Ceinsys Tech Ltd.

COMPANY BACKGROUND……………………………………………………………..

- 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, etc.
- In FY22, Ceinsys took a strategic decision to foray into the mobility services space via its acquisition of a specialized engineering service provider- AllyGrow Technologies which has a good international presence.
- AllyGrow's "Technology 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 Technology sectors, globally.
- It has a global presence with offices in India, the United States, United Kingdom and Germany.
- The company has also ventured 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 MIX (Q1-FY25)……………………………….

Geospatial and Engineering Services	Technology Solutions
Revenue Share – 57%	Revenue Share – 43%

KEY STRENGTHS……………………………………………………………………………..

- The company stays ahead of the curve by investing in new-age technologies such as digital twin engineering.
- Since its inception, company has achieved engineering expertise encompasses consulting services across all project phases, ensuring seamless execution through management, project oversight.
- Company stands uniquely positioned to serve a vast spectrum of global entities, both governmental and private, with unparalleled expertise and dedication
- Company is all set to seize the opportunities coming out of rapid expansion in EV ecosystem to support Technology business growth.
- Company's strength lies in offering a variety of engagement models, providing flexible solutions that cater to a wide range of client preferences and requirements.

FINANCIAL HIGHLIGHTS (CONSOLIDATED)……………………………………….

(INR Mn)	Total Income*	EBITDA	EBITDA%	PAT	PAT%	EPS
FY22	2,029	221	10.89%	95	4.68%	8.12
FY23	2,195	317	14.44%	309	14.08%	20.02
FY24	2,529	441	17.44%	350	13.84%	22.52
Q1-FY25	738	132	17.89%	119	16.12%	7.29

**Total Income includes Other Income*

Key Data	
BSE Code	538734
NSE Code	-
Reuters	CEIS.BO
Bloomberg	ADCC:IN

Market Data (INR) as on 30th June, 2024	
Face Value	10.00
CMP	527.9
52 Week H/L	699.0/182.3
MCAP (Mn)	8,625.6
Shares O/S (Mn)	16.3
1 Yr Avg. Daily Vol. ('000)	88.4

Performance as on 30th June, 2024

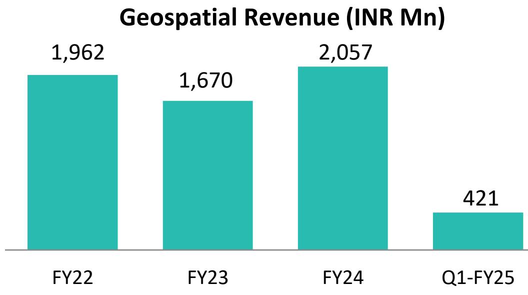
	3M	6M	12M
Ceinsys Tech Ltd.	(13.5)%	40.8%	152.6%
SENSEX	6.8%	9.4%	21.9%
BSE MIDCAP	16.4%	24.7%	60.0%

Shareholding Pattern as on 30th June, 2024	
Promoters	55.35%
Public	44.65%

BUSINESS SEGMENTS……………………………………………………………………………………….

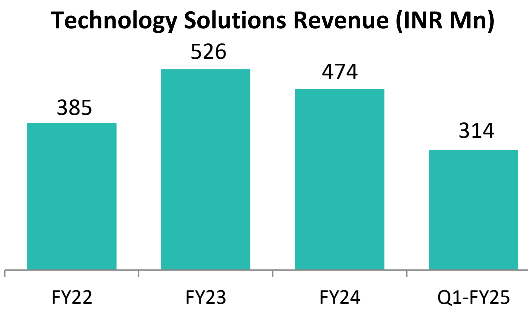
Geospatial (57%) –

- 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.
- 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.



Technology Solutions (43%) –

- Technology solutions span the entire product development process, including Technology engineering for various verticals such as two / three-wheelers, passenger cars, commercial vehicles, and off-highway equipment.
- 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 Technology processes and improve operational efficiencies



KEY GROWTH DRIVERS……………………………………………………………………………………….

