



Ref: CEL/NSEBSE/EP/10112023

10<sup>th</sup> November, 2023

To,

Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051	Department of Corporate Services - Listing BSE Limited P. J. Towers, Dalal Street, Mumbai – 400 001
--	---

**Re: Scrip Symbol: CENTUM/ Scrip Code: 517544**

Dear Sir/ Madam,

**Sub: Earnings Presentation**

This is to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we hereby enclose the Earnings Presentation for H1 FY 23-24. Kindly take the same on your records.

Yours faithfully,  
For **Centum Electronics Limited**

**Indu H S**  
**Company Secretary & Compliance Officer**

Encl: as above

---

**Centum Electronics Limited**

# 44, KHB Industrial Area, Yelahanka New Town, Bangalore - 560 106, Karnataka, India

**Tel** +91-(0)80-4143-6000 **Fax** +91-(0)80-4143-6005 **Website** [www.centumelectronics.com](http://www.centumelectronics.com) **E-mail**

[info@centumelectronics.com](mailto:info@centumelectronics.com) CIN - L85110KA1993PLC013869



# EARNINGS PRESENTATION

Q2/H1-FY24

# Snapshot



25+ years of domain expertise in Electronics Design & Manufacturing Solutions



Global Operations with strong presence in India, Europe and North America



Concept to Commissioning capabilities



1,800 Employees  
650 Designers



Flexible Engagement Models



Strong Supply Chain Network



Strong relationship with marquee global clients



Serving segments with Hi-Tech, High Entry Barriers



Healthy Order Book of ~INR 15,480 Mn\*



Single Source Supplier for ~80% of manufactured products



75% Revenues from Overseas Customers in Advanced Economies



Strong Corporate Governance

\* As on 30<sup>th</sup> September 2023, Not including client forecasts of EMS division & signed LOIs for Transportation products

# Company Overview

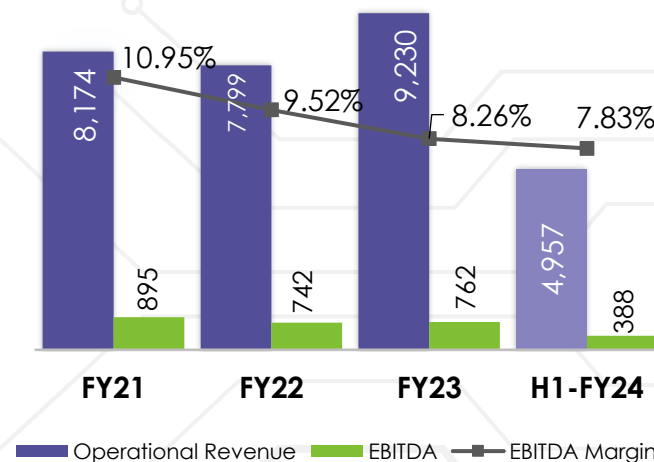


- Founded in 1993, Centum Electronics Limited (Centum) is one of the largest Electronics System Design and Manufacturing (ESDM) companies in India.
- Competencies across product design and manufacturing of complex and critical products and supplying to marquee customers in the most advanced economies as well as in India.
- Offering entire spectrum of design services and manufacturing of systems, subsystems for mission critical products in Defence, Space, Aerospace, Industrial, Transportation and Medical sectors.
- World-class design & manufacturing facilities across North America, Europe and India, with cutting edge infrastructure as well as a global supply chain capable of delivering products with high quality and reliability anywhere in the world.

## H1-FY24 Key Business Segments:

- **Engineering R&D (ER&D) Services (30%)** – Involves conceptualizing and designing of Electronic Hardware, Embedded Software, FPGA, Analog, Radio Frequency products, etc.
- **Electronic Manufacturing Services (EMS) (43%)** – Services include manufacturing services solutions focused on a High Complexity products in high technology segment
- **Build-To-Specification (27%)** – Services include turn-key solutions to take project from conception to mass production quickly and efficiently.

