



Date: November 12, 2024

To
The Department of Corporate Services,
BSE Limited,
25th Floor, P.J. Towers,
Dalal Street, Mumbai - 400001

Subject: - Presentation on Unaudited Financial Results of the Company for the quarter and half year ended on September 30, 2024

Scrip Code: 538734

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation to analyst/investors on Unaudited Financial Results of the Company for the quarter and half year ended on September 30, 2024.

The above information is also available on the website of the Company i.e. www.ceinsys.com.

This is for your information and record.

Thanking You,
For Ceinsys Tech Limited

Pooja Karande
Company Secretary &
Compliance Officer
M. No. A54401

Place: Nagpur

Encl: As above



Earnings Presentation

Q2/H1-FY25



26 Years
of Proven Performance



200+ Customers
40% business from
Repeat Customers



1000+
Dedicated and technically
qualified employees



**Pure-Play
GIS and TS**
Services Company



Global Footprints:
Presence across US,
Europe and India



GIS

88 K+ Miles
Electrical Network
Processed & analyzed



GIS

31 K+ Miles
of Water Network
Designed & Implemented



GIS

650 K Miles
High Resolution Image Data
for Business Intelligence



GIS

2.2 Mn Sq. Ft.
Infrastructure analyzed



MF

7 Mn + Hours
of Engineering Services
Delivered



11%
CAGR
3-Year Revenue



40%
3-Year EBIDTA
CAGR



160%
3-Year PAT
CAGR



15%
FY24
ROE



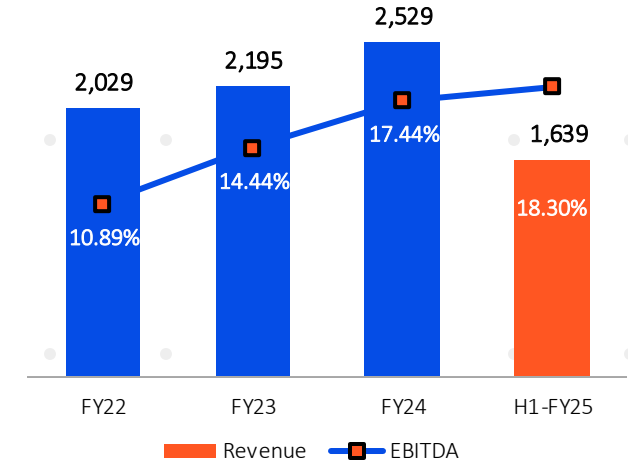
16%
FY24
ROCE

A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a dark blue color palette, with the city lights providing a warm, yellowish glow. Numerous vertical lines of varying lengths and colors (blue, purple, pink) extend from the buildings up to the top of the frame, creating a sense of connectivity and data flow. The buildings themselves are illuminated from within, showing windows and architectural details. The overall atmosphere is futuristic and technological.

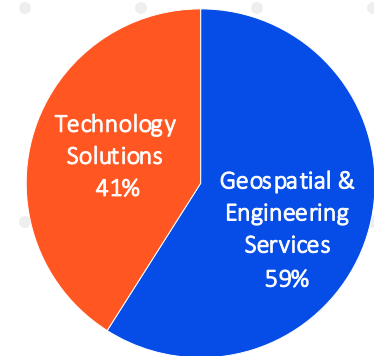
Company Overview

- 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, and Dashboards.
- Looking at the opportunity of convergence of GIS and autonomous driving technologies in the mobility industry, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider - AllyGrow Technologies in FY22 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.
- Ceinsys Tech Limited now is a technology-driven organization that specializes in offering Geospatial, Enterprise and Engineering solutions by providing independent opinions, actionable insights, and efficient solutions to customers across private and government enterprises across the utility, infrastructure, natural resources, and Manufacturing sectors.
- It has a global presence with offices in India, the United States, United Kingdom and Germany.
- The company’s market-leading solutions empower customers to achieve their goals, overcome challenges and drive success in their respective industries, by providing them tools, technologies, and expertise they need to excel and stay ahead of their competition.
- The company is also 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.

