Varroc Engineering Limited

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CIN: L28920MH1988PLC047335



VARROC/SE/INT/2023-24/91

November 7, 2023

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-400051.

NSE Symbol: VARROC

The Manager – Listing The Corporate Relation Department, **BSE Limited** Phiroze Jeejeebhoy Towers,

Dalal Street, Fort, Mumbai-400001.

BSE Security Code: 541578

[Debt: 975062]

Dear Sir/Madam,

Sub: Investor Presentation & Press Release - Financial Results Q2/FY 2023-24

Please find enclosed a copy of Press Release and Investor Presentation on the Unaudited Financial Results (Consolidated & Standalone) for the quarter and half year ended on September 30, 2023.

Kindly take the same on record and note the compliance.

For Varroc Engineering Limited

Ajay Sharma **Group General Counsel and Company Secretary**

Encl: a/a



Press Release

Profit Before Tax grew by 141% YoY, Debt Reduced and Strong Order Win delivered by Varroc Engineering Limited

- Consolidated revenue from operations was ₹18,868 million in Q2 FY24, registering a growth of 2.9% on YoY basis
- Consolidated PBT margins in Q2 FY24 were at 3.9%, improved by 220 bps YoY
- Net Debt reduces by ₹2,214 million in Q2 FY24 and Annualized ROCE of 23%
- Strong new order lifetime win of Rs.36.02 billion in H1 FY24

Pune, Nov 07, 2023: Varroc Engineering Ltd. (Varroc), a global tier-I auto components group, today announced its results for the quarter ended Sep 30, 2023. Mr. Tarang Jain, CMD commented,

"The geopolitical situation in Europe and the Middle East has created uncertainty in the global business environment. The interest rates may come under pressure if inflation goes up further due to a spike in oil prices. Despite these uncertainties in the global markets, we see a resilient and growing economy in India. The Indian economy has sustained its growth momentum in FY 2024 so far. Though the urban demand has already picked up well, we are expecting that the rural demand will also pick up with the current festive season.

In terms of our operations in Q2FY24, we continued our journey of improving operational and financial performance. Our revenue from operations grew by 3% on a YoY basis to Rs. 18,868 million, despite a weak growth in overseas markets due to the holiday season in Europe. The reported PBT for the quarter was Rs. 739 million which includes profit from our joint venture of Rs 80.6 million. Our balance sheet has strengthened in the H1 FY24 as we pulled ahead some of the debt reduction initiatives to Q2 and reduced our net debt significantly by over 2,714 million in H1 FY24 and our Net Debt/Equity ratio to below 1X. Our debt servicing ability has also improved as Net Debt to EBITDA is now at 1.35X compared to over 2.13X at the start of the financial year. The annualized ROCE for the H1 FY24 is around 23%.

We continue to win the trust of the customers as they are awarding us more business. This is reflected in the new order win. In H1 FY24 our new lifetime order win is Rs. 36.02 billion. In Q2 FY24, we have added 3 new customers for supplying components to their EV models. In the quarter, we also won business from 2 customers for supplying components related to the EV powertrain. These new orders will enable us to strengthen our presence in EV component space. Our Revenue from supplying to EV players in Q2 FY24 was approx. ~4.4% of our overall revenue.

Our effort to increase our technical capability was further enhanced in H1 FY24 as we filed 9 patents in India and 1 overseas.

We continue to enhance our engagement with OEM's and showcase our ability to deliver advanced technology solutions at affordable cost to them. We are also working on various



Press Release

other efforts like capacity utilization, prudent capital allocation and cost reduction across the board to make our business more robust."

About Varroc Engineering Ltd.

Varroc Engineering Ltd is a global tier-1 automotive component group. It was incorporated in 1988. The group manufactures and supplies electricals-electronics, polymers, metallics and exterior lighting systems to leading OEM's with end-to-end capabilities across design, development and manufacturing for two-wheeler, three-wheeler, passenger vehicles, commercial vehicle, and off-highway vehicle worldwide. The group income was ₹ 69,209 million from continued operations in FY23. The group employs more than 6,500 employees (750 + R&D Engineers), has 36 global operating manufacturing facilities supported by 7 R&D Centres, and has more than 90 patents.

Varroc Engineering Limited's shares are listed on the National Stock Exchange (VARROC) and the Bombay Stock Exchange (541578).

For further information on Varroc Engineering Limited please visit www.varroc.com Contact Details

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Safe Harbor

2

This release contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Varroc Engineering Limited future business developments and economic performance. While these forward-looking statements indicate our assessment and future expectations concerning the development of our business, several risks, uncertainties, and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. Varroc Engineering Limited undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

PERFORM@CHANGE

Financial Results Q2 FY24

7th Nov 2023





Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events and involves known and unknown risks, uncertainties and other factors. The Company cannot guarantee that these assumptions and expectations are accurate or exhaustive or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements. No obligation is assumed by the Company to update the forward-looking statements contained herein.

The information contained in these materials has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company relies on information obtained from sources believed to be reliable but does not guarantee its accuracy or completeness. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

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Content

- 1. Highlights
- 2. Industry Performance
- 3. Financials
- 4. New Business Win
- 5. Awards & CSR
- 6. Annexure: 1. About Varroc Engineering



Highlights Q2 FY24

1. Registered a YoY revenue growth of 2.9% with Revenue in Q2 FY24 at Rs. 18,868 million

- 2. Improving profitability on YoY basis
 EBITDA margin @ 9.9%, higher by 70 bps on YoY basis. Absolute EBITDA for Q2 FY24 is Rs. 1,871 million
 PBT margin of 3.9% higher by 220 basis point YOY. Absolute PBT for Q2 FY24 is Rs. 739 million
 - 3. Strengthen the balance sheet in H1 FY24

 Net Debt going down by over Rs. 2714 million in first half. Net Debt is now Rs. 10,064 million

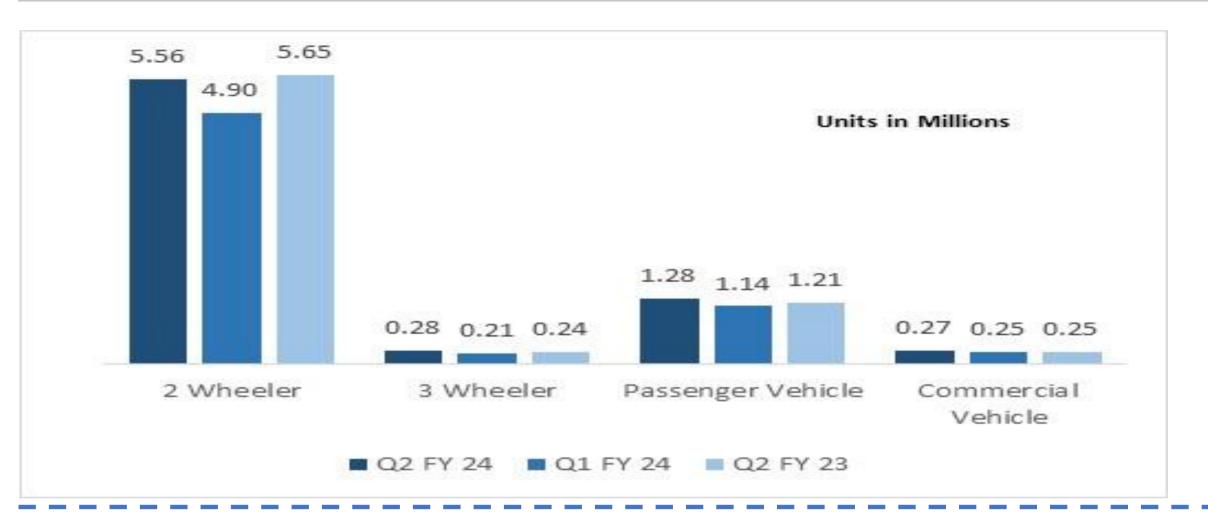
 Net Debt/Equity improving to 0.94X from 1.27x and Net Debt /EBITDA improving to 1.35x from over 2.13X
 - 4. Strong Lifetime business won
 - New orders in H1 FY24 of Rs.36.02 billion

