INVESTMENT PROSPECTUS



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About

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Transline Technologies is a contemporary technology services firm specializing in establishing efficient digital environments for organizations. Our core competency lies in devising end-to-end innovative solutions to amplify operational capabilities. With over two decades of experience in system integration, we have catered to more than 100 large corporations, with our esteemed client also featuring prominently on the *Fortune 500* list.

Renowned for our exceptional service, Transline has earned widespread acclaim within the industry. We have been pioneers in cloud computing, surveillance, biometric IoT, and analytics. Furthermore, we are leading the charge in leveraging the transformative potential of AI and ML, introducing disruptive applications that are set to redefine the technology landscape in India.







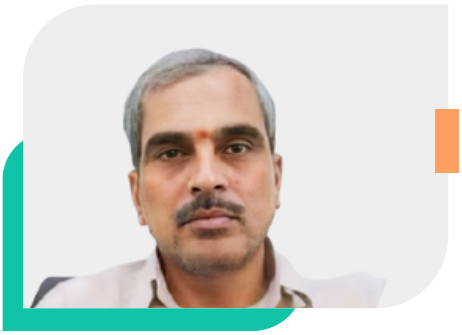
Management

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Arun Gupta

The company was founded in 2001, by Mr. Arun Gupta an entrepreneur who had the vision for some of the most advanced technologies such as cloud networks at a time, when India had just entered the race for digital innovation. Mr. Gupta is the Managing Director of Transline Technologies. Under his leadership the company has been able to accomplish several miletsones in Digital India.



Ramnath Rao

Mr. Rao is the oldest employee of the company and heads the Internet and Application vertical of the company. His expertise is in the field of creating digital applications for organizations. He created the ERP software 'Opxl', which has become the company's backbone for all operations. He also looks after Transline's internal digital operations.



Rajesh Thakur

Mr. Thakur is at the forefront of the company's business and is the Vice President of group operations. He has been associated with the company for over 15 years. The has played an instrumental role in creating synergies with the largest customers of Transline.



Arjun Bisht

Mr, Bisht is the CFO of Transline Technologies and joined the company about a year ago. His career spans over 30 years, working across large corporations. He has an impeccable record. Since his joining, he has streamlined the company's operational policies which have earned itself a sound reputation and credibility in the industry.

Management

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Sanjeev Agarwal
Vice President - Project Delivery



Rajan Verma
Vice President - Enterprise Business



Vinay Kumar
Manager - Logistics and warehouse.



Prashant Sharma
General Manager - Sales and Services



Jatin Sachdeva
Head of Information Technology



Pankaj Sharma
Senior Manager - Human Resources



Preeti Kataria
Company Secretary



Chandan Kumar
Head of Research & Development

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Services

- Information Technology
- End-to-End System Integration
- Project Design
- Procurement
- Execution
- Internet of Things
- Surveillance
- Enterprise Solutions
- Software Development & Analytics
- Biometrics
- Consulting

Products

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Smart CamStore+

1. *Efficient Compression: Smart CamStore+ reduces file sizes by up to 90% without compromising quality, extending storage duration and significantly lowering costs.*
2. *Seamless Downloading: Users can easily download viewable files across all devices for convenient access.*
3. *Universal Compatibility: Compatible with all major surveillance camera brands, supporting various video formats for seamless integration.*
4. *Integration Ease: Seamlessly integrates with existing IP CCTV systems of any make, eliminating the need for costly upgrades.*
5. *Cloud Storage: Offers secure cloud storage with simple URL retrieval for swift access to footage, enhancing accessibility and convenience.*

CheckCam+

1. *Automated Monitoring: CheckCam+ pings DVR/ NVR/ IP cameras hourly over the internet, ensuring continuous surveillance system health checks.*
2. *Detailed Analysis: The system analyzes multiple parameters and generates web-based reports reflecting the health of the surveillance system.*
3. *Automatic Daily Reports: Daily reports are automatically sent to defined email IDs, providing insights into system performance.*
4. *Parameter Monitoring: Parameters checked include video loss, blur, scene change, time discrepancy, router port health, and hard disk condition.*
5. *Cloud Storage: Snapshots of all cameras can be securely stored in the cloud for easy access and backup.*
6. *Real-Time Alerts: Immediate alerts are sent to multiple email addresses in case of camera or hard disk failure, ensuring prompt action.*
7. *Service Availability Summary: CheckCam+ provides a summary report on service availability, offering a comprehensive overview of system performance.*

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Sectors We Serve



BFSI



Government & PSU



Oil & Gas



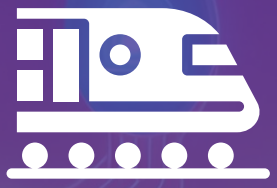
Logistics



Education



Telecom



Railways



Retail



Healthcare

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Marquee Projects

Oil & Gas

Transline is entrusted with the task of implementing comprehensive surveillance solutions for facilities of Indian Oil Corporation Limited (IOCL), utilizing blast-proof cameras. IOCL, being the largest oil refiner in the country, necessitates a robust surveillance system to monitor activities across 29 different locations across 10 states. In addition to setting up the surveillance infrastructure, Transline is implementing a real-time alert system to facilitate swift response in the event of accidents or thefts. As part of our end-to-end integration approach, Transline is providing IOCL with state-of-the-art technology to augment their vigilance activities. Currently, our company is at the forefront of ensuring enhanced security measures for IOCL, fortifying their operations and safeguarding their assets with cutting-edge surveillance solutions.

