

KERNEX MICROSYSTEMS (INDIA) LTD.

(An ISO 9001-2015 Certified Company)

CIN : L30007TG1991PLC013211

Tel : +91 8414-667600

Fax : +91 8414-667695

email : kernex@kernex.in

Website : www.kernex.in



Registered Office :

"TECHNOPOLIS", Plot Nos : 38-41,

Hardware Technology Park,

TSIIC Layout, Raviryal (V),

Hyderabad – 501 510. Telangana, India.

24th March 2025

The Manager Listing Compliances,
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street,
Mumbai – 400 001

BSE Scrip Code: 532686

The Manager Listing Department
National Stock Exchange of India Ltd
Plot No.C/1, G Block, Exchange Plaza
Bandra – Kurla Complex, Bandra (E)
Mumbai – 400 051

NSE Symbol: KERNEX

Dear Sir/Madam,

Subject: Intimation on update of Analysts/Investors meeting

This is a continuation letter to our letter dated 19th March 2025 regarding schedule of Analysts/Investors meeting under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

In accordance with Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015, we would like to inform you that the Company's presentation to be presented during the meeting is enclosed for your reference.

This is for information and records

Thanking you,

Yours Faithfully,

For Kernex Microsystems (India) Limited

Prasada Rao K
Company Secretary





Kernex Microsystems (India) Limited

Investor Presentation - March 2025

Disclaimer

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Kernex Microsystems (India) 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.

Kernex - Overview

30+
Years

Incorporated in
1991 under STPI

Listed on both
NSE and BSE in
2005

Facility

10-acre
Campus

265,000 Sq
feet infra

7 Kms from
Shamshabad
Airport

Sectors

Railway Safety
Systems Design
& Development

Telecom &
Defence

Turnkey Project
Execution
Embedded & IOT

Products design,
development services

Kernex - Resources



Manpower

- ❖ 350
- ❖ R&D, Hardware, Software, Firmware Design & Development
- ❖ Engineering, Production, QC & Testing
- ❖ Projects Engineering, Execution & Management, Operations & Maintenance



In-house Laboratories

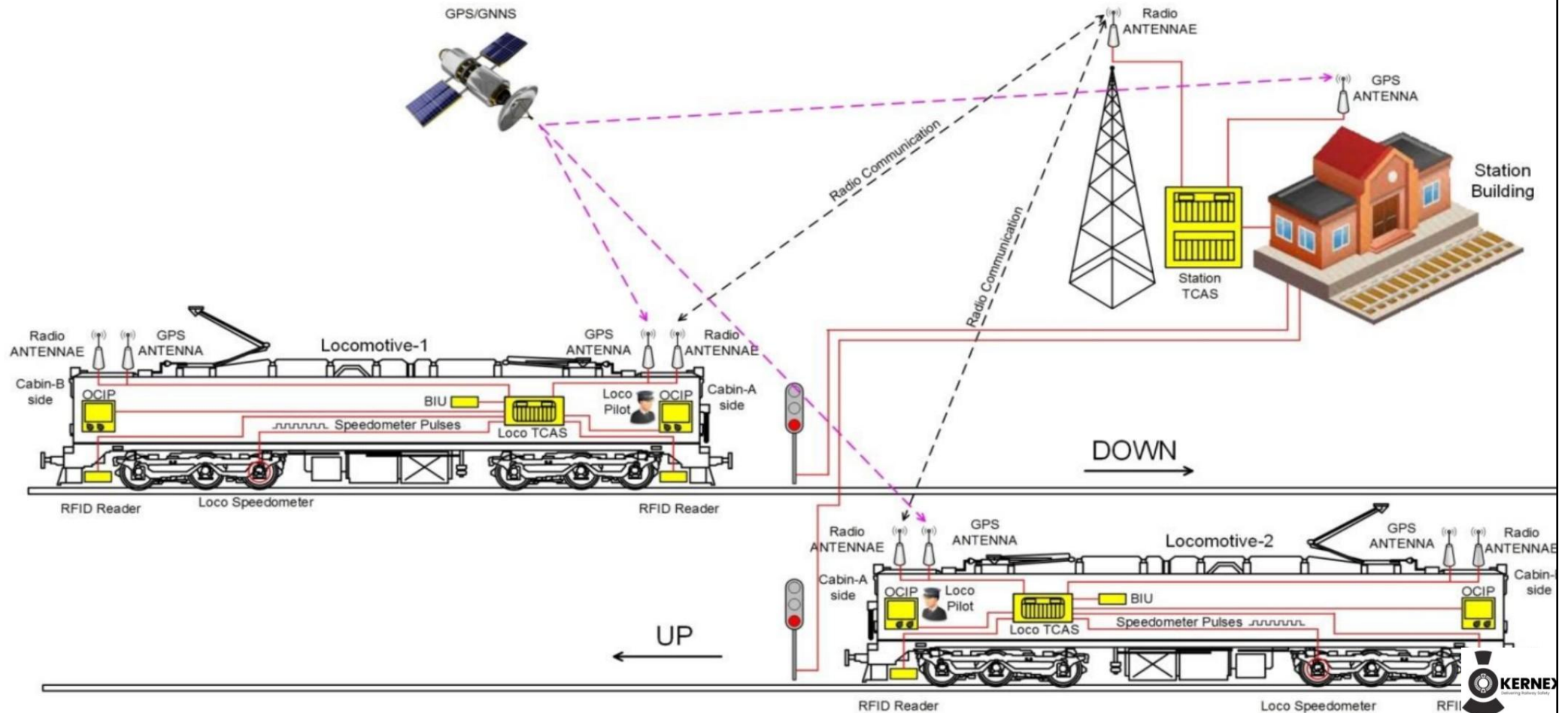
- ❖ Environmental test labs (Burn-in chambers, Thermal Cycling, Vibration, Bumping)
- ❖ Dedicated Verification & Validation labs
- ❖ Factory Acceptance Testing Units
- ❖ Loco Break Interface test lab



