

# UNIPARTS INDIA LTD.

November 07, 2024

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001  <b>Scrip Code: 543689</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051  <b>Symbol: UNIPARTS</b>
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**Subject: Regulation 30: Presentation on Standalone and Consolidated Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of the Presentation on Standalone and Consolidated Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2024.

The same is also being uploaded on website of the Company at [https://www.unipartsgroup.com/home/quarterly\\_financial\\_results](https://www.unipartsgroup.com/home/quarterly_financial_results).

You are requested to take the above on record.

Thanking You,

Yours faithfully,

**For Uniparts India Limited**

**Jatin Mahajan**  
**Head Legal, Company Secretary and Compliance Officer**

Encl: As above

# Uniparts India Limited

Q2FY25

Earnings Presentation

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**BUILDING THE WORLD.  
FEEDING ITS PEOPLE**

Leveraging engineering competencies and a global delivery model



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**Passion**

**Innovation**

**Integrity**

**Excellence**

**Team Work**

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# Q2 FY25 PERFORMANCE





## Management's Message



**Mr. Gurdeep Soni**



**Mr. Paramjit Singh  
Soni**

"Uniparts management continues to be optimistic about the medium to long term prospects, the relative short term weakness in market conditions notwithstanding. Company's business continues to be financially strong providing requisite strength to propel future growth ambitions.

The team is navigating the challenging business environment cautiously and creatively while continuing its unwavering emphasis on core strengths of the organization's business model. Initiatives influencing medium term growth (organic and inorganic) are being pursued with great rigour without taking the focus off the balancing act in terms of protecting core margins and profitability.

Accelerated focus and traction on new business front has been helping in partially off-setting the sharp downturn in few of the end market segments. This gradual build up of momentum in new awards and implementation is expected to augur well over coming period when end markets potentially stabilize and start to trend back up."

## Operating Environment Update

- Healthy rise in business relationship with the global leader in construction equipment is helping in partially offsetting the overall weakness in North America construction equipment end market

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- Inventory corrections at customer's end are behind for small agriculture and aftermarket, as also previously alluded. Some inventory correction in large agriculture and construction segments is taking place currently.

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- As indicated in earlier two quarters, the slowdown in large agriculture in US and Europe is hurting overall short term demand with some element of inventory correction. This is also throwing some new opportunities which Uniparts is working on.

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- In Aftermarket segment, as the inventory correction cycle appears to be over, that part of demand is seemingly normalizing. This segment is likely to grow 25% to 30% YoY in this fiscal. Addition of the new customer late previous fiscal (i.e. the second largest group of retail stores in north America) is helping this growth and has more room to grow

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- Evaluation of entry strategy for starting operations in Mexico is at advanced stage. The company has been awarded business of approx. USD 6.5mn by a prominent OEM customer for local supplies in Mexico to start from Q4FY26. {the awarded annual value is a mix of some existing business relocation (~2/3<sup>rd</sup>), and new incremental business (~1/3<sup>rd</sup>) }

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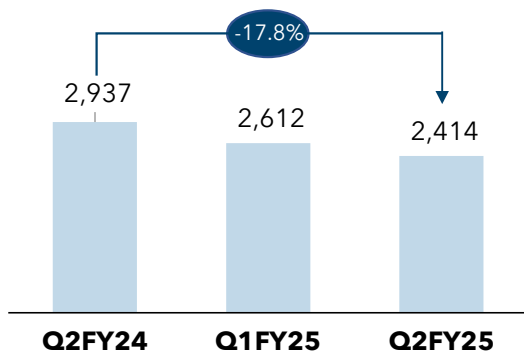
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**Excellence**

