



Sona Comstar Electrifying Tomorrow

February 2021


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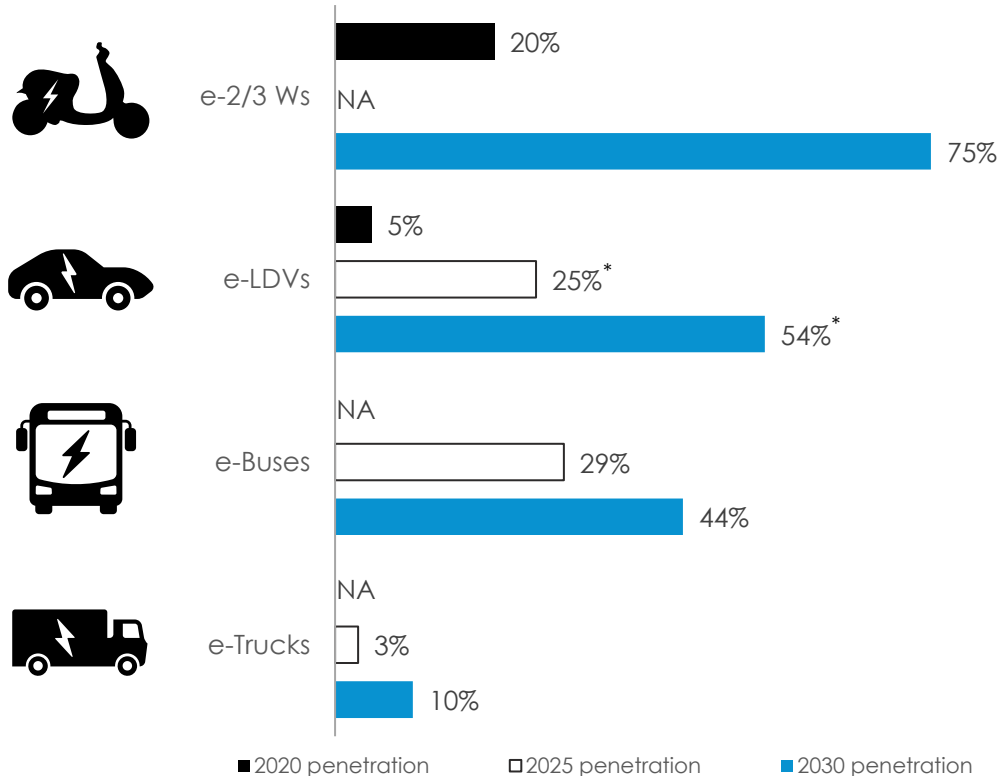




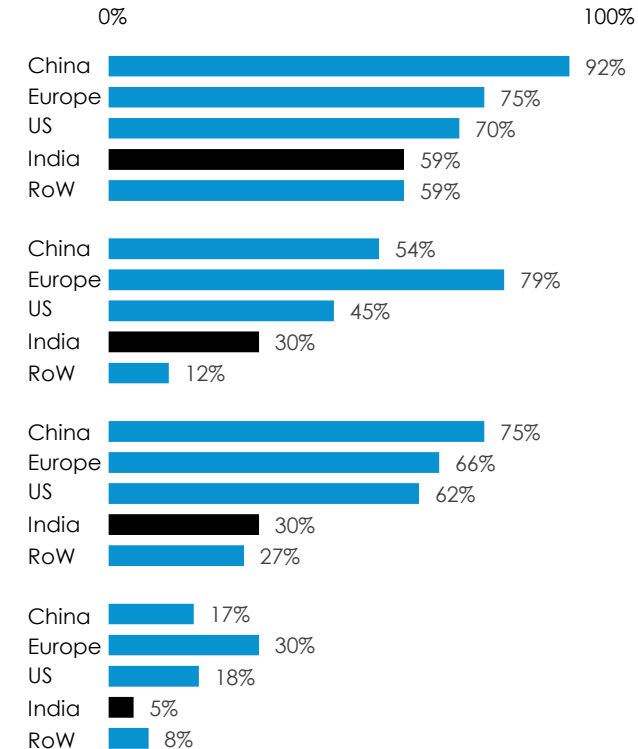
Electric, Autonomous and Connected – The Future of Mobility

