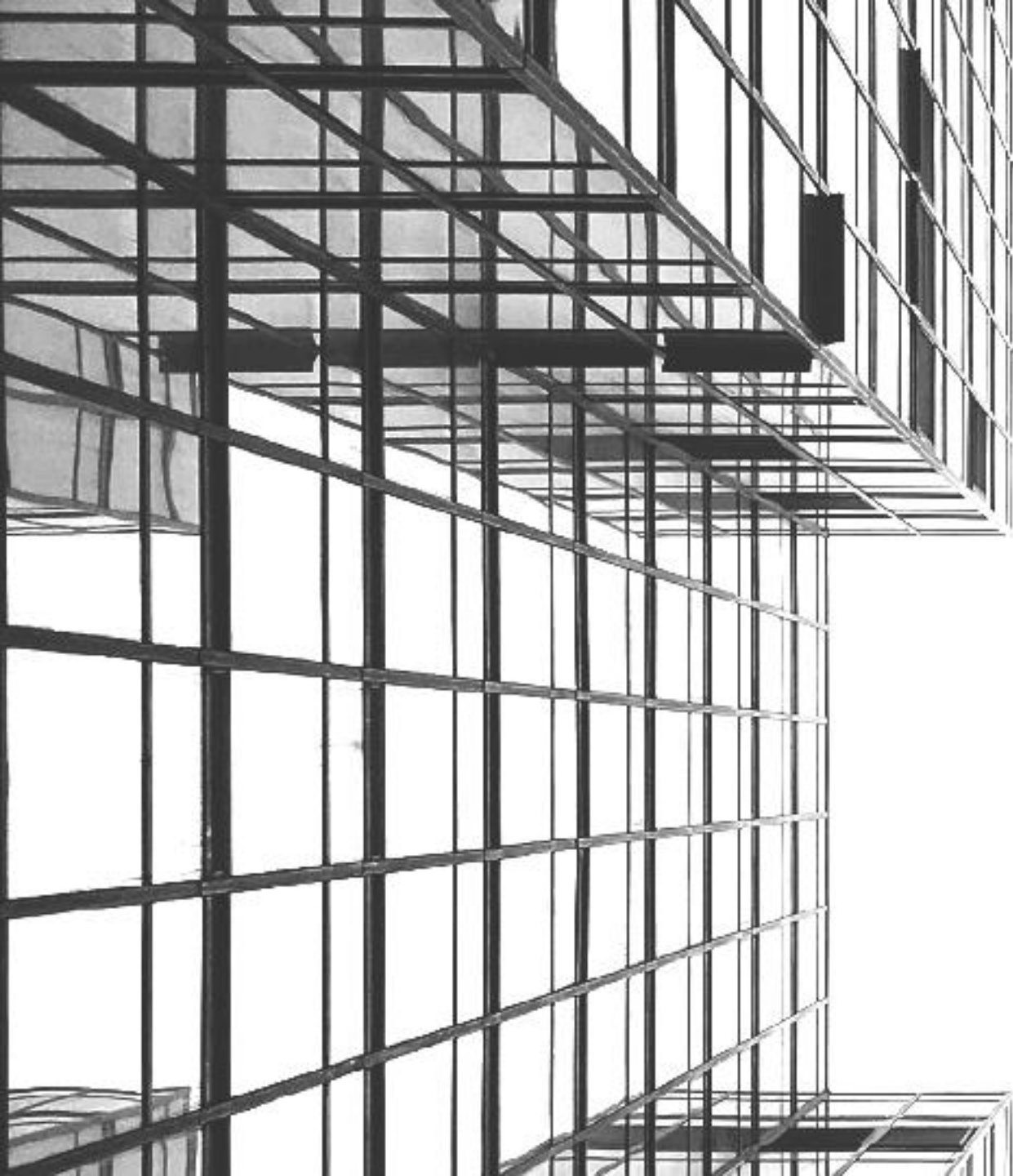




Q2FY23 QUARTERLY PRESENTATION

November 2022





QUARTERLY UPDATE

01

ABOUT THE COMPANY

02

KEY MANAGEMENT

03

ASM VENTURES

04

EXPANSION

05

OUR STRATEGY

06

THE WAY AHEAD : OUTLOOK

07

FINANCIAL OVERVIEW

08

ANNEXURES

09

■ Safe Harbor

This presentation has been prepared by ASM Technologies Ltd 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.

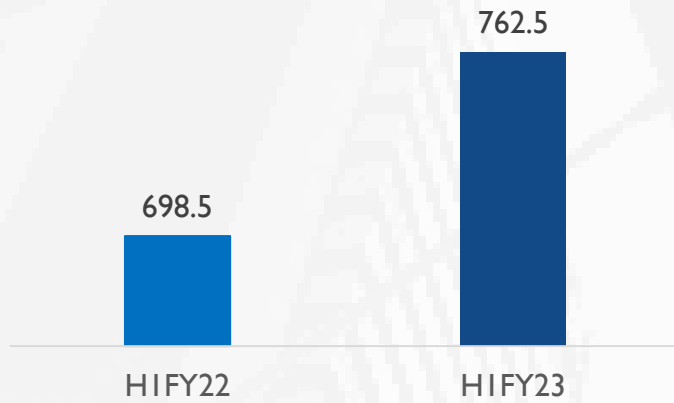
Certain matters discussed in this presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward looking statements are not guarantees for future performance and or subject to known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

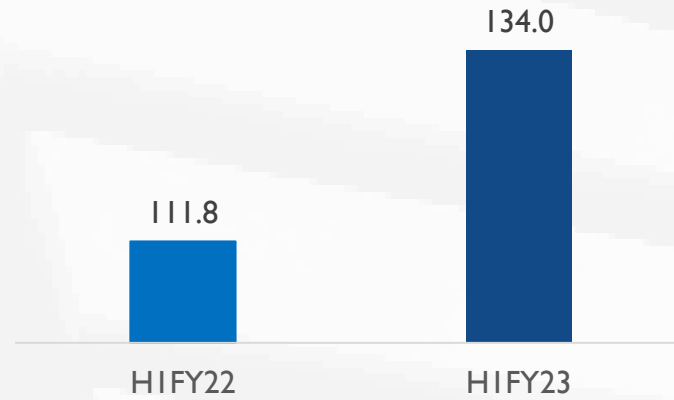
Half Yearly Highlights

Standalone

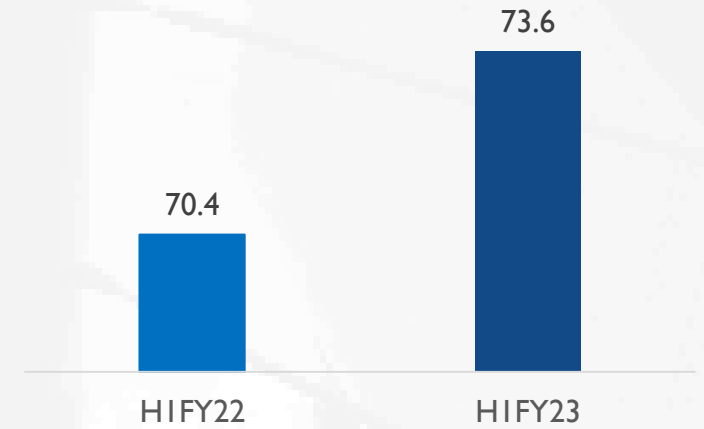
Total Revenue (In Rs. Mn.)



EBIDTA(In Rs. Mn.)

