



**SONA COMSTAR**

Date: - 24th July, 2024

<b>BSE Ltd.</b> Regd. Office: Floor - 25, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001. BSE Scrip Code: 543300	<b>National Stock Exchange of India Ltd.</b> Listing Dept., Exchange Plaza, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 NSE Scrip: SONACOMS
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**Subject: Investor Presentation for the quarter ended on 30th June, 2024.**

In compliance with Regulation 30 read with Para 15(a) of Part A of Schedule III and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation *inter-alia*, encompassing an overview of the Company, its operations and unaudited Standalone and Consolidated Financial Results for the quarter ended on 30th June, 2024.

Kindly take the same on record.

Thanking you

**For SONA BLW PRECISION FORGINGS LIMITED**

**Ajay Pratap Singh**  
**Vice President (Legal), Company Secretary and Compliance Officer**

Enclosed: As above



**SONA COMSTAR**

# **Q1 FY25 Earnings Presentation**

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**24 July 2024**

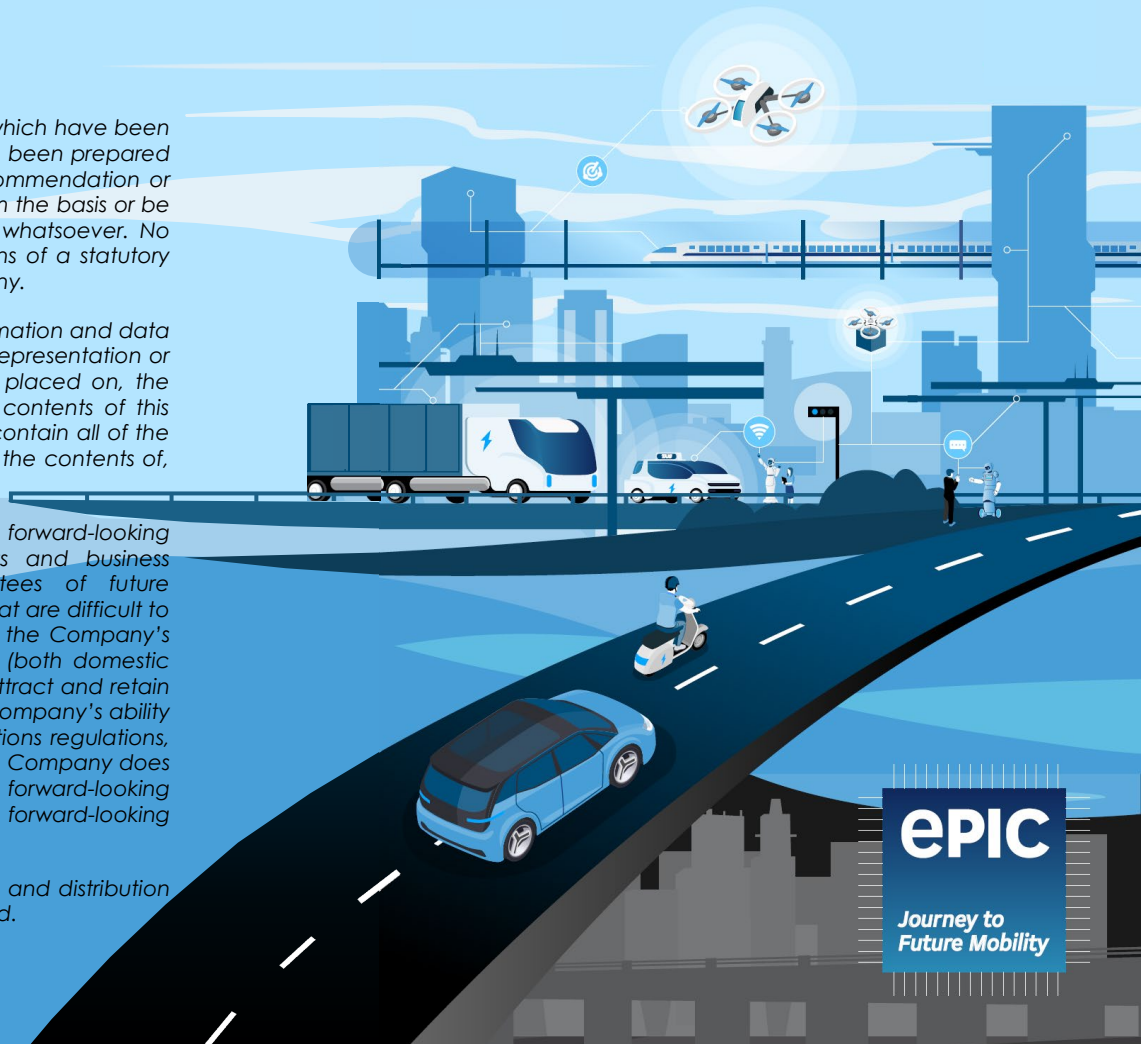
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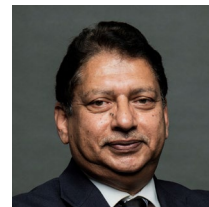
**EPIC**

*Journey to  
Future Mobility*

# Our Management



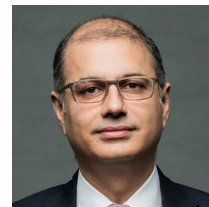
**Mr. Kiran Manohar  
Deshmukh**  
*Group CTO*



**Mr. V. Vikram Verma**  
*CEO, Driveline Business*



**Mr. Sat Mohan Gupta**  
*CEO, Motor Business*



**Mr. Rohit Nanda**  
*Group CFO*



**Mr. Vivek Vikram Singh**  
*MD & Group CEO*



**Mr. Amit Mishra**  
*Head, Investor Relations*



# Business Performance Highlights

Complete Drivetrain of an Electric Vehicle

# Q1 FY25 Financial Performance Highlights

**8,930** mn | **22%**

Revenue | YoY Growth

**2,512** mn | **23%**

EBITDA | YoY Growth

**1,420** mn | **27%**

PAT | YoY Growth

**28.1%** EBITDA Margin

**15.9%** PAT Margin<sup>1</sup>

**2,828** mn | **53%**

BEV Revenue | YoY Growth

**33%**

Q1 FY25 Product Revenue  
Share from BEV

**Notes:**

1. PAT margin percentage calculated from PAT including non-controlling interest



# Update on our Strategic Priorities

Tool and Die Shop in our Gurgaon Plant

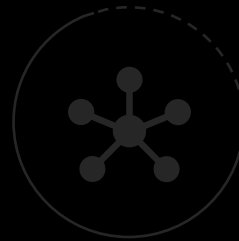
# Update on our Strategic Priorities



**Electrification**



**Global Market  
Significance**



**Diversification**



**Technology**



# Sizeable and Increasing Presence in EVs



**33%**

Q1 FY25 Product Revenue  
Share from BEV

**2,828 mn**

Q1 FY25 BEV segment  
revenue

**53%**

Q1 FY25 BEV revenue  
YoY growth

**54**

**(11+16+27)<sup>1</sup>**

EV Programs<sup>1</sup> awarded across  
30 customers as at the end of  
Q4 FY24

**+1**



**55**

**(12+15+28)<sup>1</sup>**

EV Programs<sup>1</sup> awarded across  
31 customers as at the end of  
Q1 FY25

## Notes:

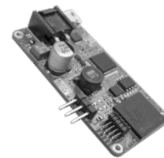
1. Include only BEV and PHEV programs currently in serial production as well as in the orderbook; numbers in brackets to be read as (# of programs in fully ramped up production + # of programs in ramp-up + # of programs not yet in production)

# We have won the first product order for Sensors and Software business; Also added more products to an existing Driveline order



