



NDR AUTO COMPONENTS LIMITED

Corporate office: Plot No.1, Maruti Joint Venture Complex, Gurugram, Haryana-122015

CIN: L29304DL2019PLC347460

Website: www.ndrauto.com

Email id: contact@nacl.co.in

Phone No.: 9643339870-74

7th August, 2023

BSE Limited Corporate Relationship Deptt. PJ Towers, 25 th Floor, Dalal Street, Mumbai – 400 001 Scrip Code: 543214	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: NDRAUTO
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Sub: Investor Presentation on the Financial results for the quarter ended 30th June, 2023

Dear Sir/ Madam,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation on financial results for the quarter ended 30th June, 2023.

Please take the same on record.

**Thanking You
For NDR Auto Components Limited**

**Rajat Bhandari
Executive Director and Company Secretary
DIN: 02154950**



NDR AUTO COMPONENTS LTD.

Q1 FY24 INVESTOR PRESENTATION

Disclaimer



Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

NDR Auto Components Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward looking statements to reflect subsequent events or circumstances.



Company Overview



About NDR Auto Components

- Incorporated in March 2019 NDR Auto Components Limited (NACL) is engaged in the manufacturing of seating solutions like Frames & Trims for Four Wheeler and Two Wheeler Vehicles.
- NACL is flagship company of the Rohit Relan Group, The Company got demerged from Sharda Motor Industries Limited (SMIL) in 2019 with view of demerge the automobile seating business of SMIL.
- The Company is listed on the National Stock Exchange and the Bombay Stock Exchange.
- NDR Auto Components Limited has built strong and enduring relationships with multiple partners who are globally rated amongst the best. Our technology partners bring with them high levels of technological expertise, systems, processes, and best practices which - in conjunction with the Group's experience and technical know-how gives NDR Auto Components Limited a definitive edge in the automotive sector.
- The management and the senior leadership team of the group have more than three decades of hands-on experience and expertise in this domain.
- NACL has key customers like Bharat Seats Ltd, Toyota Boshoku, Suzuki Motorcycles, Bellsonica and Toyota Kirloskar Motor

Vision

To be the preferred supplier from concept to manufacturing

Values

Integrity

Respect for the Individual, and for the Environment
Unwavering focus on delivering quality
Adherence to stringent quality standards that are never compromised

Key Facts & Figures



4 Manufacturing Facilities



Total Capacity Of 11.00 Lakhs Set



1600+ Employees



5.10 Lakhs Sets Supplied for Maruti Suzuki



8.00 Lakhs Seats Supplied for Suzuki Motorcycle



Supplying Seats For 11 Models Across 3 OEMS



33% Business Share In Maruti Suzuki



0 Debt Company



FY23
399 Cr Total Income
38 Cr EBITDA
28 Cr Net Profit

Key Customers



BHARAT SEATS LIMITED



Providing Seating Solution for Segment Leading Models of Top OEMS

 **MARUTI SUZUKI**

Grand Vitara



Brezza



Fronx



Ciaz



Dzire



Wagon R



Alto



 **TOYOTA**

Hyryder



Urban Cruiser



 **SUZUKI**

Access



Gixxer

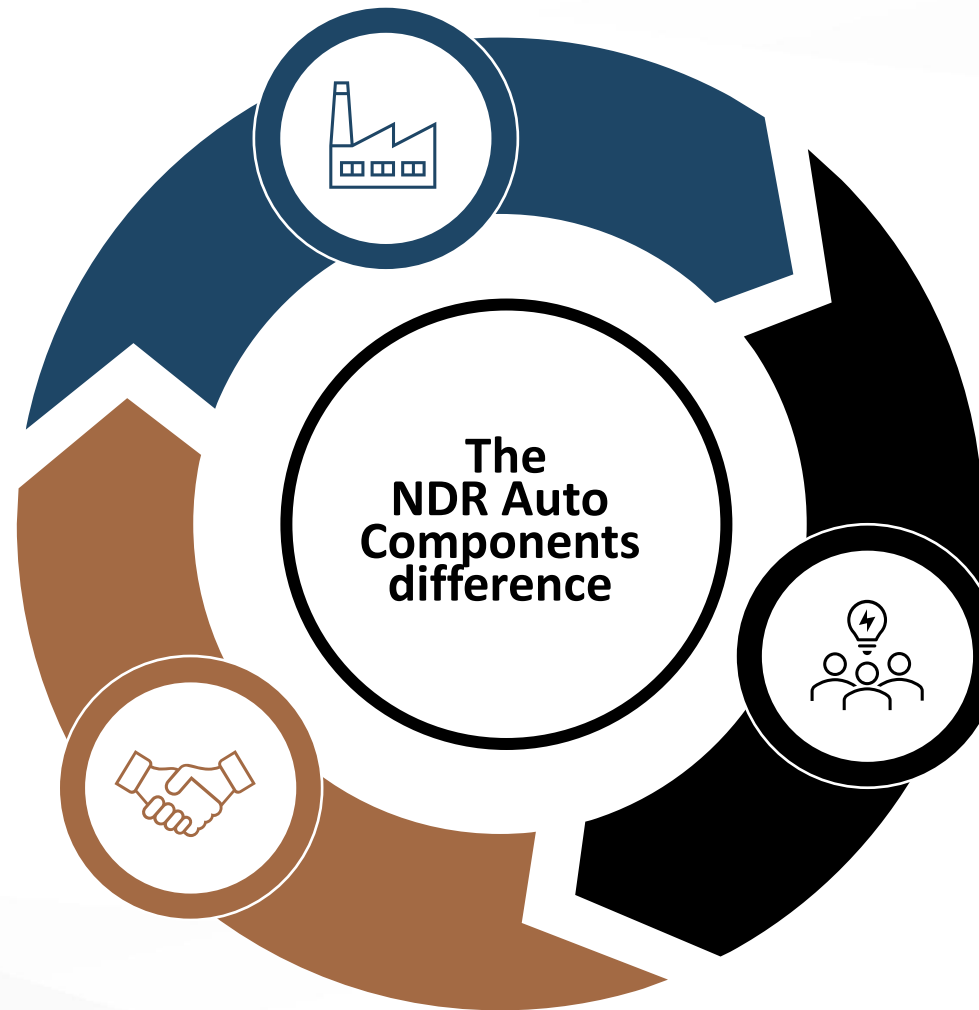


State of the art fully integrated infrastructure with capabilities to manufacture sheet metal and trims for all OEMs

