

August 01, 2023

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 02, 2023 at 10.00 am (IST) on the Unaudited financial results of the Company for the quarter ended June 30, 2023.

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

(Formerly Sansera Engineering Pvt Ltd)

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E-mail id: info@sansera.in Website: www.sansera.in CIN: L34103KA1981PLC004542

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Certified
MAR 2023-MAR 2024
INDIA

TM

INVESTORS PRESENTATION
August 2023



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**Performance
highlights**

Q1FY24 **Rs. 6.6 Bn**
Highest ever quarterly Revenue

Revenue*

EBITDA

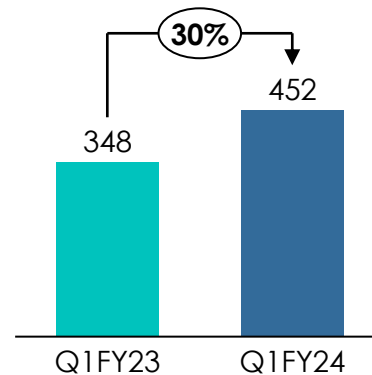
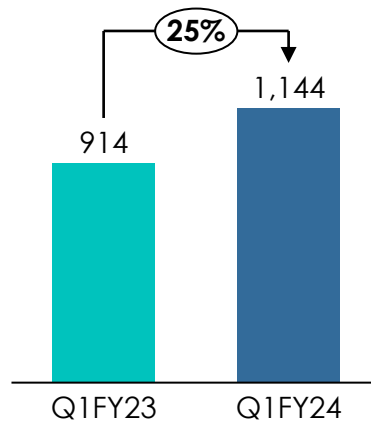
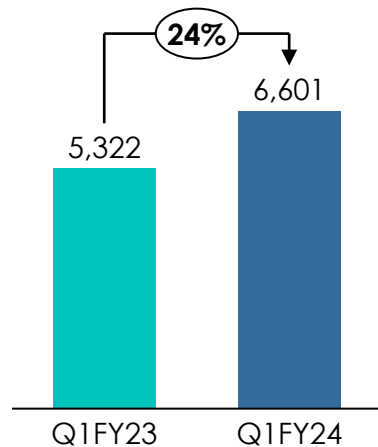
PAT

17.2%

17.3%

6.5%

6.8%



- › International business grew by 35% while domestic business registered a healthy 20% growth
- › Total orders booked during Q1 FY24: Rs. 3.7 Bn. As of Jun-23, order book with annual peak revenues stood at Rs 16.9 bn; very healthy order booking for global markets. Almost 70% of new order inflows came in from Auto-ICE segment, 21% from Auto-Tech Agnostic & xEV segment and remaining 9% from Non-Auto segment
- › On the debt front, our net debt stood at Rs. 7.2 Bn (Jun-23)
- › Construction of new machining facility at plant 11, Bidadi is on track for completion by end of FY24
- › The board has approved appointment of Mr. BR Preetham as Executive Director and designated as Executive Director & Group CEO of the Company w.e.f. the date of 41st AGM to be held on September 08, 2023 for a period of 5 years. Further, Mr. Raunak Gupta, Non-Executive Nominee Director will retire on the date of 41st AGM of the Company on completion of his term.



Mr. B R Preetham
Group CEO

Commenting on the performance Mr. B R Preetham Group CEO, Sansera Engineering Limited said,

"I am delighted to share with you that we have kicked off the fiscal year with our best ever performance in terms of topline and EBITDA. This stellar performance is driven by a broad based growth across domestic and international markets, we hope to continue in top gear.

On one hand, our newer segments like Auto-Tech Agnostic & xEV products and Non-auto continued to perform well on a modest yet rapidly growing base, on the other hand, our well established Auto-ICE segment delivered a healthy ~20% growth on a far bigger base. The growth registered by our newer segment illustrates Sansera's adaptability to newer requirements and our futuristic product range. Meanwhile, Auto-ICE growth is a clear reflection of our prowess in core product categories.

Given the convergence of these advantageous factors and favorable market conditions throughout our operational divisions, we anticipate a robust performance for the fiscal year 2024."

Visible growth in the revenue contribution from xEV segment

19%
of orderbook

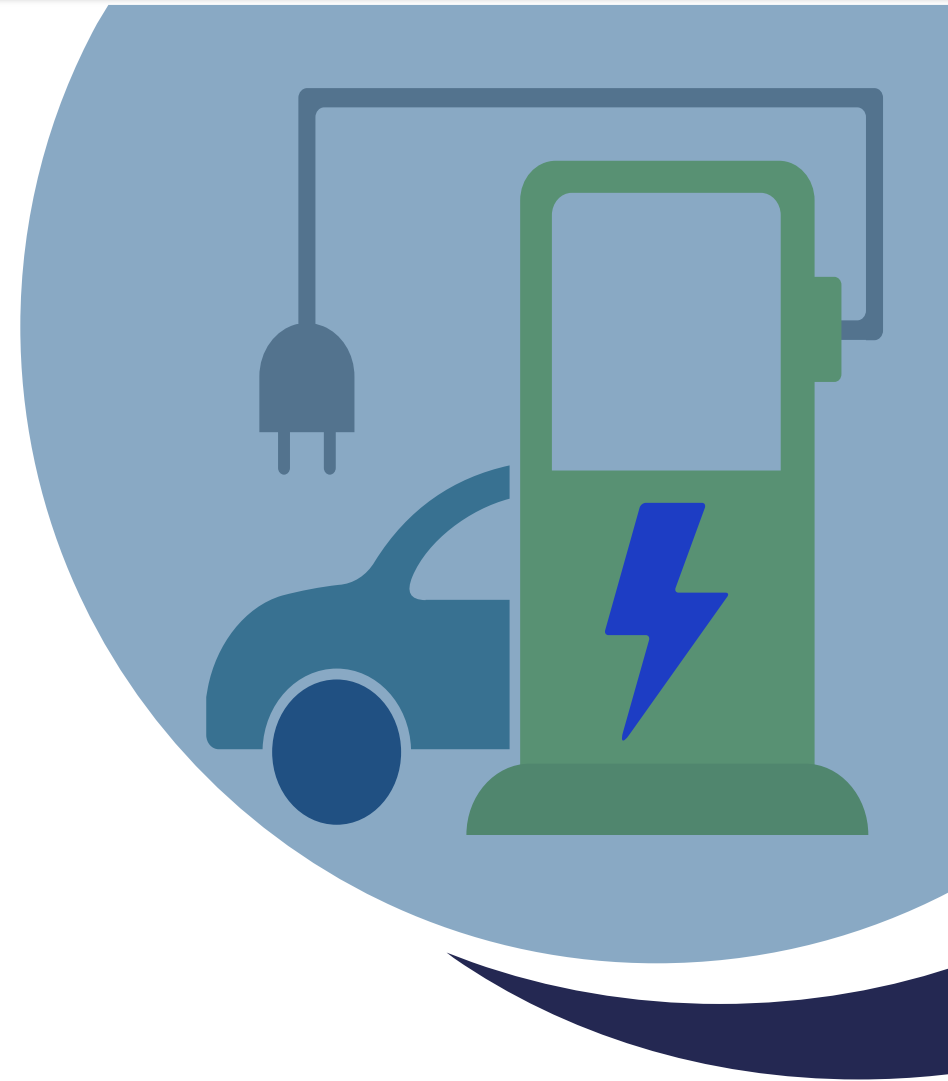
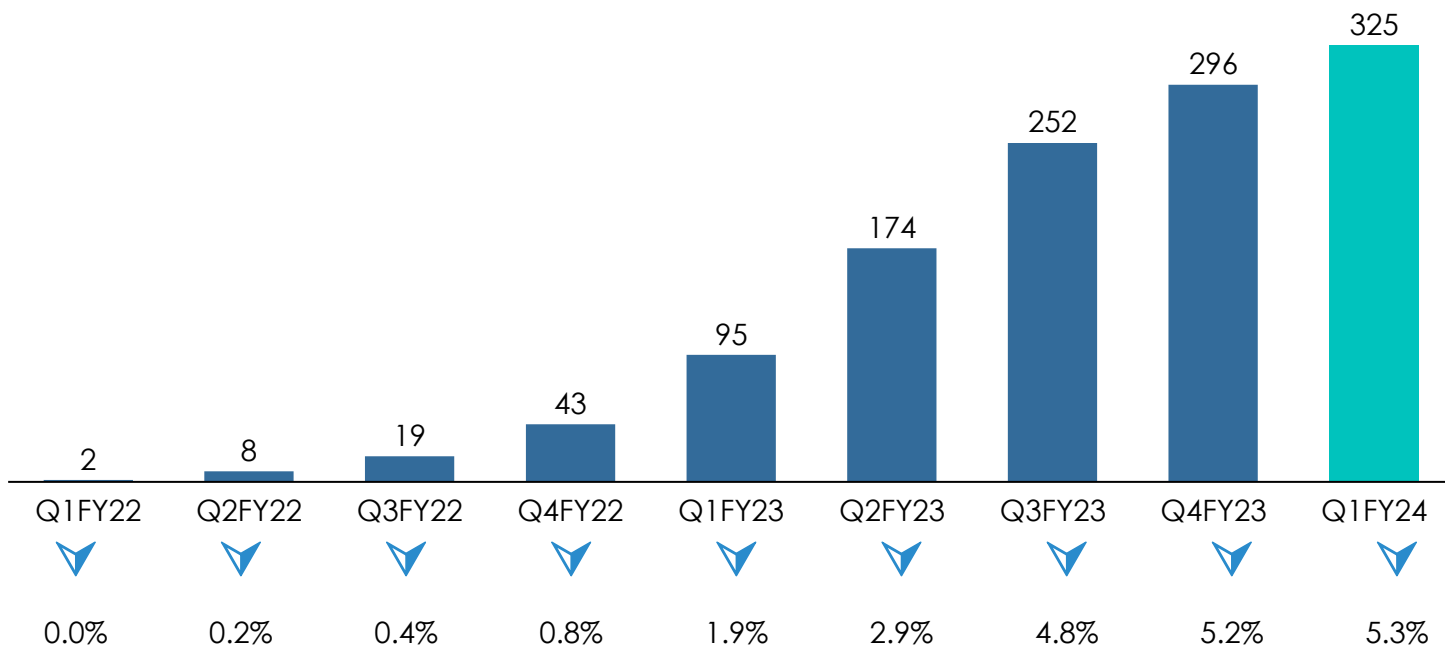
14* xEV
Customers

9 (2W)

4 (PV)

2 (CV)

Sales Contribution from xEV (INR Mln)

