



CYIENT DLM LIMITED



(Please scan this QR code to view the Red Herring Prospectus)

Our Company was originally incorporated as 'Rangsons Electronics Private Limited' at Mysuru, Karnataka as a private limited company under the Companies Act, 1956, pursuant to a certificate of incorporation dated June 30, 1993 issued by the Registrar of Companies, Karnataka at Bengaluru. The name of our Company was changed to 'Cyient DLM Private Limited' pursuant to a special resolution passed by our Shareholders on December 22, 2016 and a fresh certificate of incorporation pursuant to a change of name dated January 18, 2017 was issued by the Registrar of Companies, Karnataka at Bengaluru. Subsequently, pursuant to a change in our registered office by way of a resolution passed by our Shareholders on August 1, 2019, a certificate of registration of regional director order in relation to the change of State was issued by the Registrar of Companies, Telangana at Hyderabad ("RoC") on July 3, 2020. Our Company was converted from a private limited company to a public limited company pursuant to a special resolution passed by our Shareholders on November 25, 2022, and the name of our Company was changed to 'Cyient DLM Limited'. A fresh certificate of incorporation dated December 13, 2022 consequent upon change of name on conversion to a public limited company was issued by the RoC. For further details on the changes in the name and registered office of our Company, see "History and Certain Corporate Matters" on page 193 of the Red Herring Prospectus dated June 19, 2023 ("RHP").

Registered Office: 3rd Floor, Plot No. 11, Software Units Layout, Infocity, Madhapur, Hyderabad - 500 081, Telangana, India; Corporate Office: 347, D1 & 2, KIADB Electronics City, Hebbal Industrial Area, Mysuru - 570 061, Karnataka, India; Tel: +91 821 4000 500; Website: www.cyientdml.com; Contact Person: Parvati K R, Company Secretary and Compliance Officer; E-mail: company.secretary@cyientdml.com; Corporate Identity Number: U31909TG1993PLC141346

CYIENT LIMITED IS THE PROMOTER OF OUR COMPANY

INITIAL PUBLIC OFFER OF UP TO [●] EQUITY SHARES OF FACE VALUE OF ₹10 EACH ("EQUITY SHARES") OF CYIENT DLM LIMITED ("COMPANY" OR "ISSUER") FOR CASH AT A PRICE OF ₹[●] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹[●] PER EQUITY SHARE) AGGREGATING UP TO ₹5,920.00 MILLION* (THE "ISSUE").

* OUR COMPANY HAS, IN CONSULTATION WITH THE BRLMS, UNDERTAKEN A PRIVATE PLACEMENT OF 4,075,471 EQUITY SHARES TO AMANSA INVESTMENTS LTD FOR CASH AT A PRICE OF ₹ 265/- AGGREGATING TO ₹ 1,080.00 MILLION ("PRE-IPO PLACEMENT"). THE SIZE OF THE FRESH ISSUE OF EQUITY SHARES HAS BEEN ADJUSTED TO ₹ 5, 920.00 MILLION.

THE ISSUE INCLUDES A RESERVATION OF UP TO [●] EQUITY SHARES, AGGREGATING UP TO ₹ 150 MILLION (CONSTITUTING UP TO [●]% OF THE POST-ISSUE PAID-UP EQUITY SHARE CAPITAL), FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES ("EMPLOYEE RESERVATION PORTION"). OUR COMPANY IN CONSULTATION WITH THE BRLMS, MAY OFFER A DISCOUNT OF UP TO [●]% OF THE ISSUE PRICE TO ELIGIBLE EMPLOYEE(S) BIDDING IN THE EMPLOYEE RESERVATION PORTION ("EMPLOYEE DISCOUNT"), SUBJECT TO NECESSARY APPROVALS AS MAY BE REQUIRED. THE ISSUE LESS THE EMPLOYEE RESERVATION PORTION IS HEREINAFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE [●]% AND [●]% OF OUR POST-ISSUE PAID-UP EQUITY SHARE CAPITAL, RESPECTIVELY.