Production Capacity

- ❖ 450 Kavach Units/Month
- ❖ 10 Level Crossing Gates/Month, Can scale up to 25 Units/Month

Kavach: Bharat's Automatic Train Protection Product as a Solution



What Makes Kavach Special ?

Nervous System for Railways Safe Operations Indigenous

Designed, Patented and Made in India

Long Journey of 14yrs

From Anti Collision Devices (ACD) to Train Collision Avoidance System (TCAS) to Kavach

Intellectual Property Rights

RDSO of Indian Railways along with 3 OEMs owns patent for Kavach

3 OEMs could qualify in last 8 yrs

Interoperable

Protocols are designed to make all units of Kavach : STCAS, LTCAS and RIU units to be interoperable among each other



Kavach

Summary of Financial Performance

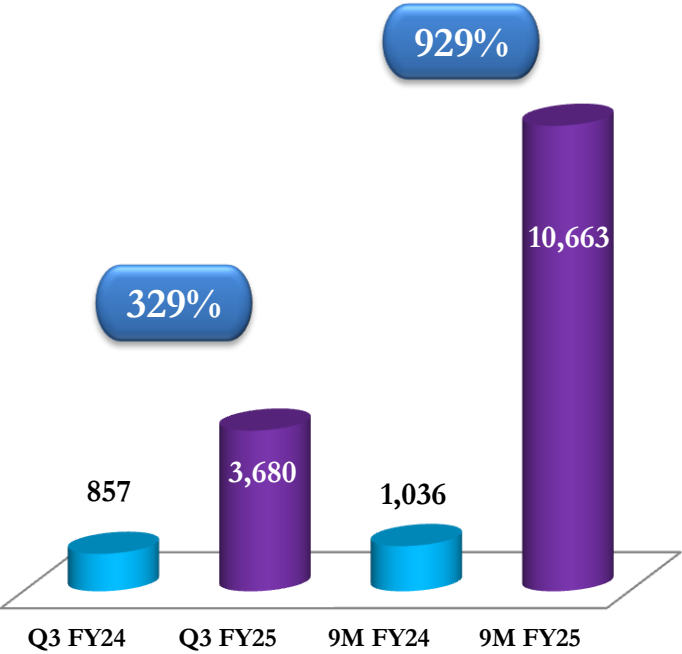
Standalone Statement of Profit & Loss						
Rs in Lakhs	Q3 FY25	Q3 FY24	YOY	9M FY25	9M FY24	YOY
Revenue from operations	3,680	857	329%	10,663	1,036	929%
Material Consumption& Execution Expenses	2,350	705		6,837	354	
Gross Contribution	1,330	153	772%	3,826	682	461%
Gross Contribution Margin	36%	18%		36%	66%	
Employee Expenses	436	298		982	788	
Other Expenses	53	83		461	516	
EBDITA	841	-228	468%	2,384	-623	483%
EBDITA Margin	23%	-27%		22%	-60%	
Other Income	50	68		144	174	
Depreciation	62	63		190	181	
Finance Cost	121	122		519	177	
Profit before Tax	708	-345	305%	1,819	-807	325%
Profit before Tax Margin	19%	-40%		17%	-78%	
Tax expense/(credit)	-6	5		-21	56	
PAT	714	-350	304%	1,841	-863	313%
PAT Margin %	19%	-41%		17%	-83%	
EPS	4.26	-2.24		10.98	-5.52	

Cashflow Statement..

