

MapmyIndia

C.E. Info Systems Ltd

Investor Presentation
Q1FY2023

Q1FY23

Performance

Consolidated Financial Highlights

Management Commentary

Business Updates

Standalone Vs Consolidated

Consolidated Financial Highlights

For Q1 on a YoY basis, Revenue was up 50% to Rs 65 Cr, EBITDA up 55% to Rs 30 Cr, EBITDA Margins at 46%, PAT up 18% to Rs 24 Cr and PAT Margins at 34%

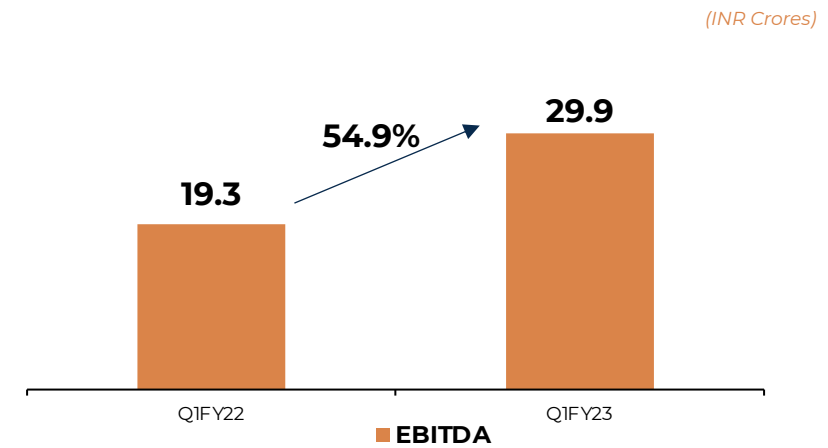
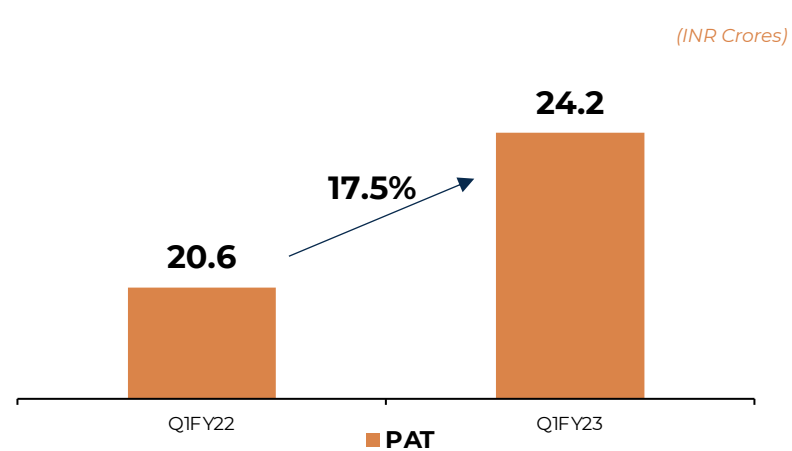
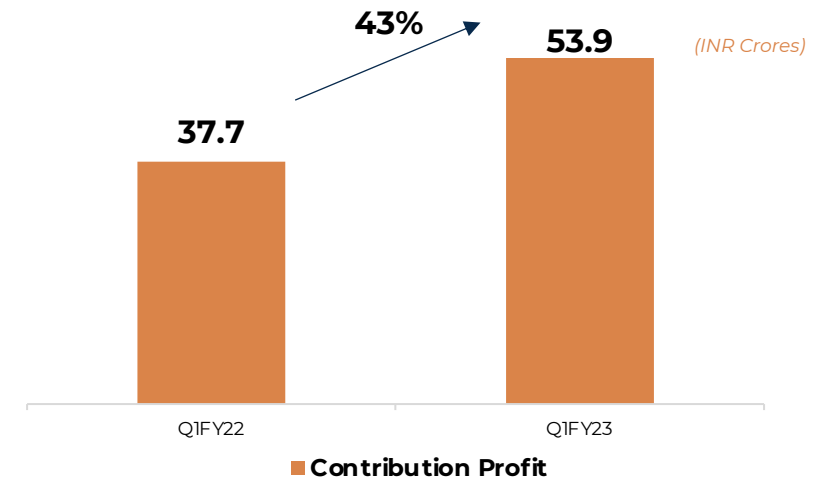
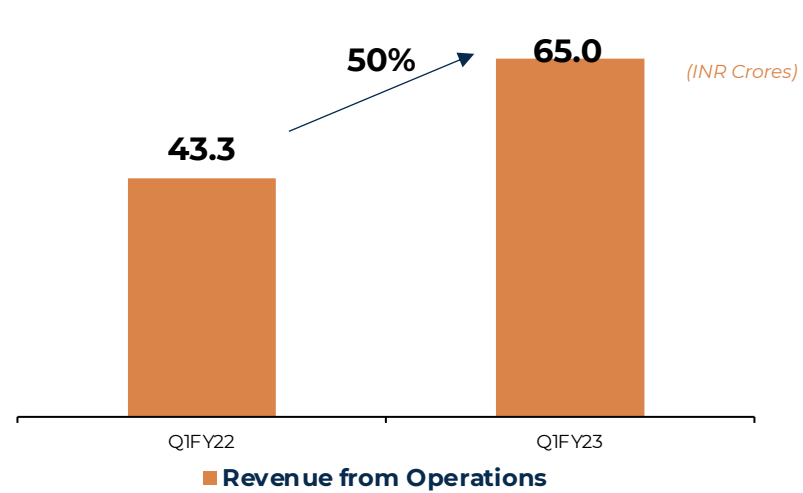
	Q1FY23	Q1FY22	YoY Growth	FY2022	(INR Crores, unless otherwise mentioned)	
					FY2021	YoY Growth
Total Income	71.4	52.3	36.5%	242.0	192.3	25.9%
Revenue from Operations	65.0	43.3	50.2%	200.4	152.5	31.5%
EBITDA	29.9	19.3	54.9%	86.2	52.8	63.3%
<i>EBITDA Margin (%)</i>	46.0%	44.6%	140 bps	43.0%	34.7%	829 bps
PBT	33.7	24.9	35.3%	117.3	78.9	48.7%
<i>PBT Margin (%)</i>	47.2%	47.6%	-40 bps	48.5%	41.0%	746 bps
<i>Effective tax rate</i>	28.1%	17.3%		25.7%	24.2%	
PAT	24.2	20.6	17.5%	87.1	59.8	45.6%
<i>PAT Margin (%)</i>	33.9%	39.3%	-540 bps	36.0%	31.1%	487 bps
Cash & cash equivalents	392	356		382	336	

Notes – EBITDA Margin = EBITDA / Revenue from Operations

Notes – PAT Margin = PAT / Total Income

Consolidated P&L Highlights

All Financial Metrics Grew Strongly: Revenue, Contribution Profit, EBITDA & PAT

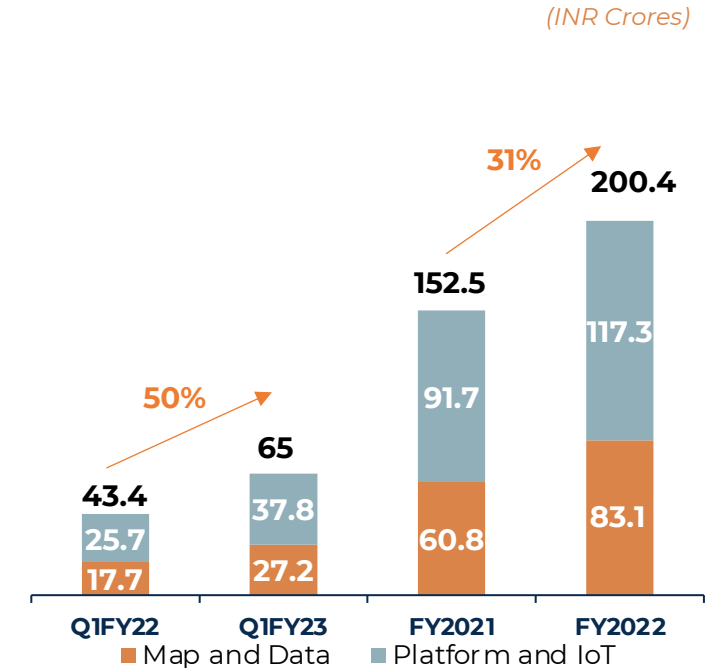
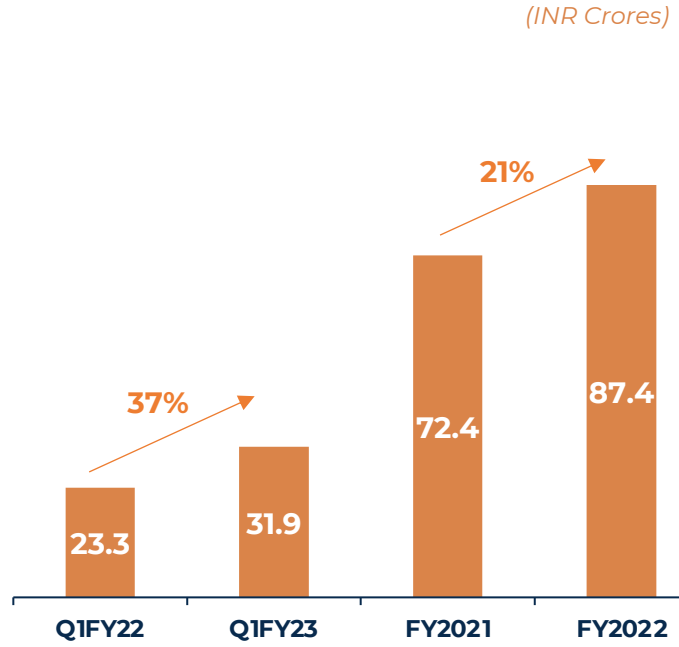
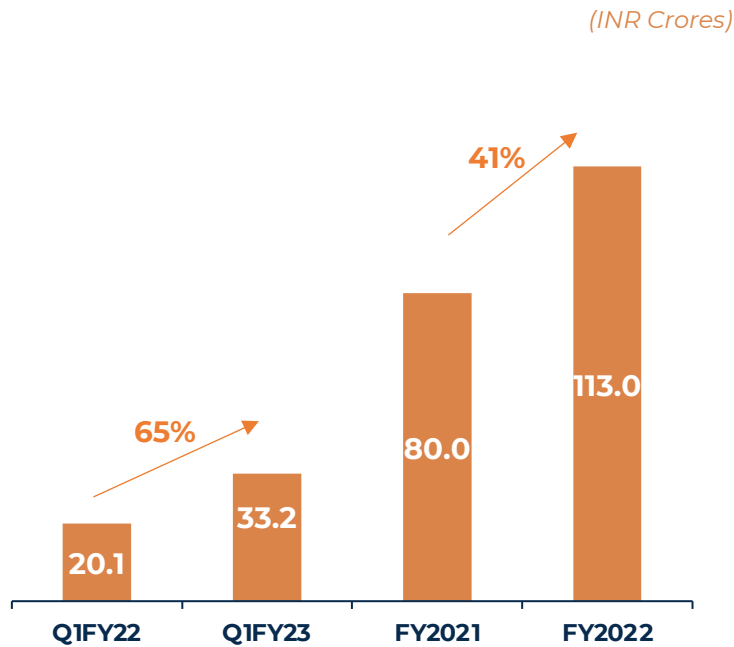


