

15<sup>th</sup> June, 2018

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

**Subject:** Investor Presentation by the Company in regards to Overview of Company and Financial Highlights.

**Scrp Code:** 540654

Sir/Madam,

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing and Disclosure Requirements)Regulation , 2015, we give advance intimation to inform the stock exchange that the Company wishes to make Investor Presentation in regards to company products, different verticals ,acquisition 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**

**Mem No.:** A44529

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

Cloud

Mobility

Big Data

AI

Robotics



**GlobalSpace**

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

INVESTOR PRESENTATION | June 2018

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# Agenda

H2FY18 & FY18 Highlights & Key Updates

04

Company Overview

09

Pharma & Healthcare Vertical

15

Education & Robotics Vertical

21

BFSI Vertical

27

Annexure

31

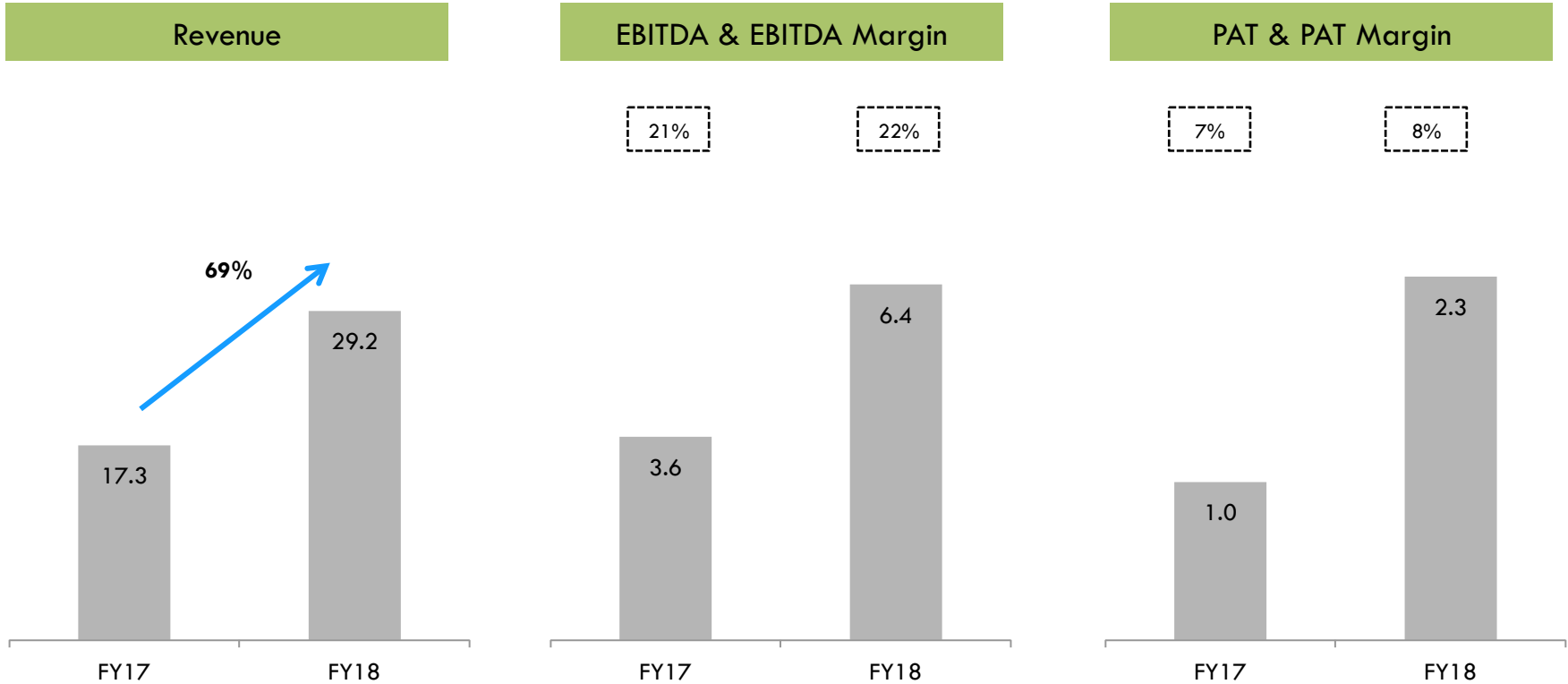


## **H2FY18 & FY18 Highlights & Key Updates**

# FY18 Profitability Highlights

Robust top-line and bottom-line growth

Rs Crs





# Profit & Loss Statement

Rs Cr	H1'FY18	H2'FY18	YoY (%)	FY17	FY18	YoY(%)
<b>Net Sales</b>	<b>6.2</b>	<b>23.0</b>	<b>271.4%</b>	<b>17.3</b>	<b>29.2</b>	<b>68.7%</b>
Operating expenses	4.37	18.6	324.5%	13.7	22.9	67.3%
<b>EBITDA</b>	<b>1.8</b>	<b>4.4</b>	<b>144.0%</b>	<b>3.61</b>	<b>6.4</b>	<b>74.0%</b>
<i>EBITDA margin</i>	<b>29.4%</b>	<b>19.3%</b>	--	<b>20.9%</b>	<b>21.5%</b>	--
Depreciation	0.94	1.2	27.7%	1.3	2.1	64.6%
Other Income	0.01	0.1	--	0	0.1	--
Interest	0.43	0.5	4.7%	0.7	0.9	24.3%
<b>PBT</b>	<b>0.5</b>	<b>2.9</b>	<b>534.8%</b>	<b>1.61</b>	<b>3.4</b>	<b>111.8%</b>
Tax Expenses (Credits)	0.1	1.0	--	0.6	1.1	78.3%
<b>PAT</b>	<b>0.4</b>	<b>1.9</b>	<b>365.9%</b>	<b>1.03</b>	<b>2.3</b>	<b>127.2%</b>
<i>PAT Margin</i>	<b>6.6%</b>	<b>8.3%</b>	--	<b>6.9%</b>	<b>8.0%</b>	--

