

Ref: CEL/NSEBSE/IP/10122024 10th December, 2024

To,

Listing Department,
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Department of Corporate Services – Listing,
BSE Limited,
P. J. Towers,
Dalal Street,
Mumbai – 400 001

Re: Scrip Symbol: CENTUM/ Scrip Code: 517544

Dear Sir/ Madam,

Sub: Investor Presentation

This is to inform you that pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), read with Part A of Schedule III of the Listing Regulations, we hereby enclose the Investor Presentation.

Kindly take the same on your records.

Yours faithfully,
For Centum Electronics Limited

Indu H S
Company Secretary & Compliance Officer

Encl: as above



INVESTOR PRESENTATION

December 2024

Snapshot





30+ years of domain expertise in Electronics Design & Manufacturing Solutions









Global Operations with strong presence in Asia, Europe and North America



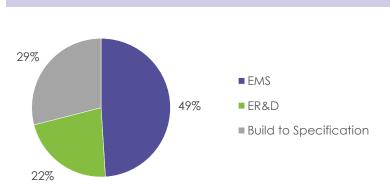


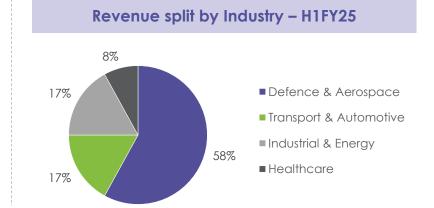


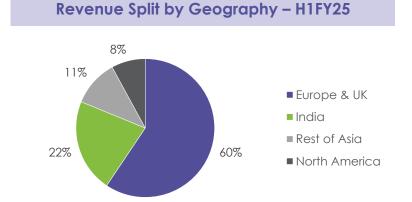












^{*} As on 30th September 2024, Not including client forecasts of EMS division & signed LOIs for Transportation products

Key Investment Highlights





Strong macro tailwinds – Centum present in multiple high growth markets

End-to-end solutions across the value chain with demonstrated ability to create unique IP

Diversified product portfolio having applications across industry verticals with high entry barriers

World class state of the art manufacturing facilities and global design centers

Long standing relationships with marquee & well diversified customer base

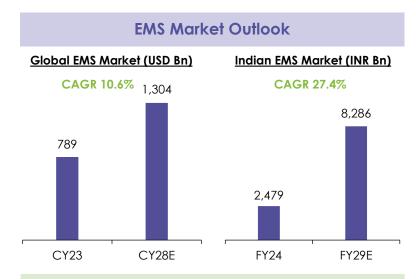
Experienced board of directors & leadership team

Strong financial performance driven by well defined growth strategy to unlock operating leverage



Centum: Present in multiple high growth markets





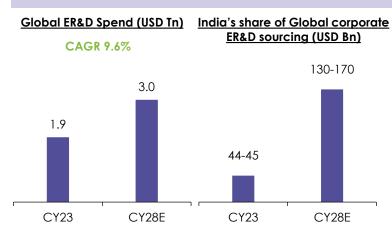
The Global EMS Market is expected to grow from USD 789 Bn in CY23 to reach USD 1,304 Bn by CY28

India contributes to ~3.8% of Global EMS market (FY24), expected to go up to 7.7% by FY29E

Growth Drivers

- ✓ Increased spending on infrastructure & modernization initiatives in industrial, defence, mobility, healthcare
- Govt schemes to incentivise domestic mfg. and investments. (like PLI, DLI, etc.)
- ✓ Cost-competitive workforce
- ✓ Favorable geopolitical positioning

ER&D Market Outlook



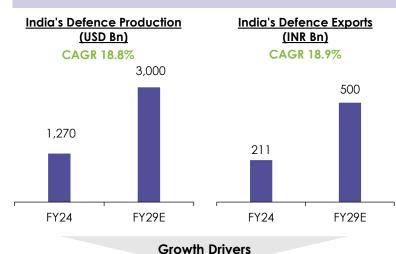
India's Engineering Research and Development (ER&D) sector is expected to contribute 22% to the Global ER&D sourcing market by FY30

India's share of global corporate ER&D sourcing is expected to increase from \$44–45 billion in CY23 to \$130–170 billion by CY30

Growth Drivers

- Surging investment in product innovation around key themes of digital transformation and sustainability
- ✓ India's cost advantage and availability of skilled talent pool
- ✓ Focus on accelerating Time-To-Market through collaborating with R&D providers

Defence & Space Market Outlook



<u>Defence:</u>

- Rising defence budget prioritizes advanced technology systems and next-generation capabilities to modernize its armed forces
- Prioritization of Domestic Procurement in DAP & fostering defence exports to make India a global defence supplier.
- Positive indigenisation list driving import substituion