Indian Railways

Transline has embarked on a monumental project in collaboration with Indian Railways, specifically the Northern Frontier Railway division. Our mandate involves the deployment of CCTV surveillance systems and comprehensive system architecture across a staggering 1633 railway stations. In addition, Transline has also installed cameras at 365 stations in the North Eastern region. To bolster monitoring capabilities, the cameras and associated equipment at these stations will be equipped with Facial Recognition Systems (FRS), ensuring heightened security measures. Moreover, Transline Technologies Ltd. has implemented an innovative equipment health monitoring system to identify any potential issues with the installed equipment. This cutting-edge software seamlessly integrates with our mainframe infrastructure, enabling swift detection and delegation of repair and maintenance tasks. By proactively addressing equipment concerns, we aim to minimize downtime and uphold the operational efficiency of the railway network.

Police Departments

Transline has been selected by the police departments of Delhi and Punjab to spearhead the installation of state-of-the-art surveillance equipment, complemented by Facial Recognition Systems (FRS) and advanced analytics capabilities. Our company has successfully deployed cameras at over 585 strategic locations, encompassing the entirety of Delhi. To ensure seamless operations and minimal downtime, Transline has implemented a cutting-edge low-latency optical fiber system, bolstered by a robust network and digital infrastructure. This proactive approach underscores our commitment to providing reliable and efficient surveillance solutions, empowering law enforcement agencies to effectively monitor and safeguard their respective jurisdictions.

Media Coverage

abp न्यूज़

Meet Mr. Arun Gupta, MD Of Transline Technologies Limited, A Company Revolutionizing Technologies Industry

A man with entrepreneurial vision when it comes to technology, Arun Gupta has many stories from his childhood that prove his ability to navigate through the ups and downs of business.

THE TIMES OF INDIA

Transline Technologies Ltd. Installs Modern Security Systems At Kevadia Railway Station, Statue Of Unity

The business is working with the Indian Railways to install cutting-edge security measures at the historic Statue of Unity Station

ET THE ECONOMIC TIMES

Delhi-based Transline Technologies gets surveillance system contract from IOCL

CNBC TV18

Transline Technologies signs contract for video surveillance of 1,633 railway stations

Transline Technologies Limited will deploy the entire system across which includes cctv system, panic buttons, network and connectivity to vms and server system which includes FRS and video analytics.

Transline Technologies collaborates with Cooperative Bank West Bengal

In alignment with the Central Government of India's vision and sponsored by NABARD, Transline Technologies said it is bridging the technological gap in West Bengal's rural areas.

Please click on the article to navigate to the article on your browser

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Media Coverage

APN NEWS

Video Analytics solutions providers across the globe

Published on October 13, 2023

Transline Technologies

Transline Technologies Limited was founded on February 2, 2001 as an unlisted public corporation. Transline Technologies, is a renowned provider of advanced security systems. They are right now installing an IP-based Video Surveillance Solution at railway stations throughout numerous states in North India. This ground-breaking project, which spans several states, is an important step towards improving the region's railway network's security infrastructure. Transline Technologies' project, which includes 1633 stations, is poised to revolutionize the security environment of North India's railway stations. The IP-based Video Surveillance Solution will be customized to each station's specific needs, assuring complete coverage and the safety of millions of passengers.

Outlook

A Case Study Of Success In Tech, Transline Technologies Limited

In the modern day society, technology plays a pivotal role in creating a better world for the future. It not only increases the efficiency of the economy as a whole but also creates numerous new avenues for the absolute growth of the world. In that effect, Transline Technologies Limited is leading the way.

FirstIndia

Empowering West Bengal: Transline Technologies Transforms Rural Landscape with IT Solutions for Cooperative Societies

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Global Market Size

$57 Billion



$114 Billion



The global market for *Digital Surveillance* is expected to cross $110 billion by 2030

$34 Billion



$114 Billion



The global market for *Biometrics* is expected to cross $110 billion by 2030

$611 Billion



$1,506 Billion



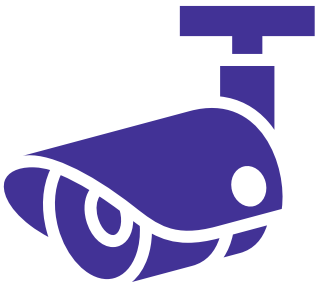
The global market for *Internet of Things* is expected to cross $1 trillion by 2027

