

February 12, 2024

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 February 13, 2024 at 9.30 am (IST) on the Unaudited financial results of the Company for the quarter and nine months ended on December 31, 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**

(Formerly Sansera Engineering Pvt Ltd)

Reg Off: No. Plant 7, 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

**SANSERA**  
*ideas@work*

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**Certified**  
MAR 2023-MAR 2024  
INDIA

TM

INVESTORS PRESENTATION  
**February 2024**



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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,**

*"The results of Q3 FY24 reflect our consistent growth; we delivered another record quarter in a row. This is particularly noteworthy, as the third quarter is known to be a sluggish quarter for the industry.*

*We witnessed broad-based growth across our business segments — Auto ICE, Auto-Tech Agnostic & xEV, and Non-Auto which registered 25–36% YoY growth in the quarter. Our Auto-ICE segment is benefiting from the premiumization play in the auto industry with higher content per vehicle. In fact, we saw our highest ever quarterly revenues in the 2W-Motorcycles segment primarily on account of premiumization.*

*The EBITDA margin in the quarter expanded by one percentage point, with operating leverage coming into play. We expect the growth momentum to continue with an orderbook for new business at Rs. 2.0 Bn, which is spread across segments"*

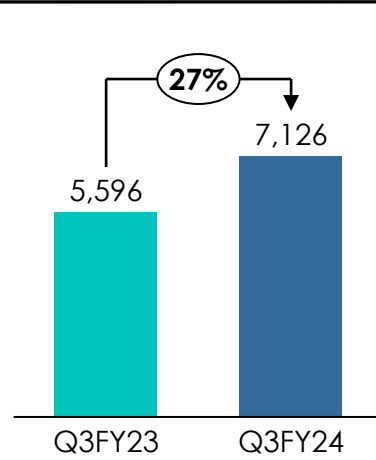
# Performance Highlights

Margins  
Rs in Mln

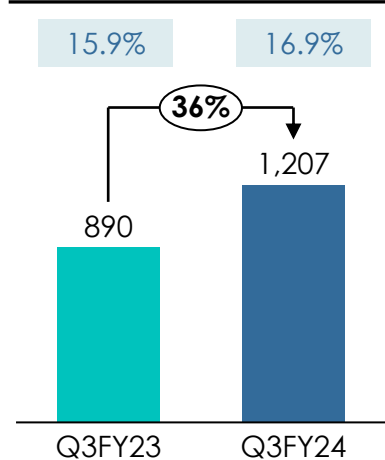
**Q3FY24** **Rs. 7.1 Bn** **Rs. 1.2 Bn**  
Highest ever quarterly Revenue Highest ever quarterly EBITDA

Q3 FY24

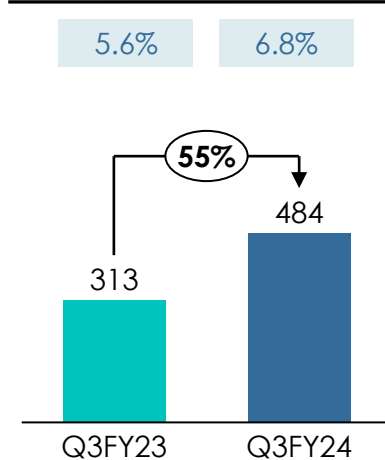
### Revenue\*



### EBITDA

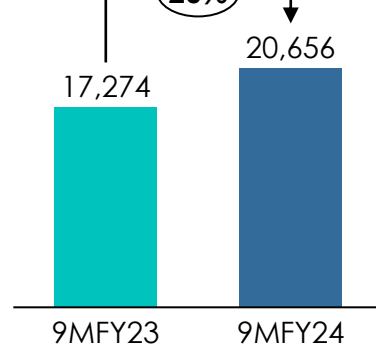


### PAT

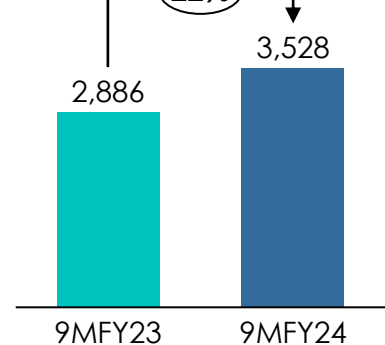


9M FY24

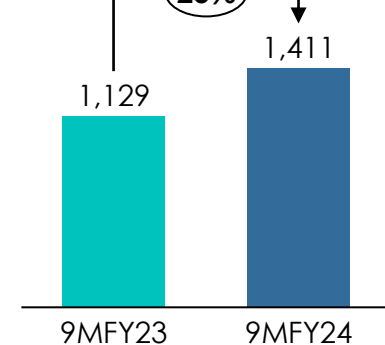
### Revenue\*



### EBITDA

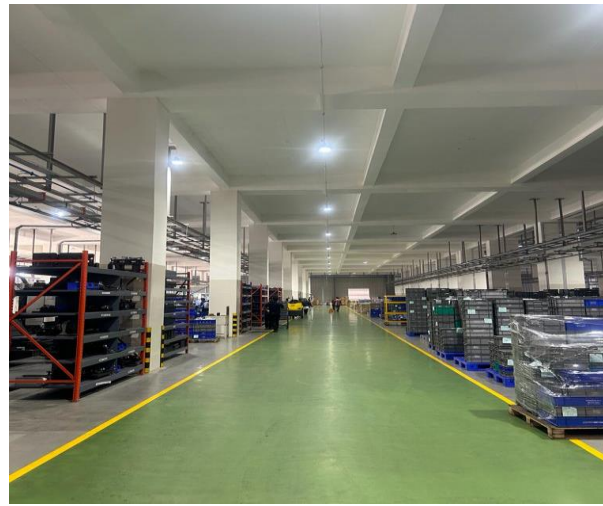


### PAT



- › Improvement in topline driven by 32% YoY increase in International business along with 27% YoY growth in domestic revenues
- › Strong growth across products categories
- › Highest ever quarterly sales across categories, i.e., Auto-ICE, Auto-Tech Agnostic & xEV and Non-Auto
- › Customer diversification in play with higher business coming in from new customers
- › Net debt as on Dec-23 stood at Rs. 6.2 Bn

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



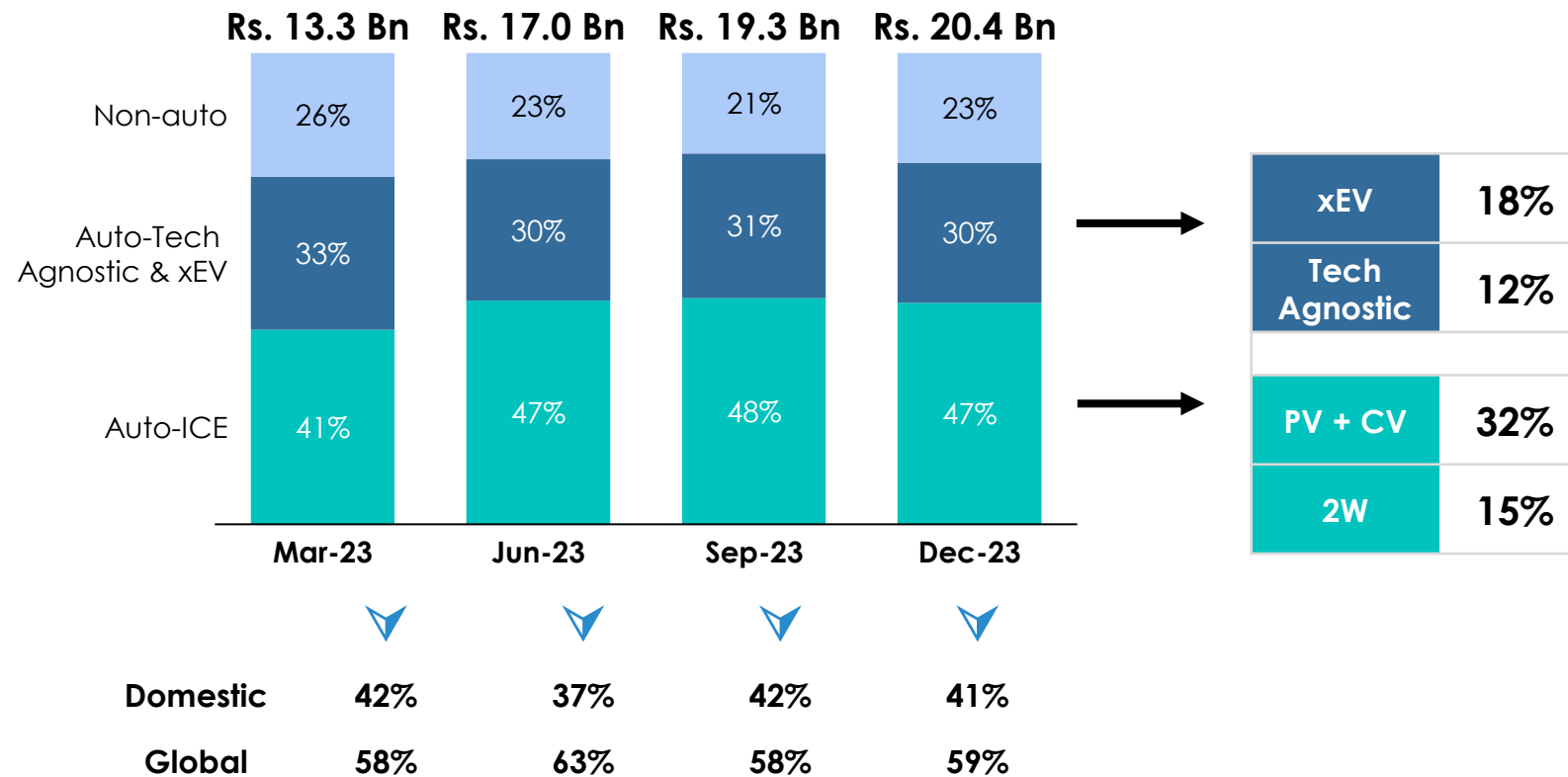
**Completed construction of new machining facility at Sansera Plant 11, Bidadi  
Focused on production of Aluminum and Steel Components for Tech Agnostic & Non-Auto segments**



