

**Vinsys IT Services India Limited**

(Formerly known as Vinsys IT Services India Private Limited)

Registered Office: S. No. 28/11-12 | 'Shivaji Niketan' | CTS No. 458A | Tejas Housing Society | Near Mantri Park | Behind Dhondiba Sutar Bus Stand | Kothrud | Pune - 411 038. Maharashtra, INDIA.

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Date: 8 March 2024

The Manager
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E),
Mumbai-400051
NSE Scrip Code: VINSYS

Sub.: Investor presentation – Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Sir / Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of the Investor Presentation for your kind information and record purposes.

The said presentation will be uploaded on the Company's website at www.vinsys.com.

You are requested to the same on your record.

Thanking you.

Yours faithfully,
For Vinsys IT Services India Limited

Gayatree Karandikar
Company Secretary &
Compliance Officer

Encl.: As above

Vinsys

Delivering skills. Driving success.

www.vinsys.com



Presentation

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Overview



What is Vinsys

Adapted to your needs



Training Solutions

Vinsys is an ISO/IEC 20000-1:2018, ISO/IEC 27001:2022 & ISO 9001:2015 certified organization, is a globally acclaimed individual and corporate training provider, has a legacy of empowering professionals with knowledge for 20+ years.

Nº1 corporate training company in **Middle East**, Nº2 in **India**

Enlightened and trained **over a million** professionals **2000** trainers

Library of **80k** courses

Authorized **training partner** to several **Fortune 500** companies



Digital Solutions

Vinsys is a certified **CMMI DEV/5** provider with focus on Data Management, Cyber Security, Innovation and Digital Product Management Resourcing Solutions.



Resourcing Solutions

Vinsys sources 'Hire-On-Contract Staff' for managing responsibilities encompassing human resources. We provide **trained resourcing** in all fields.

What Sets Us Apart - Courses

Breadth of courses

01

Catering to a large
number of Industries



02

Specialized, Advanced and
Beginner level courses offered



03

In person, online, tutor led
and self-help formats



04

Library of >80k courses



05

Customized for each
client's needs



06

1 day to several weeks



What Sets Us Apart - Our Partners

We train & certify products from various blue chip providers

What Sets Us Apart - Our Clients

We've built lasting relationships from government offices to Fortune 500 business

Technology



Bank



Telecommunications



Petroleum



What Sets Us Apart - Our Clients

We've built lasting relationships from government offices to Fortune 500 business

