

November 08, 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 earnings call on November 09, 2022 at 10.00 am (IST) on the Unaudited financial results of the Company for the quarter and half year ended September 30, 2022.

The above presentation will also be made available on the website of our Company at [www.sansera.in](http://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)

Reg Off: No. 143/A, Jigani Link Road, Bangalore-560 105, India, Tel: +91 80-27839081/82/83. Fax: +91 80-27839309

E-mail id: info@sansera.in Website: www.sansera.in CIN: L34103KA1981PLC004542

**DIVERSIFICATION.**  
**EXPANSION.**  
**PROGRESSION.**

**SANSERA**  
*ideas@work*



**SANSERA ENGINEERING LIMITED**

INVESTORS PRESENTATION  
**NOVEMBER 2022**

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# Performance Highlights

Achieved  
**Q2FY23 Rs. 6.4 Bn**  
 Highest ever quarterly total revenues

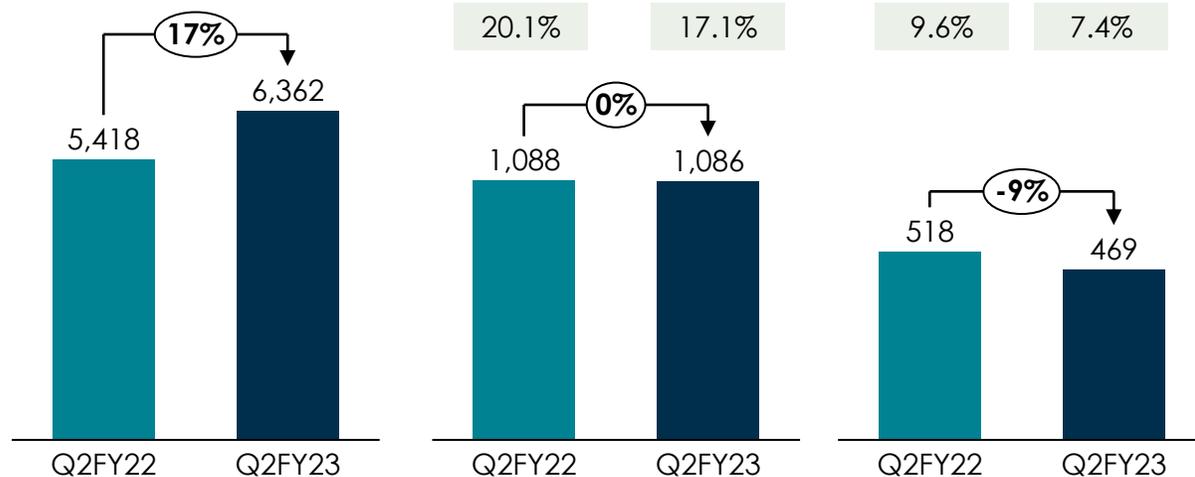
Achieved  
**H1FY23 Rs.11.7 Bn**  
 Highest ever half yearly total revenues

Rs in Mln

## Total Revenues

## EBITDA

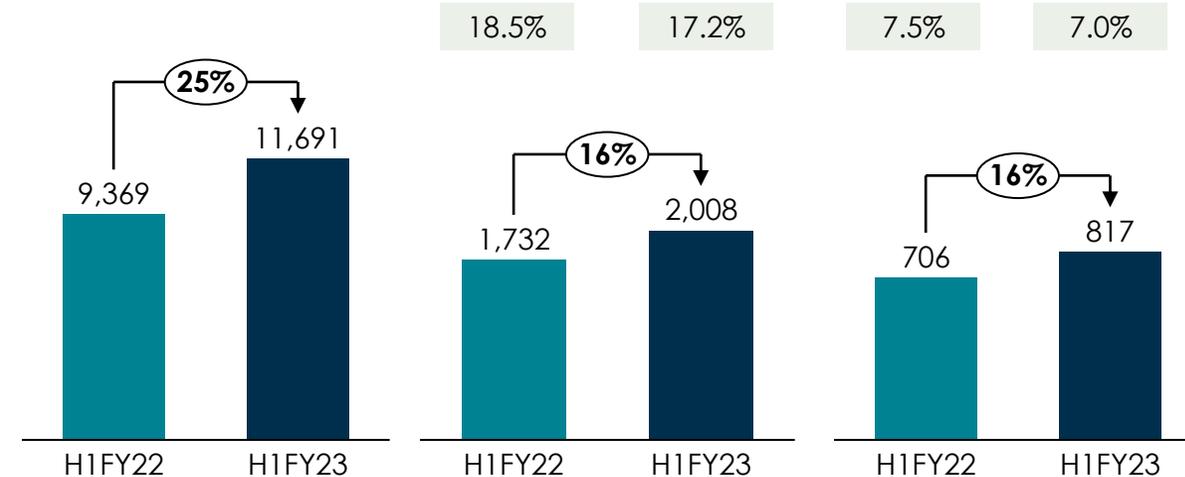
## PAT



## Total Revenues

## EBITDA

## PAT



- › Dynamic macro backdrop globally has impacted our international sales negatively. However, growth in our domestic sales more than compensated for this degrowth allowing us to record highest ever quarterly and half yearly sales
- › In the quarter, we were able to pass on the commodity price increase to our domestic customers. However, the passing of costs optically makes the margin percentages appear narrower
- › In addition to the above gross margin saw some compression both sequentially and on a YoY basis due to reduction in exports

- › As of Sep-22, our order book with annual peak revenues stood at Rs 14.2 bn
- › In H1FY23, the company generated cash from operations of Rs. 1,299 Mln as against Rs. 709 Mln in H1 last year
- › In H1FY23, we invested Rs. 1,282 Mln towards the purchase of property, plant and equipment, etc.
- › On the debt front, our net debt stood at Rs. 6,250 Mln



**Mr. B R Preetham**  
**Group CEO**

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

*“Building on vigorous momentum in the domestic market, we have recorded our highest ever quarterly sales of Rs. 6.4 bn this quarter. Over the years, diversified product portfolio, customers and markets have been our strong suit, and this has helped us deliver a healthy performance once again.*

*As planned, our EV business is growing from strength to strength with the addition of new customers. This quarter close to 3% of our total sales came from the xEV segment.*

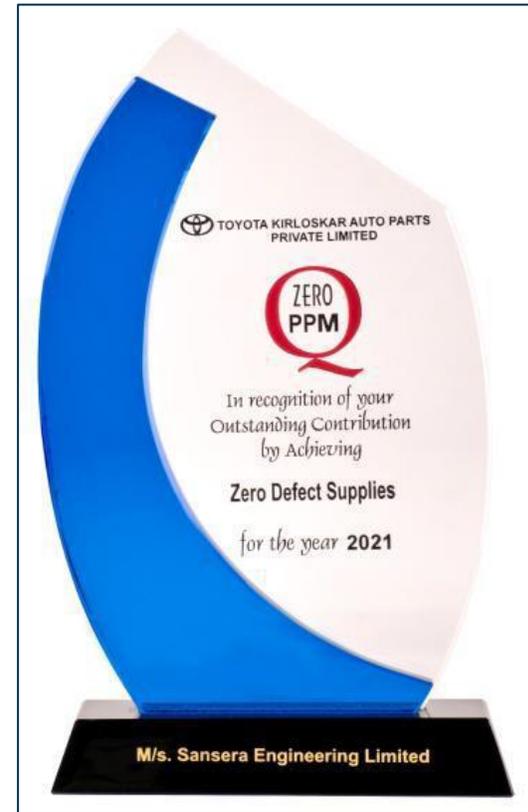
*With a solid festive season, automakers are projecting a very healthy domestic demand in the coming times. However, exports may continue to be a drag for the industry this year. Consequently, we expect our domestic sales to register higher growth this year. In addition, new products for xEV and hybrid segment for which the mass production has started will also contribute meaningfully to our growth. We have already doubled our revenues from xEV and tech agnostic segment in H1FY23, and we expect this trend to continue in FY23.*

*On the non-auto side, we should see a significant outperformance in the Aerospace & Defense business next year. The last two-three years were rather dull for the sector but now the demand is coming back strongly. In FY23, we expect our aerospace revenues to register a 35% to 40% growth.*

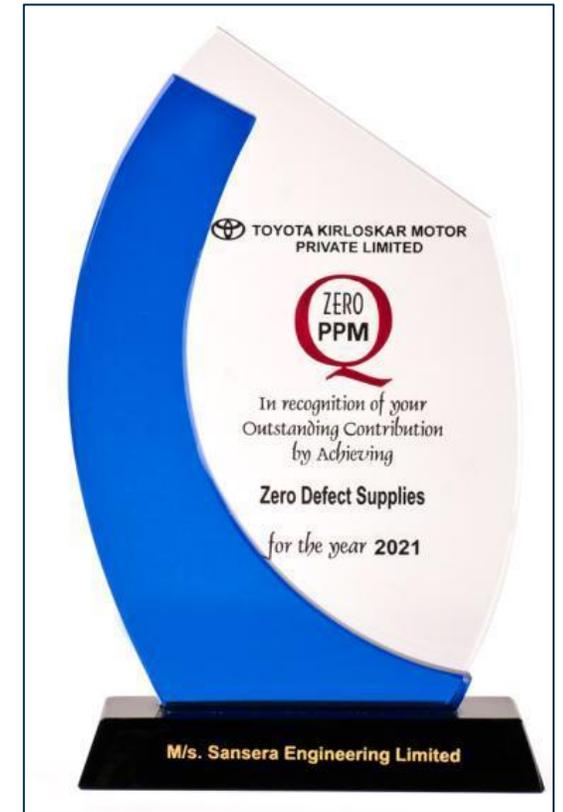
*These trends are very well reflected in our healthy orderbook of new business with annual peak revenues of Rs. 14.2 bn (Sep-22). Amongst major order wins, we have recently won an order of ~Rs. 1,300 Mln<sup>(1)</sup> from a global auto OEM and secured a Rs. 250 Mln<sup>(1)</sup> from a well-known American company in the non-auto space.”*



