



# NDR AUTO COMPONENTS LIMITED

**Corporate office:** Plot No.1, Maruti Joint Venture Complex, Gurugram, Haryana-122015

**CIN:** L29304DL2019PLC347460

**Email id:** contact@nacl.co.in

**Website:** www.ndrauto.com

**Phone No.:** 9643339870-74

**February 11, 2025**

BSE Limited Corporate Relationship Department PJ Towers, 25 <sup>th</sup> Floor, Dalal Street, Mumbai – 400 001 Scrip Code: 543214	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block Bandra Kurla Complex, Bandra (East), Mumbai – 400 051. Trading Symbol: NDRAUTO
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**Sub: Investor Presentation on the Financial Results for the quarter and nine months ended 31<sup>st</sup> December 2024.**

Dear Sir/ Madam,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation on financial results for the quarter and nine months ended 31<sup>st</sup> December 2024.

Please take the same on record.

Thanking You,

**For NDR AUTO COMPONENTS LIMITED**

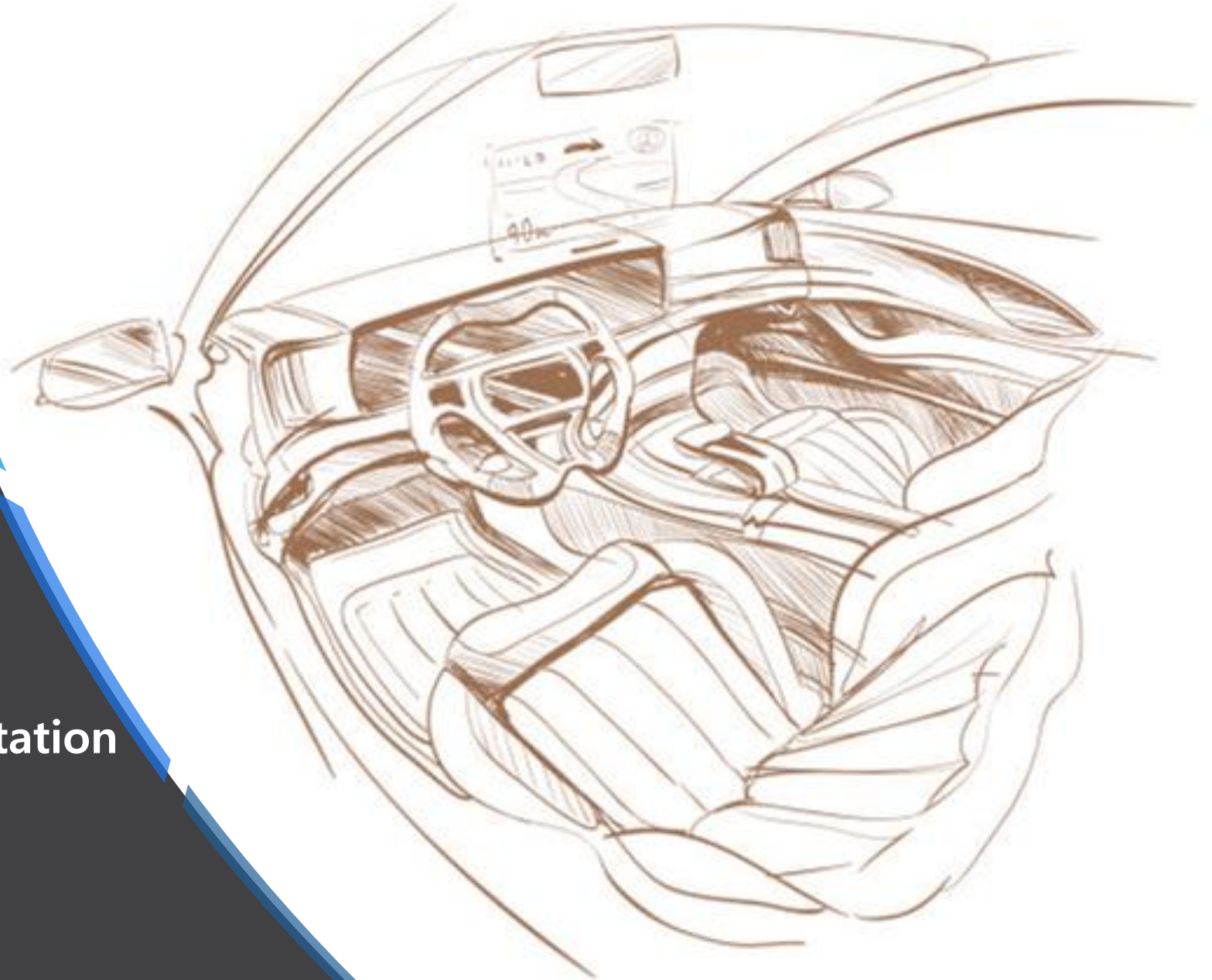
**Rajat Bhandari**  
**Executive Director and Company Secretary**  
**DIN: 02154950**

Encl: As above



# NDR AUTO Components Ltd

Q3 & 9MFY25 results presentation  
January 2025





## Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

NDR Auto Components Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward looking statements to reflect subsequent events or circumstances.