Consolidated Revenue by Markets and Product Lines

MARKET - A&M¹

MARKET - C&E²

PRODUCT LINE



Q1 YoY Growth across segments accelerated versus Previous Full Year YoY Growth

Notes - 1) A&M : Automotive and mobility tech

Notes - 2) C&E : Consumer tech and enterprise digital transformation

Management Commentary



“MapmyIndia’s Q1 FY23 results demonstrated extremely strong revenue growth of 50% and high profitability margins of 46% EBITDA and 34% PAT in the past quarter.

What sets MapmyIndia apart as a unique company to our customers and shareholders, is our combination of being a new-age deep-tech digital products and platforms company, which has extremely sound business and financial fundamentals.

Being a highly differentiated and unique advanced digital maps, SaaS Products and API platforms company gives us tremendous operating leverage, which is reflected in our growing margins and profitability as revenue grows.

Our open order book of Rs 699 Cr at the beginning of FY23, up 85% from Rs 377 at the beginning of previous year FY22, points towards strong long-term future revenue growth from existing orders in hand itself. ”

- Rakesh Verma, CMD



“Our strong YoY revenue growth in Q1 was broad-based with A&M (Automotive & Mobility Tech) up 65% and C&E (Consumer Tech & Enterprise Digital Transformation) up 37% on the market side. On the products side, Map & Data was up 53% and Platform & IoT was up 47%.

Integration of the Gtropy acquisition and scale-up of our IoT business is well underway, to address the extremely large market opportunity of selling IoT & SaaS to 20 crore+ existing vehicles on road ahead of us, complementing our core automotive OEM business where we sell factory-embedded solutions to Auto OEMs to their 2 crore+ new vehicles produced per year.

We continue to launch new and enhanced versions of our existing market-leading, world-class advanced maps, SaaS products, API platforms and IoT devices and innovatively address more and more use cases, allowing us to become even more relevant to even more industries, customers and users.”

- Rohan Verma, CEO & ED

Business Update Q1FY23

AUTOMOTIVE & MOBILITY TECH

- Auto OEMs (4W, 2W, EV) continue to increasingly adopt and go live with our NCASE suite for embedding into their vehicles, companion apps and clouds
 - Market-leading 2-Wheeler EVs and 4-Wheeler SUVs from leading brands continue to go live embedded with our solutions
 - New 2-Wheeler EV OEM and Battery as a Service / Battery Swapping Provider signed up
- Deeper focus on IoT & logistics SaaS business with Gtropy acquisition leading to more wins and growth in the after-market as well:
 - Leading Public Sector State Road Transport Corporation for App-enabled Public Transit and End-to-end Monitoring of Public Buses
 - Consumer facing IoT gadgets & subscriptions also gaining traction through retail & OEM distribution

Business Update Q1FY23

CONSUMER TECH & ENTERPRISE DIGITAL TRANSFORMATION

- Traditional Businesses & New-Age Tech Companies across segments signing up for our Digital Transformation Suite & APIs
 - Multiple Popular Online ordering, commerce and delivery tech companies for APIs
 - Leading Footwear Brand, Steel Manufacturer, Healthcare Products Company & Marketing and Ad-tech Agency for Location Analytics Platform
 - Leading Bank & Broadband Provider for Workforce Management
- Large National, State & Local Government organisations signing up for our Digital Transformation Suite, APIs & Geospatial Solutions
 - National Survey & Mapping Government Agency for Drone Mapping
 - State Housing and Area Development Authority for Geospatial Solution
 - Smart City for Geospatial & IoT enabled Digital Transformation
- New use cases continue to come up for our products, platforms & solutions and existing use cases continue to scale up, enabling us to service more customers, and existing customers in more ways

Business Update Q1FY23

PRODUCTS & PLATFORMS

- From India, our strong maps & technology teams have built world-class, market-leading, deep-tech, advanced digital maps and deep-tech SaaS products and API-driven platforms in the areas of location & geospatial, automotive NCASE, IoT and digital transformation.
- We continue to innovate and build technologies at the cutting-edge, not only going deeper and enhancing our existing offerings, but also launching new market-leading, world-class advanced maps, SaaS products, APIs platforms and IoT device to increase our technology and offering capabilities in newer sunrise areas such as drones, real-world metaverse, automotive CASE including ADAS, advanced 4D HD IR Digital Twin maps, low-code no-code tools and APIs for digital transformation, and our next-gen consumer-facing app & gadgets.
- Our Maps, SaaS products, API platforms & IoT devices are horizontal in nature, potentially addressing many different market segments and having essentially, infinite use cases. Through our marketing, sales and business development efforts *we are addressing and enabling more and more use cases for more and more customers, allowing us to become even more relevant to even more industries, customers and users*
- This ensures we offer the best, and in many cases a completely unique value proposition, to our customers and users, compared to other options, and keeps us ahead of the competition.

Gtropy Acquisiton, Integration & Outlook Update

- Our Automotive & Mobility Tech (A&M) market, with its focus on selling our maps, technologies and IoT solutions to both the OEM market of 2 Crore+ new vehicles per year and after-market of 20 Crore+ existing vehicles on road, including fleets, representing very large, multi-billion dollar opportunities for our business to scale in future.
- By acquiring 76% in Gtropy, an IoT & Logistics SaaS company, and integrating our own complementary after-market retail and fleet IoT business with Gtropy's existing offerings, we are creating a dedicated business with a strong leadership team that will dedicatedly focus on rapidly scaling and unlocking tremendous value in a very large, addressable market for us.
- There are 20 Crore+ existing vehicles on road, a significant portion of which are involved in fleet operations for goods logistics and people transportation. Selling IoT products and SaaS to vehicle and fleet owners, operators and their enterprise customers of these 20 Crore+ existing vehicles on road, is a multi-billion dollar opportunity.
- The Gtropy acquisition and integration complements our core automotive OEM business which focuses on selling to automotive OEMs our NCASE suite of maps, technologies and IoT to embed, from the factory itself, into their 2 Crore+ new vehicles per year and their companion apps and back-end cloud.

Standalone Vs Consolidated

(INR Crores, unless otherwise mentioned)

	Consolidated		YoY Growth (%)	Standalone		YoY Growth (%)
	Q1FY23	Q1FY22		Q1FY23	Q1FY22	
Total Income	71.4	52.3	36.5%	68.0	52.5	29.5%
Revenue from Operations	65.0	43.3	50.2%	61.9	43.3	42.9%
EBITDA	29.9	19.3	54.9%	30.8	19.7	56.3%
<i>EBITDA Margin (%)</i>	46.0%	44.6%	140 bps	49.7%	45.5%	420 bps
PBT	33.7	24.9	35.3%	34.7	25.8	34.5%
<i>PBT Margin (%)</i>	47.2%	47.6%	-40 bps	51.0%	49.1%	190 bps
<i>Effective tax rate</i>	28.1%	17.3%		27.7%	18.2%	
PAT	24.2	20.6	17.5%	25.1	21.1	18.9%
<i>PAT Margin (%)</i>	33.9%	39.3%	-540 bps	36.9%	40.2%	-330 bps
Contribution Profit (in Rs.)	53.9	37.7	42.97%	50.8	37.7	34.7%
Contribution Margin (%)	82.9%	87.1%		82.1%	87.1%	

- Standalone business shows expansion in EBITDA margins and PBT margins.
- Consolidated vs Standalone will evolve as the recently acquired Gtropy business scales. Integration and synergy vis-a-vis the Standalone business is currently work in progress and shall be completed in next few quarters.
- Gtropy business has huge multi-billion dollar opportunity to scale from its current scale.
- As Gtropy business scales, business currently generated ~Rs 8 Cr revenue in Q1 FY23, with ~ Rs 0 Cr EBITDA will both grow significantly.
- Hence, the Revenue, EBITDA and PAT contribution of Gtropy to the consolidated business will also grow meaningfully by end of FY23.

About

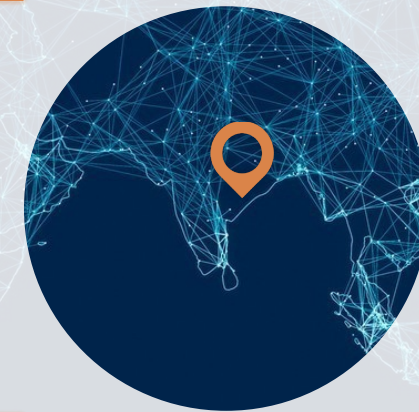
MapmyIndia

Company Overview

Our Strengths

Future Strategy

Shareholding Pattern



Company Overview

- We are India's leading provider of advanced digital maps, geospatial software & location-based IoT technologies serving **B2B and B2B2C enterprise customers**.
- As a data and technology products and platforms company, we offer proprietary digital **maps as a service ("MaaS")**, **software as a service ("SaaS")** and **platform as a service ("PaaS")**.
- Our Product segments – **Maps and Data** includes MaaS offerings; while **Platform & IoT** include SaaS & PaaS offerings
- Having pioneered digital mapping in India in 1995, we have earned our market leadership position in this industry and built a strong moat by capitalizing on our early mover advantage, developing proprietary and integrated technologies, full stack product offerings, continuous innovation and robust sustainable business model.

