



DCX SYSTEMS LIMITED

TRANSCRIPT OF THE 14TH ANNUAL GENERAL MEETING OF DCX SYSTEMS LIMITED HELD ON FRIDAY, 26 SEPTEMBER 2025 AT 02.00 P.M. (IST) THROUGH 'VC/OAVM'

Management:

Sr. No.	Name	Designation
1	Dr. H S Raghavendra Rao	Chairman and Managing Director
2	Mr. Gopinath Vedaprakash	Additional Whole-Time Director
3	Mr. Shiva Kumar R	Executive Director
4	Mr. Kalyanasundaram Chandrasekaran	Independent Director
5	Mr. Prakash Nagabushan	Independent Director
6	Ms. Lathika Pai	Independent Director
7	Mr. Prasanna Kumar T S	CFO
8	Mr. Gurumurthy Hegde	Gurumurthy Hegde, Company Secretary, Legal and Compliance Officer
9	Mr. Pramod B	Sr. DGM - Operations
10	Mr. Anand S	Sr. DGM - SCM
11	Mr. Abhijit M Kashyap	DGM- Business Development
12	Mr. Jagadeesh N	DGM - Finance & Accounts

Moderator: Good afternoon, everyone. A very warm welcome to all the panel members and shareholders for the 14th Annual General Meeting of DCX Systems Limited. We have the requisite quorum in place. I now hand over the proceedings to the Gurumurthy Hegde, Company Secretary, Mr. Gurumurthy Hegde. Over to you, Sir.

Gurumurthy Hegde, Company Secretary: Good afternoon, everyone. I, Gurumurthy Hegde, Company Secretary, Legal and Compliance Officer of DCX Systems Limited, welcome you all to the 14th Annual General Meeting of the Company, and I appreciate your interest in being with us today.

I hereby confirm that the Quorum is present.

The 14th AGM of the Company is being held through video conference or other audio-visual means mode, pursuant to the provisions of the Companies Act 2013 and SEBI Regulations.

I would like to take you through certain points regarding participation in this meeting.

- The facility of joining the AGM, through video conference, other audio/video mode, is being made available for the members on a first come first serve basis.



- To avoid any background noise and to ensure smooth conduct of the meeting, all the Members who have joined will be placed on mute mode by the host.
- Once the question-and-answer session starts, the host will announce the names of the shareholders who have registered as speaker shareholders. Subsequently, they will be unmuted by the host.
- The speaker shareholders are advised to put the video on while speaking. If the speaker shareholders are unable to speak using video mode, he may speak using audio mode with earphones on.
- If there is any connectivity problem at the speakers' end, we would ask the next speaker to join.
- We would like to request speaker shareholders to kindly restrict their speech to 3 to 4 minutes.
- During the Proceedings of the AGM, if a member faces any technical issues, he may contact the helpline number mentioned in the notice of the AGM.
- The Company has taken the requisite steps to allow members to cast their votes on items being considered at this AGM.
- Since there is no physical attendance of members, the appointment of a proxy is not applicable.
- Registers of Directors & KMP, Registers of Contract and other documents as required under the Companies Act, 2013 are kept open and accessible for electronic inspection on our website during the continuance of the Meeting.
- The notice convening this AGM along with the Audited Financial Statements, Board's Report and Auditors' Report for the Financial Year 2024-25 have been circulated to everyone in advance and is also available on the website of the Company. With your permission, I shall take them as read.
- The Reports from Statutory Auditors and Secretarial Auditors do not have qualifications, observations or comments. Therefore, these Reports are not required to be read out in the meeting.
- Members who have not voted using remote e-voting can cast their vote during the meeting, and voting will close after 30 minutes from the conclusion of the meeting.

With this, I now hand over the proceedings of the meeting to the Chairman. Over to Dr. H S Raghavendra Rao, our Chairman and Managing Director.

Dr. H S Raghavendra Rao, Chairman and Managing Director: Thank you, Gurumurthy.