<u>Space:</u>

- Rapid advancement in space tech for commercial, military, scientific exploration.
- ✓ India's share in the global space economy is projected to rise from 2% in FY24 to 8% by FY33

Highly Embedded in Value Chain across Segments



ER&D

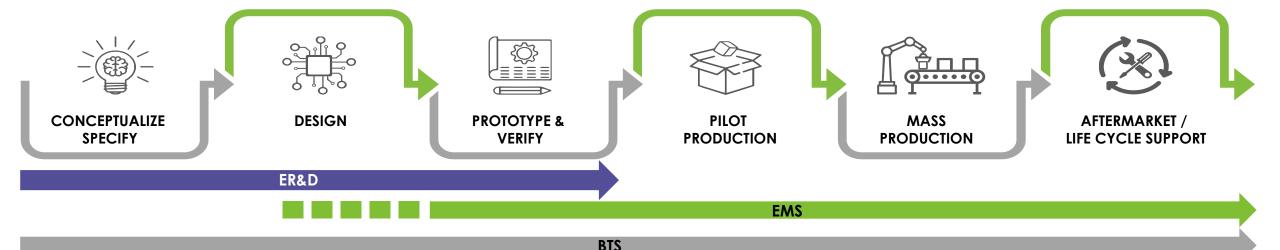
- Engineering Services involve conceptualizing, designing and certifying of Electronic Hardware, Embedded Software, FPGA, Analog, Radio Frequency products, Power Electronics, etc.
- ✓ Design strength of 600+ design engineers
- Design centers located in Europe, North America and India, enabling Centum to work closely with international customers
- ✓ Flexible engagement models depending on the specific project requirements. Customers can choose between Consulting Engagements and Fixed Price Contracts

EMS

- EMS Services include manufacturing solutions focused on a High reliability & High Complexity products
- Centum offers a wide range of manufacturing solutions from Printed Circuit Board assemblies to Complex box builds, Line Replaceable Units & full system integration
- Client centric approach to meet every requirement and achieve customers goals of lower TCO and reduced time-to-market

BTS

- The Built to Specification services include taking a project from conceptualization to mass production
- Centum's unique positioning with a full range of integrated capabilities makes it the ideal product realization partner
- Convenience of a single point of contact reducing time delays, TCO and quick time to market
- Involves **higher IP and value creation** opportunities for both the custome**higher IP and value creation** r and for Centum.



Global Design & Manufacturing Facilities





Unit 1 - Micro Electronics Manufacturing – Bangalore (Class 1K, 10K clean room)



Unit 2 - EMS Manufacturing – Aerospace Park, Bangalore (6 SMT lines)



Testing Lab – Bangalore (MIL/Space certified)



Design Dep. - Belgium



Canada (35 FTE)



Design Dep. - France (350 FTE.)



- Extensive Facilities: 3,50,000 sq. ft. with 6 SMT lines and unique microelectronics capabilities, including high-frequency RF/microwave and high-power products for high-complexity production.
- □ Industry 4.0: Advanced IT tools including latest ERP and MES systems, Al-enabled analytics, & fully digitalized processes for efficiency and precision.
- Specialized Teams: Multidisciplinary design teams with CoEs in Power Electronics, Passenger Information Solutions, RF & Microwave, and Signal Processing, certified in safety-critical architectures.
- □ Global Supply Chain: Robust network of 600+ suppliers ensuring seamless sourcing and manufacturing support across geographies.

^{*} Includes 275 Employees in France & 20 Employees in Belgium



Diversified Product portfolio

Build-to-Specification (BTS)



Space

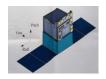
Earth Observation Satellite Subsystems





Delivered ~1,000 subsystems and modules

Electronic Warfare Payloads

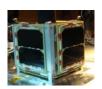




- Achieved India's first EW Space Payload for DRDO
- Realized a full miniSAR Satellite Payload

Small Sat & Payload Integration





- Integrated small satellites for scientific missions
- Collaborated with new customers on Satellite Assembly Integration and Test

Leader in Indigenous Satellite Systems & Payloads

Defence

Missile Control & Guidance





- Laser guided ATGM* Manufactured under license by DPSU
- Fully indigenized Critical guidance subsystem
- Unique microelectronics capabilities

Radar Subsystems



- Indigenous Radar for Naval Platform
- Designs & Manufactures TR Modules

Tank Electronics







- Import substitution of critical Electronic equipment
- Multidisciplinary technologies including optics, digital, power, controls

