



**Investor Presentation
November 2021**

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

Well diversified business across.....

End-user applications

88%
Automotive

12%
Non-automotive

Products

40% 19% 17% 7% 4% 4% 1% 8%
Connecting Rocker Crank Gear Stem Aerospace Integral Others
rods arms shaft shifter comp products crankshaft
assembly

Geographies

65% 35%
India International

Customers

47 + 28 = 71 25
Auto Non-Auto Total Countries

Ready to capture upcoming opportunities with....

17

Facilities

Integrated manufacturing facilities

- › Entire manufacturing process being carried out in-house & supported via concurrent engineering capabilities.
- › Modular and fungible production lines

207

Dedicated team

Strong in-house engineering capabilities

- › High focus on engineering, machine building, automation

Professional management

- › Distinguished board and experienced management team
- › Professional leadership – CEO, CFO & Head of Operations

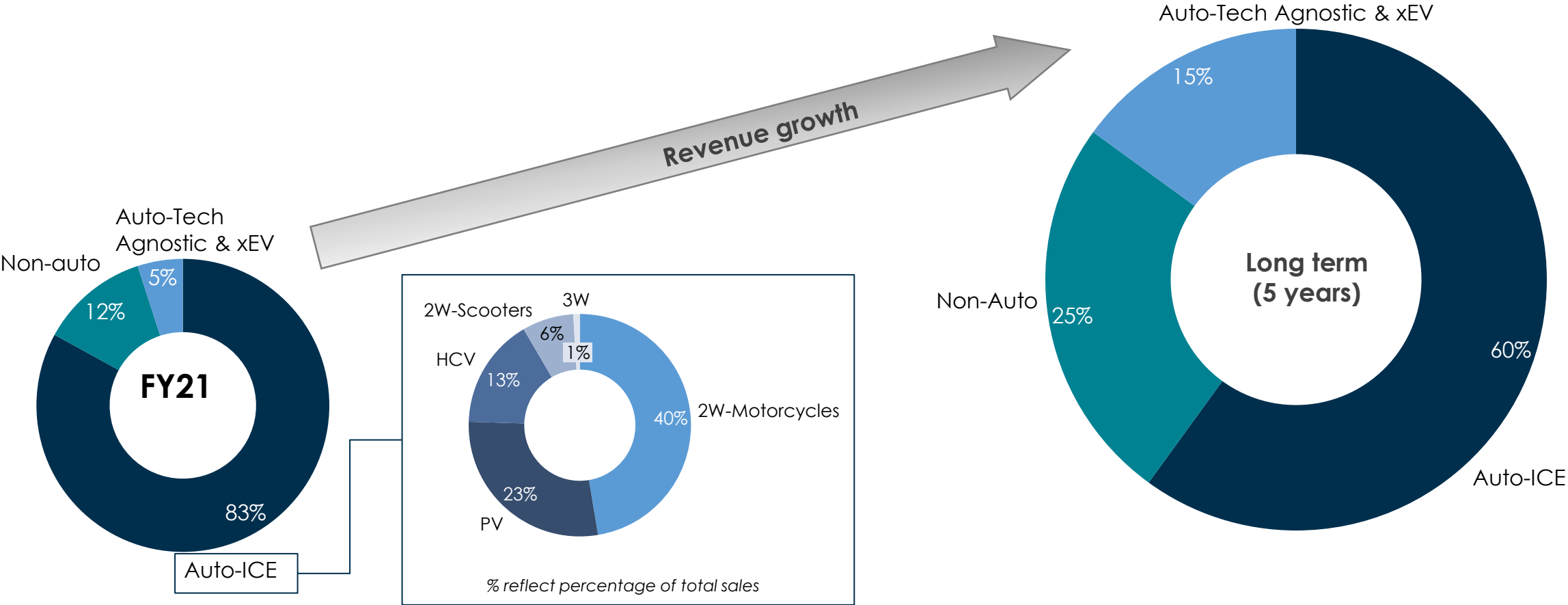
Resilient financial performance & strong profitability

FY21 (Rs. Mln)		H1 FY22 (Rs. Mln)	
15,724	2,952 (18.8%)	9,369	1,732 (18.5%)
Total Revenues	EBITDA	Total Revenues	EBITDA

Sales mix for FY21

Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

Sansera plans to continue to improve its market share, participate in the growing xEV opportunity and diversify into technology agnostic components and non-auto sectors





Mr. B R Preetham
Group CEO

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

"We are thrilled to see such an overwhelming response for our IPO. We thank all the shareholders for reposing their faith in us. We welcome our new shareholders & congratulate every stakeholder of the company i.e. employees, customers, business partners, bankers who made IPO listing successful.

We have reported highest ever quarterly revenue of Rs. 5,418 mln, YoY growth of 25% as against Rs. 4,339 mln of revenue in Q2FY21; with EBITDA margin of 20.1%, Profit after tax of Rs. 518 mln with PAT margin of 9.6%.

H1FY22 revenue stands at Rs. 9,369 mln, YoY growth of 63% as against Rs. 5,757 mln of revenue in H1FY21; with EBITDA margin of 18.5%, Profit after tax of Rs. 706 mln with PAT margin of 7.5%.

At Sansera, we aim to diversify our business to the direction where the industry is moving to. We are expanding our customer base and product portfolio side by side maintaining long standing relationship with our existing clients. We have been recognised with numerous awards by our customers for the quality of our products. We are developing new business by leveraging current capabilities and with capex fungibility. We intend to develop multiple technology driven systems and components to cater to growing opportunities in electrification of vehicles. We are In the process of setting up a dedicated facility for hybrid and electric components at one of our plants in Bangalore and a new plant for Aerospace & Defense. The plants are expected to be commissioned during FY22. In the long-term, the company is targeting an enhanced revenue base with Auto ICE contributing about 60%, Auto-Tech Agnostic & xEV contributing 15% and the remaining 25% being non-auto."



Company Overview

Leading supplier of precision forged and machined components

The critical applications of Sansera's products and stringent quality requirements, act as a strong competitive advantage for the company

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

Connecting Rods

Rs. 11 bn

12%

FY21 – 26
CAGR

Rocker arm

Rs. 5 bn

10%

FY21 – 26
CAGR

Gear shifter forks

Rs. 3 bn

13%

FY21 – 26
CAGR

Crankshaft

Rs. 17 bn

13%

FY21 – 26
CAGR

Stem Comp

Rs. 8 bn

14%

FY21 – 26
CAGR

International market (Connecting Rods)

Light Vehicles



➤ **Top 10** supplier of connecting rods

Commercial Vehicles



Connecting Rods(LV)

289 mn units

3%

FY21 – 26
CAGR

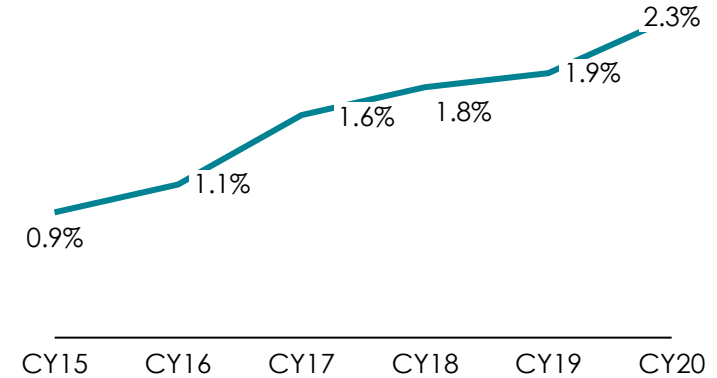
Connecting Rods(CV)

35 mn units

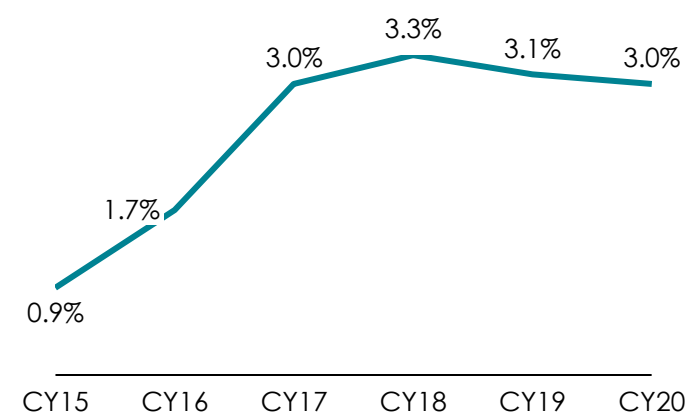
1%

FY21 – 26
CAGR

Sansera's Market Share (LV)



