



CEINSYS TECH LIMITED

TRANSCRIPT

26<sup>th</sup> Annual General Meeting of Ceinsys Tech  
Limited

Friday, September 20, 2024, 11:30 A.M (IST)

Through Video Conferencing ('VC')/Other  
Audio Visual Means ('OAVM')

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**

Dear valued Shareholders, Directors, Invitees, Guests, Ladies and Gentlemen, a very good morning to all of you. I, CS Pooja Karande, company secretary and compliance officer of Ceinsys Tech Limited, welcome you all to this 26th Annual General Meeting of Ceinsys Tech.

The AGM is being conducted through video conferencing as permitted by Ministry of Corporate Affairs and Securities and Exchange Board of India, SEBI circulars, vide various circulars in compliance with the provisions of Companies Act 2013 and SEBI LODR regulations. The company has provided the facility for remote e-voting to all the persons who were members as on September 13, 2024 being the cut-off date to cast their votes electronically on all the resolutions set forth in the notice.

Remote e-voting was made available from Tuesday, September 17, 2024 at 9 a.m. and ended on Thursday, September 19, 2024 at 5 p.m. In order to get maximum participation of shareholders at the AGM, we have provided a facility for voting electronically at this meeting. This is a facility by which all shareholders who have not voted through remote e-voting will be able to vote. I request **Mr. Sagar Meghe** sir, the chairman of the company to commence the meeting.

- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**

Thank you, Good morning, Dear shareholders. It gives me a great pleasure to extend a warm welcome to you all to the 26th Annual General Meeting of Ceinsys Tech limited. This meeting is being held through video conference in accordance with the various surplus issues by the Ministry of Corporate Affairs and the Security and Exchange Board of India and the company has taken all the requisite steps to ensure that the members are able to attend and vote at this meeting in a seamless manner.

I would like to specially thank you all for sparing your valuable time and joining us virtually. Before we start the main proceedings of the meeting, I would like to acknowledge the presence of

**Mr. Prashant Kamat**, Whole-Time Director, Vice-Chairman and CEO.

**Mr. Kaushik Khona**, Managing Director-India Operation,

**Dr. Abhay Kimmatkar**, Managing Director.

**Mr. Kishore Dewani**, Sir, Independent Director and Chairman of Audit Committee, and Member and Representative of Nomination and Remuneration Committee,

**Dr. Satish Wate**, Sir, Independent Director and Chairman of Stakeholder Relationship and Grievance Committee.

**Mrs. Maya S. Sinha, Ma'am**, Independent Director.

**Mr. Samir Sabharwal**, Chief Financial Officer.

Kindly note, due to pre-occupation of **Mr. Dhruv Kaji**, Sir, Independent Director and Chairman of Nomination and Remuneration Committee, he is unable to attend today's meeting. He has authorized **Mr. Kishore Dewani** sir to represent the nomination and remuneration committee.

Apart from board members and KMP, we also have key executives and senior management joining from their respective locations. We also have with us

**Mr. Rupesh Shah**, partner **M/S Chaturvedi and Shah LLP** chartered accountants, Statutory auditors of the company.

**Mr. Sushil Kawadkar**, Secretarial auditor of the company and scrutinizer for this AGM.

**Mr. Sahil Arora** from PriceWaterhouseCooper's Private Limited PWC, internal auditors.

**Mr. Rahul Johrapurkar**, Chief Operating Officer of Ceinsys.

**Mr. Vishal Pawar**, Director of Subsidiary Company.

We have the requisite quorum present through video conference to conduct the proceedings of this meeting. Participations of members through video conference is being reckoned for the purpose of quorum as per the submission by MCA and section 103 of the Companies Act, 2013.

The quorum being present, I call this meeting to order. I now request and authorize Ms. Pooja Karande, company secretary and compliance officer to provide general instruction to the members regarding participation in this meeting.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Thank you, sir. The company has taken all feasible efforts to enable members to participate through video conference and vote at the meeting. Members may note that

this annual general meeting is being held through video conference and according with the Companies Act, 2013 and circulars issued by Ministry of Corporate Affairs and SEBI. The register of directors and KMP, the register of contracts or arrangement MOA and AOA has been made electronically on the website of the company for inspection by members during the meeting. As the AGM is being held through video conference, the facility for appointment of proxies by the members was not applicable and hence the proxy register for inspection has not been made available.

The company has received seven requests from members to register themselves as speakers at the AGM and we have registered them. The company had provided the facility to cast the votes electronically on all resolutions set forth in the notice.

