

Varroc Engineering Limited

Regd. & Corp. Office

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136, Maharashtra, India

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CIN: L28920MH1988PLC047335



VARROC/SE/INT/2022-23/97

December 15, 2022

To,

The Manager- Listing
The Listing Department,
**National Stock Exchange of India
Limited**
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex,
Bandra (East), Mumbai-400 051.
NSE Symbol: VARROC

The Manager – Listing
The Corporate Relation Department,
Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai-400001.
BSE Security Code: 541578
[Debt: 973454 & 973455]

Dear Sir/ Madam,

Sub.: Intimation of schedule of meeting/call with Analyst/institutional investor(s)

Ref.: Regulation 30 (6) of SEBI (Listing Obligations and Disclosure Requirement) Regulations, 2015 ('Listing Regulations')

Pursuant to Regulation 30 read with Schedule III of the Listing Regulations, we wish to inform you that a call/meeting with group of Analyst(s)/institutional investor(s) is scheduled tomorrow i.e., on Friday, December 16, 2022, in Pune. Investor Presentation is attached.

Kindly note that changes may happen due to exigencies on the part of participant/Company.

We request you to take this on record, and to treat the same as compliance with the applicable provisions of the Listing Regulations. Pursuant to Regulation 46(2)(o) of the Listing Regulations, the aforesaid information is also being placed on the website of the Company at www.varroc.com.

For Varroc Engineering Limited

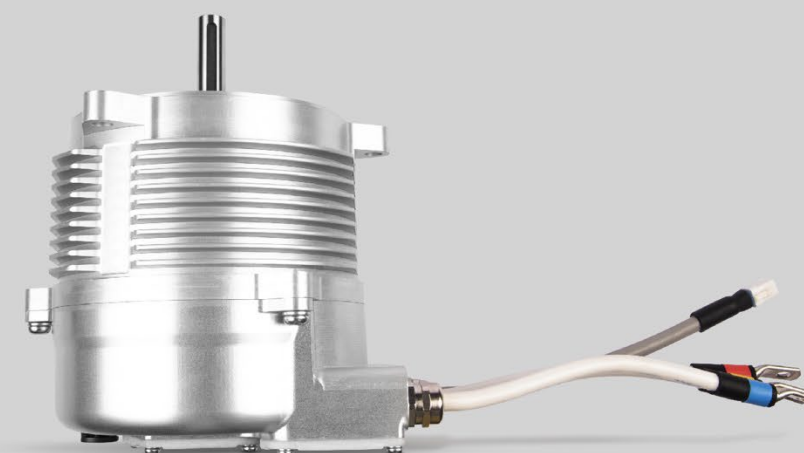
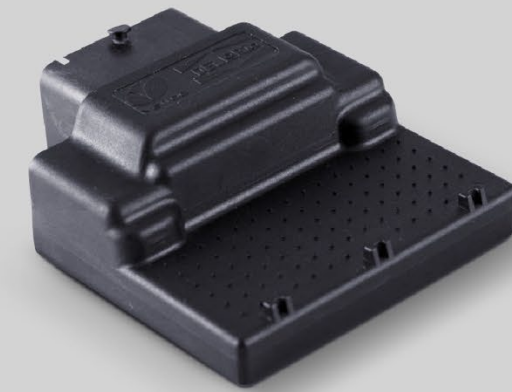
Ajay Sharma
Group General Counsel and Company Secretary

Encl: A/a



Varroc Investor Meet

16th Dec 2022



Agenda

1. Varroc Corporate Overview

2. Varroc Technology :- Trends & Our Offerings

3. Varroc Business Strategy

4. EV a Big Opportunity

5. Why Varroc



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About Us

Varroc is a Leading Indian Auto Technology Group with a Global Footprint

- Founded in 1988 in Aurangabad, India by the Jain family
- Successful listing on the Indian Stock Exchanges in July 2018
- Strong, long-lasting, growing customer relationships with marquee Global OEM's
- Well-diversified auto component business across products, segments, and customers
- Low cost, strategically located global manufacturing footprint
- 35 Operating Manufacturing facilities and 7 R&D Centers
- In-house R&D capabilities in India, Italy, Romania and China
- ~750 R&D engineers; 76 patents filled for Indian Operations
- Experienced management team supported by reputed Board

Four primary business lines:



