Date: September 14, 2020

To
The Manager
BSE Limited,
P.J. Towers,
Dalal Street,
Mumbai – 400001

Subject: Investor Presentation by the Company in regards to Overview of performance of the Company

Reference: Regulation 30 read with Schedule III of (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Scrip Code: 540654

Sir/Madam,

Pursuant to Regulation 30 and Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing our investor presentation with regards to Company products, different verticals and financial highlights.

Kindly take note of the same

FOR GLOBALSPACE TECHNOLOGIES LIMITED

_____
SWATI ARORA
COMPANY SECRETARY & COMPLIANCE OFFICER
Memb No.: A44529

Enclosed: Investor Presentation

GLOBALSPACE TECHNOLOGIES LIMITED   CIN: L64201MH2010PLC211219
Formerly known as ' GlobalSpace Technologies Private Limited'
Formerly known as ' GlobalSpace Tech Private Limited'
Regd. Off: Office No. 605, 6th Floor, Rupa Solitiare Building, Millennium Business Park, Mahape, Navi Mumbai 400710
Tel.: 022-49452000 | Email: info@globalspace.in | Website: www.globalspace.in

GlobalSpace
T E C H N O L O G I E S

GlobalSpace Technologies Ltd

CLOUD | MOBILITY| BIG DATA | AI | ROBOTICS

Corporate Presentation - September 2020

Executive **Summary**

- **Incorporated** in the year 2010, GlobalSpace Technologies Ltd is a HealthTech & EduTech Digital platform company.

- The Company focuses on software product platforms & solutions based on new age Technology stack viz Cloud/ Mobility/ Big Data/ Robotics/ Artificial Intelligence.

- The Company provides solutions across the two key verticals viz Healthcare & Education

    Health-Tech – provides 360 degree solution for Digital Healthcare ecosystem – Patients, Doctors, Pharma channel & Pharmaceutical companies

    Education-Tech – facilitating robotics & AI learning in the underpenetrated STEAM learning market in India.

- Awarded as Top 100 SME Companies in India for the year 2017-18 by THE INDIA SME FORUM & Recognised as emerging entrepreneurs of 2018 in ECONOMIC TIMES

Key Highlights

Dominant Player in HealthTech

- Fully integrated solutions in the Healthcare Verticals – to position it as one of the leading player in the Domain
- Catering to the entire Pharma / Healthcare chain with solutions catering to Pharma Companies – Pharma Channels – Doctors - Patients

Riding the Digital wave in Healthcare Ecosystem

- Company has harnessed the power of technology to meet the current challenges of healthcare ecosystem post the COVID pandemic . It is empowering the specialists/ medical practitioners to set up virtual clinic which is the need of the hour.
- The Company has a ready go to market product to resolve the current requirement of healthcare ecosystem.
- Company has made strategic tie-ups with two pharma major viz Cadila and Macleods for its product

EduTech – Early Mover Edge

- Early mover Advantage in an underpenetrated STEAM learning market in India
- Strategic tie-up with a leading robotics company in China – Makeblock to promote STEAM learning in India
- 360 degree solutions – robotics kits, software programming. Mobile apps through tie-ups with Institutions, Franchisees & Digital academy

Integrated Delivery Model

- Strategic alliances with leading companies like MakeBlock, Intel, Microsoft provides authenticity, goodwill and reputation to the products
- Marquee Clients viz Cadila, Macleods, Cipla, Wockhart, Glenmark, SBI, Axis Bank, Poddar School, Tata Communications etc.

Experienced Management Team

- Founded & Led by Mr Krishna Singh having vast experience of 20 years as a Leader, Manager & Executor across various functions in Pharma, Healthcare, Banking & Telecom
- Senior Management Team has substantial experience in the various Domains / Verticals driving the overall Growth Strategy of the Company

Management Team – First generation entrepreneurs supported by experienced team

Krishna Singh
Founder & CMD

- Over 20 years of experience as a leader, manager & executor across various functions in Pharma, Healthcare, Banking & Telecom
- Green Field Specialist; thought leader with innovation & team building as core strengths

Prodyut Bhattacharya
Chief Financial Officer

- 30 years of experience in Finance and Accounts & has worked in companies like HDFC Ltd, Dabur amongst others
- Expertise in Investment Banking, Merchant Banking, Mergers and Acquisitions, Private Equity, Debt Financing and Restructuring

Amitabh Sinha
CEO

- Over 24 years of top management experience in Pharma sector; worked in Sanofi, Wockhardt and Reliance Life Sciences

Amit Verma
Director, Education Vertical

- Prior to this, headed the business group for Windows Embedded as a country manager at Microsoft

Rajeev Srivastava
VP, Pharma Vertical

- Over 16 years of experience in Sales & Marketing
- Has previously worked with Cipla Ltd, Reliance Life Sciences and Glaxo SmithKline Pharmaceuticals

MV Subramaniam
Independent Director

- Banker having worked with two nationalized banks, Standard Chartered Bank and with Axis Bank
- Joined Axis Bank to create and head the Risk Department in 2002 and after two years moved on to head the Relationship Department for large corporates

