

MapmyIndia®

Maps | APIs | Navigation | Tracking | GIS

August 05, 2022

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
BSE SCRIP Code: 543425

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai 400 051
NSE Symbol: MAPMYINDIA

Subject: Submission of Investor Presentation Q1FY2023.

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Madam / Sir,

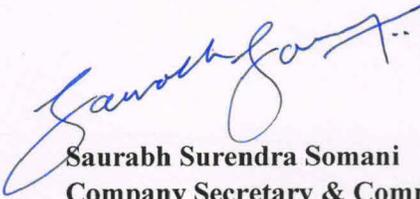
Please find attached herewith Investor Presentation for Q1FY2023 Results.

Kindly acknowledge the receipt of the same.

Thanking you.

Yours faithfully,

For C.E. Info Systems Limited



Saurabh Surendra Somani
Company Secretary & Compliance Officer



Encl:

1. Investor Presentation

C.E. INFO SYSTEMS LIMITED

(Previously Known as C.E. Info Systems Pvt Ltd)

237, Okhla Industrial Estate, Phase - III, New Delhi 110020, Digital Address: eloc.me/mmi000, Email: contact@mapmyindia.com,
Website: www.mapmyindia.com, Phone: +91-11-4600 9900, CIN : U74899DL1995PLC065551, A CMMI & ISO 9001:2008 Certified Company

MAPPLS
MapmyIndia

MapmyIndia C.E. Info Systems Ltd

**Investor Presentation
Q1FY2023**

AUG 2022



Q1FY23

Performance

Consolidated Financial Highlights

Management Commentary

Business Updates

Standalone Vs Consolidated

Consolidated Financial Highlights

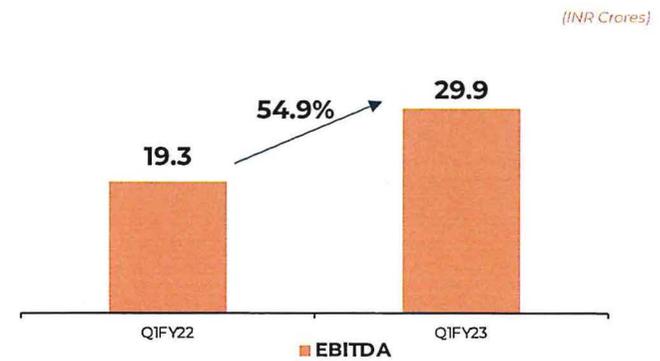
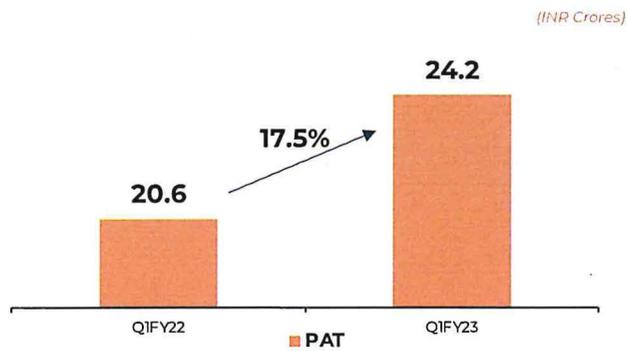
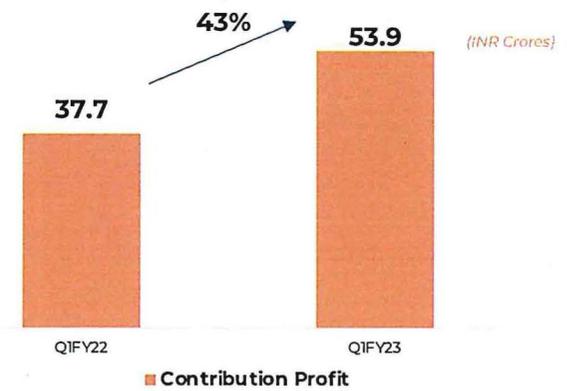
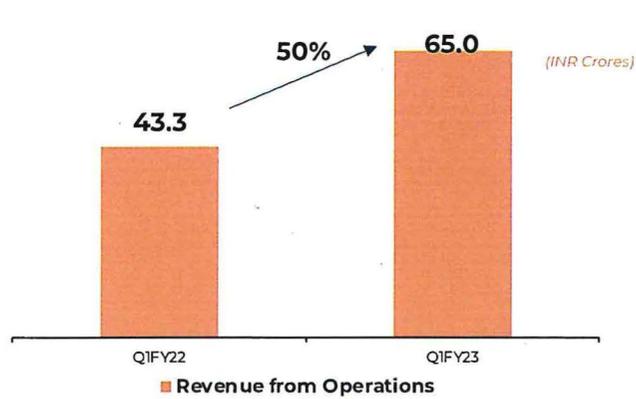
For Q1 on a YoY basis, Revenue was up 50% to Rs 65 Cr, EBITDA up 55% to Rs 30 Cr, EBITDA Margins at 46%, PAT up 18% to Rs 24 Cr and PAT Margins at 34%

	Q1FY23	Q1FY22	YoY Growth	FY2022	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

