

May 30, 2024
SEL/SEC/ 2024-2025/15

BSE Limited Department of Corporate Services P. J. Towers, 25th Floor, Dalal Street, Mumbai- 400 001 Ref: 532509	National Stock Exchange of India Ltd Exchange Plaza, C-1, Block-G, Bandra Kurla Complex, Bandra (E) Mumbai- 400 051 Ref: SUPRAJIT
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Dear Sirs,

Sub: Investor Presentation dated May 30, 2024

Please find enclosed an updated Investors' Presentation, which will be presented to various investors/analysts while meeting and also while attending investor conferences, if any, from time to time. The presentation is also available on our website - www.suprajit.com.

This is for your Information and records.

This may be considered as compliance under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you,

Yours faithfully,
For Suprajit Engineering Limited**Medappa Gowda J**
CFO & Company Secretary**Encl: as above**



Enabling A World In Motion

Investor Presentation

May 30, 2024





Global Scale



Local Focus

Technology Driven



Core Product Business Leadership

- › Full Global Product Range in our Core Products
- › Frequent replacement products with strong spares requirement
- › **Leader by far in India. #2 Globally in Control Cables & #3 Globally in Halogen Lamps**
- › Scale across industries, geographies and aftermarket

Core Product	Applications per Vehicle			
	Part Numbers	Passenger Vehicles (PV)	2/3 Wheelers	Off-Highway (OFH) Agri, Powersports
 <p>Push/Pull/Push-Pull Control Cables</p>	15000+	15+	3-6	3-6
 <p>Vehicle Lighting Halogen Lamps</p>	80+	2-4	2	2

Global R&D & Sales

- > **USA** – Supports PV & OFH
- > **UK** – Supports PV & OFH
- > **Germany** – Supports PV & OFH
- > **China** – Supports All Verticals
- > **India** – Supports All Verticals

R&D Backbone in India through Suprajit Technology Center:












- ✓ Innovate in India – disrupt globally
- ✓ Products that enhance or replace existing products
- ✓ Deploy proven innovations across industries and Geographies

Product Portfolio

Core Products

	Allied Motion Control Parts
Push/Pull/Push-Pull Control Cables	
	
Halogen Lamps	
	Vehicle Lighting
Analog Speedometer	
	Instrument Clusters
Instrument Clusters	
	Control Cable Mechanisms
Flexible Shaft	

EV Agnostic Products through Innovation & Acquisitions

			
Friction Products	Electronic Throttle Control	Brake Systems	Motor Actuation (EMA)
		 LDC Actuation Technology 	
LED Retrofit High Power	LED Retrofit Eco		
			
Semi-Digital Cluster	Digital & EV Clusters		
			
Seeder Gearbox + Cable Assemblies	Lever + Cable Assemblies	Valve Controllers	Mechatronic Control Mechanisms

Suprajit Technology Center (STC), Bangalore

15+ patents

- › Focuses on building core design competencies and new product introduction.
- › New products falls into 3 categories - Allied Products, Product Upgradation and Innovation.
- › STC's belief in working from fundamentals has resulted in multiple patents, most of which are already commercialized.

	Products	Customers	Price (INR)	Growth Potential
Clusters & Displays			700-7500	PV + 2W + OFH
Electromechanical Actuation Systems			400-15000	PV + 2W + OFH
Braking & Brake Release Systems			3000 - 20000	2W + OFH + Rail
Throttle & Rotary Sensors			200-1500	2W + OFH

Suprajit Electronics Division (SED)

- Launched as a standalone division for FY24 to cater to strong traction from customers and with focus on driving the EV revolution and support Suprajit Group's ambition to be a global provider of actuation and display technologies

