

## CENTUM ELECTRONICS

## VISIT NOTE

## KEY DATA

|                                  |                  |
|----------------------------------|------------------|
| <b>Rating</b>                    | <b>NOT RATED</b> |
| Sector relative                  | NA               |
| Price (INR)                      | 2,837            |
| 12 month price target (INR)      | NA               |
| 52 Week High/Low                 | 3,044/1,140      |
| Market cap (INR bn/USD bn)       | 41.9/0.5         |
| Free float (%)                   | 44.33            |
| Avg. daily value traded (INR mn) | 505.9            |

## SHAREHOLDING PATTERN

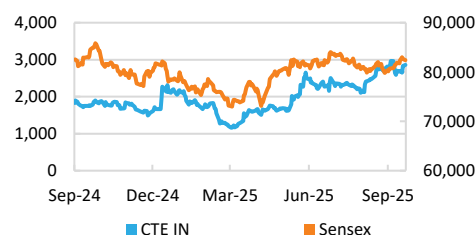
|          | Jun-25 | Mar-25 | Dec-24 |
|----------|--------|--------|--------|
| Promoter | 51.52% | 51.52% | 58.75% |
| FII      | 1.93%  | 0.81%  | 1.03%  |
| DII      | 15.69% | 15.36% | 8.06%  |
| Pledge   | 0.00%  | 0.00%  | 0.00%  |

## FINANCIALS

(INR mn)

| Year to March      | FY22A | FY23A | FY24A  | FY25A  |
|--------------------|-------|-------|--------|--------|
| Revenue            | 7,799 | 9,230 | 10,908 | 11,554 |
| EBITDA             | 742   | 762   | 858    | 967    |
| Adjusted profit    | -535  | 67    | -28    | -19    |
| Diluted EPS (INR)  | -23.7 | 7.6   | 1.4    | 1.9    |
| EPS growth (%)     | -     | -82.0 | 39.0   | -131.9 |
| RoAE (%)           | -26.2 | 3.2   | -1.4   | -0.5   |
| P/E (x)            | -     | 358   | 1985   | 1429   |
| EV/EBITDA (x)      | 56.4  | 55.0  | 47.6   | 41.2   |
| Dividend yield (%) | 0.1   | 0.1   | 0.1    | 0.2    |

## PRICE PERFORMANCE



## Building scale with technology depth

We recently interacted with management of Centum Electronics (CTE), which is a niche, high-reliability electronics player possessing strong Defence, Aerospace and Space linkages (56% of sales). Given a presence across EMS, Build-to-Spec (BTS) and ER&D, CTE combines execution scale with technology depth while its entry into semiconductor ecosystem offers optional long-term opportunities.

From its origin as a single-product company in India, CTE has evolved into a global player. Early success in indigenising microelectronics capabilities such as wire bonding and miniaturisation have enabled it to move up the value chain and deepen relationships with global OEMs. CTE is *not rated* and is trading at 40x FY27E consensus EPS.

## From niche beginnings to global presence

CTE has evolved from a single-product Indian company into a global player across Defence, Aerospace, Space and ER&D. Strong export orientation (~70% mix with a presence in Asia, Europe and North America) and early success in indigenising microelectronics capabilities such as wire bonding and miniaturisation helped establish credibility with international OEMs. According to management, over time, the company moved from Build-to-Print to Build-to-Spec (BTS) solutions with 2012 marking an inflection point as defence exports began scaling up meaningfully.

## Scale built on design and reliability

Today CTE employs ~1,900 people—including 600-plus design engineers—supported by a vendor base of 600-plus. Its revenue mix is export-heavy with ~70% from global customers while Defence, Aerospace and Space contributed ~56%. As on Q1FY26, CTE's consolidated order book was INR17.7bn (~1.5x FY25 sales). CTE is a single-source supplier for ~80% of its manufactured products.