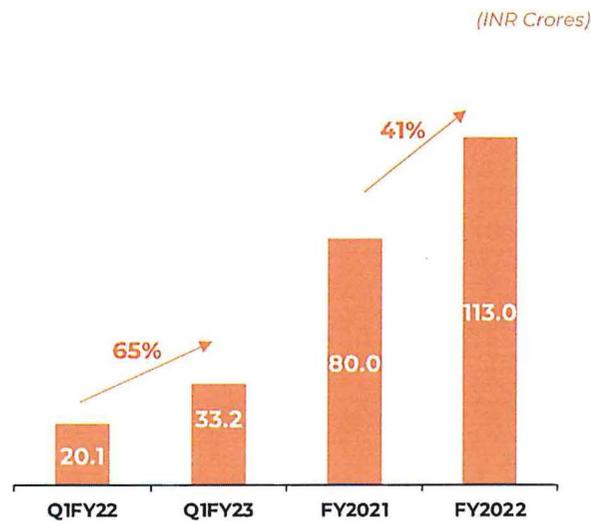
Consolidated P&L Highlights

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

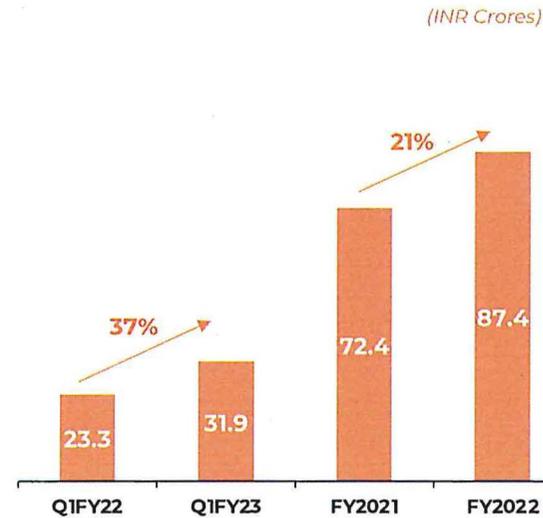


Consolidated Revenue by Markets and Product Lines

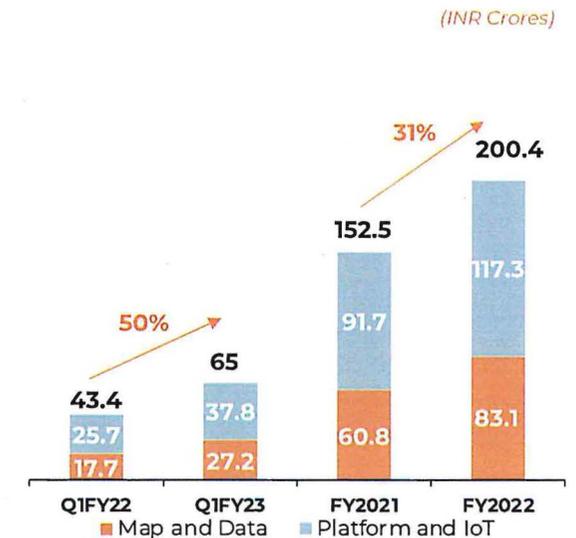
MARKET - A&M¹



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%
<i>Contribution Margin (%)</i>	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.

