

DATA PATTERNS

Data Patterns (India) Limited

Investor Presentation

Q4FY25 – May 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**



1,058 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 7,298 Mn Order Book as on 31st March



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



Advanced light helicopter Radar



Fire Control Radar for MIG-29



Fire Control Radar for Su-30

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



Radar Warning Receiver



5 Channel Search Receiver



Airborne Software Defined Radio

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



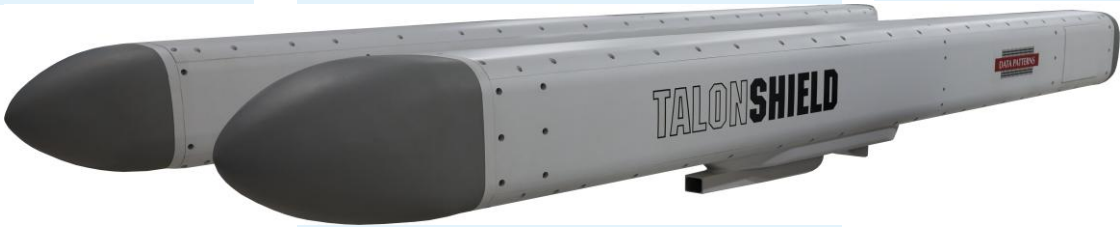
Manpack Radio



Airborne Programmable Radio Hardware

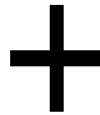
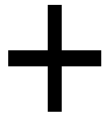
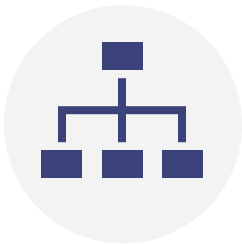


VUHF Manpack Software Defined Radio



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

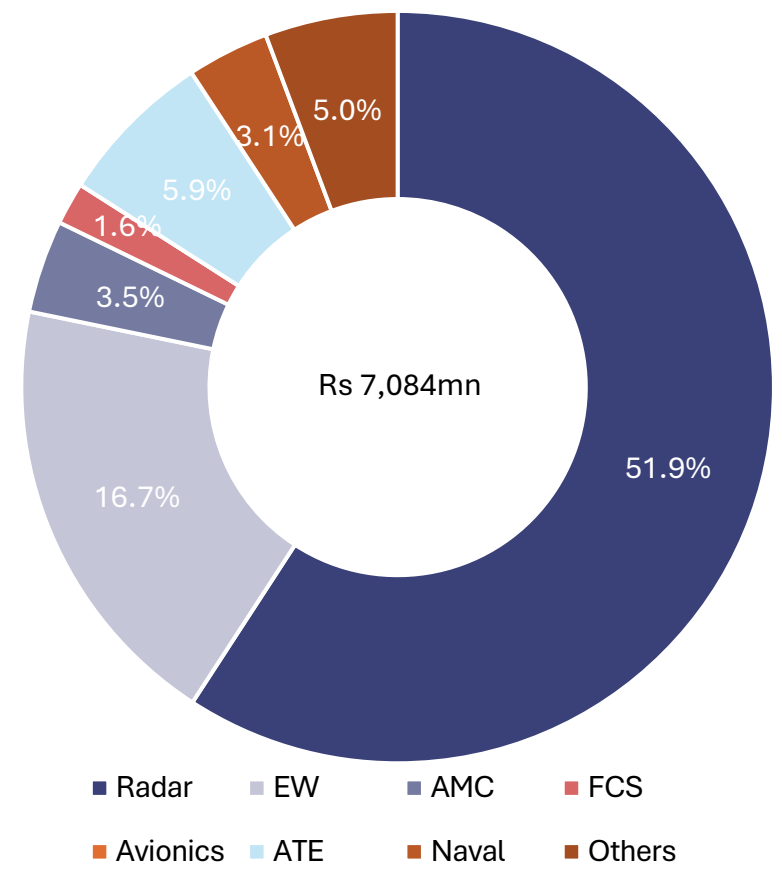
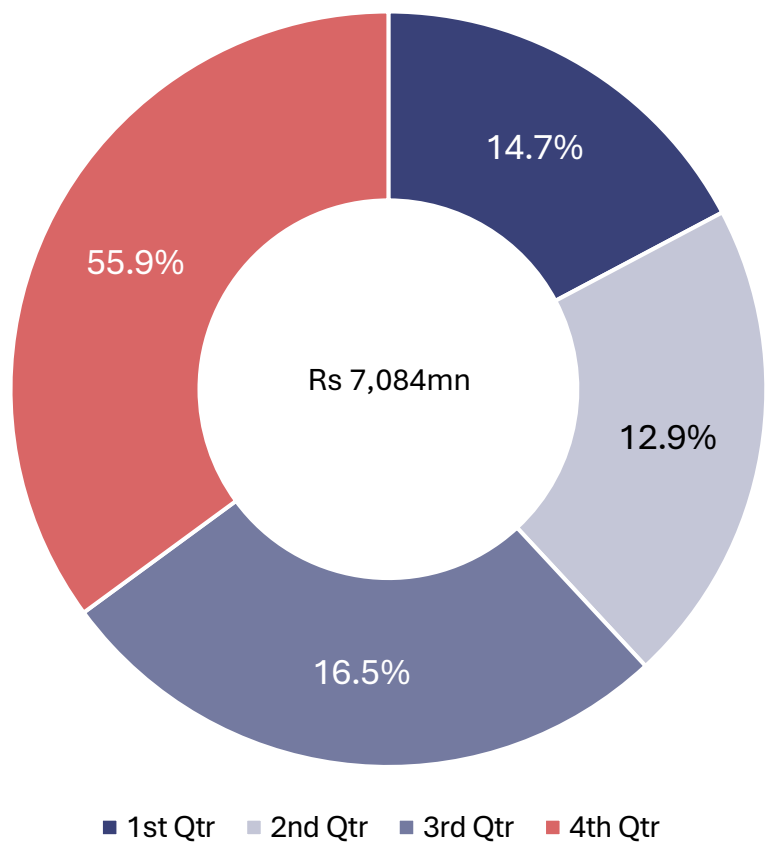
Developing in house technologies and products for increasing TAM

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.

