

January 30, 2024

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Stock Code – KAYNES

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th floor, P. J. Tower,
Dalal Street, Fort
Mumbai - 400 001
Stock Code – 543664

Dear Sir/Madam,

SUB: Investors/ Earnings Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

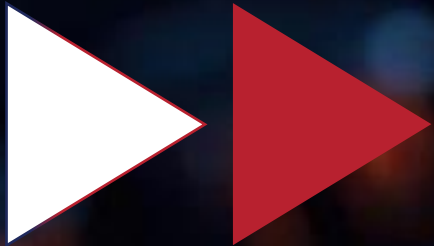
With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investors/ Earnings Presentation for the Quarter ended December 31, 2023. The Company will use this presentation for any meeting scheduled with analysts or institutional investors up to March 31, 2024.

The above information will also be available on the website of the Company at www.kaynestechnology.co.in.

Request to kindly take this intimation on record.

Thanking You,
Yours faithfully,
For **Kaynes Technology India Limited.**

S M Adithya Jain
Company Secretary and Compliance Officer
Membership No. A49042



Kaynes Technology India Limited

Earnings Presentation | January 2024

Disclaimer

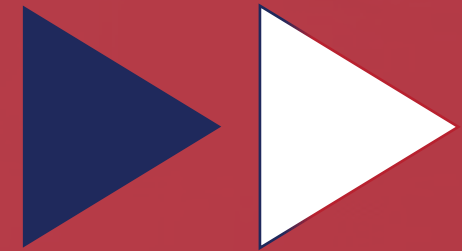


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Quarterly Financial Highlights



Q3FY24 Results Snapshot (Consolidated)



₹ 37,890 mn

Order Book

₹ 26,482 mn in FY23



₹ 5,093 mn

Revenue

76% YoY



₹ 699 mn

EBITDA

70% YoY



13.7%

EBITDA Margin

- 52 bps YoY



₹ 452 mn

Profit After Tax

98% YoY



8.9 %

PAT Margin

+96 bps YoY



₹ 24,599 mn

Networth

₹ 9,577 mn in FY23



₹ 2,449 mn

Net Debt

₹ 473 mn in FY23



16.8%

ROCE

24.2% in FY23



18.6%

ROE

24.9% in FY23



117 Days

Net WC Days

99 days in FY23



0.1x

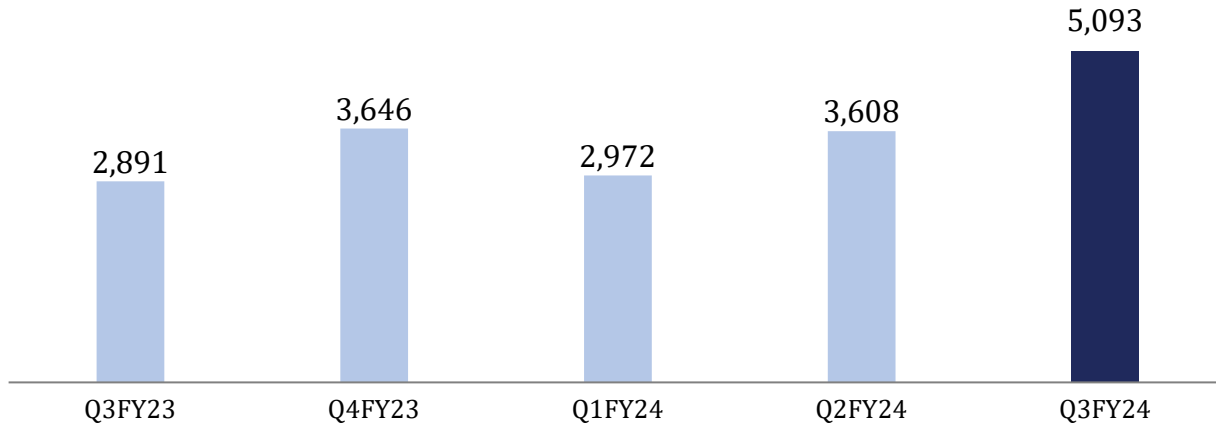
Net Debt to Equity

0.0x in FY23

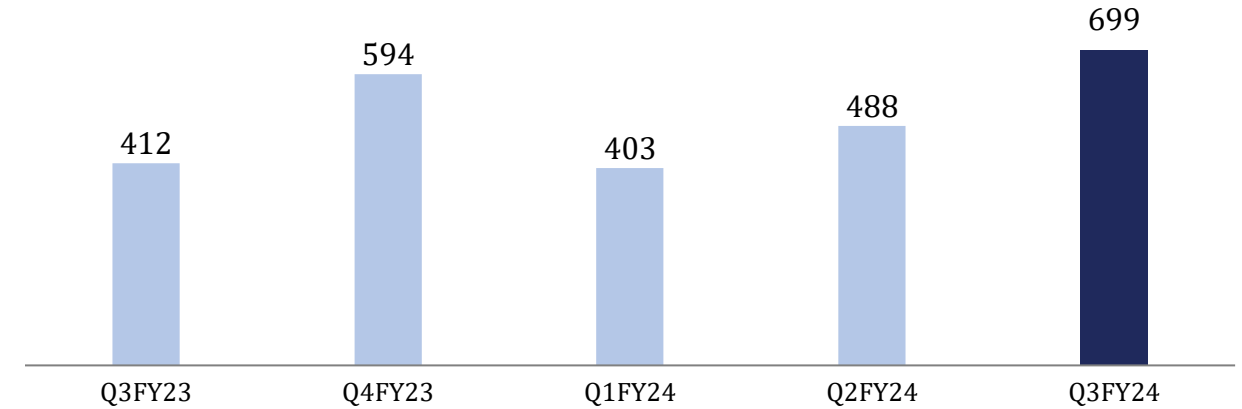
Consistent quarterly financial performance



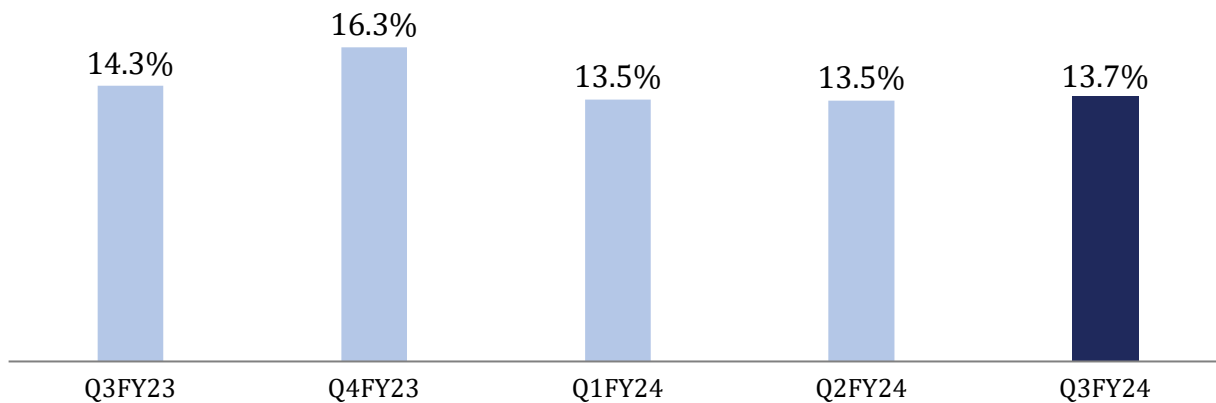
Revenue (₹ Mn)



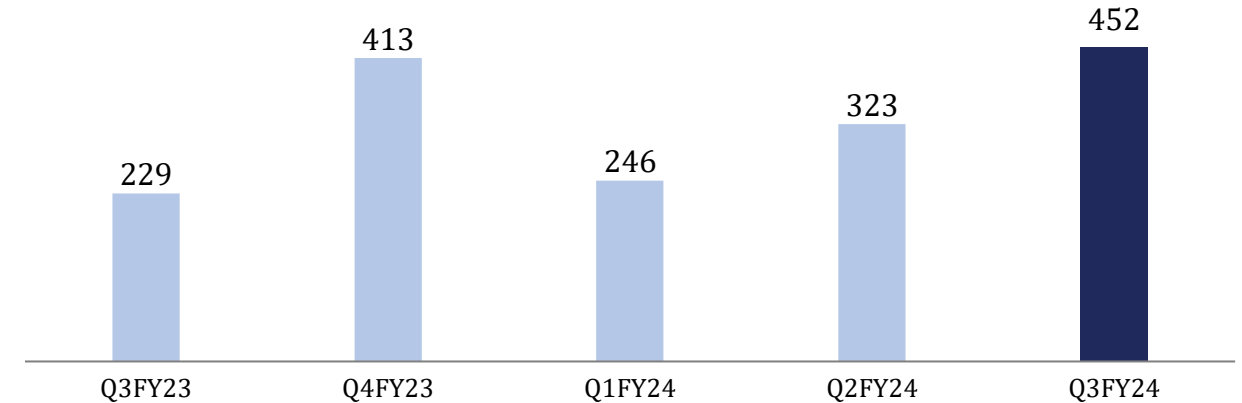
EBITDA (₹ Mn)



EBITDA Margins (%)



Profit After Tax (Restated) (₹ Mn)

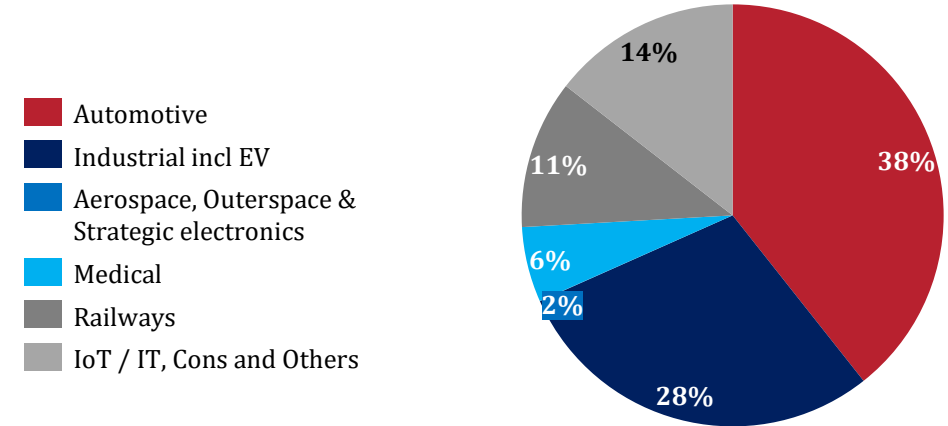
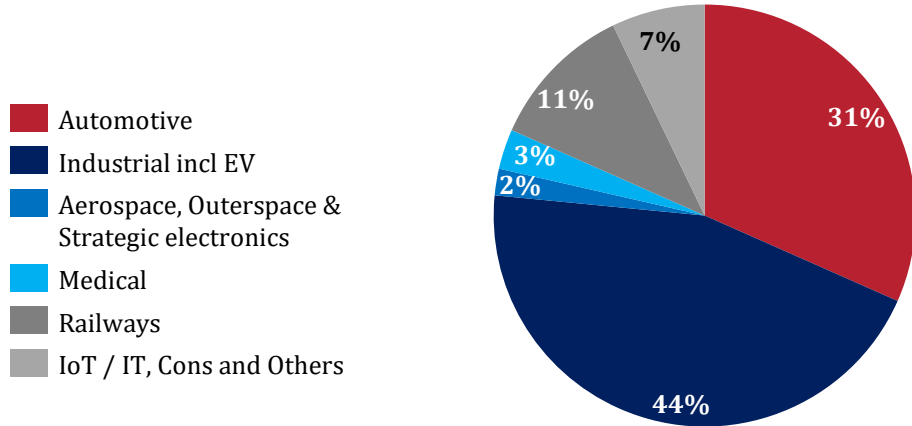


Diversified Revenue Mix

Revenue across verticals

9MFY24

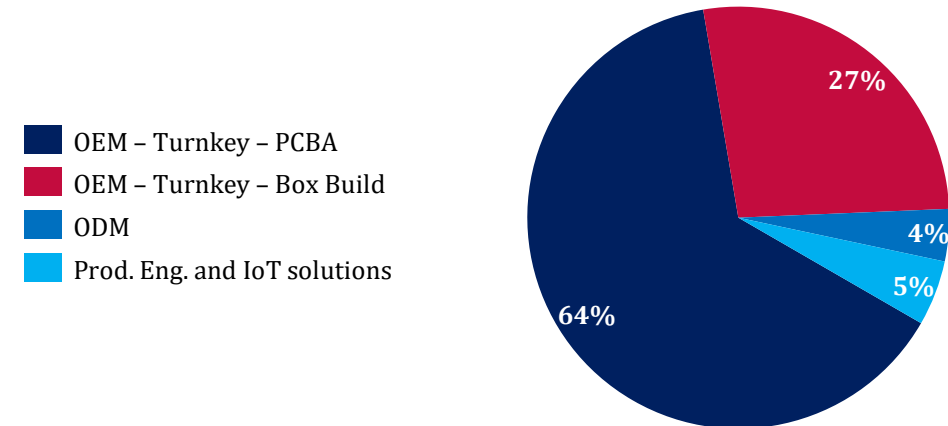
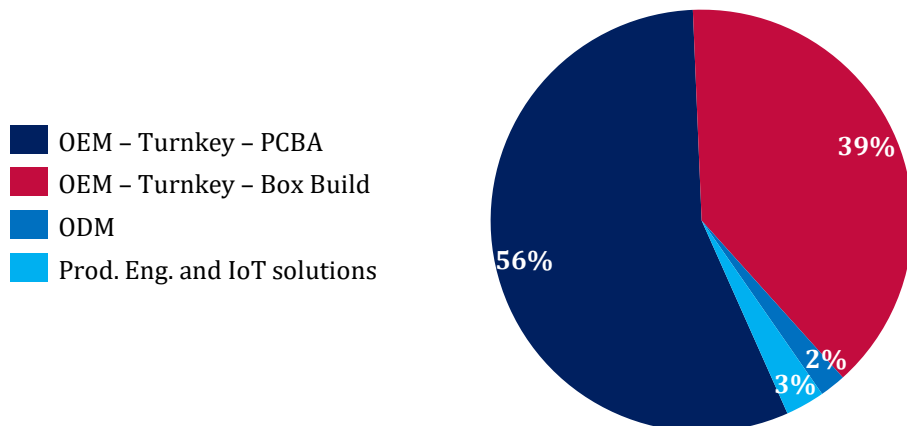
9MFY23