**Boeing Excellent Supplier Performance**



**Toyota Kirloskar Auto Parts Zero Defects Supplies**

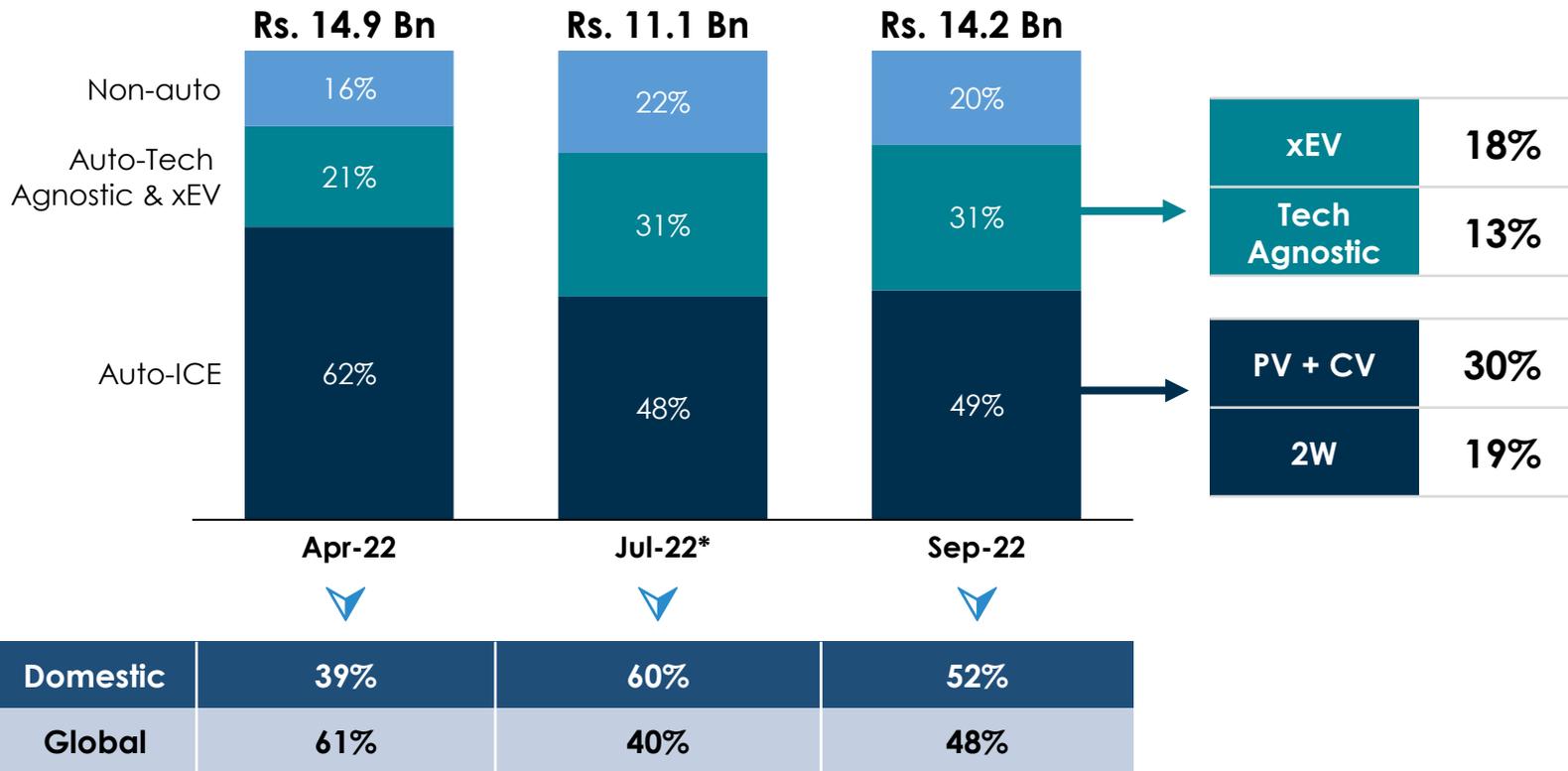


**Toyota Kirloskar Motor Zero Defects Supplies**

# Strong and diverse business pipeline for future growth

304 LOIs/Purchase Orders from 80 customers in the auto and 37 customers in the non-auto sector

## Orderbook (peak annual revenues for new business)



### Key Order Wins

(Long-term framework orders as a part of regular business operations)

6 year order from a global auto OEM with peak annual revenues of ~Rs. **1,300** Mln

6 year order from a well-known American company in the non-auto space with peak annual revenues of ~Rs. **250** Mln

\*Accounts for withdrawal of framework contract worth Rs. 3.0 Bn (intimated on stock exchanges on 26-Jul-22)

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

(1) Represents peak annual revenues



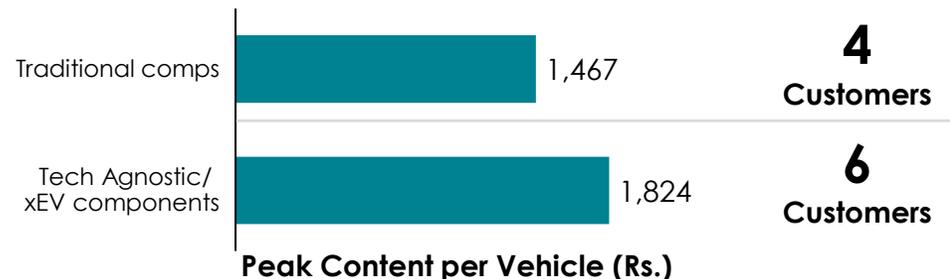
Sansera endeavors to be ahead of the curve in the EV space with a clear emphasis and focus on development of a new mobility world

- ◆ 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 OEMs and new-age players in the EV space
- ◆ Broader product portfolio with a higher kit value
- ◆ Leveraging longstanding relationships with OEMs to increase penetration
- ◆ Recent wins with marquee global customers demonstrate momentum

**12\*** xEV Customers **7** (2W) **3** (PV) **2** (CV)

**18%** of orderbook **2.9%** Of Q2FY23 Sales

### Sansera business from key Scooter OEMs



### EV Penetration in the Indian Market

- › Current EV penetration levels in India are very low (around 2.6% of the total automobile market in India)
- › Government of India is **targeting 30% EV Penetration till 2030**

\*Some customers may appear in more than one category

# Sales Mix: By End-Use Segments

Sales mix (%)	Q2FY23	Q2FY22	Q1FY23	H1FY23	H1FY22	FY22
<b>Auto – ICE</b>	<b>80.1%</b>	<b>82.0%</b>	<b>79.8%</b>	<b>79.9%</b>	<b>83.0%</b>	<b>83.0%</b>
<b>Auto-Tech Agnostic &amp; xEV</b>	<b>10.3%</b>	<b>6.8%</b>	<b>8.7%</b>	<b>9.6%</b>	<b>5.6%</b>	<b>6.0%</b>
Auto-Tech Agnostic	7.4%	6.6%	6.8%	7.1%	5.4%	5.7%
xEV	2.9%	0.2%	1.9%	2.5%	0.1%	0.4%
<b>Non-Auto</b>	<b>9.6%</b>	<b>11.2%</b>	<b>11.5%</b>	<b>10.5%</b>	<b>11.5%</b>	<b>11.0%</b>
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>

# Sales Mix: By Geographies

Sales mix (%)	Q2FY23	Q2FY22	Q1FY23	H1FY23	H1FY22	FY22
<b>India</b>	<b>77%</b>	<b>64%</b>	<b>71%</b>	<b>74%</b>	<b>62%</b>	<b>63%</b>
Europe	16%	22%	17%	17%	24%	24%
USA	4%	11%	9%	6%	11%	9%
Other Foreign Countries	3%	3%	3%	3%	3%	4%
<b>International</b>	<b>23%</b>	<b>36%</b>	<b>29%</b>	<b>26%</b>	<b>38%</b>	<b>37%</b>
Exports from India	18%	28%	22%	20%	29%	28%
Sweden Sales	5%	8%	7%	6%	9%	9%
<b>TOTAL</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Consolidated Profit & Loss Account

Particulars (Rs. in Mln)	Q2FY23	Q2FY22	YoY	H1FY23	H1FY22	YoY
<b>Total Revenue</b>	<b>6,361.9</b>	<b>5,418.2</b>	<b>17%</b>	<b>11,691.2</b>	<b>9,369.2</b>	<b>25%</b>
Cost of goods sold (incl power & fuel cost)	3,939.8	3,170.0		7,024.4	5,449.9	
<b>Gross Profit</b>	<b>2,422.1</b>	<b>2,248.2</b>	<b>8%</b>	<b>4,666.8</b>	<b>3,919.3</b>	<b>19%</b>
<b>Gross Profit Margin</b>	<b>38.1%</b>	<b>41.5%</b>		<b>39.9%</b>	<b>41.8%</b>	
Employee benefit expenses	767.6	675.2		1,542.0	1,309.8	
Other Expenses	568.1	485.4		1,116.5	877.5	
<b>EBITDA</b>	<b>1,086.5</b>	<b>1,087.5</b>	<b>0%</b>	<b>2,008.4</b>	<b>1,732.0</b>	<b>16%</b>
<b>EBITDA Margin</b>	<b>17.1%</b>	<b>20.1%</b>		<b>17.2%</b>	<b>18.5%</b>	
Depreciation and amortisation expense	315.3	287.7		622.5	563.0	
<b>EBIT</b>	<b>771.2</b>	<b>799.9</b>	<b>-4%</b>	<b>1,385.9</b>	<b>1,169.1</b>	<b>19%</b>
<b>EBIT Margin</b>	<b>12.1%</b>	<b>14.8%</b>		<b>11.9%</b>	<b>12.5%</b>	
Finance Cost	143.7	112.7		280.4	228.9	
<b>Profit before Tax</b>	<b>627.5</b>	<b>687.2</b>	<b>-9%</b>	<b>1,105.5</b>	<b>940.1</b>	<b>18%</b>
Tax	158.7	169.6		288.9	233.8	
<b>Profit After Tax</b>	<b>468.7</b>	<b>517.6</b>	<b>-9%</b>	<b>816.6</b>	<b>706.3</b>	<b>16%</b>
<b>Profit After Tax Margin</b>	<b>7.4%</b>	<b>9.6%</b>		<b>7.0%</b>	<b>7.5%</b>	
EPS – Basic (Rs.)	8.72	9.94		15.24	13.58	
EPS – Diluted (Rs.)	8.53	9.55		14.88	13.03	

# Consolidated Balance Sheet

Assets (in Rs. Mn)	Sep-22	Mar-22
<b>Non - Current Assets</b>	<b>14,878.4</b>	<b>14,264.8</b>
Property Plant & Equipments	11,672.9	11,040.8
CWIP	1,359.5	1,224.3
Goodwill	331.2	352.3
Intangible assets	19.1	24.0
Right of use assets	866.7	977.3
Financial Assets		
i) Investments	104.9	104.9
ii) Loans	28.9	15.7
iii) Other Financial Assets	282.7	288.0
Current tax assets (Net)	28.3	28.3
Other Non Current Assets	184.1	209.3
<b>Current Assets</b>	<b>8,878.1</b>	<b>7,944.9</b>
Inventories	3,533.6	2,776.0
Financial Assets		
(i) Investments	7.2	6.0
(ii) Trade receivables	4,374.9	4,085.6
(iii) Cash and cash equivalents	279.4	383.4
(iv) Bank balances other than cash and cash equivalents	151.7	119.8
(v) Loans	16.7	25.2
(vi) Other financial assets	239.0	201.7
Other Current Assets	275.7	347.2
<b>Total Assets</b>	<b>23,756.5</b>	<b>22,209.7</b>

Equity & Liabilities (in Rs. Crs)	Sep-22	Mar-22
<b>Total Equity</b>	<b>11,105.0</b>	<b>10,353.2</b>
Equity Share Capital	105.8	104.3
Instruments entirely equity in nature	0.0	-
Other Equity	10,863.3	10,129.5
Non Controlling Interests	135.9	119.3
<b>Non-Current Liabilities</b>	<b>4,173.1</b>	<b>4,479.7</b>
Financial Liabilities		
(i) Borrowings	2,212.3	2,335.0
(ia) Lease liabilities	811.5	910.6
(iii) Other Financial Liabilities		-
Provisions	67.8	82.2
Deferred Tax Liabilities (Net)	576.0	641.9
Other non-current liabilities	505.5	509.8
<b>Current Liabilities</b>	<b>8,478.5</b>	<b>7,376.9</b>
Financial Liabilities		
(i) Borrowings	4,468.7	4,116.4
(ia) Lease liabilities	94.8	102.5
(iii) Trade payables	3,206.1	2,653.0
(iv) Other financial liabilities	226.9	121.8
Other Current Liabilities	299.8	263.5
Provisions	53.5	111.1
Current tax liabilities (Net)	128.8	8.5
<b>Total Equity &amp; Liabilities</b>	<b>23,756.5</b>	<b>22,209.7</b>

