



Ref: CEL/NSEBSE/EP/21022022

21st February, 2022

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
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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 9M/Q3-FY22. Kindly take the same on your records.

Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid Earnings Presentation is also uploaded on the website of the Company i.e. www.centumelectronics.com

Yours faithfully,
For **Centum Electronics Limited**

Nagaraj K V
Company Secretary & Compliance Officer

Encl: as above

Centum Electronics Limited

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CIN - L85110KA1993PLC013869



EARNINGS PRESENTATION

9M/Q3-FY22

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 10,000 Mn*



Single Source Supplier for ~80% of manufactured products



75% Revenues from Overseas Customers in Advanced Economies



Strong Corporate Governance

* As on 31st December 2021, Not including client forecasts of EMS division & signed LOIs for Transportation products

Company Overview

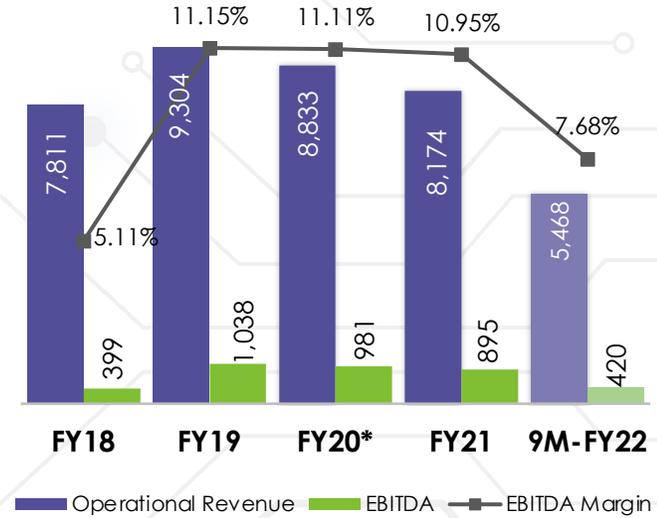


- Founded in 1993, Centum Electronics Limited (Centum) is one of the largest Electronics System Design and Manufacturing (ESDM) companies in India.
- Competencies across product design and manufacturing of complex and critical products and supplying to marquee customers in the most advanced economies 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.

FY22 Key Business Segments:

- **Engineering R&D (ER&D) Services (34%)** – Involves conceptualizing and designing of Electronic Hardware, Embedded Software, FPGA, Analog, Radio Frequency products, etc.
- **Electronic Manufacturing Services (EMS) (34%)** – Services include manufacturing services solutions focused on a High Complexity products in high technology segment
- **Build-To-Specification (32%)** – Services include turn-key solutions to take project from conception to mass production quickly and efficiently.

Operational Income (In Mn) and EBITDA



* FY20 revenues not comparable due to sale of Energy division of Centum Adetel subsidiary.

FY21 Industry Breakup

Defense, Space & Aerospace



44%

Transport & Automotive



30%

Industrial & Energy



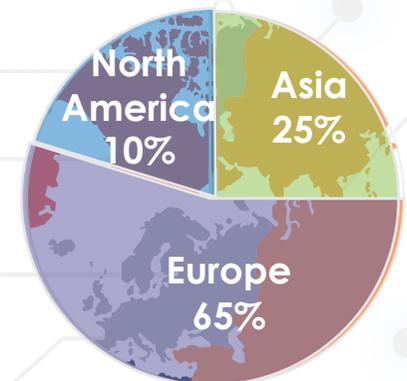
17%

Healthcare



9%

FY21 Geographical Breakup





9M/Q3-FY22 FINANCIAL OVERVIEW

9M/Q3-FY22 Financial Highlights



Q3-FY22 Standalone Performance:

- **Operational Income:** INR 849 Mn
- **Operational EBITDA:** INR 103 Mn
- **Operational EBITDA Margin:** 12.13%
- **Net Profit:** INR 32 Mn
- **PAT Margin:** 3.77%
- **Diluted EPS:** INR 2.48 per share

Q3-FY22 Consolidated Performance:

- **Operational Income:** INR 2,000 Mn
- **Operational EBITDA:** INR 187 Mn
- **Operational EBITDA Margin:** 9.35%
- **Net Profit:** INR 35 Mn
- **PAT Margin:** 1.75%
- **Diluted EPS:** INR 2.72 per share

9M-FY22 Standalone Performance:

