



Sona BLW Precision Forgings Ltd. announces Q2 FY23 Results

Highest-ever Revenue, EBITDA and Net Profit in a quarter
Revenue grows 12% YoY, EBITDA margin at 25.2%, PAT margin at 14.1% YoY
Strong net order book* of INR 205bn with 68% from EV programs

Gurugram, India, October 28th, 2022: Sona BLW Precision Forgings Ltd. (**Sona Comstar**), a leading automotive technology company providing mission-critical systems and components for electrified and non-electrified powertrain segments, today announced its financial results for the quarter and half-year ended September 30th, 2022.

Key Financial Highlights – Q2 FY23

- Revenue of Rs. 657 crores with 12% YoY growth
- Battery Electric Vehicles (BEV) revenue of Rs. 131 crores with 6% YoY growth
- EBITDA of Rs. 166 crores with an EBITDA margin of 25.2%
- PAT of Rs. 93 crores with a net profit margin of 14.1%

Key Financial Highlights – H1 FY23

- Revenue of Rs. 1,247 crores with 15% YoY growth
- 25% revenue share from Battery Electric Vehicles (BEV), BEV revenue growth of 33% YoY
- EBITDA of Rs. 308 crores with an EBITDA margin of 24.7%
- PAT of Rs. 168 crores with a net profit margin of 13.5%
- The net order book* increased to Rs. 20,500 crores from Rs. 18,600 crores as of March 31st, 2022

Management Comment

Commenting on the performance, **Mr Vivek Vikram Singh, MD & Group CEO**, said: "Despite the macro headwinds and high material prices, we delivered our highest quarterly revenue, EBITDA and net profit in Q2 FY23, demonstrating our solid, resilient, diversified and low fixed cost business model. Our revenue grew 12% y-o-y in the second quarter, ahead of the light vehicle sales growth in our key markets, driven by the scale-up of revenues from new programs. Despite the high material prices, the EBITDA margin improved q-o-q to 25.2%. We continue to progress on our key strategic priorities. Our net order book remains strong at Rs. 20,500 crores, of which EVs now contribute more than two-thirds. We continue to direct our R&D efforts towards creating ground-breaking products for our customers. Last quarter, we developed and commercialized net-formed Spiral bevel gears, perhaps for the first time in the world."



Operational Highlights – Q2 FY23

Key Developments:

- The company has been awarded a **new program** from an **Indian OEM of PVs and CVs** to supply **differential assemblies** for their **upcoming BEV models**. The program's start of production is in **FY24**.
- We have added a new product, **Spiral Bevel Gear**, to our product portfolio. We are one of the first companies globally to manufacture and commercialize **net-formed spiral bevel gears**, traditionally manufactured by cutting the gear teeth. We will supply the net-formed spiral bevel gears to a global OEM of farm equipment.

Electrification:

- **BEV Revenue Share:** Revenue from Battery EV grew 33% YoY Rs. 294 crores in H1 FY23 and contributed 25% of total revenue against 21% in H1 FY22.
- **EV programs:** we added seven new programs and four new customers in H1 FY23. The number of awarded programs increased to 37 across 23 different customers.

Other development:

- The company is shifting operations of its existing plant in Bhosari, Pune, to a new and larger facility in Chakan, Pune. The new facility, with an area of 10 acres compared to the older plant area of 1.12 acres, will allow us to scale-up capacities to support the execution of a growing order book in the driveline business. There will not be any disruption in the operations or supplies to customers due to this shifting of operations.

**refer to Investor Presentation*

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About Sona BLW Precision Forgings Limited

Sona BLW Precision Forgings Limited (**Sona Comstar**) is one of **the world's** leading automotive technology companies. It was founded in 1995 and has its headquarters in Gurugram, India. Sona Comstar has emerged as a global supplier with nine manufacturing and assembly facilities across India, USA, Mexico and China.

Sona Comstar is primarily engaged in designing, manufacturing and supplying highly engineered, mission-critical automotive systems and components to automotive OEMs. Sona Comstar is a leading supplier to the fast-growing global Electric Vehicle (**EV**) market. The company has strong R&D, engineering and technological capabilities in precision forging, mechanical and electrical systems, as well as base and application software development. It is diversified across geographies, products, vehicle segments and customers.

Sona Comstar is listed on BSE Ltd (**BSE**) (Code: SONACOMS/543300) and the National Stock Exchange of India Ltd. (**NSE**) (Symbol: SONACOMS).

For more information about us, please visit www.sonacomstar.com or contact:



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