DATA PATTERNS

Date: 09.02.2022

To
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex,
Bandra(E),
Mumbai -400051
NSE Symbol- DATAPATTNS

To
BSE Limited
25th Floor, P.J. Towers,
Dalal Street,
Mumbai- 400 001
Company Code: 543428

Sub: Investor's Presentation

Dear Sir/Madam,

In pursuance to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith revised earnings presentation for quarter ended 31st December, 2021.

A copy of the said presentation is also being uploaded on the Company's website.

Thanking You

For **Data Patterns (India) Limited**

Manvi Bhasin
Company Secretary and Compliance Officer

DATA PATTERNS (INDIA) LIMITED
CHENNAI

Encl as above

DATA PATTERNS (INDIA) LTD.
(Formerly known as Indus Teqsite Pvt. Ltd.)
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Off Rajiv Gandhi Salai (OMR) Chennai - 603 103
Tel: +91 44 4741 4000 | Fax: +91 44 4741 4444
Website: www.datapatternsindia.com
CIN: L72200TN1998PLC061236

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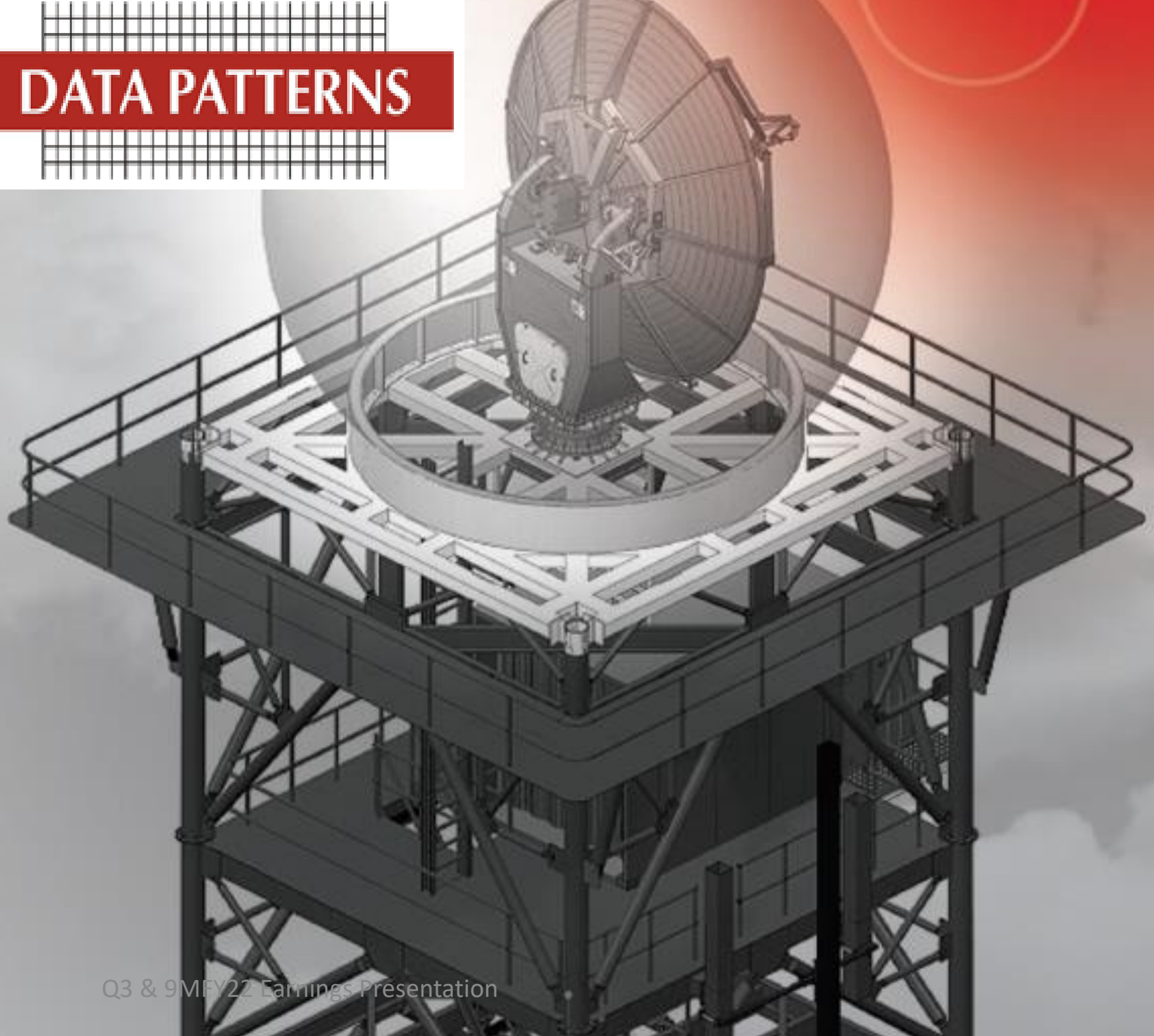

Data Patterns (India) Limited

Investor Presentation

Q3 and 9MFY22

8th February 2022

Disclaimer

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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward –looking statement that may be made from time to time by or on behalf of the company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. The Company does not make any promise to update/provide such presentation along with results to be declared in the coming years.

DATA PATTERNS

Q3 and 9M Performance

Growth Par Excellence

Mr. Srinivasagopalan Rangarajan
Promoter, Chairman & Managing Director

"We debut with strong earnings in our first results post IPO. In Q3FY22 our topline has doubled and we have maintained high profitability. Our strong order book and bidding pipeline gives us good visibility of strong growth trajectory. Macro environment remains favorable, and we are confident of delivering superior performance over next few years. We maintain our focus on superior project execution, developing high quality products and delivering cost efficient solutions to other customers".

Consistent Growth

Strong order book as on 31st December is at Rs 5,770mn

Revenue grew 2x YOY to Rs 438mn; EBITDA increased 32x YOY

Healthy EBITDA Margins of 35.7% for Q3 and 38.1% for 9M period

Strong Balance Sheet; Net Debt Free Company

High Return ratios - RoE and RoCE at 29% and 34% on TTM basis

Strong revenue visibility – Expected to maintain the growth trajectory

Working with ISRO for last 20 Years

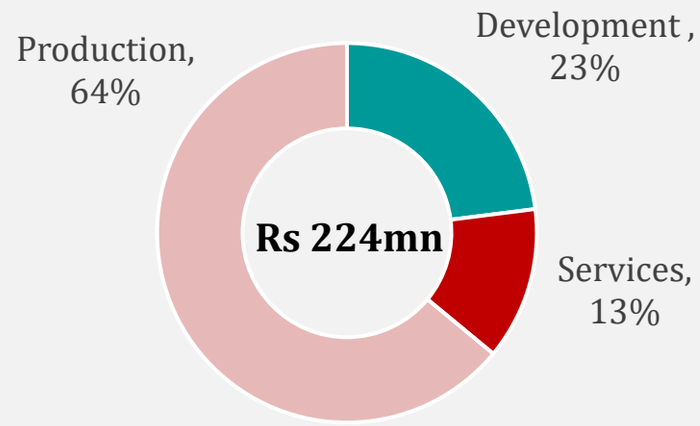
C Band DWR Antenna

Financial Highlights of Q3 and 9MFY22

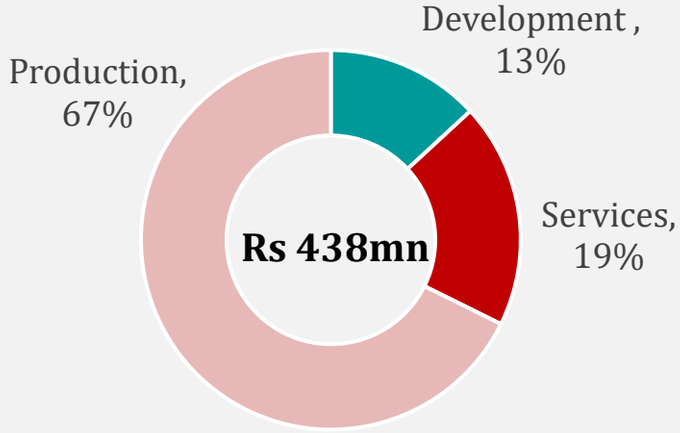
Particulars (Rs. Mn)	Q3FY22	Q3FY21	YoY(%)	Q2FY22	QoQ (%)	9MFY22	9MFY21	YoY (%)
Revenue from Operations	**438**	**224**	**96**	**592**	**-26**	**1,403**	**669**	**110**
Gross Profit	386	175	121	418	-8	1,139	455	150
Gross Profit Margin (%)	***88.0***	***78.0***	***10***	***70.5***	***18***	***81.2***	***68.1***	***13***
EBITDA	**157**	**5**	**-**	**210**	**-26**	**535**	**35**	**-**
EBITDA Margin (%)	***35.7***	***2.1***	***34***	***35.5***	***0.1***	***38.1***	***5.2***	***33***
Depreciation / Amortization	17	15	18	16	9	48	42	13
Other Income	7	5	30	6	27	14	19	-27
EBIT	**139**	**-10**	**-**	**195**	**-28**	**487**	**-7**	**-**
EBIT Margin (%)	***31.8***	***-4.5***	***36***	***32.8***	***-1***	***34.7***	***-1.1***	***36***
Finance Cost	27	39	-31	29	-8	75	113	-34
PBT	**120**	**-43**	**-**	**171**	**-30**	**426**	**-102**	**-**
Tax expense	30	1	-	42	-30	105	2	-
Profit(Loss)for the period	**90**	**-44**	**-**	**129**	**-30**	**322**	**-104**	**-**
PAT Margin (%)	***20.6***	***-19.6***	***40***	***21.8***	***-120***	***22.9***	***-15.5***	***38***
EPS (Rs)	1.9	-0.9		2.8		6.9	-2.2	