Industry Analysis

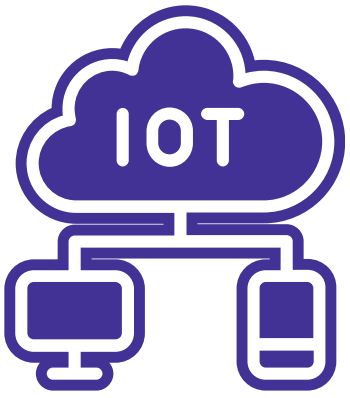
Domestic Industry Size By 2030



Biometrics
$ 6 Billion



Digital Surveillance
$ 13 Billion



IoT
$ 8 Billion

Digital Surveillance Industry

India stands at the forefront of technological advancement on the global stage. The current government's ambitious agenda to digitally transform cities and upgrade infrastructure has unleashed a plethora of opportunities for the digital surveillance industry. The widespread deployment of CCTVs and other surveillance products across urban centers is a testament to this initiative. Establishing comprehensive video surveillance infrastructure across the nation is imperative not only to curb criminal activities but also to expedite judicial proceedings.



Domestic Market Size of the Digital Surveillance Industry is valued at $3.2 billion and is growing at a CAGR of 23%!

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As of December 2023, the digital surveillance industry in India is estimated to be valued at approximately $3.2 billion, with conservative projections indicating a Compound Annual Growth Rate (CAGR) of 23%. Research forecasts that the domestic industry size is poised to exceed $13 billion by the year 2030.

Transline Technologies Ltd. leads the charge in this transformative industry landscape. Our Research and Development division has developed an in-house Facial Recognition System coupled with Intelligent Pattern Recognition capabilities to swiftly identify and alert authorities of criminal activities in real-time. Leveraging the power of Artificial Intelligence, Transline utilizes deep learning algorithms to ensure accurate recognition of suspicious behavior, thereby enhancing public safety and security nationwide.



Biometrics

India's ascent to becoming the world's most populous country, surpassing even China, underscores the need for a highly efficient mechanism to manage citizen records and facilitate swift delivery of services. In this context, biometrics emerges as a pivotal technology, finding extensive applications across both public and private sectors. From employee attendance tracking to government pension disbursements, biometrics has already demonstrated its efficacy in streamlining operations.



Domestic Market Size of the Biometrics Industry is valued at $2.6 billion and is growing at a CAGR of 12.8%!

The widespread adoption of biometrics received a significant boost following its integration into Aadhar verification by UIDAI. With applications encompassing Facial Recognition Systems, fingerprints, handprints, and iris prints, the biometrics industry in India was valued at $2.6 billion in 2023, projected to grow at a CAGR of 12.8%.

Forecasts suggest that the domestic biometrics industry is poised to exceed $5.9 billion by 2030. Biometric technology is increasingly being integrated with Enterprise Resource Planning (ERP) systems and other digital interfaces to enhance operational efficiency and security.

At the forefront of innovation in the biometrics sector is Transline Technologies. Our Research and Development division is spearheading numerous breakthroughs in this domain, constantly striving to develop disruptive technologies. With a commitment to pushing the boundaries of what is possible, Transline is poised to play a leading role in shaping the future of biometrics in India and beyond.



Internet of Things

India's remarkable strides in developing and deploying internet networks and infrastructure have laid the foundation for a stable digital ecosystem characterized by seamlessness and reliability. This conducive environment has fueled the rapid growth of the Internet of Things (IoT), enabling electronic devices to interact via internet networks and providing invaluable data to enhance productivity through resource optimization.



India stands as a significant contributor to the global research and development landscape of IoT, garnering strong support from citizens, government, and corporations alike. The government's ambitious "*100 Smart Cities Mission*" emphasizes its commitment to leveraging IoT for enhanced urban planning and resource management.

The IoT market in India is projected to surpass $7.5 billion in 2024, growing at an impressive CAGR of over 18%. By 2030, the industry is anticipated to reach a staggering market size of approximately $21 billion. India's journey towards digital transformation witnessed its initial revolution in the late 90s and early 2000s with widespread adoption of computer technologies by Small and Medium Enterprises (SMEs). Subsequently, the proliferation of Internet Applications, Cloud Computing and Storage post 2010 further propelled the industry forward.



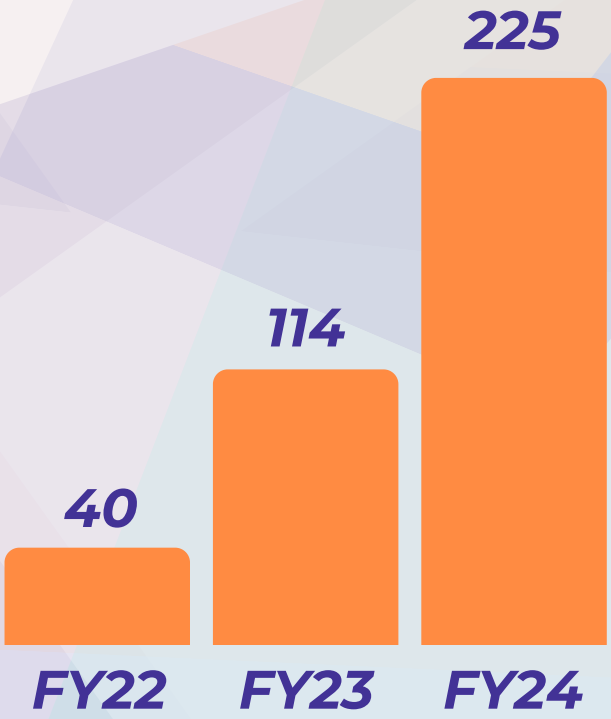
The advent of IoT represents the "Next Big Thing" for India's vast SME segment, offering transformative solutions for critical operations such as Enterprise Resource Planning (ERP), finance and billing, and human resource planning. From computers to AI-based analytics, the narrative of digital transformation continues to evolve, with numerous startups and tech solution companies exploring IoT as a B2B Software as a Service (SaaS) opportunity.

