Data Patterns

India | Capital Goods | Company Update

ElaraCapital

Weak quarter amid order delays

Data Patterns (DATAPATT IN, Not Rated) witnessed top-line contraction by 16% YoY due to delay in order receipts and contract deferment. Total contract deferment was worth ~INR 700mn, of which INR 500mn was for Q3FY25 and INR 200mn for Q2FY25, which has again been deferred. Order inflows for the quarter were INR 24bn, up 142% YoY. Orderbook as on date stands at INR 11.8bn which includes orders negotiated and pending receipts of INR 892mn. However, <u>management expects revenue target to normalize in Q4FY25 and reiterates FY25 revenue growth of 20-25% and EBITDA margin of 35-40% despite muted 9MFY25</u>. Management expects INR 20-30bn order inflows in the next 12-18 months.

Revenue decline due to delays: Q3 sales saw a drop of 16% YoY, due to delivery delay of some orders. Segment-wise, production revenue (at 59% share) was down 28% YoY, development revenue (at 37% share) was up 19% YoY whereas service revenue (4% share) was down 39% YoY. Revenue breakdown product-wise for Q3 was as follows: radars at 62%, automated test equipment (ATE) at 18%, avionics at 9%, annual maintenance contracts (AMC) at 3% and the rest was between electronic warfare (EW), naval systems, services and others. Exports made up nearly 76% of revenue whereas the Defence Research and Development Organization (DRDO) was at 11% and the rest was between *BrahMos*, Ministry of Defense, DPSU and other customers. <u>Management expects exports to remain a significant part of revenue and retains FY25 total revenue target at 20-25% YoY growth.</u>

Order inflows remain robust: Order inflows in Q3 were at INR 24bn out of which 82% were production orders, 11% were developmental and the rest were service. Orderbook as on 31 December 2024 was at INR 109bn, up 4% QoQ, with radars at 57% share, avionics at 24% share, EW at 7% share, and the rest distributed between EW, AMC, ATE, FCS, naval systems and services. Major orders during the quarter include INR 798mn for EW, INR 531mn for radars, INR 530mn for avionics exports and INR 144mn for fire control systems (FCS) for *BrahMos*. <u>Order inflow guidance is at INR 20-30bn for the next 2-3 years.</u>

Q3 margin expands despite revenue contraction: Margin witnessed a jump in Q3, expanding 320bp YoY to 46.2% despite lower revenue in the base quarter, but absolute EBITDA declined 10% YoY to INR 540mn. Employee cost rose 11% YoY and other operating cost jumped 32% YoY. <u>Management is confident about sustaining EBITDA</u> margin in the range of 35-40% for FY25.

Outlook remains positive despite challenges: Management expects revenue to pick up from Q4FY25 since delays in orders are largely over and exports to remain robust in the upcoming quarters. DATAPATT raised INR 5bn in CY23 through a QIP and has utilized INR 0.8bn to date toward product development in radars, EW, communication systems and R&D. Management remains optimistic about growth despite lower-than-expected capital outlay for defence in FY26BE.

Key financials

YE March	FY20	FY21	FY22	FY23	FY24
Revenue (INR mn)	1,561	2,240	3,109	4,535	5,198
YoY (%)	19.1	43.5	38.8	45.9	14.6
EBITDA (INR mn)	432	920	1,411	1,718	2,216
EBITDA margin (%)	27.6	41.1	45.4	37.9	42.6
Adj PAT (INR mn)	210	563	950	1,251	1,816
YoY (%)	175.3	162.4	69.1	31.9	46.5
EPS (INR)	24.9	65.4	18.1	22.1	32.4
RoE (%)	14.7	31.2	24.3	14.4	14.6
RoCE (%)	13.3	25.7	23.0	13.5	14.2
P/E (x)	-	-	38.8	62.1	74.7
EV/EBITDA (x)	1.9	0.7	24.9	42.5	59.5

