May 09, 2025

The Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001
BSE SCRIP Code: 543425

The Listing Department
National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex, Bandra (East)
Mumbai 400 051
NSE Symbol: MAPMYINDIA

Subject: Submission of Investor Presentation for Q4 FY2025 Results.
Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Please find attached herewith Investor Presentation for Q4 FY2025 Results.

Kindly acknowledge the receipt of the same.

Thanking you.

Yours faithfully,
For C.E. Info Systems Limited

SAURABH SURENDRA SOMANI
Digitally signed by SAURABH SURENDRA SOMANI
Date: 2025.05.09 22:55:42 +05'30'

Saurabh Surendra Somani
Company Secretary & Compliance Officer

Encl:
Investor Presentation

MAPPLS
MapmyIndia

MapmyIndia
C.E. Info Systems Ltd

Investor Presentation
Q4 & FY2025

May 2025

Q4 FY2025

Performance

Management Commentary

Consolidated Financial Highlights (Q4 & FY25)

Consolidated P&L Highlights

Segmental Revenue by Product: Map-led and IoT-led

Segmental Revenue by Markets: A&M and C&E

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Employees

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Group Company – Board Members and Leadership team

Management Commentary

"We are happy to report the strong growth in Q4FY25 and a good fiscal year overall. The Board was pleased to express our gratitude to all shareholders by declaring Final Dividend of Rs. 3.50/- per Equity share of Rs. 2/- each at the rate of 175% for the FY25. In Q4FY25, revenue increased by 34% YoY to Rs. 143.5 crore and EBITDA rose by 47% to Rs. 58 crore and PAT grew by 28% to Rs. 49 crore. EBITDA margin in Q4 was 40%. For FY25, revenue rose 22% to Rs. 463.3 crore. EBITDA rose 15% to Rs 179.9 crore and PAT rose 10% to Rs 148 crore, EBITDA margin for full year FY 25 was 39%. We're happy that momentum picked up in Q3 and Q4 of FY25.

Our Map-led business EBITDA margins remain healthy at 47% and our IoT-led business EBITDA margins expanded from 12% in FY24 to 14% in FY25, as product mix improved and SaaS income increased. Our Open Order Book grew to Rs 1,500 Cr at the end of FY25. Our Order Book achievements give us further confidence that we are on track to our stated milestone of crossing Rs 1000 Cr revenue by FY28.

Our Consumer Tech & Enterprise Digital Transformation (C&E) revenue grew by 30% YoY to Rs 252.5 Cr, and Automotive & Mobility Tech (A&M) revenue grew by 13% to Rs 210.8 Cr. Our Map-led revenue grew by 29% to Rs 345.6 Cr. and IoT led revenue grew by 5% to Rs. 117.7 Cr. Our new licenses in automotive increased to 3+ million in new vehicles (4-wheelers, 2-wheelers and CVs, across ICE and EV segments), as against 2.5 million during FY24. Further, the number of new IoT devices installed (rented and sold additionally) during the year were 2.1+ Lakhs as against 2.9+ Lakhs in FY24, due to strategic shift in focus towards SaaS revenue over hardware sales.

We acquired new B2B and B2B2C customers – including many businesses and enterprises across industry verticals. Customer diversification, de-concentration and retention continued to trend healthily. We have also started to build revenue from the South East Asian market in alignment with our JV company TerraLink Technologies. We were happy with the results of our prudent marketing efforts which led to our crossing the milestone of 30 Million user downloads of the Mappls App and see this as a foundation for future potential consumer business. B2C expenses for consumer business were controlled in this quarter while, we of course continue to relentlessly innovate & invest in enhancing our existing products and technologies, and working on future vision.

*Our strategic focus is on enhancing technological capabilities, improving customer engagements and driving operational excellence. To sharpen this focus, our government business, where we see a large opportunity ahead, will be handled by our wholly owned subsidiary, Vidteq, now renamed "Mappls **DT**", for accelerating our initiatives in providing **D**igital **T**ransformation, **D**igital **T**win, and **D**efence **T**echnologies to the government. The IoT and logistics SaaS will continue with our 76% owned subsidiary Gtropy. To ramp up these high growth opportunities, Rohan Verma has been appointed as Managing Director of both these subsidiaries w.e.f 1st April, 2025. The parent company will focus on Automotive and Corporate Business. Mappls Brand and App will continue within the parent company."*

- Rakesh Verma, CMD

Consolidated Financial Highlights (Q4FY25)

Q4FY25 YoY *Revenue up 34%, EBITDA up 47%, PAT up 28% | EBITDA margin at 40%, PAT margin at 29%*

FY25 YoY *Revenue up 22%, EBITDA up 15%, PAT up 10% | EBITDA margin at 39%, PAT margin at 29%*

