Date: December 26, 2024

To,
The Department of Corporate Services,
BSE Limited,
25th Floor, P.J. Towers,
Dalal Street, Mumbai- 400001

Subject: Submission of Investor Presentation

Ref: Regulation 30 of Securities and Exchange Board of India (Listing Obligations & Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Scrip Code: 538734

Dear Sir/Madam,

Further to our letter dated December 23, 2024, and December 24, 2024, and pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended, please find enclosed herewith Investor Presentation that will be made by the representatives of the Company at the Investor/Analyst meet scheduled tomorrow i.e. on Friday, December 27, 2024.

This is for your information and records.

Thanking you,

Yours faithfully
For Ceinsys Tech Limited

Pooja Sunil Karande
Digitally signed by Pooja Sunil Karande
Date: 2024.12.26 20:16:47 +05'30'

Pooja Karande
Company Secretary &
Compliance Officer
M. No. A54401

Enclosure: As above

Investor Presentation

December 2024

Snapshot

ceinsys Enhancing Possibilities

26 Years
of Proven Performance

200+ Customers
40% business from
Repeat Customers

1,200+
Dedicated and technically
qualified employees

Pure-Play
GIS and TS
Services Company

Global Footprints:
Presence across US,
Europe and India

GIS

88 K+ Miles
Electrical Network
Processed & analyzed

GIS

31 K+ Miles
of Water Network
Designed & Implemented

GIS

650 K Miles
High Resolution Image Data
for Business Intelligence

GIS

2.2 Mn Sq. Ft.
Infrastructure analyzed

MF

7 Mn + Hours
of Engineering Services
Delivered

11%
CAGR
3-Year Revenue

40%
3-Year EBIDTA
CAGR

160%
3-Year PAT
CAGR

15%
FY24
ROE

16%
FY24
ROCE

GIS : Geospatial Services

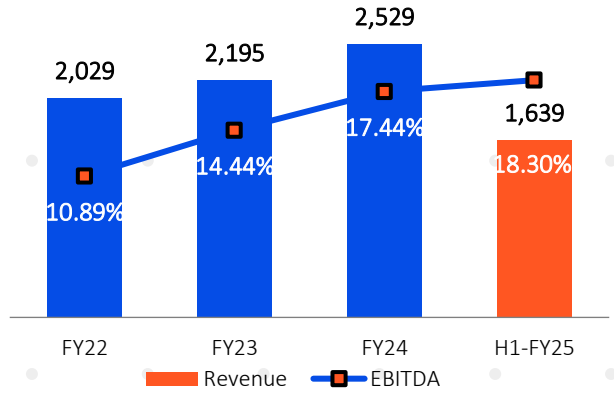
TS : Technology Solutions

Company Overview

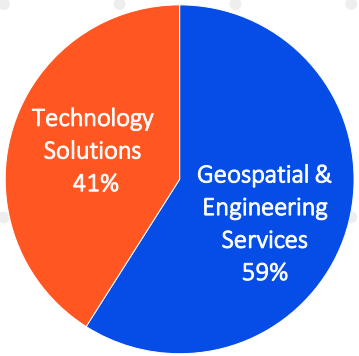
Company Overview

- Founded in 1998 by the Meghe group, Ceinsys has over the years focused on offering technology solutions across various domains and established itself as a premier Geospatial & Engineering solution provider in the ITES space.
- The Geospatial engineering services and Enterprise solutions offerings encompass various aspects of geospatial intelligence, including Data Creation, Data Analytics, Decision Support Systems (DSS), Enterprise Web Solutions, and Dashboards.
- Looking at the opportunity of convergence of GIS and autonomous driving technologies in the mobility industry, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider - AllyGrow Technologies in FY22 which has a good international presence.
- AllyGrow's "Technology Solutions" span the entire product development process – covering both the product engineering activities and industrial automation solutions for various verticals such as two / three-wheelers, passenger cars, commercial vehicles, and off-highway equipment.
- The company boasts a marquee list of customers ranging from large corporates, OEMS, asset management companies and government bodies in the Geospatial and Technology sectors, globally.
- Ceinsys Tech Limited now is a technology-driven organization that specializes in offering Geospatial, Enterprise and Engineering solutions by providing independent opinions, actionable insights, and efficient solutions to customers across private and government enterprises across the utility, infrastructure, natural resources, and Technology sectors.
- It has a global presence with offices in India, the United States, United Kingdom and Germany.
- The company's market-leading solutions empower customers to achieve their goals, overcome challenges and drive success in their respective industries, by providing them tools, technologies, and expertise they need to excel and stay ahead of their competition.
- The company is also into software product development, Artificial Intelligence (AI), Machine Learning (ML) and Embedded Electronics space through a new vertical formation which focuses on product development activities related to Metaverse, Ed-Tech, Gaming and Mobility.

Business Performance *
Operational Revenue (INR Mn) and EBITDA Margins (%)



H1-FY25 Revenue Break Up (%)



* This business performance will differ from Consolidated Numbers due to intercompany transaction adjustments

Segments Covered

Holistic water management solutions that ensure Sustainable management, development, and utilization of water resources & infrastructure,

Water

GIS enabled strategies that help efficient design, management, planning, installations and monitoring

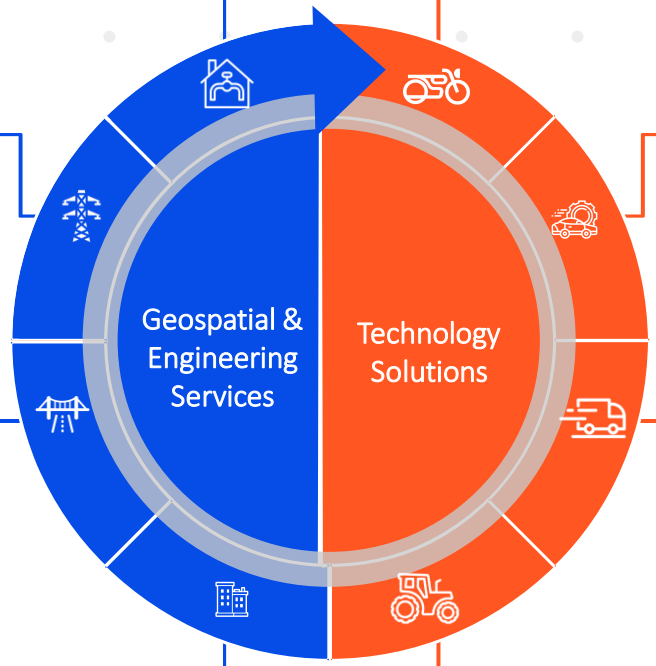
Energy

Effective planning, accelerated digitalization, improved safety, standardized & streamlined execution of road transportation projects.

Transport

Adding location context to AEC projects for improved workflows, and increased collaboration throughout project life cycles.

AEC



Wheelers

Covering the entire spectrum, from preliminary motorcycle development through to Validation Support

Passenger Cars

Developing a broad & unique portfolio of products for all requirements (including EV)

Commercial Vehicles

Innovative & Flexible development ensuring Function Fulfillment and efficiency requirements

Off-Highway Vehicles

Enabling development of vehicles characterized to work off-highway & delivering extreme performance

Board of Directors

Mr. Sagar Meghe- Non-Executive Director and Chairman

Mr. Meghe is a philanthropist and a visionary leader with exceptional foresight for bringing about intellectual awakening and transformation in the socio-economic fields. Today, Meghe Group owns several businesses and has experience in Banking, Infrastructure, IT, Manufacturing, Power, and Agriculture sectors. He forayed into the IT industry and founded Ceinsys Tech Ltd - a pioneer in offering technology solutions for various domains and contributing immensely to different sectors of the Indian economy.

Mr. Prashant Kamat - WTD, Vice Chairman and CEO

Mr. Kamat is the Whole Time Director, Vice Chairman, and Chief Executive Officer at Ceinsys Tech. He was previously the Chief Executive Officer at AllyGrow. As a techno-commercial professional, Prashant has a progressive career of over 28 years which is characterized by significant accomplishments and increasing responsibilities. He has a proven track record in operations, finance, strategic marketing, business expansion, and new product development.

Mr. Kaushik Khona - Managing Director, India Operations

Mr. Khona, is a Chartered Accountant, Company Secretary, Cost and Management Accountant with 35 years plus of experience in varied Industries including Aviation, Travel, Machinery manufacturing, Shipping, Renewable sectors etc, with an in-depth exposure in devising and implementing business strategies, Turn-around Management, Business Reengineering and Business operations, Finance & Accounts, Tax Management, Budgeting and MIS Systems implementation.

Dr. Abhay Kimmatkar - Managing Director

Dr. Kimmatkar is a Director at Ceinsys Tech. He is an accomplished engineering professional with a MBA degree and holds a Doctorate in Management Research with rich experience in diverse technical, commercial. A transformational executive, having an impressive history of surpassing ambitious business goals and creating revolutionary growth strategies in the technology space

CA Dhruv Subodh Kaji

Mr. Kaji is a Chartered Accountant with immense knowledge and experience base of over 35 years. He has held prominent positions like Finance Director, Member of Advisory Board, and Chairman / Member of various Board Committees and carries significant expertise in strategic planning, evaluating, and guiding business projects, across a variety of industries

Dr. Satish Wate

Dr. Wate, a Master and Doctorate in Biochemistry from Nagpur University started his career as a Scientist and leveraged as a Director at CSIR-NEERI, Nagpur. Dr. Wate held an Additional charge of Director Central Leather Research Institute, Chennai. In his professional tenure. He was also appointed by the Home Ministry, RajbhashaPrabhag as the President of Nagar RajbhashaKaryanvayan Samiti for Nagpur City during 2010-2013.

