



Dated: 27-06-2026

To,  
National Stock Exchange of India Ltd.  
Exchange Plaza  
Plot No. C/1, G Block  
Bandra Kurla Complex  
Bandra (E), Mumbai-400051  
Ph.: 022-26598100-8114

**Symbol: MGSL | ISIN INE132901013 | Series: SM**

**Sub: Intimation of Earnings Conference Call for H2 & FY 2025–26**

**Ref: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements Regulations, 2015.**

Dear Sir/Madam,

Pursuant to Regulation 30 read with Clause 15 of Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that Matrix Geo Solutions Limited will be conducting its Earnings Conference Call for the half year and financial year ended 31<sup>st</sup> March, 2026 on Wednesday, 01<sup>st</sup> July, 2026 at 4:30 P.M. IST.

Additionally, we are enclosing herewith Investor Presentation on the Financial Results of the Company for the half year and financial year ended 31<sup>st</sup> March, 2026.

The call will be hosted by the Company's senior management team and will cover the Company's financial results, operational performance, technology platform capabilities, and strategic outlook.

### **Agenda of the Session**

1. H2 & FY26 financial results
2. Company & technology overview
3. Geospatial Tech & Platforms
4. Sector-wise opportunities
5. FY26 execution
6. International footprint
7. FY27 guidance & outlook
8. FY28 roadmap
9. Interactive Q&A



**Matrix Geo Solutions Ltd.**

Registered Office

A1/87 3<sup>rd</sup> Floor, Sewak Park, Uttam Nagar,  
Southwest, Delhi -110059, INDIA

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## Participation Details

Virtual participation: Virtual access will be available to all registered participants via webcast / dial-in.

Please note the details of the said call are enclosed to this letter for ease of reference.

No unpublished price-sensitive information will be discussed during the call. The transcript of the Earnings Conference Call will be made available on the Company's website in accordance with the SEBI (LODR) Regulations, 2015.

Additionally, the Details of Intimation or Schedule of Analysts or Institutional Investors.

Thanking You

Yours Sincerely

**For Matrix Geo Solutions Limited**

**Avneesh Kumar**  
Company Secretary  
M. No: A 27708

Encl:

1. Details of the Conference Call.
2. Investor Presentation.

Matrixgeo



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Registered Office

A1/87 3<sup>rd</sup> Floor, Sewak Park, Uttam Nagar,  
Southwest, Delhi -110059, INDIA

<b>Details of Intimation or Schedule of Analysts or Institutional Investors Meet</b>			
Type of Meeting*	Earnings Conference Call		
If Others, specify the type of meeting			
Date of Meeting/Call/Conference/Event*	01-07-2026		
Commencement Time of Meeting/Call/Conference/Event (IST)*	16	30	HH:MM
Name of Meeting/Call/Conference/Event	Matrix Geo Solutions Limited Earnings Conference Call for H2 & FY 2025–26		
Place of Meeting/Call/Conference/Event*	Virtual		
Name of the Fund/Company with whom said Analyst or institutional investor meet is scheduled*	Investors		
Name of the Person with whom the Meeting is schedule*	Investors		
Designation of the Person*	Investor		
Name of the Host of the Meeting/Call/Conference/Event, if any			
Type of Meeting/Call/Conference/Event*	Group Meeting		
If Others, specify the type of Meeting/Call/Conference/Event			
Mode of the Meeting/Call/Conference/Event*	Virtual		
Agenda/Reason of the Meeting/Call/Conference/Event*	Earnings Call		
If Earning/Quarterly Calls, specify the quarter for which the Meeting/Call/Conference/Event is to be held	Annual Results		
<b>Details of Registration, if any</b>			
Link of the Meeting/Call/Conference/Event*	<a href="https://zoom.us/webinar/register/WN_mOt2FXZISLO6rXKudDy3Kw">https://zoom.us/webinar/register/WN_mOt2FXZISLO6rXKudDy3Kw</a>		
Dial-in Numbers			
<b>Details of Contact person for the purpose of this Meeting/Call/Conference/Event</b>			
Name of the Person*	Neeraj Singh		
Contact Details*	+91 7060165794		
Email Id*	<a href="mailto:account@matrix-geo.com">account@matrix-geo.com</a>		
Any other details related to Meeting/Call/Conference/Event			
Whether the Intimation of the Meeting/Call/Conference/Event includes the presentation ?*	Yes		
Any other disclosure w.r.t. compliance of any SEBI Act, Regulation, Circular or provision			
Remarks (website dissemination)			
Remarks for exchange (not for website dissemination)			



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## Matrix Geo Solutions Limited

*is pleased to invite you to the  
H2 & FY 2025–26 Earnings Conference Call*

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**Wednesday, 1st July 2026**

**At 4:30 pm IST**

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The session will be addressed by the Matrix Geo senior management team, covering the Company's financial results and key strategic, operational and technology developments for the half year and financial year ended 31<sup>st</sup> March 2026.

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### **VIRTUAL PARTICIPATION**

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Virtual access will be available for all registered participants via web cast.

**Zoom registration link:** [https://zoom.us/webinar/register/WN\\_mOt2FXZISLO6rXKudDy3Kw](https://zoom.us/webinar/register/WN_mOt2FXZISLO6rXKudDy3Kw)

*(Requires prior registration)*

*Please note the earnings call will be recorded, in line with SEBI regulations*



# We See the Earth Differently.

With Precision, Passion, and Purpose.

# FY26

INVESTMENT PRESENTATION

**18+**

YEARS EXPERIENCE

**4M+**

HECTARES MAPPED

**1,500+**

PROJECTS COMPLETED

**200+**

CLIENTS SERVED

**120+**

EXPERT TEAM

**12M+**

DRONE IMAGES

# SAFE HARBOUR & REGULATORY DISCLOSURE



This presentation and the accompanying slides (the "Presentation") have been prepared by Matrix Geo Solutions Limited ("MGSL" or "the Company") solely for informational purposes and do not constitute an offer to sell, a solicitation of an offer to purchase any securities, investment advice, or a recommendation, nor should it be relied upon as the basis for any investment decision or contractual commitment. Any securities offering by the Company will be made exclusively through formal statutory offering documents containing complete information about the Company, its business, and associated risks. This Presentation is not a SEBI-registered research report.

The financial information for the fiscal year ended March 31, 2026, contained herein is based on audited accounts prepared in accordance with Indian Accounting Standards (Ind AS). While the information contained herein has been compiled from sources the Company considers reliable, the Company makes no representation or warranty, express or implied, as to the truth, accuracy, completeness, fairness, or reasonableness of the contents of this Presentation, and no reliance should be placed on it. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. The Company expressly disclaims all liability for any errors, omissions, or inaccuracies contained herein, and any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This Presentation contains forward-looking statements based on the current expectations, estimates, and assumptions of the Company's management as of the date of this Presentation. These statements are subject to known and unknown risks and uncertainties, including but not limited to: regulatory approvals from the Directorate General of Civil Aviation (DGCA) and the National Centre for Geo-informatics (NCoG); changes in national geospatial, drone, and data-security regulations; government budget allocations and public sector client payment cycles; project concentration risk; weather-related disruptions to aerial survey operations; competition; technological developments; revenue variability; and dependence on key technical personnel. Actual results, levels of activity, performance, or achievements may differ materially and adversely from those expressed or implied in this Presentation. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events, or otherwise.

Any forward-looking statements, projections, or opinions attributed to third parties included in this Presentation are not endorsed by the Company, and the Company assumes no responsibility for their accuracy or reliability.

All maps, geospatial outputs, and spatial data referenced or displayed in this Presentation are indicative and not to scale. All data and information are provided "as is" without warranty or any representation of accuracy, timeliness, or completeness.

Securities of the Company are listed on the NSE Emerge SME platform and may experience lower trading liquidity and wider bid-ask spreads compared to mainboard-listed securities. Investors are advised to exercise independent judgment and refer to statutory filings submitted to the National Stock Exchange of India before making any investment decision.

By reviewing this Presentation, recipients acknowledge that they have read, understood, and agree to be bound by the terms of this disclaimer.

# From the Founders' Desk

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**Dear Shareholders,**

FY2025-26 marks **Matrix Geo's defining transformation** from a project-led geospatial engineering firm into a technology-enabled **Infrastructure Intelligence Company**, powered by **Digital Twins, GeoAI**, and data-driven decision support. As India embarks on unprecedented infrastructure expansion, we are positioned to become the digital intelligence layer that every major asset will require.

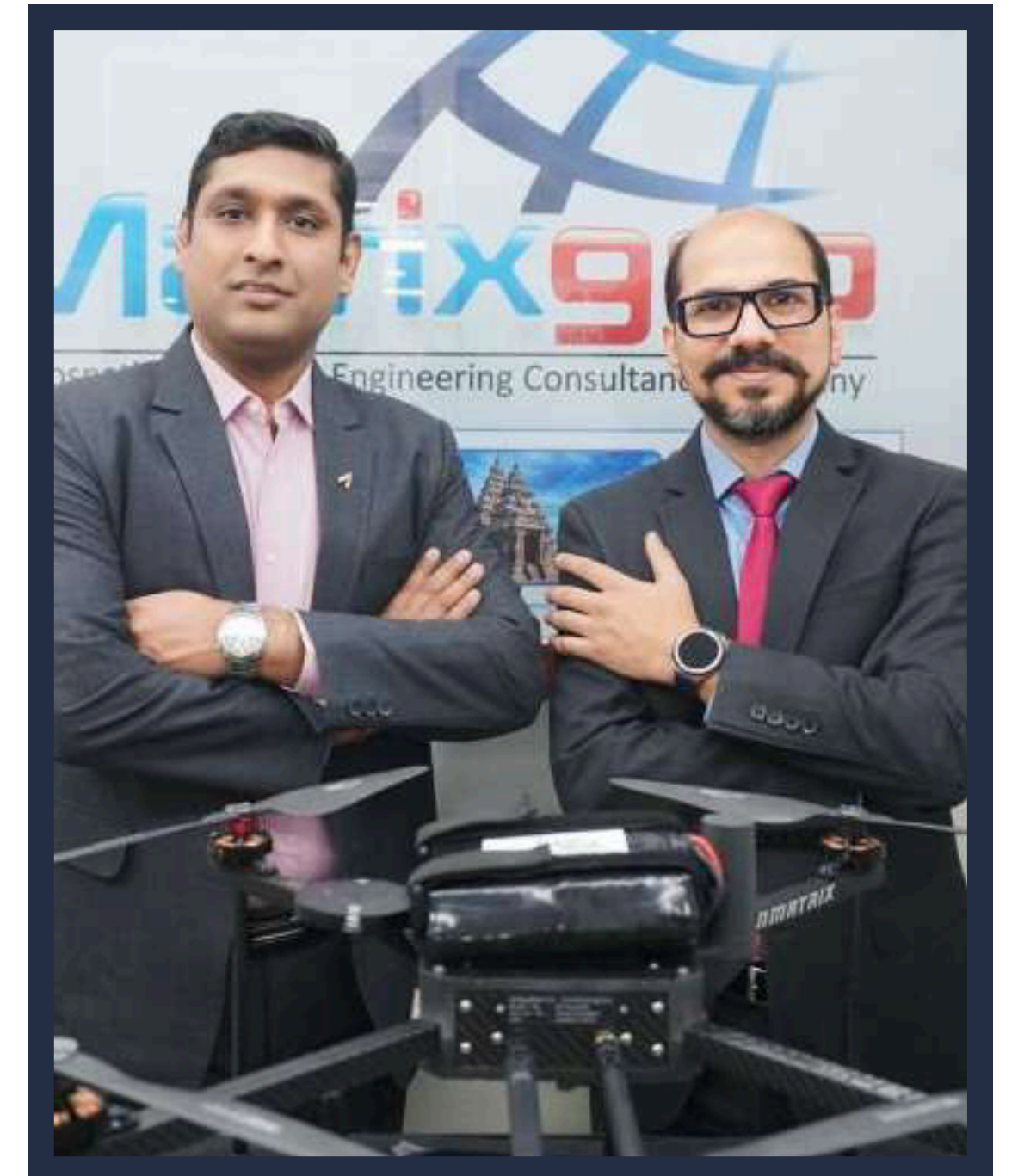
In FY26, our revenue grew **81.53% to ₹40.10 Cr**, Profit After Tax rose **72.98% to ₹10.05 Cr**, and EBITDA reached **₹13.25 Cr**. Our NSE listing on 30 September 2025 opened a new chapter in our corporate journey. With 1,500+ projects executed across **11 countries** and **4M+ hectares** mapped, IPO proceeds are now being deployed into advanced drones, LiDAR, mobile mapping, and next-generation geospatial platforms.

Looking ahead, we are focused on building **proprietary technology platforms, expanding GeoAI and Digital Twin capabilities** across railways, mining, power, and water infrastructure, and growing recurring technology-led revenues. We are building more than a geospatial company; we are building the intelligence that will power infrastructure's future. Thank you for your continued trust.

**With Gratitude,**

Rahul Jain  
Founder & Managing Director

Amit Sharma  
Founder & Whole Time Director



**Founders, Matrix Geo Solutions**

# Matrix Geo at a Glance



Matrix Geo enables governments, EPC contractors, utilities and infrastructure owners to plan, build, monitor and manage assets using **geospatial engineering, drone and LiDAR, digital twins and GeoAI.**

Scale of Operations	Core Software Systems	Operational Footprint
Operational History: <b>18 Years</b>	RailTwin™ System	Domestic Projects Completed: <b>1,500+</b>
Hectares Mapped: <b>4.0M Hectares</b>	Mine Insider™ System	International Execution: <b>11 Countries</b>
Spatial Imagery: <b>12.0M Images</b>	Infrastructure Progress Intelligence™ Platform	Pre-Qualified Empanelments: 12 Agencies
Clients: <b>200+ Enterprises</b>	Geoinsighter™ AI Platform	Team: <b>120+</b>

# Our Long Term Strategy & Mission

## Vision

To become one of the world's most preferred geospatial technology companies, setting the global standard for spatial intelligence, digital twins, and AI-powered infrastructure management.