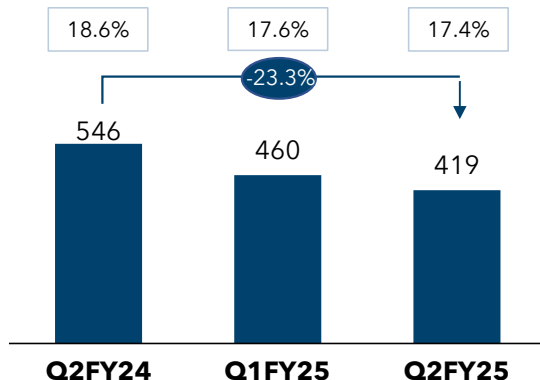
**Team Work**

# Q2 FY25 Results (Consolidated)

### Revenue from Operations

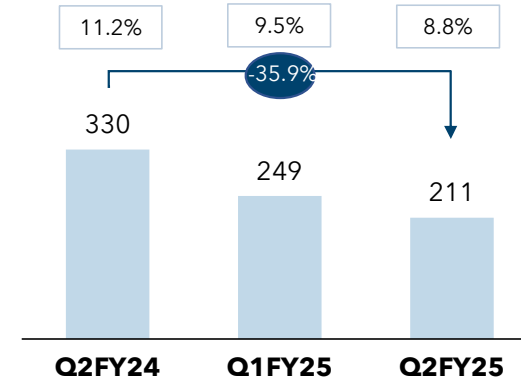


### EBITDA & Margins (%)

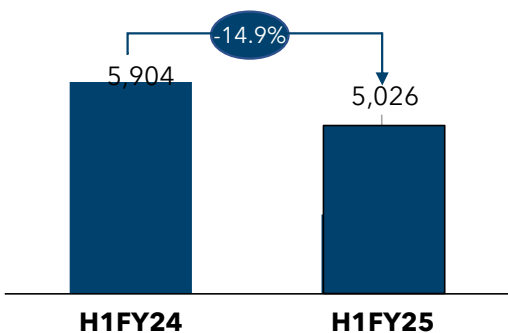


Note: EBITDA includes other income

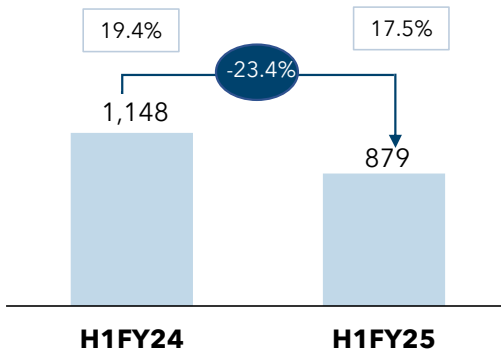
### PAT & Margins (%)



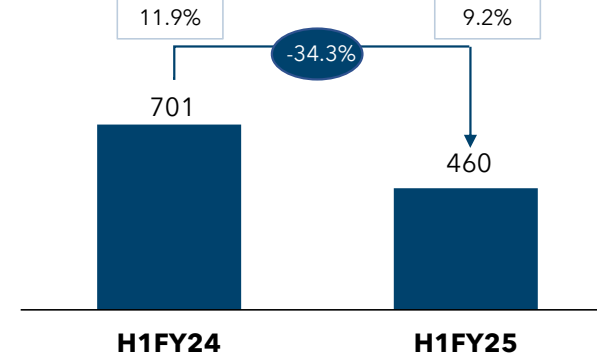
### Revenue from Operations



### EBITDA & Margins (%)



### PAT & Margins (%)



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All Figures in Rs Mn



## Q2 FY25 Results (Consolidated)

Figures in INR Mn	Q2 FY25	Q1 FY25	Q2 FY24	YoY Change
Revenue from Operations	<b>2,414</b>	<b>2,612</b>	<b>2,937</b>	<b>-17.8%</b>
Other Income	53	42	10	
Cost of materials consumed (including change in inventory)	<b>907</b>	<b>985</b>	<b>1,113</b>	
<i>Gross Profit Margin (As % of Revenue from Ops)</i>	62%	62%	62%	
<b>EBITDA</b>	<b>419</b>	<b>460</b>	<b>546</b>	<b>-23.3%</b>
<i>EBITDA Margin(%)</i>	17%	18%	19%	
Depreciation & Amortization Expense	120	107	105	
<b>EBIT</b>	<b>299</b>	<b>353</b>	<b>442</b>	
<i>EBIT Margin(%)</i>	12%	14%	15%	
Finance Cost	24	21	11	
<b>PBT</b>	<b>276</b>	<b>332</b>	<b>431</b>	
Tax Expense	64	84	101	
<b>PAT</b>	<b>211</b>	<b>249</b>	<b>330</b>	<b>-35.9%</b>
<i>PAT Margin(%)</i>	9%	9%	11%	
Basic EPS (Rs.)	4.7	5.5	7.4	

