

May 22, 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 scheduled on May 23, 2023 at 10.00 am (IST) on the audited financial results of the Company for the quarter and year ended March 31, 2023.

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

Kindly take the same in your record.

Thanking you,

for Sansera Engineering Limited



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

Encls: a/a

SANSERA ENGINEERING LIMITED

(Formerly Sansera Engineering Pvt Ltd)

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



SANSERA
ideas@work

**Great
Place
To
Work.®**

Certified
MAR 2023-MAR 2024
INDIA

TM

INVESTORS PRESENTATION
MAY 2023



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Company Overview

Auto ICE

Prominent player with longstanding OEM relationships

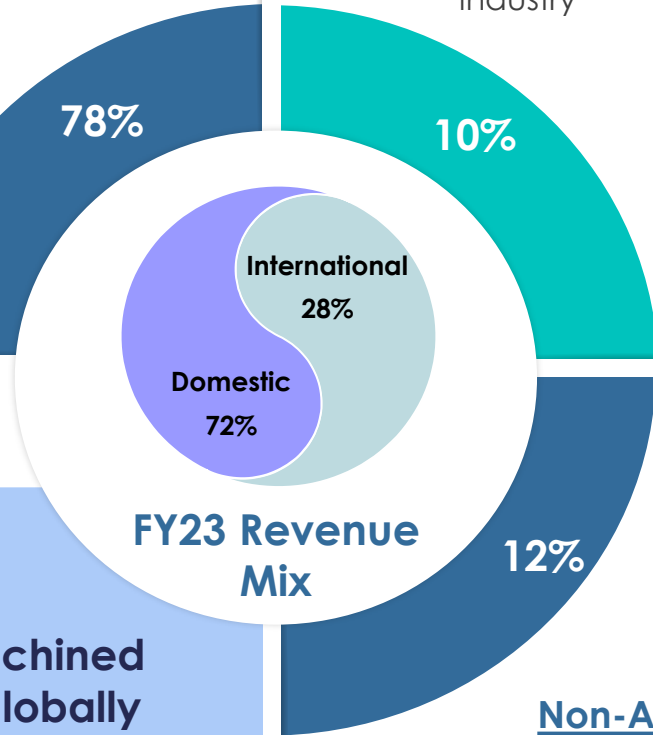
36% Motor-cycles	8% Scooters
23% PV	11% HCV

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

406

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 23,561 Mln

FY23 Total Income
22% CAGR (FY21-FY23)



Rs 3,948 Mln

FY23 EBITDA – 16.8% margin

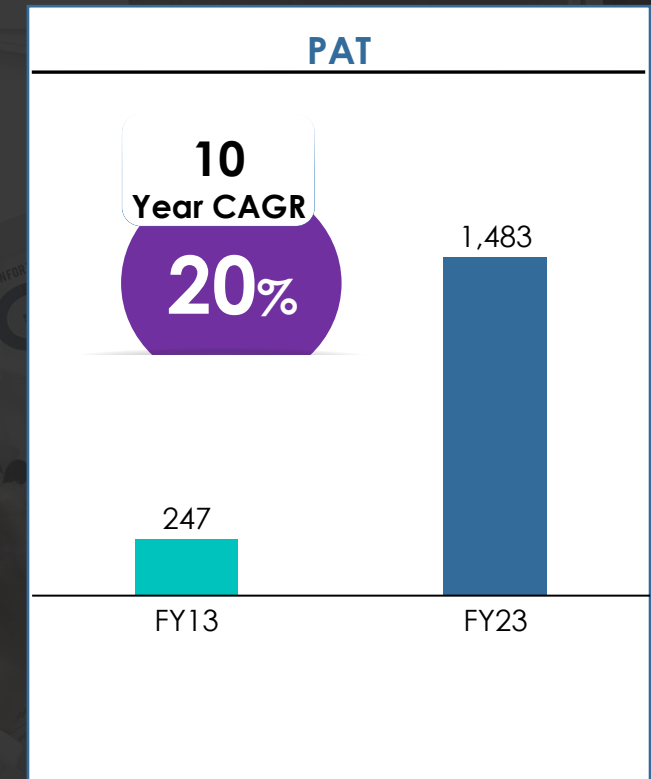
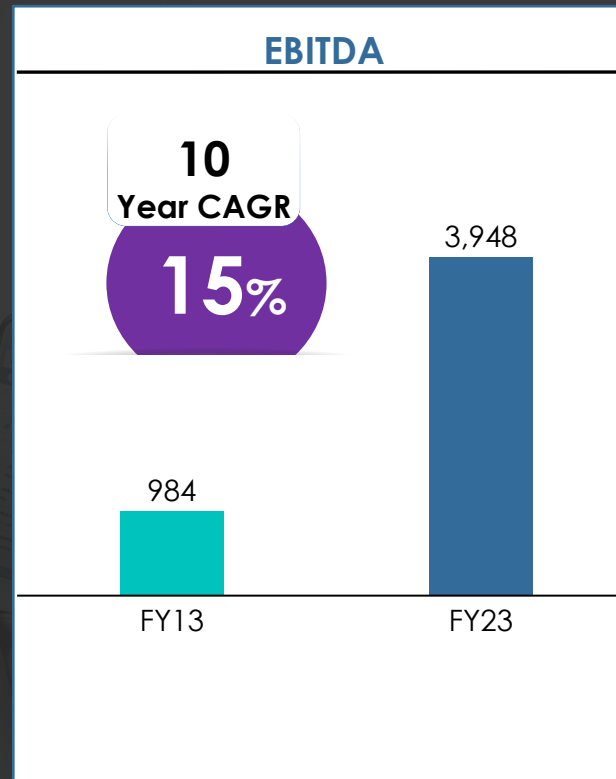
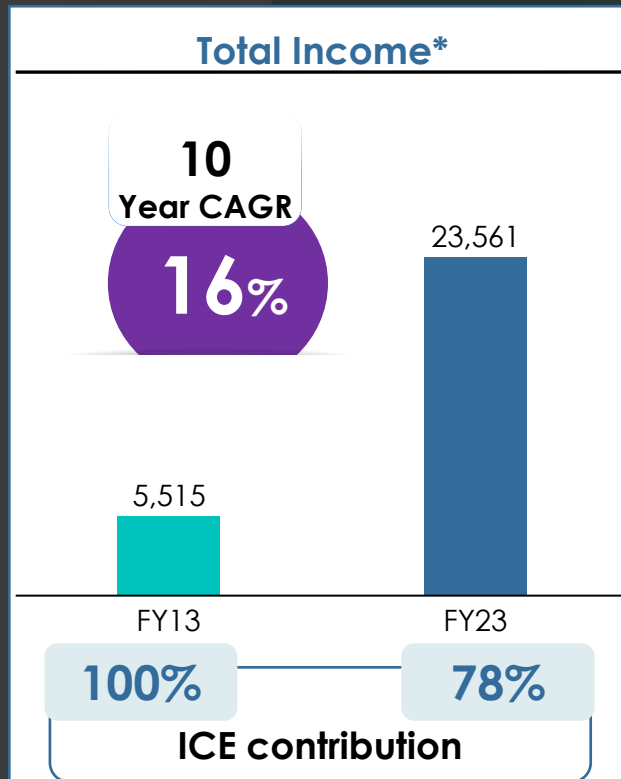


Rs 13,279 Mln

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

Growing consistently over the years and...

Rs in Mln



* Including Other Income

... Making Strides Towards Our Vision

	Auto-ICE	Auto-Tech Agnostic & xEV	Non-Auto
Revenue contribution* %	<p>83.4% 77.7% 60%</p> <p>15,494 16,895</p> <p>FY22 FY23 Vision</p>	<p>6.1% 10.4% 20%</p> <p>1,125 2,260</p> <p>FY22 FY23 Vision</p>	<p>10.5% 11.9% 20%</p> <p>1,958 2,585</p> <p>FY22 FY23 Vision</p>
Updates (FY23)	<ul style="list-style-type: none"> Added two major customers in the year. With significant order flow from one of these customers it is now amongst our top 5 customers Strong order book and pipeline continues 	<ul style="list-style-type: none"> Commercialized production for a key xEV customer Strong order pipeline for the future Five new customers added in xEV segment Received order from one of existing European premium 2W OEM for Aluminum parts Consolidation continues with another European Premium 2W OEM for Aluminum parts 	<ul style="list-style-type: none"> Started new Aerospace & Defence facility in Mar-23 Entered an agreement to make an investment in MMRFIC. With this we will have access to a strong R&D and engineering team which can address growing Defence and Aerospace opportunities
Key trends	<ul style="list-style-type: none"> Expected to benefit due to consolidation of sourcing by OEMs and trends of China+1 & Europe+1 	<ul style="list-style-type: none"> Expected to grow rapidly with the successful adoption of Evs High focus on light weighting 	<ul style="list-style-type: none"> Expected to benefit with indigenization focus on the defence side Strong orderbook of aerospace OEMs to translate into healthy order flow

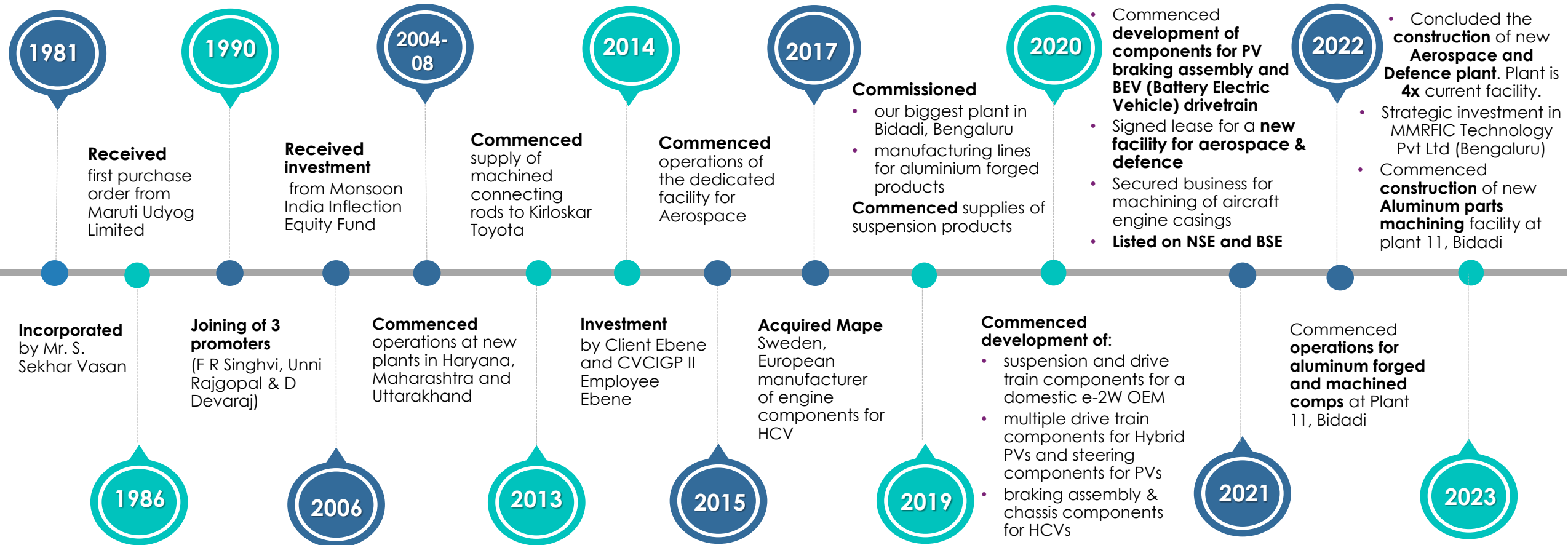
*Revenue contribution in based on revenue from sales of products only (excluding sale of services and other operating income).