# Business Highlights

## Business overview

- Continuing healthy demand traction across OEMs
- Sales of seating solutions to KIA have commenced in December '24
- Sunshade sales to commence in current quarter
- Entered into collaboration with Toyota Tsusho India (TTI) & Toyotsu Vehitecs Co for manufacture of seat insert fabric with technical assistance from TTI
  - To invest Rs. 21.89 crore in the next two years
  - Commercial production to commence in July 2026, Revenue of Rs. 100 Cr. By FY 28-29.
  - Estimated payback period of 2.4 years
- Thrust continues to be both on
  - expanding our portfolio with the introduction of innovative and differentiated offerings
  - expanding our OEM partnerships

## Financial overview

- Revenues higher by 25%
- Increasing proportion of premium content combined with efficiency enhancements translating to improving EBITDA margins and ROCES
- In Q3 highest ever EBITDA margin @ 11.13%,

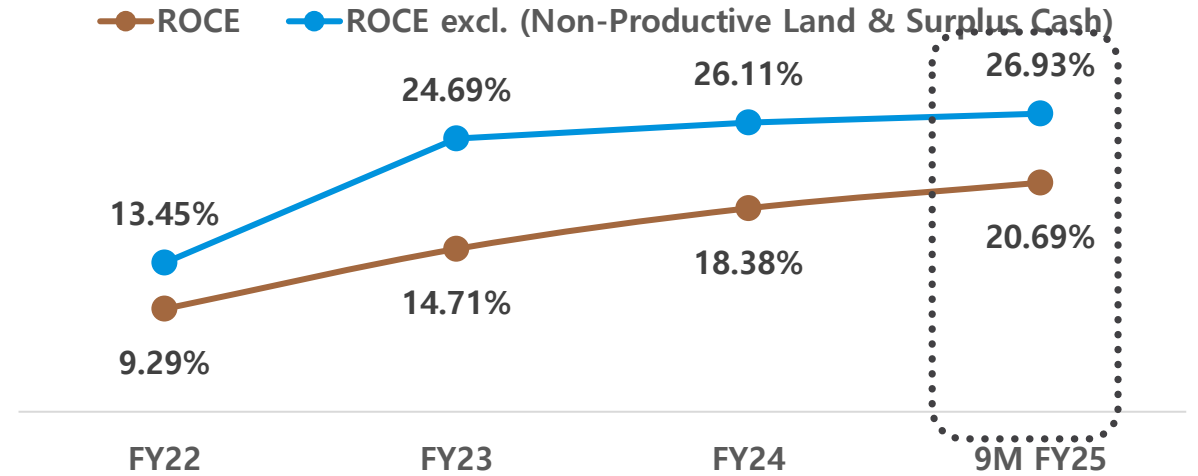
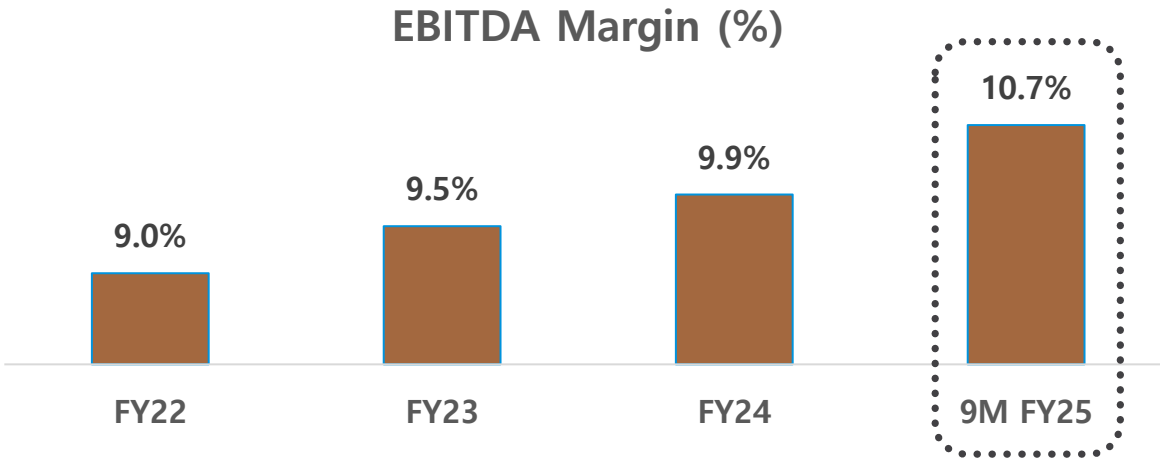
## Companies we work with



Product portfolio: Sun Shades, Seat Frames and Seat Trims



# Margins & Return ratios- Consolidated



- Improvement in margins and return ratios reflective of the Company's objectives of sustainably enhancing profile and value creation through disruption and innovation

# Seating systems – a critical aspect for any automobile

## Safety

- It is estimated that a good seat and seat belt is key to saving the lives of occupants in close to 50% of accidents
- A good seat protects the head, neck, and spinal column; shoulder belts and car seat harnesses help to keep the head and upper body away from the hard interior surfaces of the vehicle aside from external injury



## Economics

- Seats presently comprise 2 -3% of the OEM's costs
- Advancements in automobile technology, increasing requirements and faster speeds can be expected to see this increase

## Regulatory norms

- Every automobile must conform to various regulations at vehicle level as well as system level as captured in the Automotive regulatory framework controlled in India by the Ministry of Heavy industry.
- This framework is promulgated by the CMVR (Central Motor Vehicle Regulations) in India amongst others stipulates:
  - Dynamic regulatory needs – the seat design must withstand – Frontal crash , Offset crash and side crash requirements are dynamic
  - Static regulatory needs – the seat design must conform to critical vehicle level regulation like Front field visibility of driver mapping blind spots of the driver

## Aesthetics and ergonomics

- 70% of a passenger cabin in a vehicle is consumed by the seating system making aesthetics and comfort important parameters
- The need to hold occupants with optimal comfort for short and long-haul trips is built around human anthropology, namely– Lumbar support and seat width and back height

Technology requirements, regulatory compliances act as high entry barriers in the sector