**Final Drive Differential  
+ Intermediate Gears  
+ Input Shaft + Park Gear**

**For Class 5 Electric CV**



**In-cabin Sensors  
(ACAM)**

**For Electric Passenger Vehicles**

**Existing Customer**

**North American New Age  
OEM of Electric CVs**

**₹ 6,800 mn**

addition in our orderbook

**Q4 FY25**

Start of Production

**New Customer**

**Asian New Age OEM of  
Electric PVs**

**₹ 1,500 mn**

addition in our orderbook

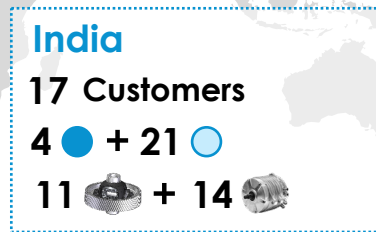
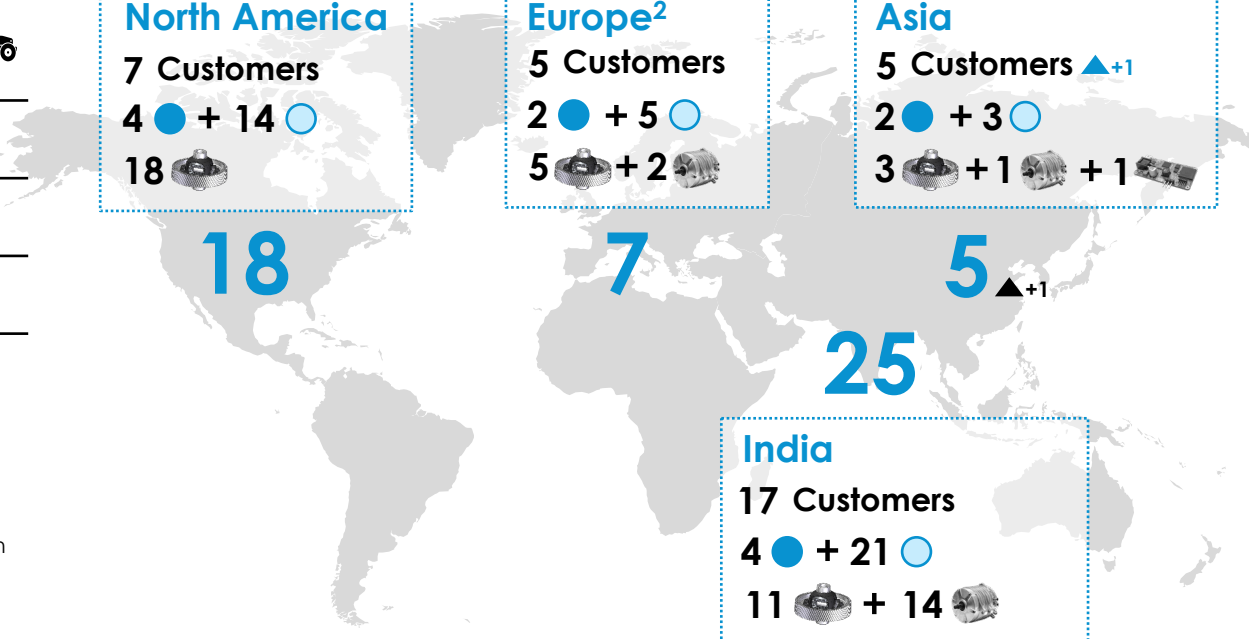
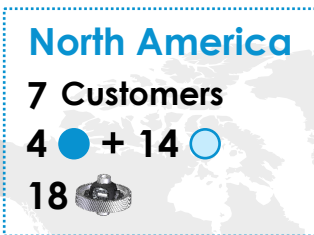
**Q3 FY27**

Start of Production

# 55 EV programs across 31<sup>1</sup> different customers



No. of programs customers			
	27 11	3 3	7 7
	3 3	13 10	1 1
	1 1	-	-



- Programs in fully ramped-up production
- Programs in ramp-up or not yet in production
- Programs for Driveline business
- Programs for Motor business
- Programs for Sensors and Software business

▲+x denotes the change during Q1 FY25

**Notes:**

- 2 customers are present in more than one geography
- Europe geography includes the UK

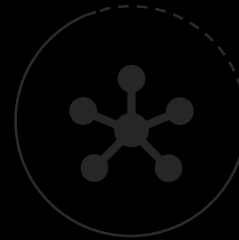
# Our Strategic Priorities



Electrification



Global Market  
Significance



Diversification



Technology

# Our net order book<sup>1</sup> stands at ₹233 billion (7.3x FY24 revenue)



EV Rs. 184 Billion (79%)



Non-EV Rs. 49 Billion (21%)



**Notes:**

1. Net order book means the aggregate revenue from awarded programs which are either yet to start production or are yet to fully ramp up, in the next 10 years, after adjusting for the negative impact of all programs that are expected to reach end of life or be phased out. We have also applied a discount to accommodate any unforeseen delays or changes in program launches that may happen in the future.

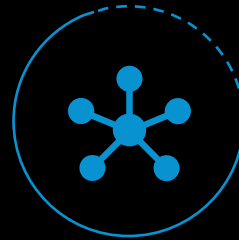
# Our Strategic Priorities



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Diversification



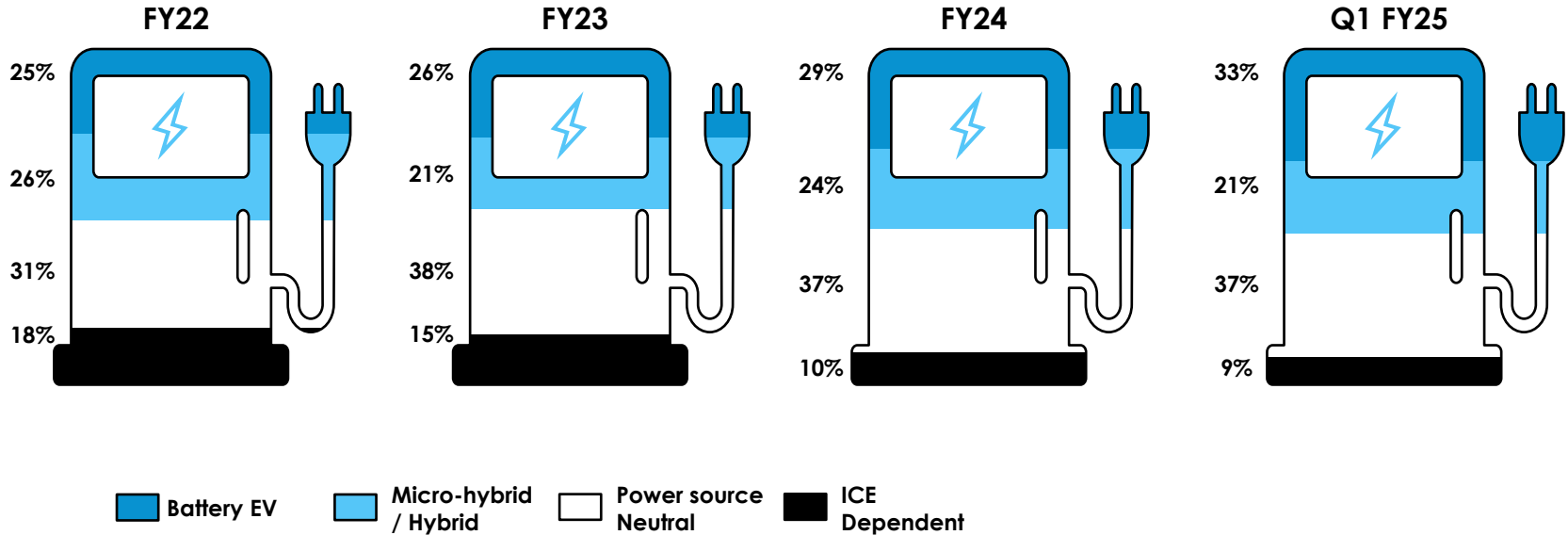
Technology



# Diversified Product Revenue Mix – By Powertrain

Battery EV increasing as a % of our revenue continues to be our dominant and secular theme