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			
Product Offerings	 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
Sales Mix FY22	Motorcycles 36.5%		26.5%		12.9%			
FY23	35.5%		22.8%		10.9%			
Key Customers (Indian and Global)	Indian › 9 out of Top 10 Two Wheeler OEMs		Global › European, US and Japanese premium Two-Wheeler OEMs		Indian › Leading Indian and European OEMs › Global supplier of actuation and motion control systems			
			Indian › Major Japanese and European PV OEMs › Indian multinational automotive manufacturing company		Global › Leading North American and European PV OEMs › Global Tier 1 Supplier			
					Global › 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	2W / e-2W  Suspension Parts  Stem Comp Steering  Aluminium forged parts	PV / Hybrid / B-EV  Steering Parts  Tow Hook  Braking System Component	CV  Chassis Components (Cabin Tilt System)  Braking System Components  Integral Crankshaft (Braking System)	2W  Drive Train Part  Rotar Parts	PV  Drive Train Part  Drive Train Part	CV  Transmission Parts  Spring Bracket  Differential Lock Hook
	Sales Mix FY22 5.7%				0.4%	
FY23	6.6%			3.8%		
Key Customers (Indian and Global)	› European premium 2W OEMs	› Leading European PV OEM	› US based Tier 1 customer	› Leading Indian EV OEM	› Leading North American OEM	› Marquee North American EV OEM

Wide range of product offerings: Non-Auto

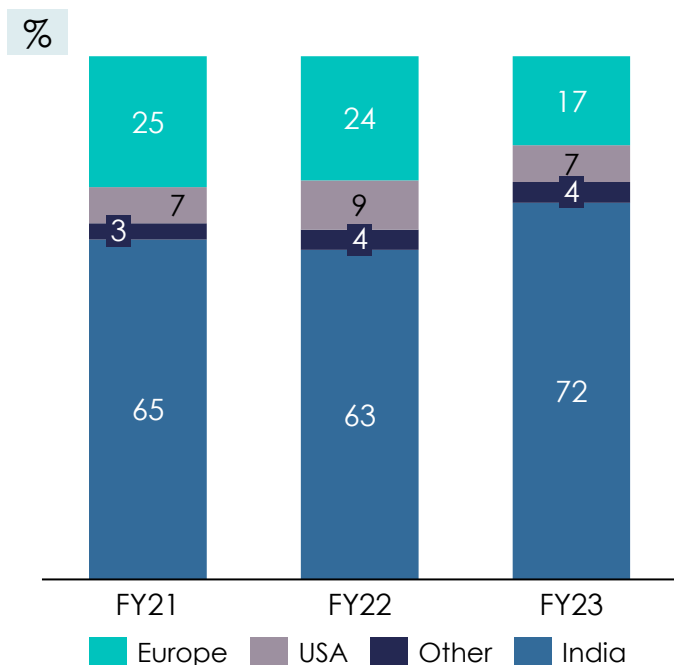
Over the years, the company leveraged its existing capabilities to manufacture precision components for several non-automotive sectors and established its presence in the aerospace, off-road and agriculture sectors

	Aerospace & Defence	Off-road	Agriculture	Others
Product Offerings	<p>Seating parts</p> <p>Aerostructure Parts</p> <p>Door assembly</p> <p>Lighting parts</p> <p>Cargo systems</p>	<p>Fractured Split</p> <p>Gear Shifter Fork</p> <p>Crankshaft</p> <p>Rocker Arms</p>	<p>Fractured CR</p> <p>Cam Shaft</p> <p>Pump Barrel</p>	<p>Fractured CR</p> <p>Split CR</p> <p>Integral Crankshaft (Stationary Engine)</p> <p>Crankshaft</p> <p>Pump Barrel</p>
Sales Mix FY22	3.2%	3.1%	2.8%	1.4%
FY23	4.2%	3.2%	3.1%	1.5%
Key Customers (Indian and Global)	<p>Indian</p> <ul style="list-style-type: none"> › Leading Indian Tier 1 supplier <p>Global</p> <ul style="list-style-type: none"> › Global Tier 1 suppliers › Global European aircraft OEM › Global North American aircraft OEM 	<ul style="list-style-type: none"> › Global Recreational Vehicle OEM 	<ul style="list-style-type: none"> › Indian arm of a global supplier of fuel injection systems › Indian arm of a global engine-based fuel and air management systems manufacturer 	<ul style="list-style-type: none"> › Global OEM of Earth Moving Equipment › Indian arm of a global manufacturing and supply chain management co. › Subsidiary of a leading global power tools manufacturer › Global marine engine manufacturer

Diverse revenue profile (FY23)

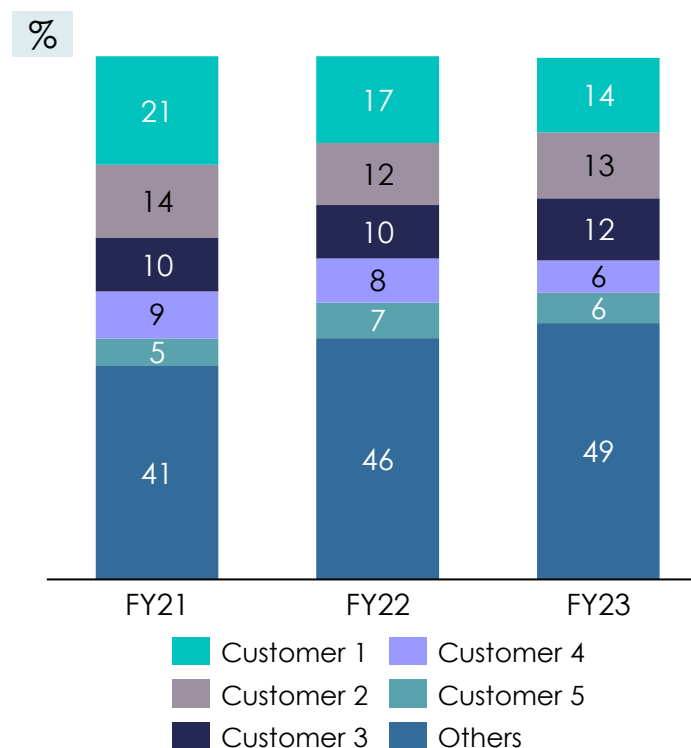
A wide portfolio of products across 80+ product families catering to 96* auto and non-auto customers across 27 countries

By Geography



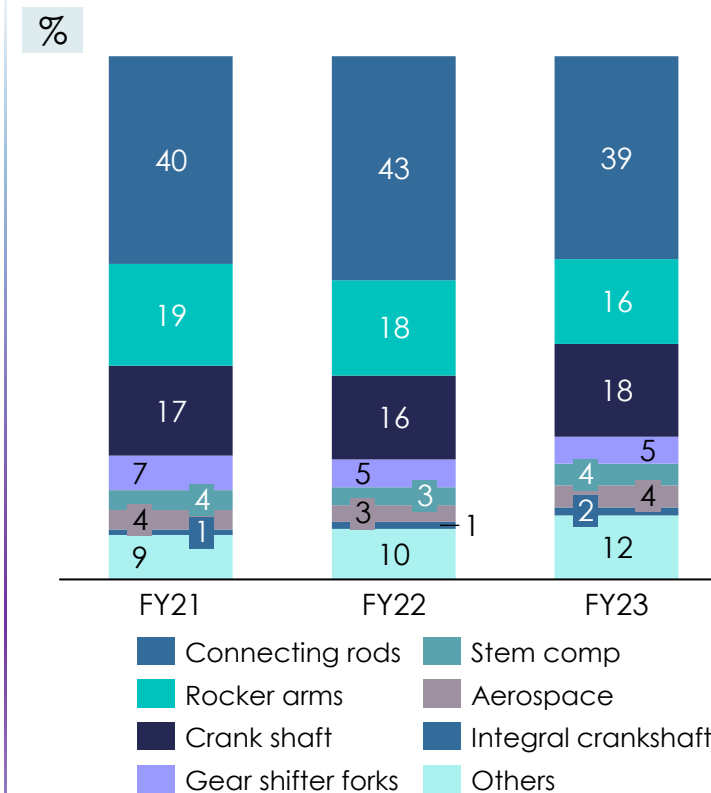
› From here on we expect the international business to go back to as it was in FY21

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
9 out of top 10 2 W OEMs

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

20+
Years

40%

Longstanding relationships

10+
Years

20%

<10
Years

40%

Continuous new
customer addition

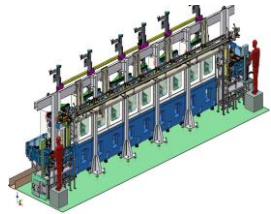
Longevity of relationship with top 20 customers

- › **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

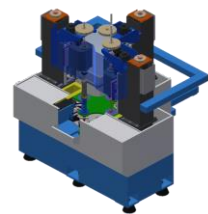
Strong execution capabilities (1/2)

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

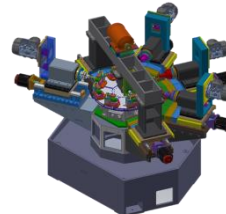
In- House Machine Building Capabilities



Automated Cells



Vertical honing machines



Double disc grinding machines

8 station special propose machines



Rough Boring Machine

Highlights

- › **1,000+** CNC Machines built in-house
- › **75** machines manufactured in 2022-23
- › **40** dedicated personnel in machine building division

