### PRIZOR VIZTECH LIMITED





### CIN: L26401GJ2017PLC095719

Letter No.: PVL/047/2025-26 Date: November 15, 2025

To,
Listing Compliance Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E)
Mumbai – 400 051

NSE SYMBOL: PRIZOR ISIN: INE0V9N01017

**Subject: Investor Presentation – H1 FY26** 

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation, which is also uploaded on our website.

The same can be accessed through the link https://www.prizor.in/.

Kindly take the aforesaid information on record.

Thank you.

Yours sincerely, For, Prizor Viztech Limited

Mitali Gauswami Chairman and Managing Director DIN: 07712190



**₽** PRIZOR

PRIZOR VIZTECH LTD.

**Innovating Tomorrow's Surveillance, Today.** 

INVESTOR PRESENTATION NOV 2025

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# **Management Commentary**



Mrs. Mitali Goswami
Promoter, Chairman & Managing Director

During the first half of FY26, we reported revenues of ₹4,201 lakhs, a growth of 35.4% year-on-year. EBITDA rose by 47.7% to ₹955.8 lakhs, with margins expanding by 180 basis points to 22.7%, reflecting stronger operating leverage and disciplined cost management. Profit after tax increased by 38.2% to ₹591.7 lakhs. This performance reinforces the solid foundation we are building to scale the business meaningfully in the coming periods.

Our STQC certification is in the final stages, and we are hoping to receive the approval very soon. Once received, we anticipate execution to scale rapidly, and our teams are fully prepared for high-volume rollouts.

We remain intact in our growth guidance of 70–80% for the full year and are on track to achieve it. With the growth performance in H1 and the visibility we have for the second half, we remain firmly on track.

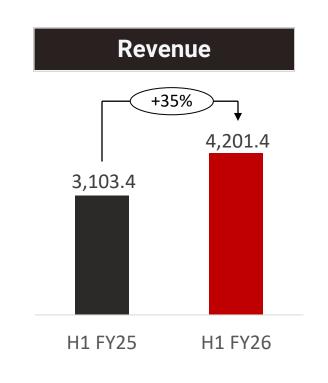
Strengthening our organisation has been key to this preparedness. Our employee strength has increased from 62 in March 2025 to 106 in September 2025, with focused hiring in production, sales, marketing, and other critical functions - ensuring we have the capacity and capability to handle larger order flows once STQC is approved.

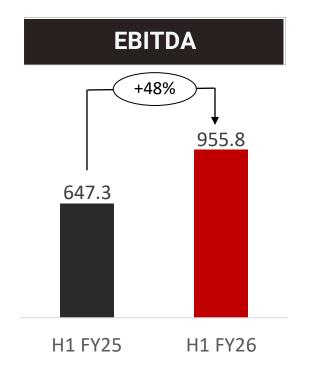
Our R&D centre is now fully operational, and we are actively developing AI-enabled CCTV products that will enhance our technological edge and broaden our market reach. Innovation will continue to be a central pillar of our long-term strategy.

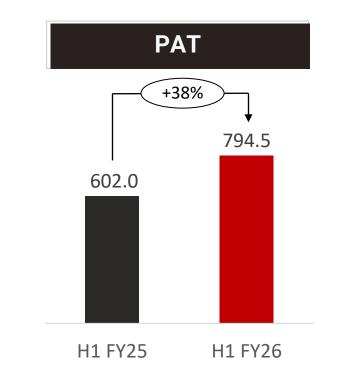
Government project execution in our sector typically picks up in the second half of the financial year, post budget allocations. We expect a similar trend this year. With our expanded team, strengthened capabilities, readiness for execution, and the anticipated STQC certification, we are well positioned to capitalise on these opportunities. We are not only building capacity but also enhancing capability, ensuring Prizor Viztech is ready for scale, seamless execution, and sustained value creation.

# **Performance Highlights**

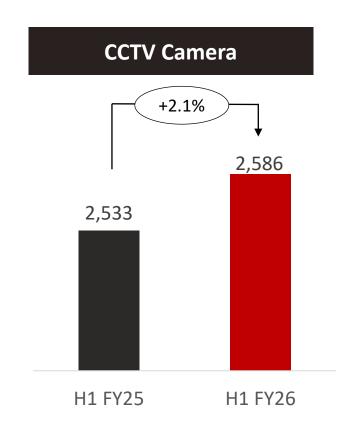


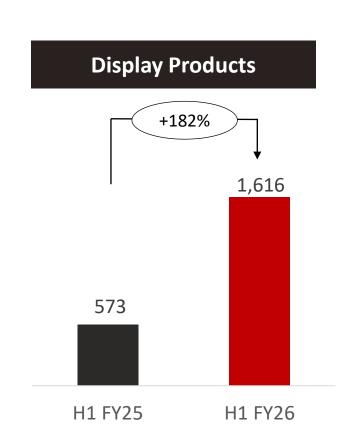


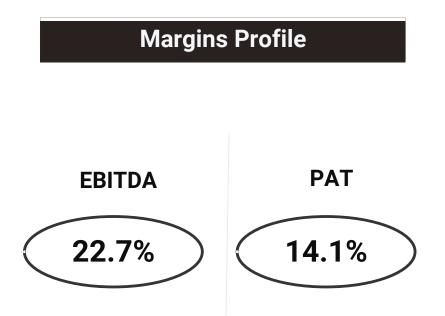












# **Consolidated Income Statement**

Particulars (Rs. Lacs)	H1 FY26	H1 FY25	Y-o-Y	H2 FY25	Н-о-Н
Revenue from Operations	4,201.4	3,103.4	35.4%	4,006.0	4.9%
Purchase of Stock in Trade	0.0	0.0		6,282.9	
Change In Inventory	425.9	-843.7		-780.9	
Cost of Materials consumed	2,506.9	3,111.2		-2,558.6	
Employee Expenses	187.3	76.5		96.1	
Other Expenses	125.5	112.1		111.0	
EBITDA	955.8	647.3	47.7%	855.3	11.7%
EBITDA Margin (%)	22.7%	20.9%	180 bps	21.4%	130 bps
Other Income	2.2	2.2		2.3	
Depreciation	28.9	6.4		10.3	
EBIT	929.1	643.1	44.5%	847.4	9.6%
EBIT Margin (%)	22.1%	20.7%	140 bps	21.2%	90 bps
Finance Cost	134.6	41.1		82.9	
Profit before Tax	794.5	602.0	32.0%	764.5	3.9%
Tax	202.8	173.9		177.8	
Profit After Tax	591.7	428.2	38.2%	586.7	0.9%
PAT Margin (%)	14.1%	13.8%	30 bps	14.6%	-50 bps
EPS (As per Profit after Tax)	5.53	4.85		6.01	

# **Standalone Income Statement**

Particulars (Rs. Lacs)	H1 FY26	H1 FY25	Y-o-Y	H2 FY25	Н-о-Н
Revenue from Operations	4,201.4	3,103.4	35.4%	4,006.0	4.9%
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Employee Expenses	187.3	76.5		96.1	
Other Expenses	125.5	112.1		110.5	
EBITDA	955.9	647.3	47.7%	855.9	11.7%
EBITDA Margin (%)	22.8%	20.9%	190 bps	21.4%	140 bps
Other Income	1.7	2.2		2.3	
Depreciation	28.9	6.4		10.3	
EBIT	928.7	643.1	44.4%	847.9	9.5%
EBIT Margin (%)	22.1%	20.7%	140 bps	21.2%	90 bps
Finance Cost	134.6	41.1		82.9	
Profit before Tax	794.1	602.0	31.9%	765.0	3.8%
Tax	202.8	173.9		177.9	
Profit After Tax	591.4	428.2	38.1%	587.1	0.7%
PAT Margin (%)	14.1%	13.8%	30 bps	14.7%	-60 bps
EPS (As per Profit after Tax)	5.53	4.85		6.01	

