

February 10, 2025

The National Stock Exchange of India Ltd  
Exchange Plaza, C-1, Block G  
Bandra – Kurla Complex  
Mumbai 400051

The Department of Corporate Services  
BSE Limited,  
P.J. Towers, Dalal Street  
Mumbai 400001

Scrip Symbol: SANSERA

Scrip Code: 543358

Dear Sir/ Madam

**Subject: Investors Presentation**

Please find attached a copy of Investors presentation that would be used in the earnings call on February 11, 2025 at 10.00 am (IST) on the unaudited financial results of the Company for the quarter and nine months' ended December 31, 2024.

The above presentation will also be made available on the website of our Company at [www.sansera.in](http://www.sansera.in).

Kindly take the same in your record.

Thanking you,

**for Sansera Engineering Limited**



**Rajesh Kumar Modi**  
**Company Secretary and Compliance Officer**  
**M.No. F5176**

Encls: a/a

**SANSERA ENGINEERING LIMITED**

# Sansera Engineering Ltd

Investor Presentation

February 2025

**SANSERA**  
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# Performance Highlights

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**Mr. B R Preetham**  
**Executive Director & CEO**

**Commenting on the performance Mr. B R Preetham Executive Director & CEO, Sansera Engineering Limited said,**

*“Amidst a challenging macro environment, in 9MFY25 we delivered a topline of Rs. 22,351 mn with EBITDA margin of 17.3%. As on Dec-24, orderbook for the new business, with an annual peak revenue stood at Rs. 22.0 billion (Auto-ICE - 45%, Tech Agnostic & xEV - 25% and Non-Auto - 30%). It is noteworthy that our orderbook mix is broadly in line with our long term vision.*

*As global dynamics around powertrain technologies remain fluid, we are seeing a heightened interest in India as a market with a rising number of RFQs from existing as well as new customers.*

*I also envision tremendous potential in our emerging segments, namely, tech-agnostic & xEV and non-auto. In recent times, we have onboarded some very prestigious customers in these segments. We have added one of the largest aerospace giants as a direct customer. Further, we have signed an LOI for the supply of semiconductor equipment parts with a global leader in wafer-fabrication equipment manufacturing. This large order opens up another dimension of opportunities for us in this fast-growing space.*

*Over a long-term horizon, we are sensing an opportunity with outsourcing rising on a constant basis. Sansera, with its deep precision engineering capabilities, will continue to be the preferred choice for global giants. Our strengthened balance sheet will help us seize this opportunity.”*

# Performance Highlights

- › During the quarter, the company's performance was impacted by
  - › 0.2% (YoY) de-growth in Auto ICE primarily due to slowdown in the PV space. Nevertheless, healthy growth was witnessed in 2W business
  - › 9.5% (YoY) growth in Auto Tech-agnostic & xEV space, primarily driven by a healthy order execution in the xEV segment
  - › 6.6% (YoY) de-growth in Non-Auto space, mainly on account of subdued performance of off-road and aerospace business
- › Despite the above factors, the company reported healthy EBITDA Margins of 17.5% in the quarter
- › As planned, the Swedish Subsidiary is on path to recovery
- › Contribution of top 5 customers has reduced from 48% in 9MFY24 to 47% in 9MFY25
- › In 9MFY25, the company invested Rs. 3,623 Mn towards capex
- › Green energy share of all plants is expected to increase to 60% in fy25 from 50% in fy24. Green energy share for Karnataka, which is major manufacturing hub for Sansera, is expected to increase to 80% in FY25 from 70% in FY24.

## Credit Rating Upgrade

**'IND AA/ Stable'**

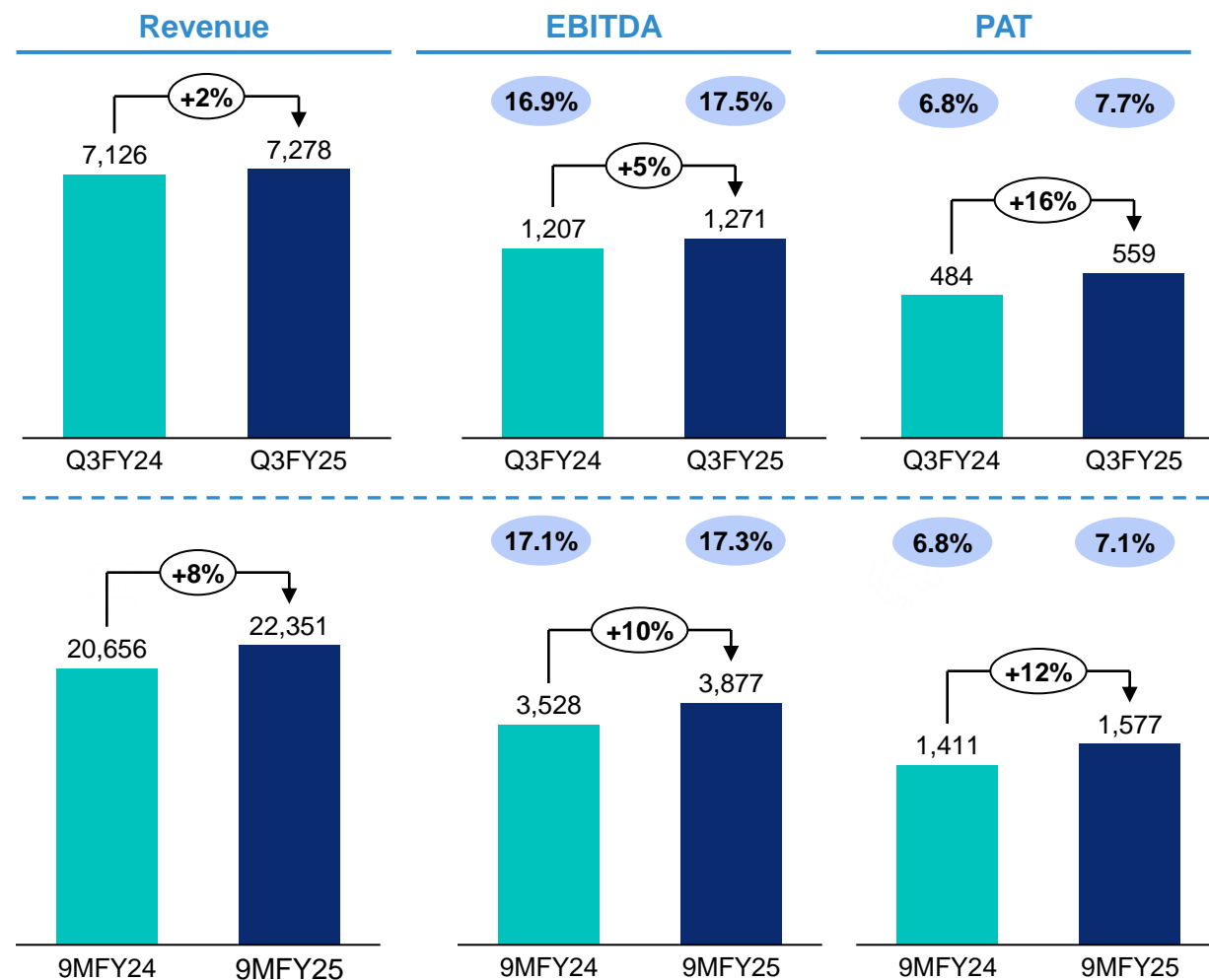
Long-Term Issuer Rating by Ind-Ra

**'AA (Stable)'**

Long-Term rating from ICRA

INR in Mn

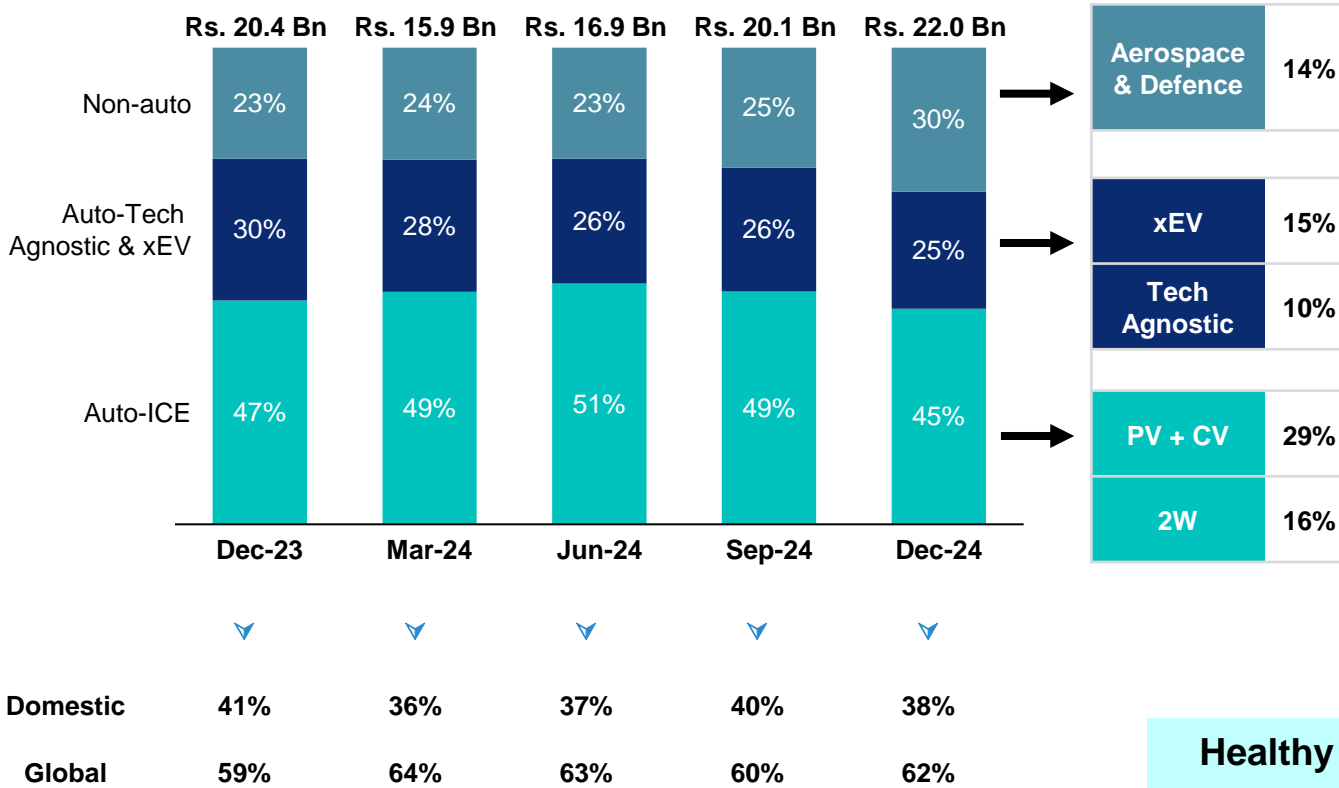
Margin (%)



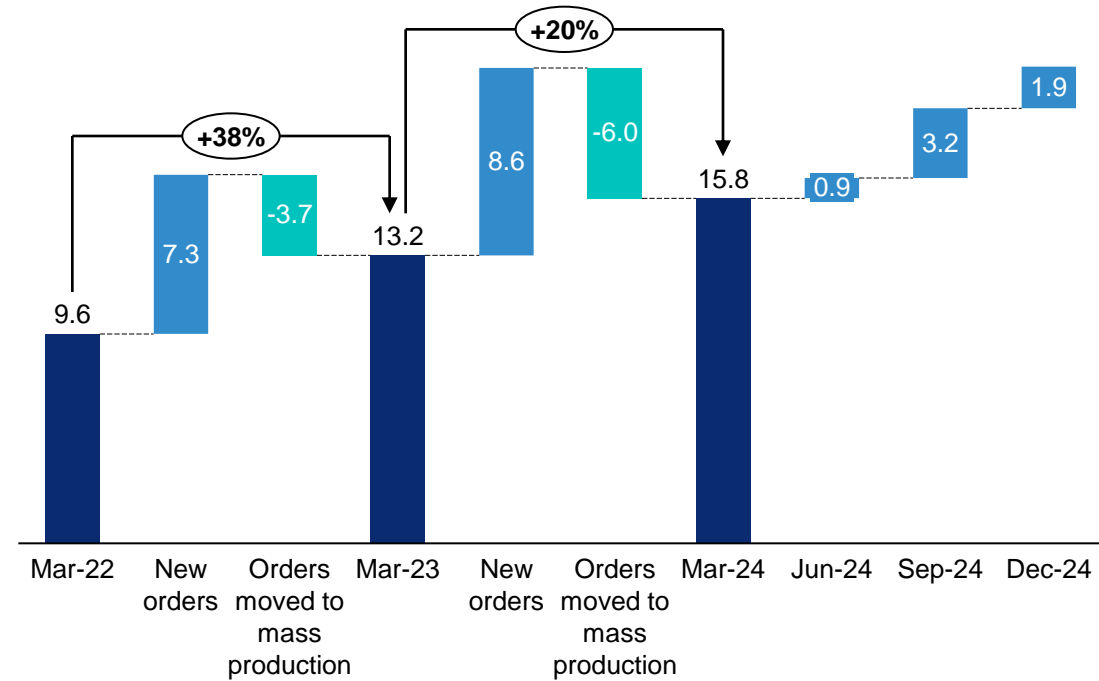
# Strong and Diverse Business Pipeline for Future Growth

Expanding product portfolio and customer base with a focus on capitalizing on the high-growth emerging segments

Segment wise Orderbook\*



Orderbook Build-up\*



**Healthy orderbook of  
Rs. 21,963 Mln**

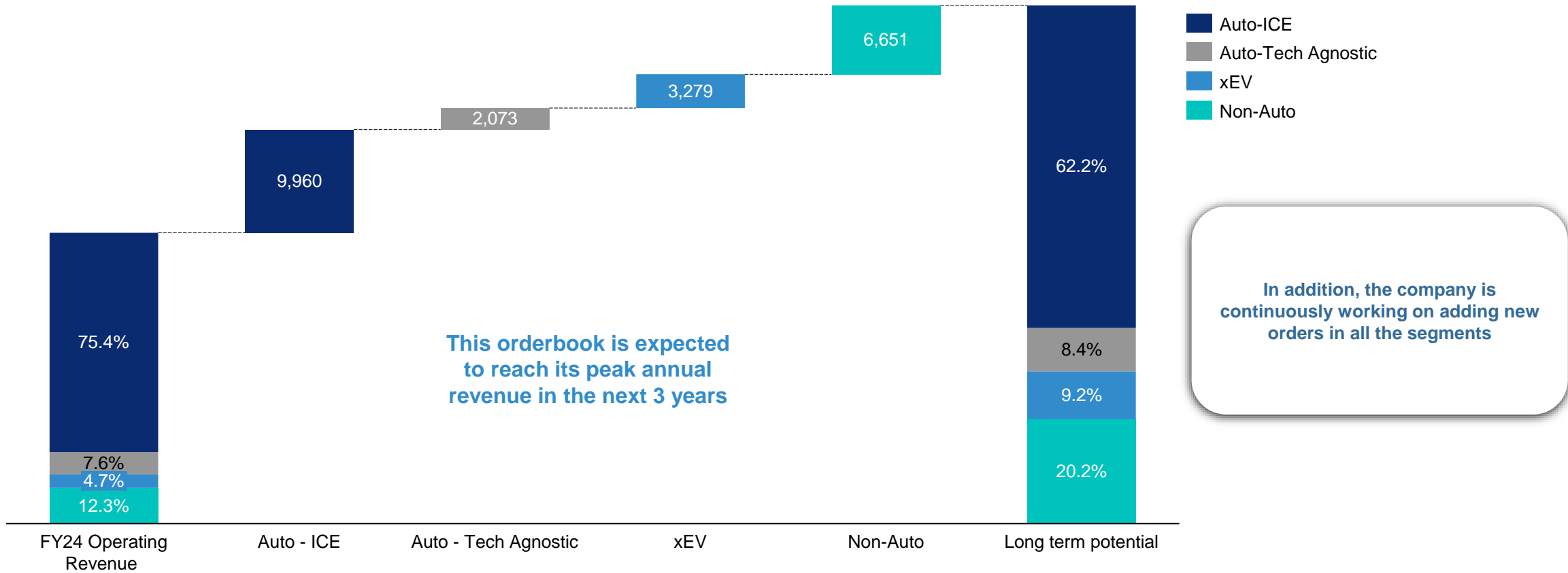
Represent orders which moved to mass production as on 1-Apr-24, peak value of these orders shall reflect in the topline once they reach maturity

