

Valiant Communications Limited

(An ISO 9001:2015 and ISO 14001:2015 Certified Company)

Regd. Office : 71/1, Shivaji Marg, New Delhi 110015, India

Corporate Identity No. : L74899 DL1993 PLC056652 | GSTIN : 07 AAACV4250G 1ZJ

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Date: 28-11-2024

The Deputy General Manager
Corporate Relationship Department
BSE limited, Phiroze Jeejeebhoy Towers,
25th Floor, Dalal Street, Fort,
Mumbai -400 001
BSE Scrip Code : 526775

SUB: GLOBAL PROFILER REPORT ISSUED BY DUN & BRADSTREET

Dear Sir / Madam,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; please find enclosed herewith the "Global Profiler Report" issued by Dun & Bradstreet (D&B), covering all detailed key aspects of the business of the Company including key ratings.

We hope you find the same in order.

This is for your information and records.

Sincerely,
For Valiant Communications Limited

Manish Kumar
Company Secretary

Encl.: As above

dun & bradstreet

GLOBAL PROFILER REPORT

VALIANT COMMUNICATIONS LIMITED

71/1, Shivaji Marg, New Delhi - 110 015, Delhi, India
D&B D-U-N-S® NUMBER - 65-018-5150



Scope of the report, Sources of information and Methodology

Scope of the report

- History and legal background
- Management background
- Financial statements

Information Sources

Information given in this report is compiled on the basis of information obtained from the following sources:

- Annual reports
- Company website

Methodology

Financial information from the audited annual reports of Valiant Communications Limited (hereinafter referred to as “the Company” or “Valiant Communications”), was studied and analyzed for a three-year period, that is, Financial Year (FY) 2022, FY 2023 and FY 2024. Report has been prepared based on the information available from public sources like Company’s website, business trade sites, Ministry of Corporate Affairs (MCA), stock exchange etc.

On 6th September 2024, Mr. Davinder Mohan Sood - Executive Whole-time Director & Chief Financial Officer of the Company, provided additional information incorporated in the report.

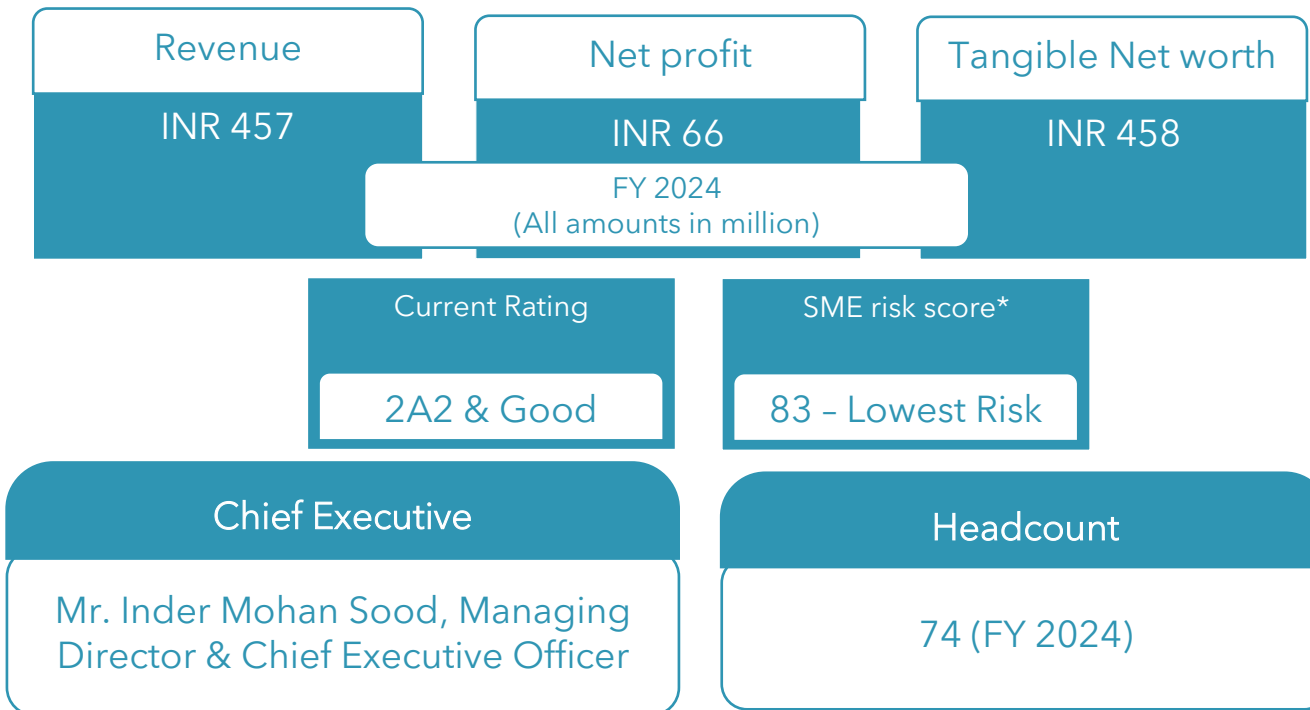
Date: 27th November 2024



Executive Summary

Line of Business:

Engaged as a manufacturer of communication, transmission, protection, synchronization, Network-Attached Storage ('NAS'), data storage and cyber security equipment



**SME risk score is applicable for entities having revenue below INR 100 crores.*

Note: The Financial Strength component of D&B Rating is derived from Tangible Net Worth of the company / entity. The changes are being made to the ranges of monetary values of the Tangible Net worth cut offs for both Current as well as Former assigned Financial Strength component. This change applies to all Indian businesses in the Dun & Bradstreet Data Cloud. The ranges are being updated to align with Dun & Bradstreet global standards from 21st April 2023.

Company details

Brief history and line of business



- Valiant Communications was incorporated on 28th December 1993 as a public limited company.
- The Company has its shares listed at Bombay Stock Exchange (BSE).
- The Company manufactures wide range of communication, transmission, protection, synchronization, NAS, data storage and cyber security equipment and solutions.

Business operations



- The Company's product portfolio includes IP / Multiprotocol Label Switching (MPLS) Routers, Time-Division Multiplexing (TDM) over IP Multiplexers, Teleprotection (DTPC / Distance Protection) IEEE C37.94 Line Differential Protection communication, TDM over IP/Ethernet/MPLS/Packet technologies, IP over TDM, SDH/PDH Multiplexers, Digital Access Cross-Connects, 1+1 Ethernet/IP Automatic Protection Switching, and failsafe Failover equipment.
- The Company also manufactures Phasor Measurement Unit (PMU), GRID Islanding solutions, Parallel Redundancy Protocol (PRP) Switches, EDFA Amplifiers, ransomware resilient NAS and Data Storage Servers with Quantum-Safe Encryption, Data Diode and EMP (electromagnetic pulse) Protected Data Storage solutions, a comprehensive range of Cyber Security products, and Time and Frequency Synchronization solutions which includes GPS/GNSS/NavIC Time Servers, Primary Reference Clock (PRC ITU-T G.811), PTP 1588v2 (Precision Timing Protocol) Grandmaster, PTP Slave, PTP Transparent Clocks.

- The Company caters to both the domestic and the overseas markets. In FY 2024, the Company derived 71.77% of its total revenue from the domestic market, while the remaining 28.23% was derived from the international market.
- The Company serves industries such as power utilities, oil & gas, railways, airport communications, mobile backhaul, corporate and defense sector and a range of cyber security products.
- Major customers of the Company include Power Grid Corporation of India, State Electricity Boards, Siemens, Hitachi-ABB, Airports Authority of India, Federal Aviation Authority, and caters to customers in over 110 countries.
- The Company is certified with ISO 45001:2018, ISO 9001:2015, ISO 10001:2018, ISO 14001:2015, ISO 27001:2022.
- As informed, the Company utilizes 100% of its installed capacity for manufacturing of all its products.

Location



- The Company is headquartered at New Delhi, India.
- The Company's international offices, distributors and representatives are located at various locations worldwide.
- Also, Valiant Communications has a R&D Centre in Bengaluru, Karnataka, India.

Group details



- The Company has 3 subsidiaries namely Valiant Communications (UK) Limited, Valiant Infrastructure Limited and Valcomm Technologies Inc.

Source: Company website, as provided by management and Annual report 2024



Products / Solutions portfolio

The Company offers the following solutions:

- Protection Solutions: Teleprotection (Distance Protection) and IEEE Line Differential Protection communication
- Multiplexers: PDH/SDH/SONET and IP/Ethernet Multiplexers
- IP/MPLS Routers, EDFA amplifiers
- Synchronization solutions: NTP Time Server, PTP IEEE-1588v2 Grandmaster, PTP Slaves, PTP Switches, GPS/GNSS/NavIC Primary Reference Clocks (G.811)
- Phasor Measurement Unit (PMU), WAMS and Grid Islanding solutions
- Ransomware resilient NAS and Data Storage Servers: Up to 1.2 petabytes, with Network Isolation Equipment Quantum-Safe Encryption, Vaulted Data Storage through Data Diode and EMP Protected Data Storage
- Ethernet Failover, Failsafe and network reliability solutions
- Cyber Security Suite for IT/OT and Power Utilities, Oil & Gas, SCADA, Defense, Banking sectors.