Cyient DLM Ltd is an integrated Electronics Manufacturing Services and solutions provider of (i) printed circuit board ("PCB") assembly ("PCBA"), (ii) cable harnesses, and (iii) box builds, which we provide to our clients as Build to Print ("B2P") or Build to Specification ("B2S") which include design, build and maintain.

The Net Issue is in compliance with Regulation 6(2) of the SEBI ICDR Regulations

QIB Portion: Not less than 75% of the Net Issue | Non-Institutional Portion: Not more than 15% of the Net Issue

Retail Portion: Not more than 10% of the Net Issue

WE HAVE UNDERTAKEN A PRE-IPO PLACEMENT OF 40,75,471 EQUITY SHARES TO AMANSA INVESTMENTS LTD AT ₹265 PER EQUITY SHARE.

PRICE BAND: ₹250 TO ₹265 PER EQUITY SHARE OF FACE VALUE OF ₹10 EACH.

THE FLOOR PRICE IS 25.0 TIMES AND THE CAP PRICE IS 26.5 TIMES THE FACE VALUE OF THE EQUITY SHARES.

OUR PRICE TO EARNING RATIO AT THE FLOOR PRICE IS 32.26 AND AT CAP PRICE IS 34.19.

BIDS CAN BE MADE FOR A MINIMUM OF 56 EQUITY SHARES AND IN MULTIPLES OF 56 EQUITY SHARES THEREAFTER.

A Discount of ₹15/- per Equity Share is being Offered to Eligible Employees Bidding in the Employee Reservation Portion.

In accordance with the recommendation of Independent Directors of our Company, pursuant to their resolution dated June 21, 2023, the above provided price band is justified based on quantitative factors/ KPIs disclosed in the 'Basis for the Issue Price' section of the RHP vis-a-vis the WACA of primary and secondary transaction(s), as applicable, disclosed in 'Basis for the Issue Price' section on pages 105 to 114 of the RHP.

RISKS TO INVESTORS

- Customer and order book concentration - Our top 10 customers constituted 91.08% of our total revenue from operations for the year ended March 31, 2023 and 96.57% to our order book as of March 31, 2023.
- Market Share - As at March 31, 2022, our market share in the Indian EMS market was 0.5% (Source: Frost & Sullivan Report).
- Reduction in Profit - Our profit for the year decreased by 20.27% from ₹397.95 million for Fiscal 2022 to ₹317.27 million for Fiscal 2023 primarily on account of an increase in (i) finance costs; and (ii) employee benefits expense and a decrease in other income.
- A significant portion of our revenue from operations is derived from our Build to Print ("B2P") solutions, and from the manufacture and sale of Printed Circuit Board Assembly ("PCBA"). In Fiscal 2023, 99.80% of our total revenue from operations was from our B2P solutions. Further, in Fiscal 2023, 62.62% of our total revenue from operations was from the manufacture and sale of PCBAs.
- Concentration Risk - In the year ended March 31, 2023, 90.75% of our total revenue from operations was attributable to our Mysuru facility.
- The capacity utilisation for Fiscals 2023, 2022 and 2021 for our Mysuru facilities are 38.43%, 54.46% and 46.54% respectively and Hyderabad facilities are 7.61%, 9.13% and 7.12% respectively which is lower in comparison to other manufacturing companies.
- Our cost of materials consumed constituted 79.75% of our total expenses for the year ended March 31, 2023 which indicates that our profitability is dependent on inventory cost.
- Dependency on Promoter - We benefit from our Promoter's name and logo, customer relationships, global salesforce network, technical expertise, design team and marketing team for obtaining and executing some of our contracts.

- Weighted average cost of acquisition ("WACA") of all Equity Shares transaction in the one year and three years preceding the date of RHP:

Period	Weighted Average Cost of Acquisition (in ₹)	Cap Price is 'X' times the Weighted Average Cost of Acquisition	Range of acquisition price: Lowest Price - Highest Price (in ₹)
Last 1 year	35.42	7.48	NIL* - 566.00
Last 3 years	35.42	7.48	NIL* - 566.00

*Equity Shares allotted pursuant to the Bonus Issue.