Represents LOIs / POs for which production has started beyond 1-Apr-2024 or is yet to start.  
\*Order book represents peak annual revenues for new business

# Growth Path

411 LOIs/Purchase Orders from 72 customers in the auto and 52 customers in the non-auto sector

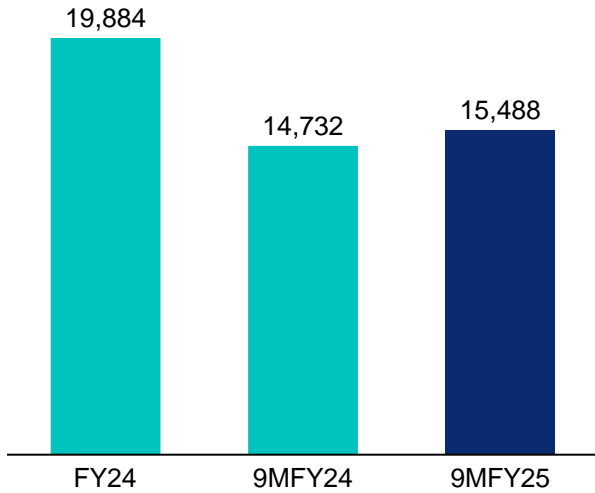
INR in Mn



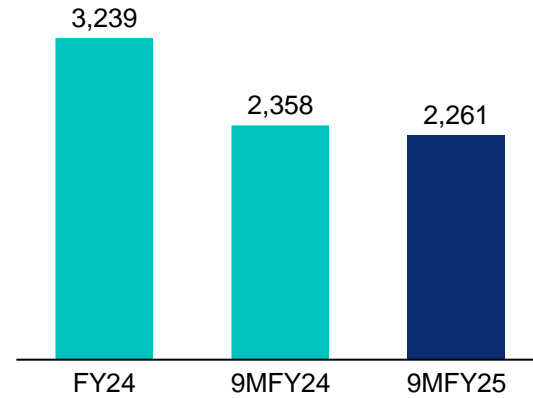
# Sales Mix Trends : By End-Use Segments

INR in Mn

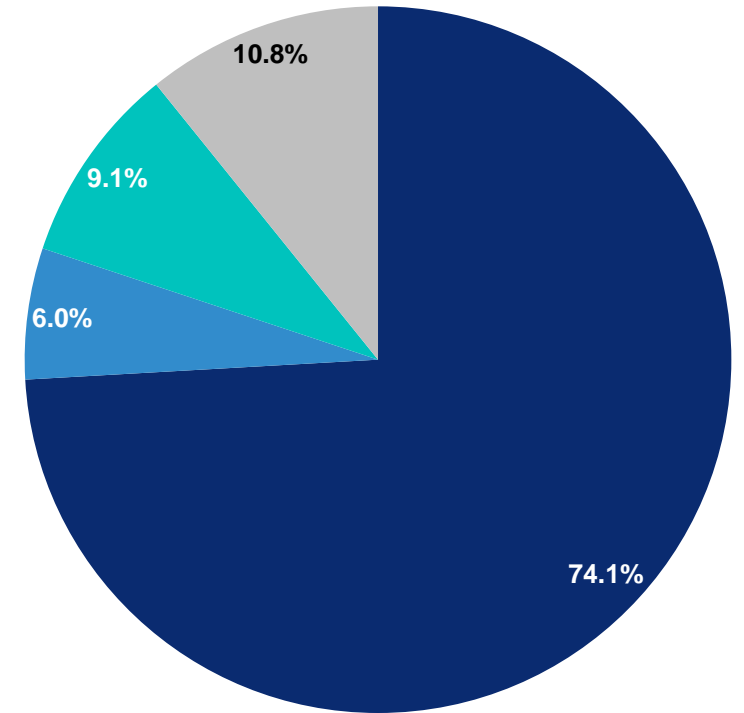
**Auto – ICE**



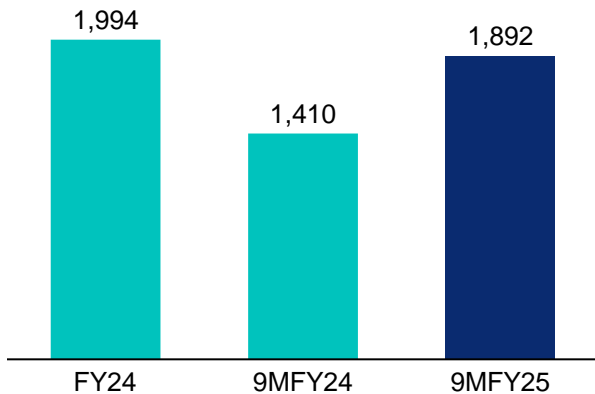
**Non-Auto**



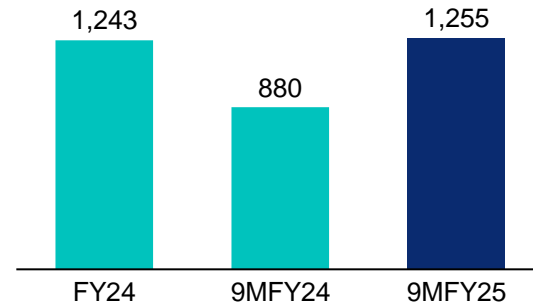
**9M FY25 Sales Contribution**



**Auto-Tech Agnostic**



**xEV**



- Auto ICE
- xEV
- Tech - Agnostic
- Non Auto



# Sales Mix: By Geographies

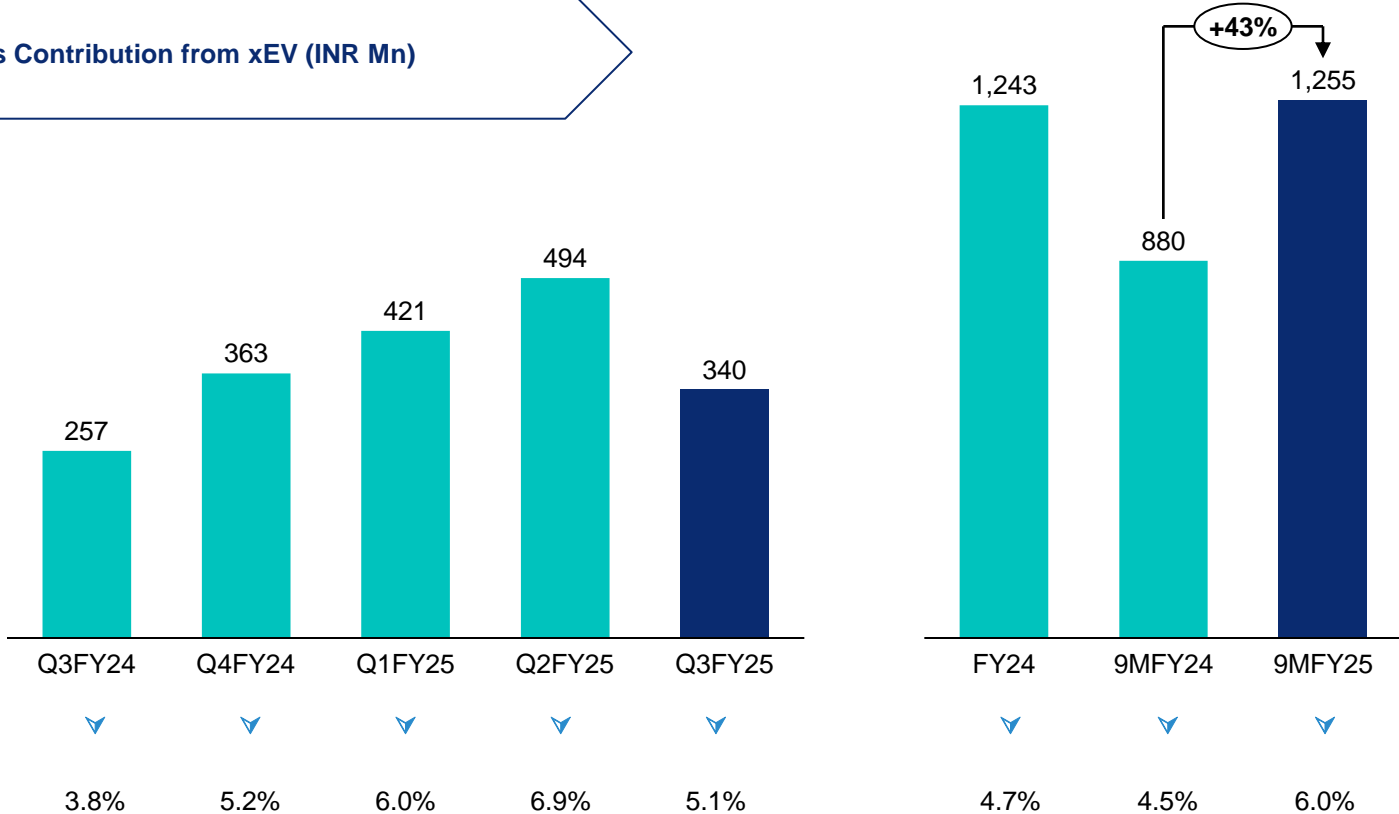
Sales mix (%)	Q3FY25	Q3FY24	Q2FY25	9MFY25	9MFY24	FY24
<b>India</b>	<b>69.5%</b>	<b>68.3%</b>	<b>69.9%</b>	<b>69.0%</b>	<b>69.3%</b>	<b>68.7%</b>
Europe	17.7%	18.1%	17.8%	18.4%	18.0%	18.4%
USA	7.8%	11.0%	8.3%	8.7%	9.8%	9.9%
Other Foreign Countries	5.0%	2.6%	4.0%	3.9%	2.9%	3.0%
<b>International</b>	<b>30.5%</b>	<b>31.7%</b>	<b>30.1%</b>	<b>31.0%</b>	<b>30.7%</b>	<b>31.3%</b>
Exports from India	24.0%	25.0%	25.5%	25.6%	24.2%	25.2%
Sweden Sales	6.5%	6.7%	4.6%	5.4%	6.5%	6.1%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

# Update on Electric Mobility

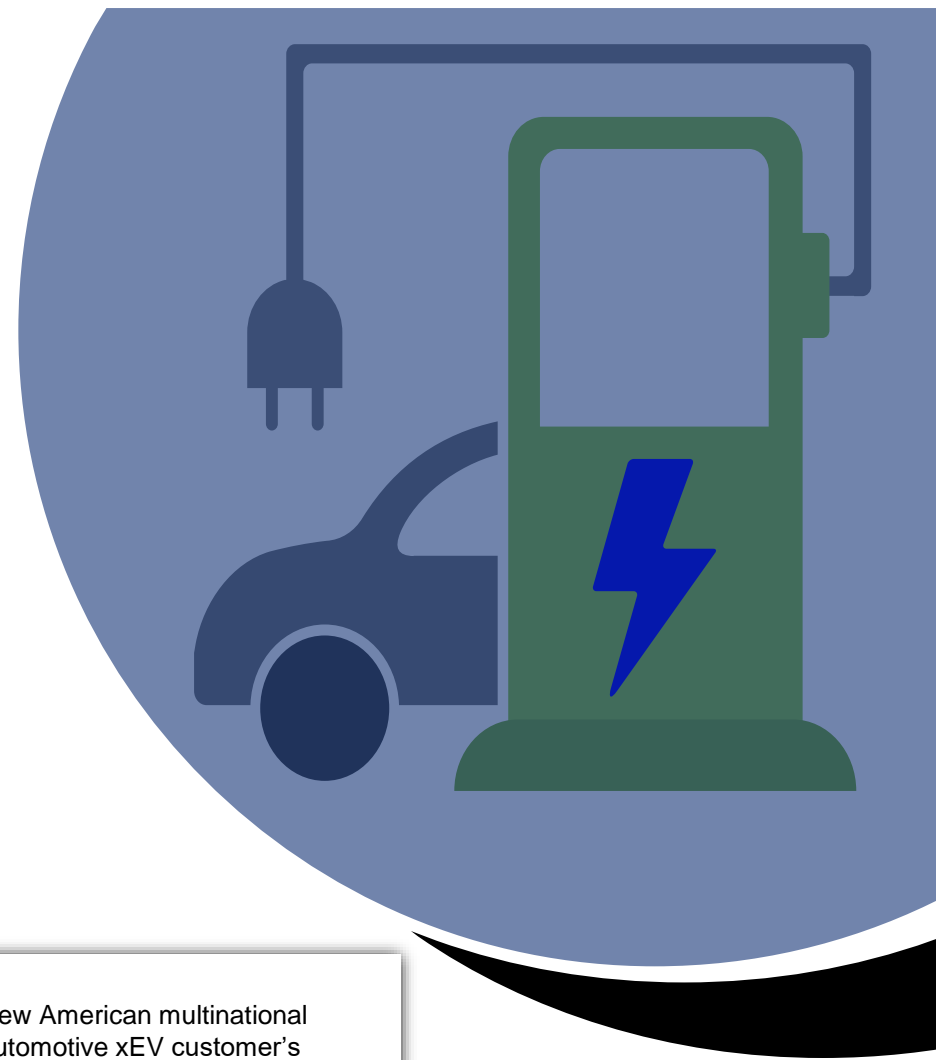
Visible growth in the revenue contribution from xEV segment

15% of orderbook	xEV Customers	11 (2W)	5 (PV)	2 (CV)
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Sales Contribution from xEV (INR Mn)



New American multinational automotive xEV customer's orders spread over multiple components has started contributing from Q4FY24