Net formed differential gears coming out of our forging press

Globally LDVs and 2/3 Wheelers are expected to lead the electrification drive



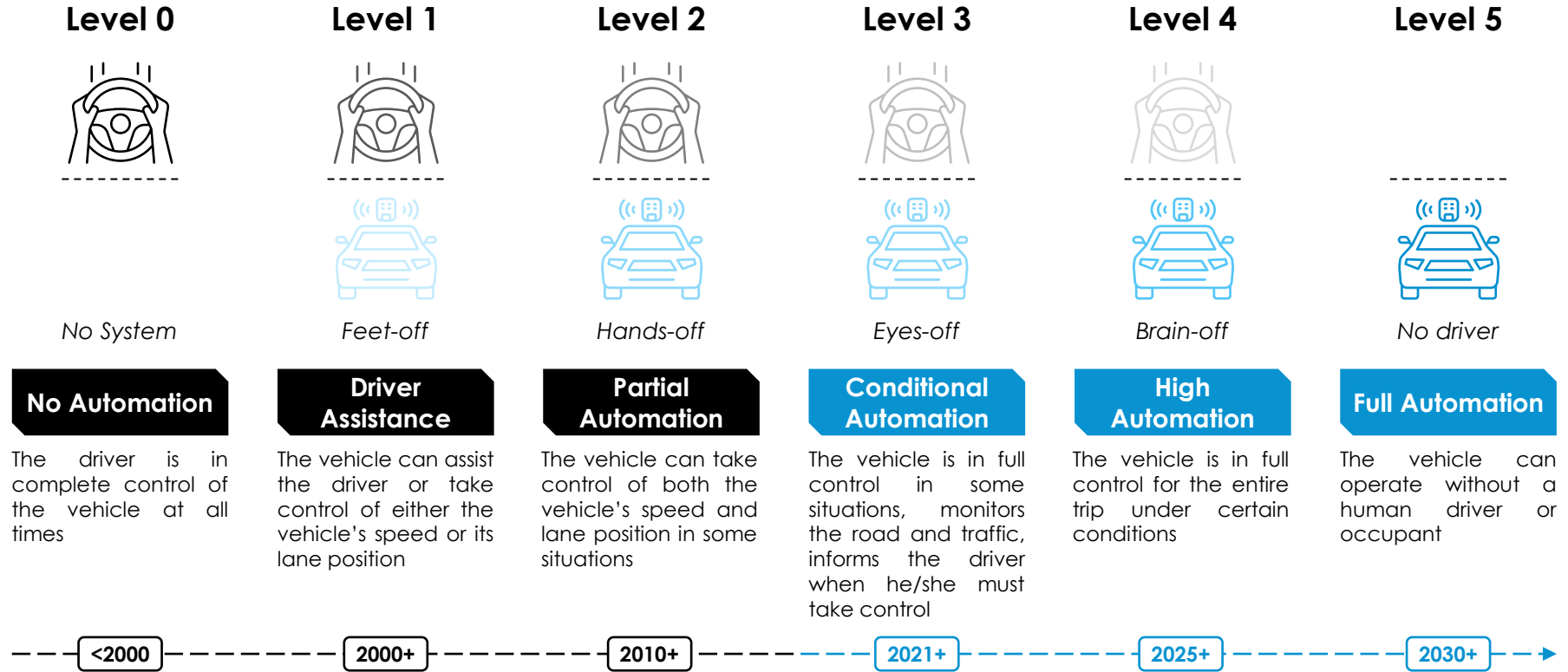
Geography-wise EV penetration in 2030



Source: Global EV Outlook 2021 – International Energy Agency (sustainable development scenario)

