

Date: May 6, 2025

To
The Department of Corporate Services,
BSE Limited,
25th Floor, P.J. Towers,
Dalal Street, Mumbai – 400001

Subject: - Investor Presentation on Audited Financial Results of the Company for the quarter and year ended on March 31, 2025

Reference: Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('Listing Regulations')

Scrip Code: 538734

Dear Sir/Madam,

Further to our letter dated May 4, 2025, and pursuant to Regulation 30 of the Listing Regulations, we are enclosing herewith a copy of the presentation to analyst/investors on the Audited Standalone and Consolidated Financial Results of the Company for the quarter and year ended on March 31, 2025.

This is for your information and record.

Thanking You,
For Ceinsys Tech Limited

Pooja Karande
Company Secretary &
Compliance Officer
M. No. A54401

Place: Nagpur

Encl: As above



Earnings Presentation

Q4-FY25/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



GIS

88 K+ Miles
Electrical Network
Processed & analyzed



GIS / ES

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



ES

7 Mn + Hours
of Engineering Services
Delivered



31st March 2025
Order book to be executed
INR 11,970 Mn.



GIS

**Awarded
River Linking Project**
of INR 3,810 Mn.



Jal Jeevan Mission
Extended till 2028 to
achieve 100% coverage



Modernization of land
records, Urban Planning
Design of infrastructure

Finance Budget 2025-26 Announcements for Geospatial Sector-

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

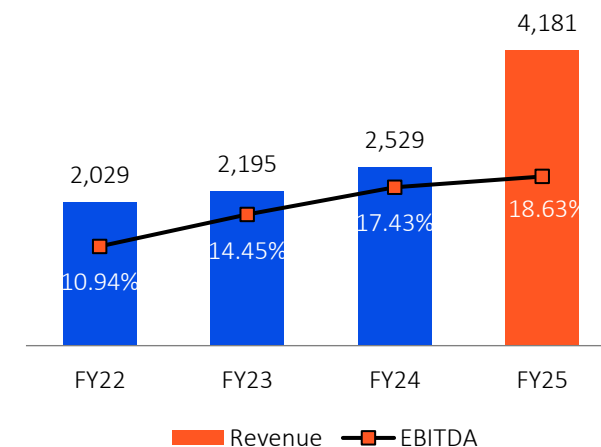


Company Overview

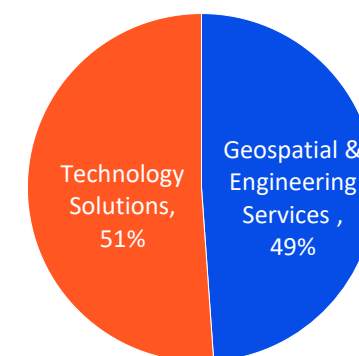
Company Overview

- 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 (%)



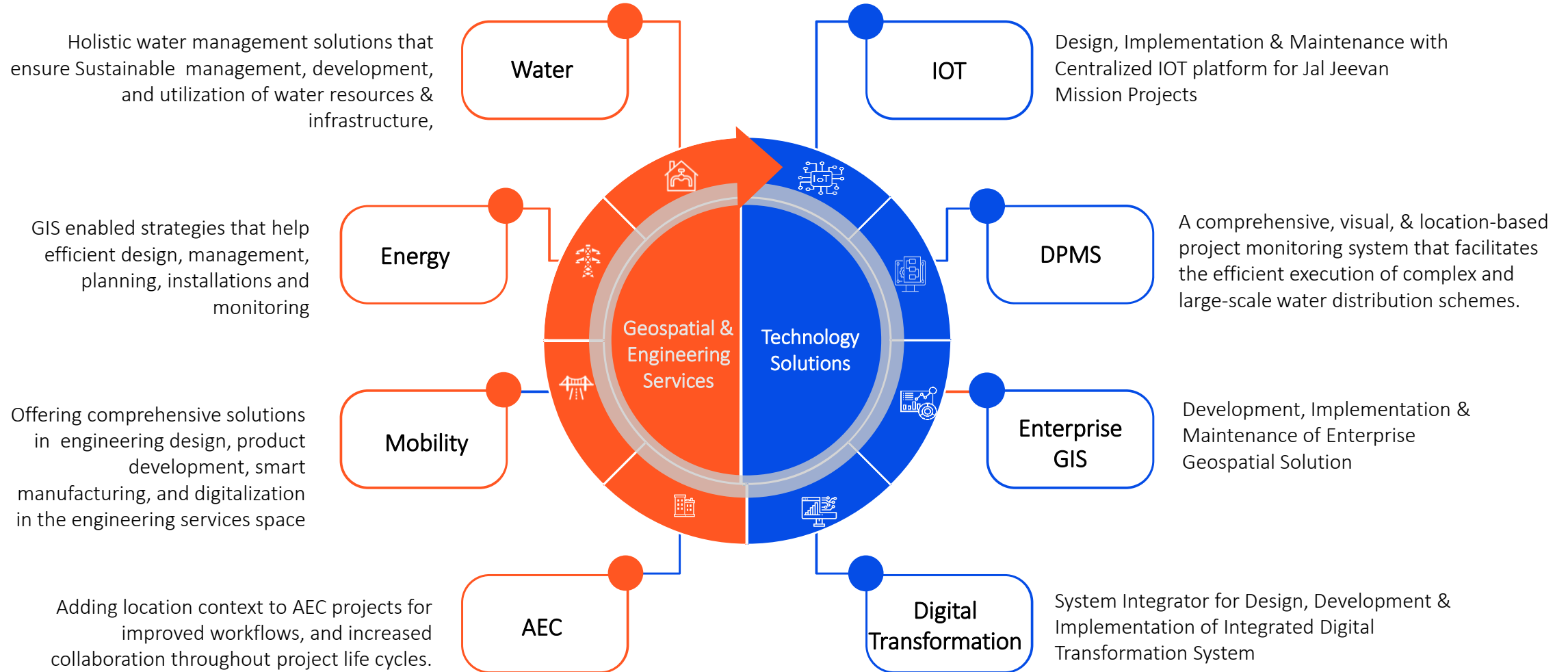
FY25 Revenue Break Up (%)



