



NDR AUTO COMPONENTS LIMITED

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

CIN: L29304DL2019PLC347460

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Phone No.: 9643339870-74

8th February, 2024

BSE Limited Corporate Relationship Deptt. PJ Towers, 25 th Floor, Dalal Street, Mumbai – 400 001 Scrip Code: 543214	National Stock Exchange of India Ltd. Exchange Plaza, Plot No. C/1, G-Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: NDRAUTO
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Sub: Investor Presentation on the Financial results for the quarter and nine months ended 31st December, 2023

Dear Sir/ Madam,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation on financial results for the quarter and nine months ended 31st December, 2023.

Please take the same on record.

**Thanking You
For NDR Auto Components Limited**

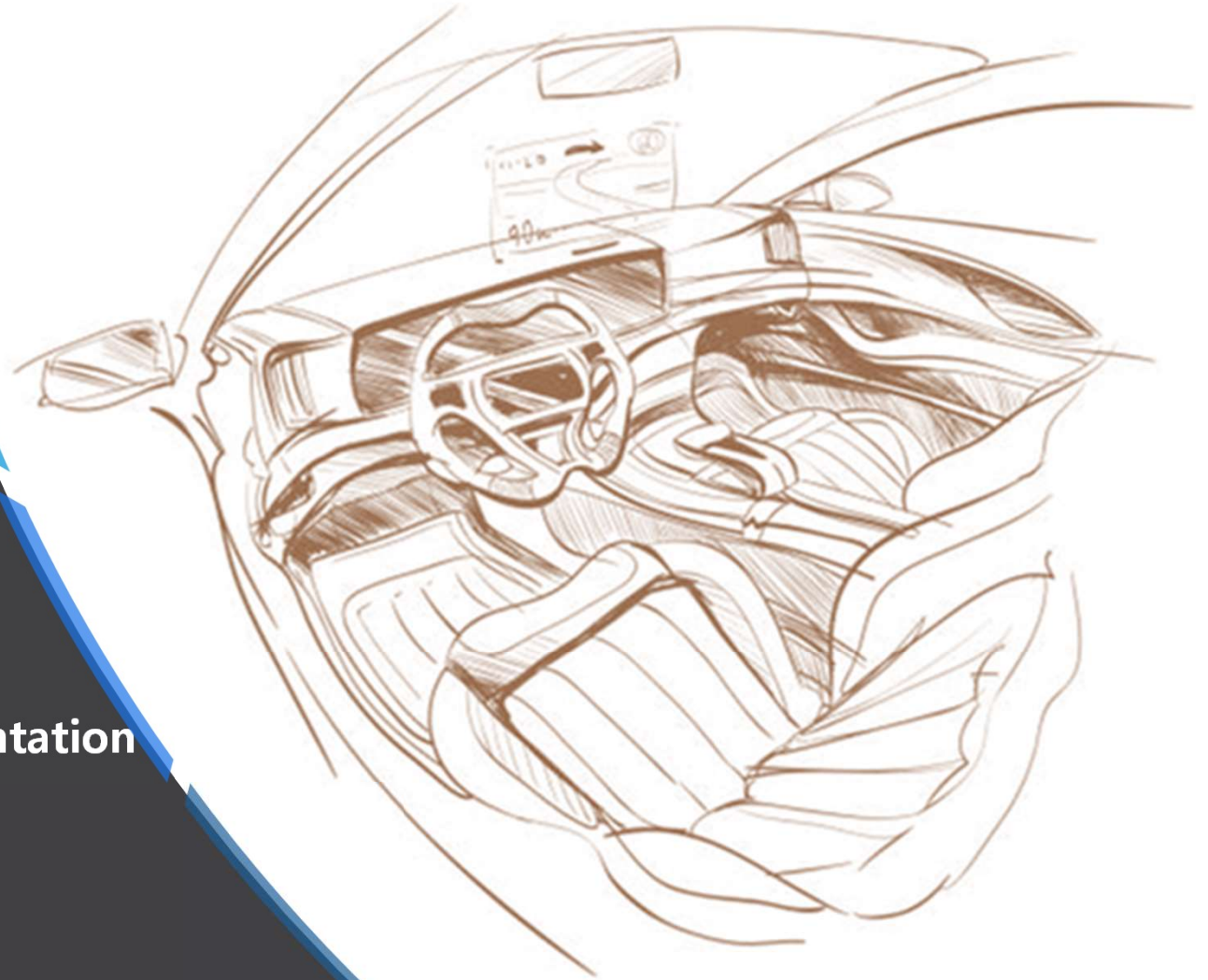
**Rajat Bhandari
Executive Director and Company Secretary
DIN: 02154950**