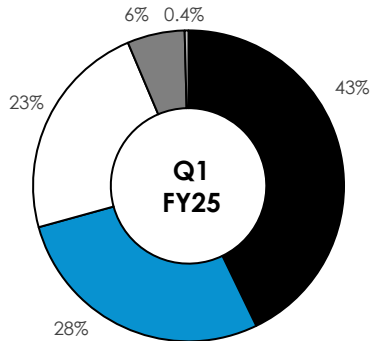
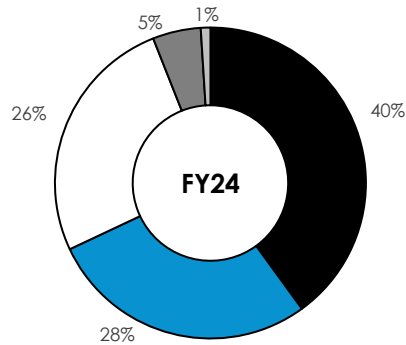
Our pure ICE dependence continues to reduce steadily going from 18% in FY22 to 9% in Q1 FY25



# Diversified Revenue Mix

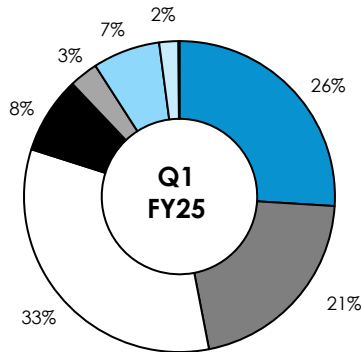
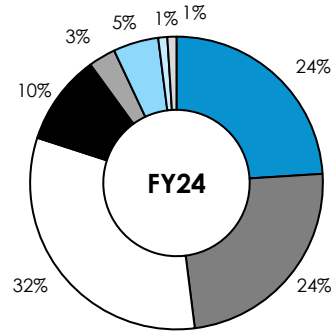


## By Geography



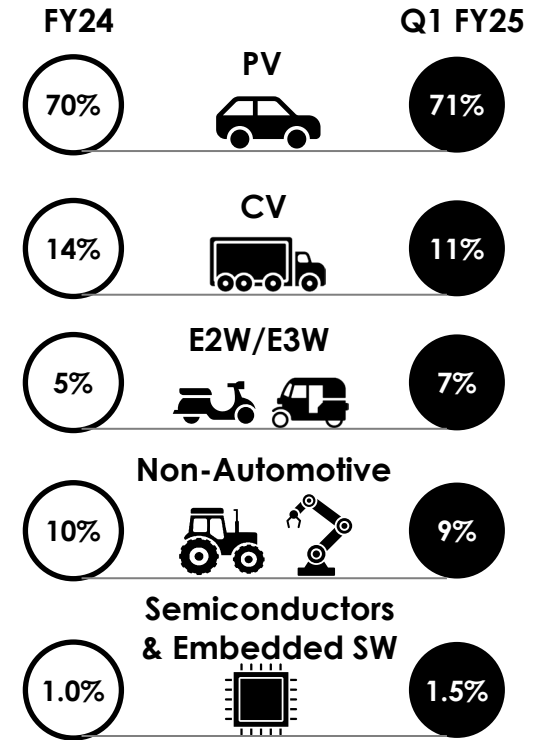
■ North America ■ India □ Europe ■ Asia (excl. India) □ RoW

## By Product



■ Differential Assembly ■ Micro/Plug-in Hybrid Starter Motors  
 □ Differential Gears ■ Conventional Starter Motors  
 ■ Others Drivetrain Parts ■ Traction Motors & Controllers  
 □ Sensors and Software □ Others

## By Market segment





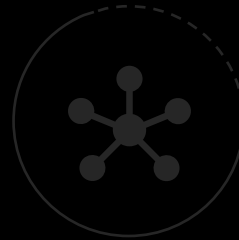
# Our Strategic Priorities



Electrification



Global Market  
Significance

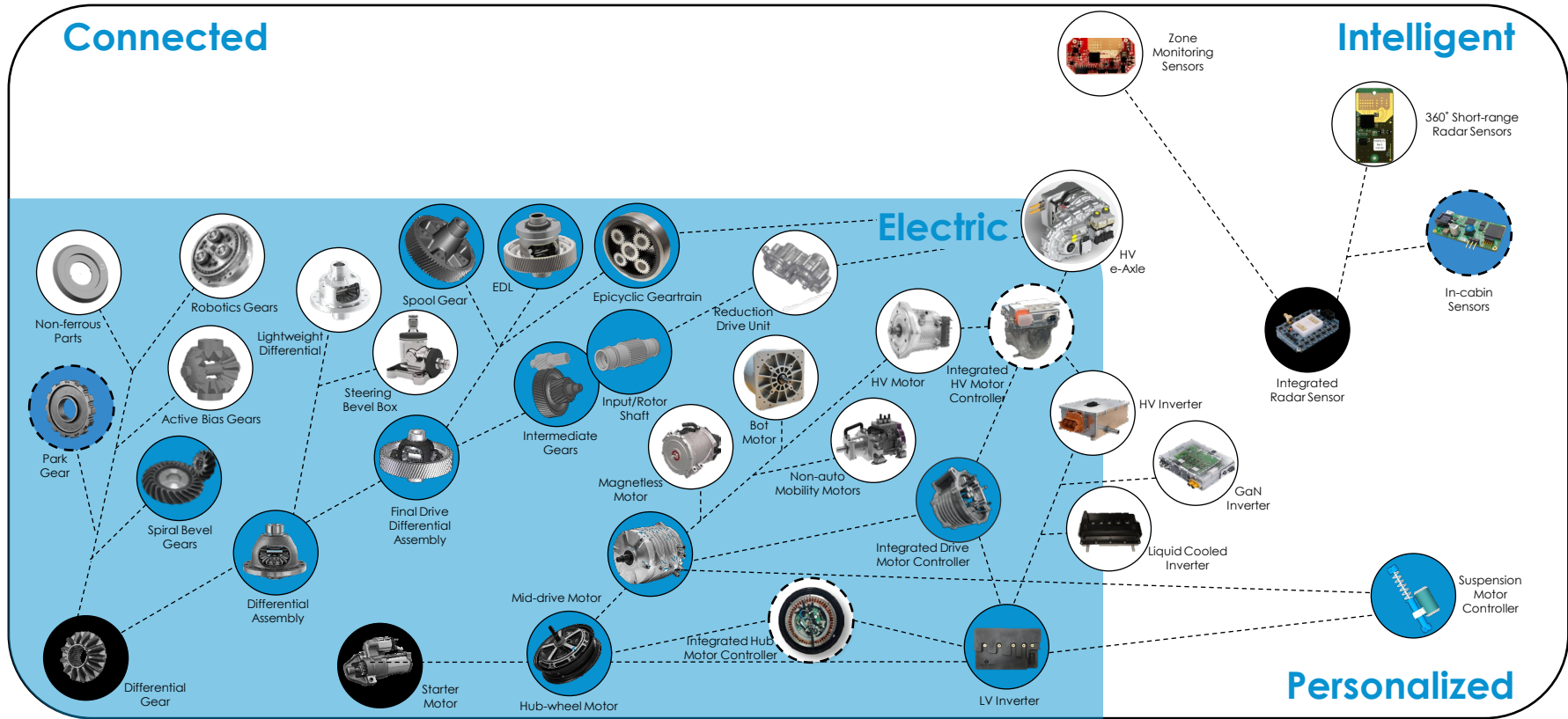


Diversification



Technology

# In Q1 we commercialized two products and added two new future products to our technology roadmap



● Legacy Products   
 ● Current Products   
  Future Products   
  New Products Commercialized in Q1 FY25   
  Future Products added in Q1 FY25

