

May 23, 2022

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 call tomorrow at 12.30 pm (IST) on the audited financial results of the Company for the quarter and year ended on March 31, 2022.

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

Kindly take the same in your record.

Thanking you,

for Sansera Engineering Limited



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

Encls: a/a

SANSERA ENGINEERING LIMITED

(Formerly Sansera Engineering Pvt Ltd)

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SANSEERA
ideas@work



Investor Presentation
May 2022

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Q4 & FY22 Highlights

General Motors

30th annual
supplier

of the year
2021

HMSI

Honda Motorcycle &
Scooter India Pvt. Ltd.

award for
Environmental
initiatives

SANSEERA
ideas@work

well recognized by vendors

Knorr-Bremse
award for
Technology
support

Performance Highlights

Crossed
FY22 **Rs. 20.0 Bn**
Annual total revenues mark

Achieved
Q4FY22 **Rs. 5.8 Bn**
Highest ever quarterly total revenues

Rs in Mln

Total Revenues

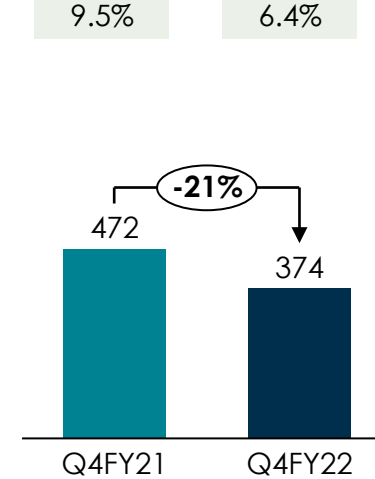
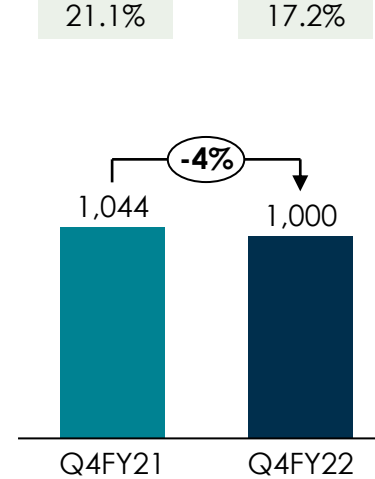
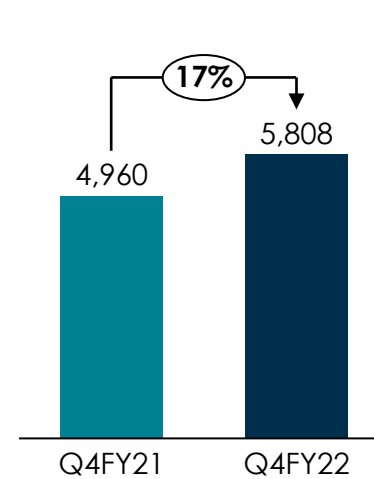
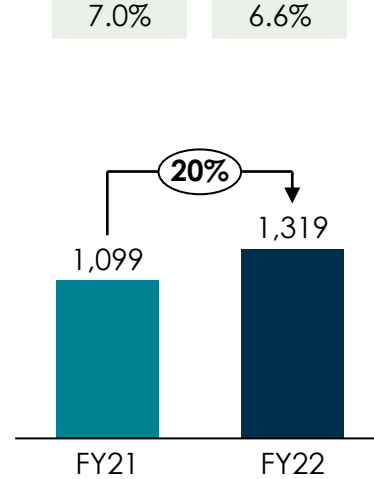
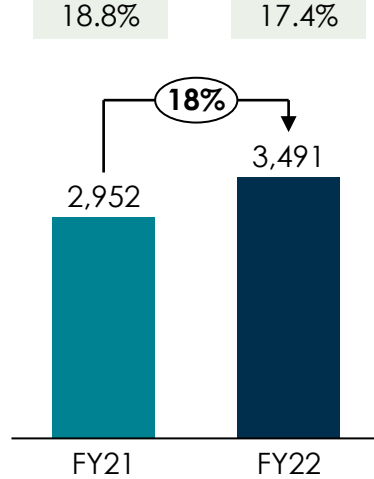
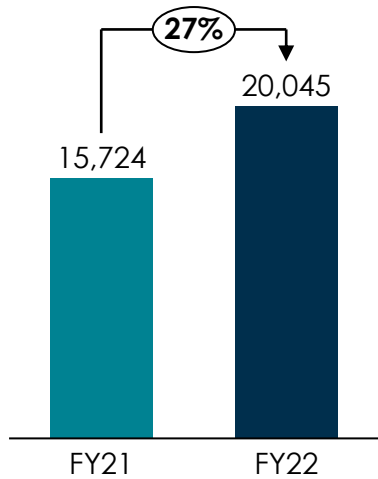
EBITDA

PAT

Total Revenues

EBITDA

PAT



- › FY22 was one of the most challenging years that the industry has ever faced yet Sansera achieved a 27% growth in total revenues and crossed Rs. 20.0 bn annual revenue mark
- › Sansera recorded a 17% YoY growth in the total revenues in Q4FY22
- › In an inflationary environment, Sansera was able to pass on the increase in RM prices to domestic customers in Q4FY22. However, gross margins had a decline of 1.9% primarily due to lag in price increase on domestic sales and marginal drop in margins on international revenues due to higher RM prices
- › Drop in Q4FY22 EBITDA was driven by fall in gross profit, higher employee cost (salary

- › increment and ESOP costs), higher other expenses which grew in line with sales
- › On debt front, our net debt stood close at Rs. 5,948.2 Mln
- › Phase 1 of setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru has completed. Production lines for 2W-xEV and hybrid-PVs have begun mass production in Q4FY22
- › **The Board of Directors has recommended a dividend of 100% of the face value of Rs. 2.00 per equity share for FY22**



Mr. B R Preetham
Group CEO

Commenting on the performance Mr. B R Preetham Group CEO, Sansera Engineering Limited said,

*"This has been a milestone year in the history of Sansera marked by our IPO and we are thankful to you for your tremendous support. With our perseverance, we navigated through one of the most challenging years that the industry has ever faced and **crossed the Rs. 20 Bn revenues mark in FY22**. We also registered our **highest ever quarterly sales of Rs. 5.8 Bn in Q4FY22**. We are delighted to share with you that the Board has in aggregate approved dividend distribution to shareholders.*

With a 6% degrowth in FY22, the industry also faced some headwinds – increase in raw material costs and semiconductor prices, and supply chain disruptions. The semi conductor shortage seems to be easing to some extent. However, the input costs will continue to be a challenge in this year. Our teams are looking into cost structure improvements and value engineering initiatives.

In line with our strategic priorities, we have built a very healthy order pipeline with annual peak revenues growing by 20% (vs Sep-21) to Rs. 14.9 Bn (Apr-22).

Going forward, we remain focused on the qualities that differentiate Sansera, which are operating excellence, product quality, ensuring the continuity of supply to our customers, and generating profits. We have witnessed a strong momentum in demand for new components/ business and currently we have about 255 components under various stages of development (including auto and non-auto other than aerospace). We are also working on another ~300 components on various stages of RFQ. The aerospace pipeline which typically works in large packages is also pretty hefty. I'd like to reiterate that we are committed to consolidate and strengthen global market share in existing portfolio as well as diversify into non-auto and technology agnostic components (including xEVs)."

~INR 30 Bn order from a leading North American OEM for connecting rods

- › A contract for development, manufacturing and supply of connecting rods from a leading North American OEM for its upcoming project
- › The start of production would be from July 2025 and is expected to run over seven years
- › The approximate quantity for the contract is over 35 million connecting rods with an estimated revenue of over USD 400 Mn (INR 30 Bn based on current forex rate).

We have already been supplying components to multiple locations of this customer for several years. This ~INR 30 Bn order further strengthens our relationship with them.

This order is in-line with the company's strategy to consolidate and strengthen global market share in existing portfolio.

INR 3 Bn order from BMW Motorrad for aluminium forged and machined parts

- › Bagged orders for two packages consisting of 26 Aluminium Forged and Machined parts from BMW Motorrad amounting to approx. INR 3 Bn over 10 years.
- › These parts will be supplied from one of the Sansera Bengaluru plants, where Sansera has created a State-of-The-Art facility for Aluminium Forging and Machining, including Solution Heat Treatment and Anodizing

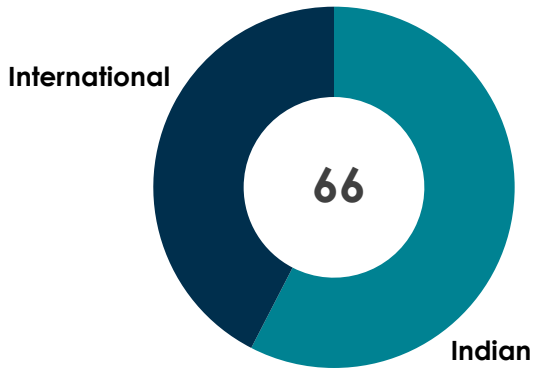
This INR 3 Bn order from BMW shows Sansera's prowess in Aluminium Forged and Machined parts. We have already been supplying components to multiple locations of BMW for the past 3 years and this order further strengthens our relationship with them.

Strong and diverse business pipeline for future growth (1/2)

245 LOIs/Purchase Orders from 66 customers in the auto and 33 customers in the non-auto sector

Strong pipeline...

Automotive customers (#)



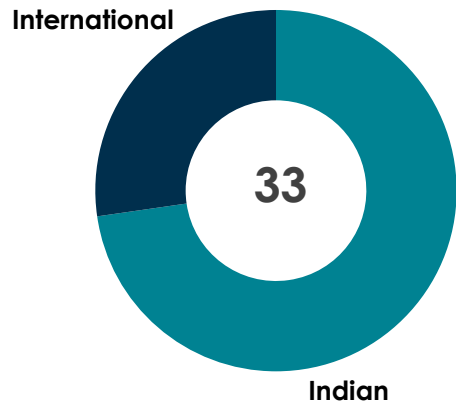
9 xEV Customers

5 (2W)

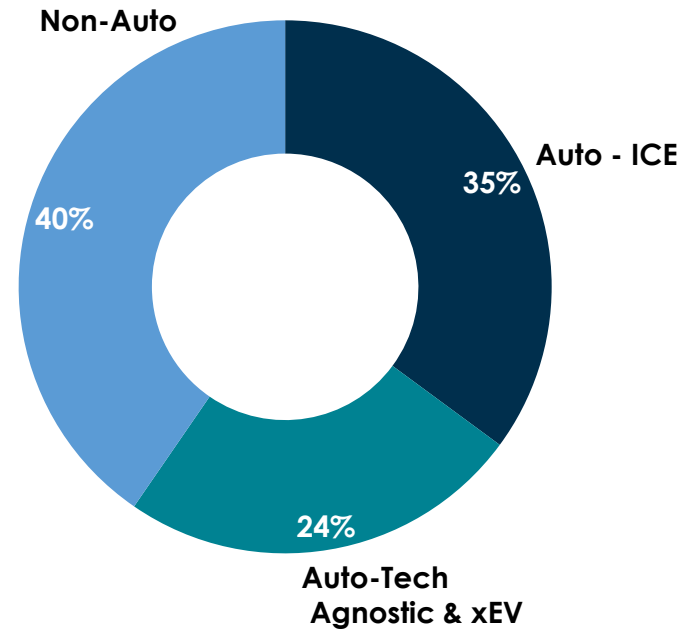
2 (PV)

2 (CV)

Non – automotive customers (#)

