

November 11, 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 November 12, 2024 at 10.00 am (IST) on the unaudited financial results of the Company for the quarter and six months' ended September 30, 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

November 2024

**SANSERA**  
ideas@work

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Sansera Engineering Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



# Performance Highlights

**SANSERA**  
ideas@work





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

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

*“The quarter gone by was a milestone quarter for Sansera on multiple accounts. To start with, I am happy to announce that we have successfully completed our QIP of Rs. 12,000 million recently and would like to thank our investors for showing such a good response for the same. This fund raise is in line with our growth strategy of overall business and capacity expansion while reducing some portion of the debt and strengthening the balance sheet. Going forward, Sansera is prepared to accelerate its growth plans with a robust balance sheet and additions to the senior leadership team such as Mr. Rahul Kale – COO, Mr. Madhukar Bhat – CHRO, Mr. Anil Patil – CQO and Mr. Pattabhiraman Raghuraman – CSSO.*

*Operationally in the quarter, despite a challenging macro environment, Sansera delivered its highest ever quarterly revenue, achieving a topline of Rs. 7,634 million, a YoY growth of 10% on account of healthy order execution. With an evolved product mix, the company was able to improve its EBITDA margins to 17.4%. This performance demonstrates our ongoing efforts to diversify our revenue streams.*

*The overall new order wins in the quarter were Rs. 3.2 billion, with a major increase in non-auto and 2W businesses. Our orderbook for new business stands strong at Rs. 20 billion, well diversified across segments, and expected to mature in the next 3 years.”*

# Q2FY25 Performance Scorecard

## Consistent Performance

Revenue **Rs. 7,634 Mln**  
**▲ 10%**

EBITDA **Rs. 1,331 Mln**  
**17.4%\* | ▲ 13%**

PAT **Rs. 516 Mln**  
**6.8%\* | ▲ 9%**

### Revenue Performance Across Geographies (YoY)

Domestic **8.2%** International **15.3%**

### Revenue Performance Across Sectors (YoY)

Non-Auto **-19.7%** Auto-Tech Agnostic & xEV **53.0%**  
Auto ICE **8.7%**

Healthy orderbook of

**Rs. 20,055 Mln**

with 51% order from emerging businesses (Non-Auto and Auto-Tech Agnostic & xEV)

Top 5 Customer Share

**46.2%**

# Performance Highlights

INR in Mn

Margin (%)

› Delivered highest ever quarterly revenue with a YoY growth of 10 % in Q2FY25;

- › Auto ICE grew by 9% YoY, with healthy growth in 2W business of ~21% YoY
- › Auto Tech-agnostic & xEV grew by 53% YoY, primarily driven by ramped up order execution for a large EV customer
- › Non-Auto business de-grew by 20% YoY, mainly on account of subdued performance of off-road and Agriculture business
- › Our large aerospace customer also faced some Headwinds which is now expected to recover gradually

› EBITDA Margins for Q2FY25 remained stable at 17.4%

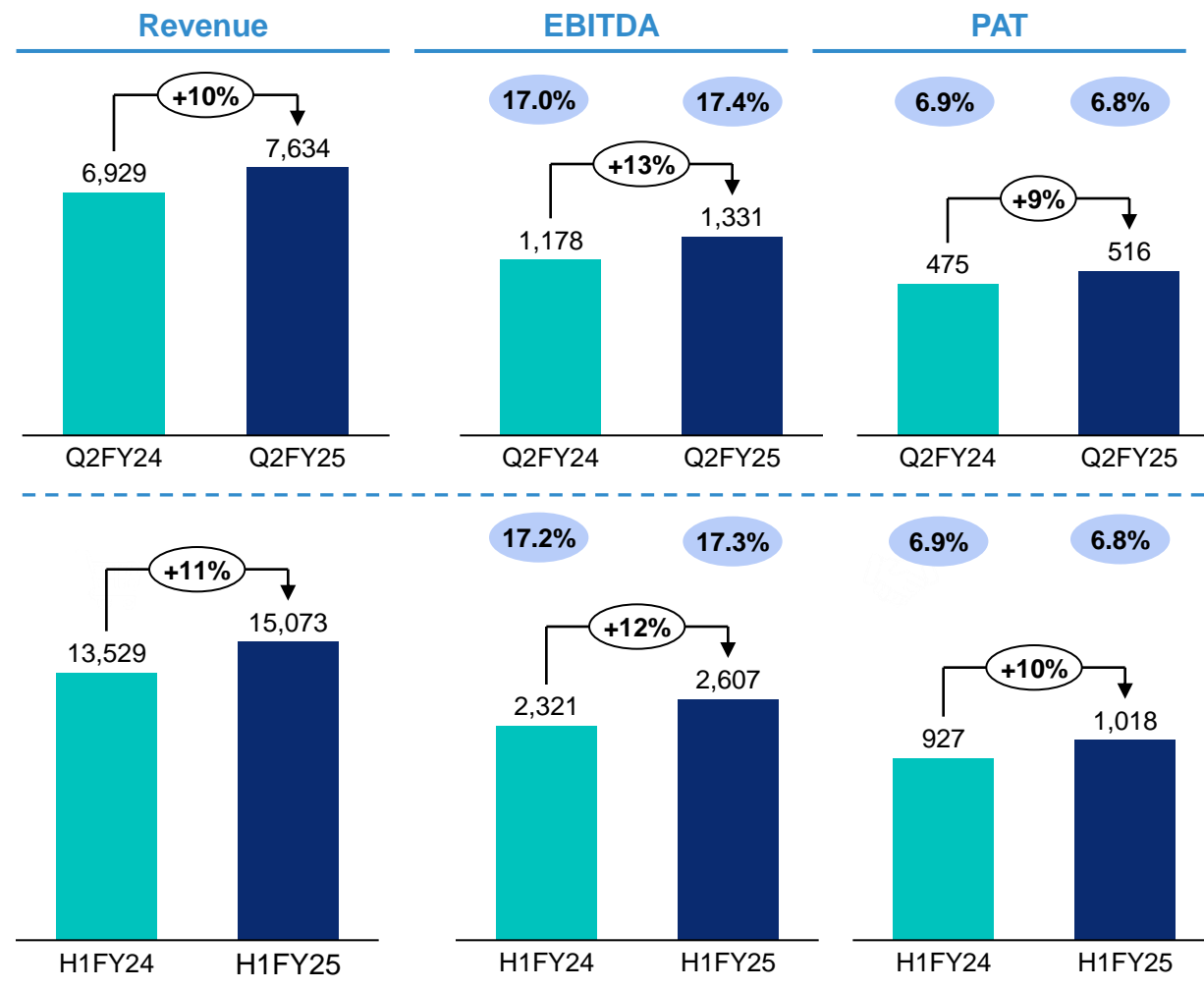
› Continue to strengthen domestic business, we delivered highest ever revenue of Rs. 5,022 Mn with a growth of 8% on a YoY basis. International revenues saw a faster growth of 15% on a YoY basis

› Contribution of top 5 customers has reduced from 48.0% in H1FY24 to 46.1% in H1FY25

› In H1FY25, the company invested Rs. 2,937 Mn towards capex

› Net debt as on Sept-24 stood at Rs.8,797 Mn

› Cash flow from operation stood at Rs. 1,959 Mn

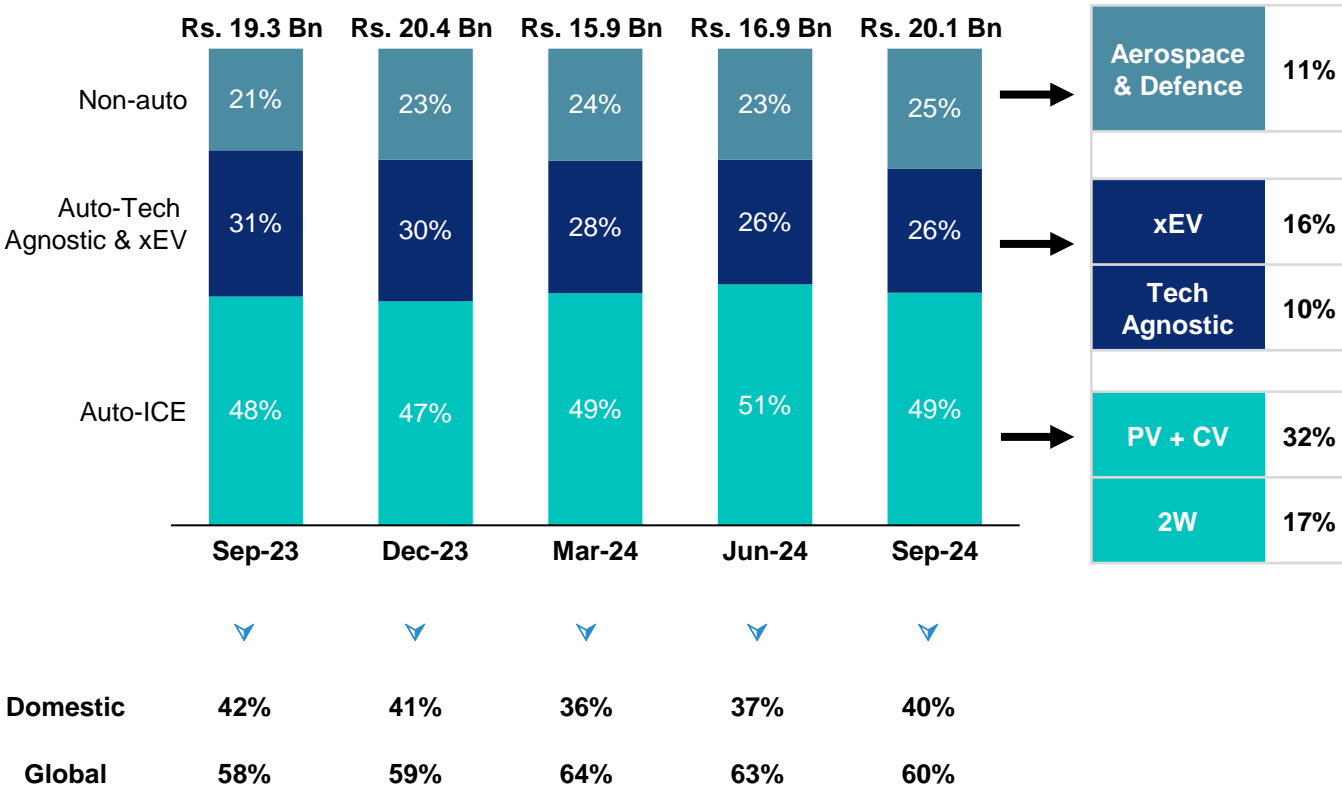


\*\* From Q2FY24 onwards "Revenue from operation" is shown instead of "Total Income"

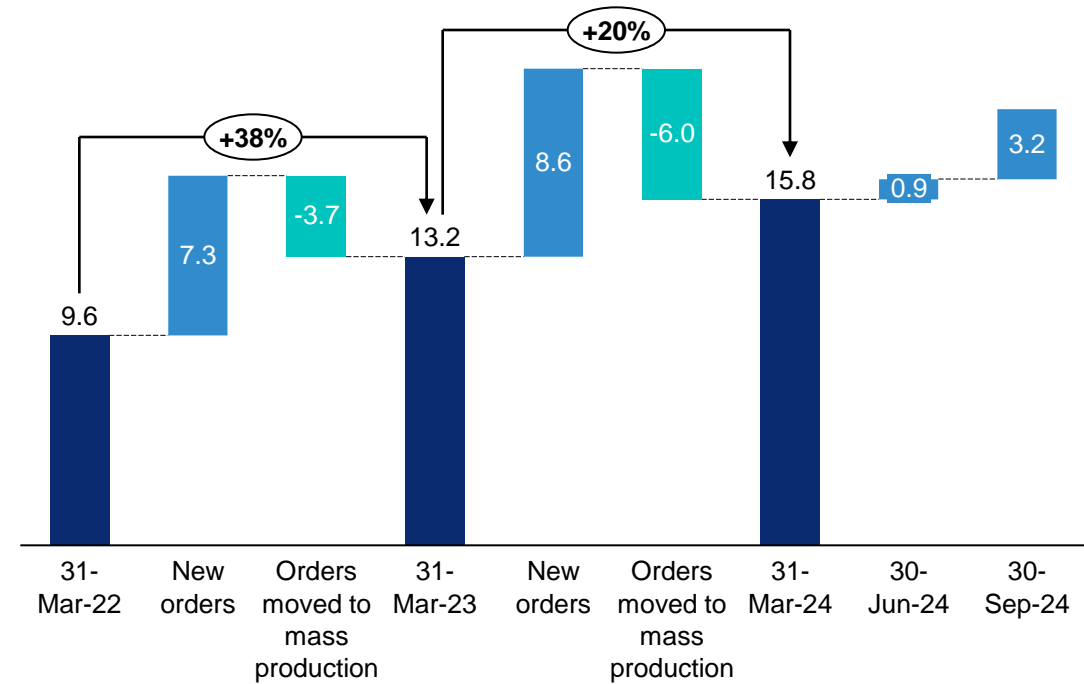
# Strong and diverse business pipeline for future growth

