

To
BSE Limited,
25th Floor, New Trading Ring,
Rotunda Building,
P J Towers, Dalal Street,
Fort, Mumbai-400001

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

Scrip Code: 540654

Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we give intimation to the stock exchange that the Company wishes to make investor presentation in regards to company products, different verticals and financial highlights.

The Copy of the Investor Presentation is enclosed herewith.

Kindly take note of the same.

FOR GLOBALSPACE TECHNOLOGIES LIMITED



SWATI ARORA

COMPANY SECRETARY & COMPLIANCE OFFICER

Memb No.: A44529

Add: 301, Sairaj Sadan, Plot no. 36,
Sector – 01, Sanpada,
Navi Mumbai - 400705



GlobalSpace Technologies Ltd

CLOUD | MOBILITY | BIG DATA | AI | ROBOTICS

INVESTOR PRESENTATION | APRIL 2018

Disclaimer

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded

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Agenda

- » Company Overview
 - » Healthcare & Pharma Vertical
 - » BFSI Vertical
 - » Education Vertical
 - » Financial Highlights
 - » Annexure – Products Details
- 

Company Overview

Digital transformation leveraging disruptive technologies

Vertical focused
software product
platform & solutions

Headquartered in
Mumbai, **listed on BSE in**
2017

110 touch points PAN
India within 7 years of
inception



Over **one**
million end users

40+ blue-chip
companies as satisfied
customers



Strategic partners
Microsoft, Intel, Airtel
& IIT (Bombay)

Focus on New Age Technology Stack

Cloud



Mobility



Big Data



AI



Robotics



Management

First generation entrepreneur 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
Chief Strategy Officer

- 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

Board of Directors

Strong & Experience support by the Board



Venkit Kailasam
Whole Time Director

- Over two decades of industry experience in strategy, business development, operations and in leading large teams, both in India and abroad
- Dual degree in Electrical & Electronics engineering from the University of Calicut, India
- Co-authored bestselling books published by Prentice Hall on Enterprise Resource Planning



Yugal Sikri
Independent Director

- Senior pharma industry professional, an inspiring speaker.
- 35+ years of rich, impactful and diverse experiences in managing products, people and overall businesses
- Has managed a wide variety of roles/ functions encompassing Marketing and Sales, R&D/Manufacturing and General Management



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



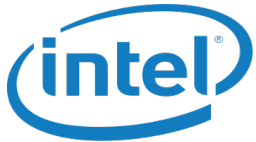
VS Venkatesh
Independent Director

- 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

Strategic Partners

Association with leading companies in technology

- Strategic alliances with leading software companies (named OEM partner for Microsoft) provides authenticity, goodwill and reputation to products and services
- Gartner recommended vendor for services and products
- Strategic tie-up with Makeblock, a China based leading robotics company, for promoting STEM based learning in India
- IIT (Bombay) as industry partner for Robotics
- Member (Innovator Level Member) of Personal Connected Health Alliance (PCHAlliance), a body of Healthcare Information and Management Systems Society (HIMSS), US