Outcomes

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

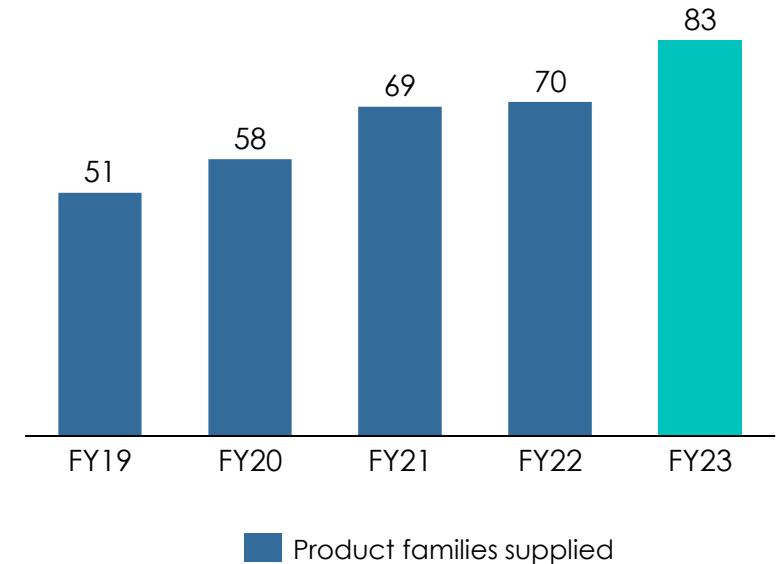
Automation Capabilities

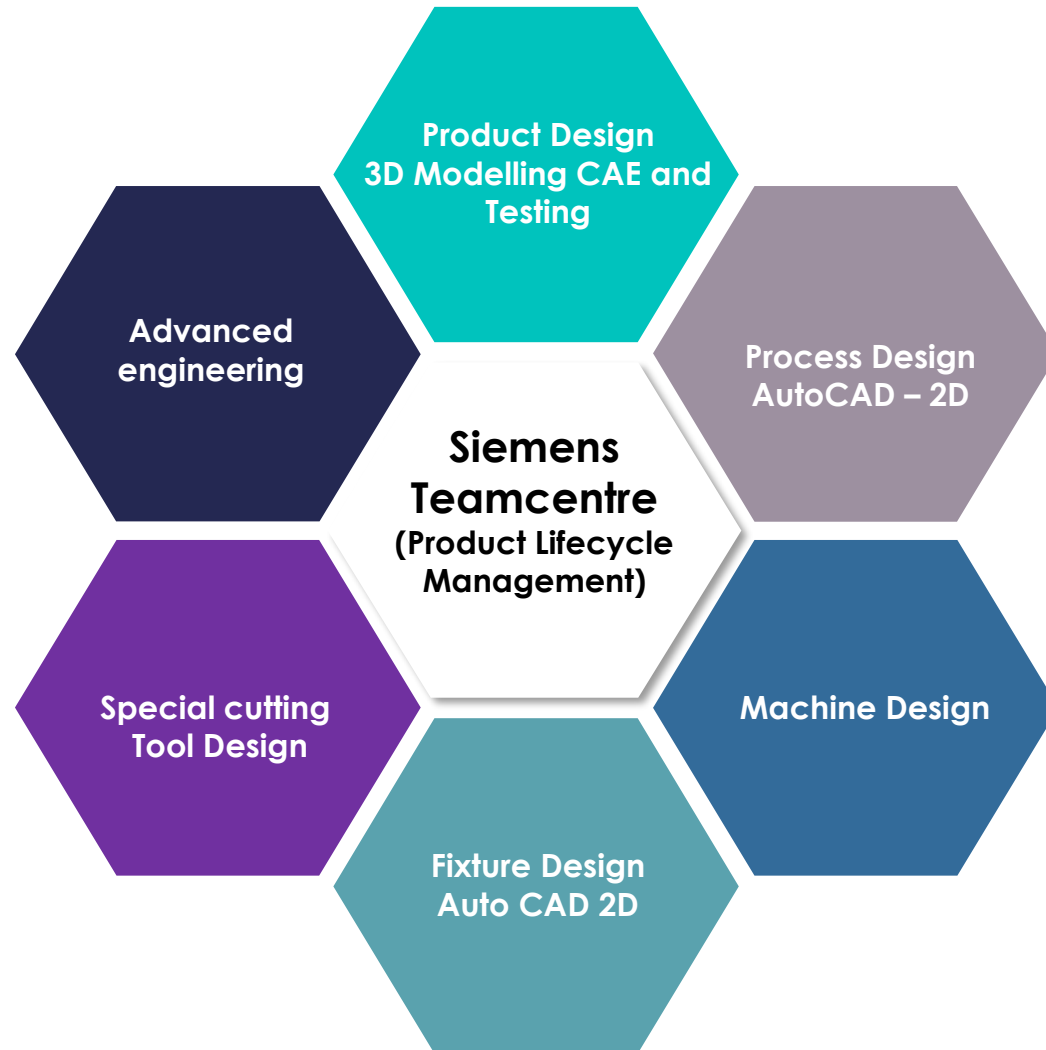
Highlights

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

Outcomes

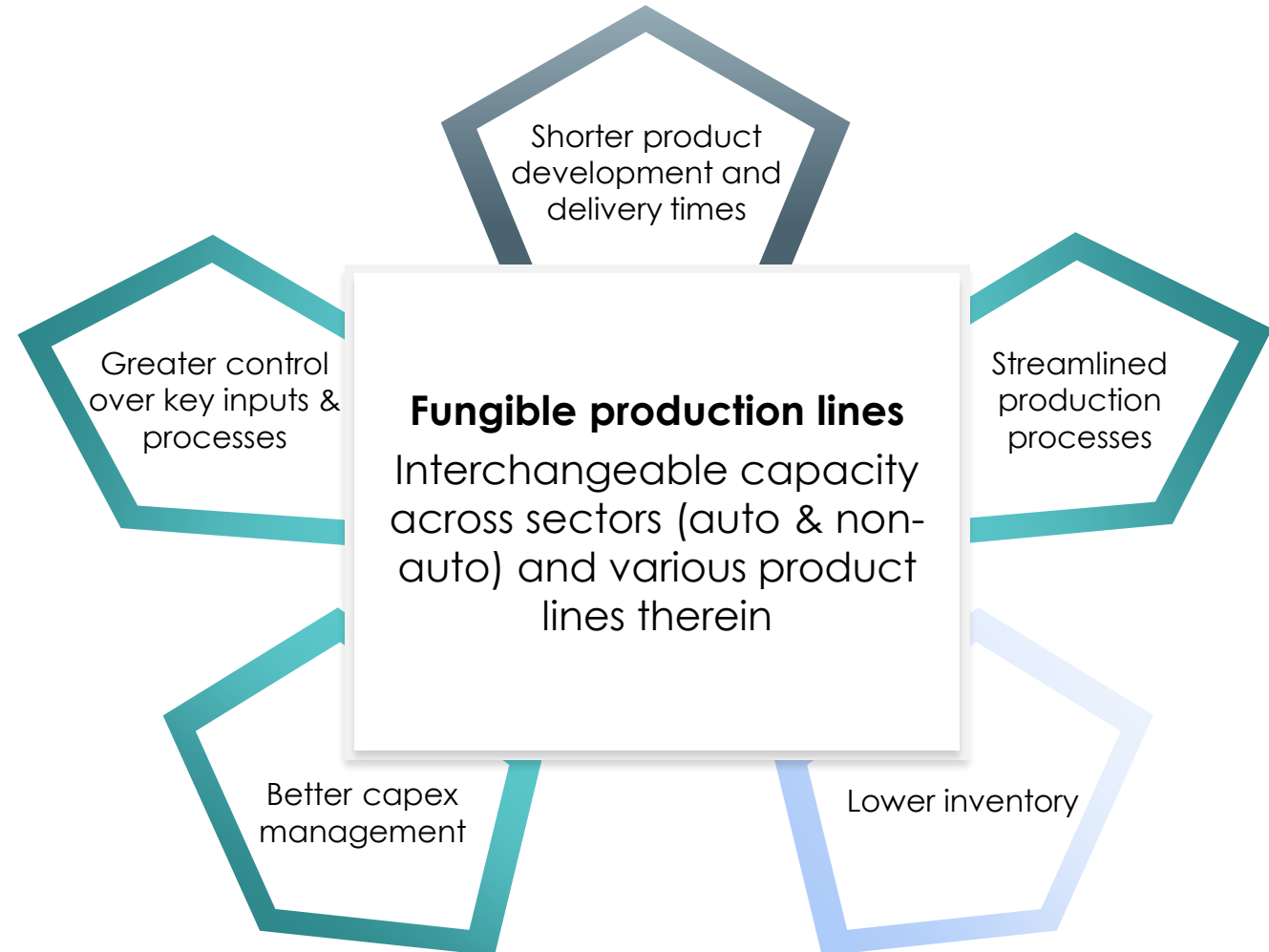
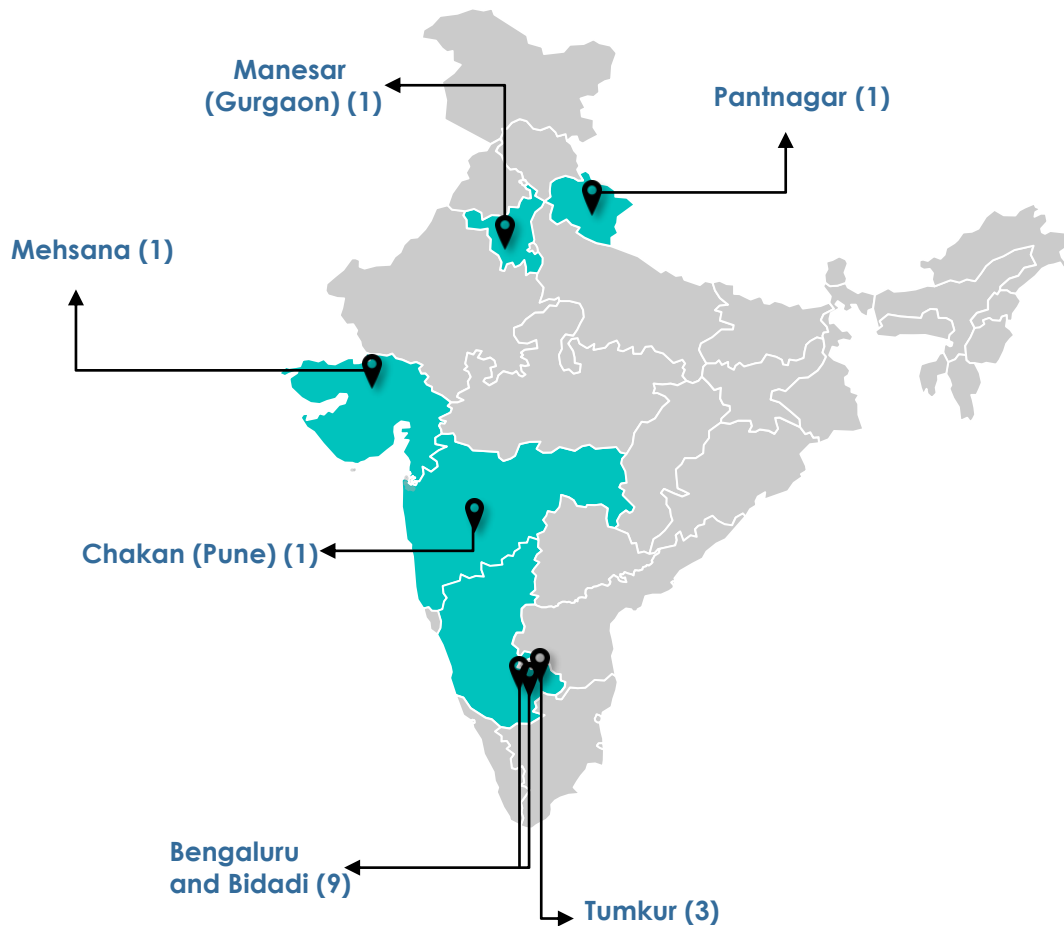
- › Increased Productivity
- › Increased Cost Control
- › Consistent Product Quality





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)

SANSEERA
ideas@work

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)



Diverse recognition & awards

GM Award

launch Excellence award (2022)

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)



Music



Yoga



Drawing



Hand wash area / Dry waste & Wet waste / Fire Extinguisher



Bicycle stand and Playground board



5S Audit by Sansera team / Gangway marking / Files arrangement

Computer class @ Gurubhavan

Computer class @ schools

Computer class @ schools



Govt. High School, Hennagara



Swamy Vivekananda Vidyaniketana, Neraluru, Bengaluru

Initiatives taken
in Education
Sector (govt
schools)

Highly involved in ESG Practices (2/3)

The infographic features logos for Sanseera Foundation, Government of Karnataka, National Health Mission, 75 Azadi Ka Amrit Mahotsav, and Suprajit Foundation. The text reads: **NATIONAL TB ELIMINATION PROGRAMME (NTEP)**, **A CSR INITIATIVE ADOPTION OF TB PATIENTS OF ANEKAL TALUK**, and **Under Pradhan Mantri TB Mukh Bharat Abhiyan**.