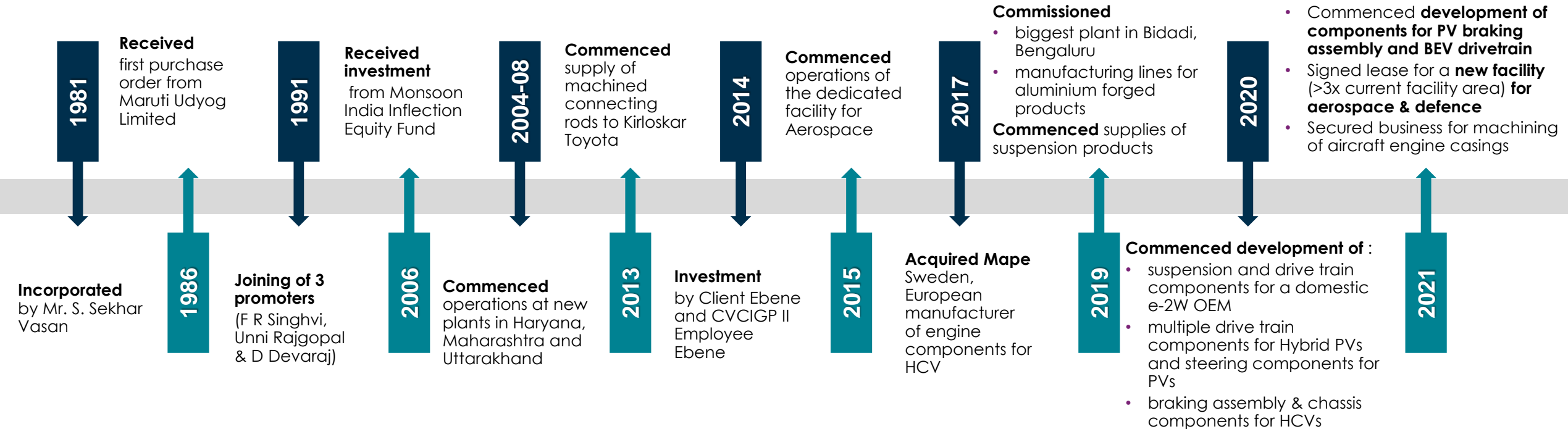
Sansera's Market Share (CV)



Source: Prospectus, Ricardo report, CRISIL report.

















Emphasis on diversification for four decades

Over the decades, adaptation and diversification into wider market has been the key for Sansera's growth



Wide range of product offerings: Auto




















Sansera has a track record of developing complex and critical precision engineered components for the automotive sector over multiple decades. Most 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 CR  Crankshaft  GSF		 Fractured CR  Split CR		 Fractured CR  Split CR  Gear Shifter Fork	
	 Stem Comp (Suspension)  Aluminium forged Comp. (Chassis)  Integral Crankshaft		 Rocker Arm (DLC)  Gear Shifter Fork		 Integral Crankshaft (Braking System)  Cabin Tilt System Comp. (Chassis)	
Sales Mix FY21	Motorcycles 40%		Scooters 10%		24%	
H1FY22	37%		10%		28%	
Key Customers (Indian and Global)	Indian <ul style="list-style-type: none"> › 9 out of Top 10 Two Wheeler OEMs 		Global <ul style="list-style-type: none"> › European, US and Japanese premium Two Wheeler OEMs 		Indian <ul style="list-style-type: none"> › Major Japanese and European PV OEMs 	
	Global <ul style="list-style-type: none"> › Leading North American and European PV OEMs › Global Tier 1 Supplier 		Indian <ul style="list-style-type: none"> › Leading Indian and European OEMs › Global supplier of actuation and motion control systems 		Global <ul style="list-style-type: none"> › Leading European, Japanese and US OEMs › Global suppliers of braking systems 	

Note: The remaining 1% of the auto segment's revenues was contributed by Three-Wheelers in both FY21 and H1FY22

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			Off-road	Agriculture	Others
Product Offerings	<div><div> Speciality Seating</div><div> Aerostructure</div><div> Equipment - Housings</div></div> <div><div> Cargo Systems</div><div> Actuation parts</div><div> Lighting parts</div></div>			<div><div> Fractured</div><div> Split</div><div> Gear Shifter Fork</div></div> <div><div> Crankshaft</div><div> Rocker Arms</div></div>	<div><div> Fractured CR</div><div> Cam Shaft</div></div> <div><div> Pump Barrel</div></div>	<div><div> Fractured CR</div><div> Split CR</div></div> <div><div> Integral Crankshaft (Stationary Engine)</div></div> <div><div> Crankshaft</div><div> Pump Barrel</div></div>
	Sales Mix FY21	4%			4%	3%
H1FY22	3%			4%	3%	2%
Key Customers (Indian and Global)	Indian <ul style="list-style-type: none">› Leading Indian Tier 1 supplier	Global <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 reach and customer base

Within India,
relationship with
9 out of top 10
2 W OEMs

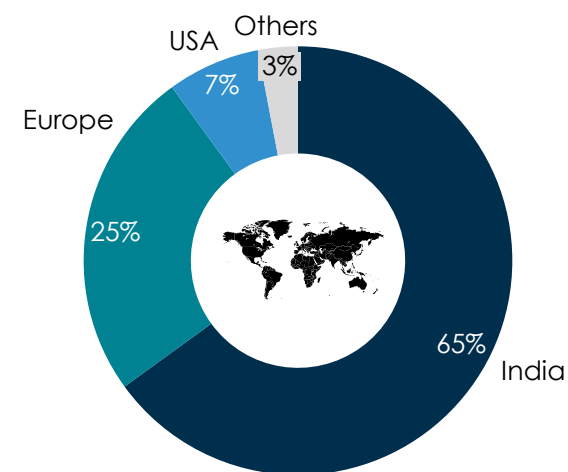
Globally,
relationship with
6 out of top 10
LV OEMs

Globally,
relationship with
3 out of top 10
MHCV OEMs

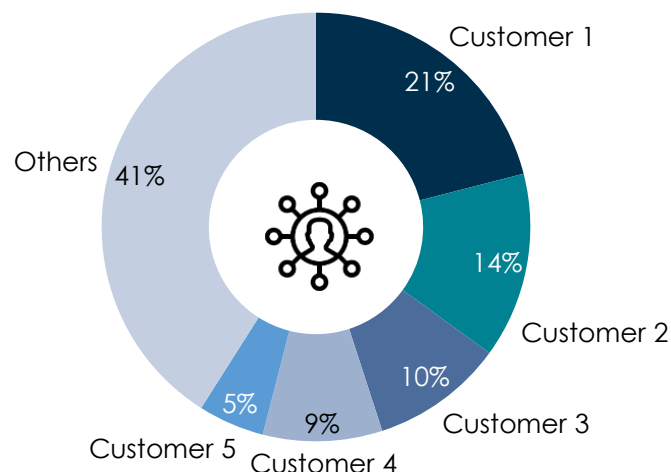
30+ years of
relationship with
the **Leading PV**
OEM in India

Sales Mix (FY21) ⁽¹⁾

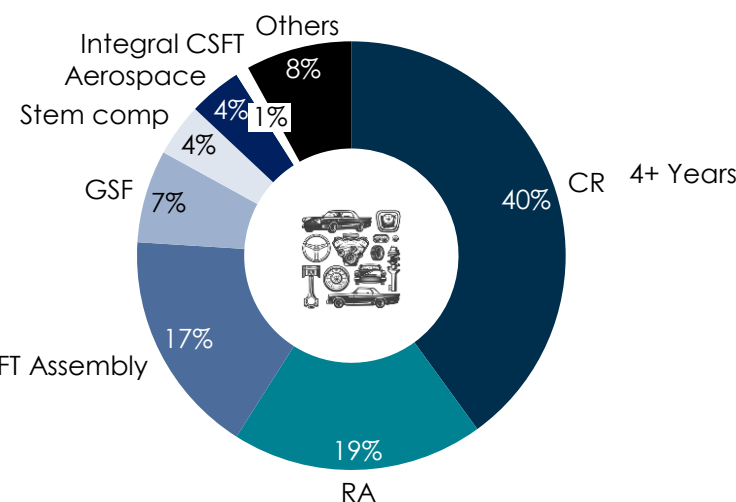
Customer Relationship



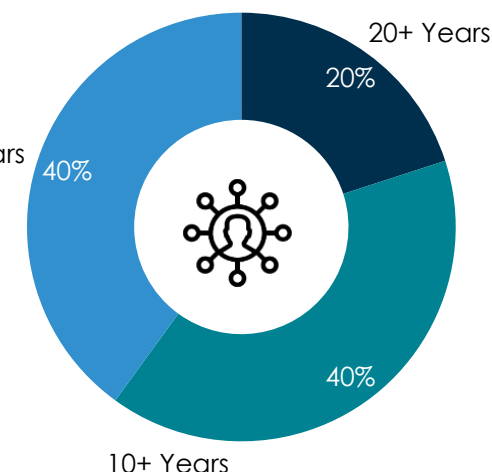
By Geography



By Customer



By Product



Top 20 Customers

Sansera has a wide portfolio of products across 69 product families catering to auto and non-auto customers across 25 countries

Source: Ricardo report, CRISIL report.

