

May 16, 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: Investors Presentation

Please find attached a copy of Investors presentation that would be used in the earnings call scheduled on May 17, 2024, at 10.00 am (IST) on the audited financial results of the Company for the quarter and year ended March 31, 2024.

The above presentation will also be made available on the website of our Company at www.sansera.in.

Kindly take the same on your record.

Thanking you,

for Sansera Engineering Limited



Rajesh Kumar Modi
Company Secretary and Compliance Officer
M.No. F5176

Encls: a/a

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FEB 2024 - MAR 2025
INDIA TM

INVESTORS PRESENTATION
May 2024



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SANSERA
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**Performance
highlights**





Mr. B R Preetham
Executive Director & CEO

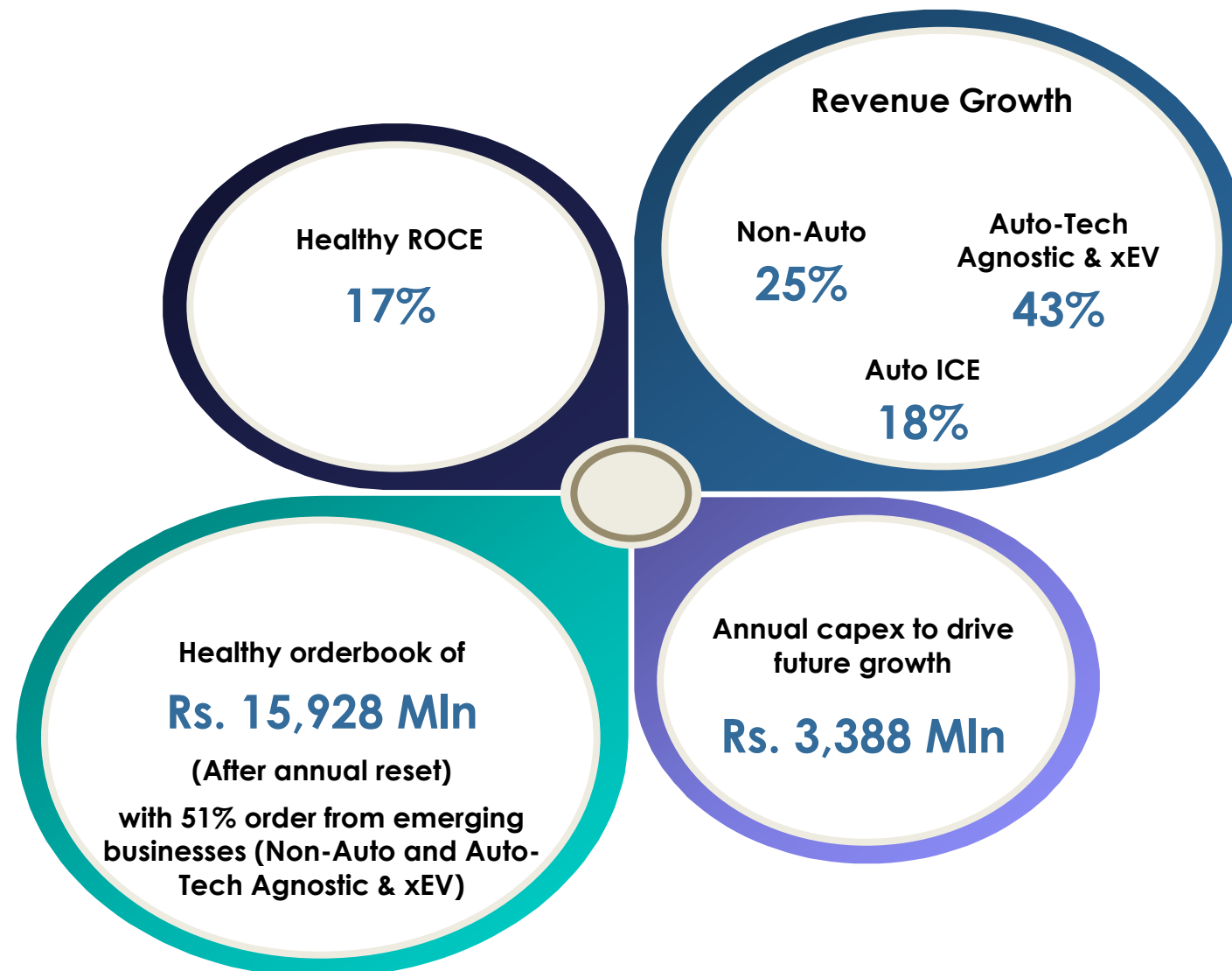
Commenting on the performance Mr. B R Preetham Executive Director & CEO, Sansera Engineering Limited said,

“In line with our expectations, we closed FY24 with a 20% growth in the topline and 25% growth in the EBITDA. Our results reflect disciplined execution of our strategic initiatives across legacy, Auto-ICE business as well as Emerging Businesses which include Non-Auto and Tech-Agnostic & xEV segments.

After years of experience working in the critical precision engineering industry, we continue to invest in high-growth areas to further diversify our revenue streams across segments, geographies and customers. Our dedicated team works closely with the customers to understand their evolving product requirements and develop products around the same. As a result, momentum with the customers is building, underscoring the value that Sansera is offering.

The orderbook for new business stands at Rs. 15.9 Bn after taking the annual reset where we exclude orders which have moved into mass production. This orderbook which is expected to mature in the next three years, is well spread across business segments aligned to our long-term vision. Overall, the outlook for FY25 is promising as we are able to pivot and evolve continuously to meet evolving market demands.”

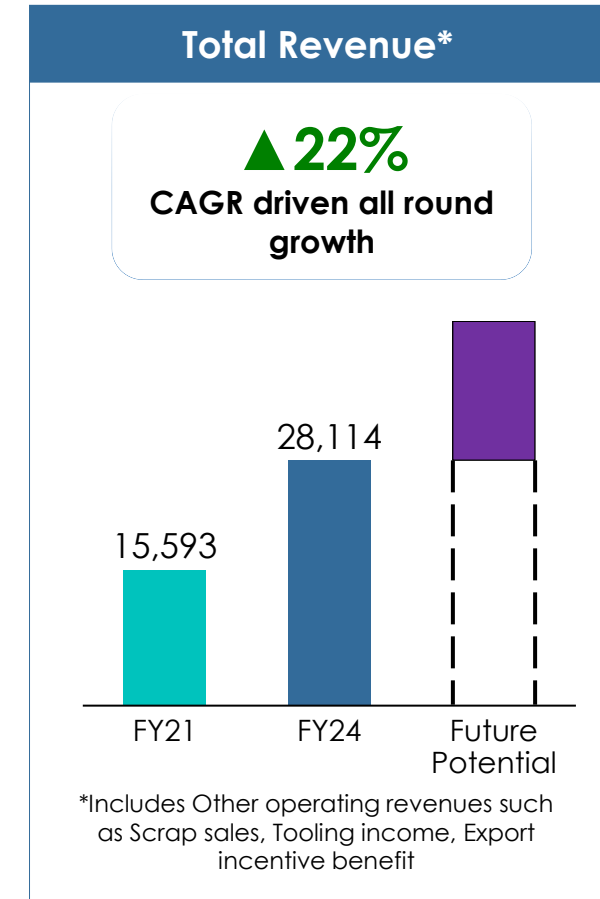
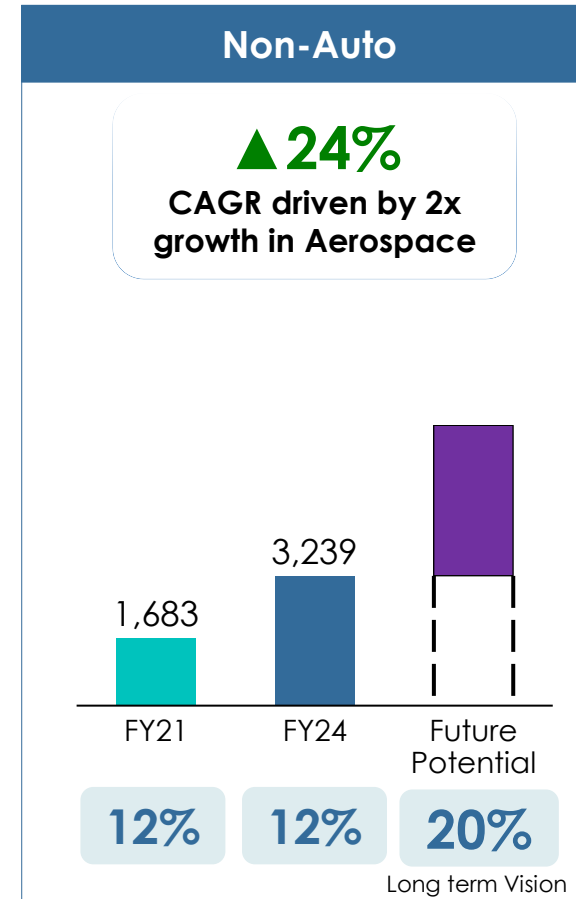
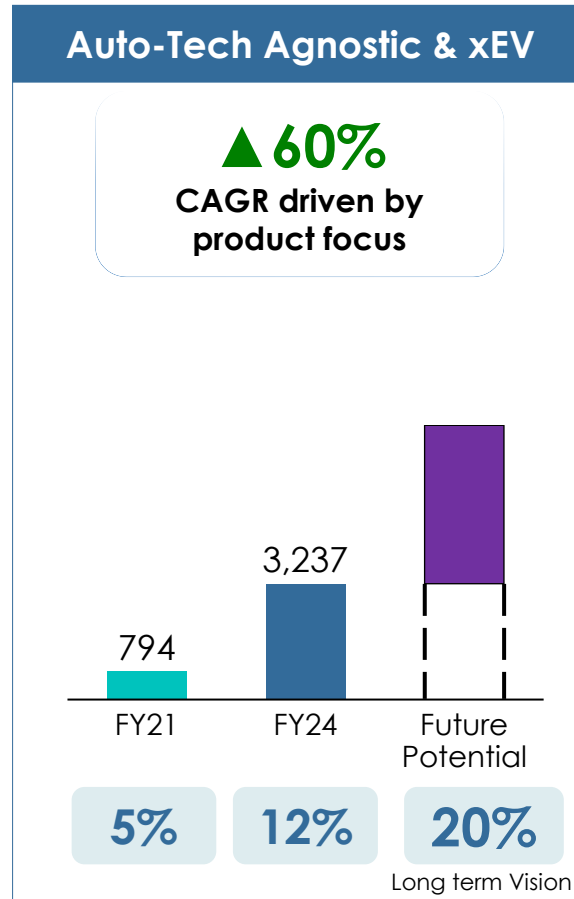
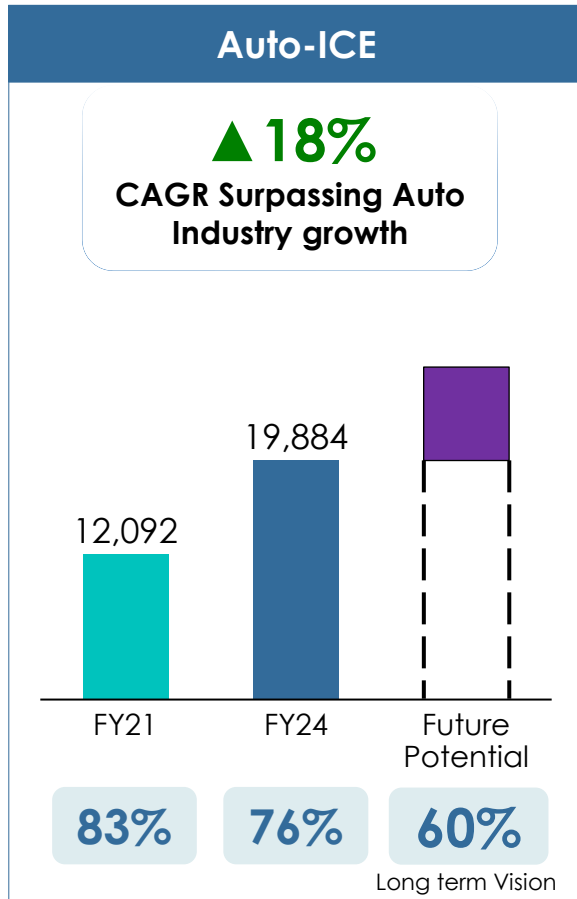
Highest ever annual performance	
Revenue	Rs. 28,114 Mln ▲ 20%
EBITDA	Rs. 4,799 Mln 17.1%* ▲ 25%
PAT	Rs. 1,875 Mln 6.7%* ▲ 26%
OCF	Rs. 3,743 Mln 13%* ▲ 46%



