



# Sharda Motor Industries Ltd.

**SMIL: BSE/NSE: 23-24/1011**

**10<sup>th</sup> November, 2023**

**BSE Limited**

Department of Corporate Services

Pheroze Jeejeebhoy Towers

Dalal Street, Mumbai - 400 001

**(SCRIP CODE - 535602)**

**National Stock Exchange of India Limited**

Exchange Plaza, 5<sup>th</sup> Floor

Plot No. C/1, G Block

Bandra - Kurla Complex, Mumbai - 400 051

**(Symbol - SHARDAMOTR) (Series - EQ)**

**Sub: Announcement under regulation 30 of SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015**

**Ref: Submission of Investors Presentation on the Operational & financial performance for quarter ended 30<sup>th</sup> September, 2023**

Dear Sir / Madam,

Please find enclosed Investor Presentation with regard to the announcement of the unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended 30<sup>th</sup> September, 2023.

The said presentation is available on the website of the Company i.e. [www.shardamotor.com](http://www.shardamotor.com)

This is for your information and records please.

**Thanking You,**

**Your's Faithfully**

**Iti Goyal**

**Asst. Company Secretary  
and Compliance Officer**

**Encl. as above**

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Tel.: 91-11-47334100, Fax : 91-11-26811676

E-mail : [smil@shardamotor.com](mailto:smil@shardamotor.com), Website : [www.shardamotor.com](http://www.shardamotor.com)

CIN NO-L74899DL1986PLC023202



**SHARDA MOTOR  
INDUSTRIES LIMITED**

# Investor Presentation

November 2023



[www.shardamotor.com](http://www.shardamotor.com)

**Let's do great things together!**

# Safe Harbor

This presentation and the accompanying slides (the “Presentation”), has been prepared by **Sharda Motor Industries Limited (the “Company”)**, 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.

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Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



# Group Overview



# Sharda Motor at a Glance

## Leading Auto-ancillary Company with Global Aspirations

- Offers highly engineered products and services commencing from emission to suspension systems, roof systems & supply chain management solutions.
- Strong market share and healthy long-term relationships with OEMs
- Significant potential growth trajectory.



**Emission Control  
(Exhaust System)**



**Suspension &  
Stampings**



**Roof System**



**Supply Chain  
Management**



**Lithium Batteries for  
Electric Vehicles**

\* Note  
Purem International GmbH (Formally known as Eberspaecher Exhaust Technology International GmbH)  
Kinetic Green Energy & Power Solutions Limited



### Foundation

Founded in 1986, Sharda Motor has scaled to numerous highs in the automotive industry.



### World class Manufacturing Infrastructure

10 Manufacturing units (including JV), 3 sales offices & 1 R&D center



### Full Backward Integration

Owens 2 Tube Mills & 3 Stamping Plants



### Strategic Partnerships\*

- Purem (Formally known as Eberspaecher), Germany (CV exhaust systems)
- Kinetic Green, India (EV Battery)
- Bestop Inc. USA (Roof Systems)



### Sound Financials

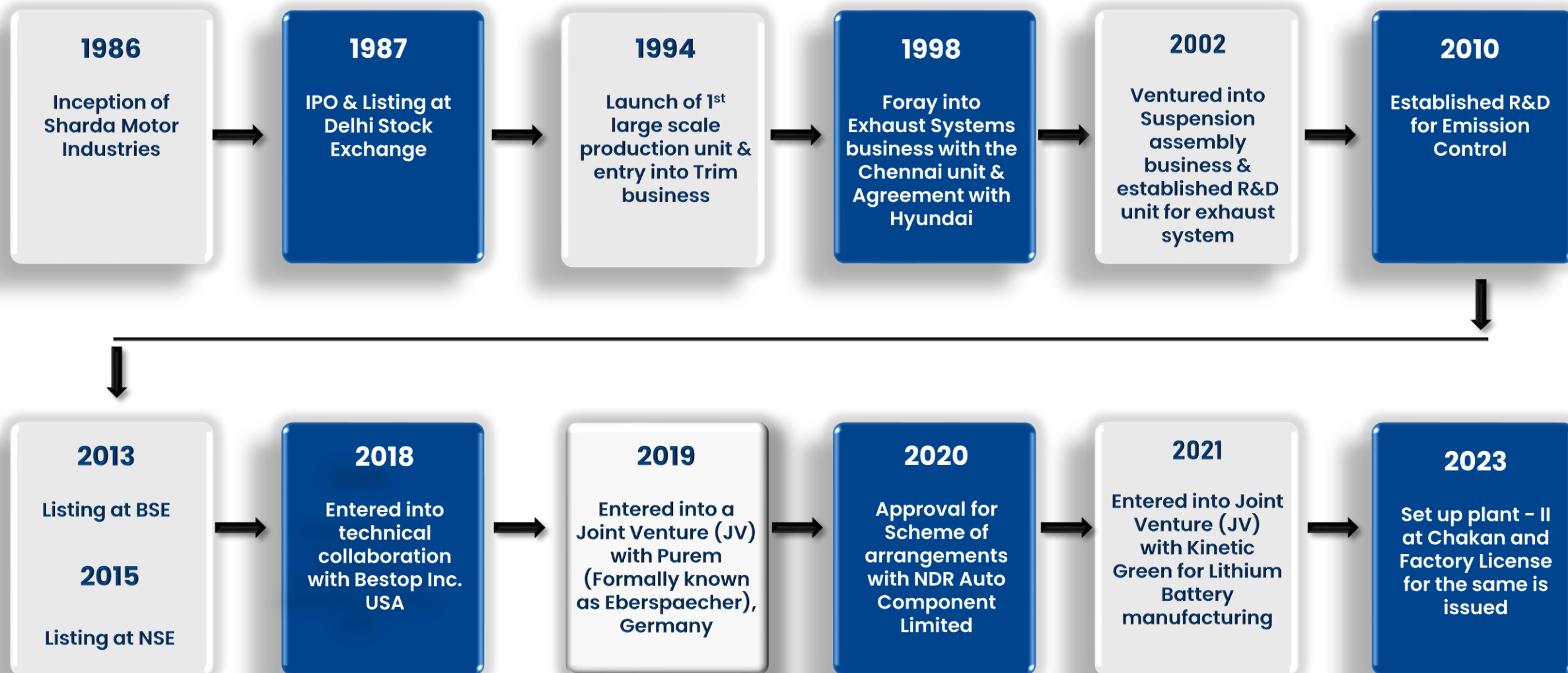
- Debt Free Company
- Dun & Bradstreet 5A1 rating