Revenue Composition Improving

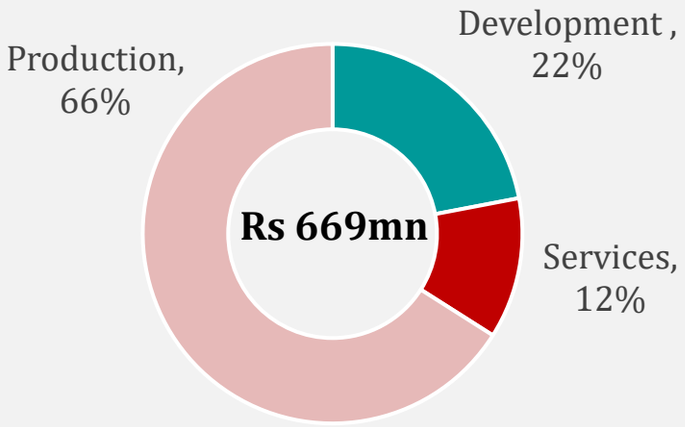
Revenue Q3FY21



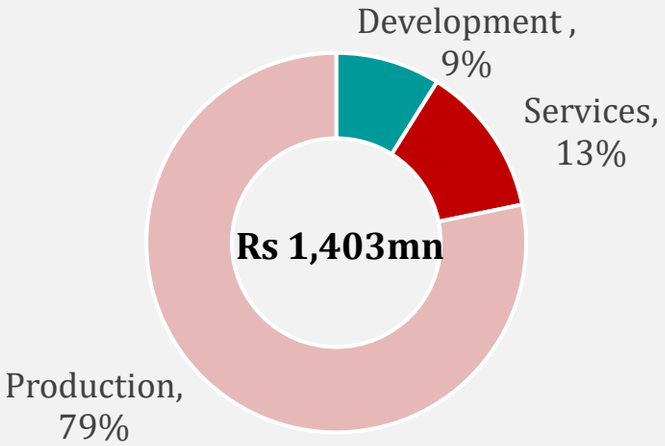
Revenue Q3FY22



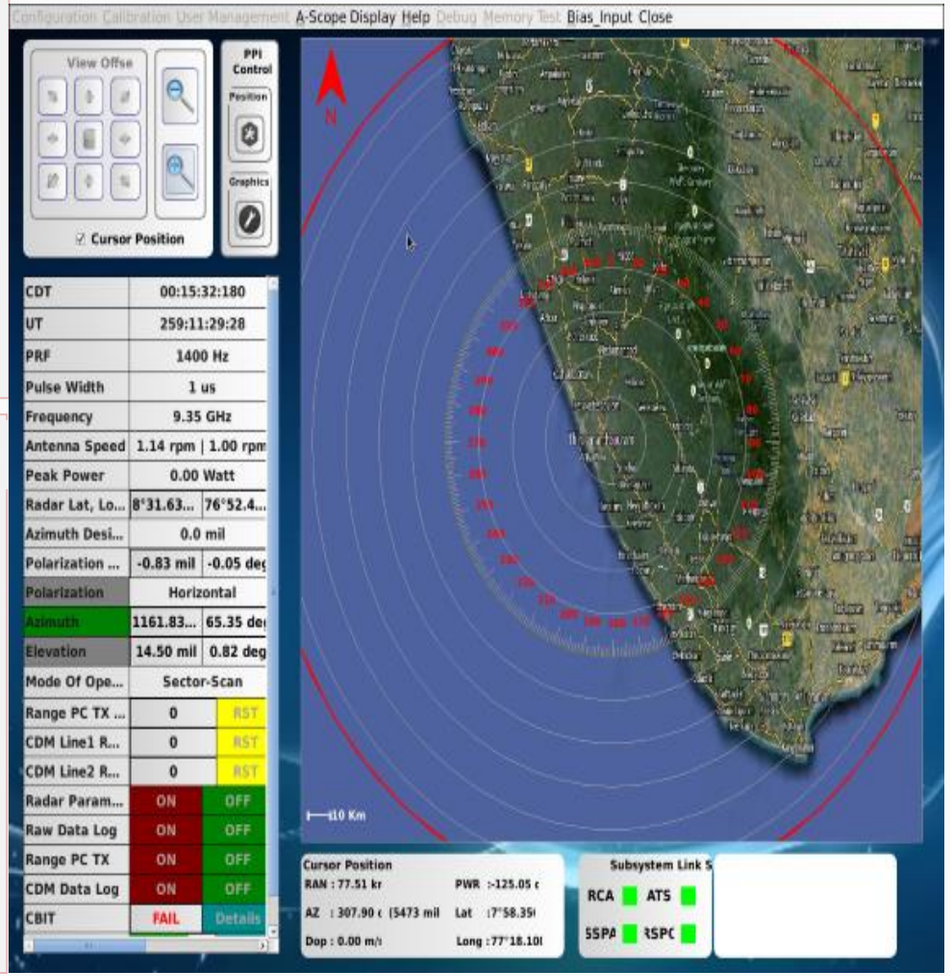
Revenue 9MFY21



Revenue 9M FY22

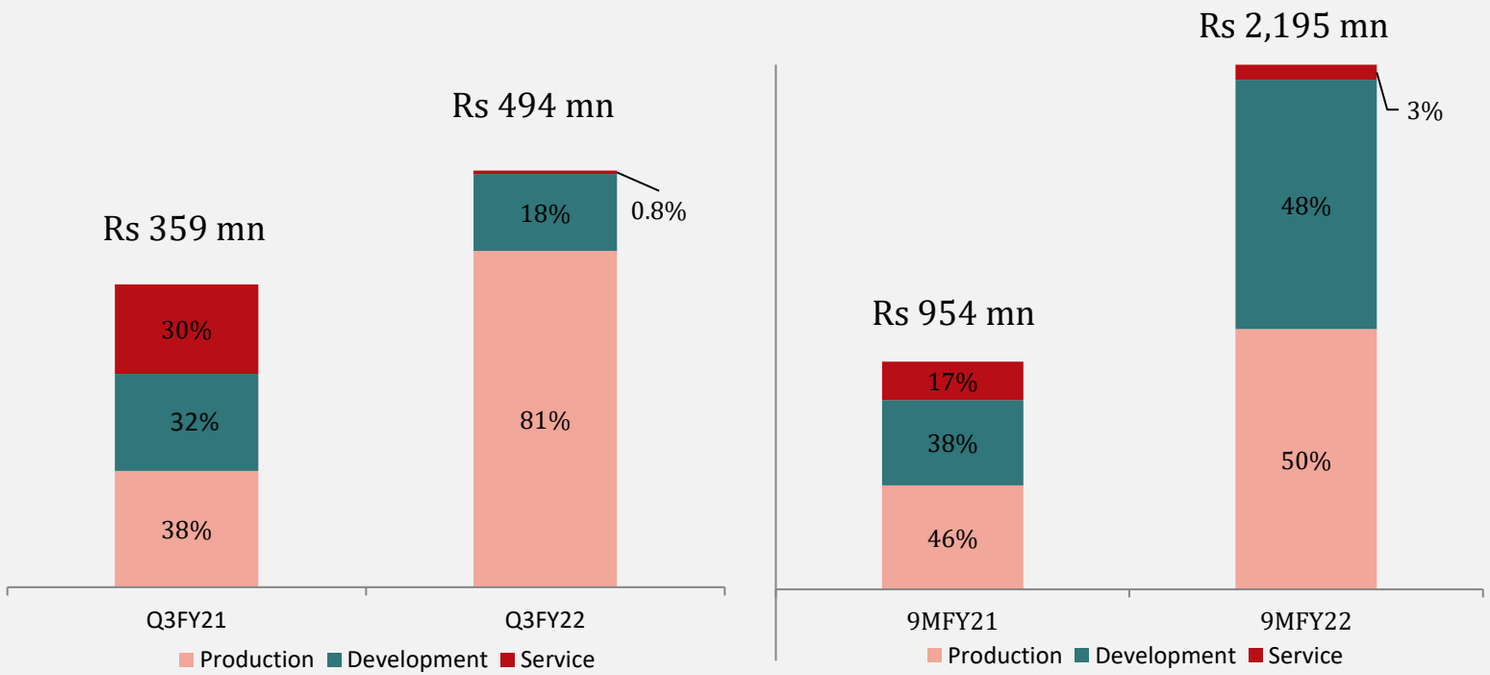


Sriharikota Launch Countdown System operating for 2 decades without failure

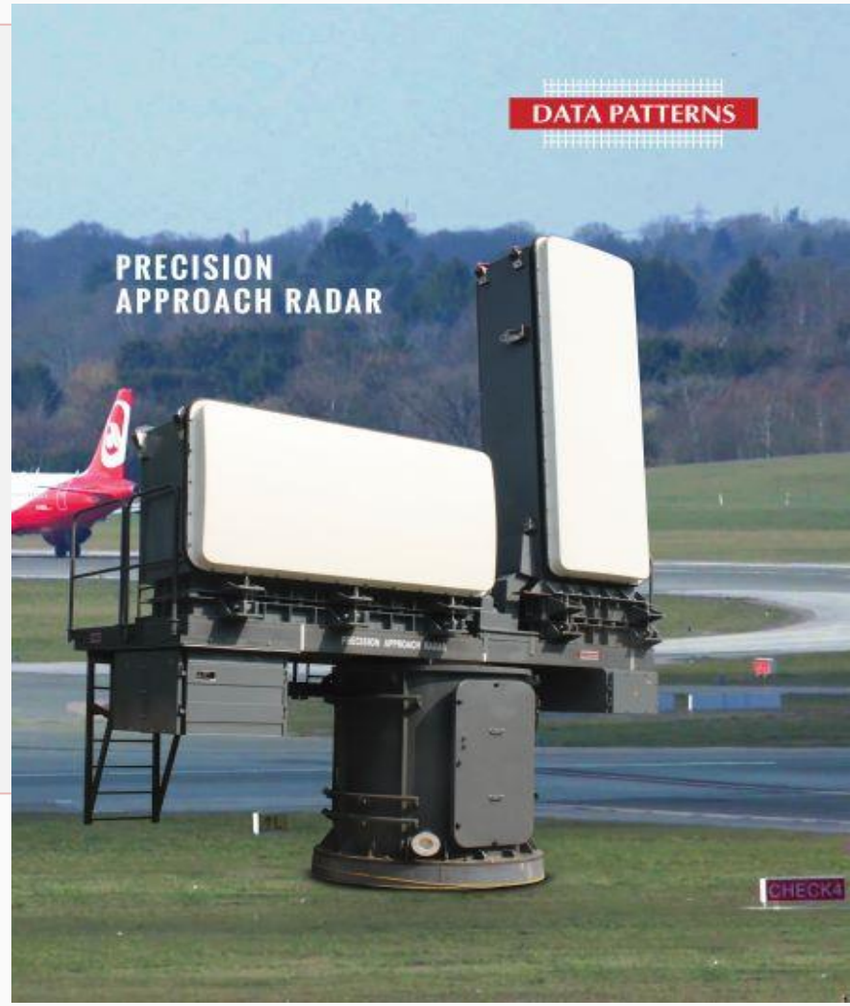


Driven by Strong Order Inflows

Order Inflows – Q3FY22 and 9MFY22