- Fully equipped in-house Test and validation lab
- A preferred and reliable source of four-wheeler seating and two-wheeler seating

Well entrenched relationships – caters to ~30% of Maruti's requirements

- Business association with Bharat Seats Ltd a joint venture with MSIL and SMC Japan for over three decades



Established scale combined with 20+ years of experience translates to enhanced efficiencies and cost management

- Joint Venture with global leaders like Suzuki Motor Corporation, Japan; Maruti Suzuki India; Toyo Seats, Japan and Toyota Boshoku

Business Developments

Gujarat manufacturing facility commences commercial operations

Capacity in close proximity to Maruti, Gujarat plant

Flexible capability to manufacture seats and carpets for all automobiles

Estimated annual revenue potential of Rs. 70 crore



Corporate Developments



The Board of Directors at their meeting held on May 29, 2023 recommended and the shareholders approved in the AGM held on July 19, 2023 the issuance of Bonus shares in the ratio 1:1

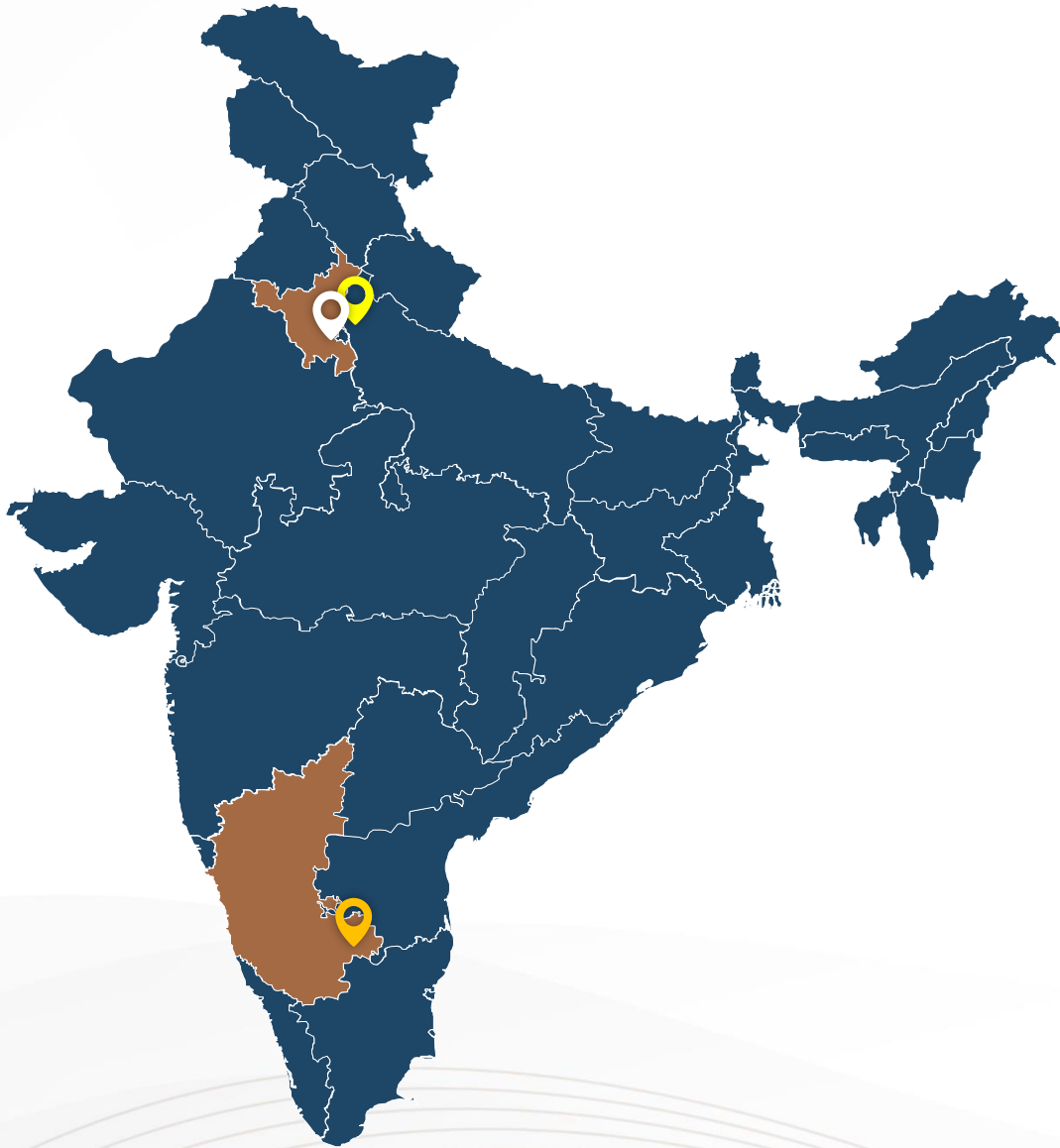


Free reserves and/ or share premium available for capitalization and the as on March 31, 2023 was; Rs. 38.76 crore



The Record date for the purpose of determining eligible shareholders was July 24, 2023. The Stock quoted ex bonus on July 25., 2023 and trading of the bonus shares commenced on August 01, 2023

Strategically Located & Certified Manufacturing Facilities



Manufacturing Capabilities

NACL has a fully integrated facility for Sheet Metal fabrication & Trim manufacturing.