\*Some customers may appear in more than one category

# Consolidated Profit & Loss

Particulars (INR in Mn)	Q3FY25	Q3FY24	YoY	9MFY25	9MFY24	YoY
<b>Revenue From Operation</b>	<b>7,278</b>	<b>7,126</b>	<b>2%</b>	<b>22,351</b>	<b>20,656</b>	<b>8%</b>
Cost of goods sold (incl power & fuel cost)	4,214	4,267		13,086	12,390	
<b>Gross Profit</b>	<b>3,064</b>	<b>2,859</b>	<b>7%</b>	<b>9,265</b>	<b>8,266</b>	<b>12%</b>
<b>Gross Profit Margin</b>	<b>42.1%</b>	<b>40.1%</b>		<b>41.5%</b>	<b>40.0%</b>	
Employee benefit expenses	1,115	954		3,284	2,798	
Other Expenses	679	698		2,104	1,940	
<b>EBITDA</b>	<b>1,271</b>	<b>1,207</b>	<b>5%</b>	<b>3,877</b>	<b>3,528</b>	<b>10%</b>
<b>EBITDA Margin</b>	<b>17.5%</b>	<b>16.9%</b>		<b>17.3%</b>	<b>17.1%</b>	
Other Income	61	13		103	27	
Depreciation and amortisation expense	445	378		1,270	1,098	
<b>EBIT</b>	<b>887</b>	<b>842</b>	<b>5%</b>	<b>2,711</b>	<b>2,458</b>	<b>10%</b>
<b>EBIT Margin</b>	<b>12.2%</b>	<b>11.8%</b>		<b>12.1%</b>	<b>11.9%</b>	
Finance Cost	182	175		604	545	
<b>Profit before Tax</b>	<b>705</b>	<b>666</b>	<b>6%</b>	<b>2,107</b>	<b>1,913</b>	<b>10%</b>
Share of net profit of associates accounted for using the equity method, net of tax	8	0		4	0	
Tax	154	182		534	502	
<b>Profit After Tax</b>	<b>559</b>	<b>484</b>	<b>16%</b>	<b>1,577</b>	<b>1,411</b>	<b>12%</b>
<b>Profit After Tax Margin</b>	<b>7.7%</b>	<b>6.8%</b>		<b>7.1%</b>	<b>6.8%</b>	
EPS – Basic (Rs.)	9.19	8.99		27.80	26.24	
EPS – Diluted (Rs.)	9.14	8.89		27.60	25.89	

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"



Certificate of Excellence received from **Honda Cars India Limited** for Delivery & Quality For Spare Parts



# Company Overview

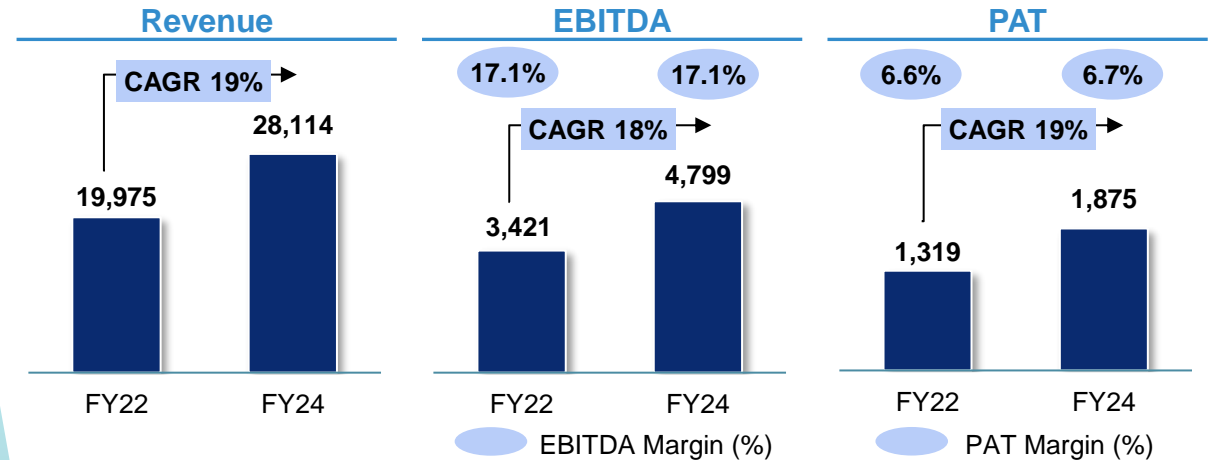


# Company Overview

Engineering-led integrated manufacturer of complex and critical precision forged and machined components catering to OEMs globally

INR in Mn

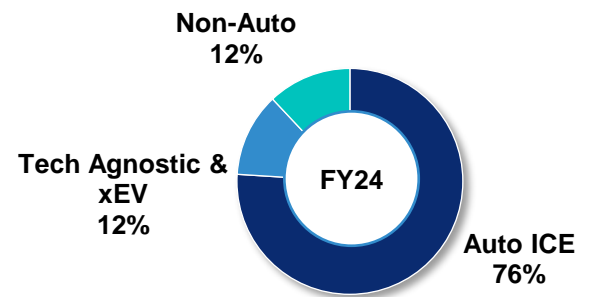
-  **More than 40 years of expertise** through its diversified business model, engineering capabilities & long-standing customer relationships
-  **Strong execution capabilities** with 17 integrated manufacturing units and 500+ dedicated engineering team<sup>1</sup>
-  **Caters to multiple industry verticals across Auto and Non-Auto** segments
-  **In-house machine building & automation capabilities**, leading to increased operating efficiency and cost control
-  **Company has visible growth in xEV, Tech Agnostic & Non-Auto products**, encompassing strong order book alongside increasing contribution to sales
-  **Robust Financials** – 20% YoY growth in revenue & 25% YoY growth in EBITDA in FY24



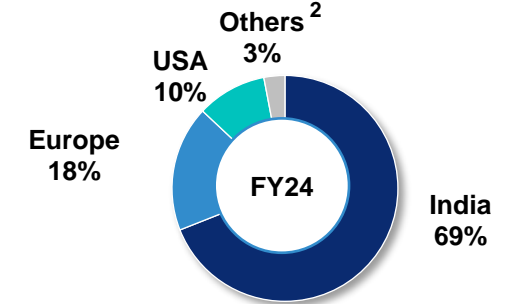
 **17 integrated manufacturing facilities**

 **Long-standing relationship with customers**

## Revenue Across Product Segments



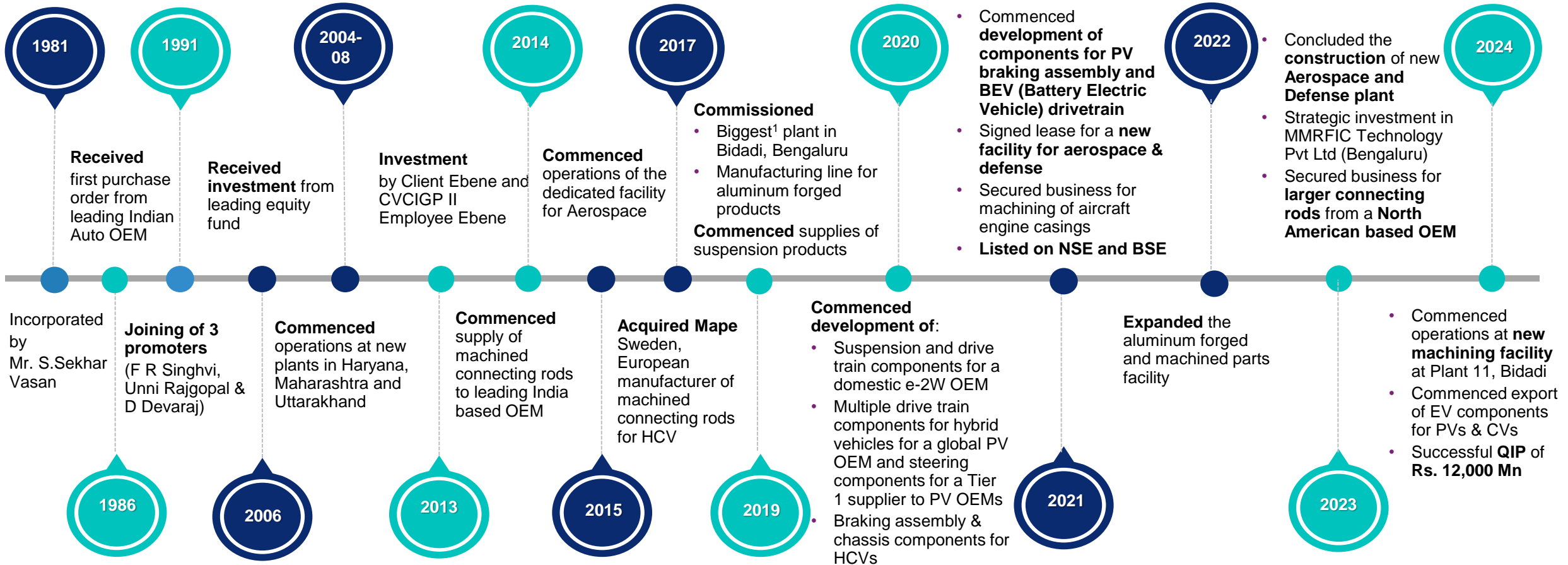
## Revenue Across Geographies



Notes: 1. As of March 31, 2024. 2. Others include China, Vietnam, Thailand, Philippines, Turkey, Taiwan, Japan, Malaysia, Indonesia and South Korea. EV – Electric Vehicles. Auto ICE – Automobile Internal Combustion Engine.

# Track Record of Growth & Diversification

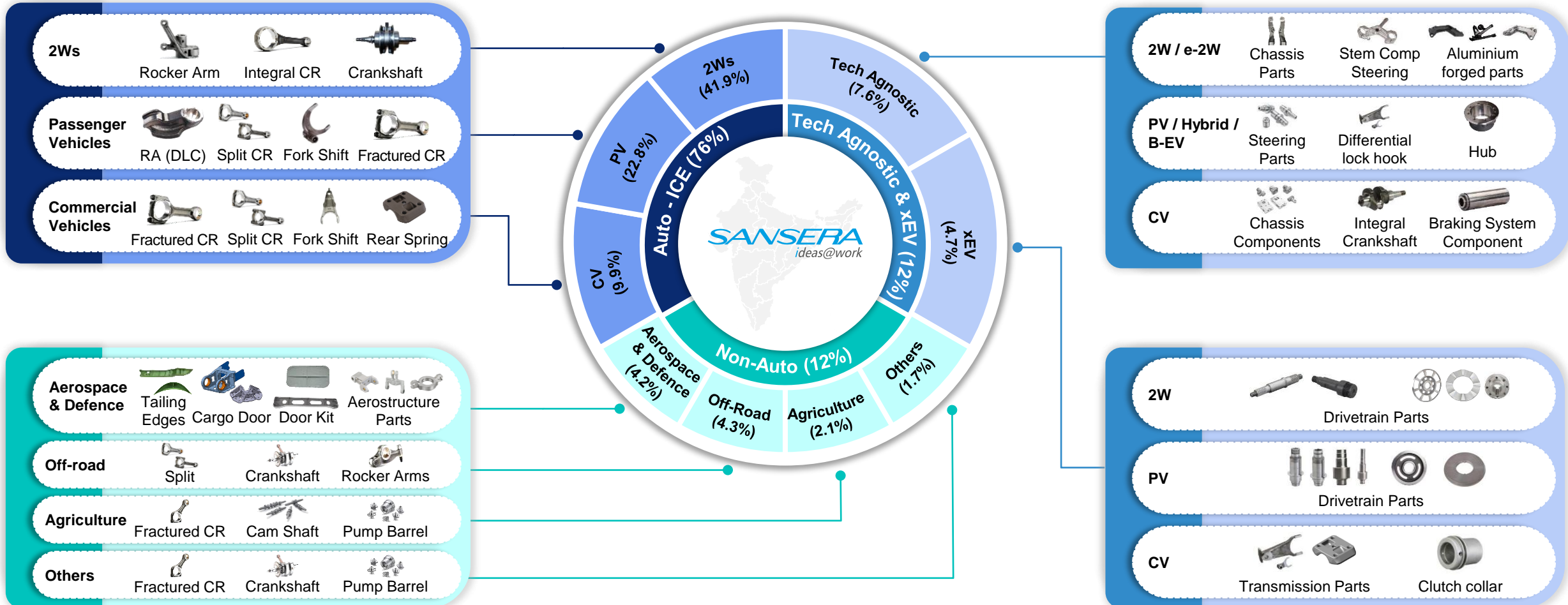
Over the 40 years, Sansera has created differentiated products and has diversified across product categories and geographies



Notes: 1. The plant commissioned in 2017 is the biggest of the manufacturing facilities of the Company. Years mentioned are fiscal years.

# Extensive Product Portfolio

“80+ product families” and an expanding product portfolio with a wide range of engineering solutions tailored to meet the needs of various industries



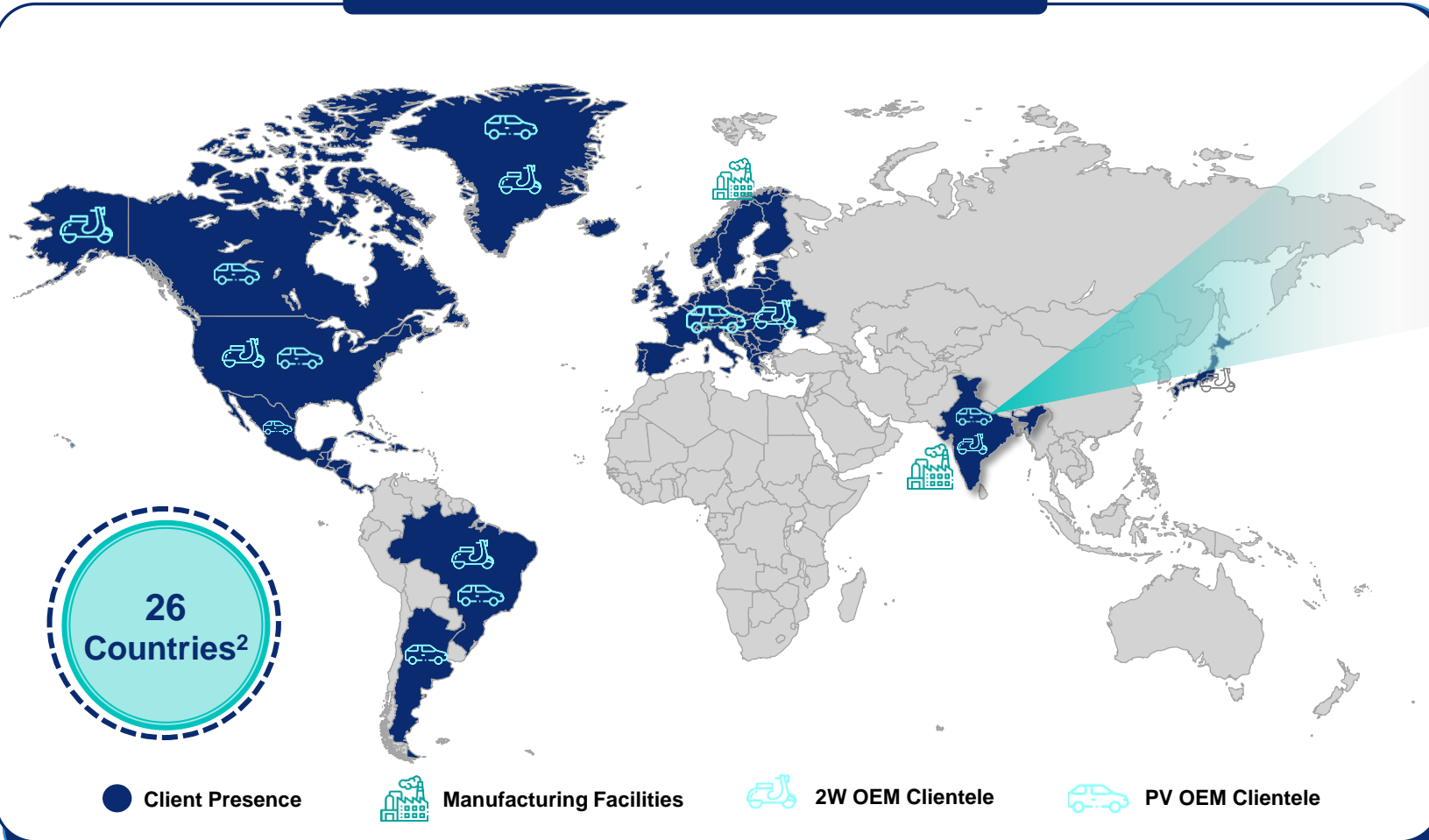
(xx%) – Product sales split for FY24

Note: The above product line shown is not exhaustive. 2Ws – Two Wheelers. PV – Passenger Vehicles. CV – Commercial Vehicles. CR – Connecting Rod.