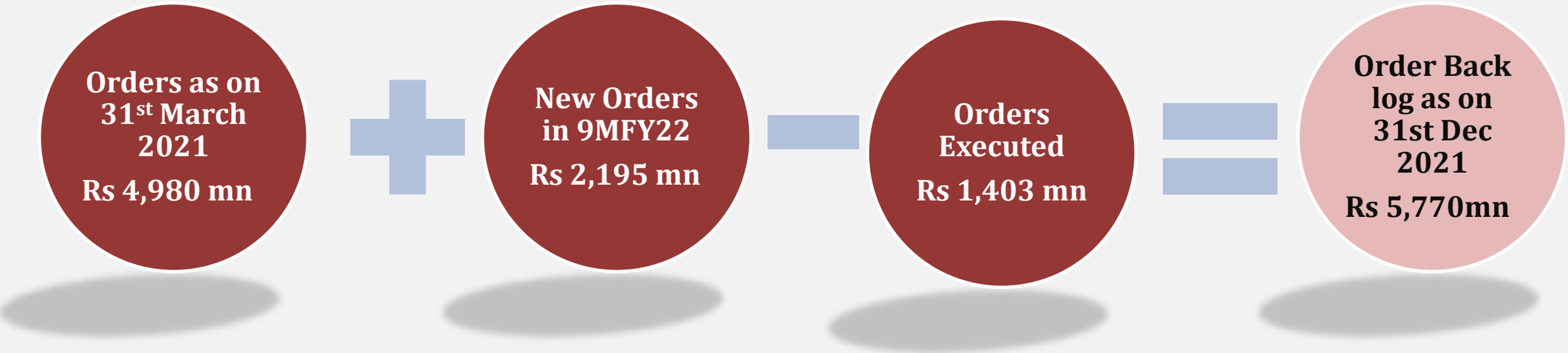


Strong team of 450+ Engineers



Expected order inflow of Rs 500+cr in next one year

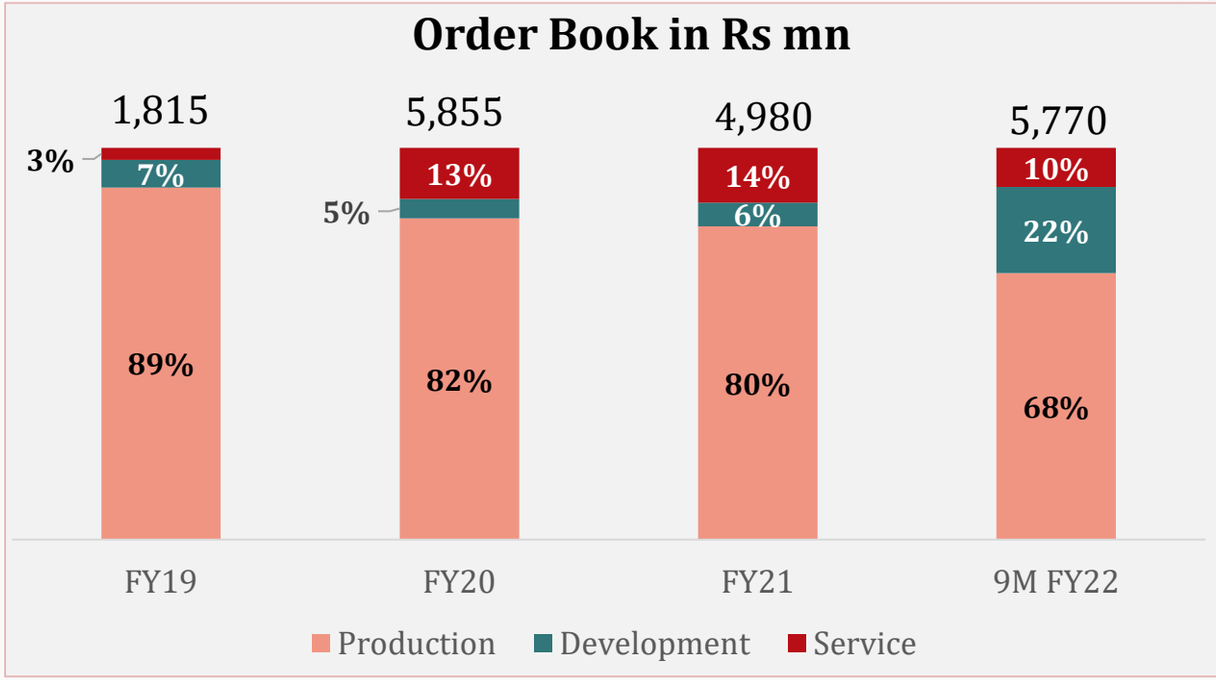
Order Book Buildup in 9MFY22

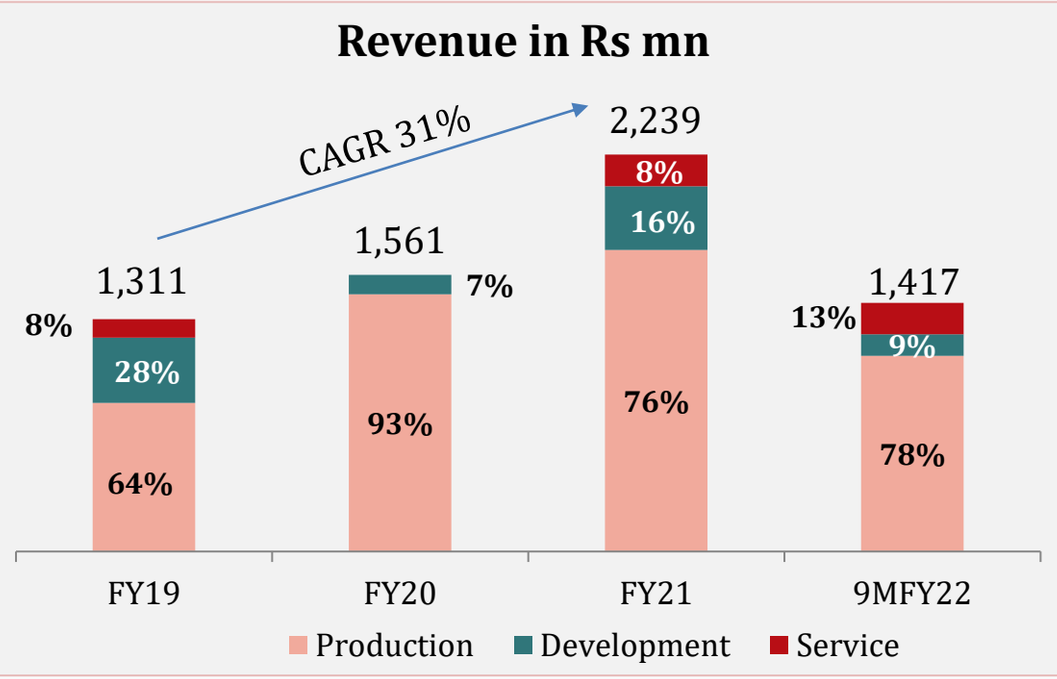


On track to have a strong order book in the current year

Diversified Order Book and Revenue Portfolio

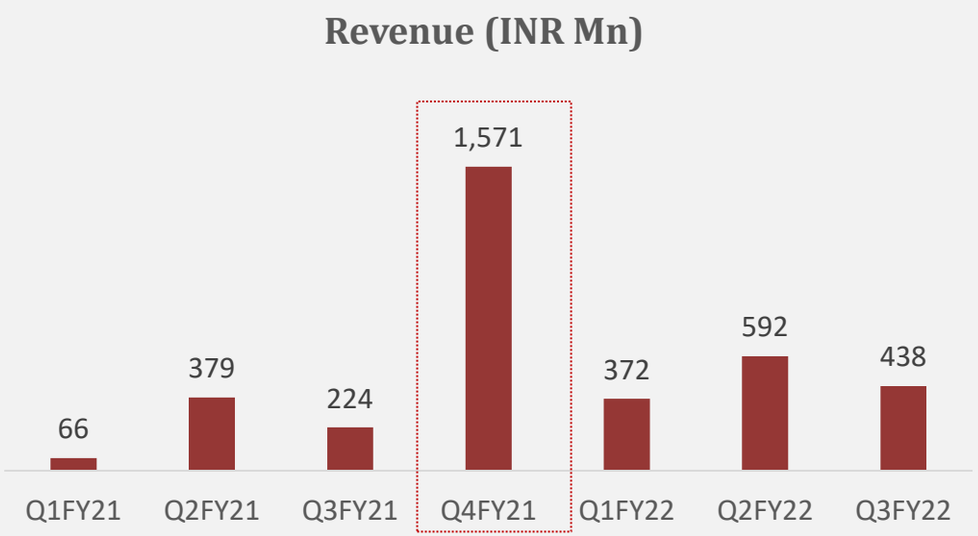
Developmental contracts/order book translates to strong production revenues