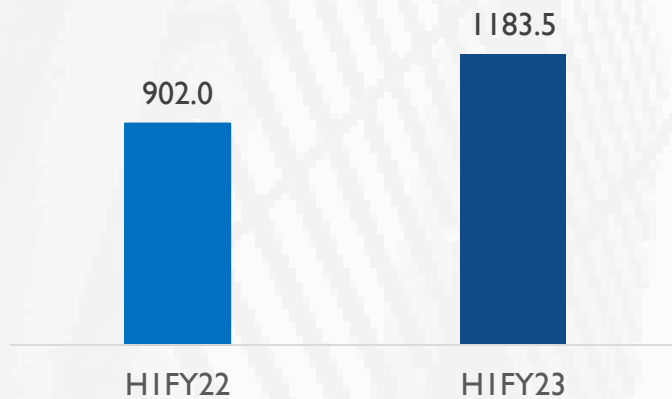


PAT (In Rs. Mn.)

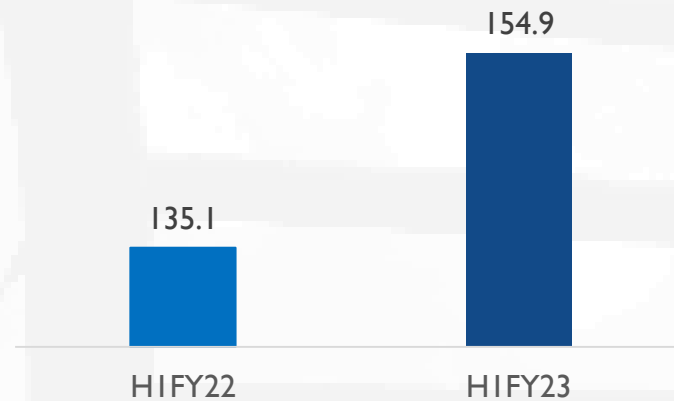


Consolidated

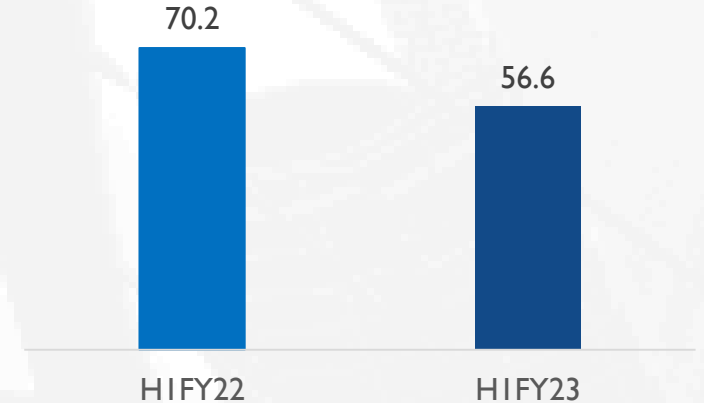
Total Revenue (In Rs. Mn.)



EBIDTA(In Rs. Mn.)



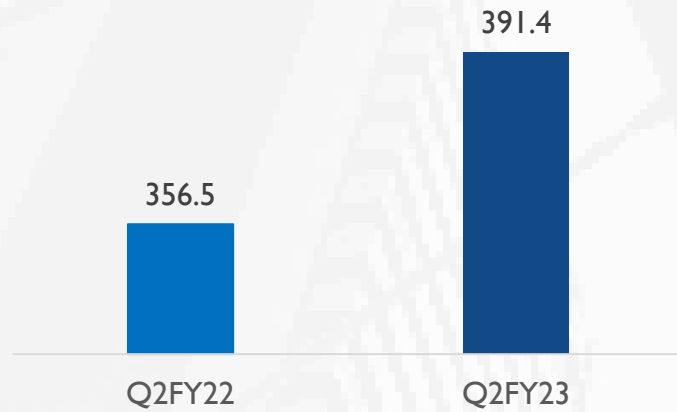
PAT (In Rs. Mn.)



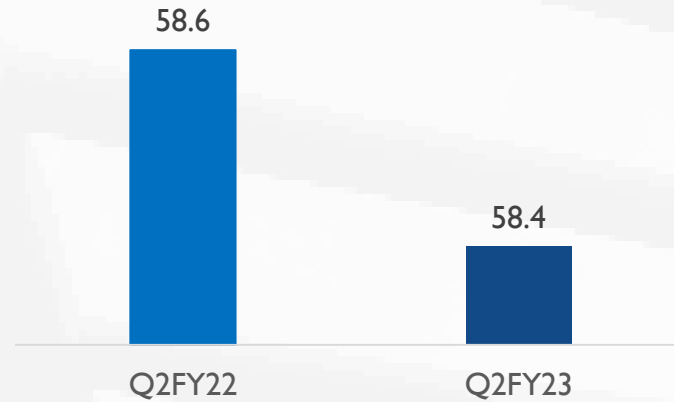
Quarterly Highlights

Standalone

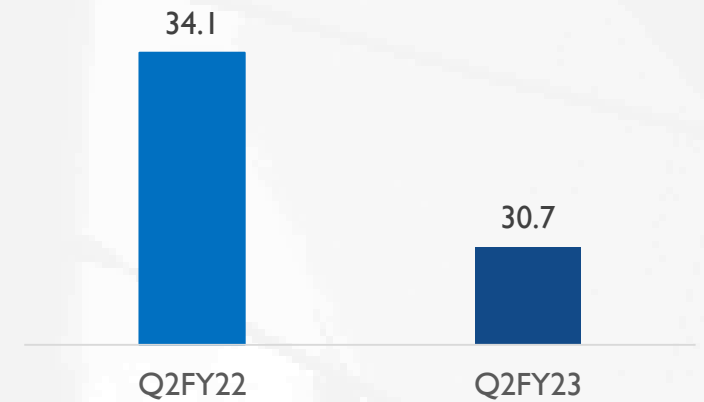
Total Revenue (In Rs. Mn.)



EBIDTA(In Rs. Mn.)

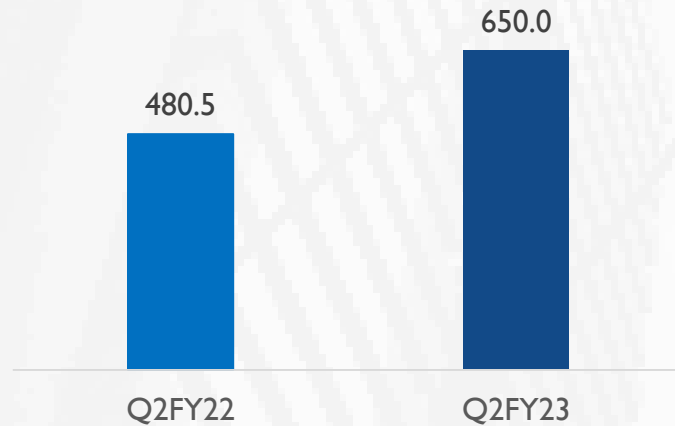


PAT (In Rs. Mn.)

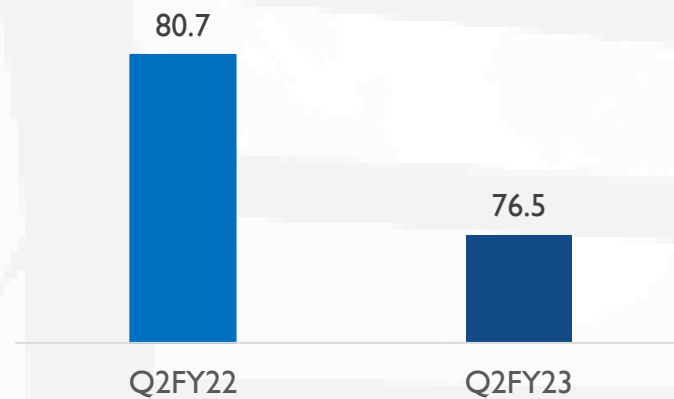


Consolidated

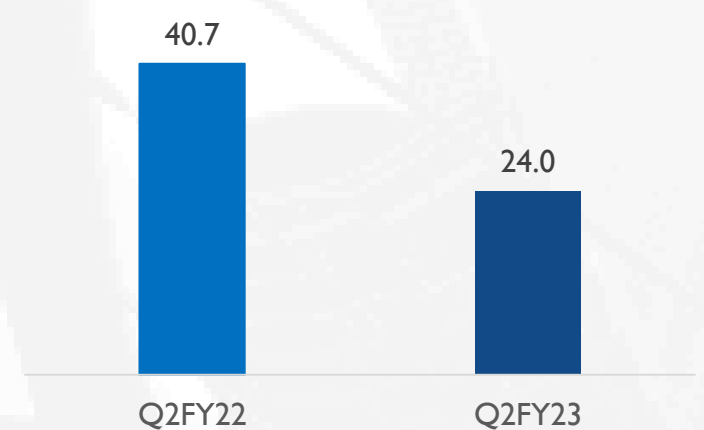
Total Revenue (In Rs. Mn.)