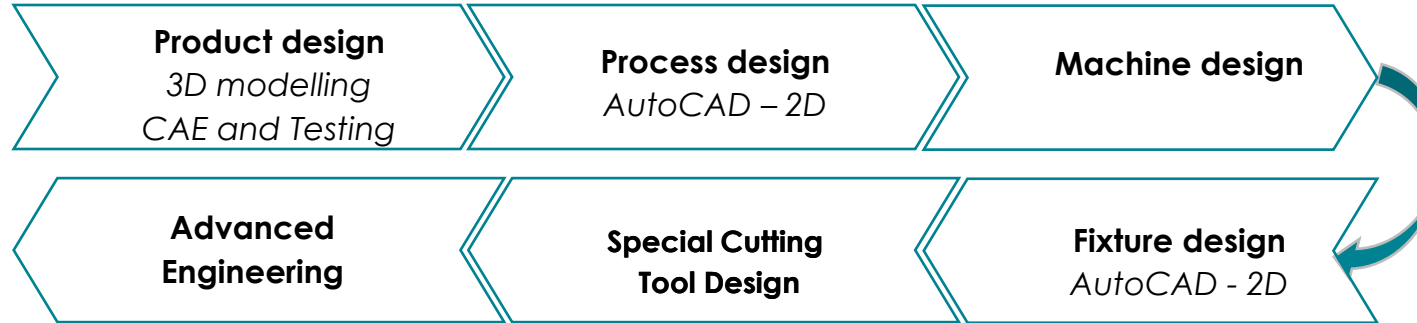
1. Based on sale of products

Strong in-house engineering capabilities (1/2)

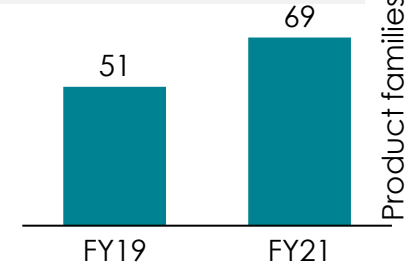
207 personnel working on design, engineering, machine building, automation & technical support functions

1

Concurrent Engineering and Design Capabilities

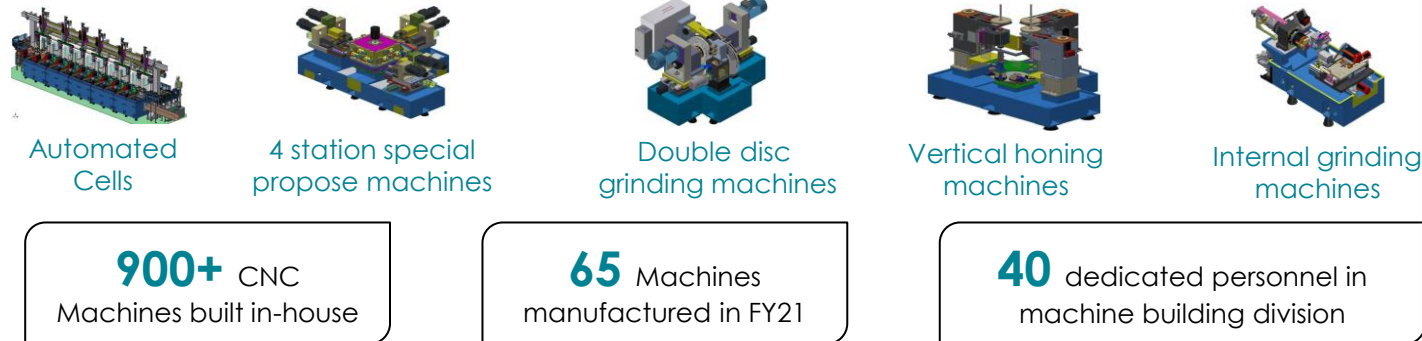


- › Optimized cycle time
- › New product development



2

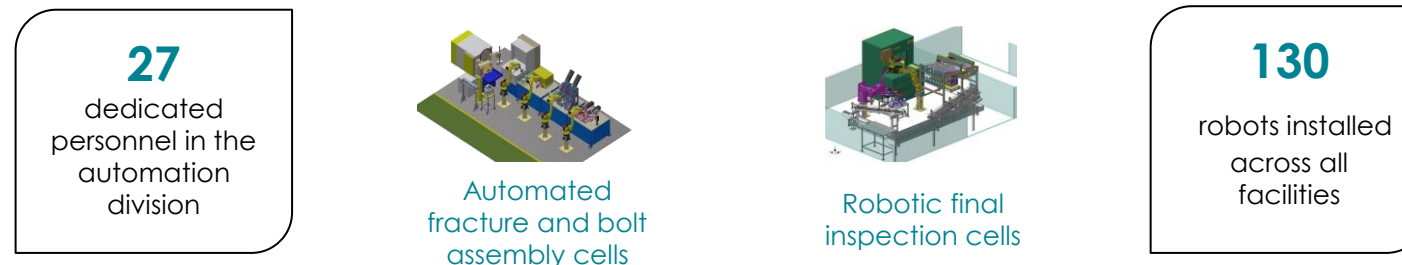
In-house Machine Building Capabilities



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

3

Automation Capabilities

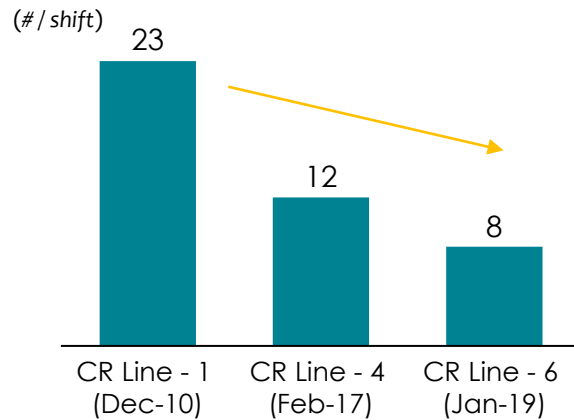


- › Increased productivity
- › Increased cost control
- › Consistent product quality

Improved Productivity, **Increased** Automation, **Reduced** Manpower

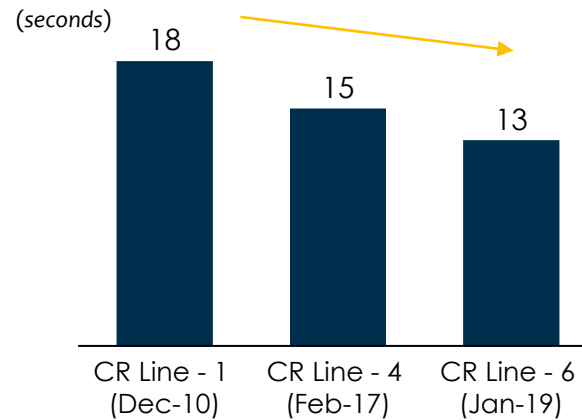
Case Study: Evolution of fractured connecting rod (CR) lines over six generations over 8 years

Manpower / Shift



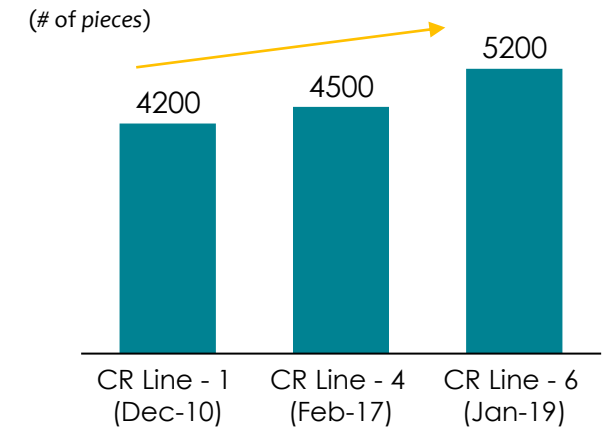
Interchangeable capacity and product mix across all products categories (auto and non-auto) optimising productivity & efficiency