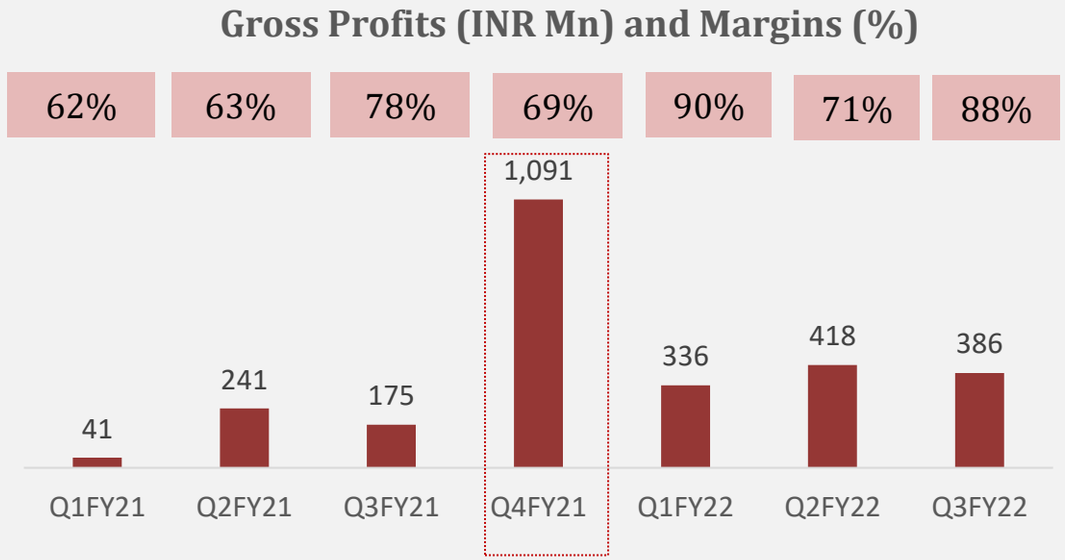


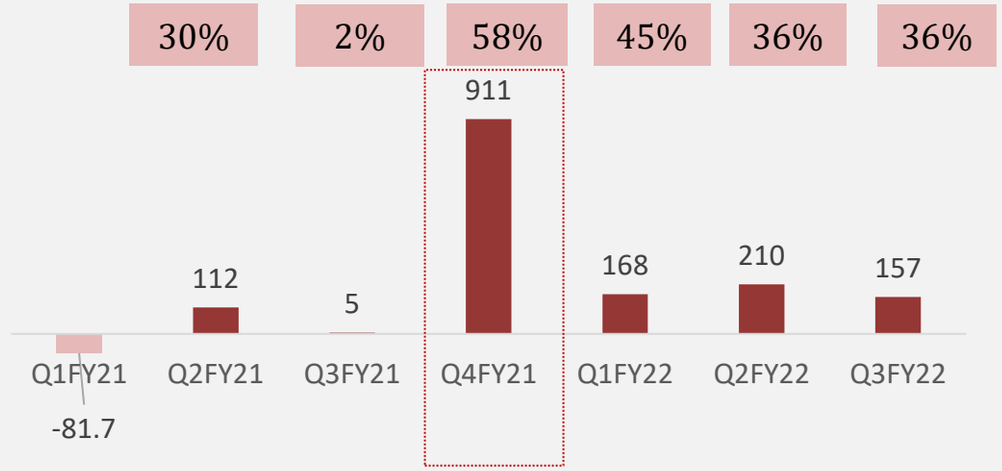


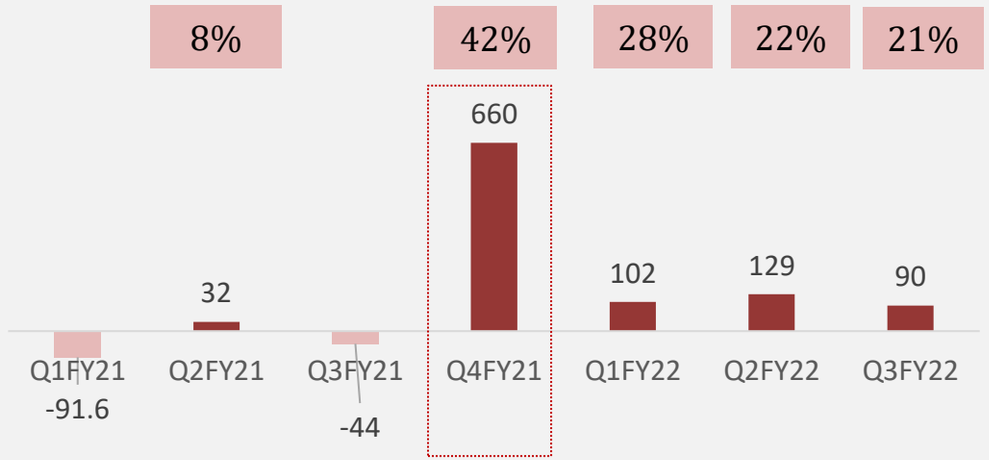
- **Robust development contracts order book ensures higher production contracts visibility**
- **Bill to book ratio improving significantly; Growing Service contract order book to lend stability**
- **Revenue seasonality reducing but high – Q4 is still >50% of yearly revenue**