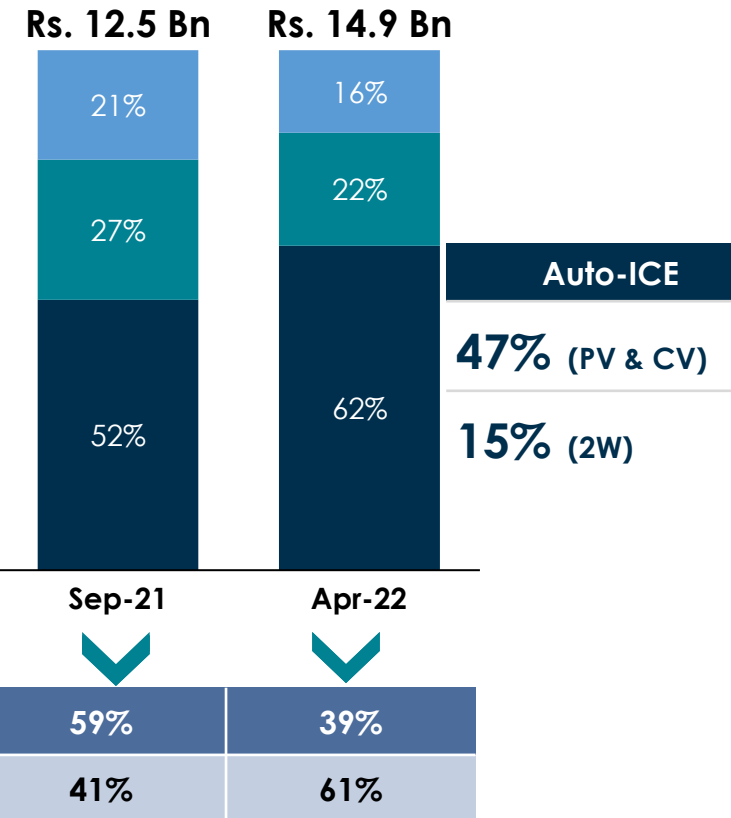


...with 245 LOIs/Purchase Orders



...and rising peak annual revenues

Non-auto (light blue), Auto-ICE (dark blue), Auto-Tech Agnostic & xEV (teal)



Represents LOIs / POs for which production has started beyond 1-Apr-2022 or is yet to start.

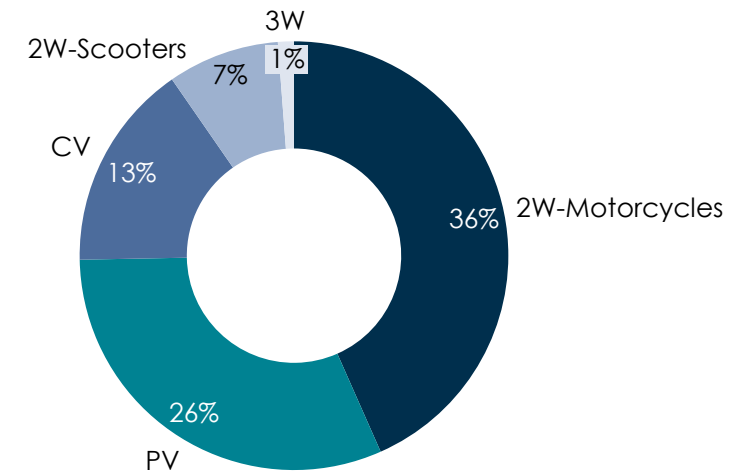
Strong and diverse business pipeline for future growth (2/2)

Build-up of peak annual revenues



Sales mix (%)	Q4FY22	Q4FY21	FY22	FY21
By End-Use Segments				
Auto – ICE	83%	83%	83%	83%
Auto-Tech Agnostic & xEV	7%	6%	6%	5%
Non-Auto	10%	11%	11%	12%
TOTAL	100%	100%	100%	100%
By Geographies				
India	63%	65%	63%	65%
Europe	24%	25%	24%	25%
USA	8%	7%	9%	7%
Other Foreign Countries	5%	3%	4%	3%
International	37%	35%	37%	35%
Exports from India	29%	25%	28%	26%
Sweden Sales	8%	10%	9%	9%
TOTAL	100%	100%	100%	100%

FY22 – Auto – ICE breakdown



% reflect percentage of total sales

Consolidated Profit & Loss Account

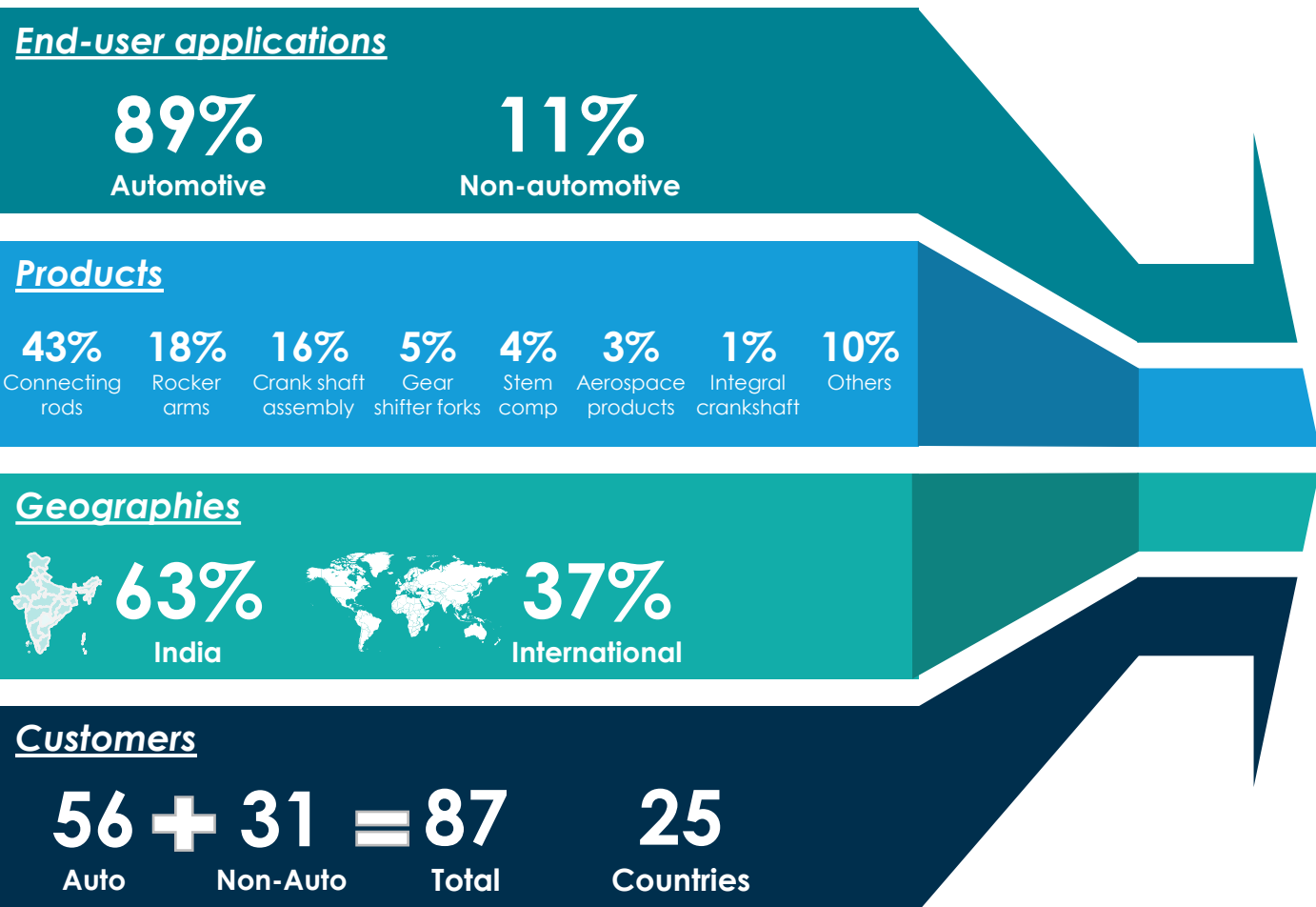
Particulars (Rs. in Mln)	Q4FY22	Q4FY21	YoY	FY22	FY21	YoY
Total Revenue	5,808.2	4,959.9	17%	20,045.3	15,723.6	27%
Cost of goods sold (incl power & fuel cost)	3,471.0	2,881.7		11,895.9	9,167.2	
Gross Profit	2,337.2	2,078.2	12%	8,149.4	6,556.4	24%
Gross Profit Margin	40.2%	41.9%		40.7%	41.7%	
Employee benefit expenses	769.2	537.9		2,773.6	2,137.5	
Other Expenses	567.8	496.0		1,885.0	1,466.8	
EBITDA	1,000.1	1,044.4	-4%	3,490.8	2,952.1	18%
EBITDA Margin	17.2%	21.1%		17.4%	18.8%	
Depreciation and amortisation expense	327.2	291.3		1,197.0	1,016.8	
EBIT	672.9	753.1	-11%	2,293.8	1,935.4	19%
EBIT Margin	11.6%	15.2%		11.4%	12.3%	
Finance Cost	146.7	125.4		510.1	473.9	
Profit before Tax	526.2	627.8	-16%	1,783.7	1,461.5	22%
Tax	152.6	155.9		464.8	362.8	
Profit After Tax	373.6	471.9	-21%	1,318.9	1,098.6	20%
Profit After Tax Margin	6.4%	9.5%		6.6%	7.0%	
EPS – Basic (Rs.)	7.18	9.15		25.27	21.02	
EPS – Diluted (Rs.)	6.97	8.94		24.36	20.55	



Company Overview

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

Well diversified business across.....



Ready to capture upcoming opportunities with....

17 Facilities

Integrated manufacturing facilities

- Entire manufacturing process being carried out in-house & supported via concurrent engineering capabilities.
- Modular and fungible production lines

245 Dedicated team

Strong in-house engineering capabilities

- High focus on engineering, machine building, automation

Professional management

- Distinguished board and experienced management team
- Professional leadership – CEO, CFO & Head of Operations

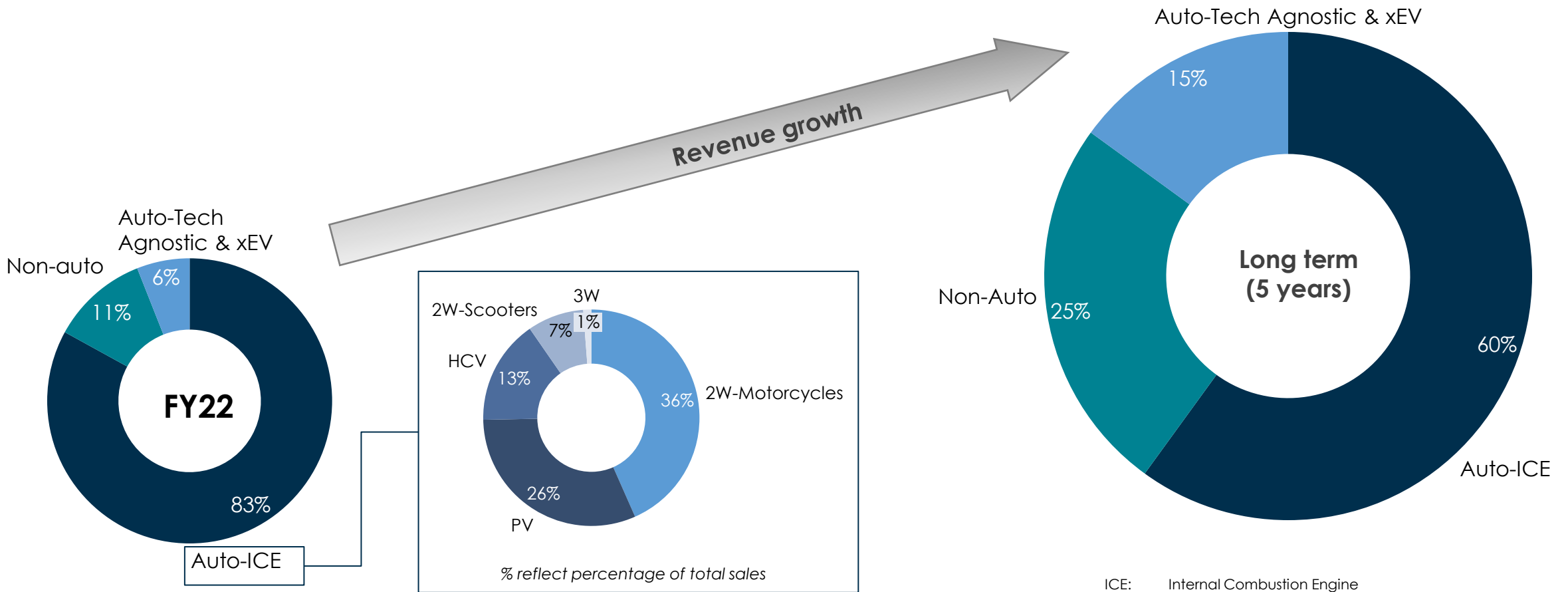
Resilient financial performance & strong profitability

