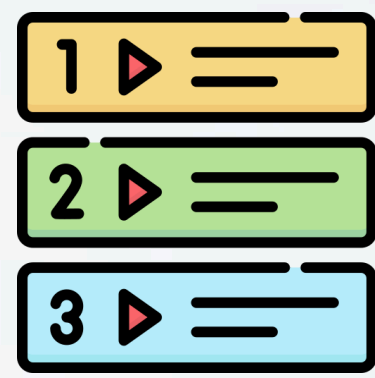


LFT Financial Deep Dive Dashboard

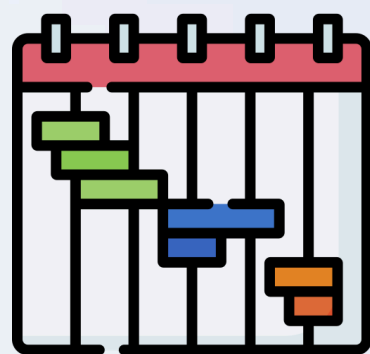
For the month of Jan'24



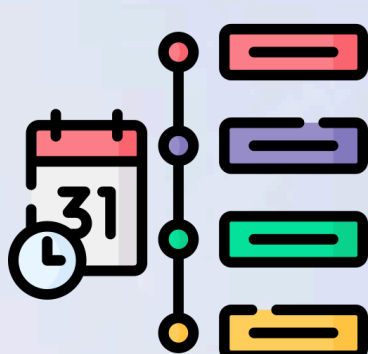
Department



Project



***Domestic
Projects***



Global Projects



Glossary



Department Wise Overall P/L R&D Service Delivery Cost

Period : Jan'24



₹ 98.88

Revenue (Cr)

₹ 51.4

R&D Service Delivery ...

₹ 47.52

Contribution Margin (Cr)

₹ 5.99

Other Expenses (Cr)

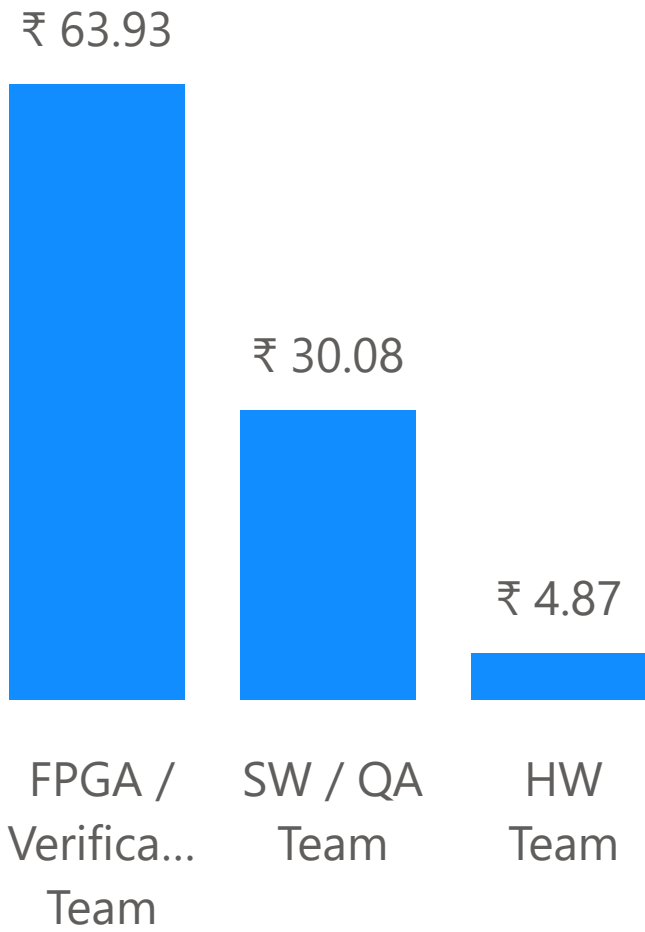
3.48 - ₹

Gross Margin (Cr)

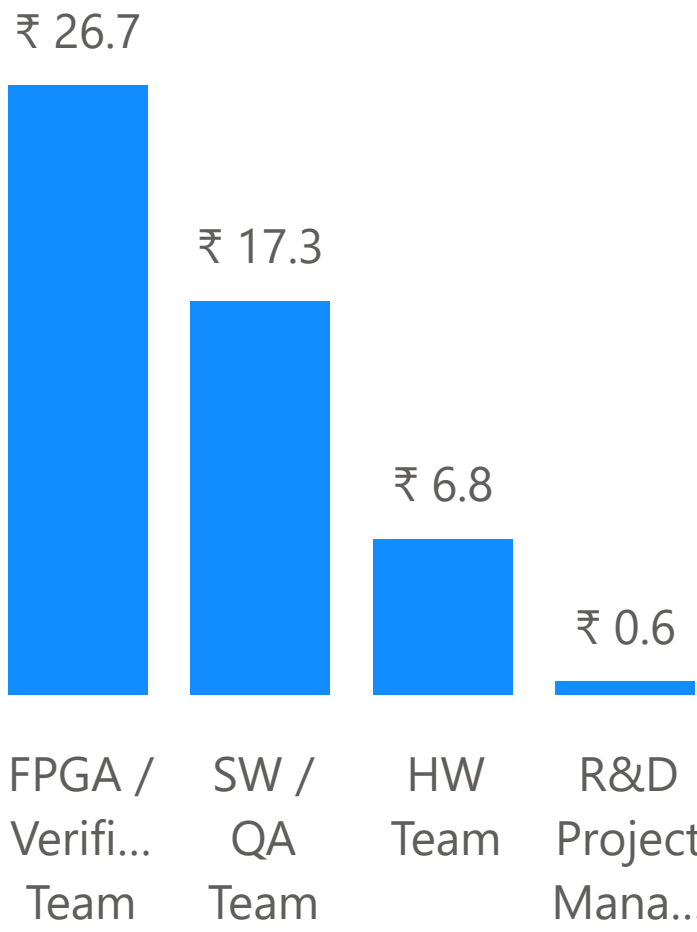
58.00%

Overall R&D Servic...