**ELECTRICAL -
ELECTRONICS**



LIGHTING



POLYMER



**METALLIC
(Forging and Valves)**

PARTNERSHIPS

DELLORTO

CANDERA

Heraeus

CarIQ

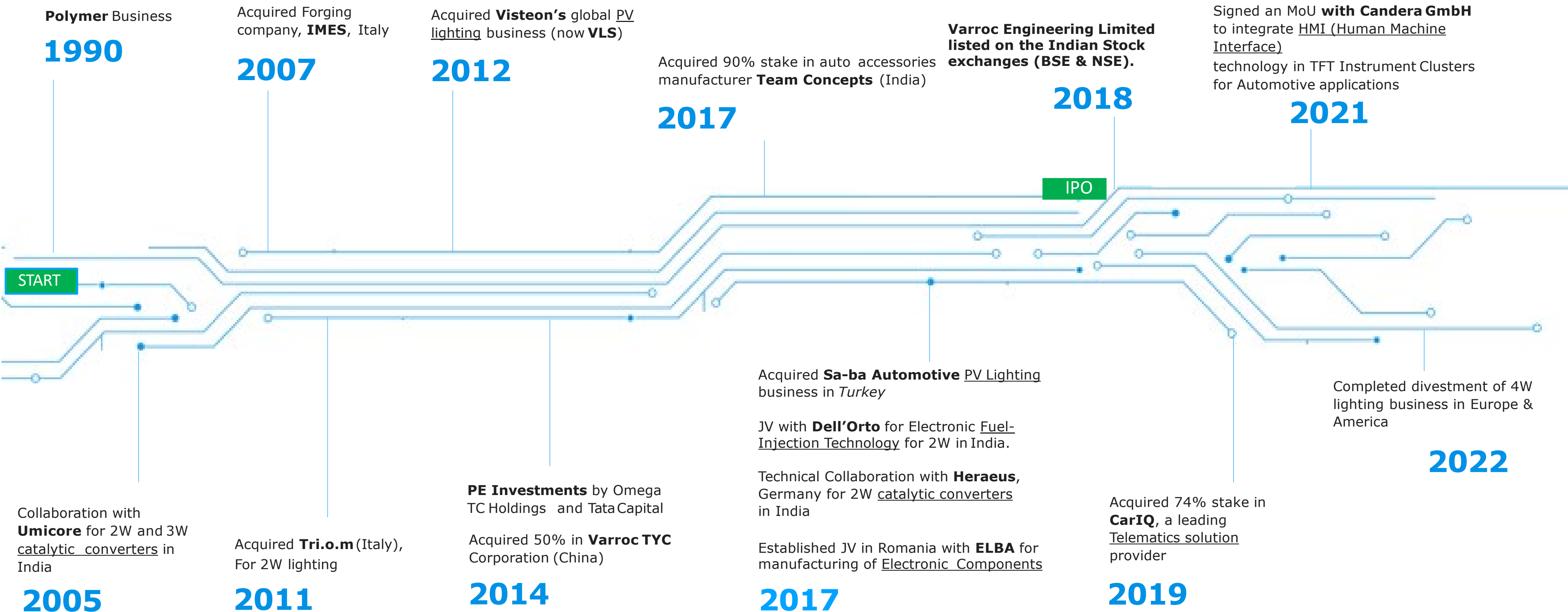
**MEKRA
LANG**

SCARPA & COLOMBO
VALVOLE PER MOTORI

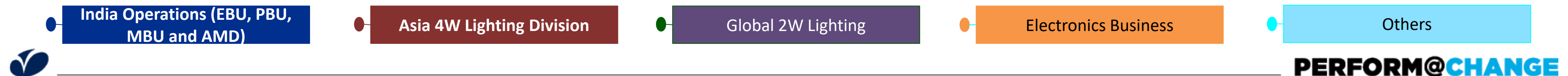
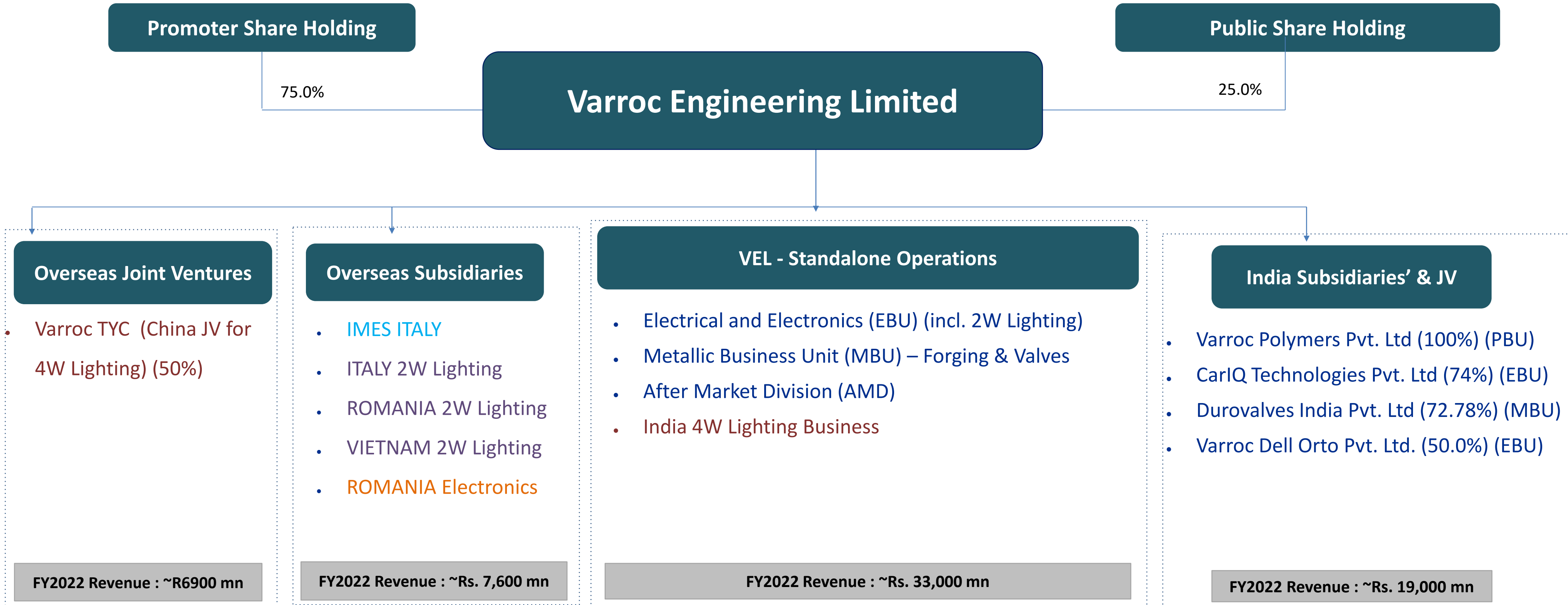
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Our Journey



