

August 08, 2024

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 August 09, 2024 at 9.30 am (IST) on the Unaudited financial results of the Company for the quarter ended June 30, 2024.

The above presentation will also be made available on the website of our Company at 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

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INDIA TM

INVESTORS PRESENTATION
August 2024



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Performance
highlights

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

"We began the year with a strong performance of 13% growth in the topline and 12% growth in EBITDA. There are multiple drivers towards this; we have performed well in both domestic as well as international markets. Specifically, this quarter marks our highest ever quarterly performance in India, primarily driven by healthy growth in the 2W space.

In Q1 FY25, our emerging businesses (Auto Tech-Agnostic & xEV and Non-Auto segments) have delivered a record-breaking quarterly revenue of Rs. 1,971 Mn, a YoY growth of 34%. With our engineering prowess, we have been able to grow our emerging businesses at a much faster rate as compared to our legacy business of Auto-ICE components. I am proud to highlight that, with a revenue contribution of 28% from these businesses, we are on track towards our vision of a 40% contribution over the long-term horizon. The success in Auto Tech-Agnostic & xEV is even more meaningful, with revenue contribution reaching the 16% mark during the quarter.

This growth is a result of our continuous investments and focus towards expanding our capabilities across all segments. In line with this strategy, we have planned for a capex of around Rs. 4,500 Mn for FY25. Our order book for the new business, with an annual peak revenue stood at Rs. 16.9 billion as of June 30th 2024. The investments that we have envisaged will support our orderbook and expansion plans."



Mr. B R Preetham
Executive Director & CEO

Consistent Performance

Revenue	Rs. 7,439 Mln ▲ 13%
EBITDA	Rs. 1,275 Mln 17%* ▲ 12%
PAT	Rs. 501 Mln 7%* ▲ 11%

Revenue Growth Across Geographies

Domestic 12% International 17%

Revenue Growth Across Sectors

Non-Auto 16% Auto-Tech Agnostic & xEV 51%
Auto ICE 7%

Healthy orderbook of

Rs. 16,855 Mln

with 49% order from emerging businesses (Non-Auto and Auto-Tech Agnostic & xEV)

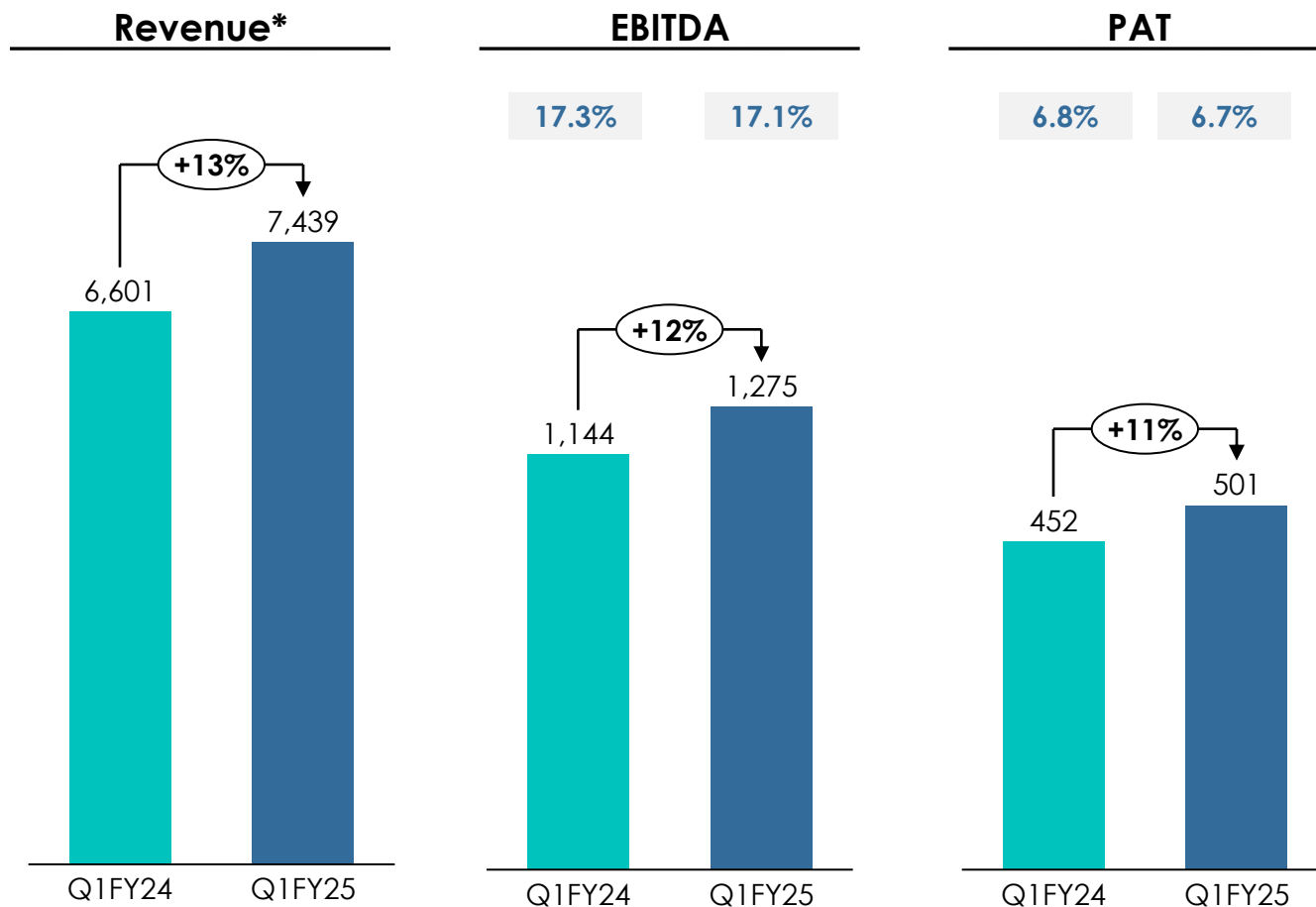
Top 5 Customer Share

46%

▼ 160 Bps YoY

Margins
Rs in Mln

Q1 FY25

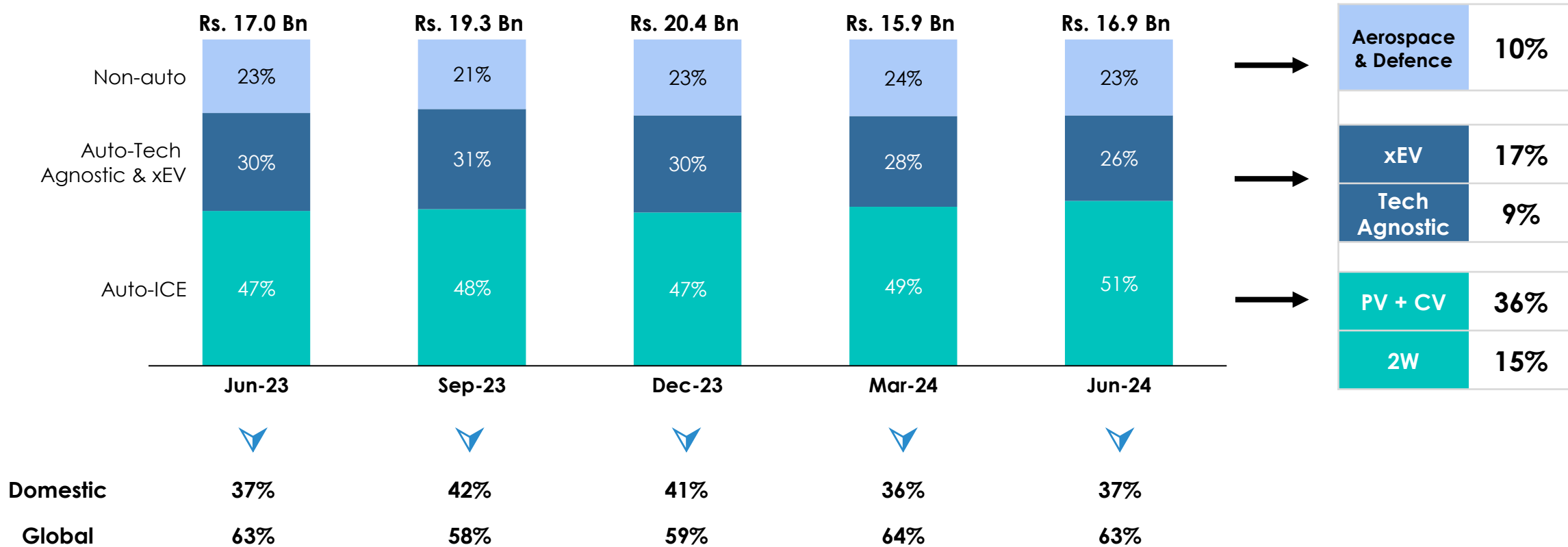


- › Delivered the healthy growth in topline and EBITDA during Q1FY25
 - › Domestic revenues grew by 12% on a YoY basis
 - › International revenues saw a growth of 17% on a YoY basis
- › Gross margins improved by ~2 percentage points during the quarter. However, EBITDA margins remained flat primarily due to increase in employee costs along with higher logistics costs
- › Contribution of top 5 customers has reduced from 47.7% in Q1FY24 to 46.1% in Q1FY25
- › Net debt as on Jun-24 stood at Rs. 7,718 Mn
- › During the quarter, the company signed an MOU with Government of Karnataka for the acquisition of 55 acres of industrial land in Harohalli, Ramanagra, Bengaluru. This strategic move is part of Sansera's long-term growth and expansion plans for both automotive and non-automotive sectors

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

Strong and diverse business pipeline for future growth (1/2)

Orderbook (peak annual revenues for new business)



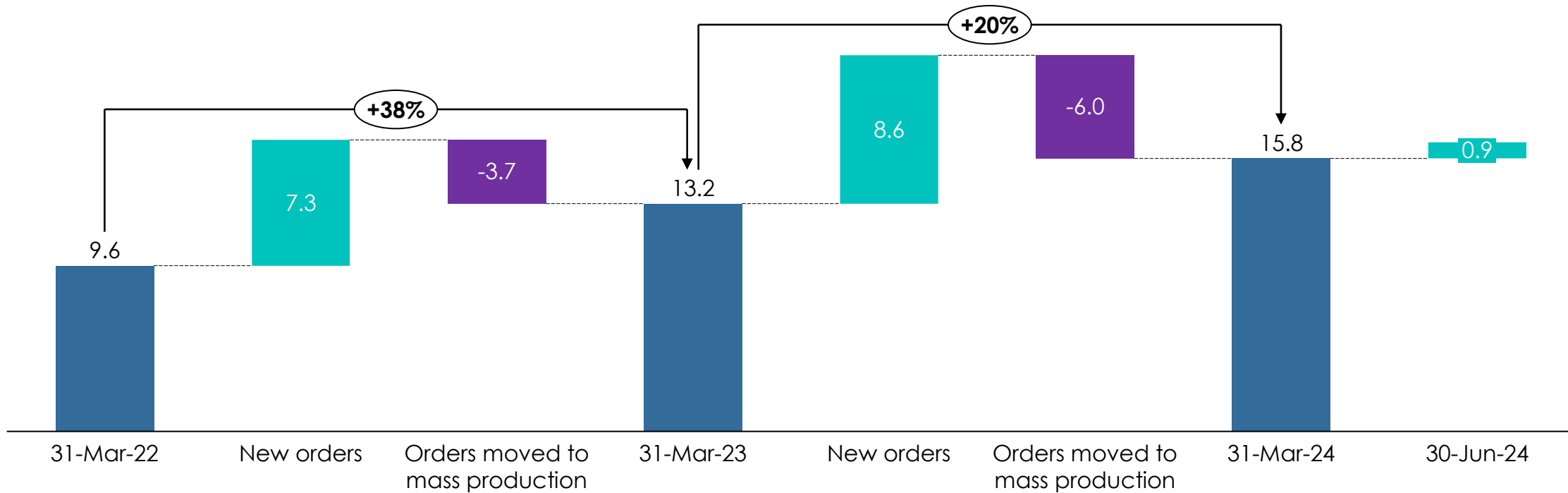
Represents LOIs / POs for which production has started beyond 1-Apr-2024 or is yet to start.