Strong Customer Traction

2W



3W



OFH



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Innovative Products



Digital Clusters



Charger Lid, Seat Latch, Steering Lock Actuators



Electronic Hand Throttle & Rotary Sensors

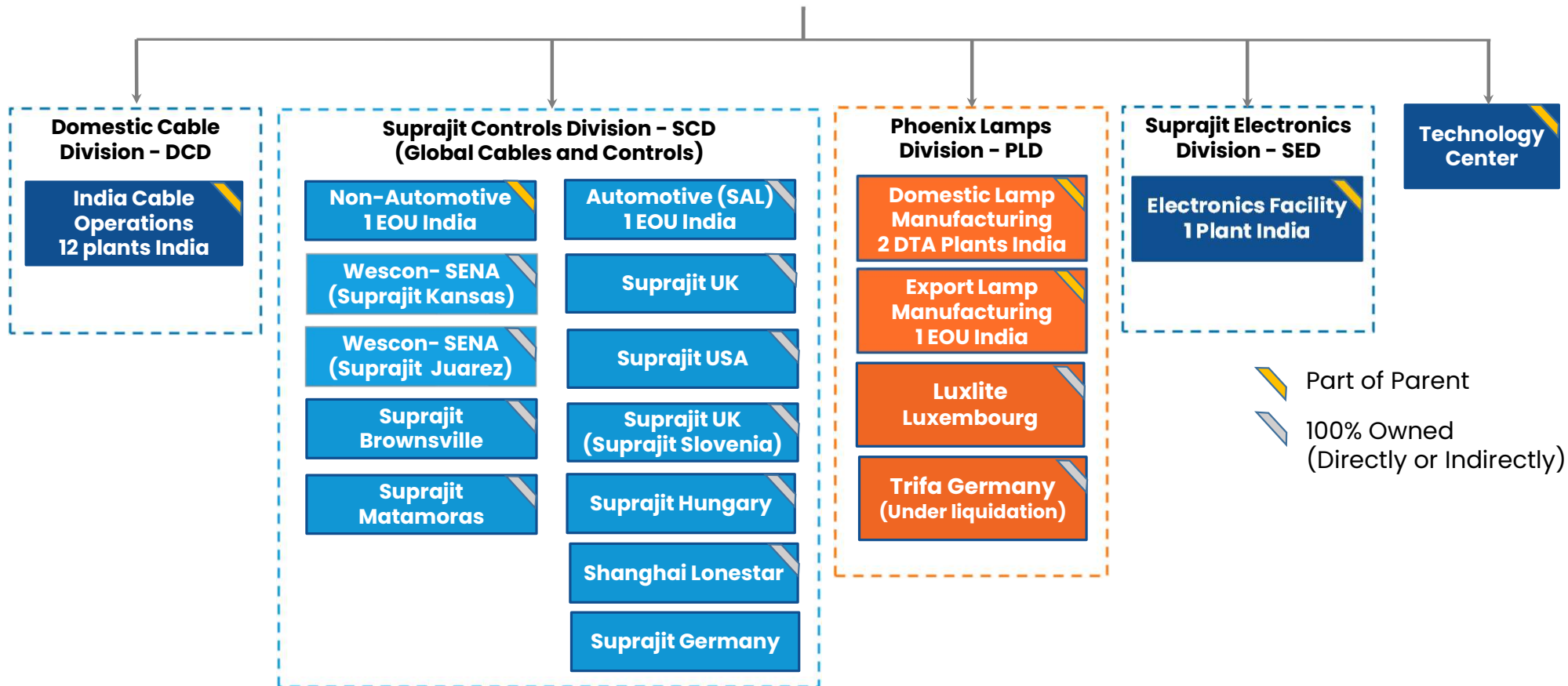
State of the Art Facilities



- IATF 16949 2016 Certified
- Integrated SMT Line
- In-house Injection Moulding
- Automated Testing

Suprajit Group

Suprajit Engineering Limited



Strong Leadership Team



Ajith Rai
Chairman, Founder
Suprajit Group
 39 years building
 Suprajit



Mohan N.S.
CEO, MD
Suprajit Group
 29 years with Bosch,
 Visteon, ZF
 11 years with Suprajit



Akhilesh Rai
Chief Strategy Officer
Suprajit Group
 MBA London Business
 School
 13 years with Suprajit



Medappa Gowda
CFO & CS
Suprajit Group
 28+ years with
 Suprajit



Ashutosh Rai
CTO
Suprajit Tech Center
 10 years with Suprajit



Narayanshankar
COO
Suprajit DCD
 36+ years with
 Suprajit



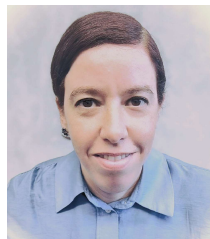
Jim Ryan
President
Suprajit SCD
 30 years of Global
 Cable Experience
 (Teleflex, Kongsberg,
 Leggett& Platt)



Neil Collis
Managing Director
SEU Europe Ltd
 25 Years Automotive
 Experience
 4 Years with Suprajit