ಮೊದಲಿಗೆ ನನ್ನ ಆರಾಧ್ಯ ದೇವರಾದ ಪಾರ್ವತಿ ಸಮೇತ ಶ್ರೀ ಶ್ರೀಕಂಠೇಶ್ವರ ಸ್ವಾಮಿ ಹಾಗೂ ಶ್ರೀ ಗುರು ರಾಘವೇಂದ್ರ ಸ್ವಾಮಿಗಳವರಿಗೆ ನನ್ನ ಹೃದಯ ಪೂರಕವಾದ ನಮಸ್ಕಾರಗಳನ್ನು ಸಲ್ಲಿಸುತ್ತಾ ಹಾಗೂ ತಮ್ಮೆಲ್ಲರಿಗೂ ಆಯುರ್ ಆರೋಗ್ಯ ಐಶ್ವರ್ಯ ನೀಡಲೆಂದು ದೇವರು ಹಾಗೂ



ಗುರುಗಳಲ್ಲಿ ಪ್ರಾರ್ಥಿಸಿಕೊಂಡು DCX ನ ಈ 14 ನೇಯ AGM ಗೆ ತಮ್ಮೆಲ್ಲರಿಗೂ ಹಾರ್ದಿಕ ಸುಸ್ವಾಗತವನ್ನು ಬಯಸುತ್ತಾ ಈ ಸಭೆಯನ್ನು ಪ್ರಾರಂಭಿಸುತ್ತಿದ್ದೇನೆ.

Good afternoon, everyone. I extend my hearty welcome to all of you on the 14th AGM of DCX Systems. Since the quorum is present, I call the Meeting to order.

Now I take the privilege of welcoming our Board Members.

- Mr. Gopinath Vedaprakash – Director of Marketing and Business Development.
- Mr. Shivakumar R – Director and VP Operations.
- Mr. K Chandrasekaran - Independent Director.
- Mr. Prakash Nagabushan - Independent Director.
- Ms Lathika Pai – Independent Director and Chairperson of CSR Committee

Also, I am welcoming

- Mr. Prasanna Kumar T S - CFO
- Mr. Pramod
- Mr. Anand
- Mr. Jagadish

and

- Mr. Abhijeet

and

- Mr. Pradeep Shetty from M/s. NBS & Co – Our Statutory auditors
- Mr. Rajagopal A – Our Internal Auditors
- CS Pramod S – Secretarial Auditor
- CS Shreyas, Scrutinizer

and

- Mr. Harsha H M – Our Legal Advisor

Ladies and Gentlemen,

It is my privilege to welcome you all to the Annual General Meeting of DCX Systems Limited for the financial year 2024–25. On behalf of the Board of Directors, I extend our deepest gratitude for your continued trust and support as we progress on our journey of growth, innovation, and long-term value creation.

FY25 has been a year of resilience and progress for DCX. The global defence and aerospace sector continues to grow, driven by modernization programs, technological advancements, and the increasing importance of indigenization.



Here in India, the Government's solid focus on *Atmanirbhar Bharat* has created a powerful opportunity for companies like ours to strengthen self-reliance, enhance capabilities, and contribute meaningfully to national security.

During FY25, DCX reported revenues of **₹1,083.67 crore**, EBIT of **₹71.27 crore**, and PAT of **₹38.88 crore**. While revenues declined year-on-year, our company remained resilient through efficient execution and strong recalibration.

Our operational strength was reflected in a sharp improvement in cash flow from just **₹0.7 crore in FY24 to ₹443.5 crore in FY25**. We also became **completely debt-free in December 2024**, a major financial milestone that strengthens our balance sheet and positions us for future growth.

During the year, we achieved several notable business and developing that underscore the company's strategic direction. We received significant orders from a world-leading defence company called Lockheed Martin worth about Rs. 840 crores. From India's biggest defence company, L&T (Larsen and Tubro Limited), about Rs 1250 crores and from IAI's ELTA System, Israel, about Rs 483 crores. We also secured additional orders from both international and domestic clients, valued at about Rs 500 crores. Our order book as on 31st March 2025 was about **₹2,855 crores**.

Our subsidiary Raneal Systems also took significant steps forward. We recorded the external revenue of about Rs 350 crore and also received a defence industry license from the Government of India for manufacturing category A top secret programs at in our background integration strategy is our important. By securing a PCB requirement internally, Raneal enables cost optimization, good supply chain control and operational flexibility.

Looking forward, we see a significant opportunity in defence and aerospace, and railways, aligned with India's indigenisation agenda.

As we scale DCX's next phase for growth, our focus will be on these three major areas.

1. Becoming a product-enabled company: In addition to being a build-to-print service, what we are doing presently, focusing on being a product-centric, technology-driven enterprise for improving margins and expanding our customer base.

