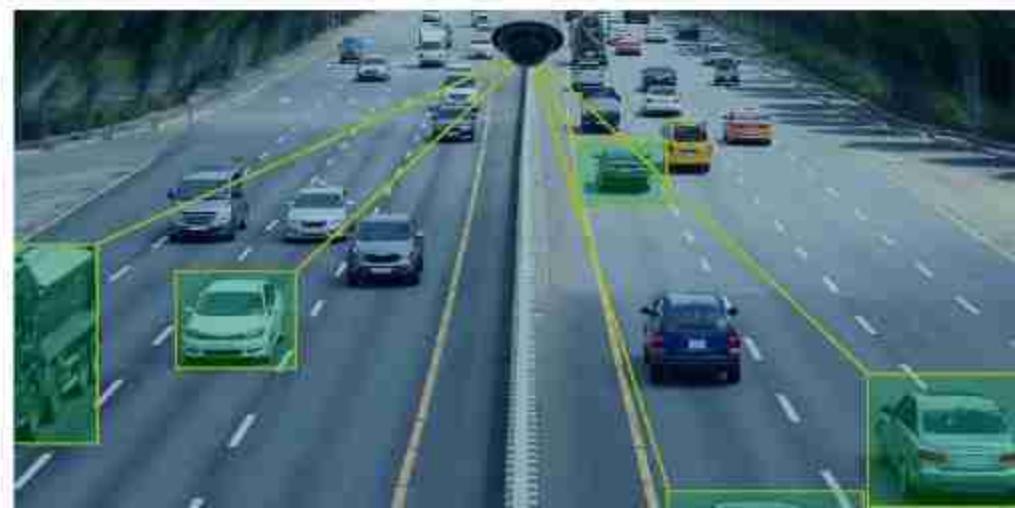
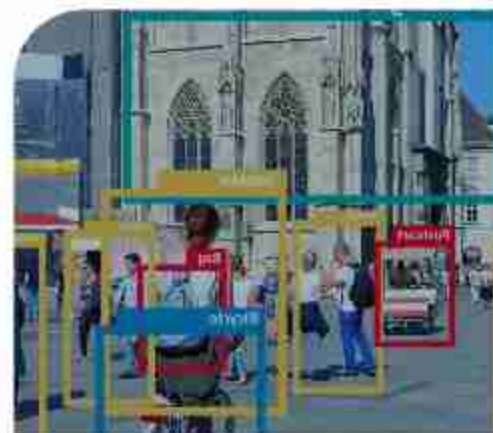


PITCH DECK

AI Based Smart Vision EMS Player

Planning | Technology | Execution



Content

- 03 Company Overview
- 14 Market
- 19 B2G Segment Elections Surveillance Focus
- 30 B2B ODM + OEM Segment
- 36 AI Based Initiatives Segment
- 42 Infrastructure
- 56 Teams
- 60 Growth Plan And Strategy



COMPANY OVERVIEW

01

COMPANY OVERVIEW

- Adiance: Ahmedabad based comprehensive solution provider in Surveillance Industry, engaged in Designing, developing and manufacturing a wide range of Surveillance Cameras used in diverse security and surveillance based applications, present in B2G, B2B, B2C and D2C Segments..
- In house Manufacturing -based on customized designs, embedded with proprietary software, incorporating unique features like completely wireless operations, push type low bandwidth functionality (2G, 3G, 4G and 5G band width Sim based Cameras) automatic cloud based compression technology for streaming and storage; and easy installation and monitoring.
- Vmukti Solutions (subsidiary of Adiance) - the only company in India providing election surveillance solutions for Central as well as State elections over last 10 years having handled 100 plus election projects covering 23 plus States, over 2.35 lac booths and 40 crore plus voters with over 70% market share in this segment.
- Leveraging on the technological prowess , Adiance has forayed in the B2B OEM segment through large SIs in its own "AmbiCam" brand; B2B OEM segments as a surveillance solutions provider to large Telecom giants/Corporates; providing AI based smart surveillance solutions to corporates/Government; and has firm plans for entering the B2C and D2C segments in the current fiscal..
- Adiance is in the process of significantly augmenting its hardware manufacturing and software development capabilities.

Adiance AmbiCam Cameras: Pioneering AI-Based Surveillance

- Our proprietary software powers push-type cameras, ensuring continuous data feed to cloud servers, unlike conventional "pull-type" models requiring NVR/DVR and huge storage space.
- Experience the power of mobility with our sim-card based wireless cameras, delivering 4K video streaming even in low bandwidth conditions.
- Our patented data compression technology enables easy installation, operation, and efficient cloud-based storage, significantly reducing storage requirements.
- Leverage our in-house design, development, and manufacturing capabilities to customize a wide variety of cameras to suit your specific needs.
- Benefit from our unique offering of both camera edge-based and cloud-based AI capabilities, providing a range of value-added services.
- Designed & Built for futuristic applications like industrial and consumer robotics, advance automobile applications, drones, agriculture, retail, etc.,

UNIQUE SELLING PROPOSITION



AMBICAM - PROUDLY MADE IN INDIA

Make in India (Adiance)



Indian-made, high-standard, customizable products supporting local innovation.



National pride, quality assurance, reliable customer service.



Possible higher costs and longer lead times.



Bolsters local economy, reduces foreign dependence.



Opportunity for tailored innovation and market expansion.



Promotes local industry and self-reliance, control over quality and innovation.

Imported Chinese Products

Mass-produced, potentially lower quality and less customizable.

Uncertainty about quality, service, and data privacy.

Quality issues, potential tariffs, data privacy concerns.

More available and potentially cheaper, but less reliable.

Rapid innovation but less customer-specific.

Dependence on imports, less control over quality and innovation.

PIONEERING CONNECTED SURVEILLANCE - OUR JOURNEY

2007
NASSCOM
Award for best 100 IT
Innovators

2008
ISBA Entrepreneurship
Award -IIM Ahmedabad

2009
NASSCOM Award – 50
Emerging Members

2010
Award of Excellence by
Microsoft Cnaaan Tech Spark
2010

2011
ASSOCHAM – for best event
coverage

2013
GESIA Award for
Excellence

2014
Deloitte – Top 50 IT-
Emerging Companies

2015
Deloitte – Winner & Ranked 2nd
in the Technology Fast 50 India

2015
Deloitte – Winner & Ranked 37th
at the Deloitte Technology Fast
500 APAC

2016
SMERA MSE 3 Certified | ISO
9001:2008 Certified

2018
ISO 14001:2015 | CMMI –
DEV 2.0, Maturity Level 3

2020
NCSI Empanelled, GeM
Registered Vendor, Tie up with
BSNL, ONGC Registered

2021
First in world 351 Flying
Squad Vehicle for Election
Monitoring for 38 Days in
Punjab

2022
First to deploy more than 12000+
4G SIM Based camera in Punjab
Election

2023
Received prestigious B2B orders
of Pace, Skipper, Initiated
business with Reliance Jio

TECHNOLOGY-THOUGHT LEADERSHIP



OEM PRODUCT PORTFOLIO



SMART CLOUD CAMERAS

- Wi-Fi Cloud Camera
- AI Based Camera
- 3G/4G/5G Camera
- Enterprise VAS/VMS with Cloud Subscription/ License



CAMERA MODULE ODM

- Work with Customer Team to integrate Smart Cloud Camera Module in their larger subsystem; e.g., Automotive, Drones, Defence



BYOD - FIRMWARE OS

- Video Compression
- Cloud Enablement
- Edge AI Analytics
- Enterprise VAS/VMS with Cloud Subscription/ License



ENTERPRISE VAS/VMS

- AI Powered Video Analytics Software
- Smart Video Management Software
- Mobile Apps

OUR LEADING PRODUCTS



BULLET CAMERA - VM-72BM610AC

- 6.0-megapixel HD IP camera, maximum resolution 3840x2160.
- High-performance main control chip, good picture quality, support humanoid detection alarm.
- Support WIFI, support AP mode.
- Support up to 128G TF card storage.
- Built-in MIC and speakers, support two-way audio.
- Waterproof level IP66.
- 2.8mm/3.6mm lens.
- 6pcs array infrared LEDs, night vision distance 25m.
- Support P2P, view & anywhere & anytime.
- Elegant outline and easy installation.
- Provide android & iOS APP and professional CMS PC client software.