INR Crores, unless otherwise mentioned	Q4FY25	Q4FY24	YoY Growth	FY25	FY24	YoY Growth
Total Income	**166.7**	**119.3**	**40%**	**515.7**	**417.6**	**23%**
Revenue from Operations	**143.5**	**106.9**	**34%**	**463.3**	**379.4**	**22%**
EBITDA	**58.0**	**39.5**	**47%**	**179.9**	**156.2**	**15%**
EBITDA Margin (%) [1]	**40%**	**37%**	**343 bps**	**39%**	***41%***	**-216 bps**
PAT	**49.0**	**38.2**	**28%**	**147.6**	**134.4**	**10%**
PAT Margin (%) [2]	**29%**	**32%**	**-263 bps**	**29%**	***32%***	**-338 bps**
Cash & cash equivalents (including financial instruments)	**659.9**	**557.3**		**659.9**	**557.3**	**18%**
Open Order Book at End of Full Year		-		**1500**	**1,372**	**10%**

In Q4FY25, 34% YoY increase in revenue to Rs. 143.5 crore with EBITDA rising 47% to Rs. 58. crore and PAT growing 28% to Rs. 49 crore.

FY25 revenue grew 22% to Rs. 463.3 crore, Growth in Q1 of 14% and Q2 of 14% impacted overall growth, but momentum has picked up strongly in Q3 (growth of 24%) and finally Q4 (growth of 34%), putting company at good pace for coming year.

EBITDA margin has been achieved with 40% in Q4 and 39% for the entire year, which is in line with our business plan.

Q4FY25's 29% PAT margin included negative impact of 1.7% due to ₹2.8 crores share of loss in its South East Asia Joint Venture, Terra Link Technologies. The international market opportunity is large & business development is in growth phase.

Cash and cash equivalents have risen by 100 Cr during the year and open order book has increased to 1500 Cr.

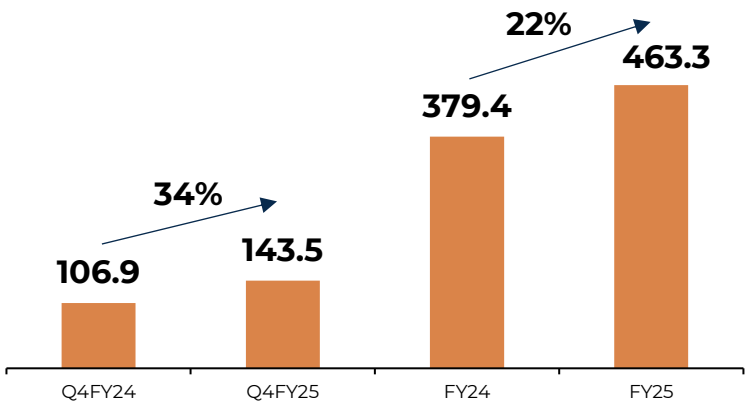
Note – 1) EBITDA Margin = EBITDA / Revenue from Operations; 2) PAT Margin = PAT / Total Income

Consolidated P&L Highlights

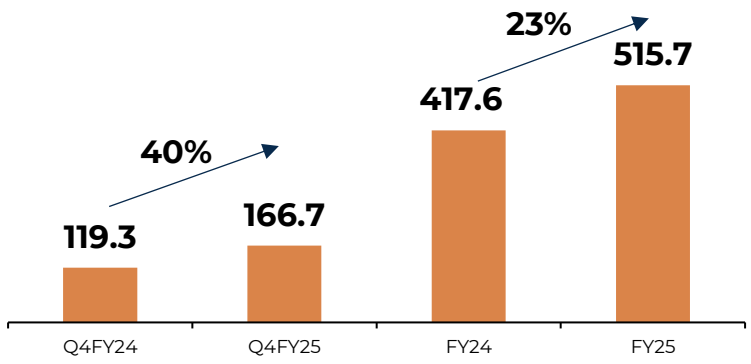
All Financial Metrics Saw a Healthy Growth

(All figures in INR Crores)