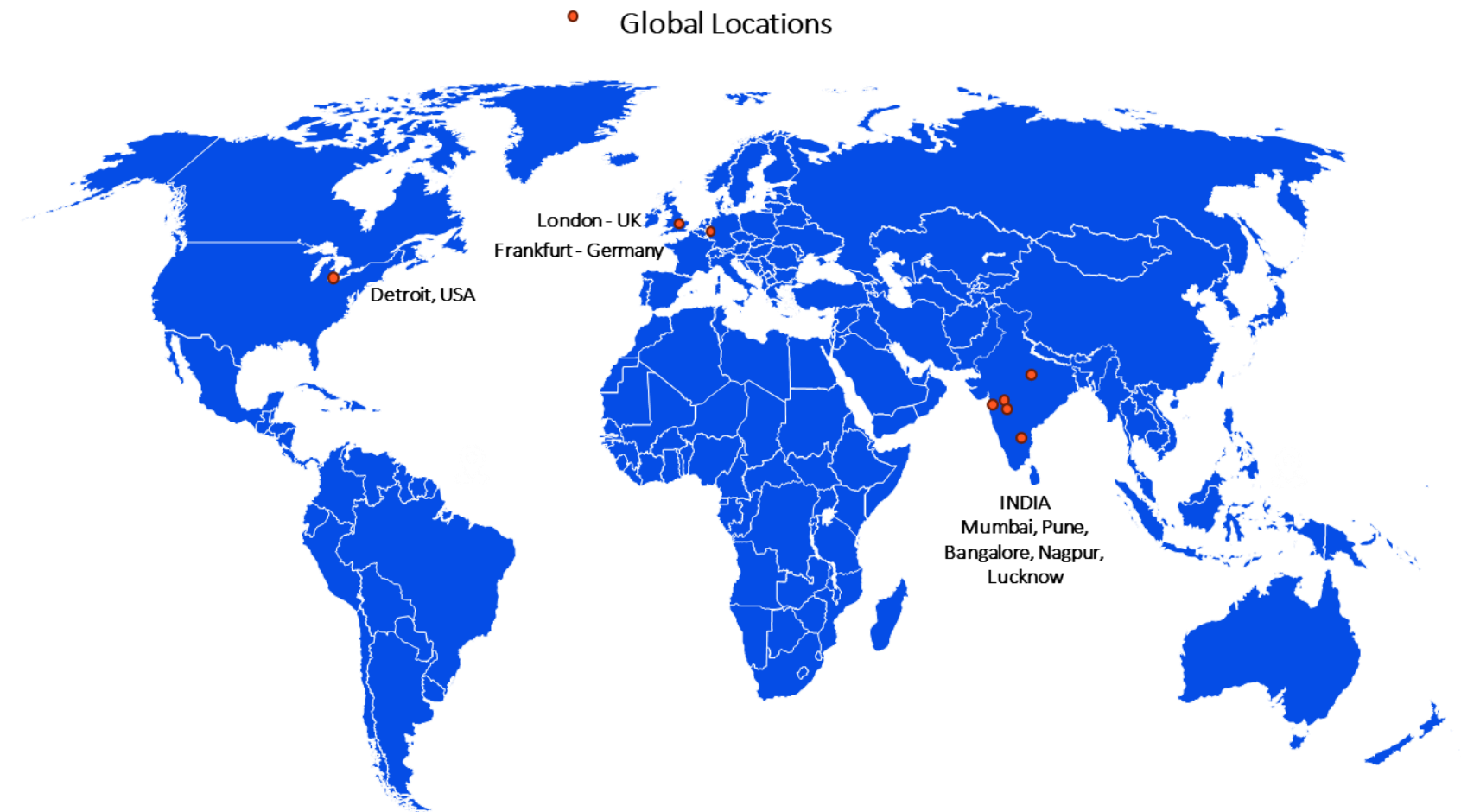
* This business performance will differ from Consolidated Numbers due to intercompany transaction adjustments