# **Consolidated Balance Sheet**

Assets (Rs. Lacs.)	Sept-25	Mar-25
Non - Current Assets		
(a) Property, plant and equipment	973.9	827.1
(b) Capital Work in Progress	1,335.7	186.3
(c) Deferred Tax Assets (net)	0.0	0.0
(d) Other Non-current Assets	15.7	10.4
Total Non - Current Assets	2,325.3	1,023.8
Current Assets		
(a)Inventories	3,459.9	2,849.8
(b) Trade receivables	2,439.0	1,574.4
(c) Cash and cash equivalents	51.1	23.1
(d) Short term loans and advances	47.9	142.2
(e) Other current assets	287.0	71.4
Total Current Assets	6,284.8	4,660.9
Total Assets	8,610.2	5,684.7

Equity & Liabilities (Rs. Lacs)	Sept-25	Mar-25
Shareholder's Fund		
(a) Equity share capital	1,069.1	1,069.1
(b) Other equity	3,805.2	3,213.6
Total Equity	4,874.3	4,282.8
Minority Interest	4.8	4.7
Non - Current Liabilities		
(a) Long Term Borrowings	871.3	476.4
(b)Long term provision	0.0	0.0
(c) Deferred tax liabilities (net)	17.1	5.2
Total Non - Current Liabilities	888.4	481.7
Current Liabilities		
(a)Short Term Borrowings	1,178.4	275.6
(b) Trade payables		
(i) Total outstanding dues to Msme Dues	203.3	154.2
(ii) Total outstanding dues to Other than Msme Dues	930.1	110.1
(c)Other current liabilities	9.8	34.7
(d)Provisions	521.1	340.9
Total Current Liabilities	2,842.7	915.7
Total Equity and Liabilities	8,610.2	5,684.7

# **Standalone Balance Sheet**

Assets (Rs. Lacs.)	Sept-25	Mar-25
Non - Current Assets		
(a) Property, plant and equipment	973.9	827.1
(b) Capital Work in Progress	1,335.7	186.3
(c) Non-current Investments	5.1	5.1
(d) Other Non-current Assets	15.7	10.4
Total Non - Current Assets	2,330.4	1,028.9
Current Assets		
(a)Inventories	3,459.9	2,849.8
(b) Trade receivables	2,439.0	1,574.4
(c) Cash and cash equivalents	41.3	13.2
(d) Short term loans and advances	47.9	142.2
(e) Other current assets	287.0	71.3
Total Current Assets	6,275.0	4,650.9
Total Assets	8,605.4	5,679.8

Equity & Liabilities (Rs. Lacs)	Sept-25	Mar-25
Shareholder's Fund		
(a) Equity share capital	1,069.1	1,069.1
(b) Other equity	3,805.2	3,213.8
Total Equity	4,874.3	4,282.9
Non - Current Liabilities		
(a) Long Term Borrowings	870.9	476.4
(b)Long term provision	0.0	0.0
(c) Deferred tax liabilities (net)	17.1	5.3
Total Non - Current Liabilities	888.0	481.8
Current Liabilities		
(a)Short Term Borrowings	1,178.4	275.6
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(c)Other current liabilities	9.8	34.7
(d)Provisions	521.1	340.9
Total Current Liabilities	2,843.2	915.1
Total Equity and Liabilities	8,605.4	5,679.8

# **Consolidated Cashflow Statement**

Particulars (Rs. Lacs)	Sept-25	Mar-25
Cash Flow from Operating Activities		
Profit before Tax	794.5	602.0
Adjustment for Non-Operating Items	170.2	47.5
Operating Profit before Working Capital Changes	964.7	649.5
Changes in Working Capital	-763.7	-2,190.2
Cash Generated/Used from Operations	201.1	-1,540.8
Less: Direct Taxes paid	-11.5	-166.6
Net Cash from Operating Activities	189.5	-1,707.4
Cash Flow from Investing Activities	-1,324.6	-476.1
Cash Flow from Financing Activities	1,163.1	2,256.8
Net Increase/(Decrease) in Cash and Cash equivalents	28.0	73.3