Members who have not cast their votes yet electronically and who are participating in this meeting will have an opportunity to cast their votes during the meeting through the e-voting system provided by NSDL.

Members can click on vote tab on the video conference screen to avail this feature. Please note that there will not be voting by show of hands. Members are requested to refer to the instructions provided in the notice for seamless participation through video conference. In case members face any difficulty, they may reach out on the helpline numbers as mentioned in the notice of AGM. May I now request Chairman Sir to address the members of the company.

- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**

Dear stakeholders, the 23-24 was a special year for Ceinsys, wherein the company celebrated its 25 years of robust operations. The year was significant as our agile leadership delivered highly satisfactory financial performance amidst a challenging global environment. The global economy faced headwinds due to worsening geopolitical tensions driven by the share in trade conflict, multi-decade inflation, and challenging economic environment.

The company views these tailwinds as growth opportunities and has appropriately reconfigured its business model to deliver value to its customers and stakeholders. The performance throughout FY 2024 has been consistent and encouraging.

The company's operational performance and success are deeply noted in its ability to innovate, set up new standards, enhance processes, and improve quality output to

facilitate customer satisfaction. Despite the global turmoil, India has withstood much of its polarity and it's witnessing exiting times. The country is the fastest growing major economy and its economic growth momentum continues, coupled with strong government intervention and spending on infrastructure modernization, automation, etc, which has greatly contributed to the momentum.

We delivered 15.24% year-on-year growth with INR 25,293.91 lakhs as revenue from operations at the consolidated level in financial year 2023-2024. Focusing on improving our operational efficiencies has helped us increase our earning before interest tax and Depreciation EBITD by 42.24% year on year. Our net profit stood at INR 4965.61 lakhs with an increase of 71.77% year on year. Moreover, our continual focus on operations has resulted in a significant debt reduction and the company is now almost debt free.

We look ahead with optimum and determination. Our businesses are well positioned to capitalise on the opportunities offered across various sectors. Our success has been based on the ability to evaluate and prepare ourselves to seize the opportunity to deliver robust growth now and in the future.

Ceinsys is continuously strives to integrate the latest state-of-the-art technologies into its offerings and provide intrinsic value to its customers. On the international front, we have continued to expand and garner repeat and value-added business from our existing and new clientele.

We'll continue to leverage and enhance our footprint in India and overseas with a laser-sharp focus on providing innovative and sustainable solutions to our customers, thus further strengthening our presence and competitiveness in key markets. Looking to the future, I'm filled with confidence and optimism. With the skill and dedication of our people and the existing portfolio of our offering. Ceinsys shall be able to march forward in a successful, sustainable, and profitable growth journey. In our bid to expand and enhance our global reach, we have taken the first step by entering into an asset purchase agreement with VTS, a US-based company having exposure into geospatial in US.

This together, we set up a wholly owned subsidiary at Singapore to expand our reach to Tech enabled services, especially enabling setting up data centers in India and abroad are some of the steps to carve out niche areas to be pursued in future. We are pursuing to identify more targets to expand our business organically and inorganically in areas aligned to our core strengths. In conclusion, I would like to extend my sincere

appreciation to our customers, employees, partners and all stakeholders for their continued trust and support. Thanking you, I now request and authorize pooja to take the proceedings further. Thank you.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**

Thank you, sir. The statutory auditors M/s Chaturvedi & Shah LLP and Secretarial Auditor Mr. Sushil Kawadkar have expressed unqualified opinion in their respective audit reports for the financial year 23-24. There were no qualifications, observations or adverse comments on the financial statements and matters which have any bearing on the functioning of the company.

The statutory auditor's report on standalone financial statements and consolidated financial statements are available on page number 97 and 156 respectively of the annual report. Secretarial Audit report is enclosed as an annexure 4 to the board's report on page number 45 of the annual report.

As the notice is already circulated to all the members, with permission, I take the notice convening the meeting as read. Members may please once again note that there will be no voting by show of hands. We now take up the resolutions as set forth in the notice.

- The first item on the agenda as per the notice is to receive, consider and adopt the audited standalone financial statements of the company for the financial year ended March 31, 2024 together with the reports of board of directors and the auditors thereon as an ordinary resolution.

The company's accounts for the year ended 31st March 2024, along with the directors and auditor's report, a letter to shareholders and management discussion and analysis report have been circulated to you. As there were no qualifications, observations or adverse comments on the financial statements and matters which have any material bearing on the functioning of the company, with permission I take them as read.