Segments Covered

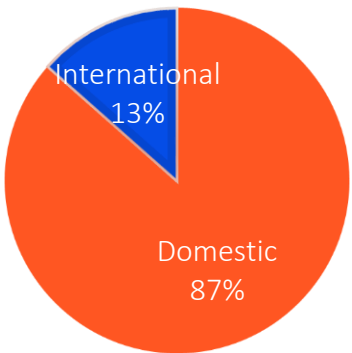


Geographical Presence



REVENUE SPLIT – 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

Q4-FY25/FY25

Key Financial and Operational Highlights

Q4-FY25 Consolidated Financial Performance

| | | |
|--------------------------------|--------------------------|--------------------------------|
| Revenue from Operations | EBITDA | EBITDA Margin |
| INR 1,424 Mn 81.9% YoY | INR 268 Mn 116.1% YoY | 18.82% 298 Bps YoY |
| PAT | PAT Margin | Diluted EPS |
| INR 219 Mn 88.8% YoY | 15.38% 57 Bps YoY | 11.23 INR / Share 57.9% YoY |

FY25 Consolidated Financial Performance

| | | |
|--------------------------------|-------------------------|--------------------------------|
| Revenue from Operations | EBITDA | EBITDA Margin |
| INR 4,181 Mn 65.3% YoY | INR 779 Mn 76.6% YoY | 18.63% 119 Bps YoY |
| PAT | PAT Margin | Diluted EPS |
| INR 632 Mn 80.6% YoY | 15.12% 128 Bps YoY | 35.27 INR / Share 56.6% YoY |

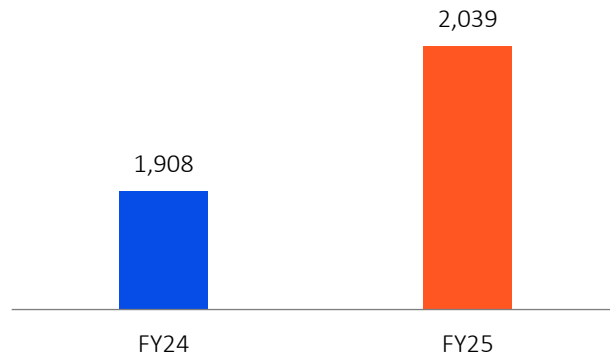
Operational Highlights

- Current ratio improved from 2.6 in 2023-24 to 2.82 in 2024-25
- Turnover to Net Working capital improved from 3.2 times of 2023-24 to 4.4 times in 2024-25
- Surplus cash balance INR 1,100 Mn (net of current borrowings)
- Fresh confirm order book during the year 2024-25 of INR 7,860 Mn leading to closing executable order book of INR 11,970 Mn as on 1st April 2025
- Execution of Technology Solutions projects increased by 3.5 times during the year against that of previous year from INR 60 cr of 2023-24 to INR 213 cr of 2024-25.
- Proportion of Technology solutions in turnover improved from 24% in 2023-24 to 51% in 2024-25.
- Employee cost at 30% in 2024-25 as against 35% in 2023-24 – thereby demonstrating improvement in efficiency. This is also seen as Turnover per employee enhanced to INR 3.34 Mn in 2024-25 from INR 2.29 Mn of 2023-24
- Investments in Business development for expansion into USA of INR 120 Mn is charged to P&L.