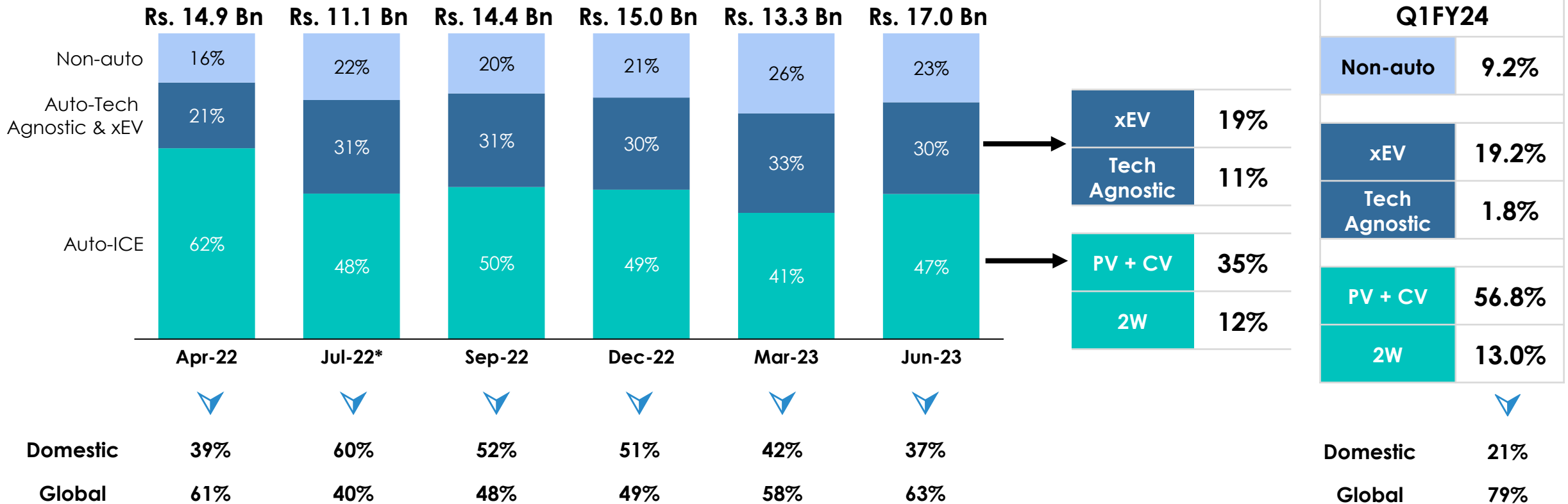


*Some customers may appear in more than one category

Strong and diverse business pipeline for future growth

408 LOIs/Purchase Orders from 76 customers in the auto and 43 customers in the non-auto sector

Orderbook (peak annual revenues for new business)



*Accounts for withdrawal of framework contract worth Rs. 3.0 Bn (intimated on stock exchanges on 26-Jul-22)

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

(1) Represents peak annual revenues

Sales Mix: By End-Use Segments

Sales mix (%)	Q1FY24	Q1FY23	Q4FY23	FY23	FY22
Auto – ICE	76.4%	79.8%	74.7%	77.7%	83.4%
Auto-Tech Agnostic & xEV	11.9%	8.7%	11.3%	10.4%	6.1%
Auto-Tech Agnostic	6.6%	6.8%	6.1%	6.6%	5.7%
xEV	5.3%	1.9%	5.2%	3.8%	0.4%
Non-Auto	11.7%	11.5%	14.0%	11.9%	10.5%
TOTAL	100%	100%	100%	100%	100.0%

Sales Mix: By Geographies

Sales mix (%)	Q1FY24	Q1FY23	Q4FY23	FY23	FY22
India	68.4%	70.8%	68.4%	71.6%	63.0%
Europe	19.5%	16.8%	18.5%	17.6%	23.7%
USA	9.0%	9.0%	9.2%	7.2%	9.4%
Other Foreign Countries	3.1%	3.4%	3.9%	3.6%	3.9%
International	31.6%	29.2%	31.6%	28.4%	37.0%
Exports from India	24.4%	22.6%	23.6%	21.7%	28.1%
Sweden Sales	7.2%	6.6%	8.0%	6.7%	8.9%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%

Consolidated Profit & Loss Account

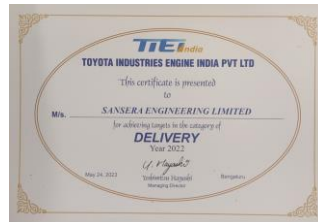
Particulars (Rs. in Mln)	Q1FY24	Q1FY23	YoY	FY23	FY22	YoY
Revenue From Operations*	6,600.7	5,321.7	24%	23,460.4	19,975.3	17%
Cost of goods sold (incl power & fuel cost)	3,967.8	3,084.6		14,161.6	11,895.9	
Gross Profit	2,632.9	2,237.2	18%	9,298.8	8,079.5	15%
Gross Profit Margin	39.9%	42.0%		39.6%	40.4%	
Employee benefit expenses	910.1	774.4		3,179.6	2,773.6	
Other Expenses	579.2	548.4		2,271.7	1,885.0	
EBITDA	1,143.5	914.4	25%	3,847.5	3,420.9	12%
EBITDA Margin	17.3%	17.2%		16.4%	17.1%	
Other Income	4.3	7.5		100.7	69.9	
Depreciation and amortisation expense	348.7	307.2		1,300.8	1,197.0	
EBIT	799.1	614.7	30%	2,647.4	2,293.8	15%
EBIT Margin	12.1%	11.6%		11.3%	11.5%	
Finance Cost	189.3	136.7		615.1	510.1	
Profit before Tax	609.8	478.05	28%	2,032.3	1,783.7	14%
Tax	158.1	130.2		548.9	464.8	
Profit After Tax	451.7	347.8	30%	1,483.4	1,318.9	12%
Profit After Tax Margin	6.8%	6.5%		6.3%	6.6%	
EPS – Basic (Rs.)	8.43	6.52		27.74	25.27	
EPS – Diluted (Rs.)	8.30	6.34		27.17	24.36	

*This quarter onwards "Revenue from operations" is shown instead of "Total Income"



TVS Consistent Quality Performance Year 2022-23

TIEI "Zero Defect Supplies" & "For Achieving Delivery Target 2022"



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Diverse recognition & awards



Knorr-Bremse Best Development Support

Ecovadis Silver Sustainability Rating 2023





Company Overview

Auto ICE

Prominent player with longstanding OEM relationships

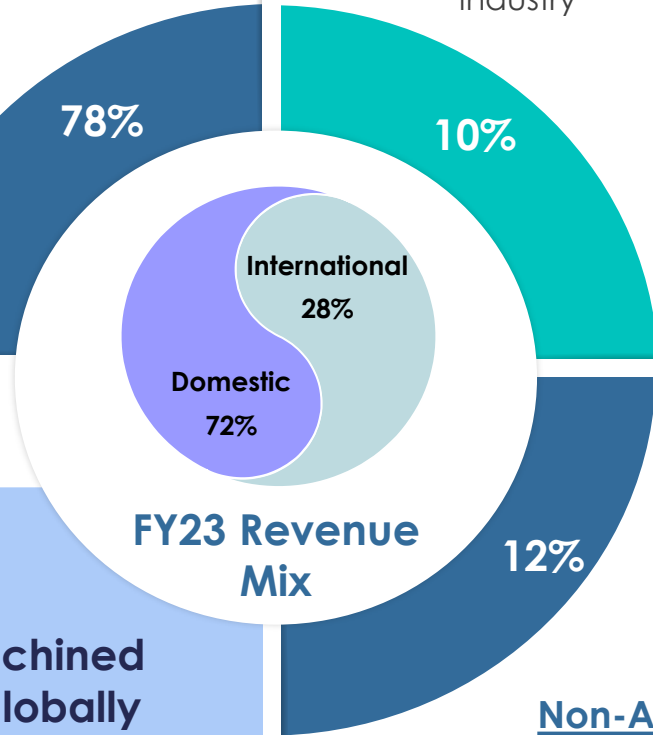
36% Motor-cycles	8% Scooters
23% PV	11% HCV

Tech Agnostic & xEV

Emerging player working with marquee names in the industry



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



Non-Auto

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

Strong execution capabilities

17

Integrated manufacturing facilities

506

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 23,466 Mln

FY23 Revenue from operations*
22% CAGR (FY21-FY23)



Rs 3,853 Mln

FY23 EBITDA – **16.4% margin**



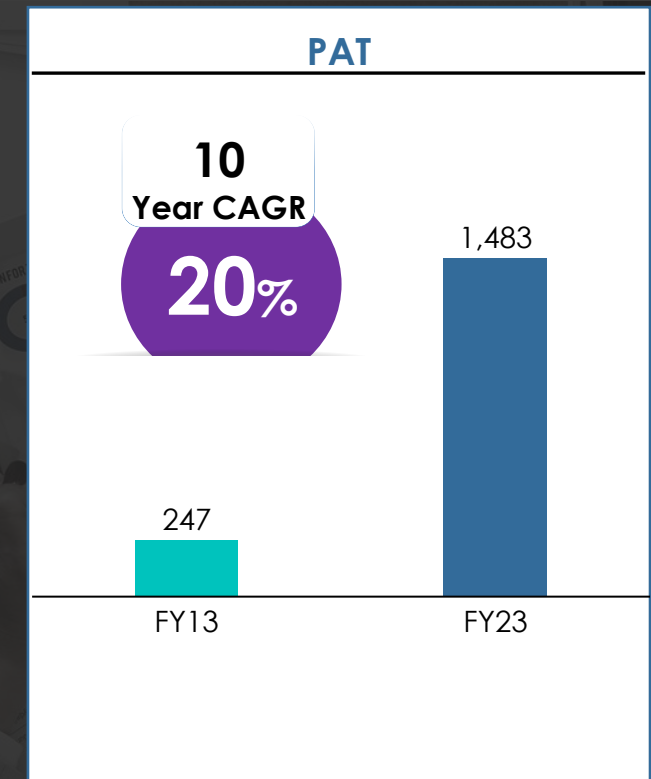
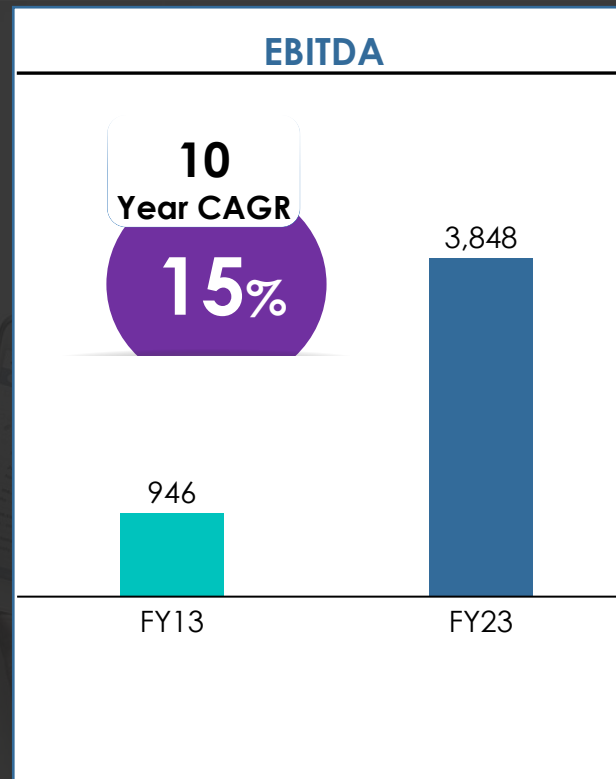
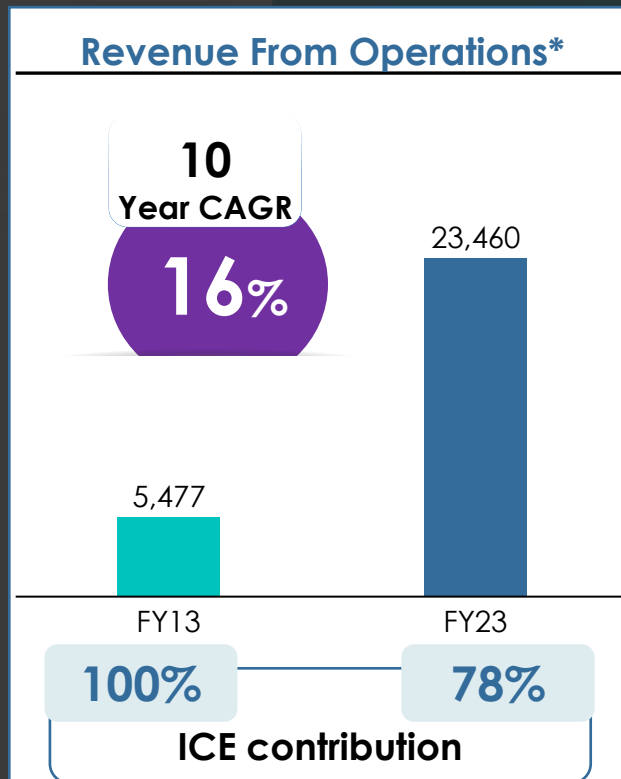
Rs 16,943 Mln

Orderbook Jun'23 (peak annual revenues for new business after removing orders that moved to mass production in FY23)

*This quarter onwards "Revenue from operations" is shown instead of "Total Income"

Growing consistently over the years and...

