

July 31, 2023

To,
Listing Department,
National Stock Exchange Limited
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E),
Mumbai-400 051

Scrip Code – SYNOPTICS

Dear Sir/Mam,

Sub.: Investor Presentation

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

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “Listing regulations”), we are attaching herewith the Investors presentation on our overall proposition to gain the maximum market share.

The above information will be made available on the website of the Company i.e., www.synoptics.co.in/

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Synoptics Technologies Limited

Jatin Jagmohan Shah
Managing Director
DIN: 02329469

Dear Valued Investors,

I am writing to address the recent fall in the price of **Synoptics Technologies Limited's** stock. We understand that this may have caused concern among our investors, and we want to assure you that we are taking all necessary measures to address the situation.

At **Synoptics Technologies Limited**, we are committed to creating long-term value for our investors. We understand external factors may impact the stock price, and we have taken steps to address these issues. However, we also believe that the recent fall in our stock price is not reflective of our company's true value.

We are committed to maintaining open and transparent communication with our investors, and we will continue to provide regular updates on our progress.

Our company is well-positioned to take advantage of the growing demand for IT digitization and Infrastructure management across the industry verticals, and we remain committed to leveraging our expertise to deliver value to our investors.

We value your support and trust in **Synoptics Technologies Limited** and our vision. We are confident that we will overcome these challenges and emerge stronger and more resilient than ever before.

For the stakeholders of the Company, attached is the **Investor Presentation** demonstrating Company's growth prospects and future plans.

Thank you for your continued support.

Sincerely,

For Synoptics Technologies Limited

Jatin Jagmohan Shah
Managing Director



SYNOPTICS TECHNOLOGIES LIMITED

www.synoptics.co.in



DISCLAIMER

- This presentation and the accompanying slides (the "Presentation") are solely for information purpose and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.
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- This Presentation is solely for the intended recipients and not for distribution.
- This presentation may contain certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to several risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, Company's ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, Company's ability to manage its business operations, government policies and actions, regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward- looking statements made from time to time by or on behalf of the Company

IPO Details

ISSUER	SYNOPTICS TECHNOLOGIES LTD
LISTING ON	NSE EMERGE
IPO OPEN	30-Jun-23
IPO CLOSE	05-Jul-23
LEAD MANAGER	FIRST OVERSEAS CAPITAL LIMITED
REGISTRAR	BIGSHARE SERVICES PVT LTD
ISSUE TYPE	FRESH ISSUE CUM OFFER FOR SALE
ISSUE SIZE	<p>FRESH ISSUE : 1480000 EQUITY SHARES AT A ISSUE PRICE OF 237.00 EACH AGGREGATING TO RS 3507.60 LAKHS</p> <p>OFFER FOR SALE : 800000 EQUITY SHARES AT A ISSUE PRICE OF 237.00 EACH AGGREGATING TO RS 1896.00 LAKHS</p> <p>TOTAL ISSUE SIZE : 2280000 EQUITY SHARES AT A ISSUE PRICE OF 237.00 EACH AGGREGATING TO RS 5403.60 LAKHS</p>





Our Vision

Helping enterprise, small businesses and Government around the world to unlock the business value of various Digital Transformation use cases with our technology led and innovation driven approach



Our Mission

To be a preferred IT Services company offering solutions in the areas of IT Infrastructure, Cloud, Software Products and Enterprise SaaS with clearly defined outcomes

INTRODUCING SYNOPTICS

Synoptics's DNA is to reduce Total Cost of Ownership (TCO) and increase Return on Investment (RoI) for our customers to adopt any kind of Digital Transformation use case

- ▶ Established in 2008
- ▶ Presence in over 18 states country wide
- ▶ Head Office in Mumbai with over 575+ employee strength including field staff and 50+ centralized NOC and helpdesk resources



Core Values: Customer first approach, winning with **integrity**, focus on **technology innovations**, respecting **commitment** to our internal and external stakeholders

SYNOPTICS – A SNAPSHOT

Highly Qualified & Well Trained Team



Our team stays competent through continuous training

575+ Including Field Engineers and
50+ Centralized NOC and Helpdesk Resources
ITIL, CCIE, PRINCE2, CCNA, CCNP, Fortinet NSE, Palo Alto Certified Pros.