Railway

Public Address & Intercom









 Product range: Passenger Emergency Intercom, Driver Panel, Audio Peripherals

Passenger Information Systems



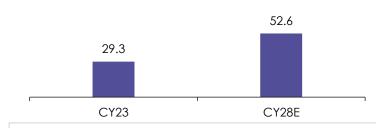




 Product range: TFT LCD Displays, LED Displays, Touchscreen Consoles, Software Tools

<u>Passenger Information System Market Global Forecast(USD Bn)</u>

CAGR 12.2%



 Major focus on improving customer experience in Railways with ~50+ Mn \$ RFP in Pipeline

EMS solutions



Strong manufacturing capabilities across the value chain

Facility

- 350,000 sq. ft.
- 2 Facilities

PCB Assembly

- 6 Flexible SMT lines
- 5 Waves*

Inspection/Test

- AOI, Auto XRAY
- ICT, JTAG, FPT
- Insulation / Cable Testing

Cleaning & Coating

Box Build & Integration

- Modules, LRUs
- Cabinets Integration

Environment Stress Screening

Pack & Ship

Industrial & Medical Products



Industrial Measurement & Control



Control Boards



Communication Equipment (Power Grid)



Digital X-ray

(Health Care)

Fertility Kit (Consumer Health)





Blower Module (Power Tools)

E-Mobility Products



Battery Management System (Electric 3-wheeler) PCBA for Leading Indian Electric 3-wheeler manufacturer



MK2 Encoder (Electric Commercial Vehicles) End application for position correction of Motor Shaft – Designed inhouse



HV Inverters PCBA (Electric Buses) Traction Inverters for Electric and Hybrid Powertrain systems

Defence & Aerospace



Air traffic Management **Systems**



Sonar Sub systems



Infrared Cameras for **Defense vehicles**



Electronics for Optronic Equipment

ER&D Solutions





Embedded Hardware/Software

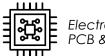


Product certification support



600+ Engineers





Electronics, CAD, PCB & components





FPGA & SOC



Consulting Services



Test & measurement



Global Delivery Centers

Aerospace

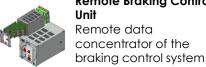
Embedded Computing



A320 Neo ARINC615 data loading computers



A350 Alternate Extension Control Module



Remote Braking Control Unit Remote data concentrator of the

Flight Control & Actuation



Global 7000 Electrical door actuator



Electrical Control Unit controlling the X4 -H160 helicopter landing gear



eTHSA Electrical Trimmable Horizontal Stabilizer Actuator

Energy Conversion



Smart Operation on Ground Power Electric with Energy Recycling System



A350 Li-Ion Battery Management System



Electrical motor controller 160kVA full SIC for Helicopter in case of engine failure

