

AMP

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November 10, 2022

To The General Manager Department of Corporate Relations **BSE Limited** Sir Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai -400 001 To The Vice President, Listing Department **The National Stock Exchange of India Limited** Exchange Plaza Bandra Kurla Complex, Bandra (East) Mumbai 400 051

Scrip code: 532493

Scrip code: ASTRAMICRO

Dear sir,

Sub: Astra Microwave Products Limited - Press Release and Investor Presentation - Reg.

With reference to the above stated subject, please find enclosed herewith the Press Release and Investor Presentation on Q2FY23 Standalone Results.

This is for your information and record.

Thanking you,

Yours faithfully, For Astra Microwave Products Ltd

T.Anjaneyulu G.M - Company Secretary



Works : Unit 1 : Plot No. 12, ANRICH Industrial Estate, Bollaram, Medak Dist., Telangana State - 502 325 Unit 2 : Plot No. 56A, ANRICH Industrial Estate, Bollaram, Medak Dist., Telangana State - 502 325 Unit 3 : Sy. No. 1/1,Imarath Kancha, Raviryala (Vil), Maheshwaram (Mdl) R.R. Dist., Telangana State - 500 005 Unit 4 : Sy. No. 1/1, Plot No. 18 to 21, Imarath Kancha, Hardware Park, Raviryala (V), Maheshwaram (M) R.R. Dist., T.S. - 500 005 R&D Centre : Plot No. 51 P, Bengaluru Aerospace Park(KIADB),Survey Nos Parts of 36 to 40, Bengaluru North, K.S. - 562 149.



Investor Release

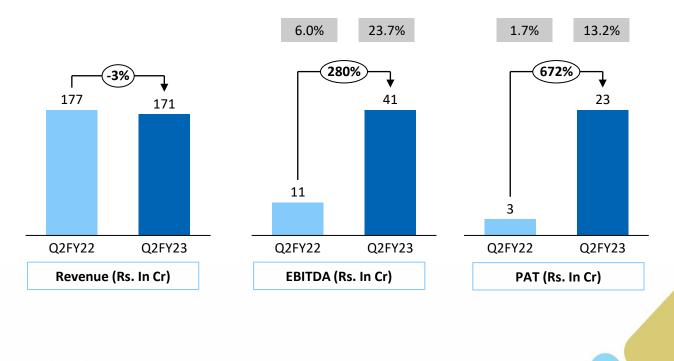
ASTRA MICROWAVE PRODUCTS LIMITED Q2FY23 Standalone Results

Thursday, 10th November 2022, Hyderabad – Astra Microwave Products Limited, engaged in the business of design, development and manufacture of RF and Microwave Components, sub-systems and systems used in defense, space, meteorology and telecommunication announced its un-audited Financial Results for the quarter ended September 30th, 2022.

Booked orders worth Rs. 342 Crores during Q2FY23; Significant increase in margins driven by domestic business

Standalone Q2 FY23 Result Highlights

- The Revenue stood at Rs. 170.9 crores for Q2FY23 as against Rs. 176.8 crores for Q2FY22; degrowth of 3.4% YoY
- Gross margins almost doubled from 20.6% in Q2FY22 to 40.4% Q2FY23. This shift is largely on account of lower exports
- EBITDA saw a multifold increase from Rs. 10.6 crores in Q2FY22 to Rs. 40.5 crores in Q2FY23 with margins improving from 6% to 24%
- The company reported Profit after Tax of Rs. 22.6 crores in Q2FY23 as against Rs. 2.9 crores in Q2FY22 with margins going up to 13% from 2%
- Geographical spread of total revenue stands as follows: India 72% and Exports 28%



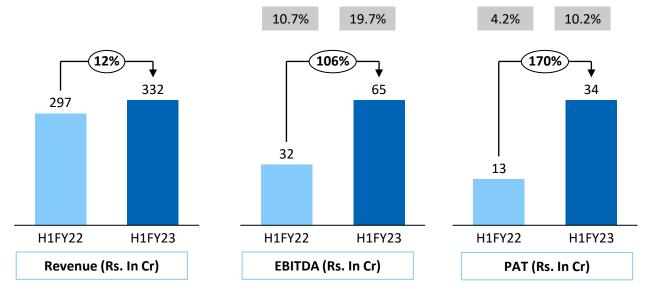




Investor Release

Standalone H1 FY23 Result Highlights

- The Revenue stood at Rs. 332.1 crores for H1FY23 as against Rs. 297.0 crores for H1FY22; growth of 12% YoY.
- Gross profit increased by 51% to Rs. 125.7 crores in H1FY23 vs Rs. 83.3 crores H1FY22
- Our H1FY23 EBITDA of Rs. 65.4 crores was more than double of H1FY22 EBITDA of Rs. 31.7 crores; margins moved up to 20% in H1FY23 vs 11% in H1FY22
- The company reported Profit after Tax of Rs. 34.0 crores in H1FY23 as against Rs. 12.6 crores in H1FY22 with margins soaring to 10% from 4%.
- Geographical spread of total revenue stands as follows: India 77% and Exports 33%



Orderbook Update

- Order book of Rs. 1,852 Crores as on September 30, 2022, which is executable in the next 12 to 38 months period.
- Orders booked during the quarter till 30th September 2022 are worth Rs. 342 Crores.

Commenting on the performance Mr. S G Reddy, Managing Director, Astra Microwave Products Limited said, "I am happy to inform you that we have reported good performance in Q2FY23 and H1FY23 and our margins have improved substantially. Improvement in margins is largely due to larger domestic sales as compared to previous period and also change in change in mix of products sold during the period. We expect larger share of domestic sales as compared to exports in the coming years.

Over the next 5 to 6 years, the business outlook is strong and we see an opportunity of close to Rs. 15,000 to Rs. 18,000 crores of orders to come in the area of our domain expertise.





Investor Release

Self-reliance in defence has been the foundation of India's new defence production policy. Atmanirbhar Bharat Abhiyan has created growth horizons for the Indian defence companies. We will continue our focus on Build To Specification (BTS) opportunities for both domestic as well as global customers. We believe that with a higher focus on BTS, we can sustain our healthy margins."

About Astra Microwave Products Limited

Astra Microwave Products Limited (Astra) was incorporated in 1991 by a team of distinguished scientists with experience in RF/Microwave/Digital electronics and management of projects with high technology content. The company has grown substantially since inception with continuous investments in infrastructure, captive test facilities and other resources. The company has various certificates such as AS9100D & BS EN ISO 9001:2015, ISO27001:2013, ISO9001:2015, ISO14001:2015, ISO45001:2018, ISO/IEC17025:2017. The company's product portfolio spans across Defense, Space, Meteorology, Homeland Security and Systems Verticals.

Astra has 3 Automatic assembly lines for PCBA assembly, 5 class 10K cleanrooms, functional test infrastructure that extends from 30MHz up to 40GHz, in-house Environment test facilities including EMI/EMC facility and a first for any Indian Private Industry - Near Field Antenna test and measurement range.

Starting with a diverse range of microwave products like filters, transmitters, receivers, antennas etc., the company has produced actual space-borne hardware that has flown on Indian satellites.

Safe Harbor Statement

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For further details please contact:

Company	Investor Relations Advisor
Astra Microwave Products Ltd.	${ m SGA}^{ m Strategic\ Growth\ Advisors}$
Astra Microwave Products Limited Strategic Growth Advisors Pvt Ltd.	
CIN No: L293091G1991PLC013203	CIN No: U74140MH2010PTC204285
Mr. T. Anjaneyulu, GM – Company Secretary	Shikha Puri / Dharmik Kansara
Email id: secretarial@astramwp.com	Email id: shikha.puri@sgapl.net / dharmik.k@sgapl.net
	Tel No: +91 98192 82743 / +91 72081 79323





Astra Microwave Products Ltd.

