

February 07, 2022

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: Earning Release

Please find attached a copy of Earning Release on the unaudited financial results of the Company for the quarter and nine months' ended on December 31, 2021.

The above announcements 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)

Reg Off: No. 143/A, Jigani Link Road, Bangalore-560 105, India, Tel: +91 80-27839081/82/83. Fax: +91 80-27839309

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

SANSERA ENGINEERING LIMITED

Q3 & 9M FY22 Consolidated Results

Monday, 7th February, 2022, Bengaluru – Sansera Engineering Limited, known for developing complex and critical precision engineered components for the automotive and non-automotive sectors over multiple decades, today announced its unaudited Financial Results for the quarter and nine months ended December 31st, 2021.

Consolidated Result Highlights

Particulars (Rs. in Mln)	Q3FY22	Q3FY21	YoY	9MFY22	9MFY21	YoY
Total Revenue	4,868	5,006	-3%	14,237	10,764	32%
EBITDA	759	1,043	-27%	2,491	1,908	31%
EBITDA Margin	15.6%	20.8%		17.5%	17.7%	
Profit After Tax	239	506	-53%	945	627	51%
Profit After Tax Margin	4.9%	10.1%		6.6%	5.8%	

Sales Mix - Q3FY22

- › **By Geographies:** India – 64%, Europe – 23%, USA – 9% and Other Foreign Countries – 4%
- › **By End-Use Segments:** Auto-ICE - 85%, Auto-Tech Agnostic & xEV - 6% and Non-auto - 9%

Sales Mix – 9MFY22

- › **By Geographies:** India – 63%, Europe – 24%, USA – 10% and Other Foreign Countries – 3%
- › **By End-Use Segments:** Auto-ICE - 83%, Auto-Tech Agnostic & xEV - 6% and Non-auto - 11%

Key Highlights

General Motors

30th annual
supplier
of the year
2021

Sansera has been selected to be a recipient of a 2021 “**General Motors Overdrive Award**” at the General Motors' 30th annual Supplier of the Year awards.

Sansera is receiving the Overdrive Award for Launch Excellence for development and support of 6.2L small block connecting rod for full size truck engines.

The award will be presented to the company in General Motors' 30th Annual Supplier of the Year event to be held on 15/16-Mar-22 in Phoenix, Arizona.

Quarterly Operating Highlights

- › Despite multiple headwinds in the sector, Sansera performed better than the industry supported by new business
- › Sansera was able to pass on the increase in RM prices to domestic customers. However, gross margins had a decline of 3.4% primarily due to:
 - Lag in price increase on domestic sales
 - Decrease in other operating income
 - Slight squeeze in margins on international revenues due to higher RM prices
- › Drop in EBITDA was driven by fall in gross profit, higher employee cost (salary increment and ESOP costs), partially offset by lower other expenses
- › On debt front, our net debt stood close to Rs. 6,000 Mln
- › The process of setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru has progressed as planned. A few lines are commissioned and mass production of these has began in Q4
- › Won orders with significant potential from reputed customers both domestically and globally. Key orders wins include:
 - Orders for xEV for 2W and PV application
 - Suspension parts (Stem Comp Steering) order from the Indian subsidiary of a Japanese Suspension system manufacturer
 - Aluminum Parts order from a European Premium 2W manufacturer
 - Defence sector order for critical forged and machined parts
- › Tied-up for 30 Mln units of renewable energy for our Bengaluru plants from FY23

Commenting on the performance Mr. B R Preetham Group CEO, Sansera Engineering Limited said, *"The economic disruptions of the pandemic, and more recently, the severity of the semiconductor shortage, rising commodity prices, and supply chain issues have been causing pressure on the Automakers as well as Auto Component manufacturers. Despite multiple headwinds in the sector, Sansera delivered revenues of Rs. 4,868 Mln and an EBITDA margin of 15.6% during the quarter.*

The situation is improving gradually, and we are observing sign of recovery across the segments led by pent up demand and relaxation of lockdown restrictions. The medium-term outlook for Automotive sector remains positive despite near-term challenges of COVID-19 related disruptions and chips shortage. The passenger segment, both for 2W and 4W is expected to remain strong amid COVID-19, as preferred mode of personal transport by consumers. A sequential improvement in M&HCV sales is expected to continue, driven by expected rise in e-commerce, agriculture, infrastructure, and mining economic activities. EV market also continues to gain momentum and recent measures announced in the Budget (including battery swapping policy, creation of special mobility zones) will help enhance EV infrastructure and should propel the adoption of EVs in the country.

Diversification has been an integral part of Sansera's journey since the very beginning and we endeavor to continue on this path by addressing select high growth business segments to expand our customer base & addressable markets and develop new business by leveraging current capabilities and with capex fungibility. Some of our recent order wins in EVs, Suspension Parts, Aluminium parts, etc., underscores our strength in these upcoming areas. We are optimistic with the response that we have received in the EV space. We have already secured business from traditional OEMs and the new age startups in the EV space.

We are committed to broaden our revenue base in the long-term with non-auto and technology agnostic components (including xEVs) contributing a much larger share of the revenue pie. In the long-term, the company is targeting an enhanced revenue base with Auto ICE contributing about 60%, Auto-Tech Agnostic & xEV contributing 15% and the remaining 25% being non-auto."

About Sansera Engineering Limited

Sansera Engineering Limited was incorporated in 1981. Sansera is an engineering-led integrated manufacturer of complex and critical precision engineered components across automotive and non-automotive sectors. Within the automotive sector, we manufacture and supply a wide range of precision forged and machined components and assemblies, such as connecting rod, rocker arm, crankshaft, gear shifter fork, stem comp, and aluminium forged parts, which are critical for engine, transmission, suspension, braking, chassis and other systems for the 2-wheeler, passenger vehicle and commercial vehicle verticals. Within the non-automotive sector, the Company manufactures and supplies a wide range of precision components for the aerospace, off-road, agriculture and other segments, including engineering and capital goods.

For more information about the Group and its businesses, please visit www.sansera.in

Safe Harbour Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information please contact:

 Sansera Engineering Limited CIN No: L34103KA1981PLC004542 Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer Email id: rajesh.modi@sansera.in	 Strategic Growth Advisors Pvt Ltd. CIN No: U74140MH2010PTC204285 Shikha Puri / Akashi Modi Email id: shikha.puri@sgapl.net / akashi.modi@sgapl.net Tel No: +91 98192 82743 / +91 96198 96128
---	---