



THE HI-TECH GEARS LTD.

CIN - L29130HR1986PLC081555

Corporate Office: Millennium Plaza, Tower-B, Sushant Lok-1, Sector-27, Gurugram -122009,

Haryana, INDIA Tel.: +91(124) 4715100 E-mail: secretarial@thehitechgears.com

February 15, 2025

**The Manager,
Listing Department,
National Stock Exchange of India Limited,
"Exchange Plaza", C-1, Block – G
Bandra – Kurla Complex,
Bandra (E), Mumbai – 400051,
Symbol: HITECHGEAR**

**The Manager,
Listing Department,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001,
Scrip Code: 522073**

Subject: Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 –Earning Presentation

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith, the Earning Presentation of Company for the Quarter & period ended December 31, 2024 of financial year 2024-25.

The above information is received on February 15, 2025, at 11:00 A.M.

You are kindly requested to take the above information on record and oblige.

Thanking You,

**Yours Faithfully,
For The Hi-Tech Gears Limited**

**Naveen Jain
Company Secretary & Compliance Officer
M. No: A15237
Encl: as above**

www.thehitechgears.com

Works I: A-589, Industrial Complex, Bhiwadi - 301 019 Rajasthan INDIA Tel.: +91(1493) 265000
Regd. Office & Works-II: Plot No. 24,25,26 Sector-7, IMT Manesar - 122050 Gurugram, Haryana INDIA Tel.: +91 (124) 4715200
Works-III: Plot No. SP-146A, Industrial Complex, Bhiwadi - 301019 Rajasthan INDIA
Subsidiaries: The Hi-Tech Gears Canada. Inc. 361, Speedvale Ave W. Guelph, ON N1H 1C7, CANADA
Teutech LLC. 227, Barton St. Emporium. PA 15834, USA

EARNING PRESENTATION
Q3/9M-FY25





- The Hi-Tech Gears Ltd. (THGL) was incorporated in 1986 and has grown to be an auto component manufacturer of high repute, supplying engine and transmission components to diverse marquee customers across the globe.
- The company is led by a highly experienced and professional team and governed by a strong Board of Directors, including seven independent directors of eminent industry leaders.
- It 5 state-of-the-art manufacturing plants across the world, with 3 plants in India and 1 each in Canada and USA.
- The product portfolio of the company comprises best-in-class precision gears, shafts, transmission components, and engine components catering to diverse segments of Two-Wheeler, Passenger Vehicles, Commercial Vehicles – On Highway and Agri and Off Highway Vehicles.
- THGL are key strategic suppliers to various OEMs in the automotive industry, specializing in producing components that meet the highest quality standards in the industry.

The Hi-Tech Gears Vision

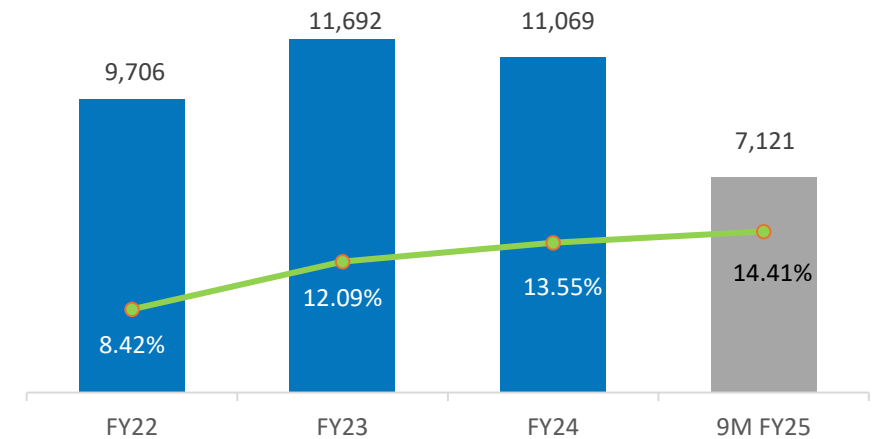
“Be A Global Footprint Company and A Benchmark For World Class Manufacturing Systems”

The Hi-Tech Gears Mission

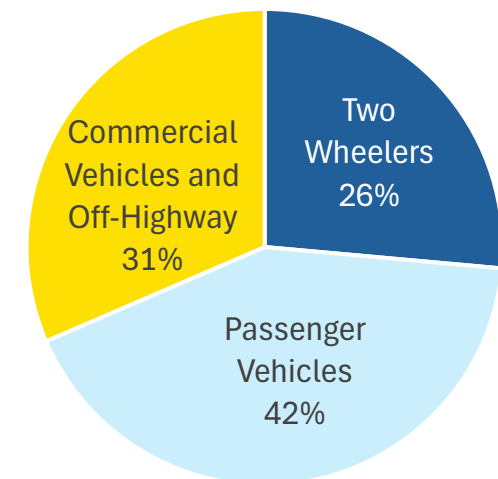
We will be the preferred partner in delivering engineering products and design solutions through lean philosophy with a focus on:

- Building a customer centric organization
- Rapid development of products and innovative solutions
- Ensuring cost effectiveness
- Developing competent and committed people

CONSOLIDATED REVENUE (INR MN) & EBITDA MARGINS (%)



FY24 CONSOLIDATED REVENUE CONTRIBUTION (%)