Source: as provided by the management

Product

IP/MPLS Routers

Tele protection over E1, C37.94, MPLS-TP, MPLS / IP, IEC-61850 GOOSE

IEEE C37.94 Solutions

VCL-PMU-30, Phasor Measurement Unit (PMU)

VCL-PDC, Phasor Data Concentrator (PDC)

Cyber Security Solutions

Product

Router with Enhanced Security

Industrial Switches

GPS / GNSS, Primary Reference Clocks (ITU-T G.811)

GPS / GNSS NTP Time Server

PTP IEEE-1588v2 Grandmaster, PTP Slave, PTP Transparent Clock

NTP to IRIG-B, PTP to IRIG-B

GPS to IRIG-B, GPS to 1PPS Servers

Time Distribution, IRIG-B, 1PPS, RS-232 / RS-485

SDH with MPLS-TP & SONET Multiplexers

E1 PDH & Digital Cross Connect

Optical Multiplexer

IP over TDM / Ethernet over TDM

TDM over IP / Ethernet / Packet / MPLS

E1 / T1, 1+1 Automatic Protection / Failover

1+1 Ethernet Failover / AB Fallback Switch

Groomer (Hi-Z Non-Intrusive Monitoring) - E1, T1 and STM-1

E1 and T1 Echo Cancellers & VQE

Serial to Ethernet and MODBUS Converters

Patch Panels, AC DC Converters, Passive Products

Source: Company website

Solutions

- Power Utilities & SCADA
- Time & Frequency Synchronization Solutions
- GPS, PTP IEEE-1588v2 Grandmaster and PTP Slave Clocks
- Cyber Security Suite
- E1/T1/E3/DS3/T3 over Ethernet/IP (TDM over IP) Solutions
- IP over TDM /Ethernet over TDM Solutions
- Oil & Gas Solutions
- Railways & Metro Rail Communication Solutions
- Airport Communication Solutions
- Mobile Backhaul and 5G

Source: [Company website](#)

Revenue profile and Customers

Domestic : 71.77%
 Exports : 28.23%

Top Export markets

- Europe : 9.23%
- United State of America : 4.14%
- Rest of the World : 14.86%

Source: [Annual report 2024 and as provided by the management](#)

SIC codes

SIC Codes	Description
3669-9000	Manufactures communications equipment
3669-9900	Manufactures communications equipment
3669-9901	Manufactures intercommunication systems, electric

Purchases profile and vendors

Top 5 Suppliers	Country	% of purchases FY 2024
Arrow Electronics Asia (S) Pte Ltd	Singapore	15.68
Future Electronics Inc (Dist) Pte Ltd	USA & Singapore	11.71
Jainsons Network System Private Limited	India	9.61
Macnica Cytech Pte Ltd	Bulgaria	6.01
Avnet Asia Pte. Ltd	Singapore	4.25

Source: [As provided by the management](#)

Board of Directors

Inder Mohan Sood - Chief Executive Officer and Managing Director

Mr. Inder Mohan Sood is the Chief Executive Officer and Managing Director of the Company. He holds a postgraduate (M.A.) from Delhi University and has more than 35 years of experience in the transmission equipment industry. He holds directorships in Valiant Infrastructure Limited, Gem Financiers And Distributors Private Limited and Great Films Private Limited.

Davinder Mohan Sood - Chief Financial Officer and Executive Whole-Time Director

Mr. Davinder Mohan Sood is the Chief Financial Officer and Executive Whole-Time Director of the Company. He holds an honours graduate degree (English) from Delhi University and also accredited with Advanced Security Analysis from the New York Institute of Finance, USA. He holds an experience of around 31 years. He holds directorships in Valiant Infrastructure Limited, Gem Financiers And Distributors Private Limited and Great Films Private Limited.

Gaurav Mohan Sood - Executive Whole-Time Director

Mr. Gaurav Mohan Sood is the Executive Whole-Time Director of the Company. He holds a Bachelor of Applied Science - Honours Computer Engineering with an option in Management Sciences degree from the University of Waterloo, Canada. He has an experience of around 5 years.

Director Identification Number (DIN)	Name of Directors	Designation
00001758	Inder Mohan Sood	Managing Director
00001756	Davinder Mohan Sood	Executive Whole-time Director
08772592	Gaurav Mohan Sood	Executive Whole-time Director
01761879	Anil Tandon	Director
02958040	Subhash Kumar Mehta	Director
10645777	Sanjna Aggarwal	Director

Key Executives

Name of Executive	Designation
Inder Mohan Sood	Chief Executive Officer
Davinder Mohan Sood	Chief Financial Officer
Manish Kumar	Company Secretary

Source: MCA, as provided by the management & Annual report 2024

Bankers

Name : Kotak Mahindra Bank Ltd

The Company also has relationship with the following banks and financial institutions:

- ✓ HDFC Bank Ltd
- ✓ Punjab & Sind Bank Ltd
- ✓ ICICI Bank Ltd
- ✓ ICICI Bank UK PLC., U.K
- ✓ The Federal Bank Ltd
- ✓ Mercedes-Benz Financial Services India Private Limited

Source: MCA and Annual report 2024

Shareholding Pattern as on 30th June 2024

Sr. No	Particulars	Shares	% held
I	Promoter and Promoter Group		
	Davinder Mohan Sood	1,147,758	15.05
	Inder Mohan Sood	1,072,221	14.06
	Gem Financiers And Distributors Pvt Limited	310,373	4.07
	Great Films Private Limited	198,395	2.60
	Others	529,482	6.94
	Sub Total A	3,258,229	42.71