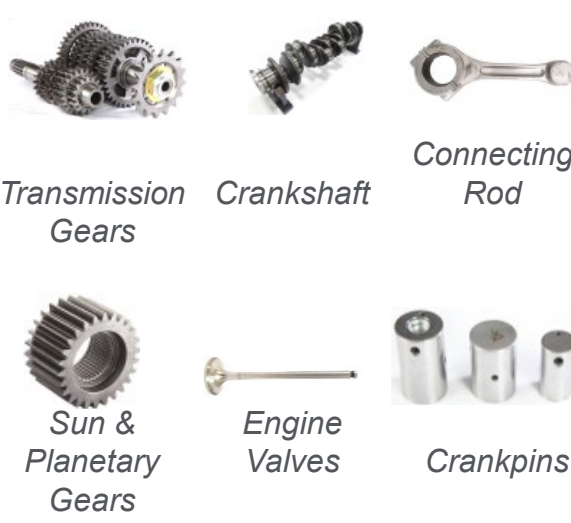
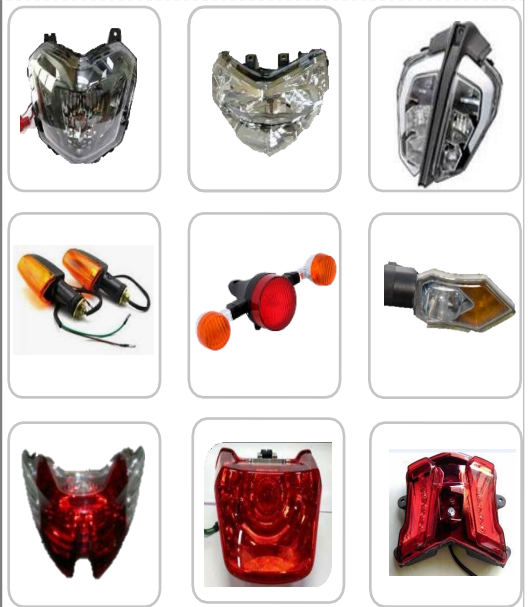
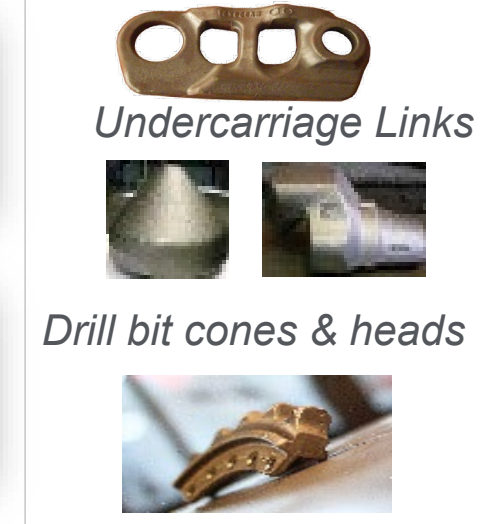
Varroc's Transformation into a Global Auto Technology Group



Symmetric Representation of Varroc (Post Divestment)



Global Business with Diversified Product Lines

	INDIAN Operations (76.4%)			EUROPEAN Operations (13.0%)			CHINA JV (10.6%)
	Polymer	Electrical & Electronics (Includes Lighting)	Metallic	Global Lighting	Electronics	Metallic (IMES)	Lighting
Description	<ul style="list-style-type: none"> Offers light weighting solution to OEMs with a Pan-India presence 	<ul style="list-style-type: none"> Wide solutions in electrical-electronics components and lighting for 2W and 4W OEMs in India 	<ul style="list-style-type: none"> Supplies precision forged & machined parts for engines & transmissions and also engines valves in domestic and international markets 	<ul style="list-style-type: none"> Global supplier of exterior lighting systems for Two-Wheelers OEMs and Super Luxury PV 	<ul style="list-style-type: none"> Focus on ADAS, Lighting Electronics (Light Engines & Light Control Units) and Electronics Manufacturing Services (EMS) 	<ul style="list-style-type: none"> Manufactures hot steel forged parts for the construction and oil & gas industries 	<ul style="list-style-type: none"> Supplier of exterior lighting systems for PV and Aftermarket
Select Product Portfolio	 <p>Seat Assemblies Front Bumper Air Filter Mirror Assemblies Centre Console Fan Cooling</p>	 <p>Motors Magneto Instrumental Cluster EFI Telematics Throttle Sensor Traction Motors & Controller Four Wheeler & Two Wheeler Lighting</p>	 <p>Transmission Gears Crankshaft Connecting Rod Sun & Planetary Gears Engine Valves Crankpins</p>		 <p>Lighting Electronics EMS</p>	 <p>Undercarriage Links Drill bit cones & heads Undercarriage Segments</p>	 <p>Matrix Xenon Laser Halogen</p>
Customers	Bajaj, HMSI, Suzuki, Piaggio, Yamaha, Royal Enfield M&M, Harley Davidson, Hero Electric, VW, Skoda, Renault, Nissan, Force Motors	Bajaj, Royal Enfield, KTM, Piaggio, Suzuki, Ducati, Harley Davidson, Kawasaki, Yamaha, Hero Moto, Honda, M&M, VW, Skoda, Renault, Nissan	Bajaj, Royal Enfield, KTM, Suzuki, Ducati, Harley Davidson, Honda, Yamaha, Hero Moto, Fiat, Tata, GM, Thyssenkrupp, Triumph	Aprilia, KTM, Piaggio, Vespa, Yamaha, Honda, Moto Guzzi, Ducati, Zero Motors, Kawasaki, Husqvana, McLaren	TIER-I	Caterpillar, Schlumberger, Brist, Baker Hughes, Berco, ITM, Smith Bits	CJLR, VW, Geely, Tesla, CAF, Avatr, JMC,
Plants	13 Facilities – India	10 Facilities – India	5 Facilities – India	3 Facilities – Italy, Romania and Vietnam	1 Facilities – Romania	2 Facilities – Italy	2 Facilities – China
Customer Segment	2W, 3W, PV & CV	2W, 3W, PV & CV	2W, 3W, PV, CV & OHV	2W	2W & PV	Earth-moving & Oil-drilling	PV
Revenue Mix	29.6%	28.8%	10.8%	7.1%	1.4%	4.5%	10.6%