## Balanced vertical mix driving scale and depth

CTE operates across three key verticals: EMS, BTS and ER&D. EMS (~47% of revenue mix) focuses on high-mix, low-to-medium volumes under a cost-plus Build-to-Print model with ~90 days working capital cycle and recent semiconductor equipment entry. BTS (~32% of revenue) is most strategic, anchored in A&D programmes such as radars, missiles, avionics and satellite payloads, offering 18–20% margin. ER&D adds design credibility, particularly in power electronics with minimal working capital needs. As per management, jointly these verticals provide it with execution scale, technology depth and strong positioning in high-reliability markets.

## Management outlook and guidance

On a consolidated basis, management expects 18–20% medium-term revenue growth, led mainly by BTS on the back of radar, satellite, EW and UAV programmes and aims to improve OPM to 13–15% (8.4% in Q1FY26). A planned INR400mn capex in FY26E for Indian operations and the planned exit from the loss-making Canadian subsidiary are likely to enhance capacity and improve consolidated margin.

## Financial Statements

### Income Statement (INR mn)

| Year to March          | FY22A | FY23A | FY24A  | FY25A  |
|------------------------|-------|-------|--------|--------|
| Total operating income | 7,799 | 9,230 | 10,908 | 11,554 |
| Gross profit           | 4,780 | 5,078 | 5,653  | 5,598  |
| Employee costs         | 3,199 | 3,327 | 3,671  | 3,637  |
| Other expenses         | 838   | 988   | 1124   | 994    |
| EBITDA                 | 742   | 762   | 858    | 967    |
| Depreciation           | 432   | 438   | 453    | 441    |
| Less: Interest expense | 263   | 273   | 346    | 329    |
| Add: Other income      | 80    | 59    | 68     | 87     |
| Profit before tax      | 127   | 109   | 128    | 284    |
| Prov for tax           | 13    | 54    | 106    | 155    |
| Less: Other adj        | 46    | -12   | 0      | 0      |
| Reported profit        | 69    | 67    | 21     | 129    |
| Less: Excp.item (net)  | 604   | 0     | 49     | 148    |
| Adjusted profit        | -535  | 67    | -28    | -19    |
| Diluted shares o/s     | 13    | 13    | 13     | 15     |
| Adjusted diluted EPS   | -23.7 | 7.6   | 1.4    | 1.9    |
| DPS (INR)              | 2.5   | 4.0   | 3.0    | 6.0    |
| Tax rate (%)           | 9.9   | 49.9  | 83.4   | 54.6   |

### Important Ratios (%)

| Year to March          | FY22A | FY23A  | FY24A  | FY25A |
|------------------------|-------|--------|--------|-------|
| Other exp (% of rev)   | 10.7  | 10.7   | 10.3   | 8.6   |
| Emp cost (% of rev)    | 41.0  | 36.0   | 33.7   | 31.5  |
| Gross margin (%)       | 61.3  | 55.0   | 51.8   | 48.5  |
| EBITDA margin (%)      | 9.5   | 8.3    | 7.9    | 8.4   |
| Net profit margin (%)  | -6.9  | 0.7    | -0.3   | -0.2  |
| Revenue growth (% YoY) |       | 18.3   | 18.2   | 5.9   |
| EBITDA growth (% YoY)  |       | 2.6    | 12.6   | 12.7  |
| Adj. profit growth (%) |       | -112.5 | -141.2 | -30.1 |

### Valuation Metrics

| Year to March      | FY22A | FY23A | FY24A | FY25A |
|--------------------|-------|-------|-------|-------|
| Diluted P/E (x)    | -     | 358   | 1985  | 1429  |
| RoE (%)            | -26.2 | 3.2   | -1.4  | -0.5  |
| EV/EBITDA (x)      | 56.4  | 55.0  | 47.6  | 41.2  |
| Dividend yield (%) | 0.1   | 0.1   | 0.1   | 0.2   |