Mrs. Maya Swaminathan Sinha

Mrs.Sinha is an ex-IRS officer who took voluntary retirement from Govt in 2010. During her 28-year tenure with Govt of India, she served for 21 years with the Income Tax Department she served in various roles in Metro as well as non-Metro cities, but specialized in Investigation where she did long stints in Delhi and Mumbai. On deputation, she first served with the Khadi and Village Industries Commission (KVIC) as its commissioner.

Mr. Kishore P. Dewani

Mr.Dewani is a senior Tax Advocate with 37+ years of experience in Direct Tax matters along with strong legal & Tax background. He has a Bachelor's Degree in Commerce from Nagpur University. He is a President of the ITAT Bar Association & Treasurer of the Income Tax Bar Association.

Key Management Personnel

Mr. Vishal Pawar - CEO & Director of AllyGrow (Subsidiary of Ceinsys)

Mr. Pawar, is the Chief Executive Officer & Director of AllyGrow Technologies & is responsible for providing business & technology leadership, market direction, and strategic vision to drive the company's performance. He was previously Deputy CEO, managing business operations, delivery, strategy, sales & marketing at AllyGrow, and driving the technology roadmap for the company's future. Prior to AllyGrow, he led the business development, marketing & strategy function for a leading engineering services company.

Mr. Samir Sabharwal - CFO

Mr. Samir Sabharwal, CFO, has more than 25 years of leadership experience in integrating financial, technology, and human capital investments.. He's proficient in P&L & Cost Centre Ownership, Investor & Board Relationship, Financial & Operational Efficiency, India & US GAAP, Mergers & Acquisitions, Financial Strategy, Planning & Analysis, Optimised Tax structuring, Corporate Governance & Internal Controls, Compliance (SOX, ABAC, FCPA, etc.), Enterprise Risk Management, Global Stakeholder management, Commercial & Legal Considerations, Building Centre of Excellence – Transition to Transformation.

Mr. Prakash Yadav - Senior Vice President, Water- IoT and Special Projects

Mr. Yadav, Senior Vice President, Energy, is an experienced business and domain expert, specialized in creating business value through technology solutions for Utilities. He comes with more than 22 years of experience in T&D and Power Generation business and has contributed to the success of business strategies and technology investments. His comprehensive understanding of the operations, regulations, policies, and technologies enables him to deliver enterprise-grade Geospatial and Engineering solutions.

Mr. Rahul Joharapurkar – COO

Mr. Joharapurkar is an Instrumentation and Control Engineering graduate, he has over 30 years of experience in the ITES industry. He has been instrumental in the successful execution of large, complex, and high valued multi-stream projects for Ceinsys in multiple domains. His high technical skills and business acumen have been widely recognized and awarded the Award of Excellence for year 2015-16 and the Exceptional Technical Execution Navigation GIS data project for European countries for 2008-09.

Dr. Manish Ingle – Vice President (Water)

Dr. Manish Ingle has accumulated over 24 years of professional experience. He holds a PhD in Commerce and Management along with a Bachelors degree in Electronics Engineering. He is a member of Institute of Engineers, India (IEI), IWA and IWWA. As a Water Business Unit Head at Ceinsys, he plays a significant role in business strategies, conceptualization of new projects on upcoming technologies and team building for water business unit. Throughout his career, he has managed multiple projects, showcasing his capability in handling complex tasks and leading initiatives within the industry.

Mr. Tarun Bisht- Vice President

Mr. Bisht has over 10 years of work experience, he has spent more than 5 years at Ceinsys as Vice President (Business Development), where he heads the software sales business leading a team of 25 plus- growing to 50 employees. He collaborates closely with various OEMs like Autodesk, Bentley, Siemens, ESRI etc, leveraging his skills to drive growth and innovation. He is passionate about fostering strong business relationships and continuously seeks to expand his knowledge in the industry.

Key Management Personnel

Mr. Kelly Yagi– President, Corporate Development

Mr. Yagi is responsible for leading the company's growth strategy. He is based out of the San Francisco Bay Area office. Prior to joining Ceinsys Tech, Kelly was the CFO for Rahi Systems, a hyper growth company focused on the data center market. He led a successful sale of the business to Wesco International, a fortune 200 company. In addition, Kelly was previously the CFO for EMC's Enterprise Content Division, which he led a successful sale to OpenText. He brings a wealth of knowledge by virtue of his engagements with technology companies based in the Silicon Valley.

Mr. John Chwalibog– President, Geospatial

With over 27 years of expertise in geospatial technologies, solutions, and services, John brings a wealth of experience in business development, strategic planning, and team building. He has held senior leadership roles with prominent geospatial firms, including Carl Zeiss, Trimble, FARO Technologies, and Matterport. In these roles, he played a pivotal role in driving multi-million-dollar growth, enhancing operational efficiency, and expanding market share.

In 2017, John founded the technology start-up VTS to introduce innovative Reality Capture solutions to professionals in the Telecom, Utility, and AEC industries. A forward-thinking executive, John prioritizes adaptability and fosters a culture of continuous improvement. His keen understanding of customer needs has helped his organizations stay competitive in dynamic markets.

Mr. Ramadasu Venkata Tanguturi- Vice President (Emerging Technologies)

He is a post graduate engineer with 30 plus years of immense MNC experience in Automotive, Defense, Aero, Medical and Transportion domains. He built Captive R&D centres for various MNCs in India and provided thought leadership in Infotainment, ADAS systems, Defense, Aero & Medical electronics, Process aligned with ASPICE, functional safety engineering and Cybersecurity aspects. Handled large teams and delivered many successful solutions in multiple geographies including North America, Europe and APAC.

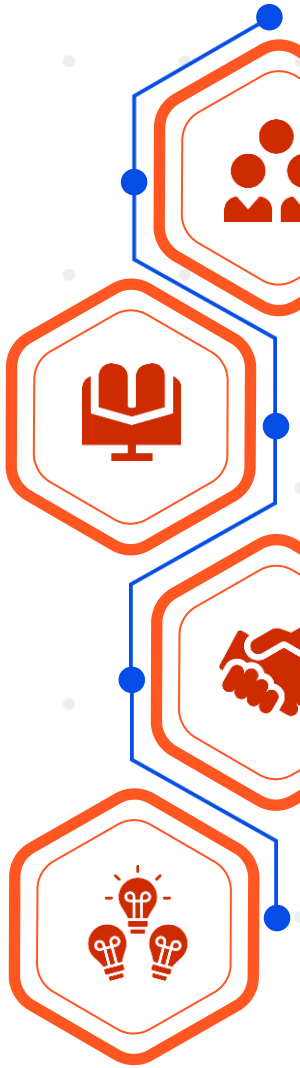
Mr. Amit Joshi - Global Head Operations (Manufacturing Vertical)

After his degree in Mechanical Engineering from Mumbai University, Mr. Joshi started his career in 1997 as an R&D engineer with a leading name in Indian automotive industry. His career is exemplified with rich experience in core engineering across varying industries. Over the past 25+ years he has worked in various capacities spanning across engine design specialist, Key Account Manager, Delivery head and Practice head with well-known OEMs and Service Delivery Organizations. Amit is responsible for the delivery organization at AllyGrow Technologies.

Mr. Vinay Jirgale- CTO (MEG-Nxt)

With 25 years of experience in the Engineering Software domain, he brings a wealth of expertise across various facets of the industry. His core competencies include general management with a focus on strategic, financial, and operational aspects, as well as establishing Offshore operations and Global In-house Centre's (GIC) for OEMs, ISVs, and startups. He has a strong background in digital transformation, business process analysis and re-engineering. He had been instrumental in building new software products for leading product OEMs like Autodesk, Geometric software, PTC, MSC software and Neilsoft. He has extensive knowledge in Industrial IoT, Digital Thread and Digital Twin technologies, along with CAD/CAM/CAE/BIM/Visualization, GIS/Geospatial, Product Lifecycle Management (PLM), Machine vision, and AR/VR/XR and Industrial Metaverse areas.

Human Resources- A Key strength



Average Age of Employees – 34 years
Very Low Attrition- 1% (year 2023-24)
Well Qualified team: 82% Engrs,PhD.M.Tech.MS,18%- MBA,ITI-Diploma holder

Continuous learning and development:

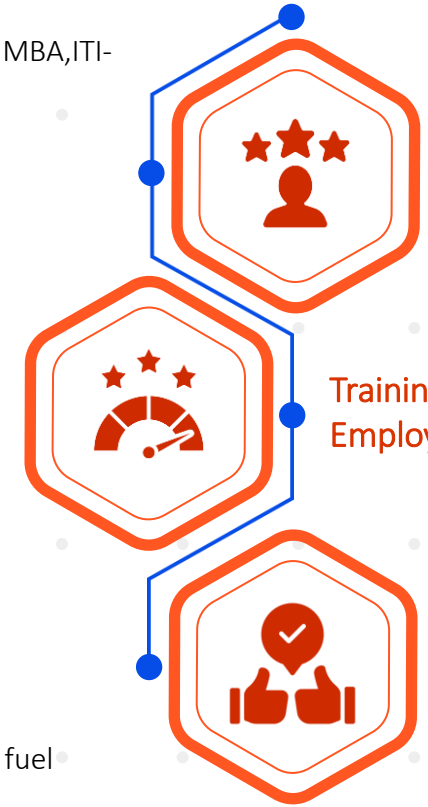
- 16,853 manhours of training in a year
- 183 Professional certifications and MDP for key members of Ceinsys

Ethics and Values:

- Believe in power of collaboration
- Respect diverse perspectives
- Non- negotiated Integrity

We encourage unconventional thinking

Because we are passionate about building strong connections that fuel our shared success



Recognition of Performance of employees by:

- Issue of ESOPs to Employees
- Performance Linked Incentives paid year on year- in addition to fixed compensation

Training efficiency Index: 100%
Employee Satisfaction score- 3.9/5

We commit to client partnership

Because we know our creativity and ingenuity can help us translate ambitions into reality

Key Milestones

1998 — ADDC Infocad was established to serve the GIS Industry

2000 — Partnered with Autodesk Inc. to become a "Total Solution Provider" for their software solutions across India.

