



Date: June 6, 2024

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

Scrip Code: 538734

Subject: Submission of Press Release and Investor Presentation on Financial Results for the quarter and Financial Year ended on March 31, 2024

Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015, as amended, please find enclosed herewith the press release on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended March 31, 2024, and Investor Presentation.

This Press release and Investor Presentation is being made to answer / clarify various investor queries the Company has received /is receiving in respect of the Audited Standalone and Consolidated Financial Results of the Company for the quarter and financial year ended March 31, 2024, declared by the Company on May 27, 2024.

Request you to please take the above information on records.

Thanking You,
For Ceinsys Tech Limited

Pooja Karande
Company Secretary &
Compliance Officer
Membership No. A54401
Place: Nagpur

Encl: As above

CEINSYS TECH LTD REPORTS HIGHEST EVER ANNUAL RESULTS IN FY 24:

CONSOLIDATED REVENUE OF INR 2,529 MN ; PAT INR 350 MN

CLOSING FIRM ORDER BOOK ON 31ST MARCH 2024- INR. 7100 MN

June 6th 2024: Ceinsys Tech Ltd. {BSE: 538734}, announced its results for the fourth quarter and financial year ending 2023-24 on May 27th, 2024.

Q4-FY24 Consolidated Financial Performance:

Revenue INR 783 Mn <i>YoY Growth: 7.26%</i>	EBITDA INR 123 Mn <i>YoY Growth: (43.58)%</i>	EBITDA Margin 15.71 % <i>YoY Growth: (1415) Bps</i>	PAT INR 116 Mn <i>YoY Growth: (45.28)%</i>
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FY24 Consolidated Financial Performance:

Revenue INR 2,529 Mn <i>YoY Growth: 15.22%</i>	EBITDA INR 441 Mn <i>YoY Growth: 39.12%</i>	EBITDA Margin 17.44% <i>YoY Growth: 300 Bps</i>	PAT INR 350 Mn <i>YoY Growth: 13.27%</i>
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Q4-FY24 Operational Highlights:

- As compared to Q4 – FY23, Revenues growth in Q4-FY24 was around 7% YoY, primarily due to a higher than usual revenue recorded in Q4-FY23, driven by a billing of a completed contract in the previous quarter on the services vertical, for which the milestone to raise invoice was deferred to Q4- FY 23. The Revenue for the FY 24 though was higher by 15% as compared to Revenue for the FY 23.
- Similarly, as compared to Q4-FY 23, Decline in margins in Q4-FY24 were primarily due to two reasons; i. higher billing resulting in higher than normal EBITDA margins of 30% in Q4-FY23 ii. Deferred billing of a large contract in Q4-FY24 to the next quarter. The EBIDTA margins for the FY 24 were higher at 17.44% as compared to that of 14.44% recorded in FY 23.

Financial Statements:

Results for the quarter ended March 31, 2024, prepared under Ind AS, along with segment results, are available in the Investor Relations section of our website <https://www.ceinsys.com/investors/> .

About Ceinsys Tech Limited:

Ceinsys Tech Ltd. (BSE: 538734) is engaged in providing value added Solutions for various segments into SMART CITY solutions and Software under the ITES business segment and is primarily dealing in providing Geospatial, Enterprise & Engineering Services and software products. 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.

Media Release



The Manufacturing 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 Manufacturing sectors, globally. 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.

Contact Information:

Investor Relations Representative:

Mr. Anuj Sonpal

Valorem Advisors

Tel: +91-22-4903-9500

Email: ceinsys@valoremadvisors.com



Investor Presentation

June 2024



25 Years
of Proven Performance



200+ Customers
40% business from
Repeat Customers



1000+
Dedicated and technically
qualified employees



**Pure-Play
GIS and MF
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



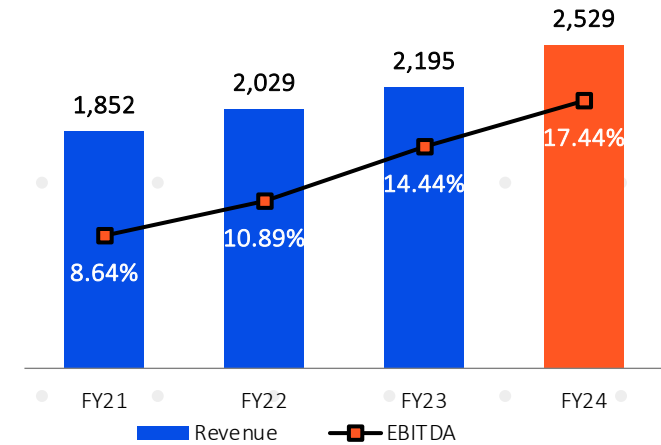
16%
FY24
ROCE

A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a deep blue color palette. Numerous vertical lines of varying lengths and colors (blue, purple, pink) extend from the city below towards the top of the frame, each ending in a small, glowing dot. These lines create a sense of connectivity and data flow. The city buildings are illuminated with various lights, including warm yellow and white lights from windows and streetlights, and cooler blue and purple lights from architectural lighting. The overall atmosphere is futuristic and high-tech.

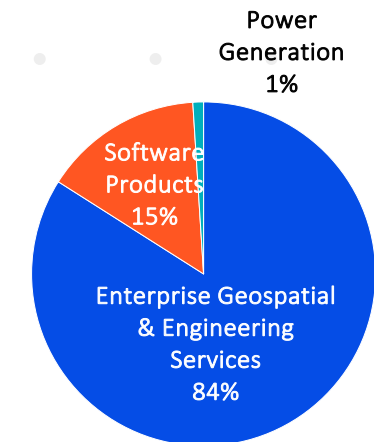
Company Overview

- 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 “Manufacturing 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 Manufacturing 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 Manufacturing 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.