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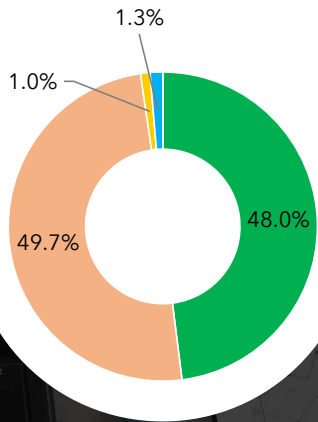
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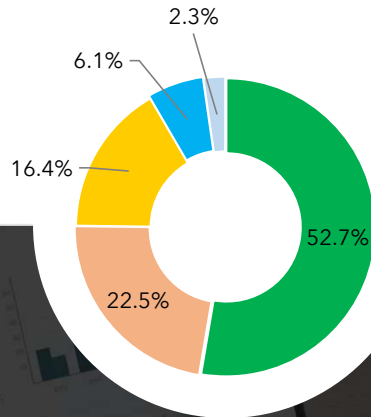
# Revenue Overview

## Product Verticals



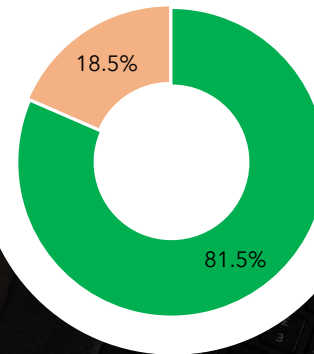
- 3PL
- PMP
- PTO
- Fabrication
- Others

## Geographical Presence



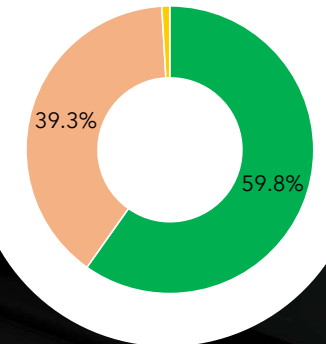
- Americas
- Europe
- India
- Japan
- Rest of World

## Market Presence



- OEM
- AFM

## Segment Presence



- Agriculture
- CFM

**1 Strong Margins based on Delivery Model**

**2 Diversified Revenue Base**

**3 Competitive Pricing**

Note - Above break-ups are calculated as per finished goods sales (for period - Q2FY25) and are based on internal management reports and are best estimates

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# BUSINESS OVERVIEW



UNIPARTS  
GROUP



# Leading Global Supplier of Critical Components Solutions



## 3 Point Linkage - Revenue Contribution\*: 46%

- Tractor specific designed and validated system
- Allows for quick and easy attachment and detachment of implements
- Allows for the balanced operation of the implement, improves efficiency, and reduces operator fatigue



Market leaders in small tractor (<70 HP) linkage system globally

## Precision Machined Parts - Revenue Contribution\*: 51%

- High-quality and reliable components for use in construction machinery, equipment, and structures
- These parts are made to tight tolerances and durability to withstand the tough operating environment of OHVs



Leading global supplier in fragmented market with manufacturing base in India and US and servicing all major geographies (Americas, Europe, Japan, India, ROW)

\*Revenue contribution is based on FY24 finished goods sales



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# Additional Synergistic Offerings to Extend System Boundaries

**Power  
Take Off  
(PTO)**



**Hydraulic  
Cylinders**



**Fabrication**



**Deepen wallet  
share**



Extended offerings in adjacent areas on the same OHVs for existing customers by offering integrated system solutions

**Large Addressable  
Market**



Estimated Market Size of ~\$10 billion; Establish new customer base by addressing growing markets of UTVs etc

**Healthy Margin  
Profile**



**More Value Per  
Vehicle**



Leveraging manufacturing expertise to diversify the product portfolio and move up the value chain

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# Strengthened Customer Relationship

**20+ Years**

**Long Standing Relationship with Several Key Customers**



Have serviced all 10 leading Global OHV OEMs in Agriculture and half of the leading 10 players in the CFM Segment\*