VS Venkatesh
Independent Director

- Retail Healthcare Start-Up & Turnaround Specialist, C-level executive, trained by Harvard Business School & Wharton on Leadership & Strategy
- Was awarded "Emerging CEO of the Year 2015"
- Strongly focused on creating Healthcare Services Value and Brand, Patient Service Excellence
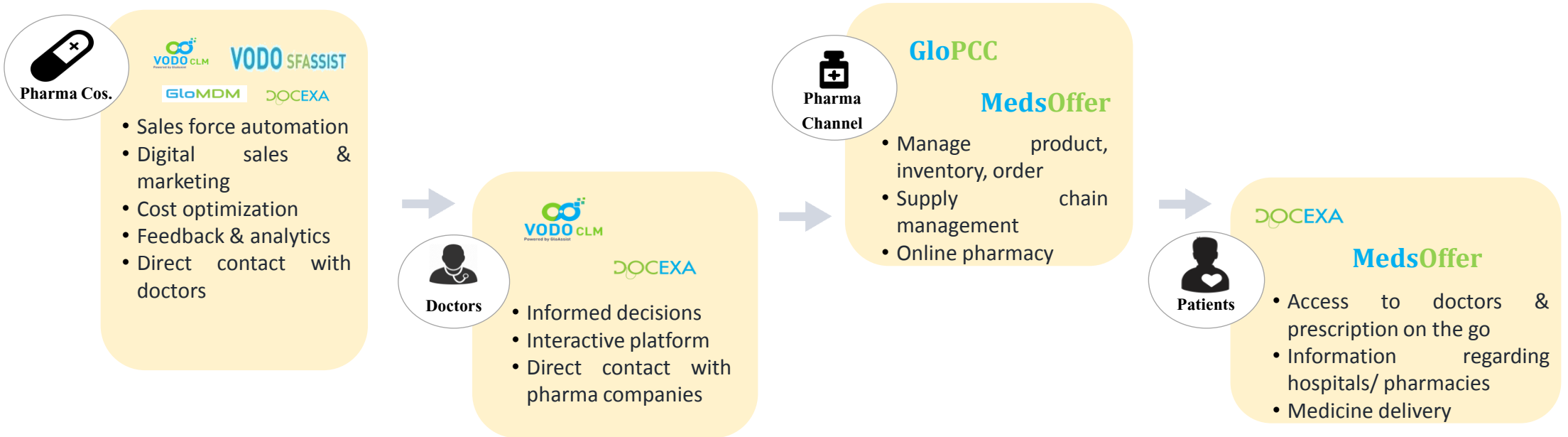
COMPANY VERTICAL –
PHARMA & HEALTHCARE

Healthcare is becoming part of information technology - BILL MARIS

Offerings- Value Proposition

GlobalSpace TECHNOLOGIES

Pharma Cos.
VODO CLM · VODO SFASSIST · GloMDM · DOCEXA

- Sales force automation
- Digital sales & marketing
- Cost optimization
- Feedback & analytics
- Direct contact with doctors

Doctors
VODO CLM · DOCEXA

- Informed decisions
- Interactive platform
- Direct contact with pharma companies

Pharma Channel
GloPCC · MedsOffer

- Manage product, inventory, order
- Supply chain management
- Online pharmacy

Patients
DOCEXA · MedsOffer

- Access to doctors & prescription on the go
- Information regarding hospitals/ pharmacies
- Medicine delivery

VODO CLM / VODO SFASSIST
VODO Suite is the industry's first platform that combines closed loop marketing, sales force automation and mobile device management integrated with mobility device. Offers sales force automation for planning & reporting.

DOCEXA
DocExa is a Multichannel Marketing Platform, & is aimed at enabling the Doctor community to make the most well informed decision for all patients. DocExa offers features such as – Marketing Spend Rationalization, Mass CRM Outsourcing Platform, Mobile EMR, Guidelines Adherence, etc. that makes the platform user friendly & is based on guidelines as per Medico-Legal Consulting.

GloPCC
GloPCC is an all-integrated channel management solution for stockist & chemist. Pharma Channel Connect (PCC) is an all-integrated channel management solution for stockist & chemist. It is a tool to help you seamlessly transition into the Digital World. It is GST enabled, complete offline ERP functionality, background system sync with on field mobile application.

Product Solution - DocExa

DocExa is closed platform which shall help Doctors to setup a personal virtual clinic and get connected with the patients. In the current situation, social distancing being the need of the hour, Doctors are finding it difficult to meet the patients in person and provide medical care to them. Even after the Covid-19 situation takes a back seat, this Digital medium shall ease the entire consultation process for the Doctors in the future as well.

DocExa Creates An Opportunity Boon To All The Doctors

Begin, with safety

- Create Virtual replica of Physical clinic in a matter of 48hrs
- Start virtual practice and receive consultancy charges online
- Help patents have access to their own doctors from comfort of their homes

Cost saving

- DocExa's Digital Platform requires less management as everything is developed with Artificial Intelligence and Machine Learning.
- Manage personal clinic with relatively less Admin staff
- Patients medical history is on click of a button

What Is DocExa?

Builds the relationship between doctors & patients

- As DocExa's Virtual Clinic is easily accessible at anytime from anywhere.
- This Increases Patient Engagement and so enhances Doctor-Patient Relationship.

Why **DocExa** Is Better Than Other Platforms?