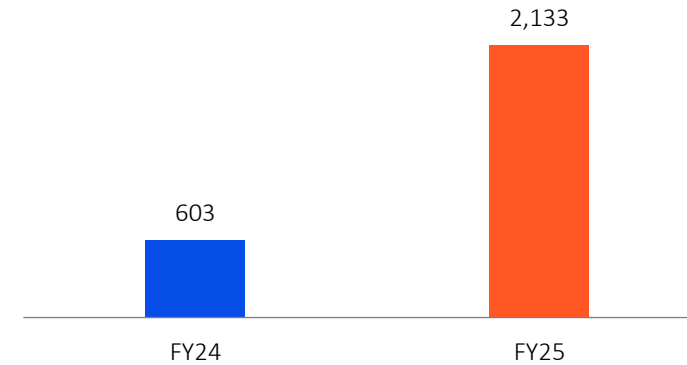


Segmental Performance

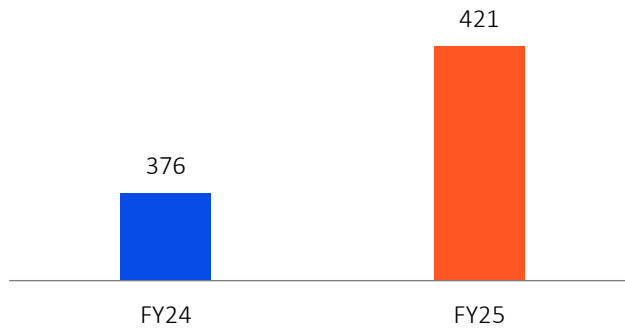
Operational Revenue – Geospatial & Engineering Services
(INR Mn)



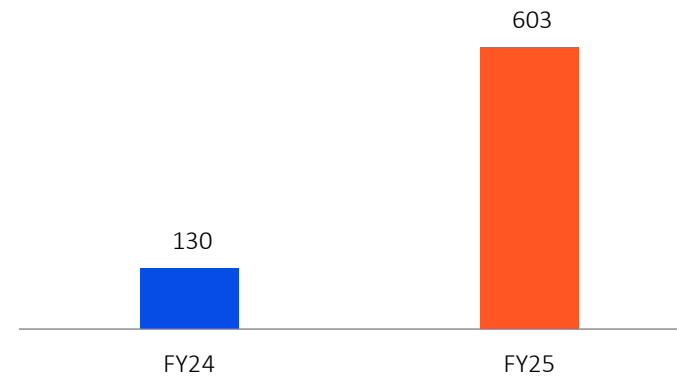
Operational Revenue - Technology Solutions
(INR Mn)



EBIT – Geospatial & Engineering Services
(INR Mn)

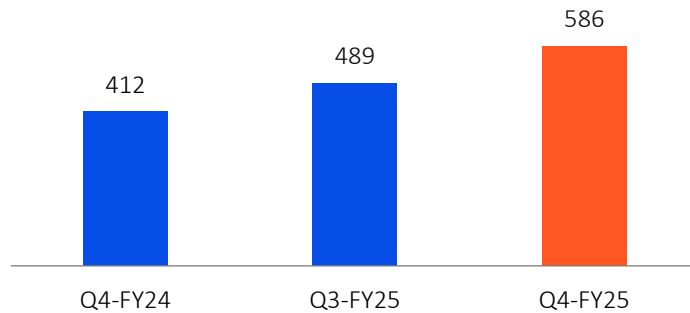


EBIT - Technology Solutions
(INR Mn)

