

Riding on EV sector growth worldwide

Date: June 22, 2022 | CMP: INR 4750 | Market Cap : INR 19,858 Cr Sector: IT Sector | Book value: INR 545.50 | P/E: 45.45 | Sector P/E: 28.04



TATA TECHNOLOGIES LIMITED

COMPANY HIGHLIGHTS

ISIN Number: INE142M010 Face Value (INR): 10

Authorised Share Capital: INR 60 Cr

Paid Up Capital: INR 41.81 Cr Outstanding Shares: 4,18,06,975

Status : Unlisted Industry: Technology

Business Divisions: IT services and trading in

computer hardware and software Parent Company: Tata Motors Limited

HQ: Pune, Maharashtra CEO & MD: Warren Haris

KEY FINANCIAL RATIOS

Particulars	FY22	FY21	FY20
Revenue	3,529.47	2,380.91	862.26
EBITDA	19.68 %	18.08 %	18.07 %
PBT	16.40 %	13 %	13.53%
PAT	12.21 %	9.86 %	8.68 %
EPS (in ₹)	104.52	57.21	59.77
Current ratio	1.76	2.02	2.98

SHAREHOLDING PATTERN AS ON 31 MAR 22

Entity	% of holding		
Tata Motors Ltd.	72.48%		
Alpha TC Holdings Pvt. Ltd.	8.96%		
Ratan Naval Tata	0.24%		
Others	18.32%		

EXECUTIVE SUMMARY

Tata Technologies is a global product engineering and digital services company focused on fulfilling its mission of helping the world drive, fly, build and farm. The company is enabling global OEMs and their ecosystem of partners across the automotive, industrial machinery and aerospace verticals, engineer, manufacture, and realize better products, as well as drive efficiencies in their businesses, leading to the development of products which are innovative, sustainable, and better for the end customer, environment, and society at large.

The company services over 100+ global clients from 17 Global delivery centres in Asia-pacific, Europe, and North America with a global workforce of over 9300+ employees, leveraging their uniquely balanced on-shore/offshore global delivery model that enables to provide aligned on-shore customer proximity required to support the iterative nature of product development services together with the capacity and costeffectiveness of offshore delivery centres.

The Company's range of services includes IT Consultancy, SAP implementation and maintenance, providing networking solutions, CAD/CAM engineering & design consultancy. The company has two lines

- Engineering, Research and Development (ER&D) services: Provides global outsourcing engineering to assist manufacturing clients in conceiving, designing, developing, and realizing competitive products
- Digital Enterprise solutions: Assist manufacturing customers in identifying and deploying emerging technologies, techniques, and solutions to improve product manufacturing, service, and realization.

Some of the major achievements are as follows:

- Turnkey vehicle development programme for a Next-gen Southeast Asian OEM.
- Collaborated with an American EV start-up to support their 'high-mix', 'high-volume' demand.
- Supported continuous CAD, static and F&DT, PLM, and Tech Pub for the passenger to freighter conversion program for a Singapore-based manufacturer and MRA provider.
- Selected as an Engineering, manufacturing engineering and Customer services Strategic Supplier (EMES3) by Airbus.
- Established PLM-enabled digital thread to achieve a unified product development system

FINANCIAL HIGHLIGHTS

Particulars		Financial Year				
	2019-20	2020-21	Y-o-Y Growth	2021-22	Y-o-Y Growth	CAGR
Revenue from Operations	2,852.05	2,380.91	-16.52%	3,529.57	48.24%	7.36%
Other income	44.89	44.83	-0.13%	48.80	8.86%	2.82%
Total Income	2,896.94	2,425.74	-16.27%	3,578.37	47.52%	7.30%
Finance Cost	15.63	17.66	12.99%	21.90	24.01%	11.90%
Depreciation & Amortization	99.15	92.20	-7.01%	85.71	-7.04%	-4.74%
Total Expenses	2,496.39	2,105.06	-15.68%	2,991.54	42.11%	6.22%
EBITDA	515.33	430.54	-16.45%	694.44	61.30%	10.45%
PAT	251.55	239.18	-4.92%	436.97	82.70%	20.21%
No. of Eq. Shares Outstanding	41,803,225.00	41,806,975.00	0.01%	41,806,975.00	0.00%	0.00%
Equity Share Capital	41.80	41.81	0.01%	41.81	0.00%	0.00%
Total Net Worth	1,852.61	2,142.17	15.63%	2,280.15	6.44%	7.17%
Total Assets	2 572 99	3 572 74	38.86%	4 218 02	18 061%	17 91%