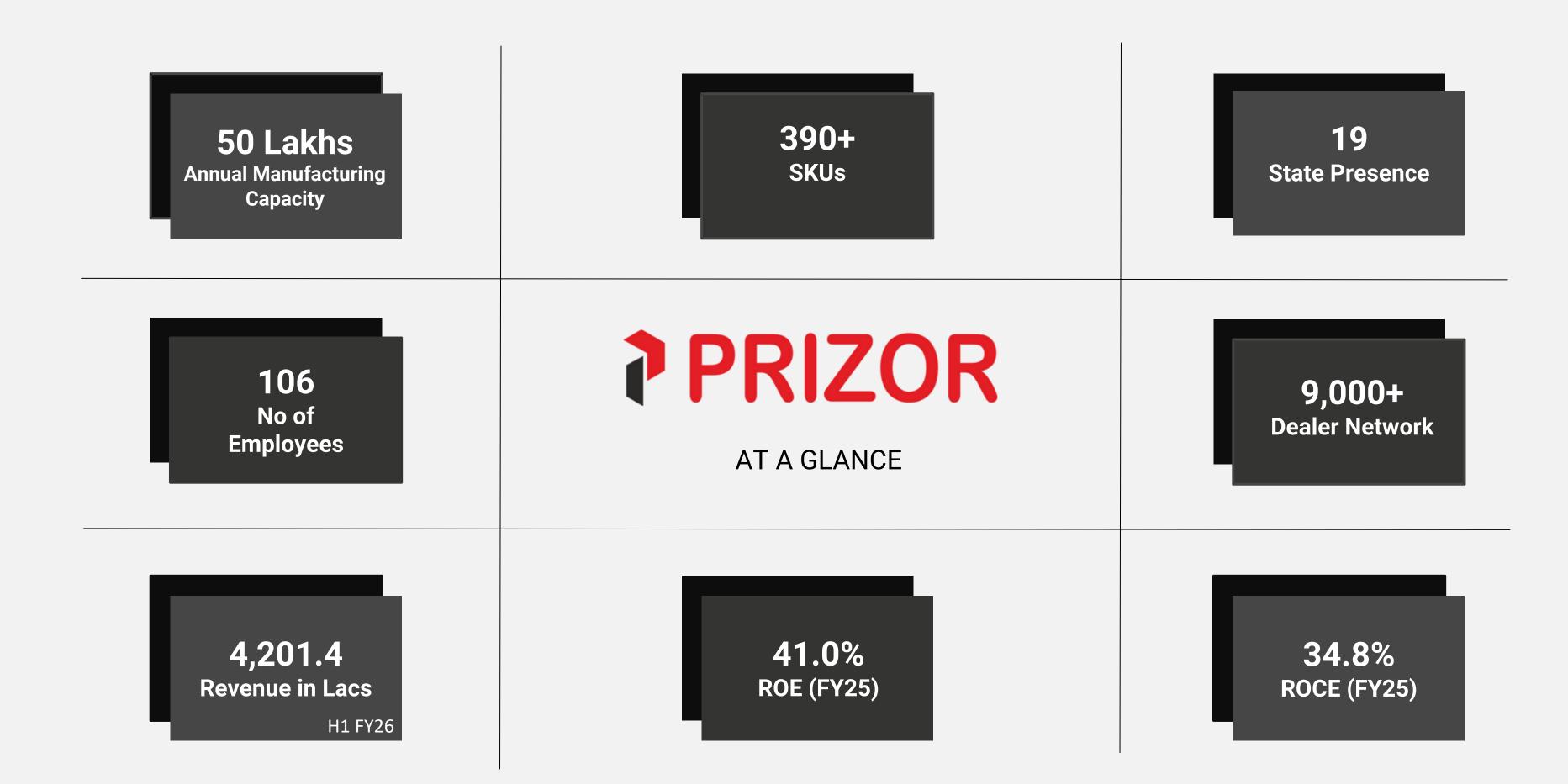
# **Standalone Cashflow Statement**

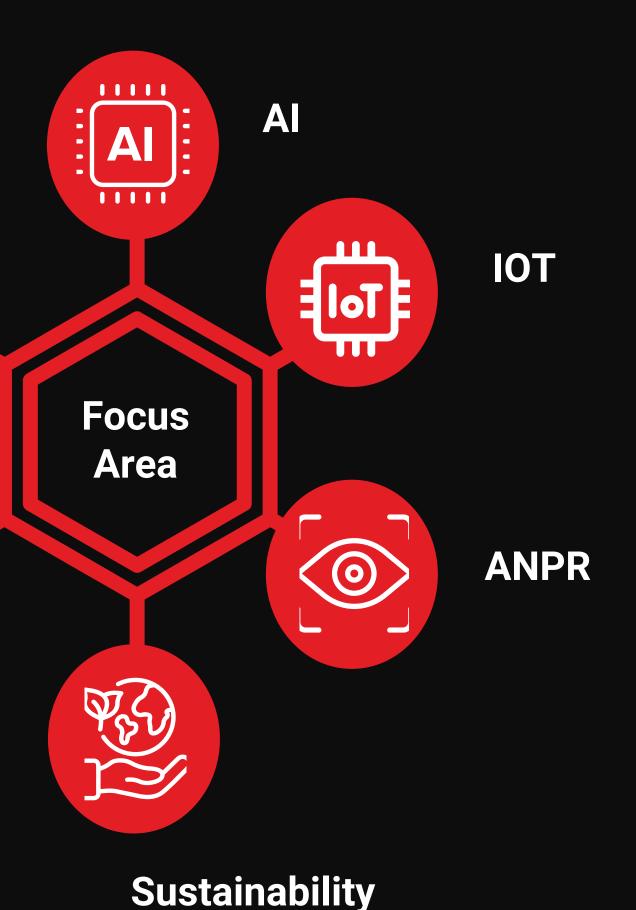
Particulars (Rs. Lacs)	Sept-25	Mar-25
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Profit before Tax	794.1	602.0
Adjustment for Non-Operating Items	170.2	47.5
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Changes in Working Capital	-762.7	-2,190.2
Cash Generated/Used from Operations	201.6	-1,540.8
Less: Direct Taxes paid	-11.5	-166.6
Net Cash from Operating Activities	190.1	-1,707.4
Cash Flow from Investing Activities	-1,324.6	-476.1
Cash Flow from Financing Activities	1,162.7	2,256.8
Net Increase/(Decrease) in Cash and Cash equivalents	28.2	73.3

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# **Empowering Surveillance & Smart Technology Since 2017**

Established in 2017, Prizor Viztech Ltd specializes in security and surveillance solutions, offering a comprehensive range of CCTV cameras tailored to diverse sectors including retail, government, education, and infrastructure, among others.

In 2022, the company diversified its product portfolio by introducing a range of LED televisions, monitors, and touch panels - available in various sizes and features; manufactured by third parties and marketed under its own brand.

Our products are successfully distributed across 19 states in India, with a strong presence in key regions such as Maharashtra, Gujarat, Tamil Nadu, Delhi, Andaman & Nicobar Islands, and Jammu & Kashmir.

Prizor is led by experienced promoters with 7+ and 11+ years in the industry, whose strategic guidance and deep expertise drive our growth, market responsiveness, and strong customer relationships

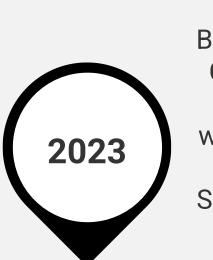
# **Our Journey**



Secured the BIS License IS 13252 for CCTV cameras



Achieved ISO
14001:2015 certification
in accordance with the
Electronic Management
System standards and
launched Prizor
televisions, touch
panels, and monitors



Received the Product
Quality Systems
Certificate from
Bureau of International
Certification Limited,
UK, for compliance
with RoHS (Restriction
of Hazardous
Substances) directives



Incorporated under
the name 'Prizor
Viztech Private
Limited,' along with
the registration of our
logo "PRIZOR"



Company was converted from a Private Limited to a Public Limited Company under the name 'Prizor Viztech Limited,' and we achieved ISO 9001:2015 certification in compliance with the Quality Management System standards



Company obtained the BIS License IS 616 for LED televisions



Got listed on the " NSE " SME Platform on July 22, 2024

# From Al Cameras to Smart Displays - We Deliver Excellence



Manufacturing & Assembling Excellence

2.5 Years
Warranty on all Products

# **Extensive**

**Distribution Network** 

Al Cameras
Tech Driven Innovation







**Security and Surveillance Solutions** 

**LED televisions, Monitors & Touch Panels** 

Comprehensive product range tailored to meet all your security needs

Unmatched designs with cost-efficient solutions across every product category

Highly reliable after-sales service, trusted by dealers nationwide

# PRIZOF

## **Product Portfolio - Surveillance Cameras**













### **HD Camera**

**Key Features:** 

2.4MP/5MP Metal Bullet Camera

1/2.9" Sony Sensor

Supports Low Brightness, Wide Range, Digital Noice Reduction

IR range: up to 50m

**Water Resistance: IP66** 

**Supports On screen display** 

**Night Color vision** 

2-way audio supported

**Manual Zoom Camera** 

Warranty: 2.5 years

### **Face Detection Camera**

**Key Features:** 

1/2.9" IMAX 291, 20 Meter IR,

3.6 / 6MM/ 2.8 TO 12 MM Lens

Face detection features with email alert

1080p Resolution

**Night Color Vision** 

Warranty: 2.5 years

### **Network ANPR Camera**

**Key Features:** 

2.4 MP IP ANPR dome camera with software

1/1.8" Progressive Scan CMOS

Resolution 1920 × 1080 @ 60 frames per second

Ultra-low light

Warranty: 2.5 years

# PRIZOF

# **Product Portfolio - Video Recorders**





### **Network Video Recorder**

# Key Features: 1/2.9" IMAX 291, 20 Meter IR, 3.6 / 6MM/ 2.8 TO 12 MM Lens Face detection features with email alert 1080p Resolution Night Color Vision Warranty: 2.5 years

# **Mobile Digital Video Recorder**

### **Key Features:**

2.4 MP IP ANPR dome camera with software

1/1.8" Progressive Scan CMOS

Resolution 1920 × 1080 @ 60 frames per second

Ultra-low light

Warranty: 2.5 years

# PRIZOR

# Product Portfolio - Monitors, Televisions & Interactive Panels







**Interactive Panel** 

**Monitors** 

**LED Televisions** 

**Key Features:** 

Standard infrared 10-point touch & 4K resolution& Anti-glare tempered glass

**Android 4-Core + 4G Memory** 

4mm physical toughened anti-riot high-transparency glass High-speed 20-point infrared touch Ultra-narrow sandblasted surface frame, 2-way PC-USB & Child lock function