OUR MARKET SEGMENTS

Serving two distinct market segments



**Automotive and Mobility Tech
(A&M)**



**Consumer Tech and Enterprise
Digital Transformation (C&E)**

... for the India market,
under our brand,
MapmyIndia

MapmyIndia

... and for the world
market,
under our brand, Mappls

















MAPPLS

Company Profile

About MapmyIndia & Mappls (C.E. Info Systems Ltd) (www.mapmyindia.com & www.mappls.com)

- C.E. Info Systems Ltd (NSE: MAPMYINDIA; BSE: 543425) is India's leading advanced digital maps and deep-tech company, popularly known in India as MapmyIndia and globally as Mappls. The company offering proprietary digital maps as a service ("MaaS"), software as a service ("SaaS") and platform as a service ("PaaS"), including its advanced digital map data, software products, platforms, application programming interfaces ("APIs"), IoT and solutions to new-age tech companies, large businesses, automotive OEMs, government organisations, developers and consumers. The company has served more than 2000 enterprise customers since inception. The company pioneered digital mapping in India in 1995 and has earned its market leadership position in this industry and built a strong moat by capitalizing on our early mover advantage, developing proprietary and integrated technologies, full stack product offerings, continuous innovation and robust sustainable business model. The company also built India's very first internet mapping platform and portal, MapmyIndia.com (now called Mappls.com) in 2004. The company's free Mappls app (accessible on the web and downloadable from <https://www.mappls.com>) for consumers provides the best and fully indigenous maps, navigation, safety, hyper local and IoT gadget-enabled experience for Indian users.
- MapmyIndia has built India's most comprehensive, accurate, feature-rich and continuously updated digital map data product down to address and urban building level detail pan India, covering all towns, villages, and the entire road network of the country. The company is building not just 2D maps, but also 3D (with landmarks, terrains and city models), 4D (updating in near real-time), HD (high-definition and high-accuracy), RealView (geo-tagged 360 degree panoramas, videos and photos representing actual ground reality), and hyper-local geo-demographics data-rich maps, to continuously evolve its AI-powered Digital Metaverse Twin of the Real World. The company is also building digital maps for other regions in the world, and has integrated global maps for over 200 countries into its Mappls platform. The company's platform provides extensive and comprehensive functionalities and ever expanding set of use cases, including mapping, location and navigation, geospatial data analytics, GIS (geospatial information systems) and AI, GPS tracking and IoT-based fleet management, logistics optimisation and workforce management, drone-based solutions, developer APIs, N-CASE solution suite (for Navigation, Connected vehicle telematics and services, ADAS safety i.e. advanced driving assistance systems, Shared and Electric) for Automotive & Mobility Tech (A&M), and Consumer tech and Enterprise digital transformation solution suite (C&E).

Our Journey So Far

1995-00	2001-10	2011-16	2017-19	2020	2021-22
 <p>Company was founded</p>	 <p>Launched India's internet mapping portal, mapping technologies</p>	 <p>Launched IoT (GPS-based telematics) platform</p>	 <p>Started Building AI-powered 4D, HD, Digital Map Twin of the Real World in 2017</p>	 <p>Launched real-time maps of Covid vaccine centres on Co-WIN</p>	 <p>Entered MoU¹ with Ministry of Electronics & IT & Ministry of Road Transport & Highways</p>
 <p>Built India's digital maps</p>	 <p>Launched pan-India GPS navigation system</p>	 <p>Launched map and location API Platform for developers</p>	 <p>Launched nation-wide unique digital address and location identity system - "eLoc" (now called Mappls Pin)</p>	 <p>Entered MoU¹ with ISRO²</p>	 <p>Company goes public in Dec 2021</p>
		 <p>Transportation tech, logistics optimisation & workforce automation in 2016</p>	 <p>Launched geospatial analytics and GIS platform; and N-CASE mobility suite for Digital Vehicle Transformation</p>	 <p>Govt announces geospatial guidelines</p>	 <p>Mappls global platform released with integrated maps of 200+ countries</p>

Note: 1) MOU - Memorandum of understanding; 2) ISRO - Indian Space Research Organization

Our Strengths



01

B2B and B2B2C market leader for maps and geospatial products in India with a comprehensive suite of offerings



02

Ever expanding use cases; Innovating to address technology paradigm shifts



03

Large addressable market in India with industry tailwinds driving growth outlook



04

Government Initiatives: Macro-Economic Enablers for digital maps and location intelligence



05

Independent, global geospatial products and platforms company



06

Proprietary technology and network effect -> Strong entry barriers



07

Marquee customers across sectors with capability to up-sell and cross-sell



08

Increasing new orders; profitable and cash generating business model with consistent financial track record



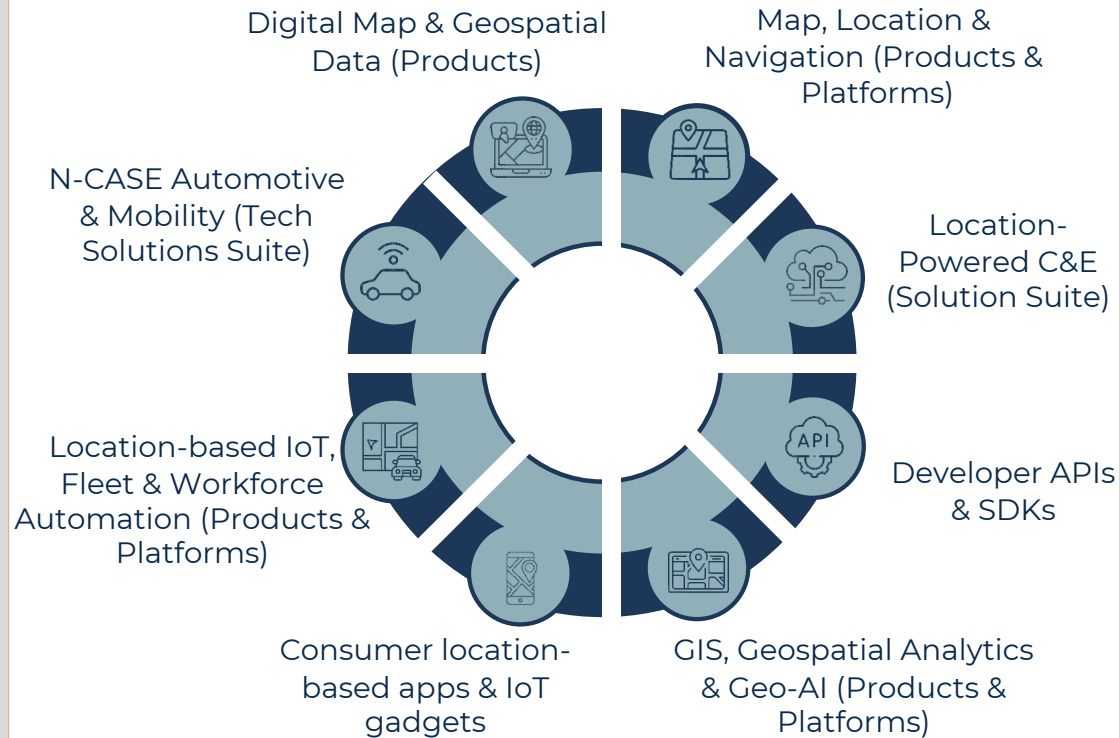
09

Founding team supported by an experienced professional management team

B2B and B2B2C market leader

for maps and geospatial products in India with a comprehensive suite of offerings

OUR COMPREHENSIVE SUIT OF OFFERINGS



PIONEERING DIGITAL MAPPING IN INDIA SINCE 1995

MAPPED

6.3

Mn kms of roads³

98.5%

of India's road network^{2,3}

7.9k+

towns³

637k+

villages³

17.8

Mn places of interest^{3,4}

14.5

Mn house or building addresses³

400

Mn+ geo referenced photos, videos & 360° panoramas

Source: 1) F&S Report commissioned and paid for by the company; 2) Total Road network was 6.39 mn kms as per the Annual Report of the Ministry of Road Transport & Highways. 2021-22
 Note: 3) as of date of DRHP ,4) Places of interest - Across many categories such as restaurants, retail shops, malls, ATMs, hotels, police stations, petrol pumps, electric vehicle charging stations etc.

