

INVESTOR PRESENTATION

SME IPO - NSE EMERGE



Cadsys (India) Limited

IPO Opens: 21-09-2017

IPO Closes: 25-09-2017

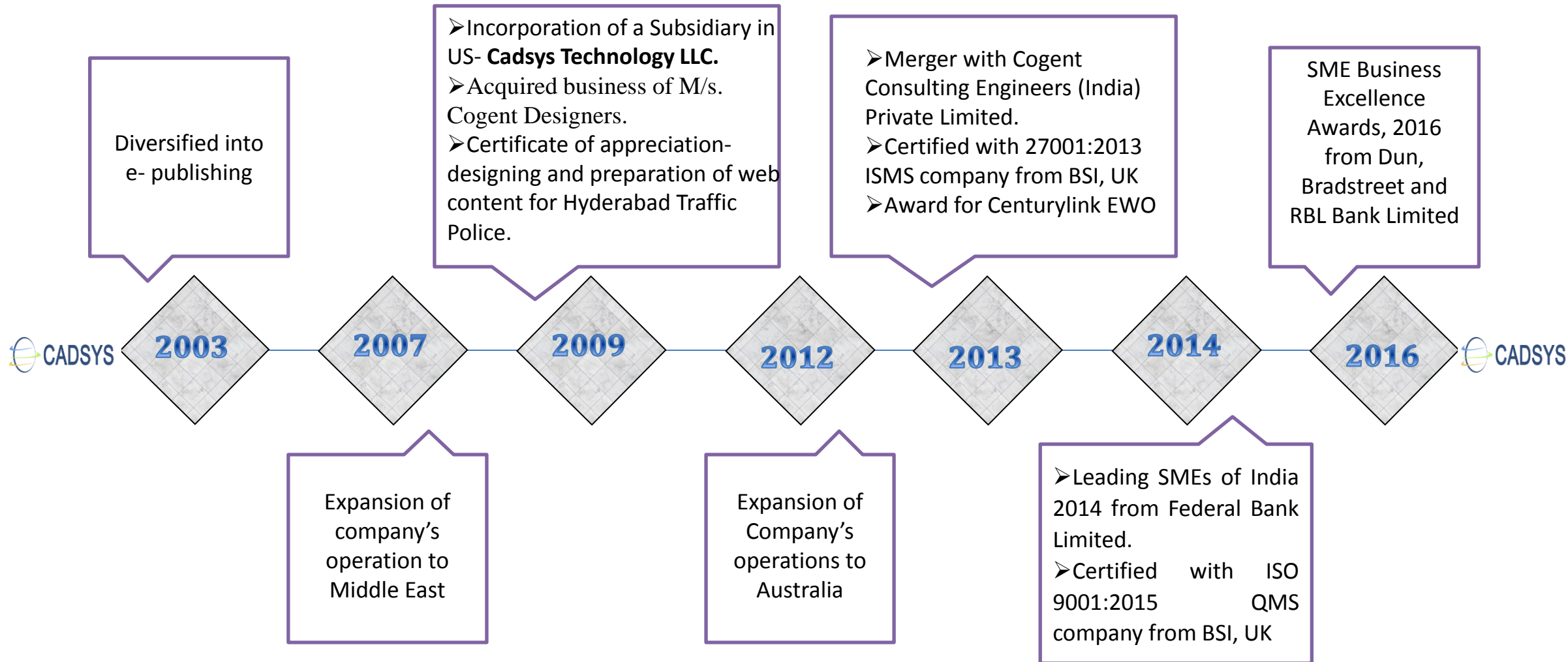


Company Overview

Highlights

- We are a domain-focused GIS and engineering business technology service provider headquartered in Hyderabad, Telangana, India, with significant presence in the United States.
- We are primarily engaged in providing IT enabled services for geospatial, survey and software development and engineering design services in the domains like, telecom, CATV, Oil and Gas, and electricity and other Utilities.
- Cadsys has also been certified by ISO 9001:2008 and ISMS Certificate – ISO/IEC 27001:2013
- Cadsys possesses requisite human resource in the form of 500+ professionals.
- Our Computer Aided Design(CAD) & Drafting team has a proven track record on Geospatial Engineering Services.
- We are also involved in designing next-generation fibre networks/systems i.e. FTTx, HFC and DAS for telecommunication companies.
- We have specifically developed software Super Pro used for CATV and telecom customers to design their OSP network. This software has enabled us to bag new large projects from existing customers like Comcast, Verizon and Google Fiber.
- We have also developed a comprehensive project management software for managing projects or large program with unique spatial intelligence.