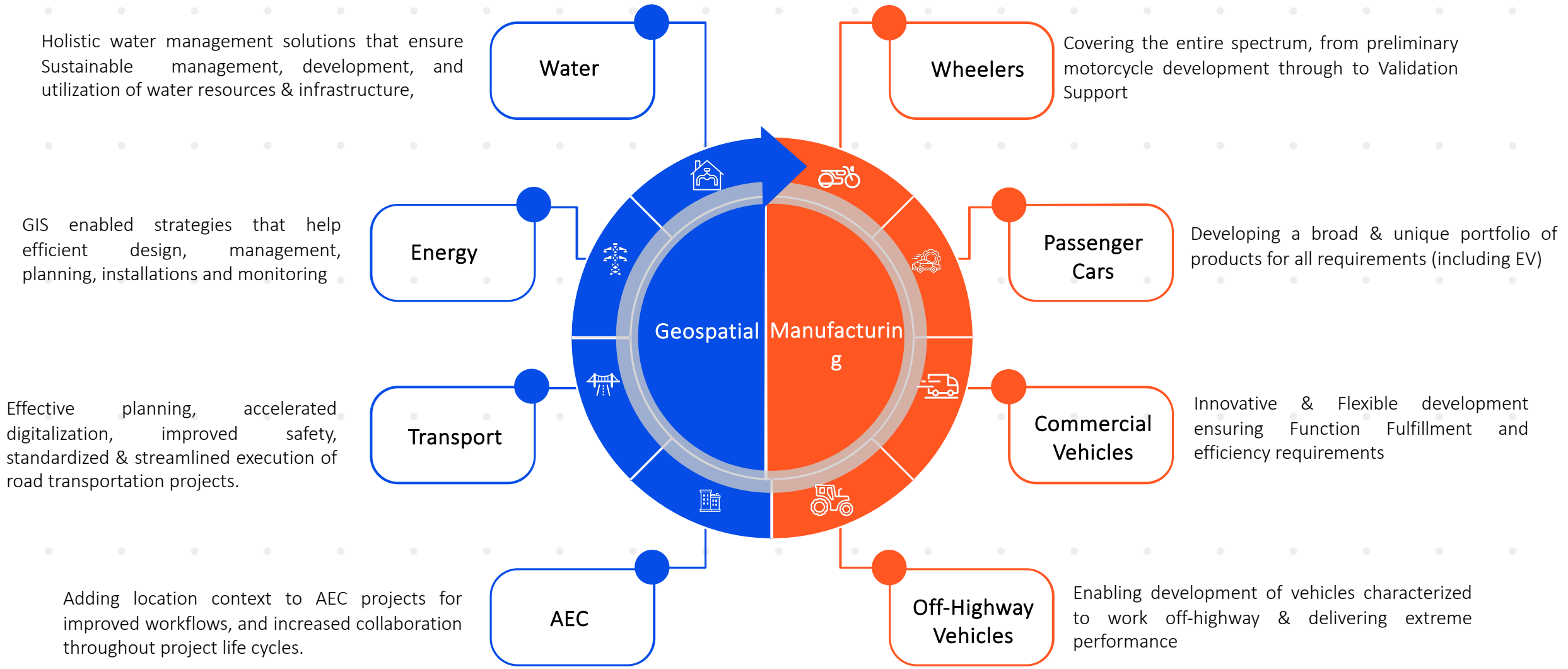
Business Performance *
Operational Revenue (INR Mn) and EBITDA Margins (%)



FY24 Revenue Break Up (%)



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





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.



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 - Jt. CFO

Mr. Samir Sabharwal, Jt. 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, Energy

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. 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. 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.



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.



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



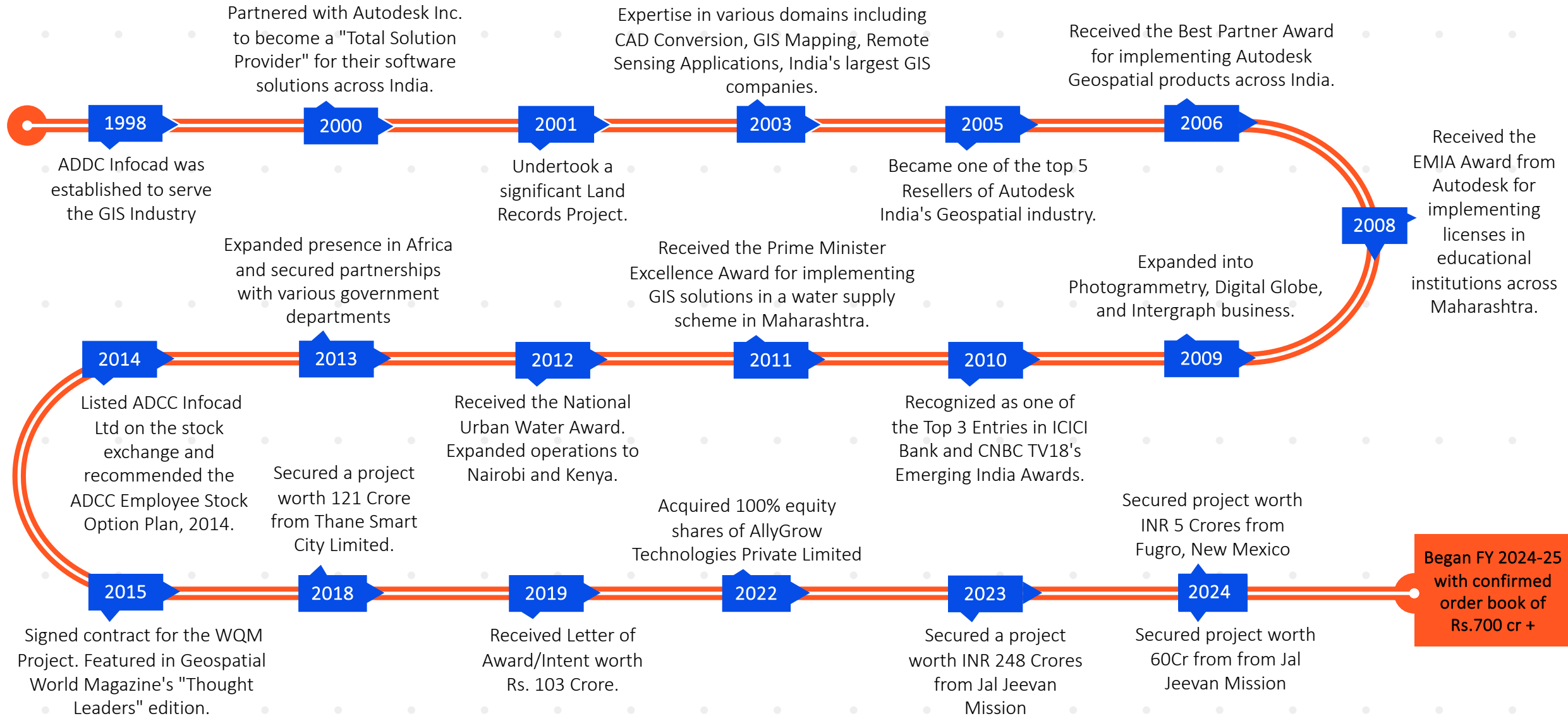
Training efficiency Index: 100%
Employee Satisfaction score- 3.9/5