MapmyIndia
MAPPLS

About MapmyIndia

Company Overview

Our Strengths

Future Strategy

Shareholding Pattern



C.E. INFO SYSTEMS LIMITED

www.mapmyindia.com, www.mappls.com

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

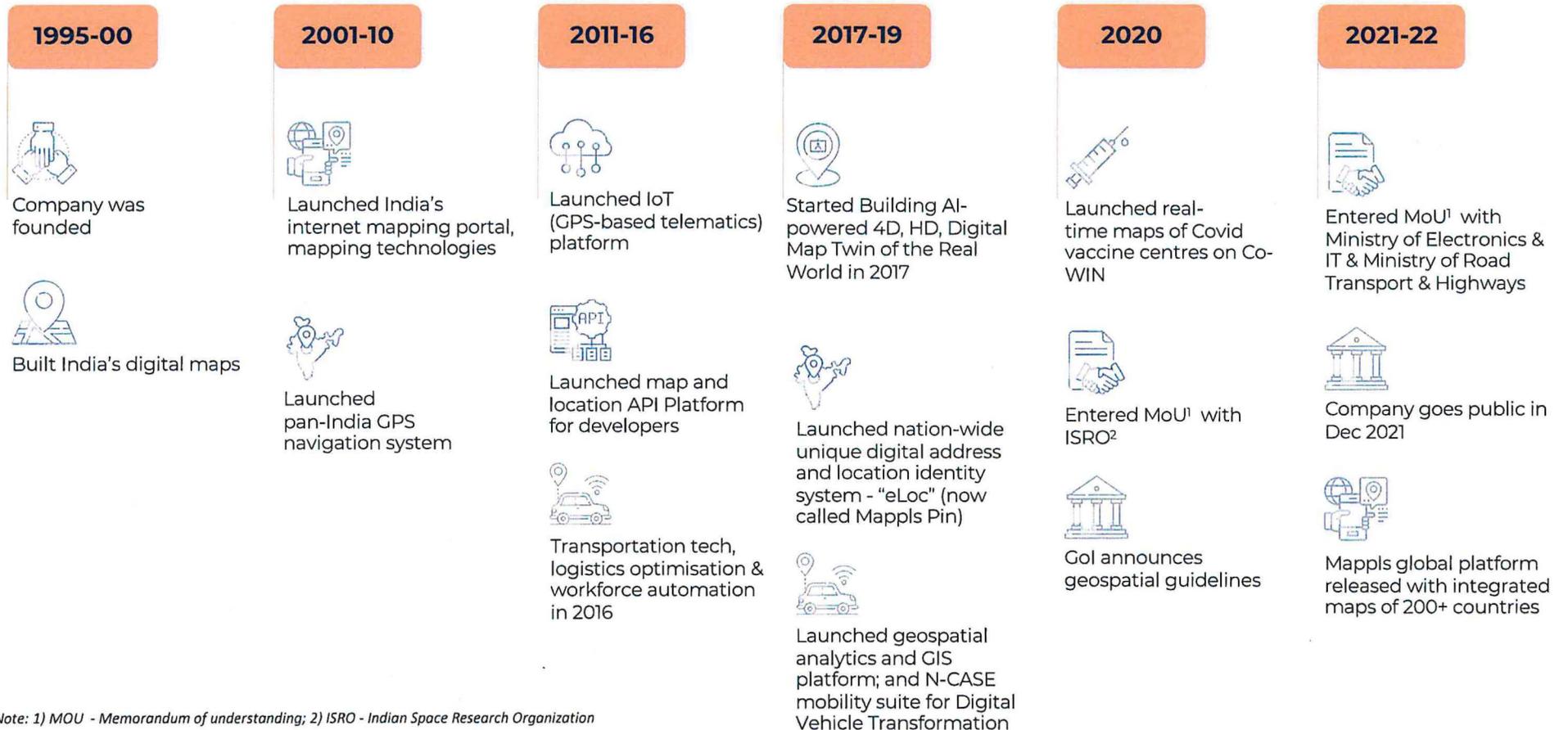
MAPPLS

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](http://www.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



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

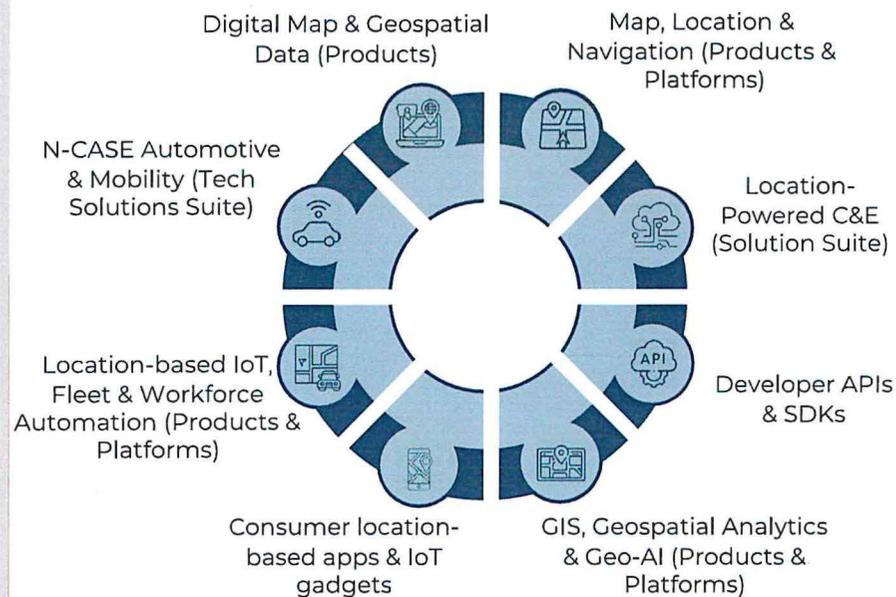
Our Strengths

 <p>01</p> <p>B2B and B2B2C market leader for maps and geospatial products in India with a comprehensive suite of offerings</p>	 <p>02</p> <p>Ever expanding use cases; Innovating to address technology paradigm shifts</p>	 <p>03</p> <p>Large addressable market in India with industry tailwinds driving growth outlook</p>	 <p>04</p> <p>Government Initiatives: Macro-Economic Enablers for digital maps and location intelligence</p>	 <p>05</p> <p>Independent, global geospatial products and platforms company</p>
 <p>06</p> <p>Proprietary technology and network effect -> Strong entry barriers</p>	 <p>07</p> <p>Marquee customers across sectors with capability to up-sell and cross-sell</p>	 <p>08</p> <p>Increasing new orders; profitable and cash generating business model with consistent financial track record</p>	 <p>09</p> <p>Founding team supported by an experienced professional management team</p>	

