

110000010110000111  
111000101111000110

**ACS**

TECHNOLOGIES  
SINCE 1980

# STRATEGIC INVESTMENT OPPORTUNITY



ACS TECHNOLOGIES  
PROFILE

# WELCOME TO ACS



- ❖ Established in 1980, ACS Technologies Ltd headquartered in Hyderabad with offices in Visakhapatnam, Vijayawada, Bangalore, Kochi, Mumbai and Bangkok serves hundreds of Government, Defence, PSU and Corporate Organizations including numerous Naval Commands, DRDO/MoD Organizations, Airports and Banks.
- ❖ One of the few Pioneers in IT that has successfully worked with and crossed PC, Internet, e-Commerce and many other Technology revolutions is now expanding its technology and operations base into IoT, Data Analytics, AI and Smart Systems, along with its existing operations of IT Solutions, Infrastructure, Security / Surveillance and Core IT areas.
- ❖ ACS has invested heavily in Internet of Things, AI and Data Analytics and is successful in initial capture of an extremely high growth market.
- ❖ It is expanding its footprint by offering IoT, Smart Systems, e-Commerce and Product Oriented Solutions with its own Intellectual Property for Government, Corporates, Healthcare, Transport, Infrastructure and many other new vertical markets while being focused as an end-to-end solutions provider.
- ❖ ACS has started operations in Thailand and is establishing presence in Middle East, South Africa and APAC countries with a network of Technology and Business Partners.
- ❖ Providing Information Technology Products, Solutions and Services with International Quality Standards – 9001: Design and Development, 20000:IT Services, 27001:Information Security.
- ❖ MoU with Premier Academic Institutions like Naresuan University-Thailand, NIT-Raipur, GITAM University for Research and Product Development in Innovation. Successful PoCs with Long Term Agreement to Build, Promote, Innovate in collaboration model for Smart Systems for Campus, City and Digital Inclusion of Citizen Services.



Ashok Buddharaju  
MD & CEO

The Executive Management is led by the MD and CEO, Ashok Buddharaju. Ashok is an Engineering graduate in Computer Sciences. Ashok has worked diligently to build ACS on strong professional values. The quality of services by ACS stems from very strong fundamentals that he brings from his prior experience of over two decades in various IT companies viz. Wipro, Brigade and Varsun. Ashok brings to the table in depth insight in business processes across diversified industries. In his three decades of professional career, he headed the largest technical teams of supporting HP North America Consumer support during his tenure with Wipro and Brigade. Ashok played a key role in transforming ACS from traditional IT services provider to a business solutions company offering latest technological solutions.



