




CEINSYS TECH LTD. Earnings Presentation

Q3/9M-FY25

Snapshot



26 Years +
of Proven Performance




200+ Customers
50% business from Repeat Customers




1,300+
Dedicated and technically qualified employees



Pure-Play GIS and TS
Services Company




Global Footprints:
Presence across US, Europe and India




88 K+ Miles
Electrical Network Processed & analyzed

GIS




31 K+ Miles
of Water Network Designed & Implemented

GIS / ES



650 K Miles
High Resolution Image Data for Business Intelligence

GIS




2.2 Mn Sq. Ft.
Infrastructure analyzed

GIS




7 Mn + Hours
of Engineering Services Delivered

ES



31st Dec 2024
Order book to be executed Rs. 13,900 Mn



Awarded River Linking Project
of Rs. 3,810 Mn

GIS

Finance Budget 2025-26 Announcements for Geospatial Sector-



Jal Jeevan Mission
Extended till 2028 to achieve 100% coverage



Modernization of land records, Urban Planning Design of infrastructure

National Geospatial mission to be started using PM GatiShakti And many more initiatives with high funds allocation

GIS : Geospatial Services

TS : Technology Solutions

ES : Engineering Services

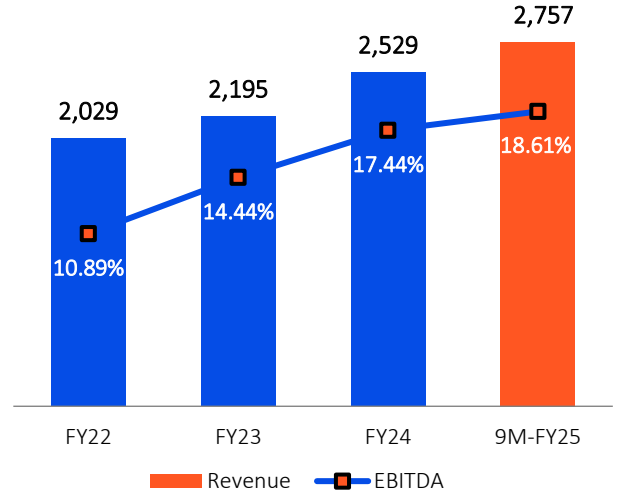


Company Overview

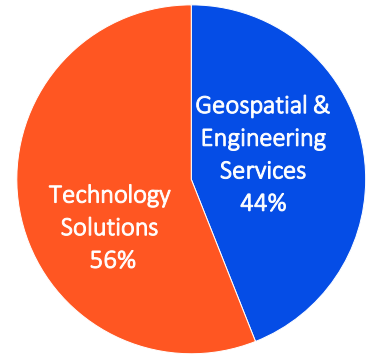
Company Overview

- Founded in 1998 by the Meghe group, Ceinsys has over the years focused on offering technology solutions across various domains and established itself as a premier Geospatial & Engineering solution provider in the ITES space.
- The Geospatial engineering services and Enterprise solutions offerings encompass various aspects of geospatial intelligence, including Data Creation, Data Analytics, Decision Support Systems (DSS), Enterprise Web Solutions, and Dashboards.
- Looking at the opportunity of convergence of GIS and autonomous driving technologies in the mobility industry, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider - AllyGrow Technologies in FY22 which has a good international presence.
- AllyGrow’s “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 (%)



9M-FY25 Revenue Break Up (%)