EVOLUTION OF CADSYS



OUR CORE MANAGEMENT

Mr. NCV Rangacharya



Mr Nallani Chakravarthi Venkata Rangacharya is the Managing Director of Cadsys (India) Limited. A Civil Engineer and an M. Tech graduate from Indian Institute of Technology, Chennai, India, Mr Rangacharya has acquired immense knowledge and extensive experience in Software Development, CAD and Marketing. He is also an expert in workflow designing and process re-engineering which is an essential requisite in an Information Technology Enabled Services (ITES) industry.

Ever since the inception of the company, Mr Rangacharya has built a team of professionals in all significant area of business, such as Research & Development, Marketing and Technical, finance and administration. Under the aegis of Mr Rangacharya, the sales and the profit of the company have been marking a consistent growth. Entrepreneurship Development Institute, a Government of India undertaking awarded him as the “Entrepreneur of The Year” for the year 2004 recognizing and appreciating his exceptional entrepreneurial capabilities.

Nallani Chakravarthi Padmaja



N.C. Padmaja is the Whole – Time Director cum Chief Finance Officer of our Company. She holds an advance Post Graduate Diploma in Management from Dr B.R. Ambedkar Open University. Before joining the Company, she was a member of Hyderabad Stock Exchange and is registered with SEBI as a stock broker. She is experienced in finance and administration and has been associated with our Company in the capacity of a director since April 1, 2010.

Our Core Management



Sripadarajan Nagarajan

Mr. Nagarajan is the *Non-Executive and President of Software Division* of CADSYS. He is a computer science graduate and has over twenty five years of experience in software industry which includes a seven year stint at USA. Nagarajan started his career as a software engineer at TCS and later gained rich experience in managing IT and software development projects at top tier companies such as Pfizer, Marsh & McLennan in NY, Dun & Bradstreet, Hyperion Financials. Prior to joining Cadsys, he headed the software product development team at GE Power Control. He has been associated with our Company since 2012.



Mr. Chandra Sekhar

Mr. Chandra Sekhar is the President of Engineering Services Division of CADSYS. Chandra Sekhar holds bachelors degree in electrical engineering and has undergone additional training for 1 ½ years in HVAC design, Engineering and Project management. Chandra Sekhar has over 27 years of Engineering Design and Project management experience in Indian and Global Markets.



Dr. M S V Ramana

Dr. M S V Ramana is the president CADSYS. He has over 26 years of experience. He started his career with Manufacturing Industry in the year 1988 after getting his Doctor of Philosophy in Physics (Ph.D. Physics) from Sardar Patel University, Anand, Gujarat. He also holds a Master's Degree in Management. Dr. Ramana is a certified Six Sigma Black Belt from Motorola University, Malaysia and Master Black Belt from Indian Statistical Institute, Bangalore.



Sai Sridhar Sangineni

Mr Sridhar is an Independent Director of our Company. He holds a Bachelor's degree in Technology from Kakatiya University. He has been associated with our Company in the capacity of a director since April 1, 2017.



Nallani Chakravathi Madhavi

Nallani Chakravarthi Madhavi holds a Master's degree in Computer Application from Osmania University. She has been associated with our Company in the capacity of a director since 2005.

Mudumbi Nandachary

Mr Nandachary is an Independent Director of our Company. He holds a Bachelor's degree in Technology from Osmania University. He has been associated with our Company in the capacity of a director since April 1, 2017.



Business Overview

OUR SERVICES RANGE

Geospatial Engineering Design & Development



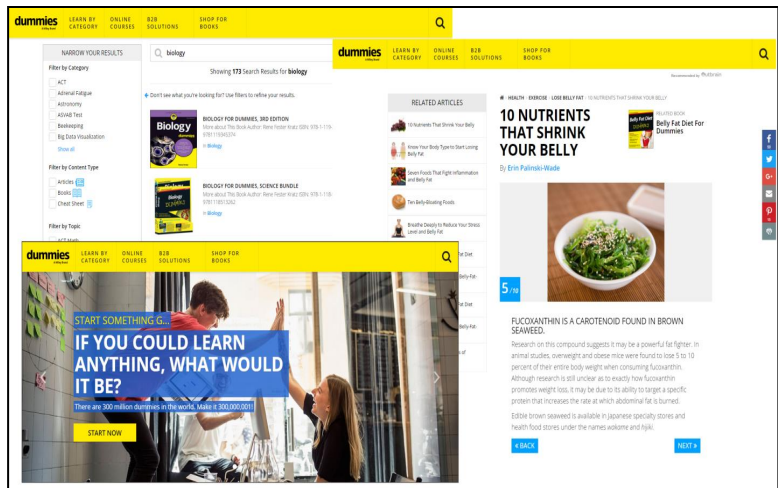
Telecom Engineering Services Capabilities



