

May 19, 2026

The Listing Department  
**BSE Limited**  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai 400 001  
BSE SCRIP Code: 543425

The Listing Department  
**National Stock Exchange of India Limited**  
Exchange Plaza  
Bandra Kurla Complex, Bandra (East)  
Mumbai 400 051  
NSE Symbol: MAPMYINDIA

**Subject:** Submission of Investor Presentation for Q4 FY2026 Results.  
**Ref.:** Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

Please find attached herewith Investor Presentation for Q4 FY2026 Results.

Kindly acknowledge the receipt of the same.

Thanking you.

Yours faithfully,  
**For C.E. Info Systems Limited**

**Saurabh Surendra Somani**  
**Company Secretary & Compliance Officer**

**Encl:**  
**Investor Presentation**

# MapmyIndia

## C.E. Info Systems Ltd

**Investor Presentation**  
**Q4 & FY2026**

# Q4 FY2026

# Performance

Management Commentary

Consolidated Financial Highlights (Q4 & FY26)

Segmental Revenue by Product: Map-led and IoT-led

Segmental Revenue by Markets: A&M and C&E

Consolidated Balance Sheet Highlights

Order Book

Customers

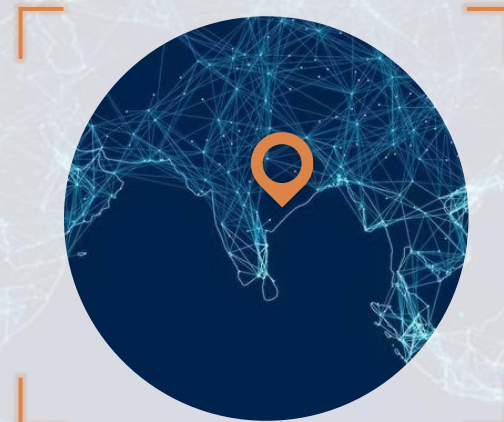
Employees

Key Investments

Cash & Cash equivalents

Shareholding Pattern

Group Company – Board Members and Leadership team



# Management Commentary



“Let me begin with our Q4 financial performance. Compared to Q3 FY26, the fourth quarter delivered a strong sequential improvement, with revenue growing by **54.8%**, EBITDA increasing by **141.9%**, and PAT also growing by **171.3%**. Q4FY26 EBITDA margin has expanded 460bps YoY to 44.6% and PAT margin has expanded 230 bps YoY to 31.3%. The Board was pleased to express its gratitude to all its shareholders by declaring final dividend for FY26 of Rs. **3.50/-** per equity shares of Rs. 2/- each at the rate of 175%. These results reflect improved business momentum, strong execution, and a meaningful recovery in operating performance during the quarter.

For the full year, revenue growth remained measured; however, our EBITDA margins remained healthy at 37% and broadly in line with the guidance that we had communicated at the beginning of the year. This reflects the strength of our business fundamentals, disciplined cost management, prudent capital allocation, and our continued focus on building a sustainable and scalable technology-led business.

In many ways, the trajectory that we witnessed through much of the FY26 has meaningfully reversed in the last quarter. While the earlier part of the year saw a gradual softening in momentum from Q1 through Q3, Q4 marked a positive inflection point with improving business activity and stronger execution. We are encouraged by this shift and remain optimistic that this renewed upward trajectory will sustain through FY 2026-27, supported by a stronger order pipeline of over **1750+ Cr**, improved visibility, and growing demand across our businesses.

FY 2025-26 has been a year of **consolidation**, resilience, and strategic execution for the Company, marked by meaningful progress across leadership alignment, organisational accountability & technology adoption. At the same time, we continued to sharpen our focus on technology and innovation, particularly around the adoption of AI to drive productivity and innovation.

It is important to note that during the year, we secured several large and strategic order wins across Automotive OEMs, Enterprise Digital Transformation, Government, Logistics, and Mobility segments. We have also witnessed a meaningful increase in our open order book and pipeline visibility. The strong growth in executable orders provides us with enhanced revenue visibility and strengthens our confidence in delivering improved growth momentum in FY 2026-27.

One of the most encouraging developments for us continues to be the growing adoption and engagement of the Mappls App ecosystem, which has recorded **45+ Mn** download till date and **10+ Mn** download during the year. We are seeing increasing consumer acceptance, improving user engagement metrics, stronger retention behaviour, and expanding use cases across navigation, mobility, EV experiences, logistics, safety, and geo-intelligence. The Mappls platform today is evolving beyond navigation into a comprehensive digital location and mobility ecosystem for consumers, enterprises, and developers alike.

We remain highly confident about the long-term opportunities ahead of us and are committed to creating sustainable value for all stakeholders..”

**- Rakesh Verma, CMD**

## Consolidated Financial Highlights (Q4FY26)

**Q4FY26 QoQ Revenue up 54.8%, EBITDA up 141.9%, PAT up 171.3%, EBITDA margin at 44.6%, PAT margin at 31.3%. Q4FY26 YoY EBITDA margin has expanded 460bps, and PAT margin has expanded 230 bps.**

