

DATA PATTERNS

Data Patterns (India) Limited

Investor Presentation

Q1FY26 – Aug 2025



Content



Data Patterns: 3 Decades of Expertise



- Fully integrated defense and aerospace electronics solution provider
- Focused on in-house design prototype testing and qualification, production and manufacturing of high reliability electronics systems
- Domain expertise in Radars, Electronics Warefares, Communication systems, Avionics, Satellite and Test Equipments. Servicing to the customers such as MOD, DRDO, DPSUs and Private sectors including international clients



Incorporated in **1998**



1,080 Engineers
(287 people plan to hire in FY26)



33% Revenue and 31% EBITDA CAGR
(FY21-25)



61% Gross and 39% EBITDA Margins
(FY25)



16% ROE and 18% ROCE
(FY25)



Rs 8,140 Mn Order Book as on 30th June 2025



From **Design** to **Delivery**



Senior personnel associated with Company for more than **2 decades**

Strong Outlook & Positioning Across the Portfolio

Existing Successful development

Demonstrated Capabilities

Potential Opportunities

Photos

Radars

- 9 Precision Approach Radars successfully delivered and installed to MOD for Army and Navy
- Designed building blocks to complete Radar systems in India
- Building Blocks in Signal Processing, Antenna, Transmit/Receive modules, etc.
- Focus on Fire Control Radars, X-Band Radars and smaller Radars for UAVs
- RF and IR Seekers for Missiles
- Complete system and IP developed in house
- Export Potential



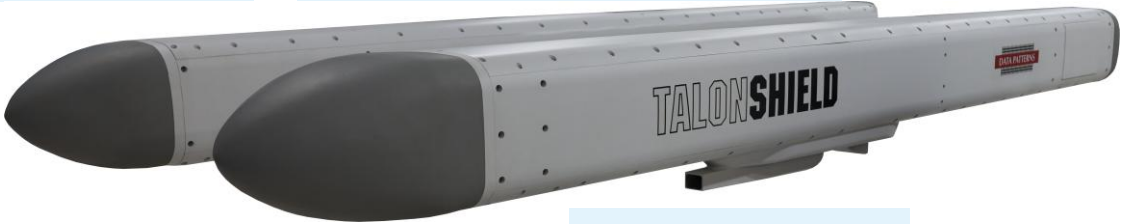
Electronic Warfare

- Delivered COMINT and ELINT systems and self protection suit for land, mobile and fighter Reconnaissance aircraft and aerostat
- Developed state of the art ESM Receivers from 1MHz to 40GHz
- Both COMINT and ELINT including DF can be used in Truck Mounted Systems / UAV Based ESM Systems and Jammers
- Airborne Wide Band Jammer Pods
- Requirement across Army, Air Force and Navy



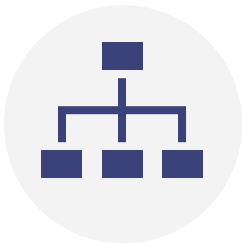
Communication Systems

- Developed systems for land, air and satellite platforms
- Developed SDR Platform for
 - Fighter Aircrafts
 - Radio Relay for Airborne Platforms/UAVs
 - Land Based Radio Relays
- Military Radars, Radio Relays, and other sensors. are being procured under 'Make in India' Category
- Requirement across Army, Navy and Air Force



Jammer Pod

Strategic Priorities



Moving up the Value Chain through building Full Systems: Using reusable building blocks

- Make the complete systems from building blocks, designed in-house with IP
- Developing future ready products

Concentration on building full products leveraging existing Domain expertise and availability of in-house building blocks

Leverage Existing Competencies and enables scalability: Creating Additional Product Categories

- More than Rs 100 crs invested on new product development; which are at advanced stage of readiness

Confident on growing its existing product profile and expects additional revenue generation by tapping the larger market opportunities from new developments

Expanding Geographies

- Exported products to Europe and East Asia

Produced and delivered Transportable Precision Approach Radars and Search & Track Radars to international customers

Investments in Products, Technology and Capex

- Around Rs 160 crs invested on capex in last 5 years
- Planning for additional Rs 150crs capex over next two years

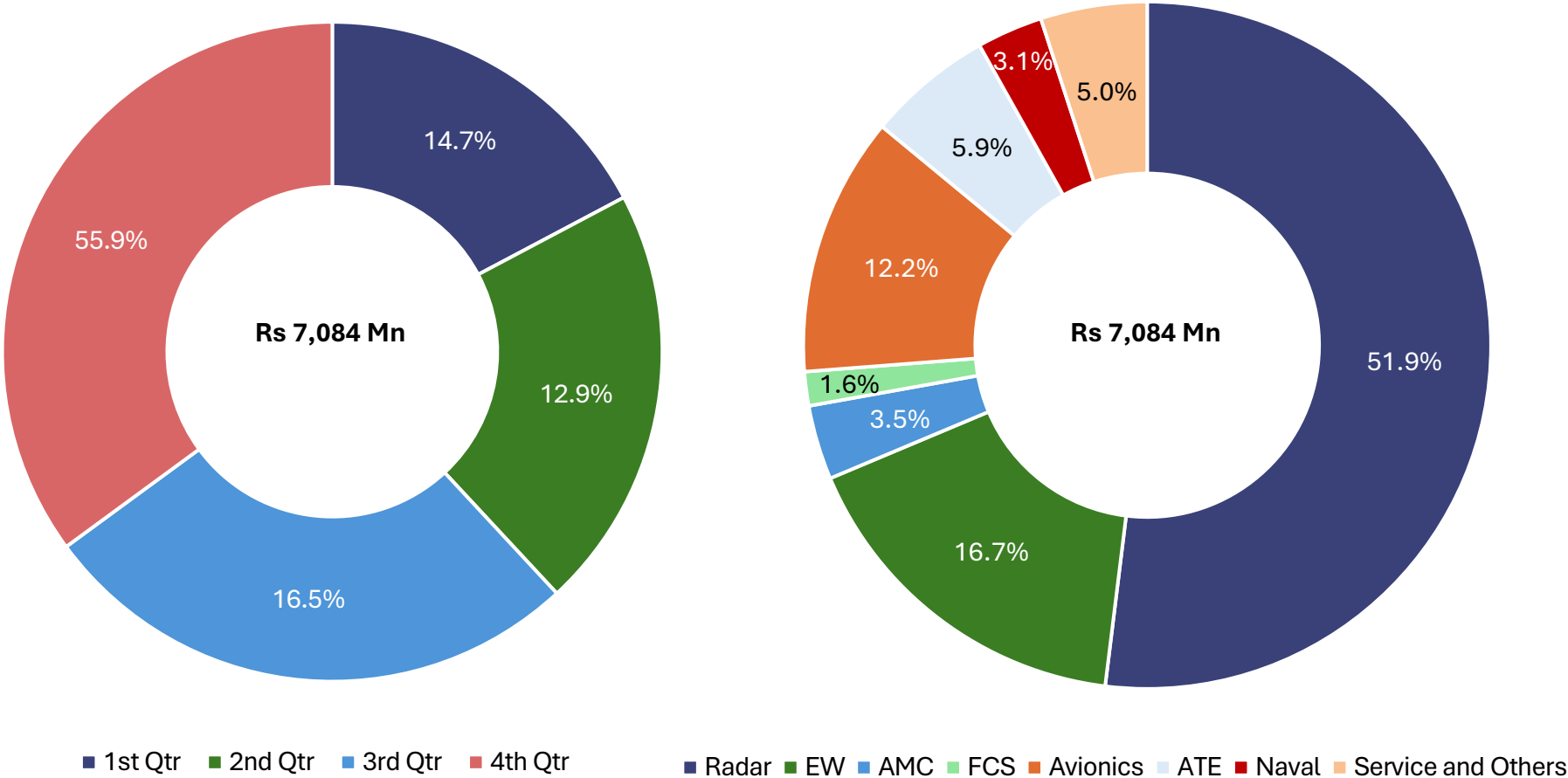
Developing in house technologies and products for increasing TAM

Maximising Stakeholder Value

Focused on delivering Profitable Growth and Strong Cash Generation

FY25 Overview

Revenue Split (%)



20-25%

Revenue Growth over next two-three years.

