

**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.

Contact: +91-20-25382807/43 | **Website:** www.vinsys.com

CIN: L72200PN2008PLC131274 | **Email:** vinsys@vinsys.com

Date: 15 May 2024

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex
Bandra (East), Mumbai-400051.

Dear Sir / Madam,

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

Ref.: Vinsys IT Services India Limited (Symbol / ISIN: VINSYS / INE00SJ01014)

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



FINANCIAL HIGHLIGHTS

FY2023-24

Vinsys IT Services (I) Ltd.



THE VISION

To be a leading and progressive global partner in the journey toward knowledge and growth!

A Digitally-transformed Approach to Corporate Training, Skill Enhancement, Upskilling, Cross-skilling, Reskilling & the All-round Professional Development of your Workforce

Brief Overview of Vinsys

Founded by Mr. Vikrant Patil in 1998, Vinsys is a prominent global service provider, that excels in delivering a comprehensive array of professional services spanning Technical & Business Training, IT Development & Software Solutions, Foreign Language Services, Digital Learning, Resourcing & Recruitment, and Consulting.

With certifications in ISO 9001, 27001, and CMMIDEV/5, our commitment to excellence is unwavering. Dedicated to upskilling individuals, our goal is to be at the forefront of the IT Training and Services industry, by constantly adapting modern technologies to provide the best learning experiences.





OUR MISSION

To contribute significantly to the success of our clients' business by offering cost effective and quality services that would result in Customer Delight.

Our Mission & Corporate Values

OUR CORPORATE VALUES



Our Key Features



4000+

Corporates across Continents.



1,000+

Subject Matter Experts.



100,000+

Titles in OTS Course library.



1500+

e-Learning Projects.



150+

Languages Supported.



400+

Certified Courses.



2+

Decades of Experience.



100+

Software projects executed.



50 Million+

Words Translated

VINSYS
1000000+
Trained Professionals.