### Certified

IATF 16949-2016

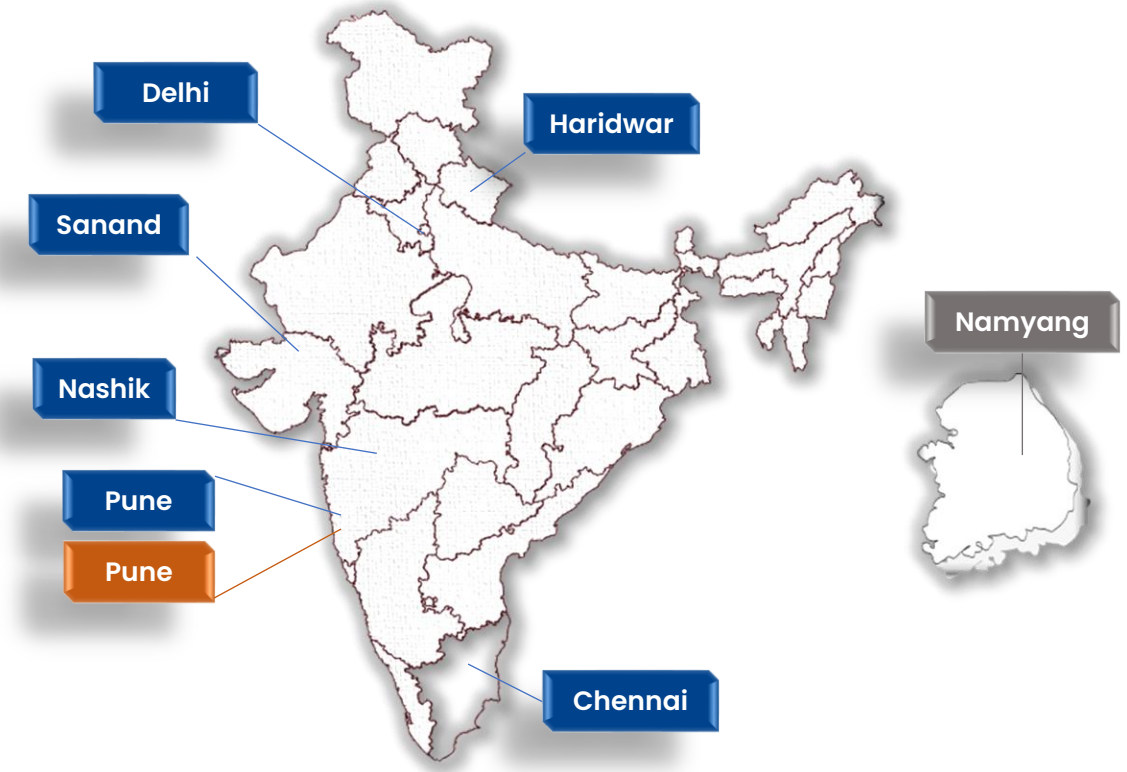
# Key Milestones



# Manufacturing Infrastructure

## Presence in Pan India

<b>Sanand</b> Exhaust System	<b>Pune</b> Exhaust System – 2 plants Suspension Assembly	<b>Chennai</b> Exhaust System Tube Mill / R&D
<b>Nashik</b> Exhaust System Roof System Suspension Assembly	<b>Haridwar</b> Exhaust System Stamping of Parts & Fuel Tank	<b>Delhi</b> Corporate Office



### Joint Venture




**Pune**

Exhaust System – 2 Plants  
 Lithium Battery (under consideration)

### Abroad

**South Korea**

Design & Development Centre at Namyang, South Korea

-  'State of Art' manufacturing facilities across 7 locations in four states of India
-  10 manufacturing units (including JV) and 1 R&D center covering major part of the auto component(s) market
-  Supplies exceptional automotive components to leading vehicle and engine / genset manufacturers

Note – Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

# Research & Development



Established R&D unit for **exhaust system in 2002 and emission system 2010** at Mahindra World City, Chennai



A state of art facility to **Design, Simulate, Testing and Prototype of exhaust system for PVs & CVs as well as non-automotive applications**



R&D Centre has the full capabilities to cater to **various emission norms ranging from BS6, BS6.2, TREM5, STAGE5, TIER4 & TIER5**



**100+ Trained and skilled engineers** for Design, CFD, FEA & Acoustics



**IATF 16949-2016 Certification**



Chennai





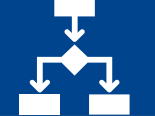
# Our Experience more than 3 Decades





**TIMING**  
Achievement of all milestones within the timelines




**COST**  
Achievement of all cost targets




**PROCESS STABILITY**  
Method of mass production realized in prototype tooling



**PROCESS**  
Integration of new customer processes during the project



**TESTING**  
All component level testing done in-house



**PTOTOTYPES**  
Prototypes building in line with final production part & customer requirements

# Our Technology Expertise

Responsibilities	Concept Design	CFD Analysis	Acoustic Simulation	Structural Analysis	Proto Build	Industrialization	Testing	SOP
Passenger Vehicle Engine	●	●	●	●	●	●	●	●
Small Commercial Vehicle Engine	●	●	●	●	●	●	●	●
Light Commercial Vehicle Engine	●	●	●	●	●	●	●	●
Medium Commercial Vehicle Engine	●	●	●	●	●	●	●	●
Heavy Commercial Vehicle	●	●	●	●	●	●	◐	●
3 Wheeler Passenger / Load Carrier	●	●	●	●	●	●	●	●
Tractors and Off-road Vehicles	●	●	●	●	●	●	●	●



Yes



Has ability for testing up to 8L engine for Heavy Commercial Vehicle

# Legislation Tailwinds

## Leading to increase in content per Vehicle

	Legislation	Impact
<p><b>Off-Road</b></p> <p><b>CEV IV* (Apr'2021)</b>  <b>TREM IV** (Jan'2023)</b>  <b>CEV V* &amp; TREM V** (Apr'2024)</b></p>	<p>CEV IV &amp; V and TREM IV &amp; V emission standards are for non road diesel engines used in construction equipment and agricultural tractors</p>	<ul style="list-style-type: none"> <li>• With applicability of new emission norms, the Off Highway Addressable Market will become equivalent or larger to the current commercial vehicle market</li> <li>• With the new norms, our products will be required for majority of the off highway segment</li> <li>• We have already developed and validated export product equivalent to TREM V norms</li> </ul>
<p><b>On-Road</b></p> <p><b>BS-VI RDE Norms (Real Driving Emissions) (April 2023)</b></p> <p><b>BS-VI OBD-II (On-Board Diagnostics) (April 2023)</b></p>	<p>Norms will require cars to achieve emission targets even in real world conditions, as opposed to just a laboratory environment</p> <p>On-board diagnostic systems for emission control shall have the capability of identifying the likely area of malfunction by means of fault codes stored in computer memory as per the procedure laid down in AIS 137 when that failure results in an increase in emission above the limits</p>	<ul style="list-style-type: none"> <li>• With applicability of RDE norms from April 2023, the content per vehicle is expected to increase by 10-15%</li> <li>• BS-VI OBD-II norms will enable to capture additional organic growth</li> </ul>

\* CEV Stage IV and CEV Stage V – Applicable for Construction Equipment Vehicles & Other Off-Highway Equipment's

\*\* TREM IV and TREM V – Applicable for Agricultural Tractors (TREM V likely to be postponed by a year)

# Growth Drivers



## Operational efficiencies

- Sustainable growth in operating profits vs Cyclical auto industry
- Backward integration by producing in-house bought out parts



## Technology – Key entry barrier

- Strategic technology partnership giving access to world class technology in emission control system act as a key entry barrier for most of domestic suppliers



## Improvement in Asset Efficiency

- Projects in pipeline requiring only incremental CAPEX with high cash generation ability



## Revenue Expansion & Visibility

- Capitalizing on Purem (Formally known as Eberspaecher) JV and implementation of BS VI emission norms
- Foray into Electric Vehicle lithium battery manufacturing segment
- High margin export markets for subcomponents



## Investment Capabilities

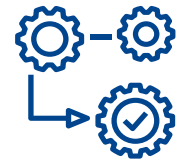
- Debt free with surplus cash above INR 658 crores as on 30<sup>th</sup> September 2023
- Monetizable properties in National Capital Region



# Backward Integration & Opportunities

## Structural Advantage

Completely backward integrated with two tube mills and three stamping plants.



## Value Accretion

With manufacturing infrastructure already in place and no incremental setup cost, Export market for subcomponents offers higher margins and larger market opportunity



## Complete Control

Over process and supply chain efficiencies, leading to cost optimization and gaining strategic advantage over competitors

