

Date: 09.02.2023

To National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra(E), Mumbai -400051 NSE Symbol- DATAPATTNS	To BSE Limited 25 th Floor, P.J. Towers, Dalal Street, Mumbai- 400 001 Company Code: 543428
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Sub: Investor Presentation

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investor presentation scheduled on 10th February, 2023 at Mumbai with following investors:

S. No.	Name of the Investor
1.	Bajaj Allianz Life
2.	Bajaj Holdings & Investment Limited
3.	Carnelian Asset Management LLP
4.	CRUX Asset Management Ltd
5.	Edelweiss Asset Management Limited

This is for your information and record.

Thanking You
 For **Data Patterns (India) Limited**

Manvi Bhasin
 Company Secretary and Compliance Officer

Data Patterns (India) Limited

Corporate Presentation



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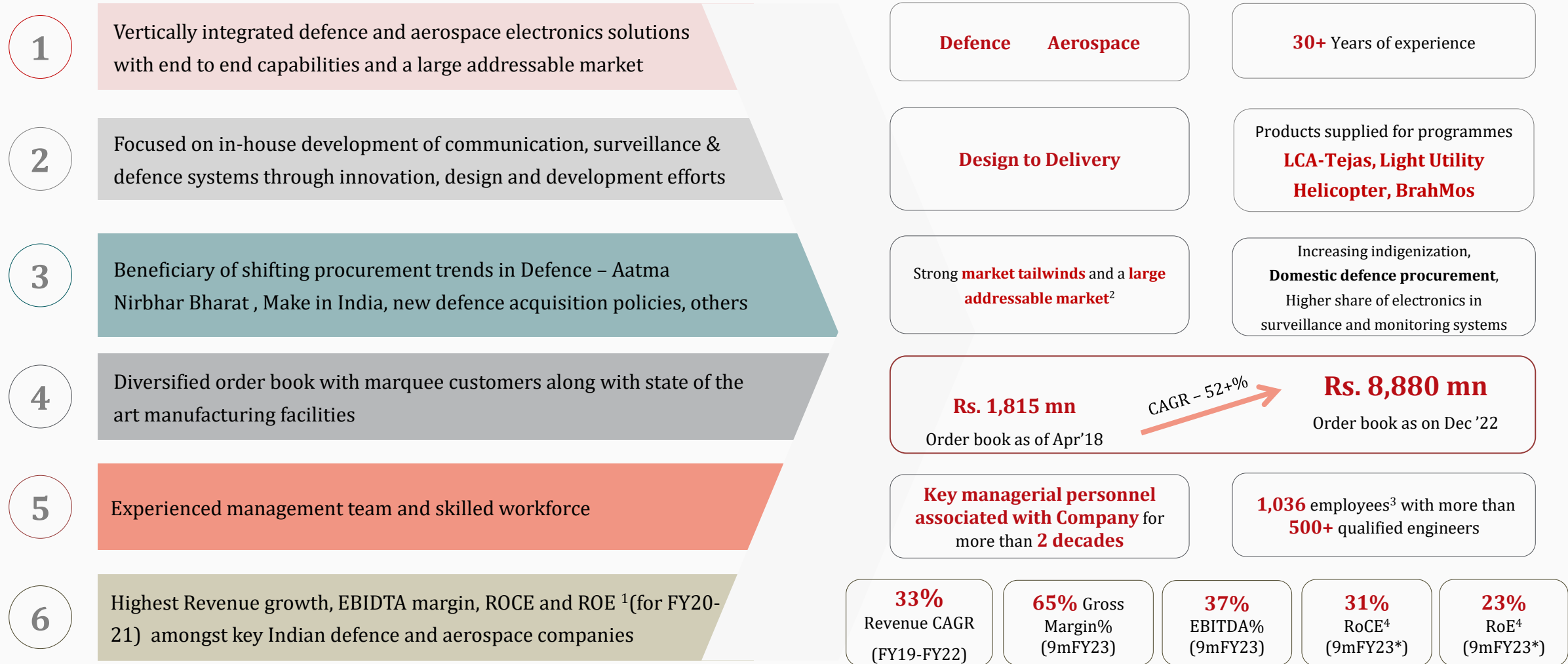
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Corporate Overview

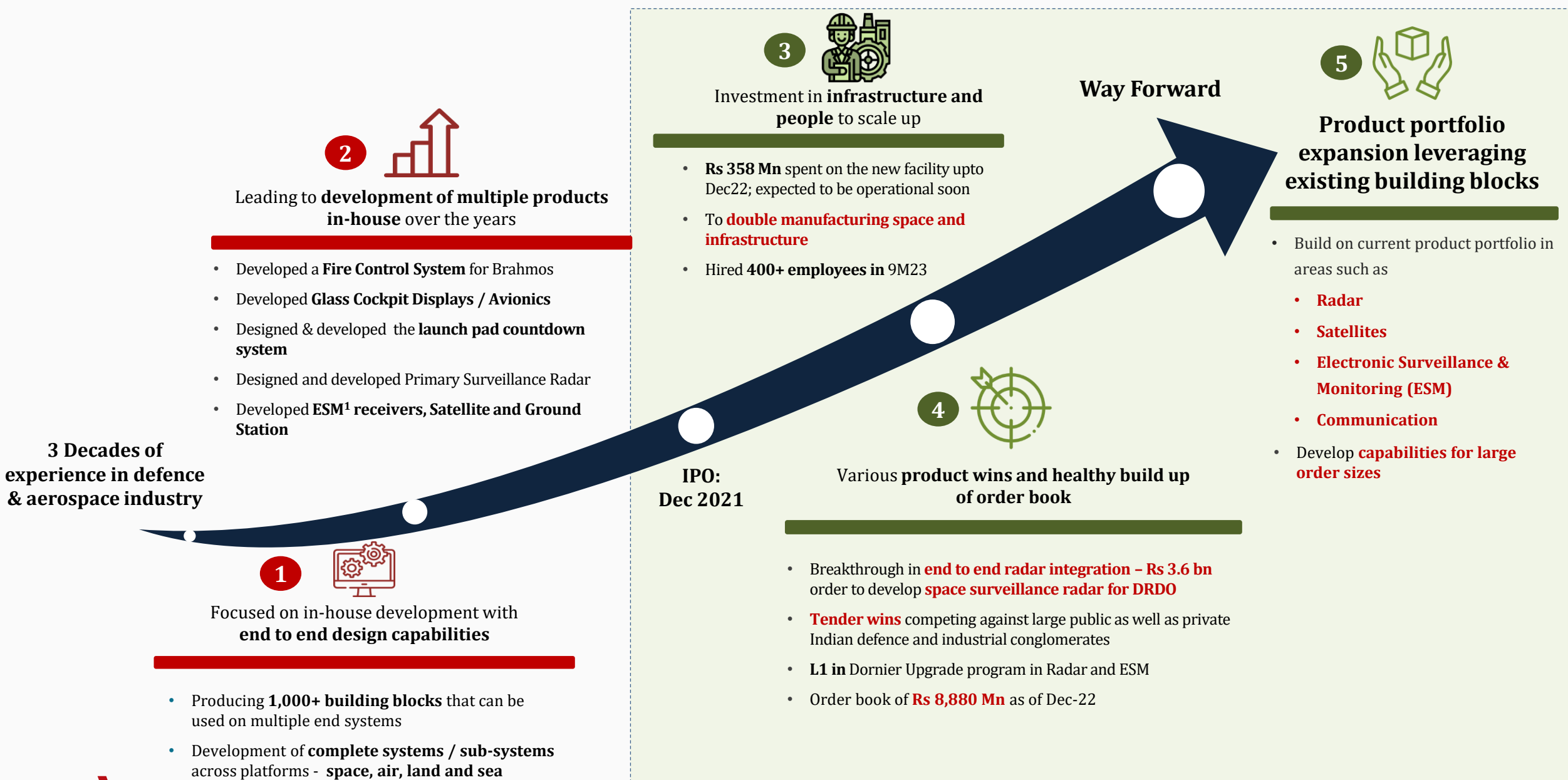
Data Patterns – One of the fastest growing companies¹ in the Defence and Aerospace Electronics sector in India²...