# Balance Sheet

Rs Cr	Mar'17	Mar '18
Share Capital	8.4	11.5
Reserves	1.9	21.0
<b>Shareholders' Funds</b>	<b>10.3</b>	<b>32.4</b>
Secured Loans	2.8	3.0
Deferred Tax Liabilities	0.2	0.4
Long Term Provisions	0.2	0.4
<b>Total Non-Current Liabilities</b>	<b>3.2</b>	<b>3.7</b>
Trade Payables	1.7	3.5
Other Current Liabilities	3.1	6.0
Short Term Borrowings	0.6	1.9
Short Term Provisions	4.0	0.0
<b>Total Current Liabilities</b>	<b>9.4</b>	<b>11.4</b>
<b>Total Liabilities</b>	<b>22.9</b>	<b>47.5</b>

Rs Cr	Mar'17	Mar '18
Fixed Assets incl. CWIP	6.0	13.1
Long Term Loans & Advances	0.0	2.6
<b>Total Non-Current Assets</b>	<b>6.0</b>	<b>15.7</b>
Inventories	4.4	1.1
Sundry Debtors	12.3	19.0
Cash and Bank	0.0	9.5
Short term Loans and Advances	0.2	2.1
Other Current Assets	0.0	0.2
<b>Total Current Assets</b>	<b>16.9</b>	<b>31.9</b>
<b>Total Assets</b>	<b>22.9</b>	<b>47.5</b>



# Key Updates

- **Acquisition of stake in Miljon Medi-App LLP**

- Medi-App is the only platform connecting all constituents in the pharma distribution chain
- Presently 9,000 chemist on board
- GlobalSpace has acquired 70.8% stake in the firm and will be providing technology platform to MediApp which is currently based on a third party platform

- **Strategic tie-up with Makeblock, leading Robotics company to promote STEM education in India**

- Exclusive partnership to promote STEM based learning through Makeblock's educational DIY robotic kits in India
- Robotic kits are based on a science, technology, engineering and mathematics (STEM) concept that allows children to build their own robots and program them with ease using a computer, a tablet or a smartphone
- Kits are available in basic, intermediate and advanced levels of difficulty to suit the varied needs of learners

Innovation

Cloud

Technology Platform

Robotics

Artificial Intelligence

Solutions

Stem Learning

Mobility

Big Data

Digital Transformation

# Company Overview

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# Company Overview

Digital transformation leveraging disruptive technologies

**Vertical** focused  
**software product**  
platform & solutions

Headquartered in  
Mumbai, **listed on BSE**  
**SME Platform 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)**

# 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**  
CEO, Digital Health

- 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







# Pharma & Healthcare Vertical

# Market Opportunity

Technology adoption a must to address the healthcare gap in emerging economies including India

Only one doctor per 1,700 citizens in India

World Health Organization stipulates a minimum ratio of 1:1,000

1.3 hospital beds per 1,000 population in India

World Health Organization stipulates a minimum of 3.5 per 1,000

Paper-based record keeping system leading to delay in diagnosis, loss of info

In developed countries, 90% doctors are now storing patient records in digitally

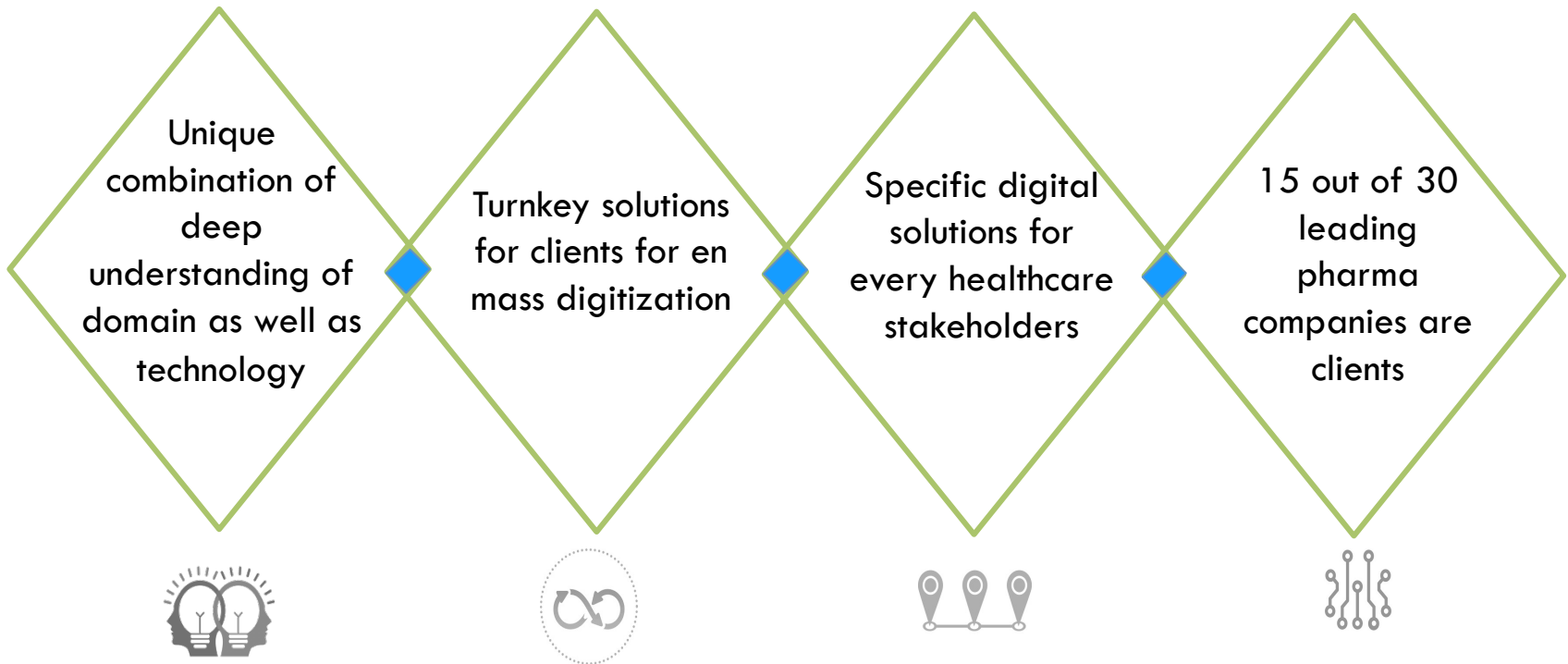
Poor accessibility: 80% of doctors located in urban areas, serving 28% population