NDR AUTO Components Ltd

Q3 & 9M FY24 results presentation

February 2024





Disclaimer

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

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





Business & Financial Highlights*

- Entered into an agreement with Hyundai Transys to commence work for seat - trim solution to KIA.
 - Empaneled as an T2 supplier to Hyundai and will commence supply from January 2025
 - Seating Trim solutions will be manufactured at the Company's manufacturing facility in Bangalore which is in close proximity to Hyundai Transys's manufacturing operations
- NDR Auto has entered into a Technical Assistance with global major, Hayashi Telemu for the supply of sun shade which it will supply to the Maruti Suzuki and Toyota Kirloskar.
- NDR Auto has also appointed a new Chief Financial Officer, Mr. Mohit Kumar Jain. Mohit earlier worked with Lumax Management Services.

Revenue

Rs. 428 crore

Rs. 266 crore



61%

EBITDA

Rs. 42.44 crore

Rs. 24.40 crore



73.9%

PAT

Rs. 27.10 crore

Rs. 18.14 crore



49.4%

*Consolidated YTD Dec'23 vs YTD Dec'22

Seating systems – a critical aspect for any automobile

Safety

- It is estimated that a good seat and seat belt is key to saving the lives of occupants in close to 50% of accidents
- A good seat protects the head, neck, and spinal column; shoulder belts and car seat harnesses help to keep the head and upper body away from the hard interior surfaces of the vehicle aside from external injury



Economics

- Seats presently comprise 2 -3% of the OEM's costs
- Advancements in automobile technology, increasing requirements and faster speeds can be expected to see this increase

Regulatory norms

- Every automobile must conform to various regulations at vehicle level as well as system level as captured in the Automotive regulatory framework controlled in India by the Ministry of Heavy industry.
- This framework is promulgated by the CMVR (Central Motor Vehicle Regulations) in India amongst others stipulates:
 - Dynamic regulatory needs – the seat design must withstand – Frontal crash , Offset crash and side crash requirements are dynamic
 - Static regulatory needs – the seat design must conform to critical vehicle level regulation like Front field visibility of driver mapping blind spots of the driver

Aesthetics and ergonomics

- 70% of a passenger cabin in a vehicle is consumed by the seating system making aesthetics and comfort important parameters
- The need to hold occupants with optimal comfort for short and long-haul trips is built around human anthropology, namely– Lumbar support and seat width and back height

Technology requirements, regulatory compliances act as high entry barriers in the sector

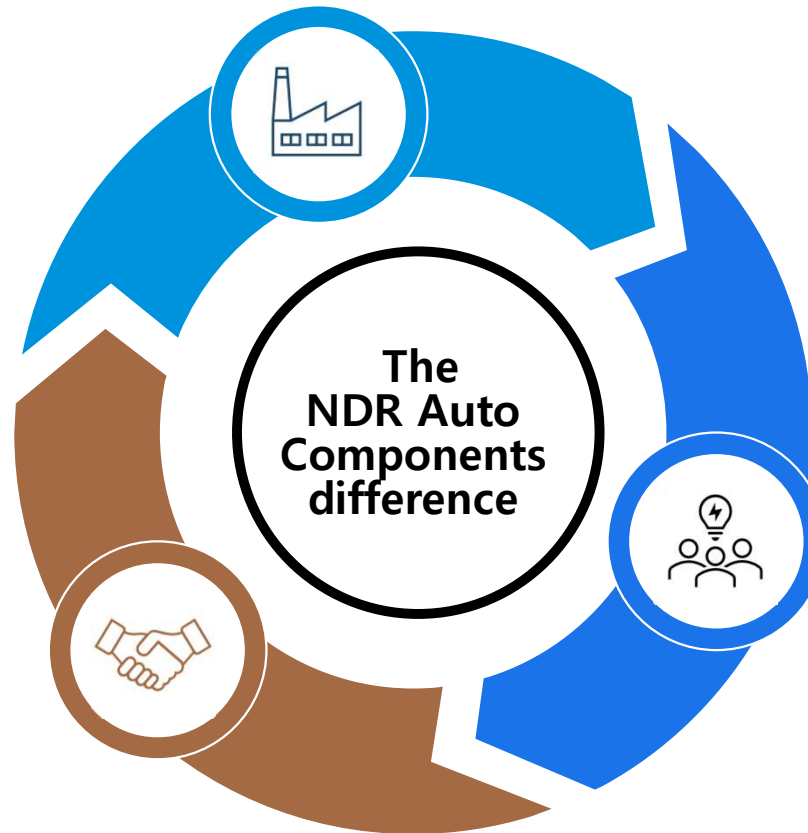


State of the art fully integrated infrastructure with capabilities to manufacture sheet metal and trims for all OEMs