Source: Company and Nuvama estimates

### Balance Sheet (INR mn)

| Year to March        | FY22A | FY23A  | FY24A  | FY25A  |
|----------------------|-------|--------|--------|--------|
| Share capital        | 129   | 129    | 129    | 147    |
| Reserves             | 1,911 | 1,978  | 1,904  | 3,905  |
| Shareholders funds   | 2,040 | 2,107  | 2,033  | 4,052  |
| Minority interest    | -54   | -67    | -66    | -110   |
| Borrowings           | 2,726 | 2,628  | 1,893  | 1,448  |
| Trade payables       | 1,141 | 2,110  | 2,222  | 2,200  |
| Other liabs & prov   | 8,089 | 8,617  | 8,416  | 10,194 |
| Total liabilities    | 9,230 | 10,727 | 10,638 | 12,394 |
| Net block            | 1,120 | 1,071  | 1,126  | 1,096  |
| Intangible assets    | 913   | 890    | 828    | 724    |
| Capital WIP          | 0     | 54     | 3      | 76     |
| Total fixed assets   | 2,032 | 2,015  | 1,957  | 1,897  |
| Non current inv      | 1,324 | 1,345  | 1,081  | 1,122  |
| Cash/cash equivalent | 574   | 422    | 716    | 1,290  |
| Sundry debtors       | 2,499 | 3,310  | 2,280  | 3,065  |
| Loans & advances     | 0     | 0      | 0      | 0      |
| Other assets         | 2,800 | 3,635  | 4,605  | 5,021  |
| Total assets         | 9,230 | 10,727 | 10,638 | 12,394 |

### Free Cash Flow (INR mn)

| Year to March         | FY22A | FY23A | FY24A | FY25A |
|-----------------------|-------|-------|-------|-------|
| Reported profit       | 69    | 67    | 21    | 129   |
| Add: Depreciation     | 432   | 438   | 453   | 441   |
| Interest (net of tax) | 237   | 137   | 58    | 149   |
| Others                | 517   | 430   | 833   | -780  |
| Less: Changes in WC   | 220   | 371   | -653  | 233   |
| Operating cash flow   | 1,035 | 701   | 2,018 | -294  |
| Less: Capex           | 184   | 217   | 329   | 186   |
| Free cash flow        | 851   | 484   | 1,689 | -479  |

### Key Ratios

| Year to March         | FY22A | FY23A | FY24A | FY25A |
|-----------------------|-------|-------|-------|-------|
| RoE (%)               | -26.2 | 3.2   | -1.4  | -0.5  |
| RoCE (%)              | 1.7   | 1.9   | 3.1   | 13.6  |
| Inventory days        | 105   | 76    | 55    | 45    |
| Receivable days       | 117   | 131   | 76    | 97    |
| Payable days          | 138   | 185   | 154   | 135   |
| Working cap (% sales) | 17    | 13    | 1     | 7     |
| Gross debt/equity (x) | 1.3   | 1.2   | 0.9   | 0.4   |
| Net debt/equity (x)   | 1.1   | 1.0   | 0.6   | 0.0   |

### Valuation Drivers

| Year to March     | FY22A | FY23A  | FY24A | FY25A |
|-------------------|-------|--------|-------|-------|
| EPS growth (%)    |       | -131.9 | -82.0 | 39.0  |
| RoE (%)           | -26.2 | 3.2    | -1.4  | -0.5  |
| EBITDA growth (%) | 0.0   | 2.6    | 12.6  | 12.7  |
| Payout ratio (%)  | -10.5 | 53.0   | 220.6 | 317.5 |

## Company Overview

Centum Electronics (CTE), headquartered in Bengaluru, is a leading provider of high-reliability electronic systems and solutions for Defence, Aerospace, Space, Transportation and Industrial applications. Given 30-plus years of expertise in providing end-to-end solutions to the electronics sector, CTE has transformed into a global organisation with design, manufacturing and R&D capabilities spanning India, France, Canada and sales/engineering offices in the UK, Belgium, India, France and Canada. It has more than 1,900 employees including 600-plus design engineers.