Metal

Press Shop



Welding Shop



Pipe Bending



Projection Nut
Welding



Trim

Cutting



Stitching



Testing Facilities

Metal

NACL has an in-house testing facility equipped to carry out CMM, Weld Penetration Test and various other mechanical tests on aspects like Tensile Elongation, Hardness, Profile Projector, etc.



Trim

Colour is one of the most important features of the trim. The NACL testing facility is equipped with a colour chamber with various types of lights, Colorimeter and industrial magnifying glasses to validate the design pattern and the colour of the material. Other mechanical properties like tensile elongation, flammability, etc. are checked in-house.

The testing infrastructure also includes a state-of-the-art digitizer for pattern-building and auto-nesting. This ensures exact accuracy and precision of the pattern during cutting and also acts as a quality check parameter.



Joint Ventures



TOYOTA BOSHOKU



Bharat Seats Limited (BSL)

Mr. Rohit Relan & Associates had entered into a Joint Venture Agreement in 1988 with Maruti Suzuki India Limited and Suzuki Motor Corporation, Japan to manufacture Car Seating Systems.

Bharat Seats Limited was one of the first Joint Venture's of Maruti Udyog Limited and Suzuki Motor Corporation, Japan. Currently, BSL manufactures seating systems for passenger vehicles and two-wheelers, Seat Frames for two-wheelers, Floor Carpets for Passenger vehicles and body sealing products.

BSL has three manufacturing plants in the National Capital Region and one plant in Gujarat. NDR Auto Components Limited holds 28.66% equity in BSL, whose shares are listed on Bombay Stock Exchange.

Toyota Boshoku Relan India Private Limited (TBRI)

A Joint Venture between NDR Auto Components Limited and Toyota Boshoku Asia Company Limited was formed in 2014 to secure business and supply components from Toyota Boshoku product range for customers in Indian Market.

NDR Auto Components Limited holds 50% equity in TBRI.

Toyo Sharda India Private Limited (TSIL)

A Joint Venture between NDR Auto Components Limited and Toyo Seat, Japan was formed 2015 to manufacture seat devices and high tensile seat frames for passenger vehicles in India.

TSIL has set up a manufacturing plant in National Capital Region and supplies seat devices and seat frames to Bharat Seats Limited.

About Relan Group

- Relan Group traces its origins to the 1930s when its founder, Late Shri N.D.Relan, started out as a stockbroker in the financial services sector. In the eighties, the group diversified into an entirely new sector –automotive manufacturing – establishing itself as a premier manufacturer of auto components under the name of Bharat Seats Limited and Sharda Motor Industries Limited (SMIL).
- Bharat Seats is a fully-integrated plant for the manufacturing of complete seating systems under one roof catering to the four-wheeler, two-wheeler and surface transport segments. SMIL commenced its operations with a large stitching unit supplying seat trims and subsequently supplied metal structures and frames to Bharat Seats Limited.
- The stitching unit supplying seat trims, metal structures and frames was demerged to NDR Auto Component which was incorporated in 2019.



Leading Business Group
in Auto Ancillary Industry



Over 4 decades of
Promoter's experience



Strong relationship with
marquee clients like
Maruti Suzuki, Suzuki
Motorcycle and
Bellsonica.



Global technology
partnership with Toyo
Seats and Toyota Boshoku



Third generation is ready
to grow business to
achieve new milestone



Product Overview



Metal Product Portfolio



NACL is Stamping on 270 MPa to 440 MPa Tensile Strength with sheet thickness from 0.5 mm to 4.0mm.

Four Wheeler Seat Frames



Two Wheeler Seat Frames



BIW Parts



Seat Trims Portfolio



Four Wheeler Seat Trims



Two Wheeler Seat Trims





Management Overview



Key Management



MR. SANJIV KAPUR
Chairman

A graduate from IIT, Delhi and University of Wisconsin-Madison Mr Sanjiv Kapur is a Chairman of NDR Auto Component since October 2020. He has over 40 years of experience in the Medical Equipment and Devices industry. He is the Promoter of Medelec Systems Pvt. Ltd which is involved in the manufacture of sophisticated medical devices for the domestic and international market.

He has rich experience in the manufacture of components for the automobile industry with a wide exposure to the various technologies involved in manufacturing automobile components including machining, pressed metal components tool room etc.



MR. ROHIT RELAN
Co-Chairman

He is a Chartered Accountant (CA) and has also undertaken the Owner President Program - Harvard Business School and Management Development Program - INSEAD France.

Mr. Rohit Relan has over 42 years of experience in automotive components and is promoter entrepreneur of Bharat Seats Limited. Mr. Relan is spearheading the growth strategy and diversification of Bharat Seats Ltd. Mr. Relan has experience of collaborating with Japanese and other international partners.

He is involved in the growth and strategy of the Company and focuses on Innovation, continuous improvements, in Quality, Productivity, skill development through continuous training programs.

He has been conferred with the Order of the Rising Sun, Gold Rays with Rosette (Title of Decoration) by the Government of Japan in the year 2020 for his contribution towards promoting economic exchanges between Japan and India.