80% Gross Margin and strong EBITDA margins at 32% in Q1FY26

Looking forward, we remain committed to maintain a revenue growth rate of 20-25% and EBITDA margins at around 35-40% in FY26.

01

Continuing the product development to build full systems to address larger TAM

02

Build marketing organisation for exports

03


Build infrastructure to address future contracts

04

Strong Order Book in Pipeline at Rs 20-30bn over next 18-24 months

05

Maintain Net debt free status



CMD's Comment on Quarter Performance

“The quarter has met our expectations. Order inflow has been encouraging since the start of the financial year, with over Rs. 320 Cr in orders received so far, and more in the pipeline. While revenue for the quarter was modest, primarily due to temporary delays in customer approvals, these are expected to normalize in the coming quarters. We remain confident of delivering our year’s targets. Our continuous focus on new product developments have yielded products of international quality. We are optimistic that these products will soon be tested and potentially lead to bigger contracts. We are excited about the opportunities ahead and remain committed to driving continued growth and value for our stakeholders.”

Mr. Srinivasagopalan Rangarajan

Promoter, Chairman & Managing Director

Q1FY26 Result Highlights



Rs. 993 Mn
Revenue

Rs. 321 Mn
EBITDA

Rs. 4,246 Mn
Cash, Bank & Investment
(as on 30th June)

Strong Balance Sheet; Net Debt Free Company

Enhanced infrastructure, Make in India policies, QIP investment in complete products

QIP funds utilized for Product Development in Radar, EW, and Communication system R&D

80%
Gross Margin

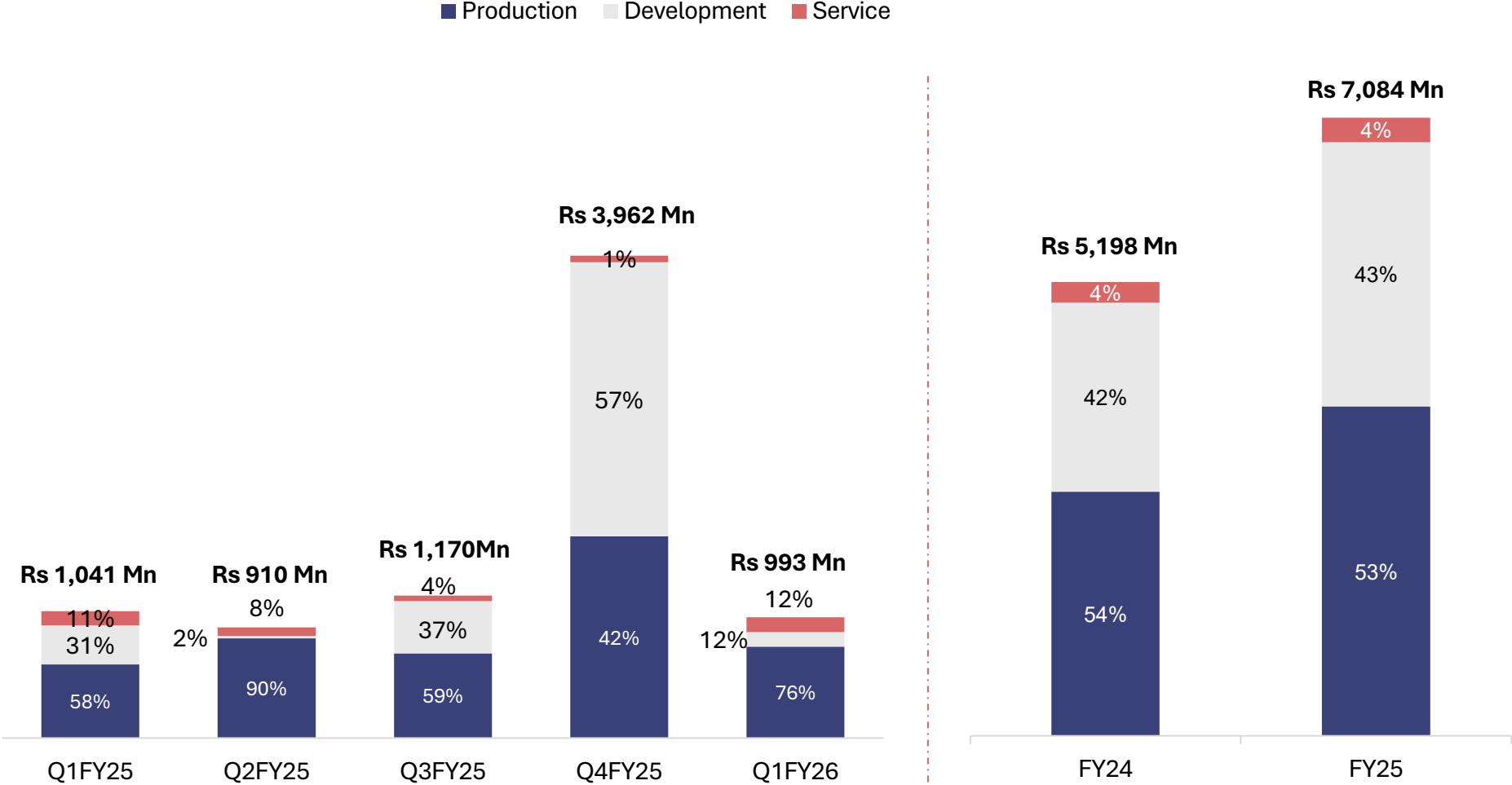
32%
EBITDA Margin

16%
ROE
(FY25)