# Consolidated Cash Flow Statement

Rs in Mln

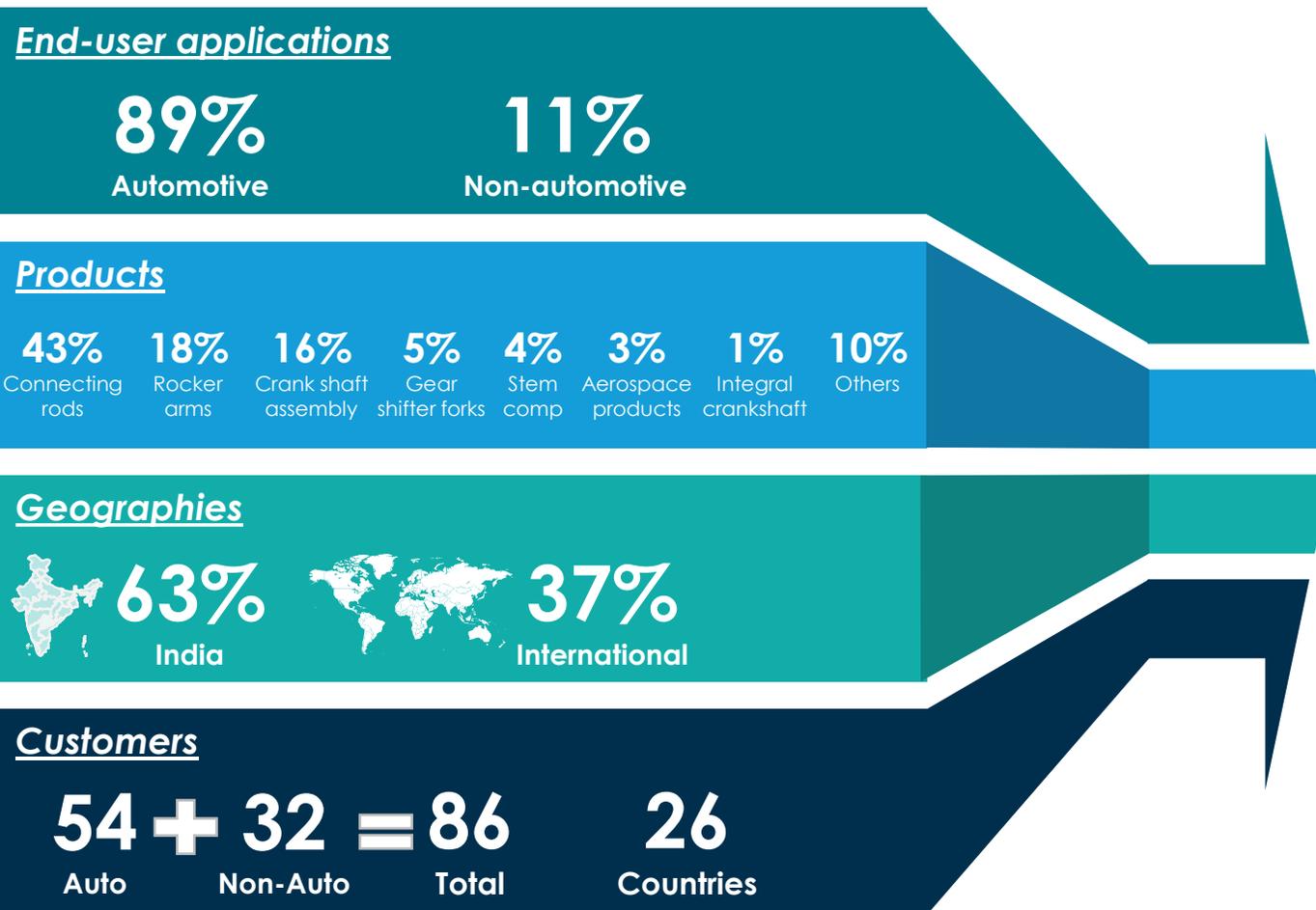
Particulars (in Rs. Mln)	H1FY23	H1FY22
<b>Net Profit Before Tax</b>	<b>1,105.5</b>	<b>940.1</b>
Adjustments to reconcile profit before tax to net cash flows:	921.9	816.0
<b>Operating profit before working capital changes</b>	<b>2,027.4</b>	<b>1,756.1</b>
Changes in working capital	(507.6)	(845.5)
<b>Cash generated from Operations</b>	<b>1,519.8</b>	<b>910.7</b>
Income taxes paid, net	(221.0)	(202.0)
<b>Net Cash from Operating Activities</b>	<b>1,298.9</b>	<b>708.7</b>
<b>Net cash used in investing activities</b>	<b>(1,282.4)</b>	<b>(1,255.7)</b>
<b>Net cash (used in)/generated from financing activities</b>	<b>(97.4)</b>	<b>653.7</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>(80.9)</b>	<b>106.7</b>
Add: Cash & Cash equivalents at the beginning of the year	383.4	365.0
Effect of exchange differences on translation of foreign currency cash and cash equivalents	(23.1)	(22.9)
<b>Cash &amp; Cash equivalents at the end of the year</b>	<b>279.4</b>	<b>448.8</b>



# 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

**272** Dedicated team

**Strong in-house engineering capabilities**

- High focus on engineering, machine building, automation

**Professional management**

- Distinguished board and experienced management team
- Professional leadership – Group CEO, CFO & COO

**Resilient financial performance & strong profitability**

H1 FY23 (Rs. Mln)		FY22 (Rs. Mln)	
<b>11,691</b>	<b>2,008</b> (17.2%)	<b>20,045</b>	<b>3,491</b> (17.4%)
Total Revenues	EBITDA	Total Revenues	EBITDA

Sales mix for H1 FY23

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



# Toyota Industries

Best Targets Achieved Supplier in Delivery  
of the year **2021**

## General Motors

30th annual  
supplier  
of the year  
**2021**

**SANSEERA**  
*ideas@work*

well recognized by vendors

## HMSI

Honda Motorcycle & Scooter  
India Pvt. Ltd.

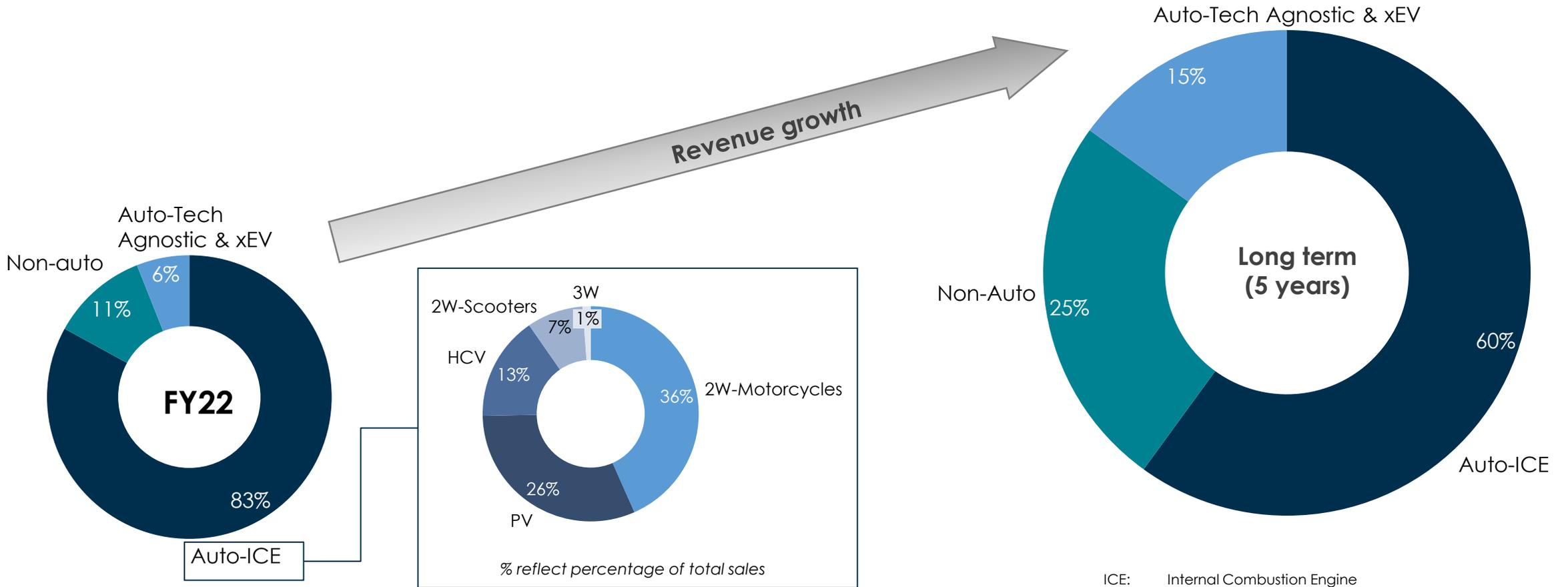
award for  
**Environmental**  
initiatives

