

March 17, 2023

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th floor, P. J. Tower,
Dalal Street, Fort
Mumbai - 400 001
Stock Code – 543664
Dear Sir/Madam,

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Stock Code – KAYNES

Sub: Investors Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investors Presentation. The Company will use this presentation for Investor Conference organized by Valuequest scheduled on March 18, 2023.

The above information will also be available on the website of the Company at www.kaynestechology.co.in

Kindly take the above information on record and acknowledge it.

Thanking You
Yours faithfully,
For **Kaynes Technology India Limited.**

Jairam P Sampath
Whole Time Director and Chief Financial Officer
DIN: 08064368

Enclosed: Presentation

THE MANUFACTURING RENAISSANCE

Kaynes Technology

Ramesh Kannan – Founder & MD

KAYNES TECHNOLOGY INDIA LTD

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9. Board of Directors and Leadership
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Manufacturing Imperative – The Positives

- Skilled and Plentiful Work Force
- Large number of enterprises
- Access to Education and Technical training
- Access to Internet and Communication to 84 Cr. people
- Strong growth of startups → Fast-track on aspirations
- Government's commitment: Sabka Saath, Sabka Vikas, Sabka Vishwas, and Sabka Prayas
- Indian Economy is in the Take-Off stage → Transition from "Developing" to "Developed"

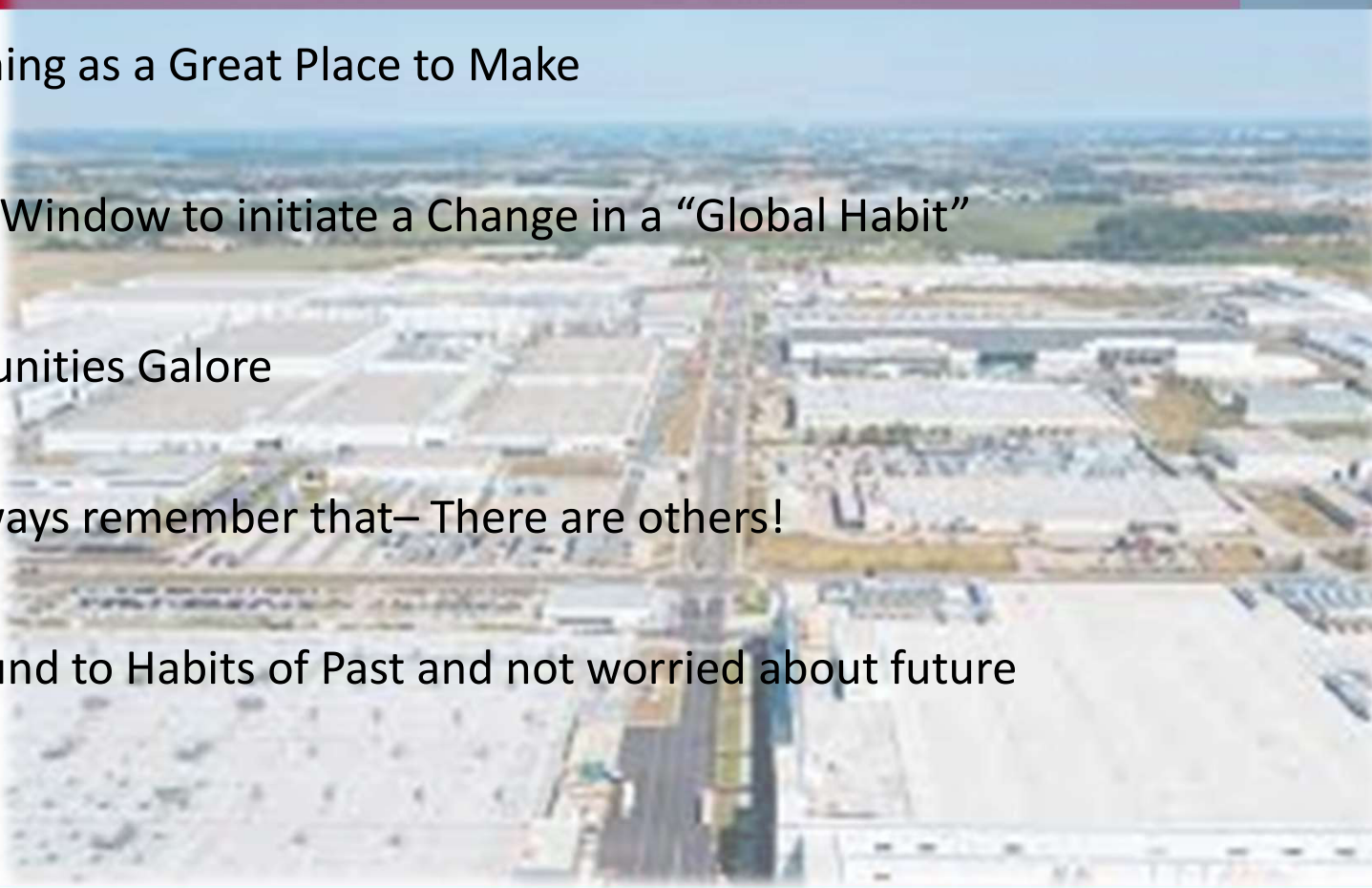
सबका साथ
सबका विकास
सबका विश्वास
सबका प्रयास