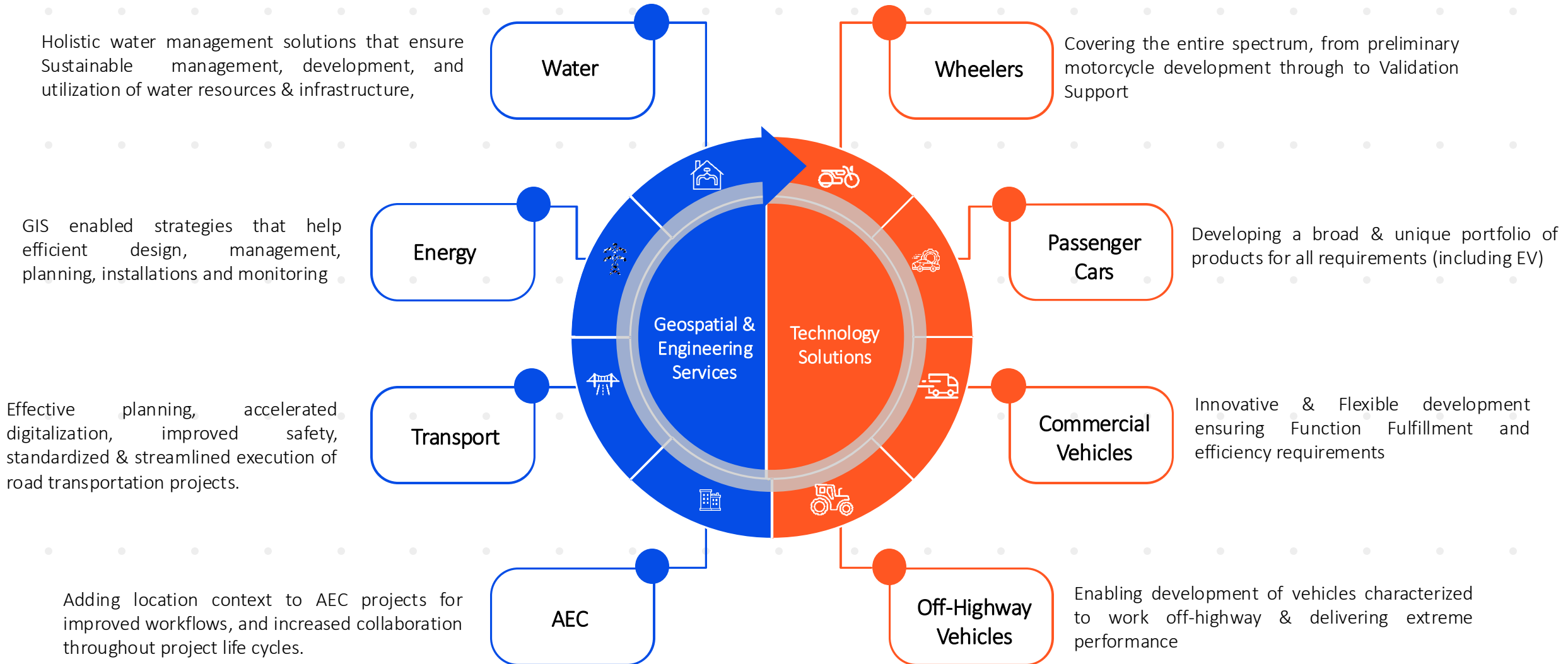
Business Performance *
Operational Revenue (INR Mn) and EBITDA Margins (%)



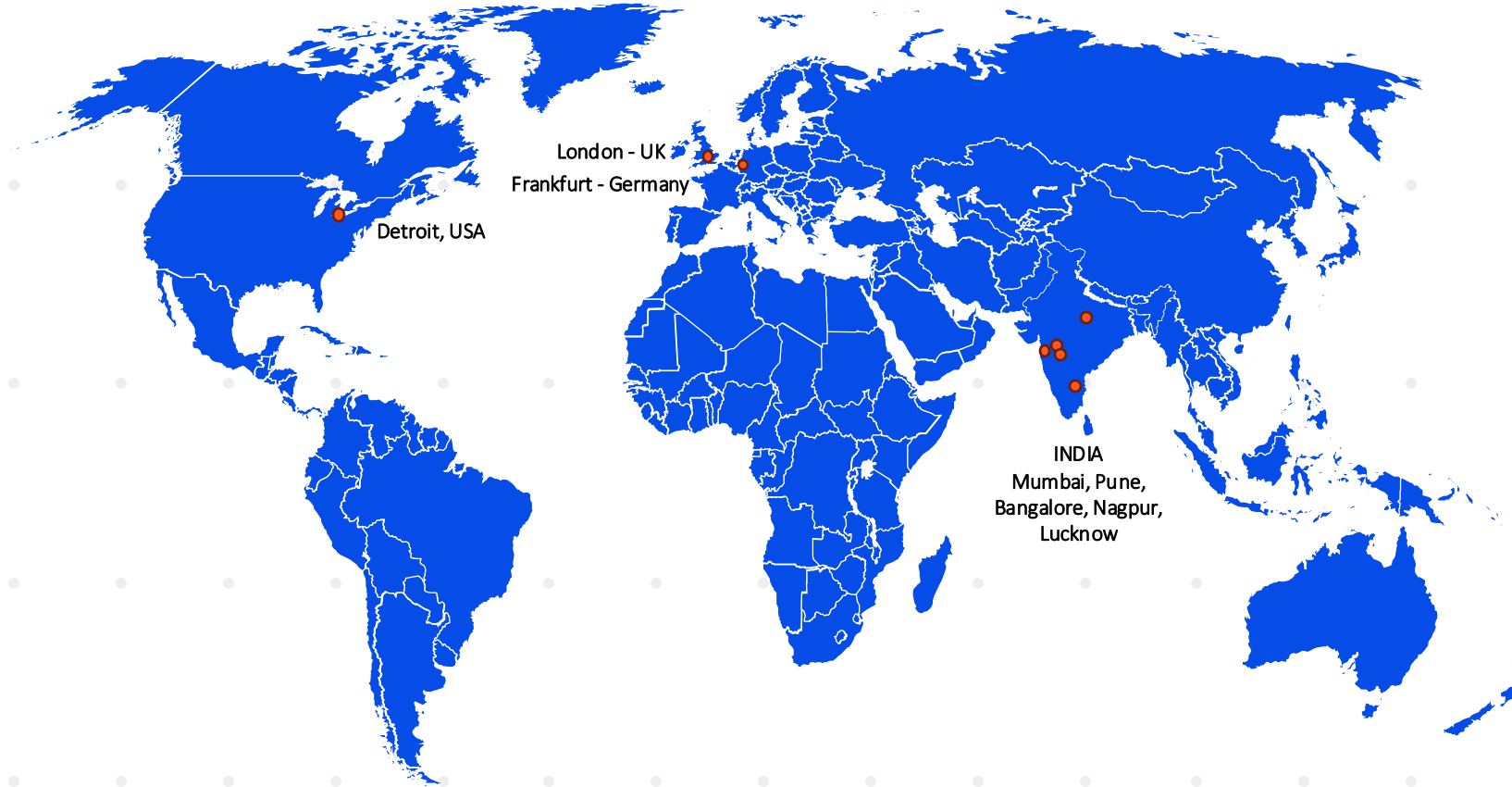
H1-FY25 Revenue Break Up (%)