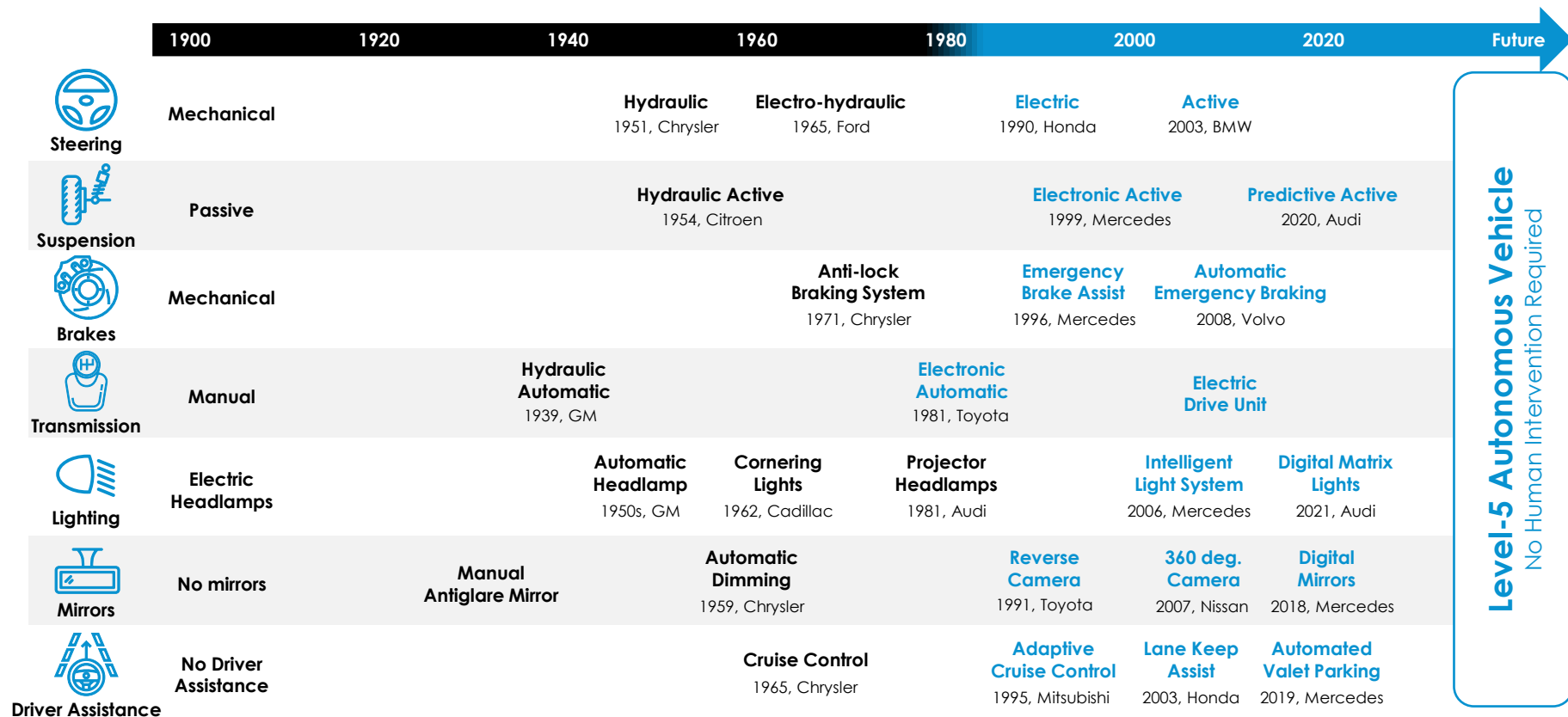
* Company Analysis; LDV: Light Duty Vehicles

Increasing level of automation in vehicles



Expected start of commercial pilots and/or market introductions by established players →