Manufacturing Imperative – The Challenges

- 
- Indian work force as compared with China
 - Lots of MSMEs
 - Though several ITIs
 - Startups only define aspirations
 - While the intent is to have harmonious development
 - India is in the “Take-off stage” as per the WWR Model

In the World Arena what we need to do ...

- Positioning as a Great Place to Make
- A short Window to initiate a Change in a “Global Habit”
- Opportunities Galore
- And always remember that– There are others!
- Not bound to Habits of Past and not worried about future



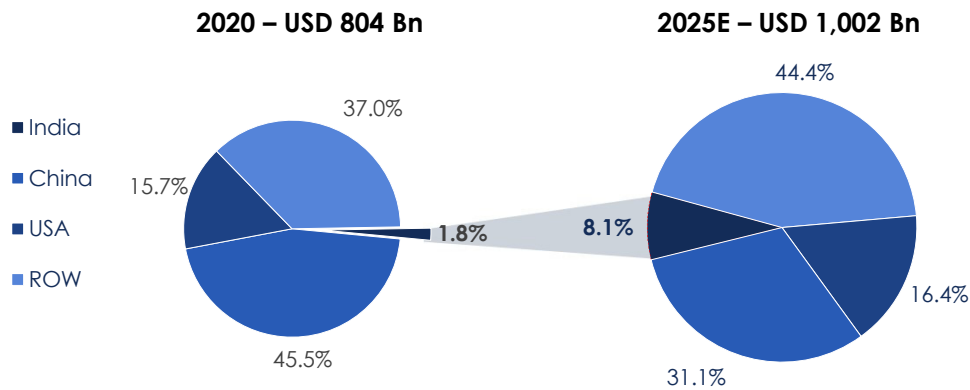
While at home ... An Example The ESDM Market

- Trends In India and Exports Potential – Just an example:
 - ESDM Sector at 40+% CAGR
 - Key Drivers:
 - Import Substitution,
 - Increased Penetration,
 - ABC or Chexit
- Technological Changes Forces Pace
 - Capacity Formation and Execution Time Shrinks
 - Is there an opportunity in Older technology as a bridge to the Next Gen?
 - Ability to absorb technology transfer and make-up the gaps
- Real GDP growing at >7%
 - In just about 5-6 years, our economy compounds to 5 Trillion \$
 - A lot of business growth and capital formation happens

