



Date: August 13, 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 ended on June 30, 2024

Scrip Code: 538734

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Regulations & 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 ended on June 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

Q1-FY25



25 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



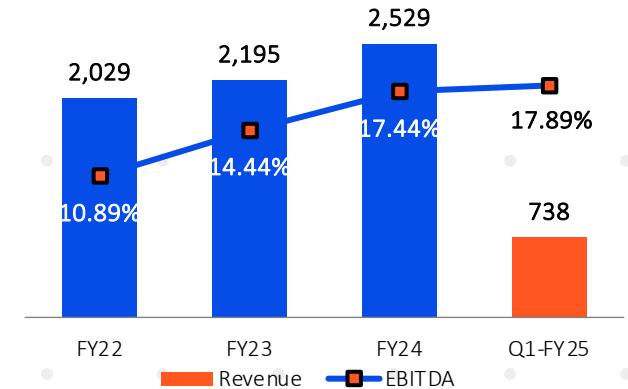
16%
FY24
ROCE

A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a deep blue color palette, with the city lights providing a warm contrast. Numerous vertical lines of varying lengths and colors (purple, pink, blue) extend from the buildings up to the top of the frame, creating a sense of digital connectivity and data flow. The buildings themselves are illuminated with various lights, some appearing as bright white or yellow, while others are in shadow. The overall atmosphere is futuristic and high-tech.

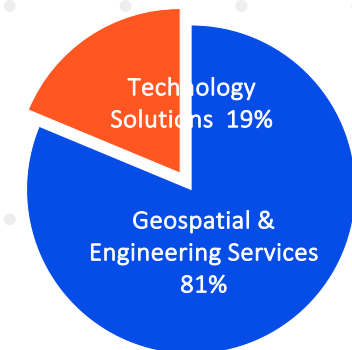
Company Overview

- 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.

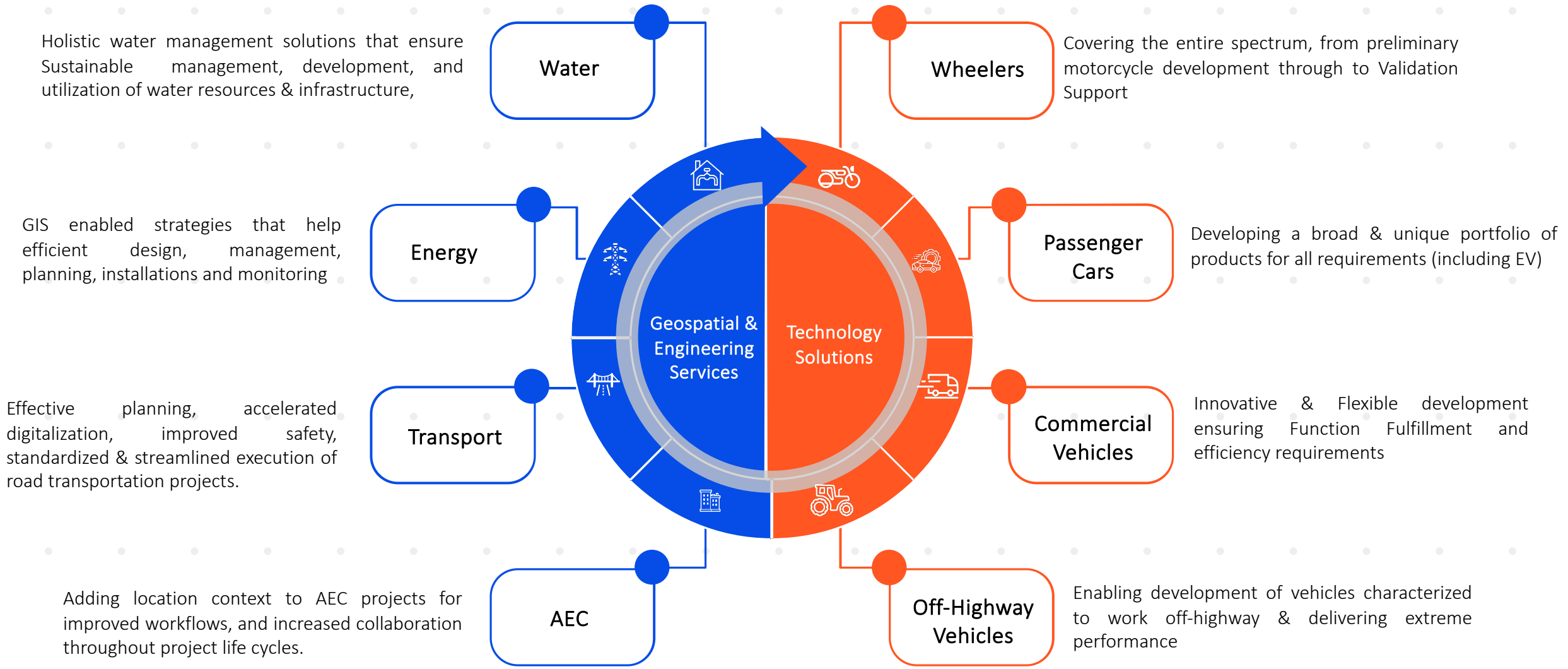
Business Performance *
Operational Revenue (INR Mn) and EBITDA Margins (%)