Among the few vertically integrated defence and aerospace electronics solutions providers catering to the indigenously developed defence products industry²



1. For FY20-21 2. Basis F&S report on “Defence and Space Market” dated 29 November 2021 as included in the RHP 3. As of 31 Dec 2022 4. ROE = PAT/Closing Equity; ROCE = EBIT/Closing Capital Employed
*9m RoE and RoCEs are annualized

Evolving as a product company with a strong lineage



3 Decades of experience in defence & aerospace industry

1



Focused on in-house development with **end to end design capabilities**

- Producing **1,000+ building blocks** that can be used on multiple end systems
- Development of **complete systems / sub-systems** across platforms - **space, air, land and sea**

2



Leading to **development of multiple products in-house** over the years

- Developed a **Fire Control System** for Brahmos
- Developed **Glass Cockpit Displays / Avionics**
- Designed & developed the **launch pad countdown system**
- Designed and developed Primary Surveillance Radar
- Developed **ESM¹ receivers, Satellite and Ground Station**

3



Investment in **infrastructure and people** to scale up

- **Rs 358 Mn** spent on the new facility upto Dec22; expected to be operational soon
- To **double manufacturing space and infrastructure**
- Hired **400+ employees** in 9M23

IPO: Dec 2021

4



Various **product wins** and healthy build up of order book

- Breakthrough in **end to end radar integration** - **Rs 3.6 bn** order to develop **space surveillance radar for DRDO**
- **Tender wins** competing against large public as well as private Indian defence and industrial conglomerates
- **L1 in Dornier Upgrade** program in Radar and ESM
- Order book of **Rs 8,880 Mn** as of Dec-22

5


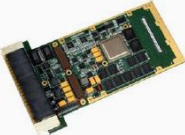
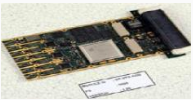






















Way Forward

Product portfolio expansion leveraging existing building blocks

- Build on current product portfolio in areas such as
 - **Radar**
 - **Satellites**
 - **Electronic Surveillance & Monitoring (ESM)**
 - **Communication**
- Develop **capabilities for large order sizes**

Diverse Product Portfolio

Category	Select Product offerings	Category	Select Product offerings
<p>Commercial off the shelf (COTS)</p> 	<p>COTS modules designed in context of reusable building blocks for building Military Electronics systems with a quick turnaround time</p>    <p><i>VPX Multi core SBC</i> <i>VPX Zynq MPSoC based Quad Core</i> <i>High Density DIU</i></p>	<p>BrahMos Programme</p> 	<ul style="list-style-type: none"> • Fire control systems • Mobile autonomous launcher • Airborne launcher and • Other electronic systems     <p><i>Air Version Launcher for Brahmos Sukhoi-30</i> <i>Missile Checkout System</i></p>
<p>Avionics</p> 	<p>Avionics displays used on :</p> <ul style="list-style-type: none"> • Light Combat Aircraft (“LCA”), • Intermediate Jet Trainers • Light Utility Helicopters (“LUH”)  <p><i>Light Utility Helicopter Cockpit display</i></p>	<p>Electronic Surveillance & Monitoring</p> 	<ul style="list-style-type: none"> • Surveillance and intelligence gathering (“SIGINT”) • Further divided into COMINT and ELINT    <p><i>Digital Direction Finder</i> <i>Radar Warning Receiver</i></p> <p><i>Airborne Radar Warning Receiver</i></p>
<p>Communications, ATEs and Satellites</p> 	<ul style="list-style-type: none"> • Underwater electronics / Communications / Other Systems • Automated Test Equipment (ATE) • Small and Nano Satellites   <p><i>Oceanography Product</i> <i>Automated Test equipment for INS Shikra</i></p>	<p>Radars</p> 	<p>Surveillance radars Weather radars Tracking Radars</p>    



