



## ZEN TECHNOLOGIES LIMITED

Certified ISO 9001:2015, ISO 27001:2013, CMMI ML5  
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Email: info@zentechnologies.com Website: www.zen.in  
Corporate Identity Number : L72200TG1993PLC015939

Date: May 7, 2023

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 on Audited Financial Results**

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Please find attached Press Release for the quarter & year ended March 31, 2023.

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

Kindly take the same on record and acknowledge the receipt.

Thanking you,  
Yours faithfully,  
**For Zen Technologies Limited**

**ASHOK ATLURI**  
**Chairman and Managing Director**  
**DIN: 00056050**

Encl: as above

**Hyderabad, May 07, 2023**
**Zen Technologies, India's leading anti-drone technology and defense training solutions provider announced its financial results for Q4FY23**
**Standalone Financial Highlights FY23**

(₹ In crore) Audited Figures

REVENUE	EBITDA	PAT
<b>161.44</b>	<b>58.33</b>	<b>37.64</b>
⬆️ 200.58% YoY	⬆️ 701.24% YoY	⬆️ 1763.37% YoY

**Standalone Financial Highlights Q4FY23**

(₹ In crore) Audited Figures

REVENUE	EBITDA	PAT
<b>74.14</b>	<b>26.50</b>	<b>17.27</b>
⬆️ 364.54% YoY	⬆️ 960% YoY	⬆️ 1133.57% YoY

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

"I am pleased to provide you with an update on the impressive performance of Zen Technologies Limited for Q4FY23 and the fiscal year 2023. This year has been a strong one, as we achieved our highest-ever revenue.

During Q4FY23, we secured multiple new orders worth ₹141.67 crores, increasing our orders in hand to ~₹473 crores as of March 31<sup>st</sup>, 2023. We have placed bids for substantial orders and we expect the results to be out by H1FY24. To capitalise on these potential opportunities, we are taking steps to enhance the bandwidth of our key functions, including Supply Chain, Procurement, and Production Planning. We have also initiated the recruitment of technical and non-technical manpower to support our growth.

Our liquidity position is currently at an all-time high, positioning us well to deliver on our ambitious growth plans. We anticipate a few order wins under the Emergency Procurement plan, which will further accelerate our growth. We are also optimistic about the promising prospects of the export market.

Our long-term focus is on achieving leadership in several key areas. Our first priority is to establish ourselves as leaders in the development of both live and virtual land-based simulators. We are also committed to dominating the anti-drone market through continuous investment in research and development, and by maintaining strong connections with our customers. Additionally, we plan to grow our services business by leveraging AMC. Finally, we aim to expand our global presence, with a particular focus on the Middle East, Africa and CIS countries.

We will continue to strengthen our R&D capabilities and focus on high-value complex systems. Our investment in R&D reached an all-time high of nearly ₹19 crores, significantly higher than the average of ~₹14 crores spent in the last 5 years.

We have made significant progress on our export order, with a partial execution of the order and recording of the corresponding revenues during the fiscal year. However, we are excited to inform that we are confident about delivering the remaining part of the order in H1FY24. Additionally, the delivery of the remaining part of our anti-drone order, is also scheduled for Q1FY24. These developments set the stage for a robust start to the next financial year, and we look forward to further building on this momentum in the year to come."

## Standalone Financials

Particulars (₹ in Crore)	Q4FY23 (Audited)	Q3FY23 (Unaudited)	Q4FY22 (Audited)	FY23 (Audited)	FY22 (Audited)
<b>KEY PERFORMANCE INDICATORS</b>					
Sales	74.14	32.93	15.96	161.44	53.70
Other Operating Revenue	0.19	1.91	2.60	7.05	5.28
Total Revenue	74.33	34.84	18.57	168.49	58.98
Total Operating Expenses	47.83	24.57	16.07	110.16	51.70
EBITDA	26.50	10.27	2.50	58.33	7.28
EBITDA Margins	35.63%	29.48%	13.46%	34.62%	12.34%
Interest Cost	0.33	0.45	0.61	2.03	1.40
Depreciation	1.38	1.11	0.89	4.38	3.73
Profit Before Tax	24.78	8.69	0.98	51.93	2.14
Profit After Tax	17.27	7.58	1.40	37.64	2.02

## 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 109 patents and shipped more than 1,000 training systems around the world.

## Contact Us

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