

CEMTREX

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NASDAQ: CETX

Share Price¹ \$0.14

Market Cap¹ \$2.5M

FY 2023 Revenue² \$59.4M

Cash & Cash Equivalents³ \$6.5M

Shares Outstanding⁴ 17.4M

Float⁴ 17M

Headquarters Hauppauge, NY

Employees 328

1. As of September 3, 2024
2. As of September 30, 2023
3. As of June 30, 2024
4. As of August 9, 2024

Cemtrex is a holding company with operating brands Vicon Industries and AIS – Advanced Industrial Services.

Security



Global leader in advanced security and surveillance technology to safeguard businesses, schools, municipalities, hospitals and cities.

\$34.7M

Industrial



Premier provider of industrial contracting services including millwrighting, rigging, piping, electrical, welding.

FY 2023 Revenue

\$25.0M

Vicon

Delivering Innovation & Value for Over 50 years.

- End to End Solutions Provider, with over 50+ years in the industry with strong established legacy customer base
- Vicon's proprietary Valerus video management software (VMS) platform enables revenue at high margins
- Vicon's new cloud security platform, Anavio, integrates video, access, and intercom in one easy-to-use system, powered by AI and face-based authentication
- Over 30,000+ cameras sold annually

Customers include:

- Corrections
- Hospitals
- Airports
- Courthouses
- Gov't Buildings – Fed, State, Local
- Border Protection
- Manufacturing
- High-Rise Residential & Commercial

The Vicon Difference



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.



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 is largest physical security equipment category

Video Surveillance Global Market²

\$ in billions



Sources: 1) Markets & Markets 2) Markets & Markets

Outlook

- Full fiscal year 2023 Revenues of \$34.7M exceeded full fiscal year 2022 Revenues of \$23.5M, a 46% increase
- Overall outlook on revenue remains optimistic for continued 15-20% growth on average over next few years
- Several key hires from competitors to drive business acceleration

Product Focus

- AI at the core of product roadmap
- Launched Anavio, a cloud-based Video Surveillance as a Service offering that integrates video, access, and intercom in one easy-to-use system, powered by AI and face-based authentication
- Opportunities for recurring revenue as industry shifts to subscription software solutions

Revenues (Unaudited – Internal)

\$ in Millions	FY 2021	FY 2022	FY 2023	FY 2024 (Est)*
Net sales	\$20.7	\$23.5	\$34.4	~\$30.0+
GM%	39%	40%	50%	~50%

AIS – Advanced Industrial Services

Single Source Industrial Contractor

- 40 years in industry
- 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 & graphics, industrial automation, packaging, and chemicals
- Expertise and capabilities in plant and equipment erection, relocation, and disassembly
- High repeat business and well-known reputation

Industry Dynamics & Outlook

- The global Industrial Services market size was valued at \$36.9B in 2022 and is projected to reach \$50.1B in 2030, growing at a CAGR of 8.6%¹
- Growth driven by an increase in demand for predictive maintenance services and the rise in the complexity of equipment
- Global industrial control and factory automation market size is projected to reach \$218.8B by 2027 from \$147.9B in 2022, at a CAGR of 8.2%²
- American firms expected to reshore 230,000 manufacturing jobs in 2024³
- Opportunity to aggregate several regional contractors into a nationwide player



AIS Outlook

- Profitable with strong balance sheet allows ability to offer more comprehensive services due to inventory of equipment
- Experienced management

Revenues (Unaudited – Internal)

\$ in Millions	FY 20	FY21	FY 22	FY 23	FY 24 (Est)*
Net sales	\$17.8	\$19.0	\$21.2	\$25.0	\$33.0
GM%	36.2%	33.6%	29.9%	34.3%	33.0%

Sources: 1) [Markets & Markets](#) 2) [Markets & Markets](#) 3) [Reshoring Initiative](#)

* **Cemtrex does not provide guidance, and estimates should not be relied on as guidance.**

Key Takeaways

- Vicon shift to AI Based Analytics solutions & Cloud based VSaaS to drive recurring revenue growth in high gross margin businesses
- AIS set to expand with strong growth in the Industrial Services market
- Generating margin improvement through increasing prices and reducing overhead where possible
- Goal of achieving a full year operating profit remains and working to drive revenue and maintain tight cost controls
- M&A strategy targeting acquisitions in high growth markets with strong ROE and attractive gross margins
- Large, growing, addressable and mature markets in Security, Business, Manufacturing, Government & Industrial

Cemtrex Management

Saagar Govil – Chairman & Chief Executive Officer

Saagar Govil has been with Cemtrex since 2008 and has been the Company's CEO and 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 Vice President 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. Saagar Govil has a B.E. in Materials Engineering from Stony Brook University, N.Y.

Paul Wyckoff – Chief Financial Officer

Mr. Wyckoff has been with Cemtrex since 2014 when he joined as the Manager of Financial Reporting and since 2019 has served as Corporate Controller. Previously the Controller at Vaso Corporation (formerly Vasomedical, Inc.) a medical device distribution company. He has 20 years of private accounting experience and holds a B.S. in Accounting from SUNY College at Old Westbury.



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

Jason Alestra – VP, North America Sales,
20+ years experience

Jonathan Rudolph - VP, Marketing ,
20+ years experience

Bret McGowan - SVP, Strategic Account Sales,
30+ years industry experience

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



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