



Date: 03/07/2026

To, The Manager Listing Department BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001 BSE Code: 544732	To, The Manager, Listing Department National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot C/1, G Block, Bandra-Kurla Complex Mumbai - 400 051. NSE Code: INNOVISION
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Subject: Investor Presentation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

Pursuant to Regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, please find enclosed herewith the Investor Presentation of Innovision Limited, which provides an overview of the Company's business, operations, growth strategy and other general corporate information.

The enclosed presentation is being disseminated to investors/analysts and is also being made available on the website of the Company at www.innovision.co.in.

This is for your information and record.

Thanking you.

Yours faithfully,

For Innovision Limited

**Jyoti Sachdeva
Company Secretary & Compliance Officer
Membership No.: A22176**

Encl.: Investor Presentation

INNOVISION LIMITED

ISO 9001: 2008 | ISO/IEC 27001: 2005 | ISO 14001:2015 | OHSAS 18001:2007 | CIN NO. U74910DL2007PLC157700

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INNOVISION LIMITED

Powering India's Manpower,
Defence, Mobility & Skills Ecosystem

Q4 FY26 Investor Presentation





MANAGEMENT COMMENTARY



“FY26 was a milestone year for Innovision with the **successful listing on the BSE and NSE** and revenue growing to **₹981 Cr**, while EBITDA and PAT increased to **₹55 Cr** and **₹36 Cr**, respectively.

Our Toll Management and Manpower businesses continue to provide scale and stability, supported by strong execution capabilities and long-standing relationships across the government and infrastructure ecosystem. During the year, we also expanded our **technology-led offerings through AI-enabled Smart Surveillance solutions** and laid the foundation for our **Drone Manufacturing and aerial intelligence platform**.

Backed by a strong bidding pipeline and expansion across our core and emerging businesses, we are targeting a medium-term growth trajectory of **45-50% CAGR** while continuing to create long-term value for all stakeholders.”



Lt Col Randeep Hundal
Chairman & Managing Director



COMPANY OVERVIEW

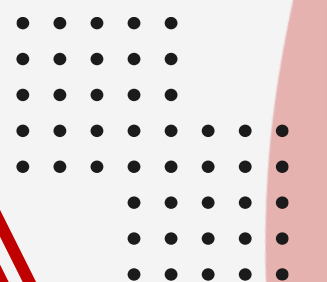


Established in 2007, Innovision Limited has evolved from a manpower and security services company into a diversified infrastructure services platform with capabilities across toll plaza management, skill development and technology-enabled solutions.

Today, the Company operates across 23 states and 5 Union Territories, serving enterprises, government bodies and infrastructure operators through its execution-driven platform.

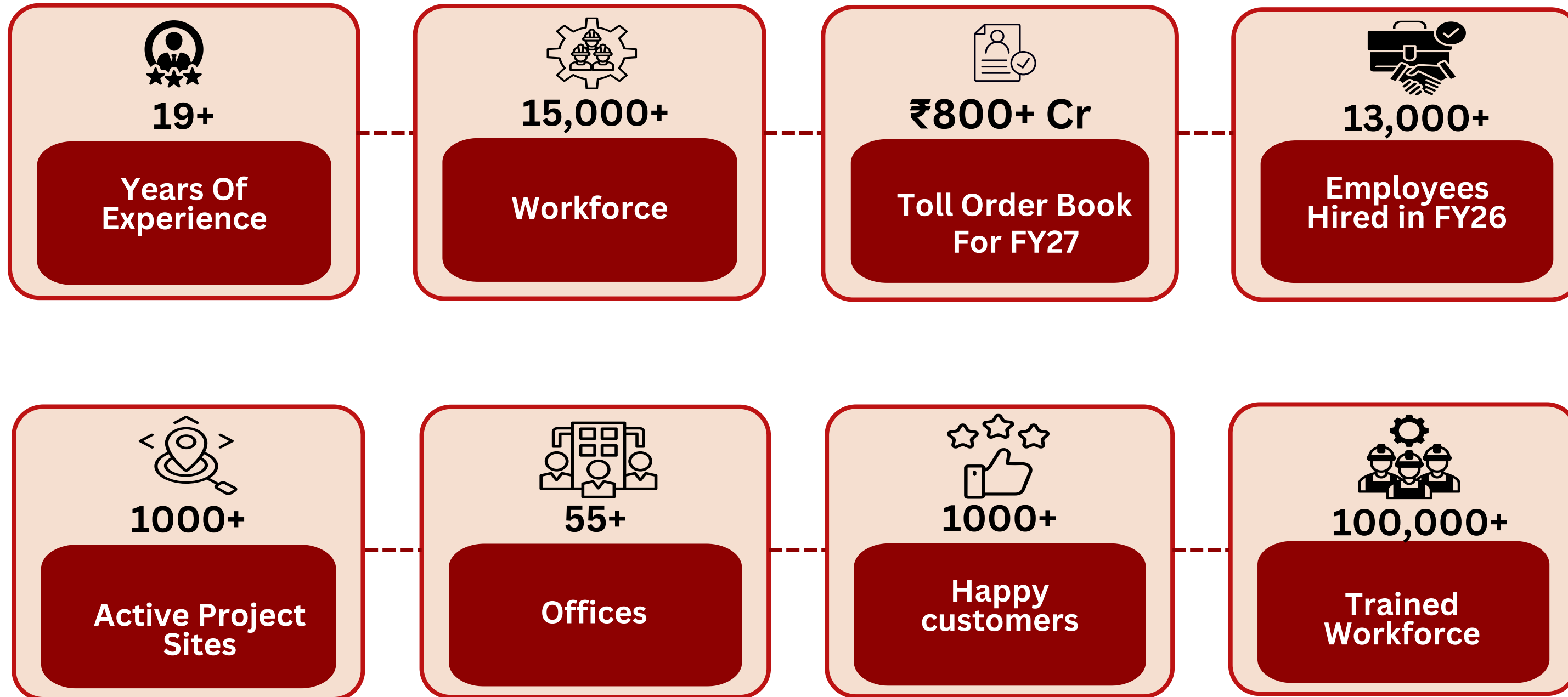
Backed by strong government relationships and over 14,000 deployed workforce, Innovision has built a scalable and resilient business with 80%+ revenue linked to the government ecosystem.