OUR GROUP SERVICES





Market Snapshot

As on 15-May-2024 as per NSEINDIA.com



₹ 527.38 Cr

Market
capitalization



17.32

Earnings per
Share



23.02

Price-to- Earnings



₹ 400.05

52
Weeks' High



181 %

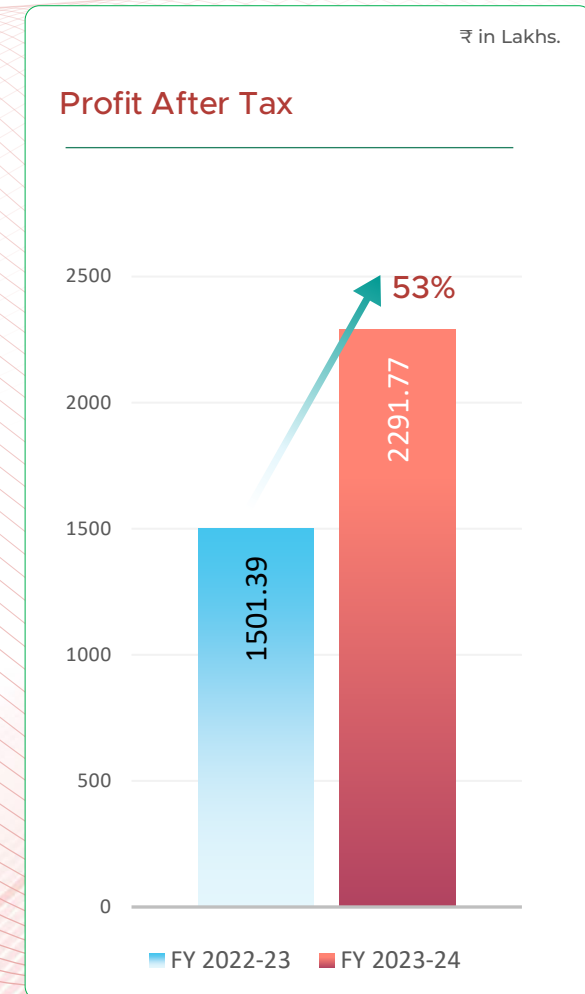
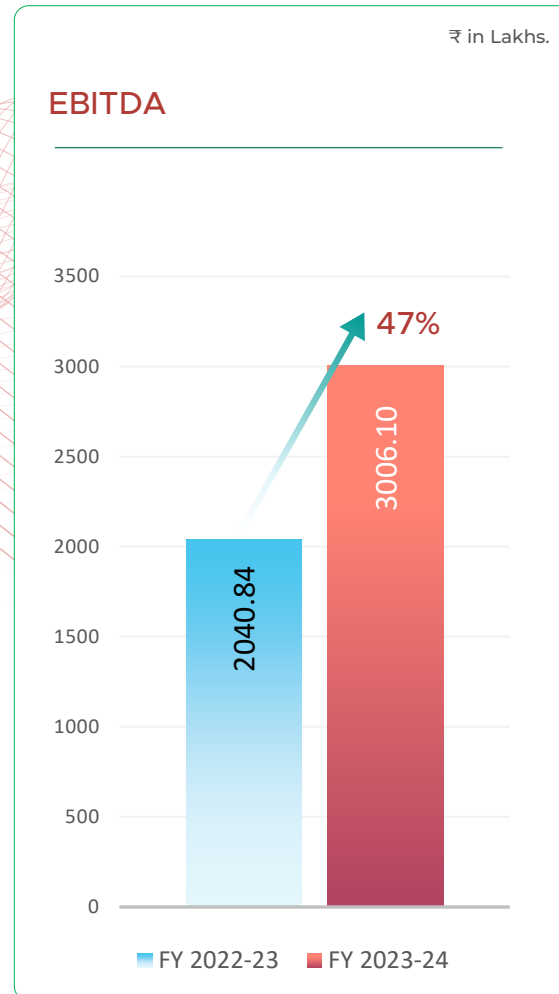
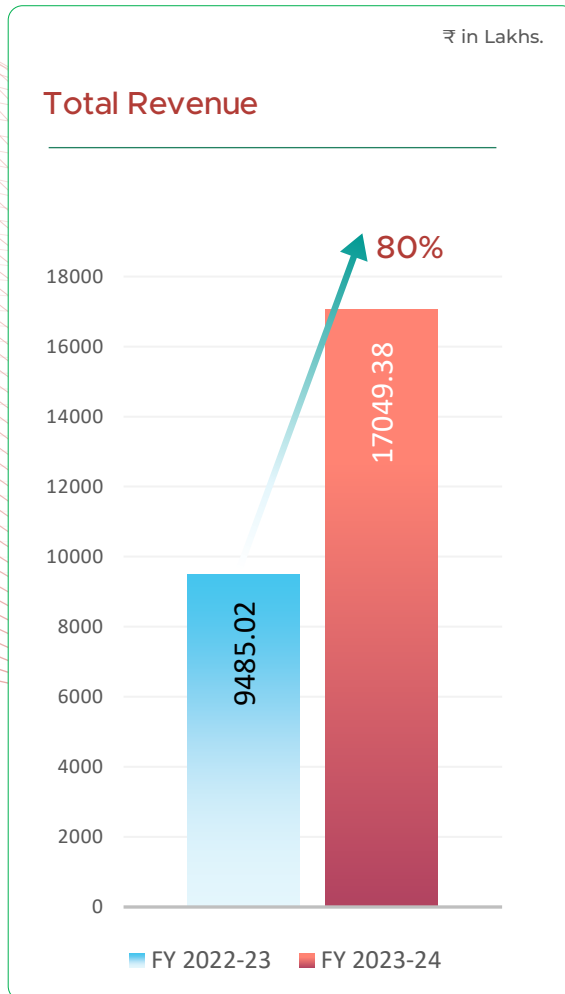
ROI
from Issue Price

Financial Highlights – FY 2023-24

Consolidated Financial Results – FY 2023-24 (₹ in Lakhs)