Rs in Mln



*This quarter onwards "Revenue from operations" is shown instead of "Total Income"

... Making Strides Towards Our Vision

	Auto-ICE	Auto-Tech Agnostic & xEV	Non-Auto
Revenue contribution* %	83.4% 77.7% 60% 	6.1% 10.4% 20% 	10.5% 11.9% 20%
Updates (FY23)	<ul style="list-style-type: none"> › Added two major customers in the year. With significant order flow from one of these customers it is now amongst our top 5 customers › Strong order book and pipeline continues 	<ul style="list-style-type: none"> › Commercialized production for a key xEV customer › Strong order pipeline for the future › Five new customers added in xEV segment › Received order from one of existing European premium 2W OEM for Aluminum parts › Consolidation continues with another European Premium 2W OEM for Aluminum parts 	<ul style="list-style-type: none"> › Started new Aerospace & Defence facility in Mar-23 › Entered an agreement to make an investment in MMRFIC. With this we will have access to a strong R&D and engineering team which can address growing Defence and Aerospace opportunities
Key trends	<ul style="list-style-type: none"> › Expected to benefit due to consolidation of sourcing by OEMs and trends of China+1 & Europe+1 	<ul style="list-style-type: none"> › Expected to grow rapidly with the successful adoption of Evs › High focus on light weighting 	<ul style="list-style-type: none"> › Expected to benefit with indigenization focus on the defence side › Strong orderbook of aerospace OEMs to translate into healthy order flow

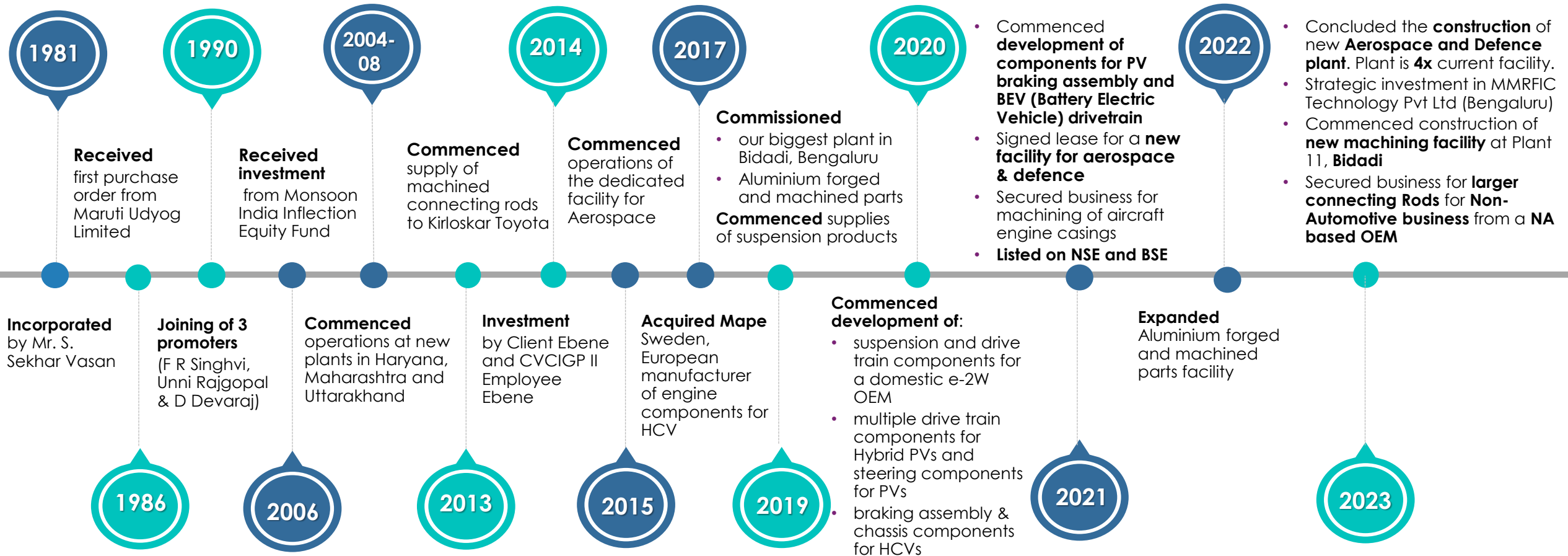
*Revenue contribution in based on revenue from sales of products only (excluding sale of services and other operating income).

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	 Roller RA  Integral Crankshaft	 Integral CR  GSF	 Crankshaft  Balance Shaft	 Fractured CR  Rocker Arm (DLC)	 Split CR  Gear Shifter Fork	 Fractured CR	 Split CR	 Gear Shifter Fork
Sales Mix FY23	Motorcycles 35.5%		22.8%		10.9%			
Q1 FY24	35.3%		23.8%		10.9%			
Key Customers (Indian and Global)	Indian › All major Two Wheeler OEMs		Global › European, US and Japanese premium Two-Wheeler OEMs		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	

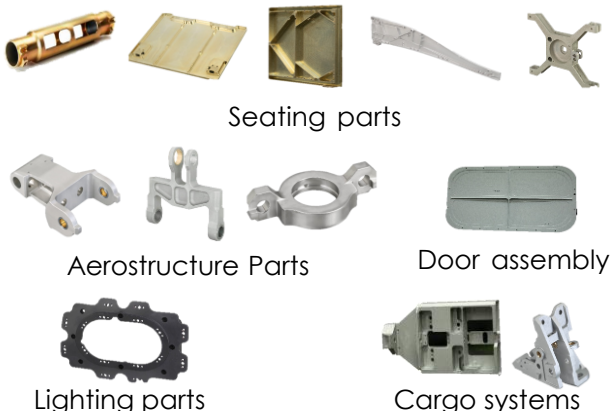


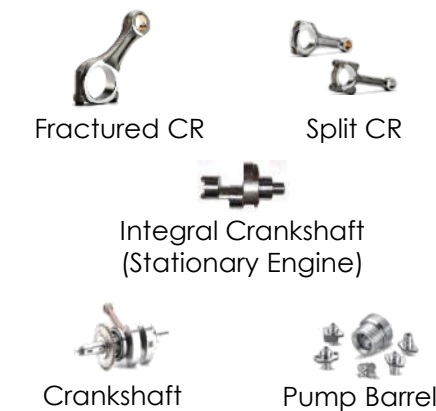
Wide range of product offerings: Auto (Tech-Agnostic and xEV)

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>Suspension Parts</p>  <p>Stem Comp Steering</p>  <p>Aluminium 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>Rotar Parts</p>	<p>PV</p>  <p>Drive Train Part</p>  <p>Drive Train Part</p>	<p>CV</p>  <p>Transmission Parts</p>  <p>Spring Bracket</p>  <p>Differential Lock Hook</p>
Sales Mix FY23	6.6%			3.8%		
Q1FY24	6.6%			5.3%		
Key Customers (Indian and Global)	› European premium 2W OEMs	› Leading European PV OEM	› Leading Europe & US Based Tier 1 Customer	› Leading Indian EV OEMs	› One of the leading Indian OEM	› Marquee North American EV OEM

Wide range of product offerings: Non-Auto

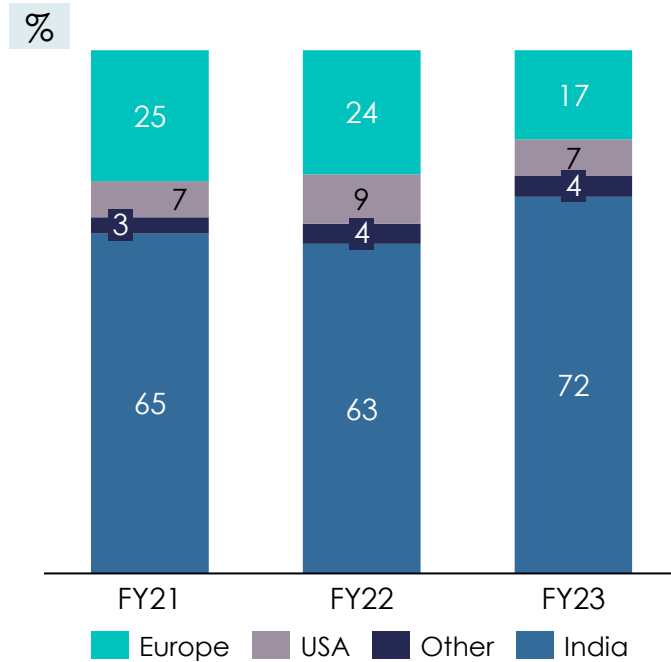
Over the years, the company leveraged its existing capabilities to manufacture precision components for several non-automotive sectors and established its presence in the aerospace, off-road and agriculture sectors

	Aerospace & Defence	Off-road	Agriculture	Others
Product Offerings	 <p>Seating parts</p> <p>Aerostructure Parts</p> <p>Door assembly</p> <p>Lighting parts</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>
Sales Mix FY23	4.2%	3.2%	3.1%	1.5%
Q1 FY24	3.2%	4.3%	2.7%	1.5%
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

Diverse revenue profile

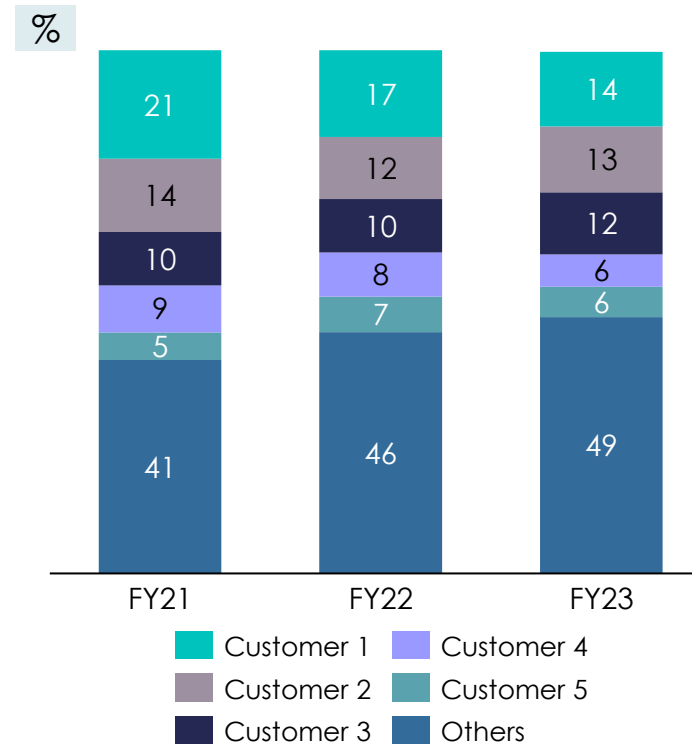
A wide portfolio of products across 80+ product families catering to 96* auto and non-auto customers across 27 countries