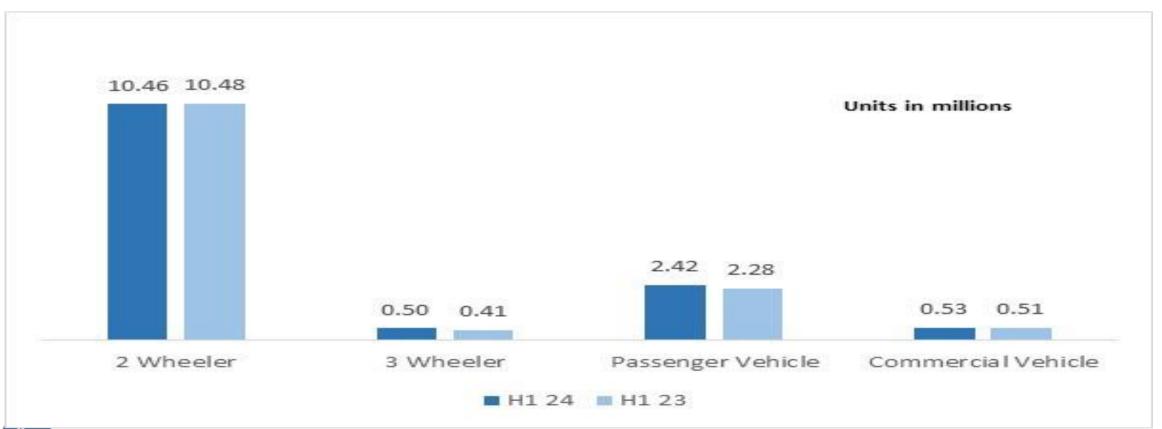
 Added 3 new EV OEM's for supplying components in EV models including powertrain components
- 5. Revenue from supplying to EV customers in Q2 FY 24 was ~4.4% of Revenue
- 6. Focus on increasing sourcing more from renewable energy and signed agreement to procure around 36.0 MW DC under captive route.





Automotive Production in India

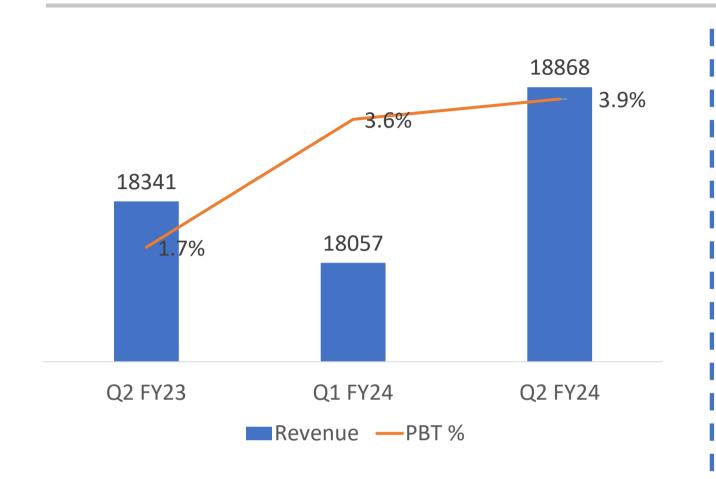




- Strong domestic macro factors resulted most of the segment to grow on YoY basis other than 2W segment. 2W is lagging due to early festive season last year
 - 2W de-grew by 1.5%
 - 3W grew by 19.6%
 - PV grew by 5.6%
 - CV grew by 8.8%
- On QoQ basis, we saw growth in all the segments:
 - 2W grew by 13.6%
 - 3W grew by 33.0%
 - PV grew by 12.7%
 - CV grew by 7.9%
- On Half Yr basis, we saw growth in most of the segments:
 - 2W de grew by 0.2% (impacted by early festive last year)
 - 3W grew by 21.6%
 - PV grew by 6.2%
 - CV grew by 3.6%
- Momentum post festive season will be monitored to acess the real strength of the demand.
- Geo-political issues continue to impact the global economy



Consolidated Financials of Q2 FY24

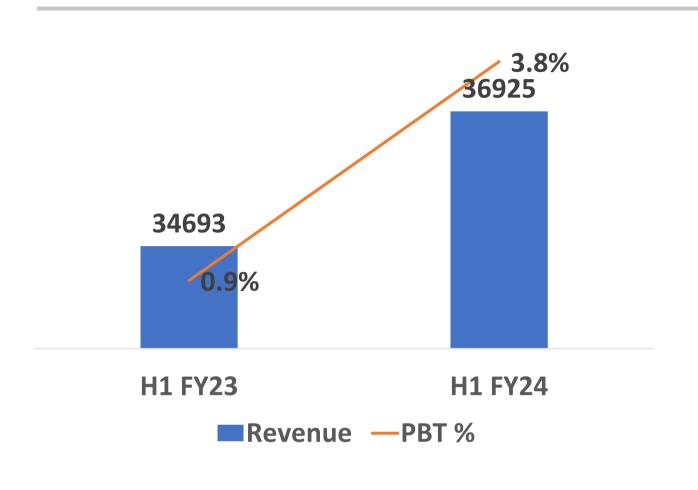


Rs. In Million	Q2 FY24	Q2 FY23	YoY	Q1 FY24	QoQ
Revenue	18,868	18,341	2.9%	18,057	4.5%
EBITDA	1,871	1,681	11.3%	1,802	3.8%
EBITDA %	9.9%	9.2%	70 bps	10.0%	(10 bps)
Reported PBT	739	307	141.1%	652	13.3%
PBT %	3.9%	1.7%	220 bps	3.6%	30 bps
Reported PAT	557	-191	N.A.	550	1.2%

- Revenue grew by 2.9% YoY and was ahead of the 2W Industry de-growth of 1.5%.
- Higher revenue and business mix resulted PBT margin growing by 220 basis point to 3.9%.
- Interest cost was higher due to overlap in NCD, prepayment cost of certain loan and higher levels of receivable discounting



Consolidated Financials of H1 FY24



Rs. In Million	H1 FY24	H1 FY23	YoY
Revenue	36,925	34,693	6.4%
EBITDA	3,672	3,028	21.3%
EBITDA %	9.9%	8.7%	120 bps
Reported PBT	1,392	303	359.3%
PBT %	3.8%	0.9%	290 bps
Reported PAT	1,107	-230	N.A.

Multiplier i.e. operating leverage at each level

- Revenue grew by 6.4% YoY and was ahead of the 2W Industry de-growth of 0.2%.
- Higher revenue and business mix resulted in PBT margin growing by 290 basis point to 3.8%.
- Interest cost was higher due to overlap in NCD, prepayment cost of certain loan and higher amount of receivable discounting