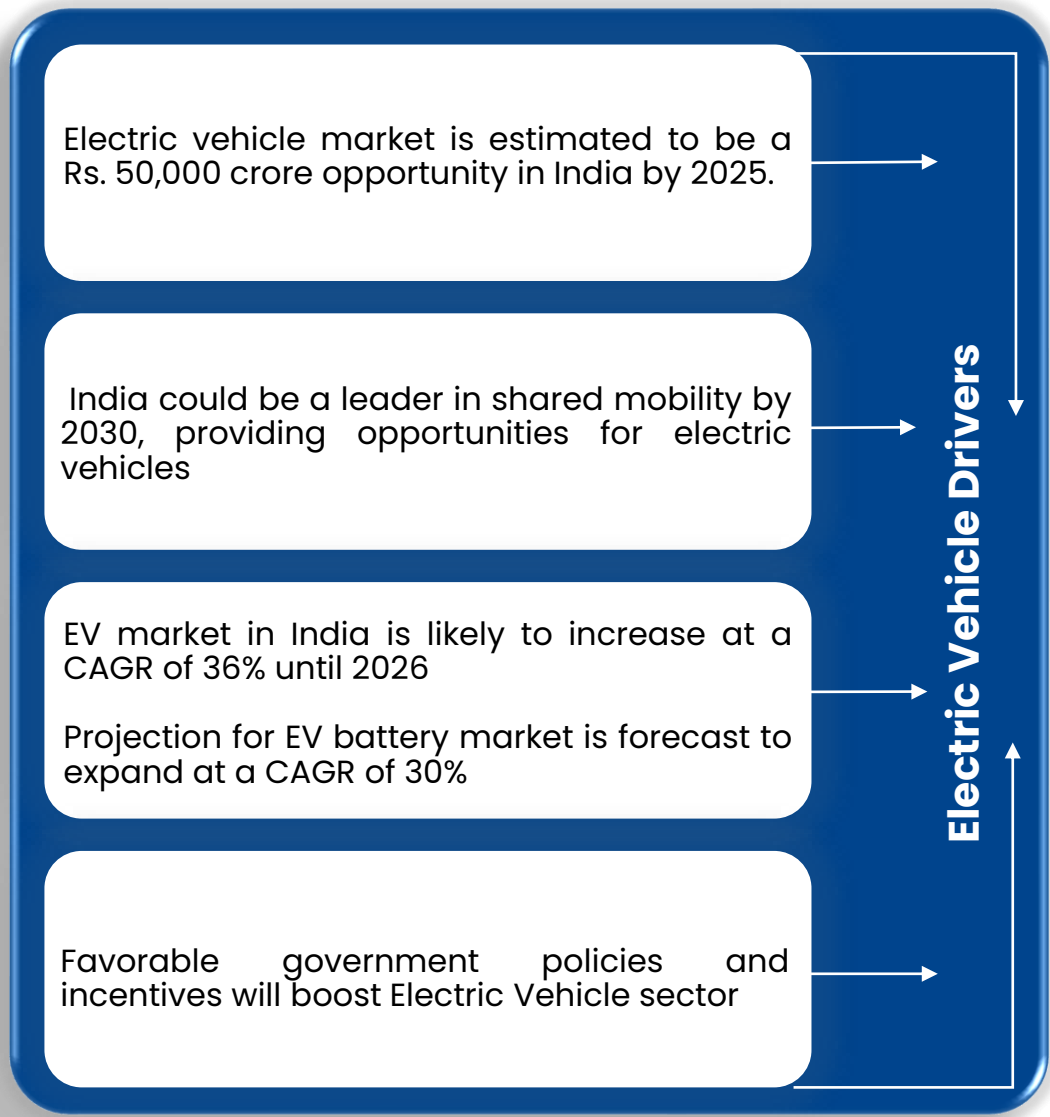


## Leveraging of existing setup for new applications

Established expertise in manufacturing of subcomponents and exploring opportunities in export markets



# Future Ready



# Strategic Technology Partnerships

## Joint Venture Exhaust Systems

Purem\* (Formally known as Eberspaecher) and Sharda Motor Industries Ltd. entered into a JV to manufacture commercial vehicle exhaust systems in India. Purem\* (Formally known as Eberspaecher) brings in Global know-how for the local market.



## Technical Collaboration

Entered a technical partnership with Bestop Inc. USA for manufacturing of roof systems













## Joint Venture Lithium Battery Manufacturing

Kinetic Green^ and Sharda Motor Industries Ltd. entered into a JV for manufacturing of Lithium batteries along with BMS for Electric Vehicles – 2W, 3W and Stationary applications






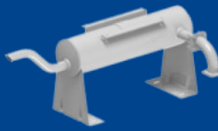

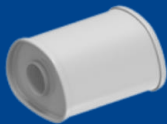


\* Purem International GmbH  
 ^ Kinetic Green Energy & Power Solutions Limited

# Exhaust Systems

 <p><b>Indian Market Share of ~30%</b></p>	 <p><b>Serving PV, CV and Off-road segment.</b></p>	 <p><b>Catering to Domestic &amp; International customers</b></p>	 <p><b>Annual Production of ~1 million units</b></p>
 <p><b>5 plants strategically located across India and present in all automotive hubs</b></p>	 <p><b>Catering to most of the OEM's in PV segment</b></p>	 <p><b>3 stamping plants managing all critical stamping in house</b></p>	
 <p><b>2 tube mills producing stainless steel and aluminized steel tubes for exhaust systems</b></p>	 <p><b>Technical partnership with Purem* (Formally known as Eberspaecher)</b></p>	 <p><b>Most of manufacturing units strategically located close to customer location</b></p>	

**From an idea to its manufacturing, Sharda Motor leads the market in this category**

 <p><b>Passenger Vehicle BS IV System</b></p>	 <p><b>Passenger Vehicle Cold End System</b></p>	 <p><b>Passenger Vehicle BS IV System</b></p>	 <p><b>Tractor Tier IV System</b></p>	 <p><b>Commercial Vehicle Muffler</b></p>	 <p><b>Generator Muffler</b></p>	 <p><b>Passenger Vehicle Muffler</b></p>	 <p><b>Passenger Vehicle Resonator</b></p>
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# Suspension Systems



Indian Market Share of ~10%



Annual Production of ~1.8  
lakh units



2 manufacturing units



Concept, Design and Digitizing



Development, Project planning & Testing &  
Validation

**Expertise in this arena with its world-class manufacturing processes**



Arm Lower Control  
Comp RH 2WD



Front Suspension



Upper Arm Assy



Assy. Lower Link  
Complete RH



Front Axle Assy 4WD



Rear Suspension

# Directors on Board



## Mr. Kishan Parikh

### Chairman, Independent Director

Holds Bachelor's Degree in commerce and has 30+ years of experience in area of Business Management and managing Financial activities



## Mrs. Sharda Relan

### Co-Chairperson

Holds Bachelor's degree and is being associated with the Company since its inception. She has 34+ years of experience in area of overall management of Business activities.



## Mr. Ajay Relan

### Managing Director

Dynamic entrepreneur contributing a vast experience in manufacturing automobile components, setting up of new projects and its successful implementation.



## Mr. Nitin Vishnoi

### ED & Company Secretary

Has 29+ years of experience and expertise in Corporate Restructuring, Compliance Management and Corporate Governance



## Mr. Ashok Kumar Bhattacharya

### Independent Director

He holds Bachelor's degree from IIT, Kharagpur and PhD. from Cambridge. Has 40+ years of experience in Process Engineering.



## Ms. Sarita Dhuper

### Independent Director

She holds MBBS degree along with Masters in Medicine and she is a Practitioner Doctor in USA. She has 35+ years of experience in the Medicine and related fields.



## Mr. Udayan Banerjee

### Independent Director

Holds Masters Degree in Earth Science from IIT Kharagpur. He has 47+ years of experience with various Industries and reputed organizations.

# Management Team



**Mr. Ajay Relan**  
**Managing Director**

Responsible for overall manufacturing operations, Plant, Research & Development, Product Development and complete supervision of the Company



**Mr. Aashim Relan**  
**Chief Executive Officer**

Graduated in Finance & Economics from Emory University, Atlanta & has various other business certifications. Responsible for managing the Supply Chain, Operations, Strategy & Innovations. Recognized as one the youngest business leaders in the country.