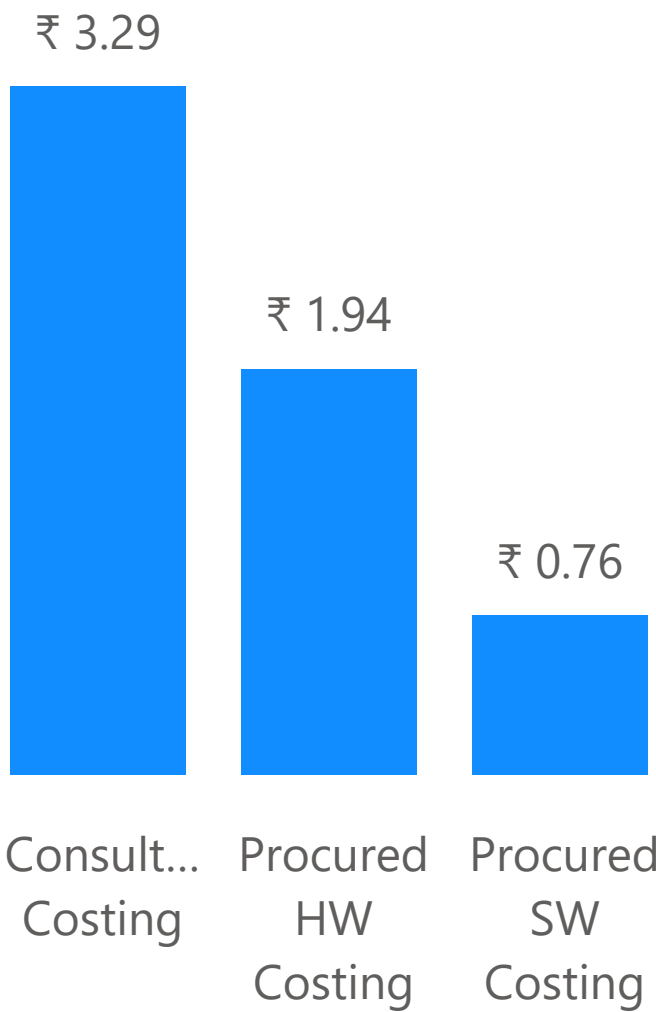
Teamwise Revenue (Rs. in Cr) by Department



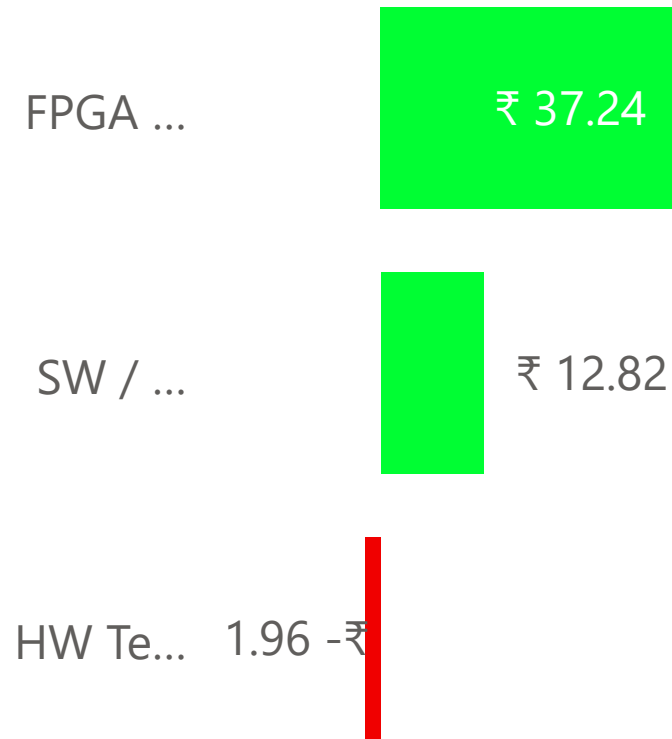
R&D Service Delivery Cost (In Cr)



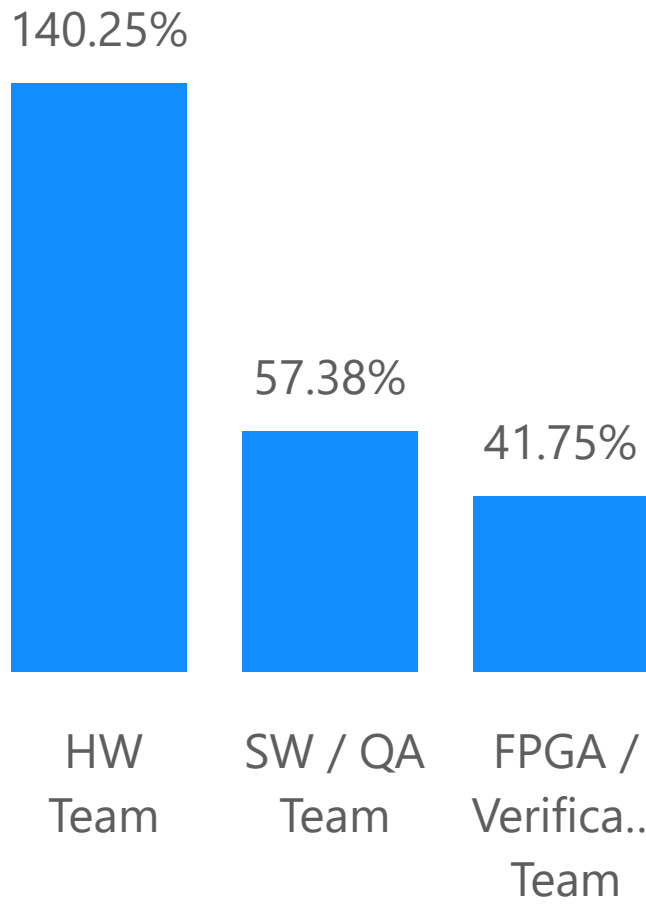
Other Expenses (In Cr)