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



Independent, Global

Geospatial products and platform company

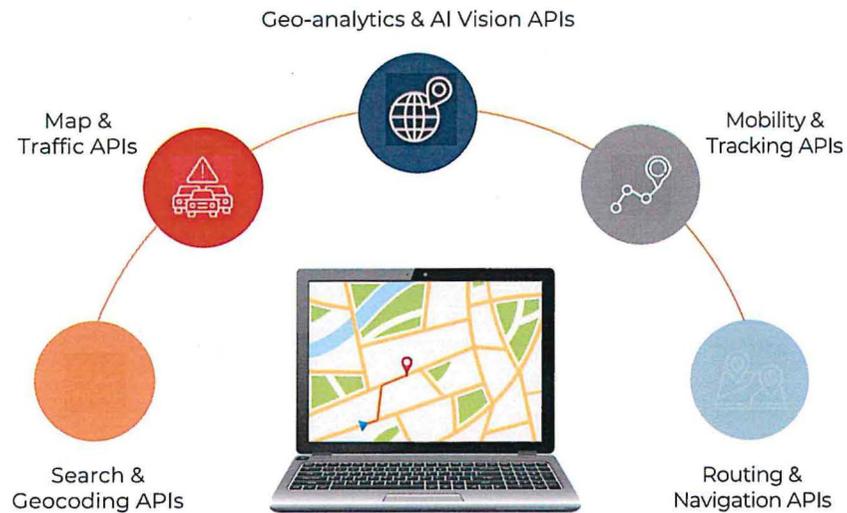
About MapmyIndia

Integrated maps of 200+ countries



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

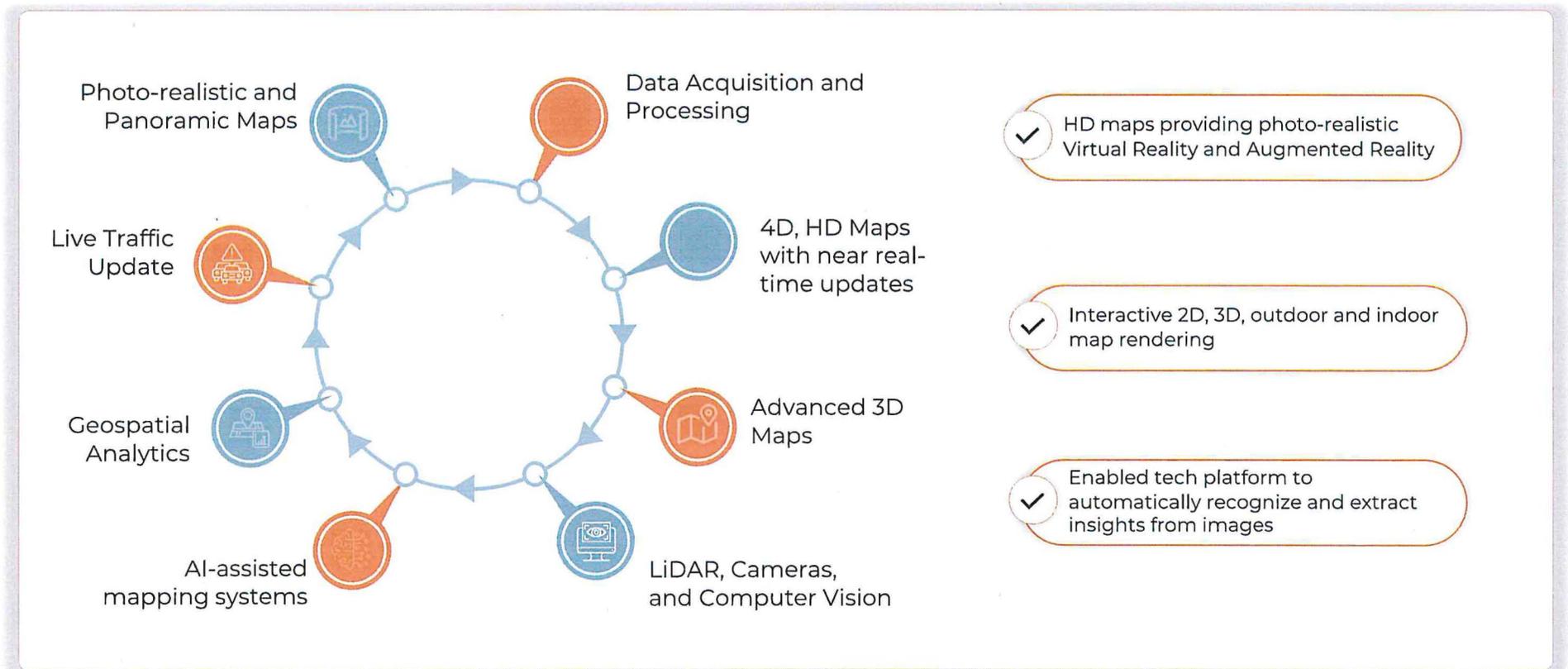
LARGE CATALOGUE OF DEVELOPER APIS AND SDKS



FEATURES

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

Proprietary technology..



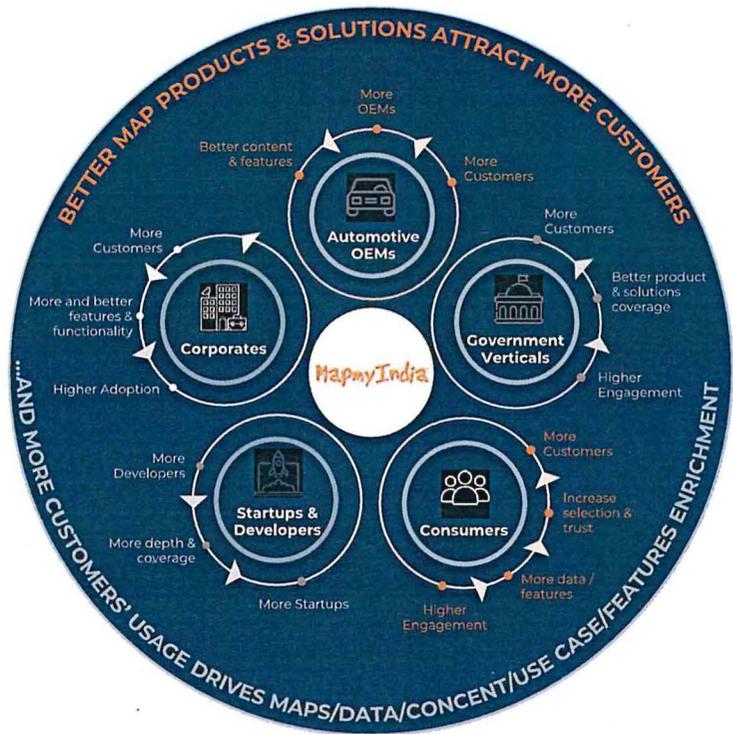
..and Network effect
create Strong entry barriers

About MapmyIndia

✓ 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

The diagram shows logos of various enterprises connected by vertical lines to a central header. The logos include: a car icon, Hyundai, MG, PhonePe, HDFC Bank, GIN, Airtel, and Safexpress. There are also icons for a building, a truck, and a tower.