Addressing multiple markets

1 Developmental Contracts

DRDO



Defence PSU

Projects leads to Production / Repeat requirements

Programs leads to Annuity requirements

Addressing through differentiated product offering

2 MoD Tenders

Available Products / Systems
Partnership with OEM



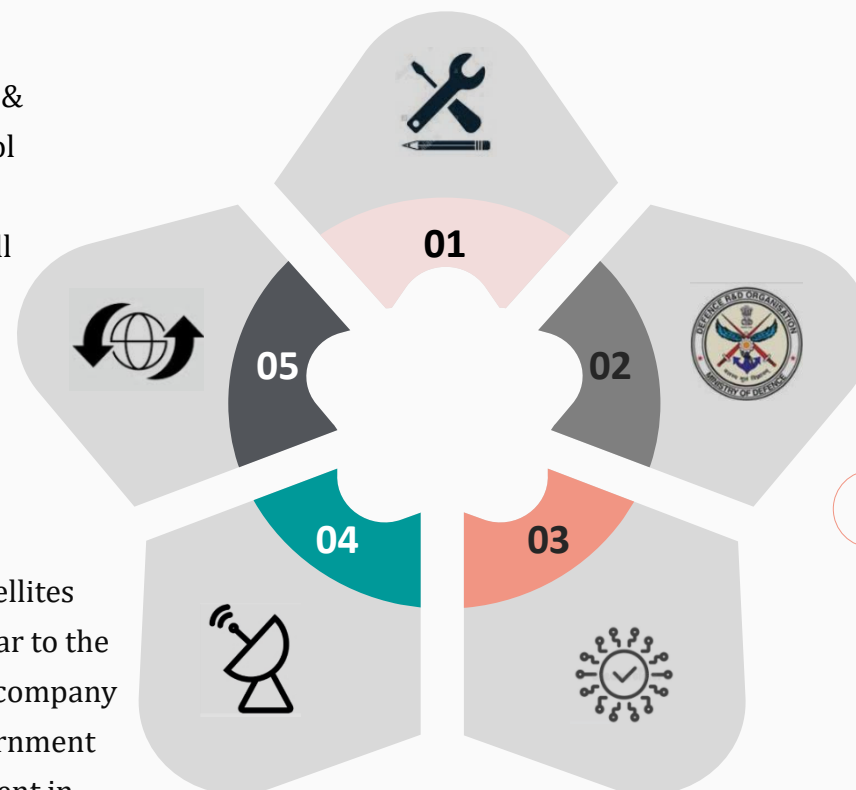
- Requirements is for large numbers and longer timeframe
- **Compete** with imported products using **in house developed products**

3 Indian Defence Eco-system

Platform / Weapon System Development



- Develop Sensors, Electronics, Avionics
- In-house
- In partnership with OEM



5 Exports / Offsets

Available Products / Systems



Radars, Electronic Surveillance & Monitoring systems, Fire control systems, Avionics, Missile Seekers, Communications, Small satellites

4 Civilian Requirements

Satellites and Wind profile radars

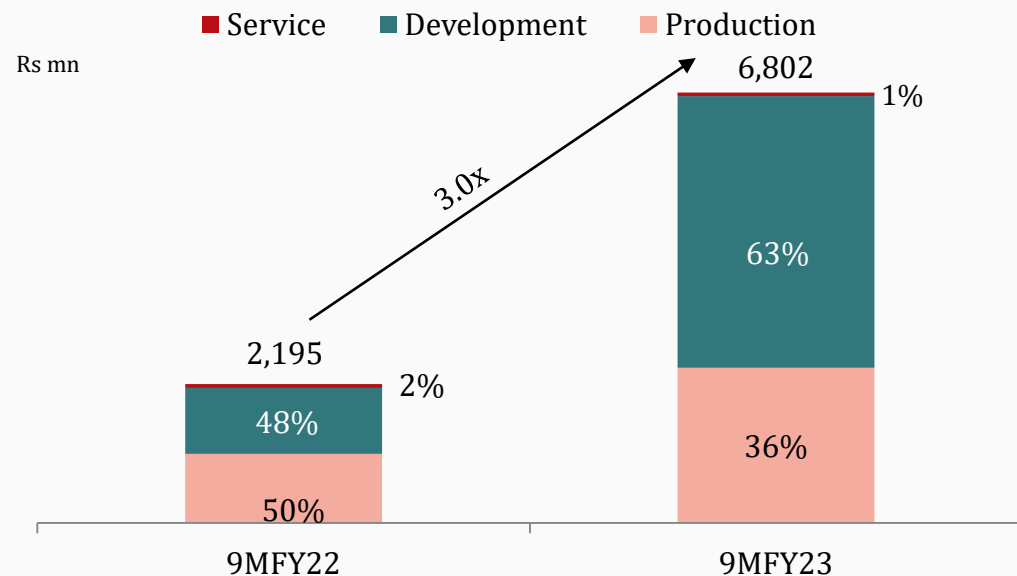


- Ability to build nano satellites
- Wind profile radar similar to the radar developed by our company is now required by government meteorological department in the civilian space

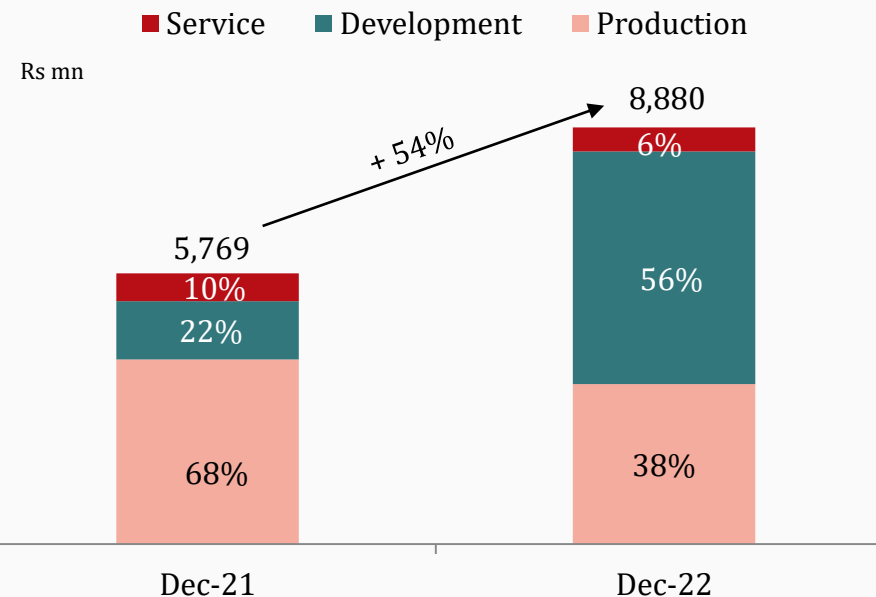


Leading to a continued scale up of order book

Gross order inflow increased ~3x in 9mFY23 vis a vis 9mFY22



Order book as on Dec22 at Rs 8,880mn ~1.5x of Dec21 levels



Major orders received in 9mFY23

Product	Order Type	Value (Rs mn)
Radar	Development	3,624
FCS	Production	400
Avionics	Production	174
Communication	Development	157
ESM	Dev and Production	432

