

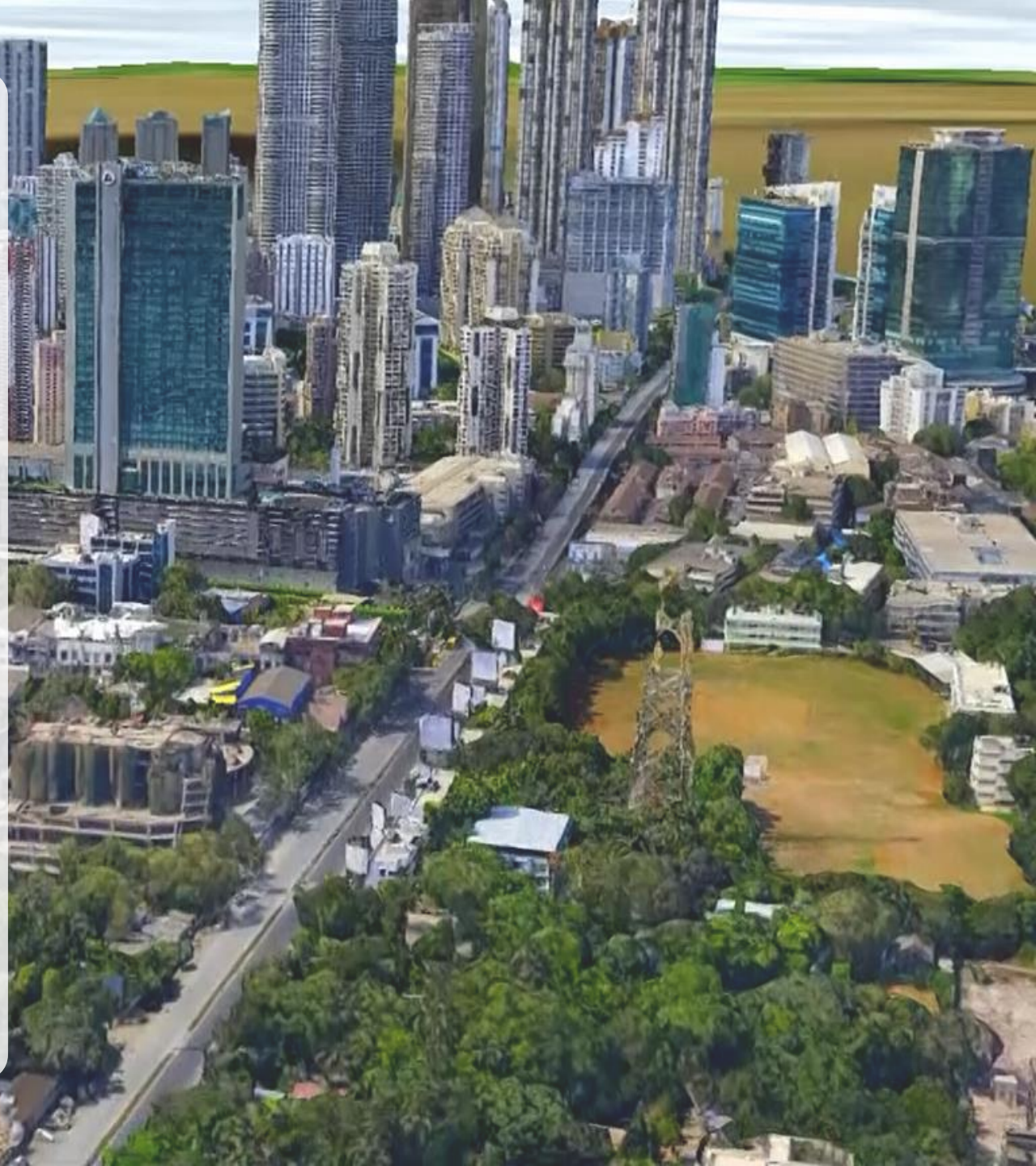
The New India Map

December 2022



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Genesys: An Advanced Mapping Content & Solutions Company