Microsoft

Gartner

makeblock



Personal Connected
Health Alliance

Customers

Long standing relationship with customers across verticals

Healthcare/ Pharma



BFSI



Education

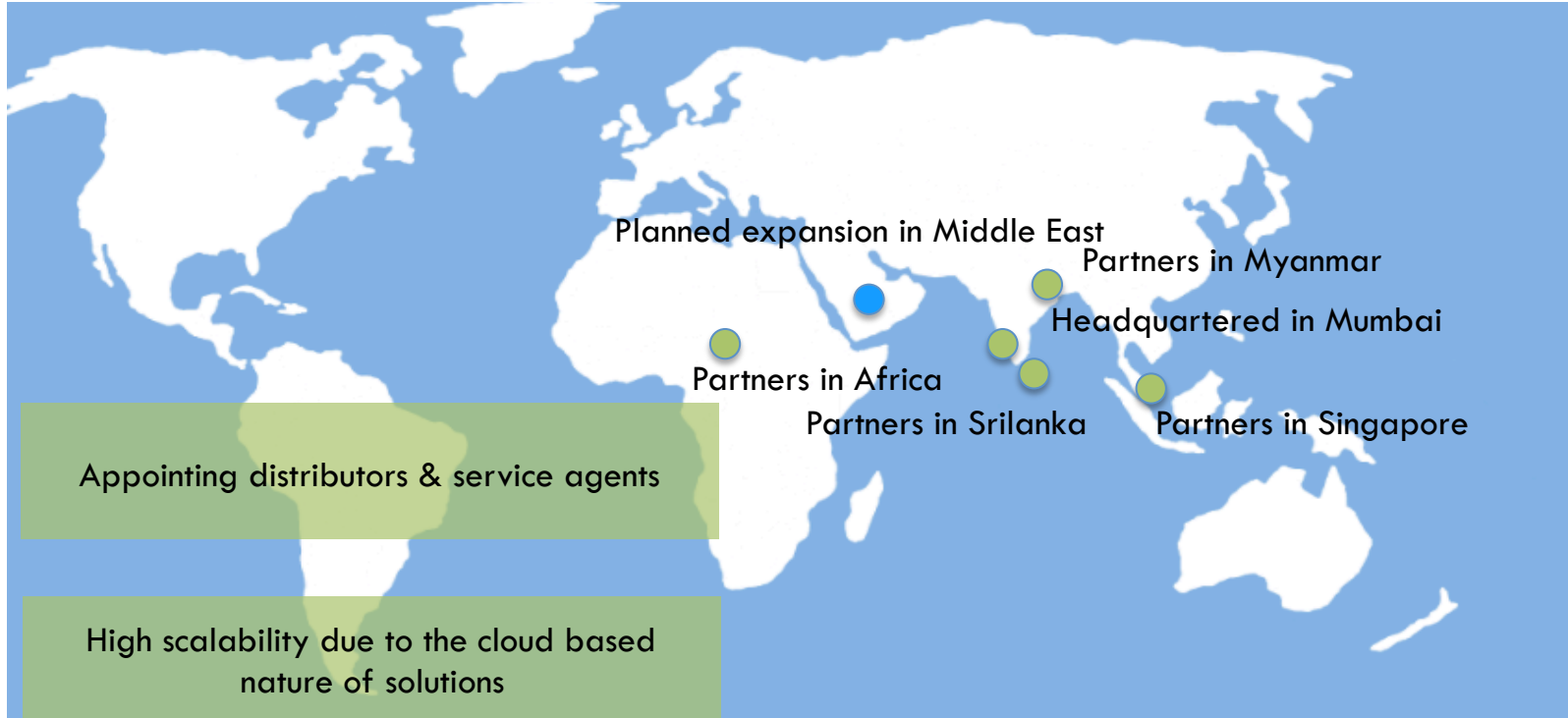


Others

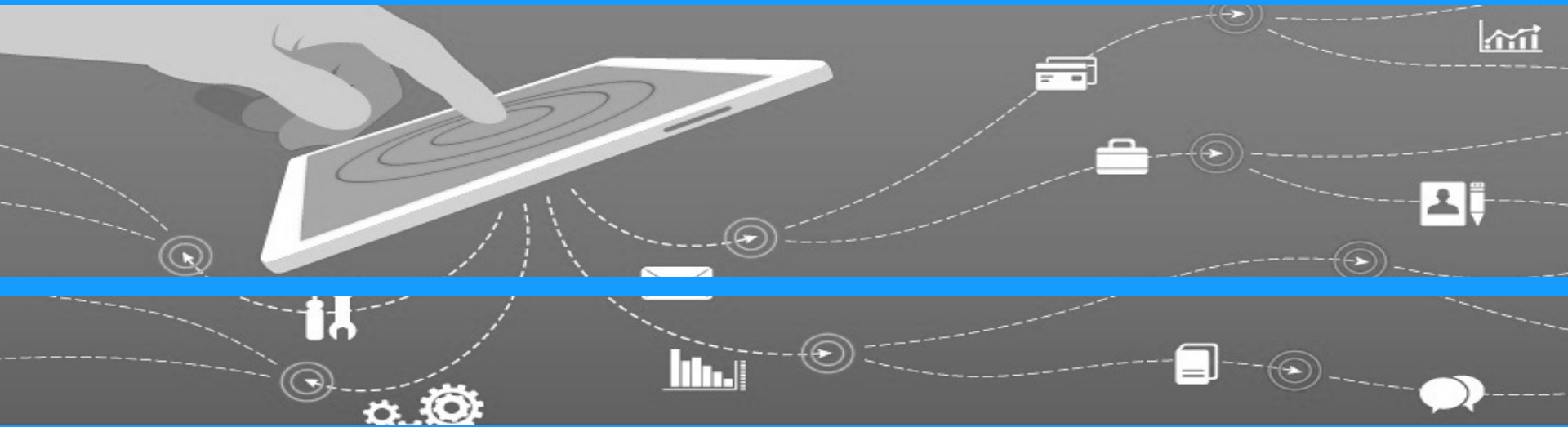


Geographical Presence

India and Abroad



Pharma & Healthcare Vertical



Market Opportunity

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

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

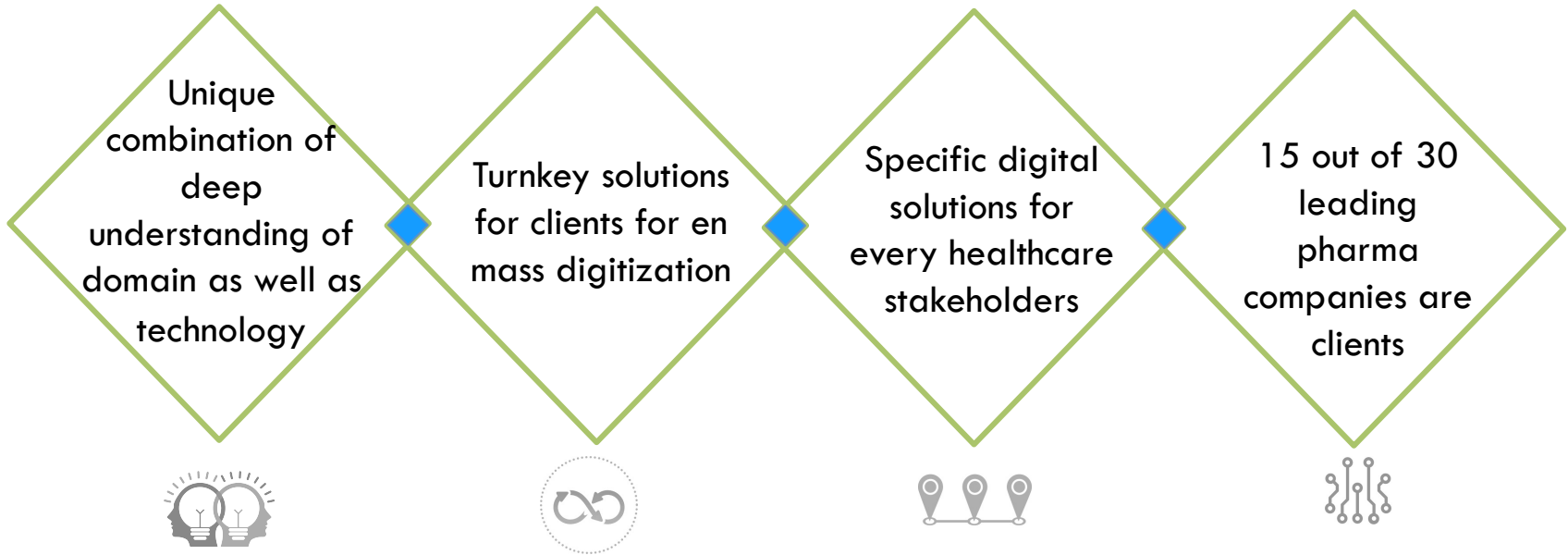
Full digitalizing to add ~60% to the profitability for the pharma companies