Prabhakara Rao Alokam  
CFO

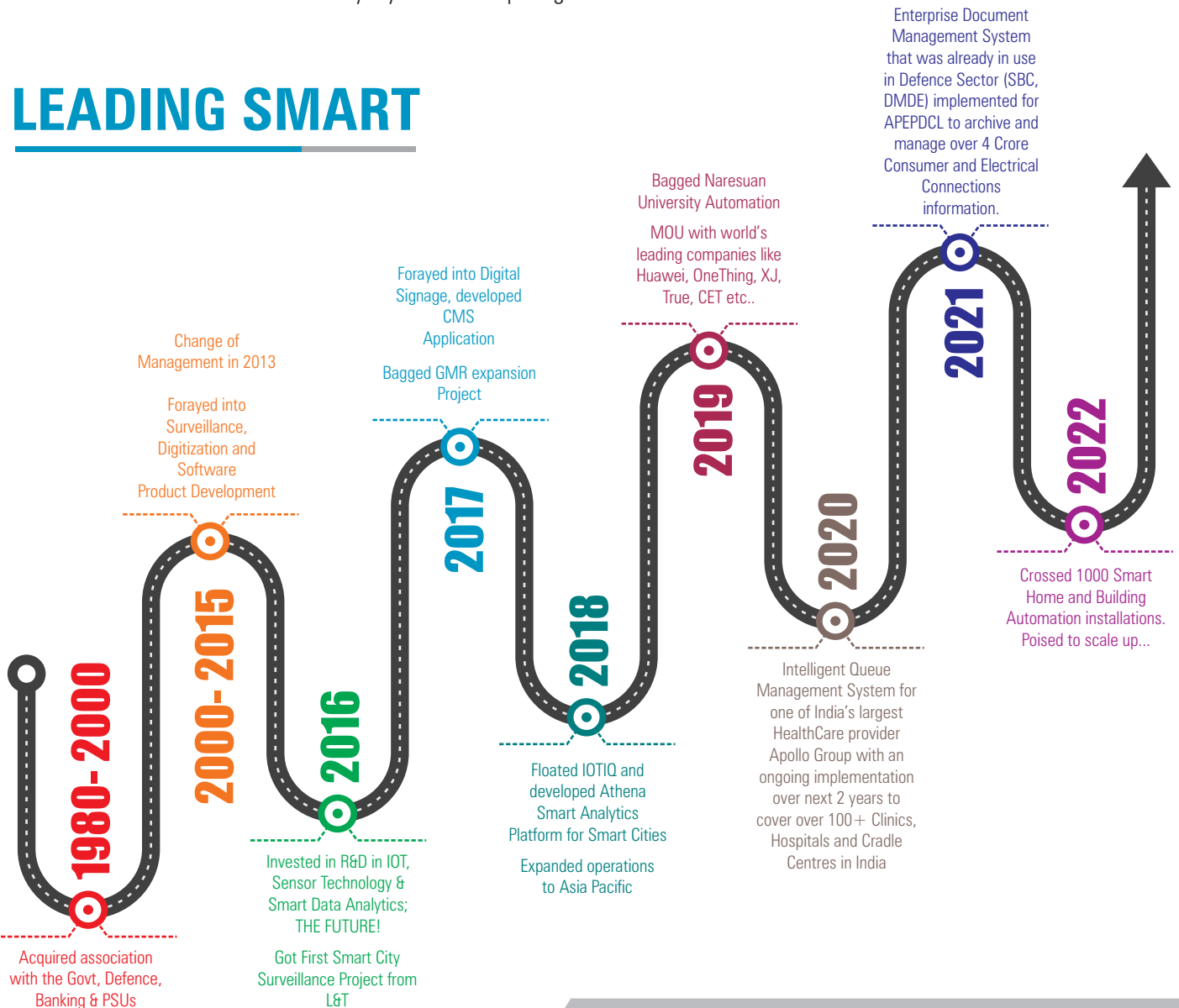
Prabhakara Rao is a CFO, played a key role in the Financing Strategy, Corporate Planning and Risk management and contributed to the company's rapid growth in turnover and profitability. He is a Chartered Accountant by profession and entrepreneur by choice. He is a seasoned financial professional who brings in 20 years of financial, industrial expertise and specialization includes strategic planning & development of business models. He is also a Board Director for a Logistics and Transport Management Company, Promoter for an IT/ITES Company engaged in IT Infrastructure Management, Security Solutions and Skill development. He has varied exposure in Agro based Seed Industry, Bulk Drug and Large Scale Dairy Industries.

# FACT SHEET



A SMART Solution Provider for everyday IT and Computing Needs

# LEADING SMART



# BUSINESS VERTICALS

## IT INFRA

- ❖ IT Infrastructure Support Services
- ❖ Network Design and Solutions
- ❖ Smart Data Centre Solutions
- ❖ Command Centre Setup and support



## SECURITY & SURVEILLANCE

- ❖ CCTV Solutions
- ❖ Boom Barriers, Bollards, Tyre Killers
- ❖ Solar Fence
- ❖ Access Control
- ❖ Safecity Projects



## SMART IOT TECHNOLOGIES

- ❖ Athena Analytics
- ❖ Home Automation
- ❖ Smart Hotel
- ❖ Smart Campus
- ❖ Smart Parking
- ❖ Smart Street lighting and Water



## SOFTWARE PRODUCTS

- ❖ IntelliQ
- ❖ DMS
- ❖ HelpDesk
- ❖ CMS
- ❖ LMS



# SOFTWARE PRODUCTS

### ACS IntelliQ – Intelligent Queue Management System

Market: HealthCare Sector (Clinics, Hospitals, Diagnostics), Service Sector (Banks, Telecom)

### ACS DMS – Enterprise Document Management System

Market: Mid to Large Corporates / PSU's / Govt / Defence with requirements of large archives of documents, work flows, audit trail management

### ACS Help Desk – Service and Help Ticketing and Resolution System

Market: SME's / PSU's / Govt / Defence, Call Centres / BPO Companies handling Customer issues (inhouse and external).