Evolution of automotive systems towards automation





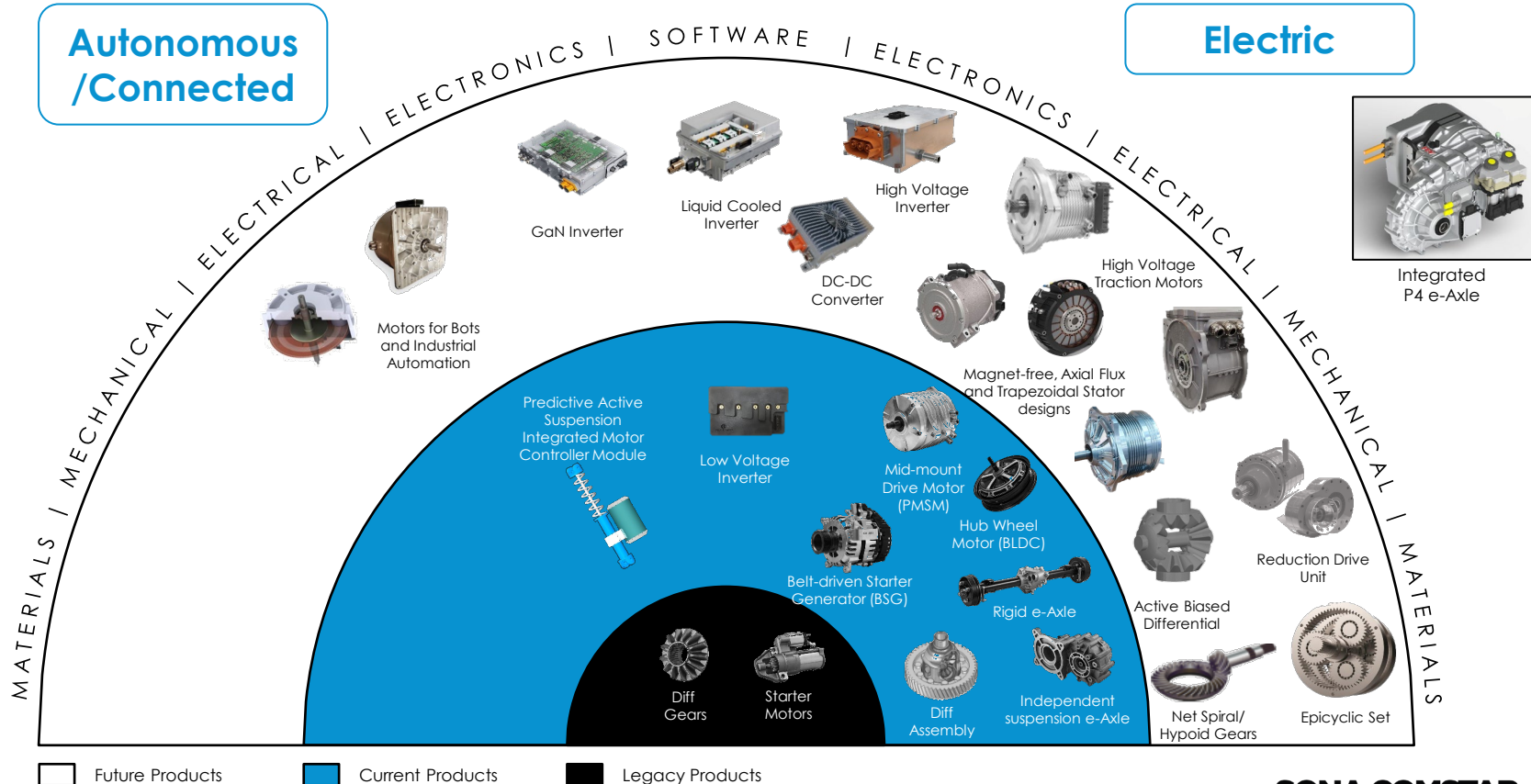
About Us

Final Inspection of Differential Assembly

Technology Roadmap

Autonomous
/Connected

Electric



Future Products



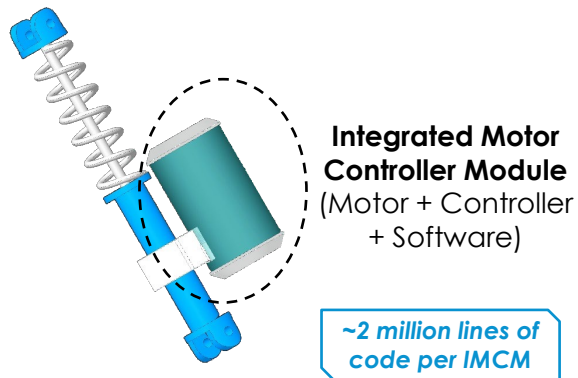
Current Products



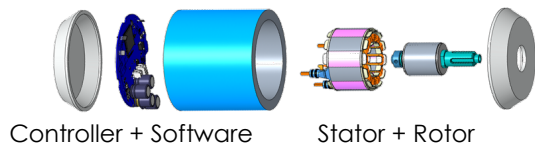
Legacy Products

New Program Win – Project Glide¹

Predictive Active Suspension Integrated Motor Controller Module



Exploded View of IMCM



~ **4,050 mn**
peak annual revenue²

FY25
SOP Year



This video is for illustration purpose only and may not be an exact representation of the product

Notes:

1. Customer name is not disclosed due to confidentiality policy
2. We have applied a discount to the customer estimate

Sizeable and Increasing Presence in EVs

23%

9M FY22 Revenue Share
from BEV

3,556 mn

9M FY22 BEV segment
revenue

168%

9M FY22 BEV revenue
YoY growth

20

(7+13)¹

BEV Programs¹ awarded
across 11 customers as at the
end of Q2 FY22

+4

24

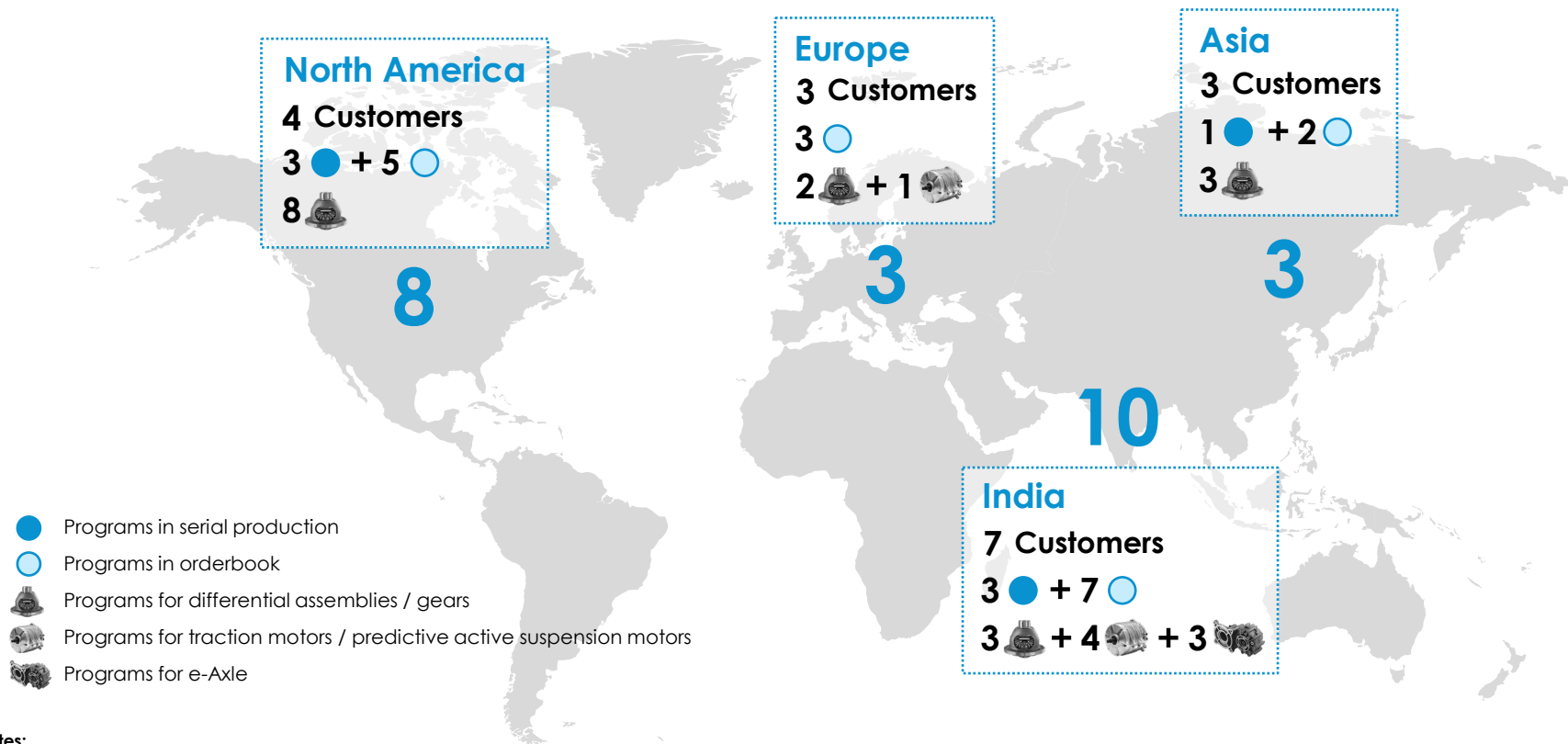
(7+17)¹

BEV Programs¹ awarded
across 14 customers as at the
end of Q3 FY22

Notes:

1. Include programs currently in serial production as well as in the orderbook; numbers in brackets to be read as → (# of programs in serial production + # of programs in orderbook)

