



# ASM TECHNOLOGIES LIMITED

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CIN : L85110KA1992PLC013421 GST No. : 29AABCA4362P1Z9

Date: 17<sup>th</sup> January 2022

**To,**  
**BSE Limited**  
Department of Corporate Services  
Phiroze Jeejeebhoy Towers,  
25th Floor, Dalal Street,  
Mumbai - 400 001

Dear Sir/Madam,

**Sub: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are hereby enclosing Investors' Presentation for the January 2022.

The above said presentation is also made available on the Company's website [www.asmltd.com](http://www.asmltd.com)

Kindly, take the same on record of your esteemed Exchange.

Thanking you,

Sincerely,

**For ASM Technologies Limited**

Vanishree Kulkarni  
Company Secretary



**ASM**  
TECHNOLOGIES®

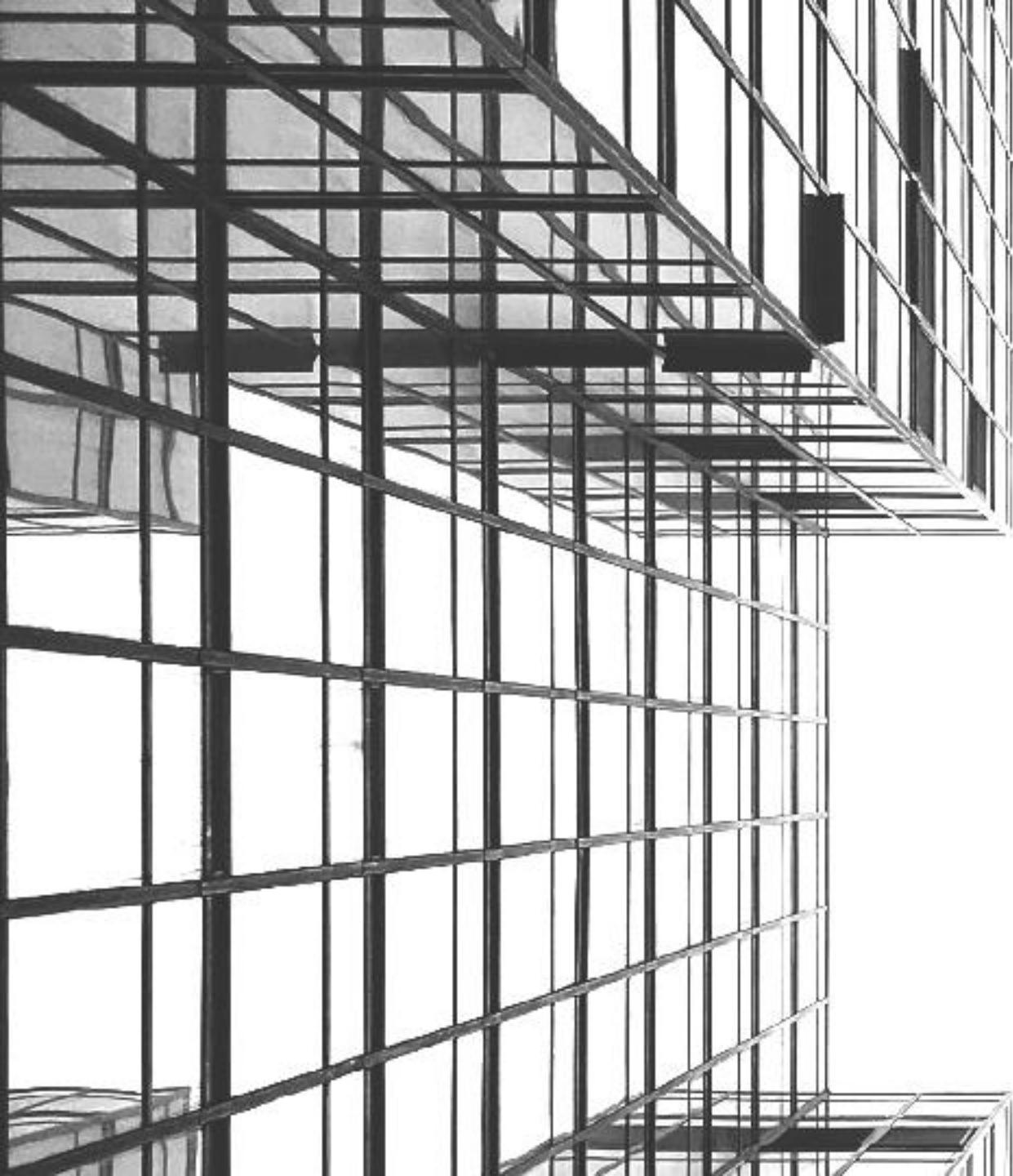
engineering innovation

# INVESTOR PRESENTATION

Jan 2022

[investors@asmltd.com](mailto:investors@asmltd.com)