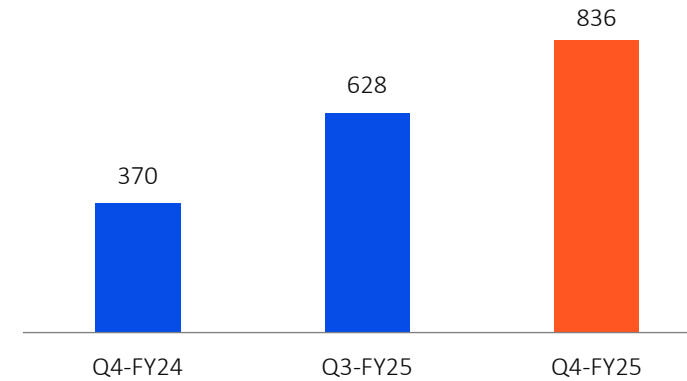


Segmental Performance

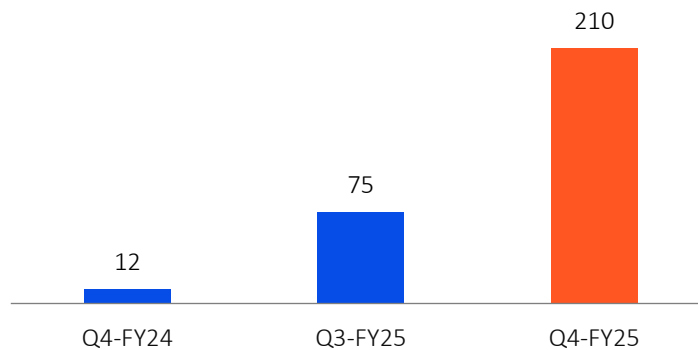
Operational Revenue –Geospatial & Engineering Services
(INR Mn)



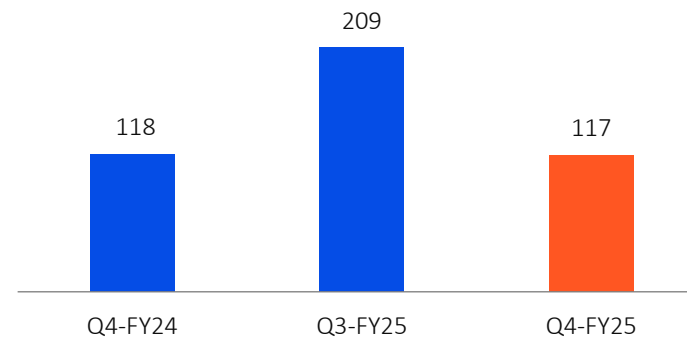
Operational Revenue - Technology Solutions
(INR Mn)



EBIT –Geospatial & Engineering Services
(INR Mn)



EBIT - Technology Solutions
(INR Mn)



Quarterly Consolidated Financial Performance

| PARTICULARS (INR Mn) | Q4-FY25 | Q4-FY24 | Y-o-Y | Q3-FY25 | Q-o-Q |
|--|---------------|---------------|----------------|---------------|-----------------|
| Operational Revenue | 1,424 | 783 | 81.9% | 1,118 | 27.4% |
| Total Expenses | 1,156 | 659 | 75.4% | 904 | 27.9% |
| EBITDA | 268 | 124 | NA | 214 | 25.2% |
| <i>EBITDA Margins (%)</i> | <i>18.82%</i> | <i>15.84%</i> | <i>298 Bps</i> | <i>19.14%</i> | <i>(32) Bps</i> |
| Other Income | 35 | 15 | NA | 37 | (5.4)% |
| Depreciation | 26 | 13 | NA | 28 | (7.1)% |
| Finance Cost | 16 | 11 | 45.5% | 5 | NA |
| Profit Before Share of Profit of joint Venture & Tax | 261 | 115 | NA | 218 | 19.7% |
| Share in Profit of joint Venture | 23 | 44 | (47.7)% | 24 | (4.2)% |
| PBT | 284 | 159 | 78.6% | 242 | 17.4% |
| Tax | 65 | 43 | 51.2% | 64 | 1.6% |
| PAT | 219 | 116 | 88.8% | 178 | 23.0% |
| <i>PAT Margins (%)</i> | <i>15.38%</i> | <i>14.81%</i> | <i>57 Bps</i> | <i>15.92%</i> | <i>(54) Bps</i> |
| Other Comprehensive Income | (3) | - | NA | 7 | NA |
| Total Comprehensive Income | 216 | 116 | 86.2% | 185 | 16.8% |
| Diluted EPS (INR) | 11.23 | 7.11 | 57.9% | 9.95 | 12.9% |



Yearly Consolidated Financial Performance

| PARTICULARS (INR Mn) | FY25 | FY24 | Y-o-Y |
|--|---------------|---------------|----------------|
| Operational Revenue | 4,181 | 2,529 | 65.3% |
| Total Expenses | 3,402 | 2,088 | 62.9% |
| EBITDA | 779 | 441 | 76.6% |
| <i>EBITDA Margins (%)</i> | <i>18.63%</i> | <i>17.44%</i> | <i>119 Bps</i> |
| Other Income | 117 | 36 | NA |
| Depreciation | 82 | 52 | 57.7% |
| Finance Cost | 25 | 47 | (46.8)% |
| Profit Before Share of Profit of joint Venture & Tax | 789 | 378 | NA |
| Share in Profit of joint Venture | 106 | 119 | (10.9)% |
| PBT | 895 | 497 | 80.1% |
| Tax | 263 | 147 | 78.9% |
| PAT | 632 | 350 | 80.6% |
| <i>PAT Margins (%)</i> | <i>15.12%</i> | <i>13.84%</i> | <i>128 Bps</i> |
| Other Comprehensive Income | 4 | 3 | 33.3% |
| Total Comprehensive Income | 636 | 353 | 80.2% |
| Diluted EPS (INR) | 35.27 | 22.52 | 56.6% |