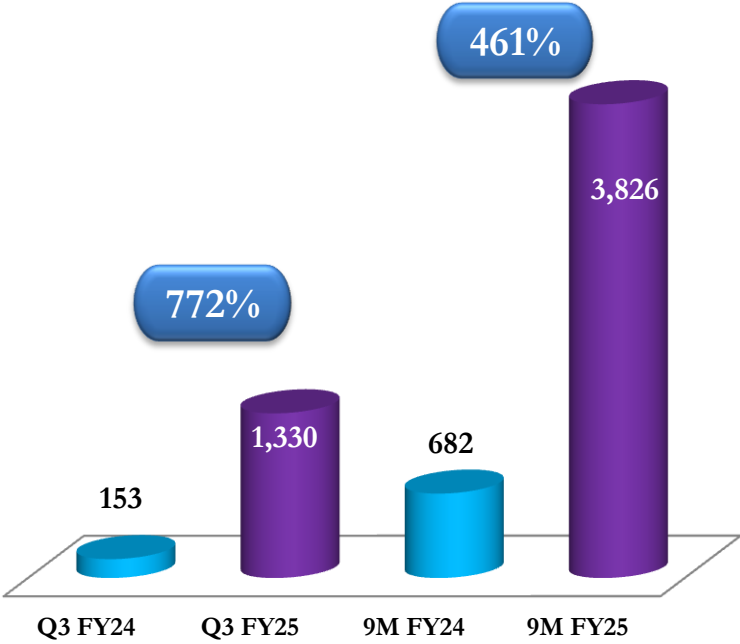
Particulars (Rs. in Lakhs)	9M 24-25	9M 23-24
Net Profit Before Tax	1,819	-807
Adjustments for: Non -Cash Items / Other Investment or Financial Items	647	388
Operating profit before working capital changes	2,467	-419
Changes in working capital	-1,936	-6,287
Cash generated from Operations	531	-6,706
Less: Income Tax paid	-	-
Net Cash from / (Used In) Operating Activities	531	-6,706
Net Cash (used In) Investing Activities	-268	-40
Net Cash (Used in)/from Financing Activities	-646	5,349
Net increase/ (Decrease) in Cash and Cash equivalents	-383	-1,398
Add: Cash & Cash equivalents at the beginning of the period	385	3,214
Cash & Cash equivalents at the end of the period	2	1,816