### ACS CMS – Digital Content Management System

Market: Ad and info streaming from remote servers in Apartments, Malls, Corporates, Hotels/Restaurants, Digital Signage

### ACS LMS – Learning Management System

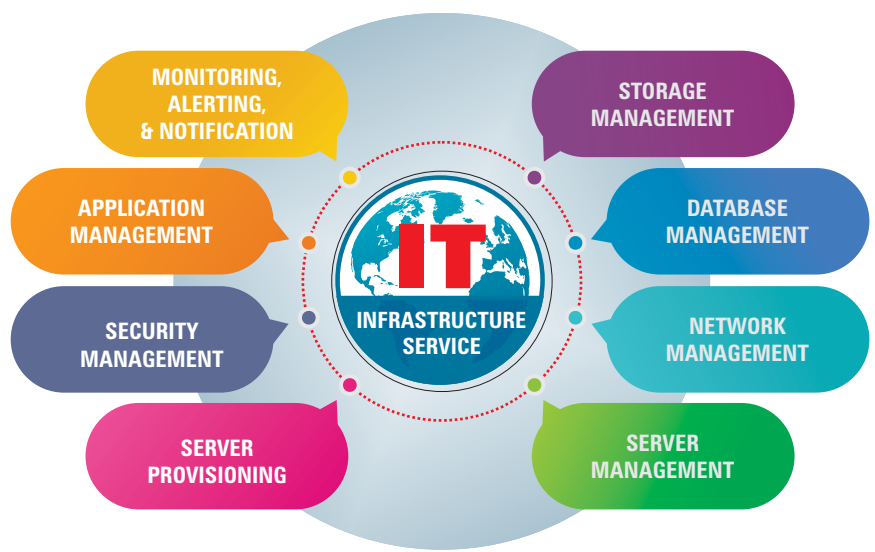
Market: Training and Knowledge Repository Software for Schools / Colleges / Distance Education / BPO / Corporate Training, Govt / Railways / PSU / Banking Sector Skill Enhancement Trainings

# IT INFRASTRUCTURE, SECURITY AND SURVEILLANCE

Since its inception, ACS has been a master provider of Information Technology Infrastructure support services. Evolved with the technology, mastering and delivering a cohesive, end to end optimization of IT Infrastructure and Data Centers which are aligned with business trends and availability of latest technology and techniques, we provide comprehensive solutions thereby transforming an organization into a total IT driven enterprise.

Our IT Infrastructure Solutions include turnkey projects involving end-to-end Design & Implementation of Network, Smart Server Solutions, Storage Solutions, Security and Infrastructure.

We leveraged our extensive expertise in IT Infrastructure to foray into Smart Security and Surveillance. We manage multi-vendor and multi-system-based services in Electronic Security, Dynamic Security concentrating on providing state-of-the-art services for Design, Installation, Commissioning and Management of the systems in the Security and Surveillance segment. The systems include Closed Circuit Televisions (CCTV), Access Control, Fire Detection and Alarm, Perimeter Protection & Intruder Detection, Metal Detectors, X-Ray Machines, Boom Barriers, Tyre Shudders, Bollards, Road Blockers etc.



## SOME OF OUR IMPLEMENTATIONS

Successfully implemented Hyderabad and Visakhapatnam SafeCity Surveillance Projects

Implemented large Surveillance projects for Naval Commands

40 years of experience in managing IT Infrastructure for Defence, Government, PSUs, Banking and Corporates

SAP, Oracle and DMS Application support for the Naval units



# SMART IOT TECHNOLOGIES

## ABOUT IOTIQ

- ❖ Key Focus Areas:
  - ◆ Smart Solutions for Campus, Building, Corporate, Home, Industrial and City Automation.
  - ◆ Data and Intelligence as the theme to enable Control, Monitoring, Optimization and Convenience.
  - ◆ Cost effective, Make In India and Intelligent Systems that understand Customer Needs.
  
- ❖ Established in 2018 to Build Technology and Solutions in IoT, Smart Data Analytics and Automation and backed by promoters of ACS Technologies Ltd, a 40 year old Indian IT Company.
  
- ❖ Built Own Prototypes, Proof of Concepts and Partner Eco System to Go To Market in a small way in 2019-20.
  
- ❖ Two years of sustained combination of Innovation, Development and Marketing to rise to a branded status in local markets.
  
- ❖ Explored APAC and ME markets and made prospect inroads.
  
- ❖ Set on an exponential growth path...



1. Build a platform for Smart Data Analytics -Athena Smart Analytics.
2. Interconnect own IoT Sensors.
3. Interconnect partner Sensors.
4. Build Tier 3 (End User), Tier 2 (Integrated) and Tier 1 (Enterprise) Applications.
5. Open the Platform to Global IoT Developer Community - Enterprise, SME, Startups, Researchers, Students.