Industrial Groups



Gouvernment agencies



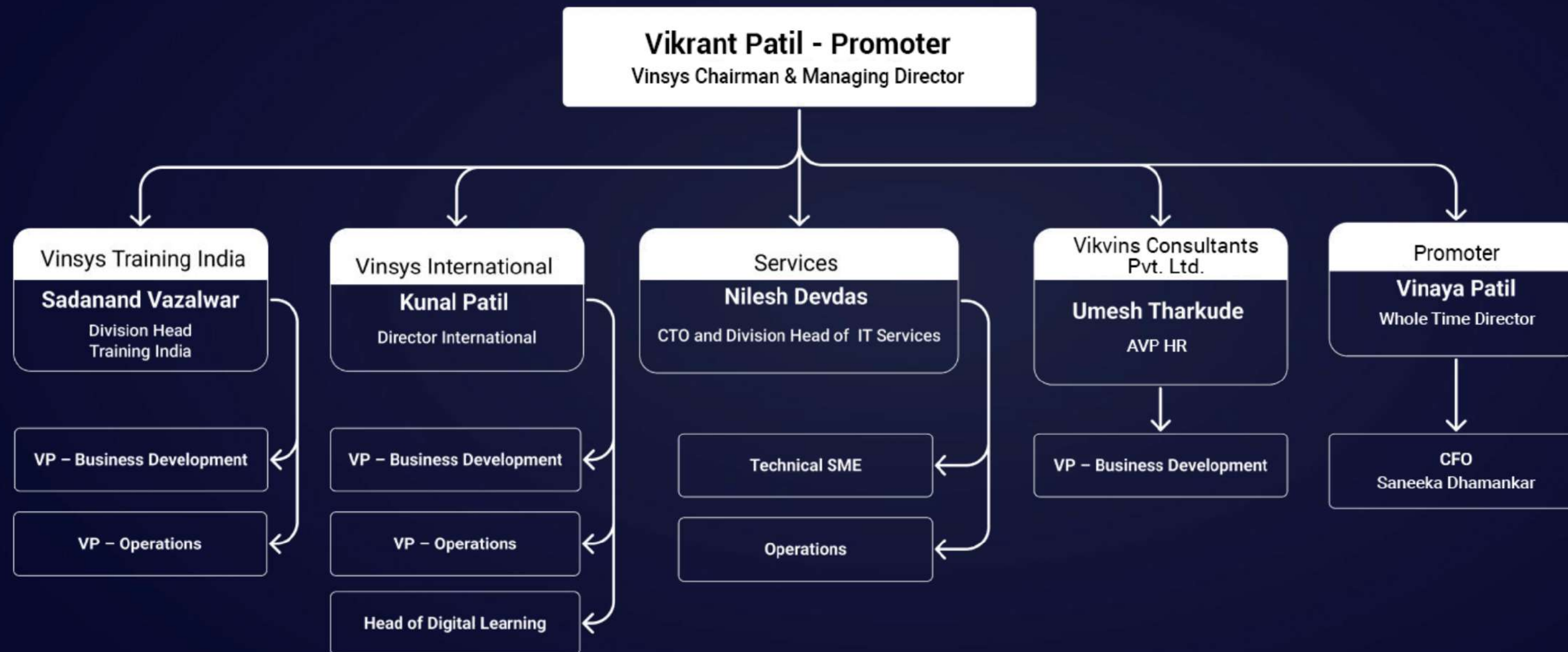
Aviation



Others



Organization Chart



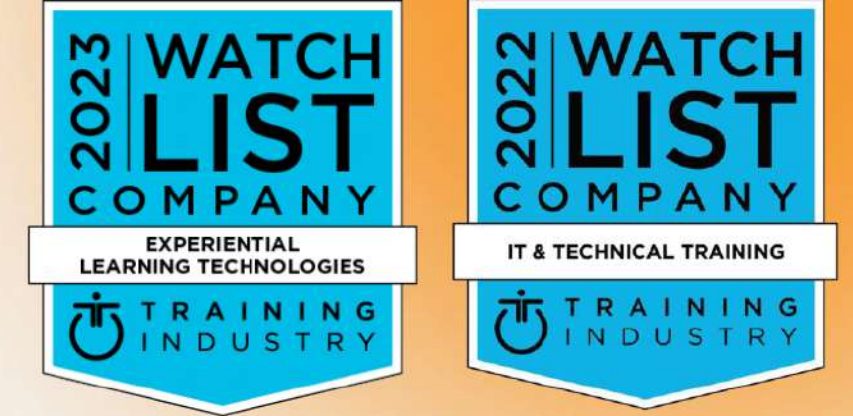
Top 50 team has
been together for
more than 15 years

Collective
experience of
management of
100 years

Lowest attrition
rate in the
industry

Awards & Accolades

We have been highly recognized



Premium training
partner for over 40
Fortune 500 companies



Best Distributor Autodesk
Education for 3 years in a row;
I.e. 2015, 2016, 2017



Key Project Consultant
Organization for State
Government, India



Exclusive Delivery Partner for
Hybris, A SAP Entity



Elected as Skill India Partner for
3 State Governments, India



IT Service Management
Implementation Partner for Vietnam
Stock Exchange



Major & Vital projects for organizations like
Saudi Telecom, BOT, Bank Muscat, NBD, IBM,
Accenture, Emphasis



IT Governance framework
implementation for One The Most
Prestigious Organization in Gulf,
"Dubai Customs"