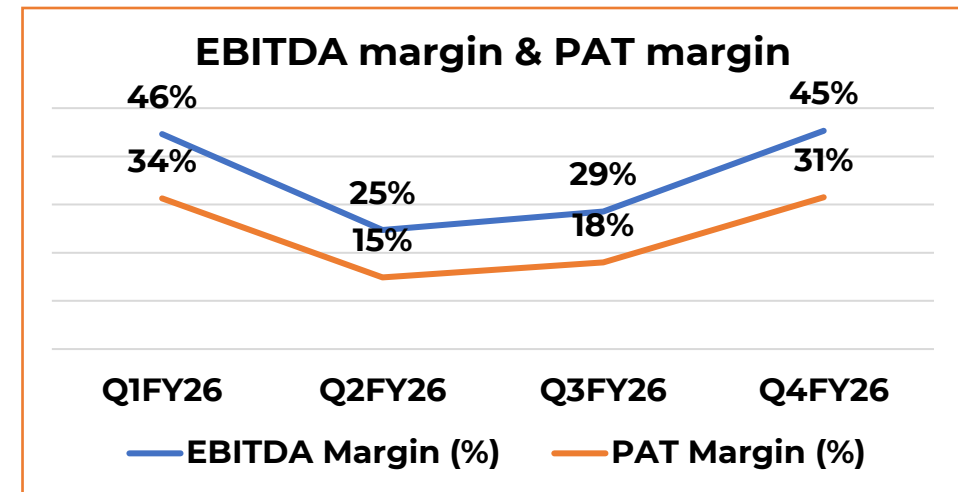
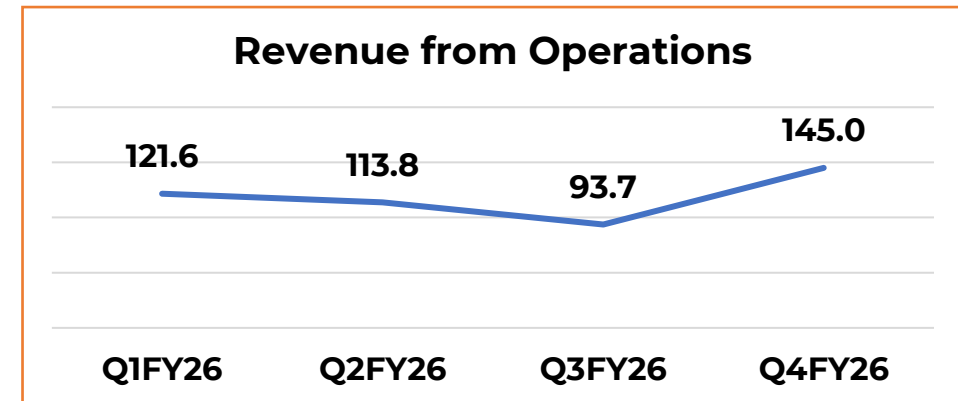
<i>INR Crores, unless otherwise mentioned</i>	Q4FY26	Q3FY26	QoQ Growth	Q4FY25	YoY Growth
<b>Total Income</b>	<b>162.8</b>	<b>104.2</b>	<b>56.2%</b>	<b>166.7</b>	<b>-2.3%</b>
<b>Revenue from Operations</b>	<b>145.0</b>	<b>93.7</b>	<b>54.8%</b>	<b>143.5</b>	<b>1.1%</b>
<b>EBITDA</b>	<b>64.7</b>	<b>26.8</b>	<b>141.9%</b>	<b>58.0</b>	<b>11.6%</b>
<b>EBITDA Margin (%)<sup>1</sup></b>	<b>44.6%</b>	<b>28.6%</b>		<b>40.0%</b>	
<b>PAT</b>	<b>50.9</b>	<b>18.8</b>	<b>171.3%</b>	<b>49.0</b>	<b>3.9%</b>
<b>PAT Margin (%)<sup>2</sup></b>	<b>31.3%</b>	<b>18.0%</b>		<b>29.0%</b>	
<b>Cash &amp; cash equivalents (including financial instruments)</b>	<b>685.0</b>	<b>642.8</b>		<b>659.9</b>	

- **On a QoQ basis**, Revenue from Operations was ₹145 crore as against ₹93.7 crore in Q3FY26, registering QoQ growth of 54.8%; EBITDA was ₹64.7 crore with EBITDA margin of 44.6%, reflecting QoQ growth of 141.9%. PAT was ₹50.9 crore with PAT margin of 31.3%, reflecting QoQ growth of 171.3%.
- **On a YoY basis**, Revenue from Operations grew by 1% and EBITDA saw an increase of 11.6%, reflecting improved operational performance, while PAT grew by 3.9%

## Consolidated Financial Highlights: Quarterly trend (last four quarters)

Q2 and Q3 witnessed relatively softer performance, however Q4FY26 witnessed a strong recovery with Revenue from Operations rising to INR 145.0 Cr. EBITDA and PAT margins improved significantly to 44.6% and 31.3 %, respectively, while cash & cash equivalents remained strong at INR 685.0 Cr.

<i>INR Crores, unless otherwise mentioned</i>	Q1FY26	Q2FY26	Q3FY26	Q4FY26
<b>Total Income</b>	<b>135.3</b>	<b>124.2</b>	<b>104.2</b>	<b>162.8</b>
<b>Revenue from Operations</b>	<b>121.6</b>	<b>113.8</b>	<b>93.7</b>	<b>145.0</b>
<b>EBITDA</b>	<b>55.9</b>	<b>28.1</b>	<b>26.8</b>	<b>64.7</b>
<b>EBITDA Margin (%) <sup>1</sup></b>	<b>45.9%</b>	<b>24.7%</b>	<b>28.6%</b>	<b>44.6%</b>
<b>PAT</b>	<b>45.8</b>	<b>18.5</b>	<b>18.8</b>	<b>50.9</b>
<b>PAT Margin (%) <sup>2</sup></b>	<b>33.9%</b>	<b>14.9%</b>	<b>18.0%</b>	<b>31.3%</b>
<b>Cash &amp; cash equivalents (including financial instruments)</b>	<b>676.9</b>	<b>639.1</b>	<b>642.8</b>	<b>685.0</b>

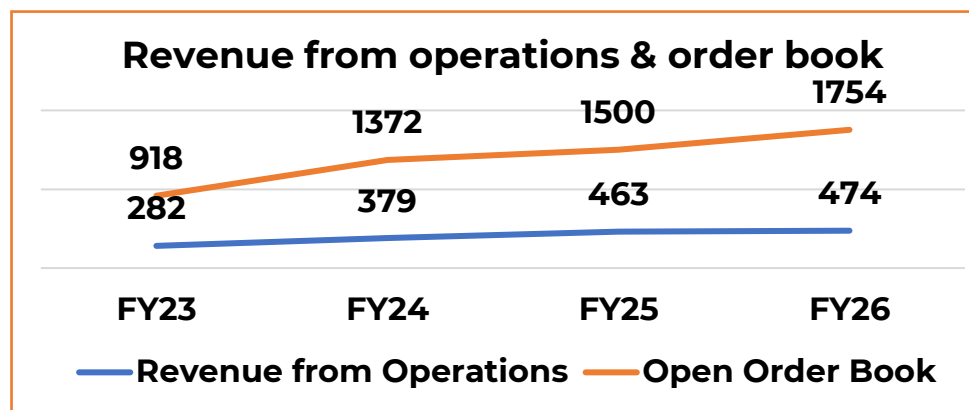


Note – 1) EBITDA Margin = EBITDA / Revenue from Operations; 2) PAT Margin = PAT / Total Income

