

August 09, 2024

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
BSE SCRIP Code: 543425

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai 400 051
NSE Symbol: MAPMYINDIA

Subject: Submission of Investor Presentation for Q1 FY2025 Results.
Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Please find attached herewith Investor Presentation for Q1 FY2025 Results.

Kindly acknowledge the receipt of the same.

Thanking you.

Yours faithfully,
For C.E. Info Systems Limited

Saurabh Surendra Somani
Company Secretary & Compliance Officer

Encl:
Investor Presentation

MapmyIndia

C.E. Info Systems Ltd

Investor Presentation
Q1FY2025

Q1FY2025

Performance

Management Commentary

Consolidated Financial Highlights (Q1FY25)

Segmental Revenue by Product: Map-led and IoT-led

Segmental Revenue by Markets: A&M and C&E

Shareholding Pattern



Management Commentary



“For MapmyIndia, FY25 has gotten off to a strong start, with Q1FY25 Revenue growing 13.5% YoY to Rs 101.5 Cr, EBITDA growing 14.3% to Rs 42.8 Cr, and PAT growing 12.1% to Rs 35.9 Cr. Our EBITDA margins expanded by 20 bps to 42.1% in Q1FY25 vs 41.9% in Q1FY24. And our PAT margins stay extremely strong at 32.1%.

Our Map-led business demonstrated strong growth of 17.2% and EBITDA margins of 50.1%. Our IoT-led business, as per our focus, showed tremendous growth of 89.6% in its High Margin SaaS revenue.

During Q1FY25, we also expanded the capabilities and addressable market for MapmyIndia to cover AI-Driven Data Analytics & Consulting needs of customers across industry verticals, and this will be beneficial to MapmyIndia in the time to come.

The levers for growth and profitability are in place, and we are on track towards our milestone of crossing Rs 1000 Cr revenue by FY27/FY28.”

- Rakesh Verma, CMD



“During Q1FY25, our A&M (Automotive & Mobility Tech) revenue grew 9.5% and C&E (Consumer Tech & Enterprise Digital Transformation) revenue grew 16.9%. New customer acquisition as well as up-sell and cross-sell of newer use cases and solutions to existing customers were on track, with key wins and go-lives across all our customer segments including automotive, fleets, new-age tech companies and traditional corporates, and the government, including defence. Our wide range of solutions saw increased adoption, such as our E-Horizon for ADAS & Advanced EVs, Video Telematics for Fleets, APIs & SDKs for app developers & enterprises, geospatial solutions including 3D digital twin mapping. Besides our offerings of MaaS, SaaS, PaaS and IoT devices, the new add-on ability to deliver AI-driven Data Analytics and Bespoke Consulting to Enterprise clients, will aid us in increasing our value proposition and share of wallet amongst our customers as we can aid them in their digital transformation journey, in an even bigger way. Finally, our consumer products’ adoption continues to rise nicely.”

- Rohan Verma, CEO & ED

Consolidated Financial Highlights (Q1FY25)

Q1FY25 Revenue grew 13.5% YoY to Rs 101.5 Cr, EBITDA grew 14.3% and PAT grew 12.1%. EBITDA Margin was 42.1% and PAT Margin was 32.1%

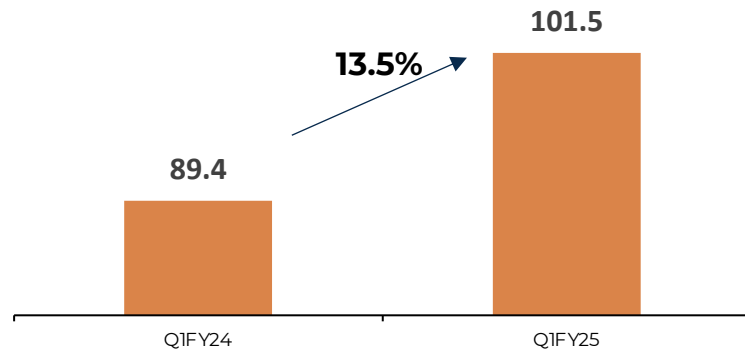
<i>INR Crores, unless otherwise mentioned</i>	Q1FY25	Q1FY24	YoY Growth	Q4FY24	QoQ Growth
Total Income	111.6	97.7	14.2%	119.3	-6.5%
Revenue from Operations	101.5	89.4	13.5%	106.9	-5.1%
EBITDA	42.8	37.4	14.3%	39.5	8.3%
EBITDA Margin (%)¹	42.1%	41.9%	-	37.0%	-
PAT	35.9	32.0	12.1%	38.2	-6.1%
PAT Margin (%)²	32.1%	32.7%	-	32.0%	-
Cash & cash equivalents (including financial instruments)	552.3	492.4		557.3	-

- Revenue, EBITDA and PAT grew YoY by **13.5%** to Rs **101.5** Crs, **14.3%** to Rs **42.8** Cr, and **12.1%** to Rs **35.9** Cr, respectively for Q1FY25.
- During Q1FY25, there were known ramp down of some old Auto OE programs. Ramp up of new programs has begun in Q2.
- Also, IoT-led business prioritised higher margin SaaS instead of new hardware sales
- Growth focus and outlook for all areas remain strong, and FY27/FY28 milestone achievement is on track.
- EBITDA and PAT Margins were healthy at 42.1% and 32.1% respectively in Q1FY25. Cash & cash equivalents remained steady at Rs. 552.4 Cr

Consolidated P&L Highlights

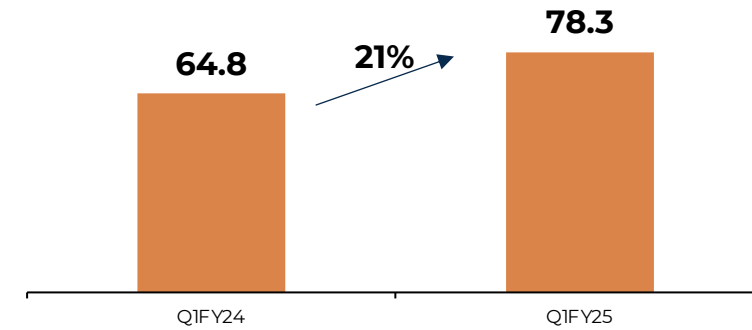
Growth across all Financial Metrics : Revenue, Contribution Profit, EBITDA & PAT

Revenue from Operations

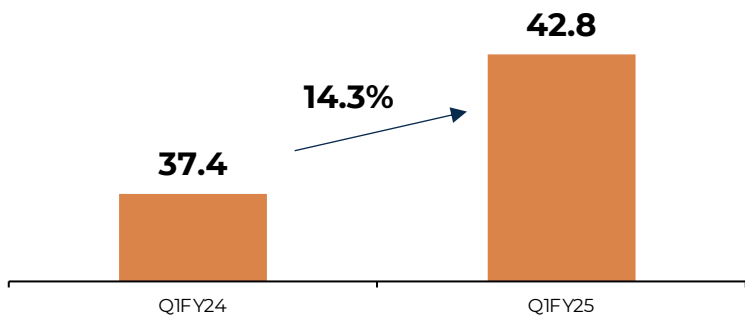


Contribution Profit

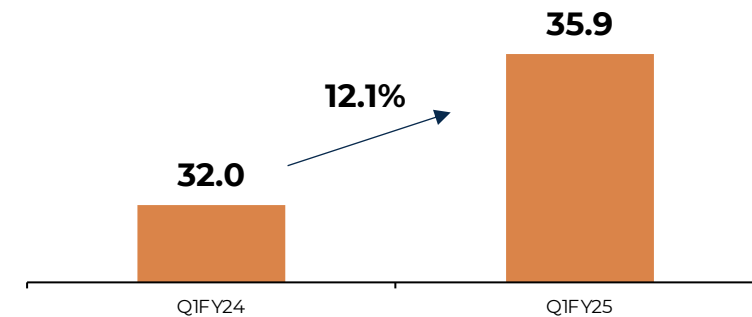
(All figures in INR Crores)