Ever expanding use cases;

Innovating to address technology paradigm shifts



AUTOMOTIVE

- In-built Navigation devices
- Connected Vehicles
- Shared & EV Mobility



ECOMMERCE

- Long haul first mile
- Last mile delivery tracking



FOOD DELIVERY

- Address intelligence
- Last mile delivery tracking



TRANSPORTATION & LOGISTICS

- Fleet and asset tracking
- Transportation data
- Truck routing solutions



BFSI

- Geo-verification and on-boarding
- Usage-based auto insurance
- Geo-CRM for sales



RETAIL & QSR

- Location enabled online e-commerce
- Location-based digital advertising



TELECOM & UTILITIES

- Field force monitoring
- Optical fiber mapping and distribution analytics



HEALTHCARE & PHARMA

- Distribution and logistics of medical goods
- Mapping of plants



GOVERNMENT

- Geo-tagging of public assets for repair and overhaul



RAILWAYS & WATERWAYS

- Network and route mapping
- Tracking of fleet

Independent, Global

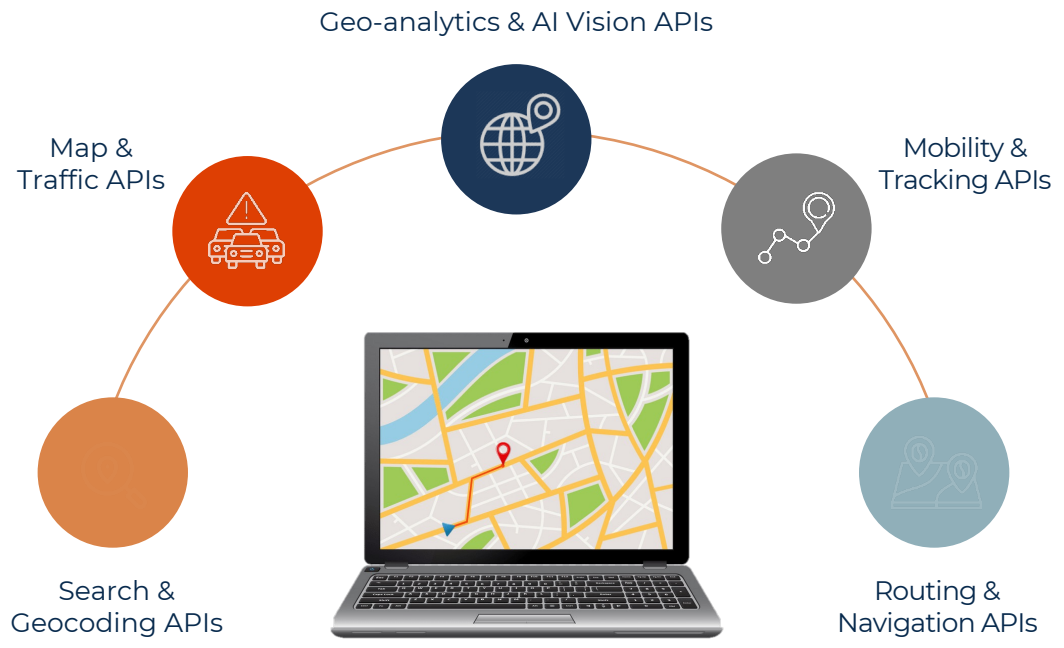
Geospatial products and platform company

Integrated maps of 200+ countries



Target international markets and intend to follow MNCs customers with..

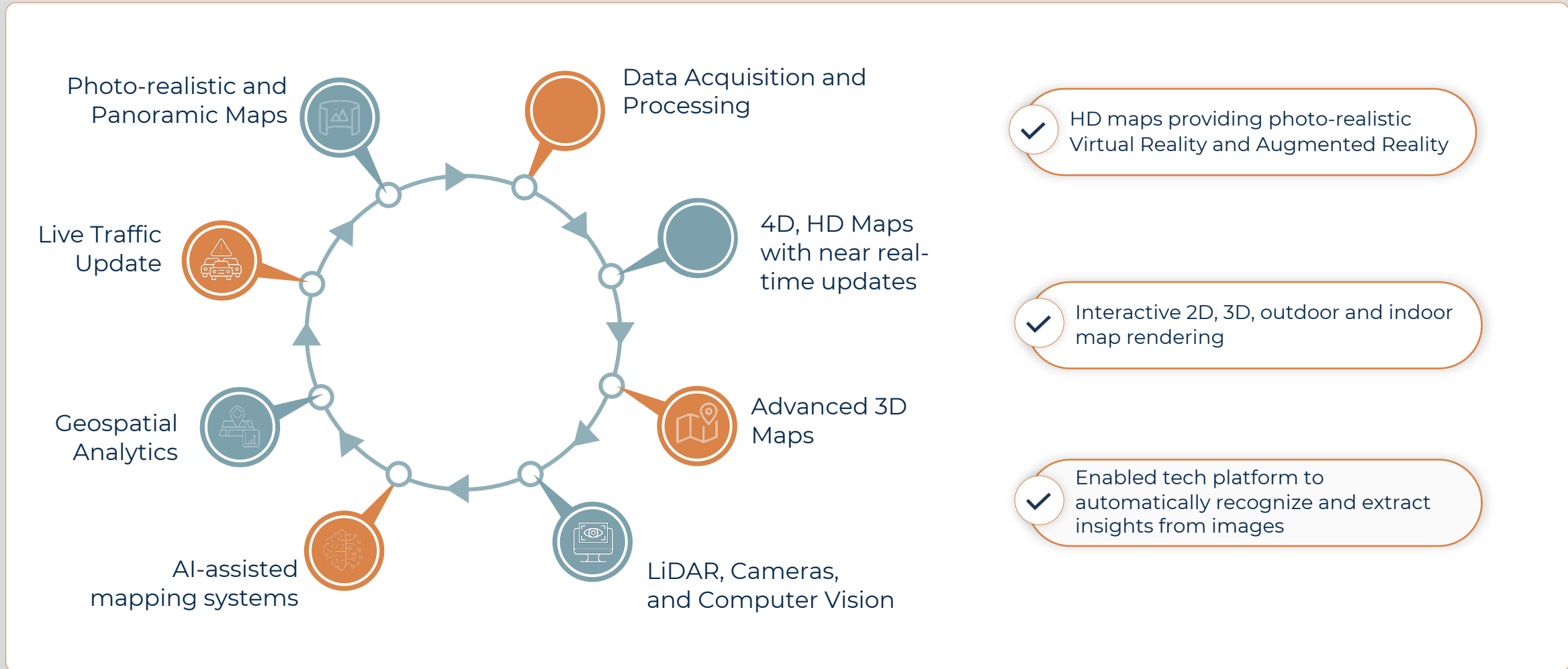
LARGE CATALOGUE OF DEVELOPER APIS AND SDKS



FEATURES

- ✓ **Response Time**
Faster response times than ever
- ✓ **Scalable**
Auto-scalable architecture to support many request
- ✓ **Security & Monitoring**
Oauth 2.0 based / VA / PT certified
- ✓ **Natural Language**
Searches for what the user is trying to say
- ✓ **Versioning & Docs**
Standardized versioning with backward compatibility
- ✓ **Versatile**
Highly configurable to suit use cases
- ✓ **Accurate**
Location Bias most relevant than ever
- ✓ **Developer Friendly**
Easy integration and standard response code

Proprietary technology..

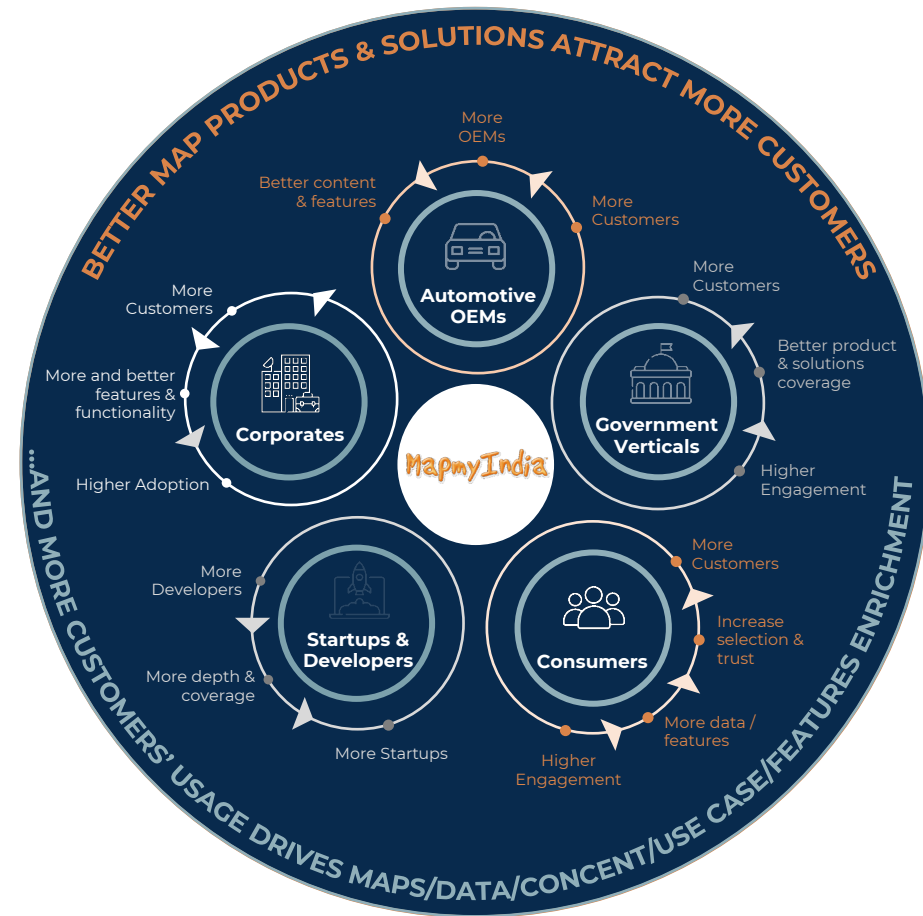


..and Network effect create Strong entry barriers

✓ Proprietary end-to-end technology-driven and AI-assisted mapping systems

✓ Comprehensive digital map database created for India through professional field surveys, collection and compilation of geographical data

✓ Highly differentiated, unique digital asset (maps) that is difficult to replicate



✓ Integration of our digital maps with our internet-connected platforms

✓ Increasing usage of products by customers, creates a network (flywheel) effect

✓ Continuously increasing the value proposition of our offerings and help grow our business

