



ADITYA INFOTECH LIMITED

Investor Presentation August-2025



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Management Commentary

Commenting on the Results, Mr. Aditya Khemka, Managing Director said:

“We are pleased to start FY26 on a strong note, with Q1 reflecting strong growth in revenue, profitability, and margins. **Revenue for the quarter rose by 16.4% YoY to INR 740.0 crores**, despite the limited availability of STQC-certified IP cameras, which only became available towards the end of June 2025.

EBITDA increased by 47.5% YoY to INR 64.9 crores, with margins expanding by 180 bps YoY to 8.7%, driven mainly by margin expansion in CP Plus product line. **Profit After Tax grew by 46.1% YoY to INR 32.9 crores.**

CP Plus has the largest portfolio of STQC and BIS-certified products currently in the overall market. As non-STQC stocks gets exhausted in the channel, a clear demand-supply gap is emerging, positioning us to gain significant market share across Government, Enterprise, SMB, and Home segment.

We further strengthened our innovation capabilities by opening a new R&D center in Ahmedabad, with another center in Taiwan already under process. In line with our localization strategy, we are progressing on complete backward integration of components including housings, cables, connectors, power electronics, and CCTV lenses, which will enhance supply chain resilience and cost competitiveness.

Our leadership team was strengthened with key senior appointments during the quarter, which will provide additional depth to our organization and strengthen our overall capabilities.

On the branding front, we launched impactful OOH campaigns across key airports and buses in major metros, emphasizing on STQC certified product range and CP PLUS Trusted Core (CTC) as a technology.

Our integration with AIL Dixon is progressing well, delivering synergies in manufacturing, supply chain and localization of BOM. **In addition, the INR 375 crores debt repayment from IPO proceeds has further strengthened our balance sheet, with the benefits of lower finance costs expected to be visible from Q2 FY26 onwards.**

With strong sector tailwinds, enhancing engagement in large government and enterprise projects, and improved funnel visibility, **we remain confident of outpacing the industry growth in FY26 with revenue growth to be in the range of 25–30%, EBITDA margins to be in the range of 10–11% in FY26, thereby driving sustainable improvement in profitability.**

Overall, we are confident in our ability to build on our leadership as India’s most trusted surveillance brand, deliver profitable growth, and create long-term value for all stakeholders.”