Strong Foundation

- 01 Base to scale: Strong client base
- 02 Wide training library
- 03 Highly satisfied customers
- 04 Experienced management
- 05 Fine tuned business model



Business Acceleration



Growth Drivers

1a. Training and Digital Solutions – Grow Core Training

1. Why We Believe

150 Clients Client base with vintage over 3 years	26 US Govt related clients Huge Demand from Overseas Clients Added in 2022
300 Prospects Untapped immediate prospects	3 Years Average period of client contract
80% Pipeline of new opportunities growth Fixed Annual Pipeline	95% Client Retention Rate

2. Strategic Blocks

Product and Services Expansion

Go from:

Adding more than
2000 extra tutors
Adding more than
5000 extra courses

Enhancements of the eContent and eLearning solutions

New solution

eLearning: Moving from
only classroom to online &
self learn libraries.

Globalisation and New Centres

Establishing **sales and
business development teams**
in US, Europe and Africa.

Growth Drivers

1b. Training and Digital Solutions – Software Services

1. Why We Believe

- Created, implemented over 10 EKYC products
- Transfer management system
- Billing system
- Document management system
- Cross-Borders payment Transfer Platform
- Learning Management system
- Fixed Annual Pipeline
- Expansion of Software Services in new expanded market

2. Strategic Blocks

Scaling and Hiring of Resources

No hindrance in skilling in IT resourcing because of the **support of training division** - we can upskill.

Globalisation and New Centres

Establishing **development teams** in US and Europe.

Eligibility

Company now **eligible to bid for government** (India) project over \$15million (125 INR Crores) Turnover Certifications Proven track record

These are mandatory eligibility criteria for government projects - Next 2 years

Growth Drivers

2. Acquisition: repeatable model “double revenue, half cost”

Acquisition 1		March 2019
Corporate training, loss making business		
New Talent	Acquired 25 additional staff + enhanced tutor language capability. Tutors from acquired entity being used to serve existing client base.	
Clients	Acquired 50 new clients with avg billing of USD40k. Post acquisition margin on these clients increased by 50% by offering wider array of courses + better client engagement + lower service costs.	
Costs and Revenue Impact	Post acquisition –back end moved to India and servicing costs reduced by over 50%. Additionally due to enhanced services and portfolio of learning offered – billing increased by over 50%.	
New Referrals	Clients of target company – referred new business due to increased client satisfaction	

Acquisition 2			December 2020
Digital learning in new countries, defunct team			
Expansion to locations	Pre India, Dubai	Post India, Dubai, Abu Dhabi,	
New Talent	Acquired 25 additional staff + enhanced tutor language capability. Tutors from acquired entity being used to serve existing client base.		
Clients	Acquired 30 new clients with avg billing of USD40k. Post acquisition margin on these clients increased by 50% by offering wider array of courses + better client engagement + lower service costs.		
E-Learning Capability	Target company was a art digital learning platform that has rolled out across the existing Vinsys client base, that has created a current pipeline of USD 5m of new business.		

Growth Drivers

3. Resourcing: Helping clients outsource certain Business Functions

Wallet Share

Increase wallet share
Existing clients willing to
significantly

Clients

Very high client
retention rate

New Clients

Cross-selling
opportunities to
easily add new
clients

1. Why We Believe

2. Strategic Blocks

Globalisation and New Centres

Leveraging footprint of Corporate Training and Digital Solutions business, **resourcing** can be offered to existing clients.

Better IT Tools to Serve Clients more efficiently

New IT Tools have been developed in-house to serve clients more effectively that enables a scalable service model.
Synergies due to Corporate Training Division allows to **enhance skills of staff** to serve clients better.

Working Capital Efficiencies

New IT Tools have been developed in-house to serve clients more effectively that enables a scalable service model.
Synergies due to Corporate Training Division allows to **enhance skills of staff** to serve clients better.