## Mission

To build an integrated geospatial technology platform that combines GIS, Digital Twins, AI, IoT, and real-time data into actionable intelligence, enabling governments, utilities, developers, and enterprises to make faster, smarter, and more sustainable infrastructure decisions at scale.



Data

Intelligence

Decisions

Outcomes

# Financial Performance

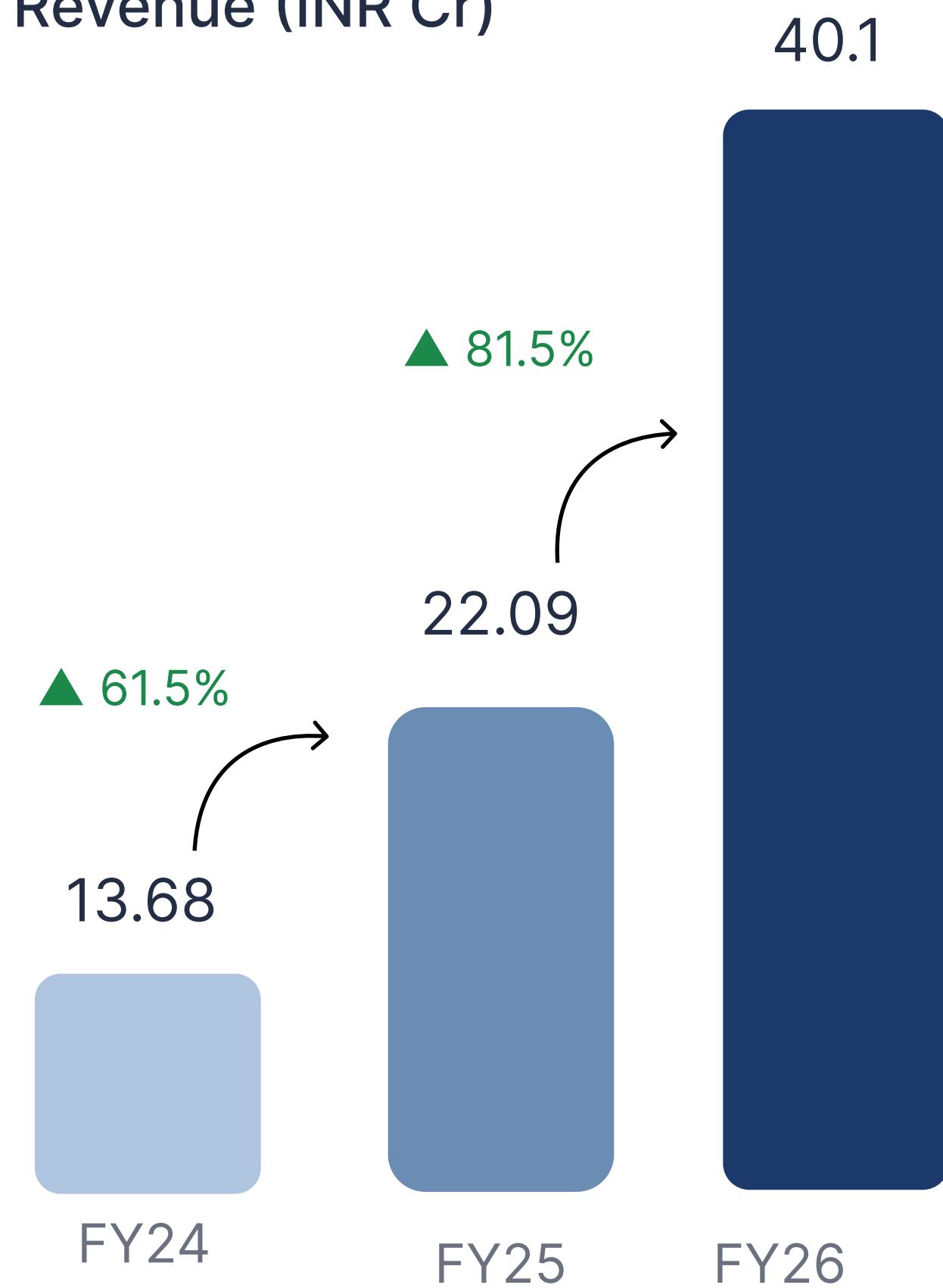


Revenue ₹40.10 Cr ▲ 81.5%

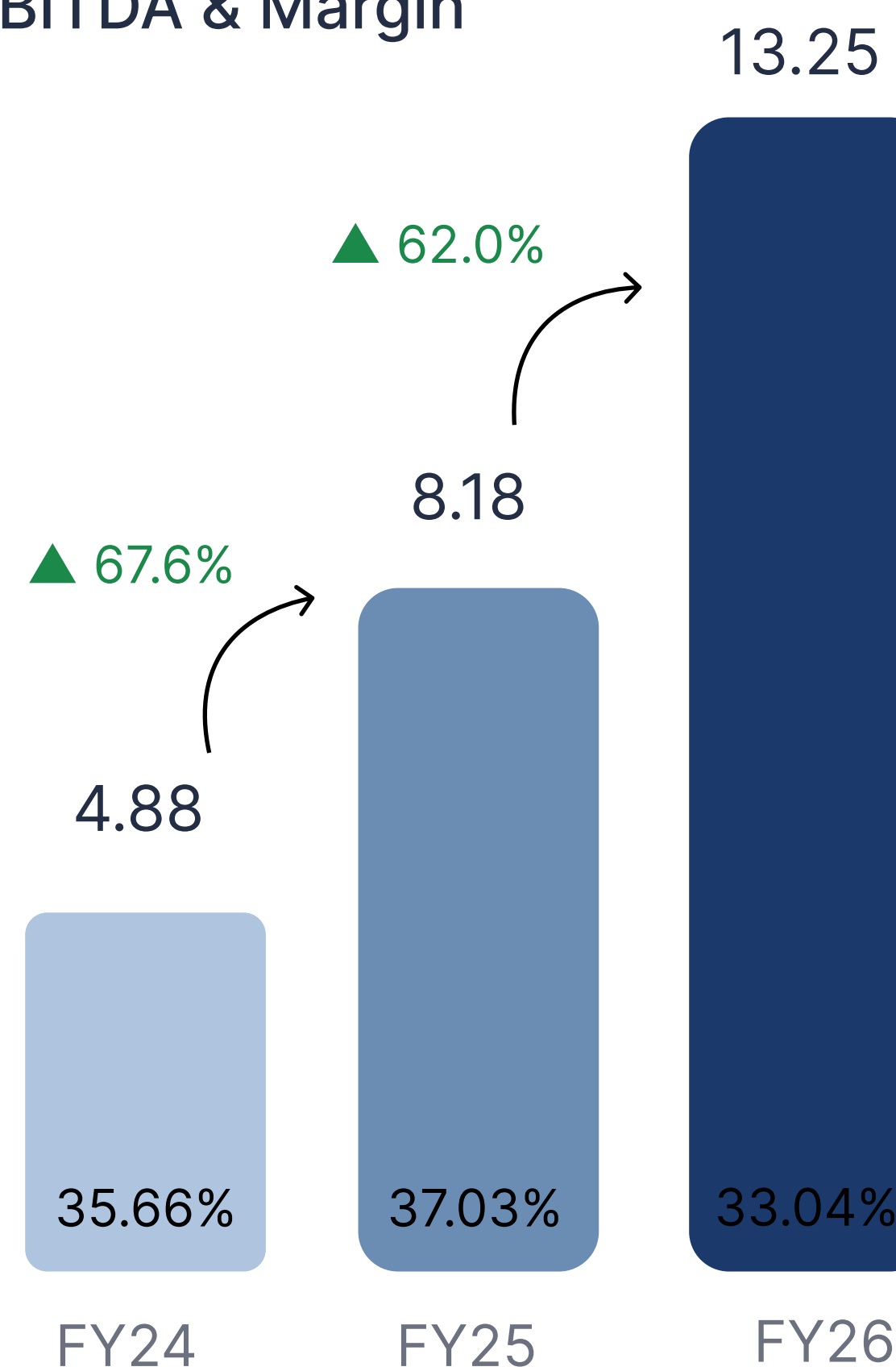
EBITDA ₹13.25 Cr ▲ 62.0%

PAT ₹10.05 Cr ▲ 72.9%

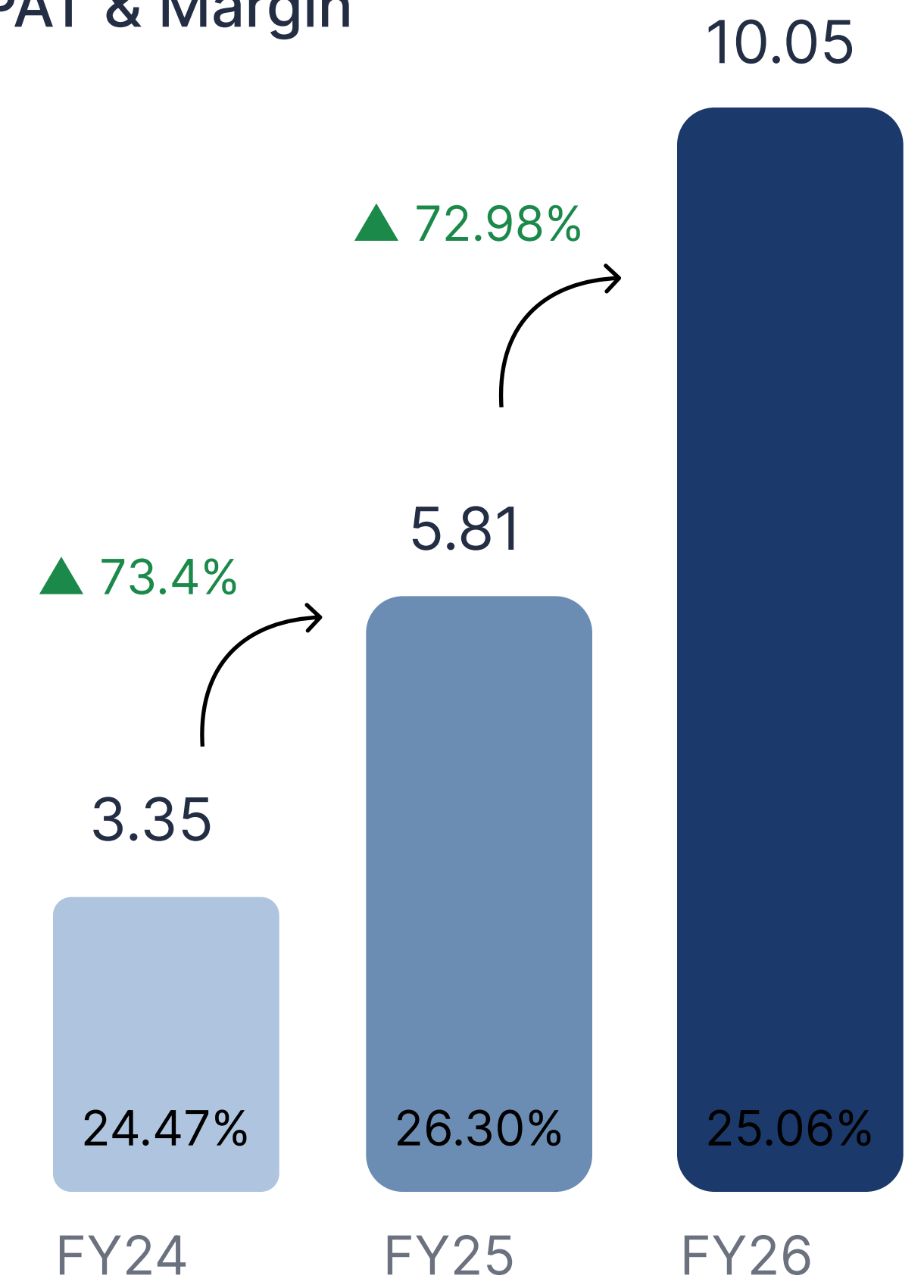
Revenue (INR Cr)



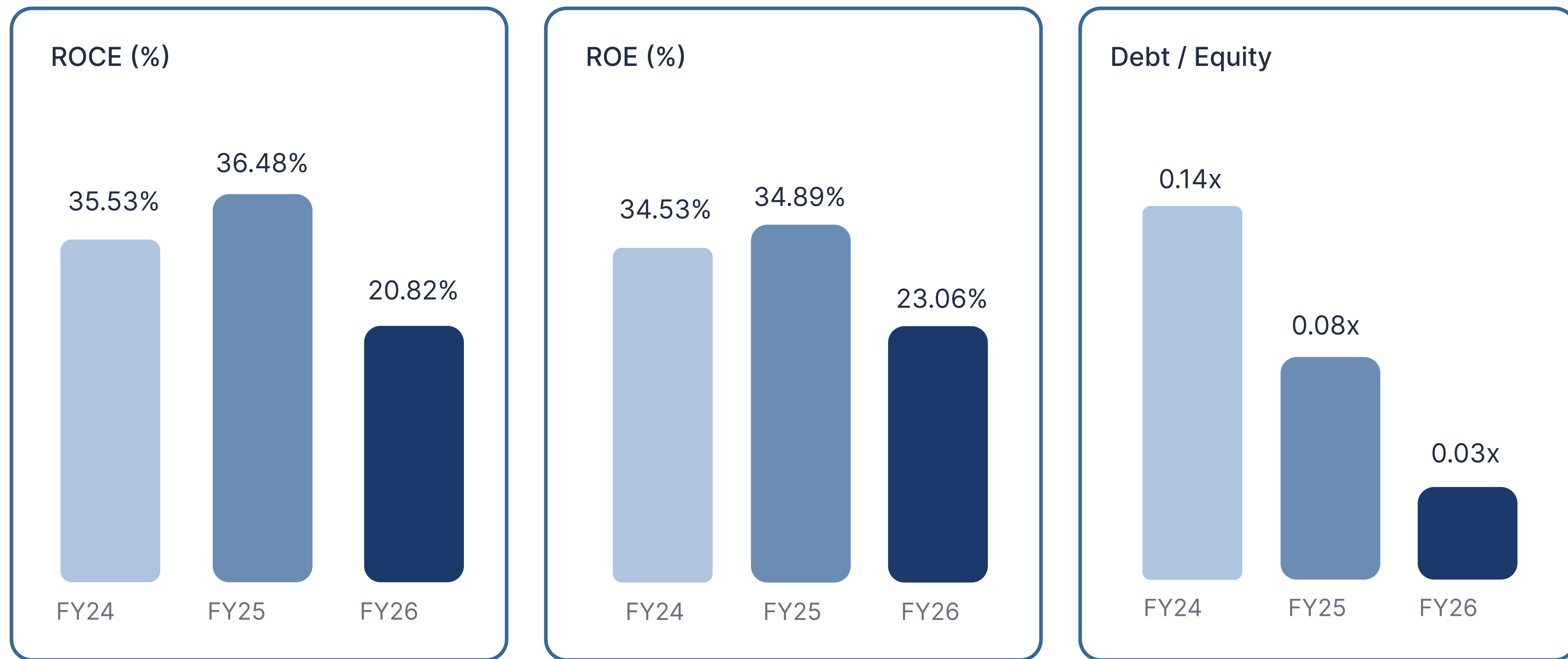
EBITDA & Margin



PAT & Margin



# Return Ratios & Leverage



*Return on Capital Employed (ROCE) and Return on Equity (ROE) decreased in FY26 due to the infusion of fresh equity capital raised during our listing in September 2025.*