Marquee customers

across sectors with capability to up-sell and cross-sell

ABOUT OUR CUSTOMERS



Target **B2B** and **B2B2C** enterprise customers



Serviced **2,000+** enterprise customers since inception²



Customized solutions

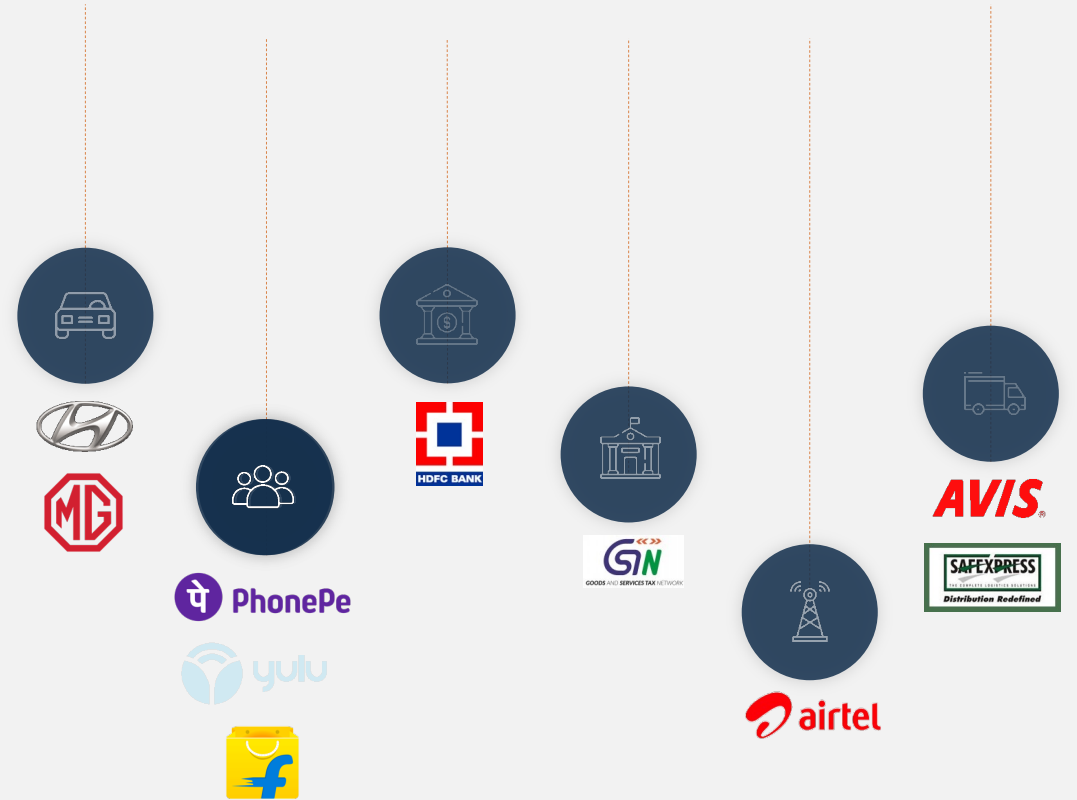


600+ customers on SaaS, PaaS and MaaS platforms¹



Long-term mutually renewable contracts of 3 to 5 years, providing continued synergy and revenue predictability

LEADING ENTERPRISES ARE POWERED BY MAPMYINDIA TECHNOLOGIES



Note: 1) In FY 2022; 2) As on date

Founding team

supported by an experienced professional management team

01 LEADERSHIP TEAM



Rakesh Verma
CO-FOUNDER, CMD

47+ years of experience

BE (Hons.), Mechanical Engineering, BITS, Pilani; MBA, Eastern Washington University, USA



Rashmi Verma
CO-FOUNDER, CTO

40+ years of experience

BTech, Chemical Engineering, IIT Roorkee; MSc, Eastern Washington University, USA



Rohan Verma
WHOLE-TIME DIRECTOR, CEO

17+ years of experience

BTech, Electrical Engineering Stanford University, USA; MBA, London Business School

Founding team

supported by an experienced professional management team

02 MANAGEMENT TEAM



Sapna Ahuja
CHIEF OPERATING OFFICER

17+ years with MapmyIndia
BSc, Computer Science (DU); MSc, Applied
Operations Research (DU)



Anuj Jain
CHIEF FINANCIAL OFFICER

10+ years with MapmyIndia
BCom, University of Rajasthan; Chartered
Accountant (CA); Company Secretary (CS);
Cost and Management Accountant (CMA)



Ankeet Bhat
CHIEF STRATEGY OFFICER

11+ years with MapmyIndia
BTech, Electronics and instrumentation
(Hons), BITS Pilani



Nikhil Kumar
PRESIDENT, GEOSPATIAL

24+ years of experience
MSc (Electronics), Kurukshetra University;
Ex-Here Technologies, Trimble, ESRI



Harman Singh Arora
CEO, IoT BUSINESS (Gtropy)

16+ years of experience
B.E, Electronics & Comm, Manipal Institute
of Technology; MBA, IIM Lucknow

Future Strategy



Augment products, platforms and technology lead

- Invest to further develop innovation and technological capabilities
- Build a deeper and broader stack of software products



Scale and expand our customer reach

- Expansion of relationships with existing active customers
- Leverage first-mover advantage with the Gol's increasing traction



Drive expansion in International markets and Geospatial sector

- Target international markets with 'Mappls'
- Use integrated maps of 200+ countries



Explore M&A opportunities to grow business

- Intend to continue pursuing selective strategic acquisitions to enter into new business segments and geographies

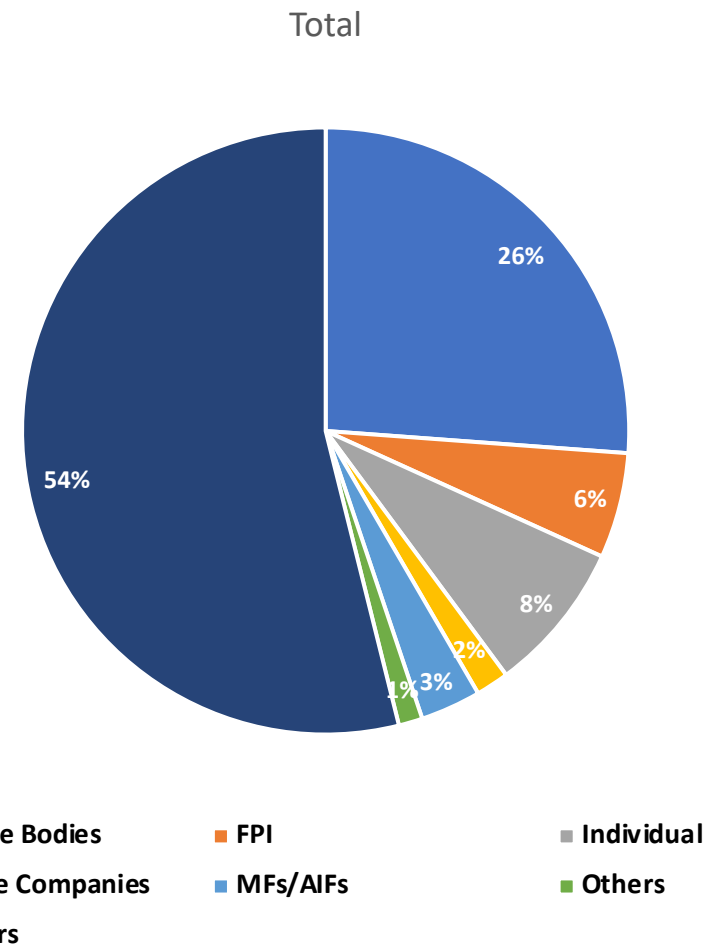


Attract, develop and retain skilled employees

- Expand R&D efforts by recruiting more technical employees
- Formulated ESOP scheme for employees

Shareholding Pattern

Top Non-Promoter Shareholders	% Holding
Phonepe Private Limited	19.2%
Zenrin Co. Ltd	6.2%
Fidelity Investment Trust - Fidelity Series Emerging Markets Opportunities Fund	1.6%
Goldman Sachs Funds - Goldman Sachs India Equity Portfolio	1.0%
Tata AIA Life Insurance Co Ltd - Whole Life Mid Cap Equity Fund	0.9%



Note: As on June 30, 2022

MapmyIndia

MAPPLS

Industry Overview

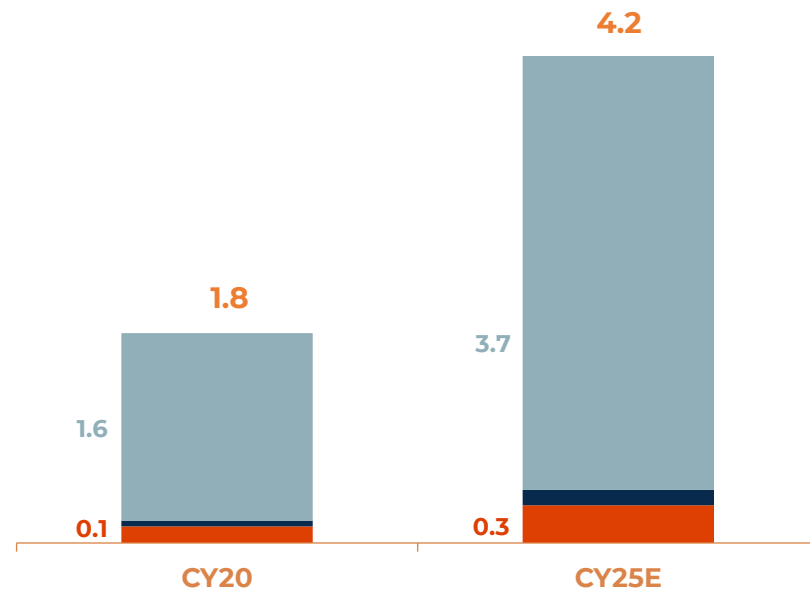
Potentially Addressable Market

Government Initiatives

Large potentially addressable market..