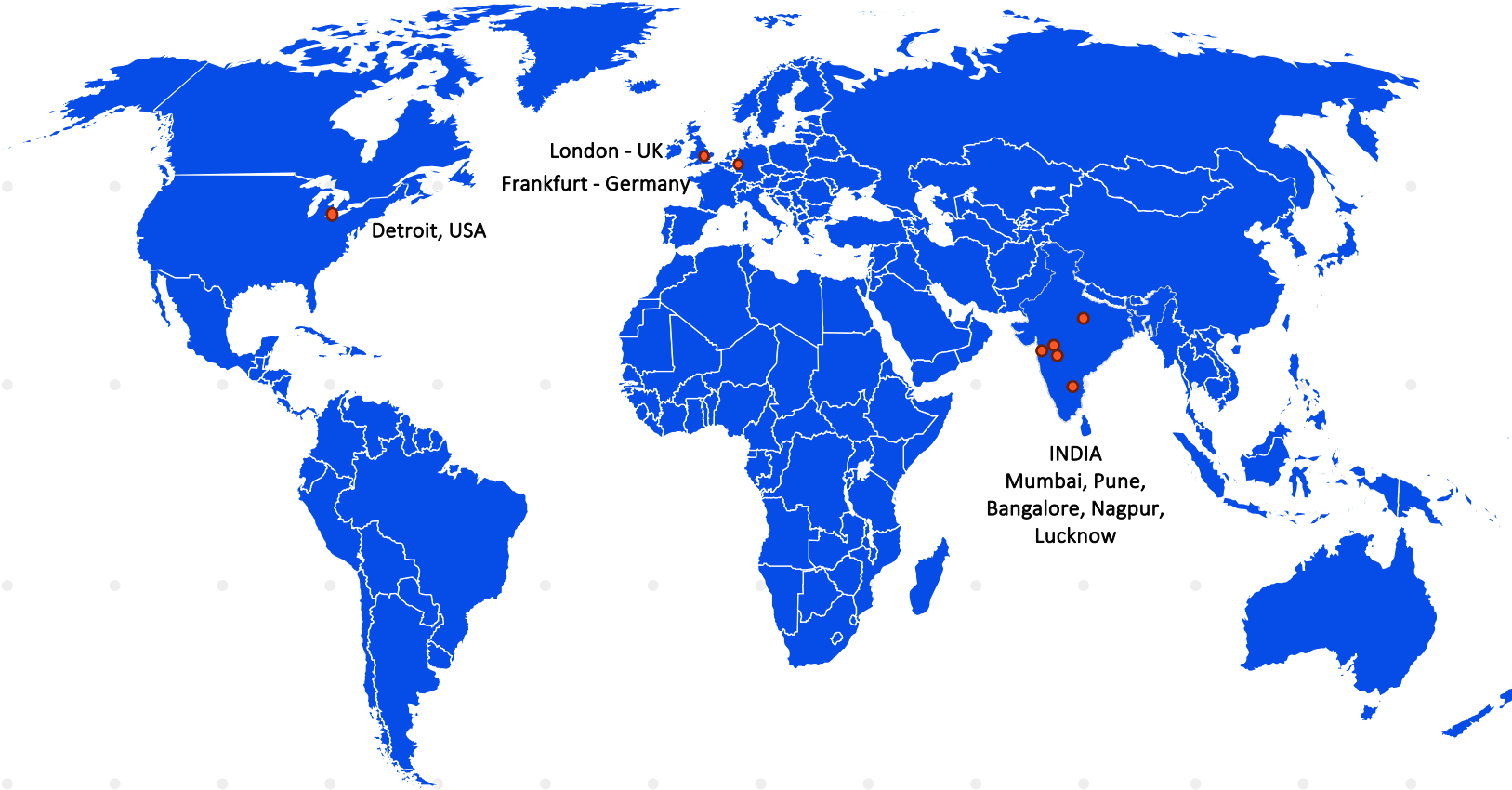
We commit to client partnership

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

Key Milestones

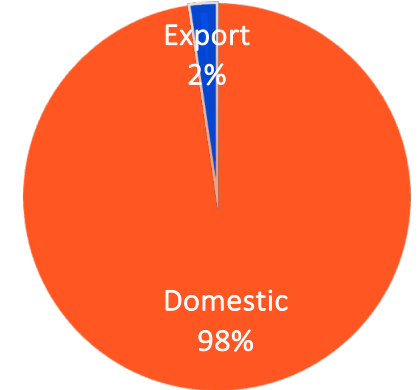


● Global Locations

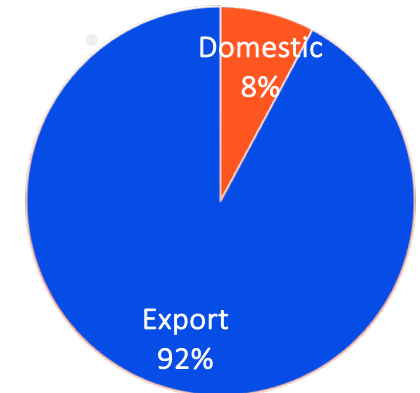


Revenue Split – FY24

GEOSPATIAL



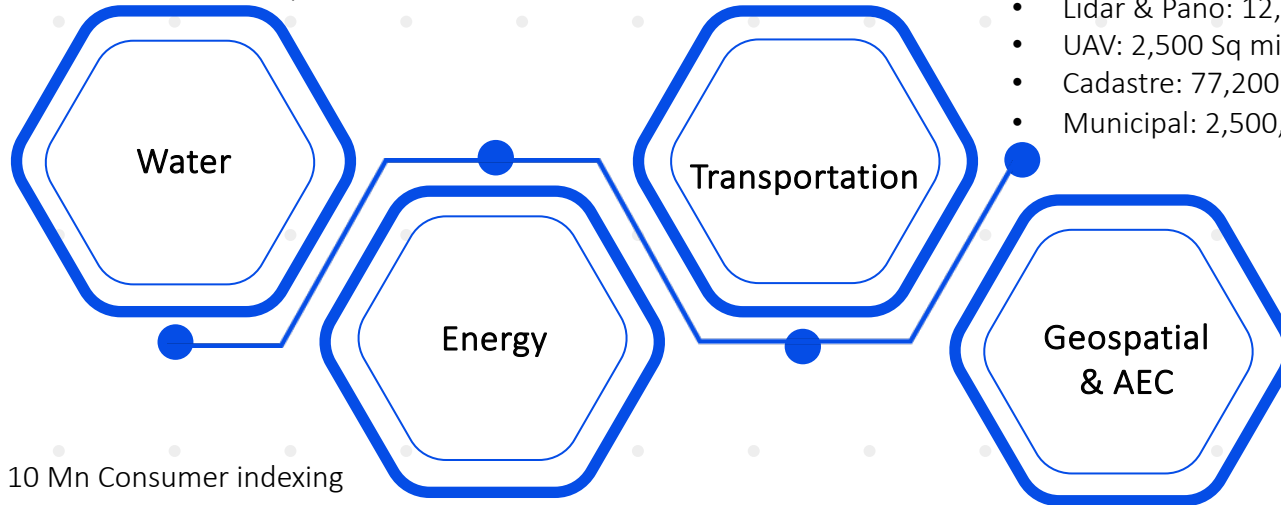
MANUFACTURING



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

Geospatial

- 30+ Mn Population Impacted across 5118 Villages & 279 Towns
- 35+ Treatment Plants & 375+ Reservoirs Serviced
- Water Network: 31,024 Miles
- Area Serviced 1190 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