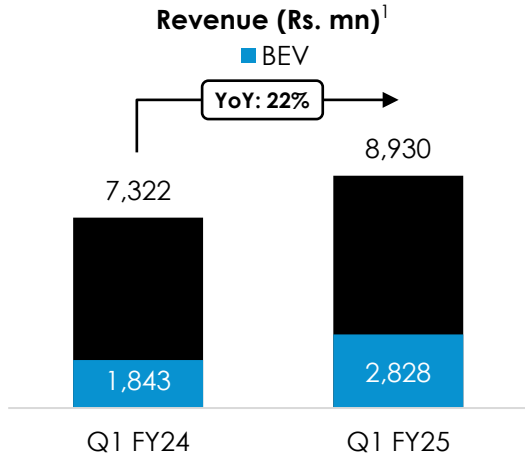
*Note: The product images shown are for illustration purposes only and may not be an exact representation of the products*



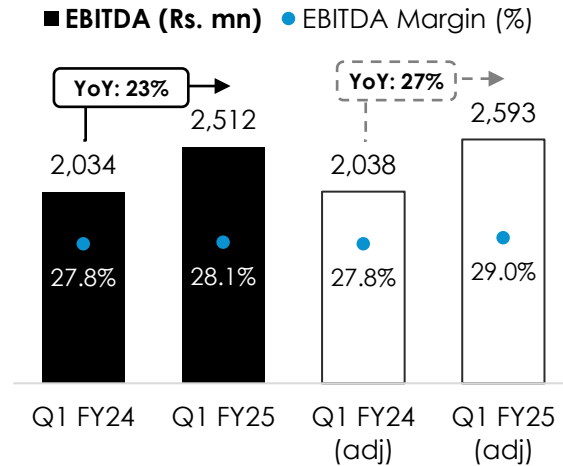
# Q1 & FY25 Financial Update

Cross Sectional View of Hub Type EV Traction Motor

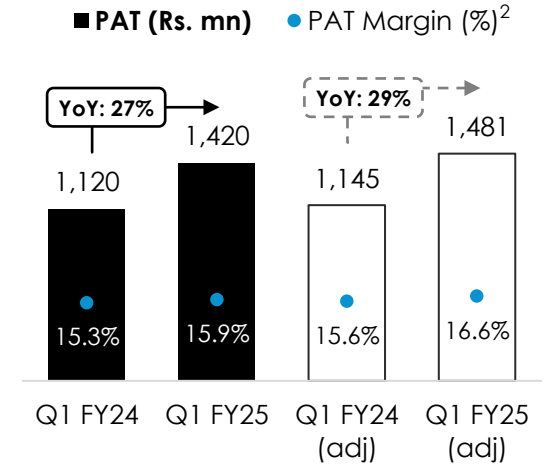
# Q1 FY25 Financials



- o BEV Revenue grew by 53% and constitutes 33% of total revenue
- o Total Revenue grew by 22% while light vehicle sales in our top-3 markets (North America, India, and Europe) grew by 3%



- o Adjusted EBITDA margin is higher by ~1.2% largely due to lower input cost and operating leverage
- o Adjustment to EBITDA for Q1FY25 is on account of ESOP cost ₹82 mn under the approved ESOP scheme 2023. (₹4 mn in Q1FY24 under the ESOP plan 2020)



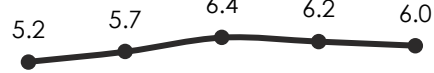
- o Adjusted PAT margin is higher by 1.0% mainly due to improvement in EBITDA margin
- o Adjusted PAT for Q1FY24 includes adjustment for exceptional expenses related to NOVELIC acquisition ₹25 mn

## Notes:

1. Revenue includes net gain from foreign exchange
2. PAT margin percentage calculated from PAT including non-controlling interest

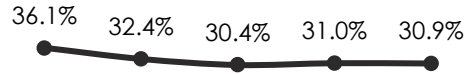
# Key Ratios

**VA/Employee cost**



Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**RoCE (%)**



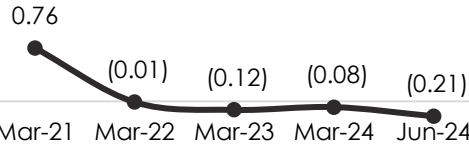
Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**RoE (%)**



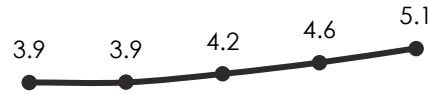
Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**Net Debt to EBITDA**



Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**Working Capital Turnover**



Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**Fixed Asset Turnover**



Mar-21 Mar-22 Mar-23 Mar-24 Jun-24

**Note:**

- 1) VA/Employee Cost (for manufacturing businesses only) = Material margin / (Employee cost + Manpower cost on hiring)
- 2) ROCE = LTM EBIT / Average tangible capital employed + capital deployed for acquiring NOVELIC
- 3) ROE = LTM PAT / Average tangible net worth + capital deployed for acquiring NOVELIC
- 4) Net Debt to EBITDA = Short-term & long-term debt less cash, bank balances & mutual fund investments / LTM EBITDA
- 5) Working Capital Turnover = LTM Revenue / Average net working capital
- 6) Fixed asset turnover (for manufacturing businesses only) = LTM Revenue / Average Tangible net block



Q&A



  
SONA COMSTAR

Providing "More Torque Per Gram"

# Appendix

# Our story so far...

## Phase - 1

- 18 Customers
- 2 Plants
- 1 Product

## Phase - 2

- 22 Customers
- 2 Plants
- 2 Products

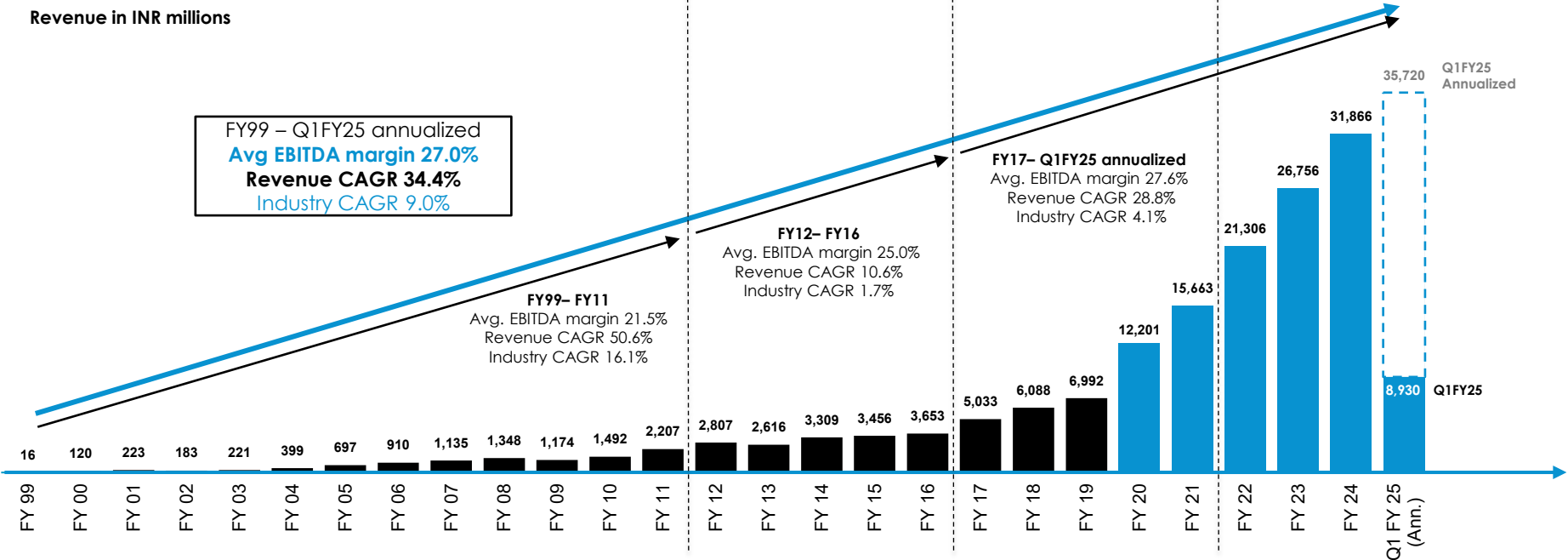
## Phase - 3

- Acquisition of Comstar
- 47 Customers (37+10)
- 9 Plants (5+4)
- 10 Products (5+5)

