



being there...

ZEN TECHNOLOGIES LIMITED

Certified ISO 9001:2015, ISO 27001:2013, ISO 14001:2015, CMMI ML5

Regd. Office : B-42, Industrial Estate, Sanathnagar

Hyderabad – 500 018, Telangana, India

Phone: +91 40 23813281, Fax No: +91 40 23813694

Email: info@zentechnologies.com Website: www.zen.in

Corporate Identity Number : L72200TG1993PLC015939

Date: 15 December 2020

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Through: BSE Listing Centre

To
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Through: NEAPS

Security Code: 533339

Symbol/Security ID: ZENTEC

Dear Sir/Madam,

**Sub: Disclosure under Regulation 30 of the SEBI (LODR) Regulations, 2015
("Listing Regulations") and amendment thereto – "Investor Factsheet"**

We are enclosing herewith the "Investor Factsheet" of the company.

This is for your information and record.

Thanking You.

Yours faithfully,
For Zen Technologies Limited


Hansraj Singh Rajput
Company Secretary & Compliance Officer
M. No. A38213



Works : Plot 36, Hardware Park, Near Shamshabad International Airport, Hyderabad - 501 510, Telangana, India



CMMIDEV/5SM
Exp. 2022-01-30 / Appraisal #2306



ABOUT ZEN TECHNOLOGIES

Zen Technologies Limited is a pioneer and leader in providing world class state of art Defence Training Solutions and has a proven and impeccable track record in building training systems for imparting defense training and measuring combat readiness of security forces. The company is engaged in indigenous design, development and manufacture of sensors and simulators technology based defence training systems and has relentlessly been providing Defence Training Solutions and seamless services to Ministry of Defence (Armed Forces), Security Forces Police, Para-military forces and is privileged to have served the nation for over 2.5 decades.

The company manufactures land based military training simulators, driving simulators, Live range equipment and Anti drone Systems. With a dedicated R&D (recognized by the Ministry of Science and Technology, Government of India) and production facility in Hyderabad, the company has applied for over 90 patents and shipped more than 1000 training systems around the world.

STOCK PROFILE

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Sector	IT Software/ Defence
BSE	ZENTEC 533339
NSE	ZENTEC
Incorporated	29 th June 1993
Issued Shares (Cr)	7.95
Share Price (Rs)	87.35
Market Capitalization (Cr)	694.52
52 Week High/Low Range	97-22.40
Face Value (Rs)	1
Free Float %	41.70%

SHAREHOLDING PATTERN

SEPTEMBER' 20

Promoter	58.3
Public	41.7

STRATEGIC PRIORITIES

- Continue to grow the sales of Equipment and expand the product portfolio with strong focus on emerging space Anti-drone systems.
- Scale the AMC business, where the contributions from AMC can take care of the fixed operating expenses.
- Develop and expand the international presence and exports with friendly countries.
- Enhance financial performance and deliver sustainable shareholder value.
- Continuously improve competitiveness, efficiency and drive operational excellence.

SNAPSHOT



25+
YEARS OF
EXPERIENCE



100+
CUSTOMERS
SERVED



90+
PATENTS
FILED



ORDER
BOOK OF
160+
CRORES



~67
CRORES OF
INVESTMENTS
IN R&D IN
LAST 5 YEARS



~17%
OF
CUMULATIVE
SALES
INVESTED IN
R&D IN THE
LAST 5 YEARS



200+
EMPLOYEES



1,000+
CUMULATIVE
INSTALLATIONS

Business Model



Sale of equipment

- Company is a pioneer and leader in manufacturing defence training solutions.
- Large size orders with long closing cycles resulting in volatile topline.
- Focus on Anti-drone systems.



Combat Training Centre (CTC)

- Big-ticket scalable solutions, including everything from basic soldier training to a full-fledged war training.
- Now integrated with Drone and Anti-drone simulators.
- Potential order size of USD 25-100 million for a single installation
- Attractive financing options from EXIM bank to boost the company's exports in this segment.

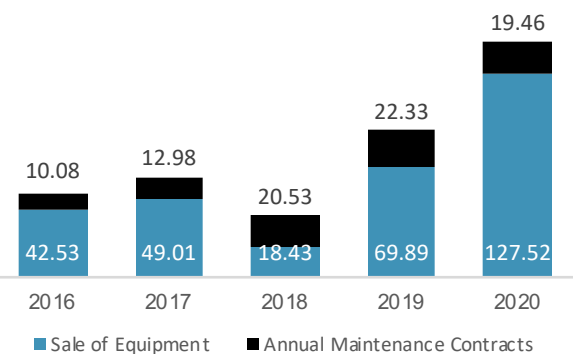


Annual Maintenance Contracts

- Perpetual growth in recurring fixed AMC revenue stream with growth in simulator installation base
- Recurring fixed income with superior profit margins .
- Growing service revenue from AMC ensures profitability even in absence and lumpiness of new equipment orders.

REVENUE CONTRIBUTION

(in crores)



INVESTMENT HIGHLIGHTS



ASSET-LIGHT
business model



INCREASING SHARE OF AMC which is annuity in nature



STRONG REGULATORY
tailwinds



Focus on **HIGH VALUE COMPLEX SYSTEMS**



INCREASING R & D SPENDS with special emphasis on Anti-drone systems for armed forces



STRONG BALANCE SHEET with zero debt

SUMMARY OF PROFIT AND LOSS STATEMENT

PARTICULARS	2016	2017	2018	2019	2020
Net Sales	52.62	61.99	38.96	92.22	146.98
Total Income	58.08	66.14	43.37	95.33	149.00
Total Expenditure	48.48	50.37	40.83	69.68	83.39
EBITDA	9.60	15.76	2.54	25.65	65.61
PBT	2.92	9.27	(2.69)	17.10	58.56
PAT	2.32	7.44	(0.39)	19.24	60.51

SUMMARY OF BALANCE SHEET

PARTICULARS	2016	2017	2018	2019	2020
Source of Funds					
Equity Paid Up	7.72	7.72	7.72	7.72	7.72
Reserves and Surplus	105.65	111.89	110.70	128.83	186.57
Net Worth	113.37	119.61	118.42	136.55	194.29
Total Debt	40.54	11.33	10.10	41.80	0.88
Application of Funds					
Gross Block	66.90	70.86	93.25	94.33	99.52
Investments	0.05	0.39	1.64	13.36	15.90
Cash and Bank Balance	67.97	34.21	43.01	12.58	18.52
Net Current Assets	60.55	59.69	49.30	61.06	90.36
Total Current Liability	45.7	19.56	41.77	72.31	12.90
Total Assets	166.23	144.40	164.77	223.53	213.40

SUMMARY OF CASH FLOW STATEMENT

PARTICULARS	2016	2017	2018	2019	2020
Cash Flow from Operating Activities	42.91	(22.21)	19.07	(43.76)	64.45
Cash Flow from Investing Activities	(9.25)	29.63	(11.71)	7.29	(11.00)
Cash Flow from Financing Activities	(3.33)	(8.32)	(4.70)	4.51	(21.38)

If you have any questions or require further information, please contact

abhishek@theinvestmentlab.in;

dpingle@Christensenir.com

Safe Harbor: Certain statements in this document that are not historical facts, are forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, industry risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Zen Technologies Ltd. will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.