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

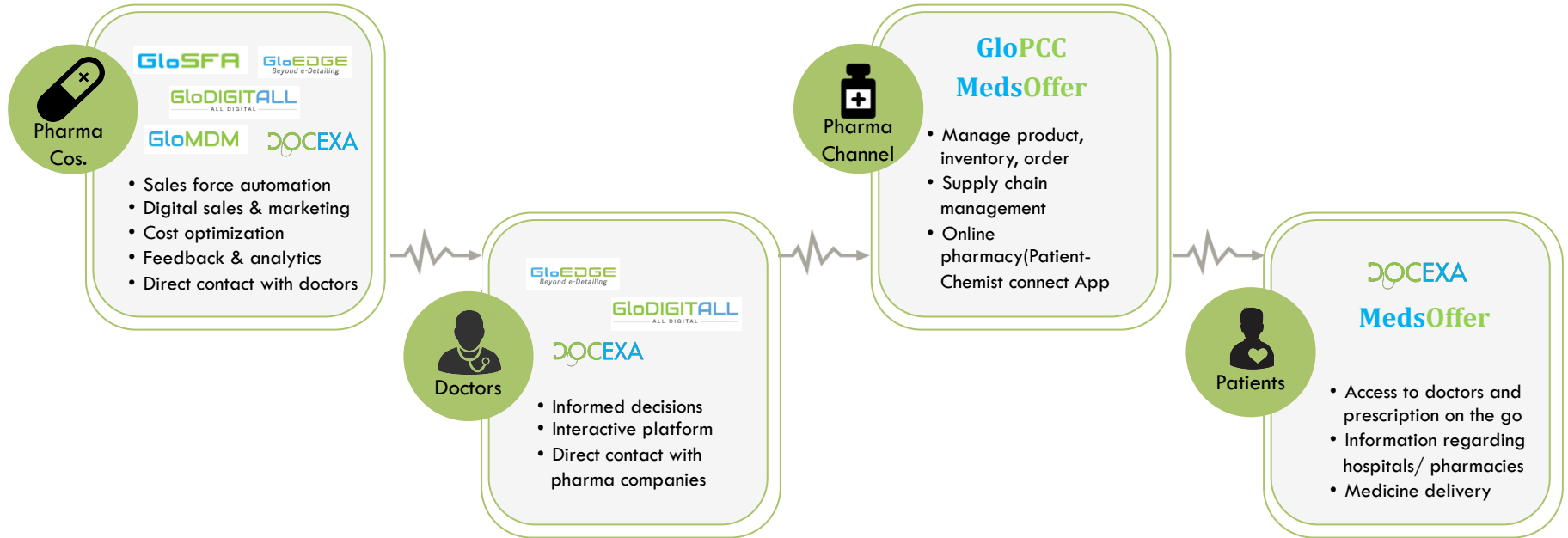
Strengths & Drivers

End-to-end provider of pharma and healthcare solutions



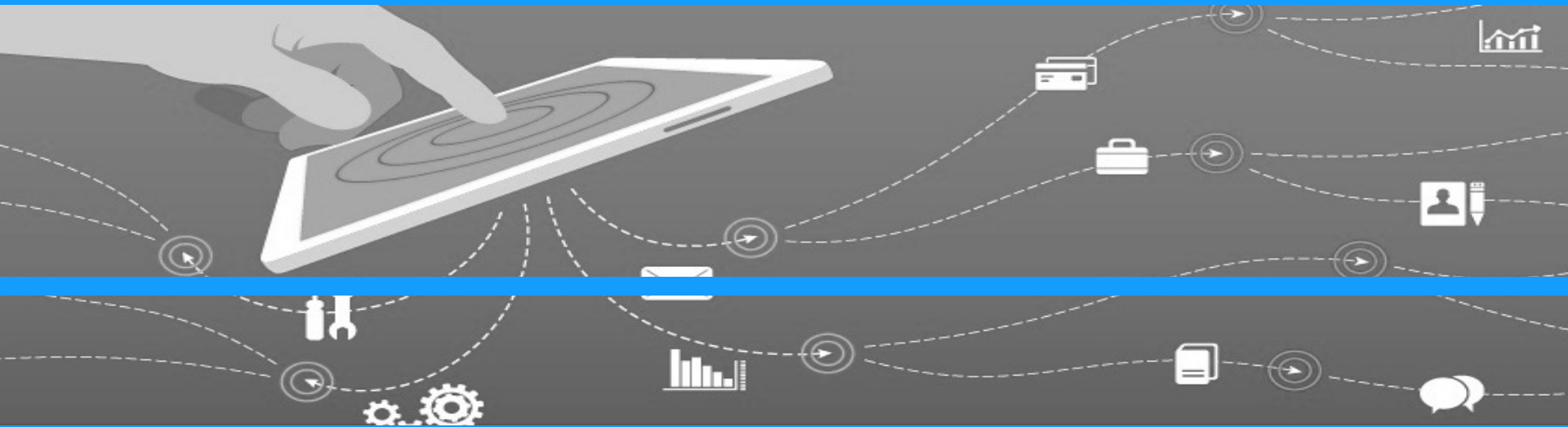
Products and Solutions

Addressing the entire healthcare ecosystem



SaaS based revenue model

BFSI Vertical



Market Opportunity

Increasing need for endpoint security presents a large opportunity in this space

Enterprises in India are now prioritizing cyber security, which now occupies 30-40% of most overall IT budgets