- The second item on the agenda as per the notice is to receive, consider and adopt the audited consolidated financial statements of the company for the financial year ended March 31, 2024 together with the report of auditors thereon as an ordinary resolution. The company's consolidated accounts for the year ended 31st March, 2024 along with the directors and auditors report, a letter to shareholder and management discussion and analysis report have been circulated to you. As there were no qualifications, observations

or adverse remark on the consolidated financial statements and matters which have any bearing material bearing on the functioning of the company with the permission I take them as read.

- The third item on the agenda as per the notice is to declare a final dividend of rupees 2.50 per equity share of rupees 10 each for the year ended 31st March 2024 as an ordinary resolution. As you are all aware the board has approved final dividend of rupees 2.50 per equity share that is 25 percent of the face value for the year 23-24.
- The fourth item on the agenda as per the notice is to appoint a director in place of Mr. Prashant Kamat who retires by rotation and being eligible offers himself for reappointment as an ordinary resolution.

Now, we will consider the special business.

- The fifth item on the agenda as per the notice is revision in remuneration of Mr. Prashant Kama, Whole Time Director, Vice Chairman and CEO as mentioned in the resolution as a special resolution.
- The sixth item on the agenda as per the notice is revision in remuneration of Dr. Abhay Kimmatkar, Managing Director, as mentioned in the resolution as a special resolution.

Chairman Sir, seven shareholders have registered themselves as speakers for this AGM.

We will unmute the speakers one by one. We will take questions, comments of all speakers together and after all these speakers have spoken, the respective officers of the company will answer. We have allotted time of one minute to each speaker. Speakers are requested to restrict their question comments to one minute only.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
I request the moderator to unmute our first speaker, Mr. Hardik Jain.

- **Hardik Jain - Shareholder:**

Thank you for the opportunity. I hope you can hear me. Sir, I'm a new shareholder of the company, so I'll have a few basic questions. Sir, what is our current order book of the company? And what is the typical timeline of executing these orders? So we acquired, we have a subsidiary and an associate which is Allygrow and Allygram. They did a turnover

of I think 28 crore and 43 crore respectively last year with the profitability of 16 crore and 20 crore. If you can explain us what do these companies do? And in Allygram, we have I think we have 70 percent stake. So who is the 30% partner in that?

So, few questions on the balance sheet, sir. I observed that we have some investment in PMS, portfolio management services of around 17 crores. So, just your view on it, don't you think it is risky for us and for the company to park our funds in a risky asset? So, your view on it and also the product development expenses and the software development expenses whatever we encourage, do we expense it out in the P&L because I cannot find anything in the balance sheet in the intangibles.

So, just a small query on that. So, I also see that we have trade receivables of around 99 crore which is categorized as billed trade receivables and 68 crores of unbilled trade receivables. So if you can explain, excuse me for my ignorance, sir, if you can explain what is this unbilled trade receivables and so total of both is around 168 crores on a turnover of around 200 crores don't you think it is quite high and also we have certain bad debts written off of around 7 crores this year plus provision of doubtful debts of around 6 crores, which totals up around 13 to 15 crores. And I also see that in trade receivables, we have more than one year of trade receivables of around 35 crores still pending. So do we have, should we expect more write-offs and provisions in the current year? Yeah, these are my few questions. Thank you.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Thank you Mr. Hardik Jain. I request now the moderator to unmute our second speaker, Mr. Bharat Raj.

Since Mr. Bharat Raj has not joined the meeting, we will move to next speaker.

Now I request the moderator to unmute our third speaker, Mr. Keshav Garg.

- **Keshav Garg- Shareholder:**  
Hi sir, thank you for this opportunity. I have already sent across a list of around 15-20 questions. So it would be great if you get answer all of them point-by-point, but just to repeat a few I would like to understand what is the outlook of company in terms of top line and bottom line at consolidated level for FY 25 and what are the long-term steady-state sustainable margins that the company can sustain can we sustained 20% plus



margins on a continuous basis. And what are the steady-state segment wise margins for GIS and mobility.

So sir, I also would like to understand. I mean, what is the road map with regards to the usage of funds being raised through warrants? So I mean if you can throw some light on the acquisition target and probably their timelines and the kind of business that tentatively that you can share that it is involved in and by when it can be completed and sir, what is the rationale for setting up the data center division? And I mean, what are what operations and data center ecosystem would the company be involved in and what are the projected revenues from this division in FY 25 and 26 looking at current order book?