*Margins (as a % of revenue)

Solid growth across end-markets

Rs in Mln



 Order Book

Contribution to sales

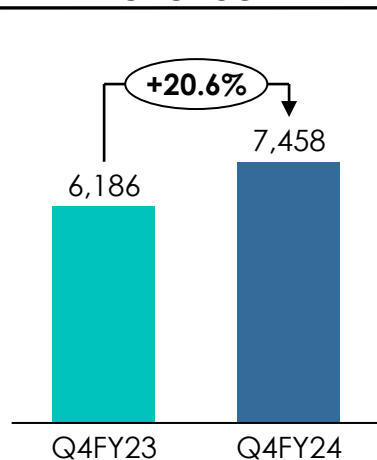
Q4FY24 **Rs. 7.5 Bn**
Highest ever quarterly Revenue

Rs. 1.3 Bn
Highest ever quarterly EBITDA

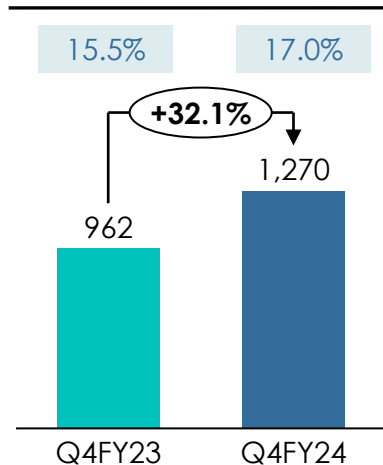
Margins
Rs in Mln

Q4 FY24

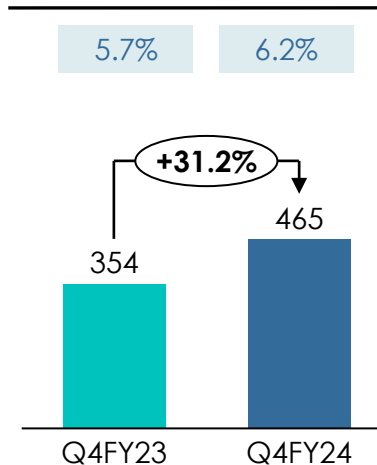
Revenue*



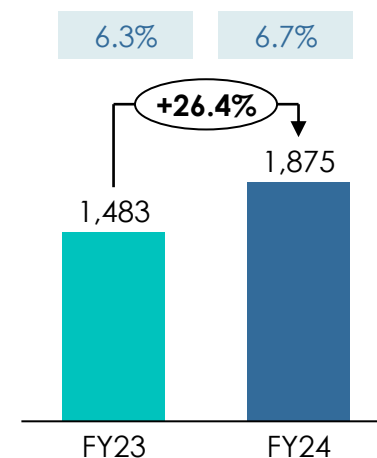
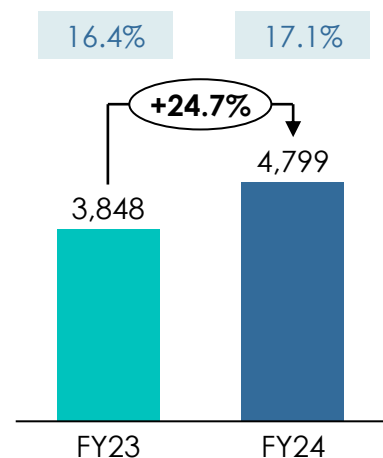
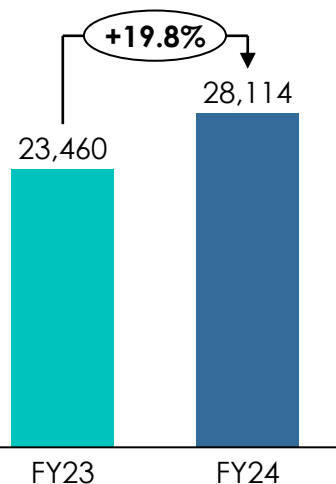
EBITDA



PAT



FY24

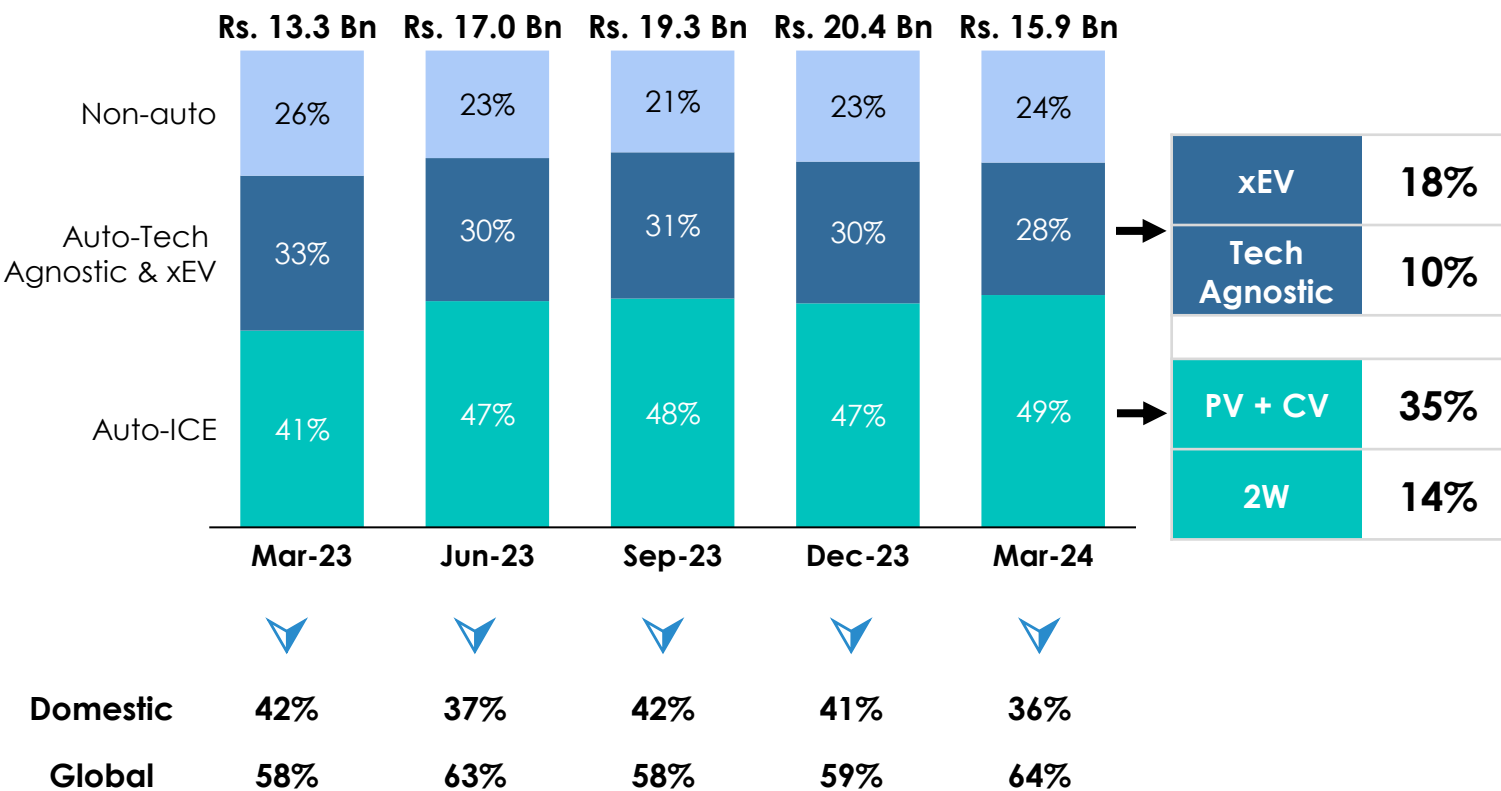


- › Delivered the highest ever topline and EBITDA during FY24 and Q4FY24 driven by broad-based growth across geographies
 - Domestic revenues grew by 16% in FY24 and 20% in Q4FY24 on a YoY basis
 - International revenues grew by 34% in FY24 and 29% in Q4FY24 on a YoY basis
- › Improvement in margins is mainly driven stronger growth in the International business and operating efficiencies
- › Highest ever quarterly sales across key end-markets, i.e., Auto-ICE, Auto-Tech Agnostic & xEV and Non-Auto
 - Emerging Businesses (Non-Auto and Auto-Tech Agnostic & xEV) grew by 34% in FY24 and 27% in Q4FY24
- › Contribution of top 5 customers has reduced from 51% in FY23 to 46% in FY24
- › Net debt as on Mar-24 stood at Rs. 7.4 Bn
- › The Board of Directors has recommended a dividend of Rs. 3.00 per equity share for FY24

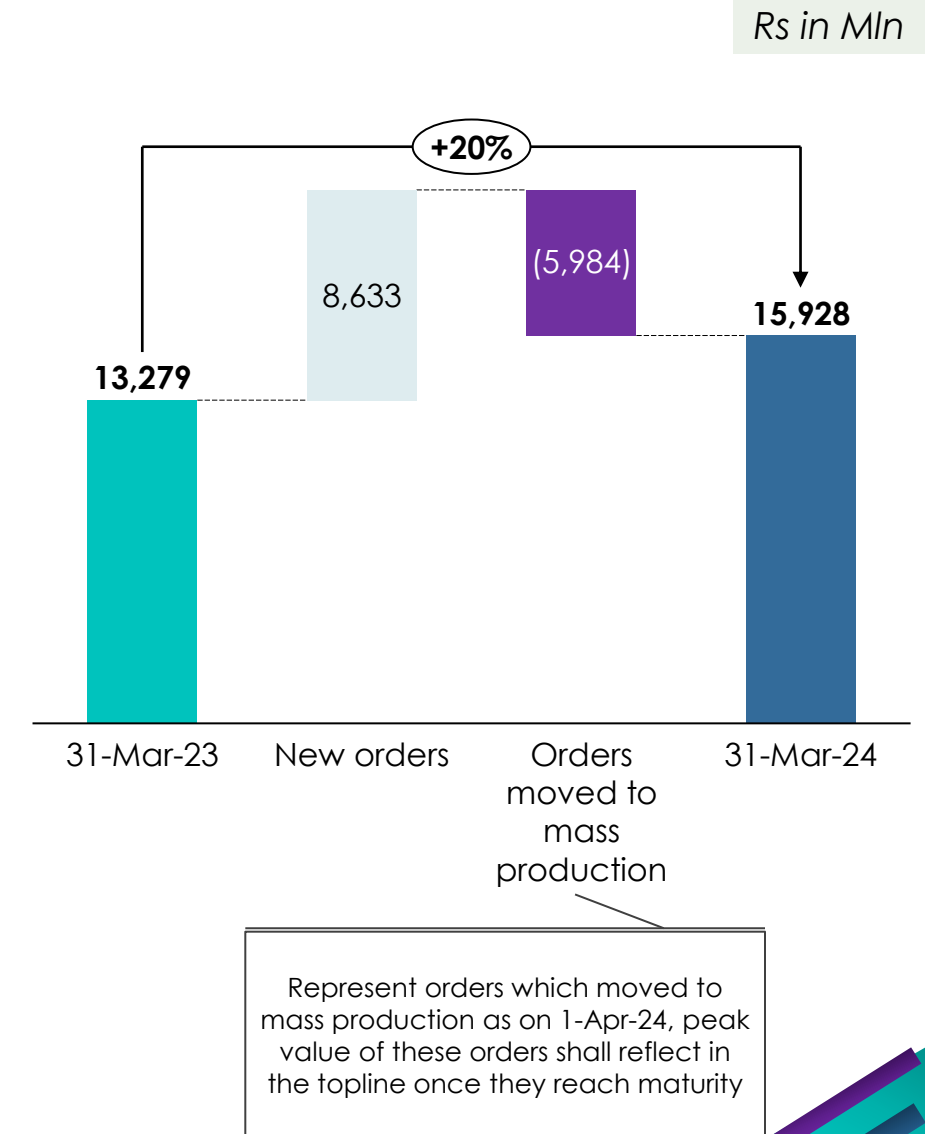
** From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

Strong and diverse business pipeline for future growth

Orderbook (peak annual revenues for new business)



Build-up of peak annual revenues



Represents LOIs / POs for which production has started beyond 1-Apr-2023 or is yet to start.