In developed countries, higher integration through technology

**Accessibility remains the largest concern for Healthcare in India with large parts of the country having limited access to healthcare. Technology adoption (currently less than 1% of the total healthcare market), to improve connectivity and accessibility**

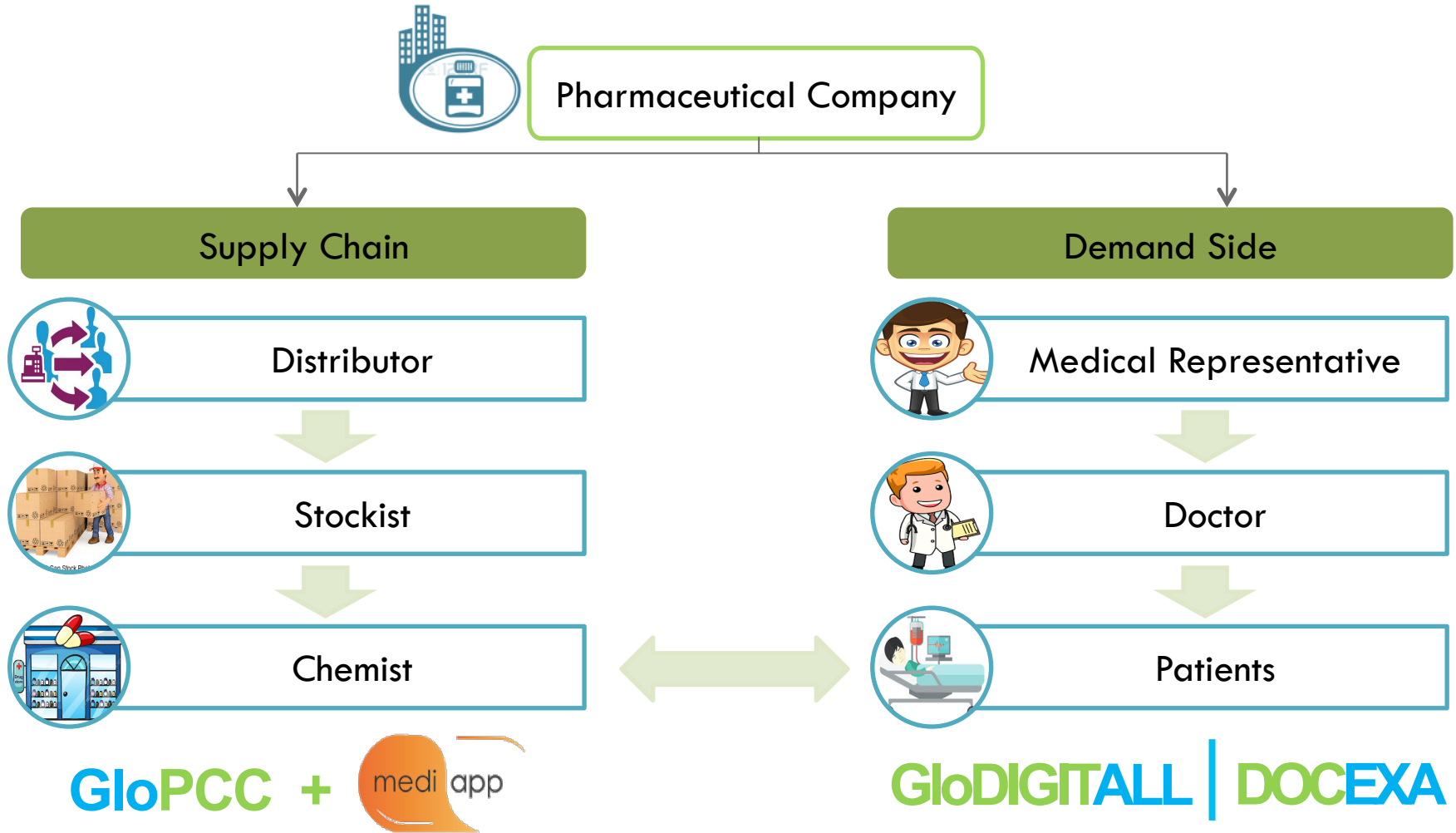
# Strengths & Drivers

End-to-end provider of pharma and healthcare solutions



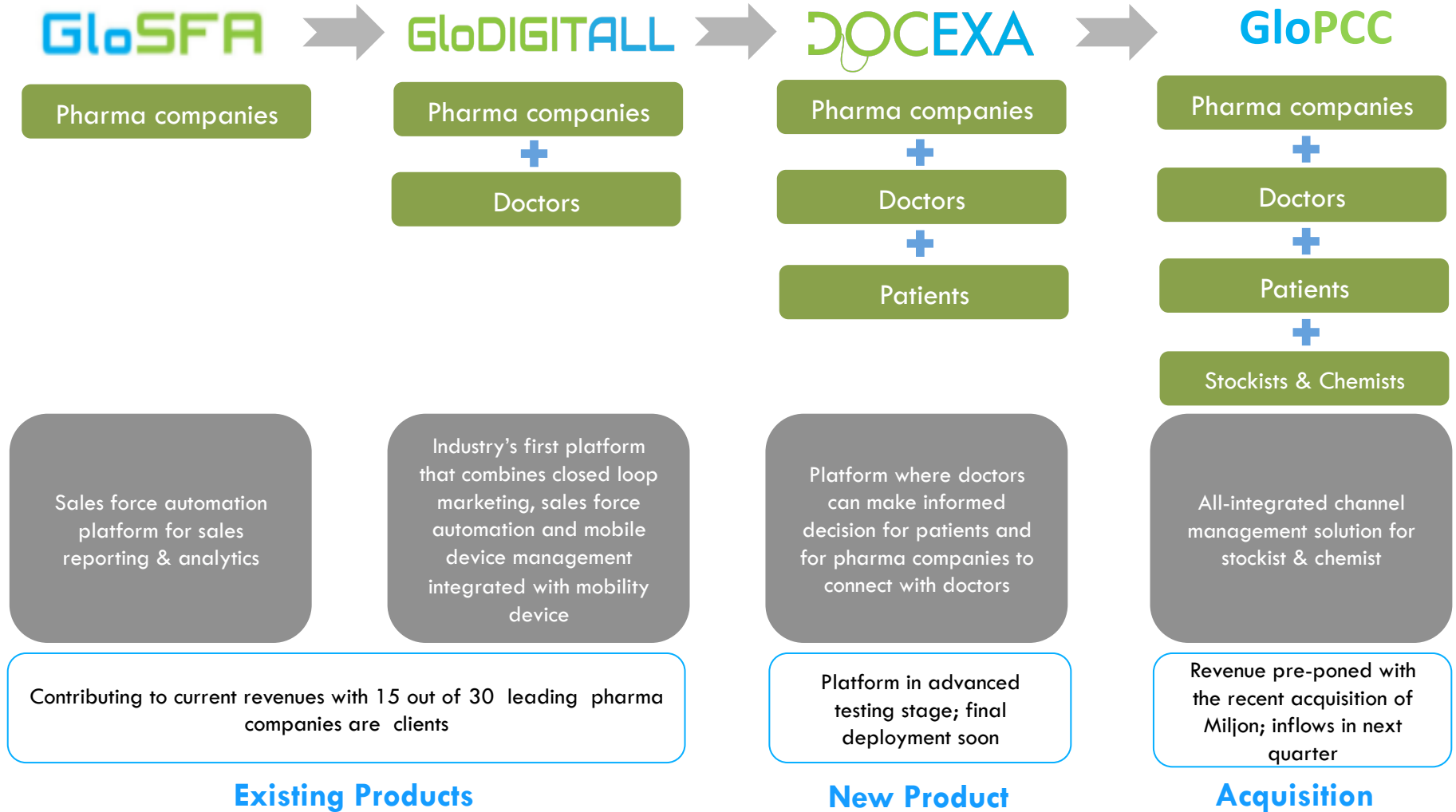
# Leading a 360 degree digital transition

Solutions basket for the entire Healthcare ecosystem



# Evolution of Products

Moving up the chain in terms of offerings for all stakeholders



# Strategic Acquisition



- Miljon Medi App ('Miljon') is founded by Mr. John Kuriakose and Mr. Akshay Jain
- Medi App is a B2B platform connecting the whole channel on one platform i.e, pharma companies (presently IPCA), distributors, stockist and retail chemists.