Transline is at the forefront of this transformative wave, placing extensive focus on Research and Development to create comprehensive product suites tailored to organizations of all sizes. As a pioneer in IoT solutions, Transline is committed to driving innovation and empowering businesses to thrive in the digital age.

Financials



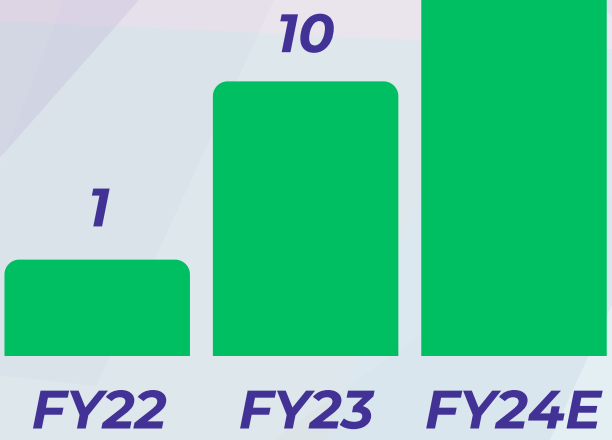
All figures in INR Crores



Revenue

97%

Revenue Growth



Profit

270%

Profit Growth



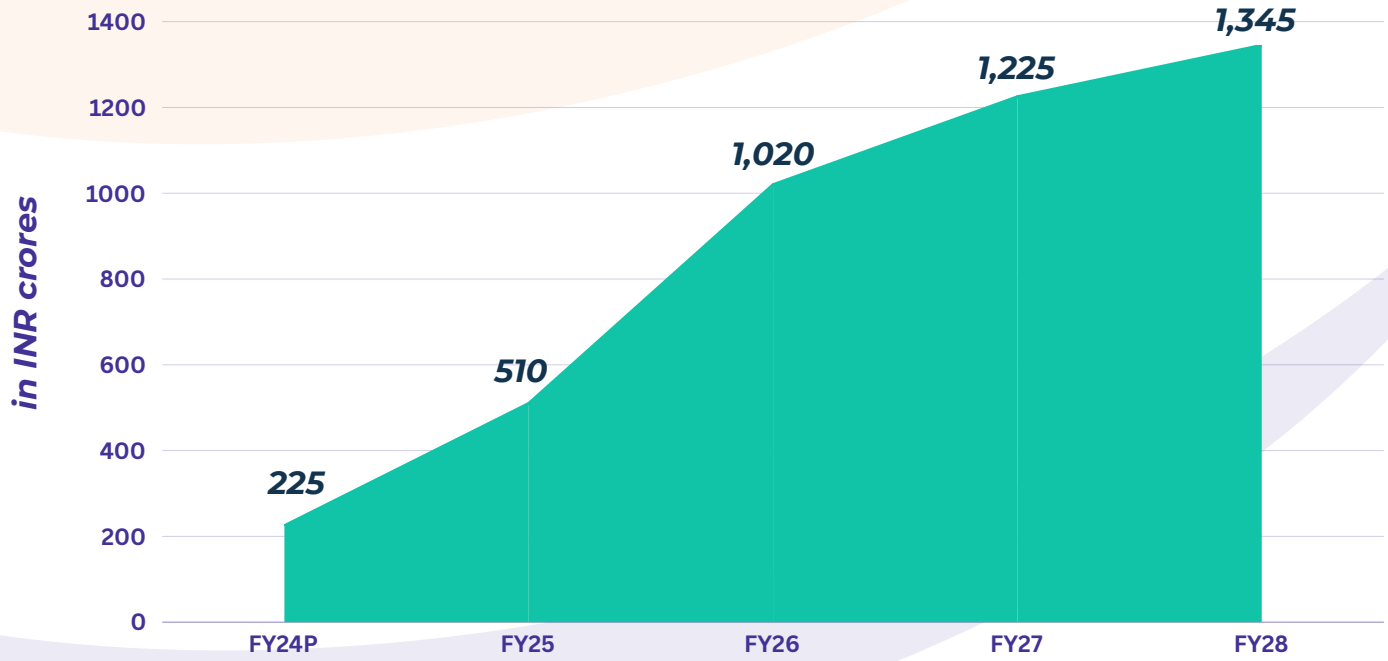
Financial Performance in FY 2023

Return Ratios		Industry Average
RoA	10.6%	10.86%
RoE	32.15%	19.27%
Profitability Ratios		
OPM	12.35%	16.57%
NPM	8.78%	7.65%
Liquidity Ratios		
Current	1.62	3.19
Debt/Equity	0.47	0.35