EBITDA



Profit After Tax



Product wise Highlights: Map-led and IoT-led

<i>INR Crores, unless otherwise mentioned</i>	Total Q1FY25	Map-led Q1FY25	Map-led Q1FY24	IoT-led Q1FY25	IoT-led Q1FY24
Revenue from Operations	101.5	78.0	66.6	23.5	22.8
Sale of Hardware	8.9	0	0	8.9	15.1
Sale of Map data & services*	92.6	78.0	66.6	14.6	7.7
EBITDA	42.8	39.1	36	3.7	1.4
EBITDA Margin (%)	42.1%	50.1%	54.1%	15.7%	6.3%

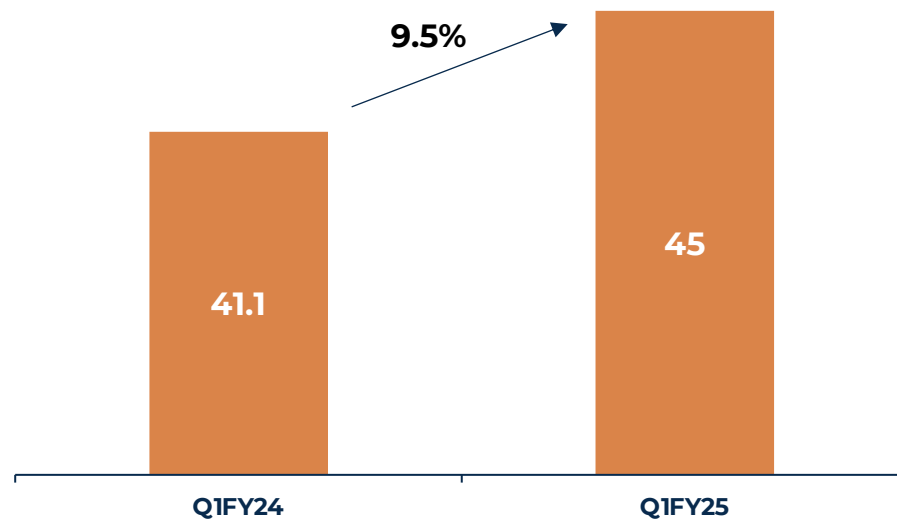
- Map-led business grew by 17.2% YoY driven by developing and growing customer relationships, and margins remained strong at 50.1%, based on the mix of offerings sold during Q1.
- Overall IoT-led revenue has grown 3% YoY, with focus during Q1FY25 being on Higher margin SaaS. Focus remains on both growth and margins going forward.
- IoT-led SaaS based revenue grew by 89.6% YoY from 7.7 Cr to 14.6 Cr. Share of SaaS revenue to total IoT revenue was at 62% in Q1FY25.
- IoT-led EBITDA margins showed steep improvement year on year from 6.3% in Q1FY24 to 15.7% in Q1FY25 due to improvement in product mix and operational efficiency.

Note – *includes royalty, annuity, subscription, software and products called MaaS, PaaS, SaaS

Market-wise Revenue – A&M

MARKET SEGMENT – A&M¹

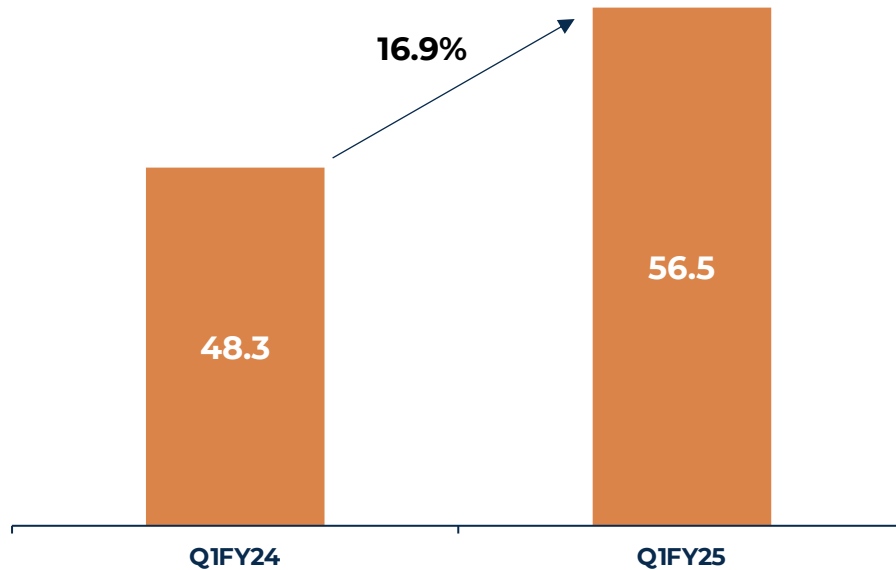
(INR Crores)



- A&M (Automotive & Mobility Tech) business grew at 9.5% during Q1FY25 on a YoY basis. Amongst Auto OE customers, there was an expected ramp down of certain earlier programs in Q1. Ramp up of previous orders wins has begun in Q2FY25.
- Major Auto OE wins include leading electric commercial vehicle and Utility Vehicle OEMs.
- Key Go-lives include Mahindra XUV3XO, Ampere Greaves Nexus, Ultraviolet F77 Mach 2 Electric Bike and BYD Atto 3
- Release of Mappls E-horizon, ADAS and Advanced EV software for the road ahead to support autonomous vehicle functions like ISA, Highway Assist and also to support EV advanced range prediction algorithms
- Major Fleet wins include monitoring of mine vehicles for Large Metals company, Video telematics solution for employee transportation of a chemical company, and continuous expansion of School bus system deployments across many leading schools

Market-wise Revenue – C&E

MARKET SEGMENT – C&E¹



- C&E (Consumer Tech & Enterprise Digital Transformation) business continues to grow steadily at 16.9% during Q1FY25 on a YoY basis based on developing and growing customer relationships across both private and public sector.
- The major wins include projects around flood modelling and management for a large city involving 3D Digital Twin Mapping, Water management system for a city in East India, Dial 102 emergency services, and AI based crop identification and management
- Go-lives include the UP Police Dial 112 GenNext project; and project for Indian Army
- Multiple wins in the E-Commerce, QSR, Delivery & Mobility space for APIs for use cases such as location-based app personalization and accurate address capture for delivery efficiency
- Wins in the BFSI and Retail Sectors for Analytics Use cases such as customer location analytics & branch assignment, credit assessment, store wise sales prediction and sales analytics for business expansion

Enterprise Marketing Highlights from Q1FY25

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Our CMD and Co-Founder, Mr. Rakesh Verma chaired a session on "Emerging ISR Capabilities & Digital Space Infrastructure" at the INDIAN DEFSPACE SYMPOSIUM 2024 organised by the Indian Space Association, which was moderated by ...more

ISpA ASSOCIATION
Bhumandal Se Bhand Tak

INDIAN DEFSPACE SYMPOSIUM 2024

28 APRIL 2024
EVENTS, IIP, IISIA

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MapmyIndia CEO & ED, Mr. Rohan Verma, speaking at the Indo-Pacific Geo Intelligence Forum 2024 on "Building Next Gen Application in Defence" which was chaired by Lt. Gen Rajiv Sahni, VSM, DG DGIS organised by Geospatial Wor ...more

INDO-PACIFIC GEO INTELLIGENCE FORUM

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Join us at #DevSparks2024 for an exclusive opportunity to meet Rohan Verma, our CEO & Executive Director, as he shares insights on MapmyIndia's journey in pioneering disruptive technology and enabling APIs. Don't miss out on this ...more