Revenue across segments

9MFY24

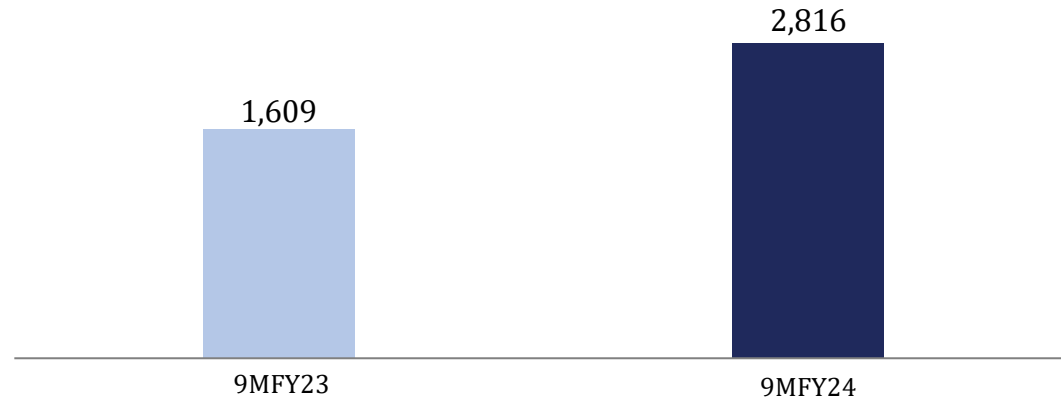
9MFY23



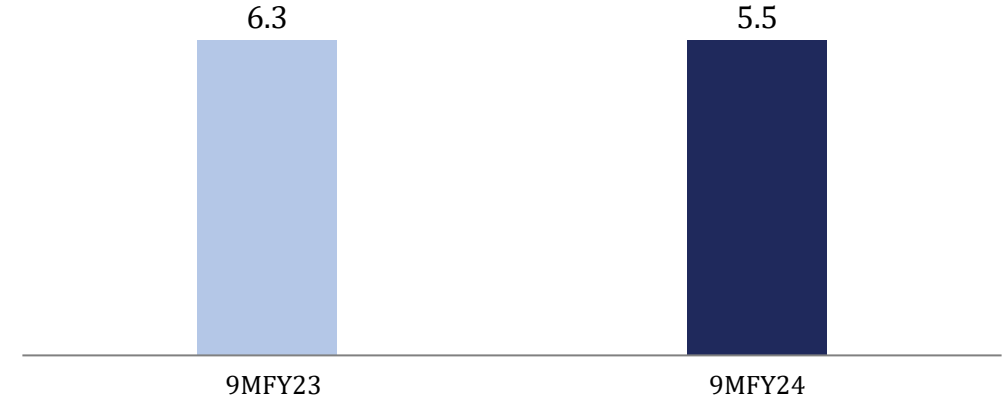
Consistent quarterly financial performance



Gross Block (₹ Mn)



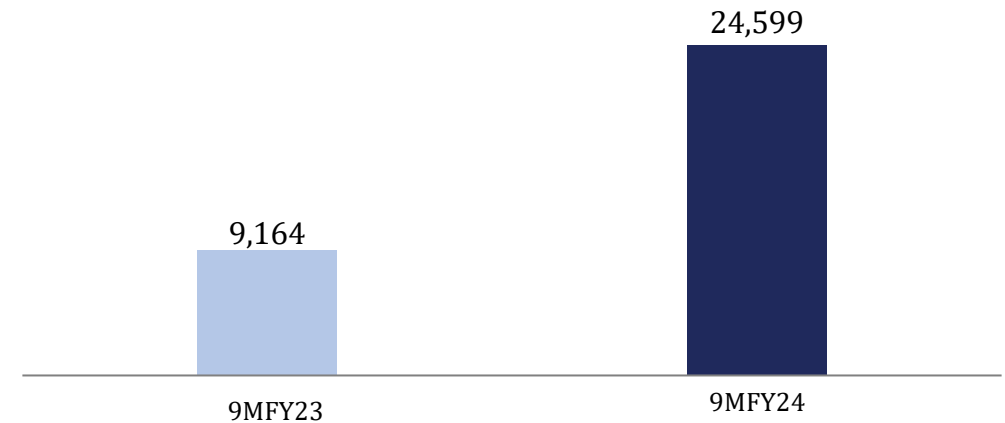
Asset Turnover ratio (x)¹



Debt/Equity (x)



Networth (₹ Mn)

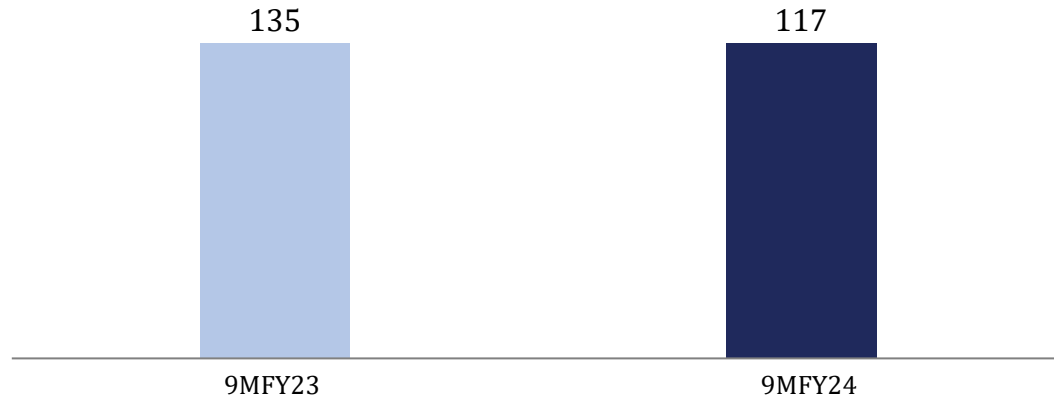


1 - Annualized: The above data is based on unaudited financial statements

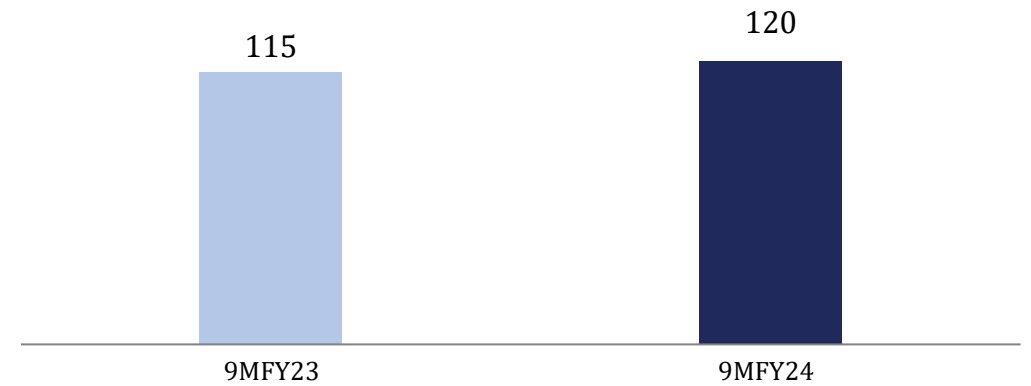
Consistent quarterly financial performance



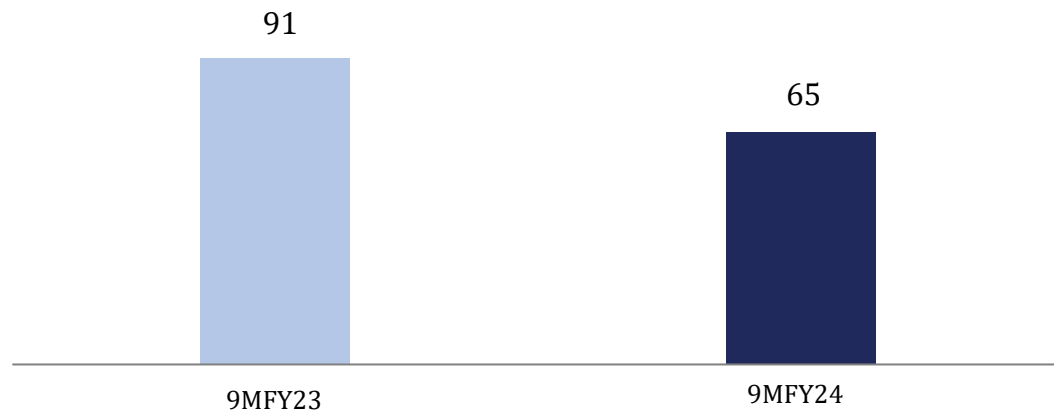
Net Working Capital Days



Inventory Days



Receivable Days



Payable Days



Net working capital is calculated as average inventory days plus average receivable days less average payable days
 Above data is annualized; The above data is based on unaudited financial statements

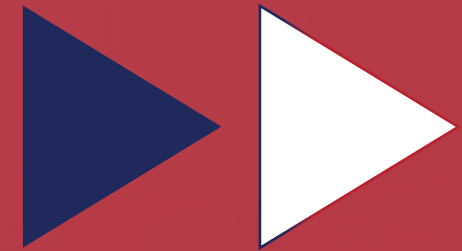
Profit & Loss Statement (Consolidated)



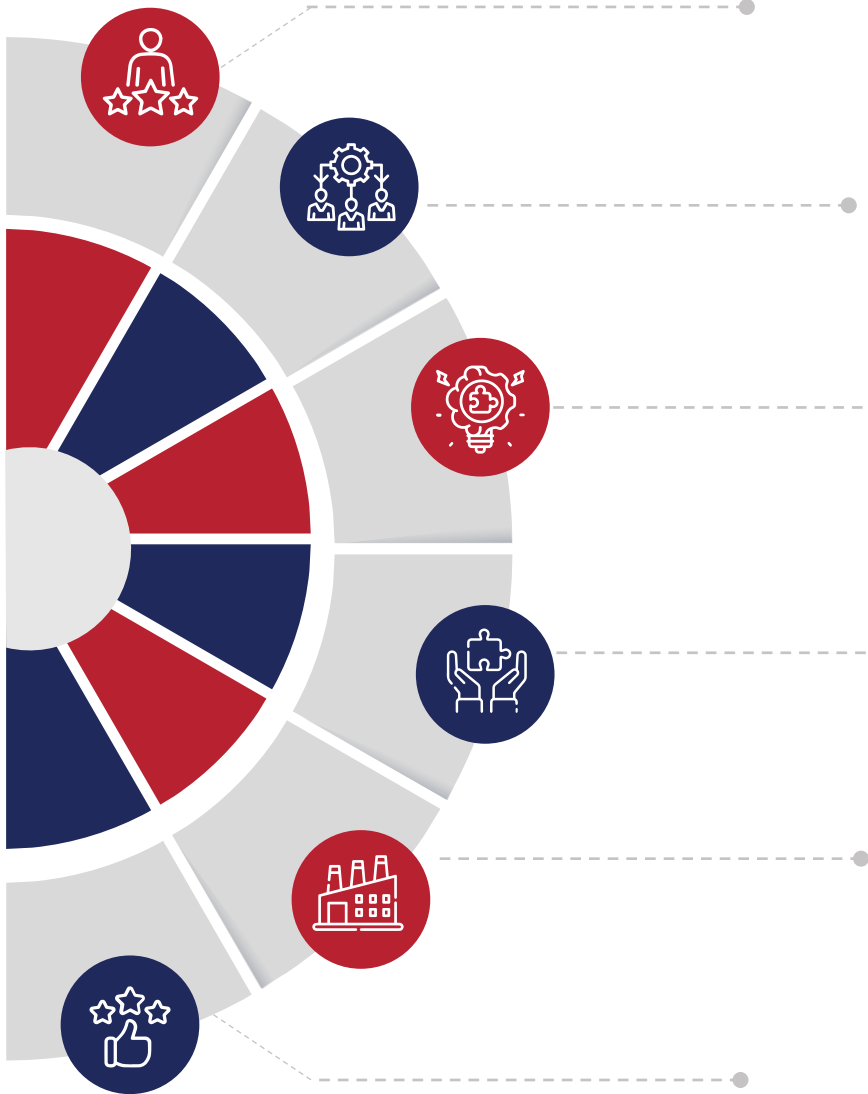
Particulars (₹ Mn)	Q3 FY24	Q3 FY23	Y-o-Y	9MFY24	9MFY23	Y-o-Y
Revenue from operations	5,093	2,891	76%	11,673	7,615	53%
Raw material cost	3,854	2,029	90%	8,513	5,348	59%
Employee expenses	249	191	30%	708	554	28%
Other expenses	292	260	12%	863	624	38%
EBITDA	699	412	70%	1,589	1,090	46%
EBITDA margin (%)	13.7%	14.2%	-52 bps	13.6%	14.3%	-69bps
Depreciation and amortization expense	60	46	30%	178	139	28%
Other income	94	26	258%	265	40	555%
Finance cost	148	92	61%	379	268	41%
Profit before tax	585	300	95%	1,298	723	79%
Total tax expenses	133	71	87%	276	184	50%
Net profit after tax	452	229	98%	1,022	539	89%
Net profit margin (%)	8.9%	7.9%	96 bps	8.8%	7.1%	167bps



Company Overview



Company Overview



Over 3 decades of experience in providing conceptual design, process engineering, integrated manufacturing and life-cycle support to OEMs

Leading integrated and IoT enabled solutions provider, having capabilities across the entire spectrum of ESDM^{1,2}

Caters to multiple industry verticals - automotive, aerospace and defense, industrial, railways, medical and IT / IoT. Has served **350+ customers in 26** countries including marquee MNCs³