By Geography



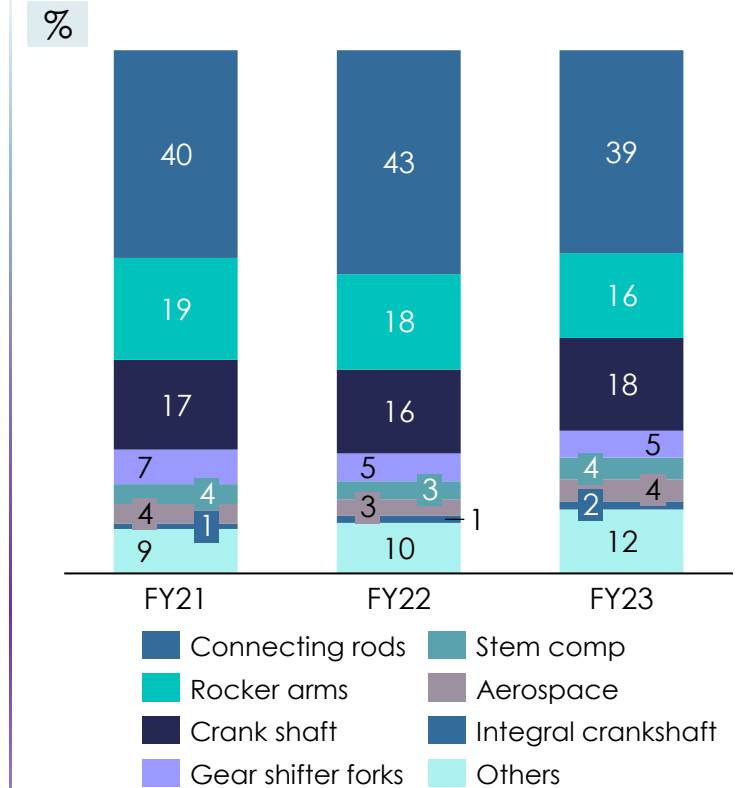
› From here on we expect the international business to go back to as it was in FY21

By Customer



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

By Product



› With continuous effort, we have been able to increase the contribution from other components while keeping the core component (CR) business growth intact

1. Based on sale of products

*Some customers may appear in more than one category

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

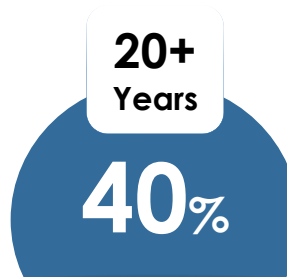
Relationship with **4 out of top 5**
EV OEMs

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

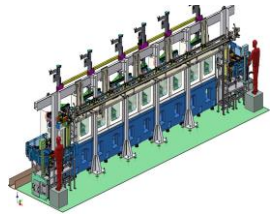
Longevity of relationship with top 20 customers

- › **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

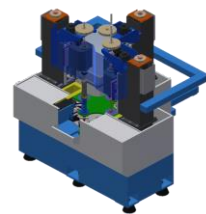
Strong execution capabilities (1/2)

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

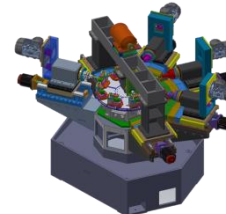
In- House Machine Building Capabilities



Automated Cells



Vertical honing machines



Double disc grinding machines

8 station special propose machines



Rough Boring Machine

Highlights

- › **1,050+** CNC Machines built in-house
- › **75** machines manufactured in 2022-23
- › **40** dedicated personnel in machine building division

Outcomes

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

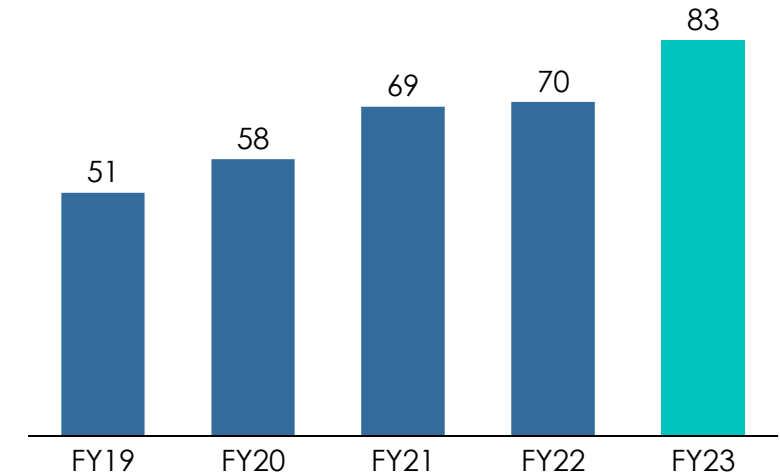
Automation Capabilities

Highlights

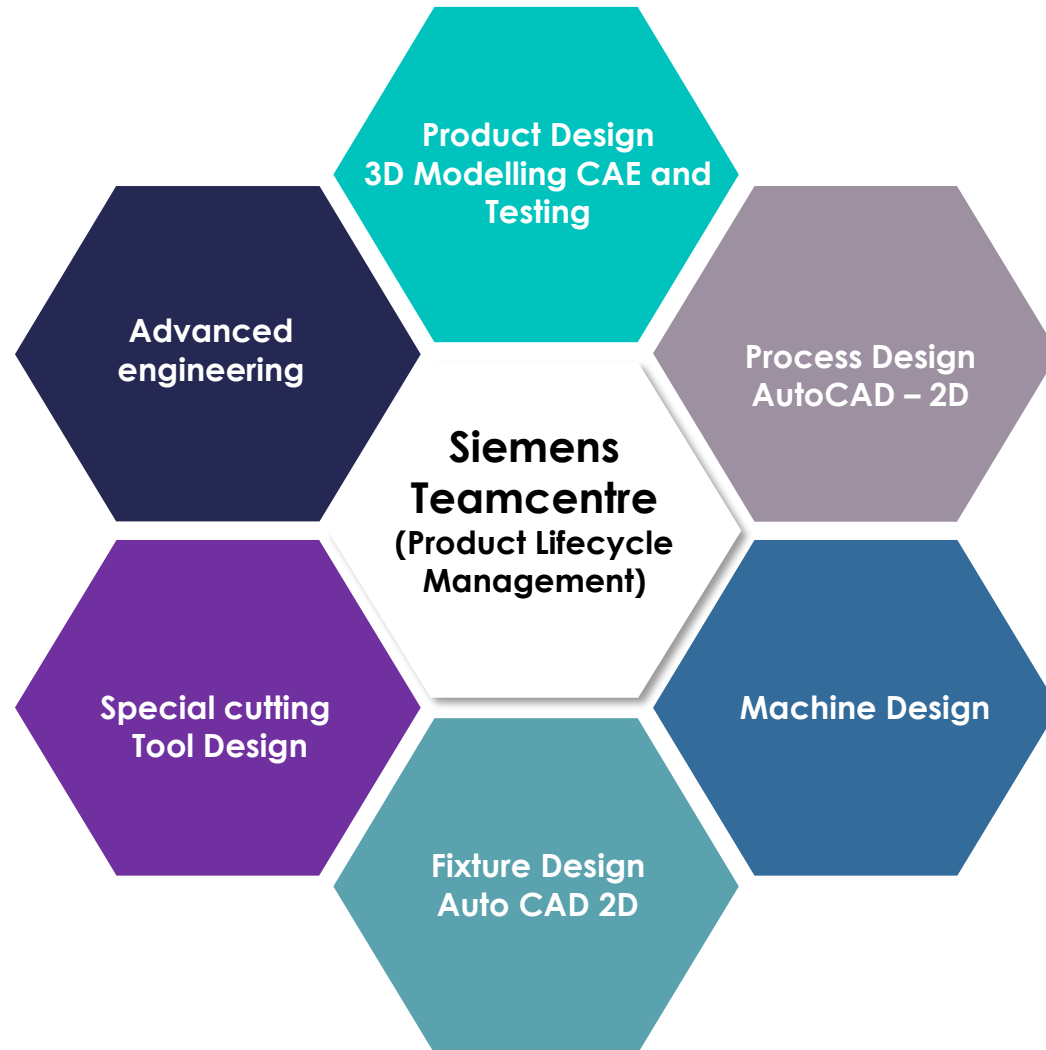
- › **32** Dedicated personnel in the automation division
- › Automated fracture and bolt assembly cells
- › Robotic final inspection cells
- › **181** Robots installed across all facilities