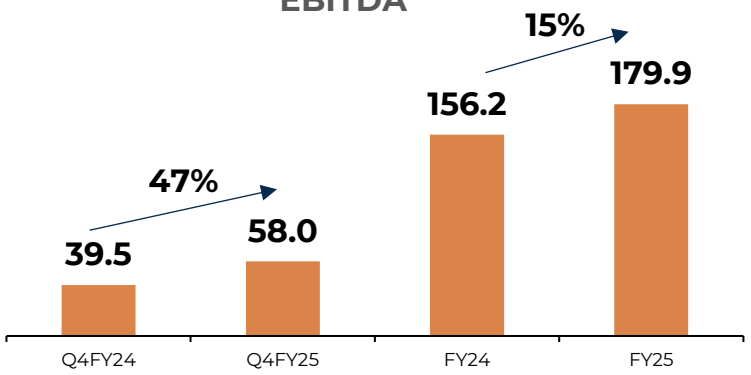
Revenue from Operations



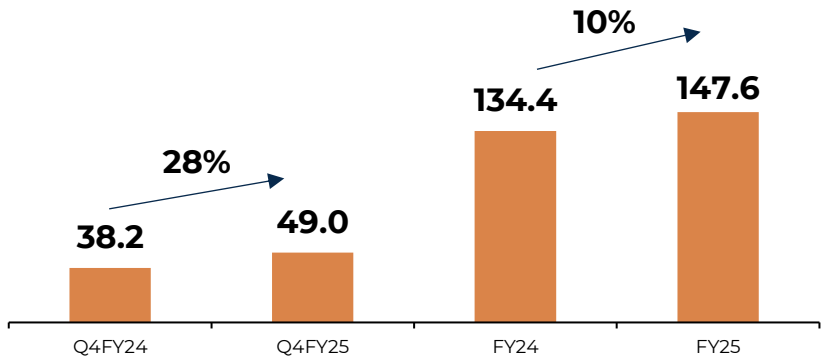
Total Income



EBITDA



Profit After Tax



Product wise Highlights: Map-led and IoT-led

INR Crores, unless otherwise mentioned	Map-led Q4FY25	Map-led Q4FY24	IoT-led Q4FY25	IoT-led Q4FY24	Map-led FY25	Map-led FY24	IoT-led FY25	IoT-led FY24
Revenue from Operations	**107.2**	**66.1**	**36.3**	**40.8**	**345.6**	**267.0**	**117.7**	**112.4**
Sale of Hardware	-	-	15.6	22.3	-	-	53.8	67.0
Sale of Map data & services*	107.2	66.1	20.7	18.5	345.6	267.0	63.9	45.4
EBITDA	51.1	32.5	6.8	7.1	163.2	143.2	16.8	13.0
EBITDA Margin (%)	**48%**	**49%**	**19%**	**17%**	**47%**	**54%**	**14%**	**12%**
No. of New IoT Devices Sold & Rented Additionally (in Lakhs)							***2.1+***	**2.9+**

For Q4 FY25, Map-led revenue had a strong growth of 62% YoY. EBITDA grew 57% to Rs. 51.1 Cr. B2C expenses were controlled in Q4**.**

For Q4 FY25, the IoT-led EBITDA margin increased by 2% to 19% in Q4, driven by higher SaaS revenues, which saw a growth of 11% to Rs 20.7 Cr in Q4.

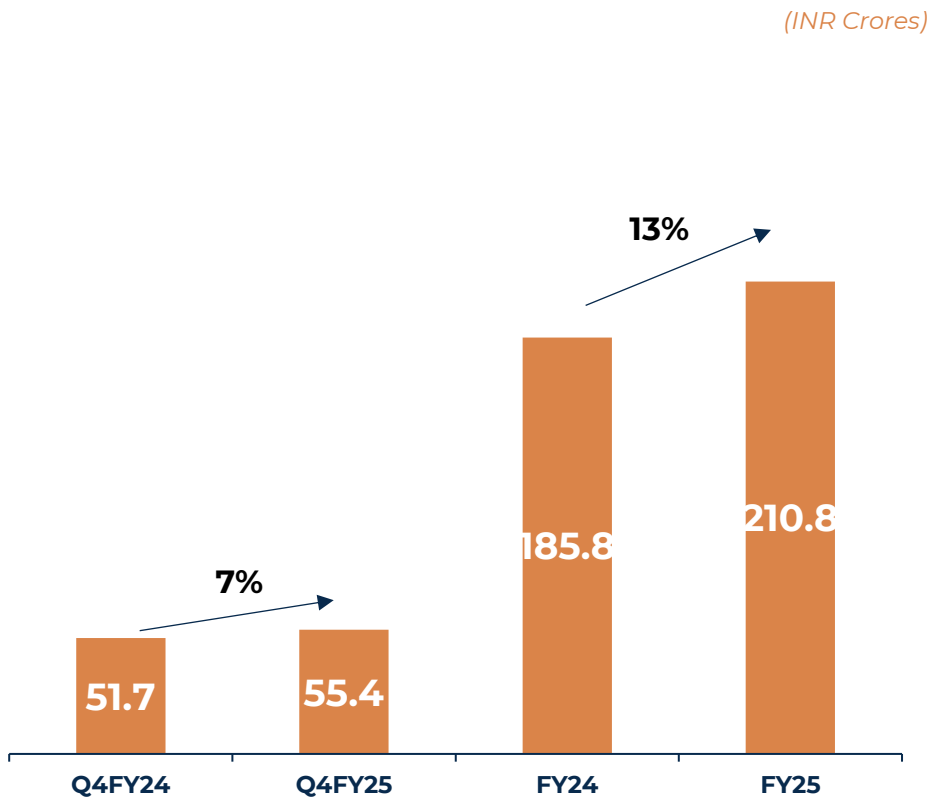
For the full fiscal year FY25, the Map-led business grew by 29% and EBITDA grew by 14% (YoY).

For the full fiscal year FY25, IoT-led revenue increased by 5% while EBITDA grew by 29% (YoY).