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

Segment wise Orderbook\*



Orderbook Build-up\*



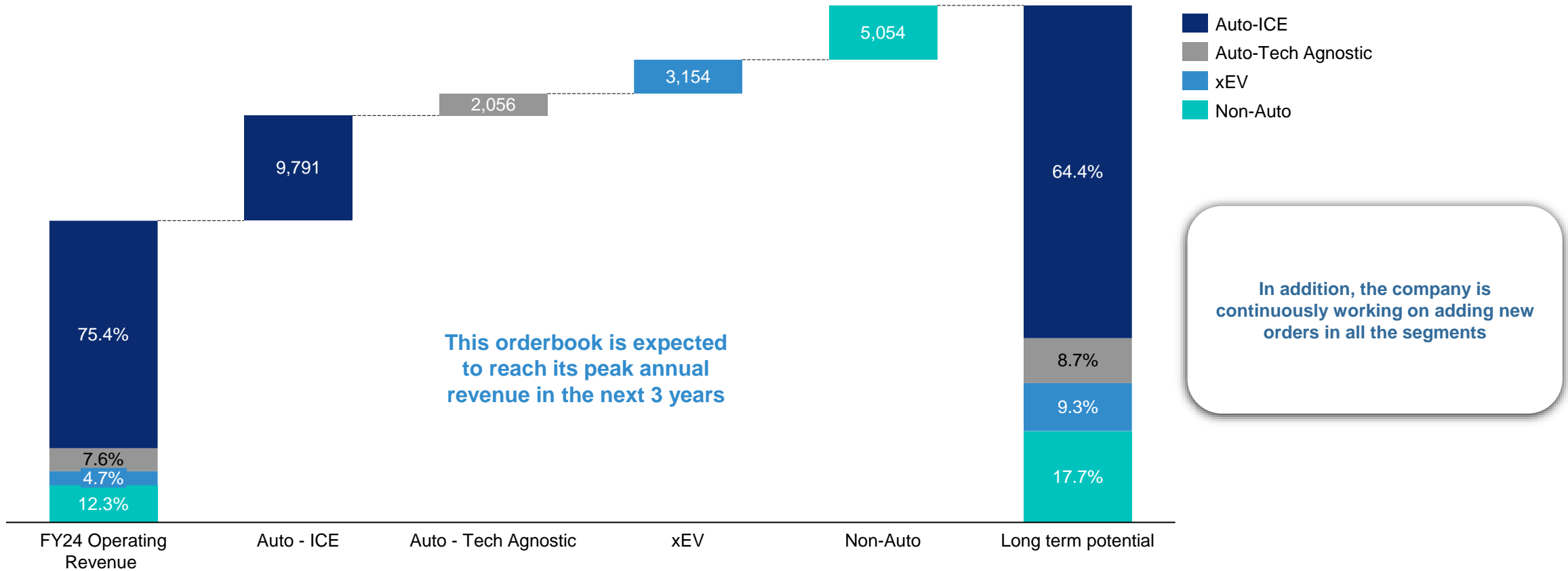
Represent orders which moved to mass production as on 1-Apr-24, peak value of these orders shall reflect in the topline once they reach maturity

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

388 LOIs/Purchase Orders from 84 customers in the auto and 53 customers in the non-auto sector

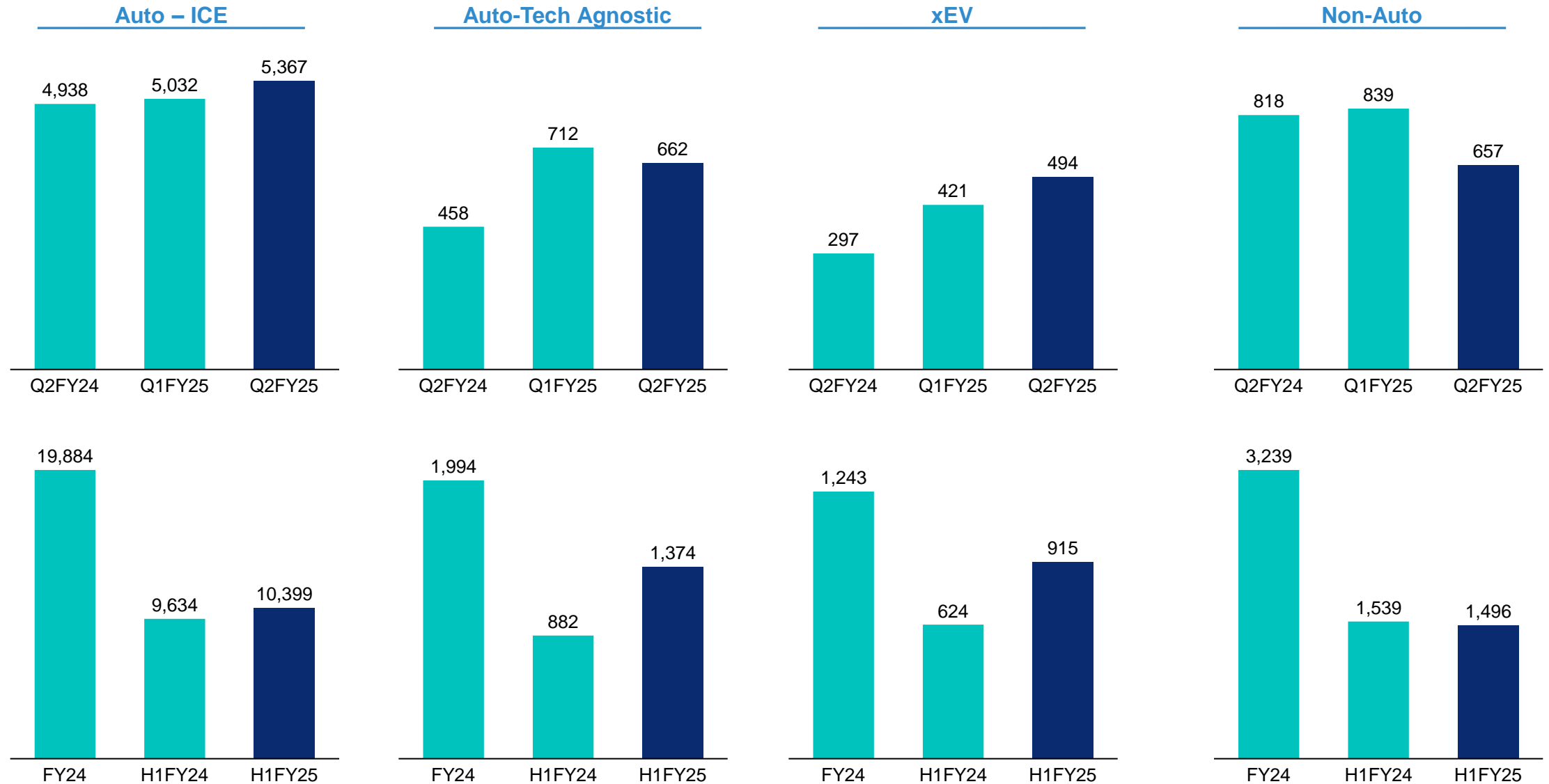
INR in Mn





# Sales Mix Trends : By End-Use Segments

INR in Mn



# Sales Mix: By Geographies

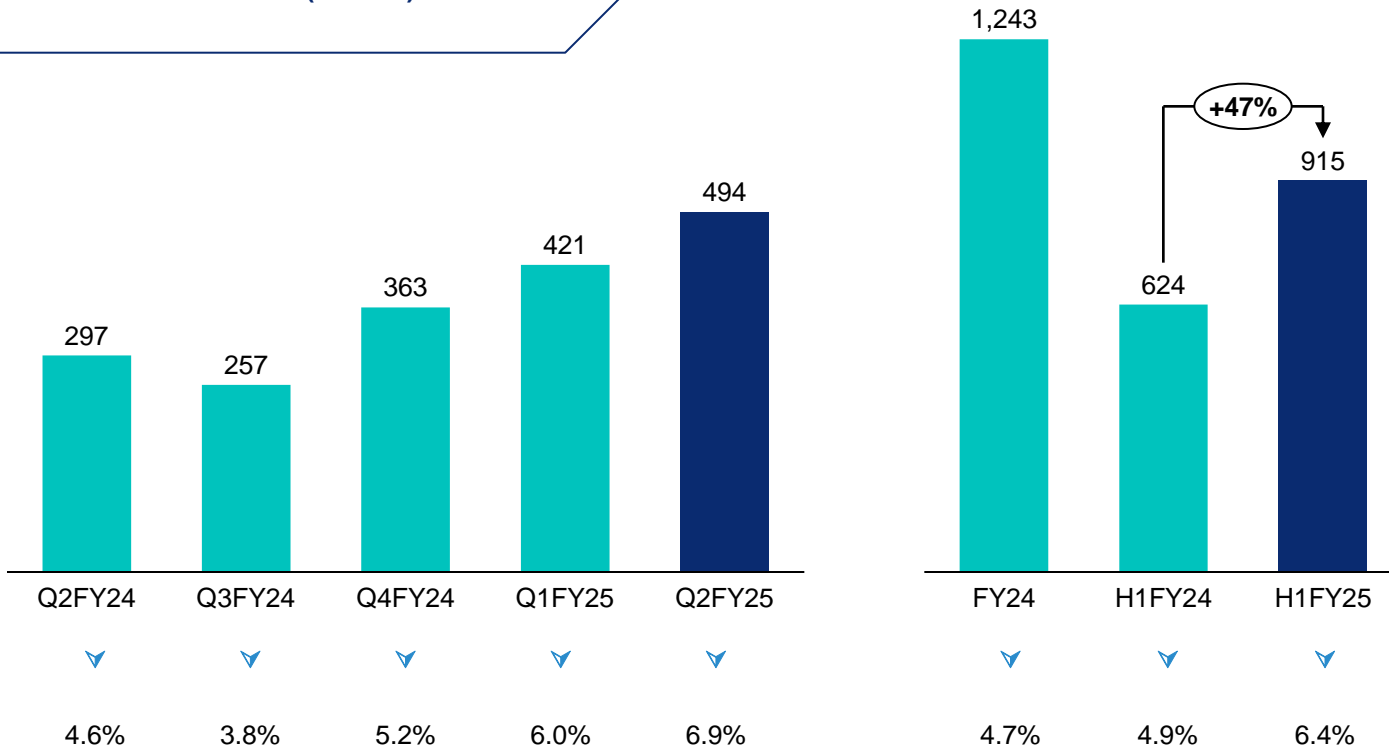
Sales mix (%)	Q2FY25	Q2FY24	Q1FY25	H1FY25	H1FY24	FY24
<b>India</b>	<b>69.9%</b>	<b>71.3%</b>	<b>67.6%</b>	<b>68.8%</b>	<b>69.9%</b>	<b>68.7%</b>
Europe	17.8%	16.4%	19.6%	18.7%	17.9%	18.4%
USA	8.3%	9.5%	10.1%	9.2%	9.2%	9.9%
Other Foreign Countries	4.0%	2.8%	2.7%	3.3%	3.0%	3.0%
<b>International</b>	<b>30.1%</b>	<b>28.7%</b>	<b>32.4%</b>	<b>31.2%</b>	<b>30.1%</b>	<b>31.3%</b>
Exports from India	25.5%	23.1%	27.4%	26.3%	23.7%	25.2%
Sweden Sales	4.6%	5.6%	5.0%	4.8%	6.4%	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

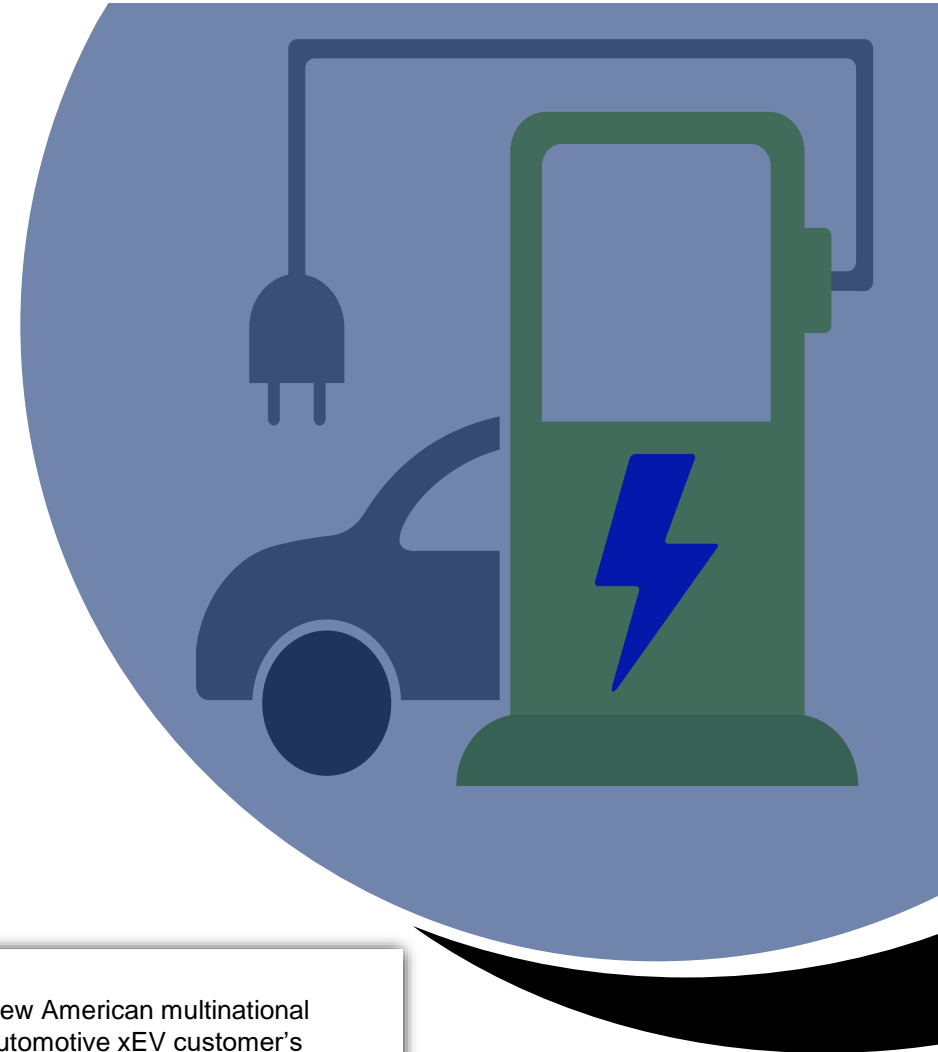
Visible growth in the revenue contribution from xEV segment