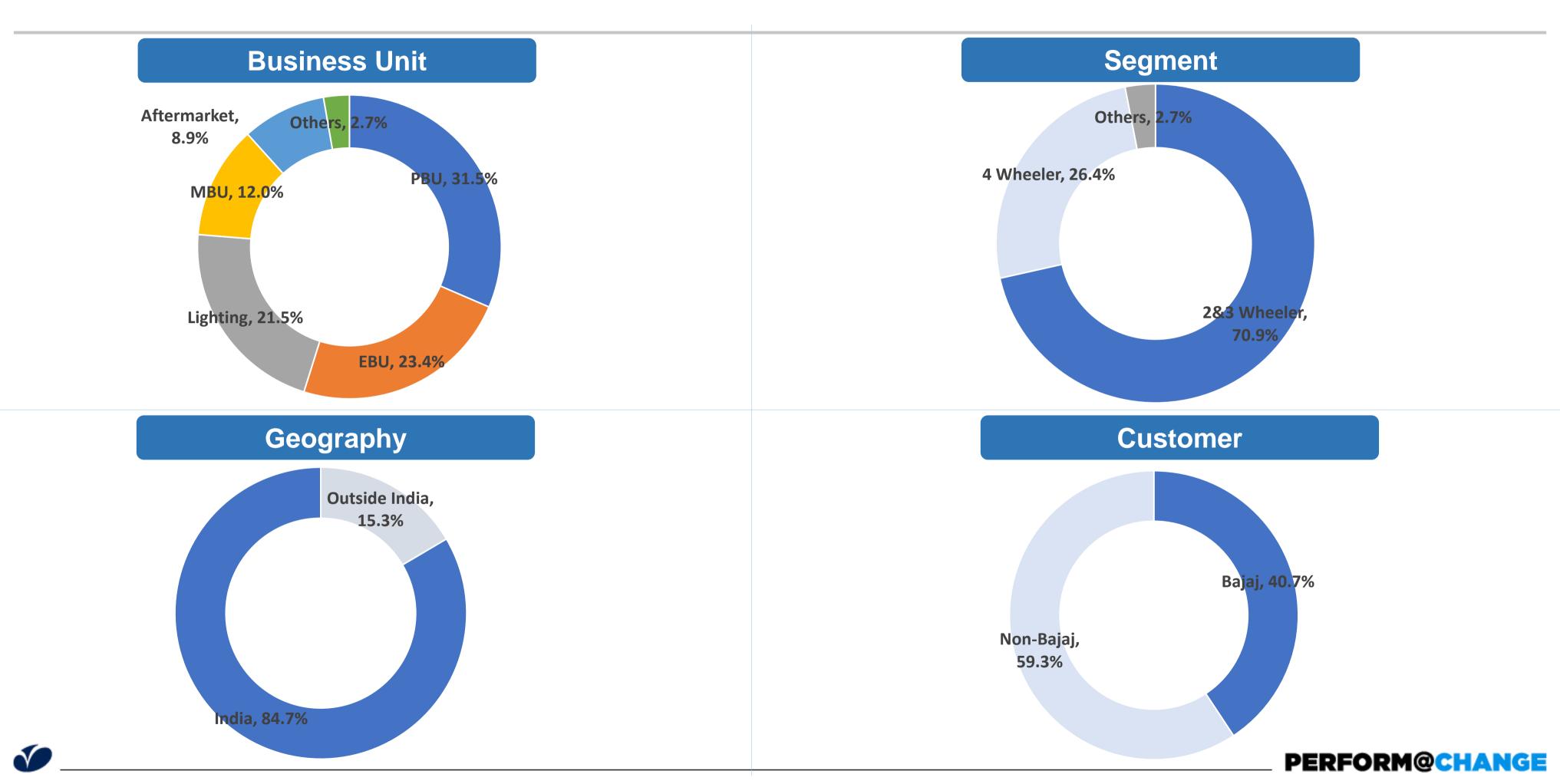
Consolidated Financials of Continued Operations

Rs. in Million	30 th Sptember'23	31 st March 2023	As on Divestment (6 Th October 2022)^
Net Debt	10,064	12,779	~ 13,000*
Equity	10,658	10,042	8990
Annualised Adjusted EBITDA	7344	5986	6722
Net Debt/Equity	0.94	1.27	1.45
Net Debt/EBITDA	1.37	2.13	1.93
ROCE (Annualized)	23.0%	12.0%	

Ability to service debt continues to improve



Revenue Breakdown for H1 FY24

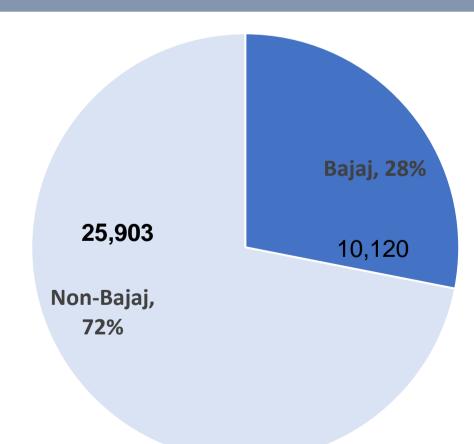


New Lifetime Order Win in H1 FY24

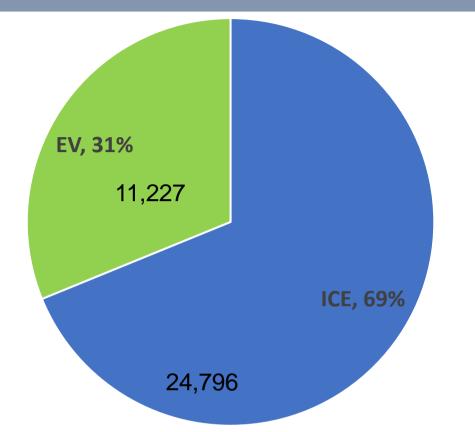
Lifetime Business win of Rs.36,023 Million

Start of Production	Rs. In Million
FY24	21,136
FY25 Onwards	14,887

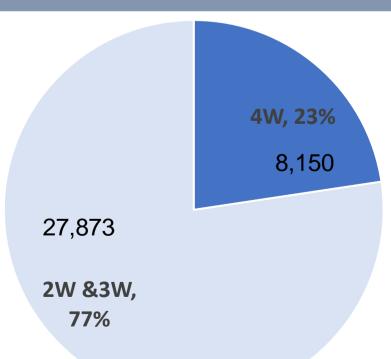
Lifetime Revenue win from Customers



Lifetime Revenue win from ICE & EV Players



Lifetime Revenue win from 2&3W and 4W Players





AWARDS























VARROC CORPORATE PRESENTATION







Vision & Mission



Vision

Create safe, smart and sustainable future mobility solutions for everyone.



Mission

Be the trendsetter in delivering highest value for money mobility solutions

- Extend India Market leader position in 2W mobility, lighting, and driver assistance to the world
- Double profitable growth by 2030 achieved through business excellence
- Be the Partner of Choice for our valued customers through superior customer experience
- Empower and enable all teams committed to speed, excellence, and our values to achieve exceptional success

Continue to be a trusted Indian family-owned enterprise focused on societal and environmental sustainability.



Values



Sincerity



To speak & act from the heart

Humility



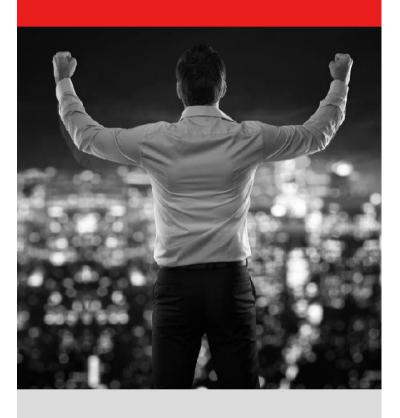
To walk with everyone

Integrity



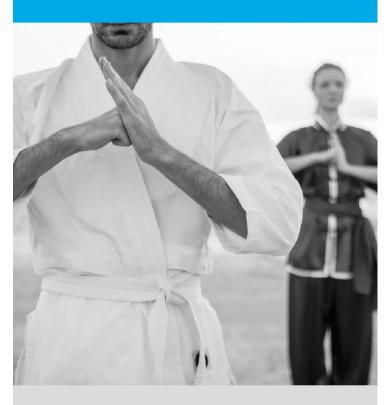
To do what is right

Passion



To go distance against all odds

Self-Discipline



To make it all happen



About Us



Varroc is a leading global auto technology company with a product portfolio covering a wide range of electrical, electronics, lighting, polymer, metallic, after-market and advanced safety solutions

REVENUE USD 842 MILLION

BUSINESS CONTRIBUTION BY REGION

INDIA 81.7%

GLOBAL 18.3%

*Updated as per FY 2023 and excludes the revenue from the JV.