2. Accelerating domestic and international growth: With an order book of **₹2,855 crore**, we are well-positioned for sustained growth and continued recognition as a reliable, quality-focused partner.

3. Deepening collaborations: Our joint venture with IAI ELTA Systems in Israel is advancing radar and rail safety solutions that meet both domestic requirements and international demand.



Our upcoming defence JV with ELTA is called ELTX Systems Private Ltd, will have a significant contribution to the growth by addressing both domestic and international requirements under the Make in India initiative. We have signed an MoU with the Government of Tamil Nadu to establish a state-of-the-art manufacturing facility in Hosur, part of India's defence industrial corridor. The strategic location will allow the JV company to leverage on the defence ecosystem and the benefits offered by both, state and the central Government.

DCX's strength is our people. Their commitment, skill, qualification and dedication that drive our success. We invest in continuous learning, striving to build future-ready teams.

I would like to extend my warm gratitude to:

- Our customers, for their trust and long-term partnerships.
- Our suppliers, bankers, auditors, and all other partners, for their collaboration and reliable support.
- The Government of India and regulatory bodies for their continued support to the defence manufacturing ecosystem.
- And most importantly, our shareholders, for your unwavering confidence and encouragement.

As we look ahead, DCX Systems remains dedicated to its commitment to sustainable growth, strengthening national capabilities, and delivering superior value to all stakeholders. Together, we are well-positioned to seize emerging opportunities and script the next chapter of our success story.

Thank you.

Now, I invite Mr. Vedaprakash, Director, Marketing and Business Development of the Company to take us through our business opportunity, including the JV foray, while our CFO, Mr. Prasanna Kumar, will take us through financials.

Mr. Vedaprakash, please go ahead.

Thank you, all. Namaste, Jai Hind!!, Jai Karnataka!!

Mr. Gopinath Vedaprakash - Additional Whole-Time Director – Marketing and Business Development:

Namaste. Dear all the stakeholders and shareholders. Sir, thank you so much for your guidance, leadership, and thought-provoking address that continues to inspire and motivate all of us.



Sir, please allow me to share an update on our business development strategy and also the progress that we have made in strengthening DCX's positioning as a trusted partner in the global market. So, I am just covering this under a three-pronged approach.

The first pronged approach is consolidation of DCX role as a core technologically advanced system manufacturer for defence and aerospace industries, including the backward integration activities such as PCBA, cable and wireless and also the subsystems. We have recently successfully added the new defence customers from the Middle East as well as the aerospace clients from the US and Europe.

The second pronged strategy is expanding our offerings into products and solutions and becoming the product-centric, technology-driven enterprise in collaboration with our technology partners. I would like to, you know, delve upon on a few key initiatives.

So, the first one being the proto subsystem and test system development. We have secured orders for test system from an aerospace client and we have also secured development orders from international defence clients for the advanced subsystems, including RF transmitter modules and high frequency receivers. Our strategy is very clear. Today's prototype orders will become tomorrow's production contracts.

The second key initiative is the solution offerings to the defence and aerospace customers. So, as I said, with the help of technology and JV partners, we are offering the complete solutions in the counter UAV, soft kill, hard kill systems, postal surveillance systems, ground surveillance systems, gunshot detection systems, remote control weapon stations, electronic warfare and signal intelligence systems for defence and aerospace customers of both India and also for the India-friendly countries.

And as Mr Raghavendra Sir mentioned, so we have two joint ventures. So, one is the NIAD. So, the NIAD has developed the world's first and only long-range obstacle detection system for railways, which is capable of detecting the hazards and obstacles up to 1.2 kilometres and in all weather conditions, including dense fog. So, this is also powered by artificial intelligence and machine learning capabilities, and it enhances the driver and passenger safety by providing real-time alerts and automatic signal recognition. So, this system is already in under the program being called as the Trinetra project for the Indian railways. Already, the accumulation trials are going on, and it is planned to get completed by November.

And then there is a trial of fog weather test and the clear test trial. So, this of both the electric loco as well as the diesel loco and these are planned to get completed in January 2026. Then in the same you know, the NIAD, we are also focusing on the exports.