Note: Pricing as on 6 February 2025; Source: Company, Elara Securities Research

7 February 2025

Rating: Not Rated CMP: INR 1,913

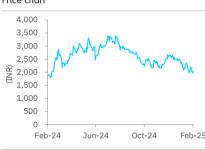
As on 6 February 2024

Kev data

Key data	
Bloomberg	DATAPATT IN
Reuters Code	DATP.NS
Shares outstanding (mn)	56
Market cap (INR bn/USD mn)	107/1,225
Enterprise Value (INR bn/USD mn)	102/1,162
Avg daily volume 3M (INR mn/USD mn)	498/6
52 week high/low	3,655/1,751
Free float (%)	-

Note: as on 6 February 2025; Source: Bloomberg





Source: Bloomberg

Shareholding (%)	Q4	Q1	Q2	Q3
	FY24	FY25	FY25	FY25
Promoter	42.4	42.4	42.4	42.4
% Pledged	-	-	-	-
FII	14.6	15.0	14.4	14.1
DII	11.6	8.5	8.7	8.8
Others	31.4	34.1	34.5	34.7
Source: BSE				
 D=:	9/ 1	214	614	124

Price performance (%)	3M	6M	12M
Nifty	(3.1)	(3.5)	6.9
Data Patterns	(20.0)	(36.0)	1.2
NSE Midcap	(6.7)	(6.3)	7.9
NSE Smallcap	(9.9)	(8.0)	2.1

Source: Bloomberg

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Associate Nemish Sundar



Elara Securities (India) Private Limited

Financials (YE March)