Our Journey

Varroc's Transformation into a Global Auto Technology Group



1990

Polymer Business

1996

Partnered with Scarpa to Manufacture Durovalves

2005

Collaboration with Umicore tor 2W and 3W Catalytic Converters in India

2007

Acquired Forging company, IMES, Italy

2011

Acquired Tri.o.m (Italy), for 2W Lighting

2012

Acquired Visteon's global PV lighting business (now VLS)

2014

PE Investments by Omega Technical Collaboration with Heraeus, TC Holdings and Tata Capital

Acquired 50% in Varroc TYC Corporation (China)

2017

Acquired 90% stake in auto accessories manufacturer Team Concepts (India)

JV with Dell'Orto for Electronic Fuel-Injection Technology for 2W in India

Technical Collaboration with Heraeus, Germany for 2W Catalytic Converters in India

2018

Varroc Engineering Limited listed on the Indian Stock exchanges (BSE & NSE)

2019

Acquired 74% stake in CarIQ, a leading Telematics solution provider

2021

Signed an MoU with Candera GmbH to integrate HMI (Human Machine Interface) technology in TFT Instrument Clusters for Automotive applications 2022

Signed SPA with Plastic Omnium to divest 4W Lighting Operations in EU & America

Began localized production of 2W EV components in India

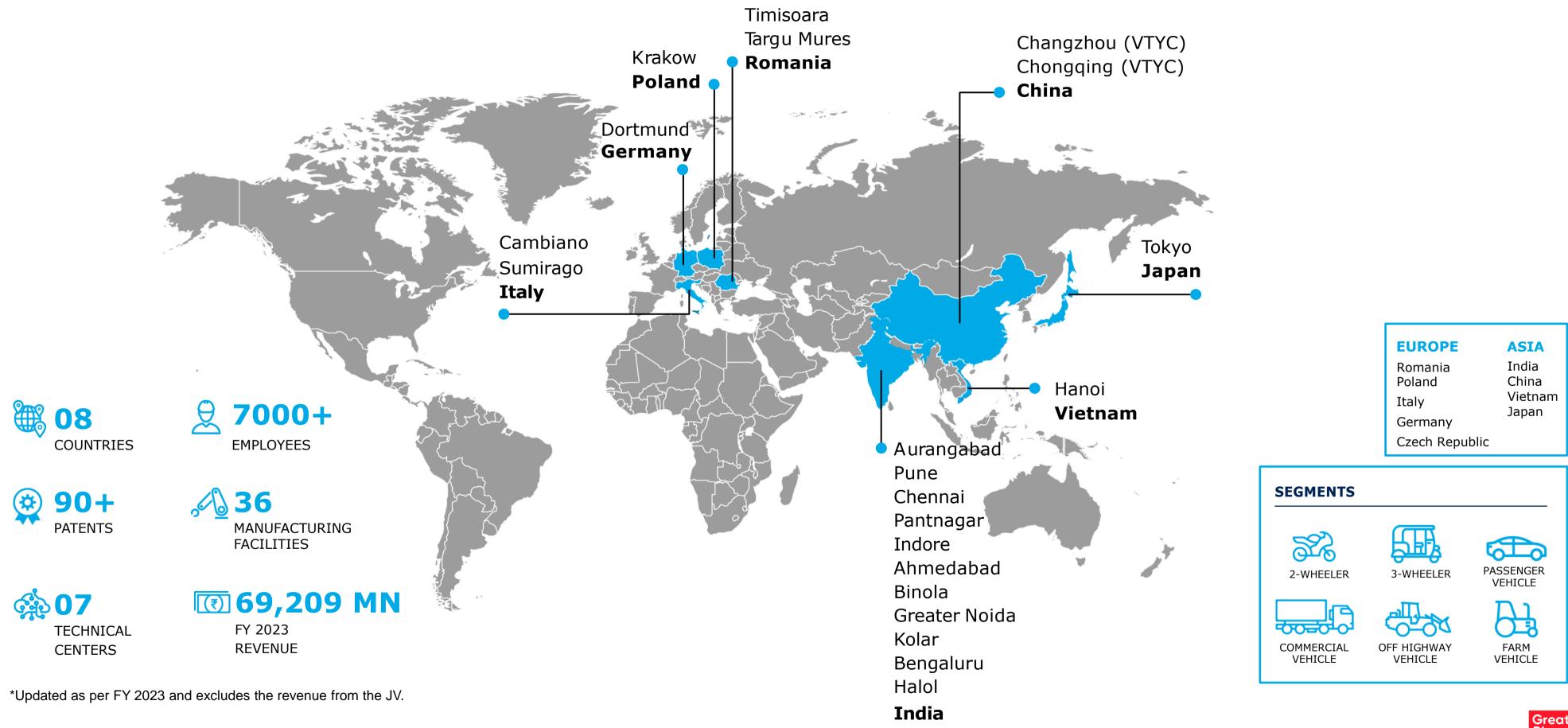
Extension of product portfolio to ADAS , Driver Monitoring Systems and Video Telematics.

First business award for AUTOSAR compliant Light Control Unit in China.



Our Global Footprint









Business Division - India

Polymer

13 Facilities in India

Offers wide product range across air filters, seats, mirrors, roof rails, console, painted and molded body parts in 2W, 3W, PV & CV segments

Electrical-Electronics & Lighting

10 Facilities in India

Wide solutions in electricalelectronics components, lighting and smart emobility for 2W, 3W and 4W OEMs

After Market Division

State of the art 120 thousand sq. ft. warehouse 2000 SKUs of 26 product lines 400 distributors across 28 countries

Supplies electrical and electronics, lighting, forging and casting in metallic, engine parts, and consumable parts

Metallic

5 Facilities in India and 2 facilties in Italy

Offers wide product range in Valves, Transmission, Engine parts & Heavy forging.

Business Division - Global 4W Electronics & Lighting O.I.

Lighting

2 Manufacturing Facilities in China and 3 manufacturing Facilities in Italy, Romania Vietnam

R&D Centers in Czech, Italy, China and Vietnam

Global supplier of exterior lighting systems for 2W and 4W PV OEMs

Electronics

Manufacturing Facility in Romania, China, India & Vietnam

R&D Centres in Poland, Germany, China & India

Focus on ADAS, Driver Monitoring Systems, Surround View Systems, Telematics & other 4W electronics product lines.



Technology for Two Wheelers





Technology development driven by latest mega trends that enable safer, smarter, connected and sustainable mobility

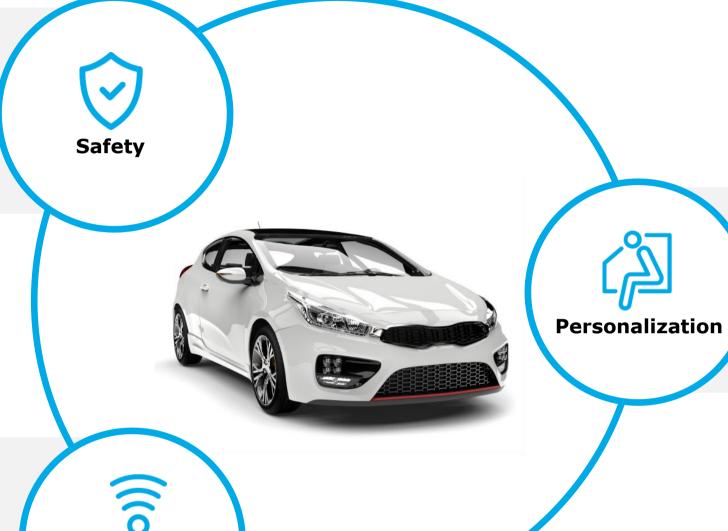


Technology for Four Wheelers





ADAS, Driver Monitoring Systems, Surround View Systems, LED Headlamps & LCUs, Adaptive Front Lighting Systems Mirrors



Signature Lighting, Interior Systems, In-Cabin Sensing, Interior Mood Lighting, Center Consoles





FOTA in Telematics, Video Telematics, AI powered sensor interfaces, AUTOSAR compliant modules