36% Revenue growth and High EBITDA margins at 39% in FY25

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

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 Full Year's Performance

"We are happy to have delivered an excellent growth in revenue while maintaining consistent bottom line performance. Q4 results were on expected lines. EBITDA for the quarter and full year 2024-25 was also as per our guidance. This achievement underscores the strength of our strategy, execution capabilities and commitment to operational excellence. Looking ahead, we are optimistic about robust order inflows and remain confident in our ability to sustain this growth trajectory."

Mr. Srinivasagopalan Rangarajan

Promoter, Chairman & Managing Director

Q4FY25 Result Highlights



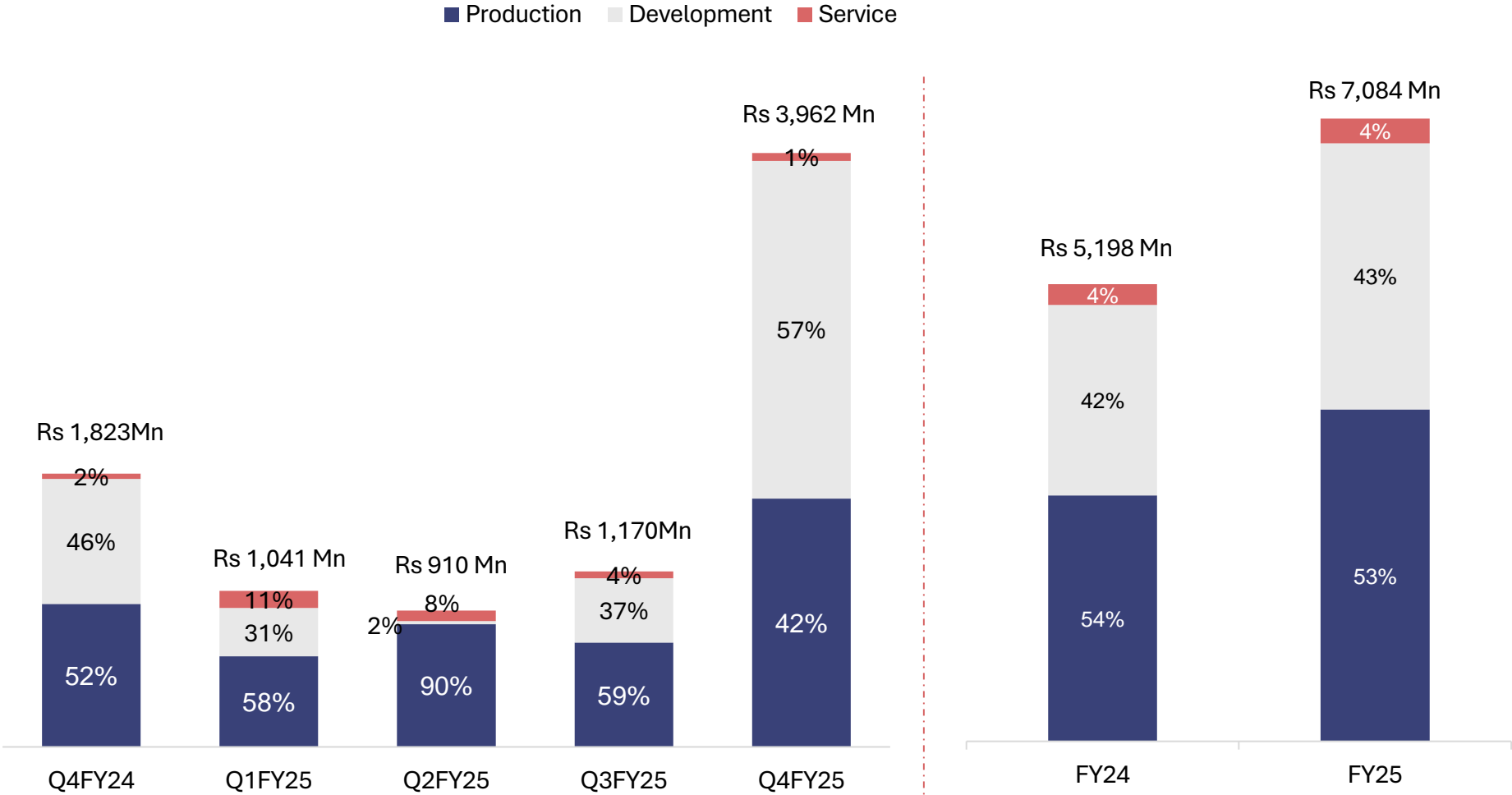
Rs. 3,962 Mn	Rs. 1,495 Mn	Rs. 4,530 Mn
Revenue	EBITDA	Cash, Bank & Investment <i>(as on 31st Mar)</i>