## Consolidated Financial Highlights: Yearly trend (last four years)

FY26 reflected YoY steady growth momentum, with Revenue from Operations growing at a ~19% CAGR over FY23–FY26 to INR 474.1 Cr, while the order book increased at a ~24% CAGR to INR 1754 Cr. Profitability remained healthy, supported by operational efficiency and a strong cash position of INR 685 Cr.

<i>INR Crores, unless otherwise mentioned</i>	FY23	FY24	FY25	FY26
<b>Total Income</b>	<b>315.8</b>	<b>417.6</b>	<b>515.7</b>	<b>526.5</b>
<b>Revenue from Operations</b>	<b>281.5</b>	<b>379.4</b>	<b>463.3</b>	<b>474.1</b>
<b>EBITDA</b>	<b>117.9</b>	<b>156.2</b>	<b>179.9</b>	<b>175.5</b>
<b>EBITDA Margin (%) <sup>1</sup></b>	<b>42.0%</b>	<b>41.0%</b>	<b>39.0%</b>	<b>37%</b>
<b>PAT</b>	<b>107.5</b>	<b>134.4</b>	<b>147.6</b>	<b>134.0</b>
<b>PAT Margin (%) <sup>2</sup></b>	<b>34.0%</b>	<b>32.0%</b>	<b>28.6%</b>	<b>25.5%</b>
<b>Cash &amp; cash equivalents (including financial instruments)</b>	<b>484.7</b>	<b>557.3</b>	<b>659.9</b>	<b>685.0</b>
<b>Open order book</b>	<b>918</b>	<b>1372</b>	<b>1500</b>	<b>1754</b>



Over the last 4 years, the Company has, driven by a CAGR of 21.2% in the open order book to ₹1,754 Crores, delivered robust top-line momentum with operational revenue expanding at a 18.9% CAGR to ₹474.1 Crores. This growth was accompanied by a 14.1% CAGR in absolute EBITDA to ₹175.5 Crores, and 12.2% CAGR in Cash & Cash Equivalent.

## Product wise Highlights: Map-led and IoT-led

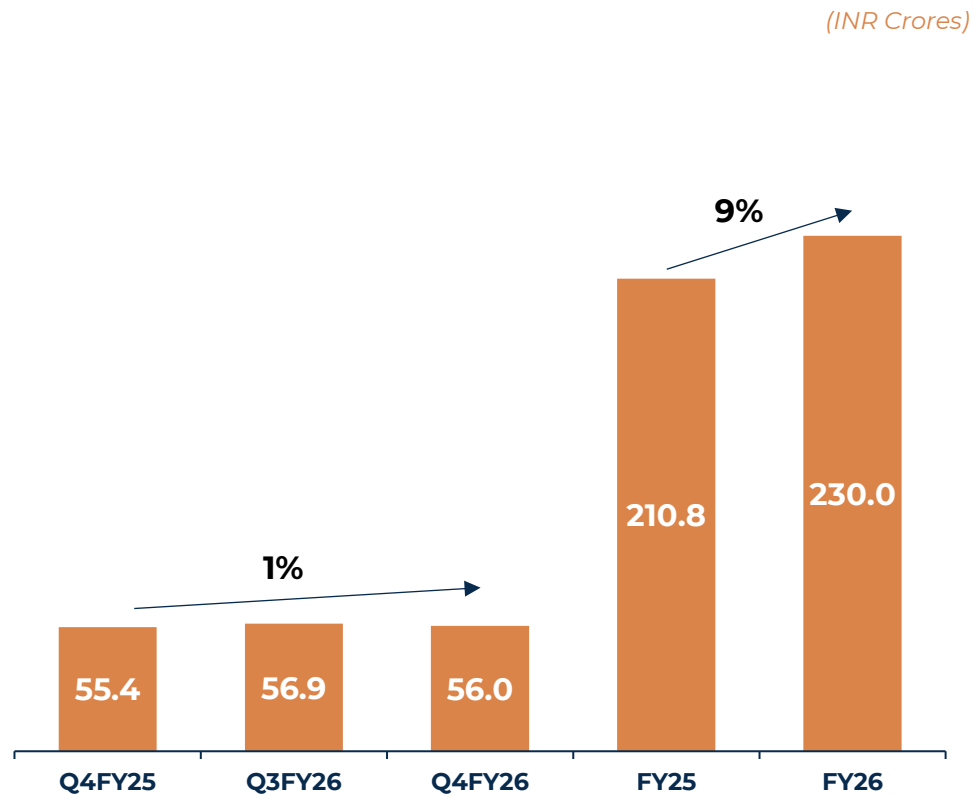
<i>INR Crores, unless otherwise mentioned</i>	Map-led	Map-led	IoT-led	IoT-led	Map-led	Map-led	IoT-led	IoT-led
	Q4FY26	Q4FY25	Q4FY26	Q4FY25	FY26	FY25	FY26	FY25
<b>Revenue from Operations</b>	<b>103.6</b>	<b>107.2</b>	<b>41.5</b>	<b>36.3</b>	<b>315.5</b>	<b>345.6</b>	<b>158.6</b>	<b>117.7</b>
Sale of Hardware		-	17.0	<b>15.6</b>	0.0	-	52.5	53.8
Sale of Map data & services*	103.6	<b>107.2</b>	24.5	<b>20.7</b>	315.5	345.6	106.1	63.9
<b>EBITDA</b>	<b>51.0</b>	<b>51.1</b>	<b>13.8</b>	<b>6.8</b>	<b>149.5</b>	<b>163.2</b>	<b>26.0</b>	<b>16.8</b>
<b>EBITDA Margin (%)</b>	<b>49.2%</b>	<b>48.0%</b>	<b>33%</b>	<b>19.0%</b>	<b>47.4%</b>	<b>47%</b>	<b>16%</b>	<b>14%</b>
<b>No. of New IoT Devices Sold &amp; Rented Additionally (in Lakhs)</b>							<b>1.8+</b>	<b>2.1+</b>