"Takt" Time⁽¹⁾



Designed and built automated gantry lines for suspension component - stem comp

Output per day

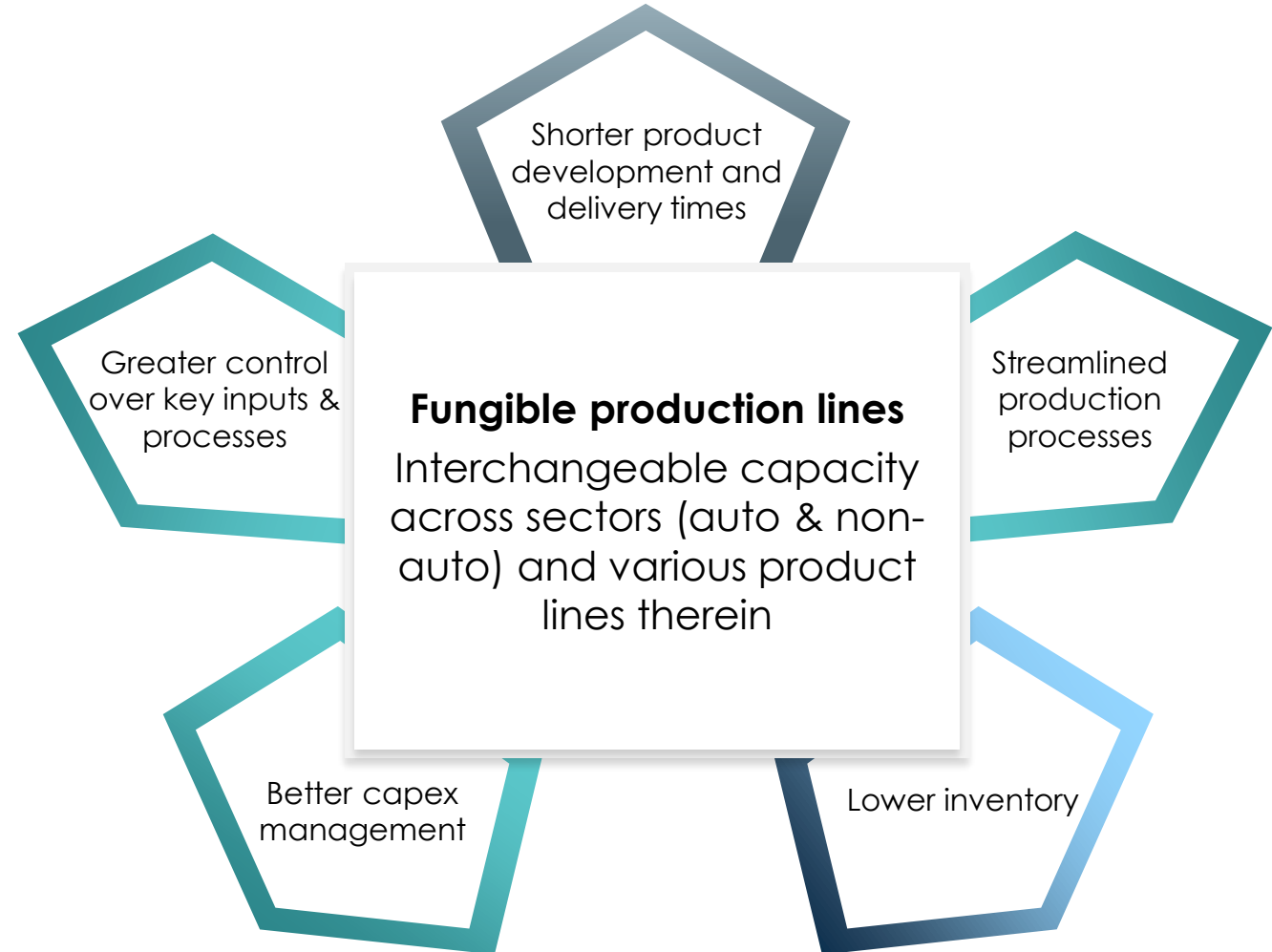
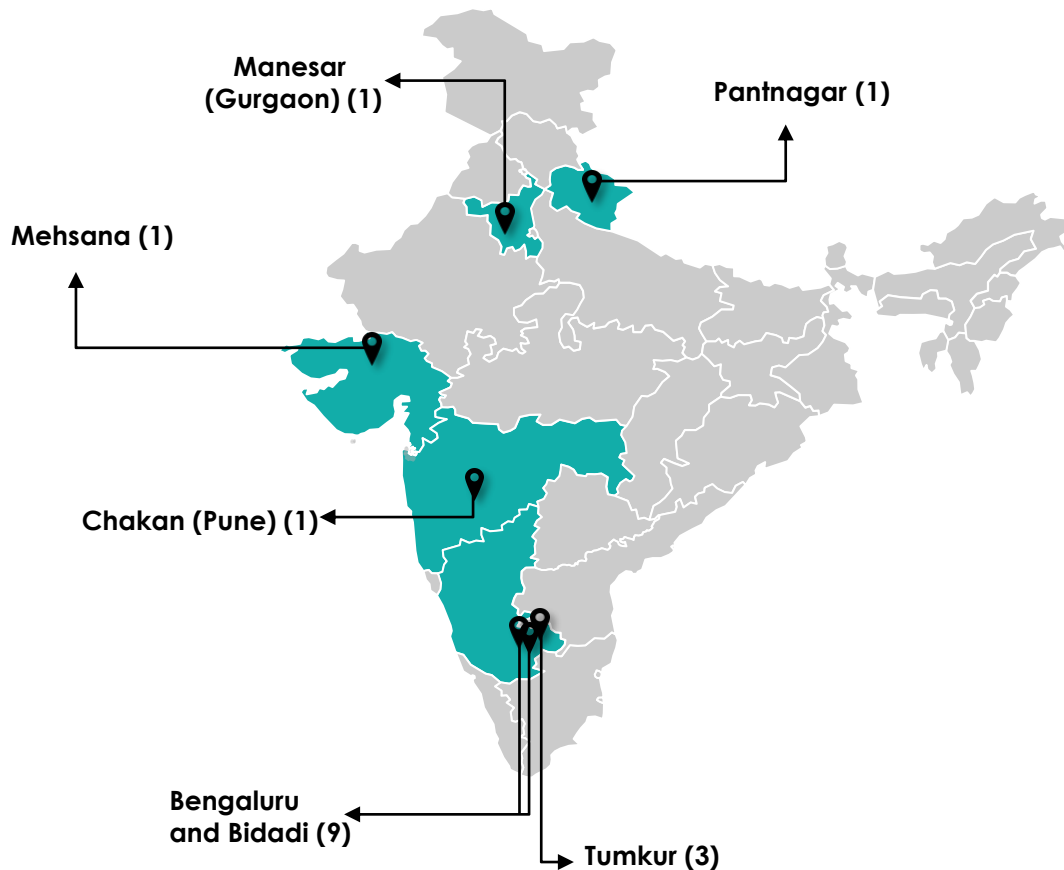


Plan to deploy the automation capabilities across other manufacturing lines

Note: 1. takt time – average time between the start of production of one piece and the start of production of the next piece.

Integrated manufacturing facilities

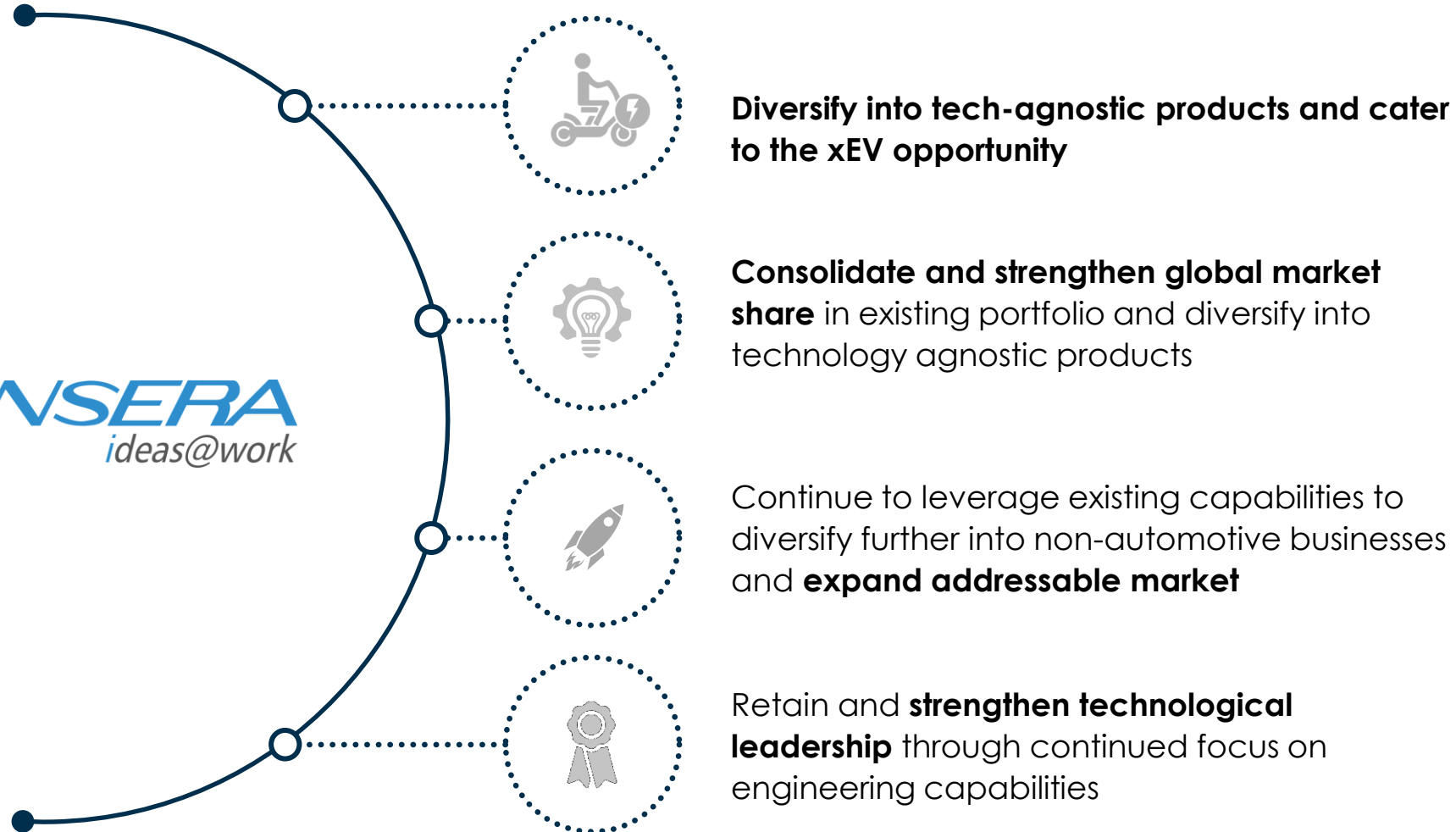
Sansera has 16 plants under operation across India, 1 in Sweden and 1 under construction in India
All its facilities are located in close proximity to the client production facilities





