

Date: January 29, 2024

To
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Through: NEAPS
Symbol/Security ID: ZENTEC

To
Dept. of Corp. Services
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Through: BSE Listing Centre
Security Code: 533339

Dear Sir/Madam,

Sub: Investor Presentation

Please find attached Investor Presentation on the Un-audited Financial Results of the Company for the quarter and nine months ended December 31, 2023.

The above information is also available on the website of the Company:
<https://www.zentechnologies.com/calls-and-conferences>

Kindly take the same on record and acknowledge the receipt.

Thanking you.
Yours faithfully,

For Zen Technologies Limited



M. Raghavendra Prasad
Company Secretary and Compliance Officer
M.no.: A41798

Encl: as above

Investor Presentation

Q 3 F Y 2 4

NSE: ZENEC
BSE: ZENEC - 533339

BLOOMBERG: ZEN IN
REUTERS: ZETE.BO



Management Commentary

Mr Ashok Atluri

CHAIRMAN & MANAGING DIRECTOR

"Reflecting on the performance of Q3FY24, I am pleased to report that Zen Technologies Limited has continued its growth trajectory, reporting the company's best ever 9-month performance in its history. FY24 is on course to become the most successful year to date in terms of financial performance and new order wins for the company.

To date in FY24, the company has secured 15 new patent grants in India, reinforcing its commitment to innovation and technological advancement. In line with our previously stated guidance, we remain on track to achieve our revenue target of ₹450+ crores for FY24. The order book remains robust, and we are optimistic about securing additional contracts. Furthermore, the export markets continue to offer significant growth opportunities, which the company is actively pursuing with its competitive product offerings.

Building on this momentum, we are confident in our ability

to achieve a turnover of ₹ 900+ crores in the next financial year, which would mark another milestone in our journey of growth.

Zen Technologies remains focused on maintaining strong liquidity and leveraging its asset-light business model to ensure sustained growth and value creation for our stakeholders.

Zen is also looking at opportunities to expand inorganically through acquisition. To support this path of probable growth, we have passed an enabling resolution to raise funds. This resolution allows for the raising of funds up to an aggregate amount of ₹ 1,000 Crores.

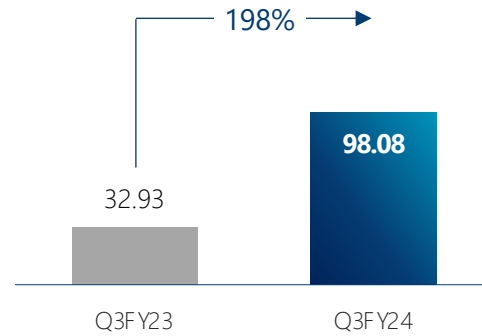
We anticipate that our strategic investments and the unwavering commitment to our core competencies will continue to yield positive outcomes as we advance."



Quarterly Standalone Highlights

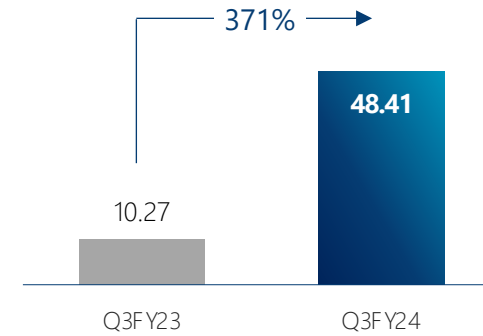
Revenue from Operations (YoY)

(All Values ₹ in Crore)



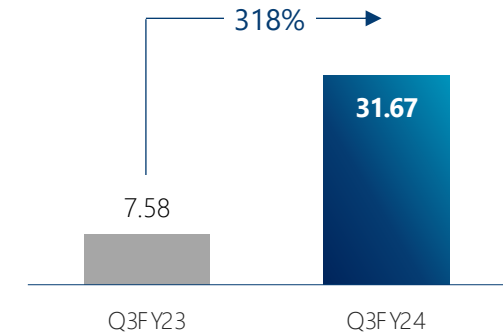
EBITDA (YoY)