Looking ahead, the Company is expanding into AI-enabled surveillance and drone manufacturing, positioning itself to capitalize on opportunities across defence, infrastructure and aerial intelligence.



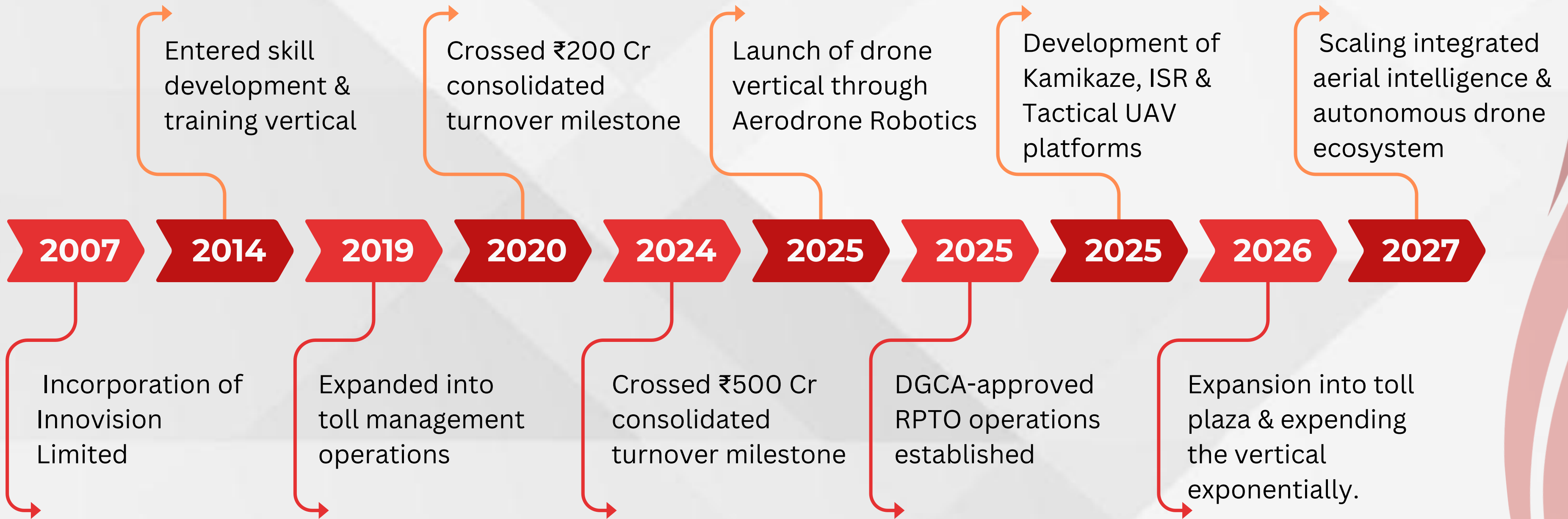


KEY FACTS & FIGURES





MILESTONES & ACHIEVEMENTS





PAN INDIA PRESENCE



Geographical REACH



05

Union Territories

23 States

Pan India Presence

24+

NHAI Plaza's

55

Footprints Pan India



MARQUE CLIENTS





CERTIFICATES & RECOGNITIONS



**“Best Man Guarding Company of the Year – 2024”
by CAPSI**

INNOVISION Limited's 6 Security Personnel awarded
with Golden Guard Award (2022) by CAPSI