YourStory Media
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3mo •

As MapmyIndia's CEO, Rohan Verma has brought the company's maps to hundreds of millions of users through B2B integrations in apps used by Indians everyday. ...more

<Meet the leader bringing navigation tech to all in India/>

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Automotive

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BYD ATTO 3

Advanced in-vehicle connected navigation & driving experience powered by India's best maps & auto-tech from Mapppls MapmyIndia

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Automotive

MapmyIndia in your Vehicle Navigation Assistant Autonomous Safety Electric Vehicle Mobility

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Tech Innovation at Its Best:

boAt, India's Number 1 Wearable Brand, launches Storm Call 3 with exclusive Navigation- A first for Indian Smartwatches with Mapppls MapmyIndia

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Mix Maps, GIS Data & AI to power your Planning, Strategy, Expansion (Accelerate Growth with Location Intelligence)

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APIs & SDKs

All APIs Use Cases Documentation Demos Docs @ GitHub

RealView APIs

View the world from wherever you are

RealView is India's own indigenous and best-in-class 360 degree panoramic imagery and video service

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Automotive

MapmyIndia in your Vehicle Navigation Assistant Autonomous Safety Electric Vehicle Mobility

Experience brilliance with Mahindra XUV 3XO powered by Mapppls MapmyIndia's advanced AutoTech

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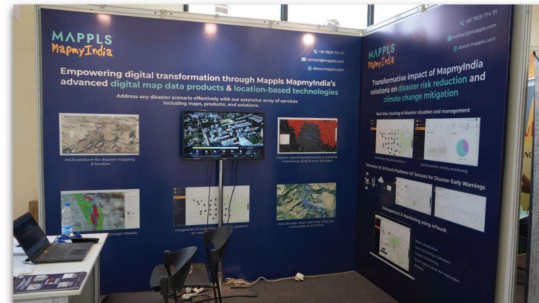
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APIs & SDKs

All APIs Use Cases Documentation Demos Docs @ GitHub

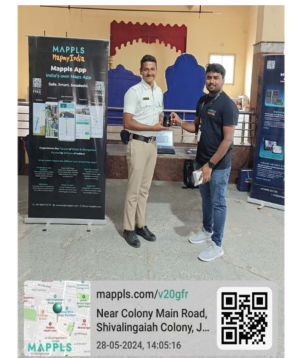
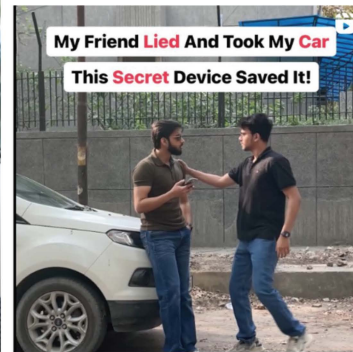
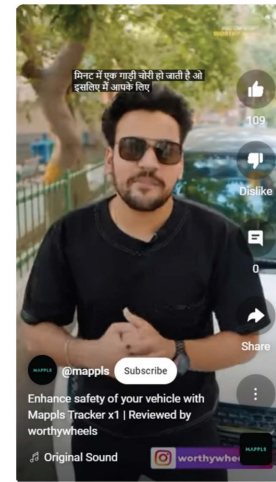
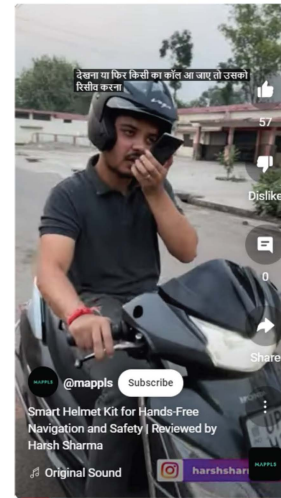
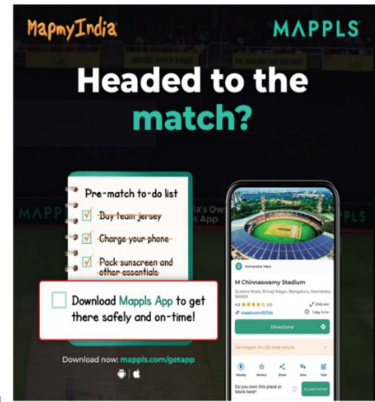
Mappls Insight API

Your Ultimate Geospatially enabled Business Intelligence Solution

Insight empowers decision-making with actionable data, streamlining operations and fueling growth.

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Consumer Marketing Highlights from Q1FY25



Shareholding Pattern

Top Non-Promoter Shareholders ⁸	% Holding
Phonepe Private Limited	18.9%
Zenrin Co. Ltd	3.7%
Tata Mutual Fund – Tata Small Cap Fund	2.0%
Franklin Funds	1.3%



Note: As on March 31, 2024

MapmyIndia

MAPPLS

About MapmyIndia



Company Overview

India's leading provider of advanced digital maps, geospatial software & location-based IoT technologies serving B2B and B2B2C enterprise customers.

- **Market leadership** position in navigation and geospatial products and platforms
- **Early mover advantage** in digital mapping
- **Strong IPs** through proprietary and integrated technologies
- **Robust sustainable business model.**

#1

Provider of advanced digital maps and deep-tech in India

80%

Volume market share in Automotive OEMs with connected solutions¹

880+

Customers on SaaS, PaaS and MaaS platforms (FY23)