II Institutions

Sr. No	Particulars	Shares	% held
	Mutual Funds	300	0.00
	Alternate Investment Funds	15,518	0.20
	Banks	50	0.00
	NBFCs registered with RBI	45,000	0.59
	Foreign Portfolio Investors Category I	12,500	0.16

III Non-Institutions

	Resident Individuals holding nominal share capital up to Rs. 2 lakhs	2,158,942	28.30
	Resident Individuals holding nominal share capital in excess of Rs. 2 lakhs	1,239,975	16.26
	Investor Education and Protection Fund (IEPF)	129,439	1.70
	Non Resident Indians (NRIs)	382,973	5.02
	Foreign Nationals	31,239	0.41
	Bodies Corporate	152,432	2.00
	Overseas Corporate Bodies	6,037	0.08
	Director or Director's Relatives	40,000	0.52
	Clearing Members	250	0.00
	HUF	144,084	1.89
	LLP	11054	0.14
	Others	38	0.00
	Sub Total B	4,369,831	57.29
	TOTAL	7,628,060	100.00

Source: BSE website

Share Price Chart

Capital Market Overview as on 27th November 2024

Face Value (INR)	10.00
Market Capitalization (INR in million)	3,970.00
Share Price (INR)	520.00



Source: Value Research and BSE Limited

ISO Certificates

Type of certificate	Certificate number	Issue date	Valid up to	Certifying agency
ISO 9001:2015	1283997	4 th Jan 2024	3 rd Dec 2026	Unitas Certification Services
ISO 10001:2018	9486340	4 th Jan 2024	3 rd Dec 2026	Unitas Certification Services
ISO 14001:2015	1402048	10 th May 2024	9 th April 2027	Unitas Certification Services
ISO 45001:2018	1801229	17 th Aug 2024	16 th July 2027	Unitas Certification Services
ISO 27001:2022	27010176	26 th Aug 2024	25 th July 2027	Unitas Certification Services

Source: As provided by the management

Key Financials and ratios with analysis

In INR thousand

Year	FY 2022	FY 2023	FY 2024
Number of Months	12	12	12
Revenue	123,247	301,938	457,108
Earnings before Interest and Tax (EBIT)	(42,364)	25,506	89,280
Net Profit after Tax	(31,826)	18,380	65,791
Tangible Networth	246,513	268,588	457,512
Total Borrowings	1,210	18,232	18,442
Accounts receivables	28,973	33,496	108,642
Inventory	138,277	170,474	144,999
Account payables	18,653	25,834	10,732

KEY RATIOS			
	FY 2022	FY 2023	FY 2024
GROWTH RATIOS			
Revenue Growth (%)	-	144.99	51.39
Net Profit Growth (%)	-	*	257.95
LIQUIDITY RATIOS			
Current Ratio (Times)	6.12	4.84	8.86
Quick Ratio (Times)	1.98	1.39	5.79
Super Quick Ratio (Times)	1.47	1.22	5.55

*Ratio could not be calculated due to negative net profits and negative EBIT in FY 2022

KEY RATIOS			
LEVERAGE			
Total Debt Equity Ratio (Times)	0.005	0.07	0.04
Total Liabilities to Tangible Networth (%)	14.26	24.31	13.85
Fixed Asset to Tangible Networth (%)	16.84	22.75	13.91
Interest Coverage Ratio (Times)	*	52.59	60.12
EFFICIENCY RATIOS			
Collection Period (Days)	86	40	87
Inventory Days	422	289	178
Accounts Payable Days	64	54	21
Working capital cycle (Days)	443	275	244
Assets to Revenues (%)	228.53	110.58	113.95
Revenues to Net Working Capital (Times)	0.71	1.57	1.19
PROFITABILITY RATIOS			
Gross Profit Margin (%)	2.38	28.48	34.77
Operating Profit Margin (%)	(38.58)	8.17	18.88
Net Profit Margin (%)	(25.82)	6.09	14.39
Return on Tangible Networth (%)	(12.91)	6.84	14.38
Return on Capital Employed (%)	(17.10)	8.89	18.76
Return on Total Assets	(11.30)	5.50	12.63