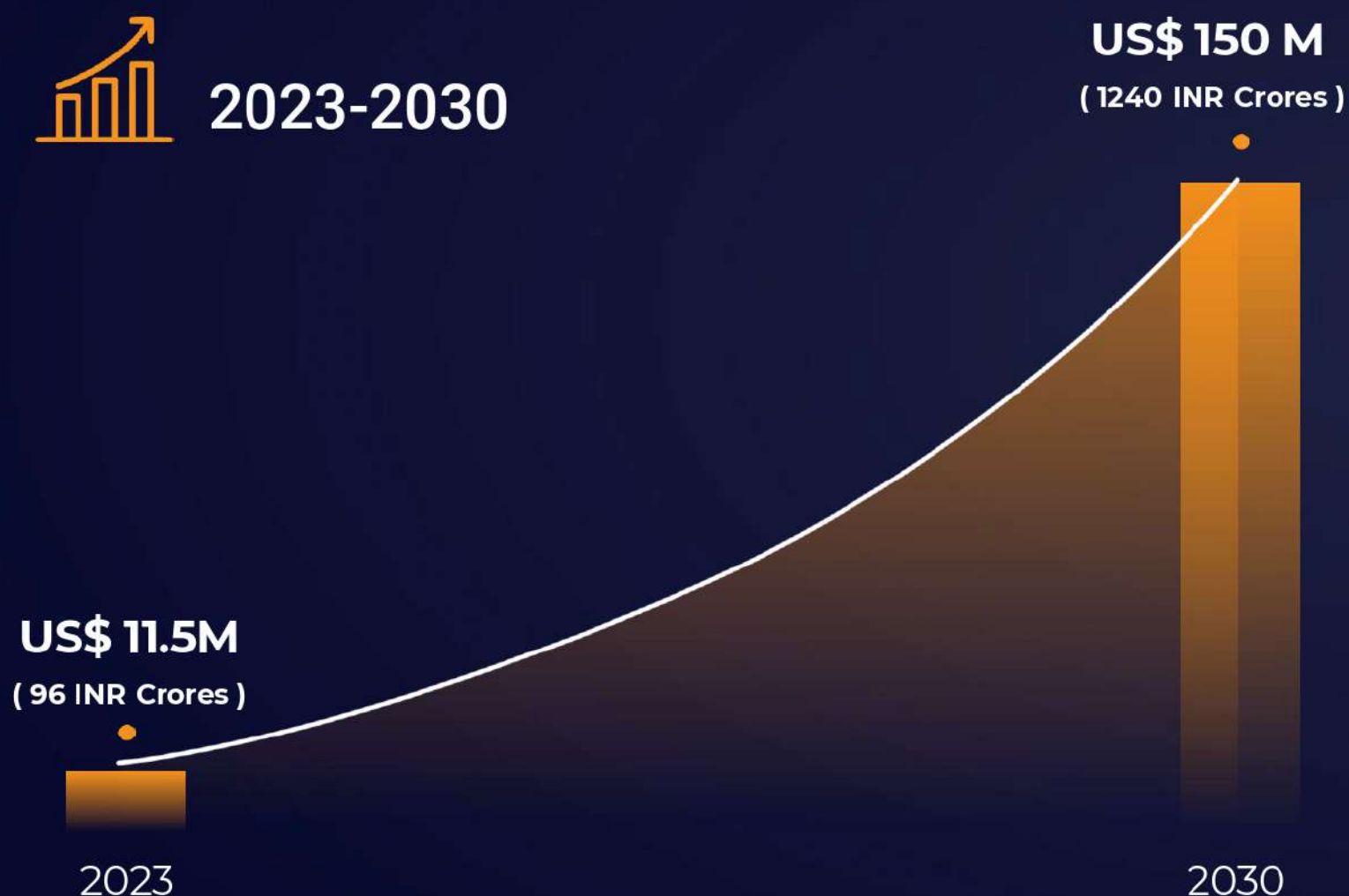
Enhancement of Sales Team

Establishment of a **dedicated Sales Team**.