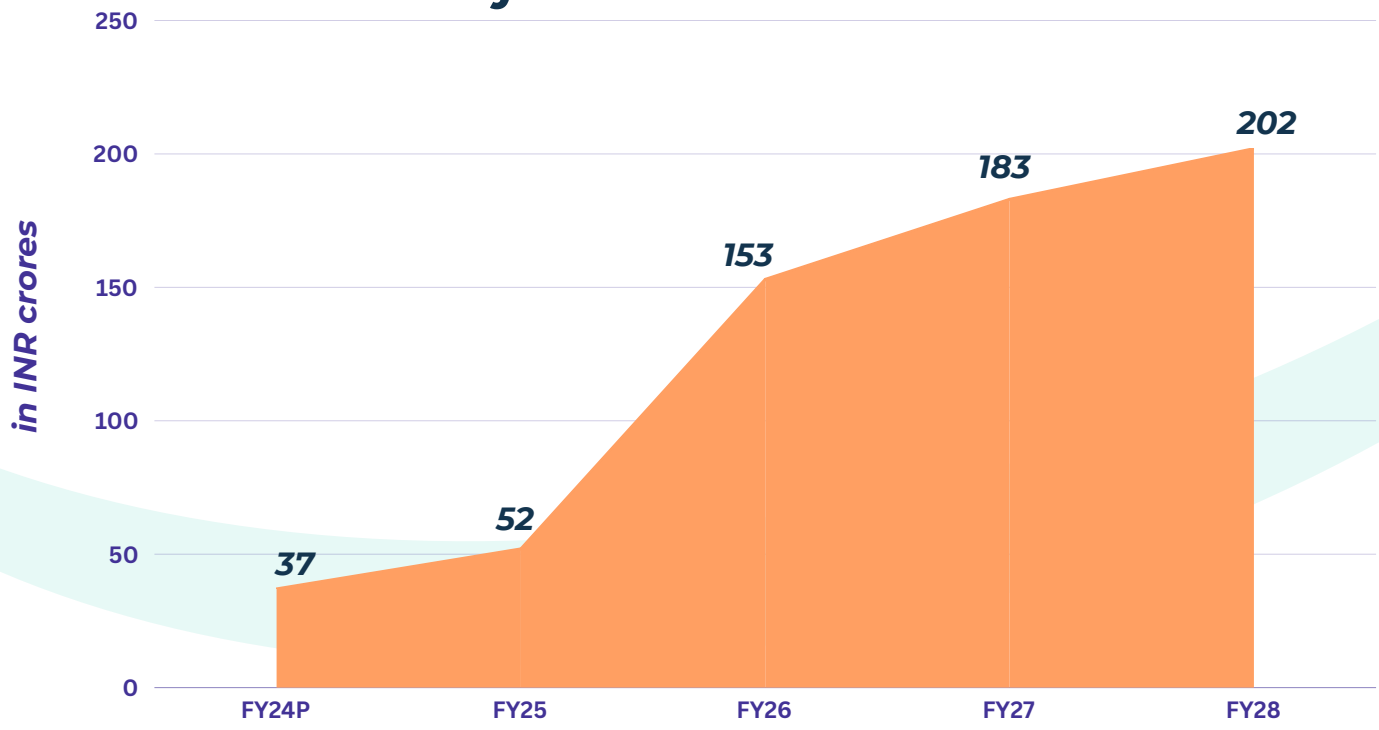
Financial Projections

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Revenue Projections

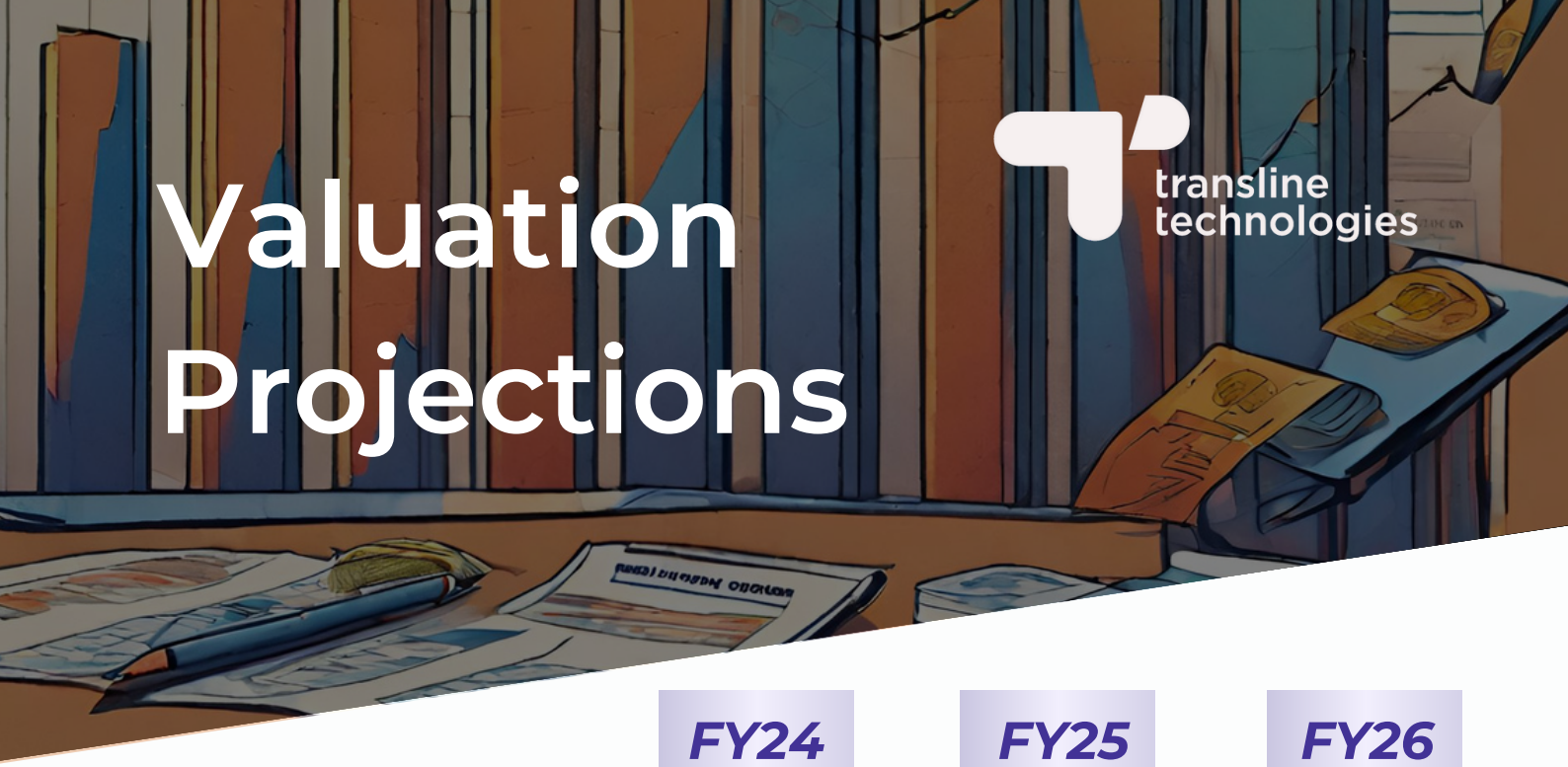


Profit Projections



All Figures in INR Crores

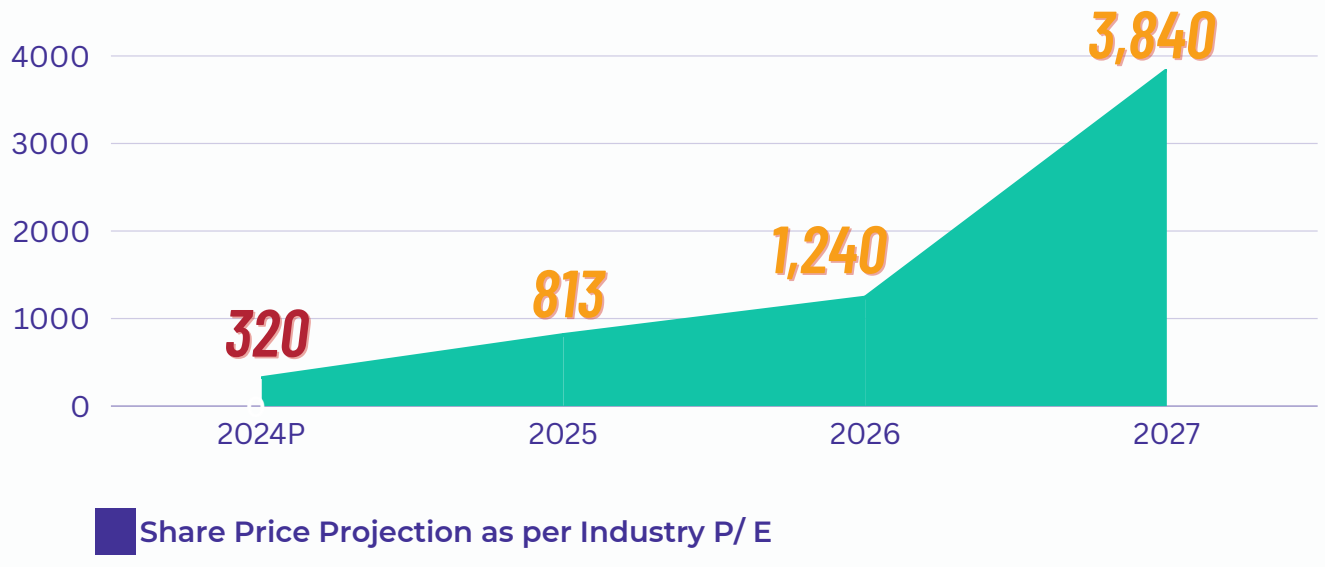
FY23P - Provisionals
FY24E - Estimates



Valuation Projections

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	FY24	FY25	FY26
Industry Projected P/E	35	38	40
EPS Estimates	23.22	32.63	96.01
Projected Share Price @ Industry P/E	813	1,240	3,840



Note: Share Price calculated using forecasted industry P/E and financial projections of Transline

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Entry Barriers

System integration for large-scale deployment demands prior experience and impeccable credibility. While numerous companies offer system integration and related services in the industry, a mere 1% of these entities possess the requisite qualifications for undertaking large projects, owing to stringent pre-qualifying conditions. Successful execution of large projects hinges not only on expertise but also on robust resource management and meticulous planning.