Analysis

- The Company's scale of operations demonstrated an increasing trend with a Compounded Annual Growth Rate (CAGR) of 23.63% during the review period. It scaled up by ~145% in FY 2023 followed by a healthy increase of ~51% in FY 2024 owing to consistent introduction of new products catering to various industries and improved sales of products in domestic as well as overseas market which have offset the reduced sales of services during the period.
- Profitability margins depicted an upward trend at gross margin levels, operating and net profit margins levels during the review period. Cost of raw materials and finished goods consumed remained the highest cost component (~47% of the total revenue on an average) followed by salaries and wages (~26% of revenue on an average) as a percentage of revenue over the review period. The operating margins mirrored the movement in gross margins and exhibited an upward trend during the review period with negative operating margins in FY 2022 mainly due to modest gross margins, higher overall general & administrative expenses (mainly professional and legal fees, freight expense, installing and commissioning expense) and depreciation expense as a percentage of revenue. Net margins also experienced a cascading effect of the improving operating margins during the period.
- The total debt of the Company as on 31st March 2024 comprised of long-term loan from financial institutions and lease liabilities. The debt-to-equity ratio of the Company stood at 0.04 times as on 31st March 2024 indicating an underleveraged capital structure. The tangible net worth of the Company improved year-on-year with accretion of profits and higher proportionate growth as compared to increase in total loans. With low gearing, the interest coverage indicators also stood comfortable at 60.12 times in FY 2024.
- The working capital cycle of the Company demonstrated an improving trend yet remained high during the review period and improved in FY 2024. The collection period remained within the range of 40-87 days during the period. The payment period on the other hand improved from 64 days in FY 2022 to 21 days in FY 2024. The inventory days however remained very high at 422 days in FY 2022 and improved further to 178 days in FY 2024. The Company's working capital requirements remained supported mainly by internal accruals and advances from customers.
- Liquidity position of the Company depicted uneven trend but stood adequate marked by current and quick ratios of 8.86 times and 5.79 times as on 31st March 2024. Inventory and accounts receivable constituted ~59% of the total current assets with cash constituting ~38% of the current assets as on 31st March 2024 providing support to the liquidity position. The net cash accruals also witnessed improvement in FY 2024 and stood comfortable at INR 88 million in FY 2024 against current maturities of INR 4 million, due in FY 2024.

Rating Key

D&B Rating

2A 2

D&B Indicative Risk Rating consists of two parts, the Financial Strength*, and the Composite Appraisal. Financial Strength is an indication of the tangible network. The Composite Appraisal is linked to the level of risk and is an overall evaluation of credit worthiness. It considers the financial condition and several factors such as trade reference history, legal structure, management experience and any adverse listings.

Indicative Risk Rating: D&B Indicative Risk Rating of '2A' implies that the Company has a tangible network between INR 200,000,000 and INR 959,999,999 as per latest available audited financial statements.

Financial Strength	Tangible Network
5A	INR 4,800,000,000 & Above ★
4A	Between INR 2,000,000,000 & INR 4,799,999,999 ★
3A	Between INR 960,000,000 & INR 1,999,999,999 ★
2A	Between INR 200,000,000 & INR 959,999,999 ★
1A	Between INR 96,000,000 & INR 199,999,999 ★
A	Between INR 48,000,000 & INR 95,999,999 ★
B	Between INR 28,000,000 & INR 47,999,999 ★
C	Between INR 14,000,000 & INR 27,999,999 ★
D	Between INR 9,600,000 & INR 13,999,999 ★
E	Between INR 4,800,000 & INR 9,599,999 ★
F	Between INR 2,800,000 & INR 4,799,999 ★
G	Between INR 1,200,000 & INR 2,799,999 ★
H	Upto INR 1,199,999 ★

Composite appraisal: '2' indicates that the overall status of the Company is 'Good'.

Composite Appraisal	
1 Strong Minimal Risk	Proceed with transaction - offer extended terms if required
2 Good Low Risk	Proceed with transaction
3 Fair Slightly greater than average Risk	Proceed with transaction but monitor closely
4 Limited Significant Level of Risk	Review each case before extending credit and obtain more information. Take suitable assurances before extending credit, guarantees may be needed

**Note: The Financial Strength component of D&B Rating is derived from Tangible Net Worth of the company / entity. The changes are being made to the ranges of monetary values of the Tangible Network cut offs for both Current as well as Former assigned Financial Strength component. This change applies to all Indian businesses in the Dun & Bradstreet Data Cloud. The ranges are being updated to align with Dun & Bradstreet global standards from 21st April 2023.*



Key Rating Highlights



Key Rating Strengths

- Experienced management providing scope for business growth
- Wide product portfolio catering to varied industries providing revenue visibility
- Underleveraged capital structure marked by negligible debt component with adequate interest coverage



Key Rating Weaknesses

- Moderate scale of operations albeit the improvement in topline during the review period
- Susceptible to raw material prices volatility
- Moderate absolute value of net profits
- Elongated inventory days during the period
- Threat of technology obsolescence



Key Rating Sensitivities

- Ability of the Company to scale up operations with sustenance of profitability
- Ability of the Company to maintain the liquidity profile with prudent management of working capital



SME Risk Score

SME Risk Score	83	Condition	Lowest Risk SME
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The SME Risk helps to determine level of risk associated in transacting with SMEs and offers comparison with other SMEs in the same revenue bracket. This Score is assigned to businesses with a revenue of less than or equal to INR 100 Crores.

The SME Risk Score is a CBIG offering and is based on Several Financial and Qualitative Parameters.