- **Operational Income:** INR 2,272 Mn
- **Operational EBITDA:** INR 174 Mn
- **Operational EBITDA Margin:** 7.66%
- **Net Profit:** INR (26) Mn
- **PAT Margin:** (1.14)%
- **Diluted EPS:** INR (2.04) per share

9M-FY22 Consolidated Performance:

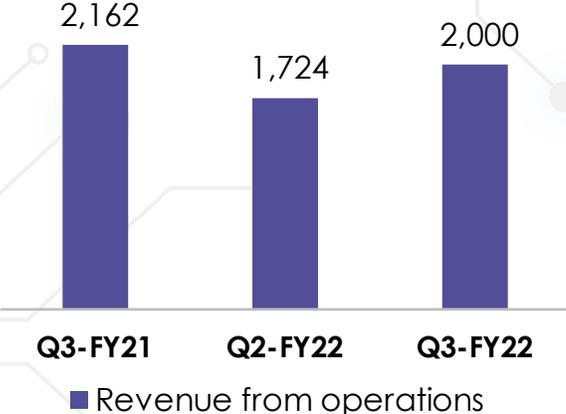
- **Operational Income:** INR 5,468 Mn
- **Operational EBITDA:** INR 420 Mn
- **Operational EBITDA Margin:** 7.68%
- **Net Profit:** INR (471) Mn
- **PAT Margin:** (8.61)%
- **Diluted EPS:** INR (24.40) per share

Quarterly Consolidated Financial Performance



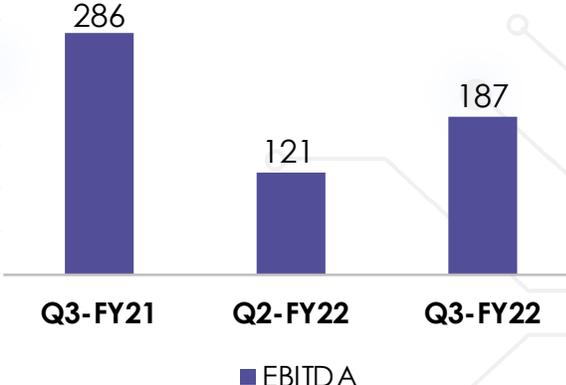
Revenue from Operations (INR Mn)

Revenues improved by 16% over previous quarter. Supply chain issues due to shortage of electronic components, continue to impact the business.

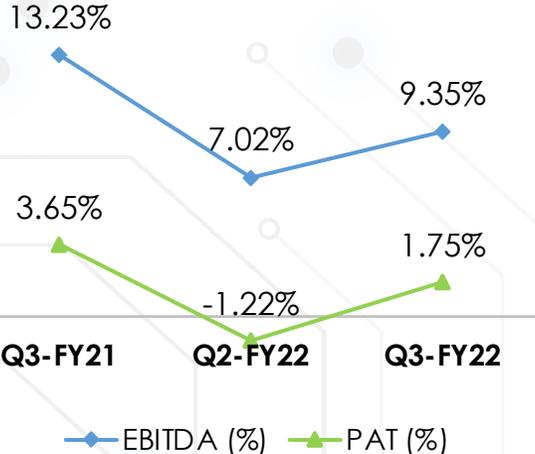


EBITDA (INR Mn)

EBITDA improved over the previous quarter due to higher revenue and better mix

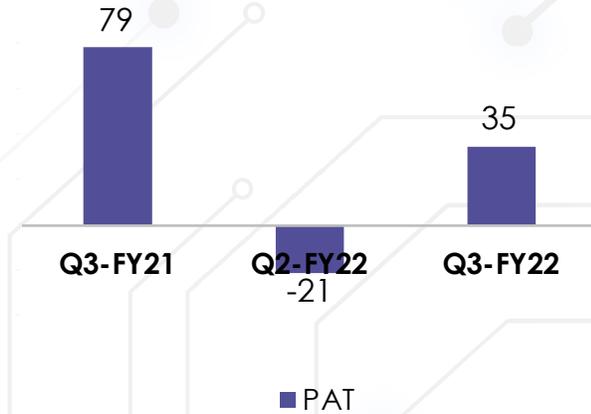


EBITDA Margin (%) and PAT Margin (%)



PAT (INR Mn)

PAT improved over the previous quarter due to increase in revenue and better mix.



9M/Q3-FY22 Operational Highlights



- Consolidated financial performance improved over the previous quarter due to increase in revenue and better mix.
- Procurement lead times continue to be stretched due to the challenges in supply chain. We are working very closely with customers and suppliers to mitigate the impact on the business.
- Set up a Defence & Aerospace Electronics Lab at REVA university to improve the Industry-Academic interactions towards skill development.
- Proposed to increase the investment in Centum Adetel Group from 64.5% to 77.2% pursuant to the exercise of Put options by the Management/Employee shareholders under the Shareholder Agreement.