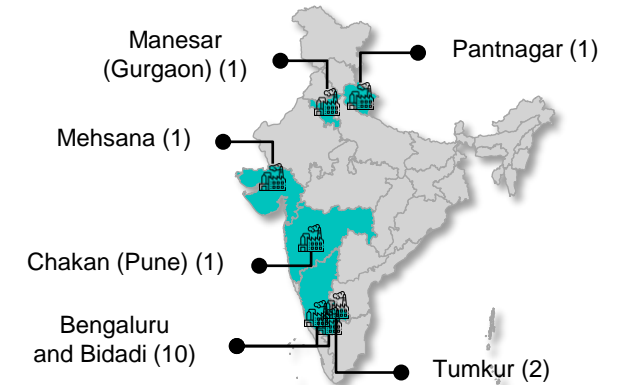
# Robust Infrastructure Catering to Clientele across Continents

Robust infrastructure & fungible manufacturing capabilities catering to 95<sup>1</sup> auto and non-auto customers across 26 countries<sup>2</sup>

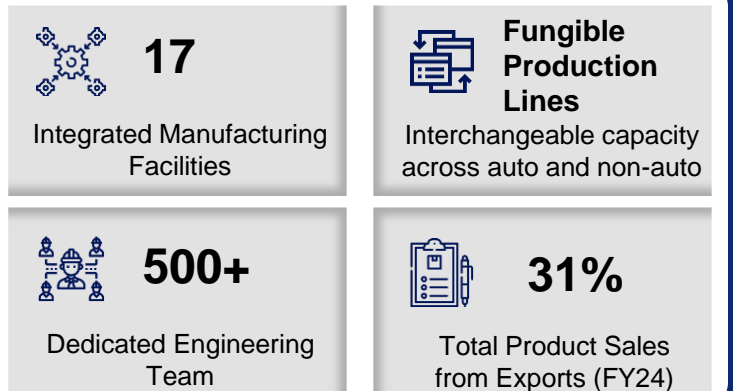
## Global Presence



## Integrated Manufacturing



## Key Highlights





Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.



Notes: 1. Some customers may appear in more than one category. 2. Including India.

# Harnessing Core Strengths...

### Versatile Manufacturing Processes



-  Specialization in steel and aluminum forgings
-  Production of high-end precision engineering components

### Proficiency in Machine Building & Automation



-  Advanced automation, machine design & building capabilities to improve precision, efficiency and quality
-  Reduce costs, lead times and strengthen competitive edge



### Adaptability and Optimisation

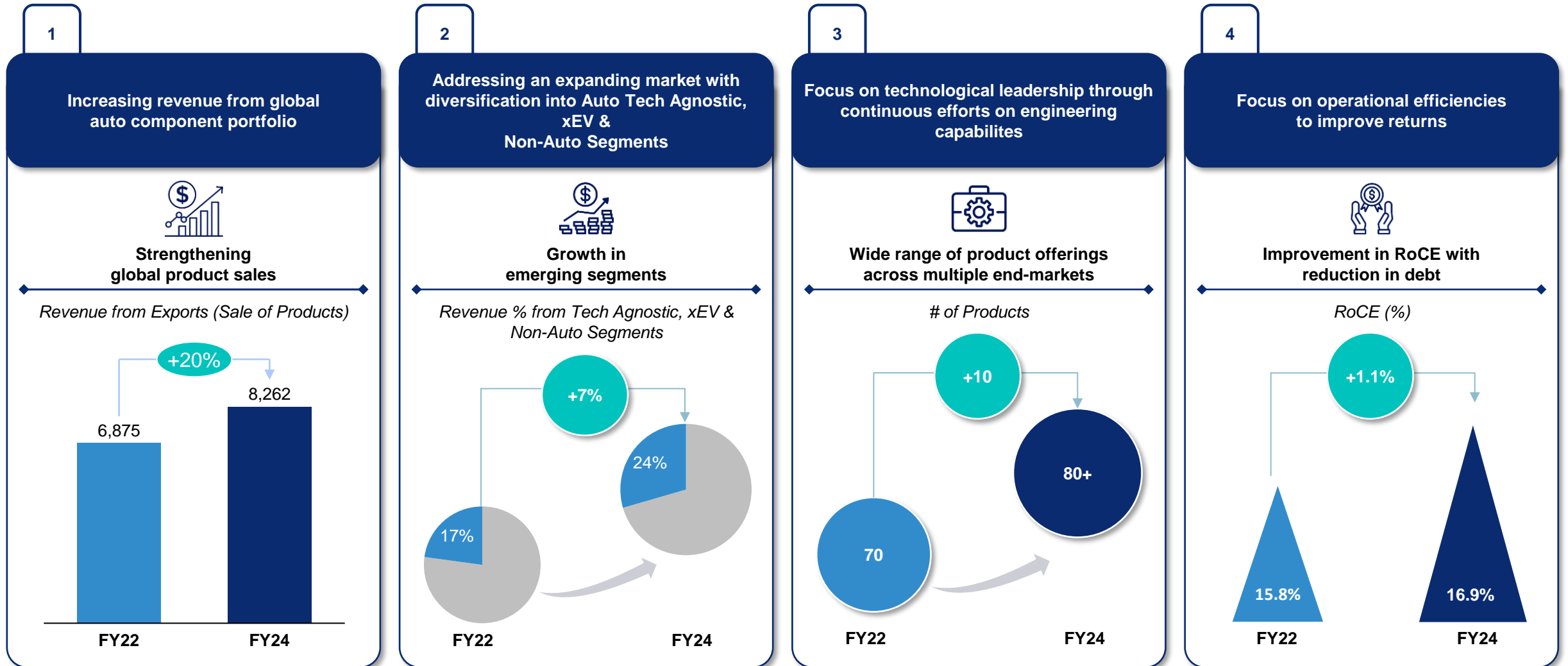
-  Continuous optimisation of processes and materials through in house simulation & testing
-  Adaptability to trends like aluminium forging components for lightweighting in xEVs

### Diversified & Expanding Product Portfolio

-  Strong presence in precision hot forging, a growing segment
-  Steady expansion marked by strategic entry into new markets and product categories



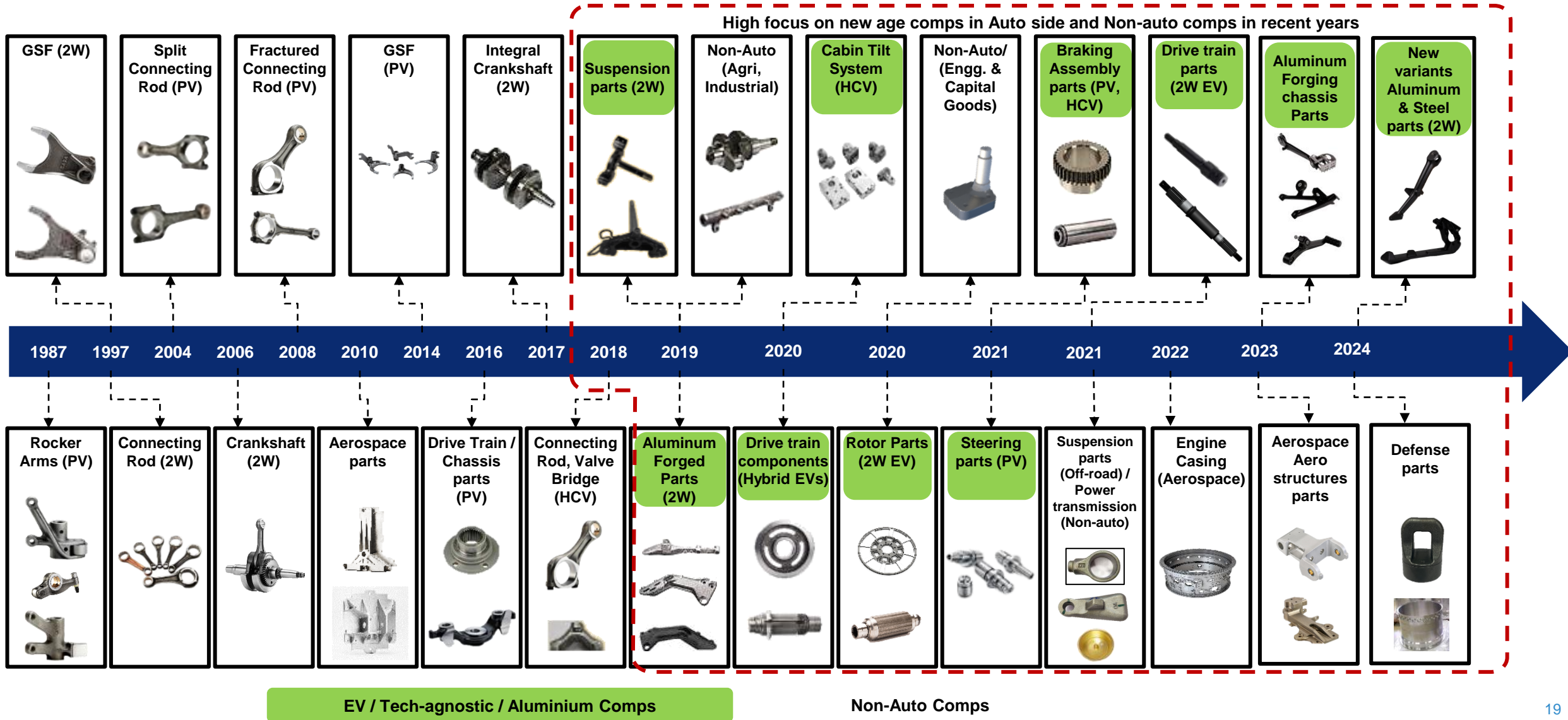
# ...to Deliver on our Formulated Goals



Note: Return on Capital Employed (RoCE) = EBIT / Average Capital Employed (Debt + Equity).

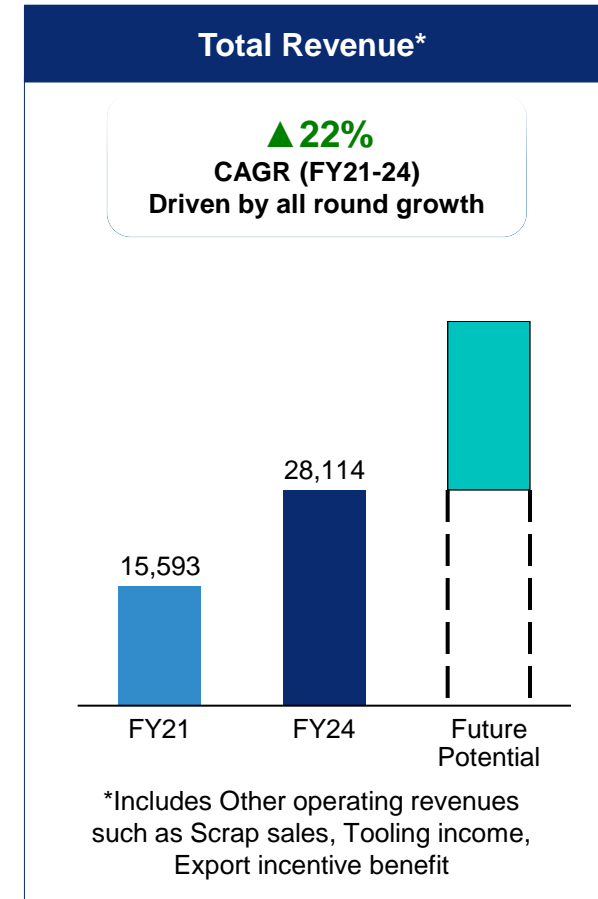
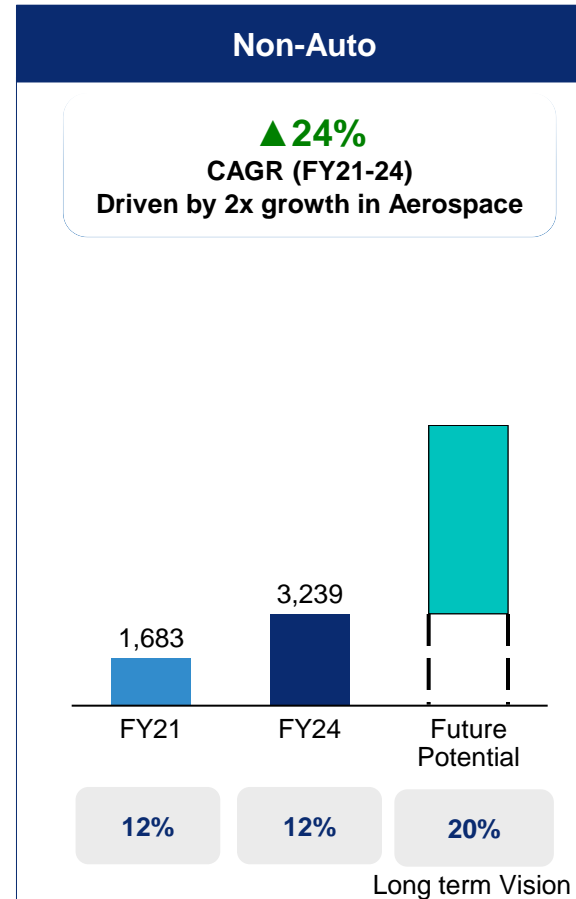
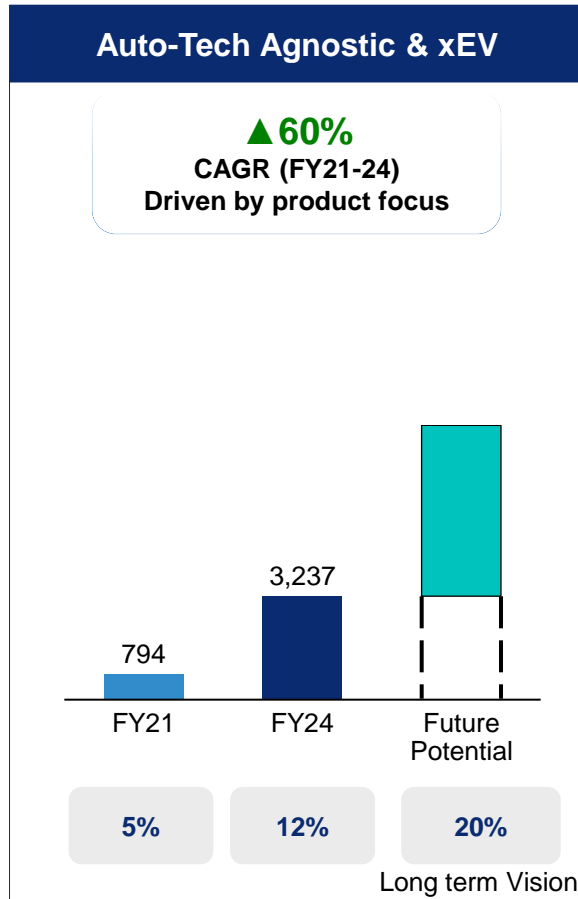
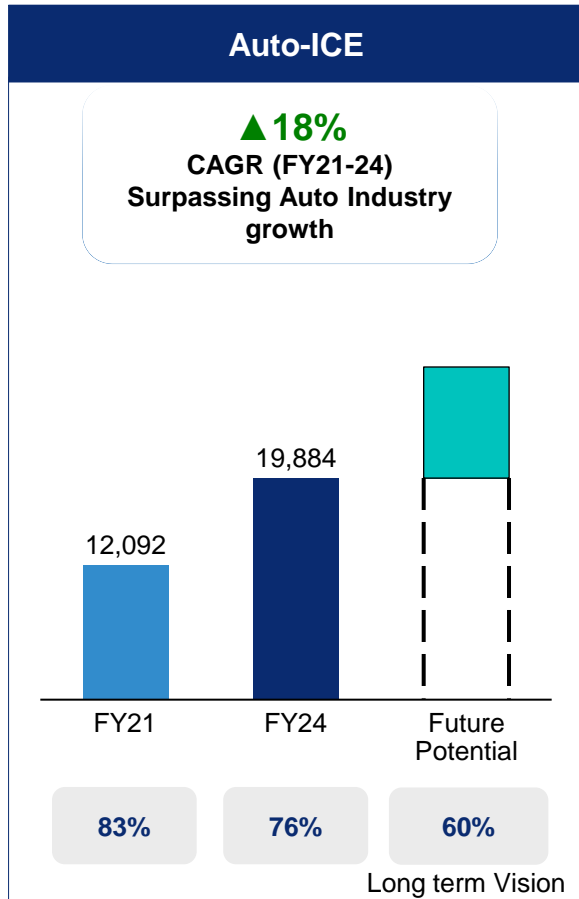
# Strategic entry into new markets and product categories