Does the company already have capabilities to execute orders in the data center division? And if not, how much investment would be needed to develop capabilities before it can make any fruitful contributions to the revenues.

Sir, apart from these questions, I have already shared my list. I hope you have received them and I would be glad that you can answer all of them point by point.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Sure, sir. Thank you. Thank you for your questions.

- **Keshav Garg- Shareholder:**  
Alright

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Now, I request the moderator to unmute our fourth speaker, Mr. Kavar Sahni.

I request the moderator to unmute Mr. Kanwar Shahani. He's there I guess.

- **Moderator:**  
Kanwar sir, you are there with us? You are unmuted, can you speak? I believe we are facing some technical issues with Kanwar sir.

With your permission, we can move to the next speaker.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Yeah, yeah, sure. I request you to unmute Mrs. Pushpalata Gupta.

- **Moderator:**

Speaker number 5, Pushpalata Gupta is not present.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Okay, so we'll move to 6th speaker now. I request you to unmute Ms. Rekha Gupta. I think...

- **Moderator:**  
Ma'am, we request you to accept the unmute request.

- **Namesh Gupta- Shareholder:**  
I have is my voice audible now.... hello

- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**  
yeah

- **Namesh Gupta - Shareholder:**  
Is my voice audible sir

- **Moderator:**  
Yes, yes please proceed

- **Namesh Gupta - Shareholder:**  
Actually I am Namesh Gupta I am husband of Rekha Gupta she's not like her throat is bad and I mean I mean she's not well. So, I mean, earlier speaker Pushpalata Gupta also, she's my mother. So, so can I ask?

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Yeah, sure, please, please go ahead.

- **Namesh Gupta- Shareholder:**  
Okay. So my questions are like sir, I mean, I mean our order book has increased from approximate 200 to 250 crore in March 23 to around 750 crore in June 24 it's around like 3 to 3.5 times. Last year, we recorded a turnover of around like 250 crore something. I mean, in that sense, I mean, am I wrong in assuming we can achieve easily turnover of 500 to 600 crore this year.

Secondly I attended the quarterly conference call for June results, wherein the management has like stated that the new contracts that they are, they are getting is like

20-25 to 30% EBITDA mark. So what I would like to understand, sir, that I mean, what has changed in government like your major clientele is in government departments? So what has changed in government machinery that they are giving us contracts at these favorable rates? Or is there any competitive edge or something, niche services that we have developed that they are like bound to pay these kind of charges that we might get such kind of good margins in future. So what is actually the management submission behind this that we are getting the good market and even get the good market in future? Okay.

And, and my third question is like our order book has increased from 200 to 250 to 750 crores. So what is actually the reason of this? I mean, I mean, government departments were even earlier using our services, our products. So what is like so drastically changed in last one year that we have built up such a huge order book and will this kind of like I mean fraction will keep going on like next year we would be able to see like I mean 1200 to 1300 crores at March 25 and kind of order book. So these are my like three questions.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Thank you sir for your questions. I request the moderator to unmute seven speaker Mr. Girish Gupta.
- **Girish Gupta-Shareholder:**  
Hello, hello
- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Yes sir, please go ahead.
- **Girish Gupta- Shareholder:**  
I am audible.
- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
  
Yes sir.
- **Girish Gupta- Shareholder:**  
I am already sent my questions to the management and I think it is a waste of time that I will repeat again and again. I just want to know about, what we are doing in the data center because it is a very huge cost. It will take a lot of money. So what we will do and

the very, very big companies like Adani, Reliance, all are spreading their arms in the data center. So what we are doing, what our future on this and that's just very, you can answer by email that I have already sent to you. That is from my side.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Okay, sir, thank you for your question. I request the moderator to unmute Mr. Bharat Raj. I think he has joined the meeting.
- **Bharat Raj- Shareholder:**  
Hello.
- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Yes Sir
- **Bharat Raj- Shareholder:**  
Yeah, very good morning, Mr. Chairman. I am audible.
- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**  
Yeah, you are
- **Bharat Raj- Shareholder:**  
Yeah, very good morning, Mr. Chairman. I am Bharat Raj, attending from Hyderabad.

First of all, Chairman Sir, wonderful Chairman's speech and I want to bring to your notice Two days back, visited our office in Nagpur. Wonderful, sir. Wonderful secretary services. Our company secretary visited, received us very humbly, explained about our company, and I met our Indian operations managing director. I'm very happy, sir, the way he received us. He explained the total project of our company. We are a deputy, and the environment of our company is like MNC. We are very happy sir, we are very proud to be shareholder of Ceinsys because we don't know what is the meaning of Ceinsys.