Historical Consolidated Financial Performance

| PARTICULARS (INR Mn) | FY22 | FY23 | FY24 | FY25 |
|--|--------|--------|--------|--------|
| Operational Revenue | 2,029 | 2,195 | 2,529 | 4,181 |
| Total Expenses | 1,808 | 1,878 | 2,088 | 3,402 |
| EBITDA | 221 | 317 | 441 | 779 |
| EBITDA Margins (%) | 10.89% | 14.44% | 17.44% | 18.63% |
| Other Income | 17 | 24 | 36 | 117 |
| Depreciation | 30 | 45 | 52 | 82 |
| Finance Cost | 92 | 84 | 47 | 25 |
| Profit Before Share of Profit of joint Venture & Tax | 116 | 212 | 378 | 789 |
| Share in Profit of joint Venture | 19 | 77 | 119 | 106 |
| PBT | 135 | 289 | 497 | 895 |
| Tax | 40 | (20) | 147 | 263 |
| PAT | 95 | 309 | 350 | 632 |
| PAT Margins (%) | 4.68% | 14.08% | 13.84% | 15.12% |
| Other Comprehensive Income | (3) | 19 | 3 | 4 |
| Total Comprehensive Income | 92 | 328 | 353 | 636 |
| Diluted EPS (INR) | 8.12 | 20.02 | 22.52 | 35.27 |



Historical Consolidated Balance Sheet

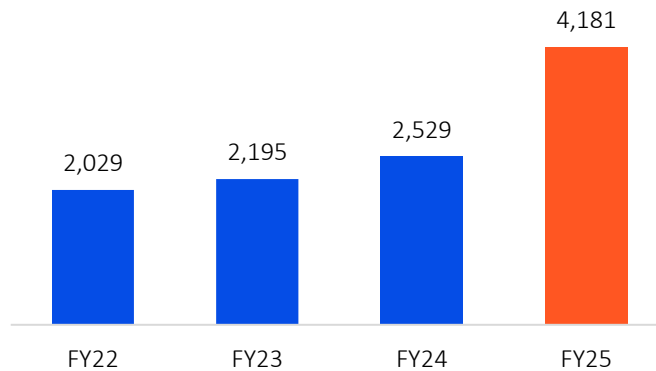
| PARTICULARS (INR Mn) | FY23 | FY24 | FY25 |
|---|--------------|--------------|--------------|
| Assets | | | |
| (1) Non-current Assets | | | |
| (A) Property, Plant And Equipment | 199 | 238 | 447 |
| (B) Capital Work-in-Progress | - | - | 8 |
| (C) Investment Property | - | - | 8 |
| (D) Goodwill | 200 | 200 | 262 |
| (E) Other Intangible Assets | 2 | 1 | 83 |
| (F) Other Intangible Under Development | | | 21 |
| (G) Financial Assets | | | |
| Investments | 264 | 267 | 220 |
| (ii) Trade Receivables | 21 | 31 | 25 |
| (iii) Other Financial Assets | 35 | 22 | 78 |
| (H) Non-Current Tax Assets (Net) | 63 | 85 | - |
| (I) Deferred Tax Assets (Net) | 87 | 107 | 155 |
| (J) Other Non-current Assets | 21 | 19 | 13 |
| Total Non-current Assets | 892 | 970 | 1,320 |
| (2) Current Assets | | | |
| (A) Inventories | 44 | 6 | 5 |
| (B) Financial Assets | | | |
| (i) Investments | - | 170 | - |
| (ii) Trade Receivables | 1,595 | 1,666 | 2,533 |
| (ii) Cash And Cash Equivalents | 324 | 111 | 125 |
| (iii) Bank Balances Other Than (ii) above | 106 | 180 | 1,499 |
| (iv) Loans | - | - | - |
| (v) Other Financial Assets | 25 | 33 | 55 |
| (C) Current Tax Assets (Net) | 48 | 57 | 76 |
| (D) Other Current Assets | 65 | 65 | 164 |
| Total Current Assets | 2,206 | 2,289 | 4,457 |
| Assets held for sale | 31 | 2 | - |
| Total Assets (1+2) | 3,129 | 3,261 | 5,777 |