- WACA compared to Floor Price and Cap Price:

Types of transactions	Weighted average cost of acquisition (₹ per Equity Share)	Floor Price (i.e. ₹ 250)	Cap Price (i.e. ₹ 265)
(WACA) of Primary Issuances during 18 months prior to RHP	60.88	4.11 times	4.35 times
(WACA) of Secondary Transactions during 18 months prior to RHP	Not Applicable	NA	NA

- Our market capitalisation at the lower end and higher end of price band to Total Income for the fiscal year 2023 is 2.40 and 2.51 respectively.
- The Two Book Running Lead Managers associated with the Issue have handled 52 public Issues in the past three Financial Years, out of which 19 Issues closed below the IPO price on the listing date.

Name of the BRLMs	Total public Issues	Issues closed below IPO price on listing date
Axis Capital Limited*	23	11
JM Financial Limited*	15	3
Common Issues of above BRLMs	14	5
Total	52	19

*Issues handled where there were no common BRLMs

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BID/ISSUE PERIOD

ANCHOR INVESTOR BIDDING DATE : MONDAY, JUNE 26, 2023⁽¹⁾

BID/ISSUE OPENS ON : TUESDAY, JUNE 27, 2023⁽¹⁾

BID/ISSUE CLOSES ON : FRIDAY, JUNE 30, 2023⁽²⁾⁽³⁾

(1) Our Company may, in consultation with the BRLMs, consider participation by Anchor Investors in accordance with the SEBI/ICDR Regulations. The Anchor Investor Bidding Date shall be one Working Day prior to the Bid/Issue Opening Date.
(2) Our Company may, in consultation with the BRLMs, consider closing the Bid/Issue Period for QIBs one Working Day prior to the Bid/Issue Closing Date in accordance with the SEBI/ICDR Regulations.
(3) UPI mandate end time and date shall be at 5.00 p.m. on the Bid/ Issue Closing Date.

BASIS FOR ISSUE PRICE

Price Band and the Issue Price will be determined by our Company, in consultation with the BRLMs, on the basis of assessment of market demand for the Equity Shares offered through the Book Building Process and on the basis of quantitative and qualitative factors as described below. The face value of the Equity Shares is ₹10 each and the Floor Price is 25.0 times the face value and the Cap Price is 26.5 times the face value. Investors should also see “Risk Factors”, “Summary of Financial Information”, “Our Business”, “Restated Summary Statement”, and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on pages 27, 68, 163, 226, and 282, of the RHP, respectively, to have an informed view before making an investment decision.

Qualitative Factors : Some of the qualitative factors and our strengths which form the basis for computing the Issue Price are as follows: •Ability to provide integrated engineering solutions with capabilities across the product value chain; • High entry barriers for our competitors due to our technical expertise, capabilities in safety-critical electronics in highly regulated industries and customer engagement; • Robust and industry leading order book with marquee customers, with whom we enjoy sustained and long-standing relationships as their preferred partner; • Manufacturing infrastructure, stringent quality, diverse in-house capabilities and robust supply chain, enabling us to provide high quality end-to-end integrated solutions to our customers; • Parentage of our Promoter, Cyient Limited, and a long history of industry expertise, an experienced Board and senior management team. For details, see “Our Business– Our Strengths” on page 166 of the RHP.

Quantitative Factors : Some of the information presented below relating to our Company is derived from the Restated Summary Statement. Some of the quantitative factors which may form the basis for computing the Issue Price are as follows:

A. Basic and Diluted Earnings Per Equity Share (“EPS”) (face value of each Equity Share is ₹10):

Fiscal Ended	Basic EPS (in ₹)	Diluted EPS (in ₹)	Weight
March 31, 2023	7.75	7.75	3
March 31, 2022	16.17	16.17	2
March 31, 2021	4.80	4.80	1
Weighted Average ⁽⁶⁾	10.07	10.07	

Notes:

- Basic and Diluted earnings per share (EPS)= Restated profit for the year attributable to equity shareholders of the Company divided by total weighted average number of equity shares outstanding at the end of the year.
- Earnings Per Equity Share (Basic and Diluted) are computed in accordance with Ind AS 33 - Earnings Per Share notified under the Companies (Indian Accounting Standards) Rules, 2015 (as amended).
- Weighted average number of Equity Shares is the number of Equity Shares outstanding at the beginning of the year adjusted by the number of Equity Shares issued during the year multiplied by the time weight factor.
- The weighted average number of Equity Shares outstanding during the years are adjusted for the bonus issue.
- The weighted average basic and diluted EPS is a product of basic and diluted EPS and respective assigned weight, dividing the resultant by total aggregate weight.

B. Price/Earning (“P/E”) ratio in relation to Price Band of ₹ 250 to ₹265 per Equity Share:

Particulars	P/E at the Floor Price (number of times)	P/E at the Cap Price (number of times)
Based on basic EPS for year ended March 31, 2023	32.26	34.19
Based on diluted EPS for year ended March 31, 2023	32.26	34.19

C. Industry Peer Group P/E Ratio

Particulars	P/E Ratio
Highest	71.45
Lowest	26.33
Industry Composite	49.75

Notes:

- The industry high and low has been considered from the industry peer set provided later in this chapter. The industry composite has been calculated as the arithmetic average P/E of the industry peer set disclosed in this section. For details, see “– Comparison with Listed Industry Peers” on page 110 of the RHP.
- The industry P/E ratio mentioned above is computed based on the closing market price of equity shares on NSE on June 2, 2023 divided by the Diluted EPS as on for the financial year ended March 31, 2023.

D. Return on Net Worth (“RoNW”)

Fiscal Ended	RoNW (%)	Weight
March 31, 2023	16.03%	3
March 31, 2022	51.61%	2
March 31, 2021	31.38%	1
Weighted Average	30.45%	

Notes:

- Return on net worth %= Restated profit for the year attributable to equity shareholders of the Company divided by net worth of the Company as at the end of the year.
- Net worth = Aggregate value of equity share capital and other equity created out of the profits, securities premium account and debit or credit balance of profit and loss account, after deducting the aggregate value of the accumulated losses, derived from the Restated Summary Statement, but does not include reserves created out of revaluation of assets and write- back of depreciation.
- Weighted average=Aggregate of year-wise weighted RoNW divided by the aggregate of weights (RoNW x Weight) for each year/Total of weights.

E. Net Asset Value (“NAV”) per Equity Share

Particulars	Amount (₹)
As on March 31, 2023	48.33
After the completion of the Issue	
-At the Floor Price	111.37
-At the Cap Price	113.25
Issue Price	●

Notes:

- Net assets value per share = Net asset value per share is calculated by dividing net worth by weighted average number of equity shares outstanding at the end of the year.

F. Key Performance Indicators

The tables below set forth the details of our KPIs that our Company considers have a bearing for arriving at the basis for Issue Price. All the KPIs disclosed below have been approved by a resolution of our Audit Committee dated June 6, 2023 and the Audit Committee has confirmed that verified and audited details (as certified by N B T and Co, Chartered Accountants by certificate dated June 6, 2023) of all the KPIs pertaining to our Company that have been disclosed to investors at any point of time during the three years period prior to the date of filing of the Red Herring Prospectus have been disclosed in this section. Further, the KPIs herein have been certified by N B T and Co, Chartered Accountants, pursuant to certificate dated June 6, 2023.