Others

Medical



Implantable cardiac output management



Safety drug fluids multi-injection system



Medical System acquisition board, video signals from radioscopy and fluoroscopy

Automotive



Tire Wear Management



Vehicle oil pump injection



EMCC Efficient Modular Costeffective Charging system

Energy Industry



Diagnosis device for industrial circuit breaker maintenance



Super synchronized radio acquisition



Solar power plants integrating energy storage capabilities: 50 kVA to 2.5 kVA

Long-standing relationships with marquee customer base



Verticals

Few key customers



Largest French Defence Co, **DPSUs**



ISRO, DRDO



Top European aircraft manufacturer. Top European Tier 1 Aero OEM



Global Top 2 Rail OEMs



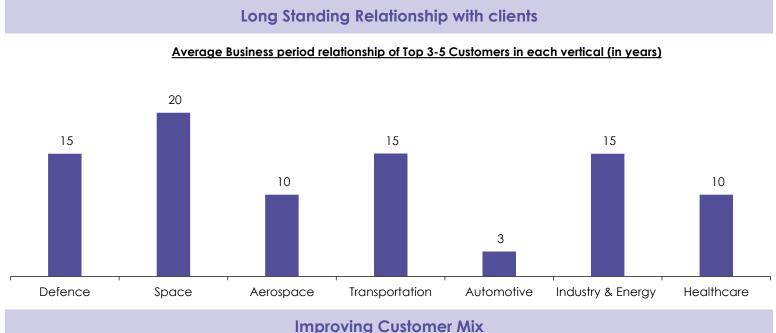
Leading US Tier 1 OEM



Global OEMs for Industrial & Power Grid Automation



Top 3 player for digital radiography, Inito



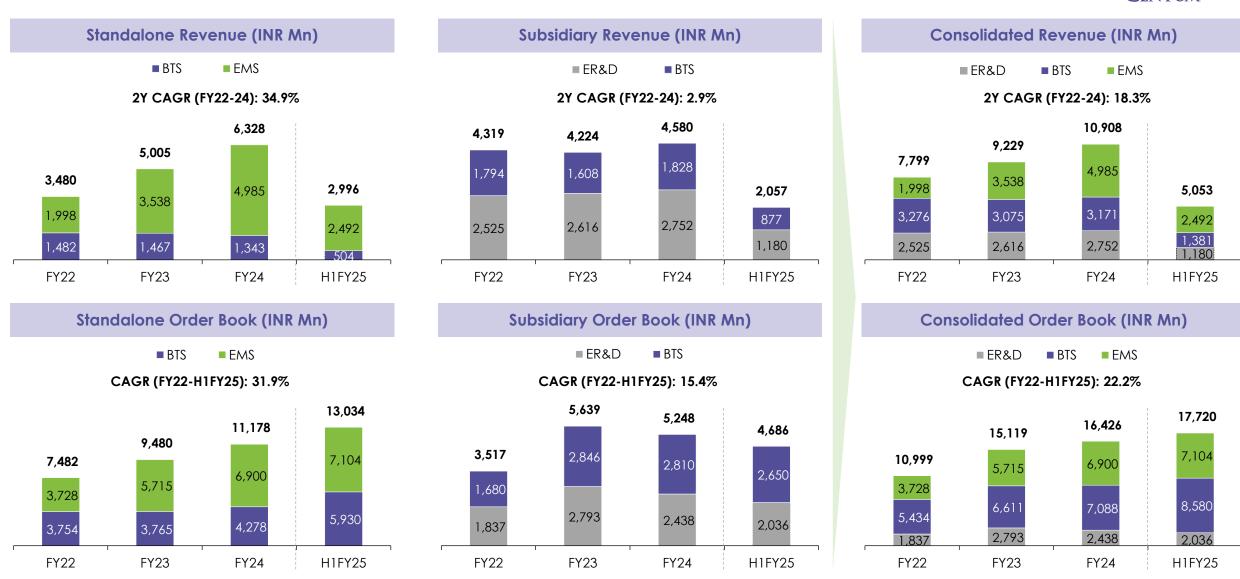
Improving Customer Mix

No. of Customers under Revenue Buckets



Strong outlook across segments







Growth Strategies

EMS – Key growth drivers





- Won a major In-flight entertainment program with existing Aerospace customer
- Middle east- New Customers ramping for missile programs
- Strong pipeline of opportunities for avionics and defence



- Strong demand for Passenger Information Systems for India, European and NAM projects beyond FY27
- Growing demand of Metro/Rails project for Tier-II cities, 100 cities in India will have metro trains.



Industrial

- New customer won **Semiconductor** Equipment
- New customer won Biometrics devices
- Engaged with big US corporation, German customer successfully onboarded



Electric Mobility

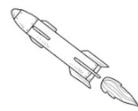
- Manufacturing electronics for inverter & BMS for 4W/3W/2W wheelers & Commercial Buses addressed
- Indian E-2W project now in ramp up stage
- Successfully Audited by a Tier 1 German Automotive Customer on VDA 6.3 processes



- Ramp up in Portable Scanning & Point of Care Devices across customer.
- New Customers in pipeline

Defence & Space (BTS)











Current Capabilities: Multidisciplinary differentiated technical capabilities

- Satellite Payloads for Electronic Warfare (ELINT), MiniSAR, Hyperspectral Imaging electronics
- Satellite Bus & Launch Vehicle systems for Power, Data Handling, Controls, Sensors Processing
- Radar subsystems across frequency bands including TR Modules/Planks, ERP, Power Supplies
- Missile subsystems including control & guidance, On board processors etc for ATGM, SAMs
- Tank Platform Electronics for sights, controls, safety

New Capabilities: Expanding product portfolio & moving up the value chain

- Satellite Constellations including inter sat link and synchronization
- Electronic Warfare Systems: Next Gen Airborne EW Suite, Naval EW solutions
- Radar Systems for airborne and land based platforms
- Inertial & Control solutions for various platforms

Strong Opportunity Pipeline:

- Multifunction Radar subsystems for VLSRSAM
- Satellite Constellations for ISR applications
- Fighter Aircraft & Helicopter upgrade programs for (Avionics, Radar, EW systems)
- T-90 Tank Upgrade program
- Drone based payloads and electronics for communication and ISR

ER&D – Turnaround Strategy



Margin Improvement

- Utilisation improvement
- Cost Reduction in Canada subsidiary through Offshoring
- Gross Margin improvement

Growth

- Growth with existing customers in Aerospace & Automotive sectors
- Selected as a Platinum Supplier for a Defence & Aerospace customer
- New strategic engagement with Aircraft OEM for future tech roadmap
- Mining new contracts

Experienced Board of Directors and Leadership Team





Apparao V Mallavarapu - Chairman & MD

- Founded Centum Electronics in the year 1993.
- Appointed as Honorary Consul of Brazil by The Embassy of Federative Republic of Brazil
 and appointed the Officier de l'Ordre National du Mérite by the President of French
 Republic.
- Awarded 'Champion of Innovation Award' by the Prime Minister of New Zealand H.E. John



Nikhil Mallavarapu - Executive Director

- Associated with Centum since 2012
- Prior Exp: A Multinational Semiconductor Company- Analog Devices
- MSc and BSc Degrees in Electrical and Computer Engineering Carnegie Mellon University; MBA - INSEAD Business School in France.