(All Values ₹ in Crore)



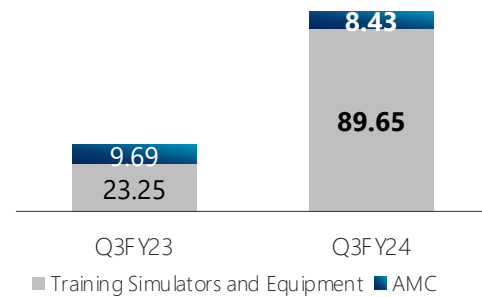
Profit After Tax (YoY)

(All Values ₹ in Crore)



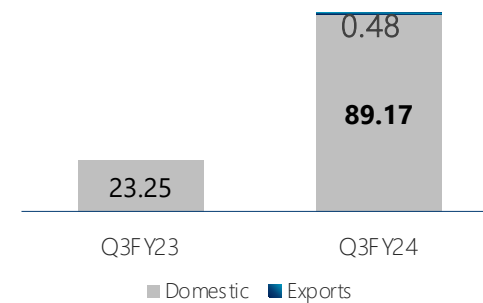
Revenue Segmentation (Training Simulators and Equipment vs AMC)

(All Values ₹ in Crore)



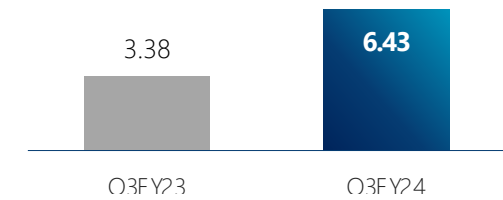
Revenue Segmentation (Domestic vs Exports)

(All Values ₹ in Crore)



R&D Expenses

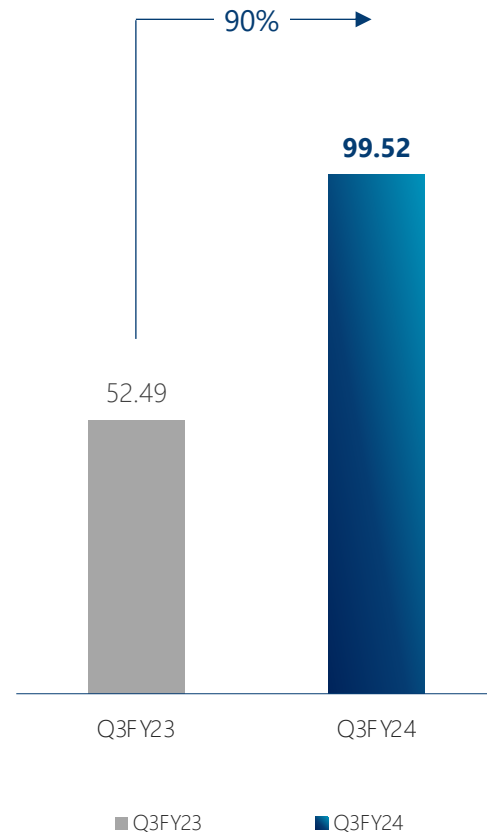
(All Values ₹ in Crore)



Quarterly Consolidated Highlights

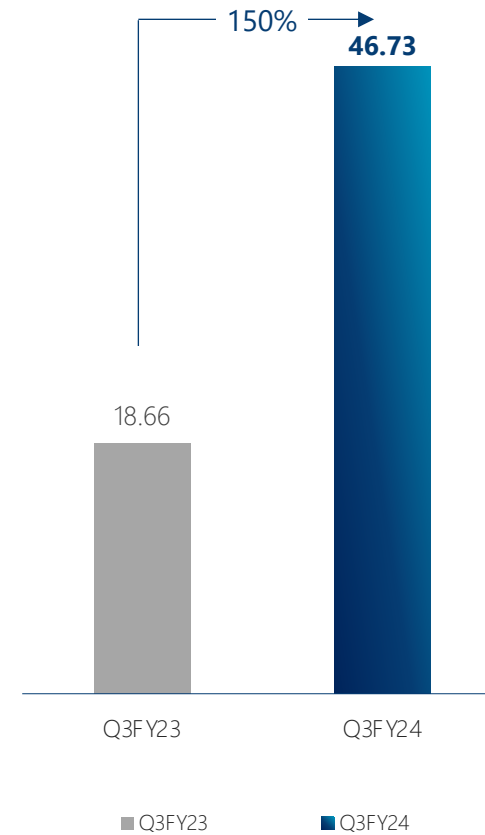
Revenue from Operations (YoY)

