

November 08, 2023

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, 2023 at 10.00 am (IST) on the Unaudited financial results of the Company for the quarter and half year ended September 30, 2023.

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**

**SANSEERA**  
*ideas@work*

**Great  
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MAR 2023-MAR 2024  
INDIA

TM

INVESTORS PRESENTATION  
**November 2023**



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**SANSERA**  
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**Performance  
highlights**





**Mr. B R Preetham**  
**Executive Director & CEO**

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

*"I am very pleased to share that this was yet another record-breaking quarter for us with our highest ever quarterly Revenues and EBITDA. We registered a 9% YoY growth in revenues with 17% EBITDA margin. This growth is fueled by strong deliveries that we saw in our Non-ICE segments.*

*We also reported healthy performance on a semi-annual basis with revenues and EBITDA both growing at 16%. Our cashflow from operation also saw a remarkable 84% YoY growth in H1 FY24. Our orderbook which is skewed towards our newer segments, i.e., xEV & Tech-Agnostic and Non-auto, expanded considerably to Rs. 19.34 Bn. Overall in this fiscal, we saw new order wins to the tune of Rs. 6 bn, which is an unprecedented growth over the past years. To be able to meet this growing demand, we are working on strengthening our organization structure.*

*Our long-term targets are built around Sansera's core competencies in high engineering and precision. With this focus, we have been able to deliver consistent results while adhering to our mantra of growth via diversification."*

# Performance Highlights

**Q2FY24** **Rs. 6.9 Bn**

Highest ever quarterly Revenue

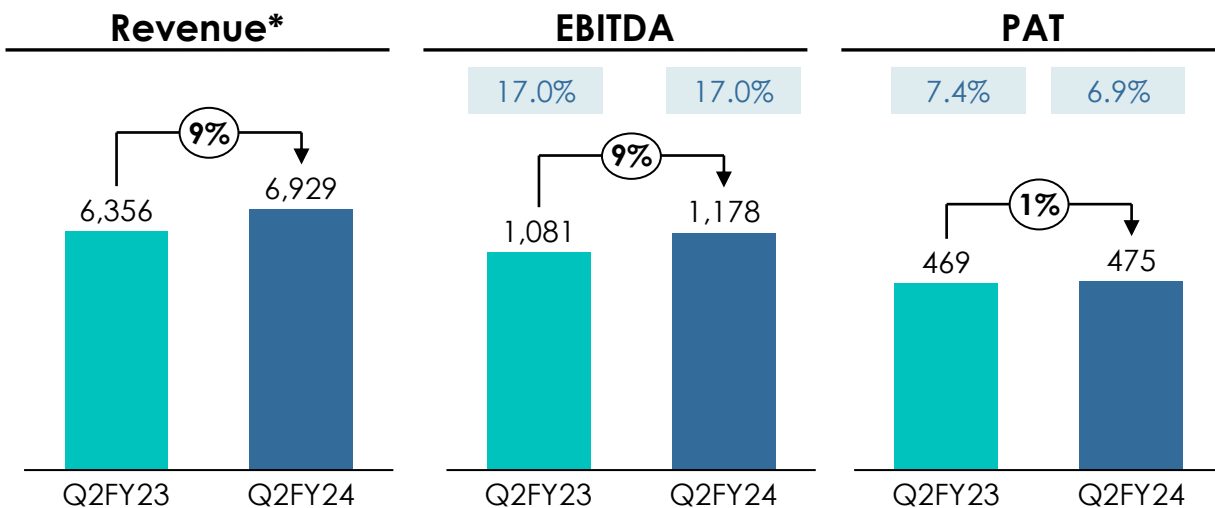
**Rs. 1.2 Bn**

Highest ever quarterly EBITDA

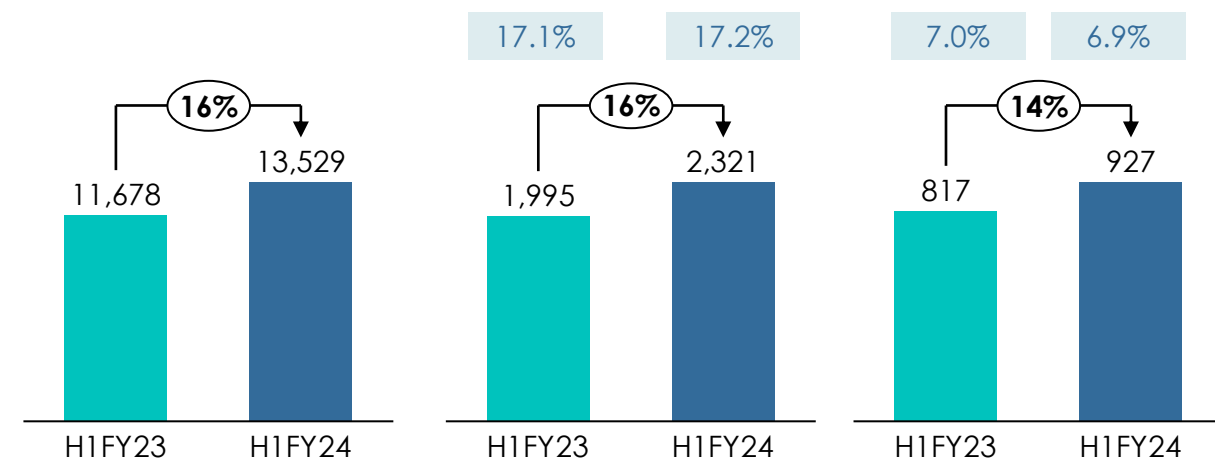
Margins

Rs in Mln

Q2 FY24



H1 FY24



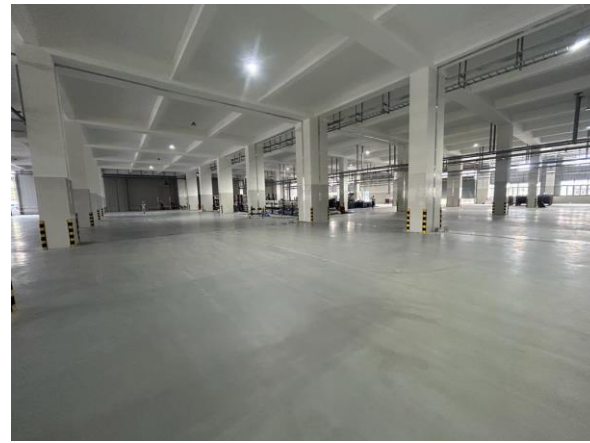
- › The international business has experienced an impressive growth of 40% year over year
- › In comparison to a high base in Q2FY23, domestic business remained flat; however, it saw a sequential growth of 10%
- › Strong order inflow of Rs. 6 Bn during H1FY24 across sectors:
  - › Auto-ICE: 62.8%
  - › Auto Tech Agnostic & xEV: 26.5%
  - › Non auto: 10.7%; Aerospace & defence contribute a meaningful component here
- › On the debt front, our net debt stood at Rs. 6.2 Bn (Sept-23)
- › Substantial improvement in cash flow from operating activities, it went up from 11% last year H1 to 18% in H1FY24

**Received a prestigious award from Raytheon for outstanding achievement in collaboration & customer service**

Operating Cash Flow (Rs in Mn)	FY23	H1 FY23	H1 FY24
	2,558	1,299	2,391

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"





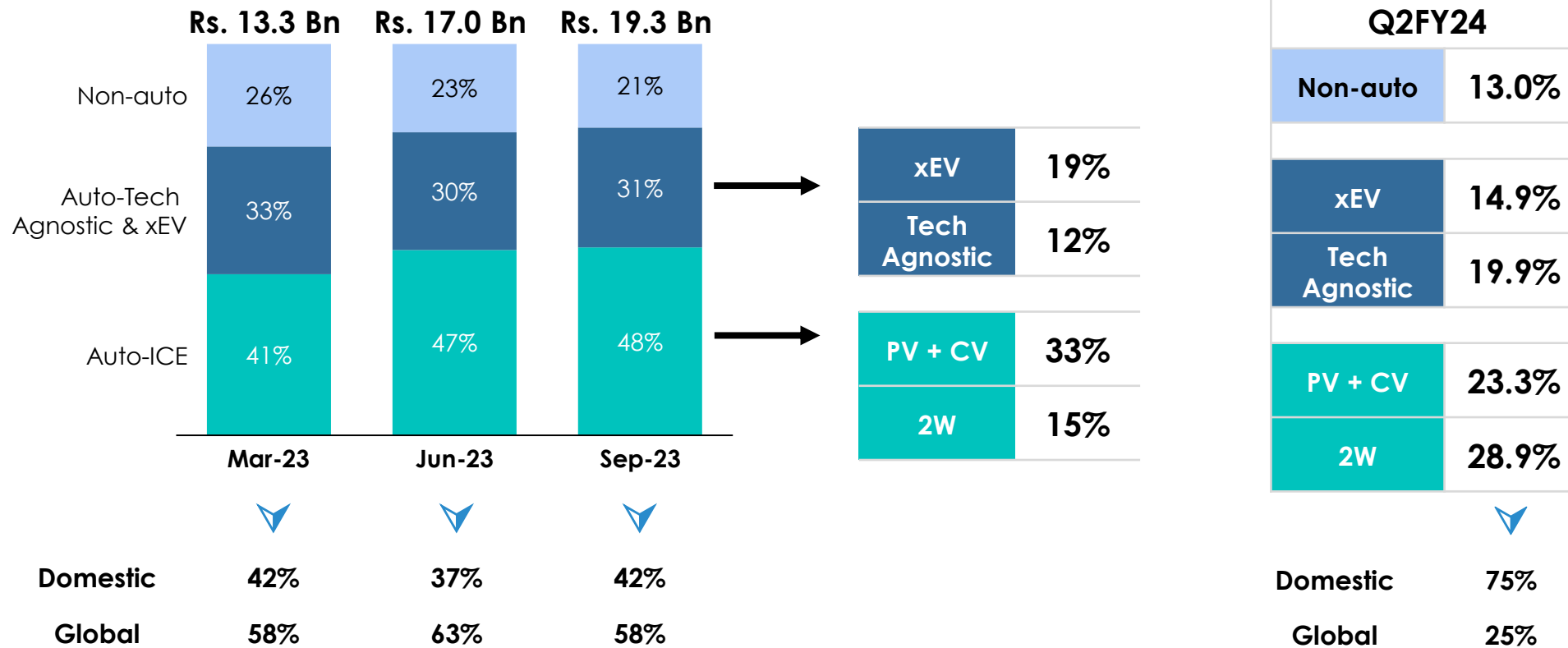
## New machining facility at Sansera Plant 11, Bidadi

Construction is going on fast-track mode and is expected to be completed by the end of this calendar year