- Currently, 9,000 customers on boarded on the platform
- Miljon was maintaining the front end of the system, however, the back-end database was managed by a third party for which a monthly fee was charged depending on the customers slabs
- Every addition in the channel lead to increased cost and to circumvent this Miljon entered into a strategic partnership with GlobalSpace by offering 70.8% stake.
- Globalspace will provide GloPCC to Miljon based operation

## Synergies

Saving on fees paid to third party

Tech platform by pharma expert

Dedicated platform = higher security

Flexibility in customization

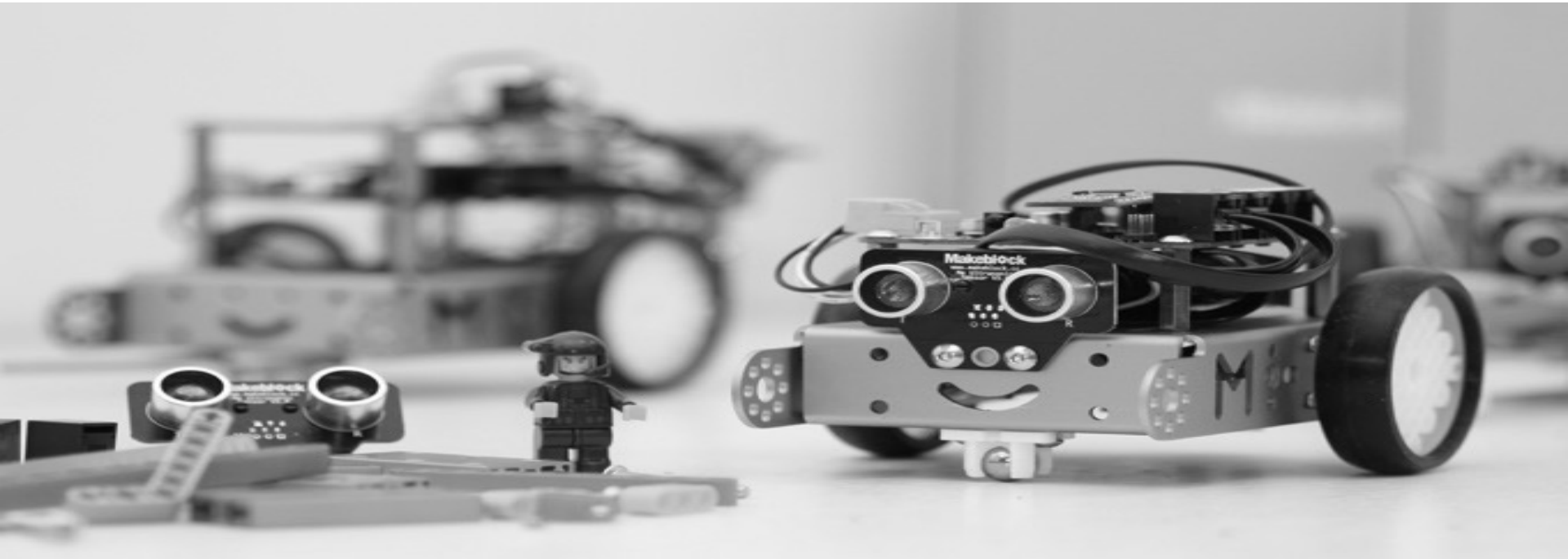
Total control

Scalability

Ownership of database

Improved performance & reliability

It is the vision of the company to reach out the end consumer of the chain, bring doctors and patients under the platform & provide an end-to-end solution