Way Forward

Clear path to accelerate growth



Diversify into tech-agnostic products and cater to the xEV opportunity

Technologically agnostic and EV / Hybrid components developed / under development for each segment

2W / e-2W



Drive Train Components



Suspension Components

- › Lol from a leading electric 2W OEM in FY21
- › Expected to commence supplies during FY22

PV / Hybrid / B-EV



Steering parts



Drive Train Components



Braking System Components

- › Supply of steering components started from Jun-21
- › Supply of drivetrain components for Hybrid EVs to start in FY23
- › Supply of braking assembly components to start in FY23

CV



Chassis Components (Cabin Tilt System)



Braking System Components

- › Developing proto samples for a leading global BEV OEM
- › Supply of cabin tilt system components started in FY21
- › Supply of braking system components to start from FY22

Sansera is in the process of setting up a dedicated facility for hybrid and electric components at one of our plants in Bangalore. The plant is expected to be commissioned during FY22

Leverage existing capabilities to diversify into non-automotive businesses & expand addressable market



- › Supply of machined engine casings to Aerospace segment to start from FY22
- › Supply of suspension components for off-road segment to start in FY22
- › Supply of common rail systems for agriculture to start in FY23

	Key Initiatives
Aerospace / Defence	<ul style="list-style-type: none">› Dedicated facility for aerospace & defence under construction in Bengaluru› Secured orders from defence sector for applications in radar system and space telescope
Bicycles	<ul style="list-style-type: none">› Secured order for supply of premium Bicycle parts from North American customer› High potential in this growing market for forged (Aluminium, Steel) and machined parts
Other sectors	<ul style="list-style-type: none">› Developed multiple components including CR for industrial engines & construction equipment› Developed precision components for power transmission & railways segment› Supply power tool components used in residential & industrial sectors

Sansera focuses on providing high value-added and technology-driven components to capture shifts in customer preferences as well as evolving regulatory requirements, such as heightened emissions control standards. Further, this would increase opportunities for us to become a preferred supplier to our customers and consolidate our position

Leveraging engineering know-how in product design



Multiple Drive Train Components



Hybrid and BEV Transmission Systems



Business from Global Japanese OEM



Aluminium Forged



Intricately shaped components for ICE and Electric 2W



GSF with Moly Coating



Finger Followers with diamond like coating



For Multiple Global OEMs



PVs

Continued focus to enhance engineering capabilities



Commissioned Aluminium Forging Lines

- ✓ Capitalise on growing demand for light-weight and environmentally friendly components



Five-axis Machining Capabilities

- ✓ For machining large structural components for aerospace



Fatigue Testing Machine

- ✓ Enhance product reliability, durability and performance

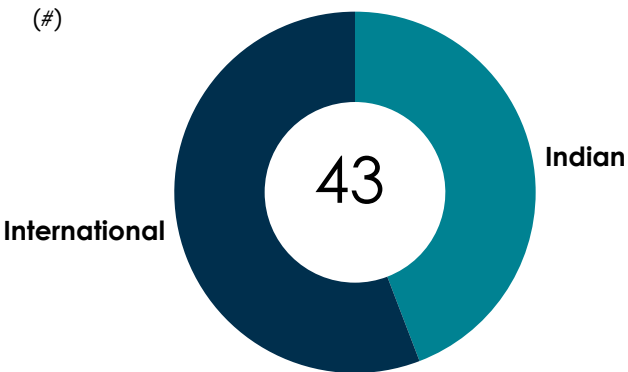
Strong and diverse business pipeline for future growth

213 LOIs/Purchase Orders from 43 customers in the auto and 25 customers in the non-auto sector

Strong pipeline...

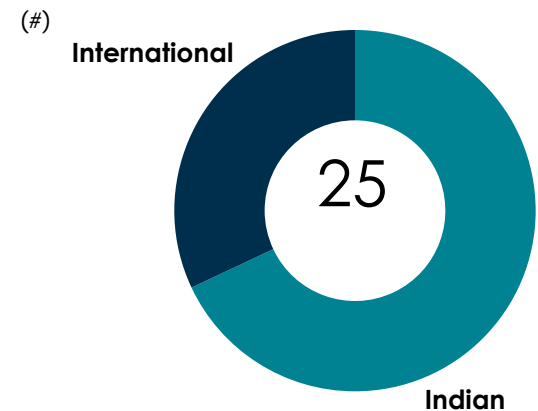
Automotive customers

(#)

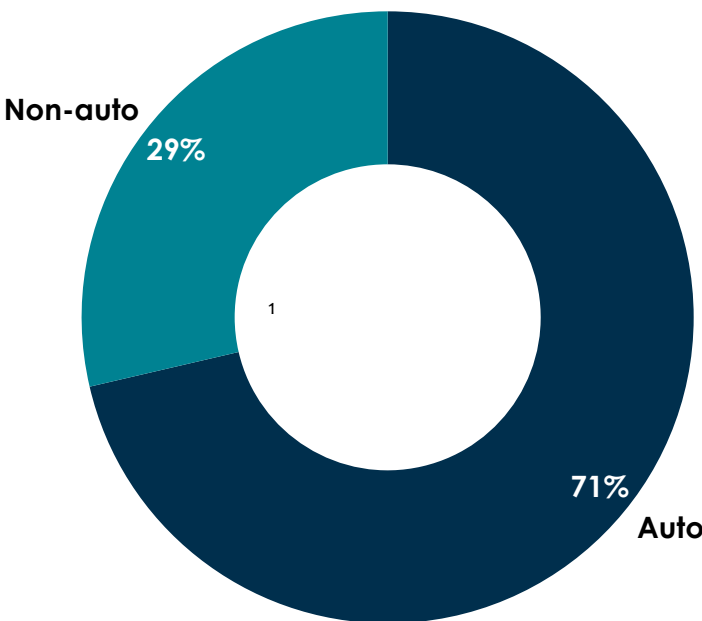


Non – automotive customers

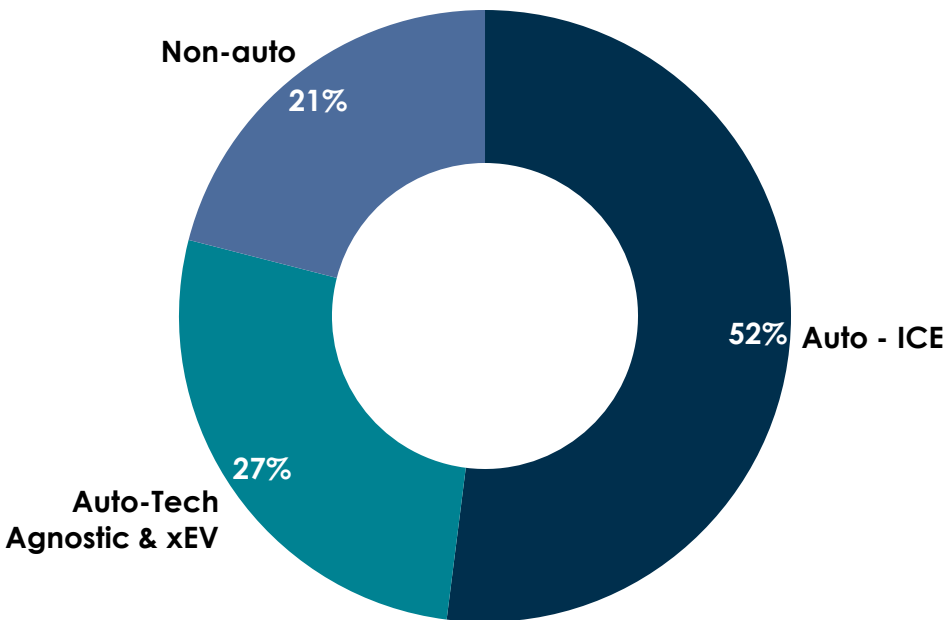
(#)



...with 213 LOIs/Purchase Orders



...and peak annual revenue of Rs. 12.5 Bn



Represents LOIs / POs as of 30-Sep-2021 for which production has started beyond 1-Apr-2020 or is yet to start.