FY22 (Rs. Mln)		FY21 (Rs. Mln)	
20,045	3,491 (17.4%)	15,724	2,952 (18.8%)
Total Revenues	EBITDA	Total Revenues	EBITDA

Sales mix for FY22

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Sansera plans to continue to improve its market share, participate in the growing xEV opportunity and diversify into technology agnostic components and non-auto sectors



Leading supplier of precision forged and machined components

The critical applications of Sansera's products and stringent quality requirements, act as a strong competitive advantage for the company

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

Connecting Rods
Rs. 11 bn

12%
FY21 – 26
CAGR

Rocker arm
Rs. 5 bn

10%
FY21 – 26
CAGR

Gear shifter forks
Rs. 3 bn

13%
FY21 – 26
CAGR

Crankshaft
Rs. 17 bn

13%
FY21 – 26
CAGR

Stem Comp
Rs. 8 bn

14%
FY21 – 26
CAGR

International market (Connecting Rods)

Light Vehicles



Top 10 supplier of connecting rods

Commercial Vehicles



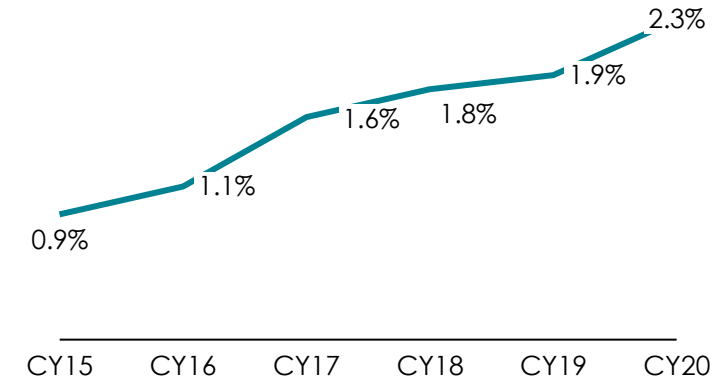
Connecting Rods(LV)
289 mn units

3%
FY21 – 26
CAGR

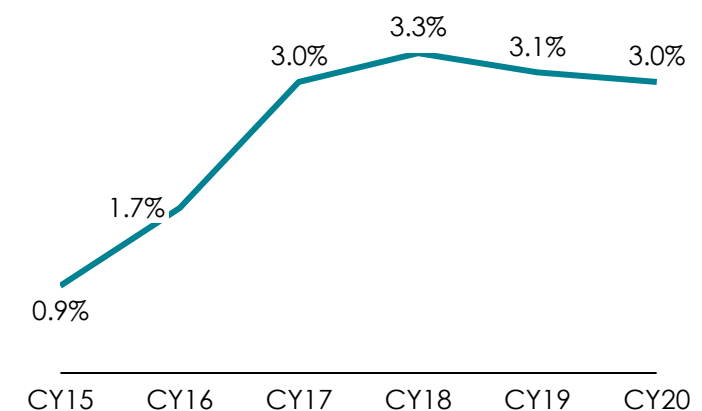
Connecting Rods(CV)
35 mn units

1%
FY21 – 26
CAGR

Sansera's Market Share (LV)



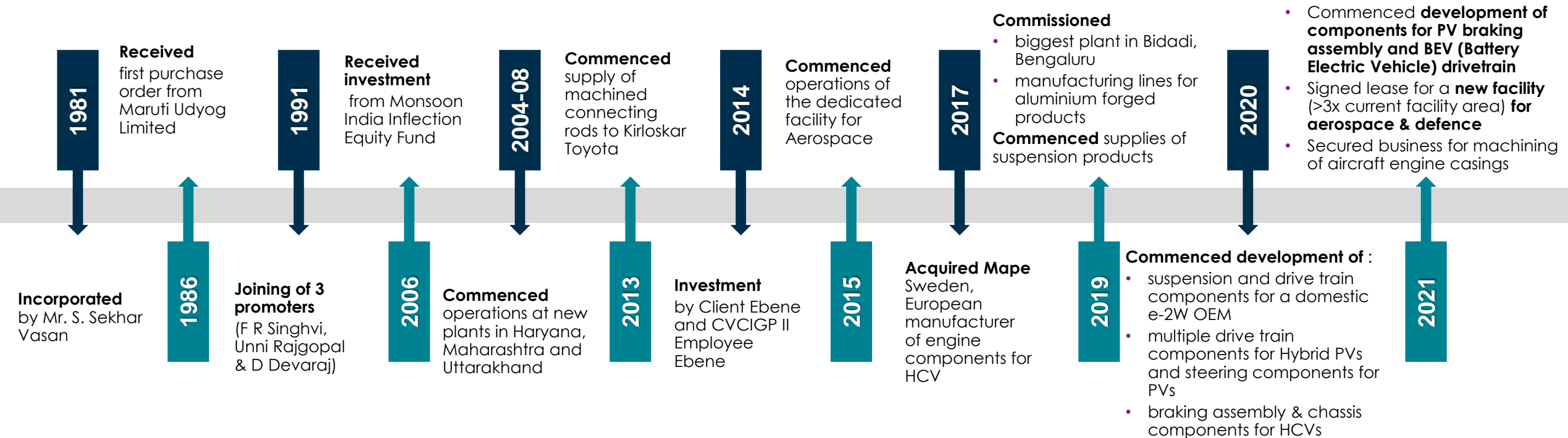
Sansera's Market Share (CV)



Source: Prospectus, Ricardo report, CRISIL report.

















Emphasis on diversification for four decades

Over the decades, adaptation and diversification into wider market has been the key for Sansera's growth



Wide range of product offerings: Auto

Sansera has a track record of developing complex and critical precision engineered components for the automotive sector over multiple decades. Most 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 CR	 Crankshaft	 GSF	 Fractured CR	 Split CR	 Fractured CR	 Split CR	 Gear Shifter Fork
	 Stem Comp (Suspension)	 Aluminium forged Comp. (Chassis)	 Integral Crankshaft	 Rocker Arm (DLC)	 Gear Shifter Fork	 Integral Crankshaft (Braking System)	 Cabin Tilt System Comp. (Chassis)		
Sales Mix FY22	Motorcycles 37%		Scooters 10%		28%		13%		
Q4FY22	36%		12%		29%		13%		
Key Customers (Indian and Global)	Indian › 9 out of Top 10 Two Wheeler OEMs		Global › European, US and Japanese premium Two Wheeler OEMs		Indian › Major Japanese and European PV OEMs	Global › Leading North American and European PV OEMs › Global Tier 1 Supplier	Indian › Leading Indian and European OEMs › Global supplier of actuation and motion control systems	Global › Leading European, Japanese and US OEMs › Global suppliers of braking systems	

CR: Connecting Rods
RA: Rocker Arms

Note: The remaining 1% of the auto segment's revenues was contributed by Three-Wheelers in both FY22 and Q4FY22

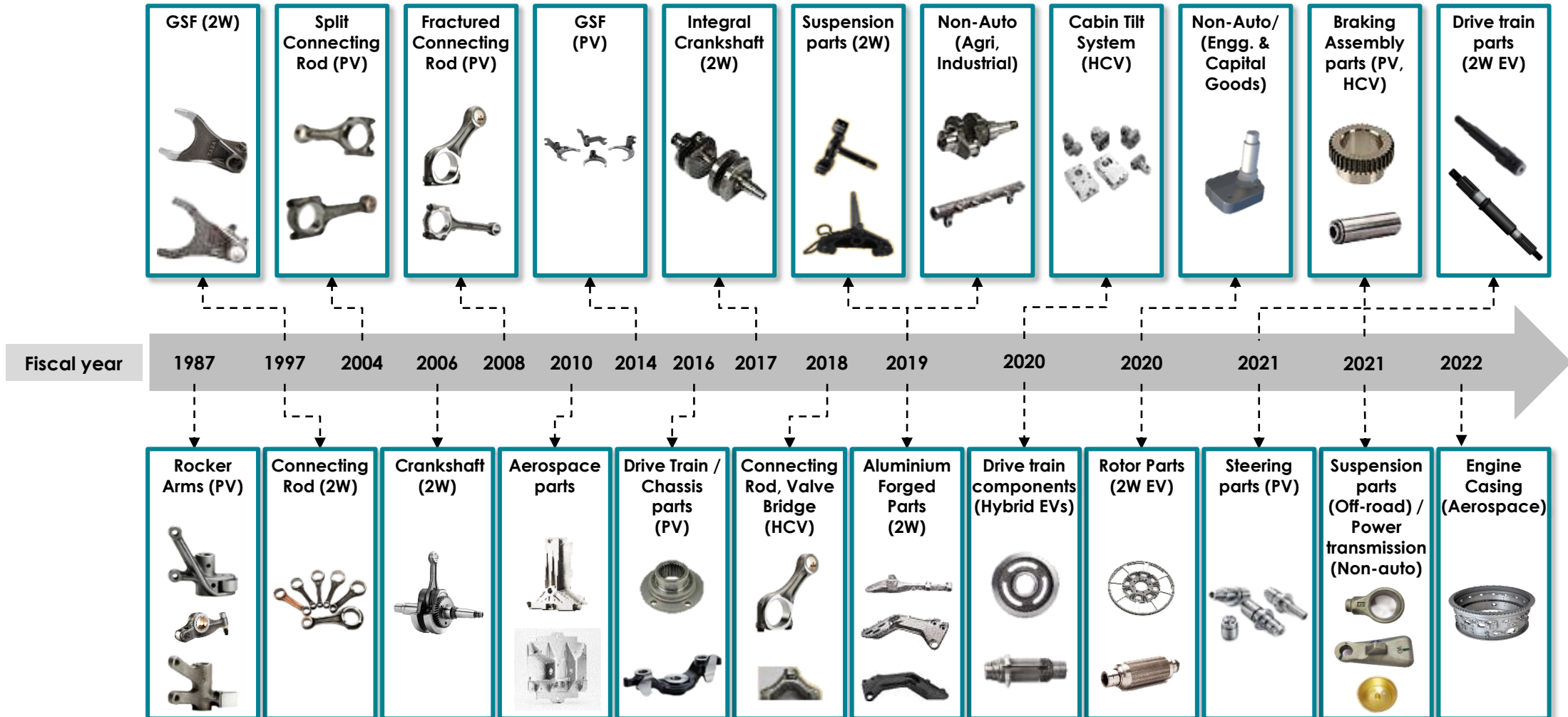
Wide range of product offerings: Non-Auto