Leading manufacturers of critical high-precision gears, shafts and transmission components driven by **core Engineering Excellence** capabilities



One of the very few component manufacturers catering to diverse segments of **automobiles and engines**



Strategically located **state-of-the-art manufacturing facilities in India, Canada and USA**



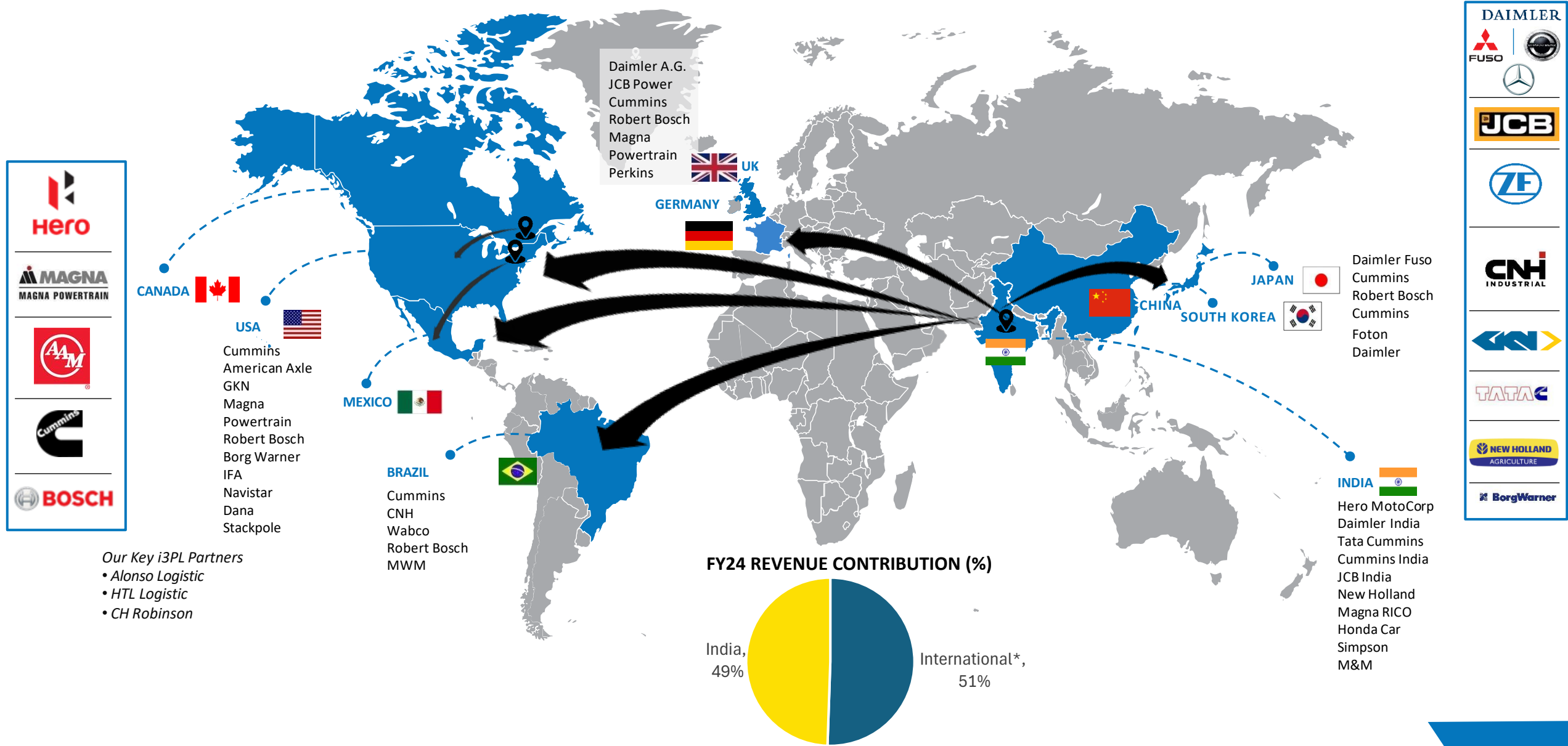
Long-standing strong relationships with customers and suppliers



Operational excellence drive through 'Lean' manufacturing principles and TPM practices



Entrepreneurial, Empowered, loyal & committed team



* Exports + North America Sub

TWO-WHEELER



MEDIUM & HEAVY COMMERCIAL VEHICLES

DAIMLER



PASSENGER CARS



AGRI, ENGINES AND OFF-HIGHWAY



Association with Top players in each segment



Manufacturing facilities in India



Plant-I, Bhiwadi

Est. 1986



Plant-II, Manesar

Est. 2005



Plant-III, Bhiwadi

Est. 2011



Manufacturing facilities overseas



Plant-I, Guelph, Canada

Acquired 2017



Plant-II, Emporium USA

Acquired 2017

DUAL SHORE PRESENCE

Two-Wheeler Transmission



Car Transmission & Driveline



Commercial & Off-Highway Vehicles Transmission



Engine Gears



Power Take Off Components



Precision Forging & Machining



Sintered Components



Forging

- Hot Forging
- Warm Forging
- Cold Forging
- Cold Extrusion
- Coining



Machining

- CNC Turning
- Gear Cutting (Wet & Dry Hobbing / Broaching / Shaping / Shaving)
- Spline Rolling
- Auto Shaft straightening
- Deep Hole Drilling etc.