ADOPTION OF TB PATIENTS OF ANEKAL TALUK - TB Elimination program



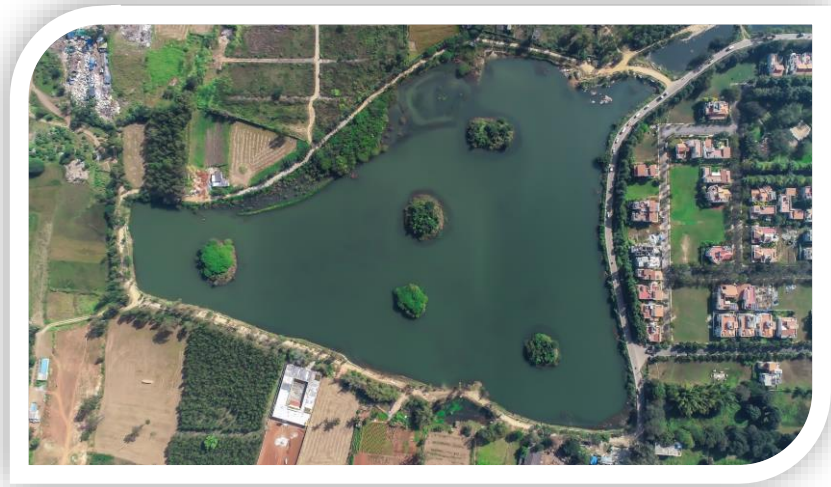
**Initiatives
taken in
Health
Sector**

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

KYALASANAHALI LAKE



January 2017



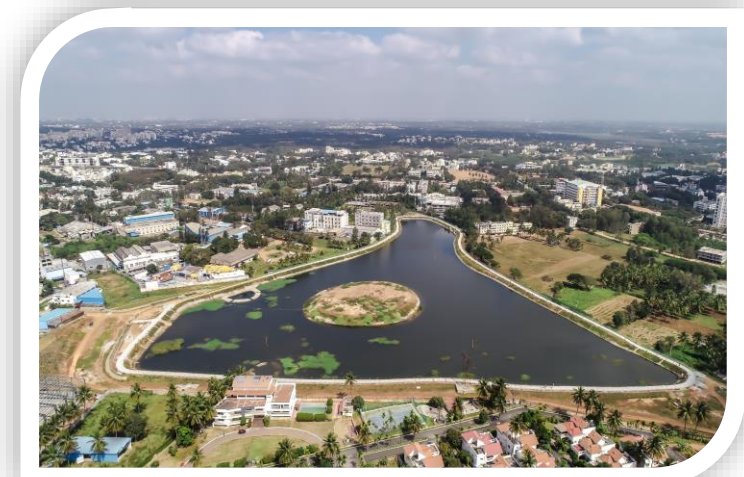
Present

Initiatives taken
for
Environment

BOMMASANDRA LAKE



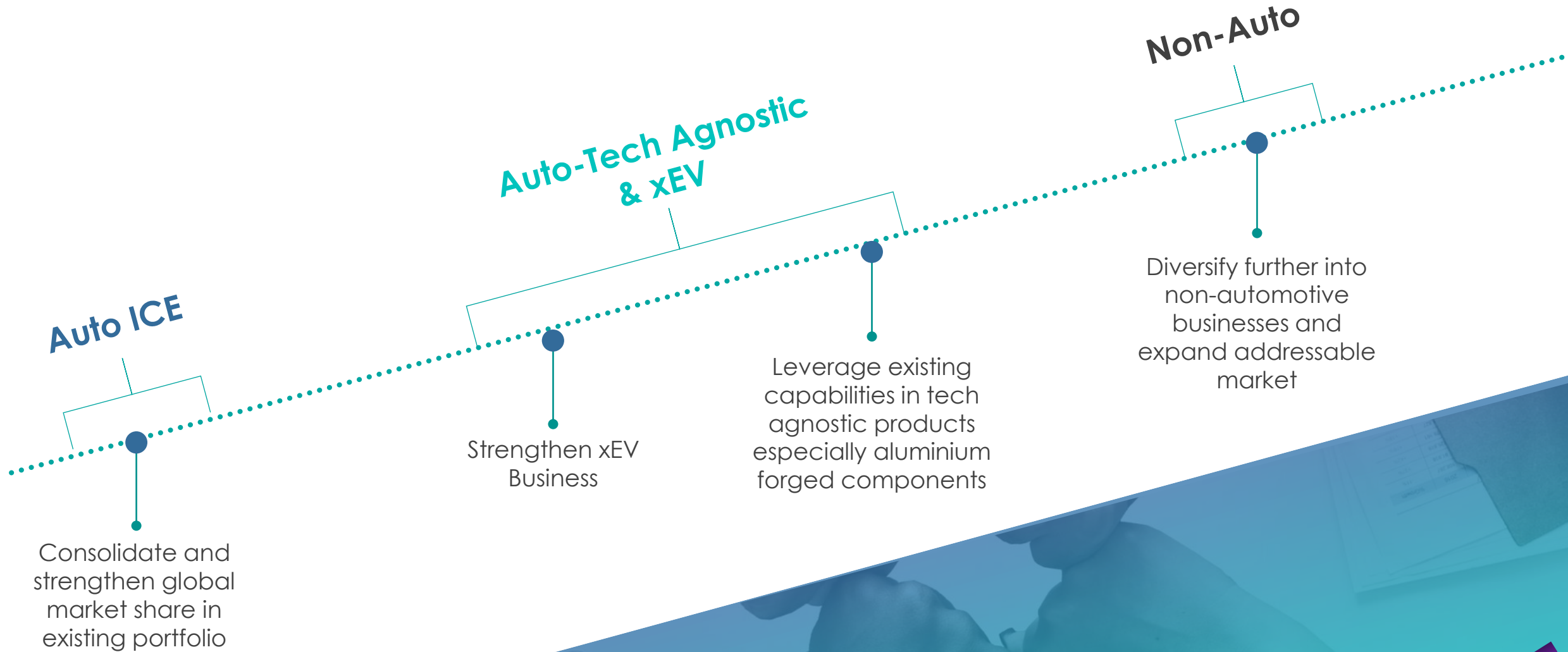
Waste Management via TRASHBOT - A de-centralised Automated Mixed Waste Segregator



Present



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

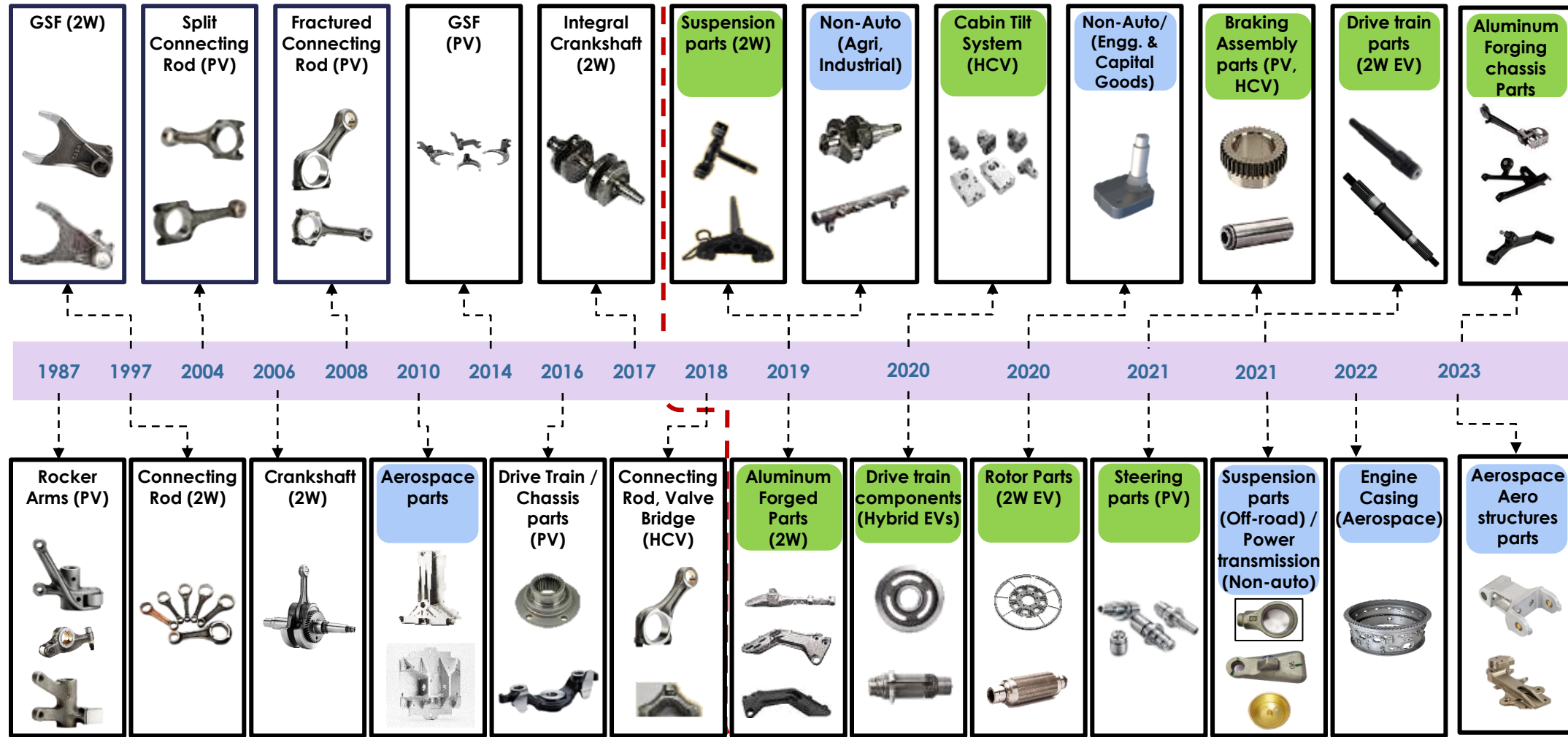
- › Faster engine upgrades
- › Rising outsourcing trend from OEMs and creating a dependency for supply
- › China+1 and Europe +1 themes in play
- › High focus on light weighting

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. **861** Mln
Mar-23 Orderbook
(peak annual revenues
for new business)





- 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



SANSERA
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Performance
highlights

FY23

Rs. 23.6 Bn

Highest ever annual total income

Margins
Rs in Mln

Total Income*

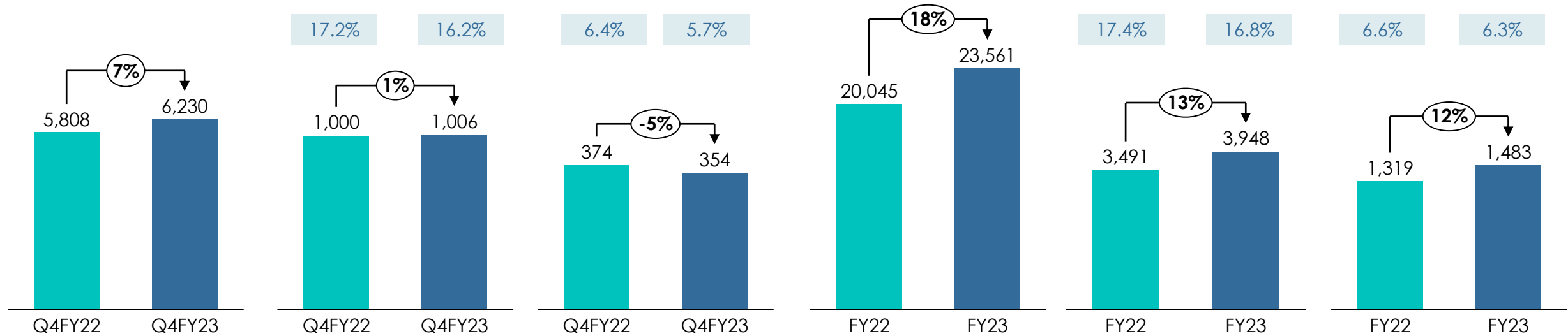
EBITDA

PAT

Total Income*

EBITDA

PAT



- › Healthy growth momentum throughout the year. Domestic business continues to remain healthy and on the international side, Signs of recovery are visible for both exports as well as our Swedish subsidiary
- › Cashflow From Operations stood at Rs. 2,564 Mln (FY23)
- › As of Mar-23, our order book with annual peak revenues stood at Rs 13.3 bn