INDIAN DIGITAL MAP SERVICES MARKET¹

(USD bn)

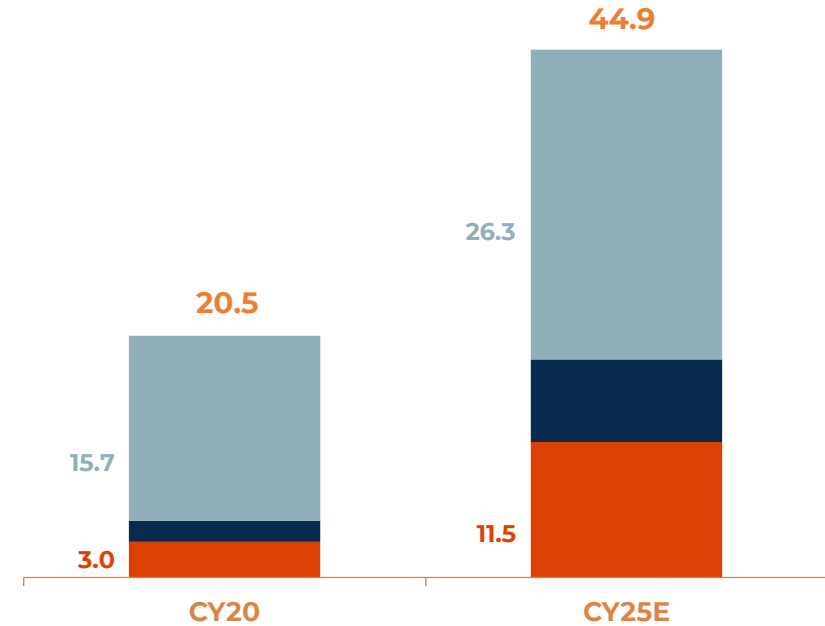


■ Digital Maps ■ Map Dev. & Integration Serv. ■ Geo-spatial Analytics

CAGR 18.3% 21.1% 18.0%

INDIAN MOBILITY NAVIGATIONS SOLUTIONS AND TELEMATICS MARKET¹

(USD bn)



■ N-CASE ■ Logistics ■ Transport and Infrastructure

CAGR 30.8% 31.2% 10.9%

Source: 1) F&S Report commissioned and paid for by the company

..With growth prospects

aided by industry tailwinds and growth drivers across market segments

INDIAN AUTOMOTIVE MARKET¹

USD 300 bn (INR 22.2 tn)

Indian automotive sector by 2026



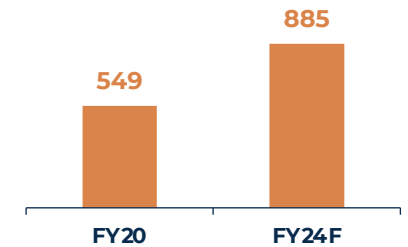
E-COMMERCE¹

2nd largest by 2034

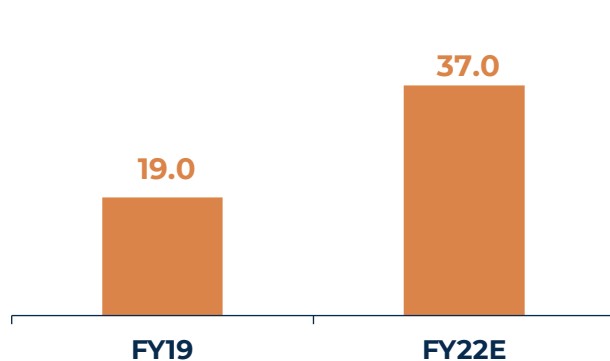
E-commerce market in the world

B2C e-commerce in 2025
USD 127 bn
27%

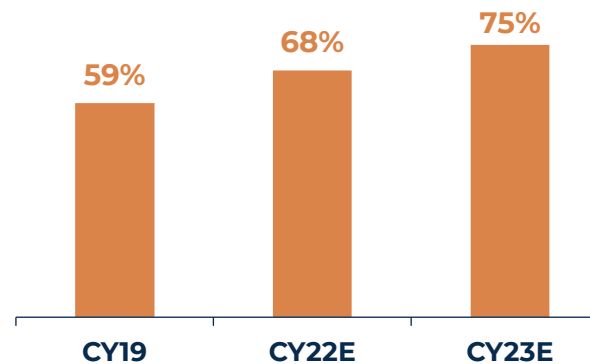
E-commerce users in India (Mn)



App Downloads in India^{1,2}



Smartphone User Penetration^{1,3}



Digital services market in India¹

Digital services market by 2025
USD 52 bn
12.2% CAGR (20-25)

VS

Legacy Services market by 2025
3.1% CAGR (20-25)

Source: 1) F&S Report commissioned and paid for by the company; Note: 2) IBEF, App Annie; 3) Datareportal

Government Initiatives:

Macro-Economic Enablers for digital maps and location intelligence



Liberalization of Geospatial Sector



GPS-based toll collection method



Automotive Industry Standard 140 ("AIS 140")²



Digital India Land Records Modernization Programme³



Plans to make ADAS compulsory in all cars by 2022



Geotagging of Companies⁴



Telematics in Insurance⁵



Drone Rules, 2021 - Liberalized and simplified drone regulations⁶



Allowed "Beyond Visual Line of Sight" flight testing of drones⁷



Digital India Initiatives

Annual Highlights

Order Book

Customers

Employees

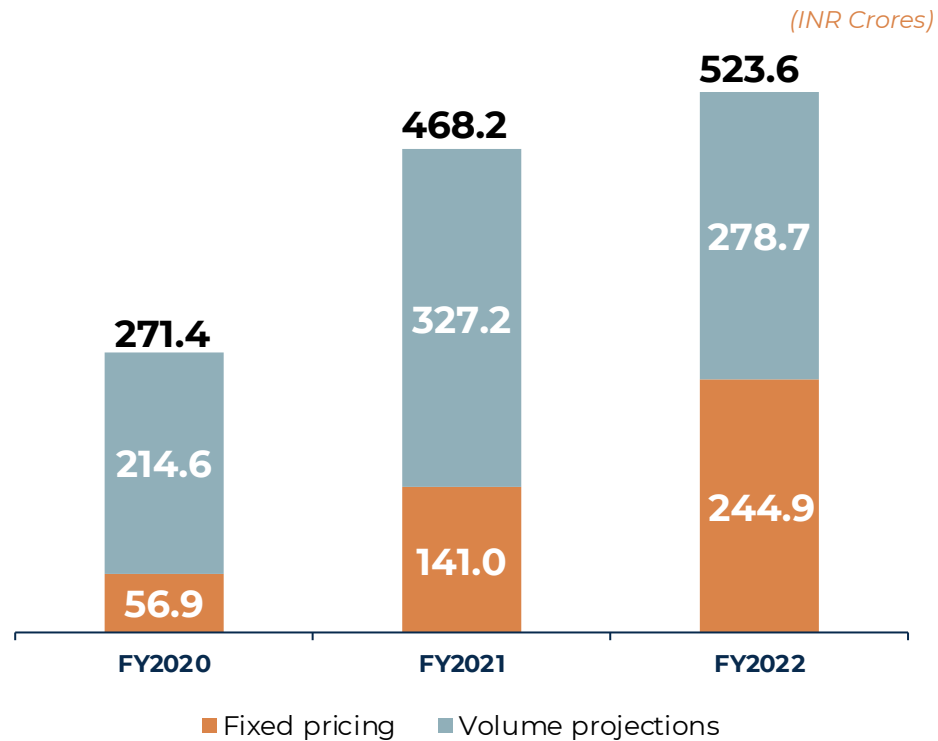
Inorganic Growth

P&L Highlights

Balance Sheet & Cash Flow Statement (Extract)

Order Book

ANNUAL NEW ORDERS - BREAKUP

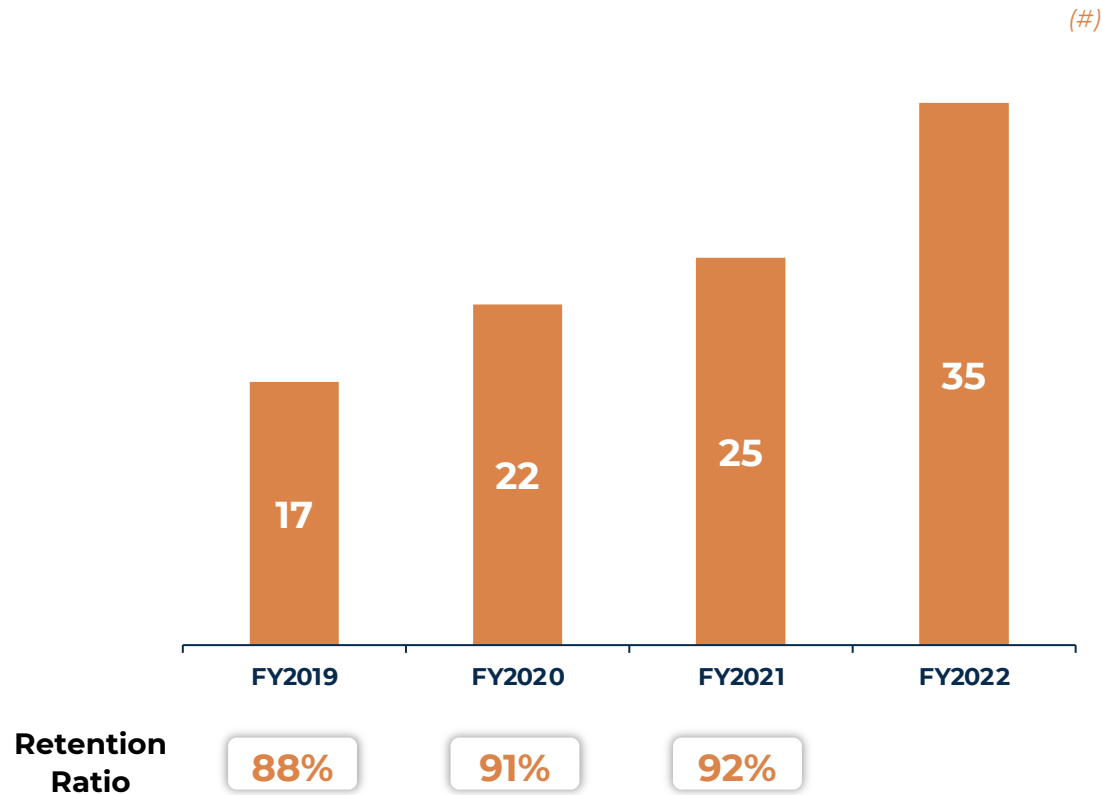


PERFORMANCE UPDATE

- Annual New Order Bookings continued to gain momentum with growth in orders across both A&M and C&E market segments, due to continued adoption & expansion of use cases, as well as up-selling and cross-selling to new and existing customers.
- **Open Order Book as of April 01, 2022, stood at Rs. 699.6 Crores vs Rs 377.5 as of April 01, 2021**
- Historically the Open Order Book to Revenue conversion ratio has been 3-5 years.