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)

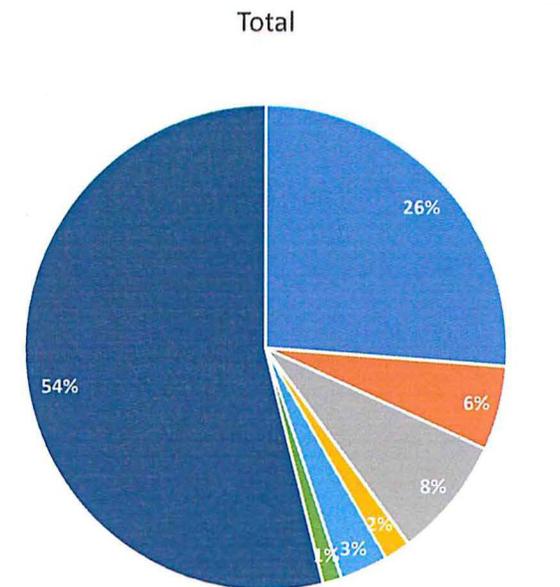
16+ years of experience
B.E, Electronics & Comm, Manipal Institute
of Technology; MBA, IIM Lucknow

Future Strategy



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

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Industry Overview

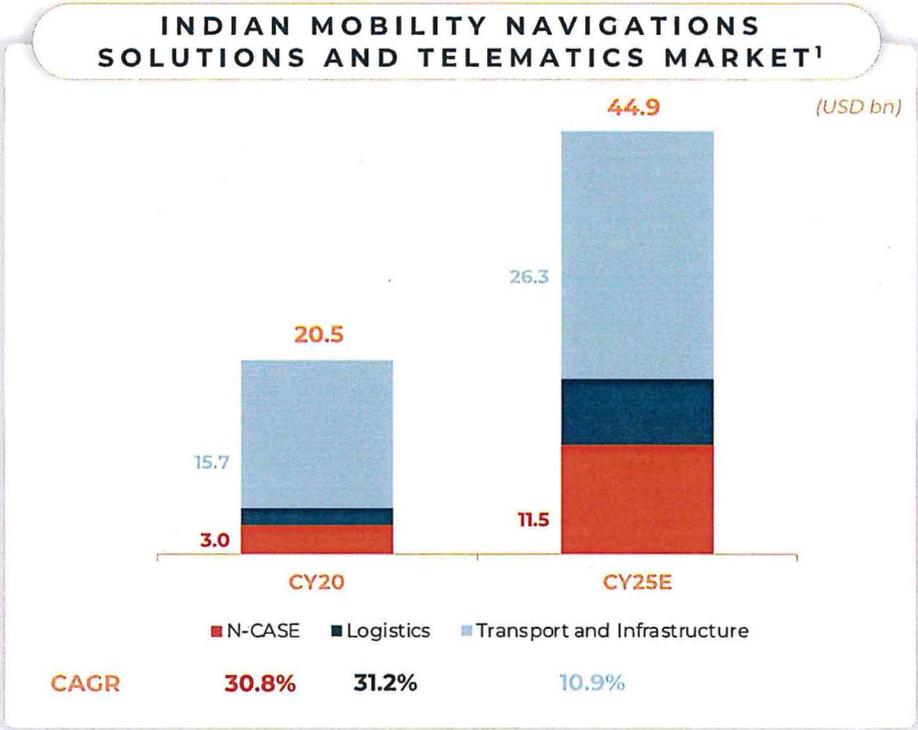
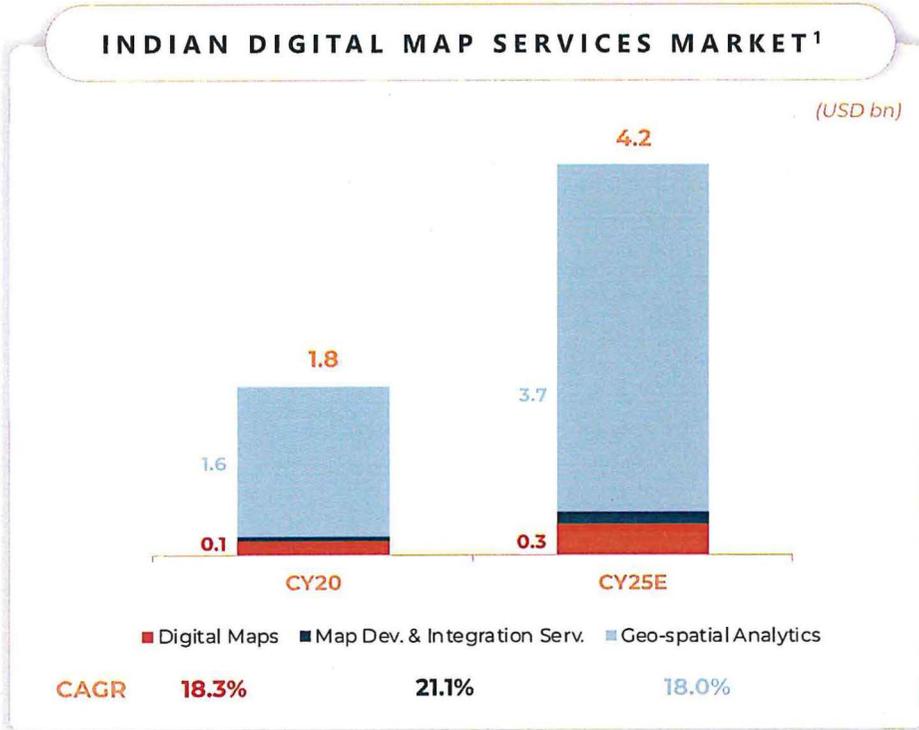
Potentially Addressable Market