Gross Margin (In Cr) by Department



Overall R&D Service Cost by Department



Client Wise R&D Service Delivery Cost

CLIENT	Teamwise Revenue (Rs. in Cr)	Total Salary Cost	Contribution Margin	Total Other Expenses	Gross Margin	Overall R&D Service Cost
KEYSIGHT/LATTICE/COLLINS/CREDO/ACHRONIX	₹ 58.96	₹ 26.2	₹ 32.8	₹ 2.17	₹ 30.62	48.07%
LATTICE	₹ 15.41	₹ 7.8	₹ 7.6	₹ 1.27	₹ 6.30	59.12%
DEFENCE/ARNIC/PRIVATE	₹ 6.62	₹ 6.5	₹ 0.2	₹ 0.84	0.69 - ₹	110.42%
CREDO	₹ 4.32	₹ 1.2	₹ 3.1	₹ 0.34	₹ 2.80	35.19%
Total	₹ 98.88	₹ 51.4	₹ 47.5	₹ 5.99	₹ 41.53	58.00%

Department

All

CLIENT

All



Project Wise Overall P/L R&D Service Delivery Cost

Period : Jan'24



₹ 6.63

Revenue (Cr)

₹ 10.11

R&D Service Delivery Cost

3.48 -₹

Gross Margin

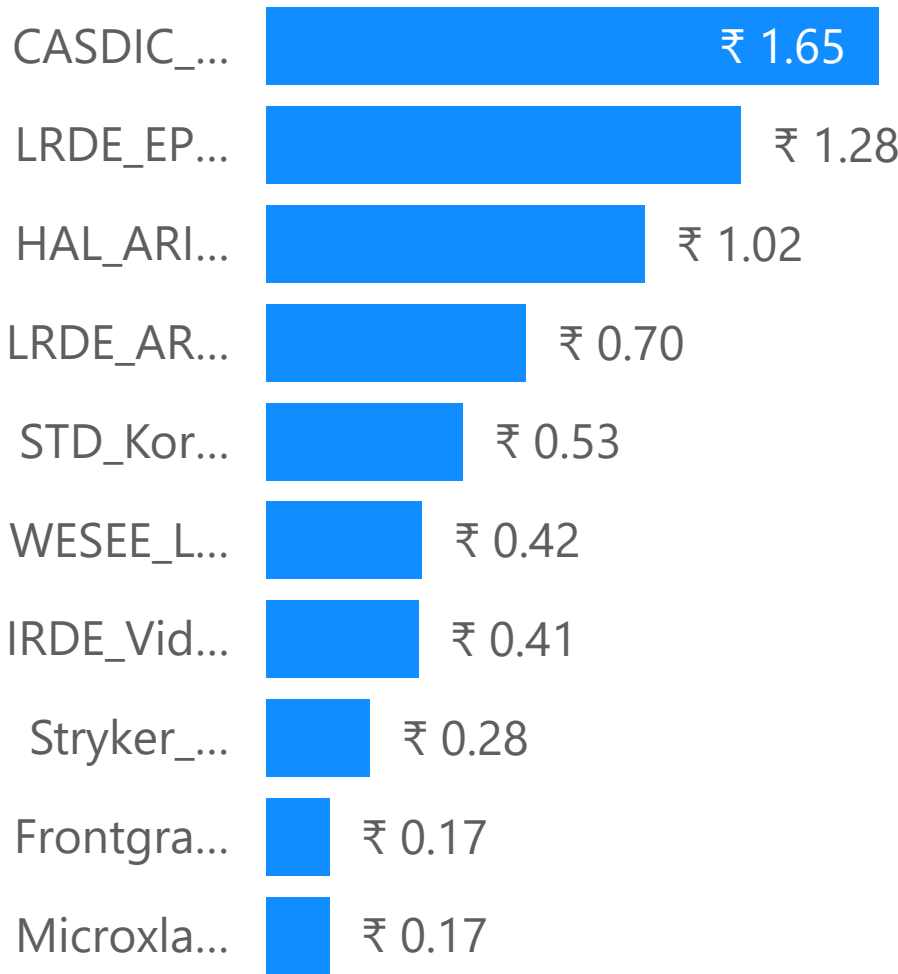
152.5%

Overall R&D Delivery Cost