Key considerations

- Robust development contracts in order book ensures higher production contracts visibility
- Continue to focus on increasing order size

Progress around Defence modernization programmes



Dharashakti programme

- Received single vendor orders from DLRL for development and supply of all of the COMINT / ELINT search receivers, Direction Finder & Monitoring / Search receivers.
- In a position to be an OEM for the entire receiver systems



Radar Warning Receivers / ESM

- Part of the Radar Warning Receivers / ESM for the Airborne Early Warning System ("AEW &C") to DLRL which has been fitted on the Embraer early warning radar developed by Centre for Air Borne System ("CABS")



MI 17 Upgrades, Dornier Upgrades, Aerostat upgrades,

- Expertise gained in the Dharashakti project would also position to cater for airborne COMINT and ELINT equipment for various upgrades of any new rotary wing programmes



Next Gen completely wide open for LCA Mk IA and Sukhoi 30 platforms

- Likely to deliver Next Gen completely wide open for LCA Mk IA and Sukhoi 30 platforms subject to flight testing.
- After flight testing, these can be fitted on the LCA MK IA on order as well as the Sukhoi 30 upgrades, attack helicopters, etc.



Airborne surveillance radar

- Has delivered an airborne surveillance radar (all of the hardware) to LRDE (Testing completed) and will be likely inducted in Navy's Dornier upgrade and new helicopter programmes



Arudhra Radar

- Expected to supply multiple units of AGRU/ Arudhra radar
- Likely to generate revenues in the next few years based on the requirement projection of IAF



Ashwini LLTR

- Partner in development of these radars as a single vendor incl. TR modules, AGRU, signal processor, etc
- Expected to realise revenue in the next few years.



Light weight ESM requirements

- ESM capability will help in supplying products for Light weight ESM products which have a heavy requirement in mountainous borders as they are not adequately covered



Way Ahead - Strategies

Strategy for next phase of growth

Transitioning from DRDO Model to Proprietary Product Development

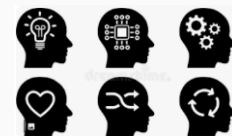
MOD Business



- 1 Larger TAM for Data Patterns**
 MOD tenders open to industry
 GOI committed to buy from Indian companies
 Increasing Indigenization
- 2 Revenue Scalability and Sustainability**
 Potential to bid for larger full systems contracts
 Re-use developed products for global expansion/ multiple programmes
- 3 Better Margins**
 Cost advantage given products developed in India

Key Differentiators for Data Patterns

Capabilities



- Leveraging existing competencies**
- Leveraging existing competencies across target product categories with significant lead and vendor credentials
 - Building Blocks in place for reuse across products and to crunch timelines and costs
 - Focus on Key product categories with significant presence i.e Nano/Micro Satellites Radars, ESM and Communication systems

Alternative to foreign OEM products

- Cost advantage compared to players who may have to collaborate with foreign OEMs
- Better pricing can lead to better win rates
- Products developed in India - better PWIN

Make in India Advantage



1

Product	Demonstrated Capabilities	Potential Opportunity
Satellite	<ul style="list-style-type: none"> Designed and launched complete satellite in India Capabilities to design payloads like ESM, Imaging (RF and ESM), other remote sensing, others Comprehensive exposure to Ground stations including Radars and Command control, high speed communication links, etc Implemented capabilities for large satellites 	<ul style="list-style-type: none"> Large market for Defence and LEO satellites (Domestic as well as International) Focus on Micro Satellites Being Made in India – its cost effective

Existing Successful development



Nano Satellite



Antenna Tower



Satellite Integrated Testing



Satellite Internal View




Thapsat Satellite


2

Radars	<ul style="list-style-type: none"> Designed building blocks to complete radars systems in India Re-use already developed building blocks to meet timelines <ul style="list-style-type: none"> Building Blocks in Signal Processing, Antenna, Transmit/Receive modules, etc. VHF, S, C and X Band, Gimbal, algorithms, Radar display, consoles, etc 	<ul style="list-style-type: none"> Focus on Fire Control Radars, X-Band Radars and smaller Radars for UAVs Cost competitive with in-house IP Export Potential
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Existing Successful development



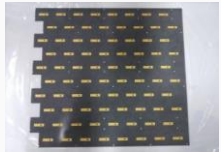
Single Board Computer-Next Gen




Wide Band Digital Receiver



DTRM



Antenna PCB



Antenna Assembly fixture




3

Product	Demonstrated Capabilities	Potential Opportunity
<p>Electronic Surveillance & Monitoring</p>	<ul style="list-style-type: none"> Developed state of the art ESM Receivers from 1MHz to 40GHz Both COMINT and ELINT including DF can be used in <ul style="list-style-type: none"> Truck Mounted Systems / UAV Based ESM Systems POD based jammers / Comm Jammers / Stand Off Jammers 	<ul style="list-style-type: none"> Potential large market with future tenders Requirement across Army, Air Force and Navy

Existing Successful development					
	 <p>Radar Warning Receiver</p>	 <p>ELINT DF System</p>	 <p>V/U/SHF Monitoring Receiver</p>	 <p>VHF/UHF/SHF Receiver Processor Exciter</p>	 <p>5 Channel Search Receiver</p>

4

Product	Demonstrated Capabilities	Potential Opportunity
<p>Communication Systems</p>	<ul style="list-style-type: none"> Developed SDR Platform for <ul style="list-style-type: none"> Fighter Aircrafts Radio Relay for Airborne Platforms/UAVs Radio Relays 	<ul style="list-style-type: none"> Military Radars, Radio Relays, etc. are being procured under emergency Fast Track procurement Large volume requirements Requirement across Army, Navy and Air Force