* This business performance will differ from Consolidated Numbers due to intercompany transaction adjustments

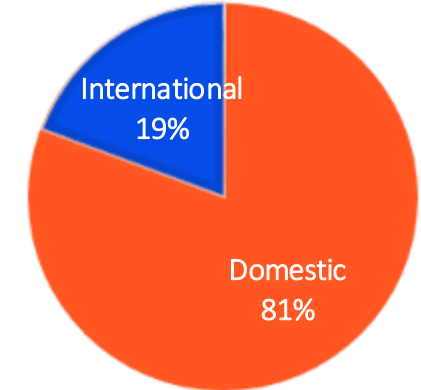


● Global Locations

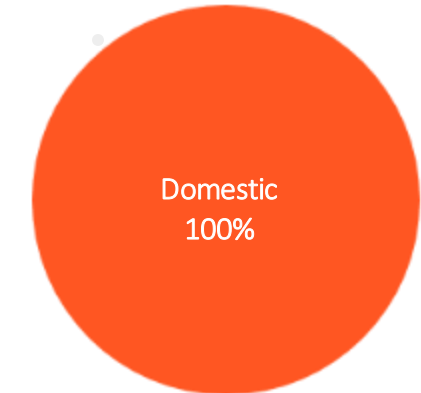


Revenue Split - H1-FY25

GEOSPATIAL



TECHNOLOGY



Predominantly the Domestic Revenue is from International projects routed through India based GCCs



GIS Vertical growth opportunities:

- Commitment to GeoAI, Spatial Analytics, Digital Twins, and AR/VR. These technologies drive automation, resource monitoring, and informed decision-making, ensuring future readiness
- The company is leveraging on India's projected geospatial market growth which is expected to grow at CAGR of 13.5% by 2025
- Utilize trends like Digital Water Management, Wastewater Processing, Advanced Filtration, Water-saving Technology, and Desalination to enhance accessibility, sustainability, and economic viability.
- 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.



Manufacturing Vertical growth opportunities:

- Rapid expansion in EV ecosystem to support Manufacturing business growth
- 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%.



Key Acquisitions to support future growth:

- Acquisition of Ally Grow Technologies facilitates entry into the mobility services sector, capitalizing on the convergence of GIS and autonomous driving technologies
- Establishment of a new vertical MEG-Next which focuses on innovative product development activities related to Metaverse, Ed-Tech, Gaming and Mobility.
- Further acquisitions being planned in the Geospatial, Manufacturing and Technology domains



Government Initiatives:

- The company is focused on capitalizing on substantial funding opportunities provided by government initiatives such as National Infrastructure Pipeline (NIP), Jal Jeevan Mission, and Namami Gange program, with a proposed budget of approximately USD 15 Billion for water-related projects
- 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.

Financial Overview Q2/H1-FY25

A night cityscape with digital data lines overlaid on the buildings. The image shows a dense urban skyline at night, with numerous skyscrapers and buildings illuminated. The sky is dark blue, and the city lights create a vibrant, glowing effect. Overlaid on the scene are numerous vertical lines of varying colors (blue, purple, pink) that extend from the ground up to the top of the frame, resembling data connections or network paths. The overall aesthetic is futuristic and technological.