GENESYS

Pan-India

Content Coverage

2000+

Professionals

3D & LiDAR

Leader

Global

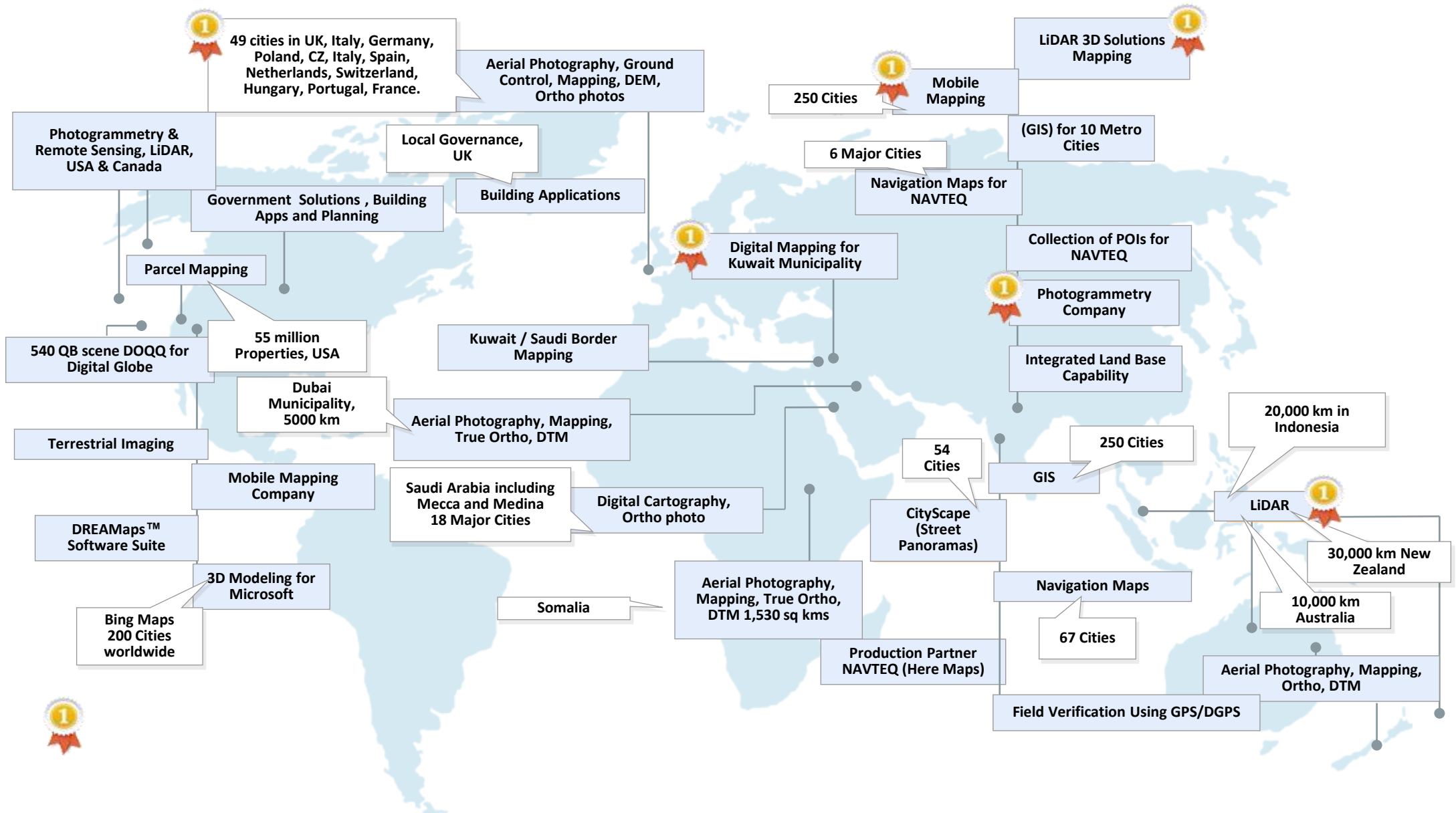
Map Experience

... and more



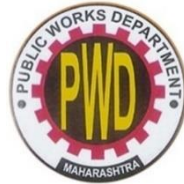
Genesys Constellation Launch Video Link

Global Footprint of Map Capability



Global Clientele

GENESYS



KOCHI METRO RAIL Ltd.




Golf V



First in India with Launch of

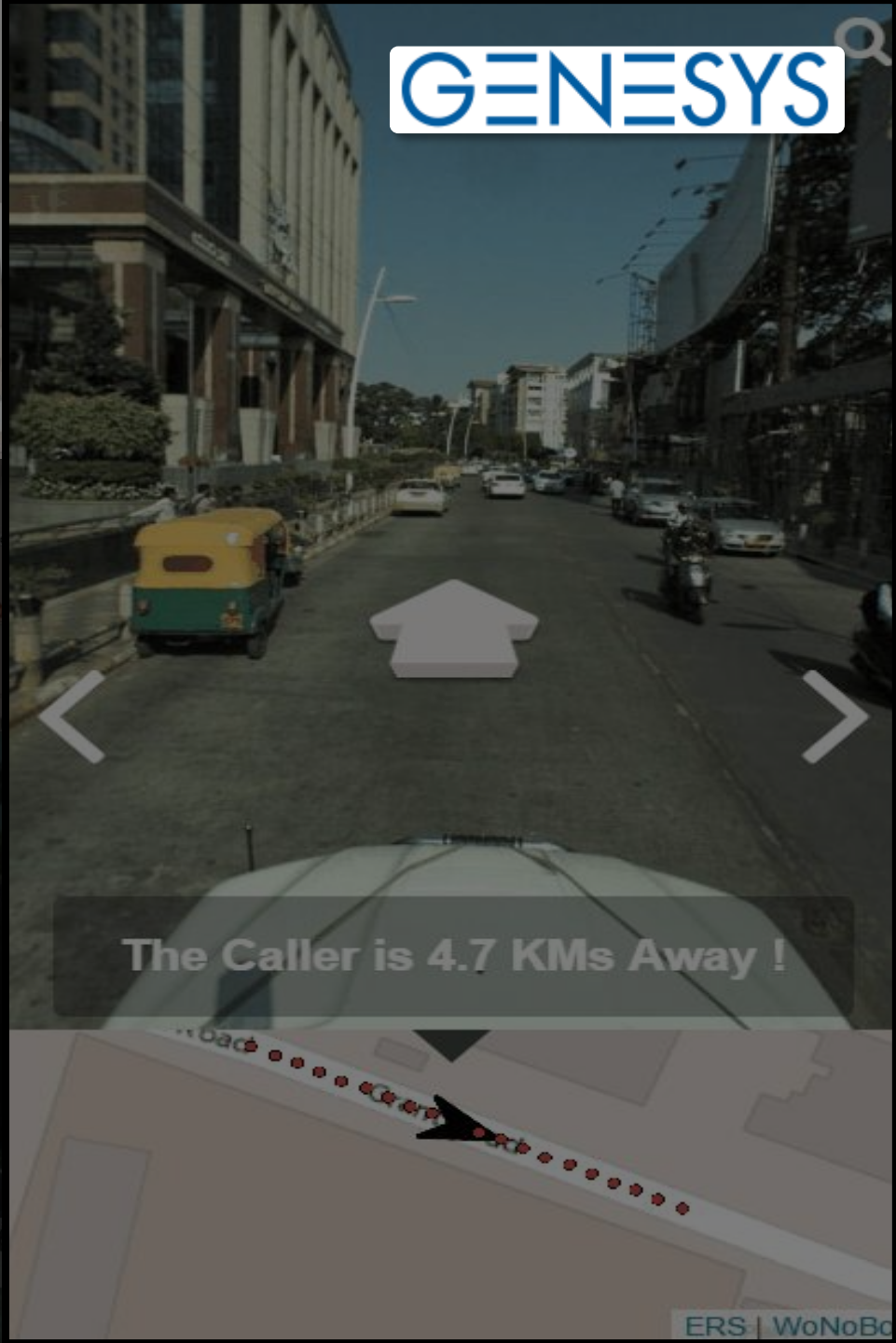


**All India Navigable Base Map
with Street Imagery of All Major
Cities**

Explore: Marine Drive in Mu... 