40%

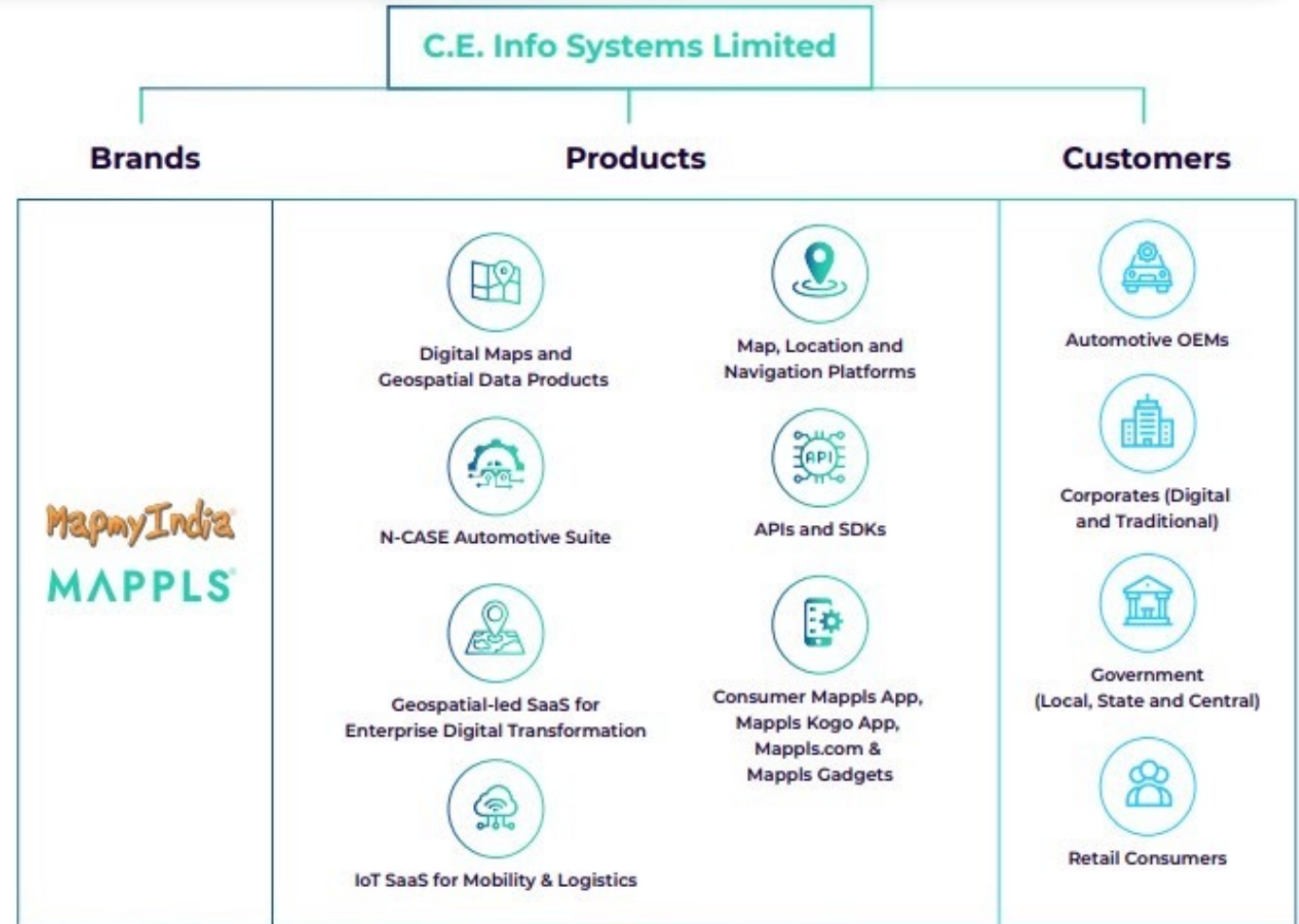
Order Book CAGR over last 3 years

35%



















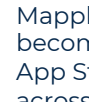
EBITDA CAGR over last 3 years

38%

Revenue CAGR over last 3 years

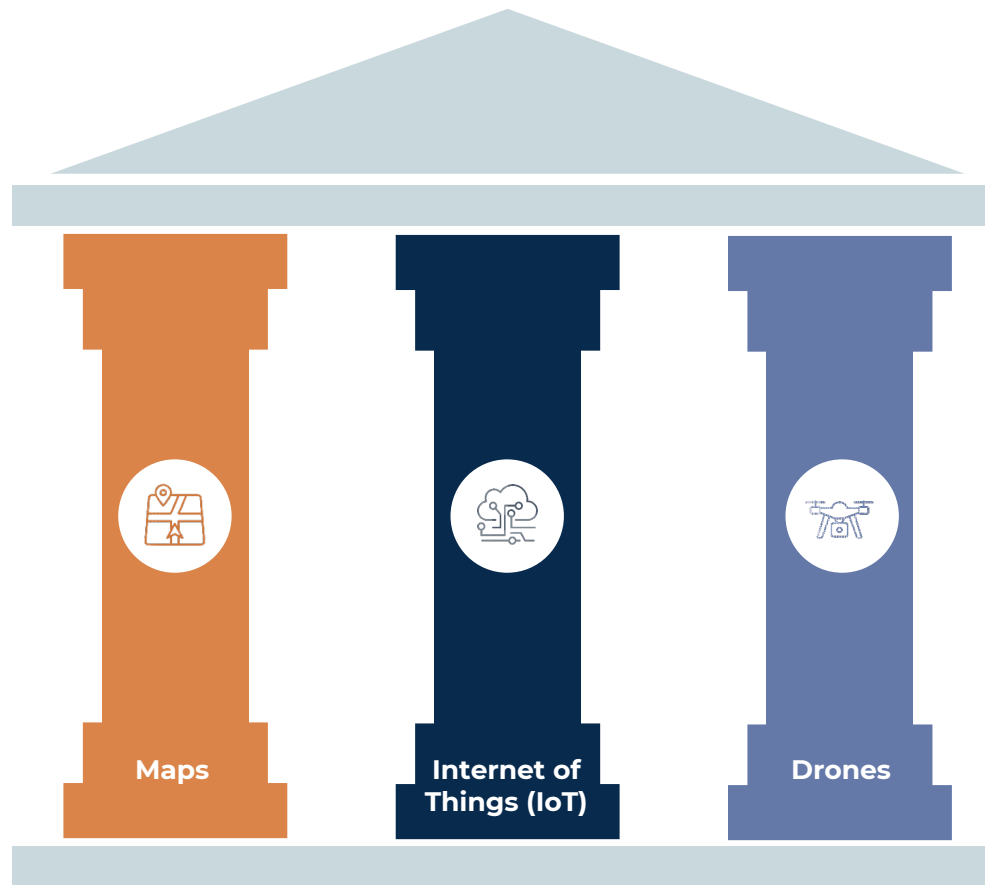


Our Journey So Far

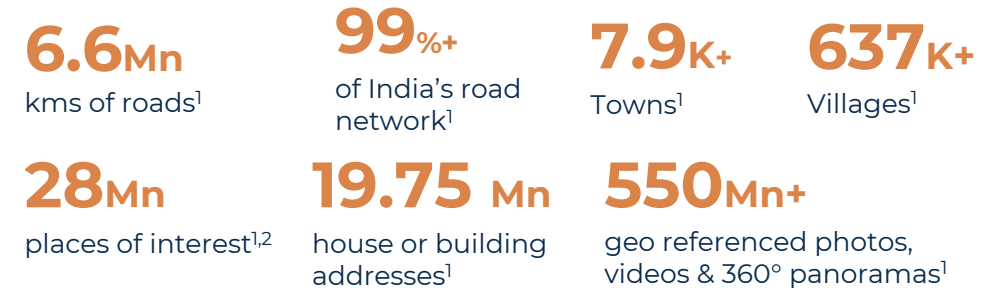
1995-00	2001-10	2011-16	2017-19	2020-21	2022	2023-24
 <p>Company was founded</p>	 <p>Launched India's first internet mapping platform and portal, MapmyIndia.com (now called Mappls.com)</p>	 <p>Launched IoT (GPS-based telematics) platform</p>	 <p>Built AI-powered 4D HD Digital Map Twin of the Real World</p>	 <p>Launched real-time maps of Covid vaccine centres on Co-WIN</p>	 <p>Company goes public</p>	 <p>Launched Mappls Realview and Metaverse maps</p>
 <p>Built India's digital maps</p>	 <p>Launched pan-India GPS navigation system</p>	 <p>Launched map and location API Platform</p>	 <p>Launched nation-wide unique digital address and location identity system - "eLoc" (now called Mappls Pin)</p>	 <p>Entered MoU¹ with ISRO²</p>	 <p>Mappls global platform released with integrated maps of 200+ countries</p>	 <p>Relaunch of Mappls IoT gadgets</p>
		 <p>Built transportation, logistics optimisation & workforce automation platforms</p>	 <p>Built N-CASE mobility suite for Digital Vehicle Transformation</p>	 <p>Gol announces geospatial guidelines</p>	 <p>Acquired and integrated Gtropy Systems Pvt. Ltd. to expand IoT business</p>	 <p>Mappls MapmyIndia, becomes No. 1 on App Store in India across all categories</p>
			<p>Launched geospatial analytics and GIS platform;</p>			

Note: 1) MOU - Memorandum of understanding; 2) ISRO - Indian Space Research Organization

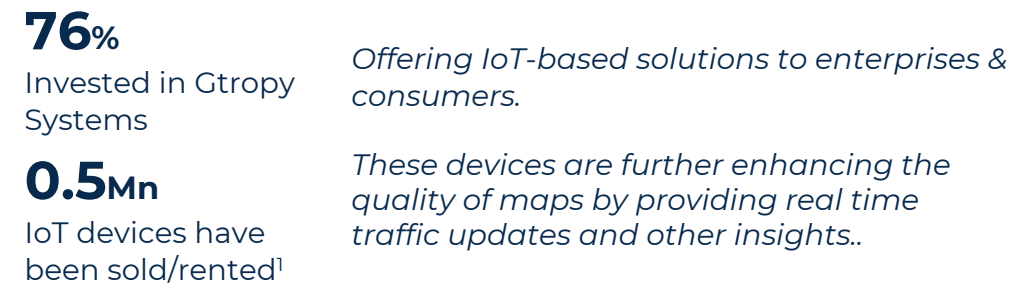
Built on Three Pillars of Technology



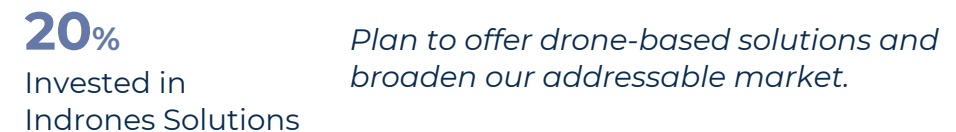
Pioneers in digital mapping and have covered...



