



Cadsys (India) Limited



Investor Presentation
Review of Financial Results FY 2018-19

May 2019

Disclaimer

- This document contains certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section.



Review Items

- **Financial Snapshot**
- **Operational Highlights**
- **Expansion Plans**
- **Industry Outlook**



Financial Snapshot

Statement of Profit & Loss

	(₹ In lakhs)	(₹ In lakhs)	(₹ In lakhs)	(₹ In lakhs)	(₹ In lakhs)
Particulars	2nd Half of 2017-18 as on 31-03-2018	2nd Half of 2018-19 as on 31-03-2019	1st Half of 2018-19 As on 30-09-2018	FY 2018-19 (For 12 months)	FY 2017-18 (For 12 months)
Revenue	2261.21	3099.37	2240.71	5338.32	4554.88
Total Expenses	1887.00	2402.62	1425.28	3826.13	3667.77
EBITDA	565.46	881.20	978.48	1859.68	1467.96
Finance Cost	37.04	24.16	31.27	55.44	193.63
Depreciation	154.21	160.28	131.77	292.05	377.13
PBT	374.21	696.75	815.43	1512.19	887.10
Tax Expenses	95.96	51.45	222.58	274.03	152.47
PAT	272.49	648.22	593.67	1241.89	739.78



Financial Snapshot

Ratio Analysis				
S. No.	Ratio	Formula	For the year ended 31.03.2019	For the year ended 31.03.2018
1	Net profit ratio	Net profit/Revenue from Operations	22.93%	16.64%
2	Net profit (before tax) ratio	Profit before tax/Revenue from Operations	28.17%	19.82%
3	Free cash flows generated	(Net profit + depreciation)/Revenue from Operations	33.78%	28.25%
4	Return on Equity	Profit after tax/Shareholders fund	23.75%	17.73%
5	EBITDA/Total Revenue	EBIDTA/Revenue from Operations	34.84%	32.57%
6	Debt Equity Ratio	Debt outstanding/shareholders funds	0.08	0.12
7	Debtors realization period	Average Debtors/Net Credit Sales*365	67.54	70.64
8	Depreciation to Fixed Assets ratio	Depreciation/Fixed Assets ratio	0.10	0.13
9	Tax	Tax to PBT	18.63%	16.05%



Financial Snapshot

Share Price Analysis			
Particulars	2018-19 As on 31-Mar-2019	2018-19 As on 30-Sep-2018	2017-18 As on 31-Mar-2018
Book Value per Share	₹ 82.78	₹ 74.32	₹ 66.10
EPS (Preceding 12 month period)	₹ 16.55	₹ 11.54	₹ 11.46
Results Declared Date (RDD)	28-May-2019	9-Nov-2018	30-May-2018
Share Price as on RDD	₹ 47.50	₹ 58.00	₹ 78.50
PE Ratio as on RDD	2.93	6.45	7.94



Operational Highlights

Cadsys US Operations expanded exponentially



Cadsys US Team in Sep 2018



Cadsys US Team in May 2019

- **As on May-2019 your company has 40 Full-time employees in the roles in US facility.**
- **Adding approx. 10 more employees soon.**



Operational Achievements

- Significant reduction in Operational cost through automation due to deployment of SpatialRPM software developed by the company.
- Executed long term MSAs with 2 large US Telecom Carriers in the second half of FY 2018-19.
- In total added 3 new customers in the six month period. The current active customers count is 35.
- Top 10 customers contribute 72 % of the revenue compared to 85 % last financial year.
- In the second half, your company entered into Strategic Business Deal with First Call Services LLC, USA to execute the projects in Field Services.



Obtained Permissions for Construction of New Facility in SEZ at AP



CRUX CONSULTANCY SERVICES

151-B, Siddhartha Nagar, Near Vengal Rao Nagar, Hyderabad - 38.
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Date : 21-05-19.