Document management system
Billing system

Ambition & Capability To Deliver 10x

Next Phase of Growth



Scale up Training and Software & Digital Solutions

US\$ 90 M

(750 INR Crores)

(a) Core training growth + new centres in US and Europe

US\$ 50m (415 INR Crores)

(b) Focus on Digital solutions

Sservices US\$ 40m (335 INR Crores)



Acquisitions

US\$ 30 M

(245 INR Crores)

Double top line /
halve costs



Resourcing

US\$ 30 M

(245 INR Crores)

Further expansion of
resourcing clientele

3 Main Pillars

Financials

Vinsys Group Consolidated			INR LACS		
Particulars	FY 31.03.2023 (Actuals)	6 months 30.09.2023 (Actuals)	FY 31.03.2024 (Projected)	FYE 31.03.2025 (Projected)	FYE 31.03.2026 (Projected)
Revenue	9632	7940	16000	20520	26000
EBITA	2038	1003	3050	4280	5830
PAT	1501	802	2250	3150	4410

Road Ahead

Company Focus



Driven by Vision

Committed to continuous growth and innovation



Guiding Principle

Our strategic vision guides us toward
sustainable success



Strategic Focus

We aim to expand market presence, enhance
product offerings, and excel operationally.

Expanding Market Presence



Objective

To extend our market reach domestically and internationally.



Strategies

Identify and enter new markets, establish strong presence in key regions.



Approach

Forge strategic partnerships, execute targeted marketing campaigns, and prioritize customer satisfaction.

Enhancing Product Offerings



Innovative Solutions

Focus on innovation in our software service development to meet evolving customer needs.



Objectives

Continuous improvement through investment in research and development.



Strategies

Leveraging cutting-edge technologies, soliciting stakeholder feedback.

New Geographies



Exploring New Frontiers

Diversifying and expanding our global footprint.



Strategic Focus

Target regions with significant growth potential
aligned with our objectives.



Execution

Thorough exploration, strategic partnerships,
and prioritization of high-growth markets.

Digital Ed-Tech



Tech-Forward Commitment

Leveraging digital education technology for innovative learning solutions.



Personalized Experiences

Enhancing learning through immersive, personalized digital solutions.



Adopting Trends

Embracing adaptive learning, AI, and AR for next-generation experiences.

IT Services



Comprehensive Solutions

Providing a suite of IT services driving revenue, profitability, and client satisfaction.



Strategic Importance

Key in revenue generation, client relationships, and competitive positioning.



Offerings

Software development, consulting, and infrastructure management solutions.

Our Journey

Extend our journey to 2030



1998

Founded Vinsys



2003

Founded Outsourcing
Service Provider Vikvins



2004

Established Foreign
Language Services (FLS) &
Behavior Management
System (BMS) Training Unit



2005

Pan-india
Expansion
Begins



2007

Project Management &
Service Management
Domain



2009

Autodesk Authorized
Distributor For India &
SAARC Regions



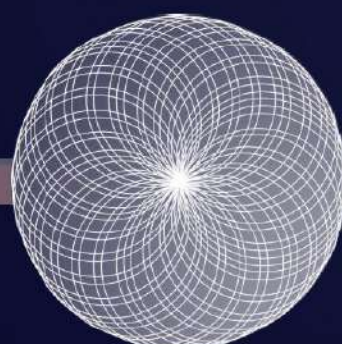
2011

Global Expansion
Begins With Middle
East & Africa



2013

Autodesk Education
Authorised
Distributor For
Middle East, Africa
Regions



2030



2023

Expanded to the
USA, Saudi Arabia
& Qatar

Listed on 11th
August on
NSE | Emerge



2022

Added Digital Learning



2020

Continue To Partner In
Global Transformations



2017

Autodesk Authorised
Distributor For Australia & New
Zealand Regions



2016

Initiated Training For
Establishments In USA &
Australia



2015

Master Partner For ATC
(Authorised Training Center)

Our Physical Presence



THANK YOU



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