As you may be aware that our system has been selected by Alstom and it has already been successfully tested in the Netherlands, and we are expecting future orders from the customers. We have also participated in a large exhibition called as InnoTrans 2024,



which was held in Germany, and our product has generated a lot of interest among the customers, and they are requesting for demos, technical details, etc. We learned that our product is the only radar-based product and it meets the stringent specifications of the customers. And also, we have got some key interest from the Sri Lankan Railways, and we have been coordinating for the pilot trials in Sri Lanka.

So, coming to our defence joint venture, which is LTECH. So, as Mr Raghavendra said, we have, we will be initiating the manufacturing of key products, technology products for defence and aerospace, like electronic warfare systems, airborne maritime radar systems, fire control radar systems and other radar systems for airborne as well as land applications under Make in India projects.

So, then the third pronged approach, which I am talking is about how we are leveraging the government's Make in India initiatives. So, we have submitted or responded to various RFIs for radars, counter-drone systems, etc. And also, we have given a demonstration of few of our systems like gunshot detection systems, foliage penetration radar. So, these are, these demos are given to the Indian Army. And also, we have given demo for coastal surveillance systems to the Indian Navy. We are regularly monitoring the Srijan portal and also the positive indigenization list for identifying the indigenization projects.

We are building partnerships with various DRDO, DPSU and private defence industries. And also, we are strengthening our strategic partnership with global OEMs. And we are expanding access to international defence contracts via offsets and also under the Make in India program.

DCX is expanding its focus on the exports of defense products and solutions to India-friendly countries. I think India has extended the defence line of credit to more than 12 countries. And they have built excellent relations with hundreds plus countries, including Africa. We have started working with these India-friendly countries to export our product offerings.

So, just to summarize my briefing, DCX is on a transformative journey from a manufacturing partner to a global solution provider. So, with innovation, collaboration and strong commitment to Make in India, we are well poised to capture the new opportunities and deliver value to our customers worldwide.

Thank you. Thank you so much. Thank you.

So, I request Gurumurthy to take the next proceedings. Thank you.

Chairman: Prasanna, I think you take over the financials now.

Prasanna Kumar T S, CFO: Thank you, Sir. Thank you, and a very special thank you to all our shareholders and directors for taking the time to be with us today. I am pleased to present the financial report of the company for the year ended 31st March 2025.



The FY 2024-25 was a year of both consolidation and transition for DCX systems. Despite global headwinds, we delivered a resilient performance while strengthening the foundation for sustainable growth.

On a standalone basis, revenue for the financial year 2025 stood at Rs 1,112.06 crore as compared to Rs 1,423.40 crore of the last financial year. It's a decline of 21.87%. Our EBIT stood at Rs 64.73 crore. It's down of 43.12% from Rs 113.79 crore in financial year 2024.

And our PAT, profit after tax was Rs 35.67 crore as compared to Rs 68.10 crore in previous year. On a consolidated basis, revenue stood at Rs 1,083.67 crore against Rs 1,423.58 crore in financial year 2024. EBIT was Rs 71.27 crore and PAT, profit after tax, stood at Rs 38.88 crore.

A key highlight was turnaround in operating cash flow, which is from just Rs 0.7 crore in financial year 2023-2024 to Rs 443 crore in financial year 2024-2025, which is demonstrating a strong execution, discipline, and prudent working capital management. Another milestone was that DCX became completely debt-free in December 2024, strengthening our balance sheet, reducing financial risk, and giving us the flexibility to pursue long-term growth opportunities. Our order book stood at Rs 2,855 crore as of March 31st, 2025, providing a healthy revenue visibility for the next 24 months.

This robust pipeline, supported by diversification into non-offset projects, advanced radar technologies, and railway safety solutions, gives us confidence in our growth trajectory. We have also laid down the groundwork for margin expansion through the backward integration at RANIL Advanced Systems, participation in high-value technology-driven projects, and by leveraging supportive government initiatives such as Atmanirbhar Bharat and RODTP scheme for SEZ, which are expected to benefit us from FY26 onwards.

While revenue moderated during the year, our financial resilience has strengthened considerably. We remain committed to cost discipline, effective capital allocation, and creating long-term value for stakeholders.

Looking ahead, our focus will be on sustaining strong cash flow, improving margin, and supporting DCX's transformation into technology-driven, product-oriented enterprises. So, thank you. Over to the Gurusurthy Hegde, Company Secretary. Thank you.