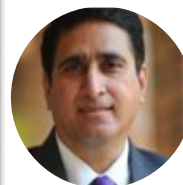
**Mr. Puru Aggarwal**  
**President and Group CFO**

Qualified CA, CS & Cost Accountant, has a rich experience of 30+ years, including approx. 20 years as Country/Group CFO and has been on board of several companies. He has worked with various leading multinational companies and listed Indian entities including Teva Pharmaceuticals, Coca Cola India, EY, Vaibhav Global Ltd and Sandhar Technologies Limited



**Mr. Nitin Vishnoi**  
**Executive Director and Company Secretary**

Has 29+ years of experience and expertise in Corporate Restructuring, Compliance Management and Corporate Governance



**Mr. Deepak Bhaskar**  
**Chief People Officer**

MBA in HR from SIMS, Pune & Executive MBA in Business Management from MDI, Gurgaon. Has proven leadership experience across HR verticals, supported by strong achievements track record. Has served 22+ years in IAF in different capacities



**Mr. Dnyanesh Dandekar**  
**Vice President Research And Development**

B.E. Mechanical & M.E. Thermal Engineering from Govt. College of Engineering, Karad & Executive MBA from SPJIMR, Mumbai. Has 22+ years of experience in development of new products, new technologies as new features in existing products



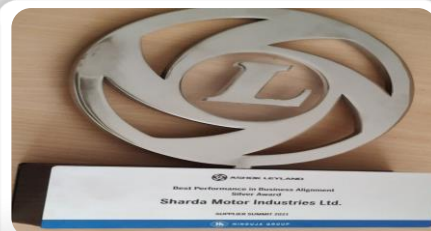
**Mr. Sriram Balaraman**  
**Vice President Research And Development**

Master of Engineering with 25+ years of product development experience in Automotive sector. Last stint with Ashok Leyland Ltd., as Group Head – Exhaust & After Treatment Systems (EATS). Has successfully launched EATS products for Trucks & Buses for BS3, BS4 & BS6 emission norms

# Awards & Accolades



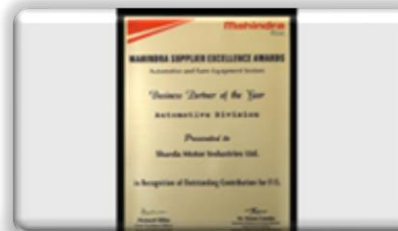
**Special Appreciation BS6 by Mahindra & Mahindra (2021)**



**Silver award in Business Alignment Category by Ashok Leyland (2021)**



**Silver award in Business Alignment Category by Ashok Leyland (2020-21)**



**Mahindra Supplier Excellence Award for Business Partner of the Year (2015)**



**Mahindra & Mahindra Annual Commodity Award (2014)**



**Cummins India ABO Supplier Conference Award for Best Continuous Improvement (2013)**



**Manufacturing Today Conference And Awards for Excellence in Technology (2013)**



**Hyundai Merit Award for BEST CO-OPERATION (2004)**



**Hyundai Merit Award for BEST CO-OPERATION (2005)**



**Hyundai Merit Award for BEST CO-OPERATION (2004)**



**Hyundai Appreciation Certificate (2004)**



**Hyundai 100 PPM Certificate for Outstanding Performance (2002)**





# Financial Highlights



**SAMANTHA LACK**

**POSITION TITLE**  
2014 - 2015  
Brief description of the position and the responsibilities you had in this position.

**POSITION TITLE**  
2015 - 2016  
Brief description of the position and the responsibilities you had in this position.

**POSITION TITLE**  
2016 - 2017  
Brief description of the position and the responsibilities you had in this position.

**POSITION TITLE**  
2017 - 2018  
Brief description of the position and the responsibilities you had in this position.

**REFERENCES**

**ELIOT BROWN**  
2014 - 2015  
2015 - 2016

**ELIOT BROWN**  
2016 - 2017  
2017 - 2018

**ELIOT BROWN**  
2018 - 2019  
2019 - 2020

**EDUCATION**

**WEB MARKETING SEMINAR**  
University of London, UK  
2014 - 2015

**GRAPHIC DESIGN CREW**  
University of London, UK  
2015 - 2016

**HIGH SCHOOL UNIVERSITY**  
2017 - 2018  
Brief description of the school and the responsibilities you had in this position.

**SCHOOL TITLE LOREM**  
2019 - 2020  
Brief description of the school and the responsibilities you had in this position.

**SKILLS**

**PHOTOGRAPHY**

**PHOTOGRAPHY**

**DESIGN**

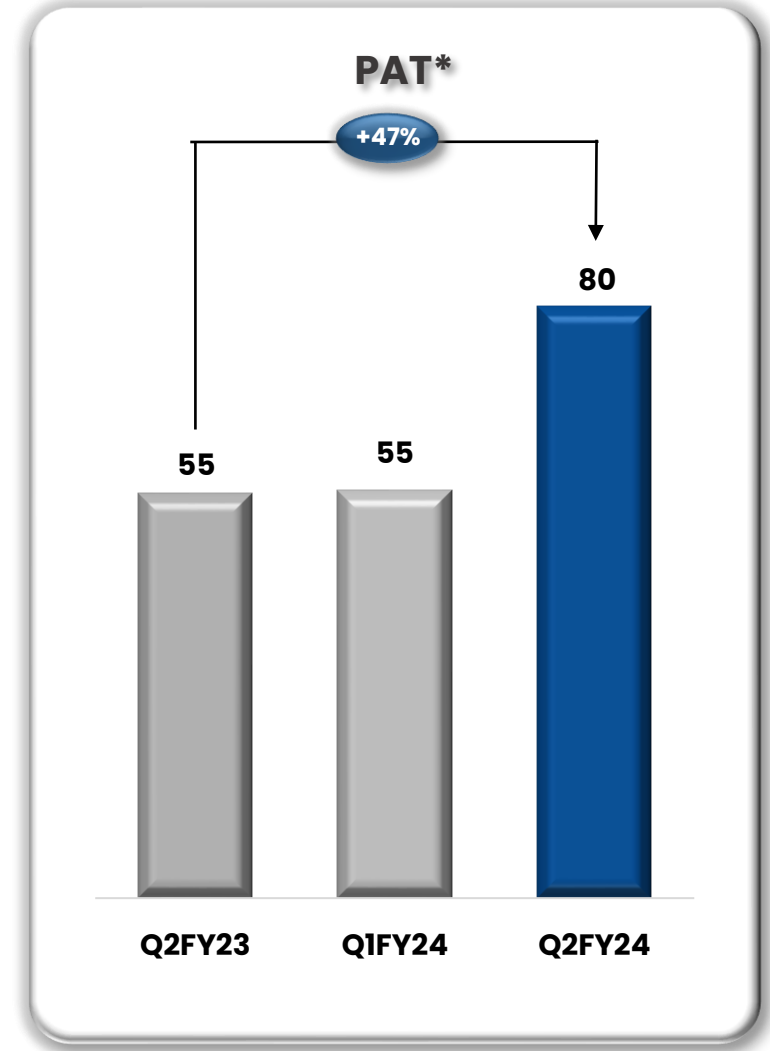
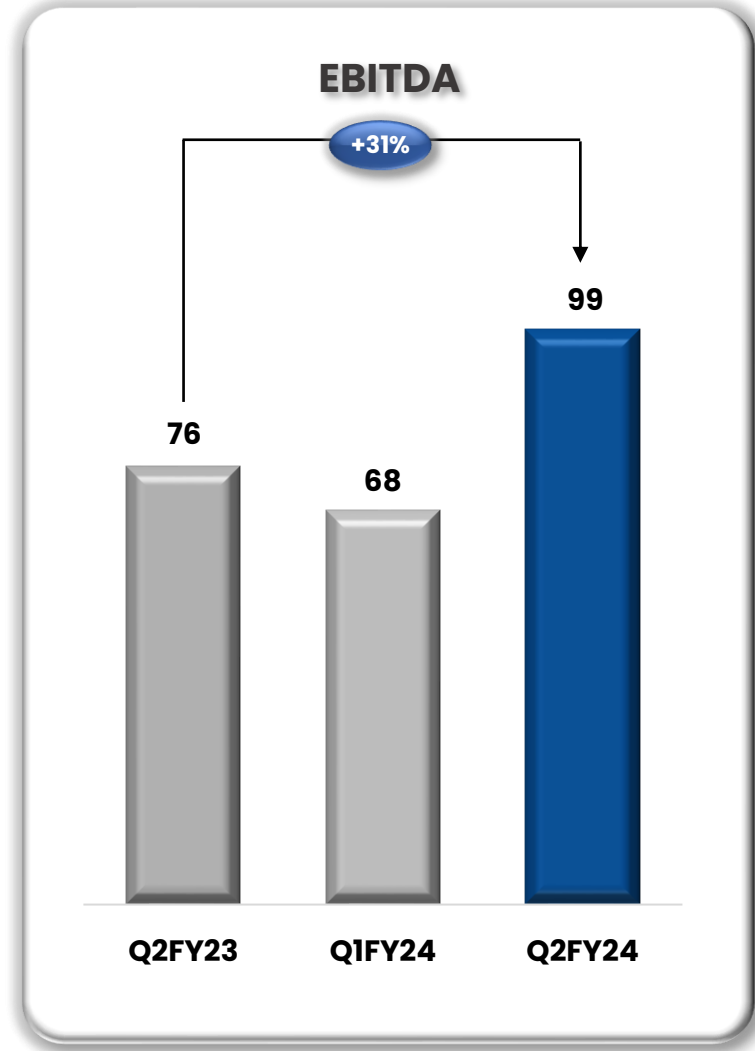
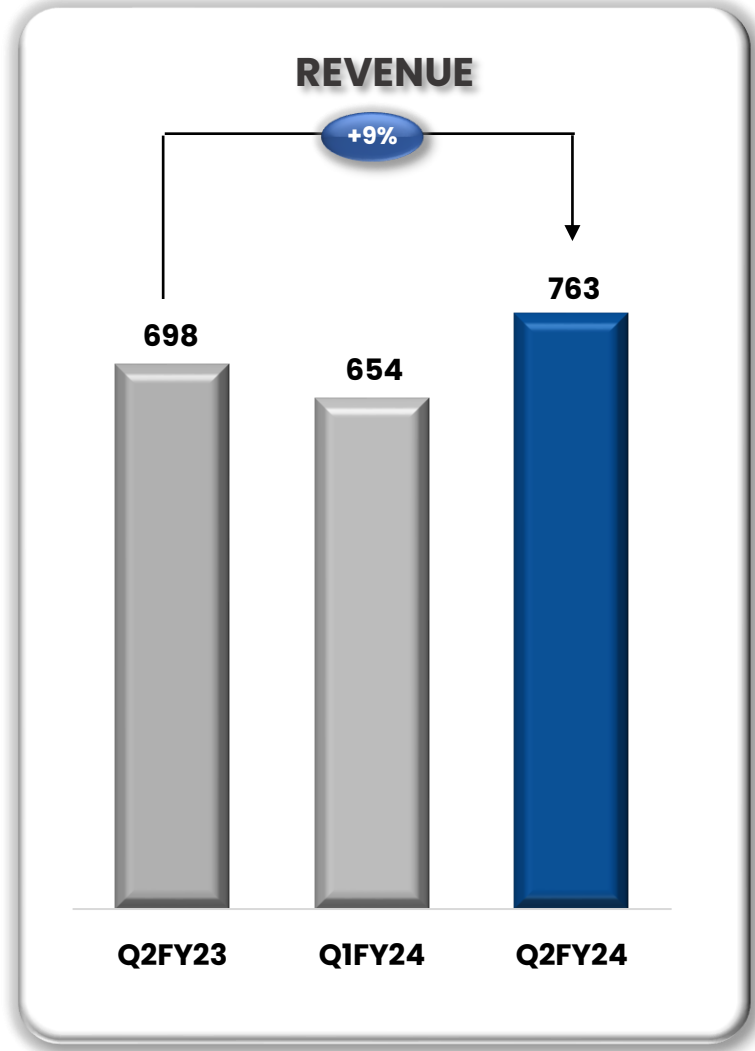
**WORDPRESS**