# Strong and diverse business pipeline for future growth

Rs. 7 Bn worth of incremental orders in 9MFY24

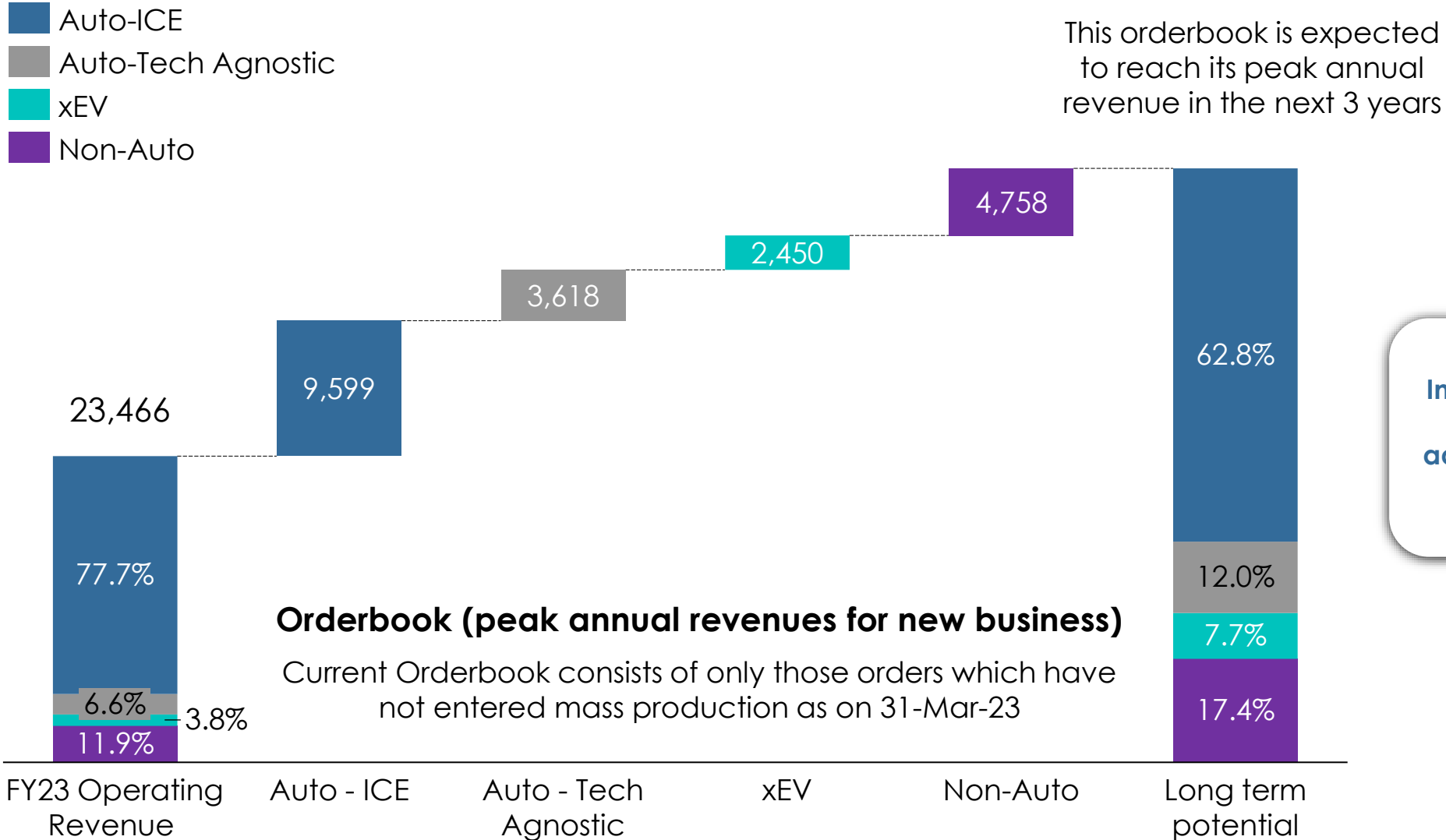
## Orderbook (peak annual revenues for new business)



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

(1) Represents peak annual revenues

489 LOIs/Purchase Orders from 87 customers in the auto and 51 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

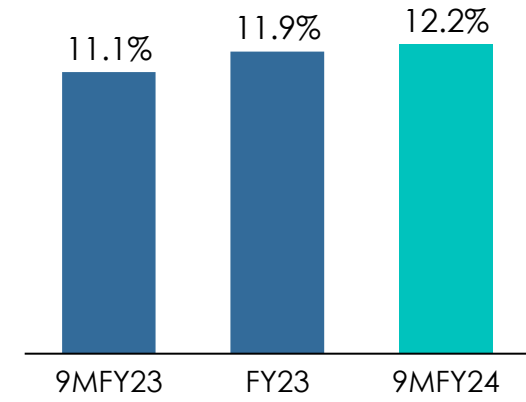
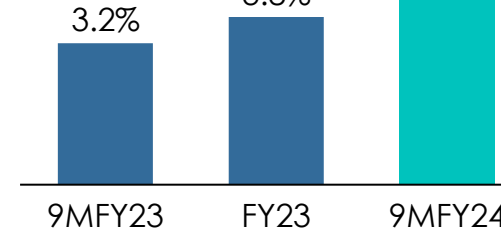
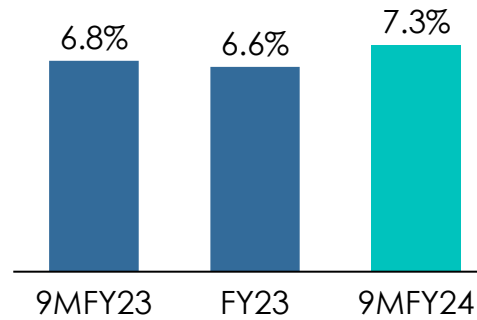
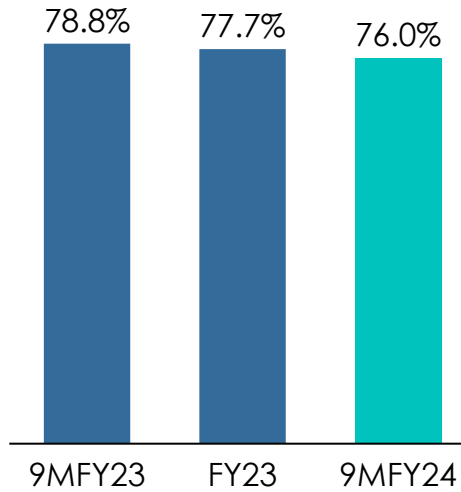
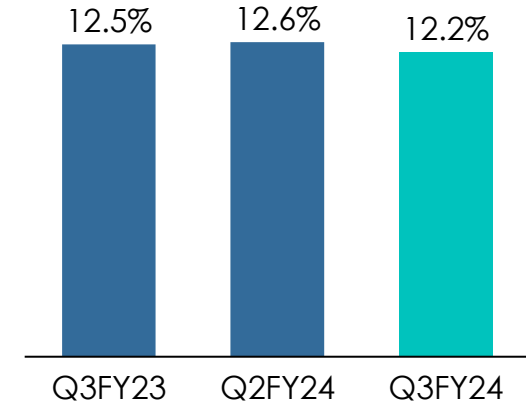
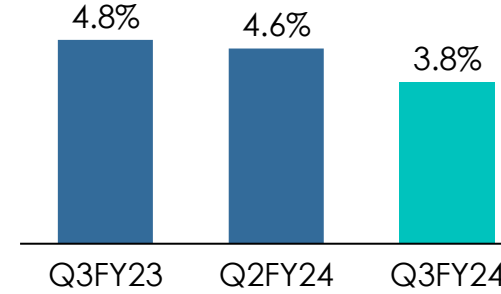
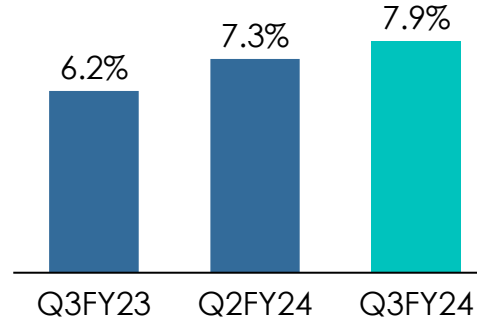
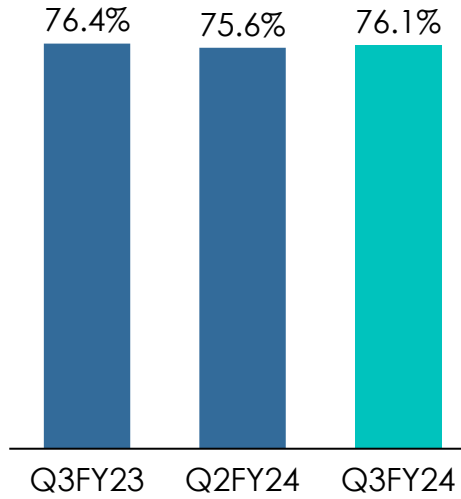
## xEV

## Non-Auto

Q3 FY24

Sales mix %

9M FY24





# Sales Mix: By Geographies

Sales mix (%)	Q3FY24	Q3FY23	Q2FY24	9MFY24	9MFY23
<b>India</b>	<b>68.3%</b>	<b>69.2%</b>	<b>71.3%</b>	<b>69.3%</b>	<b>72.7%</b>
Europe	18.1%	19.1%	16.4%	18.0%	17.3%
USA	11.0%	7.6%	9.5%	9.8%	6.5%
Other Foreign Countries	2.6%	4.2%	2.9%	2.9%	3.5%
<b>International</b>	<b>31.7%</b>	<b>30.8%</b>	<b>28.7%</b>	<b>30.7%</b>	<b>27.3%</b>
Exports from India	25.0%	23.1%	23.2%	24.2%	21.0%
Sweden Sales	6.7%	7.7%	5.6%	6.5%	6.3%
<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