Key order wins as part of recent business diversification efforts

Sector	Auto xEV	Auto Tech Agnostic
2W	Suspension & drivetrain parts for new age e2W scooter OEM	Aluminium forged components for leading European 2W OEM
	Drivetrain parts for e2W for European OEM	Suspension components for leading Japanese Tier 1 supplier
	Rotor parts for new age e2W motorcycle OEM	
PV	Drivetrain components for Hybrid PV for Japanese OEM	Braking system components for leading Indian PV OEM
	Powertrain components for Hybrid PV European OEM	Chassis components for Japanese PV OEM
		Steering system components for Indian Tier 1 supplier
CV	Drivetrain component for leading BEV OEM	Wheel-hub for European OEM
		Cabin tilt system components for Indian Tier 1 supplier
		Braking system components for global Tier 1 suppliers

Sector	Non-Auto
Aerospace	Machined Engine casings for Indian Tier 1 supplier
Defence	Components for Radar systems and space telescope applications
Agriculture	Common-rail for leading Japanese Tier 1 supplier
Bicycles	Steel cranks for leading global Tier 1 supplier
Industrial	Components for stationary engines for multiple global OEMs

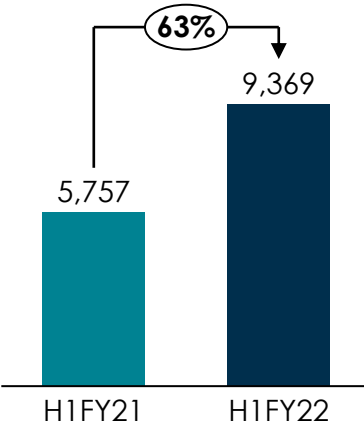


Financial Highlights

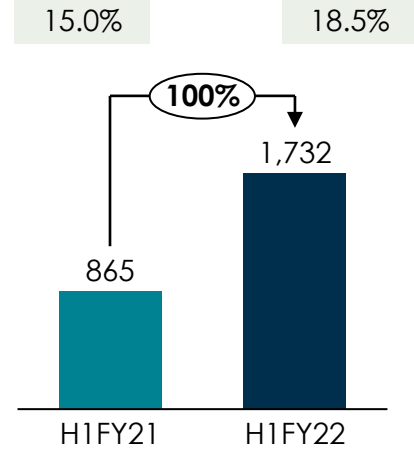
Performance Highlights – Q2 & H1FY22

Rs in Mln

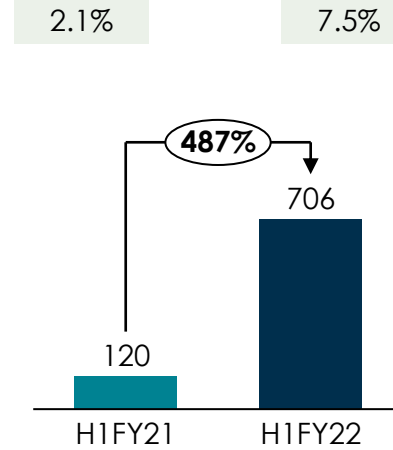
Total Revenues



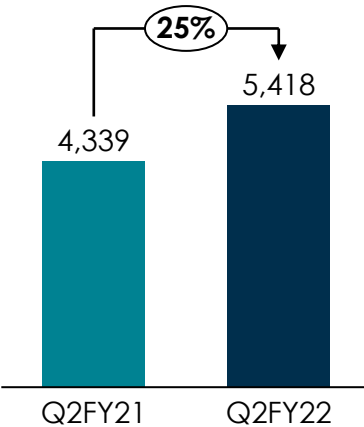
EBITDA



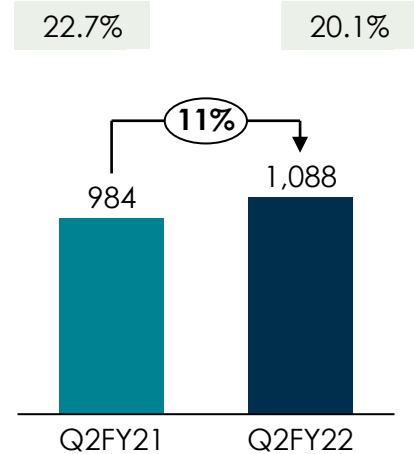
PAT



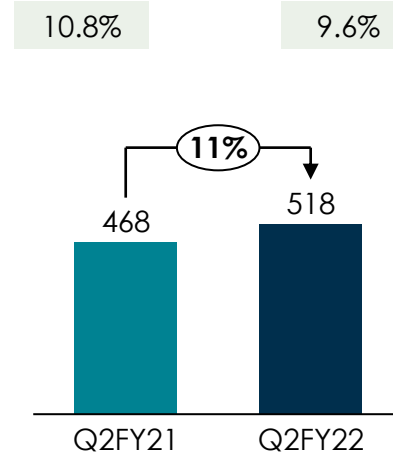
Total Revenues



EBITDA



PAT



Rs in Mln

H1 FY22 – Consolidated Profit & Loss Account

Particulars (Rs. in Mln)	Q2FY22	Q2FY21	YoY	Q1FY22	QoQ	H1FY22	H1FY21	YoY
Total Revenue	5,418.2	4,339.4	25%	3,951.0	37.1%	9,369.2	5,757.4	63%
Cost of goods sold (incl power & fuel cost)	3,170.0	2,477.0		2,279.9		5,449.9	3,397.2	
Gross Profit	2,248.2	1,862.4	21%	1,671.1	34.5%	3,919.3	2,360.3	66%
Gross Profit Margin	41.5%	42.9%		42.3%		41.8%	41.0%	
Employee benefit expenses	675.2	533.1		634.5		1,309.8	975.8	
Other Expenses	485.4	345.6		392.1		877.5	519.7	
EBITDA	1,087.5	983.7	11%	644.5	68.7%	1,732.0	864.7	100%
EBITDA Margin	20.1%	22.7%		16.3%		18.5%	15.0%	
Depreciation and amortisation expense	287.7	235.1		275.3		563.0	480.4	
EBIT	799.9	748.6	7%	369.2	116.6%	1,169.1	384.3	204%
EBIT Margin	14.8%	17.3%		9.3%		12.5%	6.7%	
Finance Cost	112.7	122.9		116.3		228.9	223.6	
Profit before Tax	687.2	625.7	10%	252.9	172%	940.1	160.7	485%
Tax	169.6	157.5		64.3		233.8	40.4	
Profit After Tax	517.6	468.2	11%	188.7	174%	706.3	120.3	487%
Profit After Tax Margin	9.6%	10.8%		4.8%		7.5%	2.1%	
EPS – Basic (Rs.)	9.94	8.97		3.63		13.58	2.37	
EPS – Diluted (Rs.)	9.55	8.77		3.49		13.03	2.32	