UIL has market leadership in supplying key systems and components like 3PL and PMP for OHVs globally: Complex, critical, and low volume high SKUs products

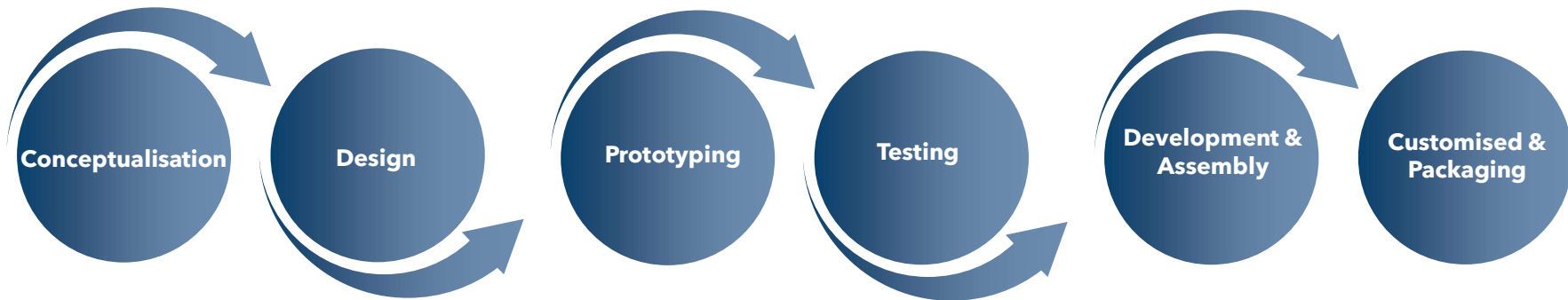


Preferred component supplier for manufacturer of <70 HP Tractors



Involved from the design stage for new products and launches providing end-to-end solutions

*\*CFM global players outside China*



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# Global Delivery Model De-Risks Clients' Supply Chain

## 1 Dual Shore Manufacturing

- › Fully integrated engineering solutions provider
- › Manufacturing facilities in India and US
- › Efficiently utilised capacities and modular additions

## 2 Multiple Delivery Options

- › Global delivery model encompassing local deliveries, Direct exports and warehouse sales
- › Delivery facilitated as per customer requirements

## 3 Superior Customer Service

- › Warehousing Sales: pre-sales services and customized delivery



**REDUCED**  
Supply Chain Uncertainty

**TIMELY**  
Support Services

**SUPERIOR**  
Quality Controls

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# Future Growth Drivers



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# Global Tailwinds to Support Future Growth



## India: A Preferred manufacturing hub

- › Indian GDP growth expected to be ~6.5-7% in FY2025; continuing to show strong resilience to external macro variabilities
- › Strong private capex, consumptions and PLI schemes to benefit manufacturing sector

## US \$1 Trillion Infra Bill

- › This investments which will be made over a period of 8 years will boost the demand for construction equipment as the Country aims to modernise aging Infrastructure assets

## China +1 Strategy: India is the biggest beneficiary

- › Supply chain disruptions led by pandemic and global uncertainties triggered global manufactures to look beyond China
- › Indian government spending on capital investments is now more than 20% of budget, highest in decades

## Healthy Farm Income globally will aid in new equipment purchase and replacement

- › Global farming sector incomes are healthy; Food security is key priority across the world. This will continue to support the demand for various agriculture equipment in medium to long term

## Re-building to continue

- › Infrastructure modernization
- › Climatic vagaries and natural disasters
- › Geopolitical conflicts

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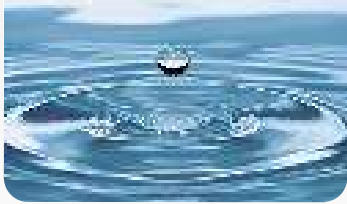
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## Water Conservation



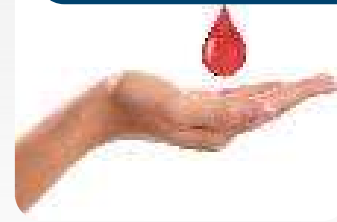
- ✓ Water treatment and recycling  
- Reusing 60% to 90% water -  
Noida and Ludhiana facilities
- ✓ Use of Low-temperature evaporator (LTE) breakthrough technology at Ludhiana - enables up to 98% water re-use