Empowered by State-of-the-art Tech



Repair & Distribution Center for enhanced reliability

24 x 7 x 365 support Offered
High tech **NOC** Control facility for round-the-clock monitoring & proactive support.

Trusted by the Best



Our support spans across **12500** touch points

2 Lac+ Devices Under Maintenance
55+ Spare Depot Spread Across Regions
We are the authorized system integrator partner for BSNL.





Our Business Model and Solutions We Offer

Our solutions touch a million lives nationwide.
Our support is 24 x 7.

MANAGED IT SERVICES AND SOLUTIONS

IT Networking Solution



Customer branch and Head office Connectivity.
Network Devices and Security
Remote management of the solution

LAN (Local Area Network) and WAN (Wide Area Network) Solution



Customer Infrastructure solution – in the office
Local area network – Switches, WIFI, LAN network to connect PC, Desktops, Laptops
Outside the office – WAN (Wide Area Network). Branch to HO network - Routers
Hardware supply and support

Software Based Networking



IT and networking solution is managed by artificial intelligence.
Instead of feeding in policy to every device, the software can upload the policy in all the device for a specific time and remove it with an another one.
There is a complete solution for this automation, and we provided an end-to-end solution.

Data Centre Solution



Building Datacenter IT infrastructure
Supply and support of Servers, Storage, network, security etc

MANAGED IT SERVICES AND SOLUTIONS



IT Security

IT Security solution for the complete infrastructure
 Setting up security operation centre
 Monitoring endpoints, devices, Datacenter Infrastructure



Data Backup and Recovery

Data Backup and recovery
 Cloud based or on premise solution
 Long Term Archival & Retention



Cloud Architecture – Combination of on premise and cloud

Infrastructure as a service, Platform as a service, Software as a service
 Hybrid and Multi-Cloud Advisory & Cost Optimization Services
 Cloud Migration (Edge to DC to Cloud) and Reverse Migration Services (Cloud to DC to Edge)
CSPs Supported: AWS, Azure, Google, IBM, Oracle, DC Colocation operators



Management of the IT Services with Tools, Skilled manpower and processes

Manage the IT Setup remotely
 Managed Connectivity & Broadband Services
 Installation & Commissioning Services
 IT Facility Management Services (T&M based and SLA based)

Network Operation Center Facility at Synoptics, Mumbai



Features

- Pro Active Monitoring
- Data Visualization
- Bandwidth Monitoring
- Packet Sniffing
- 250+ Pre-defined Sensor Types
- Custom Snmp, Scripts, Wmi, Flow
- Device Tree Visualization

Monitoring & Management

- Single-Pane Management
- Device Configuration and provisioning
- Role-Based Administration

Alerts

- Email
- Push Notification 
- SMS/Pager Notification
- Add Entry to Event Log
- Syslog Message
- SNMP Trap 