Net Sales 1,561 2,240 EBITDA 432 920 Margin (%) 27.6 41.1 Add:- Non operating Income 41 26 Extra-ordinary Items (net) 1 - Depreciation 55 56 EBIT 418 890 Less:- Interest Expenses 133 145 PBT 286 745 Less :- Taxes 74 190 PAT 212 556 Adjusted PAT 210 563 Balance Sheet (INR mn) FY20 FY21 Share Capital 17 17 Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 </th <th>3,109 1,411 45.4 40 - 66 1,384 110 1,274 334 940 940 950 FY22 104 5,641 5,745 68 (8) 5,805 634 159</th> <th>4,535 1,718 37.9 92 - 85 1,726 77 1,648 408 1,240 1,251 FY23 112 11,559 11,675</th> <th>5,198 2,216 42.6 460 - 161 2,515 93 2,422 605 1,817 1,816 FY24 112 13,130 13,242 0 0</th>	3,109 1,411 45.4 40 - 66 1,384 110 1,274 334 940 940 950 FY22 104 5,641 5,745 68 (8) 5,805 634 159	4,535 1,718 37.9 92 - 85 1,726 77 1,648 408 1,240 1,251 FY23 112 11,559 11,675	5,198 2,216 42.6 460 - 161 2,515 93 2,422 605 1,817 1,816 FY24 112 13,130 13,242 0 0
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PAT 212 556 Adjusted PAT 210 563 Balance Sheet (INR mn) FY20 FY21 Share Capital 17 17 Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	940 950 FY22 104 5,641 5,745 68 (8) 5,805 634	1,240 1,251 FY23 112 11,559 11,671 7 (3)	1,817 1,816 FY24 112 13,130 13,242 0
Adjusted PAT 210 563 Balance Sheet (INR mn) FY20 FY21 Share Capital 17 17 Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	950 FY22 104 5,641 5,745 68 (8) 5,805 634	1,251 FY23 112 11,559 11,671 7 (3)	1,816 FY24 112 13,130 13,242 0
FY20 FY21 Share Capital 17 17 Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less: - Accumulated Depreciation 113 138 Add: - Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	FY22 104 5,641 5,745 68 (8) 5,805 634	FY23 112 11,559 11,671 7 (3)	FY24 112 13,130 13,242 0
Share Capital 17 17 Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	104 5,641 5,745 68 (8) 5,805 634	112 11,559 11,671 7 (3)	112 13,130 13,242 0
Reserves 1,518 2,061 Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	5,641 5,745 68 (8) 5,805 634	11,559 11,671 7 (3)	13,130 13,242 0
Net Worth 1,535 2,078 Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	5,745 68 (8) 5,805 634	11,671 7 (3)	13,242 0
Loans 606 332 Net Deferred Tax Liability 8 8 Capital Employed 2,148 2,418 Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	68 (8) 5,805 634	7 (3)	0
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Gross Block 447 468 Less:- Accumulated Depreciation 113 138 Add:- Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	634	11,675	0
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Add: - Capital work in progress 0 0 Net Fixed Assets 334 330 Net Working Capital 1,800 2,000	159	1,342	1,871
Net Fixed Assets334330Net Working Capital1,8002,000		222	369
Net Working Capital 1,800 2,000	173	14	481
	648	1,134	1,983
Cash & Bank Balance 15 88	3,387	5,095	7,332
	1,771	5,445	3,927
Application of Funds 2,148 2,418	5,805	11,675	13,242
Cash Flow Statement (INR mn) FY20 FY21	FY22	FY23	FY24
Cash Profit adjusted for non-cash items 446 922	1,410	1,774	2,238
Add/Less : Working Capital Changes (283) (183)	(624)	(1,412)	(213)
Operating Cash Flow before Tax 164 739	786	362	2,025
Tax (28) (190)	(284)	(534)	(631)
Operating Cash Flow 135 549	503	(172)	1,394
Less:- Capex (12) (50)	(382)	(395)	1,156
Free Cash Flow 124 500	121	(567)	2,550
Investing Cash Flow 26 22	(796)	(3,437)	(3,395)
CF from Fin. Activity (136) (449)	2,359	4,381	(425)
	1,683	377	(423)
	FY22	FY23	(1,270) FY24
- · ·	F122	F123	F124
Income Statement Ratios (%)		45.0	
Revenue growth 19.1 43.5	38.8	45.9	14.6
EBITDA growth 69.0 113.1	53.3	21.8	29.0
PAT growth 173.6 167.7	68.6	31.7	45.1
EBITDA margin 27.6 41.1	45.4	37.9	42.6
Net margin 13.1 24.9	30.2	27.0	32.1
Per Share data (INR)			
Diluted EPS 24.9 65.4	18.1	22.1	32.4
DPS 0.0 0.0	3.5	4.5	6.5
Book value per share 181 244	111	208	236
Payout (incl. Div. Tax) (%) 0.0 0.0	19.3	20.3	20.0
Dividend yield (%)	0.5	0.3	0.3
Valuation (x)			
	38.8	62.1	74.7
P/E 0.0 0.0	24.9	42.5	59.5
P/E 0.0 0.0 EV/EBITDA 1.9 0.7	11.3	16.1	25.4
EV/EBITDA 1.9 0.7	11.5	6.6	10.2
EV/EBITDA 1.9 0.7 EV/Sales 0.5 0.3			20.2
EV/EBITDA 1.9 0.7 EV/Sales 0.5 0.3 Price/Book value 0.0 0.0	6.3	0.0	
EV/EBITDA 1.9 0.7 EV/Sales 0.5 0.3 Price/Book value 0.0 0.0 Return and Liquidity Ratios 0.0 0.0	6.3		(0 2)
EV/EBITDA 1.9 0.7 EV/Sales 0.5 0.3 Price/Book value 0.0 0.0 Return and Liquidity Ratios Net debt/Equity (x) 0.5 0.3	6.3	(0.3)	(0.3)
EV/EBITDA 1.9 0.7 EV/Sales 0.5 0.3 Price/Book value 0.0 0.0 Return and Liquidity Ratios 0.0 0.0	6.3		(0.3) 14.6 14.2

Note: Pricing as on 6 February 2025; Source: Company, Elara Securities Research

Quarterly financials

YE March (INR mn)	Q3FY25	Q2FY25	YoY (%)	Q3FY24	QoQ (%)
Net Sales	1,170	910	28.6	1,395	(16.1)
EBITDA	540	343	57.5	600	(10.0)
EBITDA Margin (%)	46	38		43	
Other Income	114	120	(5.6)	113	0.6
Interest	32	28	12.4	23	37.1
Depreciation	35	35	(0.3)	33	5.2
РВТ	588	400	46.8	657	(10.6)
Tax	141	98		148	
Reported PAT	447	303	47.5	510	(12.4)
Adjusted PAT	447	303		510	
EPS (INR)	8	5	47.5	9	(12.4)

Source: Company, Elara Securities Research



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