Q2-FY25 Consolidated Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 900 Mn 54% YoY	INR 168 Mn 71% YoY	18.67% 186 Bps YoY
PAT	PAT Margin	Diluted EPS
INR 117 Mn 149% YoY	13.00 % 494 Bps YoY	7.07 INR / Share 147% YoY

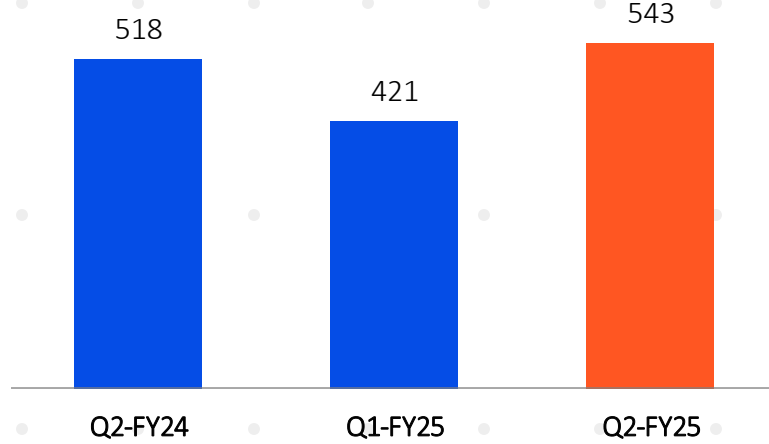
H1-FY25 Consolidated Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 1,639 Mn 46% YoY	INR 300 Mn 42% YoY	18.30% (52) Bps YoY
PAT	PAT Margin	Diluted EPS
INR 236 Mn 82% YoY	14.40 % 280 Bps YoY	14.35 INR / Share 70% YoY

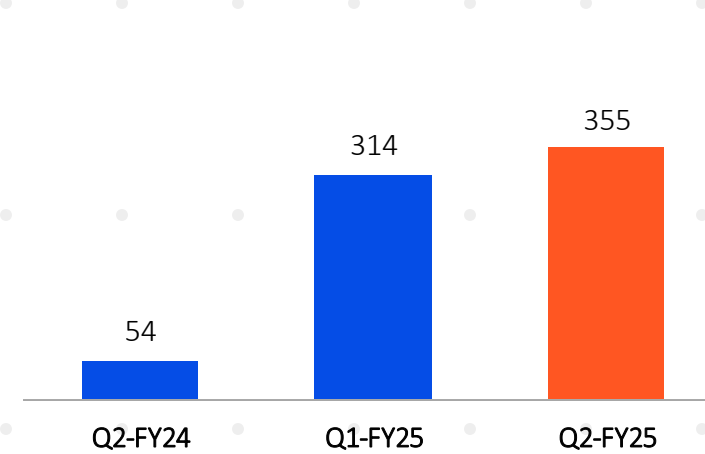
Operational Highlights

- Growth in Revenue and EBIDTA margins driven by successful delivery of value-added projects, which were able to garner better margins, additionally, the initiatives on efficiency improvement added ability to perform higher volumes.
- The total order book crossed 1,000 crore mark and stands at INR 12,100 Mn as on 30th Sept 2024 with geospatial & engineering services contributing to 76% of the orderbook while the balance 26% from technology solutions, and continued efforts are underway to increase higher margin orders.
- Consistent improvement in working capital cycle, which reduced to 108 days on 30th Sept 2024 from 190 days on 31st March 2024 and 237 days on 31st March 2023.
- During Q2-FY25, the company raised fresh equity and issued share warrants of INR 2350 Mn, for the purpose of organic and inorganic expansions.
- As on 30th Sept 2024 the total Cash surplus was INR 1,719 Mn and Net operational cash surplus was INR 684 Mn.
- In H1-FY25, the Wholly Owned Subsidiary, Allygram Technologies P Ltd has invested into business development for organic and inorganic growth with a total spent of ~INR 63 Mn, which were expensed out at the subsidiary level.
- During the month of July 2024 the company acquired assets of a geospatial company in US which has exposure into Telecom sector. In addition the company has started to invest into Data centre capabilities.
- Some of the major contracts which have been awarded recently include:
 - IOT based project by Maharashtra State water and sanitation mission- INR 2,060 Mn
 - Digital Project monitoring system project by Maharashtra SWSM – INR 600 Mn
 - Extension of Third party inspection (TPI) project by Uttar Pradesh SWSM – INR 1,960 Mn

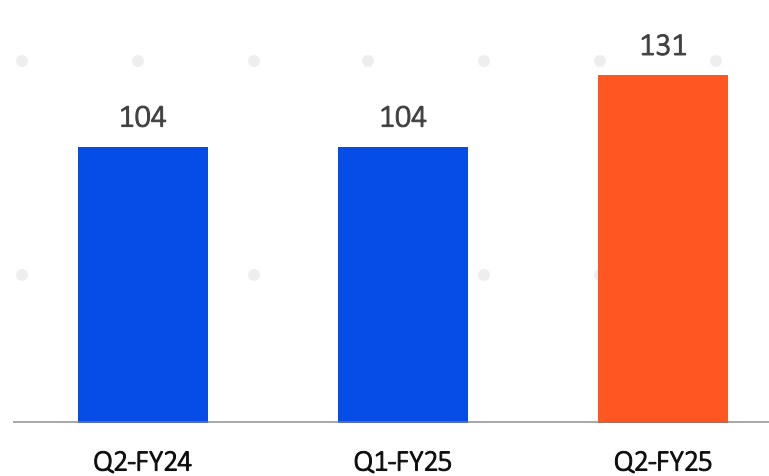
Operational Revenue –Geospatial & Engineering Services
(INR Mn)