A diversified product portfolio catering to 2W, 3W, PV, CV & OHV Segments. Long-lasting, growing customer relationships with marquee auto OEMs globally and in India

Please note: Aftermarket contributes nearly 7.3% of the Overall Group Revenue * Revenue Mix include the revenue from the JV in China

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


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Confidential - Varroc

For us, innovation is the ability to see change as an opportunity, not a threat.

Global mobility trends we consistently work towards:

-  **Greener**
-  **Safer**
-  **Smarter**
-  **Connected**

GREENER



FOCUS ON EV

- Traction Motor and Controller
- DC DC Converter
- Onboard Charger
- Battery Management System

FOCUS ON SUSTAINABLE MATERIALS FOR AUTOCOMPONENTS

- Coffee Chaff Headlamp Housing Case
- Specialised BMC (Bulk Molded Compound) Reflectors

FOCUS ON IMPROVED EMISSIONS & ENERGY EFFICIENCY

- Catalytic Converters
- Sodium Valves
- Titanium Valves
- 3i Technology in Polymer Parts
- LED Technology-Headlamps & Tail Lamps
- Conversion of Sheet Metal to High Strength Plastic
- Net Shape Forging

Trends@Varroc

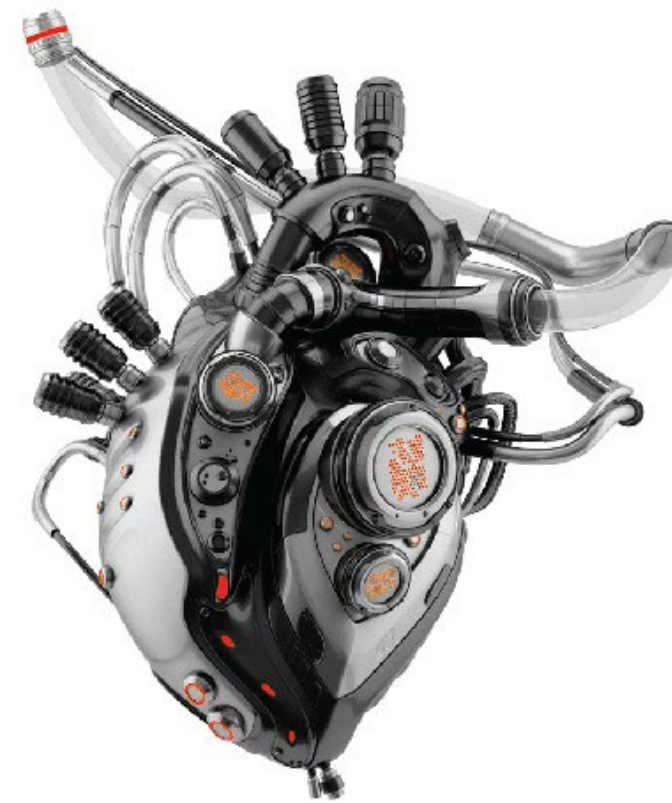
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SAFER



- ADB (Adaptive Driving Beam)
- Matrix Technology in Lighting
- Laser Boosted Headlamps

SMARTER & CONNECTED



- Connected Clusters
- EFI ECU
- TBT (Turn By Turn) Indicator
- Duel Injection Tailgate Carriers
- ISG
- Advanced Connected Vehicles Platform
 - CarIQ for car owners
 - BikeIQ for bike owners
 - FleetIQ for advanced fleet management
 - Predictive analytics
 - Usage Based Insurance Platform



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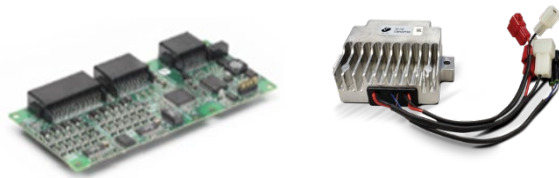


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Electrification and Efficiency

48V-epowertrain platform for small vehicles

- Consists of basic units (on board charger, inverter and DC/DC converter) with PMSM Motor. Total power output is 2-8KW)
- BLDC motor for actuation (0.2-2KW)
- Battery Management System
- Integrated Starter Gen (ISG)