Technology Development driven by latest mega trends of Safety, Personalization, Connectivity and Digitization



Product Portfolio Enhancement | Living our vision



1990 2010 2020 2030

- Proprietary products with continuous focus on innovative, cost competitive designs
- Continuous focus on R&D and product development
- New technology tie ups to meet market demands
- GoI's DSIR approved R&D centers
- 660+ engineers located in 7 R&D centers

ELECTRICAL - ELECTRONICS & LIGHTING

- (a) Lighting
- Magneto
- **Starter Motor**
- (A) LED TL

METALLIC

• Engine Valves

POLYMER

- **Plastic Fan and Shroud**
- **Molded Body Parts**
- **Air Filters**
- **Painted Parts**
- **Interior Molded Parts**
- (A) Mirrors

ELECTRICAL - ELECTRONICS & LIGHTING

- **Catalytic Converter**
- **?** Electronic Fuel Injection
- (A) LED Headlamp

METALLIC

- Transmission Assembly
- 6-Cylinder Crankshaft

POLYMER

- **Console with armrest**
- **Tailgate with illuminated LED module**
- **Self-cleaning filter**
- **Mirror with Blinker**

ELECTRICAL - ELECTRONICS & LIGHTING

- (A) ADAS, DMS
- **?** Video Telematics
- **? AUTOSAR LCU**
- **→ Digital Video Recording**
- **→ FOTA-enabled Telematics**
- (A) Standardised Light Engines

EV

- **♥ Traction Motor Controller**
- **Chargers for EV**
- **DC DC Converter**
- **Battery Management ♥** System
- **EV Single Speed Gearbox**

POLYMER

(a) Mirror with integrated camera system







Lightweighting



















Magneto

Seats

EFI ECU

Console

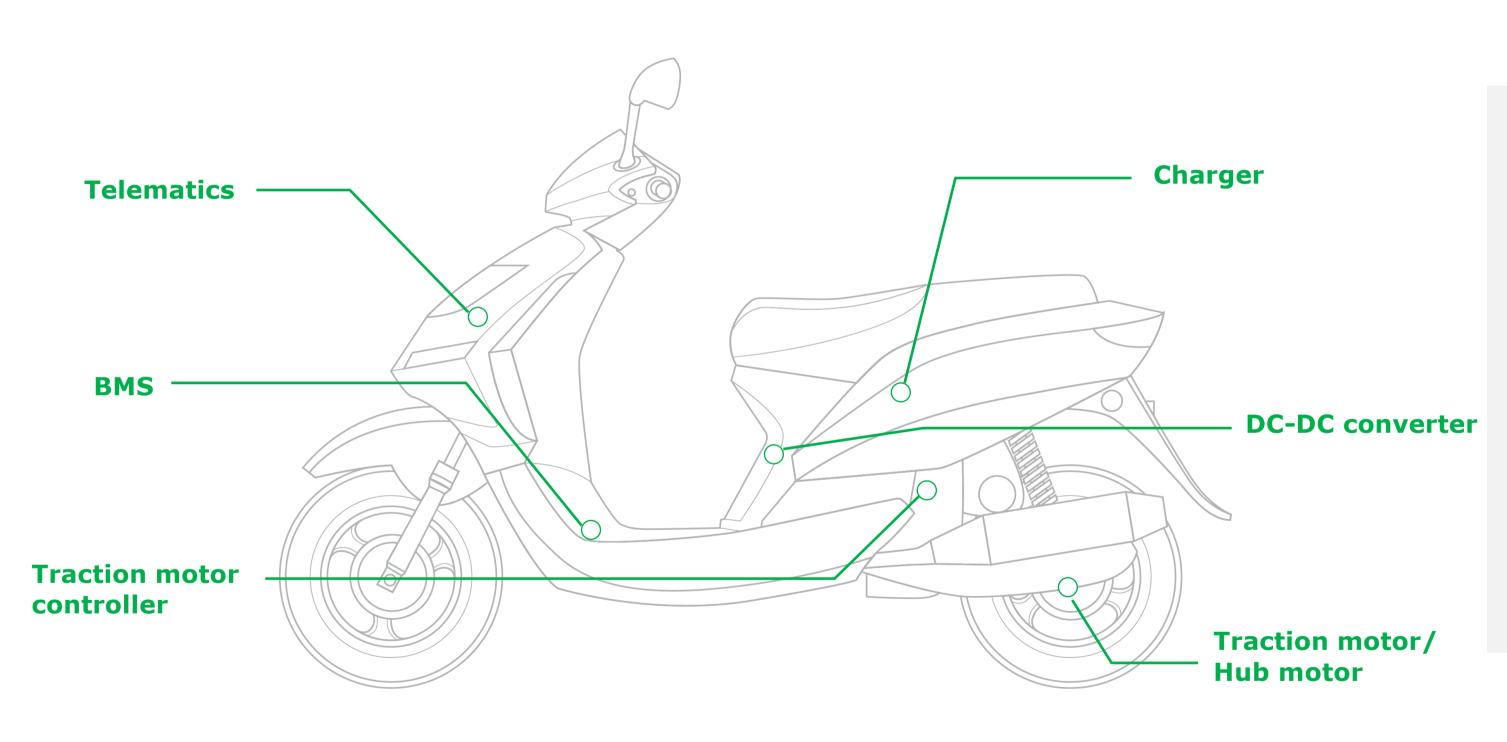
Traction Motor

Telematics Varroc Connect App



Our 2W and 3W EV Capabilities





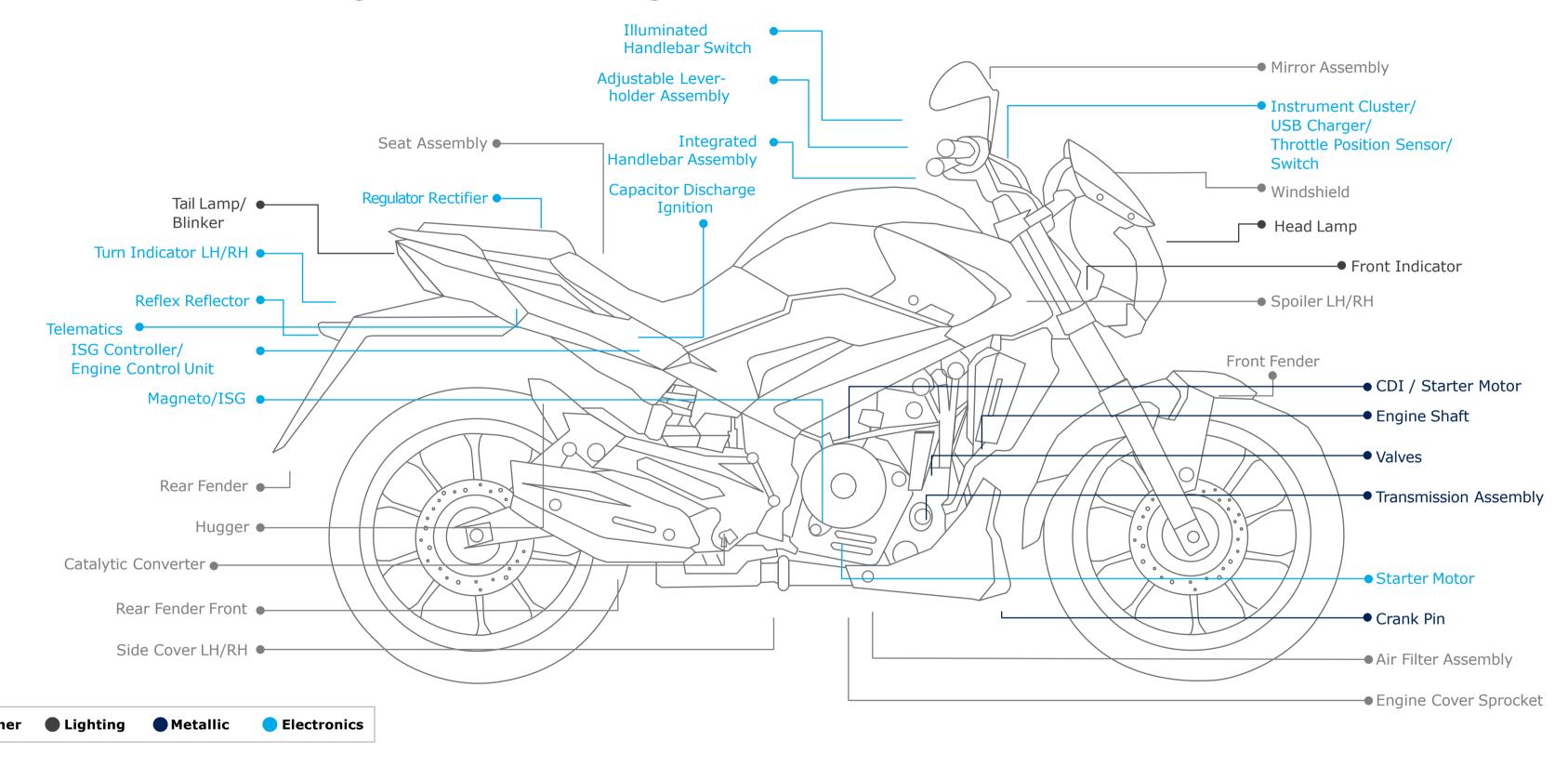
- Locally designed, developed and manufactured
- Fully IoT enabled machines
- Complete vertical integration for Electronic Manufacturing
- Motor Dyno Testing System for testing 2W and 3W EV