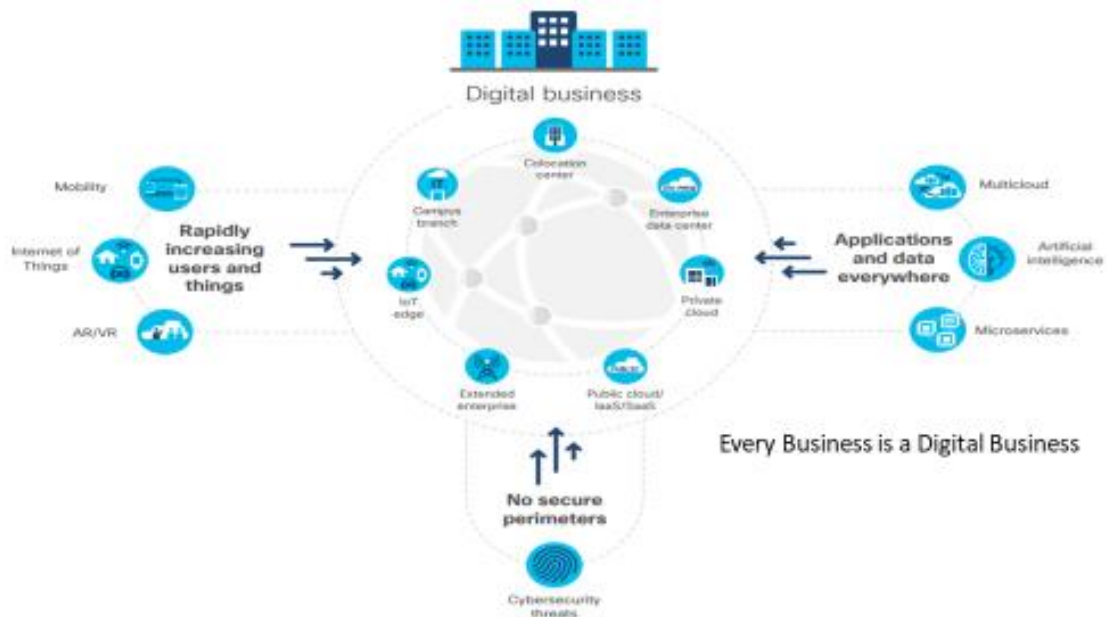
Notifications

- Execute HTTP Action
- Execute a Program
- Simple Notification
- Assign Ticket
- Sound Alarm
- Teams/Slack Message

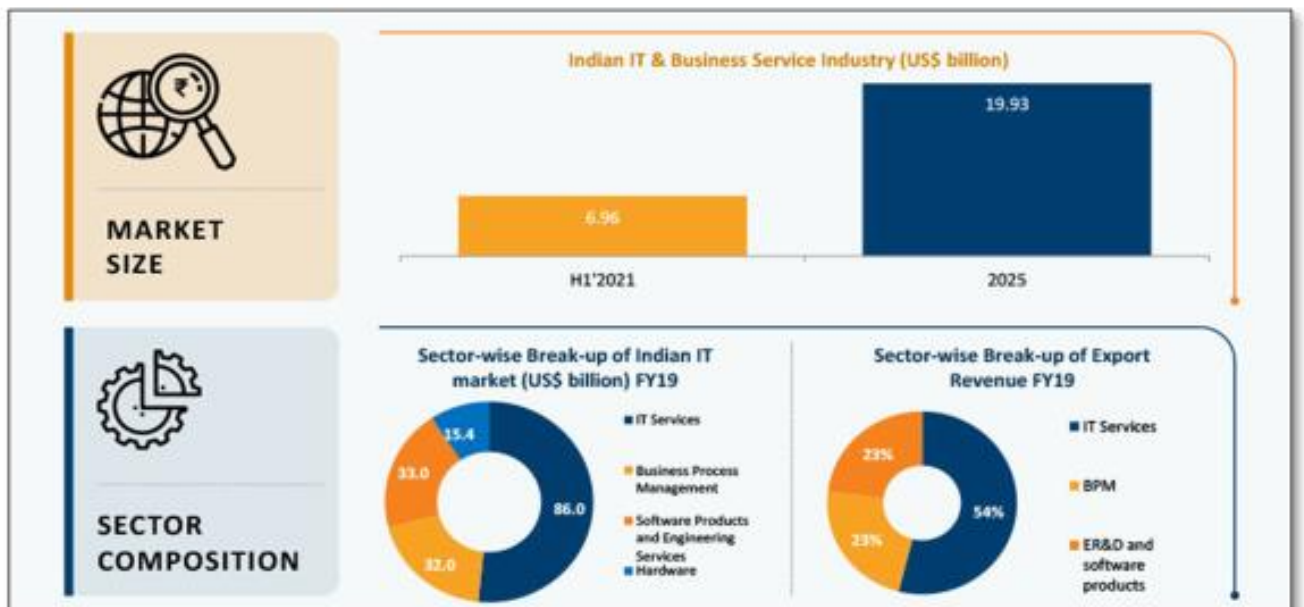
Trends and Addressable Market

Market Trends
Industry growth
Addressable Market

Emerging Trends in the Digital Enterprise



Market Overview



Market Overview



Total Addressable Market for IT Industry

Table 1. India IT Spending Forecast (Millions of U.S. Dollars)