**ASM OVERVIEW**

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# ■ Safe Harbor

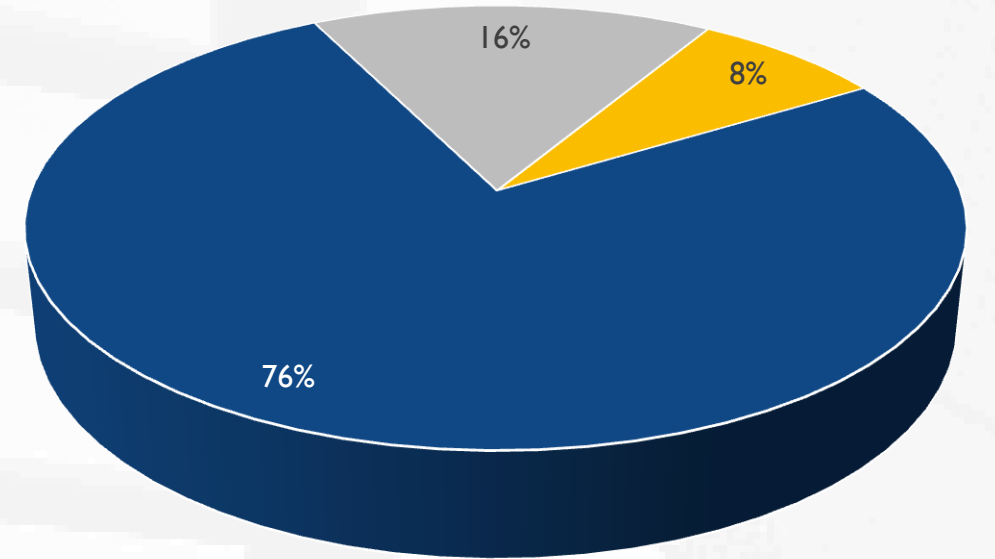
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Certain matters discussed in this presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward looking statements. Such forward looking statements are not guarantees for future performance and or subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict.

These risks and uncertainties include but are not limited to, performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, withdrawal of governmental fiscal incentives, the company's market preferences and its exposure to market risks, as well as other risks.

# About Us Who are We

ASM along with its subsidiaries has been providing world class consulting and product development services in the areas of Engineering Services and Product R&D with successful Offshore Development & Support Centers in India and Overseas for its global clientele



01 Engineering Services FY21: Sales – INR 1,050.74 Mn

02 Product R&D FY21 : Sales – INR 228.20 Mn

03 Design-led Manufacturing FY21: Sales – INR 94.94 Mn

■ Engineering Service ■ Product R&D ■ Design-led Manufacturing

# Scripting a Journey of Growth

2021- Bonus Issue to shareholder

2020- Won CII industrial innovation award 2020 for SmartFix 4.0 “top 25 Innovative companies”

2020- Acquisition of Semcon India Private Limited

2019- SmartFix4.0, The Next Revolution In Digital Manufacturing

2018- Expanded in Japan and U.K

2018- Acquired Forms and Gears, a leader in workholding and manufacturing engineering

# ■ Geographical Presence



You can find us at: [www.asmltd.com](http://www.asmltd.com)

# Our Strategy

Zero in on opportunities in key Industries & verticals

Acquire New Logos

Retain skilled employees, Attract and develop talent

Strategic acquisitions of companies in Niche segment and market

Continuous focused towards Investment in Emerging Technologies e.g. digital tech

Expand Footprint and client base with core capabilities

Semiconductor Equipment, Medical Devices, Hi –Tech, Automotive, Telco – remain key growth verticals

Engineering Solutions to reduce PLC and time to market, increasing yields and throughputs



# ■ Key Industries Serviced



SEMICONDUCTOR  
& ELECTRONIC  
EQUIPMENT

PRODUCT R&D -HI-  
TECH

AUTOMOTIVE

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# Key Management Pillars



**Mr. M. R. Vikram**  
Chairman

A Chartered Accountant (ICAI) with 41 yrs. of experience Audit & Assurance Services, Banking and is an expert on Finance and Regulatory issues

**Few Current Board Positions:**

Facebook India Online Services Pvt Ltd  
GVPR Engineering Ltd  
GTN Industries Ltd  
Chettinad Cement Corporation Ltd



**Mr. Rabindra Srikantan**  
Managing Director

MS in Computer Engineering and Computer Science-University of Louisiana, USA with over 20 years of building successful business ventures