# Revenue per employee



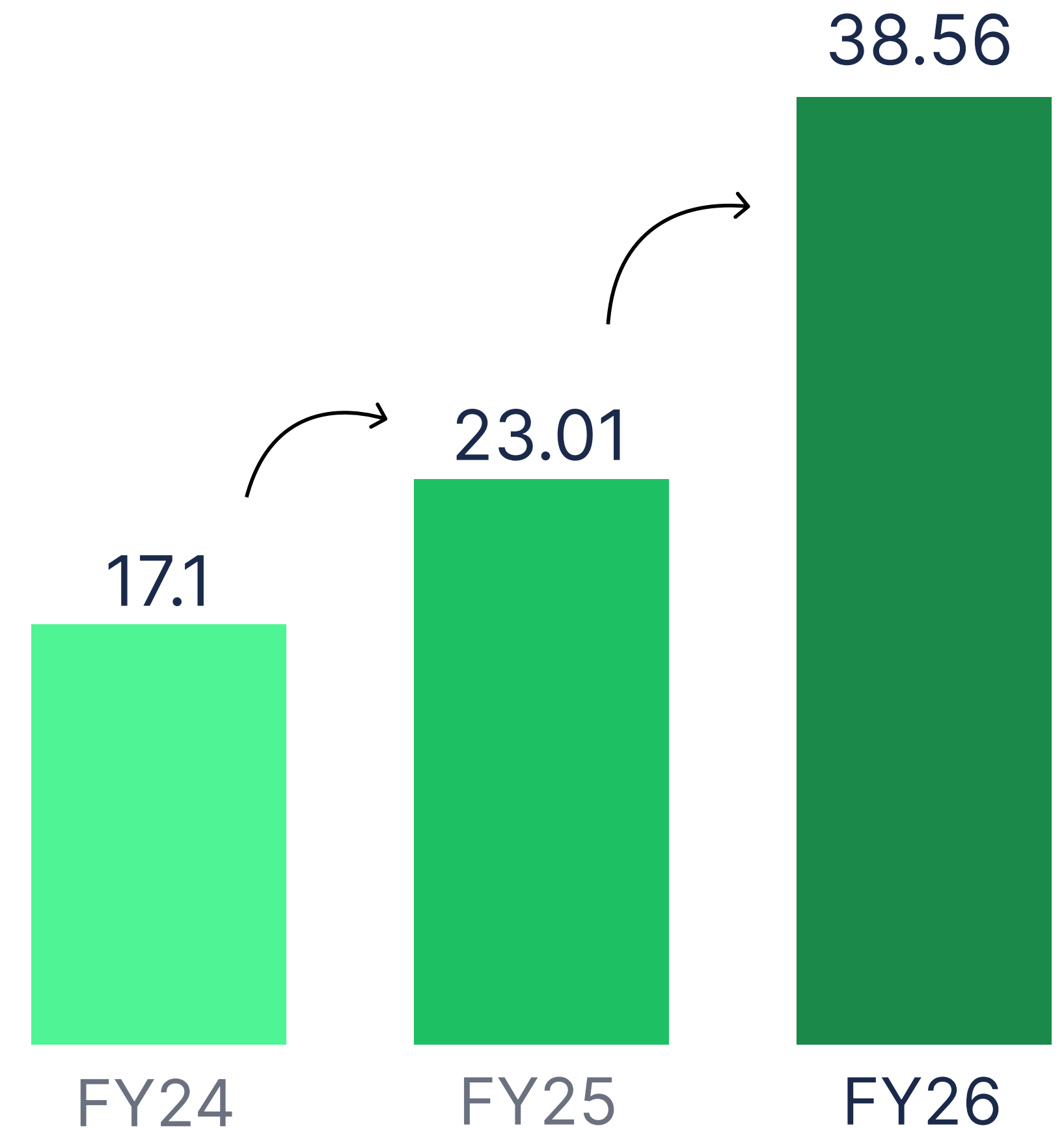
FY26 PRODUCTIVITY

# ₹38.56 lakh

per employee, FY26

*Standalone Revenues expanded by 192.7% over the FY24-FY26 period, while our team grew by only 30.0%. This leverage drove a 125.5% increase in revenue per employee*

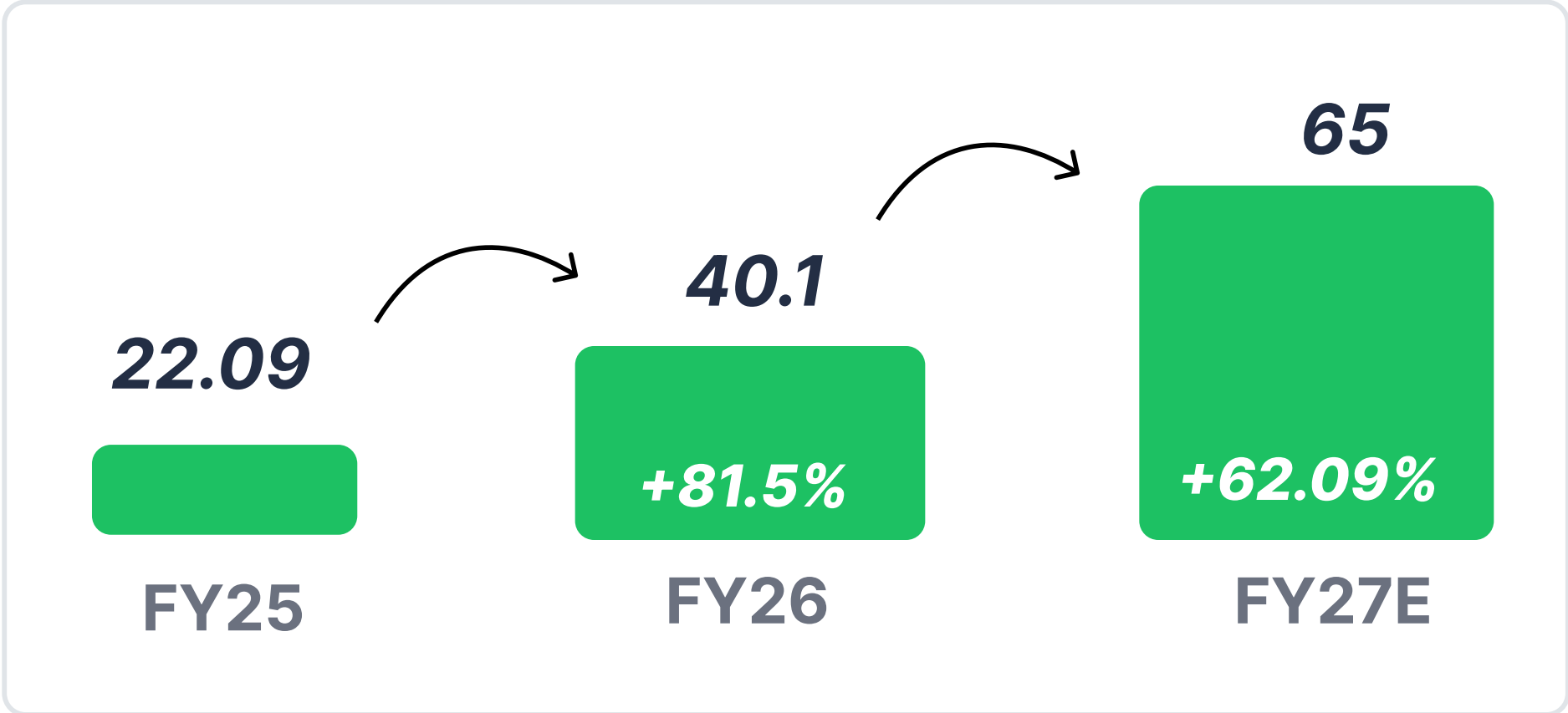
Revenue per Employee (₹ Lakh)



# Projected Revenue Guidance and Order Visibility



## Revenue Guidance (₹ Cr)



Revenue values above bars; YoY growth shown within bars.  
 Base: FY25A revenue ₹22.09 Cr. FY27E is management estimate.

Operating revenue target is projected at **₹65 Cr in FY27E with 25%+ PAT margins.**

## Execution Velocity

Our deployment of drone-LiDAR systems has accelerated project execution speeds. This increase in execution velocity reduced the unbilled backlog from ₹22.9 Cr in March 2025 to ₹12.1 Cr in March 2026, while driving an 81.5% increase in operating revenues in FY26.

Guidance based on current visibility, tender outcomes and execution assumptions; actual results may differ.

**₹17.85 Cr**  
 Confirmed Orders  
 Confirmed executable backlog as of 31 May 2026

**₹31.83 Cr**  
 Active Bid Pipeline  
 Bids 4.67 Cr + Pre-bid 27.16 Cr

**₹15.0 Cr**  
 Exploratory Pipeline  
 Qualified potential opportunities

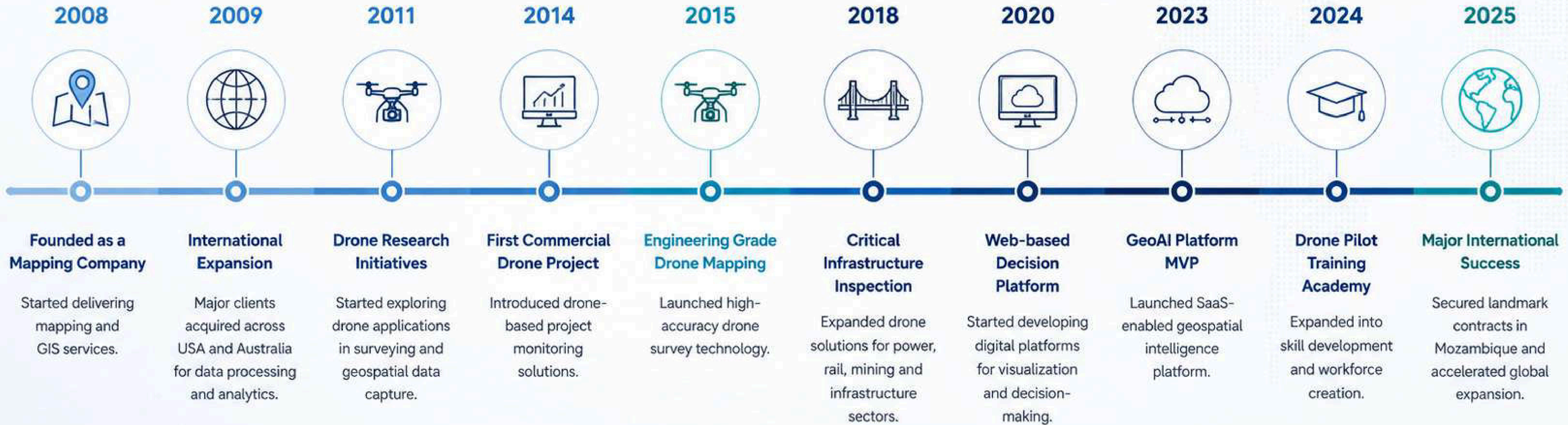
**81.53%**  
 FY26 Growth (YoY)  
 Demonstrated execution underpins guidance



*We are targeting annual revenue of **₹500 crore** within the next five years, driven by a disciplined growth strategy and a revenue CAGR of >50%.*

# OUR JOURNEY

18+ Years of Geospatial Innovation and Digital Transformation



## FOUNDATION

2008 - 2013

- Established as a Mapping Company
- Built strong global client base in data and analytics



## DRONE LEADERSHIP

2014 - 2019

- Pioneered commercial drone projects
- Engineering grade mapping & surveys
- Critical infrastructure inspections



## DIGITAL TRANSFORMATION

2020 - PRESENT

- Digital platforms for smarter decisions
- GeoAI powered SaaS solutions
- Building capabilities. Expanding globally.

# The Problem. Our Solution.

Transforming survey & inspection with advanced remote sensing technology



## THE CHALLENGE For Decision Makers

Conventional survey workflows rely on **manual processes and site visits**, resulting in slow, inefficient and often inaccurate outcomes.



Time-consuming



Costly



Quality & accuracy issues



Challenges in difficult terrain



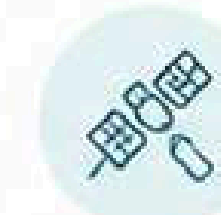
Human safety risks

## OUR SOLUTION

Smarter Data Collection for Planning, Monitoring & Management  
Using *Advanced Remote Sensing Technology*



## WHAT WE OFFER



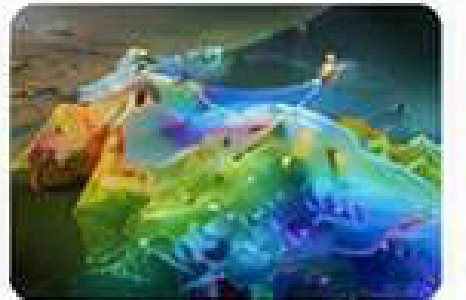
### MODERN SURVEY TECHNOLOGY

Aerial, drone, surface, underground, underwater



### GEOSPATIAL CONSULTANCY

GIS data, analysis, training & decision support



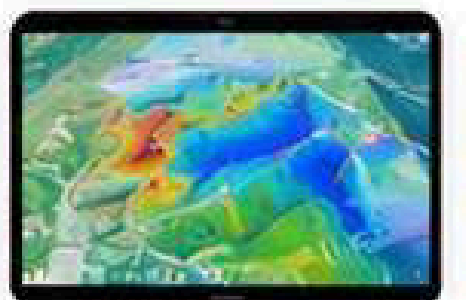
### ENGINEERING CONSULTANCY

Roads, railways, irrigation, water & infrastructure



### SOFTWARE SOLUTIONS

Data visualization & smarter decision-making with AI/ML



## THE IMPACT



Faster Decisions



Lower Costs



Higher Accuracy



Safer Operations



Better Outcomes

MORE YOU KNOW, BETTER YOU PLAN, MONITOR AND MANAGE.

