



Centum Electronics Limited

COMPANY BACKGROUND.....

- 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 Defense, Space, Aerospace, Industrial, Transportation and Healthcare 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.

BUSINESS MIX (9M-FY25).....

- **Engineering R&D (ER&D) Services (22%)** : Involves conceptualizing and designing of Electronic Hardware, Embedded Software, FPGA, Analog, Radio Frequency products, etc.
- **Electronic Manufacturing Services (EMS) (49%)** : Services include manufacturing services solutions focused on a high complexity products in the high technology segment
- **Build to Specification (BTS) (29%)** : Services include turn-key solutions to take the project from conception to mass production quickly and efficiently.

KEY STRENGTHS.....

- 30+ years of domain expertise in Electronics Design & Manufacturing Solutions
- Global Operations with a strong presence in Asia, Europe and North America
- Concept to Commissioning capabilities
- 1,900+ Employees & 650+ Designers
- Flexible Engagement Models
- Strong Supply Chain Network with 600+ suppliers
- Strong relationship with marquee global clients
- Serving segments with Hi-Tech, High Entry Barriers
- Strong Pipeline & Healthy Order Book of INR 16,749 Mn*
- Single Source Supplier for ~80% of manufactured products
- 75% Revenues from Overseas Customers in Advanced Economies
- Strong Corporate Governance

* Not including client forecasts of EMS division & signed LOIs for Transportation products

FINANCIAL HIGHLIGHTS.....

(INR Mn)	Op. Income	EBITDA	EBITDA%	PAT*	PAT%	EPS*
FY22	7,799	742	9.52%	(535)	NA	(23.70)
FY23	9,230	762	8.26%	67	0.73%	7.55
FY24	10,908	859	7.87%	(28)	(0.26)%	1.36
9M-FY25	7,867	551	7.00%	(235)	(2.99)%	(15.50)

*PAT and EPS are for continuing operations

Key Data

BSE Code	517544
NSE Code	CENTUM
Reuters	CENT.NS
Bloomberg	CTE:IN

Market Data (INR) as on 31st December, 2024

Face Value	10.0
CMP	2,080.15
52 Week H/L	2,400/1,362
MCAP (Mn)	26,827.29
Shares O/S (Mn)	12.89
1 Yr Avg. Vol. ('000)	38.60

Performance as on 31st December, 2024

	3M	6M	12M
Centum	14.09%	29.58%	49.22%
SENSEX	(7.26)%	(1.14)%	8.20%
BSE Smallcap	(3.64)%	5.30%	28.76%

Shareholding Pattern as on 31st December, 2024

Promoters	58.75%
DII	8.06%
FPI	1.03%
Public	32.16%

BUSINESS SEGMENTS

Engineering R&D (ER&D) Services

- Centum’s engineers work together in multidisciplinary teams to realize customized products for mission-critical applications in high technology segments.
- Centum Group has a global design strength of over 600 design engineers and for the last 30 years the company has been helping customers turn their ideas into products.

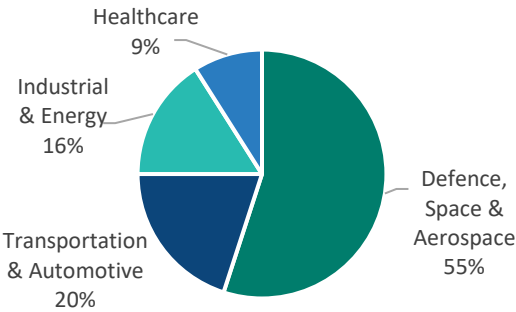
Electronic Manufacturing Services (EMS)

- The company helps its customers realize challenging products by having customer-focused teams that leverage their streamlined processes and systems and adapt them to the specific requirements of the customer and product where necessary.
- Centum offers a wide range of manufacturing solutions from Printed Circuit Board assemblies to Complex box builds, Line Replaceable Units (LRU) and full system integration.

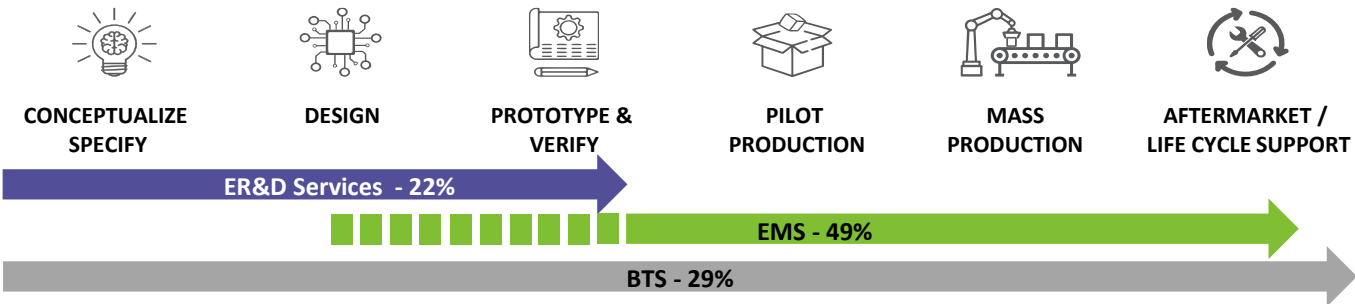
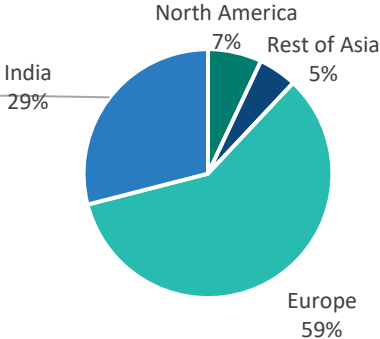
Built to Specification (BTS)

- The Built to Specification services include taking a project from conceptualization to mass production quickly and efficiently. Centum’s unique positioning with a full range of integrated capabilities makes it the ideal product realization partner.
- Clients choose turn-key build to spec offering due to the convenience of a Single Point of contact for Design/Engineering, Industrialization and manufacturing which reduces the need for multiple interfaces and also fastens the products time-to-market and facilitating a Design-To-Cost approach and reducing the total cost of Ownership.