Aditya Khemka
Managing Director

Listing Ceremony 5th August, 2025





Financial Highlights Q1 FY26

ADITYA INFOTECH LIMITED

Q1 FY26 FINANCIAL PERFORMANCE

REVENUE

INR 740 CRORE



16.4% YOY GROWTH

EBITDA

INR 64.9 CRORE



47.5% YOY GROWTH

PROFIT AFTER TAX

INR 32.9 CRORE



46.1% YOY GROWTH



Consolidated Profit & Loss Statement

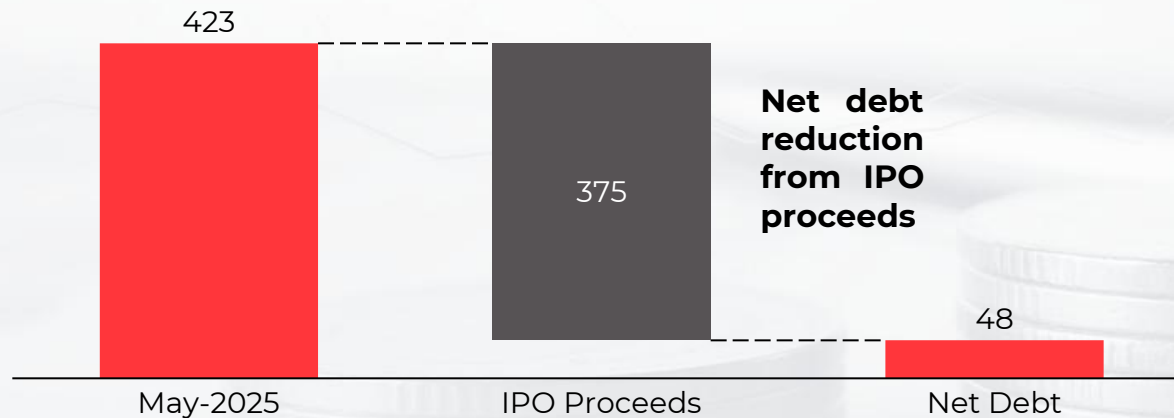
Rs. in Crore

Particulars	Q1 FY26	Q1 FY25	YoY (%)	FY25
Revenue from Operations	740.0	636.0	16.4%	3,111.9
Cost of Goods Sold	572.1	528.5		2,442.4
Gross Profit	168.0	107.5	56.3%	669.4
Gross Profit (%)	22.7%	16.9%		21.5%
Employee benefit expense	63.0	35.3		203.3
Other expenses	44.0	31.5		218.8
Other income	4.0	3.3		11.1
EBITDA	64.9	44.0	47.5%	258.4
EBITDA (%)	8.7%	6.9%		8.3%
Depreciation and amortisation expenses	10.4	4.5		31.1
EBIT	54.6	39.6		227.3
EBIT (%)	7.3%	6.2%		7.3%
Finance costs	10.5	9.1		41.8
Share of Profit/(Loss) in JV	0.0	0.0		0.0
Profit before Exceptional Item and Tax	44.1	30.4	44.7%	185.5
Profit before Exceptional Item and Tax (%)	5.9%	4.8%		5.9%
Exceptional item ²	0.0	0.0		-248.6
Tax	11.2	7.9		82.7
Profit After Exceptional Item and Tax	32.9	22.5	46.1%	351.4
Profit After Exceptional and Tax (%)	4.4%	3.5%		11.3%
Exceptional Item1(Net of Deferred Tax)	-	-		-213.1
Adjusted Profit after Tax ³	32.9	22.5	46.1%	138.2
Adjusted Profit after Tax (%)	4.4%	3.5%		4.4%
EPS	2.99	2.20		33.02

1. Margins are calculated on Total Income (Revenue from Operations+ Other income)
2. The exceptional item of Rs 248.6 Cr is related to the Gain on account of fair valuation of previously held equity interest in joint venture AIL Dixon as at the date of acquisition
3. Adjusted profit after tax for FY25 is before consideration of the exceptional item(net of Deferred Tax) of Rs 213.1 Cr which is related to the Gain on account of fair valuation of previously held equity interest in joint venture AIL Dixon as at the date of acquisition.

Significant reduction in debt

Rs. in Crore



Utilization of IPO Proceeds

- The company will utilise Rs. 375 Crores from the IPO Fresh Issue proceeds towards prepayment and/or repayment of certain outstanding borrowings
- This step will release internal accruals for strategic investments, capacity expansion, and growth initiatives
- Remaining IPO proceeds will be deployed towards general corporate purposes, further bolstering liquidity and financial flexibility

Guidance for FY26

Rs in Cr

Particulars (in INR Crore)	Actual FY25	Guidance FY26E
REVENUE	3,112	3,900-4,100 Cr
EBITDA	258	
EBITDA (%)	8.3%	10-11 %
Adjusted PAT ¹	138	
Adjusted PAT (%)	4.4%	6-7%

Estimated Revenue growth in FY26 --- YoY growth: 25-30%

Estimated EBITDA growth in FY26 --- YoY growth: 50%+

Estimated PAT growth in FY26 --- YoY growth: 75%+

FY26 Guidance

- The revenue guidance is driven by:
 - The **overall security industry is expected to grow at a healthy pace of 16-17%**, providing a strong market backdrop
 - The IP segment is projected to expand more rapidly at 25%+**, offering higher-value growth opportunities
 - We expect further market share gains**, strengthening our positioning and accelerating revenue momentum
- EBITDA and PAT guidance is driven by:
 - Strong EBITDA growth supported by **brand mix improvement and margin expansion in the CP Plus business**
 - Cost savings from retiring debt using IPO proceeds will improve profitability
 - Full consolidation of AIL Dixon (100% from earlier 50%) will add to operating earnings
 - Scaling efficiencies from overall plant operations, localization & further backward integration will further enhance margins

1. Adjusted profit after tax for FY25 is before consideration of the exceptional item(net of Deferred Tax) of Rs 213.1 Cr which is related to the Gain on account of fair valuation of previously held equity interest in joint venture AIL Dixon as at the date of acquisition.