Board of Directors



MR. SANJIV KAPUR
Chairman



MR. ROHIT RELAN
Co-Chairman



MR. PRANAV RELAN
Whole-Time Director



MR. AYUSH RELAN
Whole-Time Director



MR. RISHABH RELAN
Director



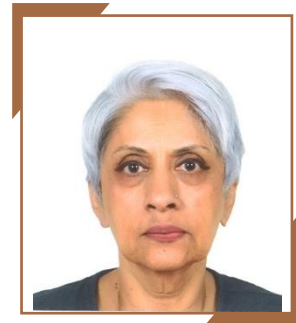
MR. RAJAT BHANDARI
Executive Director and
Company Secretary



**MS. DEEPA GOPALAN
WADHWA**
Independent Director



MS. SHYAMLA KHERA
Independent Director



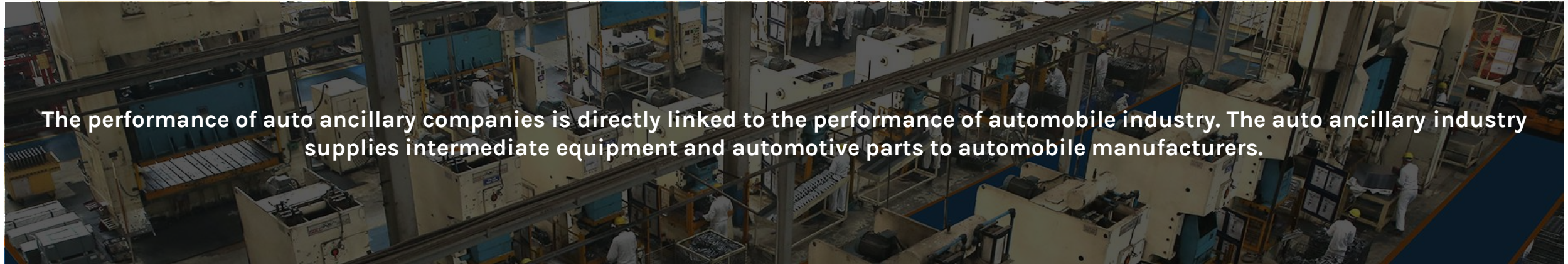
MS. VANITA CHHABRA
Independent Director



Industry Overview

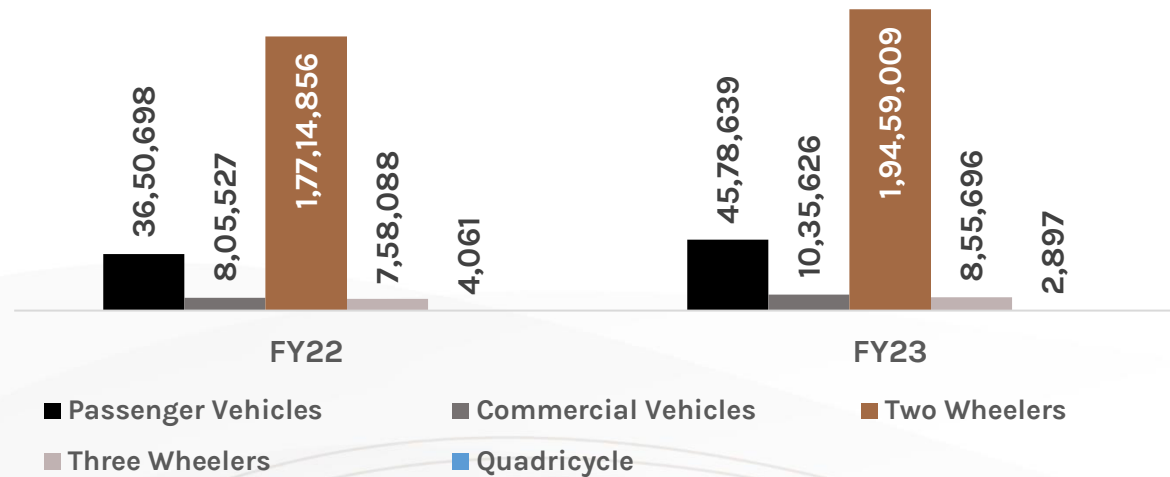


Growth In The Automobiles Sector

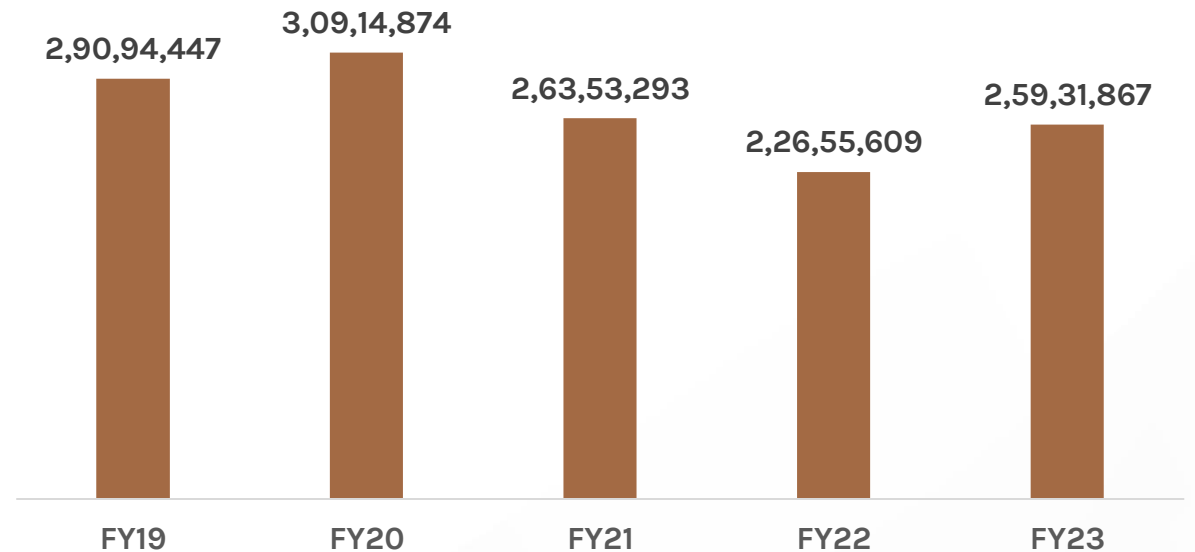


The performance of auto ancillary companies is directly linked to the performance of automobile industry. The auto ancillary industry supplies intermediate equipment and automotive parts to automobile manufacturers.