Warranty: 2 years

**Key Features:** 

HD: 1920\*1080 high-definition resolution

8-bit image chip processing technology

3D noise reduction

Dark mode feature

Warranty: 2 years

4K Smart TV Android

Key Features:
rating System: ANDROI

builteh átv 👼 🕨

Operating System: ANDROID TV 9.0

Supported Applications: Netflix, YouTube, Prime Video, Disney+ Hotstar

Sound: 10 watts speakers with dolby audio

ROM-16 GB & RAM - 2GB 4K resolution supported

Warranty: 2 years

**Full HD Smart TV** 

**Key Features:** 

Operating System: ANDROID TV 9.0

Supported Applications: Netflix, YouTube, Prime Video, Disney+ Hotstar

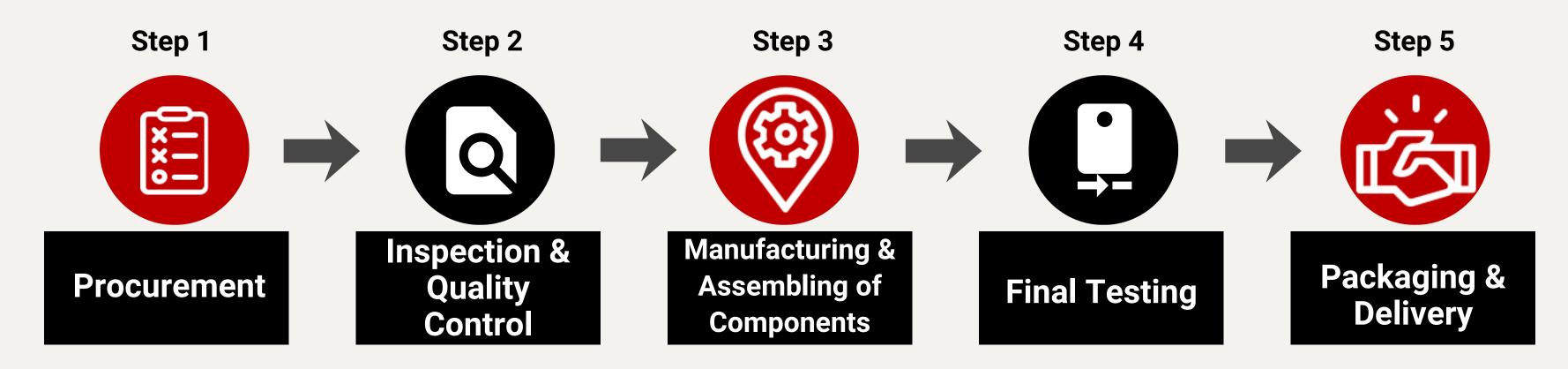
Sound: 10 watts speakers with dolby audio

**ROM-16 GB & RAM - 2GB** 

4K resolution supported

Warranty: 2 years

# **Business Process Overflow - Surveillance Cameras**



Key components like CKD components, lenses, and housings are sourced domestically and internationally, ensuring compatibility and specification compliance

All components undergo rigorous testing upon receipt to identify and resolve any defects before assembly.

We manufacture
PCBs from CKD
components, after
which the technical
team assembles
various types of
cameras and
connects them to
DVR/NVR units
based on
surveillance
requirements.

A comprehensive final check ensures the system functions correctly, including playback and remote access verification before handover.

After final testing, products are branded, securely packaged with manuals, and supported by technical assistance to ensure safe transit and customer satisfaction.

# **Business Process Overflow - Surveillance Cameras**



and exhibition participation help identify demand, trends, and growth opportunities to shape business strategy.

Strong distribution channels and regional partnerships ensure wide market reach and efficient product delivery.

A competitive pricing model is followed, factoring in product quality, market demand, competition, and customer expectations.

built on historical trends, customer feedback, and seasonal insights, with regular performance tracking.

chain processes
enable timely
procurement,
inventory
management, and
order fulfillment.

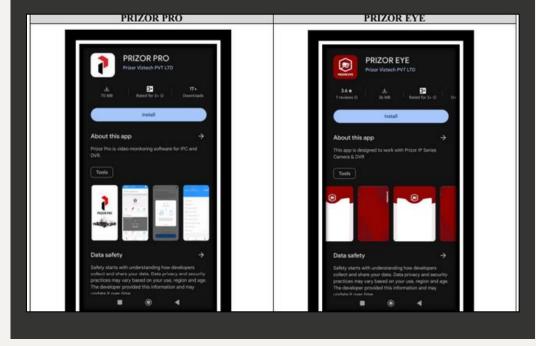
logistics solutions are provided to enhance the customer experience and add business value.

# **Prizor Pro & Eye: Power-Packed Apps for Smart Security**

Particular s	Prizor Pro	Prizor Eye
Platform	iOS & Android	iOS & Android
Primary Use	For IPC & DVR Monitoring	For PRIZOR IP Series Cameras & DVR Integration
Key Features	<ul> <li>Playback &amp; Live View.</li> <li>Motion Detection</li> <li>Push Notifications</li> <li>Device Initialization</li> <li>Remote Configuration</li> </ul>	<ul> <li>Real-time IP Camera Monitoring.</li> <li>Alerts &amp; Notifications.</li> <li>Firmware &amp; Software Updates.</li> <li>User-friendly Interface.</li> <li>Remote Device Management.</li> </ul>

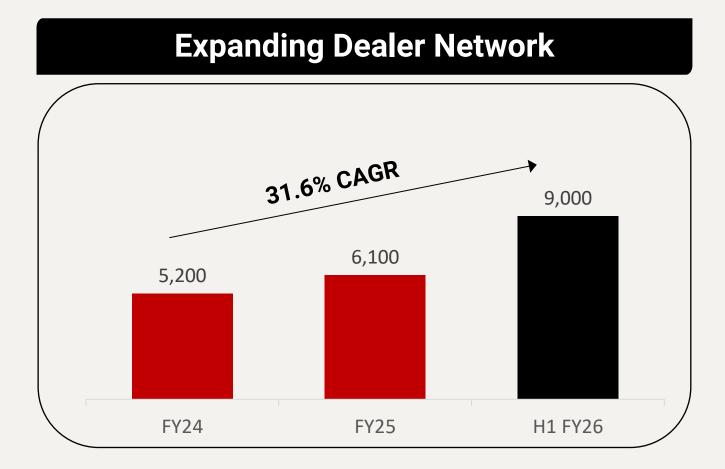
Features	iPhone	Android
Playback Option	<b>✓</b>	<b>✓</b>
Live View	<b>✓</b>	<b>✓</b>
Motion Detection	<b>✓</b>	<b>✓</b>
Push Notifications	<b>✓</b>	<b>✓</b>
Device Initialization	<b>✓</b>	<b>✓</b>
Remote Configuration	<b>✓</b>	<b>✓</b>

To strengthen user convenience and remote access capabilities, we have developed two proprietary mobile applications - Prizor Pro and Prizor Eye. These apps offer real-time video surveillance, motion detection alerts, push notifications, and remote system configuration - all compatible with iOS and Android devices. Tailored for both residential and enterprise users, the apps provide an intuitive interface and seamless integration with our CCTV infrastructure. By minimizing reliance on physical control units, they responsiveness enhance system and flexibility. Ongoing updates ensure the apps remain aligned with evolving security demands and technological advancements.



# **Pioneering Indigenous Manufacturing for Smart Security**





### **Manufacturing Facility - Gandhinagar**

Products	Capacity
Cameras	~16,000/per day

# Inaugurated State-of-the-Art Manufacturing Facility in Gandhinagar









- PrizorViztech Limited proudly inaugurated its first integrated manufacturing facility in Gandhinagar, Gujarat, with an installed capacity of 50 lakh CCTV cameras annually in a single shift equivalent to 4,16,000 units per month or 16,000 units per day.
- This facility marks a strategic leap from assembly to full-scale manufacturing, featuring:
- SMT Line Machines for in-house PCB production
- Housing Mold Machines for plastic dome
   & bullet camera bodies
- Laser Branding Machines for precision engraving
- Server Room for P2P cloud & IP/NVR data storage infrastructure
- With this, Prizor becomes a vertically integrated manufacturer, boosting selfreliance and innovation in India's surveillance sector.

# **Driving Precision and Productivity with Advanced Manufacturing Tools**

SMT Line Process Overview		
Machine/Process	Function	
Auto PCB Magazine Loader	Transfers one PCB at a time to the next machine automatically.	
Link Conveyor	Transfers PCB between machines as required.	
Auto Solder Paste Printer	Prints solder paste on PCB using stencil and camera-aligned fiducials.	
3D SPI (Solder Paste Inspection)	Inspects solder paste for volume, alignment, shorts, and defects.	
Reject Conveyor	Removes defective PCBs detected by SPI.	
Pick & Place Machine	Places components using feeders, vision alignment, and placement program.	
Inspection Conveyor	Allows visual inspection post pick-and-place.	
8-Zone Reflow Oven	Solders components through 8 temperature-controlled zones.	
Cooling Conveyor	Cools down PCB after reflow soldering.	
3D AOI Machine	Inspects solder joints and placement issues like missing/wrong components.	
Post-AOI Conveyor	Operator validates AOI results and sorts false/true defects.	
Auto PCB UN-Loader	Stacks inspected PCBs into magazine racks automatically.	