(1) Represents peak annual revenues

Strong and diverse business pipeline for future growth (2/2)

Rs in Billion

Build-up of peak annual revenues

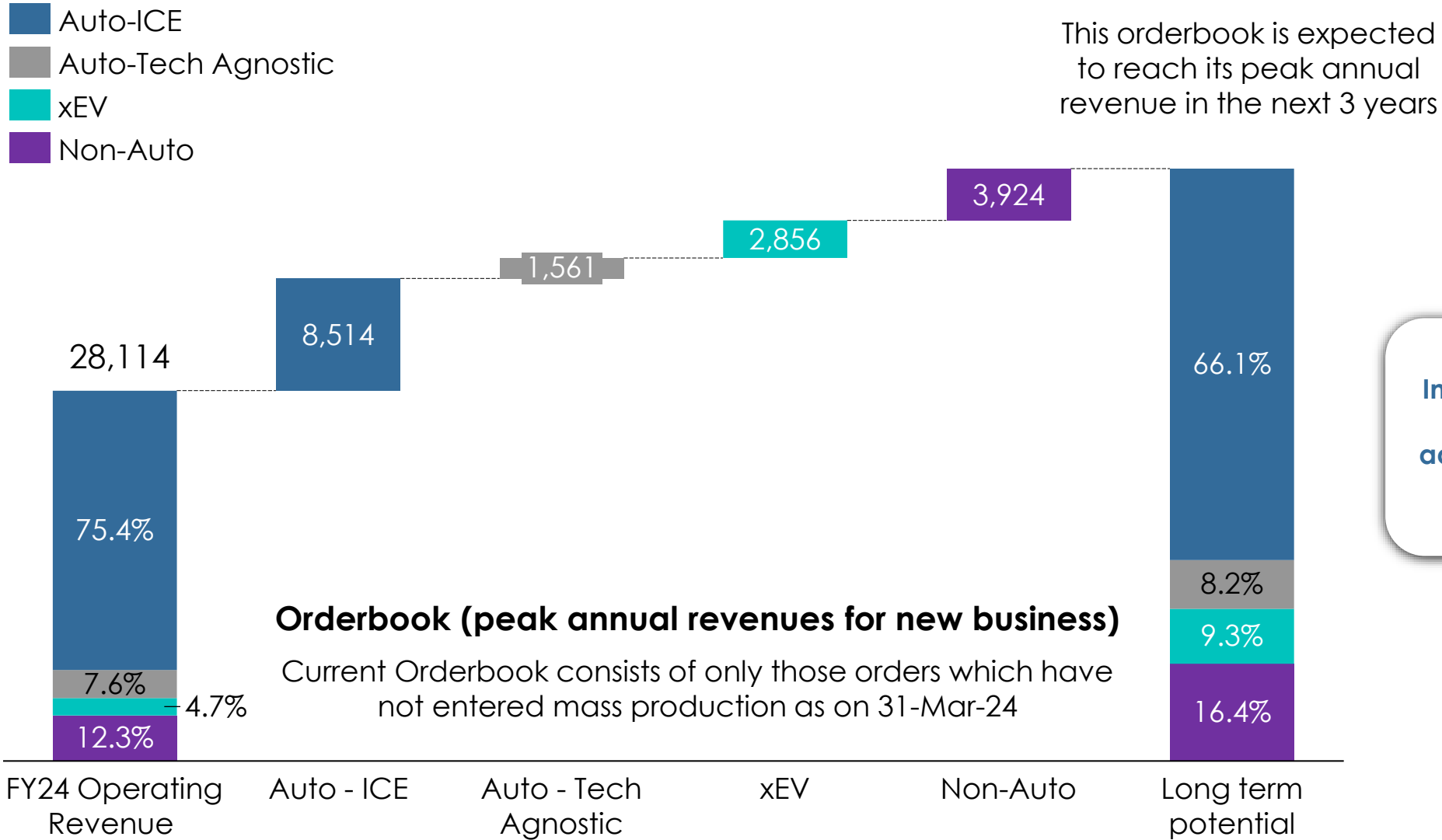


Represent orders which moved to mass production as on 1-Apr-24, peak value of these orders shall reflect in the topline once they reach maturity

Represents LOIs / POs for which production has started beyond 1-Apr-2023 or is yet to start.
(1) Represents peak annual revenues

346 LOIs/Purchase Orders from 75 customers in the auto and 46 customers in the non-auto sector

Rs in Mln

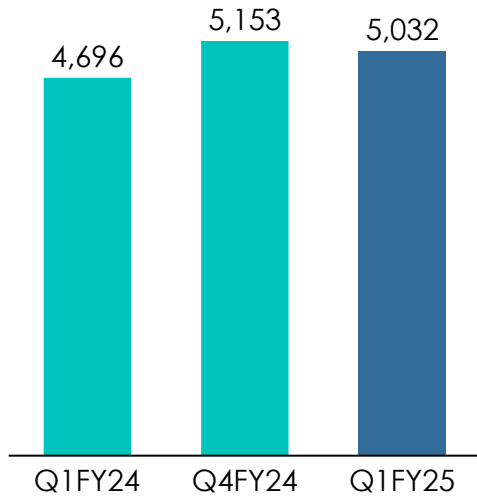


In addition, the company is continuously working on adding new orders in all the segments

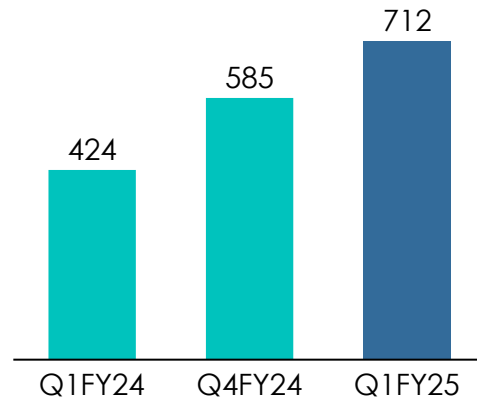
Sales Mix Trend: By End-Use Segments

Rs in Mln

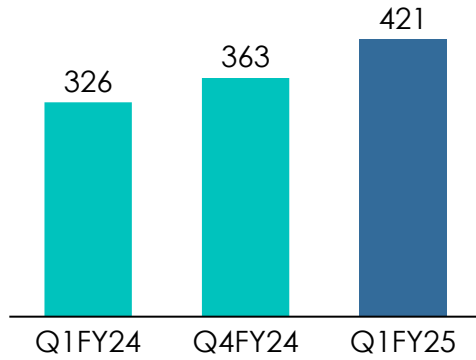
Auto – ICE



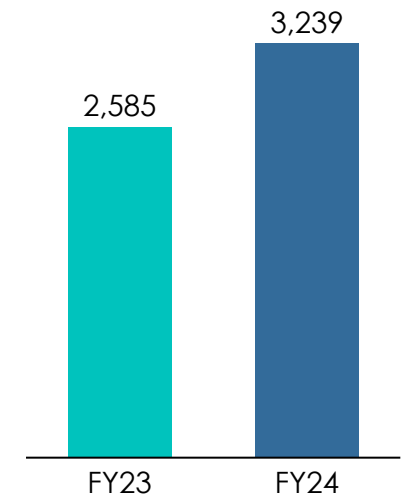
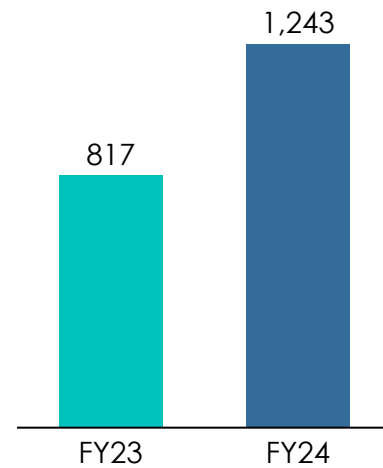
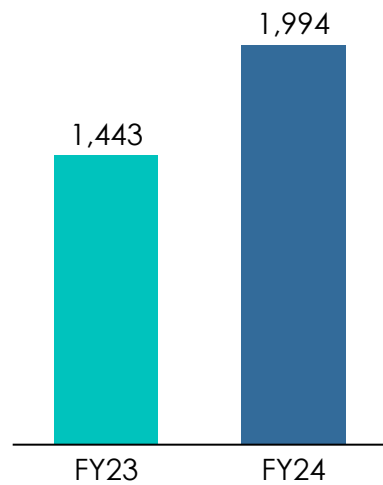
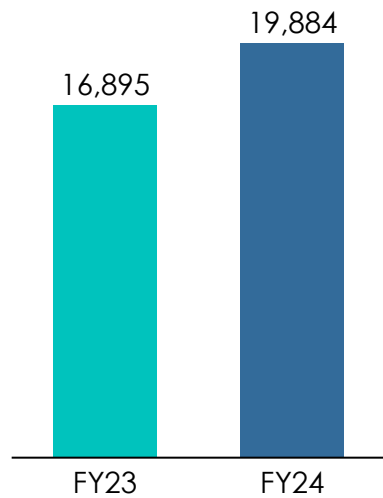
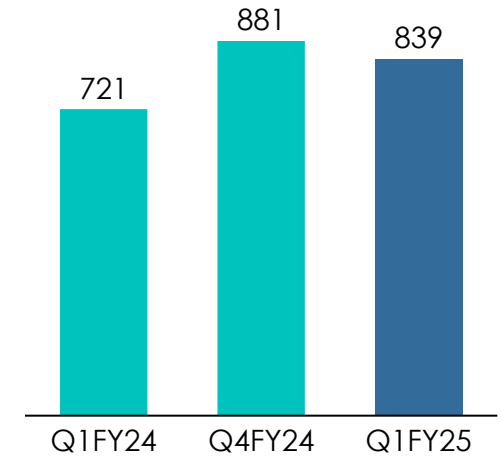
Auto-Tech Agnostic



xEV



Non-Auto



Sales Mix: By Geographies

Sales mix (%)	Q1FY25	Q1FY24	Q4FY24	FY24	FY23
India	67.6%	68.4%	66.8%	68.7%	71.6%
Europe	19.6%	19.5%	19.7%	18.3%	17.6%
USA	10.1%	9.0%	9.9%	9.9%	7.2%
Other Foreign Countries	2.7%	3.1%	3.6%	3.1%	3.6%
International	32.4%	31.6%	33.2%	31.3%	28.4%
Exports from India	27.4%	24.4%	28.1%	25.2%	21.7%
Sweden Sales	5.0%	7.2%	5.1%	6.1%	6.7%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%