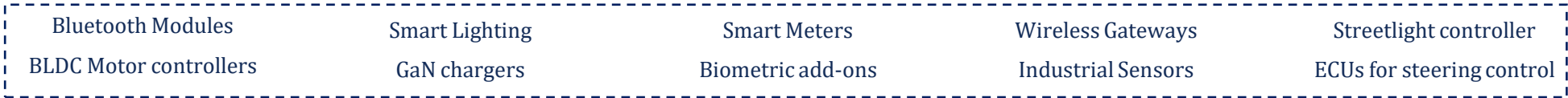
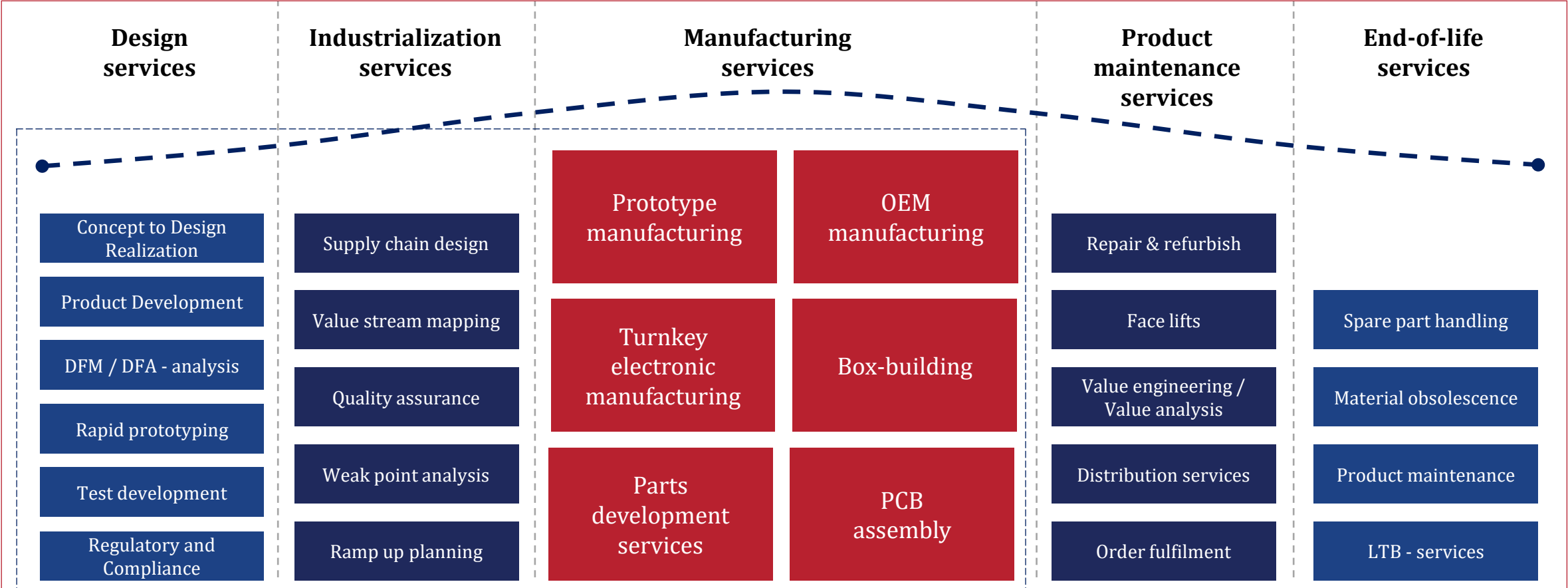
Design led manufacturer - ODM solutions in the fields of smart devices, IoT solutions, brushless drive technology and Gallium Nitride technology

9 Advanced manufacturing facilities to undertake high mix and high value products with variable or flexible volumes

Strong Financials - TTM Revenue/EBITDA of **Rs15,319 mn/Rs 2,183 mn** and Order Inflow per month of Rs2,788 mn during Q3FY24

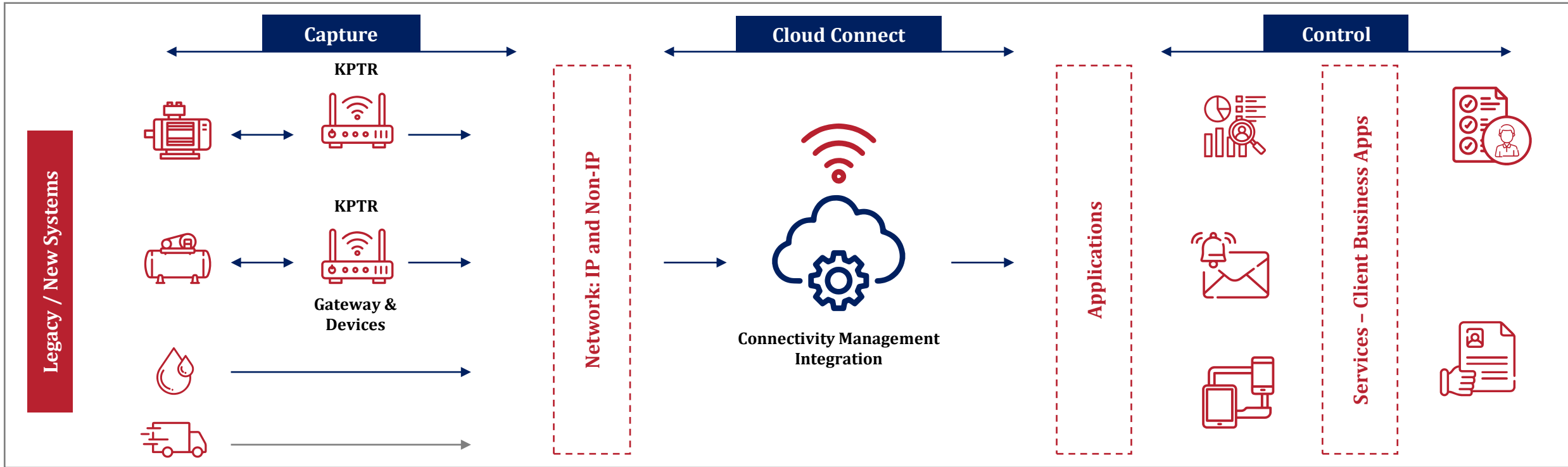


Service offering across entire customer value chain

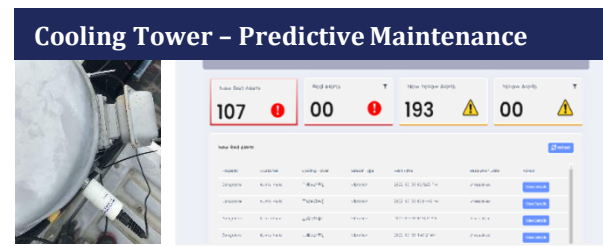
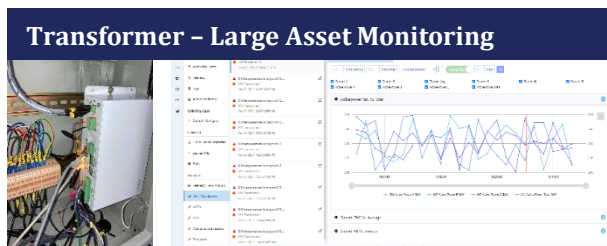




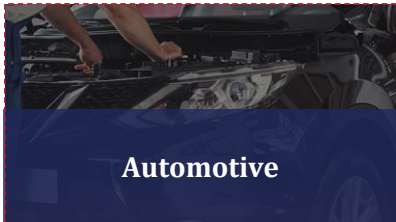
End-to-end connected asset platform, including business applications, managed cloud service, and ODM Device solution



Kemsys Platform Product: Snapshots



Diversified product portfolio



Automotive

Cluster PCBA



LED Headlamp/Tail Lamp/LED Position Lamp/DRL PCBA



Switches PCBA¹



BCU Master / BCU Slave PCBA



Industrial & EV

Engine Control Panel



Street light controller



BLE Module



Precision Bridge and Strain Gage



Railways

UM71 - Receiver



ETCS cubicle



SDTC cubicle



SDTC Card File



Medical

Endoscopy cart & ICP sensor module



X-ray & Dental X-ray machine



Controller Units

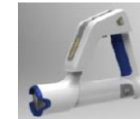


Protein & clinical chemistry analyzers



Aerospace, Outerspace & Strategic electronics

HH Sonar



Mission Critical Products²



ESAF



ATE & LRU Cable Assemblies



IOT/IT, Cons and others

Bar Code Scanner & RFID gateway



PLC & Asset Condition Monitoring gateway



Sensors²

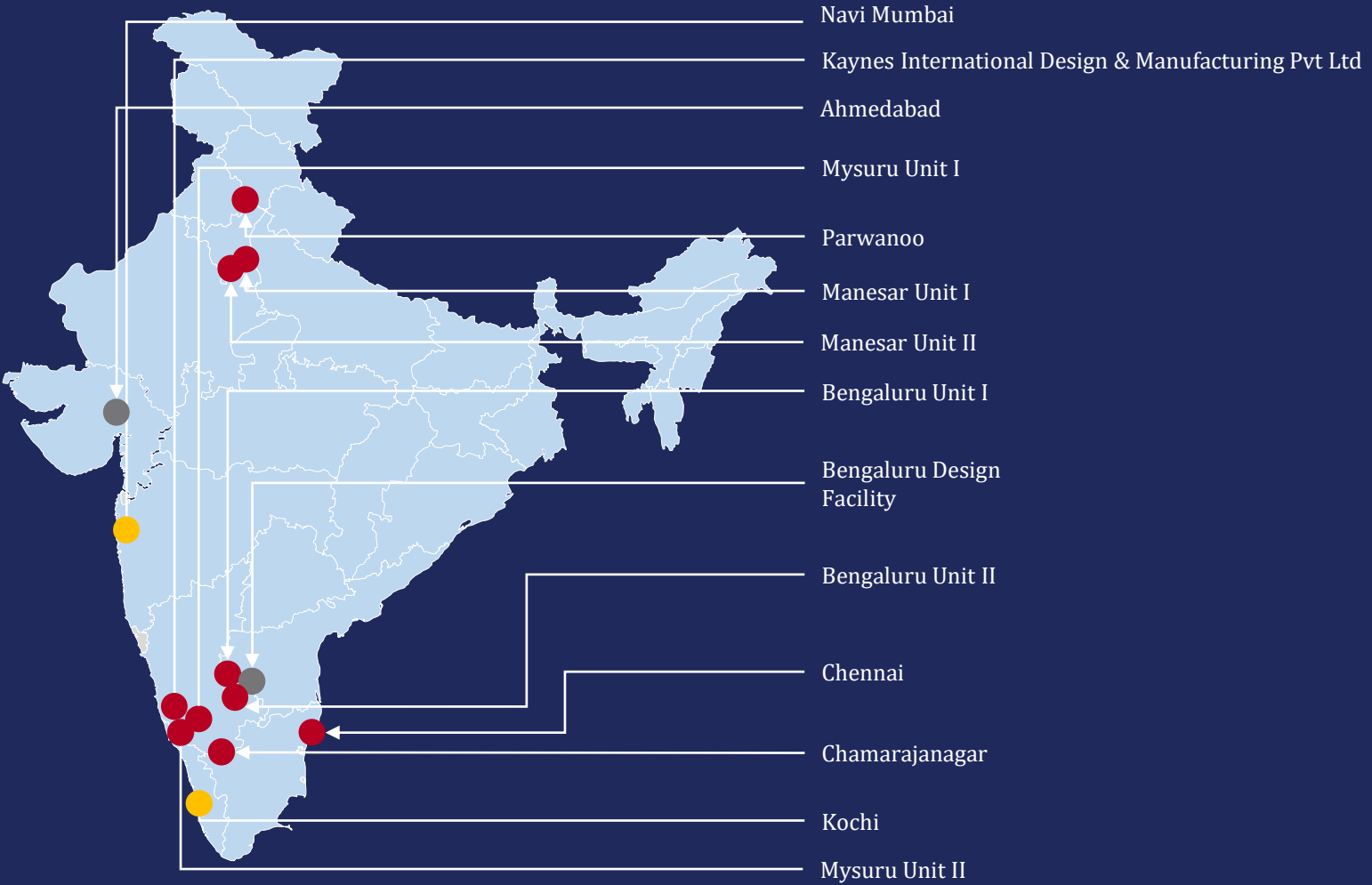


Industrial HMI Reader & Industrial Tablet



1 - Headlamp level switch / Steering control switch/ Windowlift Motor/ Rocker Switch PCBA | 2 - Kaynes has been a valuable industry partner for soft landing of Chandrayaan-3 & launch of Aditya-L1 missions | 3 - Diff. air pressure / Vibration / RTD Temperature

Capacity for Manufacturing at Scale Augmented by Technical Capabilities



- Design facility
- Service centre
- Manufacturing facility

- 18 SMT Lines
- 70 THD Lines
- 26 Cable Harness Lines
- 15 plastic moulding machines
- 10K class clean room
- Most manufacturing at low cost locations
- Dedicated humidity controlled stores
- Fungible infrastructure
- 2 exclusive RoHS compliant lines for green manufacturing



Research and Development

Focused on development of new products and improvement existing products

Dedicated research facility at Mysore, Bangaluru & Ahmedabad with a 75 member R&D Team¹

Operations complying with global standards with 12 global accreditations –most for an ESDM company in India^{1,3}

Facilities approved by global certifications Agencies
E.g. Underwriters Laboratories, CSA2, TUV Rhineland



Certifications



Supply chain

Long term relationship with suppliers leading to better credit terms

Top 10 suppliers - avg relationship of 12 years¹

1,500 + suppliers with multiple sources for a single component with specialized dealers for niche verticals¹

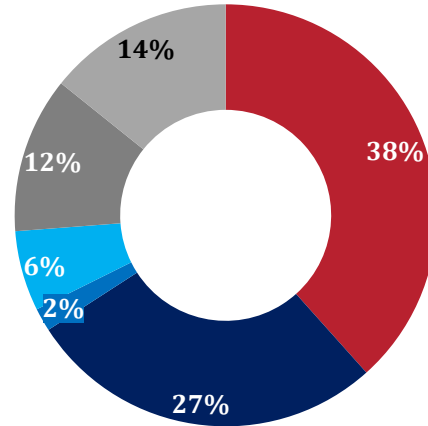
Well Diversified Business Profile...