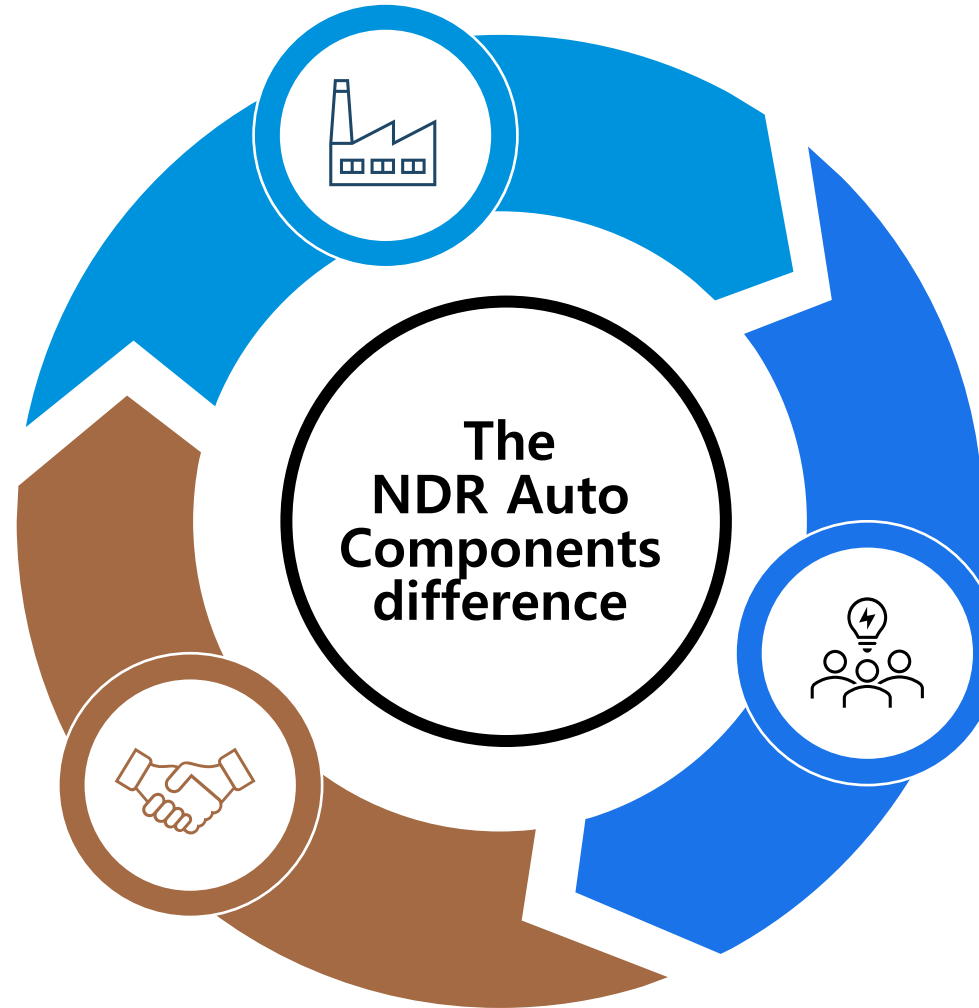
# Seating systems – a critical aspect for any automobile

**State of the art fully integrated infrastructure with capabilities to manufacture sheet metal and trims for all OEMs**

- Fully equipped in-house test and validation lab
- A preferred and reliable source of four-wheeler seating systems, and two-wheeler seating systems

**Well entrenched relationships – caters to ~30% of Maruti's requirements**

- Business association with Bharat Seats Ltd a joint venture with Maruti Suzuki India and Suzuki Motor Corporation, Japan for over three decades



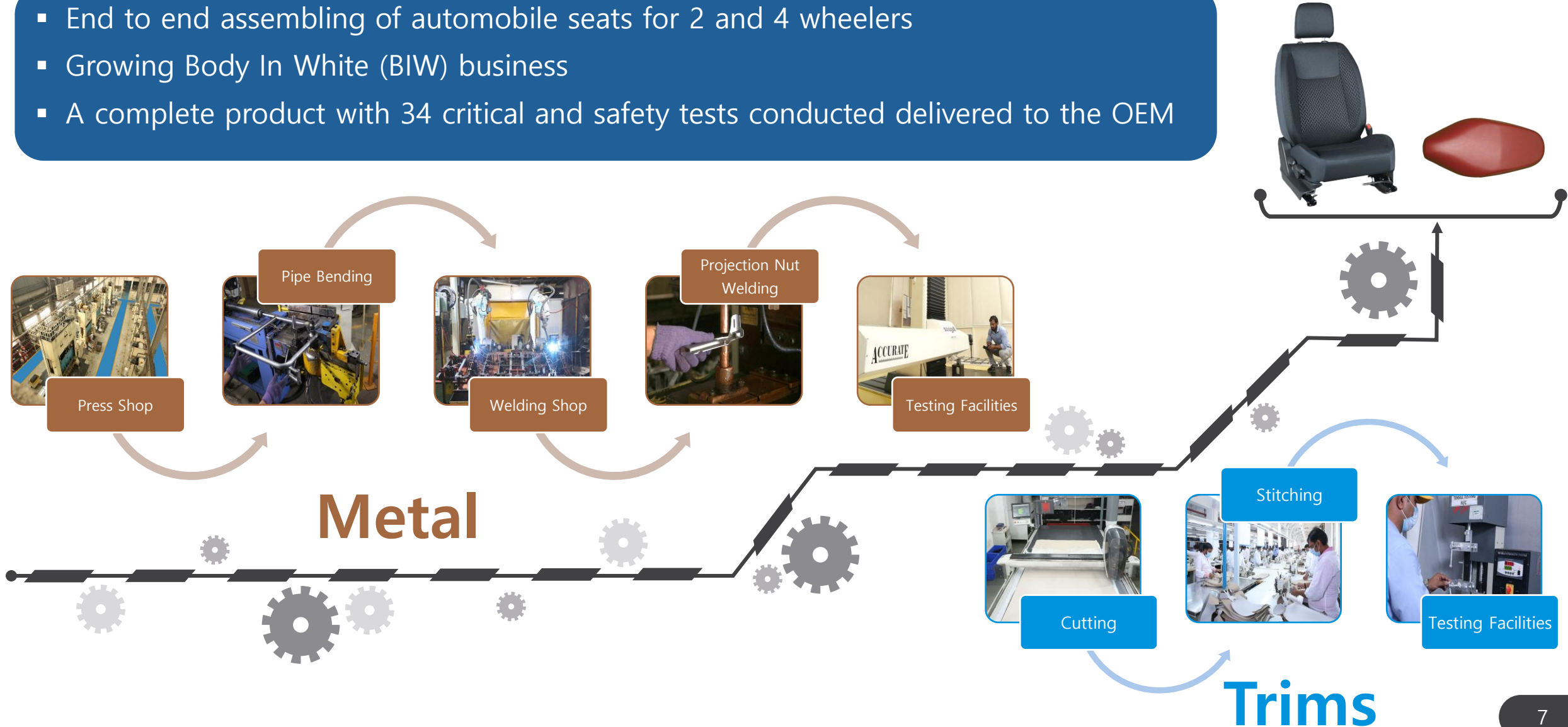
**Established scale combined with 35+ years of experience translates to enhanced efficiencies and cost management**