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
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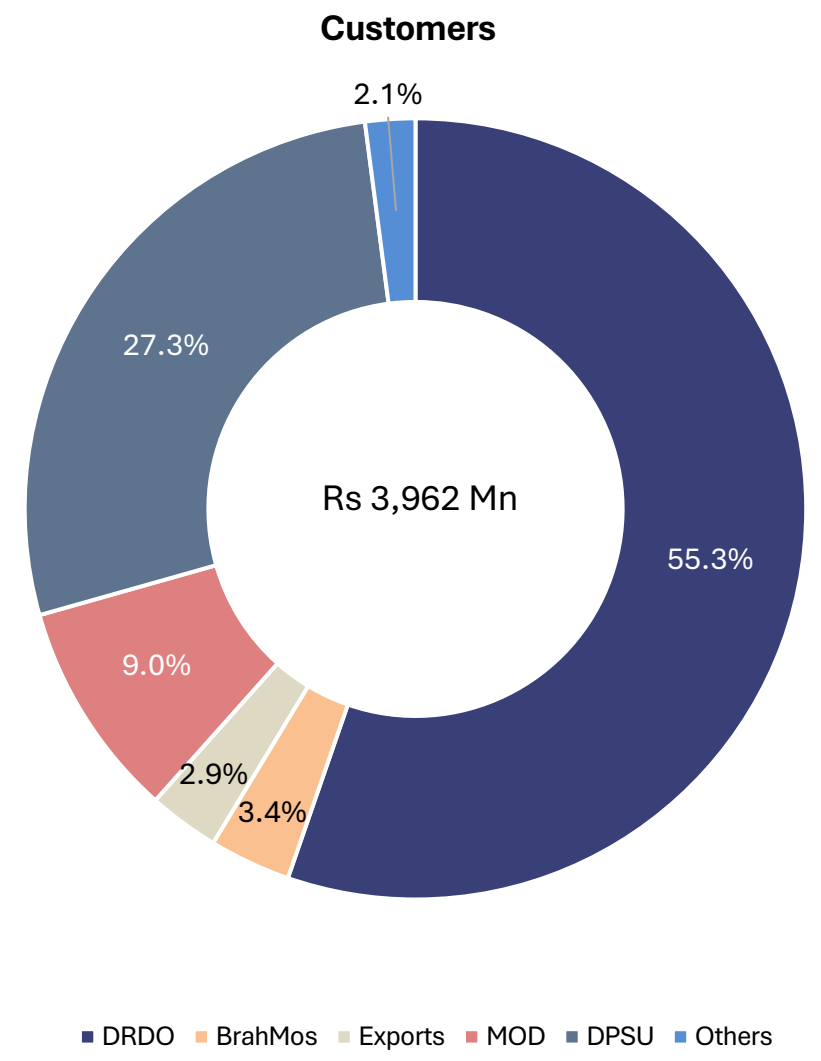
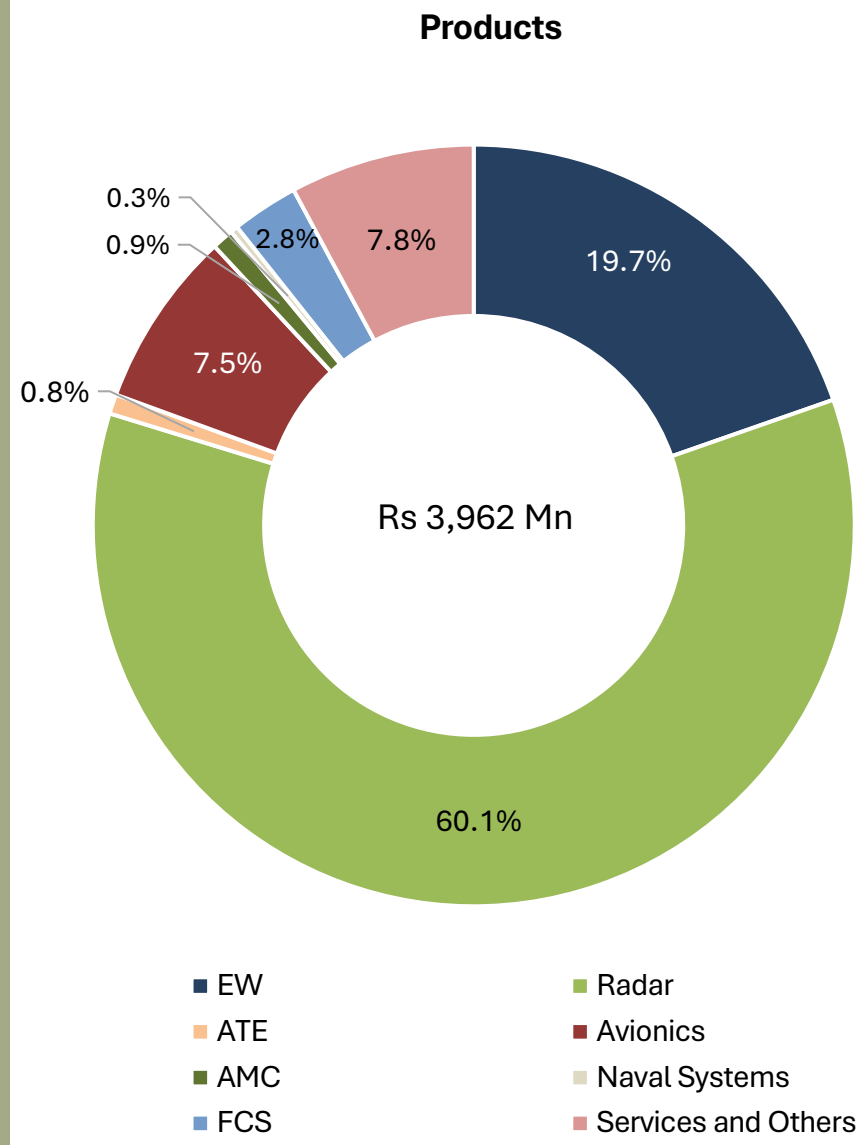
49%*	38%	16%	18%	Rs. 7,298 Mn
Gross Margin	EBITDA Margin	ROE <i>(FY25)</i>	ROCE <i>(FY25)</i>	Strong Order Book <i>(Q4FY25)</i>

* Due to low margin strategic product delivery. (Full year Gross Margin is 61%)