But the company Secretary said it, said that it's the CENIN, it is the Center India, Center India and Services. Sir, wonderful, sir. And my promoter, the chairman, he's a very, very humble man. He has given to the very professional team, sir, very professional team. And the company is sending the professional people.

We're very happy, sir. Thanks for the wonderful dividend. And our company is growing very fast, sir. Once again, my support, all the resolution, my best wishes to you, sir. I wish next year we'll have a hybrid mode so that we can meet you personally and we can

honor you. Once again, my best wishes to you. Take care, sir. God bless you. Thank you for giving this opportunity. Bharat Raj signing off from Hyderabad.

- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**

Thank you.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**

Thank you sir. Thank you all the speakers for your questions and comments. We have noted the questions and comments of all the speakers and also the questions that were sent through the email. For the convenience of members of the company, we have segregated all the questions and respective director can be able to answer them. And I'll request them to answer the queries.

- **Mr. Kaushik Khona - Managing Director- India Operations:**

Thanks, I hope I'm audible moderator. I would like to take up the questions one by one based on the speaker's request. First of all, I will touch upon the questions of Mr. Hardik Jain. While he had only sent few questions on email, he has further asked some questions. The questions which I am going to answer about the issues which have been raised by Hardik Jain are also common to some other speakers and therefore I will not repeat those answers when I come to the questions of those speakers. Coming down to the question of Mr. Hardik Jain, he asked about the order book as we already have mentioned in the website also.

Our present order book is in excess of 750 crores and the overall timeline by which we would be executing, there are some of the orders which are going to start execution within one, two, three months and total execution of those core projects on the CAPEX side should be over in a period of 18 to 24 months. The timeline for each project will be different, but overall, we would be able to complete those projects within next 18 to 24 months. The order book also has some of the O&M support, which will continue for next five years after the project completion in some of the cases. So this is the timeline which you asked for.

You also asked about Allygrow and Allygram. They are into automotive engineering space. We design the elements for the engineering automotive companies like General Motors and many other four wheelers and off-road vehicle companies also.

You also asked about the percentage of holding Allygram. 70% is held by us and 30% is held by Grammar which is also a very large multinational company. That company is a joint venture company where the ratio between us and Grammar is 70-30.

You had asked about the information about product development expenses. We normally don't capitalize any expenses because they are all project related and they are all expensed out in the P&L.

You asked about the billed outstanding of 99 crores, unbilled revenue of around 68 crores on the balance sheet day. I'm happy to mention that the outstanding of 99 crores has now gone below 75 crores. The unbilled revenue is in respect of the amount of work which is already completed, carried out, but for which the milestone to raise invoices was not reached in the month of or as on 31st March and therefore, they are carried as unbilled revenue.

This is a normal phenomenon which is always reported on a quarter on quarter basis and this unbilled revenue gets billed thereafter once the milestone to invoice the work done is done.

These are your questions which you spoke in the meeting today. Your earlier questions were how much growth you expect in next few years. You also asked about margins and what challenges you foresee. We would not be able to answer any forward-looking questions, but as you have seen, in the year 2023-24, we grew by around 54% as compared to 2022-23. Even in the first quarter of 2024-25, which is June ending, we grew by almost 54% even as compared to the first quarter of last year. So there is a growth which you can always look at. We, as I said, we will not be able to give you any outlook on what would be our growth in coming years or what would be the margins.

That completes my answers to the questions raised by Mr. Hardik Jain.

Mr. Bharat Raj, we thank you for your interest in the company. We are happy to have such shareholders who are actively participating in the affairs of the company.

We have now questions from Mr. Keshav Garg. He has sent several questions, which I will go point by point. However, let me first take up the question which he has asked in the meeting.

He has again asked for the outlook for FY25 margins. So as already mentioned, we won't be able to give you a forward outlook on the operations or the financial results. Kindly excuse us for that. We have already talked about the acquisitions by way of preferential allotment. You asked by which are the entities, when you, how much you will be spending, as you also asked about data center as to why.

So acquisitions, we are already in the process of identifying some of the targets and as soon as there is something which we have to share with the shareholders, we will be able to post it on the BSE website unless it is coming also by way of the annual reports in the year to come or a quarterly report where there is something material happening.