Injection Molding (Housing Production) - MA/G II			
Features	Details		
Injection System	Twin-cylinder, balanced with linear guide and safety covers		
Heating & Control	PID barrel temp. control, cold start prevention, timed heating		
Injection Modes	3-stage: before mold open, during, and after		
Motor & Plasticization	High-torque motor, 5-stage back pressure control		
Injection Unit	6-stage injection, 5-stage hold pressure and plasticizing control		
Clamping Unit	5-point double toggle, 5-stage mold open/close with intelligent control		
Safety & Lubrication	Dual interlocks, feedback signal, central lubrication system		













# **Management Team**



Mrs. Mitali Goswami
Promoter, Chairman & Managing Director

- Bachelors in Pharmacy (B. Pharma) from Krantiguru Shyamji Krishna Verma Kachchh University (2011).
- MBA in Operations Management from Indira Gandhi National Open University (2016).
- With the Company since incorporation, having over 7 years of industry experience.
- Re-designated Chairman and Managing Director from May 09, 2024, for 5 years.
- Oversees day-to-day operations, business plans, resource allocation, and quality standards.



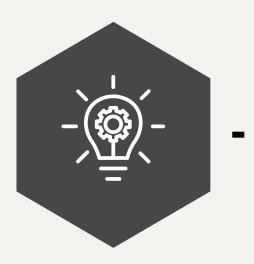
Mr. D G Goswami
Promoter & Whole Time Director

- BCom. from Hemchandracharya North Gujarat University (2010).
- MBA from Krantiguru Shyamji Krishna Verma Kachchh University (2012).
- Previously General Manager at M/s. CVG Security Solutions and Sales Manager at M/s. Magus Sales and Services.
- With the Company since incorporation, with 11+ years of industry experience.
- Handles financial functions with 7+ years of experience.
- Re-designated Whole time Director from May 09, 2024, for 5 years.
- Responsible for marketing, accounts, finance, and administration.

# **Core Strengths**

### **Diverse Product Portfolio**

The company offers a wide range of products including CCTV systems, televisions, touch panels, and surveillance software, catering to sectors like retail, government, education, and infrastructure, with real-time inventory monitoring features.



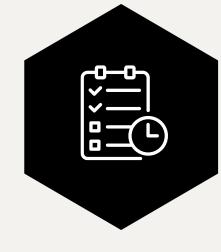


### **Experienced Leadership**

The promoters and directors bring between 7 to 11 years of industry expertise, driving innovation, strategic growth, customer-centric product development, and business expansion.

### **Strong Client Relationships**

The company emphasizes customer retention through personalized support, a dedicated toll-free helpline, and the Prizor Pro mobile app, ensuring quick resolution of customer queries and fostering repeat business.







### **Marketing Initiatives**

The company promotes brand awareness through exhibitions, roadshows, dealer meets, and technical demonstrations, strengthening customer engagement and market presence.

### **Focus on Quality Assurance**

The company holds ISO 9001:2015, ISO 14001:2015, ISO 27001:2013, and BIS certifications for CCTV and televisions, ensuring adherence to high quality standards and boosting customer confidence.





### **Continuous Product Evolution**

Since 2022, the company has expanded into new product categories like televisions and monitors, consistently adapting to market trends and diverse customer needs.

# **Our Clients**

































# PRIZOR

# **Our Certifications**





















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# **Key Trends In The Industry**

The global video surveillance market is valued at \$35.9 billion in FY25 and is projected to grow at a 10.4% CAGR through FY30. Industry volumes are expected to rise from 1.11 billion to 1.60 billion units over the same period.

### **Shift to IP Cameras**

IP-based cameras offer high-resolution video, remote access, motion alerts, and encrypted data. Integrated with NVRs, they allow centralized monitoring and efficient video retrieval.

### **Remote Monitoring**

Users now expect 24/7 access to live footage via smartphones or desktops. Remote alerts and quick responses have become essential for modern surveillance.

### **Managed Video Surveillance Service**

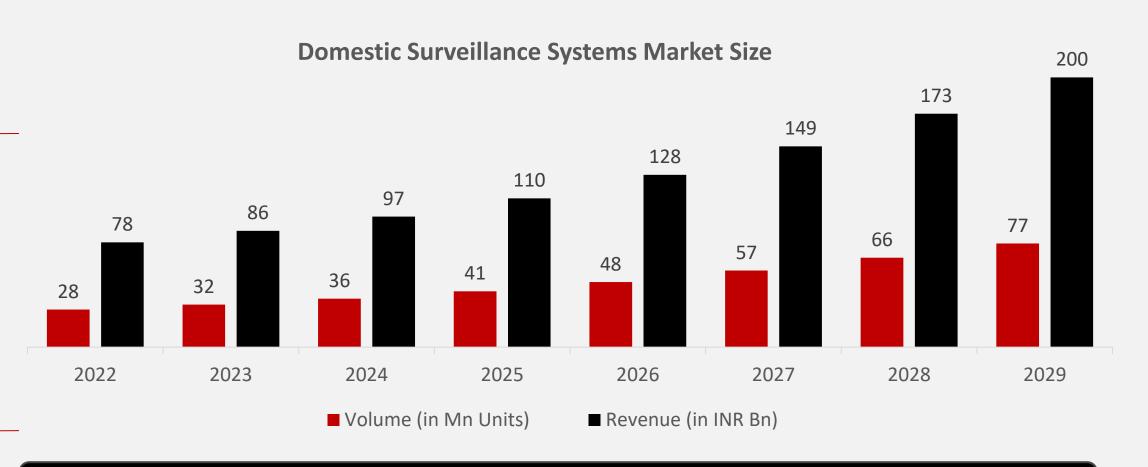
MVSS enables professional monitoring from a central control room while storing data onsite. It reduces false alarms and enhances security with IoT and analytics integration.

### **Cloud-Based Surveillance**

VSaaS provides flexible, scalable surveillance with encrypted cloud storage, regular updates, and seamless integration—ideal for businesses of all sizes.

### **Al Powered Analytics**

Al enables smart features like facial recognition, anomaly detection, license plate reading, and behavior prediction, transforming surveillance from passive to proactive.



### **Demand Drivers**

Urbanization and smart city initiatives

Regulatory mandates (E.g., school, banking, public safety)

Infrastructure Boom:
25 million new homes by 2030,
Smart City Mission, 80 new
airports by 2025

# **Evolution of Video Surveillance Market**

### **Network DVRs**

Network DVRs
enabled video
transmission over
the internet,
digitizing analog
footage and
enhancing efficiency.

Cloud-based Surveillance

VSaaS introduced scalable, feature-rich systems with cloud storage and seamless integration.

**IoT & AI Cameras** 

Al and IoT-enabled cameras provide real-time analytics, alerts, and smarter, proactive surveillance.

1990 Onwards

2005 Onwards

liciency.

3

4

6

2015 Onwards

6

# Analog CCTV Cameras

Analog cameras using VCRs marked the early phase of video surveillance in India. They improved video quality and storage with a shift to DVRs.

1990 Onwards

**IP Cameras** 

IP cameras brought high-definition video, remote access, and analytics, transforming surveillance capabilities.

2010 Onwards

360° Cameras

360-degree cameras with de-warping tech reduced the need for multiple cameras, cutting bandwidth and storage costs.