17% of orderbook	xEV Customers	11 (2W)	5 (PV)	2 (CV)
---------------------	------------------	---------	--------	--------

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)	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
<b>Revenue From Operation</b>	<b>7,634</b>	<b>6,929</b>	<b>10%</b>	<b>15,073</b>	<b>13,529</b>	<b>11%</b>
Cost of goods sold (incl power & fuel cost)	4,479	4,154		8,809	8,122	
<b>Gross Profit</b>	<b>3,154</b>	<b>2,774</b>	<b>14%</b>	<b>6,264</b>	<b>5,407</b>	<b>16%</b>
<b>Gross Profit Margin</b>	<b>41.3%</b>	<b>40.0%</b>		<b>41.6%</b>	<b>40.0%</b>	
Employee benefit expenses	1,101	934		2,169	1,844	
Other Expenses	722	663		1,488	1,242	
<b>EBITDA</b>	<b>1,331</b>	<b>1,178</b>	<b>13%</b>	<b>2,607</b>	<b>2,321</b>	<b>12%</b>
<b>EBITDA Margin</b>	<b>17.4%</b>	<b>17.0%</b>		<b>17.3%</b>	<b>17.2%</b>	
Other Income	39	10		42	14	
Depreciation and amortisation expense	425	371		825	719	
<b>EBIT</b>	<b>944</b>	<b>817</b>	<b>16%</b>	<b>1,824</b>	<b>1,616</b>	<b>13%</b>
<b>EBIT Margin</b>	<b>12.4%</b>	<b>11.8%</b>		<b>12.1%</b>	<b>11.9%</b>	
Finance Cost	230	180		422	369	
<b>Profit before Tax</b>	<b>715</b>	<b>637</b>	<b>12%</b>	<b>1,402</b>	<b>1,247</b>	<b>12%</b>
Share of net profit of associates accounted for using the equity method, net of tax	-3	0		-4	0	
Tax	195	162		380	320	
<b>Profit After Tax</b>	<b>516</b>	<b>475</b>	<b>9%</b>	<b>1,018</b>	<b>927</b>	<b>10%</b>
<b>Profit After Tax Margin</b>	<b>6.8%</b>	<b>6.9%</b>		<b>6.8%</b>	<b>6.9%</b>	
EPS – Basic (Rs.)	9.38	8.81		18.62	17.24	
EPS – Diluted (Rs.)	9.38	8.70		18.47	17.00	

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

# Consolidated Balance Sheet

Assets INR in Mn)	Sep-24	Mar-24
<b>Non - Current Assets</b>	<b>20,239</b>	<b>17,932</b>
Property Plant & Equipments	15,454	14,625
Right of use assets	919	842
CWIP	1,678	835
Goodwill	356	343
Intangible assets	41	30
Investments accounted for using the equity method	251	205
Financial Assets		
i) Investments	195	195
ii) Loans	16	18
iii) Other Financial Assets	386	295
Current tax assets (Net)	67	88
Other Non Current Assets	875	456
<b>Current Assets</b>	<b>11,793</b>	<b>9,995</b>
Inventories	4,900	4,189
Financial Assets		
(i) Investments	11	10
(ii) Trade receivables	4,800	4,622
(iii) Cash and cash equivalents	1,152	486
(iv) Bank balances other than cash and cash equivalents	130	143
(v) Loans	23	25
(vi) Other financial assets	74	78
Other Current Assets	703	441
<b>Total Assets</b>	<b>32,032</b>	<b>27,927</b>

Equity & Liabilities (INR in Mn)	Sep-24	Mar-24
<b>Total Equity</b>	<b>14,758</b>	<b>13,633</b>
Equity Share Capital	108	107
Instruments entirely equity in nature	0	0
Other Equity	14,476	13,367
Non Controlling Interests	174	159
<b>Non-Current Liabilities</b>	<b>6,006</b>	<b>4,529</b>
Financial Liabilities		
(i) Borrowings	3,933	2,516
(ii) Lease liabilities	848	796
(iii) Other Financial Liabilities		
Provisions	32	27
Deferred Tax Liabilities (Net)	710	692
Other non-current liabilities	483	497
<b>Current Liabilities</b>	<b>11,268</b>	<b>9,765</b>
Financial Liabilities		
(i) Borrowings	6,146	5,495
(ii) Lease liabilities	111	100
(iii) Trade payables	4,095	3,558
(iv) Other financial liabilities	287	248
Other Current Liabilities	533	308
Provisions	18	16
Current tax liabilities (Net)	78	41
<b>Total Equity &amp; Liabilities</b>	<b>32,032</b>	<b>27,927</b>



# Consolidated Cash Flow Statement

Particulars (INR in Mn)	H1FY25	H1FY24
<b>Profit Before Tax from continuing operations</b>	<b>1,397.59</b>	<b>1,246.77</b>
Adjustments to reconcile profit before tax to net cash flows	1,260.30	1,093.69
<b>Operating profit before working capital adjustments</b>	<b>2,657.89</b>	<b>2,340.46</b>
Working capital adjustments	(402.49)	286.95
<b>Cash generated from Operations</b>	<b>2,255.40</b>	<b>2,627.41</b>
Direct taxed paid (net)	(296.48)	(236.57)
<b>Net Cash generated from Operating Activities</b>	<b>1,958.92</b>	<b>2,390.84</b>
<b>Net Cash used in Investing Activities</b>	<b>(2,936.69)</b>	<b>(1,633.56)</b>
<b>Net cash (used in)/generated from financing activities</b>	<b>1,676.85</b>	<b>(604.02)</b>
<b>Net increase/(decrease) in cash and cash equivalents</b>	<b>699.08</b>	<b>153.26</b>
Add: Cash & Cash equivalents at the beginning of the period	486.35	495.58
Effect of exchange differences on translation of foreign currency cash and cash equivalents	(33.42)	25.21
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1,152.01</b>	<b>674.05</b>






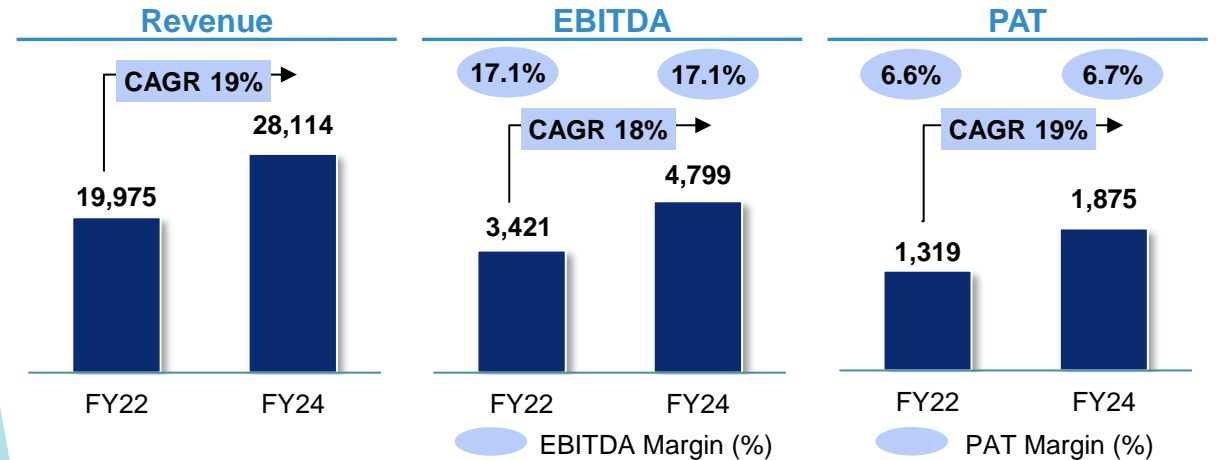
# Company Overview

# Company Overview

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

INR in Mn

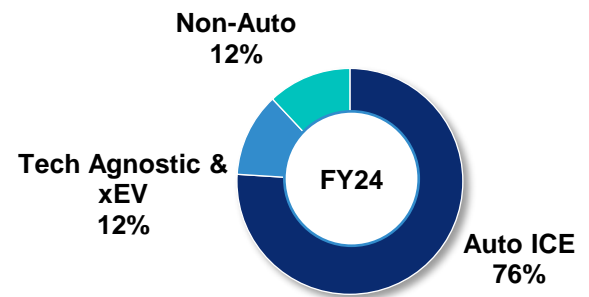
-  **More than 40 years of expertise** through its diversified business model, engineering capabilities & long-standing customer relationships
-  **Strong execution capabilities** with 17 integrated manufacturing units and 500+ dedicated engineering team<sup>1</sup>
-  **Caters to multiple industry verticals 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



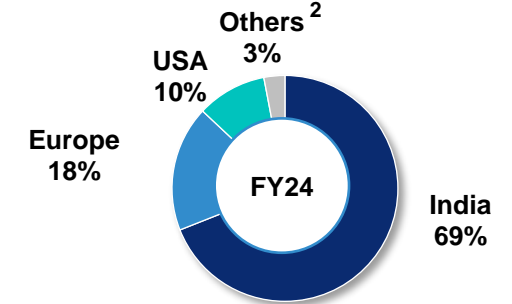
 **17 integrated manufacturing facilities**

 **Long-standing relationship with customers**

### Revenue Across Product Segments



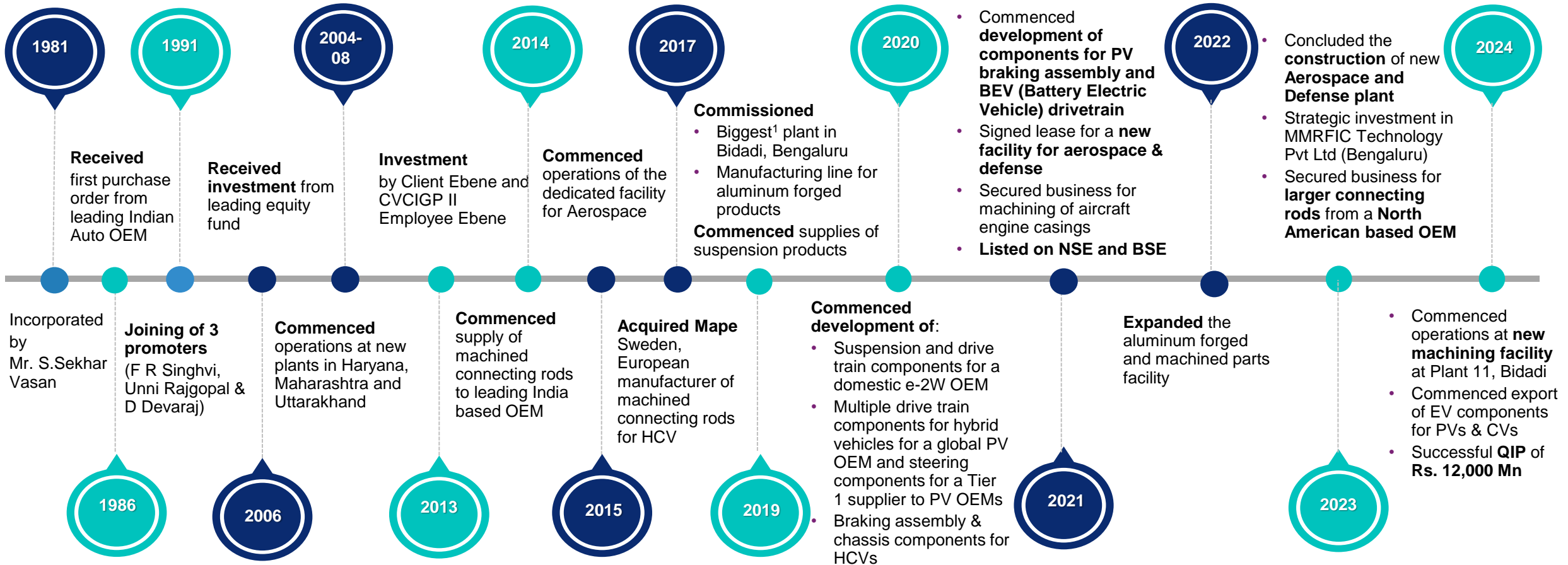
### Revenue Across Geographies



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

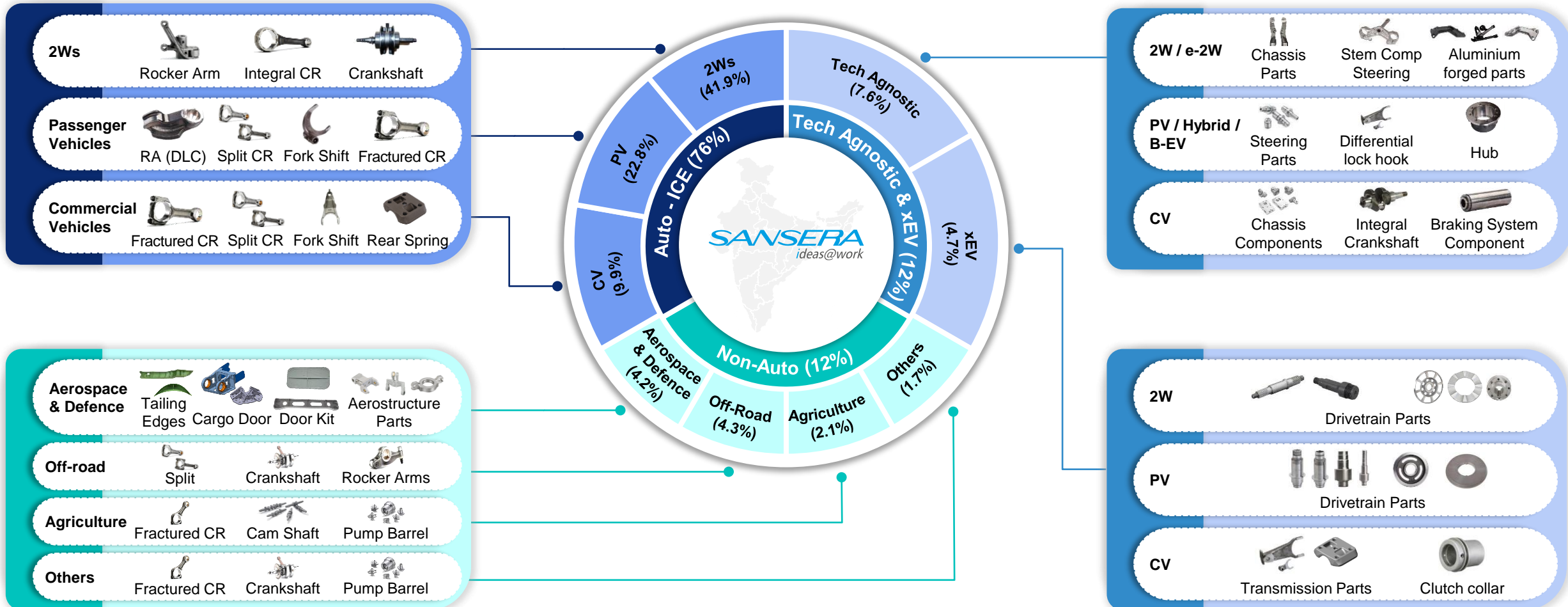
Over the 40 years, Sansera has created differentiated products and has diversified across product categories and geographies