2001 — Undertook a significant Land Records Project.

2003 — Expertise in various domains including CAD Conversion, GIS Mapping, Remote Sensing Applications, India's largest GIS companies.

2005 — Became one of the top 5 Resellers of Autodesk India's Geospatial industry.

2006 — Received the Best Partner Award for implementing Autodesk Geospatial products across India.

2008 — Received the EMIA Award from Autodesk for implementing licenses in educational institutions across Maharashtra.

2009 — Expanded into Photogrammetry, Digital Globe, and Intergraph business.

2010 — Recognized as one of the Top 3 Entries in ICICI Bank and CNBC TV18's Emerging India Awards.

2011 — Received the Prime Minister Excellence Award for implementing GIS solutions in a water supply scheme in Maharashtra.

2012 — Received the National Urban Water Award. Expanded operations to Nairobi and Kenya.

2013 — Expanded presence in Africa and secured partnerships with various government departments

2014 — Listed ADCC Infocad Ltd on the stock exchange and recommended the ADCC Employee Stock Option Plan, 2014.

2015 — Signed contract for the WQM Project. Featured in Geospatial World Magazine's "Thought Leaders" edition.

2018 — Secured a project worth 121 Crore from Thane Smart City Limited.

2019 — Received Letter of Award/Intent worth Rs. 103 Crore.

2022 — Acquired 100% equity shares of AllyGrow Technologies Private Limited

2023 — Secured a project worth INR 248 Crores from Jal Jeevan Mission

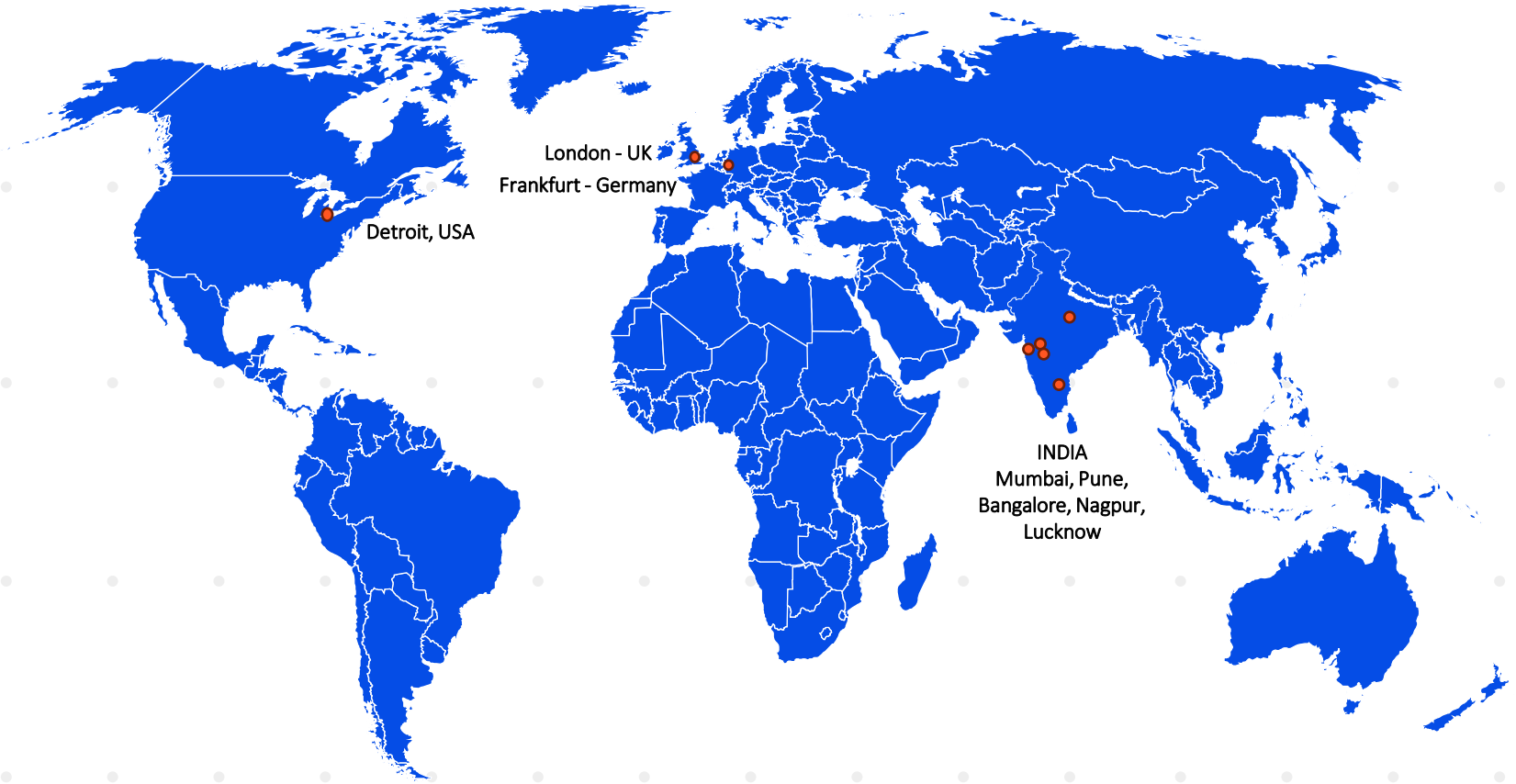
2024 — Secured project worth INR 60 Crores from Jal Jeevan Mission

Secured project worth INR 5 Crores from Fugro, New Mexico

Updated Order book in Nov 2024 of INR 1200 cr +

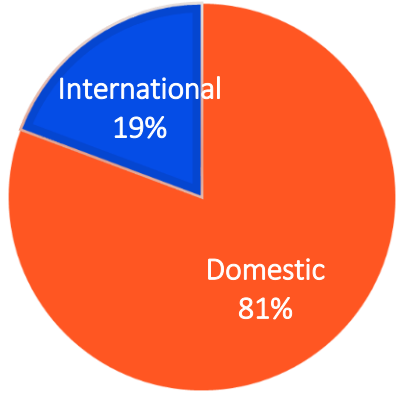
Geographical Presence

Global Locations

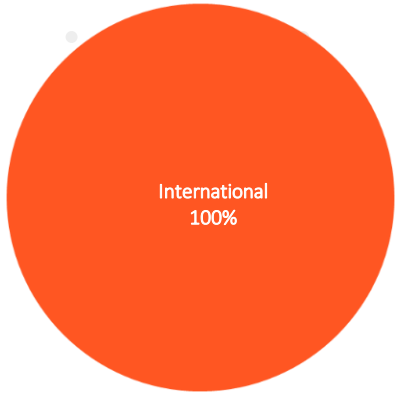


Revenue Split - H1- FY25

GEOSPATIAL



TECHNOLOGY



Predominantly the Domestic Revenue is from International projects routed through India based GCCs

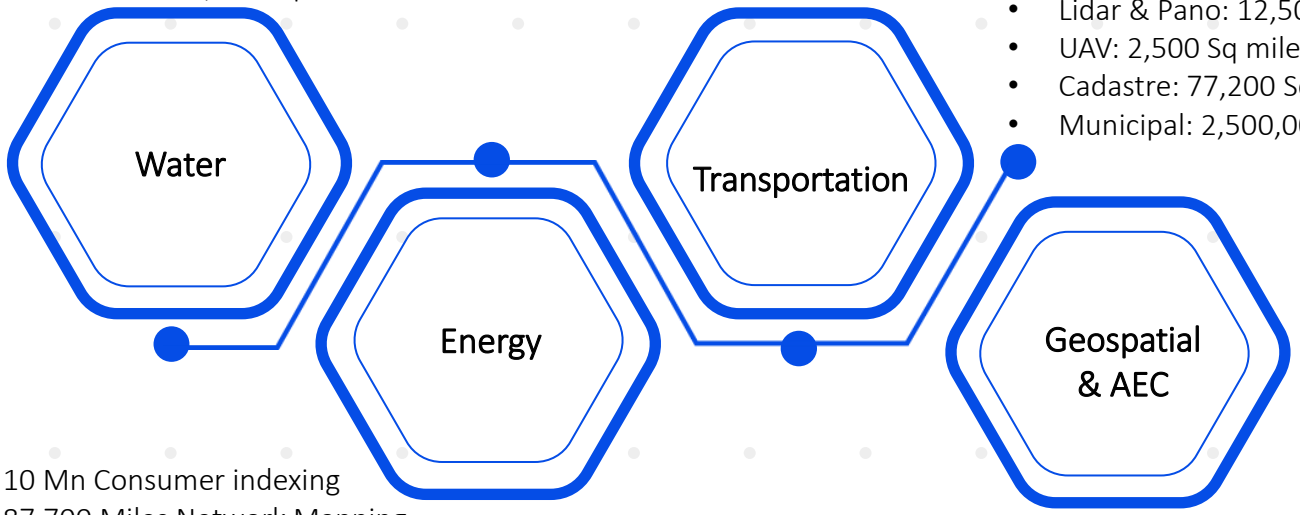
Credentials

Geospatial & Engineering Services

- 30+ Mn Population Impacted across 5118 Villages & 279 Towns
- 35+ Treatment Plants & 375+ Reservoirs Serviced
- Water Network: 31,024 Miles
- Area Serviced 1,190 Sq. Miles

- Road Assets: 25,000 Miles
- Distress: 150,000 Miles
- Navigation Mapping - 1,864k+ Miles.