OUR LEADING PRODUCTS

DOME CAMERA - VM-72DM610AC



- 6.0-megapixel HD IP camera, maximum resolution 3840x2160.
- High-performance main control chip, good picture quality, support humanoid detection alarm.
- Support WIFI, support AP mode.
- Support up to 128G TF card storage.
- Built-in MIC and speakers, support two-way audio.
- 2.8mm/3.6mm lens.
- 12pcs infrared LEDs, night vision distance 20m.
- Support P2P, view & anywhere & anytime.
- Elegant outline and easy installation.
- Provide android & iOS APP and professional CMS PC client software;

OUR LEADING PRODUCTS

PTZ CAMERA - VM-72AD4G210C



- 6.0-megapixel HD IP camera, maximum resolution 3840x2160.
- High-performance main control chip, good picture quality, support humanoid detection alarm.
- Support WIFI, support AP mode.
- Support up to 128G TF card storage.
- Built-in MIC and speakers, support two-way audio.
- 5.3-96 MM lens, 18X Auto Focus Zoom.
- 12pcs infrared LEDs, night vision distance 150m.
- Support P2P, view & anywhere & anytime.
- Elegant outline and easy installation.
- Provide android & iOS APP and professional VMS Cloud client software.



MARKET

02

GLOBAL B2B ODM/ OEM MARKET SIZE

Smart Camera Market Outlook (2022-2032)

The **smart camera market** is anticipated to grow at a sturdy **CAGR of 25.8%** during the forecast period. The market is anticipated to be valued at **US\$ 151187.6 million** by 2032, while the valuation as on 2022 is **US\$ 15247.6 million**.

Attributes	Value
Smart Camera Market Valuation (2022)	US\$ 15247.6 million
Smart Camera Market Projected Size (2032)	US\$ 151187.6 million
Smart Camera Market Anticipated CAGR (2022-2032)	25.8%

Source: FMI- Smart Camera Market Outlook (2022-2032)



COMPARISON MATRIX - ADIANCE Vs. COMPETITION

Parameters	Adiance (Ambicam)	TP-Link	D-Link	Xiaomi	Hikvision	CP Plus
Designed in China	✗	✓	✓	✓	✓	✓
Developed in China	✗	✓	✓	✓	✓	✓
Manufactured in China	✗	✓	✓	✓	✓	Mostly Yes
Native Push Type Cameras	✓	✗	✗	✗	✗	✗
Ability to ODM for Others	✓	✗	✗	✗	✗	✗
Custom Offerings	✓	✗	✗	✗	✗	✗
Proprietary Patented Video Compression Algorithm	✓	✗	✗	✗	✗	✗
Natively Mobility Compliant	✓	✗	✗	✗	✗	✗
Natively Cloud Compliant	✓	✗	✗	✗	✗	✗

INDIA SMART CAMERA MARKET

- Smart Camera Market Size for India
 - Indian video surveillance market expected to grow at a CAGR of 16.4% during 2019-2025, reaching \$3.8 billion by 2025 (6Wresearch).
 - Cloud camera segment anticipated to witness higher growth than the overall video surveillance market.
 - Advantages of cloud storage, remote access, scalability, and cost-effectiveness driving the growth of the cloud camera market.
- AI Computer Vision Market Size for India
 - AI computer vision market in India expected to reach INR 10,000 crore by 2025.
 - Current growth rate of the market is at a CAGR of 30%.
 - Increasing adoption of AI-powered applications, growing demand for facial recognition solutions, and government focus on promoting AI technologies are driving the market growth.

AI INITIATIVES MARKET SIZE

AI in Computer Vision Market Outlook (2021-2026)

The computer vision AI market is expected to grow significantly in the coming years, with some estimates predicting a compound annual growth rate of **over 26%** through 2026.

Attributes	Value
Market Valuation (2021)	US\$ 15247.6 million
Market Projected Size (2026)	US\$ 511187.6 million
Market Anticipated CAGR (2021-2026)	26%

Source: www.marketsandmarkets.com



B2G SEGMENT ELECTIONS SURVEILLANCE FOCUS

03

VMUKTI - A DOMINANT PLAYER



Supported elections for 25+ states and 630+ from the 700 districts in India.



Worked in elections monitoring business for 10 years.



Carried out 10+ projects POST-COVID with overall total 100+ elections projects.



Software and hardware of its own and protected with patent.