Akhilesh Goel
COO
Phoenix PLD
 32+ years experience
 including Phillips.
 9 years with Suprajit



Saliha Krich
MD, Luxlite Lamp
 12+ years experience
 with Luxlite / Suprajit

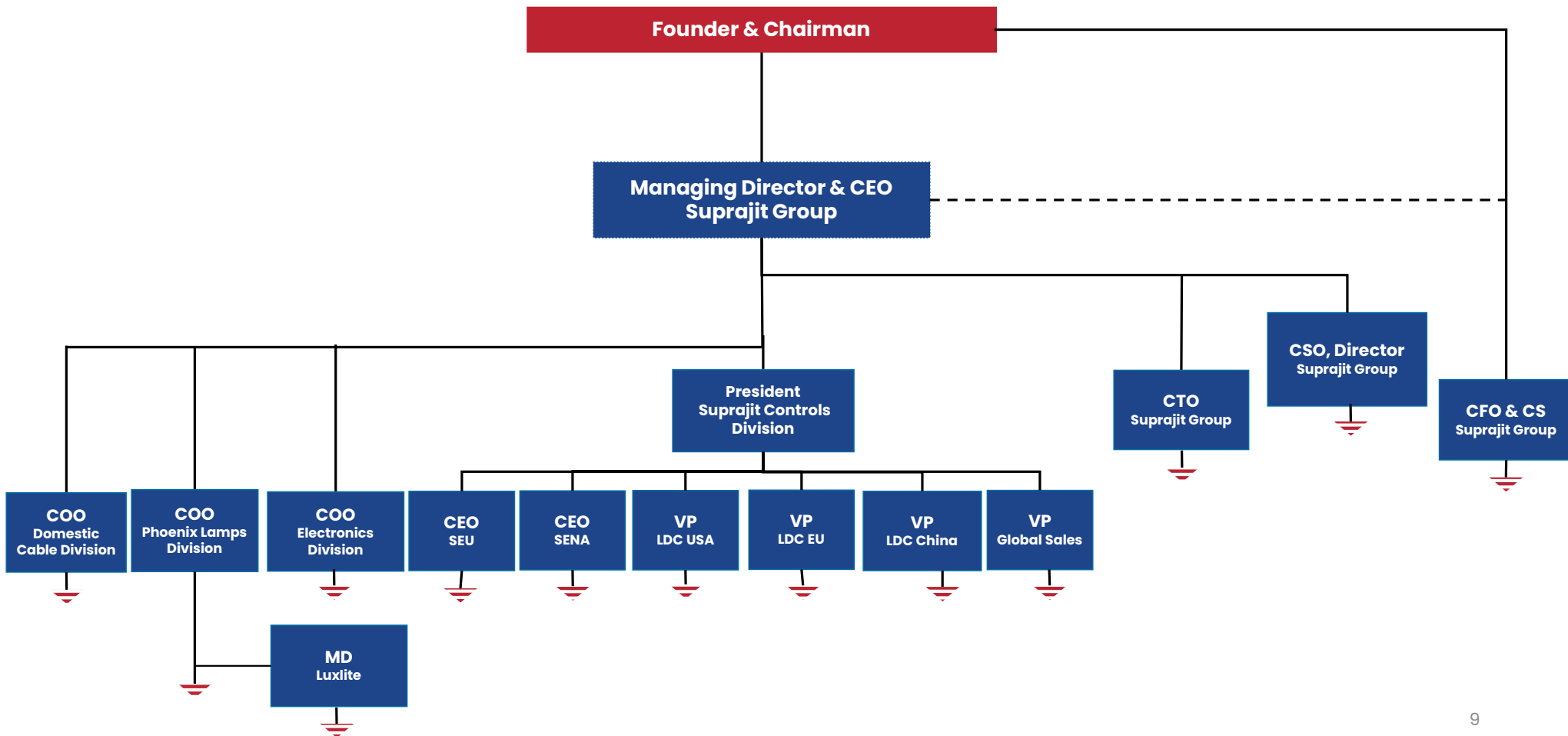


Gopal Doraiswamy
VP Sales SCD
 20 years Tier I
 Automotive
 8 years with Suprajit



Praveen Rao
COO
Suprajit SED
 20+ years at Tier 1
 Automotives.
 6+ years with Suprajit

