

Date: July 28, 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**

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Please find attached Investor Presentation on the Un-audited Financial Results of the Company for the quarter and year ended June 30, 2024.

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 1 F Y 2 5

NSE: ZENEC  
BSE: ZENEC - 533339

BLOOMBERG: ZEN IN  
REUTERS: ZETE.BO



# Management Commentary



## Mr Ashok Atluri

CHAIRMAN & MANAGING DIRECTOR

*"I am pleased to share that Zen Technologies Limited has had an exceptionally strong start to FY25. Our revenue from operations for Q1FY25 came in at ₹253.96 crores, recording a robust growth from ₹132.45 crores in Q1FY24. This impressive growth is mirrored in our Operational EBITDA, which reached ₹103.20 crores, and our net profit of ₹74.18 crores, recording a growth of 56% and 57% year-on-year respectively.*

*Our cornerstone remains in training and simulation, including technical training equipment like virtual simulators and live ranges. In the last few years, the armed forces have recognised the increasing need for tactical training, preparing soldiers for actual combat scenarios. This shift is expected to drive significant growth for our company. Furthermore, the surge in interest post-Ukraine war highlights the importance of competent training over merely acquiring advanced equipment.*

*Our early investment in counter-drone systems since 2018 has positioned us at the forefront of this critical technology. With the Government of India's focus on the Buy Indian IDDM category, we are well-placed to be the preferred supplier for the Indian Armed Forces.*

*We continue to be an IP powerhouse, with over 155 global patents filed and about 75 granted. Our extensive library of software, electronic, and*

*mechanical modules, developed over the last 30 years, enables rapid product realisation. This has allowed us to introduce innovative products like the Hawkeye anti-drone system, Barbarik URCWS, Prahasta automated quadraped, and Sthir Stab 640 stabilised sight, which are set to open new revenue streams.*

*Our operational model, which leverages in-house R&D and outsourced production, has enabled significant scalability with minimal capital expenditure, providing good operating leverage to our business. We are expanding our assembly and integration capabilities to support this growth.*

*Additionally, we are experiencing strong regulatory tailwinds, including increased utilisation of simulators by the armed forces and aggressive export targets set by the government.*

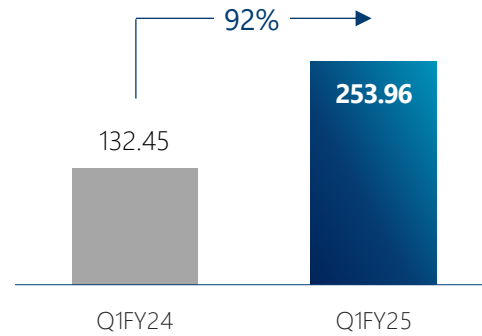
*Our strong balance sheet and ongoing investment in R&D ensure we remain at the cutting edge of technology, ready to meet evolving customer needs. We are excited about the future and confident in meeting our guidance of ₹900 crores of turnover in the current financial year.*

*Thank you for your continued support."*

# Quarterly Standalone Highlights

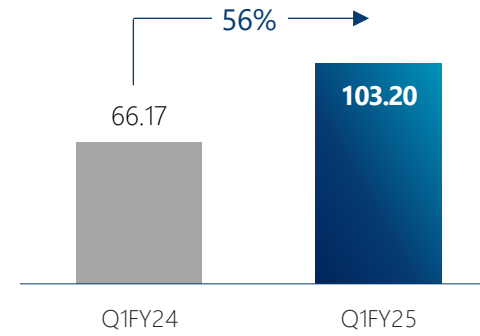
## Revenue from Operations (YoY)

(All Values ₹ in Crore)