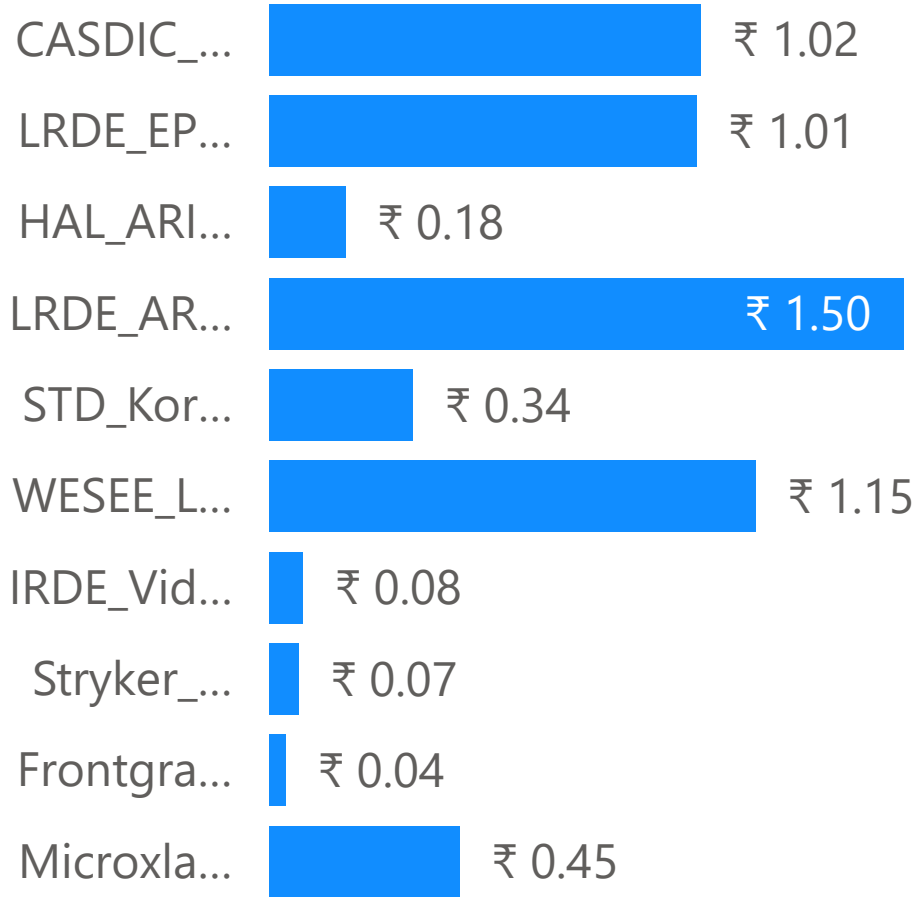
43

of Project

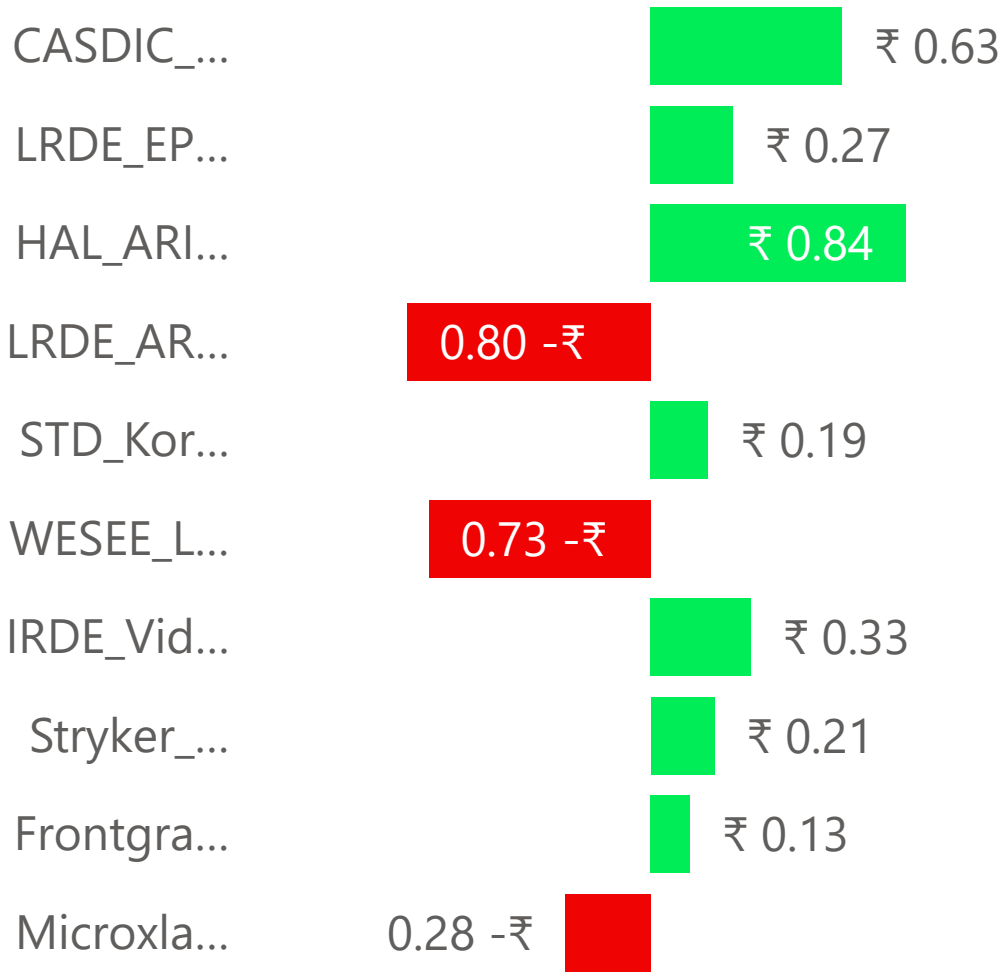
Revenue (in Cr) by Project



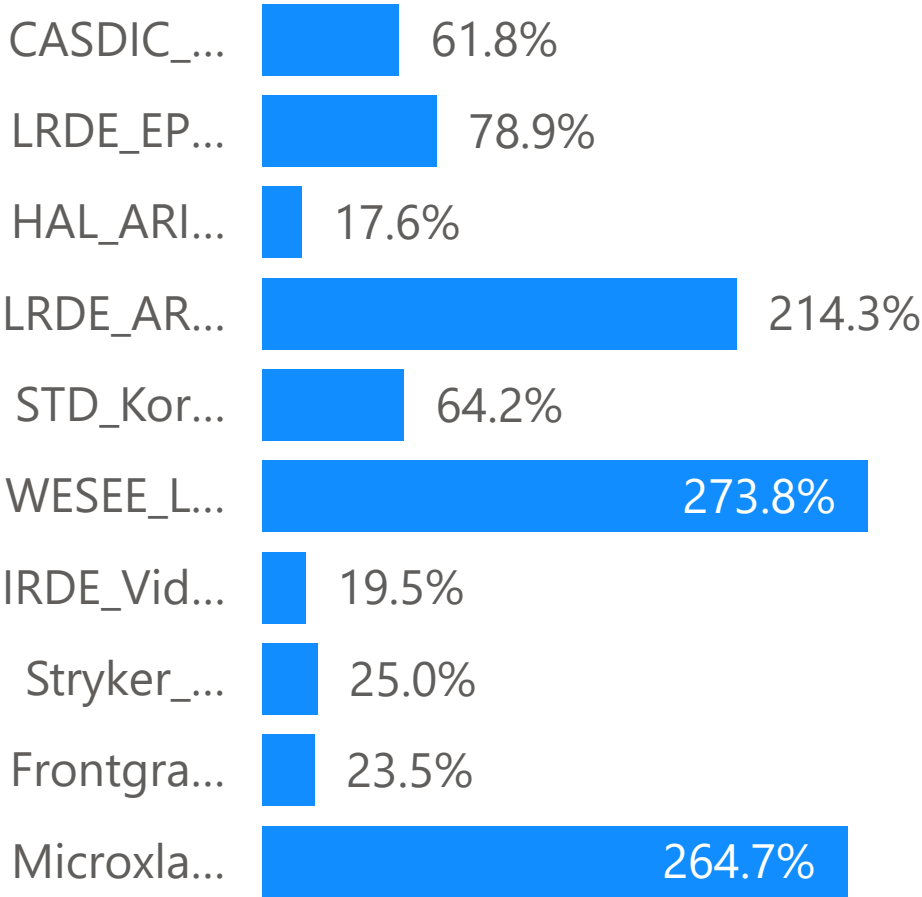
R&D Service Delivery Cost (in Cr) by Project



Gross Margin By Project



Overall R&D Delivery Cost by Project



Project Wise R&D Service Cost

Project	R&D Service Delivey Cost (in Cr)	Revenue (In Cr)	Gross Margin	Overall R&D Delivery Cost
CASDIC_Lab_STANAG_Video_Switching_Unit_Version2_150	₹ 1.02	₹ 1.65	₹ 0.63	61.8%
LRDE_EPS_Firmware_Development_154	₹ 1.01	₹ 1.28	₹ 0.27	78.9%
HAL_ARINC818_Analyzer_162	₹ 0.18	₹ 1.02	₹ 0.84	17.6%
LRDE_ARINC_BASED_PRODUCTS_143	₹ 1.50	₹ 0.70	0.80 -₹	214.3%
Total	₹ 10.11	₹ 6.63	3.48 -₹	152.5%

Department

All

CLIENT

All



Domestic Projects - Overall P/L R&D Service Delivery Cost

Period : Jan'24



₹ 6.63

Revenue (Cr)