- › On the debt front, our net debt stood at Rs. 6,505^ Mln (Mar-23)
- › **The Board of Directors has recommended a dividend of 125% of the face value of Rs. 2.50 per equity share for FY23**
- › Commenced construction of new Aluminum forged and machining parts facility at plant 11, Bidadi

*Including Other Income

^ Excluding lease liabilities and accrued interest

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

"I am pleased to share that we finished another year with our best-ever performance with a topline of Rs. 23,561 million and EBITDA of Rs. 3,948 million. The momentum is expected to continue as we start the current fiscal year with a healthy orderbook for Rs. 13,279 million. We are happy to share with you that the Board has approved dividend distribution of Rs. 2.50 per share (125% of the face value).

On the strategic front, we have invested in MMRFIC, which reinforces our diversification plan. It enables us to enter the high-tech arena and have access to a competent R&D and engineering staff capable of addressing our priority market segment, defence and aerospace.

Based on recent trends that are emerging, we have realigned our vision and raised our long term sales contribution targets from xEV and tech agnostic products from 15% to 20%. Over long term, we are targeting 60% sales contribution from auto ice, while 20% each coming from non-auto and xEV & tech agnostic portfolio

Going ahead, we expect an even better FY24 as our end markets, both auto and non-auto, are showing signs of strong growth in India and overseas."



Mr. B R Preetham
Group CEO



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

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

Visible growth in the revenue contribution from xEV segment

19%
of orderbook

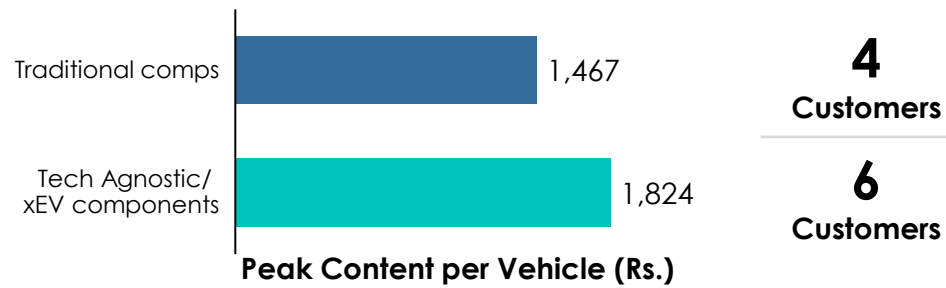
14* xEV
Customers

9 (2W)

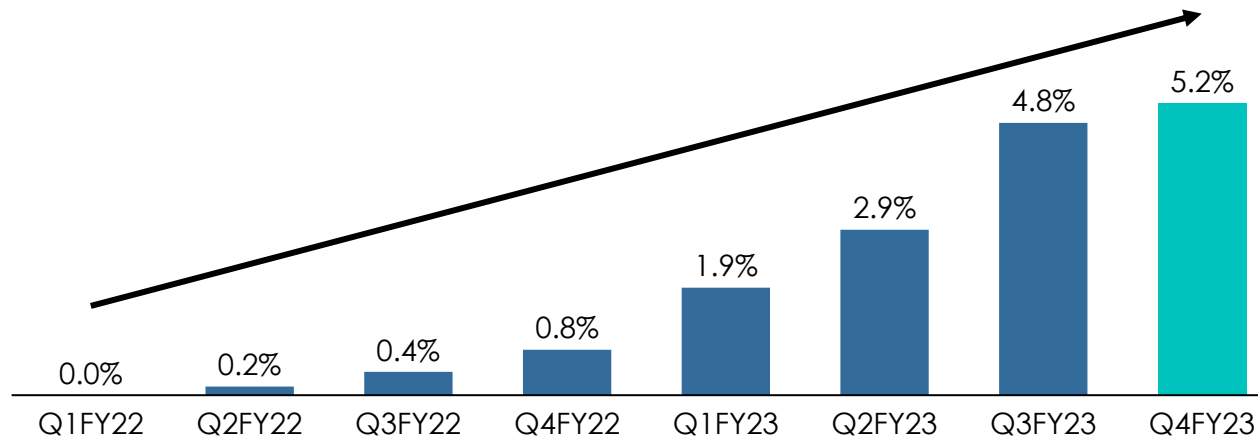
4 (PV)

2 (CV)

Business from key Scooter OEMs



Sales Contribution from xEV



*Some customers may appear in more than one category

Strong and diverse business pipeline for future growth

Build-up of peak annual revenues

Rs in Mln

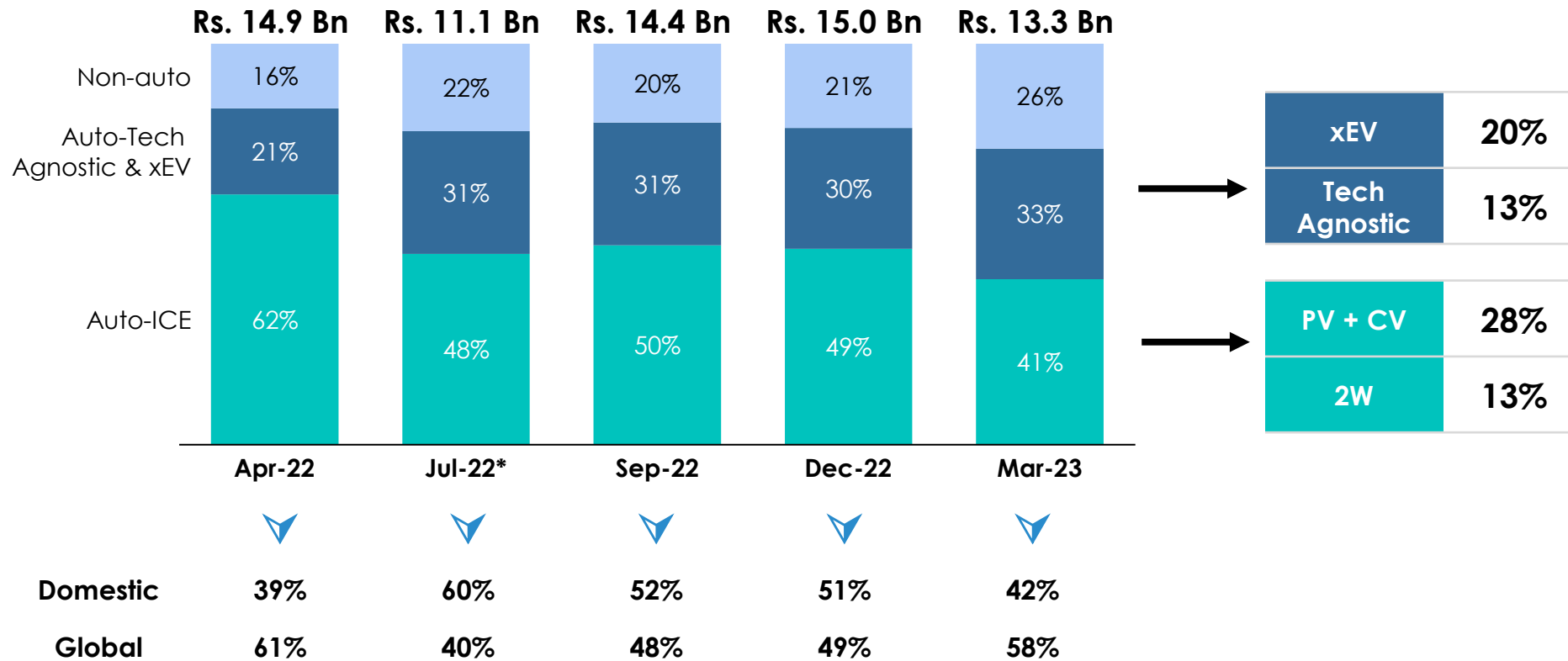


Represent orders which moved to mass production as on 1-Apr-23, peak value of these orders shall reflect in the topline once they reach maturity

Strong and diverse business pipeline for future growth

320 LOIs/Purchase Orders from 72 customers in the auto and 38 customers in the non-auto sector

Orderbook (peak annual revenues for new business)



*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-2023 or is yet to start.

(1) Represents peak annual revenues

Sales Mix: By End-Use Segments

Sales mix (%)	Q4FY23	Q4FY22	Q3FY23	FY23	FY22
Auto – ICE	74.7%	83.1%	76.5%	77.7%	83.4%
Auto-Tech Agnostic & xEV	11.3%	6.9%	11.0%	10.4%	6.1%
Auto-Tech Agnostic	6.1%	6.0%	6.2%	6.6%	5.7%
xEV	5.2%	0.9%	4.8%	3.8%	0.4%
Non-Auto	14.0%	10.0%	12.5%	11.9%	10.5%
TOTAL	100%	100.0%	100.0%	100%	100.0%

Sales Mix: By Geographies

Sales mix (%)	Q4FY23	Q4FY22	Q3FY23	FY23	FY22
India	68.4%	62.9%	69.2%	71.6%	63.0%
Europe	18.5%	24.3%	19.0%	17.6%	23.7%
USA	9.2%	7.9%	7.6%	7.2%	9.4%
Other Foreign Countries	3.9%	4.9%	4.2%	3.6%	3.9%
International	31.6%	37.1%	30.8%	28.4%	37.0%
Exports from India	23.6%	28.9%	23.1%	21.7%	28.1%
Sweden Sales	8.0%	8.2%	7.7%	6.7%	8.9%
TOTAL	100.0%	100.0%	100.0%	100.0%	100.0%

Consolidated Profit & Loss Account

Particulars (Rs. in Mln)	Q4FY23	Q4FY22	YoY	FY23	FY22	YoY
Total Income*	6,230.4	5,808.2	7%	23,561.1	20,045.3	18%
Cost of goods sold (incl power & fuel cost)	3,798.6	3,471.0		14,161.6	11,895.9	
Gross Profit	2,431.9	2,337.2	4%	9,399.5	8,149.4	15%
Gross Profit Margin	39.0%	40.2%		39.9%	40.7%	
Employee benefit expenses	842.3	769.2		3,179.6	2,773.6	
Other Expenses	583.3	567.8		2,271.7	1,885.0	
EBITDA	1,006.3	1,000.1	1%	3,948.2	3,490.8	13%
EBITDA Margin	16.2%	17.2%		16.8%	17.4%	
Depreciation and amortisation expense	347.4	327.2		1,300.8	1,197.0	
EBIT	658.9	672.9	-2%	2,647.4	2,293.8	15%
EBIT Margin	10.6%	11.6%		11.2%	11.4%	
Finance Cost	172.9	146.7		615.1	510.1	
Profit before Tax	486.0	526.2	-8%	2,032.3	1,783.7	14%
Tax	131.8	152.6		548.9	464.8	
Profit After Tax	354.2	373.6	-5%	1,483.4	1,318.9	12%
Profit After Tax Margin	5.7%	6.4%		6.3%	6.6%	
EPS – Basic (Rs.)	6.64	7.18		27.74	25.27	
EPS – Diluted (Rs.)	6.53	6.97		27.17	24.36	