Leadership Team



Customers

40+

**PV OEMs
and Tier 1s**



10+

**2W OEMs
and Tier 1s**



20+

**OFH OEMs
and Tier 1s**



15+

**Lighting
Tier 1s**



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Customers

**Top 10
Customers span
all verticals**



**Extensive Global
Customer Base**

40+
PV OEMs
and Tier 1s

10+
2W OEMs
and Tier 1s

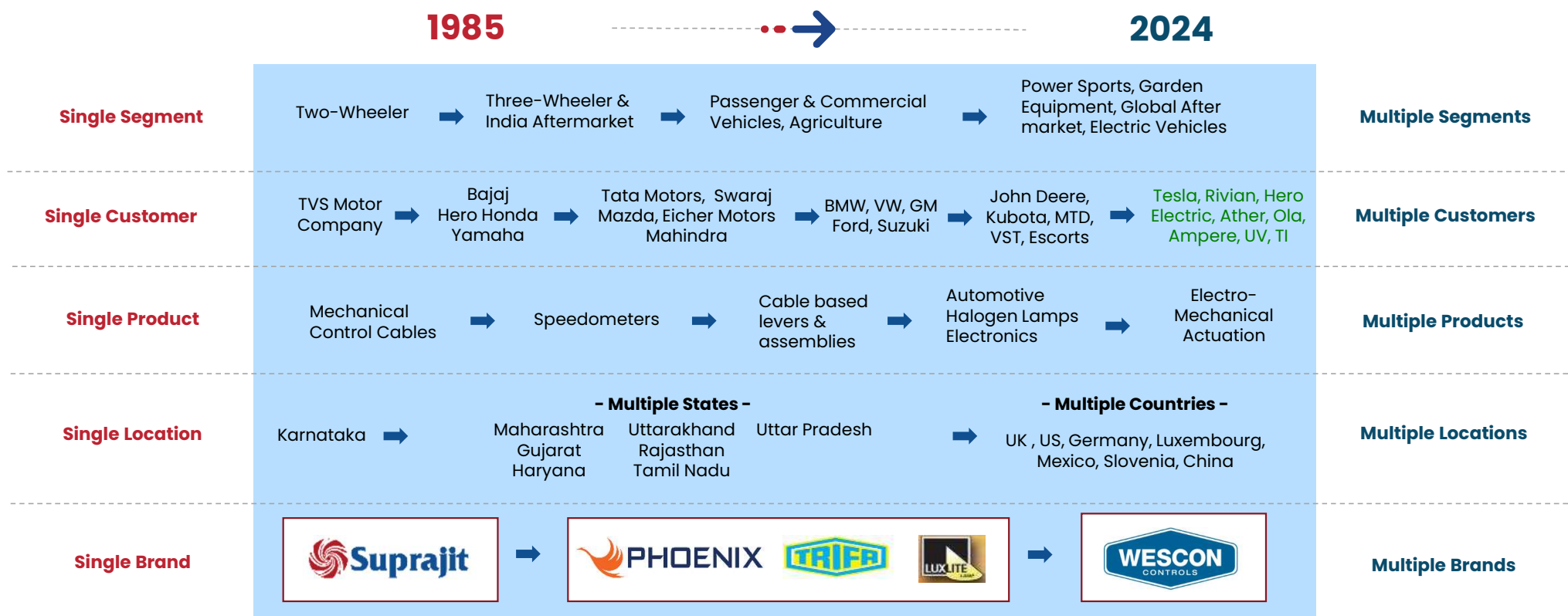
20+
OFH OEMs
and Tier 1s

10+
