

ORIENT TECHNOLOGIES LIMITED



<p>+</p> <p>Issue Opens</p> <p>August 21, 2024</p>	<p>+</p> <p>Issue Closes</p> <p>August 23, 2024</p>	<p>+</p> <p>Total Issue Size (Rs Cr)</p> <p>214.76</p> <p><small>Including Anchor Investor Portion</small></p>	<p>+</p> <p>Price Band (Rs)</p> <p>195-206</p>
<p>+</p> <p>Face Value (Rs)</p> <p>10</p>	<p>+</p> <p>Lot size (No. of units)</p> <p>72</p>	<p>+</p> <p>Listing at</p> <p>BSE, NSE</p>	<p>+</p> <p>Issue Type</p> <p>Book Building</p>

Tentative Timetable

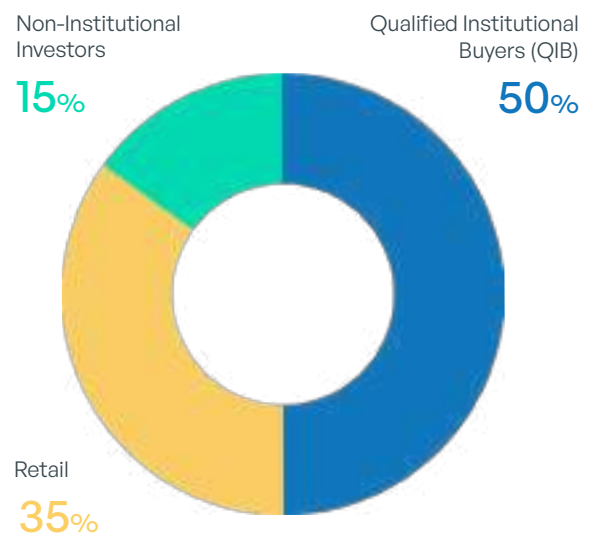
Basis of Allotment Date	August 26, 2024
Initiation of Refunds	August 27, 2024
Credit of Shares to Demat Account	August 27, 2024
IPO Listing Date	August 28, 2024

Application Structure

Application	Lot	Shares	Amount
Retail (Min)	1	72	Rs 14,832
Retail (Max)	13	936	Rs 1,92,816

Book Running Lead Managers

Elara Capital (India) Private Limited



Registrar

Link Intime India Private Limited

Company Background

Orient Technologies Limited is an information technology (IT) solutions provider headquartered in Mumbai, Maharashtra incorporated in the year 1997. The company expertise in developing products and solutions for specialized disciplines across business verticals which are set out below:

- 1) **IT Infrastructure:** Products and solutions include Data Centre Solutions and End-User Computing.
- 2) **IT Enabled Services (IteS):** Services include Managed Services, Multi-Vendor Support Services, IT Facility Management Services, Network Operations Centre Services, Security Services, and Renewals.
- 3) **Cloud and Data Management Services:** Services include migration of workload from data centres to cloud.

The company business operations involve technologically advanced solutions. The company have collaborated with a wide range of technology partners including Dell International Services India Private Limited (Dell) and Fortinet, Inc. (Fortinet) and Nutanix Netherlands B.V. (Nutanix). The company collaboration with technology partners heightens ability to design and innovate products and provide solutions tailored to specific customer requirements.

The company business operations are, currently, concentrated in India and revenues are predominantly generated from India, including from various multinational companies and transnational corporations. The company operates out of headquarters and corporate office situated in Mumbai, Maharashtra, with sales and services offices located across various cities in India such as Navi Mumbai and Pune in Maharashtra, Ahmedabad, Gujarat, New Delhi, Bengaluru, Karnataka and Chennai, Tamil Nadu. The company also have a branch located in Singapore.



Objects of the Issue

- Acquisition of office premise at Navi Mumbai situated at unit no 1201, 1202, 1203, and 1204, respectively which are situated at Plutonium Business Park, Trans-Thana Creek Industrial Area, Turbhe MIDC, District Thane, Navi Mumbai (collectively, Navi Mumbai Property).
- Purchase of equipment for setting up of Network Operating Centre (NOC) and Security Operation Centre (SOC) at Navi Mumbai Property.
- Purchase of equipment and devices to offer Devise-as-a-Service (DaaS) offering.
- General corporate purposes.