Architecture & Engineering Services



Software & eLearning Services



OUR SERVICES RANGE

Geospatial Engineering Design & Development:

GIS Data Services:

- Spatial data Analysis & Manipulation
- Data translation and transformation between file formats
- Cross-platform data migration
- Backlog records posting
- Ongoing records maintenance

GIS Application Development:

- Spatial Database development
- NE Dictionary creation
- User-defined tools development

Mapping Services:

- Records Conversion for AM/FM Systems
- Land base Management (i.e. Streets, Parcel)
- Engineering and Base Mapping using ESRI, AutoCAD, MapInf



OUR SERVICES RANGE



Fiber Management

- Operations & Maintenance
- Fiber Optimization
- Cable fault testing
- Cable loop testing

Telecom and CATV services:

Field Survey & Consultation

- Project Management
- GPS surveys and data collection
- Utility pole line surveys and assessments
- Fiber walkout surveys
- Desktop Building surveys (Residential MDU and Commercial)

Network Planning & Specialization

- Route feasibility and planning studies
- Local & Distribution Network
- Transit Network
- Access Network

Network Design & Documentation

- FTTx planning & design (Active and passive networks)
- Hybrid (coaxial/fiber) – Cable television network design
- Loose tube & Ribbon fiber design
- Fiber optic transport system design
- Traditional telecom network design (Copper)

OUR SERVICES RANGE

Architecture & Engineering Services

Architecture:

- Feasibility studies.
- Concept Design.
- Design Review.
- Specialized services in ICT, Integrated BMS & systems.
- LEED Consultancy, energy audit & Mgmt.
- Building Information Modeling.

HVAC Detailed Engineering:

- Heat Load Calculation.
- Selection of HVAC Equipments.
- Heating, Cooling & Ventilation Schematics.
- Control schematics.
- Energy efficiency analysis.
- Ducting plan, section and details.
- Duct fabrication Drawing.
- Bill of Quantity



Electrical Detailed Engineering:

- Electrical Load calculations.
- Lighting calculations.
- Electrical Single Line Diagram.
- Single line diagram-for fire detection and alarm system and gas based system.
- Security systems layout.
- Fire Detector & Alarm Layout.
- Bill of Quantity.