# Strong and diverse business pipeline for future growth

Rs. 6 Bn worth of incremental orders in H1FY24

## Orderbook (peak annual revenues for new business)

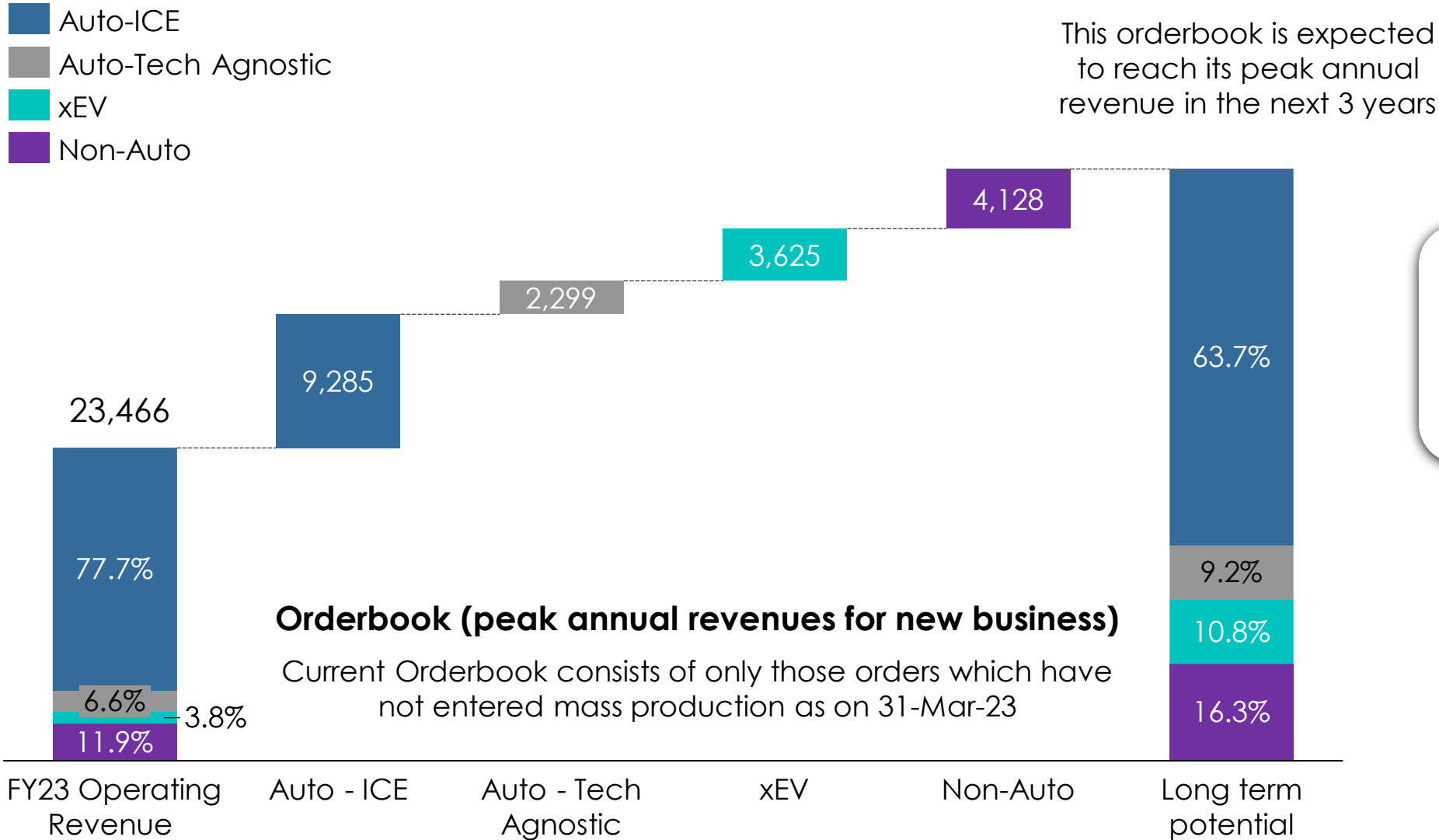


Represents LOIs / POs for which production has started beyond 1-Apr-2023 or is yet to start.

(1) Represents peak annual revenues



464 LOIs/Purchase Orders from 84 customers in the auto and 49 customers in the non-auto sector



In addition, the company is continuously working on adding new orders in all the segments

# Sales Mix Trend: By End-Use Segments

## Auto – ICE

## Auto-Tech Agnostic

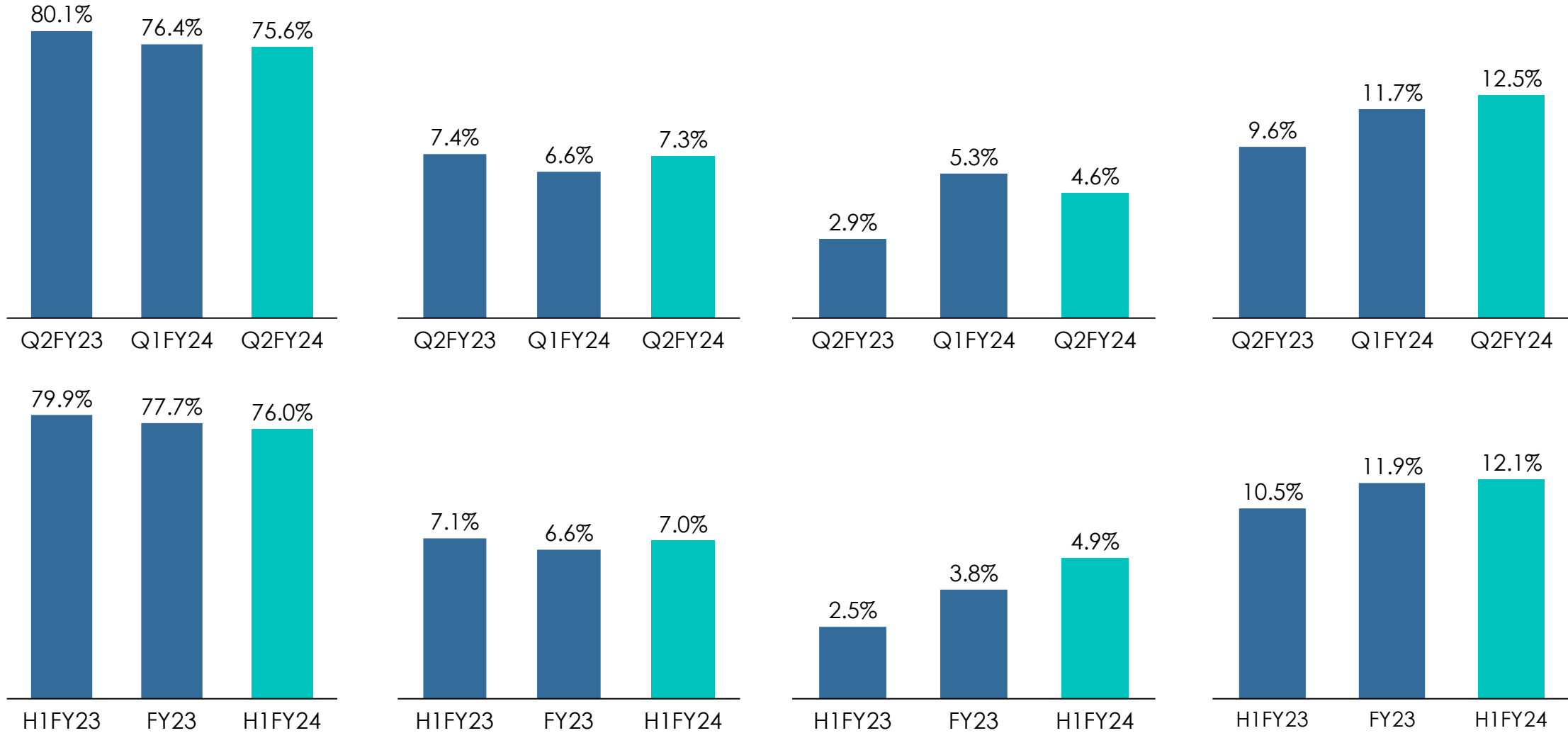
## xEV

## Non-Auto

Q2 FY24

Sales mix %

H1 FY24



# Sales Mix: By Geographies

Sales mix (%)	Q2FY24	Q2FY23	Q1FY24	H1FY24	H1FY23
<b>India</b>	<b>71.3%</b>	<b>77.4%</b>	<b>68.4%</b>	<b>69.9%</b>	<b>74.4%</b>
Europe	16.3%	16.1%	19.5%	17.9%	16.4%
USA	9.5%	3.5%	9.0%	9.2%	6.0%
Other Foreign Countries	2.9%	3.0%	3.1%	3.0%	3.2%
<b>International</b>	<b>28.7%</b>	<b>22.6%</b>	<b>31.6%</b>	<b>30.1%</b>	<b>25.6%</b>
Exports from India	23.1%	18.0%	24.4%	23.8%	20.1%
Sweden Sales	5.6%	4.6%	7.2%	6.4%	5.5%
<b>TOTAL</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>	<b>100.0%</b>



## Visible growth in the revenue contribution from xEV segment

**19%**  
of orderbook

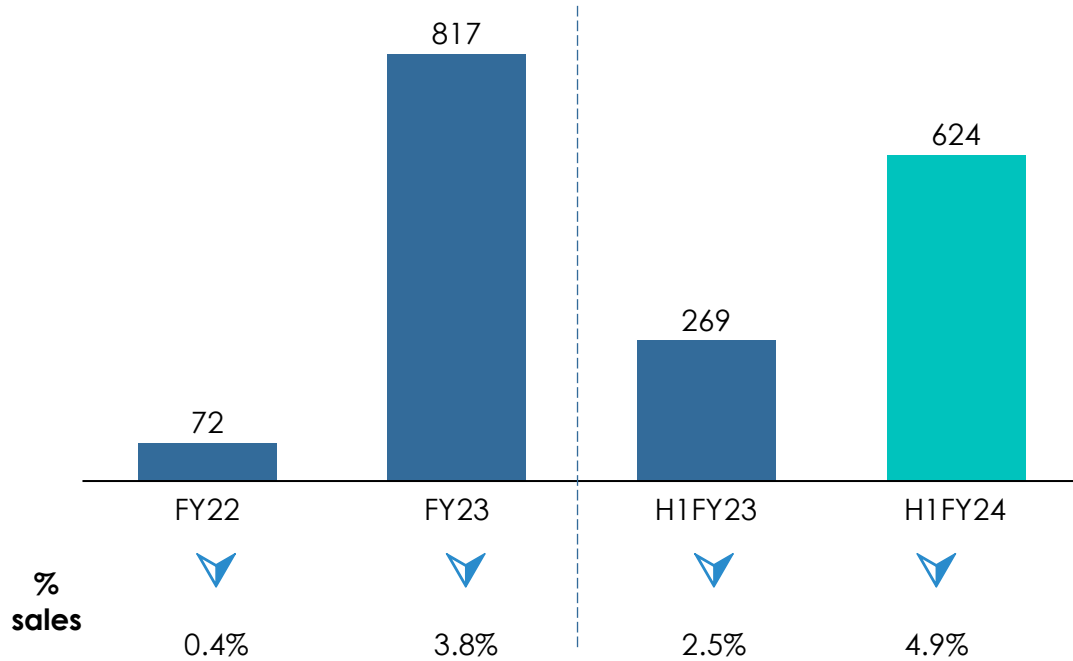
**15\*** xEV  
Customers

**9** (2W)

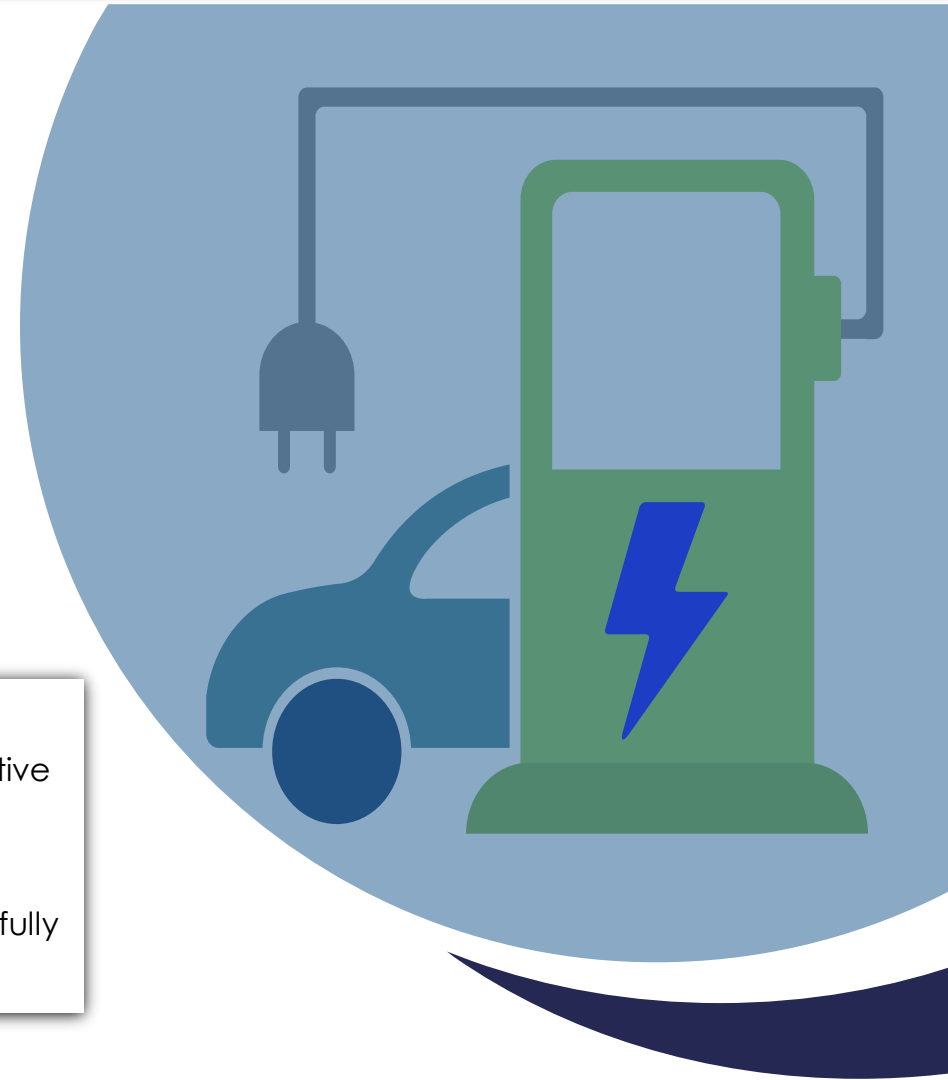
**4** (PV)