Investor Presentation – Q2 FY23





Safe harbour

This presentation and the accompanying slides (the "Presentation"), which have been prepared by **Astra Microwave Products Ltd. (the "Company")**, have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

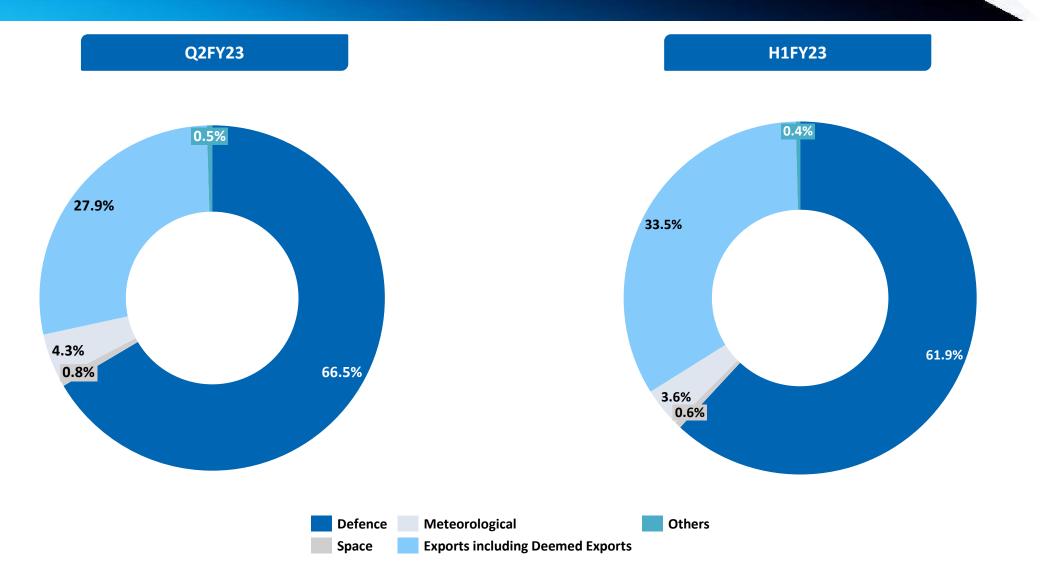
This presentation contains certain forward-looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

Quarterly Highlights



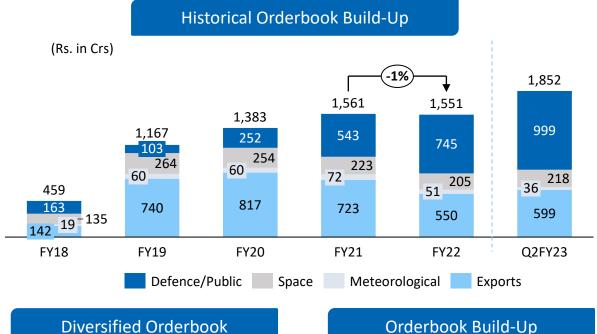
Segmental Revenue Break-up

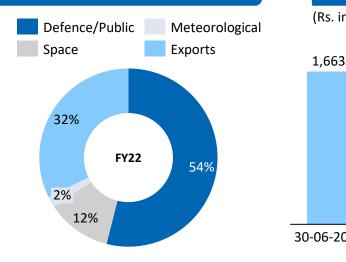
Astra Microwave Products Ltd.

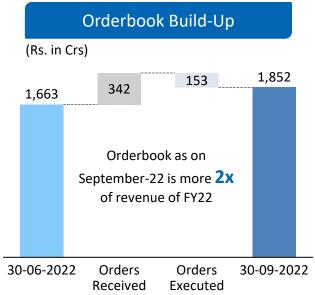


Robust Orderbook

Astra Microwave Products Ltd.







Orderbook Updates

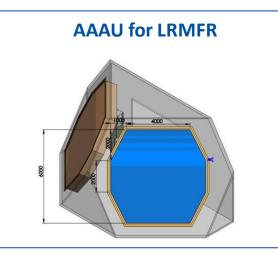
Total orders received during the quarter

Sno	Segment Name	Amount (Cr)
1	Defence	328.88
2	Exports	0.42
3	Space	1.34
4	Meteorological	11.86
	TOTAL	342.49

Major stake in upcoming Defense Programs

Astra Microwave Products Ltd.





Long Range Radar TRMs, BSNs, PS



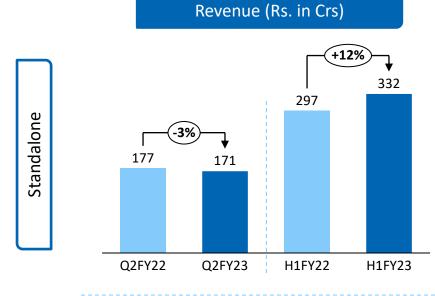
Medium Power Radar DTRMs

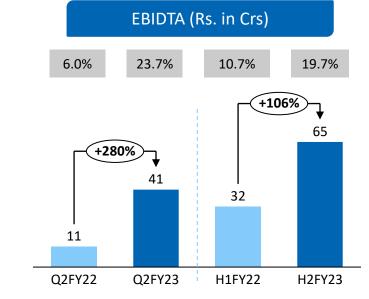


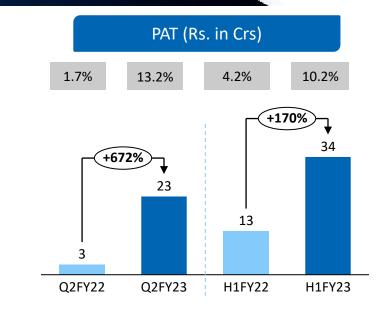
Performance Highlights

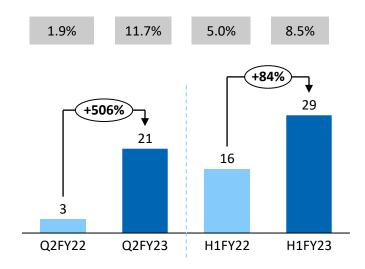
Astra Microwave Products Ltd.

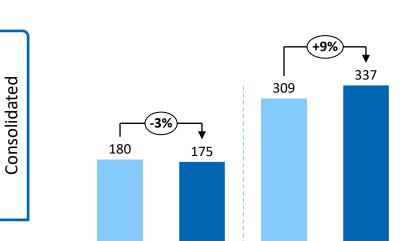
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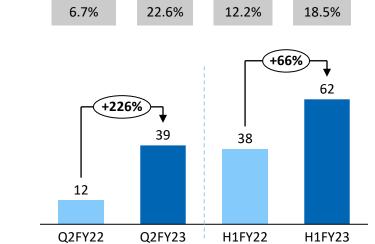