- 650,000 Sq miles Hi-Res Imagery
- Lidar & Pano: 12,500 Miles
- UAV: 2,500 Sq miles
- Cadastre: 77,200 Sq Miles
- Municipal: 2,500,000 Properties



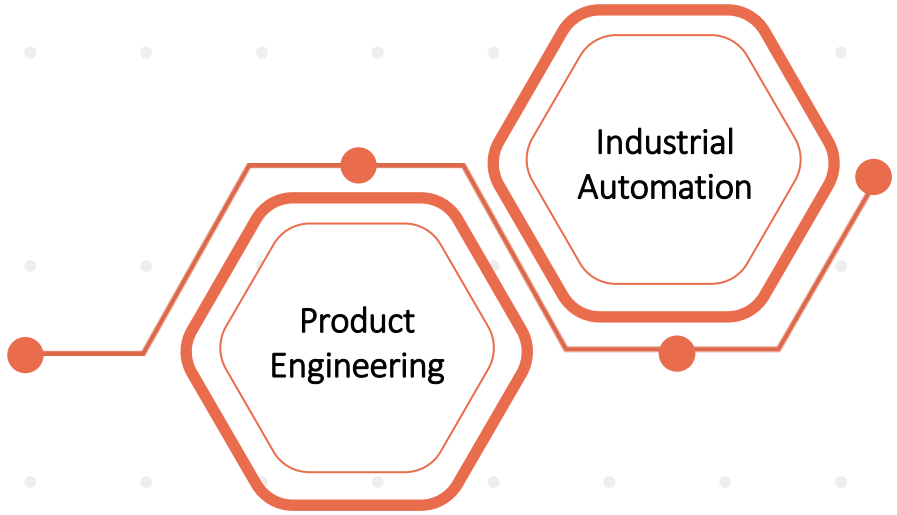
- 10 Mn Consumer indexing
- 87,700 Miles Network Mapping
- Managed Data services for 587+ Towns
- Enterprise GIS implementation for 3 states
- Infrastructure development 30+ substations
- SCADA implementation for India's biggest transmission Utility

- Point Cloud: 20 Mn
- Scan to Model: 3,230k+ Sq Ft
- Enterprise GIS
- Digital Project Mgmt System
- Decision Support Systems

Segments

Technology Solutions

- 4 Mn+ Engineering Project Hours In Automation and Industry 4.0 solutions



- 3 Mn+ Engineering Project Hours In Product design, development & Validation

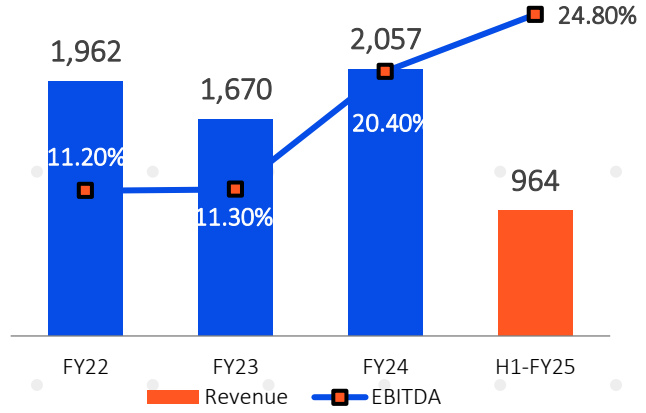
Segments

Geospatial &
Engineering Services

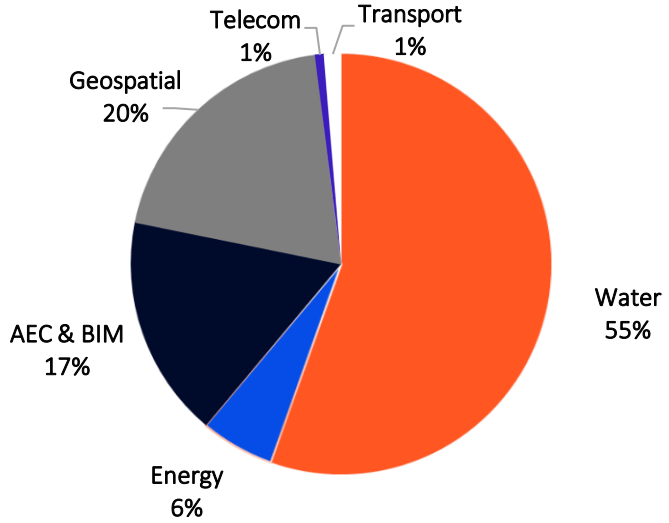
Geospatial & Engineering Services Overview

- Ceinsys Tech Limited (Ceinsys) has amassed extensive expertise over the past 25 years in managing conventional GIS solutions, catering to a diverse range of government and private entities worldwide.
- Geographic information, coupled with geospatial data, has evolved into a critical component for comprehending, tracking, and evaluating real-world dynamics.
- Ceinsys caters to industries like, Water, Energy, Transportation, Oil & Gas, Telecom, Land & Natural Resources.
- It specializes in delivering customized geospatial solutions, enabling clients to leverage spatial data effectively for informed decision-making and efficient operations.
- Its engineering expertise encompasses consulting services across all project phases, ensuring seamless execution through management, project oversight, and third-party inspection services.
- The company leverages cutting-edge technologies like LiDAR, UAV data capture, laser scanning, and photogrammetry to deliver high-definition mapping, navigation support, and precise spatial data.
- The company stays ahead of the curve by investing in new-age technologies such as digital twin engineering.

Business Performance
Operational Revenue (INR Mn) And EBITDA Margins (%)



H1-FY25 Geospatial Services Segmental Mix



Geospatial & Enterprise Solutions

GIS

Leveraging high-resolution satellite imagery, LiDAR, and drones, Ceinsys provides precise data acquisition and processing, alongside photogrammetry and navigation solutions.

IMAGERY ANALYTICS

From feasibility modeling to predictive analytics and risk estimation, Ceinsys analytics drive informed decision-making, complemented by change management and impact analytics expertise.

ENGINEERING DESIGN

Offering context reality and modeling services, integrating spatial data into engineering workflows for enhanced project outcomes

ENTERPRISE SOLUTIONS

Offering digital integration and project management solutions optimize collaboration and data exchange, empowering businesses with seamless geospatial integration.

Services Offerings

- Data analysis-UAV/LiDAR/HRSI
- Advanced point cloud classification
- Reality Data Modelling
- Ortho Image/ DSM/ DTM
- 3D point cloud data Visualization
- 2D & 3D Feature extraction

- Imagery based web analytics
- Remote sensing & GIS solutions
- Change detection using temporal imageries
- Automated feature extraction by using various image processing algorithms, AI and ML

- As-Built Drawings
- Base Map Creation
- L-Section & Cross Section creation
- Quantity Take Off
- Design & Planning
- 3D Model, Elevation & Sections
- Digital Project Management System
- Common Data Environment

- Application Design, Development & Management
- Intelligent Decision Support Systems
- Geoportals & Dashboards
- Cutting Edge Technology Implementations: Big Data, IoT, AI/ML
- Mobile Application (Android & iOS)

Utility Solutions

Water

Holistic water management solutions that ensure Sustainable management, development, and utilization of water resources & infrastructure, and waste water treatment.

Energy

Offering reliable GIS-based energy solutions to strengthen operations, improve equipment performance, and better manage assets.

Telecom

Enabling clients to re-invent their telecom networks and build mission-critical communications environments through efficient telecom network planning, deployment, and maintenance.

Architecture, Engineering & Construction (AEC)

Providing advanced AEC & BIM solutions that help to set up a clear communication by integrating BIM and GIS offering a holistic view of a project, which can then be efficiently managed.