Lighting
Tier 1s

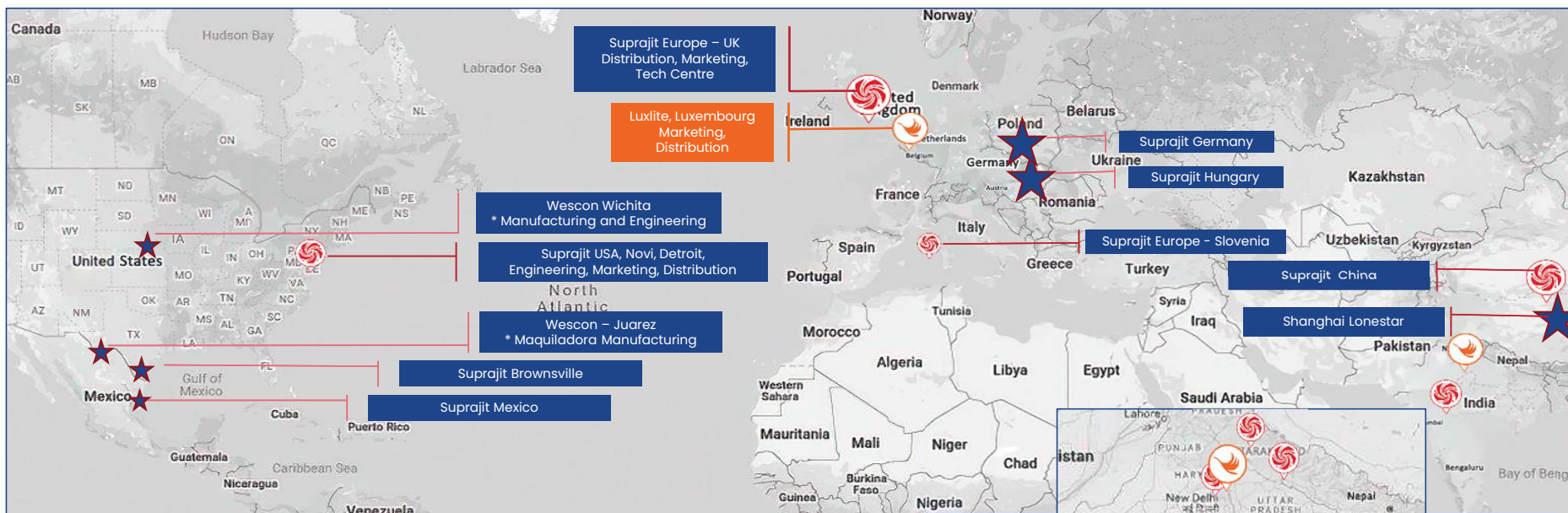
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Strategy – Derisk & Grow Profitably

➤ Through Strong Organic Growth, Capacity Expansion, Product Innovation, and Strategic Acquisitions



A Global Footprint – Ready for the shift to Global OEM Platforms



Manufacturing Plants	
India	18
US	1+Warehouse
Mexico	2
Hungary	1
UK	1
China	1
Slovenia	Warehouse