EBIDTA(In Rs. Mn.)



PAT (In Rs. Mn.)



Quarterly Snapshot

Standalone - Profit and Loss				
<i>Rs mn</i>		Q2FY23	Q2FY22	Q1FY23
Income				
	Income from Operations	376.1	350.5	344.4
	Other Income	15.3	6.0	26.8
	Total Income	391.4	356.5	371.1
	<i>% YoY grwth</i>	<i>0.1</i>	<i>24.5</i>	<i>8.5</i>
Expenditure				
	Employee Expenses	224.5	229.8	217.6
	Financial Expenses	7.9	8.1	7.4
	Depreciation	5.6	5.9	4.9
	Other Expenses	108.4	68.1	78.0
	Total Expenditure	346.5	311.9	307.9
	Profit Before Taxes (PBT)	44.9	44.6	63.3
	<i>% Margin</i>	<i>11.5</i>	<i>12.5</i>	<i>17.1</i>
Tax Expense				
	Current Tax	13.1	12.3	20.3
	Deferred Tax/(credit)	1.1	-1.8	0.2
	Total Taxes	14.2	10.5	20.4
	Profit After Taxes (PAT)	30.7	34.1	42.8
	<i>% Margin</i>	<i>7.8</i>	<i>9.6</i>	<i>11.5</i>

Consolidated - Profit and Loss				
<i>Rs mn</i>		Q2FY23	Q2FY22	Q1FY23
Income				
	Income from Operations	634.2	477.0	509.2
	Other Income	15.8	3.5	24.3
	Total Income	650.0	480.5	533.5
	<i>% YoY grwth</i>	<i>35.3</i>	<i>52.0</i>	<i>26.6</i>
Expenditure				
	Cost of Good Sold	151.7	18.2	47.2
	Employee Expenses	350.2	304.3	334.9
	Financial Expenses	16.5	10.6	14.0
	Depreciation	19.9	10.9	17.2
	Other Expenses	71.6	77.3	73.1
	Total Expenditure	609.9	421.4	486.3
	Share of net profit/loss of jointy controlled	0.8	-	0.3
	Profit Before Taxes (PBT)	39.2	59.2	46.9
	<i>% Margin</i>	<i>6.0</i>	<i>12.3</i>	<i>8.8</i>
Tax Expense				
	Current Tax	17.3	26.9	21.6
	Deferred Tax/(credit)	-2.1	-8.4	-7.3
	Total Taxes	15.3	18.5	14.3
	Profit After Taxes (PAT)	24.0	40.7	32.6
	<i>% Margin</i>	<i>3.7</i>	<i>8.5</i>	<i>6.1</i>

Recent Developments

CII Innoverge 2022

Our Managing Director Mr. Rabindra Srikantan, was an esteemed dignitary at CII India Innovation Summit INNOVERGE – Engineering Imagination . He provided an insightful session on Innovation and opportunities in ESDM Sector – Semiconductor, Solar, and Electronics. (25th-27th August 2022)



Source : [CII India Innovation Summit](https://www.cii.org.in/innovation-summit-2022)



Website Link : <https://www.asmltd.com/news-events/>

Recent Developments

CII Innoverge 2022

ASM Technologies participated in the CII India Innovation Summit INNOVERGE 2022 held on 25th to 27th August, 2022. ASM Technologies participated in the 2022 (25th-27th August 2022).



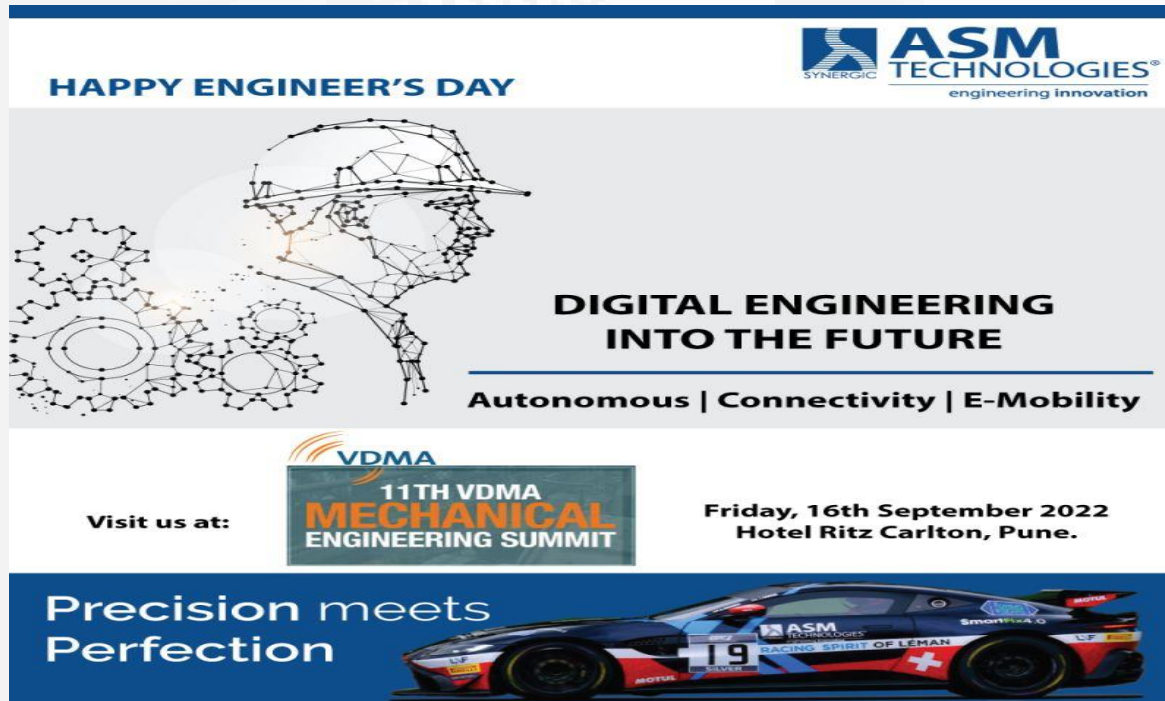
Source : [CII India Innovation Summit](#)