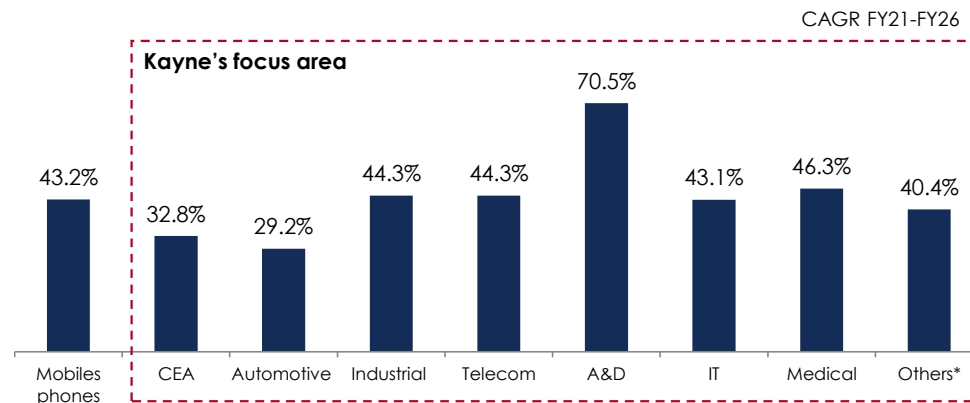


The ESDM Sector: An example

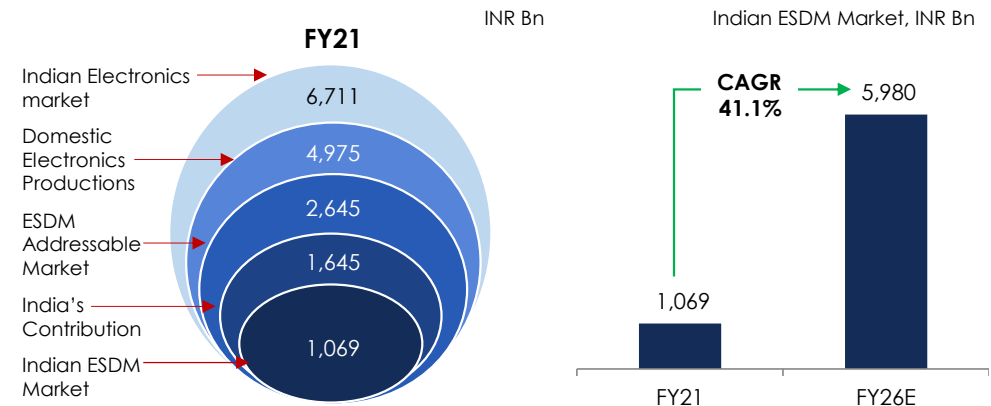
ESDM – a global trillion dollar industry by '25



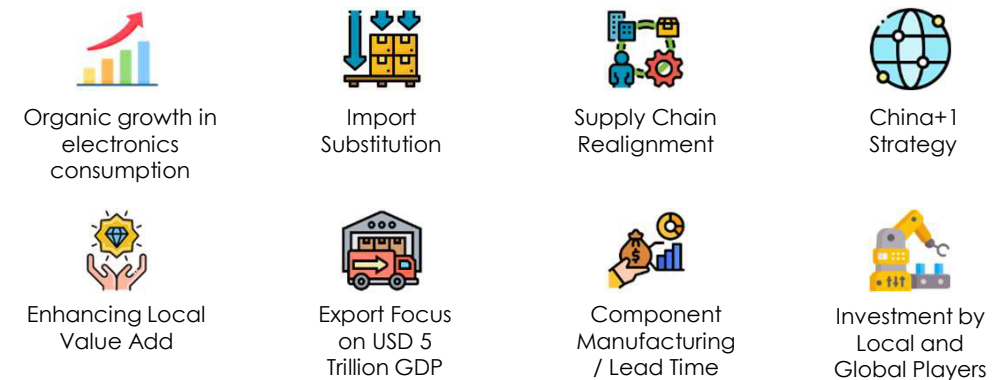
Fast growing across all verticals in India



India all set to be a large ESDM Market



Advantage India – favorable growth drivers



Source - F&S report | *Others – Energy, power and lighting | IoT is part of CEA

Our History

2022
Listed

1988 – 2000

Learning Manufacturing

- 1988 - Our Foundational customers - L&T and Wipro
- 1992 - Moved to Industrial Estate
- 1995 – ISO 9000
- Clients acquisition in Industrial, IT, & Railway Signaling
- 2000 – Union Switch & Signals - Exports

2001 – 2010

Setting up Full EMS Capability

- Set-up Engineering systems
- Banking arrangements
- Implemented ERP

2011 Onwards

Expansion & ODM Capability

- ODM & IoT Solutions Capability
- Expansion into Automotive, Aerospace Vertical
- Business Diversification
- New facilities – Mysuru, Manesar
- KIDM set-up
- Service Business setup
- KEMPL Set-up
- PLI, etc.