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



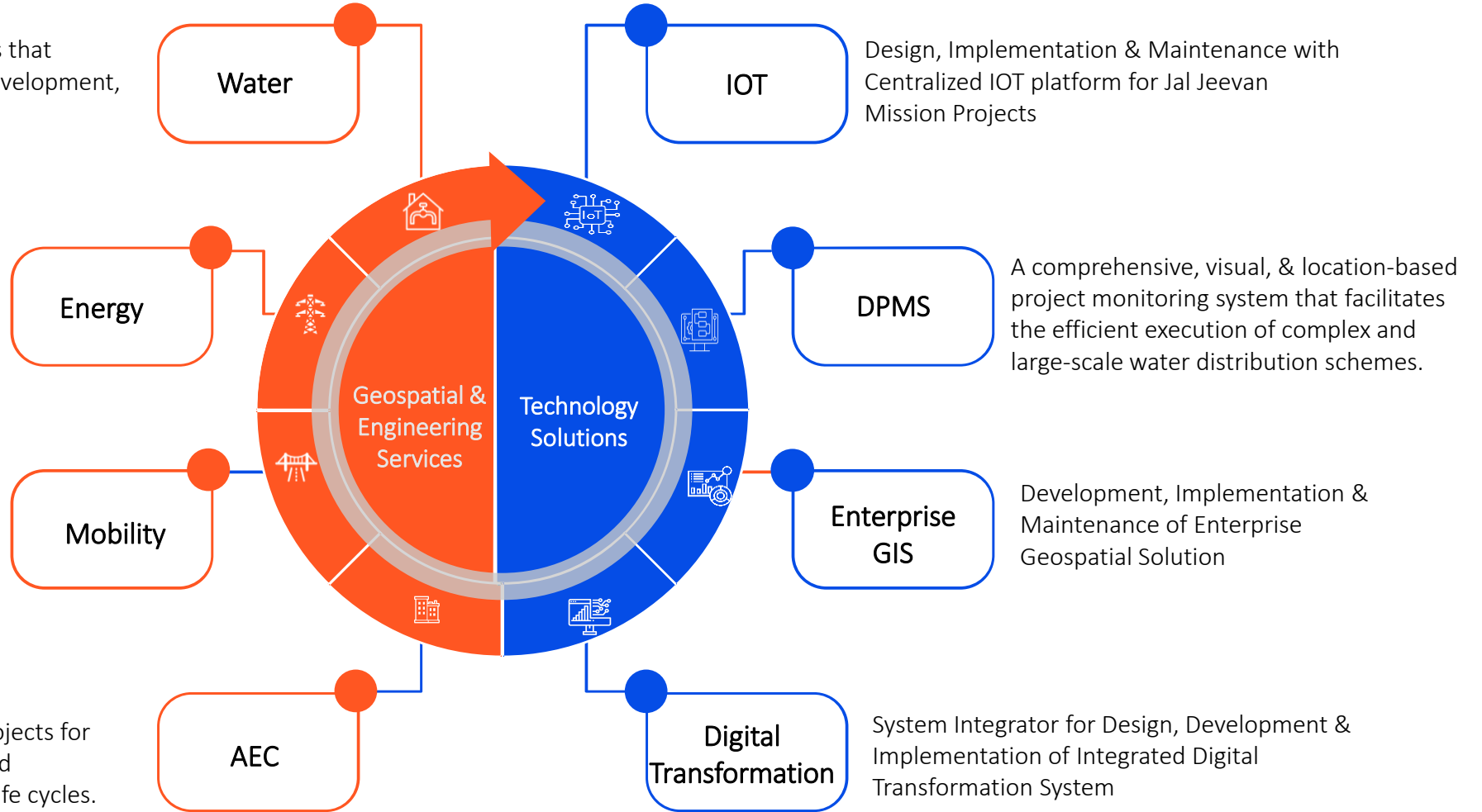
Segments Covered

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

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

