



being there...

ZEN TECHNOLOGIES LIMITED

Certified ISO 9001:2015, ISO 27001:2013, ISO 14001:2015, CMMI ML5

Regd. Office : B-42, Industrial Estate, Sanathnagar

Hyderabad – 500 018, Telangana, India

Phone: +91 40 23813281, Fax No: +91 40 23813694

Email: info@zentechnologies.com Website: www.zen.in

Corporate Identity Number : L72200TG1993PLC015939

Date: 30th January 2021

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai- 400001
Through: BSE Listing Centre
Security Code: 533339

To
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400 051
Through: NEAPS
Symbol/Security ID: ZENTEC

Dear Sir/Madam,

Sub: Press Release Q3 FY 2021


Please find attached Press Release for the quarter ended Dec 31, 2020.

The above information is also available on the website of the Company:
<https://www.zentechnologies.com/corporate-announcements>

This is for your kind information and records.

Thanking You.

Yours sincerely,
For Zen Technologies Limited


Hansraj Singh Rajput
Company Secretary & Compliance Officer
M. No. A38213



Works : Plot 36, Hardware Park, Near Shamshabad International Airport, Hyderabad - 501 510, Telangana, India



CMMIDEV / 5SM
Exp. 2022-01-30 / Appraisal #2306

Q3FY21 Press & Media Release

Hyderabad, January 30, 2021

Zen Technologies, India's leading defense training solutions provider announced its financial results for Q3FY21 today:

Commenting on the Q3FY21 performance, Mr. Ashok Atluri – Chairman, Managing Director and CFO said:

"For us financial year 2020-21 started on a subdued note and has indeed been a challenging year. In Q3FY21 the Revenue from Operations was lower than expected due to a delay in the release of the Modernization Fund from the Central Government. We expect the Government to release these funds soon which in turn should help us bag some orders. In these challenging times, we are focusing on strengthening our relationships with existing clients and doing the groundwork for development of new products. I would like to take this opportunity to share with you that we have developed 4 new products which should augur well for the company's growth in the coming future. These products are:

1. Anti Drone Systems
2. Integrated Air Defence Combat Simulators
3. Drone Simulators
4. Anti-Drone Simulators

We expect these products to start contributing to our revenues in the next 9-12 months, especially our Anti-Drone Systems & Simulators which are positioned to take benefit from a huge upcoming opportunity, given the recent change in the nature of warfare.

While the operating environment may continue to remain challenging in the near term, we remain confident that we will bear the fruits of our investments in the long term. We will continue to broaden the range of our offerings by continuing to invest in extensive R&D. With increased focus of the Government on curbing defence imports and making India self-reliant, we are well-positioned to benefit from the upcoming opportunities."

Q3FY21 Revenue from Operations stood at ₹ 16.57 crores

- EBITDA (excluding Other Income) stood at ₹3.37 crores, resulting in EBITDA margins of 20.32%
- PAT stood at ₹ 1.75 crores, resulting in PAT margins of 10.56%
- Maintains strong Balance Sheet position by being almost Debt-free and supported by ample liquidity-position
- Launched 4 new products in the quarter

All data ₹ in crores (excluding EPS)

Particulars	Q3FY21	Q2FY21	Q3FY20
Revenue from Operations	16.57	12.35	32.99
Other Income	0.73	0.71	0.42
Total Income	17.30	13.06	33.41
Total Operating Expenses	13.20	9.72	18.83
EBITDA (excluding other income)	3.37	2.63	14.16
EBITDA Margins	20.32%	21.30%	42.91%
Interest Cost	0.17	0.50	0.58
Depreciation	1.23	1.22	1.09
Profit Before Tax	2.69	1.62	12.92
Profit After Tax	1.75	0.92	9.77
EPS	0.29	0.1	1.33

About Zen Technologies Limited

Zen Technologies Limited is a pioneer and leader in providing world class state of art Defence Training Solutions and has a proven and impeccable track record in building training systems for imparting defense training and measuring combat readiness of security forces. The company is engaged in indigenous design, development and manufacture of sensors and simulators technology based defence training systems and has relentlessly been providing Defence Training Solutions and seamless services to Ministry of Defence (Armed Forces), Security Forces Police, Para-military forces and is privileged to have served the nation for over 2.5 decades.

The company manufactures land based military training simulators, driving simulators, Live range equipment and Anti drone Systems. With a dedicated R&D (recognized by the Ministry of Science and Technology, Government of India) and production facility in Hyderabad, the company has applied for over 90 patents and shipped more than 1000 training systems around the world.

CONTACT US

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