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			Off-road			Agriculture		Others	
Product Offerings	 Speciality Seating  Cargo Systems	 Aerostructure  Actuation parts	 Equipment Housings  Lighting parts	 Fractured CR  Split CR  Gear Shifter Fork  Crankshaft  Rocker Arms	 Fractured CR  Cam Shaft  Pump Barrel	 Fractured CR  Split CR  Integral Crankshaft (Stationary Engine)  Crankshaft  Pump Barrel				
Sales Mix FY22	3%			3%			3%		2%	
Q4FY22	3%			3%			3%		1%	
Key Customers (Indian and Global)	Indian <ul style="list-style-type: none"> › Leading Indian Tier 1 supplier 	Global <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 					

Consistent track record of product development

New products coupled with addition of product capabilities laying a strong foundation for future growth



Diverse reach and customer base

Within India,
relationship with
9 out of top 10
2 W OEMs

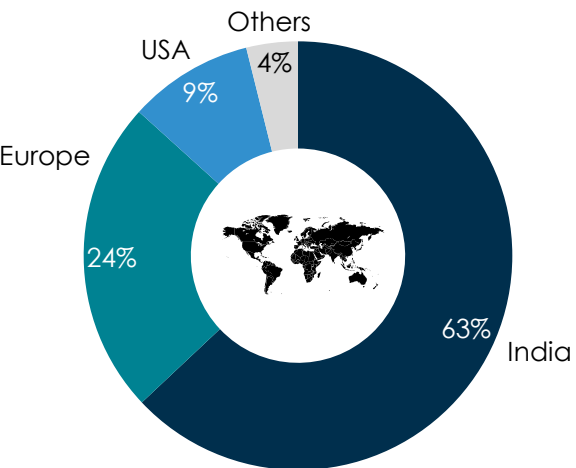
Globally,
relationship with
6 out of top 10
LV OEMs

Globally,
relationship with
3 out of top 10
MHCV OEMs

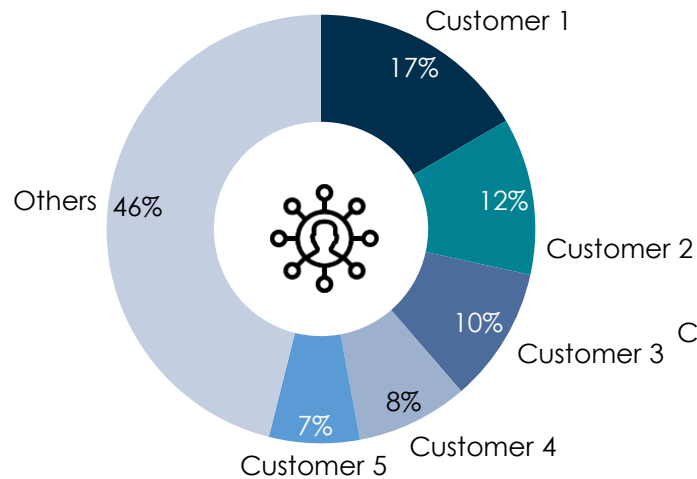
30+ years of
relationship with
the **Leading PV**
OEM in India

Sales Mix (FY22) ⁽¹⁾

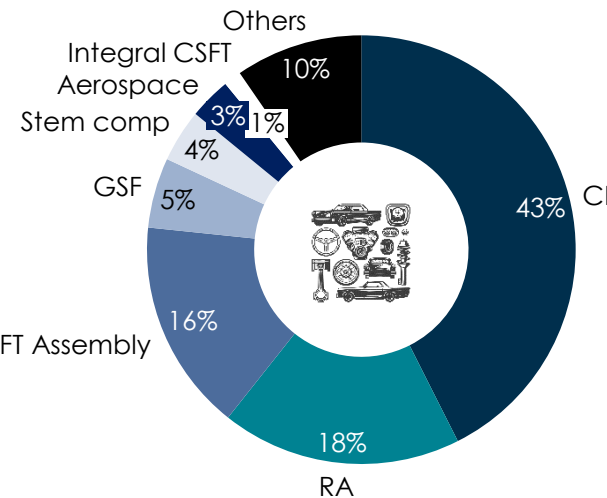
Customer Relationship



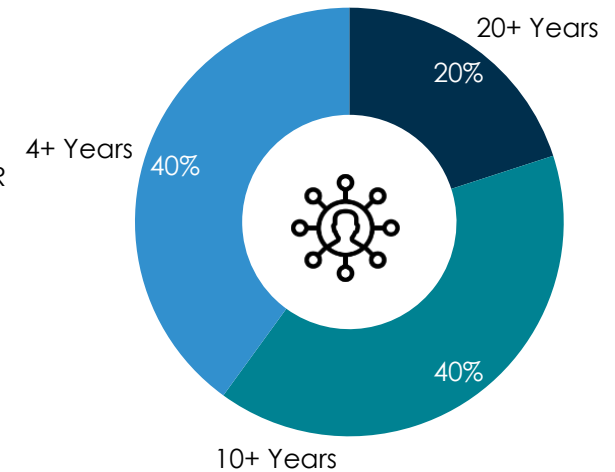
By Geography



By Customer



By Product



Top 20 Customers

A wide portfolio of products across 70+ product families catering to auto and non-auto customers across 25 countries

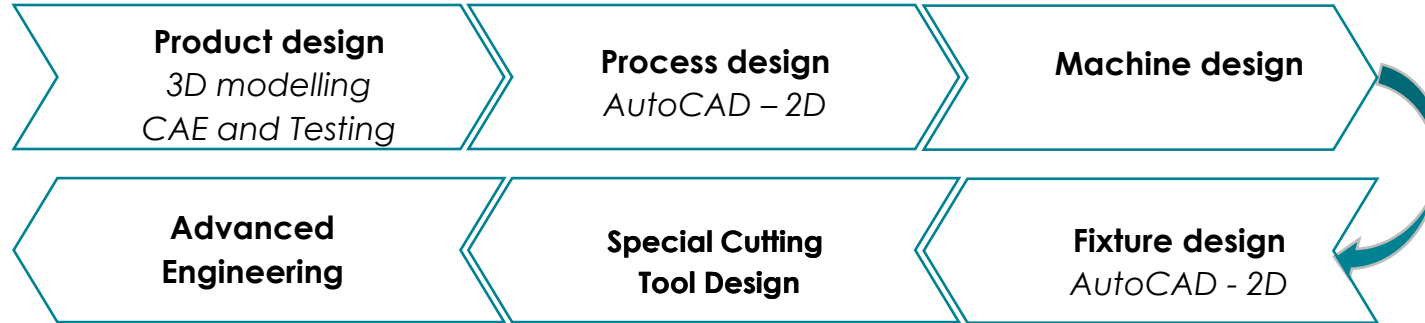
Source: Ricardo report, CRISIL report.

1. Based on sale of products

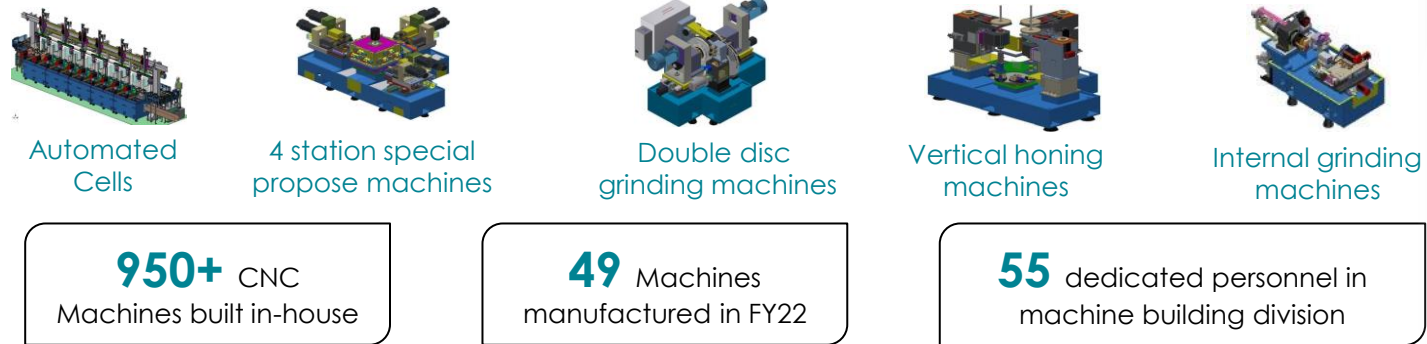
Strong in-house engineering capabilities (1/2)

245 personnel working on design, engineering, machine building, automation & technical support functions

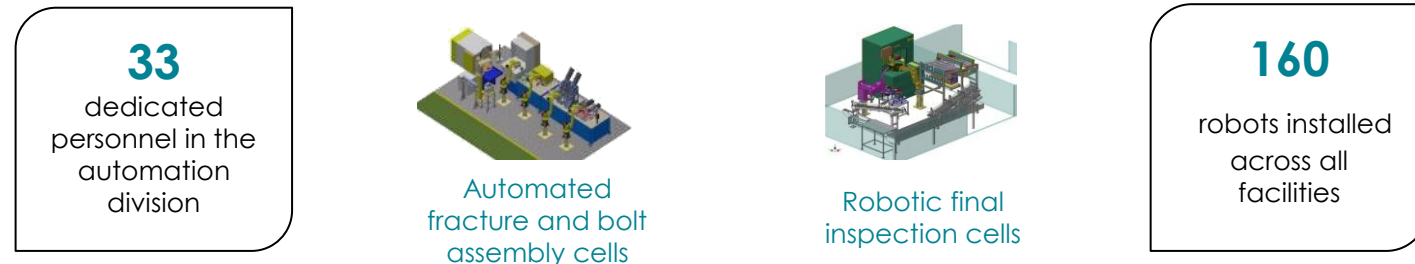
1 Concurrent Engineering and Design Capabilities



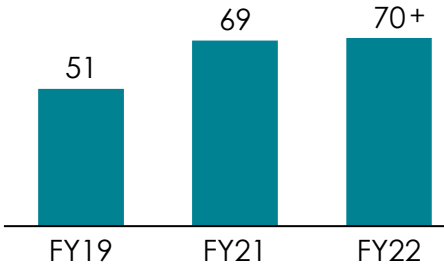
2 In-house Machine Building Capabilities



3 Automation Capabilities



- › Optimized cycle time
- › New product development



Product families supplied

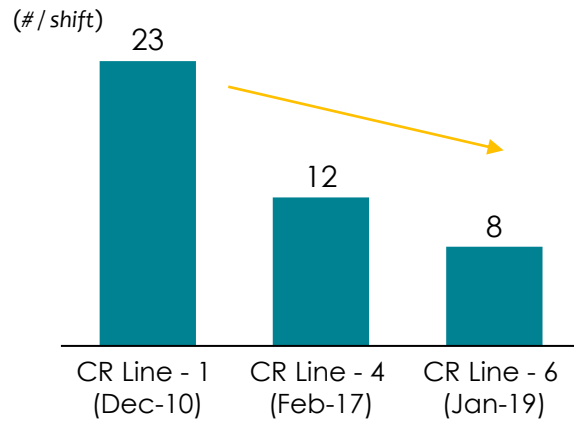
- › Capital and operating efficiency
- › Reduced reliance on third party suppliers
- › High responsiveness to customer needs

- › Increased productivity
- › Increased cost control
- › Consistent product quality