* Including Other Income

Assets (in Rs. Mln)	Mar-23	Mar-22
Non - Current Assets	15,484.5	14,264.8
Property Plant & Equipments	12,691.4	11,040.8
CWIP	756.6	1,224.3
Goodwill	347.1	352.3
Intangible assets	24.5	24.0
Right of use assets	873.1	977.3
Financial Assets		
i) Investments	104.9	104.9
ii) Loans	9.0	15.7
iii) Other Financial Assets	279.0	288.0
Current tax assets (Net)	85.1	28.3
Other Non Current Assets	313.7	209.3
Current Assets	9,144.2	7,944.9
Inventories	3,709.6	2,776.0
Financial Assets		
(i) Investments	6.7	6.0
(ii) Trade receivables	4,327.3	4,085.6
(iii) Cash and cash equivalents	495.6	383.4
(iv) Bank balances other than cash and cash equivalents	120.8	119.8
(v) Loans	32.5	25.2
(vi) Other financial assets	188.6	201.7
Other Current Assets	263.0	347.2
Total Assets	24,628.65	22,209.7

Equity & Liabilities (in Rs. Mln)	Mar-23	Mar-22
Total Equity	11,819.7	10,353.2
Equity Share Capital	105.9	104.3
Other Equity	11,573.5	10,129.5
Non Controlling Interests	140.3	119.3
Non-Current Liabilities	4,656.5	4,479.7
Financial Liabilities		
(i) Borrowings	2,630.3	2,335.0
(ia) Lease liabilities	821.3	910.6
Provisions	28.9	82.2
Deferred Tax Liabilities (Net)	688.6	641.9
Other non-current liabilities	487.4	509.8
Current Liabilities	8,152.5	7,376.9
Financial Liabilities		
(i) Borrowings	4,490.9	4,116.4
(ia) Lease liabilities	99.8	102.5
(iii) Trade payables	2,938.3	2,653.0
(iv) Other financial liabilities	188.0	121.8
Other Current Liabilities	415.7	263.5
Provisions	25.7	111.1
Current tax liabilities (Net)	5.0	8.5
Total Equity & Liabilities	24,628.65	22,209.7

Cash Flow Statement

Particulars (Rs. Mln)	FY23	FY22
Net Profit Before Tax	2,032.3	1,784.6
Adjustments for: Non -Cash Items / Other Investment or Financial Items	1,852.5	1,713.0
Operating cash flows before working capital changes	3,884.9	3,497.6
Changes in working capital	(764.9)	(937.8)
Cash generated from Operations	3,120.0	2,559.9
Direct taxes paid, net	(555.8)	(429.2)
Net cash generated from operating activities	2,564.2	2,130.7
Net Cash from Investing Activities	(2,408.8)	(2,553.1)
Net Cash from Financing Activities	(61.7)	465.5
Net Decrease in Cash and Cash equivalents	93.7	43.0
Add: Cash & Cash equivalents at the beginning of the year	383.5	365.0
Effects of exchange gain on restatement of foreign currency cash and cash equivalents	18.4	(24.5)
Cash & Cash equivalents at the end of the year	495.6	383.5

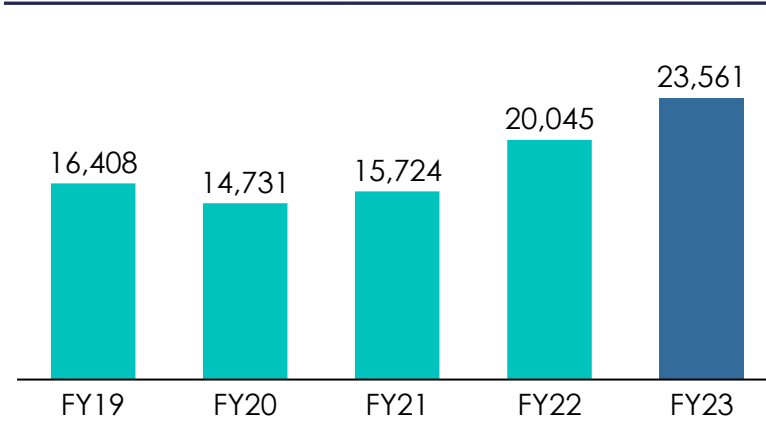


Historical Performance

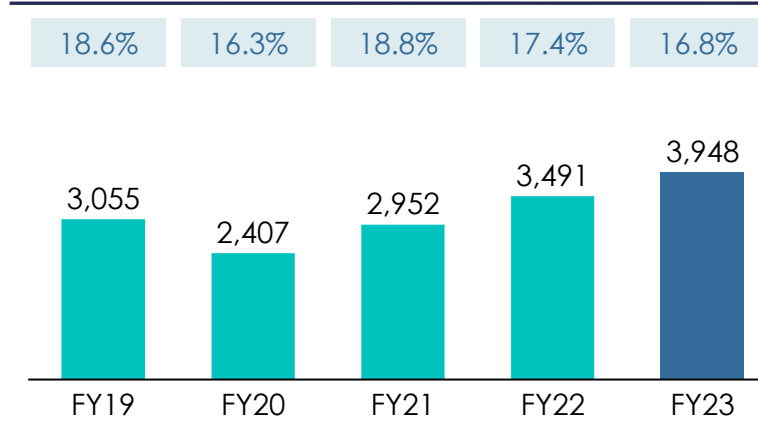
Historical Performance Highlights

Margins
Rs in Mln

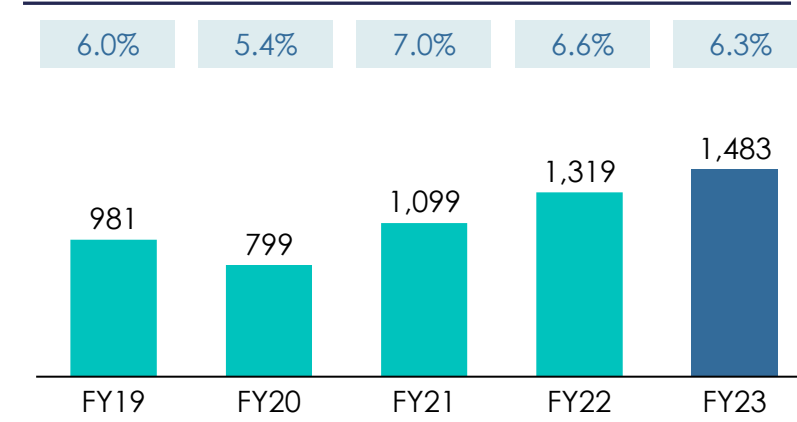
Total Income*



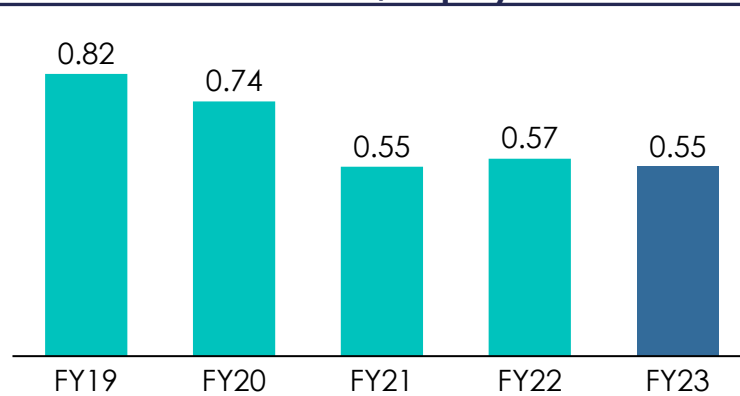
EBITDA



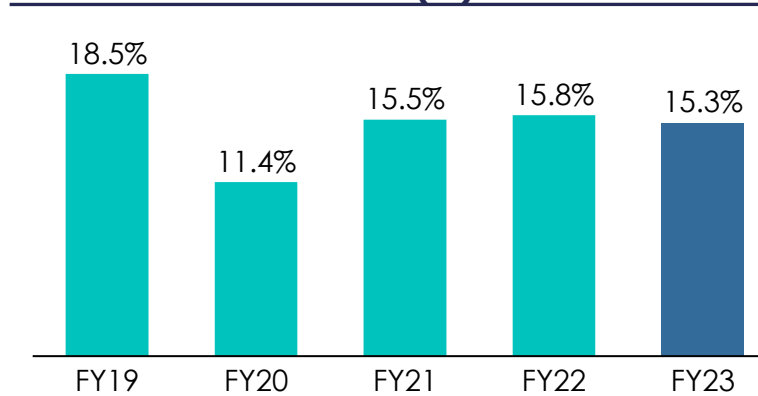
PAT



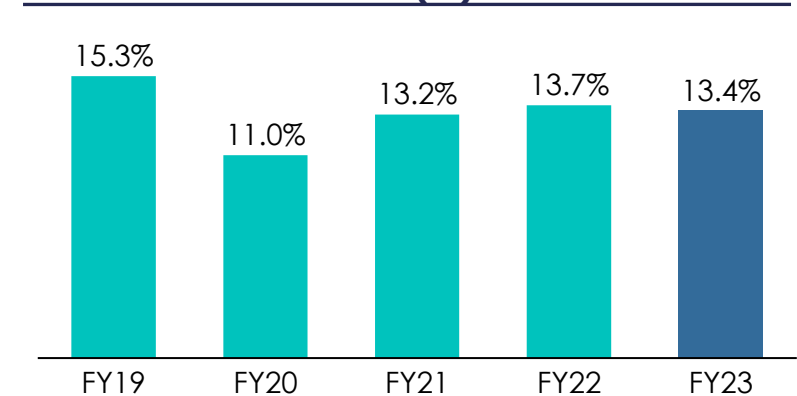
Net Debt / Equity



ROCE(%)



ROE(%)



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

ROE : TTM PAT / Average Opening & Closing Network

* Including Other Income

Consolidated Statement of Profit and Loss

Particulars (Rs. in Mn)	FY23	FY22	FY21	FY20	FY19
Total Income*	23,561.1	20,045.3	15,723.6	14,731.4	16,408.1
Cost of goods sold (incl power & fuel cost)	14,161.6	11,895.9	9,167.2	8,811.1	9,869.4
Gross Profit	9,399.5	8,149.4	6,556.4	5,920.3	6,538.7
Gross Profit Margin	39.9%	40.7%	41.7%	40.2%	39.9%
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
EBITDA	3,948.2	3,490.8	2,952.1	2,406.7	3,054.8
EBITDA Margin	16.8%	17.4%	18.8%	16.3%	18.6%
Depreciation and amortisation expense	1,300.8	1,197.0	1,016.8	939.0	757.5
EBIT	2,647.4	2,293.8	1,935.4	1,467.7	2,297.2
EBIT Margin	11.2%	11.4%	12.3%	10.0%	14.0%
Finance Cost	615.1	510.1	473.9	580.9	512.8
Exceptional items		-	-	-	134.9
Profit before Tax	2,032.3	1,783.7	1,461.5	886.8	1,649.5
Tax	548.9	464.8	362.8	87.7	668.9
Profit After Tax	1,483.4	1,318.9	1,098.6	799.1	980.6
PAT Margin	6.3%	6.6%	7.0%	5.4%	6.0%
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