	2021	2021	2022	2022	2023	2023
	Spending Growth (%)		Spending Growth (%)		Spending Growth (%)	
Data Center Systems	3,177	14.4	3,527	11.0	3,477	-1.4
Software	11,245	19.9	12,625	12.3	14,356	13.7
Devices	49,530	37.3	48,448	-2.2	47,851	-1.2
IT Services	19,206	15.0	20,571	7.1	22,039	7.1
Communications Services	24,382	5.7	24,451	0.3	24,703	1.0
Overall IT	107,541	22.1	109,622	1.9	112,427	2.6

Source: Gartner



Strategic Realignment (FY23-FY26)

• Business strategy

• ***Expand our Current Business Relationships***

- Client relationships are the core of our business. Our goal is to build long term relationships with both existing and new clients. With existing clients, we aim to expand the nature and scope of our engagements by increasing the size and number of projects and extending the breadth of our service offerings. For new clients, we seek to provide value added solutions by leveraging our in-depth industry expertise and expanding the breadth of services offered to them. In addition, we intend to continue to develop better solutions for industry sectors which are significantly untapped.

• ***Focus on New Service offerings and technology enabled through Innovation***

- We regularly track new technologies, industry segments and market trends in the IT solutions market. We plan to expand our service offerings as and when there exists an opportunity. We believe that IT has great potential for development leading to value addition in the entire value chain. We propose to gain expertise in every new technology platform coming up in the market for value added services, cost-competitiveness, speed and easy to use. Our company proposes to use innovative ideas and concepts to achieve performance parameters set by the clients in their day-to-day business processes.

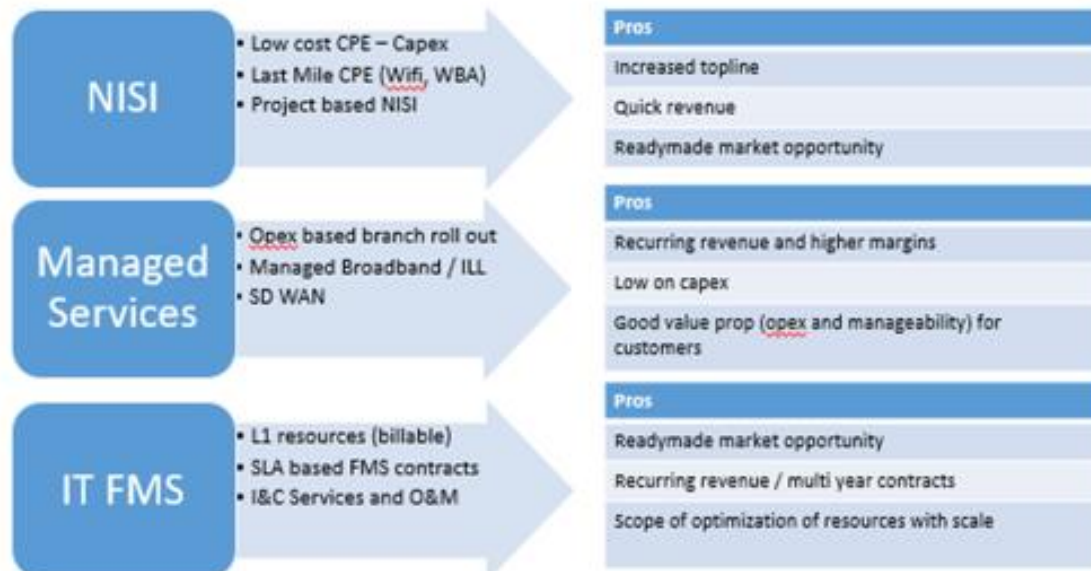
• ***Continue to attract, build and develop employee excellence***

- We believe our ability to grow on a sustained basis and maintain the differentiation in the market place is to a large extent dependent on our strength to attract, train, motivate and retain our people. We intend to place special emphasis on attracting and objective of further enhancing their technical and leadership skills and also implement performance- based compensation plans.