Profitability	Liquidity	Solvency	Growth	Payment Behavior
Ownership & Management	Customers & Suppliers	Business Strengths	Product & Services	Sector Performance

Guide to Interpretation

Score	Degree of Risk	Explanation
0 - 20	5	Highest Risk SME
21 - 40	4	High Risk SME
41 - 60	3	Medium Risk SME
61 - 80	2	Low Risk SME
81 - 100	1	Lowest Risk SME

Financial statements - Standalone

FISCAL BALANCE SHEET AS OF 31-Mar-2024 (Amount in INR thousand)			
Cash and Bank	162,080	Accounts Payable	10,732
Inventory	144,999	Current Portion of Long-Term Debt	3,887
Accounts Receivable	108,642	Due to Customers	11,511
Other Receivables	774	Other Payables / Accruals	16,749
Prepayments	4,479	Provision for Income Tax	4,604
Loans and Advances	3,955	Provisions	1,316
Other Current Assets	685		
Margin Money	6,567		
TOTAL CURRENT ASSETS	432,181	TOTAL CURRENT LIABILITIES	48,799
Land and Buildings	9,920	Loans Secured	17,657
Plant and Equipment	15,942	Lease Liabilities	785
Transportation Vehicles	30,719	Current Portion of Long-Term Debt	(3,887)
Furniture, Fixtures and Fitting	1,915		
Office Equipment	2,651		
Computers	2,486		
TOTAL FIXED ASSETS	63,633	TOTAL NON-CURRENT LIABILITIES	14,555
Investment in Subsidiary	20,621	Capital	76,281
		Share Premium	211,525
		Retained Earnings	188,036



FISCAL BALANCE SHEET AS OF 31-Mar-2024 (Amount in INR thousand)			
		Capital Redemption Reserve	14,221
TOTAL INVESTMENTS	20,621		
Long-Term Deposit	1,414		
Other Assets	1,456		
Deferred Tax Asset	1,561		
TOTAL OTHER ASSETS	4,431		
Technical Knowhow	32,412		
Software	139		
TOTAL INTANGIBLES	32,551	TOTAL EQUITY	490,063
TOTAL ASSETS	553,417	TOTAL LIABILITIES AND EQUITY	553,417

PROFIT AND LOSS ACCOUNT (Figures in INR thousand)

For the year ended	31-Mar-22	31-Mar-23	31-Mar-24
Number of months	12	12	12
	Fiscal	Fiscal	Fiscal
Revenues	123,247	301,938	457,108
Less: Cost of Revenue	(120,310)	(215,939)	(298,193)
Gross Profit	2,937	85,999	158,915
General Operating Expenses	(30,046)	(40,159)	(49,993)
Depreciation	(20,434)	(21,176)	(22,636)
Net Operating Profit / (Loss) after Depreciation and before Interest	(47,543)	24,664	86,286
Other Non-Operating Income*	5,179	842	2,994
Total Finance Expenses	(343)	(485)	(1,485)
Net Profit / (Loss) before Tax	(42,707)	25,021	87,795
Income Tax	10,881	(6,641)	(22,004)
Net Profit / (Loss) after Tax	(31,826)	18,380	65,791
Extraordinary items : Others**	(108)	295	350
Profit / (Loss) after Tax and Extraordinary Items	(31,934)	18,675	66,141
Plus (Minus) Retained Earnings B/F	134,930	103,220	121,895
Transfer from Reserves	224	-	-
Retained Earnings C/F	102,996	121,895	188,036

*Other Non-Operating Income includes profit on foreign exchange transactions, interest income, profit on sale of fixed assets, profit on sale of investments and dividend income

**Extraordinary items : Others includes Other Comprehensive Income

Accounts are audited by Pawan Nanak Bansal & Co., Chartered Accountants



Auditor's observations for the year ended 31st March 2023:

- The Company has not incurred cash losses during the financial year covered by the audit. The Company has incurred cash losses amounting to INR 23,267 thousand in the immediately preceding financial year.

Auditor's observations for the year ended 31st March 2022:

- The Company has incurred cash losses amounting to INR 23,267 thousand in the current financial year. The Company has not incurred cash losses in the immediately preceding financial year.

Source: Annual reports 2023 and 2022



Provisional Financials - Standalone

Provisional financial performance (unaudited) for the three months' period ended 30th June 2023 and 30th June 2024:

(INR in million)

Particulars	30 th June 2023	30 th June 2024
Revenue	95	136
Profit before tax	13	40
Net Profit after tax	9	29
Net Profit Margin (%)	9.94	21.48

Source: BSE website



Consolidated Financial Snapshot

(INR in million)

Particulars	FY 2022	FY 2023	FY 2024
Revenue	132	315	463
Profit Before Tax	(36)	22	83
Tax	10	(5)	(21)
Profit After Tax	(26)	17	62
Net margins (%)	(19.69)	5.39	13.39
Tangible Networkth	281	300	486

Source: Annual reports

Budget Impact on SME sector

Allocation for PM Vishwakarma scheme has been hiked to INR 48.2 billion (bn) in FY 2025 (BE), compared with INR 9.9 bn in FY 2024 (RE)

Allocation for Raising and Accelerating MSME Performance - RAMP - has increased by 17% to INR 11.70 bn in FY 2025 (BE).