# Education & Robotics Vertical



# Market Opportunity

STEM education adoption in schools in India still at a nascent stage

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; ~2500 schools would be provided with Tinkering labs in the next 2 years

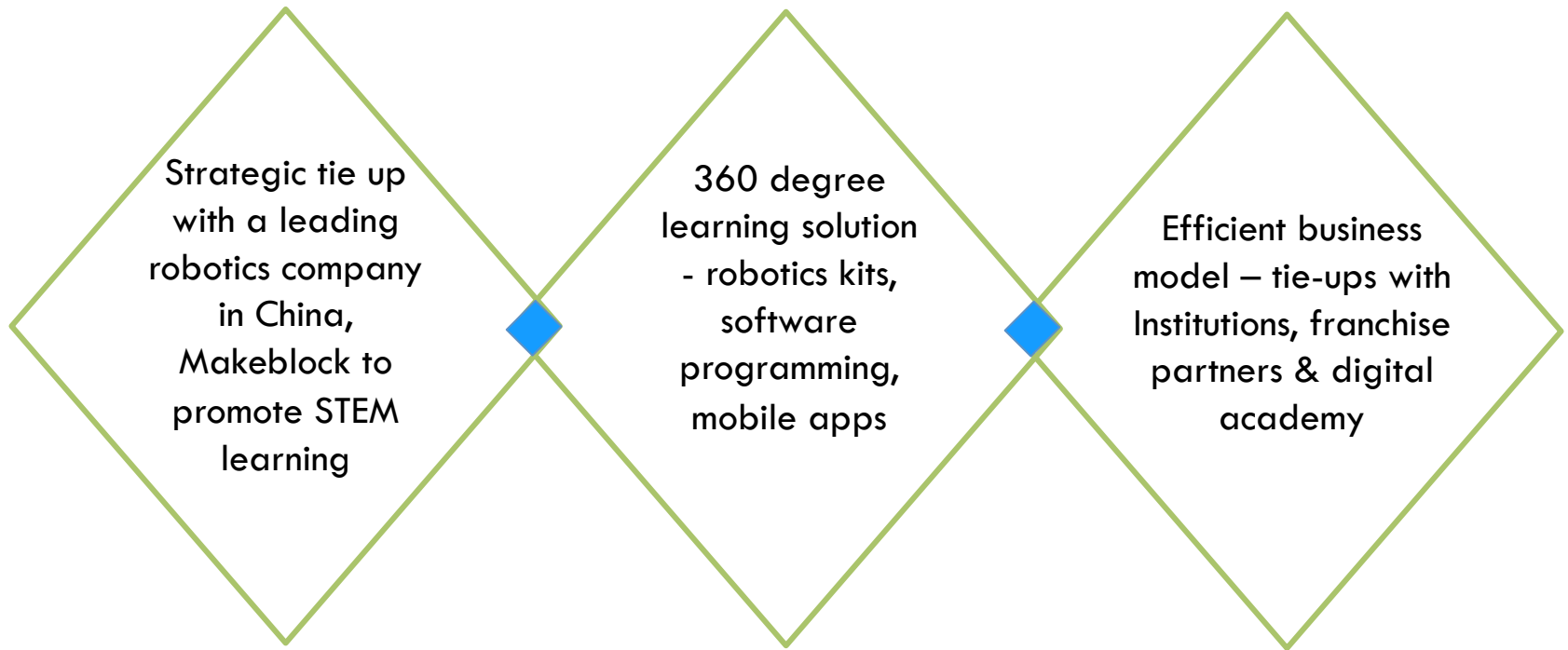
AICTE has made it mandatory for first year engineering students to study big data analytics, artificial intelligence with robotics in their four year undergraduate programme

According to the National Science Foundation, it is predicted that 80% of the jobs created in the next decade will require some form of math and science skills

**The biggest challenges involved in the implementation of STEM education in schools in India is to design infrastructure, curriculum and to provide kids the best guidance and support. An end-to-end STEM learning solution for schools including kits, training, etc., to improve adoption**