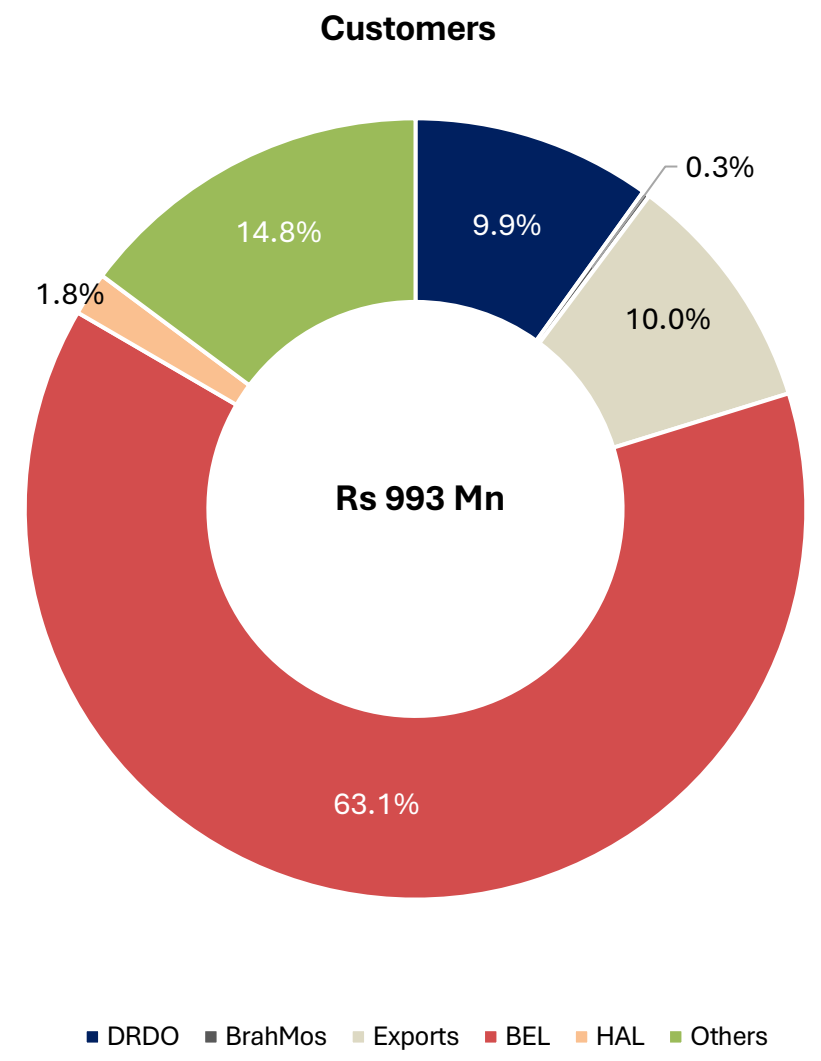
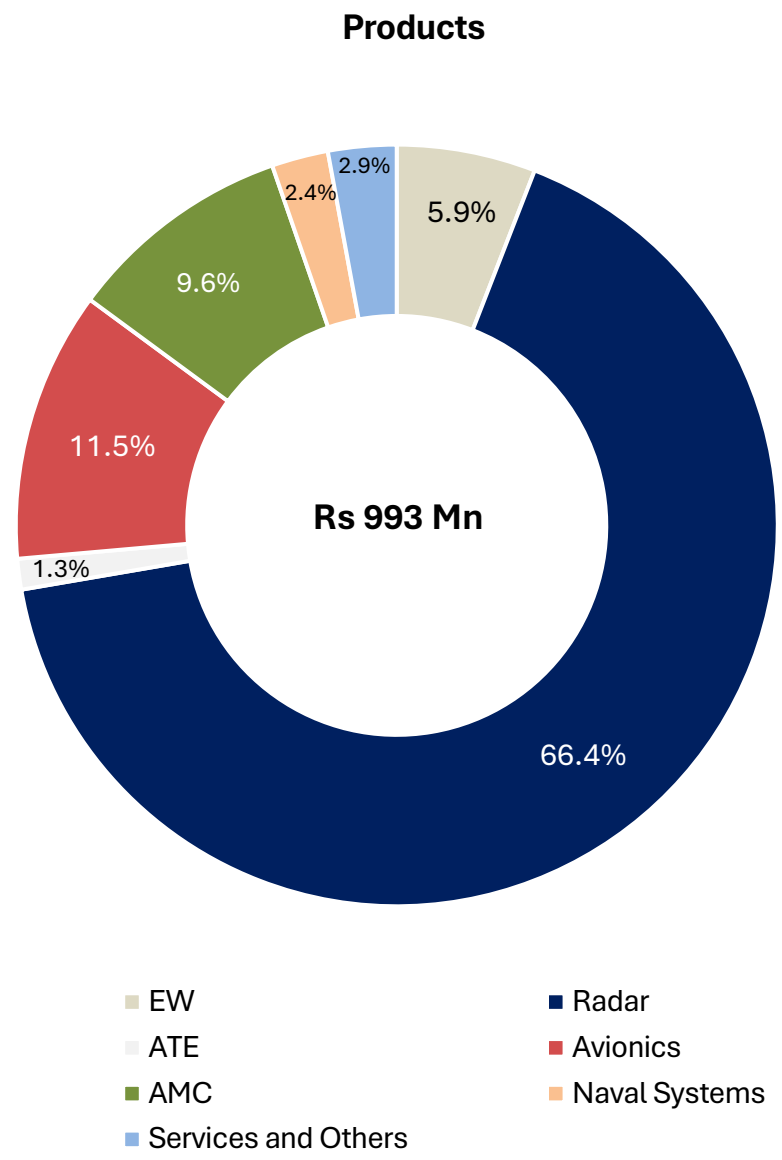
18%
ROCE
(FY25)

Rs. 8,140 Mn
Strong Order Book
(Q1FY26)

Diversified Revenue Profile



Q1FY26 Revenue Breakup



Financial Performance

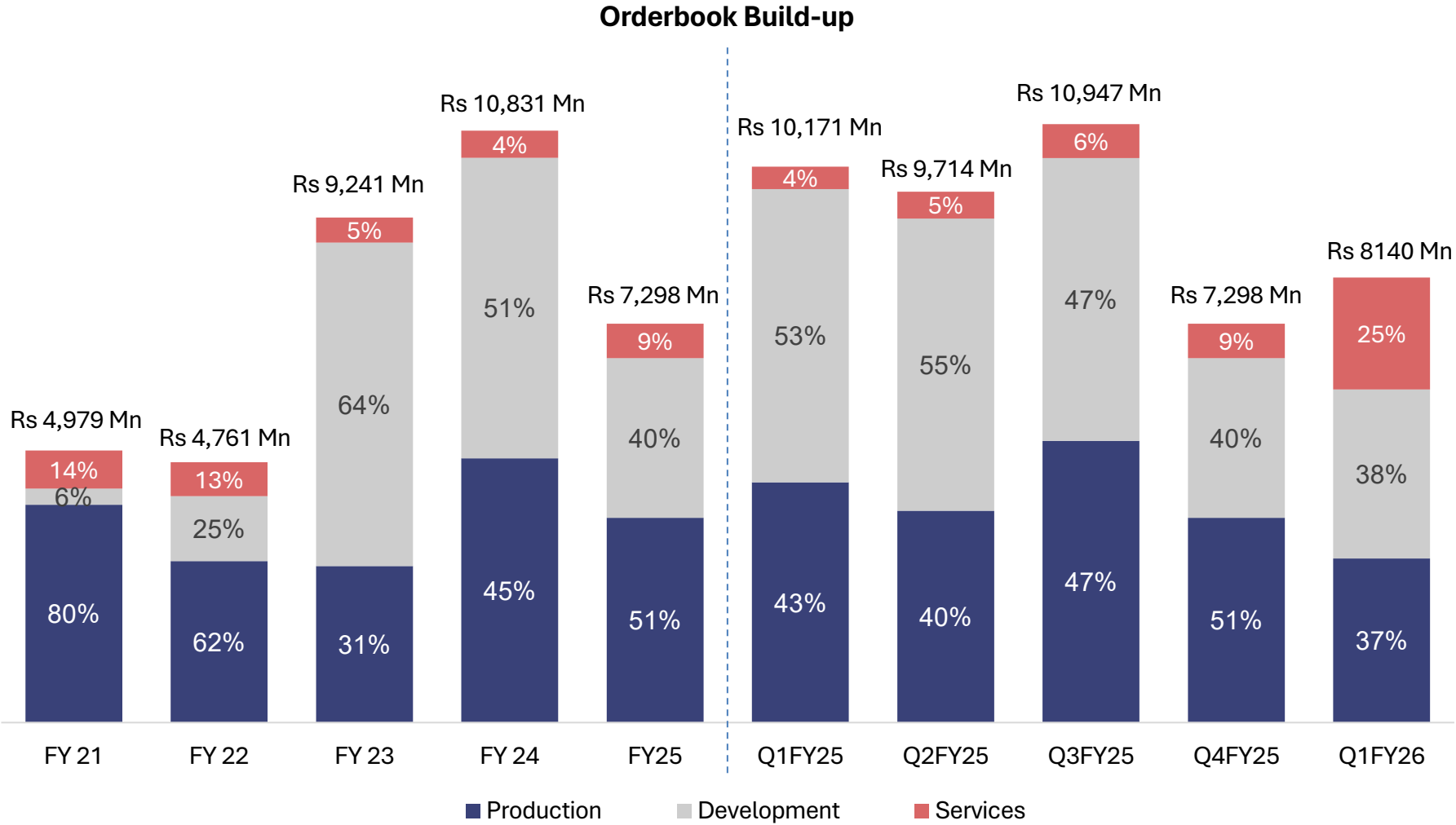
Particulars (Rs Mn)	Q1FY26	Q1FY25	YoY(%)	Q4FY25	QoQ(%)
Net Revenue	993	1,041	-4.6	3,962	-74.9
Cost of materials consumed	572	415	37.7	1,817	-68.5
Changes in inventories	-371	-127		207	
Total Raw Material Cost	201	288	-30.3	2,023	-90.1
Gross Profits	792	752	5.3	1,939	-59.1
Employee Benefit Exp	364	288	26.5	295	23.2
Other Expenses	108	93	15.7	149	-27.5
EBITDA	321	372	-13.7	1,495	-78.5
Depreciation	55	31	77.7	39	41.5
EBIT	266	341	-22.0	1,456	-81.7
Other Income	106	123	-14	106	-0.7
Interest	32	30	8	31	2.2
PBT	340	435	-21.9	1,531	-77.8
Tax	85	107	-20.7	390	-78.3
Net Profit	255	328	-22.2	1,141	-77.6
Reported EPS (Rs)	4.6	5.9		20.4	