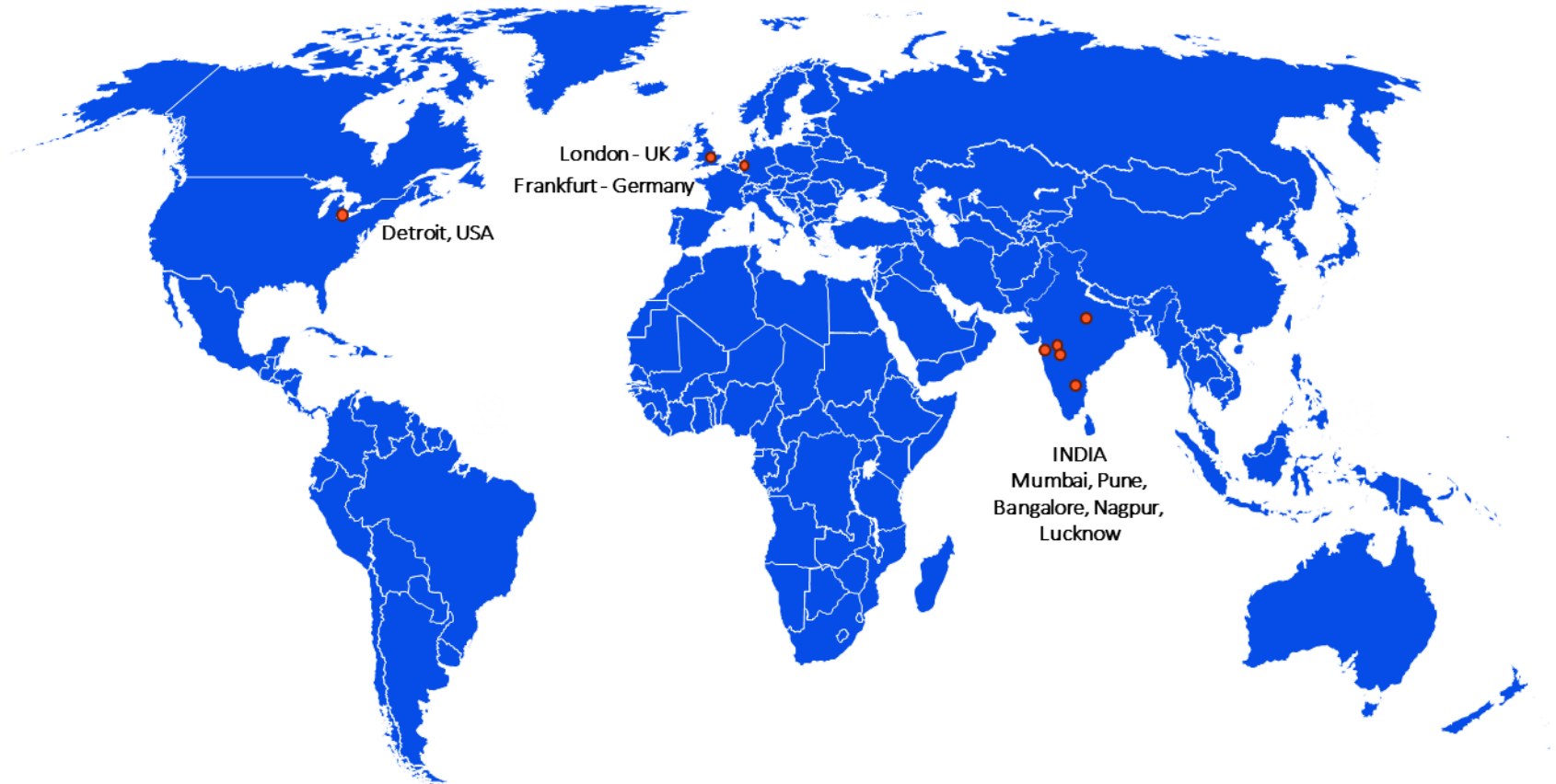
Offering comprehensive solutions in engineering design, product development, smart manufacturing, and digitalization in the engineering services space