Outcomes

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

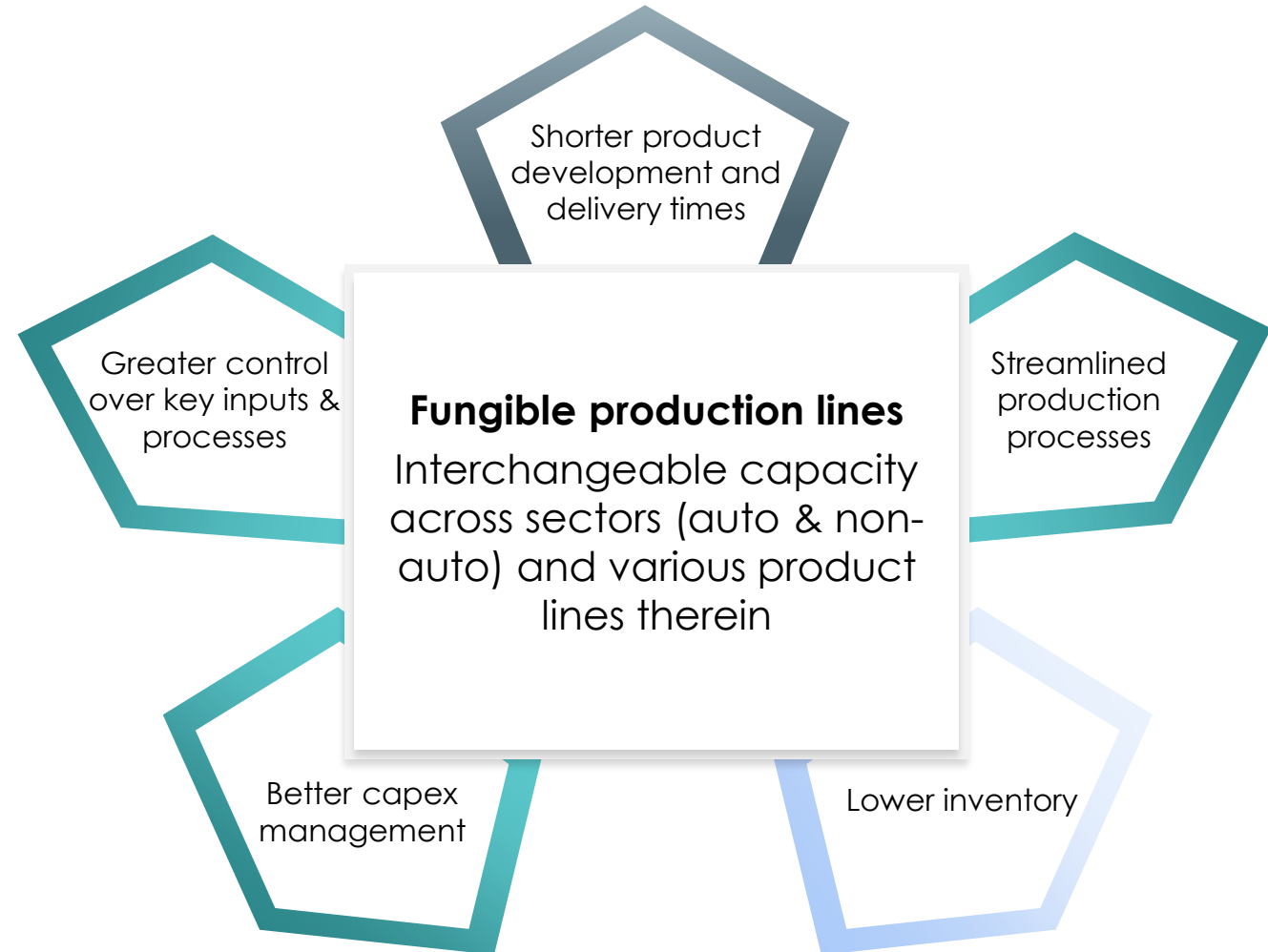
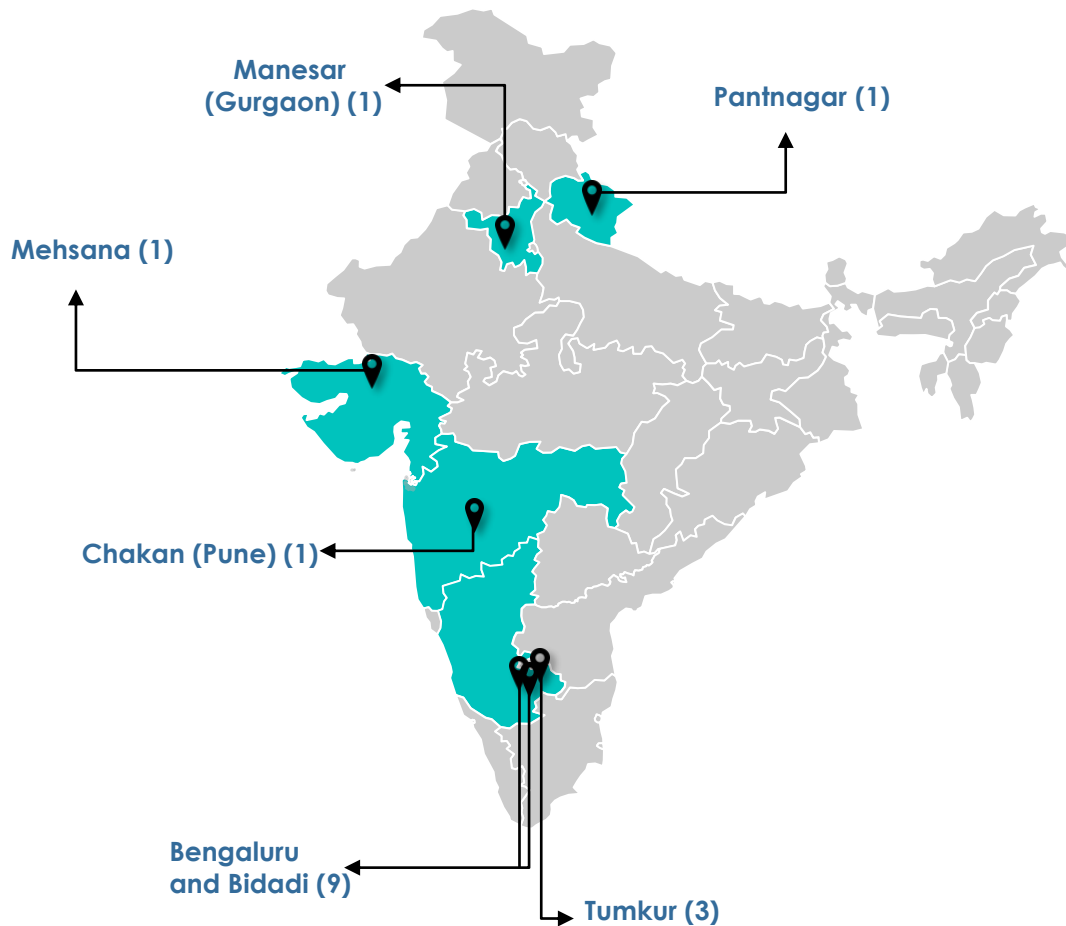


■ Product families supplied



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

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



Yamaha

Appreciation award for delivery (2023)

Certified as a
Great Place to Work (2023)

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Diverse recognition & awards

Golden Peacock National Training

Award for best training practices(2023)

**ET ascent Company of the
year** (Automotive)
Business Leader of the year (2023)

**Honda Motorcycle & Scooter
India** "Delivery Management Award" (2023)

World CSR "Best Use of CSR
Practices "(Manufacturing Industry)
World CSR (2023)

TIEI
"Best Success Story" (2023)

ACMA
Certificate of appreciation award on
Sustainability (2023)

Quality Platinum award from
Bajaj Auto (2023)

Boeing
Excellent Supplier Performance (2022)



Godrej

Outstanding Quality Award (2022)

GM Award

launch Excellence award (2022)



Diverse recognition & awards

Knorr-Bremse

award for Technology (2022)

Toyota

Quality Month Award My Product, My Responsibility (2022)

Toyota Kirloskar Auto Parts & Toyota Kirloskar Motor

Zero Defects Supplies (2022)

HMSI

(Honda Motorcycle & Scooter India Pvt. Ltd.)
award for Environmental initiatives (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)

LACP Vision Award

Technical Achievement Award (Annual Report 2022)



Highly involved in ESG Practices (1/3)



Music



Yoga



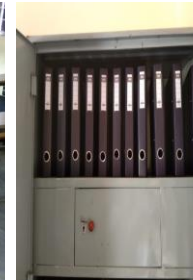
Drawing



Hand wash area / Dry waste & Wet waste / Fire Extinguisher



Bicycle stand and Playground board



5S Audit by Sansera team / Gangway marking / Files arrangement

Computer class @ Gurubhavan

Computer class @ schools

Computer class @ schools



Govt. High School, Hennagara



Swamy Vivekananda Vidyaniketana, Neraluru, Bengaluru

Initiatives taken
in Education
Sector (govt
schools)

Highly involved in ESG Practices (2/3)

Infographic for the National TB Elimination Programme (NTEP). It features logos for Sanseera Foundation, Government of Karnataka, National Health Mission, Azadi Ka Amrit Mahotsav, and Suprajit Foundation. The text reads: "NATIONAL TB ELIMINATION PROGRAMME (NTEP)", "A CSR INITIATIVE ADOPTION OF TB PATIENTS OF ANEKAL TALUK", and "Under Pradhan Mantri TB Mukh Bharat Abhiyan".



ADOPTION OF TB PATIENTS OF ANEKAL TALUK - TB Elimination program



Initiatives
taken in
Health
Sector

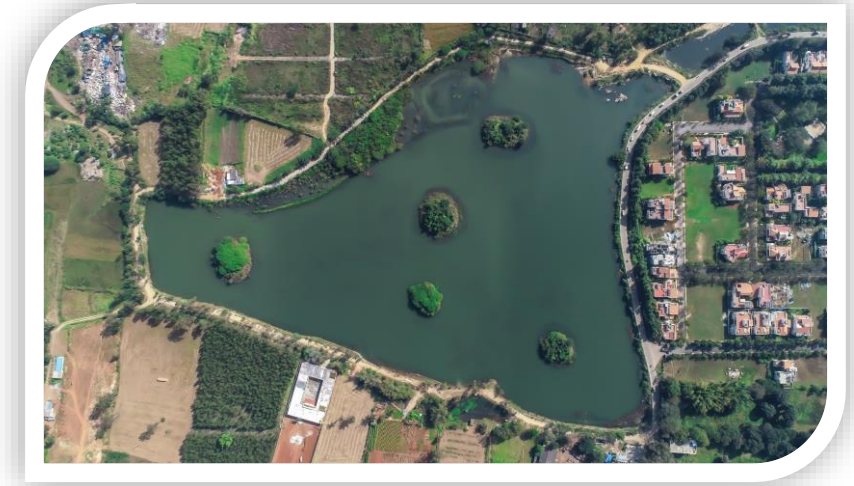
Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

Initiatives taken for Environment

KYALASANAHALLI LAKE



January 2017

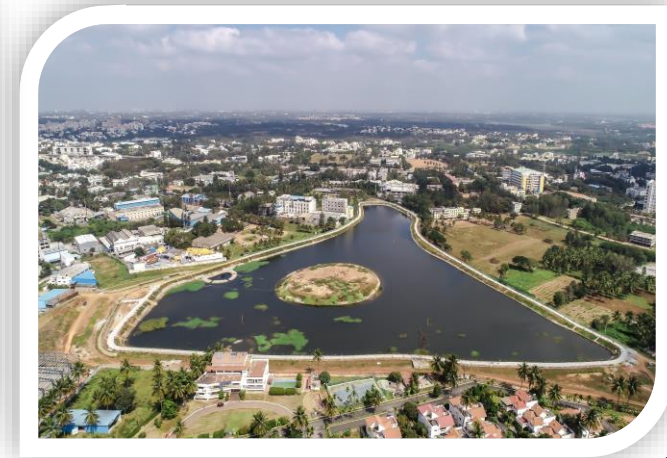


Present

- 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



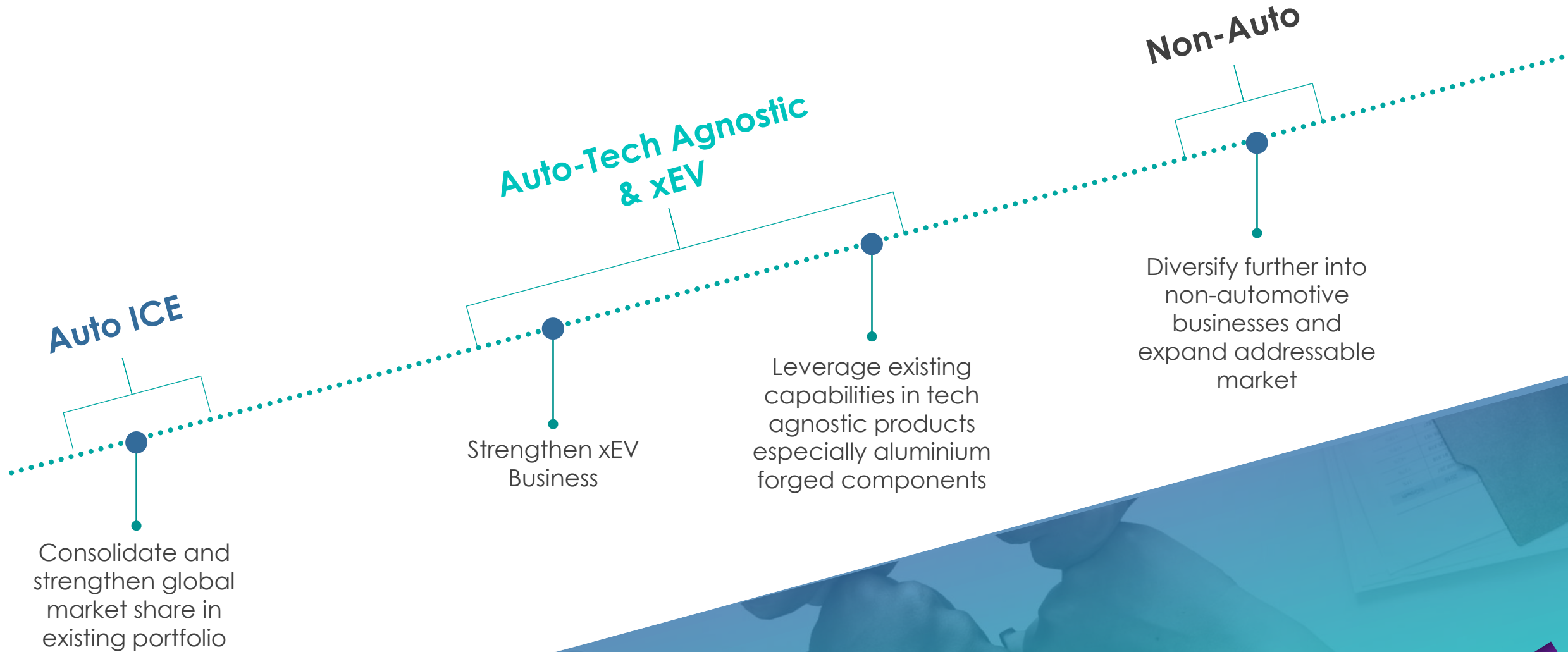
TRASHBOT A de-centralised automated mixed waste segregator at BOMMASANDRA LAKE