Services Offerings

- Technical and Project Management Consultancy
- 3D modelling of water infrastructure
- IoT & GIS for smart asset strategies
- Equitable Water Distribution
- Unified solution for water consultancy: DSS
- Centralized Monitoring & Control

- GIS based Network Analysis
- Automated Fault Analysis System
- Asset Health Monitoring System
- Customized Web Applications on ESRI, GE SmallWorld, & Opensource
- Transmission & Distribution Assets Management Automation Solution

- Road furniture assets mapping along the road
- Single line diagrams for network design & planning
- As-built diagrams
- GIS maps for location intelligence
- BoQ preparation
- WebGIS solutions for mapped network

- As-Built drawing
- Reality Data Modelling
- Scan to BIM
- 3D Modeling & Simulation
- Digital Project Management-4D/5D
- Road Asset Data Management

Featured Offerings for Smart Cities

ceinsys Enhancing Possibilities

Smart Connectivity

Transport
- Traffic Planning
- DPR
- Road Asset Management
- Digital Twin

Telecom
- 5G Network Modeling
- Integrated 3D Models
- Digital Twin
- Utility Dashboards

Urban Planning

- City Development Plan
- BIM
- Digital Twin
- Master Plan

Energy Management

- Network Planning
- 3D Line Maps
- ODI
- IoT
- Street furniture & Vegetation Management

Water Management

- Water Infrastructure Management
- Non-Revenue Water Management
- Water Quality Management
- IoT

E-Governance

- Cadastral Data management-Parcel Modernization
- Fleet Management
- Municipal/City GIS
- Natural Resources Management

Disaster Management

- Emergency Planning
- Emergency Response
- Recovery Support
- Hazard Mitigation Planning

GIS & Engineering Surveys | Data acquisition, Modelling & Simulation | Base Maps | Scan to Model | Image Interpretation and classification

Structural design & Strategic Planning| As-Built Mapping | Corridor Design & Network Modelling & Mapping | Asset Management | Vehicle Tracking System | Decision Support System

Network Modeling|Road Asset Management | Pavement, corridor & Bridge Management | Asset monetization

Comprehensive Development Plan

D/O MS implementation | DR & Roll –up | Operational Data Infrastructure| Grid Automation

Hydraulic Modelling | PMC| Water Audit

Data model & development| E-integration | Change Detection| Enterprise Security| DC-DR|Geoportal

Risk Analytics | Change Management | ImpactAnalytics

Digital Project Management System | SCADA | IoT Based Command Control Center | Capacity Planning | Facility Management System

Customized web-based Enterprise Solutions

Partners: esri, HEXAGON, AUTODESK., Bentley Advancing Infrastructure, MAXAR, SIEMENS

Platforms: ArcGIS (ESRI), Im, C3D

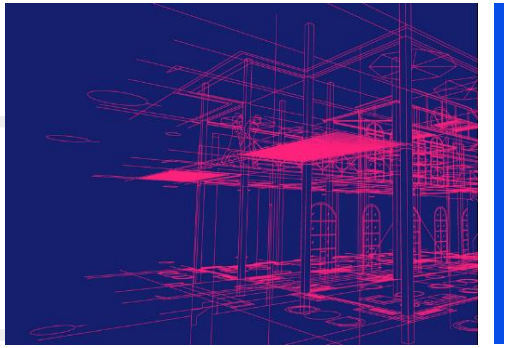
Technology Stack

Featured Offering: AI/ML Platform *

The Process

Scanning

Data capture through various scanning devices



Pre-Processing

Registration and Cleaning of Point Cloud Data

Automatic Feature Extraction

Automatic Segmentation using AI/ML Methods

Digital Model Construction

Development of BIM/GIS/CAD/VR models

Targeted Industry Segments

GIS- Road, Telecom

ACE/BIM

AEC-MEP

Medical

Gaming

Other Industrial

Note – All Images are representative ** Platform Under Development*

Equipment & Technology Used

Via Tech Lidar Technology

Digital Video Recorder
Asset & Pavement View Cameras

Global Positioning System

3D Road Geometry Maps

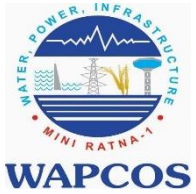
Front Laser Mounting Beam along with Side Projection lasers

- Enables full Traverse Profiles

ViaPPS : POS LV from Applanix

ViaPhoto360 specifications

List of Marquee Clients

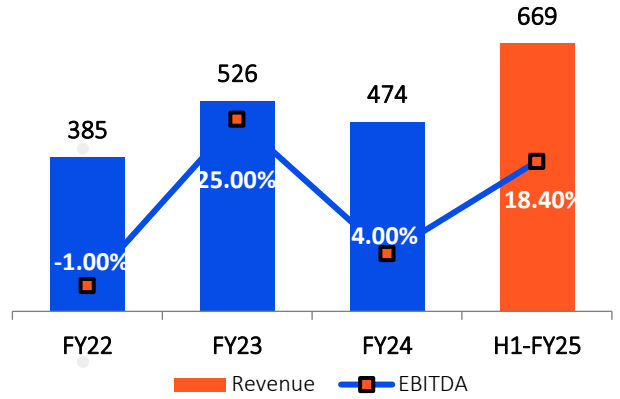


Technology Solutions

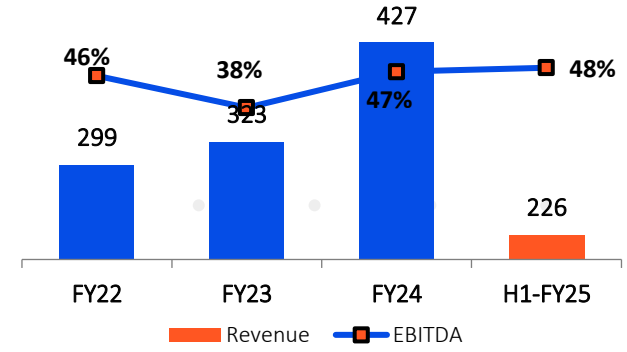
Technology Solutions Overview

- Looking at the opportunity of convergence of GIS and autonomous driving technologies in the mobility industry, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider - AllyGrow Technologies in FY22 which has international presence across US, Europe and UK
- The acquisition provided Ceinsys with an entry into the mobility services space and an international presence. Since then, organisational-level integration activities were carried out to maximize the synergy between the organisations.
- Technology solutions span the entire product development process, including Technology engineering for various verticals such as two / three-wheelers, passenger cars, commercial vehicles, and off-highway equipment.
- The company offers a comprehensive range of services, encompassing product engineering design and validation, industrial automation solutions, and the integration of advanced technologies.
- The company's expertise in product engineering includes concept generation, feasibility studies, packaging and integration support, as well as detail engineering, virtual validation, and engineering change management.
- It also provides consulting services for plant design and optimization, tool design and simulation, as well as robotics automation and integration solutions, enabling clients to streamline their Technology processes and improve operational efficiencies.
- The company leverages Industry 4.0 concepts, such as the Internet of Things (IoT) and Industrial Internet of Things (IIoT), to develop intelligent and connected systems. Additionally, Ceinsys utilizes artificial intelligence (AI) and machine learning (ML) techniques to create advanced computer vision applications, enabling paperless factory environments and smart Technology capabilities.
- In 2018, Grammer AG, of Germany, specializing in automotive interiors and commercial vehicle seats, teamed up with AllyGrow, to form a joint venture in India (70% Ally Grow, 30% Grammer). The JV is functioning as an extension of Grammer AG's R&D Centre and providing high end engineering services to Grammer global locations.

Business Performance (Technology Solutions – without the JV) Operational Revenue (INR Mn) and EBITDA Margins (%)



Business Performance (For the Joint Venture) * Operational Revenue (INR Mn) and EBITDA Margins (%)



* This JV business performance is not reflected in the company's consolidated numbers

Technology Services Portfolio

PRODUCT ENGINEERING

- Interiors
- Exteriors
- Seatings
- Body Systems
- Vehicle Integration

INDUSTRIAL AUTOMATION

- BIW Tool Design
- Powertrain Tool Design
- TCF (Trim Chassis Final)
- Assembly Automation
- Heavy Engineering

PROCESS COMPETENCE

- ODC Set Up
- Dedicated Teams
- Joint Ventures
- BoT Model
- Client Centre Set Up

Credentials

Over 3.0 million engineering hours of projects delivered for clients globally	Over 4.0 million engineering hours of projects delivered for majority of Line Builders, few OEMs	Multiple Strategic Engagements / ODCs in form of extension Client R&D centres

Segments

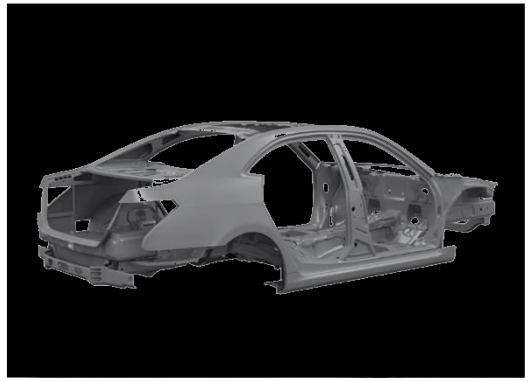
Note – All Images are representative

Product Engineering

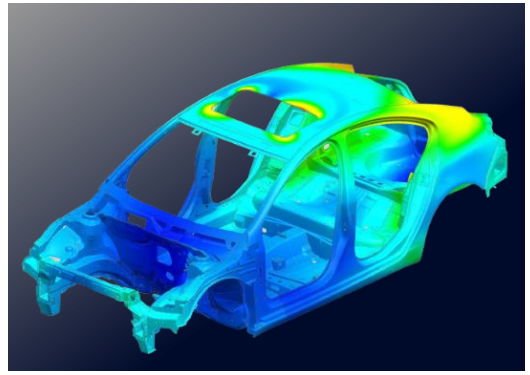
DOMAINS

Interiors

Seatings



Body Systems



Virtual Validation

Services Rendered

- Benchmarking, Style Definitions, Sketching, Rendering
- Concept Definitions, Engineering Feasibility Checks, A Surface Development, Ergonomic Checks
- A Surface Check, Packaging Studies, DMU, Master and feasibility section creation, RPS Check, Fit Function Requirement Check