Aditya Infotech Limited



CCTV Milestone



1995

Incorporation of
the Company

2007

Launched the 'CP
PLUS' brand in the
Indian market

2010

Launched IP
Cameras & Recorders

2017

JV with Dixon
Technologies (India) Ltd.

Brand 'CP PLUS' supports the
'Make in India' initiative & Launch
of "Ezy Kam +smart home and wi-
fi cloud security cameras.

2025

Listed on both, NSE and BSE
on 5th August 2025

2024

Acquired the remaining 50%
equity shares of AIL Dixon
Technologies Pvt. Ltd. from
Dixon Technologies (India)
Ltd. & entered into Services
Agreement with them.

2023

- Inaugurated 'CP PLUS Galaxy
Stores' in collaboration with
authorized partners across
India.
- Inauguration of Manufacturing
facility in Kadapa (Andhra
Pradesh)
- 4 Experience centers
Launched.

2021

CP PLUS Surveillance
Solution Safeguarded
Delhi Govt. Schools with
4MP IP Cameras

Board of Directors, Backed by Experienced Management Team



BOARD OF DIRECTORS

Hari Shanker Khemka
Chairman & Whole-time Director

~30 years of experience in the information technology & electronic video surveillance sector



Aditya Khemka
Managing Director

~30 years of experience in the information technology & electronic video surveillance sector



Ananmay Khemka
Whole-time Director

4+ years of experience in the internet of things sector



Atul Behari Lall
Non-Executive Director

30+ years of experience in the electronic manufacturing services industry sector
Vice chairman & managing director on the board of Dixon Technologies (India) Ltd.



Manish Sharma
Independent Director

19+ years of experience in the consumer electronics, manufacturing & technology sector Chairman at Panasonic Life Solutions India Private Limited.



Chetan Kajaria
Independent Director

24+ years of experience in the manufacturing sector Currently serving as joint managing director in Kajaria Ceramics Ltd.



Ambika Sharma
Independent Director

~37 years of experience in the international relations in India's apex industry body & in a bilateral international organization sector.



Himanshu Baid
Independent Director

30 years of experience, Himanshu is the Managing Director of Poly Medicure Limited (POLYMED).



Our Core Strengths



23.7% Revenue
CAGR FY22-25



Largest
Manufacturer
of **Surveillance
Products**



Comprehensive
portfolio of **electronic
security and
surveillance products**,
solution & services,
providing end-to-end
solution across vertical



Entrenched
**Relationships
Augmenting
Technology
Competencies**



Experienced
Management
Team Backed
By A **Committed
Employee** Base



Advanced
Manufacturing With
**Research &
Development**
Capabilities

1. Source: F&S Report; 2. largest manufacturer outside China; 3. for the security & surveillance industry in India; 4. largest manufacturer in terms of units manufactured in FY24 5. Market share in terms of revenue; Note: All data as of FY24



CP PLUS
Intelligent Security Systems

CP PLUS



20.2% Market
Share³ of The
Video Surveillance
Industry In India¹



2,900+ SKUs
Across Varied
Price Points



48 Branch
Offices & 13
RMA Centers



800+ Pan
India Network -
Distributors
in **500+** Cities
including in Tier
I, II & III –Catering
to a diversified
customer base



Ranked among
the top video
**security &
surveillance**
brands in Asia⁴



CP PLUS World
Experience
Centers



Comprehensive Portfolio, Providing End to End Security Solutions Across Verticals



Smart Home IoT Cloud Cameras

Upto 4MP Resolution, Full Color, Night Vision Modes, Active Deterrent, 4G Cameras, Floodlight Cameras



HD Analog Solutions

Full Color Cameras, Built-In Mic, Higher Resolution, DVRs



Intelligent Network Cameras

Upto 12MP, Motorized Zoom, IVS Functions, Smart Codec, SMD, Audio-I/O, Alarm-I/O, Long-Range IR



4G Cameras

Wireless, High-Performance 4G Outdoor Cameras, solar Powered Cameras



Thermal Cameras and long-range IR cameras

Smoke/ Fire/Motion Detection, Cold/Hot Spot Tracking, Stainless Steel Housing, IP68



