

January 16, 2024

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 for Q3 FY2024 Results.
Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Please find attached herewith Investor Presentation for Q3 FY2024 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:
Investor Presentation

MapmyIndia

C.E. Info Systems Ltd

Investor Presentation
Q3FY2024

Q3FY2024

Performance

Management Commentary

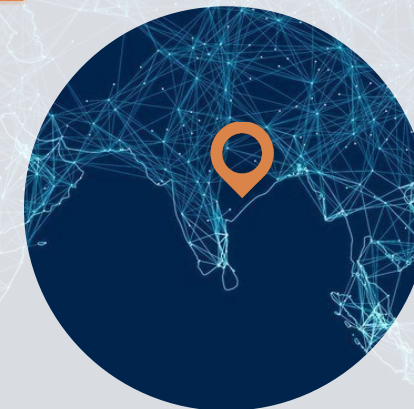
Consolidated Financial Highlights (Q3FY24)

Consolidated Business Highlights: Map-led and IoT-led

Segmental Revenue by Markets and Product

Shareholding Pattern

Five Year Plan



Management Commentary



“We’re happy that MapmyIndia crossed for the first time a milestone of Rs 100 Cr+ quarterly Total Income, and again achieved all-time high in Revenue in Q3FY24, growing 36% YoY to Rs 92 Cr, while YTD Revenue has touched Rs 272.5 Cr. EBITDA in Q3FY24 grew 38% to Rs 38.6 Cr and YTD grew 32% to Rs 116.6 Cr, with overall YTD EBITDA margin at 43%. YTD Map-led EBITDA margin remains strong at 55.1%. IoT-led EBITDA margin has expanded to 10% in Q3FY24 versus 8.2% in Q2FY24, and in YTD stands at 8.2% expanding 730 bps YoY. YTD PAT is robust at Rs 96.2 Cr growing 21% YoY, with PAT margin at 32%. Q4FY24 will be exciting.

Not just are we happy with the growth of our core B2B and B2B2C business, we are also pleased to see our consumer business take shape with increased brand awareness & product uptake.”

- Rakesh Verma, CMD



“We are excited about Q4FY24, with a strong order book build up based on very large new wins and look forward to sharing developments shortly. YTD (9MFY24) Revenue growth was broad-based, with A&M up 19.5% and C&E up 43.1% on the market side, while Map & Data was up 37.6% and Platform & IoT was up 26.5% on the product side. We had multiple wins and go-lives across our Auto OEM NCASE suite with an exciting funnel ahead. We also had multiple wins and go-lives across consumer tech companies & enterprises and in the government based on Map-led & IoT-led digital transformation.

We started a strong 360-degree marketing push for our consumer business, which was highly effective, yet cost-efficient in increasing Mapples MapmyIndia brand awareness and product traction. We’re happy to see the start of ad-revenue monetization of our App & sales growth of our Gadgets.”

- Rohan Verma, CEO & ED

Consolidated Financial Highlights (Q3FY24)

**Crossed milestone of Rs 100 Cr+ quarterly Total Income for first time.
Q3FY24 YoY Revenue grew 36% to All-time High, and EBITDA grew 38%.
YTD (9MFY24) Revenue reached Rs 272.5 Cr, EBITDA margins at 43%**

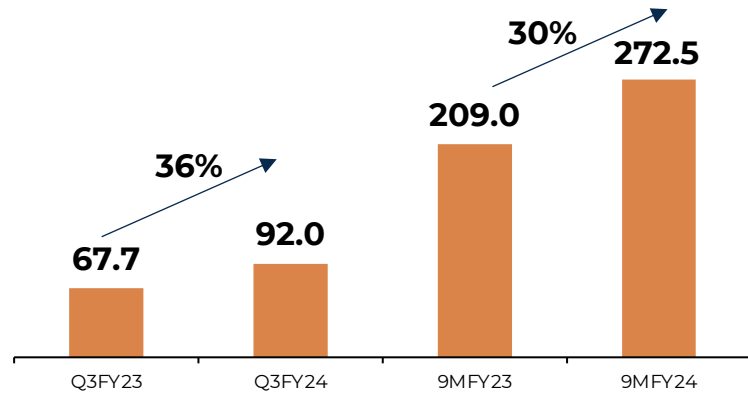
<i>INR Crores, unless otherwise mentioned</i>	Q3FY24	Q3FY23	YoY Growth	Q2FY24	QoQ Growth	9MFY24	9MFY23	YoY Growth
Total Income	103.6	78.3	32%	99.1	5%	298.3	233.4	28%
Revenue from Operations	92.0	67.7	36%	91.1	1%	272.5	209.0	30%
EBITDA	38.6	27.8	38%	40.5	-5%	116.6	88.4	32%
EBITDA Margin (%)¹	42%	41%		45%		43%	42%	
PBT	42.1	35.7	18%	44.2	-5%	128.2	104.9	22%
PBT Margin (%)	41%	46%		45%		43%	45%	
Effective tax rate	26%	17%		25%		25%	25%	
PAT	31.1	29.7	5%	33.1	-6%	96.2	79.2	21%
PAT Margin (%)²	30%	38%		33%		32%	34%	
Cash & cash equivalents (including financial instruments)	516.1	452.0		517.9		516.1	452	

- Revenue for the 9MFY24 was at Rs 272.5 Cr with a healthy growth of 30% YoY. Q3FY24 Revenue hit all time high of Rs 92 Cr, driven by growth in C&E market.
- EBITDA Margins expanded by 50 bps to 43% in 9MFY24 vs 9MFY23.
- EBITDA and PAT grew by 32% to Rs 116.6 Cr, and 21% to Rs 96.2 Cr, respectively for the YTD 9MFY24 YoY.
- 9MFY24 PBT and PAT have grown 22% and 21% YoY respectively. Q3FY24 PAT margin of 30% and PAT growth vs Q3FY23 was impacted due to difference in effective tax rate in Q3FY24 vs Q3FY23, amortisation etc.
- Cash & cash equivalents steady at 516.1 Cr at the end of the quarter, despite dividend payout.

Consolidated P&L Highlights

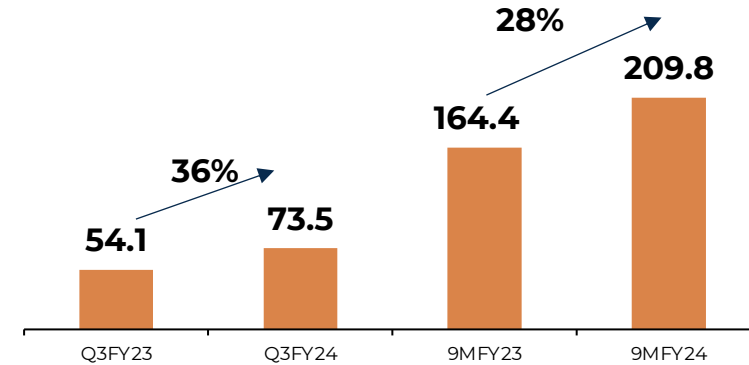
All Financial Metrics Grew Strongly: Revenue, Contribution Profit, EBITDA & PAT