Government Initiatives



C.E. INFO SYSTEMS LIMITED

Large potentially addressable market..



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

Total on-road vehicles in India in 2020

 **Two-wheelers**
230 Mn

 **Passenger Vehicles**
40 Mn

 **Commercial Vehicles**
9.5 Mn

E-COMMERCE¹

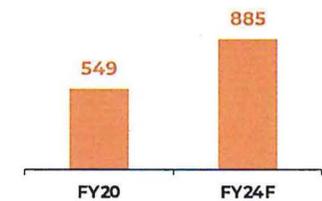
2nd largest by 2034

E-commerce market in the world

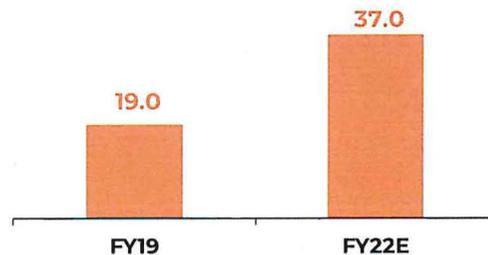
B2C e-commerce in 2025

USD 127 bn
27%

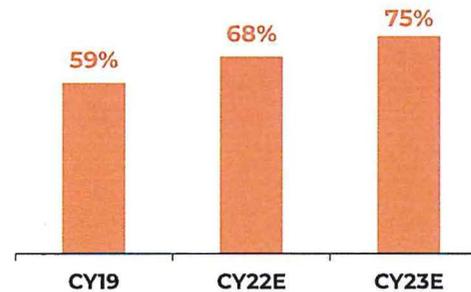
E-commerce users in India (Mn)



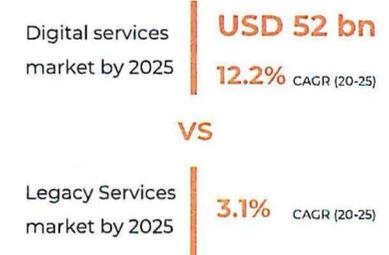
App Downloads in India^{1,2}



Smartphone User Penetration^{1,3}



Digital services market in India¹



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

 <p>Liberalization of Geospatial Sector</p>	 <p>GPS-based toll collection method</p>	 <p>Automotive Industry Standard 140 ("AIS 140")²</p>	 <p>Digital India Land Records Modernization Programme³</p>	 <p>Plans to make ADAS compulsory in all cars by 2022</p>
 <p>Geotagging of Companies⁴</p>	 <p>Telematics in Insurance⁵</p>	 <p>Drone Rules, 2021 - Liberalized and simplified drone regulations⁶</p>	 <p>Allowed "Beyond Visual Line of Sight" flight testing of drones⁷</p>	 <p>Digital India Initiatives</p>

Annual Highlights

Order Book

Customers

Employees

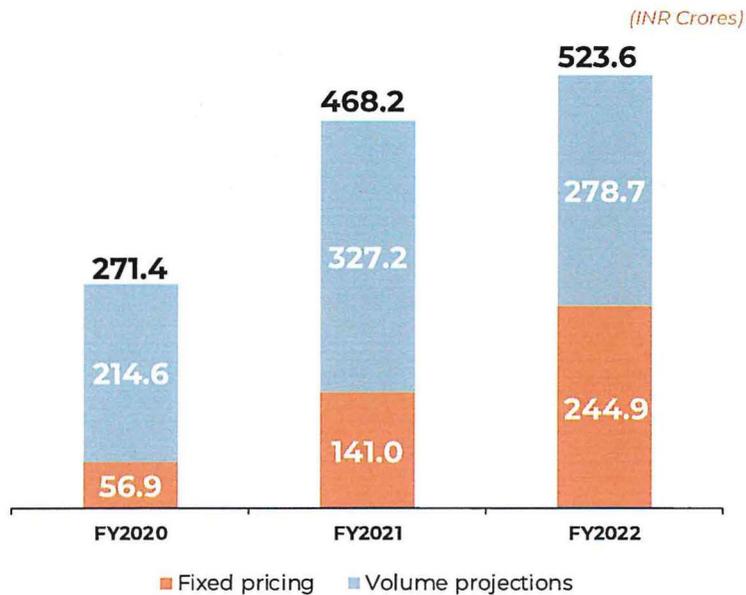
Inorganic Growth

P&L Highlights

Balance Sheet & Cash Flow Statement (Extract)