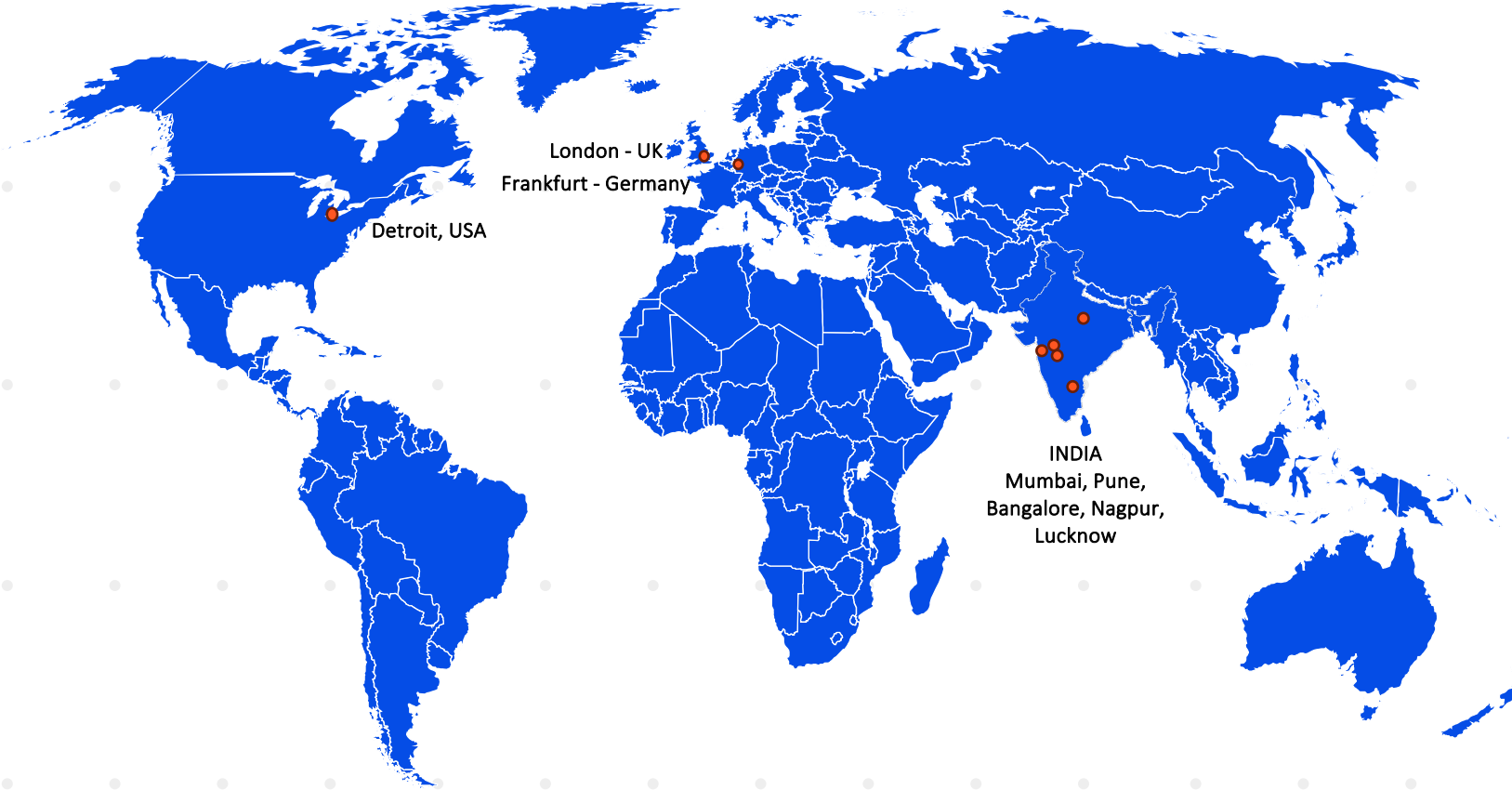
FY24 Revenue Break Up (%)