A list of our KPIs for the Financial Years ended March 31, 2023, March 31, 2022 and March 31, 2021 is set out below:

I. Financial KPIs

Particulars	As at and for the financial year ended March 31, 2023	As at and for the financial year ended March 31, 2022	As at and for the financial year ended March 31, 2021
Revenue from operations ⁽¹⁾ (₹ in million)	8,320.33	7,205.33	6,280.28
Revenue Growth ⁽²⁾ (year on year) (%)	15.47%	14.73%	37.40%
Gross Profit ⁽³⁾ (₹ in million)	1,293.87	1,130.27	790.30
Gross Profit Margin ⁽⁴⁾ (in %)	15.55%	15.69%	12.58%
EBITDA ⁽⁵⁾ (₹ in million)	877.80	840.40	459.44
EBITDA Margin ⁽⁶⁾ (in %)	10.55%	11.66%	7.32%
EBIT (₹ in million) ⁽⁷⁾	683.65	647.54	274.82
EBIT Margin (in %) ⁽⁸⁾	8.22%	8.99%	4.38%
Profit before tax for the year ⁽⁹⁾ (₹ in million)	431.60	507.30	155.95
Profit for the year ⁽¹⁰⁾ (₹ in million)	317.27	397.95	118.14
Profit margin ⁽¹¹⁾ (in %)	3.81%	5.52%	1.88%
Asset Turnover ratio ⁽¹²⁾	0.88	1.01	1.01
Free cash flow ⁽¹³⁾ (₹ in million)	444.85	408.29	75.41
Total cash ⁽¹⁴⁾ (₹ in million)	1,676.01	1,218.08	341.76
Return on Capital Employed (ROCE) ⁽¹⁵⁾ (%)	13.48%	17.56%	11.48%

Notes:

- Revenue from operations is total revenue generated by our Company from the sale of good and rendering of services.
- Revenue growth represents the growth in revenue from operations for the year of our Company.
- Gross profit is calculated as revenue from operations minus cost of materials consumed, changes in inventories of finished goods and work-in-progress, and other direct costs.
- Gross profit margin is calculated as gross profit as a percentage of revenue from operations.
- EBITDA is calculated as profit before tax minus other income plus finance costs, and depreciation and amortisation expense.
- EBITDA Margin is calculated as EBITDA as a percentage of revenue from operations.
- EBIT is calculated as EBITDA minus depreciation and amortisation expenses.
- EBIT Margin is calculated as EBIT as a percentage of revenue from operations.
- Profit before tax is calculated as total income minus total expenses of our company for the year.
- Profit for the year is calculated as profit before tax minus tax expense for the year.
- Profit margin is calculated as profit after tax as a percentage of revenue from operations.
- Asset Turnover ratio is calculated as Revenue from operations divided by average total assets.
- Free cash flow is calculated as net cash flow from operating activities less payment towards purchase of property, plant and equipment and intangibles, net of proceeds from sale of property, plant and equipment and intangible assets.
- Total cash is calculated as cash and cash equivalents plus other bank balances as at the end of year.
- Return on Capital Employed (ROCE) is calculated as (EBIT plus other income) divided by capital employed, which is defined as shareholders’ equity plus total borrowings (current & non-current) and lease liabilities (current & non-current).

II. Revenue and customer related KPIs

Particulars	As at and for the financial year ended March 31, 2023	As at and for the financial year ended March 31, 2022	As at and for the financial year ended March 31, 2021
Number of customers ^{(1)*A}	35	50	47
Number of new customers acquired ^{(2)*K}	1	3	1
Customer concentration (Top 5) ^{(3)*} (in %)	67.53%	65.35%	66.29%
Customer concentration (Top 10) ^{(4)*} (in %)	91.08%	93.24%	90.83%
Order book ^{(5)*} (in ₹ million)	24,325.47	12,029.76	9,061.18
Days sales outstanding (DSO) ⁽⁶⁾ (in days)	71	77	132
Days payables outstanding ⁽⁷⁾ (in days)	125	98	110
Days of inventory outstanding ⁽⁸⁾ (in days)	186	137	90
Customer advance days ⁽⁹⁾	89	57	66

Notes:

- Number of customers indicate the count of customers who contributed to revenue from operations for year.
- Number of new customers acquired indicates the count of new customers generating revenue for the first time in the respective year.
- Customer concentration (Top 5) % indicates total revenue from top five customers in terms of descending order of revenue generation for a year shown as percent of revenue from operations for that year.
- Customer concentration (Top 10) % indicates total revenue from top ten customers in terms of descending order of revenue generation for a year shown as percent of revenue from operations for that year.
- Order book (in ₹ million) indicates the executable work orders from our customers as at the end of the year.
- Days sales outstanding (DSO) is calculated as trade receivables / revenue from operations multiplied by number of days for the year.
- Days payables outstanding is calculated as trade payables/ revenue from operations multiplied by number of days for the year.
- Days of inventory outstanding is calculated as inventory/revenue from operations multiplied by number of days for the year.
- Customer advance days is calculated as customer advances/ revenue from operations multiplied by number of days for the year.
- The decrease in customers between Fiscal 2021 and Fiscal 2023 is due to the exit of one-time customers and customers who approached us for job work and due to dropping low margin customers and due to dropping low margin customers.

The increase in our order book between Fiscal 2021 and Fiscal 2023 is due to the receipt of a large order from one of our key customers and multi-year orders from our other key customers.

* Customers include affiliates or group entities of our customers, as applicable.

Break-up of industry-wise revenue from operations

(₹ in million, unless otherwise specified)

Industry	Financial year ended March 31, 2023		Financial year ended March 31, 2022		Financial year ended March 31, 2021	
	Revenue from operations	% of Revenue from operations	Revenue from operations	% of Revenue from operations	Revenue from operations	% of Revenue from operations
Aerospace (I)	1,667.00	20.04	1,018.29	14.13	952.29	15.16
Defence (II)	3,131.56	37.64	3,371.25	46.79	2,638.96	42.02
Medical Technology (III)	1,352.87	16.26	1,615.56	22.42	1,853.22	29.51
Industrial (IV)	2,086.79	25.08	1,040.55	14.44	714.25	11.37
Others (V)	82.10	0.99	159.68	2.22	121.57	1.94
Revenue from operations (I+II+III+IV+V)	8,320.33	100.00	7,205.33	100.00	6,280.28	100.00

Notes:

- The above table showcases the company’s revenue distribution among the industries of Aerospace, Defence, Medical Technology, Industrial, and Others. For details of other operating metrics disclosed elsewhere in this Red Herring Prospectus, see “Our Business” on page 163 of the RHP.

G. Description on the historic use of the KPIs by our Company to analyze, track or monitor the operational and/or financial performance of our Company

In evaluating our business, we consider and use certain KPIs, as presented above, as a supplemental measure to review and assess our financial and operating performance. The presentation of these KPIs are not intended to be considered in isolation or as a substitute for the Restated Summary Statement. We use these KPIs to evaluate our financial and operating performance. Some of these KPIs are not defined under Ind AS and are not presented in accordance with Ind AS. These KPIs have limitations as analytical tools. Further, these KPIs may differ from the similar information used by other companies and hence their comparability may be limited. Therefore, these metrics should not be considered in isolation or construed as an alternative to Ind AS measures of performance or as an indicator of our operating performance, liquidity, profitability or results of operation. Although these KPIs are not a measure of performance calculated in accordance with applicable accounting standards, our Company’s management believes that it provides an additional tool for investors to use in evaluating our ongoing operating results, when taken collectively with financial measures prepared in accordance with Ind AS. For further details, please see “Risk Factors – Certain Non-Generally Accepted Accounting Principles (Non-GAAP) financial measures and other statistical information relating to our operations and financial performance have been included in this Red Herring Prospectus. These Non- Generally Accepted Accounting Principles (Non-GAAP) financial measures are not measures of operating performance or liquidity defined by Ind AS and may not be comparable with those presented by other companies.” on page 57 of the RHP.

Revenue from operations: Revenue from operations is total revenue generated by our Company from the sale of goods and rendering of services. It represents the scale of the business of our Company.

Revenue growth : Revenue growth indicates performance of our Company over the previous year.

Gross Profit : Gross profit indicates how well our Company is able to generate profit using its resources.
Gross Profit Margin : This indicator assesses how efficiently our Company generates profit from sales of goods and rendering of services. It is calculated as gross profit as a percentage of revenue from operations.

EBITDA : It indicates the operational profitability of our Company before the depreciation and amortization expenses.