Phoenix Lamps

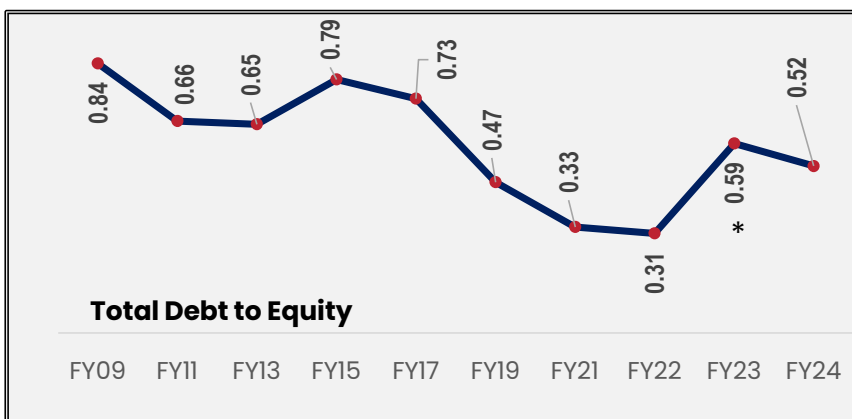
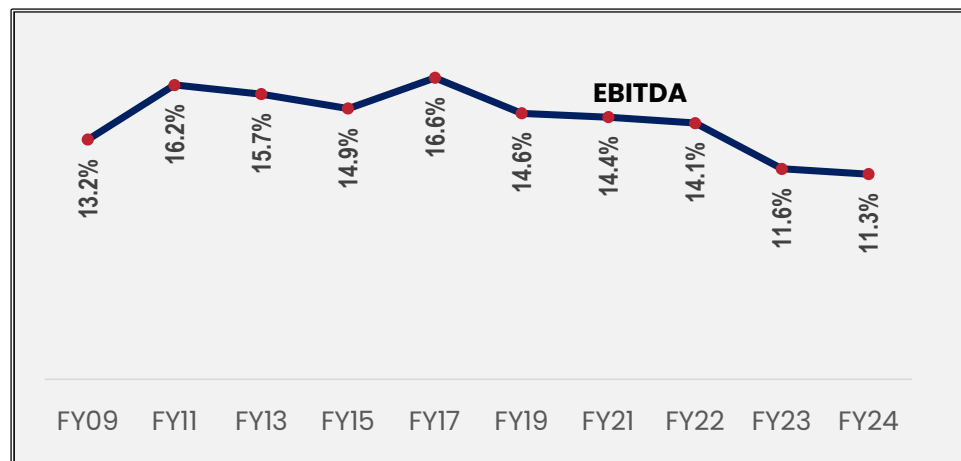
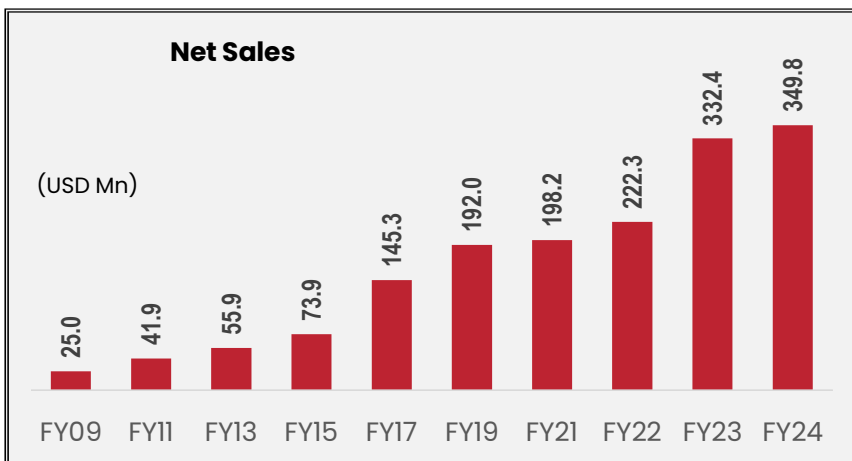
- Noida 2 Plants, SEZ & DTA
- Chennai – 1 Plant
- Distribution Center Luxembourg

Suprajit – India:

- Headquarters, Global Manufacturing Hub
- 15 Strategically located plants



Group Financials

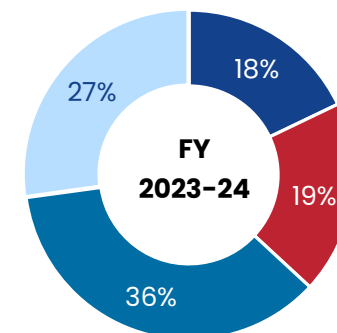
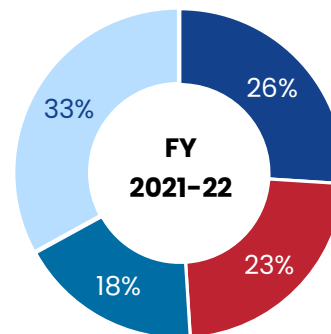
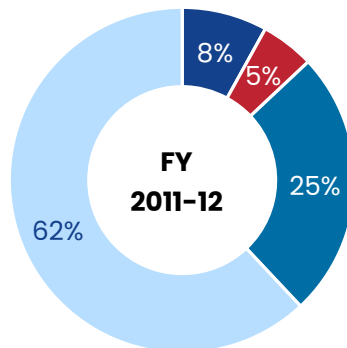
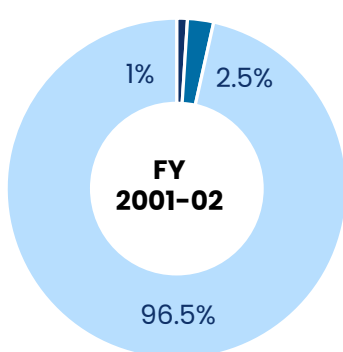


* FY23 increase in debt due to acquisition of LDC

CAGR Growth	10 Years	15 Years	25 Years
Sales	18.17%	19.25%	22.07%
EBITDA	13.43%	17.33%	20.90%