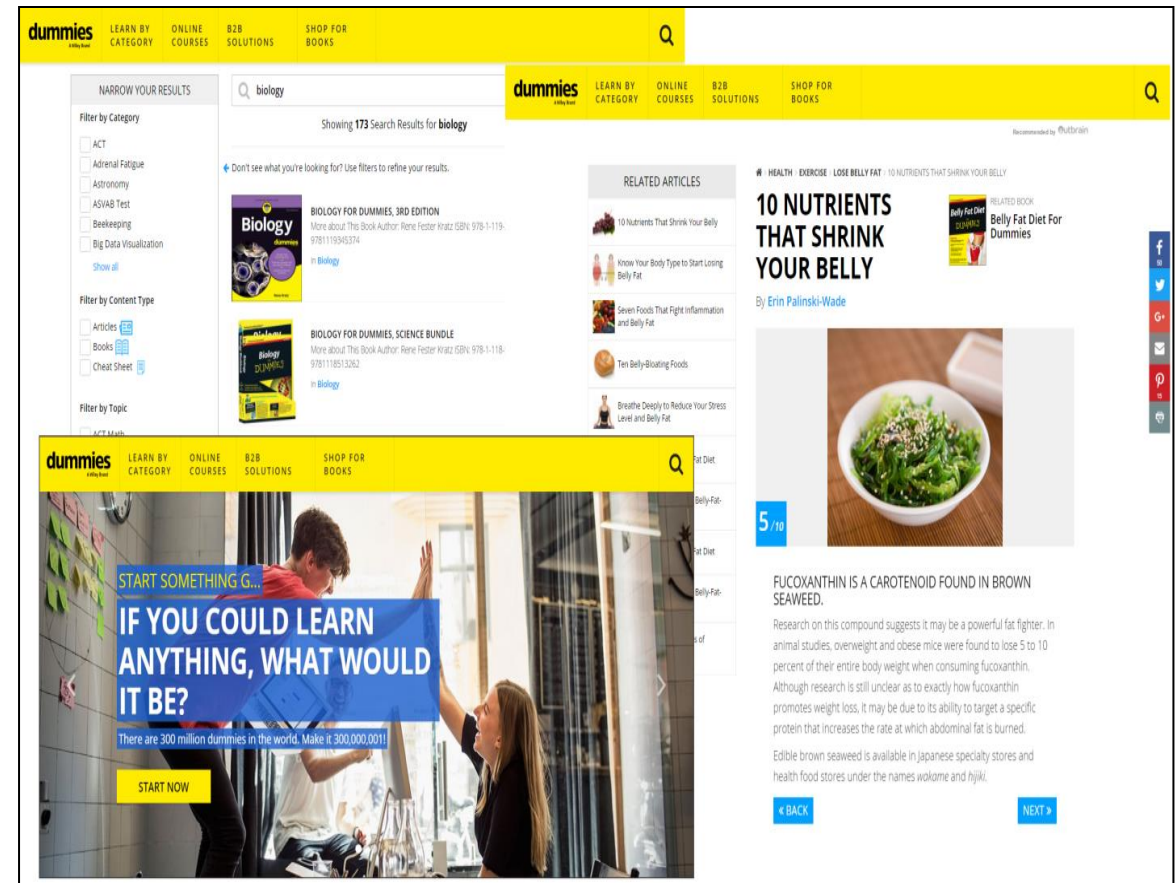
Plumbing Detailed Engineering:

- Pipe sizing for water services.
- Soil & Waste Schematics.
- Soil & Waste system Layouts (Plans & Details).
- Medical Gas & Vacuum Piping Design.
- Selection of Insulation for Piping Materials.

OUR SERVICES RANGE

Software & eLearning Services

- Multimedia, instructional design, interaction and user interface design
- Storyboarding, scripting, and editing
- Multimedia authoring and web programming
- Converting content to eLearning standards (SCORM, AICC, Section 508 Compliance)
- Development of electronic performance support & help systems (EPSS), electronic technical manuals, and eBooks
- Content taxonomies, meta-data, and XML repository development
- Convert traditional media into digital media