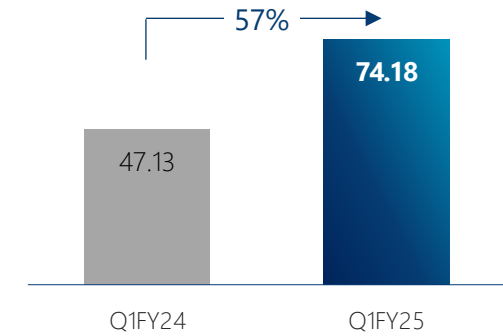
## Operational EBITDA (YoY)

(All Values ₹ in Crore)



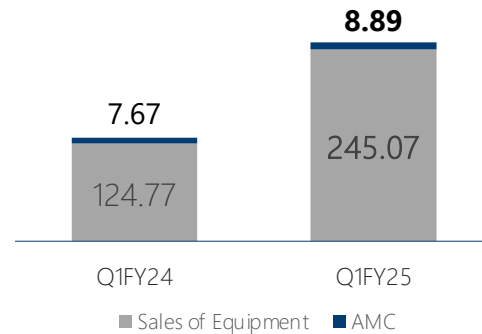
## Profit After Tax (YoY)

(All Values ₹ in Crore)



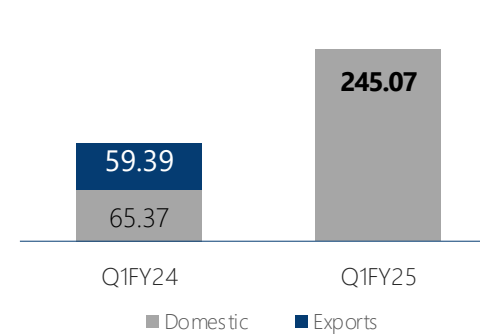
## Revenue Segmentation (Sale of Equipment vs AMC)

(All Values ₹ in Crore)



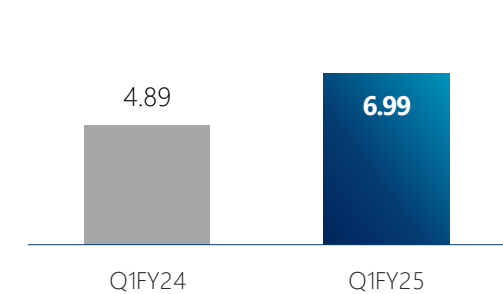
## Revenue Segmentation (Domestic vs Exports)

(All Values ₹ in Crore)



## R&D Expenses

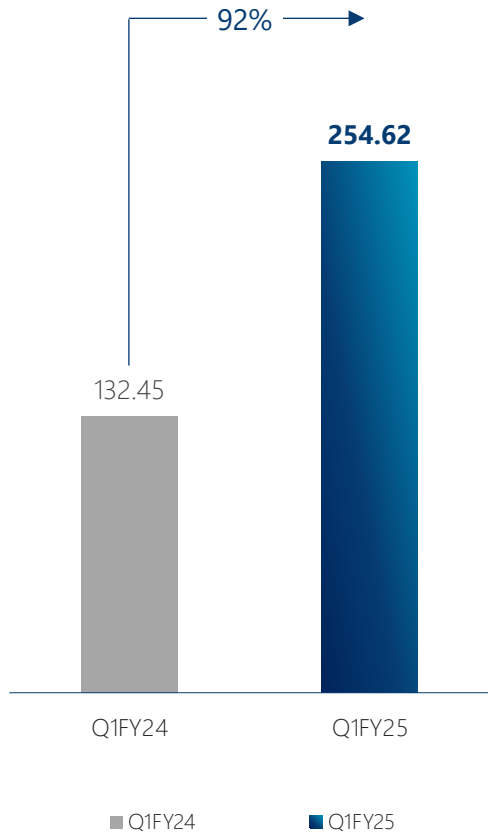
(All Values ₹ in Crore)