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

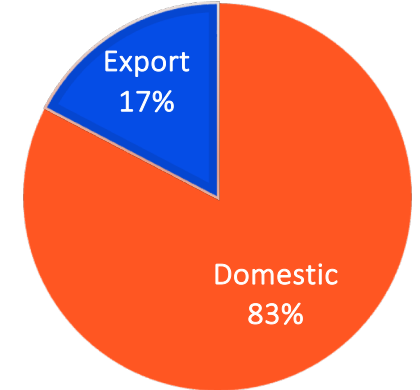


● Global Locations

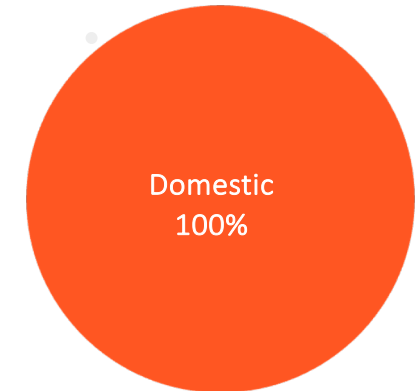


Revenue Split –FY24

GEOSPATIAL



TECHNOLOGY

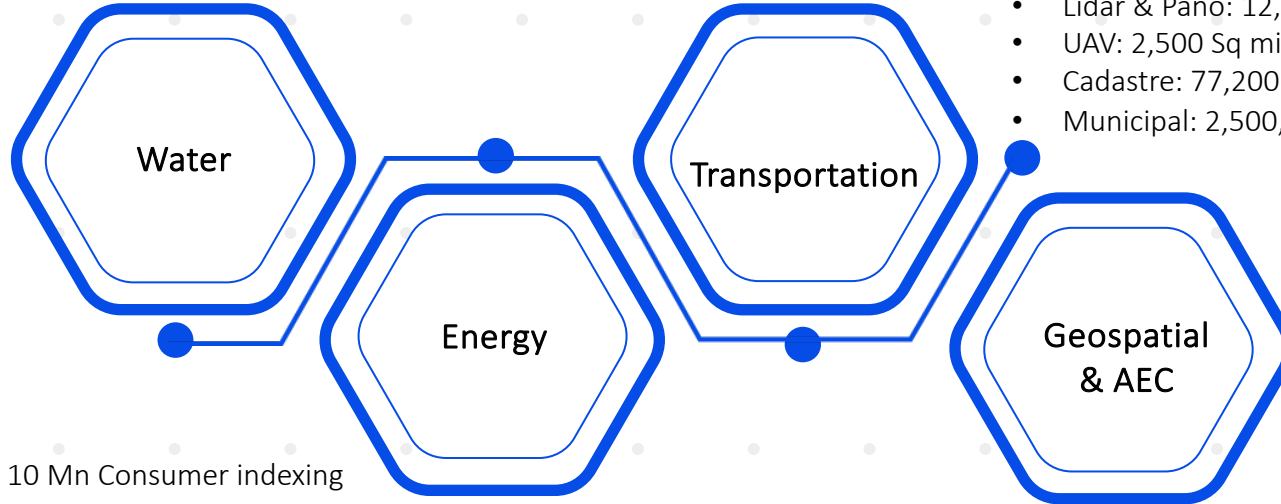


Predominantly the Domestic Revenue is from International projects routed through India based GCCs

Geospatial & Engineering Services

- 30+ Mn Population Impacted across 5118 Villages & 279 Towns
- 35+ Treatment Plants & 375+ Reservoirs Serviced
- Water Network: 31,024 Miles
- Area Serviced 1190 Sq. Miles

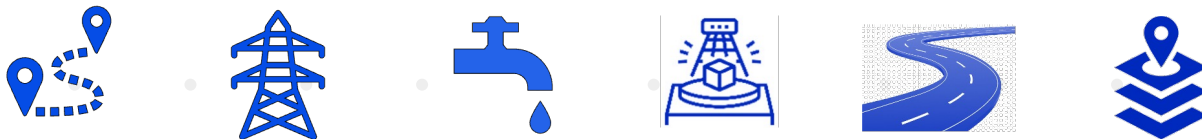
- Road Assets: 25,000 Miles
- Distress: 150,000 Miles
- Navigation Mapping - 1,864k+ Miles.
 - 650,000 Sq miles Hi-Res Imagery
 - Lidar & Pano: 12,500 Miles
 - UAV: 2,500 Sq miles
 - Cadastre: 77,200 Sq Miles
 - Municipal: 2,500,000 Properties



- 10 Mn Consumer indexing
- 87,700 Miles Network Mapping
- Managed Data services for 587+ Towns
- Enterprise GIS implementation for 3 states
- Infrastructure development 30+ substations
- SCADA implementation for India's biggest transmission Utility