Present



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

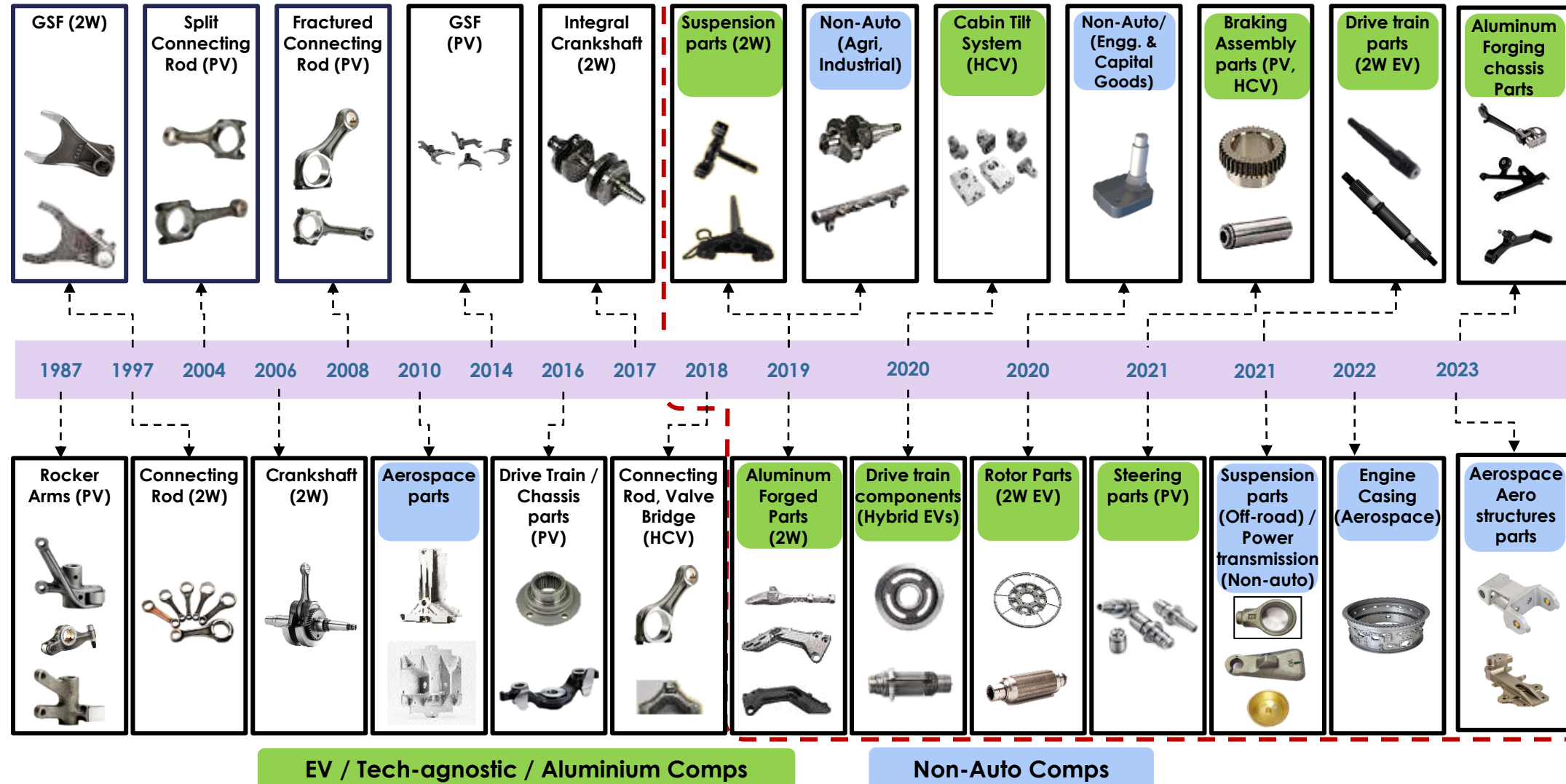
- › Faster engine upgrades
- › Rising outsourcing trend from OEMs and creating a dependency for supply
- › China+1 and Europe +1 themes in play
- › High focus on light weighting

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



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



New Aerospace & Defence Facility, Jigani Hobli, Bengaluru

A step for the expansion in non-auto business

140,000 sq ft
Covered area

2/3 of the space
dedicated for Aerospace

1/3 of the space
dedicated for defence

Strong relationship with
top aerospace OEMs as
well as with their Tier 1
Suppliers

Big boost from
large order wins
by Aerospace
OEMs

Multiple growth opportunities in
Defense driven by
Government's thrust on
Atmanirbhar Bharat

Rs. **3,500** Mln
Revenue potential at full
capacity utilization

Rs. **915** Mln
FY23 Revenue

Rs. **1,047** Mln
Jun-23 Orderbook
(peak annual revenues
for new business)





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

~21% stake based on projected
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

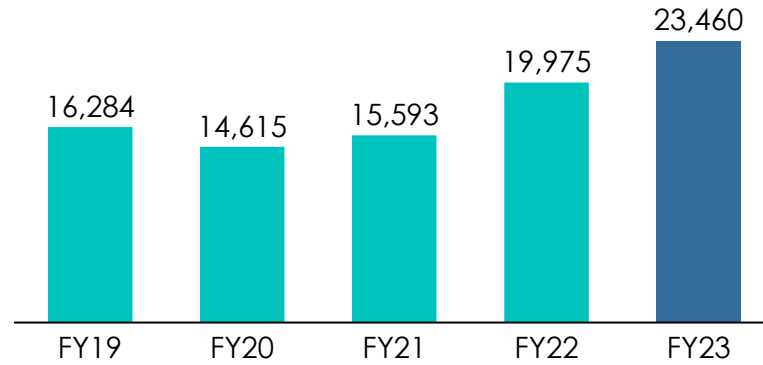


Historical Performance

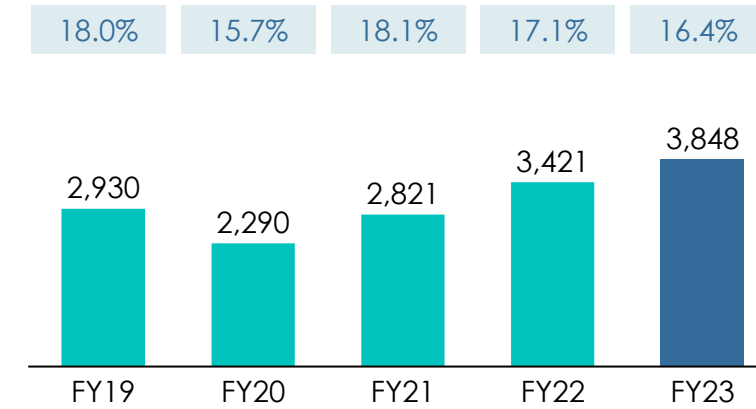
Historical Performance Highlights

Margins
Rs in Mln

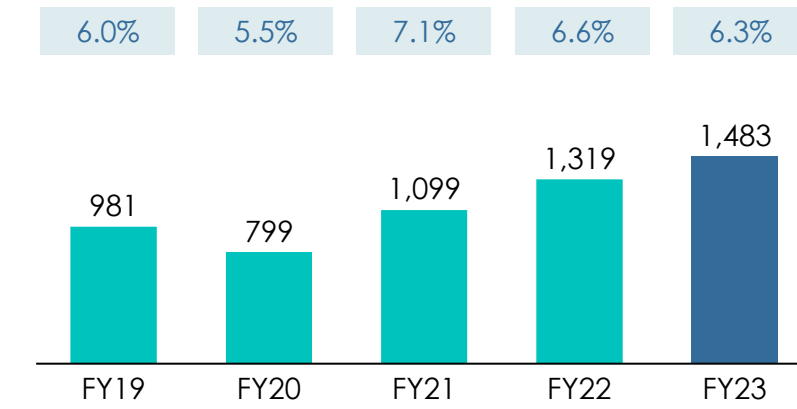
Revenue from Operations*



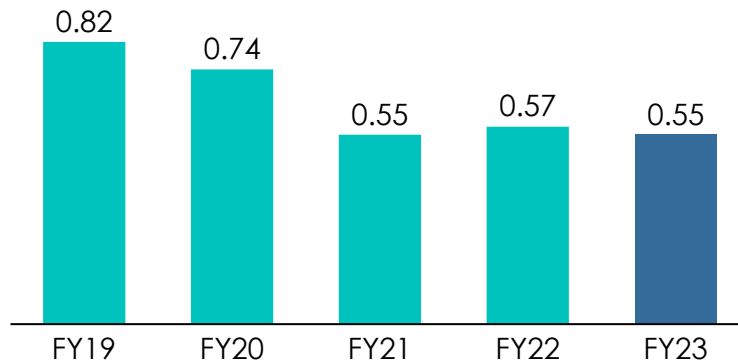
EBITDA



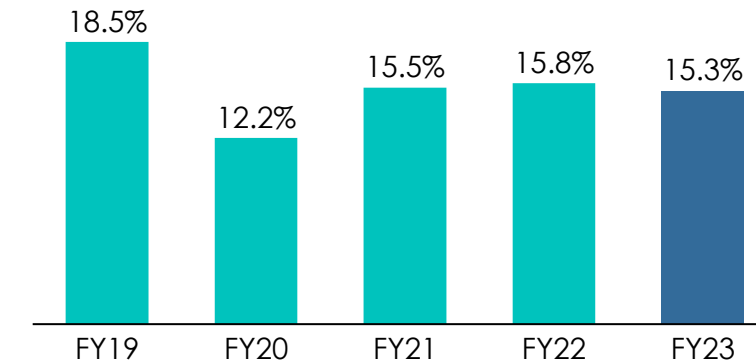
PAT



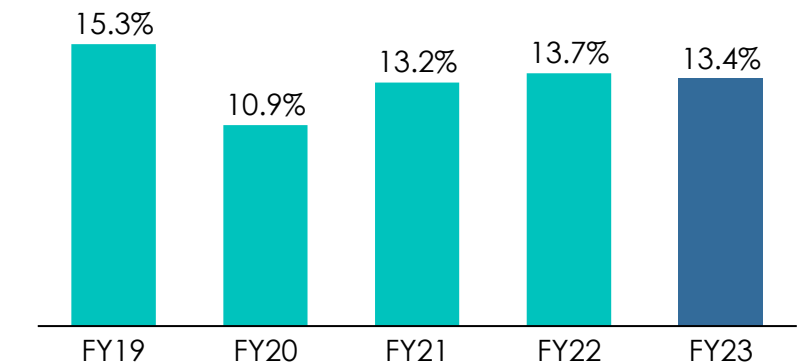
Net Debt / Equity



ROCE(%)