Genesys' WoNoBo – India's 1st Navigable Map with Street imagery

- A map comprised of 6 million kilometers covering all major cities
- Street imaging of all cities ensures rich points of interest and addresses Q-Q
- All India base map covering the entire navigable road network of India with never before POI data
- WoNoBo: India's First and Only 360° View LBS Platform



The Caller is 4.7 KMs Away !

Now launching All India 3D Digital Twin Program for Urban India



[Genesys Constellation Launch Video Link](#)



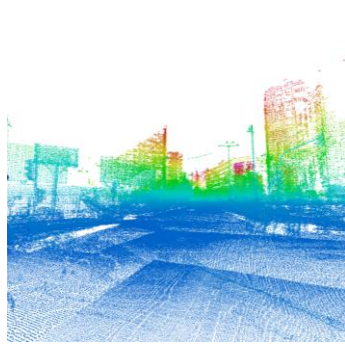
Launching All India 3D Digital Twin program for Urban India – The most advanced geo content

- **Post-geospatial reforms, Genesys is leveraging global leadership to create the next-gen solution**
- **A completely new immersive 3D Digital Twin**
- **First to craft the 3D-based solution for Optical Fiber Planning and Management using LiDAR**
- **First implementation of a 3D City at LOD3 & higher – Jaipur**
- **First 3D Airports Project in the Middle East (GACA, Kingdom of Saudi Arabia)**

3D Urban Spatial Digital Twin Data Products



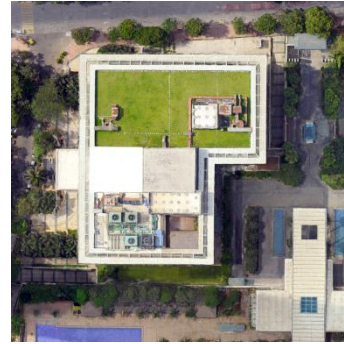
Street View



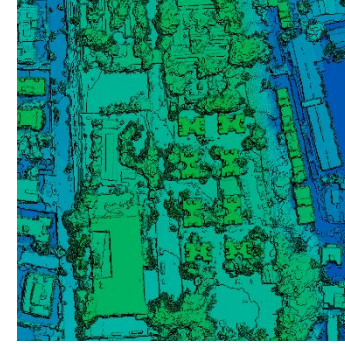
Mobile LiDAR



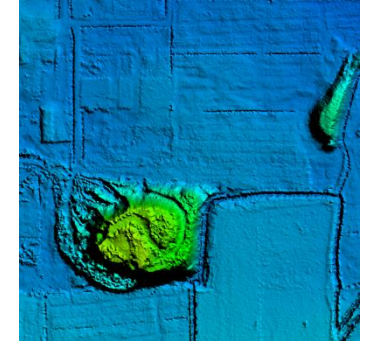
Digital Twin



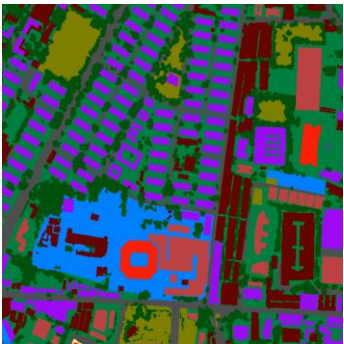
Orthophoto 5cm



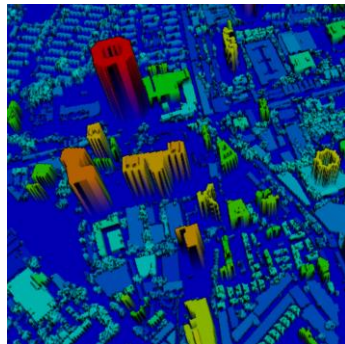
Digital Surface Model



Digital Elevation Model



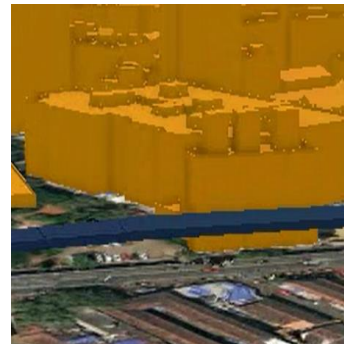
Clutter Map



Clutter Height



3D Vegetation



Elevated Structures



Base Map



Land Use/ Land Cover

Use Cases – B2B/ Content as a Platform



Telecom/ 5G Planning

Simulation & Planning to determine the best locations for 5G



Internet of Things (IoT)

Connect users to smart features of buildings, shops, venues and cities.



Real Estate

3D Asset Placement
Largest Real Estate database of India



Renewable Energy

Calculation of Solar irradiance, determination of solar envelopes and shading



Urban Planning

Designing Green Areas, Traffic Planning, Accessibility, Emergency and Disaster Response, Utilities Management



Automotive

Enriched visualization and navigation enabled by ADAS and HD Navigation maps



Utilities

Integrated Planning of Utilities (Telecom, Power, Gas, Water)



E-commerce Last mile delivery

Successfully filed patents essential for last mile delivery in e-commerce



Use Cases – B2B Use Cases for Sustainability



Smart City/ City Master Planning

Simulation environment for Traffic, Crowd, Emergency Response, Noise, Flood, Wind



Disaster Mitigation

Simulation of near realistic effects of any disaster (bombs, fire, flood), natural calamity damage extent, etc.