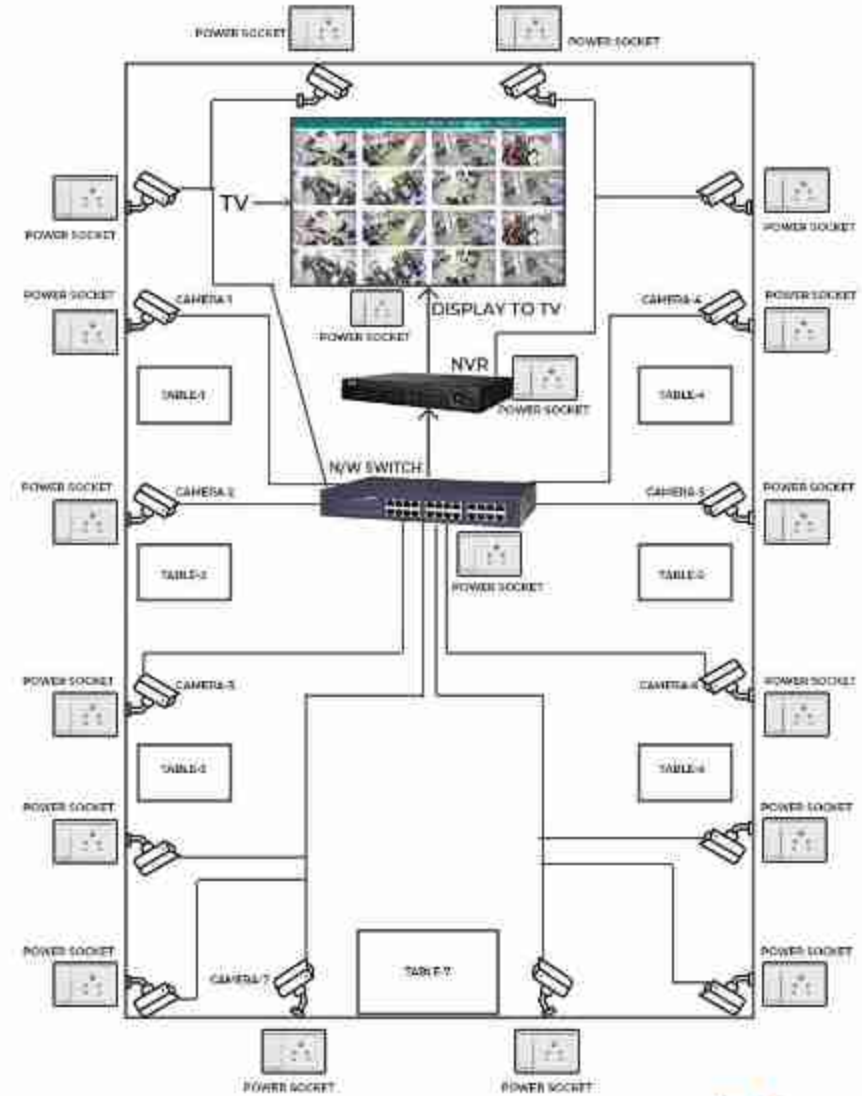
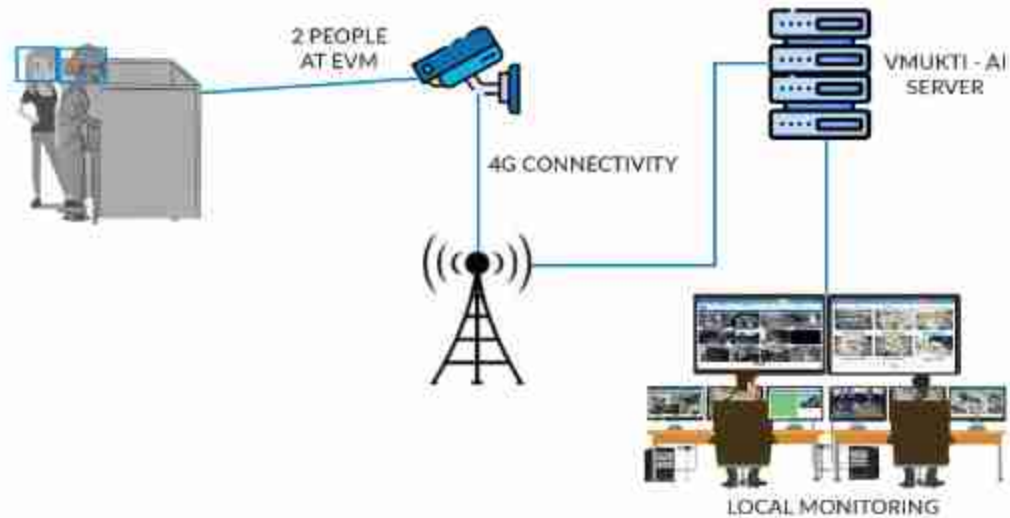
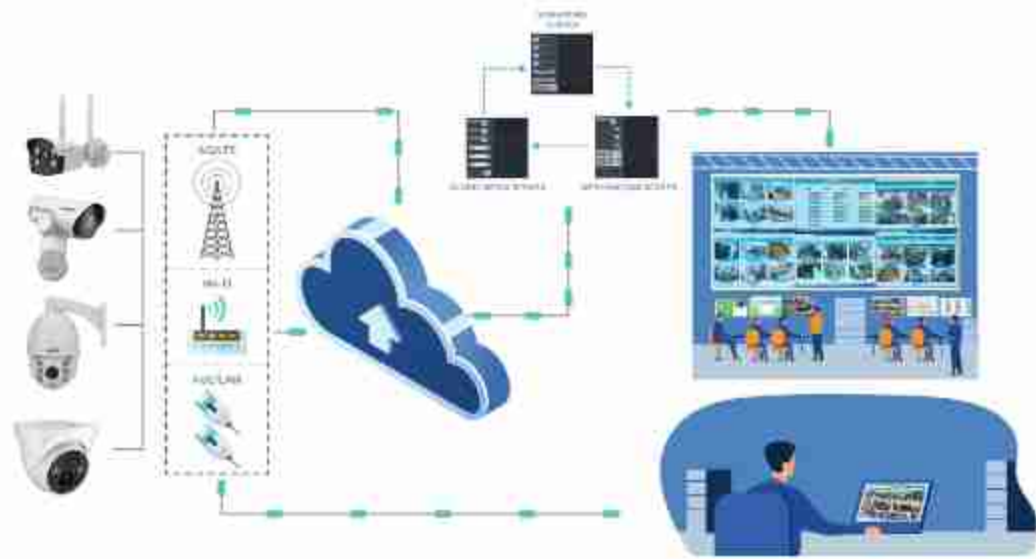


Have highest number of empanelments for tender free procurement.



VMUKTI HAS EVERYTHING NECESSARY TO COVER A BIG PART OF THE DEMAND.

SOLUTION ARCHITECTURE



TECHNOLOGY TRACK-RECORD



15

Years of Experience &
Innovation



1BN

Camera Feeds



200+

Million Steaming Minutes



2M

User Served



2.5

Lacs Camera Supplied



5

Lac Camera Per Year
Production Capacity



700+

Completed Projects



450MN+

Wroth Malpractices during elections

OUR EXPERTISE

KEY TO SUCCESS OF SOLUTION



ANALYTICS

For Intelligent alerts to smartly manage 10s of thousands of locations for any unwanted incident



EXCELLENT AUDIO/ VIDEO EXPERIENCE

100% performance & uptime on the day of election



LIVE VIDEO STREAMING

Cloud Recording over 2G/3G/4G/ 5G networks.
Legally admissible footage at 16kbps.



PATENTED

Video streaming technology for high quality video of each booth at low bandwidth



ZERO INSTALLATION

Extremely Easy Poll Booth Setup with 5 minute setup target for going 0% to 100% per camera



TEMPER PROOF

Secure Technology because of closely integrated camera hardware + streaming engine and Portal/Apps solution