- Joint Venture with global leaders like Suzuki Motor Corporation, Japan; Maruti Suzuki India; Toyo Seats, Japan and Toyota Boshoku



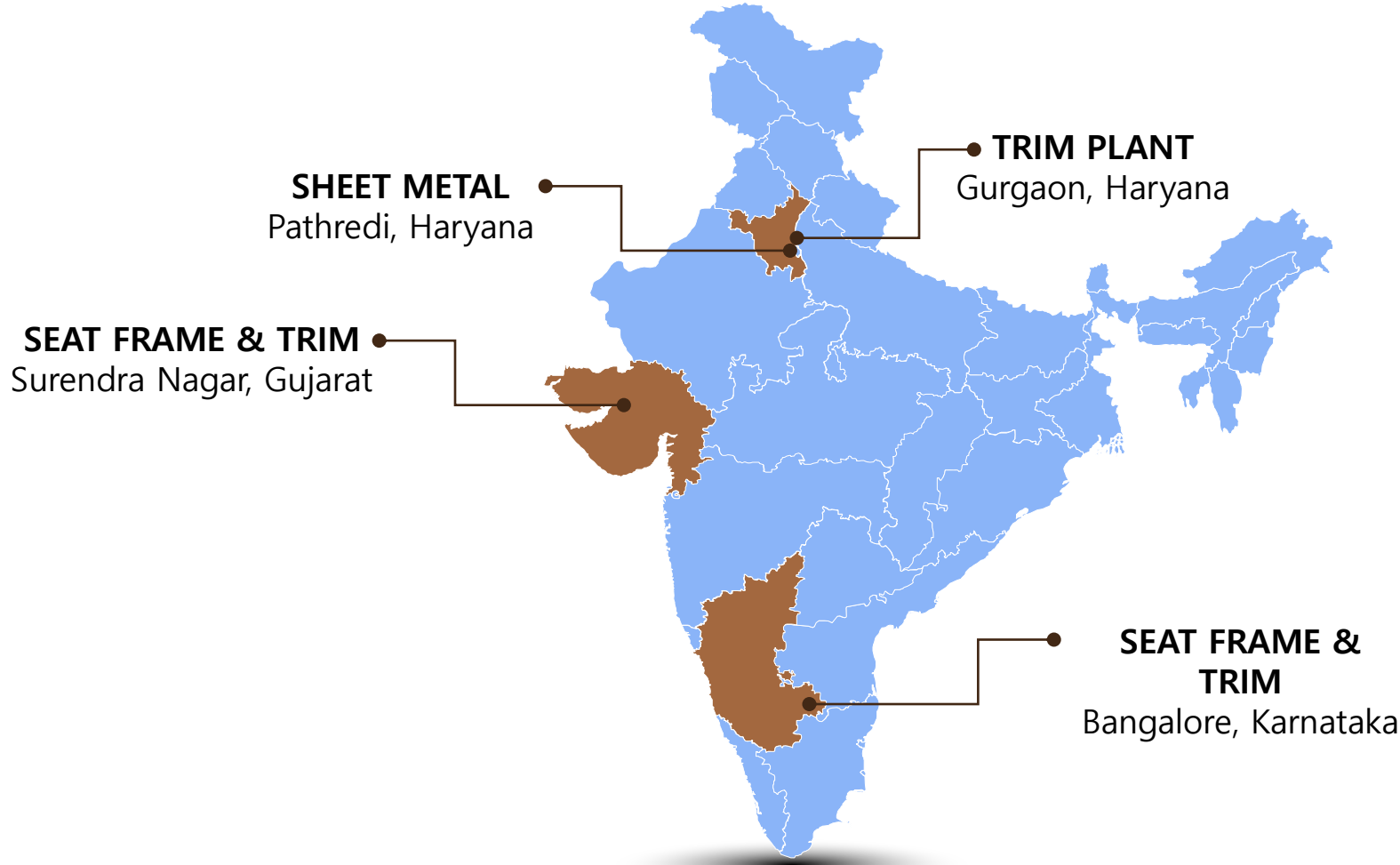
# Our operations

- End to end assembling of automobile seats for 2 and 4 wheelers
- Growing Body In White (BIW) business
- A complete product with 34 critical and safety tests conducted delivered to the OEM





# Strategically Located & Certified Manufacturing Facilities



Facilities spread across Gurgaon, Pathredi, Bangalore and Gujarat in close proximity to OEMs

# Manufacturing Capabilities

Fully integrated facility for Sheet Metal fabrication & Trim manufacturing.