First Responders

People movements and emergency evacuations, Epidemic zone management/ Creation of containment zones



Urban Environment Simulation

Air, Noise, Radio-wave propagation, Predicting tree growth, Designing Green Areas

Made by the Genesys Constellation

GENESYS



Largest Range of Aerial, Mobile and Terrestrial Sensors in India

3D Multiple Data Acquisition Powerhouse

AERIAL



Aerial LiDAR

Drones



India's Largest Constellation of Sensors



TERRESTRIAL

Mobile LiDAR



Mobile Panoramic



Trolley LiDAR



Backpack LiDAR

titles
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AI/ML Capabilities and Patents

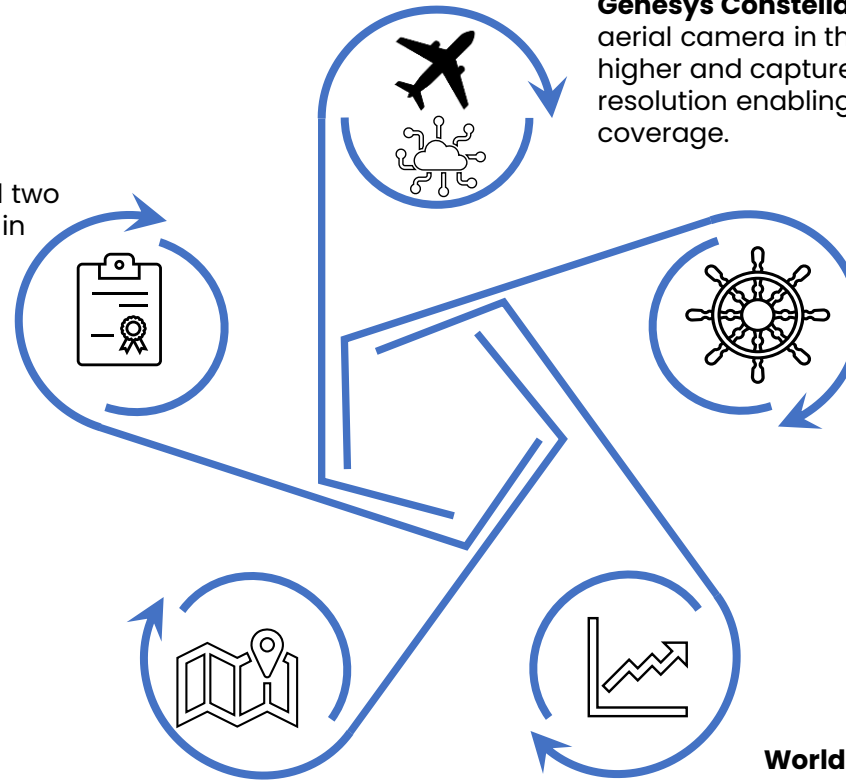
- Street vision AI
 - Map Vision AI
 - Ground vision AI
- Patents: i. Last-mile delivery in e-commerce, ii. Automated object extraction in 3D Maps + geocoding in 3D Maps

#CapacityBuilding

Virtuous Cycle: The flywheel of capabilities to sustainable competitive advantage

- To achieve industry-leading growth and sustain competitive advantage, we provide distinctive services and information analytics whilst owning hardware, software, and other processing capabilities.

Patented Solutions – Successfully filed two patents essential for last mile delivery in e-commerce and automated object extraction in 3D Maps



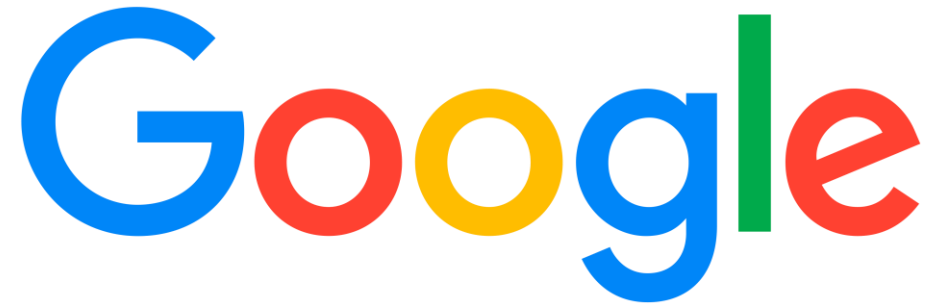
Genesys Constellation: The latest and most advanced aerial camera in the world today. This allows them to fly higher and capture more ground at the same high resolution enabling unmatched productivity, efficiency & coverage.

Leaders: range of aerial, mobile & terrestrial sensors in India

Market Expansion and industry liberalization by partnering with ESRI & Bentley Solutions by using their complimentary strengths

World leading large-scale property/land/area analytics using Artificial Intelligence, generating data insights w.r.t land/property/area

Major Tech Partnerships



Strong Map licensing partner to Google



HEXAGON
GEOSPATIAL

A global leader in digital reality solutions, combining sensor, software and autonomous technologies



Esri is the global market leader in geographic information system (GIS) software, location intelligence, and mapping

Focus on solidifying efforts in Building Digital twins of Indian cities and to enable opening up avenues to create high-end applications

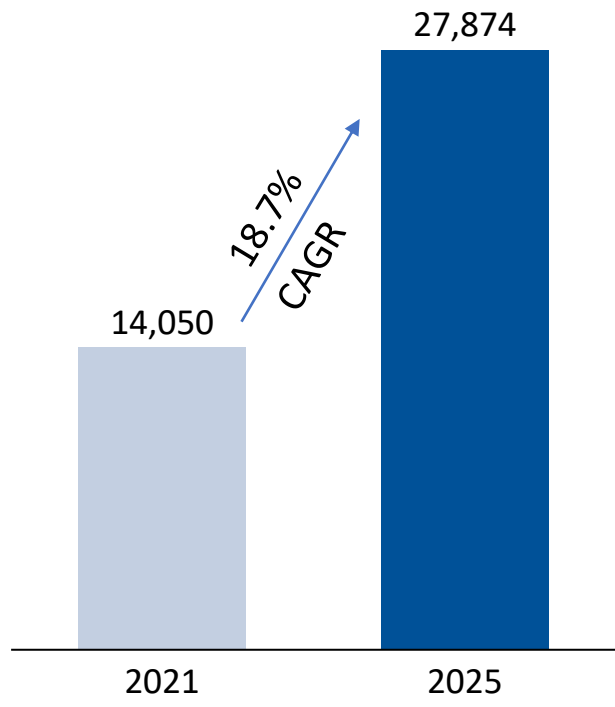
Bentley[®]
Advancing Infrastructure

Bentley Systems is a World-Leading Provider of Infrastructure Software
Collaboration to provide 3D Mapping Capabilities to enable 3D City Infrastructure Digital Twin solution in India