*Note – *includes royalty, annuity, subscription, software and products called MaaS, PaaS, SaaS*

Market-wise Revenue – A&M

MARKET SEGMENT – A&M[1]

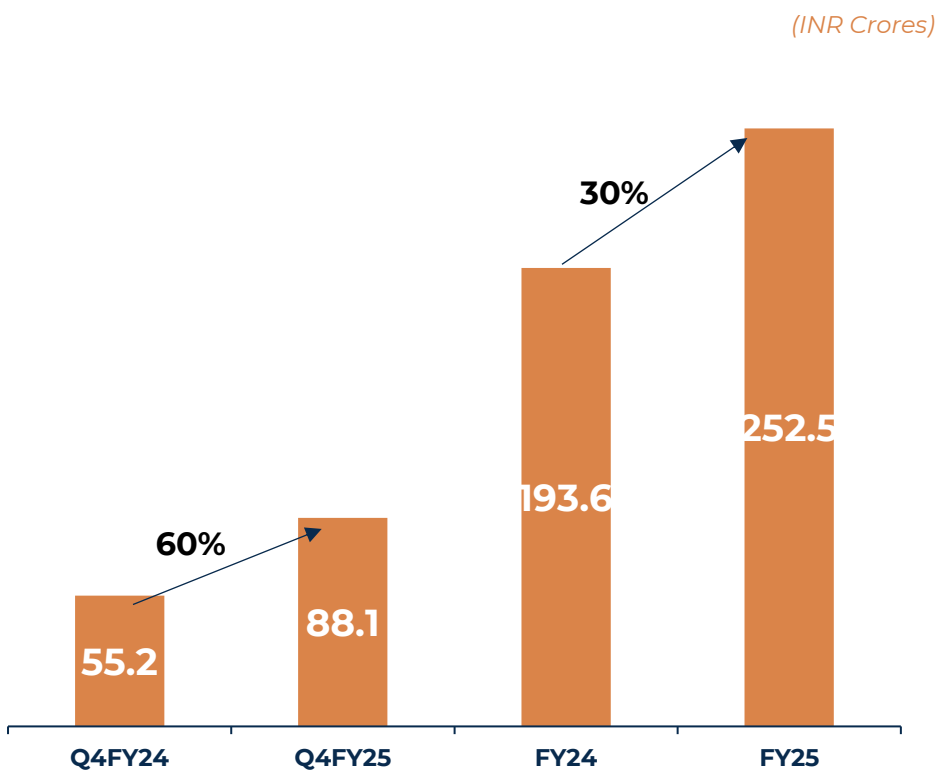


- A&M (Automotive & Mobility Tech) business continues to grow steadily at 13% in FY25 on a YoY basis.
- The attached new vehicle count for our NCASE solutions grew to 3 Mn in FY25 from 2.5 Mn in the FY24.
- Achieved a major milestone in Q4FY25 for releasing its navigation solution to a customer for the South East Asian market. The other major win include a 2-wheeler major for their Electric vehicle
- Major Go-lives in India during the year include Hyundai, Kia across all their connected vehicle lines, Tata Motors for new Harrier and Safari, Mahindra for its range of Born Electric and ICE vehicles, Bajaj for its ICE and Electric vehicles, Suzuki Motorcycles across vehicle lines
- Major IoT led product win include Driver monitoring and ADAS systems for Automotive OEM's logistics division and Video telematics solution for Auto companies.

Notes – 1) A&M : Automotive and mobility tech

Market-wise Revenue – C&E

MARKET SEGMENT – C&E[1]



- C&E (Consumer Tech & Enterprise Digital Transformation) business saw an **increase of 60% in Q4FY25 vs Q4FY24**. Growth remains strong at **30% on YoY basis for FY25** as well.
- Signed landmark deals in the social media, eCommerce and quick commerce space, powering merchant discovery, address capture solutions, real-time order tracking enhancing user experience and operational accuracy.
- Won deal from a top card provider in the digital KYC space for BFSI — with our new suite of location-powered KYC solutions.
- Workmate adoption across BFSI, Energy, Consumer Appliances sectors; Won first Southeast Asian customer for Workmate in Oil & Gas sector.
- Won deals for use cases like retrieval, visualization and analysis of Electronic nautical charts for Defence ; Land Records creation for select urban habitations in two states under Programme NAKSHA; Incident Management System and BI dashboard for national highways across 25 regional offices
- New clients for Drone based Mapping and property Tax assessment for a large city in western region, Metaverse for critical monuments, Tracking and Business Analytics Dashboard for large container logistics PSU
- Won project for detection of bridge anomalies using GeoAI and integration with Bridge Management System for Indian Railways

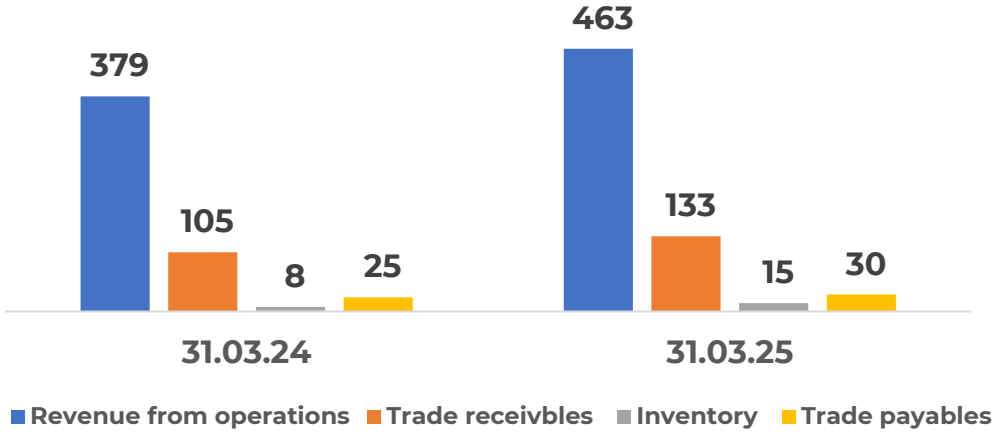
Notes – 1) C&E : Consumer tech and enterprise digital transformation