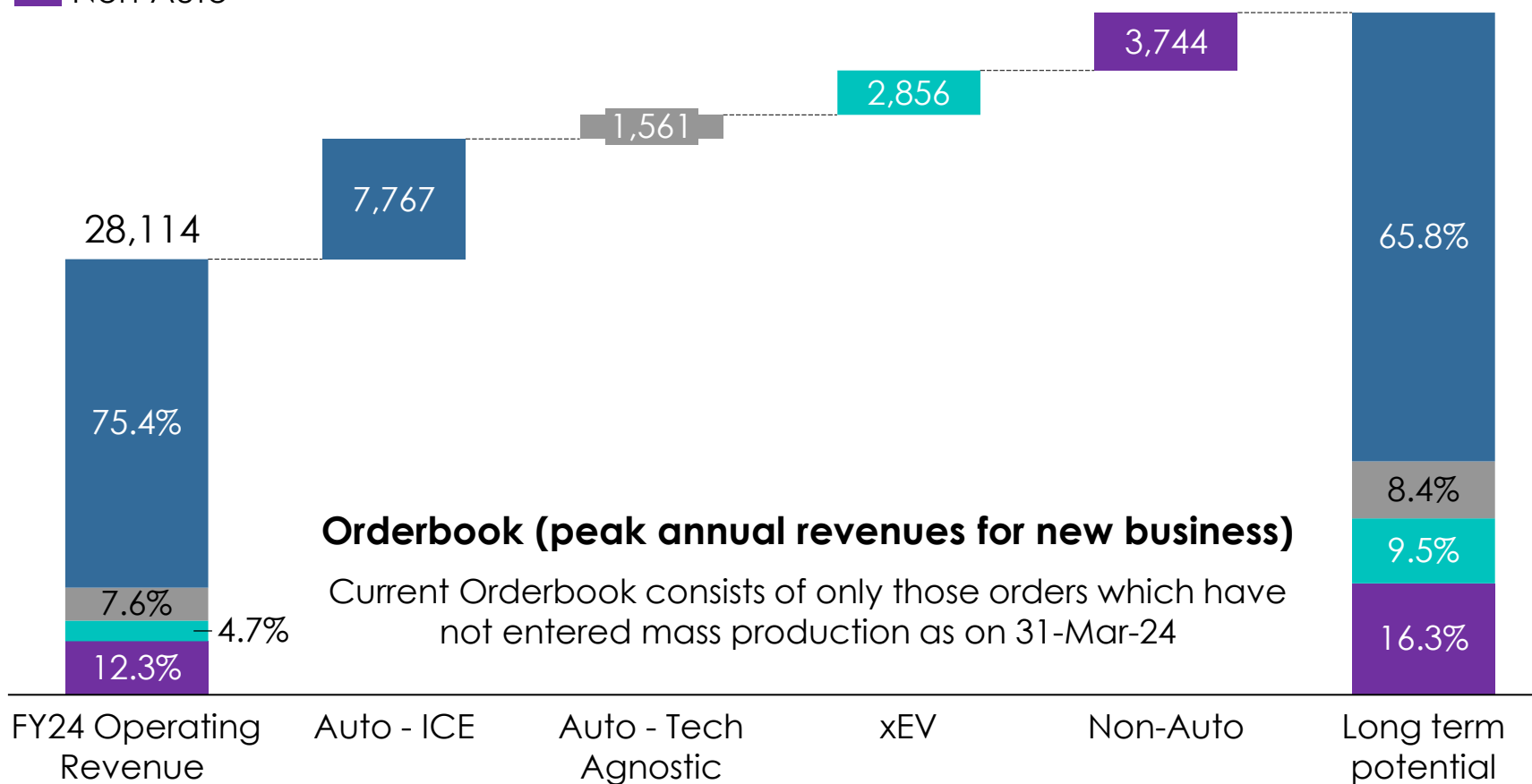
(1) Represents peak annual revenues

326 LOIs/Purchase Orders from 70 customers in the auto and 39 customers in the non-auto sector

Rs in Mln

- Auto-ICE
- Auto-Tech Agnostic
- xEV
- Non-Auto

This orderbook is expected to reach its peak annual revenue in the next 3 years

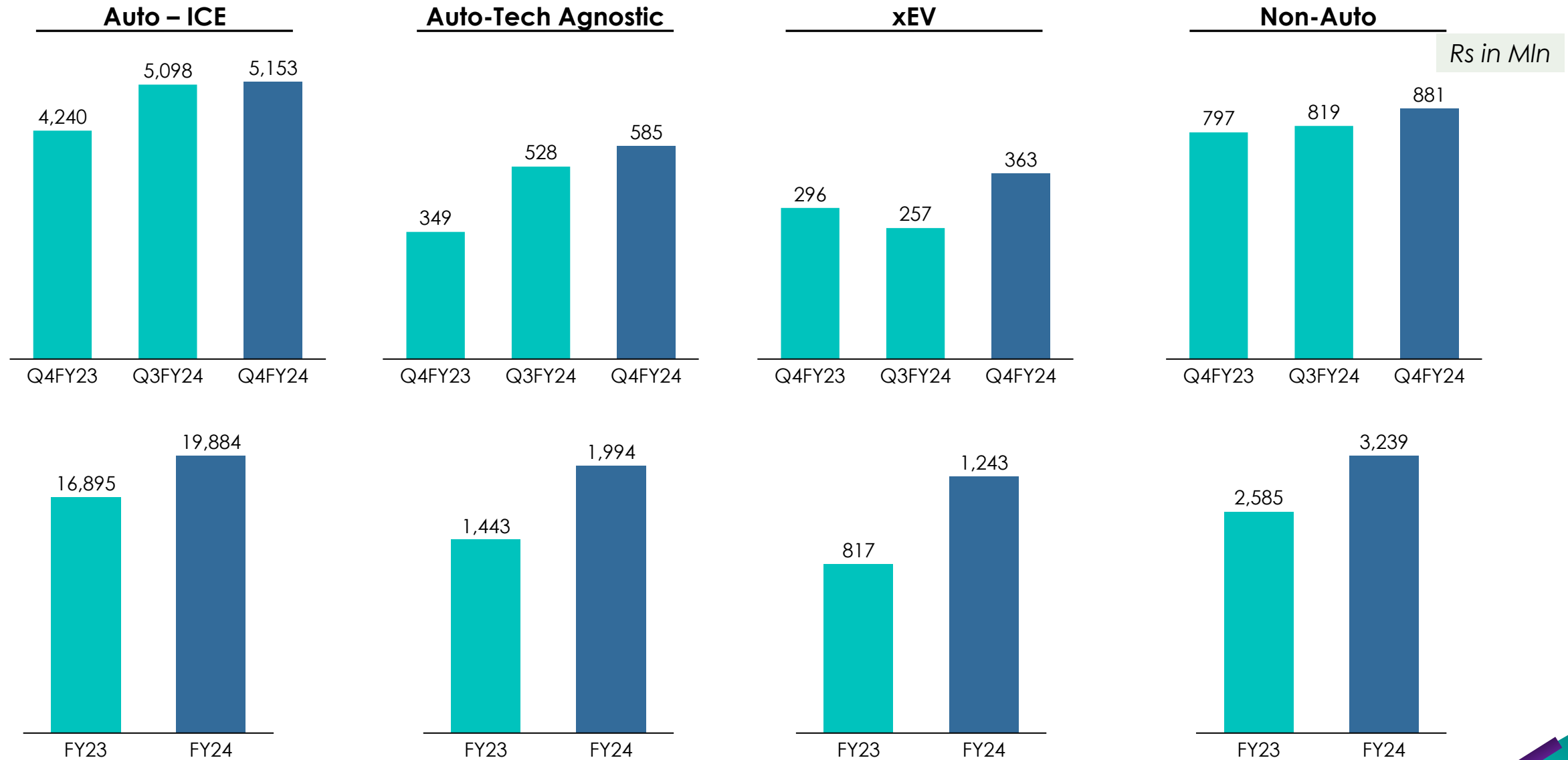


Orderbook (peak annual revenues for new business)

Current Orderbook consists of only those orders which have not entered mass production as on 31-Mar-24

In addition, the company is continuously working on adding new orders in all the segments

Sales Mix Trend: By End-Use Segments



Sales Mix: By Geographies

Sales mix (%)	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
India	66.8%	68.4%	68.3%	68.7%	71.6%
Europe	19.7%	18.6%	18.1%	18.3%	17.6%
USA	9.9%	9.1%	11.0%	9.9%	7.2%
Other Foreign Countries	3.6%	3.9%	2.6%	3.1%	3.6%
International	33.2%	31.6%	31.7%	31.3%	28.4%
Exports from India	28.1%	23.6%	25.0%	25.2%	21.7%
Sweden Sales	5.1%	8.0%	6.7%	6.1%	6.7%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%

Visible growth in the revenue contribution from xEV segment

18%
of orderbook

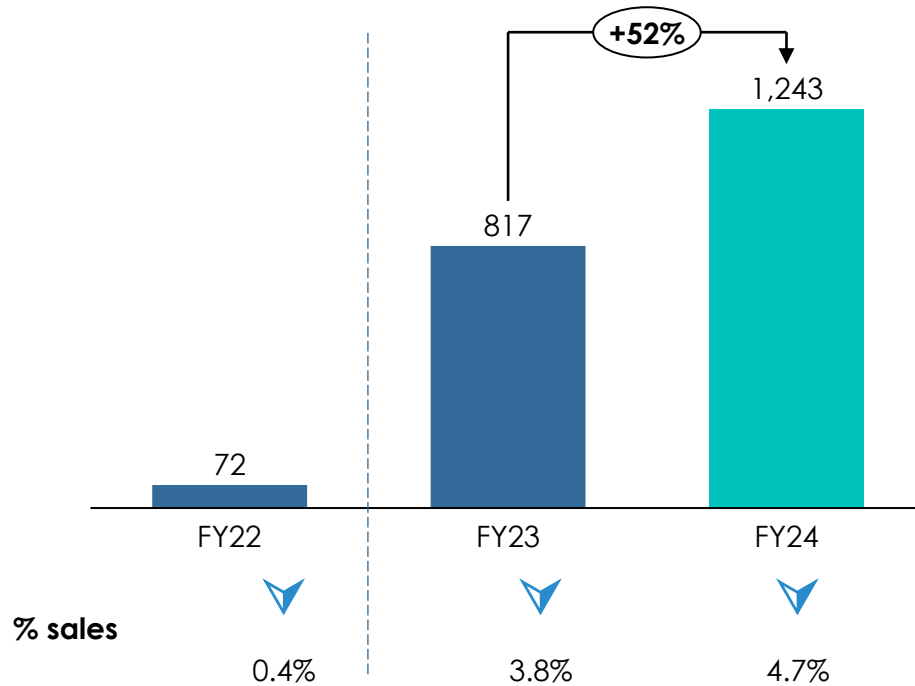
18* xEV
Customers

11 (2W)

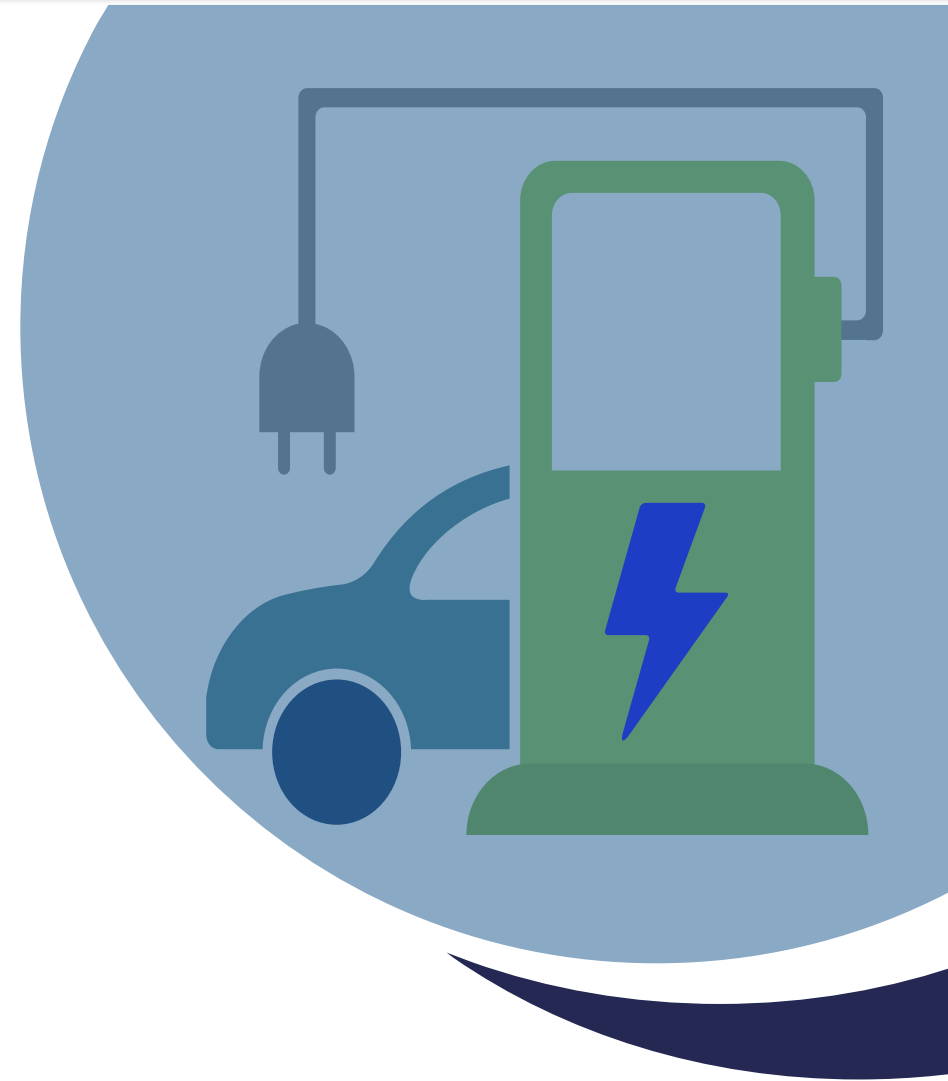
5 (PV)