## Knorr-Bremse

award for

**Technology**

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



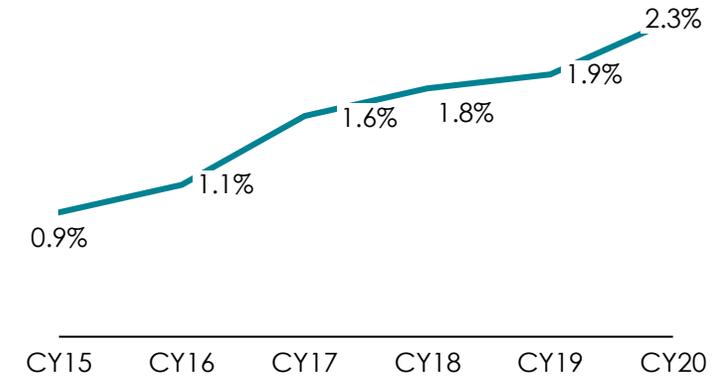
Connecting Rods(LV)  
**289 mn units**

**3%**  
FY21 – 26  
CAGR

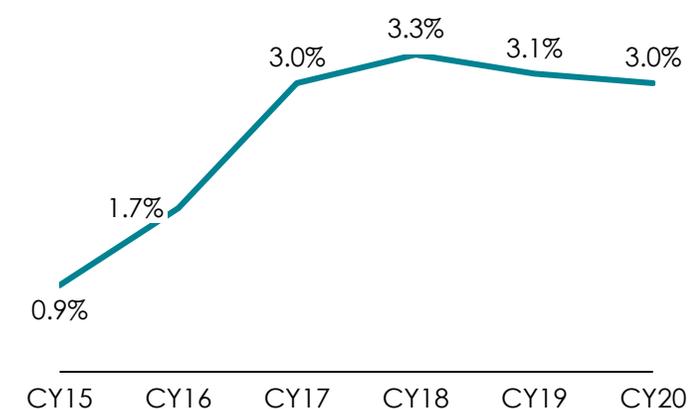
Connecting Rods(CV)  
**35 mn units**

**1%**  
FY21 – 26  
CAGR

### Sansera's Market Share (LV)



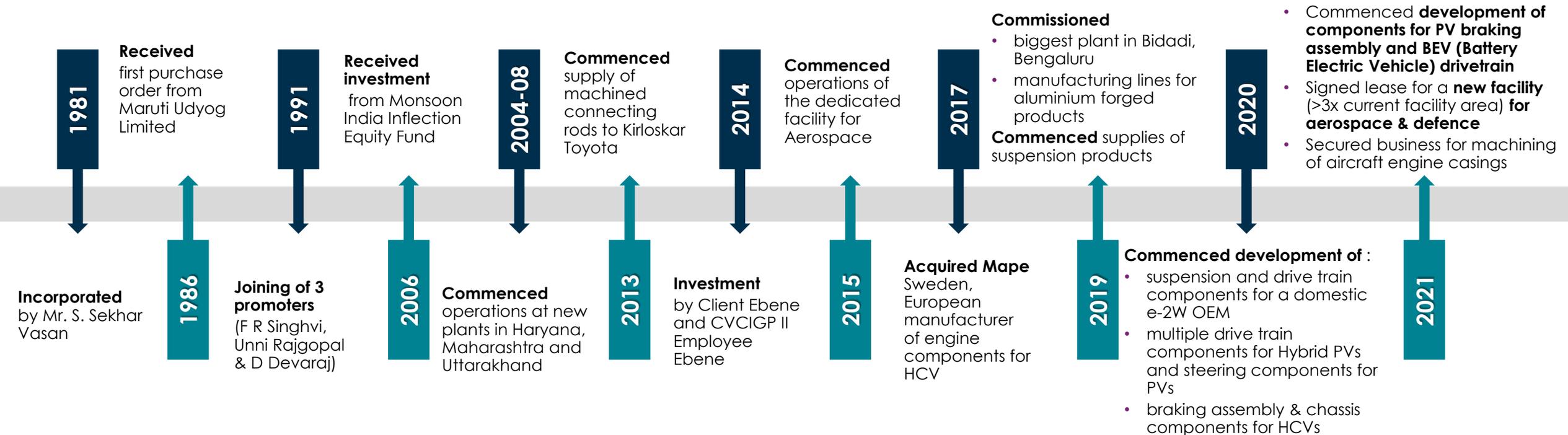
### Sansera's Market Share (CV)



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		
<b>Product Offerings</b>	 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)		
<b>Sales Mix FY22</b>	<b>Motorcycles 37%</b>		<b>Scooters 10%</b>		<b>28%</b>		<b>13%</b>		
<b>H1FY23</b>	<b>38%</b>		<b>14%</b>		<b>27%</b>		<b>10%</b>		
<b>Key Customers (Indian and Global)</b>	<b>Indian</b> › 9 out of Top 10 Two Wheeler OEMs		<b>Global</b> › European, US and Japanese premium Two Wheeler OEMs		<b>Indian</b> › Major Japanese and European PV OEMs › Indian multinational automotive manufacturing company	<b>Global</b> › Leading North American and European PV OEMs › Global Tier 1 Supplier	<b>Indian</b> › Leading Indian and European OEMs › Global supplier of actuation and motion control systems	<b>Global</b> › 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 Q1FY23

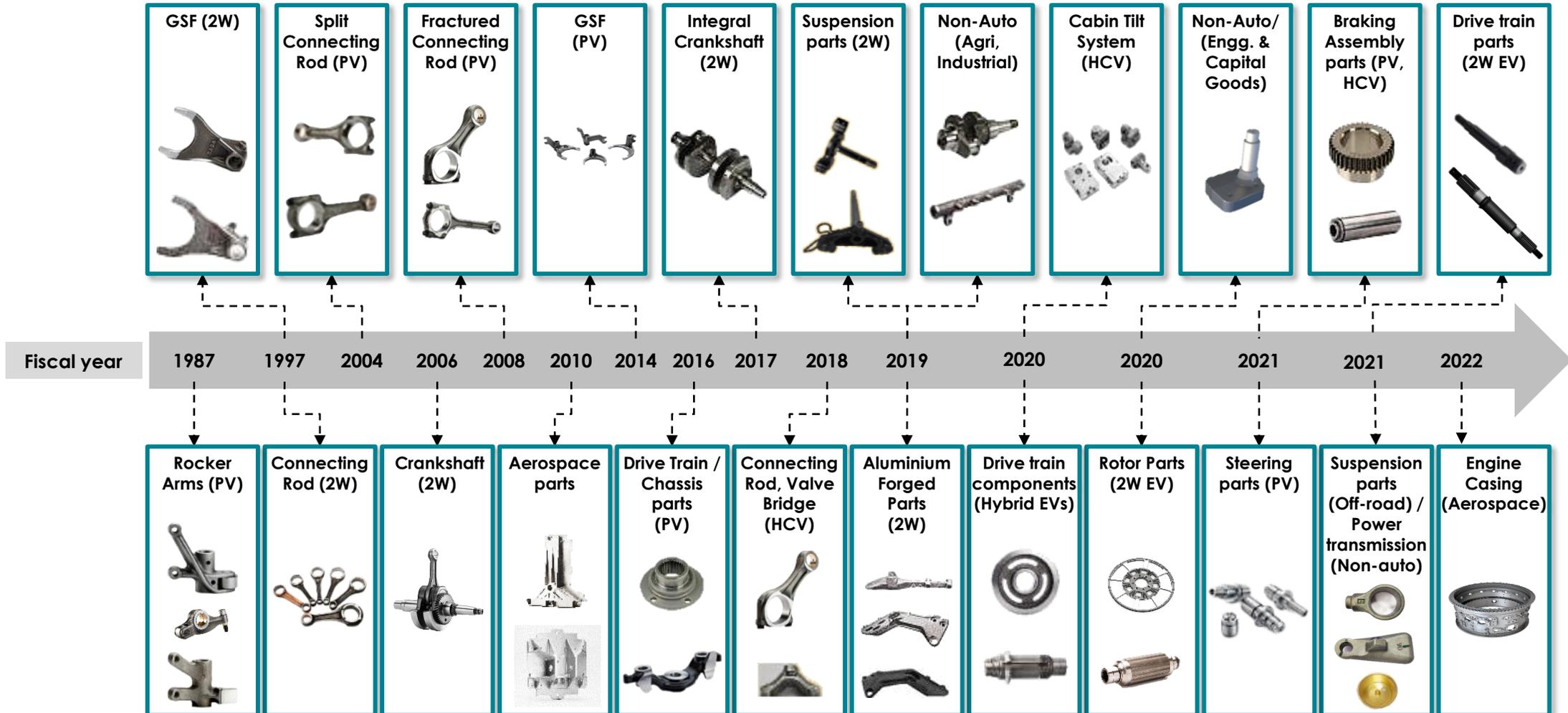
# Wide range of product offerings: Non-Auto

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	
<b>Product Offerings</b>	 Speciality Seating   Cargo Systems	 Aerostructure   Actuation parts	 Equipment Housings   Lighting parts	 Fractured CR   Crankshaft	 Split   Rocker Arms	 Gear Shifter Fork   Pump Barrel	 Fractured CR   Cam Shaft	 Integral Crankshaft (Stationary Engine)   Crankshaft	 Split CR   Pump Barrel	
<b>Sales Mix FY22</b>	3%			3%			3%		2%	
<b>H1FY23</b>	4%			2%			3%		1%	
<b>Key Customers (Indian and Global)</b>	<b>Indian</b> › Leading Indian Tier 1 supplier	<b>Global</b> › Global Tier 1 suppliers › Global European aircraft OEM › Global North American aircraft OEM	› Global Recreational Vehicle OEM	› Indian arm of a global supplier of fuel injection systems › Indian arm of a global engine-based fuel and air management systems manufacturer			› 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

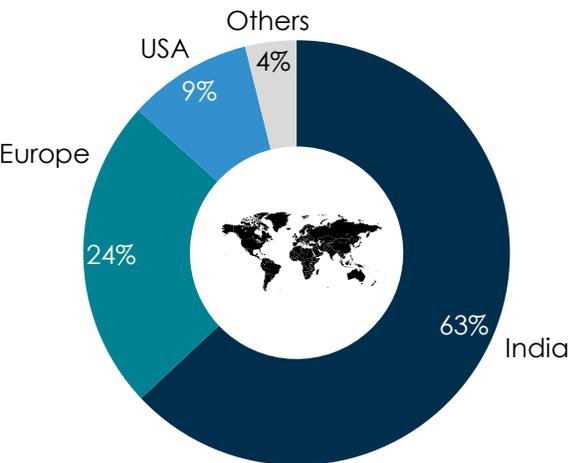
Globally,  
relationship with  
**6 out of top 10**  
LV OEMs

Globally,  
relationship with  
**3 out of top 10**  
MHCV OEMs

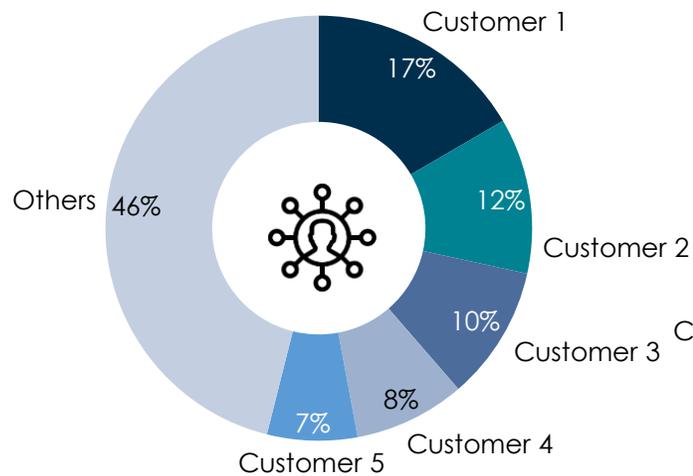
**30+ years of**  
relationship with  
the **Leading PV**  
OEM in India

## Sales Mix (FY22) <sup>(1)</sup>

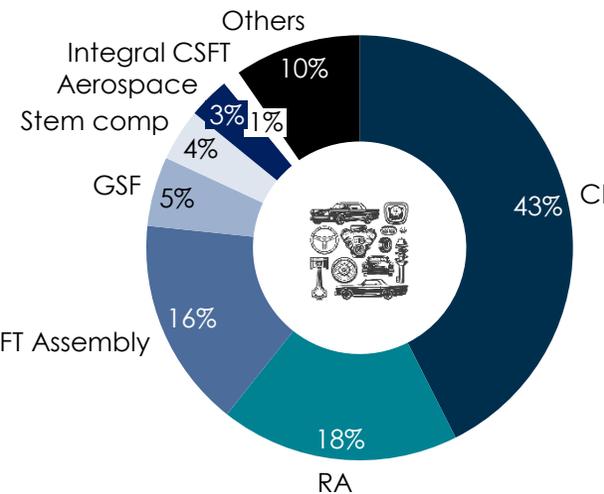
## Customer Relationship



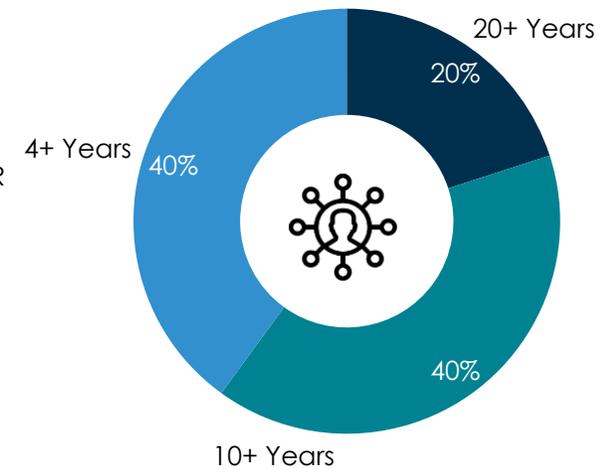
By Geography



By Customer



By Product



Top 20 Customers

A wide portfolio of products across 70+ product families catering to auto and non-auto customers across 26 countries