Operating Cost as a % of Sales	Q1FY26	Q1FY25	YoY(bps)	Q4FY25	QoQ(bps)
Raw Material Cost	20.2	27.7	-747	51.1	-3083
Staff Cost	36.6	27.6	900	7.5	2917
Other Expenses	10.8	8.9	190	3.8	709

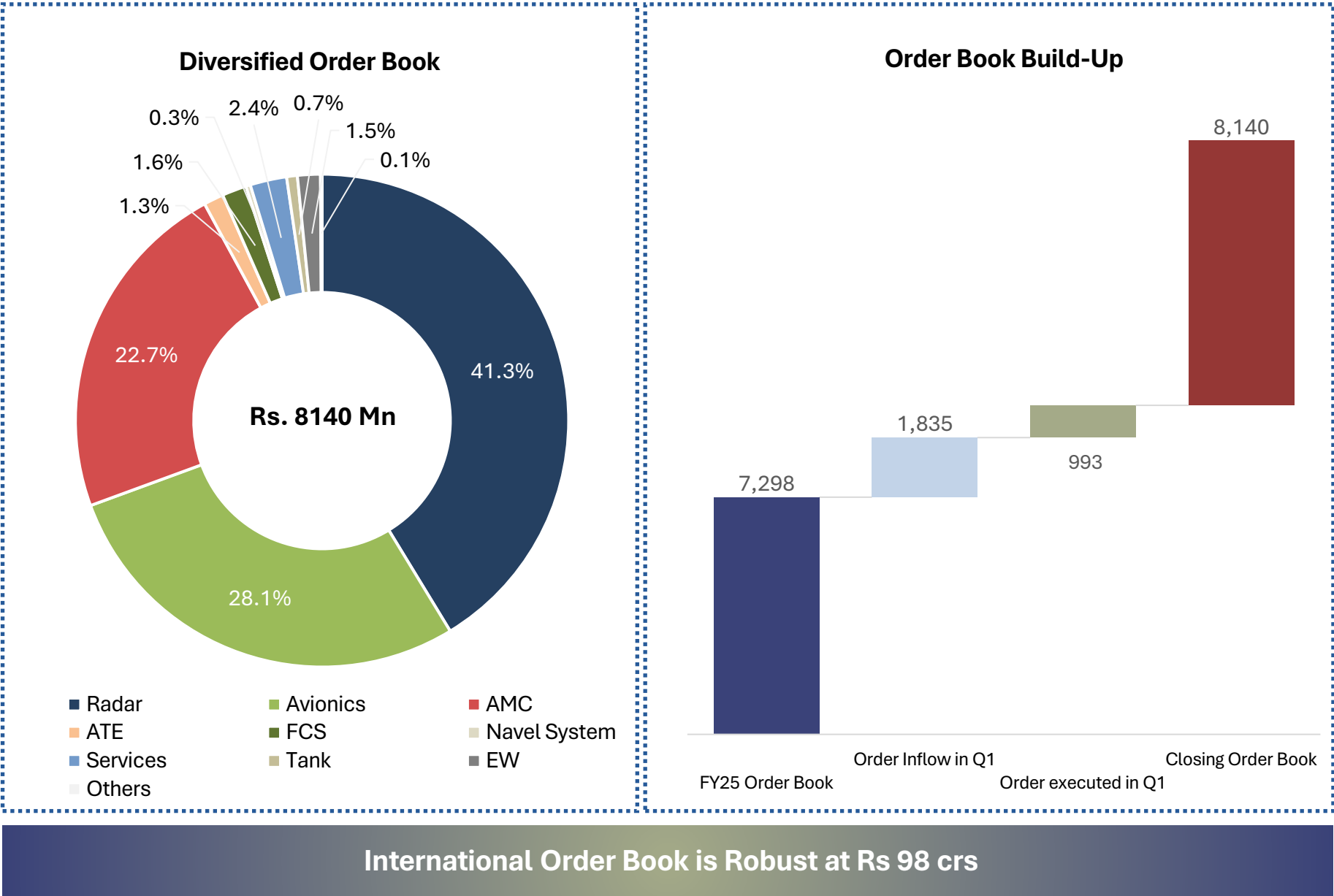
Margins (%)	Q1FY26	Q1FY25	YoY(bps)	Q4FY25	QoQ(bps)
Gross Margin	79.8	72.3	747	48.9	3083
EBITDA	32.3	35.7	-343	37.7	-543
EBIT	26.8	32.8	-598	36.8	-998
PBT	34.2	41.7	-757	38.6	-446
NPM	25.7	31.5	-583	28.8	-312