Visible growth in the revenue contribution from xEV segment

17%
of orderbook

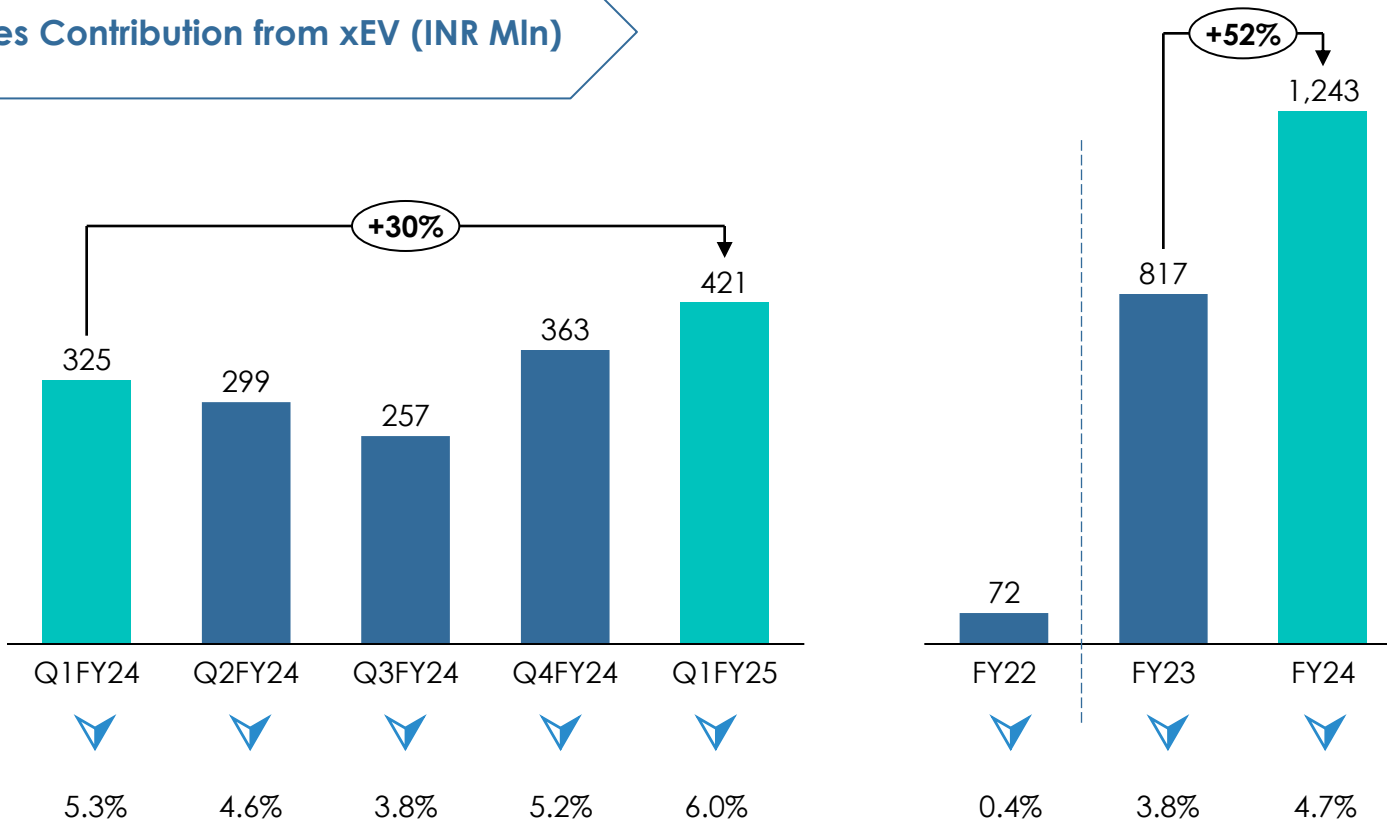
18* xEV
Customers

11 (2W)

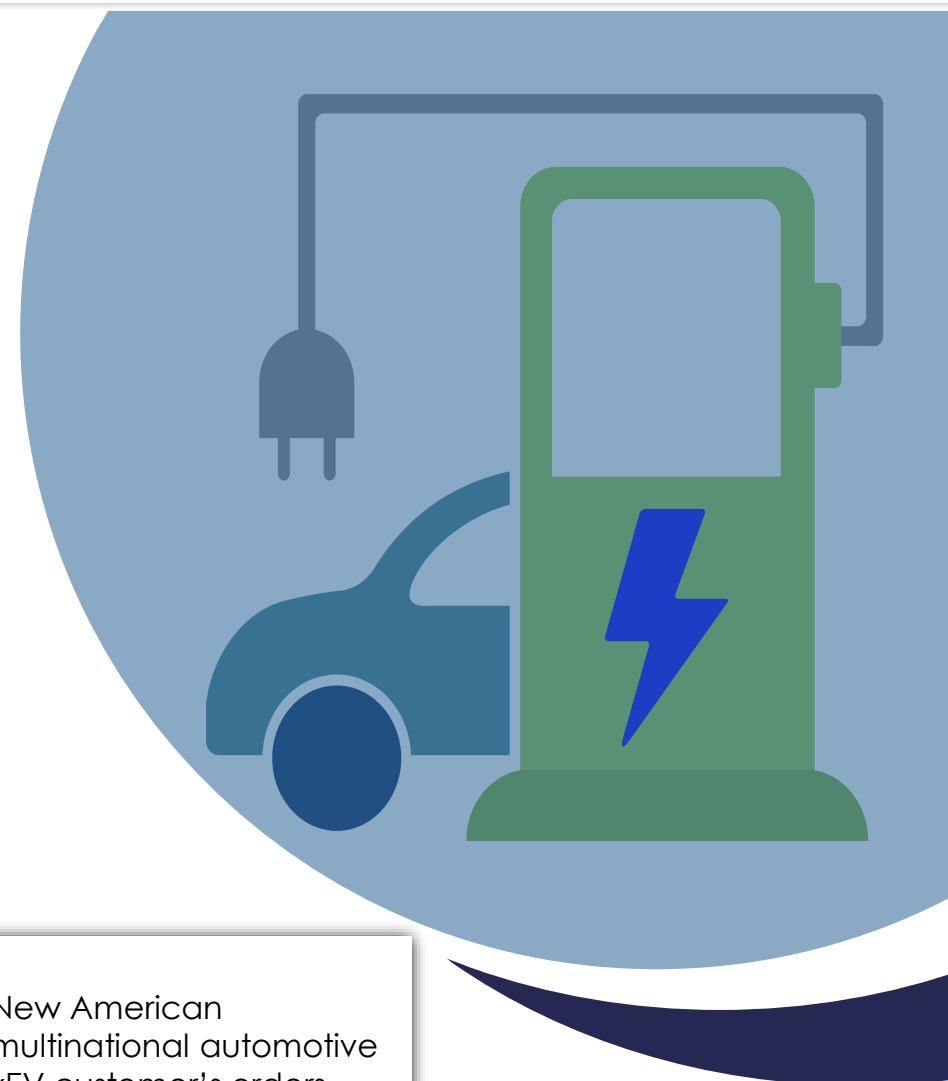
5 (PV)

2 (CV)

Sales Contribution from xEV (INR Mln)



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 Account

Particulars (Rs. in Mn)	Q1FY25	Q1FY24	YoY	FY24
Revenue From Operation	7,439	6,601	13%	28,114
Cost of goods sold (incl power & fuel cost)	4,330	3,968		16,877
Gross Profit	3,109	2,633	18%	11,237
Gross Profit Margin	41.8%	39.9%		40.0%
Employee benefit expenses	1,068	910		3,798
Other Expenses	766	579		2,641
EBITDA	1,275	1,144	12%	4,799
EBITDA Margin	17.1%	17.3%		17.1%
Other Income	3	4		24
Depreciation and amortisation expense	400	349		1,495
EBIT	879	799	10%	3,328
EBIT Margin	11.8%	12.1%		11.8%
Finance Cost	193	189		770
Profit before Tax	686	610	13%	2,558
Share of net profit of associates accounted for using the equity method, net of tax	0	0		5
Tax	185	158		687
Profit After Tax	501	452	11%	1,875
Profit After Tax Margin	6.7%	6.8%		6.7%
EPS – Basic (Rs.)	9.24	8.43		34.83
EPS – Diluted (Rs.)	9.16	8.30		34.40

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



“AIRBUS” #NewSteps2023



General Motors For Outstanding Performance



Company Overview

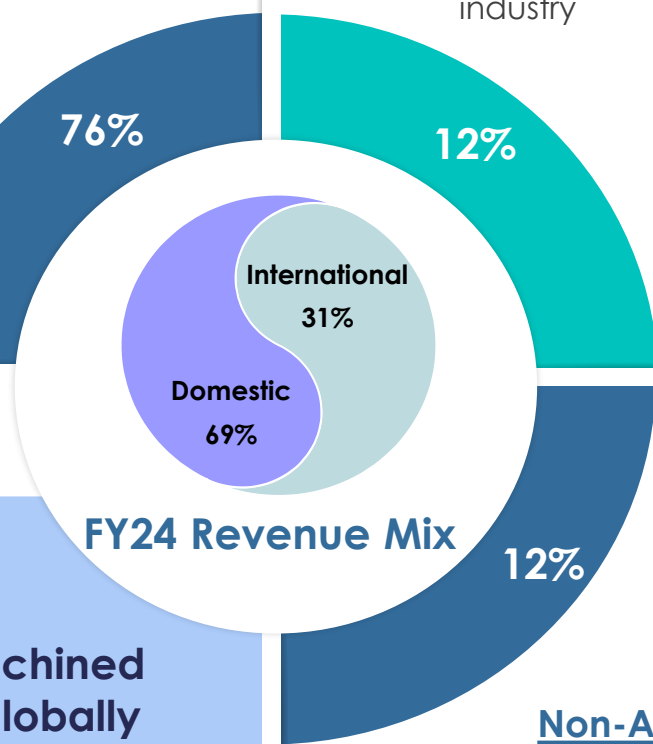
Auto ICE

Prominent player with longstanding OEM relationships

36% Motor-cycles	6% Scooters
23% PV	10% HCV

Tech Agnostic & xEV

Emerging player working with marquee names in the industry



Non-Auto

With addition of new facility, focused to grow aerospace & defence business at a faster clip. Strong relationships with major A&D players

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

Strong execution capabilities

17
Integrated manufacturing facilities

500+
Dedicated engineering team including aerospace, machine building & automation

Professional management

- › Distinguished board and experienced management team
- › Professional leadership – Group CEO, CFO & COO each with three decades of rich experience