| PARTICULARS (INR Mn) | FY23 | FY24 | FY25 |
|---|--------------|--------------|--------------|
| Equity And Liabilities | | | |
| (1) Equity | 1,983 | 2,341 | 4,119 |
| (A) Equity Share Capital | 154 | 163 | 175 |
| (B) Other Equity | 1,829 | 2,178 | 3,944 |
| (C) Non-Controlling Interest | - | - | - |
| (2) Non-current Liabilities | | | |
| (A) Financial Liabilities | | | |
| (i) Borrowings | 9 | 8 | 8 |
| (ii) Lease Liabilities | 14 | 24 | 55 |
| (B) Provisions | 1 | 10 | 13 |
| Total Non-current Liabilities | 24 | 42 | 76 |
| (3) Current Liabilities | | | |
| (A) Financial Liabilities | | | |
| (i) Borrowings | 538 | 39 | 399 |
| (ii) Lease Liabilities | 8 | 20 | 30 |
| (iii) Trade Payables | 332 | 505 | 747 |
| (iv) Other Financial Liabilities | 72 | 116 | 160 |
| (B) Provisions | 33 | 29 | 44 |
| (C) Current Tax Liabilities (Net) | 3 | 2 | 158 |
| (D) Other Current Liabilities | 136 | 167 | 44 |
| Total Current Liabilities | 1,122 | 878 | 1,582 |
| Total Equity And Liabilities (1+2+3) | 3,129 | 3,261 | 5,777 |

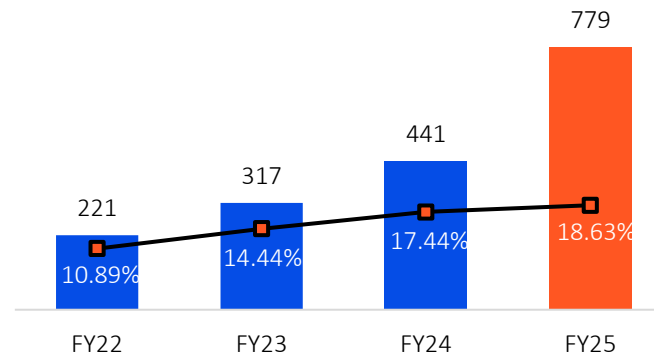


Consolidated Financial Performance

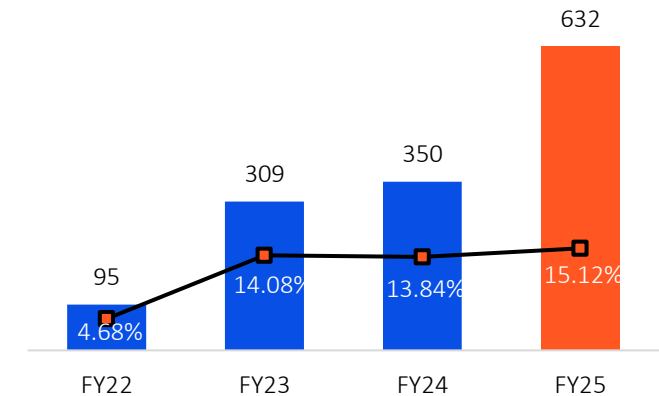
REVENUES (INR Mn)



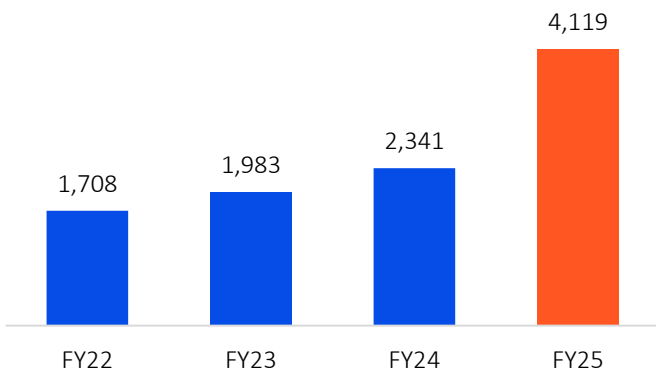
EBITDA (INR Mn) & EBITDA MARGINS (%)