**18%**  
of orderbook

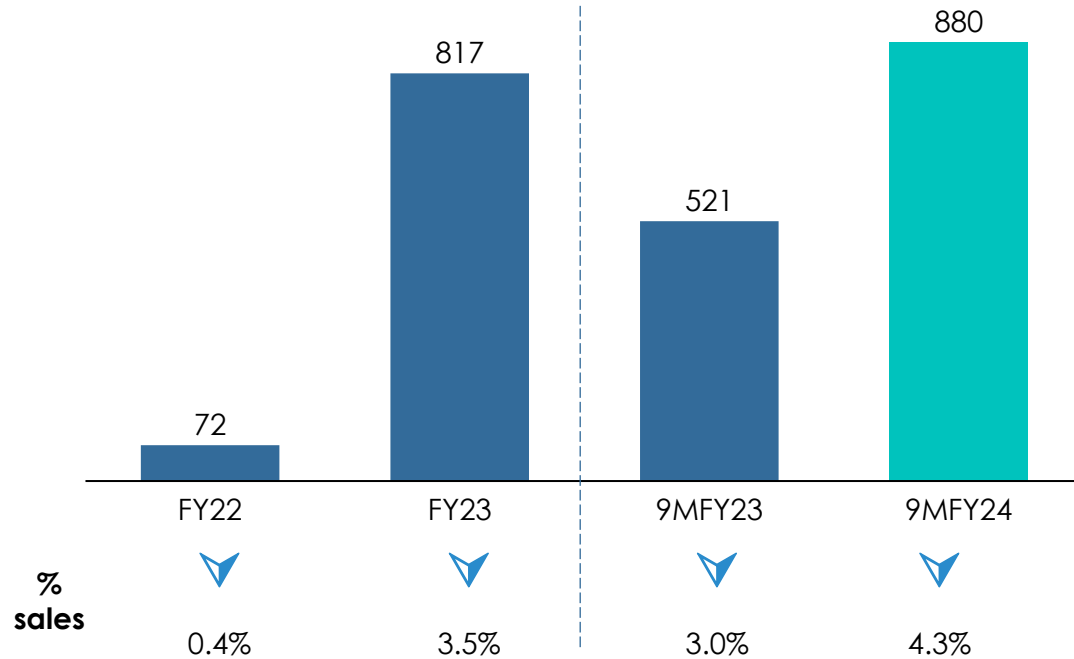
**16\*** xEV  
Customers

**10** (2W)

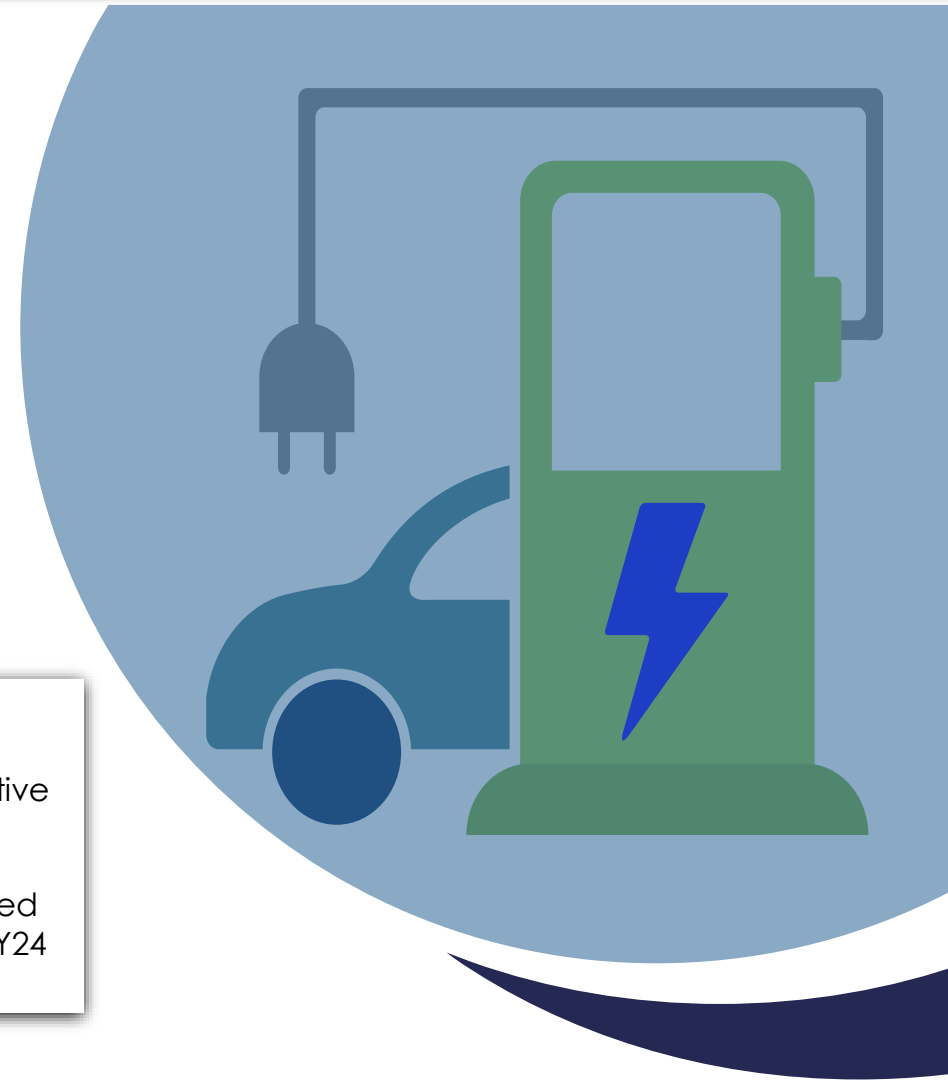
**4** (PV)

**2** (CV)

### Sales Contribution from xEV (INR Mn)



New American multinational automotive xEV customer's orders spread over multiple components has started contributing from H2FY24



\*Some customers may appear in more than one category

# Consolidated Profit & Loss Account

Particulars (Rs. in Mln)	Q3FY24	Q3FY23	YoY	9MFY24	9MFY23	YoY
<b>Revenue From Operation</b>	<b>7,126.4</b>	<b>5,596.4</b>	<b>27%</b>	<b>20,655.9</b>	<b>17,274.5</b>	<b>20%</b>
Cost of goods sold (incl power & fuel cost)	4,267.5	3,338.7		12,389.6	10,363.0	
<b>Gross Profit</b>	<b>2,858.9</b>	<b>2,257.7</b>	<b>27%</b>	<b>8,266.3</b>	<b>6,911.4</b>	<b>20%</b>
<b>Gross Profit Margin</b>	<b>40.1%</b>	<b>40.3%</b>		<b>40.0%</b>	<b>40.0%</b>	
Employee benefit expenses	954.0	795.4		2,798.4	2,337.4	
Other Expenses	698.0	571.9		1,939.8	1,688.4	
<b>EBITDA</b>	<b>1,207.0</b>	<b>890.4</b>	<b>36%</b>	<b>3,528.1</b>	<b>2,885.7</b>	<b>22%</b>
<b>EBITDA Margin</b>	<b>16.9%</b>	<b>15.9%</b>		<b>17.1%</b>	<b>16.7%</b>	
Other Income	13.1	43.2		27.2	56.2	
Depreciation and amortisation expense	378.4	330.9		1,097.7	953.4	
<b>EBIT</b>	<b>841.6</b>	<b>602.6</b>	<b>40%</b>	<b>2,457.6</b>	<b>1,988.5</b>	<b>24%</b>
<b>EBIT Margin</b>	<b>11.8%</b>	<b>10.8%</b>		<b>11.9%</b>	<b>11.5%</b>	
Finance Cost	175.4	161.8		544.6	442.2	
<b>Profit before Tax</b>	<b>666.2</b>	<b>440.8</b>	<b>51%</b>	<b>1,913.0</b>	<b>1,546.3</b>	<b>24%</b>
Tax	182.5	128.1		502.1	417.1	
<b>Profit After Tax</b>	<b>483.7</b>	<b>312.7</b>	<b>55%</b>	<b>1,410.8</b>	<b>1,129.2</b>	<b>25%</b>
<b>Profit After Tax Margin</b>	<b>6.8%</b>	<b>5.6%</b>		<b>6.8%</b>	<b>6.5%</b>	
EPS – Basic (Rs.)	8.99	5.90		26.24	21.10	
EPS – Diluted (Rs.)	8.89	5.80		25.89	20.64	