**IoT-led Business:** For FY26, IoT-led revenue grew 35% YoY to ₹158.6 crore, while EBITDA increased 55% YoY. EBITDA margin improved to 16% from 14% YoY, driven by a higher contribution from high-margin SaaS-led revenues (66% vs 55% YoY). In Q4FY26, IoT-led revenue stood at ₹41.5 crore, with EBITDA rising to ₹13.8 crore and EBITDA margin improving sharply to 33.0%, supported by an improved revenue mix and stronger SaaS contribution. The IoT business is set for a strong foundation, as all group companies are able to grow their respective IoT businesses, and the IoT subsidiary, Gtropy Systems Pvt Ltd, is fully stabilised with transition to MapmyIndia management complete.

**Map-led Business:** Q4FY26 Map-led business EBITDA margin grew to 49.2% from 48% YoY, despite temporary reduction in Map-led business including Geospatial business.

# Market-wise Revenue – A&M

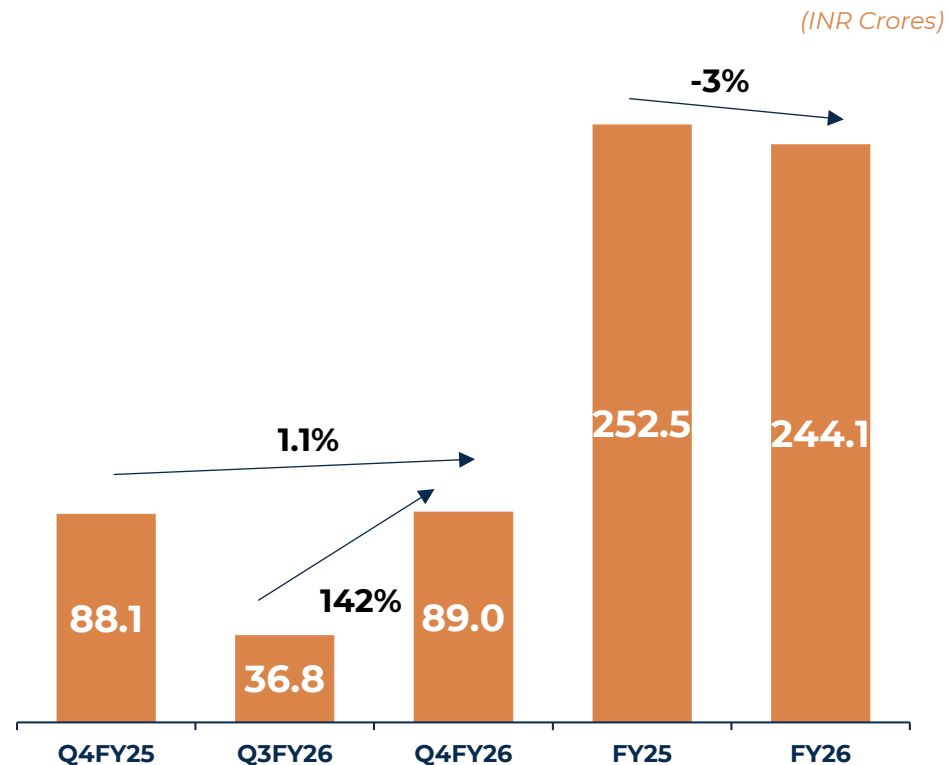
## MARKET SEGMENT – A&M<sup>1</sup>



- A&M (Automotive & Mobility Tech) business continues to grow steadily at 9% in FY26 on a YoY basis & at 1% on YoY for Q4
- 3.5+ million new vehicles (4-wheelers, 2-wheelers and CVs, across ICE and EV segments), went built-in with MapmyIndia Mapppls in FY26, up 16% from 3+ million during FY25.
- Major Go-lives during the quarter include Maruti e-Vitara, Mahindra 7X0, Tata Motors Sierra EV and TVS Apache RTR 160.
- Some key wins during the quarter:
  - 4W OEM for embedded connected EV Navigation
  - Contract extension with an existing 2-wheeler OEM
  - ADAS/DMS & EV vehicle telemetry for a leading EV 4W OEM.
- Major mobility wins include:
  - Large fertilizer and chemical company for GPS tracking, analytics and control tower,
  - Large cement company for electronic proof of delivery
  - Telematics and Video telematics solutions for multiple ICE and EV fleet across passenger and goods transportation usecases
  - Multiple school bus tracking systems across multiple cities