Q2FY23

H1FY22

H1FY23





Q2FY22

Q2 FY23 Standalone Profit & Loss Statement

PARTICULARS (Rs. In Cr)	Q2FY23	Q2FY22	ΥΟΥ	H1FY23	H1FY22	ΥΟΥ
Revenue from Operations	170.9	176.8	-3.4%	332.1	297.0	11.8%
Total Raw Material	101.8	140.5		206.4	213.7	
Gross Profit	69.1	36.4	90.0%	125.7	83.3	51.0%
Gross Profit Margin	40.4%	20.6%		37.9%	28.0%	
Employees Expenses	18.3	15.6		37.5	31.7	
Other Expenses	10.3	10.1		22.8	19.8	
EBITDA	40.5	10.6	280.5%	65.4	31.7	106.3%
EBITDA Margin	23.7%	6.0%		19.7%	10.7%	
Other Income	2.0	2.8		3.1	3.9	
Depreciation	5.7	5.0		11.2	9.7	
EBIT	36.8	8.5	334.3%	57.3	25.9	121.4%
EBIT Margin	21.5%	4.8%		17.3%	8.7%	
Finance Cost	6.6	5.0		12.0	10.2	
Profit before Tax	30.2	3.5	759.3%	45.3	15.7	189.4%
Profit before Tax Margin	17.7%	2.0%		13.6%	5.3%	
Тах	7.6	0.6		11.3	3.1	
РАТ	22.6	2.9	672.3%	34.0	12.6	170.1%
PAT Margin %	13.2%	1.7%		10.2%	4.2%	
EPS (in Rs.)	2.61	0.34		3.93	1.45	

Standalone Balance Sheet

ASSETS (Rs. In Cr)	Sep-22	Mar-22
Non-Current Assets	216	215
Property, plant and equipment	154	158
Capital WIP	0	0
Investment in Associates	2	2
Investments in joint ventures	20	20
Investments in subsidiaries	15	15
Financial Assets		
i. Other Financial Assets	11	9
Deferred tax assets	7	6
Non Current Tax Assets	3	3
Other non-current assets	4	3
Current assets	797	743
Inventories	419	402
Financial assets		
i. Investments	-	-
ii. Trade receivables	264	202
iii. Cash and cash equivalents	9	21
iv. Bank balances other than (iii) above	51	49
Other financial assets	1	4
Current tax assets (net)	1	1
Other current assets	52	62
Total assets	1,013	958

Sep-22	Mar-21
612	590
17	17
595	572
7	47
-	3
-	0
3	4
4	40
394	321
140	56
56	53
9	15
4	0
3	3
181	192
1	2
1,013	958
	612 17 595 7 - 3 4 394 140 56 9 4 3 181 181 1

Company Overview

Astra: A Company With Deep Domain Expertise...

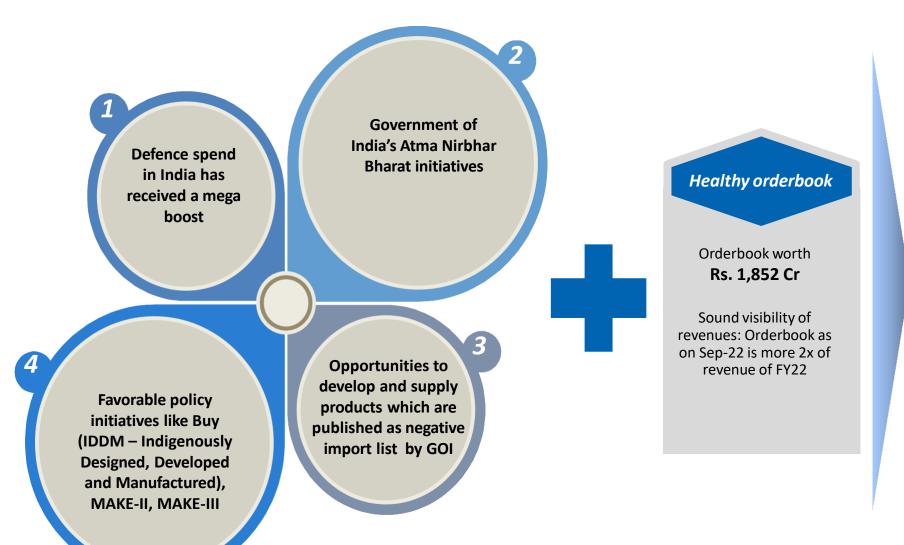
Astra Microwave Products Ltd.

With over 30 years of experience in in microwave radio-frequency (RF) applications, Astra has moved up the value chain from **sub-systems to high value-added systems**. The company's products find applications in **high end markets of Defense**, **Space**, **Telecom**, **Meteorology** and Civil communications.

Wealth of Experience	Track record of new product development; now graduated to a SYSTEM integrator in Radars	
Strong R&D capabilities		
State-of-the-Art Facilities	5 facilities in Hyderabad Continuous investment in World Class Infrastructure for Assembly, Functional and Environment testing. Astra's facilities are approved by several foreign companies for production	
Longstanding relationship with customers	Recognized as a qualified vendor by defense research establishments Clientele includes Indian Government Laboratories, Indian Defense Public Sector Undertakings, Indian Space Research Organization and many foreign OEM's	

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... Poised for Strong Growth Amidst Sectoral Tailwinds



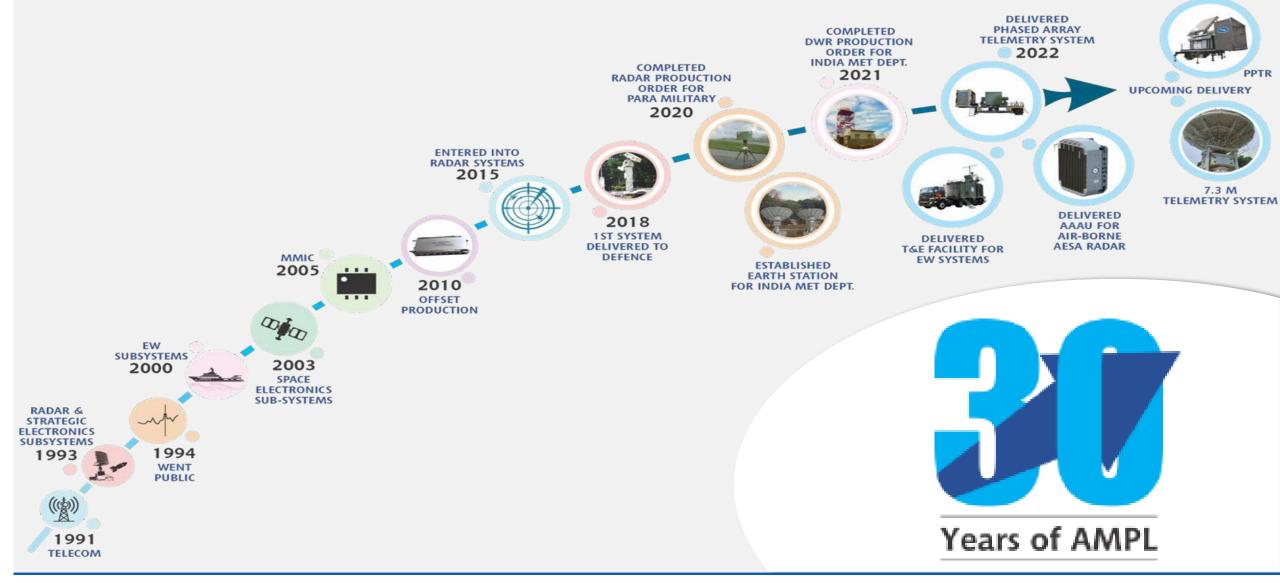
Astra has a proven track record of making high value-added SYSTEMS, RF and microwave super components and sub-systems which are becoming more relevant due to various government initiatives like IDDM, MAKE-II

- Astra has been able to create a diversified and healthy orderbook on the back of its strong capabilities
- Astra is very well placed to capture a bigger pie of the growing Indian defence sector with deep domain expertise, seasoned promoters, high focus on R&D and robust strategy in place

Longstanding Position in the Industry



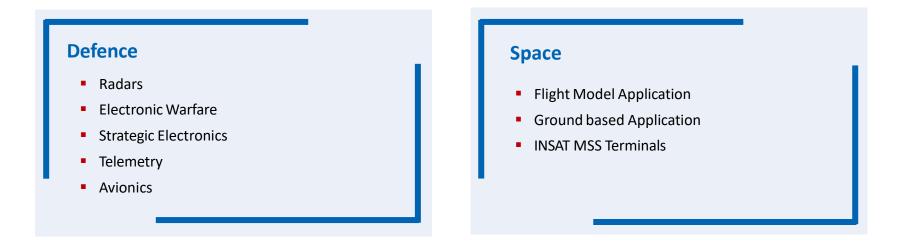
AMD



Product Range

Astra Microwave Products Ltd.