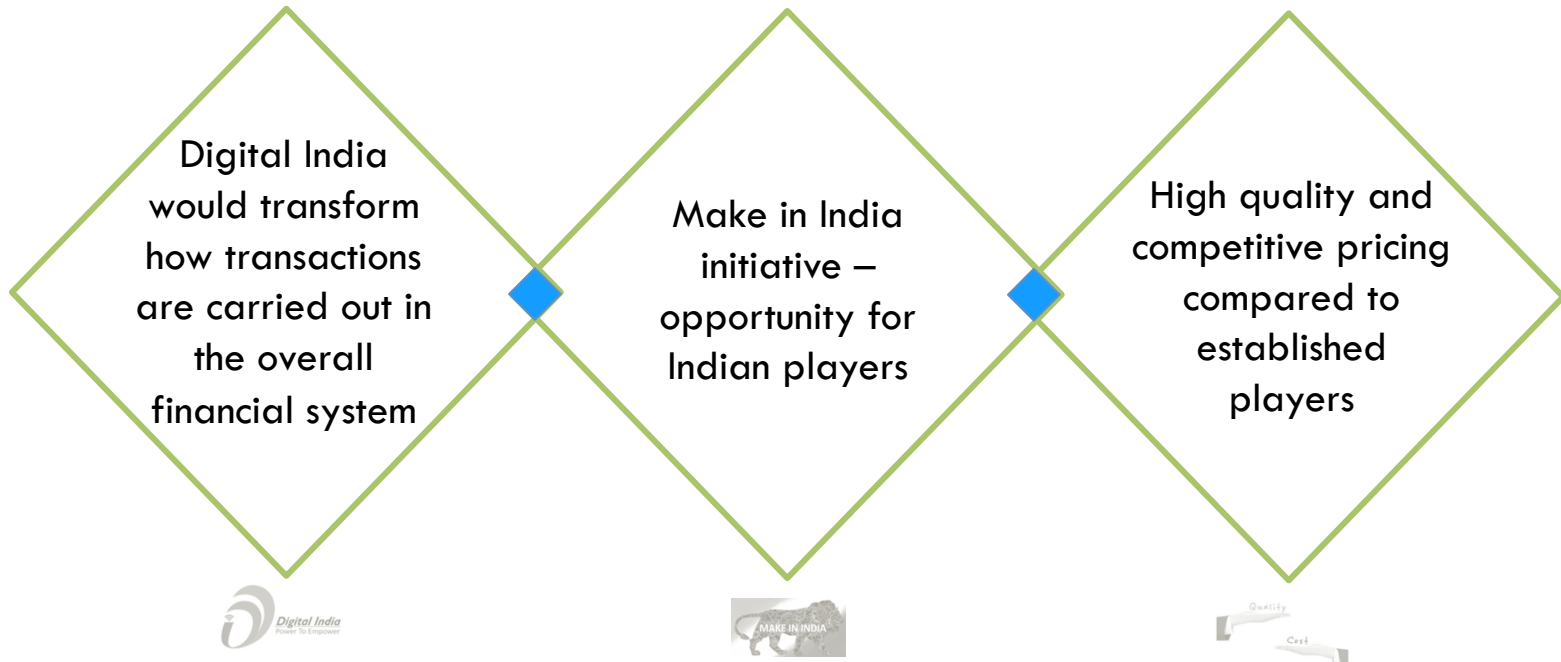
India was one of the top five countries affected by the WannaCry ransomware outbreak, which reportedly infected 3L+ endpoints in more than 100 countries worldwide

According to the RBI Report in 2016-17 there are 2,22,475 ATMs and 25,29,141 Point of Sale devices (POS) all of which need to be secured

between 2011 and 2015, there has been around 300% increase in reported cyber crimes among enterprises

Strengths & Drivers

Amongst the few organized Indian players in end point security



Products and Solutions

End security and two factor authentication solutions

GloRMSS

Remote Monitoring & Security Solution for End-Point Devices

Single-click remote updation of Static IPs of end point devices

Automated security threat alerts by email to Admins

Multifactor Biometric Authentication

GloKIOSK

Redefining Mobility

Educate & acquire customers

Anti theft features

Detailing on Demand

End to end pan India support

GloBIOM

Biometric Finger Print Sensors

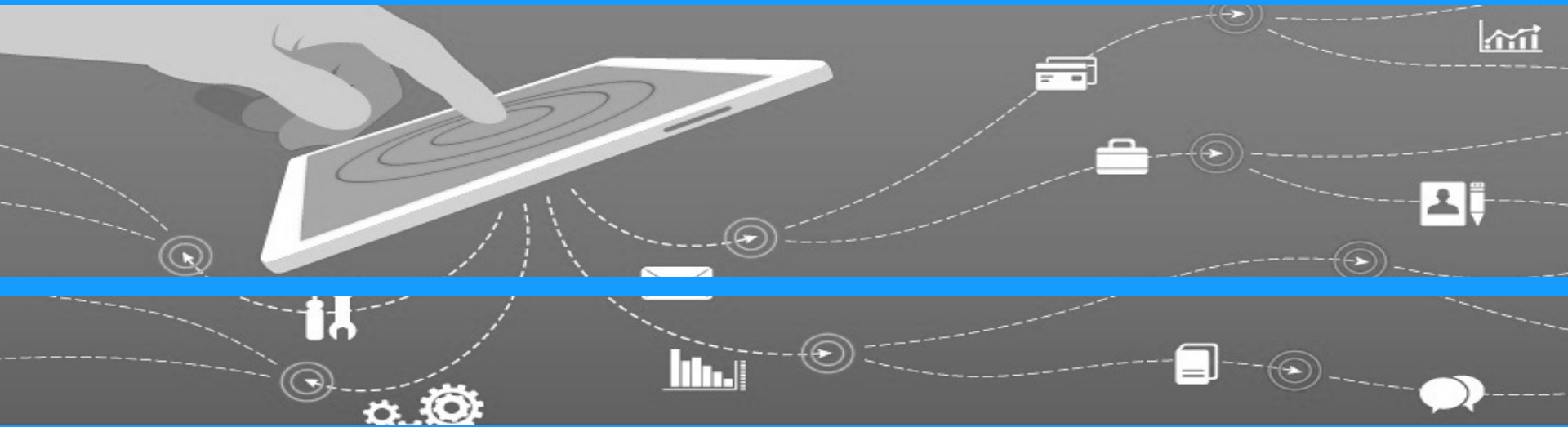
Industry's best High Fidelity (Low Noise – High Resolution) Optical Imaging technology