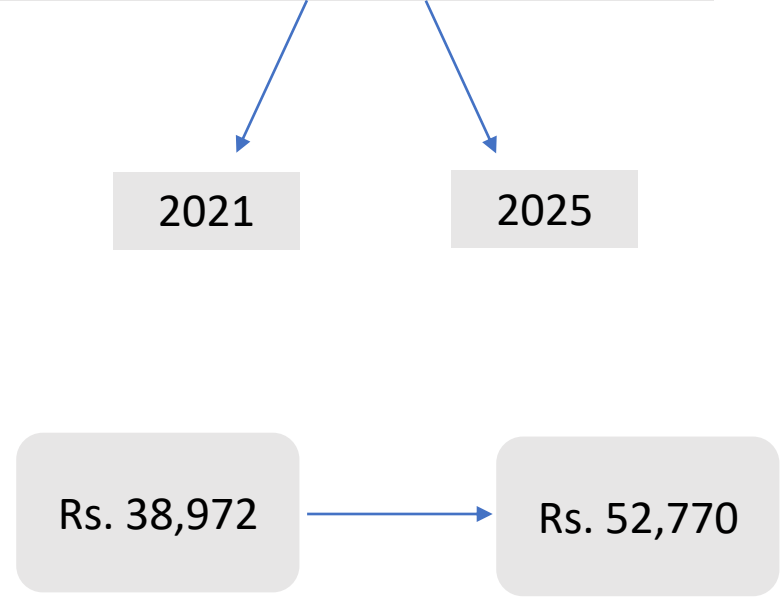
Industry Developments

Geospatial Market Size

Domestic Market Growth Potential
(Rs. In Crs)



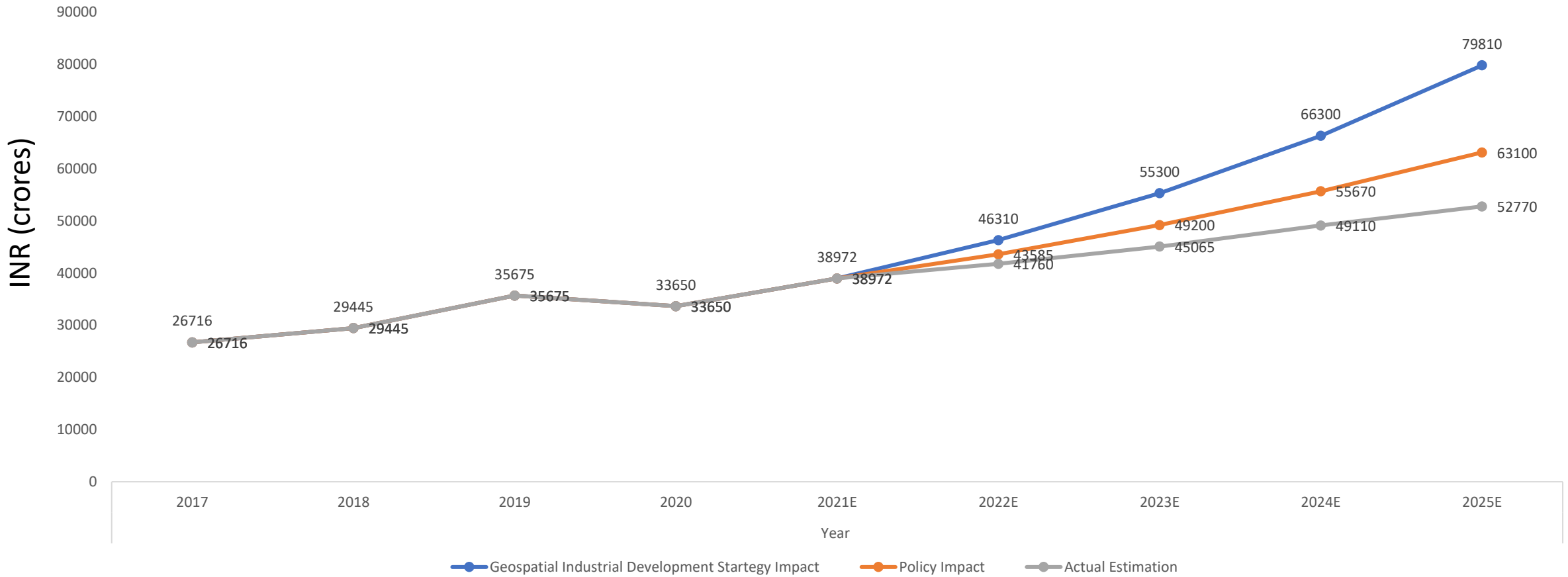
Global Geospatial market size
(Rs. In Crs)



Source: 'Geospatial Artha: Indian Geospatial Market, Economy and Industrial Development Strategy'

Indian Geospatial Market Size

India Geospatial Industrial Development Strategy and Projected Impact on the Indian Geospatial Economy