Consolidated Balance Sheet Highlights

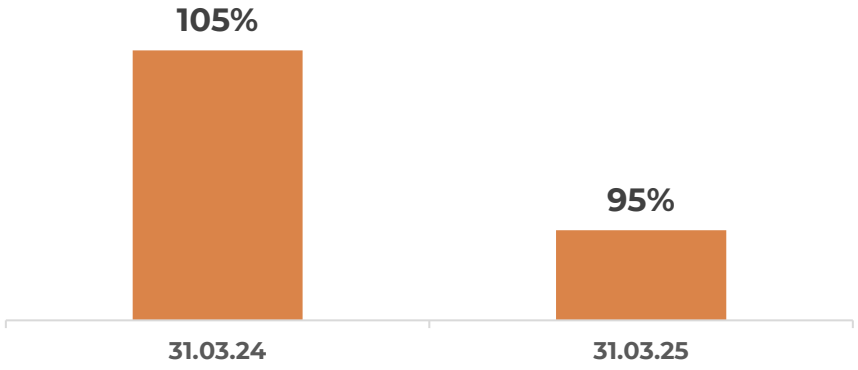
(All figures in INR Crores)

Cash flows from operating activities

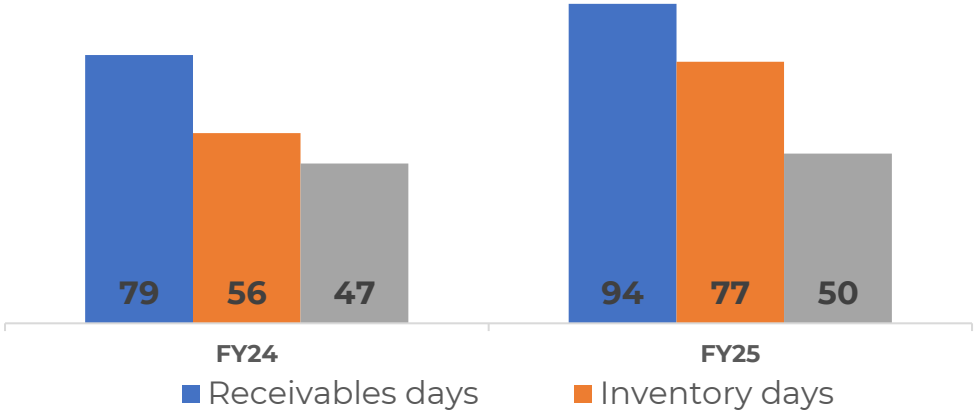
Revenue from operations v/s trade receivables, Inventory and trade payables



Return on Capital Employed (ex-cash)



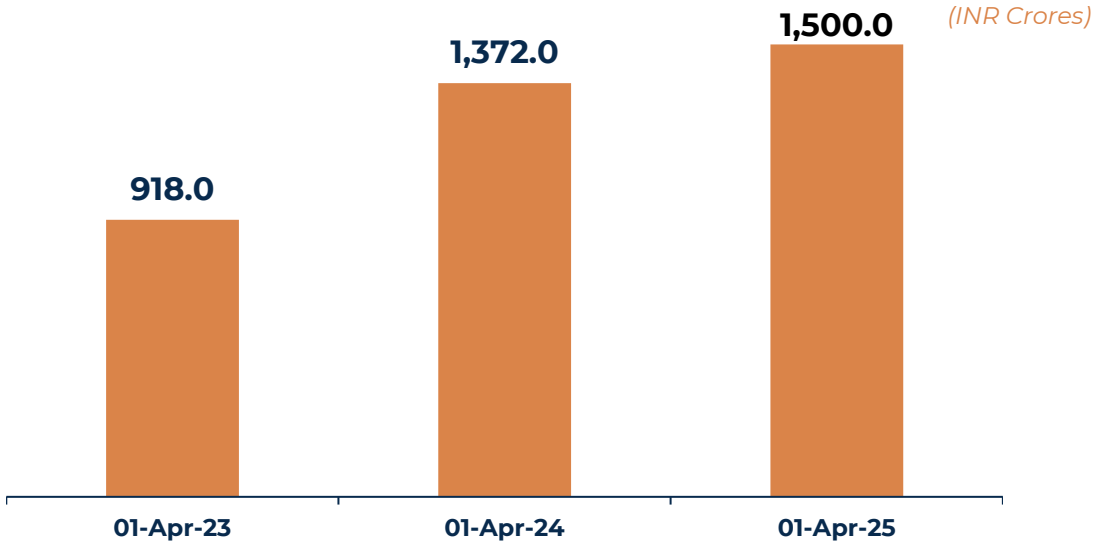
Cash Conversion Cycle



Note: Receivable days increased due to 34% growth in Q4 FY25 revenue and government customers