## Metal

### Pipe Bending



### Press Shop

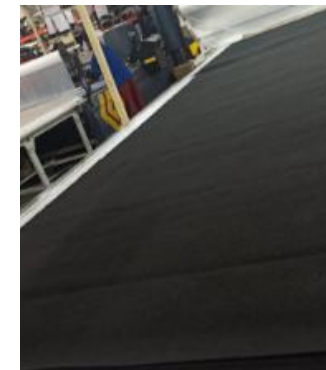
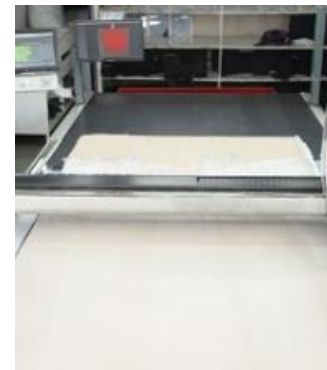


### Welding Shop



## Trim

### Cutting



### Stitching

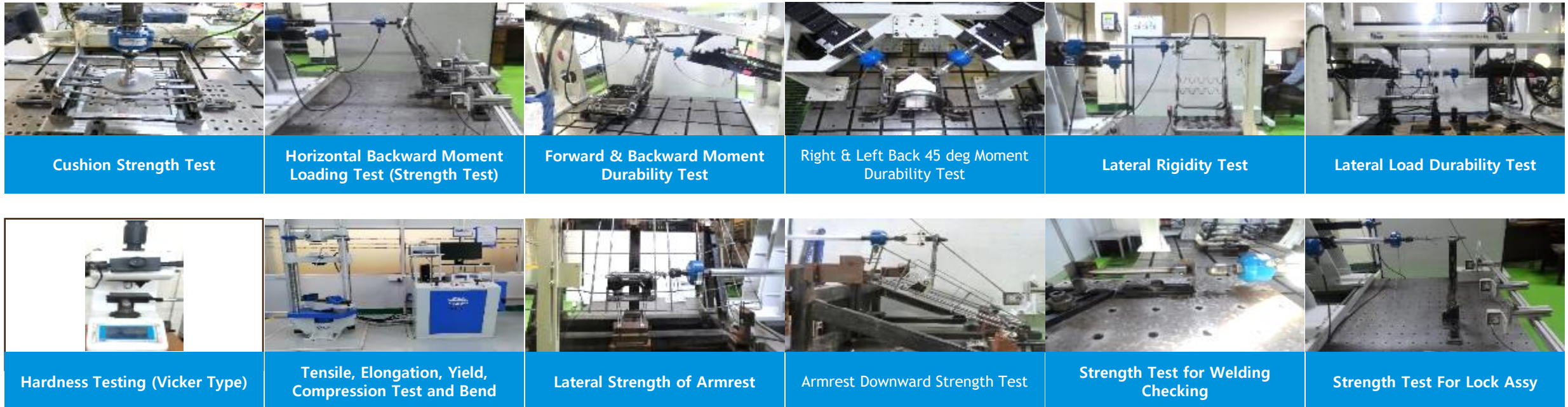


# Testing Facilities



## Metal

In-house testing facility equipped to carry out Colour Matching, Weld Penetration Test and various other mechanical tests on aspects like Tensile Elongation, Hardness, Profile Projector, etc.



# Testing Facilities



## Trim

Colour is one of the most important features of the trim

NACL's testing facility is equipped with a colour chamber with various types of lights, Colorimeter and industrial magnifying glasses to validate the design pattern and the colour of the material

Mechanical properties like tensile elongation, flammability, etc. are also tested for in-house

Testing infrastructure also includes a state-of-the-art digitizer for pattern-building and auto-nesting. This ensures accuracy and precision of the pattern during cutting besides acting as a quality check parameter



GSM



Heat Cycle Test/Low Temperature/High Temperature Test



Tensile Strength, Tear and Elongation



Scratch Resistance



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test

# Supplying to popular four wheeler and two wheeler models



**MARUTI SUZUKI**



Grand Vitara



Fronx



Brezza



Dzire



Ciaz



e Vitara



Wagon R



Alto



Jimny

BIW

**TOYOTA**

Hryder



Urban Cruiser



Access



**KIA**

Syros



Gixxer



Supplying seating systems - frames and trims to all and BIW to Jimny

# Joint Ventures



## Bharat Seats Limited (BSL)

Rohit Relan & Associates had entered into a Joint Venture Agreement in 1988 with Maruti Suzuki India Limited and Suzuki Motor Corporation, Japan to manufacture Car Seating Systems

Bharat Seats Limited was one of the first Joint Venture's of Maruti Udyog Limited and Suzuki Motor Corporation, Japan. Currently, BSL manufactures seating systems for passenger vehicles and two-wheelers, Noise Vibration Harness (NVH) Products for Passenger vehicles and body sealing products.

BSL has three manufacturing plants in the National Capital Region and two plants in Gujarat. NDR Auto Components Limited holds 28.66% equity in BSL, whose shares are listed on Bombay Stock Exchange



## Toyota Boshoku Relan India Private Limited (TBRI)

A Joint Venture between NDR Auto Components Limited and Toyota Boshoku Asia Company Limited , this entity was formed in 2014 to secure business and supply components from Toyota Boshoku product range for customers in the Indian Market.

NDR Auto Components Limited holds 50% equity in TBRI.



## Toyo Sharda India Private Limited (TSIL)

A Joint Venture between NDR Auto Components Limited and Toyo Seat, Japan was formed 2015 to manufacture seat devices and high tensile seat frames for passenger vehicles in India.

TSIL has set up a manufacturing plant in National Capital Region and supplies seat devices and seat frames to Bharat Seats Limited.

# Industry Overview



~2.8 crore vehicles sold in India in FY24



*Source: SIAM*

- The contribution of the automobile sector to the National GDP has risen to about 7.1% from 2.77% in 1992-93
  - It provides direct and indirect employment to over 19 million people
  - India aims to double its auto industry size to Rs. 15 lakh crores by end of year 2024
- In fiscal year 2024, the automobile sector in India saw an equity inflow from foreign direct investments worth approximately 1.5 billion U.S. dollars
- The automobile sector in the country had equity inflows that consistently ranged between two and three billion dollars between 2015 and 2021

*Source: Ministry of Heavy Industries, www.statista.com*

# Senior Management



**MR. SANJIV  
KAPUR**

**Chairman**

A graduate from IIT, Delhi and University of Wisconsin-Madison Mr Sanjiv Kapur is a Chairman of NDR Auto Component since October 2020. He has over 40 years of experience in the Medical Equipment and Devices industry. He is the Promoter of Medelec Systems Pvt. Ltd which is involved in the manufacture of sophisticated medical devices for the domestic and international market.

Mr Kapur brings forth rich experience in the manufacture of components for the automobile industry with a wide exposure to the various technologies involved in manufacturing automobile components including machining, pressed metal components tool room etc.