## Phase - 4

- Became publicly listed
- 74 customers
- 10 plants
- 20 products

Revenue in INR millions



FY99 – Q1FY25 annualized  
**Avg EBITDA margin 27.0%**  
**Revenue CAGR 34.4%**  
**Industry CAGR 9.0%**

**FY99– FY11**  
 Avg. EBITDA margin 21.5%  
 Revenue CAGR 50.6%  
 Industry CAGR 16.1%

**FY12– FY16**  
 Avg. EBITDA margin 25.0%  
 Revenue CAGR 10.6%  
 Industry CAGR 1.7%

**FY17– Q1FY25 annualized**  
 Avg. EBITDA margin 27.6%  
 Revenue CAGR 28.8%  
 Industry CAGR 4.1%

Notes:  
 1. FY20 onwards financials include Comstar  
 2. Industry data source: SIAM



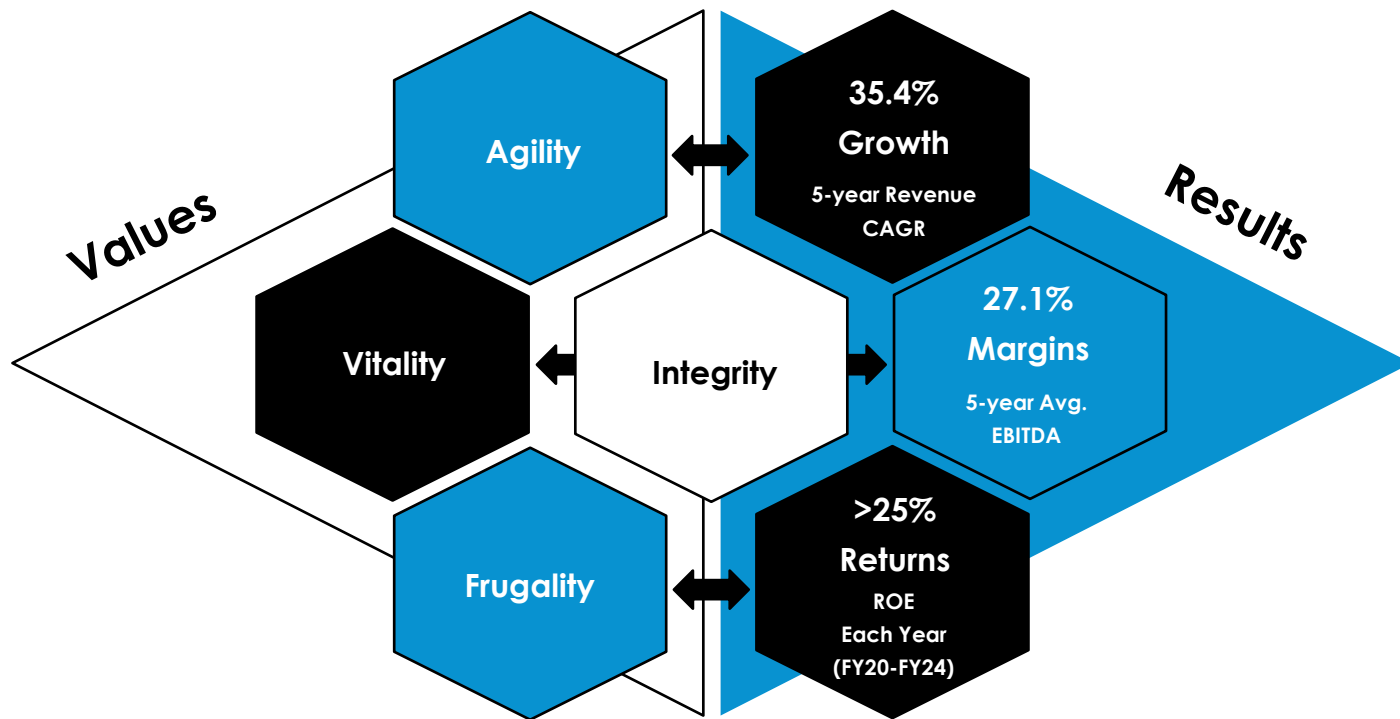
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# One Vision

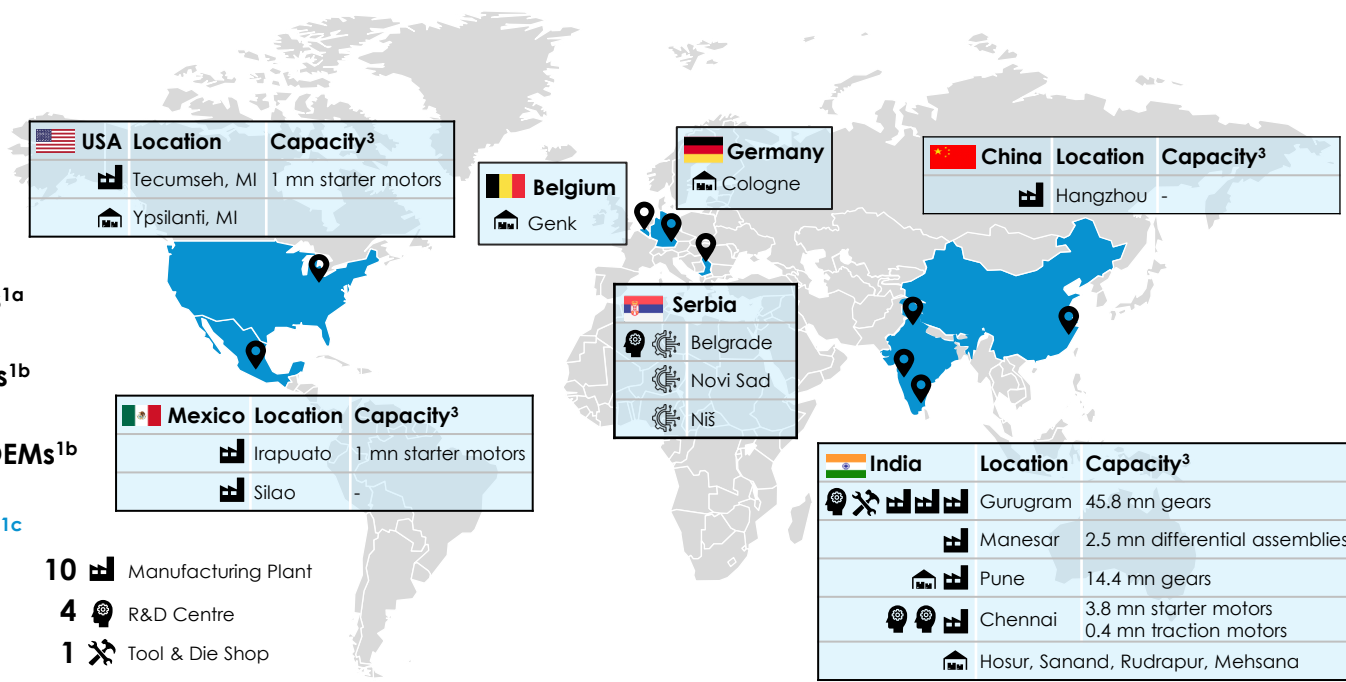
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To become one of the World's  
most **Respected** and **Valuable**  
**Mobility Technology**  
companies for our  
Customers, Employees &  
Shareholders