Performance Highlights – Upto Dec 2024

Revenue from Operations in Lakhs



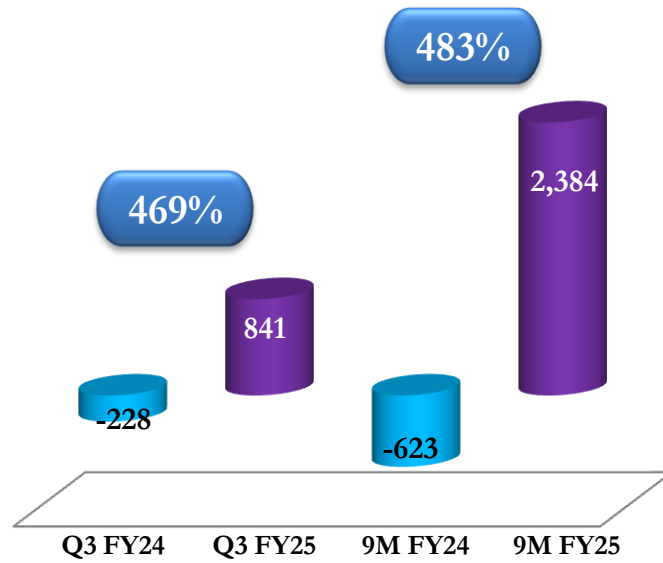
Gross Contribution in Lakhs



Gross Contribution Margin			
Q3 FY24	Q3 FY25	9M FY24	9M FY25
18%	21%	66%	36%

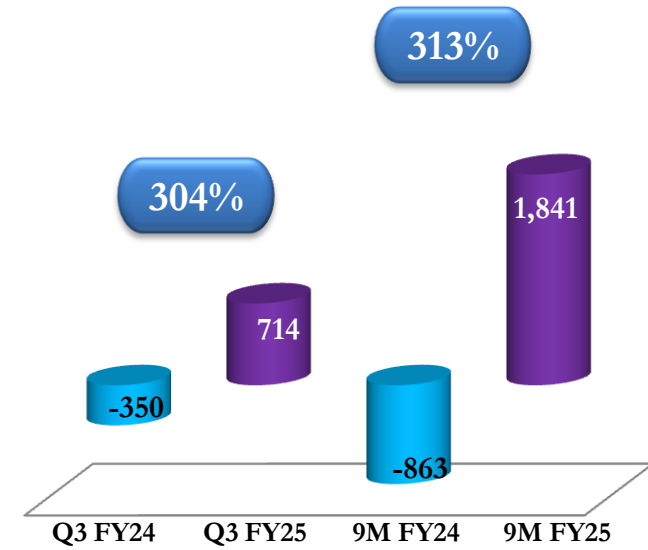
Performance Highlights

EBDITA in Lakhs



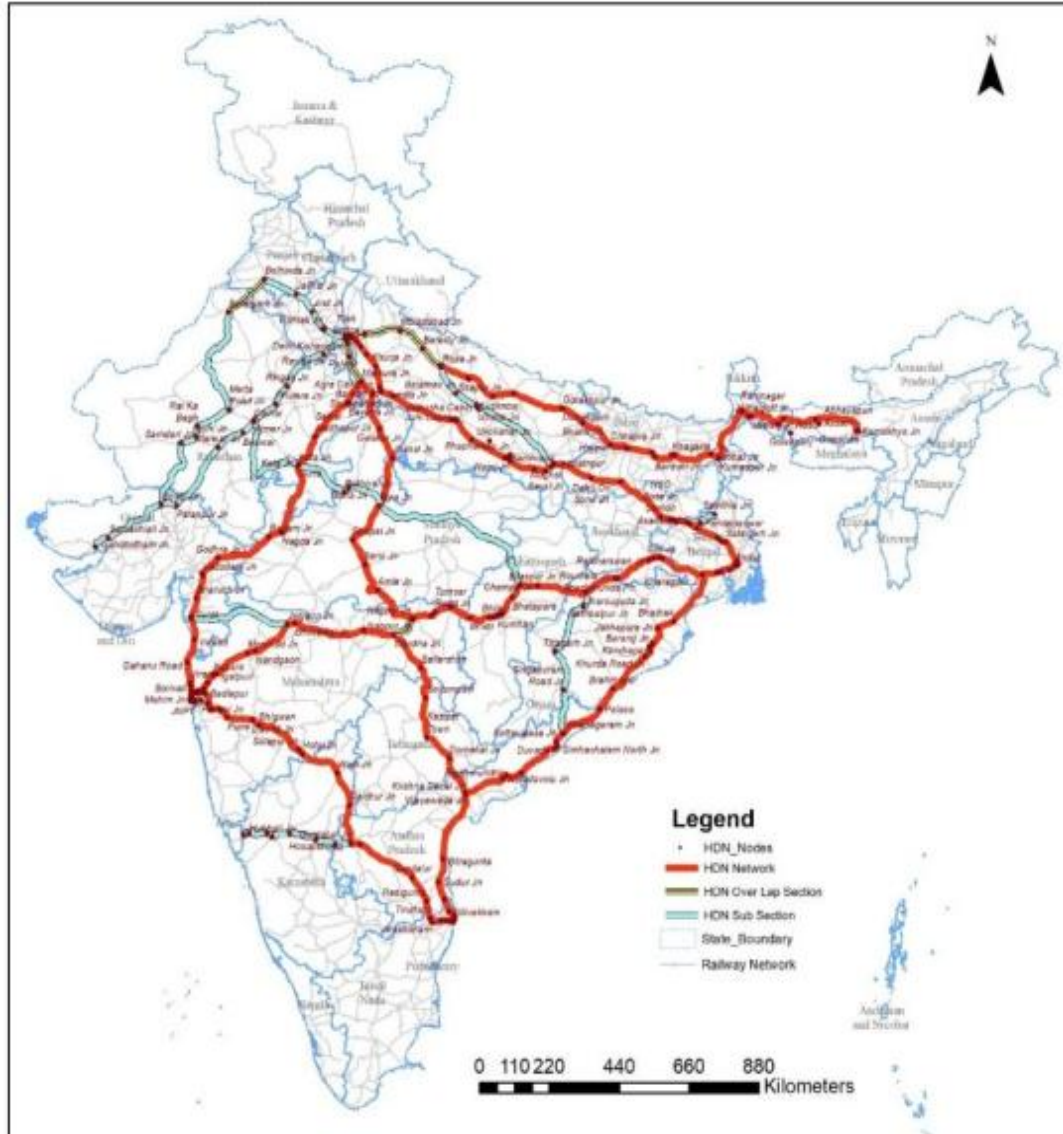
EBDITA Margin			
Q3 FY24	Q3 FY25	9M FY24	9M FY25
-27%	23%	-60%	22%