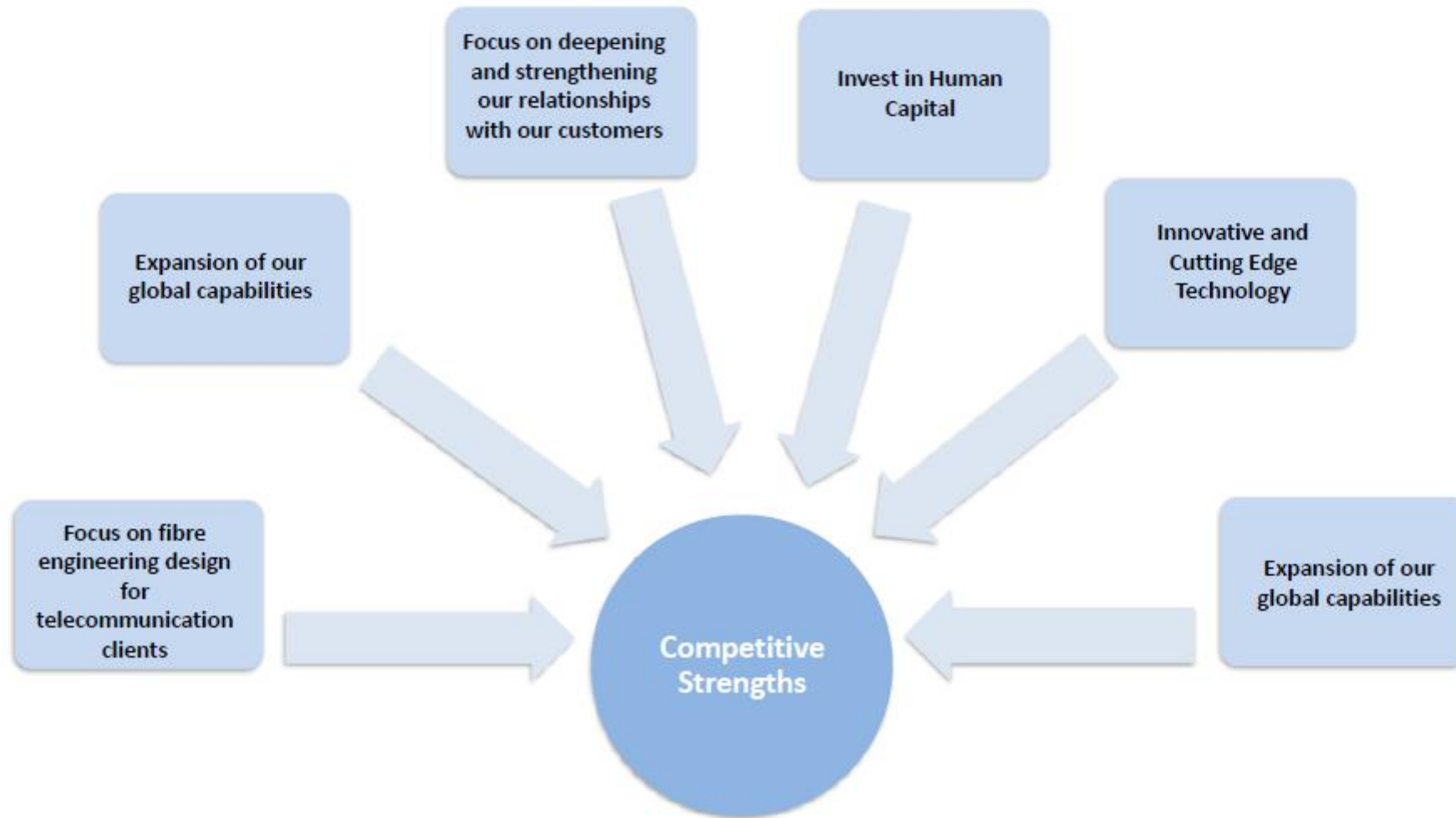


Competitive Strengths

COMPETITIVE STRENGTHS



COMPETITIVE STRENGTHS

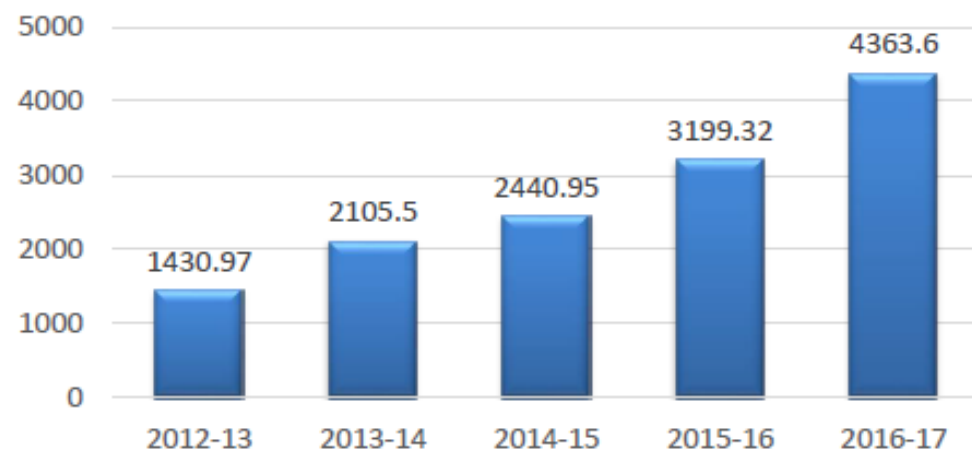




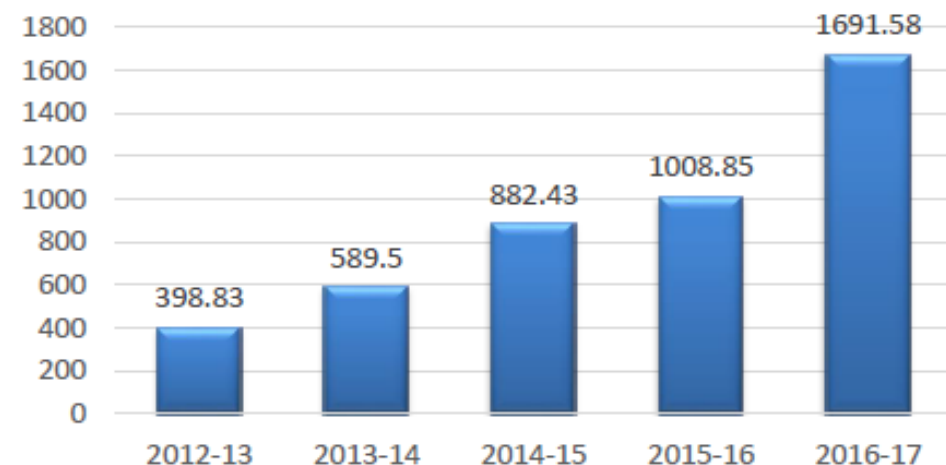
Financial Performance