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





# Company Overview

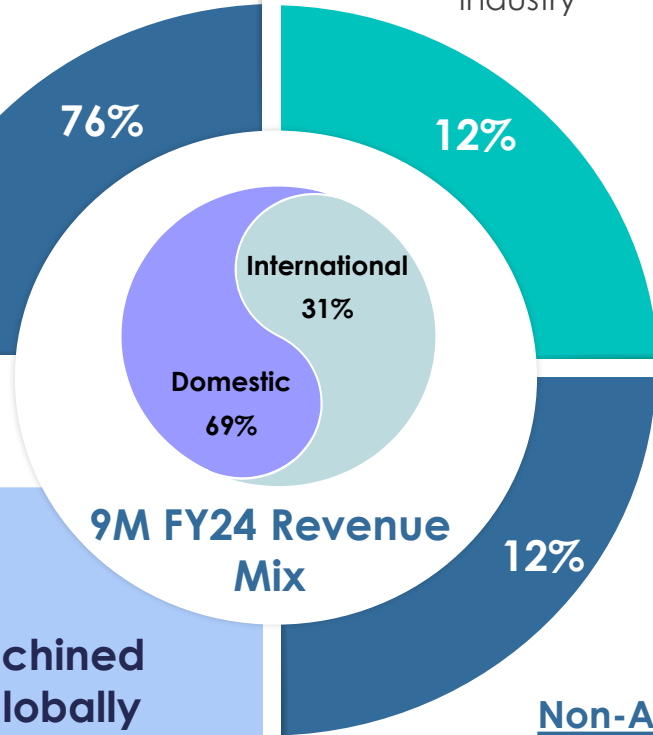
## Auto ICE

Prominent player with longstanding OEM relationships

<b>36%</b> Motor-cycles	<b>6%</b> Scooters
<b>23%</b> PV	<b>10%</b> HCV

## Tech Agnostic & xEV

Emerging player working with marquee names in the industry



## Non-Auto

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

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

## Strong execution capabilities

**17**

Integrated manufacturing facilities

**500+**

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 20,656 Mln**

9MFY24 Revenue from operations\*  
20% YoY Growth



**Rs 3,528 Mln**

9MFY24 EBITDA – 17.1% margin  
22% YoY Growth



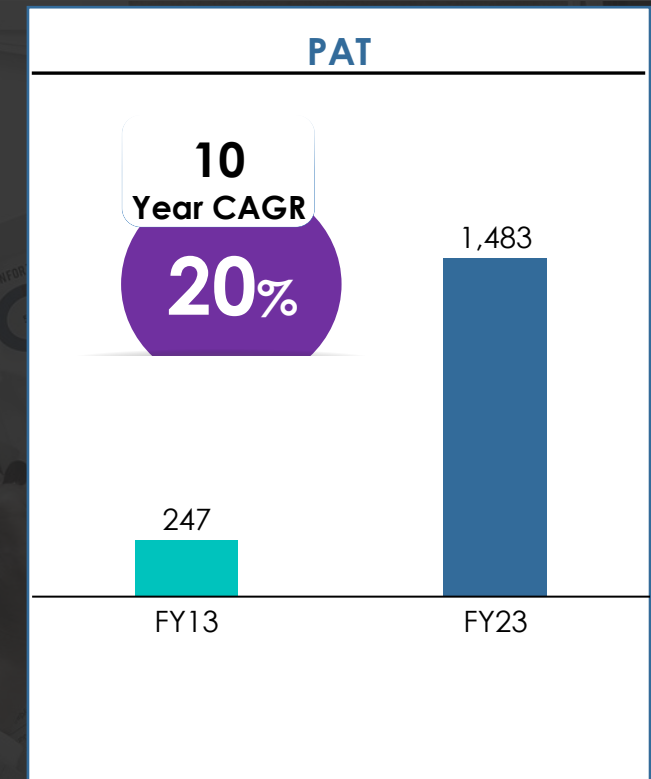
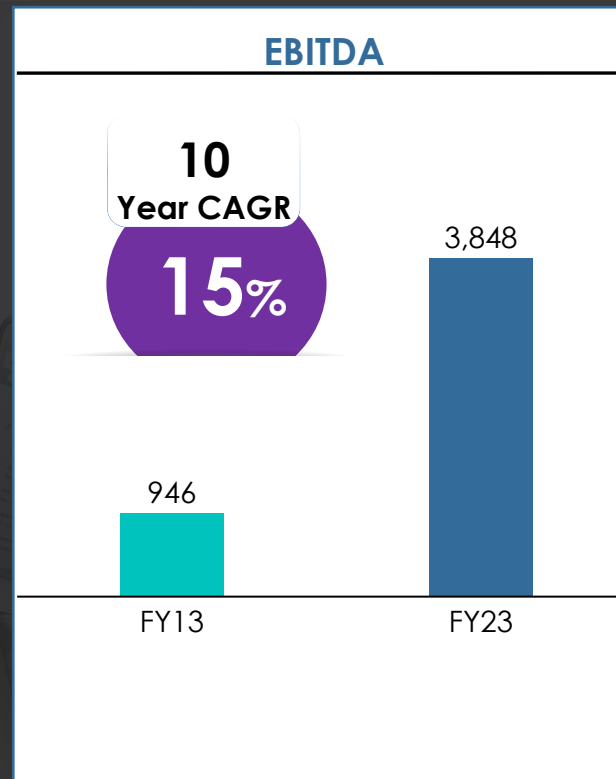
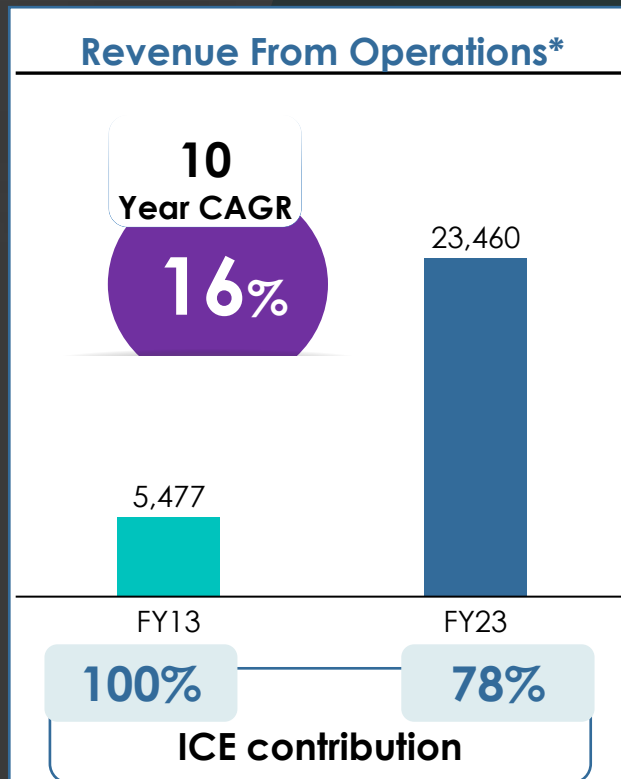
**Rs 20,425 Mln**

**Orderbook Dec'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

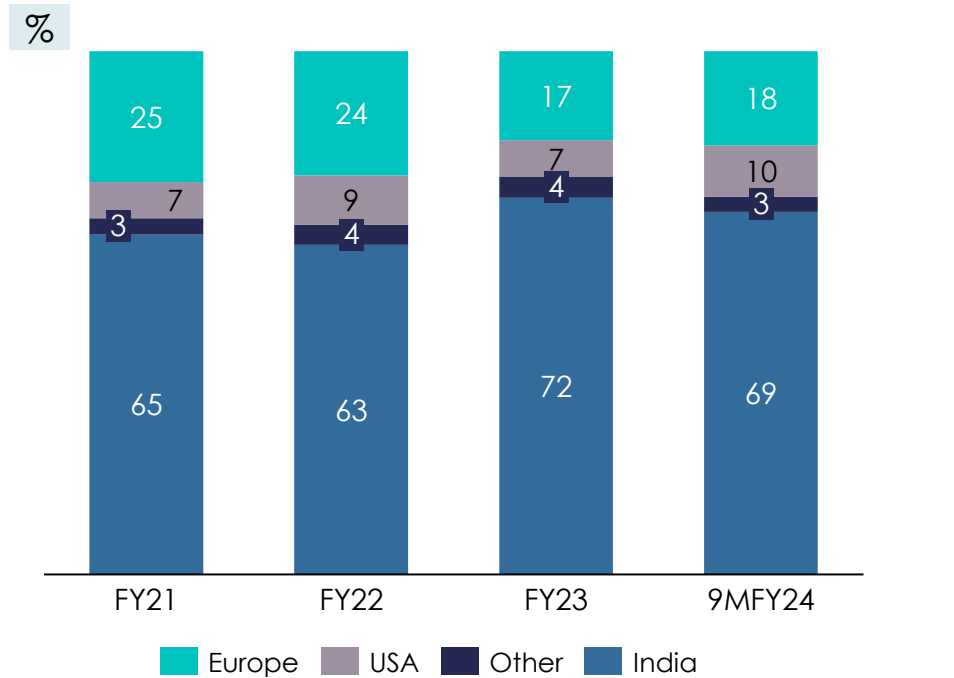


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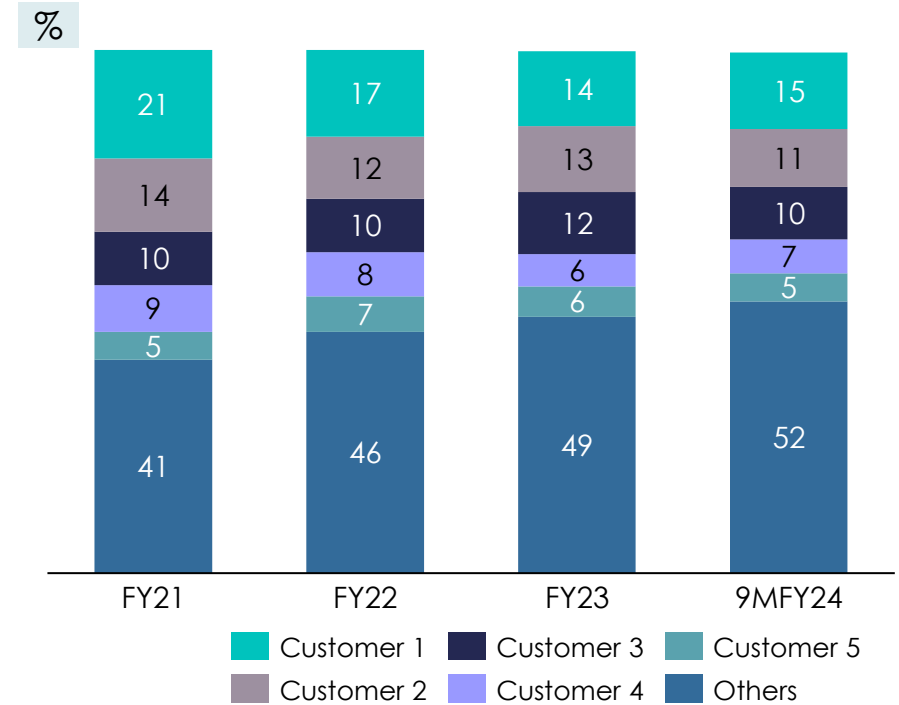
# Diverse revenue profile (1/2)