Heat Treatment

- Normalizing
- Case Carburizing,
- Carbo-nitriding,
- Nitro Carburizing,
- Induction Hardening
- Nitriding
- Tempering etc.
- Shot Blasting/ Shot Peening



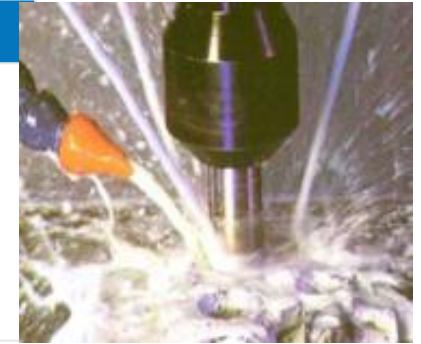
Finishing

- Gear Grinder
- Honing,
- Gear Honing,
- Hard Turning,
- Grinding, etc.



Tool Room & Die Manufacturing

- Vertical Machining Center EDM .



Assembly

- Shaft with cone assy
- Steering linkage assy
- 2W Main & Counter shaft assy
- Anti-backlash Gear assy
- Gears with bush/pin assy
- Driveline shafts with slinger assy



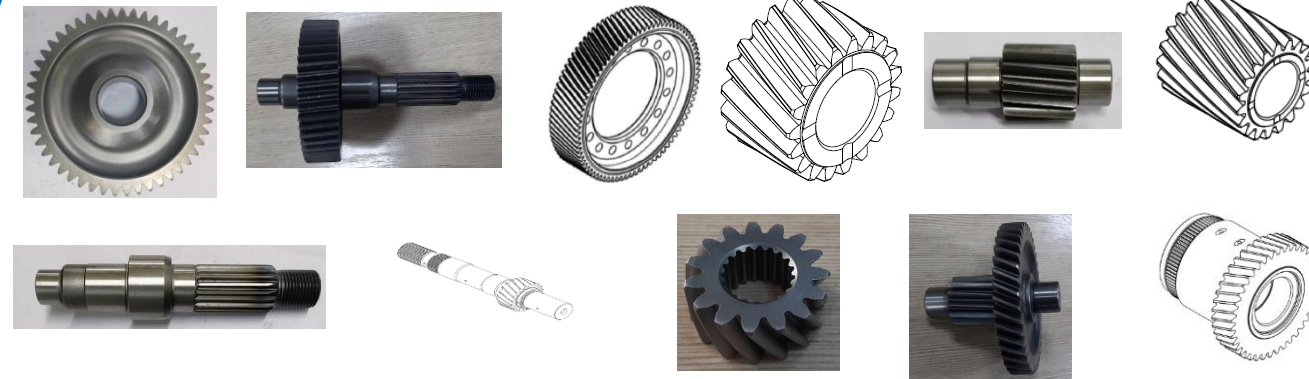
World Class In-house Manufacturing Facilities with Fungible Capacities

Electric Vehicle Components

EV-Differential Assembly – EV deliver higher torque and power curve with fewer gear with higher rotational speed.

THGL Initiatives:

TW : Gear Component Final Assembly & Counter Assembly and Gear Drive
 PC : Helical Gear Components



Advance Technology Components

Automatic Transmission Gear – Single speed transmission consist of single reduction gear, reverted gear or a compound gear train works on principle of reduction of RPM and increasing torque
 Higher CC Components Metallurgy Requirement– Increase in fatigue life and high performance at lower NVH specifications

THGL Initiatives:

Engineering Capability are being enhanced to design and manufacture advance technology components and Gear Box
 Enhancement of precision Metallurgy processes (e.g. short peening) to deliver requisite specs on fatigue life, residual stress level and tighter NVH requirement.