FINANCIAL SNAPSHOT

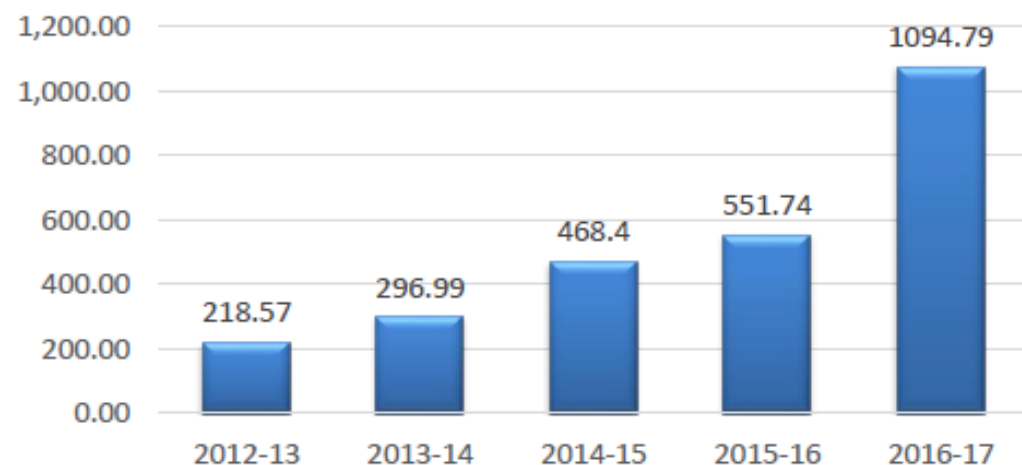
Total Income (Rs. In Lakhs)



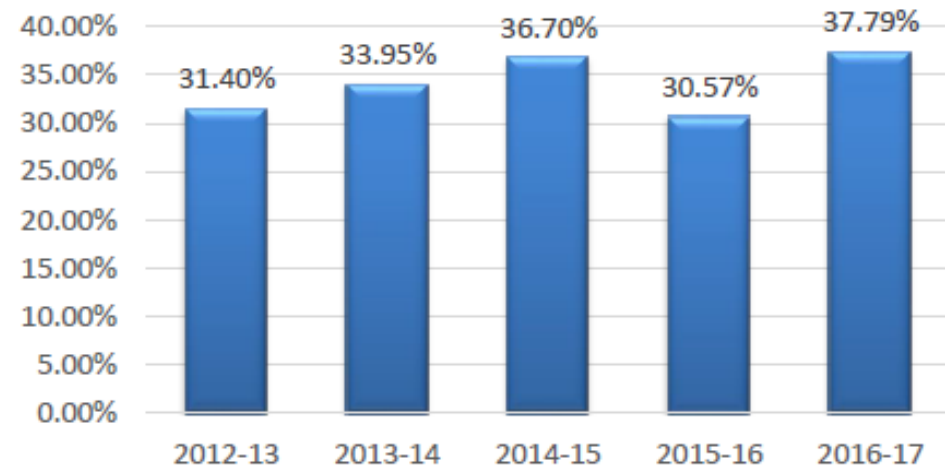
EBIDTA (Rs. In Lakhs)



PAT (Rs. In Lakhs)



RoNW



FINANCIAL SNAPSHOT

Balance Sheet

(Rs in lakhs)