As regards data centers, let me clarify for the sake of all the speakers. We are not into, we are not venturing into the EPC project of data centers. We are not going to spend capex to set up our data center. We have capabilities of design and maintenance of data centers. And we have seen that we have the trade reports, authenticate trade report, which say that the data centers in India and abroad are expected to grow by almost 25 to 30% and therefore we find that this space is worth exploring and it also aligns with our expertise.

You asked about whether we have expertise, we have to spend money to do that. I would just again reply, we have the expertise and for more legs on this space as well as for more bandwidth. We are procuring more people for this space also.

However, we are not expecting any CAPEX to set up this wing because we are all going to provide services and we are not setting up the EPC. Capabilities, therefore, I already answered.

Now, coming down to your question which you had asked on email, let me go one by one. Outlook, I think I already said we won't be able to give you guidance of it. But as I already mentioned, we have been growing quarter on quarter. And if you look at the annualized turnover of last four quarters, we are at 272 crores on a conservative basis, which for the last financially was 252 crores. So even on a annualized turnover on quarter to quarter also, we are growing. These are the numbers which you already have, so I can comment on that.

As regards long-term steady sustainable operating margins, you would have seen for the range which we have, if you can populate for the last four years, our operating margins have steadily and sustainably increasing. And we have reached last year at a EBITDA

margin of more than 17%. This quarter also we have increasing the EBITDA margin which you already seen as per the quarterly result published. We won't be able to give you the exact margins which we expect but we are on the growth trajectory and therefore we expect those margins to either sustain or increase on a sustainable basis.

The segment wise margins are also published and they are on a quarter to quarter, they are in between the range of 15 to 19 percent, whether it is between the GIS segment or mobility segment.

The primary reason for improvement in operating margins and what is the CAGR of the next three to five years, again on the outlook, we won't be able to guide you anything, but the improvement in the operating margin is purely because we have been now matured in this industry. We have acquired a lot of capabilities to go for, and we provide end-to-end solutions, including the technology solutions, which is built on the product.

And therefore, we are now targeting a higher niche segment rather than a product segment per se. And therefore, we expect the margins to be better. And the coming times also, the order book which you have seen and this you had also participated, some of the speakers have participated in the quarterly presentation at the investors meet. There also we have given you the details about what are the margins at which the order book has been built. And therefore, we expect these margins to be on a sustainable basis on increasing.

Main drivers of the growth you asked for, I can only highlight the quality aspects. We have technology-enabled solutions which we implemented over the last two years. And we have acquired the ability to further customize them to the customer's need.

We have a lot of experienced manpower. And I'm happy to say that out of the manpower which we have, all the technical and experienced manpower, more than 80% of the manpower has an average age of almost five years in this organization, which gives us sustainability and also a credence to acquire more such businesses.

You asked about when do we find it core or top line. I think, again, it's not feasible for me to answer because it's a forward looking statement.

Order book status I already mentioned, you asked about what is the constituents of order book? It mainly constitutes of GIS and technology solutions out of the total order book of around 750 crore about O&M is around 50 crore and balance 700 crore constitutes core



constitutes around 70 percent of geospatial or stroke water management and the balance either into automotive engineering solutions or technology solutions. And therefore, we have predominantly as of now a space which is occupied as geospatial and more so into water management.

The non-government and the overseas contracts are in the range of around 5% to 10%. The order pipeline, we had already mentioned in the quarterly meeting that while we already have a firm order book of 750 crore, we are further tapping for opportunities which come by which aligns with our opportunity and expertise. And we expect around 200 to 400 crore worth of order book for which we already made an application or we have bid for those projects. We will await for any final allotment, which we can then update to the shareholders through BSE or from time to time.

You asked about the time of GIS in India. It is difficult to estimate the total assets of the GIS. Similarly, on the mobility consulting, but on the GIS segment, we expect that Ceinsys would be around 5% market share, while on the mobility segment, we should be around 1% to 2% market share. The main competition in mobility is through Tata Technologies, the L&T Technical Services, Big Four Consulting. Tech Mahindra and KPIT are the top five operators in this segment.

In the GIS, we have GENESYS, we have RMSI, we have RAMTEC, we have SECON, and we have ISA Technologies. These are some of the five names which immediately strike to me. Out of these, only GENESYS is listed in my knowledge. And none of them are, in that sense, at our level which we are operating.