## Energy Conservation



- ✓ Utilizing natural day light by use of transparent roof sheds at manufacturing facilities
- ✓ Traditional lights are being replaced by advanced LEDs
- ✓ Variable Frequency Drive (VFD) on compressors and motors for energy conservation

## CSR



- ✓ Promoting and supporting social causes : Spent approximately Rs 295 lacs in FY24; Rs 180 lacs in FY 23 and Rs 100 lacs in FY22
- ✓ Regularly organising blood donation camps, meals/blanket/clothes distribution drives in and around our manufacturing locations

## More Sustainable Energy and Material Usage



- ✓ In the process of implementing solar energy options across India manufacturing locations
- ✓ Returnable packaging solutions
- ✓ From Diesel Gensets to PNG Gensets
- ✓ From Oil/Diesel to Gas fired furnace
- ✓ From Oil fired furnace to electric heating



# Focus on ESG - Glimpses of CSR & Environment work at Uniparts



Multiple community distribution drives organized in local communities:

- Jacket, Blanket Distribution
- Lohis & Shawls Distribution
- Meal Distribution



Initiated support to Kalgidhar Trust to establish computer labs and enhance computer facilities at Rural Akal Academies with a beneficiary reach of 4000 students at various schools of the society.



Our commitment to sustainable energy practices took a giant leap forward with the implementation of solar power initiatives at our manufacturing facilities at Visakhapatnam (captive rooftop solar - implemented) and Noida (open access solar - under implementation)



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# Focus on ESG - Glimpses of CSR & Environment work at Uniparts



Organizing Eye Sight Camp, Cataract Camp and cataract surgeries at identified areas in association with Conexus Social Responsibility Foundation and Medoplus Services Pvt. Ltd



Initiated support funds (Diagnostic fund & Treatment fund) at Christian Medical College & Hospital, Ludhiana to support diagnosis and treatment respectively (on the basis of identified criteria)



Initiated support to Maitri - An NGO addressing the issue of violence against women, running a victim support and victim to survivor program, and promoting dignity and support for abandoned elderly widows in Vrindavan (Mathura, India).



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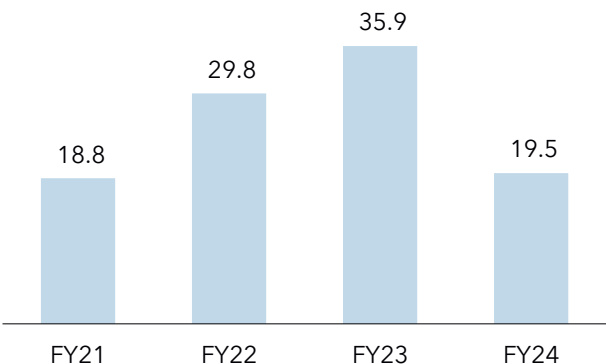
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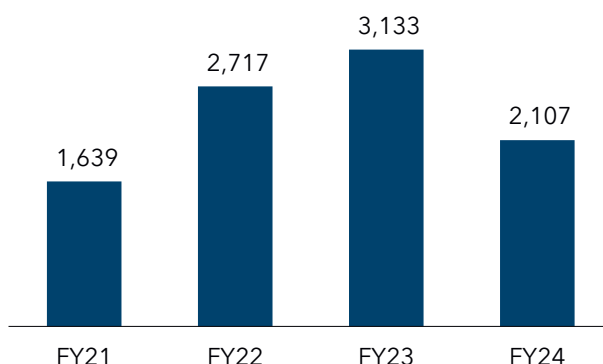
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# Key Financial Metrics - Historical