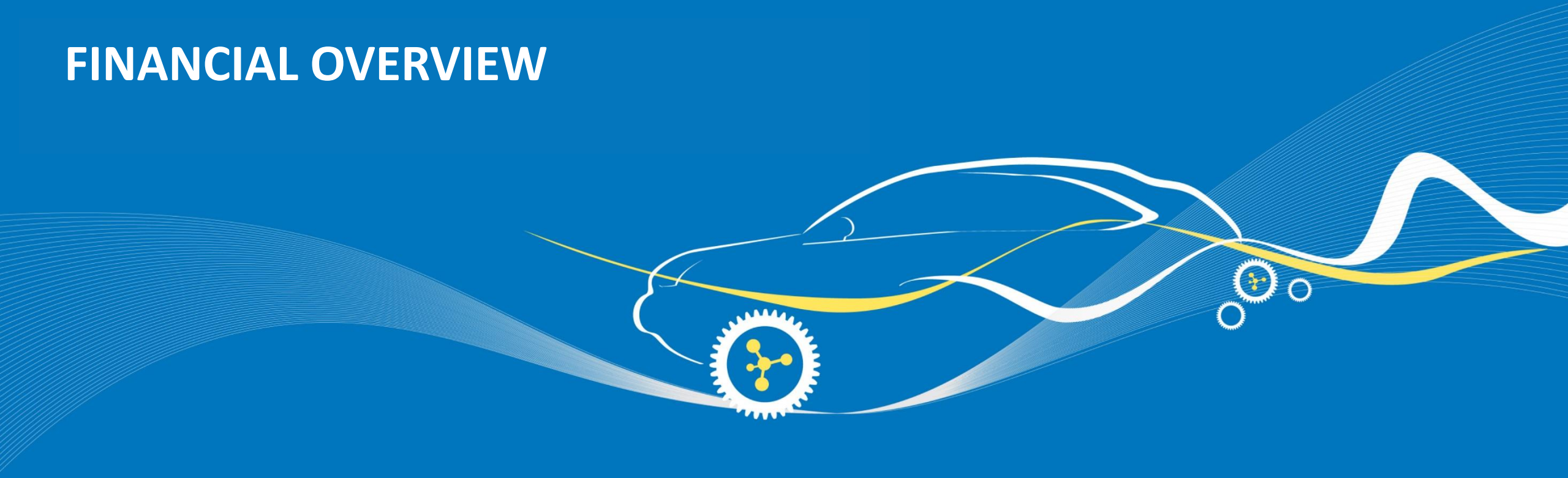


Won EV business from Hero Moto Corp and Dana – currently in Production

Active quotes across customers in EV space



FINANCIAL OVERVIEW



Q3-FY25 Consolidated Highlights

INR 2,051 Mn Operational Income (24.8)% YoY	INR 266 Mn Operational EBITDA (34.6)% YoY	INR 69 Mn Net Profit (53.7)% YoY
INR 3.65 Diluted EPS	12.97% EBITDA Margin	3.30% PAT Margin

Q3-FY25 Standalone Highlights

INR 1,456 Mn Operational Income (24.8)% YoY	INR 183 Mn Operational EBITDA (36.5)% YoY	INR 75 Mn Net Profit (40.9)% YoY
INR 3.97 Diluted EPS	12.57% EBITDA Margin	5.02% PAT Margin

9M FY25 Consolidated Highlights

INR 7,121 Mn Operational Income (13.2)% YoY	INR 1,026 Mn Operational EBITDA (6.0)% YoY	INR 306 Mn Net Profit (68.3)% YoY
INR 16.29 Diluted EPS	14.41% EBITDA Margin	4.26% PAT Margin

9M FY25 Standalone Highlights

INR 4,980 Mn Operational Income (13.7)% YoY	INR 716 Mn Operational EBITDA (8.2)% YoY	INR 340 Mn Net Profit 2.7% YoY
INR 18.08 Diluted EPS	14.38% EBITDA Margin	6.73% PAT Margin

India Business: Consolidation and Improving Operating Efficiencies

- Standalone India operations are currently in a consolidation phase, with strong focus on improving operational efficiency.
 - The company underwent a comprehensive refurbishment and rebuild of critical machines within Two-Wheeler business to increase productivity and throughput going forward.
 - Profitability declined due to lower sales that were partially compensated by optimisation and control of manufacturing expenses
- However, we have focused on improving our Free Operating Cash Flow (FOCF) through improving working capital and cash cycle management.

FOCF (INR Mn)	9MFY24-25	FY 23-24
India	829	1,022
Consolidated	1,361	1,349

- Finance cost has reduced in standalone borrowing due to a decrease in long-term borrowings and CC limit utilization

Standalone (INR Mn)	Dec-24	Mar-24
Outstanding Term Loan	135	487
CC Limits	506	672

Consolidated (INR Mn)	Dec-24	Mar-24
Outstanding Term Loan	374	792
CC Limits	630	1,155

- Ramp-up of new programs like M&M SUVs (Bolero and Thar) and Jawa bikes is in progress as per plan
 - Volumes are expected to increase as share of business is attained, along with an increase in customer volumes
- The company is focused on improving asset utilization through targeted selling of existing capacities.

North America (Canada and USA): Positioned for Growth Amidst Market Volatility

- Market Dynamics & Opportunity:
 - The North American market has been experiencing volatility, driven by economic uncertainty, shifting consumer preferences due to inflation, and stagnant real disposable income.
- North America lower demand is driven by an uncertain and volatile operating environment
 - Despite lower sales, profitability was sustained (excl. exceptional income of ₹ 772 Mn) in the Overseas operations on account of:
 - Productivity improvements resulting in lower break-even levels.
 - Continuous focus on internal efficiencies and reduce conversion costs.
- Operational Readiness:
 - Having undertaken a major overhaul of our overseas operations, we have significantly improved efficiencies and lowered breakeven costs over the last two years.
 - This strategic transformation has strengthened our competitiveness, allowing us to navigate market challenges effectively.
- Growth-Focused Strategy:
 - With an enhanced operational foundation, the company is now focused on an accelerated growth path.
 - By Leveraging existing capacities, the company is actively quoting new business, with several RFQs in advanced stages of closure.
 - This positions us ahead of the curve, ready to capture market opportunities as they emerge.