48V-epowertrain components integration (System & Compactness)

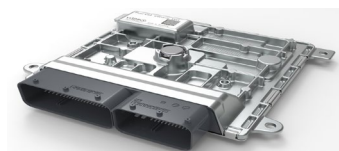
48V- Alternate motor technology (rare earth magnet free/less)

48V Fuel cell and hydrogen-based technology

96V-epowertrain platform for small vehicles

- Consists of basic units (on board charger, inverter and DC/DC converter) with PMSM Motor. Total power output is 10-25KW)
- BLDC motor (3 to 8KW)

Power Assist ISG



Connectivity and Digitization

LCD to TFT and Connected

- Android/Car-play OS
- WiFi/BTLE
- Smartphone usage
- Digital Key
- NFC for safety and unlock



TFT and Sensor Interface

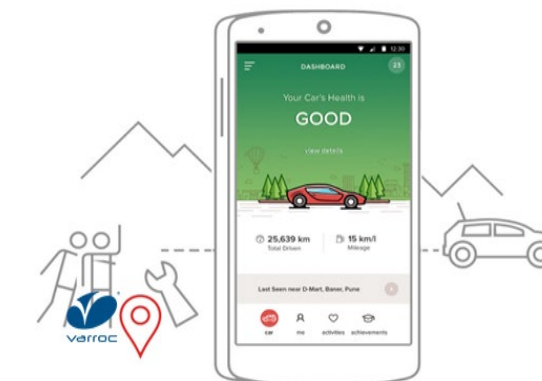
- Heads up display
- Enhanced user experience
- Helmet connectivity
- Camera interface
- Radar interface



FOTA in Telematics

Prognostic based use cases, Bike sharing, Cyber Security

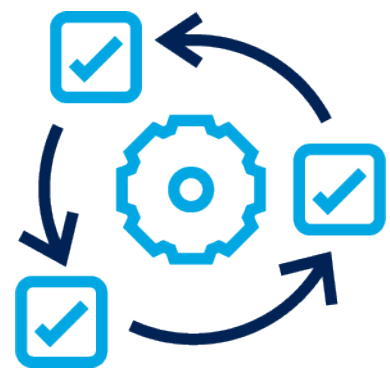
5G enabled telematics, Video sending capability