VEHICLE PRODUCTION VOLUMES IN INDIA



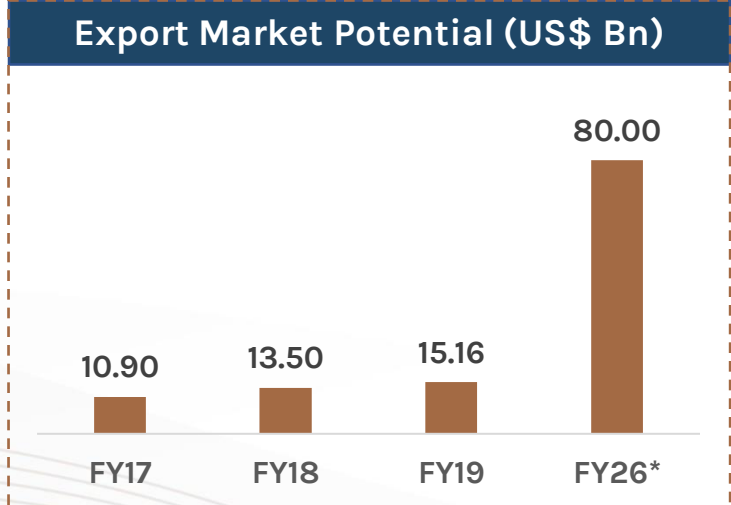
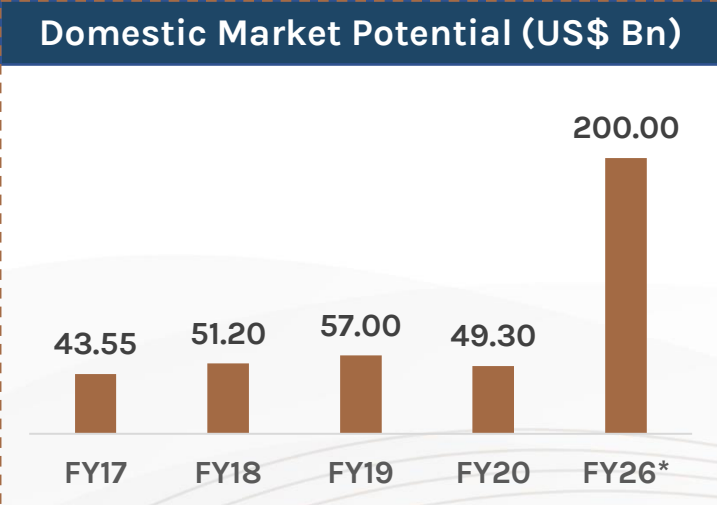
TOTAL VEHICLE PRODUCTION VOLUMES IN INDIA



Source: SIAM

Key Market Growth Drivers

- The enforcement of BS-VI standards of safety and emission is anticipated to help the export market expand during the forecast period for the benefit of auto component players in India.
- Foreign players prefer India because it is a cost-effective location for manufacturing, which bodes well for the auto ancillary market.
- India is poised to emerge as an outsourcing hub
- The demand for automobile to remain upbeat with rising per capita income
- Improvement in road infrastructure and national connectivity would drive the demand for the automobile sector.
- The old vehicle scrappage policy 2021 will further provide impetus to automobile demand.
- As auto ancillary is directly linked to the automobile industry, it will witness a sharp rise in demand.



Source: News Articles, ACMA
Note: * Estimates

NDR AUTO IS SET TO GET BENEFITED FROM THIS

NDR Auto is a key supplier of metal structures and frames of car seats to Bharat Seats Limited.

Bharat Seat is a supplier of complete seating systems under one roof catering to the four-wheeler, two-wheeler and surface transport segments.

The key customer of Bharat Seats is Maruti Suzuki driving the demand for its product.

As NDR Auto Component is supplying the seating component to Bharat Seats, the demand for the product is indirectly driven by production volume of Maruti Suzuki.