Comprehensive Solution Provider (2W OEMs in India)



Diversified Portfolio Catering to 2W and 3W Segments



Wide range of products across Polymer, Electrical and Metallic segments; One-Stop Shop for customers enabling cross-selling



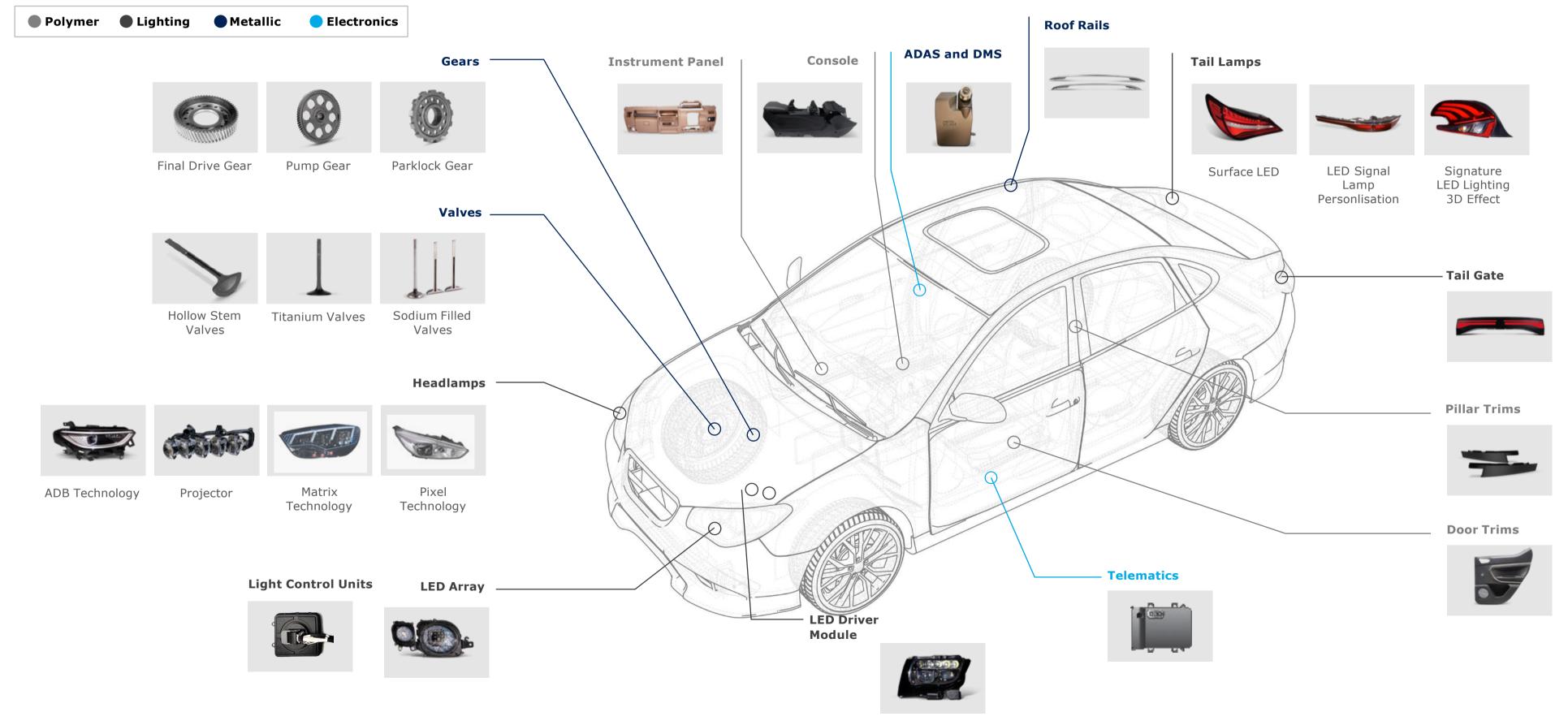


Product Portfolio for PV

Broad Portfolio of Lighting, Metallic, Polymer and Advanced Safety Solutions



End to end capabilities across design, Engineering, testing/validation, tooling, manufacturing and delivery