Aggressively expanding the product range into fast growing and trending space EV & Tech-Agnostic and Defense & Aerospace



# Solid growth across end-markets

INR in Mn



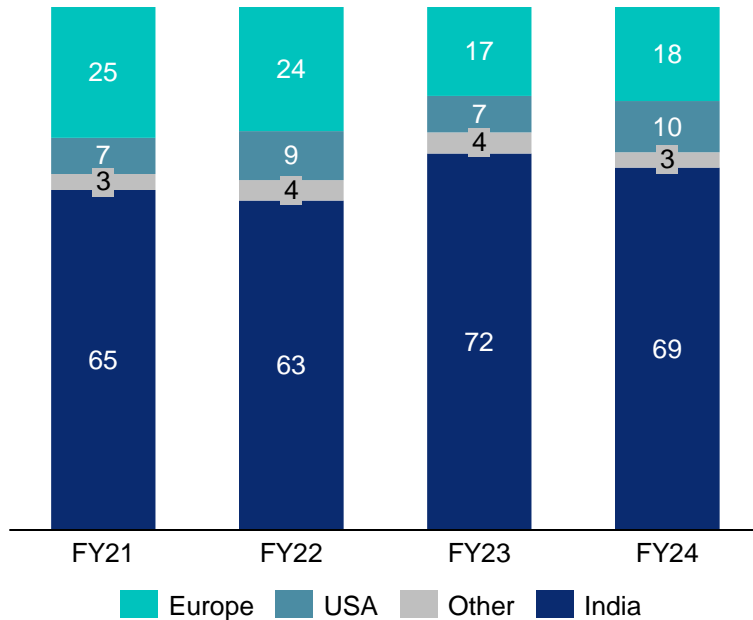
Order Book

Contribution to sales

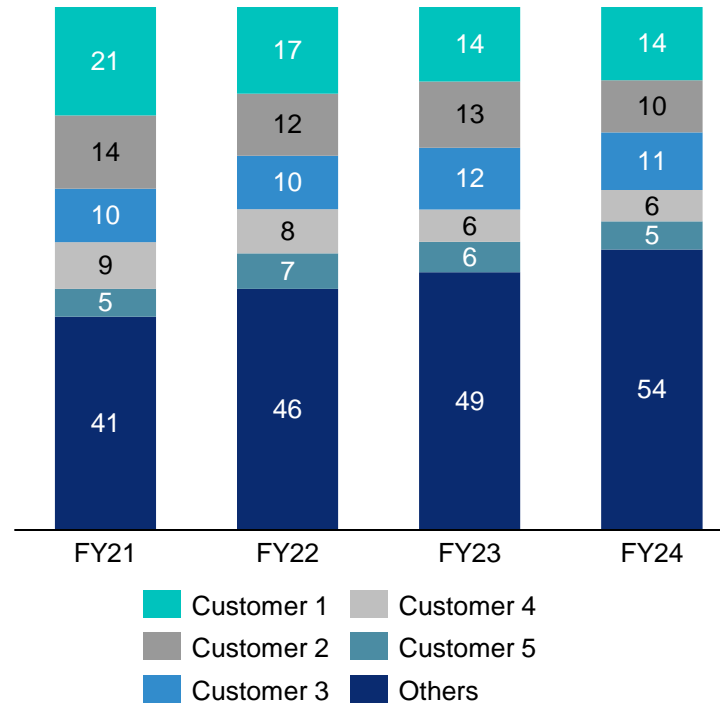
# Diverse revenue profile

A wide portfolio of products across 80+ product families catering to 95\* auto and non-auto customers across 26 countries

By Geography



By Customer



By Product

Products	FY22	FY23	FY24
<b>Auto ICE</b>	<b>83%</b>	<b>78%</b>	<b>75%</b>
Connecting rods - ICE	39%	34%	34%
Rocker arms	18%	16%	15%
Crank shaft assembly	16%	18%	16%
Gear shifter forks	5%	5%	5%
Others - auto ice	5%	5%	5%
<b>Non Auto &amp; Tech Agnostic</b>	<b>14%</b>	<b>18%</b>	<b>20%</b>
Connecting rods - Non-Auto	3%	4%	5%
Crank shaft	2%	2%	1%
Stem comp	3%	4%	3%
Others - Non auto	6%	8%	10%
<b>Aerospace</b>	<b>3%</b>	<b>4%</b>	<b>5%</b>
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>














› Added multiple customers resulting in diversified customer base, hence lowering the contribution from top customers

1. Based on sale of products

\*Some customers may appear in more than one category

# Wide range of product offerings: Auto (ICE)

Sansera has a track record of developing complex and critical precision engineered components for the automotive sector over multiple decades. Majority of the products are sold directly to OEMs in finished (forged and machined) condition, resulting in significant value addition by us





	Two - Wheelers		Passenger Vehicles		Commercial Vehicles					
<b>Product Offerings</b>	 RA   Integral Crankshaft	 Integral CR   Fork Shift	 Crankshaft   Balancer Shaft	 Fractured CR   RA (DLC)	 Split CR   Fork Shift	 Fractured CR	 Split CR	 Fork Shift		
<b>Sales Mix FY24</b>	<b>Motorcycles</b> 36.1%		<b>22.8%</b>		<b>9.9%</b>					
<b>9M FY25</b>	<b>37.2%</b>		<b>19.2%</b>		<b>10.2%</b>					
<b>Key Customers (Indian and Global)</b>	<b>Indian</b> › All major Two-Wheeler OEMs		<b>Global</b> › European, US and Japanese premium Two-Wheeler OEMs		<b>Indian</b> › All major Two-Wheeler OEMs		<b>Global</b> › European, US and Japanese premium Two-Wheeler OEMs			
			<b>Indian</b> › Major Japanese and European PV OEMs › Indian multinational automotive manufacturing company		<b>Global</b> › Leading North American and European PV OEMs › Global Tier 1 Supplier		<b>Indian</b> › Leading Indian and European OEMs › Global supplier of actuation and motion control systems		<b>Global</b> › Leading European, Japanese and US OEMs › Global suppliers of braking systems	

CR: Connecting Rods  
RA: Rocker Arms



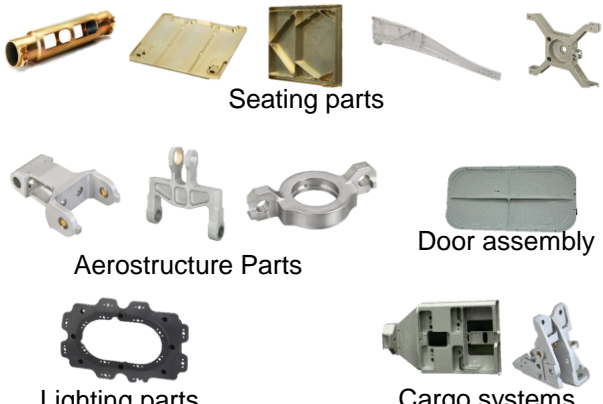


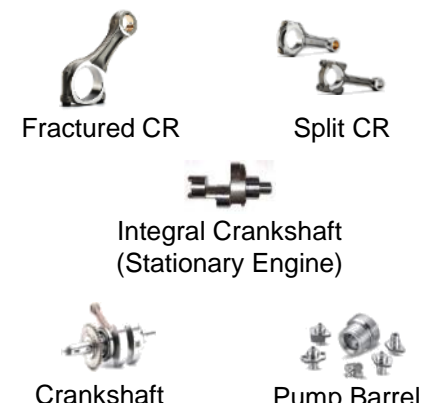
# Wide range of product offerings: Auto (Tech-Agnostic and xEV)

Tech-Agnostic and xEV have been a key focus area for Sansera in the past few years. We continue to accelerate this growth as we are already working with well known domestic as well as global customers

	Tech-Agnostic			xEV		
Product Offerings	<p><b>2W / e-2W</b></p>  <p>Chassis Parts</p>  <p>Stem Comp Steering</p>  <p>Aluminum forged parts</p>	<p><b>PV / Hybrid / B-EV</b></p>  <p>Steering Parts</p>  <p>Tow Hook</p>  <p>Braking System Component</p>	<p><b>CV</b></p>  <p>Chassis Components (Cabin Tilt System)</p>  <p>Braking System Components</p>  <p>Integral Crankshaft (Braking System)</p>	<p><b>2W</b></p>  <p>Drive Train Part</p>  <p>Drive train Parts</p>	<p><b>PV</b></p>  <p>Drive Train Part</p>  <p>Drive Train Part</p>	<p><b>CV</b></p> <p>Transmission Parts</p>  <p>Clutch collar</p> 
Sales Mix FY24	7.6%			4.7%		
9M FY25	9.1%			6.0%		
Key Customers (Indian and Global)	› European premium 2W OEMs	› Leading European PV OEM	› Leading Europe & US Based Tier 1 Customer	› Leading Indian EV OEMs	› Leading Indian and UK OEM	› Leading North American and European EV OEM

# Wide range of product offerings: Non-Auto

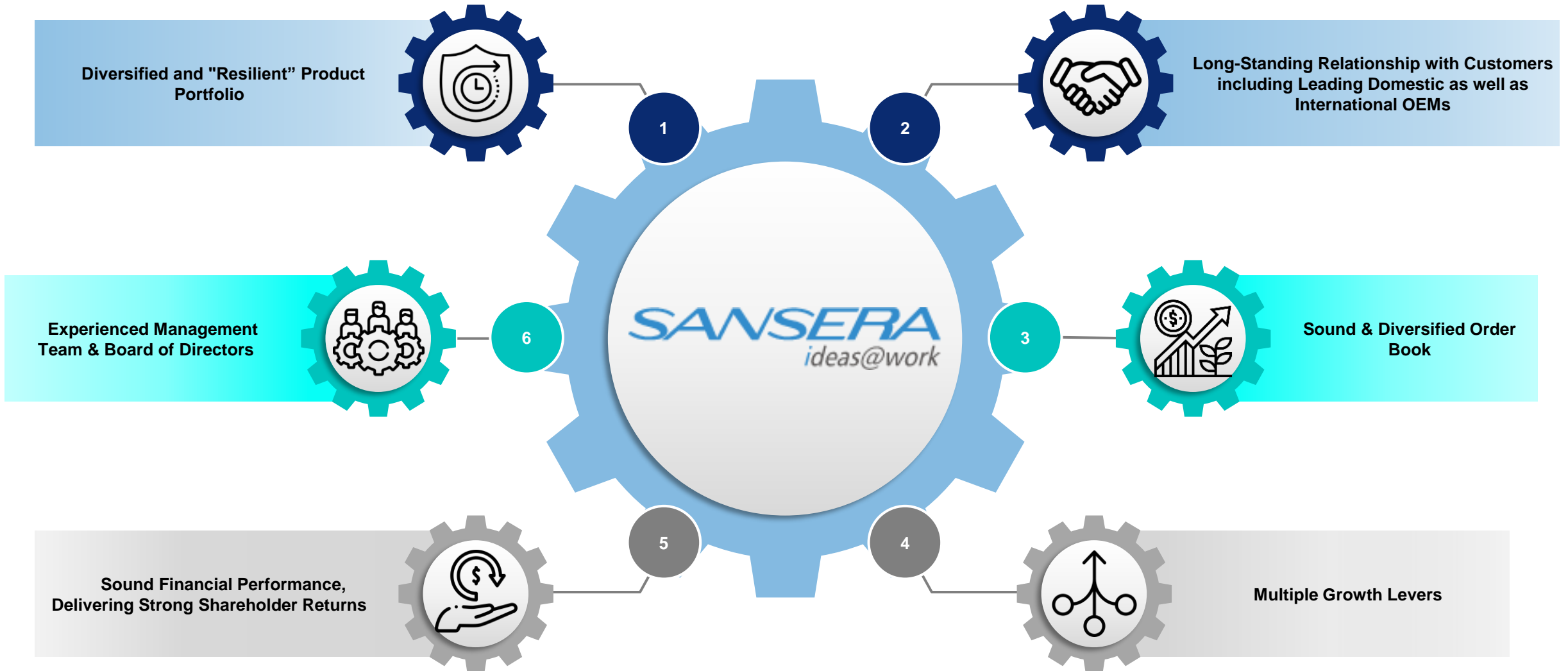
Over the years, the company leveraged its existing capabilities to manufacture precision components for several non-automotive sectors and established its presence in the aerospace, off-road and agriculture sectors