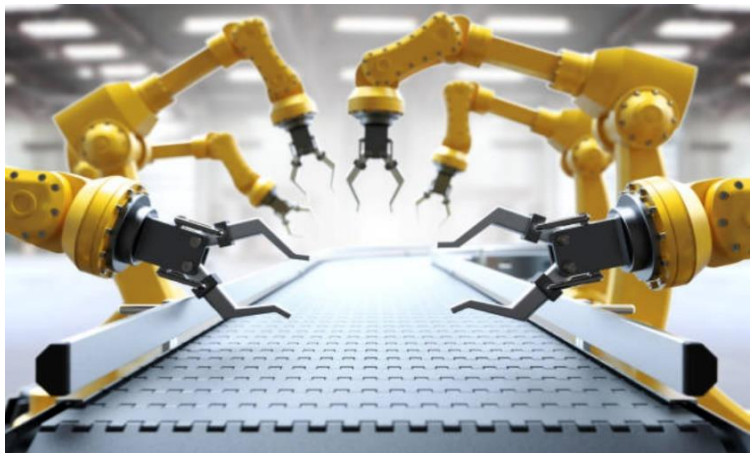
- Engineering Design (DFM, DFA, DFS checks), GD&T Plan, Virtual Validation, Engineering Proto Release
- Design Modifications, CAD Modelling, Re-Validation, Tooling Release
- Pre-Series Manufacturing, Pre-Production Support

Note – All Images are representative

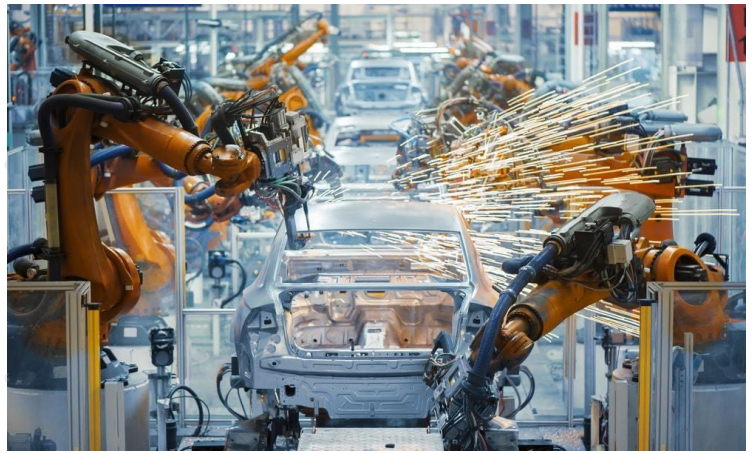
Industrial Automation

Domains

Plant Layout



Robotics Automation



Tooling Development

Services rendered

- Simultaneous Engineering / Processing
- Processing & Cycle Time Studies
- Tool Design

- Discrete Event Simulation
- Robotic Simulation
- Ergonomic Simulation

- Process Validation, Layout Validation
- Layout Design
- Virtual Assembly Process planning and Product Audit

Embedded Solutions

DOMAINS

Infotainment

ADAS

Automotive Cybersecurity

Electric Vehicles

SERVICES RENDERED

- Embedded Hardware and Software
- Vehicle E/E Architecture
- Modeling and Simulation
- System Integration, System Testing
- White Box Testing
- IoT Enablement

- XIL Testing(SIL, MIL, PIL, HIL)
- Validation and Verification
- Legacy Migrations
- ASPICE implementation & Certification Support
- ISO26262-Functional safety engineering
- Sustenance Support

- POC development & DV,PV & SOP support
- Tools development
- AUTOSAR (Classic/Adaptive) based migrations
- System Engineering
- HMI/GUI development
- Cybersecurity-Penetration Testing

Featured Offerings – End to End Product Development Solutions

Vehicle Interiors Seating Systems Body in White Vehicle Exteriors EES Systems	Cabin Interiors Cabin Exteriors Vehicle Frame and Components EES Systems	Cab and Operator Environment Structures & Attachments Hydraulic & Pneumatics EES Systems	Interior Systems Auxiliary Units Floor Systems Accessories	Vehicle Frame Vehicle Aggregates EES Systems	Seating Systems

Benchmarking, Style Definitions, Sketching, Rendering, Document Regulatory Requirements

Concept Definitions, Engineering Feasibility Checks, A Surface Development, Ergonomic Checks

A Surface Check, Packaging Studies, DMU, Master and feasibility section creation, RPS Check, Fit Function Requirement Check

Engineering Design (DFM, DFA, DFS checks), GD&T Plan , Virtual Validation, Engineering Proto Release

Design Modifications, CAD Modelling, Re-Validation, Tooling Release

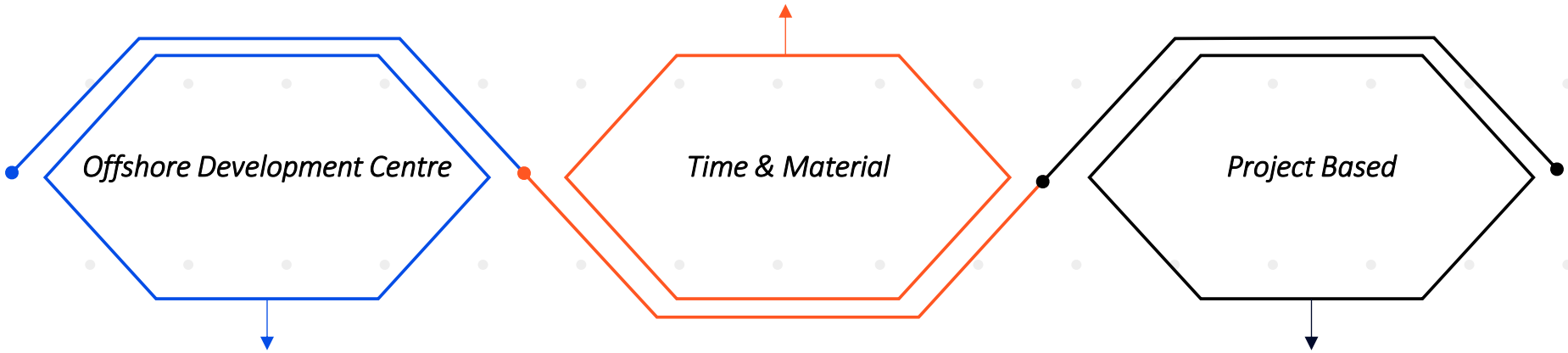
Pre-Series Manufacturing, Pre-Production Support

Plant Layout, Processing and Cycle Time Studies, Process Validation

Assembly Line Design and Simulation, Detailing, BoM, Build and Installation Support

Engagement Models Offered

- Dedicated core team is setup specifically for the client
- Based on peak loads – resources can be added (resource flexibility)
- Execution can be hybrid (onsite-offshore) or pure offshore



- LCC based dedicated development center
- Ceinsys assumes complete ownership & manages the deliveries
- Incremental flexibility and value add is managed by Ceinsys

- Engagement for a specific program / short term requirement
- Fixed scope / fixed pricing

Note – All Images are representative

Strategic Overview

Future Growth Strategy

GIS Vertical growth opportunities:

- Commitment to GeoAI, Spatial Analytics, Digital Twins, and AR/VR. These technologies drive automation, resource monitoring, and informed decision-making, ensuring future readiness
- The company is leveraging on India's projected geospatial market growth which is expected to grow at CAGR of 13.5% by 2025
- Utilize trends like Digital Water Management, Wastewater Processing, Advanced Filtration, Water-saving Technology, and Desalination to enhance accessibility, sustainability, and economic viability.
- Growth in this segment will be driven by the growth opportunities in the areas of grid modernization, transmission capacity, Intelligent Asset, Management (IAM), and the integration of smart & microgrids.

Technology Vertical growth opportunities:

- Rapid expansion in EV ecosystem to support Technology business growth
- Company is all set to seize opportunities in the growing EV mobility market, with global ER&D spending in the automotive sector accounting for USD 125-160 billion which is growing at a CAGR of 10.6%.

Key Acquisitions to support future growth:

- Acquisition of Ally Grow Technologies facilitates entry into the mobility services sector, capitalizing on the convergence of GIS and autonomous driving technologies
- Establishment of a new vertical MEG-Next which focuses on innovative product development activities related to Metaverse, Ed-Tech, Gaming and Mobility.
- Further acquisitions being planned in the Geospatial, Technology and Technology domains

Government Initiatives:

- The company is focused on capitalizing on substantial funding opportunities provided by government initiatives such as National Infrastructure Pipeline (NIP), Jal Jeevan Mission, and Namami Gange program, with a proposed budget of approximately USD 15 Billion for water-related projects
- Focused on tapping the growth avenues in smart water management and renewable energy sectors, as India's aims to add over 340 GW of renewable capacity by 2030.