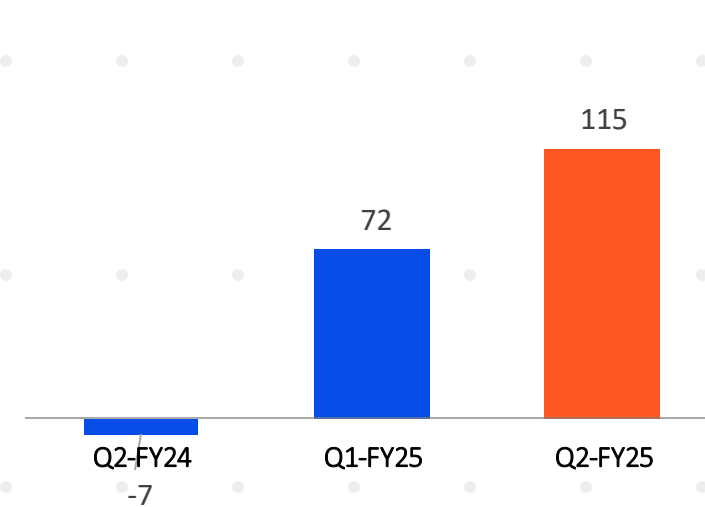
Operational Revenue - Technology Solutions
(INR Mn)



EBIT –Geospatial & Engineering Services
(INR Mn)



EBIT - Technology Solutions
(INR Mn)



Quarterly Consolidated Financial Performance

PARTICULARS (INR Mn)	Q2-FY25	Q2-FY24	Y-o-Y	Q1-FY25	Q-o-Q
Operational Revenue	900	583	54.4%	738	22.0%
Total Expenses	732	485	50.9%	606	20.8%
EBITDA	168	98	71.4%	132	27.3%
<i>EBITDA Margins (%)</i>	18.67%	16.81%	186 Bps	17.89%	78 Bps
Other Income	29	9	NA	15	93.3%
Depreciation	15	13	15.4%	13	15.4%
Finance Cost	1	13	(92.3)%	4	(75.0)%
Profit Before Share of Profit of joint Venture & Tax	181	81	NA	130	39.2%
Share in Profit of joint Venture	27	21	28.6%	31	(12.9)%
PBT	208	102	NA	161	29.2%
Tax	91	55	65.5%	42	NA
PAT	117	47	NA	119	(1.7)%
<i>PAT Margins (%)</i>	13.00%	8.06%	494 Bps	16.12%	(312) Bps
Other Comprehensive Income	0	5	NA	-	NA
Total Comprehensive Income	117	52	NA	119	(1.7)%
Diluted EPS (INR)	7.07	2.86	NA	7.29	(3.0)%