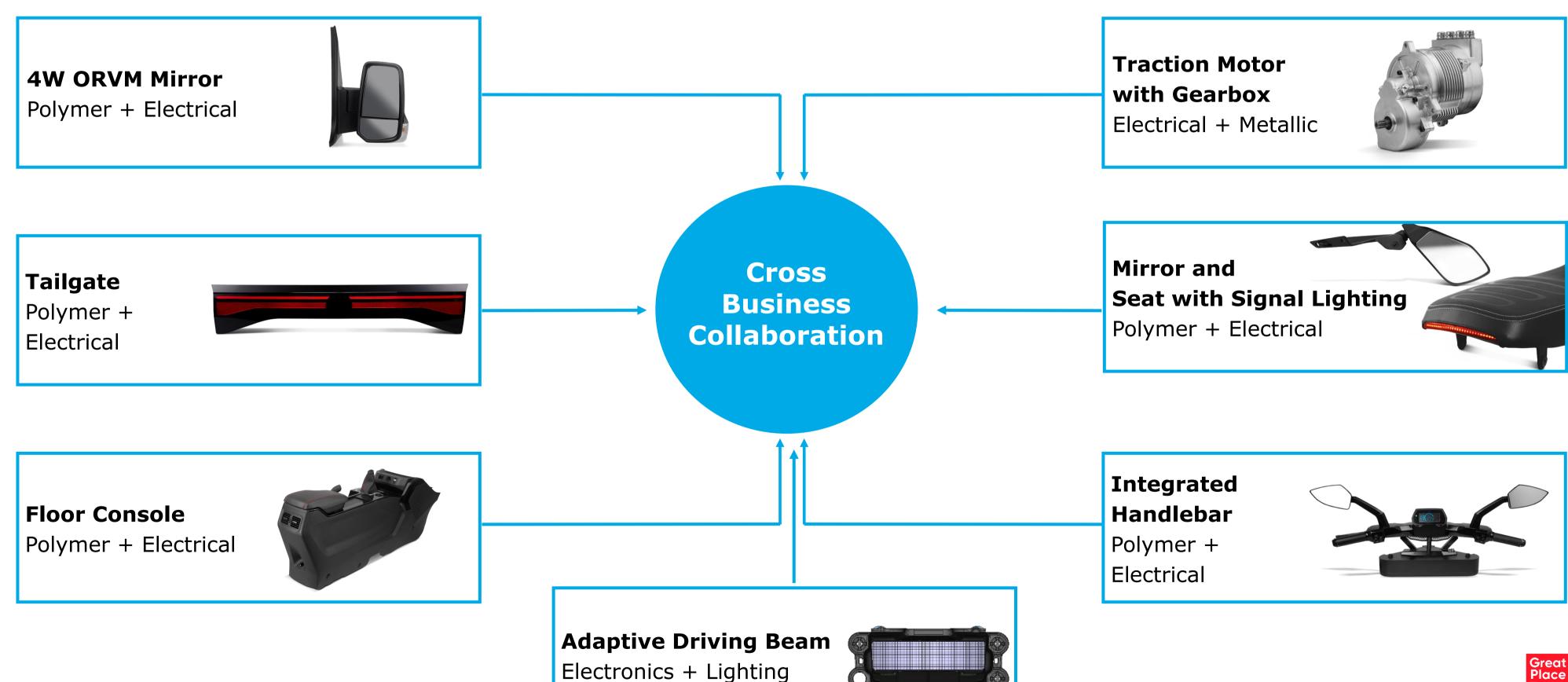




Unlocking Synergies across Businesses



Varroc's unique positioning as a systems supplier is strengthened through collaboration across its businesses.





Unlocking Synergies across Segments



Varroc Vision Processing Platform - one platform - various products and market segments



HW: Ambarella CV22 SoC Platform

SW: Front Camera ADAS Features

SW: Driver Monitoring

SW: Smart Mobility Applications





After Market-Fleet Segment

Varroc Vision Processing

Platform

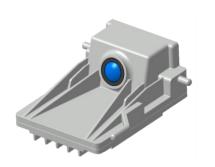
OEM Segment

ADAS Systems Lev 1 - 2 From Mono Camera to Sensor Fusion

HW: Ambarella CV2X SoC Platform

SW: Front Camera ADAS Features

Sensor Fusion





Other Vision Sensing Applications

360 Parking System

Mirrorless Truck Solutions

Rear View Camera





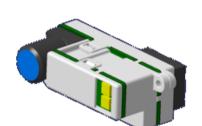
Other Applications

OEM Segment

VCAM-Icar - In Cabin Sensing

HW: Ambarella CV2X SoC Platform

SW: Driver Monitoring/Cabin Monitoring

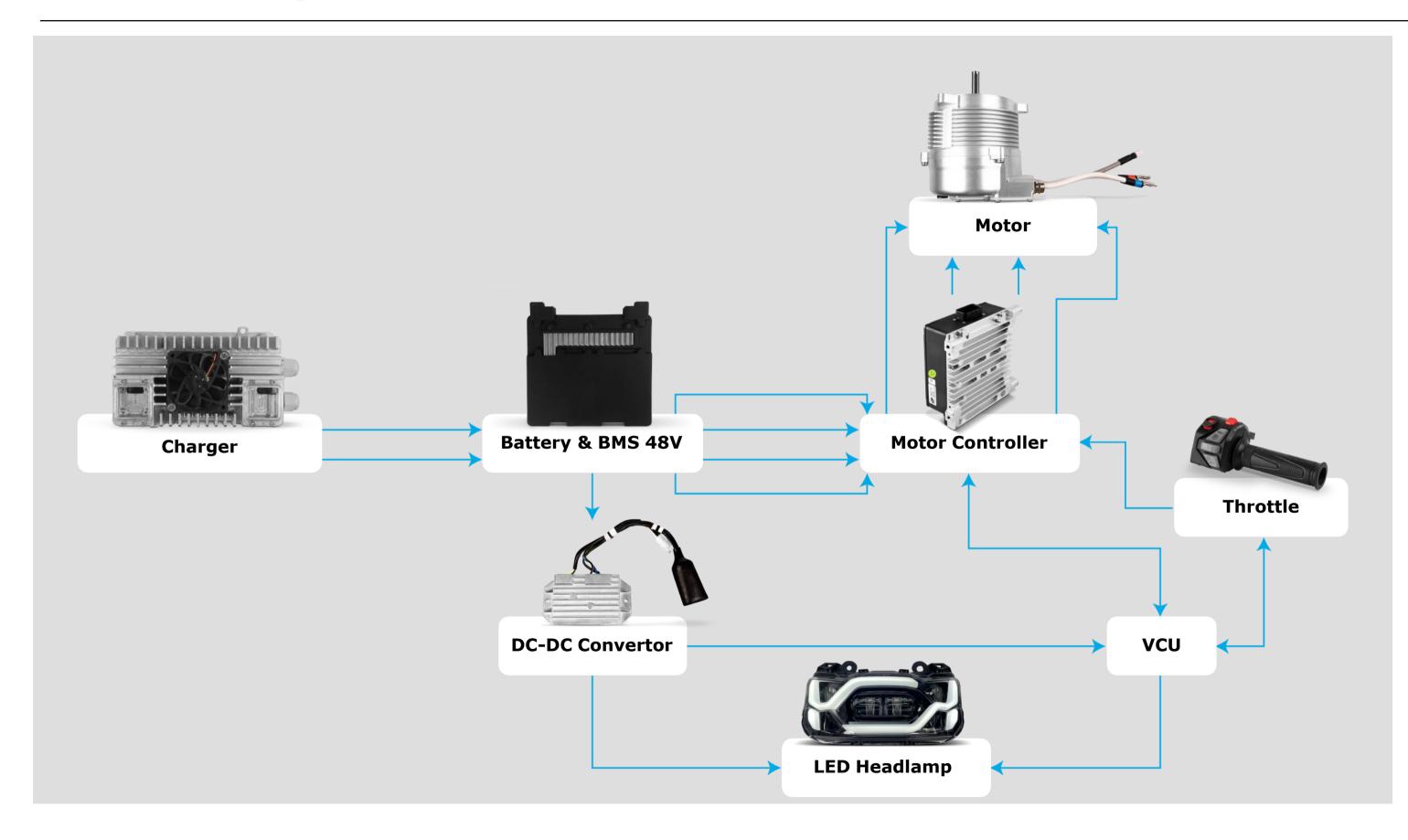






Excelling as a Systems Supplier





Components

- Customer CTQs
- Component Design
- Robust analysis to predict the design meets all CTQs
- Tolerance analysis to ensure DFM
- Material and component data Base to speed up the design

Sub-Systems

- Customer requirements and CTQs
- Sub-system level CTQs
- Design of Electronics Hardware, Software and Mechanical
- Sub-System level simulation and analysis to ensure robustness
- Model based design and system validation (HILS)

Systems

- System level requirements and CTQs
- System level architecture design
- Electronics, Control system and Software architecture design & development
- System integration and testing (HILS)
- Vehicle level testing (Vehicle, Dyno and Chassis)





Capabilities: Product Development



End-to-end capabilities across design, engineering, testing/validation, tooling, manufacturing and delivery