FY 22-23

New business won ~ ₹ 1,754 Mn annualized

Current Customer ₹ 1,081 Mn	New Customer ₹ 673 Mn
EV Business ₹ 360 Mn	ICE Business ₹ 1,394 Mn

FY 23-24

New business won ~ ₹ 695 Mn annualized

Current Customer ₹ 301 Mn	New Customer ₹ 494 Mn
Entry into Indian Passenger Car customers	

- 114 precision components under development across businesses (TW, CV and PC), geographies (Domestic and Export)
- Average ramp-up time to achieve peak revenues ~ 2-3 years post Start of Production (SOP)
- All new programs are being launched with limited balancing capex

Pivot on EV and New Customer Additions

New Customers

EV Customers

Presence in higher CC bikes (> 350 CC): Harley Davidson X-440 Hero Mavrick 440

Entry into Indian Passenger Car SUV segment – Mahindra & Mahindra

Consolidation in Off-Highway Segment

PARTICULARS (INR MN)	Q3-FY25	Q3-FY24	Y-O-Y	Q2-FY25	Q-O-Q
Operational Revenue	2,051	2,729	(24.8)%	2,464	(16.8)%
Total Expenses	1,785	2,322	(23.1)%	2,112	(15.5)%
EBITDA	266	407	(34.6)%	352	(24.4)%
EBITDA Margin (%)	12.97%	14.91%	(194) Bps	14.29%	(132) Bps
Depreciation and amortisation	160	149	7.4%	160	(0.0)%
Finance costs	49	82	(40.2)%	57	(14.0)%
Other Income	31	22	40.9%	19	63.2%
PBT before exceptional items	88	198	(55.6)%	154	(42.9)%
Exceptional Items	0	(1)	NA	0	NA
PBT	88	197	(55.3)%	154	(42.9)%
Tax Expense	19	48	(60.4)%	59	(67.8)%
PAT	69	149	(53.7)%	95	(27.4)%
PAT Margin (%)	3.30%	5.42%	(212) Bps	3.84%	(54) Bps
Other Comprehensive Income	(50)	20	NA	13	NA
Total Comprehensive Income	19	169	(88.8)%	108	(82.4)%
Diluted EPS	3.65	7.93	(54.0)%	5.07	(28.0)%

PARTICULARS (INR MN)	Q3-FY25	Q3-FY24	Y-O-Y	Q2-FY25	Q-O-Q
Operational Revenue	1,456	1,936	(24.8)%	1,731	(15.9)%
Total Expenses	1,273	1,648	(22.8)%	1,476	(13.8)%
EBITDA	183	288	(36.5)%	255	(28.2)%
EBITDA Margin (%)	12.57%	14.88%	(231) Bps	14.73%	(216) Bps
Depreciation and amortisation	82	79	4.7%	82	0.0%
Finance costs	28	50	(44.0)%	31	(9.7)%
Other Income	32	17	88.2%	17	88.2%
PBT	105	176	(40.3)%	159	(34.0)%
Tax Expense	30	49	(39.1)%	37	(18.9)%
PAT	75	127	(40.9)%	122	(38.5)%
PAT Margin (%)	5.02%	6.49%	(147) Bps	6.97%	(195) Bps
Other Comprehensive Income	2	(4)	NA	(18)	NA
Total Comprehensive Income	77	123	(37.4)%	104	(26.0)%
Diluted EPS	3.97	6.74	(41.1)%	6.47	(38.6)%

PARTICULARS (INR MN)	9M FY25	9M FY24	Y-O-Y
Operational Revenue	7,121	8,200	(13.2)%
Total Expenses	6,095	7,109	(14.3)%
EBITDA	1,026	1,091	(6.0)%
EBITDA Margin (%)	14.41%	13.30%	111 Bps
Depreciation and amortisation	475	449	5.8%
Finance costs	170	311	(45.3)%
Other Income	74	66	12.1%
PBT before exceptional items	455	397	14.6%
Exceptional Items	0	771	NA
PBT	455	1,167	(61.0)%
Tax Expense	149	203	(26.6)%
PAT	306	964	(68.3)%
PAT Margin (%)	4.26%	11.67%	(741) Bps
Other Comprehensive Income	(59)	51	NA
Total Comprehensive Income	247	1,015	(75.7)%
Diluted EPS	16.29	51.29	(68.2)%

Note: * Higher Net Profit due to one-time income of INR 772 Mn in the overseas subsidiary in Q2 FY24

PARTICULARS (INR MN)	9M FY25	9M FY24	Y-O-Y
Operational Revenue	4,980	5,770	(13.7)%
Total Expenses	4,264	4,990	(14.5)%
EBITDA	716	780	(8.2)%
<i>EBITDA Margin (%)</i>	14.38%	13.52%	86 Bps
Depreciation and amortisation	244	239	2.1%
Finance costs	94	145	(35.2)%
Other Income	73	55	32.7%
PBT	451	451	0.0%
Tax Expense	111	120	(7.5)%
PAT	340	331	2.7%
<i>PAT Margin (%)</i>	6.73%	5.67%	109 Bps
Other Comprehensive Income	(30)	(4)	NA
Total Comprehensive Income	310	327	(5.2)%
Diluted EPS	18.08	17.58	2.8%