# Market-wise Revenue – C&E

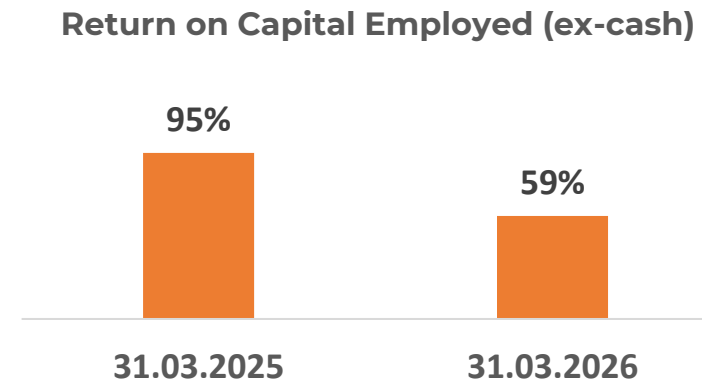
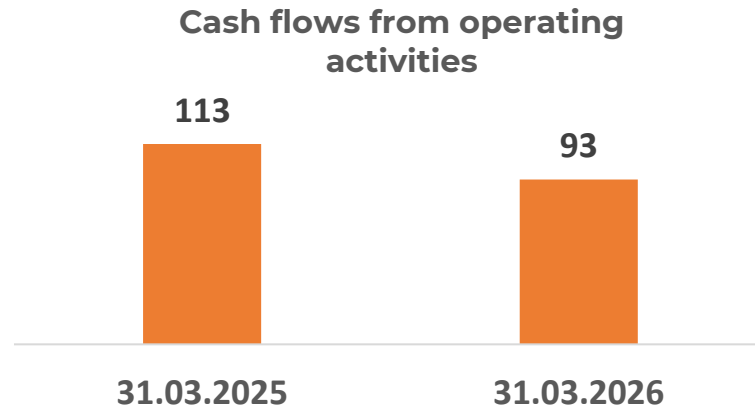
## MARKET SEGMENT – C&E<sup>1</sup>



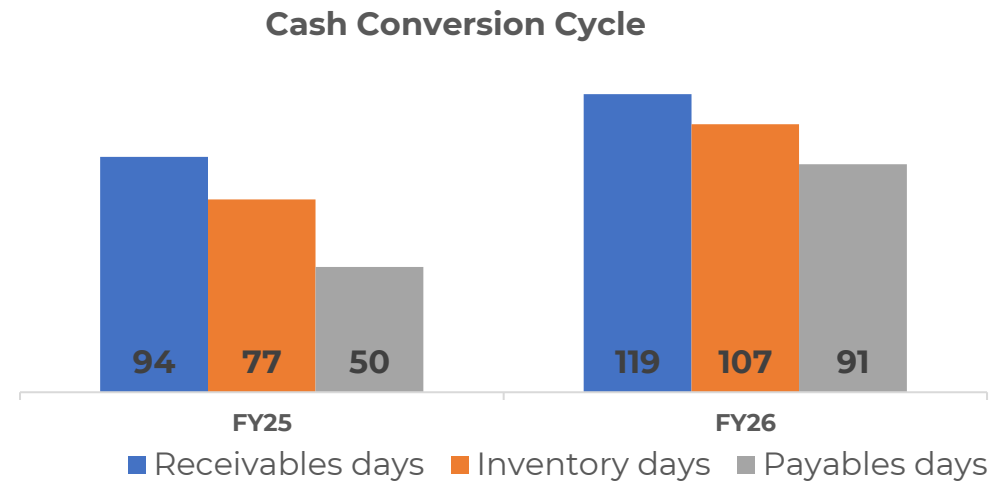
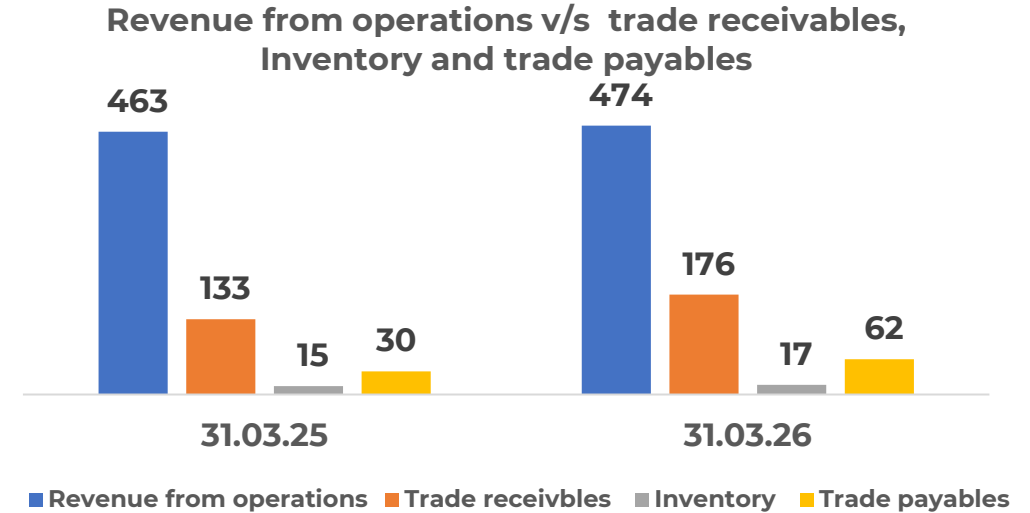
- C&E (Consumer Tech & Enterprise Digital Transformation) business saw an increase of 142% in Q4FY26 vs Q3FY26. YoY revenue remains stable at 244 Cr.
- Launched Geo-Verify, our AI-based location verification solution for banks, an industry first Geo-LLM trained on our proprietary mapping data to better decipher and understand difficult addresses
- Corporate sector
  - Key Go-lives in corporate space include a large bank for Mappls Geo-verify, e-commerce major's consumer app, A cement major for enhancing logistics efficiency, Payments major in South-east Asia for field force automation
  - Key wins include Large general insurer to automate reimbursements, Two large paints companies using our APIs across their enterprise systems, A cement major to analyse delivery trip & toll costs
- Government sector
  - Key wins include Vehicle Tracking & Driver Monitoring for LPG fleet of fuel company, and for Emergency Response organisation; and Integrated 360 degree visualization platform for Counter insurgency for defence sector, Geo-enablement of urban property records (E-khata)
  - Key Go-lives include Integration of mission intelligent geospatial information with HMDS for creating common operating picture; and Development of GIS Based Property Tax register and integration with state portal of a large State
  - Overall Govt business has grown well, with an open order book of Rs 200+ Cr, billing of Rs 100+ Cr, and cash collection of Rs 100+ Cr, demonstrating fiscal prudence. Moreover, the wholly owned Govt business subsidiary, Mappls DT, has stabilised as a full fledged company with a strong foundation for future

# Consolidated Balance Sheet Highlights

(All figures in INR Crores)