**“Brand Impact Award –
2022” by Indian Achievers’
Forum.**



**“Best Man Guarding
Company of the Year –
2024” by CAPSI**



**“Best Start up in Skill Development-
2017” by The Associated Chambers of
Commerce and Industry of
India(ASSOCHAM).**



**“Best Small-Scale Private Organization
-Training Program -2018” by The
Associated Chambers of Commerce
and Industry of India (ASSOCHAM).**



**“Best Large Scale Private Organization -
Training Program -2019” by The
Associated Chambers of Commerce and
Industry of India (ASSOCHAM)**



BUSINESS ARCHITECTURE OVERVIEW



- ▶ DGCA-approved RPTO training platform
- ▶ Indigenous UAV development
- ▶ Defence & infrastructure applications
- ▶ Rev. Model: Product sales & services

Aerodrone Robotics

• **Subsidiary** •

- ▶ Manpower consultancy in Dubai
- ▶ Innovision Ltd hold license to place the worker overseas
- ▶ Rev. Model: Placement consultancy and services

INNOVISION HR Consultancy LLC

• **Subsidiary** •

- ▶ AI video analytics & remote monitoring
- ▶ Command centre & operational intelligence
- ▶ Multi-sector enterprise applications
- ▶ Rev. Model: Subscription & monitoring fees

AI-enabled Surveillance

• **Upcoming Segment** •



• **Current Operations** •

Manpower Services

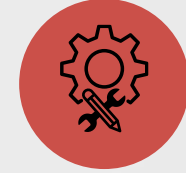
- ▶ 14,000+ workforce deployed pan-India
- ▶ Security, IFM, staffing & payroll solutions
- ▶ Serving hospitals, banks, utilities & infra
- ▶ Rev. Model: Monthly charges for deployed person

Toll Plaza Management

- ▶ 25 active NHAI toll plazas under management
- ▶ 100% sovereign counterparties
- ▶ Strong revenue visibility & execution record
- ▶ Rev. Model: toll collections

Skill Development Training

- ▶ PM Vishwakarma & PMKVY driven programs
- ▶ Government-funded vocational training
- ▶ Asset-light operating model
- ▶ Rev. Model: payment per certified candidate



03

Sub-verticals



14,000+

Deployed personnel



B2G India's trusted
Workforce partner

Manned Guarding 6,000+ Guards

- Access control, perimeter security, CCTV monitoring
- Hospitals, banks, utilities, schools, ports, hotels, airports
- 24x7 deployment with armed/unarmed options
- PSARA-licensed, trained at Innovision centres

Integrated Facility Management (IFM) 1,200+ Personnel

- Housekeeping, sanitation, HVAC maintenance
- Asset management, electrical, plumbing services
- Tech-enabled compliance tracking & reporting
- Contract value: ₹40-200 Cr multi-year deals

Manpower Sourcing & Staffing 6,000+ Personnel

- Blue-collar & semi-skilled workforce placement
- Payroll outsourcing for 6,000+ contract staff
- Pan-India recruitment pipeline (30-day onboarding)
- Sectors: construction, logistics, manufacturing



TOLL PLAZA MANAGEMENT



12
active NHAI plazas

56.85%
Revenue share

Highest-margin
recurring vertical

NHAI awards User Fee Contract 3 month to 1 Year contract via competitive bid	Security Deposit + Bank Guarantee 30 days of collection per plaza (working capital need)	Innovision Collects Toll FASTag + UPI 100% digital since 2026	Daily / Weekly Remittance to NHAI Agreed Remittance paid to NHAI	Innovision Retains Spread Asset less Model
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Category	Details	FY26
Active Toll Plazas	NHAI User Fee Contracts	23 plazas
States Covered	MP, UP, Assam, Rajasthan, Haryana	7 states
Personnel Deployed	Toll collectors, supervisors, data ops, security	1000+ staff
Gross Profit / Plaza	Varies by traffic volume 5-6% of collections	Avg ~5%
NHAI Pipeline	700+ plazas tender by FY27	Innovision <2% of addressable set



SKILL DEVELOPMENT - HIGH-MARGIN VERTICAL



- Innovision Limited is a key skill development partner for Central & State Government schemes, working with NSDC and multiple Sector Skill Councils through **70+ training centers across India**, delivering programs in Media, Telecom, Electronics, Healthcare, Beauty & Wellness, Construction, and Furniture & Fittings.
- We operate PMKVY centers in Haryana, **35+ PM Vishwakarma centers**, and PM Gramin Kaushal Vikas Kendra centers in Maharashtra, offering region-specific training across these sectors.
- Our portfolio also includes NAPS, Sankalp, PM-DAKSH, DDU-GKY, and DVET, along with partnerships with Skill Development Missions of Haryana, West Bengal, Uttar Pradesh, Chhattisgarh, Rajasthan, and Bihar, driving workforce development nationwide.