Revenue Breakup – Industry-wise (9M-FY25)



Revenue Breakup – Geography-wise (9M-FY25)



GROWTH DRIVERS.....

- Offer one-stop-shop solution with vertically integrated capabilities and value-added services – Design, DfX and test development
- Leverage “Make in India” policy boosters to support Customer India procurement strategy for global customers
- Ongoing capacity expansion in India
- Growth of BTS project pipeline leveraging group capabilities
- Identify opportunities in “New space” global supply chain
- Journey towards Industry 4.0 & increased digitization/automation

PEER COMPARISON (TRAILING 12 MONTHS) INR MN.....

Company (INR Mn)	Operational Income	EBITDA	EBITDA%	PAT	PAT%	Market Cap
Centum Electronics	10,835	733	6.77%	(303)	(2.80%)	26,827
Astra Microwave	9,973	2,301	23.07%	1,344	13.48%	72,875
Bharat Electronics	2,31,833	63,049	27.20%	49,924	21.53%	21,42,131
Cyient	73,120	11,759	16.08%	6,588	9.01%	2,03,927
Apollo Micro	5,357	1,220	22.77%	552	10.30%	35,369

INCOME STATEMENT (CONSOLIDATED)

PARTICULARS (INR Mn)	FY22	FY23	FY24	9M-FY25
Operational Income	7,799	9,230	10,908	7,867
Total Expenses	7,057	8,468	10,049	7,316
EBITDA	742	762	859	551
EBITDA Margins (%)	9.52%	8.26%	7.87%	7.00%
Other Income	80	59	68	51
Depreciation	432	438	453	340
Finance costs	263	273	346	231
Share of profit / (losses) of associates and JV from continuing operation	(46)	12	-	-
Exceptional Item	(604)	-	(49)	(193)
PBT	(522)	121	79	(162)
Tax Expense	13	54	107	73
PAT	(535)	67	(28)	(235)
PAT Margins (%)	NA	0.73%	(0.26)%	(2.99)%
Diluted EPS from continuing operations	(23.70)	7.55	1.36	(15.50)

BALANCE SHEET (CONSOLIDATED)

Particulars (INR Mn)	FY23	FY24	H1-FY25	Particulars (INR Mn)	FY23	FY24	H1-FY25
ASSETS				EQUITY AND LIABILITIES			
(1) Non-current assets	3,360	3,038	3,059	(1) Equity	2,040	1,967	1,889
(a) Property, Plant and Equipment	1,071	1,126	1,097	(a) Equity share capital	129	129	129
(b) Capital work-in-progress	54	3	25	(b) Other equity	1,978	1,904	1,834
(c) Goodwill on consolidation	413	413	413	Equity attributable to equity holders of the parent	2,107	2,033	1,963
(d) Other Intangible assets	249	314	302	Non-controlling interests	(67)	(66)	(74)
(e) Right of use asset	465	530	489	(2) Non-current liabilities	1,246	1,616	973
(f) Intangible assets under development	228	101	58	(a) Financial liabilities			
(g) Financial assets				(i) Borrowings	580	447	315
(i) Investment in joint ventures and associates	82	84	87	(ii) Lease Liabilities	362	408	371
(ii) Other Investments	14	1	1	(b) Deferred tax liabilities (net)	27	5	-
(iii) Other non current financial assets	363	276	334	(c) Net non-current employee defined benefit liabilities	62	53	58
(h) Deferred tax assets (net)	70	102	155		167	672	208
(i) Non-current tax assets (net)	9	13	33	(d) Other non-current liabilities			
(j) Other non-current assets	342	75	65	(e) Provisions	24	15	7
(2) Current assets	7,367	7,600	8,452	(f) Government Grants	24	16	14
(a) Inventories	2,611	3,174	4,016	(3) Current liabilities	7,441	7,055	8,649
(b) Financial assets				(a) Financial liabilities			
(i) Trade receivables	3,310	2,280	2,297	(i) Borrowings	2,048	1,446	1,783
(ii) Cash and cash equivalents	353	481	417	(ii) Trade payables	2,110	2,222	3,027
(iii) Bank balances other than cash and cash equivalents	69	235	156	(iii) Other current financial liabilities	517	372	305
(v) Other current financial assets	121	441	396	(iv) Lease Liabilities	92	118	114
(c) Other current assets	903	989	1,170	(b) Other current liabilities	2,255	2,517	3,033
Total assets (1+2)	10,727	10,638	11,511	(c) Government Grants	8	8	7
				(c) Net employee defined benefit liabilities	7	8	8
				(d) Provisions	287	313	279
				(e) Liabilities for current tax (net)	117	51	93
				Total equity and liabilities (1+2+3)	10,727	10,638	11, 511

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