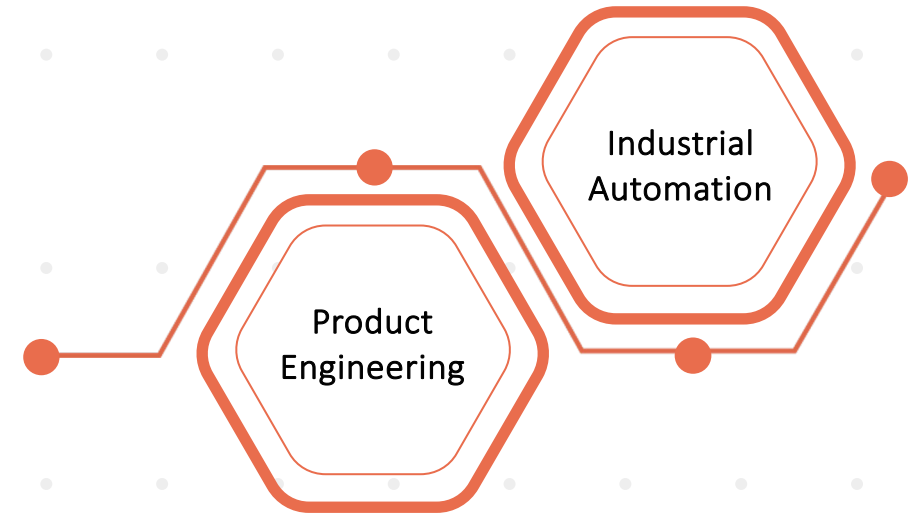
- Point Cloud: 20 Mn
- Scan to Model: 3,230k+ Sq Ft
- Enterprise GIS
- Digital Project Mgmt System
- Decision Support Systems

Segments



Manufacturing

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



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

Segments

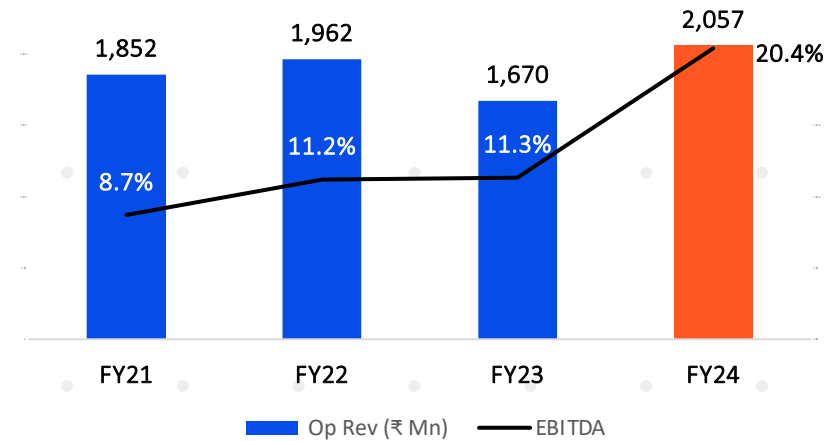


A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a dark blue sky and a dense array of skyscrapers, many of which are illuminated with warm yellow and white lights. Overlaid on this scene are numerous vertical lines of varying heights and colors (blue, purple, pink) that extend from the ground level up to the top of the frame. Each line is topped with a small, glowing dot, creating a network-like or data visualization effect. The overall aesthetic is futuristic and technological.

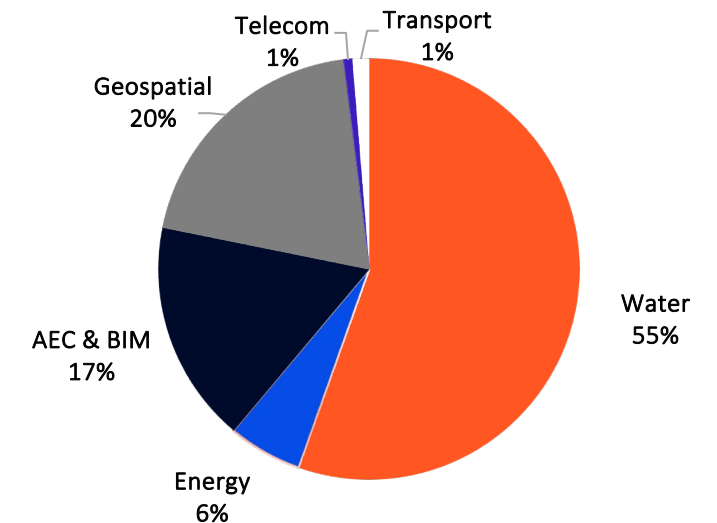
Geospatial Solutions

- 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 (%)



FY24 Geospatial Services Segmental Mix





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)



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

Smart Connectivity Planning

- Transport**
 - Traffic Planning
 - DPR
 - Road Asset Management
 - Digital Twin
- Telecom**
 - 5G Network Modeling
 - Integrated 3D Models
 - Digital Twin
 - Utility Dashboards



Urban

- 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



Platforms



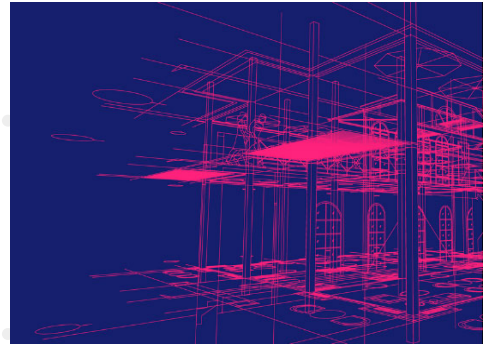
Technology Stack

The Process



Scanning

Data capture through various scanning devices



Pre-Processing

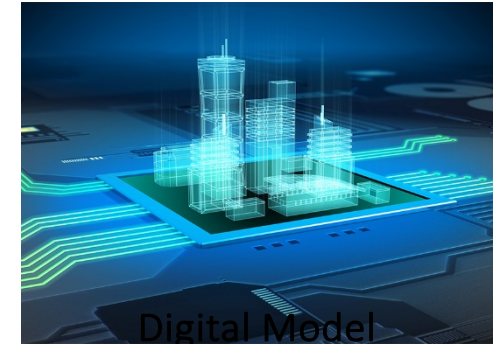
Registration and Cleaning of Point Cloud Data