Place: Hyderabad

STRUCTURAL STABILITY CERTIFICATE

This is to certify that the proposed Multistoried building R.S. NO.48, PLOT NO. 10, MANGALAGIRI VILLAGE & MANDAL KRISHNA DIST. ANDHRA PRADESH. This is belonging to M/s CADSYS (INDIA) LIMITED Managing director: Smt PADMAJA, is being designed by us for Cellars + Ground +3 Typical floors with stair case and water tank. The structure is designed as per I.S codes. The soil is suitable for the proposed structure and the foundations are designed as per the soil report. Hence I here by certify the structural safety and stability.

For Crux Consultancy Services,


K.SURESH REDDY
(Chief Consultant)



Industry Outlook

The research data and analysis pertaining to the services offered and sectors operated by Cadsys.

- **Fiber Deployment Market**

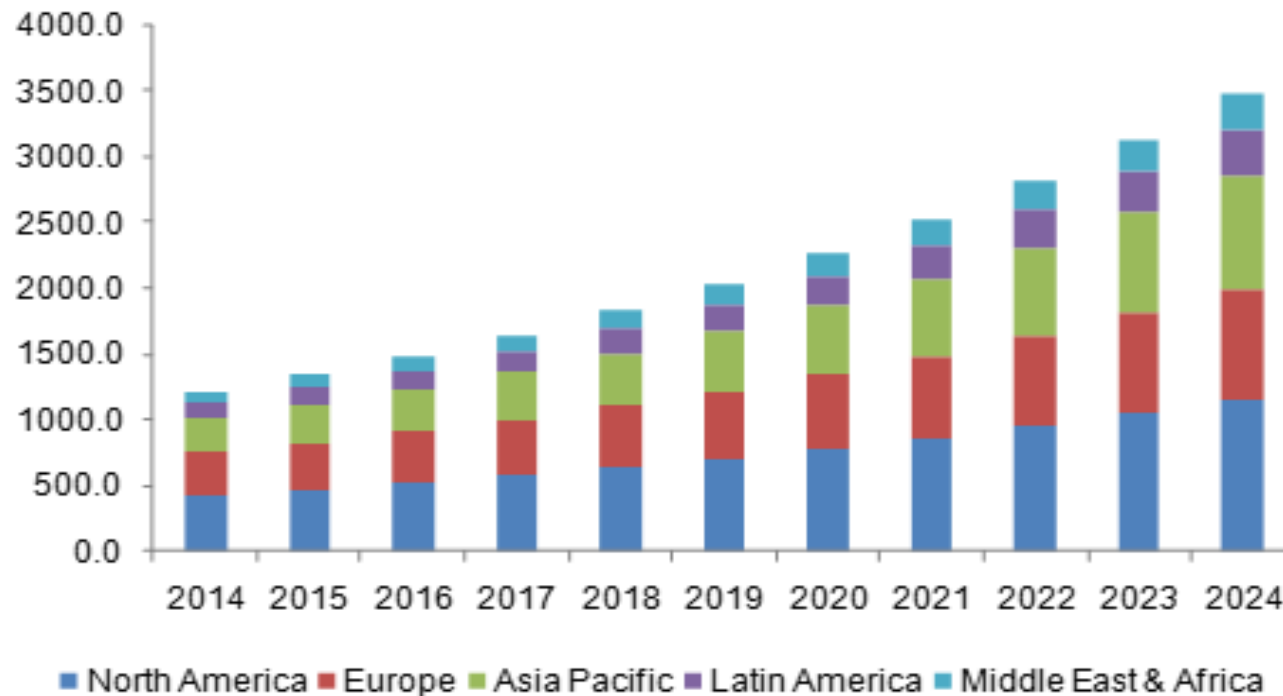
- Telecommunications, which held the largest market share by application in 2016, should remain the market leader through 2022.
- Glass optical fiber, the most widely used application, held a market share of 72.2% in 2017.
- The rising demand of optical networks in the Asia-Pacific region, especially in China, is a key growth driver.
- Increased demand for bandwidth and rising demand for transmission speed and data volume in data centers are primarily driving the market for fiber optic.

*Source - BCC Research press release – Feb 2018



Industry Outlook - Global Field Service Management

Global Field Service Management Market, by Region, 2014-2024 (in MN USD)



*Source

<https://www.gartner.com/imagesrv/media-products/pdf/Kore/Kore-1-4X33STV.pdf>



Thank You