Revenue across verticals

FY23

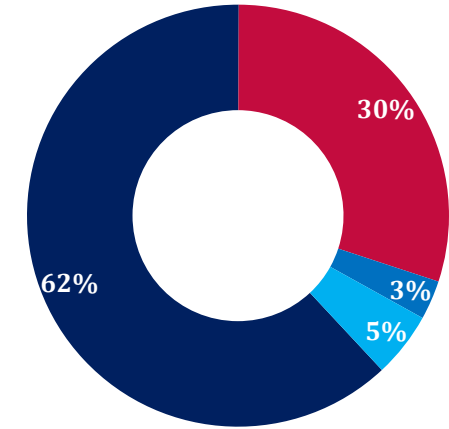
- Automotive
- Industrial incl EV
- Aerospace, Outer-space & Strategic electronics
- Medical
- Railways
- IoT / IT, Cons and Others



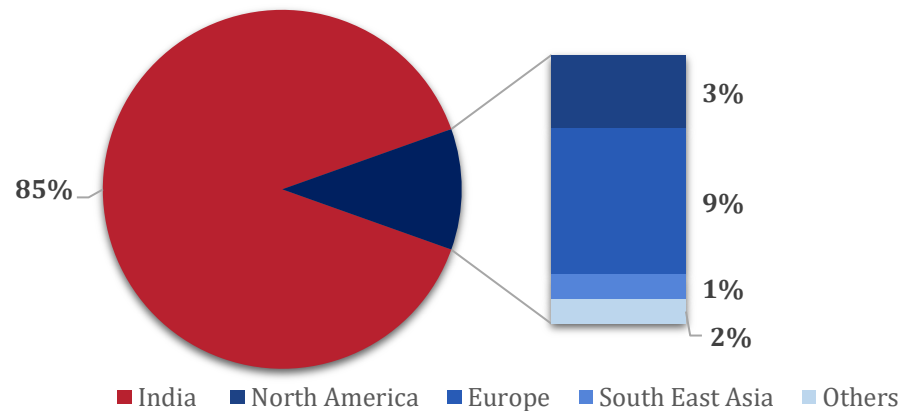
Revenue across segments

FY23

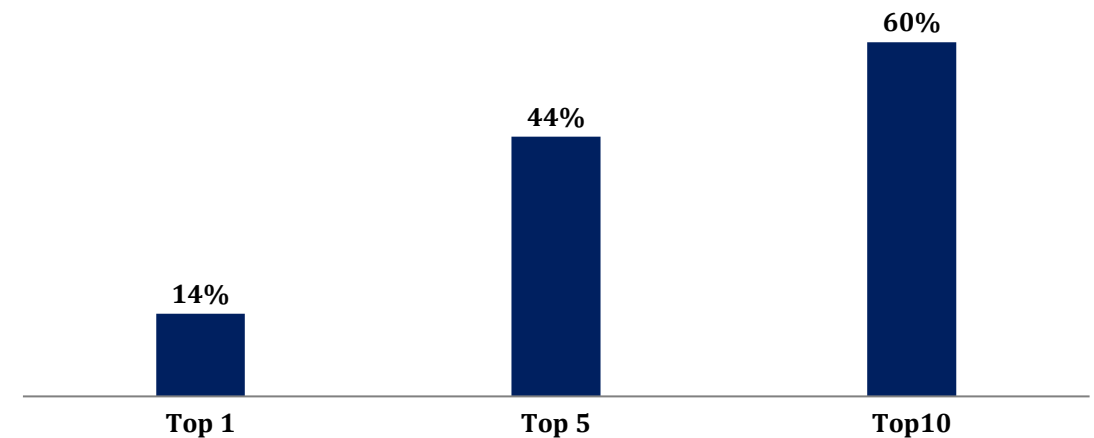
- OEM-Turnkey-PCBA
- OEM- Turnkey- Box Build
- ODM
- Prod. Eng. & IoT Solutions



Revenue across geographies



Low customer concentration



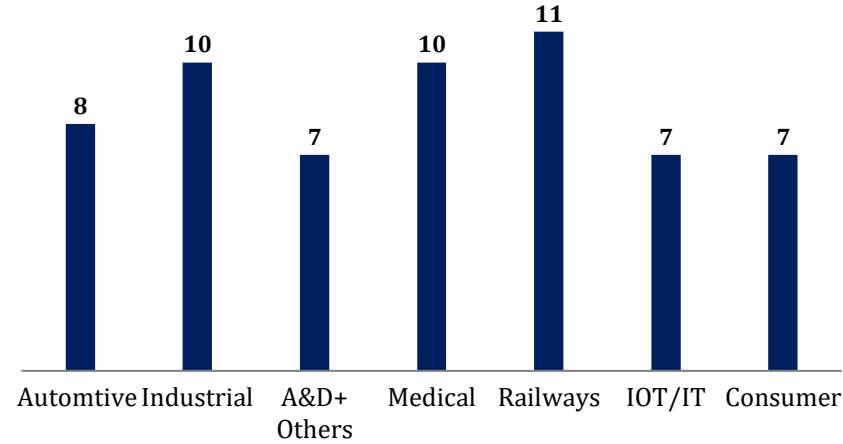
Marquee customer base



Industry	Key Customers
 Industrial	Leading global mfg of electronic instruments and electromechanical devices
 Railways	
 Automotive	
 Medical	
 Aerospace+ Others ¹	
 IoT / IT and others	

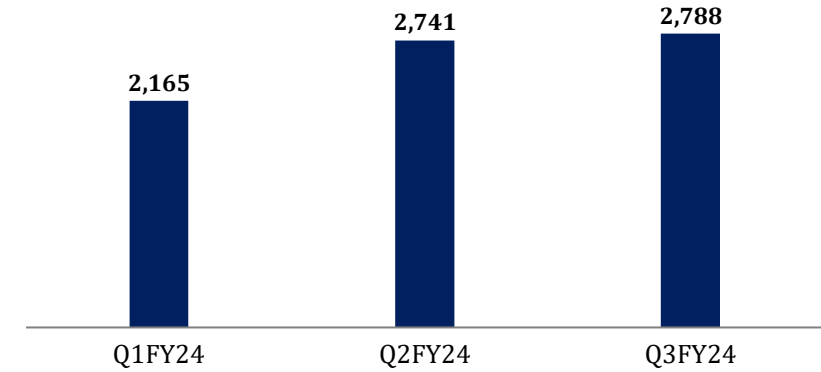
Long standing relationship with clients

Average business period relationship of top 10 customers in each vertical³



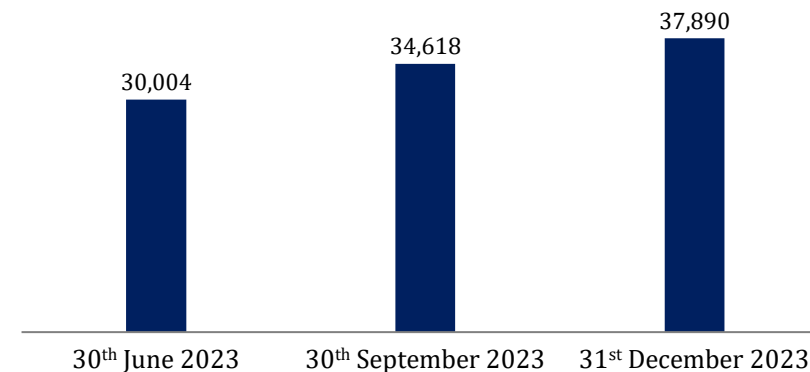
Average order inflow per month

INR Mn



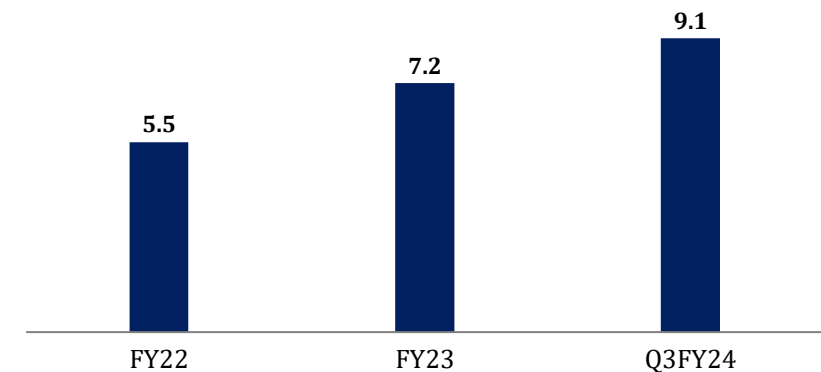
Strong order book

INR Mn



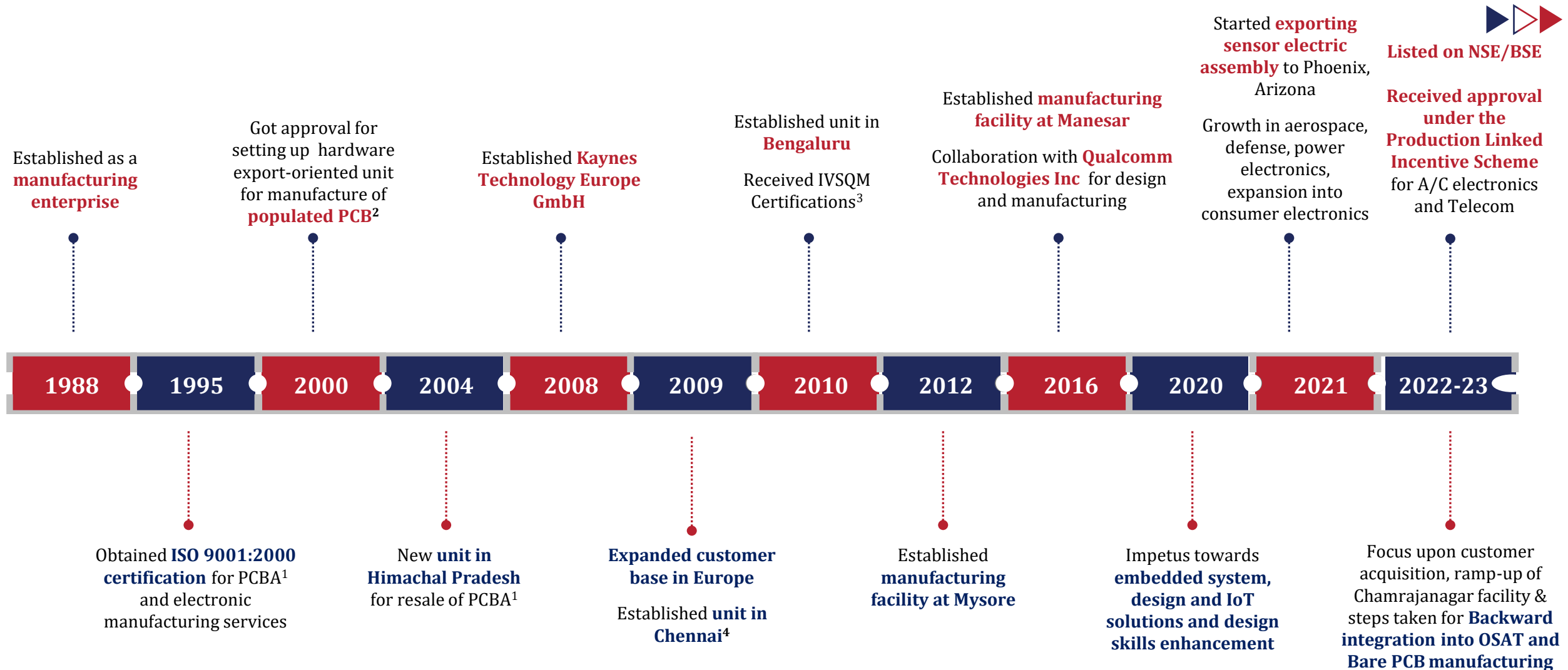
Increase in average order value

INR Mn



1 - Aerospace, Outer space and strategic electronics; 2 - IoT/IT and Others, 3 - Average period of business relationship is determined based on the length of relationship of top 10 customers in each vertical.

Business evolution and key milestones



1 – Printed Circuit Board Assemblies | 2 – Printed Circuit Boards | 3 - Industry Vertical Specific Quality Management System Certifications for manufacturing & servicing of PCB, electromechanical assemblies, cable harness for aerospace application | 4 – Chennai Unit for undertaking services related to solenoids, electromagnetic relays, inductors, transformers and electromechanical parts

The Kaynes Advantage - Key Strengths



End to end design and engineering capabilities enabled with IoT solutions

1

Internationally recognized and certified manufacturing facilities supported by a strong supply chain

2

Well diversified business profile across industry verticals : Address the Low Volume, High Value segment

3

Longstanding relationships with top global & domestic customers

4

Strong R&D capabilities with a state-of-the-art manufacturing facilities to support client across the value chain

5

Successful track record of technology transfers among MNC & domestic client

6

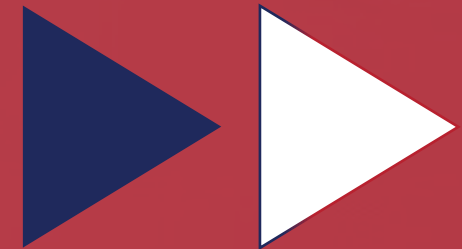
Well positioned to capitalize on strong industry tailwinds

7

Demonstrated ability to handle different projects with various levels of complexity