- PAT margin at 12.21% as PAT increased by 82.70% to ₹ 436.97 crore in FY 2021-22
- **❖** Earning per share : ₹ 104.52
- **❖ EBITDA margin at 19.67% as EBITDA increased by 61.30%** to ₹ 694.44 crore in FY2021-22
- The revenue from sale of technology solutions has been increased by 88.6% and the cost pertaining to the same has been increased by 103.5% over previous year.
- The outsourcing cost as a % of service revenue increased to 15.1% in FY 2021-22 as compared to 12.6% during FY 2020-21.

Cashflow Statement: There was observed to be negative cashflows from Financing and Investing Activities but positive cashflow from Operating Activities resulting in cash and cash Equivalents to fall from ₹781.33 Cr in FY 2020-21 to ₹768.26 Cr in FY 2021-22

Valuation ratios

FY20				
)	443.17			

(Amount in ₹)

Particulars	FY22	FY21	FY20	
BVPS	545.40	512.40	443.17	
BV Growth	6.44%	15.62%	8.57%	
Price	5800.00	1770.00	1250.00	
Growth %	228%	42%	-19%	
Price -BV (x)	10.63	3.45	2.82	
EPS (INR)	104.52	57.21	59.78	
Growth %	83%	-4%	-29%	
Price- Earnings (x)	55.49	30.94	20.91	
Dividend	0	0	40	
Dividend yield (%)	0%	0%	3%	



Wealth Wisdon

WEEKLY PRICE MOVEMENT









MANAGEMENT OVERVIEW

Technology has become the single biggest driver of change in companies today, and as a leading global product engineering and digital transformation specialist, Tata technologies is well prepared to help the manufacturing companies navigate their future and thrive in the new normal. It has invested in Electric vehicles, embedded systems, sustainable engineering solutions and Digital transformation to build solutions and accelerators that differentiate and help customers develop competitive and sustainable products. Hence, it is helping the world's leading OEMs by transforming their organizations to thrive in the new normal.

Zinnov, a global consulting and advisory firm, has projected that Global R&D (ER&D) market is expected to expand at a CAGR of 9% from 2021 to 2025 to reach \$2.3 million. Companies are expected to make maximum investments in the Digital engineering segment, which is expected to expand at a CAGR of 18% over the next 4 years, while the legacy engineering segment is expected to expand at a CAGR of 1% from 2021 to 2025. The Digital engineering development will account for 55% (\$1.27 trillion) of the global ER&D market by 2025 while the legacy engineering segment valued at \$1.02 trillion. The rapid growth in digital engineering is driven by adoption of initiatives such as digital thread, smart manufacturing and intelligent workplaces. The company's key vertical i.e. automotive are expected to expand at a CAGR of 5%.

Tata Technologies limited are focused on leveraging its full turnkey product development capabilities related to EVs while investing in embedded and digital engineering capabilities. It will continue to leverage its global talent pool with balanced onshore/offshore mix in order to provide a viable, more cost-effective, value enabled alternative to OEMs.

The key product and technology trends influencing the manufacturing industry and its customer experience:

- Sustainable engineering: It is propelled by climate change and regulatory pressures from the government bodies in order to have a sustainable future for all of us. Focus on sustainable e-Mobility solutions has accelerated the EV revolution and consumer preferences. Accelerating mainstream EV manufacturing is transforming the automotive industry, while reducing the carbon footprint to support a larger purpose for the planet
- Autonomous and connected driving solutions: Demand for autonomous and connected technologies are fueled by the
 increasing pressure from regulations on passenger safety and cost pressures on OEMs,
- **Digital Thread:** It is already changing how goods are designed, manufactured, and maintained and help to increase the production efficiency. Digital/Virtual product development and collaboration solutions, as well as companies working on facilitating hybrid solutions and dispersed product development are significant focus areas for digital ER&D.