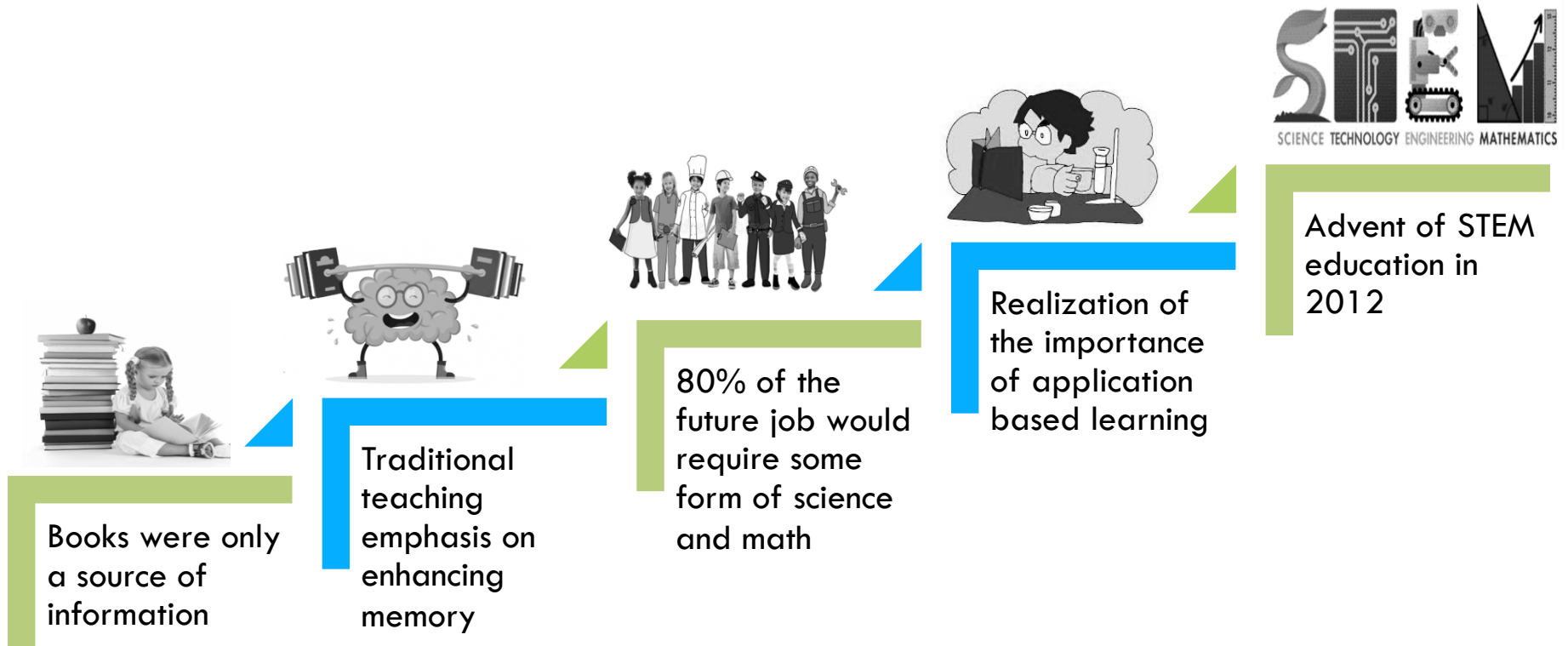
# Strengths & Drivers

Early mover in underpenetrated STEM learning market in India



# The Evolution of STEM Learning

Strategic tie-up to tap the growing market



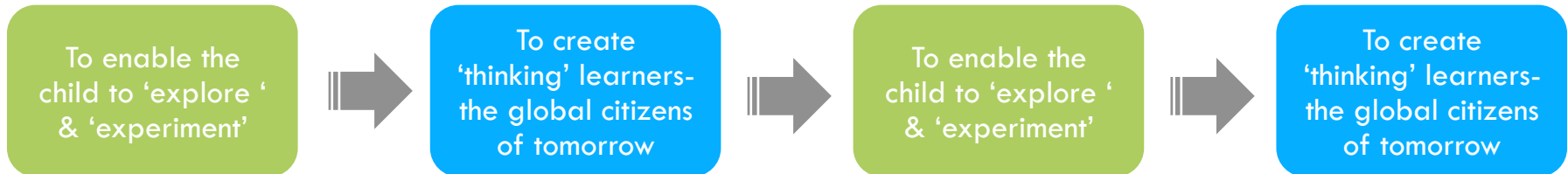
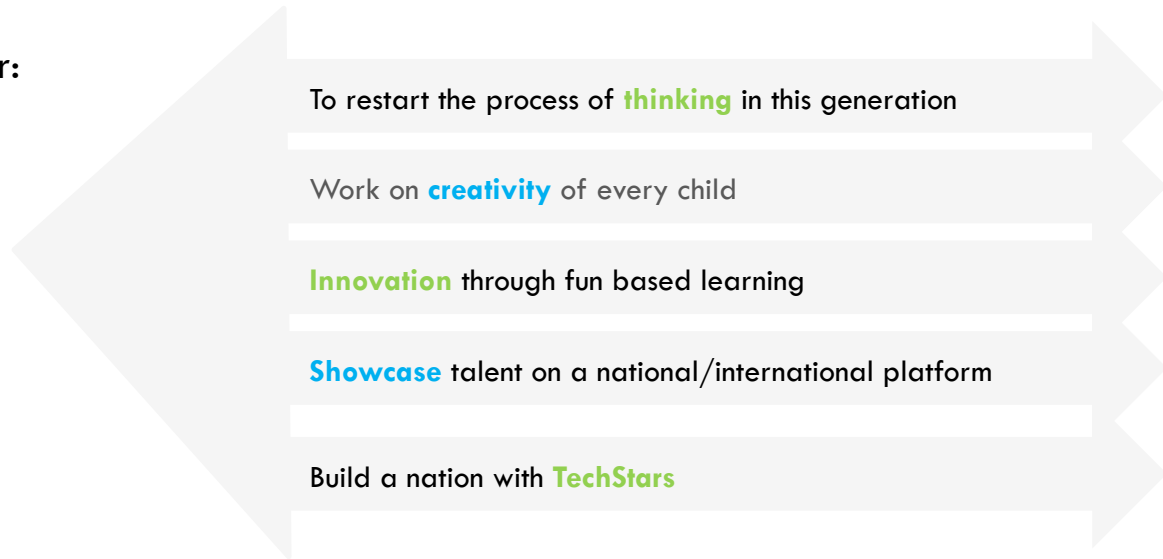
**GlobalSpace has strategic tie up with Makeblock, a leading China based Robotics company to promote STEM based learning education through Makeblock's educational DIY robotic kits in India**