Customers

CUSTOMERS CONTRIBUTING 80% OF REVENUE



CUSTOMERS SERVICED

2000+

Enterprise customers since inception, including marquee names across nearly every vertical

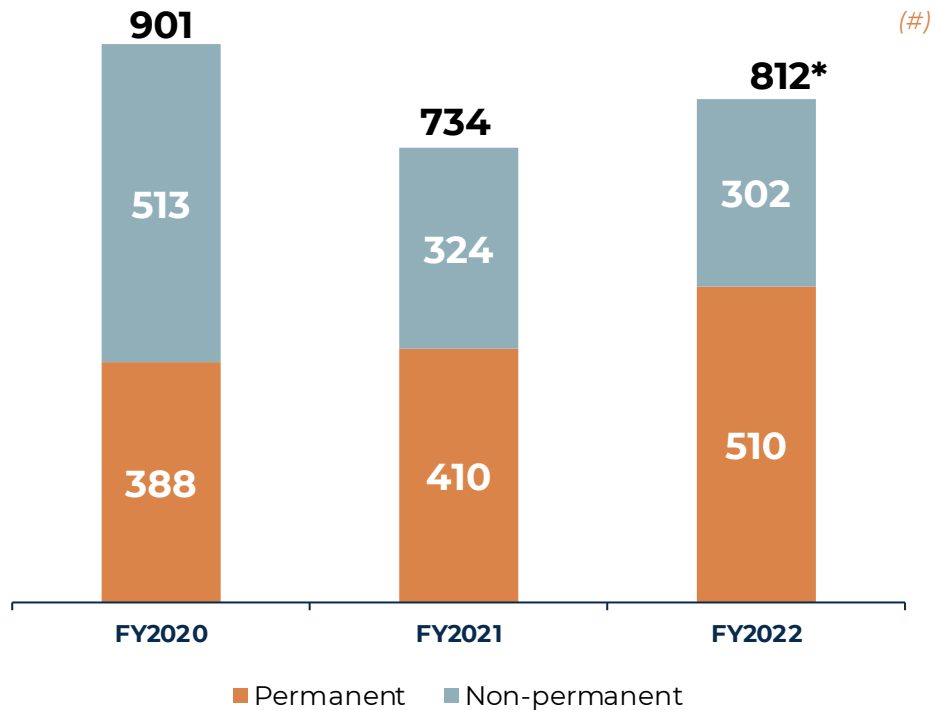
600+

Customers on MaaS, SaaS & PaaS platform in FY22, **growing by more than 100**, from 500+ in FY21.

- **Customer growth, diversification and de-concentration, as well as retention, continues to trend healthily**

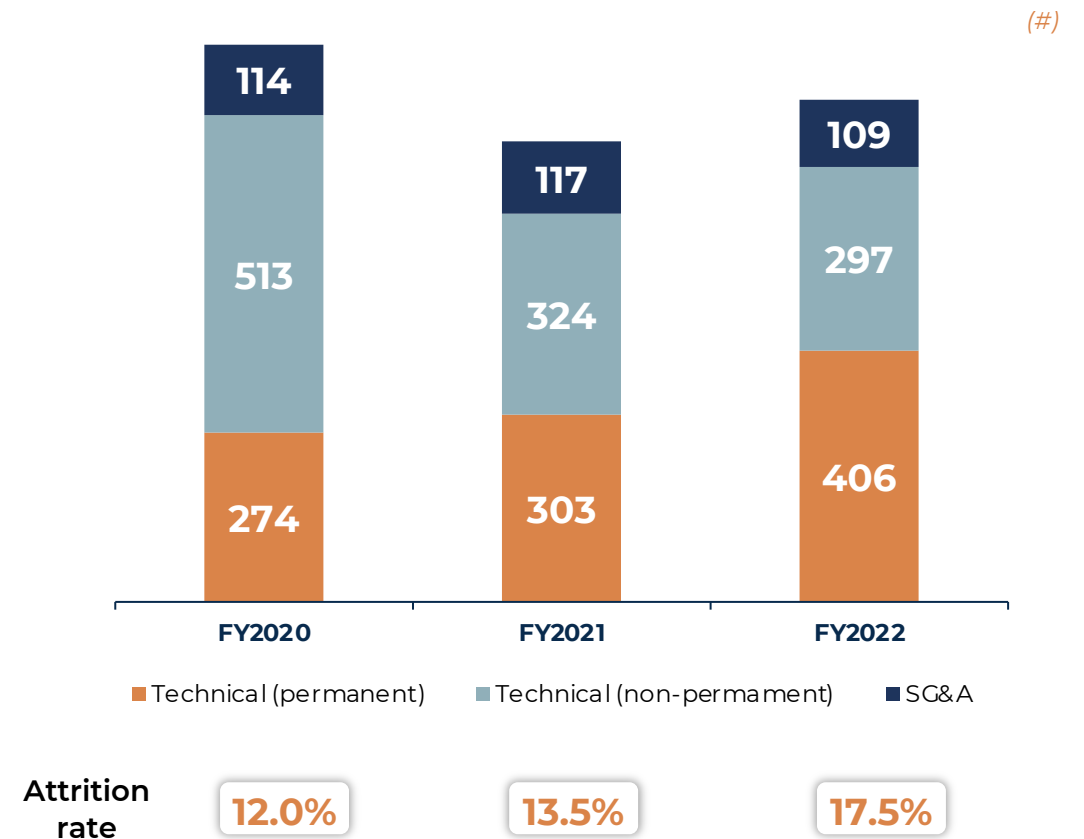
Employees

PERMANENT VS TEMPORARY




- * In addition to the 812 employees, 124 more employees of our newly acquired Gtropy subsidiary have increased our total employee base to 936.
- We continue to up-skill our existing employees, and also bring in higher skilled technical permanent employees, to evolve with needs of our business.

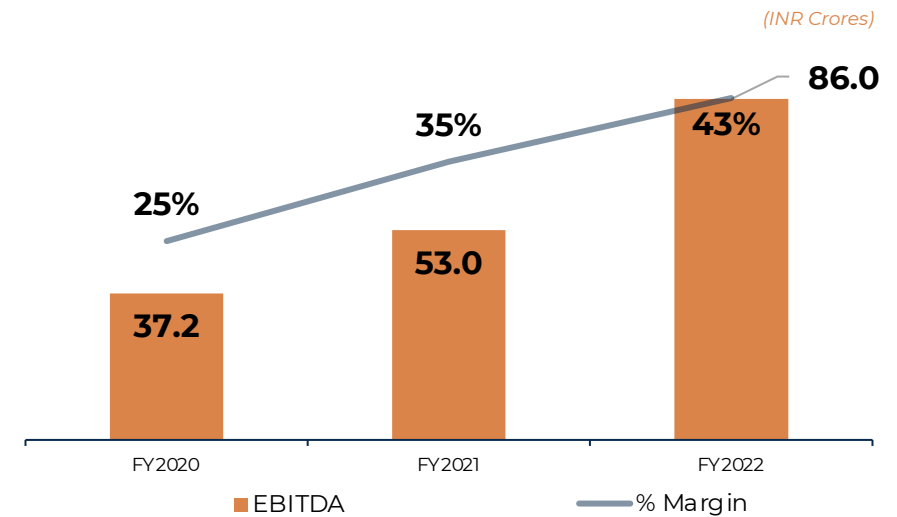
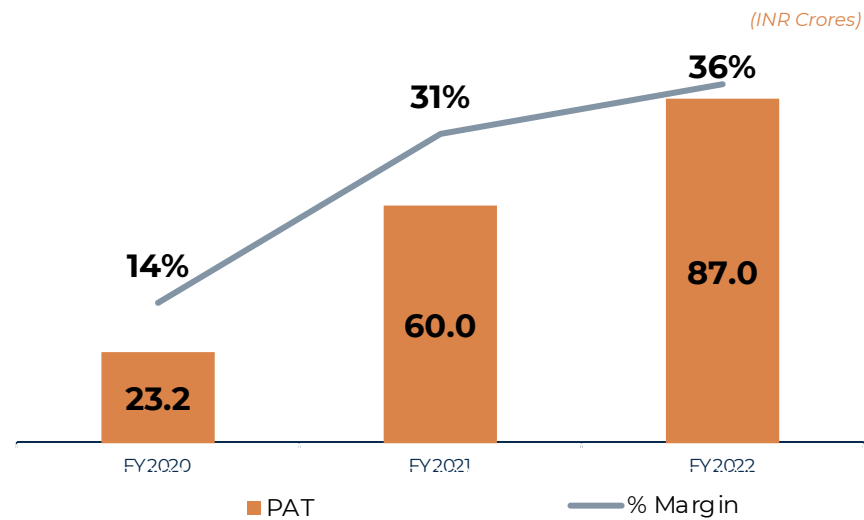
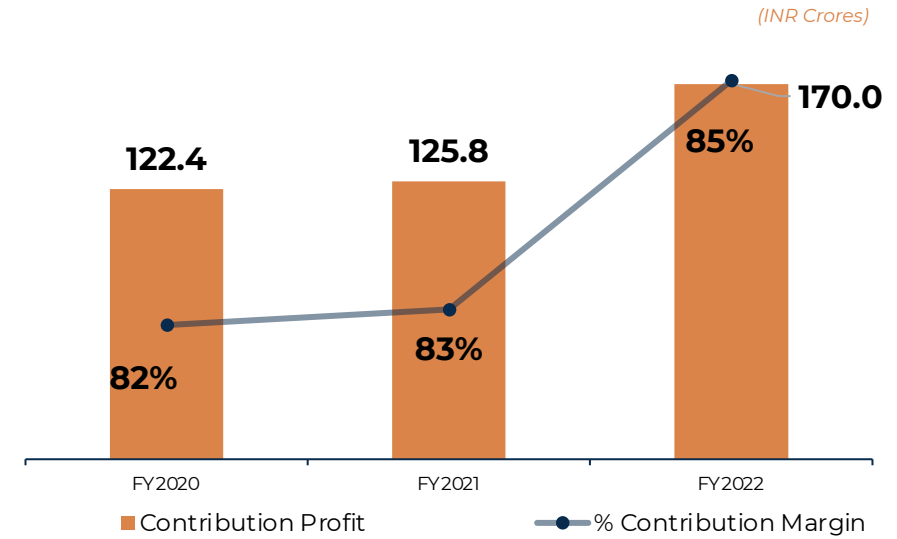
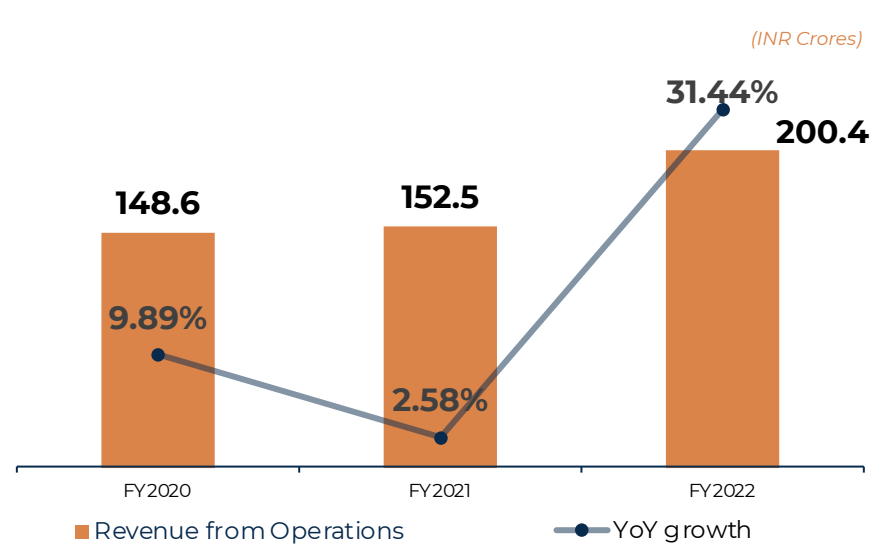
BREAKUP BY FUNCTION