Financial Overview

Historical Consolidated Financial Performance

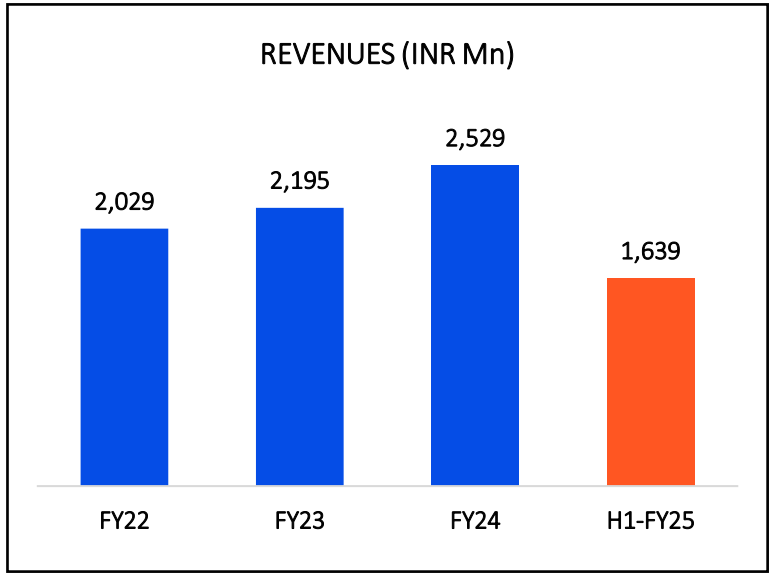
PARTICULARS (INR Mn)	FY22	FY23	FY24	H1-FY25
Operational Revenue	**2,029**	**2,195**	**2,529**	**1,639**
Total Expenses	1,808	1,878	2,088	1,339
EBITDA	**221**	**317**	**441**	**300**
EBITDA Margins (%)	***10.89%***	***14.44%***	***17.44%***	***18.30%***
Other Income	17	24	36	44
Depreciation	30	45	52	28
Finance Cost	92	84	47	5
Profit Before Share of Profit of joint Venture & Tax	**116**	**212**	**378**	**311**
Share in Profit of joint Venture	19	77	119	58
PBT	**135**	**289**	**497**	**369**
Tax	40	(20)	147	133
PAT	**95**	**309**	**350**	**236**
PAT Margins (%)	***4.68%***	***14.08%***	***13.84%***	***14.40%***
Other Comprehensive Income	(3)	19	3	(1)
Total Comprehensive Income	**92**	**328**	**353**	**235**
Diluted EPS (INR)	8.12	20.02	22.52	14.35

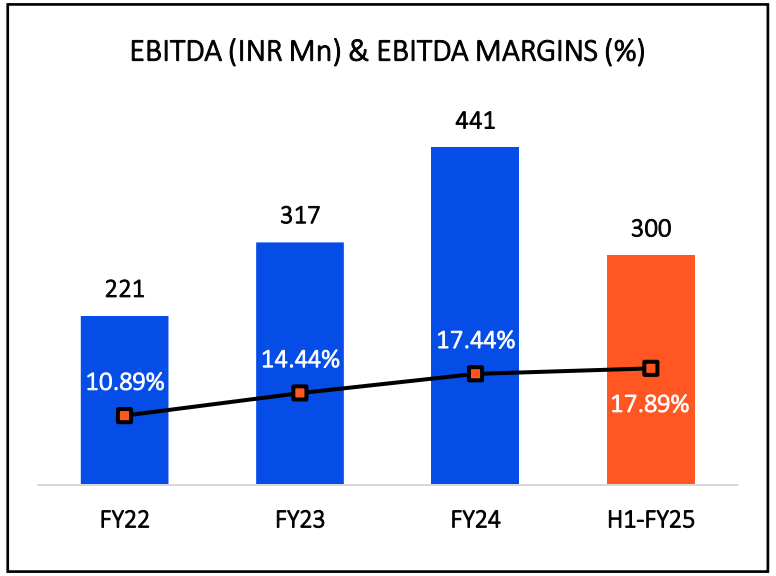
Historical Consolidated Balance Sheet

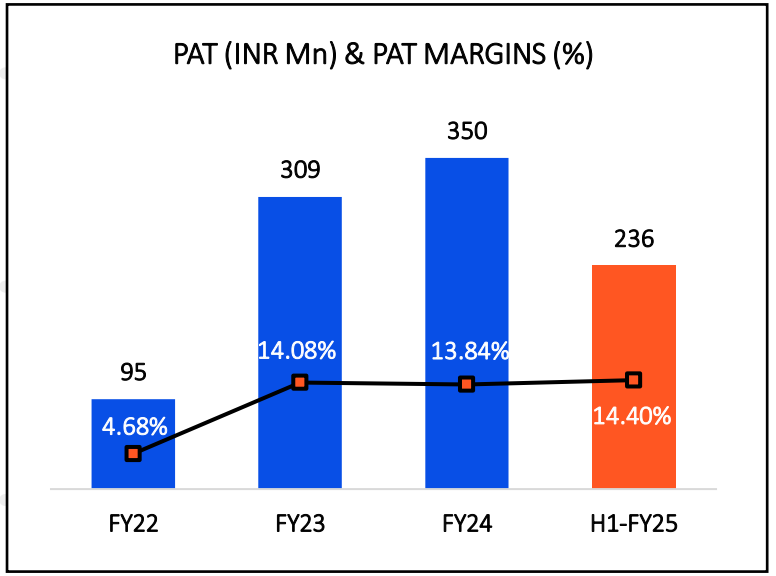
PARTICULARS (INR Mn)	FY23	FY24	H1-FY25
Assets			
(1) Non-current Assets			
(A) Property, Plant And Equipment	199	238	410
(B) Goodwill	200	200	344
(C) Other Intangible Assets	2	1	1
(D) Financial Assets			
(i) Investments	264	267	171
(ii) Trade Receivables	21	31	43
(iii) Other Financial Assets	35	22	30
(E) Non-Current Tax Assets (Net)	63	85	59
(F) Deferred Tax Assets (Net)	87	107	119
(G) Other Non-current Assets	21	19	20
Total Non-current Assets	**892**	**970**	**1,197**
(2) Current Assets			
(A) Inventories	44	6	3
(B) Financial Assets			
(i) Investments	-	170	-
(ii)Trade Receivables	1,595	1,666	1,514
(ii) Cash And Cash Equivalents	324	111	1,507
(iii) Bank Balances Other Than (ii) above	106	180	555
(iv) Loans	-	-	-
(v) Other Financial Assets	25	33	69
(C) Current Tax Assets (Net)	48	57	35
(D) Other Current Assets	65	66	84
Total Current Assets	**2,206**	**2,289**	**3,767**
Assets held for sale	**31**	**2**	**2**
Total Assets (1+2)	**3,129**	**3,261**	**4,966**

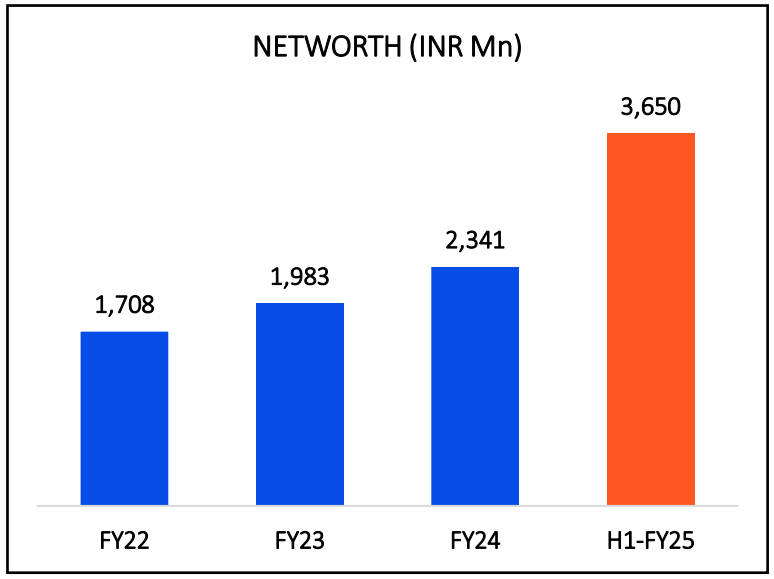
PARTICULARS (INR Mn)	FY23	FY24	H1-FY25
Equity And Liabilities			
(1) Equity	**1,983**	**2,341**	**3,650**
(A) Equity Share Capital	154	163	174
(B) Other Equity	1,829	2,178	3,476
(C) Non-Controlling Interest	-	-	-
(2) Non-current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	9	8	10
(ii) Lease Liabilities	14	24	60
(B) Provisions	8	10	10
Total Non-current Liabilities	**31**	**42**	**80**
(3) Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	538	39	98
(ii) Lease Liabilities	8	20	22
(iii) Trade Payables	332	505	445
(iv) Other Financial Liabilities	72	116	222
(B) Provisions	26	29	34
(C) Current Tax Liabilities (Net)	3	2	112
(D) Other Current Liabilities	136	167	303
Total Current Liabilities	**1,115**	**878**	**1,236**
Total Equity And Liabilities (1+2+3)	**3,129**	**3,261**	**4,966**