**2** (CV)

### Sales Contribution from xEV (INR Mn)



New American multinational automotive xEV customer's orders spread over multiple components will start contributing meaningfully from H2FY24



\*Some customers may appear in more than one category

# Consolidated Profit & Loss Account

Particulars (Rs. in Mn)	Q2FY24	Q2FY23	YoY	H1FY24	H1FY23	YoY
<b>Revenue From Operations*</b>	<b>6,928.8</b>	<b>6,356.0</b>	<b>9%</b>	<b>13,529.5</b>	<b>11,678.1</b>	<b>16%</b>
Cost of goods sold (incl power & fuel cost)	4,154.4	3,939.8		8,122.2	7,024.4	
<b>Gross Profit</b>	<b>2,774.5</b>	<b>2,416.2</b>	<b>15%</b>	<b>5,407.3</b>	<b>4,653.7</b>	<b>16%</b>
<b>Gross Profit Margin</b>	<b>40.0%</b>	<b>38.0%</b>		<b>40.0%</b>	<b>39.9%</b>	
Employee benefit expenses	934.3	767.6		1,844.4	1,542.0	
Other Expenses	662.6	568.1		1,241.9	1,116.5	
<b>EBITDA</b>	<b>1,177.6</b>	<b>1,080.5</b>	<b>9%</b>	<b>2,321.1</b>	<b>1,995.3</b>	<b>16%</b>
<b>EBITDA Margin</b>	<b>17.0%</b>	<b>17.0%</b>		<b>17.2%</b>	<b>17.1%</b>	
Other Income	9.9	5.9		14.1	13.1	
Depreciation and amortisation expense	370.6	315.3		719.3	622.5	
<b>EBIT</b>	<b>816.9</b>	<b>771.2</b>	<b>6%</b>	<b>1,616.0</b>	<b>1,385.9</b>	<b>17%</b>
<b>EBIT Margin</b>	<b>11.8%</b>	<b>12.1%</b>		<b>11.9%</b>	<b>11.9%</b>	
Finance Cost	179.9	143.7		369.2	280.4	
<b>Profit before Tax</b>	<b>636.9</b>	<b>627.5</b>	<b>2%</b>	<b>1,246.8</b>	<b>1,105.5</b>	<b>13%</b>
Tax	161.5	158.7		319.7	288.9	
<b>Profit After Tax</b>	<b>475.4</b>	<b>468.7</b>	<b>1%</b>	<b>927.1</b>	<b>816.6</b>	<b>14%</b>
<b>Profit After Tax Margin</b>	<b>6.9%</b>	<b>7.4%</b>		<b>6.9%</b>	<b>7.0%</b>	
EPS – Basic (Rs.)	8.81	8.72		17.24	15.24	
EPS – Diluted (Rs.)	8.70	8.53		17.00	14.88	

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

# Balance Sheet

Assets (in Rs. Mln)	Sept-23	Mar-23
<b>Non - Current Assets</b>	<b>16,455.6</b>	<b>15,484.5</b>
Property Plant & Equipments	13,200.8	12,691.4
CWIP	928.9	756.6
Goodwill	340.4	347.1
Intangible assets	28.6	24.5
Right of use assets	865.3	873.1
Financial Assets		
i) Investments	229.9	104.9
ii) Loans	23.0	9.0
iii) Other Financial Assets	286.0	279.0
Current tax assets (Net)	86.0	85.1
Other Non-Current Assets	466.7	313.7
<b>Current Assets</b>	<b>9,581.0</b>	<b>9,144.2</b>
Inventories	4,302.7	3,709.6
Financial Assets		
(i) Investments	8.6	6.7
(ii) Trade receivables	3,823.3	4,327.3
(iii) Cash and cash equivalents	674.1	495.6
(iv) Bank balances other than cash and cash equivalents	148.5	120.8
(v) Loans	23.5	32.5
(vi) Other financial assets	138.8	188.6
Other Current Assets	461.5	263.0
<b>Total Assets</b>	<b>26,036.7</b>	<b>24,628.7</b>

Equity & Liabilities (in Rs. Mln)	Sept-23	Mar-23
<b>Total Equity</b>	<b>12,654.9</b>	<b>11,819.7</b>
Equity Share Capital	106.7	105.9
Other Equity	12,397.4	11,573.5
Non-Controlling Interests	150.8	140.3
<b>Non-Current Liabilities</b>	<b>4,972.4</b>	<b>4,656.5</b>
Financial Liabilities		
(i) Borrowings	2,904.1	2,630.3
(ia) Lease liabilities	823.7	821.3
Provisions	27.8	28.9
Deferred Tax Liabilities (Net)	728.4	688.6
Other non-current liabilities	488.3	487.4
<b>Current Liabilities</b>	<b>8,409.4</b>	<b>8,152.5</b>
Financial Liabilities		
(i) Borrowings	4,150.7	4,490.9
(ia) Lease liabilities	93.1	99.8
(iii) Trade payables	3,585.3	2,926.8
(iv) Other financial liabilities	165.3	188.6
Other Current Liabilities	360.9	415.7
Provisions	4.5	25.7
Current tax liabilities (Net)	49.7	5.0
<b>Total Equity &amp; Liabilities</b>	<b>26,036.7</b>	<b>24,628.7</b>



# Cash Flow Statement

Particulars (Rs. Mln)	Sept-23	Sept-22
<b>Net Profit Before Tax</b>	<b>1,246.8</b>	<b>1,105.5</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	1,093.7	921.9
<b>Operating cash flows before working capital changes</b>	<b>2,340.5</b>	<b>2,027.4</b>
Changes in working capital	287.0	(507.6)
<b>Cash generated from Operations</b>	<b>2,627.4</b>	<b>1,519.8</b>
Direct taxes paid, net	(236.6)	(221.0)
<b>Net cash generated from operating activities</b>	<b>2,390.8</b>	<b>1,298.9</b>
<b>Net Cash from Investing Activities</b>	<b>(1,633.6)</b>	<b>(1,282.4)</b>
<b>Net Cash from Financing Activities</b>	<b>(604.0)</b>	<b>(97.4)</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>153.3</b>	<b>(80.9)</b>
Add: Cash & Cash equivalents at the beginning of the period	495.6	383.4
Effects of exchange gain on restatement of foreign currency cash and cash equivalents	25.2	(23.1)
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>674.1</b>	<b>279.4</b>

# Recent Award Wins



**Raytheon**  
Premier Award for outstanding achievement in collaboration & customer service



**Royal Enfield**  
Reliable partner in Quality & Delivery 2023



**Fanuc Robotics**  
Best Automation Solution Award



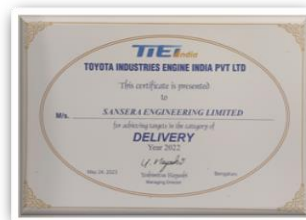
**V E Powertrain**  
Quality and Delivery Excellence Award, 2023



**TVS**  
Consistent Quality Performance Year 2022-23



**TIEI**  
"Zero Defect Supplies" & "For Achieving Delivery Target 2022"



**Ecovadis**  
Silver Sustainability Rating 2023



**Knorr-Bremse**  
Best Development Support



# Company Overview



## Auto ICE

Prominent player with longstanding OEM relationships

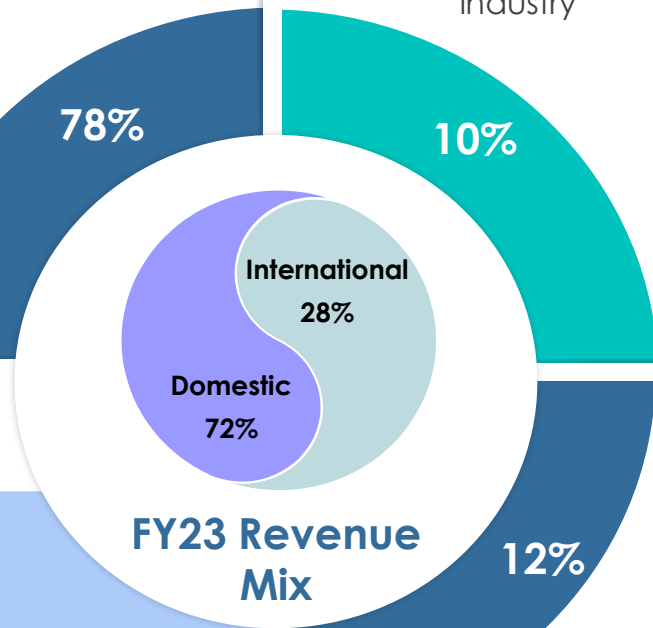
<b>36%</b> Motor-cycles	<b>8%</b> Scooters
<b>23%</b> PV	<b>11%</b> HCV

## Tech Agnostic & xEV

Emerging player working with marquee names in the industry



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



## Non-Auto

With addition of new facility, focused to grow aerospace & defence business at a faster clip. Strong relationships with major A&D players

## Strong execution capabilities

**17**

Integrated manufacturing facilities

**523**

Dedicated engineering team including aerospace, machine building & automation

## Professional management

- › Distinguished board and experienced management team
- › Professional leadership – Group CEO, CFO & COO each with three decades of rich experience

## Robust financial performance



**Rs 23,460 Mln**

FY23 Revenue from operations\*  
**22% CAGR (FY21-FY23)**



**Rs 3,848 Mln**

FY23 EBITDA – **16.4% margin**



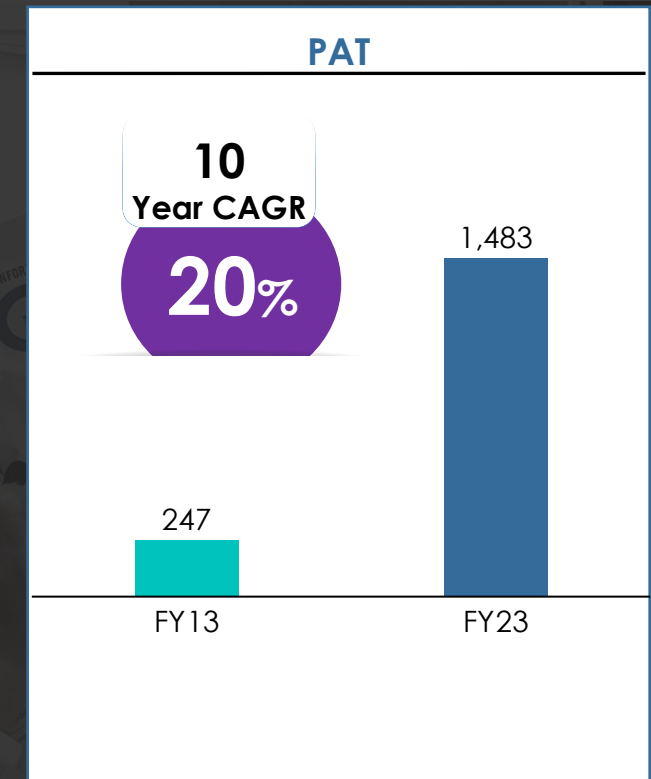
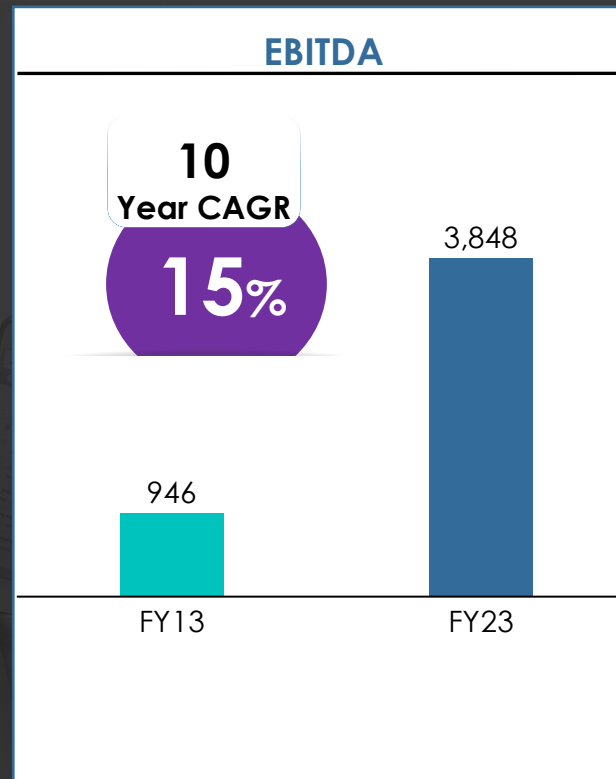
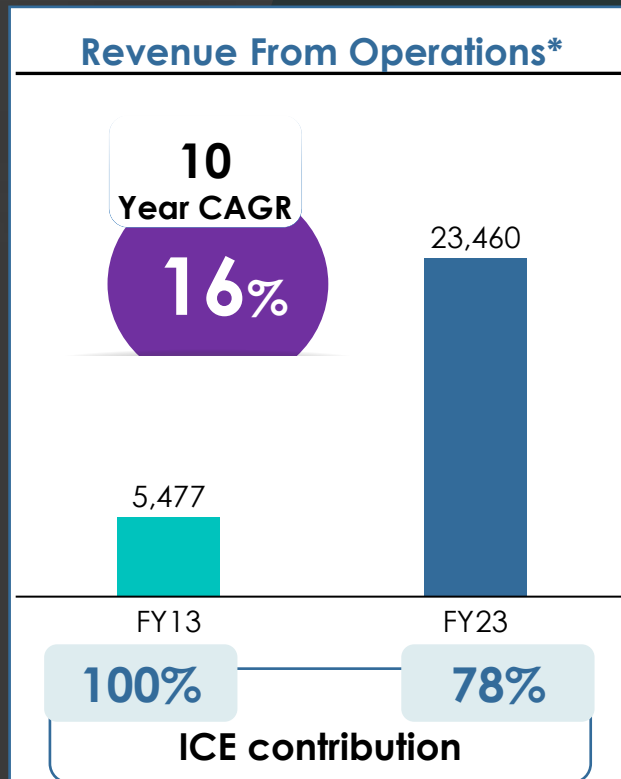
**Rs 19,336 Mln**