Diversified Revenue Profile



Q4FY25 Revenue Breakup



Financial Performance

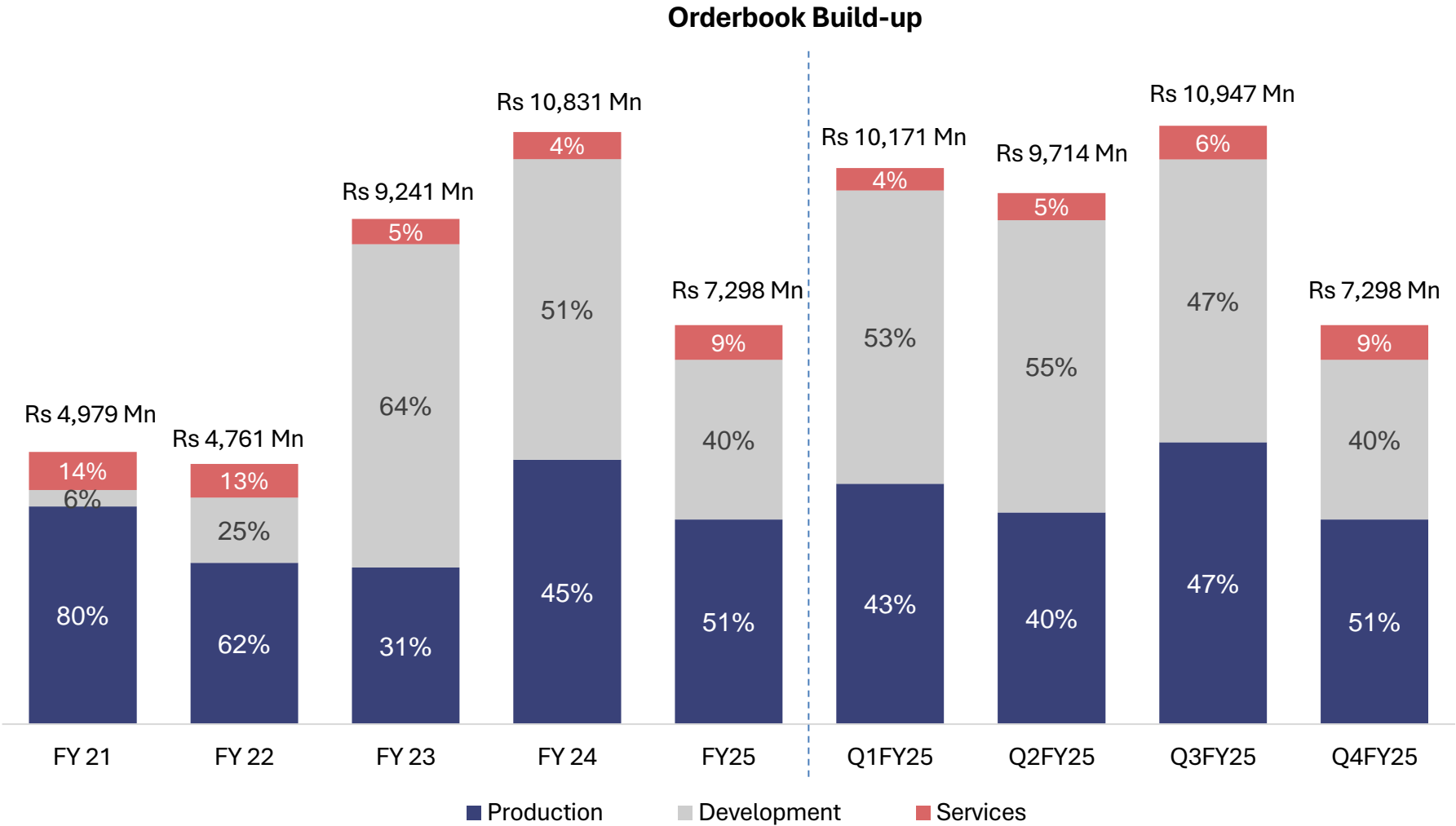
Particulars (Rs Mn)	Q4FY25	Q4FY24	YoY(%)	Q3FY25	QoQ(%)	FY25	FY24	YoY (%)
Net Revenue	3,962	1,823	117.4	1,170	238.5	7,084	5,198	36.3
Cost of materials consumed	1,817	507	258.2	785	131.4	3,513	1,808	94.3
Purchase of Stock in trade								
Changes in Inventories,WIP & SIP	207	5		-555		-752	-157	
Total Raw Material Cost	2,023	512	295.4	231	777.4	2,761	1,651	67.2
Gross Profits	1,939	1,311	47.9	940	106.3	4,323	3,547	21.9
Employee Benefit Exp	295	265	11.4	292	1.3	1,141	990	15.2
Other Expenses	149	116	28.2	108	37.8	432	341	26.8
EBITDA	1,495	930	60.7	540	176.7	2,750	2,216	24.1
Depreciation	39	70	-44.2	35	11.8	139	161	-13.7
EBIT	1,456	861	69.2	506	188.0	2,611	2,055	27.1
Other Income	106	123	-14	114	-6.6	463	460	0.7
Interest	31	30	3	32	-1.9	121	93	29.5
Exceptional items								
PBT	1,531	953	60.6	588	160.6	2,953	2,422	21.9
Tax	390	242	61.1	141	177.0	735	605	21.5
Net Profit	1,141	711	60.5	447	155.4	2,218	1,817	22.1
Reported EPS (Rs)	20.4	12.7	-	8.0	-	39.6	32.5	

Operating Cost as a % of Sales	Q4FY25	Q4FY24	YoY(bps)	Q3FY25	QoQ(bps)	FY25	FY24	YoY (bps)
Raw Material Cost	51.1	28.1	2299	19.7	3136	39.0	31.8	721
Staff Cost	7.5	14.5	-709	24.9	-1747	16.1	19.0	-294
Other Expenses	3.8	6.4	-261	9.2	-546	6.1	6.6	-46