Build for the Doctor
- Own virtual clinic
- Zero exposure of Patient database to other doctors

Data Security
- 100% data security & privacy
- AS2 (Advanced) level encryption for all data, to prevent any data security issues

Neighborhood Pharmacy
- Possibility of digitally connecting with Neighborhood pharmacy
- Honoring of Digital prescriptions

Government Guidelines
- Future compliant with Govt guidelines on data privacy and security
- Possibility of data interoperability

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Features Of DocExa - Provides a 360 Degree E2E Solution

- Virtual clinic
- Payment Gateway
- Patient appointment
- Customized prescription
- E-Prescription
- Call, Video-Call & Text Options
- Rate card for doctors
- Patients mobile based EMR
- Scientific Information
- Approval system for the doctors
- AI Enabled tool for ease of uses

DOCEXA
A.I Enabled Virtual Clinic

ONLY VIRTUAL CLINIC WHERE DOCTORS CAN INVITE THEIR PATIENTS TO STAY CONNECTED

#MobilePeDoctor

Strategic Tie-Ups

- With two marquee Pharma players – **Cadila** and **Macleods** to its client list, DocExa is emerging to be one of the **leading Virtual Consultation App**, which is first of its kind Artificial Intelligence (AI) enabled.

- The strategic partnership with **Cadila** is major leap for the company as Cadila would exclusively take the Healthcare product to its extensive network of around **50,000 Doctors** across the country. Doctors would be able to prescribe medicines with three different easy modes and charge consultation fees as per their discretion.

- Recently, the Company has made strategic alliance with **two associations called FOGSI and CCI**.

- These alliances will take the DocExa platform to the **specialists Doctors mainly Cardiologist & Diabetologist, Obstetricians & Gynecologists** as well as **chest physicians**. Thus, it places DocExa into the specialists category of consulting, adding more values.

- By this, the company is making strong inroads into the Digital Healthcare Consulting domain across the non-critical and even specialists' category.

- For DocExa platform, the Company has witnessed **28,700 doctor's registration** till date.

- With a distinguished early mover advantage and superior platform, GlobalSpace is likely to garner larger pie of healthcare spends.

COMPANY VERTICAL
- EDUCATION

Everyone should learn to code, it teaches you how to think. ~ Steve Jobs

STEAM Education - Makebot

- The Company has introduced concept of STEAM education learning through robotics and has branded the same as "**Makebot**"

- STEAM is an educational approach to learning that uses **Science, Technology, Engineering, the Arts and Mathematics** as access points for guiding student inquiry, dialogue, critical thinking and work through the creative process. The programs constitutes STEAM kits in form of **robotics, artificial intelligence (AI) and internet of things (IOT).**

- Makebot offers comprehensive STEAM programs with a **360 degree solution** including STEAM Lab setup, competition kits, in-school curriculum, digital academy, on-demand learning app and mentorship programs for teachers.

- **one stop**, unified STEAM education platform using **robotics and artificial intelligence.**

Why STEAM Education?

45%
2018

By 2022, STEAM jobs will grow by 45% Out of the 20 fastest growing occupations, 15 require significant mathematics or science preparation

26%
$

People inn STEAM fields can expect to earn **26% more money** on average and be less likely to experience job loss.

92%   97%

If we don't engage students by the 5th grade in STEAM, **92% of boys** and **97% of girls** will lose interest. (Source: Dr. Kenneth Wesson)

Offerings

A unified knowledge sharing platform for students and teachers on STEAM education

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USPs Of Product

- DIY STEAM kits to teach robotics and AI at the age of 6+ years

- Unified application, integrated with school curriculum, virtual classroom and digital content.

- Certified STEAM trainers with skills including conceptual learning, gamified educations and experience in train the trainer programs

- Knowledge leader and market leader in STEAM education

Progress Story

GlobalSpace
TECHNOLOGIES

500,000+
students touchpoints

100+
Teachers training

5000+
Online Subscriptions

1200+
Schools Deployment

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Robotic Competitions

Go-to Market Plan

Customer Acquisition Channels

Enhance channel partner base PAN India

Increase number of certified STEAM trainers to empanel on portal

Global footprints through International partner base

ON-GROUND ACTIVATIONS

Global STEAM Awards

STEAM kits for schools and individuals with interdisciplinary curriculum across all age groups through online and partner sales channels across India

Digital platform for students and teachers to learn concepts of STEAM, robotics, artificial intelligence through a subscription based model with online classes & certification
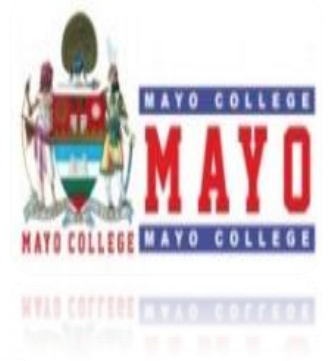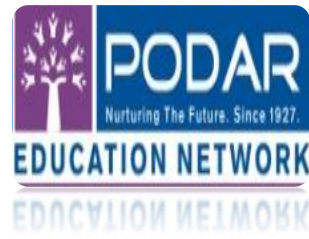
Interactive virtual classroom learning program to learn & understand concepts of STEAM, robotics, & AI in personalized sessions with certified trainers of their choice, at their convenience

STEAM Olympiad for domestic and international students, virtual robotics events and coding competition helps students to learn in a gamified format