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



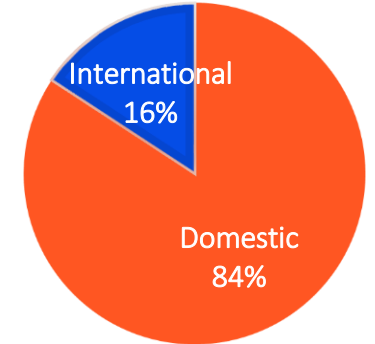
Geographical Presence

• Global Locations

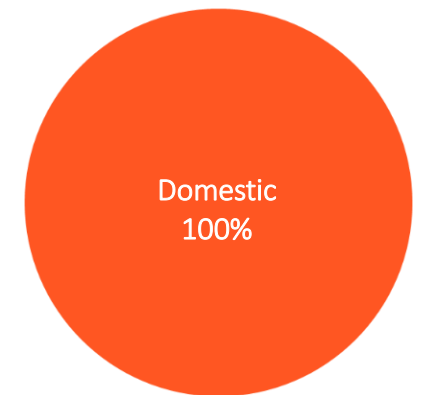


Revenue Split - 9M-FY25

GEOSPATIAL & ENGINEERING SERVICES



TECHNOLOGY SOLUTIONS



Future Growth Strategy



GIS Vertical growth opportunities: ▼

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



Technology Vertical growth opportunities: ▼

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



Key Acquisitions to support future growth: ▼

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



Government Initiatives: ▼

- The company is focused on capitalizing on substantial funding opportunities provided by government initiatives such as Jal Jeevan Mission which has been given further impetus in the recently announced Finance Budget where it is extended till 2028 with intention to achieve 100% coverage
- National Geospatial Mission to be started to develop foundational geospatial infrastructure and data.
- Mission to facilitate modernisation of land records, urban planning and design of infrastructure projects
- Focused on tapping the growth avenues in smart water management and renewable energy sectors, as India's aims to add over 340 GW of renewable capacity by 2030.



Financial Overview Q3/9M-FY25

Key Financial and Operational Highlights

Q3-FY25 Consolidated Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 1,118 Mn 78.6% YoY	INR 214 Mn 101.9% YoY	19.14% 221 Bps YoY
PAT	PAT Margin	Diluted EPS
INR 178 Mn 71.2% YoY	15.92% (69) Bps YoY	9.95 INR / Share 56.7% YoY

9M-FY25 Consolidated Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 2,757 Mn 57.8% YoY	INR 513 Mn 61.8% YoY	18.61% 46 Bps YoY
PAT	PAT Margin	Diluted EPS
INR 414 Mn 76.9% YoY	15.02% 163 Bps YoY	24.46 INR / Share 61.3% YoY

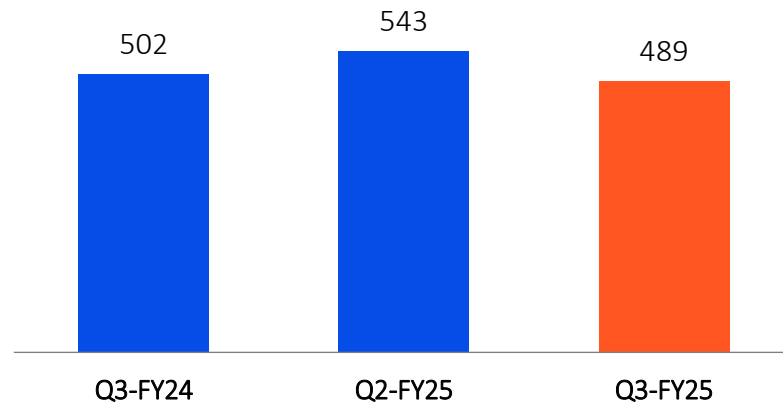
Operational Highlights

- Total order book stands at INR 13,900 Mn as on 31st December 2024 with Projects under Water Domain of Rs. 11,890 Mn, Geospatial & Enterprise Solution services contributing to INR 1,991 Mn
- Consistent improvement in working capital cycle, which has reduced to 124 days on 31st Dec 2024 from 190 days on 31st March 2024 and 237 days on 31st March 2023.
- During Sept 2024, the company raised fresh equity and issued share warrants of INR 2350 Mn, for the purpose of organic and inorganic expansions. The company is actively evaluating options for such Inorganic expansion plans.
- As on 31st Dec 2024 the total Cash surplus was INR 1,250 Mn and Net operational cash surplus was INR 200 Mn.
- During the FY 2024-25, till date company has recruited 384 new talent to gear up to execute new and challenging projects. Out of these 277 are technically qualified to execute these projects while others enhance the support capability.
- Some of the major contracts which have been awarded during 2024-25 include:
 - Prestigious River Linking project in Maharashtra with value of INR 3811.8 Mn
 - IOT based project by Maharashtra State water and sanitation mission- INR 3,316 Mn
 - Service Provider for Implementation of Integrated GIS Enterprises by CIDCO- INR 291.9 Mn
 - Selection of System Integrator for Integrated Digital Transformation of MHADA INR- 277.6 Mn