Astra Microwave has designed, developed and produced critical sub-systems and systems for its customers for building various airborne, naval and ground based platforms



Hydro/ Meteorology

- Water Level Measurement (Bubbler/Radar Sensor)
- Automatic Weather Stations (AWS)
- Agromet Meteorological Stations (AMS)
- Automatic Rain Gauge (ARG)
- Doppler Weather Radar

Others

- Antennas
- MMIC
- Homeland Security
- Contract Manufacturing

What We Offer

Astra Microwave Products Ltd.



Components & MMICs

- Design
- Prototyping
- Testing & Qualification
- Production

Systems

- Design
- Manufacturing
- Integration
- Testing & Qualification
- Installation & Commissioning





on Subsystems Subsystems Subsystems Design Design

	Systems	Supplied >25 Radars	Sub-systems	Components	MMIC	Planar Antenna Testing (NFTR)
Astra Microwave Products Ltd		\checkmark	\checkmark	$\overline{\checkmark}$	\checkmark	

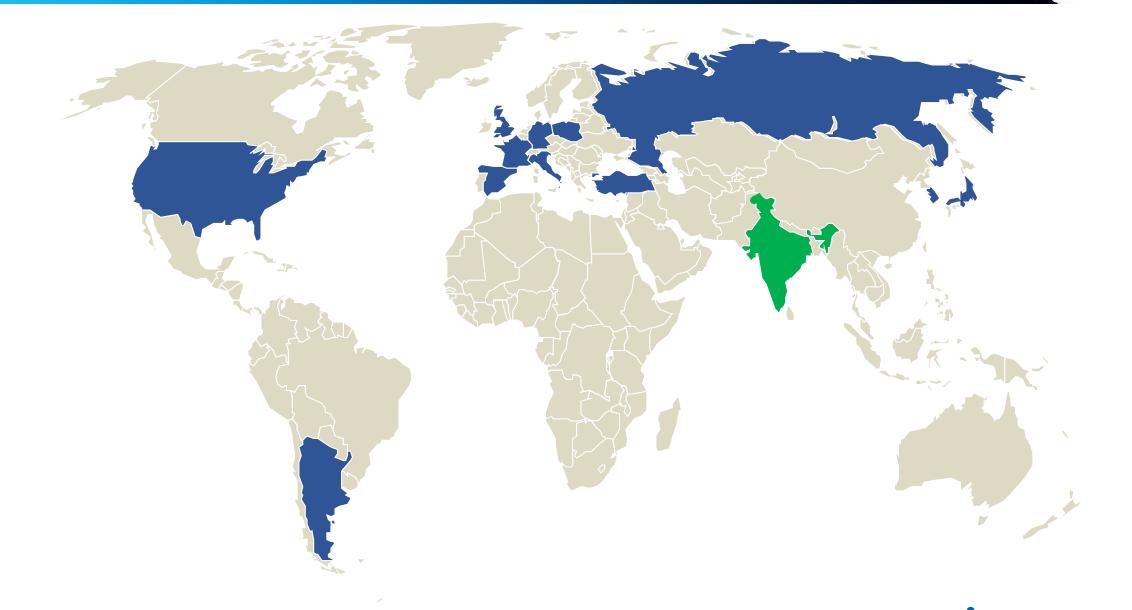
Esteemed Clientele



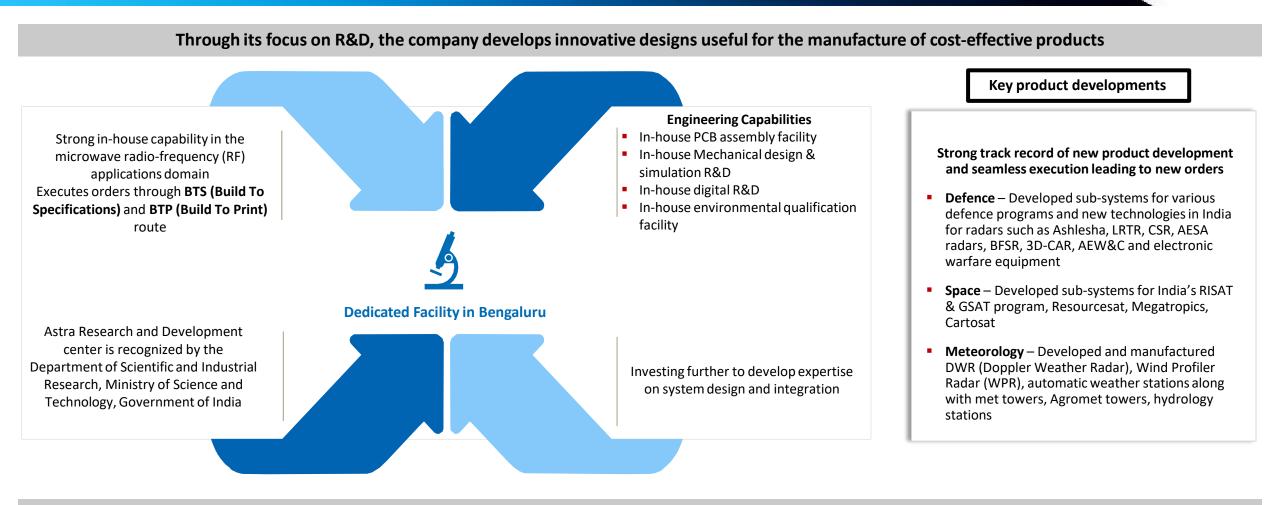


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Geographic Distribution of Global Clientele



Strong R&D Capabilities...



Average 2-3% of Total Revenue is spent on R&D Annually

A team of more than 400 R&D experts (including PhD, M Tech/B Tech, ITI – Diploma, PG/Graduates) works together on various initiatives

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Serving Markets Through Build To Specifications (BTS) Orders and...

The company's strong relationship with large corporations builds its brand equity and helps it in establishing itself as a prime contractor for large and longerterm programs in the marketplace. AMPL works on high-value complex projects awarded by companies

Receipt of order via tender route	R&D	Realization of the product	Approval from Authority	Receipt of order from OEMs
 Receipt of order from the customers (such as government research organisations – Domestic & Foreign, private entities etc.) Customers provide the electrical and mechanical specifications of the modules or sub-systems as per their system requirements 	 Work with the customer team to specify the target specifications of the required module or sub-system presenting the various options and latest technologies involved to finalize the target specifications. 	 Realizing the product using the engineering expertise in- house and deliver a fully qualified product (airborne, naval or ground application) to its customers 	 Once the system is qualified by the customer production orders are released 	 Works with systems integrators like DPSUs (Defence Public Sector Undertakings) and others for commercialization of the products
	Project bas	ed revenues		Production linked revenues
Ţ	High	value addition leads to better	r margins	Ţ

... Build To Print (BTP) Orders

Astra Microwave has produced more than USD 150 million worth of high-end modules under BTP route

Receipt of order from global OEMs	Approval from Authority	Production
 Works with many foreign OEMS for producing their products in India under this mode for meeting their offset requirements 	 Once the prototype is approved by the OEM, production commences 	 Production based on designs shared by OEMs
 Key customers include Elta Systems Ltd, ELBIT, Rafael, Thales 		
		Production linked revenues
Marginal value	addition – Acts as a capacity filler	Ţ

