



IPO INSIGHTS



Cyient DLM Ltd

Issue Dates - Opens: 27-06-2023 | Closes: 30-06-2023

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|-----------------|--|
| IPO Note | <ol style="list-style-type: none"> The Company is the largest supplier of EMS service to the aerospace and defence industry by value in India. The Company is also an engineering service provider. Leading Integrated Electronic Manufacturing Services and Solutions providers with strong capabilities. |
| Rating | ★★★ (GOOD) |

IPO SNAPSHOT

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|-------------------------------|------------------------------|
| Issue Size | ₹ 592 Crores |
| Issue Type | Book Built Issue IPO |
| Fresh Issue | ₹ 592 Crores |
| Offer for Sale | - |
| Face Value Per Share | ₹ 10 |
| Price Band Per Share | ₹250 to ₹265 |
| Minimum Lot Size | 56 shares |
| Listing On | BSE, NSE |
| Registrar to the Issue | Kfin Technologies Ltd |

IPO SNAPSHOT – Cyient DLM Ltd

| About the Company | <ul style="list-style-type: none"> ▪ Incorporated on August 28,1991. ▪ The Company is a qualified supplier to global OEMs in the aerospace and defence,medical technology and industrial sectors. ▪ Leading engineering services provider with over three decades of domain expertise providing engineering and design solutions globally with a focus on multiple industries. ▪ The Company’s Electronic Manufacturing Services are provided as Build to Print and Build to Specification services to their clients. ▪ The Company has a diversified Board with an average of over seven years in the EMS industry,which is supplemented by our strong professional management team,with an average of over 20 years of industry experience. ▪ The Company’s solution primarily comprise of printed circuit board assembly, cable harnesses builds which are used in safety critical systems such as inflight systems, landing systems and medical diagnostic equipment. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|-------------------------------------|---|--------------|------------|--------------------------|------------|-----------------------------|-------------------------|-----------------|--------|--------|-----|--------|-------|-------|-------|----|---------------|------|-------|-------|--|------------------|-------|-------|-------|------|-------------------------|------|------|------|--|
| Competitive Strengths | <ul style="list-style-type: none"> ▪ Ability to provide integrated engineering solutions with strong capabilities across the product value chain. ▪ High entry barriers for our competitors due to our technical expertise. ▪ Provides high quality end-to end integrated solutions to our customers. ▪ Strong percentage of our promoter and a long history of industry expertise. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Financials (₹ in Crores) | <table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2021</th> <th>31-3-2022</th> <th>31-03-2023</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue from Operations</td> <td>628.03</td> <td>720.53</td> <td>832.03</td> <td>15%</td> </tr> <tr> <td>EBITDA</td> <td>45.94</td> <td>84.04</td> <td>87.78</td> <td>4%</td> </tr> <tr> <td>EBITDA Margin</td> <td>7.3%</td> <td>11.7%</td> <td>10.6%</td> <td></td> </tr> <tr> <td>Profit After Tax</td> <td>11.81</td> <td>39.79</td> <td>31.72</td> <td>-20%</td> </tr> <tr> <td>Profit After Tax Margin</td> <td>1.9%</td> <td>5.5%</td> <td>3.8%</td> <td></td> </tr> </tbody> </table> | Particulars | 31-3-2021 | 31-3-2022 | 31-03-2023 | Y-o-Y | Revenue from Operations | 628.03 | 720.53 | 832.03 | 15% | EBITDA | 45.94 | 84.04 | 87.78 | 4% | EBITDA Margin | 7.3% | 11.7% | 10.6% | | Profit After Tax | 11.81 | 39.79 | 31.72 | -20% | Profit After Tax Margin | 1.9% | 5.5% | 3.8% | |
| Particulars | 31-3-2021 | 31-3-2022 | 31-03-2023 | Y-o-Y | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Revenue from Operations | 628.03 | 720.53 | 832.03 | 15% | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EBITDA | 45.94 | 84.04 | 87.78 | 4% | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| EBITDA Margin | 7.3% | 11.7% | 10.6% | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit After Tax | 11.81 | 39.79 | 31.72 | -20% | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Profit After Tax Margin | 1.9% | 5.5% | 3.8% | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Valuation | <ul style="list-style-type: none"> ▪ Attributing Annualized FY23 Earnings asking P/E = 34.19 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Peers | <table border="1"> <thead> <tr> <th>Company name</th> <th>Ratio</th> </tr> </thead> <tbody> <tr> <td>Syrma SGS Technology Ltd</td> <td>52.30</td> </tr> <tr> <td>Kaynes Technology India Ltd</td> <td>84.58</td> </tr> <tr> <td>DCX Systems Ltd</td> <td>23.14</td> </tr> </tbody> </table> | Company name | Ratio | Syrma SGS Technology Ltd | 52.30 | Kaynes Technology India Ltd | 84.58 | DCX Systems Ltd | 23.14 | | | | | | | | | | | | | | | | | | | | | | |
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| Syrma SGS Technology Ltd | 52.30 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| DCX Systems Ltd | 23.14 | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Promoters | <ul style="list-style-type: none"> ▪ Ganesh Venkat Krishna Bodanapu ▪ Bodanapu Sri Vaishnavi ▪ Venkat Rama Mohan Reddy Bodanapu ▪ Sucharitha Bodanapu ▪ D. Nageswara Reddy ▪ Bodanapu Avanti Reddy ▪ Carol Ann Reddy ▪ BVS Ratna Kumari | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Objects of the issue | <ul style="list-style-type: none"> ▪ Funding incremental working capital requirements of our company. ▪ Funding capital expenditure of our company. ▪ Achieving inorganic growth through acquisitions. ▪ Repayment or prepayment in part or full of certain of our borrowings. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

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