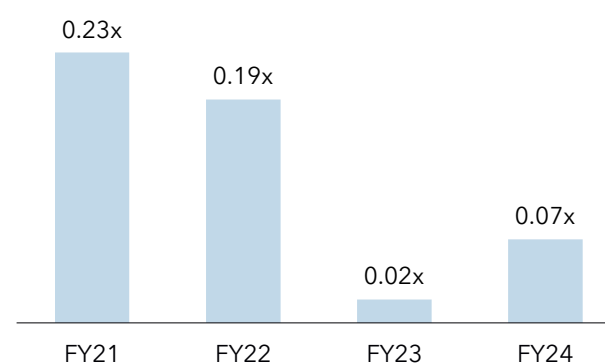
**RoCE (%)**



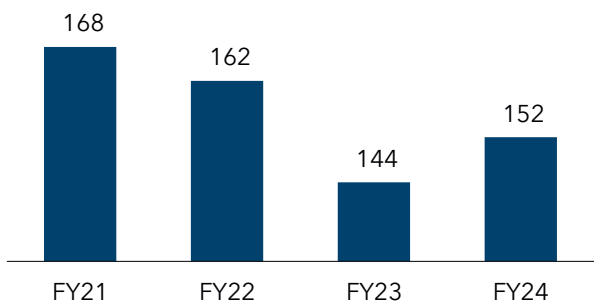
**Reported EBITDA (Rs Mn)**



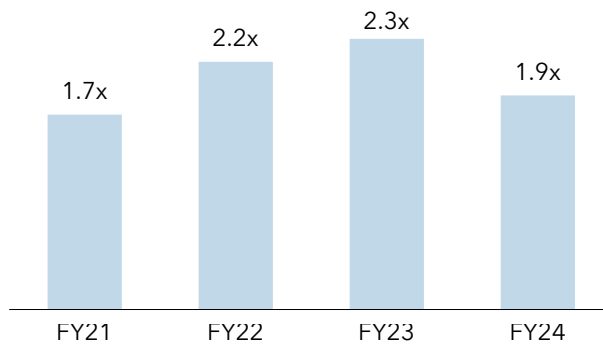
**Debt / Equity**



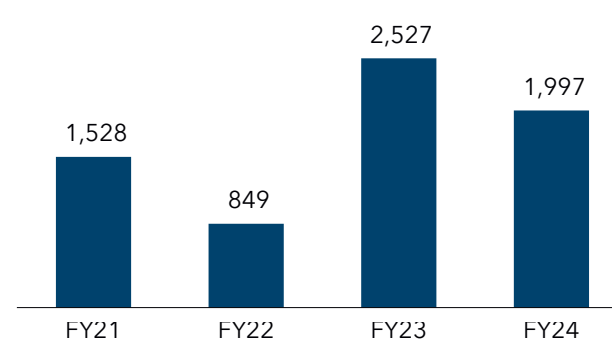
**\*Working Capital Days**



**\*\*Fixed Assets Turnover**



**Cash Flow from Operations (Rs Mn)**



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# Organisational Strengths



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# Historical Profit and Loss



Figures in INR Mn	FY20	FY21	FY22	FY23	FY24
Revenue from operations	9,072	9,031	12,274	13,660	11,395
Other income	316	445	36	162	93
<b>Total income</b>	<b>9,388</b>	<b>9,477</b>	<b>12,310</b>	<b>13,822</b>	<b>11,489</b>
Cost of materials consumed	3,323	3,382	5,013	4,966	3,966
Changes in inventories of finished goods, work-in-progress, stock-in-trade and scrap	(35)	147	(997)	(91)	264
<b>Gross Profit</b>	<b>6,101</b>	<b>5,948</b>	<b>8,295</b>	<b>8,947</b>	<b>7,260</b>
Gross Profit Margin (%)	65%	63%	67%	65%	63%
Employee benefits expense	2,118	1,854	2,197	2,396	2,457
Other expenses	2,705	2,454	3,381	3,418	2,694
<b>Total expenses</b>	<b>8,110</b>	<b>7,838</b>	<b>9,594</b>	<b>5,814</b>	<b>5,151</b>
<b>EBITDA</b>	<b>1,278</b>	<b>1,639</b>	<b>2,717</b>	<b>3133</b>	<b>2,107</b>
EBITDA Margin (%)	14%	17%	22%	23%	18%
Depreciation and amortization expenses	354	373	366	390	417
<b>EBIT</b>	<b>924</b>	<b>1,267</b>	<b>2,350</b>	<b>2,743</b>	<b>1,690</b>
EBIT Margin (%)	10%	13%	19%	20%	15%
Finance costs	180	81	57	60	57
<b>PBT</b>	<b>744</b>	<b>1,186</b>	<b>2,293</b>	<b>2,683</b>	<b>1,633</b>
PBT Margin (%)	8%	13%	19%	19%	14%
Total tax expenses	116	273	605	633	387
<b>PAT</b>	<b>628</b>	<b>912</b>	<b>1,688</b>	<b>2049</b>	<b>1,247</b>
PAT Margin (%)	7%	10%	14%	15%	11%
Other comprehensive income / (loss) for the period / year, net of tax	(144)	24	(34)	(111)	(5)
<b>Total Comprehensive Income</b>	<b>483</b>	<b>936</b>	<b>1,654</b>	<b>1,938</b>	<b>1,241</b>
<b>EPS attributable to owners of parent</b>					
Basic EPS (in Rs.)	14	21	38	46	28
Diluted EPS (in Rs.)	14	21	37	45	28