# Learning Curve of Global Space

Complete learning solution

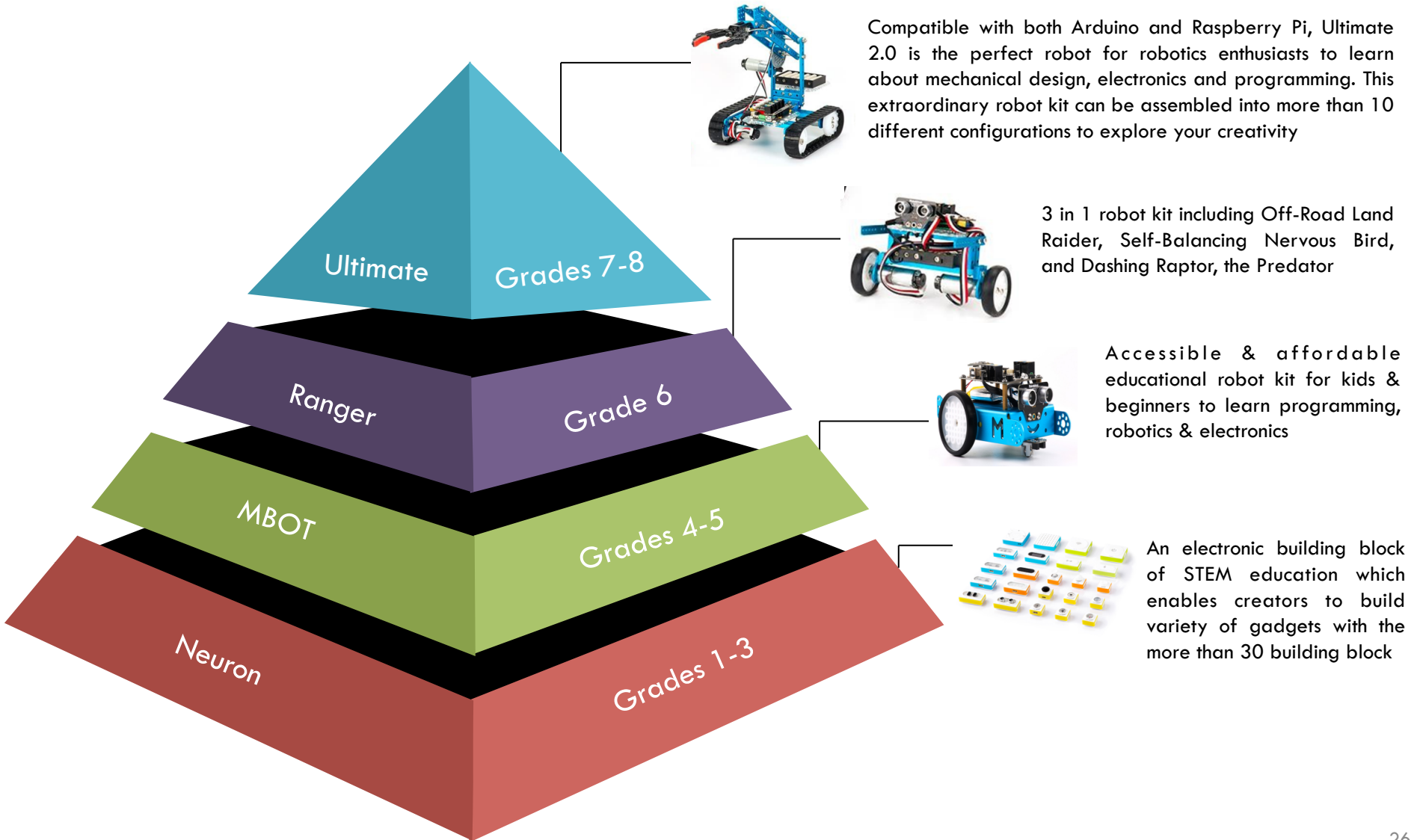
- ✓ Setting up STEAM labs in schools for:
  - Internet of Things (IOT)
  - Robotics
  - Artificial Intelligence (AI)

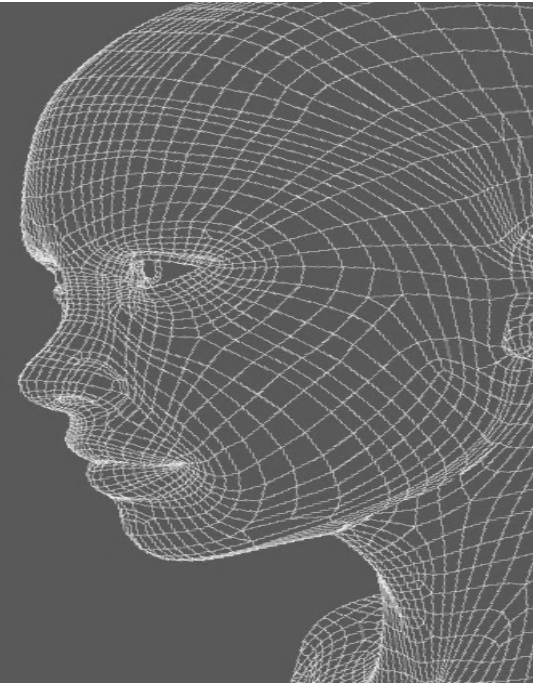
- ✓ STEAM labs and complete turnkey solution for schools
  - Robotic & IOT kits
  - Curriculum and certification
  - Dedicated trainers per school
  - Worksheets and evaluations



# Product & Curriculum Preview

Robust curriculum targeting larger audience





# 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

Within cyber security, end point security becoming more and more relevant increasing incidents of cyber-attacks on IT networks around the world