Particulars	2016-17	2015-16	2014-15	2013-14	2012-13
Sources of fund					
Share Capital	540.25	108.05	108.05	108.05	108.05
Reserves & Surplus	2,357.13	1,696.67	1,168.41	766.72	588.12
Total Net-worth	2,897.38	1,804.72	1,276.46	874.77	696.17
Long term borrowing	1,650.74	160.76	296.49	106.83	77.32
Deferred Tax Liabilities	(28.59)	32.59	28.20	0.68	0.76
Other Long term Liabilities	16.21	18.90	32.00	153.83	13.60
Long term provision	44.96	27.22	27.22	32.25	42.82
Short-term Borrowings	72.33	209.95	42.24	47.02	212.36
Trade Payables	547.98	46.05	23.7	62.6	21.69
Other Current Liabilities	266.3	483.88	415.37	249.78	187.57
Short Term Provisions	(1.10)	78.85	194.76	149.45	50.75
Total	5,466.21	2,864.34	2,337.87	1,677.27	1,303.04
Total Fixed Assets	1,558.41	477.48	409.42	412.36	331.47
Long Term Loans and Advances	154.73	272.26	202.57	200.96	223.74
Non Current Investments	74.37	51.49	30.56	10.74	-
Total Current Assets	3,678.71	2,063.11	1,695.35	1,053.20	747.83
Total	5,466.21	2,864.34	2,337.87	1,677.27	1,303.04

FINANCIAL SNAPSHOT

Statement of Profit and Loss

(Rs in lakhs)

Particulars	2016-17	2015-16	2014-15	2013-14	2012-13
Revenue	4,363.60	3,199.32	2,440.95	2,105.50	1,430.97
Total Expenses	3,146.76	2,388.96	1,710.89	1,697.90	1,193.84
EBITDA	1,691.68	1,008.85	882.43	589.50	398.83
Finance Cost	157.37	88.12	61.34	34.26	16.95
Depreciation	317.47	110.37	91.03	147.64	144.75
PBT	1216.84	810.36	730.06	407.60	237.12
Tax Expenses	119.88	258.78	260.6	110.61	18.55
PAT	1,094.79	551.74	468.40	296.99	218.57

Accounting Ratios

Particulars	2016-17	2015-16	2014-15	2013-14	2012-13
EPS	20.30	51.05	43.45	27.49	20.23
RONW	37.79%	30.57%	36.70%	33.95%	31.40%
NAV	53.63	167.03	118.14	80.96	64.43