Robust financial performance



Rs 28,114 Mln

FY24 Revenue from operations*
20% YoY Growth



Rs 4,799 Mln

FY24 EBITDA – 17.1% margin
25% YoY Growth



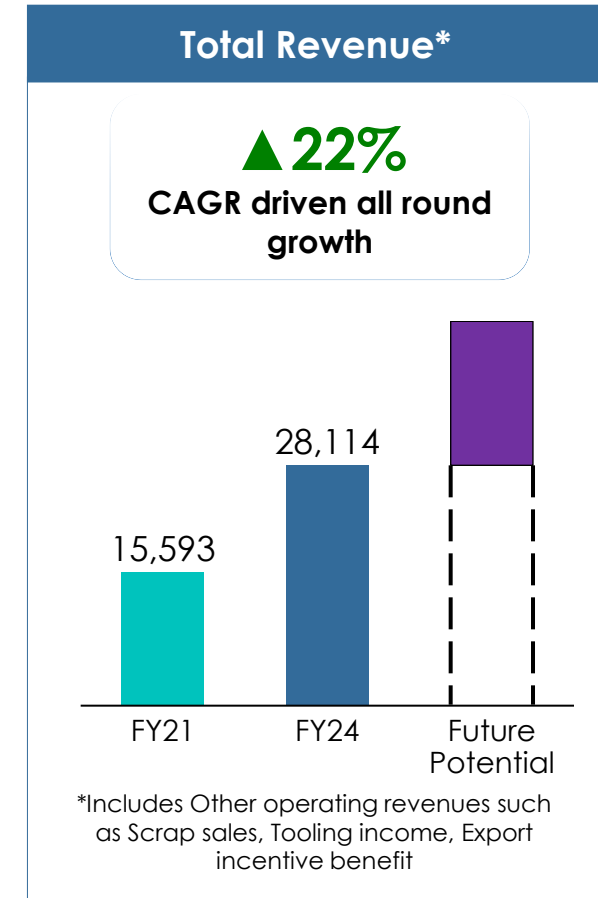
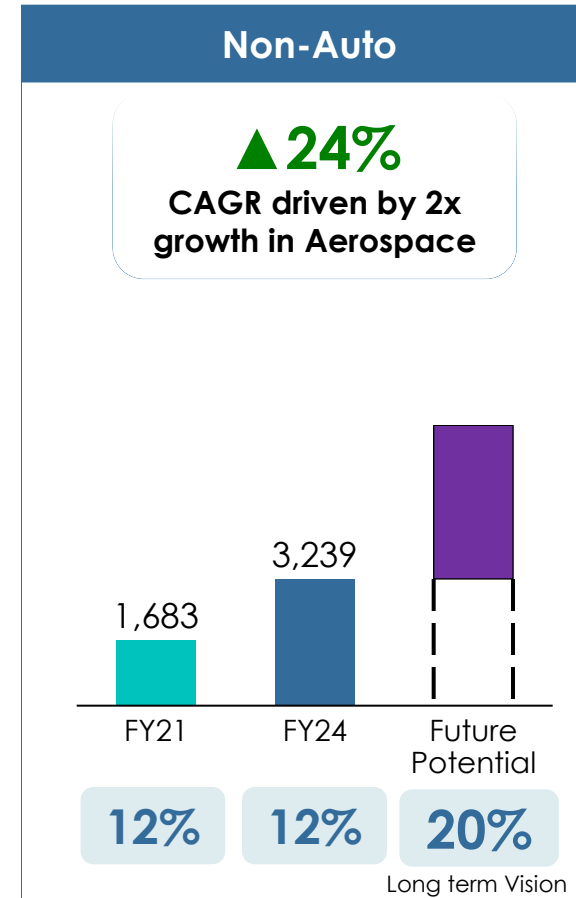
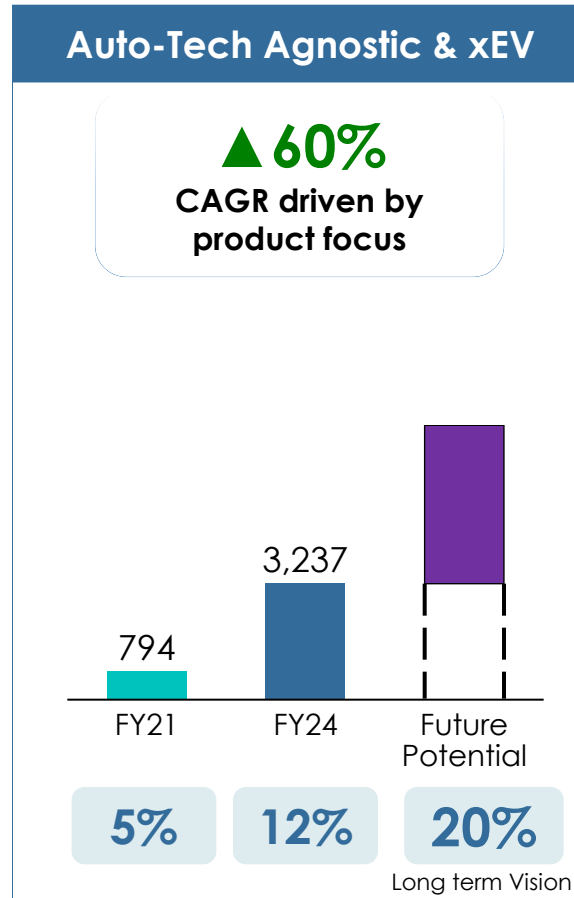
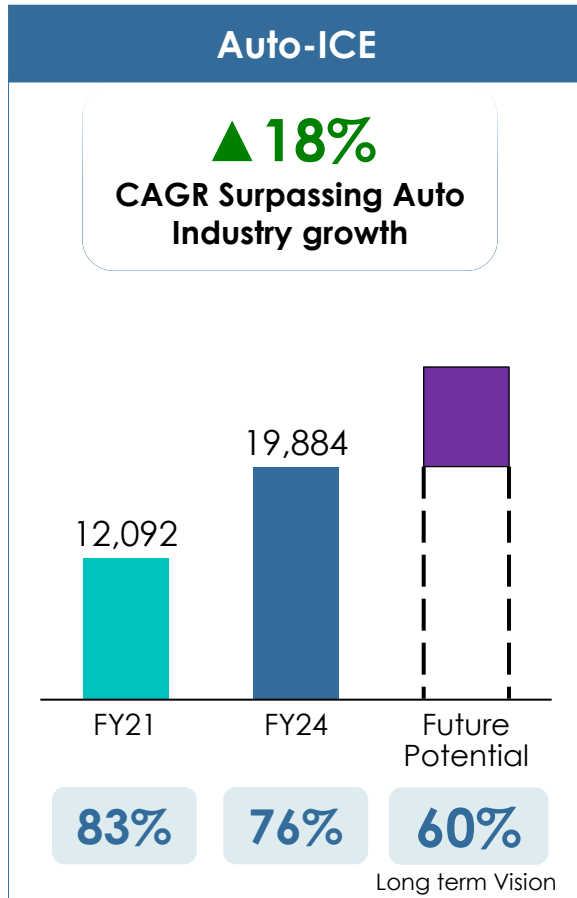
Rs 16,855 Mln

Orderbook Jun'24 (peak annual revenues for new business after removing orders that moved to mass production in FY23)

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

Solid growth across end-markets

Rs in Mln



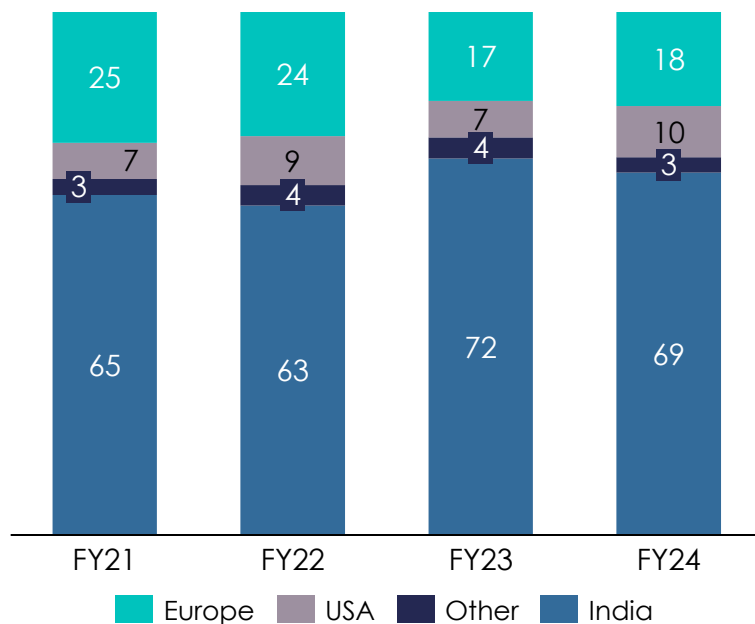
 Order Book

Contribution to sales

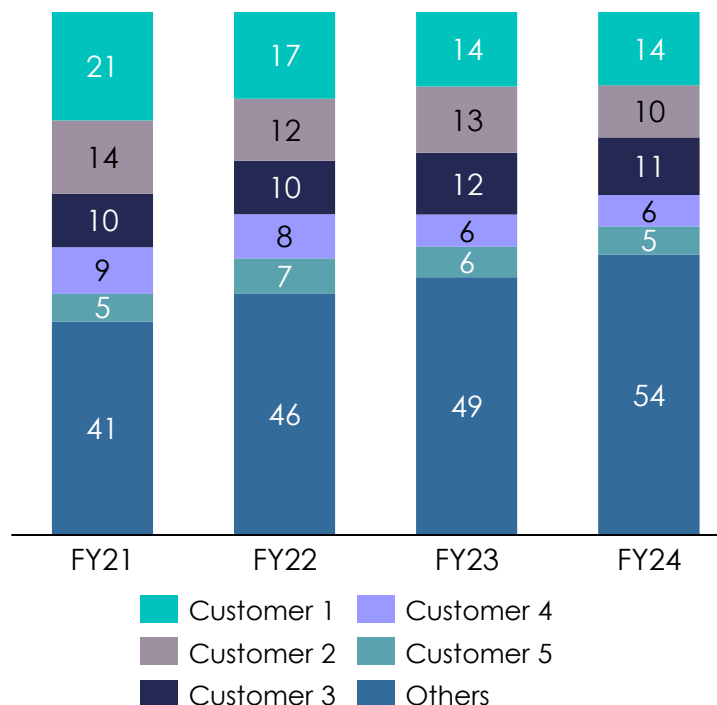
Diverse revenue profile

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
Auto ICE	83%	78%	75%
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%
Non Auto & Tech Agnostic	14%	18%	20%
Connecting rods - Non-Auto	3%	4%	5%
Crank shaft	2%	2%	1%
Stem comp	3%	4%	3%
Others - Non auto	6%	8%	10%
Aerospace	3%	4%	5%
Total	100%	100%	100%

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

1. Based on sale of products

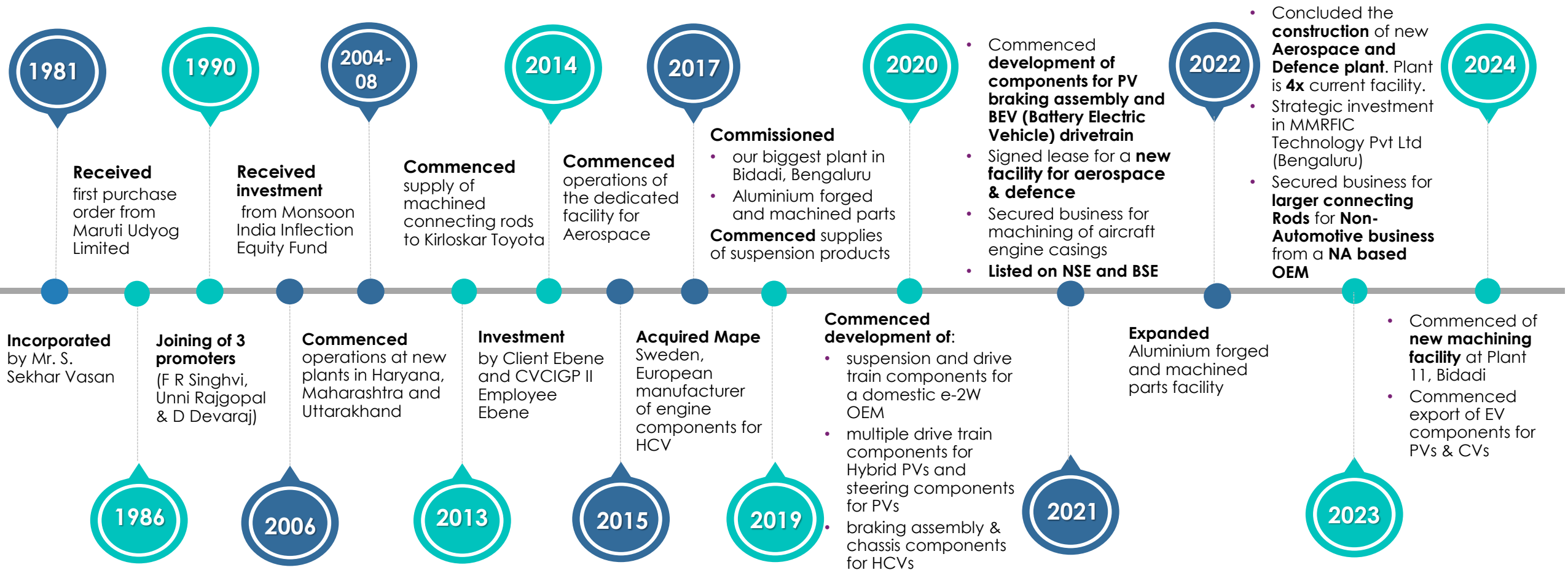
*Some customers may appear in more than one category