Leveraging IoT through the acquisition of Gtropy



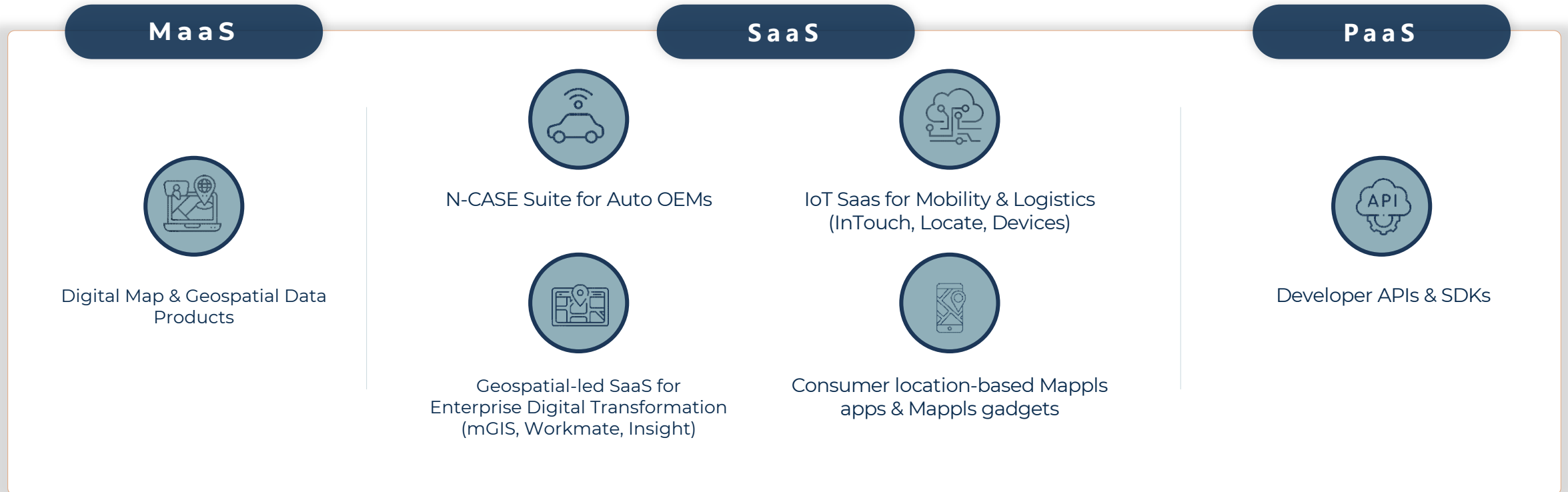
Drones: Currently at a nascent stage



Note: 1) As of March 31, 2023; 2) Places of interest - Across many categories such as restaurants, retail shops, malls, ATMs, hotels, police stations, petrol pumps, electric vehicle charging stations etc.

Product and Platform Company

As a data and technology products and platforms company, we offer proprietary digital **Maps as a Service (“MaaS”)**, **Software as a Service (“SaaS”)** and **Platform as a Service (“PaaS”)**.



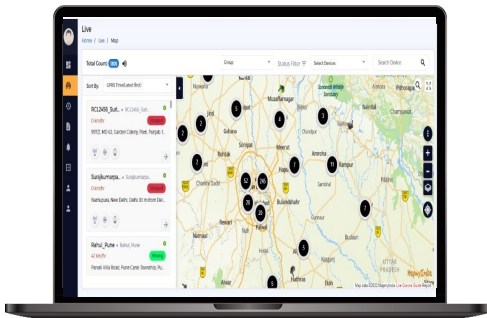
Offering **customized solutions** through our brand, Mappls (earlier called MapmyIndia)

MAPPLS

Deep Tech Offerings

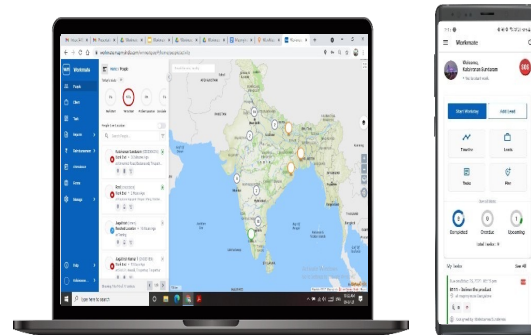
InTouch

IoT Powered software that allows near real-time vehicle and asset tracking and **fleet, transport, and logistics management**



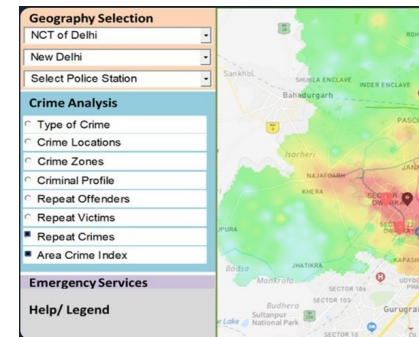
Workmate

Enables workforce and **workflow management**, monitoring, and automation capabilities



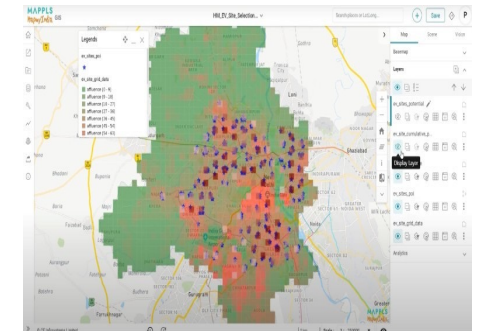
Insight & mGIS

Geo-analytics offerings solutions - Processing geospatial data to help our customers across industries analyse their respective markets and develop predictive real time models