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

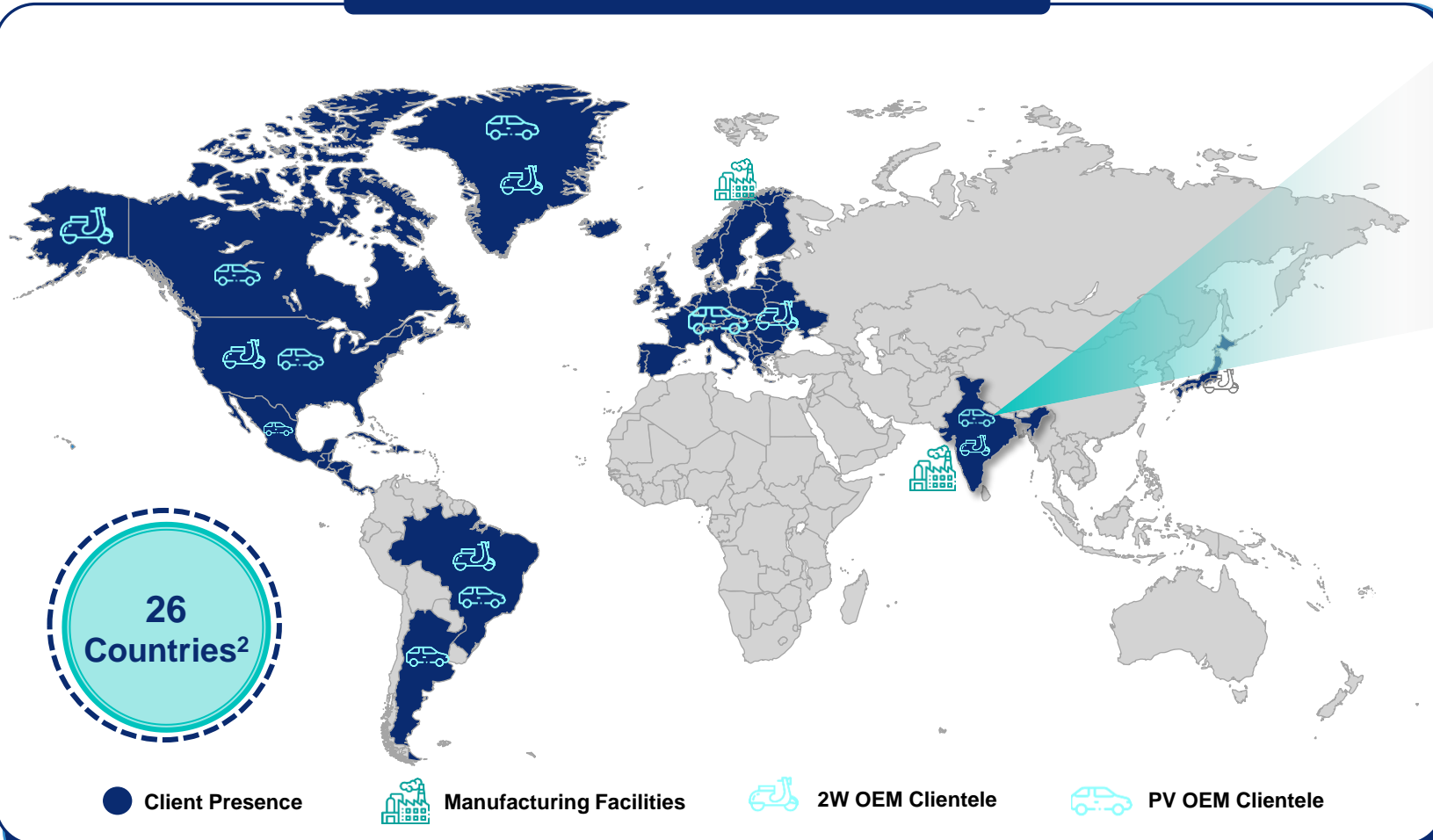
Note: The above product line shown is not exhaustive. 2Ws – Two Wheelers. PV – Passenger Vehicles. CV – Commercial Vehicles. CR – Connecting Rod.



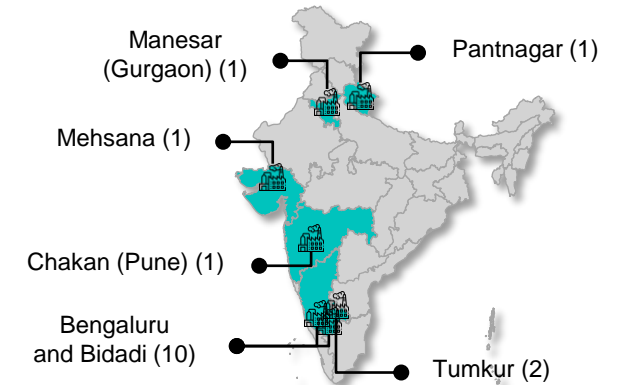
# Robust Infrastructure Catering to Clientele across Continents