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

### By Geography



### By Customer



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

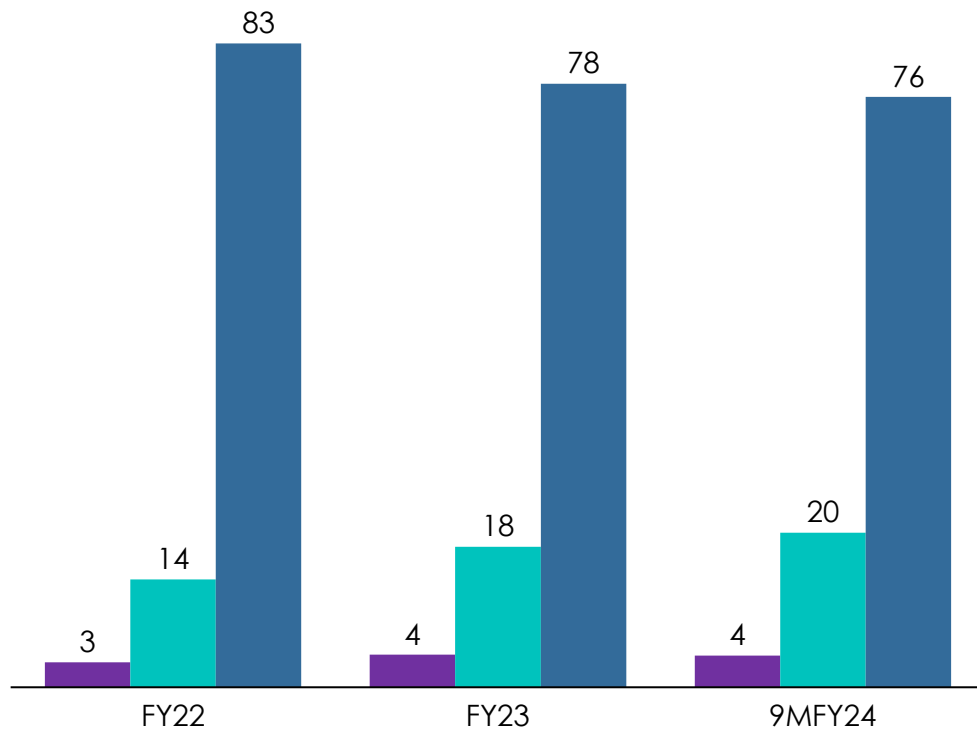
1. Based on sale of products

\*Some customers may appear in more than one category

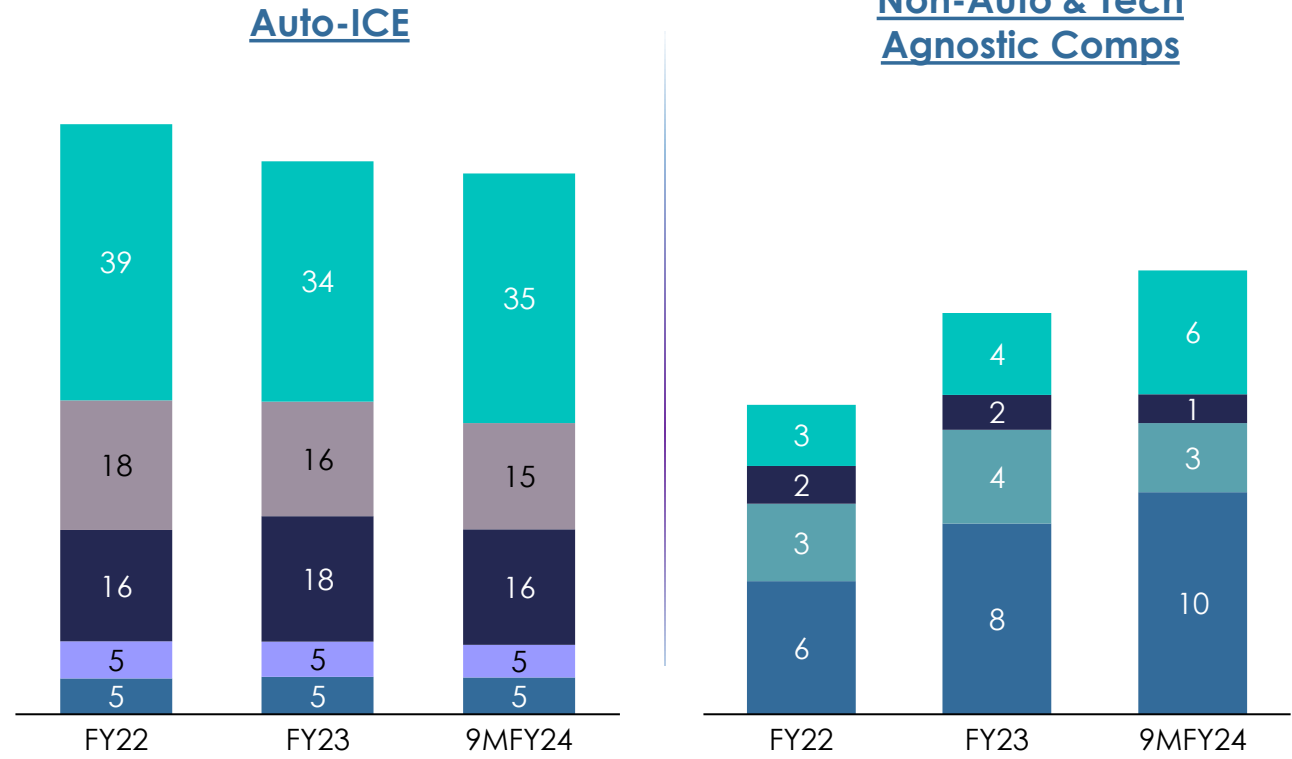
# Diverse revenue profile (2/2)

% of Sales

By Product



- Aerospace
- Non Auto & Tech Agnostic Comps
- Auto ICE Comps



- Connecting rods
- Gear shifter dorks
- Rocker arms
- Crank shaft assembly
- Stem comp
- Others

Connecting rods and crank shaft assembly find application in both Auto ICE and non-ICE segments



# ... Making Strides Towards Our Vision

	Auto-ICE	Auto-Tech Agnostic & xEV	Non-Auto
Revenue contribution* %	<p>83.4% 77.7% 76.0% <b>60%</b></p> <p>FY22 FY23 9MFY24 Vision</p>	<p>6.1% 10.4% 11.8% <b>20%</b></p> <p>FY22 FY23 9MFY24 Vision</p>	<p>10.5% 11.9% 12.2% <b>20%</b></p> <p>FY22 FY23 9MFY24 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).

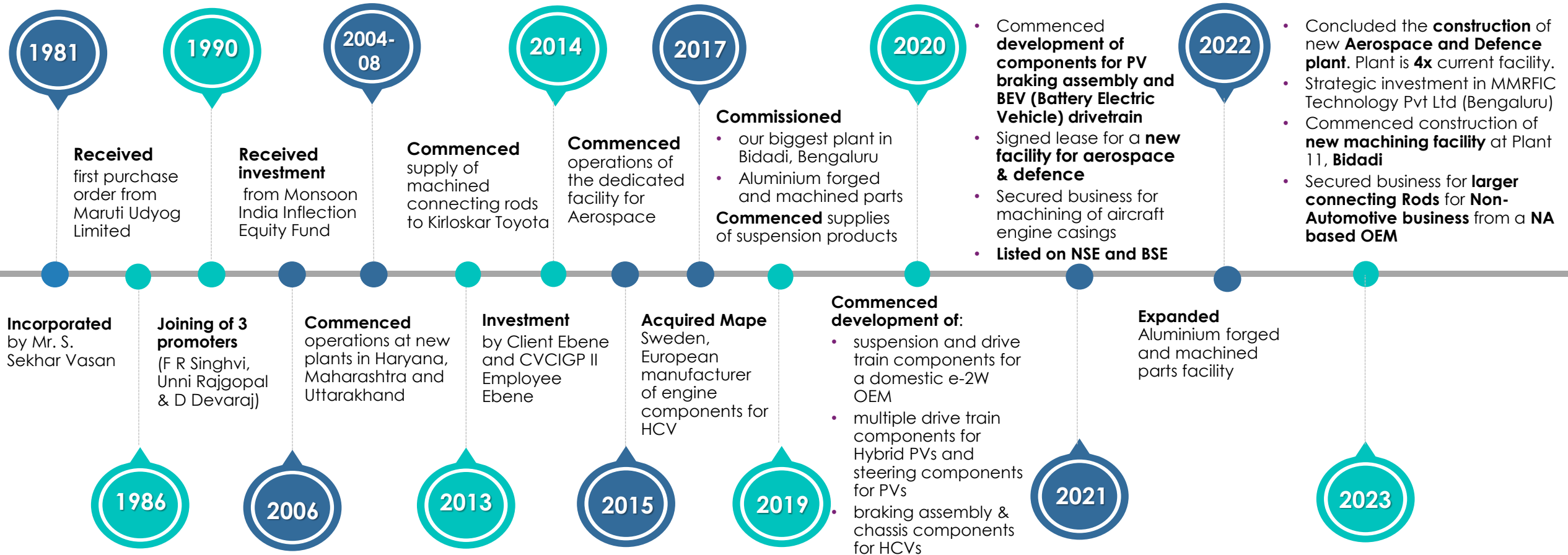


# Strategic pillars

- 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 9M FY24</b>	<b>Motorcycles 35.8%</b>		<b>23.4%</b>		<b>10.3%</b>			
<b>Q3 FY24</b>	<b>37.1%</b>		<b>21.9%</b>		<b>10.7%</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		
<b>Product Offerings</b>	<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>
<b>Sales Mix 9M FY24</b>	<b>7.3%</b>			<b>4.5%</b>		
<b>Q3 FY24</b>	<b>7.9%</b>			<b>3.8%</b>		
<b>Key Customers (Indian and Global)</b>	› 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</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>
<b>Sales Mix 9M FY24</b>	<b>4.1%</b>	<b>4.4%</b>	<b>2.1%</b>	<b>1.6%</b>
<b>Q3 FY24</b>	<b>4.4%</b>	<b>4.6%</b>	<b>1.6%</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>