# Guided by Values



# Established Global Presence to Serve Customers Locally



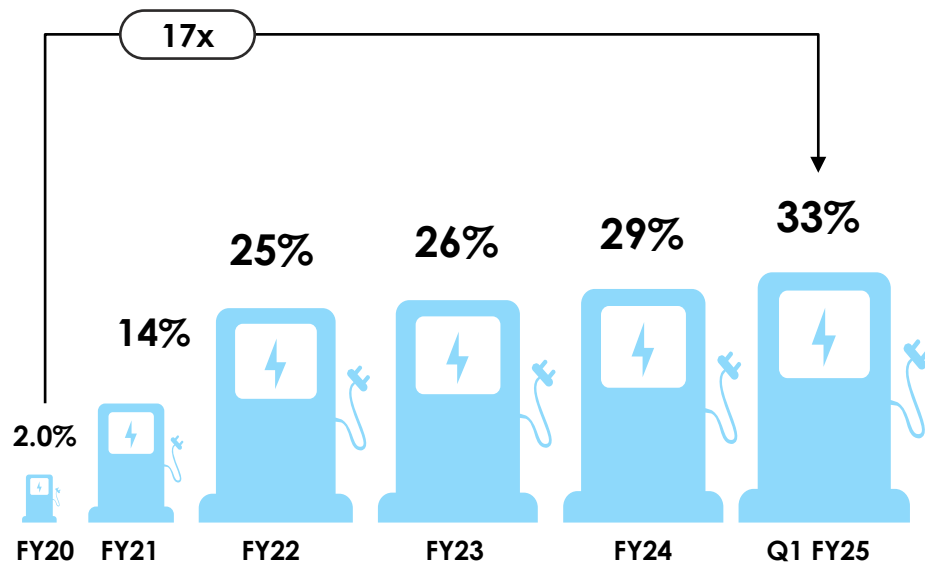
- 7 of the world's top 10 PV OEMs<sup>1a</sup>
- 3 of the world's top 10 CV OEMs<sup>1b</sup>
- 7 of the world's top 10 tractor OEMs<sup>1b</sup>
- 4 of the world's top 10 EV OEMs<sup>1c</sup>
- 3 of the Indian top 10 Indian e-2-Wheeler OEMs<sup>1d</sup>

- 10 Manufacturing Plant
- 4 R&D Centre
- 1 Tool & Die Shop
- 8 Warehouse
- 3 Engineering Capability Centre

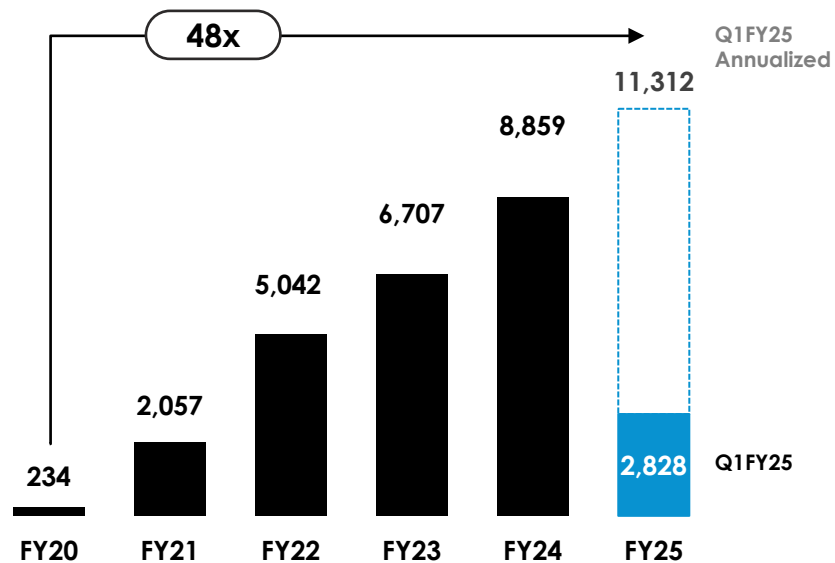
**Notes:**  
 1. Data Source: a) BofA Global Automobiles Report; b) Ricardo Report; c) EV-Volumes; d) Vahan Database; Company Analysis  
 2. Capacity as of March 2024

# Revenue share from BEV has grown 17x over 5 years, with absolute BEV revenue growth at 48x

## Revenue from BEV (%)

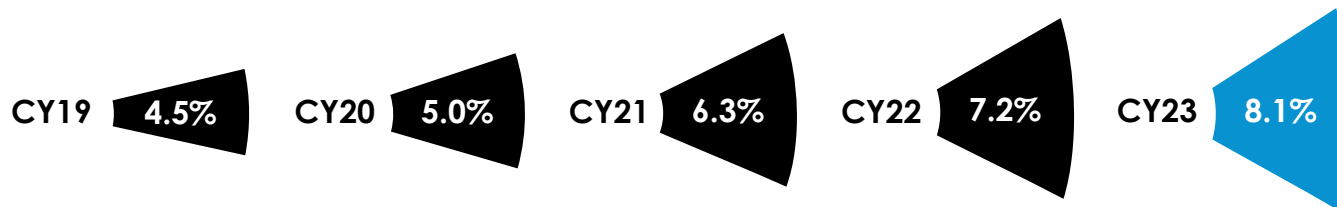


## BEV Segment Revenue (Rs. mn)



# Market Shares for Differential Gears and Starter Motors

## Global Market Share of Differential Gears<sup>1</sup>



## Global Market Share of Starter Motors<sup>1</sup>



While we continue to dominate the Indian market for Differential Gears

### Passenger Vehicles



55-60%<sup>2</sup>

### Commercial Vehicles



80-90%<sup>2</sup>

### Tractors



75-85%<sup>2</sup>

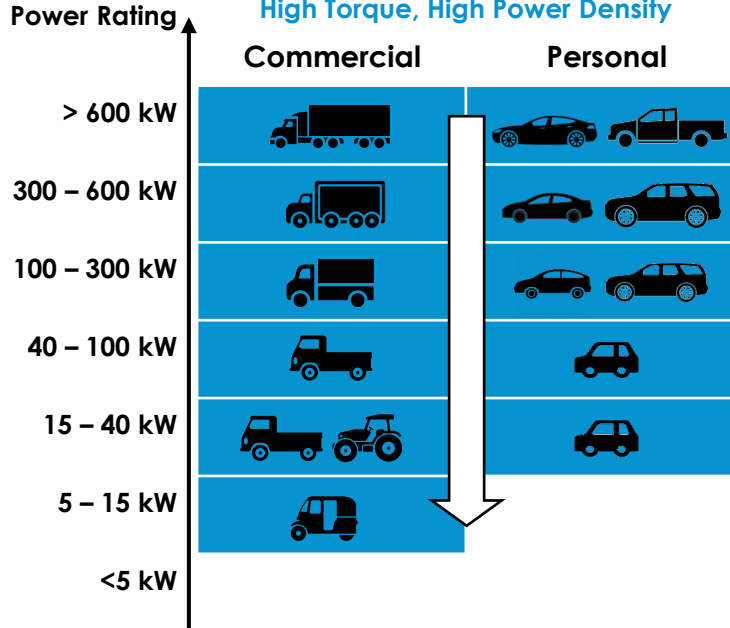
#### Notes:


1. As per Ricardo report; starter motor market share across light vehicles
2. As per CRISIL report dated Feb 2021


# Electrification: Our Approach to Market

## Driveline Solutions

Core Strength:  
High Torque, High Power Density



 In serial production or in orderbook

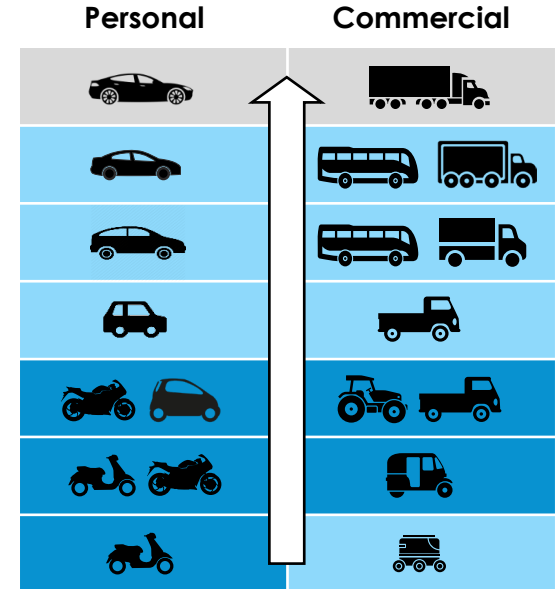
 To be added between CY24-25

## EV Products

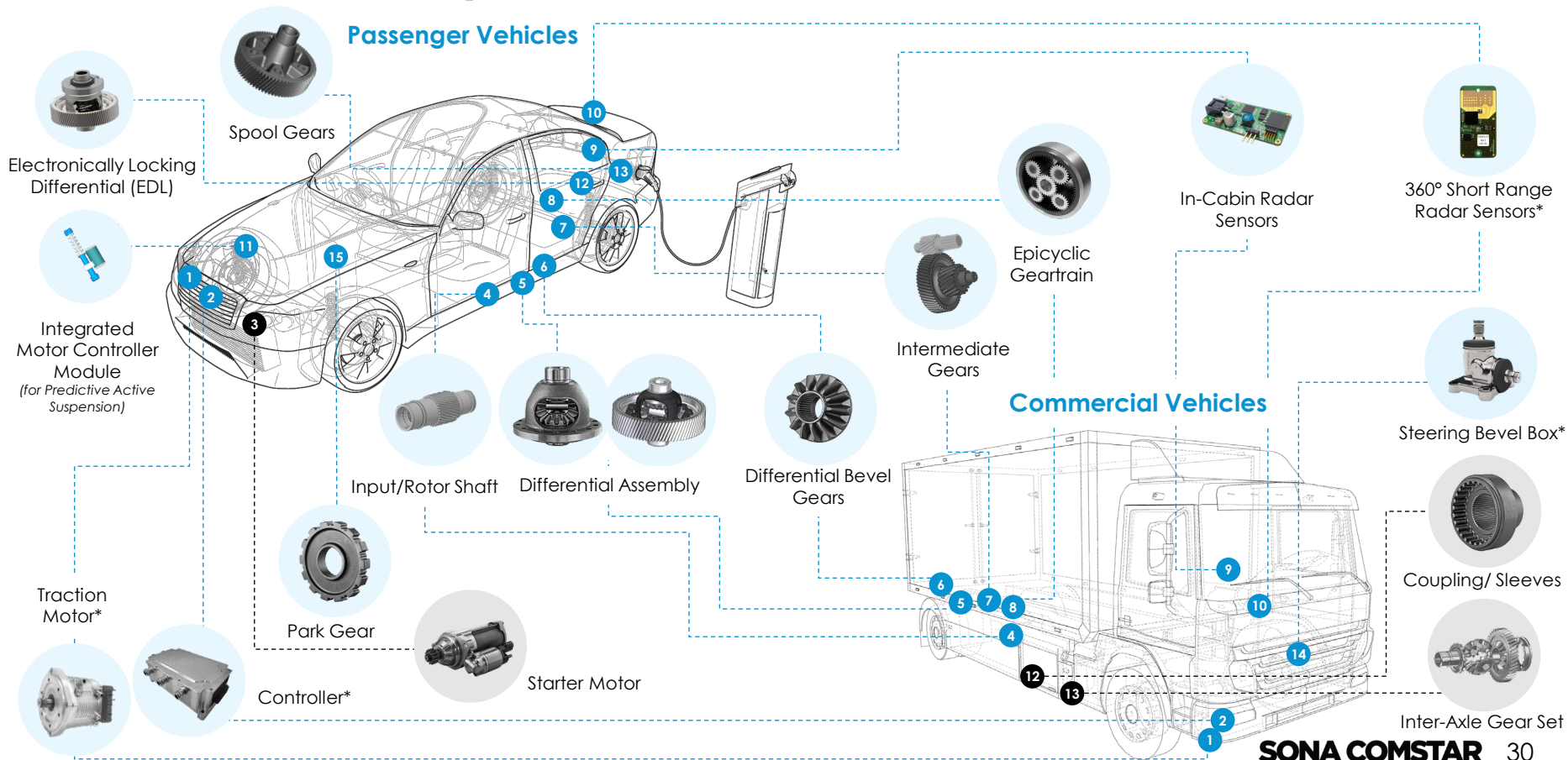


## Motor Solutions

Core Strength:  
Low Voltage, High Power Density



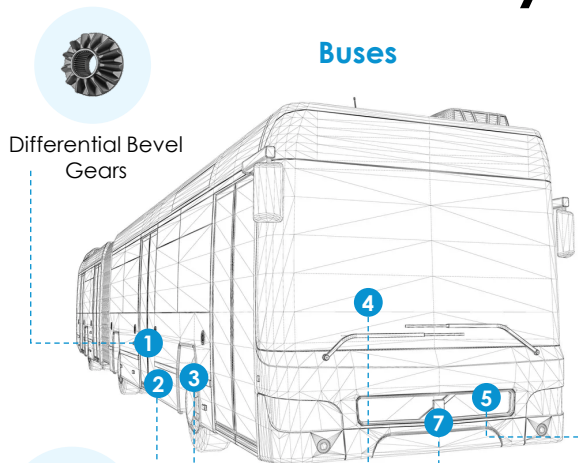
# Product Summary



\*Product under development

# Product Summary

## Buses



Differential Bevel Gears



Controller\*



Steering Bevel Box\*



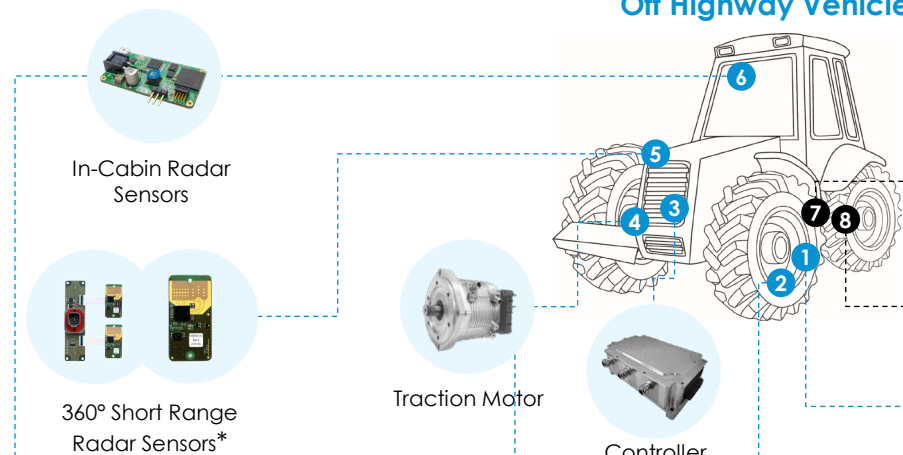
Traction Motor\*



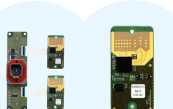
In-Cabin RADAR Sensors

\*Product under development

## Off Highway Vehicles

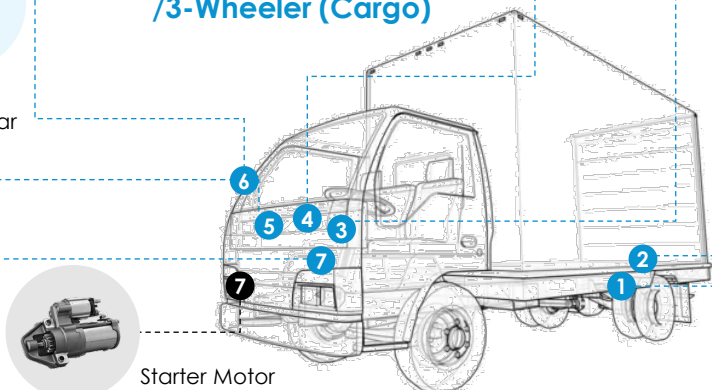


In-Cabin Radar Sensors



360° Short Range Radar Sensors\*

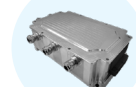
## Light Commercial Vehicles /3-Wheeler (Cargo)



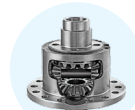
Starter Motor



Traction Motor



Controller



Differential Assembly



Differential Bevel Gears



Spiral Bevel Gears

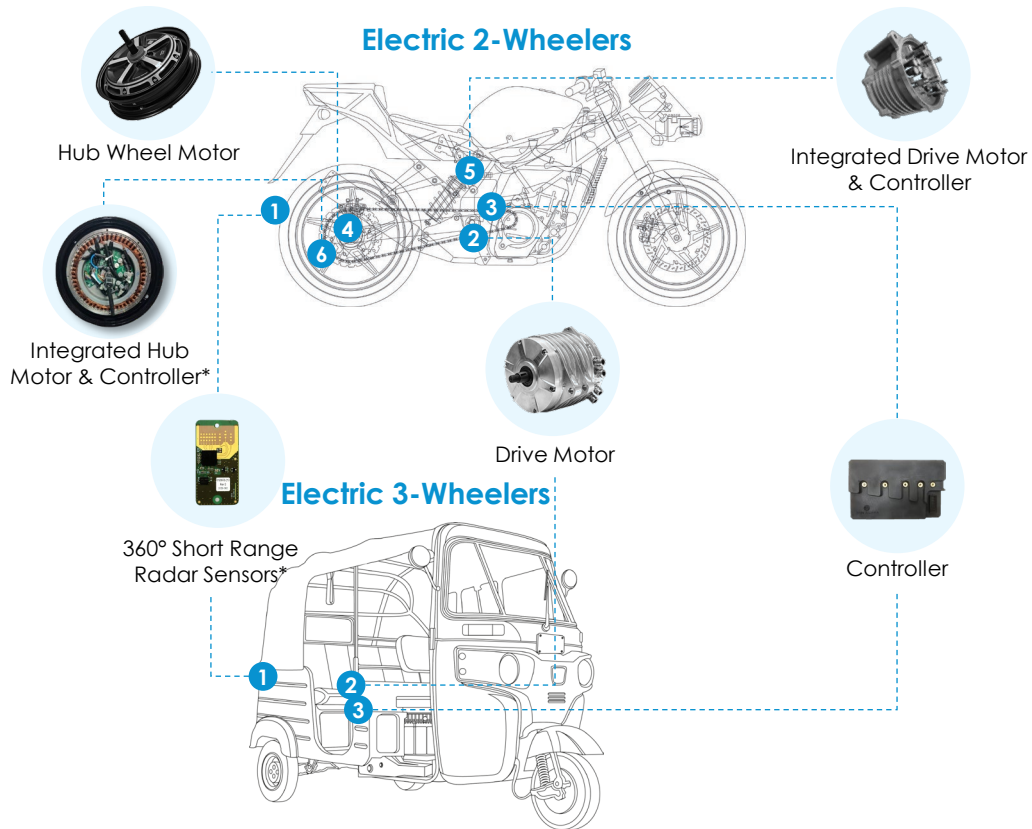