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

**17**  
Integrated Manufacturing Facilities

**Fungible Production Lines**  
Interchangeable capacity across auto and non-auto

**500+**  
Dedicated Engineering Team



**31%**  
Total Product Sales from Exports (FY24)

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



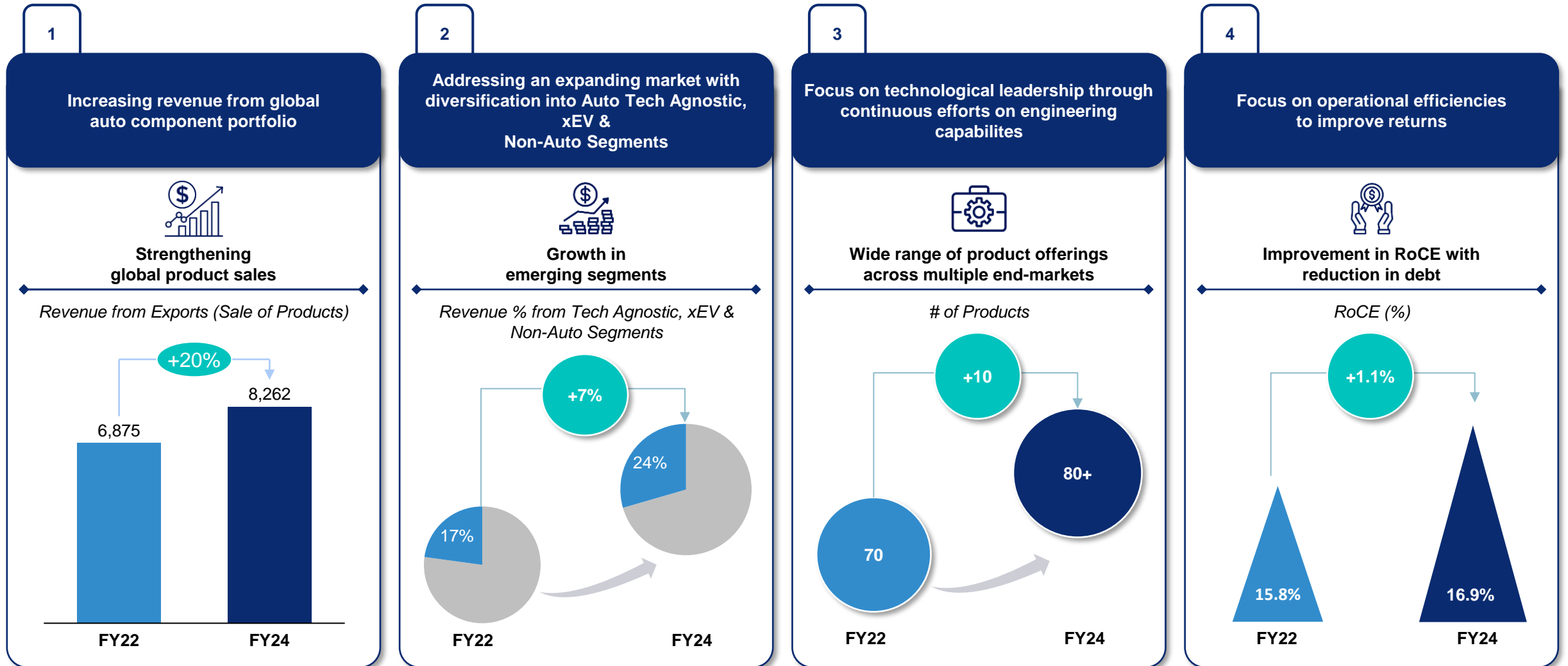
### Adaptability and Optimisation

-  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

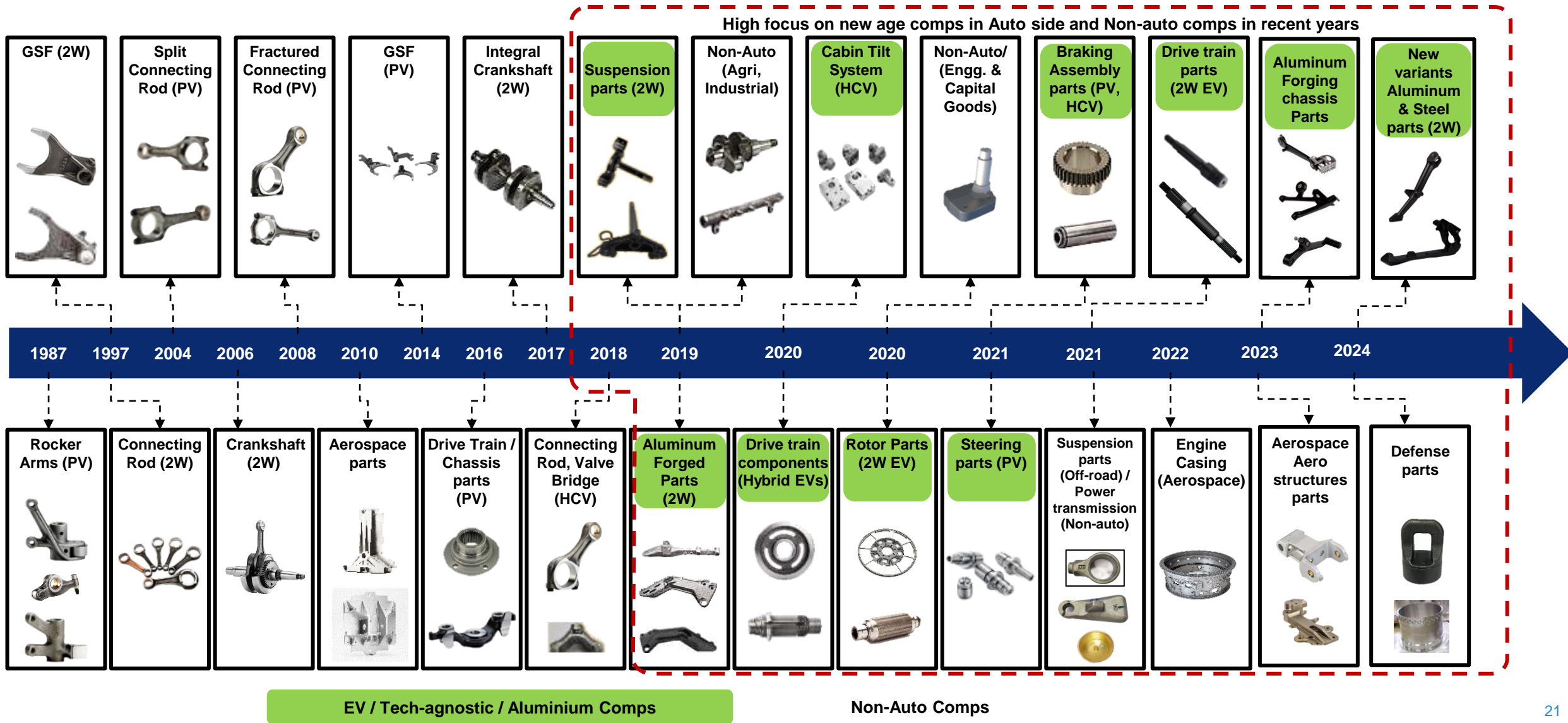
# ...to Deliver on our Formulated Goals



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

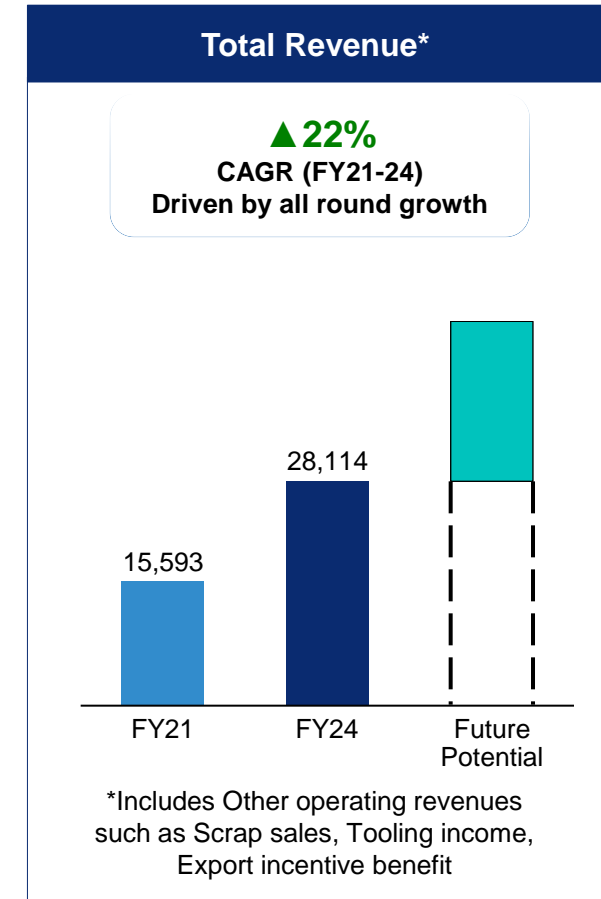
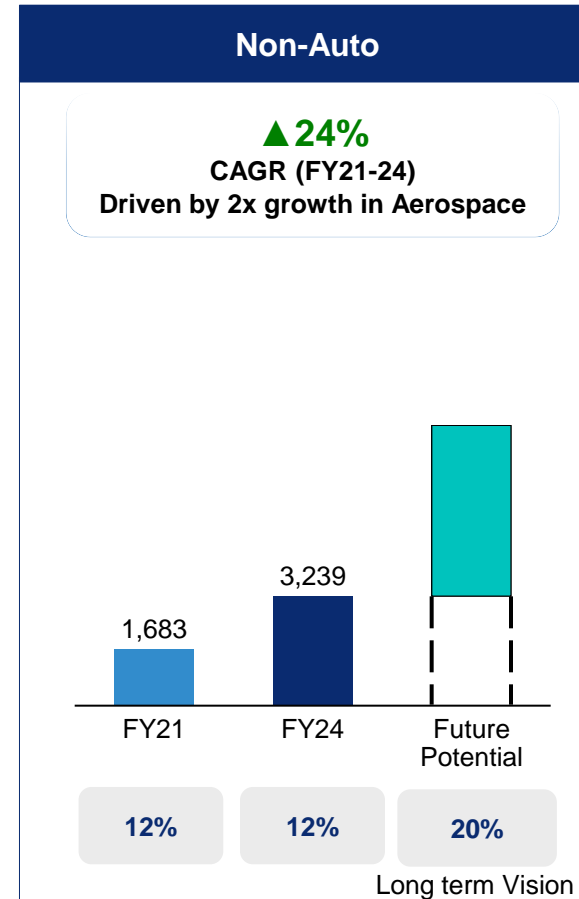
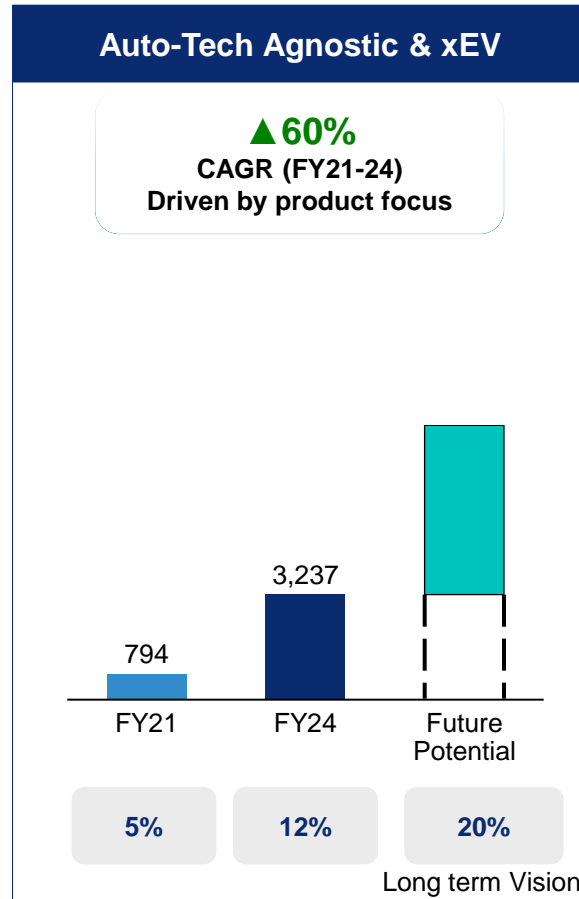
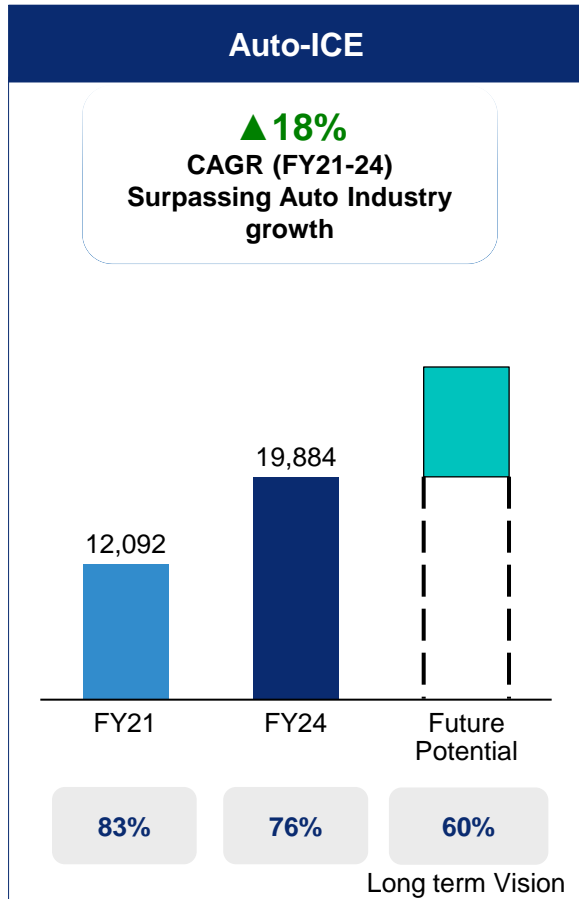
# Strategic entry into new markets and product categories

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

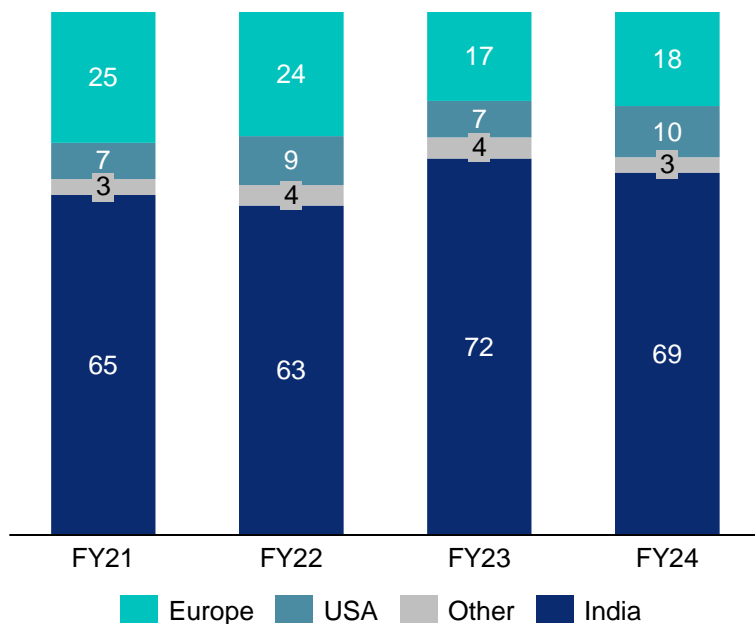


# Diverse revenue profile

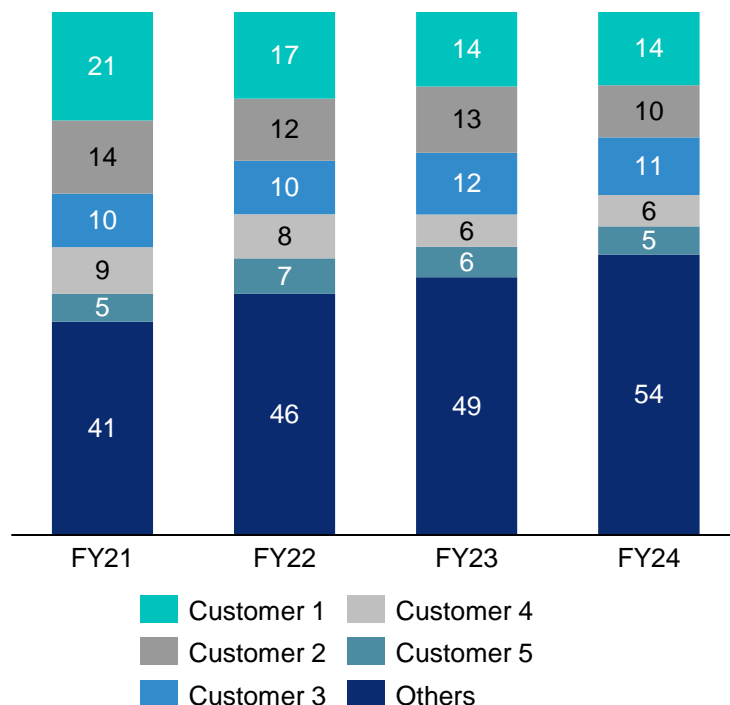
A wide portfolio of products across 80+ product families catering to 95\* auto and non-auto customers across 26 countries

%

## 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>H1 FY25</b>	<b>36.4%</b>		<b>19.9%</b>		<b>9.4%</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> › 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)

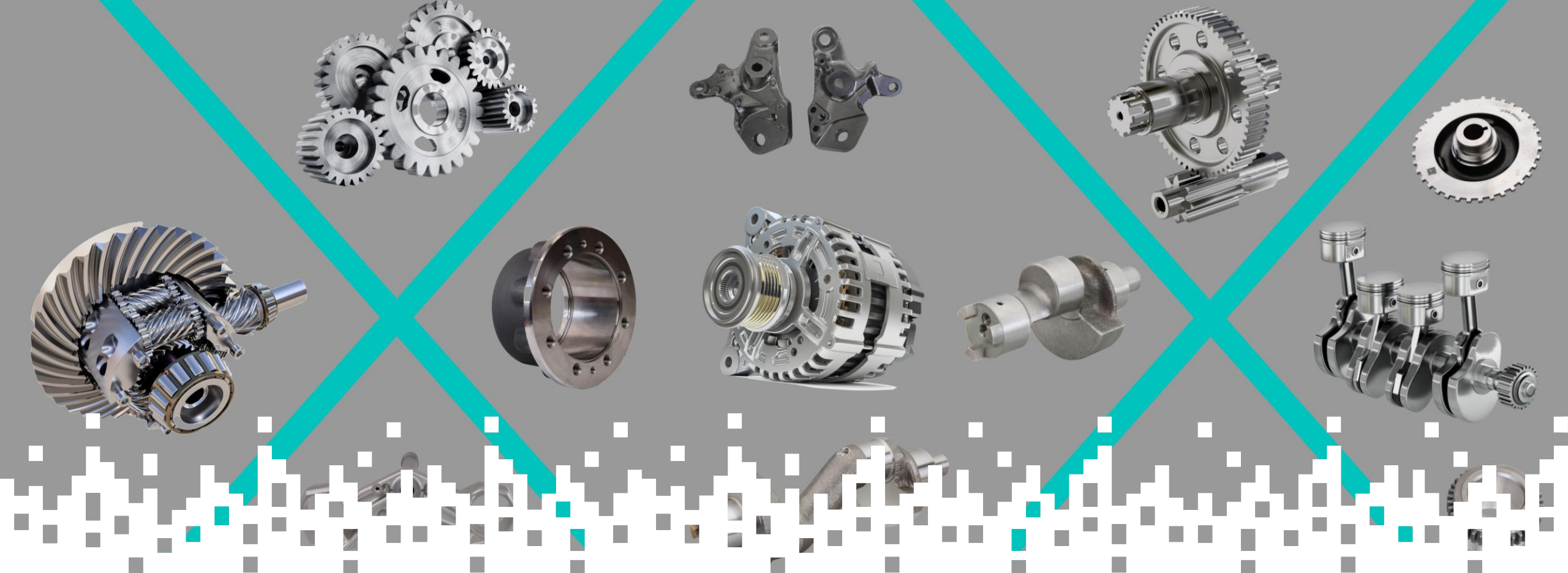
Tech-Agnostic and xEV have been a key focus area for Sansera in the past few years. We continue to accelerate this growth as we are already working with well known domestic as well as global customers