Manoj Nagrath - Independent Director

- Managing Partner of S.P. Nagrath & Co., LLP,
- Rich experience of 40+ years as a CA
- Performed in wide range of assignments including JV Consulting, Structuring/Restructuring of business etc.



Tarun Sawhney - Independent Director

- Vice Chairman & Managing Director of Triveni Engineering & Industries Ltd (TEIL) and Director of Triveni Turbine Limited and Triveni Energy Solutions Limited.
- Significant roles: President of the Indian Sugar Mills Association (ISMA) and Chairman of the Indian Sugar Exim Corporation Limited.
- MBA Wharton; Master's Cambridge



K S Desikan - Chief Financial Officer

- CFO at Centum since 2001
- Overall experience of 37 years
- Prior Exp: Tube Investments of India and BPL Ltd
- Commerce graduate, Chartered Accountant and Cost Accountant



Eric Rouchouze - CEO - Centum T&S Group

- Worked as a Business Manager in the nuclear sector for ASSYTEM
- Prior Exp: 19 years as a COO for AKKA
- Overall 25 years of experience



Rajiv C Mody - Independent Director

- Founder, Chairman, Managing Director & CEO Sasken Technologies Ltd.
- Served as an Executive Council Member of NASSCOM (2001-2008)
- Part of Harvard Business School South Asia Advisory Board



P. Thiruvengadam - Independent Director

- Was National Director at Deloitte Touche Tohmatsu India Pvt. Ltd (DTTIPL)
- 40+ years of global experience in Management Consulting with expertise in HR Strategy & Talent Management, Business Process Improvement and Strategic Planning among other advisory services.
- Cost Accountant and IIT Madras graduate



V Kavitha Dutt - Independent Director

- Joint MD at Krishna Commerical Products CP Ltd.
- Director FLO Industrial Park, Hyderabad, and Vice President-World Telugu Federation.
- Served as Chairperson FICCI Tamil Nadu State Council; President Madras Management Association; National President-FICCI-FLO, and Vice Chairperson-SCWEC-India.



Tanya Mallavarapu - Non-Executive Director

- Founder of TMR Design Co. an interdisciplinary design firm catering to industries from healthcare, residential, commercial and hospitality.
- Prior Exp: Business Analyst at Intuit creating revenue models and marketing strategies to launch the newly developed GoPayment product.
- Master's Degree in Economics Duke University



Vinod Chippalkatti - President - SEBU

- Responsible for delivering mission critical products for Satellites, Launch Vehicle, Radars etc.
- PHD in Space Electronics Domain
- Prior Exp: 10 years at ISRO