## Operational Income (In Mn) and EBITDA Margins (%)



## H1-FY24 Industry Breakup

Defense, Space & Aerospace



42%

Transport & Automotive



24%

Industrial & Energy



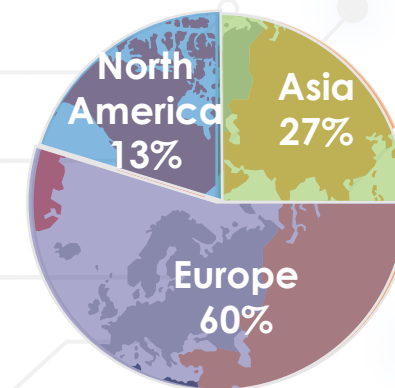
25%

Healthcare



9%

## H1-FY24 Geographical Breakup





# H1-FY24 FINANCIAL OVERVIEW

# Q2/H1-FY24 Financial Highlights



## Q2-FY24 Standalone Performance:

- Operational Income: INR 1,600 Mn
- Operational EBITDA: INR 211 Mn
- Operational EBITDA Margin %: 13.19%
- Net Profit: INR 96 Mn
- PAT Margin %: 6.00%
- Diluted EPS: 7.35 INR

## H1-FY24 Standalone Performance:

- Operational Income: INR 2,880 Mn
- Operational EBITDA: INR 385 Mn
- Operational EBITDA Margin %: 13.37%
- Net Profit : INR 167 Mn
- PAT Margin %: 5.80%
- Diluted EPS: 12.83 INR

## Q2-FY24 Consolidated Performance:

- Operational Income: INR 2,482 Mn
- Operational EBITDA: INR 172 Mn
- Operational EBITDA Margin %: 6.93%
- Net Profit: INR (46) Mn
- PAT Margin %: (1.85)%
- Diluted EPS: (2.89) INR

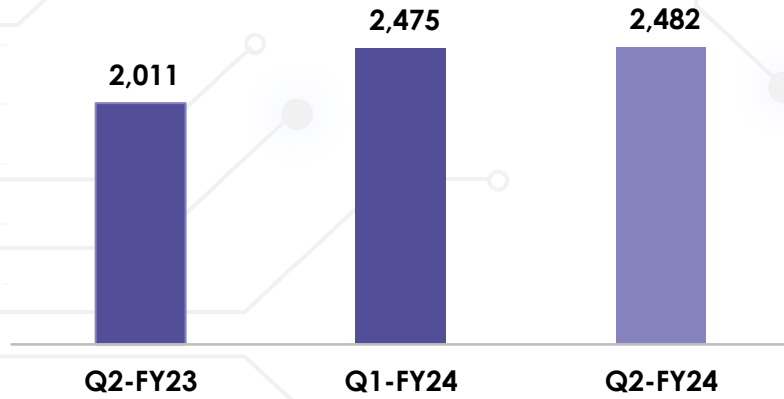
## H1-FY24 Consolidated Performance:

- Operational Income: INR 4,957 Mn
- Operational EBITDA: INR 388 Mn
- Operational EBITDA Margin %: 7.83%
- Net Profit: INR (31) Mn
- PAT Margin %: (0.63)%
- Diluted EPS: (0.39) INR

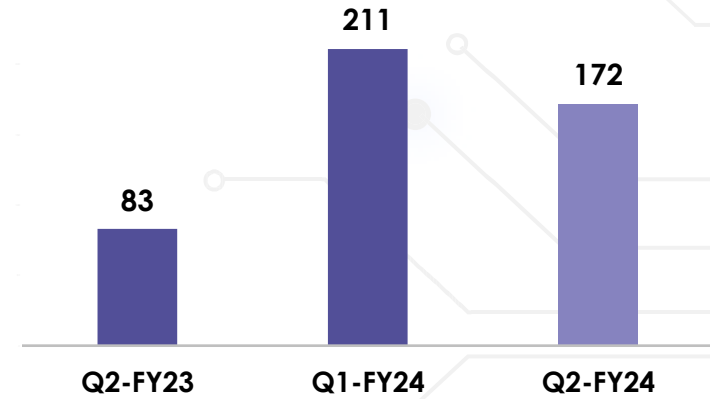
# Q2-FY24 Consolidated Financial Performance



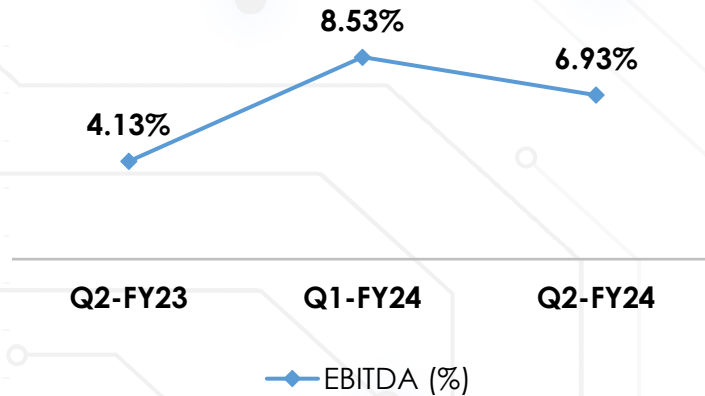
### Revenue from Operations (INR Mn)