Order Book

OPEN ORDER BOOK

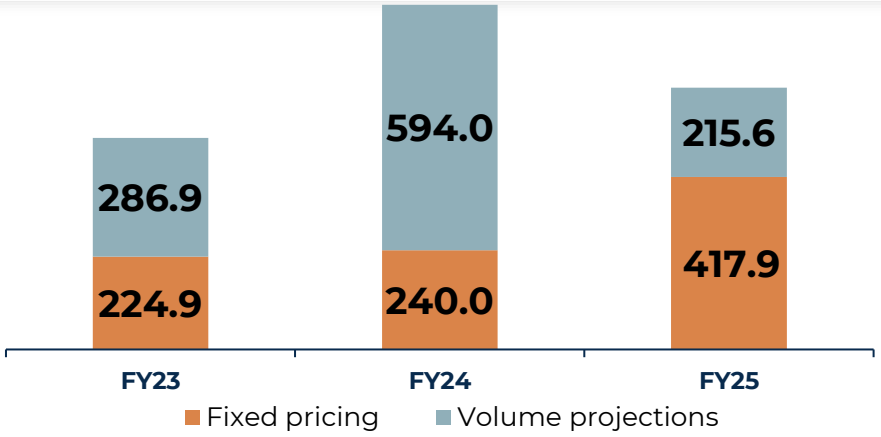


	FY24	FY25
Open Order (Current year)	918	1,372.5
New Orders	833.9	633.5
Billing	(379.4)	(504.6)
Open Order (Next year)	1,372.5	1500

PERFORMANCE UPDATE

- Open Order Book has grown 10% to Rs 1500 Cr based on Rs 633.5 Cr of Annual New Order Bookings in FY25, with momentum across both A&M and C&E market segments, due to continued adoption & expansion of use cases by new and existing customers.
- New Orders won with Fixed Pricing have grown significantly in FY25 to Rs 417.9 crores vs Rs 240 crores in previous year.
- FY24 had seen a new order book of 833 CR, out of which Rs 400 crore came from a single large order – excluding this single large order, the overall new orders have grown from 433.9 Cr to 633.5 Cr (46% growth)
- The current Open Order Book to Revenue conversion ratio is estimated to be 3-4 years.

ANNUAL NEW ORDERS - BREAKUP



Customers

CUSTOMERS SERVICED

3000+

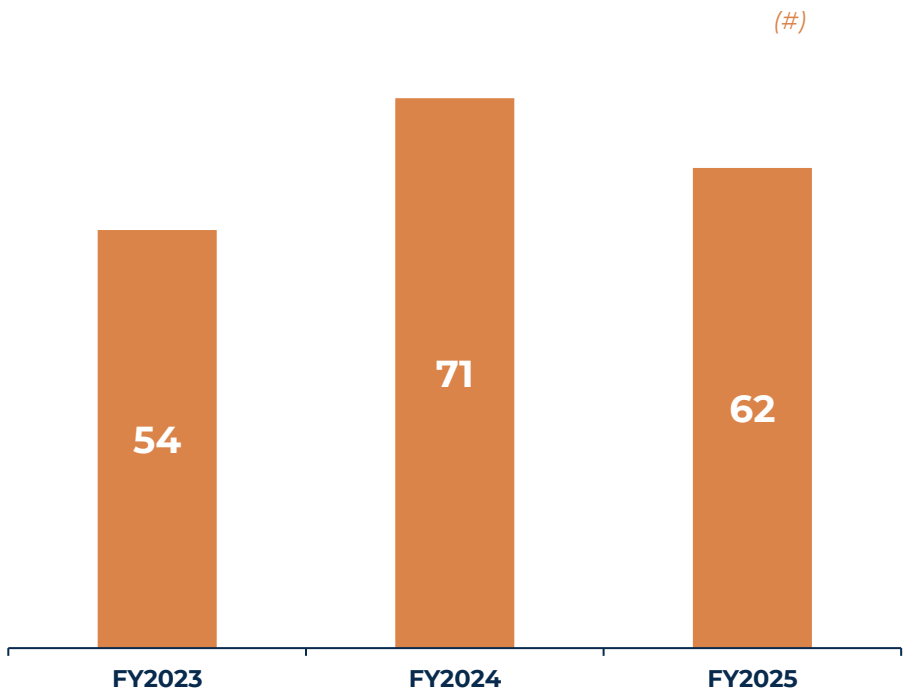
B2B & B2B2C customers since inception, including marquee names across nearly every vertical – new-age tech companies, businesses across industry verticals, automotive OEMs & government organisations

1000+

Customers on MaaS, SaaS & PaaS platform in FY25, **growing** healthily from 880+ in FY24, with many new customers acquired across all verticals.