Revenue from Operations

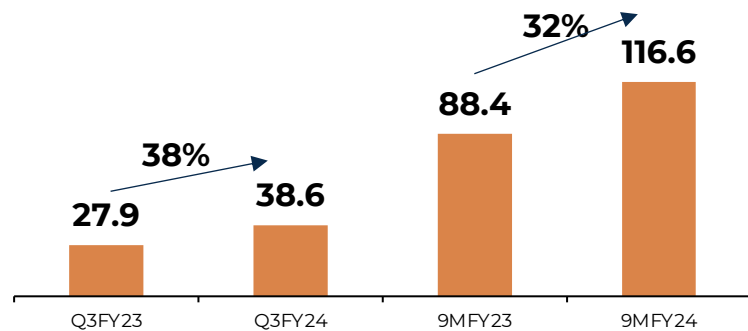


(All figures in INR Crores)

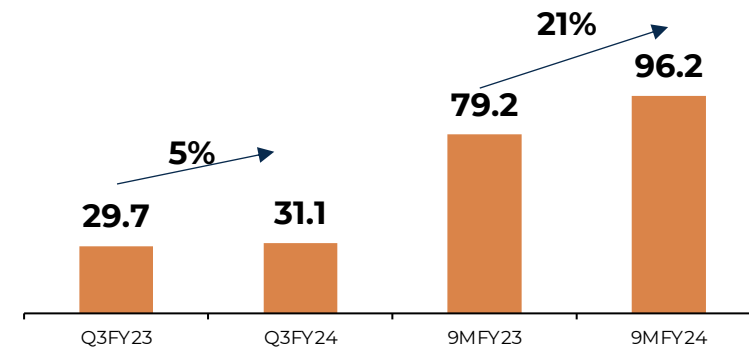
Contribution Profit



EBITDA



Profit After Tax



Consolidated Business Highlights: Map-led and IoT-led

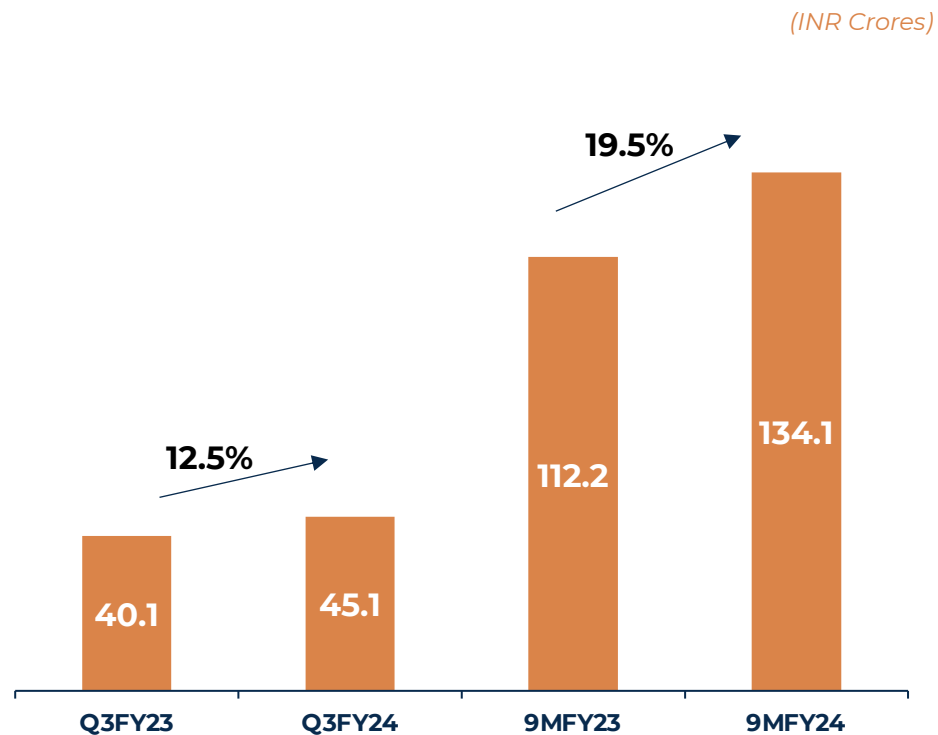
<i>INR Crores, unless otherwise mentioned</i>	Total 9MFY24	Map-led 9MFY24	Map-led 9MFY23	IoT-led 9MFY24	IoT-led 9MFY23	Map-led Q3FY24	Map-led Q2FY24	IoT-led Q3FY24	IoT-led Q2FY24
Revenue from Operations	272.5	201.0	164.9	71.5	44.1	65.8	68.6	26.3	22.5
Sale of Hardware	44.7	-	-	44.7	31.8	-	-	14.7	14.9
Sale of Map data & services*	227.8	200.9	164.9	26.9	12.4	65.7	68.6	11.6	7.6
EBITDA	116.6	110.7	88.0	5.9	0.4	35.9	38.7	2.6	1.8
EBITDA Margin (%)	42.8%	55.1%	53.4%	8.2%	0.9%	54.6%	56.4%	10.0%	8.2%

- Both Map-led & IoT-led recorded strong growth YTD YoY (9MFY24 vs 9MFY23) to Rs 201 Cr vs 164.9 Cr & Rs 71.5 Cr vs Rs 44.1 Cr respectively.
- Map-led margins remain strong & steady in a range of 54.6% in Q3FY24 compared to 56.4% in Q2FY24 and 54.1% in Q1FY24. Map-led business can have variations QoQ due to nature of contracts. YTD Map-led EBITDA margins have expanded by 170 bps to 55.1% in 9MFY24 from 53.4% in 9MFY23.
- Overall IoT-led revenue has grown 62% YTD YoY, driven by healthy growth in devices.
- IoT-led quarterly EBITDA margins continue to improve to 10.0% due to product mix and operational efficiency vs 8.2% in Q2FY24 and 6.3% in Q1FY24. 9MFY24 EBITDA Margin has grown to 8.2% from 0.9% in 9MFY23, due to higher gross margin subscription revenue growing 117% YoY. Share of subscription revenue to total revenue increased from 28% in 9MFY23 to 38% in 9MFY24.

Note – *includes royalty, annuity, subscription, software and products called MaaS, PaaS, SaaS