Company Secretary: Thank you, Chairman Sir, Ved Prakash Sir, and CFO Sir. The resolutions have been voted through remote voting. Therefore, as provided in the Secretarial Standards on General Meetings, there will be no proposing and seconding of a resolution. With your permission, I will now take up the resolutions which require the shareholders' approval.

The objective and necessary explanations are provided in the Explanatory Statement of the AGM Notice.



The resolutions forming part of the Notice are:

Under Ordinary Business:

Item No. 1: To consider and adopt the standalone and consolidated financial statements of the Company for the financial year ended March 31, 2025, together with the reports of the Board of Directors and Auditors thereon.

Item No. 2: Appointment of Mr Ramegowda Shivkaumar as an Executive Director who retires by rotation and being eligible, offers himself for reappointment.

Under Special Business:

Item No.3: Appointment of Secretarial Auditors of the Company.

Item No. 4: Re-appointment of Dr. Raghavendra Rao Hosakote Shamorao as the Chairman and Managing Director of the Company.

Item No. 5: Appointment of Mr. Gopinath Ved Prakash as the Wholetime Director of the Company and approval of payment of remuneration.

I would like to inform you that, pursuant to the provisions of Section 108 of the Companies Act 2013, the Company had provided remote e-voting facility to vote between Monday, 22nd September, 2025, from 9 a.m. to Thursday, 25th September, 2025, up to 5 p.m., Indian Standard Time, to the members holding shares as on the cut-off date of Friday, 19th September, 2025.

CS Shreyas Dwaraki, Practicing Company Secretary, was appointed as scrutinizer to conduct the e-voting process in a fair and transparent manner. Their decision will be final with regard to the validity and results of the voting through remote e-voting and e-voting during the meeting. On the receipt of final report from the scrutinizer, the results of the voting along with remote e-voting will be announced within two working days of conclusion of the meeting.

The results of voting will be placed on the website of the Company once they are declared and also filed with respective stock exchanges. We are now moving on to our discussions with shareholders who have registered themselves as speakers in the Company to raise their queries or to share their views on any item of the AGM notice or on the financial statements for the financial year 2024-25. Further, the shareholders who have not registered themselves and who would like to express their views or raise questions can write to the Company at cs@dcxindia.com. Shareholders who have registered themselves as speakers have received a speaking serial number.

I request you to remember this number and start your conversation after your name and serial number are announced. Speakers are requested to unmute their microphone before speaking and also enable their camera if they wish to appear on the video. Speakers are requested to mention their name, DPID and the location.



Kindly restrict your comments to not more than 3-4 minutes so that all speakers may get an opportunity to share their views. Answers to the queries raised by the shareholders will be provided once all the speaker shareholders have spoken. It may be noted that the company may have to limit the number of members asking questions depending upon availability of time at the AGM. Now, the host will invite the speaker shareholders.

Moderator: Thank you, Sir. Our speaker number one, Mr Ajay, is currently not present in the panel. So, I invite to the speaker number two, Mr Shantanu. Sir, you are in the panel. Please enable your video, and you may ask your question.

Shantanu: Hi, am I audible?

Moderator: Yes, Sir. You are audible.

Shantanu: Thank you. Thank you so much for the opportunity. I have a couple of questions for the management. First up, I would like to know how much of the completion on our Rs 850 crore Lockheed Martin order, our Rs 1250 crore L&T order and our Rs 483 crore ELTA order has been completed. Has our order book decreased or increased from the latest 2697 crore order book figure from our recent con-call? So, I would like to know some latest numbers on that, if possible and the execution timeline for the larger order book as well as the smaller ones, I mentioned. Moreover, what much of our percentage business comes from domestic defence clients, and what is the domestic defence industry's outlook for the next 2-3 years? What kind of orders are they expecting to bring on board, and what are the themes of that domain? And as disclosed in our chairman's speech, the ELTA JV is going to be operationalised in 11 months. So, do we have any anticipated orders, and how will the nature of this business be? Will it be as lumpy as our core standalone business?

Moving on, there are some additional disclosures in the chairman's speech. So, with respect to the fog testing, railway detection, and obstacle detection system. So, sir, I wanted to know, will this be an addition to the Kavach system that is being announced? And if so, will that Kavach system be able to do the same things as this obstacle detection system in some shape or form? And what kind of ROCs and margins are we expecting from the Indian railway as well as can some other country give an export order for the same technology?

