# ZEN TECHNOLOGIES
# GLOBAL DEFENCE AMBITION

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## Quick Summary

With a steadfast resolve we at Zen continue to chase our dreams, each of which serves to **further a national cause.** When it comes to 'Atmanirbhar Bharat', we invest Crs and Crs of our own capital in R&D to create sovereign IP. When the Govt sets a defence export target of 50,000 Crs by 2029, we chase that dream by **attempting to expand our export footprint** - a story which this Newsletter endeavours to tell.

## What sells?

What sells is what is **'chosen by the buyer'**; chosen for its quality, reliability, comparative cost and above all, the 'trust' which the buyer reposes in the seller. And when this 'choice' is exercised on the global platform with multiple nations competing for the same pie, the competition is unforgiving and tough.

### How is Zen fairing?

## Zen in the Global Marketplace.

**To answer the above poser, let's look at some data:**



- Zen is currently **exporting** its multiple combat training and anti-drone products to **9 countries.**
- **Our span is global** extending from Africa, to West and Central Asia, to South Caucasus, to SE Asia and going all the way to the south-west of the India Ocean Region.
- As of date our customers include **Nigeria, Egypt, Kenya, UAE, Qatar, Kyrgyzstan, Armenia, Malaysia, and Mauritius.**
- In several countries, **multiple branches of armed forces train on our products.** On the other hand, several of our key products proudly serve in multiple countries.
- For instance our Advanced Weapons simulator is serving Nigeria Army, Malaysia Navy, Police and Customs, Qatar Armed Forces, as well as Mauritius police. Same is the case with several other products.




## Not sitting on our Laurels

Sitting on our laurels is not the 'Zen' thing. We constantly endeavour to enhance our global reach. Here is a glimpse:

- In the past six months alone, our efforts for expanding our global footprint has taken us to **11 countries across four geographic regions.**
- Our recent ports of call include **Uganda, Kenya, Egypt, Nigeria, Rwanda, Oman, Muscat, Brunei, Japan and France.**
- Our **event calendar was busy** - Exhibitions, Tradeshows, Industry events, site surveys and more. Besides, there were several country visits with FICCI and SIDM-driven export events.
- We raised the Indian tri-colour at AFRIDEX 2026, ASEC 2026 and, Eurosatory 2026 while the I-ITSEC 2026 is scheduled in Nov this year.

## Recent Events

Out of the year-long calendar of export-driven activities, two recent events come to mind:

### Launch of Africa's first AI-enabled Combat Training Centre (CTC) at AFRIDEX 2026 on 27 Oct 2026 at Lagos, Nigeria.




- This CTC is a fully integrated combat **training hub with multiple simulators** for realistic combat training of soldiers.
- It aims to enhance **weapon training, tactical drills, Force-on-Force combat exercises and mission rehearsals with high fidelity simulation systems.**
- It is an **integrated training ecosystem** that combines live-fire ranges, force-on-force engagement systems, simulator-based marksmanship training, and a Shoot House for close-quarters combat drills; all under a single Common Operating Picture.
- CTC will help train the soldiers for an asymmetric threat environment: counter-insurgency campaigns and urban counter-terrorism operations.




### Delivery and installation of Integrated Bridge and Engine Room Simulation Solution at the International Navigation Training Centre in Manila, Philippines on 22 Oct 2026.

This simulator solution provides the following:

- **Realistic, Full-Mission Training:** Replicates real-world vessel operations and engine room environments.
- **Integrated Bridge-to-Engine Training:** Enables coordinated training across navigation, propulsion and machinery operations.
- **Safer Training at Zero Operational Risk:** Enables practice of critical maneuvers, equipment failures and emergency scenarios in a controlled environment.
- **Stronger Decision-Making:** Develops situational awareness, operational judgment and crew coordination.
- **Emergency Preparedness:** Simulates engine failures, fire scenarios, collisions and other critical situations.

## How has been the export journey?



Our export journey has been an exciting one. It was 2016 when we won an export order of **30 Cr** from the Ministry of Defence Egypt. Driven by our strong and proactive export pitch, our order book saw a steep climb from **30 Cr to 42 Cr and reaching up to 340 Cr by 2024.** By then, we were exporting to Egypt, Kenya, Nigeria, UAE and Malaysia.

As of date our CMD is on record to state that the company is seeing a strong export momentum which is well poised to **scale up its export revenues to some 30-40% of its total business mix.**

## Sign off

That in nutshell is our export story - rooted in our resolve to **'take India to the world'** and to contribute positively to the National defence export objective of 50,000 Crs by 2029.

***Achievable? Very much indeed. Up Up India!***

## Zen in News

**Zen Technologies Q2 results: Net profit rises 51%, revenue nearly doubles to ₹345 crore**




**Zen Technologies Launches Africa's First AI-Enabled Combat Training Centre (CTC) at AFRIDEX 2026 in Lagos, Nigeria**




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