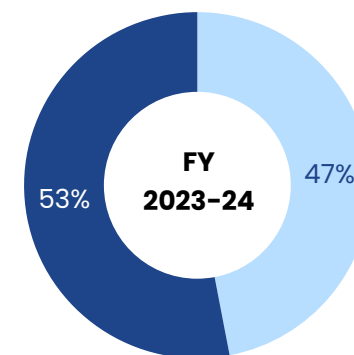
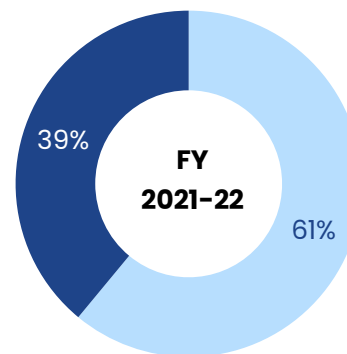
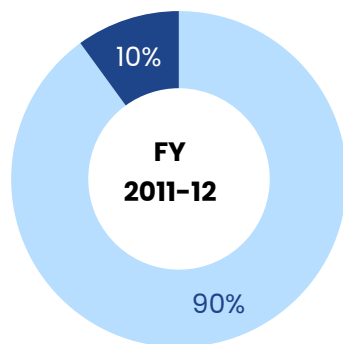
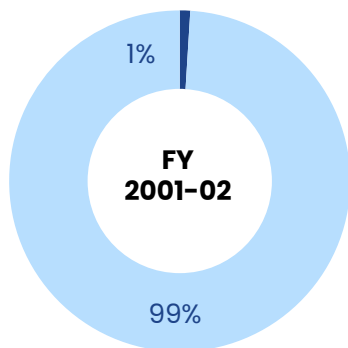
Segmental and Geographic Synergies

Category-wise



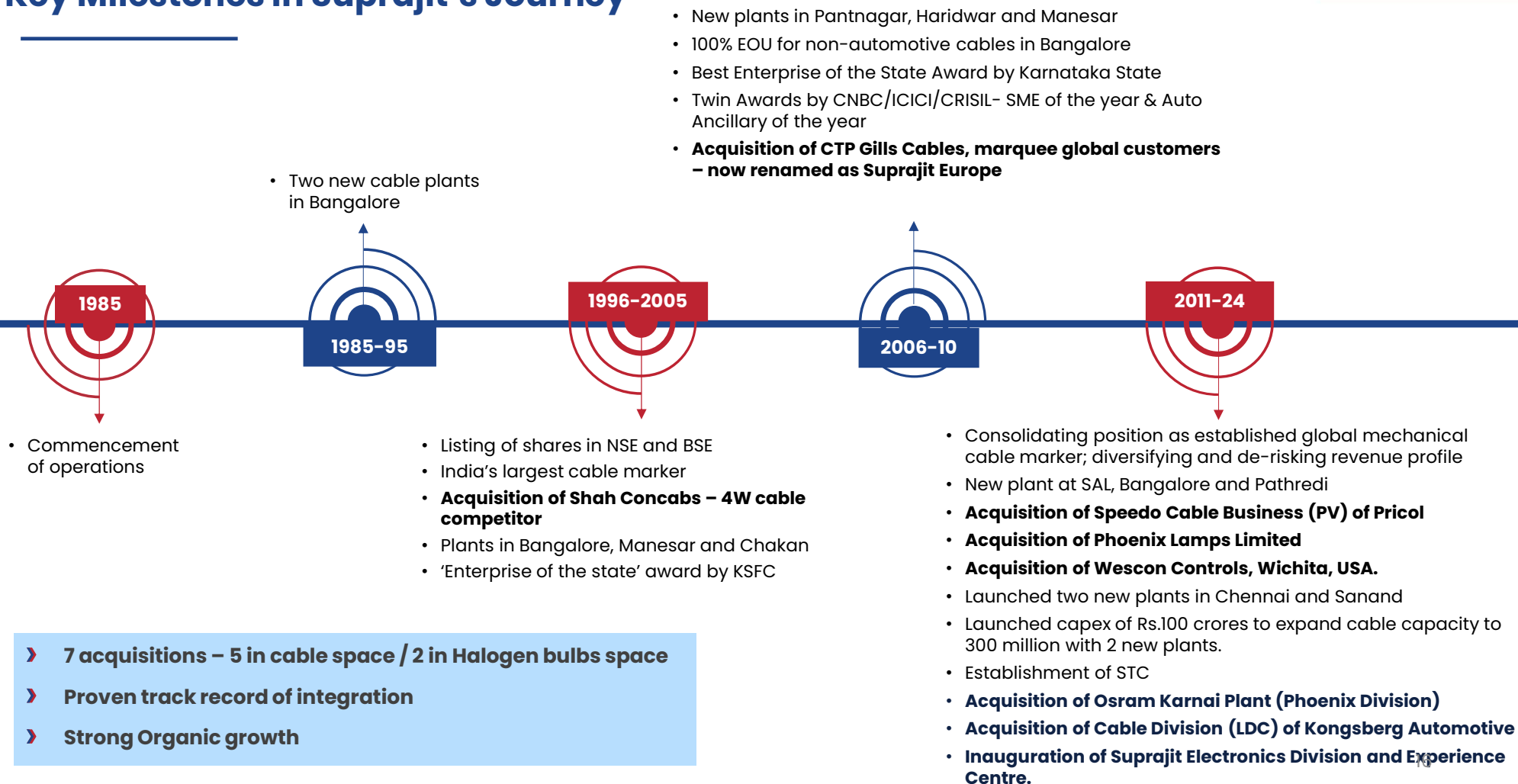
■ Automotive
 ■ 2-wheeler
 ■ Aftermarket
 ■ Non-Automotive