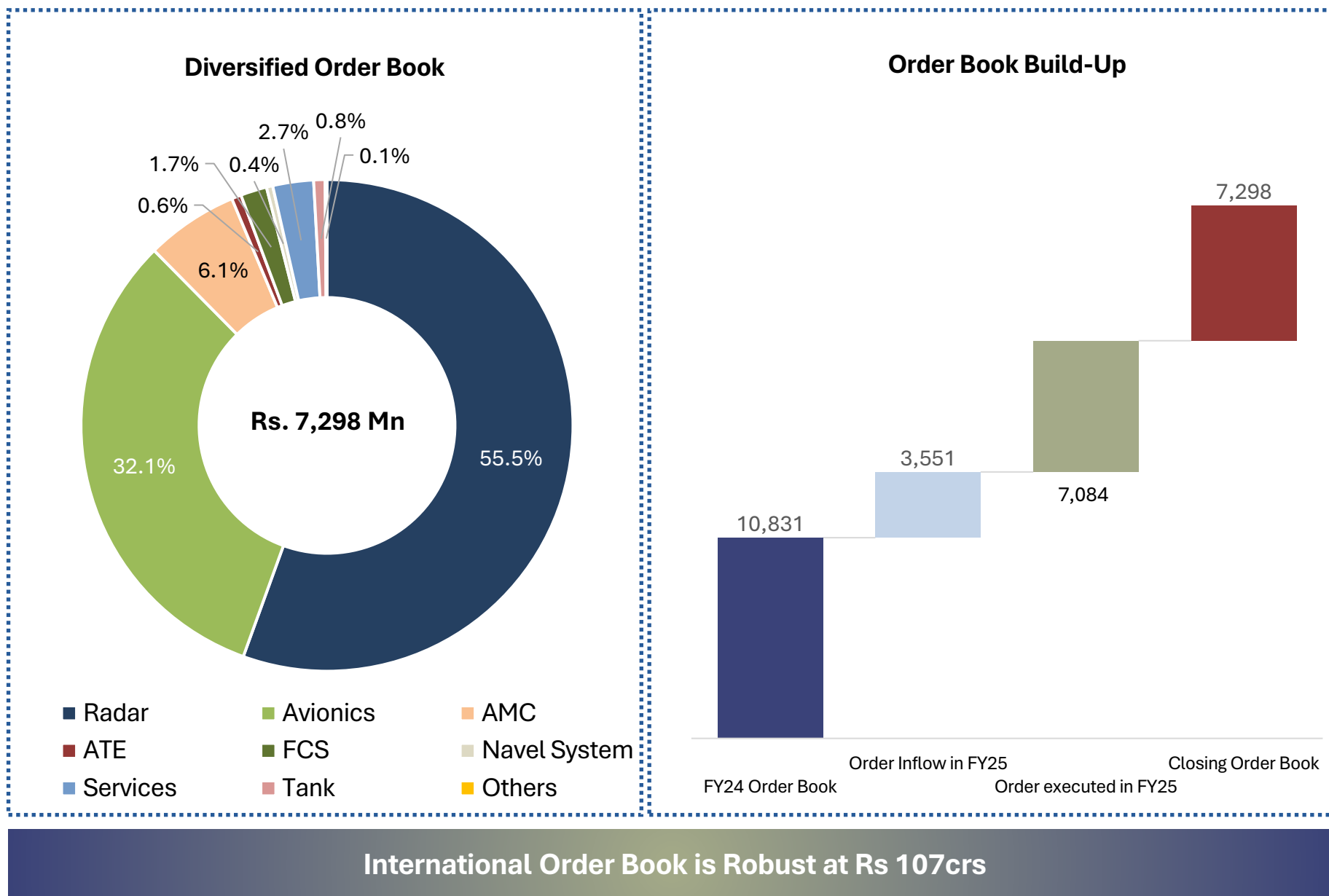
Margins (%)	Q4FY25	Q4FY24	YoY(bps)	Q3FY25	QoQ(bps)	FY25	FY24	YoY (bps)
Gross Margin	48.9	71.9	-2299	80.3	-3136	61.0	68.2	-721
EBITDA	37.7	51.0	-1330	46.2	-843	38.8	42.6	-381
EBIT	36.8	47.2	-1047	43.2	-645	36.9	39.5	-268
PBT	38.6	52.3	-1365	50.2	-1155	41.7	46.6	-490
NPM	28.8	39.0	-1021	38.2	-937	31.3	35.0	-364

Order Book

Order book as on date: Rs 860 crs Including Orders Negotiated and Pending Receipt of Rs 92 crs