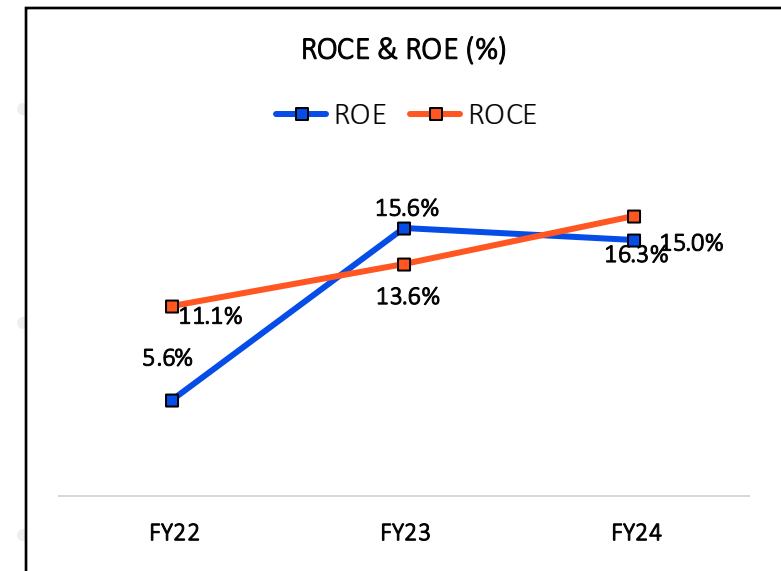
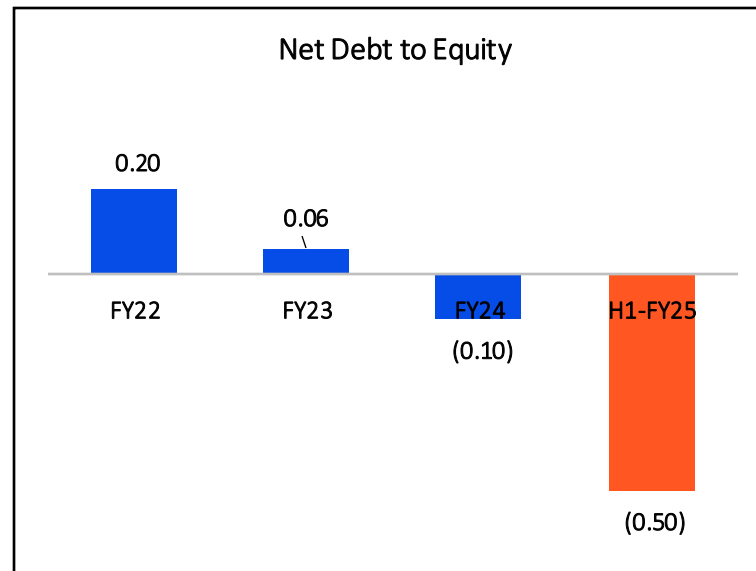
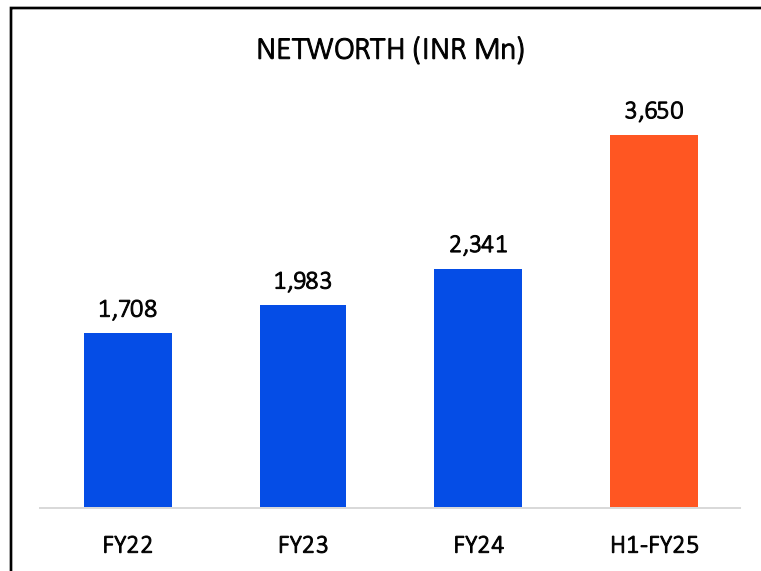
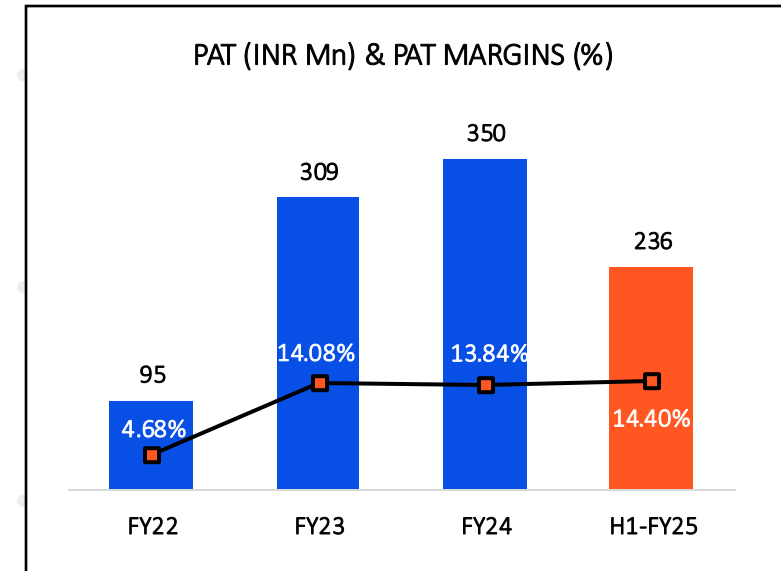
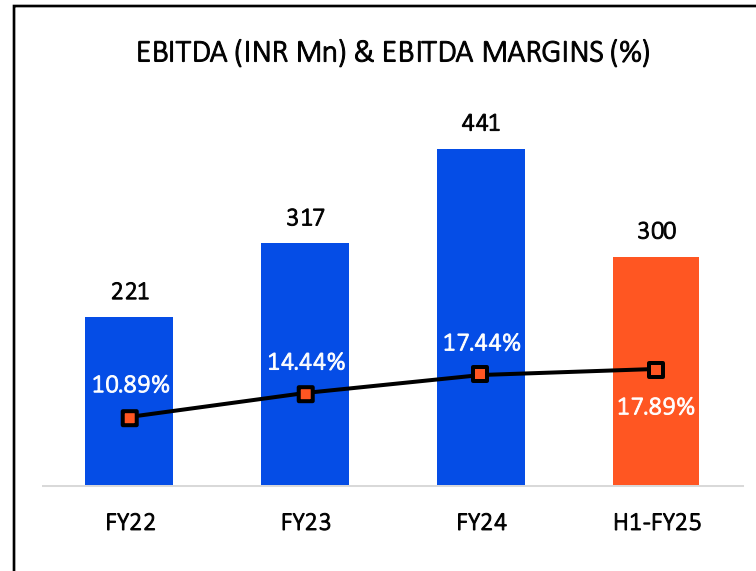
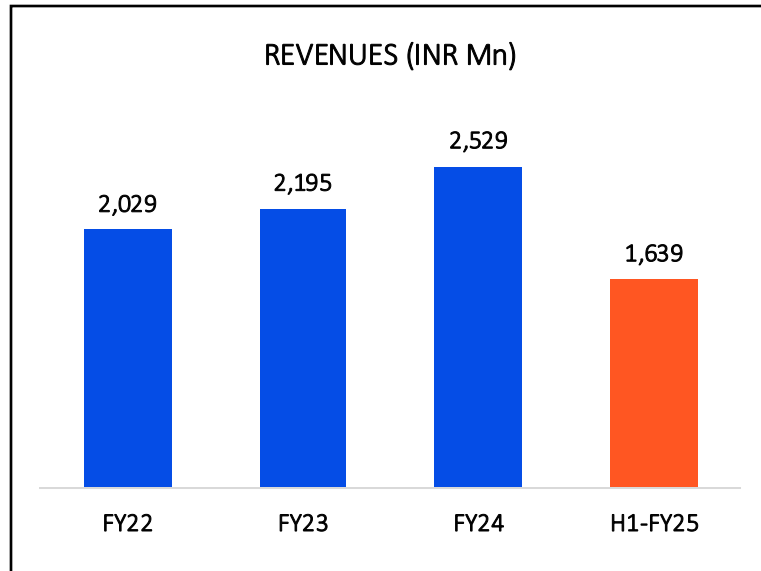
Half Yearly Consolidated Financial Performance