PAT in Lakhs



PAT Margin %			
Q3 FY24	Q3 FY25	9M FY24	9M FY25
-41%	19%	-83%	17%

Upcoming TCAS Projects



Total length of HDN – 11000 KM

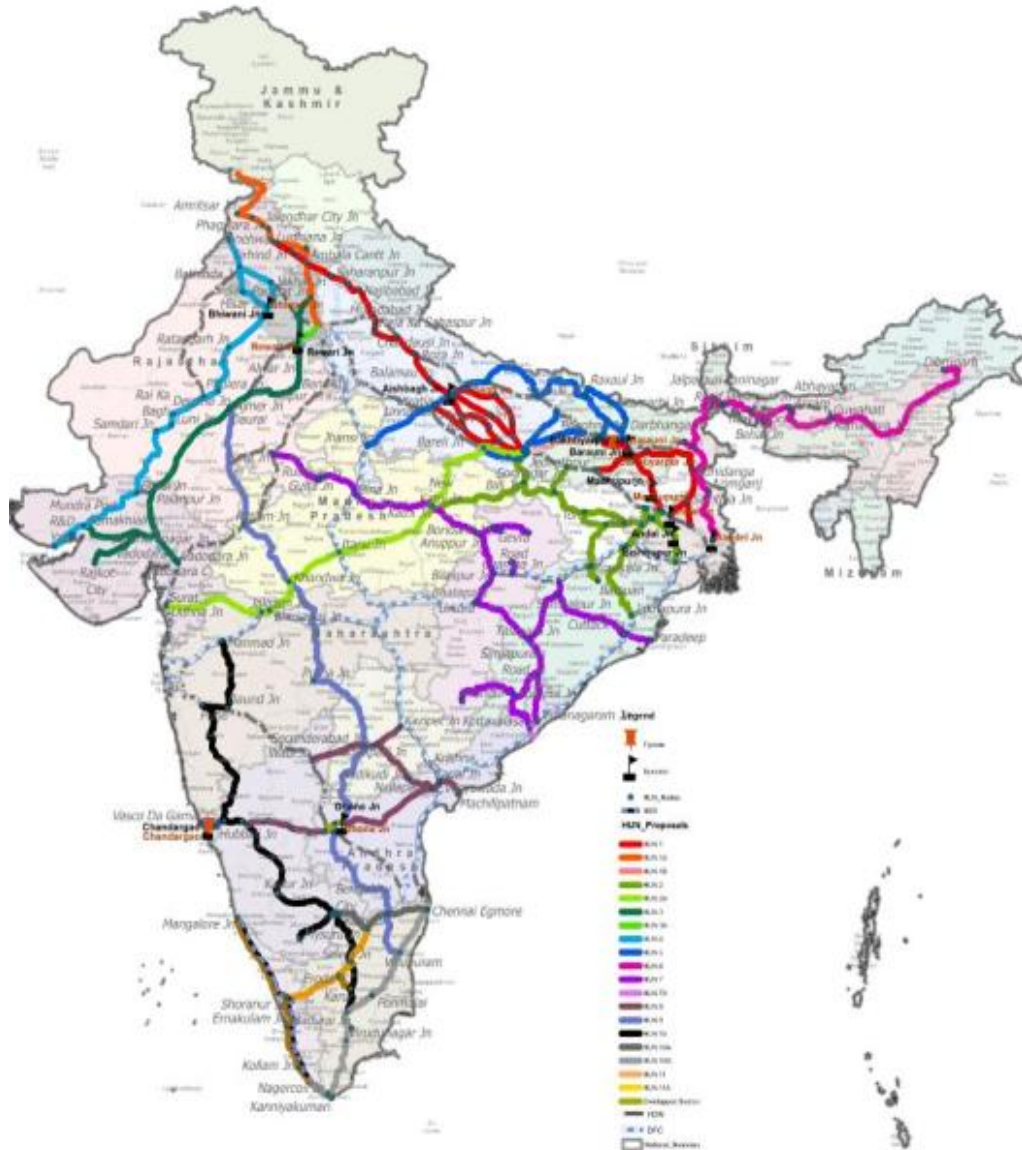
- 16 % of IR Network
- 41 % of IR traffic