PROJECT ACHIEVEMENTS



55,000

EVMs

handled for AI-OCR Vote
Counting



40,07,00,000

INDIANS

Covered under surveillance



56,52,624

HOURS

Uptime achieved



4,500

INCIDENT

Captured till date



4,112

VEHICLE

Surveillance across India



20Mn+

VOTES

Counted & Automatic Result
Declaration for 2000+ positions



942+

CLOUD

Terabyte of storage used

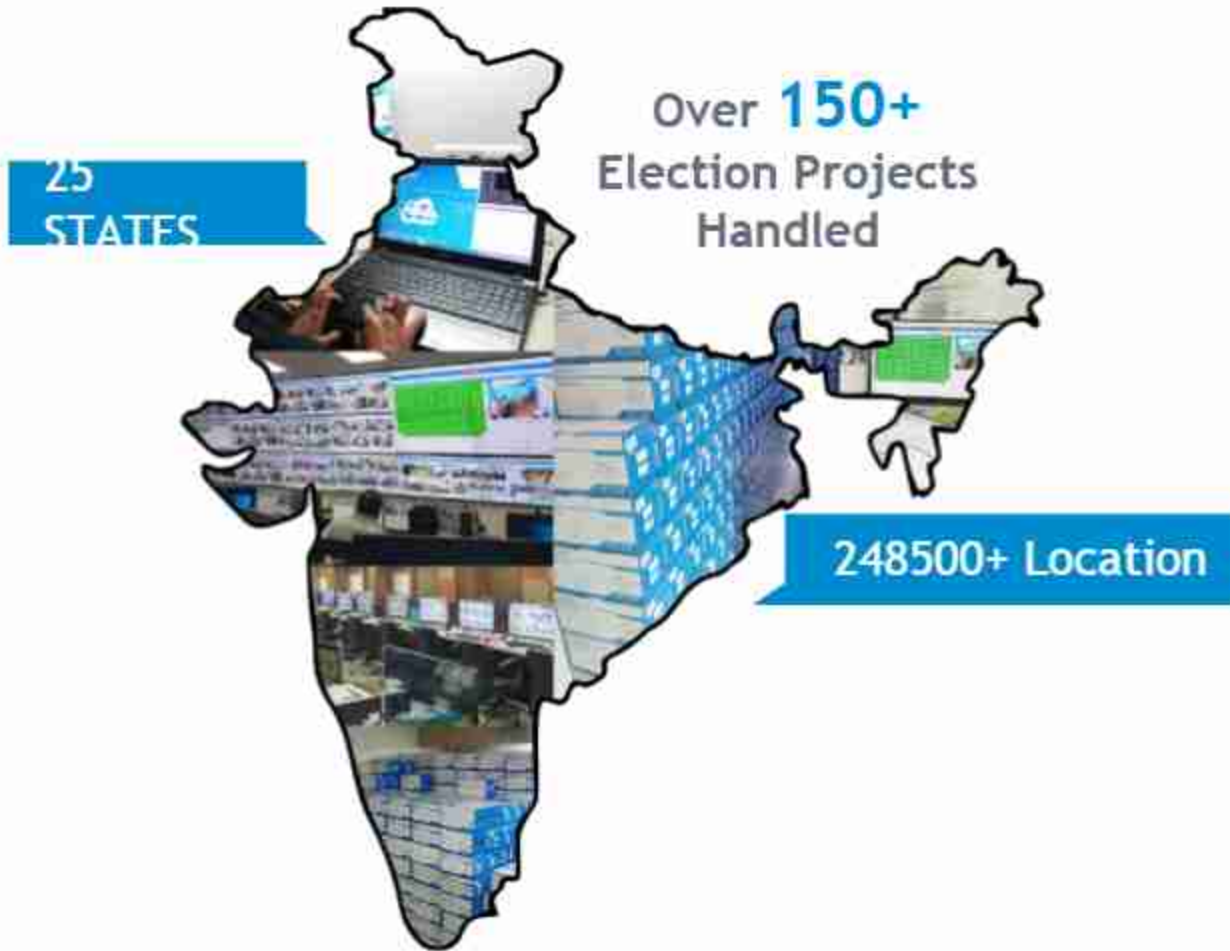


3,15,000

WORKFORCE

Involved in gigantic exercise

MARKET LEADERSHIP



Most Recent Election Monitoring Projects:

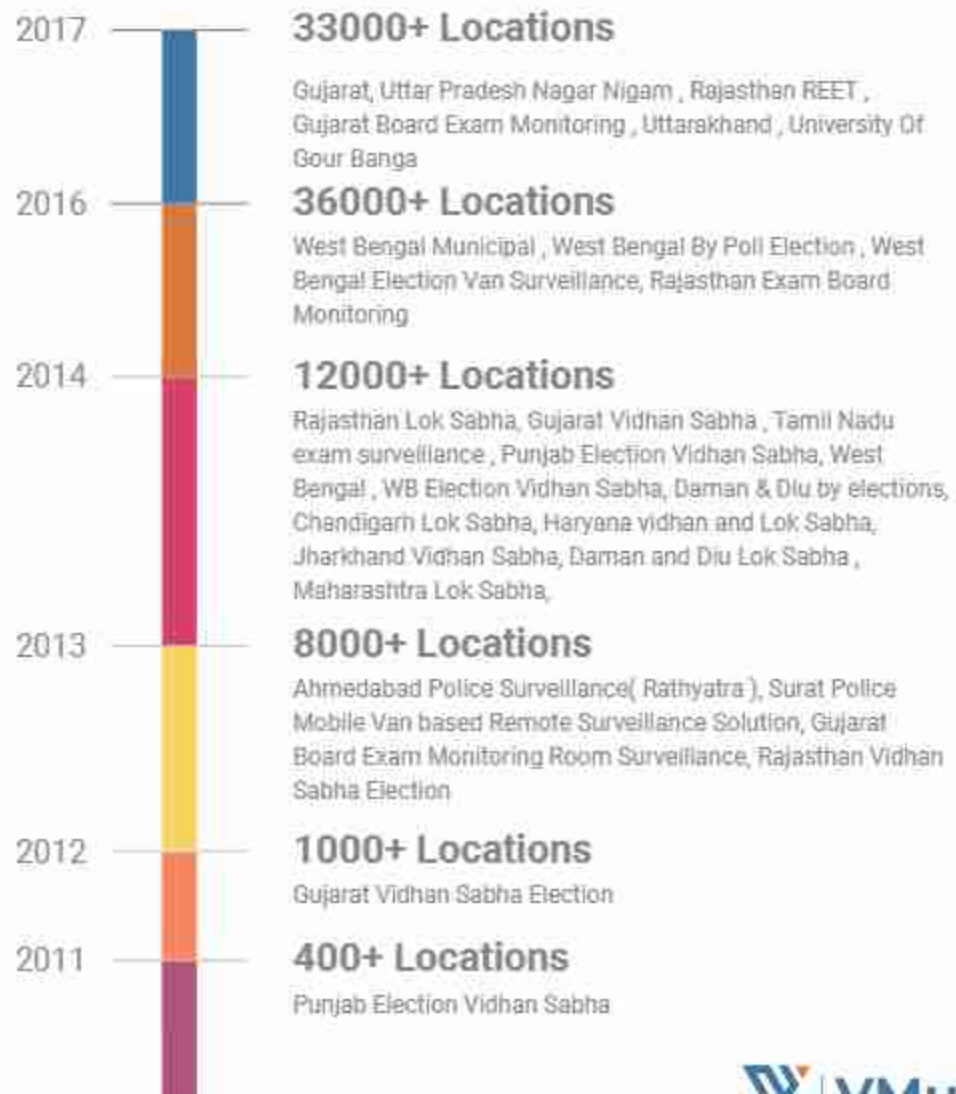
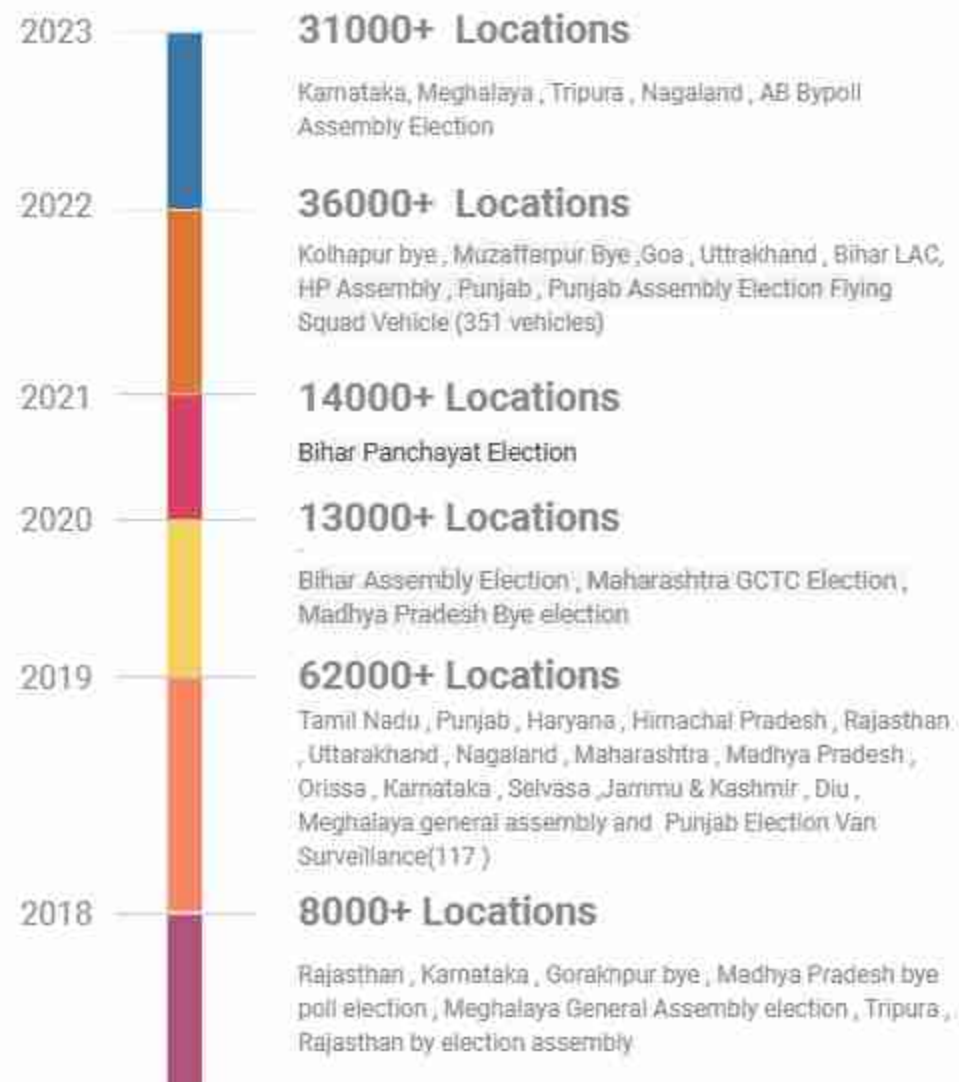
- 01 Karnataka State Assembly Election 2023 (23000+ locations) with 4G SIM Base Intelligent Monitoring Device
- 02 Punjab State Assembly Election 2022 (22000+ locations) with 4G SIM Base Intelligent Monitoring Device
- 03 TN State General Election 2021 & 19 (50000+ locations) with Intelligent Monitoring Device
- 04 Punjab State General Election 2019 (12000+ locations) with Intelligent Monitoring Device
- 05 Maharashtra State General Election 2018 (10000+ locations) with Intelligent Monitoring Device