Product Overview



Expertise & Capabilities of Astra (1/2)

	Overview
AWACS	It has been a supplier of TRMs to India's AEW & CS programs.
	It has the capability of design and development of TRMs. Majority of TRM developed by Astra Microwave have been built using MMIC designed and developed by Astra Microwave
	It has been a DCPP for various AEW & CS programs for TRM's and other microwave sub-systems.
Radar	 Capability of providing TRMs for both Passive Phase Array and Active Phase Array radar. Design of TRM is done by Astra Microwave it is only the fabrication which is outsourced.
	 Capability of designing and developing Gallium Arsenide (GaAs) and Gallium Nitride (GaN) TRMs across all microwave frequency bands- VHF, UHF, L, S, C, X, Ku and Ka band with various power levels.
	Designing and developing of all kind of radar sub-systems- power amplifiers, receivers & exciters, Filters, synthesizers, converters etc.
	 Signal Processing and Radar Data Processing in concurrent IP with other companies.
	One of the private sector companies in India, which has the capability of designing, developing airborne radars for fighter jet platforms. It is the expected beneficiary for Uttam airborne radar for LCA Mk1A which is currently being tested. MOD has plans to modernize existing PESA radars of other fighter jet platforms of India such as Sukhoi- 30, Mirage, Jaguar etc. GaN based TRM is expected to be used in the airborne radars of AMCA.
	It is developing radar systems like Ship Borne Radars, Coastal Surveillance Radars, Anti Drone Radars, Ground Penetration Radars, Telemetry Radars, Instrumentation radars, etc.
	We enjoy Joint IP rights with DRDO for MMIC products for Radars and other communication systems
	We have been supplying Wind Profile Radars, Doppler Radars, Automatic Weather Stations to IMD and is one of few companies in India who has the capability of designing and developing these radars
Electronic Warfare (EW)	It has been supplying various kind of EW sub-systems and components to DPSUs, such as Direction-finding Receivers, Passive Homing Head for RF Seekers used in NGARM, Jammers, Filters, Amplifiers, Receivers etc.
	It has been EW sub-systems and components to programs of Indian Airforce, Indian Navy and Indian Army.
	 Astra Microwave has been associated with Jammer's program of LCA and other fighter platforms in India

	Overview
Missiles	Leading company in India to design, develop and supply Radio Proximity Fuze, Airborne Diplexer, Transponder, transmitter, Command Guidance Unit etc.
	It has been associated with the program to develop AESA Seekers for Akash NG missiles.
	It has developed Solid-State High-Power Amplifiers in Microwave frequency bands to replace
	 Multi Beam Klystrons used in Missile Seekers.
	New generation Course Correction Electronic Fuze has been added to address ammunition market.
Telemetry	Astra Microwave has been supplying various sub-systems for Telemetry applications such as S- Band FM Transmitter, Airborne RF Trans receiver, Ground Up Down Converters, C & S band switch antenna systems, Telemetry Tracking Systems etc.
	It has been supplying telemetry sub-systems to LCA and Intermediate Jet Trainer (IJT) aircraft.
Satellites	Astra Microwave has been supplying various key microwave sub-systems for ground and space based or payload applications.
	It has supplied critical TR modules for Synthetic Aperture Radars (SAR) used in RISAT Satellites.
	Astra Microwave can provide required microwave electronics for launch vehicle sub-systems for private sector players.
	Astra Microwave has been a part of NAVIC module which has immense scope of application going ahead.
SATCOM	 Astra Microwave has been supplying MSS terminals for communication during disasters.
Guided Weapon Segment	• AMPL has taken up the development of TeraHertz Proximity Sensor with DRDO which is an advanced version of proximity sensor for guided weapons.

Diverse Offerings – Space Subsystems

UHF Band: Payload (LNA, Down Convert, IF Sub Channel Units) for GSAT7

S Band: Data QPSK Data Transmitters for ResourceSat-2 mission, BPSK Data Transmitters for Megha-Tropique mission. TRiM, TTC

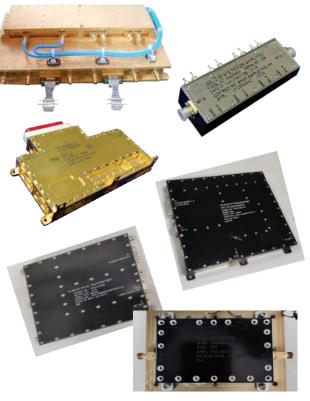
C Band: Receivers, C Band SSPA5W (IRNSS), TRMs, Integration Block, Cal Switch Matrix, Panel Antenna, (RISAT) TRiM, Integration Block, Cal Switch Matrix

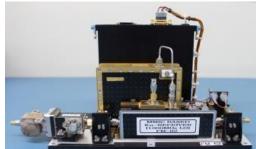
X Band: Data QPSK Data Transmitters for SARAL, Cartosat & EMISAT missions. 2Watt SSPAs, TRiB, SSPA, Data Transmitter, 2Watt Amplifier

Ku Band: Receivers, Beacon Sources, LNAs (GSAT19 & GSAT11) Driver Amplifier, Quad SSPA, RF Trays, Converters, ALC Channel Amp

Ka Band: Data Transmitter

For EMISAT: Wide Band Quad Super Heterodyne Receivers (0.5-18GHz)





Diverse Offerings – Electronic Warfare Subsystems

Astra Microwave Products Ltd.















Diverse Offerings – Telemetry & Strategic Electronics

Astra Microwave Products Ltd.











EXCITER RECEIVER

BRAHMOS







Diverse Offerings – Hydro/Meteorology Products

- SSPA-based Doppler Weather Radar
- Avalanche Radar
- Satellite based Multi Mission Meteorological Data Receiving Earth Station
- Water Level Measurement (Bubbler/Radar Sensor)
- Automatic Weather Stations (AWS)
- Agromet Meteorological Stations (AMS)
- Automatic Rain Gauge (ARG)
- Wind Profile Radars for Atmospheric Studies & Monitoring



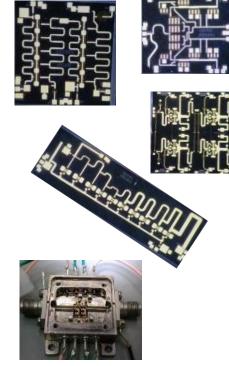


Diverse Offerings – Others

MMIC Products

- Multi-functional Chips
- Integrated Core Chip
- Power Amplifiers
- Ultra Low Noise Amplifiers
- Phase Shifters
- Broadband Digital Attenuators
- High isolation switches
- Wide band amplifiers
- Gain equalizers
- Mixers
- GaN High Power Amplifiers in S,C,X & Ku bands

ND RECEIVER BLOC SC103RX1 S.NO. 1002





- Wide-band Spiral Antennas
- Sectoral Horn Antennas
- Sectoral BLI Antennas
- Horn Antennas
- Micro strip Antennas
- Helical Antenna
- Vivaldi Antenna
- Patch Antenna
- Yagi Antennas
- Panel Antennas
- Omni Antennas
- Grid Parabolic Antennas







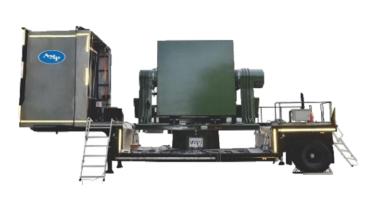


Diverse Offerings – Systems

Astra Microwave Products Ltd.