### Exhibit 1: CTE's global presence



Source: Company, Nuvama Research

Centum operates advanced manufacturing facilities in Bengaluru, supporting its strategic focus on high-reliability electronics catering to both domestic and international markets.

### Electronics Manufacturing Services (EMS) plant

Located in the Aerospace Park SEZ, Bengaluru, this facility spans 350,000 sq. ft. and serves as a hub for Centum's EMS operations. The plant specialises in high-complexity, low-to-medium volume manufacturing, including printed circuit board assemblies (PCBA), complex box builds and system integration. It caters to industries such as aerospace, defence and transportation as well as industrial markets.

#### Key capabilities

- Build-to-Print (BTP) model to manufacture high-reliability electronics.
- Advanced automated IT tools to manage shop floor operations.
- Comprehensive testing solutions, including In-Circuit, Boundary Scan and JTAG continuity tests.

### Strategic Electronics Business Unit (SEBU)—Build-to-Spec (BTS) plant

Situated in Bengaluru, the SEBU facility focuses on delivering mission-critical electronics for defence and space applications. It operates on a BTS model, taking projects from conceptualisation to mass production with a strong emphasis on indigenisation and long-term programme involvement.

#### Key capabilities

- Design, development and manufacture of radar systems, avionics, electronic warfare (EW) systems and satellite payloads.

- Indigenous development of components for T-72/T-90 tank upgrades as well as missile electronics.
- Advanced radar electronics, including short-wave infrared, visible and near-infrared modules
- Utilisation of AI/ML tools for embedded coding and frequency calculations in engineering tasks.

**CTE operates across three verticals EMS, BTS and ER&D**, which together provide it with scale, technology depth and sticky customer relationships.

## Electronics Manufacturing Services (EMS)

The EMS division focuses on manufacturing high-reliability and high-complexity products for technology-intensive sectors. Capabilities range from PCB assemblies to complex box builds, line replaceable units (LRUs) and full system integration.

### Focus areas

- New technology domains: semiconductor equipment and security systems.
- Energy & Industrial: smart energy solutions and automation.
- Automotive: EV electronics and battery management systems.
- Medical Devices: point-of-care diagnostics.