Order Book

ANNUAL NEW ORDERS - BREAKUP

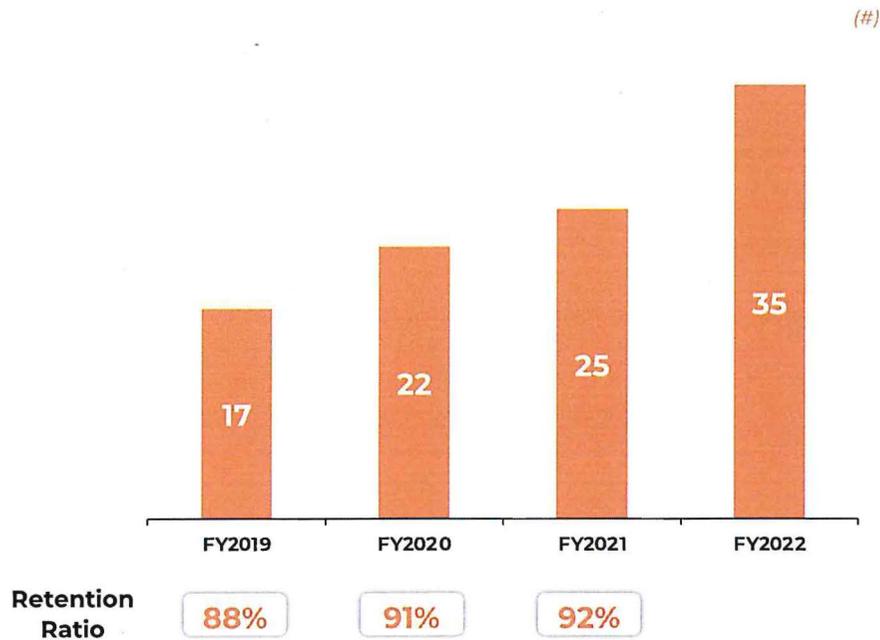


PERFORMANCE UPDATE

- 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

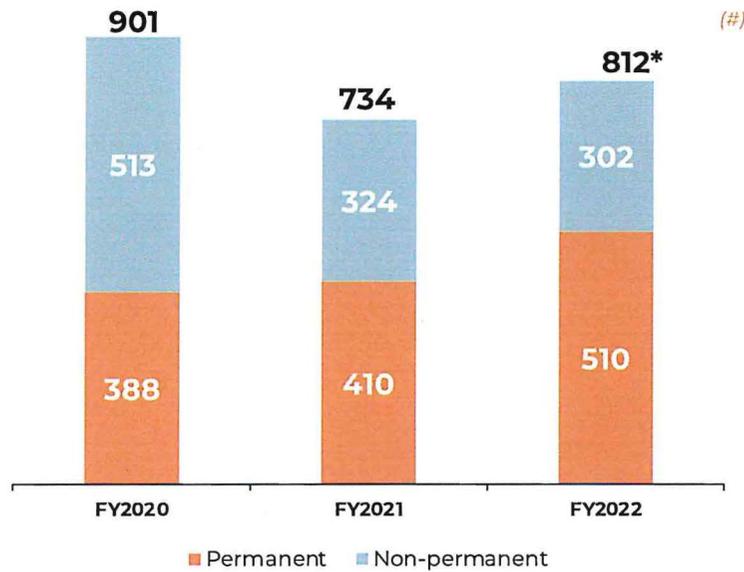
600+

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

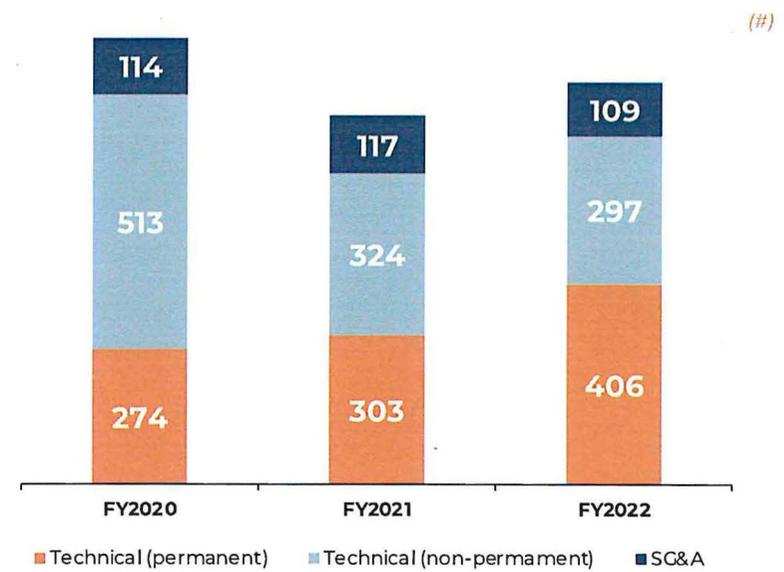
- Customer growth, diversification and de-concentration, as well as retention, continues to trend healthily

Employees

PERMANENT VS TEMPORARY



BREAKUP BY FUNCTION



- * 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.