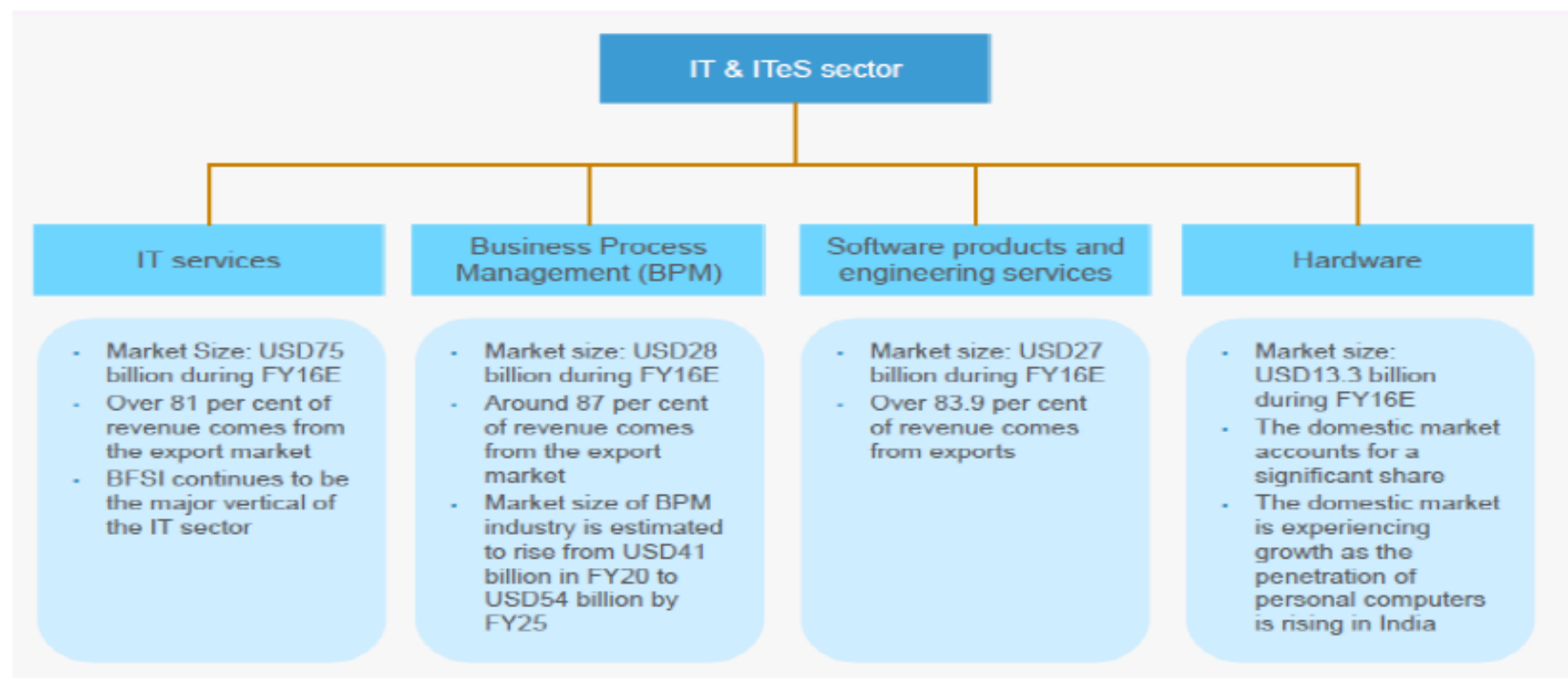
Peer Comparison

PEER COMPARISON

Companies	Cadsys (India) Ltd	Cyient Limited	Rolta India Limited
CMP	70.00	527.65	55.15
EPS	20.26	21.30	39.00
PE Ratio	3.53	21.50	1.50
RONW %	37.30	13.30	27.50
NAV (Per Share)	53.63	167.20	236.90
Face Value	10.00	5.00	10.00
Total Income (In Crs)	42.70	1292.00	1454.90



Industry Analysis



- India's IT industry amounts to 4.26 per cent of the global market, largely due to exports.
- India comprised of around 500 BPM players generating a revenue of USD23 billion, which is expected to reach 50 billion in 2020
- During FY17 the country's revenue growth in IT exports is expected at 10 per cent.
- The IT-BPM sector which is currently valued at US\$ 143 billion is expected to grow at a Compound Annual Growth Rate (CAGR) of 8.3 per cent year-on-year to US\$ 143 billion for 2015-16.



Issue Details

Issue Details

Details	Particulars
Issuer	Cadsys (India) Limited
Issue Type	Initial Public Offering on SME Platform of National Stock Exchange of India Limited ("NSE Emerge")
Issue Price	Rs. 70/-
Minimum Application Size	<p>For Retail Individuals Investors: 2,000 Equity Shares such that the application value does not exceed Rs. 2, 00,000.</p> <p>For Other than Retail Individual Investors: Such number of Equity Shares in multiples of 2,000 Equity Shares such that the Application Value exceeds Rs. 2,00,000.</p>
Issue Size	Rs. 14.70 Crores
Issue Opens On	21/09/2017
Issue Closes On	25/09/2017
IPO Venue	NSE Emerge
Issue Size	21,00,000 equity shares of Rs. 10 each through fresh issue
Issue Structure	Market Maker Portion 1,08,000 Equity shares
	Non-Retail Portion 9,96,000 Equity shares
	Retail Portion 9,96,000 Equity shares

Lead Manager



Object of the Issue

Main Objects:

- Part Repayment / prepayment of our long term borrowing availed by our Company
- General Corporate Purposes

Net Proceeds from the Issue

Sr. No.	Particulars	Amounts (Rs. In Lakhs)	% of Net Issue
1.	Part Repayment / prepayment of our long term borrowing availed by our Company	1100	80.00
2.	General Corporate Purposes	275	20.00
	Total	1375	100.00



Achievements

Achievements and Rewards



**Entrepreneur of the Year Award from
Mr. Damodaran0**



**Cadsys awarded Best IT & ITES Company In
India under SME category in 20160**



Leading SMEs of India 2014



**Cadsys awarded Best Indian Owned ITES
company award for 2005**



ISSUER COMPANY



Cadsys (India) Limited
3-5-900/1, IVth Floor, Aparajitha Arcade
Himayathnagar Hyderabad - 500029, Telangana,
India

LEAD MANAGER



Saffron Capital Advisors Private Limited
605, Center Point, Sixth Floor, Andheri-Kurla Road, J.B.
Nagar, Andheri (East) | Mumbai - 400 059.
Contact: Hari Surya, 8169024645