



5G



**INVESTOR PRESENTATION**



**Review of Financial Results FY 2019-20**

# Disclaimer

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

# Review Items

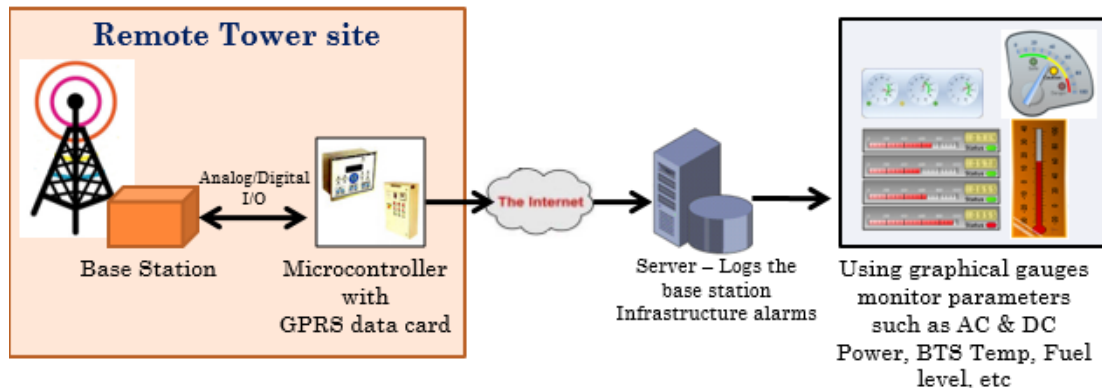


- **Products and Services**
- **Financial Snapshot**
- **Operational Highlights**
- **Results Analysis**
- **Industry Outlook**

# Products and Services

## New Offering– DASConnect

### Innovative Wireless Solution for Health Care



- Enables Digital Transformation using connected devices.
- Improves Patient Experience.
- Support for disconnected environment.
- Enables high productivity and excellent quality.
- Ongoing enhancement to include improved wireless strength and coverage.
- Dedicated “high technical product development team”.



## Key Services

- GIS – Telecom, Asset Mapping.
- End to End Fiber and Coax design.
- 5G, DAS and Wireless Engineering Services.
- Software – Development, IoT Solutions, Web/Mobile and Cloud Solutions.
- Infrastructure Engineering Services.

# Financial Snapshot



## Statement of Profit & Loss

Particulars	(Figures In lakhs)					
	H1 as on 30-09-2020	H1 as on 30-09-2019	2019-20 (For 12 Months)	2018-19 (For 12 Months)	H2 as on 31-03-2020	H2 as on 31-03-2019
Revenue	₹ 1,245.25	₹ 2,345.54	₹ 4,272.26	₹ 5,338.32	₹ 1,926.72	₹ 3,099.37
Total Expense	₹ 1,678.92	₹ 2,124.94	₹ 4,383.61	₹ 3,826.14	₹ 2,258.67	₹ 2,402.61
EBITDA	₹ -220.16	₹ 481.12	₹ 490.41	₹ 1,859.67	₹ 9.29	₹ 881.21
Finance Cost	₹ 49.53	₹ 42.49	₹ 97.89	₹ 55.44	₹ 55.40	₹ 24.16
Depreciation	₹ 163.98	₹ 218.09	₹ 386.23	₹ 292.05	₹ 168.14	₹ 160.28
PBT	₹ -433.67	₹ 220.61	₹ 6.29	₹ 1,512.19	₹ -214.32	₹ 696.76
Tax Expenses	₹ 0.00	₹ -21.64	₹ -22.22	₹ 274.03	₹ -0.58	₹ 51.45
PAT	₹ -480.75	₹ 242.25	₹ 28.51	₹ 1,238.16	₹ -213.74	₹ 645.31



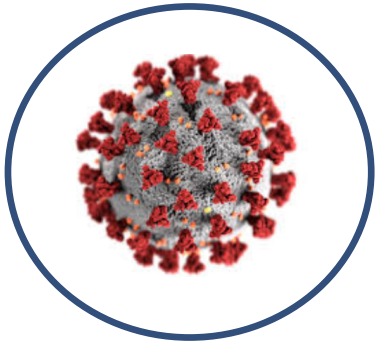
# Notes on Financial Results

- Your company was awarded a forgivable loan of Rs. 2.53 Cr.
- However, the amount was considered as “Loan” as of Sep 30<sup>th</sup> 2020 as the forgiveness application was accepted by bank only in October.
- By considering the grant amount the net loss would reduce to Rs. 2.27Cr. which also includes depreciation amount of Rs. 1.63 Cr.