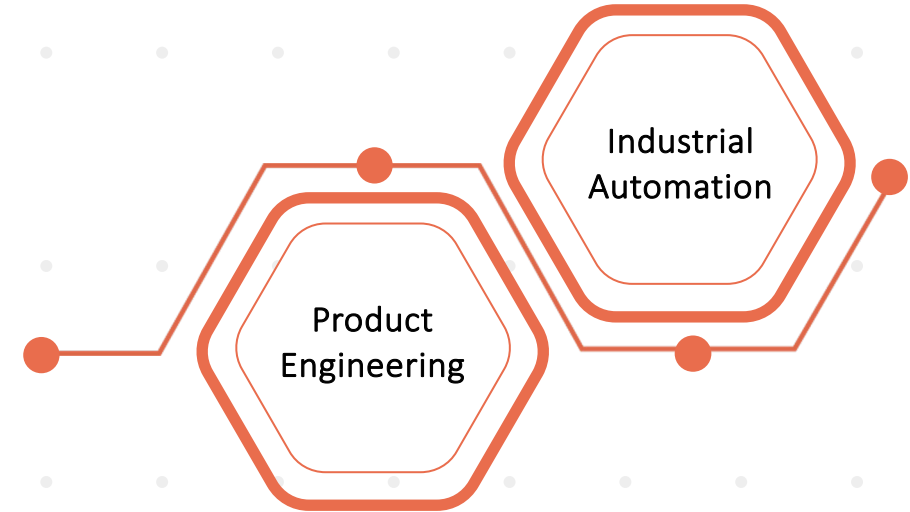
- Point Cloud: 20 Mn
- Scan to Model: 3,230k+ Sq Ft
- Enterprise GIS
- Digital Project Mgmt System
- Decision Support Systems

Segments



Technology Solutions

- 4 Mn+ Engineering Project Hours In Automation and Industry 4.0 solutions



- 3 Mn+ Engineering Project Hours In Product design, development & Validation

Segments





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.

A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a dense cluster of skyscrapers, many of which are illuminated with warm yellow and white lights. The sky is a deep, dark blue. Overlaid on the city are numerous vertical lines of varying colors (blue, purple, pink) that extend from the ground level up to the top of the frame. These lines are connected to small, glowing dots at their base, creating a network-like or data-stream effect. The overall aesthetic is futuristic and technological.

Financial Overview Q1- FY25

Q1-FY25 Consolidated Financial

Revenue from Operations

INR 738 Mn

+37% YoY

EBITDA

INR 132 Mn

+16% YoY

EBITDA Margin

17.89%

-330 Bps YoY

PAT

INR 119 Mn

+42% YoY

PAT Margin

16.12 %

+51 Bps

Diluted EPS

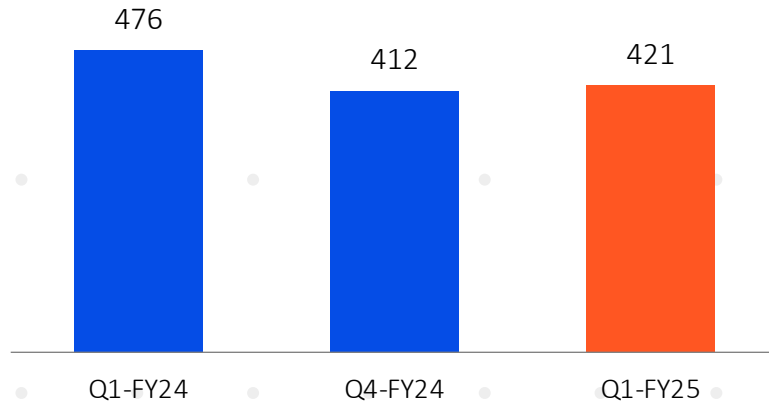
7.29 INR / Share

+34% YoY

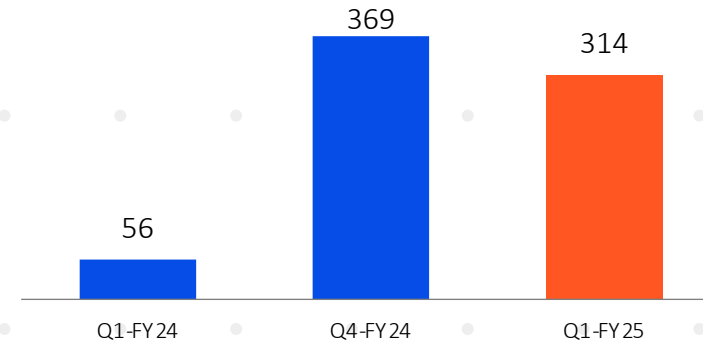
Operational Highlights

- The company was able to achieve strong topline growth on a YoY basis despite the adverse impact owing to the General Elections.
- Major projects that were successfully implemented were IoT project under the water domain Digital Project Management System awarded by SWSM, Maharashtra under the water domain, and consulting services for Third Party Inspection projects of various rural water supply schemes, SWSM, Uttar Pradesh (all under Technology Solutions).
- During the quarter the company was able to generate fresh leads for new/ renewal of business of ~INR 270 crores, of these, the contract closures for almost INR 50 crores were achieved.
- Current order book stands at ~INR 750 crores, with a bid book pipeline of over INR 200 crores.