100%
Government
Funded

1Lakh +
Candidates
Trained

70+
Training
Centres

25+
Government
Projects
Undertaken

REVENUE MODEL

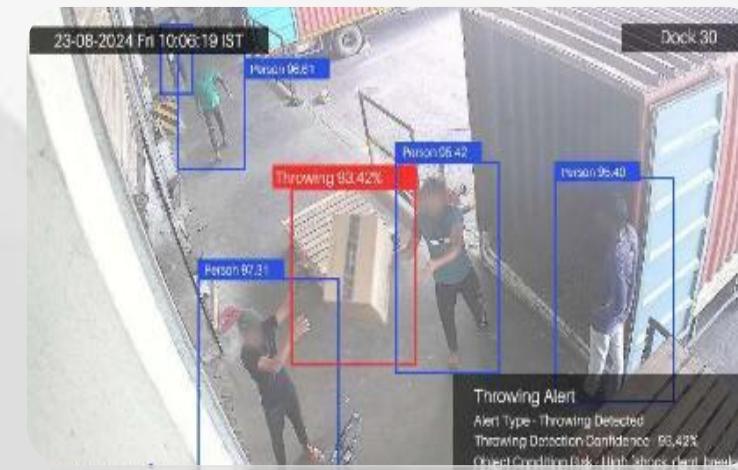
- **Grant per candidate**
₹3,000–15,000 per certified candidate
- **Funding Source**
100% Government – NSDC, MSDE, states
- **Credit Risk**
Nil – Upfront government disbursements
- **Assessment**
NCVET – aligned 3rd Party certification
- **Trades covered**
Masonry, Plumbing, Welding, Electrical, IT, Beauty
- **Schemes Active**
 - ✓ PM Vishwakarma
 - ✓ PMKVY 3
 - ✓ SANKALP



AI-ENABLED SMART SURVEILLANCE PLATFORM



- Innovision's AI-enabled monitoring and operational intelligence platform, designed to transform conventional CCTV infrastructure into a centralized, intelligent surveillance ecosystem.
- The platform enables real-time monitoring, incident detection and actionable insights across distributed locations, helping organizations enhance security, compliance and operational efficiency



Key Capabilities

- AI Video Analytics & Real-Time Alerts
- Facial Recognition (FRS)
- ANPR - Number Plate Recognition
- Fire & Smoke Detection
- Intrusion, Motion & Perimeter Monitoring
- Worker Safety & PPE Compliance
- Crowd, Queue & Suspicious-Activity Analytics
- Central Command Centre (CCC) Integration

Scalable Technology

- Deployable over existing Analog + IP camera infrastructure
- Edge + Cloud deployment flexibility · multi-site centralized monitoring
- Integration-ready: VMS, Access Control, ERP & Weighbridge systems
- Asset-light and highly scalable operating model



AERODRONE ROBOTICS - INNOVISION'S DRONE SUBSIDIARY



- Aerodrone Robotics Private Limited is a drone technology company and a subsidiary of Innovision Limited, focused on drone manufacturing, pilot training and aerial intelligence solutions.
- The company operates a DGCA-approved Remote Pilot Training Organisation (RPTO) and is among fewer than 50 licensed RPTOs in India.
- Leveraging defence-domain expertise and strong government relationships, Aerodrone is building indigenous UAV platforms for defence, infrastructure and surveillance applications.
- The Company aims to capitalize on India's vision of becoming a global drone hub through a scalable ecosystem spanning training, manufacturing and deployment