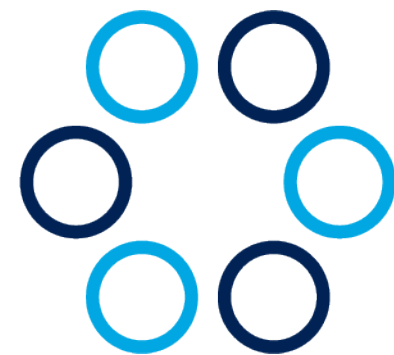
CarIQ



Customer Centric Manufacturing Company



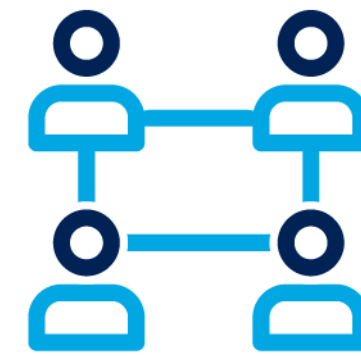
AGILITY



PROXIMITY



DIGITIZATION



**BD & KAM
STRUCTURE**



**WHAT NEXT
(INNOVATION)**



Cost Leadership in Manufacturing



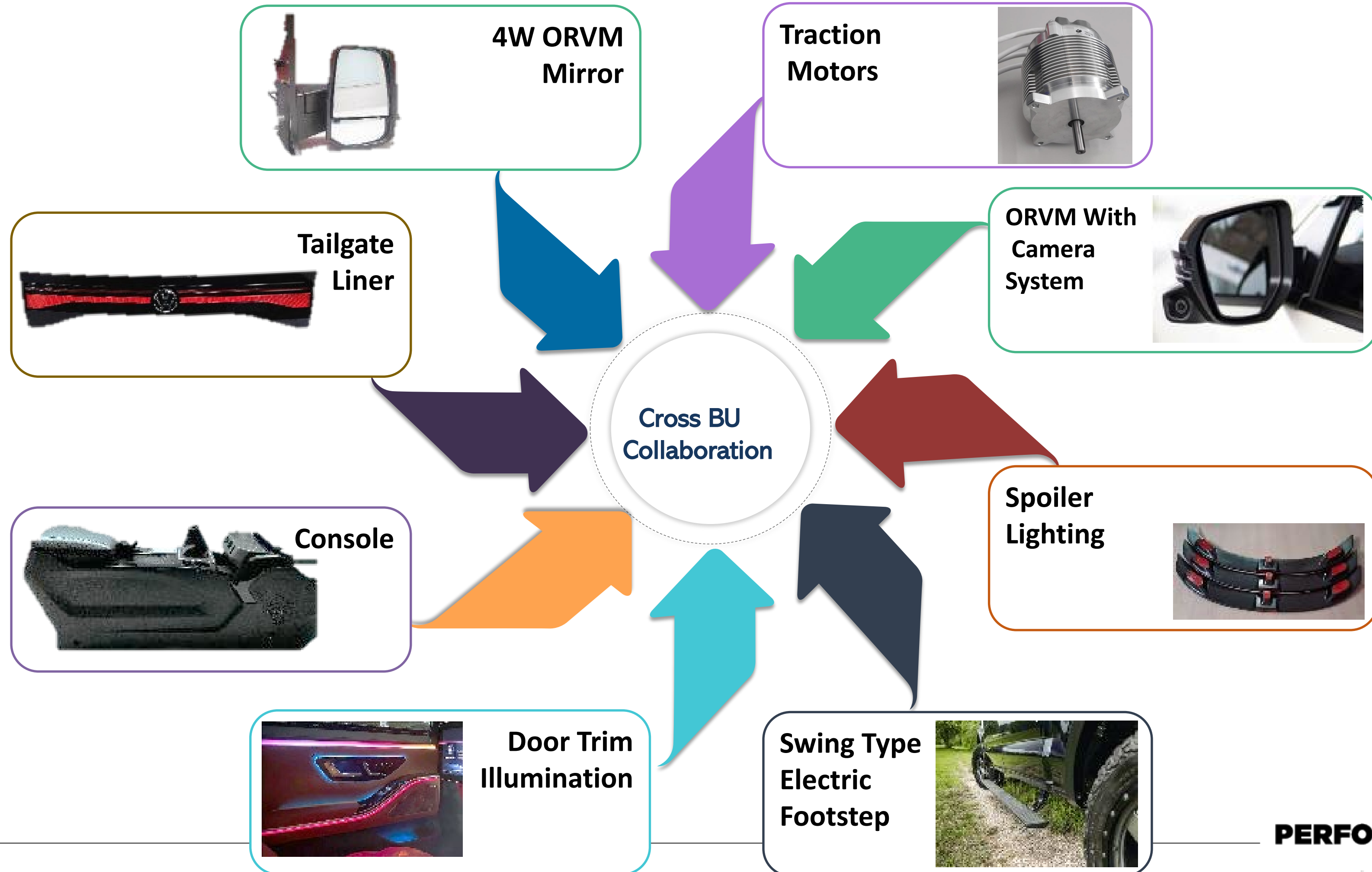
1 | SOURCING

2 | VALUE ADDITION & VALUE ENGINEERING

3 | INDUSTRY 4.0
(Smart Factories)