2 (CV)

Sales Contribution from xEV (INR Mln)



New American multinational automotive xEV customer's orders spread over multiple components has started contributing from Q4FY24



*Some customers may appear in more than one category

Consolidated Profit & Loss Account

Particulars (Rs. in Mln)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
Revenue From Operation	7,458	6,186	21%	28,114	23,460	20%
Cost of goods sold (incl power & fuel cost)	4,488	3,799		16,877	14,162	
Gross Profit	2,971	2,387	24%	11,237	9,299	21%
Gross Profit Margin	39.8%	38.6%		40.0%	39.6%	
Employee benefit expenses	999	842		3,798	3,180	
Other Expenses	701	583		2,641	2,272	
EBITDA	1,270	962	32%	4,799	3,848	25%
EBITDA Margin	17.0%	15.5%		17.1%	16.4%	
Other Income	-3	45		24	101	
Depreciation and amortisation expense	397	347		1,495	1,301	
EBIT	870	659	32%	3,328	2,647	26%
EBIT Margin	11.7%	10.7%		11.8%	11.3%	
Finance Cost	225	173		770	615	
Profit before Tax	645	486	33%	2,558	2,032	26%
Share of net profit of associates accounted for using the equity method, net of tax	5	0		5	0	
Tax	185	132		687	549	
Profit After Tax	465	354	31%	1,875	1,483	26%
Profit After Tax Margin	6.2%	5.7%		6.7%	6.3%	
EPS – Basic (Rs.)	8.60	6.64		34.83	27.74	
EPS – Diluted (Rs.)	8.52	6.53		34.40	27.17	

** From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

Balance Sheet

Assets (in Rs. Mln)	Mar-24	Mar-23
Non - Current Assets	17,932	15,485
Property Plant & Equipments	14,625	12,691
Right of use assets	842	873
CWIP	835	757
Goodwill	343	347
Intangible assets	30	25
Investments accounted for using the equity method	205	
Financial Assets		
i) Investments	195	105
ii) Loans	18	9
iii) Other Financial Assets	295	279
Current tax assets (Net)	87	85
Other Non-Current Assets	456	314
Current Assets	9,995	9,144
Inventories	4,189	3,710
Financial Assets		
(i) Investments	10	7
(ii) Trade receivables	4,622	4,327
(iii) Cash and cash equivalents	486	496
(iv) Bank balances other than cash and cash equivalents	143	121
(v) Loans	25	32
(vi) Other financial assets	78	189
Other Current Assets	441	263
Total Assets	27,927	24,629

Equity & Liabilities (in Rs. Mln)	Mar-24	Mar-23
Total Equity	13,633	11,820
Equity Share Capital	107	106
Other Equity	13,367	11,573
Non-Controlling Interests	159	140
Non-Current Liabilities	4,528	4,656
Financial Liabilities		
(i) Borrowings	2,516	2,630
(ii) Lease liabilities	796	821
Provisions	27	29
Deferred Tax Liabilities (Net)	692	689
Other non-current liabilities	497	487
Current Liabilities	9,766	8,152
Financial Liabilities		
(i) Borrowings	5,495	4,491
(ii) Lease liabilities	100	100
(iii) Trade payables	3,558	2,927
(iv) Other financial liabilities	248	189
Other Current Liabilities	308	416
Provisions	16	26
Current tax liabilities (Net)	40	5
Total Equity & Liabilities	27,927	24,629

Cash Flow Statement

Particulars (Rs. Mln)	Mar-24	Mar-23
Net Profit Before Tax	2,563	2,032
Adjustments for: Non -Cash Items / Other Investment or Financial Items	2,230	1,911
Operating cash flows before working capital changes	4,793	3,944
Changes in working capital	-396	-824
Cash generated from Operations	4,398	3,120
Direct taxes paid, net	-654	-556
Net cash generated from operating activities	3,743	2,564
Net Cash from Investing Activities	-3,683	-2,409
Net Cash from Financing Activities	-80	-62
Net Decrease in Cash and Cash equivalents	-20	94
Add: Cash & Cash equivalents at the beginning of the period	496	383
Effects of exchange gain on restatement of foreign currency cash and cash equivalents	10	18
Cash & Cash equivalents at the end of the period	486	496



Honda
Annual Supplier Convention 2023-24



Gold Award for Sustainability Business & Safety 2024



Yamaha
Supplier Conference 2024



Company Overview

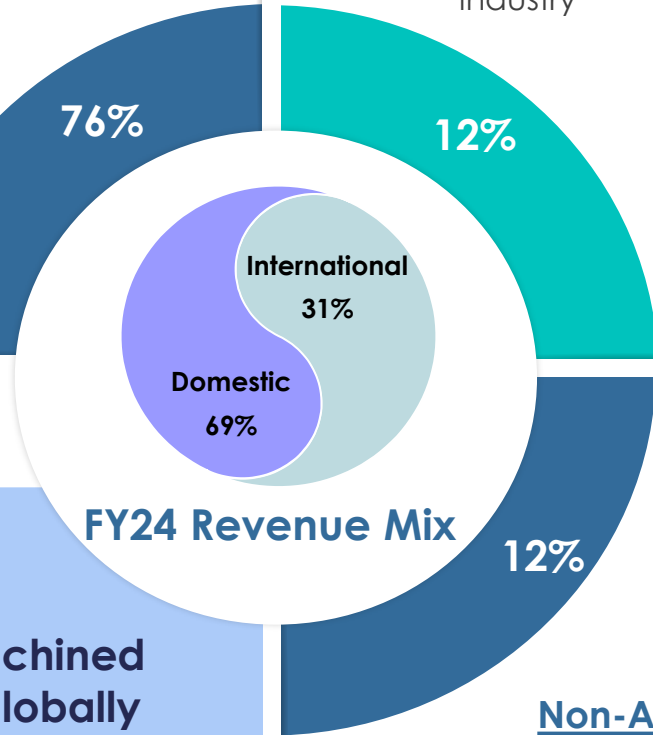
Auto ICE

Prominent player with longstanding OEM relationships

36% Motor-cycles	6% Scooters
23% PV	10% HCV

Tech Agnostic & xEV

Emerging player working with marquee names in the industry



Non-Auto

With addition of new facility, focused to grow aerospace & defence business at a faster clip. Strong relationships with major A&D players

An engineering-led integrated manufacturer of complex and critical precision forged and machined components catering to OEMs globally

Strong execution capabilities

17

Integrated manufacturing facilities

500+

Dedicated engineering team including aerospace, machine building & automation

Professional management

- › Distinguished board and experienced management team
- › Professional leadership – Group CEO, CFO & COO each with three decades of rich experience

Robust financial performance



Rs 28,114 Mln

FY24 Revenue from operations*
20% YoY Growth



Rs 4,799 Mln

FY24 EBITDA – 17.1% margin
25% YoY Growth



Rs 15,929 Mln

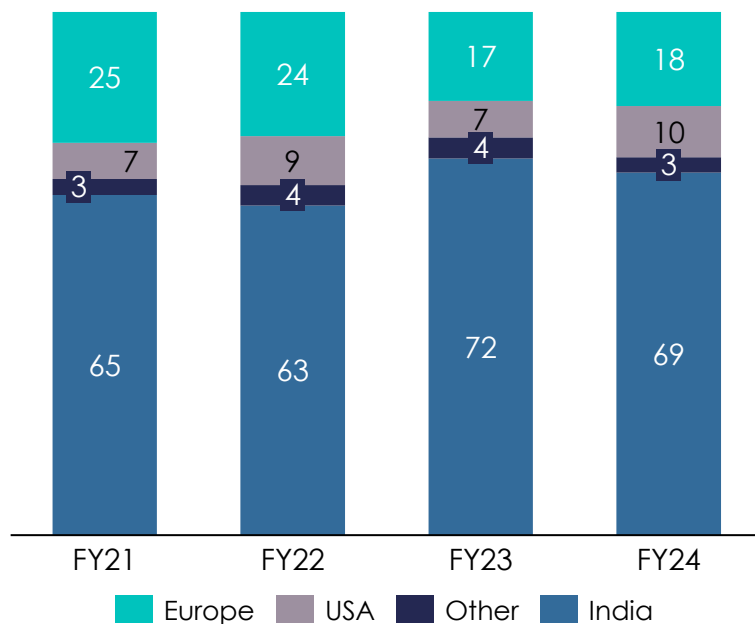
Orderbook Mar'24 (peak annual revenues for new business after removing orders that moved to mass production in FY23)

** From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

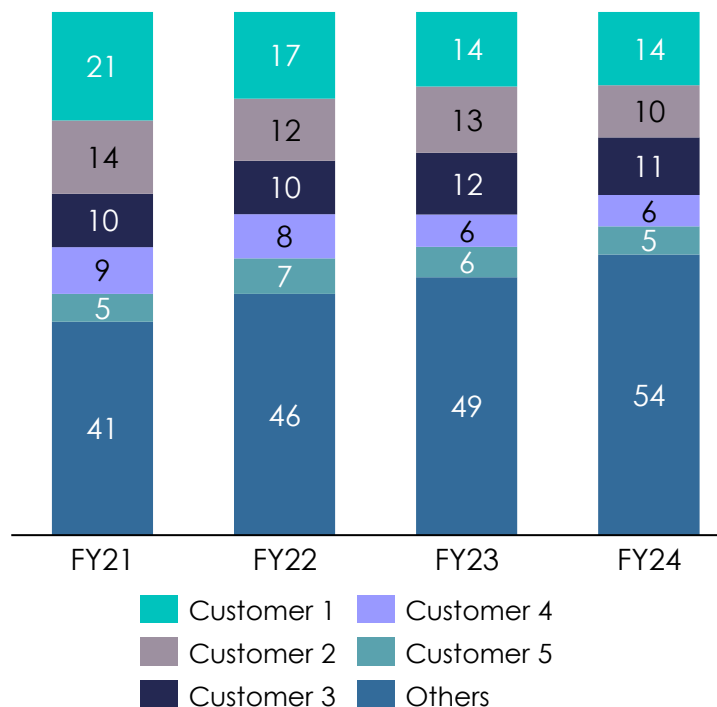
Diverse revenue profile

A wide portfolio of products across 80+ product families catering to 95* auto and non-auto customers across 26 countries

By Geography



By Customer



By Product

Products	FY22	FY23	FY24
Auto ICE	83%	78%	75%
Connecting rods - ICE	39%	34%	34%
Rocker arms	18%	16%	15%
Crank shaft assembly	16%	18%	16%
Gear shifter forks	5%	5%	5%
Others - auto ice	5%	5%	5%
Non Auto & Tech Agnostic	14%	18%	20%
Connecting rods - Non Auto	3%	4%	5%
Crank shaft	2%	2%	1%
Stem comp	3%	4%	3%
Others - Non auto	6%	8%	10%
Aerospace	3%	4%	5%
Total	100%	100%	100%

› Added multiple customers resulting in diversified customer base, hence lowering the contribution from top customers