	Aerospace & Defence		Off-road	Agriculture	Others
<b>Product Offerings</b>	 <p>Seating parts</p> <p>Aerostructure Parts</p> <p>Lighting parts</p> <p>Door assembly</p> <p>Cargo systems</p>		 <p>Fractured   Split   Gear Shifter Fork</p> <p>Crankshaft   Rocker Arms</p>	 <p>Fractured CR   Cam Shaft</p> <p>Pump Barrel</p>	 <p>Fractured CR   Split CR</p> <p>Integral Crankshaft (Stationary Engine)</p> <p>Crankshaft   Pump Barrel</p>
<b>Sales Mix FY24</b>	4.2%		4.3%	2.1%	1.7%
<b>9M FY25</b>	3.8%		3.2%	2.1%	1.7%
<b>Key Customers (Indian and Global)</b>	<p><b>Indian</b></p> <ul style="list-style-type: none"> <li>› Leading Indian Tier 1 supplier</li> </ul>	<p><b>Global</b></p> <ul style="list-style-type: none"> <li>› Global Tier 1 suppliers</li> <li>› Global European aircraft OEM</li> <li>› Global North American aircraft OEM</li> </ul>	<ul style="list-style-type: none"> <li>› Global Recreational Vehicle OEM</li> </ul>	<ul style="list-style-type: none"> <li>› Indian arm of a global supplier of fuel injection systems</li> <li>› Indian arm of a global engine-based fuel and air management systems manufacturer</li> </ul>	<ul style="list-style-type: none"> <li>› Global OEM of Earth Moving Equipment</li> <li>› Indian arm of a global manufacturing and supply chain management co.</li> <li>› Subsidiary of a leading global power tools manufacturer</li> <li>› Global marine engine manufacturer</li> </ul>



## Key Highlights

# Key Highlights

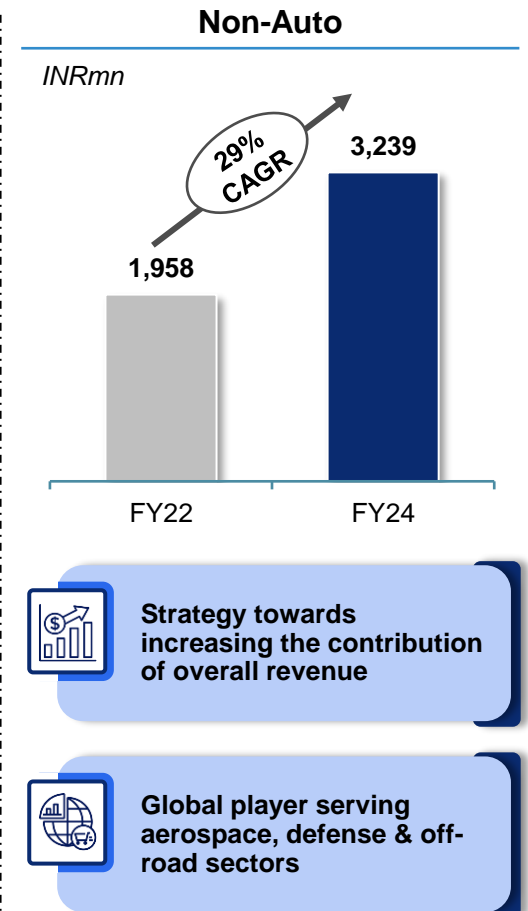
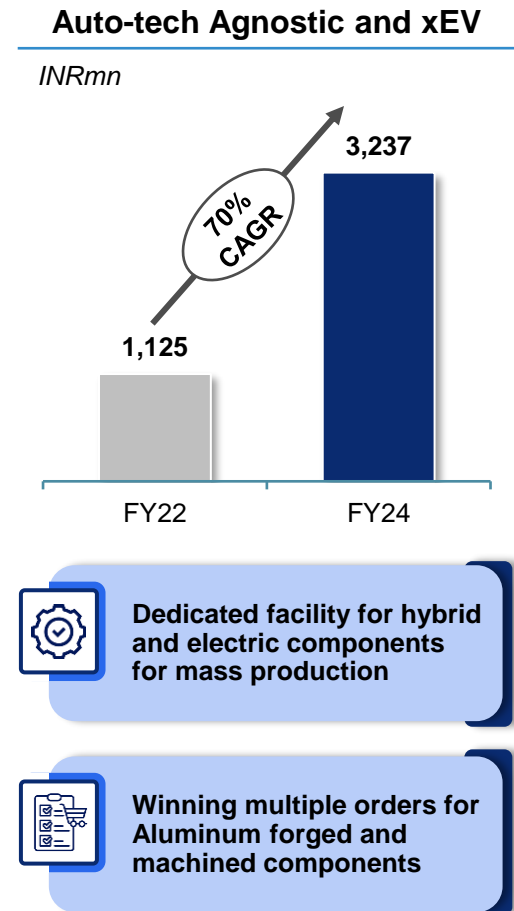
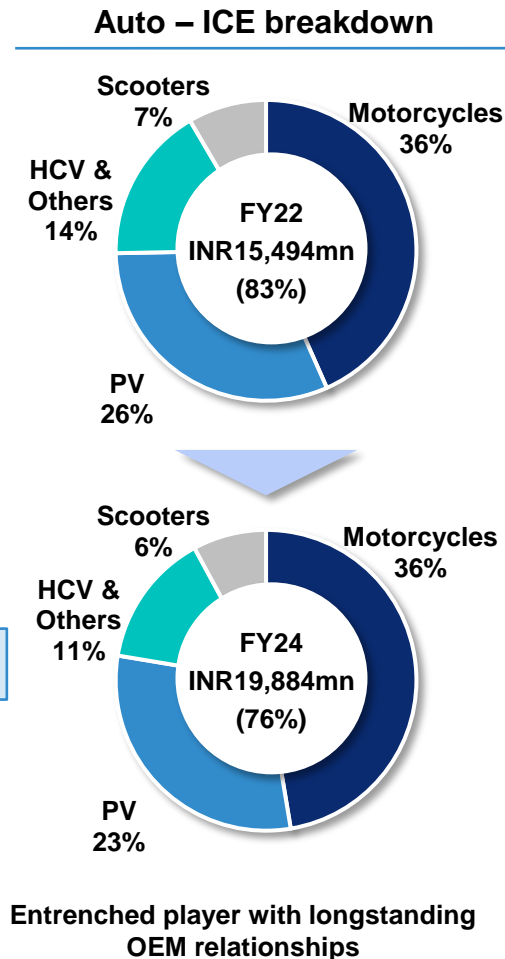
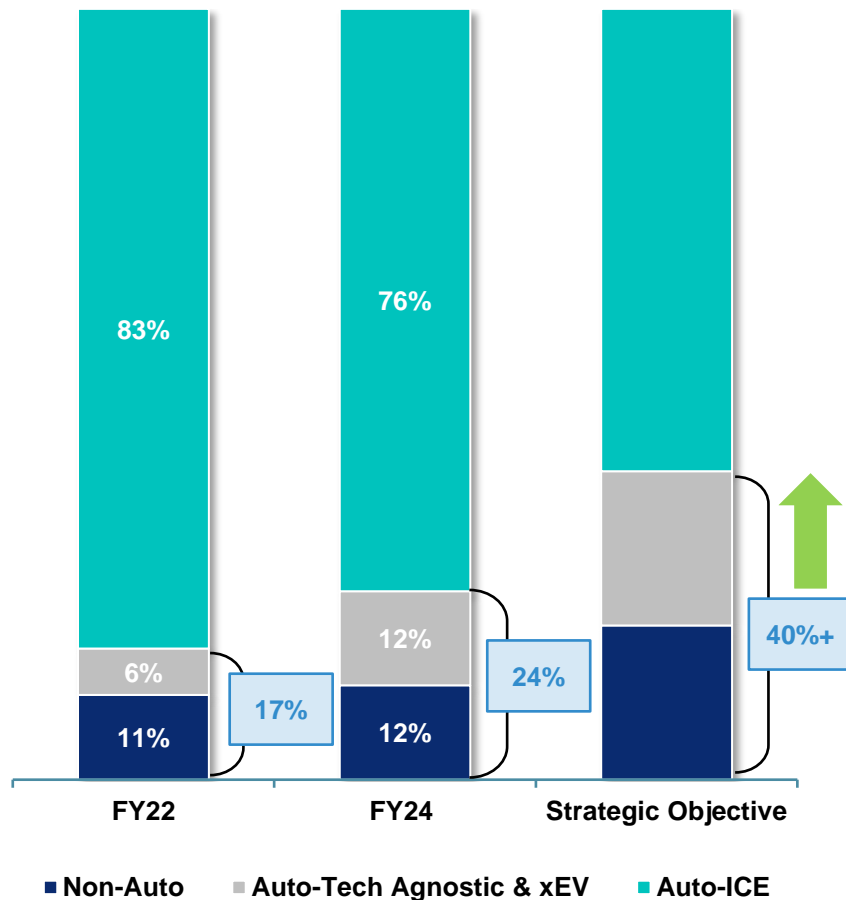


# Diversified and "Resilient" Product Portfolio

Driving revenue growth across segments thereby enhancing business diversification and positioning

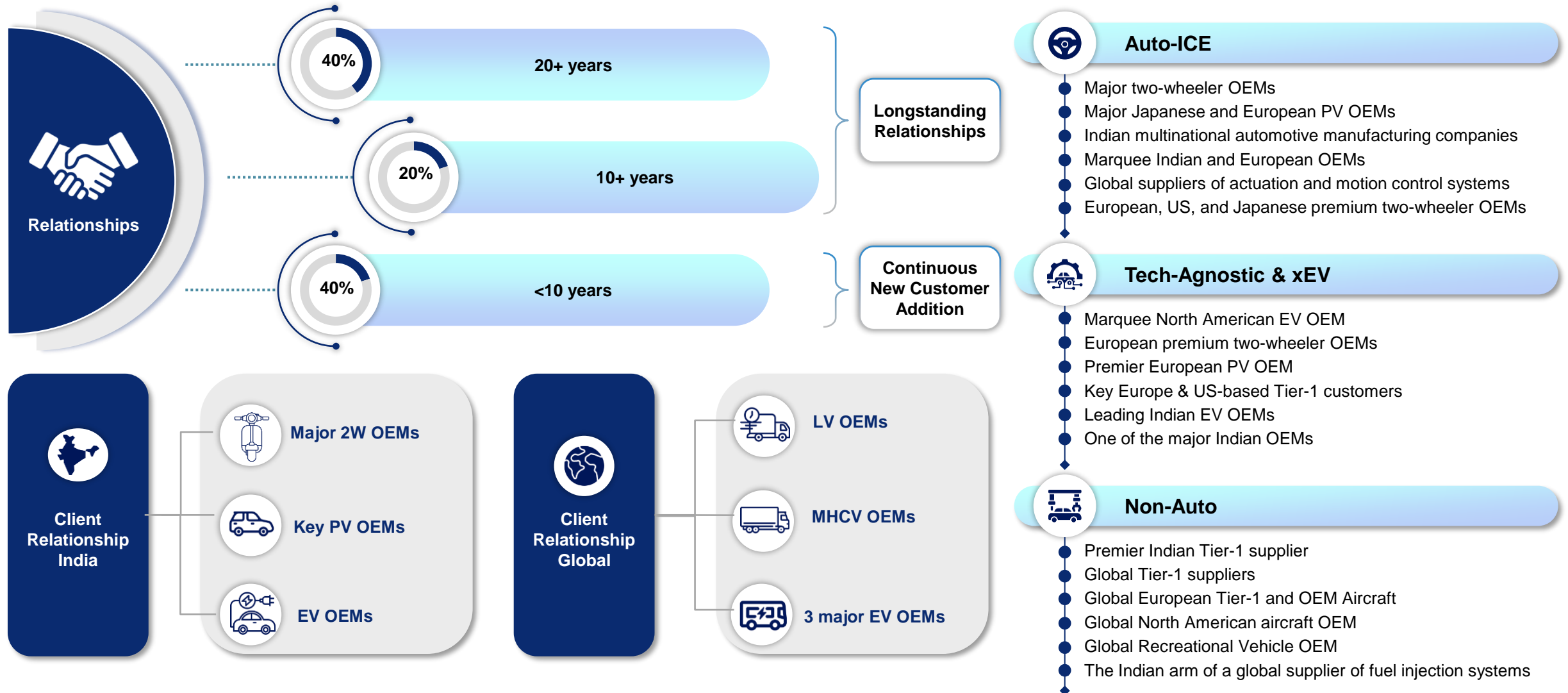
Increasing Mix of Revenue from Non-Auto, Tech Agnostic and xEV Segments in the Long Term

Robust Growth Witnessed in the Emerging Business Segments





# Long-Standing Relationship with Customers including Leading Domestic as well as International OEMs



Note: Above customer list is not exhaustive. PV – Passenger Vehicle. EV – Electric Vehicle. OEM - Original Equipment Manufacturer. LV – Light Vehicle. MHCV – Medium and Heavy Commercial Vehicle.