High Speed Recognition (Industry best at <3ms)

Multifactor Biometric Authentication

Contract based revenue model

Education Vertical



Market Opportunity

STEM education adoption in India still at a nascent stage compared to Asian peers

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

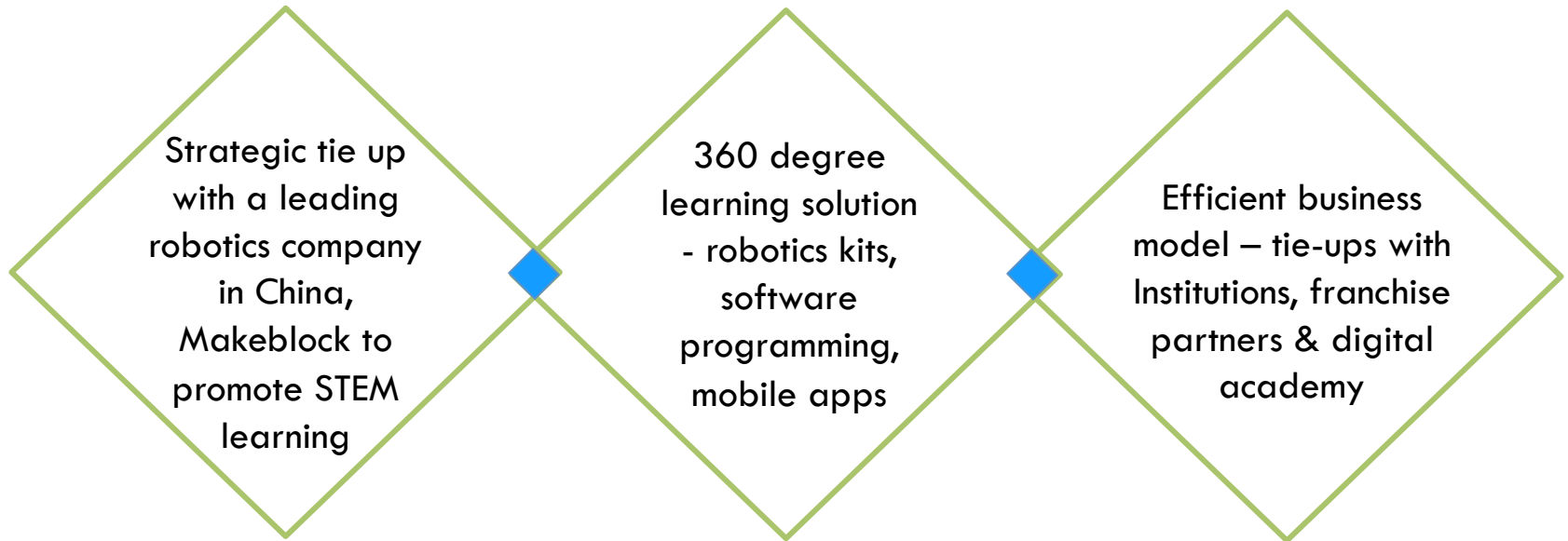
STEM education provides an opportunity of \$2bn, ~2500 schools would be provided with Tinkering labs in the next 2 years

