

Investor Relations Contact

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NASDAQ: CETX

Share Price¹ \$8.93

Market Cap¹ \$7.4M

FY 2022
Revenue² \$50.3M

Cash & Cash
Equivalents³ \$5.8M

Shares
Outstanding⁴ 0.8M

Float⁴ 0.7M

(1) As of April 6, 2023. (2) As of September 30, 2022.
(3) As of December 31, 2022. (4) As of February 10, 2023.

Key Takeaways

- Refocused efforts on core businesses Vicon Industries and Advanced Industrial Services (AIS)
- Generating cash flow and margin improvement through increasing prices and reducing overhead where possible
- Vicon shift to AI Based Analytics solutions & Cloud based VSaaS to drive recurring revenue growth in high gross margin businesses
- Core business provides a strong foundation to continue organic growth in high tech areas
- M&A strategy targeting acquisitions in high growth markets with strong ROE and attractive gross margins
- Large, addressable and mature markets in Security, Business, Manufacturing, Government & Industrial

Cemtrex is a holding company with operating brands Vicon, a global leader in advanced security and surveillance technology, and Advanced Industrial Services (AIS), a premier provider of industrial contracting services.



Creating the best video surveillance solutions for commercial, industrial, and government applications.

- End to End Solutions Provider, with over 50+ years in the industry with strong established legacy customer base
- Vicon's Valerus video management software (VMS) platform provides recurring revenue at high margins
- Over 30,000+ cameras sold annually



Customers Include:

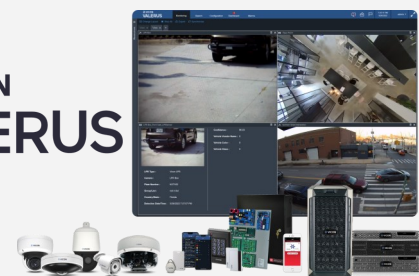
Corrections	Hospitals	Airports	Courthouses
Government Buildings - Fed, State & Local	Border Protection	Manufacturing	High-Rise Residential & Commercial

The Vicon Difference

Delivering innovation and value for over 50 years.

- **A Single-Source Supplier:** Simplify purchasing and support.
- **Open Platform:** Works with other open security platforms, cameras and hardware.
- **Centralized Platform:** Monitor and track your entire security operation from a single interface.
- **Lower Total Cost of Ownership:** No surprise fees, additional support charges, and no forced upgrades.
- **World Class Support:** Our engineers are dedicated to resolving even your toughest challenges.

**VICON
VALERUS**



Centralized security management system.

Valerus VMS

License Plate Recognition

VAX Access Control

Intelligent Cameras

Servers

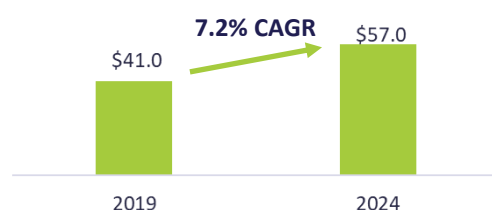
Readers & Controllers

Industry Dynamics

- Shift from perpetual on premise to recurring subscription based, cloud based, scalable deployments
- Advanced AI driven shift for automated security solutions
- High repeat business, attractive gross margins

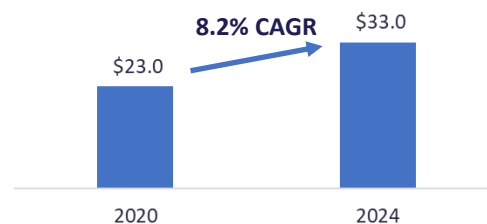
Physical Security Equipment Global Market¹

\$ in billions



Video Surveillance Global Market¹

\$ in billions



1) Source: Omdia

Vicon Operations & Outlook

Outlook

- No budget cuts despite decrease in revenue as management views this as a short-term impact due to COVID
- Overall outlook on revenue remains optimistic for a return to growth over FY20 revenue numbers
- Increased engineering and product teams substantially with 7 key hires from competitors over last year to build industry leading products
- Expect short term operating expenses to be higher as the products under development are starting to be rolled out
- Expect ROI to start yielding results 2-3 years out and beyond

Advance Industrial Services

AIS - Single Source Industrial Contractor

- 35+ years in industry as a premier provider of industrial contracting services including millwrighting, rigging, piping, electrical, welding
- Installs high precision equipment in a wide variety of industrial markets including automotive, printing and graphics, industrial automation, packaging, and chemicals
- Expertise and capabilities in plant and equipment erection, relocation, and disassembly
- High repeat business and well-known reputation
- Experienced management

Management

CEMTREX

Saagar Govil - Chairman & Chief Executive Officer

Saagar Govil has been with Cemtrex since 2008 and has been the Company's CEO & President since December 2011. He was recently named #17 on Business Insider's "Top 100 of Silicon Alley" and "Top 40 Under 40" by Stony Brook University. Prior to becoming the CEO, he was VP of Operations, responsible for sales, marketing, production, and engineering. He began his career as an applications engineer providing customer support on-site and designing turn-key engineered systems for various customers and projects. He has a B.E. in Materials Engineering from Stony Brook University, N.Y.

Paul Wyckoff - Interim Chief Financial Officer

VICON

Shane Compton - COO, Previously: Costar, Pelco

Haim Shain - SVP, Product Management, Previously: Carrier, FLIR

Bret McGowan - SVP, US Sales, 30+ years industry experience

Jonathan Rudolph - VP, Corporate Marketing

Guy Nixon - Managing Director, EMEA, 30+ years industry experience

Ray Still - VP, Engineering, Previously Motorola, Pelco



Jared Haas - COO, Previously GE

Barb Lamer - CFO, 20+ years experience

Board of Directors

Metodi Filipov

Entrepreneur and technology executive with 25+ years of experience creating, operating and driving growth for technology companies

Manpreet Singh

Founder & CIO of Singh Capital Partners and was previously co-Founder of local services marketplace, TalkLocal

Brian Kwon

President & Chief Procurement Officer of H Mart. Extensive operations experience in purchasing, distribution, logistics, IT, HR, and e-commerce from his time at H-Mart

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Product Focus

- AI Based Analytics solutions – Launching in Q2 FY23
- Cloud based Video Surveillance as a Service offering – Launching in Q3 FY23
- Both products have opportunities for recurring revenue and attractive margins
- Software Development done in low-cost countries for competitive advantage

Revenues (Unaudited – Internal)

\$ in Millions	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023 (Est)
Net sales	\$24.2	\$24.1	\$20.7	\$23.5	\$28.0
GM%	43%	50%	39%	40%	48%

Industry Dynamics & Outlook

- The global Industrial Services market size was valued at \$29.5B in 2020 and is projected to reach \$45.3B in 2028, growing at a CAGR of 5.53%¹
- Increase in demand for predictive maintenance services and the rise in the complexity of equipment driving growth
- Strong balance sheet allows ability to offer more comprehensive services due to inventory of equipment

Revenues (Unaudited – Internal)

\$ in Millions	FY 19	FY 20	FY21	FY 22	FY 23 (Est)
Net sales	\$20.0	\$17.8	\$19.0	\$21.2	\$21.8
GM%	36.3%	36.2%	33.6%	29.9%	34.0%

Sources: 1) [Verified Market Research](#)