Website Link : <https://www.asmltd.com/news-events/>

Recent Developments

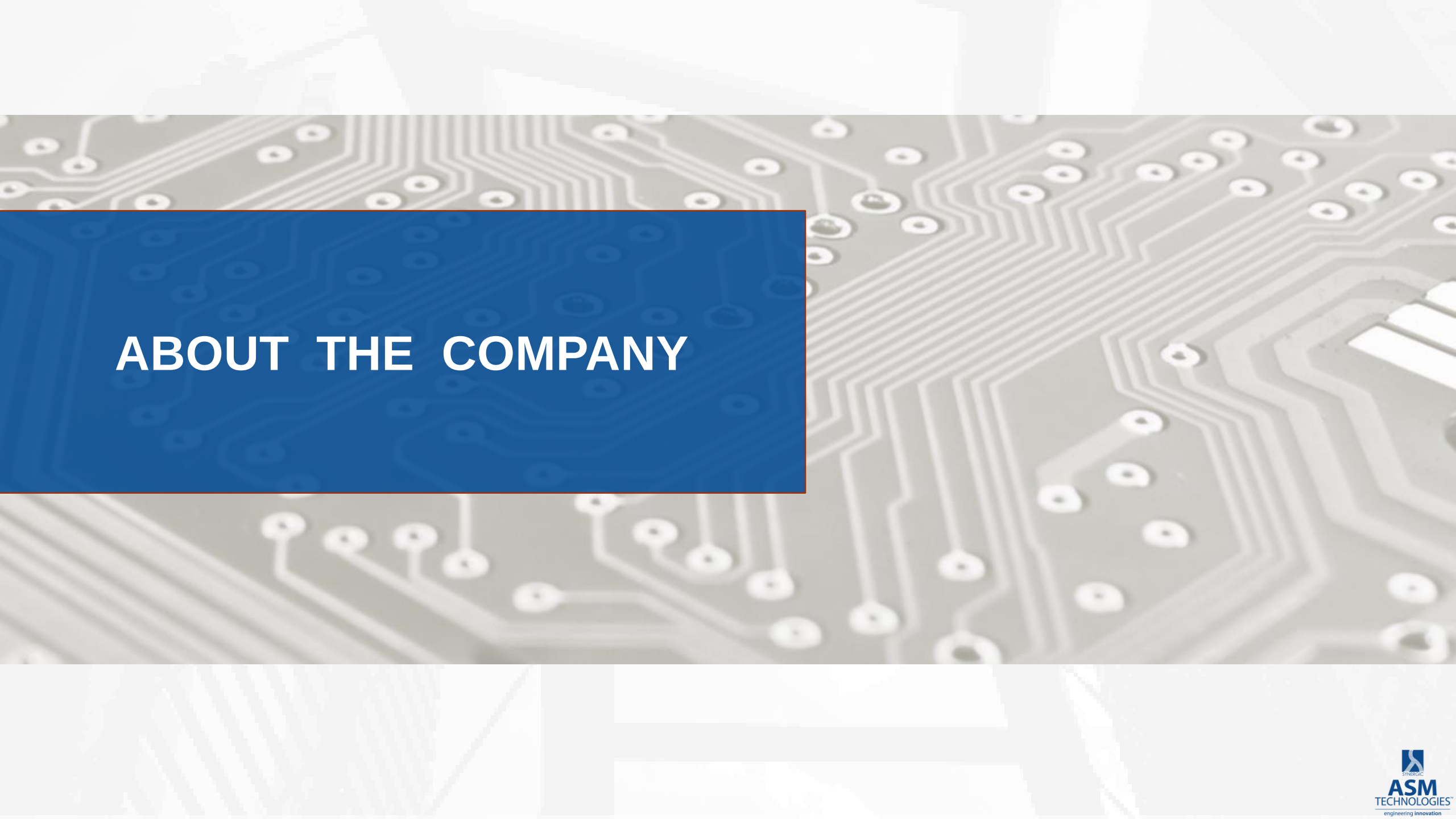
VDMA Mechanical Engineering Summit

ASM Technologies Ltd. Participated at 11TH VDMA Mechanical Engineering Summit. VDMA (Verband Deutscher Maschinen- und Anlagenbau – German Engineering Federation) acts as a "bridge-head" between German and Indian Industry. VDMA India is the only association of its kind focusing on Mechanical Engineering Industry and is active in various specialised sectors. (16th Sep,2022 – Ritz Carlton, Pune)



Source : [11TH VDMA Mechanical Engineering Summit](https://www.asmltd.com/news-events/)

Website Link : <https://www.asmltd.com/news-events/>

The background of the slide is a close-up, grayscale image of a printed circuit board (PCB). It features a complex network of white conductive traces and numerous circular solder pads. A semi-transparent blue rectangular box is positioned on the left side of the image, serving as a backdrop for the title text.

ABOUT THE COMPANY

About the Company

ASM Technologies incorporated in 1992.

Company specializes in the areas of **ER&D** with successful offshore development

Over **Three** decades of experience

Presence in pan India with **global presence** in USA, Singapore, UK, Canada, Mexico and Japan.

Support Centre's in India and overseas

ASM Ventures an arm of company, use to make strategic minority investments in early-stage technology-oriented companies in India and overseas

Consistent Dividend Paying Company

■ Key Industries Served



Hi-Tech/Semiconductor tools



Enterprise Storage & Networking



Transportation

■ Geographical Presence



Offices – 11
Development Centres- 3
Manufacturing facilities - 2

You can find us at: www.asmltd.com

■ 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 and others



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 Inc, USA
Director – ASM Digital Technologies Pte Ltd, 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:

ZF Commercial Vehicle Control Systems India Ltd
TVS Electronics Ltd
Kirloskar Oil Engine Ltd
Suprajit Engineering Ltd
Brose India Automotive Systems Pvt Ltd and others

■ Key Management Pillars



Mr. Shekar Viswanathan
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
Radhakrishnan
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 Pvt Ltd



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



Joint Venture : ASM- HHV Engineering

ASM-HHV

- ASM-HHV Engineering is a 50:50 joint venture between ASM Technologies and Hind High Vacuum (HHV Group)

EXPERTISE

- The company would provide services in designing and manufacturing semiconductor tools, sub-systems, systems components and providing field support



MANUFACTURING

- India's first state of art semiconductor focused equipment manufacturing facility.

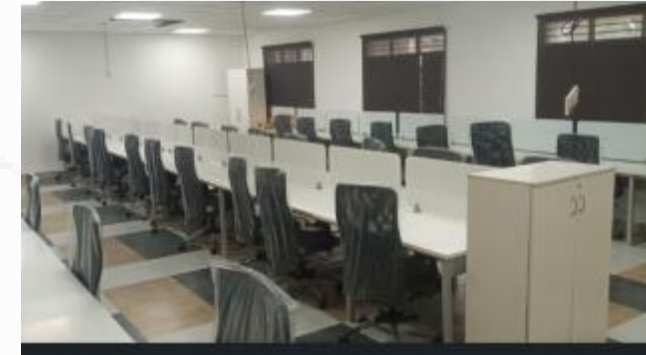
FACILITIES

- ISO 7& ISO 8 Clean rooms
- Lithography labs
- Extensive metrology testing facility
- Gas Management for Pyrophoric gases
- Powder coating and Painting booths

Expansion

Salem, Tamil Nadu

- The company has opened a new facility in Salem, Tamilnadu in collaboration with NextWealth Entrepreneurs Pvt Ltd



Whitefield, Bangalore

- ASM Digital Engineering Pvt Ltd, wholly owned subsidiary of ASM Technologies has a new facility expansion at Whitefield, Bangalore. It would help the company in scaling up in coming years



■ Our Strategy

Focus on opportunities in key Industries & verticals

Employee Retention

Strategic acquisitions of companies in Niche segment and market

Continuous focus towards Investment in Emerging Technologies e.g., digital tech

Expand Footprint and client base with core capabilities

Semiconductor Equipment, Hi –Tech, Automotive– remain key growth verticals

Engineering Solutions to reduce Product Life Cycle and time to market, increasing yields and throughputs