HDN No	Routes
HDN1	Delhi Howrah Main Route via ALD MGS Gaya
HDN2	Howrah - Mumbai main route via Jalgaon, Nagpur, Bilaspur
HDN3	Delhi-Mumbai Main Route via Kota Ratlam
HDN4	Delhi-Guwahati via Rosa-Gorakhpur-Kumedpur
HDN5	Delhi-Chennai Main Route via BPL-NGP-BPQ-BZA-Gudur
HDN6	Howrah Chennai Main Route
HDN7	Mumbai-Chennai main route

Entire Indian Railway Network – 85000 KM

Expected to complete by 2030 to 2032

Upcoming TCAS Projects



Total length of HUN – 24230 KM

- 35 % of IR Network
- 40 % of IR traffic

S.NO	HUN Routes	Total Length (Km)
HUN 1	Amrit Sagar Sampark Corridor	3,049
HUN 2	Bengal Arab Sagar Sampark Corridor	3,035
HUN 3	Kathiawar Shivalik Sampark Corridor	1,685
HUN 4	Sagar Sutlej Sampark Corridor	1,529
HUN 5	Bundelkhand Tarai Sampark Corridor	2,151
HUN 6	Sagar Purvodaya Sampark Corridor	1,490
HUN 7	Sagar Chambal Sampark Corridor	2,737
HUN 8	Purv Paschim Deccan Sampark Corridor	1,501
HUN 9	Aravali Dakshin Sampark Corridor	2,803
HUN 10	Satpura Coromandel Sampark Corridor	2,232
HUN 11	Konkan Malabar Sampark Corridor	1,134
Total		24,230

Bids Submitted & Future Bids

Bids Submitted

9,505.24 Kms

3,023.47 Cr

Future Bids

4,250.9 Kms

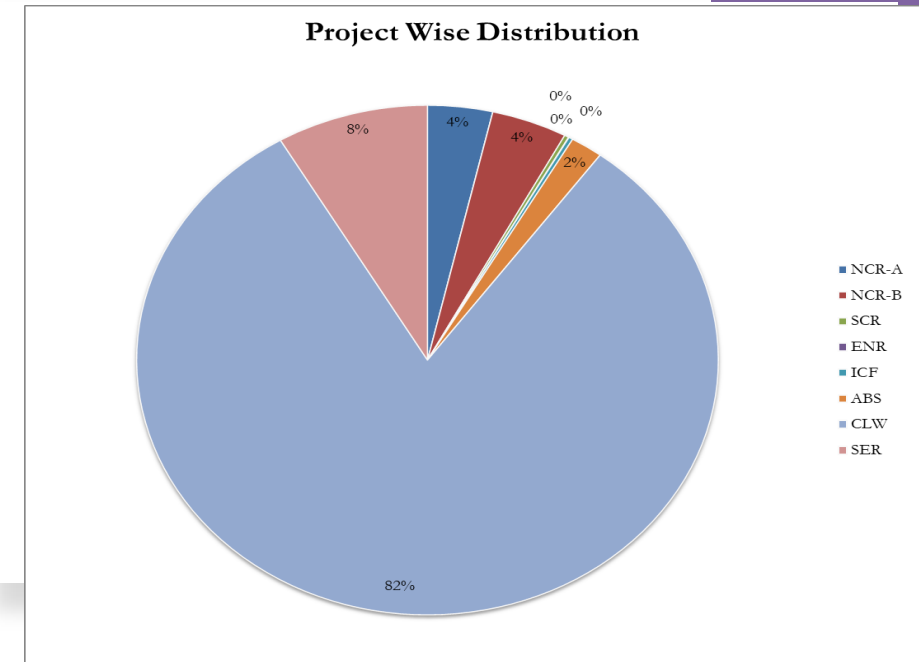
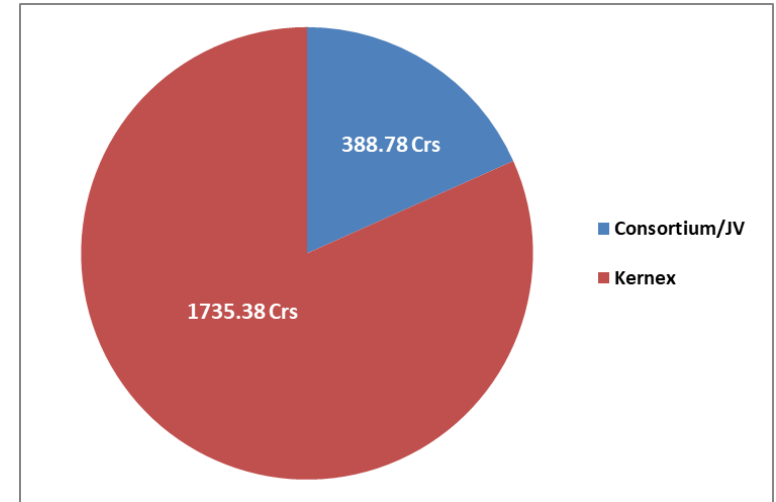
889.04 Cr