1. Based on sale of products

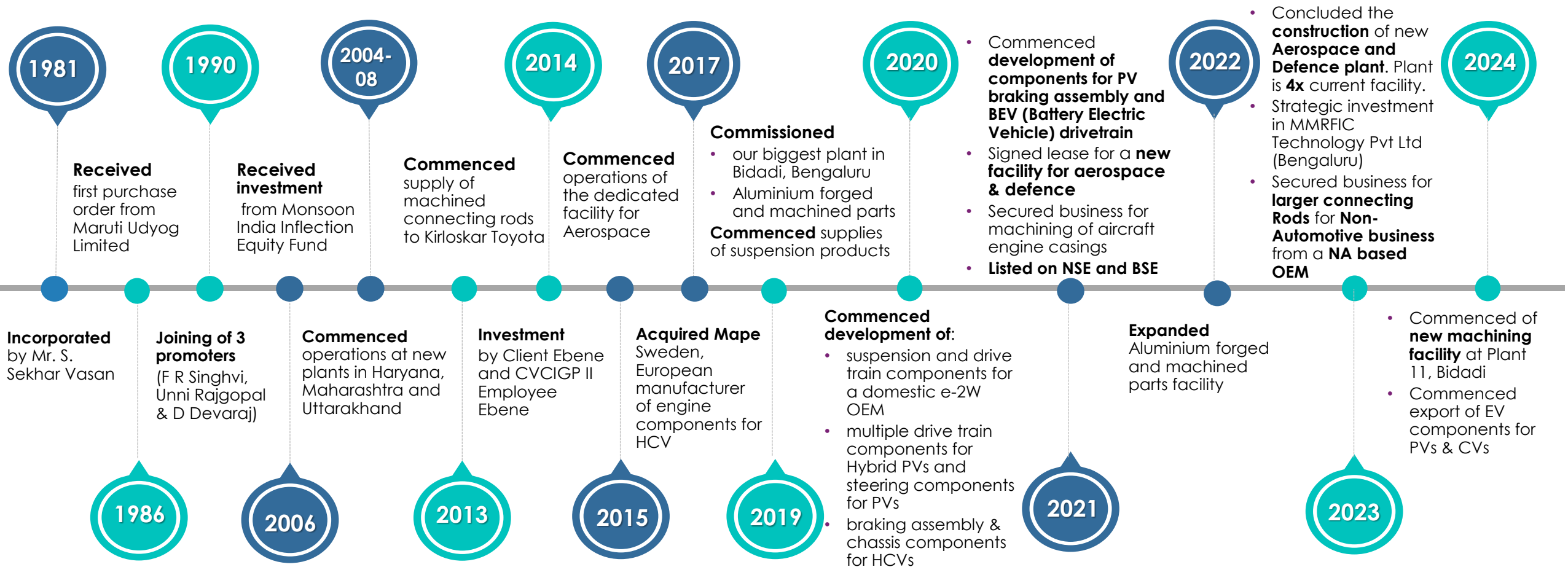
*Some customers may appear in more than one category

Strategic pillars

- Track record of growth & diversification
- Wide range of product offerings
- Diverse sectoral revenue profile
- Well entrenched customer relationships
- Strong execution capabilities














Track record of growth & diversification

Over the four decades, Sansera has created differentiated products and diversified across product categories as well as geographies



















Wide range of product offerings: Auto (ICE)

Sansera has a track record of developing complex and critical precision engineered components for the automotive sector over multiple decades. Majority of the products are sold directly to OEMs in finished (forged and machined) condition, resulting in significant value addition by us

	Two - Wheelers		Passenger Vehicles		Commercial Vehicles			
Product Offerings	 Roller RA  Integral Crankshaft	 Integral CR  GSF	 Crankshaft  Balance Shaft	 Fractured CR  Rocker Arm (DLC)	 Split CR  Gear Shifter Fork	 Fractured CR	 Split CR	 Gear Shifter Fork
Sales Mix FY24	Motorcycles 36.1%		22.8%		9.9%			
Q4 FY24	37.0%		21.3%		8.9%			
Key Customers (Indian and Global)	Indian › All major Two-Wheeler OEMs		Indian › Major Japanese and European PV OEMs › Indian multinational automotive manufacturing company		Indian › Leading Indian and European OEMs › Global supplier of actuation and motion control systems			
	Global › European, US and Japanese premium Two-Wheeler OEMs		Global › Leading North American and European PV OEMs › Global Tier 1 Supplier		Global › Leading European, Japanese and US OEMs › Global suppliers of braking systems			

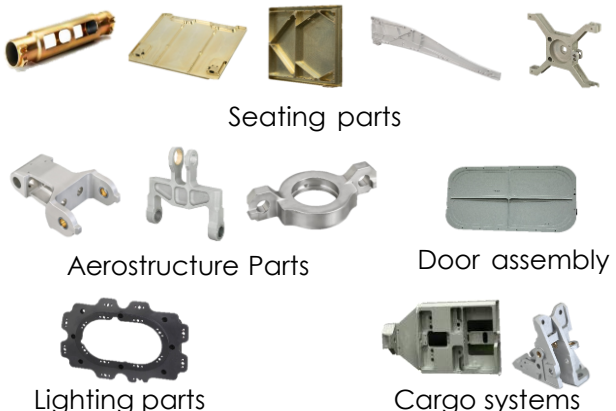



Wide range of product offerings: Auto (Tech-Agnostic and xEV)

Tech-Agnostic and xEV have been a key focus area for Sansera in the past few years. We continue to accelerate this growth as we are already working with well known domestic as well as global customers

	Tech-Agnostic			xEV		
Product Offerings	<p>2W / e-2W</p>  <p>Suspension Parts</p>  <p>Stem Comp Steering</p>  <p>Aluminium forged parts</p>	<p>PV / Hybrid / B-EV</p>  <p>Steering Parts</p>  <p>Tow Hook</p>  <p>Braking System Component</p>	<p>CV</p>  <p>Chassis Components (Cabin Tilt System)</p>  <p>Braking System Components</p>  <p>Integral Crankshaft (Braking System)</p>	<p>2W</p>  <p>Drive Train Part</p>  <p>Rotar Parts</p>	<p>PV</p>  <p>Drive Train Part</p>  <p>Drive Train Part</p>	<p>CV</p>  <p>Transmission Parts</p>  <p>Spring Bracket</p>  <p>Differential Lock Hook</p>
Sales Mix FY24	7.6%			4.7%		
Q4 FY24	8.4%			5.2%		
Key Customers (Indian and Global)	› European premium 2W OEMs	› Leading European PV OEM	› Leading Europe & US Based Tier 1 Customer	› Leading Indian EV OEMs	› One of the leading Indian OEM	› Marquee North American EV OEM

Wide range of product offerings: Non-Auto

Over the years, the company leveraged its existing capabilities to manufacture precision components for several non-automotive sectors and established its presence in the aerospace, off-road and agriculture sectors

	Aerospace & Defence	Off-road	Agriculture	Others
Product Offerings	 <p>Seating parts</p> <p>Aerostructure Parts</p> <p>Door assembly</p> <p>Lighting parts</p> <p>Cargo systems</p>	 <p>Fractured CR</p> <p>Split CR</p> <p>Gear Shifter Fork</p> <p>Crankshaft</p> <p>Rocker Arms</p>	 <p>Fractured CR</p> <p>Cam Shaft</p> <p>Pump Barrel</p>	 <p>Fractured CR</p> <p>Split CR</p> <p>Integral Crankshaft (Stationary Engine)</p> <p>Crankshaft</p> <p>Pump Barrel</p>
Sales Mix FY24	4.2%	4.3%	2.1%	1.7%
Q4 FY24	4.3%	4.3%	2.0%	2.0%
Key Customers (Indian and Global)	<p>Indian</p> <ul style="list-style-type: none"> › Leading Indian Tier 1 supplier <p>Global</p> <ul style="list-style-type: none"> › Global Tier 1 suppliers › Global European aircraft OEM › Global North American aircraft OEM 	<ul style="list-style-type: none"> › Global Recreational Vehicle OEM 	<ul style="list-style-type: none"> › Indian arm of a global supplier of fuel injection systems › Indian arm of a global engine-based fuel and air management systems manufacturer 	<ul style="list-style-type: none"> › Global OEM of Earth Moving Equipment › Indian arm of a global manufacturing and supply chain management co. › Subsidiary of a leading global power tools manufacturer › Global marine engine manufacturer

Well entrenched customer relationships

India

Within India, relationship with
All major 2 W OEMs

Relationship with **5 Key** PV OEMs,
accounting for **54%** of Market share

30+ years of relationship
with the **Leading** PV OEM

Relationship with **4 out of top 5**
EV OEMs

Relationship with **6 out of top 10**
LV OEMs

Relationship with **3 out of top 10**
MHCV OEMs

Relationship with **3**
major EV OEMs

Global

20+
Years

40%

10+
Years

20%

<10
Years

40%

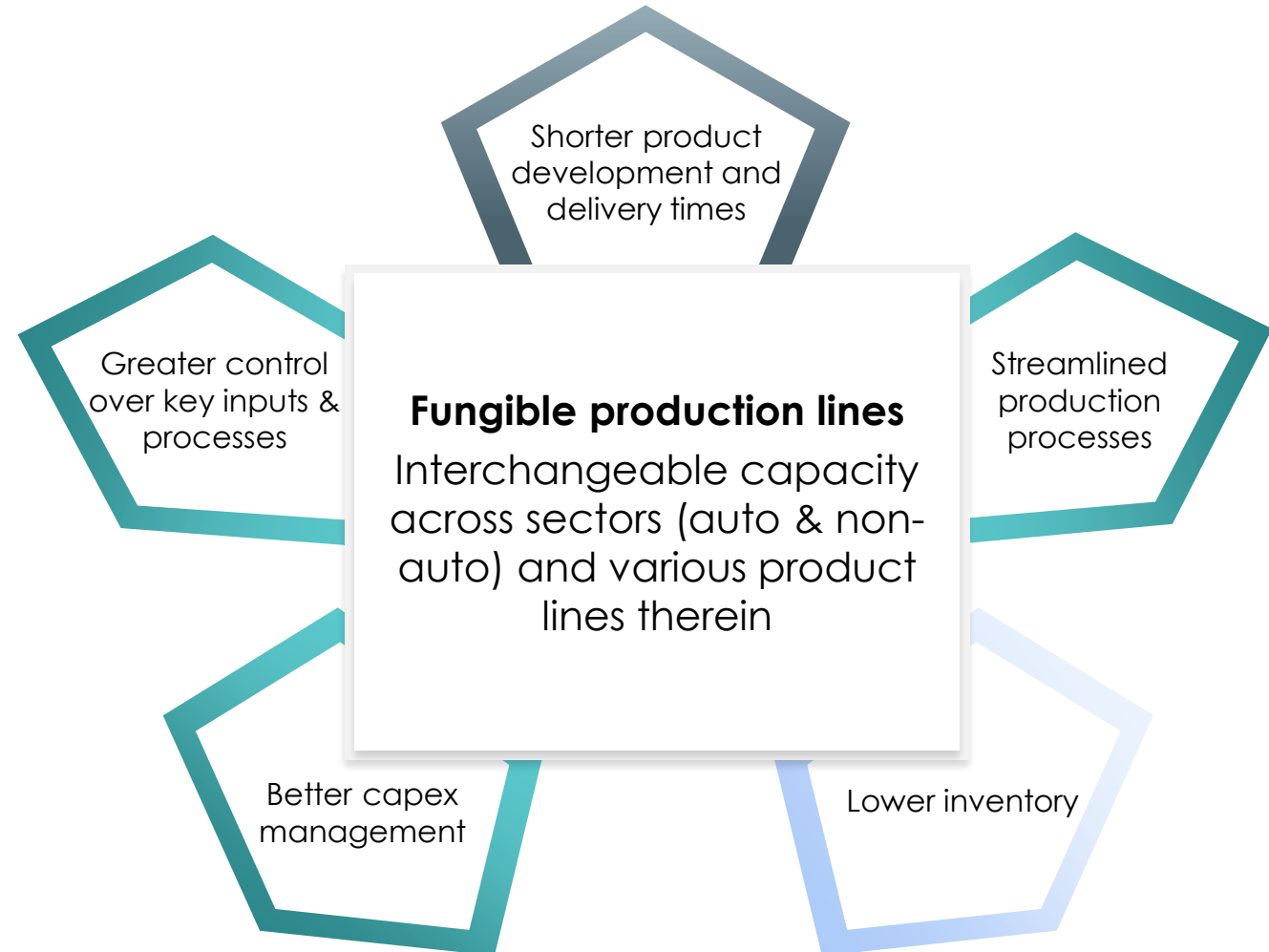
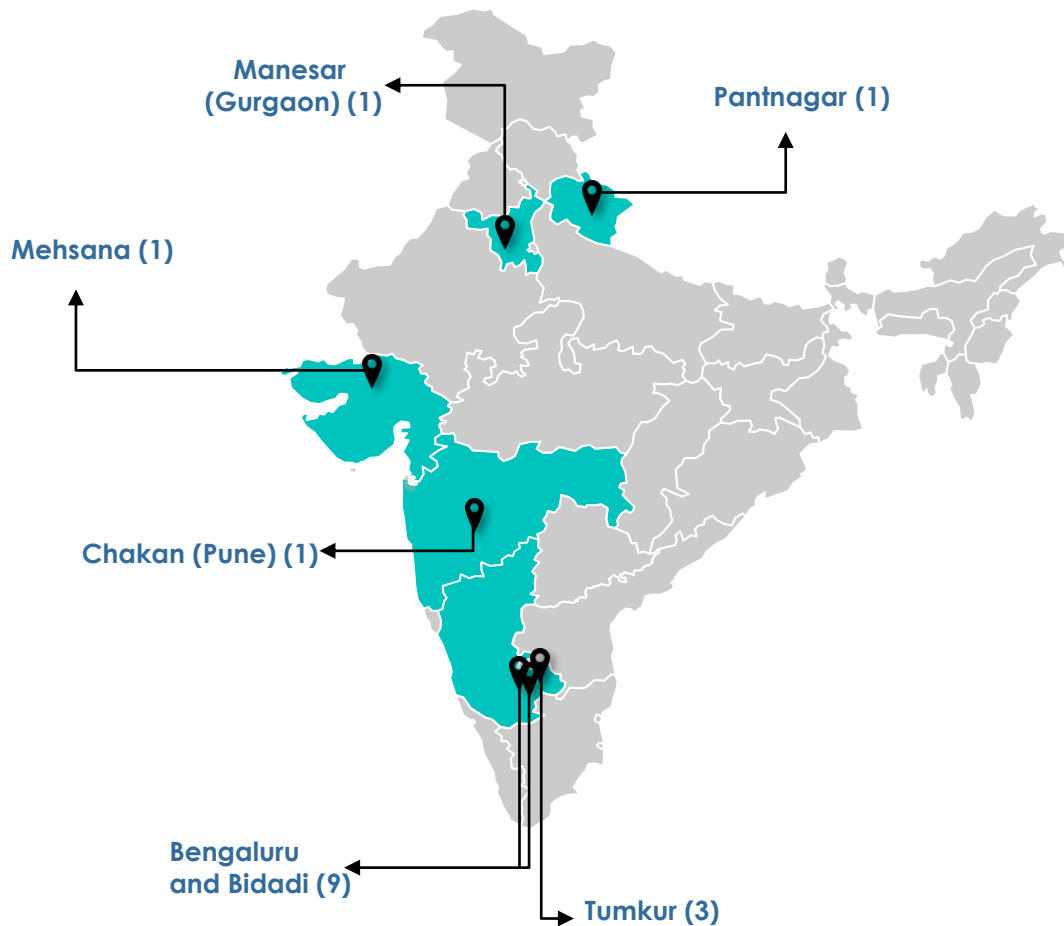
Longstanding relationships