## Exhibit 2: Electronics Manufacturing Services (EMS)



Source: Company, Nuvama Research

## Build-to-Spec (BTS)

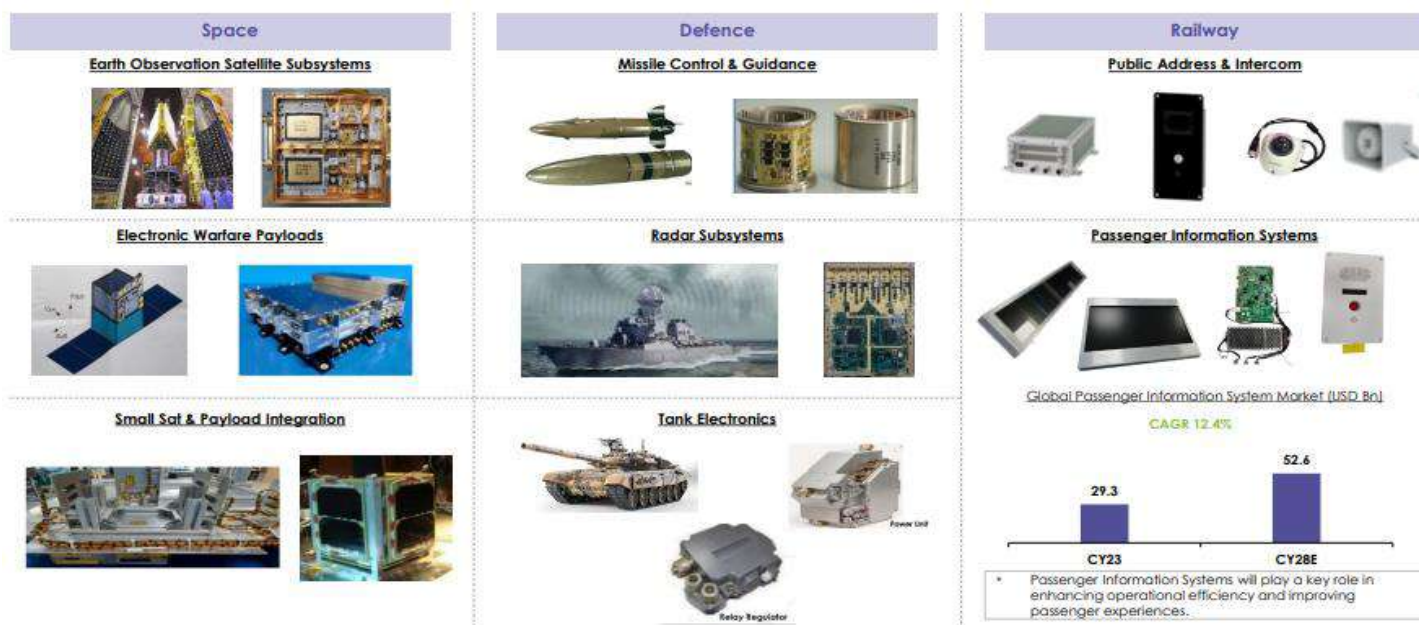
The BTS segment covers the complete lifecycle from conceptualisation to mass production. By serving as a single point of contact, CTE helps customers reduce time-to-market, optimise total cost of ownership and streamline project management.

### Focus areas

- Multi-function radars and radar subsystems.
- Satellite constellations for ISR applications.

- Avionics, radar and EW systems for fighter aircraft and helicopters.
- Electronics for T-90 tanks.
- Payloads and electronics for communication and ISR drones.

## Exhibit 3: Build-To-Specification (BTS)



Source: Company, Nuvama Research

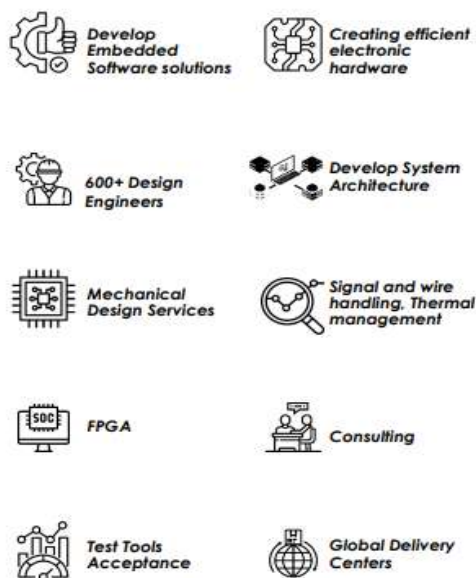
## Engineering R&D (ER&D)

Although smaller in scale, ER&D strengthens CTE's design capabilities with a particular focus on power electronics and ruggedized systems. As per management, with design centres across Europe, North America and India, CTE is positioned to collaborate closely with global customers on advanced product development.

### Focus areas

- Strategic focus on Aerospace, Defence, Space, Healthcare and Energy.
- Defence and Space sector in European markets—addressing opportunities arising from geopolitical situation in Europe and ramping up defence spending in region.