Automatic Feature

Extraction

Automatic Segmentation using AI/ML Methods



Digital Model

Construction

Development of BIM/GIS/CAD/VR models

Targeted Industry Segments



Telecom



ACE/BIM



AEC-MEP



Medical



Gaming



Other Industrial

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

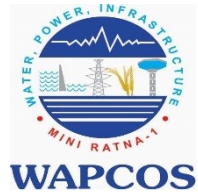
ViaPPS : POS LV from Applanix



ViaPhoto360 specifications



List of Marquee Clients



भारतीय राष्ट्रीय राजमार्ग प्राधिकरण
National Highways Authority of India



Ministry of Urban Developer
Government of India

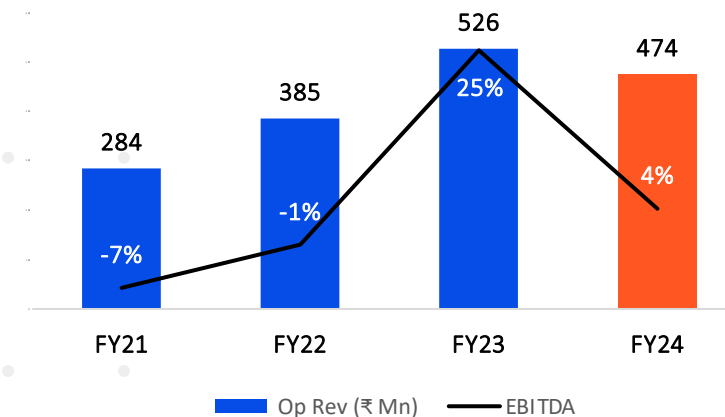


A night cityscape with digital data lines overlaid on the buildings. The scene is dominated by a dark blue sky and illuminated skyscrapers. Numerous vertical lines of varying colors (blue, purple, pink) extend from the ground level up to the top of the frame, each ending in a small glowing dot. These lines represent data connections or network paths. The city lights are a mix of warm yellow and white, contrasting with the cool blue tones of the sky and the digital overlay.

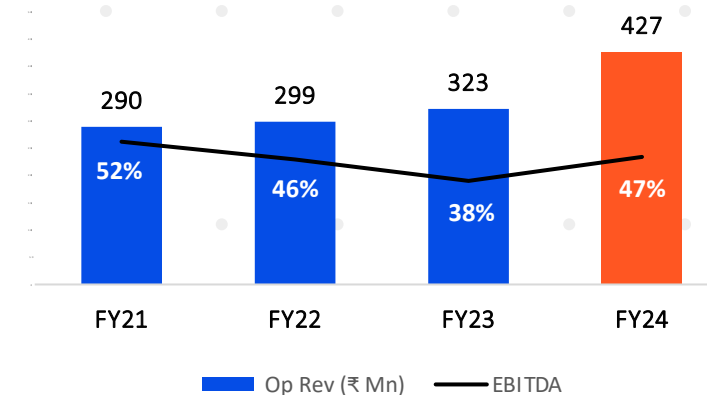
Manufacturing Solutions

- 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.
- Manufacturing solutions span the entire product development process, including manufacturing 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 manufacturing 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 manufacturing 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
(Manufacturing 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



PRODUCT ENGINEERING

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

Over 3.0 million engineering hours of projects delivered for clients globally



INDUSTRIAL AUTOMATION

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

Over 4.0 million engineering hours of projects delivered for majority of Line Builders, few OEMs



PROCESS COMPETENCE

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

Multiple Strategic Engagements / ODCs in form of extension Client R&D centres

Credentials

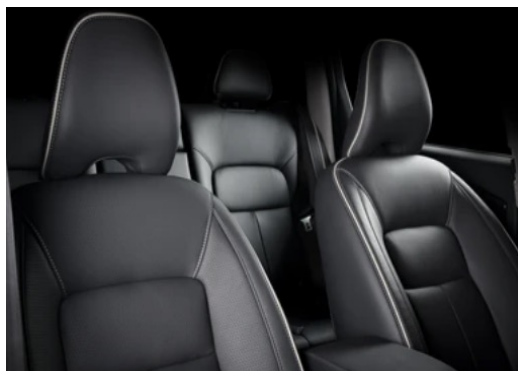
Segments



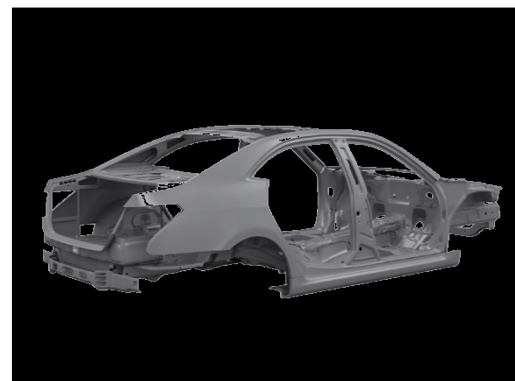
DOMAINS



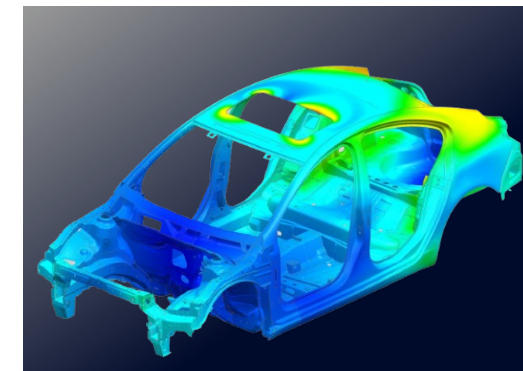
Interiors



Seatings



Body Systems



Virtual Validation



Services Rendered

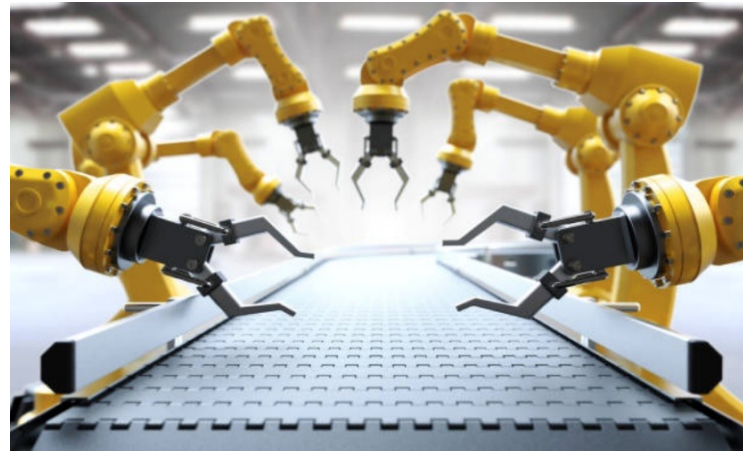
- Benchmarking, Style Definitions, Sketching, Rendering
- Concept Definitions, Engineering Feasibility Checks, A Surface Development, Ergonomic Checks
- A Surface Check, Packaging Studies, DMU, Master and feasibility section creation, RPS Check, Fit Function Requirement Check