**Orderbook Sept'23** (peak annual revenues for new business after removing orders that moved to mass production in FY23)

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

# Growing consistently over the years and...

Rs in Mln



\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

# ... Making Strides Towards Our Vision

	Auto-ICE	Auto-Tech Agnostic & xEV	Non-Auto
Revenue contribution* %	<p>83.4% 77.7% <b>60%</b></p> <p>FY22 FY23 Vision</p>	<p>6.1% 10.4% <b>20%</b></p> <p>FY22 FY23 Vision</p>	<p>10.5% 11.9% <b>20%</b></p> <p>FY22 FY23 Vision</p>
Updates (FY23)	<ul style="list-style-type: none"> <li>Continue to deepen our relations with existing customers with addition of new components and higher share of business</li> <li>Playing a significant role in growth by strong inflow of orders in Order book and pipeline</li> </ul>	<ul style="list-style-type: none"> <li>Commercialized production for a key xEV customer</li> <li>Strong order pipeline for the future</li> <li>Five new customers added in xEV segment</li> <li>Received order from one of existing European premium 2W OEM for Aluminum parts</li> <li>Consolidation continues with another European Premium 2W OEM for Aluminum parts</li> </ul>	<ul style="list-style-type: none"> <li>Started new Aerospace &amp; Defence facility in Mar-23</li> <li>Entered an agreement to make an investment in MMRFIC. With this we will have access to a strong R&amp;D and engineering team which can address growing Defence and Aerospace opportunities</li> </ul>
Key trends	<ul style="list-style-type: none"> <li>Expected to benefit due to consolidation of sourcing by OEMs and trends of China+1 &amp; Europe+1</li> </ul>	<ul style="list-style-type: none"> <li>Expected to grow rapidly with the successful adoption of Evs</li> <li>High focus on light weighting</li> </ul>	<ul style="list-style-type: none"> <li>Expected to benefit with indigenization focus on the defence side</li> <li>Strong orderbook of aerospace OEMs to translate into healthy order flow</li> </ul>

\*Revenue contribution in based on revenue from sales of products only (excluding sale of services and other operating income).

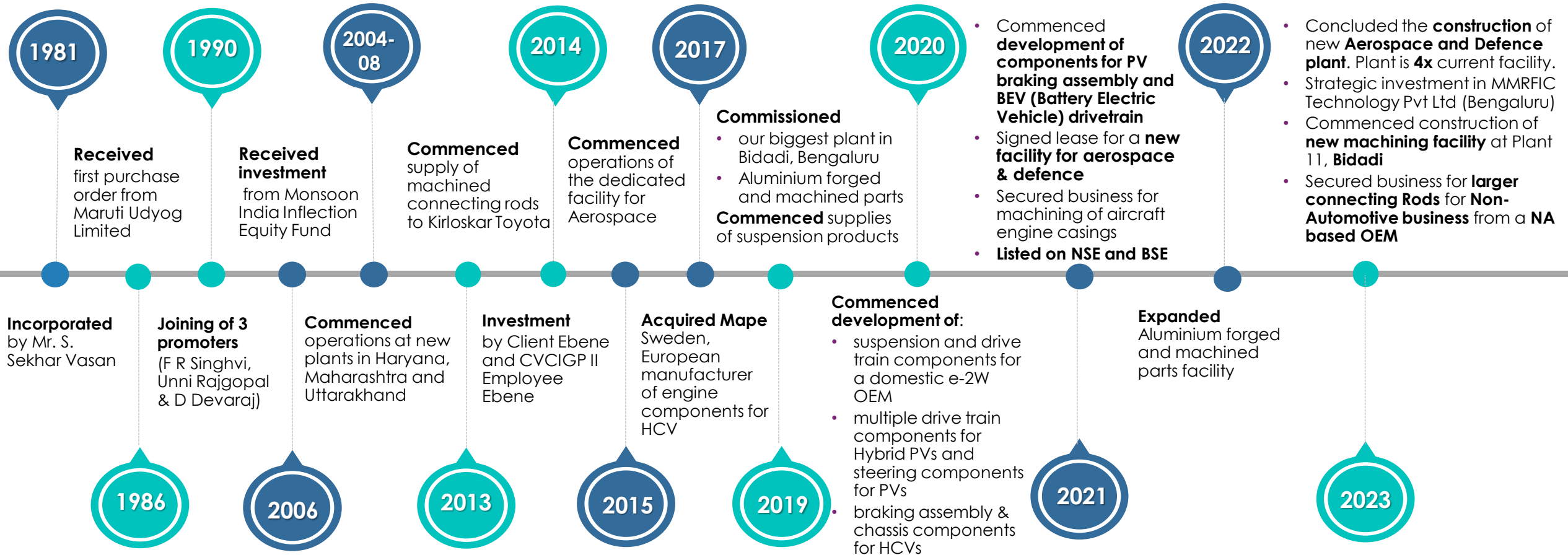
## Strategic pillars

- Track record of growth & diversification
- Wide range of product offerings
- Diverse sectoral revenue profile
- Well entrenched customer relationships
- Strong execution capabilities
















# Track record of growth & diversification

Over the four decades, Sansera has created differentiated products and diversified across product categories as well as geographies








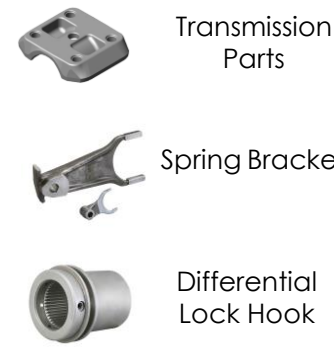
# Wide range of product offerings: Auto (ICE)

Sansera has a track record of developing complex and critical precision engineered components for the automotive sector over multiple decades. Majority 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 Crankshaft	 Integral CR   GSF	 Crankshaft   Balance Shaft	 Fractured CR   Rocker Arm (DLC)	 Split CR   Gear Shifter Fork	 Fractured CR	 Split CR	 Gear Shifter Fork
<b>Sales Mix H1 FY24</b>	<b>Motorcycles 35.1%</b>		<b>24.1%</b>		<b>10.1%</b>			
<b>Q2 FY24</b>	<b>35.0%</b>		<b>24.5%</b>		<b>9.4%</b>			
<b>Key Customers (Indian and Global)</b>	<b>Indian</b> › All major 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		

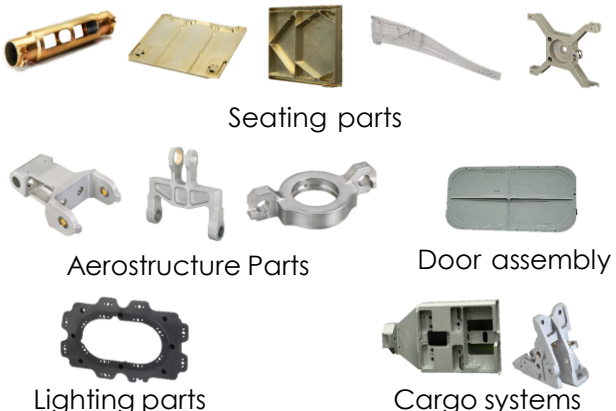

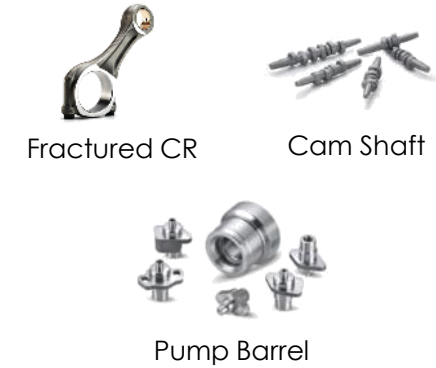
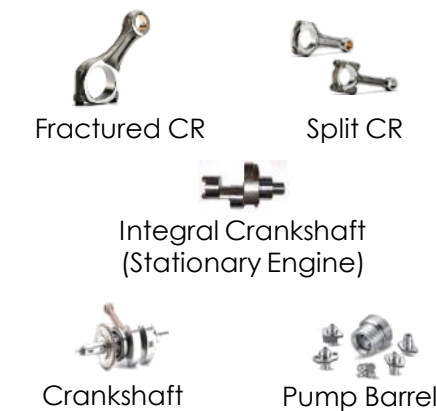
# Wide range of product offerings: Auto (Tech-Agnostic and xEV)

Tech-Agnostic and xEV have been a key focus area for Sansera in the past few years. We continue to accelerate this growth as we are already working with well known domestic as well as global customers

	Tech-Agnostic			xEV		
Product Offerings	<p><b>2W / e-2W</b></p>  <p>Suspension Parts</p> <p>Stem Comp Steering</p> <p>Aluminium forged parts</p>	<p><b>PV / Hybrid / B-EV</b></p>  <p>Steering Parts</p> <p>Tow Hook</p> <p>Braking System Component</p>	<p><b>CV</b></p>  <p>Chassis Components (Cabin Tilt System)</p> <p>Braking System Components</p> <p>Integral Crankshaft (Braking System)</p>	<p><b>2W</b></p>  <p>Drive Train Part</p> <p>Rotar Parts</p>	<p><b>PV</b></p>  <p>Drive Train Part</p>	<p><b>CV</b></p>  <p>Transmission Parts</p> <p>Spring Bracket</p> <p>Differential Lock Hook</p>
Sales Mix H1 FY24	7.0%			4.9%		
Q2 FY24	7.3%			4.6%		
Key Customers (Indian and Global)	› European premium 2W OEMs	› Leading European PV OEM	› Leading Europe & US Based Tier 1 Customer	› Leading Indian EV OEMs	› One of the leading Indian OEM	› Marquee North American EV OEM