Geospatial Imagery powering multiple end-use applications

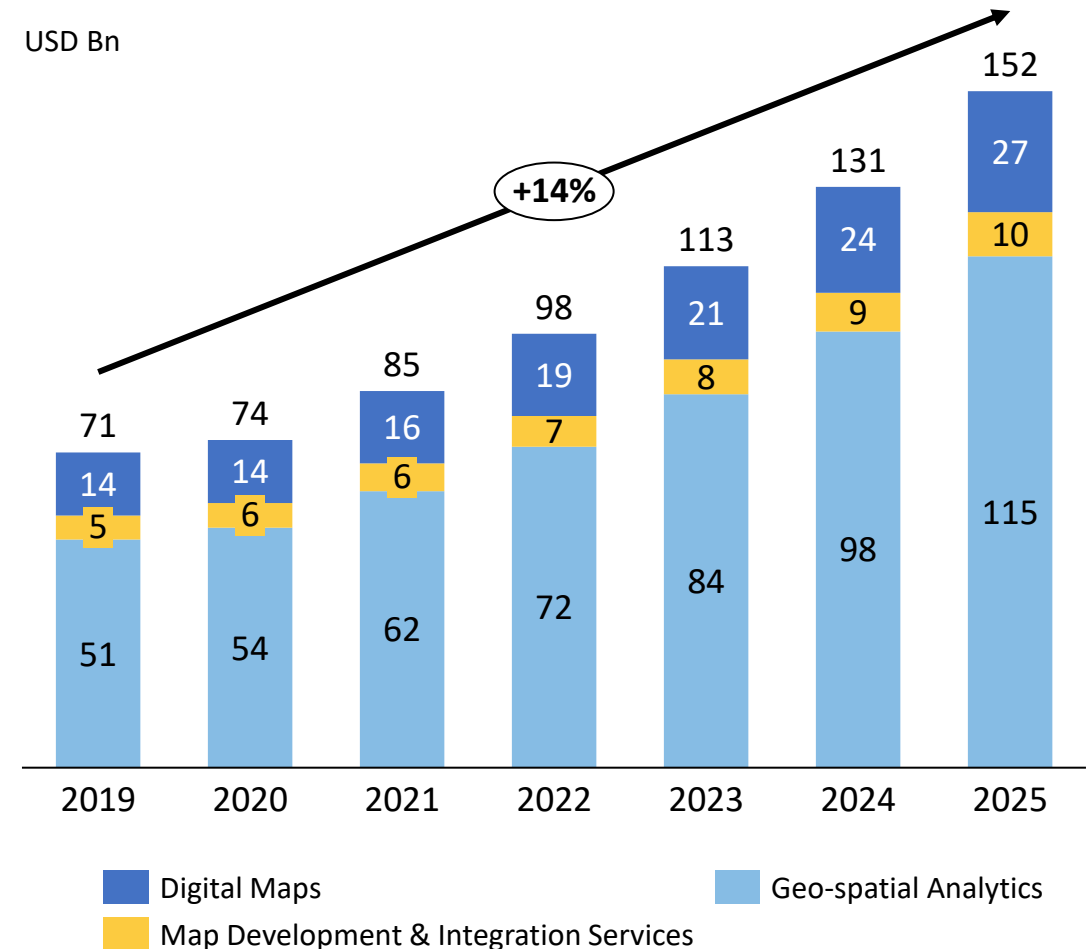
...from digital mapping and navigation to fixed asset management and insurance risk assessment

Adoption of digital maps in developed countries remains high, and solutions are used by governments, authorities, businesses, or individuals for navigation purposes, traffic management, and other commercial purposes.

India remains under-penetrated in digital map services but poised for massive growth with the expectation of 1.6 billion internet users by CY25 and surpassing the US to become the second largest e-commerce market by CY34.

The industry generates massive volumes of data each year, and AI is becoming critical to processing and interpreting this data volume.

Global Digital Map Service Market



Indian Digital Maps Market Virtually Opened up Last Year

The tailwinds were always there, but regulations were uncertain around everything beyond 2D vector mapping.

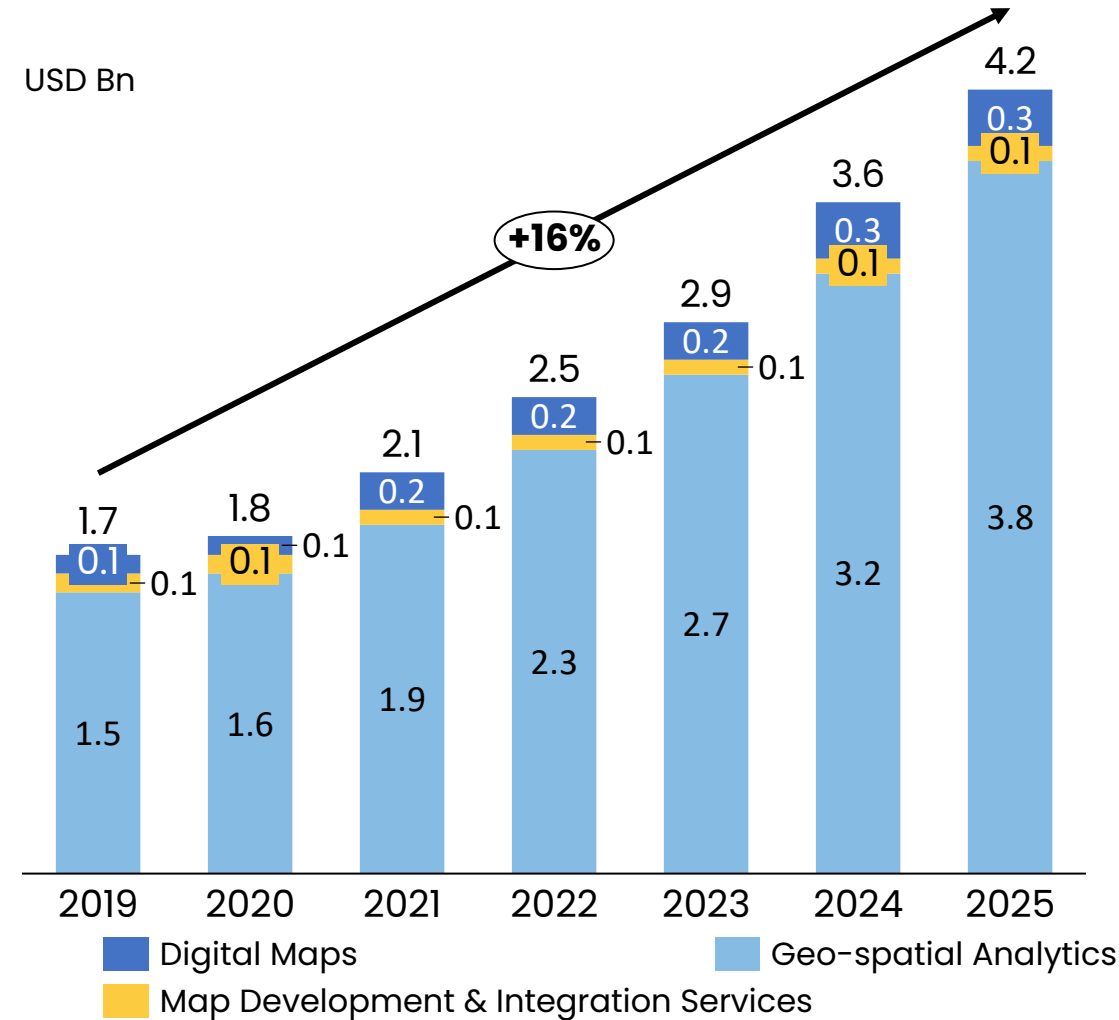
Liberalization of the Geospatial sector with the vision of self-reliant India favoring the Indian Companies

Several mapping activities, like terrestrial mobile mapping surveys, street view surveys, and Indian territorial waters surveys, are reserved only for Indian entities.