- The company is leveraging on India's projected geospatial market growth which is expected to grow at CAGR of 13.5% by 2025.
- 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,
- In Mobility Segment, 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%.
- Acquisition of Ally Grow Technologies facilitates entry into the mobility services sector, capitalizing on the convergence of GIS and autonomous driving technologies.
- Company is 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.

PEER COMPARISON (TRAILING 12 MONTHS) INR MN ………………………………………………………………….

Company	Total Income*	EBITDA	EBITDA%	Net Profit	PAT%	M Cap(In MN)
Ceinsys Tech Ltd.	2,729	459	16.8%	385	14.1%	8,626
Genesys Int. Corp.	2,195	952	43.4%	324	14.8%	23,474
CE Info Systems	3,915	1,598	40.8%	1,379	35.2%	1,24,463
Tata Tech.	51,280	9,221	18.0%	6,490	12.7%	4,14,390
Onward Tech.	4,704	470	10.0%	301	6.4%	8,996

**Total Income includes Other Income*

INCOME STATEMENT

Particulars (INR Mn)	FY22	FY23	FY24	Q1-FY25
Operational Revenue	**2,029**	**2,195**	**2,529**	**738**
Total Expenses	1,808	1,878	2,088	606
EBITDA	**221**	**317**	**441**	**132**
EBITDA Margins (%)	**10.89%**	**14.44%**	**17.44%**	**17.89%**
Other Income	17	24	36	15
Depreciation	30	45	52	13
Finance Cost	92	84	47	4
Profit Before Share of Profit of joint Venture & Tax	**116**	**212**	**378**	**130**
Share in Profit of joint Venture	19	77	119	31
PBT	**135**	**289**	**497**	**161**
Tax	40	-20	147	42
PAT	**95**	**309**	**350**	**119**
PAT Margins (%)	**4.68%**	**14.08%**	**13.84%**	**16.12%**
Other Comprehensive Income	-3	19	3	0
Total Comprehensive Income	**92**	**328**	**353**	**119**
Diluted EPS (INR)	8.12	20.02	22.52	7.29

**Total Income includes Other Income*

BALANCE SHEET CONSOLIDATED

Liabilities (INR MN)	FY22	FY23	FY24
Shareholders Fund			
Equity Share Capital	154	154	163
Other Equity	1,474	1,829	2,178
Non-Controlling Interest	80	-	-
Total Shareholders Funds	**1,708**	**1,983**	**2,341**
Non-Current Liabilities			
Financial Liabilities			
i) Long-Term Borrowings	4	9	8
ii) Lease Liabilities	14	14	24
Provisions	-	8	10
Total Non-Current Liabilities	**18**	**31**	**42**
Current Liabilities			
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
Provisions	23	26	29
Current Tax Liabilities	-	3	2
Other Current Liabilities	99	136	167
Total Current Liabilities	**1,085**	**1,215**	**1,703**
TOTAL LIABILITIES	**6,411**	**7,178**	**8,370**

Assets (INR MN)	FY22	FY23	FY24
Assets			
Non-Current Assets			
Property, Plant and Equipment	240	199	238
Goodwill	200	200	200
Other Intangible Assets	9	2	1
Financial Assets			
i)Investments	186	264	267
ii)Trade Receivables	21	21	31
iii)Other Financial Assets	52	35	22
Non Current Tax Assets(Net)	33	63	85
Deferred Tax Assets	28	87	107
Other Non-Current Assets	19	21	19
Total Non-Current Assets	**788**	**892**	**970**
Current Asset			
Inventories	10	44	6
Financial Assets			
i)Investments	-	-	170
ii)Trade Receivables	1,814	1,595	1,666
iii)Cash & Cash Equivalents	140	324	111
iv)Bank Balance	127	106	180
v)Loans	0	0	0
vi)Other Financial Assets	24	25	33
Current Tax Assets (Net)	25	48	57
Other Current Assets	59	65	66
Total Current Assets	**2,200**	**2,206**	**2,289**
Assets held for Sale	-	31	2
Total Assets	**2,.987**	**3,129**	**3,261**

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