



being there...

Date: 29<sup>th</sup> January 2022

To  
**BSE Limited**  
**Phiroze Jeejeebhoy Towers**  
**Dalal Street**  
**Mumbai- 400001**  
Through: BSE Listing Centre  
Security Code: 533339

To  
**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

Dear Sir/Madam,

**Sub: Press Release Q3 FY 2022**

Please find attached Press Release for the quarter ended 31<sup>st</sup> December 2021.

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

This is for your kind information and records.

Thanking You.

Yours sincerely,  
**For Zen Technologies Limited**



**Hansraj Singh Rajput**  
**Company Secretary & Compliance Officer**  
M. No. F11438

**Works :** Plot 36, Hardware Park, Near Shamshabad International Airport, Hyderabad - 501 510, Telangana, India



**CMMI DEV / 5<sup>SM</sup>**  
Exp. 2022-01-30 / Appraisal #2306

**Q3FY22 Press & Media Release**  
**Hyderabad, January 29, 2022**

**Zen Technologies, India's leading anti-drone technology and defense training solutions provider announced its financial results for Q3FY22**

**Commenting on the results, Mr. Ashok Atluri – Chairman and Managing Director, said:**

*"I am pleased to provide you with an update on our performance in Q3FY22. Our revenue streams were primarily driven by AMC's during the third quarter. AMC's contributed a total of INR 9.35 crores during the quarter, and in line with our strategic objectives, they have now started to cover the Company's fixed operating costs.*

*While we suffered a minor setback as a result of the fire incident at our demonstration centre in Hyderabad, we are pleased to report that the previous quarter brought a fresh wave of growth opportunities. Not only did we receive our first export order for 'Live Simulators', but our subsidiary Unistring Tech Solutions Private Limited also secured its largest order to date, worth ~ INR 61 crores, from an Indian defence PSU.*

*I am also pleased to report that we successfully raised ~INR 86.57 crores through the issuance of 10% Compulsorily Convertible Debentures (CCD's), which the Company intends to prudently invest in research and development and expanding its export footprint.*

*With the recent framework issued by the Ministry of Defence (MoD) promoting the use of simulators in training the Indian Armed Forces and the changing dynamics of warfare presenting Drone threats, we believe Zen is well positioned to capitalise on the opportunity and chart out a strong growth path for itself."*

**Q3FY22 Highlights**

- Revenue from Operations stood at ₹ 26.22 crores
- EBITDA (excluding Other Income) stood at ₹ -0.09 crores, resulting in EBITDA margins of -0.34%
- PAT stood at ₹ -1.8 crores
- Company maintains strong Balance Sheet position by being almost Debt-free and supported by ample liquidity-position
- Total order book as at 31<sup>st</sup> December 2021 stood at  
 AMC - INR 122.62 crores  
 Sale of Equipment - INR 298.37 crores

All data ₹ in crores (excluding EPS)

Particulars	Q3FY22	Q2FY22	Q3FY21
<b>Revenue from Operations</b>	<b>26.22</b>	<b>15.75</b>	<b>16.57</b>
Other Income	1.77	0.97	0.73
<b>Total Income</b>	<b>27.99</b>	<b>16.72</b>	<b>17.30</b>
Total Operating Expenses	26.31	15.90	13.20
<b>EBITDA</b>	<b>-0.09</b>	<b>-0.15</b>	<b>3.37</b>
<b>EBITDA Margins (%)</b>	<b>-0.34%</b>	<b>-0.95%</b>	<b>20.32%</b>
Interest Cost	0.60	0.27	0.17
Depreciation	2.45	1.18	1.23
Profit Before Tax	-1.37	-0.63	2.69
<b>Profit After Tax</b>	<b>-1.80</b>	<b>-0.74</b>	<b>1.75</b>
EPS	-0.16	0.00	0.29

## About Zen Technologies Limited

Zen Technologies Limited is a pioneer and leader in providing world class state-of-the-art Defence Training Solutions, Drones and Anti-Drones solutions and has a proven and impeccable track record in building training systems for imparting defense training and measuring combat readiness of security forces. The company is engaged in indigenous design, development and manufacture of sensors and simulators technology based defence training systems and has relentlessly been providing Defence Training Solutions and seamless services to Ministry of Defence (Armed Forces), Security Forces Police, Para-military forces and is privileged to have served the nation for over 2.5 decades.

The company manufactures land based military training simulators, driving simulators, Live range equipment and Anti drone Systems. With a dedicated R&D (recognized by the Ministry of Science and Technology, Government of India) and production facility in Hyderabad, the company has applied for over 90 patents and shipped more than 1000 training systems around the world.

## CONTACT US

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