■ Way Forward

**SEMICONDUCTOR, ELECTRONIC
SYSTEM, SUB SYSTEM,
COMPONENT**

**FOCUSING ON DESIGN LED
MANUFACTURING**

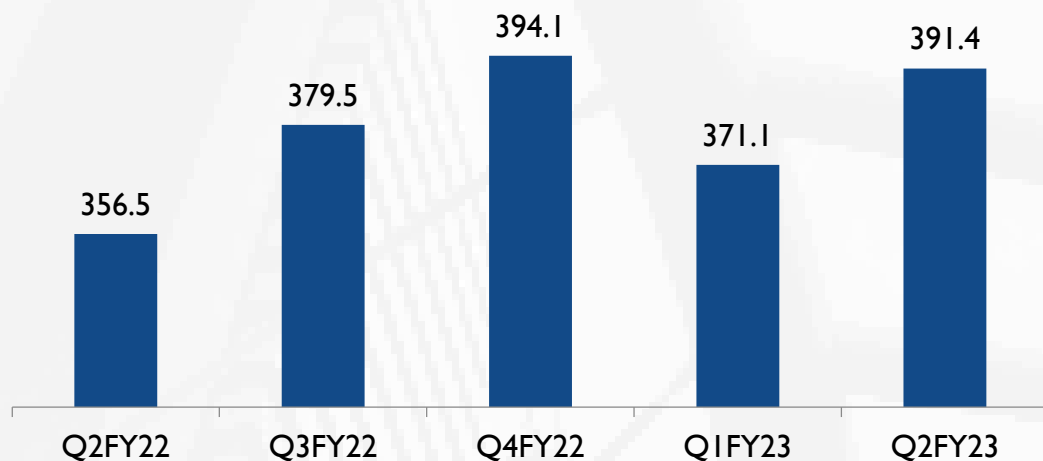
**GROW DIGITAL
ENGINEERING BUSINESS**

STRATEGIC ACQUISITION

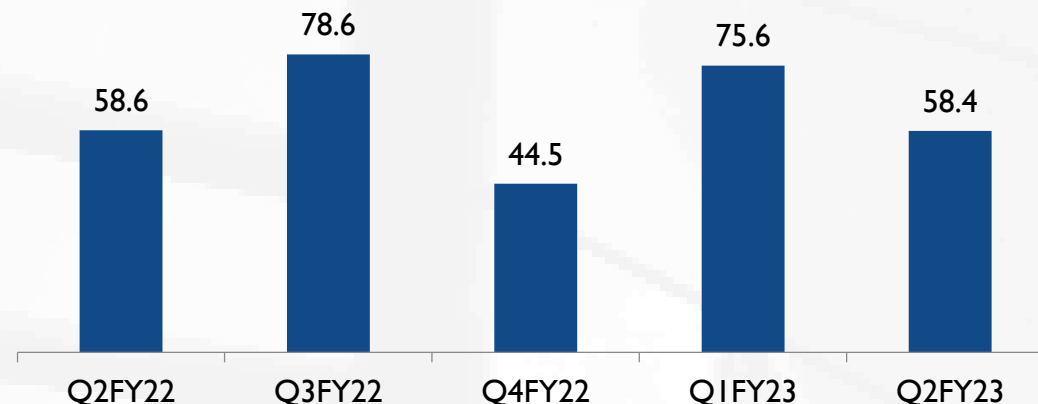
FINANCIALS HIGHLIGHTS

■ Standalone Financial Highlights

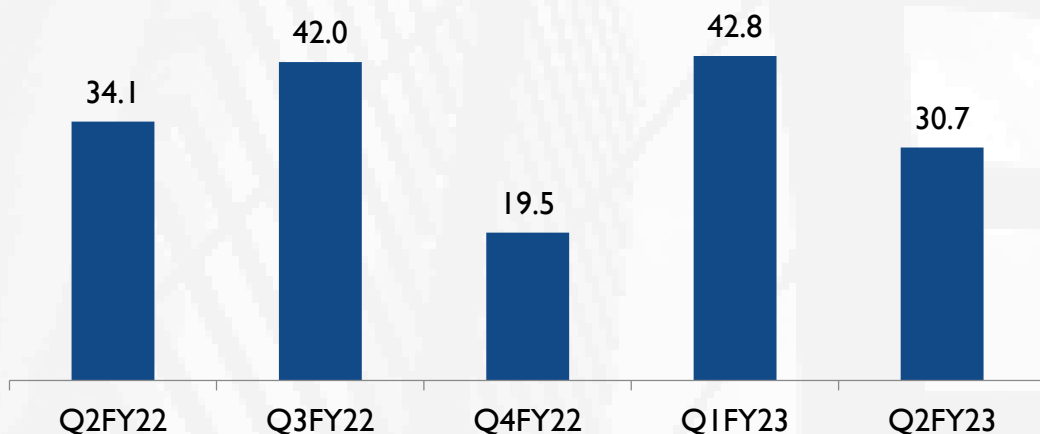
REVENUE (In Rs. Mn.)



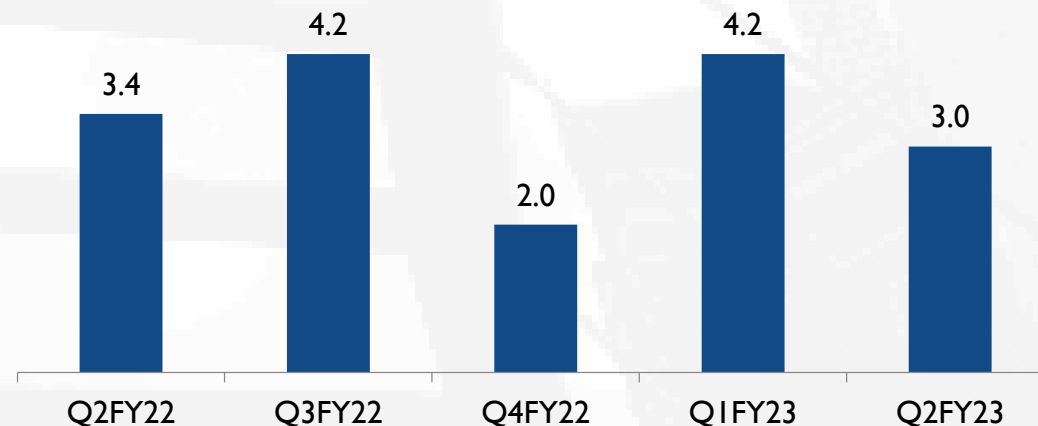
EBITDA (In Rs. Mn.)



PAT (In Rs. Mn.)