# 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

20+  
Years

40%

10+  
Years

20%

<10  
Years

40%

Longstanding relationships

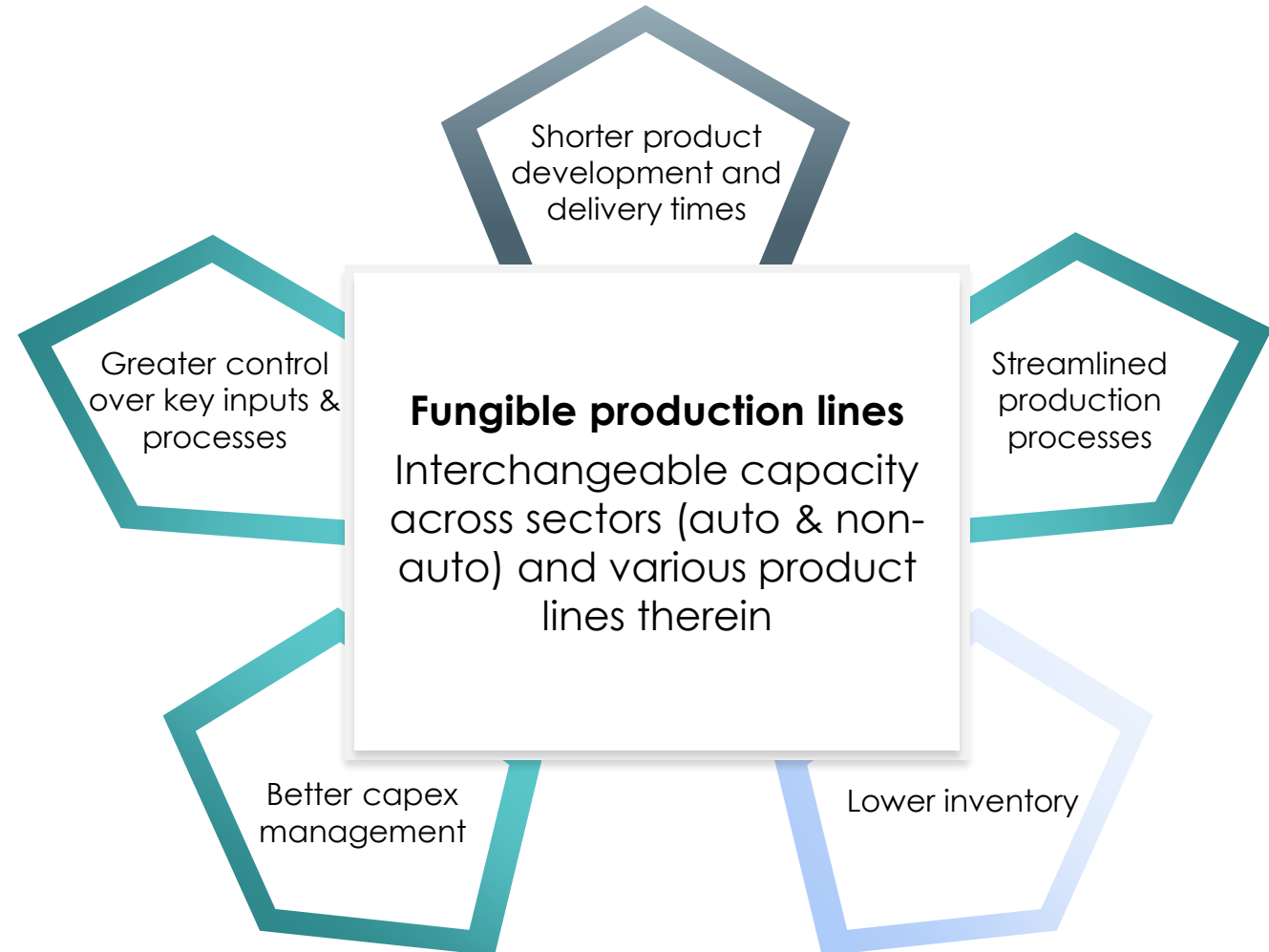
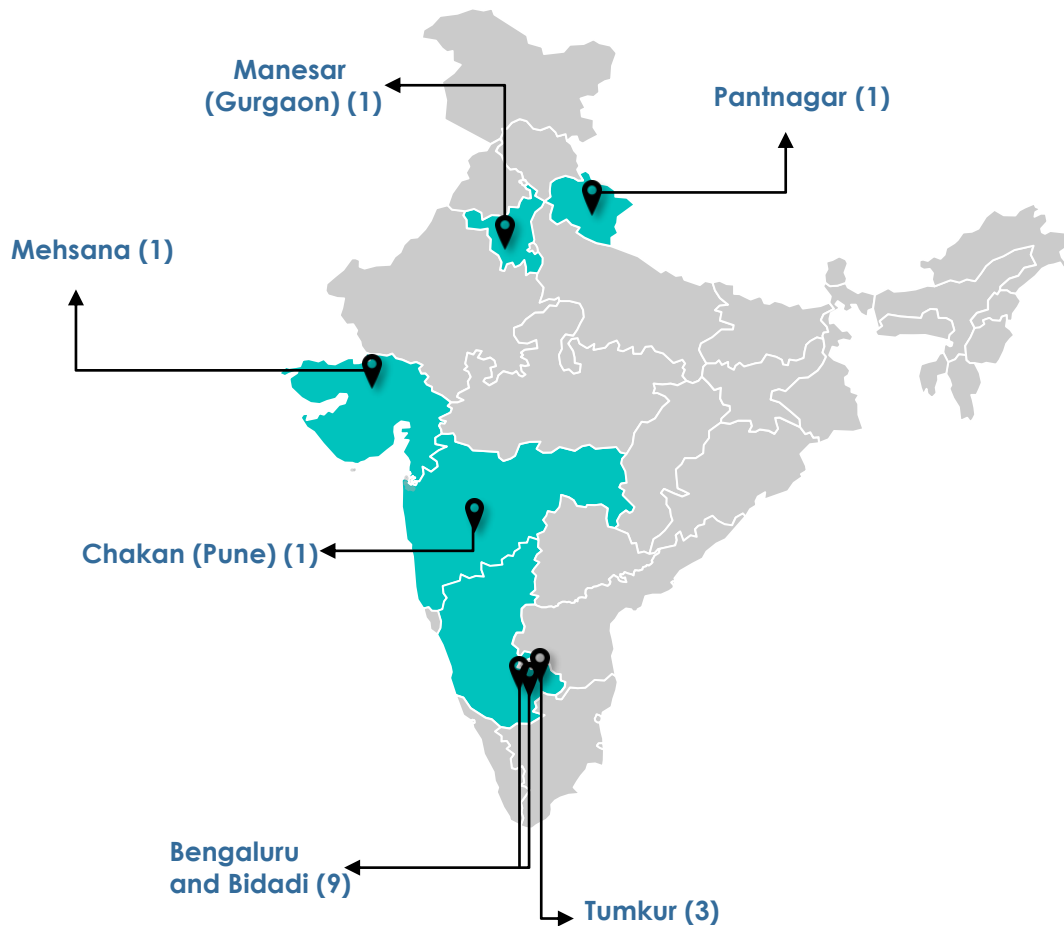
Continuous new  
customer addition

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

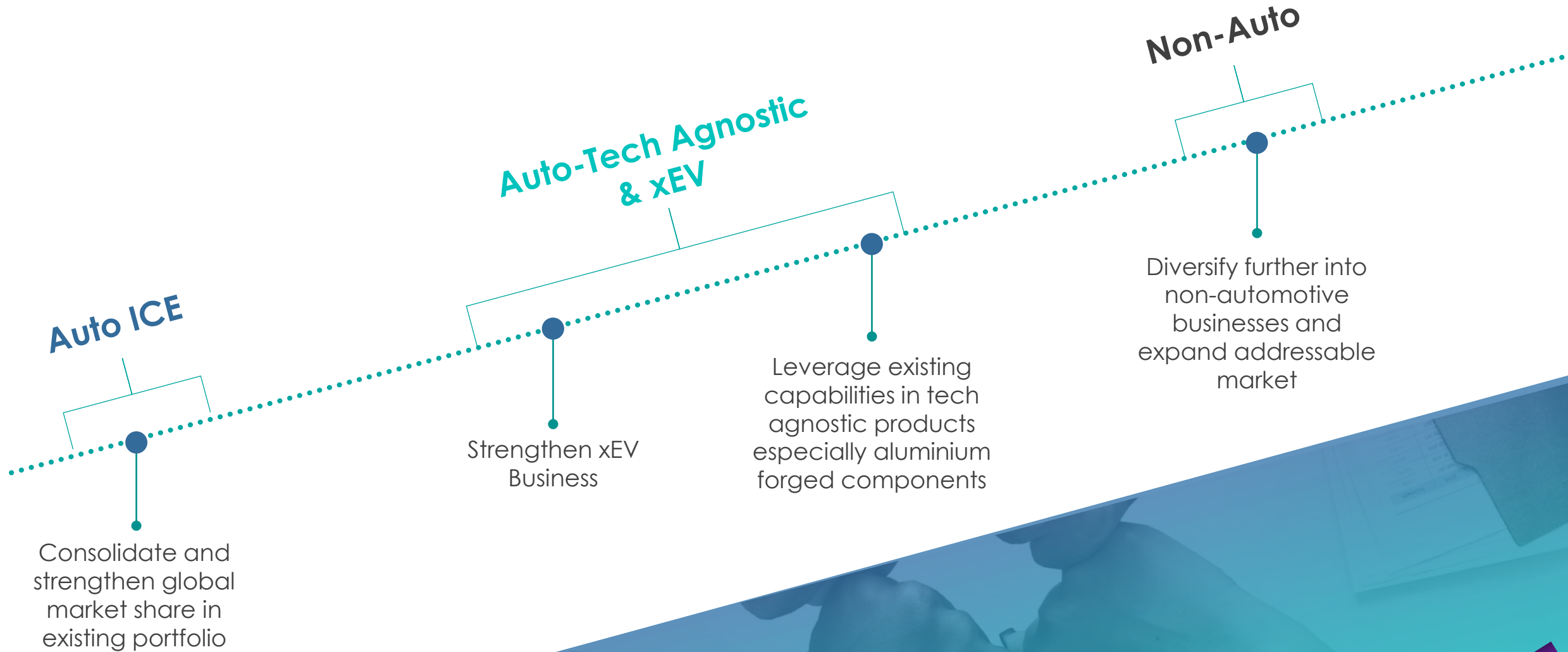


Sansera has 16 plants in operation across India and 1 in Sweden  
All its facilities are located in close proximity to the client production facilities