₹ 10.11

R&D Service Delivery Cost

3.48 -₹

Gross Margin

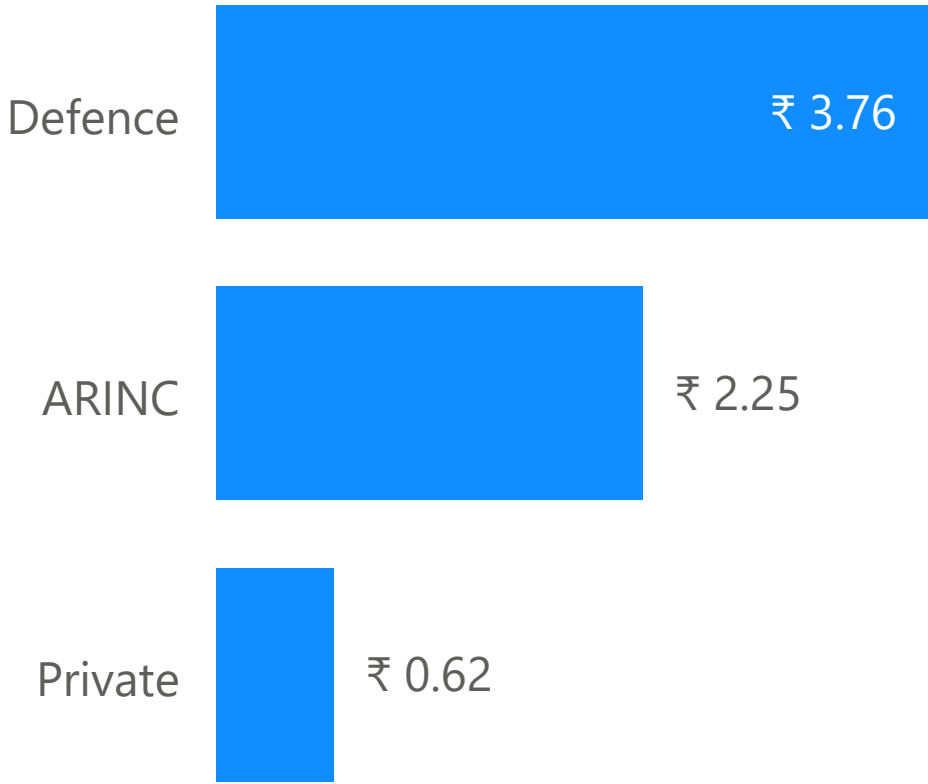
152.5%

Overall R&D Delivery Cost

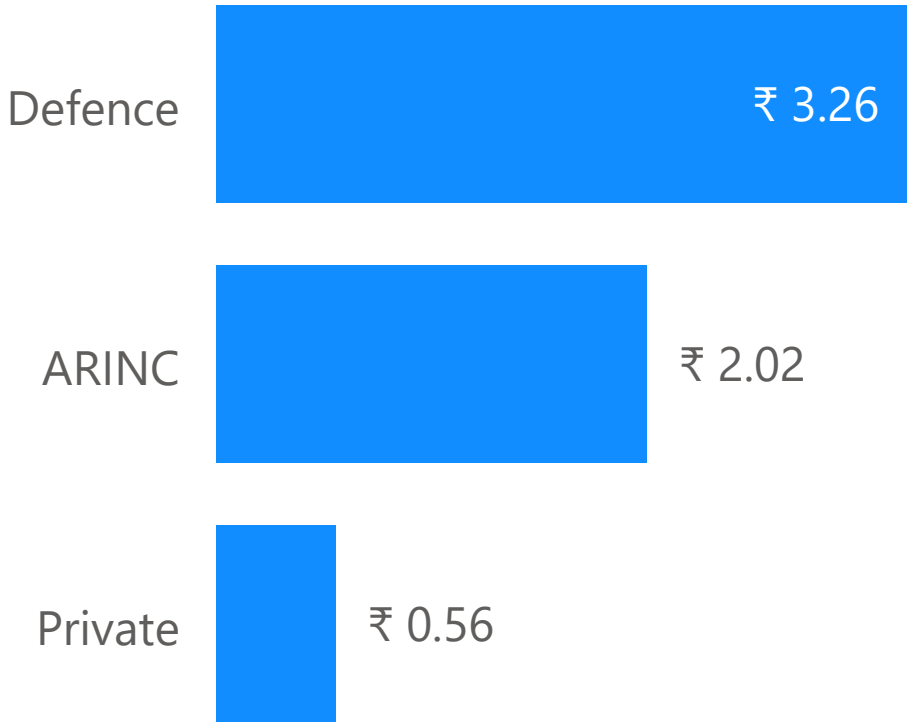