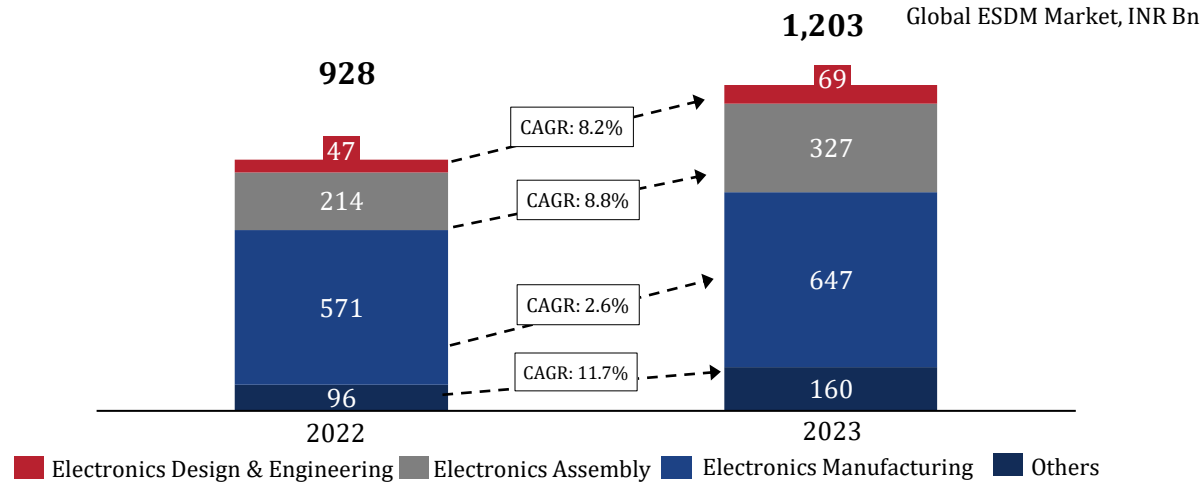
8

Business Strategy

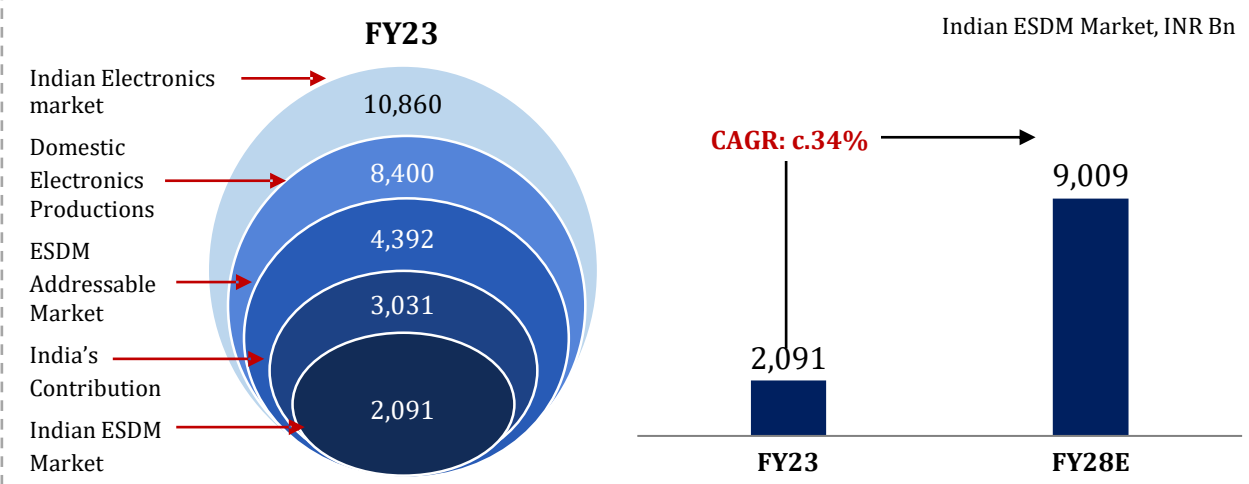


Well Positioned To Capitalize On Strong Industry Tailwinds...

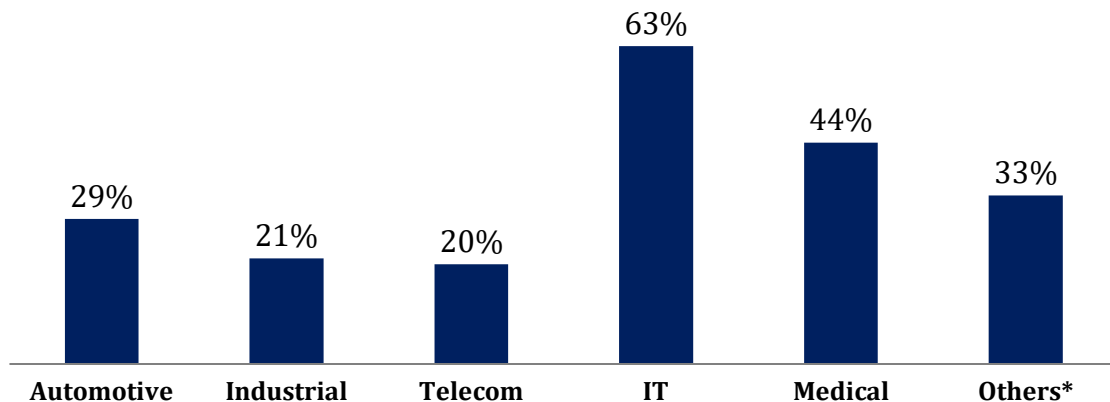
Global ESDM – A trillion dollar industry



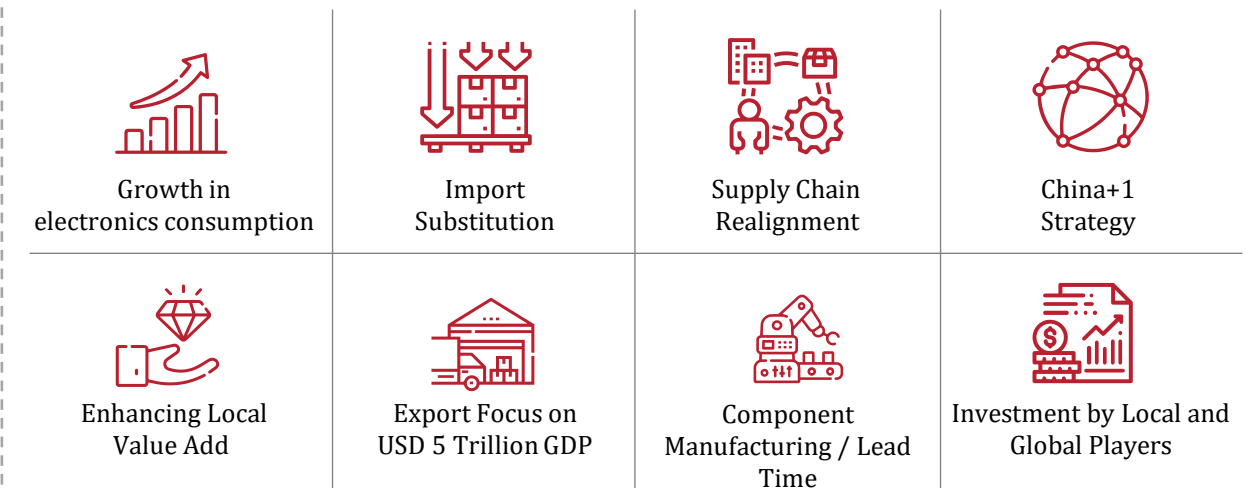
India all set to be a large ESDM Market



Vertical wise CAGR (FY23-FY28E)



Advantage India –favorable growth drivers

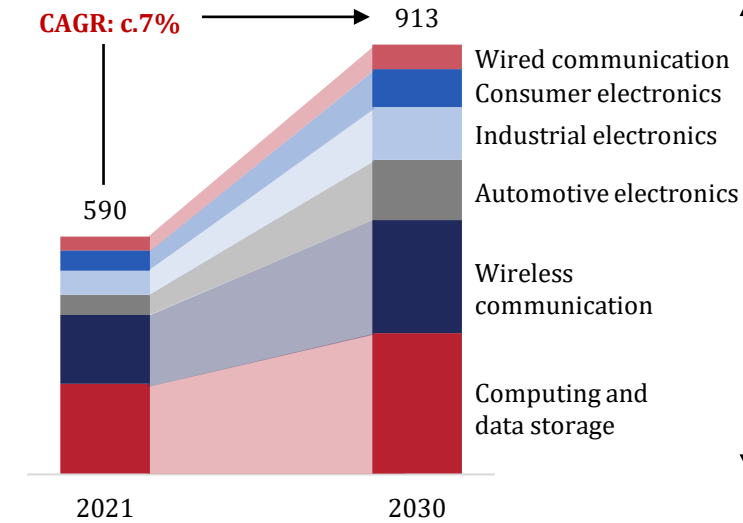


1 Strong industry tailwinds (cont'd)

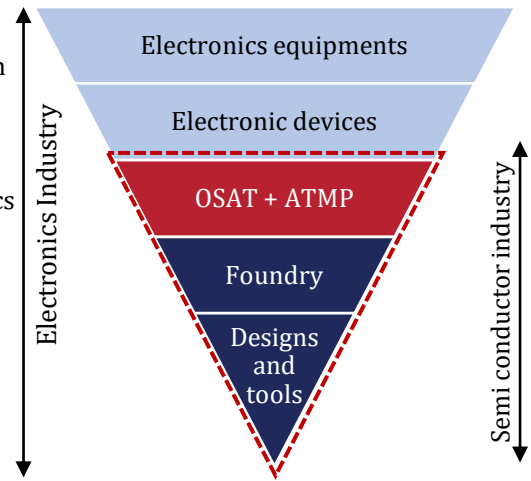


Global semiconductor market is expected to be a trillion dollar industry

Global semiconductor market value by vertical (US\$bn¹)

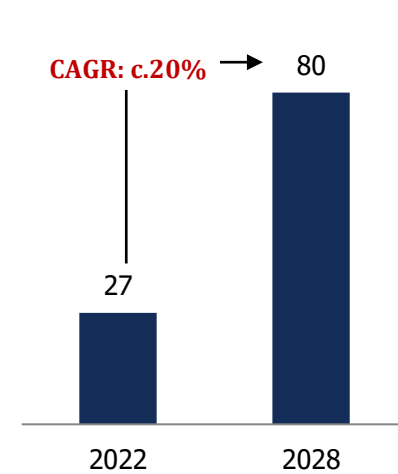


The electronics ecosystem and valuechain



India is a growing semiconductor market

Indian semiconductor market (US\$bn)



- Government support - US\$10bn+** for the vision of Aatmanirbhar Bharat and positioning India as the global hub for ESDM, for the development of semiconductors and display manufacturing ecosystem in India
- Vast pool of highly skilled and talented workforce** - the government has also launched programs to develop and nurture talent in the semiconductor industry
- Role of OSAT/ATMP players becomes increasingly critical** with the strong focus on boosting semiconductor manufacturing in India

OSAT/ATMP players offer several benefits that is increasingly driving semiconductor manufacturers to collaborate and outsource certain processes

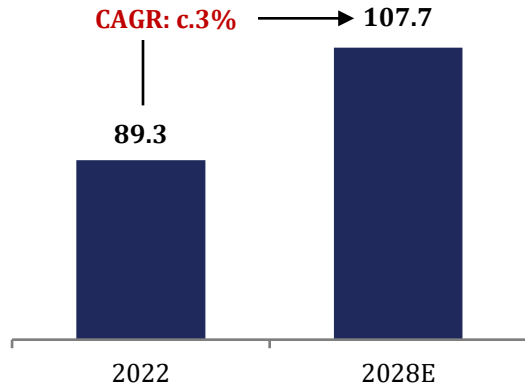
- ★ Ability to handle complex packaging requirements
- ★ Expertise in advanced packaging technologies which is critical to support the rising demand for miniaturization
- ★ Cost optimization and improving operational efficiency
- ★ Consistent investment R&D to ensure advancements in Assembly and Testing
- ★ Quick turnaround times and streamlined processes
- ★ Large scale production and adaptability to changing demand
- ★ Specialized testing capabilities and quality control processes
- ★ Outsourcing non-core functions allows semiconductor manufactures to focus on their core Competencies

1 Strong industry tailwinds (cont'd)

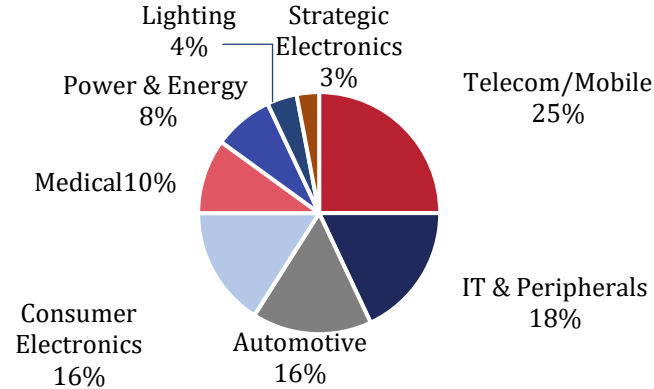


Global PCB market overview

PCB Market (US\$bn)



PCB Market share by industry ²

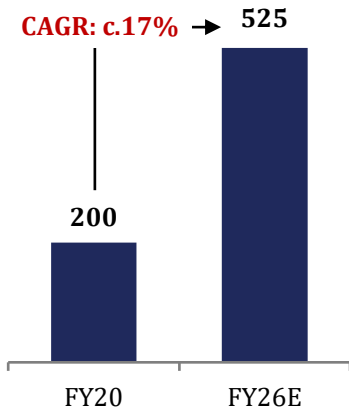


Key Trends

- ✓ HDI PCB¹ market is expected to witness the highest growth due to the growing demand for smart wearables and connected devices
- ✓ Smartphones will remain the largest end use industry and Automotive is expected to witness the highest growth due to advancement in automotive electronics
- ✓ Asia Pacific will remain the largest market, due to the increasing electronic content in automotive, growth in consumer electronic devices & telecommunication products

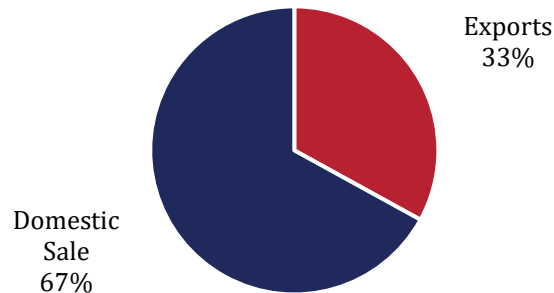
India PCB market³ overview

PCB Market (INRbn)