# Restructuring the Operations

## COVID Impact



- The complete shut down of the operations during Lockdown Phase 1 halted deliveries.
- Adapting to new working norms: The Company re-negotiated and amended contracts with the customers to enable “Work from Home”.
- Reshaping the working methods for all the staff, by meeting the security restriction conditions laid by clients, took 2 Months.
- Initial disruption to production efficiency was recorded due to time lag in resolving queries and shift in the operation style.
- Our employees continue to meet virtually and interact via online meetings and adapted completely to the new working norms.

# Risk Mitigation



- Setting up regional satellite production centers to enable staff to come to office and work in less crowded environment – One already started in Guntur .
- Company is in the process of setting up similar regional satellite production centers in Trichy and Bhubaneshwar.
- We have provided **PPE equipment** to the on-shore **fielders** going to residential homes for surveying.
- Company has identified COVID unimpacted sectors such as Health Care, Schools, etc., and began providing solutions to mitigate the business risk during the Pandemic.
- We are also providing pre-recorded training sessions to the resources to mitigate costs.
- Developed new in-house Portal called "*WikiCINDI*" - a communication forum to exchange to discuss and postproduction related Frequently Asked Questions.



# Major Contracts and Milestones



- Bagged IDIQ (indefinite delivery and indefinite quantity) **contract for 5G roll out in March 2020.**
- The value of contract is undeterminable in the current situation but has a potential of **over \$ 20 MM** over 2 to 3 years.
- The execution of the contract has just started in August and the company is in the process of ramping up the capacity.
- Due to Travel restrictions, the training of the field staff could not be given hands on training. Hence, the company started eLearning courses to train the staff remotely.



# Expanding to new Own office space

## Features:

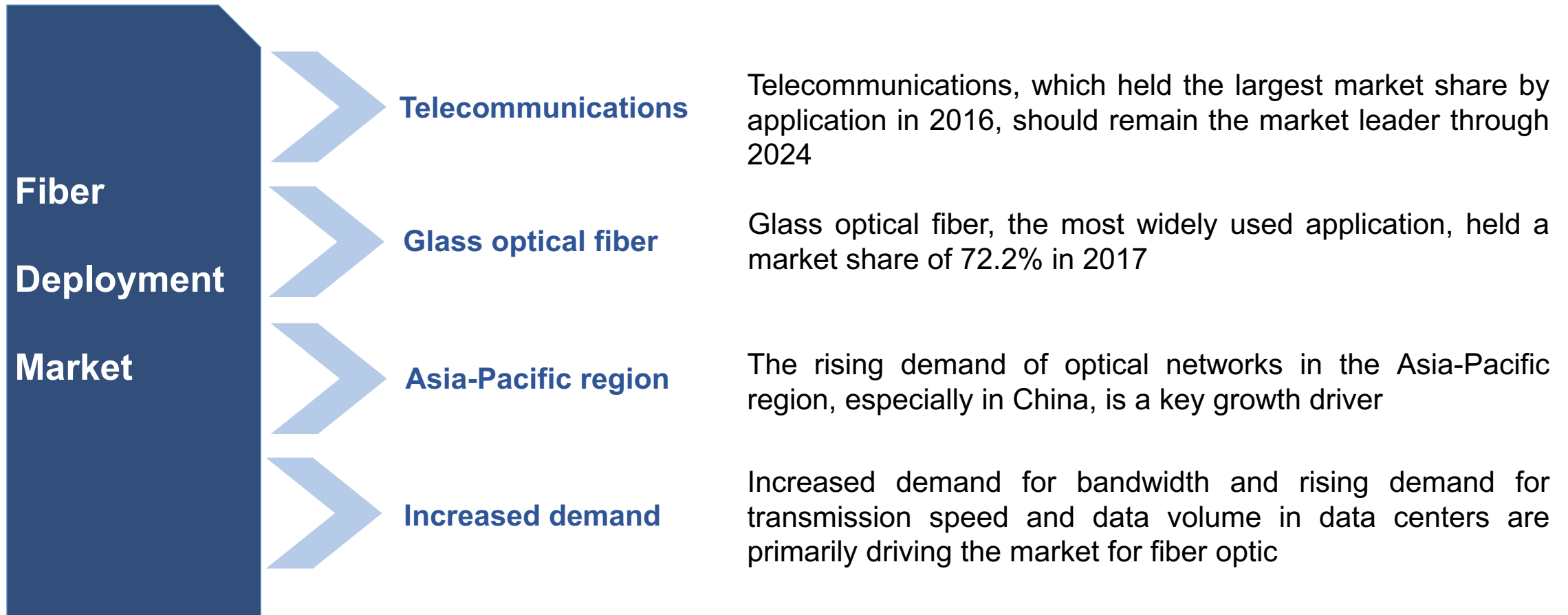
- **Innovative floor plan** with modern and high-class technology in compliance with prescribed safety guidelines.
- **WFH Simulation** rooms to train resources to Work from Home.
- Meeting rooms equipped for **contact less operation**.
- Every workstation will be connected by Fiber for **high- speed communication**.
- **Hygiene** - Fumigation & Deep cleaning twice everyday.
- Guest houses for **WFH employee visits**.





