

Vinyas Innovative Technologies Pvt.Ltd

Customer Satisfaction is our Designature

BUSINESS PLAN FOR 2021-2025

Revenue Projections

Vinyas has been growing at an average rate of 24% year on year. In spite of global pandemic, Vinyas continues to grow the topline as projected below.

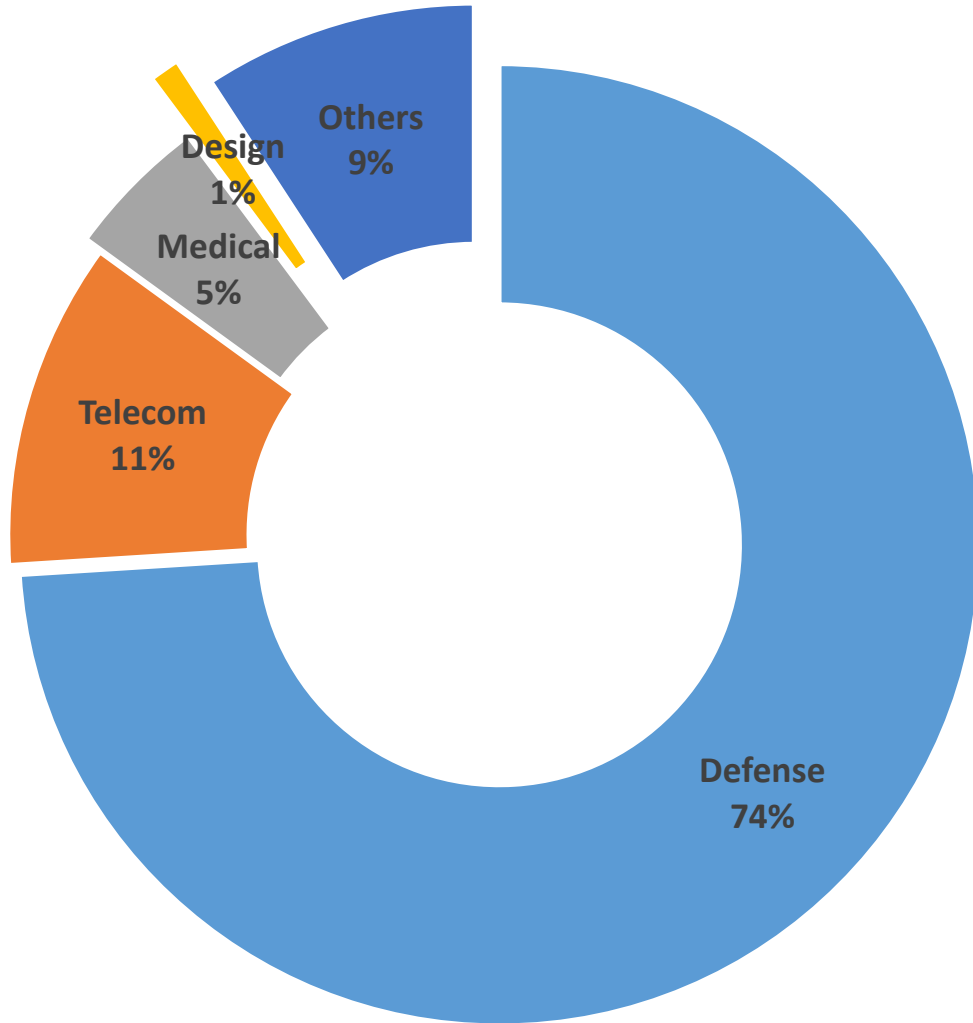
Year	20-21	21-22	22-23	23-24	24-25
Projected Revenue in INR Cr	363.0	474.0	366.0	406	449.0
Projected Revenue in USD Million	49.7	64.9	50.1	55.6	61.5

Revenue Projections – Break-up

Vinyas has segmented clients into few groups based on EBIDTA/Margin. Revenue break-up has been arrived as per historical revenue share of each segment

Year	20-21	21-22	22-23	23-24	24-25
Defense _Exports	250.5	350.8	267.2	284.2	327.8
Defense-DTA	3.6	4.7	11.0	12.2	13.5
Medical Exports	3.6	9.5	11.0	10.2	11.2
Medical-DTA	3.6	9.5	11.0	14.2	15.7
Telecom-Exports	7.3	19.0	14.6	12.2	18.0
Telecom-DTA	79.9	37.9	11.0	8.1	13.5
Design Services	3.6	4.7	3.7	4.1	4.5
Others-Exports	7.3	14.2	18.3	32.5	22.5
Others-DTA	3.6	23.7	18.3	28.4	22.5
Total	363.0	474.0	366.0	406	449.0

Average Revenue Share –Segment wise



Segment	EBIDTA
Defense	6%
Others	8%
Medical	12%
Telecom	12%
Design	20%

Clients List –Segment wise

Segment	Clients
Defense_Exports	DCX
	Alpha
	Lotus
	Alpha-Elsec
Defense-DTA	BEL
	HAL
	AMW
	L&T
Medical Exports	Skycliff
	Healthcubed
	Skanray
	Cyclops
	ABM
Medical-DTA	Renalyx
	Staysee
	Cyclops
	Healthcubed
	AIHighway
	Pathshod
	Winglobe

Segment	Clients
Telecom-Exports	Sangoma
	Succorfish
Telecom-DTA	kalki
	TVS
	Total
Design Services	skycliff
	Winglobe
	Reliance Jio
	Others
Others-Exports	Perpetuum-Note
	Virtulive
	Exlar
	Arens
	Infiniti
	L&T
	Others-DTA
Williams Controls	
Amit Engineering	
Imax	
L&T	
Forbes Marshal	

Market Drivers:

- India is one of the largest importer of Defense equipments with around 30% offset policy. The current Offset backlog from Israel itself is more than USD 10 billion
- India is second fastest-growing civil aviation market in world, with western manufacturers moving R&D and production to India: e.g. Boeing, Airbus, Lockheed
- US-China Trade war has opened up great opportunity to tap high volume manufacturing business
- BREXIT will open doors for a reliable manufacturing hub for UK which India is well poised to leverage.
- Healthcare industry is witnessing a sea-change especially with disruptive innovations on the device front. Indian start-ups are aligning with large Healthcare companies to fill the gap of wearable and home-care devices.

Summary

- Electronics Industry traditionally is a low margin business. However, we have been innovating the right mix of verticals and revenue to achieve a healthy operating margin.
- Vinyas is poised for a steady organic growth with a strong order book and pipeline.