	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%		
H1 FY25	9.7%			6.4%		
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

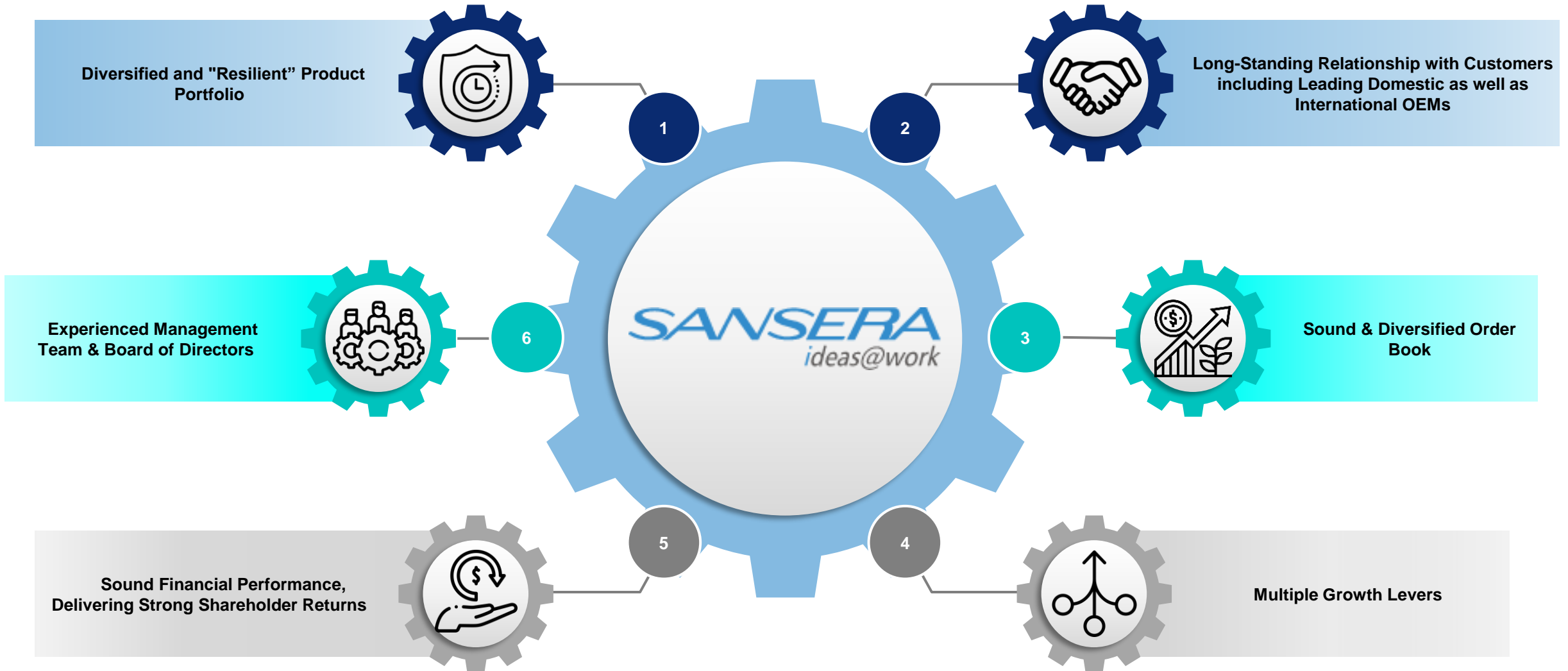
Over the years, the company leveraged its existing capabilities to manufacture precision components for several non-automotive sectors and established its presence in the aerospace, off-road and agriculture sectors

	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>H1 FY25</b>	3.7%	3.3%	1.8%	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



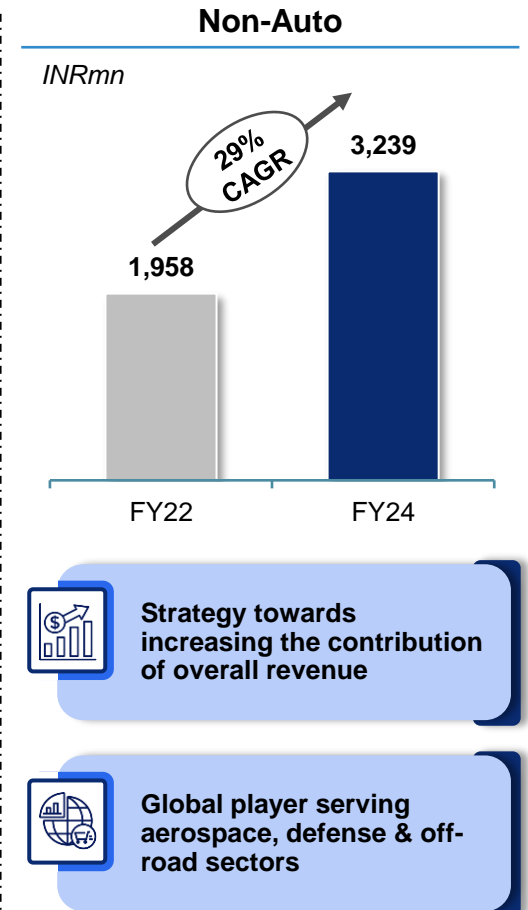
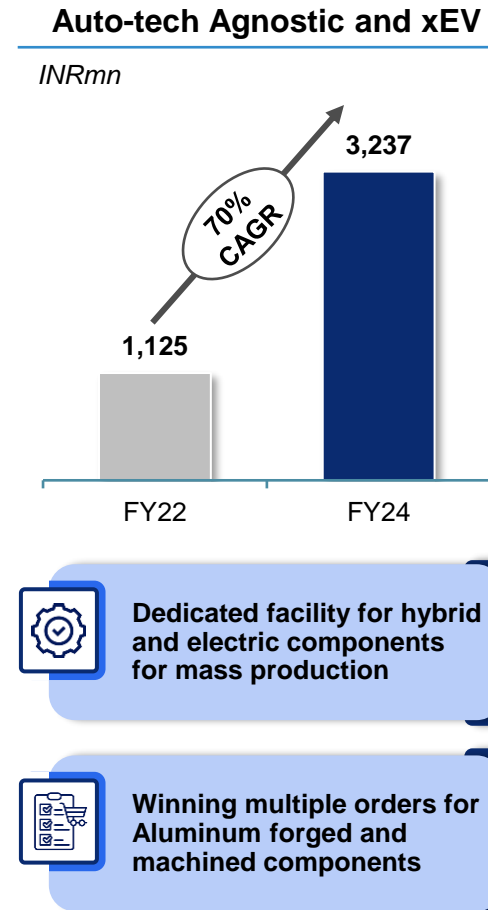
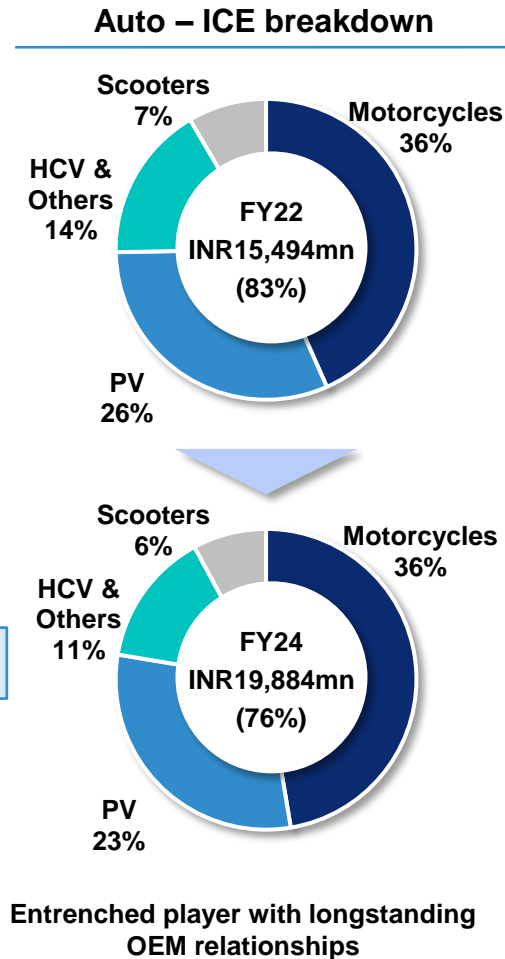
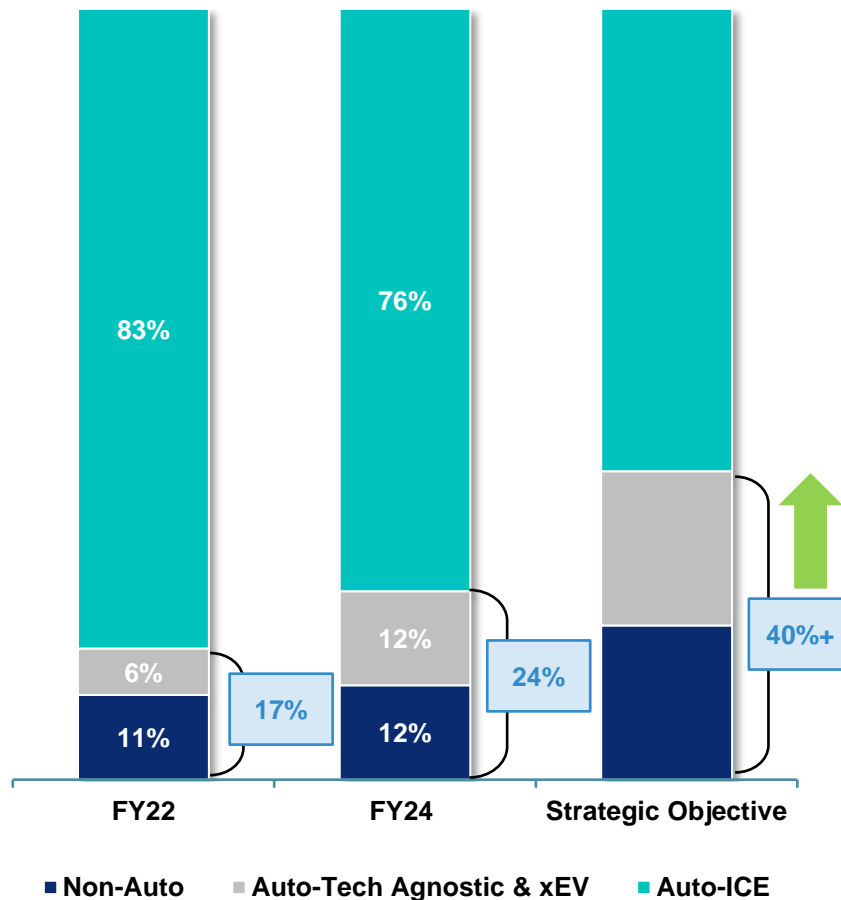


# Diversified and "Resilient" Product Portfolio

Driving revenue growth across segments thereby enhancing business diversification and positioning

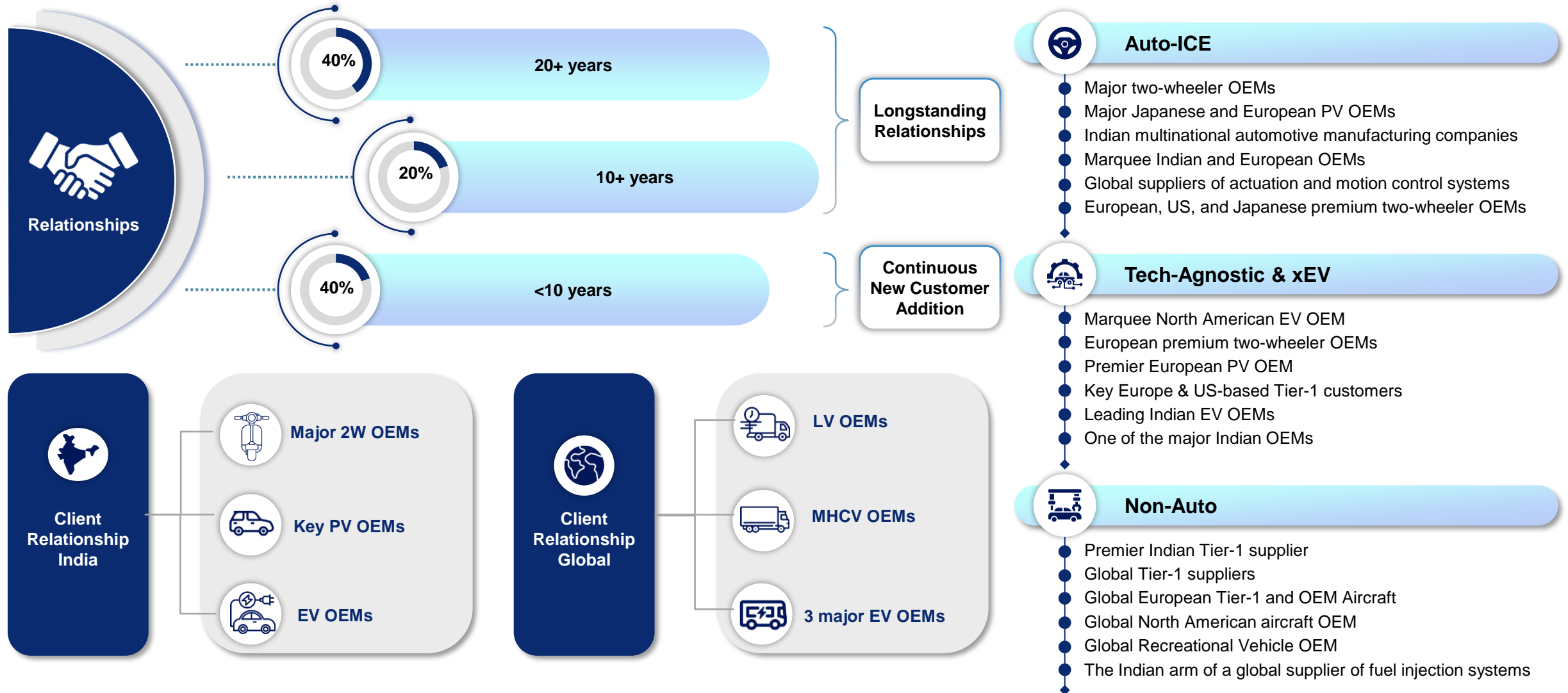
Increasing Mix of Revenue from Non-Auto, Tech Agnostic and xEV Segments in the Long Term