Order Book

Order book as on date: Rs 1,079 crs including orders received and negotiated

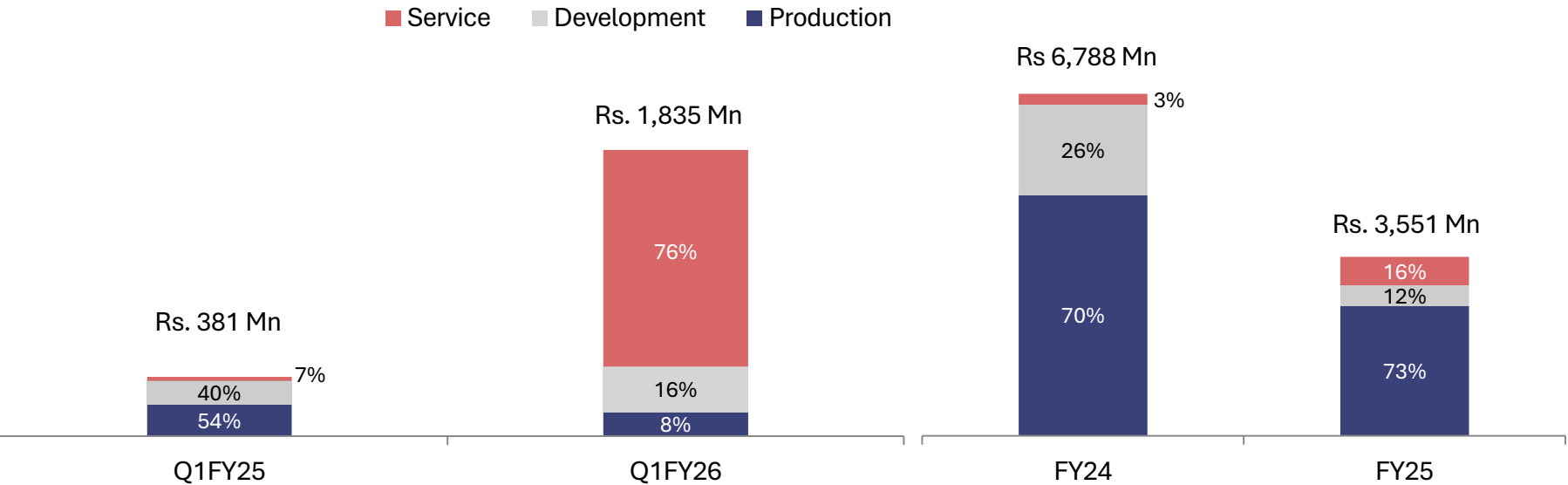


Order Book Build Up in Q1FY26



Order Inflow
During Q1FY26

Order Inflows – Q1FY26 and FY25



Major order received in Q1FY26

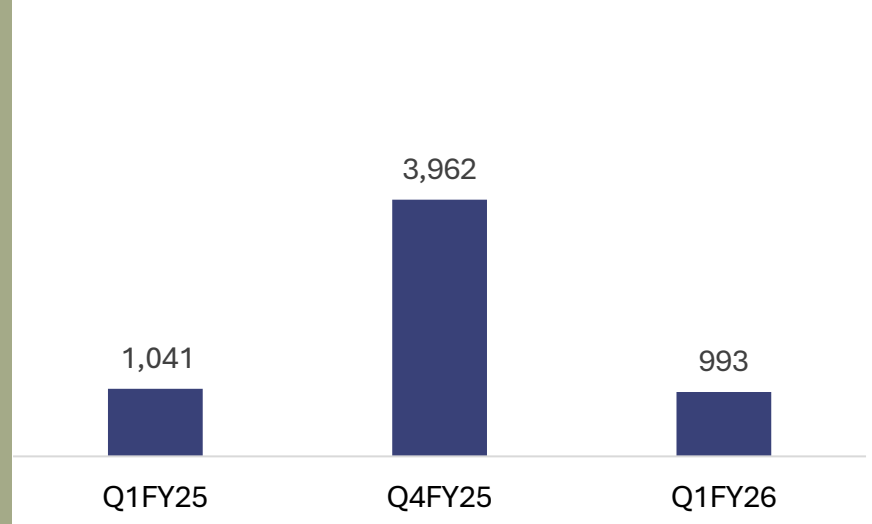
Product	Customer	Order Type	Value (Rs Mn)
AMC	Brahmos	Service	459
AMC	Brahmos	Service	327
AMC	Brahmos	Service	264
AMC	MOD	Service	140
AMC	MOD	Service	140
EW	MOD	Development	122
Radar	DoS	Development	111
AVIONICS	DRDO	Production	48
ATE	DoS	Production	39
EW	DRDO	Development	37

Major order received in FY25

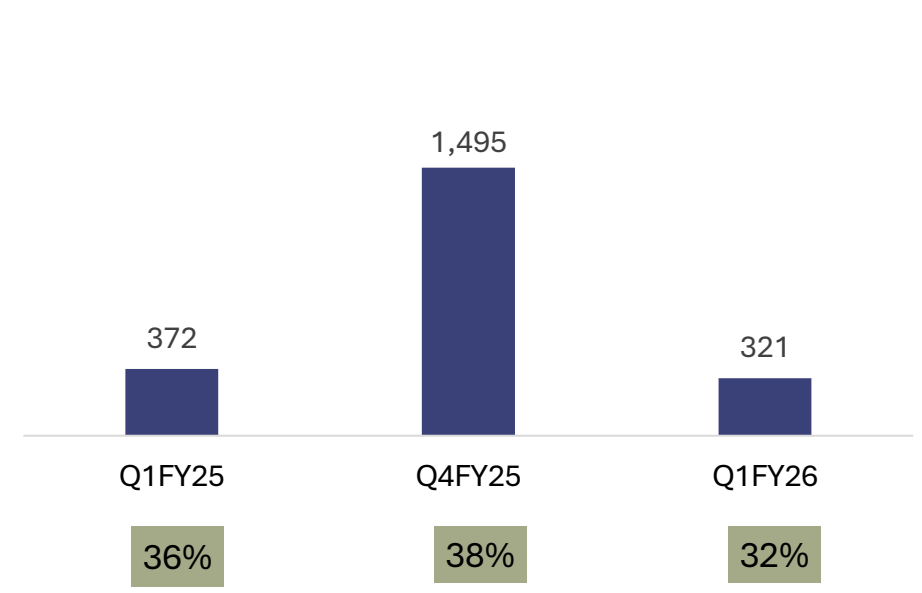
Product	Customer	Order Type	Value (Rs Mn)
EW	DPSU	Production	798
Radar	MOD	Production	531
AVIONICS	Export	Production	530
AVIONICS	Export	Production	157
FCS	Brahmos	Development	144
AMC	MOD	Service	140
AMC	MOD	Service	140
AMC	MOD	Service	140
ATE	DRDO	Production	113
AVIONICS	ADA	Development	103

Robust Financial Performance

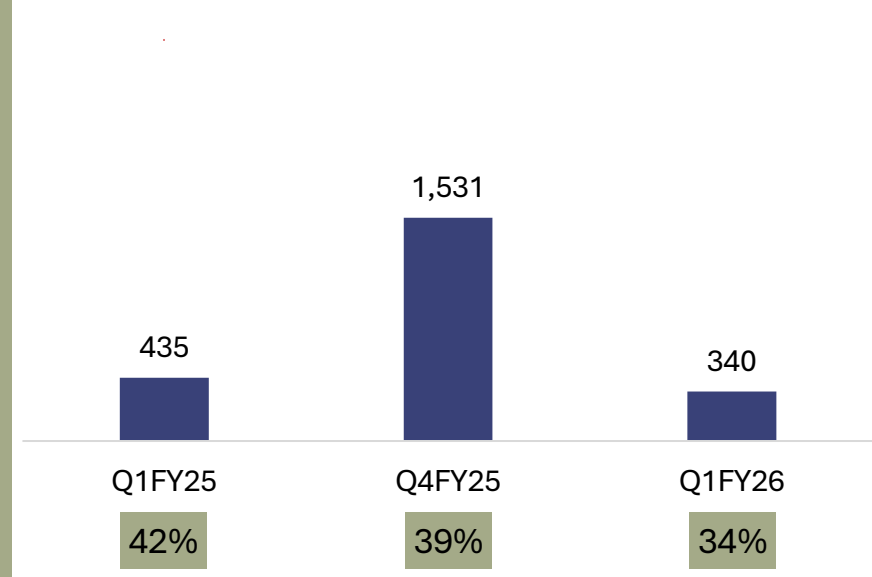
Revenue (INR Mn)