24 EV Programs across 14¹ different customers

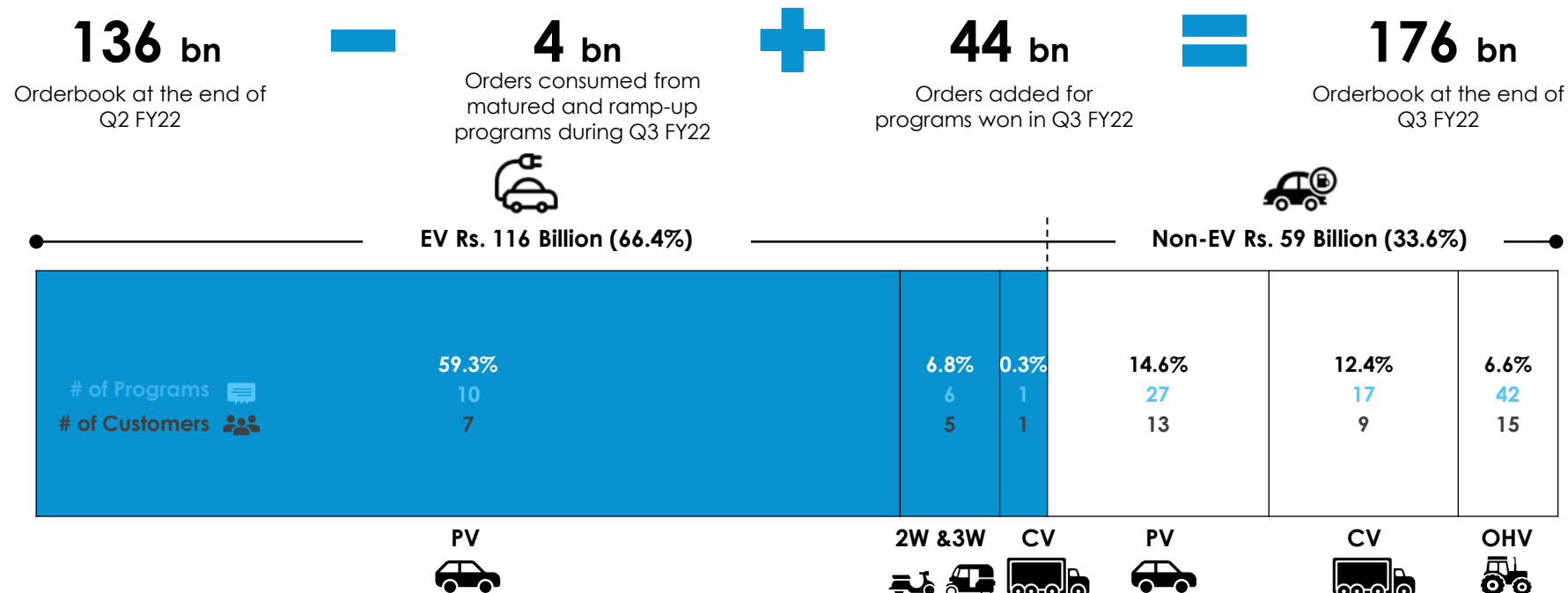


Notes:

1. 2 customers are present in more than one geography

Scaled Player with High and Profitable Growth Outlook

Our net order book¹ at Rs. 176 billion is 11.2x FY21 revenue



Notes:

- Net order book means the aggregate revenue from awarded programs which are either yet to start production or are yet to fully ramp up, in the next 10 years, after adjusting for the negative impact of all programs that are expected to reach end of life or be phased out. We have also applied a discount to accommodate any unforeseen delays or changes in program launches that may happen in the future.

9M FY22 Financial Performance Highlights

15,806 mn | 54%

Revenue | YoY Growth

4,237 mn | 41%

EBITDA | YoY Growth

26.8% EBITDA Margin

2,569 mn | 65%

PAT | YoY Growth

16.3% PAT Margin

CY20

CY21

5.0% → 6.3%

Global Market Share
of Differential Gears¹

CY20

CY21

3.0% → 4.6%

Global Market Share
of Starter Motors²

36.1%

RoCE³

Notes:

1. As per Ricardo report
2. Across light vehicles; as per Ricardo report
3. ROCE = LTM EBIT/ Average tangible capital employed

A close-up, low-angle shot of several interlocking metal gears. The gears are dark, possibly black or dark grey, with a matte finish. The teeth of the gears are sharp and pointed. The lighting is dramatic, with strong highlights on the edges of the teeth and deep shadows in the gaps between them. The background is blurred, showing more gears and a sense of depth.

Thank you

Our final drive gears