# Quarterly Consolidated Highlights

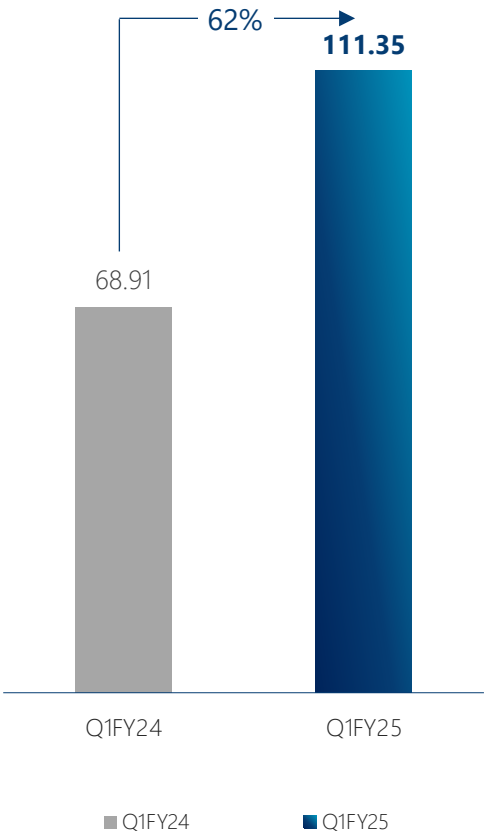
## Revenue from Operations (YoY)

(All Values ₹ in Crore)



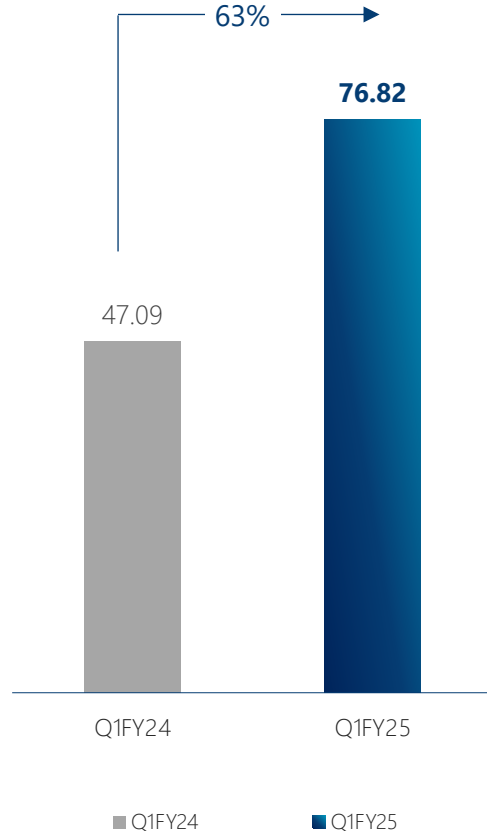
## Operational EBITDA (YoY)

(All Values ₹ in Crore)



## Profit After Tax (YoY)

(All Values ₹ in Crore)