Continuous new
customer addition

Longevity of relationship with top 20 customers

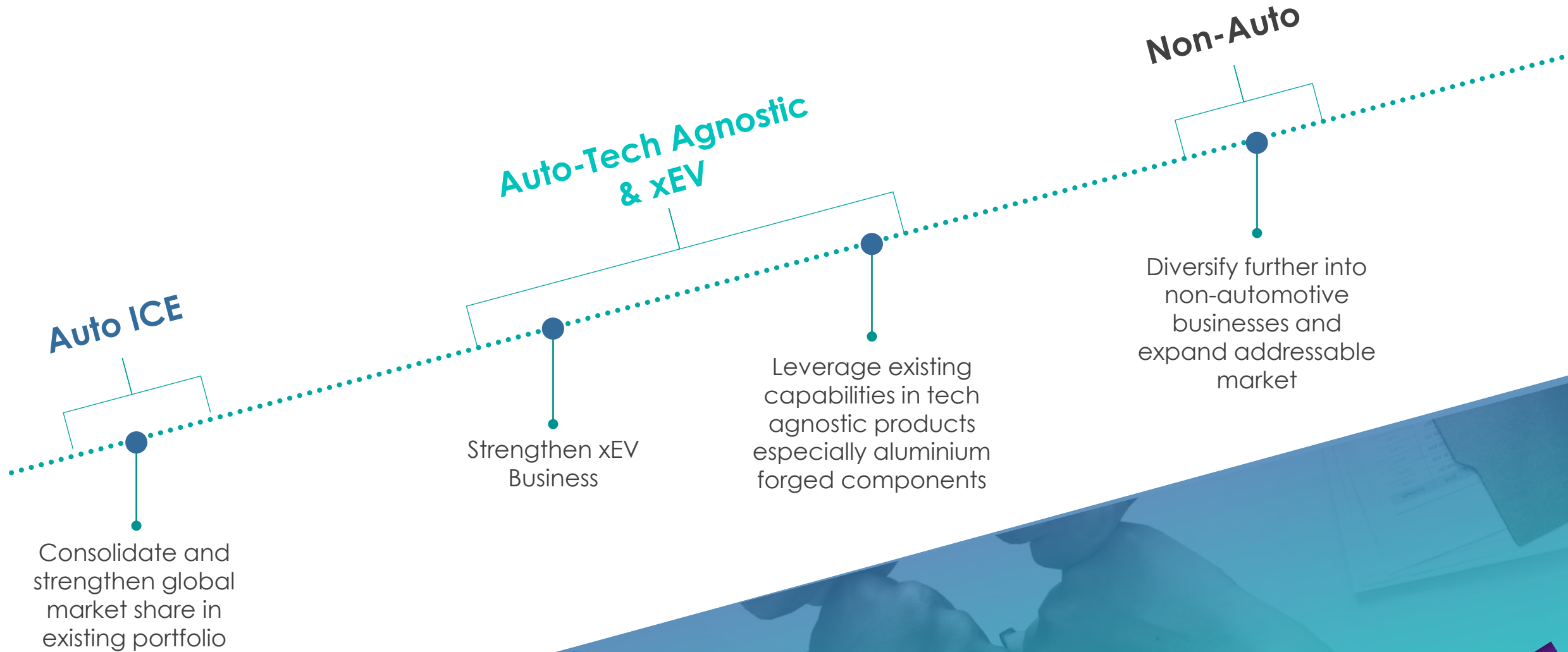
- › **Highest level of expertise** along with **abundant of experience** helps in executing complex engineering products
- › **Long-standing relationship** with customers including top domestic as well as international **OEMs**
- › Stringent customer audits, approvals and requirements adhered too
- › Focused on cornering **higher wallet-share** with clients
- › Continued focus on becoming the **first stop supplier** to our customers

Sansera has 16 plants in operation across India and 1 in Sweden
All its facilities are located in close proximity to the client production facilities





Levers for future growth



Indian market

Two wheelers



Largest supplier of connecting rods, rocker arms and gear shifter forks

Light Vehicles



Largest supplier of connecting rods and rocker arms



International market (Connecting Rods)

Light Vehicles



Top 10 supplier of connecting rods

Commercial Vehicles



Key industry trends

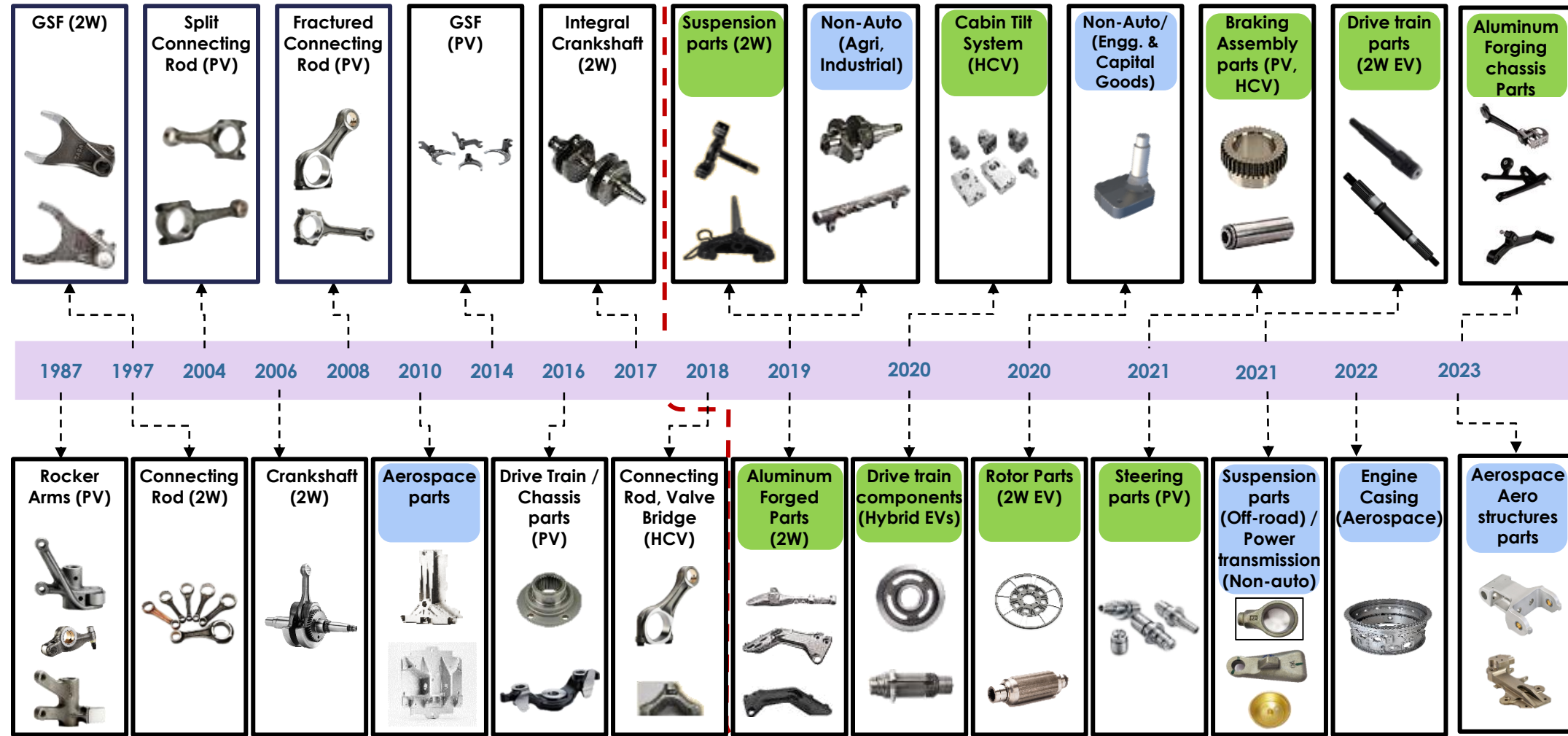
- › Faster engine upgrades
- › Rising outsourcing trend from OEMs and creating a dependency for supply
- › China+1 and Europe +1 themes in play
- › High focus on light weighting

Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements and emission norms

Product portfolio transformation

Aggressively expanding the product range into fast growing and trending space EV & Tech-Agnostic and Defense & Aerospace

High focus on new age comps in Auto side and Non-auto comps in recent years



EV / Tech-agnostic / Aluminium Comps

Non-Auto Comps

Strengthen xEV Business

Sansera endeavors to be ahead of the curve in the EV space with a clear emphasis and focus on development of a new mobility world

◆ Wealth of experience in ICE providing solid foundation for growth in the EV space

◆ Strong R&D and design capabilities to meet the requirements of both traditional OEMs and new-age players in the EV space

◆ Significant progress in winning multiple orders for Aluminum forged and machined comps which supports light weighting initiatives

◆ Broader product portfolio with a higher kit value

◆ Leveraging longstanding relationships with OEMs to increase penetration

◆ Recent wins with marquee global customers demonstrate momentum

◆ Completed setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru

◆ Rapid growth in EV space is expected in line with the mass production of our customers



Large Aerospace & Defence Facility, Jigani Hobli, Bengaluru

Ready Infrastructure to capture the new opportunities

140,000 sq ft
Covered area

2/3 of the space
dedicated for Aerospace

1/3 of the space
dedicated for defence

Strong relationship with
top aerospace OEMs as
well as with their Tier 1
Suppliers

Big boost from
large order wins
by Aerospace
OEMs

Multiple growth opportunities in
Defense driven by
Government's thrust on
Atmanirbhar Bharat

Rs. **3,500** Mln
Revenue potential at full
capacity utilization

Rs. **1,093** Mln
FY24 Revenue

Rs. **1,530** Mln
Mar-24 Orderbook
(peak annual revenues
for new business)





MMRFIC is a Research, Design and Manufacturing entity, building sub-systems for next generation Radars by leveraging machine learning with artificial intelligence and, mm-Wave Sensors with hybrid beam forming capabilities