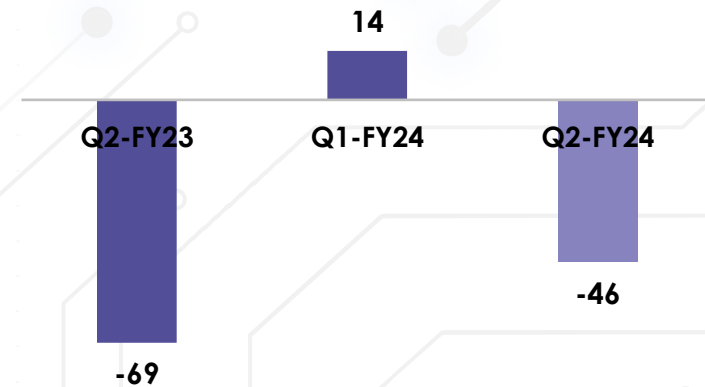
### EBITDA (INR Mn)



### EBITDA Margin (%)



### PAT (INR Mn)



# Q2/H1 -FY24 Operational Highlights



- Consolidated revenue from operations for Q2-FY24 was INR 248 crores, higher by 24% Y-o-Y. Consolidated EBITDA for Q2-FY24 was at 6.9% compared to 4.1% for the same period last year.
- Standalone revenues grew by 25% Q-o-Q and 53% Y-o-Y driven by ramp up in the EMS business.
- Standalone working capital improved to 135 days as against 140 days of Q4-FY23.
- The company's Subsidiary, Centum T&S' revenue remained almost flat at INR 98 crores Y-o-Y, which is a seasonally low quarter for the year. Margins remain muted in the subsidiary, mainly due to overruns in certain fixed price programs. Margins are expected to improve in the second half of the year and further improvements are planned in the next year.
- Order book on 30th Sep 23 was INR 1548 crores. The outlook for new order booking is strong.
- Centum completed the put option obligations with buying the shares of the subsidiary Centum T&S from the Management shareholders increasing the shareholding to 90.1%.
- The company has received the prestigious National level Energy Management Gold Award for Energy Conservation and Carbon footprint reduction.



# Quarterly Standalone Financial Performance



Particulars (INR Mn)	Q2-FY24	Q2-FY23	Y-o-Y	Q1-FY24	Q-o-Q
<b>Operational Revenue</b>	<b>1,600</b>	<b>1,046</b>	<b>53.0%</b>	<b>1,281</b>	<b>24.9%</b>
Total Expenses	1389	1,012	37.3%	1,106	25.6%
<b>EBITDA</b>	<b>211</b>	<b>34</b>	<b>NA</b>	<b>175</b>	<b>20.6%</b>
<b>EBITDA Margins (%)</b>	<b>13.19%</b>	<b>3.25%</b>	<b>994 Bps</b>	<b>13.66%</b>	<b>(47) Bps</b>
Other Income	11	10	10.0%	9	22.2%
Depreciation	46	41	12.2%	45	2.2%
Finance Cost	46	37	24.3%	43	7.0%
<b>PBT</b>	<b>130</b>	<b>(34)</b>	<b>NA</b>	<b>96</b>	<b>35.4%</b>
Tax	34	(9)	NA	25	36.0%
<b>PAT</b>	<b>96</b>	<b>(25)</b>	<b>NA</b>	<b>71</b>	<b>35.2%</b>
<b>PAT Margins (%)</b>	<b>6.00%</b>	<b>NA</b>	<b>NA</b>	<b>5.54%</b>	<b>46 Bps</b>
Other Comprehensive Income	1	1	0.0%	2	(50.0)%
<b>Total Comprehensive Income</b>	<b>97</b>	<b>(24)</b>	<b>NA</b>	<b>73</b>	<b>32.9%</b>
Diluted EPS (INR)	7.35	(1.92)	NA	5.47	34.4%