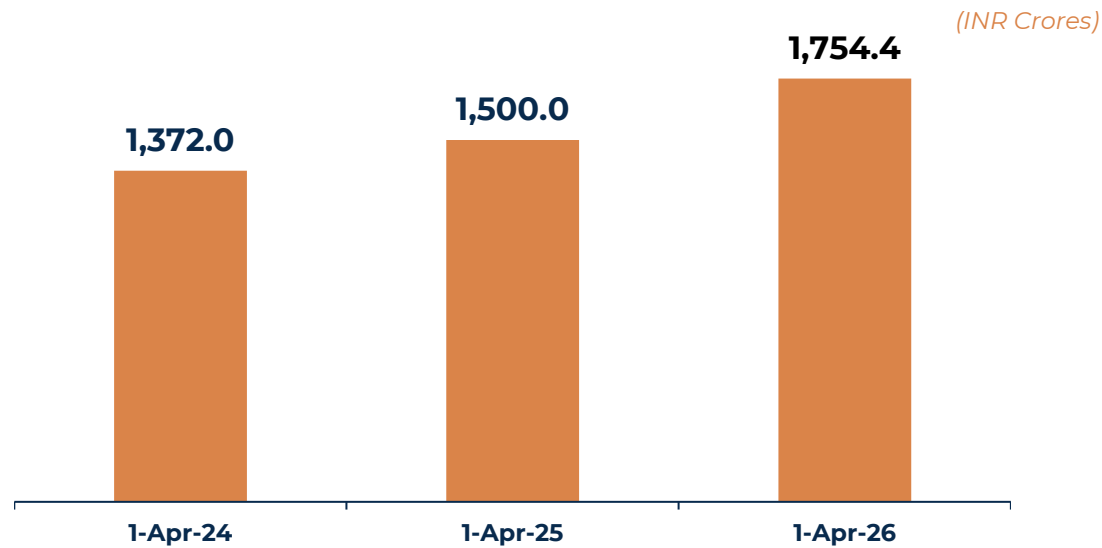
Note: ROCE (Ex-Cash) appears lower this year as ~Rs 120 Crore has been invested and deployed to support the organic growth in the overall business, including increasing IoT inventories and fixed IoT assets as well as working capital to support increased revenue in future



Inventory days increased to stock up for servicing upcoming demand growth for IoT. Receivable days and payable days increased as Government business increased, yet remains healthy vis-à-vis industry with optimised working capital.

# Order Book

## OPEN ORDER BOOK

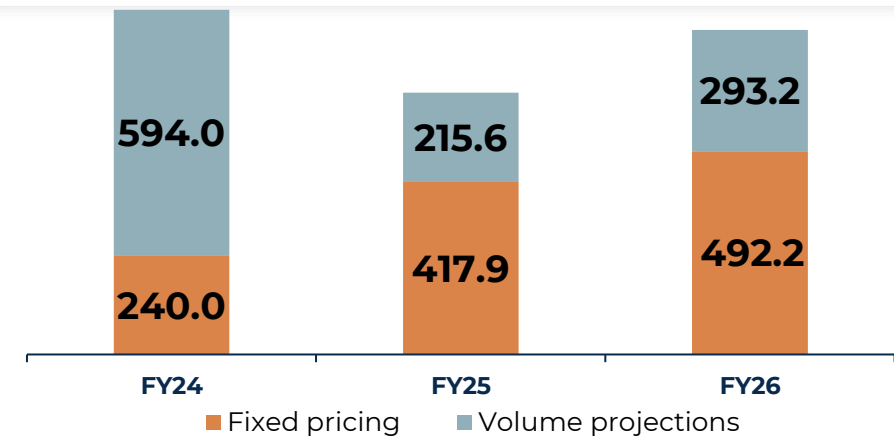


	FY25	FY26
Open Order (Current year)	1,372.5	1500.0
New Orders	633.5	785.4
Billing	(504.6)	(531.0)
Open Order (Next year)	1500	1754.4

## PERFORMANCE UPDATE

- Open Order Book has grown 17% to Rs1754.4 Cr based on Rs 785.4 Cr of Annual New Order Bookings in FY26, with momentum across both A&M and C&E market segments, due to continued adoption & expansion of use cases by new and existing customers.
- The current Open Order Book to Revenue conversion ratio is estimated to be 3-4 years.

## ANNUAL NEW ORDERS - BREAKUP



# Customers

## CUSTOMERS SERVICED

### 3000+

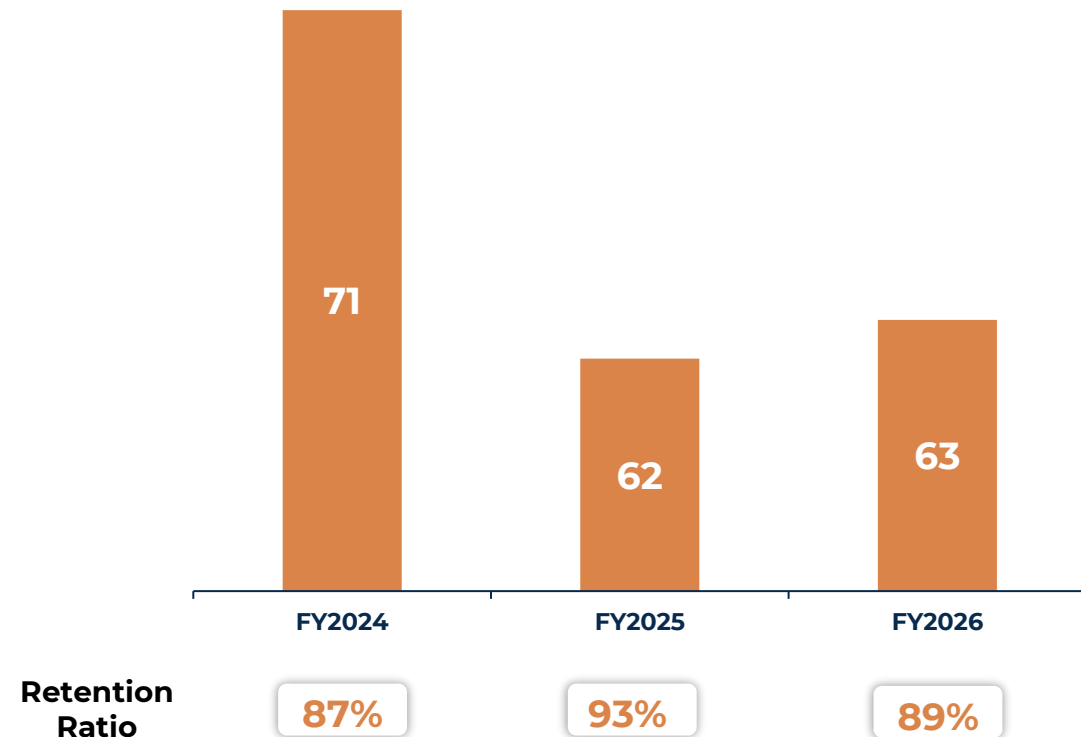
B2B & B2B2C customers since inception, including marquee names across nearly every vertical – new-age tech companies, businesses across industry verticals, automotive OEMs & government organisations