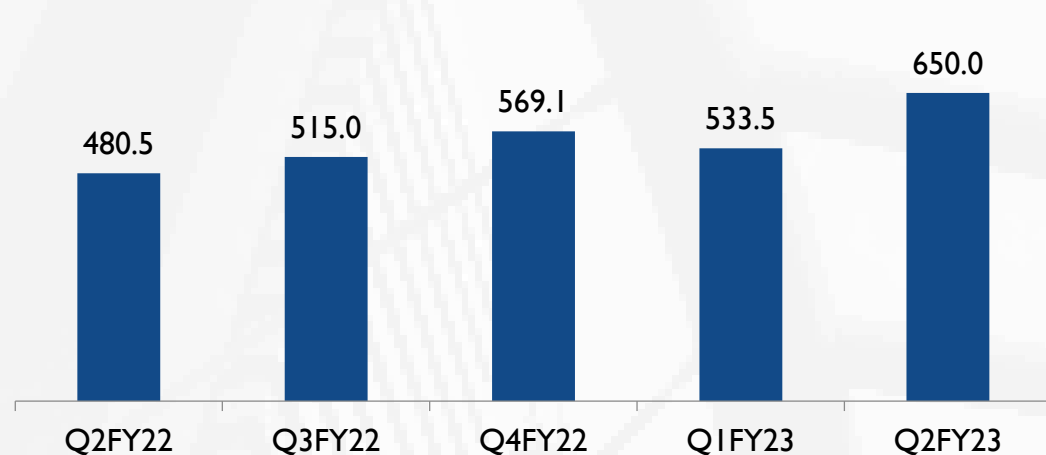


EPS

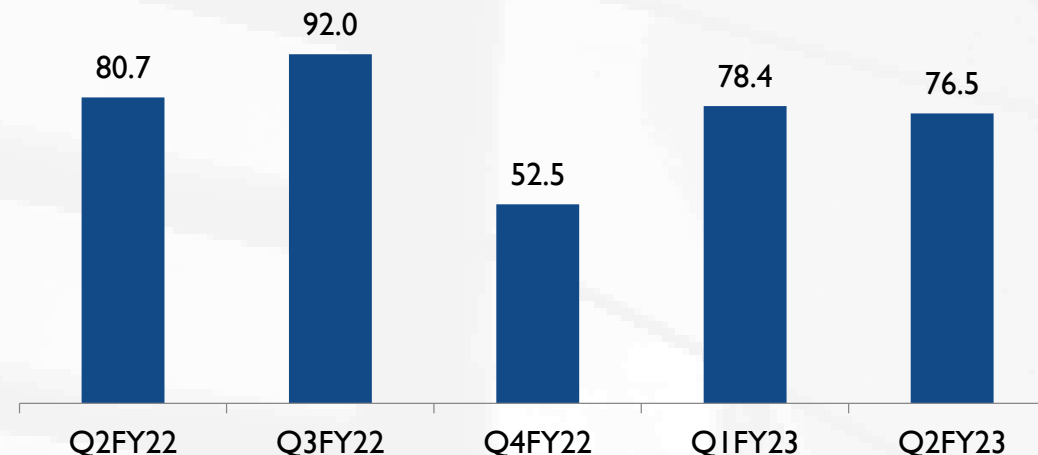


Consolidated Financial Highlights

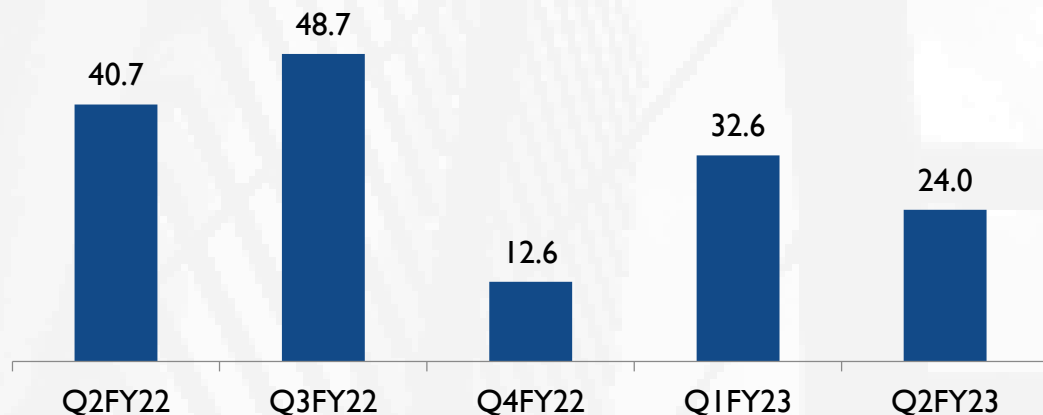
REVENUE (In Rs. Mn.)



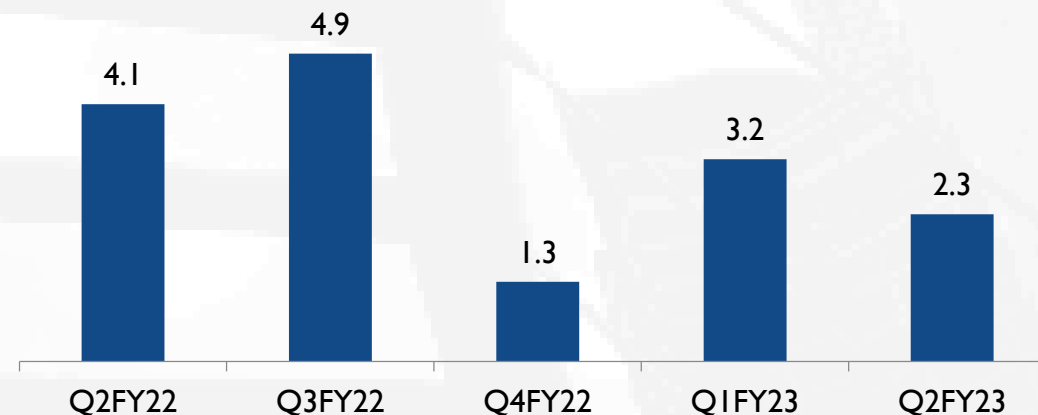
EBITDA (In Rs. Mn.)



PAT (In Rs. Mn.)

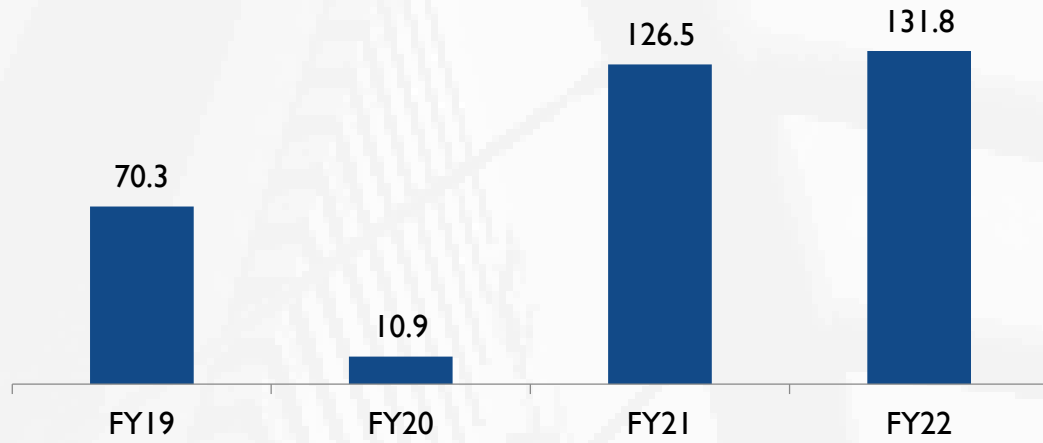


EPS

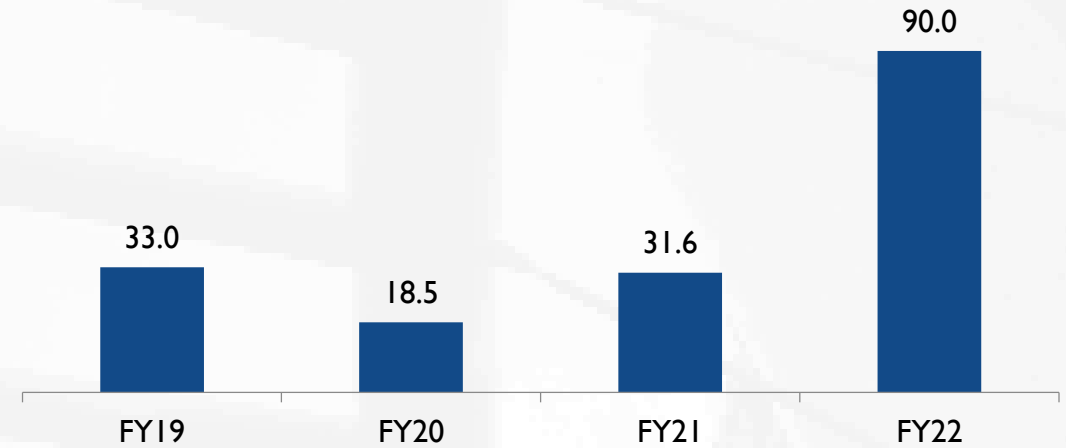


Continuously Rewarding its Shareholders

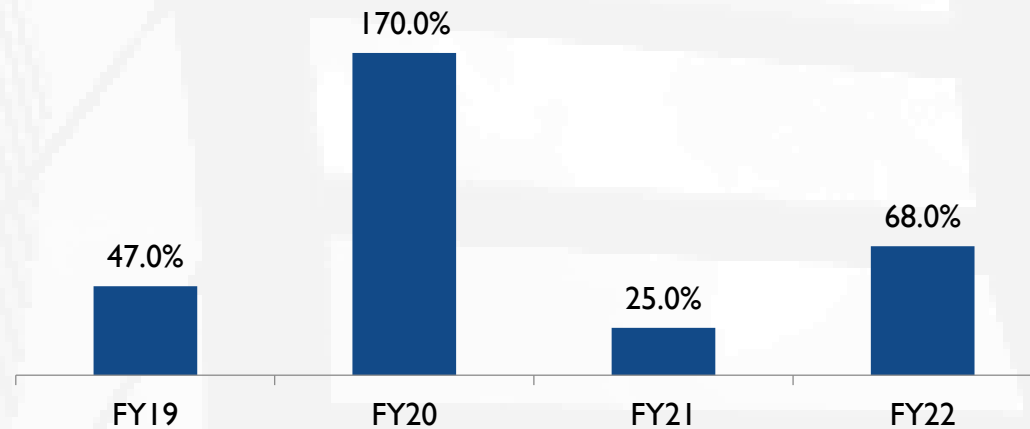
STANDALONE PAT (In Rs. Mn.)