* Including Other Income



Annexure

Experienced Professional Management Team

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



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



Satish Kumar
Head Business Development

- › **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



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



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



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



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



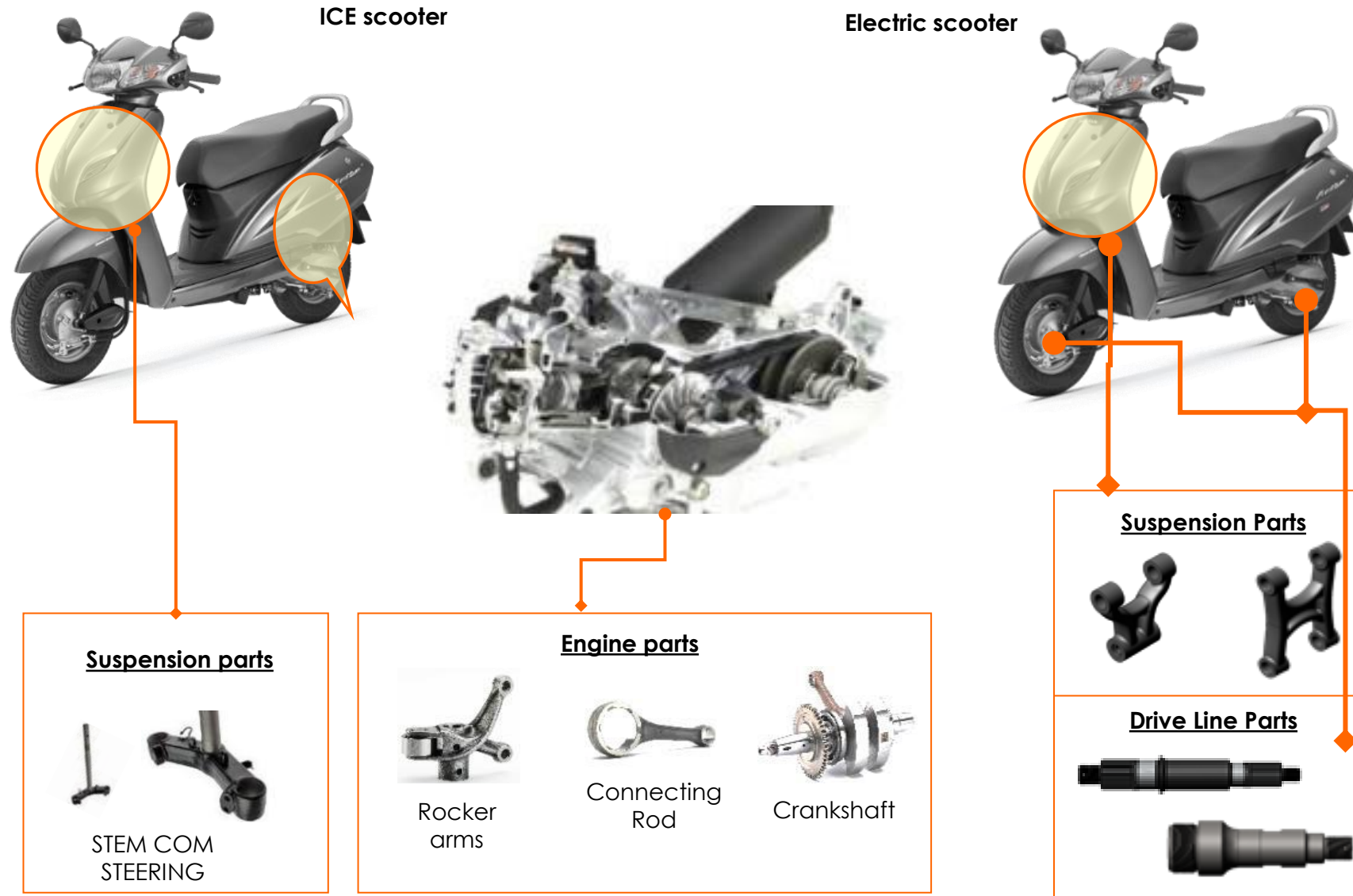
Revathy Ashok
Non-Executive, Independent Director

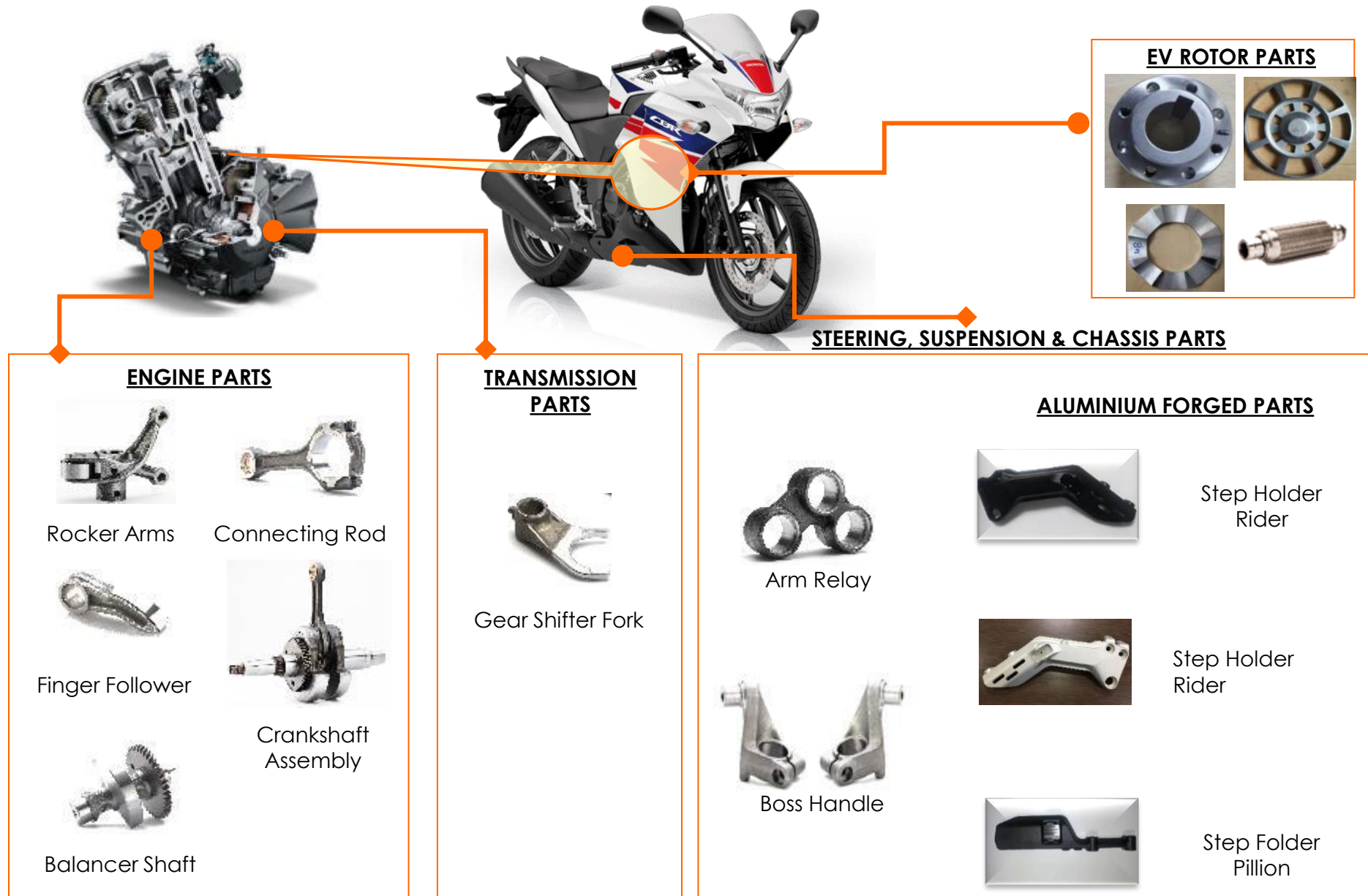
- › Previously with Tishman Speyer & CFO of Syntel
- › Awarded '**Faculty medal for Best Performance**' – **Habitat & Environmental Studies**
- › PGDM from IIM Bengaluru