Cross Business Unit Collaboration



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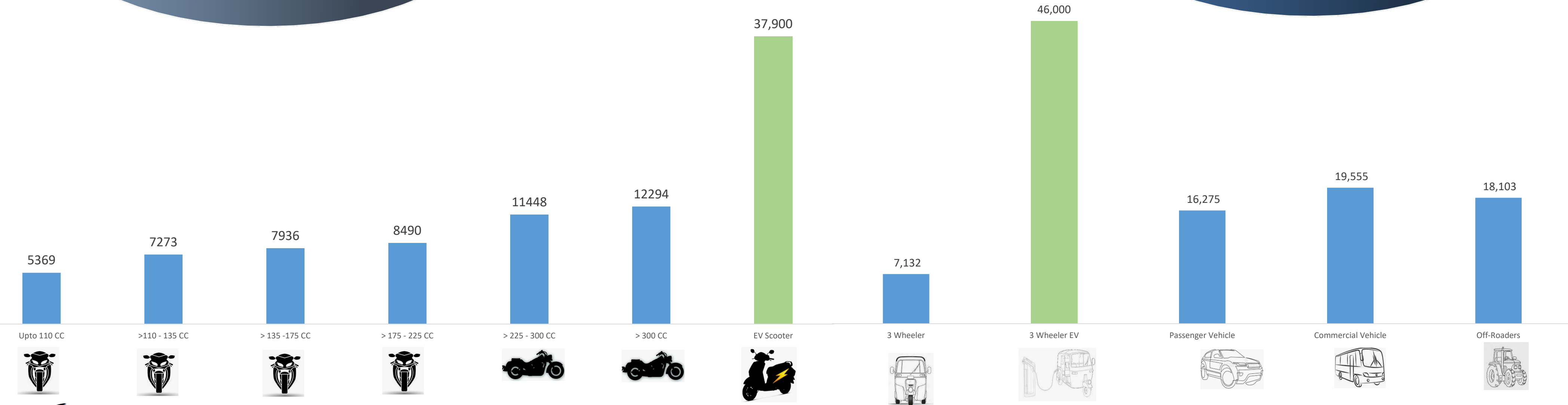
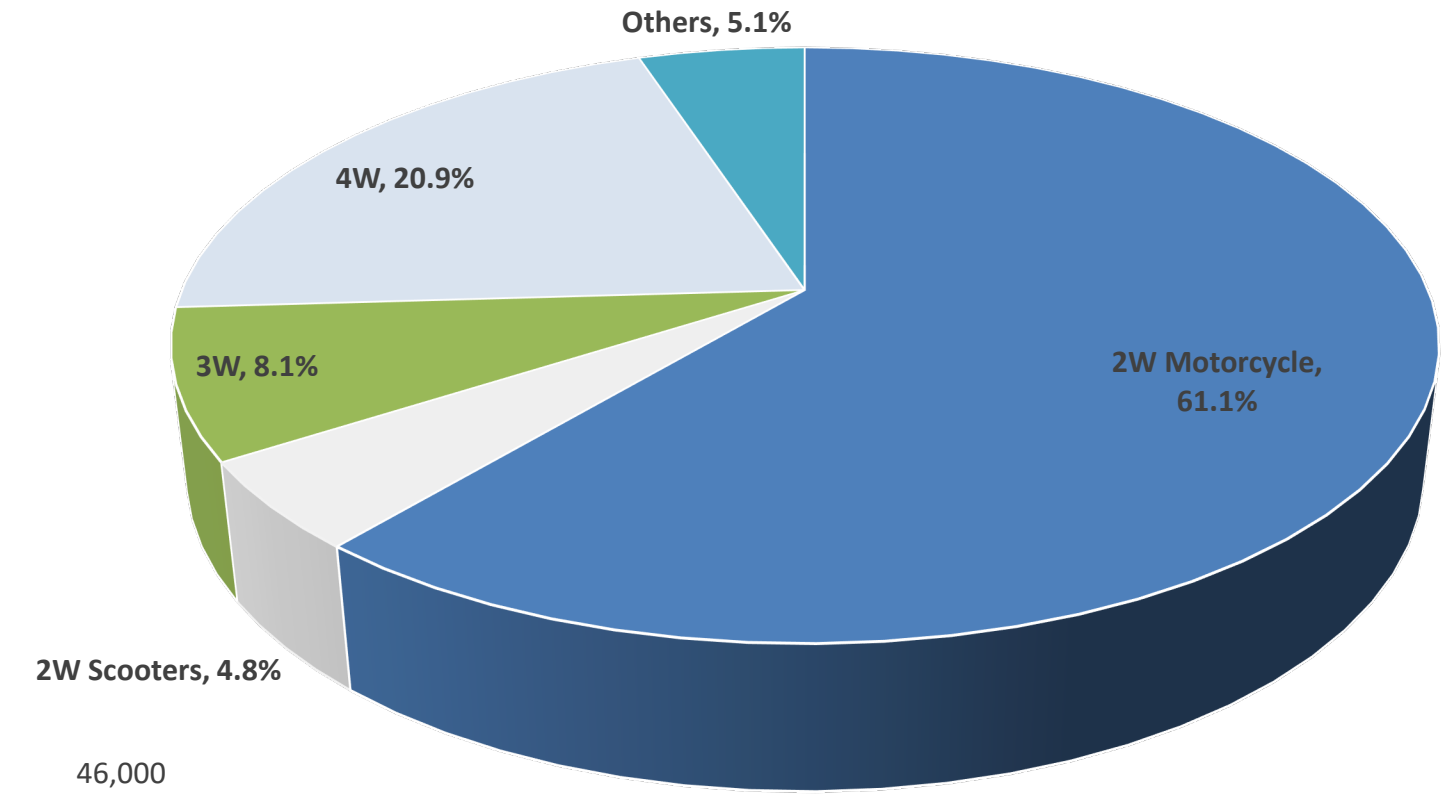
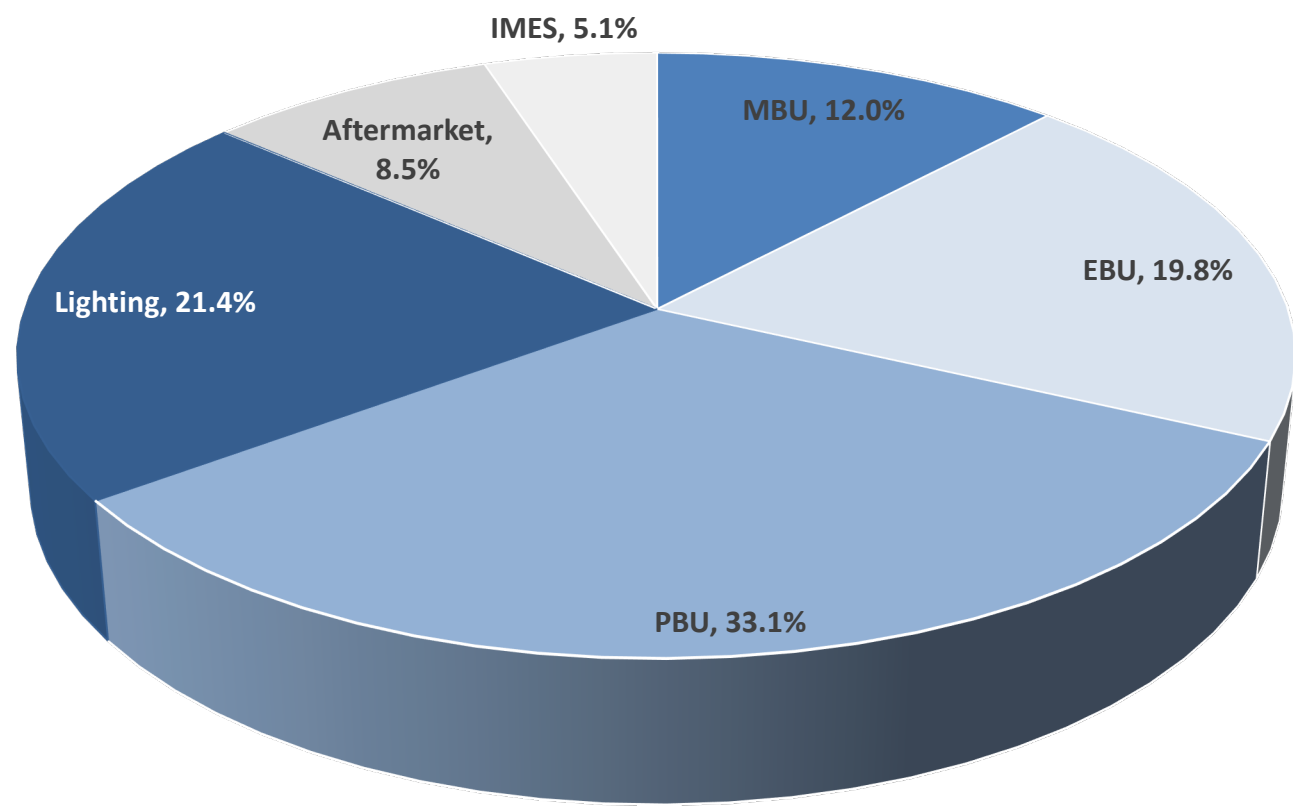
4. EV a Big Opportunity