Particulars (INR Mn)	FY22	FY23	FY24	9M FY25
Revenue from Operations	9,706	11,692	11,069	7,121
Expenses	8,889	10,278	9,570	6,095
EBITDA	817	1,414	1,499	1,026
<i>EBITDA Margins (%)</i>	<i>8.42%</i>	<i>12.09%</i>	<i>13.55%</i>	<i>14.41%</i>
Depreciation and amortisation	523	822	612	475
Finance costs	264	332	378	170
Other Income	79	79	99	74
PBT before exceptional items	109	339	609	455
Exceptional Items	-	-	770	-
Profit before tax	109	339	1,379	455
Tax expense	120	108	237	149
PAT	(11)	231	1,143	306
<i>PAT Margins (%)</i>	<i>NA</i>	<i>1.96%</i>	<i>10.23%</i>	<i>4.26%</i>
Other Comprehensive income	149	30	18	(59)
Total Comprehensive income	138	261	1,160	247
Diluted EPS (INR)	(0.59)	12.3	60.73	16.29

Note: * Higher Net Profit due to one-time income of INR 772 Mn in the overseas subsidiary in Q2 FY24

PARTICULARS (INR MN)	FY22	FY23	FY24	9M FY25
Revenue from Operations	6,446	7,818	7,800	4,980
Expenses	5,497	6,725	6,748	4,264
EBITDA	949	1,093	1,052	716
<i>EBITDA Margins (%)</i>	14.72%	13.98%	13.49%	14.38%
Depreciation and amortisation	304	316	316	244
Finance costs	179	171	182	94
Other Income	71	88	93	73
Profit before tax	537	694	647	451
Tax expense	152	191	155	111
PAT	385	503	493	340
<i>PAT Margins (%)</i>	5.91%	6.36%	6.24%	6.73%
Other Comprehensive income	68	4	4	(30)
Total Comprehensive income	453	507	497	310
Diluted EPS (INR)	20.52	26.79	26.19	18.08

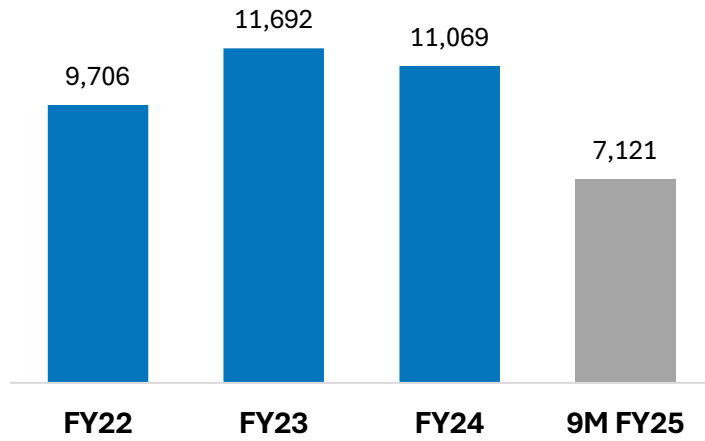
PARTICULARS (INR MN)	FY22	FY23	FY24	H1 FY25	PARTICULARS (INR MN)	FY22	FY23	FY24	H1 FY25
NON-CURRENT ASSETS	5,924	5,390	4,925	4,959	EQUITY	3,308	3,545	4,662	4,893
a) Property, plant and equipment	3,871	3,853	3,417	3,310	Equity Share Capital	188	188	188	188
b) Capital work-in-progress	382	132	37	24	Other Equity	3,120	3,357	4,474	4,705
c) Right of Use Assets	271	263	409	593	NON-CURRENT LIABILITIES	3,296	2,474	1,486	1,553
d) Other Intangible assets	581	526	479	457	a) Financial Liabilities				
f) Goodwill	557	314	320	326	i) Borrowings	2,992	2,196	530	400
g) Financial assets					ii) Lease Liability	221	205	905	1,060
i) Investments	122	122	123	123	b) Provisions	34	38	38	34
ii) Loans	3	1	1	0	c) Deferred tax liabilities (net)	36	25	3	51
iii) Other Financial Assets	38	46	87	89	d) Other Non- Current Liabilities	13	10	9	8
i) Deferred Tax Assets (Net)	-	83	-	-	CURRENT LIABILITIES	3,419	3,836	2,937	2,346
J) Other non-current assets	99	50	55	37	a) Financial Liabilities				
CURRENT ASSETS	4,099	4,465	4,159	3,833	i) Borrowings	1,448	2,136	1,416	991
a) Financial Assets					ii) Lease Liabilities	45	35	134	159
i) Trade Receivables	1,739	2,086	2,004	1,811	iii) Trade Payables	1,433	1,206	1,076	774
ii) Cash and cash equivalents	609	334	140	264	iv) Other financial liabilities	364	330	222	325
iii) Bank balances other than above	258	464	399	224	b) Other current liabilities	86	105	53	57
iv) Loans	5	7	2	2	c) Provisions	43	24	37	39
v) Other financial assets	87	87	61	37	TOTAL EQUITY AND LIABILITIES	10,023	9,855	9,084	8,792
b) Current Tax Assets (Net)	19	28	31	30					
b) Other current assets	221	223	285	248					
d) Inventories	1,161	1,235	1,236	1,217					
TOTAL ASSETS	10,023	9,855	9,084	8,792					