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

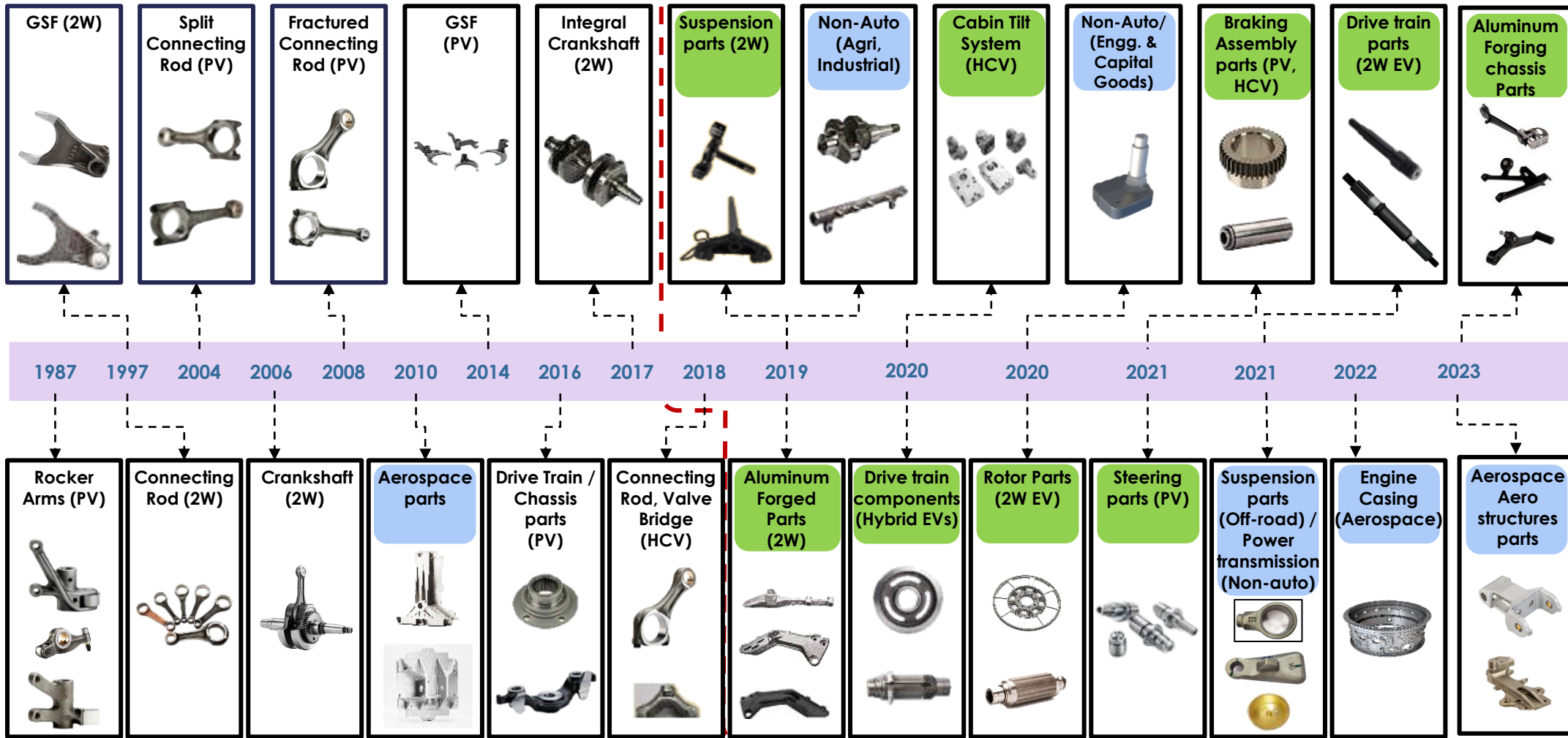
Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements and emission norms



# 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



# Large Aerospace & Defence Facility, Jigani Hobli, Bengaluru

*Ready Infrastructure to capture the new opportunities*

**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. **1,844** Mln  
Dec-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





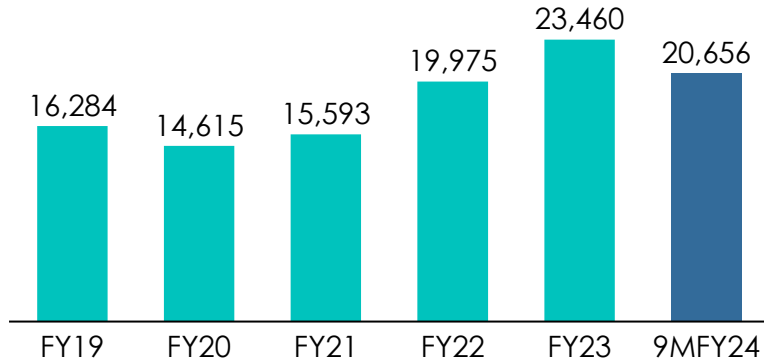
# Historical Performance



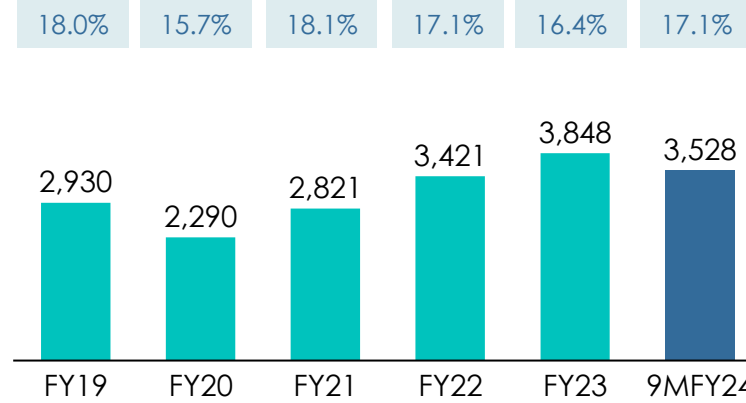
# Historical Performance Highlights

Margins  
Rs in Mln

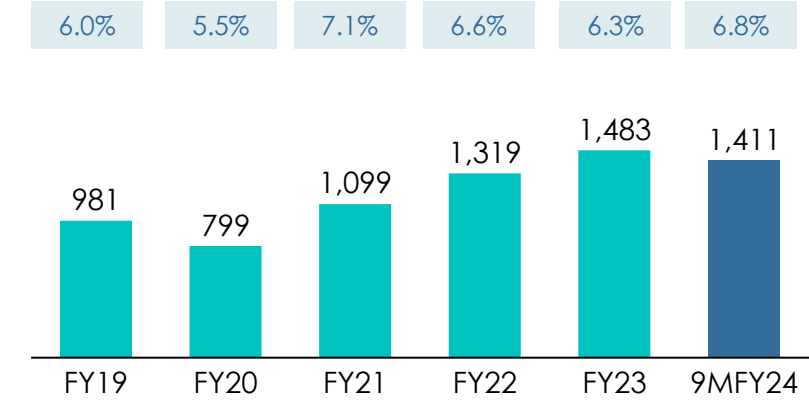
## Revenue from Operations\*



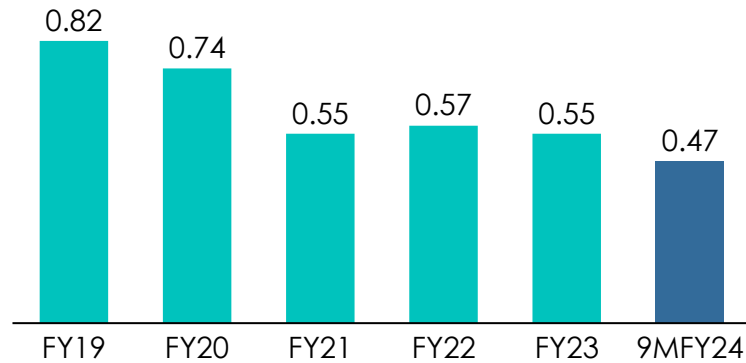
## EBITDA



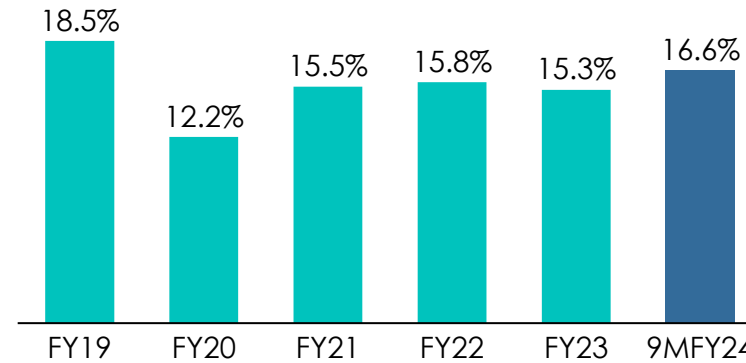
## PAT



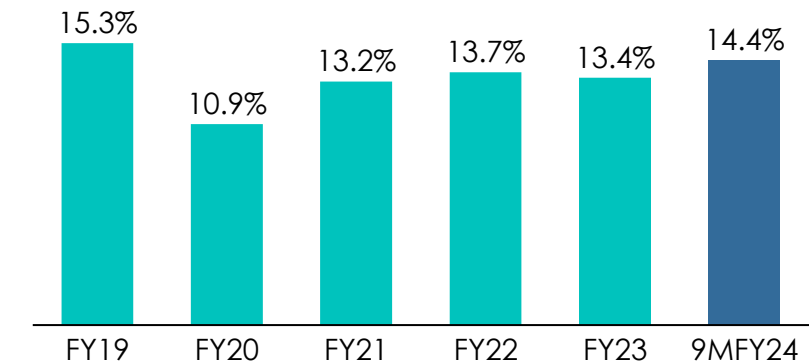
## Net Debt / Equity



## 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

**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



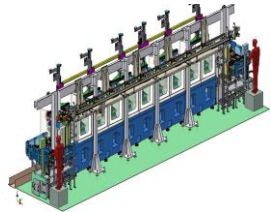
**Sanjeev Sharma**

*Chief Sales and Marketing Officer (CSMO)*

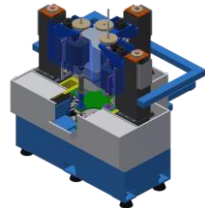
- › 25+ years of experience in Operations, Business Development. 16+ years at Sansera
- › Responsible for Sales and Marketing (Domestic and Exports)
- › Bachelor of Engineering from Bangalore University. MBA

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

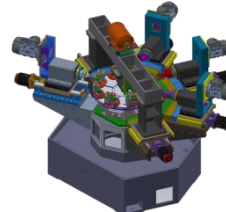
## In- House Machine Building Capabilities



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
- › **53** dedicated personnel in machine building division