Market-wise Revenue – A&M

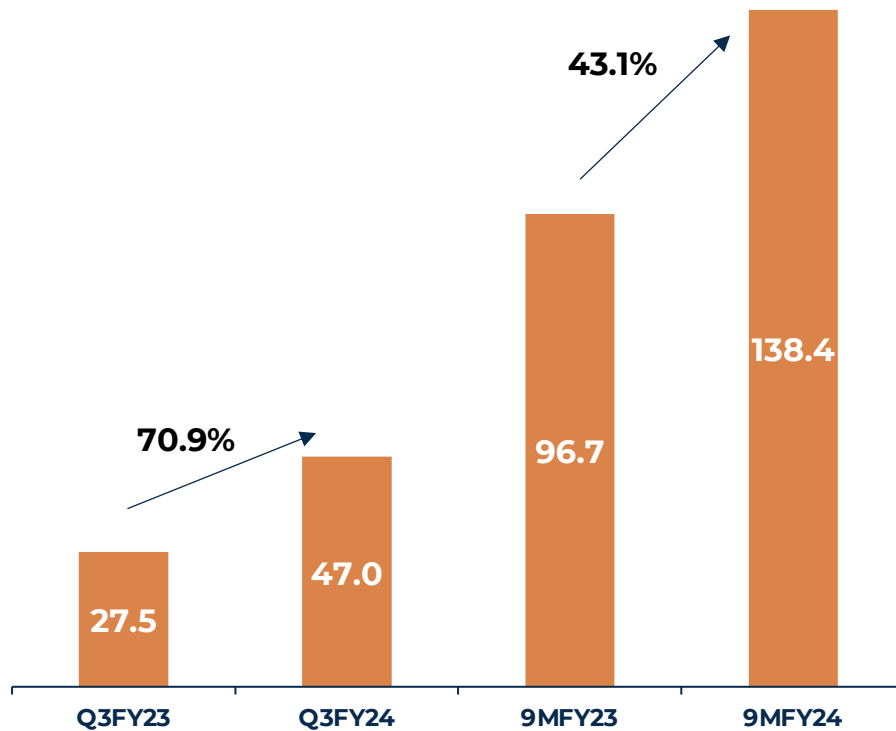
MARKET SEGMENT – A&M¹



- A&M (Automotive & Mobility Tech) business continues to grow steadily at 19.5% on a YTD YoY basis and 12.5% in Q3FY24 vs Q3FY23, ahead of industry volume growth and Auto OEM licenses in 9MFY24 have crossed previous full year FY23 already.
- Multiple wins & go-lives, as well as strong funnel across Auto NCASE as well as across Mobility segment including EV fleets
- Large Indian 4W OEM signed up for multiple new vehicle models across ICE and EV, with new EV 4W go-live in Q3.
- European 2W OEM sign up for navigation along with go-lives for multiple EV 2W OEMs
- Video Telematics for Employee Transport Safety from large manufacturing company
- Revenue from OEMs for Mappls Kogo travel assistant & commerce solution started

Market-wise Revenue – C&E

MARKET SEGMENT – C&E¹



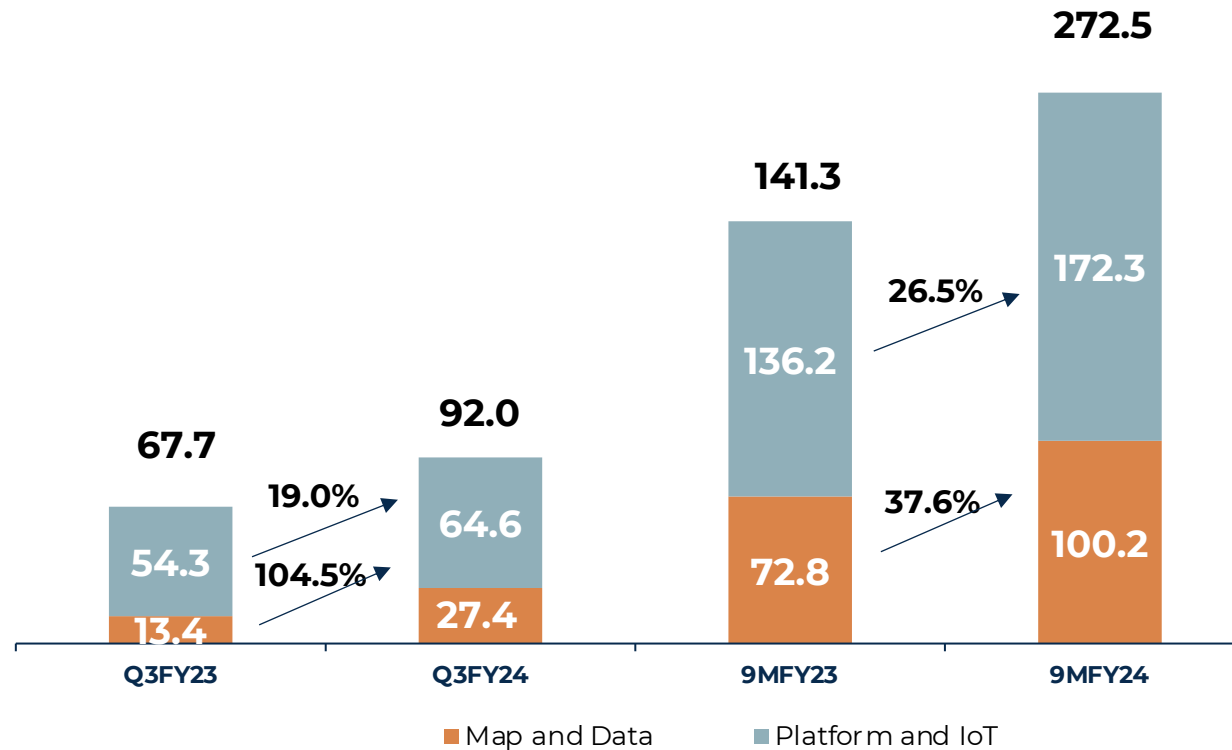
- C&E (Consumer Tech & Enterprise Digital Transformation) business saw a sharp increase of 70.9% in Q3FY24 vs Q3FY23, based on nature of certain contracts. Growth remains strong at 43.1% on a YTD YoY basis as well.
- Multiple wins & go-lives across consumer tech companies, enterprises across industry verticals, and government business based on geospatial-led digital transformation including for defence & drones
- Multiple wins across large e-commerce & D2C sectors for map APIs for use cases covering address capture, location-based personalization & map-driven user experience improvement
- Drone 3D mapping & risk monitoring for large logistics company warehouse/yard, and across Payments & Fintech industry for location-data based risk scoring
- Wins for IoT-led logistics monitoring including Control Tower across cement, sugar & steel industries and also for PMGSY Road Construction & Food/Civil Supplies Distribution Monitoring
- Map-led and IoT-led solutions and use cases for Union Government's Viksit Bharat pan India campaign in-field & online
- UP State Tourism & Ayodhya Metaverse solution business wins

Notes – 1) C&E : Consumer tech and enterprise digital transformation

Product-Wise Revenue – Map & Data and Platform & IoT

PRODUCT SEGMENT

(INR Crores)

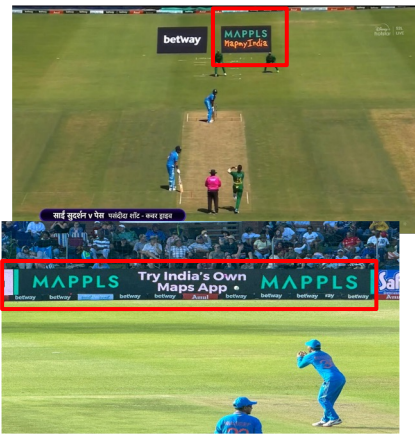


- On YoY basis, Map and Data revenue grew 104.5% in Q3 and 37.6% YTD (9M) and Platform and IoT revenue grew 19.0% in Q3 and 26.5% YTD (9M). Investments & adoption across both product segments continue.

Notes – Platform & IoT Revenue represents our SaaS (Software as a Service) and PaaS (Platform as a Service) which leverage and add value on top of our MaaS (Map as a Service).

B2C Consumer Business Highlights for Mappls App & Gadgets

Mappls Brand and App saw traction in Q3 with a strong ATL & BTL 360-degree marketing push, while remaining cost-efficient leading to much larger brand recall & app growth. The consumer business also started a monetization push through in-app advertising for a marquee brand. Mappls Gadgets traction and revenue continue to grow.