# OUR OTHER APPLICATIONS

- ❖ Over 20 products with R&D ongoing for another 10+
- ❖ Smart Solutions giving Monitoring, Convenience, Savings, Security and Ease of Maintenance of all Energy, Water, Transport, Environmental and other non-IT Infrastructure of homes, buildings, campuses, factories, townships and cities.



**SMART ENERGY**



**SMART BUILDINGS**



**SMART SECURITY**



**SMART GATED COMMUNITIES**



**HOSPITAL AUTOMATION**



**AUTOMATION FOR ENTERPRISES**



**SMART PARKING SOLUTIONS**



**SMART LIGHTING**



**OFFICE AUTOMATION**



**HOTEL AUTOMATION**



**SMART CAMPUS**



**SMART CITIES**



**INDUSTRY AUTOMATION**



**SMART AGRICULTURE**



**SMART STREET**



# ACS CLIENTELE

## GOVERNMENT SECTOR



## DEFENCE



## CORPORATE

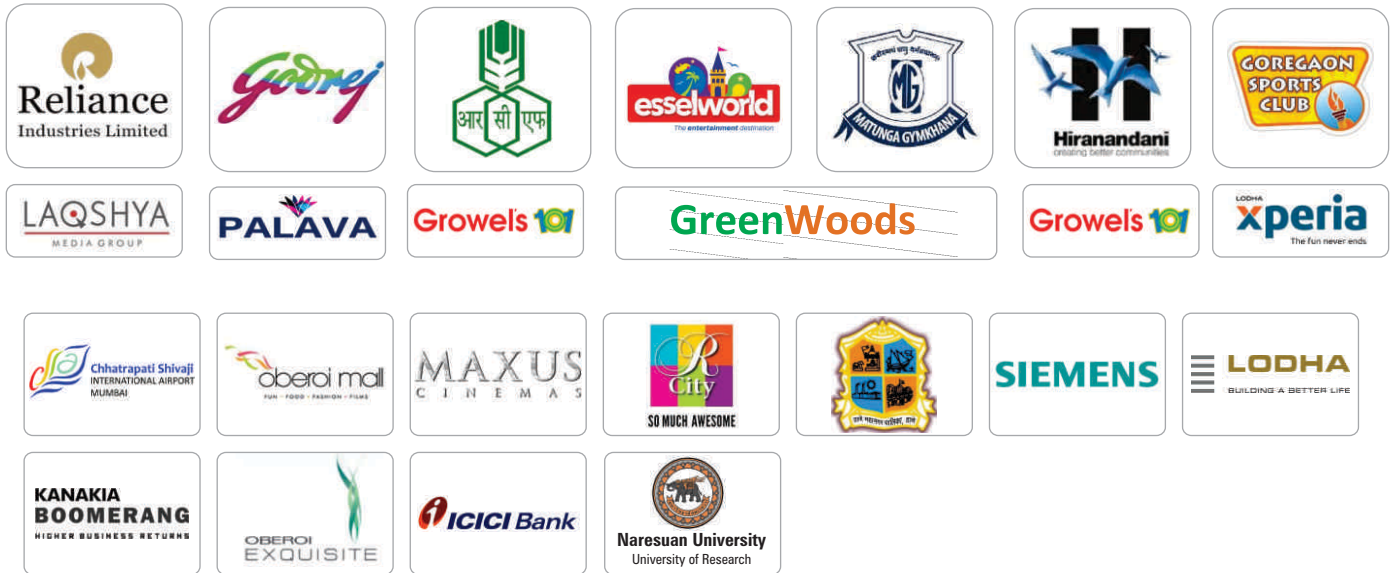


## BANKING





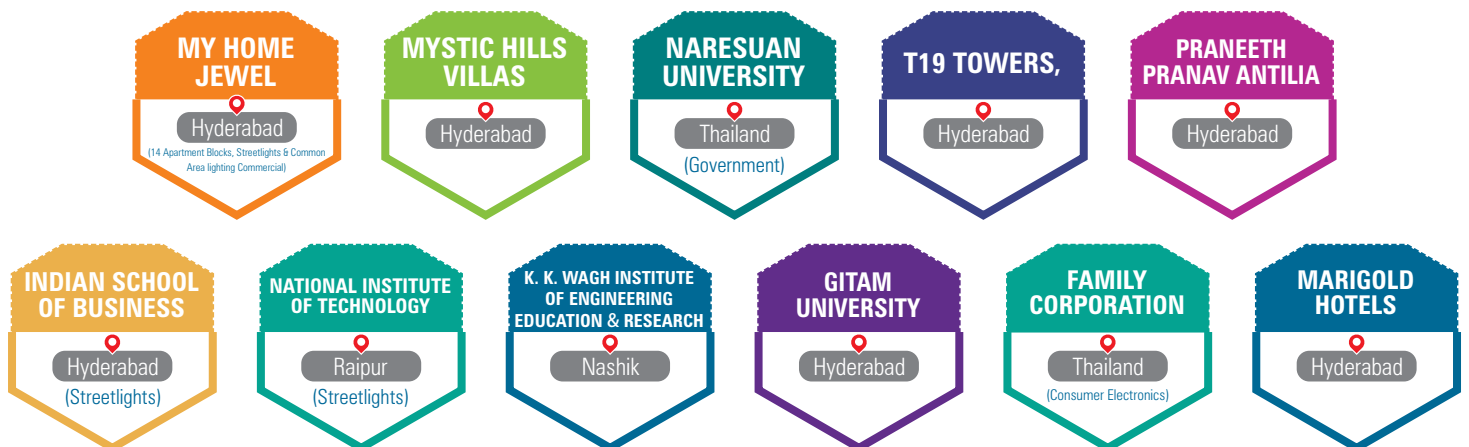
# IOTIQ CLIENTELE



## SOME OF OUR SMART INSTALLATIONS

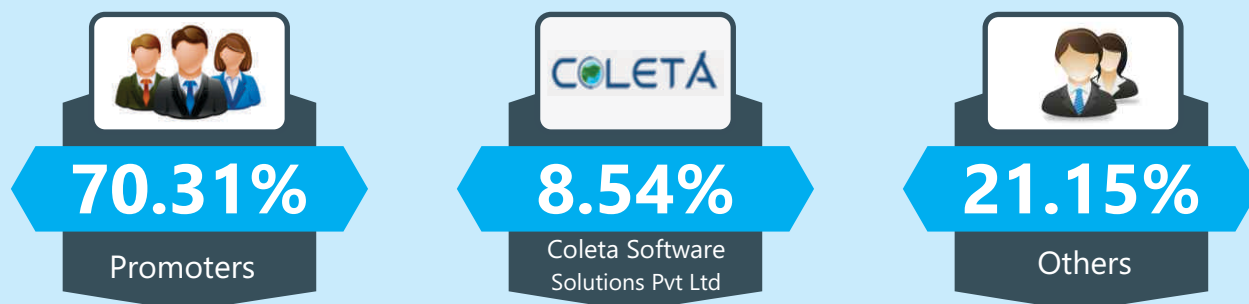
These are some examples of our excellence. We are currently working on many more projects and individual clients.