# Industry Outlook

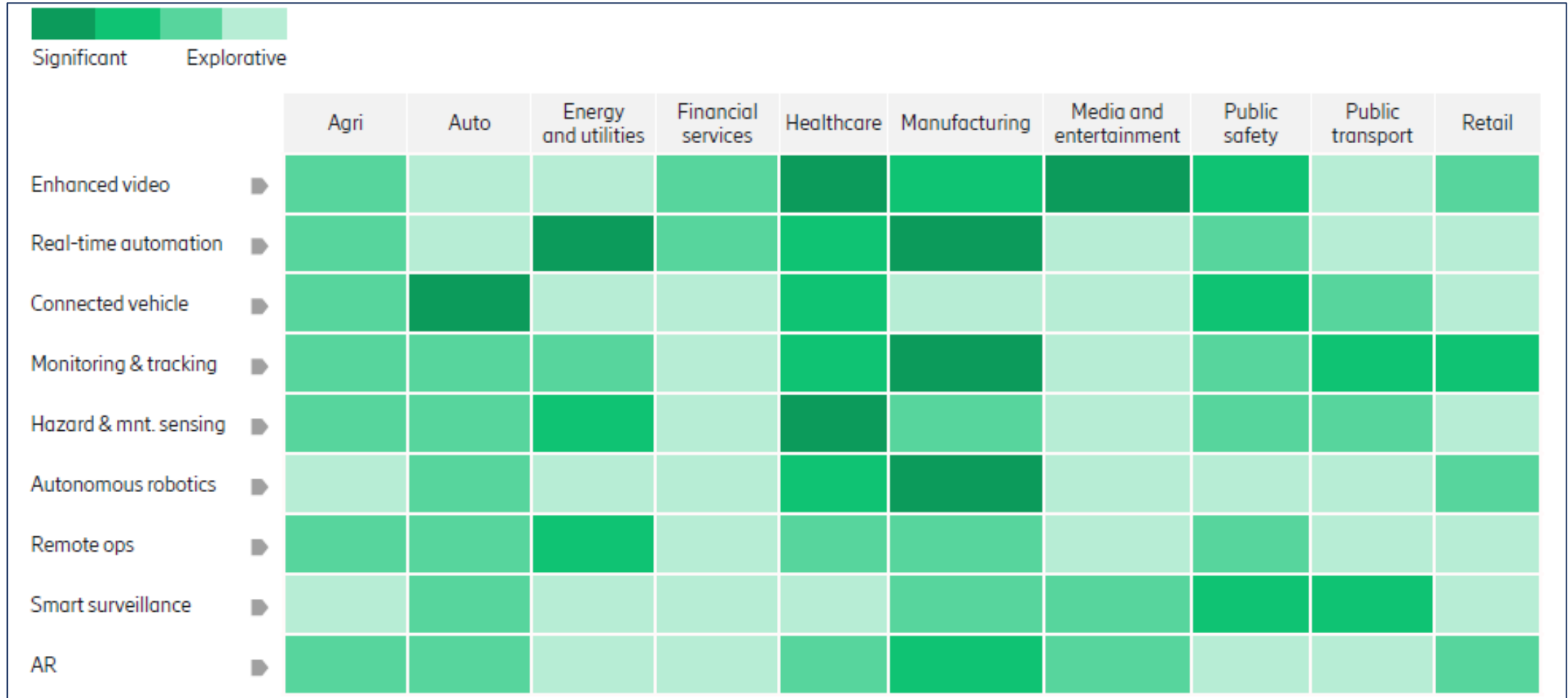
- It is estimated that data produced per day would increase from Current 2.5 Exabytes per day to 463 Exabytes per day by 2025 as per IIT, Madras findings.
- Ubiquitous broadband and enormous wireless bandwidth are needed to handle this amount of data.