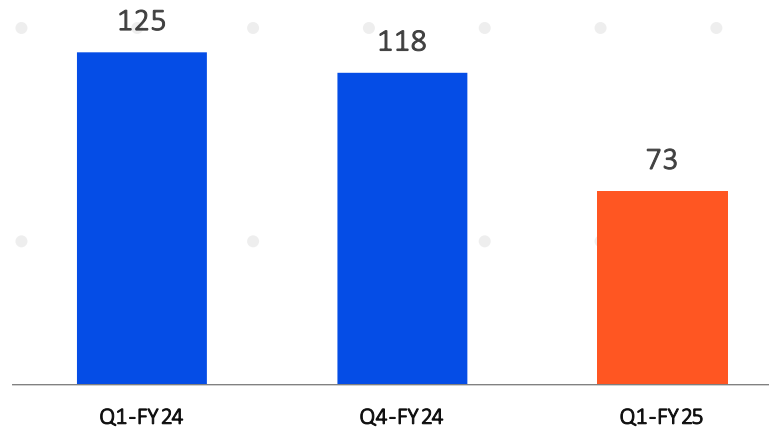
Operational Revenue –Geospatial & Engineering Services
(INR Mn)



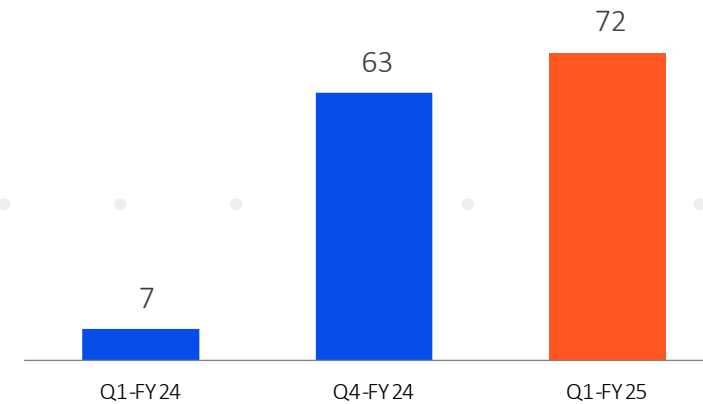
Operational Revenue - Technology Solutions
(INR Mn)



EBITDA –Geospatial & Engineering Services
(INR Mn)



EBITDA - Technology Solutions
(INR Mn)



Quarterly Consolidated Financial Performance

PARTICULARS (INR Mn)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
Operational Revenue	738	538	37.2%	783	(5.7)%
Total Expenses	606	424	42.9%	660	(8.2)%
EBITDA	132	114	15.8%	123	7.3%
<i>EBITDA Margins (%)</i>	<i>17.89%</i>	<i>21.19%</i>	<i>(330) Bps</i>	<i>15.71%</i>	<i>218 Bps</i>
Other Income	15	5	NA	15	NA
Depreciation	13	13	NA	12	8.3%
Finance Cost	4	15	(73.3)%	11	(63.6)%
Profit Before Share of Profit of joint Venture & Tax	130	91	42.9%	115	13.0%
Share in Profit of joint Venture	31	18	72.2%	44	(29.5)%
PBT	161	109	47.7%	159	1.3%
Tax	42	25	68.0%	43	(2.3)%
PAT	119	84	41.7%	116	2.6%
<i>PAT Margins (%)</i>	<i>16.12%</i>	<i>15.61%</i>	<i>51 Bps</i>	<i>14.81%</i>	<i>131 Bps</i>
Other Comprehensive Income	0	0	NA	0	NA
Total Comprehensive Income	119	83	43.4%	116	2.6%
Diluted EPS (INR)	7.29	5.43	34.3%	7.11	2.5%