BUSINESS STRATEGIES

- The Suite of Electric Vehicle Solutions and turnkey product development capabilities helped to win many deals and reduce their product development time by almost 30%.
- Omni channel customer engagement and service platform helped the company to engage their customers in the new normal.
- The growth has been driven by accounts outside of Tata Motors and Jaguar Landrover (captive accounts) with non-captive accounts revenue contribution allowing the company to de-risk our excessive reliance on captive accounts
- The growth has also been pioneered by innovative solutions for education institutes in generating industry-ready personnel.
- Laser focused strategy helped the company to win major projects in the digital, embedded and PLM space across geographies and clients.
- The Company's service offerings are delivered through two lines of business, leveraging the deep domain knowledge of manufacturing industry and end to end understanding of physical and digital layers of product engineering and seamless integration of digital thread, which is instrumental for its product engineering success.

OPPORTUNITIES & THREATS

Opportunities:

- The EV market is growing rapidly with most traditional OEMs committing to transform their product portfolio over the next 5-10 years
- Energy startups investing in innovative products are looking for service providers who can help them through the entire product development value chain
- Enhanced demand of digital offerings across the manufacturing life cycle
- Growing demand for education technology solutions in India

Threats

- Possibility of scarcity of resources as compared to demands.
- Substantial influence of exchange rate fluctuations on the company's operations and profitability on account of growing globalization and growing currency volatility
- Rapidly changing macroeconomic and geopolitical world order For example, Russia's invasion of Ukraine and the subsequent sanctions imposed on Russia by NATO countries and the US-led alliance. This war may transform the inflation environment, disrupt auto parts supply to OEMs. resulting in revenue loss for OEMs
- Increasing risks faced by globally connected business operations in terms of systems breaches, hacking and data leakages



XIII. Earnings Per Equity Share (Face value of ₹ 10 each)

Ordinary shares:
(i) Basic (₹)
(ii) Diluted (₹)

6.54 (2.96)

434.01

32

FINANCIALS

Consolidated Balance Sheet ASSETS Non-curre (a) Prop (b) Cap (c) Righ (d) Goo (e) Othe (f) Intai (g) Inve (h) Fina 114.53 0.26 187.85 729.30 36.22 87.24 0.04 232.64 725.90 44.03 0.07 8.47 1,185.24 527.68 497.08 647.29 120.89 768.26 101.14 46.25 32.78 10.72 453.44 142.30 781.33 2.08 251.71 26.79 31.39 16 17 41.81 2,100.36 2,142.17 223.16 0.35 18.65 242.16 19 20 15.20 248.41 17.22 319.41 255.86 30.69 21.60 1,012.65 1,695.71 1,937.87 4,218.02

(Amount in ₹ Crore)

For the year ended

March 31, 2022 March 31, 2021

3,529.57 2,380.91 Note No 22 23 Revenue from operations 48.80 3,578.37 Expenses:

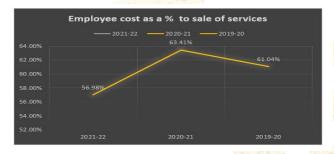
(a) Purchases of technology solutions
(b) Outsourcing and consultancy charges
(c) Employee benefits expense
(d) Finance costs
(e) Depreciation and amortisation expense
(f) Other expenses
Total Expenses (IV) 338.30 241.43 1,216.01 17.66 92.20 199.46 2,105.06 688.54 399.80 1,512.70 21.90 85.71 282.89 2,991.54 24 V. Profit before Exceptional items and tax (III-IV) 320.68 VI. Exceptional Items (Net) 5.41 586.83 315.27 VII. Profit before tax (V - VI) VIII. Tax Expense :

(a) Current tax

(b) Deferred Tax (11.70) 76.09 239.18 IX. Profit for the year (VII -VIII) X. Other comprehensive income:
 Items that will not be reclassified to profit or loss:
 (1) Remeasurement of post employment benefit obligations
 (ii) Income tax relating to above item
 Items that may be reclassified to profit or loss:
 (i) Exchange differences on translation of foreign operations
 XI. Other comprehensive income for the year 3.84 (1.34) (14.60) 5.10