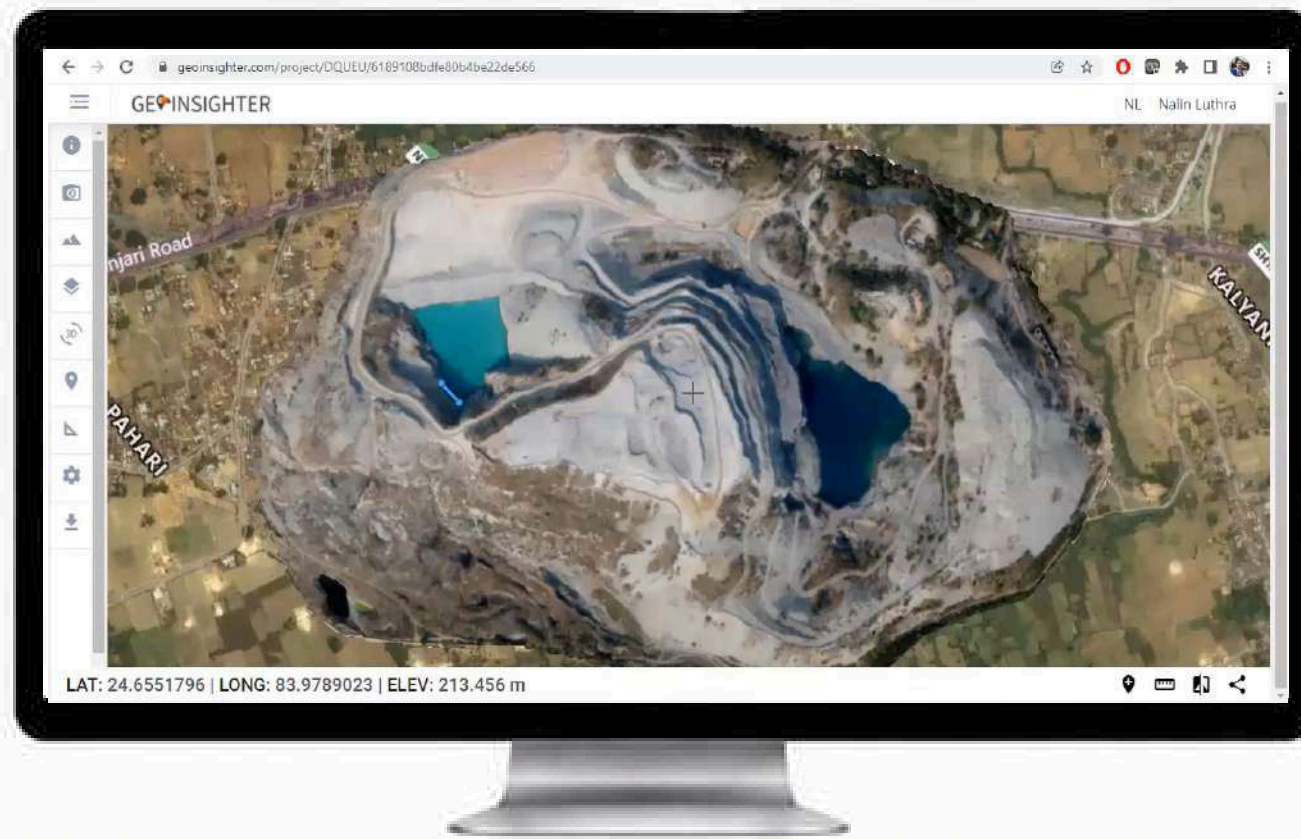
# From Dirt to Decisions. Across Every Stage.

Unified geospatial intelligence platform to plan, build and manage with confidence.



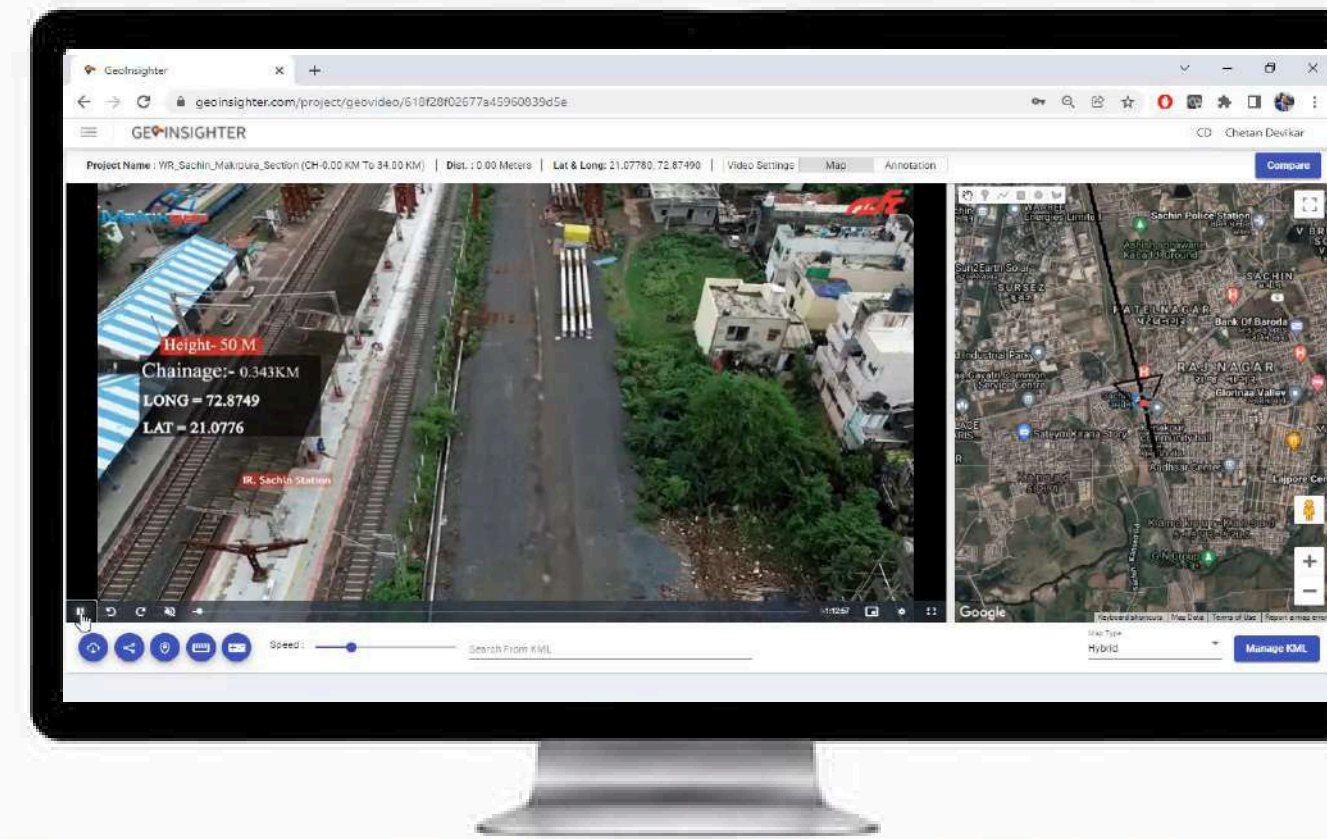
## 1. PLAN

See the big picture.  
Plan with precision.



## 2. BUILD

Track progress in real-time.  
Stay on schedule.



## 3. MANAGE

Monitor assets. Ensure safety.  
Extend performance.



### STORE

Centralize all project data in one secure location.



### EASY ACCESS

Access the right data, anytime, anywhere with ease.



### VISUALIZE

Turn complex data into clear insights with powerful 3D visualization.



### CAPTURE

Collect high-quality data from air, ground and beyond.



### ANALYZE

Extract meaningful insights with AI powered analytics.



### COLLABORATE

Align teams and stakeholders with real-time updates.



### INSPECT

Monitor assets and infrastructure continuously.



### ALERT

Get instant alerts. Act faster. Reduce risk.



### OPTIMIZE

Optimize operations and extend asset lifecycle.



## Better Data. Better Decisions. Better Outcomes.

Increase Efficiency | Reduce Costs | Mitigate Risks | Drive Sustainable Growth

# Our Technology



Smarter Data Collection for Planning, Monitoring & Management Using Advanced Remote Sensing Technology, delivering a single source of truth, powered by technology.

**10x**

MORE DATA

**5x**

FASTER

**5x**

COST SAVING

**2x**

ACCURACY

**10x**

SAFER OPERATIONS

## Pre-Bid Assessment:

Accelerated terrain profiling, volumetric analysis, and constraint mapping to optimize bidding margins.

## Post-Bid Design & Planning:

High-density LiDAR terrain modelling, digital twin creation, and physical design verification.

## Construction Monitoring:

Multi-temporal aerial imaging and design vs. build variance analytics to track progress.

## Management & Operations:

Defect detection via machine learning, safety alerting, and structural inspections.



# Our Capability



## Advanced Drone and Resources



### Multi Rotor

For Complex areas



### Fixed Wing

For Larger Area Coverage



### E-VTOL Hybrid

Larger Area in tough Terrain



### Manned Helicopter

For Extremely Large area Surveys

## Advanced Sensors



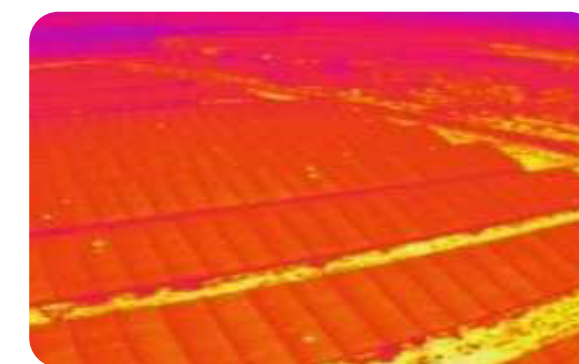
RGB



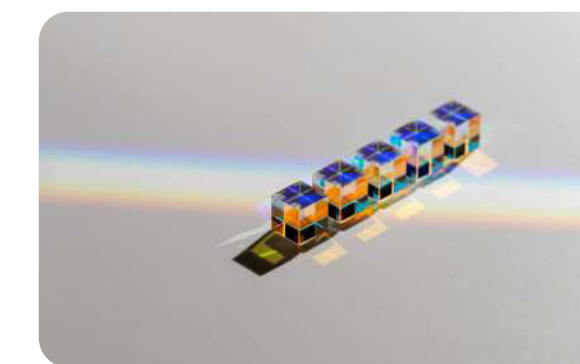
Oblique Camera



LIDAR



THERMAL



Multi Spectral



Magnetic



Bathymetry

# Technology Infrastructure & Data Acquisition



Matrix Geo's comprehensive multi-platform geospatial acquisition ecosystem.

## AERIAL PLATFORMS

Category / Metric	Multi-Rotor Drones	Fixed-Wing Drones	Hybrid VTOL Drones	Manned Aviation Systems
Deployed Platform Model	Customized Inspection UAVs	Corridor Mapping UAVs	Long-Endurance E-VTOLs	Helicopters & Light Aircraft
Core Survey Payloads	RGB Oblique & Thermal	Dual-Laser LiDAR	Multispectral Sensors	Airborne LiDAR Units
Operating Asset Status	Owned Platform	Owned Platform	Owned Platform	Leased Platform

## STRATEGIC ADVANTAGE

*The Company's aerial ecosystem enables rapid deployment across diverse terrain conditions while optimizing accuracy, coverage, and operational economics.*

# Technology Infrastructure & Data Acquisition



## GROUND & MOBILE MAPPING PLATFORMS

Platform	Capability	Primary Applications
Mobile Mapping Systems	High-speed corridor mapping with LiDAR and imaging	Roads, highways, smart cities, utility corridors
Railway Mapping Systems	Precision railway asset and track corridor capture	Railways, Metro systems, Kavach implementation
GNSS & Survey Platforms	Engineering-grade positioning and control networks	Infrastructure design and construction
Ground LiDAR Systems	High-density reality capture and documentation	Buildings, bridges, industrial assets, heritage
Utility & Subsurface Survey	Underground utility detection and mapping	Water, gas, telecom and power infrastructure

**Strategic Advantage:** Ground platforms provide highly accurate engineering data essential for infrastructure design, construction, compliance, and asset management.