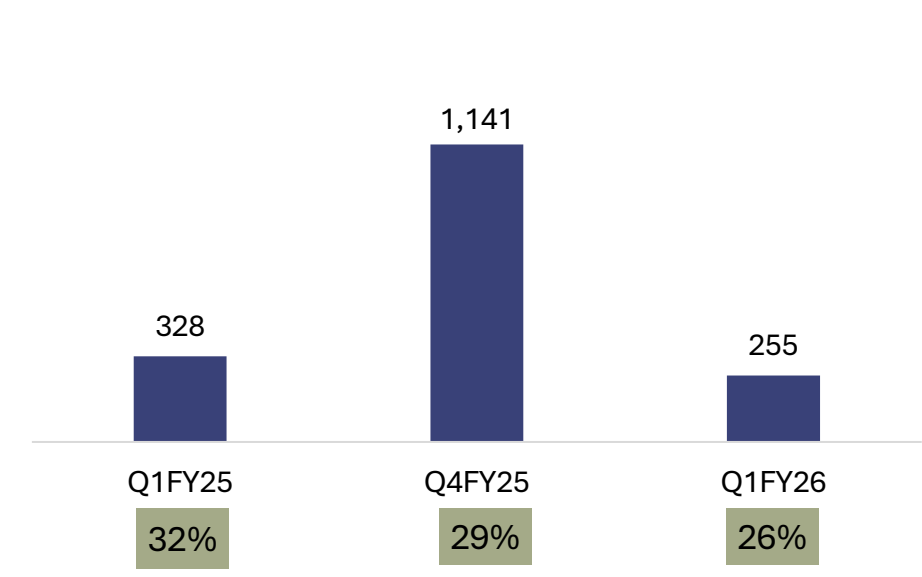
EBITDA (INR Mn) and Margins (%)



Profit Before Taxes (INR Mn) and Margins (%)



Net Profit (INR Mn) and Margins (%)





Corporate Overview

Over Last Three Decades



Incorporated in 1998

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

2001

- Developed **Glass Cockpit Displays / Avionics**

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

- Designed and developed complete Radar Capability

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

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

- Successful IPO Launch
- Initiated expansion of manufacturing facility with **doubling of available floor area**
- Started building of capacity to handle **large and heavy equipment and integration** of large radars and mobile EW systems, satellite integration facility
- Enhanced product line with **Radar receiver** for other aircrafts
- Designed radio relays, Engine control Units, HF Bands Products
- Developed Software defined Radios for Land and Air
- Maritime Patrol Radar
- Developed Satellites and Satellites Subsystems
- Delivered components for **SONARS Servo and Actuator Control System**
- Tropo Modems ADSB and host of other products

- **Seeker for Brahmos Missile** successfully tested
- Major products developed are at **advanced stages of completion**
- Continuing with **strategic product development** to address the increasing market opportunity

2021-25



Radars

- Surveillance Radars
- Weather Radars
- Coastal Surveillance Radars
- Fire Control Radars



Electronic Warfare

- Surveillance and intelligence gathering ("COMINT and ELINT") & Follow-on Jammers
- Airborne EW Suits consisting of Radar warner and Jammer Pods



Commercial off the Shelves

COTS modules designed in context of reusable building blocks for building Military Electronics systems with a quick turnaround Time



Avionics

- Light Combat Aircraft ("LCA"),
- Intermediate Jet Trainers
- Light Utility Helicopters ("LUH")



Communication ATE and Satellites

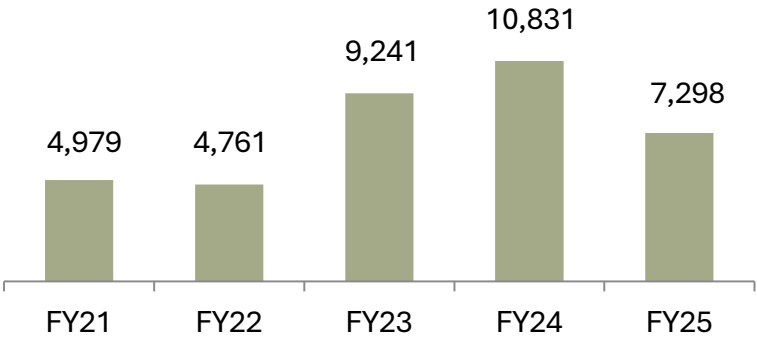
- Underwater electronics / Communications / Other Systems
- Automated Test Equipment (ATE)
- Small and Nano Satellites

Operating in High Growth Categories

Consistent Track Record of Profitable Growth

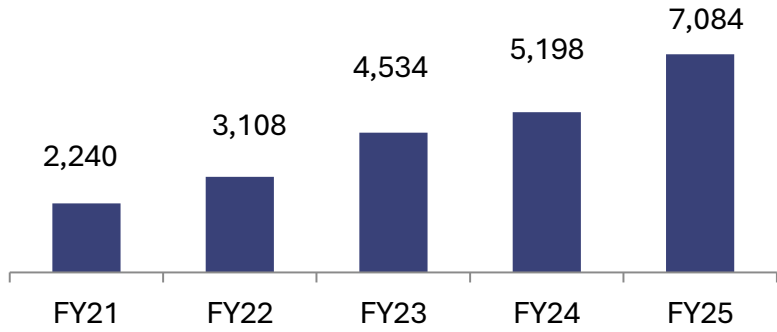
Order Book (Rs Mn)

10%+~ % growth CAGR FY21-FY25

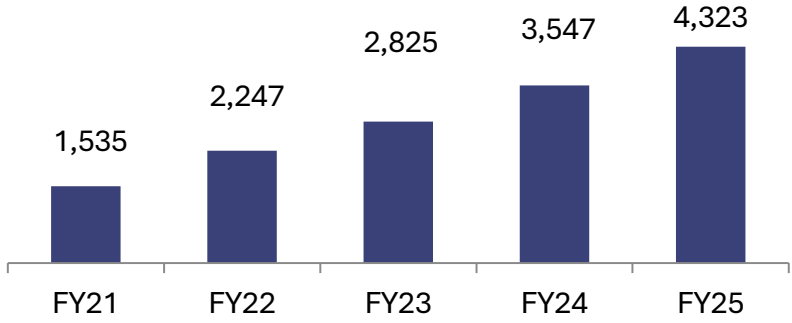


Revenue from operations (Rs Mn)

~ 33% Revenue CAGR from FY21-FY25

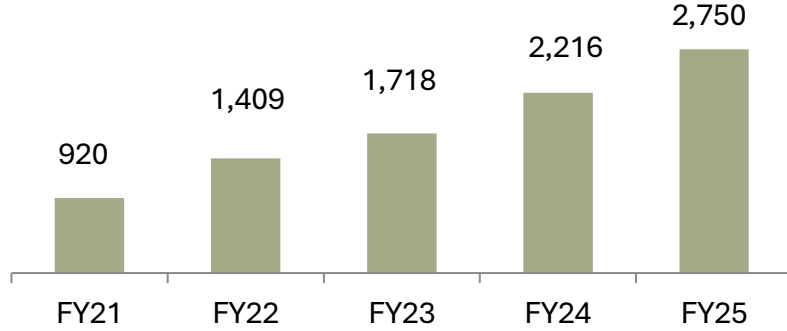


High Gross Profits (Rs Mn)