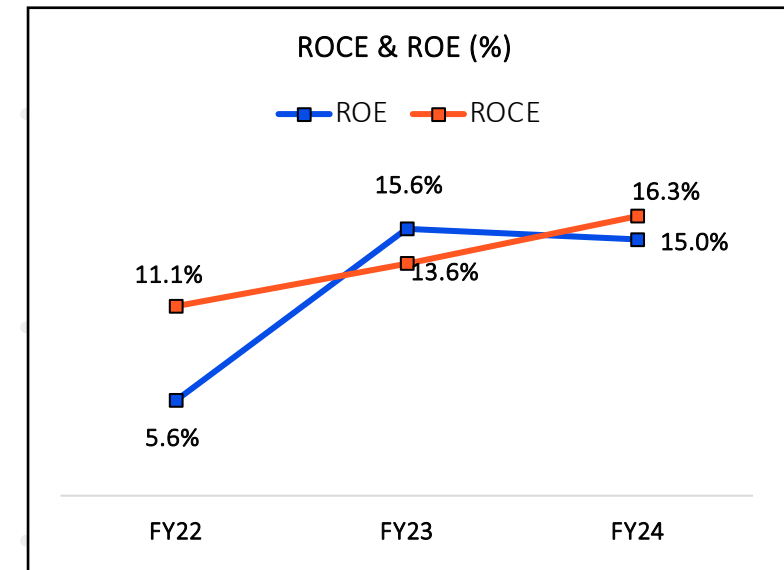
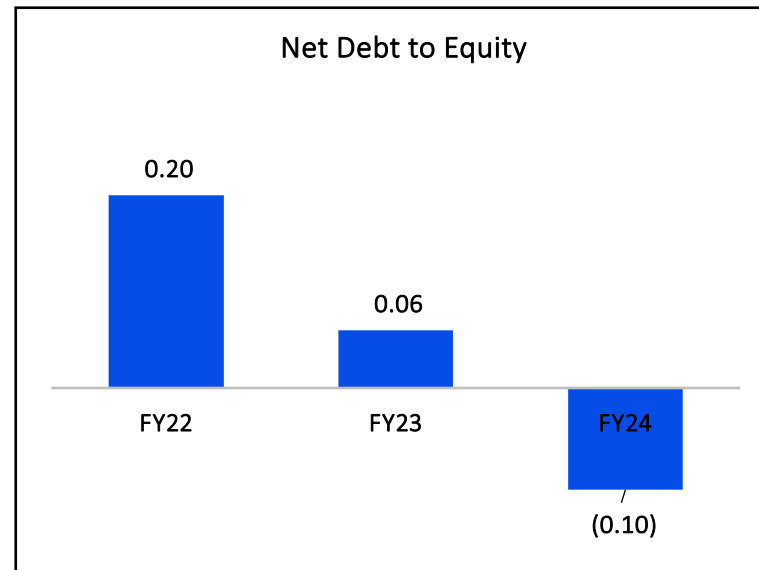
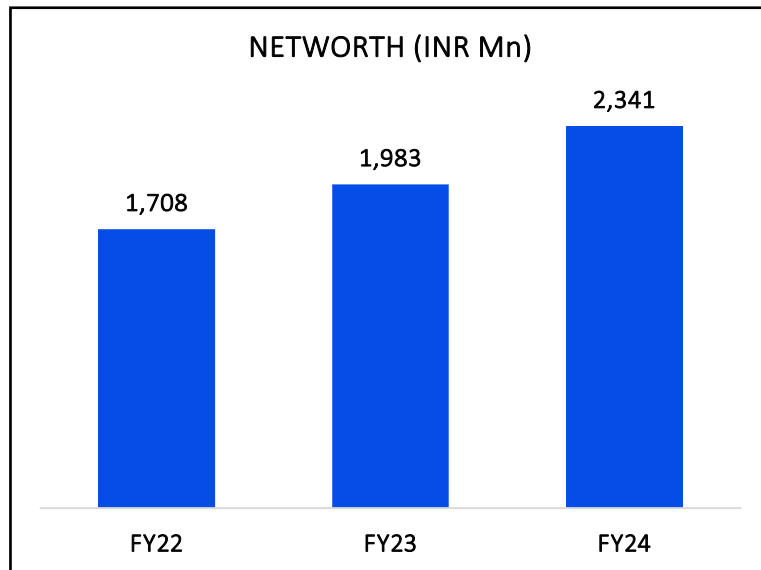
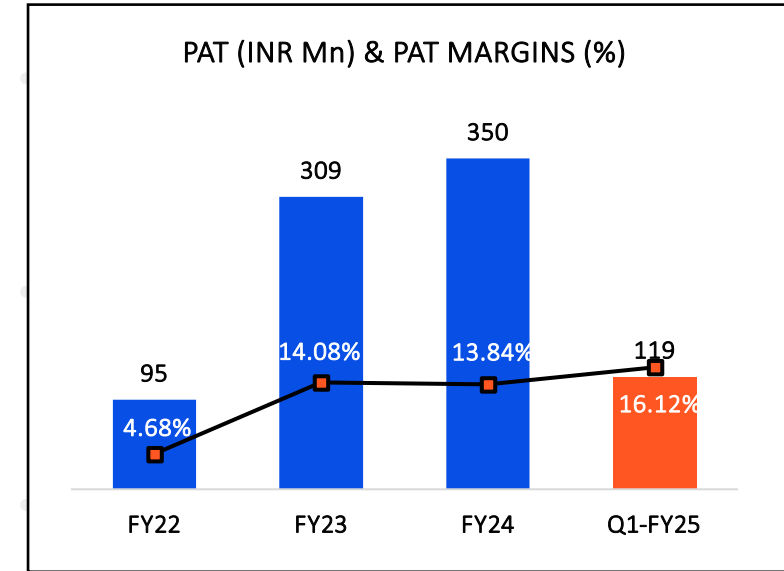