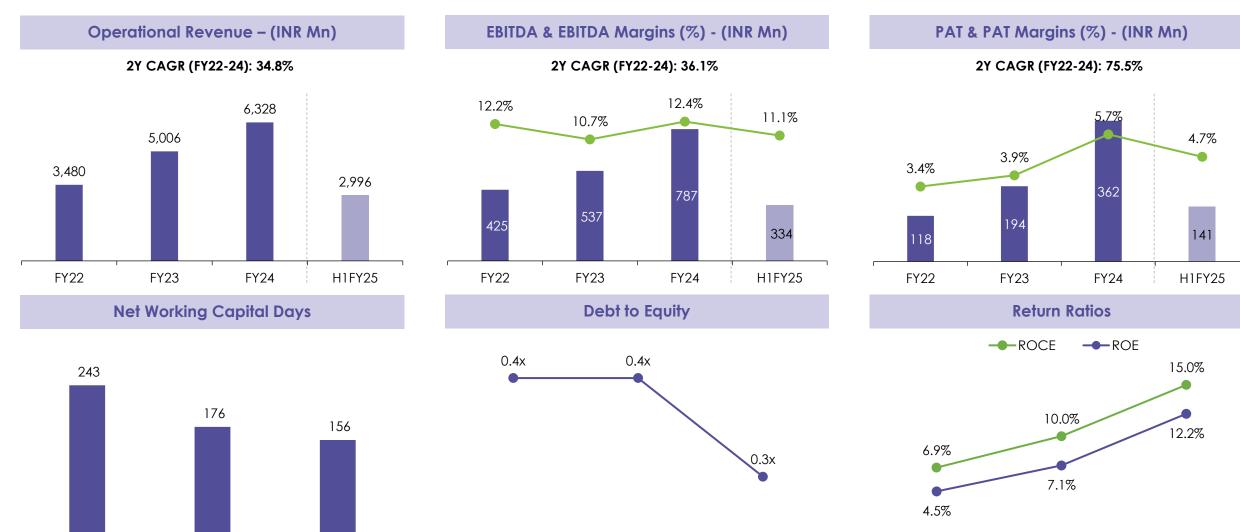


Jagadish Singh G - President – EMS Business Unit

- Domain expertise in the Electronics Manufacturing Industry, specializing in business development, sales, program management, team building etc.
- Overall 30+ years of experience

Standalone Financial Highlights





FY23

FY24

FY22

FY23

FY22

Source: Company presentation; Net Working Capital = Receivable Days + Inventory Days - Payable Days - Customer Advances Days (Current);

FY24

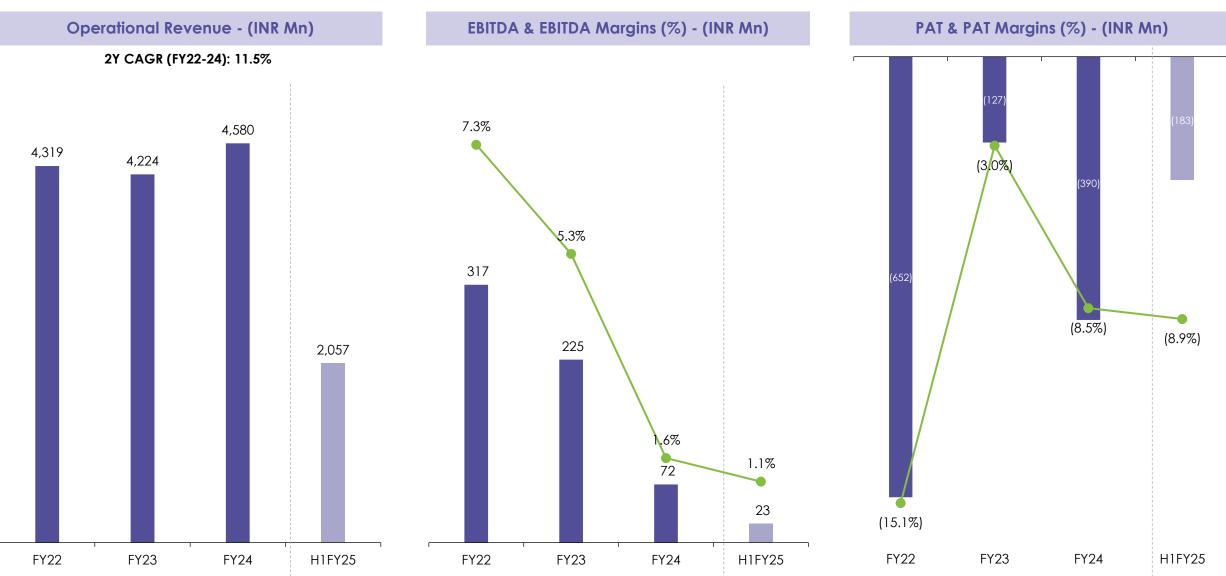
FY22

FY23

FY24

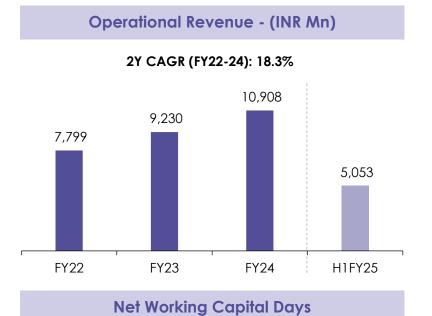
Subsidiary Financial Highlights

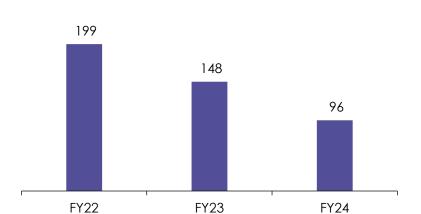




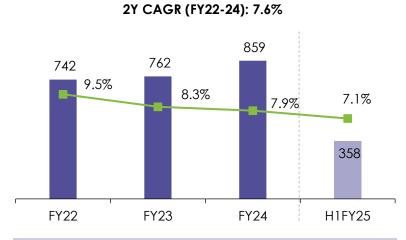
Consolidated Financial Highlights



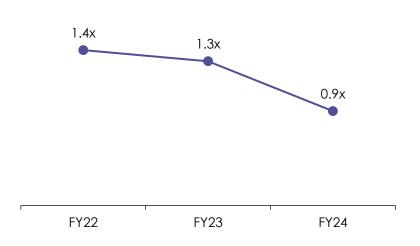




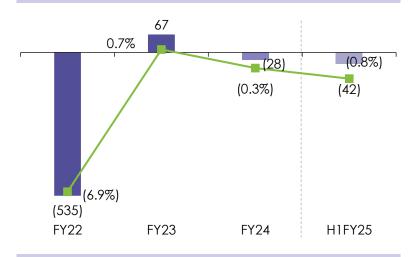
EBITDA & EBITDA Margins (%) - (INR Mn)