Pulsed Phased Array Tracking Radar (PPTR)



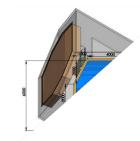
Phased Array Telemetry (PATM)



T&E Facility for Radar EW Systems



Bird Detection & Monitoring Radar (BMDR)



AAAU for Ship-Borne Radar



AAAU for Uttam AESA Radar



Ground Surv. Radar



Counter-Drone Radar





Fixed Head Doppler Radar (FHDR)

Coastal Surv. Radar (CSR)

Way Forward



Indian Defence Industry... is Growing

India's extensive modernisation plans, an increased focus on homeland security to increase government allocation for defence expenditure along with Make in India focus are expected to drive healthy growth in the sector

Large & growing market..... India is the 3rd largest military spender Growing Defence Budget (in Bn \$) +8% 70.32 63.70 64.62 58.24 54.65 48.64 FY18 FY19 FY20 FY21 FY22 FY23 **Defence Budget Components – FY22** 24% Revenue Expenditure Capital Expenditure 45% 3% Mod (Civil) **Defense Pensions** 28%

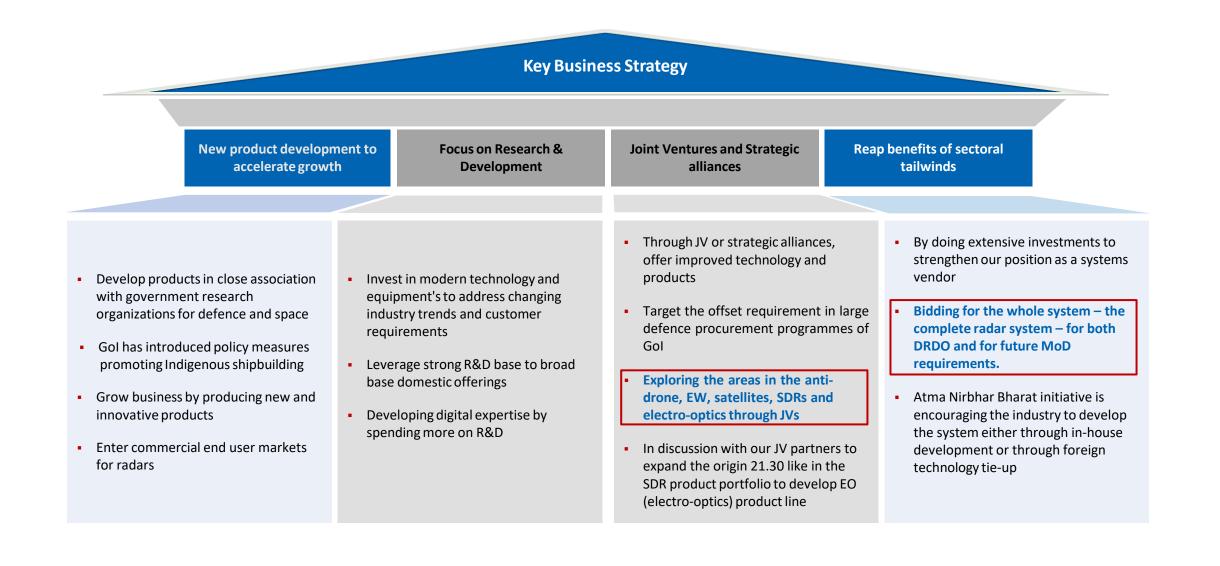
with st	trong sectoral tailwinds	Business Pote	ential till 2028
The Indian government has taken va in this space:	arious initiatives to promote on indigenization	Def	fence
Atma Nirbhar Bharat	Imports Embargo	Radars & Counter-Dro	one Rs. 8,000
•	defence production target at USD 25 bn by	Systems	
2025 (including US\$5 bn from expo	rts by 2025)	Strategic Electronics &	& Rs. 1,450
	ice and experimental missions to strengthen stry through new technology development	Telemetry	
		Electronic Warfare	Rs. 900 Cr
fulfilment	irkable increase in capability and programme		
Defence Acquisition Procedure, 202	0	Sp	bace
Category	Indigenous Content (IC)	On board Satellite	Rs. 1,750
Buy (Indian-IDDM)	Indigenous design and ≥ 50%	Ground based	Rs. 800 Cr
Buy (Indian)	In case of indigenous design \geq 50%,		
	otherwise≥ 60%	Hydrology/Metrolog	gy Rs. 600
Buy and Make (Indian)	≥ 50% of the 'Make' portion		
Buy and Make	Category not present	Export	Rs. 1,000
Buy (Global-Manufacture in India)	50% or more		
Buy (Global)	Foreign Vendor – Nil/ Indian Vendor ≥ 30%	TOTAL	Rs. 14,500

Source: Ministry of Defence, various news articles

DAP 2020: Make & Innovation Policies

Make	Make I (Government Funded)	 Projects involving design and development of equipment, systems, major platforms or upgrades thereof by the industry. For Projects under Make-I sub-category, MoD will provide financial support upto 70% of prototype development cost or maximum ₹ 250 crores per Development
	Make II (Industry Funded)	 This would include design and development and innovative solutions by Indian vendor, for which no Government funding will be provided. In Make-II, where solutions have been offered even by a single individual or a firm as a Suo- Moto proposal, the cases would be progressed as a Resultant Single Vendor. However, SHQ should seek for multivendor options in such cases, if feasible, before progressing the case as Single Vendor Case.
	Make III	 Although would not be designed/developed indigenously but can be manufactured in India as import substitution for product support of weapon systems/equipment held in the inventory of the Services. Indian firms may manufacture these either in collaboration or with ToT from foreign OEMs. In this category, an Indian vendor can enter into a JV with OEM.
Innovation	Innovations for Defence Excellence ("iDEX")	 Projects of Start-ups, MSMEs etc. with low capital investments and high innovation would be pursued under the iDEX category.
	Technology Development Fund (TDF) Scheme	 Projects supported through TDF of DRDO for leveraging the domestic capabilities available with Indian Industries especially MSMEs including Start-ups.
	Indigenous Development by Services through Internal Organisations	 These would include projects where prototype development of equipment/system will be processed by the Services through their internal R&D organisations, such as Base workshop/Dockyards/ Base Repair Depots/ internal indigenisation Organisations/ Design Agency, etc.

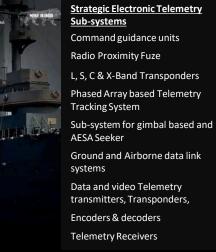
Our Strategy for Growth...



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... In the Changing Landscape of Opportunities





18% 44% 47% 48% 96% 90% 82% 56% 53% 52% 2022 2017 2018 2019 2020 2021

The defence offset policy mandates a foreign vendor to source at least 30% of the value of an order (when the order is worth Rs.2,000 crore or more) from Indian manufacturers.

Astra has been active in tapping this opportunity and its export business is driven by these offset provisions

Wide Array of Opportunities due to Government Initiatives

- Various government initiatives are encouraging the industry to develop the system either through in-house development or through foreign technology tie-up
- Astra Microwave in alliance with System Knowledge of its partners aims to deliver the product that meets Government thrust on Atma Nirbhar Bharat
- Getting opportunity from the Services to build for the intersystems
- Indian industries are getting opportunities to develop and supply products which are published as negative import list by GOI
- Astra will utilise its skill on design and production of high-end defense equipment in India and would also cater to the after-sale support.
- Indigenous integrated and strategic defence and aerospace electronics solutions provider which is well positioned to benefit from the Atma Nirbhar Bharat inititative
- We aim to achieve 70% Domestic 30% Export Revenue distribution over

next 2-3 years



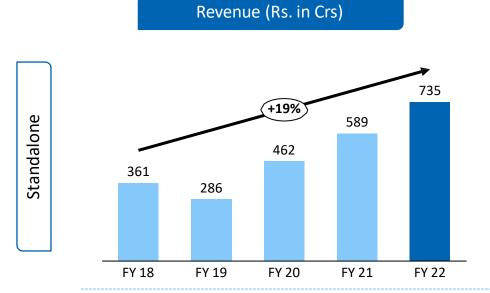
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Historical Financials

Historical Performance Highlights

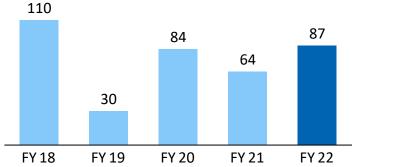
Astra Microwave Products Ltd.