Strategic pillars

- Track record of growth & diversification
- Wide range of product offerings
- Diverse sectoral revenue profile
- Well entrenched customer relationships
- Strong execution capabilities














Track record of growth & diversification

Over the four decades, Sansera has created differentiated products and diversified across product categories as well as geographies


















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			
Product Offerings	 RA  Integral Crankshaft	 Integral CR  Fork Shift	 Crankshaft  Balancer Shaft	 Fractured CR  RA (DLC)	 Split CR  Fork Shift	 Fractured CR	 Split CR	 Fork Shift
Sales Mix FY24	Motorcycles 36.1%		Scooters 5.8%		22.8%		9.9%	
Q1 FY25	35.5%		6.2%		19.4%		10.1%	
Key Customers (Indian and Global)	Indian › All major Two-Wheeler OEMs		Global › European, US and Japanese premium Two-Wheeler OEMs		Indian › Major Japanese and European PV OEMs › Indian multinational automotive manufacturing company	Global › Leading North American and European PV OEMs › Global Tier 1 Supplier	Indian › Leading Indian and European OEMs › Global supplier of actuation and motion control systems	Global › Leading European, Japanese and US OEMs › Global suppliers of braking systems

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>2W / e-2W</p>  <p>Chassis Parts</p>  <p>Stem Comp Steering</p>  <p>Aluminum forged parts</p>	<p>PV / Hybrid / B-EV</p>  <p>Steering Parts</p>  <p>Tow Hook</p>  <p>Braking System Component</p>	<p>CV</p>  <p>Chassis Components (Cabin Tilt System)</p>  <p>Braking System Components</p>  <p>Integral Crankshaft (Braking System)</p>	<p>2W</p>  <p>Drive Train Part</p>  <p>Drive train Parts</p>	<p>PV</p>  <p>Drive Train Part</p>  <p>Drive Train Part</p>	<p>CV</p> <p>Transmission Parts</p>  <p>Clutch collar</p> 
Sales Mix FY24	7.6%			4.7%		
Q1 FY25	10.2%			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
Product Offerings	<p>Seating parts</p> <p>Aerostructure Parts</p> <p>Lighting parts</p> <p>Door assembly</p> <p>Cargo systems</p>	<p>Fractured Split</p> <p>Gear Shifter Fork</p> <p>Crankshaft</p> <p>Rocker Arms</p>	<p>Fractured CR</p> <p>Cam Shaft</p> <p>Pump Barrel</p>	<p>Fractured CR</p> <p>Split CR</p> <p>Integral Crankshaft (Stationary Engine)</p> <p>Crankshaft</p> <p>Pump Barrel</p>
Sales Mix FY24	4.2%	4.3%	2.1%	1.7%
Q1 FY25	3.7%	4.3%	2.3%	1.7%
Key Customers (Indian and Global)	<p>Indian</p> <ul style="list-style-type: none"> › Leading Indian Tier 1 supplier <p>Global</p> <ul style="list-style-type: none"> › Global Tier 1 suppliers › Global European aircraft OEM › Global North American aircraft OEM 	<ul style="list-style-type: none"> › Global Recreational Vehicle OEM 	<ul style="list-style-type: none"> › Indian arm of a global supplier of fuel injection systems › Indian arm of a global engine-based fuel and air management systems manufacturer 	<ul style="list-style-type: none"> › Global OEM of Earth Moving Equipment › Indian arm of a global manufacturing and supply chain management co. › Subsidiary of a leading global power tools manufacturer › Global marine engine manufacturer

Well entrenched customer relationships

India

Within India, relationship with
All major 2 W OEMs

Relationship with **5 Key** PV OEMs,
accounting for **54%** of Market share

30+ years of relationship
with the **Leading** PV OEM

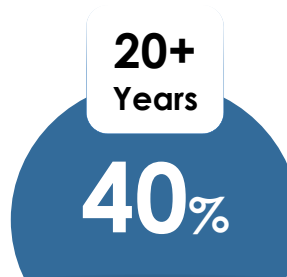
Relationship with **4 out of top 5**
EV OEMs

Relationship with **6 out of top 10**
LV OEMs

Relationship with **3 out of top 10**
MHCV OEMs

Relationship with **3**
major EV OEMs

Global



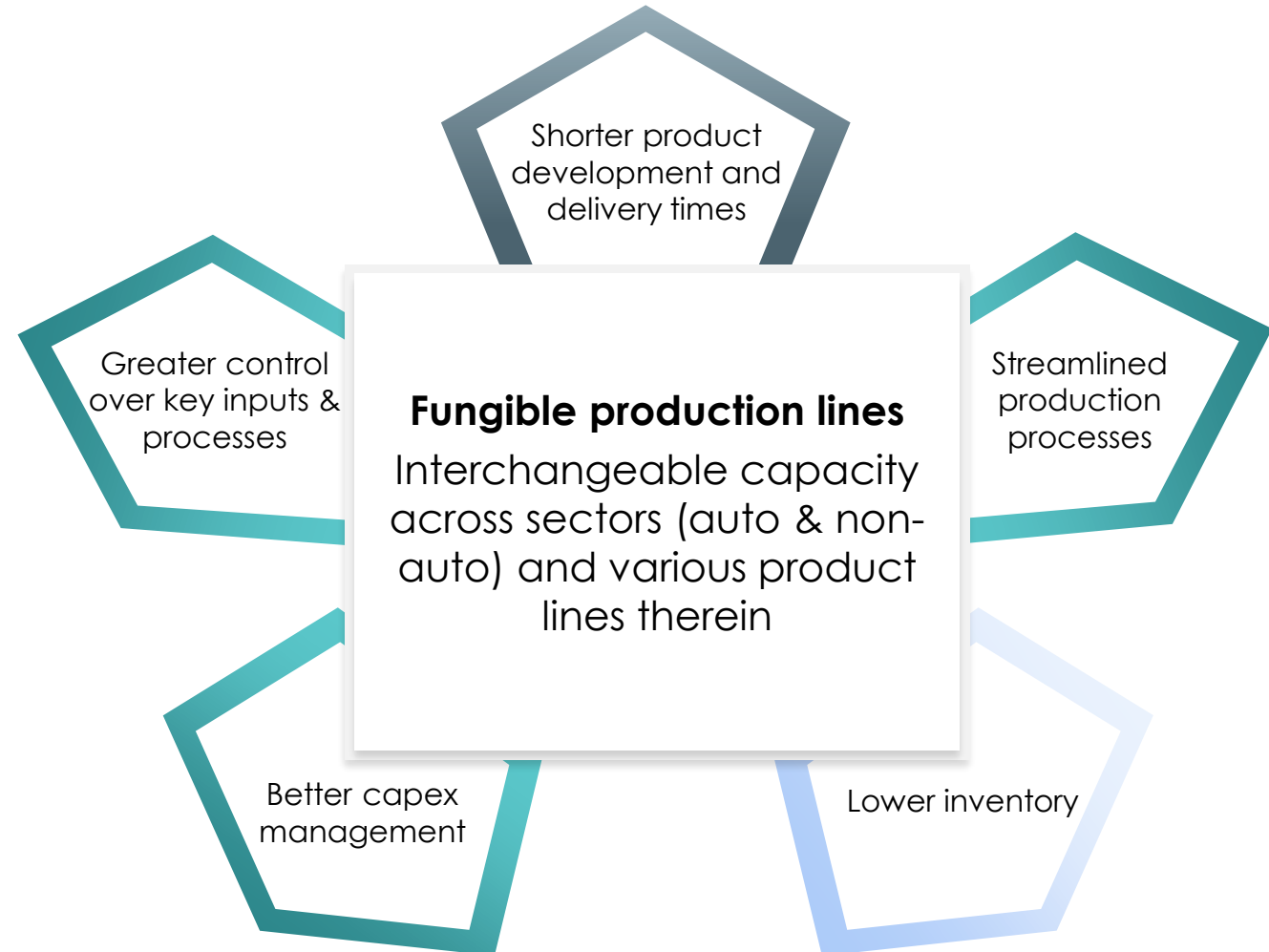
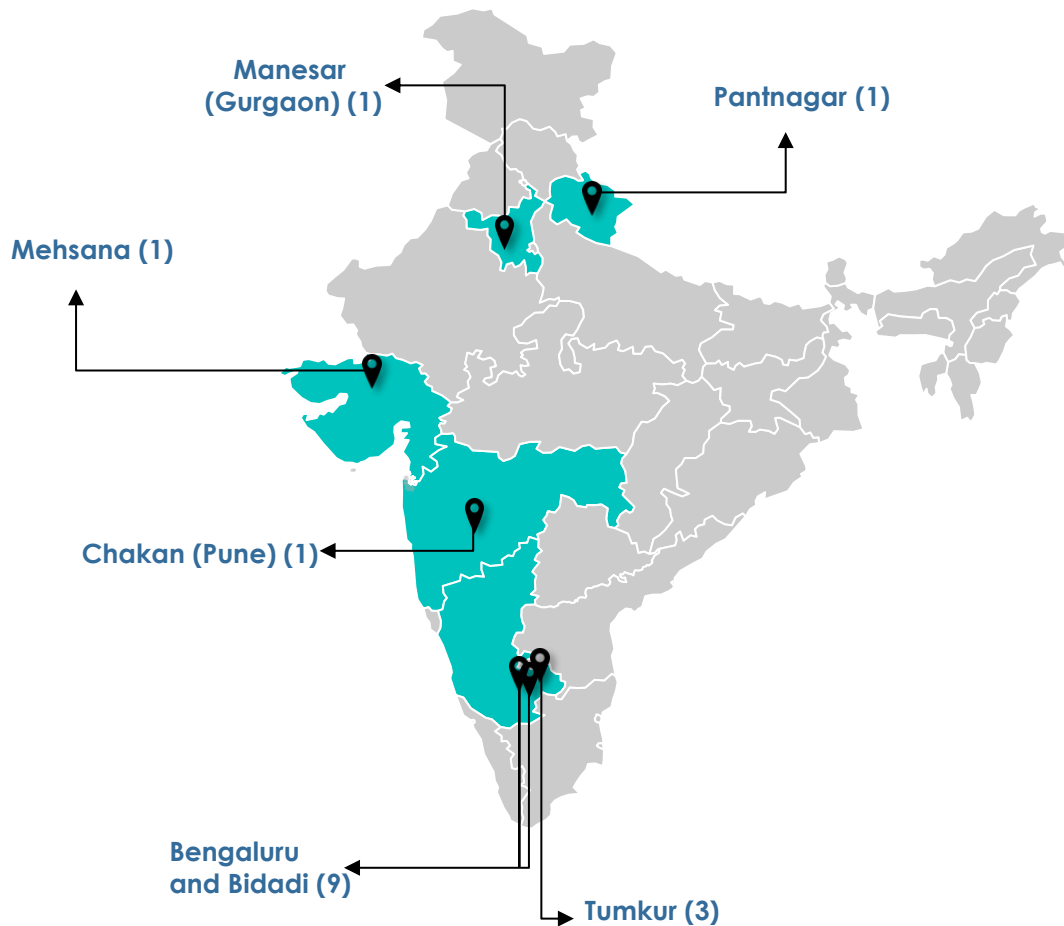
Longstanding relationships