As regards the top five customers in mobility segment, you are asked, we are proud to say that we have General Motors, we have Grama, we have Caterpillar, we have KUKA and other which are on the top five customers on our mobility segment, off with General Motors and Grama constitute around 30% and rest of them in the range of around 5% to 10%. We don't, we already mentioned about the competition.

You have asked about how has the company been significantly impacted by new government schemes or announcements. I think this budget has given a lot of announcement which are completely positive about the industry segments and the areas in which we operate mainly into geospatial, also into smart city development, also into water development and on the rural and urban land, what do you say, the land mapping on the geospatial.

So I think a lot of announcements have been made in the budget which align to the business segments which we operate. In fact, we have tabulated for our own internal purposes, the total outlay of these schemes for this year alone was around 113,000 crores as for the finance budget. So I think we are major beneficiary to the government schemes which have been announced in the finance budget.

You asked about the GIS revenues from government contracts and US acquisition. What are the what are the opportunities we expect? We expect through US acquisition, we expect international revenue share to increase. We are aiming to get opportunities for end-to-end from US market in the geospatial market.

We also, through this acquisition, we also acquired a footprint into the telecom market in the geospatial in US. We are also building up strengths. We are also deploying more people in US to set up the entire presence in the US for the international exposure to increase.

We won't be able to give you numbers about what is outlook and what is the percentage, because that's again a forward outlook.

You asked about the roadmap, about the funds which will be raised through warrants, and what is the acquisition targets and expected top line. Well, what we can right now say we are expecting to generate or mobilize around 28 to 29 million dollars and we, this will be predominantly for acquisitions and expansion as already mentioned in the object clause. And we have already appointed CareEdge, which is a part of CARE Ratings, who is going to monitor the utilization of the funds.

As for the objects already mentioned in the notice, which was sent at the general meeting. This, these acquisitions and the expansion would be completed within a period of three years. And we will be updating you from time to time.

What is the rationale of setting up data centers, is your question, I think I already answered. We are not into the CAPEX part, not into EPC part, but on the capabilities which we already have, which is designing part and on the maintenance part.

On outlook of VTS, US acquisition, I think I already mentioned, you have asked about what are the steps companies taking to reduce the trade receivables.

We have already mentioned earlier that from a level of 100 crore, which was in the month of March, it is already below 75 crore. And we are taking all active measures to bring that into a controllable monitoring level, which we are all on target.

You asked for some names of the entities who are not paid or they are outstanding. I regret that we won't be able to share names because it's not as per our company policy to share the names of debtors or creditors for that matter. As regards the risk for outstanding, which are more than six months, we don't expect any risk because we see that these funds also are in the pipeline, they are awaited because of the fund disbursement from central government or state government and therefore, those funds also should be available and therefore, you expect the balance amounts to be recoverable in full.

You again asked about unbilled revenue, I already mentioned that these are in respect of the work already done, but for which the milestone to bill was not achieved, which is now achieved.

You asked about professional consultancy charges. I think they are all case to case basis. They will be based on the project, which are actually progressed during the year and it will be based on the project execution percentage. So I won't be able to give you numbers. It will be obviously coming on a quarterly as well as annual report.

You asked about the bed debts and some of the other speakers have also asked about bed debts and provisions of debts.

These provisions have been made in view of the accounting standard. However, we do not expect ultimate bed debt. We are taking further measures to recover that.

What are the numbers expected for bed debts? We do not project any bed debts because we are inactive. We are taking active steps to for recovery of even the outstanding debts or overdue debts.

Does the company utilize drones? Yes, we utilize drones for operations. Are we facing competition from companies using new special new technologies? Yes, and we also have access and we also utilize the new technologies for our operation. Would quarter four be continue to be heaviest quarter? Normally, yes, because we are predominantly into government contracts. And as quarter four is financial year end, the government

financial outlay of all the projects normally gets squeezed out or utilized by their financial end. And therefore, the quarter four is normally the heavier quarter.

Can you throw lights on competition in the listed space? CADSIS is our competition? No, CADSIS we don't consider as a competition i we just went through the website i think it's uh not in the same space and the size is pretty small what is the capex plan of FY25 not significant all capex which are aligned to develop our capabilities for future and they are not significant and they will all be met through operational inflow surplus and we are not going to borrow any money for any capex.

Are we expected to maintain debt free status? Yes, that's the plan as per present. We don't expect to raise debt as of present plan.

These are the questions which were raised by speaker number three, Mr. Keshav Garg.

Now I would like to go to speaker number four. I don't think he was present. And he didn't have any questions even on the email.