PARTICULARS (INR Mn)	H1-FY25	H1-FY24	Y-o-Y
Operational Revenue	1,639	1121	46.2%
Total Expenses	1,339	910	47.1%
EBITDA	300	211	42.2%
<i>EBITDA Margins (%)</i>	18.30%	18.82%	(52) Bps
Other Income	44	14	NA
Depreciation	28	26	7.7%
Finance Cost	5	28	(82.1)%
Profit Before Share of Profit of joint Venture & Tax	311	171	81.9%
Share in Profit of joint Venture	58	40	45.0%
PBT	369	211	74.9%
Tax	133	81	64.2%
PAT	236	130	81.5%
<i>PAT Margins (%)</i>	14.40%	11.60%	280 Bps
Other Comprehensive Income	(1)	6	NA
Total Comprehensive Income	235	136	72.8%
Diluted EPS (INR)	14.35	8.44	70.0%

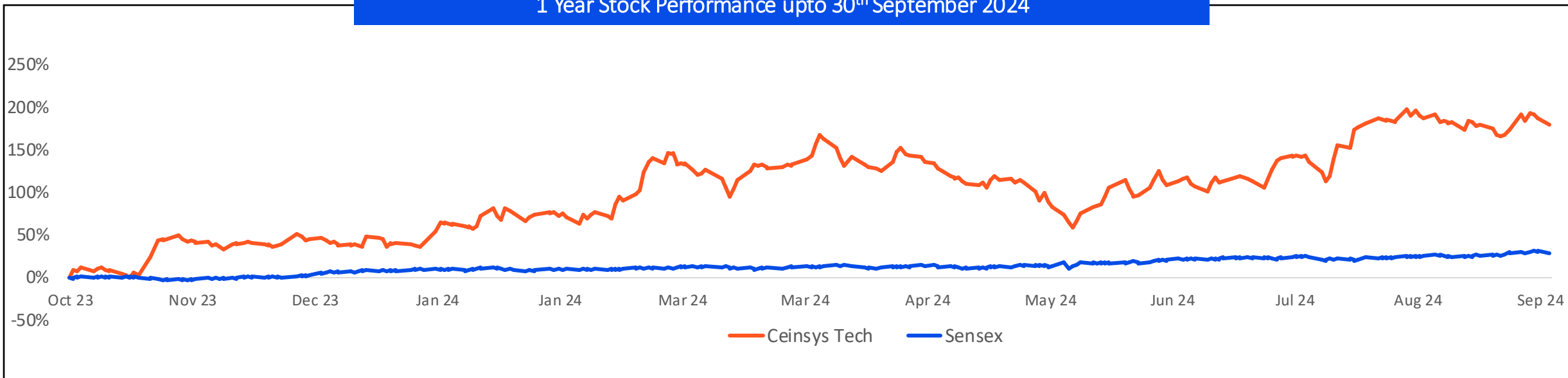
PARTICULARS (INR Mn)	FY22	FY23	FY24	H1-FY25
Operational Revenue	2,029	2,195	2,529	1,639
Total Expenses	1,808	1,878	2,088	1,339
EBITDA	221	317	441	300
EBITDA Margins (%)	10.89%	14.44%	17.44%	18.30%
Other Income	17	24	36	44
Depreciation	30	45	52	28
Finance Cost	92	84	47	5
Profit Before Share of Profit of joint Venture & Tax	116	212	378	311
Share in Profit of joint Venture	19	77	119	58
PBT	135	289	497	369
Tax	40	-20	147	133
PAT	95	309	350	236
PAT Margins (%)	4.68%	14.08%	13.84%	14.40%
Other Comprehensive Income	-3	19	3	(1)
Total Comprehensive Income	92	328	353	235
Diluted EPS (INR)	8.12	20.02	22.52	14.35