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

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

- Business association with Bharat Seats Ltd a joint venture with Maruti Suzuki India and Suzuki Motor Corporation, Japan for over three decades



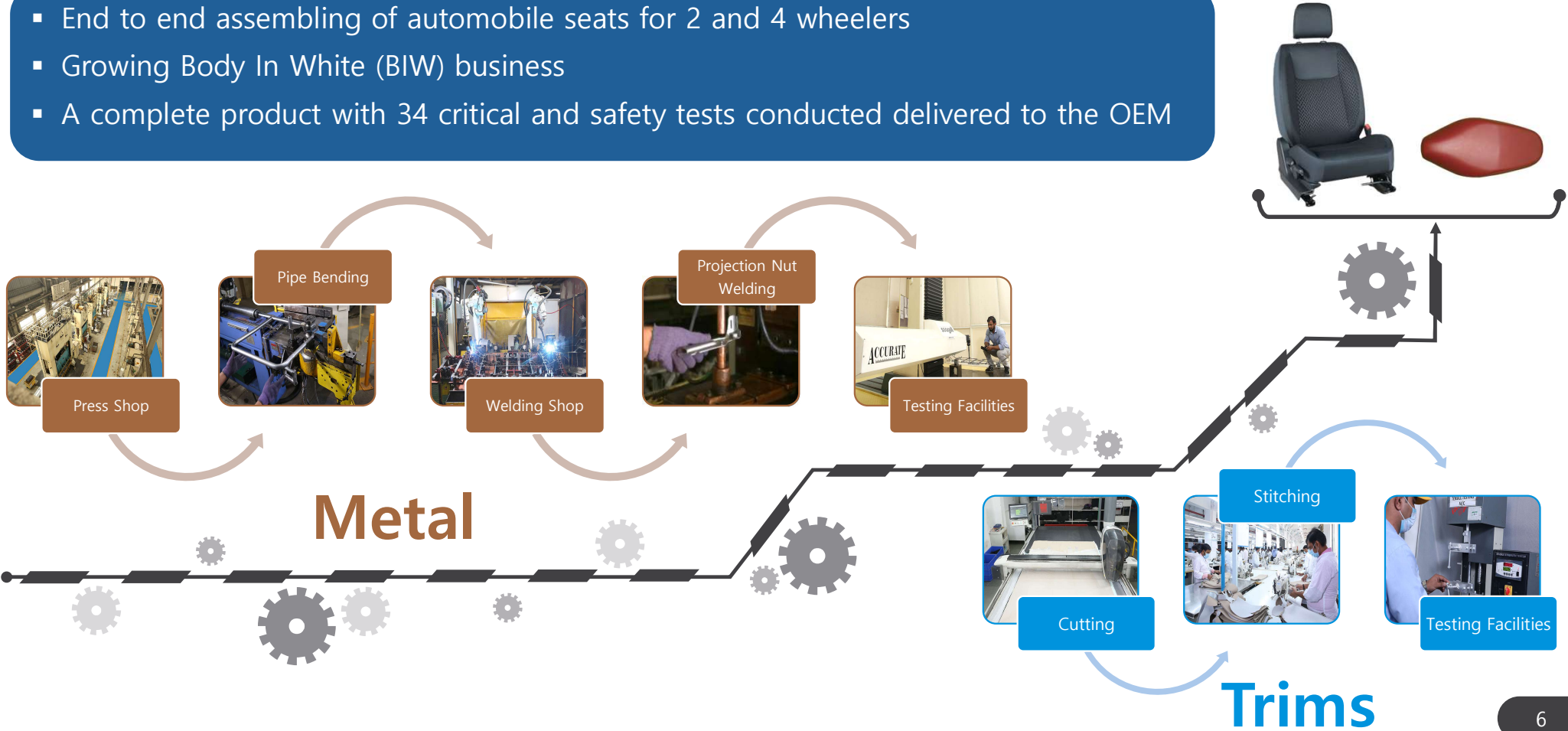
Established scale combined with 35+ years of experience translates to enhanced efficiencies and cost management