CLIENTELE

STEAM Learning

Big Data

Technology Platform

Innovation

Digital Transformation

Artificial Intelligence

Robotics
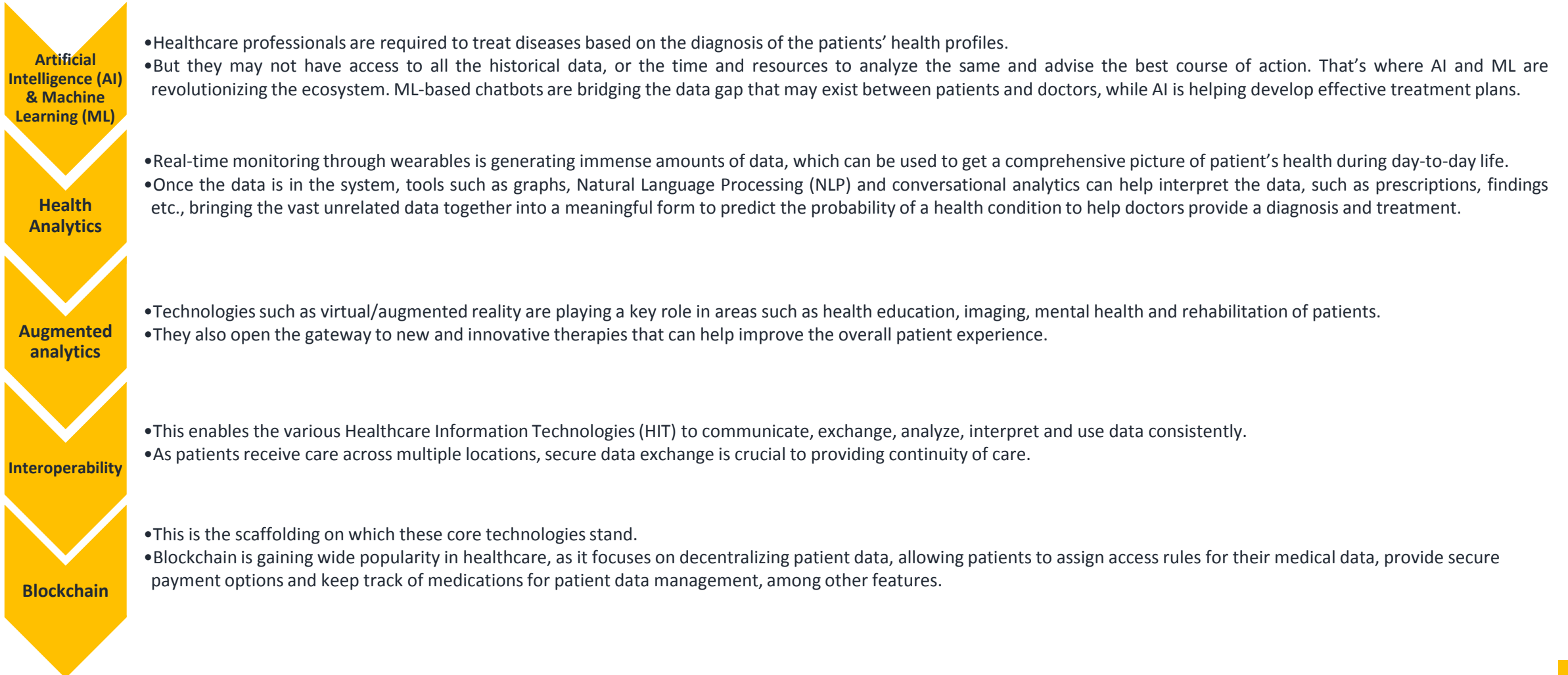
Solutions

Cloud

Mobility

INDUSTRY OVERVIEW

Focus on New Age Technology Stack

HealthTech Sector Trend

- The healthcare market in India is expected to reach USD 372 billion by 2022. Driven by rising incomes, greater health awareness and better health insurance, the industry has become one of India's largest sectors – both in terms of revenue and employment.

- As the ecosystem evolves, business and technology are going to be mutually driving each other in the future; digiceuticals or digital therapies being a case in point for the latter.

- Another interesting trend developing in the industry is the shift from a treatment-specific approach to a therapeutic and holistic approach.

- With medicine getting more personalized, the innovative application of artificial intelligence and machine learning will bring about non-invasive, digital solutions for diagnosis and treatment.

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Technologies disrupting the Healthcare Industry, for the better

Artificial Intelligence (AI) & Machine Learning (ML)

- Healthcare professionals are required to treat diseases based on the diagnosis of the patients' health profiles.
- But they may not have access to all the historical data, or the time and resources to analyze the same and advise the best course of action. That's where AI and ML are revolutionizing the ecosystem. ML-based chatbots are bridging the data gap that may exist between patients and doctors, while AI is helping develop effective treatment plans.

Health Analytics

- Real-time monitoring through wearables is generating immense amounts of data, which can be used to get a comprehensive picture of patient's health during day-to-day life.
- Once the data is in the system, tools such as graphs, Natural Language Processing (NLP) and conversational analytics can help interpret the data, such as prescriptions, findings etc., bringing the vast unrelated data together into a meaningful form to predict the probability of a health condition to help doctors provide a diagnosis and treatment.

Augmented analytics

- Technologies such as virtual/augmented reality are playing a key role in areas such as health education, imaging, mental health and rehabilitation of patients.
- They also open the gateway to new and innovative therapies that can help improve the overall patient experience.

Interoperability

- This enables the various Healthcare Information Technologies (HIT) to communicate, exchange, analyze, interpret and use data consistently.
- As patients receive care across multiple locations, secure data exchange is crucial to providing continuity of care.

Blockchain

- This is the scaffolding on which these core technologies stand.
- Blockchain is gaining wide popularity in healthcare, as it focuses on decentralizing patient data, allowing patients to assign access rules for their medical data, provide secure payment options and keep track of medications for patient data management, among other features.

Current Scenario: COVID – 19 impact on Healthcare Sector

Digital disruption is becoming the order of the day, and healthcare leaders are trying to focus on measurable outcomes.