## HYDROGRAPHIC & UNDERWATER PLATFORMS

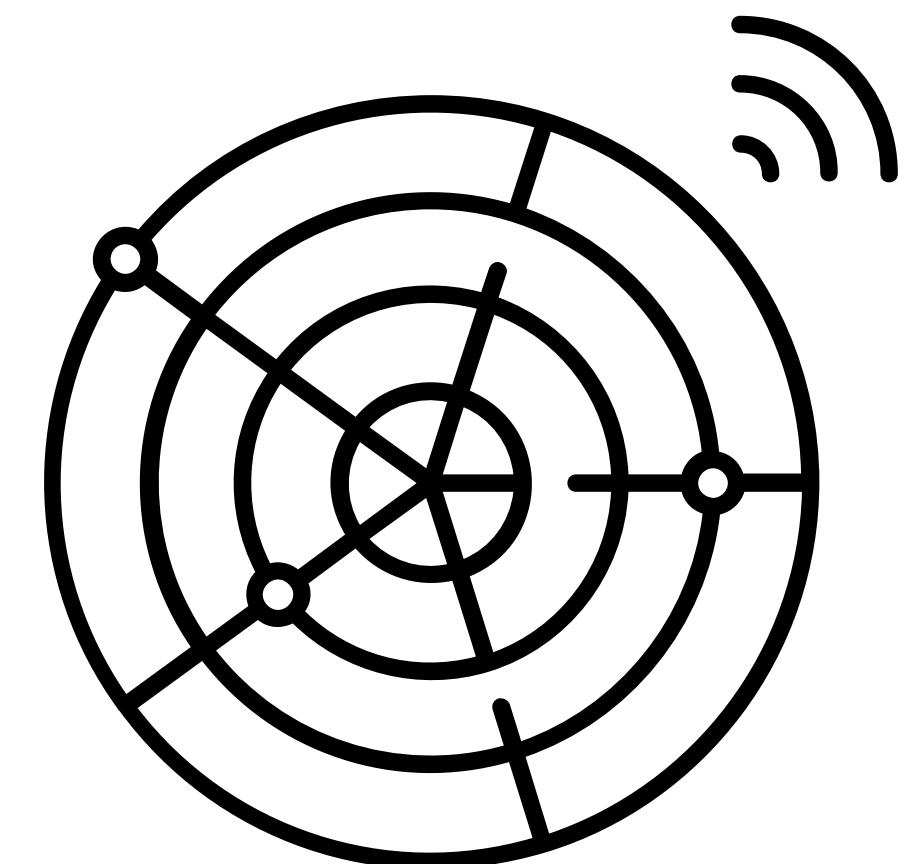
Platform	Capability	Primary Applications
Survey Boats	Hydrographic and bathymetric surveying	Rivers, reservoirs, ports, waterways
Bathymetric Mapping	Underwater terrain modelling	Dam safety, dredging, water infrastructure
Underwater Inspection	Submerged asset inspection and documentation	Bridges, ports, pipelines, hydraulic structures

**Strategic Advantage:** Matrix Geo's underwater capabilities extend infrastructure intelligence beyond conventional surveying, enabling end-to-end asset visibility.

# Technology Infrastructure & Data Acquisition



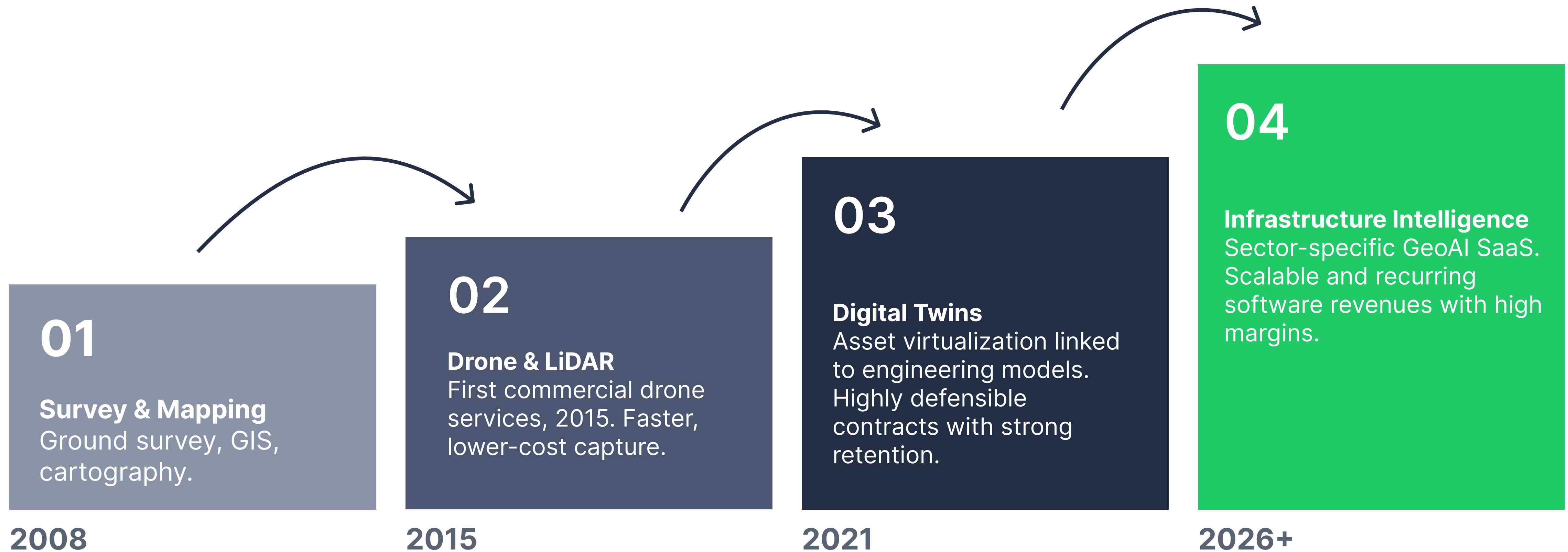
Sensor Technology	Infrastructure Intelligence Applications
Aerial and Mobile LiDAR	Terrain modelling, corridor engineering, Digital Twins, and more.
Terrestrial LiDAR	Structural scanning and 3D reality modelling
RGB Imaging Sensors	Orthophoto generation and visual inspection
Oblique Imaging Systems	High-fidelity 3D city and asset modelling
Multispectral Sensors	Agriculture, environmental and vegetation analytics
Hyperspectral Sensors	Advanced material and mineral analysis
Magnetometers	Subsurface investigations and detection
Ground Penetrating Radar	Underground utility and subsurface mapping
Bathymetric Sonar Systems	Underwater depth and terrain modelling
Echo Sounders	River and reservoir profiling
GNSS / DGPS Systems	Precision geospatial positioning



# Four Phases



Business Transformation and Margin Expansion Profile



Built on a foundation of 18 years

# Products & Technology Platforms



## Building India's Infrastructure Intelligence Stack

Over 18 years, Matrix Geo has built one of India's largest infrastructure geospatial datasets across railways, highways, water, mining, renewable energy, urban infrastructure, and heritage assets. The next phase transforms this capability into proprietary software platforms that convert geospatial data into actionable intelligence.

### LAYER 1

## Reality Capture

- Satellites
- Manned Aircraft
- Drones
- Mobile Mapping Systems
- Rail Platforms
- Ground Sensors
- Underwater Systems
- IoT Devices



### LAYER 2

## Digital Infrastructure Data Lake

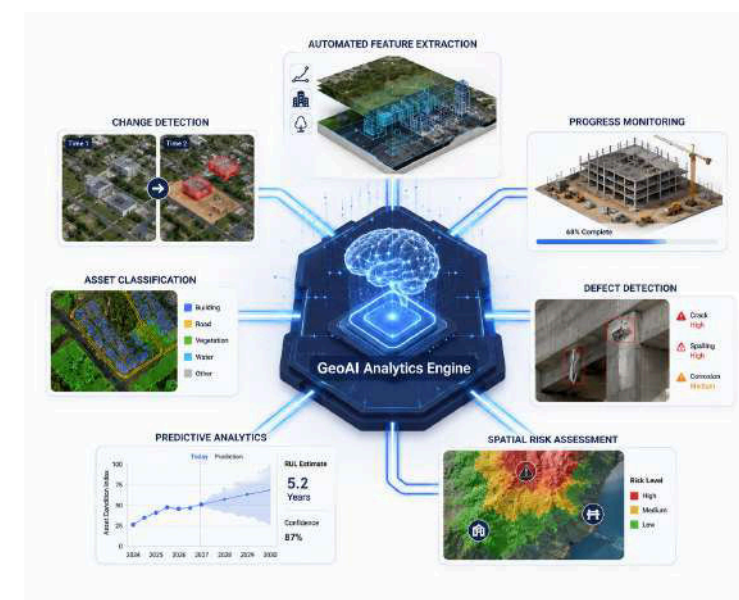
- Orthophotos
- DEM/DSM
- LiDAR Point Clouds
- BIM Models
- Utility Data
- Bathymetric Data
- Digital Asset Records
- Inspection Records



### LAYER 3

## GeoAI Analytics Engine

- Automated Feature Extraction
- Change Detection
- Progress Monitoring
- Asset Classification
- Defect Detection
- Predictive Analytics
- Spatial Risk Assessment



### LAYER 4

## Digital Twin Applications

- Railways
- Roads
- Water Networks
- Mining
- Urban Infrastructure
- Renewable Energy Assets



## PLATFORM 1

### Infrastructure Progress Intelligence Platform

#### Core Capabilities

- Progress Tracking
- GIS Dashboards
- Drone Video Mgmt
- Milestone Monitoring
- Contractor Performance
- Automated Reporting
- Executive Dashboards
- Mobile Access

**Target Customers:** Railways, NHAI, Metro Projects, EPC Contractors, Smart Cities, Water Utilities

**Future Roadmap:** AI-driven progress measurement, Schedule variance prediction, Digital construction twins, Multi-project dashboards

**Strategic Value:** Converts one-time survey projects into recurring monitoring contracts.

## PLATFORM 2

### Geinsighter Enterprise

#### Data Types Managed

- Orthophotos
- DEM / DSM
- LiDAR Point Clouds
- BIM Models
- Utility Networks
- Survey Records
- Asset Inventories

#### Advanced Capabilities

- Multi-user collaboration
- Version control
- AI-assisted extraction
- Change detection
- Enterprise GIS integration
- API ecosystem

**Future Roadmap:** Digital asset registry, National-scale deployment, GeoAI workflow integration, BIM/ERP interoperability

**Strategic Value:** Positions Matrix Geo as the custodian of infrastructure intelligence.

## PLATFORM 3

### Geinsighter AI

#### Current Capabilities

- Structural inspection
- Asset inventory mgmt
- Digital Twin visualization
- BIM integration
- Remote inspections
- Visual defect ID

#### Next Gen AI

- Crack detection
- Corrosion detection
- Thermal anomaly detection
- Vegetation encroachment
- Railway asset inspection
- Dam/bridge scoring

**Target Markets:** Railways, Power Utilities, Water Utilities, Highways, Industrial Assets, Renewable Energy

**Strategic Value:** Creates a scalable AI-led inspection business with higher margins.

## PLATFORM 4

### Mine Insider

#### Core Capabilities

- 3D Mine Visualization
- Stockpile Measurement
- Volume Calculations
- Production Tracking
- Drill & Blast Analytics
- Geological Modelling
- Hydrological Monitoring

#### Future Enhancements

- Autonomous drone integration
- Mine safety analytics
- Predictive slope stability
- Carbon footprint tracking
- ESG reporting dashboard

**Strategic Value:** Transforms mining ops through real-time geospatial intelligence.

# Full-Stack Geospatial Coverage



Matrix Geo has built one of the most comprehensive geospatial capability stacks in the industry. Most competitors specialize in only one or two layers of data acquisition. Matrix Geo integrates all terrain domains into a unified infrastructure intelligence workflow.

Infrastructure Layer	Capability
Space	Satellite imagery, photogrammetry, remote sensing, hyperspectral analytics
Aerial	Manned aircraft surveys, aerial LiDAR, helicopter-based acquisition
Drone	Multi-rotor, fixed-wing, VTOL, LiDAR, thermal, multispectral & custom payload operations
Surface	Mobile Mapping Systems, Ground LiDAR, GNSS, Total Stations, Reality Capture
Underground	Ground Penetrating Radar (GPR), utility mapping, subsurface investigations
Underwater	Bathymetric surveys, echo sounding, hydrographic mapping, underwater inspection systems

This full-stack capability allows Matrix Geo to create a single source of truth for infrastructure owners across the entire asset lifecycle; from planning and design to construction, monitoring, maintenance, and digital twin creation.

# Why now



## Macro Capex Expansion Aligns with Geospatial Demand

### STRUCTURAL SHIFT 01

**Rs.12.2 Lakh Cr**

Infrastructure capex

Union Budget FY26-27 allocates Rs.12.2 lakh crore to capital infrastructure - largest in history, demanding precision survey and monitoring at scale.

Union Budget FY26-27

### STRUCTURAL SHIFT 02

**Rs.20,000 Cr**

Geospatial mission

National Geospatial Mission mandates digitisation of land parcels, utility corridors, and urban assets across every Indian state over five years.

National Geospatial Mission

### STRUCTURAL SHIFT 03

**\$4.34B to \$13B**

Market

India's drone tech market is projected to triple by 2030, catalysed by PLI incentives, defence indigenisation, and commercial asset-monitoring demand.

Indian Drone Tech Market Opportunity Report 2024

Matrix Geo sits at the intersection of all three.