Mappls App: India's Own Maps app

Brand & Product ATL Ads on Mainstream Cricket & TV News, plus BTL, in a effective yet cost-efficient manner

In-App Advertising for Marquee Brand kickstarted Monetisation

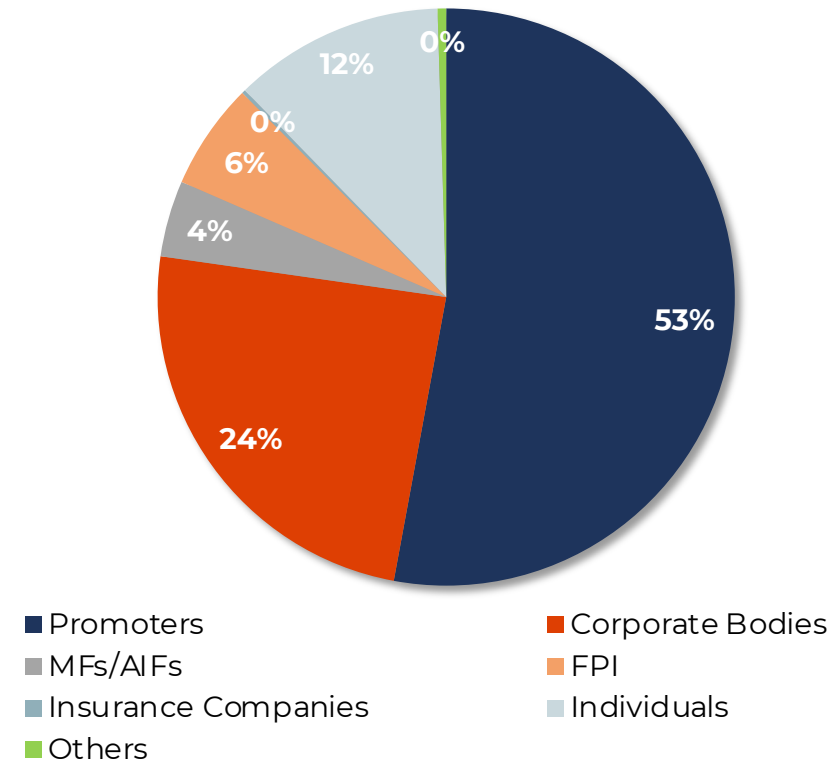
Strong fit & traction with users through India-related road safety features like 3D Junction Views, Road Speed Limits & Camera Alerts, as well as Metaverse. Multiple MoUs with Traffic Police.

Along with BTL Advertising at Point of Sale and through On-Ground Events and Outreach, as well as enhanced Social Media presence, visibility & Moment Marketing led to significant Mappls App & Gadgets Uptake

Provided enhanced visibility during Festival Season to Marquee Client Brand and their Local Business partners on the Map and through Local Search: A win-win-win for consumers, client brand & Mappls

Shareholding Pattern

Top Non-Promoter Shareholders ⁸	% Holding
Phonepe Private Limited	18.9%
Zenrin Co. Ltd	4.6%
Tata Mutual Fund – Tata Small Cap Fund	1.5%
Arisaig Asia Fund Limited	0.8%
Kuwait Investment Authority Fund F239	0.7%
Aberdeen Standard Asia Focus Plc	0.6%
Mobius Investment Trust Plc	0.6%



Note: As on December 31, 2023

MapmyIndia

MAPPLS

About MapmyIndia



Company Overview

India's leading provider of advanced digital maps, geospatial software & location-based IoT technologies serving B2B and B2B2C enterprise customers.

- **Market leadership** position in navigation and geospatial products and platforms
- **Early mover advantage** in digital mapping
- **Strong IPs** through proprietary and integrated technologies
- **Robust sustainable business model.**

#1

Provider of advanced digital maps and deep-tech in India

80%

Volume market share in Automotive OEMs with connected solutions¹

850+

Customers on SaaS, PaaS and MaaS platforms (FY23)