Question number five, Ms. Pushpalata Gupta, I think he is represented by Mr. Manish Gupta. Ms. Pushpalata and Ms. Rekha Gupta did not have questions on email.

But I will answer all the questions which Mr. Manish Gupta, who is representing Ms. Rekha Gupta, has asked. I guess Mr. Manish Gupta is also a member, therefore I'm taking up the questions. He has asked for the order book and the pro-rata turnover.

He has tried to correlate the order book of 23 and the order book of September 24. So it is a jump of 200 to 750 crore as already clarified. The order book are to be executed over a period of 18 to 24 months. And based on the present capabilities, we do expect the enhanced execution as compared to the 23 and 24. We won't be able to give you the numbers, it will be updated on a quarter on quarter numbers.

You are already participating in the quarterly conference call, so you are aware about the new contracts and the configuration. So I'm not repeating that. What has changed?

The changes that we are now matured, we have been able to solve a higher level of the requirement of our customers. Customers are looking forward to us to deliver a complete solution rather than a piecemeal. And I think that is the reason why we are able to attract better contracts and that is how we have been able to pick and choose the contracts of our choice and that's how we have built up the order book of 750 crore. The reason for order

book build-up is because we feel that we are in further pursuance to asking for or going for further order book, which we are keep on monitoring and wherever we get a better orders, better opportunities, we will bid for them. As and when we get new order book confirmed, we will be able to inform you through the stock exchange declarations. These were the questions from Mr. Manish Gupta who represented for the speaker number five and six.

Now let me take up the question of Mr. Girish Gupta, the speaker number seven. I think his the oral question on this meeting was about data center, what we are going to do. I think I already answered. Again repeat it's not the EPC or the CAPEX, it's designing and maintenance. As regards the question which he has asked on the email, let me go point by point. You have also asked several questions, but let me go point by point.

Details of the business, I think you are well read, and we are happy to have you as an active participant to the company's performance. We are into geospatial engineering, IT-enabled services, and also now tech-enabled services when we are going into the data centers. We already talked about the order book, so I'm not repeating. Niche areas, we already mentioned that we are now going into end-to-end solutions.

You asked about new subsidiary called Meg-Nxt Let me clarify, there is no subsidiary Meg-Nxt is a division, a product development team within the company, which is generating the capabilities to develop new products. We continuously evaluate opportunities and keep on building up the ability to develop the solutions by developing either the capability on the product which we have or that we develop new product and therefore this is the in-house development team of Ceinsys not a subsidiary.

You asked about opportunities into geospatial, mobility, artificial intelligence. I think we have already covered about. Even on Allygrow and competitor, we already mentioned. Data centers, we already mentioned that again.

We also asked about expansion of business operation offset by investing over 49 crore. I think this number comes from the object of 20% of the total fund raise of preferential allotment.

And similarly, your ninth question is about 175 crore about opportunities to acquire. I think all of them are part of our expansion and plans to acquire the companies into a similar space where we can build up synergy to grow fast. Because we have been

growing organically, we would also like to grow inorganically and that is why these opportunities are being captured. And as and when the new opportunities are being signed off, the same will be published as per our regular information to the Bombay Stock Exchange, which will be available to all. I think I've come to end off all the questions. I thank all the shareholders who have participated as speaker and have shown active interest in the operations and performance of the company. I invite them continue to do so. Thank you all.

- **Ms. Pooja Karande - Company Secretary & Compliance Officer, Ceinsys Tech Limited:**  
Thank you, sir. Dear shareholders, thank you for joining our 26th AGM today and for taking out time to participate. Members may note that voting on the NSDL platform will continue to be available for the next 30 minutes. Therefore, members who have not cast their vote yet are requested to do so. The board of directors has appointed CS Sushil Kawadkar, Practicing Company Secretary, as the scrutinizer to supervise the e-voting process. We have 46 members participating today in this annual general meeting. May I now request Chairman Sir to conclude the meeting.
  
- **Mr. Sagar Meghe - Chairman, Ceinsys Tech Limited:**  
The formal business before this AGM is now concluded. And I declare the proceeding as closed. I hereby authorize Ms. Pooja Karande, the company secretary, to declare the result of the voting and place the results on the website of the company within two working days from the conclusion of this 26th AGM. Resolutions as set forth in the notice shall be deemed to be passed today, subject to the shift of the requisite number upwards. I once again, thanks each one of you attending this AGM today, and wish you and your family members to stay safe and healthy. Thank you very much and have a good day.