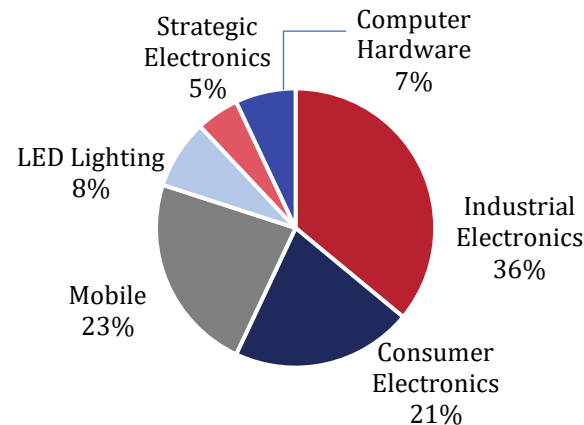


30% of India's PCB production is exported⁴

Exports vs. Domestic Sale



PCB Market share by industry ⁵



Key Trends

- ✓ Rising demand from end markets like wearable electronics, smartphones, aerospace and defense, medical sector etc.
- ✓ Investment in developing smaller, more compact, and high-performance electronics
- ✓ Increasing trend for computer miniaturization
- ✓ Govt. programs like Digital India and Skill India aimed at promoting digital literacy pushing workforce to the use of laptops and other digital devices



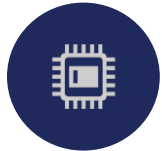
Focus on full product / box build capabilities

Catering to OEMs with in-house test fixtures for reliability, faster turn-around, complex prototypes, zero defects, and upgrading facilities to expand consumer portfolio and provide full box build services to secure a larger revenue share



Continue to diversify product portfolio and expand across verticals by leveraging research & development capabilities

Leverage our in-house design and R&D team, continuously invest in infrastructure, and employ tailored strategies for each vertical to capitalize on industry opportunities. Additionally, by incorporating OSAT and PCB fabrication capabilities into our operations, we are strategically positioned to deliver comprehensive and integrated solutions to customers



Focus upon emerging segments in EMS

We are focusing on emerging segments including Electric Vehicles (EV) (both four wheelers & two wheelers), EV components and EV charging infrastructure, Railways - train collision avoidance systems, High performance computing servers & hardware, Aerospace / Outerspace electronics



Expand and set up manufacturing facilities

New manufacturing facility set up in Chamarajnagar, Karnataka¹, and expansion of manufacturing facilities in Mysore and Manesar. Also, setting up OSAT facility at Kongara Kalan, Telangana and in the process of preparing an implementation plan for a PCB fabrication facility in Mysore, Karnataka that will manufacture advanced HDI PCBs



Improve operational efficiency through backward integration and pursue inorganic growth

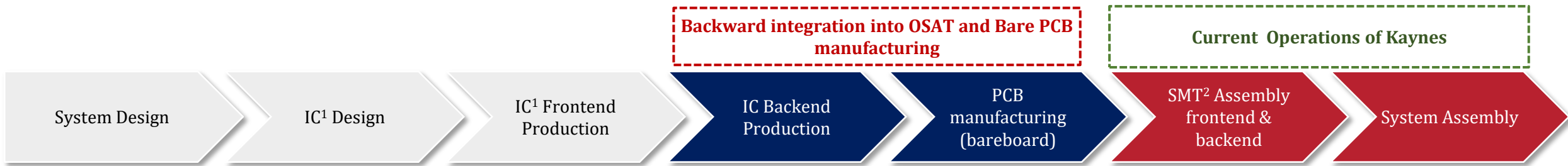
Enhance operational efficiency through backward integration through manufacturing in-house components like bare printed circuit boards and in design of integrated circuits, chip sets and system on chips to leverage complete backward integration for supporting component development. We also intend to pursue inorganic growth through strategic acquisitions, investments, and alliances to expand capabilities and enter new geographies



Continue expanding customer base to focus on large customers

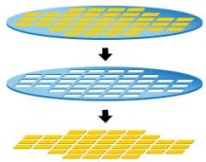
Expand geographical footprint with additional sales and BD representatives, generate brand awareness through content-based marketing, grow exports through S&M teams in the US, Japan, and Europe, and enhance manufacturing facilities to better serve customers

Backward integration into OSAT and Bare PCB manufacturing



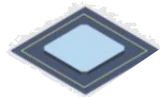
OSAT Manufacturing Process

Wafer Saw (Dicing)



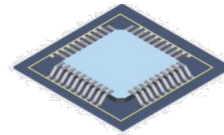
Wafer is attached to a dicing tape, and a rotating circular diamond blade is used to separate the semiconductors while spraying ultrapure water

Die Bonding/ Die Mount



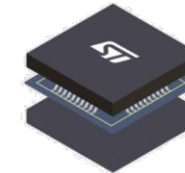
Process of attaching a silicon IC chip to the Die pad of the support structure, such as a lead frame of the Semiconductor package

Wire Bonding



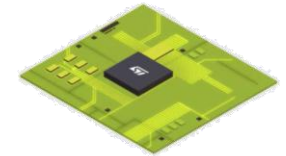
Method of making interconnects between the Die /IC Chips and its package or lead frame. This connects the chip to the lead frame with a thin gold wire

Molding / Encapsulation



Chips are very delicate products that can be affected by scratches, shocks, dust, and magnetism. Therefore, the chip is encased in epoxy resin to protect it from external factors

Integration with a PCB Circuit

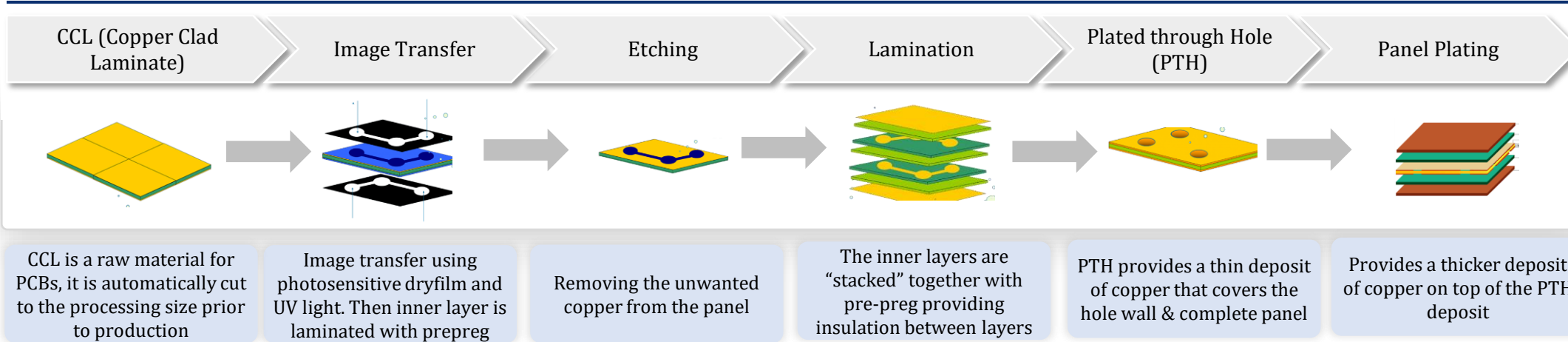


The finished IC chip is integrated with a circuit on a PCB

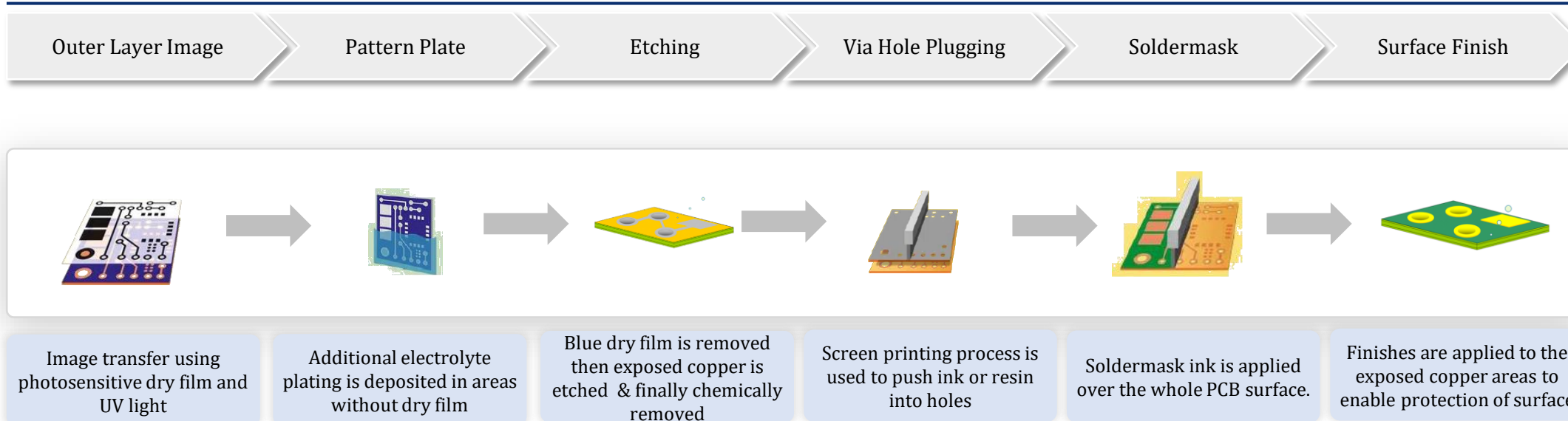
Bare PCB manufacturing process



Inner Layer Manufacturing Process



Outer Layer Manufacturing Process



PCB, or printed circuit board, is an important electronic part and the foundation of electronic components

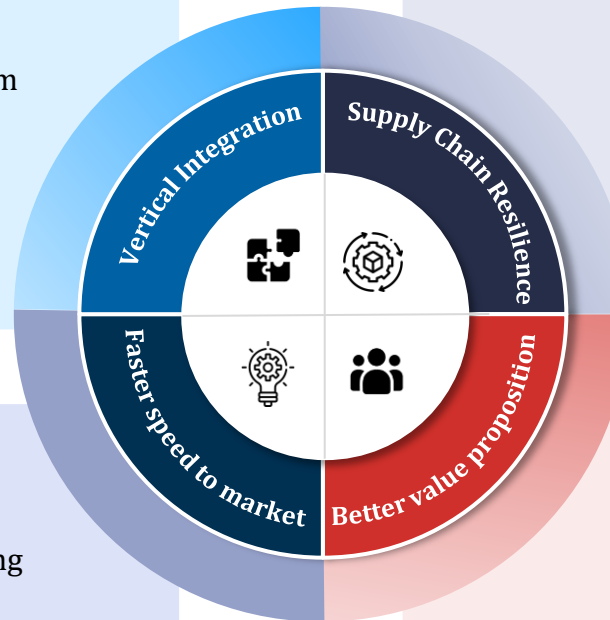
OSAT and Bare PCB manufacturing capabilities offer strategic benefits

Vertical Integration

- Integrated offerings to customers with OSAT and PCB fabrication capabilities
- Wider footprint across the electronics supply chain – from Semiconductor-Packaging to the end-user product
- Greater cost efficiencies and better- quality control

Innovation and Speed to Market

- Faster time-to-market, a critical factor in the ever-evolving semiconductor industry
- Comprehensive understanding and control of the entire production process resulting in product innovation



Supply Chain & Future Market Readiness

- Greater supply chain resilience
- Reduced vulnerabilities of key component availabilities
- Future micro miniaturization of electronic assemblies

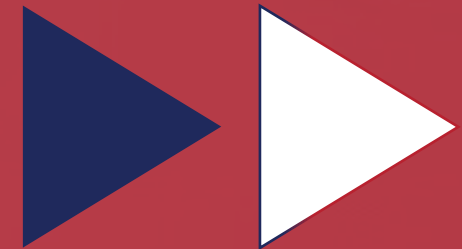
Better Customer Proposition

- Ability to offer customers a one-stop solution for their Electronic Products/ Modules manufacturing needs
- Competitive pricing to customers underpinned by better supply chain efficiencies





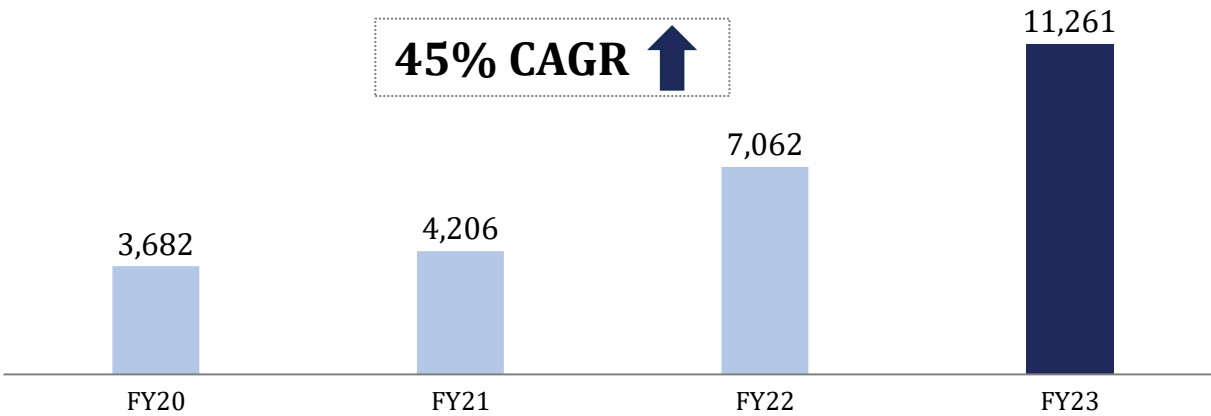
Financial Highlights



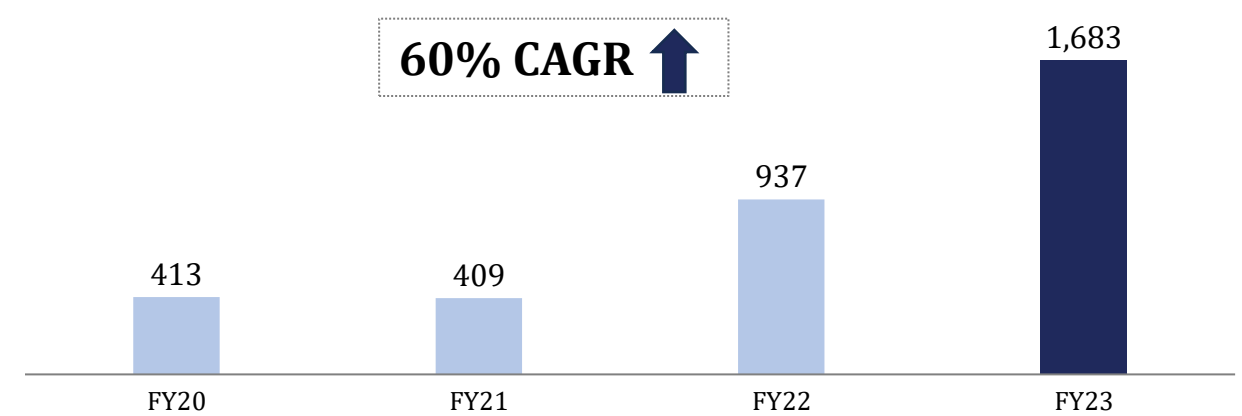
Proven record of consistent financial performance (1/4)