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

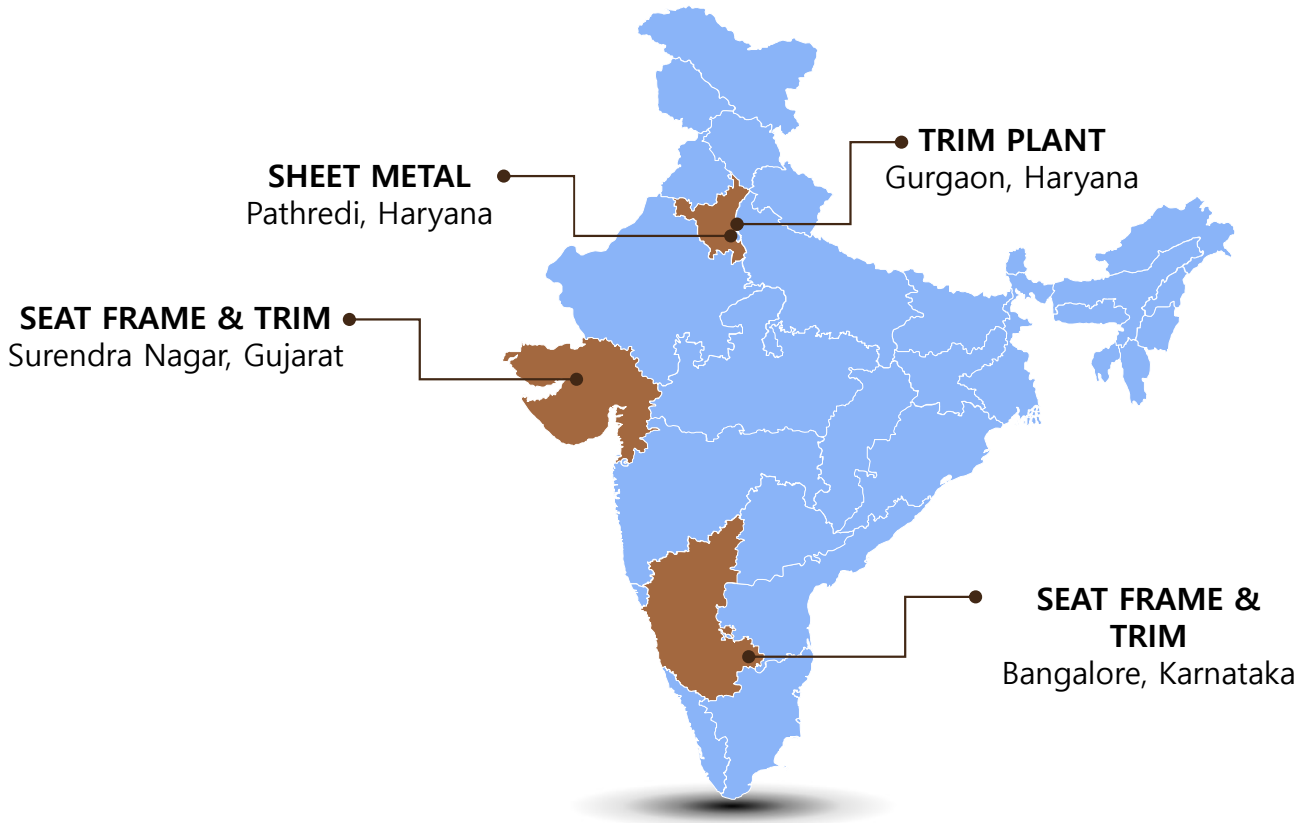


Our operations

- End to end assembling of automobile seats for 2 and 4 wheelers
- Growing Body In White (BIW) business
- A complete product with 34 critical and safety tests conducted delivered to the OEM



Strategically Located & Certified Manufacturing Facilities



Facilities spread across Gurgaon, Bangalore and Gujarat in close proximity to OEMs



Manufacturing Capabilities

Fully integrated facility for Sheet Metal fabrication & Trim manufacturing.