Transline stands out among the select few companies eligible for executing large-scale projects in the country. With a remarkable achievement of capturing over 60% market share in the distribution of GPS-enabled Aadhar kits nationwide in 2011, Transline boasts over a decade of invaluable experience in system integration. This extensive experience affords the company a competitive edge over its local counterparts. Major corporations with extensive infrastructure prefer to entrust contracts to firms with proven execution track records, effectively filtering out competition within the industry.

The Software as a Service (SaaS) market in India is saturated, presenting challenges for entities to differentiate themselves amidst heavy commoditization of modern solutions. While it may be relatively easier for entities to develop and distribute services, sustaining profitability proves arduous due to diminishing margins resulting from economies of scale. Leveraging its first-mover advantage and strategic positioning as a system integrator, Transline enjoys a solid competitive advantage over its industry peers.

Competitors

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SNR
EDatas Private Limited

MAPL WORLD

TechnoSys

SECURITON

MAGELLANIC CLOUD

allied digital
IT managed.Responsibly.

BLACK BOX

Netweb TECHNOLOGIES

Comparison with Listed Peers

	Revenue Growth	Profit Growth	P/E
transline technologies	**97%**	**270%**	**13.22**
allied digital	0%	-55%	21
Netweb TECHNOLOGIES	11%	49%	165
BLACK BOX	32%	43%	26
aurionpro	30%	27%	46
DYNACONS SOLUTIONS THAT EMPOWER	23%	106%	25
TRIGYN technologies	22%	-10%	101

Note: Transline Technologies does not have a perfect competitor in the listed space. However, there are companies with strong resemblance to the services provided by Transline

Competitive Edge

Systyem Manufacturers

Pros:
1. Manufacturing commands a huge margin
2. Brand Value & Reputation
3. High Margin on Innovative Products

Cons:
1. Huge investments in R&D
2. Cluttered Market
3. Risk of Higher SKUs based on client requirements
4. Limited scope for software intelligence

Advance System Integrator

Advantages
1. Provide tailored solutions that are also cost efficient
2. End-to-End setup and installation
3. AMC contracts with constant technology upgrade
4. Product Innovation
5. High margin business

System Integrators

Pros:
1. Provide tailored solutions that are also cost efficient
2. End-to-End setup and installation
3. Post installation maintenance contracts
4. Competition is relatively scarce

Cons:
1. Low margin business
2. High credibility required for executing large contracts
3. Lack of quality engineering expertise

Software Developers

Pros:
1. OEM agnostic solutions
2. Huge Scope for License Fee Revenue
3. Provide Analytics

Cons:
1. Heavy commoditization due to SaaS based revenue model
2. Customized offerings are expensive to develop
3. Generic offerings have low demand
4. Cluttered Market

Orderbook & Opportunities

Transline Technologies has confirmed orders totaling INR 522 crores by the end of FY24, secured from various private and public sector agencies nationwide. Renowned for executing large-scale projects seamlessly, Transline has identified contracts and tenders worth INR 1750 crores to be executed during FY25.



In FY24, Transline intensified its focus on Research and Development, achieving significant milestones. The company developed a scalable technology to reduce video file storage requirements efficiently without compromising quality. Moreover, our pattern recognition software with real-time monitoring identifies threatful activities, garnering praise across all client sizes. Notably, CheckCam+ has received 100% reception, reducing downtime in surveillance architecture.