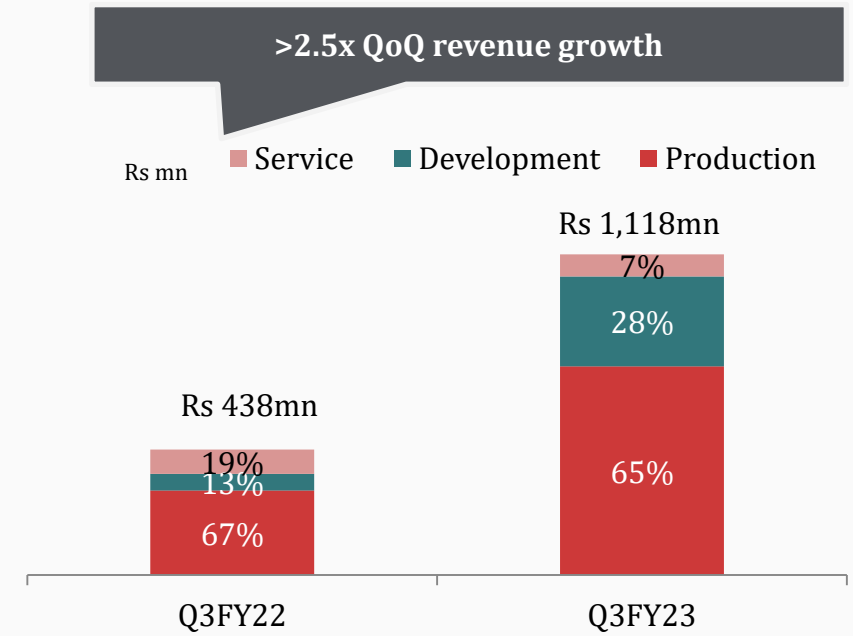
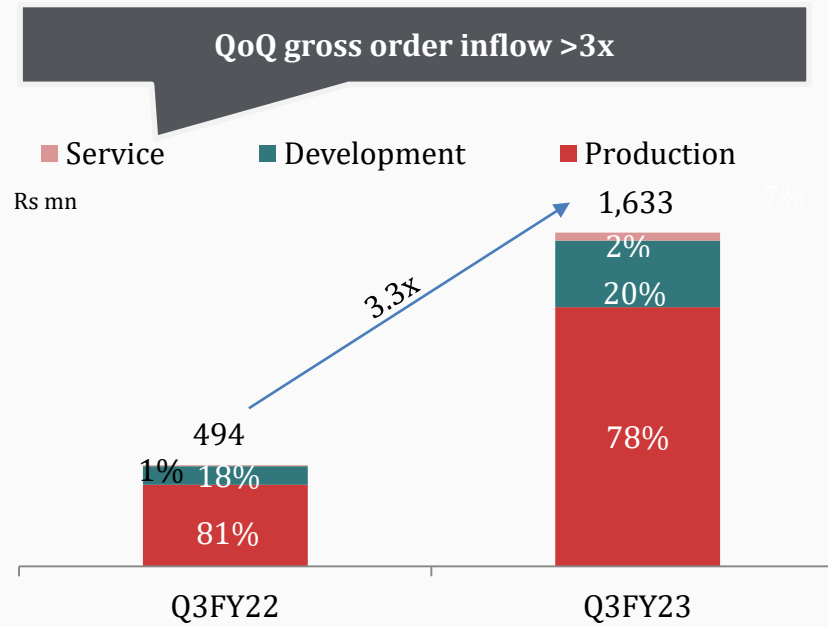
Existing Successful development			
	 <p>Communication / Data Link</p>	 <p>Programmable Radio Hardware Platform Type I & II</p>	 <p>Radio Relay</p>



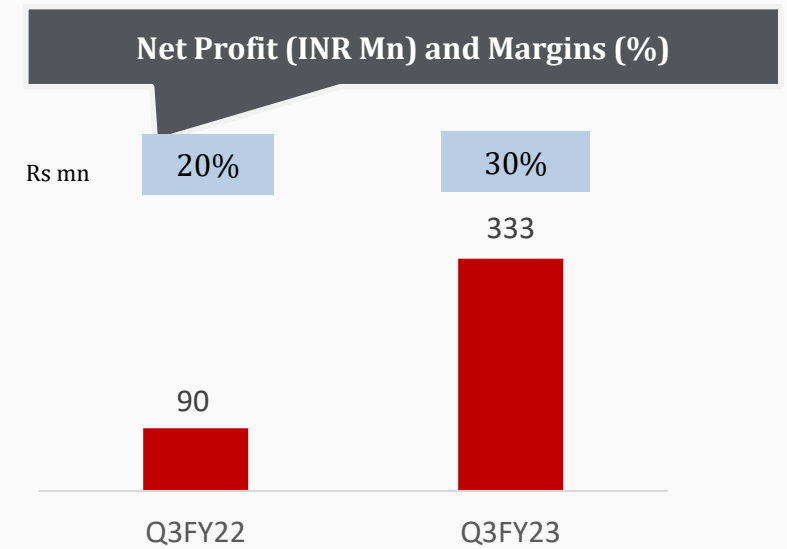
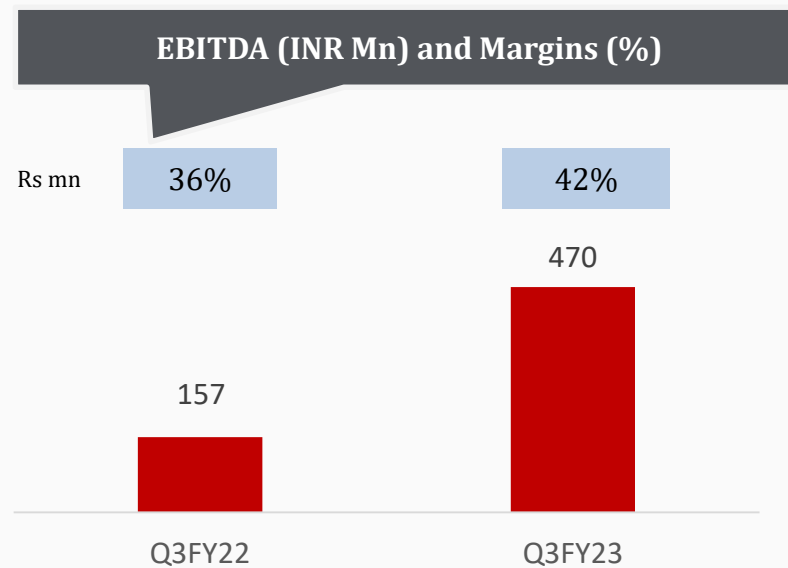
Financial Performance