**Current Board Positions:**

President – ASM Digital Technologies, USA  
Director – ASM Digital Technologies, Singapore  
President – ESR Associates Inc, USA



**Mr. M Lakshminarayan**  
Director

M-Tech from Indian Institute of Technology, Mumbai with 30 years in leading automotive OEM's

**Few Current Board Positions:**

WABCO India Ltd  
TVS Electronics Ltd  
Kirloskar Oil Engine Ltd  
Suprajit Engineering Ltd  
Brose India Automotive Systems Pvt Ltd

# Key Management Pillars



**Mr. Shekar Viswanathan**  
Independent director

A Chartered Accountant (ICAI) with 38 financial services and project finance experience

**Current Board Positions:**

L&T – MHPS Boilers Pvt Ltd  
L&T – MHPS Turbine Generators Pvt Ltd  
Re-connect Energy Solutions Ltd



**Mr. Ramesh Radhakrishna**  
Director

B.E. from the Indian Institute of Technology (IIT), Chennai, India and an M.E. in Systems Engineering University of Virginia, Charlottesville, USA with 20 years of operational and business experience in the high technology industry

**Current Board Positions:**

Artiman Capital India



**Ms. Preeti Rabindra**  
Director

Masters in Commerce – University of Delhi  
Ms Preeti Rabindra is involved in all the CSR activities of the company

**Current Board Positions:**

Designated partner at IDS Systems LLP

# ■ ASM Ventures Key Strategic Investments



You can find us at: [www.asmltd.com](http://www.asmltd.com)

# Affiliate Program



**CENTRE FOR NANO SCIENCE AND ENGINEERING (CeNSE)**

Indian Institute of Science



ASM Technologies Limited collaborates with CeNSE, IISc and aims to jointly focus on innovation in areas of micro-electromechanical system (MEMS)

Salient highlights of the program such are :

- ❖ Joint Research & Development (R & D)
- ❖ CeNSE Facilities utilization
- ❖ Interactions with the faculty and student community at CeNSE
- ❖ Training ASM team on Semiconductor processes, technology and systems from CeNSE reputed faculties/professors



# CSR Activities –Past and Current



Go Sports Foundation – Rahul Dravid Athlete Mentorship Programme



Dr R.P Shenoy award for excellence in Science –  
Kendriya Vidyalaya, DRDO

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## Dr. S Srikantan Memorial Award – SUSIEC, IETE



Dr. K. Sivan ( Chairman, ISRO, Secretary Dept. of Space, Govt of India)



Padmashri. Dr. Myswamy Annadurai (Former Director, ISRO Satellite Centre, Bangalore)

# CSR Activities



Sri Sathya Sai Sarla Memorial Hospital



High Quality Medical Care for the Rural Poor



Agastya International Foundation to transform and stimulate the reasoning of underprivileged kids and educators



Annapoorna Breakfast Programme – Sri Sathya Sai Annapoorna Trust





# ■ Notable Key Highlights

## **FY21**

- Partnered with Netherlands-based EclecticIQ for new Cybersecurity Managed Services offering.
- Partnered with Lavelle Networks Inc. for exclusive Centre of Excellence (CoE)

## **FY20**

- Forms & Gears wins CII Industrial Innovation Award 2020 for its pioneering SmartFix4.0 solution
- Announced acquisition of Semcon's India delivery centre.

## **FY19**

- ASM Ventures

## **FY18**

- Acquired 70% stake in Chennai based RV Forms & Gears, LLP
- Invested in BARO Vehicles







# Broad Information Technology (I.T) Macros

# Indian Technology Overview: FY20-2021

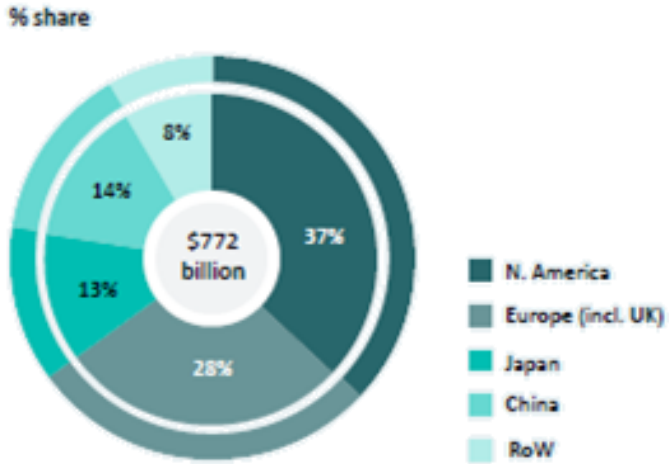
**FY2021E: All sectors, except ER&D, record positive growth**