## Exhibit 4: Engineering Research & Development (ER&D)



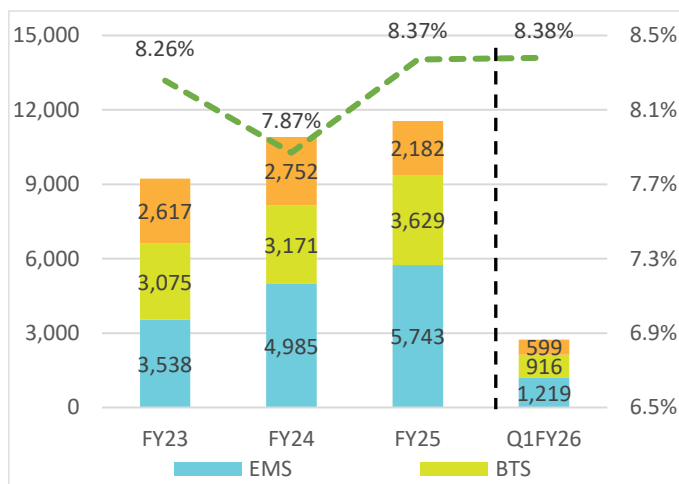
FPGA = Field-Programmable Gate Array, ECU: Electronic Chip Unit

Source: Company, Nuvama Research



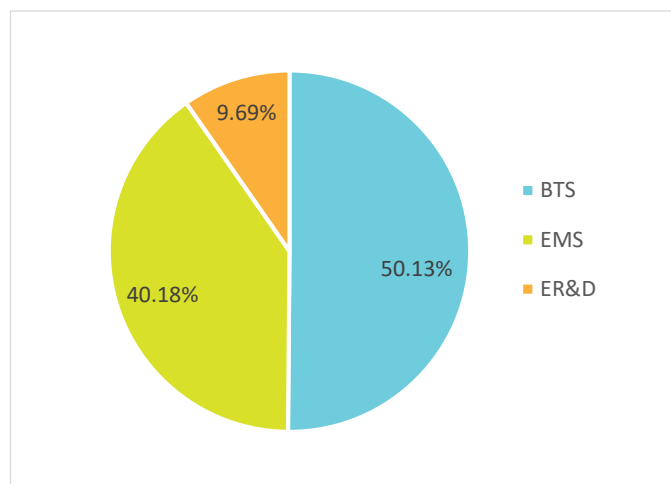
## Key financial charts

**Exhibit 5: Consolidated revenue and OPM trend**



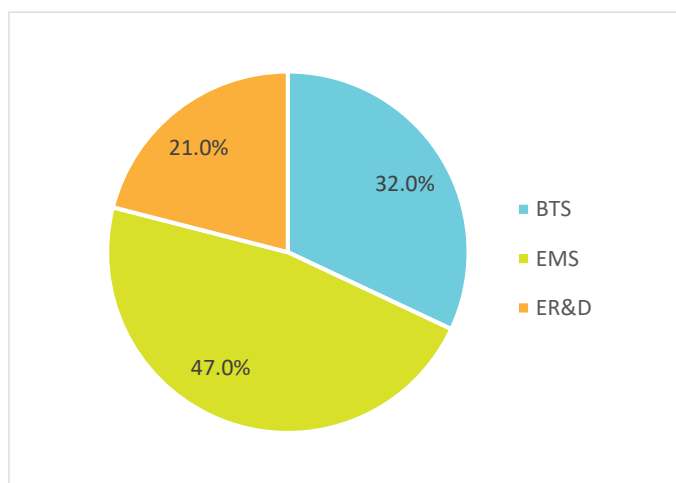
Source: Company, Nuvama Research

**Exhibit 6: Backlog (INR17.7bn) across verticals (Q1FY26)**



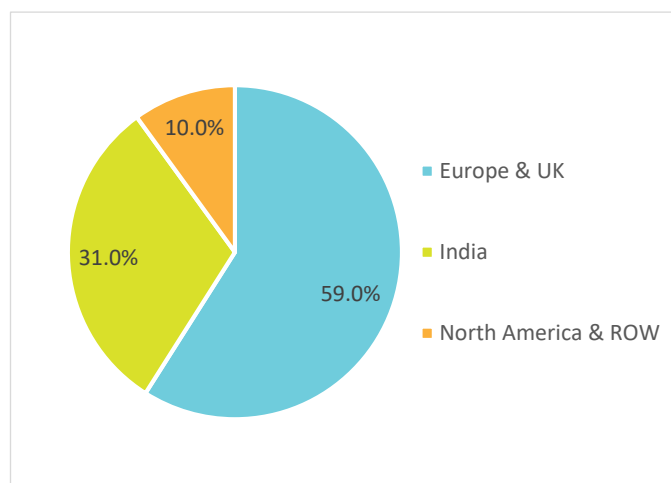
Source: Company, Nuvama Research

**Exhibit 7: Consolidated revenue across business verticals (FY25)**



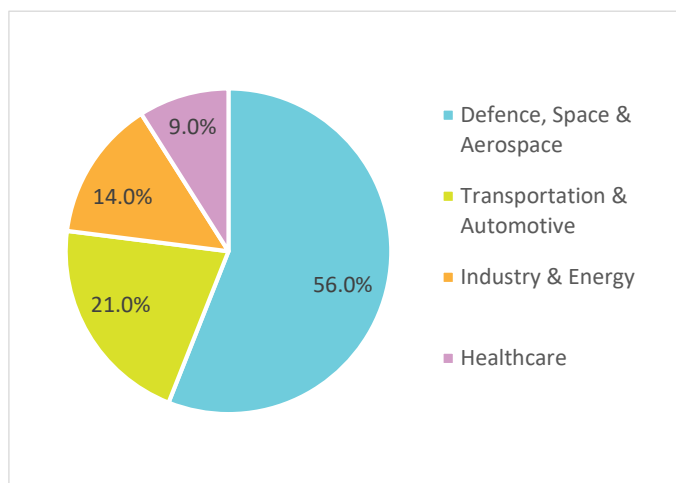
Source: Company, Nuvama Research

**Exhibit 8: Consolidated revenue across geographies (FY25)**



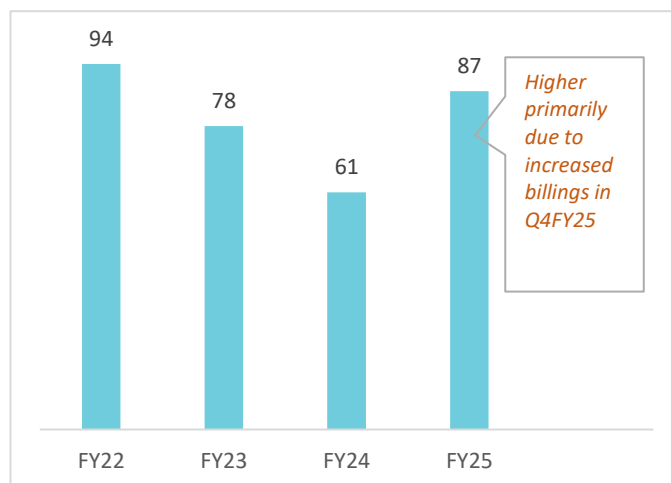
Source: Company, Nuvama Research

**Exhibit 9: Consolidated revenue across industry verticals (FY25)**



Source: Company, Nuvama Research

**Exhibit 10: Net working capital days**



Source: Company, Nuvama Research

## Additional Data

### Management

|                |                             |
|----------------|-----------------------------|
| Chairman/MD    | Mallavarapu Venkata Apparao |
| Joint MD       | Nikhil Mallavarapu          |
| CFO            | Sundararajan Parthasarathy  |
| President: SEB | Vinod Chippalkatti          |
| President: EMS | Jagadish Singh              |

### Holdings – Top 10\*

|                      | % Holding |                      | % Holding |
|----------------------|-----------|----------------------|-----------|
| HDFC AMC             | 9.69      | Dimensional Fund Adv | 0.06      |
| 3P India Equity Fund | 5.48      | American Century Inc | 0.01      |
| Subhkam Ventures     | 3.51      |                      |           |
| IDFC MF              | 0.64      |                      |           |
| Baron Capital Inc    | 0.61      |                      |           |