**MR. ROHIT  
RELAN**

**Co-Chairman**

Mr Rohit Relan is a Chartered Accountant (CA) and has also undertaken the Owner President Program - Harvard Business School and Management Development Program - INSEAD France.

Mr. Relan has over 42 years of experience in automotive components and is the promoter entrepreneur of Bharat Seats Limited. Mr. Relan is spearheading the Company's growth and diversification strategy, and also has long time experience of collaborating with Japanese and other international partners.

He is involved in the growth and strategy of the Company and focuses on Innovation, continuous improvements, in Quality, Productivity, skill development through continuous training programs.

He has been conferred with the Order of the Rising Sun, Gold Rays with Rosette (Title of Decoration) by the Government of Japan in the year 2020 for his contribution towards promoting economic exchanges between Japan and India.



# Board of Directors



**MR. SANJIV KAPUR**

Chairman



**MR. ROHIT RELAN**

Co-Chairman



**MR. PRANAV RELAN**

Whole-Time Director



**MR. AYUSH RELAN**

Whole-Time Director



**MR. RISHABH RELAN**

Director



**MR. RAJAT  
BHANDARI**

Executive Director and  
Company Secretary



**MS. DEEPA GOPALAN  
WADHWA**

Independent Director



**MS. SHYAMLAKHERA**

Independent Director



**MS. VANITA  
CHHABRA**

Independent Director

# Profit & Loss Statement - Consolidated

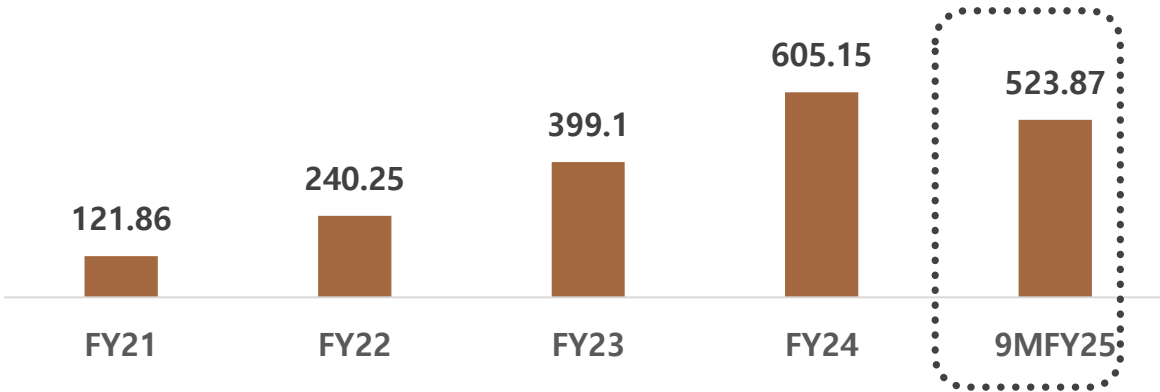


Particulars (Amt in INR in Cr.)	FY21	%	FY22	%	FY23	%	FY24	%	9MFY25	%
Revenue	114.13		232.55		392.78		601.57		520.74	
Other Income	7.73		7.70		6.31		3.59		3.14	
<b>Total Income</b>	<b>121.86</b>		<b>240.25</b>		<b>399.10</b>		<b>605.16</b>		<b>523.87</b>	
Raw Material cost	84.89	69.66%	176.79	73.59%	296.86	74.38%	465.59	76.94%	398.28	76.03%
Employee cost	5.48	4.49%	9.14	3.80%	12.39	3.10%	17.01	2.81%	15.19	2.90%
Other expenses	17.40	14.28%	32.68	13.60%	51.80	12.98%	62.74	10.37%	54.63	10.43%
<b>Total Expenditure</b>	<b>107.77</b>	<b>88.43%</b>	<b>218.61</b>	<b>90.99%</b>	<b>361.05</b>	<b>90.47%</b>	<b>545.34</b>	<b>90.12%</b>	<b>468.10</b>	<b>89.35%</b>
<b>EBITDA</b>	<b>14.09</b>	<b>11.57%</b>	<b>21.64</b>	<b>9.01%</b>	<b>38.04</b>	<b>9.53%</b>	<b>59.82</b>	<b>9.88%</b>	<b>55.79</b>	<b>10.65%</b>
Finance cost	0.12	0.10%	0.73	0.30%	1.79	0.45%	2.86	0.47%	2.44	0.46%
Depreciation	4.97	4.08%	7.33	3.05%	8.68	2.17%	14.79	2.44%	11.91	2.27%
<b>Profit Before Tax</b>	<b>9.00</b>	<b>7.38%</b>	<b>13.58</b>	<b>5.65%</b>	<b>27.58</b>	<b>6.91%</b>	<b>42.16</b>	<b>6.97%</b>	<b>41.44</b>	<b>7.91%</b>
Profit from Associate Cos./JV	2.16	1.77%	4.66	1.94%	7.62	1.91%	7.29	1.20%	6.11	1.17%
<b>PBT inc. profit from associate cos./JV</b>	<b>11.16</b>	<b>9.16%</b>	<b>18.24</b>	<b>7.59%</b>	<b>35.20</b>	<b>8.82%</b>	<b>49.45</b>	<b>8.17%</b>	<b>47.55</b>	<b>9.08%</b>
Tax	2.63	2.16%	3.35	1.39%	7.09	1.78%	10.74	1.77%	10.69	2.04%
<b>PAT</b>	<b>8.53</b>	<b>7.00%</b>	<b>14.89</b>	<b>6.20%</b>	<b>28.11</b>	<b>7.04%</b>	<b>38.71</b>	<b>6.40%</b>	<b>36.87</b>	<b>7.04%</b>
Other Comprehensive Income	0.07	0.06%	0.28	0.12%	0.10	0.02%	-0.12	-0.02%	-0.09	-0.02%
<b>Reported Net Profit</b>	<b>8.60</b>	<b>7.06%</b>	<b>15.17</b>	<b>6.31%</b>	<b>28.20</b>	<b>7.07%</b>	<b>38.59</b>	<b>6.38%</b>	<b>36.78</b>	<b>7.02%</b>