# Market Opportunity



SECTOR	TAM (₹ Cr)	SAM (₹ Cr)	SOM (₹ Cr)	CAGR
RAILWAY	6,200	3,100	300	15%-20%
HIGHWAY	5,500	2,750	275	18%-20%
WATER	2,500	1,300	125	20%
POWER	3,500	2,200	200	25%
MINING	2,000	1,200	120	20%
OTHER	1,500	750	75	15%-20%
<b>TOTAL</b>	<b>21,200</b>	<b>11,300</b>	<b>1,095</b>	<b>15%-25%</b>

## KEY INSIGHTS



Strong multi-sector opportunity driven by infrastructure expansion and digital transformation



Balanced mix of large-scale programs and recurring asset management needs



Significant scope for advanced geospatial, AI/GeoAI, and automation solutions



Attractive growth outlook with 15%-25% CAGR across sectors

## TAM BREAKDOWN BY SECTOR



Railway (29%)	₹6,200 Cr
Highway (26%)	₹5,500 Cr
Water (12%)	₹2,500 Cr
Power (17%)	₹3,500 Cr
Mining (9%)	₹2,000 Cr
Other (7%)	₹1,500 Cr

# Railways -

Digital Intelligence for Complete Lifecycle



## MARKET OPPORTUNITIES

**6200+ Cr**  
TAM Annual

**3100+**  
SAM Annual

**300+**  
SOM Annual

**15%-20%**  
CAGR

## OUR HIGHLIGHTED PROJECTS



Planning of India's 1<sup>st</sup> Bullet Train



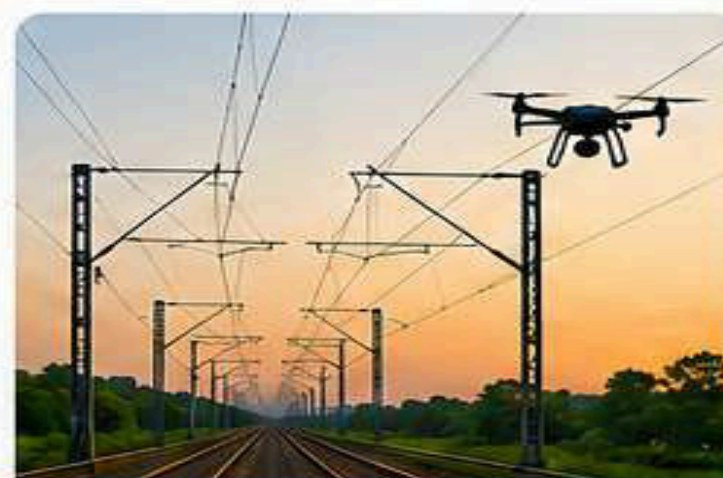
Drone Based Planning of Chardham Railways Root



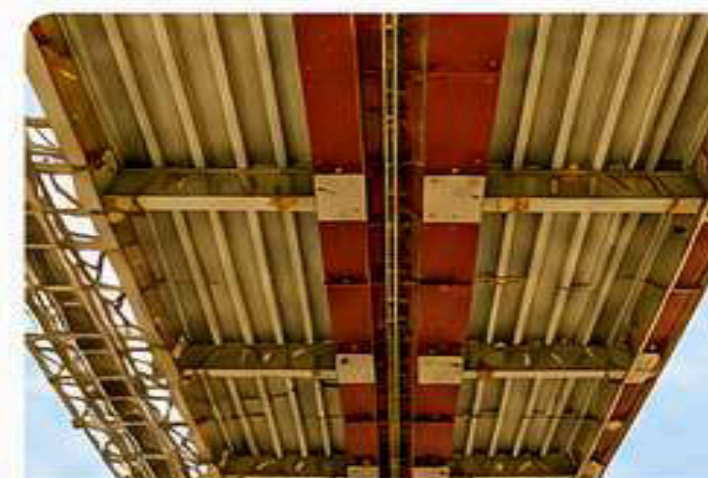
Drone Based Project Monitoring of World Highest Chenab Railway



6000+ KM Survey using LIDAR Tech for Kavach System Implementation



Drone Survey and Design for Faster Electrification in Railways



Inspection of Bridges using Drone in Prayagraj

## OUR RAILWAY CLIENTS



## END-TO-END DIGITAL INTELLIGENCE ACROSS THE RAILWAY LIFECYCLE



# Highways & Roadways -

Geospatial Intelligence



## MARKET OPPORTUNITIES



**5500+ Cr**  
TAM Annual



**2750+ Cr**  
SAM Annual



**275 + Cr**  
SOM Annual



**18%-20%**  
CAGR

## OUR HIGHLIGHTED PROJECTS

Aerial Project Progress Monitoring using Drone for NHAI



Mobile LiDAR Technology Based Survey & Planning for Bharatmala Scheme



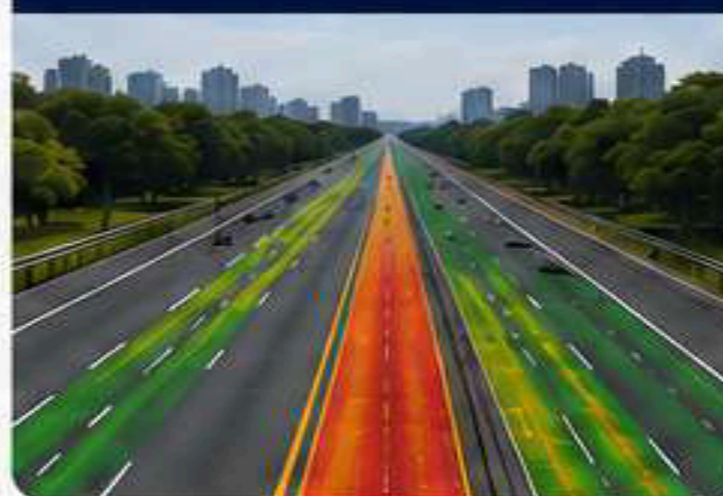
Road Network GIS Study for Bihar State along with CRRI



DRONE, GPR, ECO sound Tech Implemented for Road Projects in Haryana, Punjab for RITES



AI based Road Condition in Delhi for DDA



Satellite based Study for New Roads in Boarder Area for LNM



## OUR ESTEEMED CLIENTS



**BUILDING SMARTER ROADS WITH GEOSPATIAL INTELLIGENCE**

High Accuracy Data | Advanced Technology | Actionable Insights



DRONE SURVEYS



MOBILE LIDAR SURVEYS



GIS MAPPING



ROAD CONDITION ANALYSIS (AI)



SATELLITE IMAGERY



ASSET & NETWORK MANAGEMENT

# Water - Geospatial Intelligence



## MARKET OPPORTUNITIES



**2500+ Cr**  
TAM Annual



**1300+ Cr**  
SAM (Annual)



**125+ Cr**  
SOM Annual



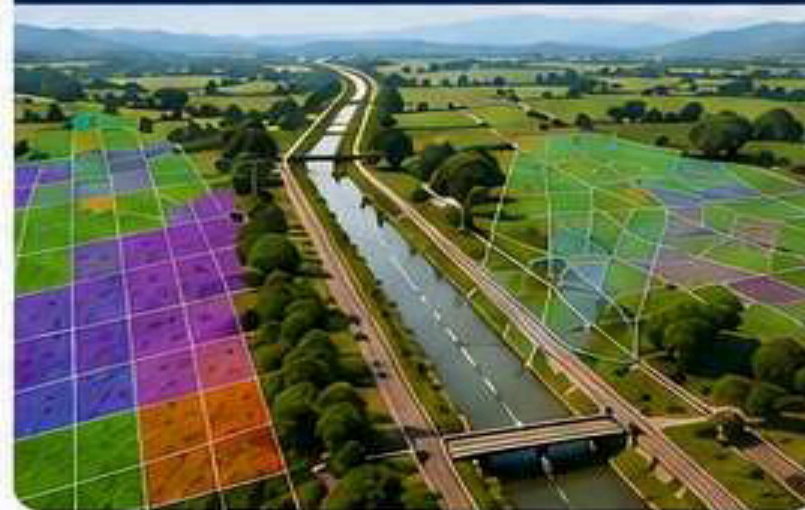
**20%**  
CAGR

## OUR HIGHLIGHTED PROJECTS

River Linking Project in UP-MP for NWDA using Drone LiDAR & Under water Survey Tech



Micro Irrigation Schemes in Tripura for WAPCOS using Geospatial Technology Based Planning



Brahmaputra River Study Project using Drones & Eco Sounder Tech for RITES



Planning of Chak Dam projects in Jharkhand using Drone Technology for CWC



River Linking project Study in J&K, Punjab, Haryana for WAPCOS



Micro Irrigation Piped Network Planning in MP for Jaypee Group



## OUR ESTEEMED CLIENTS



NWDA



WAPCOS



RITES



CWC



NNEPCO



Irrigation Department



Water Resources Department



Prayagraj Mela Authority



MPSEDC



JAYPEE GROUP

**IFCD**

Infrastructure Finance Corporation Limited



**POWERING WATER INFRASTRUCTURE WITH GEOSPATIAL INTELLIGENCE**

High Accuracy Data | Advanced Technology | Actionable Insights



DRONE SURVEYS



BATHYMETRIC SURVEYS



LIDAR MAPPING



GIS ANALYTICS

# Power - Geospatial Intelligence



## MARKET OPPORTUNITIES

 **3500+ Cr**  
TAM Annual

 **2200+ Cr**  
SAM (Annual)

 **200+ Cr**  
SOM Annual

 **25%**  
CAGR

## OUR HIGHLIGHTED PROJECTS

Pumped Storage  
Power Project Drone  
Survey in Maharashtra  
for WAPCOS



Study of Largest Solar  
& Green Hydrogen  
Power Plant in  
Rajasthan for Adani



New Transmission line  
project study in  
Karnataka for Tata  
Projects



Flood Risk Assessment  
Study for Solar Power  
Projects in Tamil Nadu  
for Adani Power



Survey & Planning for  
Floated Solar Project  
in Kutch for Reliance



Hydro Project LiDAR  
Survey in Arunachal  
Pradesh for NEEPCO



## OUR ESTEEMED CLIENTS



**adani**  
New

**adani**  
Green

**adani**  
Industries



**TATA**  
PROJECTS

**Sertlite**



TRACTEBEL



WAPCOS



एनटीपीसी  
NTPC



**POWERING THE FUTURE  
WITH GEOSPATIAL INTELLIGENCE**

High Accuracy Data | Advanced Technology | Actionable Insights



DRONE SURVEYS



LIDAR MAPPING



GIS ANALYTICS



TRANSMISSION  
LINE MAPPING



SITE SELECTION &  
FEASIBILITY STUDIES

# Mining -

digital intelligence across the lifecycle



## OUR HIGHLIGHTED PROJECTS

<p>Drone Based Mine Survey for Adani in Maharashtra</p> 	<p>Coal Stock Inventory Management using Drone for NTPC</p> 	<p>Coal Mine Volumetric Analysis in Mozambique</p> 
<p>Satellite Tech Based Mineral Prospecting Study in Uganda</p> 	<p>Drone Survey of SAIL Mines under MCDR Act</p> 	<p>Drone LiDAR Based Survey of Mines in Assam for Dalmia Group</p> 

## OUR CLIENTS


2,000  
TAM Cr

1,200  
SAM Cr

120+  
SOM Cr annual

20%  
CAGR



POWERING MINING WITH GEOSPATIAL INTELLIGENCE

High Accuracy Data | Advanced Technology | Actionable Insights



DRONE SURVEYS



SATELLITE INSIGHTS



LIDAR MAPPING



3D MODELLING

# Sector Strengths



Core domains where Matrix Geo holds deep capability and long-term platform potential.

## Railways & Metro

### REPRESENTATIVE PROJECTS

- Kavach Gradient Verification (6,000+ km)
- Mumbai-Ahmedabad High-Speed Rail
- Dedicated Freight Corridor support
- Rail & Metro corridor surveys

### KEY CAPABILITIES

- Railway Corridor Mapping
- LiDAR & Mobile Mapping
- Kavach Readiness
- Digital Asset Inventory
- Bridge & Tunnel Inspection
- Railway Digital Twins

## Roads & Highways

### REPRESENTATIVE PROJECTS

- Bharatmala Programme support
- Char Dham Highway Monitoring
- Expressway LiDAR Surveys
- Road Condition Analytics
- Ropeway Infrastructure Surveys

### KEY CAPABILITIES

- Corridor Digital Twins
- AI Road Condition Monitoring
- Mobile Mapping
- Construction Intelligence Dashboards

## Mining & Resources

### REPRESENTATIVE PROJECTS

- Gondkhairi Coal Block (Adani)
- NTPC Stockyard Volumetrics
- Mine Compliance Monitoring
- Australia Mining Surveys
- Africa Mineral Exploration

### KEY CAPABILITIES

- 3D Mine Visualization
- Production Analytics
- Stockpile Monitoring
- Drill & Blast Intelligence
- ESG Reporting Support

# Sector Strengths



National-priority and high-growth domains with strong recurring-revenue potential.

## Water & Irrigation

### KEY CAPABILITIES

- River Digital Twins
- Flood Modelling
- Hydrographic Surveys
- Bathymetric Mapping
- Watershed Intelligence

### REPRESENTATIVE PROJECTS

- Narmada Parikrama Survey (1,312 km)
- Ken-Betwa Link Project
- Brahmaputra River Monitoring
- Maha Kumbh Infrastructure Planning
- Dam & lift-irrigation surveys

## Power & Renewables

### KEY CAPABILITIES

- Transmission Corridor Monitoring
- Utility Asset Mapping
- Solar Farm Digital Twins
- Vegetation Management
- Thermal Inspection

### REPRESENTATIVE PROJECTS

- Rajasthan Solar Parks (200,000+ Ha)
- Adani Green Energy Solar
- SECI Leh High-Altitude Survey
- Tata Power Utility Mapping
- GAIL Pipeline Monitoring

## Urban & Smart Cities

### KEY CAPABILITIES

- City Digital Twins
- Urban Asset Management
- Property Intelligence Systems
- Infrastructure Planning Platforms

### REPRESENTATIVE PROJECTS

- Swamitva Scheme
- AMRUT 2.0 Mapping
- Rural Land Records Modernization
- Urban GIS Platforms

# Sector Strengths



Specialized and emerging domains, plus broader environmental and land capabilities.

