

February 12, 2024

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, 2023.

The above announcements will also be made available on the website of our Company at [www.sansera.in](http://www.sansera.in).

Kindly take the same in your record.

Thanking you,

**for Sansera Engineering Limited**

**Rajesh Kumar Modi**  
**Company Secretary and Compliance Officer**

Encls: a/a

**SANSERA ENGINEERING LIMITED**

(Formerly Sansera Engineering Pvt Ltd)

Reg Off: No. Plant 7, 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 FY24 Consolidated Results

**Monday, 12<sup>th</sup> February 2024, Bengaluru** – Sansera Engineering Limited, known for developing complex and critical precision engineered components for the automotive and non-automotive sectors over multiple decades, announced its unaudited Financial Results for the quarter ended December 31<sup>st</sup>, 2023.

**Q3FY24**
**Rs. 7.1 Bn**
**Highest ever quarterly Revenue**
**Rs. 1.2 Bn**
**Highest ever quarterly EBITDA**

#### Consolidated Result Highlights

| Particulars (Rs. in Mln) | Q3FY24  | Q3FY23  | YoY | 9MFY24   | 9MFY23   | YoY |
|--------------------------|---------|---------|-----|----------|----------|-----|
| Revenue From Operation   | 7,126.4 | 5,596.4 | 27% | 20,655.9 | 17,274.5 | 20% |
| EBITDA                   | 1,207.0 | 890.4   | 36% | 3,528.1  | 2,885.7  | 22% |
| EBITDA Margin            | 16.9%   | 15.9%   |     | 17.1%    | 16.7%    |     |
| Profit After Tax         | 483.7   | 312.7   | 55% | 1,410.8  | 1,129.2  | 25% |
| Profit After Tax Margin  | 6.8%    | 5.6%    |     | 6.8%     | 6.5%     |     |

#### Sales Mix – Q3FY24

- › **By Geographies:** India – 68.3%, Europe – 18.1%, USA – 11.0% and Other Foreign Countries – 2.6%
- › **By End-Use Segments:** Auto-ICE – 76.1%, Auto-Tech Agnostic & xEV – 11.7% and Non-auto – 12.2%

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#### Key Highlights

- › Improvement in quarterly topline driven by 32% YoY increase in International business along with 27% YoY growth in domestic revenues
  - › Strong growth across products categories
  - › Highest ever quarterly sales across categories, i.e., Auto-ICE, Auto-Tech Agnostic & xEV and Non-Auto
- › Customer diversification in play with higher business coming in from new customers
- › During Q3 FY24, the total orders booked were Rs. 1.1 Bn. As of Dec-23, order book with annual peak revenues stood at Rs 20.4 Bn; very healthy order booking for Non-auto accounted for almost 58% of new orders. Also received major orders for tech-agnostic products, which accounted for about 14% of new incremental orders in the quarter
- › On the debt front, our net debt stood at Rs. 6.2 Bn (Dec-23)
- › The Board of Directors approved re-appointment of Mr. Fatheraj Singhvi as Managing Director to be designated as Joint Managing Director w.e.f. August 06, 2024 (date of completion of term) for a period of 5 years, subject to approval of shareholders

**Commenting on the performance Mr. B R Preetham, Executive Director & CEO, Sansera Engineering Limited said,** *"The results of Q3 FY24 reflect our consistent growth; we delivered another record quarter in a row. This is particularly noteworthy, as the third quarter is known to be a sluggish quarter for the industry.*

*We witnessed broad-based growth across our business segments — Auto ICE, Auto-Tech Agnostic & xEV, and Non-Auto which registered 25–36% YoY growth in the quarter. Our Auto-ICE segment is benefiting from the premiumization play in the auto industry with higher content per vehicle. In fact, we saw our highest ever quarterly revenues in the 2W-Motorcycles segment primarily on account of premiumization.*

*The EBITDA margin in the quarter expanded by one percentage point, with operating leverage coming into play. We expect the growth momentum to continue with an orderbook for new business at Rs. 2.0 Bn, which is spread across segments"*

### **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 aluminum 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](http://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:**

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|  <p><b>Sansera Engineering Limited</b><br/>           CIN: L34103KA1981PLC004542<br/>           Mr. Rajesh Kumar Modi,<br/>           Company Secretary &amp; Compliance Officer<br/>           Email id: <a href="mailto:rajesh.modi@sansera.in">rajesh.modi@sansera.in</a></p> |  <p><b>Strategic Growth Advisors Pvt Ltd.</b><br/>           CIN: U74140MH2010PTC204285<br/>           Shikha Puri / Dharmik Kansara<br/>           Email id: <a href="mailto:shikha.puri@sgapl.net">shikha.puri@sgapl.net</a> / <a href="mailto:dharmik.k@sgapl.net">dharmik.k@sgapl.net</a><br/>           Tel No: +91 9819282743 / +91 7208179323</p> |
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