And a Robust Q3 performance

Strong QoQ order inflow and revenue growth



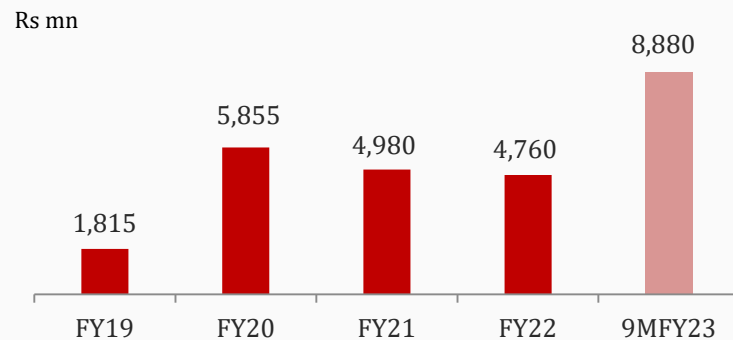
Significant Improvement in EBITDA and PAT margins



Consistent track record of profitable growth due to a scalable business model

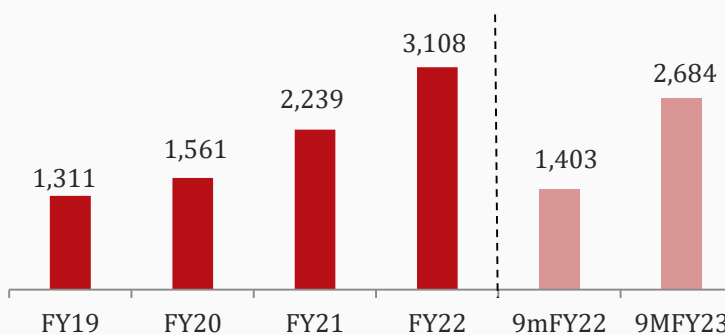
52%+ growth CAGR FY19-9mFY23

Order Book



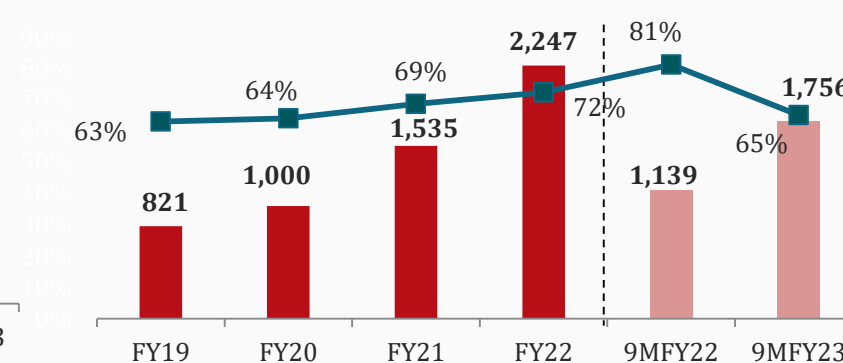
~ 33% Revenue CAGR from FY19-FY22

Revenue from operations



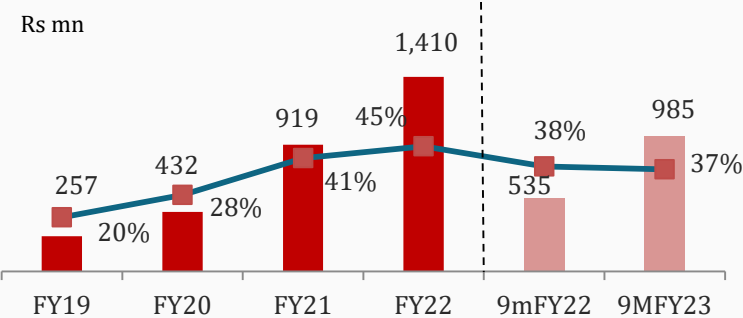
High Gross margin

Gross Margins & Gross Margins %



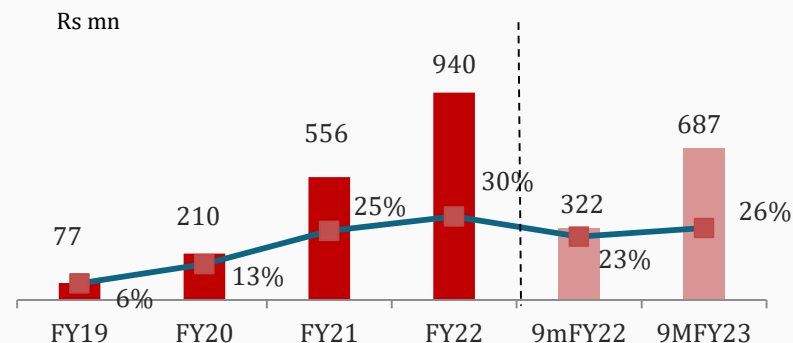
~ 76% EBITDA CAGR from FY19-FY22

EBITDA & EBITDA Margins



Improving PAT Margins

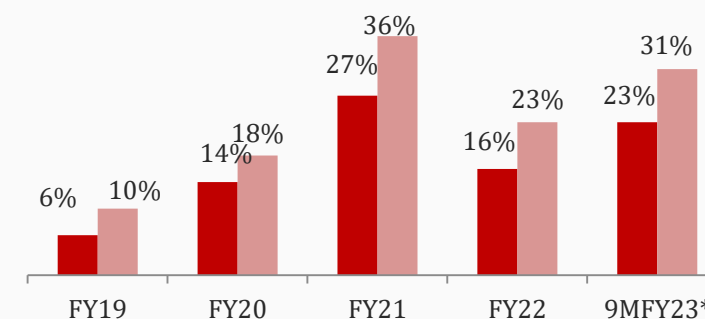
PAT and PAT margins



Improving ROE and ROCE¹

■ ROE ■ ROCE

Lower debt levels with Debt equity ratio reducing from 0.45x in Mar-19 to 0.02x in Sep-22



1. ROE = PAT/Closing Equity; ROCE = EBIT/Closing Capital Employed

*9m RoE and RoCEs are annualized



Appendix

Competencies built over the past 30+ years

Reusable building blocks

Produces 1,000+ building blocks that can be used on multiple end systems in defence and aerospace



Building blocks have laid the foundation of own products



Setup the complete system from building blocks, designed in-house with IP



Spreading out the development costs over multiple programmes



COTS Components are fast becoming the building blocks of defence equipment

End-to-end capabilities

Among the few Indian company having design capabilities across the entire spectrum of strategic aerospace and defence electronics solutions¹