Moving on, what are the external sales growth that can be added to Renial due to the new domestic tariff area and RODTEP scheme?

Finally, just some financials that stood out to me, especially on the contingent liability side.

So, our bank guarantees have gone up to Rs 453 crore from 166 crore. Our corporate guarantees have increased to Rs 131 crore Rs 45 crore. And our new letter of credit is issued of Rs 113.87 crores. So, just some clarification on that as well.



But apart from that, Sir, congrats on the numbers and good luck to you. Thank you.

Company Secretary: Okay.

Moderator: With this, we complete our speaker shareholder query. Over to you, sir.

Company Secretary: Thank you, member, for your wishes to the company and your questions. Now, I request our Chairman Sir and CFO Sir to answer the questions raised by the member. Over to Chairman Sir.

Chairman: Okay, now I am happy to announce the first PO of Rs. 850 crores of Lockheed Martin PO. We have successfully completed this quarter. And it was a very big success for DCX. And till now, I am very happy to all of you know. As on date, single date, we have not even got a single rejection of any of our product has been shipped. We got an appreciation letter from the Lockheed Martin regarding the quality, the coordination, licenses, everything. I am very happy to announce this. And it was a really good, great success. Whatever we received, totally of about US \$103 million business from Lockheed. DCX and Raneal has successfully delivered and a quality product has been delivered. And this is the update on Lockheed Martin.

Secondly, next is L&T Rs. 1250 crore PO. We just started the delivery, a very small quantity of about 50-60 sets. Because, you know, these are all new PO's. And there are 7,000-8,000 semiconductor components. There are many processes. And it's a big program. Just, we are not building a small product. It is required a lot of external licenses, internal licenses, and component license. Even though importing a chip require a license. It's all a very highly regulatory product. And everything is set now.

AT has come. The team has come and almost two and half months, our OEM team was sitting in DCX and Raneal. Made it everything upload and made an OJT. They called OJT i.e. On Job Training. They have successfully done. We build a first article product. Send it to ELTA for complete testing. Got a first shot approval. And now we are progressing our production line. I think this is going to start from next quarter for the good quantity on the other hand side. This is regarding the L&T update.

And what we received another Rs. 500 crore PO. It is already production started getting slowly up. And of course, it's all new PO. Because this is not like I got the PO today. Next two months, you supply. Because it's all specially made components. Once I get a PO, I need to order to my suppliers. They do all the against delivery. They will be manufacturing and supply. There is a component lead time. And this will be processed. But component lead time compared to earlier years two, three years back got improved. Now they are taking their time and very quickly turn over. And we are good to go for all the licenses.

Also, DCX and RANEAL, we are very, as I mentioned in my speech, we have both A-category licenses. And also, the customs we have a category four-star export license. So,



all this benefited to DCX to expedite licenses. And without any hazards, we can able to get the material. So that process is going on.

Fourth point is what is the question, Shiva? And the timeline is going from the next, I think overall we can see about one and a half years to 18 months to two years.

What happened? Monitor? I'm not able to see anyone. Hello?

Company Secretary: We can hear you, sir.

Chairman: No, but screen is gone.

Company Secretary: Yeah, may be the network.

Chairman: Now, secondly, the order book mentioned was declined. Not at all. And we are completely focused on the order book. And hello. Can you hear us? The video is going.

Company Secretary: We can hear you. You can continue Sir.

Chairman: Okay. Now, our order book was not reduced. In fact, the order book was, we are able to, I can see my success rate was almost, I can say about 95%. Means if I submit a 10 quotation, I will get a nine POs on my hand. Our success rate and the way our team is putting effort and concentrating, we are well positioned, and we are getting a new inquiries, new countries and new potential from the other countries. And I'm having a lot of confidence on Mr. Ved Prakash, as you know, is a well-experienced guy in business development and got a good experience. Now, we are hoping for a very good pipeline orders. And, we are already talking to many people. And maybe shortly we are expecting a very big, the pipelines orders getting converted. But unfortunately, I couldn't be able to give the numbers.

But the company is very focused on the order book and the upcoming customer, new customer. And after this JV, our strength has been doubled for the ELTX JV because we have become a strong technology partner with us. And we will get many interests in other countries, including India, having ELTA and JV, we are getting a very big opportunity. We are able to participate many tenders with the RFI, RFP, our demonstration in India. This all giving extra boost to DCX. That is one part of the marketing strategy.