\$ billion, % growth



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ER&D spend in US, Japan and Europe decreased in 2020



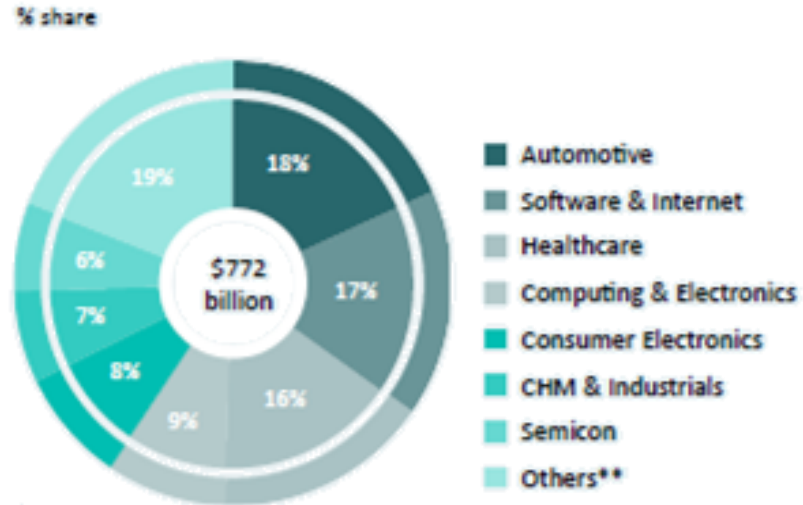
Global ER&D firms adopt cost rationalization to beat pandemic impact



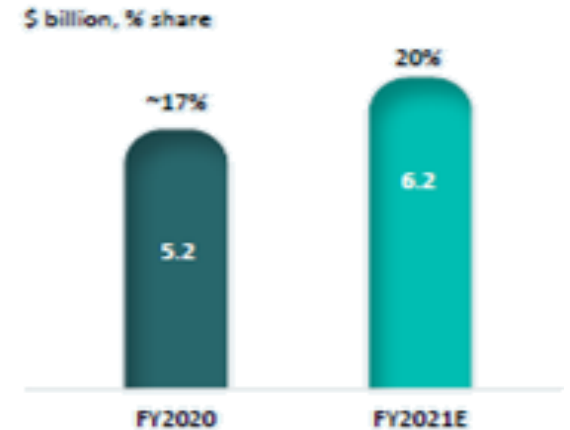
ER&D<sup>#</sup> to see flat growth in FY2021



Global sourcing seeing impact of higher insourcing & carve-outs



Digital engineering: More relevant today as firms rapidly digitize at scale



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## AUTOMOTIVE

- Plaformization, Data monetization
- Electrification (BEVs, EVs)
- Autonomous Vehicles

## Digital Technologies

- Cloud Engineering
- AI/ML, Big Data Analytics
- IoT, Edge Computing



## AEROSPACE

- Contactless solutions, Supply chain
- MRO – Aircraft storage services, out of storage checks, return-to-service

- Digital Twin/Digital Thread
- Data Integration Tools
- Remote inspections



## TELECOM

- Cloud Gaming
- SDN & NFV, SASE
- VPN, Network automation

- Edge Cloud
- 5G Networks
- Remote Diagnostics



## MEDICAL DEVICES

- Connected devices, Contactless
- Virtualized care, Robotic surgery
- Diagnostics & Surgical Training

- IoT, AR/VR
- Analytics
- AI/ML, NLP



## SEMICON

- AI chips, Memory chips
- Connected devices/vehicles, Datacenters
- • COVID-19 related medical devices

- 5G wireless
- AI/ML

# Way Forward

**SEMICONDUCTOR, Electronics  
SYSTEM, SUB SYSTEM,  
COMPONENT**

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**FOCUSING ON DESIGN LED  
MANUFACTURING**

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**GROW DIGITAL  
ENGINEERING BUSINESS**

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**STRATEGIC ACQUISITION**

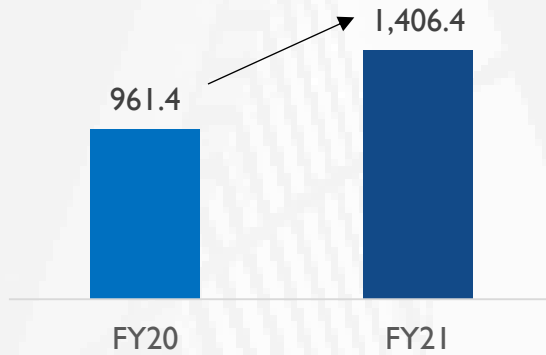
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# FINANCIALS CONSOLIDATED