Continuous new
customer addition

Longevity of relationship with top 20 customers

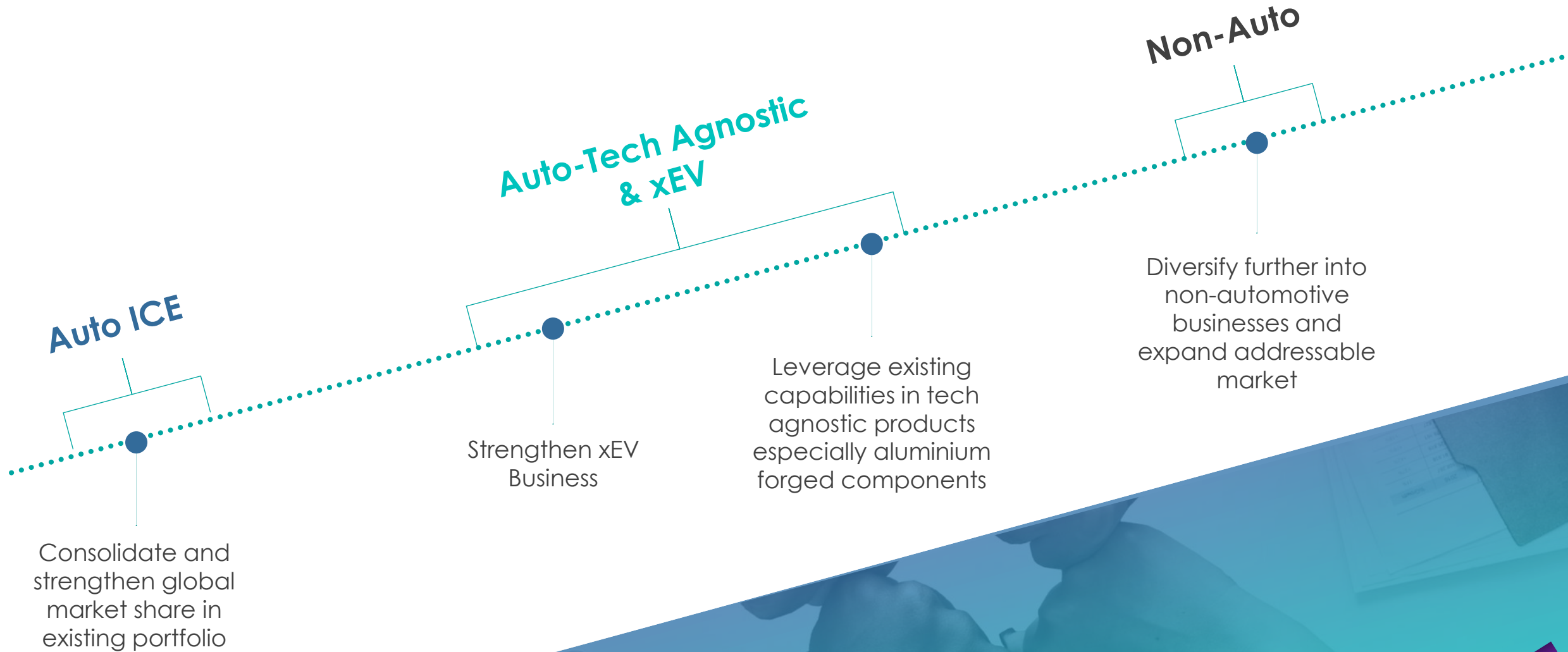
- › **Highest level of expertise** along with **abundant of experience** helps in executing complex engineering products
- › **Long-standing relationship** with customers including top domestic as well as international **OEMs**
- › Stringent customer audits, approvals and requirements adhered too
- › Focused on cornering **higher wallet-share** with clients
- › Continued focus on becoming the **first stop supplier** to our customers

Sansera has 16 plants in operation across India and 1 in Sweden
All its facilities are located in close proximity to the client production facilities





Levers for future growth



Indian market

Two wheelers



Largest supplier of connecting rods, rocker arms and gear shifter forks

Light Vehicles



Largest supplier of connecting rods and rocker arms

International market (Connecting Rods)

Light Vehicles



Top 10 supplier of connecting rods

Commercial Vehicles



Key industry trends

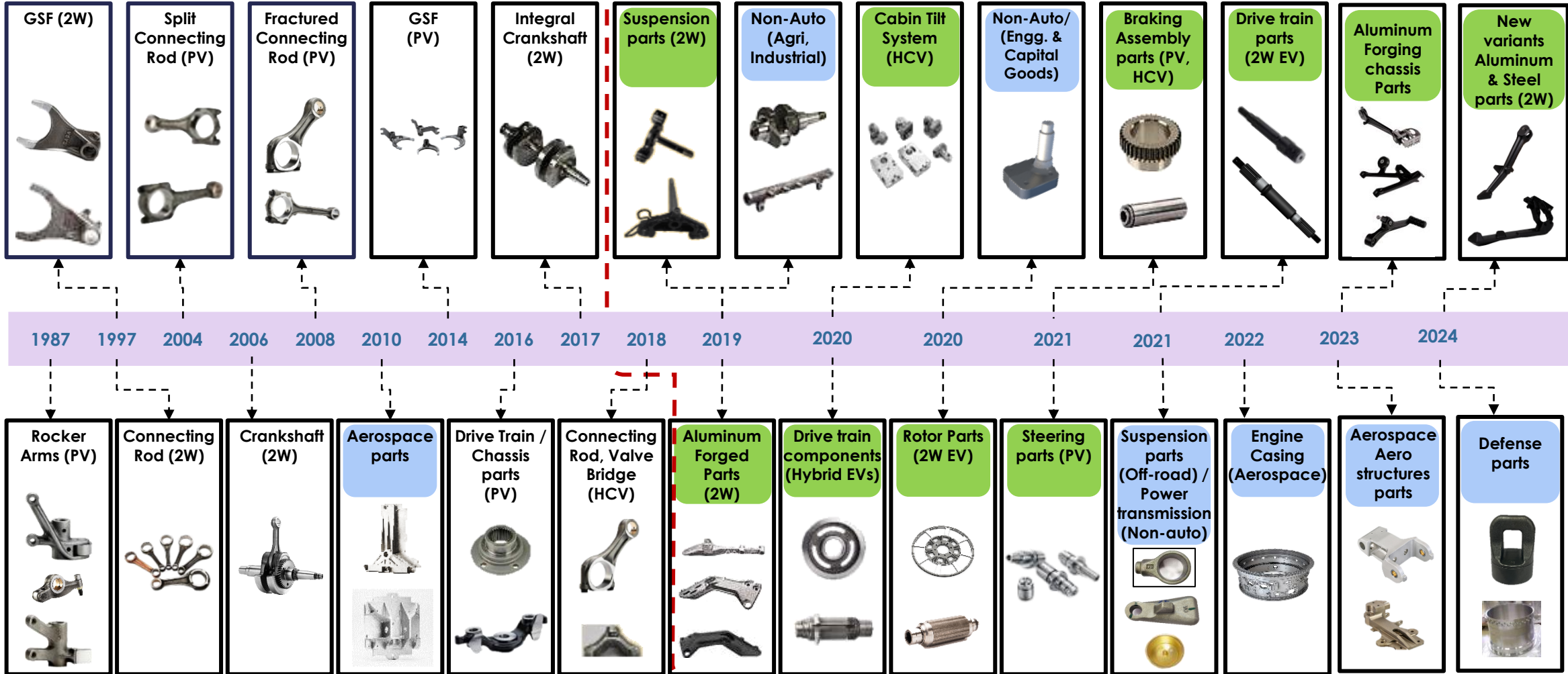
- › Faster engine upgrades
- › Rising outsourcing trend from OEMs and creating a dependency for supply
- › China+1 and Europe +1 themes in play
- › High focus on light weighting

Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements and emission norms

Product portfolio transformation

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

High focus on new age comps in Auto side and Non-auto comps in recent years



EV / Tech-agnostic / Aluminium Comps

Non-Auto Comps

Strengthen xEV Business

Sansera endeavors to be ahead of the curve in the EV space with a clear emphasis and focus on development of a new mobility world

◆ Wealth of experience in ICE providing solid foundation for growth in the EV space

◆ Strong R&D and design capabilities to meet the requirements of both traditional OEMs and new-age players in the EV space

◆ Significant progress in winning multiple orders for Aluminum forged and machined comps which supports light weighting initiatives

◆ Broader product portfolio with a higher kit value

◆ Leveraging longstanding relationships with OEMs to increase penetration

◆ Recent wins with marquee global customers demonstrate momentum

◆ Completed setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru

◆ Rapid growth in EV space is expected in line with the mass production of our customers





MMRFIC is a Research, Design and Manufacturing entity, building sub-systems for next generation Radars by leveraging machine learning with artificial intelligence and, mm-Wave Sensors with hybrid beam forming capabilities

Deal Size



INR **200** Mln
completed

~21% stake based on actual

FY24 EBITDA

Date – March 2023

**Sansera has right to invest and increase stake up to
51% at a predefined valuation formula**



- We will continue to focus on
 - Delivering high quality products to customers
 - Capital efficiency
 - Consistent performance
- Maintain momentum to grow non-auto business
- Continue to add high tech products to the portfolio
- Enhance exports in auto and non-auto space
- Explore inorganic growth opportunities