- Established Supply Chain Network
- Acquired CAD capability
- Medical Verticals
- Kaynes GMBH set-up
- New Facilities in HP, Chennai, Bengaluru

Business Snapshot



Over **340**
customers



Serving over **24**
countries
51
Exports Clients



8 Advanced
Manufacturing
Facilities



INR **11000 –**
12000 mn.
Revenue for FY23



Diversified
Portfolio
Across Six
Business
Verticals



Profitability
>7% PAT
➤ 14.3 % EBIDTA
➤ 24.44% RoCE



INR **25,579.61** mn.
Order Book



50%
Contribution from
top 10 customers



6-8 + yr.
Each customer
relationship



12 Global
Certifications

We are Leading company working in the ESDM sector with OEM, ODM, and IoT Solutions capability

Kaynes Technology Journey

Growth in Profits with Stability and Diversity



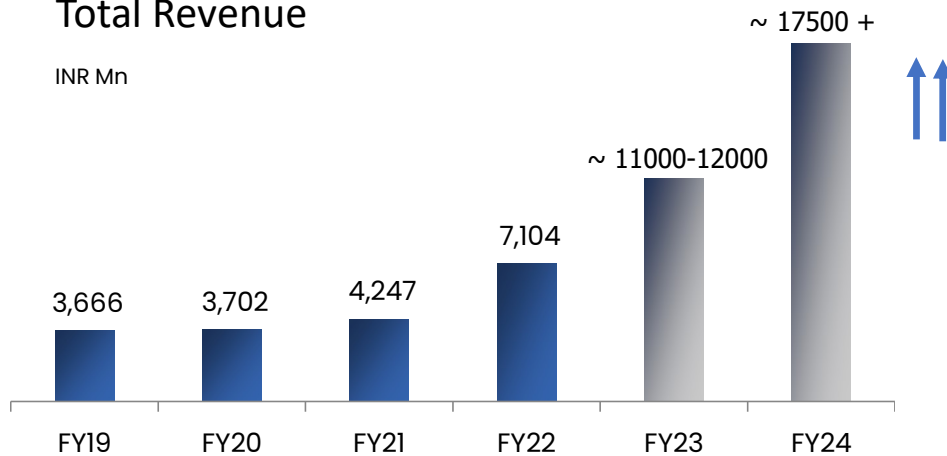
- **Manufacturing Expertise:**
 - High Mix – High Tech – High Complexity – High Criticality Electronic Design and Manufacturing
 - Low to Medium to High Volume manufacturing in EDMS
 - Capability to handle different types of work profitably – JW / OEM MFG / ODM
 - Has handled wide-scope in ESDM space – easier to onboard new businesses and technology transfers
- **Systems and Processes Driven:**
 - Systematic internal working: Supply Chain, Engineering, Operations, Commercial
 - 12 Global System Certifications
 - Audited and approved by several Global Customers across different geographies
- **Design and Technical Expertise:**
 - Full complement of skills for Own Design & Manufacturing in different industry sectors
 - High Tech manufacturing can be supported
 - Additional diversification into IoT solutions with great potential for profits
- **Capabilities across Industry Verticals / Domains:**
 - Proven over decades of Relationships with Global Customers
 - Access to several Global Clients for Scaling Up
 - Big wins in newer segments such as Telecom, Green Energy, and IT products