200+

Trained pilots in India

4+ SKUs

Drone Products

8+ Models

Active UAV Vairants

Dual Use

Defence + Civil



01

Drone Manufacturing



02

Surveillance & Intelligence Solutions



03

Defence Applications



04

Pilot Training & Certification



05

Infrastructure Monitoring



DRONE MANUFACTURING - NEXT GROWTH FRONTIER



01

₹9,000Cr +
India Drone Market by
2030

02

<50
DGCA-licensed
RPTOs in India

03

₹120Cr +
Gov PLI Scheme for
Drones

04

₹900 Bn+
Global DAAS TAM
by 2030

05

20-30%
Target EBITDA vs 5%
Manpower

INNOVISION CURRENT STATE

**DGCA-licensed RPTO
fully established**

Technology
partnerships
secured

Trained
remote pilot
pool in place

Asset-light
DAAS model
structured &
ready

Pilot contracts in
infrastructure
survey active

INNOVISION BY FY27-28

**Drone Revenue
Commencement**

Agri + infra +
defense client base

50+ trained pilots
on active roster

First-mover listed
drone platform in
India

PLI incentives
fully locked in



MARKET OPPORTUNITY - INDIA'S SERVICES SUPERCYCLE



Manpower & Security

USD 937 Mn

India Security, Manpower & IFM Market

- Organised sector ~20-25% — long runway as GST/PF compliance shifts share to listed players
- Demand drivers: hospitality, BFSI, healthcare, ports, IT parks, gated communities
- PSARA licensing & 14,000+ pan-India workforce build a defensible moat

[Source](#)

Toll Plaza Management

USD 10 Bn

NHAI Toll Collection Ecosystem

- 14% YoY growth – FY26 toll revenue reached USD 10 Bn.
- 5.7% YoY growth – FASTag transactions hit 4.45 Bn.
- 2x network expansion – Toll roads grew to 55,800+ km since FY19

[Source](#)

Skill Development

USD 1.56 Bn

PM Vishwakarma scheme outlay (FY24-FY28)

- 100% government-funded — zero credit risk, upfront grant disbursements
- Multi-scheme ecosystem: PM Vishwakarma, PMKVY-3, SANKALP active
- ~30 Cr+ informal workforce to be formally skilled — counter-cyclical demand

[Source](#)

Surveillance Market

USD 12.46 Bn

Global AI in Video Surveillance by 2030

- USD 3.9 Bn - Global AI in Video Surveillance Market (2024).
- 21.3% CAGR – Market growth expected from 2024-2030.
- USD 12.46 Bn – Global AI in Video Surveillance Market by 2030

[Source](#)

● COMPETITIVE ADVANTAGE & SYNERGY

National Infra Pipeline

₹100+ Lakh Cr capex through FY25 under NIP & Gati Shakti — drives B2G manpower, IFM and toll-adjacent demand at scale.

NHAI Outsourcing Wave

Expanding NHAI User Fee Collection pipeline with 700+ plazas expected by FY27.

Formalization Push

GST, PF, ESIC compliance and labour code roll-out structurally shifting share from unorganised to listed players.

Skill India 2.0

PM Vishwakarma, PMKVY-3, SANKALP and NEP 2020 — sustained government funding for vocational skilling.



KEY DIFFERENTIATORS



1 15,000+ WORKFORCE MACHINE 13,000+ employees hired in FY26

- Large-scale workforce deployed across 23 states and 5 UTs
- In-house recruitment and training capabilities enable rapid mobilization
- 30-day onboarding capability for new contracts across India



4 GOVERNMENT REVENUE CERTAINTY 80%+ revenue linked to government ecosystem

- Revenue exposure across NHAI, NSDC, MSDE, and state government schemes
- Sovereign-grade counterparties support receivable quality and cashflow visibility
- Inflation-linked toll contrasts and low bad debt history improve earnings stability

2 MULTI-VERTICAL PLATFORM 4 sectors | 1 integrated platform

- Presence across Security, Toll Management, Skill Development & DAAS.
- Diversified verticals enhance scalability, leverage & client reach.
- Drone Segment adds a high-margin growth layer to the platform

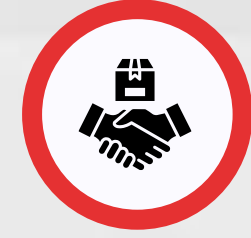


5 50-60% REVENUE CAGR Target Revenue scaled 2.8X in 3 years

- Revenue grew from ₹2,555 Mn in FY23 to ₹9,808 Mn in FY26 at a 56% CAGR.
- PAT increased 25% YoY in FY26, supported by improving operating leverage.
- Among the fastest-growing listed diversified services platforms in India

3 NHAI VENDOR LOCK-IN ₹5,759 Mn toll revenue in FY26

- Technical pre qualification, BG requirements, and 6-12-month approval cycles create high entry barriers
- 24+ active NHAI toll plazas operational.



6 19-YEAR EXECUTION TRACK RECORD Built through multiple economic cycles

- 19-year operating history across infrastructure-linked services.
- Proven execution through regulatory & economic cycles.
- Early mover in toll management and emerging Drone opportunities.