56%

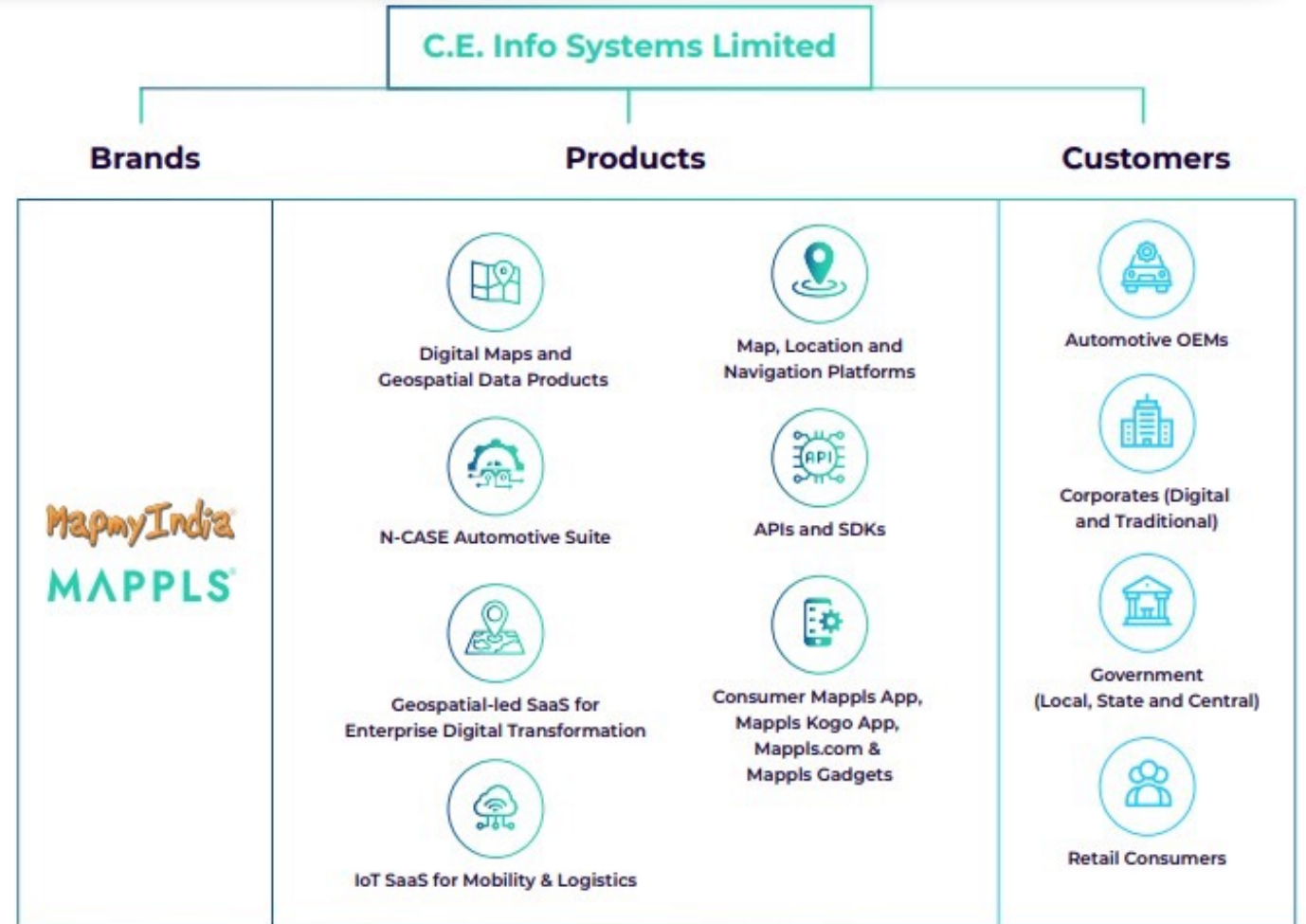
Order Book CAGR over last 3 years

49%


















EBITDA CAGR over last 3 years

36%

Revenue CAGR over last 3 years

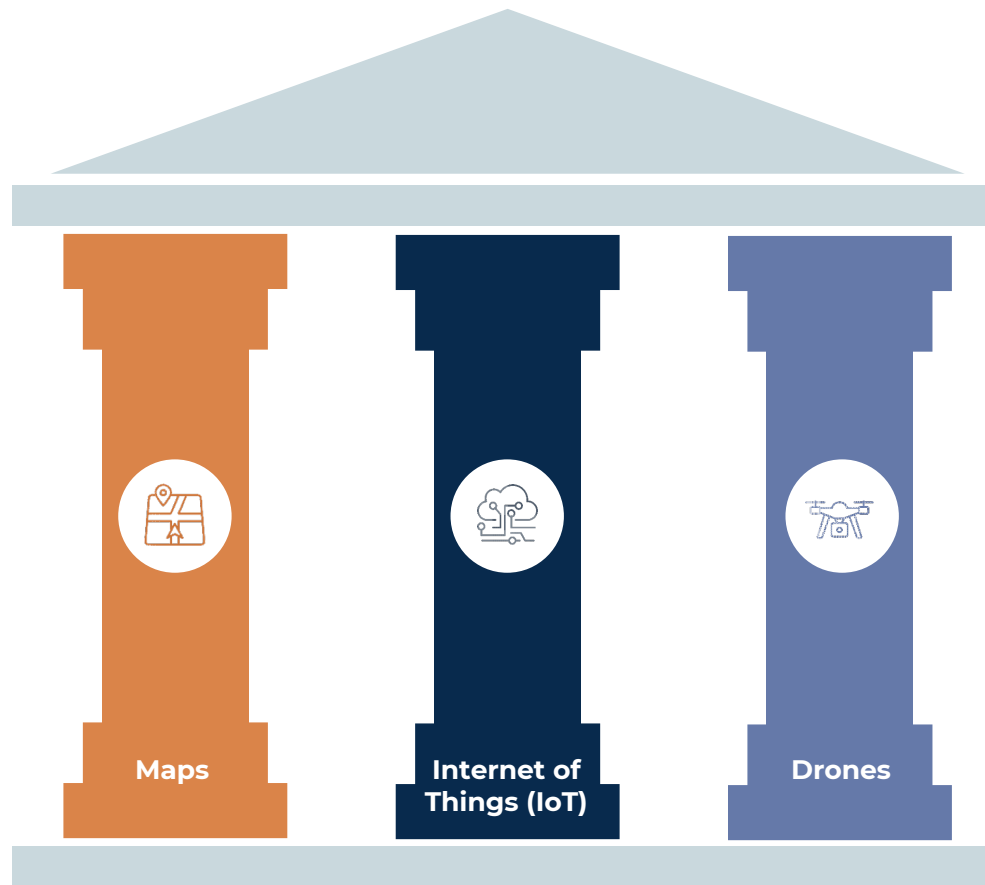


Our Journey So Far

1995-00	2001-10	2011-16	2017-19	2020-21	2022	2023
 <p>Company was founded</p>	 <p>Launched India's first internet mapping platform and portal, MapmyIndia.com (now called Mappls.com)</p>	 <p>Launched IoT (GPS-based telematics) platform</p>	 <p>Built AI-powered 4D HD Digital Map Twin of the Real World</p>	 <p>Launched real-time maps of Covid vaccine centres on Co-WIN</p>	 <p>Company goes public</p>	 <p>Launched Mappls Realview and Metaverse maps</p>
 <p>Built India's digital maps</p>	 <p>Launched pan-India GPS navigation system</p>	 <p>Launched map and location API Platform</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>Mappls global platform released with integrated maps of 200+ countries</p>	<p>Relaunch of Mappls IoT gadgets</p>
		 <p>Built transportation, logistics optimisation & workforce automation platforms</p>	 <p>Built N-CASE mobility suite for Digital Vehicle Transformation</p>	 <p>Gol announces geospatial guidelines</p>	 <p>Acquired and integrated Gtropy Systems Pvt. Ltd. to expand IoT business</p>	
			<p>Launched geospatial analytics and GIS platform;</p>			

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

Built on Three Pillars of Technology



Pioneers in digital mapping and have covered...

6.5Mn kms of roads ¹	99%+ of India's road network ¹	7.9K+ Towns ¹	637K+ Villages ¹
22.8Mn places of interest ^{1,2}	19.3Mn house or building addresses ¹	450Mn+ geo referenced photos, videos & 360° panoramas ¹	

Leveraging IoT through the acquisition of Gtropy

76%
Invested in Gtropy Systems
Offering IoT-based solutions to enterprises & consumers.

0.3Mn
IoT devices have been sold/rented¹
These devices are further enhancing the quality of maps by providing real time traffic updates and other insights..

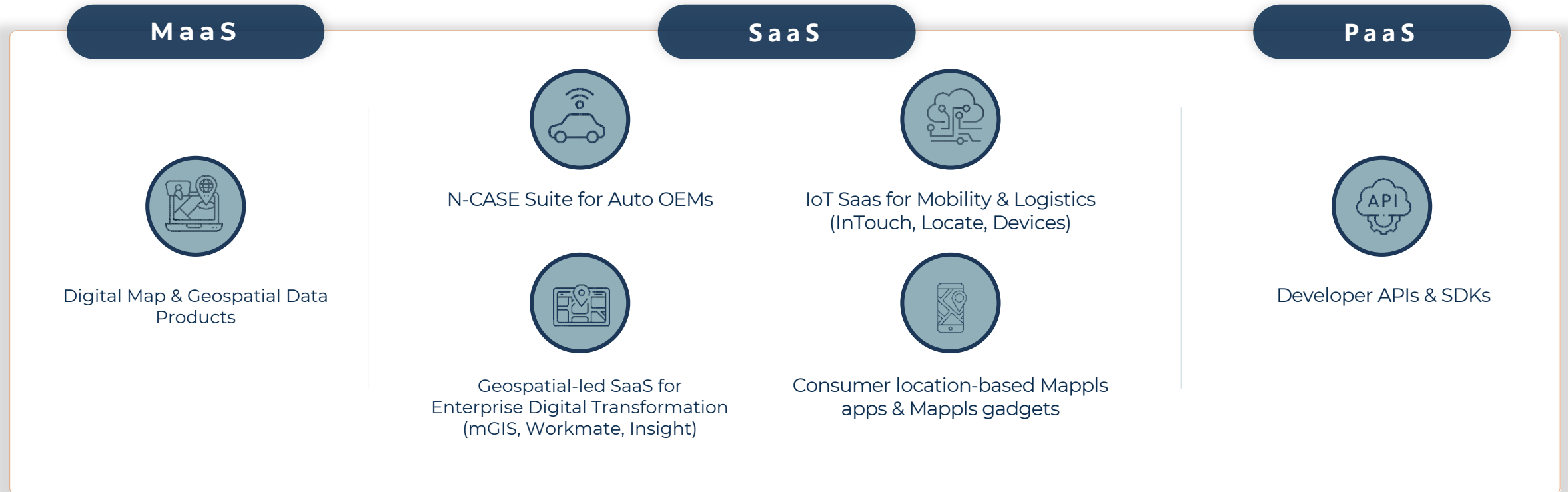
Drones: Currently at a nascent stage

20%
Invested in Indrones Solutions
Plan to offer drone-based solutions and broaden our addressable market.