# Half Yearly Standalone Financial Performance



Particulars (INR Mn)	H1-FY24	H1-FY23	Y-o-Y
<b>Operational Income</b>	<b>2,880</b>	<b>2,026</b>	<b>42.2%</b>
Total Expenses	2,495	1,932	29.1%
<b>EBITDA</b>	<b>385</b>	<b>94</b>	<b>NA</b>
<b>EBITDA Margins (%)</b>	<b>13.37%</b>	<b>4.64%</b>	<b>873 Bps</b>
Other Income	20	24	(16.7)%
Depreciation	91	81	12.3%
Finance Cost	89	70	27.1%
Exceptional Items	-	-	
<b>PBT</b>	<b>225</b>	<b>(33)</b>	<b>NA</b>
Tax	58	(8)	NA
<b>PAT</b>	<b>167</b>	<b>(25)</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>5.80%</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	3	1	NA
<b>Total Comprehensive Income</b>	<b>170</b>	<b>(24)</b>	<b>NA</b>
Diluted EPS (INR)	12.83	(1.93)	NA

# Quarterly Consolidated Financial Performance



Particulars (INR Mn)	Q2-FY24	Q2-FY23	Y-o-Y	Q1-FY24	Q-o-Q
<b>Operational Revenue</b>	<b>2,482</b>	<b>2,011</b>	<b>23.4%</b>	<b>2,475</b>	<b>0.3%</b>
Total Expenses	2310	1,928	19.8%	2,264	2.0%
<b>EBITDA</b>	<b>172</b>	<b>83</b>	<b>NA</b>	<b>211</b>	<b>(18.5)%</b>
<b>EBITDA Margins (%)</b>	<b>6.93%</b>	<b>4.13%</b>	<b>280 Bps</b>	<b>8.53%</b>	<b>(160) Bps</b>
Other Income	9	6	50.0%	16	(43.8)%
Depreciation	111	108	2.8%	106	4.7%
Finance Cost	91	66	37.9%	81	12.3%
Share of Profit / (losses) of associates from operations	-	-	-	-	-
Exceptional items	-	-	-	-	-
<b>PBT</b>	<b>(21)</b>	<b>(85)</b>	<b>(75.3)%</b>	<b>40</b>	<b>NA</b>
Tax	25	(16)	NA	26	(3.9)%
<b>PAT</b>	<b>(46)</b>	<b>(69)</b>	<b>(75.3)%</b>	<b>14</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>0.57%</b>	<b>NA</b>
Other Comprehensive Income	27	15	80.0%	(1)	NA
<b>Total Comprehensive Income</b>	<b>(19)</b>	<b>(54)</b>	<b>(64.8)%</b>	<b>13</b>	<b>NA</b>
Diluted EPS (INR)	(2.89)	(4.60)	(37.2)%	2.47	NA

# Half Yearly Consolidated Financial Performance



Particulars (INR Mn)	H1-FY24	H1-FY23	Y-o-Y
<b>Operational Revenue</b>	<b>4,957</b>	<b>4,096</b>	<b>21.0%</b>
Total Expenses	4,569	3,900	17.2%
<b>EBITDA</b>	<b>388</b>	<b>196</b>	<b>98.0%</b>
<b>EBITDA Margins (%)</b>	<b>7.83%</b>	<b>4.79%</b>	<b>304 Bps</b>
Other Income	20	32	(37.5)%
Depreciation	217	218	(0.5)%
Finance Cost	172	125	37.6%
Share of profit / (losses) of associates and JV from continuing operation	-	-	-
Exceptional Items	-	-	-
<b>PBT</b>	<b>19</b>	<b>(115)</b>	<b>NA</b>
Tax	50	(21)	NA
<b>PAT from continuing operations</b>	<b>(31)</b>	<b>(94)</b>	<b>67%</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive Income	25	36	(30.6)%
<b>Total Comprehensive Income</b>	<b>(6)</b>	<b>(58)</b>	<b>(89.7)%</b>
Diluted EPS (INR)	(0.39)	(6.27)	(93.8)%

# Historical Standalone Income Statement



Particulars (INR Mn)	FY21	FY22	FY23	H1-FY24
<b>Operational Revenue</b>	<b>4,245</b>	<b>3,480</b>	<b>5,006</b>	<b>2,880</b>
Total Expenses	3,621	3,055	4,470	2,495
<b>EBITDA</b>	<b>624</b>	<b>425</b>	<b>536</b>	<b>385</b>
<b>EBITDA Margins (%)</b>	<b>14.70%</b>	<b>12.21%</b>	<b>10.71%</b>	<b>13.37%</b>
Other Income	39	58	47	20
Depreciation	158	165	162	91
Finance Cost	174	146	157	89
Exceptional Items	-	(18)	-	-
<b>PBT</b>	<b>331</b>	<b>154</b>	<b>264</b>	<b>225</b>
Tax	91	36	70	58
<b>PAT</b>	<b>240</b>	<b>118</b>	<b>194</b>	<b>167</b>
<b>PAT Margins (%)</b>	<b>5.65%</b>	<b>3.39%</b>	<b>3.89%</b>	<b>5.80%</b>
Other Comprehensive Income	1	6	6	3
<b>Total Comprehensive Income</b>	<b>241</b>	<b>124</b>	<b>200</b>	<b>170</b>
Diluted EPS (INR)	18.60	9.12	14.91	12.83