43

of Project

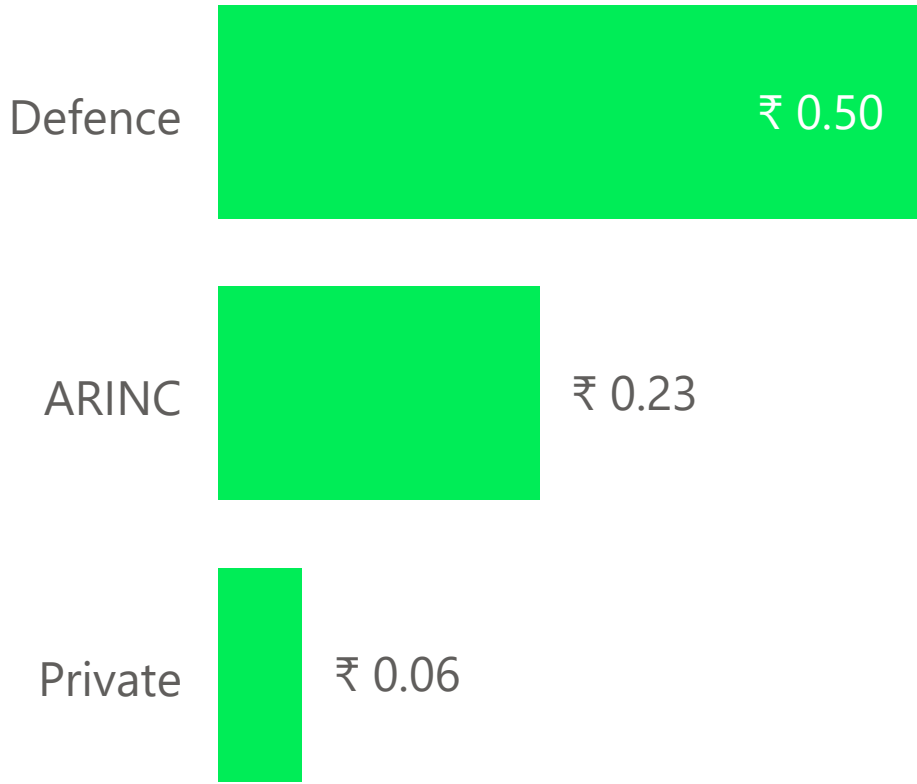
Revenue (in Cr) by Section



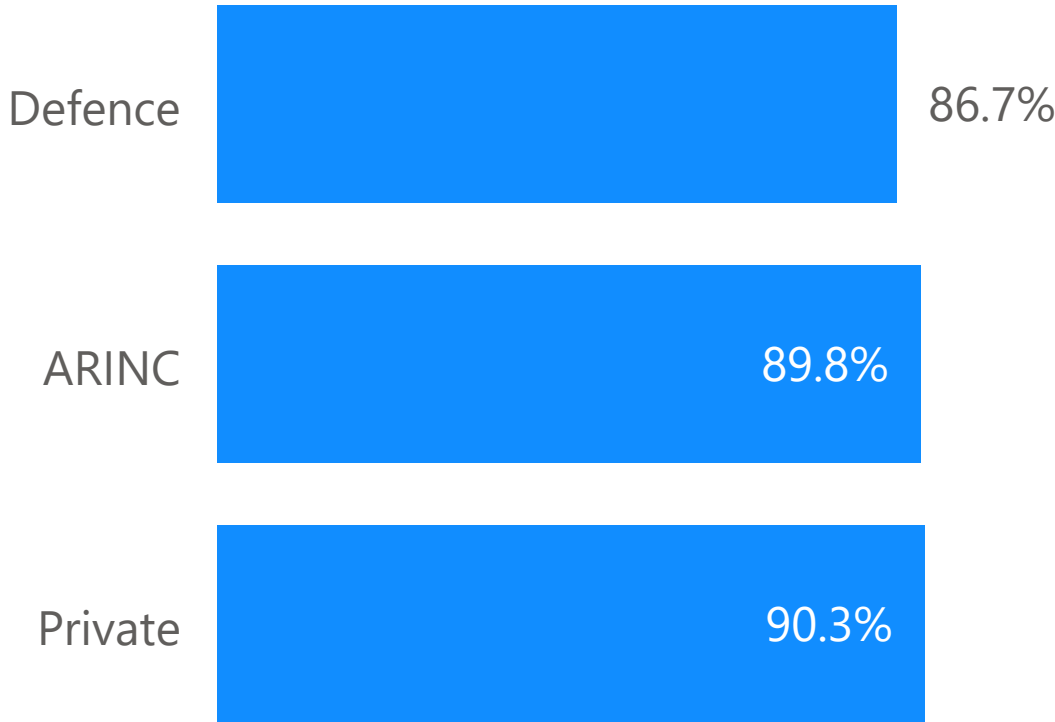
R&D Service Delivery Cost (in Cr) by Section