Attrition rate

12.0%

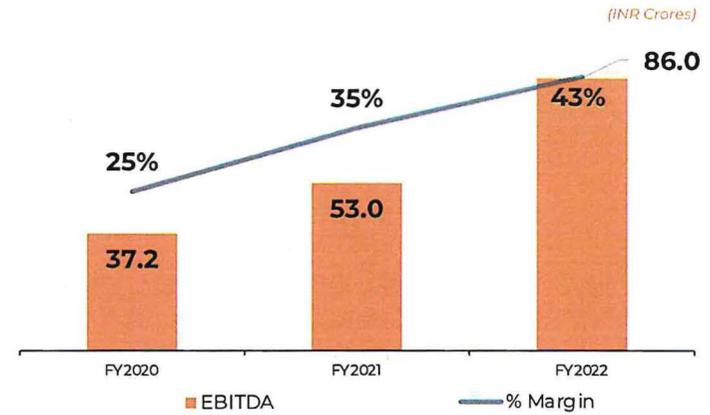
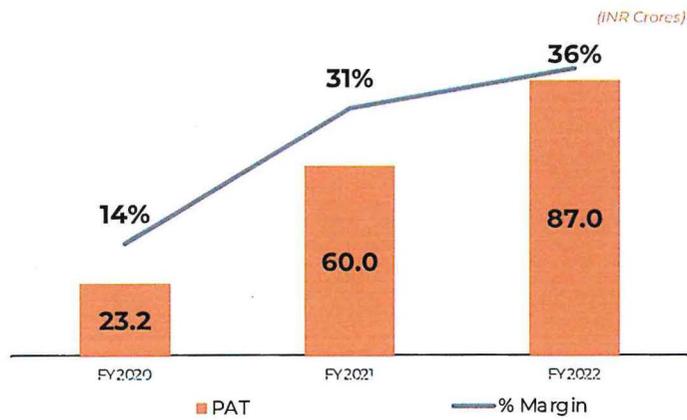
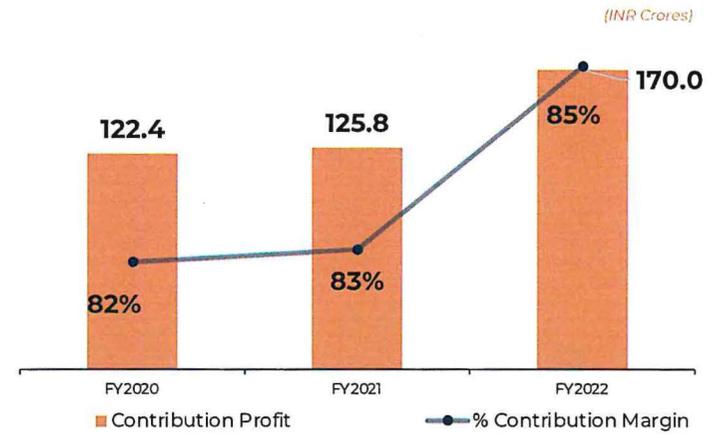
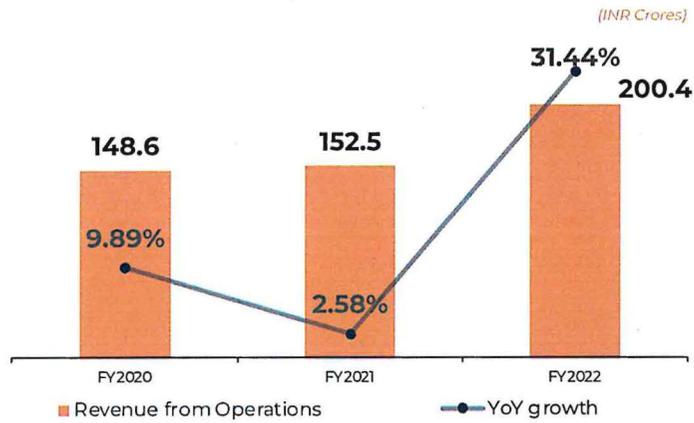
13.5%

17.5%

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)				Consolidated	(INR Crores)			
	FY2019	FY2020	FY2021	FY2022		FY2019	FY2020	FY2021	FY2022
Property, plant & equipment	5.8	8.2	6.4	6.8	Profit before tax	41.8	31.6	78.9	117.3
Investments	102.5	110.2	114.8	173.8	Adjustment for non-cash items and others	1.6	8.4	(22.6)	(4.4)
Total non-current assets	181.6	186.6	158.2	247.8	Changes in working capital	(0.4)	(1.0)	40.8	(48.5)
Investments	98.2	88.5	154.2	122.6	Cash flow generated from operating activities (CFO)	43.0	39.0	97.0	64.5
Trade receivables	23.9	31.1	28.3	43.5	Income tax paid	(16.2)	(12.3)	(15.2)	(35.7)
Cash & cash equivalents	8.2	15.1	33.6	40.6	Net Cash flow generated from Operating activities (A)	26.8	26.7	81.8	28.8
Total current assets	157.6	171.2	269.2	268.7	Securities Premium received	-	-	-	7.8
Total assets	339.3	357.8	427.4	516.5	Proceeds from sale of investments, net of purchase	(11.1)	(1.9)	(43.8)	(28.7)
Equity	285.2	297.7	357.7	445.8	Payment towards acquisition of business	-	-	-	(3.0)
Lease liabilities	22.5	18.7	15.9	11.9	Interest received on bank deposits	0.4	7.8	4.7	12.9
Total non-current liabilities	24.2	21.8	18.7	17.3	Dividend received	2.6	0.6	0.1	0.2
Lease liabilities	2.6	2.8	3.7	4.0	Proceeds from sale of PP&E, net of purchase	(3.3)	(5.4)	(2.2)	(3.9)
Trade payables	4.5	6.1	4.5	6.1	Investments in intangible assets of subsidiary company	-	-	-	(10.5)
Total current liabilities	29.9	38.3	51.0	53.4	Income from investment property	0.6	1.3	-	-
Total equity and liabilities	339.3	357.8	427.4	516.5	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

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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

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