# Standalone Balance Sheet



Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>ASSETS</b>			
<b>Non-Current Assets</b>	<b>2,120</b>	<b>2,219</b>	<b>2,416</b>
(a) Property, Plant & Equipment	1,033	993	1,066
(b) Capital Work in progress	0	54	3
(c) Goodwill on Consolidation	36	36	36
(d) Other Intangible Assets	42	29	26
(e) Right of use asset	29	35	26
(f) Intangible assets under development	-	-	-
(g) Financial Assets			
(i) Investments	628	763	913
(ii) Loans		10	5
(iii) Other financial assets	269	205	237
(h) Deferred tax assets (net)	25	62	72
(i) Non-current tax assets (net)	49	10	10
(j) Other non-current assets	9	21	22
<b>Current Assets</b>	<b>3,340</b>	<b>4,835</b>	<b>5,504</b>
(a) Inventories	1,986	2,316	2,927
(b) Financial Assets			
(i) Investments	-		
(ii) Trade Receivables	898	2,095	2,044
(iii) Cash and Cash Equivalents	149	137	169
(iv) Bank balances other than above	94	69	74
(iv) Loans		10	10
(v) Others current financial assets	52	6	13
(c) Other Current Assets	161	202	267
<b>TOTAL ASSETS</b>	<b>5,460</b>	<b>7,054</b>	<b>7,920</b>

Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>	<b>2,645</b>	<b>2,826</b>	<b>2,955</b>
(a) Share Capital	129	129	129
(b) Other Equity	2,516	2,697	2,826
<b>Non Current Liabilities</b>	<b>162</b>	<b>259</b>	<b>320</b>
(a) Financial Liabilities			
(i) Borrowings	-	-	131
(ii) Other Financial Liabilities	-	-	-
(iii) Lease Liabilities	2	8	3
(b) Government Grants	27	24	20
(c) Net non-current employee defined benefit liabilities	56	60	62
(d) Other Non-Current Liabilities	77	167	104
<b>Current Liabilities</b>	<b>2,653</b>	<b>3,969</b>	<b>4,645</b>
(a) Financial Liabilities			
(i) Borrowings	980	1,059	1,303
(ii) Trade Payables	726	1,525	1,642
(iii) Other Financial Liabilities	84	167	109
(iv) Lease Liabilities	12	6	3
(b) Government Grants	8	8	8
(c) Other current Liabilities	781	1,025	1,452
(d) Net current employee defined benefit liabilities	7	7	7
(e) Provisions	25	62	61
(f) Liabilities for current tax (net)	30	110	60
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>5,460</b>	<b>7,054</b>	<b>7,920</b>

# Historical Consolidated Income Statement



Particulars (INR Mn)	FY21	FY22	FY23	H1-FY24
<b>Operational Revenue</b>	<b>8,174</b>	<b>7,799</b>	<b>9,230</b>	<b>4,957</b>
Total Expenses	7,279	7,057	8,468	4,569
<b>EBITDA</b>	<b>895</b>	<b>742</b>	<b>762</b>	<b>388</b>
<b>EBITDA Margins (%)</b>	<b>10.95%</b>	<b>9.52%</b>	<b>8.26%</b>	<b>7.83%</b>
Other Income	58	80	59	20
Depreciation	453	432	438	217
Finance Cost	295	263	273	172
Share of profit / (losses) of associates and JV from continuing operation	(11)	(46)	12	-
Exceptional Item	-	(604)	-	-
<b>PBT</b>	<b>194</b>	<b>(522)</b>	<b>121</b>	<b>19</b>
Tax	74	13	54	50
<b>PAT from continuing operations</b>	<b>120</b>	<b>(535)</b>	<b>67</b>	<b>(31)</b>
PAT from discontinuing operations	-	-	-	-
<b>PAT</b>	<b>120</b>	<b>(535)</b>	<b>67</b>	<b>(31)</b>
<b>PAT Margins (%)</b>	<b>1.47%</b>	<b>NA</b>	<b>0.73%</b>	<b>NA</b>
Other Comprehensive Income	(6)	25	7	25
<b>Total Comprehensive Income</b>	<b>114</b>	<b>(510)</b>	<b>74</b>	<b>(6)</b>
Diluted EPS from continuing operations (INR)	13.30	(23.70)	7.55	(0.39)