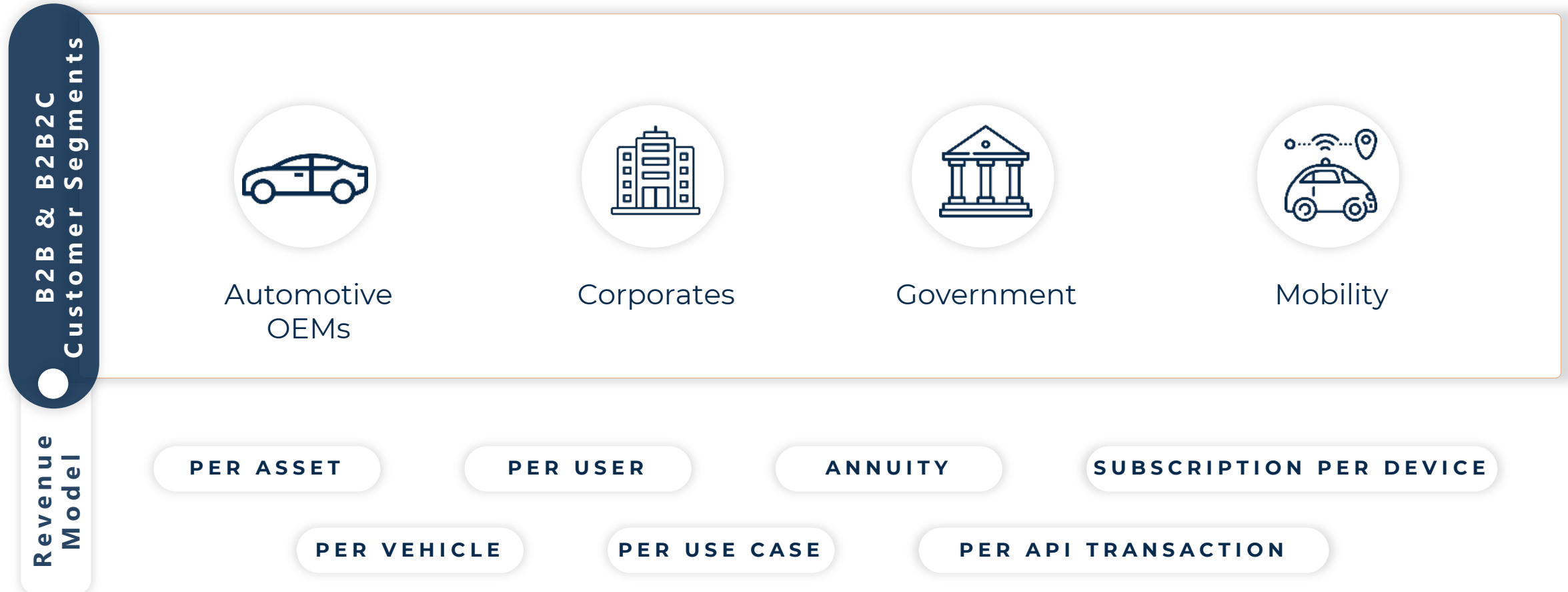
Locate

Advanced fleet management solution designed to enhance fleet's operational efficiency and management - **real-time vehicle monitoring**, historical movement tracking, live map rendering and more



Our Customers & Revenue Model

We are India's leading provider of advanced digital maps, geospatial software & location-based IoT technologies serving **B2B and B2B2C enterprise customers**. We categorize them to two market segments - **Automotive & Mobility Tech (A&M)** and **Consumer Tech and Enterprise Digital Transformation (C&E)**.



Market Segment A&M constitutes Auto OEM and some parts of Mobility, while C&E constitutes Corporates, Government and balance parts of Mobility.

Ever Expanding Use Cases



AUTOMOTIVE

- Embedded Connection Navigation
- EV Range Calculation
- Intelligent Speed Assistance



ECOMMERCE

- Long haul first mile
- Last mile delivery tracking



FOOD DELIVERY

- Address intelligence
- Last mile delivery tracking



TRANSPORTATION & LOGISTICS

- Fleet and asset tracking
- Transportation data
- Truck routing solutions



BFSI

- Geo-verification and on-boarding
- Usage-based auto insurance
- Credit assessment