## Heritage & Archaeology

### KEY CAPABILITIES

- LiDAR Documentation
- 3D Heritage Models
- Digital Preservation
- Structural Monitoring

### REPRESENTATIVE PROJECTS

- Rakhigarhi (Indus Valley)
- Sanauli Archaeological Site
- Palitana Temple Complex
- Khajuraho Monuments
- ASI Monument Mapping

## Defence & Strategic Infrastructure

### KEY CAPABILITIES

- Drone-Based Intelligence
- Terrain Mapping
- Strategic Corridor Monitoring
- Infrastructure Surveillance
- Disaster Response Support
- GeoAI Applications

### REPRESENTATIVE PROJECTS

- Drone Academy of India training
- Capability building for govt bodies
- Secure Digital Twins
- Autonomous monitoring

## Environmental & Land

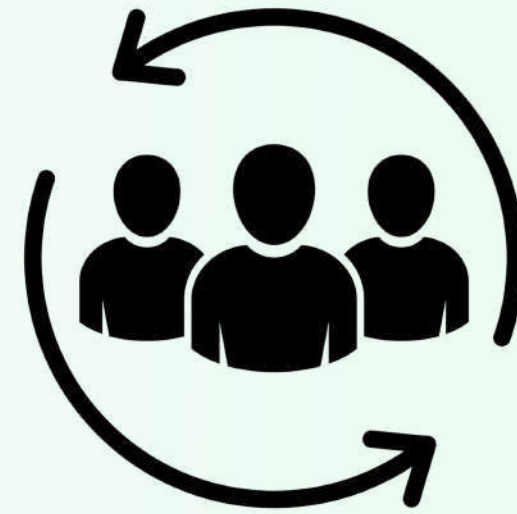
### APPLICATIONS

- Environmental Impact Assessment
- Land Management
- Forest Monitoring
- Climate Resilience Planning
- Natural Resource Assessment
- ESG Monitoring

# Why Customers Choose Us



81.99%



**of FY26 revenue came from repeat clients.**

*They come back because evidence-based delivery lowers cost and de-risks decisions.*

Evaluation Parameters	Traditional Field Surveys	MGSL Digital Workflow	Quantifiable Improvement
<b>Project Delivery Timeline</b>	Manual point-by-point, slow	Airborne LiDAR & Drone capture	Up to <b>5.0x</b> faster delivery
<b>Spatial Data Density</b>	Interpolated grid measurements	High-density 3D point-clouds	<b>2.0x</b> higher spatial resolution
<b>Operational Personnel Safety</b>	High physical field risk	Remote aerial data acquisition	<b>10.0x</b> lower field exposure
<b>Structural Commercial Value</b>	Static project data collection	Recurring lifecycle digital twins	<b>Multi-year</b> analytical value

**200+ clients across governments, EPCs, utilities, and infrastructure owners.**

# Competitive Advantage



We capture across every terrain domain: space, aerial, drone, surface, underground and underwater. **Most competitors operate in one or two.**

High-Precision Capability	Traditional Survey	Drone Startups	Engineering EPCs	Matrix Geo Solutions
Precision Geodetic Networks	Yes	Limited	Yes	Yes
Regional Manned Aerial LiDAR	Yes	No	No	Yes
Oblique 3D Imagery Capture	No	Yes	No	Yes
Subsurface Radar GPR Profiling	Limited	No	Yes	Yes
Integration with BIM Designs	No	No	Yes	Yes
Proprietary GeoAI Software	No	No	No	Yes
Lifecycle Monitoring	No	Limited	Limited	Yes
Engineering Design	Limited	No	Yes	Yes

**The durable advantage is engineering depth turned into software that engineers prefer to use.**

# Value Proposition



Infrastructure owners ultimately evaluate solutions on three parameters.

**Faster project delivery | Reduced project risk | Lower lifecycle cost**

Key Evaluation Metrics	Traditional Survey Methods	MGSL Digital Solution	Proven Performance Gain
<b>Spatial Data Density</b>	Point-by-point, interpolation	Continuous 3D point-clouds	<b>10.0x</b> more spatial data points
<b>Turnaround Velocity</b>	Manual, sequential, slow	High-speed aerial capture	<b>5.0x</b> faster project delivery
<b>Operational Cost Base</b>	Heavy manual field resources	Automated drone-LiDAR systems	Up to <b>5.0x</b> reduction in delivery cost.
<b>Spatial Resolution</b>	Varying, human verification	Precision laser measurements	<b>2.0x</b> higher spatial resolution
<b>Personnel Safety Risk</b>	High exposure in steep terrains	Remote aerial data acquisition	<b>10.0x</b> lower field exposure

*Matrix Geo has consistently demonstrated measurable improvements over conventional survey methodologies, particularly in difficult terrains, large linear infrastructure corridors, and mission-critical projects.*

# Marquee Projects



Where scale, terrain and technology converge. Six projects that serve as a testament to our capability

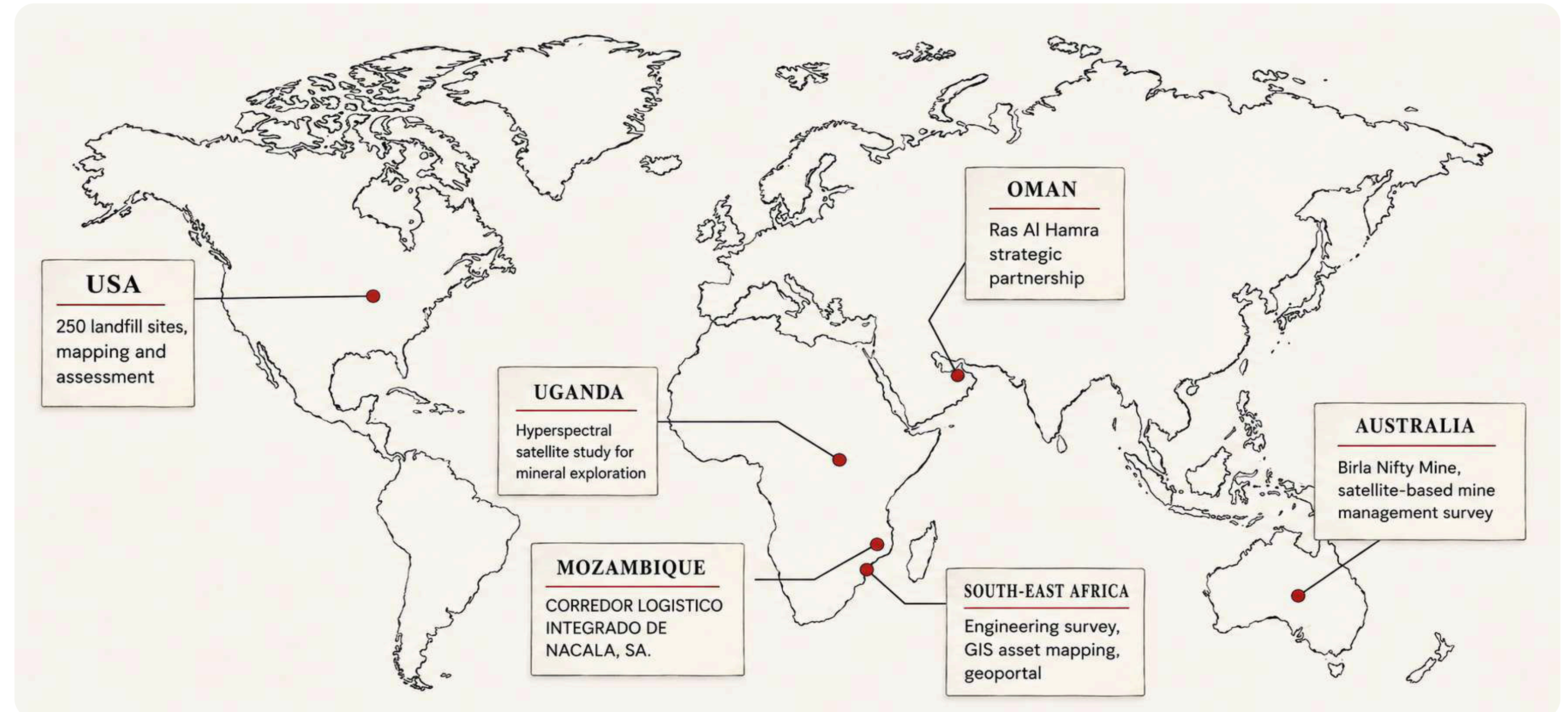
Particulars / Marquee Project	Kavach Railway Verification	SECI Leh Solar Project	Ken-Betwa River Interlinking	Rakhigarhi Site Preservation
Terrain & Operating Conditions	Active linear railway corridors	Extreme altitude, 4,500+ meters	Ecologically sensitive river basin	Protected archaeological reserve
Core Technical Deployed	Vehicle-mounted mobile LiDAR	Long-endurance drone LiDAR	Airborne LiDAR & Bathymetry	High-density aerial photogrammetry
Key Data Outcomes Delivered	6,000 + km gradient models	Topographic terrain models	Integrated basin depth models	Millimeter-accurate 3D heritage model



# International Projects



We have delivered projects across **11 countries**, transitioning from exporting services to exporting technology platforms.



**11**  
Countries Delivered

USA

250+ landfill assessments

UGANDA

Hyperspectral mineral exploration

OMAN

Ras Al Hamra strategic partnership

MOZAMBIQUE

Corridor mapping

SE AFRICA

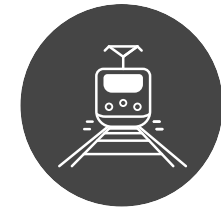
Engineering survey, GIS mapping

AUSTRALIA

Birla Nifty mining intelligence

# Notable Projects

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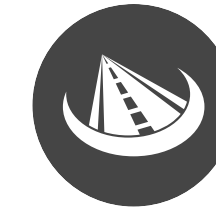
## Railways

- Chenab Bridge (KRCL): drone near-real-time progress tracking
- Bullet Train corridor (RITES): satellite photogrammetry
- Char Dham Rail (RVNL): satellite + drone, Himalayan terrain
- Kavach collision avoidance (NER): LiDAR gradient, 6,000+ km
- Bridge Inspections (Northern Rly): drone + LiDAR, 4D BRiM
- Railway Electrification Surveys: drone implementation
- Geo-Video Route Inspection: Kalka-Shimla Heritage Route
- Large-Scale Bridge Inspection: Indian Railways award



## Power

- 200,000+ Ha drone survey, Rajasthan solar project
- 5,500+ acre solar survey, Adani Greens, Rajasthan
- 2,635+ acre solar survey, Adani Greens, Rajasthan
- Pano-Debring-Kharnak, Leh (SECI): 250 sq. km at 4,500m+ AMSL
- Tata Power and NDPL: distribution ROW management
- GAIL pipeline aerial patrolling and inspection
- PSP Project Survey, Maharashtra
- PSP Project Survey, Upper Saleru, AP (WAPCOS)
- Flood Risk and Drainage Analysis, Tamil Nadu



## Roads

- Bharatmala Project (NHAI): drone photogrammetry, new roads
- Expressway LiDAR Survey, Gorakhpur: car-mounted road widening
- Char Dham Road: drone real-time progress monitoring
- AI-Based Road Condition Monitoring, Delhi: ML-driven assessment
- Govind Ghat-Hemkund Sahib Ropeway: topographical survey
- Statewide Road Network, Bihar: GIS traffic + connectivity



## Archaeology

- Rakhigarhi Site (Indus Valley): drone survey and 3D modelling
- Sinoli Excavation: 3D model of 4,000-year-old fossil
- Sanauli Archaeological Site, UP: drone and LiDAR (ASI)
- Palitana Hills Jain Temples: 3D mapping for conservation
- Khajuraho Monuments: photogrammetric survey, AMASR Act
- Sanghol Buddhist Stupa, Punjab: conservation drone survey
- ASI Protected/Prohibited/Regulated area mapping, CPM

# Notable Projects

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## Urban and Rural

- Swamitva Scheme: 100,000+ Ha, 1,500+ villages (UP, GJ, DL)
- Rural mapping, Andhra Pradesh (SSLR): 150,000 Ha
- Village mapping, Karnataka (SOI): 35,000 Ha
- AMRUT 2.0: 80,000+ Ha - Jabalpur, Raipur, UP cities
- Statue of Unity: drone solutions for infrastructure



## Mining, Oil and Gas

- GAIL Pipeline: aerial patrolling and inspection
- Gondkhairi Coal Block, MH (Adani): drone LiDAR survey
- Stockyard Volumetric Analysis (NTPC): drone photogrammetry
- Mining Activity Monitoring: active mines, India MCDR
- Birla Nifty Mine, Australia: satellite-based mine management
- Uganda: hyperspectral satellite, mineral exploration
- 250 Landfill Sites, USA: mapping and assessment
- Africa: Major Port Project



## Water and Irrigation

- Narmada Parikrama (1,312 km): multi-platform, 3 states
- Nandanthaai Vaazhi Cauvery (WAPCOS): drone + hydrographic
- Ken-Betwa Link: drone LiDAR and ecosounding
- Maha Kumbh 2025 (UP Govt): pre and post-monsoon surveys
- Dam Site Surveys, Jharkhand (CWC): 25+ sites, 800 sq. km
- Brahmaputra Monitoring (RITES): remote sensing + drone
- Uttarandhra Sujala Sravanthi: Godavari lift irrigation, AP
- Maithon Reservoir: submergence + encroachment monitoring
- Yamuna Flood Monitoring, Delhi: 100+ km drains, monsoon



## Defence and Disaster

- Uttarkashi landslide response, Indian Army, Aug 2025
- 252 Parachute Air Defence Battery deployment
- LiDAR, photogrammetry, video mapping, orthophotos
- Terrain models and 3D outputs in active disaster zone

# Government Empanelments



Government empanelments represent pre-qualified access to national infrastructure programs, strategic projects, and recurring opportunities across railways, highways, mining, energy, water, and geospatial modernization initiatives.

## Government Access Network | 12 Strategic Institutional Relationships | National & State-Level Coverage

Institution	Focus Sector	Core Capability	Strategic Significance
Survey of India	National Mapping	Drone photogrammetry & LiDAR	Access to national land mapping projects
National Highways Authority	Highways & Roads	High-speed drone surveys	Exposure to national corridor expansions
National Highways & Infrastructure Development Corporation Limited	Highways & Roads	Terrain Intelligence	Access to challenging and strategic infrastructure corridors
Geological Survey of India	Natural Resources	Remote sensing & surveys	Participation in mineral prospecting
Solar Energy Corporation	Power & Energy	Topographic & hydro surveys	Deployment in clean energy programs

***These relationships significantly reduce market-entry barriers and position the Company within some of India's largest infrastructure investment ecosystems.***

# Government Empanelments



Institution	Focus Sector	Core Capability	Strategic Significance
CMPDI Limited	Mining & Resources	Stockpile & mine volumetrics	Gateways to mining digitization programs
Odisha Space Applications	Geospatial Governance	Space & Remote Sensing	State-level geospatial databases
AP Drones Corporation	Multi-Sector Governance	Drone-based public services	Regional land and resource mapping
Steel Authority of India Ltd	Industrial Infrastructure	Industrial LiDAR surveys	Mine compliance and volume mapping
Uttarakhand Landslide Centre	Disaster & Resilience	Emergency hazard mapping	Disaster response and mitigation projects
Central Electronics Limited	Technology & Defence Ecosystem	R&D, Co-Production & System Integration	Tech commercialization and strategic market access
Chhattisgarh Mineral Corporation	Mining	Remote sensing & surveys	Access to mineral and mining sector growth

***These relationships significantly reduce market-entry barriers and position the Company within some of India's largest infrastructure investment ecosystems.***

# Why Government Empanelments Matter



## Strategic Positioning

Our empanelments create a strategic distribution network across infrastructure, mining, energy, water, and geospatial sectors. These empanelments represent a standing position within a national mission; a distribution channel that generates pipeline without competitive bidding every time.