# Consolidated Balance Sheet



Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>ASSETS</b>			
<b>(1) Non-current assets</b>	<b>3,356</b>	<b>3,360</b>	<b>3,431</b>
(a) Property, Plant and Equipment	1,120	1,071	1,143
(b) Capital work-in-progress	0	54	3
(c) Goodwill on consolidation	376	376	376
(d) Other Intangible assets	416	286	303
(e) Right of use asset	481	465	542
(f) Intangible assets under development	120	228	195
(g) Financial assets			
(i) Investment in joint ventures and associates	59	82	82
(ii) Other Investments	14	14	14
(iii) Other non current financial assets	378	363	415
(h) Deferred tax assets (net)	32	70	80
(i) Non-current tax assets (net)	49	9	10
(j) Other non-current assets	42	342	268
<b>(2) Current assets</b>	<b>5,874</b>	<b>7,367</b>	<b>7,990</b>
(a) Inventories	2,248	2,611	3,328
(b) Financial assets			
(i) Trade receivables	2,499	3,310	3,227
(ii) Cash and cash equivalents	481	353	358
(iii) Bank balances other than cash and cash equivalents	94	69	74
(iv) Other current financial assets	226	121	115
(c) Other current assets	326	903	888
<b>Total assets (1+2)</b>	<b>9,230</b>	<b>10,727</b>	<b>11,421</b>

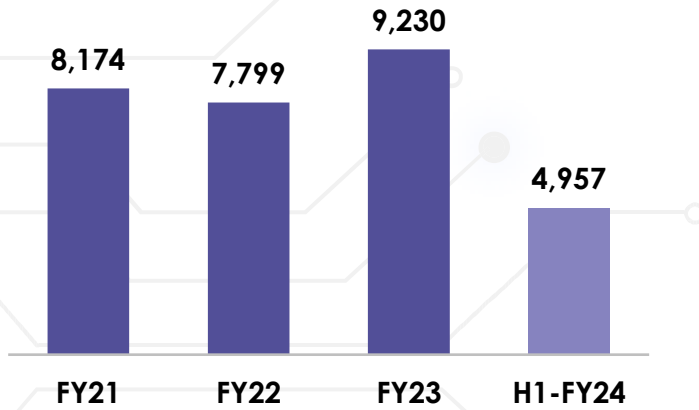
Particulars (INR Mn)	FY22	FY23	H1-FY24
<b>EQUITY AND LIABILITIES</b>			
<b>(1) Equity</b>	<b>1,985</b>	<b>2,040</b>	<b>1,993</b>
(a) Equity share capital	129	129	129
(b) Other equity	1,911	1,978	1,911
Equity attributable to equity holders of the parent (a+b)	2,040	2,107	2,039
(c) Non-controlling interests	(55)	(67)	(46)
<b>(2) Non-current liabilities</b>	<b>1,453</b>	<b>1,246</b>	<b>1,238</b>
(a) Financial liabilities			
(i) Borrowings	816	580	593
(iii) Lease Liabilities	356	362	419
(b) Deferred tax liabilities (net)	49	27	16
(c) Net non-current employee defined benefit liabilities	58	62	64
(d) Other non-current liabilities	77	167	105
(e) Provisions	70	24	21
(f) Government Grants	27	24	20
<b>(3) Current liabilities</b>	<b>5,792</b>	<b>7,441</b>	<b>8,190</b>
(a) Financial liabilities			
(i) Borrowings	1,910	2,048	2,387
(ii) Trade payables	1,141	2,110	2,263
(iii) Other current financial liabilities	599	517	284
(iv) Lease Liabilities	120	92	113
(b) Other current liabilities	1,701	2,255	2,807
(c) Government Grants	8	8	8
(d) Net employee defined benefit liabilities	6	7	9
(e) Provisions	275	287	255
(f) Liabilities for current tax (net)	32	117	64
<b>Total equity and liabilities (1+2+3)</b>	<b>9,230</b>	<b>10,727</b>	<b>11,421</b>