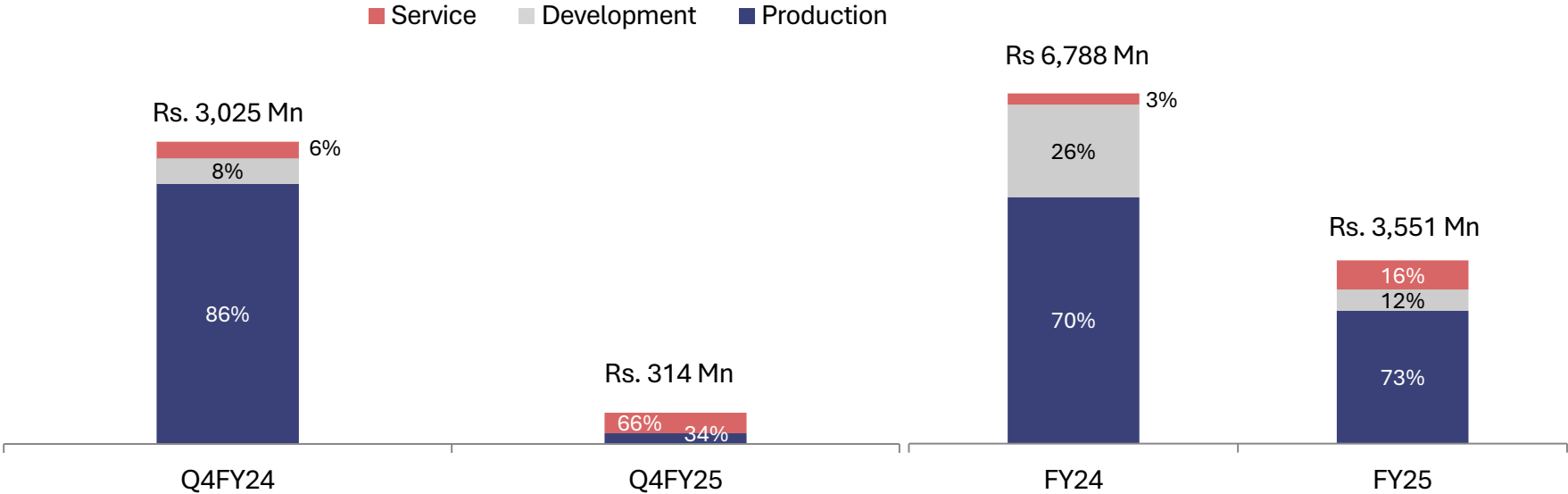


Order Book Build Up in FY25



Order Inflow
During Q4 & FY25

Order Inflows – Q4FY25 and FY25



Major order received in Q4FY25

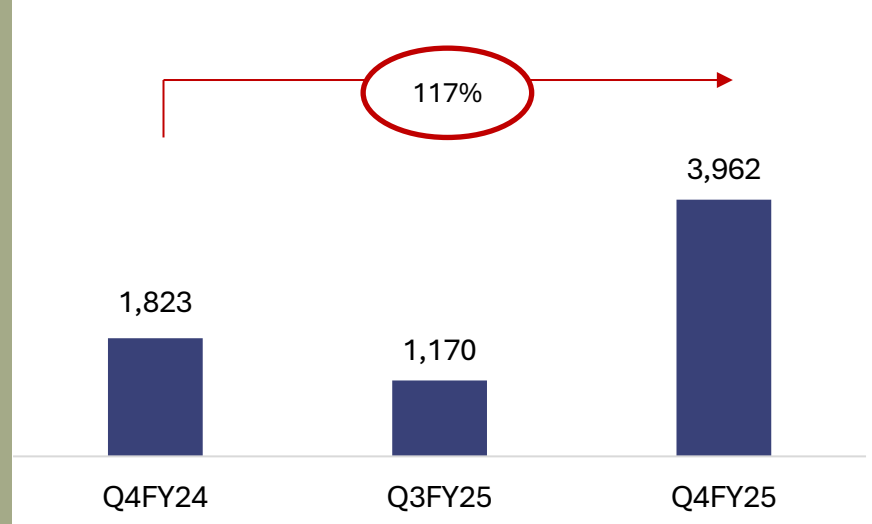
Product	Customer	Order Type	Value (Rs Mn)
AMC	MOD	Service	140
AVIONICS	Export	Production	28
AVIONICS	DPSU	Production	28
AMC	CUSAT	Service	24
Radar	ITR	Production	13
AMC	DoS	Service	11
AMC	Brahmos	Service	10

Major order received in FY25

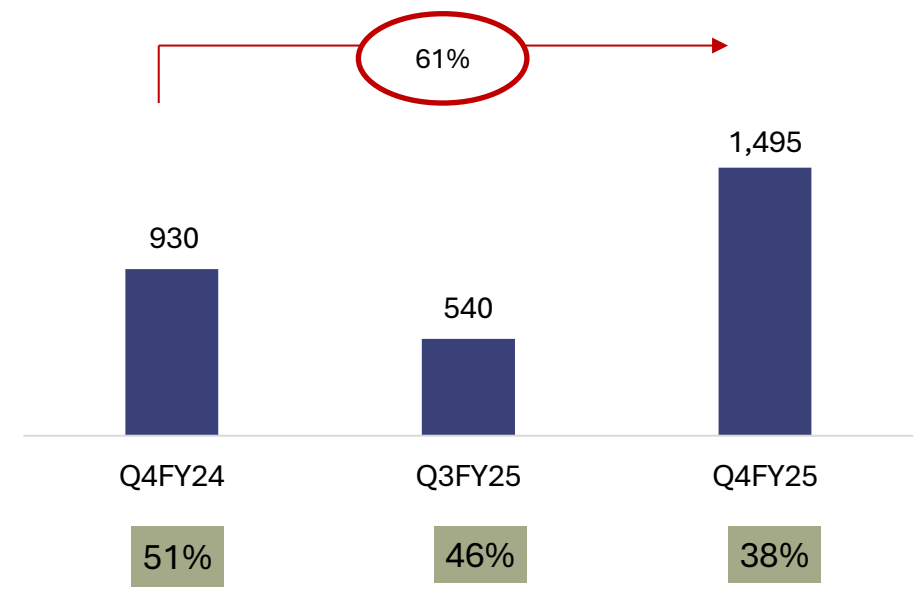
Product	Customer	Order Type	Value (Rs Mn)
EW	DPSU	Production	798
Radar	MOD	Production	531
AVIONICS	Export	Production	530
AVIONICS	Export	Production	157
FCS	Brahmos	Development	144
AMC	MOD	Service	140
AMC	MOD	Service	140
AMC	MOD	Service	140
ATE	DRDO	Production	113
AVIONICS	ADA	Development	103

Robust Financial Performance

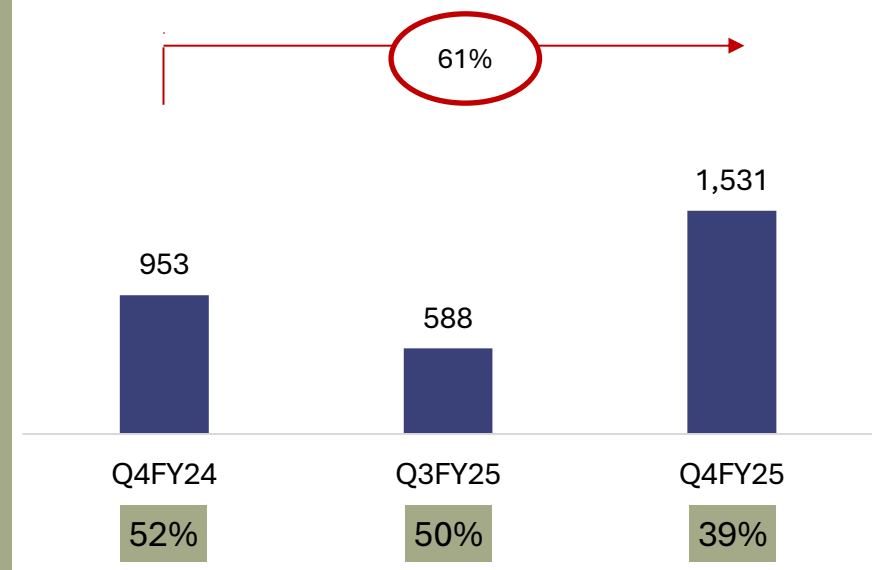
Revenue (INR Mn)



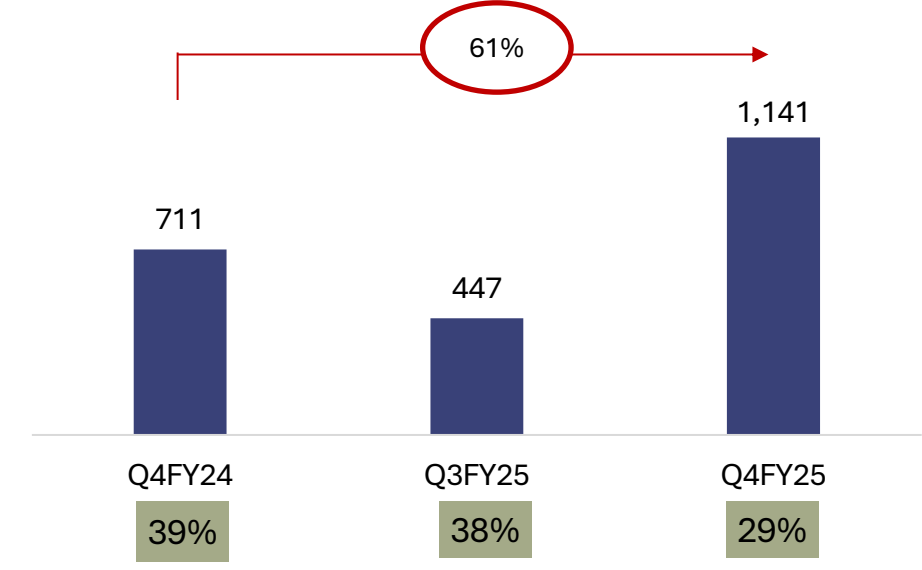
EBITDA (INR Mn) and Margins (%)