Deal Size



INR **200** Mln
completed

~21% stake based on actual

FY24 EBITDA

Date – March 2023

**Sansera has right to invest and increase stake up to
51% at a predefined valuation formula**



- We will continue to focus on
 - Delivering high quality products to customers
 - Capital efficiency
 - Consistent performance
- Maintain momentum to grow non-auto business
- Continue to add high tech products to the portfolio
- Enhance exports in auto and non-auto space
- Explore inorganic growth opportunities

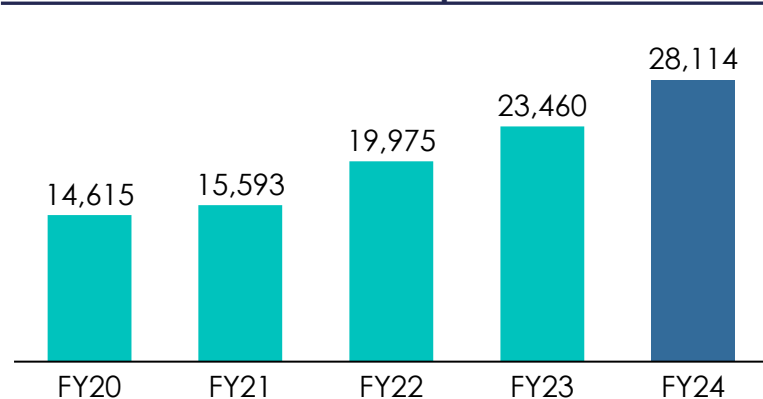


Historical Performance

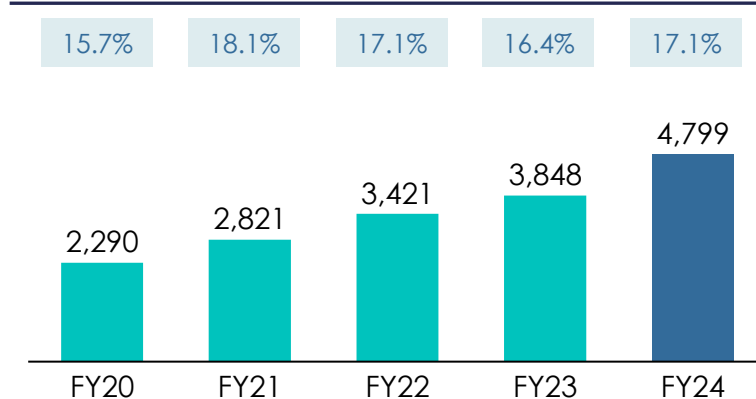
Historical Performance Highlights

Margins
Rs in Mln

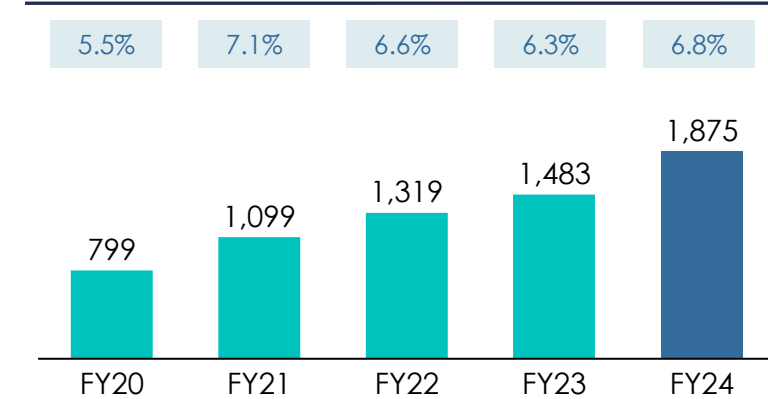
Revenue from Operations*



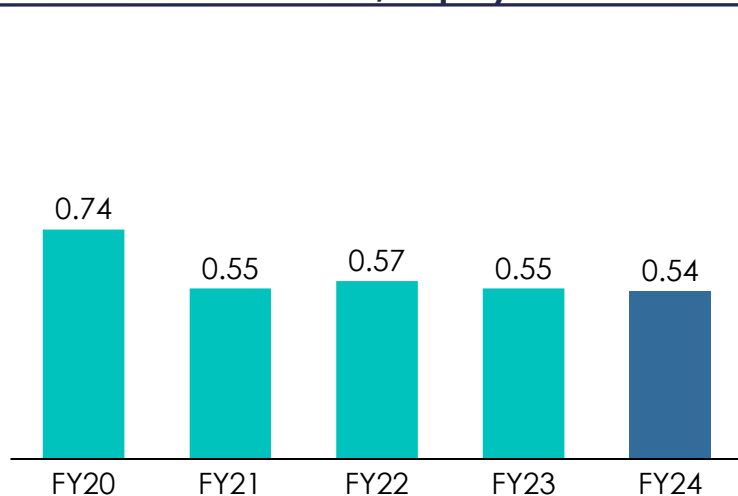
EBITDA



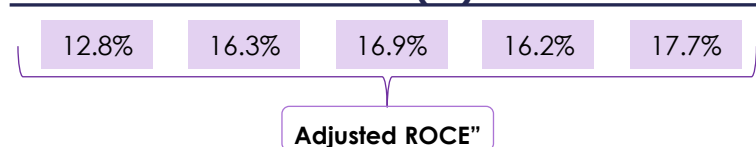
PAT



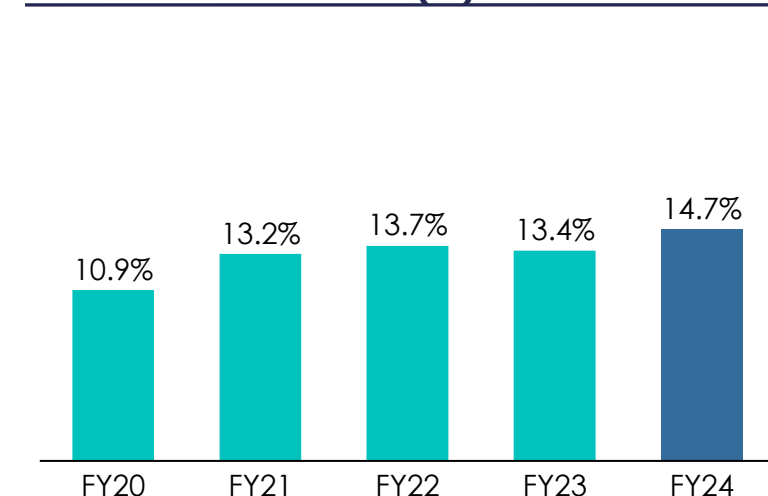
Net Debt / Equity



ROCE(%)



ROE(%)



ROCE : TTM EBIT / Average Opening & Closing Capital Employed (Equity + Net debt)

ROE : TTM PAT / Average Opening & Closing Network

*Adjusted ROCE is excluding "CWIP" from the "Capital Employed"

** From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

Consolidated Statement of Profit and Loss

Particulars (Rs. in Mn)	FY24	FY23	FY22	FY21	FY20
Revenue From Operation	28,114	23,460	19,975	15,593	14,615
Cost of goods sold (incl power & fuel cost)	16,877	14,162	11,896	9,167	8,811
Gross Profit	11,237	9,299	8,079	6,425	5,804
Gross Profit Margin	40.0%	39.6%	40.4%	41.2%	39.7%
Employee benefit expenses	3,798	3,180	2,774	2,138	2,134
Other Expenses	2,641	2,272	1,885	1,467	1,379
EBITDA	4,799	3,848	3,421	2,821	2,290
EBITDA Margin	17.1%	16.4%	17.1%	18.1%	15.7%
Other Income	24	101	70	131	117
Depreciation and amortisation expense	1,495	1,301	1,197	1,017	939
EBIT	3,328	2,647	2,294	1,935	1,468
EBIT Margin	11.8%	11.3%	11.5%	12.4%	10.0%
Finance Cost	770	615	510	474	581
Profit before Tax	2,558	2,032	1,784	1,461	887
Share of net profit of associates accounted for using the equity method, net of tax	5	-	-	-	-
Tax	687	549	465	363	88
Profit After Tax	1,875	1,483	1,319	1,099	799
Profit After Tax Margin	6.7%	6.3%	6.6%	7.0%	5.5%
EPS – Basic (Rs.)	34.83	27.74	25.27	21.02	15.63
EPS – Diluted (Rs.)	34.40	27.17	24.36	20.55	15.28

Note: Restated financial statements for FY20 and FY21

** From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"



Annexure



S Sekhar Vasan

Chairman and Managing Director

- › **40 years of experience in the field of manufacturing of precision products, with Sansera since incorporation**
- › PGDM from IIM Bengaluru and Bachelor of Technology from IIT Madras



F R Singhvi

Joint Managing Director

- › **40+ years of professional experience with 15+ years at Sansera guiding automobile and aerospace business**
- › Previously with M/s. Singhvi, Dev & Unni (C.A.) Chartered Accountant



B R Preetham

Executive Director & CEO

- › **30+ years of experience and has oversight across all areas of business including developing and maintaining relationships with suppliers**
- › Bachelor of Engineering from Bangalore University



Muthuswami Lakshminarayan

Non-Executive, Independent Director

- › Previously, held the position of MD at Bosch and Harman International
- › Masters' degree in Technology from IIT Bombay



Revathy Ashok

Non-Executive, Independent Director

- › Previously with Tishman Speyer & CFO of Syntel
- › Awarded '**Faculty medal for Best Performance**' – **Habitat & Environmental Studies**
- › PGDM from IIM Bengaluru



Samir Purushottam Inamdar

Non-executive Independent Director

- › Over 40 years of experience
- › Previously, **held President & CEO position of major businesses of General Electric in South Asia and as the CEO & Managing Director of Tyco Electronics in South Asia, for over 11 years**
- › PGDM from IIM Calcutta and Bachelors in Mechanical Engineering from Mumbai University

Sansera is an employee driven, professionally managed organization.

Majority of the senior management has been with the Company for more than 10 years and have led the expansion of our product families and customer base, resulting in business growth and diversification



B R Preetham
Executive Director & CEO



Vikas Goel
CFO

- › **30+ years of experience**
- › Previously worked with Ingersoll-Rand, Stanley Black & Decker, Weir and Motherson Sumi
- › Member of ICAI; Associate member of ICWAI; Bachelor of commerce from the University of Delhi



Praveen Chauhan
COO

- › **36+ years of experience, ~18 years at Sansera**
- › Previously worked with Maruti Udyog Limited
- › Diploma in Automobile Engineering from Board of Technical Education Delhi



Rajesh Kumar Modi
Head Legal & Secretarial

- › **23+ years of experience** in the legal and secretarial field, **4+ years at Sansera**
- › Bachelor of law and MBA from Barkatullah University, Bhopal, Member of ICSI



Satish Kumar
Chief Engineering & Technical Services officer

- › **35+ years of experience** in Operations, Business Development. **24+ years at Sansera**
- › Bachelor of Engineering from Bangalore University



Vidyadhar Janginamath
Head Engineering Design

- › **29+ years of experience, 15+ years at Sansera**
- › Responsible for the engineering department
- › Bachelor of engineering from Karnataka University



P R Suresh

Head Corp. Training & Quality system

- › **30+ years of experience** in the fields of quality systems management
- › Supervises the corporate training and quality systems department
- › Bachelor of Engineering from University of Mysore and an MBA from Indira Gandhi National Open University



Anil Patil

Chief Quality Officer

- › **22+ years of experience** in Quality Management and Operations Excellence
- › MBA in Operations Management and Supervision from Indian Institute of Business Management and Studies
- › Diploma in Automotive Engineering from Maharashtra State Board of Technical Education



Rakesh S B

Head Aerospace Division

- › **30+ years pf experience** in various fields including sales, marketing and aerospace engineering, **6+ years at Sansera**
- › Bachelor of engineering from University of Mysore



Pattabhiraman Raghuraman

Chief - Strategic Sourcing and Supply Chain Management Officer

- › 20+ years of experience, he has worked with Enphase, Ford, Sanmar Foundries
- › B.E. in Metallurgy and Executive Post Graduate Diploma in Business Management



Sanjeev Sharma

Chief Sales and Marketing Officer (CSMO)

- › 25+ years of experience in Operations, Business Development. 16+ years at Sansera
- › Responsible for Sales and Marketing (Domestic and Exports)
- › Bachelor of Engineering from Bangalore University. MBA