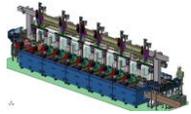
Source: Ricardo report, CRISIL report.  
1. Based on sale of products



# Strong in-house engineering capabilities (1/2)

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

## In- House Machine Building Capabilities



Automated Cells



Internal grinding machines



4 station special propose machines



Double disc grinding machines



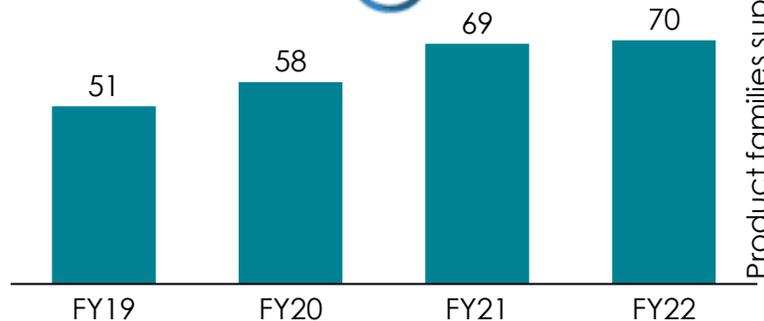
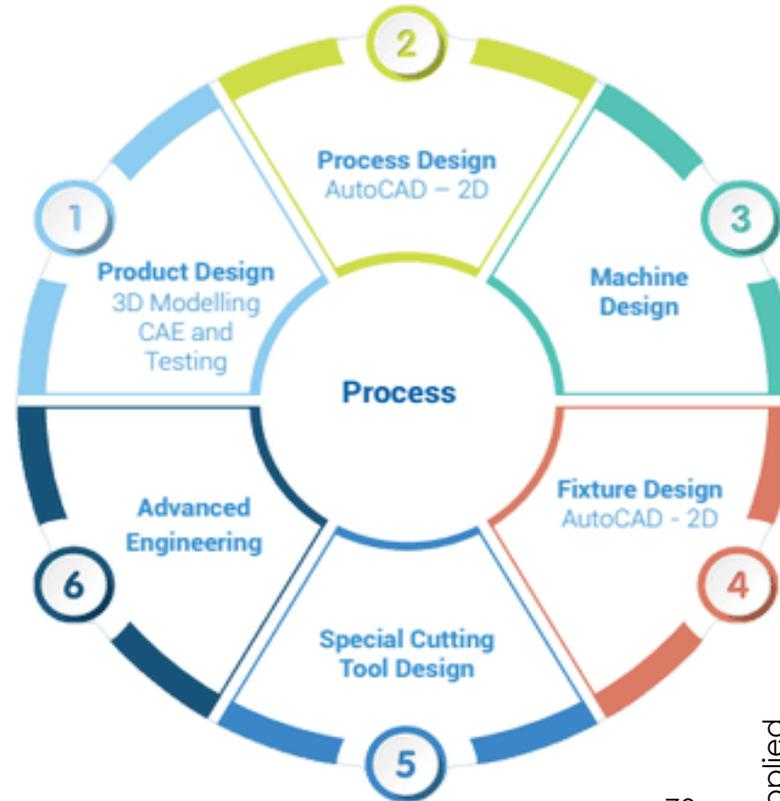
Vertical honing machines

### Highlights

- › **1,000+** CNC Machines built in-house
- › **49** machines manufactured in 2021-22
- › **57** dedicated personnel in machine building division

### Outcomes

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



Product families supplied

## Automation Capabilities

**34** Dedicated personnel in the automation division

Automated fracture and bolt assembly cells

Robotic final inspection cells

**175** Robots installed across all facilities

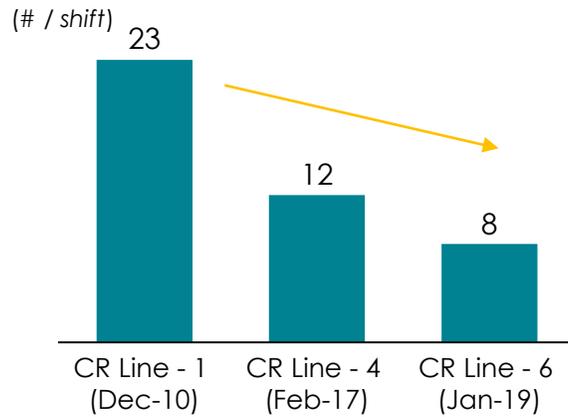
### Outcomes

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

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

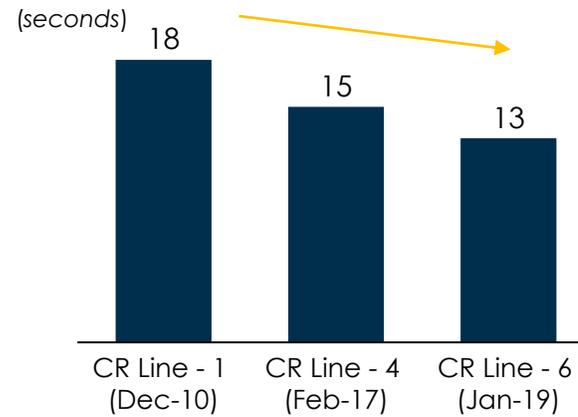
## Case Study: Evolution of fractured connecting rod (CR) lines over six generations over 8 years

### Manpower / Shift



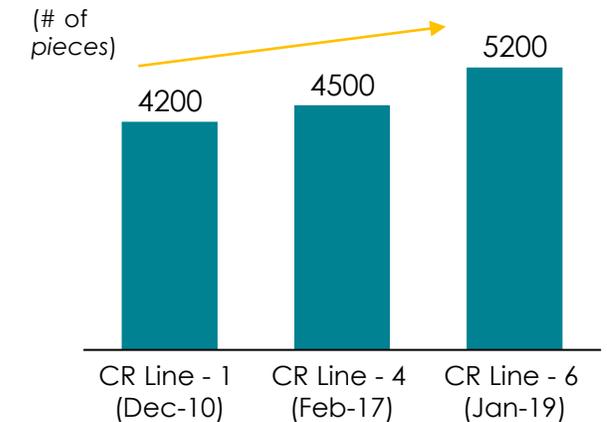
**Interchangeable capacity and product mix across all products categories (auto and non-auto) optimising productivity & efficiency**

### "Takt" Time<sup>(1)</sup>



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

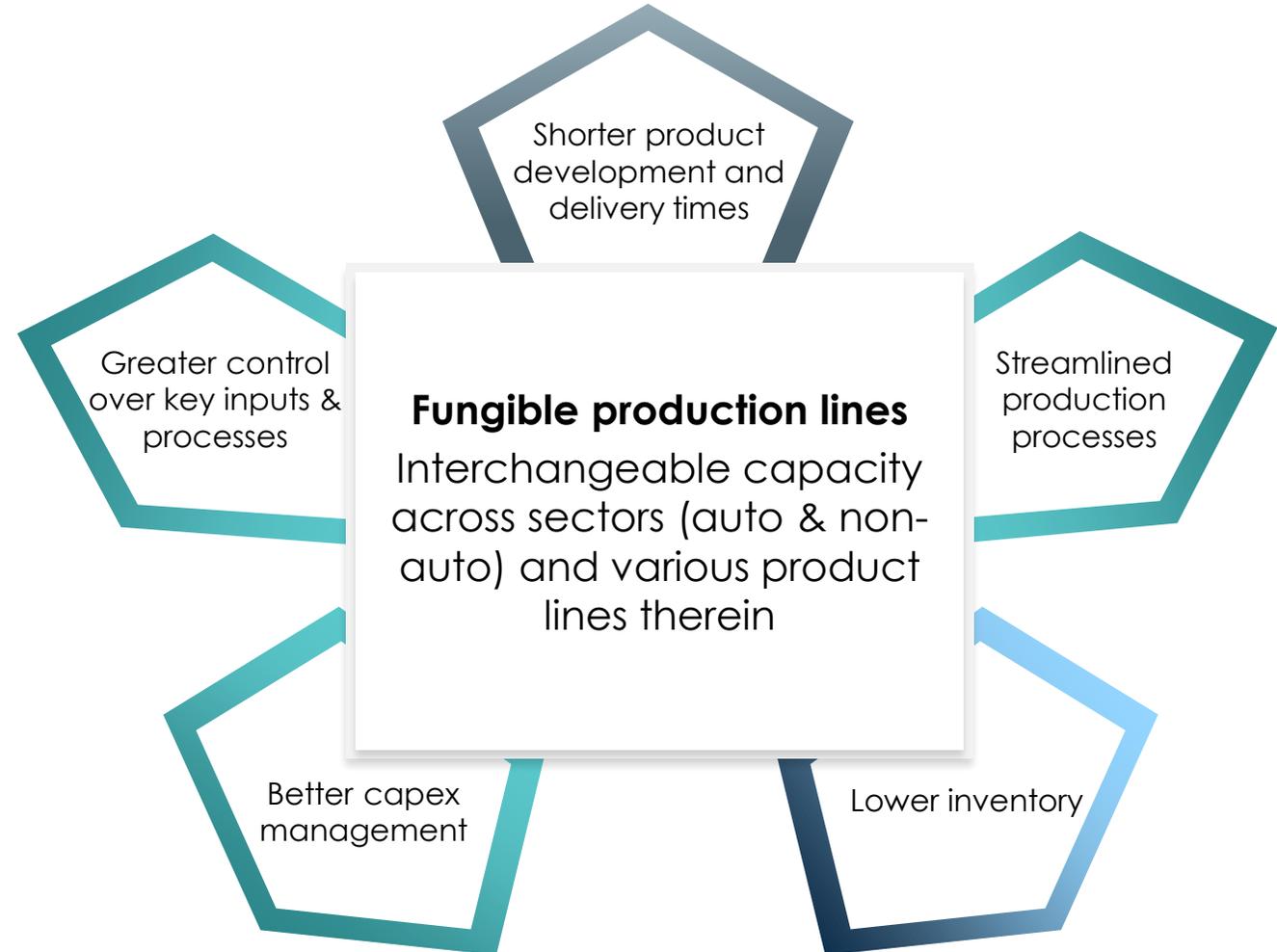
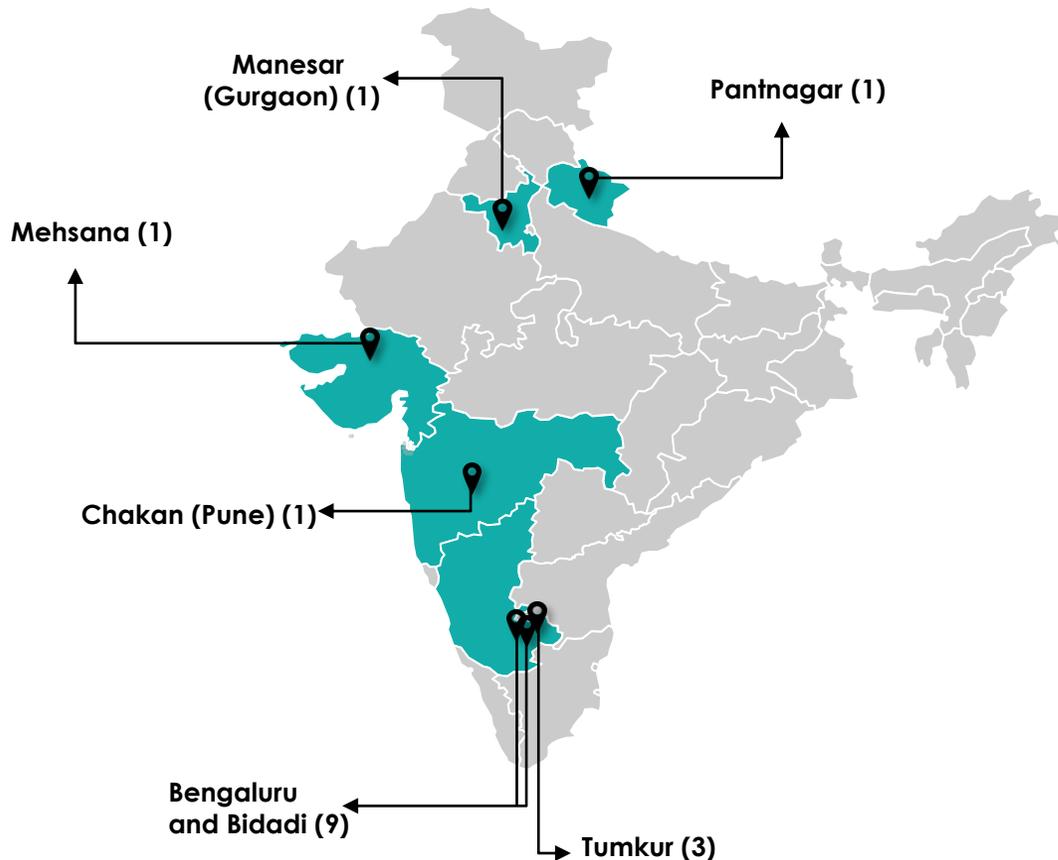
### Output per day