Allocation for the establishment of new technology centres (TCs) is at INR 4.5 bn for FY 2025 (BE), compared with INR 0.2 bn in FY 2024 (RE).

Allocation for Micro and Small Enterprise-Cluster Development Programme (MSE-CDP) has been enhanced from INR 1.8 bn FY 2024 (RE) to INR 4 bn in FY 2025 (BE).

Allocation for the Total Development of Khadi, Village and Coir Industries has increased to INR 14 bn for FY25 (BE), a 55% increase from FY 2024 (RE).

Allocation for Scheme for Fund for Regeneration of Traditional Industries (SFURTI) has increased to INR 2.6 bn for FY 2025 (BE), from INR 25 mn in FY 2024 (RE).

Allocation for Prime Minister Employment Generation Programme (PMEGP) has been lowered by 22% to INR 23 bn in FY 2025 (BE).



Allocation for the Guarantee Emergency Credit Line (GECL) facility to eligible MSME borrowers has decreased by 27% to INR 102 bn in FY 2025 (BE), from FY 2024 (RE).

Allocation for Credit Support Programme has been decreased substantially from INR 5 bn in FY 2024 (RE) to INR 4 mn in FY 2025 (BE).

Total budgetary allocation for the MSME Sector is unchanged at INR 221 bn for FY 2025 (BE).

The Pradhan Mantri Matsya Sampada Yojana (PMMSY) will be stepped up to increase aquaculture productivity, double exports to INR 1 trillion and generate 5.5 million jobs.

A proposal to set up five integrated aquaparks has been announced.

In the pursuit of the 'Amrit Kaal' strategy, the Government has placed policy emphasis on securing timely and sufficient finances, pertinent technologies, and proper training for MSMEs to foster global growth and competitiveness.

After having affectively elevated almost 10 million women to the status of 'Lakhpati Didi', the government has increased the target for the 'Lakhpati Didi' from 20 million to 30 million which will empower millions of women affiliated with the 8.3 million Self-Help Groups (SHGs) in India.

Specific tax benefits granted to start-ups, investments made by sovereign or pension funds as well as for some IFSC units which were set to expire by March 2024, have been extended by another year to March 2025.

Impact - Marginally positive

The budget allocated to the Ministry of MSMEs for FY25 has remained unchanged from the revised estimates of last year; there has been a thrust to enhance productivity and develop technology, enhanced focus on artisans and crafts-people, as well as on women empowerment, while diverting focus from programmes such as the Employment Generation Programme (PMEGP), Guarantee Emergency Credit Line (GECL) facility and Credit Support Programme.

In line with the Governments' focus on four major groups, i.e., 'Garib' (Poor), 'Mahilayen' (Women), 'Yuva' (Youth) and 'Annadata' (Farmer), a significant thrust has been put forth to support the artisans and craftspeople engaged in 18 trades under the PM-Vishwakarma Yojana.

Allocation for PM Vishwakarma scheme has been hiked 5-folds to INR 48.2 bn for FY25 (BE). After having affectively elevated almost 10 million women to the status of 'Lakshpati Didi', the government has increased the target for the 'Lakshpati Didi' from 20 million to 30 million which will empower millions of women affiliated with the 8.3 million Self-Help Groups (SHGs) in India. Such initiatives have the potential to create employment opportunities and empower women. The 17% increase in allocation to the RAMP scheme is expected to drive MSMEs' access to markets, credit and technology, as well as their sustainable development. For MSMEs to grow and scale up, it is imperative they access and develop technological prowess. To this end, the Government has allocated INR 4.5 bn in FY25 (BE) to the Technology Centres (TCs) from INR 0.2 bn in FY 2024 (RE). These TCs would provide various technology, skilling, incubation, and consultancy services, leading to an enhancement in the competitiveness of MSMEs.

The Government's intention to orient the regulatory environment, enhance technological prowess, provide skill training, and offer timely and sufficient financial support will act as growth accelerators of MSMEs. This becomes crucial in light of the various challenges encountered by MSMEs, including a 28% rate of loan rejections. The Government's focus on improving the logistic network is also expected to support the sector.



Group structure and locations

I. Branches

Address	Location Type
Plot No.27, Defense and Aerospace Park (KIADB), Devanahalli Bengaluru - 562 129 Karnataka India	R&D Centre

Source: Company website

II. Overseas Branches

Address	Location Type
Valiant Communications (UK) Ltd. Central House Rear Office, 124 High Street, Hampton Hill Middlesex TW12 1NS United Kingdom	Overseas Office

Valcomm Technologies Inc. 4000 Ponce de Leon Blvd., Suite 470, Coral Gables, FL 33146, United State of America	Overseas Office
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Source: Company website and as provided by the management

III. Subsidiary

Name of the Company	Country	% Held
Valiant Communications (UK) Limited	United Kingdom	100.00
Valiant Infrastructure Limited	India	88.94
Valcomm Technologies Inc	United States of America	100.00