\*Latest public data

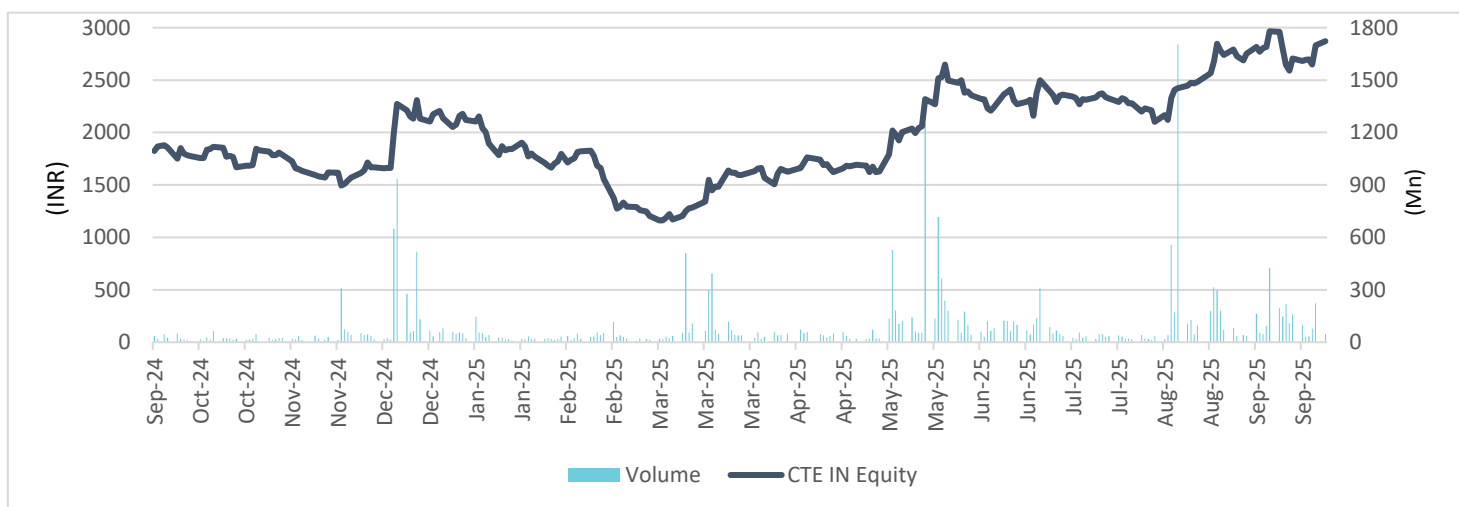
### Recent Company Research

| Date      | Title                                                          | Price | Reco |
|-----------|----------------------------------------------------------------|-------|------|
| 08-Aug-25 | Long-term positive drivers intact; <i>Result Update</i>        | 2,443 | Buy  |
| 19-May-25 | Gathering speed; positive outlook affirm; <i>Result Update</i> | 2,801 | Buy  |

### Recent Sector Research

| Date      | Name of Co./Sector | Title                                                          |
|-----------|--------------------|----------------------------------------------------------------|
| 12-Aug-25 | Bharat Dynamics    | Hockey stick growth in sight; <i>Result Update</i>             |
| 12-Aug-25 | HNAL               | Promising start; strong pipeline for gro; <i>Result Update</i> |
| 08-Aug-25 | Solar Industries   | Fast-paced growth to sustain; <i>Result Update</i>             |

### Rating and Daily Volume Interpretation



Source: Bloomberg, Nuvama research

### Rating Rationale & Distribution: Nuvama Research

| Rating | Expected absolute returns over 12 months | Rating Distribution |
|--------|------------------------------------------|---------------------|
| Buy    | 15%                                      | 202                 |
| Hold   | <15% and >-5%                            | 69                  |
| Reduce | <-5%                                     | 37                  |

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