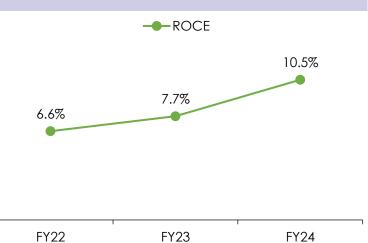
Debt to Equity



PAT & PAT Margins (%) - (INR Mn)







Source: Company presentation; Values INR in Mn; Net Working Capital = Receivable Days + Inventory Days - Payable Days - Customer Advances Days (Current)



Annexures

Historical Standalone Income Statement



Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
Operational Revenue	3,480	5,006	6,328	2,996
Total Expenses	3,055	4,470	5,541	2,663
EBITDA	425	536	787	333
EBITDA Margins (%)	12.21%	10.71%	12.44%	11.11%
Other Income	58	47	67	28
Depreciation	165	162	184	96
Finance Cost	146	157	180	75
PBT Before Exceptional Items	172	264	490	190
Exceptional Items	(18)	-	-	-
PBT	154	264	490	190
「ax	36	70	127	49
PAT	118	194	363	141
PAT Margins (%)	3.39%	3.89%	5.74%	4.71%
Other Comprehensive Income	6	6	3	2
Total Comprehensive Income	124	200	366	143

Standalone Balance Sheet



Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
ASSETS				
Non-Current Assets	2,120	2,219	2,480	2,580
(a) Property, Plant & Equipment	1,033	993	1,053	1,028
(b) Capital Work in progress	-	54	3	25
(c) Goodwill on Consolidation	36	36	36	36
(d) Other Intangible Assets	42	29	18	16
(e) Right of use asset	29	35	23	19
(f) Intangible assets under development	-	-	-	-
(g) Financial Assets				
(i) Investments	628	763	1,081	1,081
(ii) Loans	-	10	-	5
(iii) Other financial assets	269	205	158	216
(h) Deferred tax assets (net)	25	62	89	138
(i) Non-current tax assets (net)	49	10	9	9
(j) Other non-current assets	9	21	10	7
Current Assets	3,340	4,835	5,748	7,113
(a)Inventories	1,986	2,316	2,874	3,712
(b) Financial Assets				
(i)Investments	-		-	-
(ii)Trade Receivables	891	2,095	2,203	2,310
(iii)Cash and Cash Equivalents	149	137	130	179
(iv)Bank balances other than above	94	69	235	156
(iv)Loans	-	-	-	5
(v) Others current financial assets	59	16	29	29
(c) Other Current Assets	161	202	277	722
TOTAL ASSETS	5,460	7,054	8,228	9,693

Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
EQUITY AND LIABILITIES				
Equity	2,645	2,826	3,124	3,239
(a) Share Capital	129	129	129	129
(b) Other Equity	2,516	2,697	2,995	3,110
Non-Current Liabilities	85	259	735	313
(a) Financial Liabilities				
(i)Borrowings	-	-	103	74
(ii)Other Financial Liabilities	-	-	-	-
(iii) Lease Liabilities	2	8	3	1
(b) Government Grants	27	24	16	14
(c) Net non-current employee defined benefit liabilities	56	60	50	53
(d) Other Non-Current Liabilities	-	167	563	171
Current Liabilities	2,730	3,969	4,369	6,141
(a) Financial Liabilities				
(i) Borrowings	980	1,059	912	1,410
(ii)Trade Payables	726	1,525	1,650	2,439
(iii)Other Financial Liabilities	84	167	159	154
(iv) Lease Liabilities	12	6	2	2
(b) Government Grants	8	8	8	7
(c) Other current Liabilities	858	1,025	1,501	1,954
(d) Net current employee defined benefit liabilities	7	7	8	8
(e) Provisions	25	62	81	77
(f) Liabilities for current tax (net)	30	110	48	90
TOTAL EQUITY AND LIABILITIES	5,460	7,054	8,228	9,693