Consolidated Statement of Profit and Loss

Exhibit 1: Employee cost as a % to sale of service



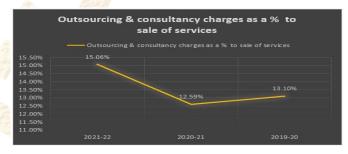


Exhibit 2: Outsourcing & consultancy charges as a % to sale of service

Exhibit 3:Revenue

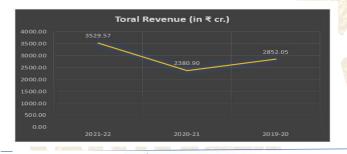


Exhibit 4: Product and service mix of revenue



		nount in ₹ Crore
		ear ended
CASH FLOW FROM OPERATING ACTIVITIES	March 31, 2022	March 31, 2021
	436.97	239.18
Profit for the year Depreciation and amortisation	436.97 85.71	92.20
Export incentive written off	13.33	92.20
Provision for income tax	158.67	87.79
Provision for income tax Provision for deferred tax	(8.81)	(11.70
Loss/(Profit) on sale of investments	3.87	(6.30
(Profit)/Loss on derecognition of right to use assets	(0.64)	(6.30
(Profit)/Loss on sale of tangible and intangible fixed assets	(0.10)	0.2
Interest income	(39.74)	(14.38
Finance cost	21.90	17.6
Unrealised exchange loss / (gain)	(0.47)	0.2
Effect of exchange differences on translation of foreign currency cash & ca		2.43
Allowances for expected credit loss (net)	sn equivalent 2.14 (3.31)	4.05
Change in fair value of investments	(0.20)	5.96
Operating profit before working capital changes	669.32	417.41
Working capital adjustments	009.32	417.4
Decrease in trade receivables non-current		15.72
(Increase)/ Decrease in billed trade receivables current	(209.05)	176.47
Decrease/ (Increase) in unbilled trade receivables current	23.40	(43.94
(Increase)/ Decrease in other current financial assets	(7.14)	26.27
(Increase) in other current assets	(523.46)	(92.02
Decrease in non-current loans	0.30	0.18
(Increase) in current loans	(2.15)	(0.15
(Increase) / Decrease in other non current assets	(28.84)	0.13
Increase/ (Decrease in other non current assets	110.24	(29.87
(Decrease) Increase in other financial liabilities non current	(0.12)	0.19
Increase/ (Decrease) in other financial liabilities current	0.12)	(42.66
Increase in other liabilities	48.99	796.72
Increase in current provisions	18.75	1.65
(Decrease) in non-current provisions	(11,15)	(3,45
CASH GENERATED FROM OPERATIONS	89.36	1,223,44
Income taxes paid (net)	(127.82)	(110.24
NET CASH FLOW (USED IN)/GENERATED FROM OPERATING ACTIVITIES	(38,46)	1,113.20
CASH FLOW FROM INVESTING ACTIVITIES (Also refer note 42 (b))	(30,10)	1,110.20
Proceeds from sale of tangible and intangible fixed assets	0.50	0.99
Interest received on bank deposit and others	5.56	1.06
Deposits/restricted deposits with banks	(99.06)	10.83
Payment for purchase of tangible and intangible fixed assets	(63.38)	(14.73
Proceeds from sale of equity shares	20.47	(,-,,
Inter corporate deposits placed	(1.481.00)	(1.124.50
Inter corporate deposits refunded	1,688,50	901.00
Interest received from inter corporate deposit/bonds	32.47	12.41
Purchase of mutual funds	(567.47)	(491.98
Proceeds from redemption of the debentures	5.00	(451.50
Proceeds from sale of mutual funds	532,62	31.30
NET CASH FLOW GENERATED FROM/(USED IN) INVESTING ACTIVITIES	74.21	(673.58
NET CHANT EDIT CELEGATED FROM (COLD III) INTECTINO ACTIVITES	7-921	(0,0.00)
		omount in ₹ Cro
CASH FLOW FROM FINANCING ACTIVITIES	March 91, 2022	March 31, 20
Proceeds from issue of shares including securities premium interest paid	(0.39)	0. (2.4
Dividends paid (including dividend tax) Expenditure on Buyback of shares	(0.25)	(0.3
Repayment of lease liabilities NET CASH FLOW (USED IN) FINANCING ACTIVITIES	(44.66)	(41.6
NET (DECREASE)/INCREASE IN CASH & CASH EQUIVALENTS	(8.91)	398.
Cash & cash equivalents at the close of the year (Refer Note 13)	708.20	781.