Robust Growth Witnessed in the Emerging Business Segments





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



# 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



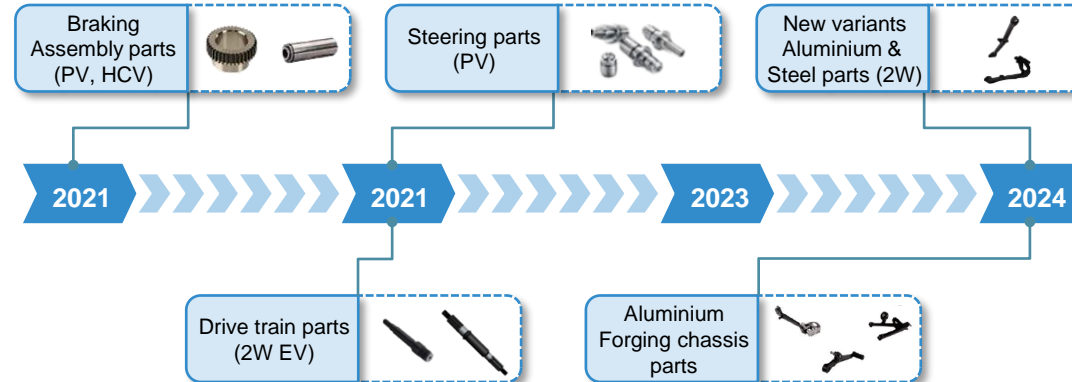
➤ One of the Leading suppliers of connecting rods, rocker arms and gear shifter forks

#### 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



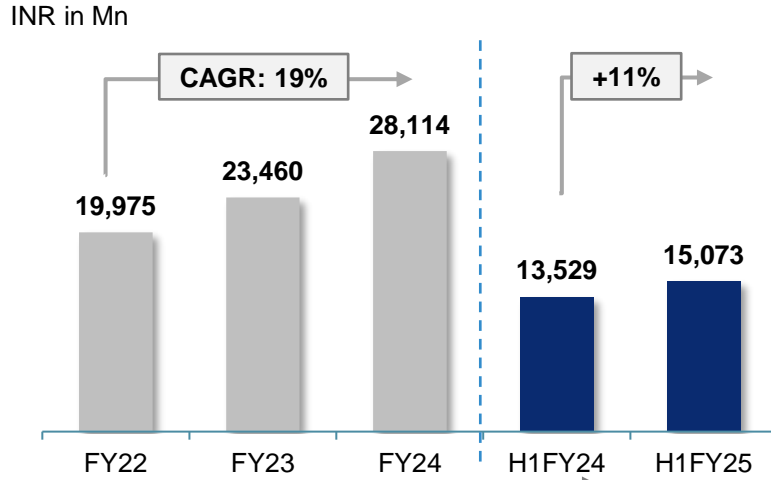
□ EV / Tech-agnostic / Aluminium Comps<sup>2</sup>

- 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

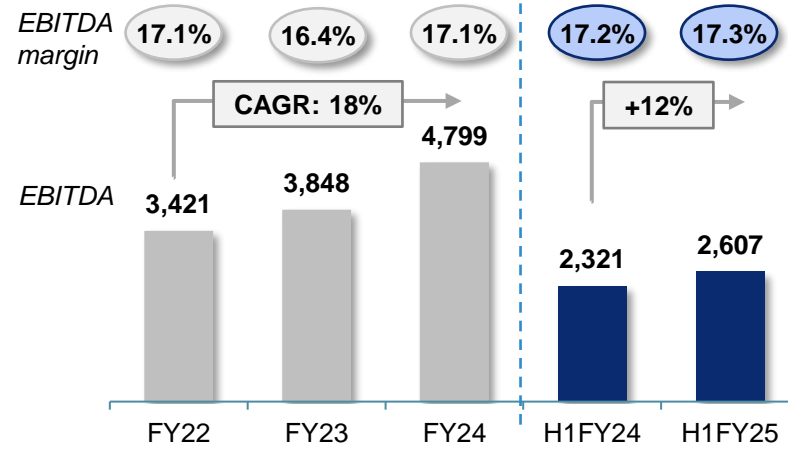
# Sound Financial Performance

## Strong financial performance across profitability metrics

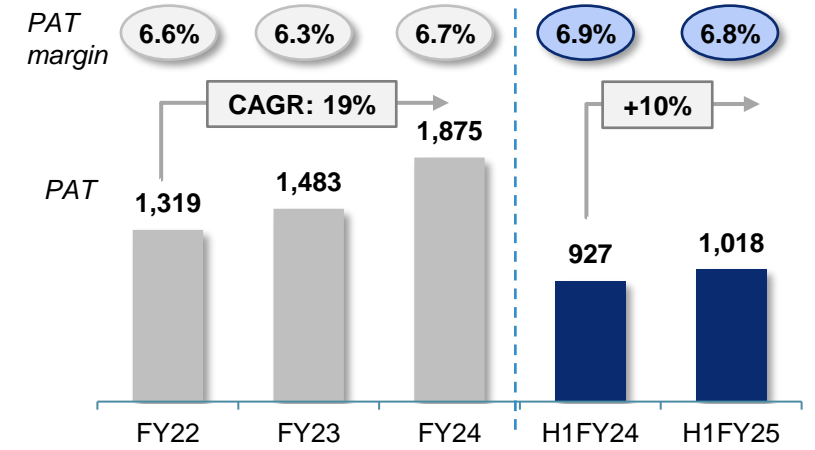
### Sound growth in revenue...



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

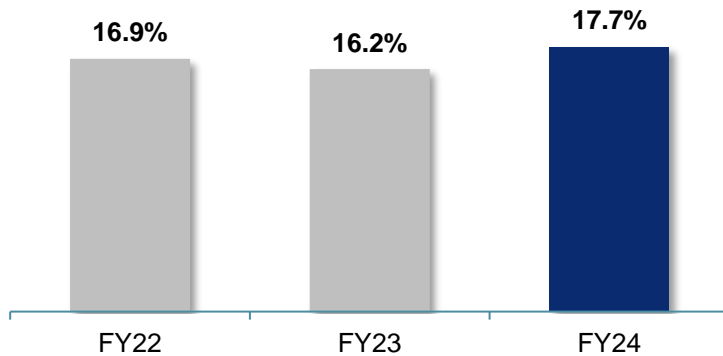


### ...with increase in profits



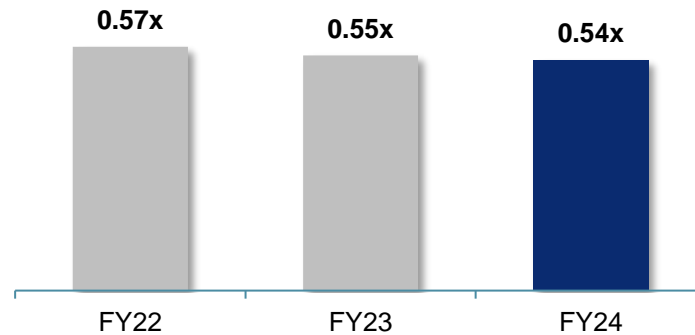
### Improvement in capital efficiency...

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

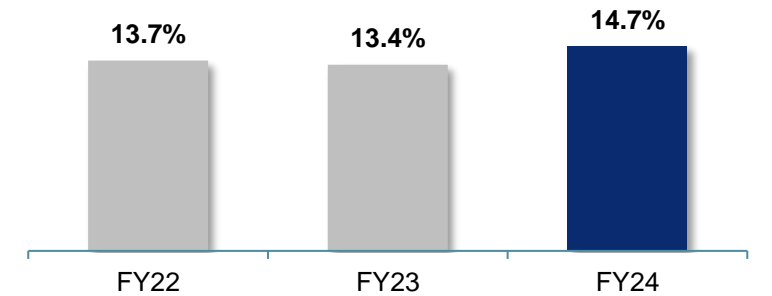


### ...without increasing leverage...

#### 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*



**Sanjeev Sharma**  
*Chief Sales and Marketing Officer (CSMO)*



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

## Distinguished Board of Directors



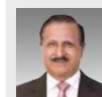
**S Sekhar Vasam**  
*Chairman and Managing Director*



**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

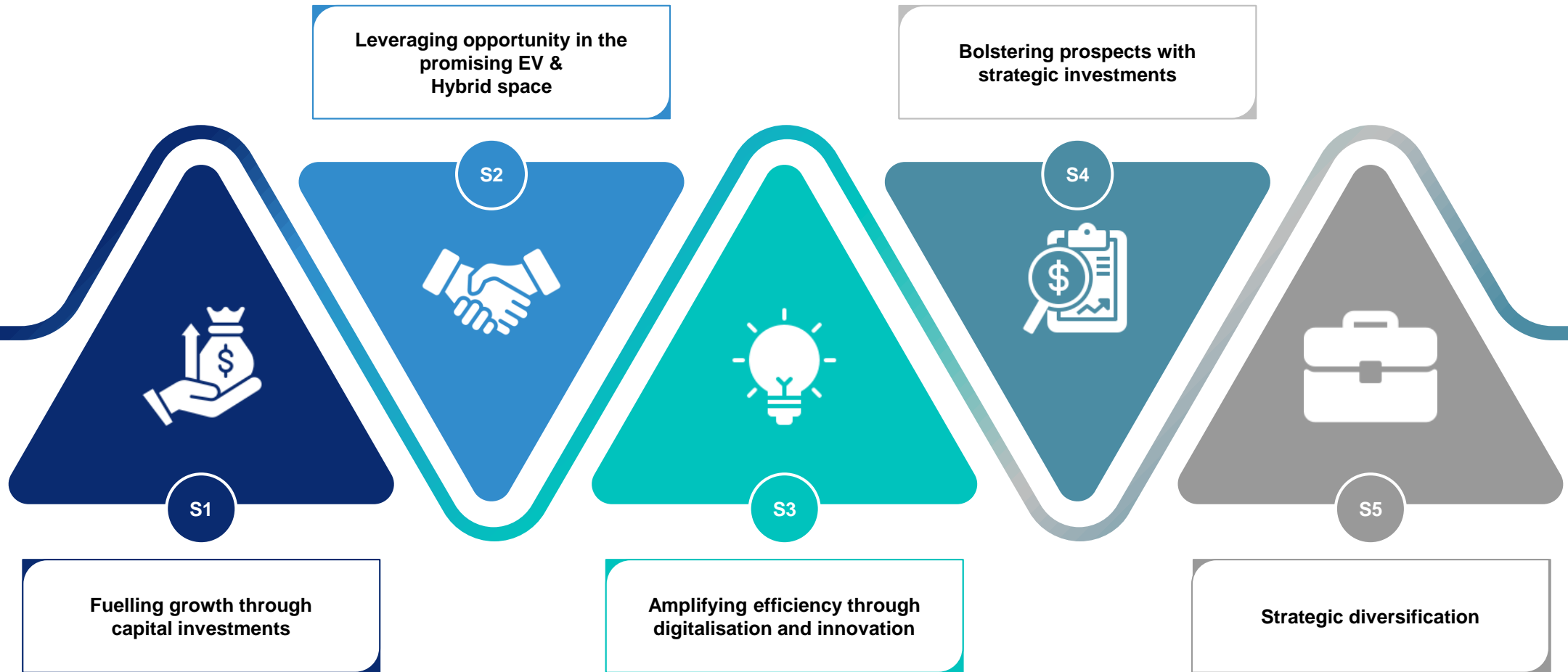






## Driven by Strategic Imperatives

# Amplifying Growth with Strategic Imperatives








# Fueling Growth through Capital Investments

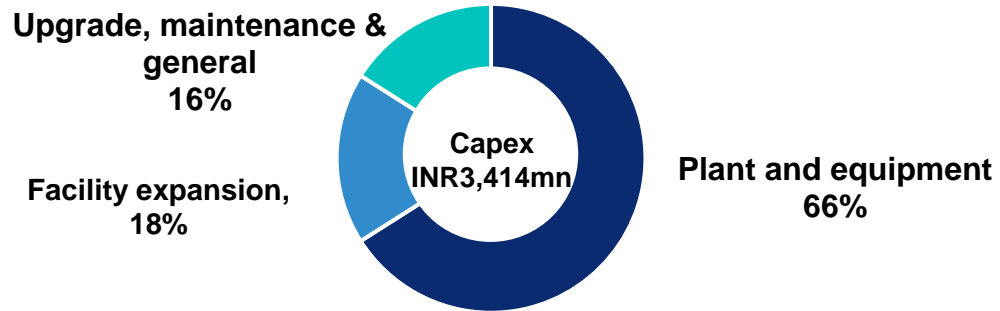
By investing in innovation, expanding footprint and increasing automation, Sansera intends to capitalize on opportunities across diverse sectors in the engineering landscape

## 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

Note: MoU - Memorandum of Understanding.