(All Values ₹ in Crore)



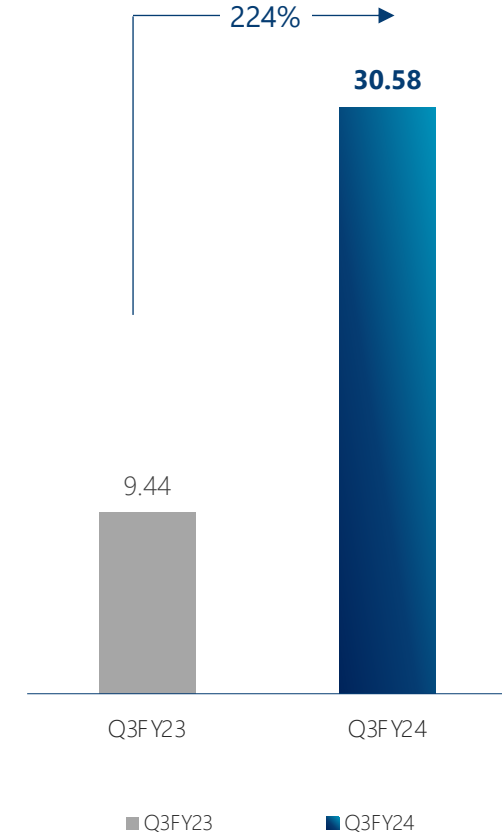
EBITDA (YoY)

(All Values ₹ in Crore)



Profit After Tax (YoY)

(All Values ₹ in Crore)