2019 Onwards

# Strategic Drivers Fueling Prizor's Growth

### **Growing Security Demands**

Rising safety concerns across homes, businesses, and public spaces are driving demand for Al-powered surveillance. These systems offer real-time alerts, facial recognition, and behavior analysis for proactive threat detection.

### **Cost Effective and Scalability**

Falling prices of cameras, sensors, and cloud storage have made surveillance affordable and scalable, encouraging adoption by individuals and businesses of all sizes.

### **Shift From Manned Guarding**

Surveillance systems offer 24/7 monitoring, remote access, and motion-triggered alerts - providing better coverage and long-term savings compared to human guards.



### **Industry Wide Applications**

From retail to manufacturing, video analytics helps optimize operations, enhance productivity, and improve customer experiences - extending use far beyond security

### **Tech-Driven Innovation**

Cloud-based surveillance, AI, IoT, and mobile integration are making systems smarter, enabling real-time monitoring, automated alerts, and seamless system upgrades.

### **Regulations & Urban Growth**

Government mandates and smart city initiatives are fueling installations in schools, ATMs, transport, and public spaces to ensure compliance and public safety.

# A Fast-Growing Market for Surveillance Solutions

### Infrastructure led growth

- Major government initiatives Smart Cities Mission, PM Gati Shakti, Bharatmala, and Digital India are scaling surveillance across transportation, logistics, and industrial corridors.
- 25 million new homes by 2030 and 80 new airports by 2025 expected to incorporate advanced video surveillance and access control systems.

### **Technological Enablement**

- Integration of IoT, AI, and Cloud platforms enabling real-time analytics, facial recognition, and proactive threat detection.
- Transition from passive monitoring to predictive intelligence through video analytics.

### **Public & Private Sector Adoption**

Segment	Key Drivers & Applications	
Government	Smart policing, traffic management, urban surveillance, and public safety under Smart City and Digital India programs.	
Enterprises	Retail analytics, people counting, energy optimization, and automatic number plate recognition (ANPR) for efficiency and customer insight.	
Residential	Rising safety awareness and affordable connected devices driving camera installations across new housing developments.	

India's focus on infrastructure, digital transformation, and urban safety is driving rapid adoption of intelligent video surveillance.

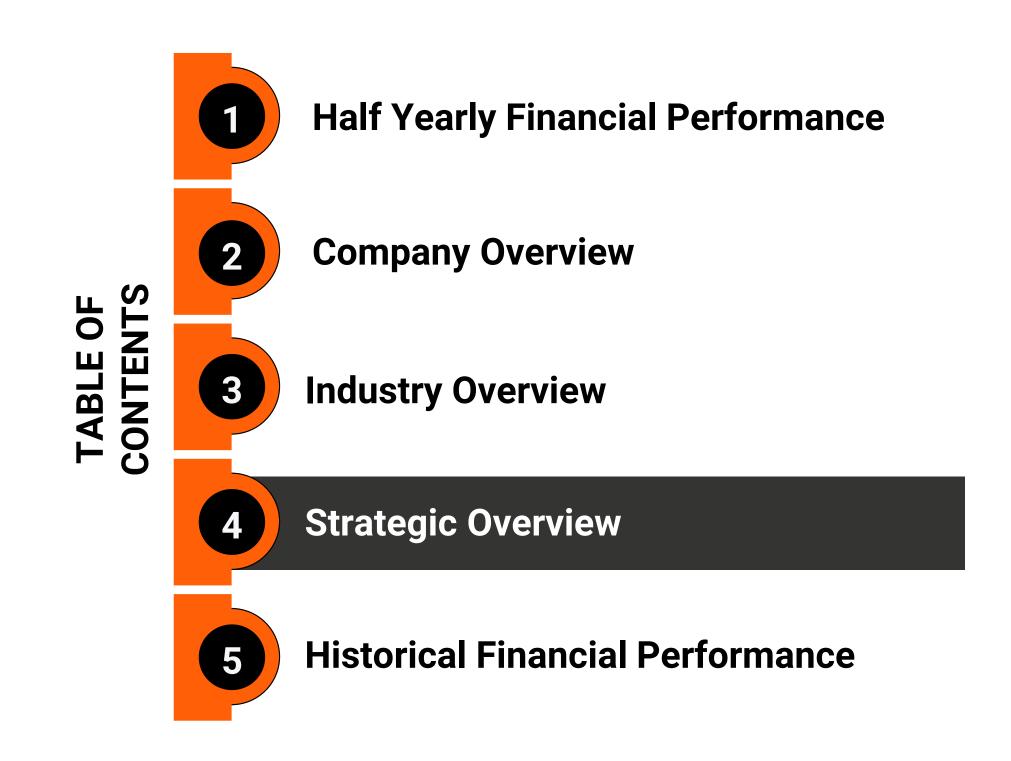
City	Population	# of CCTV Cameras	Cameras per 1,000 People
Hyderabad	11,337,900	900,000	79.38
Indore	3,482,830	251,500	72.21
Bengaluru	14,395,400	585,284	40.66
Delhi	34,665,600	313,332	9.04
Chennai	12,336,000	106,576	8.64
Pune	7,525,720	52,065	6.92
Kochi	3,604,550	23,966	6.65
Lucknow	4,132,670	27,245	6.59
Mumbai	22,089,000	82,390	3.73
Ahmedabad	9,061,820	21,036	2.32

Source: Comparitech

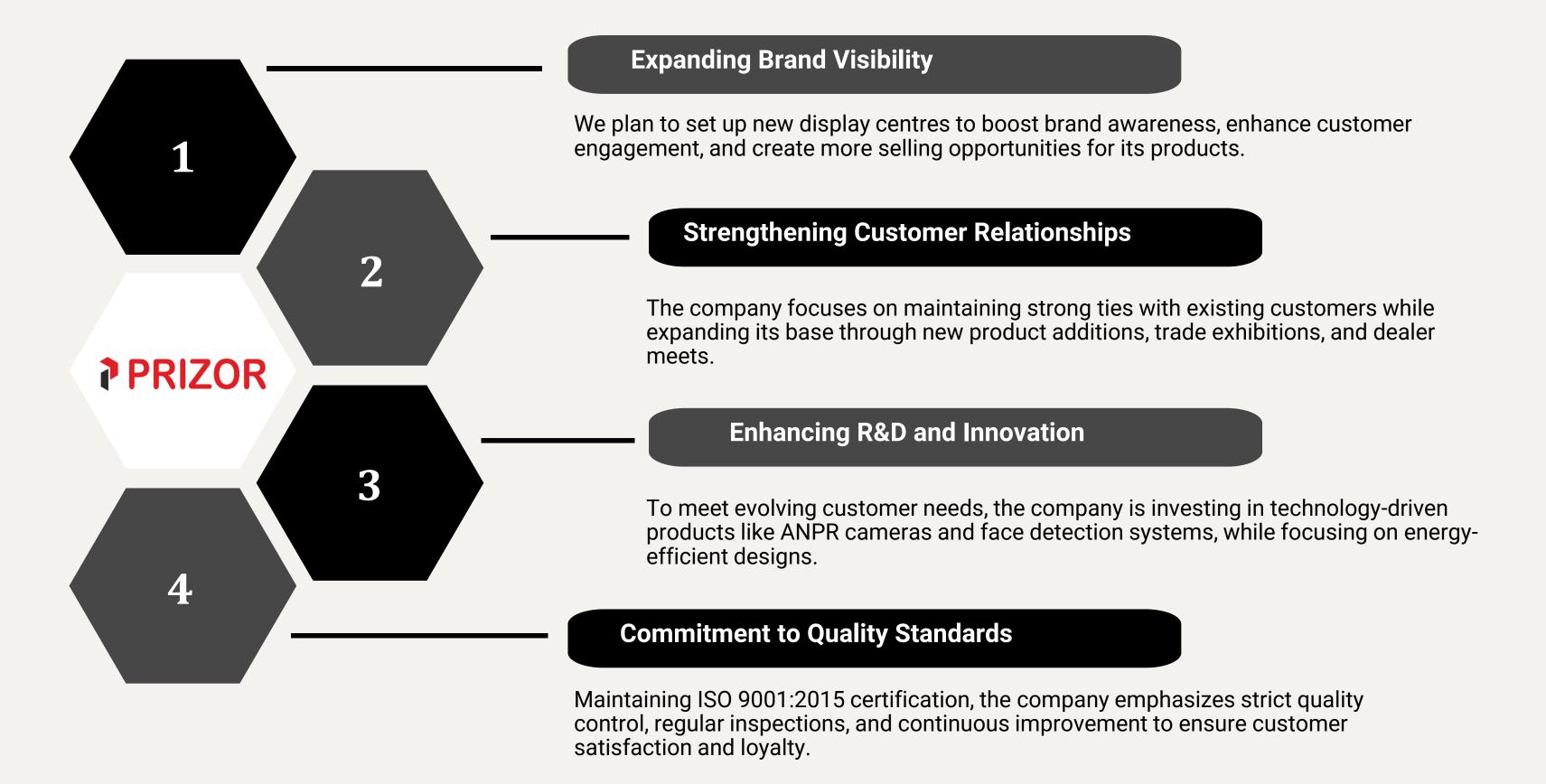
Most surveilled cities in India – in terms of # of CCTV cameras per 1000 people, 2025