Particulars	FY 2022-23	FY 2023-24	YOY Change
Total Revenue	9485.02	17049.38	80% 
EBITDA	2040.84	3006.10	47% 
Profit After Tax	1501.39	2291.77	53% 

Financial Highlights – FY 2023-24





Highlights of the Year

Successful Expansion in Qatar & KSA

Office No. 131-04, Floor No. 1, Regus Business Centre, No. 65, Doha, Qatar



QATAR

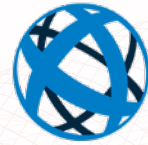
One Square, King Abdulaziz Road, Ar Rabi Area, Riyadh, KSA- 13315



SAUDI ARABIA



Highlights of the Year



CMMI DEV / 5SM

CMMI DEV 2.0 / Exp. 2025-01-13 / Appraisal #57356

In a short span of 2 years, the Company has been appraised to CMMi5 from CMMi3, recently.

BUSINESS BENEFITS:

- Eligibility for larger bids for government and corporate contracts.
- Increase in profits margins due to visibility of process and execution data.



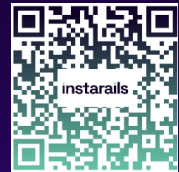


Highlights of the Year

Successful launch of our product Insta Rails in the USA Market. Insta Rails, an instant global blockchain payment company, aims to make payments instant, inexpensive, and inclusive for all. It leads the charge in revolutionizing cross-border payments, offering instant, inclusive solutions through innovative B2B SaaS API infrastructure.

instarails

Instarails, an instant global blockchain payment company, aims to make payments instant, inexpensive, and inclusive to all. The team is committed to enhancing the global economy, empowering immigrants from low and middle-income countries, and promoting financial inclusion.



B2B Payments



B2C Payments



C2C Payments



Mass Payouts



Supported in
75+ Countries.



Highlights of the Year



Vinsys in association with NABARD spearhead the computerization of 1200 PACS (Primary Agricultural Credit Societies) across six states: Jammu & Kashmir, Sikkim, Meghalaya, Ladakh, Tamil Nadu, and Arunachal Pradesh. NABARD, the National Bank for Agriculture and Rural Development, is a key financial institution in India focused on fostering rural development. It plays a vital role in providing credit and support to agriculture, rural entrepreneurship, and allied sectors. This effort aims to modernize agricultural finance systems, improving efficiency and accessibility for farmers. By leveraging technology, we're paving the way for enhanced rural development and sustainable agricultural practices, benefiting communities nationwide.



Growth Strategy

Plans to expand strategically across Oman, Southeast Asian, Oceanic and African countries, fortifying our global presence with targeted growth initiatives.



Growth Strategy

Exploring Partnerships in the EU



Acquisitions (Aq)

- Explore strategic acquisitions for a seamless integration of expertise.
- Acquiring synergistic entities to strengthen Vinsys's market position.

Joint Ventures (JV)

- Forge powerful collaborations to amplify market presence.
- Joint ventures open doors to shared success and mutual growth.

Desired Collaboration Areas

- Identify opportunities for innovation and shared learning experiences.
- Collaboration in developing cutting-edge training solutions.
- Mutual growth in the dynamic landscape of the EU.
- Vinsys is on the lookout for dynamic partners who share our vision for excellence.

Specific Criteria for Potential Partners

- Companies in the training or e-learning sector.
- Team size ranging between 2-10 people.
- Revenue between \$500k to \$1 million.
- Demonstrated innovation and adaptability in the industry.

Growth Strategy



Employee Stock Ownership Plan (ESOPs):

Foster ownership culture, incentivize staff by issuing company shares to the employees, for sustained engagement and alignment with company goals.



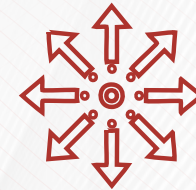
Immersive Learning Technology Adoption:

Integrate AI, augmented reality, and virtual reality into learning & establish innovation labs for continuous experimentation.



Senior Management Hiring:

Recruit seasoned leaders in Corporate Training, Software Development, and Digital Learning to drive growth strategies and navigate market dynamics.