Metal

Pipe Bending



Press Shop



Welding Shop

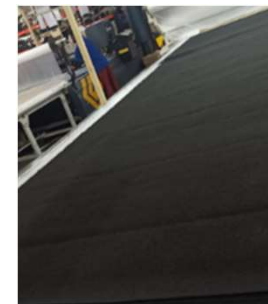


Trim

Cutting



Stitching

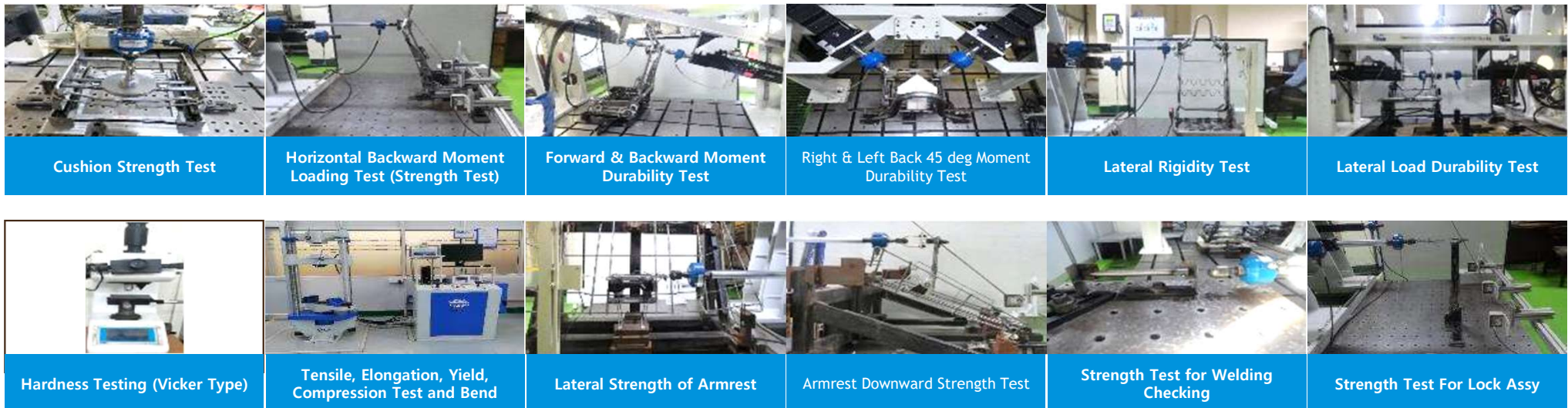


Testing Facilities



Metal

In-house testing facility equipped to carry out Colour Matching, Weld Penetration Test and various other mechanical tests on aspects like Tensile Elongation, Hardness, Profile Projector, etc.



Testing Facilities

Trim

Colour is one of the most important features of the trim

NAACL's testing facility is equipped with a colour chamber with various types of lights, Colorimeter and industrial magnifying glasses to validate the design pattern and the colour of the material

Mechanical properties like tensile elongation, flammability, etc. are also tested for in-house

Testing infrastructure also includes a state-of-the-art digitizer for pattern-building and auto-nesting. This ensures accuracy and precision of the pattern during cutting besides acting as a quality check parameter



GSM



Heat Cycle Test/Low Temperature/High Temperature Test



Tensile Strength, Tear and Elongation



Scratch Resistance



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test



Type of Testing: Cushion Strength Test



Supplying to popular four wheeler and two wheeler models

MARUTI SUZUKI



Grand Vitara



Fronx



Brezza



Dzire



Ciaz



Wagon R



Alto



Jimny

BIW

TOYOTA

Hryder



Urban Cruiser



Supplying seating systems - frames and trims to all and BIW to Jimny

SUZUKI

Access



Gixxer





Joint Ventures



Bharat Seats Limited (BSL)

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

Bharat Seats Limited was one of the first Joint Ventures of Maruti Udyog Limited and Suzuki Motor Corporation, Japan. Currently, BSL manufactures seating systems for passenger vehicles and two-wheelers, Noise Vibration Harness (NVH) Products for Passenger vehicles and body sealing products.

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



Toyota Boshoku Relan India Private Limited (TBRI)

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

NDR Auto Components Limited holds 50% equity in TBRI.