Historical Consolidated Balance Sheet

PARTICULARS (INR Mn)	FY23	FY24	H1-FY25	PARTICULARS (INR Mn)	FY23	FY24	H1-FY25
Assets				Equity And Liabilities			
(1) Non-current Assets				(1) Equity	1,983	2,341	3,650
(A) Property, Plant And Equipment	199	238	410	(A) Equity Share Capital	154	163	174
(B) Goodwill	200	200	344	(B) Other Equity	1,829	2,178	3,476
(C) Other Intangible Assets	2	1	1	(C) Non-Controlling Interest	-	-	-
(D) Financial Assets				(2) Non-current Liabilities			
(i) Investments	264	267	171	(A) Financial Liabilities			
(ii) Trade Receivables	21	31	43	(i) Borrowings	9	8	10
(iii) Other Financial Assets	35	22	30	(ii) Lease Liabilities	14	24	60
(E) Non-Current Tax Assets (Net)	63	85	59	(B) Provisions	8	10	10
(F) Deferred Tax Assets (Net)	87	107	119	Total Non-current Liabilities	31	42	80
(G) Other Non-current Assets	21	19	20	(3) Current Liabilities			
Total Non-current Assets	892	970	1,197	(A) Financial Liabilities			
(2) Current Assets				(i) Borrowings	538	39	98
(A) Inventories	44	6	3	(ii) Lease Liabilities	8	20	22
(B) Financial Assets				(iii) Trade Payables	332	505	445
(i) Investments	-	170	-	(iv) Other Financial Liabilities	72	116	222
(ii) Trade Receivables	1,595	1,666	1,514	(B) Provisions	26	29	34
(ii) Cash And Cash Equivalents	324	111	1,507	(C) Current Tax Liabilities (Net)	3	2	112
(iii) Bank Balances Other Than (ii) above	106	180	555	(D) Other Current Liabilities	136	167	303
(iv) Loans	0	0	0	Total Current Liabilities	1,115	878	1236
(v) Other Financial Assets	25	33	69	Total Equity And Liabilities (1+2+3)	3,129	3,261	4966
(C) Current Tax Assets (Net)	48	57	35				
(D) Other Current Assets	65	66	84				
Total Current Assets	2,206	2,289	3,767				
Assets held for sale	31	2	2				
Total Assets (1+2)	3,129	3,261	4,966				



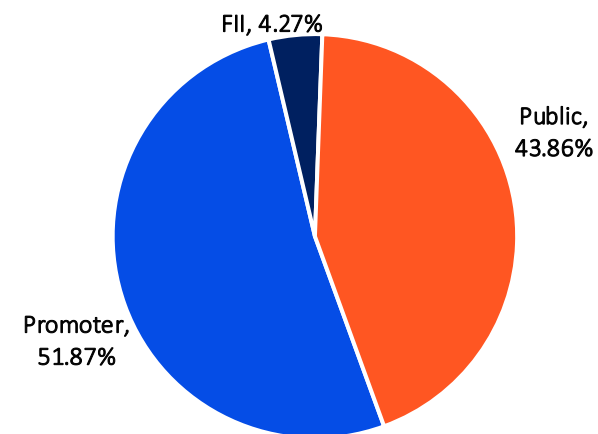
1 Year Stock Performance upto 30th September 2024



PRICE DATA (AS ON 30th SEPTEMBER 2024)

	INR
Face Value	10.0
CMP	1,207
52 Week H/L	765.0/220.0
Market Cap (Mn)	12,352.69
Shares O/S (Mn)	17.4
Avg. Vol. ('000)	74.75
Number of Shareholders other than Promoter	~15,559

Shareholding Pattern (As on 30th September, 2024)



Ceinsys Tech Limited

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A night cityscape with numerous skyscrapers and buildings illuminated. Overlaid on the scene are many vertical lines of varying lengths and colors (blue, purple, pink) extending from the ground level up to the sky, each ending in a small glowing dot. The overall atmosphere is futuristic and digital.

Thank You