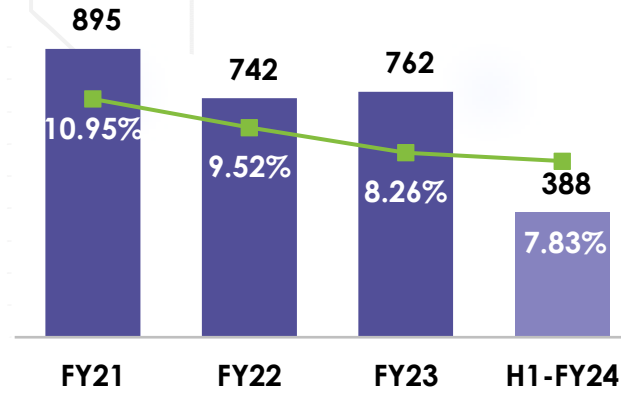
# Consolidated Financial Highlights



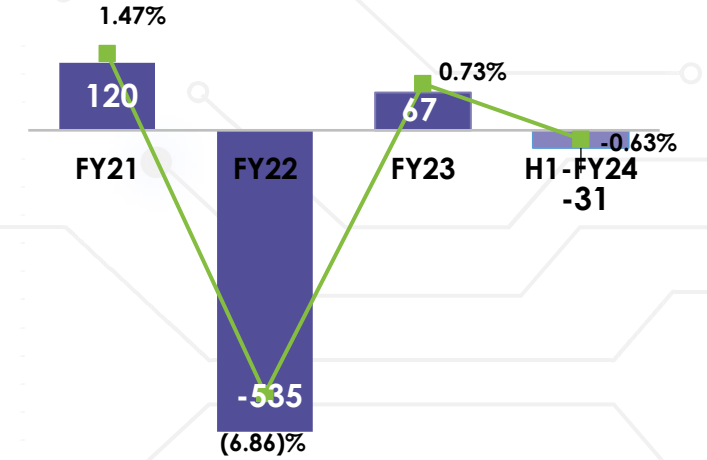
### Operational Revenue



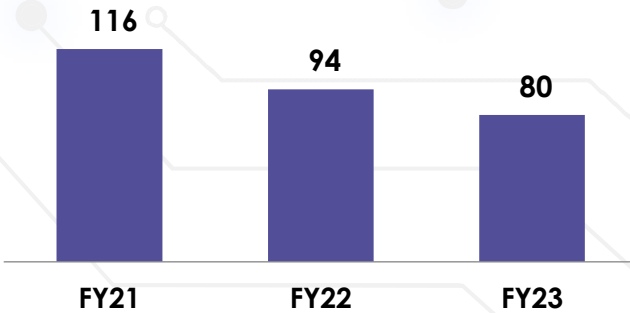
### EBITDA & EBITDA Margins (%)



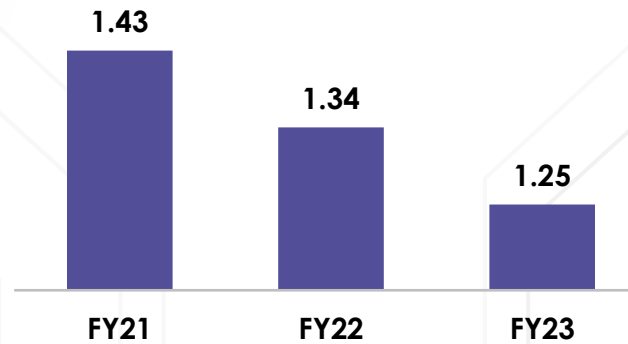
### PAT & PAT Margins (%)