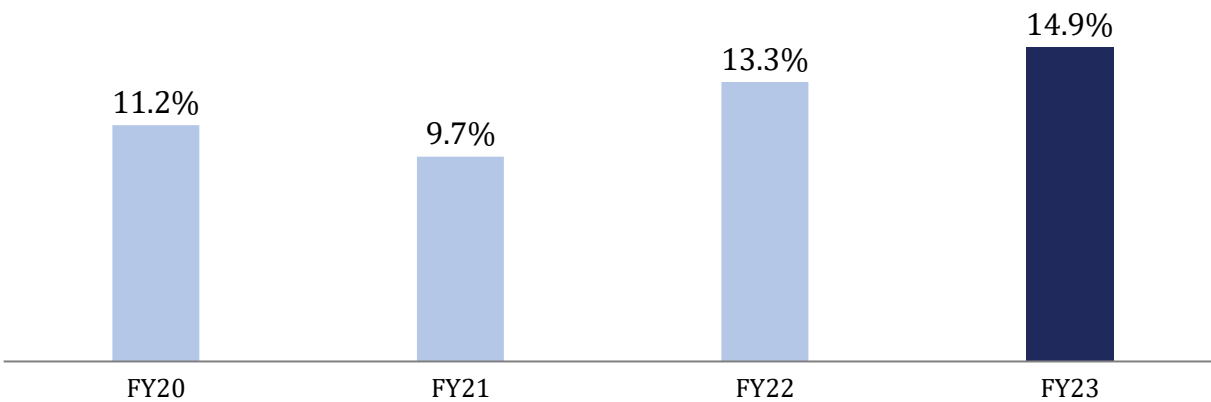
Revenue (₹ Mn)



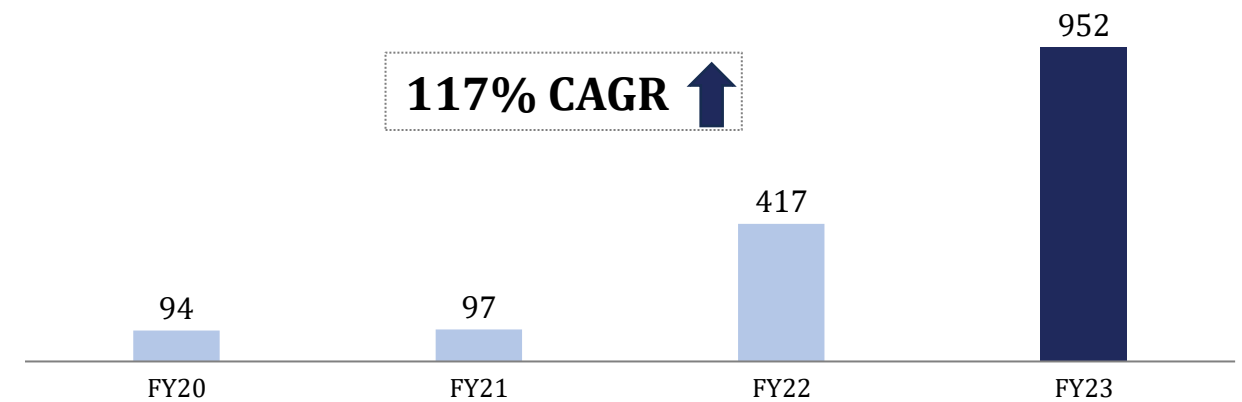
EBITDA (₹ Mn)



EBITDA Margins (%)



Profit After Tax (Restated) (₹ Mn)

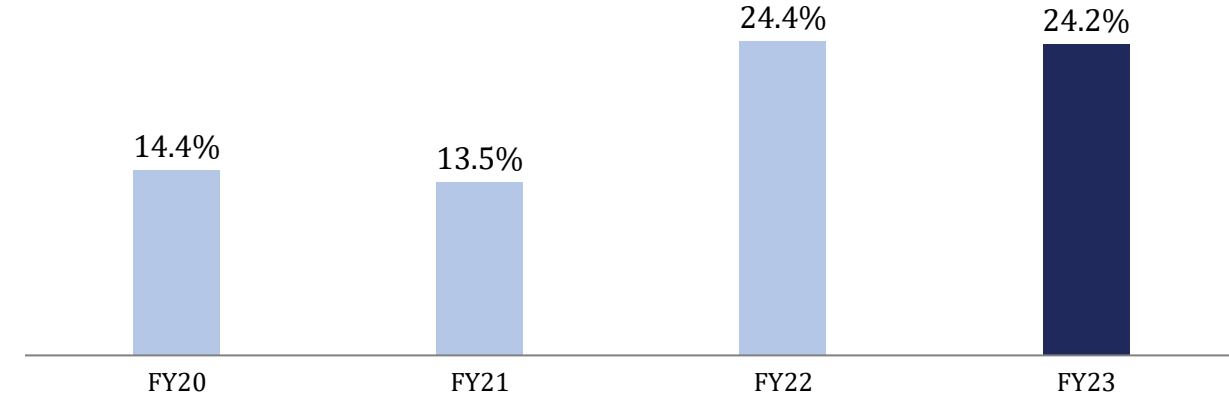
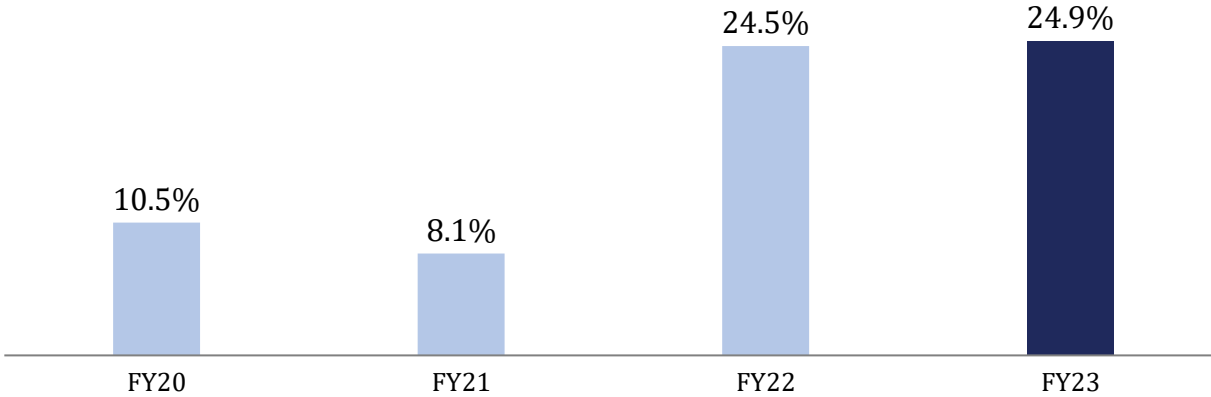


Proven record of consistent financial performance (2/4)



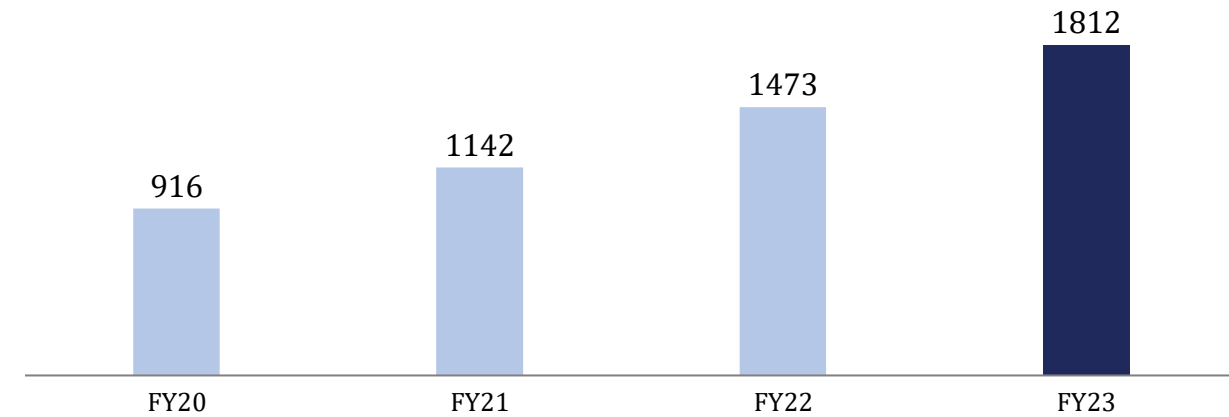
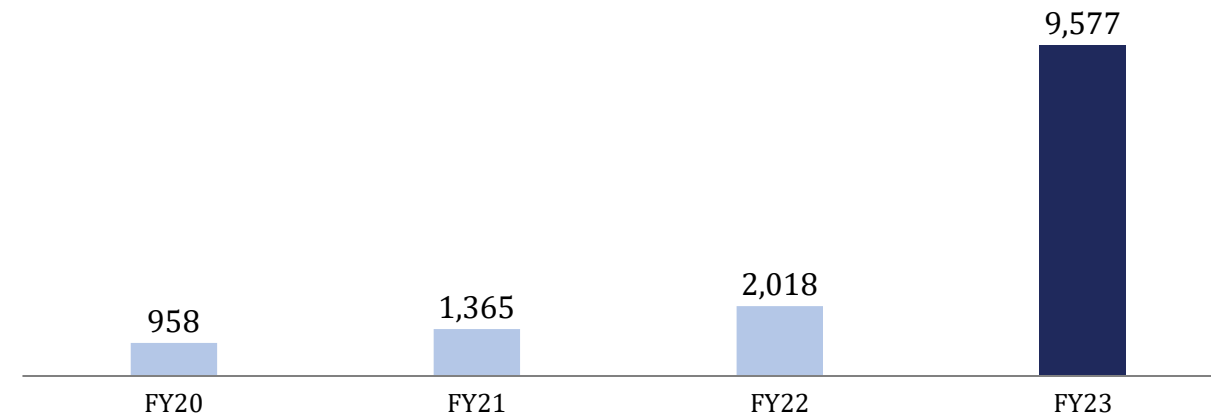
ROE (%)

ROCE (%)



Net Worth (Rs Mn)

Gross Block (Rs Mn)

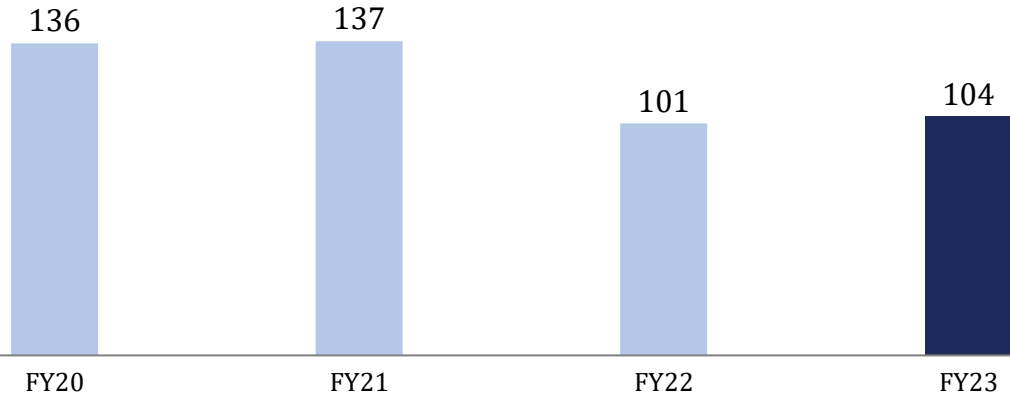


ROCE and ROE are adjusted for unutilized IPO proceeds

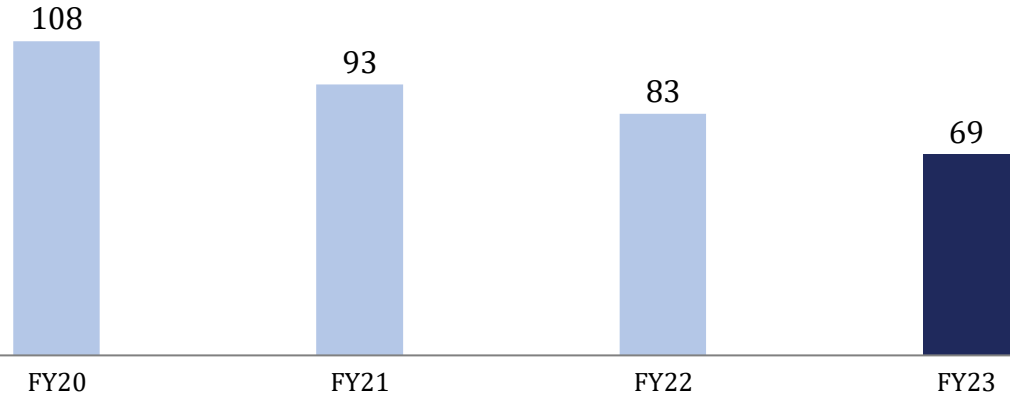
Proven record of consistent financial performance (3/4)