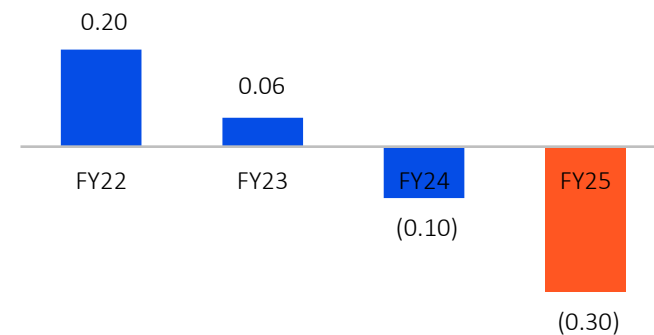
PAT (INR Mn) & PAT MARGINS (%)



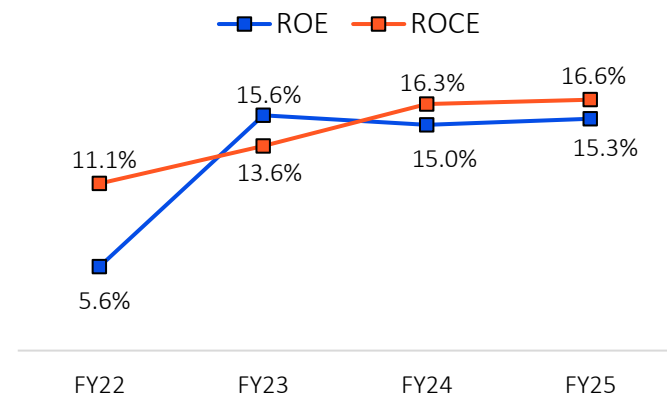
Networth (INR Mn)



Net Debt to Equity

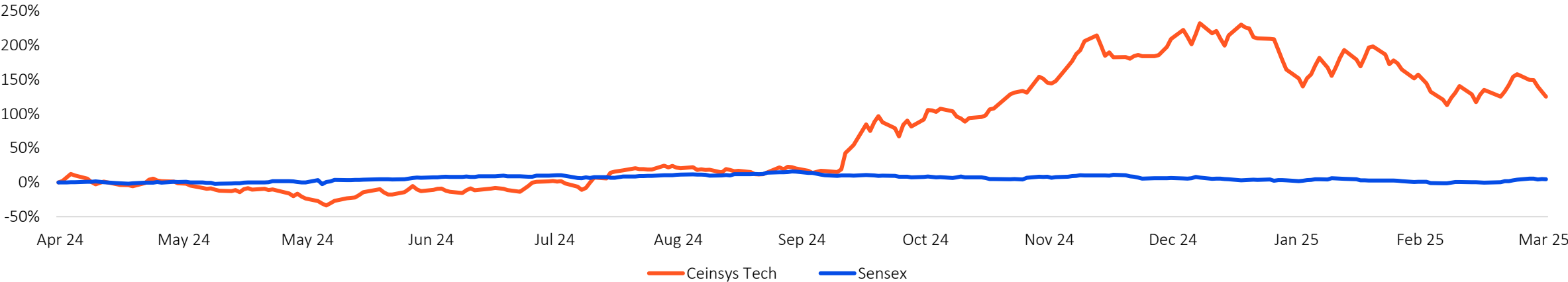


ROCE & ROE (%)



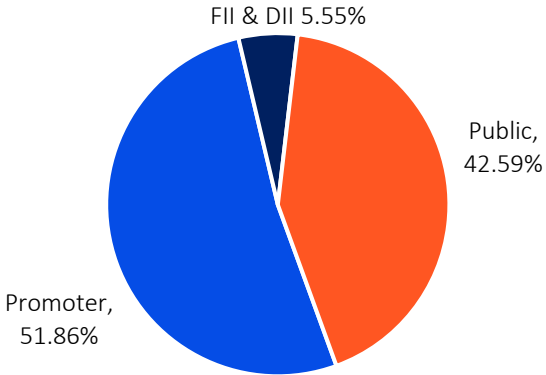
Capital Market Information

1 Year Stock Performance up to 31st March 2025



| PRICE DATA (AS ON 31 st March, 2025) | | INR |
|---|--|---------------|
| Face Value | | 10.0 |
| CMP | | 1,362.35 |
| 52 Week H/L | | 2,105.0/396.5 |
| Market Cap (INR Mn) | | 23,760.95 |
| Shares O/S (Mn) | | 17.4 |
| Avg. Vol. ('000) | | 58.5 |
| Number of Shareholders other than Promoter | | 23,771 Approx |

Shareholding Pattern (As on 31st March, 2025)



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Ceinsys Tech Limited

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Email: ceinsys@valoremadvisors.com





Thank You