Toyo Sharda India Private Limited (TSIL)

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

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



Industry Overview

~2.5 crore vehicles produced in India in FY23



Source: SIAM

- The contribution of the automobile sector to the National GDP has risen to about 7.1% now from 2.77% in 1992-93
 - It provides direct and indirect employment to over 19 million people
- In the automobile market in India, Two-wheelers and passenger cars accounted for 77% and 18% market share respectively during the year 2021-22
- India aims to double its auto industry size to Rs. 15 lakh crores by end of year 2024
 - There has been an FDI inflow of \$33.77 billion in the industry from April 2000 till September 2022 which is around 5.48% of the total FDI inflows in India during the same period

Source: Ministry of Heavy Industries

Senior Management



**MR. SANJIV
KAPUR**

Chairman

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

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



**MR. ROHIT
RELAN**

Co-Chairman

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

Mr. Relan has over 42 years of experience in automotive components and is the promoter entrepreneur of Bharat Seats Limited. Mr. Relan is spearheading the Company's growth and diversification strategy, and also has long time experience of collaborating with Japanese and other international partners.

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

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

Board of Directors



MR. SANJIV KAPUR
Chairman



MR. ROHIT RELAN
Co-Chairman



MR. PRANAV RELAN
Whole-Time Director



MR. AYUSH RELAN
Whole-Time Director



MR. RISHABH RELAN
Director



**MR. RAJAT
BHANDARI**
Executive Director and
Company Secretary



**MS. DEEPA GOPALAN
WADHWA**
Independent Director



MS. SHYAMLAKHERA
Independent Director



**MS. VANITA
CHHABRA**
Independent Director



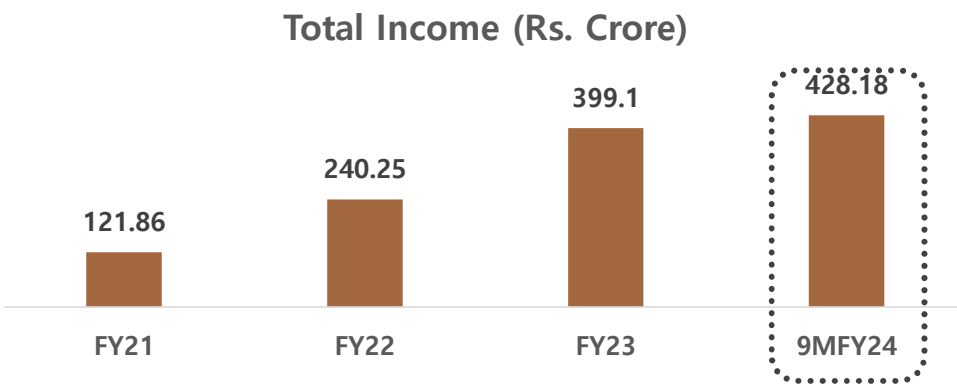
Profit & Loss Statement - Consolidated

Particular (Rs. Crore)	FY21	FY22	FY23	9MFY24
Revenue	114.13	232.55	392.78	425.52
Other Income	7.73	7.70	6.31	2.66
Total Income	121.86	240.25	399.10	428.18
Raw Material cost	84.89	176.79	296.86	327.26
Employee cost	5.48	9.14	12.39	12.35
Other expenses	17.40	32.68	51.80	46.13
Total Expenditure	107.77	218.61	361.05	385.74
EBITDA	14.09	21.64	38.04	42.44
Finance cost	0.12	0.73	1.79	2.11
Depreciation	4.97	7.33	8.68	10.96
Profit before tax(PBT)	9.00	13.58	27.58	29.38
Profit from associate companies/ JV	2.16	4.66	7.62	5.25
PBT inc profit from associate companies/ JV	11.16	18.24	35.2	34.63
Tax	2.63	3.35	7.09	7.53
PAT	8.53	14.89	28.11	27.10
Other Comprehensive Income	0.07	0.28	0.10	0.08
Reported Net Profit	8.60	15.17	28.20	27.18



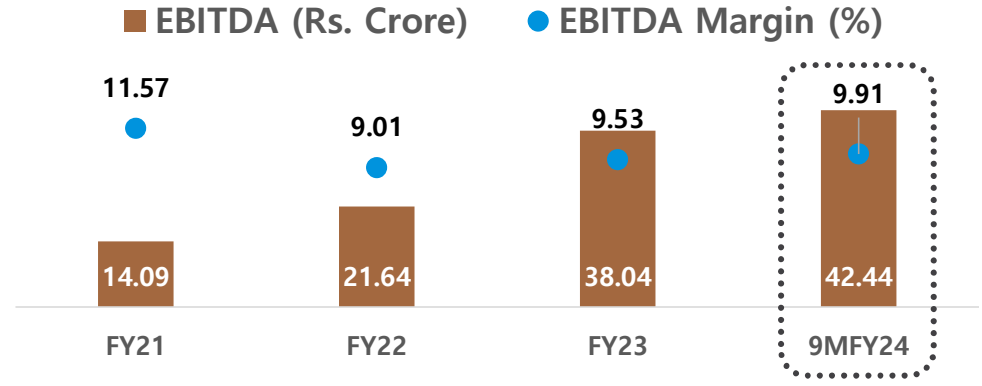
Key Financial Highlights - Consolidated

Total Income (Rs. Crore)