GROWTH PATHWAY



2026

- ₹51 Crs. IPO proceeds utilized for debt repayment.
- ₹119 Crs. Will be deployed as working capital across Manpower, Toll Management.
- Commercial rollout of DGCA-approved RPTO operations and drone manufacturing

01

2028

- Expansion across **aerial survey**, infrastructure inspection and smart-city Drone operations
- Scaling corridor mapping and monitoring across NHA-linked infrastructure
- **Indigenous drone manufacturing** expansion under PLI and Atmanirbhar ecosystem

03

02

2027

- Targeting **45+** NHA toll plazas
- Every ₹10 Cr toll WC capable of unlocking ~₹120 Cr annual toll revenue
- Targeting **20-30%** EBITDA margins in Drone operations
- 800cr toll order book already secured.
- Drone Revenue Commencement

04

2029

- Scaling recurring government-led surveillance, inspection and aerial intelligence contracts
- Scaling trained pilot ecosystem through RPTO and skill development platform

Revenue CAGR: 50-60%
FY27-FY29

EBITDA CAGR: 50-60%
FY27-FY29

PAT CAGR: 60-70%
FY27-FY29



Lt Col Randeep Hundal **Chairman & Managing Director**

- Indian Army Officer; Promoter, Chairman & MD of the Company
- Bachelor's from Punjab University; PG Diploma in International Trade (SCDL Pune)
- Certified in Business Administration for Armed Forces (MDI Gurgaon) and Industrial Security & Fire Protection Management
- 15+ years of experience in manpower, security training & integrated facility management services
- Leading expansion across defence, surveillance & drone technology verticals

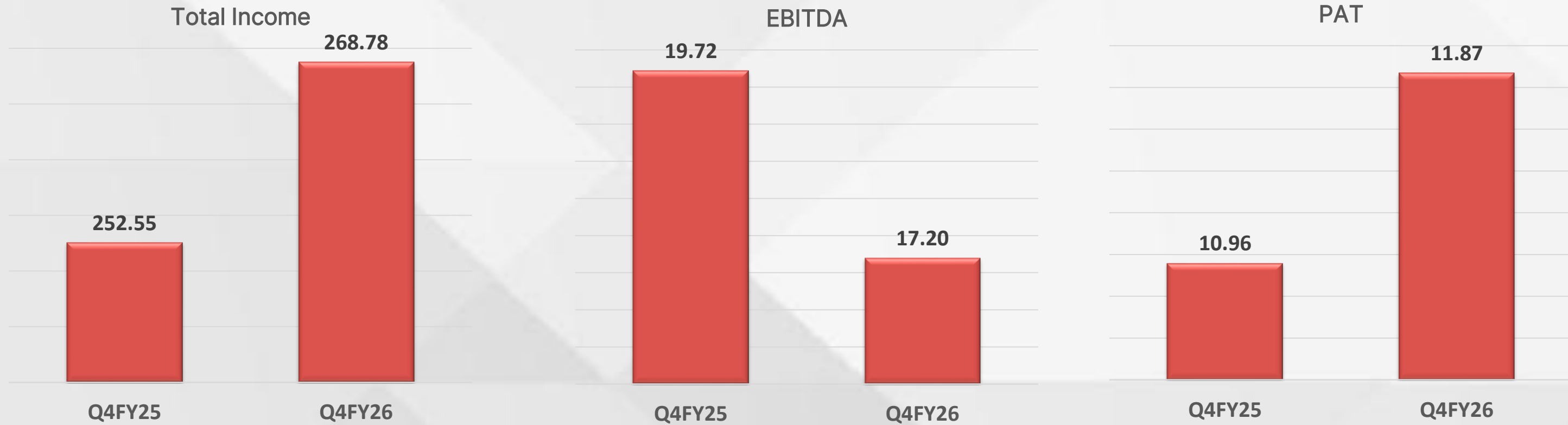


Uday Pal Singh **CEO & Whole-Time Director**

- Bachelor's degree from Punjab University; PG Diploma in Communication from The Delhi School of Communication
- 15+ years of experience in manpower solutions
- Previously associated with GroupM, Publicis India, Triton Communications & ESPN Star Sports India
- Driving operational scale-up and business expansion across key verticals



KEY FINANCIAL METRICS (In Crs.)