Overall 97%+ uptime performance | Backed by patented video compression

Achieves Same video quality at up to 96% lesser bandwidth making it possible to use even 2G/3G/4G connectivity for live monitoring

CREDENTIALS

Successfully completed the following large and prestigious Live Webcasting Projects:



CLIENTS

GOVERNMENTS



A Trusted Partner of ECI - An Autonomous Financially
Independent Regulator

2024 GENERAL ELECTIONS

USD 80 Mn

OVERALL MARKET SIZE

USD 2 Bn

OPPORTUNITY

ELECTION CAMERAS YEAR 1



**Opportunity to build
90,000
4G/5G cameras
for Elections**

INR27Cr + 2 x 40Cr = 107Cr



AI Queue Management From 100,000 Poll Booths

- Edge AI Camera
- Data Delivery



Live Inside/ Outside-booth Voting Activity Monitoring

- 8,00,000-9,00,000 cameras installation & webcasting
- Field force for booths and control center setup



FLC EVM Monitoring

- 5,000 FLC EVM Monitoring Cameras



Vehicle/ Drone based Activity Tracking and Monitoring

- 5,000 Vehicle/ Drone Mount Cameras



Counting Center Monitoring

- 50,000-1,00,000 Counting Center Cameras
- Usage of AI-OCR for Vote Counting & Automatic Result Declaration



B2B ODM+OEM SEGMENT

CURRENT CAPABILITIES



produced cameras so far
+60,000



SOLID
AI TEAM



excellent
embedded engineers



Capitalizing on the High-Growth Potential of the OEM Segment Globally

- Leveraging our technical expertise and track record, we've strategically entered the OEM segment.
- We're providing "AmbiCam" Smart Cameras to significant System Integrators (SIs), Distributors, and Corporates.
- This move taps into the vast market potential in India and gives us an edge in the global tech landscape.
- The opportunity in this segment is immense, driven by increasing demand for advanced surveillance and security solutions.
- We're proud to partner with renowned companies like Pace, Skipper (SIs of BSNL), and Hitachi.
- Our Edge-AI cameras will be instrumental in BSNL's tower infrastructure smart monitoring, and Hitachi's ATM infrastructure.
- Market Analysis: The current market dynamics indicate a robust growth trajectory. With our state-of-the-art products and strategic partnerships, we're well-positioned to capture a significant share of this growing market.

Unlocking the Potential of the ODM Market: A New Frontier for Growth

- We're innovating and expanding our capabilities, with a significant opportunity in the Original Design Manufacturing (ODM) segment.
- Collaborating with other manufacturers, we can deliver customized, cutting-edge technology solutions.
- We see considerable potential in both internal and external operations of major telecom players, including Jio and other telcos in India and abroad.
- The rapid digitization and increasing demand for advanced technologies are set to drive the need for our products.
- Looking ahead, we see immense possibilities in the automobile, drone, and robotics industries.
- With our fully automated facility, we're ready to meet the production demands of these sectors.
- Market Analysis: The current market dynamics show significant demand for ODM services, with a strong growth forecast. We're ready to seize this opportunity and make our mark in the ODM segment.

B2B ODM - FUTURE OPPORTUNITIES

- Cameras remain crucial in the AI and robotics era, enabling real-time decision-making and complex scenario navigation.
- Existing autonomous mobile robots can be enhanced with AI capabilities using cameras, without hardware modification.
- Cameras improve system reliability in integrated robotics and are essential for navigation and collision avoidance.
- Robotics require high-quality, uncompressed image data, unlike standard consumer cameras.
- Camera technology varies, including 2D imaging, 3D sensing, ultrasonic, and infrared.
- Computer vision systems in robotics necessitate a camera, with applications in automotive wheel imaging, crankshaft verification, car wheel alignment, and mobile robotics visual odometry.

CLIENTS

B2B





AI BASED INITIATIVES SEGMENT

05

INTRODUCTION

- Our Edge: Leveraging our in-house design, development, and manufacturing capabilities, we build our own AI algorithms, driving efficiency and enabling diverse use cases.
- Transforming Industries: Our proprietary AI has proven pivotal in varied sectors such as election surveillance, petrol pump security, coastal surveillance and more, adapting as necessary.
- Edge and Cloud AI Hybrid Capabilities: We harness the power of both edge and cloud AI, delivering high-speed AI on the device (edge) and vast processing capabilities (cloud).
- Computer Vision AI: Our Computer Vision AI is revolutionizing how systems 'see' and understand the world, improving accuracy and decision-making in real-time surveillance. Whether it's identifying suspicious activity or ensuring public safety, our AI brings unprecedented insight and precision.
- Use Cases: Facial recognition for secure access, object detection for theft prevention, crowd analytics for public safety, etc.

OUR AI POWERED SOLUTIONS FOR ELECTIONS



**2 PEOPLE IN
VOTING AREA**

Alert when more than one person detected behind EVM



**LONG QUEUE
ALERT**

Monitoring queue to provide smooth voting.



**VOTER
TRACKING**

Face recognition to avoid multiple votes from the same person



EVM VISIBILITY

If EVM cover not found, system will generate alert that EVM is visible.



**VOTE COUNT
(ON SOUND
DETECTION)**

Calculate and comparing total number of votes against voter's list.