Financial Overview

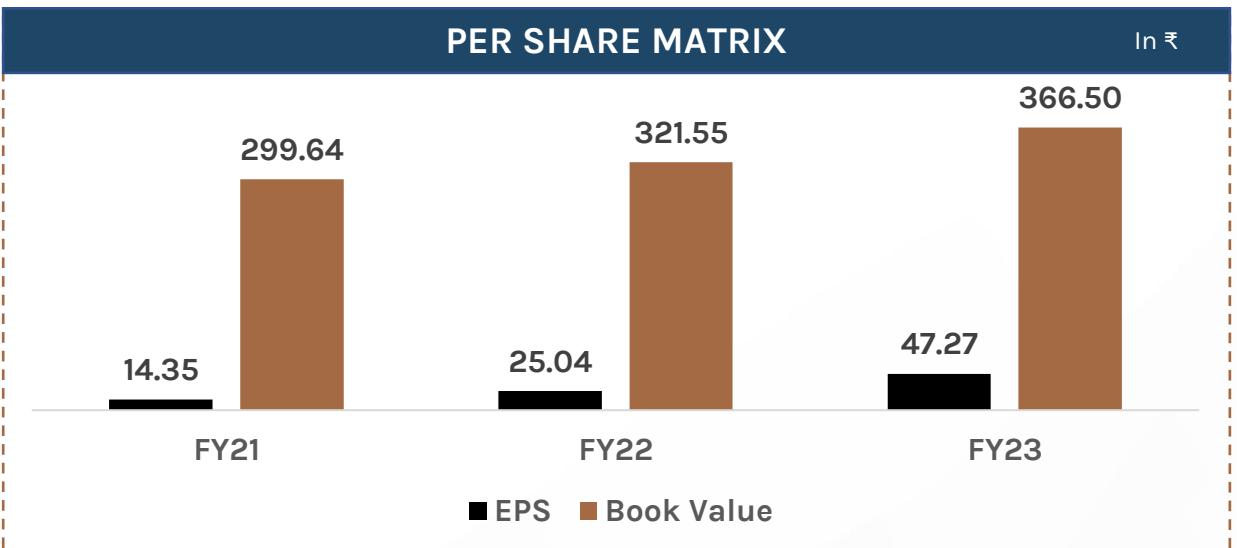
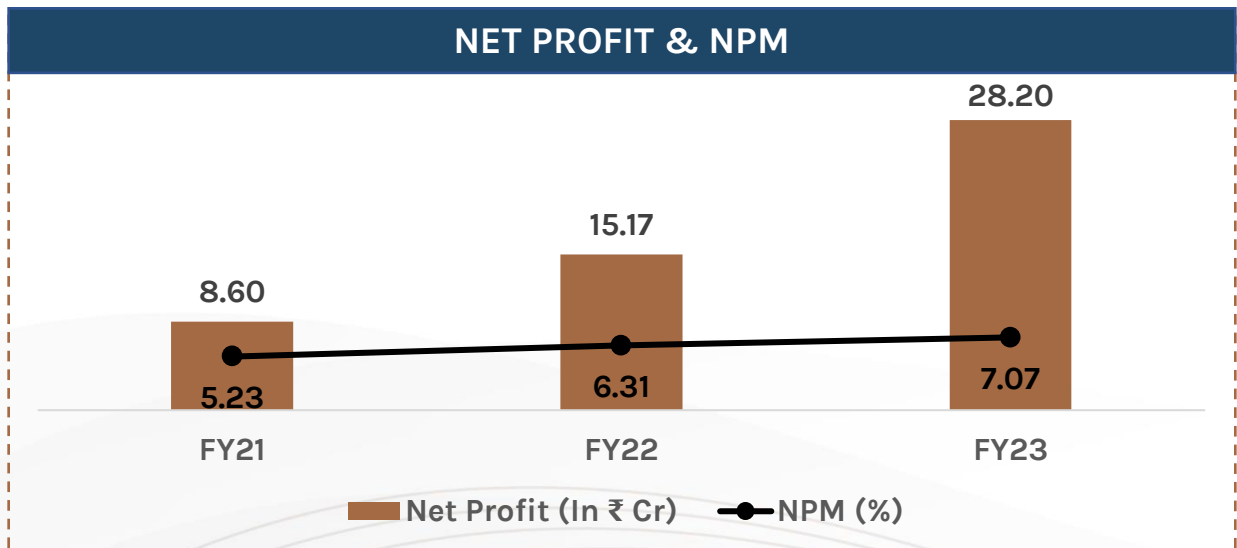
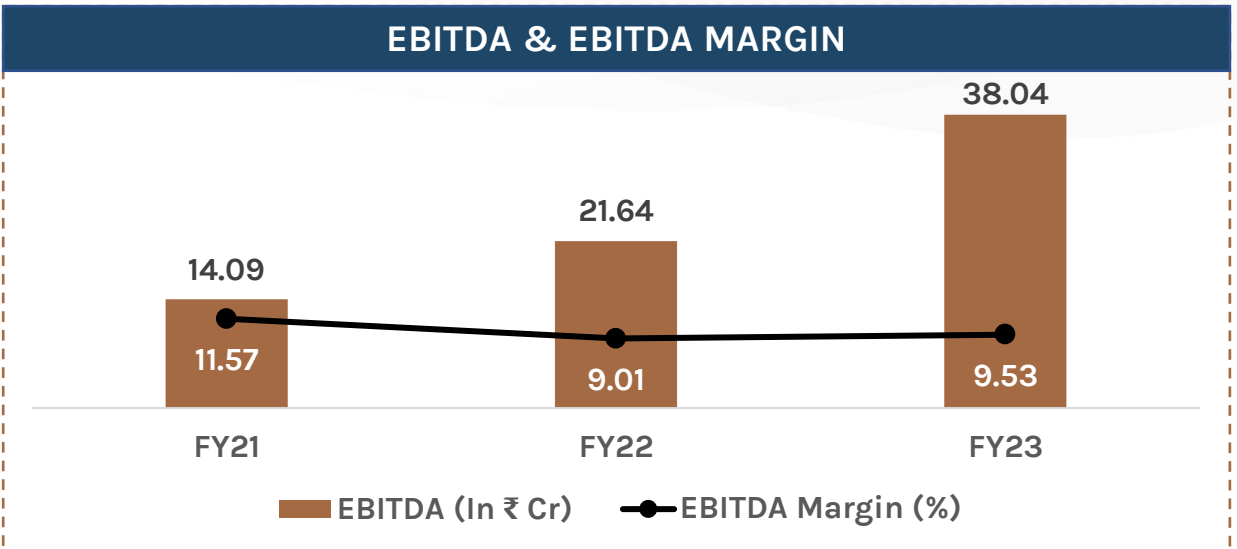
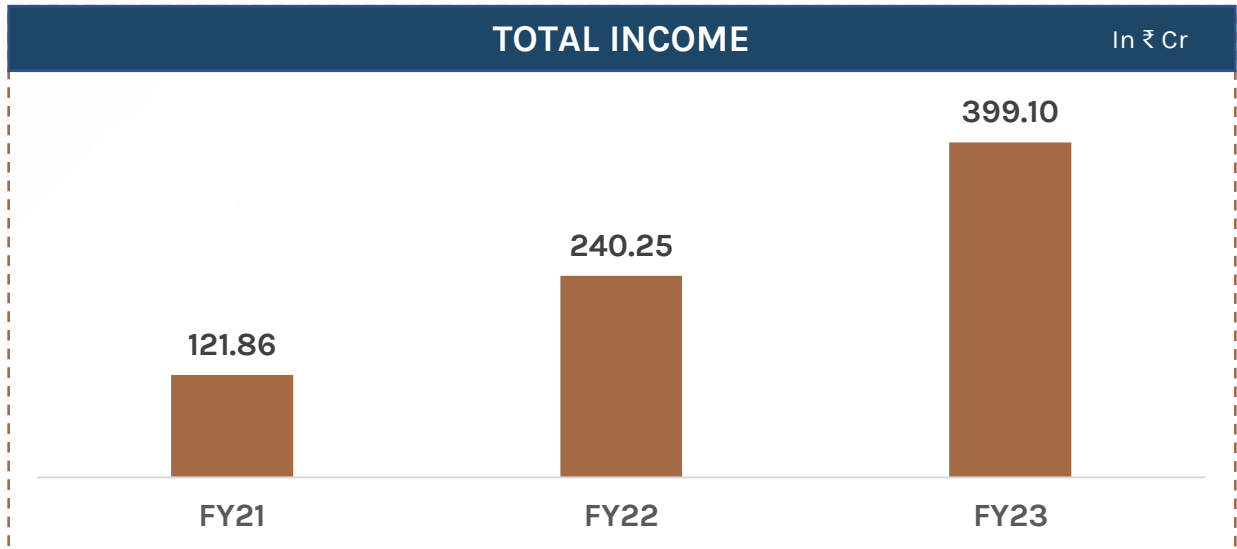