Improved Productivity, **Increased** Automation, **Reduced** Manpower

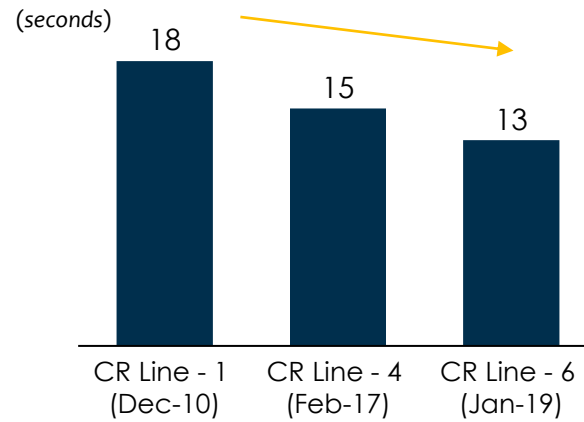
Case Study: Evolution of fractured connecting rod (CR) lines over six generations over 8 years

Manpower / Shift



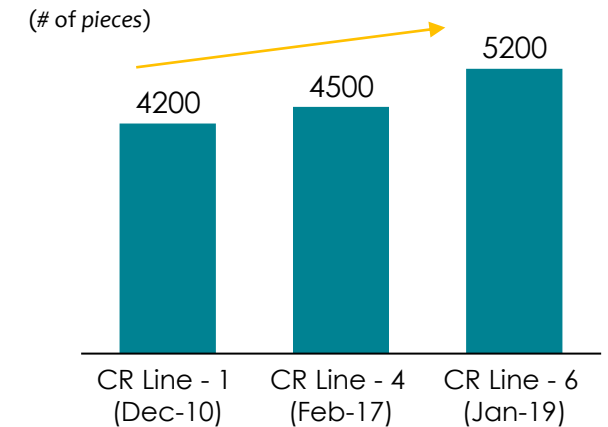
Interchangeable capacity and product mix across all products categories (auto and non-auto) optimising productivity & efficiency

"Takt" Time⁽¹⁾



Designed and built automated gantry lines for suspension component - stem comp

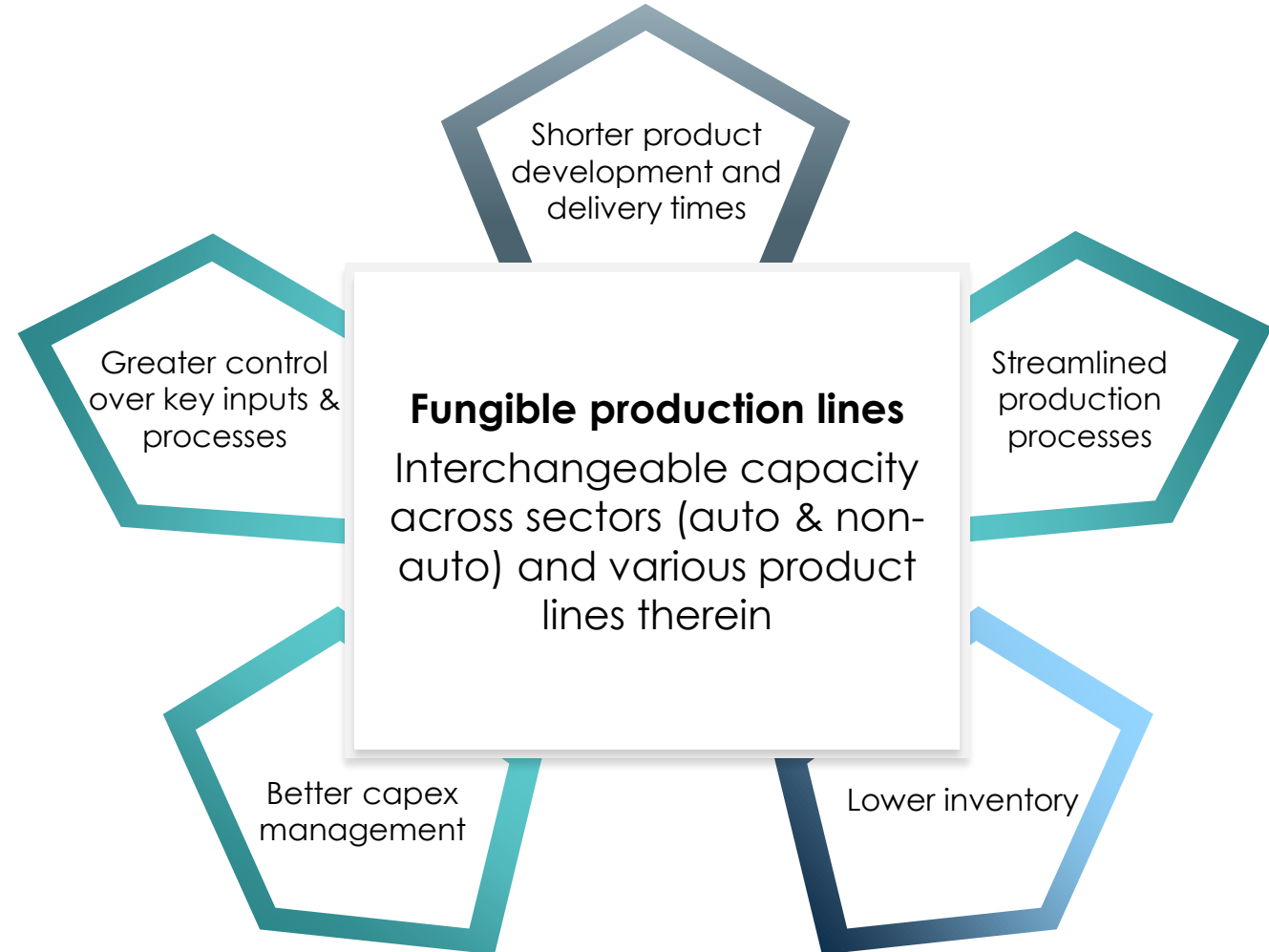
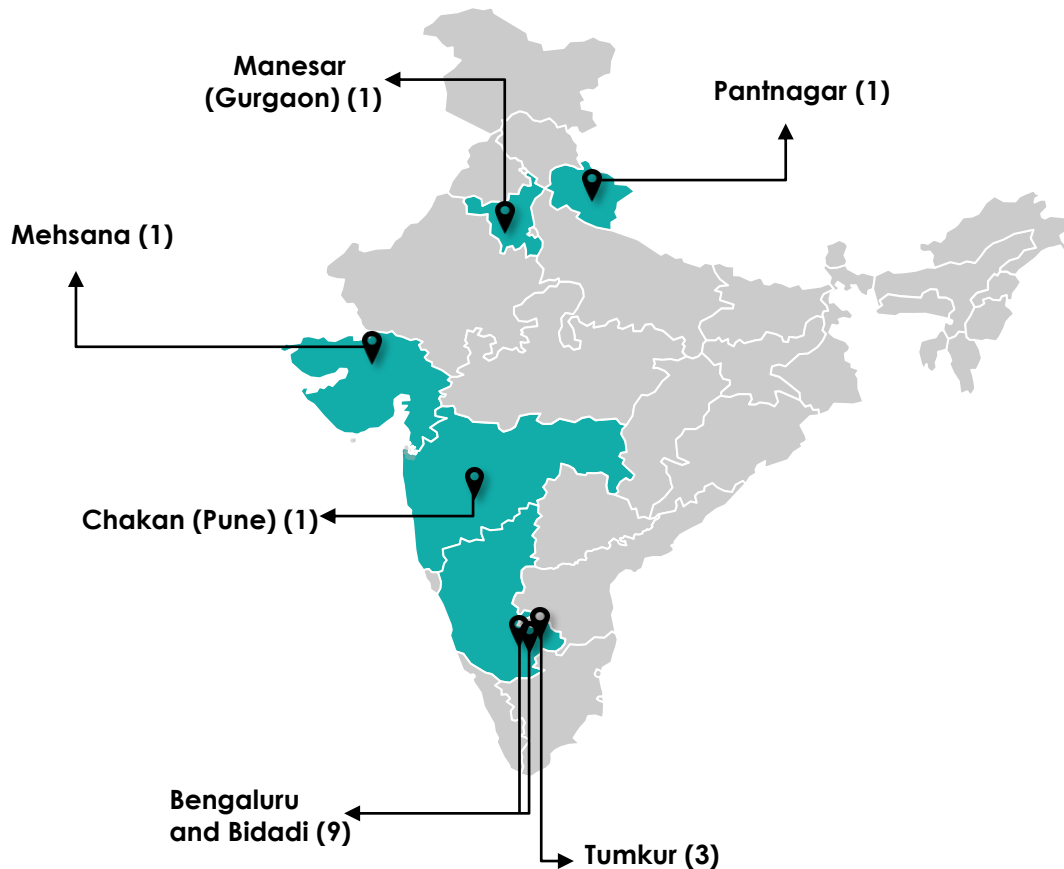
Output per day



Plan to deploy the automation capabilities across other manufacturing lines

Note: 1. takt time – average time between the start of production of one piece and the start of production of the next piece.

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





Way Forward

Clear path to accelerate growth



Diversify into tech-agnostic products and cater to the xEV opportunity



Consolidate and strengthen global market share in existing portfolio and diversify into technology agnostic products



Continue to leverage existing capabilities to diversify further into non-automotive businesses and **expand addressable market**



Retain and **strengthen technological leadership** through continued focus on engineering capabilities

Diversify into tech-agnostic products and cater to the xEV opportunity

Technologically agnostic and EV / Hybrid components developed / under development for each segment

2W / e-2W



Drive Train Components



Suspension Components

- › Lol from a leading electric 2W OEM in FY21
- › Expected to commence supplies during FY22

PV / Hybrid / B-EV



Steering parts



Drive Train Components



Braking System Components

- › Supply of steering components started from Jun-21
- › Supply of drivetrain components for Hybrid EVs to start in FY23
- › Supply of braking assembly components to start in FY23

CV



Chassis Components (Cabin Tilt System)



Braking System Components

- › Developing proto samples for a leading global BEV OEM
- › Supply of cabin tilt system components started in FY21
- › Supply of braking system components to start from FY22

Phase 1 of setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru has completed. Production lines for 2W-xEV and hybrid-PVs have begun mass production in Q4FY22

Leverage existing capabilities to diversify into non-automotive businesses & expand addressable market









- › Supply of machined engine casings to Aerospace segment started from FY22
- › Supply of suspension components for off-road started in FY22
- › Supply of common rail systems for agriculture to start in FY23




	Key Initiatives
Aerospace / Defence	<ul style="list-style-type: none"> › Dedicated facility for aerospace & defence under construction in Bengaluru › Secured orders from defence sector for applications in radar system and space telescope
Bicycles	<ul style="list-style-type: none"> › Secured order for supply of premium Bicycle parts from North American customer › High potential in this growing market for forged (Aluminium, Steel) and machined parts
Other sectors	<ul style="list-style-type: none"> › Developed multiple components including CR for industrial engines & construction equipment › Developed precision components for power transmission & railways segment › Supply power tool components used in residential & industrial sectors

Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements, such as heightened emissions control standards. Further, this would increase opportunities for us to become a preferred supplier to our customers and consolidate our position

Leveraging engineering know-how in product design

 <p>Multiple Drive Train Components</p>	 <p>Hybrid and BEV Transmission Systems Business from Global Japanese OEM</p>
 <p>Aluminium Forged</p>	 <p>Intricately shaped components for ICE and Electric 2W</p>
 <p>GSF with Moly Coating Finger Followers with diamond like coating</p>	 <p>For Multiple Global OEMs PVs</p>

Continued focus to enhance engineering capabilities

	<p>Commissioned Aluminium Forging Lines</p> <p>✓ Capitalise on growing demand for light-weight and environmentally friendly components</p>
	<p>Five-axis Machining Capabilities</p> <p>✓ For machining large structural components for aerospace</p>
	<p>Fatigue Testing Machine</p> <p>✓ Enhance product reliability, durability and performance</p>