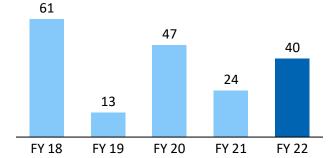
AMD



EBIDTA (Rs. in Crs)

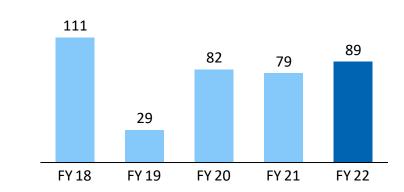
PAT (Rs. in Crs)

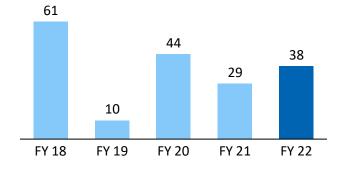




Consolidated







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Historical Standalone Profit & Loss

PARTICULARS (Rs. In Cr)	FY22	FY21	FY20	FY19	FY18
Revenue from Operations	735.0	589.2	461.6	286.2	360.5
Total Raw Material	524	418	267	159	152
Gross Profit	211.2	170.7	194.7	126.9	208.5
Gross Profit Margin	28.7%	29.0%	42.2%	44.3%	57.8%
Employee Expenses	73	64	66	61	66
Other Expenses	51	42	45	36	33
EBITDA	86.9	64.2	83.8	29.8	109.5
EBITDA Margin	11.8%	10.9%	18.2%	10.4%	30.4%
Other Income	7	12	12	24	8
Depreciation	22	23	25	29	27
EBIT	72.6	52.8	70.5	25.7	90.9
EBIT Margin	9.9%	9.0%	15.3%	9.0%	25.2%
Finance Cost	20	21	8	9	12
Profit before Tax	52.7	31.4	62.7	16.7	78.9
Profit before tax margin	7.2%	5.3%	13.6%	5.9%	21.9%
Тах	12	7	15	4	18
PAT	40.3	23.9	47.3	12.5	60.7
PAT Margin %	5.5%	4.1%	10.3%	4.4%	16.8%
EPS (Rs.)	4.65	2.76	5.47	1.45	7.01

Historical Standalone Balance Sheet

EQUITY AND LIABILITIES (Rs. In Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Equity and Liabilities	590	561	547	503	502
Equity share capital	17	17	17	17	17
Equity attributable to owners of the Company	572	543	530	486	484
Non-current liabilities	47	4	3	9	20
Financial liabilities					
i. Borrowings	3	-	-	5	14
Deferred tax liabilities (net)	-	-	-	5	4
Provisions	4	4	3	-	1
Contract liabilities	40	-	-	-	-
Current liabilities	321	351	307	101	152
Financial liabilities					
i. Borrowings	56	100	47	0	20
ii. Trade payables	53	35	38	22	14
iii. Other financial liabilities	15	11	16	20	66
Current tax liabilities (net)	-	1	2	-	2
Provisions	3	2	2	3	5
Contract liabilities	192	201	201	51	24
Other current liabilities	2	2	1	5	23
Total equity and liabilities	958	915	857	613	674

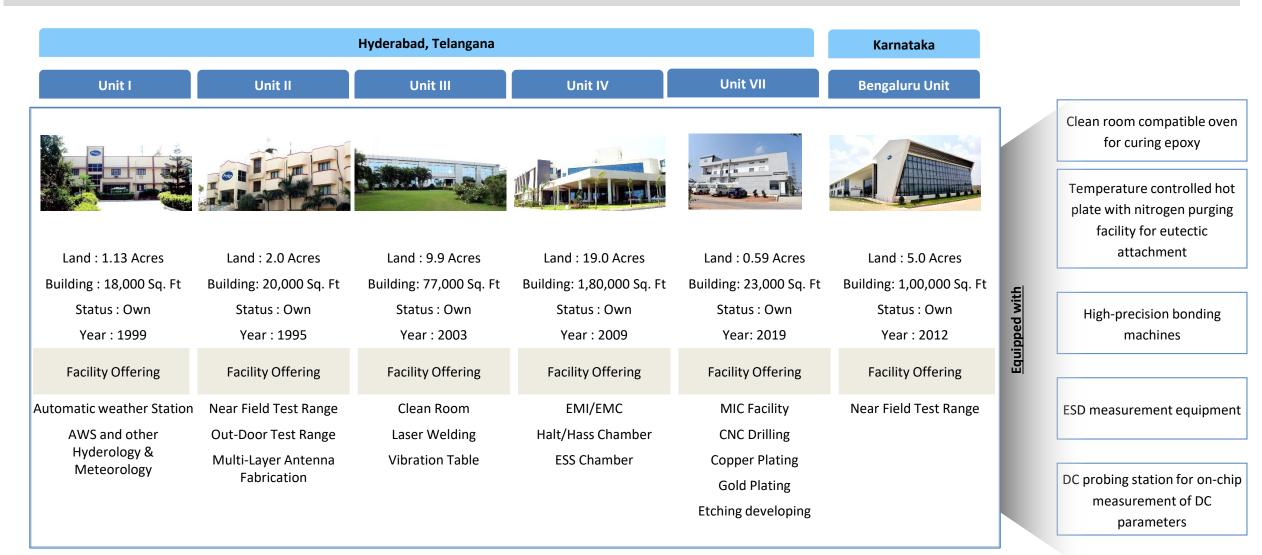
ASSETS (Rs. In Cr)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non-Current Assets	215	202	213	222	217
Property, plant and equipment	158	150	158	176	193
Capital WIP	0	0	12	2	1
Investment in Associates	2	2	-	-	-
Investments in joint ventures	20	20	16	16	
Investments in subsidiaries	15	13	8	8	6
Financial Assets					
i.Other Financial Assets	9	10	11	12	17
Deferred tax assets	6	2	0	-	-
Non Current Tax Assets	3	-	5	5	-
Other non-current assets	3	3	2	2	1
Current assets	743	714	644	391	457
Inventories	402	291	226	130	104
Financial assets					
i. Investments	-	14	13	20	126
ii. Trade receivables	202	254	247	190	188
iii. Cash and cash equivalents	21	14	7	7	21
iv. Bank balances other than (iii) above	49	24	43	18	8
Other financial assets	4	13	0	-	-
Current tax assets (net)	1	1	-	-	-
Other current assets	62	103	107	26	11
Total assets	958	915	857	613	674

Annexure

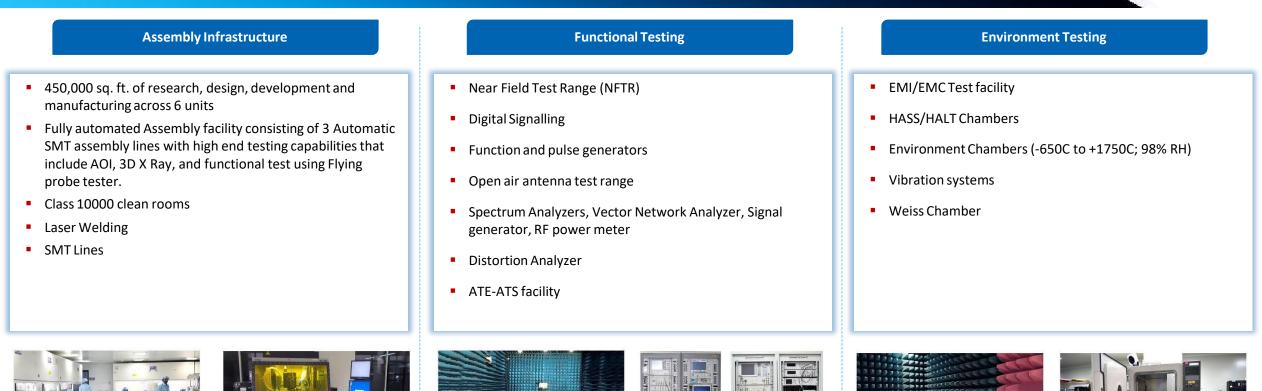


State of the Art Infrastructure...