CONSOLIDATED FINANCIALS



Particulars (In INR Crs)	FY25	FY26	Y-o-Y (%)
Revenues	893.13	980.78	
Total Revenue	893.13	980.78	9.81
Raw Material Expenses and Direct Expenses	483.96	546.09	
Employee costs	350.83	364.33	
Other expenses	9.40	15.06	
Total Expenditure	844.20	925.48	
EBITDA	48.94	55.30	13.00
EBITDA Margins (%)	5.48	5.64	16 BPS
Other Income	2.82	5.83	
Finance Costs	10.18	13.13	
Depreciation	2.52	2.25	
PBT	39.05	45.75	17.16
Tax	9.88	9.40	
PAT	29.17	36.35	24.63
PAT Margins (%)	3.27	3.71	44 BPS



HISTORICAL CONSOLIDATED BALANCE SHEET

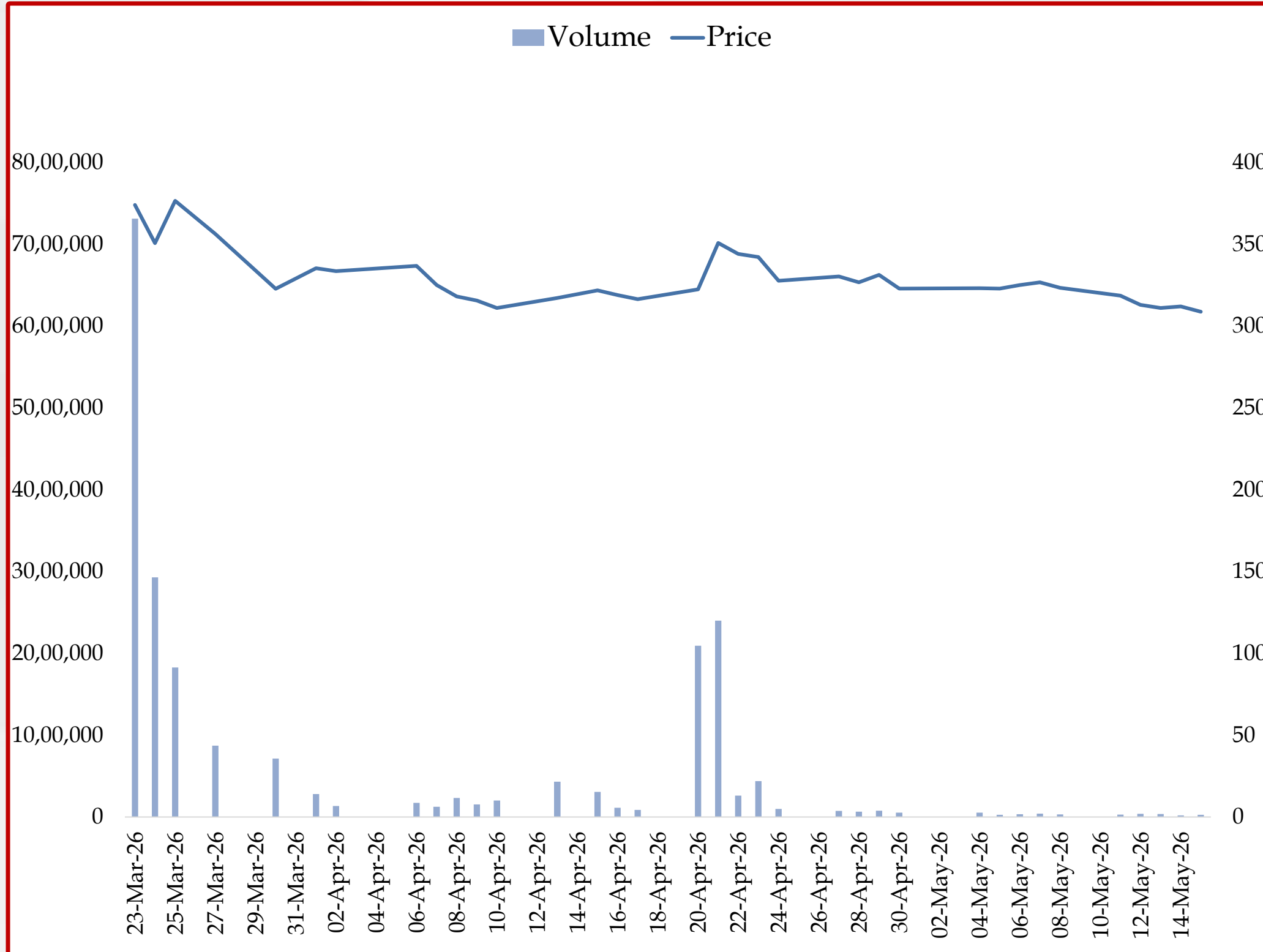


Equities & Liabilities (In INR Crs)	FY25	FY26
Equity	18.90	23.81
Reserves	62.98	270.39
Net Worth	81.88	294.20
<u>Non Current Liabilities</u>		
Non Current Borrowings	5.91	3.82
Lease Liabilities	0.07	0.91
Other financial liabilities	0.18	0.18
Long Term Provision	4.43	2.93
Total Non Current Liabilities	10.59	7.84
<u>Current Liabilities</u>		
Current Borrowings	73.14	119.82
Lease Liabilities	0.36	0.50
Trade Payables	1.59	1.52
Short Term Provisions	0.26	0.64
Other Current Liabilities	52.48	49.29
Total Current Liabilities	127.83	171.77
Total Liabilities	138.42	179.61