# 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**

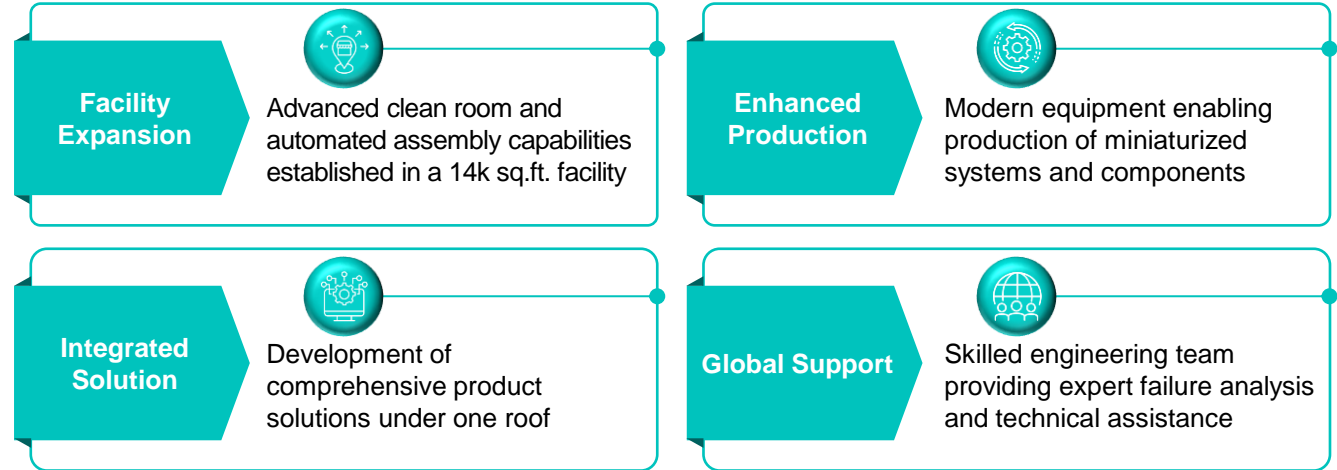
3



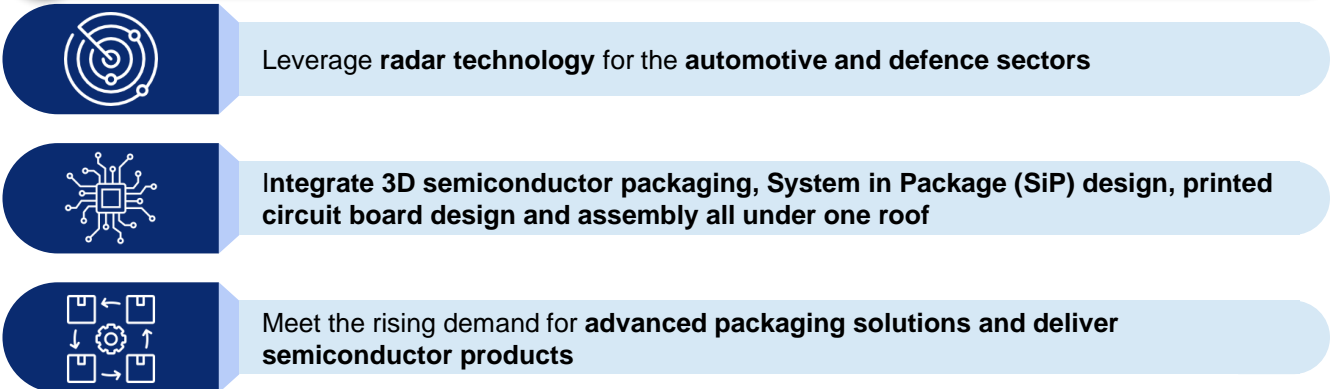
Create and **unlock new opportunities**



### New R&D Facility







### Future Focus







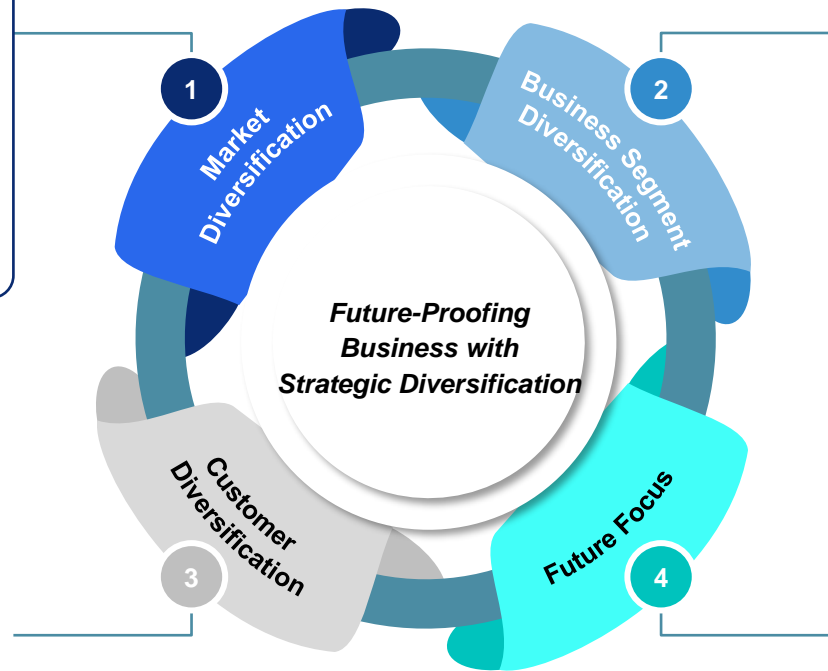
Note: 1. Sansera has the right to invest and increase stake to 51% at a predefined valuation formula.





\*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"



## 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.



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



Music



Yoga



Computer



Physical Education



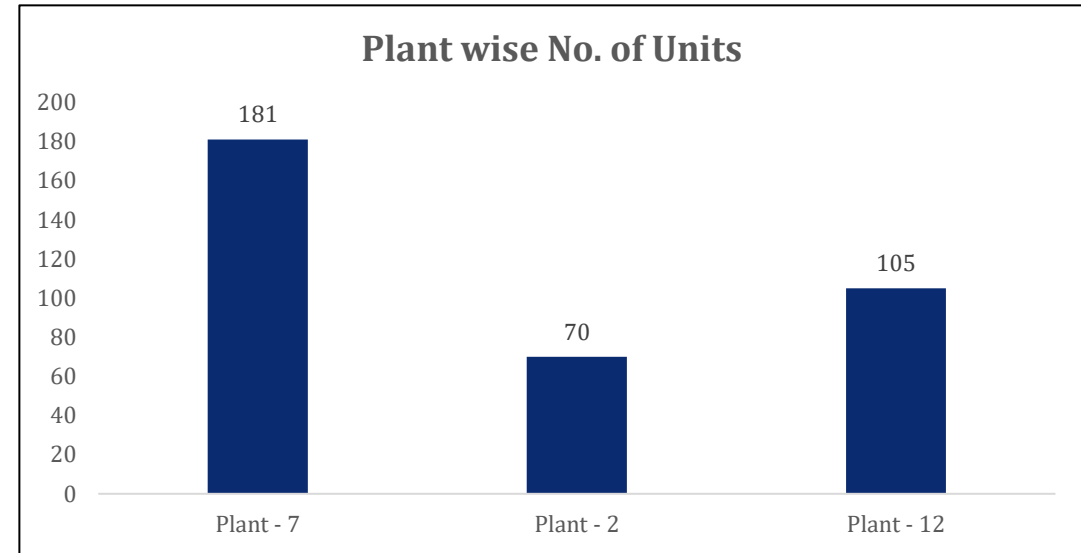
Computer Training Center at Sansera Gurubhavan Provides Training for Students





# Recent CSR Activities Conducted In School: Blood Donation

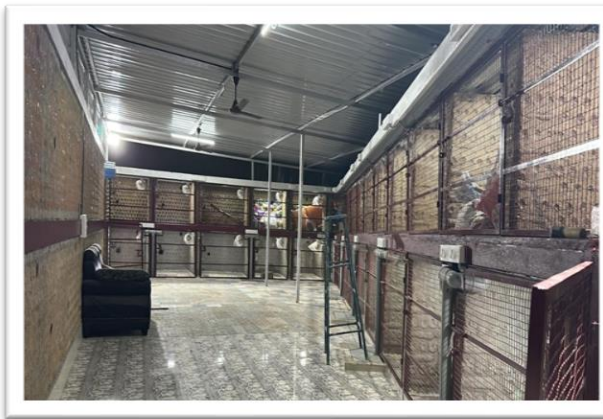
Sl. No.	Date	Plant	No. of Units donated	Event Partner
1	17-04-2024	Plant - 7	67	Sankalpa Foundation
2	19-04-2024	Plant - 7	114	Narayana Hrudayalaya
3	22-05-2024	Plant - 2	70	Narayana Hrudayalaya
4	11-06-2024	Plant - 12	105	Narayana Hrudayalaya
<b>Grand Total</b>			<b>356</b>	-



# Recent CSR Activities Conducted In School: Other Activities



Best Teacher Felitation Programme Conducted At Plant - 7



Support To Animal Rehabilitation Center For Stray Dogs



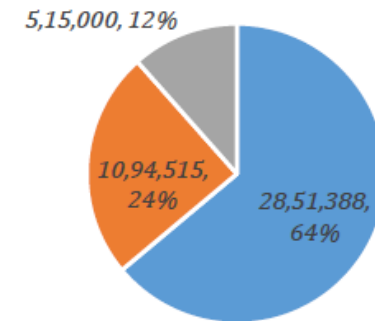
Vehicle Support To 2 Physical Challenged Persons



# Recent CSR Activities Conducted In School: Other Activities



Contribution (INR)



■ Sansera Foudation ■ MCKSFHFH Karnataka ■ Canadian International School, B.lore

National Automobile Olympiad 2024

Merit Scholarship



# 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)



Voluntaries at School Independence day program



Supporting to Sports player

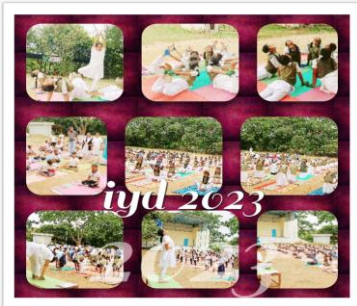


## Rs. 24.9 Lakhs Scholarship distributed

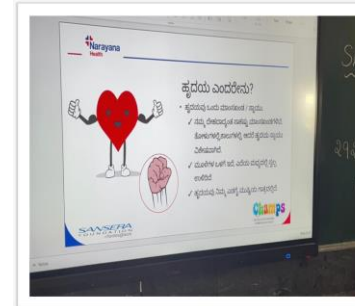
### Scholarship Program



# 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



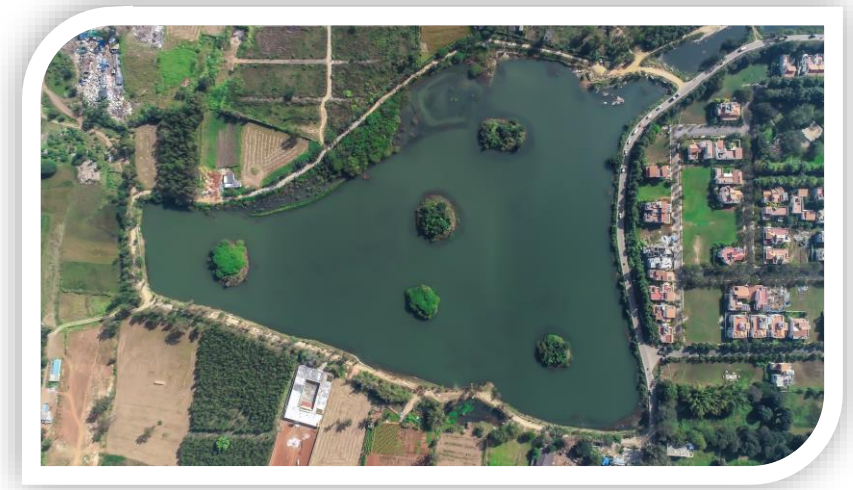
# Highly involved in ESG Practices (3/3)

## Initiatives taken for Environment

### KYALASANAHALLI LAKE



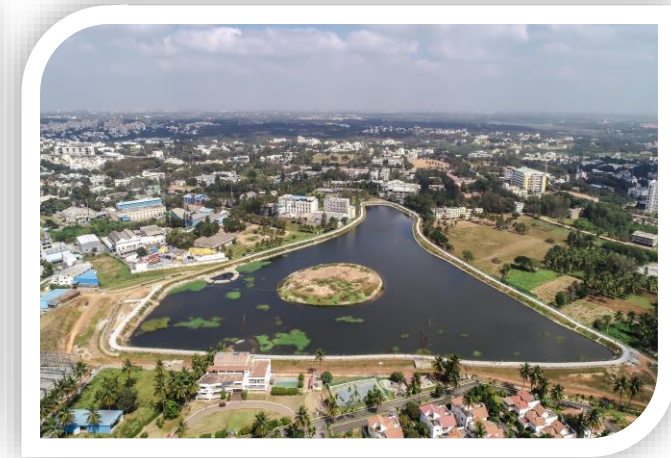
January 2017



Present

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

- 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



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

Email id: [shikha.puri@sgapl.net](mailto:shikha.puri@sgapl.net) / [dharmik.k@sgapl.net](mailto:dharmik.k@sgapl.net)

Tel No: +91 9819282743 / +91 7208179323