Centum's contribution on the RISAT 1A satellite



- Centum played a significant role in the launch of RISAT 1A satellite which was launched on 14th Feb, 2022.
- Centum Designed, manufactured & supplied complex systems forming significant part of the mission RISAT 1A.
- More than 1000 mission critical subsystems were Designed and Produced by Centum and delivered to this mission.
- The Cost of the satellite was Rs 475 Crores (USD 65M) and Centum's contribution was worth Rs 147 Crores (USD 20M) Which is 30% of the value of the satellite.



RISAT 1A Modules and Subsystems developed:

- Radar Imaging Payload Electronics
- Power Conditioning & Processing Units (PCPUs) - (382)
- Digital Tile Control Units (TCUs) - (16)
- Trans Receiver Integrated Modules (TRIMs)- (107)
- Harness - (200)
- Satellite Electronics
- Micro Electronic Modules - (200)



Quarterly Standalone Financial Performance



Particulars (INR Mn)	Q3-FY22	Q3-FY21	Y-o-Y	Q2-FY22	Q-o-Q
Operational Income	849	1,052	(19.3)%	821	3.4%
Total Expenses	746	881	(15.3)%	748	(0.3)%
EBITDA	103	171	(39.8)%	73	41.1%
EBITDA Margins (%)	12.13%	16.25%	(412) bps	8.89%	324 bps
Other Income	12	9	33.3%	32	(62.5)%
Depreciation	42	39	7.7%	41	2.4%
Finance Cost	28	42	(33.3)%	35	(20.0)%
Exceptional Items	-	-	-	-	-
PBT	45	99	(54.5)%	29	55.2%
Tax	13	26	(50.0)%	5	NA
PAT	32	73	(56.2)%	24	33.3%
PAT Margins (%)	3.77%	6.94%	(317) bps	2.92%	85 bps
Diluted EPS (INR)	2.48	5.68	(56.3)%	1.86	33.3%

YTD Standalone Financial Performance



Particulars (INR Mn)	9M-FY22	9M-FY21	Y-o-Y
Operational Income	2,272	3,290	(30.9)%
Total Expenses	2,098	2,746	(23.6)%
EBITDA	174	544	(68.0)%
EBITDA Margins (%)	7.66%	16.53%	(887) bps
Other Income	40	25	60.0%
Depreciation	125	116	7.8%
Finance Cost	106	138	(23.2)%
Exceptional Items	(18)	-	NA
PBT	(35)	315	NA
Tax	(9)	80	NA
PAT	(26)	235	NA
PAT Margins (%)	NA	7.14%	NA
Diluted EPS (INR)	(2.04)	18.21	NA

Standalone Balance Sheet



Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
Non-Current Assets	2,118	2,110	2,186
(a) Property, Plant & Equipment	1,116	1,075	1,037
(b) Capital Work in progress	14	23	24
(c) Goodwill on Consolidation	36	36	36
(d) Other Intangible Assets	54	55	47
(e) Right of use asset	21	37	32
(f) Intangible assets under development	-	-	-
(g) Financial Assets			
(i) Investments	489	637	628
(iii) Other financial assets	290	182	272
(h) Deferred tax assets (net)	28	18	38
(i) Non-current tax assets (net)	34	34	57
(j) Other non-current assets	26	13	15
Current Assets	4,244	3,233	3,028
(a) Inventories	2,204	1,746	1,930
(b) Financial Assets			
(i) Investments	-	-	-
(ii) Trade Receivables	1,700	996	768
(iii) Cash and Cash Equivalents	55	105	30
(iv) Bank balances other than above	97	187	88
(vi) Others current financial assets	57	55	67
(c) Other Current Assets	131	144	145
TOTAL ASSETS	6,362	5,343	5,214

Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITY AND LIABILITIES			
Equity	2,363	2,547	2,464
Share Capital	129	129	129
Other Equity	2,234	2,418	2,335
Non Current Liabilities	285	216	94
(a) Financial Liabilities			
(i) Borrowings	197	114	-
(ii) Other Financial Liabilities	2	-	-
(iii) Lease Liabilities	24	13	6
Government Grants	17	34	31
Net non-current employee defined benefit liabilities	45	55	57
Current Liabilities	3,714	2,580	2,656
(a) Financial Liabilities			
(i) Borrowings	1,494	1,278	1,058
(ii) Trade Payables	1,136	588	691
(iii) Other Financial Liabilities	271	102	88
(iv) Lease Liabilities	6	20	14
(b) Government Grants	4	8	8
(c) Other current Liabilities	686	469	755
(d) Net current employee defined benefit liabilities	6	6	6
Provisions	35	33	32
Liabilities for current tax (net)	77	76	4
TOTAL EQUITY AND LIABILITIES	6,362	5,343	5,214

Quarterly Consolidated Financial Performance



Particulars (INR Mn)	Q3-FY22	Q3-FY21	Y-o-Y	Q2-FY22	Q-o-Q
Operational Revenue	2,000	2,162	(7.5)%	1,724	16.0%
Total Expenses	1,813	1,876	(3.4)%	1,603	13.1%
EBITDA	187	286	(34.6)%	121	54.5%
EBITDA Margin (%)	9.35%	13.23%	(388) bps	7.02%	233 bps
Other Income	26	16	62.5%	29	(10.3)%
Depreciation	116	127	(8.7)%	112	3.6%
Finance Cost	56	76	(26.3)%	60	(6.7)%
Share of profit / (losses) of associates and JV from continuing operation	-	-	-	-	-
Exceptional Items	-	-	-	-	-
PBT	41	99	(58.6)%	(22)	NA
Tax	6	20	(70.0)%	(1)	NA
PAT from continuing operations	35	79	(55.7)%	(21)	NA
PAT Margin (%)	1.75%	3.65%	(190) bps	NA	NA
Diluted EPS from continuing operations (INR)	2.72	5.93	(54.1)%	(0.53)	NA

YTD Consolidated Financial Performance



Particulars (INR Mn)	9M-FY22	9M-FY21	Y-o-Y
Operational Revenue	5,468	6,109	(10.5)%
Total Expenses	5,048	5,423	(6.9)%
EBITDA	420	686	(38.8)%
EBITDA Margin (%)	7.68%	11.23%	(355) bps
Other Income	55	53	3.8%
Depreciation	339	338	0.3%
Finance Cost	189	221	(14.5)%
Share of profit / (losses) of associates and JV from continuing operation	-	(3)	NA
Exceptional Items	(446)	-	NA
PBT	(499)	177	NA
Tax	(28)	66	NA
PAT from continuing operations	(471)	111	NA
PAT Margin (%)	NA	1.82%	NA
Diluted EPS from continuing operations (INR)	(24.40)	12.82	NA

Consolidated Balance Sheet



Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
(1) Non-current assets	3,759	3,611	3,299
(a) Property, Plant and Equipment	1,253	1,184	1,134
(b) Capital work-in-progress	14	21	29
(c) Goodwill on consolidation	376	376	376
(d) Other Intangible assets	479	409	346
(e) Right of use asset	456	556	474
(f) Intangible assets under development	101	171	234
(g) Financial assets			
(i) Investment in joint ventures and associates	387	465	96
(ii) Other Investments	14	23	14
(iv) Other non current financial assets	588	336	480
(h) Deferred tax assets (net)	30	22	43
(i) Non-current tax assets (net)	34	34	57
(j) Other non-current assets	27	14	16
(2) Current assets	7,013	6,194	5,630
(a) Inventories	2,358	1,942	2,090
(b) Financial assets			
(i) Trade receivables	2,489	2,161	1,857
(ii) Cash and cash equivalents	136	412	176
(iii) Bank balances other than cash and cash equivalents	97	187	88
(v) Other current financial assets	1,609	1,106	1,021
(c) Other current assets	323	386	398
(3) Assets classified as held for disposal	-	-	-
Total assets (1+2+3)	10,772	9,805	8,929

Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITY AND LIABILITIES			
(1) Equity	2,300	2,401	1,879
(a) Equity share capital	129	129	129
(b) Other equity	1,923	2,102	1,733
Equity attributable to equity holders of the parent (a+b)	2,052	2,231	1,862
Non-controlling interests	248	170	17
(2) Non-current liabilities	1,281	1,702	1,420
(a) Financial liabilities			
(i) Borrowings	697	1,089	895
(ii) Other non-current financial liabilities	2	-	-
(iii) Lease Liabilities	374	419	347
(b) Deferred tax liabilities (net)	92	71	60
(c) Net non-current employee defined benefit liabilities	46	57	59
(d) Provisions	54	32	28
(e) Government Grants	16	34	31
(3) Current liabilities	7,191	5,702	5,630
(a) Financial liabilities			
(i) Borrowings	2,025	2,079	1,828
(ii) Trade payables	1,780	1,082	1,101
(iii) Other current financial liabilities	1,666	942	879
(iv) Lease Liabilities	103	140	122
(b) Other current liabilities	1,471	1,323	1,640
(c) Government Grants	4	8	8
(d) Net employee defined benefit liabilities	6	6	6
(e) Provisions	58	40	37
(f) Liabilities for current tax (net)	78	82	9
(4) Liabilities directly associated with assets classified as held for disposal	-	-	-
Total equity and liabilities (1+2+3+4)	10,772	9,805	8,929

Historical Standalone Income Statement



Particulars (INR Mn)	FY19	FY20	FY21	9M-FY22
Operational Income	4,987	4,824	4,245	2,272
Total Expenses	4,290	4,111	3,621	2,098
EBITDA	697	713	624	174
EBITDA Margins (%)	13.98%	14.78%	14.70%	7.66%
Other Income	38	43	39	40
Depreciation	121	132	158	125
Finance Cost	268	277	174	106
Exceptional Items	329	-	-	(18)
PBT	675	347	331	(35)
Tax	95	97	91	(9)
PAT	580	250	240	(26)
PAT Margins (%)	11.63%	5.18%	5.65%	NA
Diluted EPS (INR)	45.00	19.42	18.60	(2.04)

Historical Consolidated Income Statement

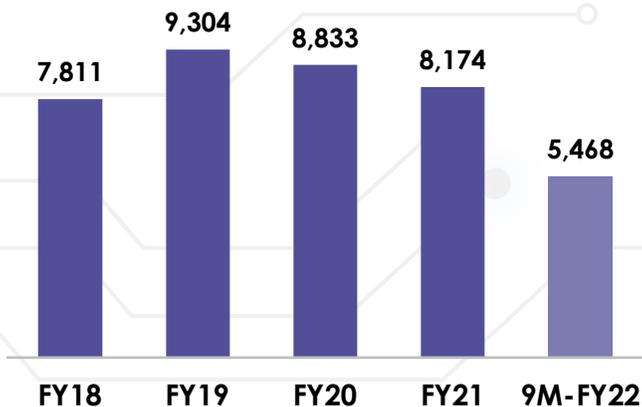


Particulars (INR Mn)	FY19	FY20	FY21	9M-FY22
Operational Revenue	9,304	8,833	8,174	5,468
Total Expenses	8,267	7,852	7,279	5,048
EBITDA	1,037	981	895	420
EBITDA Margin (%)	11.15%	11.11%	10.95%	7.68%
Other Income	71	153	58	55
Depreciation	278	414	453	339
Finance Cost	349	368	295	189
Share of profit / (losses) of associates and JV from continuing operation	(13)	(5)	(11)	-
Exceptional Item	-	(105)	-	(446)
PBT	468	242	194	(449)
Tax	(3)	74	74	(28)
PAT from continuing operations	471	168	120	(471)
PAT Margin (%)	5.06%	1.90%	1.47%	NA
Diluted EPS from continuing operations (INR)	30.51	15.74	13.30	(24.40)