### 1150+

**Customers** on MaaS, SaaS & PaaS platform in FY26, **growing** healthily from 1000 in FY25, with many new customers acquired across all verticals.

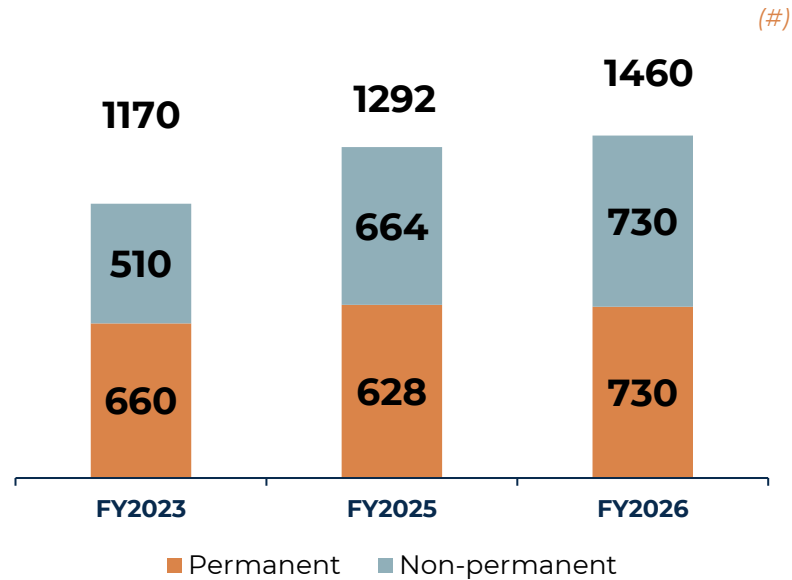
- Customer growth, diversification and de-concentration, as well as retention, continues to trend healthily. We are happy that many of the customers have shown significant growth in revenue for us, due to up-sell/cross-sell initiatives.
- No loss of any significant customer during the year, while new customers were added significantly

## CUSTOMERS CONTRIBUTING 80% OF REVENUE



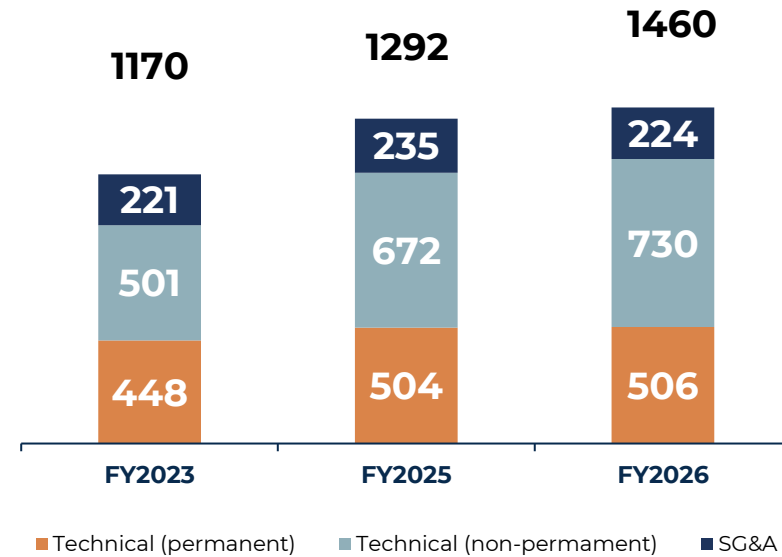
# Employees

## PERMANENT VS TEMPORARY

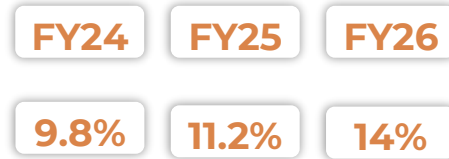


- We continue to up-skill our existing employees, and also bring in higher skilled technical permanent employees, to evolve with needs of our business.

## BREAKUP BY FUNCTION



### Attrition rate



Attrition levels have been healthy with objective of rewarding good performers, improving the overall productivity of the organization, while ensuring optimal costs