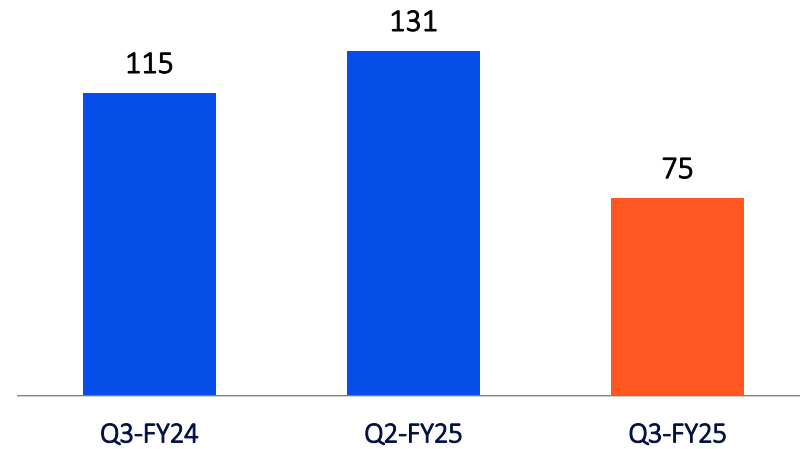


Segmental Performance

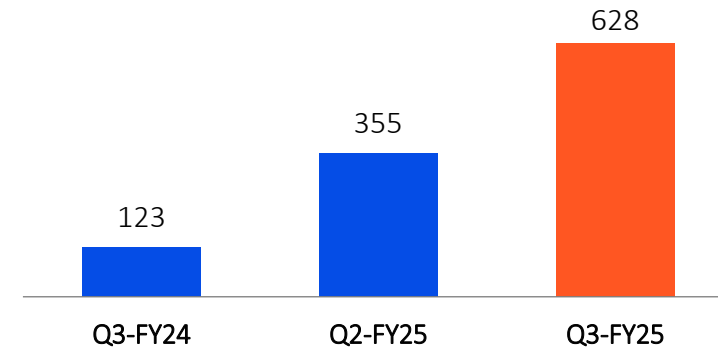
Operational Revenue – Geospatial & Engineering Services
(INR Mn)



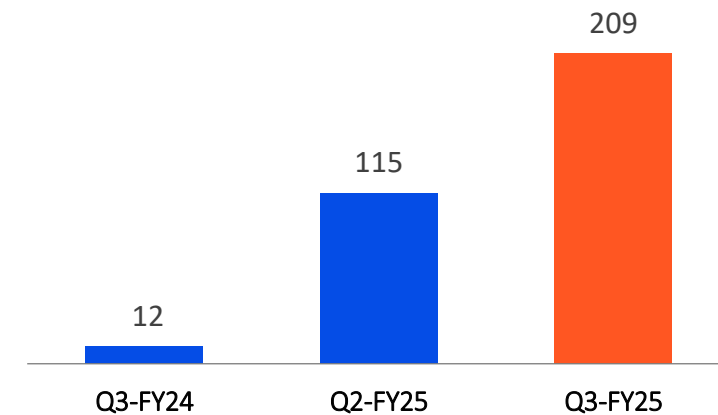
EBIT – Geospatial & Engineering Services
(INR Mn)



Operational Revenue - Technology Solutions
(INR Mn)



EBIT - Technology Solutions
(INR Mn)



Quarterly Consolidated Financial Performance

PARTICULARS (INR Mn)	Q3-FY25	Q3-FY24	Y-o-Y	Q2-FY25	Q-o-Q
Operational Revenue	1,118	626	78.6%	900	24.2%
Total Expenses	904	520	73.8%	732	23.5%
EBITDA	214	106	NA	168	27.4%
<i>EBITDA Margins (%)</i>	<i>19.14%</i>	<i>16.93%</i>	<i>221 bps</i>	<i>18.67%</i>	<i>47 bps</i>
Other Income	37	7	NA	29	27.6%
Depreciation	28	13	NA	15	86.7%
Finance Cost	5	8	(37.5)%	1	NA
Profit Before Share of Profit of joint Venture & Tax	218	92	NA	181	20.4%
Share in Profit of joint Venture	24	35	(31.4)%	27	(11.1)%
PBT	242	127	90.6%	208	16.3%
Tax	64	23	NA	91	(29.7)%
PAT	178	104	71.2%	117	52.1%
<i>PAT Margins (%)</i>	<i>15.92%</i>	<i>16.61%</i>	<i>(69) bps</i>	<i>13.00%</i>	<i>292 bps</i>
Other Comprehensive Income	7	(2)	NA	0	NA
Total Comprehensive Income	185	102	81.4%	117	58.1%
Diluted EPS (INR)	9.95	6.35	56.7%	7.07	40.7%