The pandemic has brought a massive shift in terms of the consumer mindset. Patients have started to realize a lot of value in health-tech. Patients now realize that they don't have to expose themselves to undue risk if healthcare can come directly to them.

The ongoing pandemic situation led to the majority of Indians depending on online tech based platforms for their doctor consultations and medicine deliveries.

Doctors have now started recognizing the need for technology to engage better with their patient base. Hospitals too have become receptive of the change, as most of them are seeing a 40%-50% reduction in footfall.

As digitisation is widening, it is necessary for healthcare leaders and hospital administrators to prioritize and emphasize the potentially disruptive trends, while keeping patient-centric delivery models at the core.

One of the greatest opportunities of the 21st century is the potential to safely harness the power of the technology revolution…to meet the challenges of improving health and providing better, safer, sustainable care for all.

— UK National Information Board, November 2014

EduTech Sector Trend

Practical benefits of EdTech

Virtual education is:

⇅ Cost-efficient
It reduces costs providing access to quality education on a global scale to people with limited resources, geographical restrictions and physical disabilities.

Flexible
Students can get assistance on demand in order to fit their individual pace and needs.

Effective
Different digital formats can improve learning outcomes and increase students' engagement by applying a multi-sense approach.

Source: Credit Suisse

Technological advantages of EdTech

How the education landscape is changing forever

Multi-sense activation
robotics, videos, podcasts, virtual reality, and whiteboards; collaborative platforms generally run by Big Tech companies

Support for dyslexia, autism, etc.
online platforms catering to special needs students e.g. dyslexia and dyscalculia, SEND and Autism

Visual content platforms
video learning apps and access to curriculum related videos with additional resources

Cloud-based learning management system
for streaming digital tools and content; used both by students and teachers

Augmented Reality and Virtual Reality
to bring subjects to life for history or biology; collaborative platforms for online events or lectures

Source: Credit Suisse, Tech London Advocates: "Education"

- Education technology (EdTech) is one of the few industries experiencing a sharp upward demand, reinforcing its potential for profitability and the role it can play in societal wellbeing.

- Today's classrooms have moved beyond the clunky desktop computers that were once the norm and are now tech-infused with tablets, interactive online courses and even robots that can take notes and record lectures for students who are ill.

- This influx of EdTech tools are changing classrooms in a variety of ways: EdTech robots are making it easy for students to stay engaged through fun forms of learning; IoT devices are being hailed for their ability to create digital classrooms for students, whether they're physically in school, on the bus or at home; even machine learning and blockchain tools are assisting teachers with grading tests and holding students accountable for homework.

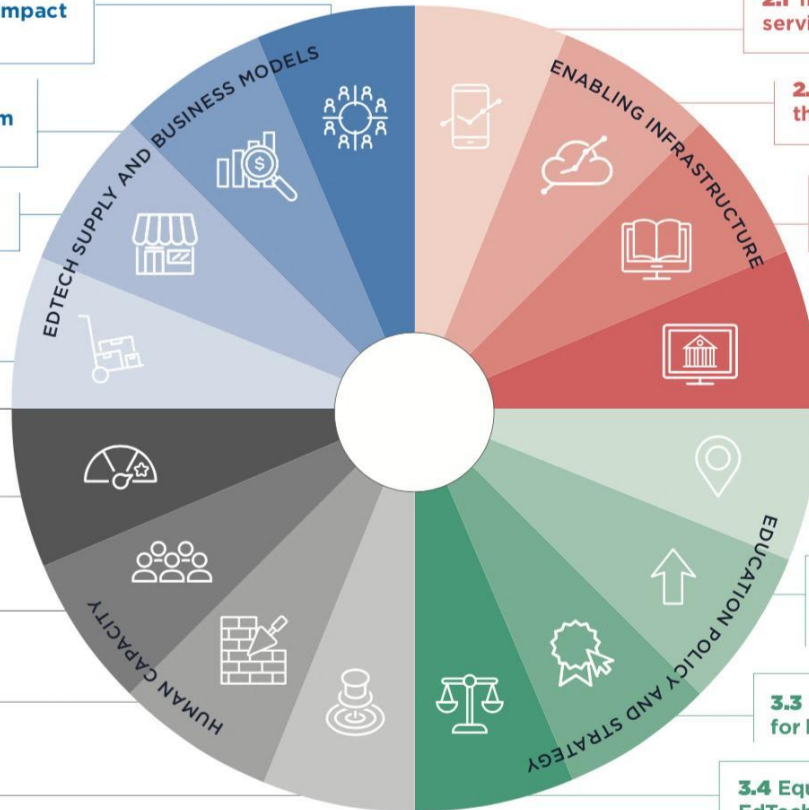- India is home to the second-highest number of EdTech companies in the world.

4 Categories of Scaling Equitable EdTech Ecosystems

EDTECH SUPPLY AND BUSINESS MODELS

1.4 Mutually beneficial, cross-industry, public and private sector partnerships support access to, use of, and impact of EdTech products and services.

1.3 EdTech entrepreneurs have access to capital through appropriate business models, allowing them to survive and thrive.

1.2 There is an objective and simple way for users to select products that meet their needs.

1.1 Businesses have a cost-efficient marketing, sales, and distribution mechanism for reaching customers, whether business to government (B2G) or business to consumer (B2C).

4.4 There are multiple and varied ways of communicating product effectiveness, research, evaluation, and user experience.