Portal Axle Gears



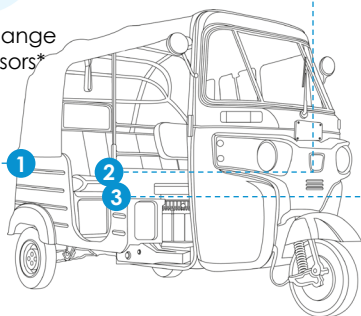
# Product Summary

## Electric 2-Wheelers

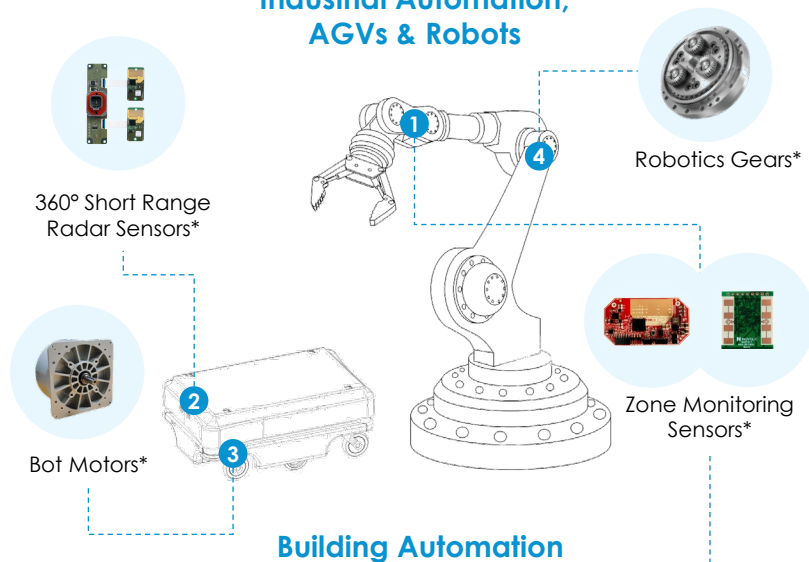


## Electric 3-Wheelers

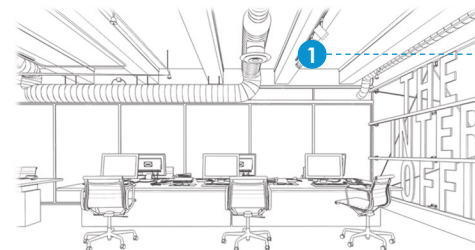
360° Short Range Radar Sensors\*



## Industrial Automation, AGVs & Robots



## Building Automation



\*Product under development

# ESG Performance Highlights



**14.3 Low Risk**



**Top 9%**

Out of 16,421 global companies



- 10% and 15% improvement in emissions intensity and water intensity respectively, in FY24 from FY22
- Setting up a total solar group captive capacity of 21.35 MWp across Maharashtra, Haryana, and Tamilnadu
- Pune Chakan Plant has been rated by IGBC in the Green Factory Building category with "IGBC Gold" Rating



- Great Place to Work Certified in Jan 2023 and recertified in Jan 2024 with a higher rating
- Driving incubation of 11 startups innovating for sustainability in partnership with IIT Delhi and IIM Ahmedabad
- Improved the female participation in the total workforce from 3% to 6%



- Golden Peacock Award won in 2023 for excellence in corporate governance
- 5 independent directors and 2 women directors out of 8 board members
- Promoter holds the position of a non-executive chairman