Increased interest by the government by building its repository

Need for geospatial solutions and analytics across sectors

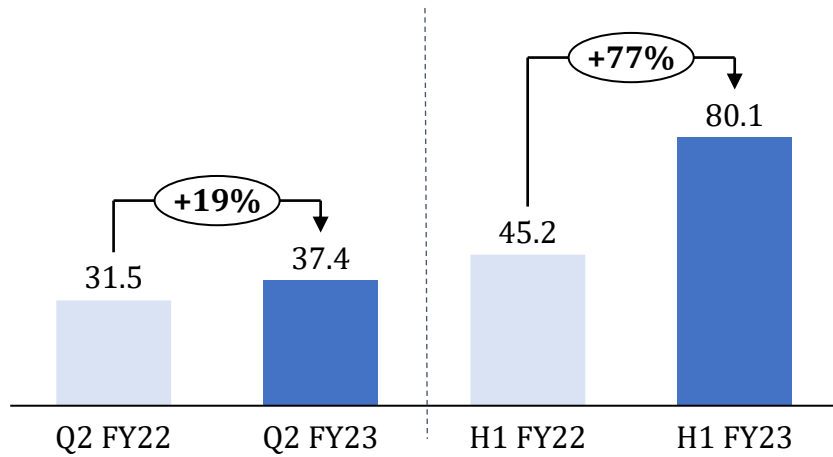
Global Digital Map Service Market



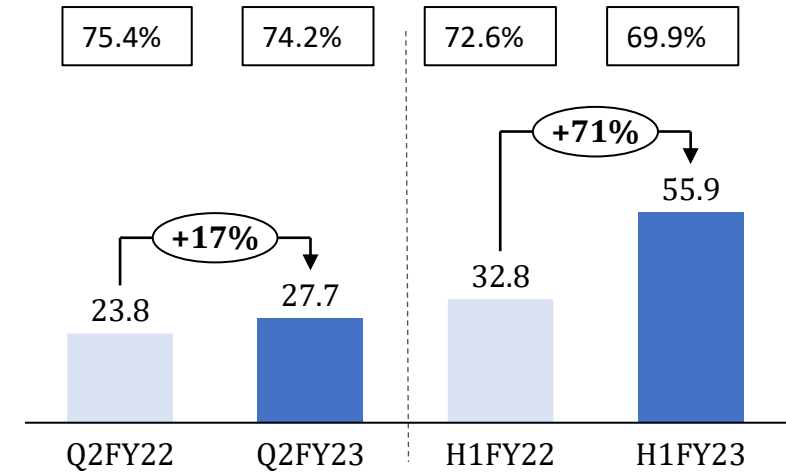
Financial Performance

Quarterly Financial Highlights

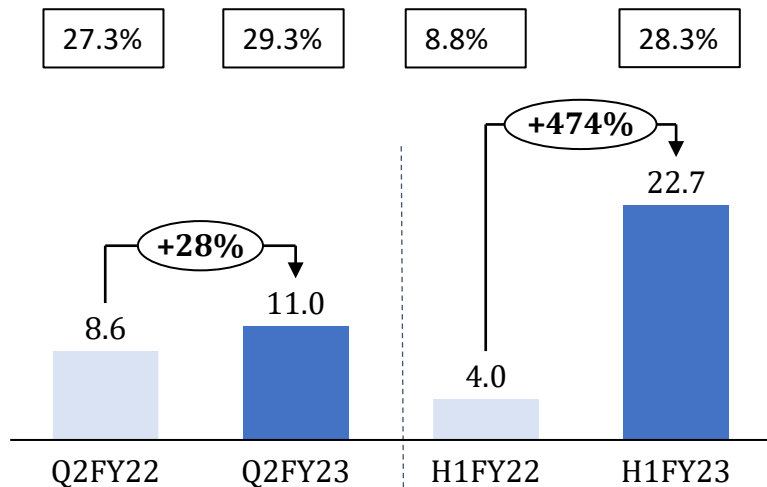
Revenue from Operations (Rs. in Crs)



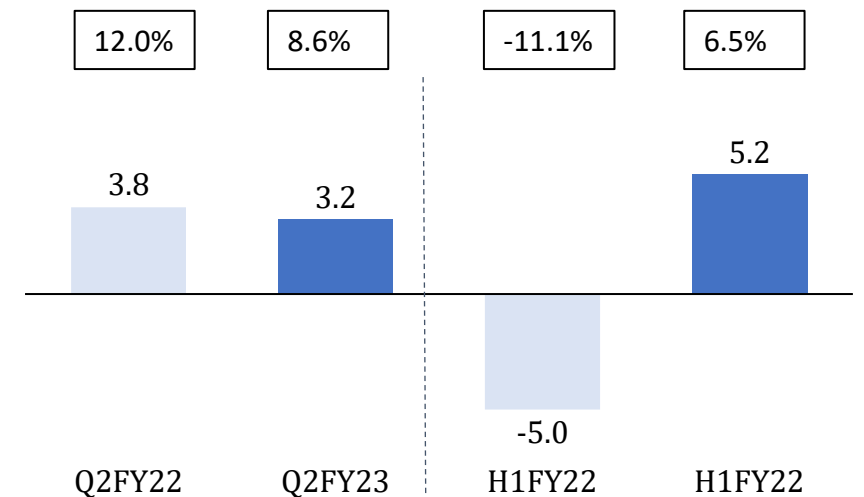
Gross Profit (Rs. in Crs) & %



EBITDA (Rs. in Crs) & EBITDA Margin (%)