DIVIDEND PAID (incl ddt) (In Rs. Mn.)



DIVIDEND PAYOUT(%)



Quarterly Consolidated Profit and Loss

Particular	(INR. Mn)	Q2FY21	Q3FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23
Income										
Income from Operations		314.2	378.1	408	416.4	477	476.2	547.1	509.2	634.2
Other Income		1.9	10.2	7	5	3.5	38.9	21.9	24.3	15.8
Total Income		316.1	388.3	415	421.4	480.5	515	569.1	533.5	650.0
Expenditure										
Cost of Good Sold		8.7	15.4	10.3	10.8	18.2	35.9	31.6	47.2	151.7
Employee Expenses		201.3	243.5	269.7	282.2	304.3	325.7	359.1	334.9	350.2
Financial Expenses		7.1	9.5	6.6	9.1	10.6	11.4	24.8	14.0	16.5
Depreciation/Amortization		7.4	8.6	10.1	8.3	10.9	11.3	13.9	17.2	19.9
Other Expenses		57.3	90.8	87.8	73.9	77.3	61.3	125.9	73.1	71.6
Total Expenditure		281.7	367.7	384.4	384.4	421.4	445.7	555.3	486.3	609.9
Share of net loss of jointly controlled entity		-	-	-	-	-	-	0.4	0.3	0.8
Profit Before Taxes (PBT)		34.4	20.6	30.6	37	59.2	69.4	13.4	46.9	39.2
Tax Expense										
Current Tax		11.7	8.8	19.5	16.8	26.9	16.4	20.6	21.6	17.3
Deferred Tax/(credit)		0.2	0.1	-3.7	-9.3	-8.4	4.3	-19.8	-7.3	-2.1
Total Taxes		11.9	8.9	15.8	7.5	18.5	20.7	0.7	14.3	15.3
Profit After Taxes (PAT)		22.5	11.7	14.8	29.5	40.7	48.7	12.6	32.6	24.0

Historical Consolidated Profit and Loss

Particular (INR. Mn)	FY19	FY20	FY21	FY22	H1FY23
Income					
Income from Operations	880.3	920.1	1,373.9	1916.7	1143.3
Other Income	54.5	41.3	32.5	69.3	40.1
Total Income	934.8	961.4	1,406.4	1986.0	1183.5
Expenditure					
Cost of Good Sold	53.7	28.8	33.5	96.6	198.8
Employee Expenses	573.1	641.6	894.7	1271.4	685.1
Financial Expenses	7.2	16.9	28.3	55.8	30.5
Depreciation/Amortization	12.1	29.5	35.7	44.4	37.1
Other Expenses	198.8	226.0	276.7	338.5	144.6
Total Expenditure	844.9	942.8	1,268.9	1806.7	1096.2
Share of net profit/loss of jointly controlled entity	-	-	-	(0.4)	(1.1)
Profit Before Taxes (PBT)	89.8	18.6	137.5	178.9	86.2
Tax Expense					
Current Tax	16.4	5.8	54.4	63.9	38.9
Deferred Tax/(credit)	3.4	5.9	(3.0)	(23.9)	(9.4)
Total Taxes	19.8	11.7	51.5	39.9	29.6
Profit After Taxes (PAT)	70.1	7.0	86.0	139.0	56.6

Half Yearly Snapshot

Standalone - Profit and Loss			
	<i>Rs mn</i>	H1FY22	H1FY23
Income			
	Income from Operations	688.2	720.4
	Other Income	10.3	42.1
	Total Income	698.5	762.5
Expenditure			
	Employee Expenses	442.6	442.1
	Financial Expenses	14.6	15.4
	Depreciation	7.7	10.5
	Other Expenses	144.2	186.4
	Total Expenditure	609.0	654.3
	Profit Before Taxes (PBT)	89.5	108.2
	<i>% Margin</i>	14.7%	
Tax Expense			
	Current Tax	26.8	33.4
	Deferred Tax/(credit)	-7.6	1.2
	Total Taxes	19.2	34.6
	Profit After Taxes (PAT)	70.3	73.6
	<i>% Margin</i>	10.1%	9.6%

Consolidated - Profit and Loss			
	<i>Rs mn</i>	H1FY22	H1FY23
Income			
	Income from Operations	893.4	1143.3
	Other Income	8.5	40.1
	Total Income	902.0	1183.5
Expenditure			
	COGS	29.1	198.8
	Employee Expenses	586.6	685.1
	Financial Expenses	19.7	30.5
	Depreciation	19.2	37.1
	Other Expenses	151.3	144.6
	Total Expenditure	805.8	1096.2
Share of net profit/loss of jointly controlled			
	Profit Before Taxes (PBT)	96.2	87.3
	<i>% Margin</i>	10.7%	7.4%
Tax Expense			
	Current Tax	26.9	38.9
	Deferred Tax/(credit)	-8.4	-9.4
	Total Taxes	18.5	29.6
	Profit After Taxes (PAT)	77.7	56.6
	<i>% Margin</i>	8.6%	4.8%

Historical Consolidated Balance Sheet

Particulars (mn)	FY19	FY20	FY21	FY22	H1FY23
Share capital	50.0	50.0	100.0	100.0	103.0
Other Equity	464.6	454.1	468.2	557.3	597.0
Non-Controlling Interest	8.9	3.5	4.3	-2.6	-14.0
Shareholder's Funds	523.5	507.5	572.5	654.7	686.0
Non- Current Liabilities	2.0	62.0	124.2	143.0	201.3
Long Term Borrowings	0.5	48.0	110.6	126.8	163.3
Other financial liabilities			-	-	-
Provisions	1.5	2.6	13.1	16.3	38.0
Deferred Tax Liabilities			-	-	-
Other Non _Current Liabilities	-	11.3	0.6	-	-
Current liabilities	333.4	262.7	460.2	663.4	711.9
Financial Liabilities					
Short Term Borrowings	145.4	151.0	242.6	379.1	439.1
Trade Payables	85.5	36.0	110.8	152.3	163.0
Other financial liabilities	7.7	16.6	7.0	7.8	9.0
Other Current Liabilities	94.8	59.0	82.2	91.0	71.8
Current Tax Liability	-	-	-	-	-
Provisions	-	-	17.5	33.2	29.0
Total Equities & Liabilities	858.9	832.2	1156.9	1461.1	1599.1