Last 5 Quarter Performance



Particular	In ₹ Cr				
	Q1 FY24	Q4 FY23	Q3 FY23	Q2 FY23	Q1 FY23
Total Income	128.92	133.05	107.05	94.91	64.09
EBITDA	12.79	13.64	8.78	10.04	5.59
PBT	10.54	12.57	7.03	10.67	4.95
Profit After Tax	8.25	9.97	5.69	8.42	4.05

Key Financial Highlights Consolidated



Consolidated Profit & Loss Statement



In ₹ Cr

Particular	FY21	FY22	FY23
Revenues	114.13	232.55	392.78
Other Income	7.73	7.70	6.31
Total Income	121.86	240.25	399.10
Raw Material costs	84.89	176.79	296.86
Employee costs	5.48	9.14	12.39
Other expenses	17.40	32.68	51.80
Total Expenditure	107.77	218.61	361.05
EBITDA	14.09	21.64	38.04
Finance Costs	0.12	0.73	1.79
Depreciation	4.97	7.33	8.68
PBT	9.00	13.58	27.58
Tax	2.63	3.35	7.09
PAT	6.37	10.23	20.49
Profit/loss from associate companies	2.16	4.66	7.62
Other Comprehensive Income	0.07	0.28	0.09
Reported Net Profit	8.60	15.17	28.20

Consolidated Balance Sheet



In ₹ Cr

Equities & Liabilities	FY21	FY22	FY23
Equity	5.95	5.95	5.95
Reserves	172.23	185.26	211.98
Net Worth	178.17	191.21	217.92
Minority Interest	0.00	0.00	0.00
Non-current Liabilities			
Long-term borrowing	0.00	1.85	1.70
Deferred tax Liabilities	-1.25	0.00	0.00
Other long terms Liabilities	4.17	10.27	29.47
Long-term provision	1.39	0.32	0.34
Total Non Current Liabilities	4.32	12.44	31.51
Current Liabilities			
Short-term borrowings	0.00	0.13	0.15
Trade payables	35.71	40.70	74.19
Other Current Financial Liabilities		4.92	18.63
Other current liabilities	2.25	0.39	1.28
Short-term provision	1.20	0.40	0.18
Total Current Liabilities	39.16	46.54	94.42
Total Liabilities	221.66	250.18	343.85

In ₹ Cr

Assets	FY21	FY22	FY23
Non Current Assets			
Fixed assets	44.27	79.33	146.87
Non-current investments	40.22	42.81	49.61
Other Non-Current Financial Assets	4.59	1.47	11.79
Other non-current assets	0.00	0.42	3.60
Deffered Tax Assets		1.87	0.89
Total Non Current Assets	89.08	125.91	212.76
Current Assets			
Inventories	12.39	21.26	39.34
Trade receivables	31.11	30.46	31.10
Cash & Bank Balance	85.49	51.45	51.53
Other Current Financial Assets	1.47	11.57	2.22
Other current assets	2.13	9.53	6.90
Total Current Assets	132.58	124.27	131.09
Total Assets	221.66	250.18	343.85

Standalone Profit & Loss Statement



In ₹ Cr

Particular	FY21	FY22	FY23
Revenues	114.13	232.55	392.78
Other Income	8.30	8.27	7.18
Total Income	122.43	240.82	399.97
Raw Material costs	84.89	176.79	296.86
Employee costs	5.48	9.14	12.39
Other expenses	17.40	32.69	51.80
Total Expenditure	107.77	218.61	361.05
EBITDA	14.66	22.20	38.91
Finance Costs	0.12	0.73	1.79
Depreciation	4.97	7.33	8.68
PBT before exceptional item	9.57	14.15	28.45
Exceptional item	0.00	0.00	0.00
Profit Before Tax	9.57	14.15	28.45
Tax	2.63	3.35	7.09
PAT	6.94	10.80	21.36
Other Comprehensive Income	0.05	0.22	0.05
Reported Net Profit	6.99	11.02	21.41

Standalone Balance Sheet



In ₹ Cr

Equities & Liabilities	FY21	FY22	FY23
Equity	5.95	5.95	5.95
Reserves	133.67	144.10	164.02
Net Worth	139.61	150.04	169.97
Minority Interest	0.00	0.00	0.00
Non-current Liabilities			
Long-term borrowing	0.00	1.85	1.70
Deferred tax Liabilities	-1.25		
Other long terms Financial Liabilities	4.17	10.27	29.47
Long-term provision	1.39	0.32	0.34
Total Non Current Liabilities	4.32	12.44	31.51
Current Liabilities			
Short-term borrowings	0.00	0.13	0.15
Trade payables	35.71	40.70	74.19
Other Current Financial Liabilities	1.88	4.92	18.63
Other current liabilities	0.37	0.39	1.28
Short-term provision	1.20	0.40	0.18
Total Current Liabilities	39.16	46.54	94.42
Total Liabilities	183.10	209.02	295.90