Consolidated Financial Highlights

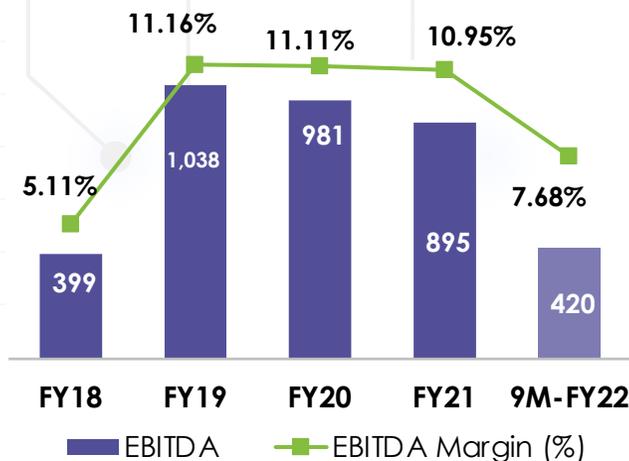


Operational Revenue*

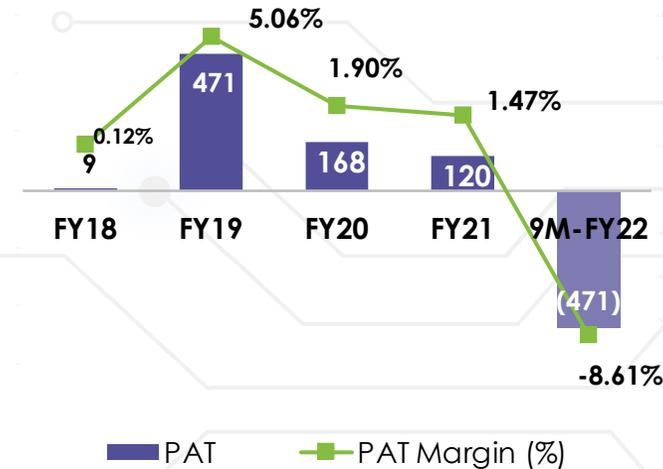


* FY20 revenues not comparable due to sale of Energy division of Centum Adetel subsidiary.

EBITDA & EBITDA Margin (%)

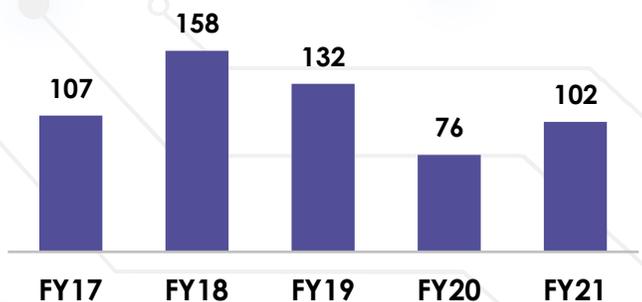


PAT & PAT Margin (%)*

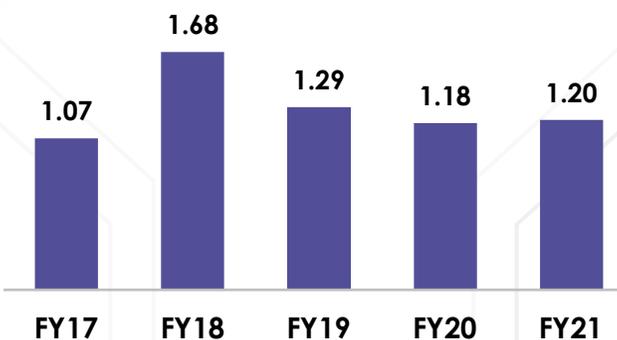


*PAT from continuing operations

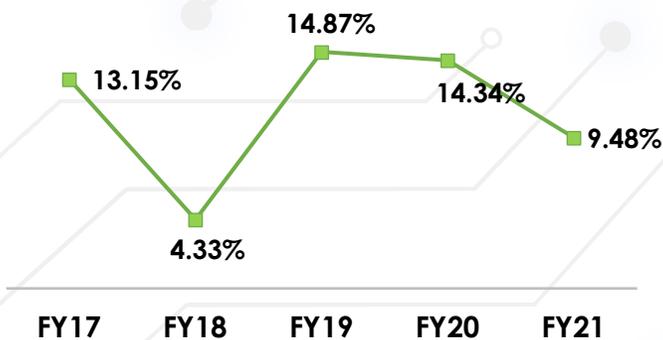
Net Working Capital Days



Debt to Equity



ROCE

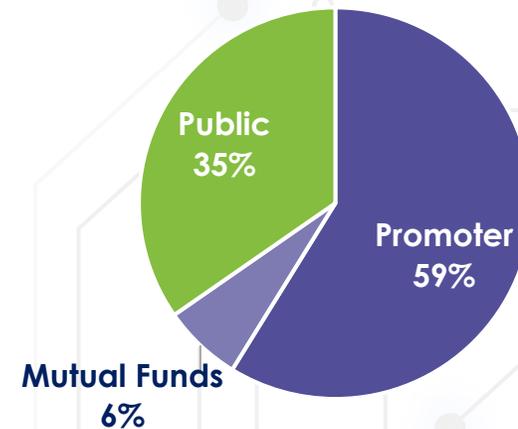


Stock Market Performance (as on 31st December, 2021)



Price Data (as on 31 th December 2021)	
CMP	592.4
52 Week H/L	659.2/350.0
Avg. Vol. ('000)	27.5
Avg. turnover (Mn)	14.0
Market Capital (INR Mn)	7,632.9
Total outstanding shares (Mn)	12.9

Shareholding Pattern (as on 31th December, 2021)



Centum Electronics Limited

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