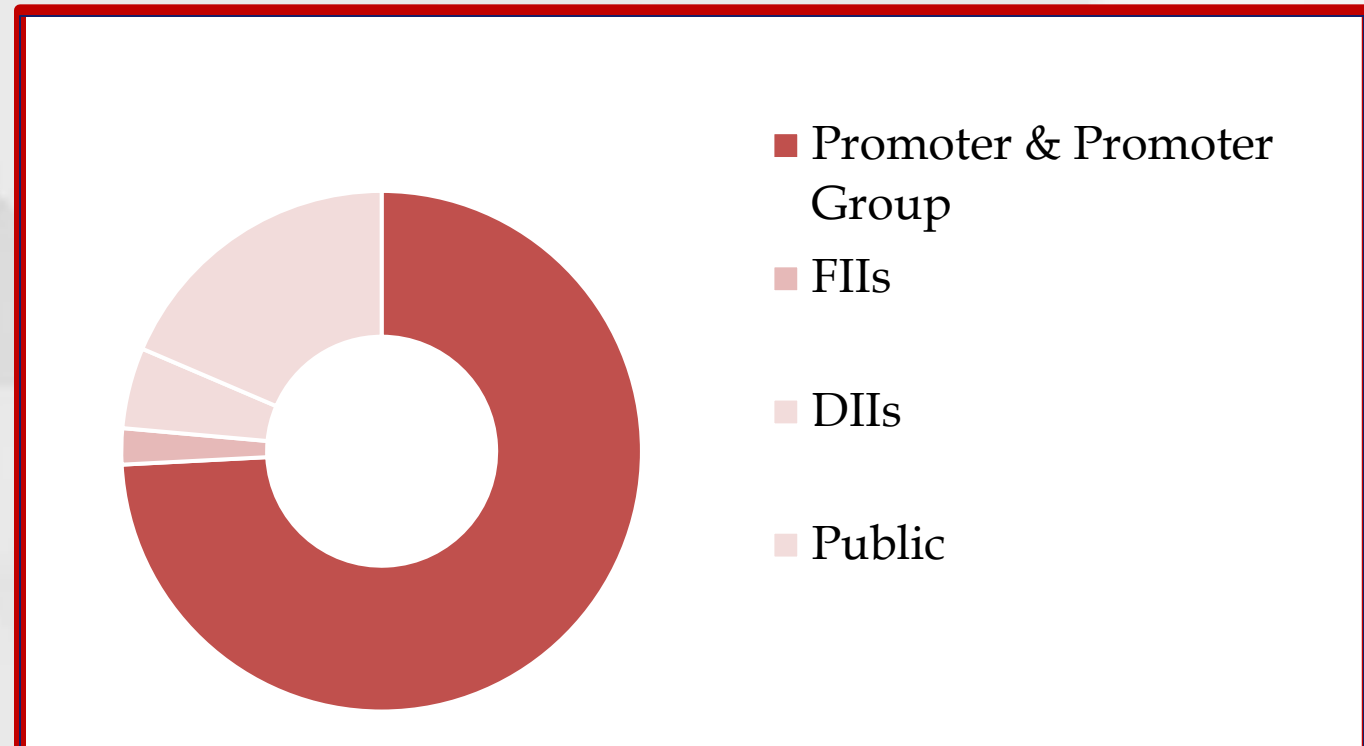
Asset (In INR Crs)	FY25	FY26
<u>Non Current Assets</u>		
PPE	6.41	6.17
Right of Use Assets	0.39	1.40
Investment Property	5.19	7.22
Intangible Assets	0.02	0.02
Investments	0.01	0.01
Other Financial Assets	0.73	0.92
Deferred Tax Asset	1.75	1.09
Non Current Tax	21.20	18.95
Total Non Current Assets	35.70	35.78
<u>Current Assets</u>		
Inventories	0.00	0.94
Trade Receivables	106.81	158.16
Cash & Equivalents	7.11	50.66
Bank Balances	33.50	168.51
Loans	0.06	0.27
Other Financial Assets	28.92	43.28
Other Current Assets	8.20	16.21
Total Current Assets	184.60	438.03
Total Assets	220.30	473.81



STOCK DATA



BSE:	
Share Price ₹	309.05
Market Capitalization ₹ Crs.	735.95
No. of Share Outstanding	16,476,550
Face Value ₹	10.00
52 Week High ₹	468.60
52 Week Low ₹	300.30





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THANK YOU



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