And secondly, what is the fifth point? As on the order book today, about 40%, is about 40% to 45% is domestic. About 55% is the export order. And going also, may be this ratio will be same, but I don't want to reduce my export. I want to increase domestic business. That is my strategy.

And of course, may be this ratio will be continued next 3-4 years because we are expecting a big, big pipeline order, pipeline inquiry from other country too. We may be 60:40 in upcoming days, also seeing the situation in our marketing strategy. That is one thing.



And regarding NIART, you are asking for the, anyway, this is a very big program. And the Government of India is giving a lot of railways, especially the Indian Railway giving lot of importance to the safety because of a lot of problems is happening on the tracks. Now, your question is the comparison between is it an alternative to the Kavach or is a different product? Definitely is a different product, is no way connected with Kavach. Kavach is a collusion system. And ours is a standalone system. It is not a collusion system at all. It's a different technology. And no need to have a separate lineup with the sensors, having a control system. This is like our mobile phone. There's a radar. There's an optic driver alert system. You can see whatever 1.5 kilometres is there in the target. You can see and address it. And Kavach is a collusion system. They should have both. The train should have a, in as per my understanding, both trains have Kavach. Then, avoiding collusion, you cannot be able to see what is there in the track because elephants are walking. A lot of accidents are taking place. In our system, you are able to see what is there in the track. It is an entirely different technology and a different usage also, this is the explanation for Niart. Coming back to the Niart margin, as, as, you are all aware, this is a product-based company. And of course, there is a good margin. Unfortunately, I couldn't be able to disclose the margin and EBITDA, until the PO comes. We cannot able to tell, but is definitely a double-digit margin in this product. And I'm seeing having this benefit.

DCX is a two-way benefit in this. One is we have a majority. We can do the consolidation profit. We can share more share. Also, under Make in India program, like called by the Indian program, even the product in OEM, foreign can supply, they have to do manufacturing 60% in India. Those 60% comes to DCX. So let us take, they do a Rs. 100 PO, they get a Rs. 100 PO, that means Rs. 60, they have to do it in India under the Make in India policy. We have a JV, in itself there is a contract. Whatever the Indian portion was, it has to come to DCX. That means out of a Rs 100, DCX will get Raneal will get about Rs. 60 worth of manufacturing in India.

So, the two-way DCX will benefit. Same thing with the defence JV also. We are the, let us take the other prime contractor for the ELTX in India. We are a tier one contractor for to do their cable system, subsystem, DCBA, and calibration, everything we do. And they do the mass integration as per agreement. But this JV is not only taking the only margin for the company. Our main focus to take the business from that company to take a 60% is mandatory. That is the agreement.

So having this JV, we have both benefits. One is a cashflow margin improve and we get access to other countries because we have a technology where some of the country Israel, are not able to ship. Where we can able DCX to can participate and ship under make in India. DCX is a prime partner to MoD and we are bidding lot of program in RFP, RFQ. It is a very good value and we have a perfect product, which is already earlier supplied by the IAI ELTA. Now there is a repeated inquiries coming. We are confident to



win this program under the DCX umbrella. This is the background of the JV and background of this thing.

And what is the next question?

Ved Prakash: So, one more point I would like to add is we can also get the long-term service contracts.

Chairman: Yes. And also, the MRO service. Yes, absolutely correct. And also, as you know, maybe we are already signed the contract with the MOU, sorry, the MOU with the 100% subsidiary in IAI group in Delhi. So, there's a big MRO business available in India. And maybe we are expecting the big MRO service to the IAI group called ASI in India. We are the electronic partner for them because we produce those cards. We produce our cables. We produce a subsystem where we have a spare support. We have ATs. We have the capabilities. Once they get an MRO, they will want to do the service for us. And we have an MOU with them. We are the partner for them. That MRO business is one more thing. That is immediately we can expect. After the warranty, they have to come to the warranty services. Warranty services are also we do ourselves. This is the background of MRO.

Coming back to the Niart JV export, we are, as Mr. Vedaprakash mentioned, based on the marketing effort and Israeli team has put a lot of effort, travel, exhibition, and marketing in the social media. Now we got a very big inquiry from other country too. There is a one is a Sri Lankan railway. Second is we are talking about some of the European people. It is a good quantity they are asking. That is also we are trying to. Of course, any manufacturing DCX does, whether international order or the domestic order, If Niart get the get the order, we are the partner for them. We supply to them. They supply full integration and test to them. This is a collaboration.