**EVM VOTE COUNT
TABULATION LIVE
MONITORING**

Live monitoring of EVM VOTE Count through tabulation system

AI OPPORTUNITIES - CLOUD



Connected AI Cameras
based Surveillance, Vote
Counting & Result
Declaration can be powerful
tool for transparency in
democratic processes
globally



Cloud Storage
2.5PB / month
USD 0.5Mn/ year



Drone Electronics
Manufacturing
USD 10Mn/ year



Cloud VMs
20000 Qty
USD 5Mn/ Year



Cloud Bandwidth
50Gbps - 5PB Data
transfer
USD 0.5Mn/ year



Connected Cameras
Electronics Manufacturing
Opportunity
USD 10Mn/ year



1,000,000 4G/5G SIM Data
Plan 2GB Per Day Plan
USD 8Mn/ year



Cloud GPUs
2000 Qty
USD 3.6Mn/ year

AI INITIATIVES - 5G



5G Connected AI Cameras
As A Service for Govt,
Enterprise & Retail
Customers Globally



Joint Blockchain & Metaverse
Projects for Asset
Tokenization Platforms,
Exchanges, Crypto Wallets,
Stable Coins, Real estate
tokenization market
place



Use of Edge AUTO AI for
Customized Object
Tracking for Retail
Customers



Use of 5G Drones/ Vehicle
Mount Connected Cameras
for Live Tracking,
Analytics, Autonomous
Features



Use of Mobility 5G Cameras
for build futuristic near
real-life Virtual 3D Metaverse



Use of 5G Connected
Cameras for Election
Monitoring in African,
European & Other Global
Markets

INFRASTRUCTURE

TECHNOLOGY INNOVATION

The Idea

Concept of NVR Free, low internet consumption Camera system development for Indian Smart Camera Market for Live remote surveillance with AI

The Plan

- Study of available traditional Smart Camera system
- Visit of camera factories in China and Taiwan
- Selection of important Camera components
- Understanding of Camera Operating System (OS)

The Development (in-house)

- Inhouse Camera OS development
- Inhouse Mobile App development
- Inhouse Cloud Streaming Server development

The Result

- Dedicated Cloud based Smart Camera introduced in India
- Smart Camera Parts assembly and testing
- Web Based VMS introduced in Smart Camera market

Current Setup

Software Development Center	Manufacturing Setup
4,000 sq ft state-of-the-art facility	5,000 sq ft efficient facility
Complete suite of solutions designed and developed	Equipped with automation scripts for firmware updates
Team of 20 design engineers and 20 development professionals	10-person production and stocking team
Utilizes latest tools and technologies, including GPU Rigs, Azure Stack tools, Blender, Auto AI, and GPT-4	Advanced automated screwdrivers and setup for live testing of over 100 cameras simultaneously
Drives innovation forward	Flexibility to leverage outsourced job work partners for added strength as needed

EXISTING ASSEMBLY SHOP



CAMERA ASSEMBLY



HARDWARE MANUFACTURING PROCESS

- Requirement of a product
- Design of Hardware with market available components
- Sourcing of Component with Necessary Access control
- Development of supported Camera Firmware
- Assembly of components
- Quality control process
- Final Production of a product

ASSEMBLY PROCESS

Key Activities

- Camera Assembly and production for a standard camera need
- Camera parts selection and assembly for a customized camera need
- Camera OS functional development based on requirement
- Camera Quality Control

Camera Assembly Process

- Component selection and sourcing
- Quality Control of Components
- Production Plan
- Assembly Machinery arrangements
- Team Training
- Production monitoring
- Quality Control of ready goods
- Packing and storage

KEY COMPONENTS & END PRODUCTS

Major Component Used For Assembly Are:

- Processor Board
- Image Sensor and Lens capacity
- Wi-Fi Module
- SIM Network Module
- Housing
- IR Board
- CABLES and Connectors
- Motor and Controller

Product Range :

- Built in SIM Based 4G Cameras
- Built in SIM Based 5G Cameras
- Standard Wi-Fi Cameras
- Thermal Body Temperature Measurement Cameras
- Built in SIM Based PTZ Cameras



COMPONENT EXPERIENCE

Work experience and total control over following different Major Camera components

Processor Board

- ✓ Hisilicon Hi3518eV200
- ✓ Hisilicon Hi3516eV200
- ✓ Injenic T31
- ✓ ANYK AK3919eV300
- ✓ GK7205V300
- ✓ Qualcomm QCS605

Image Sensor and Lens

- ✓ SONY 415
- ✓ SONY 335
- ✓ SC 5238
- ✓ SC 2335
- ✓ GC 4635

Network Board – 4G

- ✓ ZTE ME3860
- ✓ QUECTEL EC200T
- ✓ QUECTEL EC200S
- ✓ MEIGLINK SLM322C
- ✓ CUIoT MZ 6

Network Board -5G

- ✓ QUECTEL RG200U



TECHNOLOGY PARTNERS

- HiSilicon Technologies Co Ltd
- Guangzhou Anyka Microelectronics Co Ltd
- Qualcomm Technologies, Inc.
- Ingenic Semiconductor Co.,Ltd
- Sony Semiconductor Solutions Group
- Quectel wireless solutions
- ZTE Corporation
- MeiG Smart Technology

OUR ONGOING EXPANSION PROJECT - SANAND

Fully Automation with Robotics

CNC

3D Printing

Packaging

Testing

Ready Ecosystem

Loading/ Unloading

All functions smart
manufacturing

Use of AI

Minimum man power

World Class Logistics



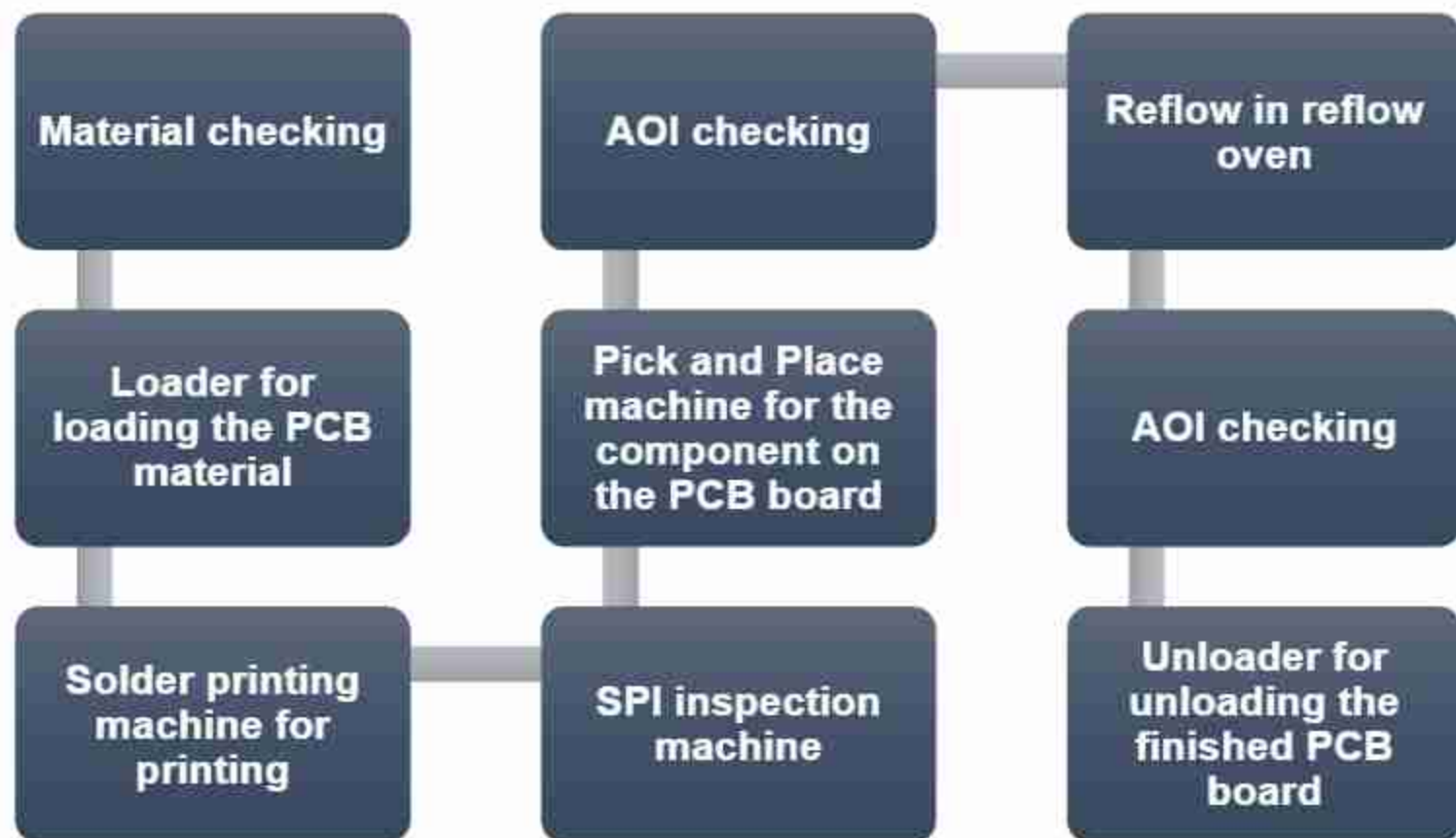
SMT BENEFITS

Fully Automatic SMT Production Line Setup with capacity of 1000 PCB/ day:

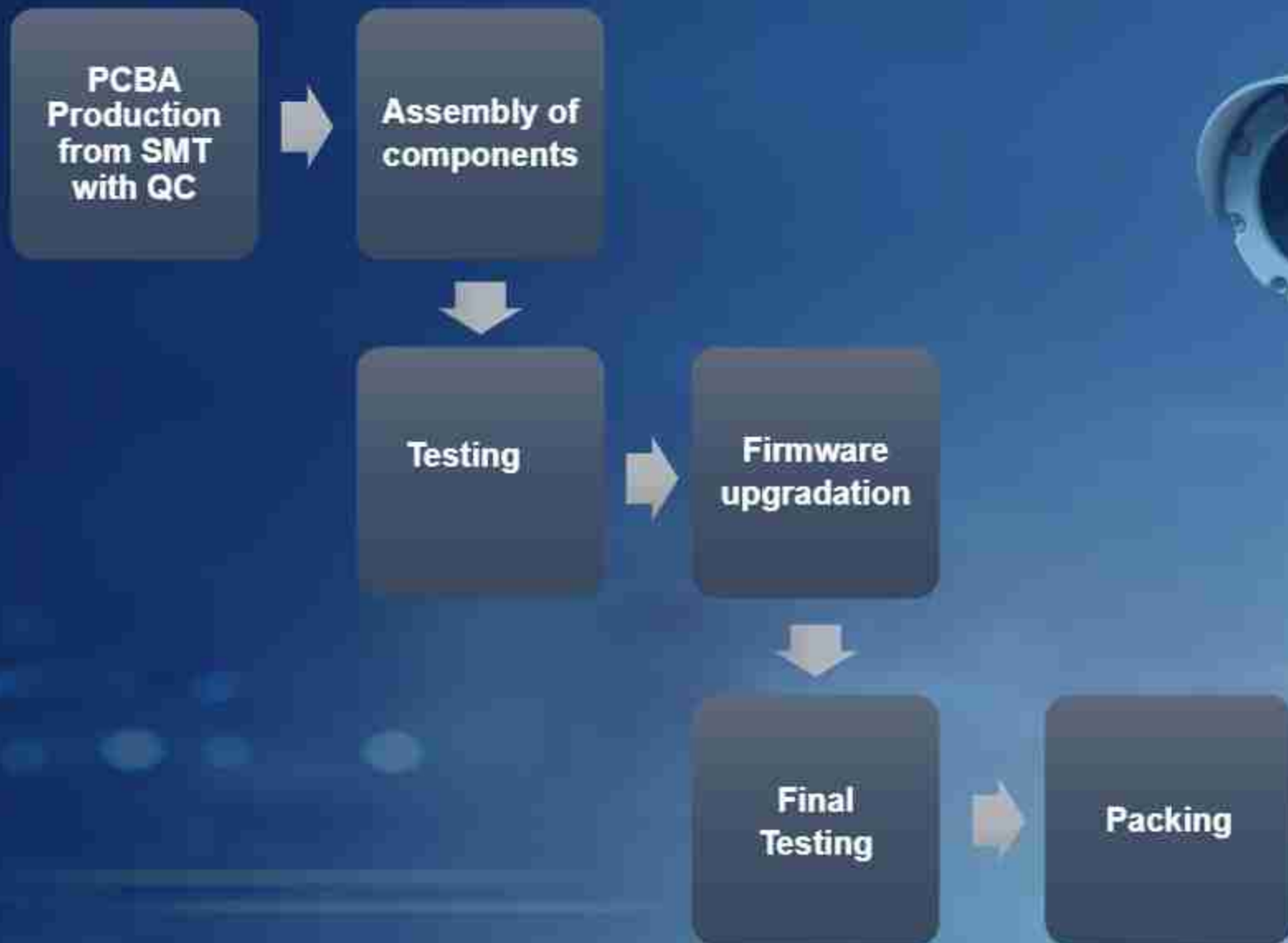
- ✓ **Use of this SMT (Surface Mounted Technology) is to create production of Smart Camera PCB inhouse with our total control on manufacturing Process.**
- ✓ **Freedom in Delivery time and PCB design customization**
- ✓ **Control over PCBA Production with custom need**
- ✓ **Control over most important and costly part of a Smart Camera**
- ✓ **Provide new innovative electronic solutions to Indian market**
- ✓ **Globally competitive in electronics manufacturing with China**

SMT FLOW

The basic working flow for SMT



Average 4 to 5 week is required for a batch of finish product.



TEAM

FOUNDER PROFILE



HARDIK SANGHVI
Founder
Managing Director

EQUIPS OVER TWO DECADES OF RICH AND VARIED EXPERIENCE IN LEADING INNOVATION-LED STARTUPS.

Being a passionate techie, Hardik holds B.E (E.C.) from DDIT, India. He is an experienced and skilful professional, privileged to have worked with fortune 500 Companies like Xerox (USA), and TATA Consultancy Services (TCS, India).

Self-directed and a deep thinker, Hardik is known as a thoughtful leader who believes in bridging the digital and social gaps through best-in-class range of surveillance technology powered with AI Cloud Analytics. He is a true technology leader who plays a vital role in aligning the business to current industry prospects as well as educating his team to achieve the core technology objectives successfully.

FOUNDER PROFILE



KUSHAL SANGHVI
Co-Founder
CEO

HAS 17+ YEARS OF EXPERIENCE IN THE FIELD OF FINANCE, BUSINESS DEVELOPMENT AND MARKETING.

Kushal built and led the demand generation marketing team. He has devised B2C Business Model by launching Company's unique Product – AMBICAM Cameras for Retail Market with a view to expand further earning potential of the Company and pick it's revenue. He also worked in B2B marketing across the technology and financial services industries helping companies generate revenue.

Kushal played key role right from procuring and executing large projects. He holds Masters in Finance (MBA) and also have done study in Business & Entrepreneur.

Kushal evaluate and make process improvements in all departments in the organization. He also help generate new business for the company by educating our customers about how communications can support a safe and secure environment.