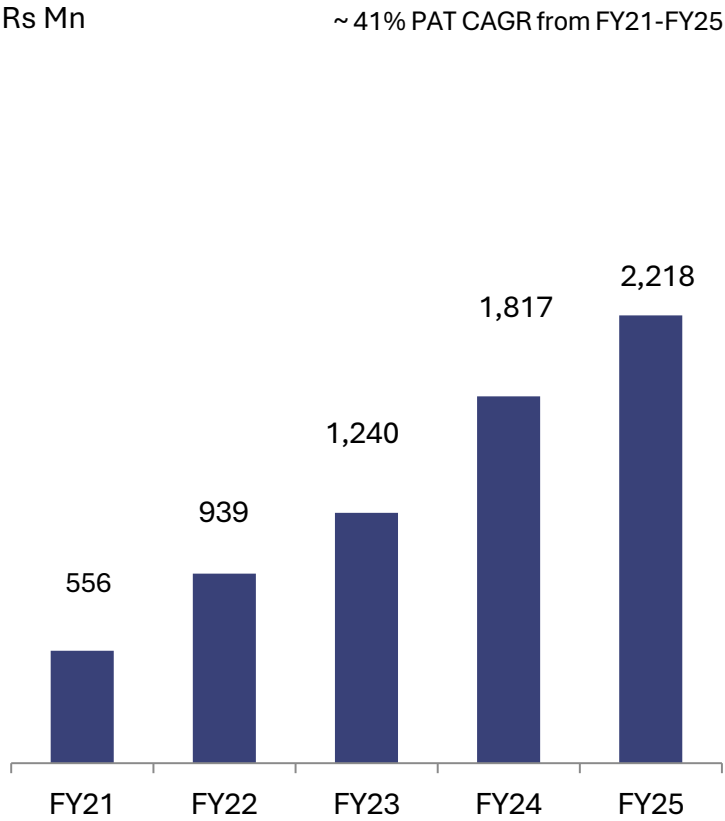
EBITDA (Rs Mn)

~ 31% EBITDA CAGR from FY21-FY25

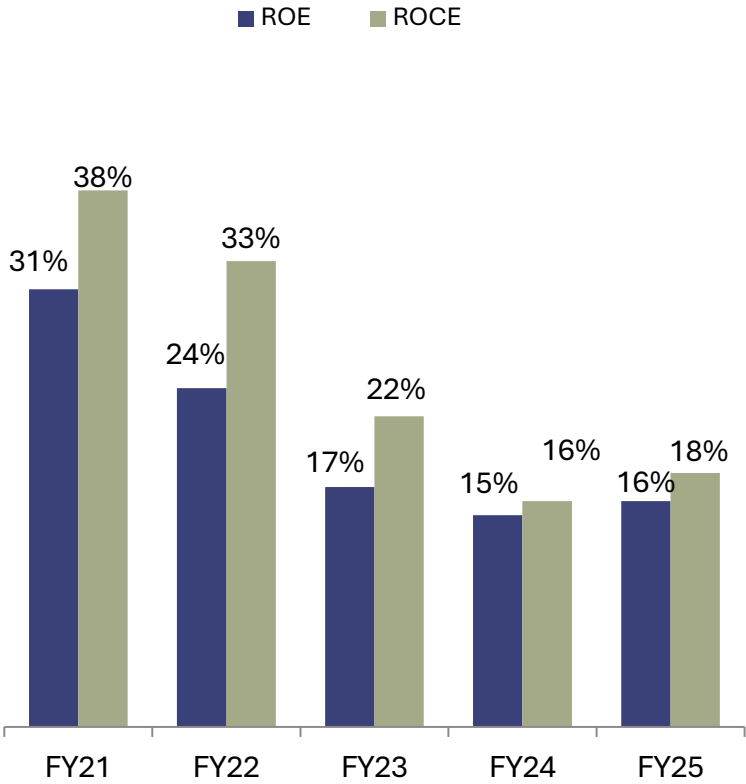


Profitability

Improving Yearly PAT

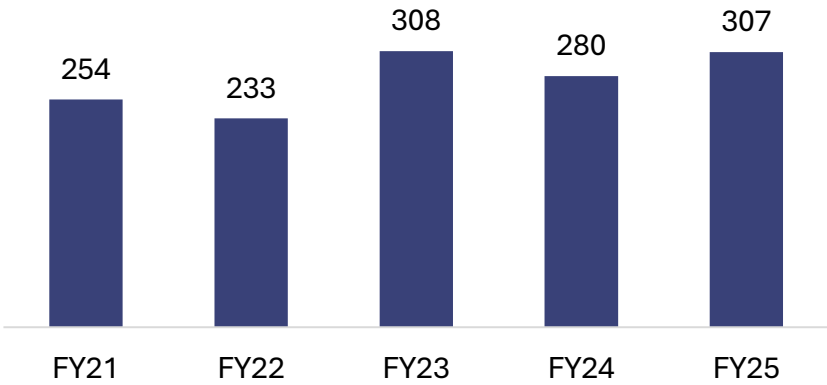


ROE and ROCE (%)

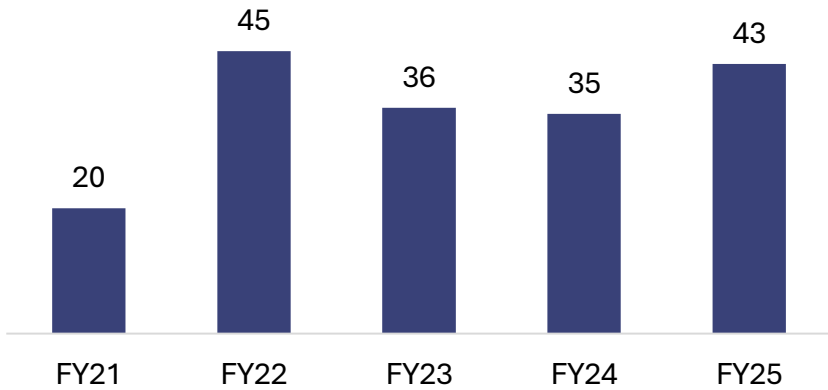


Working Capital

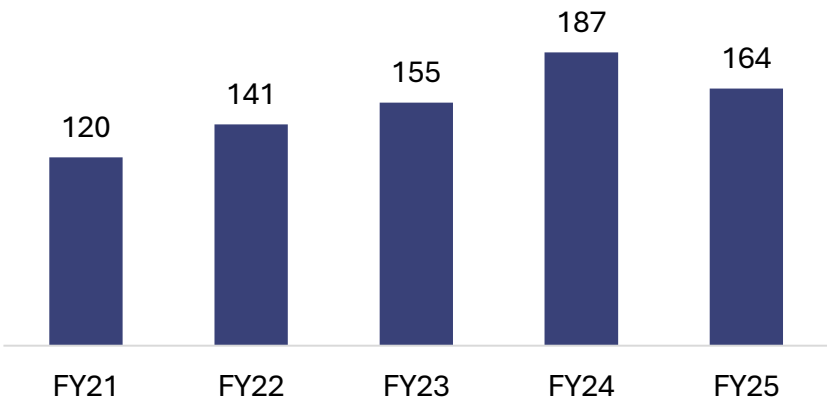
Debtor Day



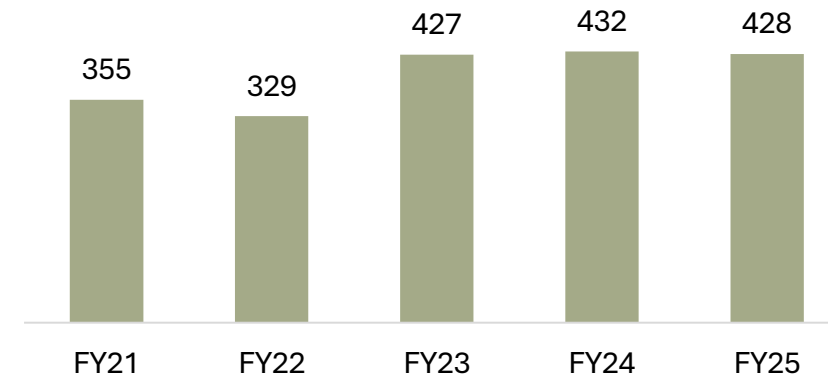
Creditor Days



Inventory Days



Cash Conversion Cycle (Days)