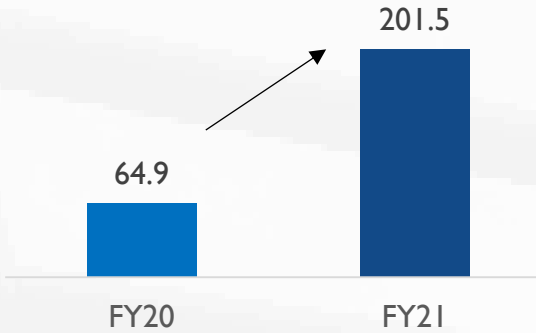


# HISTORICAL PERFORMANCE

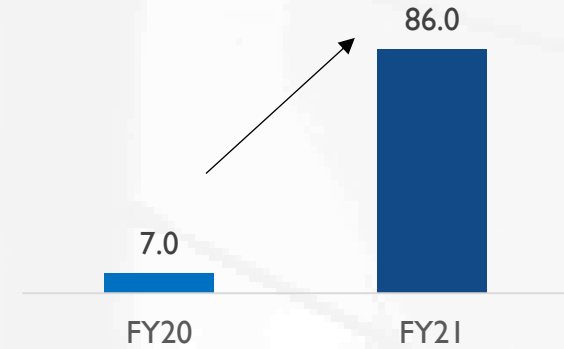
Total Sales (INR Mn)



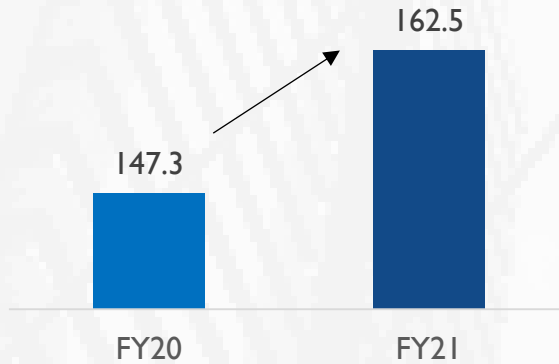
EBITDA (INR. Mn)



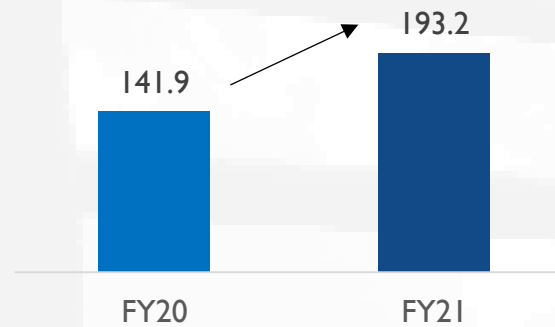
Profit After Tax (INR. Mn)



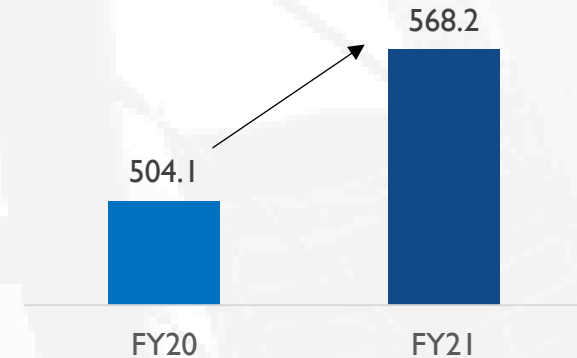
Net Block (INR. Mn)



Cash & Bank (INR. Mn)



Net Worth (INR. Mn)