4.3 Nongovernment coalitions and advocacy groups support quality EdTech scale-up.

4.2 There are sufficient ongoing and equitable opportunities for stakeholder capacity building.

4.1 Local visionary leaders emerge to coalesce stakeholders around a bold common goal.

HUMAN CAPACITY

ENABLING INFRASTRUCTURE

2.1 Individuals are using personal devices and mobile services at home and in the community.

2.2 There is universal access to internet throughout the population through wireless, wired, or other means.

2.3 There are school-specific networking infrastructure initiatives for affordable, reliable school connectivity.

2.4 eGovernment (GovTech) initiatives connect schools through administrative platforms (i.e., EMIS, eProcurement) whose infrastructure can be harnessed for EdTech.

3.1 A clear vision and strategy for EdTech from the highest level of the education system serves as a collective roadmap.

3.2 Performance standards set high expectations that incentivize improved performance and legitimize EdTech content development.

3.3 Education curriculum and policy include expectations for basic technology literacy for all teachers and students.

3.4 Equitable opportunity sources of funding exist for EdTech purchases and implementation support.

EDUCATION POLICY AND STRATEGY

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Current Scenario: COVID – 19 impact on Education Sector

- EdTech is essential and not just a luxury of the future. EdTech's practical value has rapidly improved from its pre-pandemic standing: Previously considered an option for quality education and a supplement to traditional schooling systems, it is now essential for preserving a progressing society.

- It is clear that this pandemic has utterly disrupted an education system that many assert was already losing its relevance.

- Use of technology in education is one of those methods that will help improve the quality of education in India. It is also altering the way education is provided in India.

- With the current pandemic, the opportunities to improve infrastructure across the Sector has risen.

- Several educational Institutions has already got onto the bandwagon of e-learning and smart classrooms.

- Now, considering the lock-down situation, one can imagine that a lot of EdTech companies will see and perhaps seize the opportunity to fill the gap that may exist in bringing more schools on to the digital platform.

- The next five years in India are likely to make virtual education the new norm.

STEAM Learning Trend

- Effective learning initiatives are now making an impact in the global education industry. Entrepreneurs and franchisors through their educational offerings are constantly trying to enhance this sector as the demand for such courses is generally increasing on a daily basis.

- STEAM education could be regarded as the modern-day learning technique that will be revamping the Indian education market. The changing demand of active learners and customers can be considered as a reason why sectors like this are gaining immense popularity among the people.

- People are now opting for such courses and programs that can educate them to be prepared for future-oriented goals, which eventually opens the gate for opportunities in the STEAM education sector.

- Globally, the concept for STEM initiative in education is already creating a buzz. STEAM is just an advanced form of STEM education initiative that deals with **Science, Technology, Engineering, Arts and Mathematics**.

- Educators and franchisors through STEAM education can focus on creative skills to boost engagement at their organizations. Since it's among the latest demands in the education industry, brands could attain great success by focusing on initiatives like STEAM education.

- As per demands, the industry is projected to triple in the next five years, generating numerous opportunities for potential investors and learners.

HealthTech And EduTech - The New Normal Post COVID-19

Health-Tech:

The post-Covid-19 world, the consumer behavior would shift towards online consultations.

The consumer's fundamental pain point has never been about saving money on healthcare or ignoring it, it's always about access. It's about the inconvenience of going to a doctor's clinic, waiting for several hours, and having to leave work early.

With online based model they can consult the doctor anywhere without having to go through the hassle of visiting a clinic.

Edu-Tech:

While the Edu-Tech platforms have been gaining significant traction over the years, the traffic towards them has risen considerably due to the pandemic. As more Edu-Tech platforms strive to bring real-time, immersive and interactive content to their users without any limitations, the shift towards Edu-Tech based learning appears to be a gradual and permanent trend.

Everyone including students, teachers, and parents are today hopping on to the digital bandwagon and Edu-Tech platforms are making their access easier no matter how remote the end-user's location is.
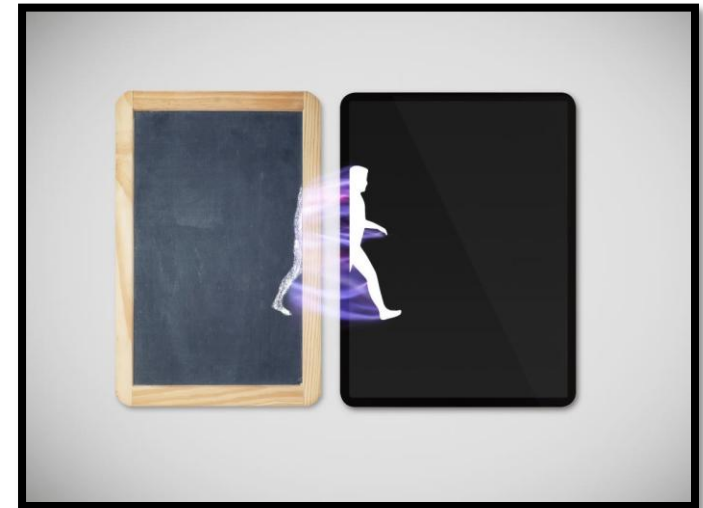
Both HealthTech and EduTech have seen significant uptake during COVID scenario, with bullish long term outlook

E-Commerce Vertical	COVID-19 Impact
eGrocery	
EdTech	Beneficiary
eHealth	Beneficiary
Content	
Payments	
E-tailing - Horizontal	
Classifieds	
E-tailing - Vertical (excl. Grocery, Pharma)	
Food-tech	
Mobility (Rides)	
Travel	
Stay	Struggler