# 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

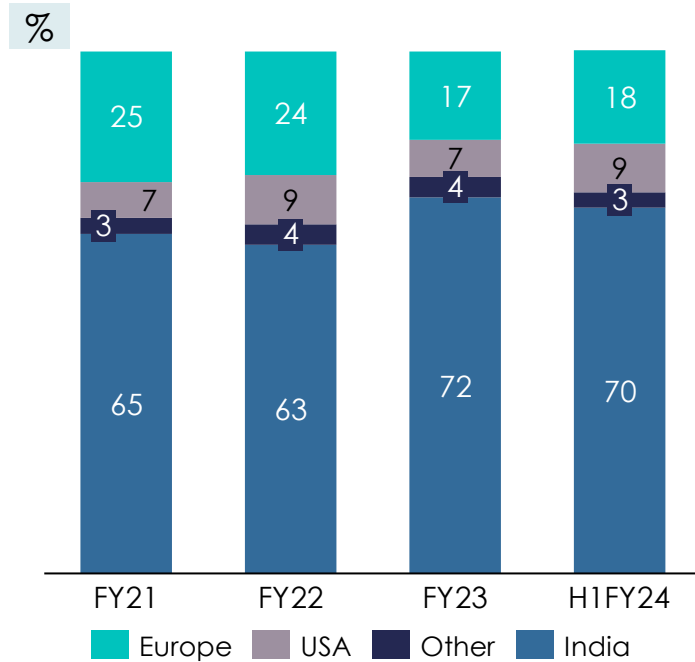
	Aerospace & Defence	Off-road	Agriculture	Others
<b>Product Offerings</b>	 <p>Seating parts</p> <p>Aerostructure Parts</p> <p>Door assembly</p> <p>Lighting parts</p> <p>Cargo systems</p>	 <p>Fractured Split Gear Shifter Fork</p> <p>Crankshaft Rocker Arms</p>	 <p>Fractured CR Cam Shaft</p> <p>Pump Barrel</p>	 <p>Fractured CR Split CR</p> <p>Integral Crankshaft (Stationary Engine)</p> <p>Crankshaft Pump Barrel</p>
<b>Sales Mix H1 FY24</b>	<b>3.9%</b>	<b>4.2%</b>	<b>2.4%</b>	<b>1.6%</b>
<b>Q2 FY24</b>	<b>4.6%</b>	<b>4.2%</b>	<b>2.1%</b>	<b>1.6%</b>
<b>Key Customers (Indian and Global)</b>	<p><b>Indian</b></p> <ul style="list-style-type: none"> <li>› Leading Indian Tier 1 supplier</li> </ul> <p><b>Global</b></p> <ul style="list-style-type: none"> <li>› Global Tier 1 suppliers</li> <li>› Global European aircraft OEM</li> <li>› Global North American aircraft OEM</li> </ul>	<ul style="list-style-type: none"> <li>› Global Recreational Vehicle OEM</li> </ul>	<ul style="list-style-type: none"> <li>› Indian arm of a global supplier of fuel injection systems</li> <li>› Indian arm of a global engine-based fuel and air management systems manufacturer</li> </ul>	<ul style="list-style-type: none"> <li>› Global OEM of Earth Moving Equipment</li> <li>› Indian arm of a global manufacturing and supply chain management co.</li> <li>› Subsidiary of a leading global power tools manufacturer</li> <li>› Global marine engine manufacturer</li> </ul>



# Diverse revenue profile

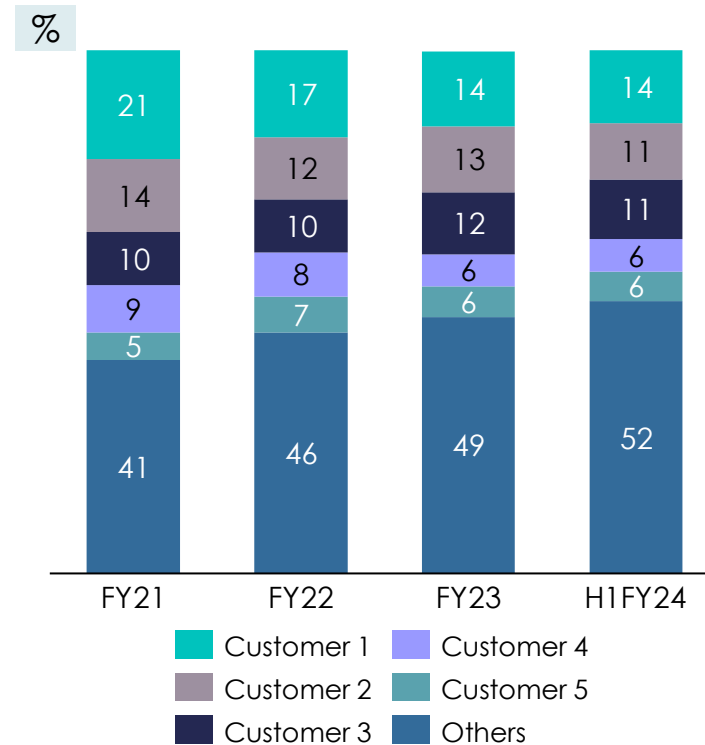
A wide portfolio of products across 80+ product families catering to 96\* auto and non-auto customers across 27 countries

## By Geography



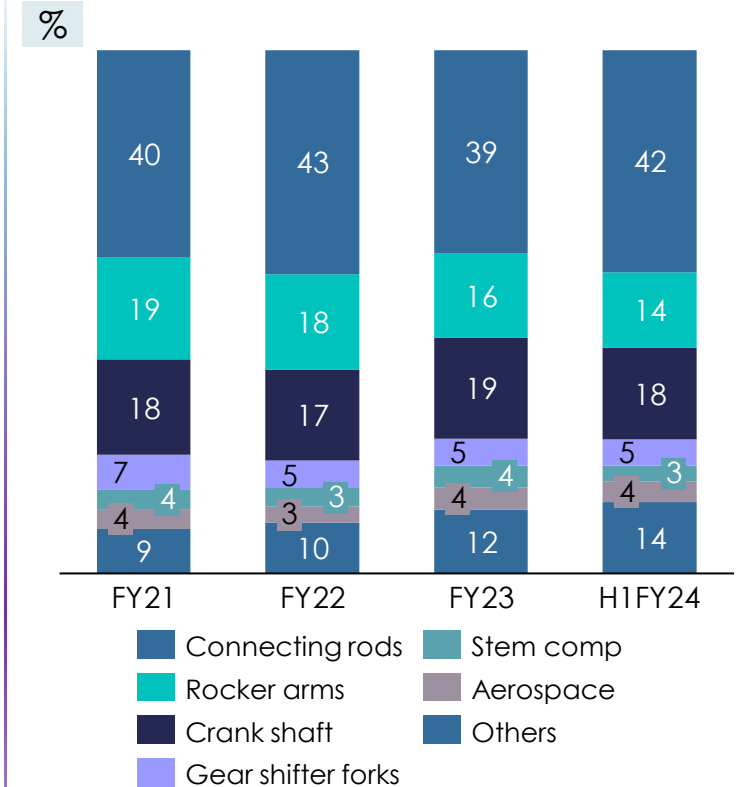
› From here on we expect the international business to go back to as it was in FY21

## By Customer



› Added multiple customers resulting in diversified customer base, hence lowering the contribution from top customers

## By Product



› With continuous effort, we have been able to increase the contribution from other components while keeping the core component (CR) business growth intact

1. Based on sale of products

\*Some customers may appear in more than one category

# Well entrenched customer relationships

India

Within India, relationship with  
**All major** 2 W OEMs

Relationship with **5 Key** PV OEMs,  
accounting for **54%** of Market share

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

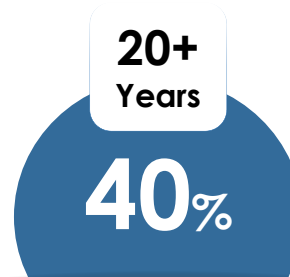
Relationship with **4 out of top 5**  
EV OEMs

Relationship with **6 out of top 10**  
LV OEMs

Relationship with **3 out of top 10**  
MHCV OEMs

Relationship with **3**  
major EV OEMs

Global



Longstanding relationships



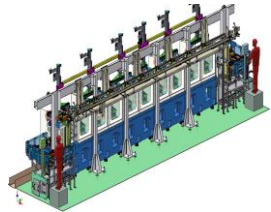
Continuous new  
customer addition

Longevity of relationship with top 20 customers

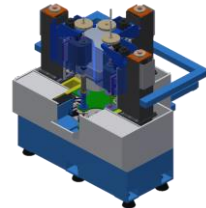
- › **Highest level of expertise** along with **abundant of experience** helps in executing complex engineering products
- › **Long-standing relationship** with customers including top domestic as well as international **OEMs**
- › Stringent customer audits, approvals and requirements adhered too
- › Focused on cornering **higher wallet-share** with clients
- › Continued focus on becoming the **first stop supplier** to our customers

523 Dedicated engineering team supporting automotive, aerospace, machine building, automation & technical functions

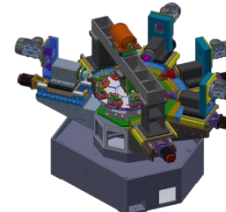
## In- House Machine Building Capabilities



Automated Cells



Vertical honing machines

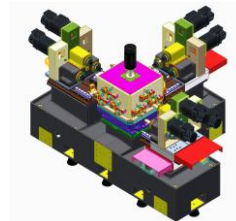


Double disc grinding machines

8 station special propose machines



Rough Boring Machine



### Highlights

- › **1,050+** CNC Machines built in-house
- › **75** machines manufactured in 2022-23
- › **56** dedicated personnel in machine building division

### Outcomes

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

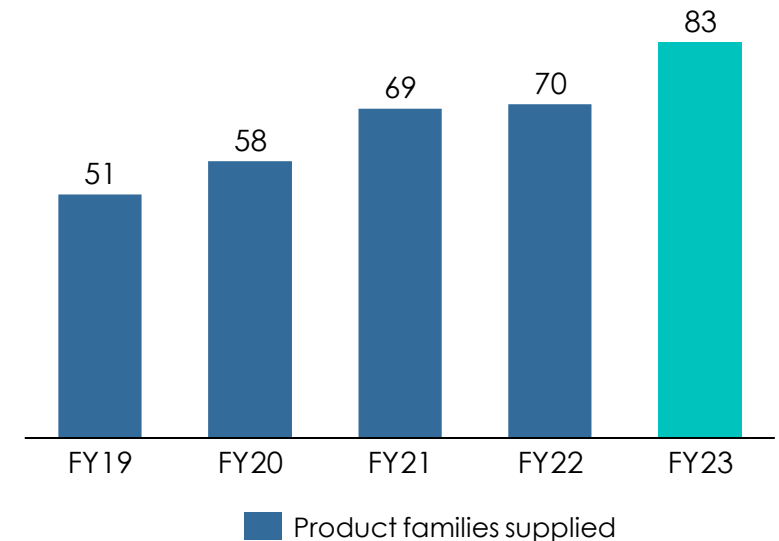
## Automation Capabilities

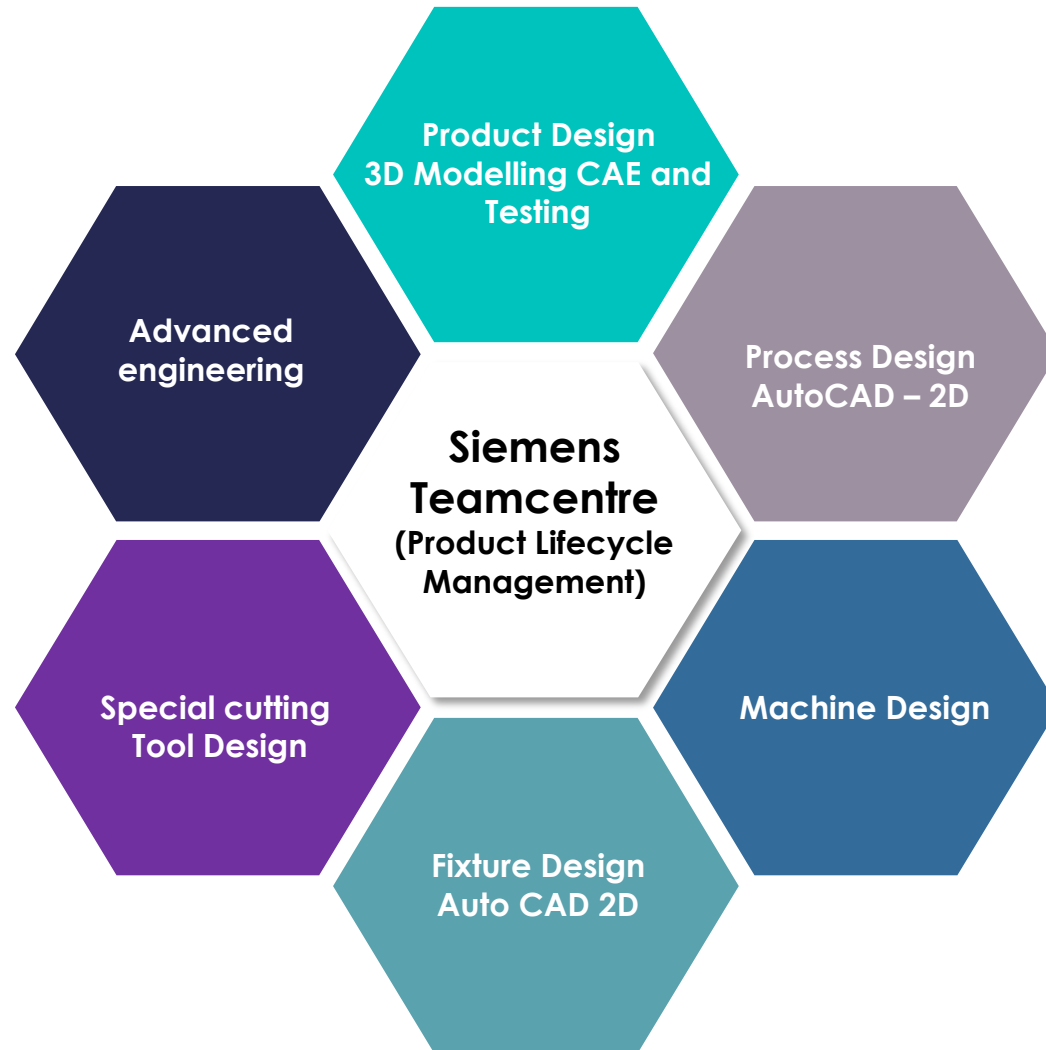
### Highlights

- › **37** Dedicated personnel in the automation division
- › Automated fracture and bolt assembly cells
- › Robotic final inspection cells
- › **183** Robots installed across all facilities