- Customer growth, diversification and de-concentration, as well as retention, continues to trend healthily. We are happy that many of the customers have shown significant growth in revenue for us, due to up-sell/cross-sell initiatives.
- No loss of any significant customer during the year, while new customers were added significantly

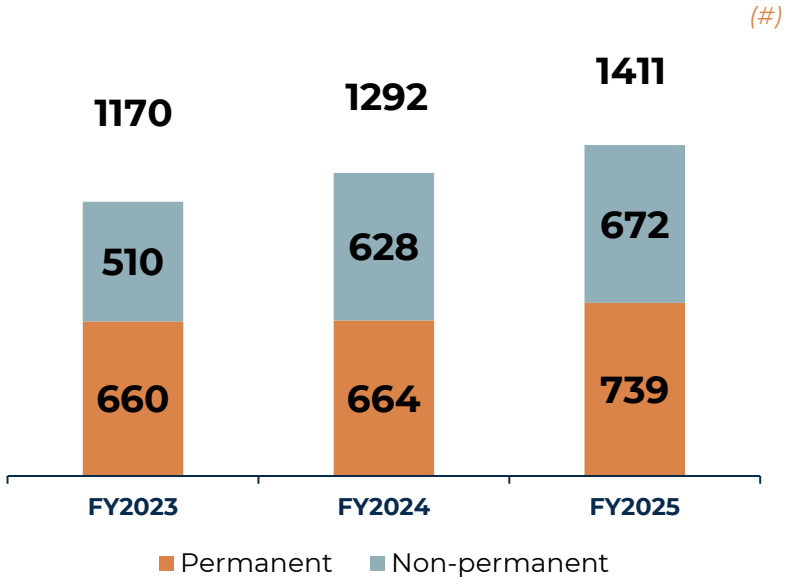
CUSTOMERS CONTRIBUTING 80% OF REVENUE



	FY2023	FY2024	FY2025
Retention Ratio	91%	87%	93%

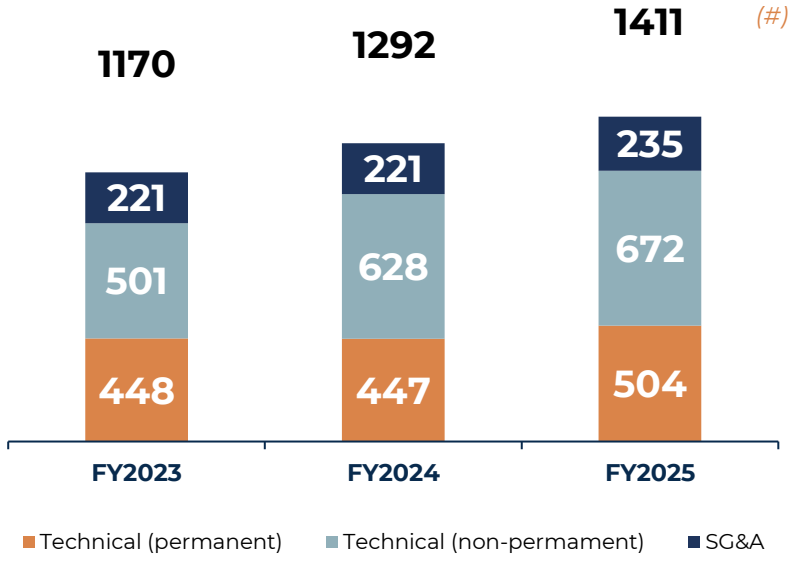
Employees

PERMANENT VS TEMPORARY



- We continue to up-skill our existing employees, and also bring in higher skilled technical permanent employees, to evolve with needs of our business.

BREAKUP BY FUNCTION



Attrition rate	FY23	FY24	FY25
	16.9%	9.8%	11.2%

Attrition is primarily seen at the lower level to bring the operational efficiency. No significant attrition at mid and top levels of management.

Key Investments in FY25

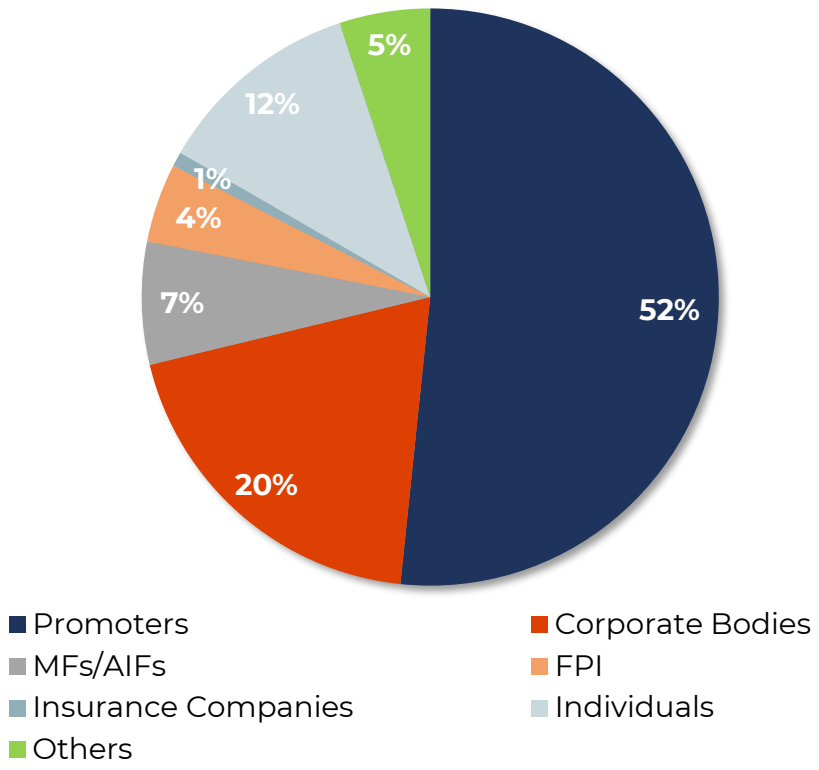
Date	Name	Overview	Rationale	Consideration
November	PT Terra Link	Joint venture with Hyundai Autoever based out of Indonesia	PT Terra Link Technologies, will be based in Indonesia and will concentrate on providing map-based solutions for automotive OEMs and other businesses across Southeast Asia.	Acquired 40% stake for IDR 65,708,000,000 / USD 4 Million / INR 35 Crore
November	Kaiinos Geo Spatial Technologies Private Limited	The Company is engaged in developing intelligent systems for strategy-making and execution, for GIS companies.	This investment will bolster the Company's strategic initiatives to support innovative technologies and enhance the business offerings	Acquired 19.8% stake on fully diluted basis for ~Rs. 2 Crore
November	Simdaas Autonomy Private Limited	Company is engaged in the business of simulation-driven development for autonomous systems, including autonomous vehicles and advanced driver-assistance systems (ADAS)	This investment will bolster the Company's strategic initiatives to support innovative technologies and enhance the business offerings	Acquired 9.4% stake on fully diluted basis for ~Rs. 3 Crore