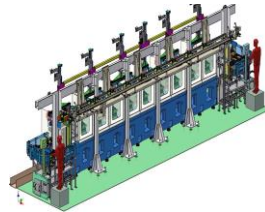
Madhukar Bhat

Chief Human Resources Officer

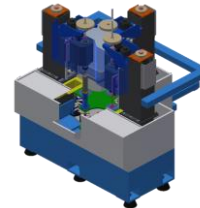
- › **25+ years of experience** in Human Resources Management and Industrial Relations / Welfare
- › Master's in Social Work from Karnataka University and PG Certificate in Human Resources Management from XLRI, Jamshedpur

500+ Dedicated engineering team supporting automotive, aerospace, machine building, automation & technical functions

In- House Machine Building Capabilities



Automated Cells

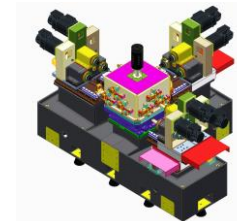


Vertical honing machines



Double disc grinding machines

8 station
special
purpose
machines



Rough Boring
Machine

Highlights

- › **1,100+** CNC Machines built in-house
- › **73** machines manufactured in 2023-24
- › **54** dedicated personnel in machine building division

Outcomes

- › Capital and operating efficiency
- › Reduced reliance on third party suppliers
- › High responsiveness to customer needs

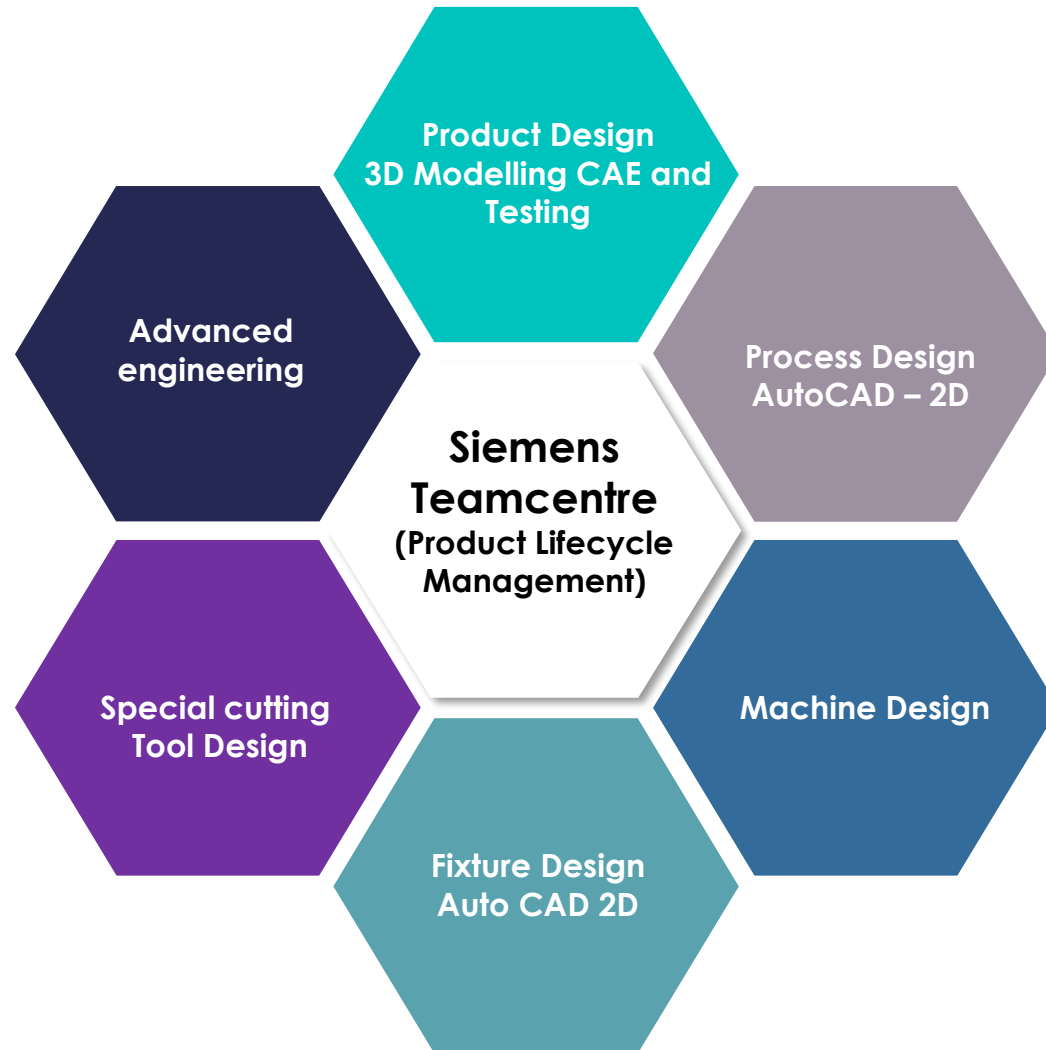
Automation Capabilities

Highlights

- › **48** Dedicated personnel in the automation division
- › Automated fracture and bolt assembly cells
- › Robotic final inspection cells
- › **196** Robots installed across all facilities

Outcomes

- › Increased Productivity
- › Increased Cost Control
- › Consistent Product Quality



Implemented Siemens PLM (Product Lifecycle Management) software to integrate all engineering activities and streamline project management

Awards & Accolades For The Period Gone By

Honda Motor India
Delivery & Quality
of Spare Parts
during 2023-2024

Raytheon
Premier Award for
outstanding achievement
in collaboration &
customer service

Royal Enfield
Reliable partner in
Quality & Delivery 2023

Fanuc Robotics
Best Automation
Solution
Award

V E Powertrain
Quality and Delivery
Excellence
Award,2023

TIEI
"Zero Defect Supplies"
& "For Achieving
Delivery Target 2022"

Ecovadis
Silver
Sustainability Rating
2023

Knorr-Bremse
Best Development
Support

Yamaha
Appreciation award
for delivery (2023)

**Golden Peacock
National Training
Award**
For best training
practices(2023)

TVS
Consistent Quality
Performance Year
2022-23

**Honda
Motorcycle &
Scooter India**
"Delivery
Management Award"
(2023)

World CSR
"Best Use of CSR
Practices
"(Manufacturing
Industry) World CSR
(2023)

ACMA
Certificate of
appreciation award
on Sustainability (2023)

Quality Platinum
award from **Bajaj
Auto** (2023)

Boeing
Excellent Supplier
Performance (2022)

**ET ascent
Company of the
year** (Automotive)
Business Leader of the
year (2023)

GM Award
launch Excellence
award (2022)

Bajaj
Quality Award BAL Q
"Platinum" Award
(2022)

Hero
Next Sustainability
Award Best
Performance EARN
Program (2022)

Bosch India
Regional Supplier
awards
Long term Association
Fitwel Forge(2022)

HMSI
(Honda Motorcycle &
Scooter India Pvt. Ltd.)
award for Environmental
initiatives (2022)

Godrej
Outstanding Quality
Award (2022)

Co-Curricular Activities (Yoga, Music, Drawing and Computer Education):

- ❖ No. of Resource Person: 12
- ❖ No. of Schools: 29
- ❖ No. of Students: 7796
- ❖ Total Salary of RP: Rs. 5,84,793

Drawing



Music



Computer



Yoga



CSR Activity Conducted – Makkala Santhe Habba

- ❖ Objective: To drive concept of small business & promotion of talent
- ❖ Idea promoted by: Volunteers of SANSERA
- ❖ Items sold: Food items -Chats & Pakodas, beverages, games etc...,
- ❖ Location: Campus of GHPS Begur
- ❖ No. of Students participated: 450
- ❖ Date: 16th Dec 2023
- ❖ Estimated Revenue: Rs. 3,850
- ❖ Supported by: Local leaders
- ❖ Sansera's Amount Contribution: Nil



CSR Activity Conducted – School Finishing Students

- ❖ Partner: Vonisha Foundatio
- ❖ Budget Planned: Rs. 6 lac
- ❖ Sansera Contribution: Nil
- ❖ Location: GHS Begur (Sansera newly built Multi -Purpose Hall)
- ❖ No. of Students benefited: 13 Boys & 21 Girls, Total 34

**For Dropout
Students**



- ❖ Impact Study of Food Trolley
- ❖ No. of Schools Benefited: 7
- ❖ Total Trolleys Distributed: 8
- ❖ Total Children: 1,673
- ❖ Amount Spent: Rs. 68,072
- ❖ Impact: Time saved, easy distribution of food, Food wastage avoided, floor damage avoided
- ❖ Cleanliness maintained

Name of School	No. of Trolley
GHS Haragadde	2
GHPS Kittiganahalli	1
GH PS Thirumagondanahalli	1
GHPS Hennagara	1
GHS Begur	1
GMPS Begur	1
GHS Doddakallasandra	1
Total	8





Hebbagodi



Thirumagondanahalli

Highly involved in ESG Practices (1/3)



5s Award given in Hargadde School September 2023



5s Activity at Schools Q2 2023



Initiatives taken in Education Sector (govt schools)



Rs. 24.9 Lakhs
Scholarship distributed
Scholarship Program



Voluntaries at School Independence day program



Supporting to Sports player



International Yoga day Celebration



Initiatives taken in Health Sector

BP Awareness Program in Bengur School

SANSERA FOUNDATION charities@work

Suprajit Foundation

NATIONAL TB ELIMINATION PROGRAMME (NTEP)

A CSR INITIATIVE ADOPTION OF TB PATIENTS OF ANEKAL TALUK

Under Pradhan Mantri TB Mukta Bharat Abhiyan



ADOPTION OF TB PATIENTS OF ANEKAL TALUK - TB Elimination program

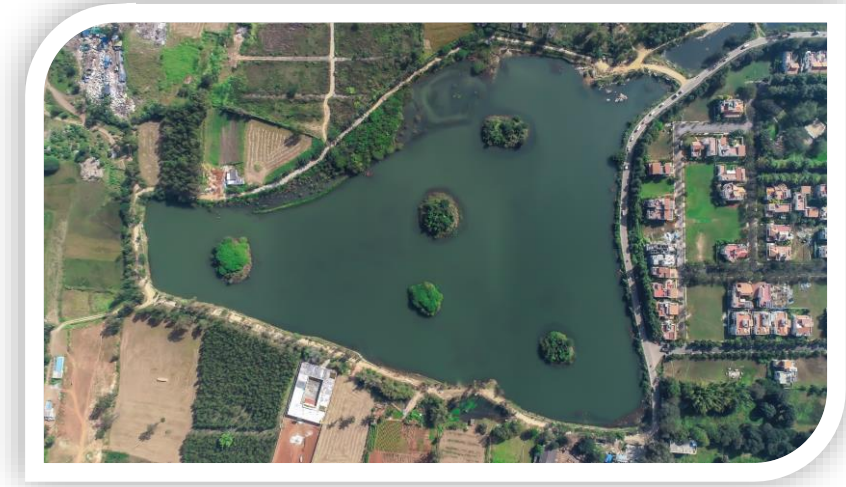
Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

Initiatives taken for Environment

KYALASANAHALLI LAKE



January 2017

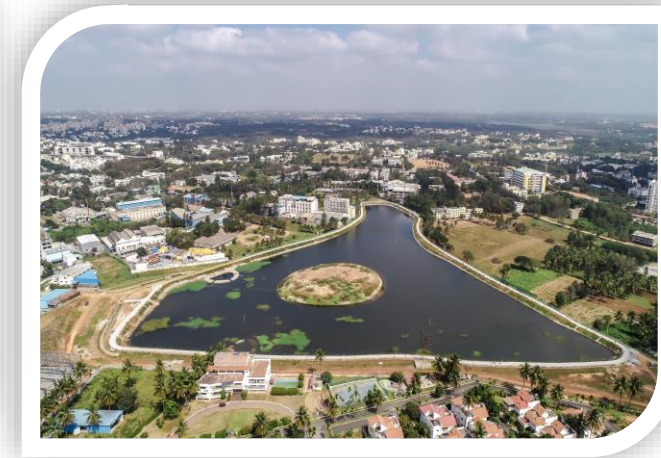


Present

- Hands-free Waste Processing
- Segregates into bio and Non-bio Components
- Handles all kinds of Mixed Waste
- Output Efficiency of up to 99.7%
- Highly Scalable
- Huge Capacities - Handles 100s of Tons
- Very Low Power Consumption



TRASHBOT A de-centralised automated mixed waste segregator at BOMMASANDRA LAKE



Present



Sansera Sustainable programs shared at a State level meeting by Sansera's JMD



Plantation by Sansera Employees



For more information please contact:

Company:

SANSERA
ideas@work

Sansera Engineering Limited

CIN: L34103KA1981PLC004542

Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer

Email id: rajesh.modi@sansera.in

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Shikha Puri / Dharmik Kansara

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Tel No: +91 9819282743 / +91 7208179323

Thank you