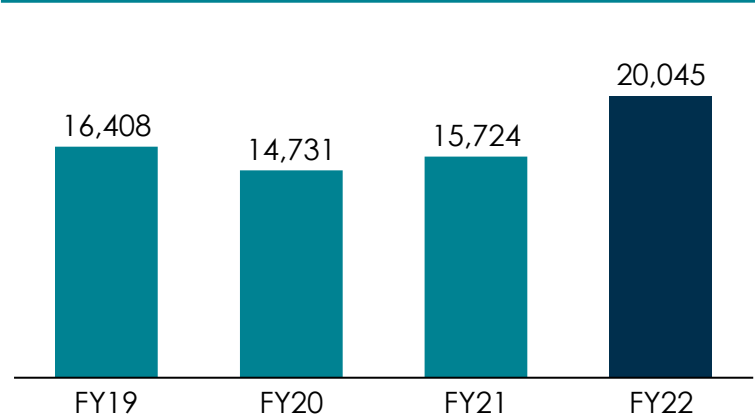
Historical Performance

Historical Performance Highlights

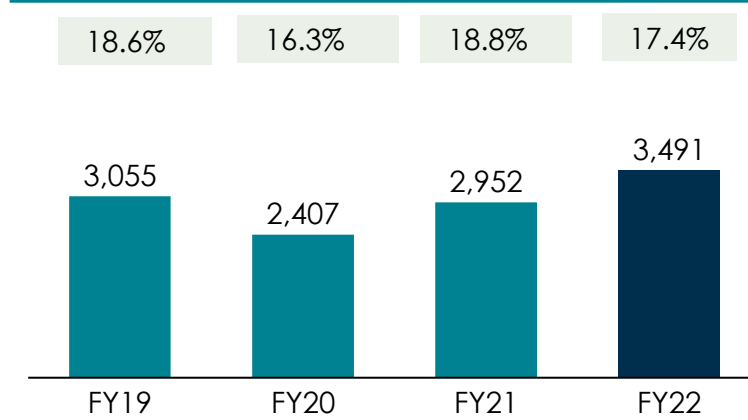
Rs in Mln

Margins

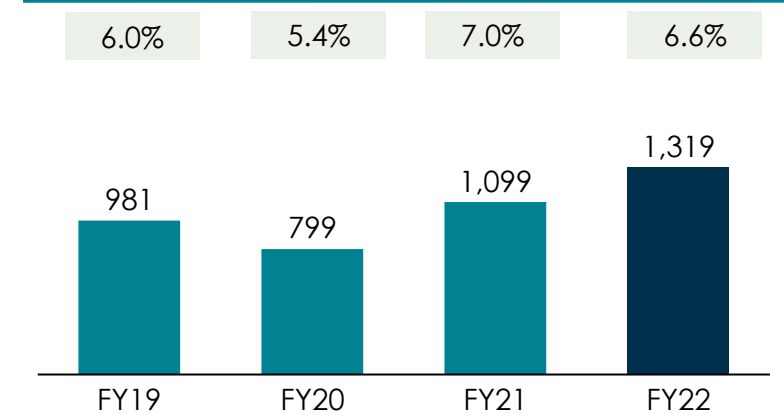
Total Revenues



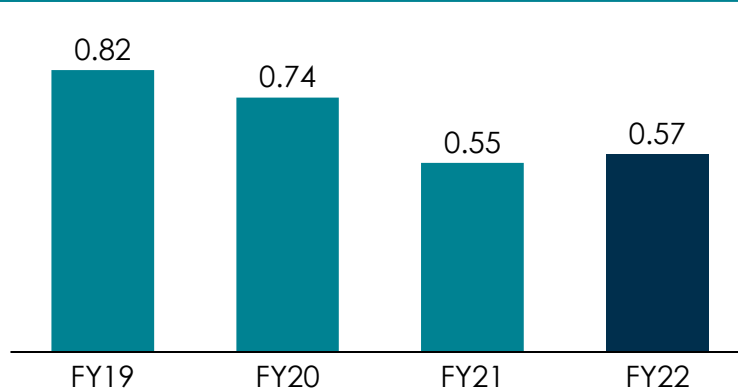
EBITDA



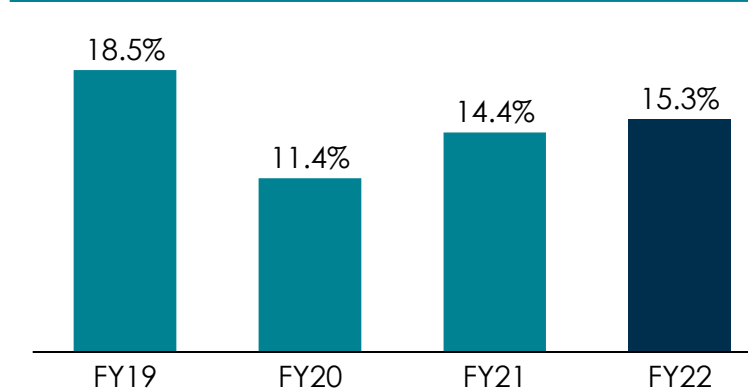
PAT



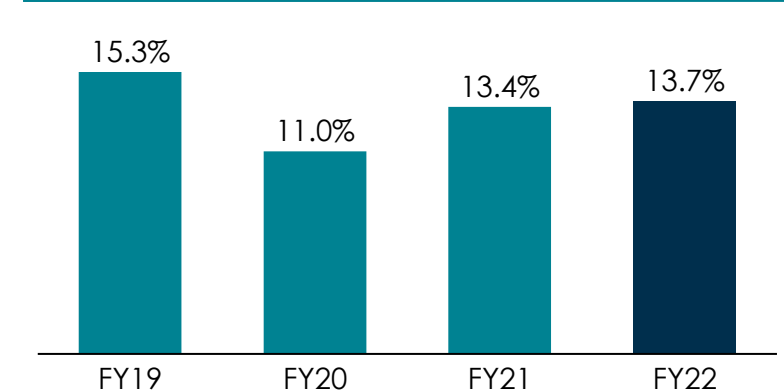
Net Debt / Equity



ROCE(%)



ROE(%)



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

ROE : TTM PAT / Average Opening & Closing Network

Consolidated Statement of Profit and Loss

Particulars (Rs. in Mln)	FY22	FY21	FY20	FY19
Total Revenue	20,045.3	15,723.6	14,731.4	16,408.1
Cost of goods sold (incl power & fuel cost)	11,895.9	9,167.2	8,811.1	9,869.4
Gross Profit	8,149.4	6,556.4	5,920.3	6,538.7
Gross Profit Margin	40.7%	41.7%	40.2%	39.9%
Employee benefit expenses	2,773.6	2,137.5	2,134.2	2,174.1
Other Expenses	1,885.0	1,466.8	1,379.4	1,309.8
EBITDA	3,490.8	2,952.1	2,406.7	3,054.8
EBITDA Margin	17.4%	18.8%	16.3%	18.6%
Depreciation and amortisation expense	1,197.0	1,016.8	939.0	757.5
EBIT	2,293.8	1,935.4	1,467.7	2,297.2
EBIT Margin	11.4%	12.3%	10.0%	14.0%
Finance Cost	510.1	473.9	580.9	512.8
Exceptional items	-	-	-	134.9
Profit before Tax	1,783.7	1,461.5	886.8	1,649.5
Tax	464.8	362.8	87.7	668.9
Profit After Tax	1,318.9	1,098.6	799.1	980.6
Profit After Tax Margin	6.6%	7.0%	5.4%	6.0%
EPS – Basic (Rs.)	25.27	21.02	15.63	18.73
EPS – Diluted (Rs.)	24.36	20.55	15.28	18.31

Note: Restated financial statements for FY19, FY20 and FY21

Consolidated Balance Sheet

Assets (in Rs. Mln)	Mar-22	Mar-21	Mar-20	Mar-19	Equity & Liabilities (in Rs. Mln)	Mar-22	Mar-21	Mar-20	Mar-19
Non - Current Assets	14,264.4	12,461.6	11,899.8	11,213.7	Total Equity	10,353.2	8,887.4	7,768.6	6,945.2
Property Plant & Equipments	11,040.5	10,000.1	9,421.3	8,890.7	Share Capital	104.3	93.9	93.9	93.9
CWIP	1,224.3	604.2	683.4	488.6	Instruments entirely equity in nature	-	105.0	105.0	105.0
Goodwill	352.3	358.4	323.6	324.2	Other Equity	10,129.5	8,583.6	7,482.9	6,655.0
Other Intangible assets	24.0	19.2	25.7	32.5	Non-Controlling Interest	119.3	105.0	86.8	91.4
Right of use asset	977.3	892.4	873.0	896.6	Non-Current Liabilities	4,479.7	3,923.8	3,622.9	4,226.6
Financial Assets					Financial Liabilities				
i) Investments	104.9	36.9	36.9	-	(i) Non-current borrowings	2,335.0	1,876.5	1,718.3	2,133.8
ii) Loans	15.7	284.5	267.1	257.3	(ii) Lease liabilities	910.6	810.3	788.6	805.7
iii) Other Financial Assets	288.0	14.1	34.8	34.2	(iii) Other Financial Liabilities	-	-	11.0	76.9
Tax assets for current taxes (net)	28.3	27.1	29.3	62.5	Non-current provisions	82.2	151.8	126.9	85.8
Other Non-Current Assets	209.3	224.7	204.7	227.0	Deferred Tax Liabilities	641.9	618.0	552.3	703.0
Current Assets	7,945.3	6,827.3	6,382.6	6,241.2	Other Non Current Liabilities	509.8	467.2	425.9	421.3
Inventories	2,776.0	2,485.7	2,389.2	2,434.6	Current Liabilities	7,376.9	6,477.7	6,890.9	6,283.1
Financial Assets					Financial Liabilities				
(i) Investments	6.0	5.6	3.5	5.3	(i) Current borrowings	4,116.4	2,552.3	3,554.1	3,043.1
(ii) Trade receivables	4,085.6	3,129.8	2,591.2	2,712.4	(ii) Lease liabilities	102.5	110.9	96.9	86.5
(iii) Cash and cash equivalents	383.4	365.0	600.1	239.3	(iii) Trade payables	2,653.0	2,270.5	1,729.0	1,865.6
(iv) Bank balances other than cash and cash equivalents	119.8	286.4	116.4	76.7	(iv) Other financial liabilities	121.8	1,236.7	1,218.3	1,002.4
(v) Loans	25.2	29.3	-	-	Other Current Liabilities	263.5	207.6	164.5	137.6
(vi) Other Financial Assets	201.7	193.6	236.5	256.5	Current Provisions	111.1	99.1	98.5	65.4
Other Current Assets	347.5	331.9	445.7	516.4	Current tax liabilities (net)	8.5	0.6	29.5	82.5
Total Assets	22,209.7	19,288.8	18,282.4	17,454.8	Total Equity & Liabilities	22,209.7	19,288.8	18,282.4	17,454.8