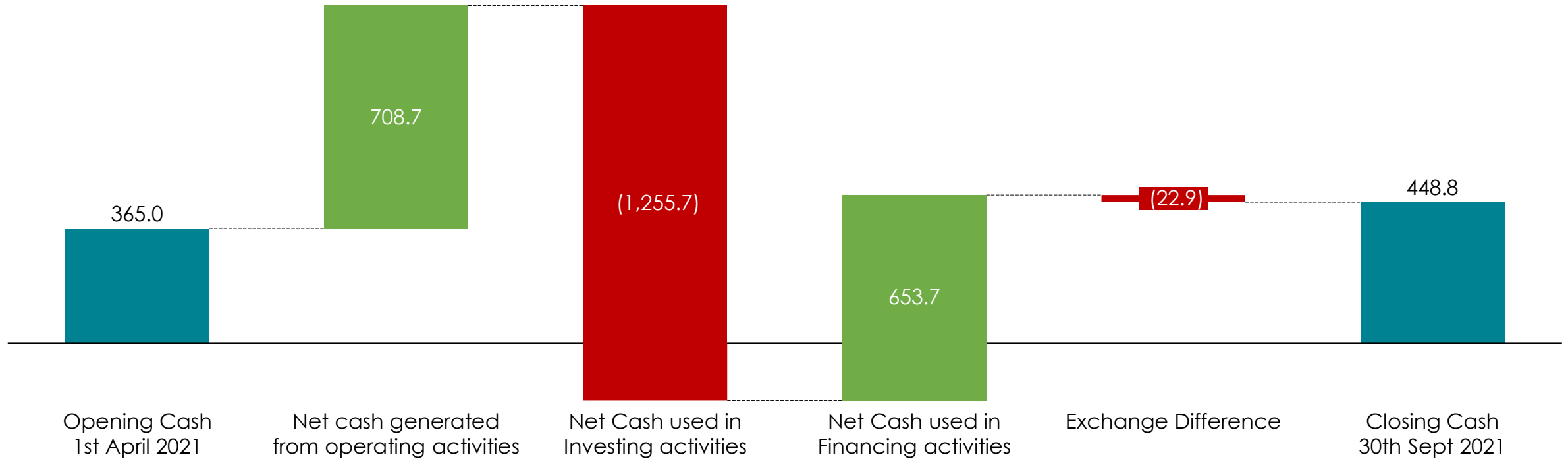
H1 FY22 – Consolidated Balance Sheet

Assets (in Rs. Mln)	Sep-21	Mar-21
Non - Current Assets	13,272.4	12,461.6
Property Plant & Equipments	10,109.1	10,000.1
CWIP	1,186.9	604.2
Goodwill	359.9	358.4
Other Intangible assets	18.3	19.2
Right of use asset	1,016.3	892.4
Financial Assets		
i) Investments	36.9	36.9
ii) Other Financial Assets	280.0	298.6
Tax assets for current taxes (net)	27.2	27.1
Other Non Current Assets	238.0	224.7
Current Assets	8,099.8	6,827.3
Inventories	3,176.6	2,485.7
Financial Assets		
(i) Investments	6.0	5.6
(ii) Trade receivables	3,517.6	3,129.8
(iii) Cash and cash equivalents	448.8	365.0
(iv) Bank balances other than cash and cash equivalents	313.9	286.4
(v) Other Financial Assets	169.8	222.8
Other Current Assets	467.2	331.9
Total Assets	21,372.3	19,288.8

Equity & Liabilities (in Rs. Mln)	Sep-21	Mar-21
Total Equity	9,589.7	8,887.4
Share Capital	102.8	93.9
Instruments entirely equity in nature	-	105.0
Other Equity	9,373.4	8,583.6
Total equity attributable to owners of the company	9,476.1	8,782.4
Non Controlling Interest	113.6	105.0
Non-Current Liabilities	3,883.9	3,923.8
Financial Liabilities		
(i) Non-current borrowings	1,682.0	1,876.5
(ii) Lease liabilities	929.5	810.3
Non-current provisions	164.1	151.8
Deferred Tax Liabilities	594.4	618.0
Other Non Current Liabilities	513.9	467.2
Current Liabilities	7,898.7	6,477.7
Financial Liabilities		
(i) Current borrowings	4,712.9	3,606.0
(ii) Lease liabilities	126.4	110.9
(iii) Trade payables	2,605.5	2,270.5
(iv) Other financial liabilities	91.3	183.0
Other Current Liabilities	213.4	207.6
Current Provisions	101.8	99.1
Current tax liabilities (net)	47.4	0.6
Total Equity & Liabilities	21,372.3	19,288.8

Consolidated Cash Flow Bridge

Rs in Mln

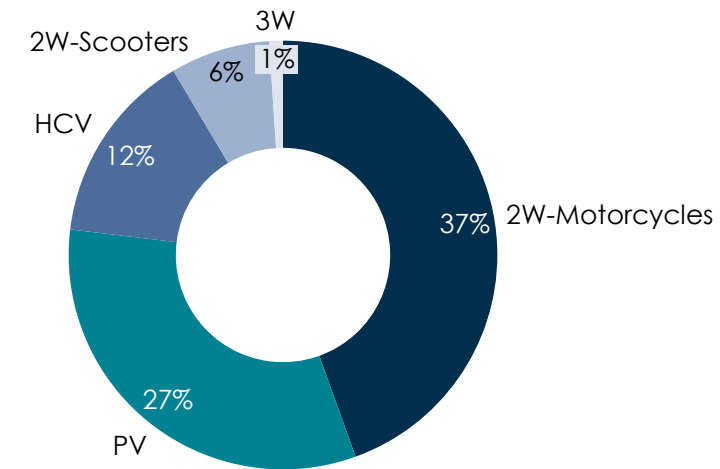


EBIDTA	1,732.0	Capex	(1,238.3)	Net Borrowings	920.8
Δ Working capital	(845.5)	Others	(17.4)	Finance cost & Lease payout	(267.2)
Tax paid	(202.0)				
Others	24.1				

Sales Mix – Q2 & H1FY22

Sales mix (%)	Q2FY22	Q2FY21	H1FY22	H1FY21
<u>By End-Use Segments</u>				
Auto – ICE	82%	83%	83%	83%
Auto-Tech Agnostic & xEV	7%	6%	6%	6%
Non-Auto	11%	11%	11%	11%
TOTAL	100%	100%	100%	100%
<u>By Geographies</u>				
India	64%	69%	62%	66%
Europe	22%	22%	24%	24%
USA	11%	6%	11%	7%
Other Foreign Countries	3%	3%	3%	3%
International	36%	31%	38%	34%
TOTAL	100%	100%	100%	100%