**DATA REPORTING**

**ORGANIZATION**

# Consolidated Key Financial Highlights – Q2FY24

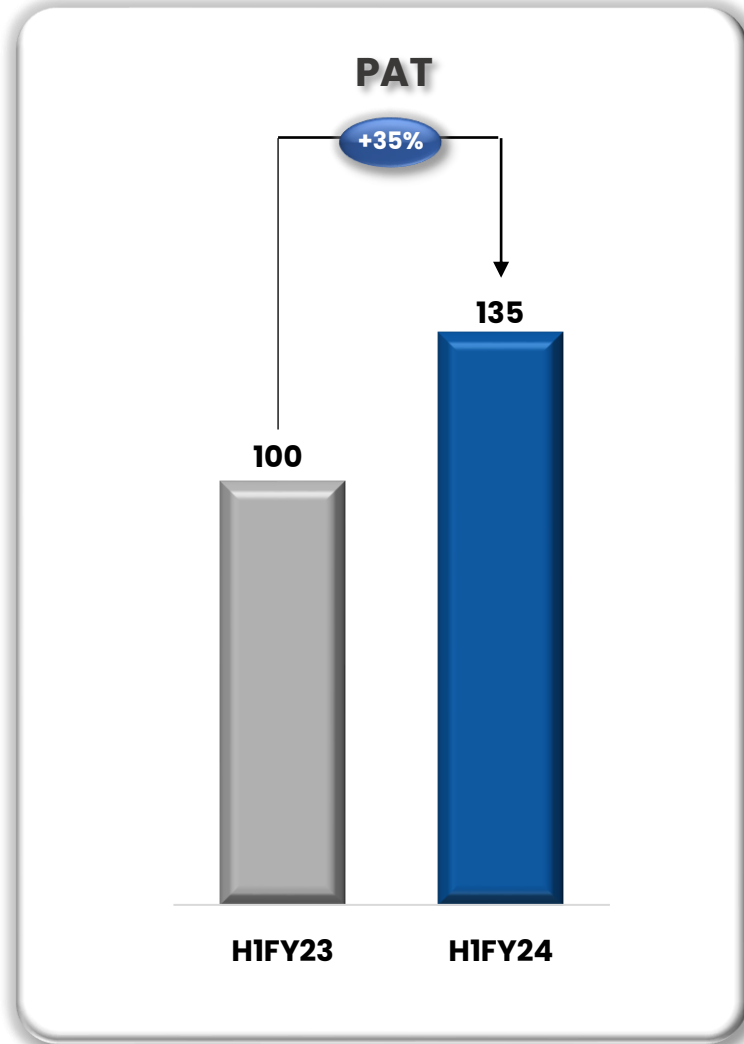
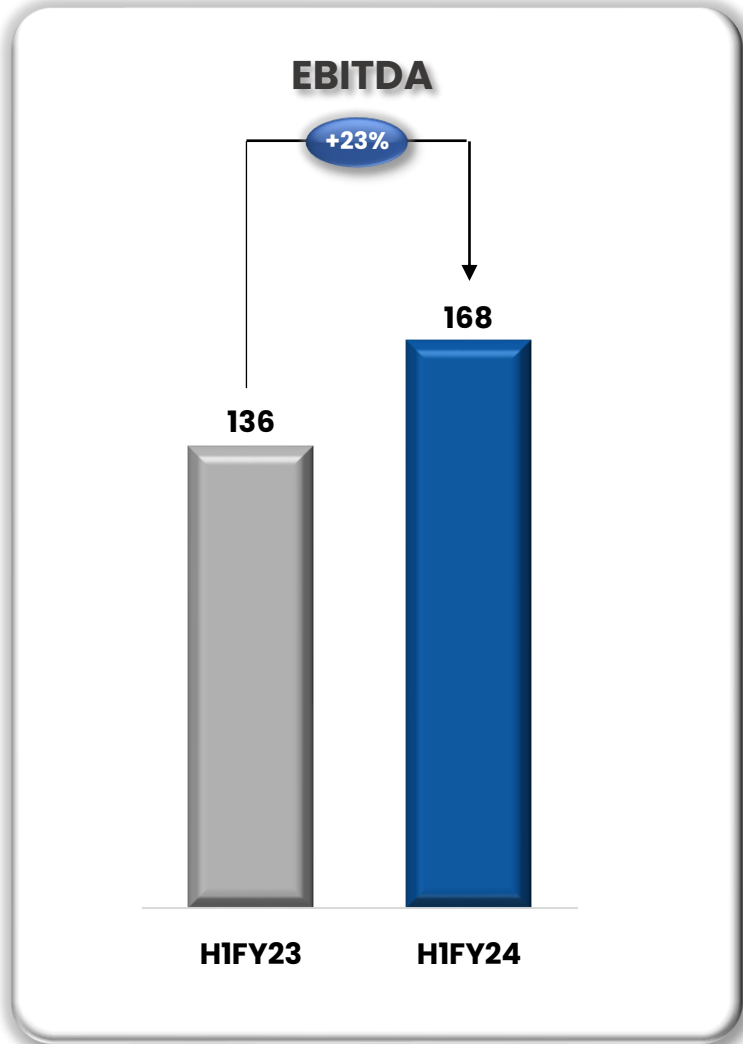
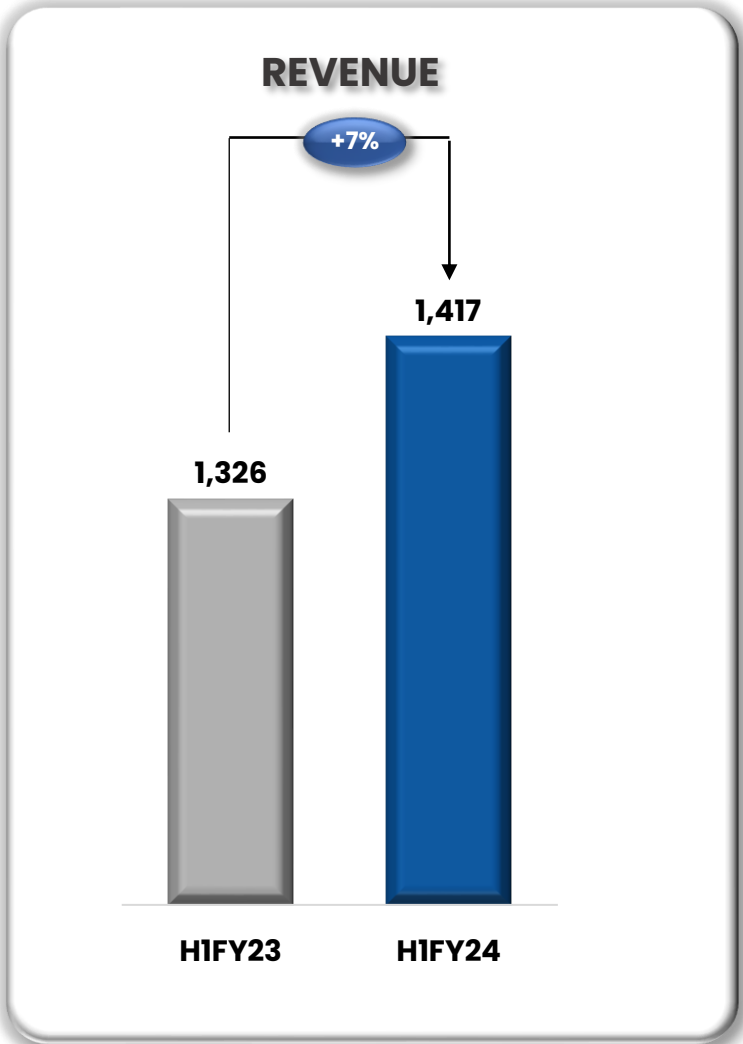
INR Crores