Diversification of Offerings:

Diversifying offerings by exploring Healthcare, Hospitality, and Manufacturing sectors, with core focus on IT training, we're leveraging expertise to enrich offerings & expand market presence.



Few words from our clients



I am writing to express my sincere appreciation for the exceptional training programs delivered by Vinsys IT Services India Limited. Your instructors demonstrated high level of expertise, ensuring that the content was relevant, engaging, and immediately applicable to real-world scenarios. Thank you once again for the enriching training experience, and we look forward to the possibility of future collaborations with Vinsys IT Services India Limited.

*Varun Patil
Dy. National Lead - Human Resources
Bajaj Finserv*



To Whom It May Concern,

I am delighted to recommend VINSYS for their outstanding services to Petrofac International Ltd. Their contributions to our Digital Learning Initiative and Customized e-learning project for the Petrofac Academy's "Project Management Pathway Programme" have been exceptional. VINSYS has consistently demonstrated a deep understanding of our needs, delivering innovative solutions that have greatly enhanced our educational offerings. Their expertise in digital learning and e-learning content development has been instrumental in improving the learning experience for our fresh graduate students. Their responsiveness and flexibility in meeting our evolving requirements have been commendable, ensuring projects are delivered on time and within budget. In summary, VINSYS is a valuable partner for Petrofac International Ltd., and I wholeheartedly recommend their services to any organization seeking excellence in digital learning and e-learning program development.

*Sr. Advisor Organizational department
Petrofac international Ltd*



Vinsys has a very conducive learning environment, highly professional faculty and exceptional instructors who did not just teach but encouraged learning. I enjoyed every bit of my COBIT 5.0 training. I surely would come back again and again.

*Martins Olajide
KPMG*



Vinsys Group Investor Relations



[Investor.vinsys.com](https://investor.vinsys.com)

Mr. Vikrant Patil
Chairman and Managing Director



vikrant@vinsys.com

Mrs. Saneeka Dhamankar
Chief Financial Officer



saneeka.dhamankar@vinsys.com

Mrs. Gayatree Karandikar
Company Secretary



cs@vinsys.com

Upcoming events



Annual General Meeting

Our Physical Presence



INDIA

Pune

+91 20 67444700
enquiry@vinsys.com

Shivaji Niketan, Tejas Society, Behind Kothrud Bus Stand, Near Mantri Park, Kothrud, Pune - 411038

Hyderabad

+91 040 23114305
enquiry@vinsys.com

1st floor, Sai Prithvi Cyber Arcade, Hitech City Rd, above Bata show room, Megha Hills, Sri Rama Colony, Madhapur, Hyderabad, Telangana -500081

Delhi NCR

+91 20 67444700
enquiry@vinsys.com

Akasa Business Centre, 3rd Floor, C-27, Trapezoid IT Park, Sector-62, Noida -201301



USA

New York

+1 8445180061
enquiry@vinsys.us

132 West 31st Street, First Floor, New York, USA -10001

Wilmington

+1 8445180061
enquiry@vinsys.us

1209 ORANGE STREET, WILMINGTON, DE -19801

San Jose

+1 8445180061
enquiry@vinsys.us

3163 Loma Verde Drive, Unit 10, San Jose, CA -95117



UAE

Dubai

+971 4 3524949
enquiry@vinsys.ae

304, City Tower 2, Near Crown Plaza, Sheikh Zayed Road. Dubai, UAE. P.O.Box -213279

Abu Dhabi

+971 26661663
enquiry@vinsys.ae

Office #603, Madinat Zayed Office Tower, Muroor Road, Abu Dhabi, UAE, P.O. Box -109485



SAUDI ARABIA

Riyadh

+966 112474012
training.sa@vinsys.com

One Square, King Abdulaziz Road, Ar Rabi Area, Riyadh, Kingdom of Saudi Arabia -13315



QATAR

Doha

+974 40197711
enquiry.qa@vinsys.com

Office No. 131-04, Floor No. 1, Regus Business Centre, No. 65, Doha, Qatar