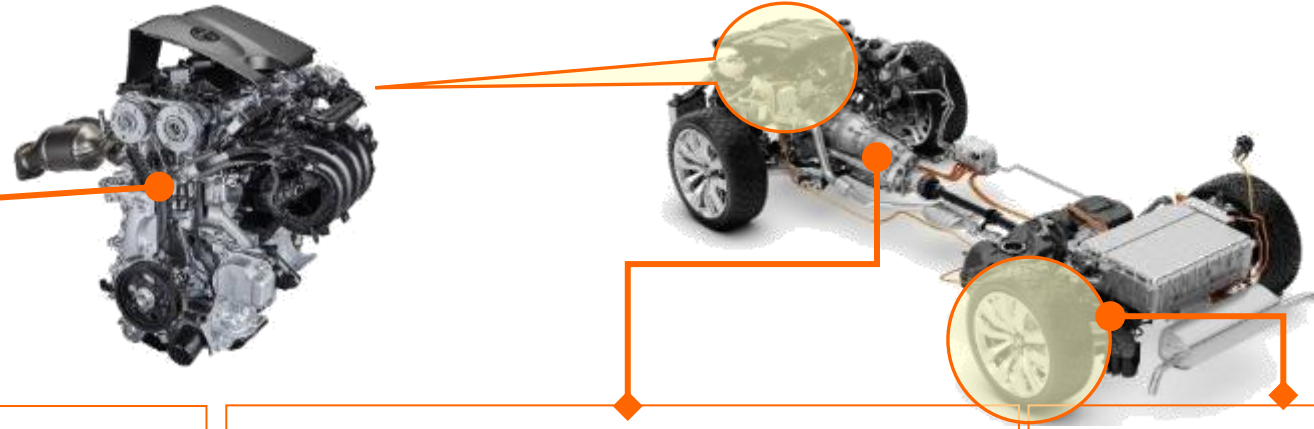


Samir Purushottam Inamdar
Non-executive Independent Director

- › 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

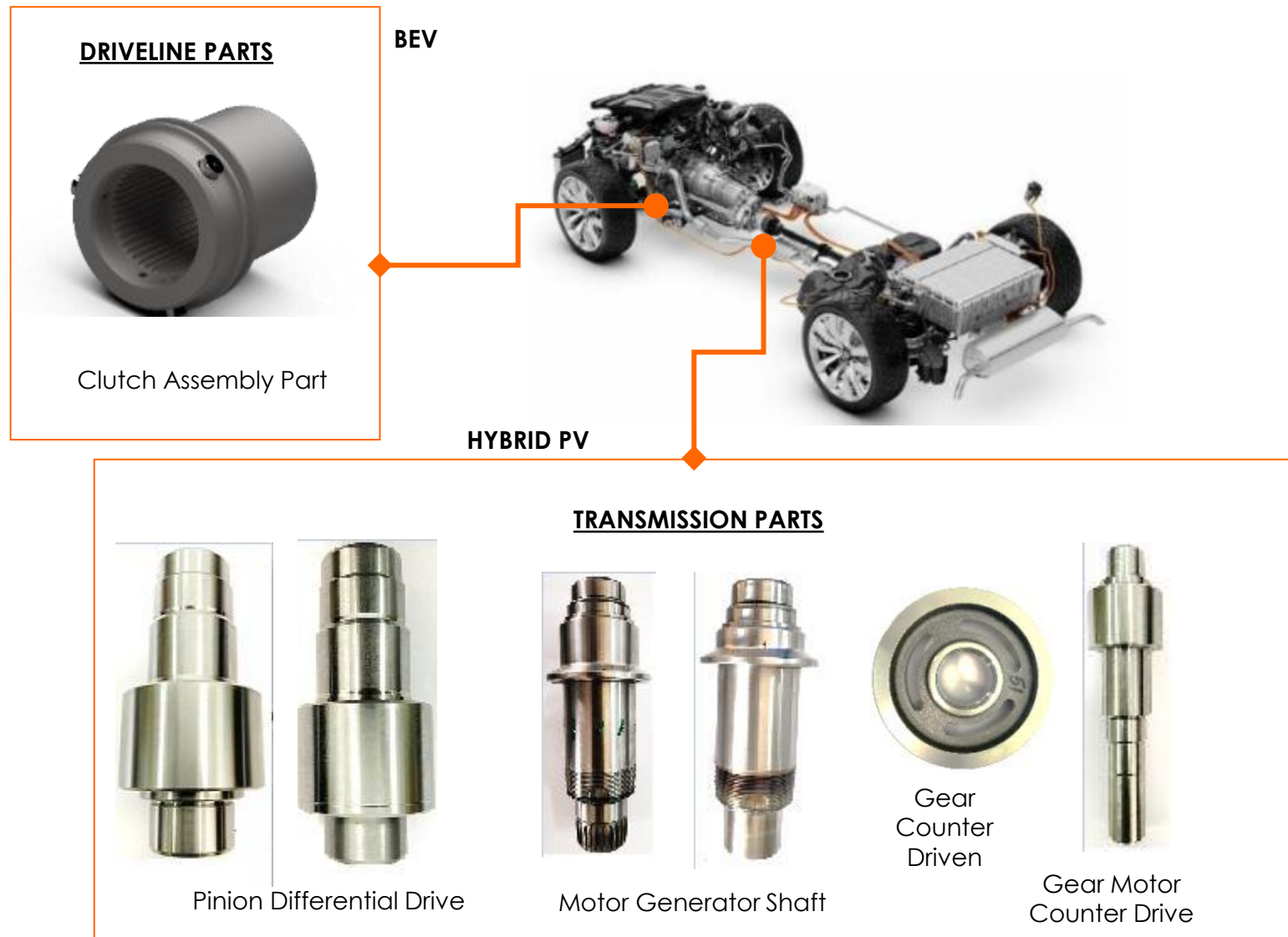


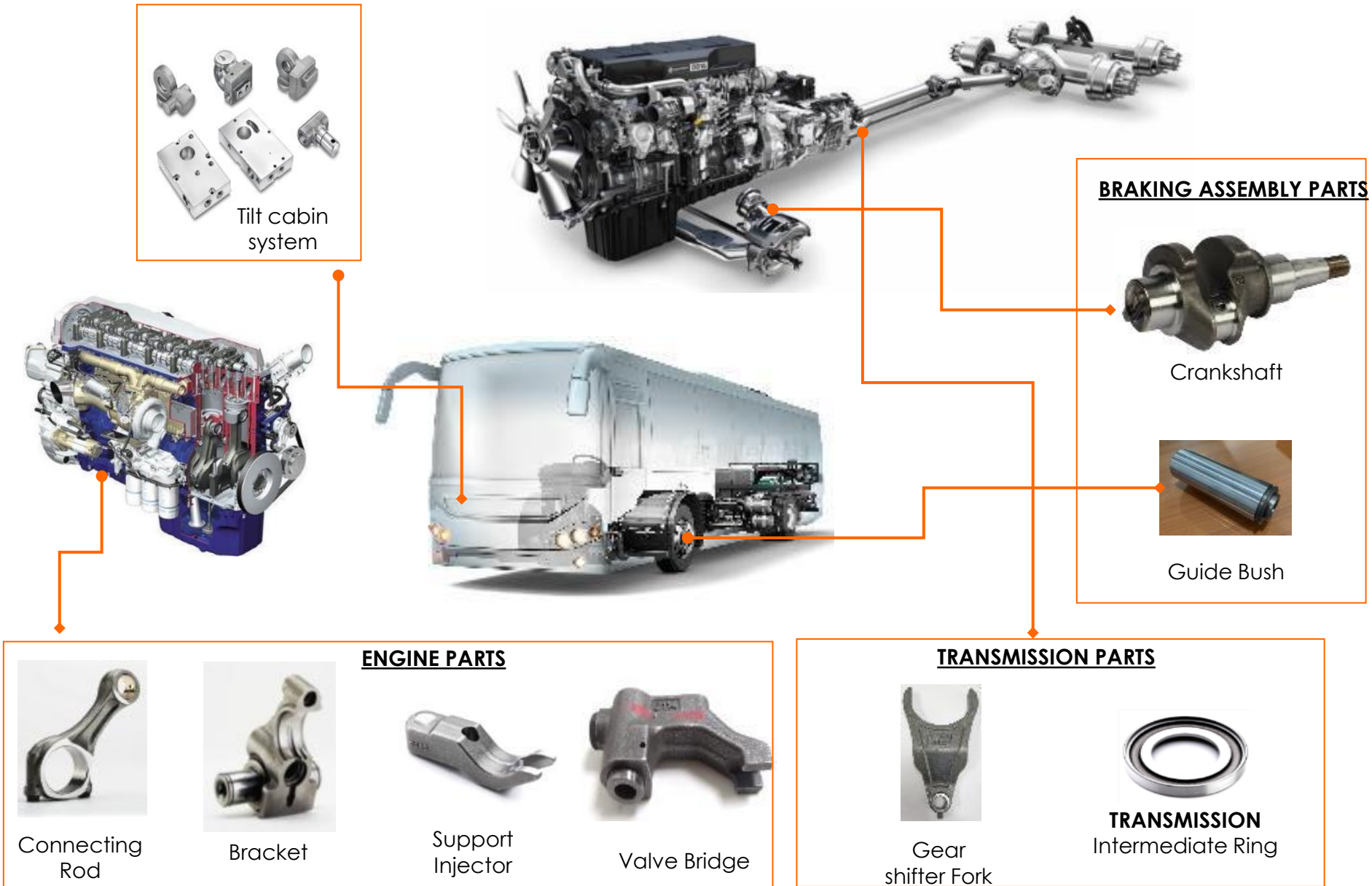
TRANSMISSION PARTS

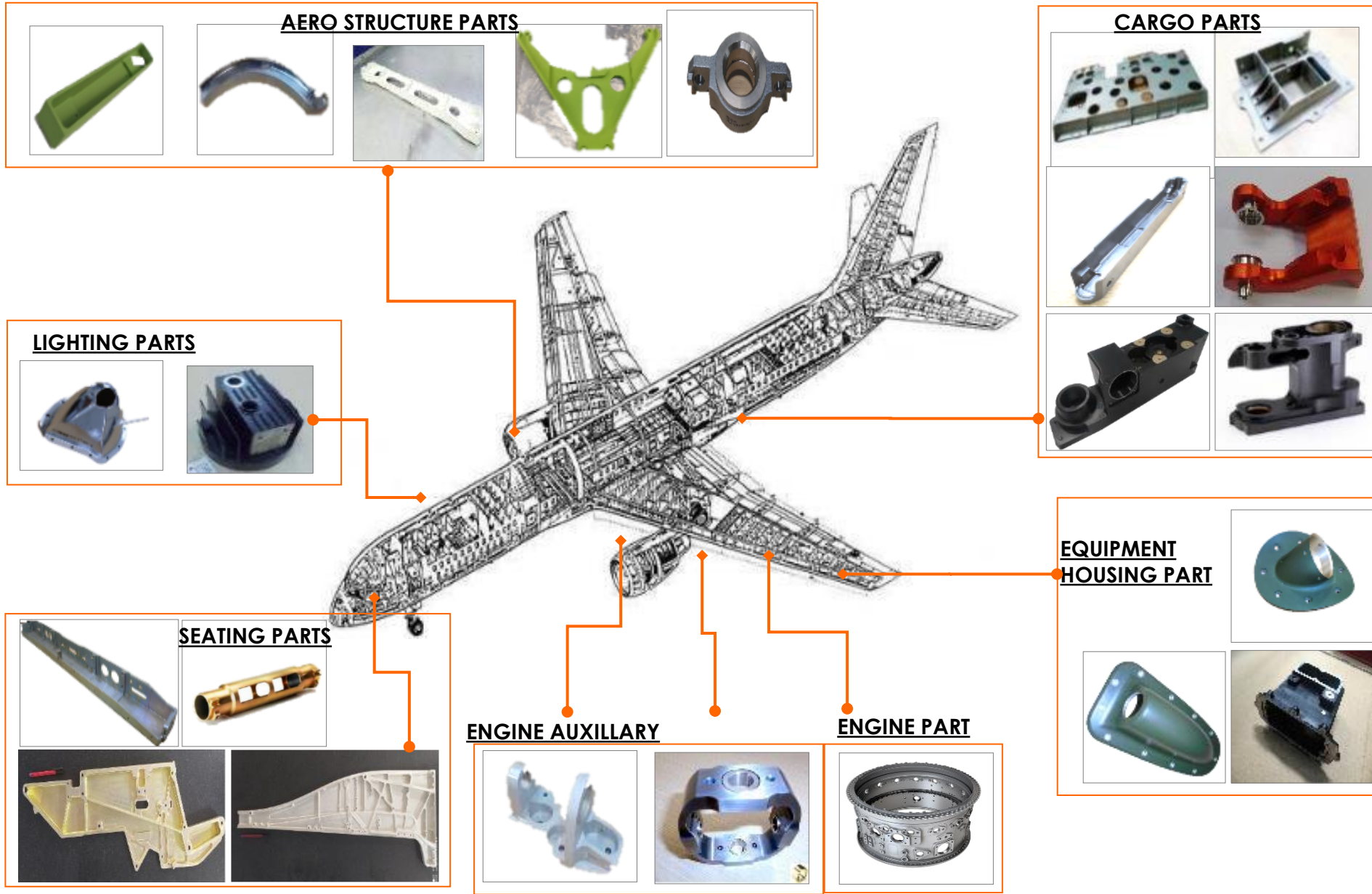


STEERING, SUSPENSION AND CHASSIS PARTS









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

POWER TOOLS

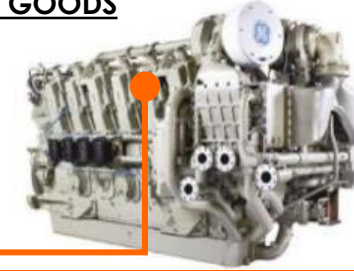


Hand Tools
(Residential and Industrial
Applications)

ENGINEERING & CAPITAL GOODS



Connecting Rod



Valve Bridge



Integral Crank



Hub

OTHERS (POWER TRANSMISSION)



Fuse cap



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

Investor Relations Advisor:

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN: U74140MH2010PTC204285

Shikha Puri / Dharmik Kansara

Email id: shikha.puri@sgapl.net / dharmik.k@sgapl.net

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Thank you