### Outcomes

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

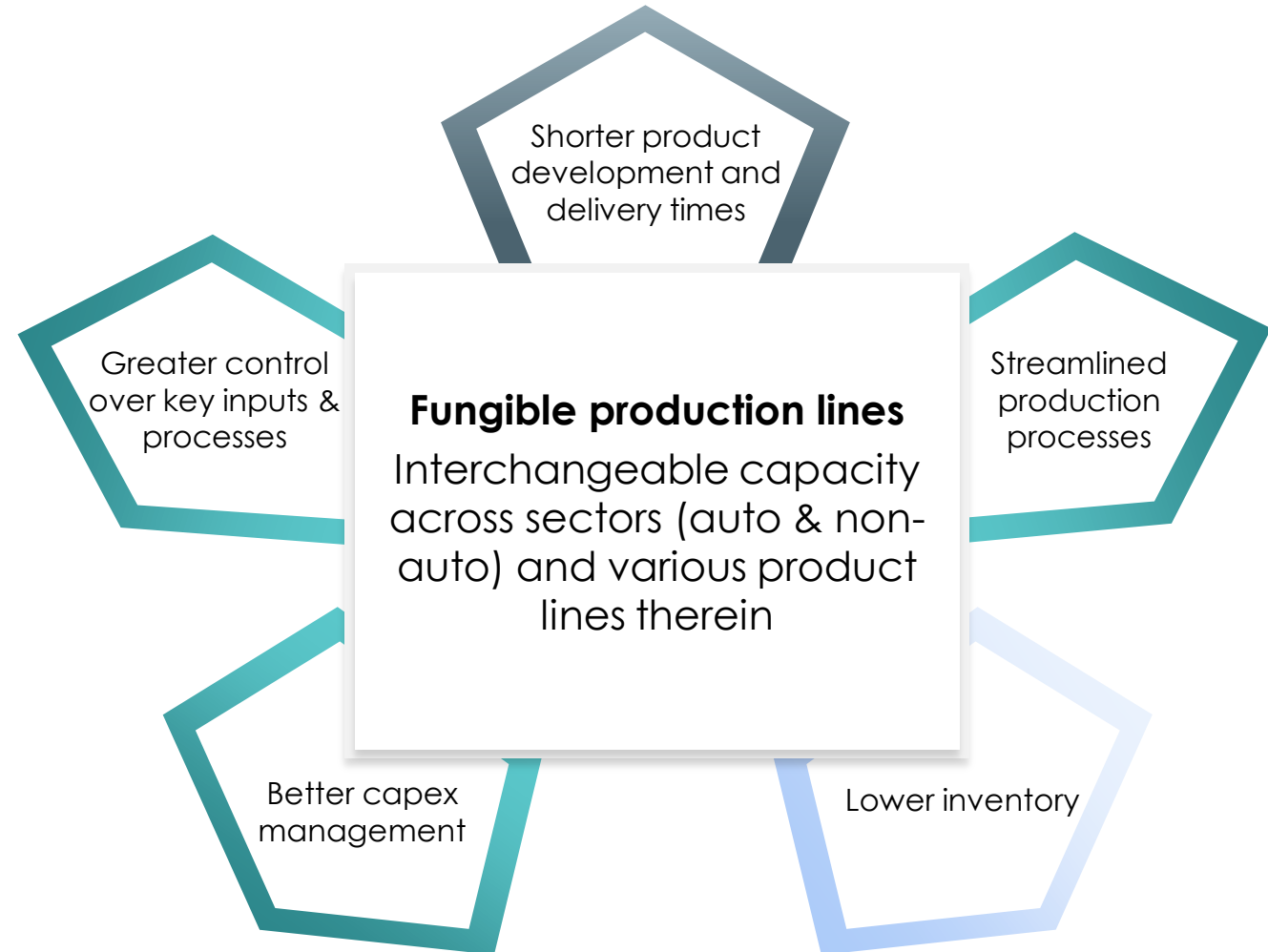
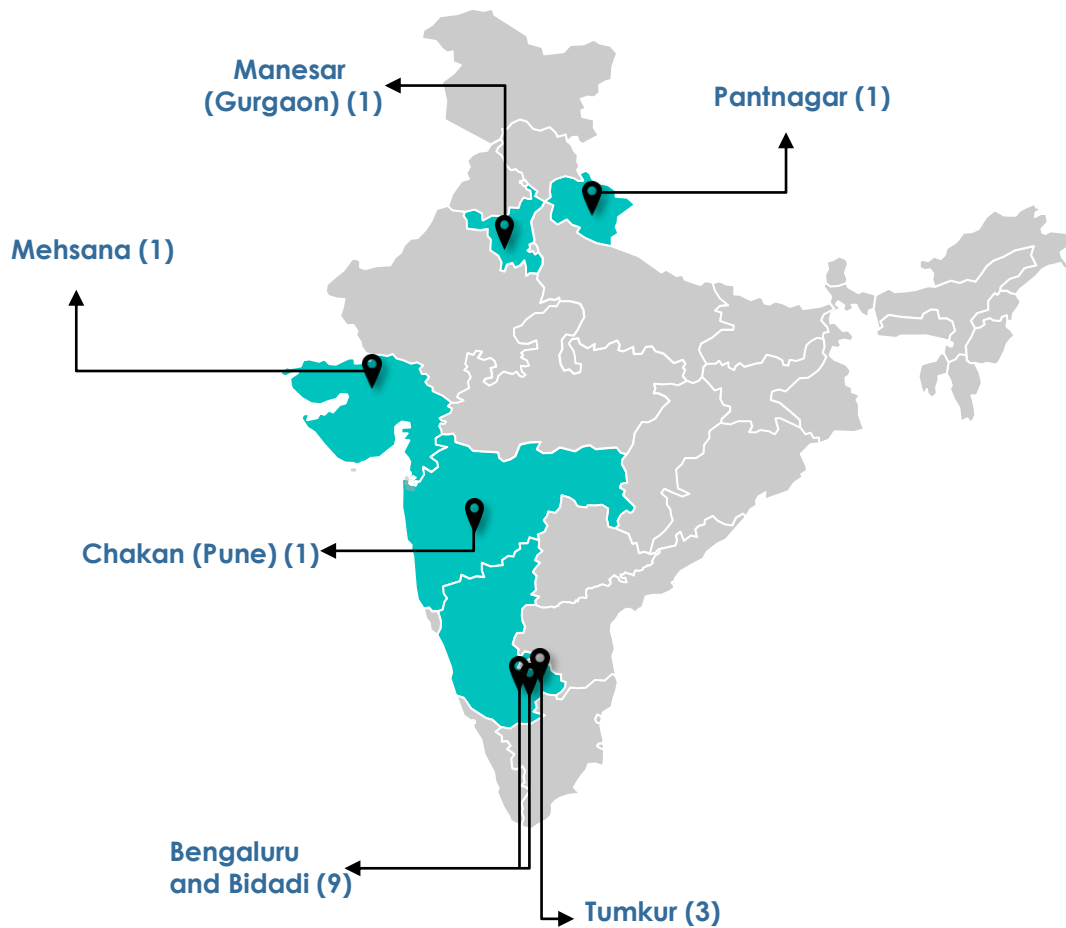




**Implemented Siemens PLM (Product Lifecycle Management) software to integrate all engineering activities and streamline project management**



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



**Yamaha**  
Appreciation award for delivery (2023)

Certified as a  
**Great Place to Work** (2023)



Diverse recognition & awards

**Golden Peacock National Training  
Award** for best training practices(2023)

**ET ascent Company of the  
year** (Automotive)  
Business Leader of the year (2023)

**Honda Motorcycle & Scooter  
India** "Delivery Management Award" (2023)

**World CSR** "Best Use of CSR  
Practices "(Manufacturing Industry)  
World CSR (2023)

**TIEI**  
"Best Success Story" (2023)

**ACMA**  
Certificate of appreciation award on  
Sustainability (2023)

**Quality Platinum** award from  
Bajaj Auto (2023)

**Boeing**  
Excellent Supplier Performance (2022)



## Godrej

Outstanding Quality Award (2022)

## GM Award

launch Excellence award (2022)



Diverse recognition & awards

## Knorr-Bremse

award for Technology (2022)

## Toyota

Quality Month Award My Product, My Responsibility (2022)

## Toyota Kirloskar Auto Parts & Toyota Kirloskar Motor

Zero Defects Supplies (2022)

## HMSI

(Honda Motorcycle & Scooter India Pvt. Ltd.)  
award for Environmental initiatives (2022)

## Bajaj

Quality Award BAL Q "Platinum" Award (2022)

## Hero

Next Sustainability Award Best Performance EARN Program (2022)

## Bosch India

Regional Supplier awards  
Long term Association Fitwel Forge(2022)

## LACP Vision Award

Technical Achievement Award (Annual Report 2022)





# Highly involved in ESG Practices (1/3)



5s Award given in Hargadde School September 2023



5s Activity at Schools Q2 2023



## Initiatives taken in Education Sector (govt schools)



**Rs. 24.9 Lakhs**  
Scholarship distributed  
**Scholarship Program**



Voluntaries at School Independence day program

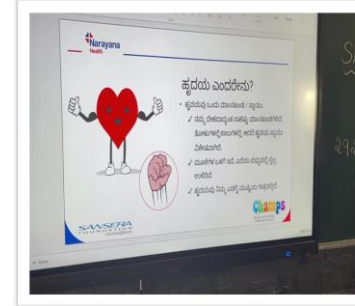


Supporting to Sports player





International Yoga day Celebration



**Initiatives taken in Health Sector**

BP Awareness Program in Bengur School

**SANSERA FOUNDATION**  
charities@work

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**NATIONAL TB ELIMINATION PROGRAMME (NTEP)**

**A CSR INITIATIVE ADOPTION OF TB PATIENTS OF ANEKAL TALUK**

Under Pradhan Mantri TB Mukta Bharat Abhiyan



ADOPTION OF TB PATIENTS OF ANEKAL TALUK - TB Elimination program



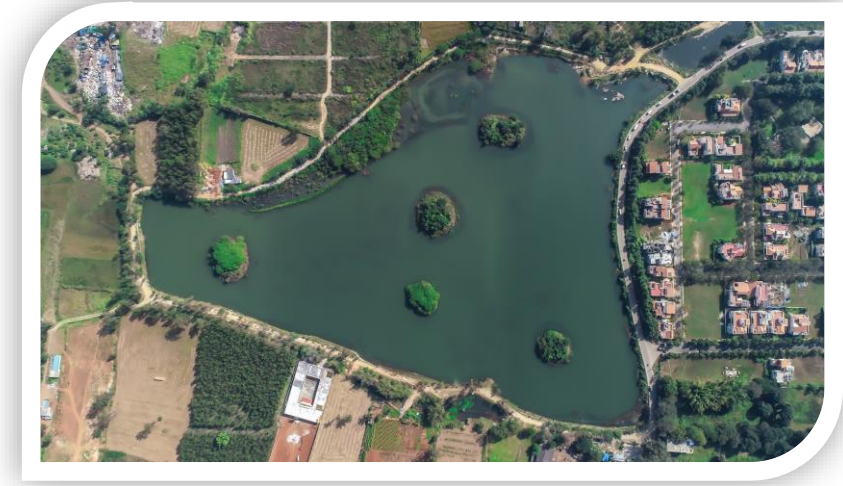
Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