ROE(%)



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

ROE : TTM PAT / Average Opening & Closing Network

*This quarter onwards "Revenue from operations" is shown instead of "Total Income"

Consolidated Statement of Profit and Loss

Particulars (Rs. in Mln)	FY23	FY22	FY21	FY20	FY19
Revenue From Operations*	23,460.4	19,975.3	15,592.6	14,614.8	16,283.6
Cost of goods sold (incl power & fuel cost)	14,161.6	11,895.9	9,167.2	8,811.1	9,869.4
Gross Profit	9,298.8	8,079.5	6,425.4	5,803.7	6,414.2
Gross Profit Margin	39.6%	40.4%	41.2%	39.7%	39.4%
Employee benefit expenses	3,179.6	2,773.6	2,137.5	2,134.2	2,174.1
Other Expenses	2,271.7	1,885.0	1,466.8	1,379.4	1,309.8
EBITDA	3,847.5	3,420.9	2,821.1	2,290.1	2,930.3
EBITDA Margin	16.4%	17.1%	18.1%	15.7%	18.0%
Other Income	100.7	69.9	131.0	116.6	124.5
Depreciation and amortisation expense	1,300.8	1,197.0	1,016.8	939.0	757.5
EBIT	2,647.4	2,293.8	1,935.4	1,467.7	2,297.2
EBIT Margin	11.3%	11.5%	12.4%	10.0%	14.1%
Finance Cost	615.1	510.1	473.9	580.9	512.8
Exceptional items	0.0	0.0	0.0	0.0	-134.9
Profit before Tax	2,032.3	1,783.7	1,461.5	886.8	1,649.5
Tax	548.9	464.8	362.8	87.7	668.9
Profit After Tax	1,483.4	1,318.9	1,098.6	799.1	980.6
Profit After Tax Margin	6.3%	6.6%	7.0%	5.5%	6.0%
EPS – Basic (Rs.)	27.74	25.27	21.02	15.63	18.73
EPS – Diluted (Rs.)	27.17	24.36	20.55	15.28	18.31

Note: Restated financial statements for FY19, FY20 and FY21

*This quarter onwards "Revenue from operations" is shown instead of "Total Income"



Annexure

Experienced Professional Management Team

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
Group 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



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
COO

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



Satish Kumar
Head Business Development

- › **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



Rajesh Kumar Modi
Head Legal & Secretarial

- › **23+ 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



P R Suresh
Head Corp. Training & Quality system

- › **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



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



Raunak Gupta
Non-Executive, Nominee Director

- › **Director at TRG Advisors**
- › Previously with Citi VC, Motilal Oswal, Rabo India Securities and Infosys
- › PGDCM from IIM Calcutta and Bachelor of Technology from IIT Delhi



Muthuswami Lakshminarayan
Non-Executive, Independent Director

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



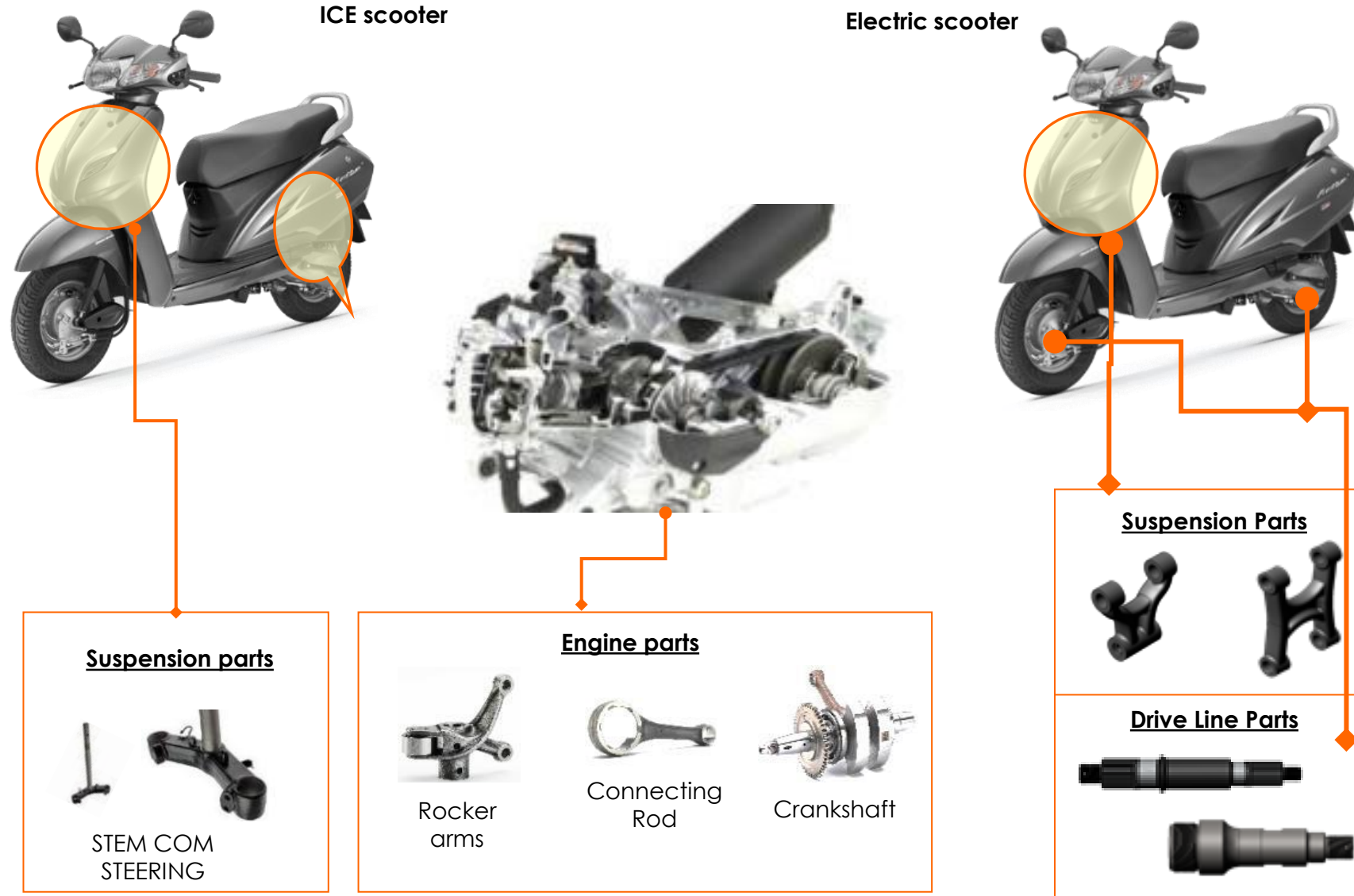
Revathy Ashok
Non-Executive, Independent Director