Strengths

- Marquee customer base across diverse Customer Industries.
- Wide ranging and diversified IT solutions and offerings.
- Strong Promoters and Board of Directors supported by an experienced senior management team.
- Track record of financial performance.

Risks

- Heavily reliant on our top 10 customers, and the loss of such customers or a significant reduction in purchases by such customers will have a material adverse impact on business.
- The company have dues outstanding to creditors. Any failure in payment of these dues may have a material adverse effect on our reputation, business and financial condition.
- Delays or defaults in customer payments and receivables may have an adversely impact profits and cash flows.
- Operate in a competitive industry. Any inability to compete effectively may lead to a lower market share or reduced operating margins.

Profit and Loss

Particulars	For the year/period ended (in Rs Mn)		
	FY24	FY23	FY22
Revenue from Operation	6,028.93	5,351.02	4,674.43
Other Income	39.71	69.07	16.80
Total Income	6,068.64	5,420.09	4,691.23
EBITDA	566.18	486.44	458.25
EBITDA Margin (%)	9.39%	9.09%	9.80%
Profit Before Tax	549.12	519.54	445.54
Tax	134.64	136.56	110.61
Profit After Tax	414.48	382.98	334.93

CA & CL Key Parameters

Particulars	For the year/period ended (in Rs Mn)		
	FY24	FY23	FY22
Current Assets			
Trade receivables	1575.89	1,181.01	961.23
Cash and cash equivalents	189.93	195.51	185.86
Other current assets	413.62	295.93	154.79
Current Liabilities			
Trade Payables	913.29	626.26	662.85
Other financial Liabilities	145.28	132.48	157.15

Debt Matrices

Particulars	For the year/period ended (in Rs Mn)		
	FY24	FY23	FY22
Long Term Borrowing	14.03	43.69	18.30
Short Term Borrowing	34.14	84.88	4.50
TOTAL	48.17	128.57	22.80

Cash Flows

Particulars	For the year/period ended (in Rs Mn)		
	FY24	FY23	FY22
CFO	222.94	19.54	304.78
CFI	-121.05	-117.15	-84.08
COFF	-97.24	44.05	-84.98

Our View

Orient Technologies Limited expertise in developing IT products and solutions. The company offers wide range and diversified bouquet of products and services ranging from Data Centre Solutions to Cloud and Data Management Services. The company have recently ventured into 'Device as a service (DaaS)'. Under

DaaS the company will provide desktops, laptops, tablets, printers, scanners, smartphones, and servers, bundled with software, along with managed services on a 'pay-per-use' model i.e. on a subscription basis. The company plans to expand geographic footprint and cater to a broader customer base globally. The company has already set up a branch in Singapore which is primarily engaged in the business of trading of computer equipment such as servers, storage and network devices. Investor's looking to invest can invest in the IPO for medium to long term.

[INVEST NOW](#)

Disclaimer

This document has been prepared by Master Capital Services Limited ("MCSL") to provide information about the securities covered herein and may be distributed by it and/or its affiliated

company(ies).. This document is for information purpose only and is not a recommendation or an offer or solicitation of an offer to any person with respect to the purchase or sale of the securities discussed in this document. Neither, MCSL, nor its directors, employees or affiliates shall be liable for any loss or damage that may arise from or in connection with the use of this document. Information in this document has been obtained from sources deemed to be reliable but its accuracy and completeness is not guaranteed. While MCSL endeavors to update on a reasonable basis the information discussed in this material, there may be regulatory, compliance, or other reasons that prevent us from doing so. Each recipient of this document should make such investigations as they deem necessary to arrive at an independent evaluation for any investment in the securities referred to in this document (including the merits and risks involved) and should consult their own advisors to determine the merits and risks of such an investment. The investment discussed or views expressed may not be suitable for all investors.