Kaynes Technology Performance Trends



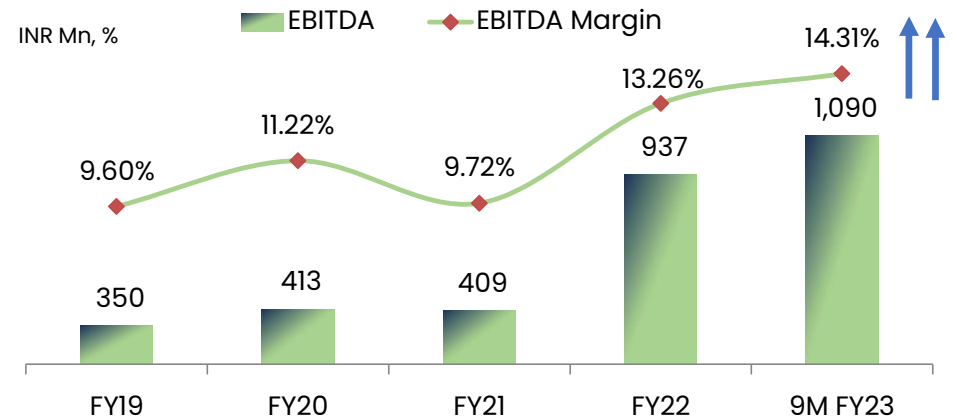
Total Revenue

INR Mn



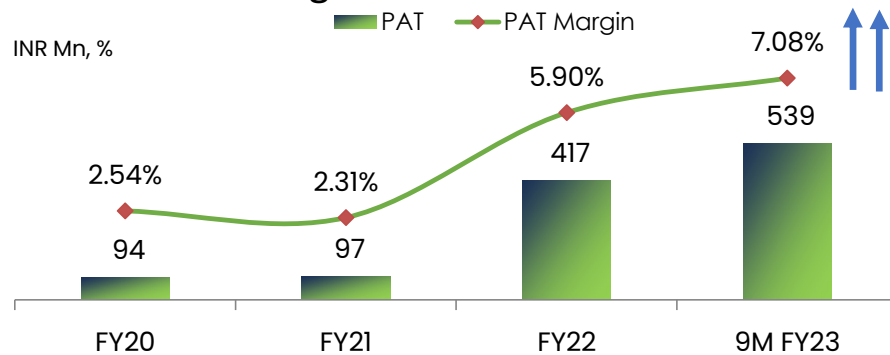
EBITDA and EBITDA Margins

INR Mn, %



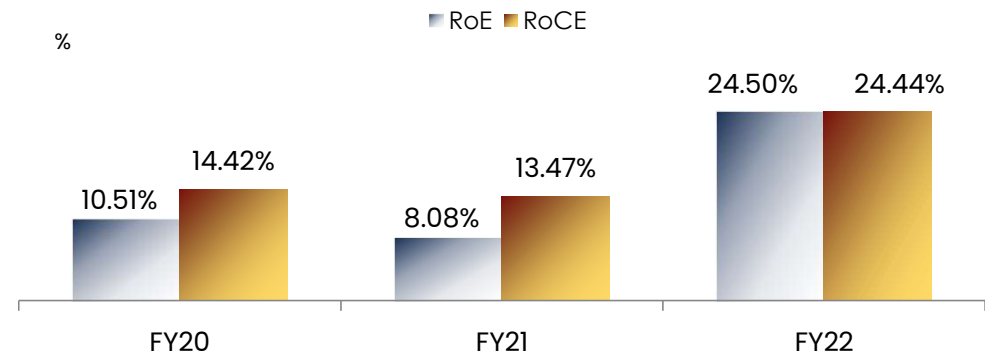
PAT and PAT Margins

INR Mn, %



RoE and RoCE

%



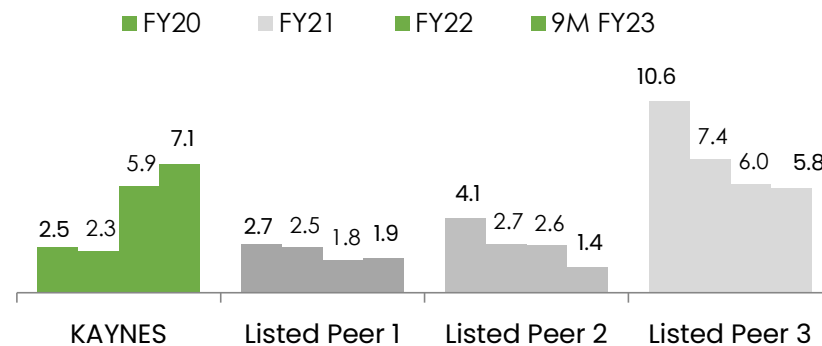
Kaynes Technology Peer Comparison



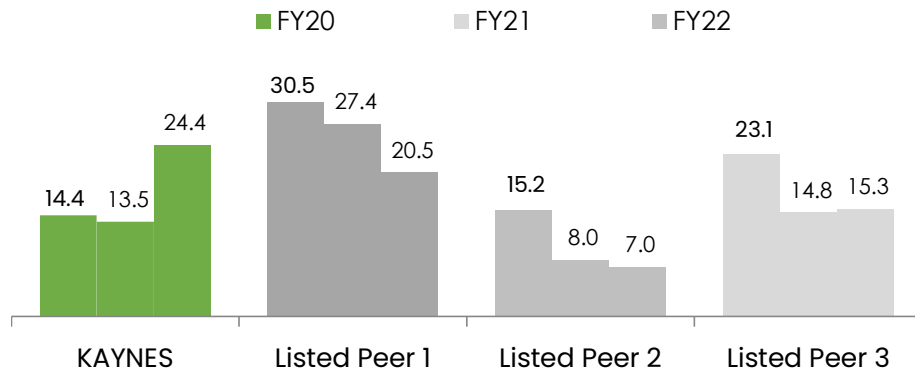
Kaynes Technology is distinctive because:

1. There is smart increasing trend of margins and RoCE
2. The trends are sustainable because of diversified business
3. There is sustained order book growth – INR 25000 Mn as of 31 Dec
4. High CAGR forecasted for the ESDM industry

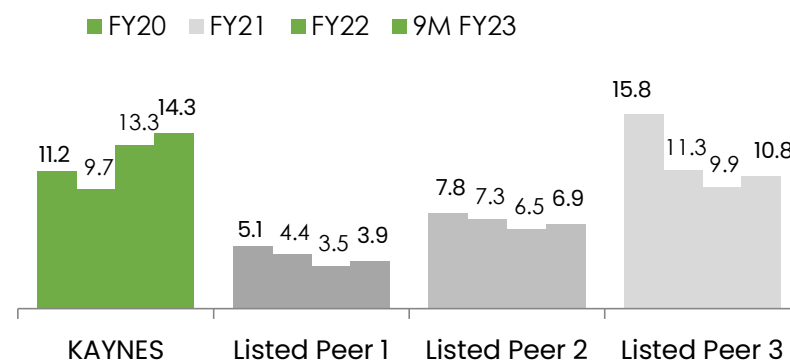
PAT Margins %



RoCE %



EBITDA Margins %



Diversified Business Portfolio

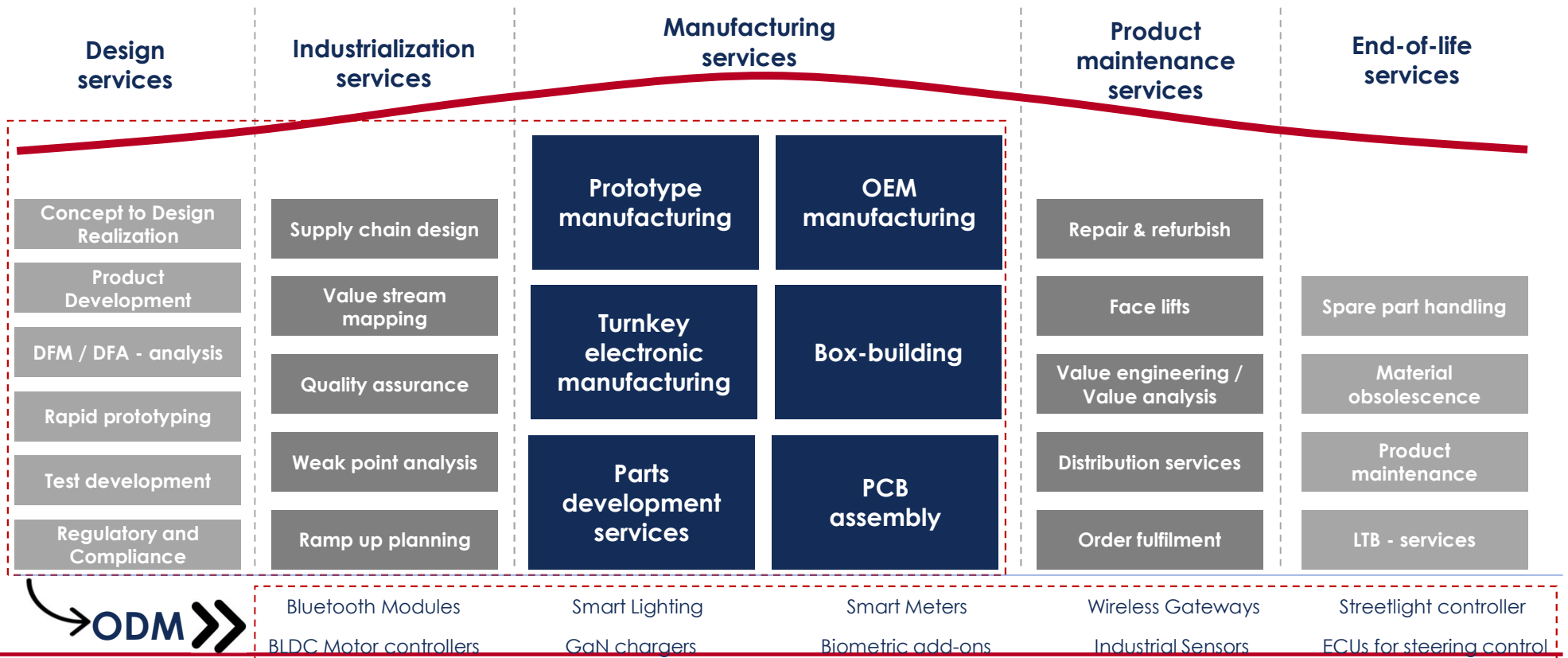


Automotive		Cluster PCBA 	Head/Tail/Fog/DRL PCBA 	Switches PCBA 	BCU Master / Slave
Industrial		Smart Energy Meter 	Street light controller 	HVAC Thermostat 	Precision Bridge and Strain
Aerospace, Defense Outer space & Nuclear		Air Data Sensor 	Mission Critical Products 	Thermal Imaging Systems 	Communication Electronics
Medical		Ventilator, Endoscopy cart & Data Logger 	Glucose Meter 	Controller - Dental Chair 	Protein & chemical analyzers
Railways		AFTC & Interlocking 	Westrace High Level Assy 	SDTC cubicle 	SDMI
IoT / IT and others		Eval Kits 	PLC & IIOT gateway 	Sensors 	Industrial Reader, HMI & Tablet

End to end Design, Engineering, & Manufacturing



Service offering across entire customer value chain



KAYNES TECHNOLOGY INDIA LTD

Experienced Board of Directors and Leadership Team



Board of Directors



Ramesh Kunhikannan

Managing Director & Promoter¹
33 years of experience in the EMS industry
Associated with the company since inception
B.Tech from National Institute of Engineering, Mysore



Savitha Ramesh

Chairperson, Promoter & Whole time director¹
25 years of experience in the EMS industry
Associated with the company since inception
B.Com from University of Madras



Jairam Paravastu Sampath

Whole time director and CFO¹
35 years of experience across various roles
Associated with company since 2011
B.Tech from IIT Madras, PGDM from IIM Ahmedabad



Poornima Ranganath

Independent Director
Current Managing Partner of Law Assist
Graduate of National Law School of India University,