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

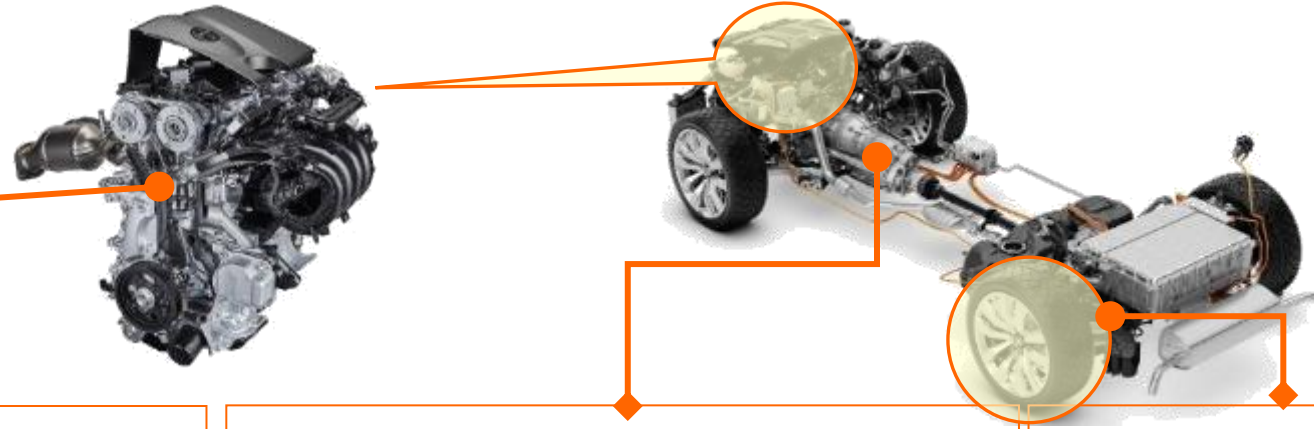


Samir Purushottam Inamdar
Non-executive Independent Director

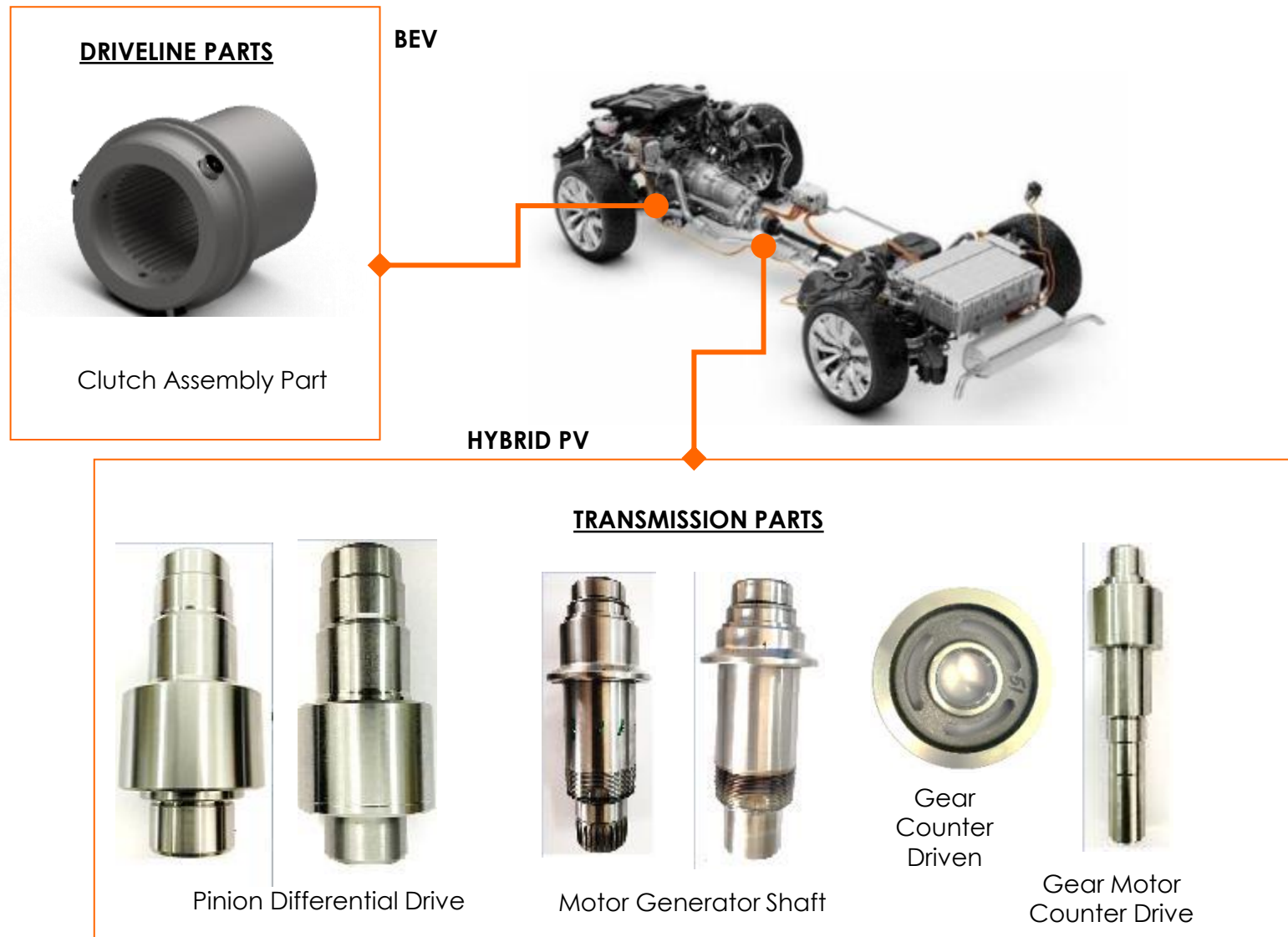
- › Over 40 years of experience
- › Previously, **held President & CEO position of major businesses of General Electric in South Asia and as the CEO & Managing Director of Tyco Electronics in South Asia, for over 11 years**
- › PGDM from IIM Calcutta and Bachelors in Mechanical Engineering from Mumbai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

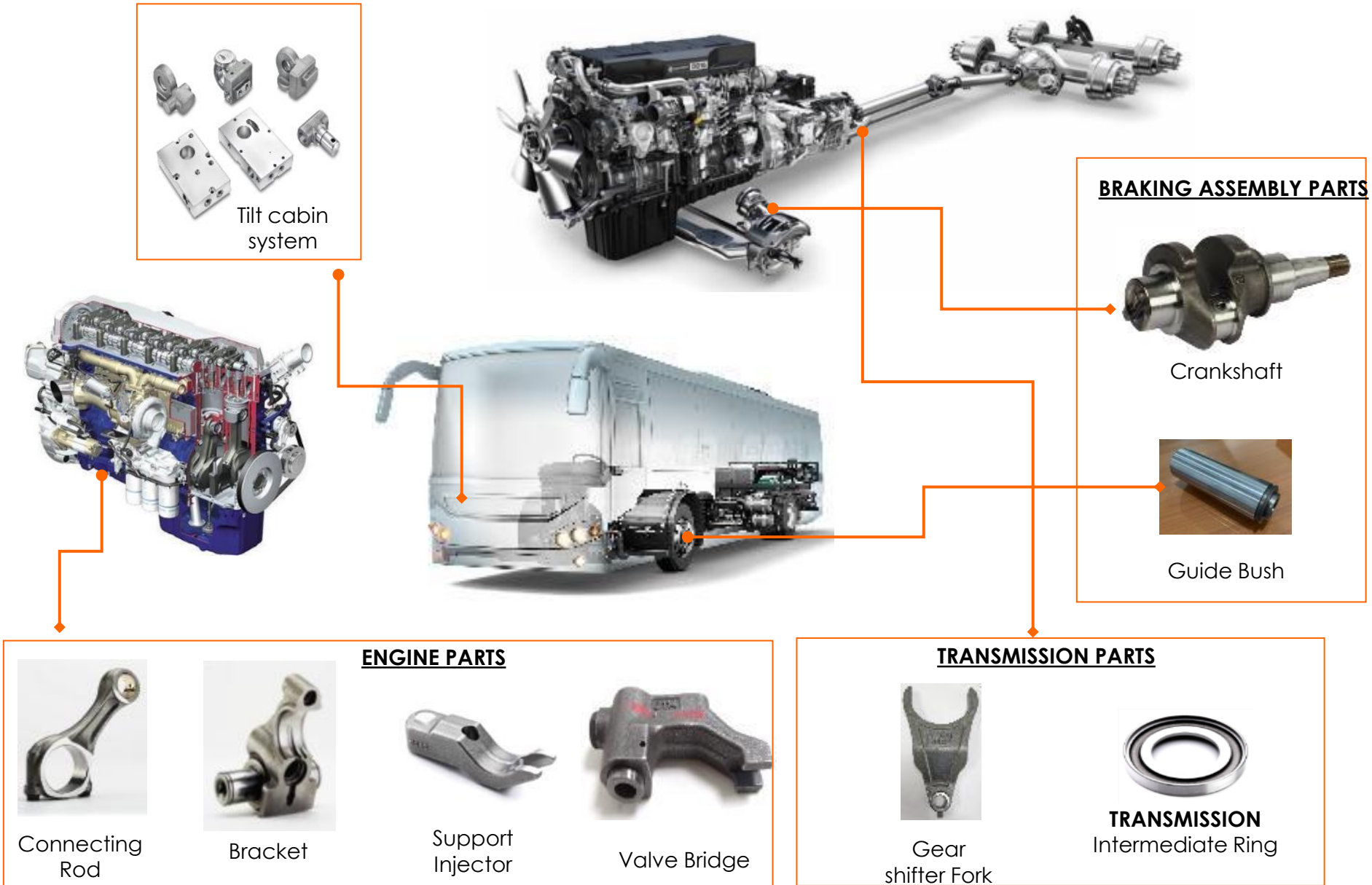


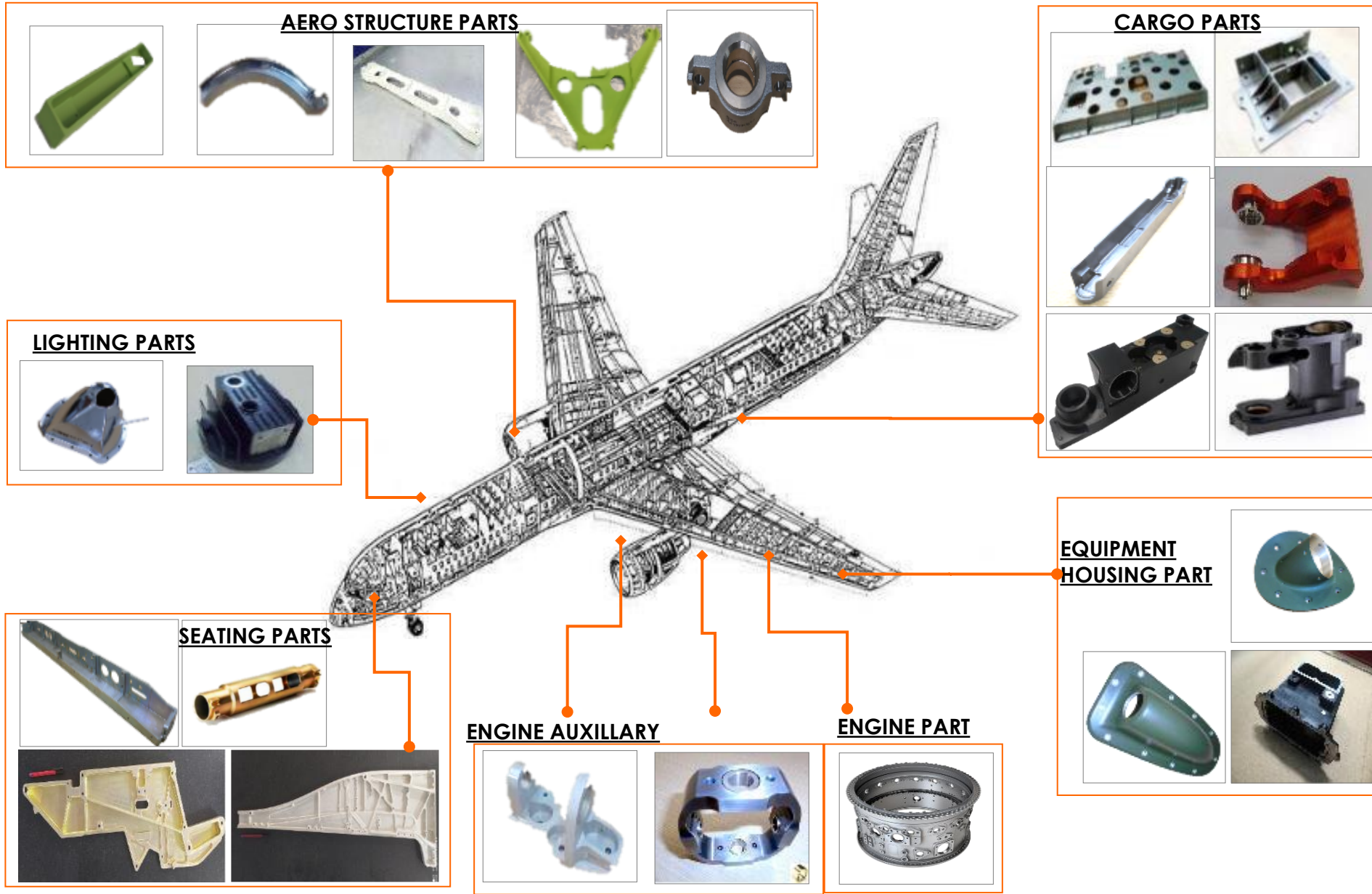




<u>ENGINE PARTS</u>	<u>TRANSMISSION PARTS</u>	<u>STEERING, SUSPENSION AND CHASSIS PARTS</u>
 Rocker Arms	 Housing Shift Lever	 Shifter Fork
 Connecting Rod	 Shaft Control	 Attachment Lower Ball Joint (LH & RH)
 Sprocket	 Spacer Input Gear	 Piece 5R Shift
 Adapter	 Shaft Propeller	 Input Shafts
 Rocker Shaft	 Housing Shift Lever-1	 Piece Back Shift
	 Lever Shift	 Arm Shift







ATV



ENGINE PARTS

Crankshaft Assembly Connecting Rod Balancer Shaft

SUSPENSION PARTS

Taper Housing
Bearing Housing

TRANSMISSION PARTS

AGRICULTURE



Cam Shafts



Pump Housing



Common Rail

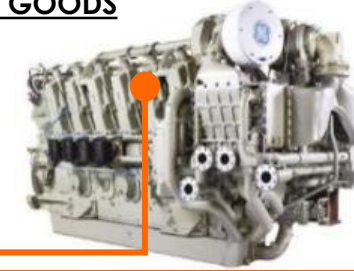


Body Flange

ENGINEERING & CAPITAL GOODS



Connecting Rod



Valve Bridge



Integral Crank



Hub

POWER TOOLS



Hand Tools
(Residential and Industrial
Applications)

OTHERS (POWER TRANSMISSION)



Fuse cap



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