Note: 1) As of March 31, 2023; 2) Places of interest - Across many categories such as restaurants, retail shops, malls, ATMs, hotels, police stations, petrol pumps, electric vehicle charging stations etc.

Product and Platform Company

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”)**.



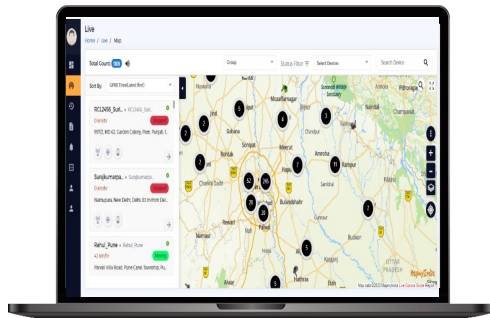
Offering **customized solutions** through our brand, Mappls (earlier called MapmyIndia)

MAPPLS

Deep Tech Offerings

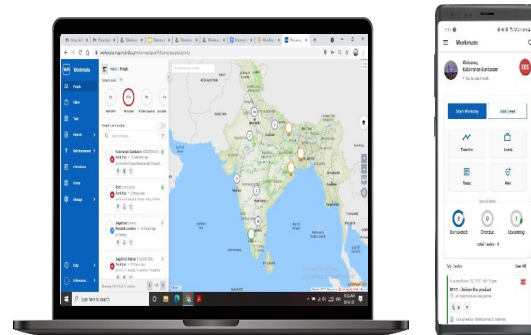
InTouch

IoT Powered software that allows near real-time vehicle and asset tracking and **fleet, transport, and logistics management**



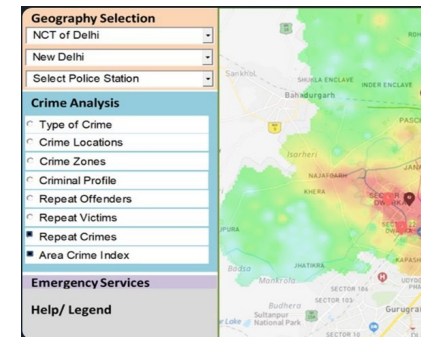
Workmate

Enables workforce and **workflow management**, monitoring, and automation capabilities



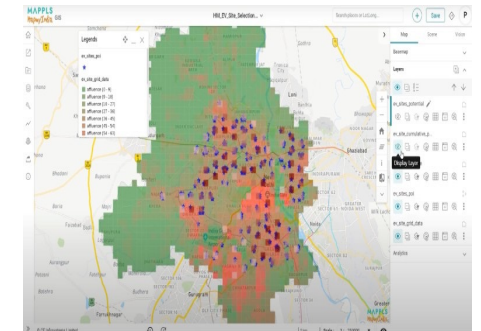
Insight & mGIS

Geo-analytics offerings solutions - Processing geospatial data to help our customers across industries analyse their respective markets and develop predictive real time models



Locate

Advanced fleet management solution designed to enhance fleet's operational efficiency and management - **real-time vehicle monitoring**, historical movement tracking, live map rendering and more



Our Customers & Revenue Model

We are India's leading provider of advanced digital maps, geospatial software & location-based IoT technologies serving **B2B and B2B2C enterprise customers**. We categorize them to two market segments - **Automotive & Mobility Tech (A&M)** and **Consumer Tech and Enterprise Digital Transformation (C&E)**.



Market Segment A&M constitutes Auto OEM and some parts of Mobility, while C&E constitutes Corporates, Government and balance parts of Mobility.

Ever Expanding Use Cases



AUTOMOTIVE

- Embedded Connection Navigation
- EV Range Calculation
- Intelligent Speed Assistance