RETAIL & QSR

- Better site selection
- Location-based digital advertising



TELECOM & UTILITIES

- Field force monitoring
- Optical fiber mapping and distribution analytics



HEALTHCARE & PHARMA

- Distribution and logistics of medical goods
- Mapping of plants



GOVERNMENT

- Geo-tagging of public assets for repair and overhaul



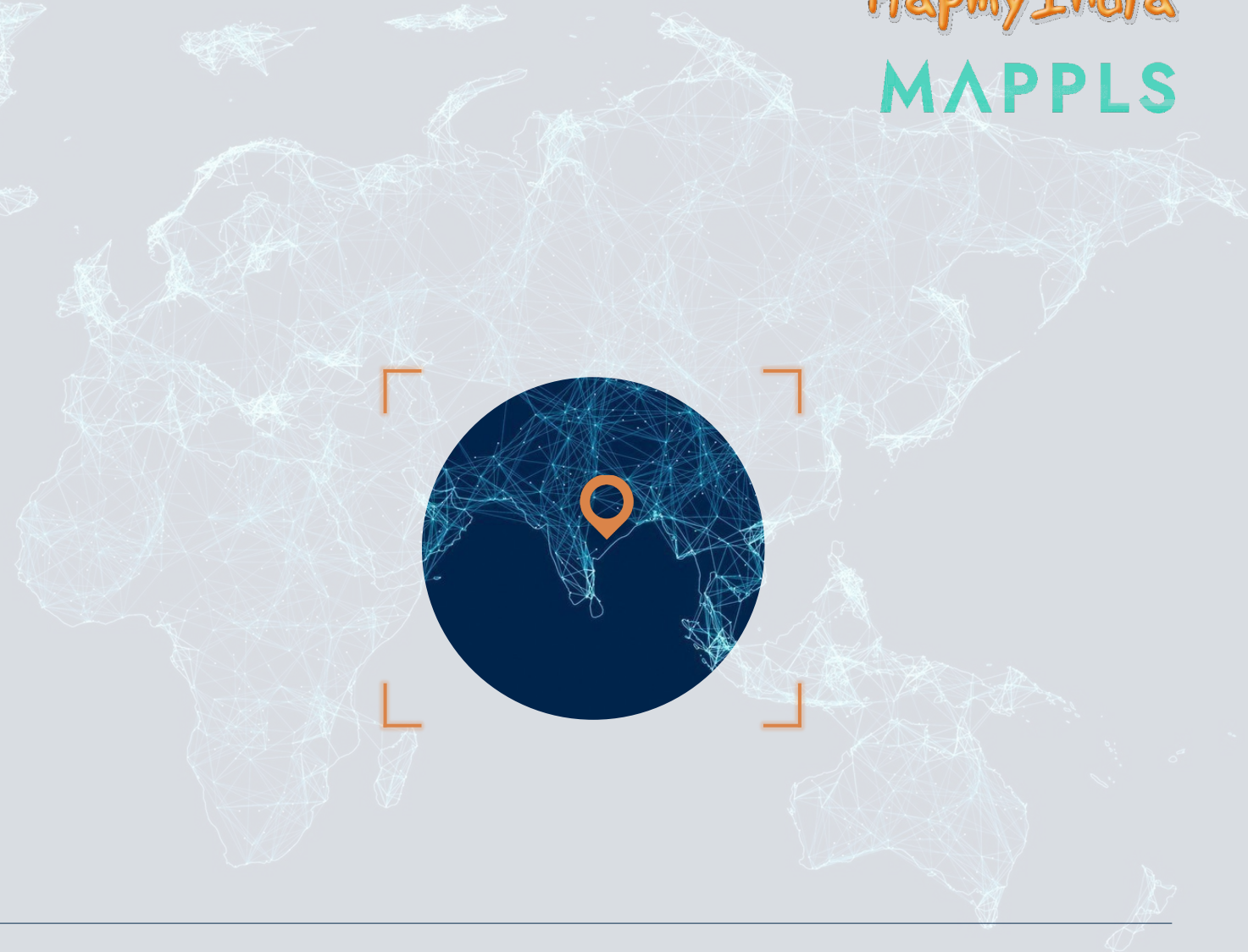
RAILWAYS & WATERWAYS

- Network and route mapping
- Tracking of fleet

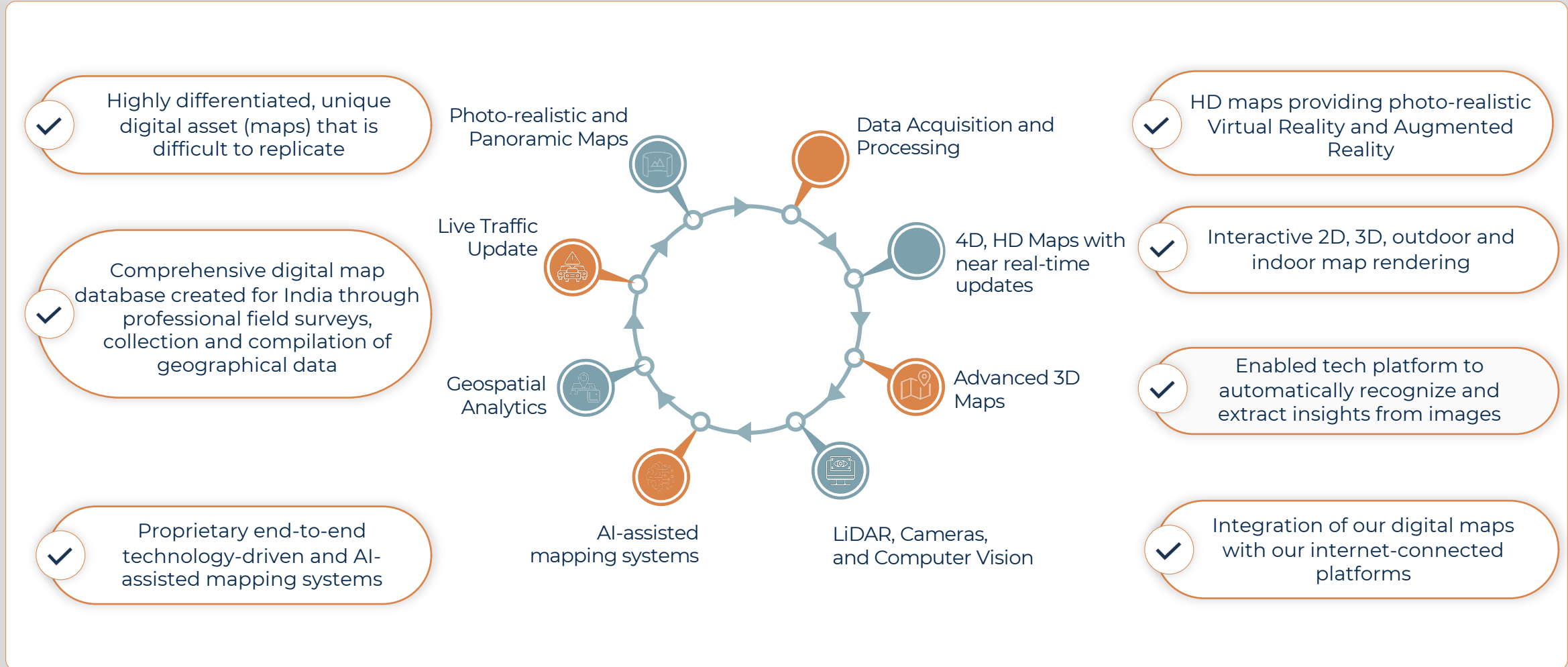
MapmyIndia

MAPPLS

Our Right to Win



Developed High Quality Maps through Proprietary Technology



✓ Highly differentiated, unique digital asset (maps) that is difficult to replicate

✓ Comprehensive digital map database created for India through professional field surveys, collection and compilation of geographical data

✓ Proprietary end-to-end technology-driven and AI-assisted mapping systems

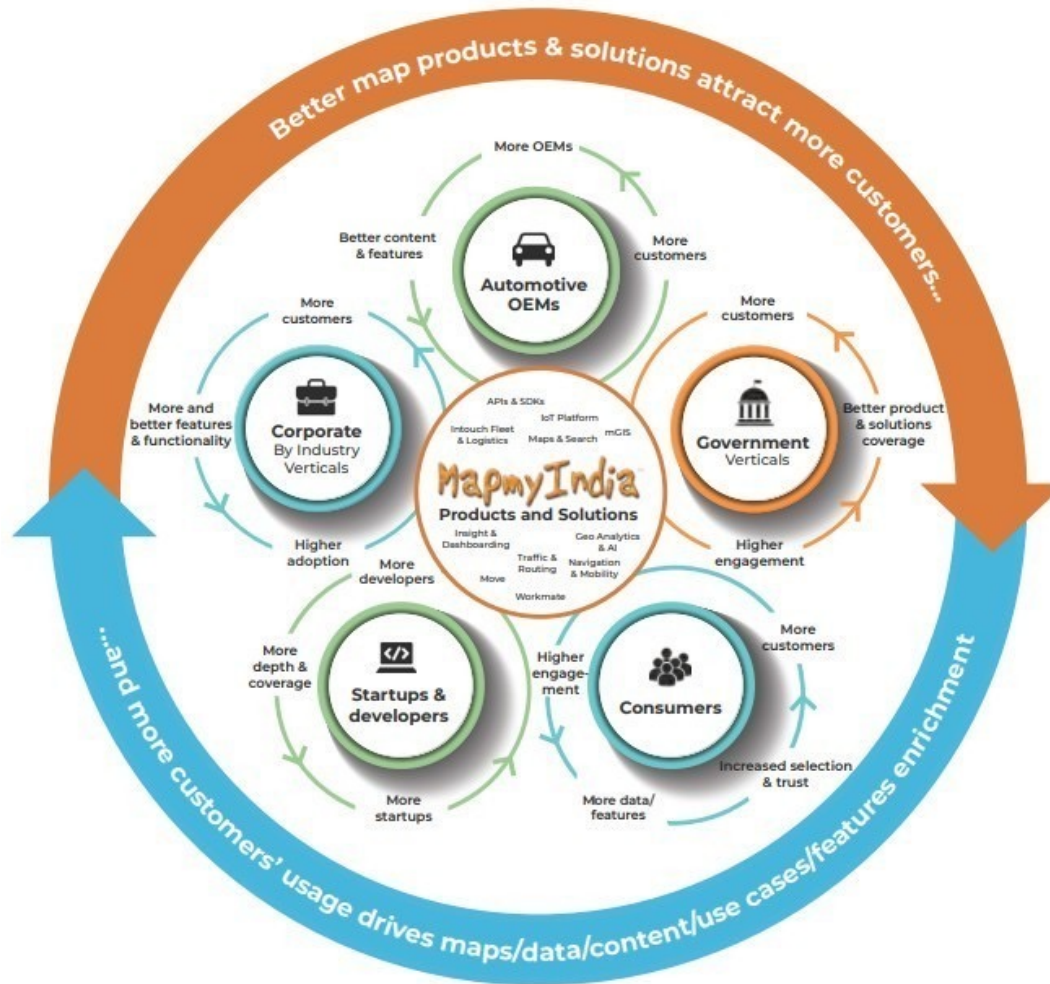
✓ HD maps providing photo-realistic Virtual Reality and Augmented Reality

✓ Interactive 2D, 3D, outdoor and indoor map rendering

✓ Enabled tech platform to automatically recognize and extract insights from images

✓ Integration of our digital maps with our internet-connected platforms

Network Effect creates Strong Entry Barriers



✓ Increasing usage of products by customers, creates a network (flywheel) effect

✓ Continuously increasing the value proposition of our offerings and help grow our business

State-of-the-art products & platforms built on high quality, updated maps (proprietary technology & network effect)

+

Offer customized business solutions

=

MapmyIndia, a preferred choice for customers

Founding Team

01 LEADERSHIP TEAM



Rakesh Verma
CO-FOUNDER, CMD

50+ years of experience

BE (Hons.), Mechanical Engineering, BITS, Pilani; MBA, Eastern Washington University, USA



Rashmi Verma
CO-FOUNDER, CTO

44+ years of experience

BTech, Chemical Engineering, IIT Roorkee; MSc, Eastern Washington University, USA



Rohan Verma
WHOLE-TIME DIRECTOR, CEO

20+ years of experience

BTech, Electrical Engineering Stanford University, USA; MBA, London Business School

Experienced Professional Management Team

02 MANAGEMENT TEAM



Sapna Ahuja
CHIEF OPERATING OFFICER,
AUTOMOTIVE BUSINESS

**Total experience 21+ years,
20+ years with MapmyIndia**
BSc, Computer Science (DU); MSc,
Applied Operations Research (DU)