YTD Consolidated Financial Performance

PARTICULARS (INR Mn)	9M-FY25	9M-FY24	Y-o-Y
Operational Revenue	2,757	1,747	57.8%
Total Expenses	2,244	1,430	56.9%
EBITDA	513	317	61.8%
<i>EBITDA Margins (%)</i>	<i>18.61%</i>	<i>18.15%</i>	<i>46 bps</i>
Other Income	81	22	NA
Depreciation	56	39	43.6%
Finance Cost	10	36	(72.2)%
Profit Before Share of Profit of joint Venture & Tax	528	264	NA
Share in Profit of joint Venture	83	74	12.2%
PBT	611	338	80.8%
Tax	197	104	89.4%
PAT	414	234	76.9%
<i>PAT Margins (%)</i>	<i>15.02%</i>	<i>13.39%</i>	<i>163 bps</i>
Other Comprehensive Income	6	3	NA
Total Comprehensive Income	420	237	77.2%
Diluted EPS (INR)	24.46	15.16	61.3%



Historical Consolidated Financial Performance

PARTICULARS (INR Mn)	FY22	FY23	FY24	9M-FY25
Operational Revenue	2,029	2,195	2,529	2,757
Total Expenses	1,808	1,878	2,088	2,244
EBITDA	221	317	441	513
EBITDA Margins (%)	10.89%	14.44%	17.44%	18.61%
Other Income	17	24	36	81
Depreciation	30	45	52	56
Finance Cost	92	84	47	10
Profit Before Share of Profit of joint Venture & Tax	116	212	378	528
Share in Profit of joint Venture	19	77	119	83
PBT	135	289	497	611
Tax	40	-20	147	197
PAT	95	309	350	414
PAT Margins (%)	4.68%	14.08%	13.84%	15.02%
Other Comprehensive Income	-3	19	3	6
Total Comprehensive Income	92	328	353	420
Diluted EPS (INR)	8.12	20.02	22.52	24.46



Historical Consolidated Balance Sheet

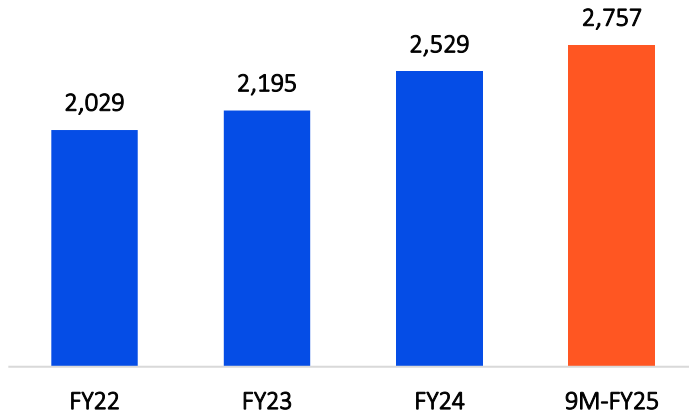
PARTICULARS (INR Mn)	FY23	FY24	H1-FY25
Assets			
(1) Non-current Assets			
(A) Property, Plant And Equipment	199	238	410
(B) Goodwill	200	200	344
(C) Other Intangible Assets	2	1	1
(D) Financial Assets			
(i) Investments	264	267	171
(ii) Trade Receivables	21	31	43
(iii) Other Financial Assets	35	22	30
(E) Non-Current Tax Assets (Net)	63	85	59
(F) Deferred Tax Assets (Net)	87	107	119
(G) Other Non-current Assets	21	19	20
Total Non-current Assets	892	970	1,197
(2) Current Assets			
(A) Inventories	44	6	3
(B) Financial Assets			
(i) Investments	-	170	-
(ii) Trade Receivables	1,595	1,666	1,514
(ii) Cash And Cash Equivalents	324	111	1,507
(iii) Bank Balances Other Than (ii) above	106	180	555
(iv) Loans	0	0	0
(v) Other Financial Assets	25	33	69
(C) Current Tax Assets (Net)	48	57	35
(D) Other Current Assets	65	66	84
Total Current Assets	2,206	2,289	3,767
Assets held for sale	31	2	2
Total Assets (1+2)	3,129	3,261	4,966