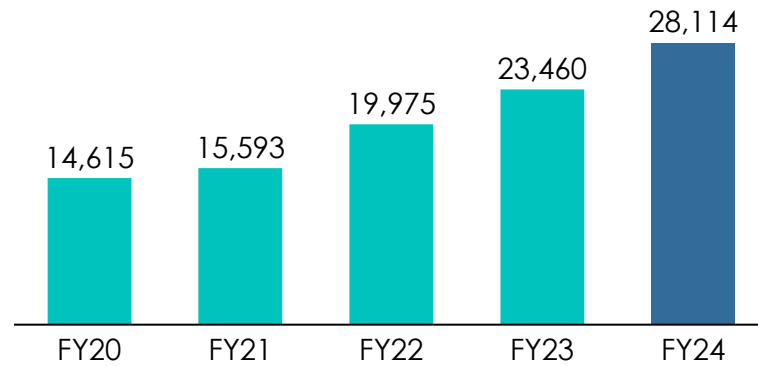


Historical Performance

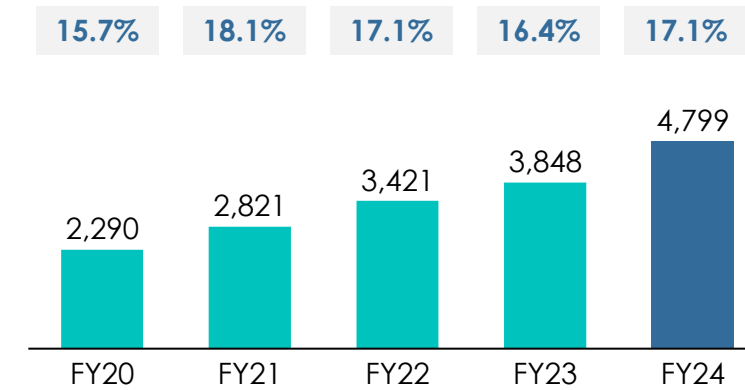
Historical Performance Highlights

Margins
Rs in Mln

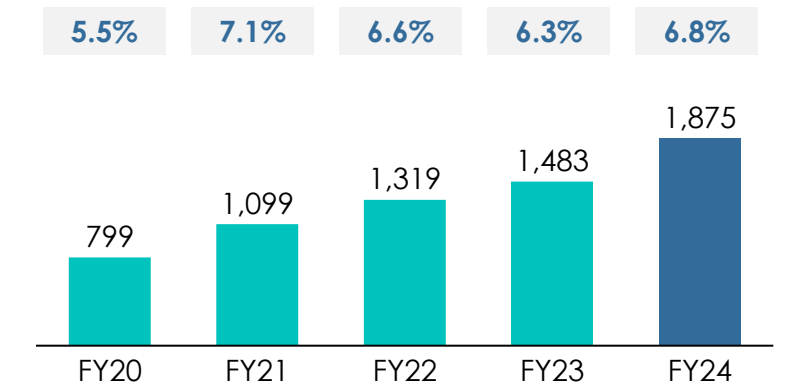
Revenue from Operations*



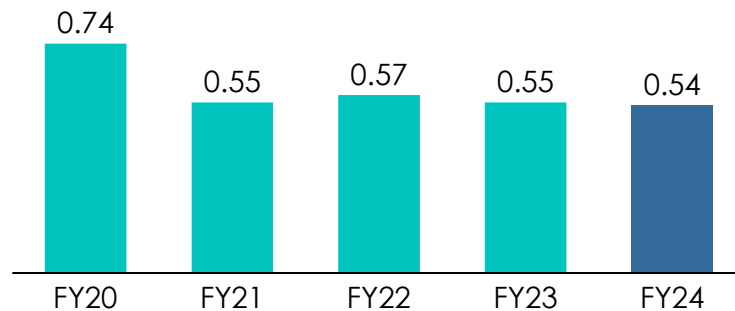
EBITDA



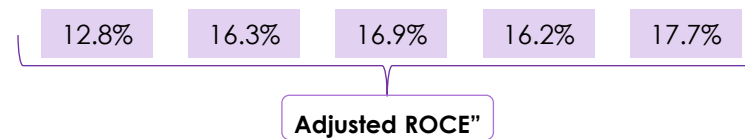
PAT



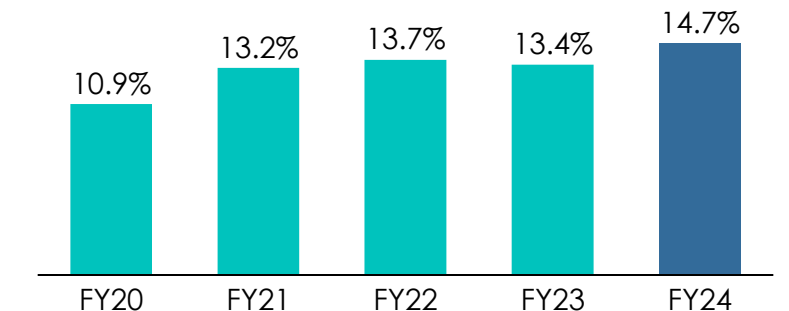
Net Debt / Equity



ROCE(%)



ROE(%)



ROCE : TTM EBIT / Average Opening & Closing Capital Employed (Equity + Net debt)

ROE : TTM PAT / Average Opening & Closing Network

*Adjusted ROCE is excluding "CWIP" from the "Capital Employed"

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

Consolidated Statement of Profit and Loss

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



Annexure



S Sekhar Vasan

Chairman and Managing Director

- › **40 years of experience in the field of manufacturing of precision products, with Sansera since incorporation**
- › PGDM from IIM Bengaluru and Bachelor of Technology from IIT Madras



F R Singhvi

Joint Managing Director

- › **40+ years of professional experience with 15+ years at Sansera guiding automobile and aerospace business**
- › Previously with M/s. Singhvi, Dev & Unni (C.A.) Chartered Accountant



B R Preetham

Executive Director & CEO

- › **30+ years of experience and has oversight across all areas of business including developing and maintaining relationships with suppliers**
- › Bachelor of Engineering from Bangalore University



Muthuswami Lakshminarayan

Non-Executive, Independent Director

- › Previously, held the position of MD at Bosch and Harman International
- › Masters' degree in Technology from IIT Bombay



Revathy Ashok

Non-Executive, Independent Director

- › Previously with Tishman Speyer & CFO of Syntel
- › Awarded '**Faculty medal for Best Performance**' – **Habitat & Environmental Studies**
- › PGDM from IIM Bengaluru



Samir Purushottam Inamdar

Non-executive Independent Director

- › Over 40 years of experience
- › Previously, **held President & CEO position of major businesses of General Electric in South Asia and as the CEO & Managing Director of Tyco Electronics in South Asia, for over 11 years**
- › PGDM from IIM Calcutta and Bachelors in Mechanical Engineering from Mumbai University

Sansera is an employee driven, professionally managed organization.

Majority of the senior management has been with the Company for more than 10 years and have led the expansion of our product families and customer base, resulting in business growth and diversification



B R Preetham
Executive Director & CEO



Vikas Goel
CFO

- › **30+ years of experience**
- › Previously worked with Ingersoll-Rand, Stanley Black & Decker, Weir and Motherson Sumi
- › Member of ICAI; Associate member of ICWAI; Bachelor of commerce from the University of Delhi



Praveen Chauhan
Head of Corporate Strategy

- › **36+ years of experience, ~18 years at Sansera**
- › Previously worked with Maruti Udyog Limited
- › Diploma in Automobile Engineering from Board of Technical Education Delhi



Rajesh Kumar Modi
Chief Legal Officer & Company Secretary

- › **24+ years of experience** in the legal and secretarial field, **4+ years at Sansera**
- › Bachelor of law and MBA from Barkatullah University, Bhopal, Member of ICSI



Satish Kumar
Chief Engineering & Technical Services officer

- › **35+ years of experience** in Operations, Business Development. **24+ years at Sansera**
- › Bachelor of Engineering from Bangalore University



Vidyadhar Janginamath
Head Engineering Design

- › **29+ years of experience, 15+ years at Sansera**
- › Responsible for the engineering department
- › Bachelor of engineering from Karnataka University



P R Suresh

Head Corp. Training & Quality system and Chief Risk Officer

- › **30+ years of experience** in the fields of quality systems management
- › Supervises the corporate training and quality systems department
- › Bachelor of Engineering from University of Mysore and an MBA from Indira Gandhi National Open University



Rakesh S B

Head Aerospace Division

- › **30+ years pf experience** in various fields including sales, marketing and aerospace engineering, **6+ years at Sansera**
- › Bachelor of engineering from University of Mysore



Anil Patil

Chief Quality Officer

- › **22+ years of experience** in Quality Management and Operations Excellence
- › MBA in Operations Management and Supervision from Indian Institute of Business Management and Studies
- › Diploma in Automotive Engineering from Maharashtra State Board of Technical Education



Pattabhiraman Raghuraman

Chief - Strategic Sourcing and Supply Chain Management Officer

- › 20+ years of experience, he has worked with Enphase, Ford, Sanmar Foundries
- › B.E. in Metallurgy and Executive Post Graduate Diploma in Business Management



Madhukar Bhat

Chief Human Resources Officer

- › **25+ years of experience** in Human Resources Management and Industrial Relations / Welfare
- › Master's in Social Work from Karnataka University and PG Certificate in Human Resources Management from XLRI, Jamshedpur



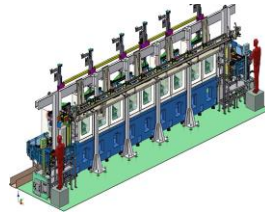
Sanjeev Sharma

Chief Sales and Marketing Officer (CSMO)

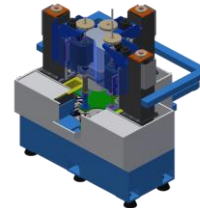
- › 25+ years of experience in Operations, Business Development. 16+ years at Sansera
- › Responsible for Sales and Marketing (Domestic and Exports)
- › Bachelor of Engineering from Bangalore University. MBA

550+ Dedicated engineering team supporting automotive, aerospace, machine building, automation & technical functions

In- House Machine Building Capabilities



Automated Cells

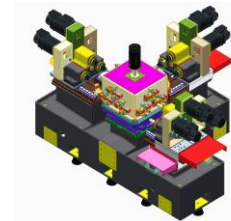


Vertical honing machines



Double disc grinding machines

8 station
special
purpose
machines



Rough Boring
Machine

Highlights

- › **1,100+** CNC Machines built in-house
- › **73** machines manufactured in 2023-24
- › **53** dedicated personnel in machine building division

Outcomes

- › Capital and operating efficiency
- › Reduced reliance on third party suppliers
- › High responsiveness to customer needs

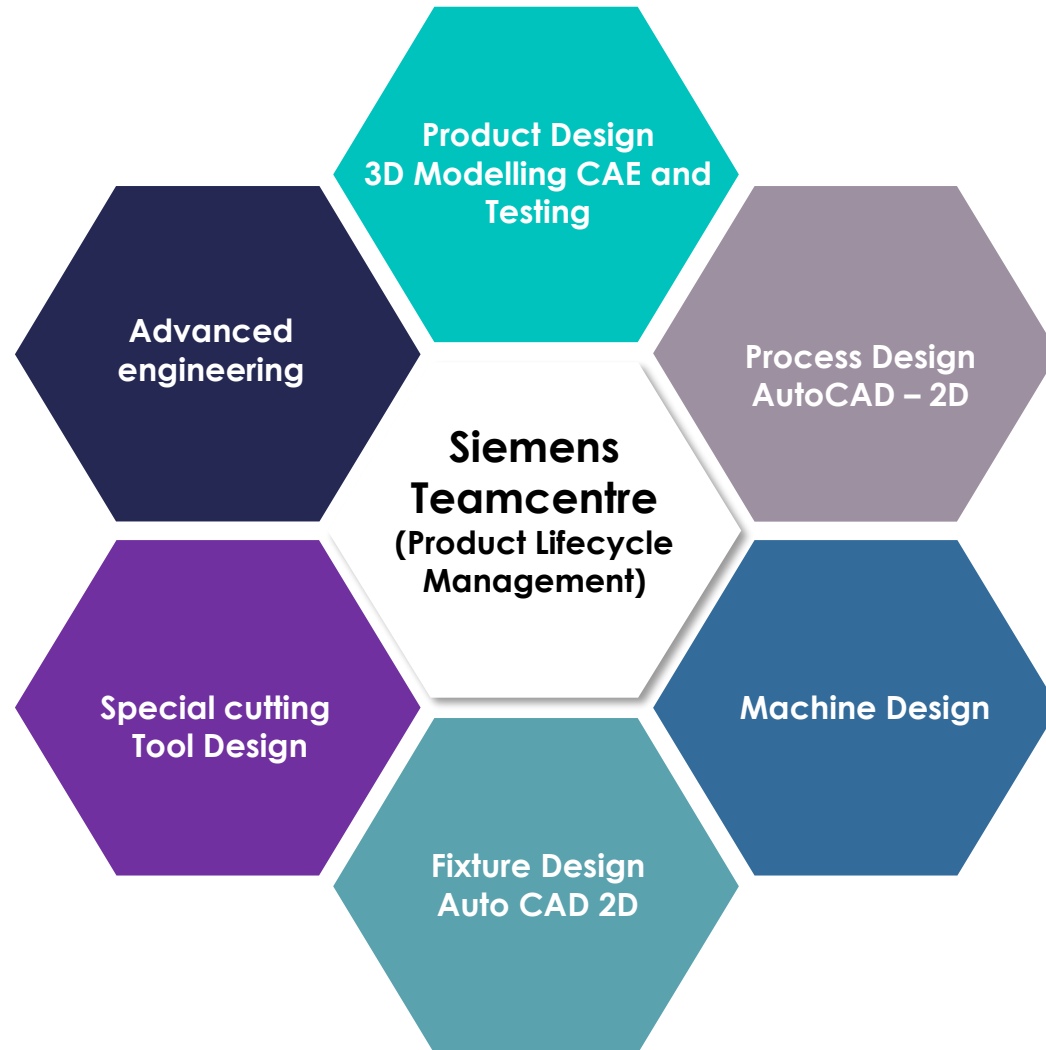
Automation Capabilities

Highlights

- › **46** Dedicated personnel in the automation division
- › Automated fracture and bolt assembly cells
- › Robotic final inspection cells
- › **208** Robots installed across all facilities