Future Outlook

eHealth

- "Online doctor consultation surge to sustain after lockdown"

- "Online medicine ordering will become significantly more common"

Edtech

- "Paid User base to grow to grow ~2-3x "

- "Multiple winners; Innovations around content, pricing, and delivery "

Source(s) : RedSeer Interviews with Internet players and Investors

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Market Opportunity

HEALTH & PHARMA VERTICAL

- By the year 2020, customers will manage 85% of their relationship with the enterprise without interacting with a human

- Full digitalizing to add ~60% to the profitability for the pharma companies

- 60% of hospitals and 80% of doctors are located in urban areas, serving only 28% population; digitization to improve patient-doctor ratio

- Indian healthcare technology market is underpenetrated – less than 1% of the total healthcare market

The Indian pharmaceutical & healthcare industry is expected to reach $335 billion by 2020, with the industry shifting towards digitization

EDUCATION VERTICAL

- AICTE has made it mandatory for first year engineering students to study big data analytics, artificial intelligence with robotics in their four year undergraduate programme

- STEAM education provides an opportunity of $2bn, ~2500 schools would be provided with Tinkering labs in the next 2 years

- The Asian education system is the biggest in the world: more than 600 million students are enrolled in K-12 schools in Asia

- There are more than 1.5 mn schools in India & technology penetration is too low in these schools

STEAM education adoption in India still at a nascent stage compared to Asian peers
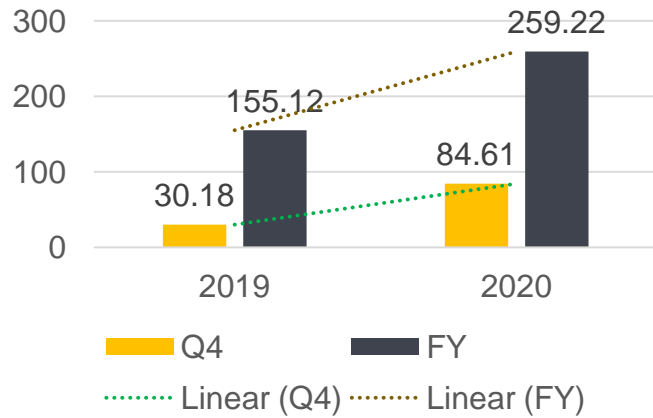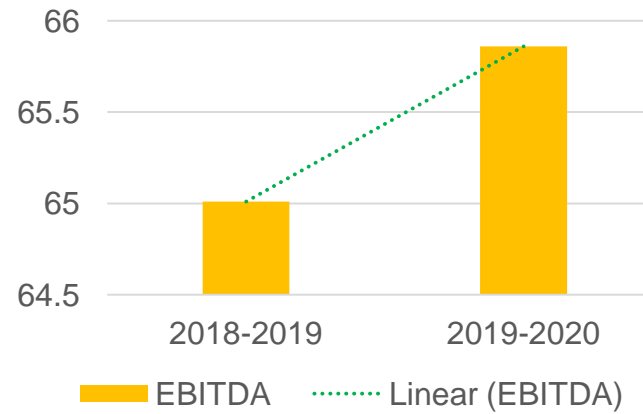
FINANCIAL
PERFORMANCE

GlobalSpace
TECHNOLOGIES

Profit & Loss Statement (Consolidated)

Particulars (Rs Millions)	Q1FY2021	Q1FY2020	YOY%	FY2020	FY2019	YOY%
Total Revenue	59.61	50.31	**18.5%**	259.22	155.12	**67.1%**
Raw Material Cost	17.11	23.00	**(25.6%)**	123.96	24.39	**408.3%**
Employee Benefits Expense	3.27	3.75	**(12.9%)**	17.67	29.52	**(40.2%)**
Other Expense	4.42	4.28	**3.2%**	51.72	36.20	**42.9%**
EBITDA	**34.83**	**19.28**	**80.6%**	**65.86**	**65.01**	**1.3%**
EBITDA Margin (%)	**58.42%**	**38.32%**		**25.41%**	**41.91%**	
Depreciation And Amortization	5.14	5.45	**(5.6%)**	8.70	8.00	**8.7%**
Finance Cost	2.18	1.03	**112.4%**	14.79	36.39	**(59.34%)**
Profit Before Tax	**27.51**	**12.81**	**114.8%**	**42.37**	**20.62**	**105.5%**
Tax	6.85	1.15		13.85	8.47	
Profit After Tax	**20.65**	**11.66**	**77.1%**	**28.52**	**12.15**	**134.7%**
PAT Margin (%)	**34.65%**	**23.17%**		**11.00%**	**7.83%**	
Basic EPS (Rs)	1.80	1.02		2.49	1.06	
Diluted EPS (Rs)	1.80	1.02		2.49	1.06	

Improving Scale Of Operations

GlobalSpace
TECHNOLOGIES

TOTAL REVENUE

- Q4
- FY
- Linear (Q4)
- Linear (FY)

2019: 30.18, 155.12
2020: 84.61, 259.22

EBITDA

- EBITDA
- Linear (EBITDA)

2018-2019, 2019-2020

NET PROFIT

- Net Profit
- Linear (Net Profit)

2018-2019: 12.15
2019-2020: 28.52

Yearly Margins

- EBITDA Margin
- PAT Margin
- Linear (PAT Margin)