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

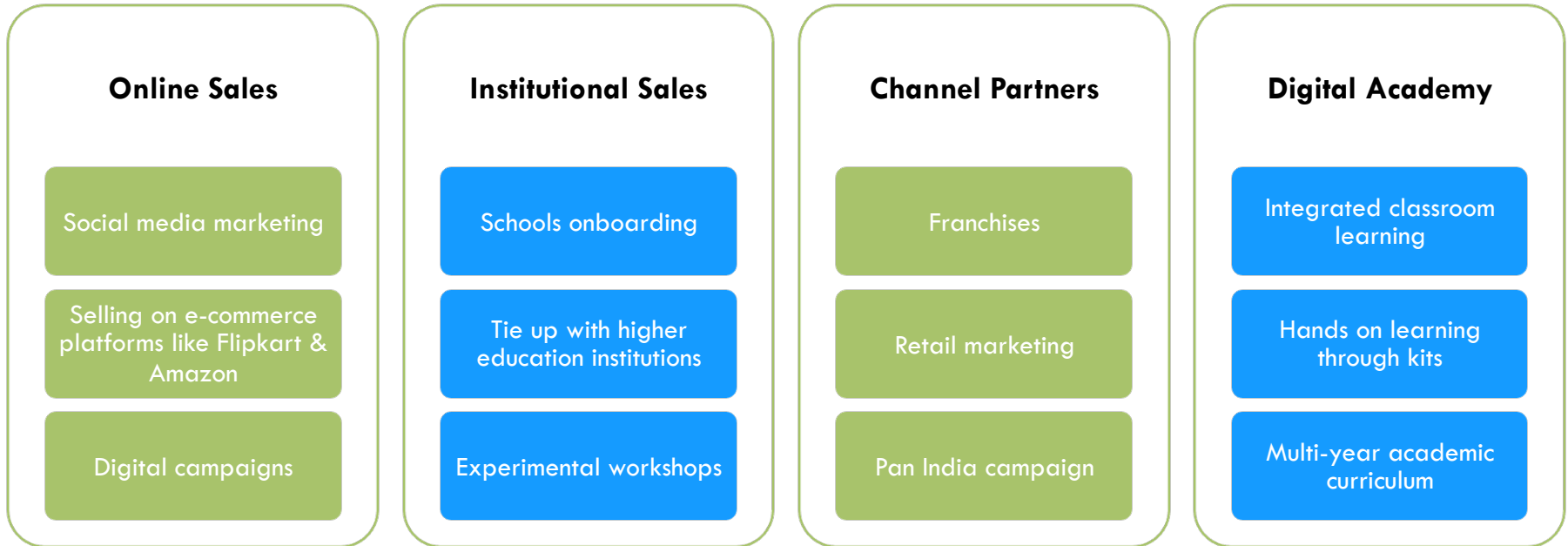
Strengths & Drivers

Early mover in underpenetrated STEM learning market in India



Revenue Model

Revenue generation through multiple channels and sources



Key Products

Facilitating learning through robotics

Gadget which can be built in less than 15 minutes

Learning through gamification & programming

Integrated STEM learning & programs for all age groups

Infinite building options



Robotics Lab

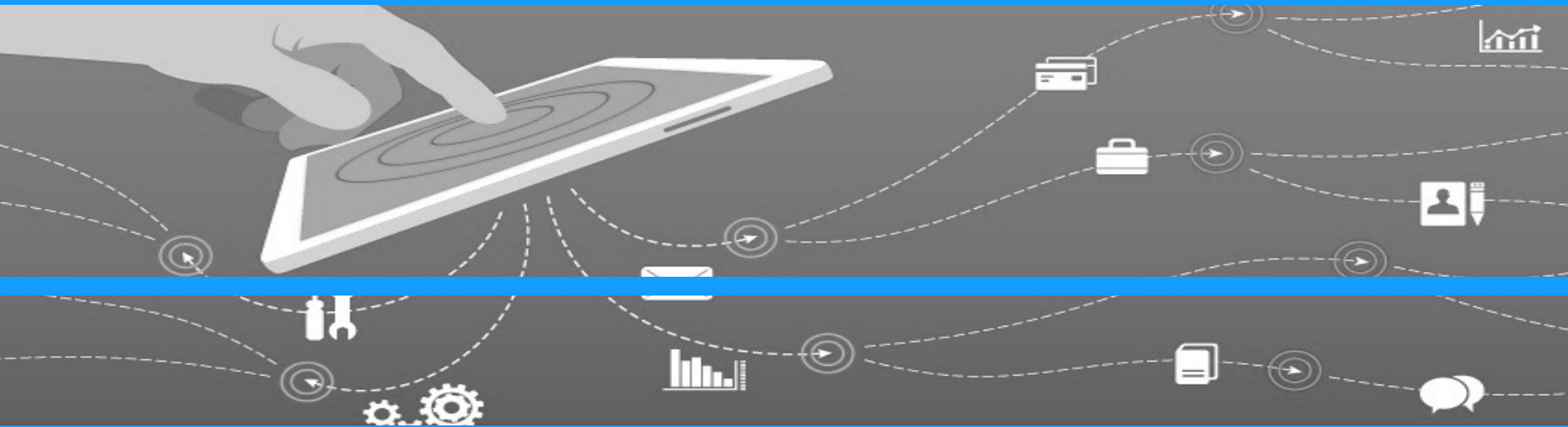
Robotics Club

Annual
Curriculum
(Multi-Year)

Customised
programs
(Summer
Camps)