HISTORICAL STANDALONE BALANCE SHEET

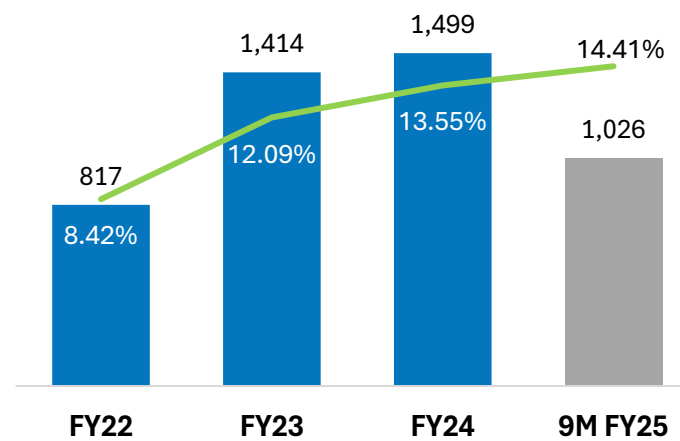
PARTICULARS (INR MN)	FY22	FY23	FY24	H1 FY25
NON-CURRENT ASSETS	4,266	4,089	4,016	4,167
a) Property, plant and equipment	1,935	1,840	1,791	1,791
b) Capital work-in-progress	160	126	32	17
c) Right of Use Assets	271	263	332	520
d) Other Intangible assets	9	7	7	7
f) Financial assets				
i) Investments	1,671	1,671	1,663	1,664
ii) Loans	81	79	79	73
iii) Other Financial Assets	40	53	56	58
J) Other non-current assets	99	50	55	36
CURRENT ASSETS	2,835	3,193	3,005	2,832
a) Inventories	786	789	854	903
a) Financial Assets				
i) Trade Receivables	1,252	1,518	1,421	1,276
ii) Cash and cash equivalents	256	129	60	225
iii) Bank balances other than above	258	464	399	224
iv) Loans	3	4	2	2
v) Other financial assets	78	78	24	1
b) Current Tax Assets (Net)	19	26	30	27
c) Other current assets	183	185	215	174
TOTAL ASSETS	7,101	7,282	7,021	6,999

PARTICULARS (INR MN)	FY22	FY23	FY24	H1 FY25
EQUITY	3,493	3,976	4,431	4,668
Equity Share Capital	188	188	188	188
Other Equity	3,305	3,788	4,243	4,480
NON-CURRENT LIABILITIES	1,239	664	632	708
a) Financial Liabilities				
i) Borrowings	936	386	304	210
ii) Lease Liability	221	205	272	442
b) Provisions	34	38	38	34
c) Deferred tax liabilities (net)	35	25	8	13
d) Other Non- Current Liabilities	13	10	9	8
CURRENT LIABILITIES	2,369	2,642	1,958	1,623
a) Financial Liabilities				
i) Borrowings	884	1,372	854	646
ii) Lease Liabilities	44	35	42	68
iii) Trade Payables	1,031	843	793	534
iv) Other financial liabilities	283	264	179	280
b) Other current liabilities	84	104	53	56
c) Provisions	43	24	37	39
TOTAL EQUITY AND LIABILITIES	7,101	7,282	7,021	6,999

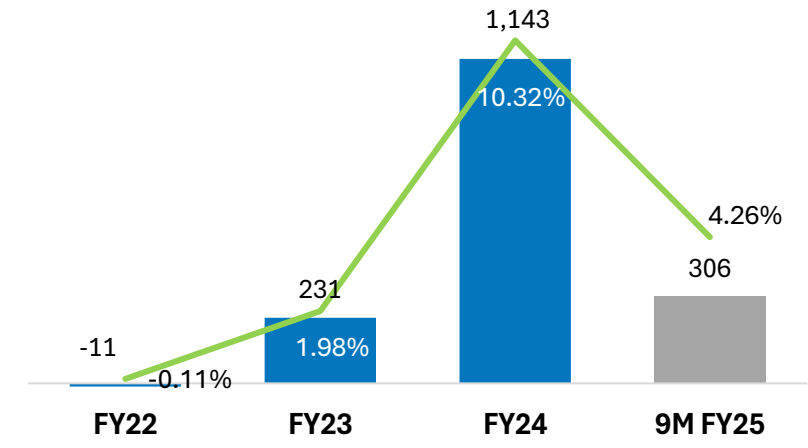
OPERATIONAL REVENUE (INR MN)



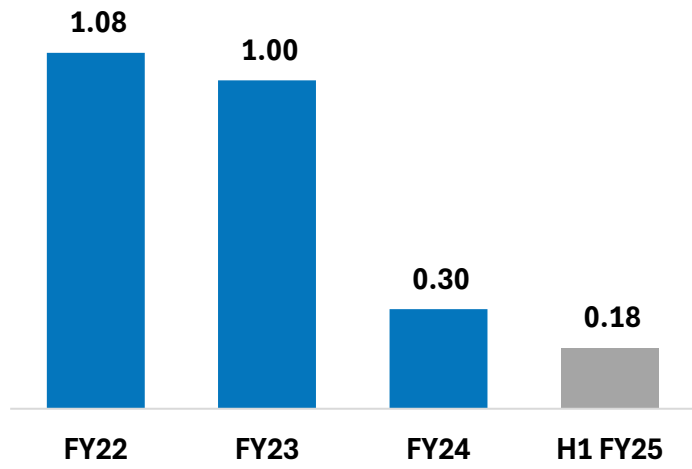
EBITDA (INR MN) & EBITDA MARGINS (%)