# Quarterly Profit and Loss

Particular (INR. Mn)	Q1FY20	Q2FY20	Q3FY20	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22
<b>Income</b>										
Income from Operations	203.7	231.9	223.6	260.9	273.6	314.2	378.1	408.0	416.4	477.0
Other Income	4.2	4.1	12.6	20.4	13.5	1.9	10.2	7.0	5.0	3.5
<b>Total Income</b>	<b>207.9</b>	<b>236.0</b>	<b>236.2</b>	<b>281.3</b>	<b>287.0</b>	<b>316.1</b>	<b>388.3</b>	<b>415.0</b>	<b>421.4</b>	<b>480.5</b>
<b>Expenditure</b>										
Cost of Good Sold	5.8	10.5	11.3	1.3	-0.9	8.7	15.4	10.3	10.8	18.2
Employee Expenses	153.8	162.9	170.0	154.9	180.2	201.3	243.5	269.7	282.2	304.3
Financial Expenses	3.4	5.4	4.8	4.5	5.2	7.1	9.5	6.6	9.1	10.6
Depreciation/Amortization	7.1	7.4	8.1	6.8	9.7	7.4	8.6	10.1	8.3	10.9
Other Expenses	62.0	59.1	50.7	53.0	40.9	57.3	90.8	87.8	73.9	77.3
<b>Total Expenditure</b>	<b>232.1</b>	<b>245.3</b>	<b>244.9</b>	<b>220.5</b>	<b>235.1</b>	<b>281.7</b>	<b>367.7</b>	<b>384.4</b>	<b>384.4</b>	<b>421.4</b>
<b>Profit Before Taxes (PBT)</b>	<b>-24.2</b>	<b>-9.3</b>	<b>-8.7</b>	<b>60.8</b>	<b>51.9</b>	<b>34.4</b>	<b>20.6</b>	<b>30.6</b>	<b>37.0</b>	<b>59.2</b>
<b>Tax Expense</b>										
Current Tax	0.0	0.1	0.7	5.1	14.4	11.7	8.8	19.5	16.8	26.9
Deferred Tax/(credit)	-2.0	-1.6	-0.4	9.8	0.5	0.2	0.1	-3.7	-9.3	-8.4
<b>Total Taxes</b>	<b>-2.0</b>	<b>-1.5</b>	<b>0.3</b>	<b>14.9</b>	<b>14.9</b>	<b>11.9</b>	<b>8.9</b>	<b>15.8</b>	<b>7.5</b>	<b>18.5</b>
<b>Profit After Taxes (PAT)</b>	<b>-22.2</b>	<b>-7.8</b>	<b>-9.0</b>	<b>46.0</b>	<b>37.1</b>	<b>22.5</b>	<b>11.7</b>	<b>14.8</b>	<b>29.5</b>	<b>40.7</b>



# Historical Profit and Loss

Particular (INR. Mn)	FY17	FY18	FY19	FY20	FY21
<b>Income</b>					
Income from Operations	814.3	826.3	880.3	920.1	1,373.9
Other Income	11.5	19.4	54.5	41.3	32.5
<b>Total Income</b>	<b>825.9</b>	<b>845.7</b>	<b>934.8</b>	<b>961.4</b>	<b>1,406.4</b>
<b>Expenditure</b>					
Cost of Good Sold	-	-	53.7	28.8	33.5
Employee Expenses	562.4	566.0	573.1	641.6	894.7
Financial Expenses	11.6	2.3	7.2	16.9	28.3
Depreciation/Amortization	17.4	13.6	12.1	29.5	35.7
Other Expenses	190.1	236.1	198.8	226.0	276.7
<b>Total Expenditure</b>	<b>781.5</b>	<b>817.9</b>	<b>844.9</b>	<b>942.8</b>	<b>1,268.9</b>
<b>Profit Before Taxes (PBT)</b>	<b>44.4</b>	<b>27.7</b>	<b>89.8</b>	<b>18.6</b>	<b>137.5</b>
<b>Tax Expense</b>					
Current Tax	35.9	27.3	16.4	5.8	54.4
Deferred Tax/(credit)	(4.9)	8.0	3.4	5.9	(3.0)
<b>Total Taxes</b>	<b>31.0</b>	<b>35.3</b>	<b>19.8</b>	<b>11.7</b>	<b>51.5</b>
<b>Profit After Taxes (PAT)</b>	<b>13.4</b>	<b>(7.6)</b>	<b>70.1</b>	<b>7.0</b>	<b>86.0</b>

# Historical Balance Sheet

Particulars (INR. Mn)	FY17	FY18	FY19	FY20	FY21
<b>Fixed Assets</b>					
Property, Plant and Equipment	75.7	81.6	90.4	158.3	207.9
Intangible Assets	7.5	13.7	59.2	60.4	61.2
Less: Depreciation	15.4	26.8	36.4	63.3	85.0
Less: Amortisation	1.5	2.9	5.2	7.7	21.7
<b>Net Block</b>	<b>66.4</b>	<b>65.6</b>	<b>108.0</b>	<b>147.3</b>	<b>162.5</b>
<b>Capital work in progress</b>	<b>0.0</b>	<b>0.0</b>	<b>0.0</b>	<b>3.4</b>	<b>12.2</b>
<b>Total Non Current Assets</b>	<b>164.8</b>	<b>201.1</b>	<b>264.1</b>	<b>363.4</b>	<b>362.5</b>
<b>Current Assets, Loans &amp; Advances</b>					
Inventories	0.0	0.0	24.9	37.8	59.6
Investments - FMP	147.0	220.7	154.8	75.2	91.2
Sundry Debtors	106.6	195.1	269.9	211.7	301.3
Cash and Bank	71.1	17.5	104.5	66.7	102.0
Others	119.6	52.3	40.6	77.5	240.4
<b>Total Current Assets</b>	<b>444.3</b>	<b>485.6</b>	<b>594.7</b>	<b>468.7</b>	<b>794.5</b>
<b>Current Liabilities</b>					
Borrowings	7.5	76.7	145.4	151.0	213.8
Trade payables	4.9	38.0	85.5	36.0	110.7
Others	32.5	37.4	94.8	59.0	109.7
<b>Total Current Liabilities</b>	<b>50.1</b>	<b>159.4</b>	<b>333.4</b>	<b>262.7</b>	<b>460.2</b>
<b>Total Assets</b>	<b>559.0</b>	<b>527.3</b>	<b>525.5</b>	<b>569.5</b>	<b>696.8</b>