Robust Performance : Seasonality Improving but Q4 still Significant



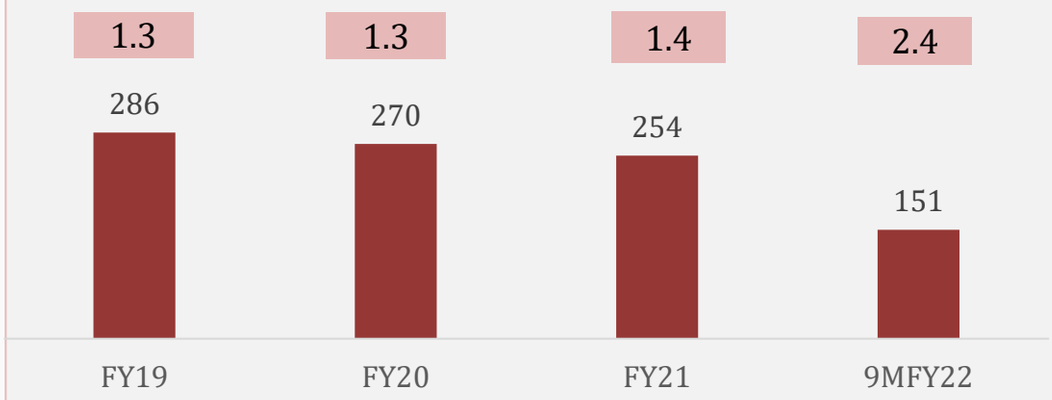




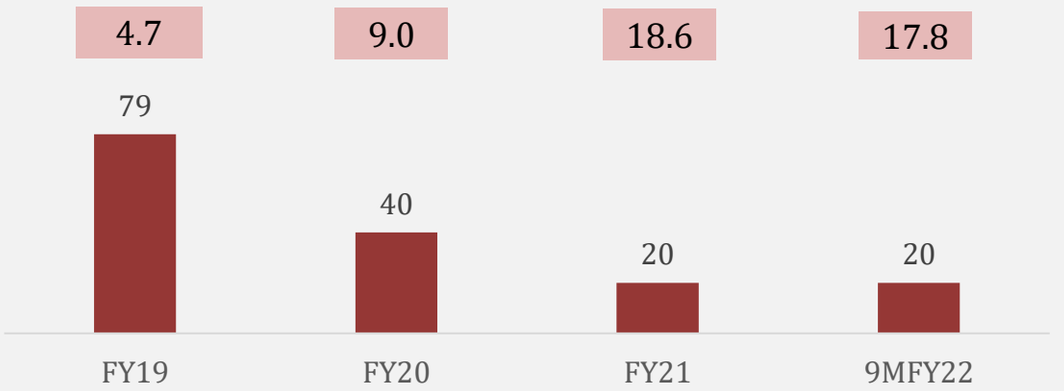


Working Efficiently

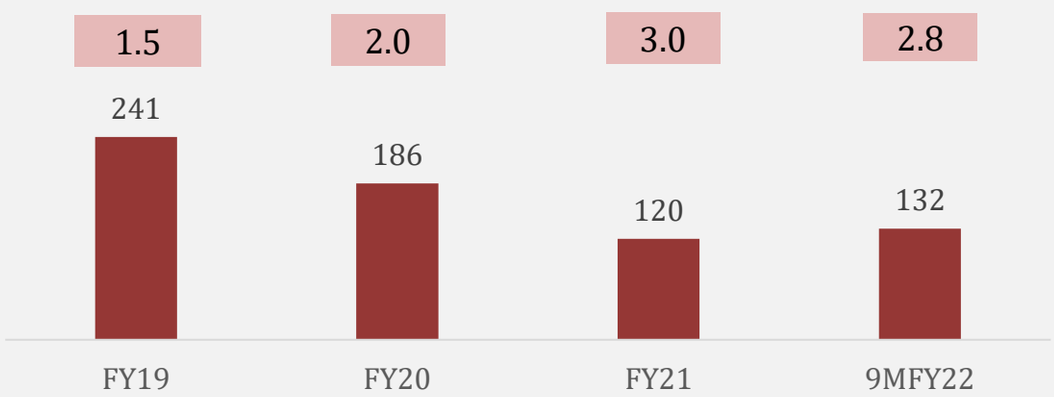
Debtor Days and T/O Ratio



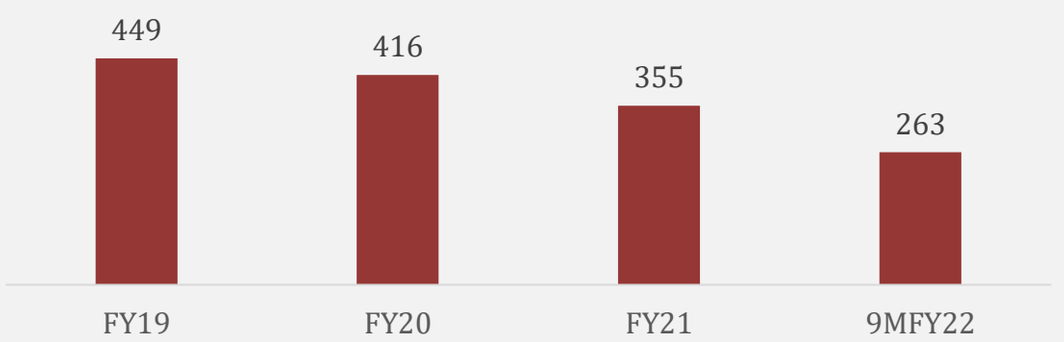
Creditor Days and T/O Ratio



Inventory Days and T/O Ratio



Cash Conversion Cycle



- 9MFY22 WC is calculated on TTM revenue basis
- All Days are calculated on revenue

Domestic Push for Defence; Budget 2023

Increased Defence Expenditure

1. Govt increased the defence expenditure from Rs 4.8lacs cr to Rs 5.2lac cr in FY23 ith a major push on procurement of weapons and military platforms from domestic manufacturers

Data Patterns well positioned Leverage its strong and strategic position in Defence and Aerospace segment

Collaboration with Private Sector R&D

2. 25% of the allocation for defence research and development (R&D) will be kept for collaboration with the private sector

Data Patterns has Strong focus on R&D; led by team of technocrats

Thrust on Make in India

3. 68% of the outlay for defence procurement will be set aside for buying from domestic industry

Budgetary allocation for the Ministry of Defence

	2019-20	2020-21	2021-22	2022-23 (Budgetary Estimate)
Defence services (Revenue)	2,23,240.83	2,24,351.76	2,38,717.09	2,39,743.71
Capital outlay	1,11,092	1,34,304.92	1,38,850.90	1,52,369.61
Defence pensions	1,17,810	1,28,065.88	1,16,878	1,19,696

Source: Ministry of Finance, all figures in INR crore

Mint

Budget 2022: ₹5.25 lakh cr allocated for defence, focus on domestic players

Union Budget 2022-23: The central government on Tuesday increased the defence budget to ₹5.25 lakh crore for 2022-23 from last year's...

2 days ago

ORF

Defence budget 2022-23: Securing India, pursuing self-reliance

Defence budget 2022-23: Securing India, pursuing self-reliance ; 2019-20, 2020-21 ; Defence services (Revenue), 2,23,240.83, 2,24,351.76 ; Capital...

1 day ago

The Wire

With Focus on 'Self-Reliance' in Defence, Budget Provides 68% Allocation To Domestic Industry

Investment Thesis

Well Positioned to benefit from GOI thrust on 'Make in India'

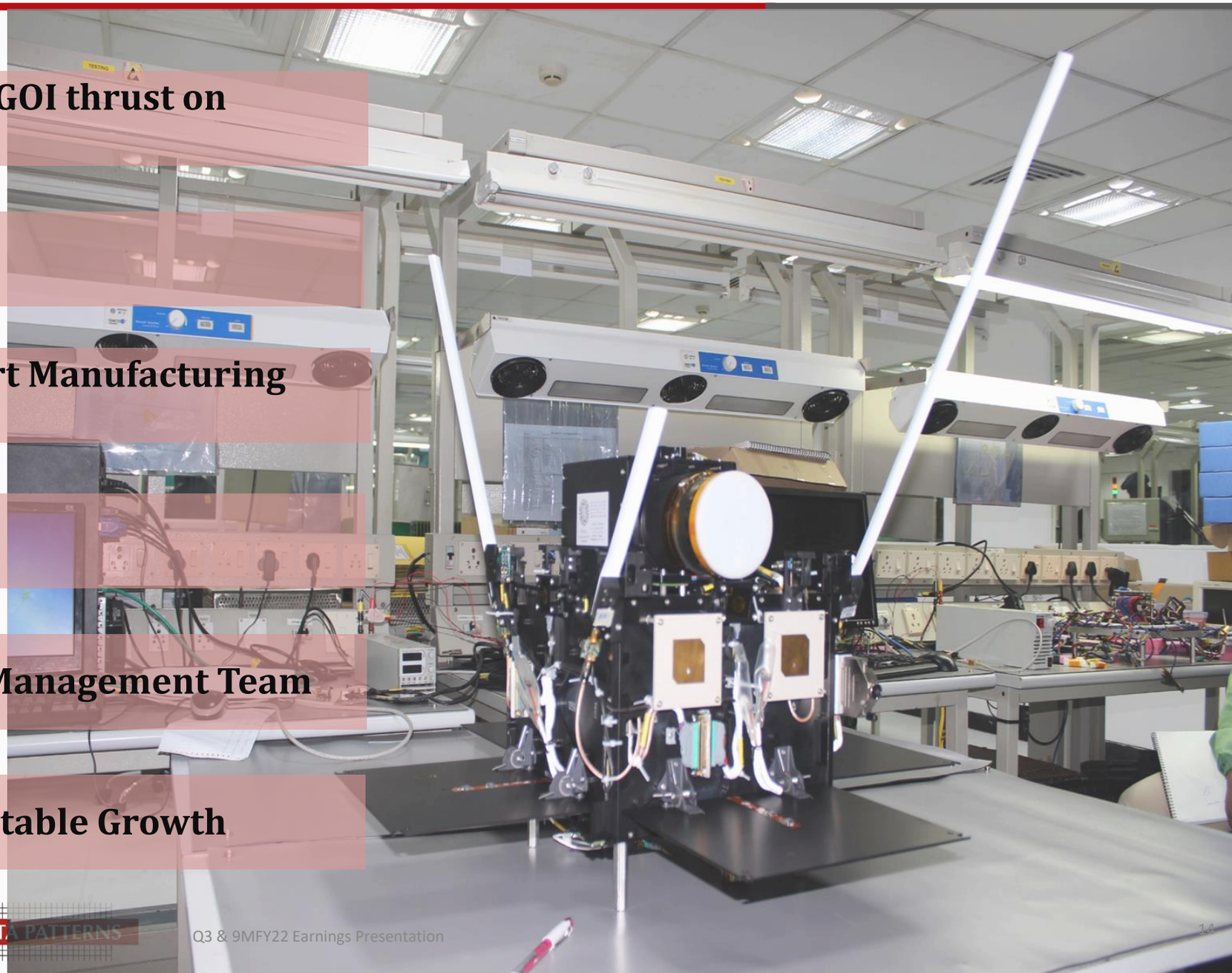
De-risked Business Model

Well Invested and State of the Art Manufacturing Facilities

Growing Order Book

Well Reputed and Experienced Management Team

Consistent Track Record of Profitable Growth



DATA PATTERNS

Corporate Overview

Data Patterns – One of the fastest growing companies in the Defence and Aerospace Electronics sector in India…

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

1. Vertically integrated defence and aerospace electronics solutions with end to end capabilities and a large addressable market
   - **Defence** **Aerospace**
   - **30+** Years of experience
2. Focused on in-house development and manufacturing facilities led by innovation and design and development efforts
   - **Design to Delivery**
   - Products supplied for programmes **LCA-Tejas, Light Utility Helicopter, BrahMos missile**
3. Beneficiary of shifting procurement trends in Defence – Aatma Nirbhar Bharat , Make in India, new defence acquisition policies among others
   - **TAM of USD 4.65 bn by 2030** growing at CAGR – 9% from 2020*
   - Increasing indigenization, Domestic defence procurement, Higher share of electronics in warfare
4. Diversified order book with marquee customers along with state of the art manufacturing facilities
   - **Rs. 1,787 mn** Order book as of Apr'18 — CAGR – 40+% → **Rs. 5,770mn** Order book as on Dec '21
5. Experienced management team and skilled workforce
   - **Many senior personnel associated with Company** for more than **2 decades**
   - **818** employees with more than **500** qualified engineers
6. Highest Revenue growth, EBIDTA margin, ROCE and ROE (for FY20 & FY21) amongst key Indian defence and aerospace companies
   - **30.71%** Revenue CAGR (FY19-FY21)
   - **68.92%** Gross Margin% (FY21)
   - **41.75%** EBITDA% (FY21)
   - **34.69%** RoCE (FY21)
   - **26.75%** RoE (FY21)

One of the fastest growing companies in the Defence and Aerospace Electronics sector in India

*addition of market size of specific industries from the DRHP

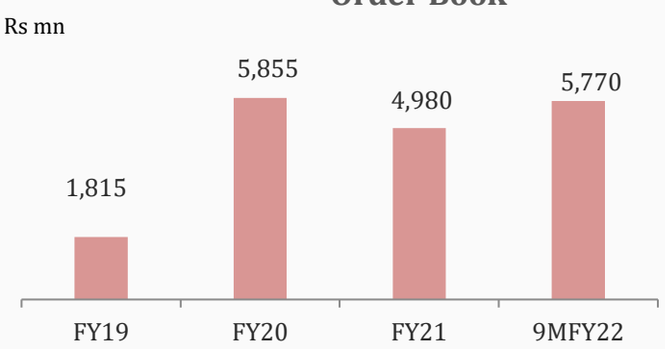
…With a Consistent track record of Profitable Growth