2018-2019: 41.91%, 7.83%
2019-2020: 25.41%, 11.00%

Quarterly Margins

- EBITDA Margin
- PAT Margin
- Linear (EBITDA Margin)
- Linear (PAT Margin)

Q1FY2020, Q1FY2021

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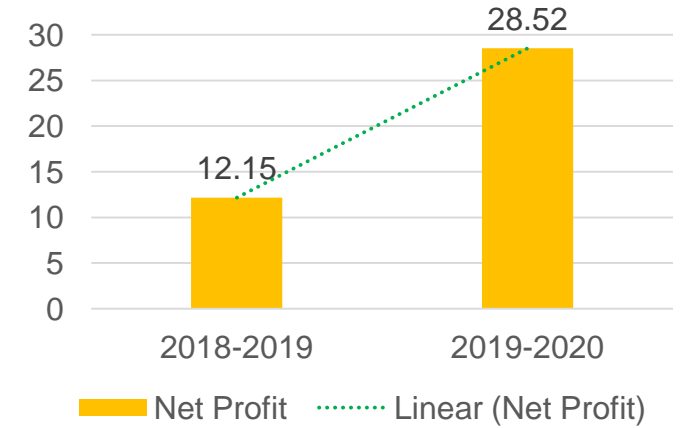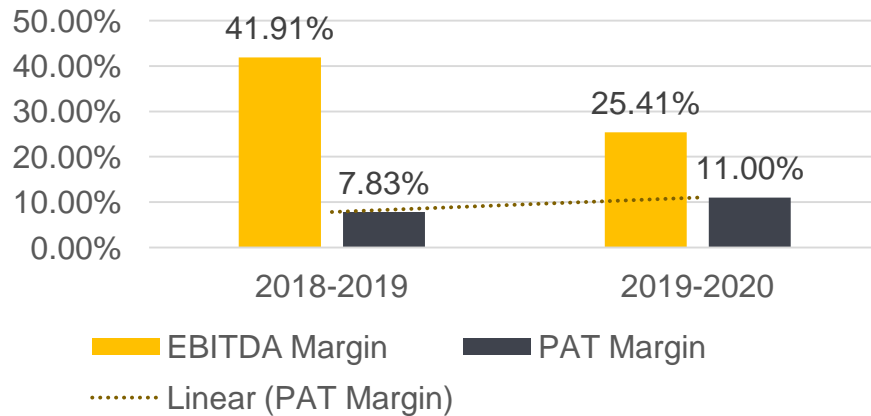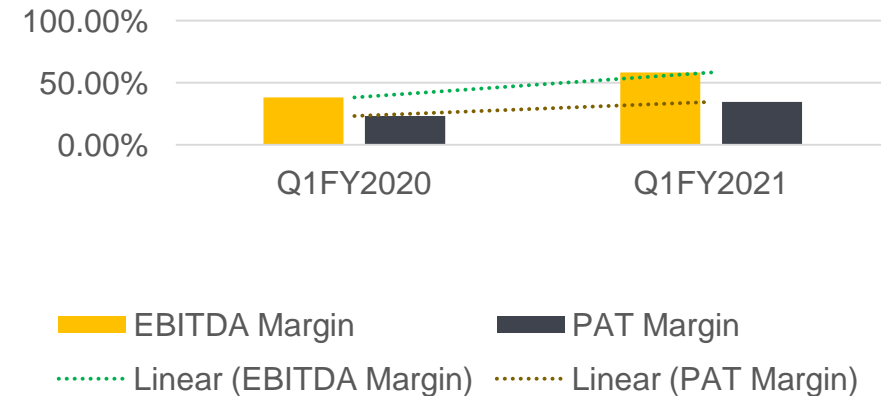
Balance Sheet (Consolidated)

Liabilities(In Millions)	Mar'18	Mar'19	Mar'20
Share Capital	114.57	114.57	114.57
Reserves & Surplus	209.88	188.27	218.84
Networth	**324.45**	**302.84**	**333.40**
Non Controlling Interest	**0.00**	**0.01**	**1.86**
Long Term Borrowings	29.51	30.70	36.94
Deferred Tax Liabilities	4.02	0.28	0.82
Long Term Provisions	3.74	4.16	5.38
Non Current Liabilities	**37.27**	**35.14**	**43.13**
Short Term Borrowings	18.65	7.37	24.85
Trade Payables	34.65	15.46	11.28
Other Currrent Liabilities	55.41	16.50	16.01
Short Term Provisions	0.24	0.11	0.13
Current Liabilities	**108.95**	**39.44**	**52.27**
Total Liabilities	**470.67**	**377.43**	**430.67**

Assets(In Millions)	Mar'18	Mar'19	Mar'20
Net Block	131.10	87.55	109.09
Capital Work-In-Progress	0.00	0.00	0.00
Non-Current Investment	0.00	0.00	0.00
Long-Term Loans And Advances	25.85	12.93	24.90
Other Non-Current Assets	0.00	62.76	28.60
Non Current Assets	**156.95**	**163.24**	**162.58**
Inventories	11.29	5.79	67.24
Trade Receivables	189.61	143.80	106.84
Cash and Cash Equivalents	95.23	4.37	1.58
Short Term Loans And Advances	16.18	0.98	0.99
Other Current Assets	1.40	59.27	91.44
Current Assets	**313.72**	**214.19**	**268.09**
Total Assets	**470.67**	**377.43**	**430.67**

Safe **Harbour**

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Thank You

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