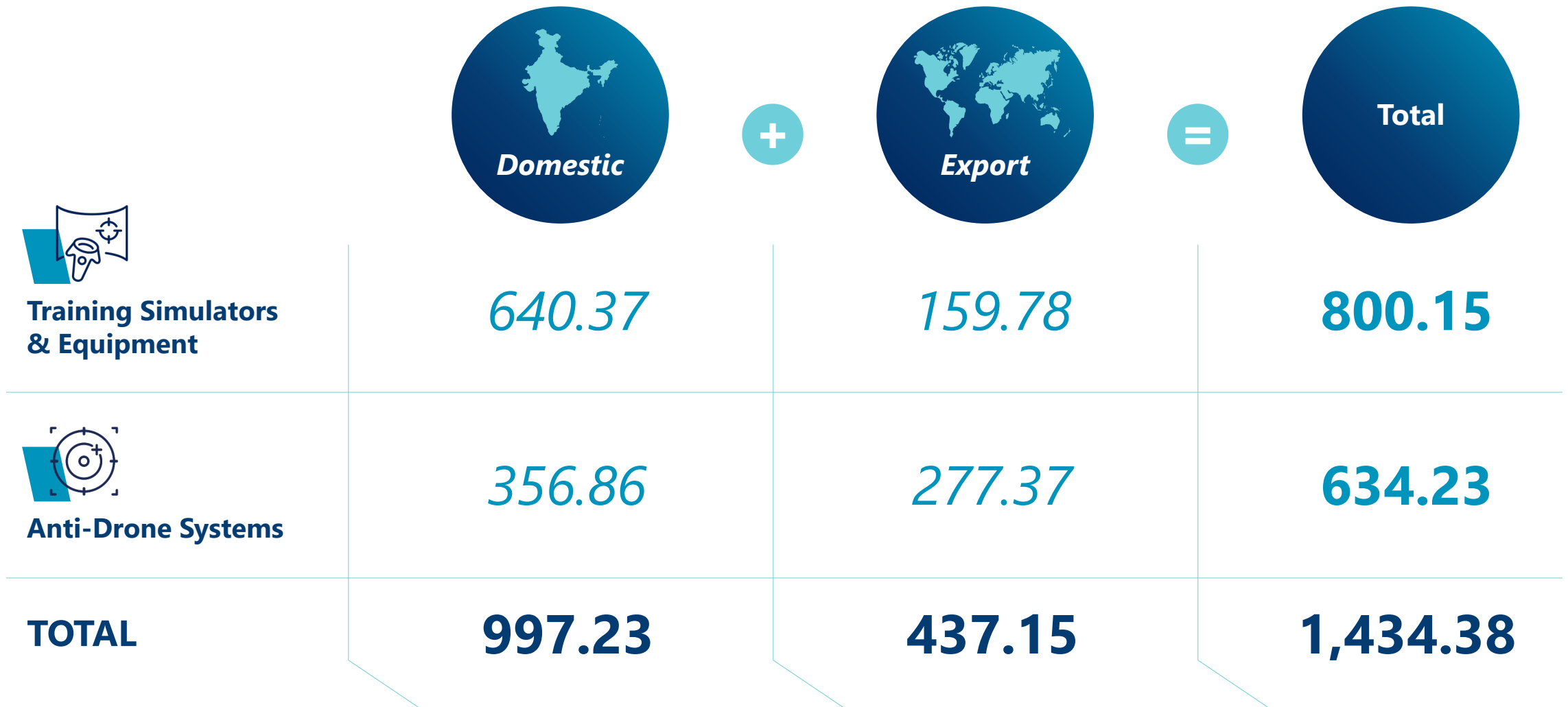


*PAT Adjusted for Non-Controlling Interests

Order Book Status as of 31st December 2023



Diversified Order Book



Financial Statement Summary

Summary of Standalone Profit & Loss Statement

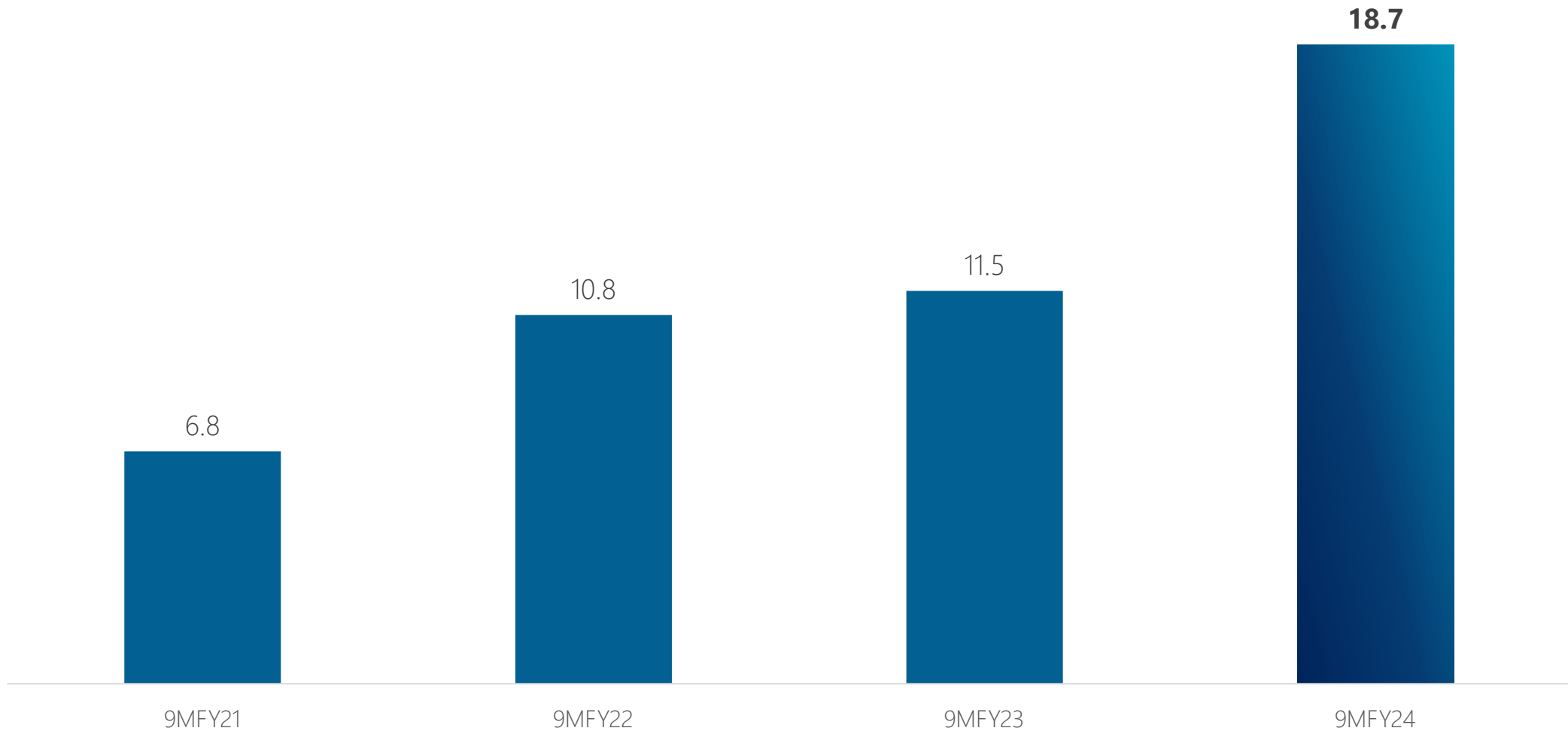
Particulars (₹ in Crore)	Q3FY24 (Unaudited)	Q3FY23 (Unaudited)	Q2FY24 (Unaudited)
KEY PERFORMANCE INDICATORS			
Sales	98.08	32.93	64.03
Other Operating Revenue	4.18	1.91	4.79
Total Revenue	102.26	34.84	68.83
Total Operating Expenses	54.00	25.00	42.00
EBITDA	48.41	10.27	26.55
EBITDA Margins	47.34%	29.48%	38.57%
Interest Cost	0.41	0.45	0.45
Depreciation	1.94	1.12	1.77
Profit Before Tax	46.06	8.70	24.34
Profit After Tax	31.67	7.58	17.34

Financial Statement Summary

Summary of Consolidated Profit & Loss Statement

Particulars (₹ in Crore)	Q3FY24 (Unaudited)	Q3FY23 (Unaudited)	Q2FY24 (Unaudited)
KEY PERFORMANCE INDICATORS			
Sales	99.52	52.49	66.50
Other Operating Revenue	4.24	1.95	5.34
Total Revenue	103.75	54.44	71.84
Total Operating Expenses	57.00	36.00	48.00
EBITDA	46.73	18.66	24.31
EBITDA Margins	45.04%	34.28%	33.83%
Interest Cost	0.53	2.10	0.53
Depreciation	2.64	1.54	2.20
Profit Before Tax	43.56	15.01	21.57
Profit After Tax (Adjusted for Non-Controlling Interests)	30.58	9.44	15.28

R&D Spends over the Years (In crores)



Strategic Priorities



Continue to grow the sales of Equipment and expand the product portfolio with strong focus on emerging space Anti-Drone systems.



Scale the AMC business, where the contributions from AMC can take care of the fixed operating expenses.



Streamlining operational efficiencies and focusing on cost optimisation and enhancing financial performance.



Look for inorganic acquisition which fit in with company's vision and positioning.



Enhance technical capabilities by increasing our investments R&D and getting into high value-added complex systems.



Evaluating tie ups with OEMs.

The business model of the company has been strategically positioned to reduce lumpiness and enhance the profitability in the coming years.

Thank You

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Disclaimer:

Certain Statements in this presentation concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, intense competition, political instability and general economic conditions affecting our industry. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the Company.