In-house Design to Delivery

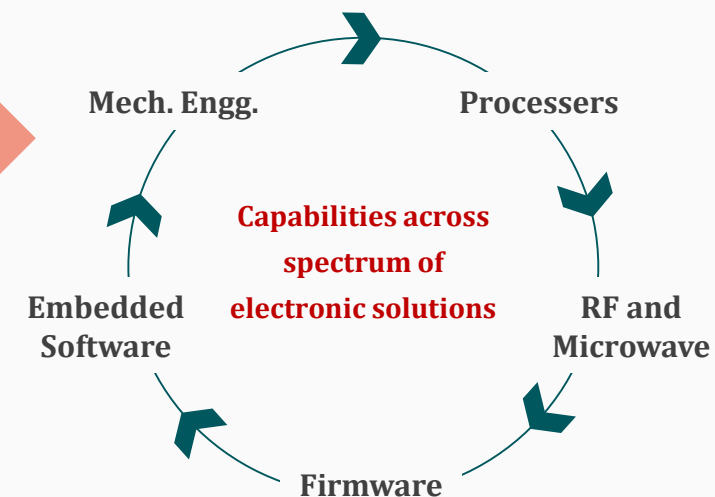


Complete systems / sub-systems



Across platforms – space, air, land and sea

Capabilities built over 3 decades



1.. Basis F&S report on "Defence and Space Market" dated 29 November 2021 as included in the RHP

State of the Art Manufacturing Facilities

~ 5.75 Acres

Of land in Chennai, SIPCOT area

~ 100,000 sq. ft

Aggregate of built up area of manufacturing facility

~2.81 acres

Land for proposed expansion



Environmental Certification

- JSS55555

- MIL-STD-461

- MIL-STD-810 including for Highly Accelerated Life Test / Highly accelerated stress screening.

Key features of manufacturing facility

- ✓ 100,000 class clean room
- ✓ Electronic assembly facility
- ✓ Manual soldering certified to Space grade standards
- ✓ EMS assembly capacity of 600 boards per day
- ✓ Capability to handle complex boards with 22 layer, 6k components and 21k solder points
- ✓ Dedicated Mechanical assembly stations to assemble small and large systems

and various others...

Proposed expansion

- ✓ Spent Rs 358 Mn till Dec 22 for expansion of the new facility
- ✓ Proposed doubling of floor area and manufacturing infrastructure
- ✓ Addition of large & heavy equipment, integration of large radars & mobile electronic surveillance & monitoring systems.
- ✓ Expected to get fully operational soon

Manufacturing facility at Chennai, India



← Expansion → ← Existing Facility Enhancement →



- Large Systems Integration Hangar
- Complete Radar Integration
- Electronic Surveillance & Monitoring Vehicle Integration
- Additional Test Facility
- Augmented Environmental Test Infrastructure

- Augmented Design & Development Facility
- Additional Space For Design and Development Resources
- Clean Room for Satellite Integration
- Additional EMS Line
- Multi Ton material handling



EMS Line



Multizone Reflow Oven



X ray inspection system

Highly Reputed and an Experienced Management Team



Mr. Srinivasagopalan Rangarajan

Promoter, Chairman & Managing Director

- Over 3 decades of experience in business development, corporate affairs, finance and marketing
- B.Tech in Chemical Engineering from University of Madras, M.S from IIT, Madras



Ms. Rekha Murthy Rangarajan

Promoter, Whole Time Director

- Over 3 decades of experience in administration, facility maintenance, HRD, process engineering and special projects
- B.A from Bangalore University, M.A in applied Psychology from Madras University



Mr. Vijay Ananth K

Whole Time Director, COO and Chief Information Security Officer

- Over 2 decades of experience in software engineering and product management
- BCS from Manomanian Sundaranar University and Masters degree in computer applications from the University of Madras
- *Associated with Data Patterns – 20+ years*



Mr. Venkata Subramanian Venkatachalam

Chief Financial Officer

- Over 2 decades of experience in finance sector
- B.Com from Madurai Kamaraj University, Member of ICAI
- *Associated with Data Patterns – 20+ years*



Mr. Desinguraja Parthasarathy

Chief Technology Officer

- 32 years experience in product development
- B.E from University of Madras
- *Associated with Data Patterns – 30+ years*



Mr. Thomas Mathuram Susikaran

SVP – Business Development

- 21 years of experience in Business Development and marketing
- B.E from Madurai Kamaraj University and a Masters' degree of tech in electrical engineering, IIT – Madras
- *Associated with Data Patterns – 20+ years*



Ms. Manvi Bhasin

Company Secretary and Compliance Officer

- 3 years of experience in legal and secretarial matters
- PGDM from Lal Bahadur Shastri Institute,, Associate of the ICSI
- *Joined Data Patterns in 2021*

Well Rounded and Diverse Board



Mr. Prasad Raghava Menon

Non-executive, Independent Director

- Served as Managing Director of Tata Chemicals Ltd and Ex-Tata Power Company Ltd.
- Bachelor's degree from IIT, Kharagpur



Mr. Sowmyan Ramakrishnan

Non-executive, Independent Director

- Ex-Executive Director and CFO of Tata Power.
- Bachelor's degree in technology (mechanical engineering) from IIT-M and a PG Diploma in Business Administration from IIM-A and M.A from Department of Oriental Studies and Research



Mr. Vadlamani Venkata Rama Sastry

Non-executive, Independent Director

- Retired Chairman and M.D of Bharat Electronics Limited and ex-Executive Director of Centre for Development of Telematics
- B.Sc and B.E in electronics and communication from Andhra University



Ms. Anuradha Sharma

Non-executive, Independent Director

- Founder of H.R. Practice Private Limited.
- Directorship in Gokaldas Exports Limited and Peopable Advisory Services Private Limited
- Graduate from Xavier School of Management



Mr. Mathew Cyriac

Nominee Director

- 23 years of experience in investment banking and private equity.
- Previously associated with Blackstone Advisors, Bank of America, DLJ Merchant Banking Partners and Credit Suisse
- Bachelor's degree in technology (mechanical engineering) from Anna University and Post graduate diploma in management from IIM-B (gold medalist)