State of the Art Infrastructure

A mission- driven workforce with a culture of innovation

- 10.28 Acres of land in Chennai, SIPCOT ~200,000 sq.ft- Aggregate of built-up area of manufacturing facilities
- 20 Dedicated Mechanical assembly stations to assemble small and large systems and various others
- Dedicated 70 workstations for testing modules and small systems
- 100,000 class clean room
- Capability to handle complex boards with 22 layer, 6k components and 21k solder points
- EMS assembly capacity of 600 boards per day
- Fully operational EMI and EMC test facility

Modern infrastructure to address large system integration and test



- Large Systems Integration Hangar
- Augmented Environmental Test Infrastructure



- Additional EMS Line



- Complete Radar Integration



- Clean Room for Satellite Integration



- Electronic Warfare Vehicle Integration



- Additional Space For Design and Development Resources

Fully operational integrated manufacturing and test facilities



Mr. Srinivasagopalan Rangarajan

Promoter, Chairman & Managing Director



Ms. Rekha Murthy Rangarajan

Promoter, Whole Time Director



Mr. Vijay Ananth K

Whole Time Director, COO & Chief Information Security Officer



Mr. Desinguraja Parthasarathy

Chief Technology Officer



Mr. Thomas Mathuram Susikaran

SVP – Business Development



Mr. Venkata Subramanian Venkatachalam

Chief Financial Officer

Highly Reputed &
Experienced
Management
Team

Annexure



Historical Statement of Profit and Loss

Particulars (Rs. Mn)	FY21	FY22	FY 23	FY24	FY25
Revenue from Contract with Customers	2,240	3,109	4,535	5,198	7,084
Other Income	26	40	92	460	463
Total Revenue	2,266	3,148	4,627	5,658	7,547
Expenses:					
a) Cost of materials consumed	630	916	1,941	1,808	3,513
b) Changes in inventories of FG, WIP and SIT	74	-55	-232	-157	-752
c) Employee benefits expenses	484	624	790	990	1,141
d) Finance cost	145	110	77	93	121
e) Depreciation / Amortization	56	66	85	161	139
f) Other expenses	131	214	317	340	432
Total Expenses	1,520	1,874	2,978	3,236	4,594
Profit before tax	745	1,274	1,648	2,422	2,953
Tax expense	190	334	409	605	735
Profit(Loss)for the period	556	940	1,240	1,817	2,218
Other Comprehensive Income	-10	-12	-10	-6	-19
Total Comprehensive Income for the year	546	928	1,230	1,811	2,199
PAT Margin %	24.8%	30.2%	27.3%	35.0%	31.3%
EBITDA	920	1,409	1,719	2,216	2,750
EBITDA margin%	41.1%	45.3%	37.9%	42.6%	38.8%
Return on Net Worth	30.70%	24.01%	14.24%	15.00%	16%
Total Debt	332.21	67.7	7	0	0
Debt to Equity	0.1	-0.3	-0.5	0.0	0.0

Historical Balance Sheet

Particulars (Rs. Mn)	Mar-21	Mar-22	Mar-23	Mar-24	Mar- 25
ASSETS					
Non-current assets					
(a) Property, Plant and Equipment	292	442	913	1,206	1,411
(b) Capital Work in Progress	-	173	14	72	128
(c) Intangible Assets	6	14	20	427	1,125
(d) Right of Use Assets	34	20	188	278	299
(e) Other Financial Assets	341	1,220.4	900	926	914
Total non-current assets	673	1,868	2,034	2,909	3,877
Current assets					
(a) Inventories	738	1,198	1,930	2,668	3,185
(b) Financial Assets					
(i) Investment	-	-	557	2,622	3,266
(ii) Trade receivables	1,559	1,983	3,825	3,988	5,964
(iii) Cash and cash equivalents	88	1,771	2,152	881	377
(iv) Other Bank Balances	-	-	3,326	3,046	887
(iv) Other Financial Assets	51	88.6	142	21	21
(c) Other current assets	177	158.3	383	783	814
Total current assets	2,613	5,199	12,315	14,009	14,514
TOTAL ASSETS	3,286	7,067	14,349	16,918	18,391

Particulars (Rs. Mn)	Mar-21	Mar-22	Mar-23	Mar-24	Mar-25
EQUITY AND LIABILITIES					
Equity					
(a) Share capital	17	104	112	112	112
(b) Other Equity	2,062	5,641	11,559	13,130	14,970
Total equity and liabilities	2,079	5,745	11,671	13,242	15,082
Liabilities					
Non-current liabilities					
(a) Financial Liabilities					
(i) Borrowings	98	7	3	-	-
(ii) Lease Liabilities/ others	24	11	4	29	51
(b) Provisions	85	111.6	102	101	123
(c) Deferred Tax Liability (Net)	9	-	-	23	225
(d) Other Non Current liabilities	274	157	1,307	21	143
Total non-current liabilities	490	287	1,416	174	542
Current liabilities					
(a) Financial Liabilities					
(i) Borrowings	235	60	5	-	-
(ii) Trade payables	120	382	446	501	838
(iii) Other Financial Liabilities	40	221	103	59	74
(iv) Lease Liabilities	15	13	13	7	10
(b) Other current liabilities	246	227	664	2,891	1,794
(c) Provisions	10	7	31	45	51
(d) Current tax Liabilities	51	125	-	-	-
Total current liabilities	717	1,035	1,262	3,502	2,767
TOTAL EQUITY AND LIABILITIES	3,286	7,067	14,349	16,918	18,391

Historical Cash Flow Statement

Particulars (Rs. Mn)	FY21	FY22	FY23	FY24	FY25
Net Profit before tax	745	1,274	1,648	2,422	2953
Adjustments for :					
Add : Depreciation	56	66	85	161	139
Add : Interest And Finance Charges	145	110	77	93	121
Add : Liquidated Damages (LD) Written Off	-	13	45	9	23
Add : Unrealized Forex Gain/Loss	-	3.9	11	-0.4	
Less: Profit on sale of assets	-1	-	-		
Less: Profit/Loss on sale of Mutual Funds	-	-	-8	-55	-90
Less: Interest Income	-22	-40	-84	-296	-199
Others				-97	-153
Operating Profit Before Working Capital Changes	922	1,427	1,774	2,238	2,783
Adjustments For Working Capital Movements :	-298	-621.5	-1,412	-213	-2,976
Cash Generated From Operations	624	806	362	2,025	-193
Direct Taxes (Paid) /adjusted	-190	-284	-534	-631	-706
Net Cash flow From Operating Activities (A)	434	522	-172.4	1,394	-899
Cash Flow From Investing Activities (B)	-87	-1,198	-3,828	-2,239	890
Cash Flow From Financing Activities (C)	-449	2,359	4,381	-425	-496
Net Increase in Cash & Cash Equivalents (A+B+C)	73	1,683	381	-1,270	-505
Cash & Cash Equivalent At The Beginning Of The Year	15	88	1,771	2,152	881
Cash & Cash Equivalent At The End Of The Year	88	1,771	2,152	881	377

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Data Patterns (India) Limited (the “Company”) solely for the information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

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.

Questions?

A photograph of a modern industrial building. The building features a large section with a glass facade that reflects the surrounding environment. To the left of the glass section is a white, vertically-ribbed section with a large, recessed entrance. The building is situated on a paved area with some greenery and trees in the foreground. The sky is clear and blue.

Monali Jain
monali@GoIndiaadvisors.com
M:+91 8078675682

Sheetal Khanduja
sheetal@GoIndiaadvisors.com
M:+91 9769364166