PAT (Rs. in Crs) & PAT Margin (%)



Q2 & H1 FY23 Consolidated Profit & Loss

Profit & Loss statement (Rs. in Crs)	Q2 FY23	Q2 FY22	Y-o-Y	H1 FY23	H1 FY22	Y-o-Y
Revenue from Operation	37.4	31.5	18.7%	80.1	45.2	77.3%
Raw Material Cost	9.6	7.7		24.1	12.4	
Gross Margin	27.7	23.8	16.8%	55.9	32.8	70.5%
Gross Margin %	74.2%	75.4%		69.9%	72.6%	
Employee Cost	12.9	12.3		25.7	24.5	
Other Expenses	3.9	2.9		7.6	4.4	
EBITDA	11.0	8.6	27.6%	22.7	4.0	474.3%
EBITDA %	29.3%	27.3%		28.3%	8.8%	
Other Income	8.9	4.8		17.0	9.6	
Depreciation	0.6	0.8		1.1	1.2	
Finance cost	1.9	0.7		3.3	1.1	
PBT	3.4	3.7	-7.2%	7.9	-5.7	N.M
PBT Margin %	9.2%	11.7%		9.8%	-12.7%	
Exceptional Items	-	-		-	-	
Tax	0.2	-0.1		2.7	-0.7	
PAT	3.2	3.8	-14.6%	5.2	-5.0	N.M
PAT Margin %	8.6%	12.0%		6.5%	-11.1%	

Consolidated Profit & Loss

Profit & Loss statement (Rs. in Crs)	FY22	FY21	FY20	FY19	FY18
Revenue from Operation	119.6	79.6	111.8	114.7	113.8
Project Expenses	34.9	18.0	12.6	16.6	14.1
Gross Margin	84.8	61.6	99.2	98.2	99.7
Gross Margin %	70.8%	77.4%	88.7%	85.6%	87.6%
Employee Cost	45.8	46.1	67.3	63.0	48.4
Other Expenses	11.5	17.2	18.6	16.4	15.3
EBITDA	27	-1.7	13.3	18.8	35.9
EBITDA %	23.0%	-2.2%	11.9%	16.4%	31.6%
Other Income	19.1	18.8	21.1	18.8	14.2
Depreciation	2.5	3.9	2.9	2.6	2.2
Finance cost	3.4	1.2	4.0	2.9	4.0
PBT	9.2	-23.2	-6.6	0.4	23.5
PBT Margin %	7.7%	-29.2%	-5.9%	0.3%	20.7%
Share of loss from associate	45	31	0	0	0
Tax	4	-3	-2	4	6
PAT	-39.7	-51.8	-5.1	-3.7	17.0
PAT Margin %	-33.2%	-65.1%	-4.5%	-3.3%	14.9%

Consolidated Balance sheet

Equity & Liabilities (Rs. in Cr)	Sep'22	Mar'22
Equity		
(a) Equity Share Capital	18.4	15.7
(b) Other Equity	366.1	189.1
(c) Non-controlling interest	2.3	31.1
Total Equity	386.9	235.9
Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	5.4	1.3
(ii) Lease Liabilities	5.4	2.8
(iii) Other Financial Liabilities	-	-
(b) Provisions	7.7	6.0
(c) Deferred tax Liabilities (Net)	-	-
Total Non-Current Liabilities	18.5	10.1
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	10.4	18.9
(ii) Lease Liabilities	3.6	3.5
(iii) Trade Payables	27.4	26.3
(iv) Other Current Financial Liabilities	20.7	21.6
Other current liabilities	1.9	2.6
Provisions	2.5	2.3
Current tax liabilities (net)	2.6	0.2
Total Current Liabilities	69.2	75.4
Total Equity & Liabilities	474.6	321.4

Assets (Rs. in Cr)	Sep'22	Mar'22
Non-Current Assets		
(a) Property, plant and equipment	23.6	15.1
(b) Capital Work-in-Progress	6.5	6.0
(c) Right to use assets	14.2	11.4
(d) Intangible Asset	109.3	111.7
(e) Goodwill	0.0	-
(f) Intangible Asset under development	26.6	13.0
Financial Assets		
(a) Loans	0.4	0.2
(b) Investments	-	-
(c) Other Financial Assets	2.6	2.4
Deferred tax assets	28.1	27.3
Income tax assets	3.5	3.5
Other Non Current Assets	13.2	0.2
Total Non-Current Assets	227.8	190.9
Current Assets		
Financial Assets		
(i) Investments	83.1	6.0
(ii) Trade Receivable	64.6	49.1
(iii) Cash and Cash Equivalents	6.9	21.5
(iv) Bank balances other than above	3.6	0.8
(v) Loans	0.0	0.0
(vi) Other financial assets	68.5	43.9
Other non financial assets	19.9	9.2
Current tax assets (net)		
Total Current Assets	246.8	130.5
Total Assets	474.6	321.4

Consolidated Cash Flow

Cash Flow Statement (Rs. Crs.)	Sep-22	Sep-21
Cash Flow from Operating Activities		
Profit before Tax	7.9	-5.7
Adjustment for Non-Operating Items	22.5	7.4
Operating Profit before Working Capital Changes	30.4	1.7
Changes in Working Capital	-54.8	-11.0
Cash Generated from Operations	-24.5	-9.4
Less: Direct Taxes paid	-0.8	-0.7
Net Cash from Operating Activities	-25.2	-10.0
Cash Flow from Investing Activities	-181.8	2.1
Cash Flow from Financing Activities	192.4	20.5
Net increase/ (decrease) in Cash & Cash equivalent	-14.6	12.6
Cash and cash equivalents at the beginning of the year	21.5	1.4
Unrealized Foreign exchange restatement in Cash & Cash equivalents	-	-
Cash and cash equivalents at the end of the year	6.9	14.0

GENESYS

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Thank You.



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