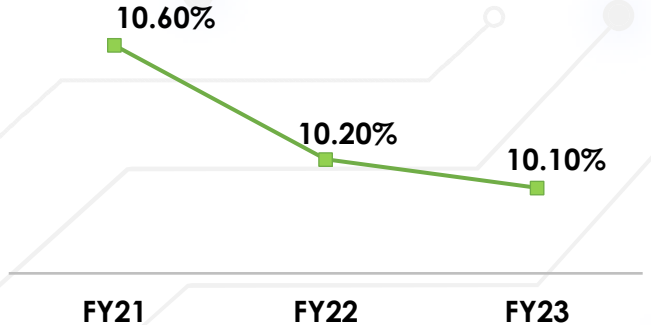
### Net Working Capital Days



### Debt to Equity



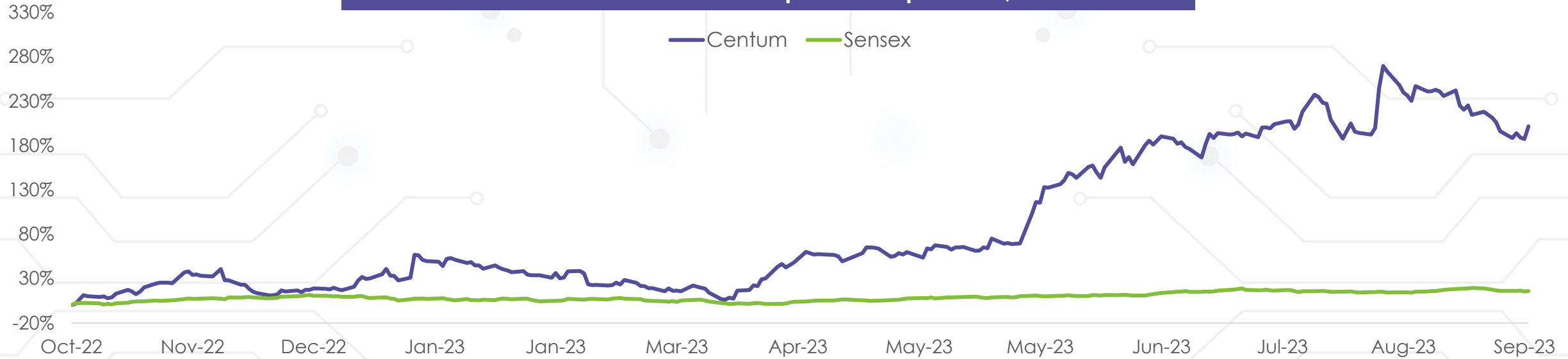
### ROCE(%)



# Capital Market Data



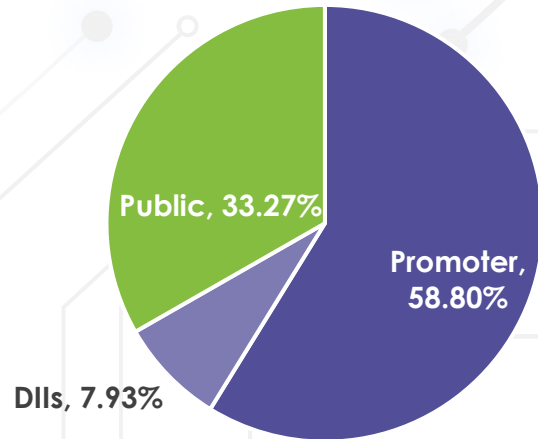
## 1 Year Stock Performance upto 30<sup>th</sup> September, 2023



## Price Data (As on 30<sup>th</sup> September, 2023)

CMP	1,441.1
52 Week H/L	1,970.0/473.0
Avg. Vol. ('000)	46.1
Avg. turnover (Mn)	45.1
Market Capital (INR Mn)	18,568.3
Total outstanding shares (Mn)	12.9

## Shareholding Pattern (As on 30<sup>th</sup> September, 2023)



## **Centum Electronics Limited**

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements" based on the currently held beliefs and assumptions of the management of Centum Electronics Limited ("Company" or "Centum"), which are expressed in good faith and in their opinion reasonable, including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects and future developments in its industry and its competitive and regulatory environment.

Forward-looking statements involve known and unknown risks, uncertainties and other factors, which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements, including future changes or developments in the Company's business, its competitive environment and political, economic, legal and social conditions. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements. The Company disclaims any obligation to update these forward-looking statements to reflect future events or developments.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction, including the United States. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. None of our securities may be offered or sold in the United States, without registration under the U.S. Securities Act of 1933, as amended, or pursuant to an exemption from registration there from.

This presentation is confidential and may not be copied or disseminated, in whole or in part, and in any manner.

## **Valorem Advisors Disclaimer:**

Valorem Advisors is an Independent Investor Relations Management Service company. This Presentation has been prepared by Valorem Advisors based on information and data which the Company considers reliable, but Valorem Advisors and the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. 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. Valorem Advisors also hereby certifies that the directors or employees of Valorem Advisors do not own any stock in personal or company capacity of the Company under review.

**For further information please contact our Investor Relations Representative:**



**Mr. Anuj Sonpal**  
**Valorem Advisors**

Tel: +91-22-4903-9500

Email: [centum@valoremadvisors.com](mailto:centum@valoremadvisors.com)

Investor Kit Link: <http://valoremadvisors.com/centum/>