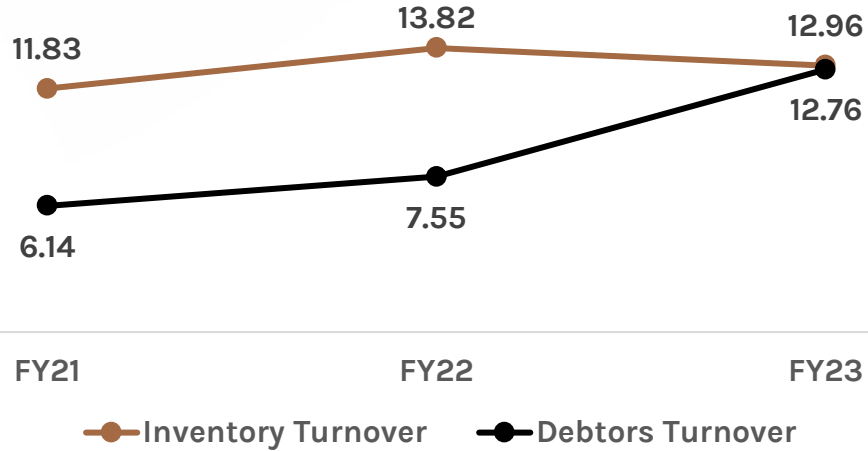
In ₹ Cr

Assets	FY21	FY22	FY23
Non Current Assets			
Fixed assets	44.27	79.33	146.87
Non-current investments	1.66	1.65	1.65
Other Non-Current Financial Assets	0.52	1.47	11.79
Non Current Tax Assets	0.07	1.87	0.89
Other non-current assets	3.99	0.42	3.60
Total Non Current Assets	50.51	84.74	164.80
Current Assets			
Inventories	12.39	21.26	39.34
Trade receivables	31.11	30.46	31.10
Cash & Bank Balance	85.49	51.45	51.53
Other Current Financial Assets	1.50	11.57	2.22
Other current assets	2.10	9.53	6.90
Total Current Assets	132.58	124.27	131.09
Total Assets	183.10	209.02	295.90

Key Ratios Standalone

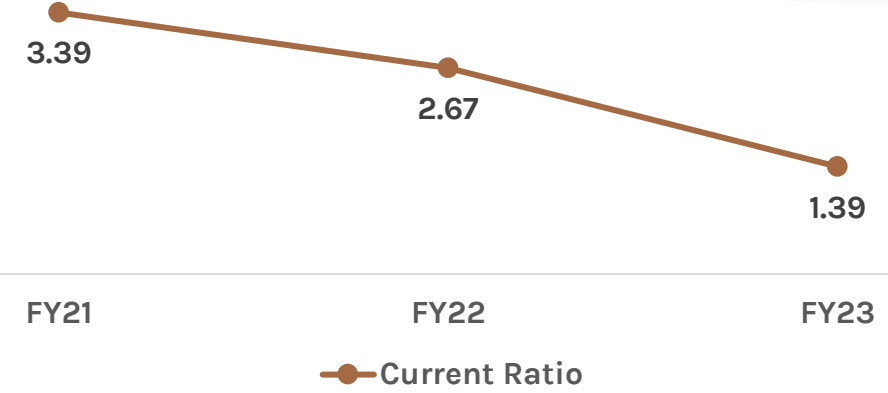
PERFORMANCE RATIOS

In Time



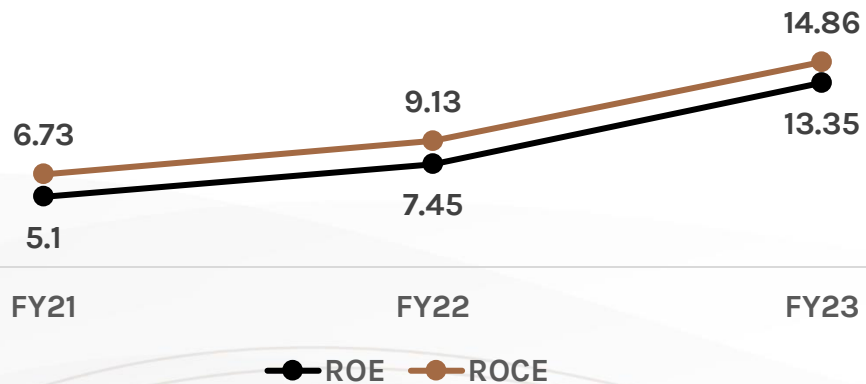
CURRENT RATIOS

In Time



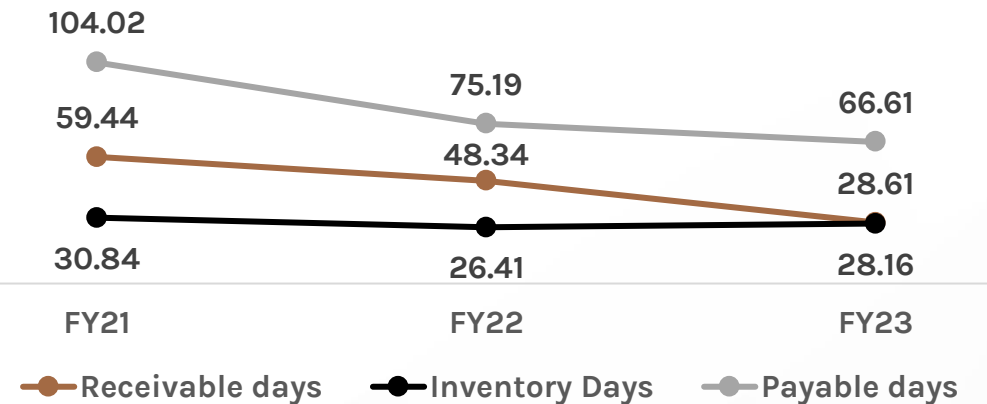
RETURN RATIOS

In %



WORKING CAPITAL CYCLE

In Days





THANK YOU



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