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
- Credit assessment



RETAIL & QSR

- Better site selection
- 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



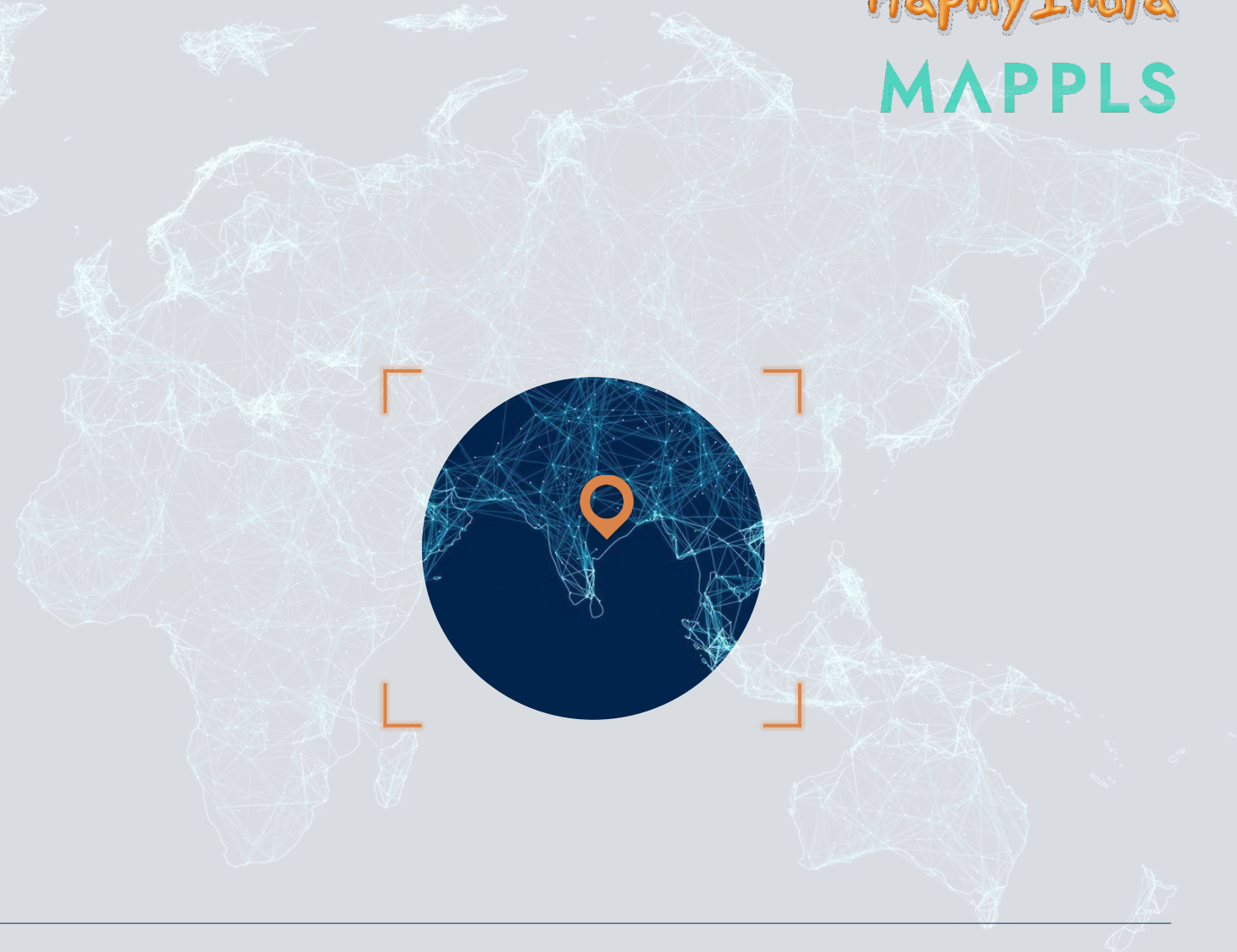
RAILWAYS & WATERWAYS

- Network and route mapping
- Tracking of fleet

MapmyIndia

MAPPLS

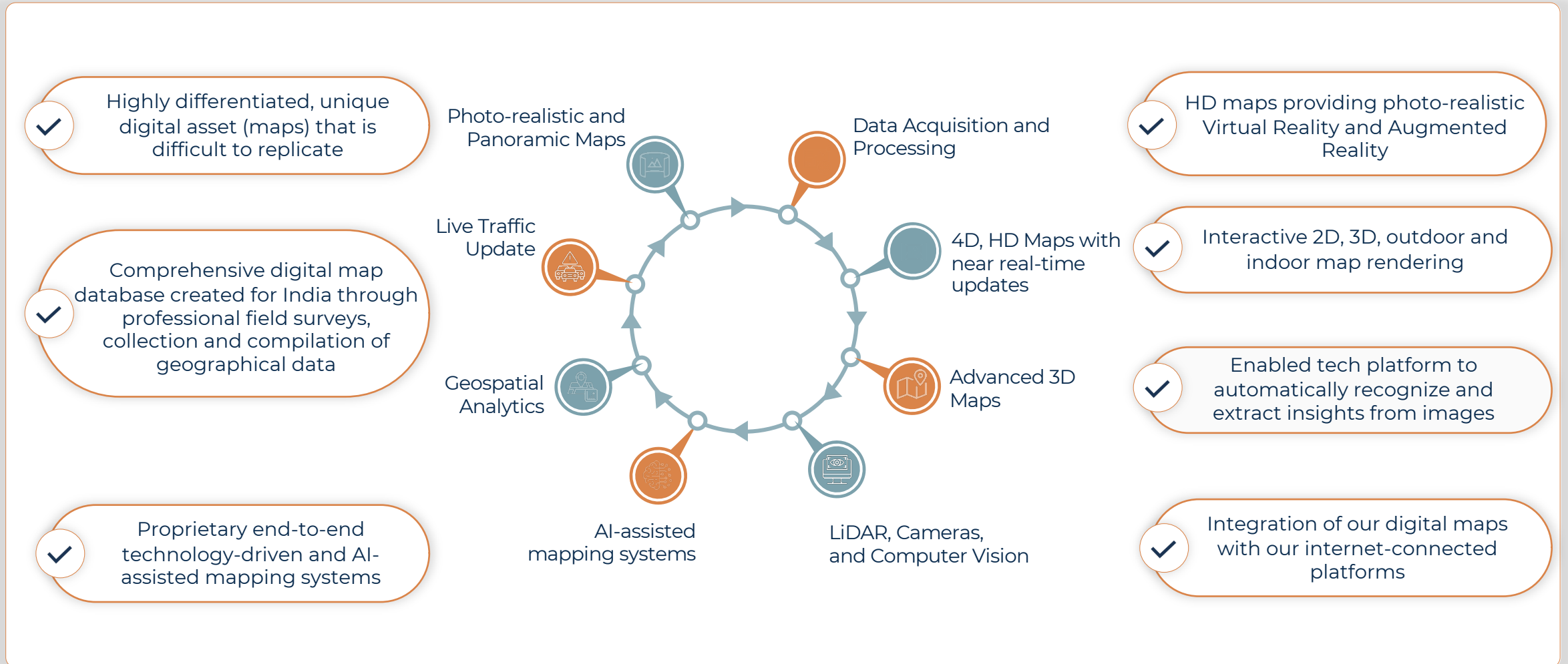
Our Right to Win



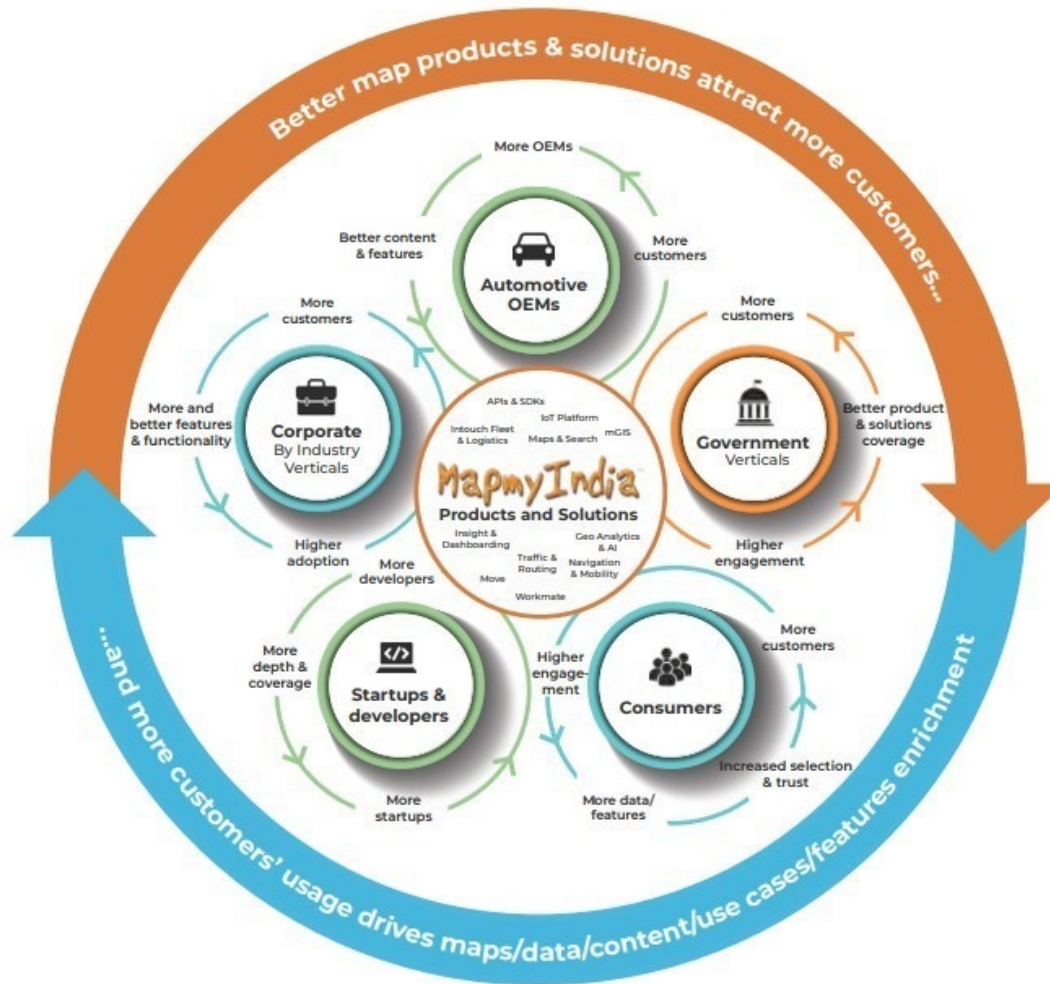
C.E. INFO SYSTEMS LIMITED

www.mapmyindia.com, www.mappls.com

Developed High Quality Maps through Proprietary Technology



Network Effect creates Strong Entry Barriers



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

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

State-of-the-art products & platforms built on high quality, updated maps (proprietary technology & network effect)