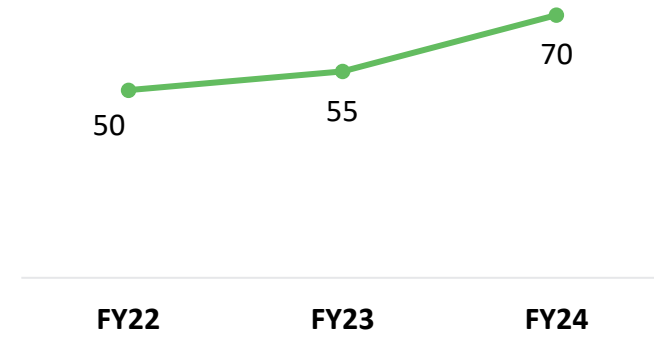
PAT (INR MN) & PAT MARGINS (%)



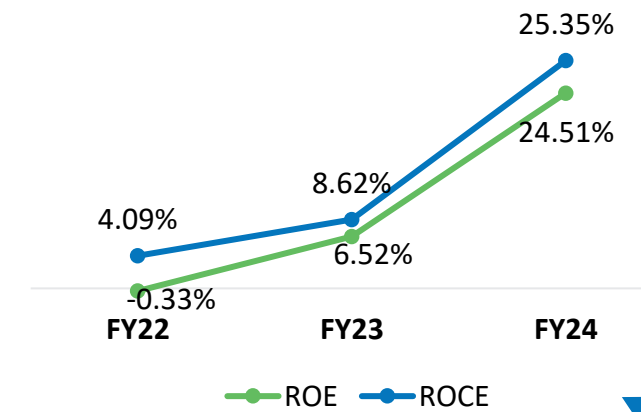
Net Debt to Equity (X)



CASH CONVERSION CYCLE (DAYS)

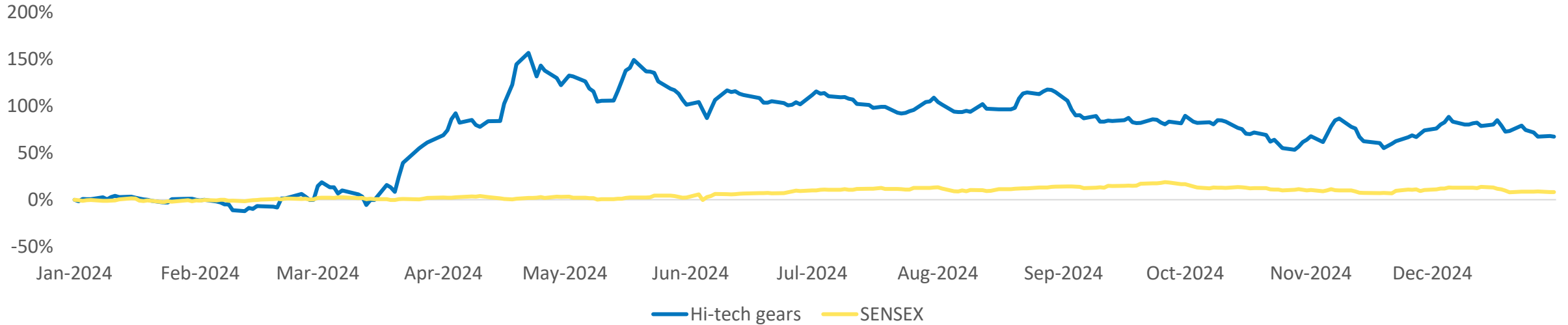


ROCE (%) AND ROE (%)



Note: * Higher Net Profit, ROCE and ROE due to one-time income of INR 772 Mn in the overseas subsidiary in Q2 FY24

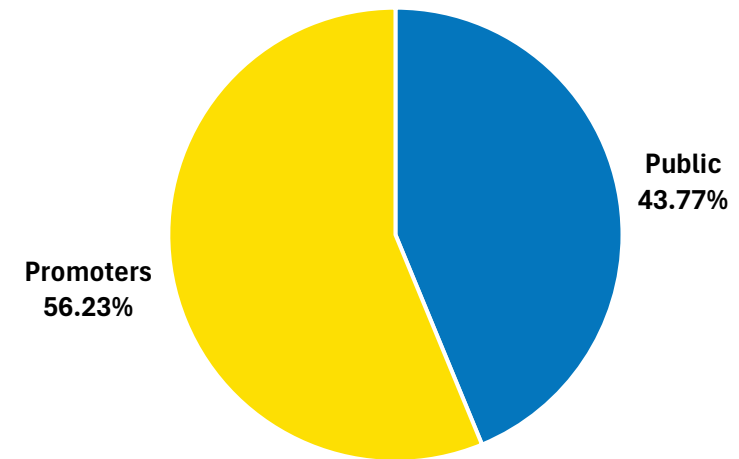
SHARE PRICE PERFORMANCE



MARKET DATA (INR) AS ON 31st DECEMBER, 2024

Face Value	10.00
CMP	799.00
52 Week H/L	1,275.75/398.35
Market Cap (INR Mn)	15,003.77
Shares O/S (Mn)	18.78
Avg. Volume ('000)	48.64

SHAREHOLDING PATTERN AS ON 31st DECEMBER, 2024



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