Cash and Cash Equivalents (Including Financial Instruments) as of 31st March 2025

Particulars	Amount (INR crores)
Cash & bank balances	67
Bonds, FDRs and Mutual Funds	513
Equity oriented Investments includes Startup Investments and Strategic investments	80
Total Cash & cash equivalents (including financial instruments)	**660**

Shareholding Pattern :

Top Non-Promoter Shareholders*	% Holding
Phonepe Private Limited	18.7%
Zenrin Co. Ltd	3.5%
Franklin India Opportunites Fund	2.3%
Tata Mutual Fund – Tata Small Cap Fund	2.1%
ICICI Prudential	1.4%
Arisaig Asia Fund Limited	1.3%



Note: As on March 31, 2025

Board Members & Leadership Team

Parent Company
C.E. Info Systems Ltd.

Board Members

Rakesh Kumar Verma
Co-Founder, Managing Director & Group Chairman

Rashmi Verma
Co-Founder, Chief Technology Officer & Executive Director

Rohan Verma
Non-Executive Director

Shambhu Singh
Independent Director

Anil Mahajan
Independent Director

Rakhi Prasad
Non-Executive Director

Tina Trikha
Independent Director

Rajagopalan Sundar
Independent Director

Ranjan Kumar Mohapatra
Independent Director

Leadership Team

Rakesh Kumar Verma
Group Chairman & Managing Director

Rashmi Verma
CTO & Executive Director

Anuj Jain
Group CFO

Sapna Ahuja
President, Automotive Business & COO

Ankeet Bhat
President, Enterprise Business

Gino Kim
President, APAC

Rishin Kalra
Chief Product Officer, Auto Tech & IoT

Shishir Verma
Chief HR & Corporate Affairs Officer, Group Companies

Saurabh Somani
Company Secretary & Compliance Officer, Group Companies

Board Members & Leadership Team

Group Companies

Mappls DT | Gtropy | TLT

Board Members

Mappls DT Pvt. Ltd. (100% Subsidary)

Rohan Verma
Managing Director

Nikhil Kumar
Executive Director

Shambhu Singh
Non-Executive Director

Anil Mahajan
Non-Executive Director

Gtropy Systems Pvt. Ltd. (75.98% Subsidary)

Rohan Verma
Managing Director

Harman Singh Arora
Executive Director

Abhit Kalsotra
Executive Director

Anil Mahajan
Independent Director

Shambhu Singh
Non-Executive Director

PT Terra Link Technologies (40% Joint Venture)

Rohan Verma
Non-Executive Director

Gino Kim
Executive Director

Leadership Team

Mappls DT Pvt. Ltd.

Rohan Verma
Managing Director

Nikhil Kumar
President

Vishal Anand
COO, Geosystems

Gtropy Systems Pvt. Ltd.

Rohan Verma
Managing Director

Harman Singh Arora
Chief Executive Officer

Abhit Kalsotra
Chief Technology Officer

PT Terra Link Technologies

Gino Kim
COO

For further details please contact:

Saurabh Surendra Somani
Company Secretary & Compliance Officer, C.E. Info systems Limited

: +91 11 4600 9900
: investor.relations@mapmyindia.com

Diwakar Pingle/Sonia Keswani/ Shashank Ganesh
Ernst & Young LLP

: +91 22 6192 0000
: investor.relations@mapmyindia.com

Thank You

MAPPLS
MapmyIndia

Corporate Office
First, Second, & Third Floor,
Plot. No. 237, Okhla Industrial Estate, Phase-III, New Delhi 110 020, India
www.mapmyindia.com