**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



**SANSEERA**  
FOUNDATION  
charities@work



EDUCATION



ENVIRONMENT



CITIZEN  
INVOLVEMENT



INFRASTRUCTURE  
DEVELOPMENT



HEALTHCARE

Sansera CSR programmes are designed to contribute in Education, Environment, Health, Infrastructure Development & Citizen involvement



5 S Training @  
Begur School



NEW HALL  
constructed  
by Sansera

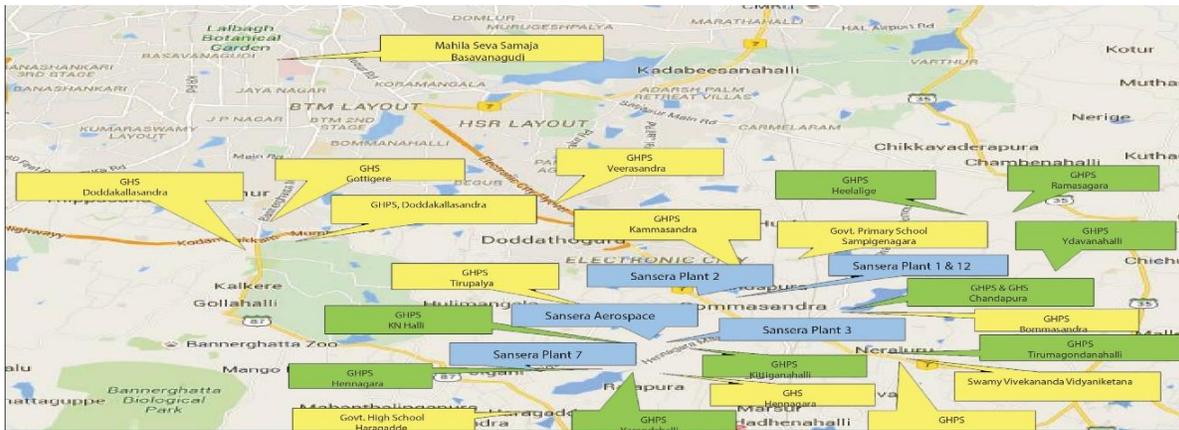
Sansera Engineering pioneers  
in **PARTNERING** with  
**Karnataka Skill Development Corporation &  
Skill Karnataka** in delivering of right  
training for our youth





## Environment

- › Rejuvenation of Bommasandra Lake
- › Waste Management



## Education

- › Scholarship programme
- › Science kit support
- › Renovation of Gurubhavan
- › School bus donated to Shivanahalli Vivekananda Ashram
- › Infrastructure support to Begur school
- › 5S implementation in School



## Healthcare

- › Distributed food packets during COVID-19
- › Donated beds and ECG Machine to Corona Primary Health Care Centre
- › Provided Oxygen Concentrators & Bipap Donation
- › Donated Oxygen Concentrators
- › Encouraged blood donation by Sansera employees
- › Supported Government Primary Healthcare centre



# 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
- › SOP commenced from Oct-21

PV / Hybrid / B-EV



Steering parts



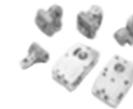
Drive Train Components



Braking System Components

- › Supply of steering components started from Jun-21
- › Drivetrain components SOP started from Jun-22
- › 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 started from Jul-22

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



**Engine Casing**



**Suspension Components**



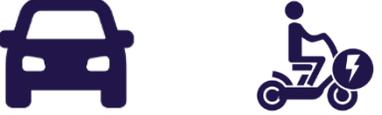
**Common Rail**

- › Supply of machined engine casings to Aerospace segment started from FY22
- › Supply of suspension components for off-road started in FY22

	Key Initiatives
<b>Aerospace / Defence</b>	<ul style="list-style-type: none"> <li>› Dedicated facility for aerospace &amp; defence under construction in Bengaluru</li> <li>› Secured orders from defence sector for applications in radar system and space telescope</li> </ul>
<b>Other sectors</b>	<ul style="list-style-type: none"> <li>› Developed multiple components including CR for industrial engines &amp; construction equipment</li> <li>› Developed precision components for power transmission &amp; railways segment</li> <li>› Supply power tool components used in residential &amp; industrial sectors</li> </ul>

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

## Continued focus to enhance engineering capabilities

	<p><b>Commissioned Aluminium Forging Lines</b></p> <ul style="list-style-type: none"> <li>Capitalise on growing demand for light-weight and environmentally friendly components</li> </ul>
	<p><b>Five-axis Machining Capabilities</b></p> <ul style="list-style-type: none"> <li>For machining large structural components for aerospace</li> </ul>
	<p><b>Fatigue Testing Machine</b></p> <ul style="list-style-type: none"> <li>Enhance product reliability, durability and performance</li> </ul>