es:
(a) The above Cash Flow Statement has been prepared under the Indiron Statement of Cash Flows.
(b) Prior year comparatives have been reclassified to confirm with cur(b) Prior year comparatives have been reclassified to confirm with curcash and Cash Equivalents.

Cash on hand Cheques, drafts on hand / funds in transit Current account with banks Bank deposits with less than 3 months maturity

Ratio analysis Particulars	FY22	FY21	FY20
	1144	F121	F120
Per share ratios	7272	10000	
EPS	104.52	57.21	59.78
BVPS	545.40	512.40	443.17
Cash per share	183.76	186.89	89.99
Valuation ratio			
P/E	55.49	30.94	20.91
P/BV	10.63	3.45	2.82
Growth ratios (in %)			
Sales Growth	48.24%	-16.52%	-3.06%
EBITDA Growth	63.35%	-16.11%	-6.31%
Net profit growth	82.70%	-4.92%	-28.66%
EPS Growth	82.70%	4.30%	-28,64%
Common size ratios			
EBITDA margin	19.67%	17.86%	17.77%
EBIT Margin	17.25%	13.98%	14.29%
PAT margin	12.21%	9.86%	8.68%
Employee cost as a % of sales	42.86%	51.07%	49.74%
Return ratios			
RoNW	19.16%	11.17%	13.58%
RoCE	24.13%	13.93%	19.22%
Turnover ratios			
Debtors (Days)	79.44	91.33	82.01
Creditors (Days)	178.45	241.31	241.20

768.26 781.33 2.14 3.85 (6.87) (6.91)

91, 2022 9.01 1.97 766.88 768.26





PEER COMPARISON (CMP Dated June 22, 2022)

Particulars	TATA Technologies Limited	Happiest Minds Technologies Limited	Cyient Limited	KPIT Technologies	Honeywell Automation India Ltd.
CMP* (in ₹)	4,750	846	792	475	33,433
Market Cap (In Cr.)	19,858.31	12,066.85	8,738.24	2,138.80	29,560.08
EPS (Earnings Per Share) (in ₹)	104.52	12.84	47.75	10.17	383.57
BVPS (Book Value Per Share) (in ₹)	545.40	46.69	282.51	48.50	3,208.46
P/E	45.45	65.90	16.59	46.70	87.16
P/BV	8.71	4.50	2.80	9.79	10.42
ROE	19.16%	27.22%	16.76%	20.85%	11.95%
Current ratio	1.76	2.53	1.96	2.14	2.79

^{*}CMP has been considered as on 22 June 2022











FORMULAE USED

DISCLAIMER

The figures as on 31 March 2<mark>0</mark>22 has been taken from the Company's annual report.

This material has been prepared for information purpose only and on the basis of publicly available information, internally developed data and other sources believed to be reliable. We do not warrant its completeness and accuracy. It does not constitute an offer to sell or a solicitation to buy any security or other financial instrument. Publishing lists of products merely indicates the funds and securities which we deal in on an execution basis and shall not be construed as recommended schemes /securities. Investors are advised to consult their investment advisors and not base their investment decisions on the publication made. Investors are advised to obtain individual financial advice based on their risk profile before taking any action based on the information contained in this material. Investors alone shall have the right to choose their investments and shall be responsible to invest in with their objectives and risk appetite, for which we hold no liability. We may have positions in the securities mentioned in the report and may offer to buy or sell such securities or any related investments. We do not guarantee the performance of the security listed in this note and accept no responsibility whatsoever including any loss suffered by clients resulting from investing in such security.