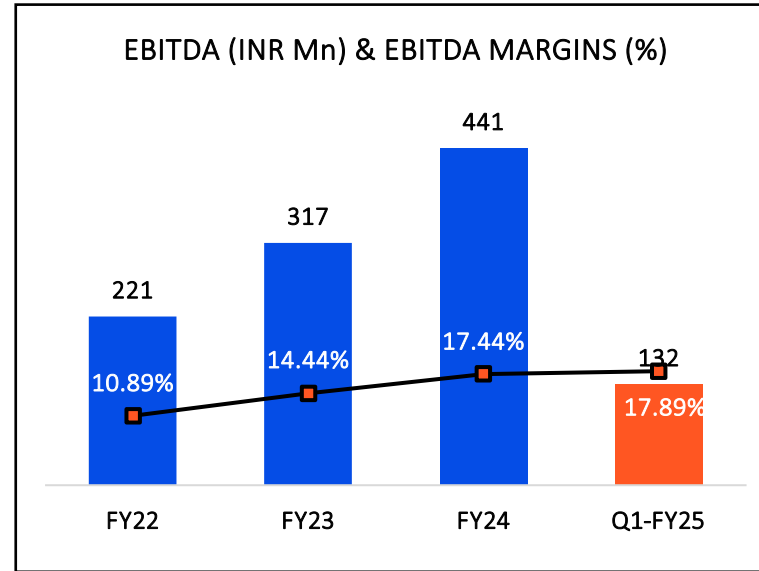
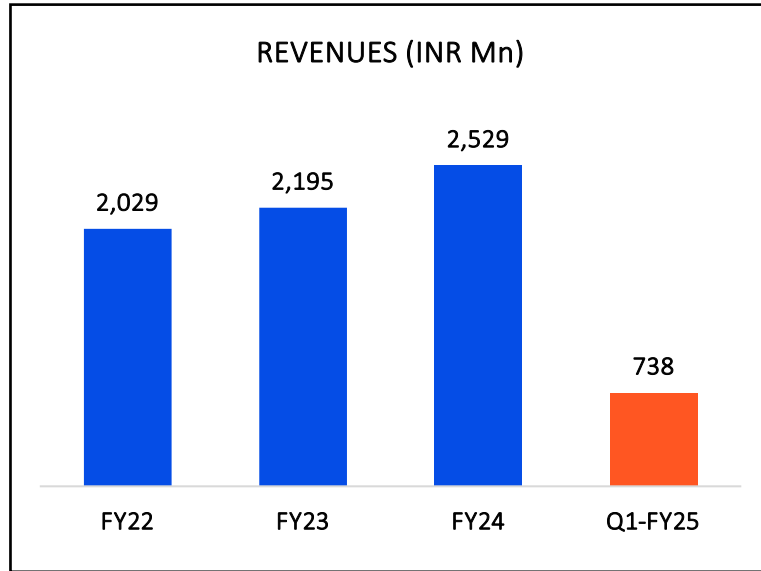
Historical Consolidated Financial Performance