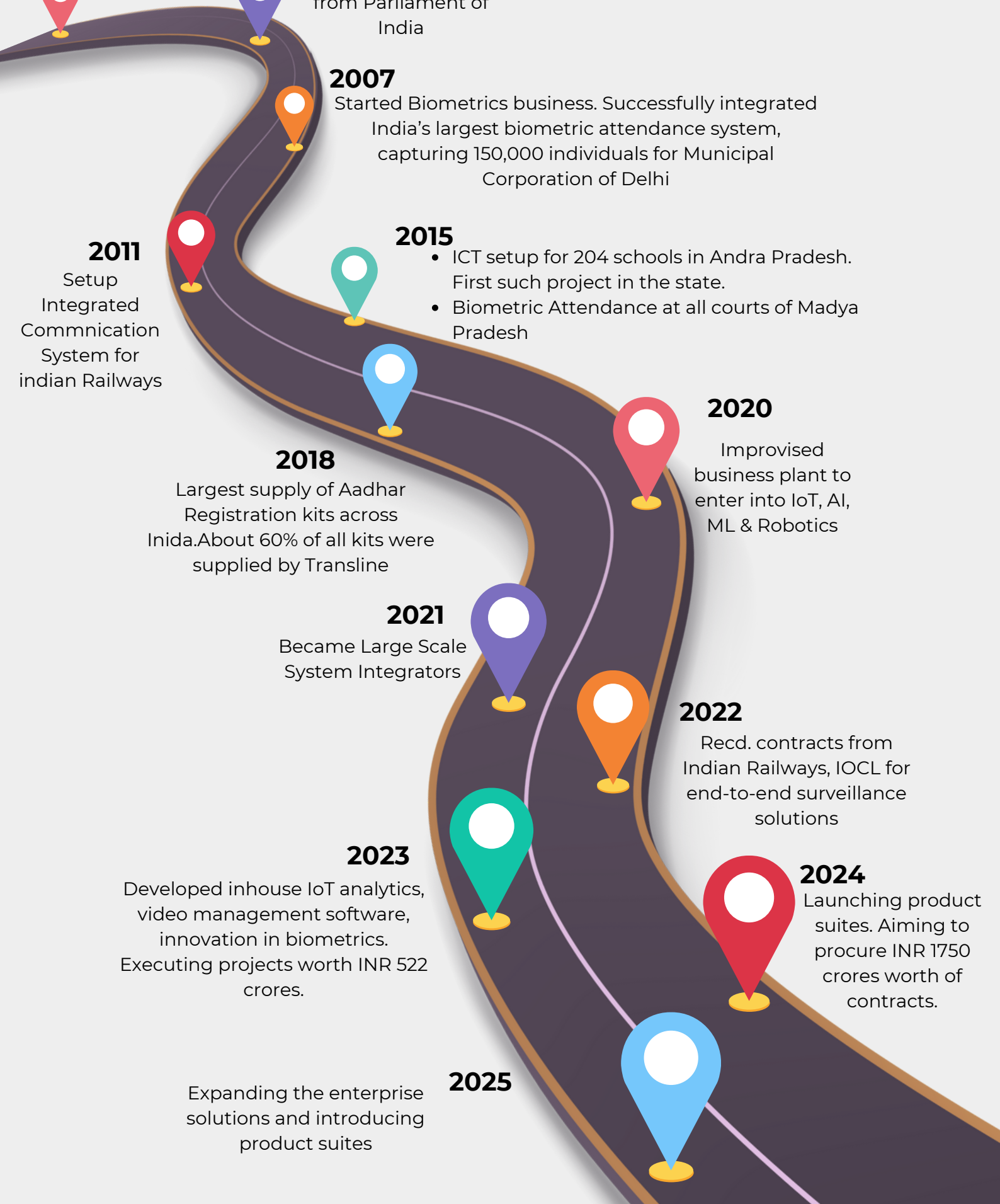
1750cr
FY25

522cr
FY24

Expanding its horizon, our company ventures into developing comprehensive digital surveillance software, encompassing Video Management, Pattern Recognition, and Analytics. Targeting retail chains of all sizes, our analytics is already employed by a major international sportswear brand across its nationwide retail outlets.

Looking ahead, we aim to seize opportunities in the IoT industry, continuing its legacy as a key contributor to India's digital revolution. With a commitment to pioneering new technologies with practical applications, Transline endeavors to contribute to creating a better world!

TIMELINE



2001
Incorporation

2003
IT Hardware contract from Parliament of India

2007
Started Biometrics business. Successfully integrated India's largest biometric attendance system, capturing 150,000 individuals for Municipal Corporation of Delhi

2011
Setup Integrated Commnication System for indian Railways

2015
- ICT setup for 204 schools in Andra Pradesh. First such project in the state.
- Biometric Attendance at all courts of Madya Pradesh

2018
Largest supply of Aadhar Registration kits across Inida.About 60% of all kits were supplied by Transline

2020
Improvised business plant to enter into IoT, AI, ML & Robotics

2021
Became Large Scale System Integrators

2022
Recd. contracts from Indian Railways, IOCL for end-to-end surveillance solutions

2023
Developed inhouse IoT analytics, video management software, innovation in biometrics. Executing projects worth INR 522 crores.

2024
Launching product suites. Aiming to procure INR 1750 crores worth of contracts.

2025
Expanding the enterprise solutions and introducing product suites



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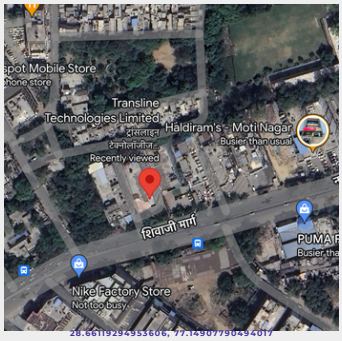
COMPANY DETAILS

CIN: U72900DL2001PLC109496

ISIN: INE0OR401014

GST (Head Office):

Registered Office:
223A Shivaji Marg, Karampura Industrial Area, Karam Pura, Delhi, 110015



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