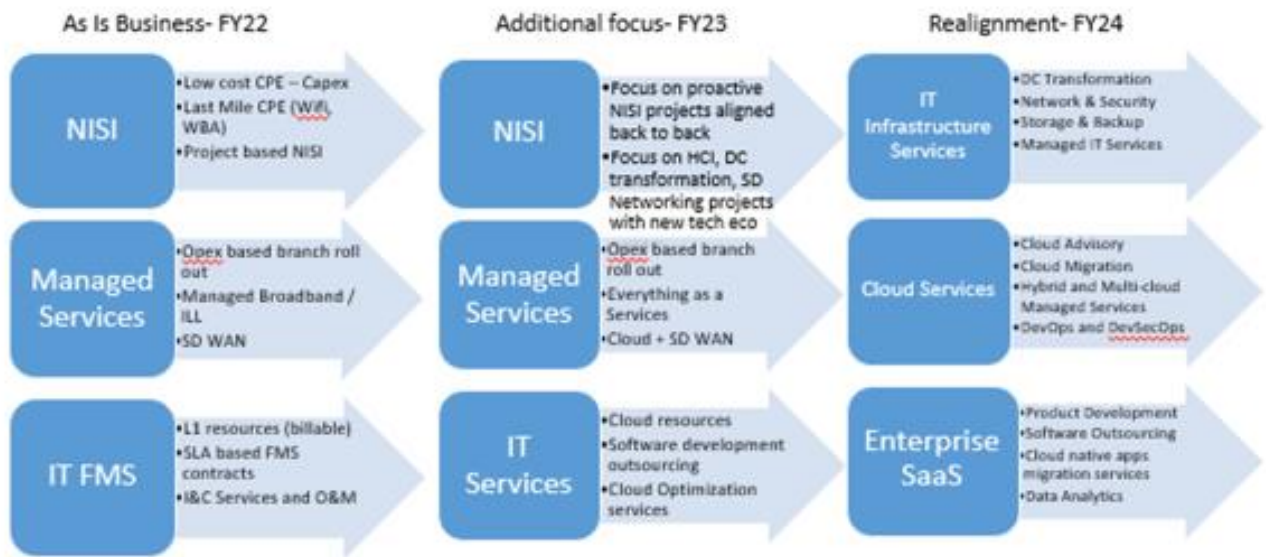
Key Organization Objectives

- Market Positioning:
 - Trusted advisor
 - Adoption of digital technologies
 - Reduced total cost of ownership
 - Increased Return of investment
- Build new capabilities on:
 - software product development,
 - cloud services
 - software outsourcing
- Focus on recurring business than one time sale
- Recurring revenue (> 60% of the yearly revenue),
- long term contracts and SLA based engagements
- Evolving three degree of matrix organization; coverage, industry verticals and tech horizontals
- To attract and RETAIN best of the talents from the industry

Strategic Shift



Strategic Shift



Summarizing the Road Ahead

- **Business strategy**

- ***Continue to invest in infrastructure***

- We intend to continue investing in physical and technological infrastructure to support our sales operations and to increase our productivity. To enhance our ability to hire and successfully deploy increasingly greater numbers of technology professionals, we intend to continue investing in recruiting, training and maintaining a challenging and rewarding work environment.

- ***Enhancing Operating Effectiveness and Efficiency***

- Our Company aims to continue to improve our operational effectiveness and efficiencies to achieve cost reductions including overheads. We believe that this can be done through continuous project review and timely corrective measures in case of diversion and technology upgradation.

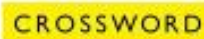
- ***Strategic Alliances/ Business Partnership/ Collaboration***

- We have entered into technology and strategic alliance with number of companies to effectively manage technological changes and stay ahead of competition. We use our strategic alliances/ business tie ups to jointly provide IT solutions and services. We set out below a brief description of our important alliances/ business tie ups.

OUR CUSTOMERS

Retail Solutions

IT infrastructure solutions for our retail clients are comprehensive and end-to-end in nature. Our solutions have provided the infrastructure for the rapid growth of some of the largest Indian and global brands in India,

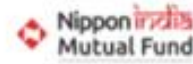


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OUR CUSTOMERS

Banking & Finance

We are the providers of connectivity solutions for core banking services of many of India's largest private banks and financial institutions. We have also provided connectivity solutions and managed guest wifi solutions across multiple branches for many of these banks in the country.



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OUR CUSTOMERS

Manufacturing, IT, Logistics & Other Sectors

Our solutions and services help our clients stay competitive across the value chain.