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# Historical Balance Sheet

Figures in INR Mn	FY20	FY21	FY22	FY23	FY24
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, plant and equipment	2,070	2,002	2,062	2,037	2,001
Right of use assets	662	578	532	656	616
Capital work-in-progress	93	23	22	71	128
Goodwill	598	590	618	660	664
Other intangible assets	68	54	35	16	18
Intangible assets under development	6	-	-	1	-
Other financial assets	50	44	47	62	64
Current tax assets (Net)	112	113	148	59	75
Other non-current assets	4	22	26	33	21
<b>Total non-current assets</b>	<b>3,665</b>	<b>3,427</b>	<b>3,491</b>	<b>3,595</b>	<b>3,587</b>
<b>Current Assets</b>					
Inventories	3,529	3,391	4,419	4,530	4,244
Investments	-	13	-	250	1,563
Trade receivables	1,283	1,675	1,942	1,553	1,335
Cash and cash equivalents	169	108	140	387	189
Other balances with banks	0	-	-	0	2
Other financial assets	2	39	39	33	48
Other current assets	393	280	280	221	320
<b>Total current assets</b>	<b>5,377</b>	<b>5,506</b>	<b>6,821</b>	<b>6,978</b>	<b>7,700</b>
<b>Total Assets</b>	<b>9,042</b>	<b>8,933</b>	<b>10,312</b>	<b>10,573</b>	<b>11,287</b>

Figures in INR Mn	FY20	FY21	FY22	FY23	FY24
<b>Equity and Liabilities</b>					
<b>Equity</b>					
Equity share capital	446	446	446	446	451
Other equity	4,195	5,136	6,382	7,860	8,227
<b>Total equity</b>	<b>4,642</b>	<b>5,582</b>	<b>6,828</b>	<b>8,306</b>	<b>8,678</b>
<b>Liabilities</b>					
<b>Non-Current Liabilities</b>					
Borrowings	216	57	49	94	22
Lease liabilities	347	279	234	360	318
Provisions	138	156	167	164	159
Deferred tax liabilities (Net)	241	276	248	229	226
Other non-current liabilities	9	9	10	11	10
<b>Total non-current liabilities</b>	<b>951</b>	<b>787</b>	<b>708</b>	<b>858</b>	<b>735</b>
<b>Current Liabilities</b>					
Borrowings	2,158	1,221	1,224	81	597
Lease liabilities	72	65	72	76	89
Trade payables due to:					
Micro and small enterprises	146	380	364	290	134
Other than micro and small enterprises	380	521	532	415	708
Other liabilities	376	271	337	392	268
Provisions	63	55	55	63	67
Current tax payable	7	42	168	93	10
Total current liabilities	3,449	2,564	2,751	1,411	1,873
<b>Total liabilities</b>	<b>4,346</b>	<b>3,331</b>	<b>3,459</b>	<b>2,267</b>	<b>2,609</b>
<b>Total Equity and Liabilities</b>	<b>9,042</b>	<b>8,933</b>	<b>10,312</b>	<b>10,573</b>	<b>11,287</b>