AI-Powered Cameras & Solution

AI, ANPR, FR, People Counting, Heat map



Network Video Recorders

Upto 256Ch. - Upto 24 SATA, RAID Supported, Power Redundancy, IVS Supported



Mobile/ Onboard Surveillance

Mobile NVR/DVR Solution, Advanced AI-System Supported



Time-Attendance & Biometric Products

Fingerprint and face recognition biometric solution powered by AMS (workforce management tool)



Integrated Central Command & Control Solution

Video Wall solution, Storage solutions, EVMS Pro - Integrated VMS platform, Joystick



Interactive Displays

Upto 86" Interactive Display, OPS Support, Android Platform, Feature rich whiteboard



Wi-Fi 4G Routers

4G Sim Card support, Wi-Fi-802.11b/g/n Support



Door Lock

Digital Door Lock with Smart Keypad, Fingerprint Detection, Face Recognition



Dashcams

CarKam, CarKam GPS, CarKam with SD Card, CarKam GPS with SD Card



Body-Worn Cameras (BWC)

Upto 4K Resolution, Online & offline BWC, Support upto 512GB



PoE Switches and other Accessories & Products

Monitors, Power Supplies, Hard Disks, Cabling, Racks, Electromagnetic Locks, Housing, IR-illuminators

Advanced Manufacturing & Research & Development Capabilities with Focus on **QUALITY**



CP PLUS
Intelligent Security Systems



3rd Largest
Manufacturer of Surveillance Products

Globally in terms of units manufactured FY 2024₁



2900+
Employees
at the Plant



Reliability
& Testing Labs



High-speed
SMT lines



1. Source: F&S Report

Core Tech Partnerships



Strategic Partners

Dixon Technologies | VVDN Technologies | L&T Semiconductor Technologies (LTSCT)

Software & AI Solution



CP PLUS
Intelligent Security Systems



CP PLUS AI SOLUTION

CP PLUS.AI
Powered By - Avathon

Powerful AI-driven analytics, that provide detailed & actionable insights

- AI Powered Video Monitoring
- Video Analytics
- Security & Process Automation
- Optimized Hardware Offering



CP PLUS CLOUD STORAGE



24x7 Playback Availability



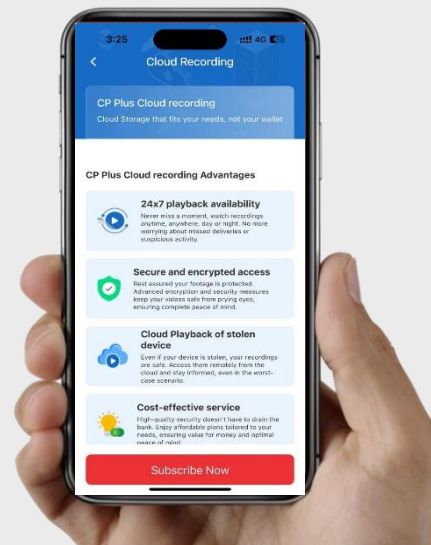
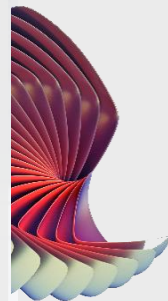
Cost-effective Service



Cloud Playback of Stolen Device



Secured Data Storage



CP PLUS SERVICES



AI-IoT based surveillance services



Health Monitoring System



Attendance Management System



Industry Overview

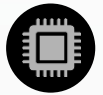


New Government Policies & Impact



CP PLUS
Intelligent Security Systems

Govt. Policies



Standardization Testing & Quality Certification (STQC)



