



Cadsys (India) Limited



Investor Presentation

Review of first Six month period of FY 2018-19

Nov 2018

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

- **Services Overview**
- **Financial Snapshot**
- **Operational Highlights**
- **Expansion Plans**
- **Awards and Recognition**
- **CSR activities**
- **Industry Outlook**



Infrastructure Engineering Services

Geospatial Engineering and Spatial Design



Fiber & CATV Design Engineering



Architecture and Engineering



Field Engineering Software Solutions



CADSYS undertakes Engineering Services to Infrastructure Companies

cadsystech.com



Financial Snapshot

Statement of Profit and Loss

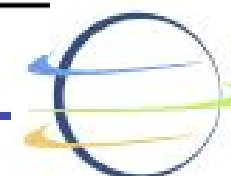
(Rs. In lakhs)

Particulars	2018-19 (1st Half as on 30.09.2018)	2017-18 (1st Half as on 30.09.2017)	2017-18 (2nd Half as on 31.03.2018)	2017-18	2016-17
Revenue	2240.71	2293.67	2261.21	4554.88	4363.6
Total Expenses	1425.28	1780.77	1887	3667.77	3146.76
EBITDA	978.48	892.41	565.45	1467.96	1691.68
Finance Cost	31.28	156.59	37.03	193.63	157.37
Depreciation	131.77	222.92	154.21	377.13	317.47
PBT	815.43	512.9	374.21	887.1	1216.84
Tax Expenses	222.58	46.42	95.96	152.47	119.88
PAT	593.67	467.28	272.47	739.76	1094.79

Accounting Ratios

Particulars	2018-19 (1st Half as on 30.09.2018)	2017-18 (1st Half as on 30.09.2017)	2017-18 (2nd Half as on 31.03.2018)	2017-18	2016-17
RONW	10.65%	13.07%	5.49%	14.92%	37.79%
NAV	74.32	47.65	66.1	66.1	53.63

Note: Above the ratios pertain to Consolidated Financial results



Operational Achievements

- Entered into long term MSA with 5 large US customers in the past 6 months
- Executed orders for all the above 5 customers
- Four of them have already started giving repeat orders
- In total added 8 new customers in the six month period
- The current active customers count is 32 compare to 24 last year. During 2016-17, the customer count was 18.
- Top 10 customers contribute 68 % of the revenue compared to 85 % last financial year
- Significant reduction in Operational cost through automation due to deployment of SpatialRPM software developed by the company
- One of the large customers who did not renew the contract last financial year has informed their intent to allocate budget next year.
- Company witnessed spurt in demand of its services due to IoT initiatives from customers world wide.



Expansion Plans



- Cadsys performed Bhoomi Puja at in 1 Acre land procured at Vijayawada IT SEZ, AP to construct a new facility.



← Considering the business outlook, Cadsys is constructing ultra modern facility covering about 160,000 sft at Vijayawada IT SEZ.



Awards and Recognition



Mr. Nagarajan Sripadarajan, Director, Cadsys (India) Limited receiving Winner Trophy in the category - IT & IT Enabled Services, from Shri Chaudhary Birender Singh, Hon'ble Union Minister of Steel, Govt. of India & Mrs. Juuhi Rajput, MD, Arrucus Media Pvt. Ltd.

Cadsys has won the SME Empowering India Award 2018. The award was presented by Honorable Union Cabinet Minister Sri. Chaudhary Birender Singh at a glittering function held in Le Meridian, New Delhi on 19th May, 2018.



CSR Activities



Cadsys CSR initiative the Mastishk group has been active. The primary objective of the support group is to help persons with Epilepsy and Stroke through peer connection, awareness building, financial and employment support



Industry Outlook

The following 3 slides provide the research data published pertaining to the services offered and sectors operated by Cadsys

■ Fiber Deployment Market

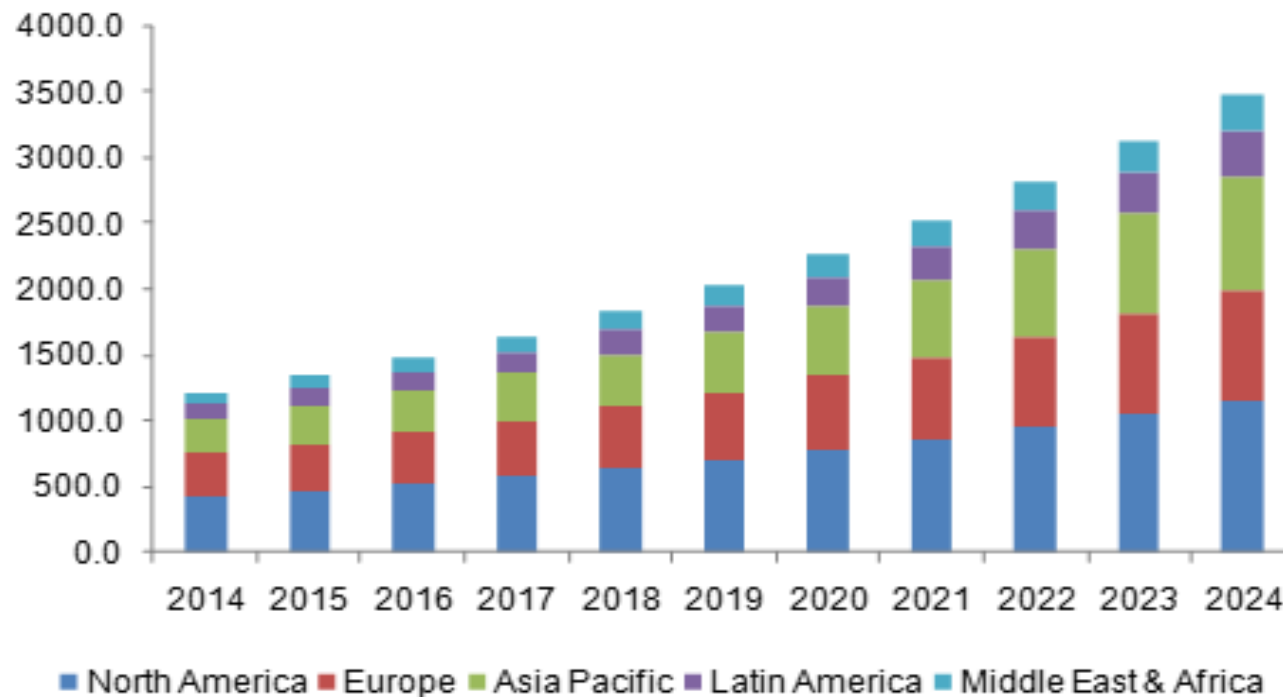
- Telecommunications, which held the largest market share by application in 2016, should remain the market leader through 2022
- Glass optical fiber, the most widely used application, held a market share of 72.2% in 2017
- The rising demand of optical networks in the Asia-Pacific region, especially in 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>



Industry Outlook - Field Service Management – Process Automation

- Global field service management market is expected to grow from USD 2.56 Billion in 2018 to USD 5.08 Billion by 2023
- *Mobile* field service management segment is expected to grow at the highest CAGR during the forecast period
- The *telecom and IT* industry vertical is expected to witness the highest CAGR during the forecast period
- Global field service management (FSM) *software* market is forecast to grow at a CAGR of 12.05% during the period 2017-2021



Thank You