Government Projects

We have designed and delivered enterprise-level AI-enabled CCTV projects, last-mile RF connectivity, managed connectivity solutions for many government institutions. As a preferred solutions partner of BSNL, we have provided IT infrastructure solutions to multiple sectors.



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OUR PARTNERS

Technology Partners



Alliance Partners



AWARDS & RECOGNITIONS



Reseller Partner
Cisco 2018-19



Best OPEX Partner
Fortinet 2018-19



APAC Partner of the Year Rural Link
Cambium Networks 2015



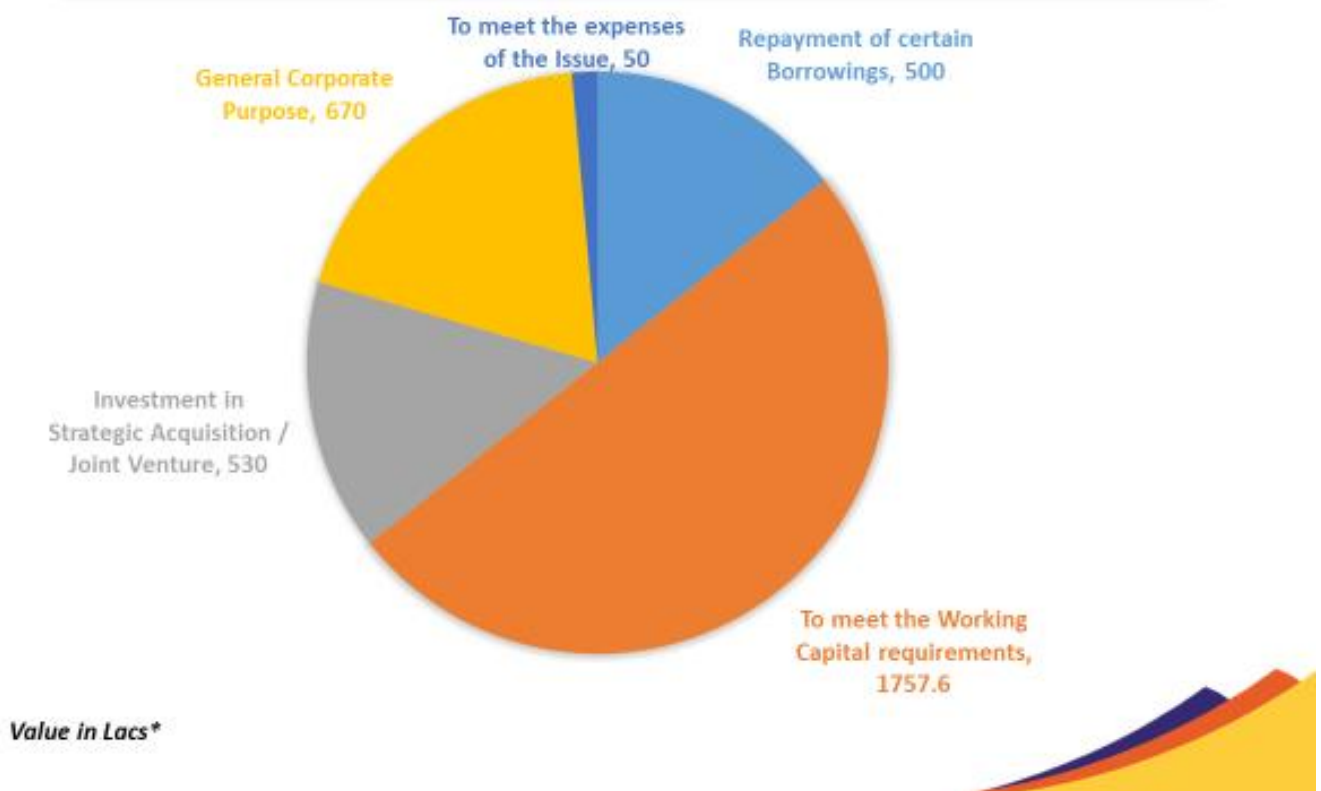
Best MSSP Business Partner
SOPHOS Cyberoam 2012-13, 2013-14, 2015-16