\* Including Profit/(loss) in JV and Associates

# Consolidated Key Financial Highlights – H1FY24

INR Crores



\* Including Profit/(loss) in JV and Associates

# Consolidated Profit & Loss Statement

INR Crores

Particulars (Rs. Crores)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
<b>Revenue from Operations</b>	<b>762.7</b>	<b>698.0</b>	<b>9%</b>	<b>654.1</b>	<b>17%</b>	<b>1,416.8</b>	<b>1,325.8</b>	<b>7%</b>
Cost of Goods Sold	588.8	556.8		517.3		1,106.1	1,063.3	
<b>Gross Profit</b>	<b>173.8</b>	<b>141.1</b>	<b>23%</b>	<b>136.8</b>	<b>27%</b>	<b>310.6</b>	<b>262.5</b>	<b>18%</b>
<b>Gross Profit Margin</b>	<b>22.8%</b>	<b>20.2%</b>		<b>20.9%</b>		<b>21.9%</b>	<b>19.9%</b>	
Employee Cost	32.8	26.8		31.2		64.1	53.1	
Other Expenses	41.6	38.6		37.3		78.9	72.9	
<b>EBITDA</b>	<b>99.4</b>	<b>75.7</b>	<b>31%</b>	<b>68.2</b>	<b>46%</b>	<b>167.7</b>	<b>136.5</b>	<b>23%</b>
<b>EBITDA Margin</b>	<b>13.0%</b>	<b>10.8%</b>		<b>10.4%</b>		<b>11.8%</b>	<b>10.3%</b>	
Other Income	18.8	8.6		18.4		37.2	16.8	
Depreciation	12.9	10.7		12.2		25.1	19.6	
<b>EBIT</b>	<b>105.4</b>	<b>73.6</b>	<b>43%</b>	<b>74.5</b>	<b>42%</b>	<b>179.8</b>	<b>133.6</b>	<b>35%</b>
<b>EBIT Margin</b>	<b>13.8%</b>	<b>10.5%</b>		<b>11.4%</b>		<b>12.7%</b>	<b>10.1%</b>	
Finance Cost	0.6	0.7		0.5		1.1	1.0	
Share in Profit/(loss) in JV and Associates	1.1	0.6		0.1		1.2	1.1	
<b>Profit before Tax</b>	<b>105.9</b>	<b>73.5</b>	<b>44%</b>	<b>74.1</b>	<b>43%</b>	<b>180.0</b>	<b>133.7</b>	<b>35%</b>
Tax	25.8	18.9		18.9		44.7	33.8	
<b>Profit After Tax</b>	<b>80.1</b>	<b>54.7</b>	<b>47%</b>	<b>55.2</b>	<b>45%</b>	<b>135.3</b>	<b>99.9</b>	<b>35%</b>
<b>Profit After Tax Margin</b>	<b>10.5%</b>	<b>7.8%</b>		<b>8.4%</b>		<b>9.6%</b>	<b>7.5%</b>	
Other Comprehensive Income	0.2	0.2		0.2		0.4	0.3	
<b>Total Comprehensive Income</b>	<b>80.3</b>	<b>54.8</b>	<b>46%</b>	<b>55.4</b>	<b>45%</b>	<b>135.8</b>	<b>100.2</b>	<b>35%</b>
<b>EPS</b>	<b>26.9</b>	<b>18.4</b>		<b>18.6</b>		<b>45.5</b>	<b>33.6</b>	

# Standalone Profit & Loss Statement

INR Crores

Particulars (Rs. Crores)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
<b>Revenue from Operations</b>	<b>762.7</b>	<b>698.0</b>	<b>9%</b>	<b>654.1</b>	<b>17%</b>	<b>1,416.8</b>	<b>1,325.8</b>	<b>7%</b>
Cost of Goods Sold	588.8	556.8		517.3		1,106.1	1,063.3	
<b>Gross Profit</b>	<b>173.8</b>	<b>141.1</b>	<b>23%</b>	<b>136.8</b>	<b>27%</b>	<b>310.6</b>	<b>262.5</b>	<b>18%</b>
<b>Gross Profit Margin</b>	<b>22.8%</b>	<b>20.2%</b>		<b>20.9%</b>		<b>21.9%</b>	<b>19.9%</b>	
Employee Cost	32.8	26.8		31.2		64.1	53.1	
Other Expenses	41.6	38.6		37.3		78.9	72.9	
<b>EBITDA</b>	<b>99.4</b>	<b>75.7</b>	<b>31%</b>	<b>68.2</b>	<b>46%</b>	<b>167.7</b>	<b>136.5</b>	<b>23%</b>
<b>EBITDA Margin</b>	<b>13.0%</b>	<b>10.8%</b>		<b>10.4%</b>		<b>11.8%</b>	<b>10.3%</b>	
Other Income	18.8	8.6		18.4		37.2	16.8	
Depreciation	12.9	10.7		12.2		25.1	19.6	
<b>EBIT</b>	<b>105.4</b>	<b>73.6</b>	<b>43%</b>	<b>74.5</b>	<b>42%</b>	<b>179.8</b>	<b>133.6</b>	<b>35%</b>
<b>EBIT Margin</b>	<b>13.8%</b>	<b>10.5%</b>		<b>11.4%</b>		<b>12.7%</b>	<b>10.1%</b>	
Finance Cost	0.6	0.7		0.5		1.1	1.0	
<b>Profit before Tax</b>	<b>104.8</b>	<b>72.9</b>	<b>44%</b>	<b>74.0</b>	<b>42%</b>	<b>178.8</b>	<b>132.6</b>	<b>35%</b>
Tax	25.8	18.9		18.9		44.7	33.8	
<b>Profit After Tax</b>	<b>79.0</b>	<b>54.1</b>	<b>46%</b>	<b>55.1</b>	<b>43%</b>	<b>134.1</b>	<b>98.8</b>	<b>36%</b>
<b>Profit After Tax Margin</b>	<b>10.4%</b>	<b>7.7%</b>		<b>8.4%</b>		<b>9.5%</b>	<b>7.5%</b>	
Other Comprehensive Income	0.2	0.2		0.2		0.4	0.3	
<b>Total Comprehensive Income</b>	<b>79.2</b>	<b>54.2</b>	<b>46%</b>	<b>55.3</b>	<b>43%</b>	<b>134.5</b>	<b>99.1</b>	<b>36%</b>
EPS	26.6	18.2		18.5		45.1	33.2	