- 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

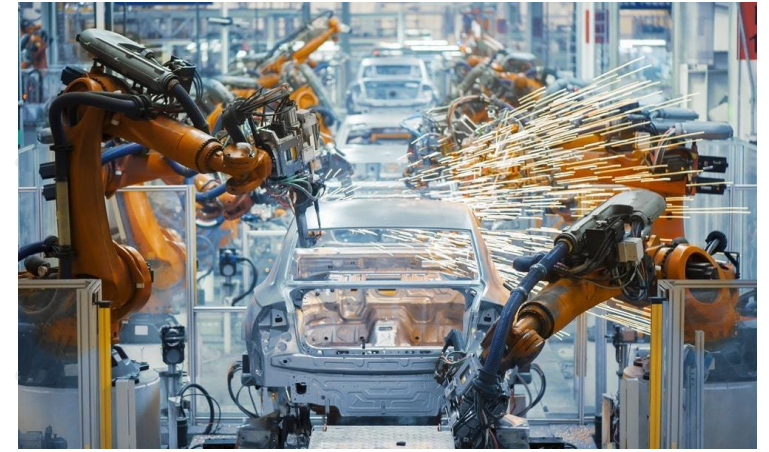
Domains



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

DOMAINS

Infotainment



ADAS



Automotive Cybersecurity



Electric Vehicles

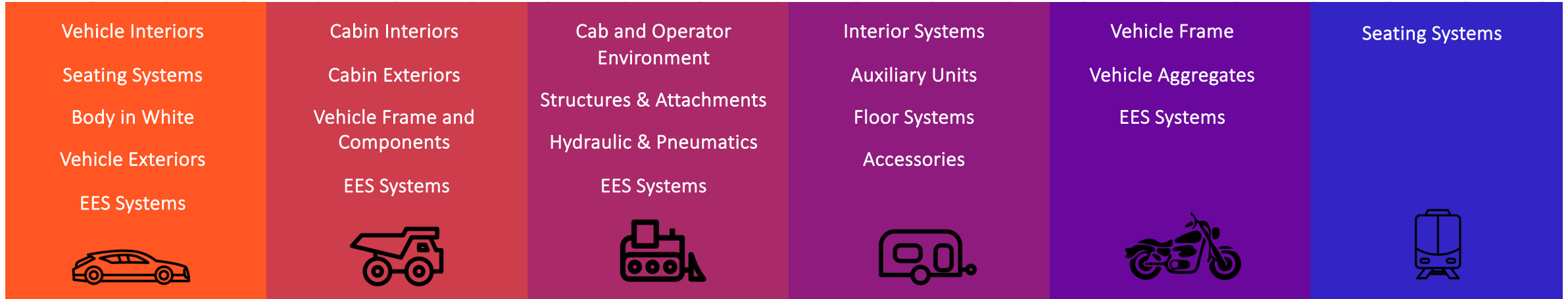


SERVICES RENDERED

- 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



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

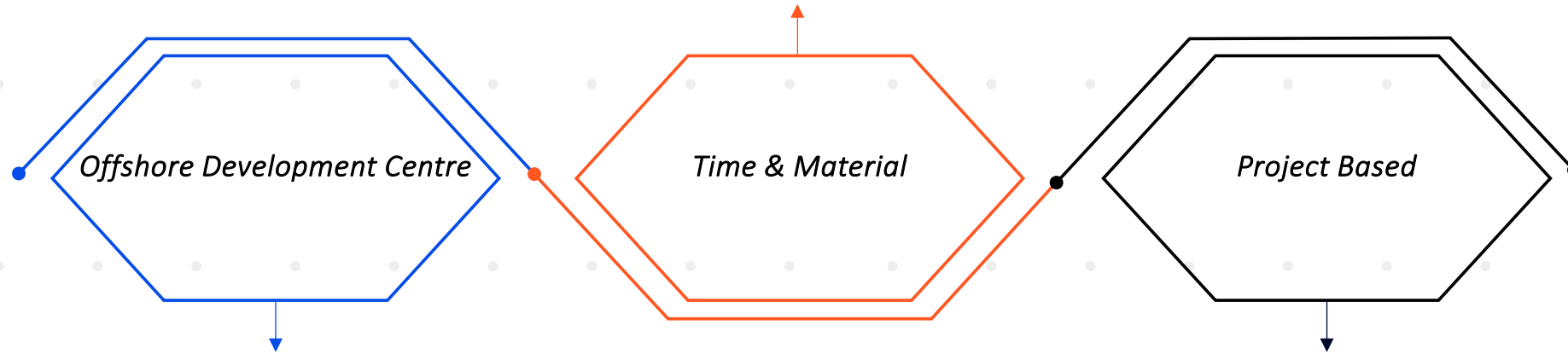
Design Modifications, CAD Modelling, Re-Validation, Tooling Release

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

- 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



A night cityscape with numerous skyscrapers and buildings illuminated. Overlaid on the scene are numerous vertical lines of varying heights and colors (blue, purple, pink) that terminate in small glowing dots, resembling a data visualization or network map. The overall color palette is dominated by deep blues and purples, with the city lights providing a warm contrast.

Strategic Overview



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.



Manufacturing Vertical growth opportunities: ▼

- Rapid expansion in EV ecosystem to support Manufacturing 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, Manufacturing 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.