EBITDA Margin: This indicator assesses the operational efficiency of our Company before the depreciation and amortization expenses calculated as EBITDA as a percentage of revenue from operations.

EBIT: It indicates the operational profitability of our Company after the depreciation and amortization expenses.

EBIT Margin: This indicator assesses the operational efficiency of our Company after the depreciation and amortization expenses calculated as EBIT as a percentage of revenue from operations.

Profit before tax: It indicates the overall profitability of our Company after all the expenses excluding taxes.

Profit for the year: This indicates the overall profitability of our Company after all the non-tax expenses and tax expenses.

Profit margin: This indicator assesses the performance of profitability of our Company over time.

Asset Turnover ratio: This indicator assesses the efficiency at which our Company is able to deploy its assets to generate the revenue from operations.

Free Cash Flow: This indicates our Company’s ability to generate cash from operations after capital expenditure.

Total Cash: This represents liquid cash that is readily available for use.

Return of Capital Employed (ROCE): This indicator assesses the return generated on the capital employed in our Company.

Number of customers: This indicator aids our Company in channelizing efforts on the strategic customers.

Numbers of new customers: This indicator assesses the efficiency of our Company’s sales team in onboarding new customers.

Customer concentration (Top 5) %: This indicator aids our Company in taking customer centric business decisions.

Customer concentration (Top 10) %: This indicator aids our Company in taking customer centric business decisions.

Order book: This indicator provides our Company with the visibility and certainty of revenue in the near future.

Days sales outstanding (DSO): This indicates the efficiency of our Company to convert revenue from operations into cash.

Days Payable Outstanding: This indicator provides number of days our Company takes to pay the trade payables for purchasing goods and services.

Days Inventory Outstanding: This indicator provides number of days our Company holds the inventory before turning it into revenue from operations.

Customer advance days: This indicator provides number of days our Company holds the customer advance before settling it against trade receivables.

Break-up of industry-wise revenue from operations: This indicator aids our company in managing the industry segment mix to achieve the desired diversification.

Comparison with Listed Industry Peers

There are no listed companies globally that are of comparable size from the same industry as that of our Company.

Name of the Company	Face Value (₹ Per Share)	Closing price on June 2, 2023 (₹)	Total Income, for Fiscal 2023 (in ₹ million)	EPS (₹)		EV/EBITDA	P/E	NAV (₹ per share)	RONW (%)
				Basic	Diluted				
Cyient DLM Limited	10.00	NA	8,383.44	7.75	7.75	NA	NA	48.33	16.03%
Peer Group									
Syrma SGS Technology Ltd	10.00	386.05	20,921.37	7.59	7.50	26.32	51.47	87.13	11.60%
Kaynes Technology India Limited	10.00	1,401.15	11,375.12	19.84	19.61	33.90	71.45	164.95	13.14%
DCX Systems Limited	10.00	222.25	12,831.82	8.44	8.44	22.74	26.33	58.59	15.13%

Source:

*All the financial information for the Company above is sourced from the Restated Summary Statement.

**Information for the industry peers mentioned above is on a consolidated basis and is sourced/derived from the respective annual results for the year ended March 31, 2023 of such industry peers available on the website of stock exchanges

Notes:

- Basic and diluted EPS= Restated profit for the year attributable to equity shareholders of the Company divided by total weighted average number of equity shares outstanding at the end of the year.
- P/E Ratio: P/E Ratio has been computed based on the closing market price of equity shares on NSE on June 2, 2023 divided by the Diluted EPS.
- EV/EBITDA: EV/EBITDA Ratio has been computed as :

Enterprise Value = (closing market price of equity shares on NSE on June 2, 2023 multiplied by the number of outstanding shares as on March 31, 2023) + total debts – cash .

EBITDA is calculated as profit before tax minus other income plus finance costs, and depreciation and amortisation expense.

- Net Asset Value: Net Asset Value is computed as the Net Worth as of March 31, 2023 divided by the weighted average equity shares outstanding as on March 31, 2023.

