08%	29,942
CE Info Systems	4,633	1,800	38.85%	1,476	31.86%	91,858
Tata Tech.	51,685	9,341	18.07%	6,770	13.10%	2,75,145
Onward Tech.	4,913	447	9.10%	271	5.51%	5,709

## INCOME STATEMENT .....

Particulars (INR Mn)	FY22	FY23	FY24	FY25
<b>Operational Revenue</b>	<b>2,029</b>	<b>2,195</b>	<b>2,529</b>	<b>4,181</b>
Total Expenses	1,808	1,878	2,088	3,402
<b>EBITDA</b>	<b>221</b>	<b>317</b>	<b>441</b>	<b>779</b>
<b>EBITDA Margins (%)</b>	<b>10.89%</b>	<b>14.44%</b>	<b>17.44%</b>	<b>18.63%</b>
Other Income	17	24	36	117
Depreciation	30	45	52	82
Finance Cost	92	84	47	25
<b>Profit Before Share of Profit of joint Venture &amp; Tax</b>	<b>116</b>	<b>212</b>	<b>378</b>	<b>789</b>
Share in Profit of joint Venture	19	77	119	106
<b>PBT</b>	<b>135</b>	<b>289</b>	<b>497</b>	<b>895</b>
Tax	40	(20)	147	263
<b>PAT</b>	<b>95</b>	<b>309</b>	<b>350</b>	<b>632</b>
<b>PAT Margins (%)</b>	<b>4.68%</b>	<b>14.08%</b>	<b>13.84%</b>	<b>15.12%</b>
Other Comprehensive Income	(3)	19	3	4
<b>Total Comprehensive Income</b>	<b>92</b>	<b>328</b>	<b>353</b>	<b>636</b>
Diluted EPS (INR)	8.12	20.02	22.52	35.27

## BALANCE SHEET CONSOLIDATED .....

Liabilities (INR MN)	FY23	FY24	FY25
<b>Shareholders Fund</b>			
Equity Share Capital	154	163	175
Other Equity	1,829	2,178	3,944
Non-Controlling Interest	-	-	-
<b>Total Shareholders Funds</b>	<b>1,983</b>	<b>2,341</b>	<b>4,119</b>
<b>Non-Current Liabilities</b>			
Financial Liabilities			
i) Long-Term Borrowings	9	8	8
ii) Lease Liabilities	14	24	55
Provisions	1	10	13
<b>Total Non-Current Liabilities</b>	<b>24</b>	<b>42</b>	<b>76</b>
<b>Current Liabilities</b>			
Financial Liabilities			
i) Borrowings	538	39	399
ii) Lease Liabilities	8	20	30
iii) Trade Payables	332	505	747
iv) Other Financial Liabilities	72	116	160
Provisions	33	29	44
Current Tax Liabilities	3	2	158
Other Current Liabilities	136	167	44
<b>Total Current Liabilities</b>	<b>1,122</b>	<b>878</b>	<b>1,582</b>
<b>TOTAL LIABILITIES</b>	<b>3,129</b>	<b>3,261</b>	<b>5,777</b>

Assets (INR MN)	FY23	FY24	FY25
<b>Assets</b>			
<b>Non-Current Assets</b>			
Property, Plant and Equipment	199	238	447
Capital Work-in-Progress	-	-	8
Investment Property	-	-	8
Goodwill	200	200	262
Other Intangible Assets	2	1	83
Other Intangible Under Development	-	-	21
Financial Assets			
i) Investments	264	267	220
ii) Trade Receivables	21	31	25
iii) Other Financial Assets	35	22	78
Non-Current Tax Assets (Net)	63	85	
Deferred Tax Assets	87	107	155
Other Non-Current Assets	21	19	13
<b>Total Non-Current Assets</b>	<b>892</b>	<b>970</b>	<b>1,320</b>
<b>Current Asset</b>			
Inventories	44	6	5
Financial Assets			
i) Investments	-	170	-
ii) Trade Receivables	1,595	1,666	2,533
iii) Cash & Cash Equivalents	324	111	125
iv) Bank Balance	106	180	1,499
v) Loans	-	-	-
vi) Other Financial Assets	25	33	55
Current Tax Assets (Net)	48	57	76
Other Current Assets	65	65	164
<b>Total Current Assets</b>	<b>2,206</b>	<b>2,289</b>	<b>4,457</b>
Assets held for Sale	31	2	
<b>Total Assets</b>	<b>3,129</b>	<b>3,261</b>	<b>5,777</b>

## INVESTOR RELATIONS TEAM AT VALOREM ADVISORS .....

Name	Designation	Email	Phone
Anuj Sonpal	CEO	<a href="mailto:anuj@valoremadvisors.com">anuj@valoremadvisors.com</a>	+91-22-4903-9500
Purvangi Jain	AVP	<a href="mailto:purvangi@valoremadvisors.com">purvangi@valoremadvisors.com</a>	+91-22-4903-9536
Nupur Jainkunia	AVP	<a href="mailto:nupurj@valoremadvisors.com">nupurj@valoremadvisors.com</a>	+91-22-4903-9536

### 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.

### Ceinsys Tech 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 Ceinsys Tech 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.