Robust revenue and order book growth

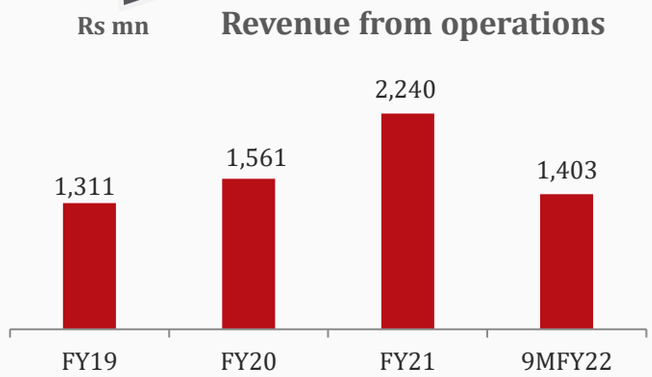
Consistently higher gross margins and improving EBITDA margin%

[1]Gross margins have been computed by reducing total income with cost of materials, change in inventory
**EBITDA has been calculated as follows – Profit Before tax + Depreciation + Finance Costs; EBITDA margins have been calculated as EBITDA/Total Income*

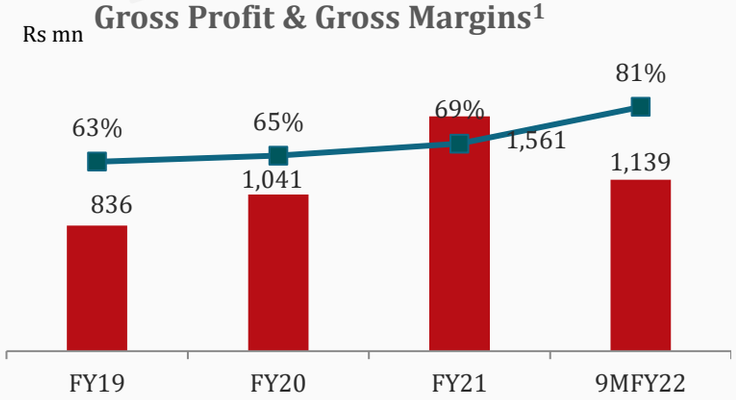
40%+~ % growth CAGR FY19-FY21



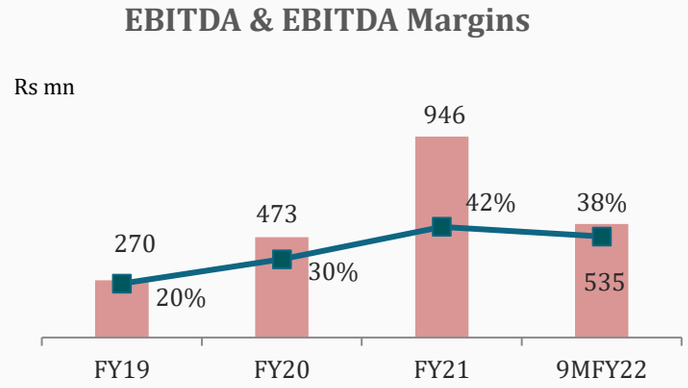
~ 30.7% Revenue CAGR from FY19-FY21



High Gross margin



~ 87.2% EBITDA CAGR from FY19-FY21

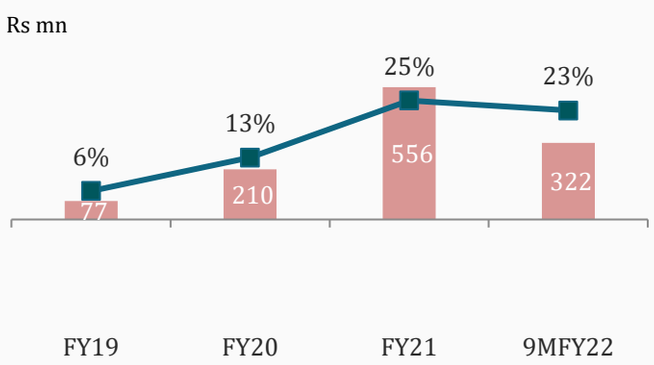


…and Growing Profitability

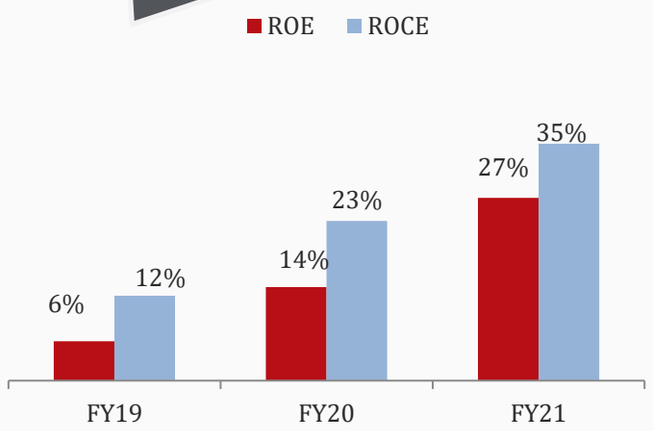
Improving PAT margins and high ROCE

Strong cash flow generation and low leverage

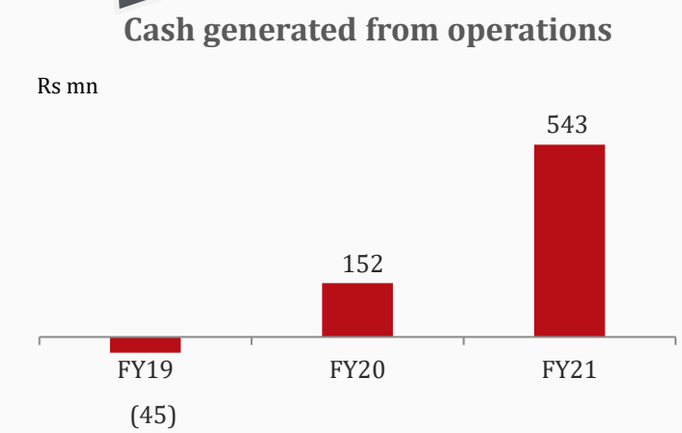
Improving PAT Margins



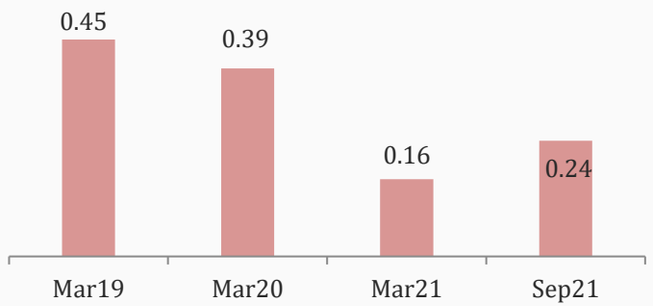
Improving ROE and ROCE



Strong operating cash flow generation



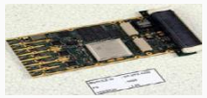
Lower debt levels/ leverage



…Diverse Product Offering

Category	Select Product offerings
Commercial off the shelf (COTS)	COTS modules designed in context of reusable building blocks for building Military Electronics systems with a quick turnaround time
Avionics	Avionics displays used on : • Light Combat Aircraft (“LCA”), • Intermediate Jet Trainers • Light Utility Helicopters (“LUH”)
Communications, ATEs and Satellites	• Underwater electronics / Communications / Other Systems • Automated Test Equipment (ATE) • Small and Nano Satellites

VPX Multi core SBC



VPX Zynq MPSoC based Quad Core

High Density DIU

Light Utility Helicopter Cockpit display

Oceanography Product

Automated Test equipment for INS Shikra

Category	Select Product offerings
BrahMos Programme	• Fire control systems • Mobile autonomous launcher • Airborne launcher and • Other electronic systems
Electronic Warfare	• Surveillance and intelligence gathering (“SIGINT”) • Further divided into COMINT and ELINT
Radars	Surveillance radars Weather radars Coastal Surveillance Radar

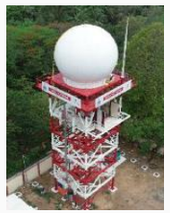
Air Version Launcher for Brahmos Sukhoi-30

Missile Checkout System

Digital Direction Finder

Radar Warning Receiver

Airborne Radar Warning Receiver



....Over Last Three Decades

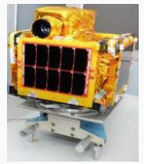
Launch pad countdown system

Fixed Wing Cockpit Displays

TERLS Tracking Radar

C-Band Tracking Radar

Wind Profile Radar



Micro Satellite

2001

- Developed a **Fire Control System** for Brahmos
- Designed & developed the **launch pad countdown system**

Fire control system for the BrahMos

Developed **Glass Cockpit Displays / Avionics**

Designed and developed complete Radar Capability

- Upgradation of **Tracking Radars**
- Developed **RF and Microwave capabilities** allow entry to building complete systems

RF & Microwave Products

Coastal Surveillance Radar (Dept. of Space)

Designed wide open **RWR and ELINT** for airborne platforms

- Data Patterns has a long history of association with India Space Organization. Data Patterns built a Nano Satellite which was deployed in 2017.
- Developed **EW receivers, Satellite and Ground Station**

Wideband Fast Scan receiver

Real Time Monitoring Receiver

V/UHF Monitoring Receiver

V/UHF Search Receiver

Precision Approach Radar

2021

- Initiated expansion of manufacturing facility with **doubling of available floor area**
- Building of capacity to handle **large and heavy equipment and integration** of large radars and mobile EW systems, satellite integration facility

Expanding capacity

...A De-Risked Business Model

1 Developmental Contracts

DRDO → **Defence PSU**

Projects leads to Production / Repeat requirements
Programs leads to Annuity requirements