# Historical Performance

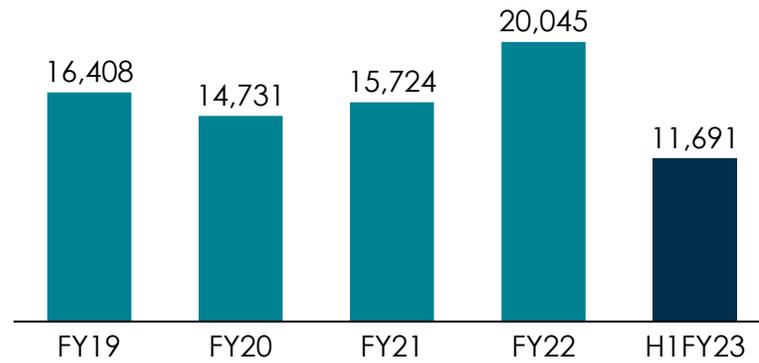


# Historical Performance Highlights

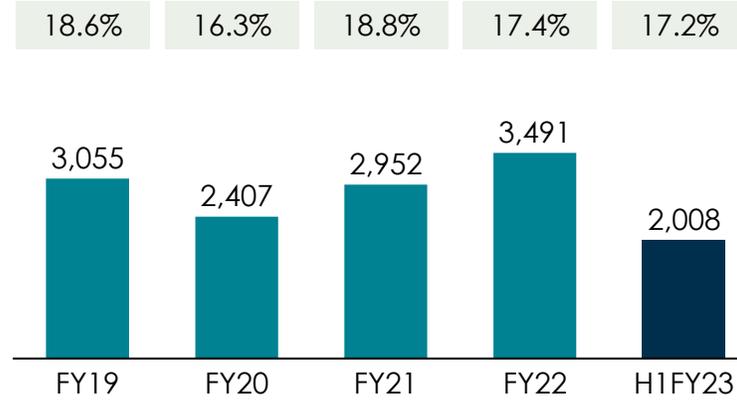
Rs in Mln

Margins

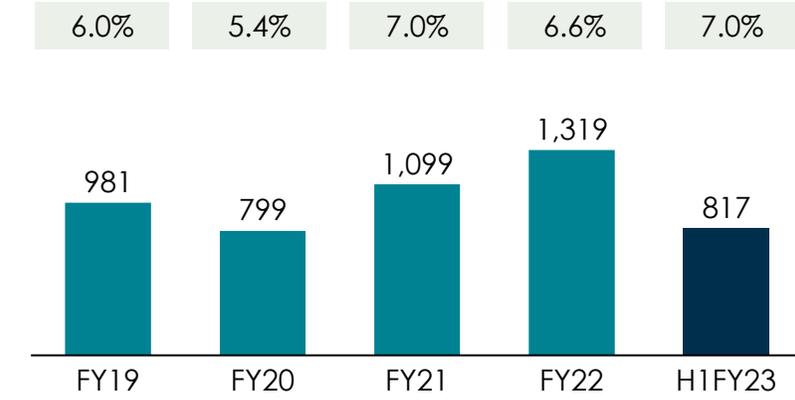
## Total Revenues



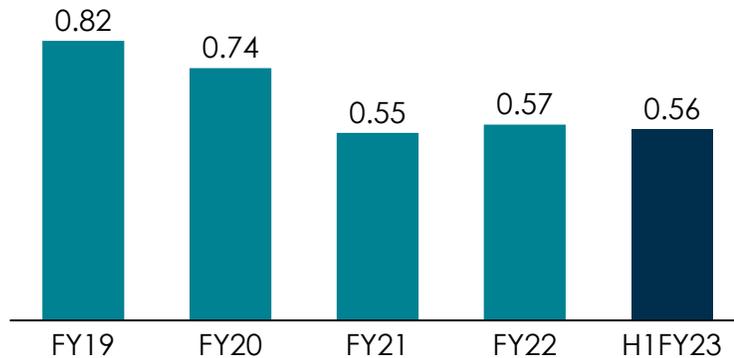
## EBITDA



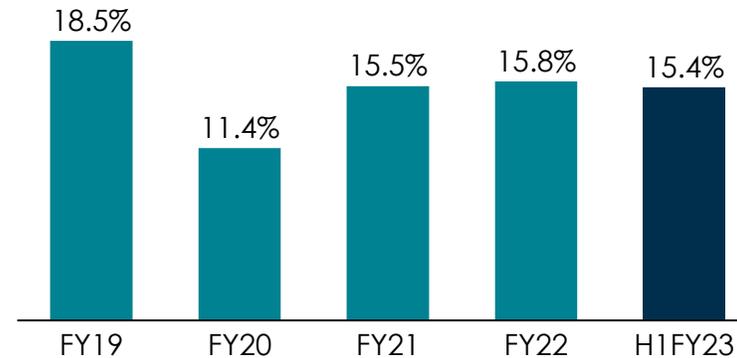
## PAT



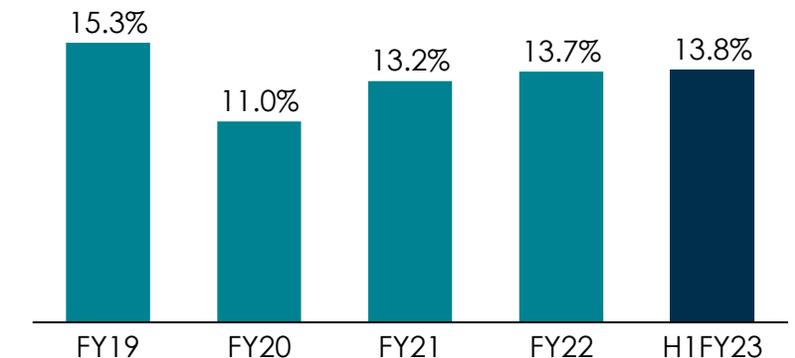
## Net Debt / Equity



## 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
<b>Total Revenue</b>	<b>20,045.3</b>	<b>15,723.6</b>	<b>14,731.4</b>	<b>16,408.1</b>
Cost of goods sold (incl power & fuel cost)	11,895.9	9,167.2	8,811.1	9,869.4
<b>Gross Profit</b>	<b>8,149.4</b>	<b>6,556.4</b>	<b>5,920.3</b>	<b>6,538.7</b>
<b>Gross Profit Margin</b>	<b>40.7%</b>	<b>41.7%</b>	<b>40.2%</b>	<b>39.9%</b>
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
<b>EBITDA</b>	<b>3,490.8</b>	<b>2,952.1</b>	<b>2,406.7</b>	<b>3,054.8</b>
<b>EBITDA Margin</b>	<b>17.4%</b>	<b>18.8%</b>	<b>16.3%</b>	<b>18.6%</b>
Depreciation and amortisation expense	1,197.0	1,016.8	939.0	757.5
<b>EBIT</b>	<b>2,293.8</b>	<b>1,935.4</b>	<b>1,467.7</b>	<b>2,297.2</b>
<b>EBIT Margin</b>	<b>11.4%</b>	<b>12.3%</b>	<b>10.0%</b>	<b>14.0%</b>
Finance Cost	510.1	473.9	580.9	512.8
Exceptional items	-	-	-	134.9
<b>Profit before Tax</b>	<b>1,783.7</b>	<b>1,461.5</b>	<b>886.8</b>	<b>1,649.5</b>
Tax	464.8	362.8	87.7	668.9
<b>Profit After Tax</b>	<b>1,318.9</b>	<b>1,098.6</b>	<b>799.1</b>	<b>980.6</b>
<b>Profit After Tax Margin</b>	<b>6.6%</b>	<b>7.0%</b>	<b>5.4%</b>	<b>6.0%</b>
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
<b>Non - Current Assets</b>	<b>14,264.4</b>	<b>12,461.6</b>	<b>11,899.8</b>	<b>11,213.7</b>	<b>Total Equity</b>	<b>10,353.2</b>	<b>8,887.4</b>	<b>7,768.6</b>	<b>6,945.2</b>
Property Plant & Equipments	11,040.8	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	<b>Non-Current Liabilities</b>	<b>4,479.7</b>	<b>3,923.8</b>	<b>3,622.9</b>	<b>4,226.6</b>
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
<b>Current Assets</b>	<b>7,945.3</b>	<b>6,827.3</b>	<b>6,382.6</b>	<b>6,241.2</b>	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	<b>Current Liabilities</b>	<b>7,376.9</b>	<b>6,477.7</b>	<b>6,890.9</b>	<b>6,283.1</b>
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	347.2	331.9	445.7	516.4	Current tax liabilities (net)	8.5	0.6	29.5	82.5
<b>Total Assets</b>	<b>22,209.7</b>	<b>19,288.8</b>	<b>18,282.4</b>	<b>17,454.8</b>	<b>Total Equity &amp; Liabilities</b>	<b>22,209.7</b>	<b>19,288.8</b>	<b>18,282.4</b>	<b>17,454.8</b>

Note: Restated financial statements for FY19, FY20 and FY21

# Consolidated Cash Flow Statement

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

Note: Restated financial statements for FY19, FY20 and FY21



# 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

- › **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



**Satish Kumar**  
Head Business Development

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



**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



**Vidyadhar Janginamath**  
Head Engineering Design

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



**Rakesh S B**  
Head Aerospace Division

- › **30+ 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**  
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

# Distinguished Board of Directors



**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



**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



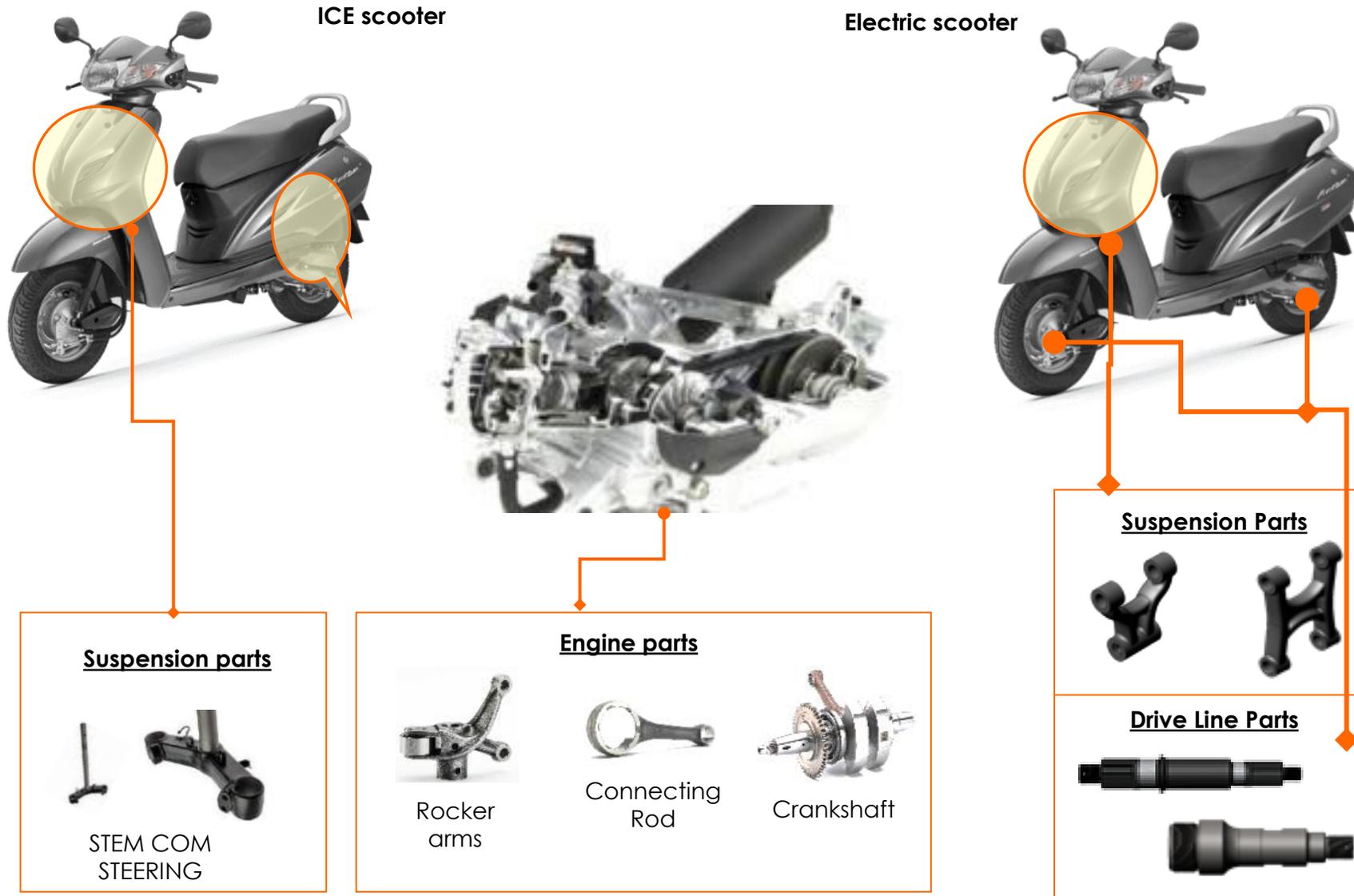
**Revathy Ashok**  
*Non-Executive, Independent Director*