# Global 5G Addressable Opportunities

5G-enabled industry digitalization addressable opportunity (telco global service creator role)



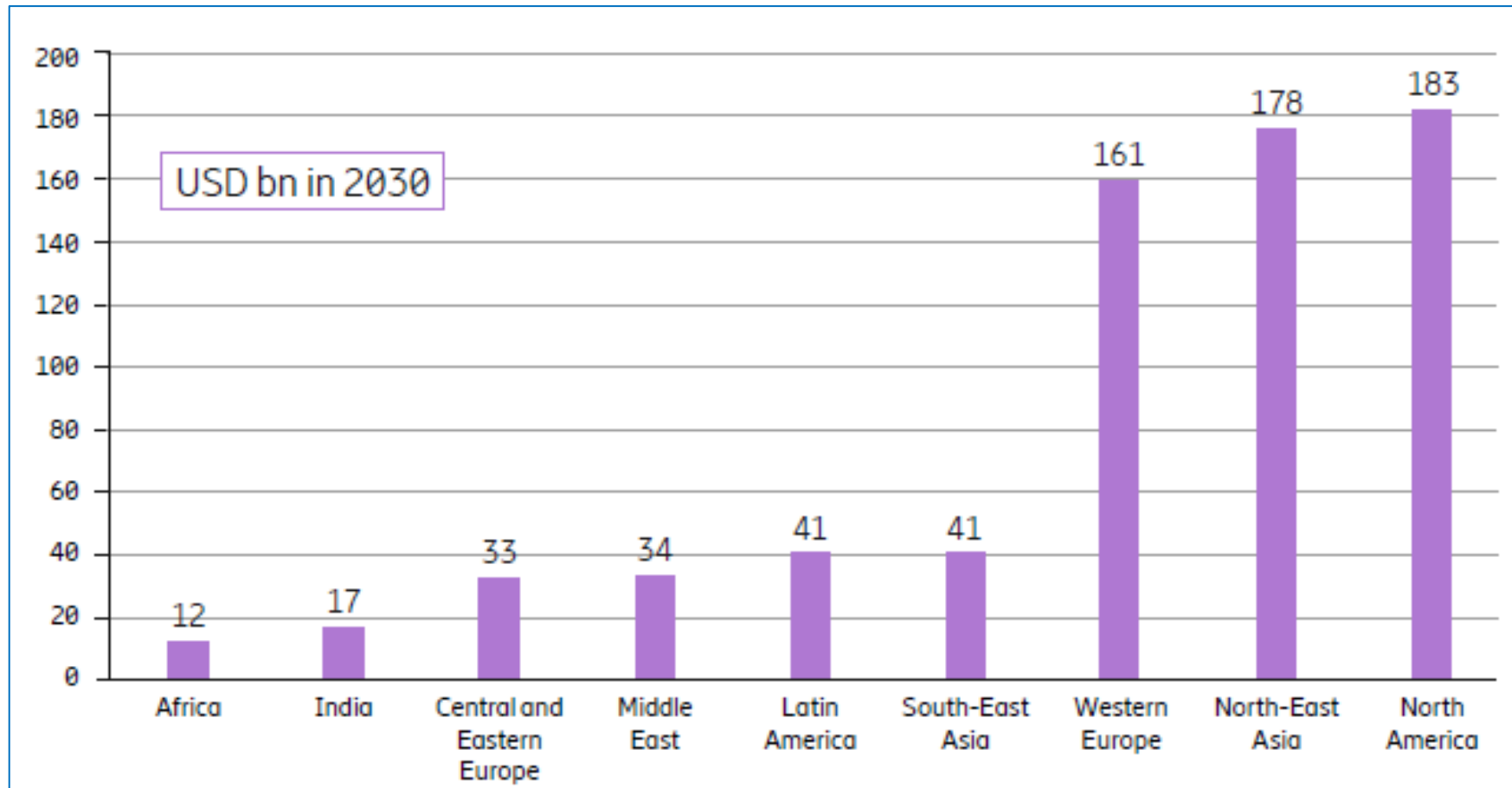
\*Source – Ericsson and Arthur D. Little  
<https://www.ericsson.com/assets/local/5g/the-5g-for-business-a-2030-compass-report-2019.pdf>



# Estimated 5G Market Size

- Regional Split - 5G-enabled B2B opportunity across 10 industries including Energy & Utilities

*COVID is accelerating these deployments*





**THANK YOU**

 **CADSYS (INDIA) LIMITED**