CRO/BIS – Compulsory Registration Order For BIS



Public Procurement Order For Govt. Purchases

STQC Update



Largest range of Govt-Approved, Cyber-Secured, STQC-Certified Products

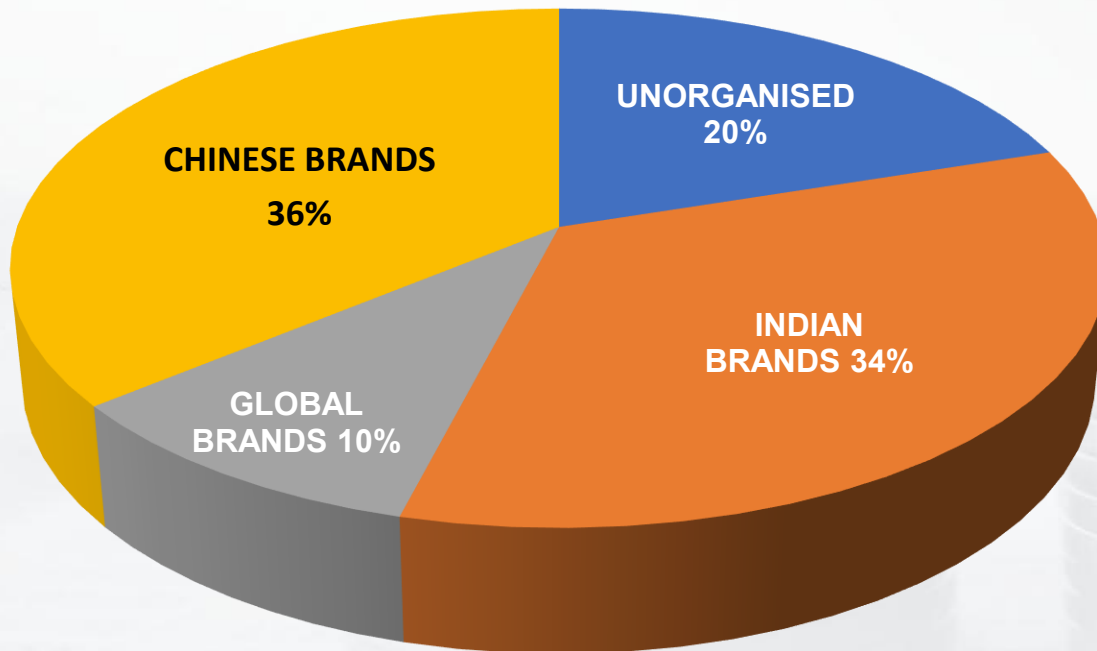


Largest range of Govt-Approved, Cyber-Secured, STQC-Certified Products

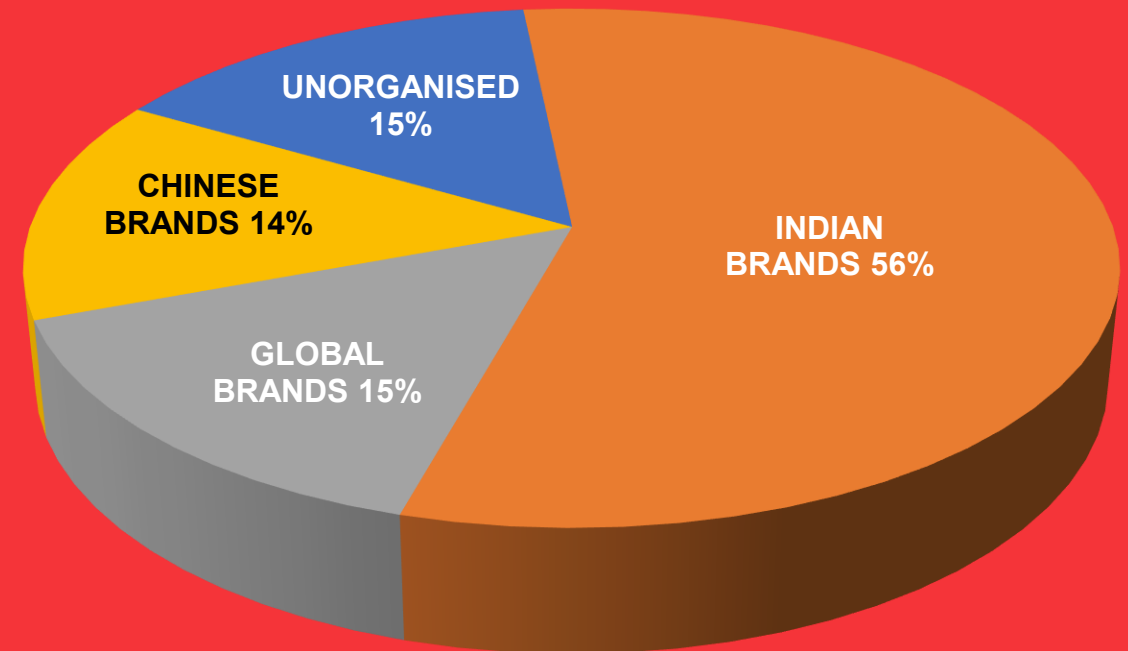


Brand Share

PRE STQC



POST STQC

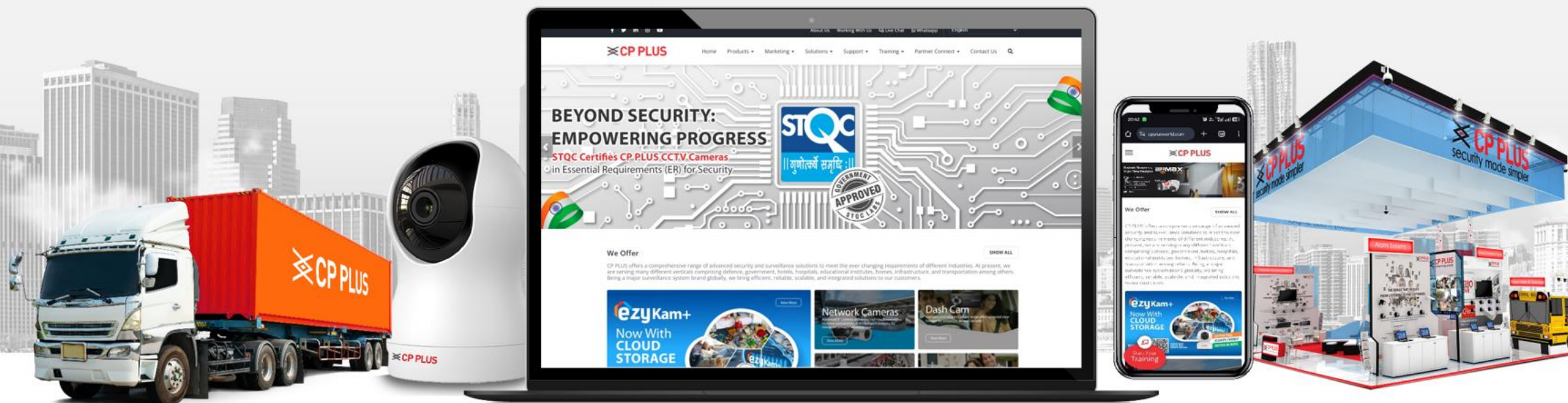


CP PLUS to be the major beneficiary with its strong brand recall, largest integrated manufacturing capacity, largest range of STQC certified products, omni channel presence and deep R&D

Business Strategy



Distribution & Reach



Channel
Partners

CP PLUS Galaxy
Stores

Modern Trade –
LFR/RF

SI & Distributor Network
in Tier 2,3,4 Cities

Online &
E-Commerce Website

Exports

GeM & Govt. SI's

Distribution & Reach



SERVICE SUPPORT

CP PLUS IntelliServe – 1-stop Customer Service & Support Center	Network of 48 Branch Offices & 13 RMA Centers	Pickup & Drop Services	Mission Tech Certification Training Program	Workshops
	Technical Support	Dealer Meet & Training Program	Webinars	