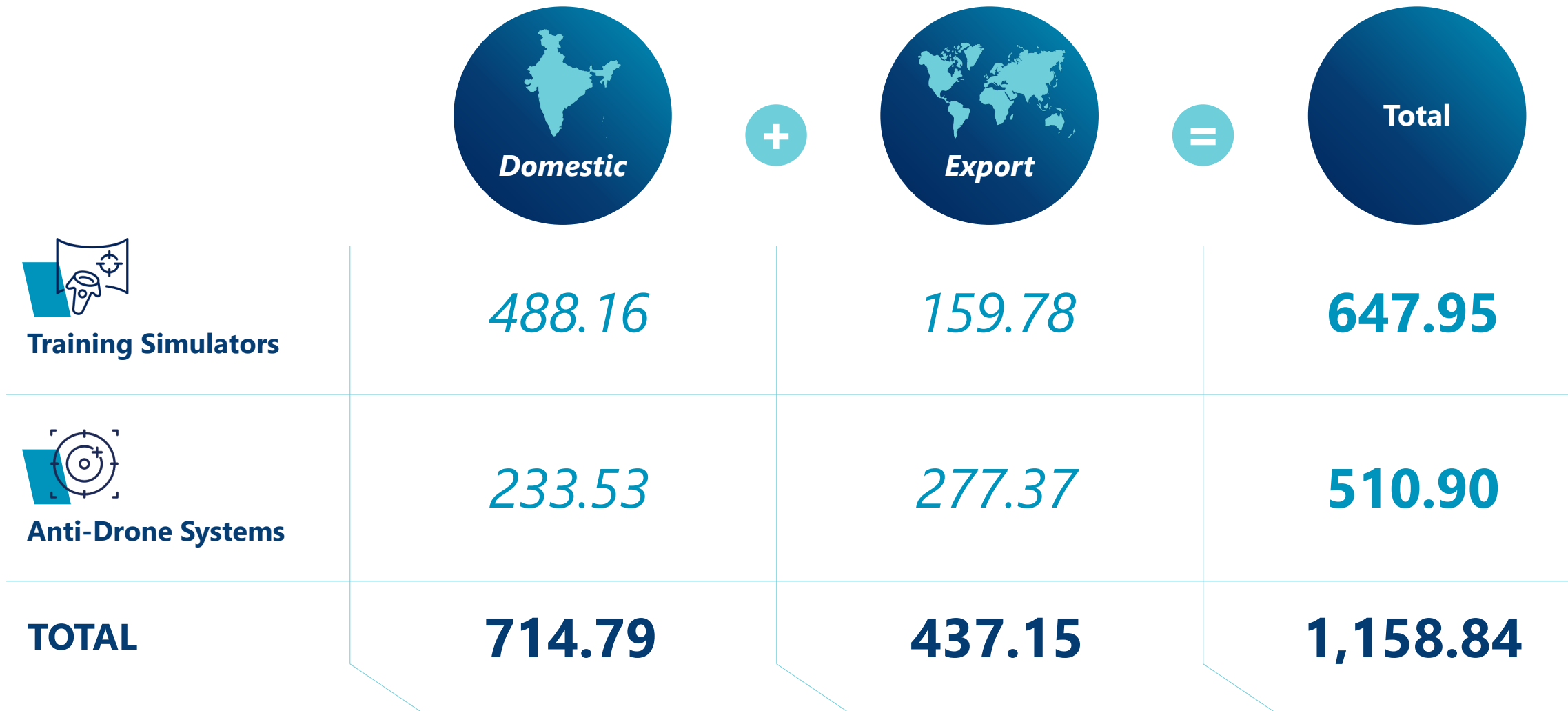


\*PAT Adjusted for Non-Controlling Interests

# Order Book Status as of 30<sup>th</sup> June 2024



# Diversified Order Book



# Financial Statement Summary

## Summary of Standalone Profit & Loss Statement

Particulars (₹ in Crore)	Q1FY25 (Unaudited)	Q4FY24 (Audited)	Q1FY24 (Unaudited)
KEY PERFORMANCE INDICATORS			
Sales	253.96	135.71	132.45
Other Operating Revenue	3.05	2.33	2.63
Total Revenue	257.00	138.04	135.08
Total Operating Expenses	150.76	90.64	66.29
Operational EBITDA	103.20	45.07	66.17
Operational EBITDA Margins	40.64%	33.21%	49.96%
Interest Cost	1.02	0.63	0.35
Depreciation	2.24	2.15	1.46
Profit Before Tax	102.98	44.62	66.98
Profit After Tax	74.18	33.04	47.13