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

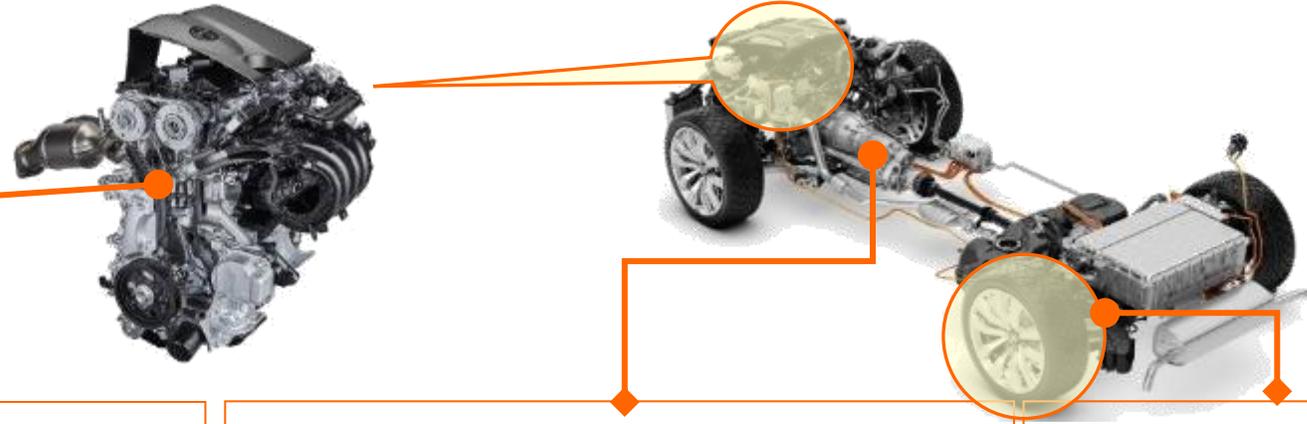


**Samir Purushottam Inamdar**  
*Non-executive Independent Director*

- › 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







## ENGINE PARTS

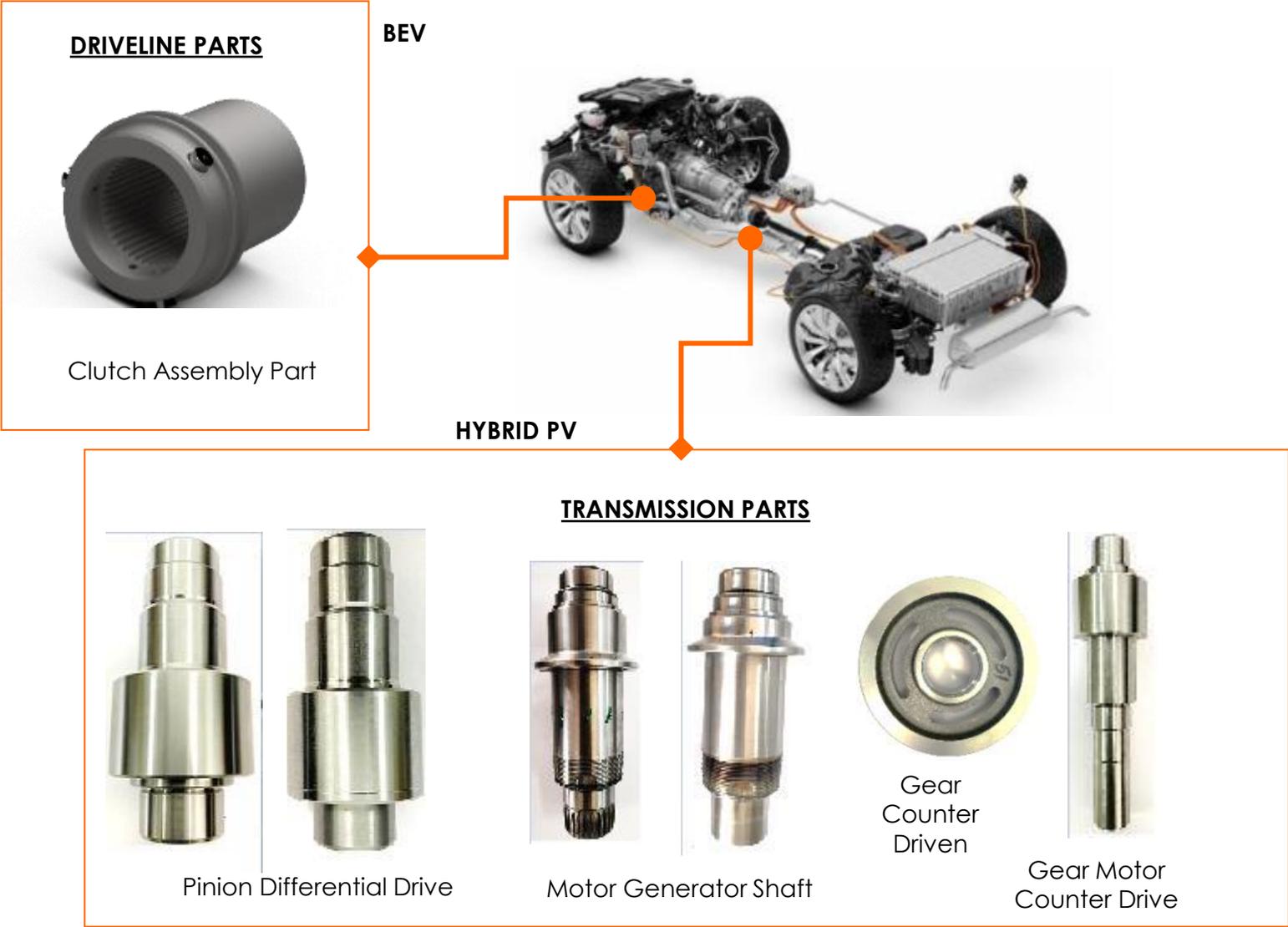


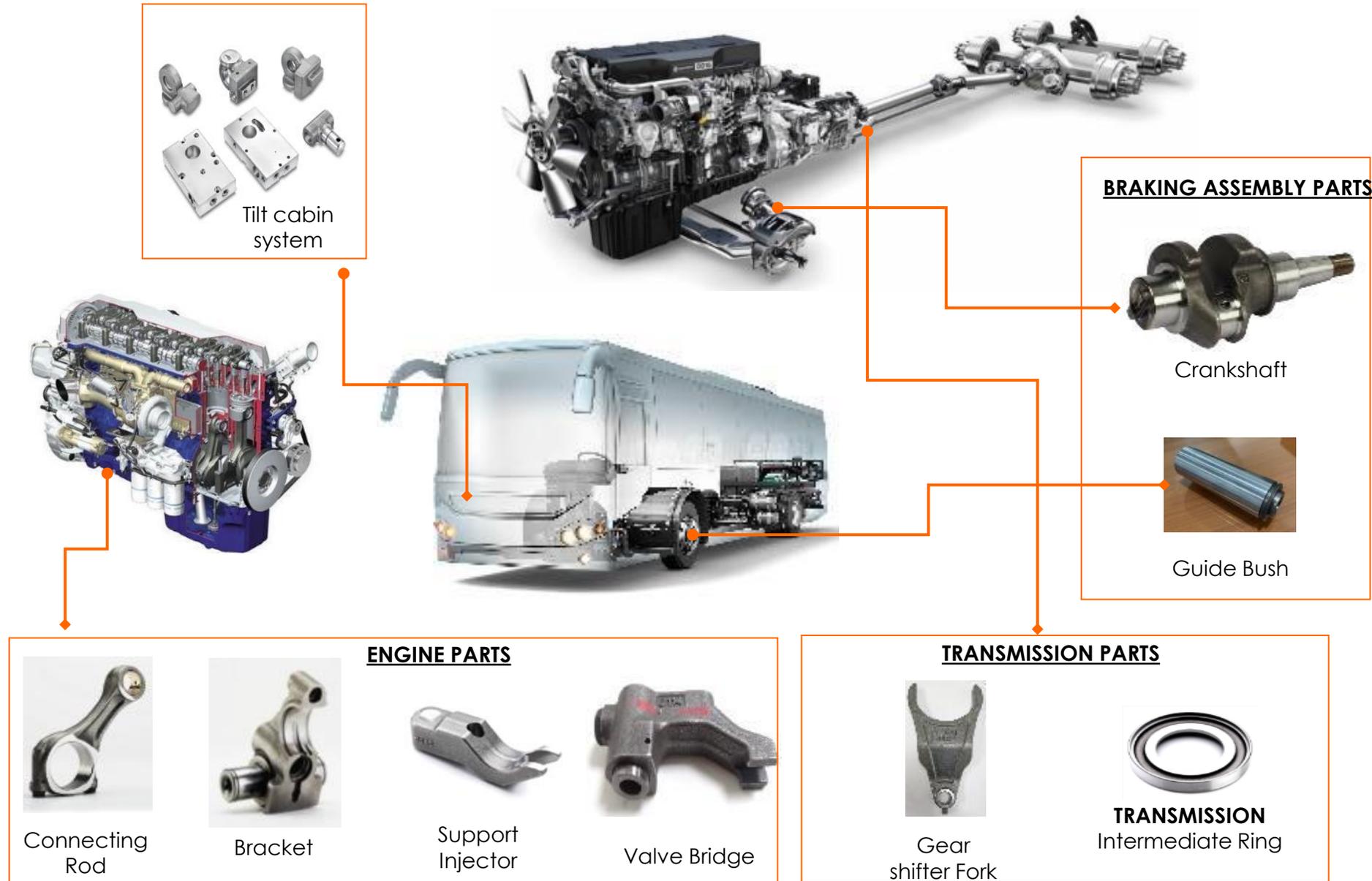
## TRANSMISSION PARTS

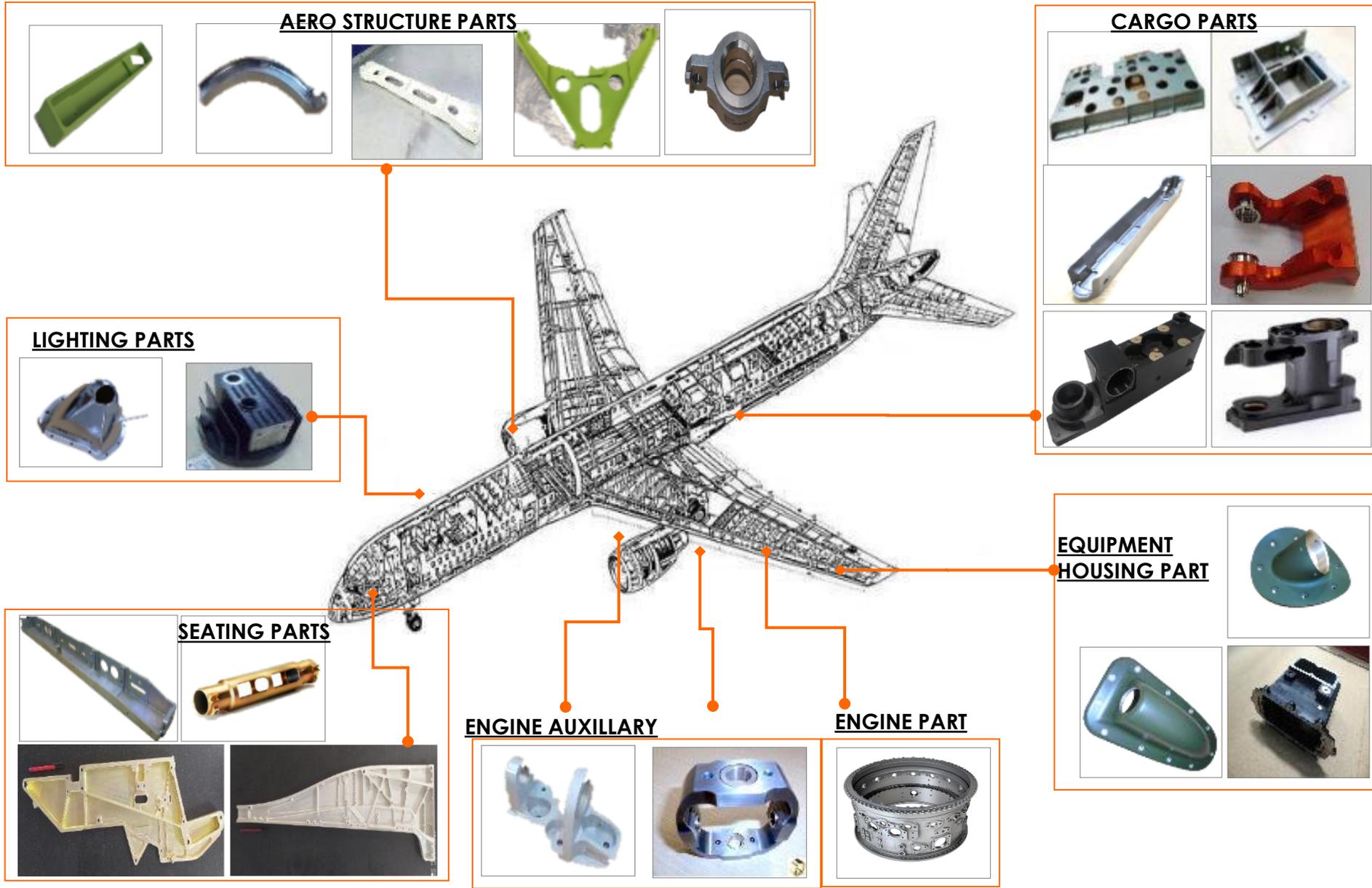


## STEERING, SUSPENSION AND CHASSIS PARTS



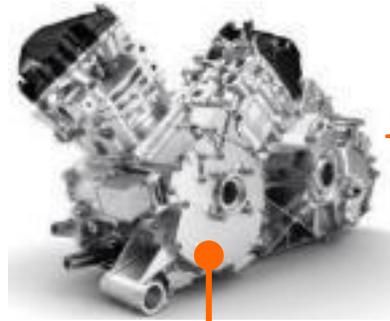








ATV



**ENGINE PARTS**

Crankshaft Assembly Connecting Rod Balancer Shaft

**SUSPENSION PARTS**

Taper Housing  
Bearing Housing

**TRANSMISSION PARTS**

## AGRICULTURE



Cam Shafts



Pump Housing



Common Rail

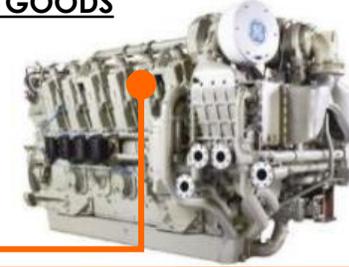


Body Flange

## 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:**

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**Strategic Growth Advisors Pvt Ltd.**

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