Upgradation

120.63 Cr

Order Book

- Total Value of order book as on: **2,124.16 Crs**
- CLW: **1,730 Crs**
- SER: **179.21Crs**
- KMIL Exclusive: **1,735.38 Crs**
- With Partners : **388.78 Crs**



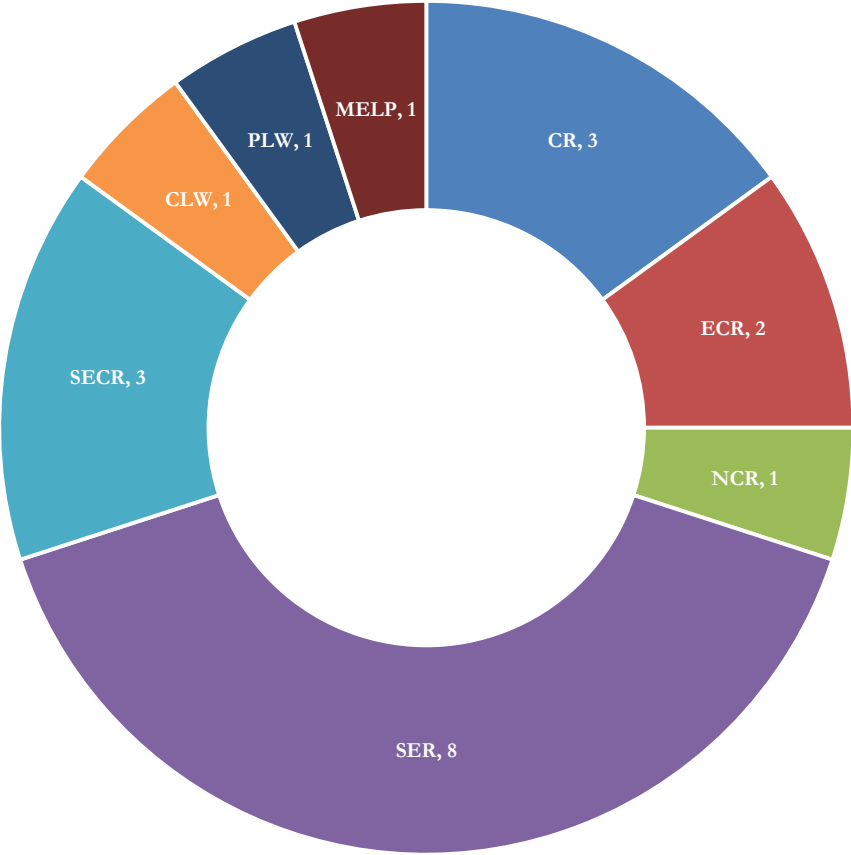
Status on Projects

Projects on going

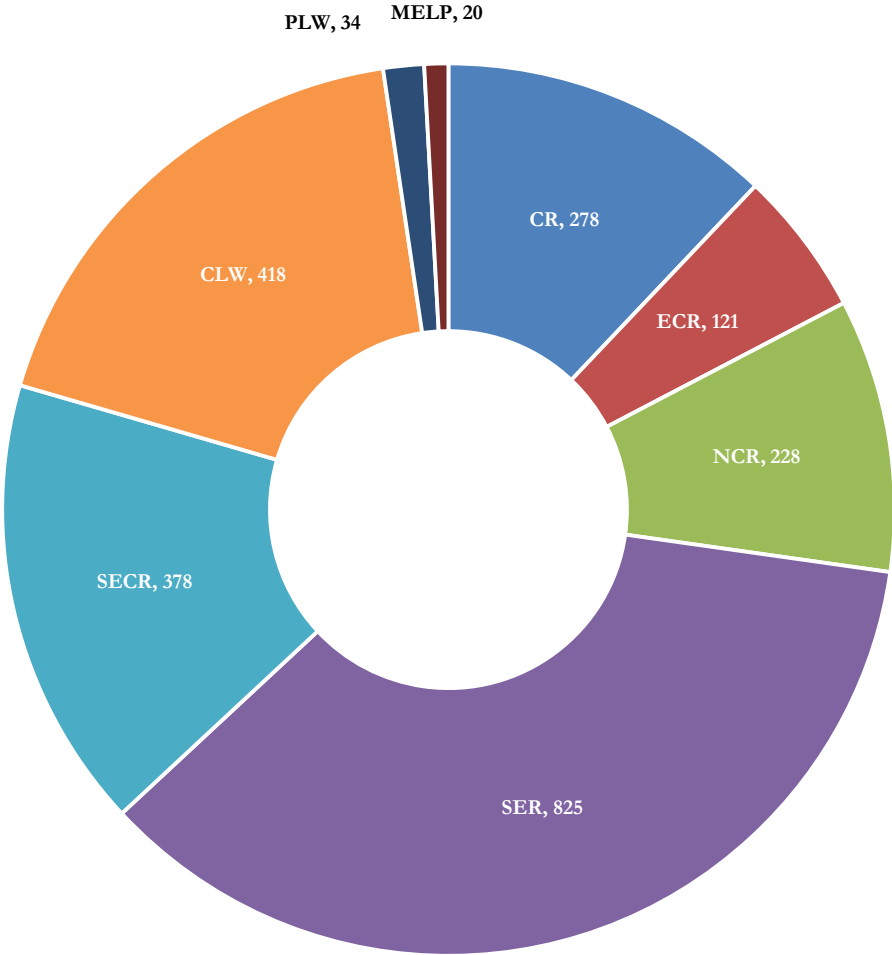
- ❖ TCAS Implementation of SCR (Final bill submitted)
- ❖ TCAS Implementation of NCR
 - ✓ NCR A: GZB – CNB (GZB – CNB by June 2025, Supply Completed, 70% Execution completed)
 - ✓ NCR B: CNB – DDN (CNB – ALD by June 2025, ALD – DDN It may take few more months(15%), 60% Execution completed)
- ❖ Lx-Gates of ENR – June 2025
- ❖ Automatic Block Signalling project- 3 Block Sections were completed, waiting for client dates for commissioning. Project will be completed as per schedule-Dec 2025
- ❖ CLW for Loco TCAS equipment's supply and installations- Procurement is in Progress
- ❖ GD & GQ route of SER- Kick off meeting was completed

Status on CLW Project

Zonal wise Distribution of Sheds



Zonal wise Distribution of Locos



Status on CLW Project

- Survey completed
- Awareness Programme conducted for Client teams at Loco sheds
- Layout for Testbenches completed
- Production of Simulators are ready for Inspection
- Purchase orders placed for materials
- Materials supply started from 2nd week of April 2025
- Expected to start delivery by end of May 2025
- Installation Starts from June-2025

Development of TCAS 4.0, NMS & other products

❖ TCAS 4.0

- ✓ Hardware - Approved
- ✓ Software development completion - 99 % (TDC – Mar 2025)
- ✓ Testing of software – 99 % (TDC – Mar 2025)
- ✓ ISA – Apr 2025

❖ Development of new Products:

- ✓ Development of NMS – Prototype Developed and Testing in progress (TDC – June 2025)
- ✓ Pulse Generators – Dec 2025
- ✓ Radio MODEMS – Aug 2025
- ✓ Automation of designs through drones & drone technologies – Development work is in progress - Apr 2025

THANK YOU!



www.kernex.in