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

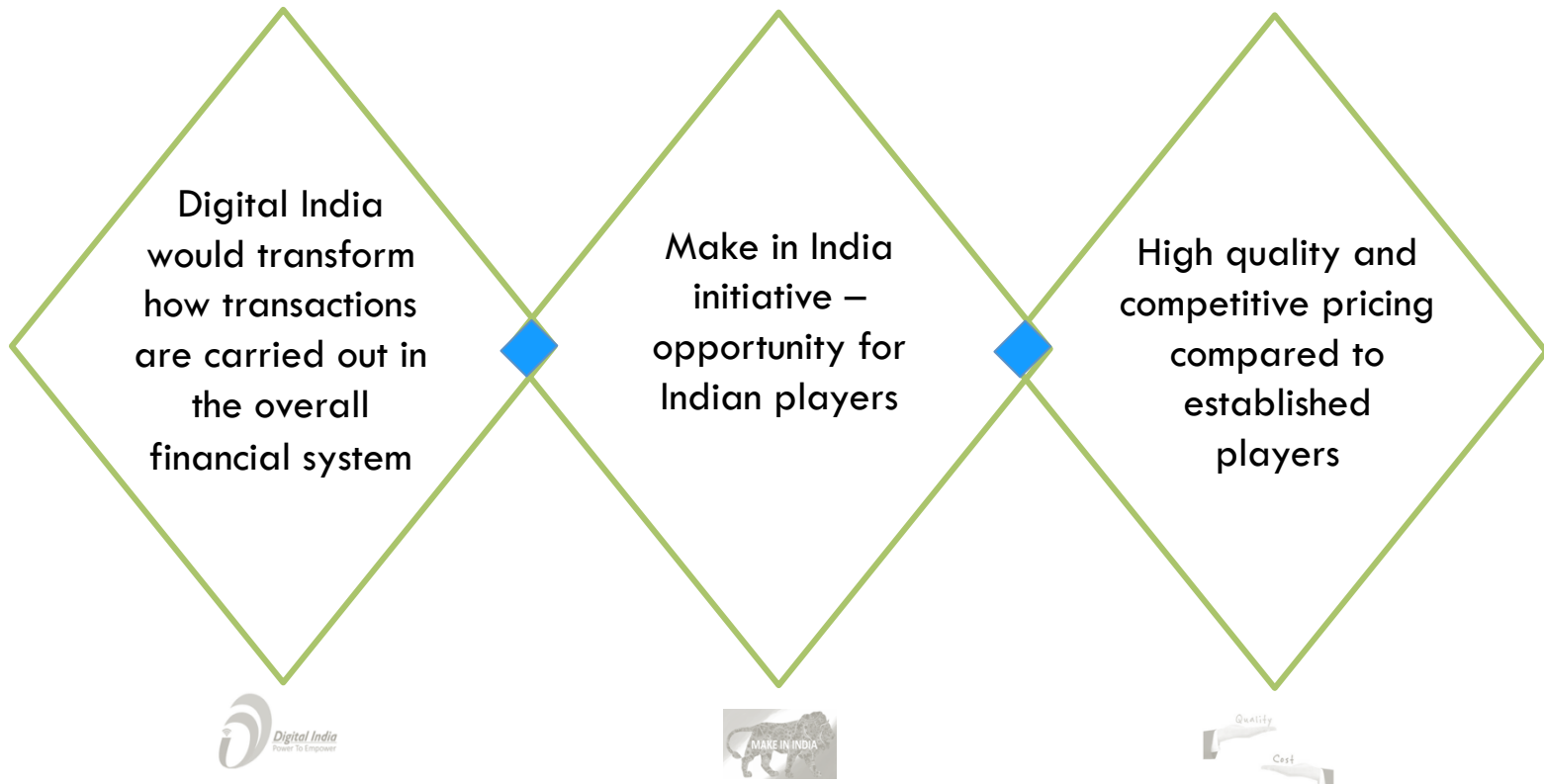
According to the RBI Report in 2016-17 there are 2,22,475 ATMs and 25,29,141 Point of Sale devices (POS) all of which need to be secured

**The BFSI segment holds the largest share of the endpoint security market due to critical need for securing customers' financial data, leading to the high adoption of network security solutions by organizations**



# 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



# Annexure



# 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

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

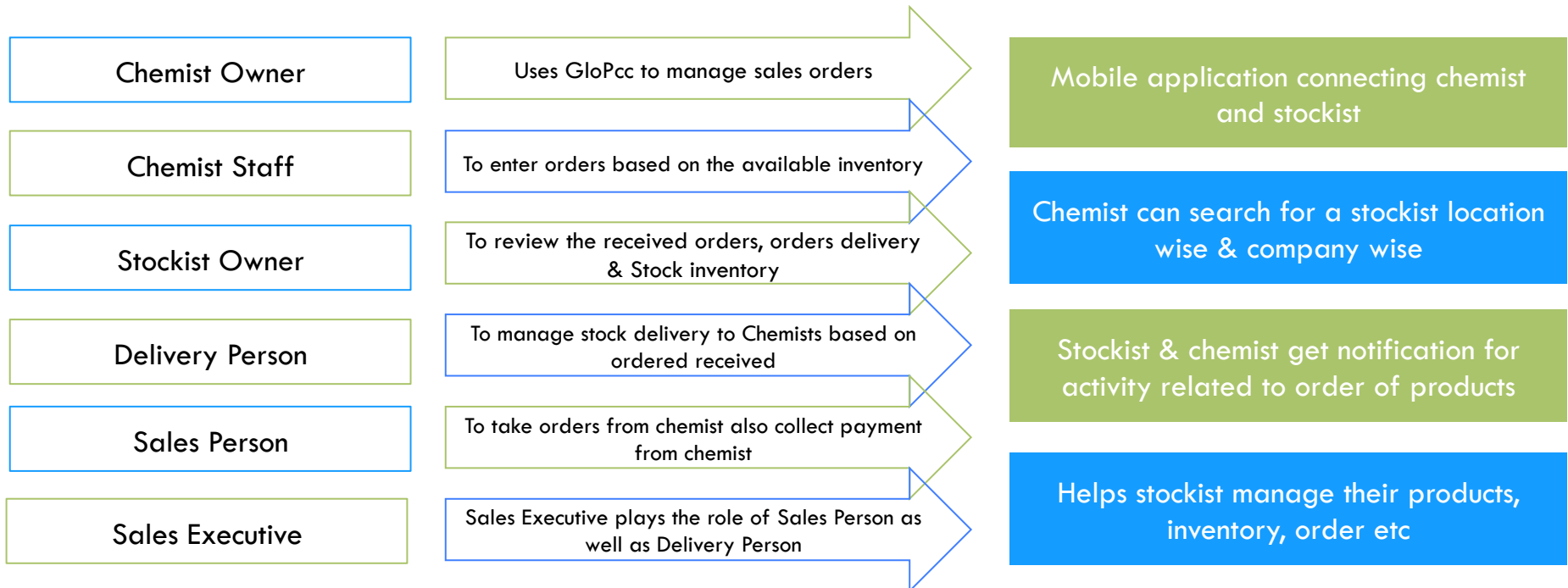
ROI Measurement

Analytics & Market Research

## 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.

GloPCC





# 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



# 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



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