2 MoD Tenders

Available Products / Systems Partnership with OEM → Requirements is for large numbers and longer timeframe

3 Indian Defence Eco-system

Platform / Weapon System Development →

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

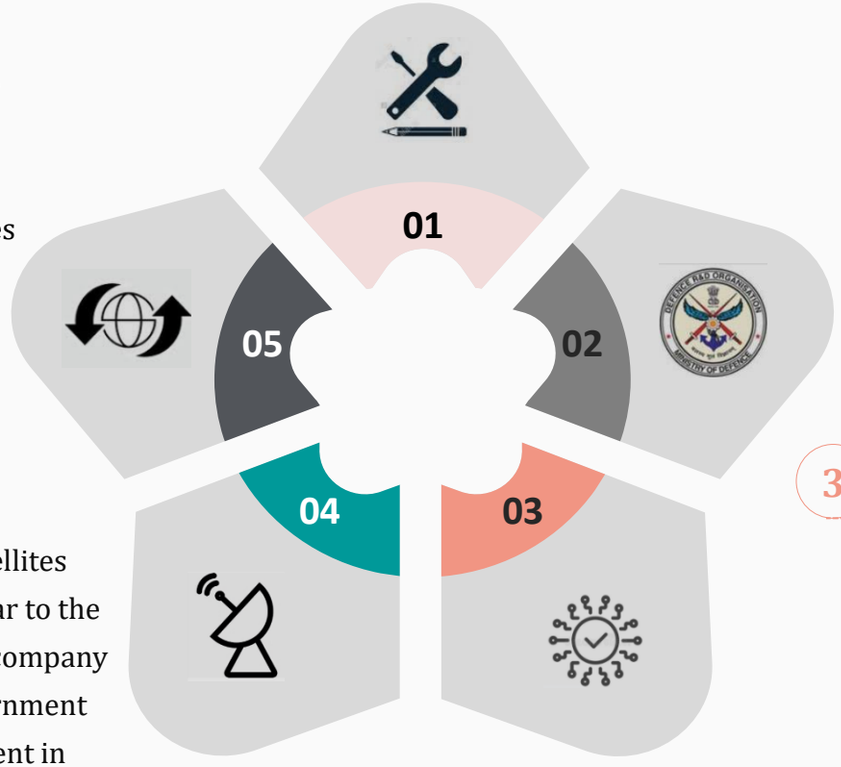
4 Civilian Requirements

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

5 Exports / Offsets

Available Products / Systems → Radars, Electronic Warfare, Fire control systems, Avionics, Missile Seekers, Communications, Small satellites



…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 EW requirements
- Ashwini LLTR
- Airborne surveillance radar
- Dharashakti programme
- Radar Warning Receivers

...Driven by Innovation Focused Business Model

Focused on in-house development led by innovation and design and development efforts

Building complete systems from the building blocks and sub-systems already developed

Partner with customers through the life cycle of a product, from conception till deployment and thereafter

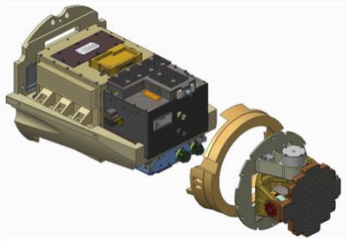
450+ engineers, most of whom have served in design and development departments

Track record of utilizing pre-developed building blocks and sub-systems in the development of complete systems

- Military grade processor modules,
- Cockpit displays,
- Actuator controllers for missiles and torpedoes,
- Flight control computers,
- Digital receivers and
- Up/Down converters for radars

Present programmes with building blocks Designed & Developed by Data Patterns...

- Airborne phased array radar
- Frequency hopping radio relays
- Next generation EW products
- Integrated EW solution for national security



Seeker model

... along with "Future Ready" products already designed and developed by the company

#	Product(s)	Details
1.	Monopulse RF Seeker	Delivered prototypes to DRDO
2.	X-Band Doppler Weather Radar	Prototype installed in Chennai for meteorology department
3.	205MHz Wind Profile Radar for CUSAT	Installed at Cochin for a government owned university
4.	Radar for Naval Utility Helicopter	Prototype delivered to LRDE
5.	A Next-Generation Software Defined Radio	Prototype developed for DEAL
6.	A Next-Generation Radar Warning Receiver	Prototype developed for DLRL
7.	A Next-Generation COMINT	Prototype developed for DLRL
8.	A Next-Generation ELINT System	Prototype delivered for DLRL
9.	Nano Satellite	Being delivered to industry

… Servicing Marquee Clients

Marqee customers in the Indian defence & aerospace ecosystem

Government Departments

Ministry of Defence

Indian government space organisation

Indian DPSU

BrahMos

भारत इलेक्ट्रॉनिक्स BHARAT ELECTRONICS

HAL

Others

COCHIN UNIVERSITY OF SCIENCE AND TECHNOLOGY

History of business continuity & reliable product service for marquee customers

History of reliable product service for several customers

Supplying products to Indian govt. space org. for 20+ years; which continue to be under AMC
Products supplied to BrahMos operational from 2006

Invest in product development ensuring continuity of business

Developed cockpit displays for LUH, which has potential to generate additional annuity revenues from the new units

Products form critical components

Launch systems for ground based BrahMos missile launcher, “take me home” displays for the Tejas

Supply of products to prestigious defence projects in India

Like LCA, the HAL Dhruv, LUH and the BrahMos missile programme

...Through Well-Invested and 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
- ✓ BGA repair work station with display
- ✓ 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 70 work stations for testing modules and small systems
- ✓ Harness preparation of 2k points per day
- ✓ 20 Dedicated Mechanical assembly stations to assemble small and large systems

and various others...

Our systems and processes are subject to periodic audit by customer such as

- ✓ Indian Government Space Organization
- ✓ Hindustan Aeronautics Limited (HAL)
- ✓ Other Government departments

Proposed expansion

- ✓ Spend Rs 627m towards upgrading and expanding existing facilities
- ✓ Proposed doubling of floor area and manufacturing capacity
- ✓ Addition of large & heavy equipment, integration of large radars & mobile electronic warfare systems.

Manufacturing facility at Chennai, India

Expansion

- Large Systems Integration Hangar
- Complete Radar Integration
- Electronic Warfare Vehicle Integration
- Additional Test Facility
- Augmented Environmental Test Infrastructure

Existing Facility Enhancement

- 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

...Led by a 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 2 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. 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. Vijay Ananth K
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. 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. Nandaki Devi Ramachandracharya
DGM and Management Representative Quality Management System

- 22 years of experience in test engineering
- B.E in electronics and communications and Advanced Diploma in Software Quality Management from AmitySoft Education.
- ***Associated with Data Patterns – 15+ 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***

DATA PATTERNS

Appendix

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. Sabitha Rao
Non-executive, Independent Director

- Working with Cerebrus Consultants Pvt Ltd; PG Diploma in Management from IIM-C

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)

Historical Statement of Profit and Loss

Particulars (Rs. Mn)	FY19	FY20	FY21
Revenue from Contract with Customers	1310.63	1560.98	2239.50
Other Income	14.46	40.94	26.00
Total Revenue	**1325.09**	**1601.92**	**2265.50**
Expenses:			
a) Cost of materials consumed	454.31	532.13	629.78
b) Changes in inventories of FG, WIP and SIT	35.16	28.76	74.25
c) Employee benefits expenses	376.49	422.71	484.21
d) Finance cost	107.77	133.43	145.02
e) Depreciation / Amortization	58.57	54.78	55.52
f) Other expenses	189.20	145.82	131.38
Total Expenses	**1221.50**	**1317.63**	**1520.16**
Profit before tax	**103.59**	**284.29**	**745.34**
Tax expense	26.57	73.81	189.63
Profit(Loss)for the period	**77.02**	**210.48**	**555.71**
Other Comprehensive Income	(5.11)	(0.37)	(9.56)
Total Comprehensive Income for the year	**71.91**	**210.11**	**546.15**
PAT%	5.81%	13.14%	24.53%
EBITDA[1]	**269.93**	**472.50**	**945.88**
EBITDA margin%	20.37%	29.50%	41.75%
Return on Net Worth[2]	5.80%	13.71%	26.75%
Total Debt[3]	601.33	605.66	332.21
Debt to Equity	0.45	0.39	0.16

Note: 1. Adj. EBITDA is calculated as the sum of profit, tax expenses, depreciation and amortization expense, finance costs, stock option expenses, impairment of goodwill and foreign exchange fluctuations. 2. Calculated as net profit after taxation and minority interest attributable to the equity shareholders of the Company divided by Net worth. Shareholders' funds = Share capital + reserves & surplus –revaluation reserves 3. Net Debt is calculated as the sum of non-current borrowings, current maturities of non-current borrowings and accrued interest

Historical Balance Sheet

Particulars (Rs. Mn)	Mar19	Mar20	Mar21	Sep21
ASSETS				
Non-current assets				
(a) Property, Plant and Equipment	294.21	278.21	292.08	354.85
(b) Capital Work in Progress	-	-	-	20.01
(c) Intangible Assets	2.33	1.59	5.55	11.85
(d) Right of Use Assets	67.89	53.68	32.21	24.93
(e) Other Financial Assets	390.37	464.75	340.71	599.40
Total non-current assets	**754.80**	**798.23**	**670.55**	**1011.04**
Current assets				
(a) Inventories	866.86	794.14	737.45	868.18
(b) Financial Assets				
(i) Trade receivables	1,029.40	1,156.34	1,559.35	1,345.27
(ii) Cash and cash equivalents	3.12	15.11	88.06	76.88
(iii) Other Financial Assets	3.05	37.24	50.96	46.82
(c) Other current assets	117.04	152.57	177.34	209.81
Total current assets	**2,019.47**	**2,155.40**	**2,613.16**	**2,546.96**
TOTAL ASSETS	**2,774.27**	**2,953.63**	**3,283.71**	**3,558.00**