Astra has advanced in-house facilities for lower turnaround time for product realization appreciated by domestic and foreign customers

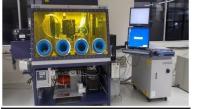


...for Assembly, Functional & Environment Testing

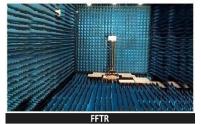
























Significant Entry Barriers



Awards & Accolades



Testimony of Consistent Performance



LAToT Ceremony for Coastal Surveillance Radar

Excellence in Innovation, Design Technology, R&D 2021



Counter-Drone System LAToT Handing over Ceremony

Award for Excellence in Aerospace Indigenisation-2021

ELCINA EFY Award for Business Excellence

Guided by Eminent Board of Directors

Astra Microwave Products Ltd



- Former Secretary, Defence R&D and Director General, DRDO
- Eminent scientist in the field of missiles and has been a pioneer in Strapdown Inertial navigation & Guidance
- Instrumental in development of several critical technologies in the field of radars, simulation, propulsion, control and System engineering

Dr. Avnish Chander Chairman & Independent Director



- Graduate in Science and Mathematics and Fellow Chartered Accountant.
- Worked in private sector industry and gained over 33 years of experience in accounting, finance, taxation, secretarial etc.

Mr. S. Gurunatha Reddy Managing Director



- Graduate in Engineering (Electronics) and a Postgraduate in Business Administration.
- 28 years of experience in handling Marketing and Business operations in the domain of Defense, Space and Telecom segment in India and Overseas Market

Mr. M. V. Reddy Joint Managing Director



- Associated with the Defence Electronics Laboratory, Hyderabad, as a scientist for over 20 years before co-founding Astra Microwave
- An MSc (Physics) from Mysore University and an MTech (Advanced Electronics) from JNTU, Hyderabad.





Mr. Atim Kabra

- Founder and Managing Director of Frontline Strategy Funds Pte. Ltd., a Singapore registered & licenced VCFM
- Over 25 years of well rounded "equities exposure" including Portfolio Management, Equity Sales and Equity Research with global institutions like ABN AMRO Bank, ANZ Grindlays Bank
- 38 years of experience in governance and have held senior positions in decision making capacities in practically all sectors
 the developmental, agricultural, social, industrial, infrastructural, transportation, economic and regulatory.
- Joined Government in 1975, after standing first in the combined merit list for IFS/IAS, and opting to serve in the IAS.

Ms. Kiran Dhingra Independent Director



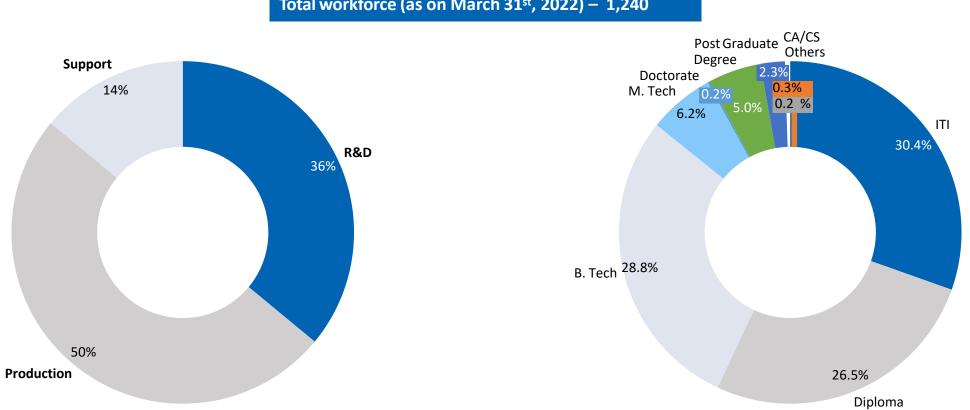
 Served as CMD of Bharat Electronics Limited country's largest enterprise in professional and defence electronics, where he was responsible for redefining the company vision for aggressive growth, achieving all time high sales turnover, profitability and a robust order-book.

Mr. S. K. Sharma

Mr. PA Chitrakar Non-Executive Director

Our Intellectual Capital

Astra has a highly experienced workforce (including 401 technocrats of which two are Doctorates) which keeps the company on forefront of technology. Its employees are continuously trained through in-house workshops and external programs



Total workforce (as on March 31st, 2022) – 1,240

Our Subsidiaries & JV

Subsidiaries

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	AM		
Astra I	Microwave	Products I	.td.

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	Overview
BE Bhavyabhanu Electronics Pvt. Ltd.	 BEPL is a fully owned subsidiary of Astra Microwave Established with State-of-the-Art manufacturing & test facilities to meet Global Standards. This combined with experienced man power & stabilized processes ensure that the needs of various Industry Segments can be met easily. A dependable player with excellent technological capabilities and a long-term commitment to the defense, aerospace, medical and industria electronics industry Products are known for ruggedness and reliability and conform to the latest quality standards. BEPL can handle both high-mix, low/medium volume products as well as high volume production for our customers.
Accies Semiconductors Pte. Ltd.	 A fabless MMIC Design House, based in Singapore. Aelius Semiconductors develops GaAs and GaN MMIC products based on a robust and reliable design philosophy. These designs are fabricated at leading foundries across the world. The products are tested and packaged as per customer's requirement utilizing state-of-the-art facilities Aelius's unique and wide range of MMIC products are focused primarily on the Defense and Space industries, with competitive time lines and prices. We offer the flexibility to custom-package our products to customer's chosen configuration of die, package, or module.
Astra Rafael Comsys Pvt. Ltd.	 Astra Microwave Products Ltd and M/s RAFAEL ADVANCED DEFENSE SYSTEMS LTD., Israel (RAFAEL) came together to form a Joint Venture Company called Astra Rafael Comsys Private Ltd. (ARC) in Aug-19 Focuses on indigenous technology and Atma Nirbhar Bharat programs Engages in carrying out production, integration, customization, marketing, sale, life cycle support and additional activities as required in the fields of Tactical Radio Communication systems, Electronic Warfare Systems and Signal Intelligence Systems.

CSR



Thank You

For more information please contact:



Astra Microwave Products Limited CIN No: L293091G1991PLC013203 Mr. T. Anjaneyulu, GM – Company Secretary Email id: <u>secretarial@astramwp.com</u>

$SGA \overset{\rm Strategic \ Growth \ Advisors}{}$

Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Shikha Puri / Dharmik Kansara Email id: <u>shikha.puri@sgapl.net</u> / <u>dharmik.k@sgapl.net</u> Tel No: +91 9819282743 / +91 72081 79323