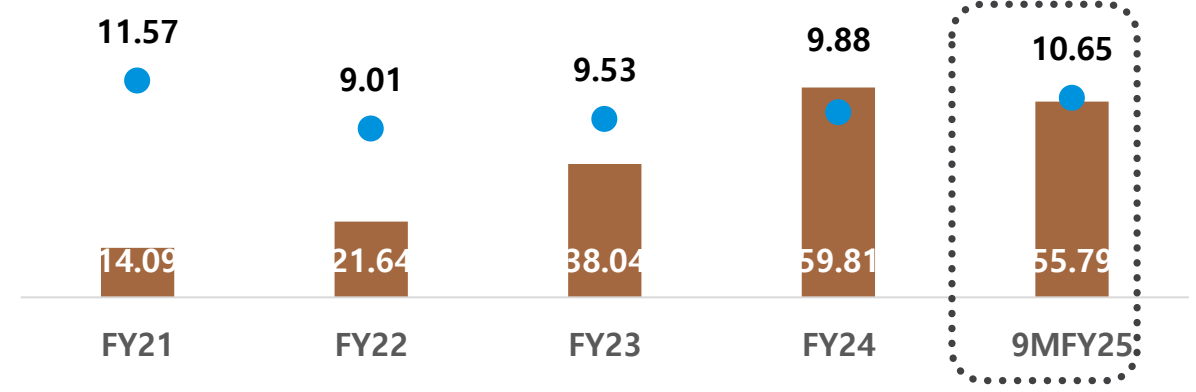


# Key Financial Highlights - Consolidated

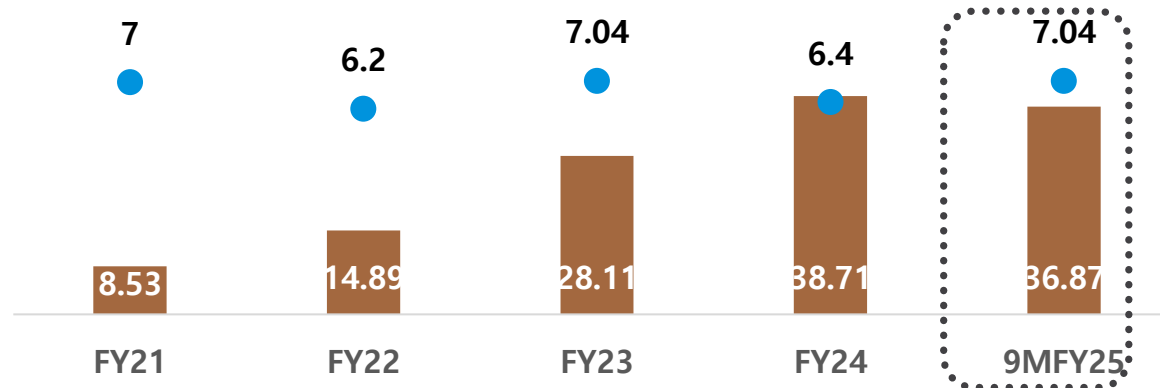
Total Income (Rs. Crore)



■ EBITDA (Rs. Crore) ● EBITDA Margin (%)



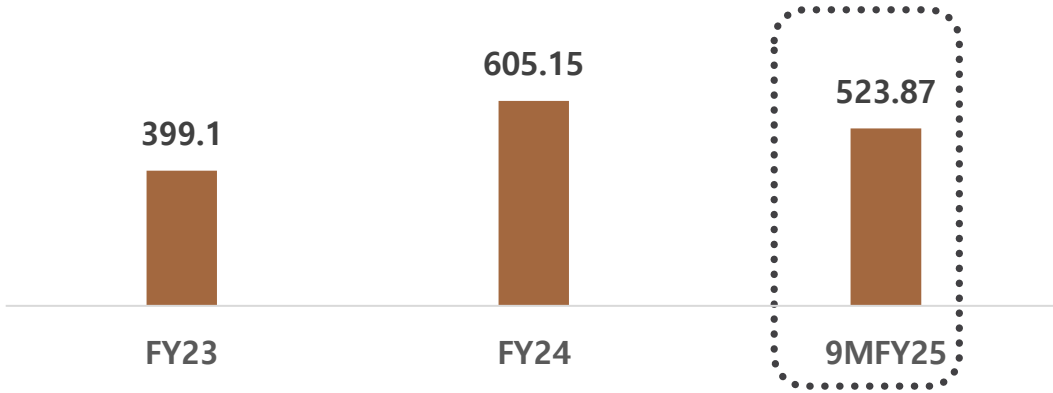
■ Net Profit (Rs. Crore) ● NPM (%)