PARTICULARS (INR Mn)	FY22	FY23	FY24	Q1-FY25
Operational Revenue	2,029	2,195	2,529	738
Total Expenses	1,808	1,878	2,088	606
EBITDA	221	317	441	132
EBITDA Margins (%)	10.89%	14.44%	17.44%	17.89%
Other Income	17	24	36	15
Depreciation	30	45	52	13
Finance Cost	92	84	47	4
Profit Before Share of Profit of joint Venture & Tax	116	212	378	130
Share in Profit of joint Venture	19	77	119	31
PBT	135	289	497	161
Tax	40	-20	147	42
PAT	95	309	350	119
PAT Margins (%)	4.68%	14.08%	13.84%	16.12%
Other Comprehensive Income	-3	19	3	0
Total Comprehensive Income	92	328	353	119
Diluted EPS (INR)	8.12	20.02	22.52	7.29

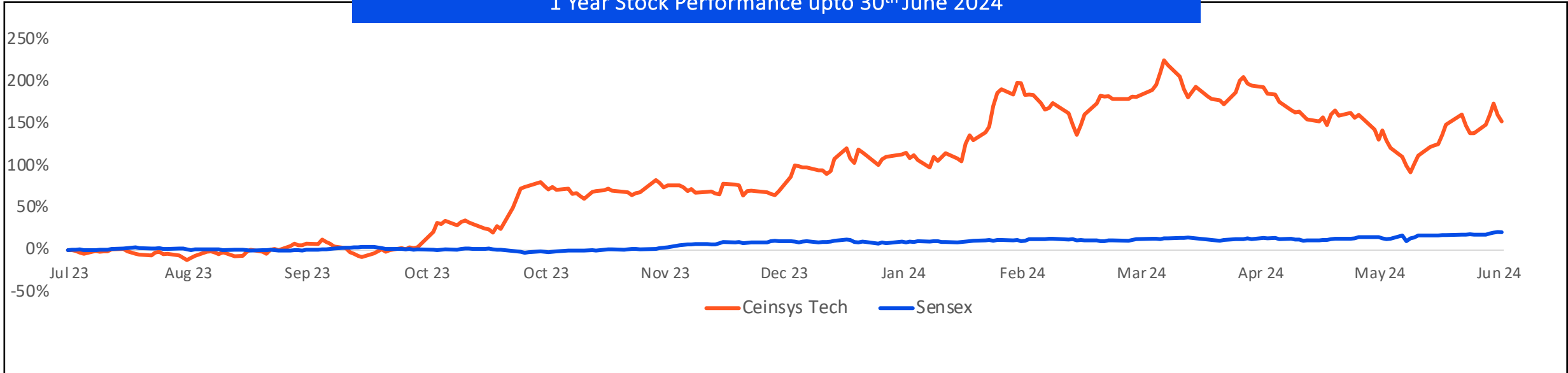
Historical Consolidated Balance Sheet

PARTICULARS (INR Mn)	FY22	FY23	FY24	PARTICULARS (INR Mn)	FY22	FY23	FY24
Assets				Equity And Liabilities			
(1) Non-current Assets				(1) Equity	1,708	1,983	2,341
(A) Property, Plant And Equipment	240	199	238	(A) Equity Share Capital	154	154	163
(B) Goodwill	200	200	200	(B) Other Equity	1,474	1,829	2,178
(C) Other Intangible Assets	9	2	1	(C) Non-Controlling Interest	80	-	-
(D) Financial Assets				(2) Non-current Liabilities			
(i) Investments	186	264	267	(A) Financial Liabilities			
(ii) Trade Receivables	21	21	31	(i) Borrowings	4	9	8
(iii) Other Financial Assets	52	35	22	(ii) Lease Liabilities	14	14	24
(E) Non-Current Tax Assets (Net)	33	63	85	(B) Provisions	-	8	10
(F) Deferred Tax Assets (Net)	28	87	107	Total Non-current Liabilities	18	31	42
(G) Other Non-current Assets	19	21	19	(3) Current Liabilities			
Total Non-current Assets	788	892	970	(A) Financial Liabilities			
(2) Current Assets				(i) Borrowings	600	538	39
(A) Inventories	10	44	6	(ii) Lease Liabilities	10	8	20
(B) Financial Assets				(iii) Trade Payables	463	332	505
(i) Investments	-	-	170	(iv) Other Financial Liabilities	66	72	116
(ii) Trade Receivables	1,814	1,595	1,666	(B) Provisions	23	26	29
(ii) Cash And Cash Equivalents	140	324	111	(C) Current Tax Liabilities (Net)	-	3	2
(iii) Bank Balances Other Than (ii) above	127	106	180	(D) Other Current Liabilities	99	136	167
(iv) Loans	0	0	0	Total Current Liabilities	1,261	1,115	878
(v) Other Financial Assets	24	25	33	Total Equity And Liabilities (1+2+3)	2,987	3,129	3,261
(C) Current Tax Assets (Net)	25	48	57				
(D) Other Current Assets	59	65	66				
Total Current Assets	2,199	2,206	2,289				
Assets held for sale	-	31	2				
Total Assets (1+2)	2,987	3,129	3,261				

Consolidated Financial Performance



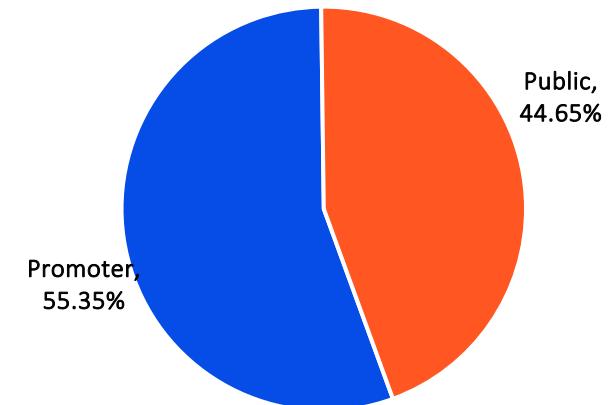
1 Year Stock Performance upto 30th June 2024



PRICE DATA (AS ON 30th JUNE 2024)

	INR
Face Value	10.0
CMP	527.9
52 Week H/L	699.0/182.3
Market Cap (INR Mn)	8,625.6
Shares O/S (Mn)	16.3
Avg. Vol. ('000)	88.4
Number of Shareholders other than Promoter	11,590 Approx

Shareholding Pattern (As on 30th June, 2024)



Ceinsys Tech Limited

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Tel: +91-22-49039500

Email: ceinsys@valoremadvisors.com

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 line ends in a small, glowing dot, resembling a data visualization or a network diagram. The overall color palette is dominated by dark blues and purples, with the city lights providing a warm contrast.

Thank You