# Consolidated Balance Sheet

INR Crores

Equity & Liabilities (Rs. Crores)	Sep-23	Mar-23
<b>Total Equity</b>	<b>842.3</b>	<b>757.9</b>
Share Capital	5.9	5.9
Reserves & Surplus	836.3	751.9
<b>Non-Current Liabilities</b>	<b>32.2</b>	<b>32.4</b>
Lease	22.9	23.6
Other Financial Liabilities	0.1	0.1
Provisions	9.2	8.7
<b>Current Liabilities</b>	<b>634.6</b>	<b>598.7</b>
<b>Financial Liabilities</b>		
Lease	1.3	1.1
Trade Payables	533.6	515.8
Other Financial Liabilities	18.0	13.7
Other Current Liabilities	73.1	60.5
Provisions	8.6	7.6
<b>Total Equity &amp; Liabilities</b>	<b>1,509.0</b>	<b>1,388.9</b>

Assets (Rs. Crores)	Sep-23	Mar-23
<b>Non - Current Assets</b>	<b>325.2</b>	<b>269.0</b>
Property Plant & Equipments	184.1	186.6
Capital Work In Progress	0.1	0.0
Right of Use Asset	21.0	22.1
Intangible assets	11.4	12.2
<b>Financial Assets</b>		
Investment in JV and Associate	25.2	24.0
Other Investments	49.9	-
Other Financial Assets	4.0	3.9
Non Current Tax Assets	13.1	7.3
Other Non Current Assets	10.4	6.0
Deferred Tax Assets (net)	6.0	6.8
<b>Current Assets</b>	<b>1,183.8</b>	<b>1,119.9</b>
Inventories	194.7	204.1
<b>Financial Assets</b>		
Investments	5.6	5.7
Trade receivables	293.1	331.5
Cash and cash equivalents	290.9	157.3
Bank balances other than cash & cash equivalents	367.3	402.8
Others Financial Assets	23.1	7.4
Other Current Assets	9.1	11.3
<b>Total Assets</b>	<b>1,509.0</b>	<b>1,388.9</b>

# Standalone Balance Sheet

INR Crores

Equity & Liabilities (Rs. Crores)	Sep-23	Mar-23
<b>Total Equity</b>	<b>865.0</b>	<b>781.8</b>
Share Capital	5.9	5.9
Reserves & Surplus	859.1	775.9
<b>Non-Current Liabilities</b>	<b>32.2</b>	<b>32.4</b>
Lease	22.9	23.6
Other Financial Liabilities	0.1	0.1
Provisions	9.2	8.7
<b>Current Liabilities</b>	<b>634.6</b>	<b>598.7</b>
<b>Financial Liabilities</b>		
Lease	1.3	1.1
Trade Payables	533.6	515.8
Other Financial Liabilities	18.0	13.7
Other Current Liabilities	73.1	60.5
Provisions	8.6	7.6
<b>Total Equity &amp; Liabilities</b>	<b>1,531.8</b>	<b>1,412.9</b>

Assets (Rs. Crores)	Sep-23	Mar-23
<b>Non - Current Assets</b>	<b>348.0</b>	<b>293.0</b>
Property Plant & Equipments	184.1	186.6
Capital Work In Progress	0.1	0.0
Right of Use Asset	21.0	22.1
Intangible assets	11.4	12.2
<b>Financial Assets</b>		
Investment in JV and Associate	48.0	48.0
Other Investments	49.9	-
Other Financial Assets	4.0	3.9
Non Current Tax Assets	13.1	7.3
Other Non Current Assets	10.4	6.0
Deferred Tax Assets (net)	6.0	6.8
<b>Current Assets</b>	<b>1,183.8</b>	<b>1,119.9</b>
Inventories	194.7	204.1
<b>Financial Assets</b>		
Investments	5.6	5.7
Trade receivables	293.1	331.5
Cash and cash equivalents	290.9	157.3
Bank balances other than cash & cash equivalents	367.3	402.8
Others Financial Assets	23.1	7.4
Other Current Assets	9.1	11.3
<b>Total Assets</b>	<b>1,531.8</b>	<b>1,412.9</b>