## Key Investments in FY26

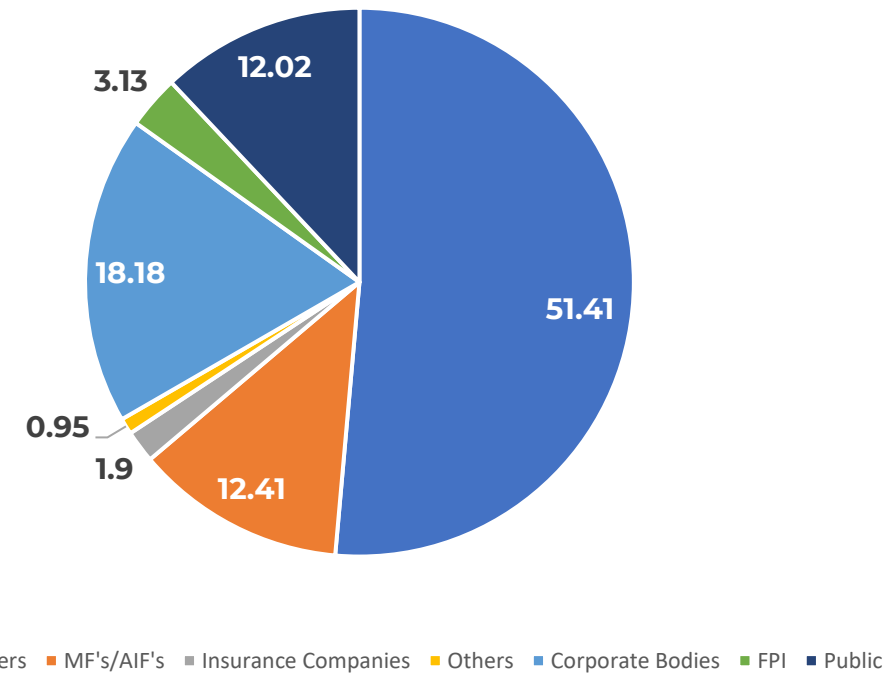
Date	Name	Overview	Rationale	Consideration
January	IwayPlus Technologies Private Limited	Indoor navigation and wayfinding technology company engaged in digital indoor mapping, positioning systems, and location-based services.	Strategic investment to strengthen its indoor navigation and smart mobility ecosystem, and expand next-generation mapping capabilities.	Investment of ₹2 Crore through subscription to 3,500 CCPS, resulting in acquisition of 6.06% stake on a fully diluted basis
February	Prashant Advanced Survey LLP	Core firm specializing in advanced geospatial surveying, LiDAR surveying, GIS mapping, and geotechnical services.	Strategic investment to accelerate and build out next-generation High-Definition (HD) maps and expand geospatial data capabilities.	Capital contribution of ₹2 Crore for acquisition of 20% partnership interest / profit-sharing ratio in the LLP.

## Cash and Cash Equivalents (Including Financial Instruments) as of 31<sup>st</sup> March 2026

<b>Particulars</b>	<b>Amount (INR crores)</b>
Cash & bank balances	61.1
Bonds, FDRs and Mutual Funds	544.6
Startup and Strategic investments	79.3
<b>Total Cash &amp; cash equivalents (including financial instruments)</b>	<b>685.0</b>

# Shareholding Pattern :

Top Non-Promoter Shareholders*	% Holding
Phonepe Limited	13.65%
Tata Mutual Fund – Tata Small Cap Fund	5.11%
Zenrin Co. Ltd	3.41%
Icici Prudential Technology Fund	3.18%
Franklin India Opportunites Fund	1.16%
Axis Max Life Insurance Limited A/C - High Growth Fund	1.08%



Note: As on March 31, 2025

# Board Members & Senior Management Personnel

Parent Company  
C.E. Info Systems Ltd.

## Board Members



**Mr. Rakesh Kumar Verma**  
Co-Founder, Managing Director  
and Group Chairman



**Ms. Rashmi Verma**  
Co-Founder, Executive Director,  
CTO & CHRO



**Mr. Rohan Verma**  
Non-Executive Director



**Ms. Rakhi Prasad**  
Non-Executive Director



**Mr. Shambhu Singh**  
Independent Director & Group  
Vice Chairman



**Mr. Anil Mahajan**  
Independent Director



**Ms. Tina Trikha**  
Independent Director



**Mr. Rajagopalan Sundar**  
Independent Director



**Mr. Ranjan Kumar Mohapatra**  
Independent Director

## Senior Management Personnel



**Mr. Rakesh Kumar Verma**  
Co-Founder, Managing Director  
and Group Chairman



**Ms. Rashmi Verma**  
Co-Founder, Executive Director,  
CTO & CHRO



**Ms. Sapna Ahuja**  
Chief Operating Officer &  
President, Automotive Business



**Mr. Ankeet Bhat**  
President, Enterprise Business



**Mr. Anuj Jain**  
Chief Financial Officer, Group  
Companies



**Mr. Saurabh Somani**  
Company Secretary & Compliance  
Officer, Group Companies

# Board Members & Senior Management Personnel

## Group Companies

Mappils DT | Gtropy | TLT

### Board Members

#### Mappils DT Pvt. Ltd. (100% Subsidiary)



**Mr. Shambhu Singh**  
Independent Director & Group  
Vice Chairman



**Mr. Rohan Verma**  
Managing Director



**Mr. Nikhil Kumar**  
Executive Director



**Mr. Anil Mahajan**  
Independent Director



**Mr. Rakesh Kumar Verma**  
Non-Executive Director

#### Gtropy Systems Pvt. Ltd. (96% Subsidiary)



**Mr. Shambhu Singh**  
Independent Director & Group  
Vice Chairman



**Mr. Rohan Verma**  
Managing Director



**Mr. Anil Mahajan**  
Independent Director



**Mr. Rakesh Kumar Verma**  
Non-Executive Director

#### PT Terra Link Technologies (40% Joint Venture)



**Mr. Rohan Verma**  
Non-Executive Director



**Mr. Gino Kim**  
Executive Director

### Senior Management Personnel

#### Group Companies (Mappils DT|Gtropy)



**Mr. Rohan Verma**  
Managing Director, Gtropy and  
Mappils DT



**Mr. Nikhil Kumar**  
Executive Director & President,  
Mappils DT



**Mr. Shishir Verma**  
COO, Gtropy & CHRO, Gtropy &  
Mappils DT



**Mr. Rishin Kalra**  
CTO, Gtropy



**Mr. Sanjay Shukla**  
CTO, Mappils DT

For further details please contact:

**Saurabh Surendra Somani**

Company Secretary & Compliance  
Officer, C.E. Info systems Limited

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**Sumit Pradhan**

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# Thank You



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