Inorganic Acquisitions in FY22

Date	Name	Overview	Rationale	Consideration
March	 Gtropy Systems Private Limited	A Company dedicated to the field of GPS based vehicle tracking solutions and its exhaustive data analytics. It serves varied industries like transportation, schools, rental car services, food & beverage services, telecom, heavy equipment, among others.	This will allow us to augment our GPS tracking capabilities in vehicles.	Acquired 75.98% stake for a consideration of Rs. 13.5 Crores
December	Pupilmesh Private Limited	A young, exciting automotive tech and augmented reality metaverse tech company.	This will allow us to bring to market cutting-edge augmented reality based helmets and heads-up-displays for 2- and 4-wheelers and glasses for professionals, powered by MapmyIndia's maps and technologies	Acquired 9.99% stake for a consideration of Rs. 49.95 lacs.

P&L Highlights



Balance Sheet & Cash Flow Statement (Extract)

Consolidated	(INR Crores)			
	FY2019	FY2020	FY2021	FY2022
Property, plant & equipment	5.8	8.2	6.4	6.8
Investments	102.5	110.2	114.8	173.8
Total non-current assets	181.6	186.6	158.2	247.8
Investments	98.2	88.5	154.2	122.6
Trade receivables	23.9	31.1	28.3	43.5
Cash & cash equivalents	8.2	15.1	33.6	40.6
Total current assets	157.6	171.2	269.2	268.7
Total assets	339.3	357.8	427.4	516.5
Equity	285.2	297.7	357.7	445.8
Lease liabilities	22.5	18.7	15.9	11.9
Total non-current liabilities	24.2	21.8	18.7	17.3
Lease liabilities	2.6	2.8	3.7	4.0
Trade payables	4.5	6.1	4.5	6.1
Total current liabilities	29.9	38.3	51.0	53.4
Total equity and liabilities	339.3	357.8	427.4	516.5

Consolidated	(INR Crores)			
	FY2019	FY2020	FY2021	FY2022
Profit before tax	41.8	31.6	78.9	117.3
Adjustment for non-cash items and others	1.6	8.4	(22.6)	(4.4)
Changes in working capital	(0.4)	(1.0)	40.8	(48.5)
Cash flow generated from operating activities (CFO)	43.0	39.0	97.0	64.5
Income tax paid	(16.2)	(12.3)	(15.2)	(35.7)
Net Cash flow generated from Operating activities (A)	26.8	26.7	81.8	28.8
Securities Premium received	-	-	-	7.8
Proceeds from sale of investments, net of purchase	(11.1)	(1.9)	(43.8)	(28.7)
Payment towards acquisition of business	-	-	-	(3.0)
Interest received on bank deposits	0.4	7.8	4.7	12.9
Dividend received	2.6	0.6	0.1	0.2
Proceeds from sale of PP&E, net of purchase	(3.3)	(5.4)	(2.2)	(3.9)
Investments in intangible assets of subsidiary company	-	-	-	(10.5)
Income from investment property	0.6	1.3	-	-
Deposit due to mature within 12 months of the reporting date included	(8.4)	(4.0)	(16.4)	14.0
Net Cash flow used in Investing activities (B)	(19.1)	(1.6)	(57.6)	(11.2)
Receipt on issue of shares	-	-	-	0.8
Proceeds from borrowings, net of repayment	-	0.9	(0.3)	2.5
Dividends paid	-	(11.0)	-	(10.7)
Payment of lease liabilities including interest	(4.0)	(6.3)	(5.3)	(3.7)
Corporate Dividend tax	-	(2.3)	-	-
Interest paid	(0.2)	(0.1)	(0.1)	-
Net Cash flow used in Financing activities (C)	(4.2)	(18.8)	(5.7)	(10.9)
Cash & cash equivalents (opening balance)	4.8	8.2	15.1	33.6
Net increase/decrease (A + B + C), after effect of exchange rate changes	3.4	6.8	18.6	6.9
Cash & cash equivalents (closing balance)	8.2	15.1	33.6	40.6

Annexures

Glossary

36

Disclaimer

37

Glossary

Expansion of acronyms used

A&M | Automotive and Mobility Tech

BVLOS | Beyond Visual Line of Sight

C&E | Consumer Tech and Enterprise Digital Transformation

ESRI | Environmental Systems Research Institute

FAME | Faster Adoption and Manufacturing of Hybrid and Electric Vehicles in India

FICCI | Federation of Indian Chambers of Commerce and Industry

GIS | Geographic Information System

GPS | Global Positioning System

MaaS/SaaS | Maps/Software as a service

SDK | Software Development Kit

Disclaimer

This presentation and the accompanying slides (the "Presentation") have been prepared by C.E. Info Systems Limited ("Company") solely for information purposes and to provide background information about the Company and do not constitute an offer to sell or, recommendation or solicitation or invitation of any offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever. This Presentation is strictly confidential and may not be taken away, copied, published, distributed or transmitted or reproduced or redistributed or passed on directly or indirectly to any other person, whether within or outside your organization or firm, or published in whole or in part, for any purpose by recipients directly or indirectly to any other person.

This Presentation is not intended to be a prospectus, an offer letter, offering circular, offering document, information memorandum, statement in lieu of a prospectus, draft red herring prospectus, red herring prospectus, invitation, advertisement or prospectus as defined under the Companies Act, 2013 as amended, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended, or any other applicable law in India.

The information contained in this Presentation should be considered in the context of the circumstances prevailing at the time and has not been, and will not be, updated to reflect material developments which may occur after the date of the Presentation. The information set out herein may be subject to updating, completion, revision, verification and amendment without notice and such information may change materially. This presentation is based on the economic, regulatory, market and other conditions as in effect on the date hereof. It should be understood that subsequent developments may affect the information contained in this presentation, which neither the Company nor its affiliates, advisors or representatives are under an obligation to update, revise or affirm.

You acknowledge and agree that the Company and/or its affiliated companies and/or their respective employees and/or agents have no responsibility or liability (express or implied) whatsoever and howsoever arising (including, without limitation for any claim, proceedings, action, suits, losses, expenses, damages or costs) which may be brought against or suffered by any person as a result of acting in reliance upon the whole or any part of the contents of this Presentation and neither the Company, its affiliated companies nor their respective employees or agents accepts any liability for any error, omission or misstatement, negligent or otherwise, in this Presentation and any liability in respect of the Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.

Certain statements contained in this Presentation may be statements relating to the Company's beliefs, plans and expectations about the future and other forward looking statements that are based on management's current expectations or beliefs as well as a number of assumptions about the Company's operations and factors beyond the Company's control or third party sources and involve known and unknown risks and uncertainties that could cause actual results to differ materially from those contemplated by the relevant forward looking statements. Forward looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward looking statements, which speak only as of the date of this Presentation.

Certain data contained in this Presentation was obtained from various external data sources, and neither the Company nor any of its affiliates, advisors or representatives has verified this data with independent sources. Accordingly, the Company and its affiliates, advisors and representatives make no representation as to the fairness, accuracy, correctness or completeness of that data, and this data involves risks and uncertainties and is subject to change based on various factors.

The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. You will be solely responsible for your own assessment of the market and the market position of the Company and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

Thank You

For further details please contact:

Saurabh Surendra Somani

Company Secretary & Compliance
Officer, C.E. Info systems Limited

☎: +91 11 4600 9900

✉: cs@mapmyindia.com



Corporate Office

First, Second, & Third Floor,
Plot. No. 237, Okhla Industrial Estate, Phase-
III, New Delhi 110 020, India

www.mapmyindia.com