Particulars (Rs. Mn)	Mar19	Mar20	Mar21	Sep21
EQUITY AND LIABILITIES				
Equity				
(a) Share capital	17.00	17.00	17.00	93.49
(b) Other Equity	1,311.93	1,517.95	2,060.70	2,072.75
Total equity and liabilities	**1,328.93**	**1,534.95**	**2,077.70**	**2,166.24**
Liabilities				
Non-current liabilities				
(a) Financial Liabilities				
(i) Borrowings	-	5.53	97.70	88.59
(ii) Lease Liabilities	59.29	38.46	24.35	17.00
(b) Provisions	47.78	56.38	85.15	91.78
(c) Deferred Tax Liability (Net)	9.30	7.60	8.13	9.80
(d) Other Non Current liabilities	251.89	143.24	273.68	279.75
Total non-current liabilities	**368.26**	**251.21**	**489.01**	**486.92**
Current liabilities				
(a) Financial Liabilities				
(i) Borrowings	601.33	600.13	234.51	435.55
(ii) Trade payables	158.61	172.58	119.95	100.56
(iii) Other Financial Liabilities	35.98	79.15	40.05	64.39
(iv) Lease Liabilities	10.77	20.83	15.15	14.81
(b) Other current liabilities	247.72	224.7	246.41	163.26
(c) Provisions	14.39	14.85	9.59	4.27
(d) Current tax Liabilities	8.28	55.23	51.34	122.00
Total current liabilities	**1,077.08**	**1,167.47**	**717.00**	**904.84**
TOTAL EQUITY AND LIABILITIES	**2,774.27**	**2,953.63**	**3,283.71**	**3,558.00**

Historical Cash Flow

Particulars (Rs. Mn)	Mar19	Mar20	Mar21	Sep21
Net Profit before tax	103.59	284.29	745.34	307.75
Adjustments for :				
Add : Depreciation	58.57	54.78	55.52	29.58
Add : Interest And Finance Charges	107.77	133.43	145.02	48.14
Less: Profit on sale of assets	-	(1.78)	(1.24)	-
Less: Interest Income	(14.46)	(25.64)	(22.21)	(6.98)
Less: Gain/ loss on disposal of Right of Use of Asset	-	-	-	(0.06)
Operating Profit Before Working Capital Changes	**255.47**	**445.08**	**922.43**	**378.43**
Adjustments For Working Capital Movements :	(289.35)	(264.29)	(189.58)	(273.69)
Cash Generated From Operations	**(33.88)**	**180.79**	**732.84**	**104.74**
Direct Taxes (Paid) /adjusted	(11.07)	(28.41)	(189.79)	(3.33)
Net Cash flow From Operating Activities (A)	**(44.94)**	**152.38**	**543.05**	**101.41**
Cash Flow From Investing Activities (B)	**4.29**	**14.10**	**(27.40)**	**(104.81)**
Cash Flow From Financing Activities (C)	**22.46**	**(154.47)**	**(442.71)**	**(7.78)**
Net Increase in Cash & Cash Equivalents (A+B+C)	**(18.18)**	**11.99**	**72.95**	**(11.18)**
Cash & Cash Equivalent At The Beginning Of The Year	21.30	3.12	15.11	88.06
Cash & Cash Equivalent At The End Of The Year	**3.12**	**15.11**	**88.06**	**76.88**

Defence modernization programmes

Arudhra Radar

- Expected to supply ~55 units of AGRU/ Arudhra radar
- Likely to generate revenues in the next 3-4 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 between $10-30 million in the next few years.

Dharashakti programme

- Has received single vendor orders from DLRL for development and supply of all of the COMINT search receivers, Direction Finder & Monitoring receivers.
- In a position to be an OEM for the entire receiver systems with likely revenues of $ 50 million on complete execution

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

Light weight EW requirements

- EW capability will help in supplying products for Light weight EW products which have a heavy requirement in mountainous borders as they are not adequately covered, and the same has been prioritised due to the increased geo-political tension

Airborne surveillance radar

- Has delivered an airborne surveillance radar (all of the hardware) to LRDE which is expected to be flight tested in the next few months and will be likely inducted in Navy's Dornier upgrade and new helicopter programmes

Radar Warning Receivers

- Also a part of the Radar Warning Receivers 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")

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 83 LCA MK IA on order as well as the Sukhoi 30 upgrades (approximately 270 numbers), attack helicopters, etc.

Core groups or departments for design and development of products

Total Employee Strength

Department	# of Employees
Design & Engineering (D&E)	416
Manufacturing	263
Support	79
Marketing & Customer support	60
Total	**818**

500 qualified Engineers out of 818

Our senior members in hardware, design and development have been with us for more than **15 years**

Group/Department	Responsibility / Scope
Hardware Development Department	Design and development of all types of high-end and complex electronics modules and building blocks. Includes Single board computers, Field Interface modules, Communication Modules, Custom I/O Modules, Mezzanine modules, Signal conditioning modules etc.
Software Development Department	Design and development all types of embedded, real-time and application software. Includes devices drivers, Operating system porting, real-time data transfer, GUI application for various Operating systems and hardware.
Mechanical Engineering Department	Design and development of all types of mechanical packaging, big structure systems and jigs and fixtures. Incudes standard ATR chassis, heat spreaders, structural and thermal analysis etc.
CAD / CAM Group	PCB schematics, Artwork, signal analysis, power analysis, electrical wiring, all modules/systems performance, and maintenance statistics like MTBF etc. Includes up to 26 Layer PCB design, hybrid electrical interface design etc
Algorithm Development Group	Design and development of various domain algorithms for RADAR, Electronic Warfare, Communication waveform etc. Uses all types of algorithm development including mathematical modelling, statistical modelling, feedback modelling etc.
Radio Frequency Modules Group	Design and development of all types of RF modules and sub-systems. Includes simple RF receiver/exciter, filters, upconverters/downconverters, synthesizers etc.

Group/Department	Responsibility / Scope
DOMAIN Systems Groups	Design and Development of product verticals as a system. Including RADAR, EW, Communication, ATEs, Fire-control systems, Satellite, Avionics etc.
Production Department	All the products are functionally and environmentally tested by this department. Includes testing of modules and sub-systems, wiring, mechanical assembly, and integration etc.
Electronics Manufacturing Services (EMS)	Fabrication of all electronics modules. Including automated pick-n-place, manual soldering, conformal coating etc.
Harnessing Group	Fabrication of all types of cable harness including internal wiring, external interface wiring, testing of cables for continuity, impedance etc.
Mechanical Integration Group	Assembly and integration of all types of mechanical parts. Including various types like LRU assembly, board assembly, system assembly, system integration etc.
Project Management Group	Responsible for Delivering all the orders both internal and external. Vertical integration of groups and product development responsibilities. Includes all types of projects from simple module delivery to full system delivery. Utilizes, project plan, metrics, GANNT charts, budgeting and control, optimal execution methods etc

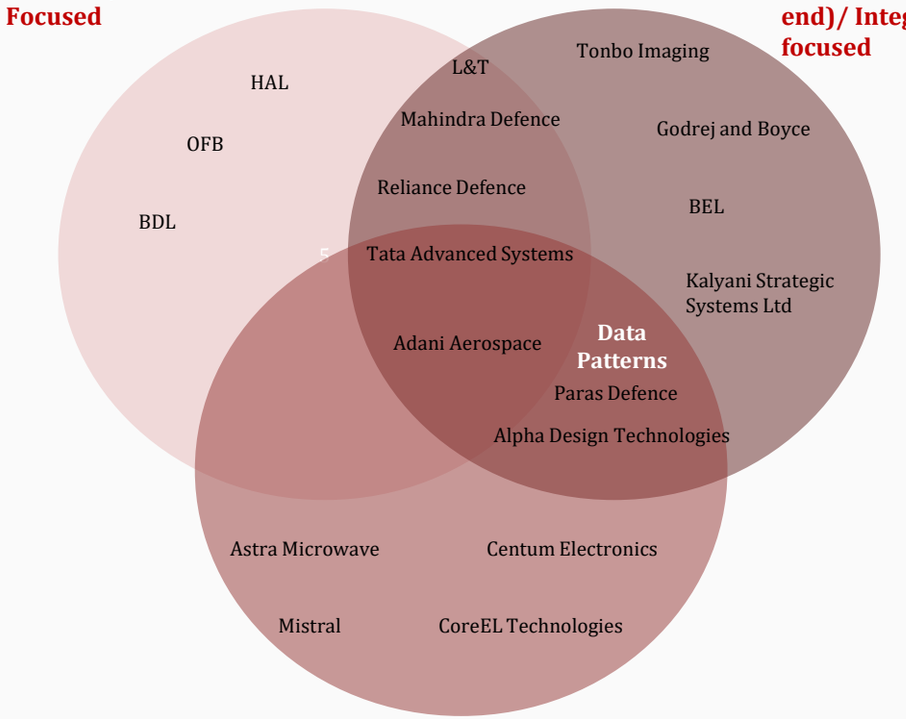
Indian defence and aerospace industry is rapidly evolving into a self sustaining one

Competition at two levels for Data Patterns

During **development stage** in DRDO requirements **from small and medium size companies** building custom solutions and/or integrating solutions around imported COTS products

From **large corporates** offering complete systems, often under a **partnership with International** OEMs, for products and programmes directly procured by the Indian government space organization

Indian defence suppliers – Anticipated Future Positioning



We are poised to take up emerging opportunities

Our products are **developed** to **compete with international and domestic equivalents**. Further, we offer **end to end solutions** to the customer

Ability to offer **wide range of products**. We also have **strong and balanced capabilities across 12 defence and aerospace segments**

Thank You

For further information, please get in touch with:

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DATA PATTERNS