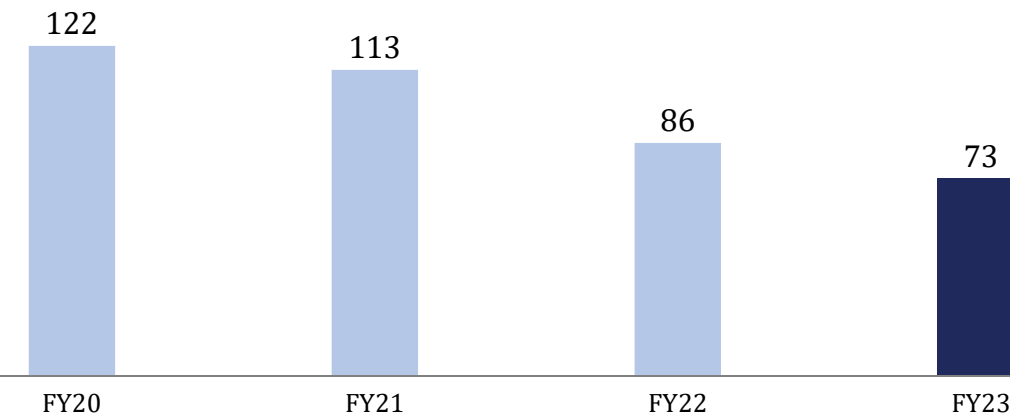
Inventory Days



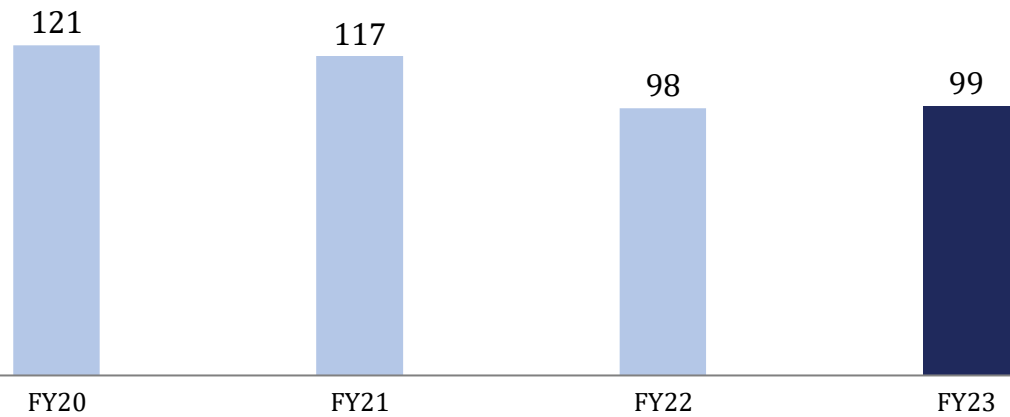
Receivable Days



Payable Days



Net Working Capital Days

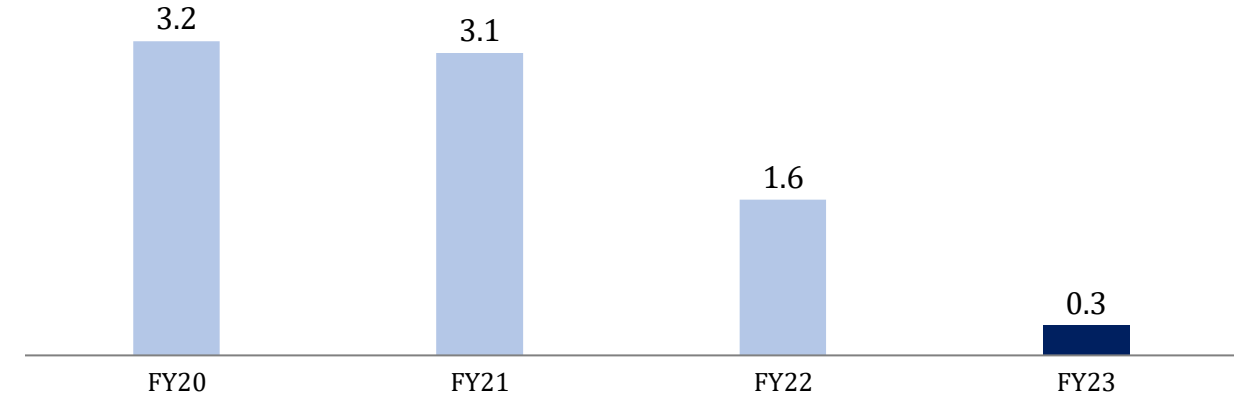
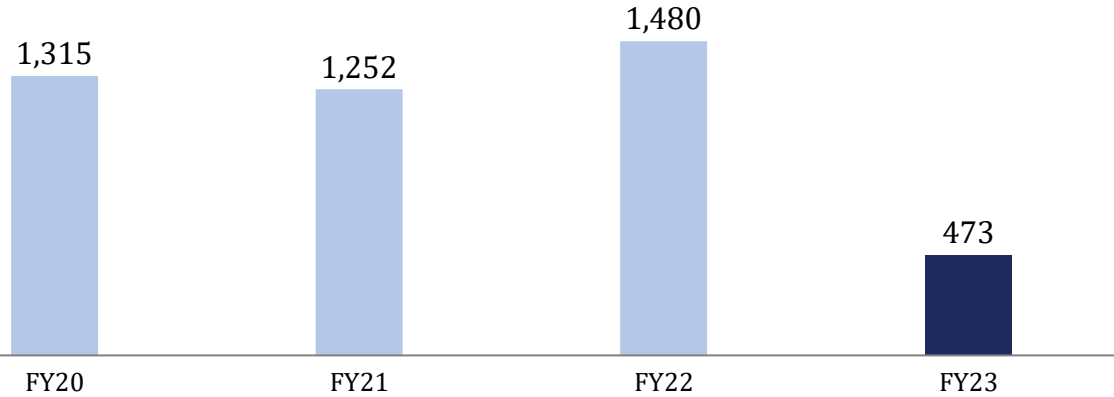


Proven record of consistent financial performance (4/4)



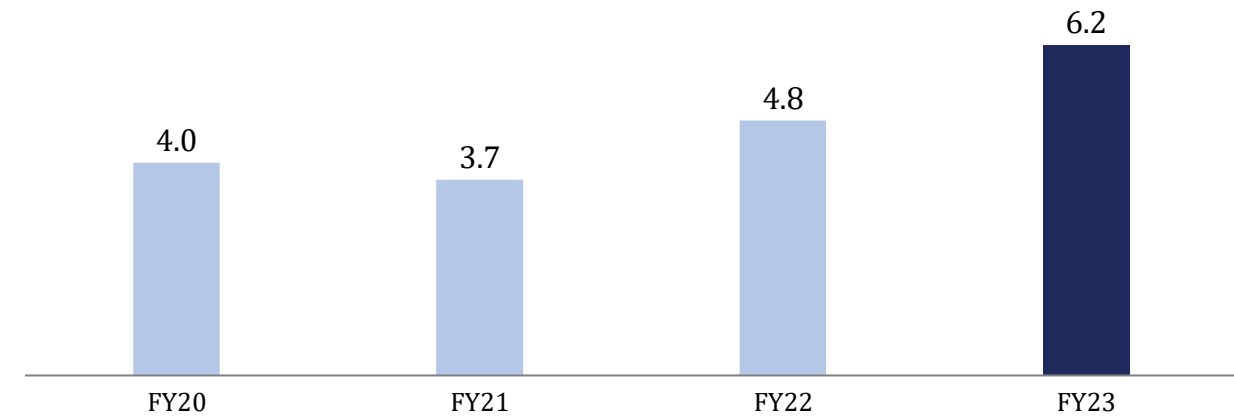
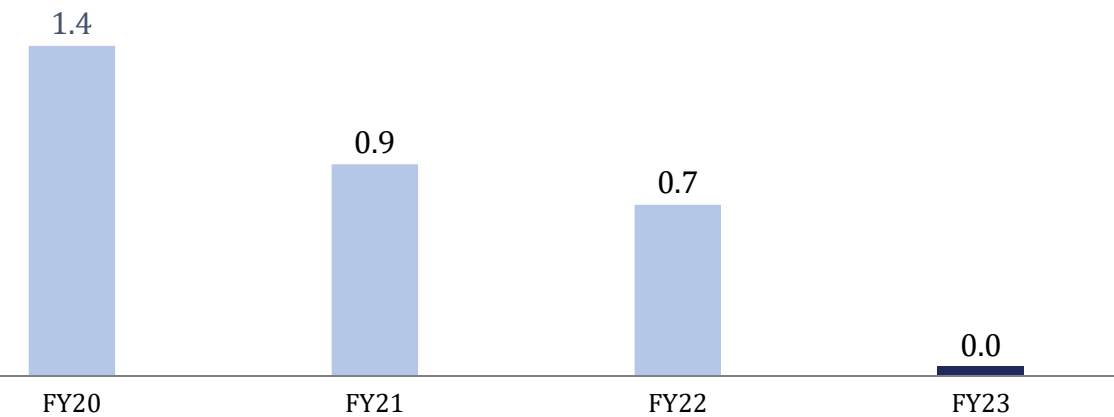
Net Debt (₹ Mn)

Net Debt/EBITDA (x)



Net Debt/Equity (x)

Asset Turnover ratio (x)



Net debt is adjusted for unutilized IPO proceeds

Profit & Loss Statement (Consolidated)



Particulars (₹ Mn)	FY20	FY21	FY22	FY23
Revenue from operations	3,682	4,206	7,062	11,261
Raw material cost	2,417	2,861	4,894	7,801
Employee expenses	424	459	602	771
Other expenses	428	477	629	1,006
EBITDA	413	409	937	1,683
EBITDA margin (%)	11.2	9.7	13.3	14.9
Depreciation and amortization expense	84	101	132	187
Other income	19	40	41	114
Finance cost	236	240	256	349
Profit before tax	113	109	590	1,260
Total tax expenses	19	11	174	308
Net profit after tax	94	97	417	952
Net profit margin (%)	2.5	2.3	5.9	8.5

Balance Sheet (Consolidated)



Particulars (₹ Mn)	FY20	FY21	FY22	FY23
Gross Block (tangible assets)	850	979	1,112	1,451
Accumulated Depreciation	348	408	473	549
Net Block (tangible assets)	502	571	640	902
Intangible assets	138	267	352	426
Other non-current assets	236	165	369	552
Total non-current assets	877	1,002	1,361	1,880
Inventories	1,511	1,639	2,264	4,132
Trade receivables	936	1,217	1,977	2,271
Cash and cash equivalents	123	143	216	4,860
Other current assets	334	193	410	1,045
Total current assets	2,905	3,192	4,864	12,308
Total Assets	3,781	4,194	6,224	14,187
Borrowings	98	171	293	150
Other non-current liabilities	196	148	273	282
Total non-current liabilities	294	320	566	432
Short-term borrowings	1,340	1,224	1,403	1,209
Trade payables	921	954	1,641	2,229
Other current liabilities	194	300	578	714
Total Current Liabilities	2,454	2,478	3,621	4,152
Total Equity & Reserves	1,032	1,396	2,037	9,604
Total Equity and Liabilities	3,781	4,194	6,224	14,187

Cash Flow Statement (Consolidated)



Particulars (₹ Mn)	FY20	FY21	FY22	FY23
Cash flow from operating activities				
Profit before tax	113	109	590	1,260
Adjustment for non-operating items	314	333	386	452
Operating profit before working capital changes	427	442	976	1,713
(Increase)/ decrease in inventories	-293	-128	-625	-1868
(Increase)/decrease in trade receivables	293	-281	-760	-293
(Increase)/decrease in payables & other adjustments	44	271	642	535
Cash generated from operations	471	305	233	87
Less: direct taxes paid	-19	-28	-22	-503
Net cash from operating activities	452	277	211	-416
Cash flow from investing activities	-99	-241	-445	-4,937
Cash flow from financing activities	-354	-13	272	5,543
Net increase/ (decrease) in cash & cash equivalent	-1	23	38	191
Add: Cash and cash equivalents as at 1st April	8	7	31	69
Add: Net effect of exchange gain on cash and cash equivalents	0	0	0	0
Cash and cash equivalents as at 31st march	7	31	69	259

Expansion Update



Manesar (Haryana)

Both the factories are operational

Chamrajanagar (Karnataka)

Work going on at full swing

Phase wise operationalization
Ongoing – Alpha & Beta
Blocks ready, Gamma block getting ready

Pune (Maharashtra)

Facility acquired
To be operationalized shortly

Upgradation existing facilities

Mysore Unit 1 & 2
Manesar
Banglore
Chennai



Chamrajanagar Facilities pictures



Ramesh Kunhikannan

Managing Director & Promoter

33 years of experience in the EMS industry
 Associated with the company since inception
 B.Tech from National Institute of Engineering, Mysore



Savitha Ramesh

Chairperson, Promoter & Whole-time director

25 years of experience in the EMS industry
 Associated with the company since inception
 B.Com from University of Madras



Jairam Paravastu Sampath

Whole time director and CFO

30 years of experience across manufacturing, operations, sales & marketing
 Associated with company since 2011
 B.Tech from IIT Madras, PGDM from IIM Ahmedabad



Poornima Ranganath

Independent Director

Several years of experience
 Current Managing Partner of Law Assist
 Graduate of National Law School of India University, Bangalore



Anup Kumar Bhat

Independent Director

Several years of experience
 Ex. VP Ashok Leyland (subsidiary support)
 B.Tech from Banaras Hindu University



Heinz Franz Moitzi

Independent Director

42 years of experience
 Ex. Consultant H&C consulting
 Bachelors in Business Mgmt. from Baldwin-Wallace College



Koshy Alexander

Independent Director

34 years of experience in finance
 Ex. Director Bharat Electronics Limited
 B.Com from Bangalore University
 Member of ICAI



Murali S G

Independent Director

45 years of experience in finance
 Ex. Group CFO TVS Group
 B.Com from Bangalore University, Member of ICAI



Rajesh Sharma

CEO

27+ years of experience in
 accounting & finance
 B.Com from Bangalore University,
 Member of ICAI



Sajan Anandaraman

Head - Commercial & Corporate Affairs

20+ years of experience in Kaynes across
 verticals B.Tech in E&E, University of Calicut

Awards and Recognition



**Electronics
Company of the
Year 2022-23**

ELCINA

Exports Award

**ELCINA -
EDY, 2018**

Best EMS Co.

IESA

**Emerging
Entrepreneur**

**Make in India,
India Today**



**Proud Contributor
To**

**Chandrayaan-3
2023**

**Defennovation
Awards**

**Excellence in
Manufacturing ,2022**



Thank You

COMPANY



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Whole-time Director & Chief Financial Officer
Email: ir@kaynestechnology.net

Neeraj Vinayak
Head Investor Relations
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