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Financial Overview

Historical Consolidated Income Statement

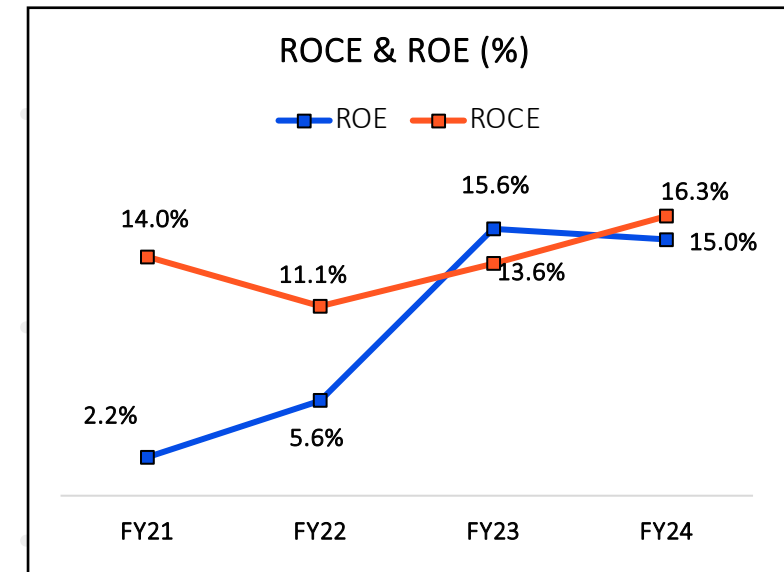
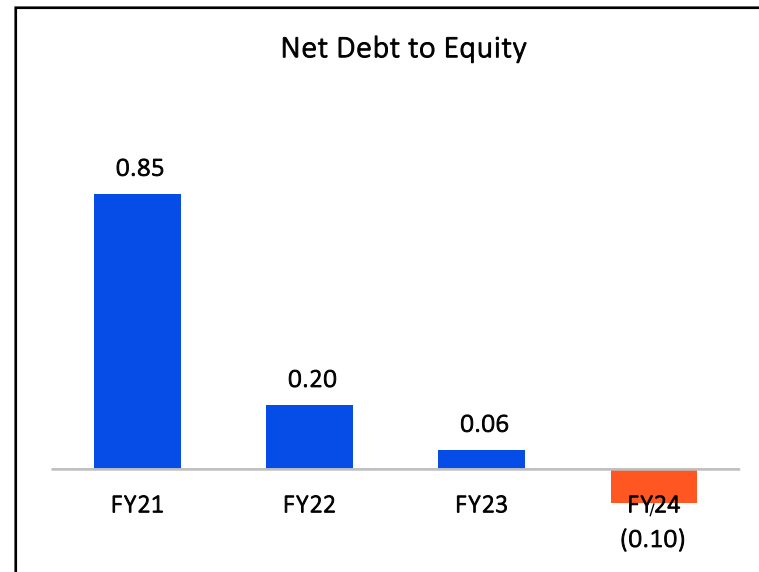
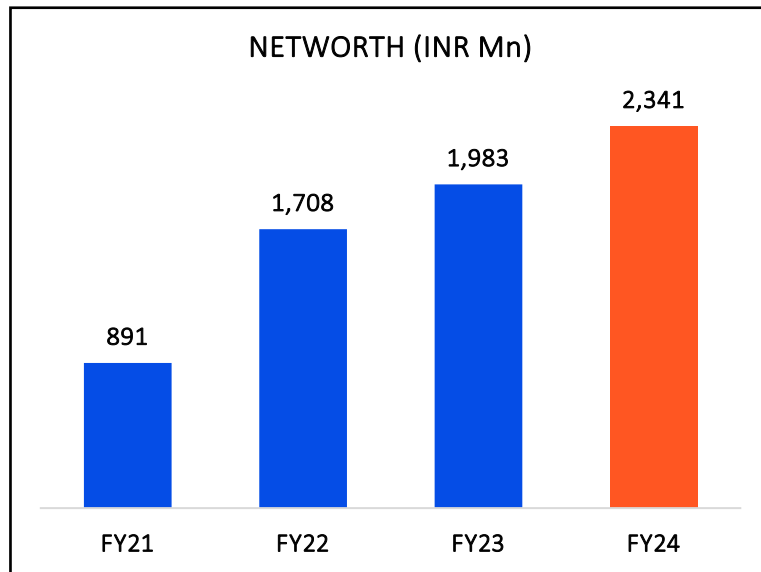
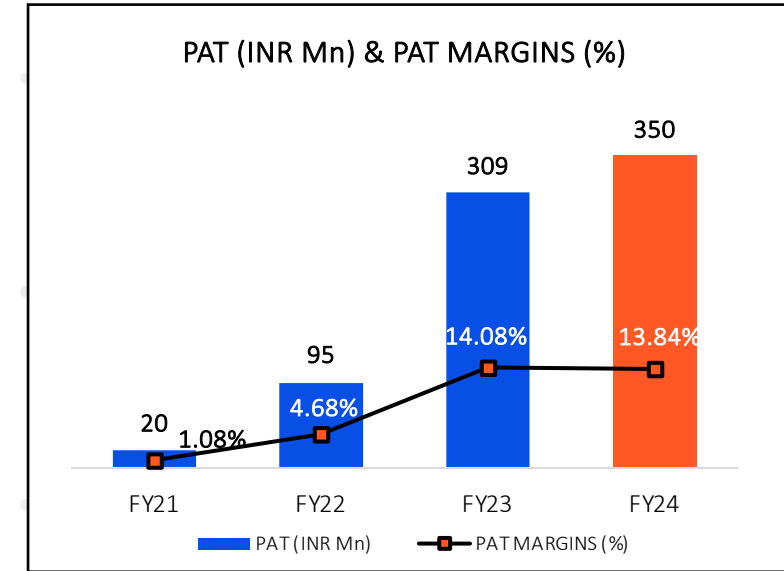
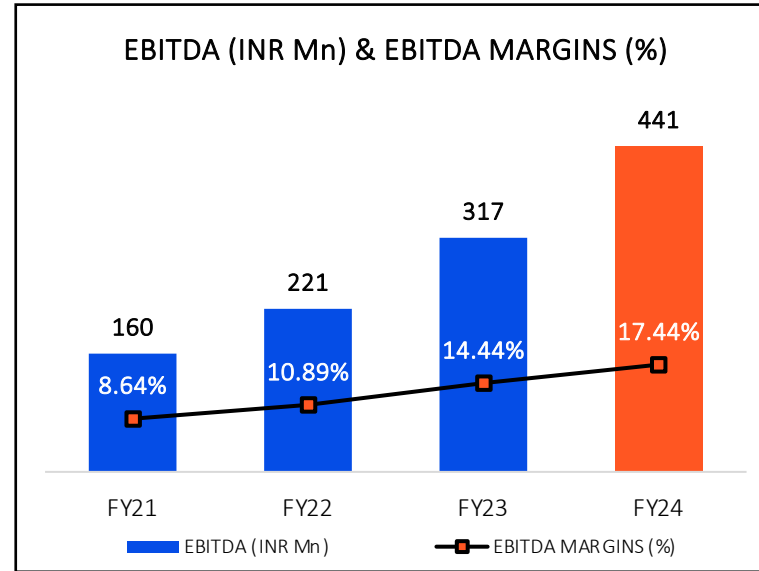
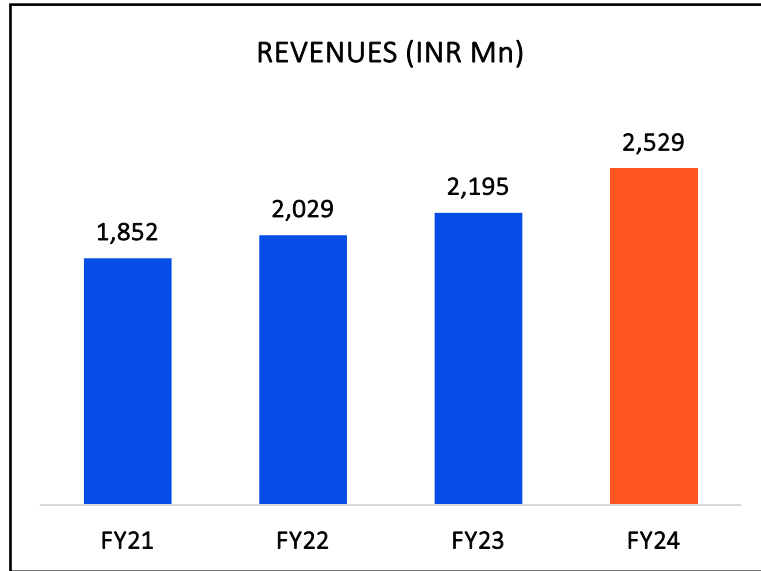
PARTICULARS (INR Mn)	FY21	FY22	FY23	FY24
Operational Revenue	1,852	2,029	2,195	2,529
Total Expenses	1,692	1,808	1,878	2,088
EBITDA	160	221	317	441
EBITDA Margins (%)	8.64%	10.89%	14.44%	17.44%
Other Income	15	17	24	36
Depreciation	34	30	45	52
Finance Cost	117	92	84	47
Profit Before Share of Profit of joint Venture & Tax	24	116	212	378
Share in Profit of joint Venture	-	19	77	119
PBT	24	135	289	497
Tax	4	40	-20	147
PAT	20	95	309	350
PAT Margins (%)	1.08%	4.68%	14.08%	13.84%
Other Comprehensive Income	-	-3	19	3
Total Comprehensive Income	20	92	328	353
Diluted EPS (INR)	1.79	8.12	20.02	22.52