Teacher's
Training

Financial Highlights

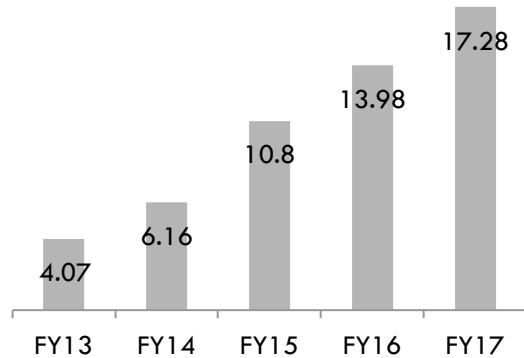


Annual Profitability Highlights

Strong top-line and bottom-line growth

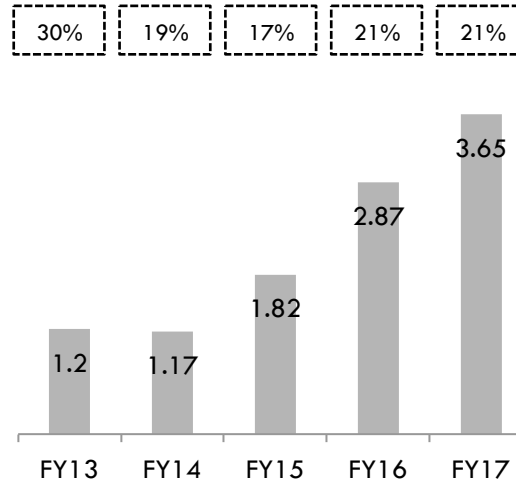
Rs Crs

Revenue



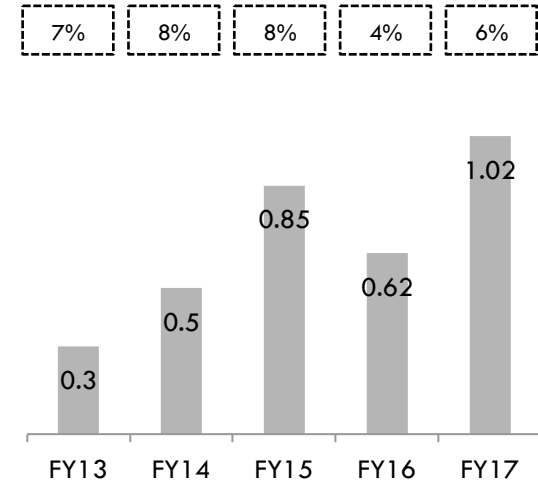
34% CAGR growth

EBITDA & EBITDA Margin



25% CAGR growth

PAT & PAT Margin



28% CAGR growth

Profit & Loss Statement

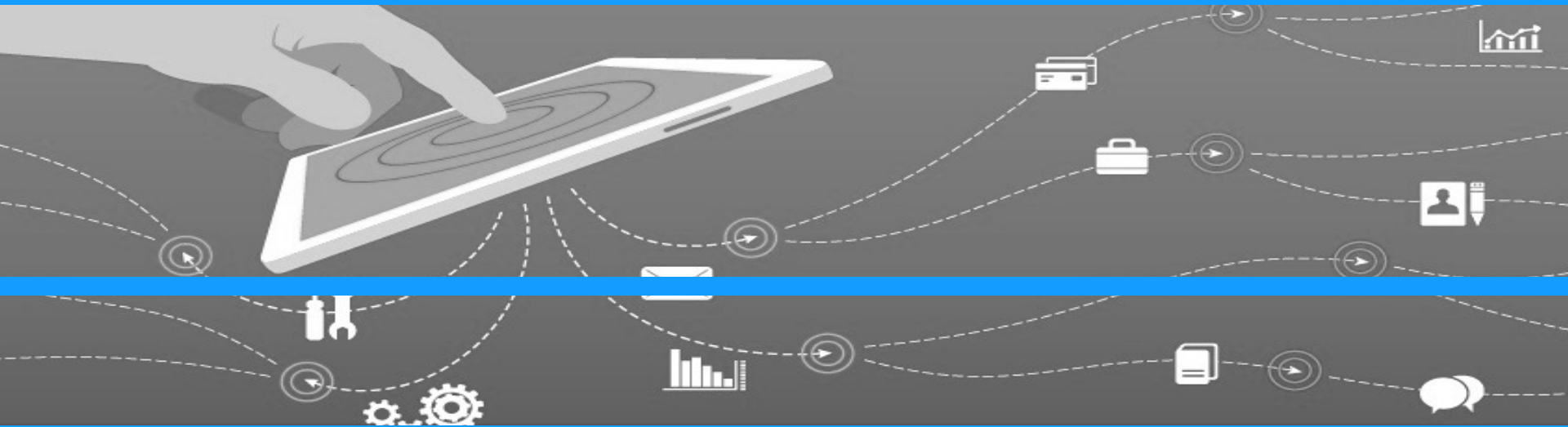
Rs Cr	FY14	FY15	FY16	FY17	6M '18	6MFY'17	Y-oY
Revenue	6.2	10.8	14.0	17.3	6.2	5.9	5.6%
Other Operating Income	1.2	-0.6	6.1	-2.4	0.0	0.0	--
Net Sales	7.3	10.2	20.0	14.9	6.2	5.9	5.6%
Operating expenses	6.2	8.4	17.2	11.2	4.4	4.7	-7.0%
EBITDA	1.2	1.8	2.9	3.7	1.8	1.1	57.9%
EBITDA margin	15.8%	17.8%	14.4%	24.6%	29.1%	19.5%	--
Depreciation	0.4	0.6	1.2	1.3	1.0	0.4	115.9%
Other Income	0.0	0.0	0.0	0.0	0.1	0.0	--
Interest	0.2	0.4	0.5	0.8	0.4	0.3	59.3%
PBT	0.5	0.9	1.2	1.6	0.5	0.4	20.9%
Tax Expenses (Credits)	0.0	0.0	0.6	0.6	0.1	0.1	66.7%
PAT	0.5	0.84	0.62	1.03	0.42	0.37	13.5%
PAT Margin	6.8%	8.2%	3.1%	6.9%	6.8%	6.3%	--

Balance Sheet

Rs Cr	Mar'17	Sep '17
Share Capital	8.4	11.5
Reserves	1.9	19.0
Shareholders' Funds	10.3	30.4
Secured Loans	2.8	5.0
Deferred Tax Liabilities	0.2	0.2
Long Term Provisions	0.2	0.0
Total Non-Current Liabilities	3.2	5.2
Trade Payables	1.7	1.8
Other Current Liabilities	3.1	2.3
Short Term Borrowings	0.6	1.0
Short Term Provisions	4.0	3.0
Total Current Liabilities	9.4	8.1
Total Liabilities	22.9	43.7

Rs Cr	Mar'17	Sep '17
Fixed Assets incl. CWIP	6.0	5.1
Long Term Loans & Advances	0.0	4.8
Other Non Current Assets	--	5.8
Total Non-Current Assets	6.0	15.7
Inventories	4.4	3.0
Sundry Debtors	12.3	6.2
Cash and Bank	0.0	8.5
Short term Loans and Advances	0.2	10.3
Other Current Assets	0.0	0.1
Total Current Assets	16.9	28.1
Total Assets	22.9	43.7

Annexure: Key Products and Solutions



GloDIGITALL

Fully integrated solution for any Pharma company

GloDigitAll Suite is the industry's first platform that combines **closed loop marketing, sales force automation** and **mobile device management** integrated with mobility device.