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

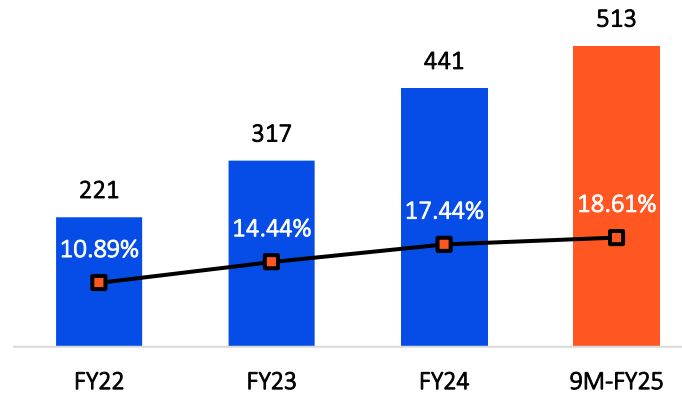


Consolidated Financial Performance

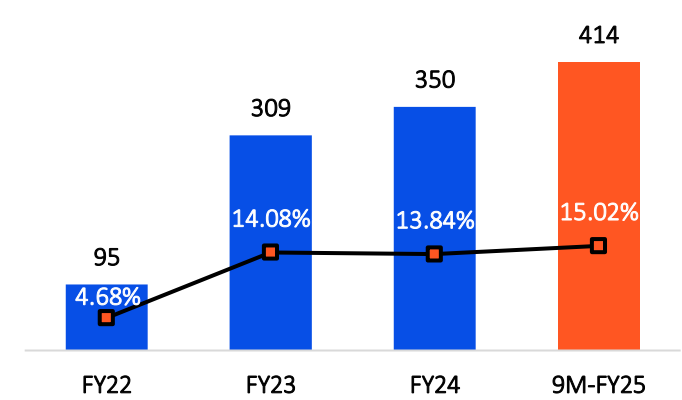
REVENUES (INR Mn)



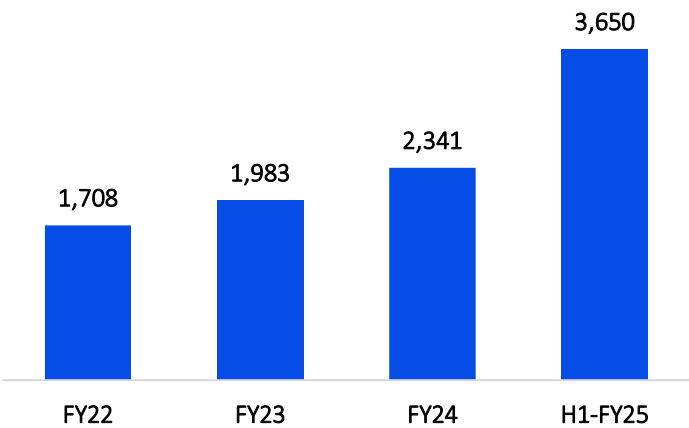
EBITDA (INR Mn) & EBITDA MARGINS (%)



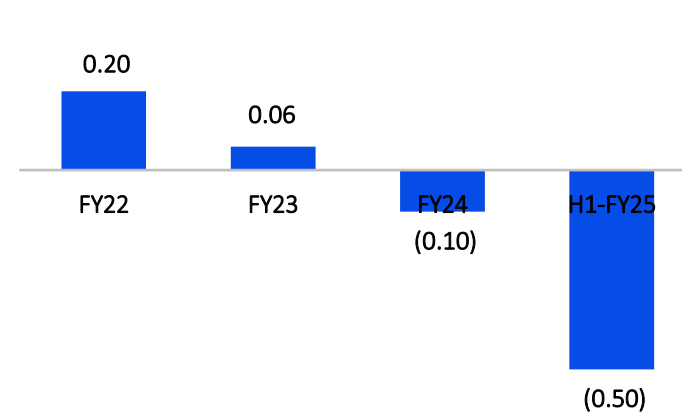
PAT (INR Mn) & PAT MARGINS (%)



