



Sona BLW Precision Forgings Ltd. announces Q3 FY22 Results

Revenue grows 1% YoY to Rs. 494 crore, BEV Revenue grows 108% YoY,
EBITDA margin at 26.4%, PAT grows 4% YoY, RoCE and RoE of 36%
Net order book grows 29% in Q3 FY22 to Rs. 17,600 crore

Gurugram, India, February 01st, 2022: Sona BLW Precision Forgings Ltd. (**Sona Comstar**), a leading automotive technology company providing mission critical systems and components for electrified and non-electrified powertrain segments, today announced its financial results for the quarter and nine months ended December 31st, 2021.

Key Financial Highlights – Q3 FY22

- Revenue of Rs. 494 crore with 1% YoY growth;
- 29% revenue share from Battery Electric Vehicles (BEV), BEV revenue growth of 108% YoY
- EBITDA of Rs. 131 crore with EBITDA margin of 26.4%
- PAT of Rs. 86 crore with 4% YoY growth
- The net order book* increased to Rs. 17,600 crore from Rs. 13,600 crore as of September 30th, 2021
- Awarded a program to supply a new product, integrated motor controller module (IMCM), for the customer's predictive active suspension, adding over Rs. 400 crore revenue per year in the future.

Management Comment

Commenting on the performance, **Mr. Vivek Vikram Singh, MD & Group CEO**, said: "This was a challenging quarter for us as light vehicle production in our key markets of USA and Europe declined over 20% y-o-y due to the semi-conductor chip shortage. Our revenue growth of 1% y-o-y in the third quarter has been driven by rapid scale up of revenues from BEV, which are higher by 108% y-o-y, and now represent 29% of overall revenues. Our profitability and return ratios remain strong, despite the impact of sharply rising input prices. We have been awarded a new program to supply integrated motor controller module for the customer's predictive active suspension system that adds a new revenue stream for us as a company. With 4 new BEV programs awarded during the quarter, our net order book grew 29% to Rs. 17,600 crore of which 66.4% is contributed by EV."

Operational Highlights – Q3 FY22

Key Developments:

- Awarded a new program to supply integrated motor controller module (IMCM) for the customer's predictive active suspension system. This new product has been possible due to our extensive R&D on



BSG, especially the thermal management and the software modules. It adds a new revenue stream for us as a company, with this first order win itself adding over Rs 400 crore revenue per year.

Electrification:

- **BEV Revenue Share:** Revenue from Battery EV grew 108% YoY to Rs. 135 crore and contributed 29% of total revenue as against 14% in FY21.
- **EV programs:** Added 4 new programs and 3 new customers in Q3 FY22. The number of awarded programs increased to 24 across 14 different customers.

Increasing Global Market Share:

- **Differential Gears:** Global market share increased to 6.3% in CY21 from 5.0% in CY20.
- **Starter Motors:** Global market share in light vehicles increased to 4.6% in CY21 from 3.0% in CY20.

Product Diversification:

- Our journey from components to sub-systems and systems continues to progress, as revenue share of differential assemblies increased from 18% in FY21 to 26% in 9M FY22.

**refer Investor Presentation*

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About Sona BLW Precision Forgings Limited

Sona BLW Precision Forgings Limited (**Sona Comstar**) is one of **the world's** leading automotive technology companies. Founded in 1995, it is headquartered in Gurugram, India and has emerged as a global supplier with nine manufacturing and assembly facilities across India, USA, Mexico and China.

Sona Comstar is primarily engaged in designing, manufacturing and supplying highly engineered, mission critical automotive systems and components to automotive OEMs. Sona Comstar is a leading supplier to the fast-growing global Electric Vehicle (**EV**) market. The company has strong R&D, engineering and technological capabilities in precision forging, mechanical and electrical systems, as well as base and application software development. It is diversified across geographies, products, vehicle segments and customers.

Sona Comstar is listed on BSE Ltd (**BSE**) (Code: SONACOMS/543300) and the National Stock Exchange of India Ltd. (**NSE**) (Symbol: SONACOMS).

For more information about us, please visit www.sonacomstar.com or contact:

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