# SIGNIFICANT PROJECTS



# SHARE HOLDING PATTERN

As at 31-Mar-2022



## FINANCIALS - REVENUE BREAKUP

Unit: INR Cr

Particulars	Year'19	Year'20	Year'21	Year'22	Year'23	Year'24	Year'25	Year'26	Year'27
IT Infra Supply & Maintenance Services	43.64	47.43	48.71	48.17	55.59	61.15	64.21	73.84	81.23
Security Surveillance & Turnkey Projects	7.13	12.29	9.21	11.51	27.00	36.12	47.14	54.21	59.63
Smart Technologies	0.13	0.94	1.20	2.10	12.50	25.00	32.50	37.38	41.11
Software Solutions	0.08	0.91	5.40	5.33	7.50	10.00	15.00	17.25	18.98
<b>Total</b>	<b>50.98</b>	<b>61.57</b>	<b>64.52</b>	<b>67.11</b>	<b>102.59</b>	<b>132.27</b>	<b>158.85</b>	<b>182.68</b>	<b>200.95</b>

\*FY 2018-2021 Data Actuals Financials      Provisionals      Data Projections

## FINANCIAL HISTORY

Unit: INR Cr

Particulars	31 March, 2019	31 March, 2020	31 March, 2021	*31 March, 2022
Revenue from operations	50.92	61.48	64.48	67.05
Other Income	0.06	0.09	0.04	0.06
<b>Total Revenue</b>	<b>50.98</b>	<b>61.57</b>	<b>64.52</b>	<b>67.11</b>
Gross Profit	8.38	10.49	7.39	8.58
EBITDA	6.52	6.38	4.35	7.62
EBT	4.08	4.79	2.82	4.06
Net Profit/loss	3.28	3.71	2.02	3.00