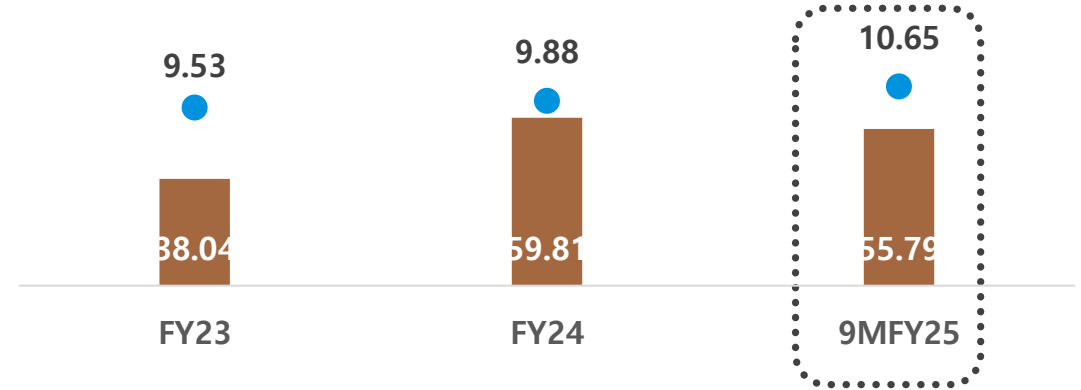


# FY23 Vs FY24 Financial Highlights - Consolidated

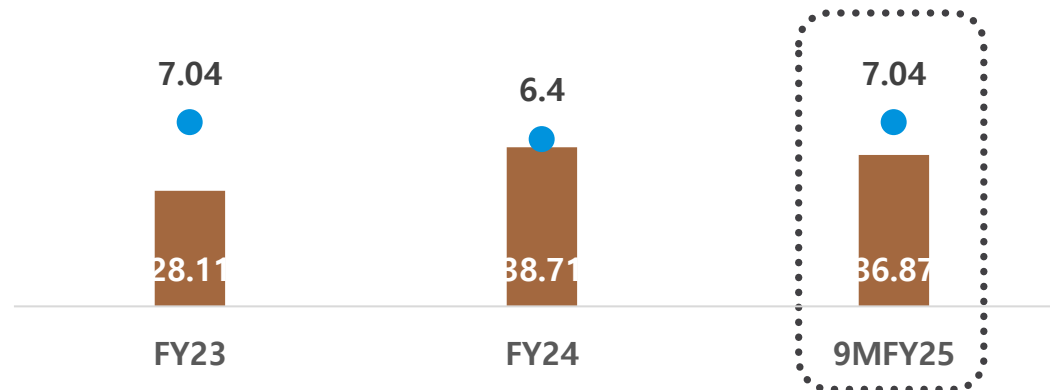
Total Income (Rs. Crore)



■ EBITDA (Rs. Crore) ● EBITDA Margin (%)



■ Net Profit (Rs. Crore) ● NPM (%)





# Q3FY24 Vs Q3FY25 Financial Highlights – Consolidated

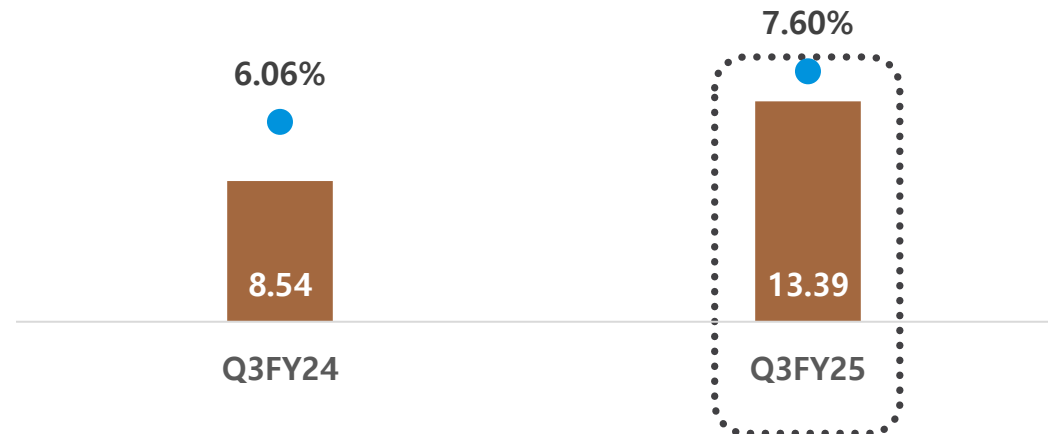
Total Income (Rs. Crore)



■ EBITDA (Rs. Crore) ● EBITDA Margin (%)



■ Net Profit (Rs. Crore) ● NPM (%)





# 9MFY24 Vs 9MFY25 Financial Highlights – Consolidated

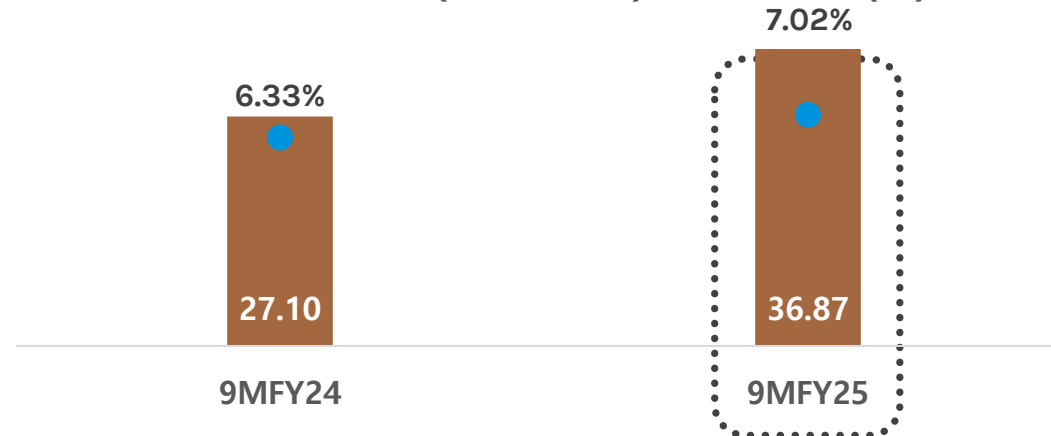
Total Income (Rs. Crore)



■ EBITDA (Rs. Crore) ● EBITDA Margin (%)



■ Net Profit (Rs. Crore) ● NPM (%)

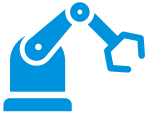


# Growth outlook



## Operational

- **Deepening relationships:** Enhancing participation in the strong growth prospects of Maruti Suzuki, Toyota and KIA
- **Widening product portfolio:** Expanding beyond Seats (Frame and Trims, BIW and sunshades) by introducing innovative and disruptive offerings
- **Expanding client base:** Initiating relationships with new OEMs



## Technology

- Increasing technology and regulatory requirements proffers a long growth runway accompanied by an improving margin profile



## Capex

- Adequate land availability allows for low cost towards brownfield capacity expansion



Thank You