Source: Annual report 2024 and as provided by management



Registration and others

D&B D-U-N-S® NUMBER	65-018-5150
Date of incorporation	28 th December 1993
Legal structure	Public Limited Company
Registration Number	L74899DL1993PLC056652
Annual General Meeting Date	25 th September 2024
Name of the Auditor	Pawan Nanak Bansal & Co., Chartered Accountants

I. **KYC Details**

Company PAN	AAACV4250G
GST Number	07AAACV4250G1ZJ



Contacts

Head Office Address	71/1, Shivaji Marg New Delhi - 110 015 Delhi India
Telephone	91 - 11 - 25928415 91 - 11 - 25928416 91 - 11 - 25410053
Fax	91 - 11 - 25434300 91 - 11 - 41055604
Webpage	www.valiantcom.com
Email	accounts@valiantcom.com admin@valiantcom.com

Source: MCA, Annual report 2024 and Company website



Glossary of Key Ratios and Computation

KEY FINANCIAL RATIOS	FORMULAE
GROWTH RATIOS	
Revenue Growth (%)	% change in revenue in the current year over the previous year
Net Profit Growth (%)	% change in net profit in the current year over the previous year
PROFITABILITY RATIOS	
Gross Profit Margin (%)	$(\text{Net Revenue} - \text{Direct Expenditure} / \text{Net Revenue}) * 100$
Operating Profit Margin (%)	$(\text{Operating Profit} / \text{Net Revenue}) * 100$
Net Profit Margin (%)	$(\text{Net Profit after Tax} / \text{Net Revenue}) * 100$
Return on Tangible Networth (%)	$(\text{Net Profit after Tax} / \text{Tangible Networth}) * 100$
Return on Average Tangible Networth (%)	$(\text{Net Profit After Tax} / \text{Average Tangible Networth}) * 100$
Return on Capital Employed (%)	$(\text{Earnings before Interest and Tax} / \text{Capital Employed}) * 100$
Return on Average Capital Employed (%)	$(\text{Earnings before Interest and Tax} / \text{Average Capital Employed}) * 100$
Return on Fixed Assets (%)	$(\text{Net Profit after Tax} / \text{Fixed Assets}) * 100$
Return on Total Assets (%)	$(\text{Net Profit after Tax} / (\text{Current Assets} + \text{Other Tangible Assets})) * 100$
LIQUIDITY RATIOS	
Quick Ratio (Times)	$(\text{Current Assets} - \text{Inventory} - \text{Prepaid Expenses} - \text{Unbilled revenue}) / \text{Current Liabilities}$
Super Quick Ratio	$(\text{Cash \& Bank Balance} + \text{Receivables}) / \text{Current Liabilities}$
Current Ratio (Times)	$\text{Current Assets} / \text{Current Liabilities}$

TURNOVER RATIOS	
Inventory Turnover Ratio (Times)	(Direct Expenditure - Repairs & Maintenance- Plant & Machinery) / Total Inventory
Fixed Assets Turnover Ratio (Times)	Net Revenue/ Fixed Assets
SOLVENCY RATIOS	
Long Term Debt Equity Ratio (Times)	Long Term Loans/ Tangible Network
Total Debt Equity Ratio (Times)	Total borrowings (Long term + Short term)/ Tangible Network
Total Liabilities to Tangible Network (%)	{(Current Liabilities + Non-Current Liabilities) / Tangible Network} *100
Interest Coverage Ratio (Times)	Earnings before Interest and Tax/ Interest Expenditure
EFFICIENCY RATIOS	
Payment Period (Days)	Accounts Payable/ Total Purchases * 365
Average Payment Period (Days)	Average Accounts Payable / Total Purchases * 365
Collection Period (Days)	Accounts Receivable / Net Revenue *365
Average Collection Period (Days)	Average Accounts Receivable/ Net Revenue *365
WORKING CAPITAL RATIOS	
Current Liabilities to Tangible Network (%)	Current Liabilities/ Tangible Network *100
Working Capital Turnover Ratio (Times)	Net Revenue/ (Current Assets - Current Liabilities)
Inventory Days	365/ Inventory Turnover Ratio
Working Capital Cycle	Collection Period (days) + Inventory Holding (Days) - Payment Period (Days)
OTHER KEY FINANCIAL TERMS	
Direct Expenditure	Cost of material consumed or traded, salaries & wages, freight inward, job work charges, royalties/technical fees and other expenses directly related to manufacturing / rendering of services.



Operating Profit	Measure of profit or loss earned / incurred after charging all direct expenses plus indirect expenses from revenue and other operating income pertaining to core business activities. Taken as EBIT - non-operating income
Net Profit	Measure of net profit or loss earned / incurred after considering all incomes and expenses including interest expenditure and taxes.
Working Capital	Current Assets- Current Liabilities
Tangible Network	Working Capital + Other Tangible assets- Non-Current Liabilities
Capital Employed	Tangible Network + (Long term borrowings + Short term borrowings) + Minority Interests
Total Borrowings	Long Term (secured & Unsecured) Loans + Short Term (Secured & Unsecured) Loans

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