Note: Restated financial statements for FY19, FY20 and FY21

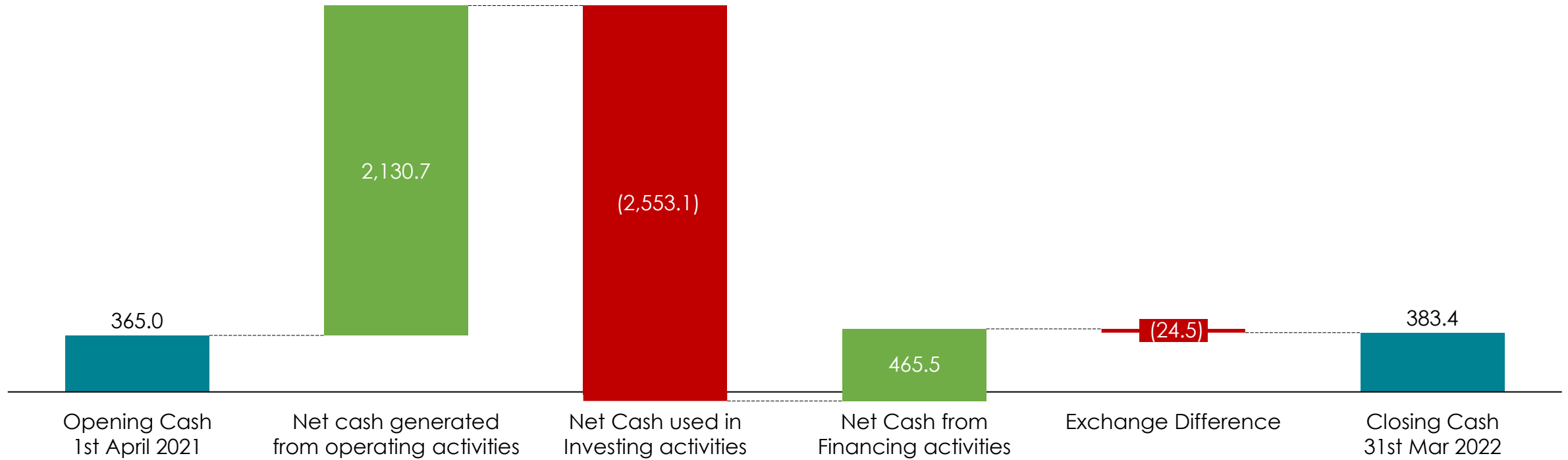
Consolidated Cash Flow Statement

Particulars (in Rs. Mln)	FY22	FY21	FY20	FY19
Net Profit Before Tax	1,784.6	1,461.5	886.8	1,649.5
Adjustments to reconcile profit before tax to net cash flows:	1,713.0	1,375.4	1,522.7	1,266.6
Operating profit before working capital changes	3,497.6	2,836.9	2,409.4	2,916.1
Changes in working capital	(937.8)	54.1	257.6	(316.6)
Cash generated from Operations	2,559.9	2,891.0	2,667.0	2,599.5
Income taxes paid, net	(429.2)	(330.6)	(254.9)	(415.0)
Net Cash from Operating Activities	2,130.7	2,560.4	2,412.1	2,184.5
Net cash used in investing activities	(2,553.1)	(1,394.7)	(1,770.9)	(2,376.1)
Net cash (used in)/generated from financing activities	465.5	(1,392.0)	(289.2)	144.7
Net Decrease in Cash and Cash equivalents	43.0	(226.3)	352.0	(48.1)
Add: Cash & Cash equivalents at the beginning of the year	365.0	600.1	239.3	343.4
Effect of exchange differences on translation of foreign currency cash and cash equivalents	(24.5)	(8.8)	8.8	(56.0)
Cash & Cash equivalents at the end of the year	383.4	365.0	600.1	239.3

Note: Restated financial statements for FY19, FY20 and FY21

Consolidated Cash Flow Bridge

Rs in Mln





Annexure

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
Group CEO

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



Satish Kumar
Head Business Development

- › **34+ years of experience** in Operations, Business Development. **23+ years at Sansera**
- › Bachelor of Engineering from Bangalore University



P R Suresh
Head Corp. Training & Quality system

- › **28+ 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



Vikas Goel
CFO

- › **29+ 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



Vidyadhar Janginamath
Head Engineering Design

- › **28+ years of experience, 14+ years at Sansera**
- › Responsible for the engineering department
- › Bachelor of engineering from Karnataka University



Rakesh S B
Head Aerospace Division

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



Praveen Chauhan
Vice President (Group Operations)

- › **35+ years of experience, ~17 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

- › **22+ years of experience** in the legal and secretarial field, **3+ years at Sansera**
- › Bachelor of law and MBA from Barkatullah University, Bhopal, Member of ICSI

Distinguished Board of Directors



S Sekhar Vasan
Chairman and Managing Director

- › **39 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

- › **39+ 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



Raunak Gupta
Non-Executive, Nominee Director

- › **Director at TRG Advisors**
- › Previously with Citi VC, Motilal Oswal, Rabo India Securities and Infosys
- › PGDCM from IIM Calcutta and Bachelor of Technology from IIT Delhi



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



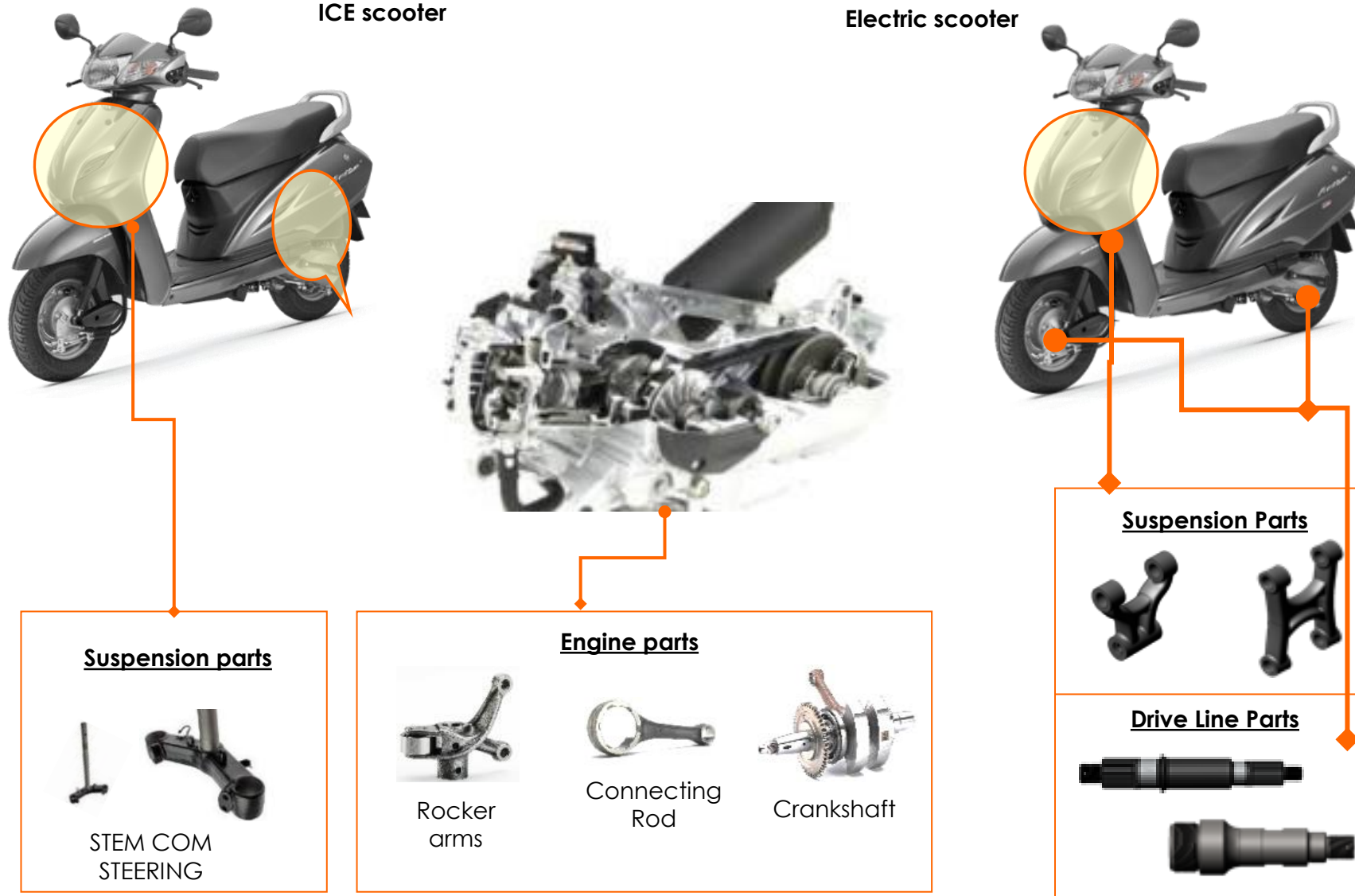
Sylvain Bilaine
Non-Executive, Independent Director

- › Previously with Renault & founded SY.B Consulting
- › Executive development from International Institute for Management Development in Switzerland
- › Engineering degree from National Higher College, Polytechnic National Institute of Grenoble

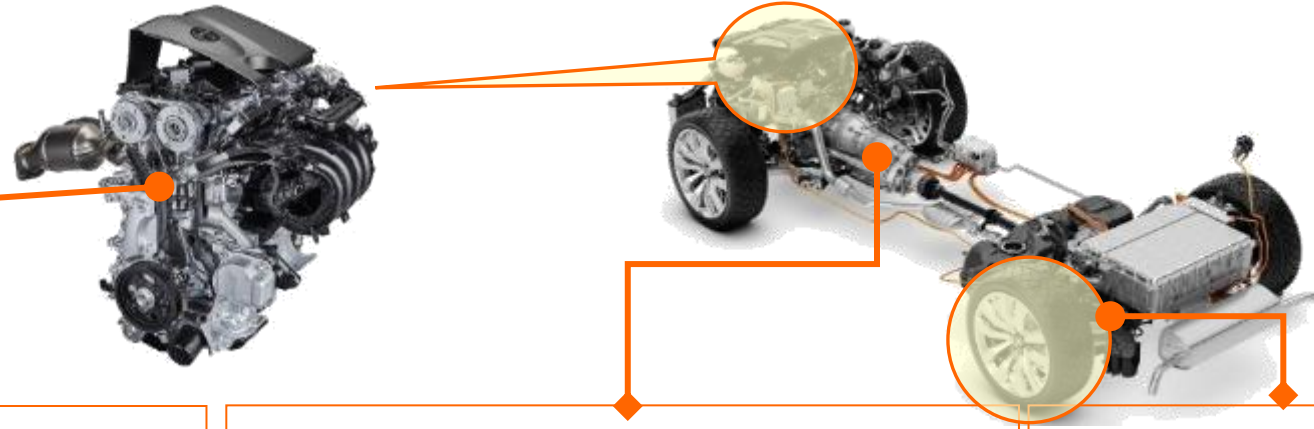


Samir Purushottam Inamdar
Additional director (Non-executive Independent Director)