TRAINING & EDUCATION

Technology & Innovation

DSIR Approved
In-house R&D Lab



Boosting R&D in
Hardware, Software
& Platform



CP PLUS AI-Powered
Solutions for video analytics



New R&D Center in
Ahmedabad & Setup
under progress in Taiwan



Product portfolio
covering Home Products
and more



Integrated platform &
mobile app



presenting all new



CP PLUS Trusted Core:
**The Heart of
Reliable Surveillance**

More Trusted • More Secure • More Reliable



Secure Boot

Ensures only authorized
firmware runs during startup



Secure Transmission

Data sent online is protected &
has strong security



Strong Cryptography Algorithms

Defends against side-channel attacks
with advanced security measures



Tamper Proof

Specialized hardware prevents any
tampering with the device



Data Security

Sensitive information is protected
with strong encryption

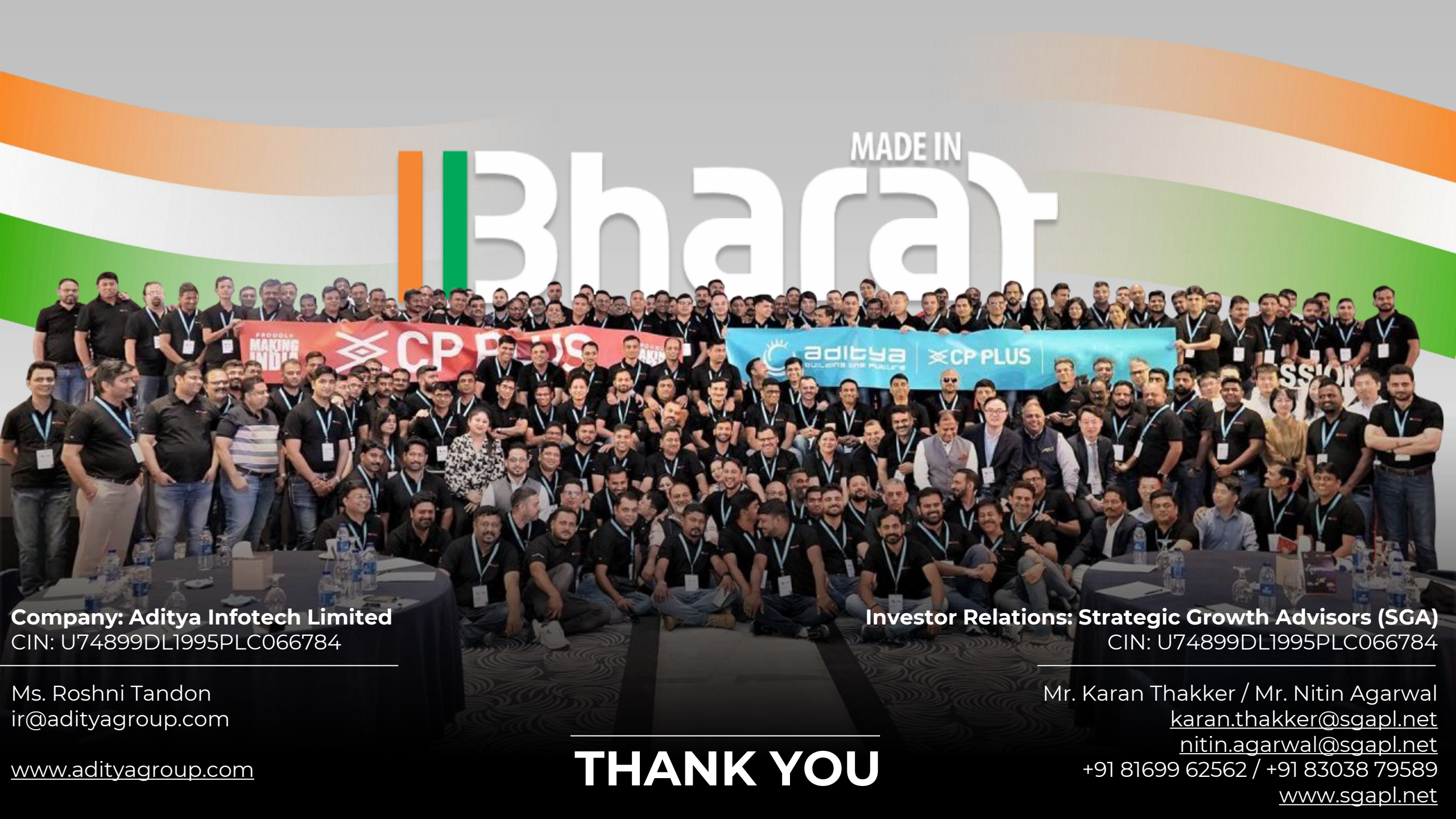


OOH CAMPAIGN AT PAN INDIA AIRPORTS



Awards & Accolades





Company: Aditya Infotech Limited
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THANK YOU