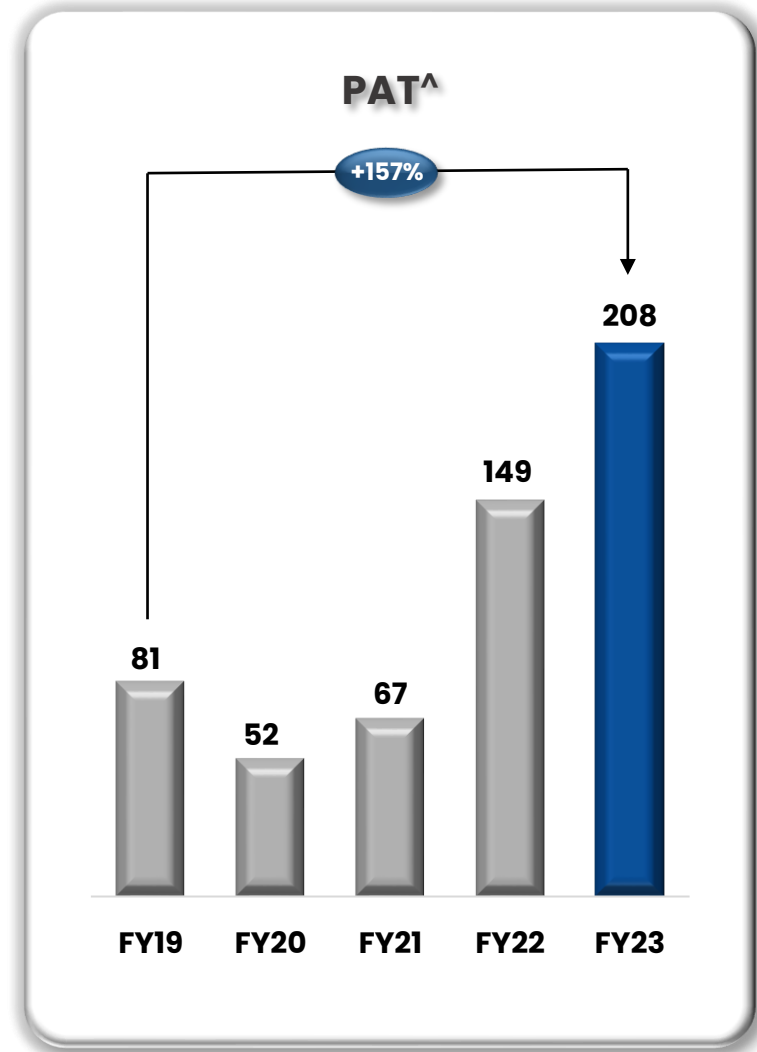
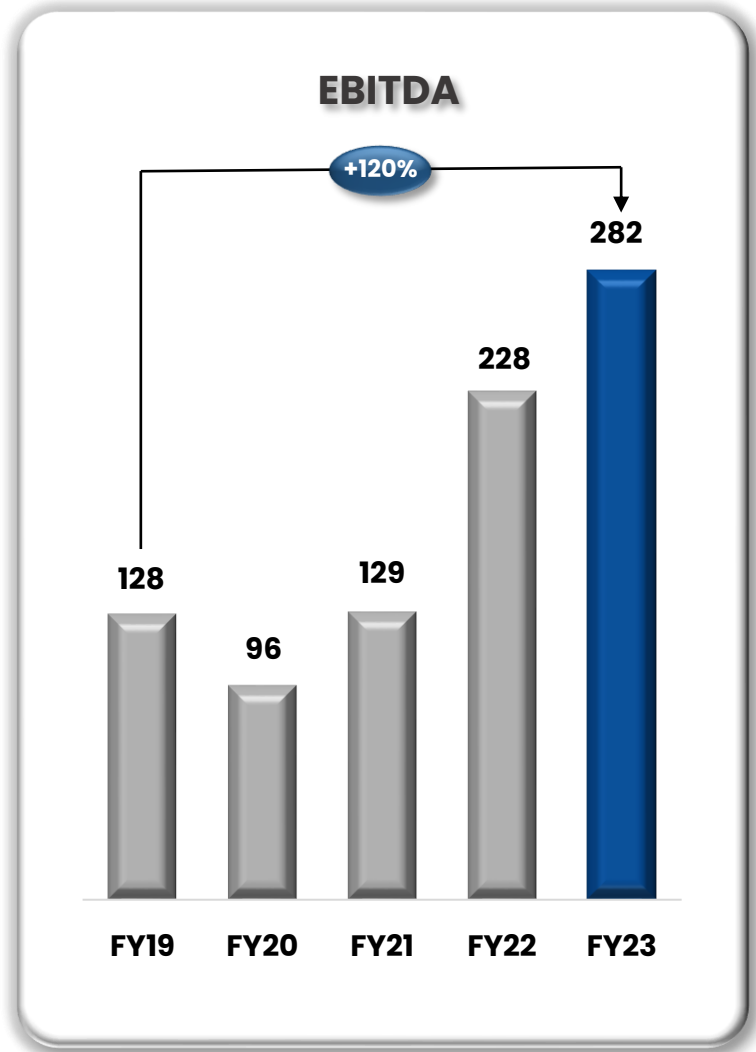
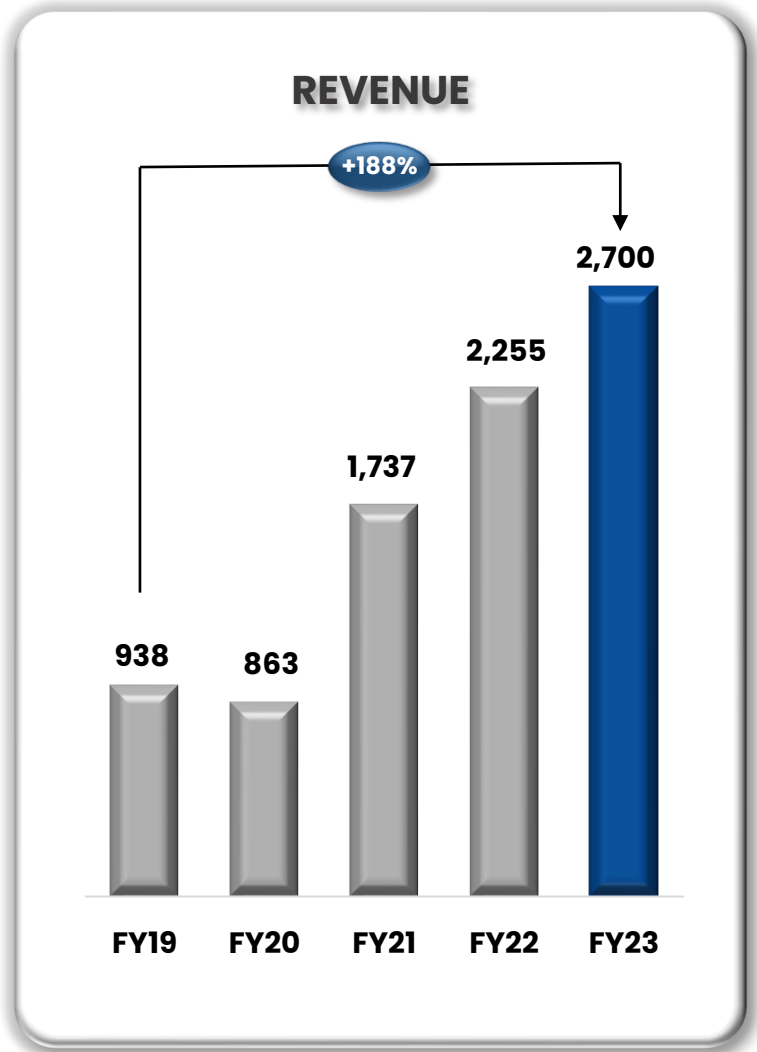
# Cashflow Statement

INR Crores

Particulars (Rs. Crores)	Standalone		Consolidated	
	HI FY24	HI FY23	HI FY24	HI FY23
<b>Net Profit Before Tax</b>	<b>178.8</b>	<b>132.6</b>	<b>180.0</b>	<b>133.7</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	-8.0	7.4	-9.2	6.3
<b>Operating profit before working capital changes</b>	<b>170.7</b>	<b>140.0</b>	<b>170.7</b>	<b>140.0</b>
Changes in working capital	64.5	58.6	64.5	58.6
<b>Cash generated from Operations</b>	<b>235.2</b>	<b>198.7</b>	<b>235.2</b>	<b>198.7</b>
Direct taxes paid (net of refund)	-49.9	-35.5	-49.9	-35.5
<b>Net Cash from Operating Activities</b>	<b>185.4</b>	<b>163.1</b>	<b>185.4</b>	<b>163.1</b>
<b>Net Cash from Investing Activities</b>	<b>-0.5</b>	<b>-78.0</b>	<b>-0.5</b>	<b>-78.0</b>
<b>Net Cash from Financing Activities</b>	<b>-52.8</b>	<b>-25.5</b>	<b>-52.8</b>	<b>-25.5</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>132.1</b>	<b>59.6</b>	<b>132.1</b>	<b>59.6</b>
Add: Cash & Cash equivalents at the beginning of the period	157.3	193.4	157.3	193.4
Effect of fair Value changes on Cash & Cash Equivalents (investment in Liquid Fund)	1.5	0.0	1.5	0.0
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>290.9</b>	<b>253.0</b>	<b>290.9</b>	<b>253.0</b>

# Historical Proforma Financial Highlights\*

INR Crores



\* Consolidated Excluding Seating Business  
<sup>^</sup> Including Profit/(loss) in JV and Associates

# Adjusted ROCE\*

INR Crores

Particulars (Rs. Crores)	Sep-23 (TTM)	FY23	FY22	FY21	FY20	FY19
Interest Income on Cash (A)	30.4	25.7	13.2	10.0	5.5	4.8
EBIT (B)	323.4	277.2	216.7	106.7	79.4	113.3
Equity Capital (C)	842.3	757.9	572.9	430.9	364.6	409.4
Debt Capital (D)	0.0	0.0	0.0	0.0	0.0	0.0
Cash & Equivalents (E)	658.2	561.2	397.5	263.0	146.3	141.4
<b>Adj. ROCE = (B-A) / (C+D-E)</b>	<b>159.2%</b>	<b>127.9%</b>	<b>116.0%</b>	<b>57.6%</b>	<b>33.9%</b>	<b>40.4%</b>

\* Consolidated Excluding Seating Business



# Corporate Social Responsibility



**Tree Planting**

Sharda Motor believes in the preservation of the environment. Our team of volunteers contributed their time, effort and sweat in making the environment better by planting trees and sapling of flowers.



**Stop Plastic Pollution**

Installed plastic bottle shredding machine at Jamshedpur district of Jharkhand.



**Blood Donation Drive**

Organized blood donation camps to help hospitals and blood banks to save precious lives.



Provided Ambulances under the Sharda CSR Foundation Trust in various cities to assist in their fight against Covid




## Please connect with us

### Company



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### Investor Relations Advisors

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

**Mr. Jigar Kavaiya / Mr. Pratik Shah**  
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