- › 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







ENGINE PARTS

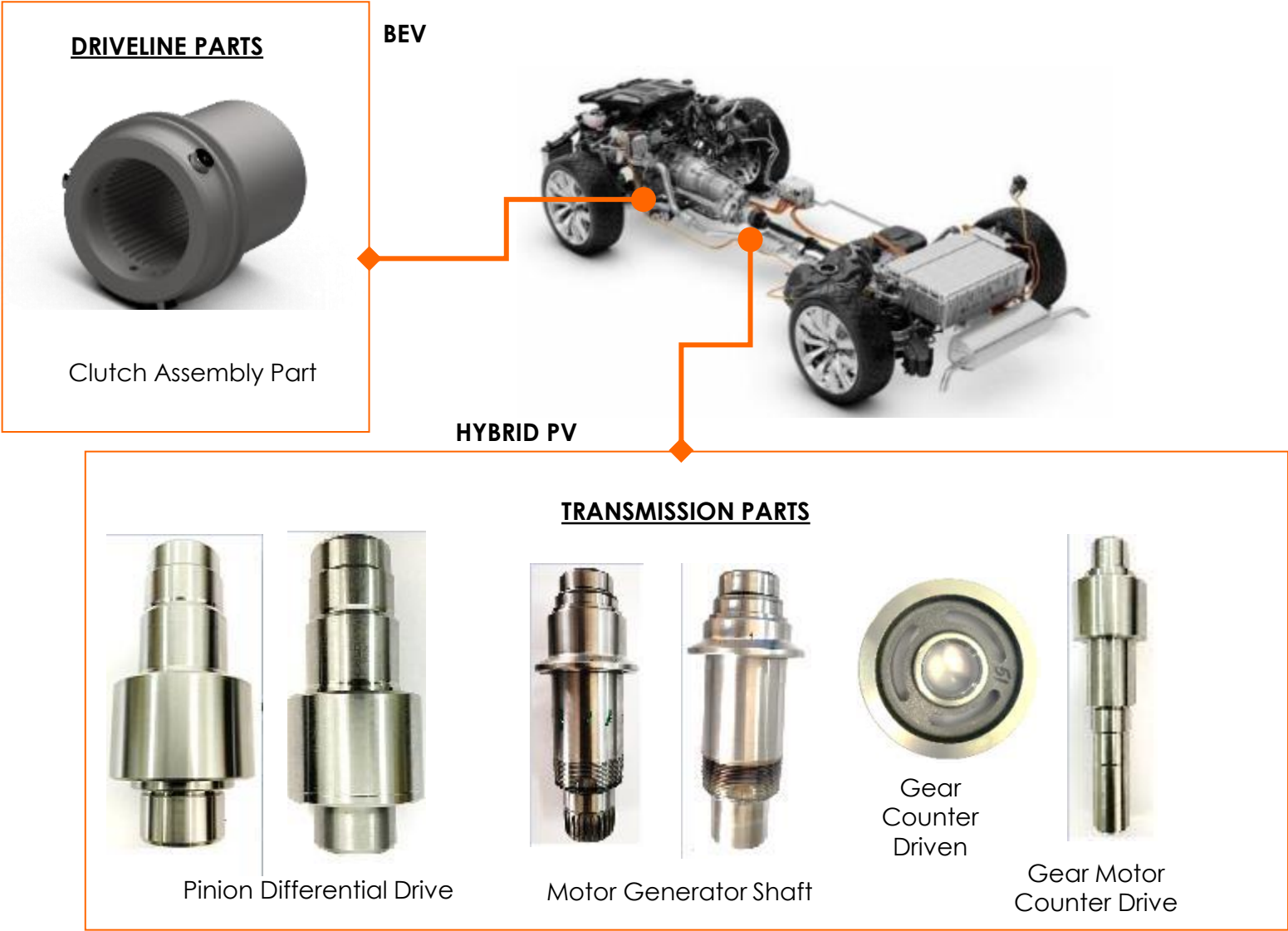


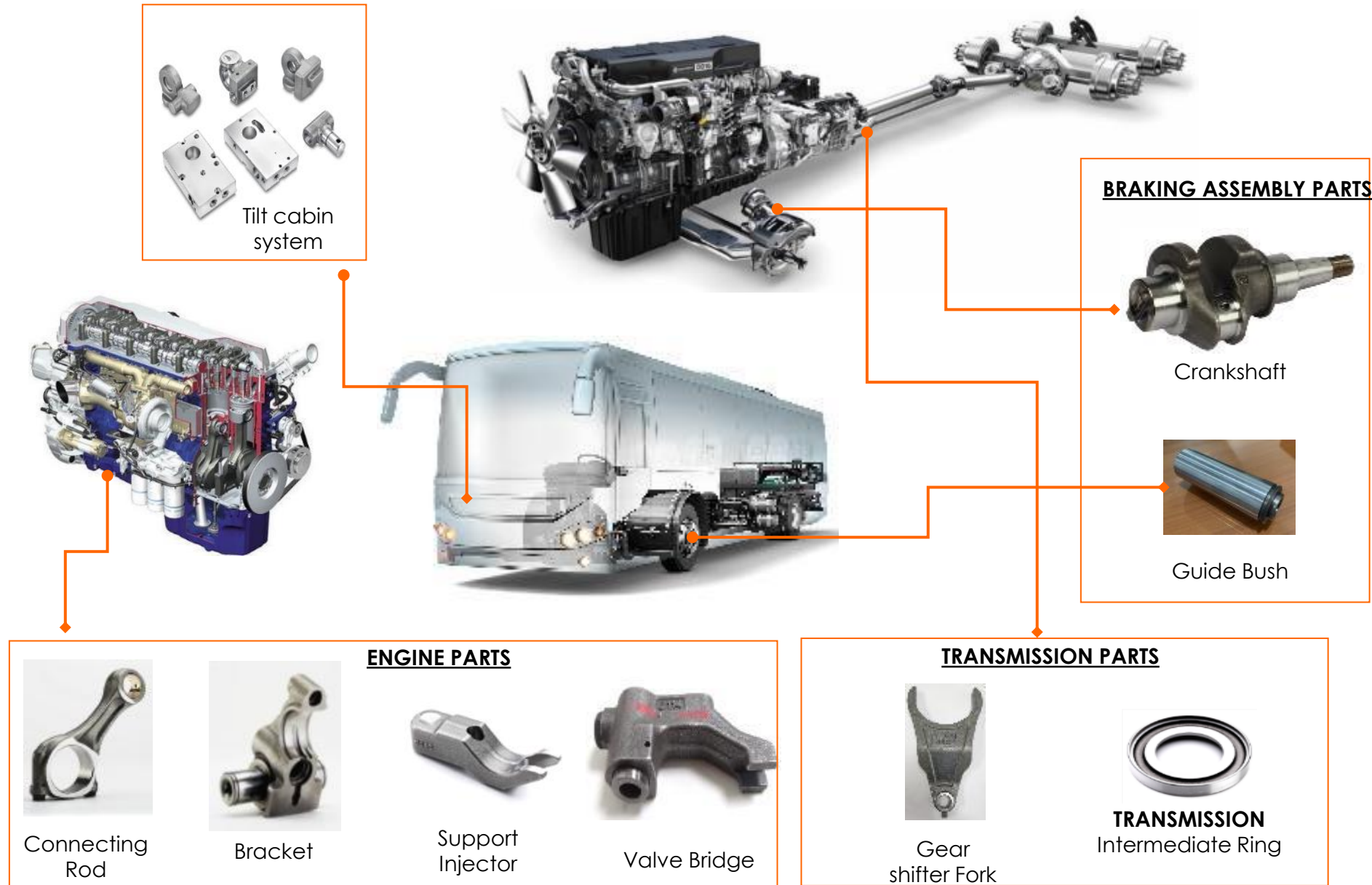
TRANSMISSION PARTS

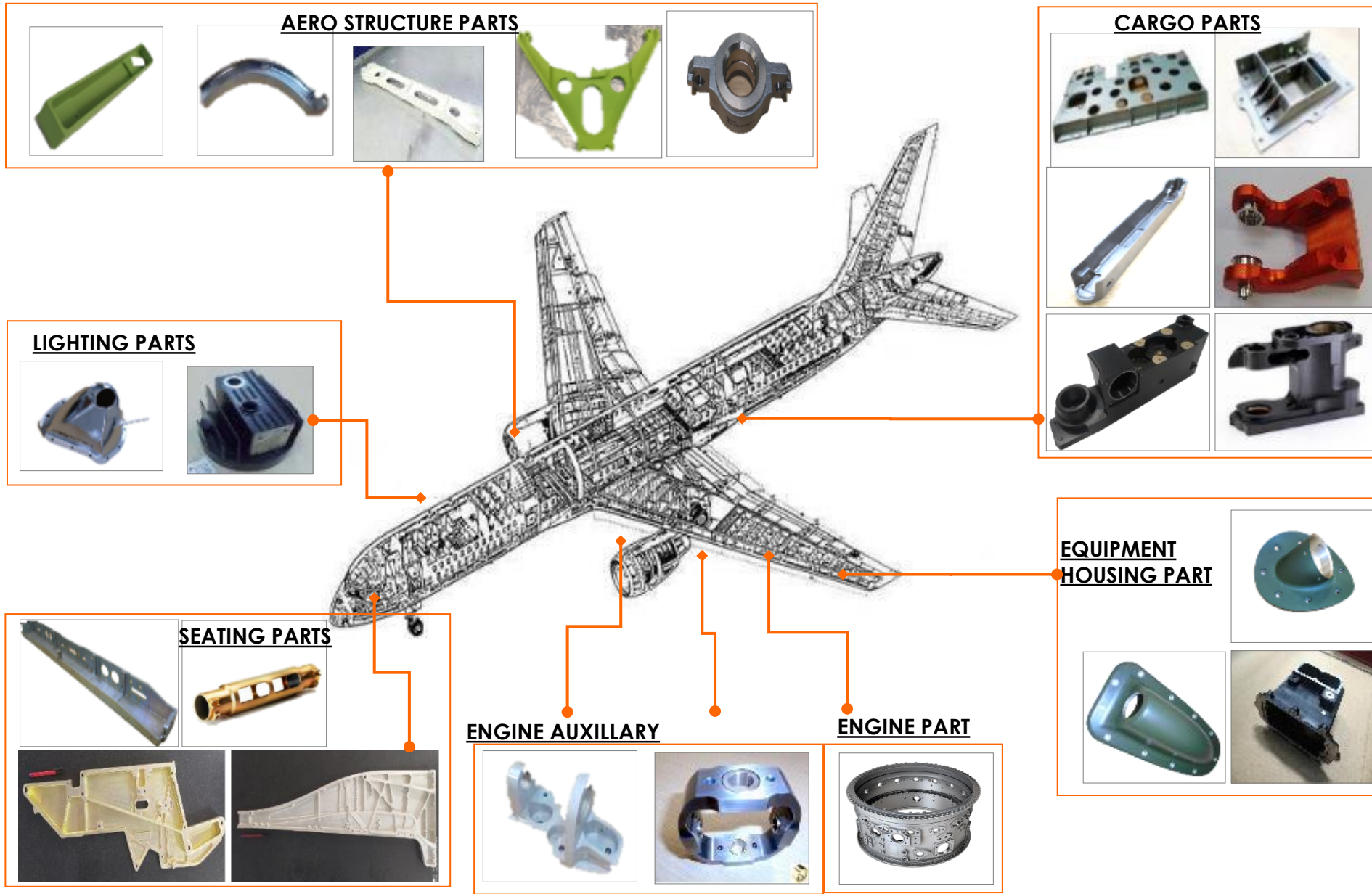


STEERING, SUSPENSION AND CHASSIS PARTS









ATV



ENGINE PARTS

Crankshaft Assembly Connecting Rod Balancer Shaft

SUSPENSION PARTS

Taper Housing
Bearing Housing

TRANSMISSION PARTS

AGRICULTURE



Cam Shafts



Pump Housing



Common Rail

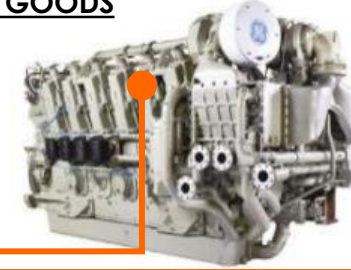


Body Flange

ENGINEERING & CAPITAL GOODS



Connecting Rod



Valve Bridge



Integral Crank



Hub

POWER TOOLS



Hand Tools
(Residential and Industrial
Applications)

OTHERS (POWER TRANSMISSION)



Fuse cap



Thank You

For more information please contact:

SANSERA
ideas@work

Sansera Engineering Limited

CIN: L34103KA1981PLC004542

Mr. Rajesh Kumar Modi,

Company Secretary & Compliance Officer

Email id: rajesh.modi@sansera.in

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Shikha Puri / Hinal Kothari

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Tel No: +91 9819282743 / +91 9930133428