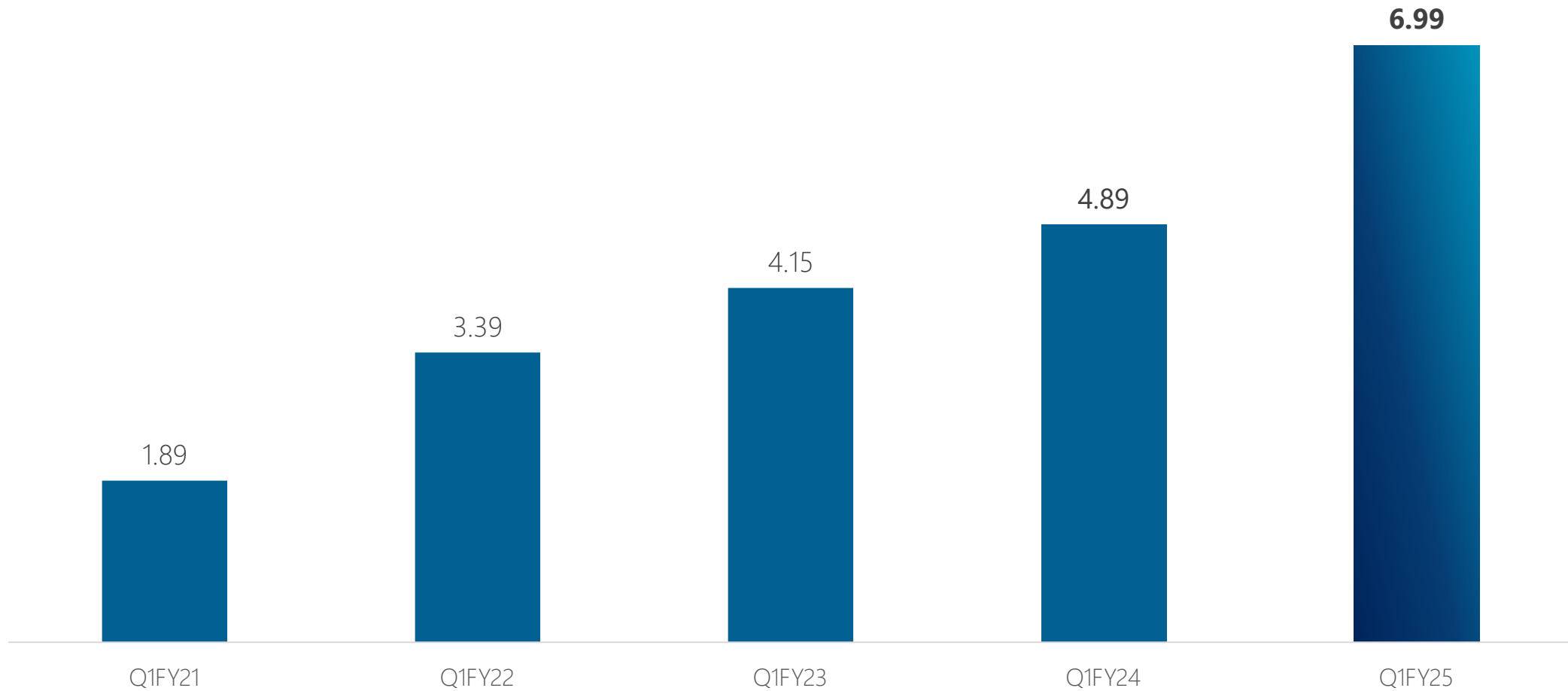


# Financial Statement Summary

## Summary of Consolidated Profit & Loss Statement

Particulars (₹ in Crore)	Q1FY25 (Unaudited)	Q4FY24 (Audited)	Q1FY24 (Unaudited)
KEY PERFORMANCE INDICATORS			
Sales	254.62	141.39	132.45
Other Operating Revenue	3.11	2.66	2.68
Total Revenue	257.73	144.05	135.13
Total Operating Expenses	143.26	90.97	63.54
Operational EBITDA	111.35	50.42	68.91
Operational EBITDA Margins	43.73%	35.66%	52.03%
Interest Cost	1.20	0.80	0.42
Depreciation	3.01	2.92	1.91
Profit Before Tax	110.25	49.35	69.26
Profit After Tax (Adjusted for Non-Controlling Interests)	76.82	34.94	47.09

# 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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## Let's connect

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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.