Bangalore



Anup Kumar Bhat

Independent Director
Several years of experience
Ex. VP Ashok Leyland (subsidiary support)
B.Tech from Banaras Hindu University



Vivekanandah Ramasamy

Independent Director
30 years of experience
Ex. Titan Engineering and Automation Limited
B.Tech from University of Madras



Koshy Alexander

Independent Director
34 years of experience in finance
Ex. Director Bharat Electronics Limited
B.Com from Bangalore University



Murali S G

Independent Director
34 years of experience in finance
Ex. Group CFO TVS Group
B.Com from Bangalore University, Member of ICAI

KMPS



Rajesh Sharma

CEO
27+ years of experience in finance, business and
general management
Qualified Chartered Accountant



Sajan Anandaraman

Head of commercial and corporate affairs
20+ years of experience in Kaynes across verticals
B.Tech in E&E, University of Calicut

Key Lessons from Our Journey



- The First Lesson – Help people when they do not expect, a business may be made!
- The second lesson was – Never sign-up for businesses where you do not know clearly the “cash” cycle!!
- The third lesson – Qualify the organization for better customer consideration!
- The next lesson came when we acquired a team of embedded systems engineers and setup our design company. The lesson was – Go for value-added work for improving profits and recognition.
- In the decade and a half starting from 2005 to 2020, we expanded our customer base in geometric proportions. The lesson was – Do the hard work early for business and profits later – No Pain no Gain!
- The next lesson – Don’t worry about difficulty of task AFTER starting execution!
- Finally the organization has realized – Standards of performance change with status, ability improves; what always remains constant is our values, our enthusiasm, and our relationships!

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THANK YOU