Gross Margin By Section



Overall R&D Delivery Cost by Section



Section Wise R&D Service Delivery Cost

Section	R&D Service Delivey Cost (in Cr)	Revenue (In Cr)	Gross Margin	Overall R&D Delivery Cost
⊕ Defence	₹ 4.12	₹ 3.76	0.36 -₹	109.6%
⊕ ARINC	₹ 2.30	₹ 2.25	0.05 -₹	102.2%
⊕ Private	₹ 0.87	₹ 0.62	0.25 -₹	140.3%
⊖ LFT (Investment)	₹ 2.02		2.02 -₹	Infinity
Total	₹ 10.11	₹ 6.63	3.48 -₹	152.5%

CLIENT

All





Global Projects - Overall P/L R&D Service Delivery Cost

Period : Jan'24



56.35

Revenue (in Cr)

12.10

R&D Service Delivery Cost

44.24

Gross Margin

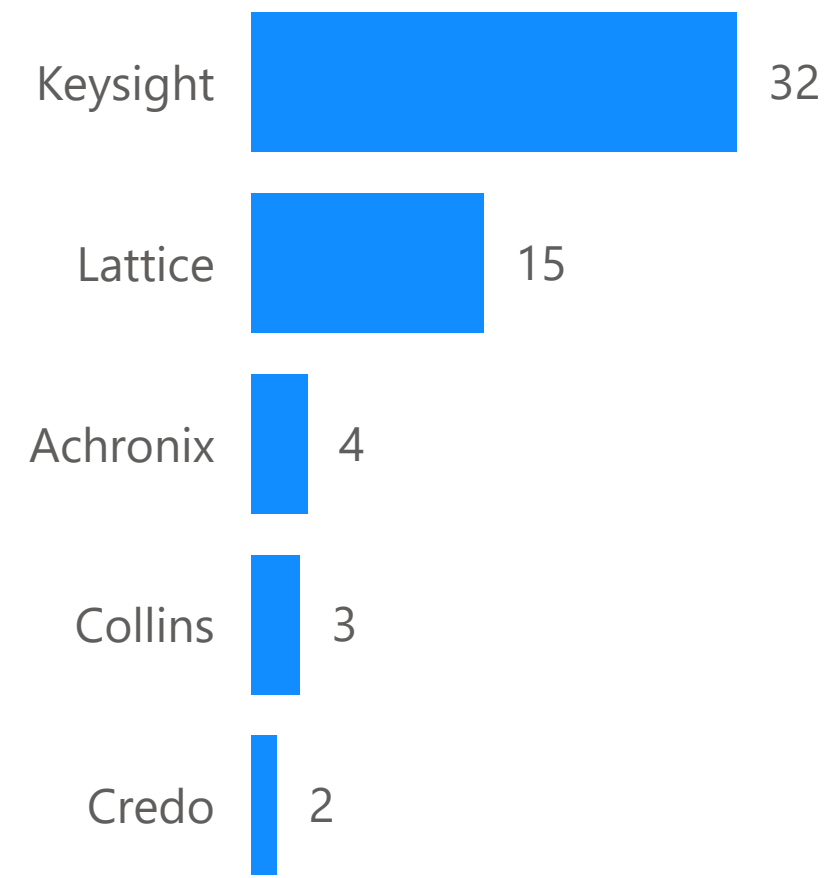
21.48%

Overall R&D Delivery Cost

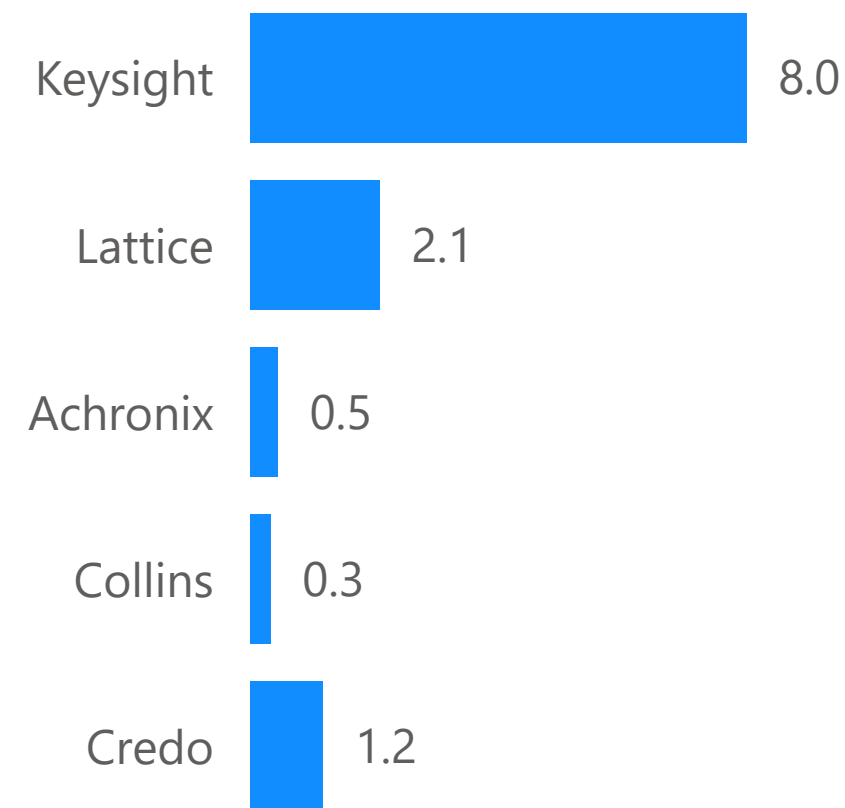
38

of Project

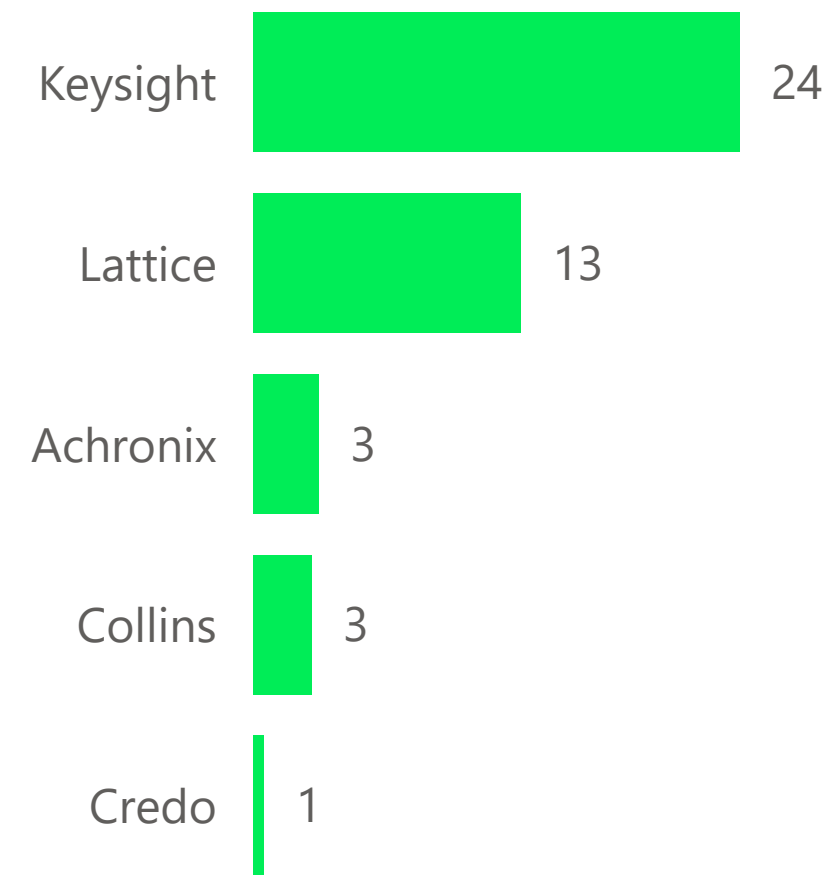
Revenue (in Cr) by Section



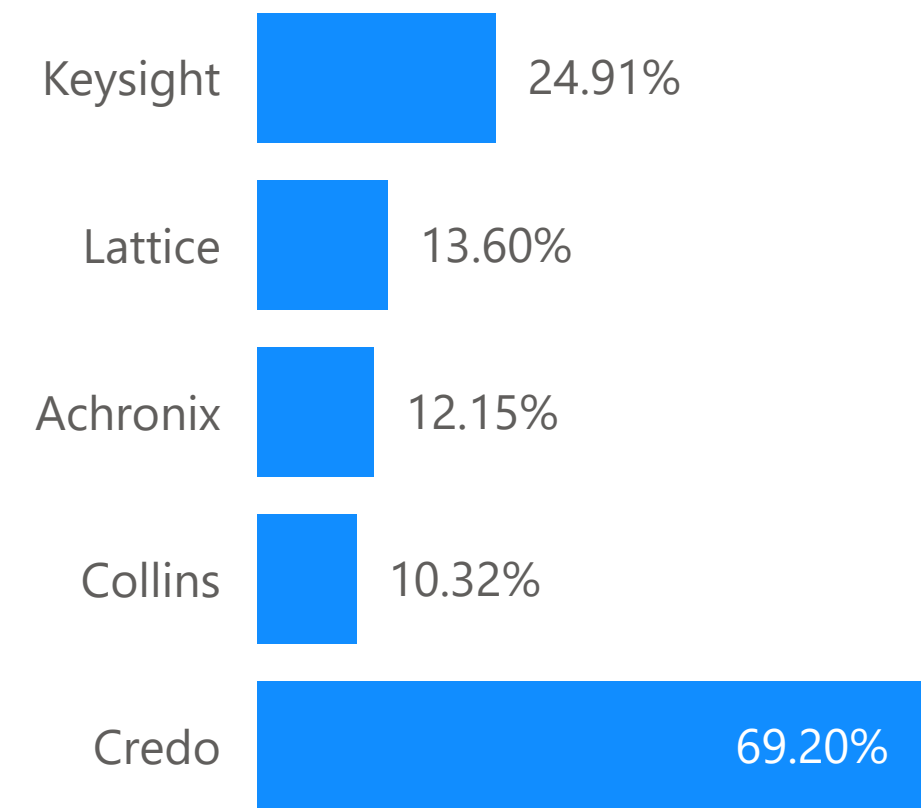
R&D Service Delivery Cost (in Cr) by Section



Gross Margin By Section



Overall R&D Delivery Cost by Section



Section Wise R&D Service Delivery Cost

Section	Revenue (in Cr)	R&D Service Delivery Cost	Gross Margin	Overall R&D Delivery Cost!
⊕ Achronix	3.72	0.45	3.27	12.15%
⊕ Collins	3.24	0.33	2.91	10.32%
⊕ Credo	1.71	1.18	0.53	69.20%
⊖ Keysight	32.27	8.04	24.23	24.91%
Total	56.35	12.10	44.24	21.48%

CLIENT

All





Data Glossary

1. The R&D Service Delivery Cost comprises the *salaries of teams across four business units: Software, Hardware, FPGA, and R&D Project Management.*
2. The other expenses encompasses *consultant fees and procurement costs* for hardware and software.
3. Contribution Margin refers to ***revenue minus the R&D Service Delivery Cost***
4. Gross Margin is calculated by *subtracting other expenses* such as consultant fees and procurement costs *from the Contribution Margin.*
5. To calculate the overall R&D Delivery cost as a % , We *divide the total salary cost and total other expenses by the revenue*