\*FY 2021-2022 Data Provisional Financials

## PROJECTED FINANCIALS

Unit: INR Cr

Particulars	Year'23	Year'24	Year'25	Year'26	Year'27
GROSS PROFIT	17.12	26.18	34.84	40.19	45.82
EBIDTA	15.62	23.93	31.84	36.19	40.82
EBIDTA % (% Of Gross Profit on total Revenue)	15.23%	18.09%	20.04%	19.81%	20.31%
EBIT	14.22	22.63	30.62	34.97	39.59
EBIT%	13.86%	17.11%	19.27%	22.01%	24.92%
EBT	13.57	22.24	30.44	34.85	39.52
EBT%	13.23%	16.82	19.16%	21.94%	24.88%
EAT (Earnings After Tax)	10.18	16.68	22.83	28.79	29.25

\*FY 2022-2025 Data Projected Financials

# GROWTH & EXPANSION PLAN

Particulars	Rs.In Cr.	Percentage	Timeline/Remarks
PAN India Expansion (Delhi NCR, Bangalore, Pune, Bhubaneswar, Chennai, Kochi, Mumbai, Chadigarh, Ahmedabad, Nagpur, Raipur)	2.00	6.67%	Starting from 1 <sup>st</sup> quarter to ent of 4 <sup>th</sup> quarter in 2022-23 in phased manner
Overseas Expansion (Thailand, Singapore, Dubai, Bahrain, USA, South, Africa)	2.00	6.67%	Starting from 1 <sup>st</sup> quarter to ent of 4 <sup>th</sup> quarter in 2022-23 in phased manner
R&D on IOT, Software Products & Market Intelligence	2.00	6.67%	Starting from 1 <sup>st</sup> quarter in 2022-23 in phased manner
IOT Assembly Unit/ Acquisition of established unit	2.00	6.67%	Planning to set up in the third quarter of 2022-23
Working Capital	22.00	73.33%	This will be used for the execution of projects.
<b>Total</b>	<b>30.00</b>	<b>100.00%</b>	

## FAIR VALUE

### Valuation :

Computed the Value of Equity Shares of ACS Tech based on Discounted Cash Flow Method which is mentioned below

### Value of Equity :

The Value of Equity has been arrived at based on the Company's business, future plans and projections. The detailed valuation of Equity has been set out in Appendix I

The Fair Market Value per share of Equity  
as at April 01, 2022:

**Indian Rupees 59 per EquityShare**

\*Contact us For a Detailed Fair Value Report (Appendix 1)

# HOW TO INVEST IN 3 STEPS

- 1 KYC
- 2 Payment to be made towards G.A Capital Management Private Limited
- 3 On receipt of payment to G.A. CM, stocks to be transferred to clients demat a/c

Investment time frame will be a period of 8-12 months

#### Required Documents

- Pan Card
- Aadhar Card
- Demat a/c details - (CML Copy)
- Bank Details

## DISCLAIMER

This document has been distributed by **G.A Capital Management Private Limited** On a strictly confidential basis. It has been prepared exclusively for the benefit and internal use of the recipient and does not carry any right of reproduction or disclosure. The information and projections contained herein can not be disclosed, reproduced or used in whole or in part without the express prior written permission of G A Capital management.

**G.A Capital Management Private Limited** makes every effort to use reliable comprehensive information, but makes no representations or warranties, express or implied or assumes any liability for the accuracy, completeness, or usefulness of any information contained in this document. G A Capital Management, its directors, employees and agents will not be liable for any direct, indirect, incidental or consequential damages sustained or incurred in connection with the use, operation, or inability to use, or reliance on the information contained in this document



#### ACS TECHNOLOGIES LIMITED

Plot No: 797 A, Sai Krishna Building,  
3rd Floor, Road No: 36, Jubilee Hills,  
Hyderabad - 500 033, Telangana

For Investment Enquiries



#### G.A CAPITAL MANAGEMENT PRIVATE LIMITED

Kura Towers, 1-11-254 & 255, 9th Floor, Sardar Patel Road,  
Motilal Nehru Nagar, Begumpet, Hyderabad, Telangana 500016

Email: [contact@gacap.com](mailto:contact@gacap.com) | Web: [www.gacap.com](http://www.gacap.com)

**Mobile No: +91 91549 04686**