Anuj Jain
CHIEF FINANCIAL OFFICER

**Total experience 18+ years,
13+ years with MapmyIndia**
BCom, University of Rajasthan;
Chartered Accountant; Company
Secretary; Cost and Management
Accountant



Nikhil Kumar
PRESIDENT, GEOSPATIAL
BUSINESS

**Total experience 30+ years,
2+ years with MapmyIndia**
MSc, Electronics (Kurukshetra
University); Ex-Here Technologies,
Trimble, ESRI



Ankeet Bhat
CHIEF BUSINESS OFFICER,
ENTERPRISE BUSINESS

**Total experience 13+ years,
all with MapmyIndia**
BTech, Electronics and
instrumentation (Hons), BITS Pilani



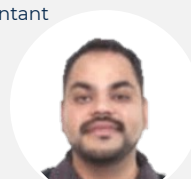
Shishir Verma
CHIEF HR & CORPORATE
AFFAIRS OFFICER

**Total experience 30+ years,
11+ years with MapmyIndia**
BE from Patna University; Master's
degree in Systems Development
from NIIT



Gino Kim
PRESIDENT, APAC BUSINESS, C.E.
INFO SYSTEMS INTERNATIONAL INC

**Total experience 26+ years,
2+ years with MapmyIndia**
BBA from YONSEI University; Master
of Policy Studies from KOREA
University. Ex-Hyundai/Kia



Rishin Kalra
CHIEF PRODUCT OFFICER –
AUTO TECH

**Total experience 18+ years,
13+ years with MapmyIndia**
BE Computer Science from MDU
Rohtak



Harman Singh Arora
CEO, GTROPY (IoT BUSINESS)

**Total experience 17+ years,
2+ years with MapmyIndia**
B.E, Electronics & Comm from MIT,
Manipal & MBA, IIM Lucknow



Abhit Kalsotra
CTO, GTROPY (IoT BUSINESS)

**Total experience 19+ years,
2+ years with MapmyIndia**
B.E. (Hons) Computer Science (BITS
Pilani); Ex-Microsoft, Nokia, LG



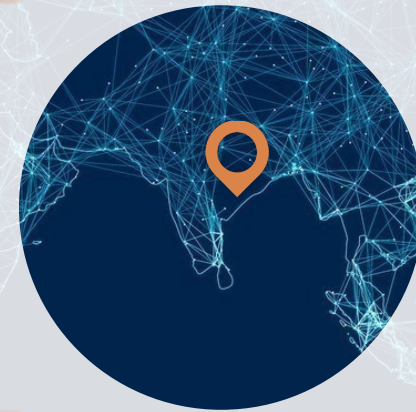
Saurabh Somani
COMPANY SECRETARY &
COMPLIANCE OFFICER

**Total experience 12+ years,
3+ years with MapmyIndia**
BCom from Nagpur University; Company
Secretary and Diploma in Corporate Laws
from Indian Law School, Pune.

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MAPPLS

Market Opportunity



Total Addressable Market

AUTOMOTIVE OEMs

Vehicles manufactured during the year (Mn)	FY23	FY28E
Industry Number of vehicles	21	25
- 2W	16	19
- EV	0.8	2.8
- 4W	4	6
- EV	0.05	0.4
- CV	1	1
Industry Map & Tech Attach Rate	11%	25%
Target Market	2	6

Source: SIAM, Vahan, Company estimates

Rationale

- Currently, industry **attach rate in India is 11%** vs global attach rate of 50-60%
- EV is expected to play a big role in increasing the overall attach rate
- By 2030, **95%** of the vehicles sold across the world will be connected cars, up from 50% today
- Connected Mobility could expand revenue pools for Auto OEMs by about **30%** in addition to traditional car sales
- **Increasing adoption** of globally accepted safety ratings, leading to innovations in soft ADAS & innovative road safety solutions

*As per Frost & Sullivan Industry Report

CORPORATES

Corporates (FY27/28E)	Total Potential Customers	Target Market
Digitally Native	2700	1000
Traditional	2300	

- **Digital companies** (like Big tech, Ecommerce, Fintech, Travel tech)
 - Helping **organize** the unorganized economy & creating **new experiences** like UPI, door step delivery, ride hailing, connected devices etc.
 - Location creates the best bridge between the **physical and the digital**.
- **Traditional companies** (like Banks, NBFCs, QSR, FMCG)
 - Using location technology in their systems & processes to **become more efficient**
 - Also, using **maps in their customer facing apps** both, mobile and web.

Total Addressable Market

GOVERNMENT

Governments (FY27/28E)	Total Potential Customers	Target Market
Local (Urban Local Bodies)	4500	1000
State (Departments)	350	
Central (Departments, PSUs, National Schemes)	150	

Rationale

- New Geospatial Guidelines envisage the Indian geospatial market to reach **Rs 1 Lac Crore** by 2030
- New Geospatial Policy is enhancing contribution value of Geospatial Solutions
- Geo adoption in Non-Traditional Sector
- Authorities are showing interest in **Digital Twin (3D & Metaverse)**
- **DraaS (Drones as a Service)** is gaining momentum across sectors

MOBILITY

Vehicles on Road (FY27/28E)	Total Vehicles (Mn)	Target Market (Mn)
Personal (2W & 4W)	300	8
Goods Mobility	28	12
People Mobility	12	10

Rationale

- **Increase in data and connectivity** helps in increasing penetration of high-end devices and more **analytics**
- **Regulatory push:** increase in regulations and compliance like Mandatory AIS 140, Toll deductions via GPS, video telematics for passenger vehicles etc.
- Increase in data generation on vehicles especially with Electric Vehicles (EVs). Currently, in India, share of EVs in total vehicle sales is around 5% for 2W and <1% for 4W and CV. GoI targets EV sales to be 30% of private cars, 70% for commercial vehicles and 80% for 2W and 3W by 2030.

MapmyIndia

MAPPLS

Strategic Outlook

C.E. INFO SYSTEMS LIMITED

Our Five-Year Plan

Plan to cross Revenue Milestone of **Rs 1000 Cr** by FY27/FY28, a CAGR of **35-40%**

Industry Potential in FY27/28

Market Segments	Potential Addressable Market	Expected Industry Adoption	Weighted Average Ticket Size*	Industry Revenue Potential (Rs Cr)
Auto OEM	25 Mn Vehicles	6 Mn Vehicles	Rs 800	500
Corporates	5000 Customers	1000 Customers	Rs 1 Cr	1000
Government	5000 Customers	1000 Customers	Rs 1.2 Cr	1200
Mobility	340 Mn Devices	30 Mn Devices	Rs 2000	6000
Total				8700

*Industry estimates as per Company; Weighted average based on category of customers and products. Actual ticket size will vary

MapmyIndia's Targets

MapmyIndia	FY23 Existing Volume	Volume Growth Plan FY27/28 vs FY23
Auto OEM	1.9 Mn Vehicles	3x
Corporates	100+ Customers	5x
Government	30+ Customers	6x
Mobility	0.25 Mn Devices	10x

Future Strategy



Augment products, platforms and technology lead

- Invest to further develop innovation and technological capabilities
- Build a deeper and broader stack of software products



Scale and expand our customer reach

- Expansion of relationships with existing active customers
- Leverage first-mover advantage with the Gol's increasing traction



Drive expansion in B2C and International markets

- Increase presence in B2C segments through Mappls app and gadgets
- Target international markets using integrated maps of 200+ countries



Explore M&A opportunities to grow business

- Intend to continue pursuing selective strategic acquisitions to enter into new business segments and geographies



Attract, develop and retain skilled employees

- Expand R&D efforts by recruiting more technical employees
- Formulated ESOP scheme for employees

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