KEY MANAGERIAL PERSONNEL

Our Powerhouse

- 20 People Design team - Innovating for tomorrow
- 20 People Development team - Building for today
- 10 People Production team - Ensuring quality and efficiency
- 5 People Execution team - Making things happen
- 10 People Sales team - Driving growth and customer success



Pratik Parikh
Group COO



Parimal Panchal
Adiance VP



Sreejith Nair
Sales VP



Bhargav Rawat
Adiance
Development VP



Jignesh Parikh
Adiance
Sales GM



Dev Sanghvi
Tech Lead for New
EMS Fully
Automated Facility



Rahul Vadhiya
Metaverse
Initiatives Tech
Lead



Abhi Parmar
AI Initiatives
Tech Lead

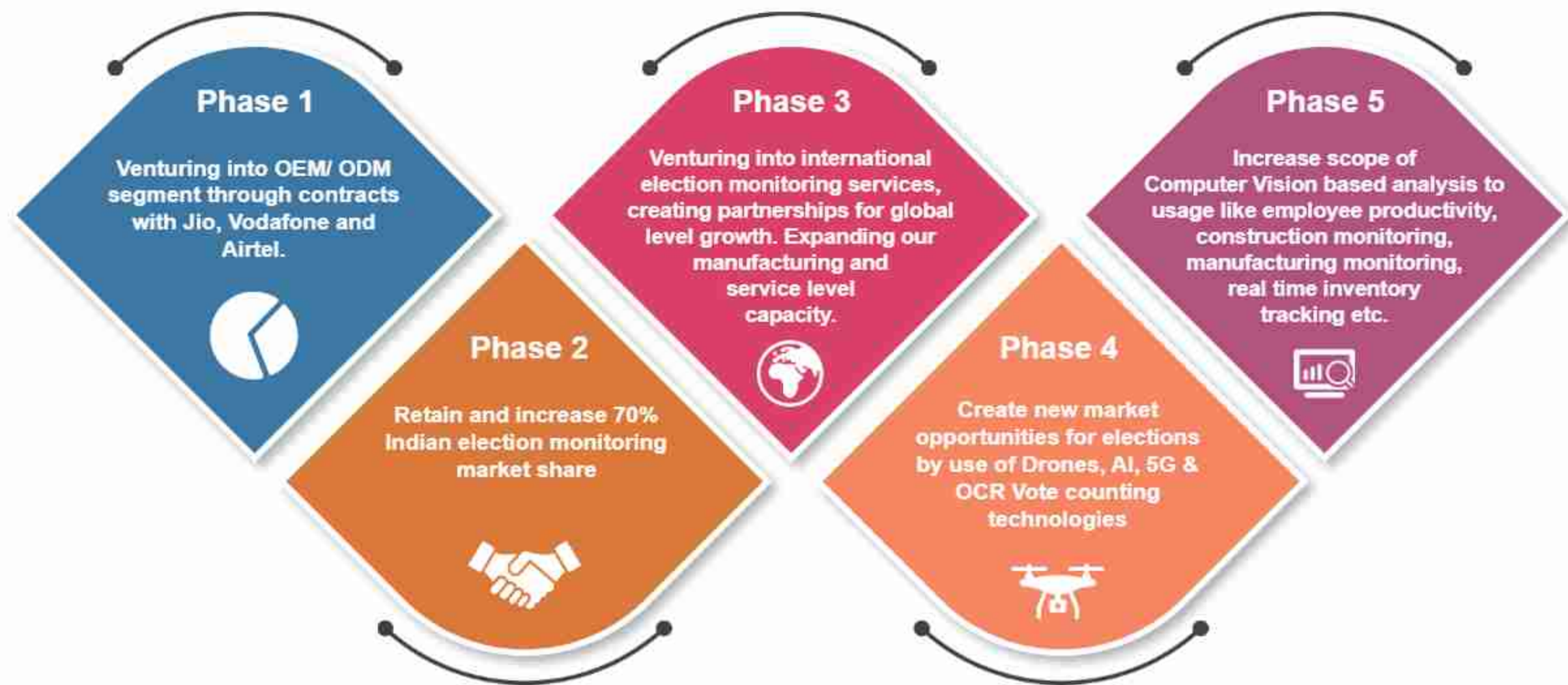
GROWTH PLAN AND STRATEGY

08

GROWTH STRATEGY AND PLAN

1. **B2B: ODM/OEM:** Leveraging on the strong technological prowess ably demonstrated in the B2G Segment, Adiance is now focusing on the B2B ODM and OEM Segments as future growth areas and AIA based solutions for diverse Industry requirement:
 - a) In OEM Segment Adiance will partner with major system integrators to market Ambicam surveillance solutions in India (like Pace, Skipper, Hitachi).
 - b) In the ODM Segment the company's focus will be to provide surveillance solutions/equipments to key telecom operators like Reliance Jio, Airtel and Vodafone in India and major international telecom operators in GCC, Africa and Asia Pac countries.
2. **B2B/D2C:** Adiance will also foray in the current fiscal in the B2C/D2C Segments through conventional stockist/distributor based channels and also through online Omni Channel marketing.
3. **AI based Solutions:** Adiance plans to fully capitalize on the AI based opportunity landscape across all business verticals.
4. **B2G: Market leadership:** Adiance will continue to consolidate its unique position and will maintain a lion market share in the B2G election segment in Vmukti Solutions.

ROADMAP



GROUP OWNERSHIP STRUCTURE

- Adiance Technologies Private Limited is the holding-cum-operating company focusing on Design, Development and Manufacturing operations.
- Vmukti Solutions Private Limited is a subsidiary company of Adiance, focusing on the B2G – Election verticals on an exclusive basis.
- Shareholding structure of the Group Companies is as under:

		Name of the shareholding group	%age shareholding
Adiance Technologies Pvt. Ltd.	a)	Promoters and Promoter Group	100%
		Total	100%

Vmukti Solutions Pvt. Ltd.	a)	Promoter and Promoter group	80%
	b)	Outside Financial Investors	20%
		Total	100%

FUND RAISING PLAN

Adiance proposes to go for equity dilution for fresh infusion of equity up to Rs.50 crores, which is proposed to be utilised broadly as under:

a)	Financing of capital expenditure plans for Hardware & Software capacity expansion	Rs.15 crores
b)	Financing of Business Development Costs (B2B, B2C and AI based solutions business expansion)	Rs.20 crores
c)	Working capital/General corporate purposes	Rs.15 crores
	Total	Rs.50 crores

FINANCIALS

(Rs Crore)

Particulars	2022	2023	2024	2025	2026	2027
Sales-OEM	-	-	18.00	65.08	180.95	307.56
Sales-ODM	5.92	0.53	10.25	73.64	88.37	110.46
SALES- CAMERAS ELECTION	-	-	25.00	46.75	7.50	7.50
AI SOLUTIONS INCOME	-	-	1.60	7.42	13.84	21.28
Vmukti - B2G	23.43	20.02	42.00	150.00	35.00	35.00
Vmukti - B2B Rental	-	-	-	2.00	20.00	25.00
Net Sales	29.34	20.55	96.85	344.89	345.66	506.80
EBIDTA	5.01	3.41	36.30	110.16	113.71	185.80
EBIDTA %	17.07%	16.60%	37.48%	31.94%	32.90%	36.66%
Depreciation	2.21	1.49	14.73	27.09	20.65	17.45
Interest	0.86	0.88	0.38	2.25	0.75	0.75
PBT	1.94	1.04	21.20	80.81	92.31	167.60
Tax	0.87	0.20	5.33	20.34	23.23	42.18
PAT	1.08	0.84	15.86	60.47	69.08	125.42
PAT (%)	3.67%	4.10%	16.38%	17.53%	19.98%	24.75%
TANGIBLE NET WORTH	12.69	13.53	80.62	141.09	210.17	335.59

WHY ADIANCE – INVESTMENT RATIONALE

- The only Indian Company having successfully developed proprietary Software and Hardware design and development capabilities incorporating world class futuristic technologies – A 100% "Make in India" proponent.
- Leveraging on B2G success, rapidly expanding into B2B ODM/OEM, B2C and AI based solution verticals, each having tremendous untapped growth potential in India and outside India.
- Having already established an immaculate track record in B2G Segment over 10 years, now already firmly in B2B Segment with tie-ups with leading SI companies (Pace and Skipper) and Reliance Jio (internally as well as externally), creating a perfect platform for strong sustained growth.
- Firm plans in place for International foray as well as B2C Segment entry in the second half of current fiscal.
- Clear Visibility of significant scalability and consistent growth with high profit margins.
- An established Development and Manufacturing/assembly infrastructure, being significantly scaled up matching with the growth target.
- Strong management team; first generation technocrat entrepreneurs backed by a strong in-house team capable of leading the company on its growth path.



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