Historical Consolidated Income Statement



Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
Operational Revenue	7,799	9,230	10,908	5,053
Total Expenses	7,057	8,468	10,049	4,695
EBITDA	742	762	859	358
EBITDA Margins (%)	9.52%	8.26%	7.87%	7.08%
Other Income	80	59	68	28
Depreciation	432	438	453	234
Finance Cost	263	273	346	153
Share of profit / (losses) of associates and JV from continuing operation	(46)	12	0	_
PBT Before Exceptional Items	82	121	128	(1)
Exceptional Item	(604)	-	(49)	-
РВТ	(522)	121	79	(1)
Tax	13	54	107	41
PAT	(535)	67	(28)	(42)
PAT Margins (%)	NA	0.73%	(0.26)%	(0.83%)
Other Comprehensive Income	25	7	23	(9)
Total Comprehensive Income	(510)	74	(5)	(51)

Consolidated Balance Sheet



Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
ASSETS				
(1) Non-current assets	3,356	3,360	3,038	3,059
(a) Property, Plant and Equipment	1,120	1,071	1,126	1,097
(b) Capital work-in-progress	-	54	3	25
(c) Goodwill on consolidation	376	376	376	413
(d) Other Intangible assets	416	286	351	302
(e) Right of use asset	481	465	530	489
(f) Intangible assets under development	120	228	101	58
(g) Financial assets				
(i) Investment in joint ventures and associates	59	82	84	87
(ii) Other Investments	14	14	1	1
(iii) Other non current financial assets	378	363	276	334
(h) Deferred tax assets (net)	32	70	102	155
(i) Non-current tax assets (net)	49	9	13	33
(j) Other non-current assets	311	342	75	65
(2) Current assets	5,874	7,367	7,600	8,452
(a) Inventories	2,248	2,611	3,174	4,016
(b) Financial assets				
(i) Trade receivables	2,499	3,310	2,280	2,297
(ii) Cash and cash equivalents	481	353	481	417
(iii) Bank balances other than cash and cash equivalents	94	69	235	156
(iv) Other current financial assets	226	121	441	396
(c) Other current assets	326	903	989	1,170
Total assets (1+2)	9,230	10,727	10,638	11,511

Particulars (INR Mn)	FY22	FY23	FY24	H1-FY25
EQUITY AND LIABILITIES				
(1) Equity	1,985	2,040	1,967	1,889
(a) Equity share capital	129	129	129	129
(b) Other equity	1,911	1,978	1,904	1,834
Equity attributable to equity holders of the parent (a+b)	2,040	2,107	2,033	1,963
(c) Non-controlling interests	(55)	(67)	(66)	(74)
(2) Non-current liabilities	1,453	1,246	1,616	973
(a) Financial liabilities				
(i) Borrowings	816	580	447	315
(iii) Lease Liabilities	356	362	408	371
(b) Deferred tax liabilities (net)	49	27	5	-
(c) Net non-current employee defined benefit liabilities	58	62	53	58
(d) Other non-current liabilities	77	167	672	208
(e) Provisions	70	24	15	7
(f) Government Grants	27	24	16	14
(3) Current liabilities	5,792	7,441	7,055	8,649
(a) Financial liabilities				
(i)Borrowings	1,910	2,048	1,290	1,783
(ii) Trade payables	1,141	2,110	2,378	3,027
(iii) Other current financial liabilities	599	517	372	305
(iv) Lease Liabilities	120	92	118	114
(b) Other current liabilities	1,701	2,255	2,517	3,033
(c) Government Grants	8	8	8	7
(d) Net employee defined benefit liabilities	6	7	8	8
(e) Provisions	275	287	313	279
(f) Liabilities for current tax (net)	32	117	51	93
Total equity and liabilities (1+2+3)	9,230	10,727	10,638	11,511

Diversified Product portfolio across Industries & Segments



	ER&D	EMS	BTS
Defence	✓	✓	✓
Space	✓		✓
Aerospace	✓	✓	✓
Transportation	✓	✓	✓
Automotive	✓	✓	✓
Industry & Energy	✓	✓	
Healthcare	✓	✓	

Awards, Recognition & Certifications in Last Few Years





Global Growth Company



Highest Growth – Electronic Hardware Exporter



Centum in Forbes Asia's 200 BUB list



Electronics Man of the Year Best Electronics Manufacturing Company In A&D Category

Champion Of Innovation (Mr Mallavarapu Apparao)





ISO 9001





Aerospace AS/EN9100 Rev D





Medical ISO13485





Automotive IATF 16949

Best Electronic System
Design Company
Award

Excellence in Financial Reporting from ICAI



French R&D certification





Information Security & Management system ISO 27001







ESD 20:20



Railways IRIS - Rev 2



Approved R&D facility by DST & GOI

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