# Multiple Growth Levers

Leverage existing capabilities coupled with a strategic reach to ensure robust growth and resilience in multiple categories

## Auto ICE

Consolidate and strengthen global market share in existing portfolio



## Auto Tech Agnostic and xEV

Strengthen xEV Business



Leverage existing capabilities in tech agnostic products especially Aluminium Forged Components

## Non-Auto

Diversify further into non-automotive businesses and expand addressable market



### Indian Market<sup>1</sup>

#### 2Ws



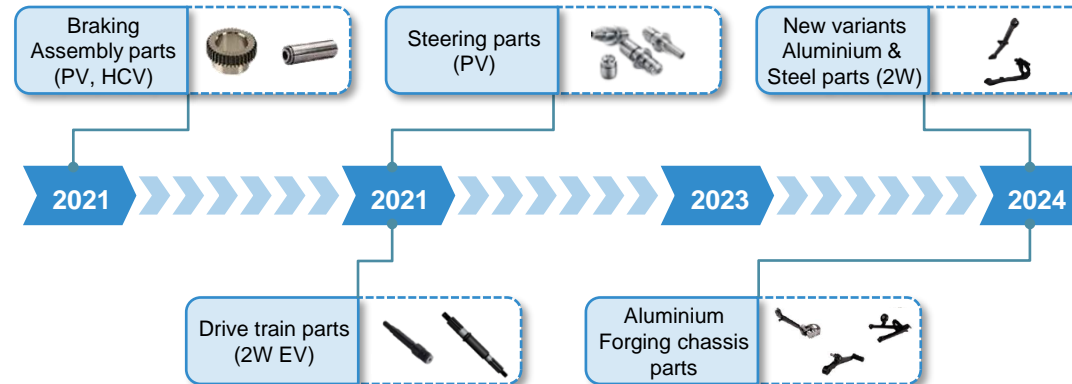
➤ One of the Leading suppliers of connecting rods, rocker arms and gear shifter forks

#### Light Vehicles



➤ One of the Leading suppliers of connecting rods and rocker arms

### Expanding the product range into fast growing EV & Tech-Agnostic and Defense & Aerospace



□ EV / Tech-agnostic / Aluminium Comps<sup>2</sup>

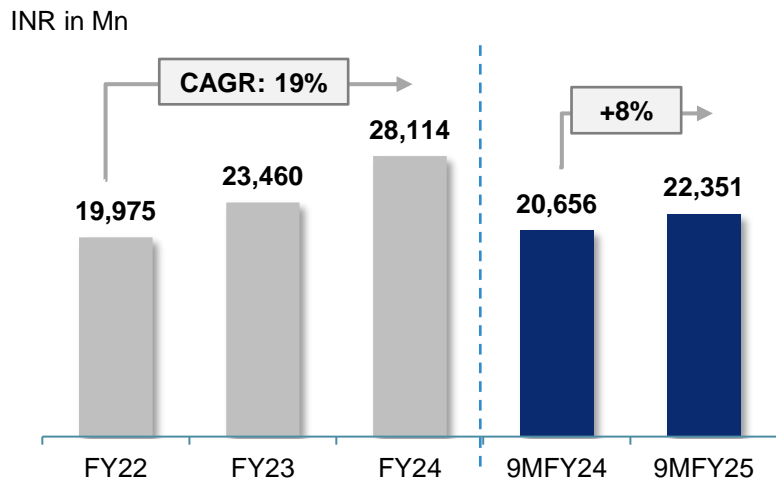
- Maintain momentum to grow non-auto business
- Enhance exports in non-auto space
- Secured business for larger connecting rods from a North America based OEM



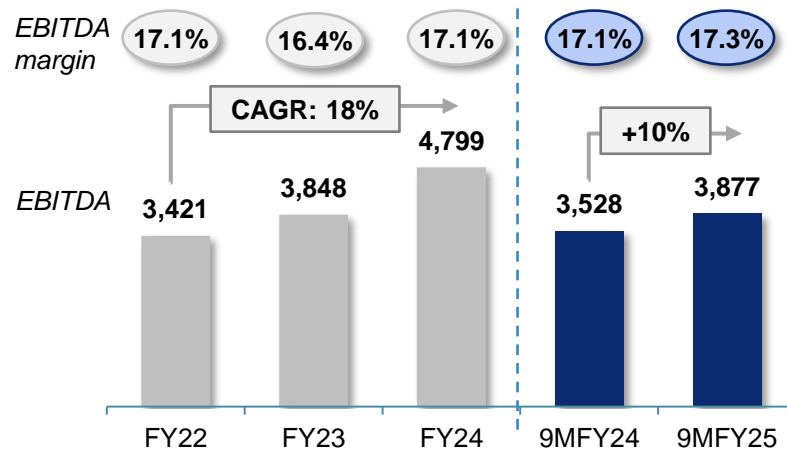
# Sound Financial Performance

## Strong financial performance across profitability metrics

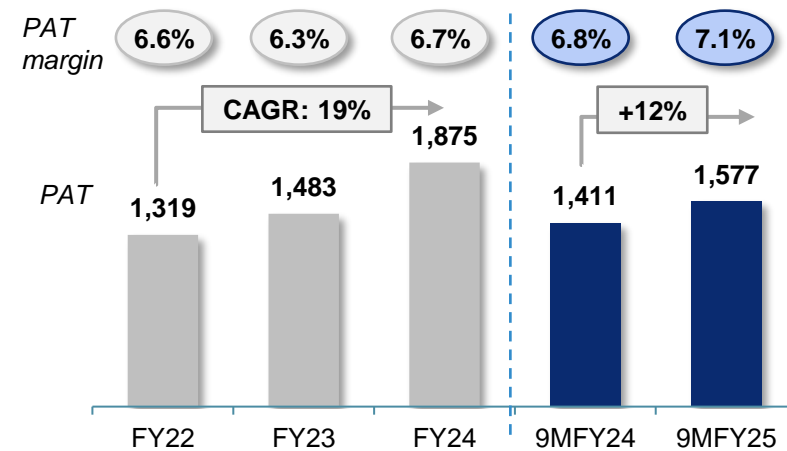
### Sound growth in revenue...



### ...while maintaining healthy margin profile...

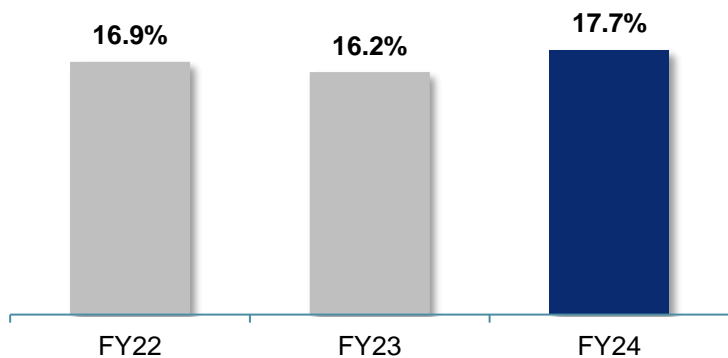


### ...with increase in profits



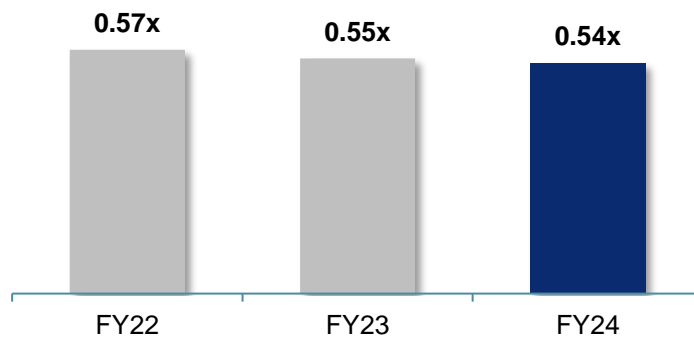
### Improvement in capital efficiency...

#### Adjusted Return on Capital Employed<sup>1</sup> (%)

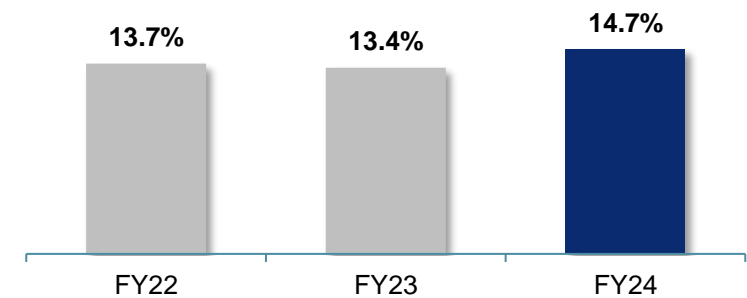


### ...without increasing leverage...

#### Net Debt / Equity



### ...delivering strong return on equity<sup>2</sup>



Note: 1. Adjusted RoCE = EBIT / Average Capital Employed (Debt+Equity) excluding Capital Work in Progress. 2. ROE : TTM PAT / Average Opening & Closing Network.

# Experienced Management Team & Board of Directors...

## Experienced Professional Management Team



**Praveen Chauhan**  
*Head of Corporate Strategy*



**Vikas Goel**  
*Chief Financial Officer*



**Rahul Kale**  
*Chief Operating Officer*



**Rajesh Kumar Modi**  
*Chief Legal Officer, Company Secretary  
& Compliance Officer*



**Satish Kumar**  
*Chief Engineering & Technical  
Services Officer*



**P R Suresh**  
*Chief Risk officer & Head Corp  
Training & Quality Systems*



**Rakesh S B**  
*Head Aerospace Division*



**Anil Patil**  
*Chief Quality Officer*



**Pattabhiraman Raghuraman**  
*Chief - Strategic Sourcing and Supply  
Chain Management Officer*



**Madhukar Bhat**  
*Chief Human Resources Officer*



**Jimmie Cato**  
*Managing Director of  
Sweden Facility*

## Distinguished Board of Directors



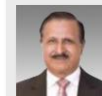
**S Sekhar Vasam**  
*Chairman and Managing Director*



**F R Singhvi**  
*Joint Managing Director*



**B R Preetham**  
*Executive Director & Group CEO*



**Muthuswami Lakshminarayan**  
*Non-Executive,  
Independent Director*



**Revathy Ashok**  
*Non-Executive,  
Independent Director*



**Samir Purushottam Inamdar**  
*Non-Executive,  
Independent Director*

★ Proficient Strategic Thinking,  
Planning and Management

★ Global Exposure

★ Long-Standing Entrepreneurial and  
Leadership Skills

★ Deep Automobile Company  
Expertise

# ...Well Recognized for Achievements in the Sector

Numerous awards over years bear testimony for the quality of products

Select Customer Awards for Quality and Customer Satisfaction



**“AIRBUS” #NewSteps2023**



**General Motors For Outstanding Performance**



**Zero Defect Supplies Zero PPM Award 2023**



**Premier Award by RTX**



**2024**

- Yamaha Supplier Conference 2024
- Honda Annual Supplier Convention 2023-24
- Honda Motor India Delivery & Quality of Spare Parts during 2023-2024
- ACMA Gold Award for Sustainability Business & Safety 2024

**2023**

- TVS Consistent Quality Performance Year 2022-23
- Yamaha Appreciation award for delivery (2023)
- Royal Enfield Reliable partner in Quality & Delivery 2023
- Quality Platinum award from Bajaj Auto (2023)

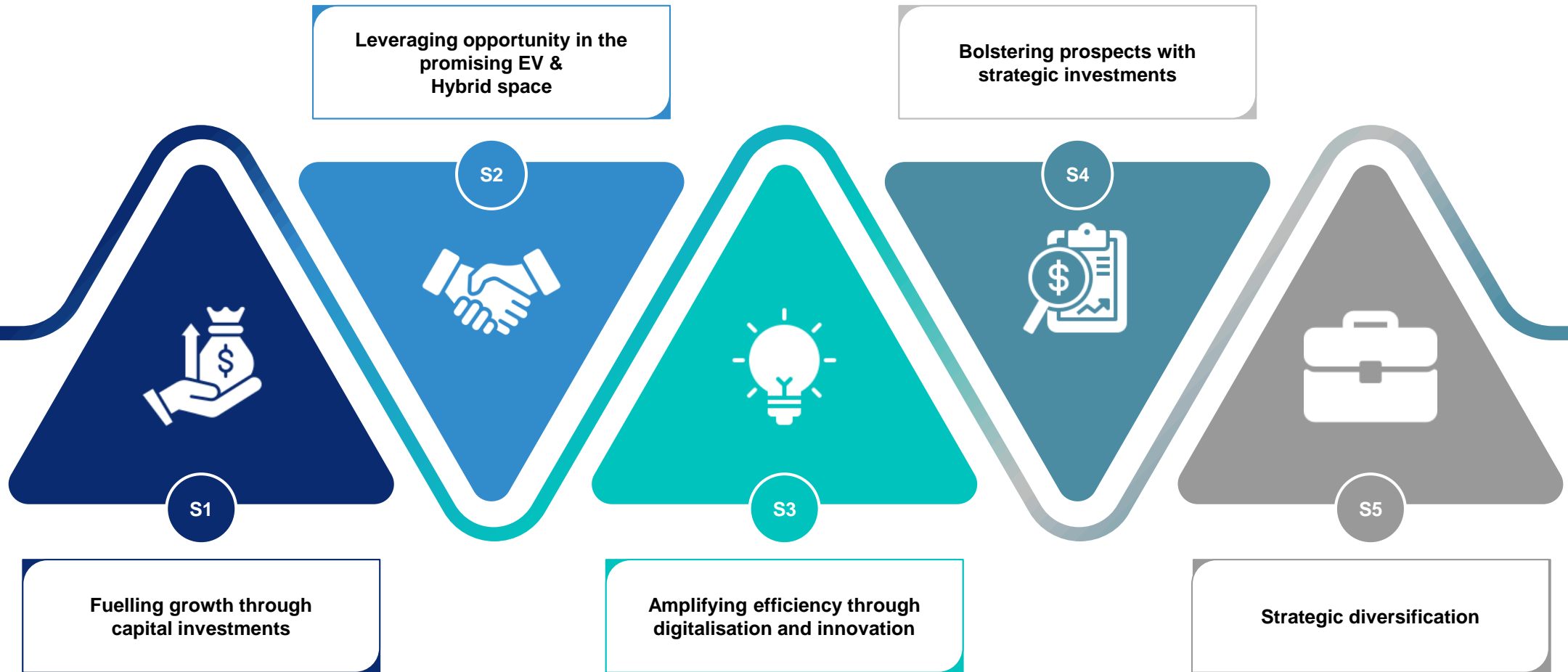
**2022**

- Boeing Excellent Supplier Performance (2022)
- Bajaj Quality Award BAL Q “Platinum” Award (2022)
- Hero Best Performance EARN Program (2022)
- Bosch India Regional Supplier Awards (2022)



## Driven by Strategic Imperatives




# Amplifying Growth with Strategic Imperatives



# Fueling Growth through Capital Investments

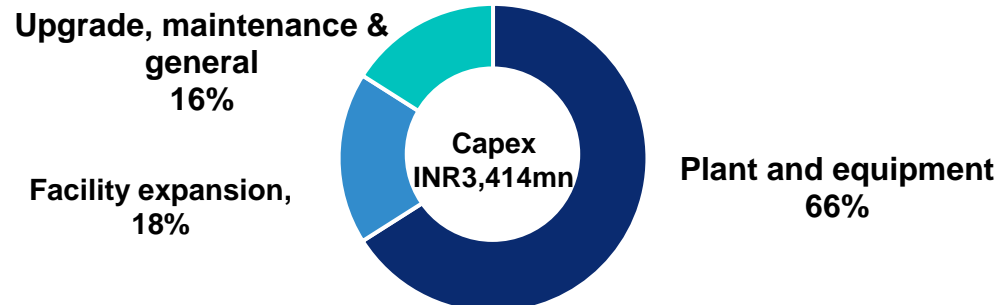
By investing in innovation, expanding footprint and increasing automation, Sansera intends to capitalize on opportunities across diverse sectors in the engineering landscape

## Key Highlights

-  Invested in strengthening core manufacturing capabilities
-  Expanded facilities to support growing production needs
-  Upgraded IT infrastructure, ensuring smooth operations across all aspects of business



## Capex Breakdown (FY23–24)





## Expansion of Facilities for Capturing Large Business Opportunity



### MoU with the Govt. of Karnataka

-  Acquire **55 acres** of industrial land at Bengaluru
-  Commitment to invest **c.INR2,100cr** over a period of 3-5 years
-  Enhance **exports** significantly
-  **Technological transfer**, benefiting the industrial ecosystem

## Future Focus

-  Capture large business opportunities while maintaining a strong balance sheet
-  Investing in lightweight and aluminum forged components to significantly increase revenue per vehicle



# Leveraging Opportunity in the Promising EV & Hybrid Space

Sustaining momentum across other sectors while ensuring versatilities beyond traditional automotive focus



## Establishment of a Dedicated EV facility

Committed to developing hybrid & electric components for EVs



## Progress in Aluminium Forged and Machined Components

Advances in consensus with industry trends towards light weighting



## Robust Engineering & Development and Design Capabilities

Technological innovation via focus on engineering & development and design



## Diversified Product Portfolio

Expansion of product portfolio to include higher kit values



## Robust Export Presence

Seizing global opportunities by leveraging long-standing client relationships



## Enduring OEM Relationships

Strengthening market presence through long-standing OEMs relationships

## Clear Focus and Emphasis on a New Mobility World

01



Sound capabilities to meet requirements of both traditional OEMs and new-age EV players

02



Recent wins with marquee global customers highlight momentum

03



Set up of a dedicated facility for hybrid and electronic components

## Future Focus

- Recent commencement of orders from a **North American multinational automotive xEV customer**
- Continued addition of innovative products to the portfolio
- Explore **inorganic growth opportunities**



# Amplifying Efficiency through Digitalization and Innovation

Leveraging automation, data analytics and interconnected systems to enhance production precision, reduce downtime and optimize resource utilization



## Driving Smart Integration through Industry 4.0<sup>1</sup>

<b>Shopfloor Visualisation</b> <p>Done real-time to enhance operational transparency and swift decision-making</p>	<b>Multi-Plant Remote Monitoring via Cloud</b> <p>Achieves seamless oversight and coordination across facilities</p>
<b>Machine Data Application</b> <p>Automated process driving precision and efficiency in manufacturing process</p>	<b>Shopfloor and Top Floor Integration</b> <p>Ensures agile decision-making and responsiveness to market dynamics</p>

## Future Focus

- Expanding **machine data acquisition and analytics capabilities** to shore up smart manufacturing initiatives
- Intensified efforts to **integrate AI-driven predictive maintenance** for optimal resource use
- Continued **development of cloud-based remote monitoring** to enable better coordination across multiple facilities

Note: 1. Industry 4.0—also called the Fourth Industrial Revolution or 4IR—is the next phase in the digitization of the manufacturing sector, driven by disruptive trends including the rise of data and connectivity, analytics, human-machine interaction, and improvements in robotics. .OEE - Overall Equipment Effectiveness.