## Initiatives taken for Environment

### KYALASANAHALLI LAKE



January 2017

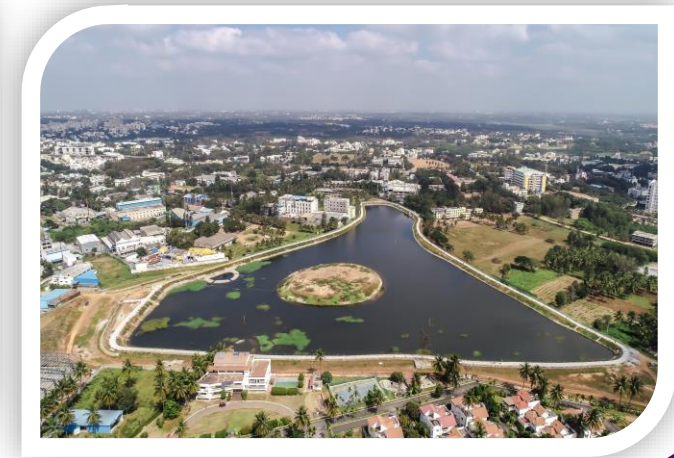


Present

- Hands-free Waste Processing
- Segregates into bio and Non-bio Components
- Handles all kinds of Mixed Waste
- Output Efficiency of up to 99.7%
- Highly Scalable
- Huge Capacities - Handles 100s of Tons
- Very Low Power Consumption



### **TRASHBOT** A de-centralised automated mixed waste segregator at BOMMASANDRA LAKE



Present





Sansera Sustainable programs shared at a State level meeting by Sansera's JMD

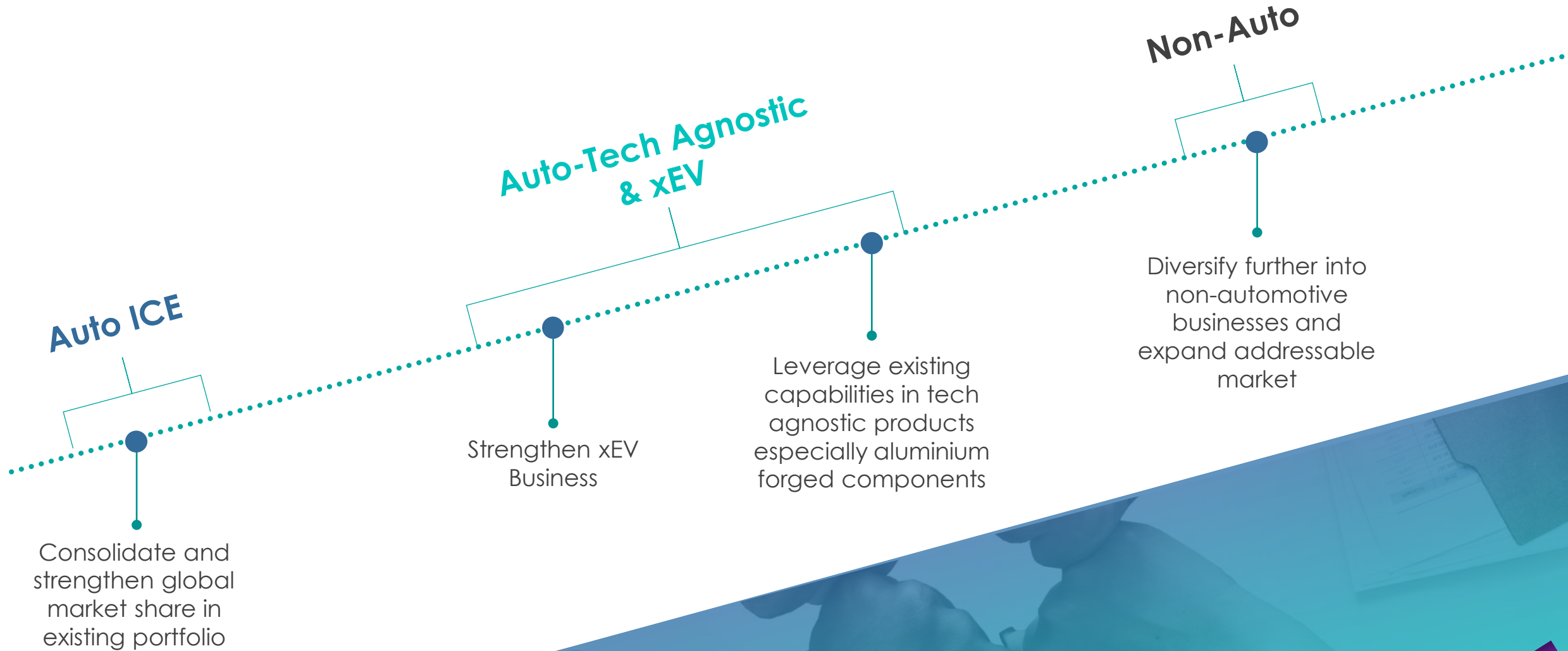


Plantation by Sansera Employees





Levers for future  
growth





## 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

## International market (Connecting Rods)

### Light Vehicles



**Top 10** supplier of connecting rods

### Commercial Vehicles



## Key industry trends

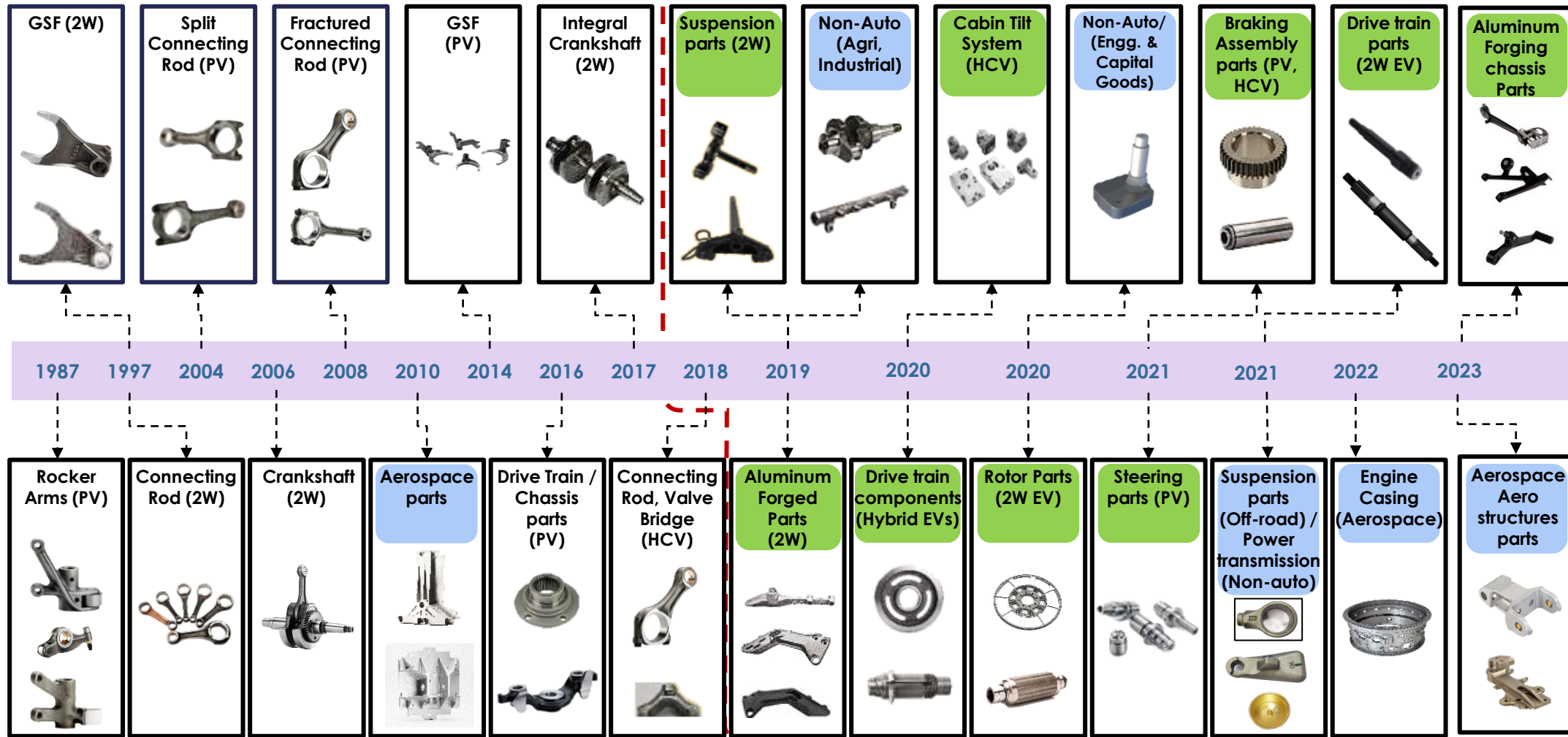
- › Faster engine upgrades
- › Rising outsourcing trend from OEMs and creating a dependency for supply
- › China+1 and Europe +1 themes in play
- › High focus on light weighting

Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements and emission norms

# Product portfolio transformation

Aggressively expanding the product range into fast growing and trending space EV & Tech-Agnostic and Defense & Aerospace

High focus on new age comps in Auto side and Non-auto comps in recent years



EV / Tech-agnostic / Aluminium Comps

Non-Auto Comps

# Strengthen xEV Business

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 traditional OEMs and new-age players in the EV space

◆ Significant progress in winning multiple orders for Aluminum forged and machined comps which supports light weighting initiatives

◆ Broader product portfolio with a higher kit value

◆ Leveraging longstanding relationships with OEMs to increase penetration

◆ Recent wins with marquee global customers demonstrate momentum

◆ Completed setting up a dedicated facility for hybrid and electric components within our existing Plant at Bengaluru

◆ Rapid growth in EV space is expected in line with the mass production of our customers



# New Aerospace & Defence Facility, Jigani Hobli, Bengaluru

*A step for the expansion in non-auto business*

**140,000** sq ft  
Covered area

**2/3** of the space  
dedicated for Aerospace

**1/3** of the space  
dedicated for defence

Strong relationship with  
top aerospace OEMs as  
well as with their Tier 1  
Suppliers

Big boost from  
large order wins  
by Aerospace  
OEMs

Multiple growth opportunities in  
Defense driven by  
Government's thrust on  
**Atmanirbhar Bharat**

Rs. **3,500** Mln  
Revenue potential at full  
capacity utilization

Rs. **915** Mln  
FY23 Revenue

Rs. **1,214** Mln  
Sep-23 Orderbook  
(peak annual revenues  
for new business)





MMRFIC is a Research, Design and Manufacturing entity, building sub-systems for next generation Radars by leveraging machine learning with artificial intelligence and, mm-Wave Sensors with hybrid beam forming capabilities

## Deal Size



INR **200** Mln

~21% stake based on projected  
FY24 EBITDA

**Date – March 2023**

**Sansera has right to invest and increase stake up to  
51% at a predefined valuation formula**





- We will continue to focus on
  - Delivering high quality products to customers
  - Capital efficiency
  - Consistent performance
- Maintain momentum to grow non-auto business
- Continue to add high tech products to the portfolio
- Enhance exports in auto and non-auto space
- Explore inorganic growth opportunities