MCSL and its affiliates are a full-service, integrated investment banking, investment management, brokerage and financing group. We and our affiliates have investment banking and other business relationships with some companies covered by our research department. Our research professionals may provide input into our investment banking and other business selection processes. Investors should assume that MCSL and/or its affiliates are seeking or will seek investment banking or other business from the company or companies that are the subject of this material and that the research professionals who were involved in preparing this material may educate investors on investments in such business. The research professionals responsible for the preparation of this document may interact with trading desk personnel, sales personnel and other parties for the purpose of gathering, applying and interpreting information. Our salespeople, traders, and other professionals or affiliates may provide oral or written market commentary or trading strategies to our clients that reflect opinions that are contrary to the opinions expressed herein, and our proprietary trading and investing businesses may make investment decisions that are inconsistent with the recommendations expressed herein. In reviewing these materials, you should be aware that any or all of the foregoing among other things, may give rise to real or potential conflicts of interest. MCSL and its affiliated company(ies), their directors and employees and their relatives may; (a) from time to time, have a long or short position in, act as principal in, and buy or sell the securities or derivatives thereof of companies mentioned herein, (b) be engaged in any other transaction involving such securities and earn brokerage or other compensation or act as a market maker in the financial instruments of the company(ies) discussed herein or act as an advisor or lender/borrower to such company(ies) or may have any other potential conflict of interests with respect to any recommendation and other related information and opinions.; however the same shall have no bearing whatsoever on the specific recommendations made by the analyst(s), as the recommendations made by the analyst(s) are completely independent of the views of the affiliates of MCSL even though there might exist an inherent conflict of interest in some of the stocks/securities mentioned in the research report. Reports based on technical and derivative analysis center on studying charts company's price movement, outstanding positions and trading volume, as opposed to focusing on a company's fundamentals and, as such, may not match with a report on a company's fundamental analysis. In addition MCSL may have different business segments / divisions with independent research separated by chinese walls catering to different set of customers having various objectives, risk profiles, investment horizon, etc, and therefore may at times have different contrary views on securities, sectors and market

MCSL and its associates may have managed or co-managed public offering of securities, may have received compensation for investment banking or merchant banking or brokerage services, may have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the subject company in the past 12 months.

MCSL and its associates have not received any compensation or other benefits from the subject company or third party in connection with the research report. Subject Company may have been a client of MCSL or its associates during twelve months preceding the date of distribution of the research report. MCSL and/or its affiliates and/or employees may have interests/positions, financial or otherwise of over 1% at the end of the month immediately preceding the date of publication of the research in the securities mentioned in this report. To enhance transparency, MCSL has incorporated a Disclosure of Interest Statement in this document. This should, however, not be treated as endorsement of the views expressed in the report.

This information should not be reproduced or redistributed or passed on directly or indirectly in any form to any other person or published, copied, in whole or in part, for any purpose. This report is not directed or intended for distribution to, or use by, any person or entity who is a citizen or resident of or located in any jurisdiction, where such distribution, publication, availability or use would be contrary to law, regulation or which would subject MCSL and affiliates/ group companies to any registration or licensing requirements within such jurisdiction. The distribution of this report in certain jurisdictions may be restricted by law, and persons in whose possession this report comes, should inform themselves about and observe, any such restrictions. The information given in this report is as of the date of this report and there can be no assurance that future results or events will be consistent with this information. This information is subject to change without any prior notice

Master Capital Services Limited is registered as a Research Analyst under SEBI (Research Analyst) Regulations, 2014. SEBI Reg. No. INH000002194
There are no material disciplinary action that been taken by any regulatory authority impacting equity research analysis activities

Analyst Certification

The views expressed in this research report accurately reflect the personal views of the analyst(s) about the subject securities or issues, and no part of the compensation of the research analyst(s) was, is, or will be directly or indirectly related to the specific recommendations and views expressed by research analyst(s) in this report. The research analysts, strategists, or research associates principally responsible for preparation of MCSL research receive compensation based upon various factors, including but not limited quality of research, investor client feedback, stock picking, competitive factors and firm revenues.

This mailer and its respective contents do not constitute an offer or invitation to purchase or subscribe for any securities or solicitation of any investments or investment services.

Name of Research Analyst

Jathin Kaithavalappil

MASTER CAPITAL SERVICES LTD.

Regd. Office: A-852-A, Basement, Sushant Lok, Phase-I, Gurugram, Haryana-122002;
Corp Office: 1012, 10th Floor, Arunachal Building, 19, Barakhamba Road, New Delhi-110001
CIN: U67190HR1994PLC076366, Member of NSE, BSE, MSEI, MCX, NCDEX & ICEX. SEBI Regn No. INZ000210539.
Merchant Banker SEBI Regn No. INM000000107, Research Analyst SEBI Regn. No. INH000002194.