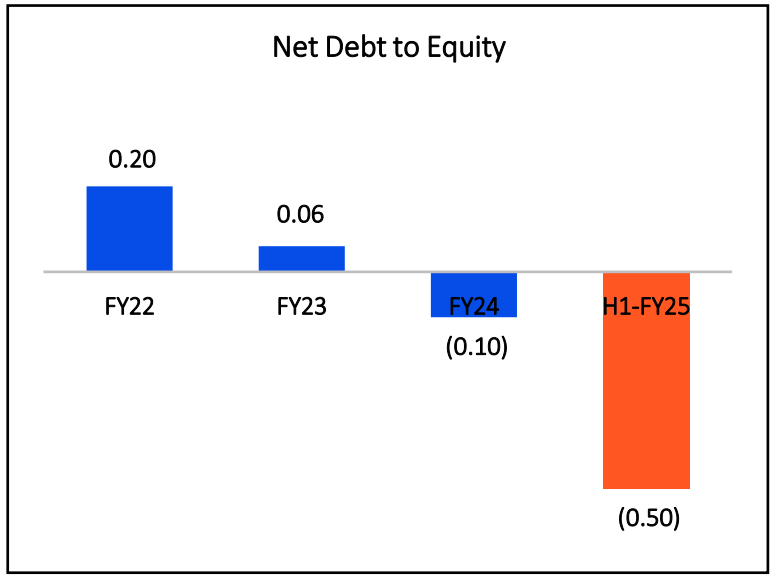
Consolidated Financial Performance

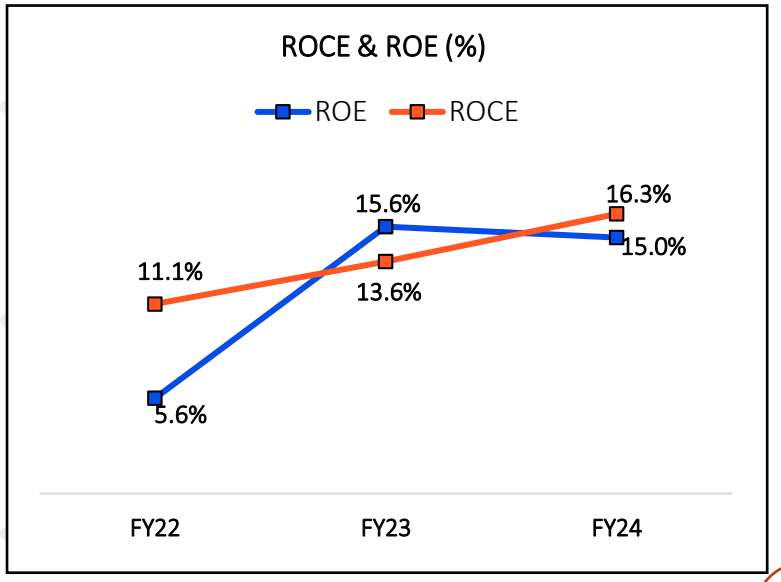






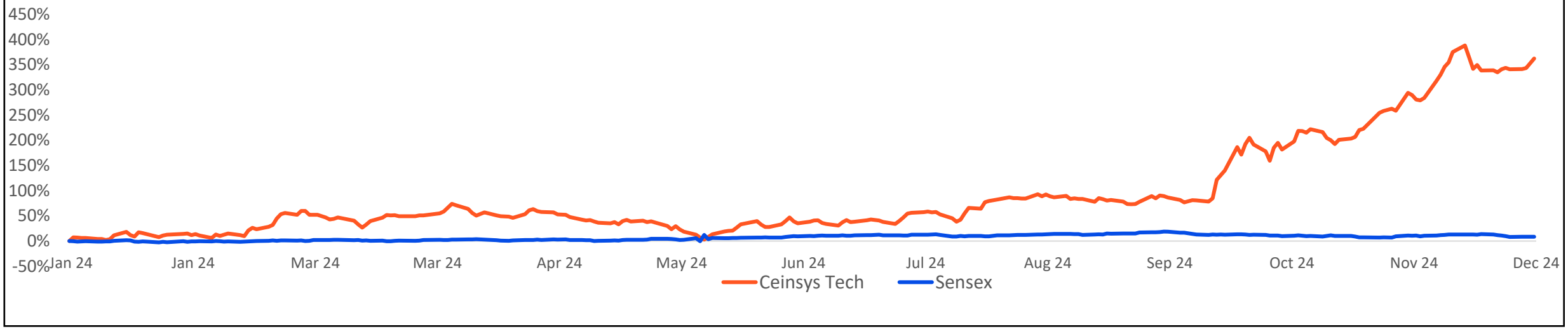






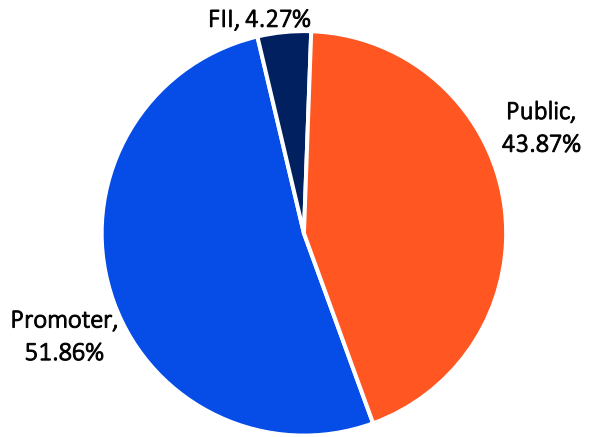
Capital Market Information

YTD Stock Performance upto 26th DECEMBER, 2024



PRICE DATA (AS ON 26th DECEMBER, 2024)	INR
Face Value	10.0
CMP	1,803.1
52 Week H/L	1,946.3/ 366.0
Market Cap (INR Mn)	31,448.13
Shares O/S (Mn)	17.4
Avg. Vol. ('000)	63.04
Number of Shareholders other than Promoter	15,553

Shareholding Pattern (As on 30th September, 2024)



Capital Market Information

Comparison of Listed Geospatial companies

Name of the company	12 months ended 30th Sept 2024 Rs. Cr		Market cap Rs. Cr		
	Turnover	Ebitda	3rd oct	30th oct	26th dec
Ceinsys Tech ltd	304.72	59.44	1152	2000	3144
Equity/EBIDTA Multiple			19.38	33.65	52.89
Equity/ Turnover Multiple			3.78	6.56	10.32
Genesys	258.27	122.21	3024	2951	3681
Equity/EBIDTA Multiple			24.74	24.15	30.12
Equity/ Turnover Multiple			11.71	11.43	14.25
CE Info Systems	404.08	199.66	11635	10486	8726
MAP MY INDIA					
Equity/EBIDTA Multiple			58.27	52.52	43.70
Equity/ Turnover Multiple			28.79	25.95	21.59

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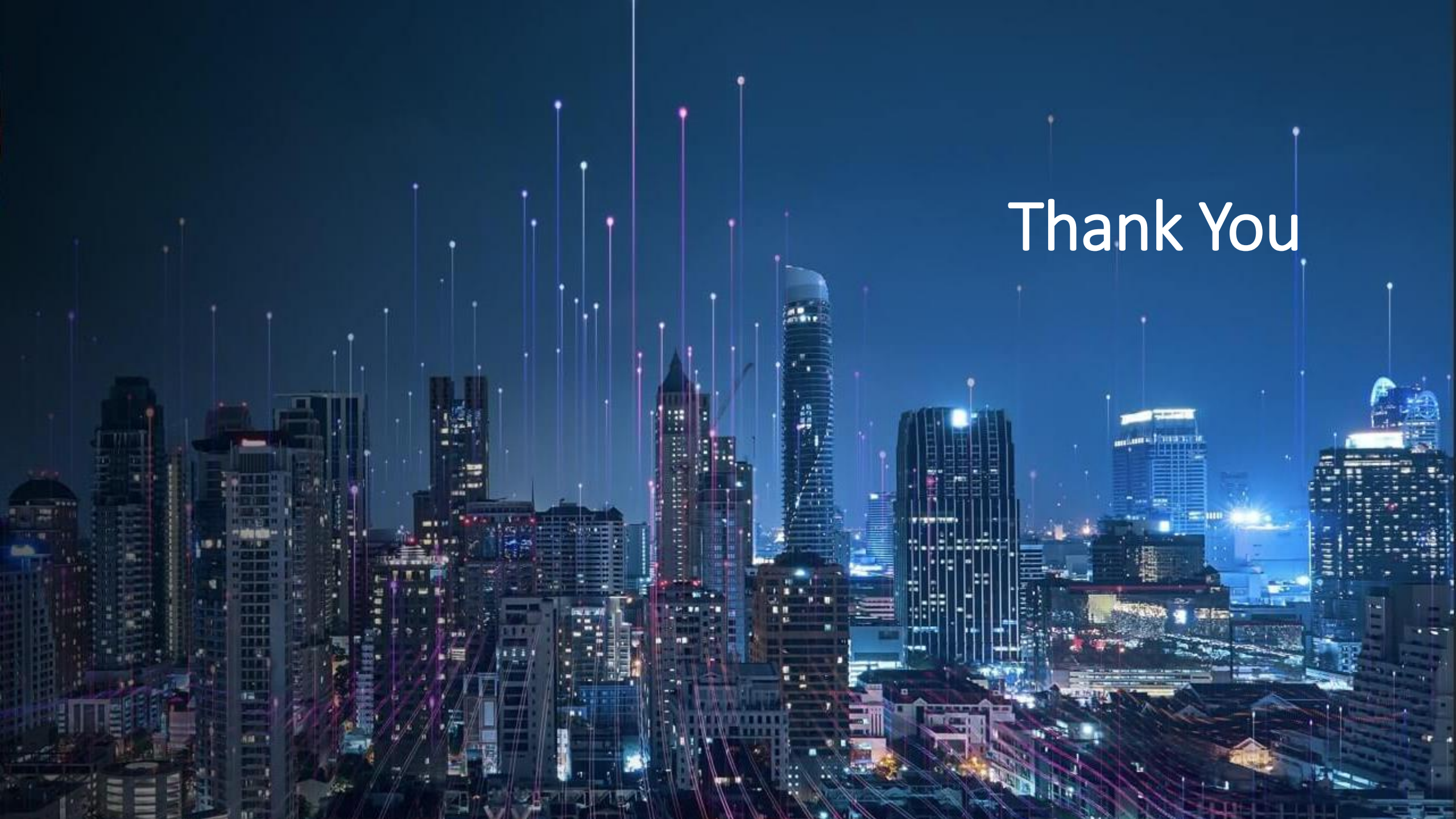
Thank You