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



Net Profit (INR Mn) and Margins (%)





Corporate Overview

Over Last Three Decades

Incorporated in 1998

- **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

- 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

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

- 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 and developed complete Radar Capability

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

- Developed **Glass Cockpit Displays / Avionics**

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

2001

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

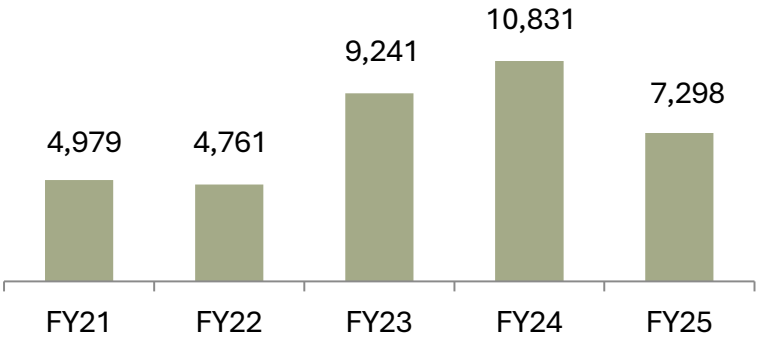
- Underwater electronics / Communications / Other Systems
- Automated Test Equipment (ATE)
- Small and Nano Satellites

Operating in High Growth Categories

Consistent Track Record of Profitable Growth

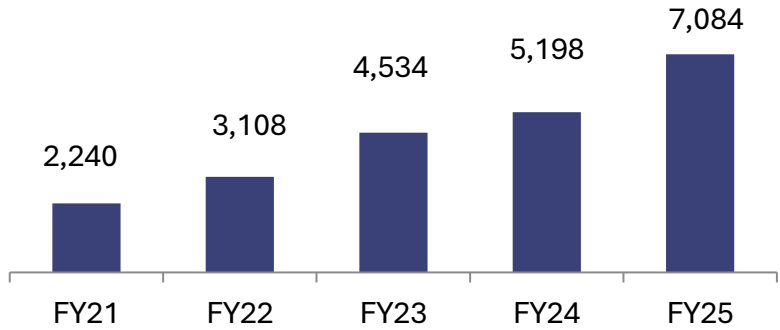
Order Book (Rs Mn)

10%+~ % growth CAGR FY21-FY25

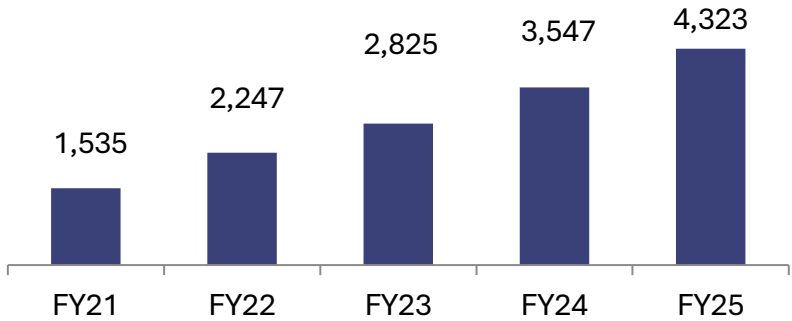


Revenue from operations (Rs Mn)

~ 33% Revenue CAGR from FY21-FY25

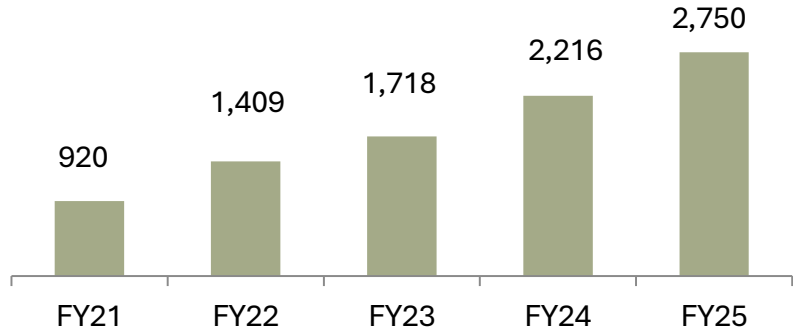


High Gross Profits (Rs Mn)



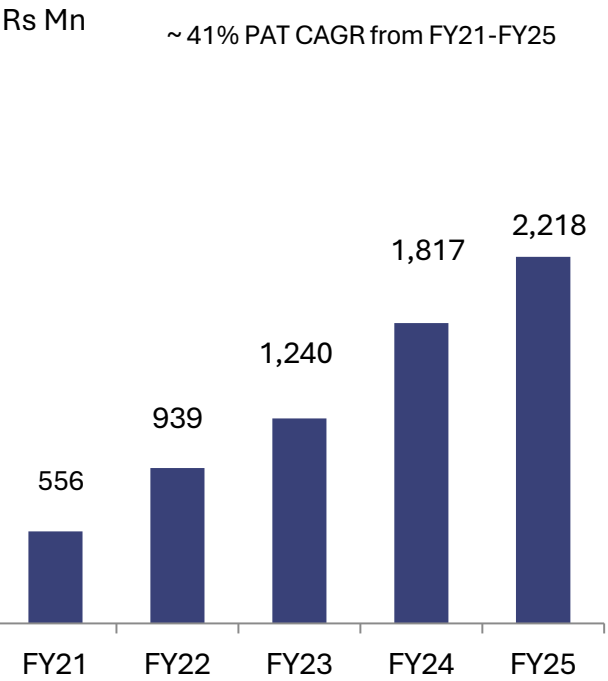
EBITDA (Rs Mn)