# Bolstering Prospects with Strategic Investment

## Strategic investment in MMRFIC for optimizing on advancing radar technology



### A Partnership for Growth



1



The partnership presents a significant opportunity in **advanced radar technologies**

2



Create **powerful synergies**

3



Create and **unlock new opportunities**



### New R&D Facility

#### Facility Expansion



Advanced clean room and automated assembly capabilities established in a 14k sq.ft. facility

#### Enhanced Production



Modern equipment enabling production of miniaturized systems and components

#### Integrated Solution



Development of comprehensive product solutions under one roof

#### Global Support



Skilled engineering team providing expert failure analysis and technical assistance



### Future Focus



Leverage **radar technology** for the **automotive and defence sectors**



Integrate **3D semiconductor packaging, System in Package (SiP) design, printed circuit board design and assembly** all under one roof











Meet the rising demand for **advanced packaging solutions and deliver semiconductor products**

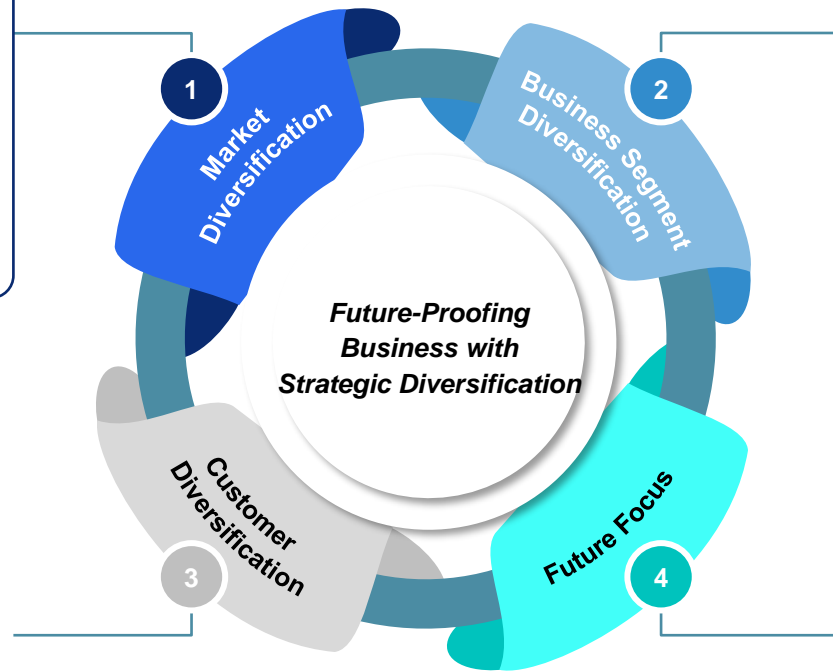
Note: 1. Sansera has the right to invest and increase stake to 51% at a predefined valuation formula.





\*Further investment of 100 Mn has been made during the year for which the shareholding percentage will be determined based on FY25 financial results.



# Strategic Diversification

-  International demand for diverse product offerings has expanded export footprint
-  Shift towards non-auto, xEV and tech-agnostic segments
-  **34%**  
Y-o-Y growth in international revenues between FY23 and FY24
-  **31%**  
Of our total product sales is derived from exports in FY24

-  Achieved a successful reduction in dependence on top clients
-  Strategies in place to broaden customer base and mitigate risk to ensure long-term stability
-  **51%**  
Contribution from our top 5 customers in FY23
-  **47%**  
Contribution from our top 5 customers in FY24



-  Rapidly growing into emerging business areas, reflected by a shift in revenue sources
-  Long-term objective of balanced revenue mix between auto ICE and non-auto segments
-  **17% / 24%**  
Sales from Non-Auto, xEV and tech agnostic in FY22 / FY24
-  Long term target to increase sales from emerging business of Non-Auto, xEV and tech agnostic

-  Expansion of export markets and investment in R&D
-  Emphasis on sustainability and operational efficiencies
-  Strategic partnerships for entry into new territories



# Annexures

# Consolidated Statement of Profit and Loss

Particulars (INR in Mn)	FY24	FY23	FY22	FY21	FY20
<b>Revenue From Operation</b>	<b>28,114</b>	<b>23,460</b>	<b>19,975</b>	<b>15,593</b>	<b>14,615</b>
Cost of goods sold (incl power & fuel cost)	16,877	14,162	11,896	9,167	8,811
<b>Gross Profit</b>	<b>11,237</b>	<b>9,299</b>	<b>8,079</b>	<b>6,425</b>	<b>5,804</b>
<b>Gross Profit Margin</b>	<b>40.0%</b>	<b>39.6%</b>	<b>40.4%</b>	<b>41.2%</b>	<b>39.7%</b>
Employee benefit expenses	3,798	3,180	2,774	2,138	2,134
Other Expenses	2,641	2,272	1,885	1,467	1,379
<b>EBITDA</b>	<b>4,799</b>	<b>3,848</b>	<b>3,421</b>	<b>2,821</b>	<b>2,290</b>
<b>EBITDA Margin</b>	<b>17.1%</b>	<b>16.4%</b>	<b>17.1%</b>	<b>18.1%</b>	<b>15.7%</b>
Other Income	24	101	70	131	117
Depreciation and amortisation expense	1,495	1,301	1,197	1,017	939
<b>EBIT</b>	<b>3,328</b>	<b>2,647</b>	<b>2,294</b>	<b>1,935</b>	<b>1,468</b>
<b>EBIT Margin</b>	<b>11.8%</b>	<b>11.3%</b>	<b>11.5%</b>	<b>12.4%</b>	<b>10.0%</b>
Finance Cost	770	615	510	474	581
<b>Profit before Tax</b>	<b>2,558</b>	<b>2,032</b>	<b>1,784</b>	<b>1,461</b>	<b>887</b>
<b>Share of net profit of associates accounted for using the equity method, net of tax</b>	<b>5</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
Tax	687	549	465	363	88
<b>Profit After Tax</b>	<b>1,875</b>	<b>1,483</b>	<b>1,319</b>	<b>1,099</b>	<b>799</b>
<b>Profit After Tax Margin</b>	<b>6.7%</b>	<b>6.3%</b>	<b>6.6%</b>	<b>7.0%</b>	<b>5.5%</b>
EPS – Basic (Rs.)	34.83	27.74	25.27	21.02	15.63
EPS – Diluted (Rs.)	34.40	27.17	24.36	20.55	15.28

Note: Restated financial statements for FY20 and FY21

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"



# Recent CSR Activities Conducted In School

## Industry Visit



- Engineering college professors visited Plant-7 through IIMB as part of an industry visit
- 28 Students from MV Shetty College, Mangalore, visited Plant-9
- 30 Students from Roshni Nilaya, Mangalore, visited Plant-9
- 50 students from SVVN College, Neraluru, Bangalore, visited Plant-7

## Career Counselling



- Covered 2 schools and 548 students were benefited

## National Automobile Olympiad 2024



# Recent CSR Activities Conducted In School: Co-curricular Activities



Music



Yoga



Computer



Subject Allocation



Computer Training Center at Sansera Gurubhavan Provides Training for Students





# Recent CSR Activities Conducted In School: Other Activities



5S Awareness Training Conducted by Sansera



5S Plumbing Renovation Work At Ghps Hennagara



5S Training Conducted To Govt. School Teachers



5S Plumbing Renovation Work At Ghps Hennagara

# Recent CSR Activities Conducted In School: Other Activities



Sponsoring For Slum Children Education



Sponsoring For Slum Children Education

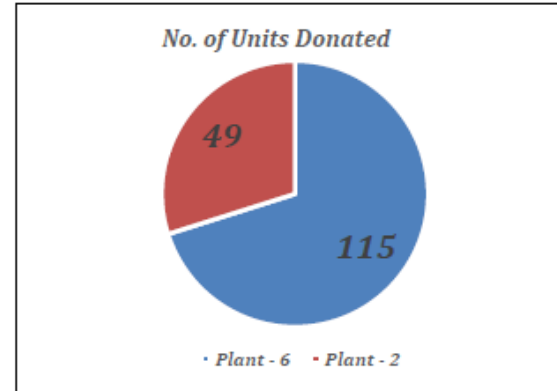


Sankalp Science Flash Book Distribution



# Recent CSR Activities Conducted: Blood Donation

Sl. No.	Date	Plant	No. of Units donated	Event Partner
1	17-04-2024	Plant - 6	115	MAA Bhuvneshwari C S
2	19-04-2024	Plant - 2	49	Sankalpa Foundation
<b>Grand Total</b>			<b>164</b>	-



# Highly involved in ESG Practices (1/3)



Support To Rotary Club - Bangalore Midtown Charitable Trust



Scientific initiatives as part of commitment to the Agumbe rainforest and king Cobra surveillance vision.



Support To Sports Rotary Club Of Bangalore And The Indian Golf Union



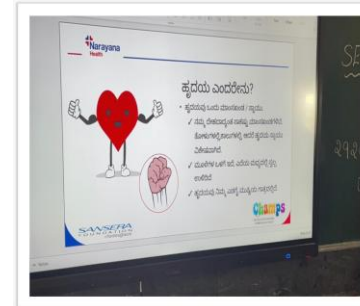
Supporting to Sports player



# Highly involved in ESG Practices (2/3)



International Yoga day Celebration



BP Awareness Program in Bengur School

Initiatives taken in Health Sector

**SANSERA FOUNDATION**  
charities@work

**NATIONAL TB ELIMINATION PROGRAMME (NTEP)**

**A CSR INITIATIVE ADOPTION OF TB PATIENTS OF ANEKAL TALUK**

Under Pradhan Mantri TB Mukta Bharat Abhiyan



ADOPTION OF TB PATIENTS OF ANEKAL TALUK - TB Elimination program

Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

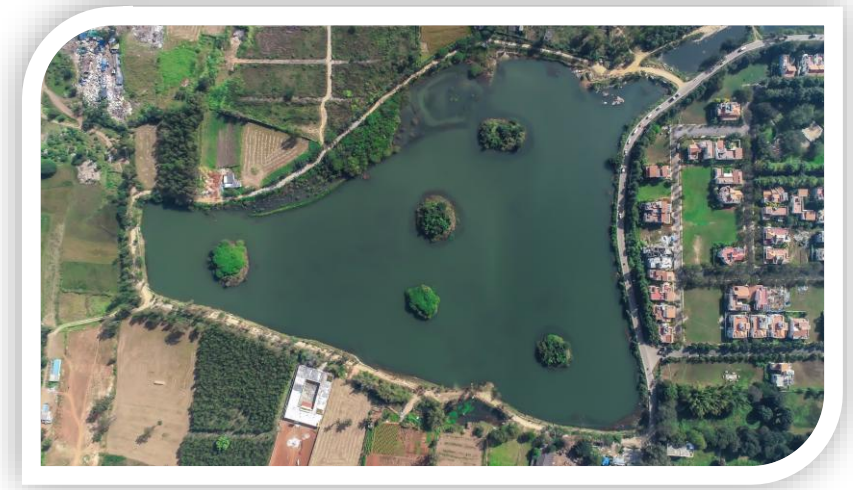
# Highly involved in ESG Practices (3/3)

## Initiatives taken for Environment

### KYALASANAHALLI LAKE



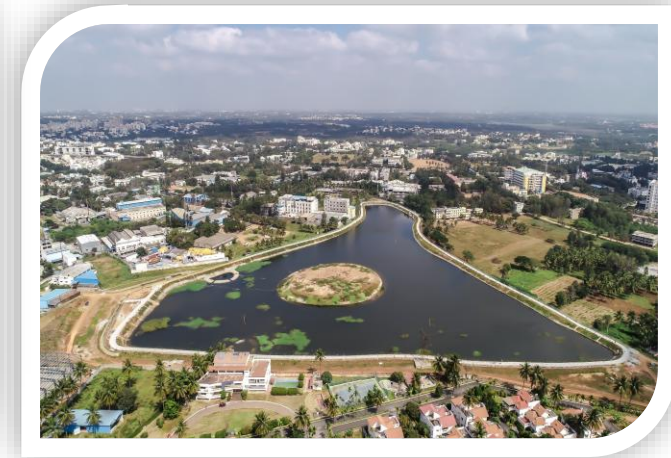
January 2017



Present

- Hands-free Waste Processing
- Segregates into bio and Non-bio Components
- Handles all kinds of Mixed Waste
- Output Efficiency of up to 99.7%
- Highly Scalable
- Huge Capacities - Handles 100s of Tons
- Very Low Power Consumption

### **TRASHBOT** A de-centralised automated mixed waste segregator at BOMMASANDRA LAKE



Present



# Other ESG Activities



Sansera Sustainable programs shared at a State level meeting by Sansera's JMD



Plantation by Sansera Employees





**SANSEERA**  
*ideas@work*

**For more information please contact:**

**Company:**

**SANSEERA**  
*ideas@work*

**Sansera Engineering Limited**

CIN: L34103KA1981PLC004542

Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer

Email id: [rajesh.modi@sansera.in](mailto:rajesh.modi@sansera.in)

**Investor Relations Advisor:**

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt Ltd.**

CIN: U74140MH2010PTC204285

Shikha Puri / Dharmik Kansara

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