- Return on net worth %: Return on Net Worth (%) is calculated as profit for the year ended on March 31, 2023 as a percentage of Net Worth as of March 31, 2023.

- Listed peers are as identified by the management and relied upon by us, based on the following reasoning:

- Similar to our Company, Kaynes Technology India Limited provides electronic manufacturing services to Aerospace, Defence, Medical, and Industrial industries.
- Similar to our Company, Syrma SGS Technology Limited provides electronic manufacturing services to Industrial and Medical industries.
- Similar to our Company, DCX Systems Limited provides electronic manufacturing services to Aerospace and Defence industries.

The table below sets forth a comparison of our Company with certain of our industry peers as at and for the year ended March 31, 2022 and March 31, 2023, as applicable, in terms of the qualitative and financial parameters disclosed below:

Qualitative & Financial Parameters	Kaynes Technology India Limited*	Syrma SGS Technology Ltd*	DCX Systems Limited*	Cyient DLM Limited
Qualitative Parameters**				
As at March 31, 2023				
Services offered	<ul style="list-style-type: none">Product design and engineeringOEM and ODMIoT SolutionsCable harnessAutomated testingThird party repairs	<ul style="list-style-type: none">Product DesignPrototypingProduct AssemblyQuality & TestingSupply & LogisticsAfter market Supply & LogisticsAfter market	<ul style="list-style-type: none">Supplying Cable assemblies/Harness assemblies and Electro-Mechanical AssembliesSubsystems, System Integrations & TestingPCBA manufacturingMaintenance-Repair-Overhauling (MRO) & Lifetime product support.	<ul style="list-style-type: none">Electronics, electrical and mechanical designTest system designPrinted circuit board assemblyCable and wire harness assemblyPrecision machiningTestingElectronic repair servicesObsolescence managementRe-designing services
Focus end-user segments	<ul style="list-style-type: none">AutomotivePower & Energy & Industrial Automation & ControlsAerospace, Defence & OtherHealthcare/medicalRailways & other transportationIT & Telecom/IoTConsumer	<ul style="list-style-type: none">IndustrialConsumer ElectronicsAutomotiveComputer/ITHealthcare/MedicalRailways	<ul style="list-style-type: none">Defence (Aerospace, Land & Naval Defence Systems, Satellites & Civil Aviation)Industrial electronicsMedical electronics	<ul style="list-style-type: none">Aerospace & DefenceMedicalEnergy & IndustrialRail Transport

Financial Parameters				
As at and for the year ended March 31, 2022				
Market share (%) [#]	0.5	0.7	0.8	0.5
Revenue from operations (₹ in million)	7,062.49	12,666.48	11,022.73	7,205.33
Domestic Revenue from operations (%)	19.99	45.23	78.57	55.02
International Revenue from operations (%)	80.01	54.77	21.43	44.98
As at and for the year ended March 31, 2023				
Market share (%) [#]	Not available	Not available	Not available	Not available
Revenue from operations (₹ in million)	11,261.14	20,483.88	12,536.34	8,320.33
Domestic Revenue from operations (%)	Not available	Not available	Not available	40.29
International Revenue from operations (%)	Not available	Not available	Not available	59.71
EBITDA (₹ in million)	1,683.18	1,877.69	836.73	877.80
EBITDA margin (%)	14.95%	9.17%	6.67%	10.55%
Profit for the year (₹ in million)	951.96	1,230.76	716.81	317.27
Profit margin for the year (%)	8.45%	6.01%	5.72%	3.81%
RONW (%)	13.14%	11.60%	15.13%	16.03%
ROCE (%)	14.45%	10.46%	10.35%	13.48%
Inventory Turnover (times)***	2.44	3.51	8.73	1.86
EPS Basic (₹)	19.84	7.59	8.44	7.75
EPS Diluted (₹)	19.61	7.50	8.44	7.75

Source:

*The financial parameters for the industry peers mentioned above is on a consolidated basis and is sourced/derived from the respective annual results for the year ended March 31, 2023 of such industry peers available on the website of stock exchanges.

** Qualitative parameters have been sourced from the Frost & Sullivan Report.