Outcomes

- › Increased Productivity
- › Increased Cost Control
- › Consistent Product Quality



Implemented Siemens PLM (Product Lifecycle Management) software to integrate all engineering activities and streamline project management

Awards & Accolades For The Period Gone By

		ACMA Gold Award for Sustainability Business & Safety 2024	Yamaha Supplier Conference 2024		
Honda Annual Supplier Convention 2023-24	Honda Motor India Delivery & Quality of Spare Parts during 2023-2024	Raytheon Premier Award for outstanding achievement in collaboration & customer service	Royal Enfield Reliable partner in Quality & Delivery 2023	Fanuc Robotics Best Automation Solution Award	V E Powertrain Quality and Delivery Excellence Award,2023
TIEI "Zero Defect Supplies" & "For Achieving Delivery Target 2022"	Ecovadis Silver Sustainability Rating 2023	Knorr-Bremse Best Development Support	Yamaha Appreciation award for delivery (2023)	Golden Peacock National Training Award For best training practices(2023)	TVS Consistent Quality Performance Year 2022-23
Honda Motorcycle & Scooter India "Delivery Management Award" (2023)	World CSR "Best Use of CSR Practices "(Manufacturing Industry) World CSR (2023)	ACMA Certificate of appreciation award on Sustainability (2023)	Quality Platinum award from Bajaj Auto (2023)	Boeing Excellent Supplier Performance (2022)	ET ascent Company of the year (Automotive) Business Leader of the year (2023)
GM Award launch Excellence award (2022)	Bajaj Quality Award BAL Q "Platinum" Award (2022)	Hero Next Sustainability Award Best Performance EARN Program (2022)	Bosch India Regional Supplier awards Long term Association Fitwel Forge(2022)	HMSI (Honda Motorcycle & Scooter India Pvt. Ltd.) award for Environmental initiatives (2022)	Godrej Outstanding Quality Award (2022)

Overview Of The Impactful Outcomes Of Summer Camp

- › **Holistic Development:** Through a well-rounded curriculum including yoga, meditation, creative activities, and special sessions on core subjects and languages, we fostered holistic development among participants.
- › **Environmental Awareness:** Educational visits, including the enlightening trip to Bannerghatta National Park, promoted environmental awareness and appreciation for nature conservation.
- › **Physical Health:** Regular yoga, pranayama, and meditation can improve physical health, flexibility, and overall well-being.
- › **Mental Health:** Meditation and yoga can help reduce stress, anxiety, and improve mental clarity and focus.
- › **Creativity and Self-Expression:** Creative activities can help students explore their creativity, improve problem-solving skills, and boost self-confidence.
- › **Social Skills:** Group activities and interactions with peers and instructors can help students develop social skills and build relationships.





Music



Yoga



Computer



Physical Education

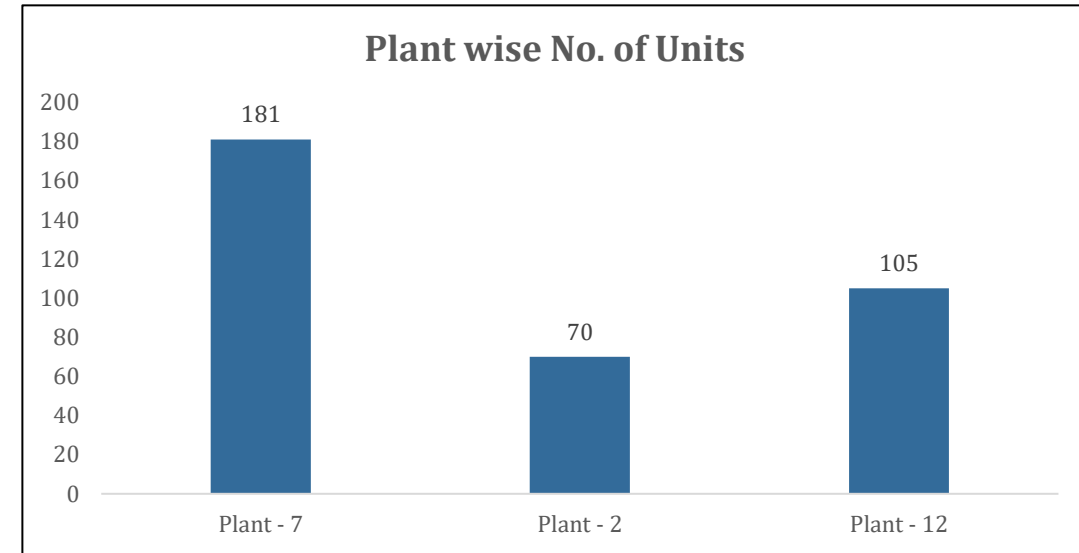


Computer Training Center at Sansera Gurubhavan Provides Training for Students



Recent CSR Activities Conducted In School: Blood Donation

Sl. No.	Date	Plant	No. of Units donated	Event Partner
1	17-04-2024	Plant - 7	67	Sankalpa Foundation
2	19-04-2024	Plant - 7	114	Narayana Hrudayalaya
3	22-05-2024	Plant - 2	70	Narayana Hrudayalaya
4	11-06-2024	Plant - 12	105	Narayana Hrudayalaya
Grand Total			356	-

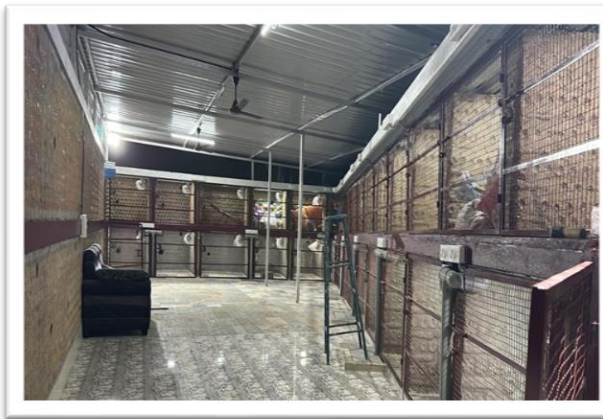




Best Teacher Felitation Programme Conducted At Plant - 7



Vehicle Support To 2 Physical Challenged Persons



Support To Animal Rehabilitation Center For Stray Dogs

Highly involved in ESG Practices (1/3)



5s Award given in Hargadde School September 2023



5s Activity at Schools Q2 2023



Initiatives taken in Education Sector (govt schools)



Rs. 24.9 Lakhs
Scholarship distributed
Scholarship Program



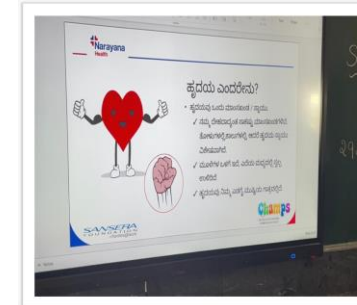
Voluntaries at School Independence day program



Supporting to Sports player



International Yoga day Celebration



Initiatives taken in Health Sector

BP Awareness Program in Bengur School

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

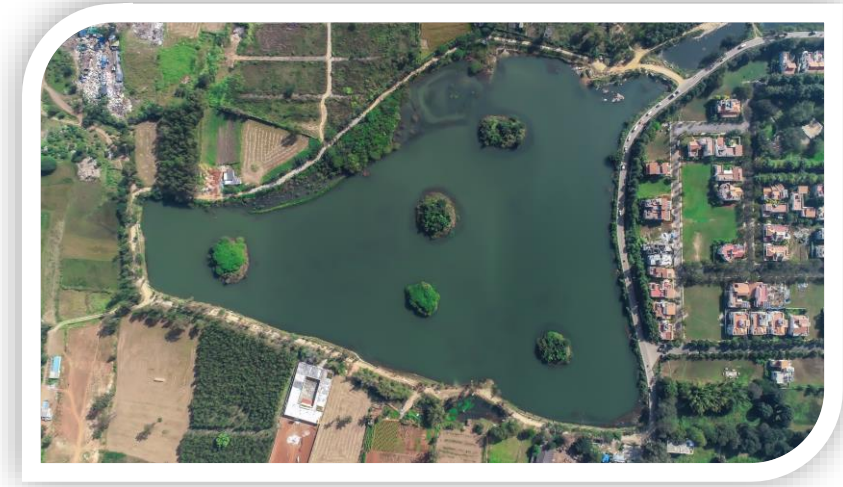
Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

Initiatives taken for Environment

KYALASANAHALLI LAKE



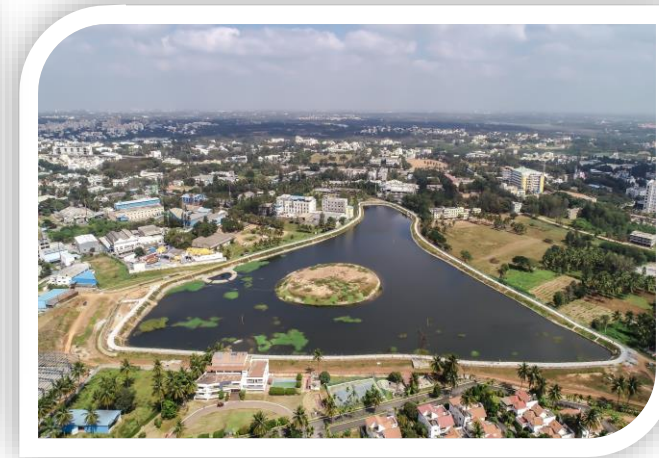
January 2017



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



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



Plantation by Sansera Employees



For more information please contact:

Company:

SANSERA
ideas@work

Sansera Engineering Limited

CIN: L34103KA1981PLC004542

Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer

Email id: rajesh.modi@sansera.in

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Shikha Puri / Dharmik Kansara

Email id: shikha.puri@sgapl.net / dharmik.k@sgapl.net

Tel No: +91 9819282743 / +91 7208179323

Thank you