Financial Analysis

Financial Analysis				
annual in laes				
PARTICULARS	FOR THE PERIOD ENDED 31-Dec-22	FOR THE YEAR ENDED		
		31-Mar-22	31-Mar-21	31-Mar-20
Revenue From Operations	3,465.46	5,092.32	3,475.86	2,207.81
Total Expenditure	2,820.85	4,510.63	3,156.71	1,991.36
EBIDTA	1,141.95	1,104.70	783.19	617.39
Profit/(Loss) Before Tax	645.96	586.45	323.20	220.07
Profit/(Loss) After Tax	525.36	432.36	236.02	182.06
Profit/(Loss) After Tax (%)	15%	8%	7%	8%
Net Worth	2,402.21	1,876.85	1,444.49	1,208.47
Earning Per Share (Rs)	7.51	6.18	3.37	2.60

Objects of **THE ISSUE**

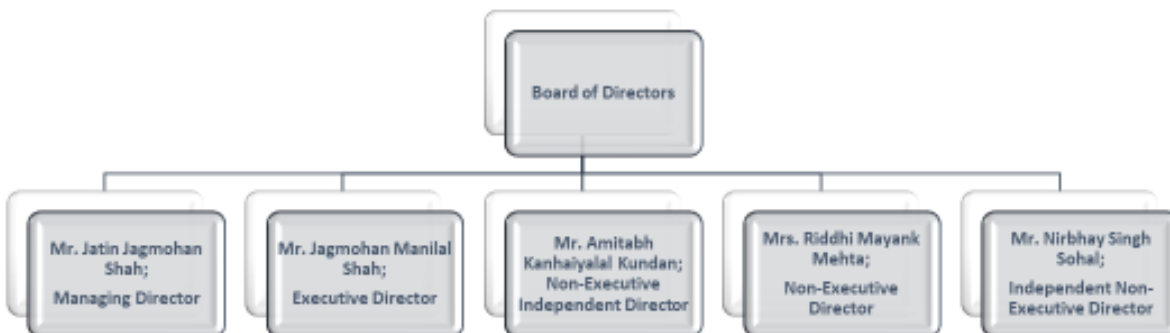


Objects of **THE ISSUE**

We are of the opinion that the act of listing our company will significantly amplify its visibility and improve its corporate image. We are confident that both our company and shareholders will reap the advantages that come with the listing of Equity Shares on the Emerge platform of NSE. This step will not only offer liquidity to our existing shareholders but also establish a public trading market for the Equity Shares of our Company.

Sr. No.	Particulars	Amount in Lacs
1	Gross Proceeds from Issue	3507.6
	Total	3507.6
Sr. No.	Objects of the Issue	Amount Proposed to be Utilized from the Net Proceeds
1	Repayment of certain Borrowings	500
2	To meet the Working Capital requirements	1757.6
3	Investment in Strategic Acquisition / Joint Venture	530
4	General Corporate Purpose	670
5	To meet the expenses of the Issue	50
	Total	3507.6

Our Management



Share Holding

Sr. No.	Name of the Shareholders	Pre-Issue		Post-Issue	
		No. of equity shares	As a % of Pre-Issued Capital	No. of equity shares	As a % of Post-Issue Capital
A	Promoter				
1	Mr. Jatin Jagmohan Shah	64,40,000	92	57,40,000	67.69
2	Mr. Jagmohan Mumilal Shah	2,80,000	4	1,80,000	2.12
3	Mrs. Janvi Jatin Shah	1,39,970	2	1,39,970	1.65
	Total (A)	68,59,970	98	60,59,970	71.46
B	Promoter Group & Relatives-				
1	Miss. Navya Shah through Guardian Mrs. Janvi Shah	1,40,000	2	1,40,000	1.65
2	Mr. Mayank Girish Mehta	10	0	10	0
3	Mrs. Vilas Girish Mehta	10	0	10	0
4	Mrs. Sonal Harmesh Mehta	10	0	10	0
	Total (B)	1,40,030	2	1,40,030	1.65
C	TOTAL (A+B)	70,00,000	100	62,00,000	73.11

THANK YOU

For general questions or comments please email to info@synoptics.co.in

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www.synoptics.co.in



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