+

Offer customized business solutions

=

MapmyIndia, a preferred choice for customers

Founding 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

Experienced Professional Management Team

02 MANAGEMENT TEAM



Sapna Ahuja
CHIEF OPERATING OFFICER,
AUTOMOTIVE BUSINESS

**Total experience 19+ years,
18+ years with MapmyIndia**
BSc, Computer Science (DU); MSc,
Applied Operations Research (DU)



Anuj Jain
CHIEF FINANCIAL OFFICER

**Total experience 17+ years,
12+ years with MapmyIndia**
BCom, University of Rajasthan;
Chartered Accountant; Company
Secretary; Cost and Management
Accountant



Nikhil Kumar
PRESIDENT, GEOSPATIAL
BUSINESS

**Total experience 26+ years,
2+ years with MapmyIndia**
MSc, Electronics (Kurukshetra
University); Ex-Here Technologies,
Trimble, ESRI



Ankeet Bhat
CHIEF BUSINESS OFFICER,
ENTERPRISE BUSINESS

**Total experience 12+ years,
all with MapmyIndia**
BTech, Electronics and
instrumentation (Hons), BITS Pilani



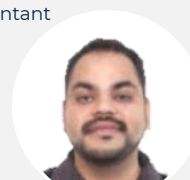
Shishir Verma
CHIEF HR & CORPORATE
AFFAIRS OFFICER

**Total experience 30+ years,
10+ years with MapmyIndia**
BE from Patna University; Master's
degree in Systems Development
from NIIT



Gino Kim
PRESIDENT, APAC BUSINESS, C.E.
INFO SYSTEMS INTERNATIONAL INC

**Total experience 26+ years,
2+ years with MapmyIndia**
BBA from YONSEI University; Master
of Policy Studies from KOREA
University. Ex-Hyundai/Kia



Rishin Kalra
CHIEF PRODUCT OFFICER –
AUTO TECH

**Total experience 18+ years,
13+ years with MapmyIndia**
BE Computer Science from MDU
Rohtak



Harman Singh Arora
CEO, GTROPY (IoT BUSINESS)

**Total experience 17+ years,
2+ years with MapmyIndia**
B.E, Electronics & Comm from MIT,
Manipal & MBA, IIM Lucknow



Abhit Kalsotra
CTO, GTROPY (IoT BUSINESS)

**Total experience 19+ years,
2+ years with MapmyIndia**
B.E. (Hons) Computer Science (BITS
Pilani); Ex-Microsoft, Nokia, LG



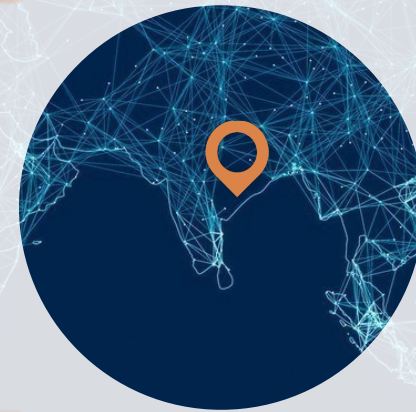
Saurabh Somani
COMPANY SECRETARY &
COMPLIANCE OFFICER

**Total experience 12+ years,
2+ years with MapmyIndia**
BCom from Nagpur University; Company
Secretary and Diploma in Corporate Laws
from Indian Law School, Pune.

MapmyIndia

MAPPLS

Market Opportunity



Total Addressable Market

AUTOMOTIVE OEMs

Vehicles manufactured during the year (Mn)	FY23	FY28E
Industry Number of vehicles	21	25
- 2W	16	19
- EV	0.8	2.8
- 4W	4	6
- EV	0.05	0.4
- CV	1	1
Industry Map & Tech Attach Rate	11%	25%
Target Market	2	6

Source: SIAM, Vahan, Company estimates

Rationale

- Currently, industry **attach rate in India is 11%** vs global attach rate of 50-60%
- EV is expected to play a big role in increasing the overall attach rate
- By 2030, **95%** of the vehicles sold across the world will be connected cars, up from 50% today
- Connected Mobility could expand revenue pools for Auto OEMs by about **30%** in addition to traditional car sales
- **Increasing adoption** of globally accepted safety ratings, leading to innovations in soft ADAS & innovative road safety solutions

*As per Frost & Sullivan Industry Report

CORPORATES

Corporates (FY27/28E)	Total Potential Customers	Target Market
Digitally Native	2700	1000
Traditional	2300	

- **Digital companies** (like Big tech, Ecommerce, Fintech, Travel tech)
 - Helping **organize** the unorganized economy & creating **new experiences** like UPI, door step delivery, ride hailing, connected devices etc.
 - Location creates the best bridge between the **physical and the digital**.
- **Traditional companies** (like Banks, NBFCs, QSR, FMCG)
 - Using location technology in their systems & processes to **become more efficient**
 - Also, using **maps in their customer facing apps** both, mobile and web.

Total Addressable Market

GOVERNMENT

Governments (FY27/28E)	Total Potential Customers	Target Market
Local (Urban Local Bodies)	4500	1000
State (Departments)	350	
Central (Departments, PSUs, National Schemes)	150	

Rationale

- New Geospatial Guidelines envisage the Indian geospatial market to reach **Rs 1 Lac Crore** by 2030
- New Geospatial Policy is enhancing contribution value of Geospatial Solutions
- Geo adoption in Non-Traditional Sector
- Authorities are showing interest in **Digital Twin (3D & Metaverse)**
- **DraaS (Drones as a Service)** is gaining momentum across sectors

MOBILITY

Vehicles on Road (FY27/28E)	Total Vehicles (Mn)	Target Market (Mn)
Personal (2W & 4W)	300	8
Goods Mobility	28	12
People Mobility	12	10

Rationale

- **Increase in data and connectivity** helps in increasing penetration of high-end devices and more **analytics**
- **Regulatory push**: increase in regulations and compliance like Mandatory AIS 140, Toll deductions via GPS, video telematics for passenger vehicles etc.
- Increase in data generation on vehicles especially with Electric Vehicles (EVs). Currently, in India, share of EVs in total vehicle sales is around 5% for 2W and <1% for 4W and CV. GoI targets EV sales to be 30% of private cars, 70% for commercial vehicles and 80% for 2W and 3W by 2030.

MapmyIndia

MAPPLS

Strategic Outlook

C.E. INFO SYSTEMS LIMITED

Our Five-Year Plan

Plan to cross Revenue Milestone of **Rs 1000 Cr** by FY27/FY28, a CAGR of **35-40%**

Industry Potential in FY27/28

Market Segments	Potential Addressable Market	Expected Industry Adoption	Weighted Average Ticket Size*	Industry Revenue Potential (Rs Cr)
Auto OEM	25 Mn Vehicles	6 Mn Vehicles	Rs 800	500
Corporates	5000 Customers	1000 Customers	Rs 1 Cr	1000
Government	5000 Customers	1000 Customers	Rs 1.2 Cr	1200
Mobility	340 Mn Devices	30 Mn Devices	Rs 2000	6000
Total				8700

*Industry estimates as per Company; Weighted average based on category of customers and products. Actual ticket size will vary

MapmyIndia's Targets

MapmyIndia	FY23 Existing Volume	Volume Growth Plan FY27/28 vs FY23
Auto OEM	1.9 Mn Vehicles	3x
Corporates	100+ Customers	5x
Government	30+ Customers	6x
Mobility	0.25 Mn Devices	10x

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 B2C and International markets

- Increase presence in B2C segments through Mappls app and gadgets
- Target international markets using 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

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