Key Operating Criteria	Traditional Vendor Model	MGSL Pre-Qualified Model	Quantified Performance Gain
Technical Bid Evaluation	Case-by-case evaluation	Pre-verified technical credentials	Elimination of <b>initial bid rounds</b>
Tender Conversion Speed	High administrative delays	Direct, pre-agreed contract awards	<b>Up to 3.0x</b> faster project sourcing
Strategic Visibility	Short-term transaction contracts	Embedment in multi-year frameworks	Defensible <b>forward pipeline</b> visibility

Government Access Network | 12 Strategic Institutional Relationships | National & State-Level Coverage

# Strategic Partnerships & Ecosystem



## DRIV Foundation

5-year MoU under PM-STIAC - drone, LiDAR, GeoAI & digital-twin programmes



## RAS AL Hamra (Oman)

International MoU - GCC & Middle East expansion



## MapmyIndia

Technology alliance - advanced mapping & 3D GIS



## PDRL

AI & ML drone software



## Drone Destination

RPTO operations & deployment



## AVPL International

Skill development



## Hubblefly Technologies

AI, analytics & autonomous systems

Each partnership is strategically mapped to a core growth objective, ensuring every alliance contributes directly to the Company's long-term value creation and competitive positioning.

# FY27 International Strategy



Transitioning from standard geospatial services to exporting high-margin, platform-led solutions.

Target Geography / Metric	Middle East (Oman, KSA, UAE)	South-East Asia	East & Southern Africa	Australia
Sector Focus Area	Utilities, water, smart cities	Urban infrastructure	Logistics, rail, water	Mining & resources
Software Platform Focus	Digital twin hosting & GIS	Municipal monitoring SaaS	Corridor mapping & GeoAI	Mine Insider™ & volumetrics
Regional Joint Venture Partner	Ras Al Hamra LLC (Oman Joint Venture)	Local technology distributors	Corridor Logistico de Nacala	Direct enterprise licensing

***Historically, Matrix Geo exported geospatial services. The next phase exports technology platforms, AI-enabled analytics, and infrastructure intelligence solutions across the globe.***

# FY27 R&D Roadmap



Technology investment strategy & key development programs

## INVESTMENT TARGET

**₹3-5 Cr** R&D Budget (3 year)

**5-8%** of Standalone Revenues

**15-25** Technology Professionals

## KEY DEVELOPMENT PROGRAMS

### GeoAI Engine V2

Generative AI for automated DPR reporting, infrastructure risk scoring, and conversational GIS.

### Digital Twin Platform

Custom twin platforms RailTwin™, MineTwin™, PowerTwin™, WaterTwin™ in a single enterprise ecosystem.

### Drone-in-a-Box (DIB)

Autonomous deployment for scheduled inspections, remote operations, and AI-driven event detection.

### Defence-Grade Spatial

Secure cloud and air-gapped deployment environments for multi-agency defence collaboration.

# Why Matrix Geo



## Execution base

18 years of multi-sector execution, now converting into a platform-led business.

## FY26 step-up

Revenue up 81.53% to 40.10 Cr, PAT up 72.98% to 10.05 Cr, EBITDA margin 33.04%.

## Operating leverage

Revenue per employee 17.1 lakh (FY24) to 38.56 lakh (FY26); revenue +193% on +30% headcount.

## Ramping global expansion

We are rapidly expanding into international markets and capitalizing on our decades of experience and execution.

## Repeat business

81.99% of FY26 revenue came from repeat clients based on decades old relationships.

## Platform path

A proprietary platform portfolio opening a recurring-revenue path across govt, PSU and developer clients.

Asset-light geospatial engineering, with 18 years of proprietary data and software

# Emerging Capability - *Defence & Disaster Response*



AUGUST 2025 · UTTARKASHI & DHARALI

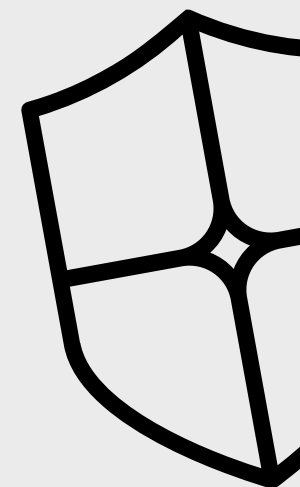
## Technical support alongside the Indian Army

LiDAR mapping, photogrammetry, ortho-photos, and high-accuracy 3D terrain models delivered in an active landslide zone. Formally recognised via an **Indian Army appreciation letter**.

## Strategic Defence Programme Pipeline

**Border & corridor intelligence** - Developing border-infrastructure monitoring and strategic-corridor mapping platforms. Supported by a CEL (Central Electronics Limited) empanelment.

**Secure geospatial platforms** - Air-gapped and secure cloud GIS environments designed for multi-agency defence collaboration, our planned FY28 product launch.



*Uttarkashi, August 2025. LiDAR and photogrammetry in an active disaster zone.*

# Future Platforms



Sector-specific products built on 18 years of experience and relationships.

## RailTwin™

RAILWAYS

Digital twin platform for rail infrastructure.

## Mine Insider™

MINING & RESOURCES

Intelligence platform for mining operations.

## PowerTwin™

POWER & RENEWABLES

Utility and renewable asset platform.

## GeoAI Analytics Engine

CROSS-SECTOR

AI engine for spatial decision support.

## Infrastructure Progress Monitoring

CONSTRUCTION & EPC

4D progress monitoring for active projects.

## Digital Asset Intelligence

LIFECYCLE OPS

Managed intelligence services on deployed twins.

# Future Monetization Potential



Transition from project-based execution to a recurring, software-led revenue model driven by SaaS licensing and annual subscriptions.

Target Software Platform	Monetization Structure	Core Billing Unit	Projected Gross Margin %
Progress Platform	Multi-project enterprise SaaS	Annual SaaS license	70.0% - 80.0%
Geosighter Enterprise	Cloud data storage & management	GB-volume subscription	75.0% - 85.0%
Geosighter AI	Automated change detection	Per-analysis reporting fee	80.0% - 90.0%
Mine Insider	3D mine visualization & volumetrics	Multi-site service agreements	70.0% - 80.0%

***The Company's proprietary historical datasets are not currently monetized directly but provide significant strategic value by enhancing execution, powering AI capabilities, creating competitive moats, and enabling future recurring software revenues.***

# Future R&D

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Emerging technologies Under Evaluation

## Autonomous Drone Ops

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- Drone-in-a-Box systems
- Remote operations centers
- Continuous infrastructure monitoring

## Infrastructure IoT

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- Railway monitoring sensors
- Bridge health monitoring
- Dam safety systems
- Smart utility infrastructure

## Spatial AI & Gen AI

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- AI-powered engineering assistants
- Automated DPR generation
- Infrastructure risk prediction
- Conversational Digital Twins

## Robotics & Underwater

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- Autonomous Surface Vehicles (ASV)
- Remotely Operated Vehicles (ROV)
- Underwater Digital Twins

# FY28 - Strategic Vision & IP Roadmap



Infrastructure intelligence platform, innovation strategy & strategic partnerships.

## Software Copyrights

**10+** software copyrights covering proprietary GeoAI models and platform components.

## Digital Twin Framework

Proprietary **GeoAI models and Digital Twin Framework IP**, our core defensible moat.

## R&D Focus Areas

AI-driven infra inspection, geo-spatial change detection, autonomous monitoring, and multi-sensor data fusion.

## Validation across key Government Bodies

Pursuing recognition and collaboration across multiple bodies.

DSIR | MeitY | Railways R&D | iDEX Defence | BIRAC | DRDO | PM-STIAC | Ministry of Mines

# Clients, empanelments and institutional access



## Empanelments

- Survey of India
- NHAI
- NHIDCL
- GSI
- SECI
- CMPDI
- CEL
- SAIL
- CEL....

## International footprint

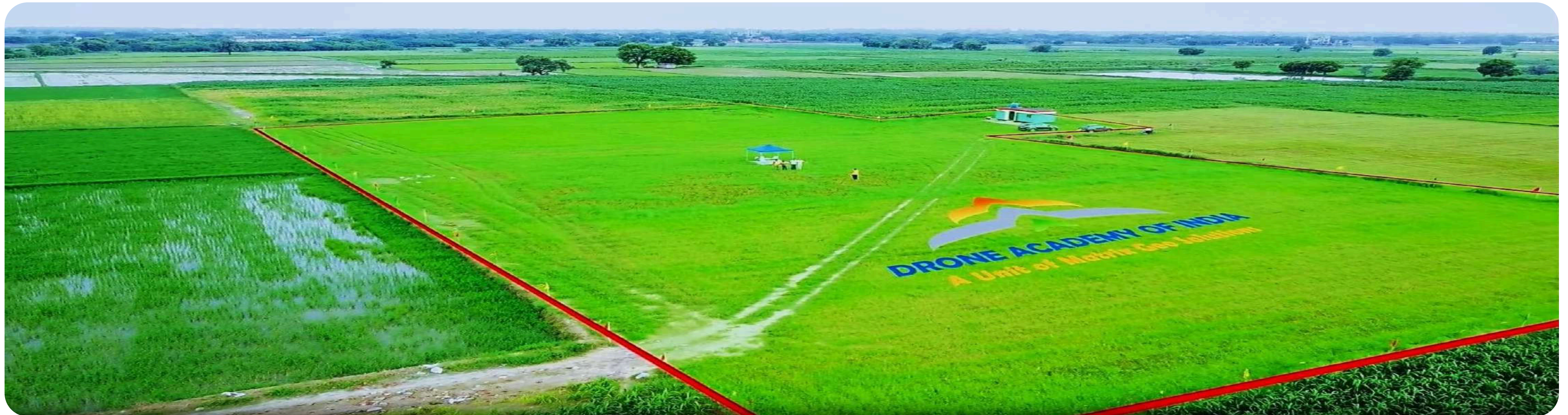
Active operations in Mozambique and Malawi; historical delivery across Australia, Uganda, USA, Oman, Turkey and multiple other countries.



# Drone Academy of India (DAI)



Drone Academy of India · NCR



DAI operates as a **DGCA-authorized RPTO**, directly addressing the industry-wide shortage of certified drone pilots by training and onboarding our own future technical workforce at a profit.

## TRAINING PROGRAMS

- DGCA Certified Drone Pilot Training
- Advanced Drone Pilot Training Programme
- Advanced Drone Data Analytics Training
- Customized Corporate Training Programs

## Impact at Scale

**25,000+**

Students reached through "Ignite the GIS Spark" programme & workshops

**3,000+**

Students trained through structured programmes

**2.5 Acres**

Dedicated training facility in NCR

# Certifications



## ★ Core Quality Certifications ★



- ISO 9001:2015
- ISO/IEC 20000-1:2018
- ISO/IEC 27001:2022
- ISO 45001:2018



**CMMI L5**  
Highest Maturity Level

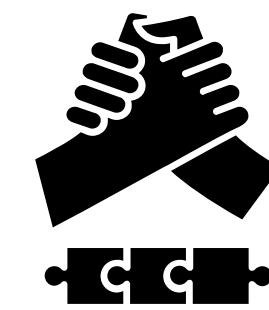
## ★ Regulatory ★



**DGCA Authorized**  
RPTO under Drone Rules 2021



**Security Clearance**  
for Experimental BVLOS  
Operations



**CEL Empanelment**  
for R&D, Co-Production and  
System Integration

# Team Profile



**Rahul Jain**

Founder & Managing Director

27 years of overall experience

Electrical Engineering

Worked in MMI,COWI, India, Denmark, UK on Country Scale Geospatial Projects



**Amit Sharma**

Founder & Whole Time Director

27 years of overall experience

Electrical Engineering

Worked in MMI,Cowi, 3Di, India, Denmark, USA on Country Scale Geospatial Projects



**Harshadaa Kulkarni**

Head: Sales & Marketing

22 years of overall experience

PGDBM, International Business

Expertise in Strategy, Market Research, Marketing & Sales



**Akhil Sharma**

VP - Operations

27 years of overall experience

MBA & Operation Management

Expertise large scale Geospatial Project Management



**Aakash Rastogi**

GM Business Development

10 years of overall experience

MBA Sales

Expertise in drone & space tech, engineering Business Development

# Advisors



**Mr. AK Singhal**  
Railways Sector

Ex Indian Railways  
IRSE - 30 Years of  
Experience in Indian  
Railways.



**Mr. RK Jain**  
Water Sector

Retd. Chief Engineer  
with 35 Years of  
Experience GOI , Water &  
Irrigation Sector



**Mr. Himanshu Awasthi**  
International  
Business

IRSE with 30 Years of  
Experience with Govt &  
Leading companies



**Mr. Shailesh Chaturvedi**  
Defence

Ex Indian Defense with  
25 Years of Drone & UAS  
Experience



**Mr. Ankit Jain**  
Legal & Gov. Relations

20+ Years Experience in  
Legal Advisory and  
Government Relations

# IPO Utilisation and Capex



We raised 40.20 Cr; deployed approximately 19.08 Cr, or 47.5 percent, by March 2026. Approximately 21.12 Cr remains; the majority is earmarked for drones, survey equipment and working capital.

<b>Objects of the Issue (INR Cr)</b>	<b>Allocated</b>	<b>Utilised</b>	<b>Pending</b>
Multicopter & Fixed-Wing Drones	6.47	0.72	5.75
LiDAR & Ground Survey Systems	8.02	0.30	7.72
Core Infrastructure Capital Expenditure	2.72	0.52	2.20
Working Capital Requirements	15.50	10.05	5.45
General Corporate Requirements	0.95	0.95	0.00
Listing & Issue Expenses	6.54	6.54	0.00
<b>Total</b>	<b>40.20</b>	<b>19.08</b>	<b>21.12</b>

All figures in INR crore, unless stated.



MATRIX GEO SOLUTIONS LIMITED

# Thank you

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Ticker: MGSL

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