### Outcomes

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

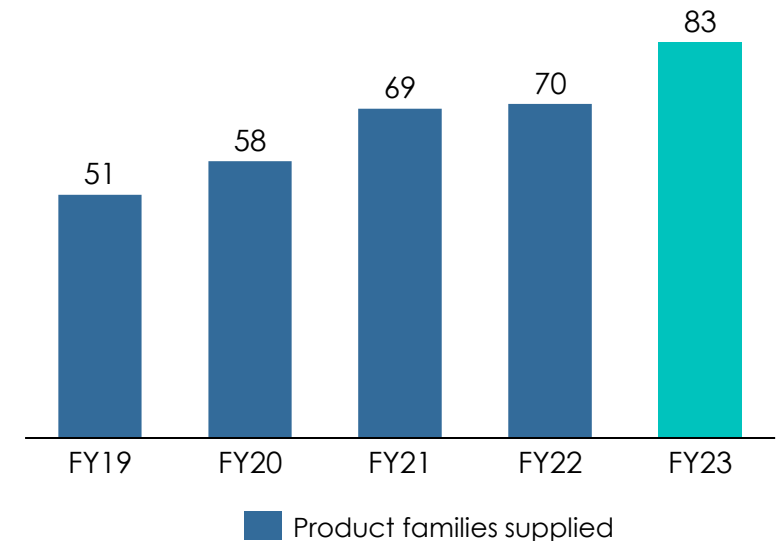
## Automation Capabilities

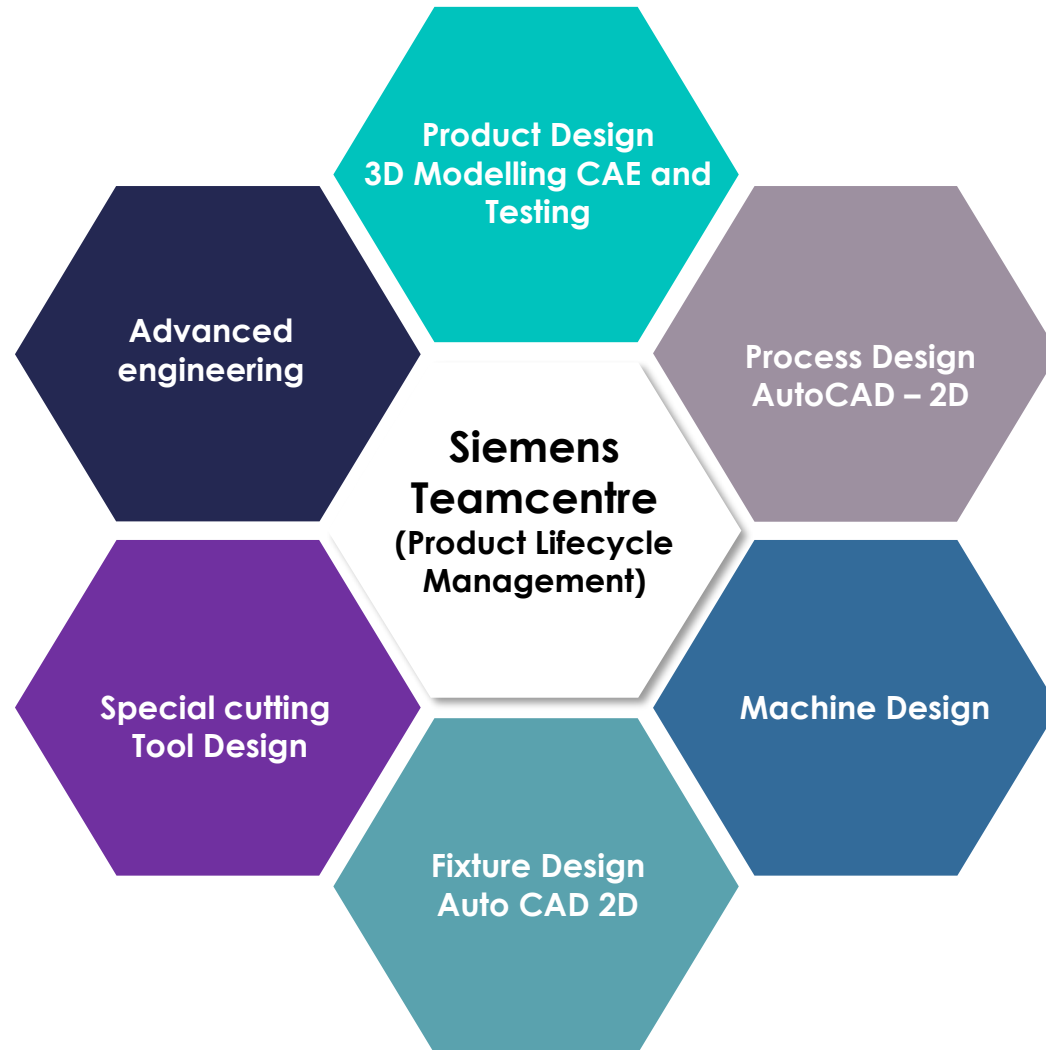
### Highlights

- › **42** Dedicated personnel in the automation division
- › Automated fracture and bolt assembly cells
- › Robotic final inspection cells
- › **185** 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**

# Awards & Accolades

## Honda Motor India

Delivery & Quality of Spare Parts during 2023-2024

Recent Quarter

## 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

## TIEI

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

## Ecovadis

Silver Sustainability Rating 2023

## Knorr-Bremse

Best Development Support

## Yamaha

Appreciation award for delivery (2023)

## Golden Peacock National Training Award

For best training practices(2023)

## TVS

Consistent Quality Performance Year 2022-23

## Honda Motorcycle & Scooter India

"Delivery Management Award" (2023)

## World CSR

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

## ACMA

Certificate of appreciation award on Sustainability (2023)

## Quality Platinum award from Bajaj Auto (2023)

## Boeing

Excellent Supplier Performance (2022)

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

## GM Award

launch Excellence award (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)

## HMSI

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

## Godrej

Outstanding Quality Award (2022)

# Recent CSR Activity Conducted – Makkala Santhe Habba

- ❖ Objective: To drive concept of small business & promotion of talent
- ❖ Idea promoted by: Volunteers of SANSERA
- ❖ Items sold: Food items -Chats & Pakodas, beverages, games etc...,
- ❖ Location: Campus of GHPS Begur
- ❖ No. of Students participated: 450
- ❖ Date: 16th Dec 2023
- ❖ Estimated Revenue: Rs. 3,850
- ❖ Supported by: Local leaders
- ❖ Sansera's Amount Contribution: Nil





# Recent CSR Activity Conducted – School Finishing Students

- ❖ Partner: Vonisha Foundatio
- ❖ Budget Planned: Rs. 6 lac
- ❖ Sansera Contribution: Nil
- ❖ Location: GHS Begur (Sansera newly built Multi -Purpose Hall)
- ❖ No. of Students benefited: 13 Boys & 21 Girls, Total 34

**For Dropout  
Students**



# Recent CSR Activity Conducted – Food Trolley Distribution

- ❖ Impact Study of Food Trolley
- ❖ No. of Schools Benefited: 7
- ❖ Total Trolleys Distributed: 8
- ❖ Total Children: 1,673
- ❖ Amount Spent: Rs. 68,072
- ❖ Impact: Time saved, easy distribution of food, Food wastage avoided, floor damage avoided
- ❖ Cleanliness maintained

Name of School	No. of Trolley
GHS Haragadde	2
GHPS Kittiganahalli	1
GH PS Thirumagondanahalli	1
GHPS Hennagara	1
GHS Begur	1
GMPS Begur	1
GHS Doddakallasandra	1
<b>Total</b>	<b>8</b>







Hebbagodi





Thirumagondanahalli



# 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

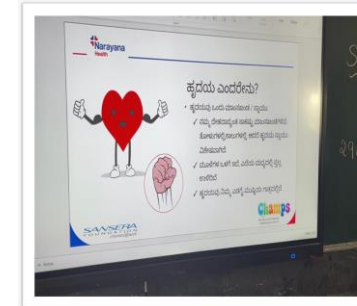


Supporting to Sports player





International Yoga day Celebration



Initiatives taken in Health Sector

BP Awareness Program in Bengur School

**SANSERA FOUNDATION** charities@work
   
**Suprajit Foundation**

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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

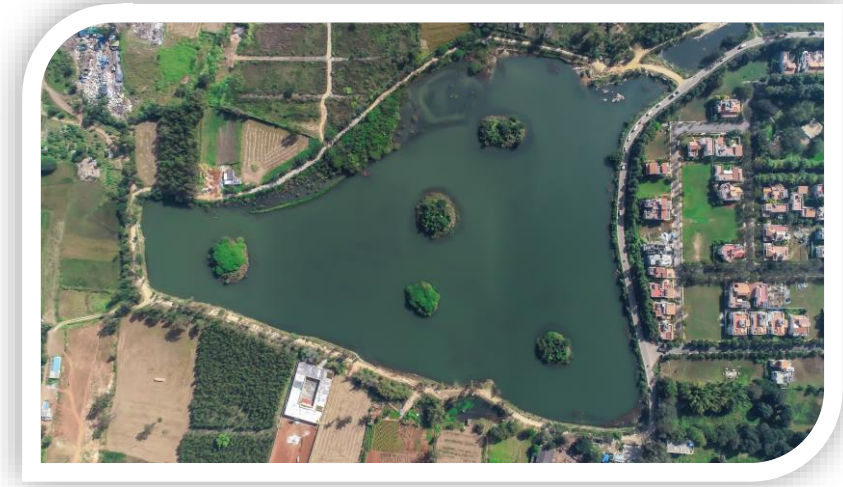
Health care program at Sansera supported schools & event partners - Narayana Netralaya & KMYF

## Initiatives taken for Environment

### KYALASANAHALLI LAKE



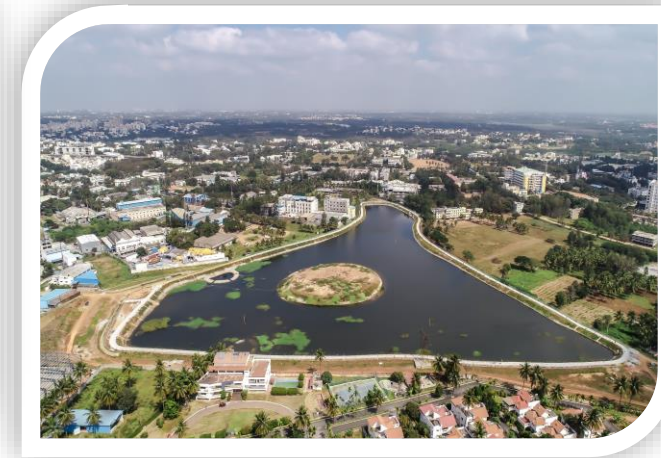
January 2017



Present

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

- 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



Present





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



Plantation by Sansera Employees



**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**