Particulars (mn)	FY19	FY20	FY21	FY22	H1FY23
Property Plant & Machinery	54.0	95.0	84.6	196.5	304.7
Intangible Assets	54.0	55.8	90.0	82.7	127.2
Goodwill on consolidation	-	-	0.7	0.7	0.7
Financial Assets					
a. Investments	37.9	51.7	79.6	132.5	132.3
b. Loans	5.6	1.2	4.3	4.7	10.5
Deferred tax assets (net)	39.1	33.6	42.0	58.7	68.8
Other Non-Current Assets	73.5	126.2	61.2	65.9	70.4
Total Non Current Asset'	264.1	363.4	362.5	541.8	714.5
Inventories	24.9	37.8	59.6	93.4	19.7
Financial Assets					
Investment	154.8	75.2	91.2	111.5	112.9
Trade receivables	269.9	211.7	502.1	569.0	606.4
Cash & Bank	104.5	66.7	102.0	92.7	92.1
Loans	0.6	6.2	6.4	7.1	13.7
Other Financial Assets	16.8	52.0	6.2	9.8	11.1
Other Current Assets	23.3	19.3	27.1	35.8	28.8
Total Current Assets	594.7	468.7	794.4	919.3	884.6
Total Assets	858.9	832.2	1156.9	1461.1	1599.1

Key Ratios

Consolidated	FY19	FY20	FY21	FY22	H1FY23
Profitability Ratios					
Gross Profit Margins	28.8	27.1	32.4	28.6	22.7
EBITDA Margins	11.7	6.8	14.3	14.1	13.5
EBIT Margins	11.0	3.9	12.1	12.2	10.3
EBT Margins/Pre-Tax Margins	10.2	2.0	10.0	9.3	7.6
Net Profit Margin	8.0	0.8	6.3	7.3	5.0
Return on Investment Ratios					
Return on Assets (ROA)	1.1	1.2	1.2	1.3	6.4
Return on Stockholder's Equity (ROE)	1.8	1.9	1.2	1.4	8.1
Activity Ratios					
Debtors Days	105.0	80.0	130.0	105.0	95.5
Working Capital Turnover	3.4	4.7	4.2	7.7	6.6
Fixed Asset Turnover	17.0	10.0	16.0	10.0	2.6
Total asset Turnover	1.1	1.1	1.2	1.4	1.3
Liquidity Ratios					
Current Ratio	1.7	1.9	1.7	1.4	1.2
Quick Ratio	1.7	1.6	1.6	1.2	1.2
Debtors to Creditors %	3.2	5.9	4.5	3.7	3.7
Debt Ratios					
Debt-to-Assets Ratio	0.2	0.2	0.3	0.3	0.5
Debt-to-Equity Ratio	0.3	0.4	0.5	0.7	0.7
Du-pont Analysis					
Net Profit Margin	8.0	0.8	6.3	7.3	5.0
Total Asset Turnover	1.7	1.6	1.2	1.4	1.3
Financial Leverage	1	1.1	2	2.2	1.3

■ CSR Activity

DVG Higher Primary School – OSAAT Educational Charitable Trust



ASM Technologies in association with OSAAT Educational Charitable Trust is building a classroom along with benches & desks at Government DVG Higher Primary School, Mulbagal town, Kolar district, Karnataka, India as to honor, preserve and cherish the memory of Shri DV Gundappa (DVG), the doyen of modern Kannada literature.

■ CSR Activity

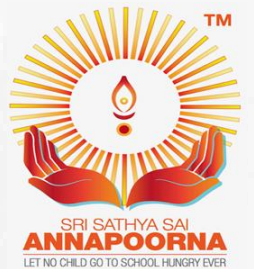


SRI SATHYA SAI SARLA MEMORIAL HOSPITAL

सर्वे सन्तु निरामयाः



ASM Technologies in association with Sathya Sai Sarla Memorial Hospital will support Multi Specialty Hospital dedicated with ICU oxygenated & HDU beds , Hub for medical and para medical education and training located in Muddenahalli Village, Chikkabalapura



Annexures

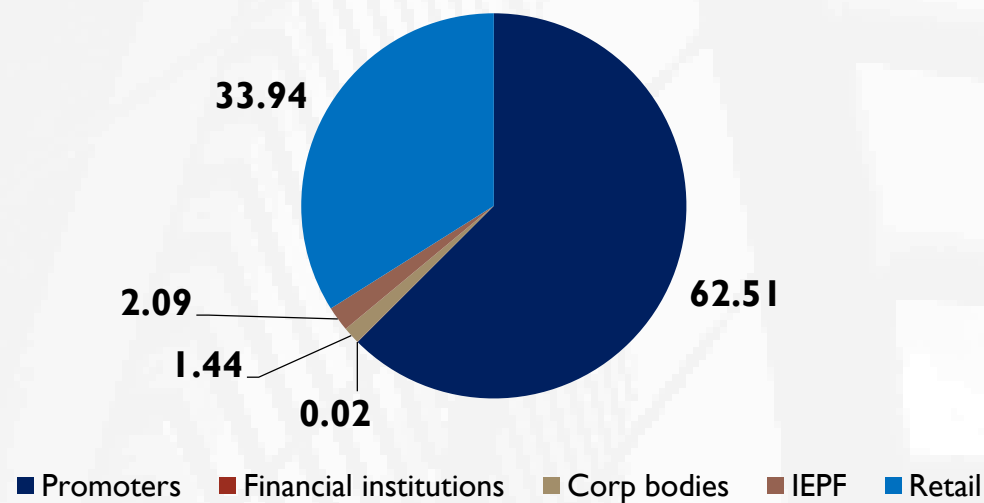
M.Cap Full (INR Cr.)
602.91

30th Sep 2022
11 mn Shares

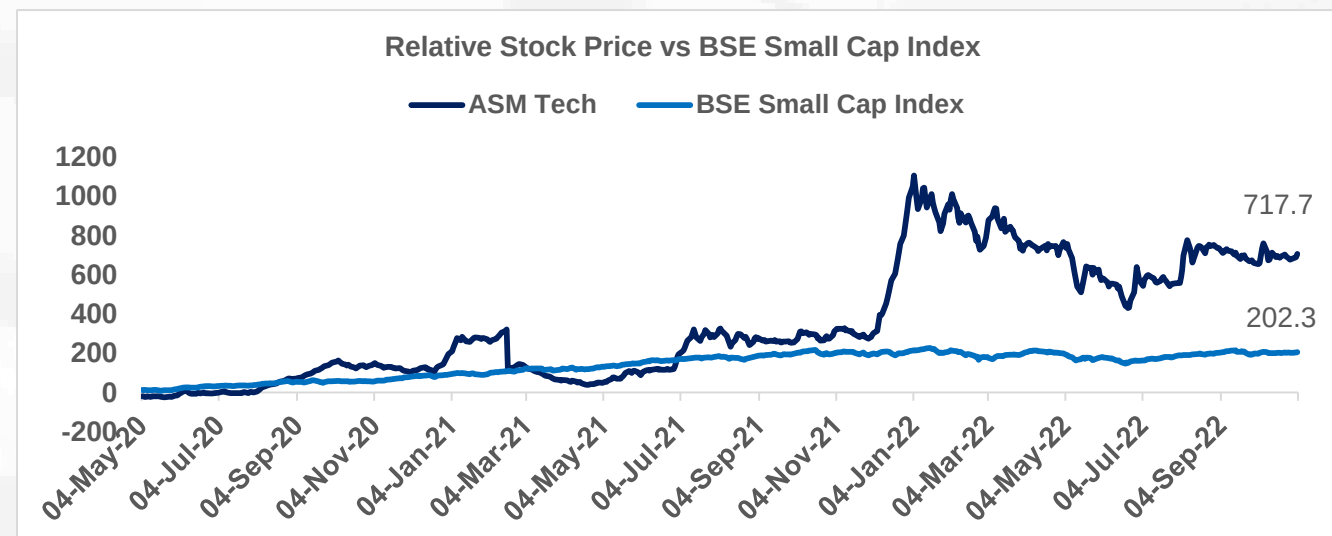
BSE CODE
526433

BLOOMBERG CODE
ASM IN

Shareholding Pattern As On 30th Sept,2022



Relative Stock Price Returns vs BSE Small Cap Index



Source: BSE

You can find us at: www.asmltd.com



Thank You!

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