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### **Core Strategies Powering Brand Growth and Customer Value**



## **Synergized Marketing Strategy for Scalable Growth**

#### **Target Audience** Identification

Custom solutions for retail, education, corporate, and government sectors like smart panels and Al-based surveillance.







#### **Multi-Channel** Marketing

Promotion through website, social media, and trade show participation to boost visibility and engagement.

#### **Sales Promotion &**

Seasonal discounts and bundled deals to add value and drive repeat purchases.







#### **Online & On-site** Support

Support via live chat, software downloads, helpline, and dealer visits for training and assistance.

Our 13-member marketing team is instrumental in driving customer acquisition, retention, and product innovation. Through a strategic mix of direct outreach, customer insights, and multichannel promotion, the team enhances brand visibility and supports consistent sales growth. Their close collaboration with the product development team ensures that our offerings remain competitive and aligned with evolving market demands.

### Glimpses from Trade Shows & Exhibitions

















We actively engage in industry trade shows and exhibitions to present our latest products and innovations. These platforms offer valuable opportunities to connect with industry leaders, peers, and potential clients, while staying informed about emerging market trends. Such participation enhances our market presence, demonstrates our technological expertise, and opens avenues for business growth and strategic partnerships.

#### Launch of PRIZOR PLUS Series: Al Surveillance Cameras









Introducing the PRIZOR PLUS Series – our nextgeneration range of AI-powered CCTV cameras designed for advanced surveillance applications.

This innovative series features cutting-edge capabilities such as:

- Face Detection & Recognition
- Human & Gender Detection
- Number Plate Recognition (with Speed Monitoring)
- Seatbelt & Helmet Detection
- Theft Identification & 2-Way Communication
- In-Camera Attendance Solutions

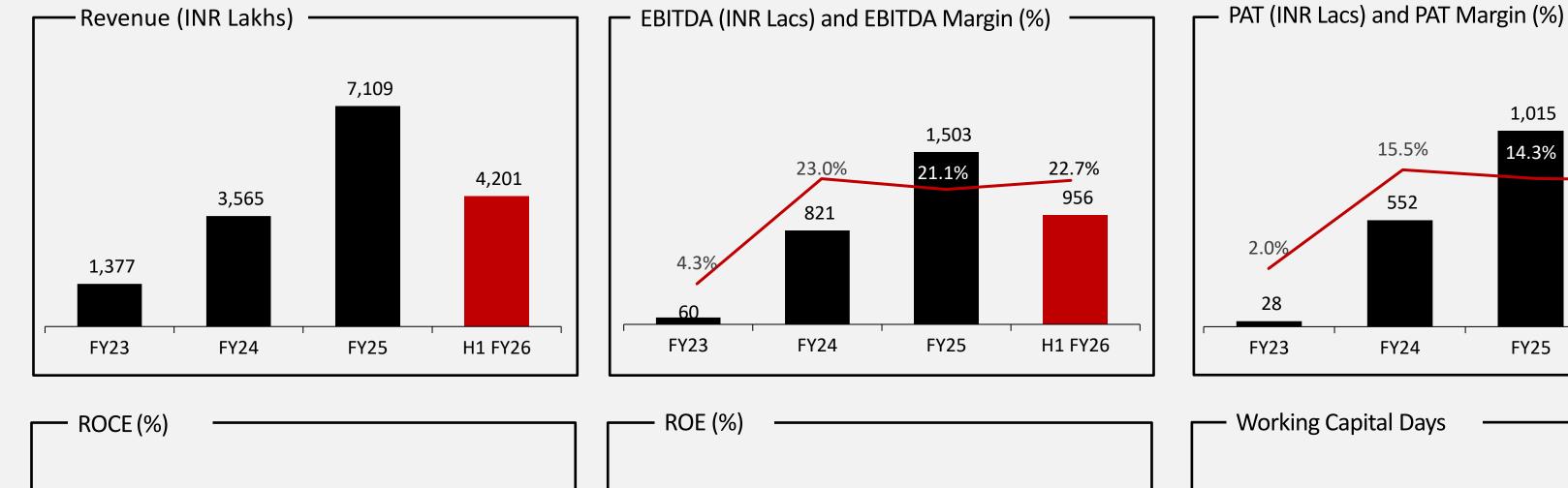
The product lineup spans from 3 Megapixel to 12 Megapixel (4K resolution), offering high-definition clarity. Our Network Video Recorders (NVRs) support configurations from 4 to 128 channels, ensuring scalable and flexible deployment for diverse security needs.

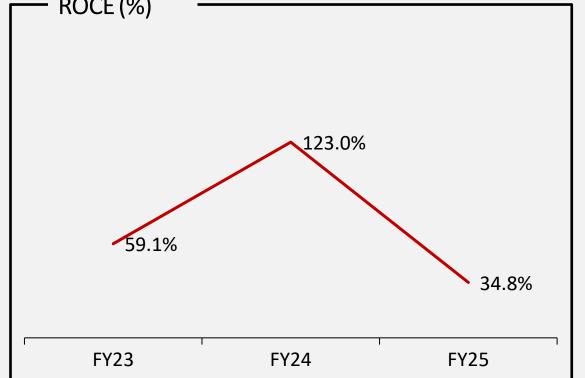
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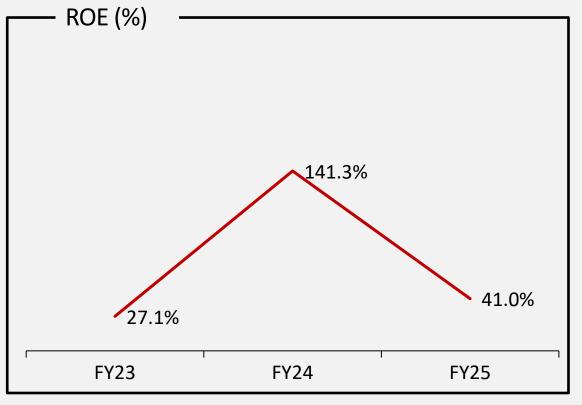