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# Historical Cash Flow

Figures in INR Mn	FY20	FY21	FY22	FY23	FY24
<b>Profit before tax</b>	<b>744</b>	<b>1,186</b>	<b>2,293</b>	<b>2,682</b>	<b>1,634</b>
Adjustments for:					
Depreciation and amortization expenses	354	373	366	390	417
Interest expenses	136	54	31	33	22
Interest on lease liabilities	-	18	15	15	21
Interest income	(12)	(8)	(9)	(14)	(28)
Deferred tax	(22)	11	(24)	(9)	(16)
Other Items	(200)	(50)	(74)	(87)	(30)
<b>Operating profit before working capital changes</b>	<b>1,000</b>	<b>1,594</b>	<b>2,590</b>	<b>3,010</b>	<b>2,020</b>
Adjustments for changes in working capital :	845	207	(1111)	151	364
<b>Cash generated from/(used in) operations</b>	<b>1,846</b>	<b>1,801</b>	<b>1,478</b>	<b>3,161</b>	<b>2,384</b>
Less: Income tax (paid) / refunds	(117)	(273)	(630)	(633)	(387)
<b>Net cash flow from/ (used in) operating activities</b>	<b>1,729</b>	<b>1,528</b>	<b>849</b>	<b>2,528</b>	<b>1,997</b>
<b>Net cash flow from/ (used in) investing activities</b>	<b>(538)</b>	<b>(157)</b>	<b>(326)</b>	<b>(536)</b>	<b>(1605)</b>
<b>Net cash flow from/ (used in) financing activities</b>	<b>(1194)</b>	<b>(1414)</b>	<b>(493)</b>	<b>(1,753)</b>	<b>(589)</b>
Net increase/(decrease) in cash and cash equivalent	(3)	(44)	30	239	(197)
<b>Cash and Cash Equivalents at the beginning of the period / year</b>	<b>151</b>	<b>170</b>	<b>108</b>	<b>140</b>	<b>387</b>
Net increase/(decrease) in temporary overdraft	18	(26)	(6)	(2)	0
Effects of exchange difference on cash and cash equivalent held in foreign currency	3	9	8	10	0
<b>Cash and Cash Equivalents as at the end of the period / year</b>	<b>170</b>	<b>108</b>	<b>140</b>	<b>387</b>	<b>190</b>

Passion

Innovation

Integrity

Excellence

Team Work



# ANNEXURES

# Group Structure



Uniparts India Ltd. (UIL)

100%



Gripwel Fasteners Pvt. Ltd. (GFPL)



Gripwel Conag Pvt. Ltd. (GCPL)



Uniparts India GmbH (UIG)



Uniparts USA Ltd. (UUL)

100%

Uniparts Olsen Inc (UOI)

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# Leadership Team and Board

## Visionary Board of Directors



**Mr. Gurdeep Soni**

**Promoter, Chairman & Managing Director**

**Location:** India

- Masters' degree in Management Studies from BITS Pilani
- 4 decades of experience in the Industry
- In charge of the aftermarket business



**Mr. Paramjit Singh Soni**

**Promoter, Executive Director and Vice Chairman**

**Location:** USA

- Bachelor's degree in Commerce from University of Delhi
- Over 3 decades of experience in the industry
- In charge of OEM business, business growth and diversification plans of the Company



**Mr. Herbert Coenen**

**Non-Executive Director**

**Location:** Germany

- Diploma in Mechanical Engineering from the University of Applied Science, Cologne
- Over 3 decades of experience in global OHV market
- In charge of business development, expansion and technology

**Mr. Ajaya Chand**

*Independent Director*

**Ms. Celine George**

*Independent Director*

**Mr. Parmeet Singh Kalra**

*Independent Director*

**Mr. Sanjeev Kumar Chanana**

*Independent Director*

## Qualified and Professional Management Team



**Mr. Sudhakar S Kolli**

*Group Chief Operating Officer*

**Location:** USA

- An Engineer by qualification, done his MBA from USA
- Over 3 decades of experience in the areas including management
- In charge of our overall operations, business development, and management.



**Mr. Rohit Maheshwari**

*Group Chief Financial Officer*

**Location:** India

- A qualified Chartered Accountant
- Over 27 years of experience in managing Finance, Accounts, Fund Raising, Taxation and M&A
- In charge of Financial Planning, Accounting, Fund raising and Strategic projects

**Passion**

**Innovation**

**Integrity**

**Excellence**

**Team Work**



**For further information,  
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