Well-Positioned to benefit from Make in India Opportunity

Focused on designing & developing indigenized products making it a beneficiary of India's "AtmaNirbhar" defence structural reforms

- ✓ Focused on designing and building own products across the manufacturing value chain to developing products and sub-systems
- ✓ Well positioned to rapidly commercialise or **scale-up a number of existing products or building blocks to end systems** or complete solutions
- ✓ Concentrate on building complete systems from the building blocks and sub-systems already developed, provides a **higher value addition while distributing development costs**

Examples:



Wind profile radar built for Cochin University of Science and Technology is the world's first 205MHz radar – complete in house development



Using the experience of working with DRDO and development of wind profile radar, the company successfully bid and won a contract of Rs 380Cr from **Ministry of Defence for nine precision approach radars** for Navy and Airforce which are currently at delivery stage



Developed and deployed our first Nano Satellite in 2017



Subsequently received contracts to build 2 more Nano Satellites



Developed and supplied Military COTS type processor for DRDO



Subsequently redeployed for other projects by various DRDO laboratories including in naval applications in ships & helicopters

Defence Modernization Program



Arudhra Radar



Light weight ESM requirements



Ashwini LLTR



Airborne surveillance radar



Dharashakti programme



Radar Warning Receivers

Historical Statement of Profit and Loss

Particulars (Rs. Mn)	FY20	FY21	FY22	9mFY22	9mFY23
Revenue from Contract with Customers	1,561	2,239	3,108	1,403	2,684
Other Income	41	26	40	14	54
Total Revenue	1,602	2,265	3,148	1,417	2,738
Expenses:					
a) Cost of materials consumed	532	630	916	390	1,203
b) Changes in inventories of FG, WIP and SIT	29	74	-55	-126	-275
c) Employee benefits expenses	423	484	624	452	551
d) Finance cost	133	145	110	75	49
e) Depreciation / Amortization	55	56	66	48	62
f) Other expenses	146	131	213	151	220
Total Expenses	1,318	1,520	1,874	990	1,810
Profit before tax	284	745	1,274	426	928
Tax expense	74	189	334	105	241
Profit(Loss)for the period	210	556	940	322	687
Other Comprehensive Income	0	-10	-12	1	-1
Total Comprehensive Income for the year	210	546	928	323	686
<i>PAT%</i>	<i>13.1%</i>	<i>24.5%</i>	<i>29.9%</i>	<i>22.7%</i>	<i>25.1%</i>
EBITDA	432	919	1410	535	985
<i>EBITDA margin%</i>	<i>27.7%</i>	<i>41.1%</i>	<i>45.4%</i>	<i>38.1%</i>	<i>36.7%</i>
<i>Return on Equity¹</i>	<i>13.7%</i>	<i>26.8%</i>	<i>16.4%</i>	<i>17.0%*</i>	<i>22.7%*</i>

*9m RoE

1. ROE = PAT/Closing Equity;

Historical Balance Sheet

Particulars (Rs. Mn)	Mar-20	Mar-21	Mar-22	Sep-22
ASSETS				
Non-current assets				
(a) Property, Plant and Equipment	278	292	442	476
(b) Capital Work in Progress	-	-	173	248
(c) Intangible Assets	2	6	14	17
(d) Right of Use Assets	54	32	20	192
(e) Others*	465	341	1,219	1,135
Total non-current assets	799	671	1,868	2,068
Current assets				
(a) Inventories	794	737	1,198	1,778
(b) Financial Assets				
(i) Trade receivables	1,156	1,559	1,983	2,497
(ii) Cash and cash equivalents	15	88	1,771	104
(iii) Other Financial Assets	37	51	90	673
(c) Other current assets	153	178	158	139
Total current assets	2,155	2,613	5,200	5,191
TOTAL ASSETS	2,954	3,284	7,068	7,259

Particulars (Rs. Mn)	Mar-20	Mar-21	Mar-22	Sep-22
EQUITY AND LIABILITIES				
Equity				
(a) Share capital	17	17	104	104
(b) Other Equity	1,518	2,061	5,641	5,812
Total equity and liabilities	1,535	2,078	5,745	5,916
Liabilities				
Non-current liabilities				
(a) Financial Liabilities				
(i) Borrowings	6	98	7	5
(ii) Lease Liabilities	38	24	11	9
(b) Provisions	56	85	112	119
(c) Deferred Tax Liability (Net)	8	8	-	-
(d) Other Non Current liabilities	143	274	157	88
Total non-current liabilities	251	489	287	221
Current liabilities				
(a) Financial Liabilities				
(i) Borrowings	600	235	60	114
(ii) Trade payables	173	120	382	542
(iii) Other Financial Liabilities	79	40	221	126
(iv) Lease Liabilities	21	15	13	13
(b) Other current liabilities	225	246	227	312
(c) Provisions	15	10	7	8
(d) Current tax Liabilities	55	51	126	7
Total current liabilities	1,167	717	1,036	1,123
TOTAL EQUITY AND LIABILITIES	2,954	3,284	7,068	7,259

*Others include Deferred Tax Assets, Other Financial Assets and Other non-current assets

Historical Cash Flow

Particulars (Rs. Mn)	Mar-20	Mar-21	Mar-22	Sep-22
Net Profit before tax	284	745	1,274	481
Adjustments for :				
Add : Depreciation	55	56	66	41
Add : Interest And Finance Charges	133	145	110	28
Less: Profit on sale of assets	-2	-1	-	
Less: Interest Income	-26	-22	-40	-35
Less: Gain/ loss on disposal of Right of Use of Asset	-	-		
Operating Profit Before Working Capital Changes	444	923	1,410	515
Adjustments For Working Capital Movements :	-264	-190	-624	-995
Cash Generated From Operations	180	733	786	-480
Direct Taxes (Paid) /adjusted	-28	-190	-284	-240
Net Cash flow From Operating Activities (A)	152	543	502	-720
Cash Flow From Investing Activities (B)	14	-27	-1,178	-612
Cash Flow From Financing Activities (C)	-154	-443	2,359	-335
Net Increase in Cash & Cash Equivalents (A+B+C)	12	73	1,683	-1,667
Cash & Cash Equivalent At The Beginning Of The Year	3	15	88	1,771
Cash & Cash Equivalent At The End Of The Year	15	88	1,771	104



Thank You

**Made in India
with Pride**