Consolidated Balance Sheet

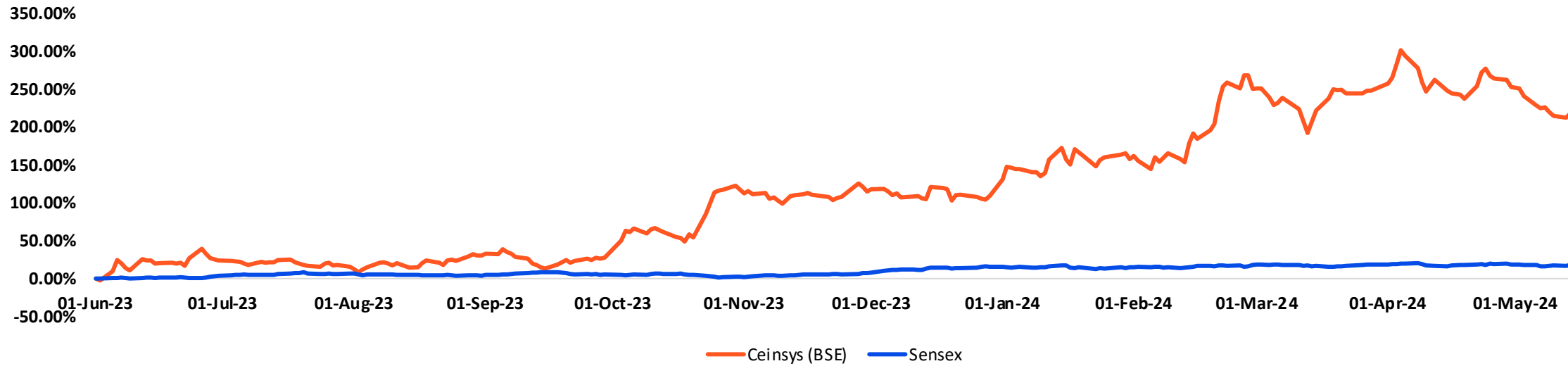
PARTICULARS (INR Mn)	FY22	FY23	FY24
Assets			
(1) Non-current Assets			
(A) Property, Plant And Equipment	240	199	238
(B) Goodwill	200	200	200
(C) Other Intangible Assets	9	2	1
(D) Financial Assets			
(i) Investments	186	264	267
(ii) Trade Receivables	21	21	31
(iii) Other Financial Assets	52	35	22
(E) Non-Current Tax Assets (Net)	33	63	85
(F) Deferred Tax Assets (Net)	28	87	107
(G) Other Non-current Assets	19	21	19
Total Non-current Assets	788	892	970
(2) Current Assets			
(A) Inventories	10	44	6
(B) Financial Assets			
(i) Investments	-	-	170
(ii) Trade Receivables	1,814	1,595	1,666
(ii) Cash And Cash Equivalents	140	324	111
(iii) Bank Balances Other Than (ii) above	127	106	180
(iv) Loans	0	0	0
(v) Other Financial Assets	24	25	33
(C) Current Tax Assets (Net)	25	48	57
(D) Other Current Assets	59	65	66
Total Current Assets	2,199	2,206	2,289
Assets held for sale	-	31	2
Total Assets (1+2)	2,987	3,129	3,261

PARTICULARS (INR Mn)	FY22	FY23	FY24
Equity And Liabilities			
(1) Equity	1,708	1,983	2,341
(A) Equity Share Capital	154	154	163
(B) Other Equity	1,474	1,829	2,178
(C) Non-Controlling Interest	80	-	-
(2) Non-current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	4	9	8
(ii) Lease Liabilities	14	14	24
(B) Provisions	-	8	10
Total Non-current Liabilities	18	31	42
(3) Current Liabilities			
(A) Financial Liabilities			
(i) Borrowings	600	538	39
(ii) Lease Liabilities	10	8	20
(iii) Trade Payables	463	332	505
(iv) Other Financial Liabilities	66	72	116
(B) Provisions	23	26	29
(C) Current Tax Liabilities (Net)	-	3	2
(D) Other Current Liabilities	99	136	167
Total Current Liabilities	1,261	1,115	878
Total Equity And Liabilities (1+2+3)	2,987	3,129	3,261

Consolidated Financial Performance



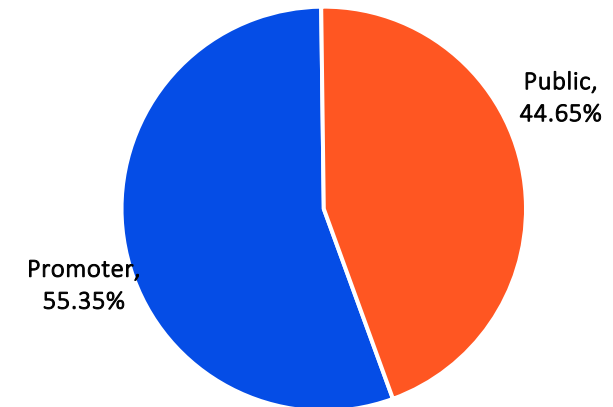
1 Year Stock Performance upto 31st May, 2024



PRICE DATA (AS ON 3RD JUNE 2024)

	INR
Face Value	10.0
CMP	417.0
52 Week H/L	699.0/170.0
Market Cap (INR Mn)	6819.20
Shares O/S (Mn)	16.34
Avg. Vol. ('000)	102.53
Number of Shareholders other than Promoter	12,600 Approx

Shareholding Pattern (AS ON 31ST June, 2024)



Ceinsys Tech Limited

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A night cityscape with numerous skyscrapers and buildings illuminated. Overlaid on the scene are numerous vertical lines of varying heights and colors (blue, purple, pink) extending from the ground level to the top of the frame. Each line ends in a small, glowing dot, resembling a data visualization or a network diagram. The overall color palette is dominated by deep blues and purples, with the city lights providing a warm contrast.

Thank You