Geography-wise



■ Global + India Export
 ■ India

Key Milestones in Suprajit's Journey



Environment & Social Initiatives



Suprajit Foundation (SF) sponsoring scholarships for students in rural areas for education beyond SSLC



SF supporting mid-day Meals for underprivileged schools



SF helps renovate rural Anganwadis (care centers for women & children)



SF supports dialysis projects through its association with Rotary



Suprajit Mexico supporting local communities with food, clothes, and healthcare facilities



Rooftop Solar installed and commissioned at 9 manufacturing plants

Suprajit Strengths

- › Global Top 3 in both control cables and halogen bulbs manufacturing.
- › Close to OEMs globally with flexible cost supply chain based on OEM needs – ideal for OEM Global Platforms.
- › Excellent customer rapport with strong localized supply chain.
- › Proprietary class `B' items, giving a strategic relationship advantage.
- › Ability to setup modular capacities at low capex for dynamic growth.
- › Industry beating operational and financial costs.
- › Strong management / Next-Gen team in place, motivated and focused.
- › “Value for Money Supplier” with best QCDD rating.
- › World-class manufacturing with operations IATF 16949 certified.
- › Preferred Supplier to both Domestic and Overseas Customers (OEMs and Aftermarket).
- › Exports to 50+ countries.
- › Strong presence in global aftermarket and non-automotive cable segment in US/North American.
- › Suprajit Technology Center brings new technology to Agri, Powersports, PV, and EV 2-Wheeler Customers.

Awards and Recognitions

Recent Recognitions



Customer Awards and Recognitions

- BMW India – Best Delivery Performance.
- Maruti Suzuki – Green Supplier Status Award.
- TVS Motors – Best Supplier of the Year Award.
- Volkswagen – 'A' Grade Supplier Quality Performance Award.
- Mahindra MSES and SBCB Award.
- Honda Motorcycles & Scooters – Quality & Delivery Achievement.
- General Motors – Supplier Quality Excellence Award (3 years running)
- John Deere – Accelerated Global Sourcing Award.
- Brose Key Supplier Award.
- Bajaj Auto Limited – TPM Excellence Award.
- Tata Motors – Green Card for '0' PPM.
- Hero MotoCorp Limited – Direct Online Supply (DOL) Award.
- Bajaj Auto Limited – Quality Consistency Gold Award.
- Yamaha – Cost Reduction & VA/VE & 'A Grade' Excellence Award.
- TVS, Bajaj and Mahindra – various Awards.
- Kubota Certificate of Excellence.
- Honda Cars Quality and Delivery Performance.
- Yamaha Supplier Award, China.

Other Awards

- KSFC: Entrepreneur of the year for the promoter, 1995.
- CNBC/ICICI/CRISIL: SME & Auto Ancillary of the Year, 2006.
- NASSCOM: Best IT user Award in Automotive Sector, 2007.
- KSFC: Outstanding Enterprise of the State, 2010.
- BMA – Entrepreneur of the Year, 2017.



The Global Leader in Control Cables and Halogen Bulbs. One Goal – Customer Satisfaction.



Thank You

Investor Relations: investors@suprajit.com