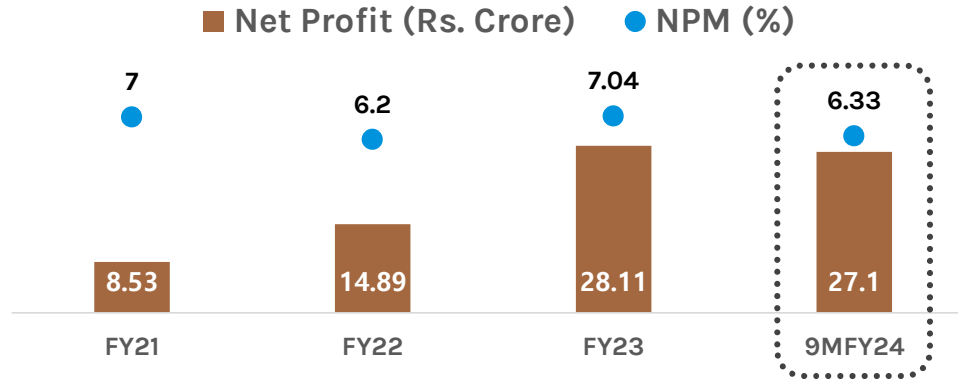
EBITDA (Rs. Crore)

EBITDA Margin (%)



Net Profit (Rs. Crore)

NPM (%)





9MFY23 Vs 9MFY24 Financial Highlights - Consolidated

Total Income (Rs. Crore)

266.05

9MFY23

428.18

9MFY24

■ EBITDA (Rs. Crore) ● EBITDA Margin (%)

9.17

9MFY23

24.4

9.91

9MFY24

42.44

■ Net Profit (Rs. Crore) ● NPM (%)

6.82

9MFY23

18.14

6.33

9MFY24

27.1



Q3FY23 Vs Q3FY24 Financial Highlights – Consolidated

Total Income (Rs. Crore)

107.04

Q3FY23

141.06

Q3FY24

■ EBITDA (Rs. Crore)

● EBITDA Margin (%)

8.2

Q3FY23

8.78

9.73

Q3FY24

13.73

■ Net Profit (Rs. Crore)

● NPM (%)

5.31

Q3FY23

5.68

6.06

Q3FY24

8.54



Profit & Loss Statement - Standalone

Particular (Rs. Crore)	FY21	FY22	FY23	9MFY24
Revenue	114.13	232.55	392.78	425.52
Other Income	8.30	8.27	7.18	4.22
Total Income	122.43	240.82	399.97	429.74
Raw Material cost	84.89	176.79	296.86	327.26
Employee cost	5.48	9.14	12.39	12.35
Other expenses	17.40	32.69	51.80	46.13
Total Expenditure	107.77	218.61	361.05	385.74
EBITDA	14.66	22.20	38.91	44.00
Finance cost	0.12	0.73	1.79	2.11
Depreciation	4.97	7.33	8.68	10.96
Profit Before Tax	9.57	14.15	28.45	30.93
Tax	2.63	3.35	7.09	7.53
PAT	6.94	10.80	21.36	23.41
Other Comprehensive Income	0.05	0.22	0.05	0.04
Reported Net Profit	6.99	11.02	21.41	23.45



Growth outlook



Operational

- **Deepening relationships:** Enhancing participation in the strong growth prospects of Maruti Suzuki and Toyota
- **Widening product portfolio:** Expanding offerings beyond Seats (Frame and Trims) and BIW
- **Expanding client base:** Initiating relationships with other OEMs



Technology

- Increasing technology and regulatory requirements proffers a long growth runway accompanied by an improving margin profile



Capex

- Adequate land availability and moderate capacity utilization levels across plants translates to low capex outlay to growing opportunity



Thank You