Particulars (INR. Mn)	FY17	FY18	FY19	FY20	FY21
<b>Liabilities &amp; Provisions</b>					
Secured Loans	0.0	1.7	0.5	48.0	77.9
Provisions	26.0	27.1	1.5	2.6	13.1
Deferred Tax	-	-	-	-	-
Other current liabilities	-	-	-	11.3	33.3
<b>Total Liabilities &amp; Provisions</b>	<b>26.0</b>	<b>28.8</b>	<b>2.0</b>	<b>62.0</b>	<b>124.2</b>
Minority Interests	0.0	0.0	8.9	3.5	4.3
<b>Share Capital</b>					
Equity Share Capital	50.0	50.0	50.0	50.0	100.0
Preference Share Capital	-	-	-	-	-
<b>Total Share Capital</b>	<b>50.0</b>	<b>50.0</b>	<b>50.0</b>	<b>50.0</b>	<b>100.0</b>
<b>Reserves &amp; Surplus</b>					
General Reserves	110.0	110.0	110.0	110.0	93.0
Securities Premium Account	33.0	33.0	33.0	33.0	0.0
Capital Redemption reserves	0.3	0.3	0.3	0.3	3.1
Fx Translation reserves	(35.6)	(33.0)	(53.9)	(56.2)	(45.9)
Others	-	0.7	1.5	(1.1)	(3.1)
Profit & Loss Account	375.3	337.5	373.7	368.1	421.1
<b>Total Reserves &amp; Surplus</b>	<b>483.0</b>	<b>448.5</b>	<b>464.6</b>	<b>454.1</b>	<b>468.2</b>
<b>Total Liabilities &amp; Equity</b>	<b>559.0</b>	<b>527.3</b>	<b>525.5</b>	<b>569.5</b>	<b>696.8</b>

# Key Ratios

	FY17	FY18	FY19	FY20	FY21
<b>Profitability Ratios</b>					
Gross Profit Margins	30.9	31.5	28.8	27.1	32.4
EBITDA Margins	8.9	5.2	11.7	6.8	14.3
EBIT Margins	6.9	3.6	11.0	3.9	12.1
EBT Margins/Pre-Tax Margins	5.5	3.4	10.2	2.0	10.0
Net Profit Margin	1.6	(.9)	8.0	.8	6.3
<b>Return on Investment Ratios</b>					
Return on Assets (ROA)	2.4	(1.4)	13.3	1.2	12.3
Return on Invested Capital (RoIC)	5.2	(2.4)	18.5	2.3	15.4
Return on Stockholder's Equity (ROE)	2.5	-1.5	13.6	1.4	15.1
<b>Activity Ratios</b>					
Debtors Days	48	86	112	84	80
Working Capital Turnover	2.1	2.5	3.4	4.5	4.1
Fixed Asset Turnover	9.8	8.7	5.9	4.2	5.1
Total asset Turnover	1.5	1.6	1.7	1.6	2.0
<b>Liquidity Ratios</b>					
Current Ratio	8.9	3.0	1.8	1.8	1.7
Quick Ratio	8.9	3.0	1.7	1.6	1.6
Debtors to Creditors %	2157%	513%	316%	588%	272%
<b>Debt Ratios</b>					
Debt-to-Assets Ratio	.01	.15	.28	.35	.42
Debt-to-Equity Ratio	.01	.16	.28	.39	.51
Financial Leverage Ratio	1.0	1.1	1.0	1.1	1.2
<b>Du-pont Analysis</b>					
	<b>2.5</b>	<b>-1.5</b>	<b>13.6</b>	<b>1.4</b>	<b>15.1</b>
Net Profit Margin	1.6	(.9)	8.0	.8	6.3
Total Asset Turnover	1.5	1.6	1.7	1.6	2.0
Financial Leverage	1.0	1.1	1.0	1.1	1.2
<b>ROIC Analysis</b>					
Book Value of Debt (ST +LT)	7.5	78.4	145.9	199.0	291.7
Book Value of Equity (TA-NCL)	533.0	498.5	523.5	507.5	572.5
Goodwill	0.0	0.0	0.0	0.0	0.7
Cash & Equivalent	(218.2)	(238.2)	(259.4)	(141.9)	(193.2)
<b>Book Value of Invested Capital</b>	<b>322.3</b>	<b>338.7</b>	<b>410.0</b>	<b>564.7</b>	<b>671.8</b>