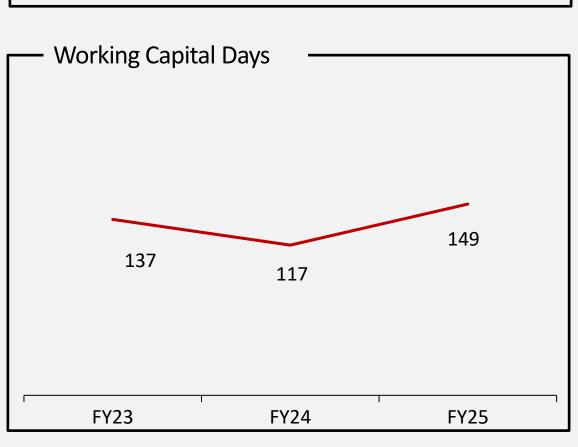


# **Key Financial Ratios**









14.1%

592

H1 FY26

PRIZOR

<sup>\*</sup>The company was listed in July 2024. ROE and ROCE for FY25 are calculated based on the post-listing equity and capital employed structure, while FY23 & FY24 figures reflect the pre-listing framework

# **Historical Consolidated Income Statement**

Particulars (Rs. Lakh)	FY23	FY24	FY25	H1 FY26
Revenue from Operations	1,376.8	3,565.4	7,109.4	4,201.4
Purchase of Stock in Trade	293.3	1,176.7	6,282.9	0.0
Change In Inventory	-57.3	-412.3	-1,624.6	425.9
Cost of Materials consumed	939.8	1,768.0	552.7	2,506.9
Employee Expenses	98.6	139.2	172.6	187.3
Other Expenses	42.8	73.0	223.1	125.5
EBITDA	59.7	820.9	1,502.6	955.8
EBITDA Margin (%)	4.3%	23.0%	21.1%	22.7%
Other Income	17.5	4.2	4.5	2.2
Depreciation	9.3	5.0	16.6	28.9
EBIT	67.8	820.1	1,490.5	929.1
EBIT Margin (%)	4.9%	23.0%	21.0%	22.1%
Finance Cost	32.0	64.7	124.0	134.6
Profit before Tax	35.8	755.4	1,366.5	794.5
Tax	8.3	203.4	351.7	202.8
Profit After Tax	27.6	552.1	1,014.8	591.7
PAT Margin (%)	2.0%	15.5%	14.3%	14.1%
EPS (As per Profit after Tax)	3.45	7.46	10.39	5.53

# **Historical Standalone Income Statement**

Particulars (Rs. Lakh)	FY23	FY24	FY25	H1 FY26
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PAT Margin (%)	2.0%	15.5%	14.3%	14.1%
EPS (As per Profit after Tax)	3.45	7.46	10.40	5.53

# **Historical Consolidated Balance Sheet**

Assets (Rs. Lacs.)	Mar-24	Mar-25	Sept-25
Non - Current Assets			
(a) Property, plant and equipment	202.5	827.1	973.9
(b) Capital Work in Progress	0.0	186.3	1,335.7
(c) Deferred Tax Assets (net)	5.5	-	-
(d) Other Non-current Assets	0.1	10.4	15.7
(e) Non Current Investments	0.0	5.1	-
Total Non - Current Assets	208.1	1,023.8	2,325.3
Current Assets			
(a)Inventories	1,427.2	2,849.8	3,459.9
(b) Trade receivables	796.3	1,574.4	2,439.0
(c) Cash and cash equivalents	1.6	23.1	51.1
(d) Short term loans and advances	9.4	142.2	47.9
(e) Other current assets	19.8	71.4	287.0
Total Current Assets	2,254.3	4,660.9	6,284.8
Total Assets	2,462.4	5,684.7	8,610.2

Equity & Liabilities( (Rs. Lacs)	Mar-24	Mar-25	Sept-25
Shareholder's Fund			
(a) Equity share capital	80.0	1,069.1	1,069.1
(b) Other equity	586.8	3,218.3	3,805.2
Total Equity	666.8	4,287.4	4,874.3
Minority Interest	-	-	4.8
Non - Current Liabilities			
(a) Long Term Borrowings	498.1	476.4	871.3
(b)Long term provision	9.8	-	-
(c) Deferred tax liabilities (net)	-	5.2	17.1
Total Non - Current Liabilities	507.8	481.7	888.4
Current Liabilities			
(a)Short Term Borrowings	466.8	275.6	1,178.4
(b) Trade payables			
(i) Total outstanding dues to Msme Dues	-	154.2	203.3
(ii) Total outstanding dues to Other than Msme Dues	585.5	110.1	930.1
(c)Other current liabilities	41.5	34.7	9.8
(d)Provisions	193.9	340.9	521.1
Total Current Liabilities	1,287.8	915.7	2,842.7
Total Equity and Liabilities	2,462.4	5,684.7	8,610.2

# **Historical Standalone Balance Sheet**

Assets (Rs. Lacs.)	Mar-24	Mar-25	Sept-25
Non - Current Assets			
(a) Property, plant and equipment	202.5	827.1	973.9
(b) Capital Work in Progress	0.0	186.3	1,335.7
(c) Deferred Tax Assets (net)	5.5	0.0	-
(d) Other Non-current Assets	0.1	10.4	15.7
(e) Non Current Investments	0.0	5.1	5.1
Total Non - Current Assets	208.1	1,028.9	2,330.4
Current Assets			
(a)Inventories	1,427.2	2,849.8	3,459.9
(b) Trade receivables	796.3	1,574.4	2,439.0
(c) Cash and cash equivalents	1.6	13.2	41.3
(d) Short term loans and advances	9.4	142.2	47.9
(e) Other current assets	19.8	71.4	287.0
Total Current Assets	2,254.3	4,650.9	6,275.0
Total Assets	2,462.4	5,679.8	8,605.4

Equity & Liabilities( (Rs. Lacs)	Mar-24	Mar-25	Sept-25
Shareholder's Fund			
(a) Equity share capital	80.0	1,069.1	1,069.1
(b) Other equity	586.8	3,213.8	3,805.2
Total Equity	666.8	4,282.9	4,874.3
Non - Current Liabilities			
(a) Long Term Borrowings	498.1	476.4	870.9
(b)Long term provision	9.8	0.0	0.0
(c) Deferred tax liabilities (net)	0.0	5.3	17.1
Total Non - Current Liabilities	507.8	481.8	888.0
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(d)Provisions	193.9	340.9	521.1
Total Current Liabilities	1,287.8	915.1	2,843.2
Total Equity and Liabilities	2,462.4	5,679.8	8,605.4

# **Historical Consolidated Cashflow Statement**

Particulars (Rs. Lacs)	Mar-24	Mar-25	Sept-25
Cash Flow from Operating Activities			
Profit before Tax	755.4	1,366.5	794.5
Adjustment for Non-Operating Items	69.6	140.6	170.2
Operating Profit before Working Capital Changes	825.1	1,507.2	964.7
Changes in Working Capital	-997.9	-2,722.8	-763.7
Cash Generated/Used from Operations	-172.8	-1,215.6	201.1
Less: Direct Taxes paid	-9.2	-193.9	-11.5
Net Cash from Operating Activities	-182.0	-1,409.5	189.5
Cash Flow from Investing Activities	-182.4	-837.9	-1,324.6
Cash Flow from Financing Activities	358.2	2,268.9	1,163.1
Net Increase/(Decrease) in Cash and Cash equivalents	-6.2	21.6	28.0

# **Historical Standalone Cashflow Statement**

Particulars (Rs. Lacs)	Mar-24	Mar-25	Sept-25
Cash Flow from Operating Activities			
Profit before Tax	755.4	1,367.0	794.1
Adjustment for Non-Operating Items	69.6	140.6	170.2
Operating Profit before Working Capital Changes	825.1	1,507.7	964.3
Changes in Working Capital	-997.9	-2,723.3	-762.7
Cash Generated/Used from Operations	-172.8	-1,215.6	201.6
Less: Direct Taxes paid	-9.2	-193.9	-11.5
Net Cash from Operating Activities	-182.0	-1,409.5	190.1
Cash Flow from Investing Activities	-182.4	-843.0	-1,324.6
Cash Flow from Financing Activities	358.2	2,264.0	1,162.7
Net Increase/(Decrease) in Cash and Cash equivalents	-6.2	11.6	28.2

# Thank You.

#### Company



#### PRIZOR VIZTECH LTD.

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