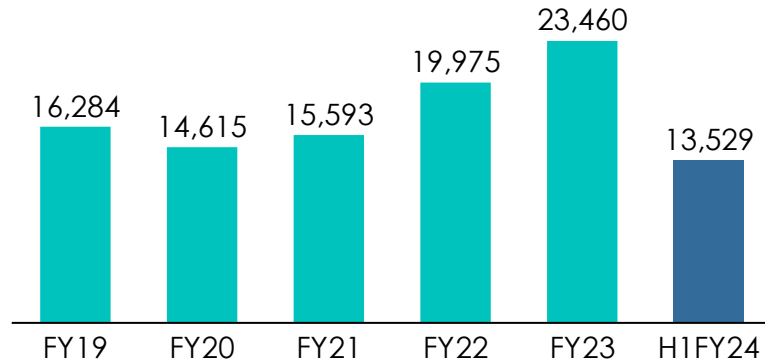
# Historical Performance



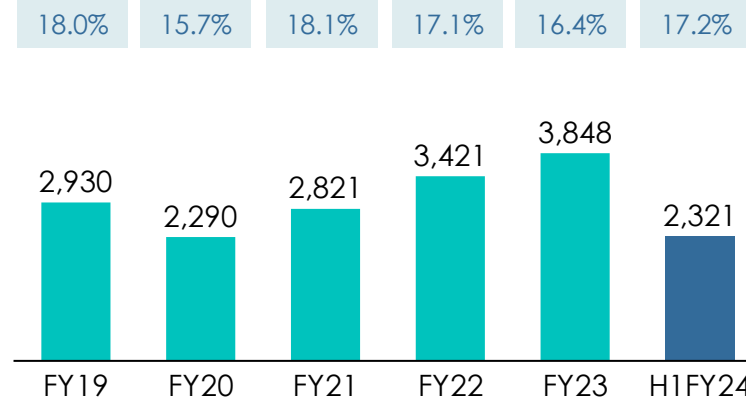
# Historical Performance Highlights

Margins  
Rs in Mln

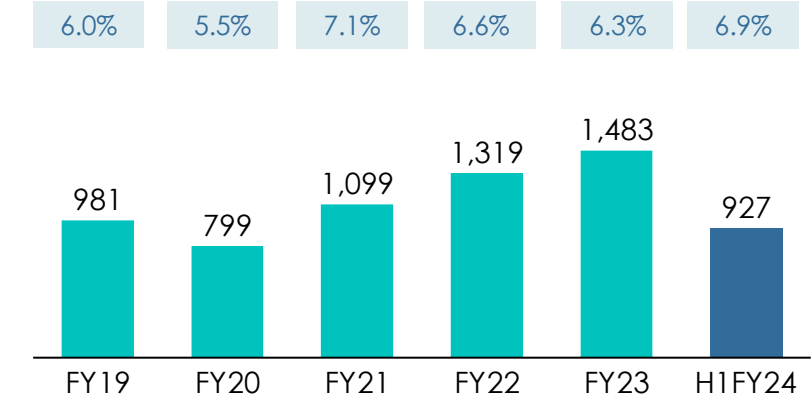
## Revenue from Operations\*



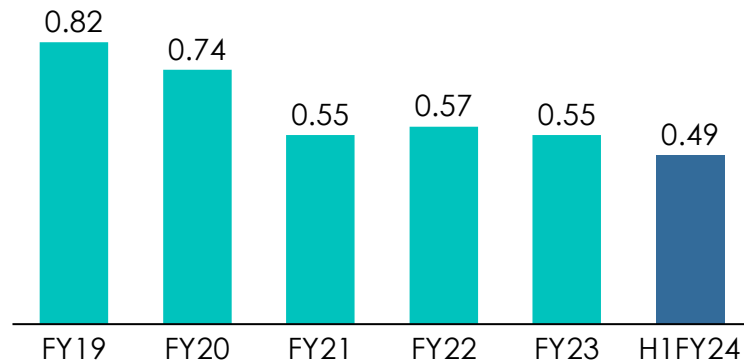
## EBITDA



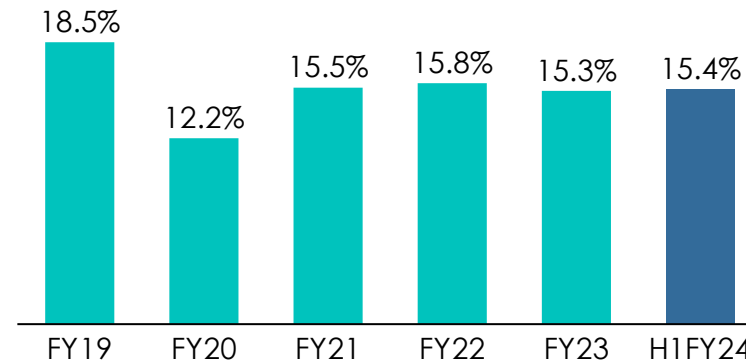
## PAT



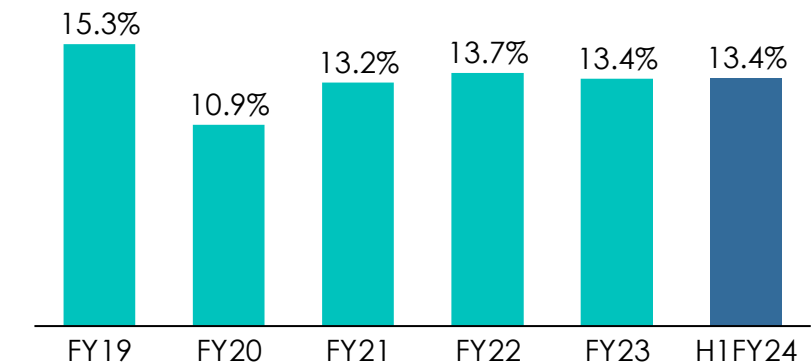
## Net Debt / Equity



## ROCE(%)



## ROE(%)



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

ROE : TTM PAT / Average Opening & Closing Network

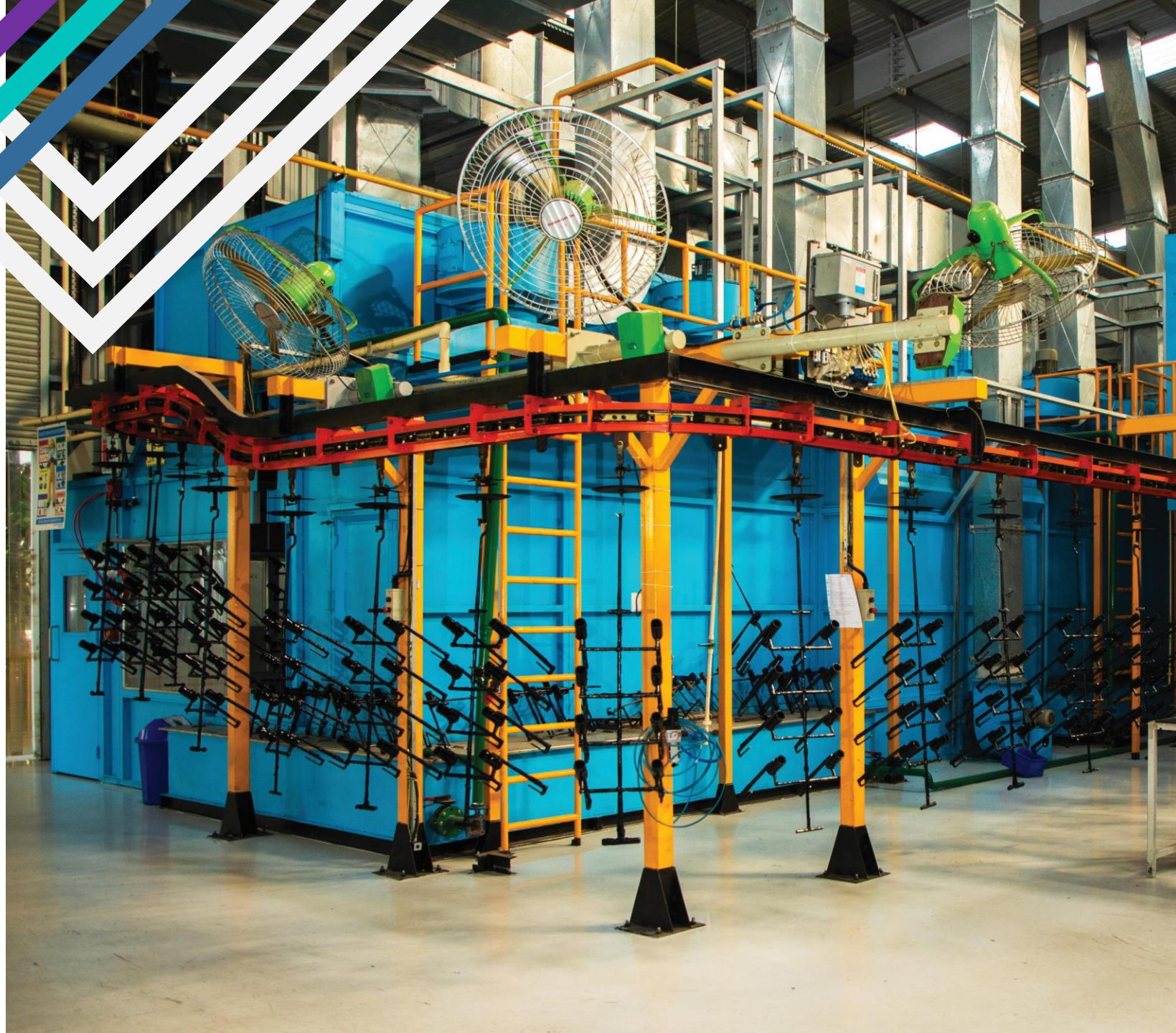
\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"

# Consolidated Statement of Profit and Loss

Particulars (Rs. in Mln)	FY23	FY22	FY21	FY20	FY19
<b>Revenue From Operations*</b>	<b>23,460.4</b>	<b>19,975.3</b>	<b>15,592.6</b>	<b>14,614.8</b>	<b>16,283.6</b>
Cost of goods sold (incl power & fuel cost)	14,161.6	11,895.9	9,167.2	8,811.1	9,869.4
<b>Gross Profit</b>	<b>9,298.8</b>	<b>8,079.5</b>	<b>6,425.4</b>	<b>5,803.7</b>	<b>6,414.2</b>
<b>Gross Profit Margin</b>	<b>39.6%</b>	<b>40.4%</b>	<b>41.2%</b>	<b>39.7%</b>	<b>39.4%</b>
Employee benefit expenses	3,179.6	2,773.6	2,137.5	2,134.2	2,174.1
Other Expenses	2,271.7	1,885.0	1,466.8	1,379.4	1,309.8
<b>EBITDA</b>	<b>3,847.5</b>	<b>3,420.9</b>	<b>2,821.1</b>	<b>2,290.1</b>	<b>2,930.3</b>
<b>EBITDA Margin</b>	<b>16.4%</b>	<b>17.1%</b>	<b>18.1%</b>	<b>15.7%</b>	<b>18.0%</b>
Other Income	100.7	69.9	<b>131.0</b>	<b>116.6</b>	<b>124.5</b>
Depreciation and amortisation expense	1,300.8	1,197.0	1,016.8	939.0	757.5
<b>EBIT</b>	<b>2,647.4</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>11.3%</b>	<b>11.5%</b>	<b>12.4%</b>	<b>10.0%</b>	<b>14.1%</b>
Finance Cost	615.1	510.1	473.9	580.9	512.8
Exceptional items	0.0	0.0	0.0	0.0	-134.9
<b>Profit before Tax</b>	<b>2,032.3</b>	<b>1,783.7</b>	<b>1,461.5</b>	<b>886.8</b>	<b>1,649.5</b>
Tax	548.9	464.8	362.8	87.7	668.9
<b>Profit After Tax</b>	<b>1,483.4</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>6.3%</b>	<b>6.6%</b>	<b>7.0%</b>	<b>5.5%</b>	<b>6.0%</b>
EPS – Basic (Rs.)	27.74	25.27	21.02	15.63	18.73
EPS – Diluted (Rs.)	27.17	24.36	20.55	15.28	18.31

Note: Restated financial statements for FY19, FY20 and FY21

\*\* From Q1FY24 onwards "Revenue from operation" is shown instead of "Total Income"



Annexure





**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



**B R Preetham**  
*Executive Director & 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



**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

# Experienced Professional Management Team (1/2)

**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**  
*Executive Director & CEO*



**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



**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



**Satish Kumar**  
*Chief Engineering & Technical Services officer*

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



**Vidyadhar Janginamath**  
*Head Engineering Design*

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



**Anil Pati**

*Chief Quality Officer*

- › **22+ years of experience** in Quality Management and Operations Excellence
- › MBA in Operations Management and Supervision from Indian Institute of Business Management and Studies
- › Diploma in Automotive Engineering from Maharashtra State Board of Technical Education



**Rakesh S B**

*Head Aerospace Division*

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



**Pattabhiraman Raghuraman**

*Chief - Strategic Sourcing and Supply Chain Management Officer*

- › 20+ years of experience, he has worked with Enphase, Ford, Sanmar Foundries
- › B.E. in Metallurgy and Executive Post Graduate Diploma in Business Management



**Sanjeev Sharma**

*Chief Sales and Marketing Officer (CSMO)*

- › 25+ years of experience in Operations, Business Development. 16+ years at Sansera
- › Responsible for Sales and Marketing (Domestic and Exports)
- › Bachelor of Engineering from Bangalore University. MBA



**For more information please contact:**

**Company:**

**SANSERA**  
*ideas@work*

**Sansera Engineering Limited**

CIN: L34103KA1981PLC004542

Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer

Email id: [rajesh.modi@sansera.in](mailto:rajesh.modi@sansera.in)

**Investor Relations Advisor:**

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Pvt Ltd.**

CIN: U74140MH2010PTC204285

Shikha Puri / Dharmik Kansara

Email id: [shikha.puri@sgapl.net](mailto:shikha.puri@sgapl.net) / [dharmik.k@sgapl.net](mailto:dharmik.k@sgapl.net)

Tel No: +91 9819282743 / +91 7208179323

**Thank you**