Niart, I know you have a lot of patients on the Niart. Please understand it is an R&D program. There is a lot of data to be collected. A lot of R&D to be done. I have a fantastic team, fantastic engineering in Niart. Also, on top of that, there is a big technology team. Elta R&D supports them to improve. Any program you take, there is definitely improvement is required. Customer is demanding because this is not a small equipment, small technology.

And, Israelis are very meticulously monitoring this. And each and every pin-to-pin observation they are making. Now, we can be able to see some good progress in India as well as the abroad. This was the update on Niart.

Anything else?

Yeah, coming back to RANEAL's standalone business. Now, majority we are giving business. That is DCX is giving business. What do you call it? Internal business. That's what we are giving. Now, we are talking about RANEAL got approved in many other direct



customers with international customers, including Lockheed has been approved. They got the order successfully executed and are expecting some big defence company to approve. They have been and given a lot of appreciation to the RANEAL. And we are expecting, we have already got some RFQs, potential requests. We are working. And I'm seeing for in my eye, as per my idea, why they are coming to. There are many PCD companies in India. Why are they coming to RANEAL for the PCA? If you ask this question, see, OK, they have their customer base. But in India, in my knowledge, RANEAL is the only company does PCB assembly for only aerospace and defence. We are not mixing any other commercial program. This is what the strength, what they got. This is not only given by me. My customer has followed me. Many Indian companies do. But RANEAL is the only company dedicated for class 3 facility for aerospace and defence. This is one of the biggest advantages where RANEAL got it today. And also, all these customers, I know them from DCX from last 15 years. Now, RANEAL has been movement, has been done. And now they are looking for a one for one shop solution. Maybe they do system, system to the PCB cable. Now we can do.

And regarding a direct order, RANEAL is fully concentrating, and we are getting a lot of inquiries, a lot of RFQs. And also we are getting some of the under-finalization of the pipeline order also is getting finalized. And almost I can say from the last 7-8 months, about 8 to 10 companies are visited RANEAL. They've all approved RANEAL now. Now we have to get the regular RFQ started working them. And this is a RANEAL update on that.

RoDT scheme. RoDT scheme, Prasanna. I think rest, I think cover. The rest of the question is asked about RoDT program, which is centralized central government initiative for export, which Prasanna can explain more. And the country is in the cash flow and other thing. Prasanna, I think you can cover now.

CFO: Yes, Sir. The continuation of that part of the question, the questioner asked that the BG, it's a Rs. 453 core and SPLC and corporate guarantee. I would like to emphasize that we have, as I mentioned, we have bagged the big orders in the last financial year. And we have mobilised the advance from customer as well for the same against the BG (bank guarantee). So that contributes the Rs.453 core as an advance bank guarantee.

And, our 100% subsidiary RANEAL has given an SPLC to the customer for mobilizing an advance, which contributed Rs. 113.87 core as an SPLC. And we as a holding company have given a corporate guarantee to our 100% subsidiary RANEAL Advance System for obtaining the bank limits with Kotak Mahindra Bank for Rs. 131 crore. This is considered as a corporate guarantee, which has fallen under contingent guarantee in the balance sheet.

And as you expressed that RoDTP; RoDTP scheme came with effect from 27th of May 2025. So, it is coming to effect in the financial year of 25 and 26. So it doesn't have any impact on the last financial year. And from this year onwards, we are in a certain few of



products for which HSN is qualified for RODTP. We are able to get the RODTP benefit from June onwards. And we are obtaining that benefit from June onwards. So, the percentages vary, depend upon HSN to HSN. So that's what the input from my end.

Company Secretary: Thank you, Sir.

CFO: Over to Guru.

Company Secretary: Thank you, sir. I trust that we have responded to all the questions. And if any more verifications are required, you are welcome to get in touch with me through cs@dcxindia.com. As all the items of business as per the AGM notice have been taken up, the proceedings of the AGM have been concluded. It's 2.40 p.m. And I declare the meeting closed.

The e-voting facility will remain open for the next 30 minutes to enable those members who have not cast their vote would like to cast their vote. The result will be announced on or before 30th September 2025. And the same would be intimated to stock exchanges and uploaded on the website of the company. I declare the AGM as concluded.

Thank you.