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# Annexures

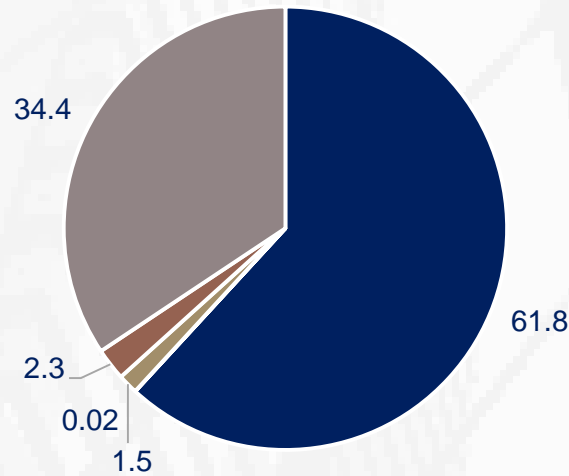
**M.Cap Full (INR Cr.)**  
**752.3**

**30<sup>th</sup> Sept 2021**  
**10 mn Shares**

**BSE CODE**  
**526433**

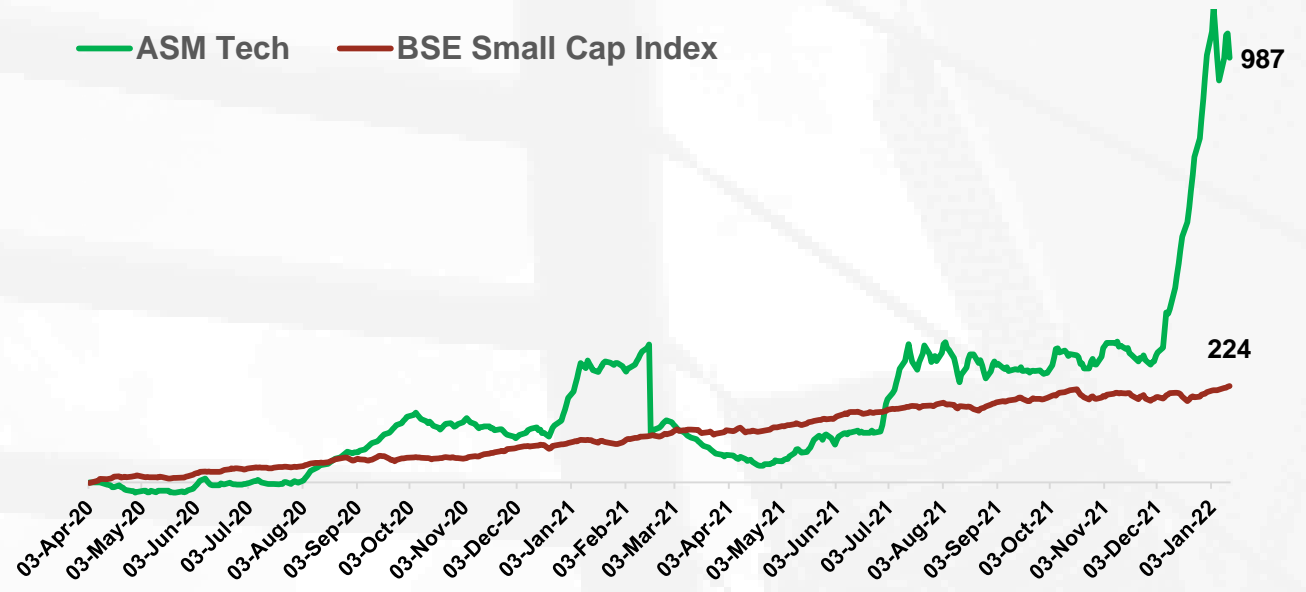
**BLOOMBERG CODE**  
**ASM IN**

Shareholding Pattern as on 30th Sept 2021



■ Promoters ■ Financial Institutions ■ Corp Bodies ■ IEPF ■ Retail

Relative Stock Price Returns vs BSE Small Cap Index



Source: BSE

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*Thank You!*

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Any questions?

You can find us at: [investors@asm ltd.com](mailto:investors@asm ltd.com)