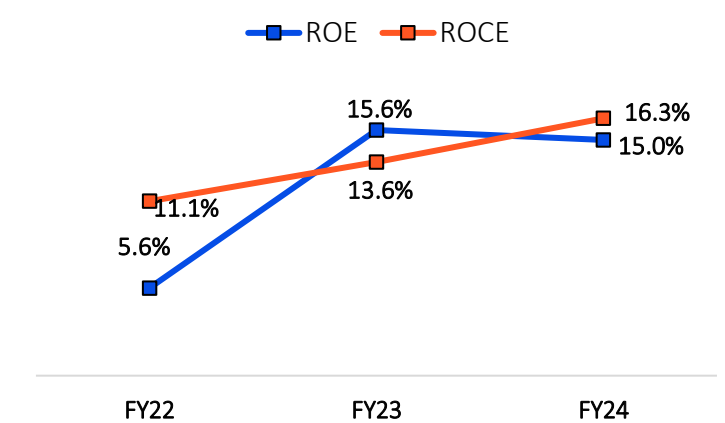
NETWORTH (INR Mn)



Net Debt to Equity

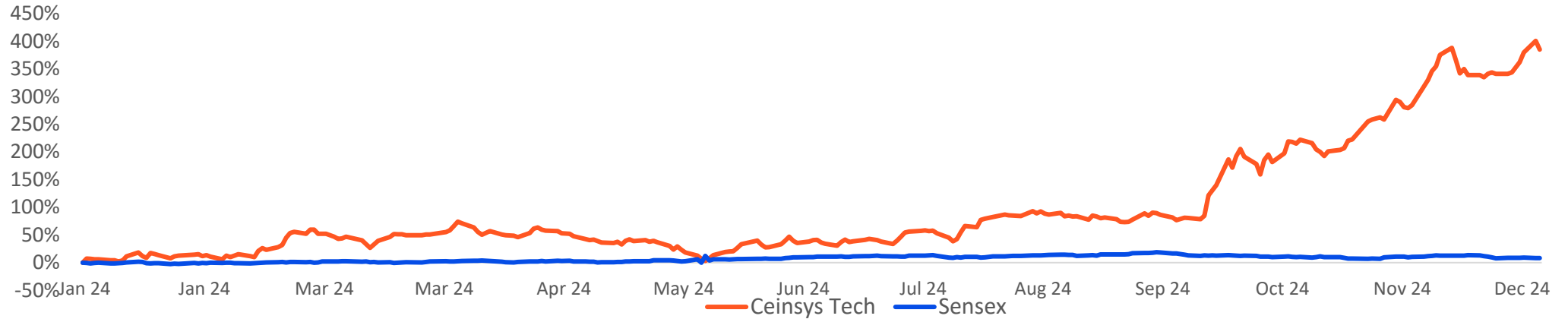


ROCE & ROE (%)



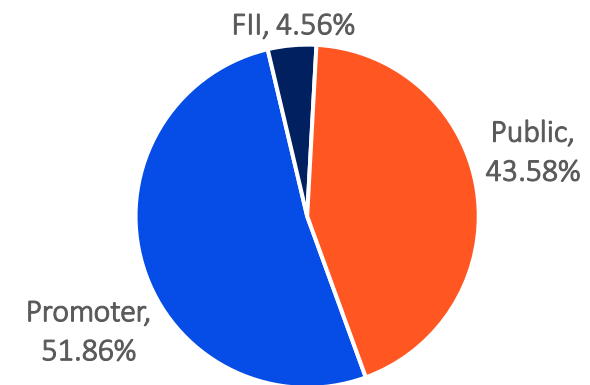
Capital Market Information

1 Year Stock Performance up to 31st December 2024



PRICE DATA (AS ON 31 st DECEMBER, 2024)	INR
Face Value	10.0
CMP	1,891.0
52 Week H/L	1,965.7/366.0
Market Cap (INR Mn)	32,981.2
Shares O/S (Mn)	17.4
Avg. Vol. ('000)	63.0
Number of Shareholders other than Promoter	22,517 Approx

Shareholding Pattern (As on 31st December 2024)



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Thank You