~ 31% EBITDA CAGR from FY21-FY25

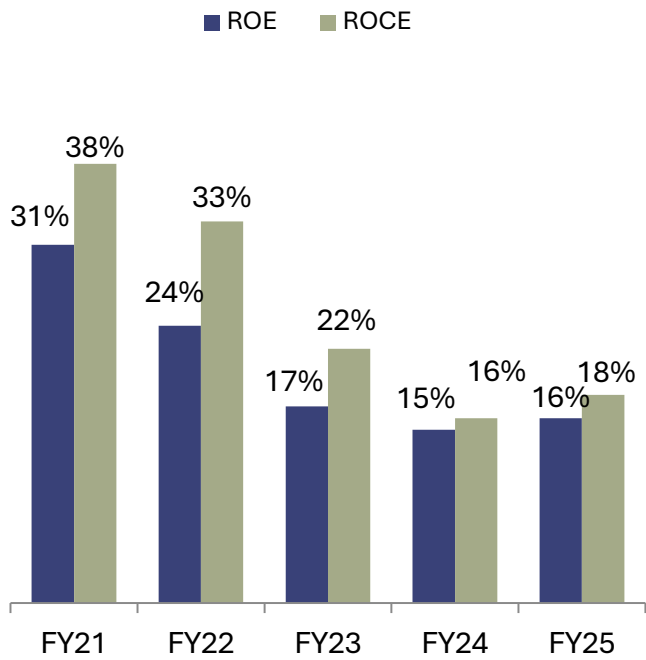


Profitability

Improving Yearly PAT

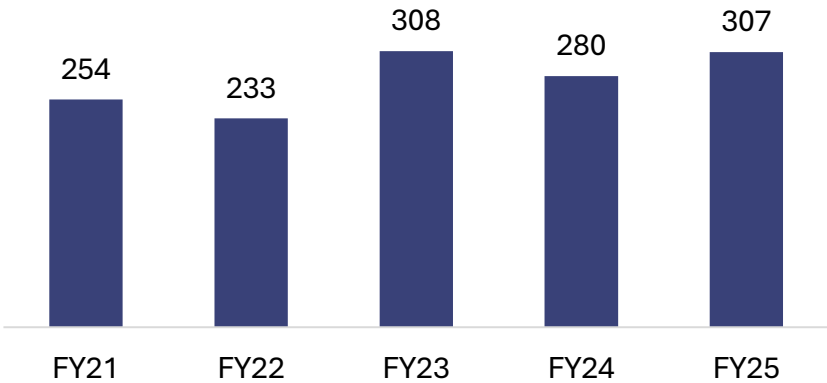


ROE and ROCE (%)

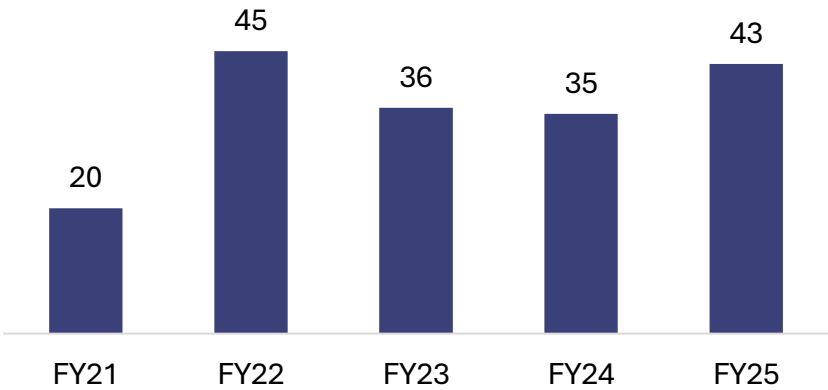


Working Capital

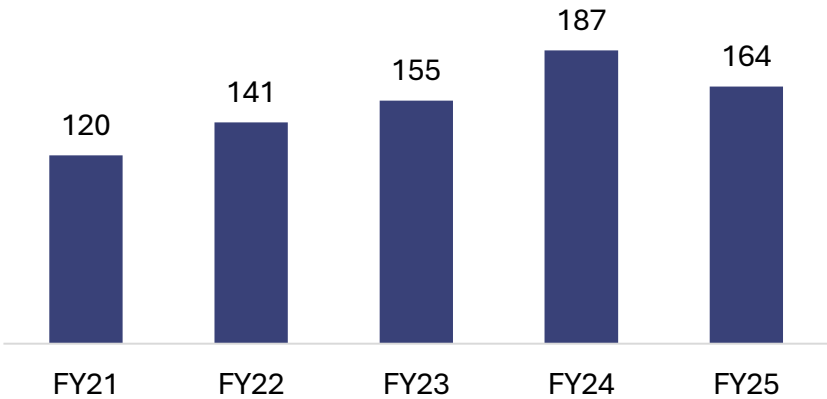
Debtor Day



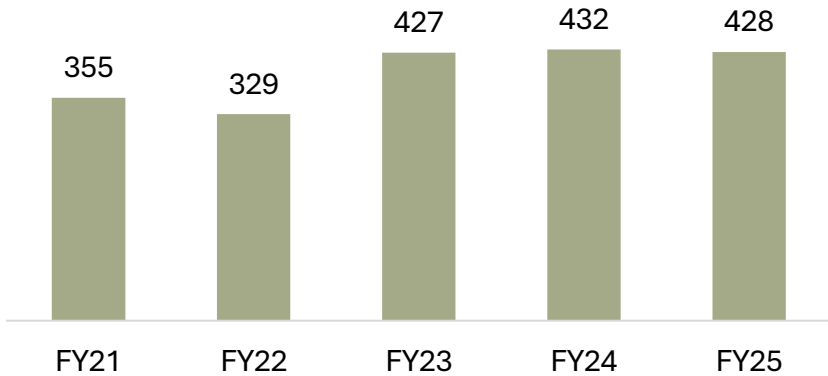
Creditor Days



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

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Questions?

A photograph of a modern industrial building. The building features a large section with a grid of dark-framed glass windows that reflect the sky and surrounding trees. To the left of this glass section is a white wall with vertical metallic slats. Further left, there's a white structure with a large, closed roller shutter door. The building is situated on a paved area with some greenery and young trees in front. A tall, thin street lamp stands near the glass facade. The sky is clear and blue.

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