5. Why Varroc



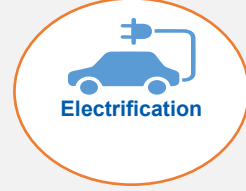
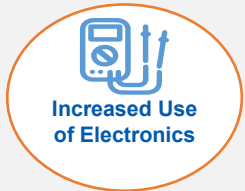
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EV a Big-Opportunity (Content Per Vehicle)



EV a Big-Opportunity (New Products in Various BU)

R&D efforts are directed towards ongoing trends



WE OFFER WIDE RANGE OF PRODUCTS FOR ELECTRIC VEHICLE WITH LOCALISED MANUFACTURING (2W/3W)



(Localized manufacturing for OBC & BMS)



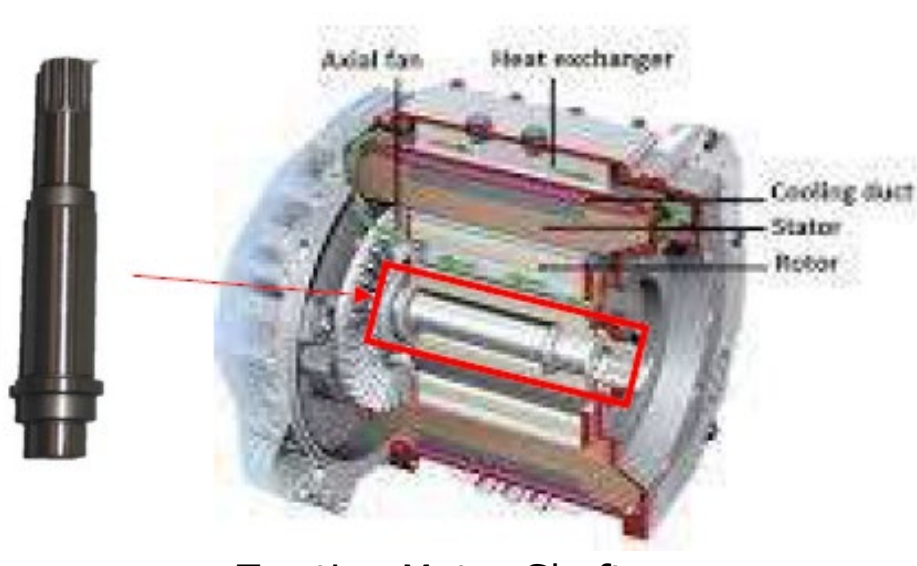
EV Fan

EV Fan Housing

PCB Cover Assy



Single Speed Gear



Traction Motor Shaft

Adoption of EV is going to result in increase in content of certain products due to premiumization like clusters, switches and painted parts

Have developed new products worth approx. Rs.37,900/- for 2 wheeler and Rs.46,000/- in 3 wheeler for EV



Why Varroc?

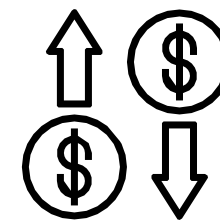
Varroc's Vision Statement

To bring leading-edge technologies to the mainstream markets with high quality and cost competitive solutions by delivering customized solutions with superior services with speed, agility and creativity and fostering an environment that empowers employees and encourages the pursuit of excellence.



Q - High Reliability

- Reuse of proven designs
- APQP methodology, layered process Audits, Sustenance Audits ensures high quality & reliability



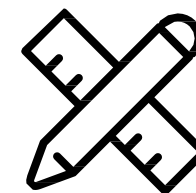
C - Competitive Pricing

- No dependence on JV partner, so no burden of Royalty costs
- Complete in-house Validation
- Lower sourcing cost due to Bulk purchase for Varroc Group



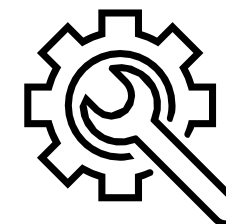
D - Strategic Locations

- Varroc Plant presence in close vicinity of customer plants ensuring timely delivery (JIT)
- Faster & Speedy delivery due to localization



Strong Design Capability

- Achieved higher part standardization as high as 80% Complete In- house development viz. Hardware, Software & Mechanical
- Use of simulation Tools to reduce Design iterations & time e.g. P-spice, Ansys, MS-Nastran, NX-Nastran, Flux, Maxwell etc.



Art of Manufacturing

- Hi tech SMD facility for electronics PCB manufacturing with a planned Capacity increase from 12 Mn to 33 Mn PCB assemblies/year
- High precision molding, Anti Fogging & Metallizing equipment's for lighting programs

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Thank You

Our Core Values

Sincerity



To speak and act from the heart

Humility



To walk with everyone

Integrity



To do what is right

Passion



To go the distance against all odds

Self-Discipline



To make it all happen