Medical Rep

Organizing
Planning
Reporting
Expense
Analytics

Sales & Marketing Manager

Organizing
Planning
Reporting
Expense
Analytics

Administration

Master Data
Management
Ad-hoc

Utility

Utility Features

Human Resource

Joining
Salary & Payments
Policies
Exit

GloKIOSK

Redefining Mobility

Can be implemented anywhere to acquire customers, educate customers and for marketing purposes

The end usage of GloKIOSK is not only limited to Pharma domain but finds its applications in BFSI and Education sectors as well

End to end turnkey support, PAN India

GloKIOSK



Touch Screen –
Multi Touch HD
Display

Up to 3 Year onsite
warranty

Voice & Video call
features

Material – Stainless
Steel/ Fiber Plastic

Anti-Theft Features

Pharma: DOCEXA

Integrated platform to connect doctors, patients & companies



Multichannel Marketing Platform, DocExa is aimed at enabling the Doctor community to make the most well informed decision for all patients. For the Pharma companies, this is a platform for direct connect with the doctors

Marketing Spend Rationalization

Direct Doctor Connect

Call Validation/Mass Outreach

Scientific Material Distribution & Management

Mass CRM Outsourcing Platform

Campaign/Survey Management

Rate The Rep

Detailing on Demand

Billing Support

Guidelines Adherence

As per UCPMP

Medico-Legal Consulting

Pharma Co Vigilance – ADR Filing

Other Services

Strategic KOL Management

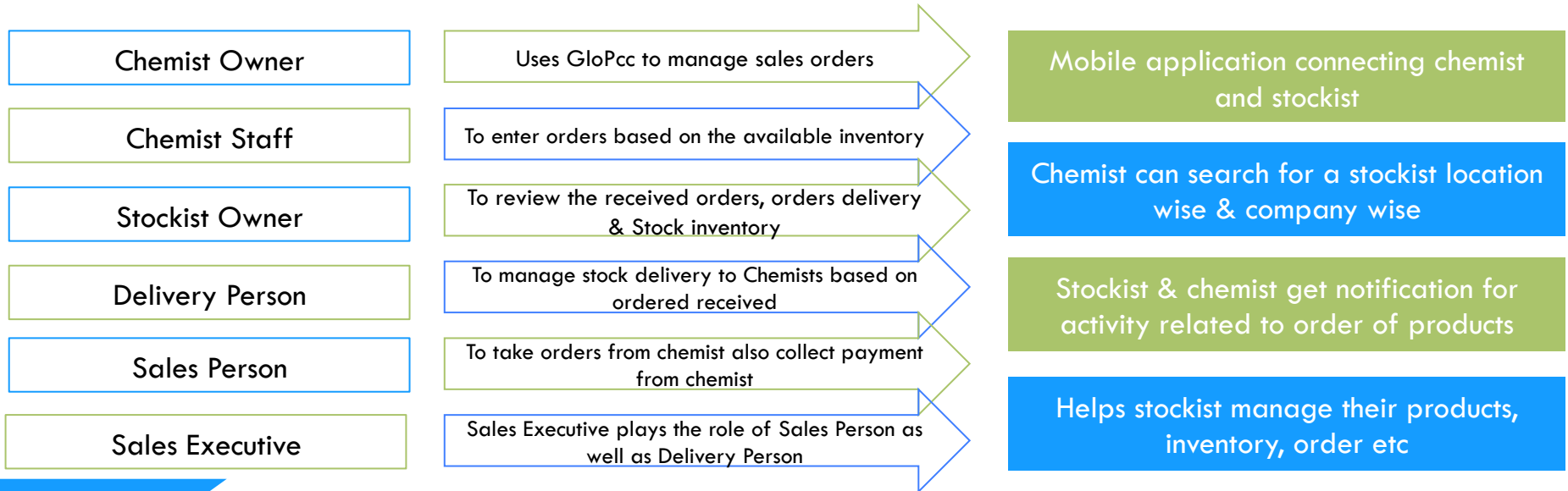
ROI Measurement

Analytics & Market Research

Pharma:GloPCC

All-integrated channel management solution for stockist & chemist

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



BFSI: GloRMSS

Remote Monitoring & Security Solution for End-Point Devices

Remote Auto Shutdown and Isolation of Network in case of any security breach including ransomware attack!

Single-click remote updation of Static IPs of end point devices

Automated security threat alerts by email to Admins

Remote Windows Patch and Application update

Multifactor Biometric Authentication

GloRMSS

Fingerprint



Face



Voice



BFSI: GloBIOM

Biometric Finger Print Sensors

High Speed Recognition (Industry best at <3ms)

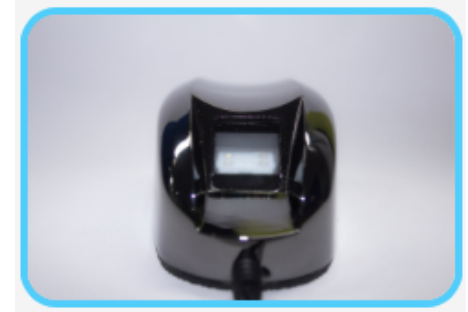
Industry's best High Fidelity (Low Noise – High Resolution) Optical Imaging technology supporting 508DPI

Local Storage of 394 encrypted prints

Algorithms for authentication of finger prints

Overall response < 400 ms

GloBIOM



Contact Us

GlobalSpace Technologies
Aruna Pradeep
Corporate Communications
aruna.pradeep@globalspace.in

Credo Advisors (Investor Relations advisors)
Ms. Pooja Dokania / Mr. Rajeev Menon
pooja@credoadvisors.in / rajeev@credoadvisors.in
+91 9920063991 / +91 9820240512