CAE and Simulation

Structural & Vibration

Thermal & Flow

Optics

Electromagnetics

Mold flow

Gap & Flush

Testing and Validation

Functional Performance

Environmental, Durability

Software HIL, SIL

EMI EMC

NABL Accredited Test Lab

Photometry

Surface treatment tests

Project and Program Management

Product Life Cycle management tools

Reliable and Wide Supplier base

In-house styling studio for early

engagement

Capacity and Competency

Quality Focus

Certifications – NABL, APSICE2, IATF 16949

Proto Facility

Facilities

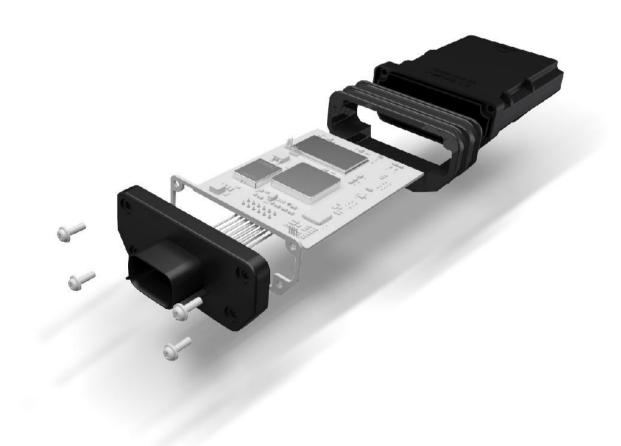
DFSS/DMAIC Proto facility

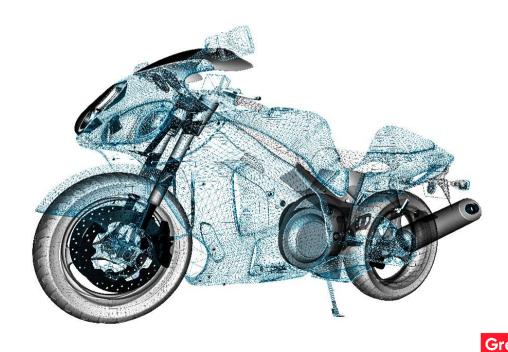
State of art tools

System Validation Lab

Dedicated Technology Centers









Capabilities: Manufacturing





- SMT Lines for Electronics assemblies
- Winding Machines for Electromagnetic Drives
- Traction Motor Winding, Induction Heating, Nitrogen Shrink Fitting



- High Vacuum Metallizing
- Hard Coating and UV curing
- 2k and 3k Moulding
- Robotized Operations (Welding, Sealing, Gluing, Handling)



- Forging (Cold, Warm and Hot)
- Heat Treatment
- Machining, Gear Hobbing
- Metal forming and finishing (grinding, honing, friction welding)



- Plastic Injection Molding
- Paint shop
- Foam Molding
- Dolphin spin 2k injection Moulding
- Tool and Die Making

Industrial IoT enabled lines and factories



Our Customers



TWO/THREE WHEELERS

































PASSENGER CARS

















































COMMERCIAL VEHICLES

















EARTH MOVERS & OFF ROADS





















Our Commitment



Creating meaningful differences to the society and environment



Environmental Programs

- Kham River Eco Restoration Project (1.5 km)
- Solar & Wind Powered Plants
- Initiated environmental projects like
 ZLD (Zero Liquid Discharge) in plants



Nurturing Future Sports Talent

- Varroc Vengsarkar Cricket Academy (VVCA)
- Partnered with Abhinav Bindra Foundation for competing olympic games athlete program
- Supporting Varroc Inter school and industrial cricket tournaments
- Young Talent sponsorship program



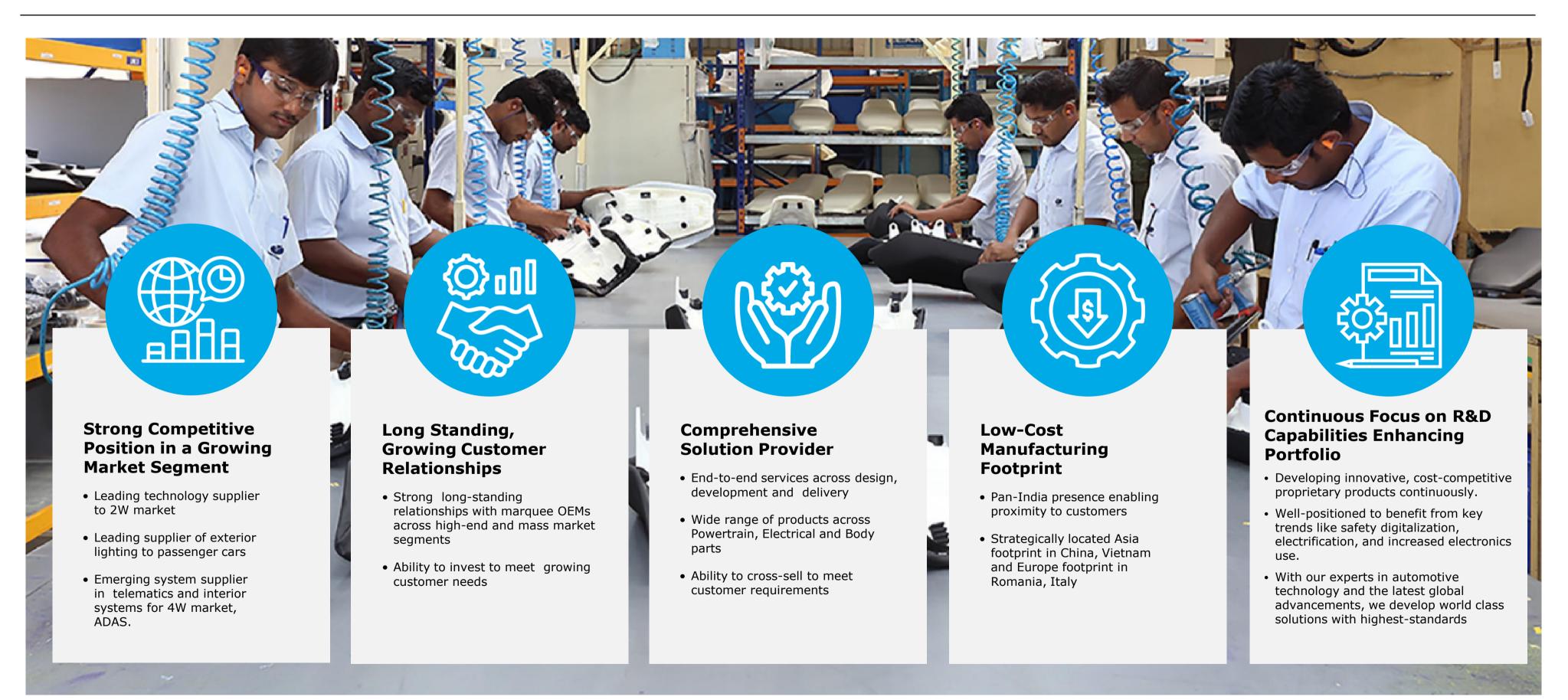
Social Impact Programs

- Learn and Earn Program at Varroc Academy
- Women's Empowerment through association with MKSS Cummins college and Engineering For Women Creating meaningful differences to the society and environment



Our Key Strengths







Board & Leadership Team



Independent Directors



Marc Szulewicz
Ex-General Manager,
Foreign equipment
division, Plastic
Omnium



Vinish Kathuria
Co-Founder and
President of Rank
Software Inc.



Gautam KhandelwalExecutive Chairman,
Nagpur Power and
Industries Ltd



Vijaya Sampath
Lawyer, ex-Group
General Counsel
for Bharti Airtel Ltd



Tarang JainChairman and Managing
Director

- Founded Varroc in 1988
- Over 34 years experience in the automotive industry



K. Mahendra KumarGlobal Chief Financial Officer

- Total Experience: ~26 years
- Previously worked with TI, Kone, Vestas, and Ford



Arjun JainDirector and CEO –
Business Division I

- Total Experience: ~11 years
- Previously associated with Bain & Co India Pvt. Ltd.



Vidyadhar LimayePresident –Polymer

Business

- Total Experience: ~35 years
- Previously associated with IAC International, Faurecia, TACO interiors & Plastic div



Dhruv Jain

Director and CEO – Business Division II

- Total Experience: ~ 4 years
- Bachelor of Economics from University of Chicago



Tarun Tyagi

Whole-Time Director and President – Metallic

- Total experience: ~29 years
- Previously associated with Sriram Pistons and Rings, FAG Bearing, Volvo Eicher



Kavita Kulkarni

Global Chief Human Resource Officer

- Total Experience: ~28 years
- Previously associated with Infosys Ltd, WNS and Mphasis



Sanjay Sharma

Global Chief Supply Chain Officer

- Total Experience: ~27 years
- Previously worked with Delphi Automotive Systems and Havells India



THANK YOU