H1FY22 – Auto – ICE breakdown



% reflect percentage of total sales



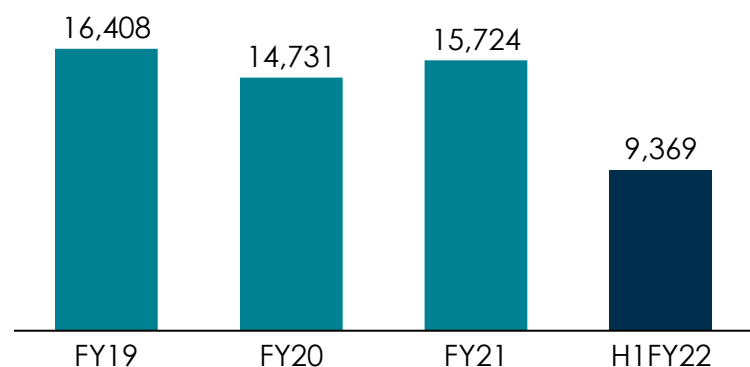
Historical Performance

Historical Performance Highlights

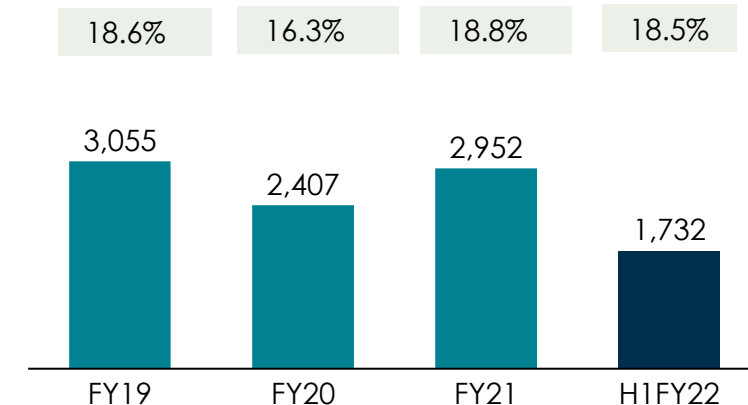
Rs in Mln

Margins

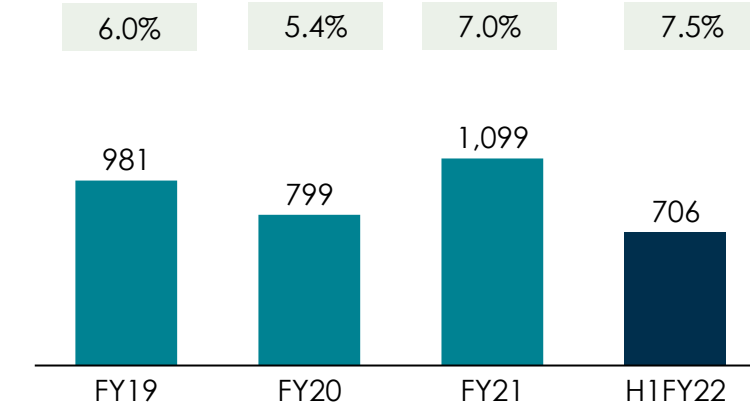
Total Revenues



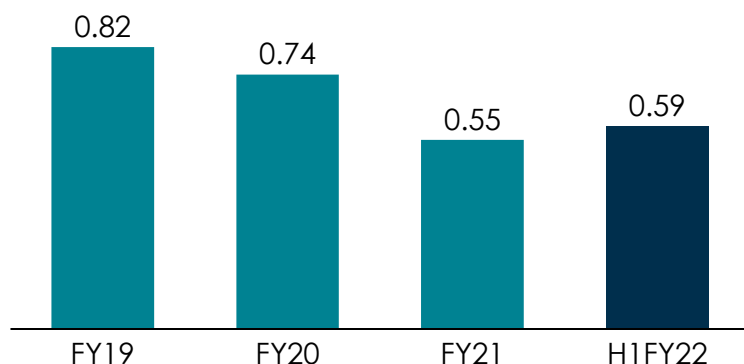
EBITDA



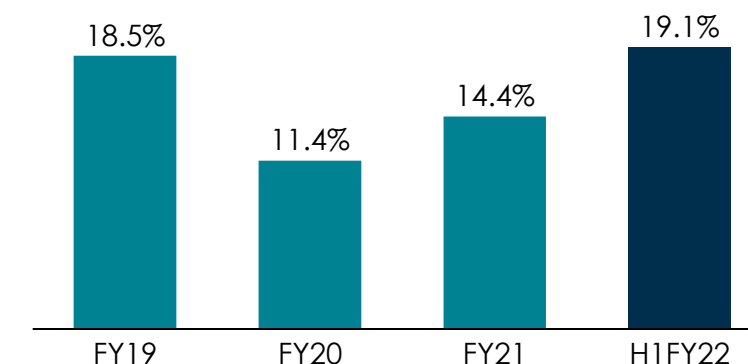
PAT



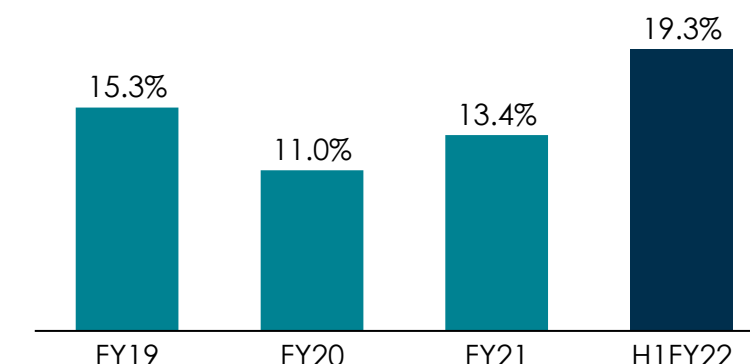
Net Debt / Equity



ROCE(%)



ROE(%)



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

ROE : TTM PAT / Average Opening & Closing Network

Restated Consolidated Statement of Profit and Loss

Particulars (Rs. in Mln)	FY21	FY20	FY19
Total Revenue	15,723.6	14,731.4	16,408.1
Cost of goods sold (incl power & fuel cost)	9,167.2	8,811.1	9,869.4
Gross Profit	6,556.4	5,920.3	6,538.7
Gross Profit Margin	41.7%	40.2%	39.9%
Employee benefit expenses	2,137.5	2,134.2	2,174.1
Other Expenses	1,466.8	1,379.4	1,309.8
EBITDA	2,952.1	2,406.7	3,054.8
EBITDA Margin	18.8%	16.3%	18.6%
Depreciation and amortisation expense	1,016.8	939.0	757.5
EBIT	1,935.4	1,467.7	2,297.2
EBIT Margin	12.3%	10.0%	14.0%
Finance Cost	473.9	580.9	512.8
Exceptional items	-	-	134.9
Profit before Tax	1,461.5	886.8	1,649.5
Tax	362.8	87.7	668.9
Profit After Tax	1,098.6	799.1	980.6
Profit After Tax Margin	7.0%	5.4%	6.0%
EPS – Basic (Rs.)	21.02	15.63	18.73
EPS – Diluted (Rs.)	20.55	15.28	18.31

Restated Consolidated Balance Sheet

Assets (in Rs. Mln)	Mar-21	Mar-20	Mar-19
Non - Current Assets	12,461.6	11,899.8	11,213.7
Property Plant & Equipments	10,000.1	9,421.3	8,890.7
CWIP	604.2	683.4	488.6
Goodwill	358.4	323.6	324.2
Other Intangible assets	19.2	25.7	32.5
Right of use asset	892.4	873.0	896.6
Financial Assets			
i) Investments	36.9	36.9	-
ii) Loans	-	267.1	257.3
iii) Other Financial Assets	298.6	34.8	34.2
Tax assets for current taxes (net)	27.1	29.3	62.5
Other Non-Current Assets	224.7	204.7	227.0
Current Assets	6,827.3	6,382.6	6,241.2
Inventories	2,485.7	2,389.2	2,434.6
Financial Assets			
(i) Investments	5.6	3.5	5.3
(ii) Trade receivables	3,129.8	2,591.2	2,712.4
(iii) Cash and cash equivalents	365.0	600.1	239.3
(iv) Bank balances other than cash and cash equivalents	286.4	116.4	76.7
(v) Other Financial Assets	222.8	236.5	256.5
Other Current Assets	331.9	445.7	516.4
Total Assets	19,288.8	18,282.4	17,454.8

Equity & Liabilities (in Rs. Mln)	Mar-21	Mar-20	Mar-19
Total Equity	8,887.4	7,768.6	6,945.2
Share Capital	93.9	93.9	93.9
Instruments entirely equity in nature	105.0	105.0	105.0
Other Equity	8,583.6	7,482.9	6,655.0
Total equity attributable to owners of the company	8,782.4	7,681.8	6,853.8
Non-Controlling Interest	105.0	86.8	91.4
Non-Current Liabilities	3,923.8	3,622.9	4,226.6
Financial Liabilities			
(i) Non-current borrowings	1,876.5	1,718.3	2,133.8
(ii) Lease liabilities	810.3	788.6	805.7
(iii) Other Financial Liabilities	-	11.0	76.9
Non-current provisions	151.8	126.9	85.8
Deferred Tax Liabilities	618.0	552.3	703.0
Other Non Current Liabilities	467.2	425.9	421.3
Current Liabilities	6,477.7	6,890.9	6,283.1
Financial Liabilities			
(i) Current borrowings	2,552.3	3,554.1	3,043.1
(ii) Lease liabilities	110.9	96.9	86.5
(iii) Trade payables	2,270.5	1,729.0	1,865.6
(iv) Other financial liabilities	1,236.7	1,218.3	1,002.4
Other Current Liabilities	207.6	164.5	137.6
Current Provisions	99.1	98.5	65.4
Current tax liabilities (net)	0.6	29.5	82.5
Total Equity & Liabilities	19,288.8	18,282.4	17,454.8

Restated Consolidated Cash Flow Statement

Particulars (in Rs. Mln)	FY21	FY20	FY19
Net Profit Before Tax	1,461.5	886.8	1,649.5
Adjustments to reconcile profit before tax to net cash flows:	1,375.4	1,522.7	1,266.6
Operating profit before working capital changes	2,836.9	2,409.4	2,916.1
Changes in working capital	54.1	257.6	(316.6)
Cash generated from Operations	2,891.0	2,667.0	2,599.5
Income taxes paid, net	(330.6)	(254.9)	(415.0)
Net Cash from Operating Activities	2,560.4	2,412.1	2,184.5
Net cash used in investing activities	(1,394.7)	(1,770.9)	(2,376.1)
Net cash (used in)/generated from financing activities	(1,392.0)	(289.2)	144.7
Net Decrease in Cash and Cash equivalents	(226.3)	352.0	(48.1)
Add: Cash & Cash equivalents at the beginning of the year	600.1	239.3	343.4
Effect of exchange differences on translation of foreign currency cash and cash equivalents	(8.8)	8.8	(56.0)
Cash & Cash equivalents at the end of the year	365.0	600.1	240.6

Term	Description
2W	2 Wheelers
3W	3 Wheelers
BEV	Battery electric vehicle
CAGR	Compounded Annual Growth Rate
CNC	Computer Numerical Control
CR	Connecting Rods
EV	Electric vehicles
ICE	Internal Combustion Engine
LoI	Letter of Intent
M&HCV	Medium and heavy commercial vehicles
OEM	Original equipment manufacturer
PAT	Profit after tax
PV	Passenger vehicle
RA	Rocker Arms



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

- › **29+ years of experience** and has oversight across all areas of business including developing and maintaining relationships with suppliers
- › Bachelor of Engineering from Bangalore University



Satish Kumar
Head Business Development

- › **34+ years of experience** in Operations, Business Development. **23+ years at Sansera**
- › Bachelor of Engineering from Bangalore University



P R Suresh
Head Corp. Training & Quality system

- › **28+ 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



Vikas Goel
CFO

- › **29+ 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



Vidyadhar Janginamath
Head Engineering Design

- › **28+ years of experience, 14+ years at Sansera**
- › Responsible for the engineering department
- › Bachelor of engineering from Karnataka University



Rakesh S B
Head Aerospace Division

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



Praveen Chauhan
Vice President (Group Operations)

- › **35+ years of experience, ~17 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

- › **22+ years of experience** in the legal and secretarial field, **3+ years at Sansera**
- › Bachelor of law and MBA from Barkatullah University, Bhopal, Member of ICSI

Distinguished Board of Directors



S Sekhar Vasan
Chairman and Managing Director

- › **39 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

- › **39+ 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



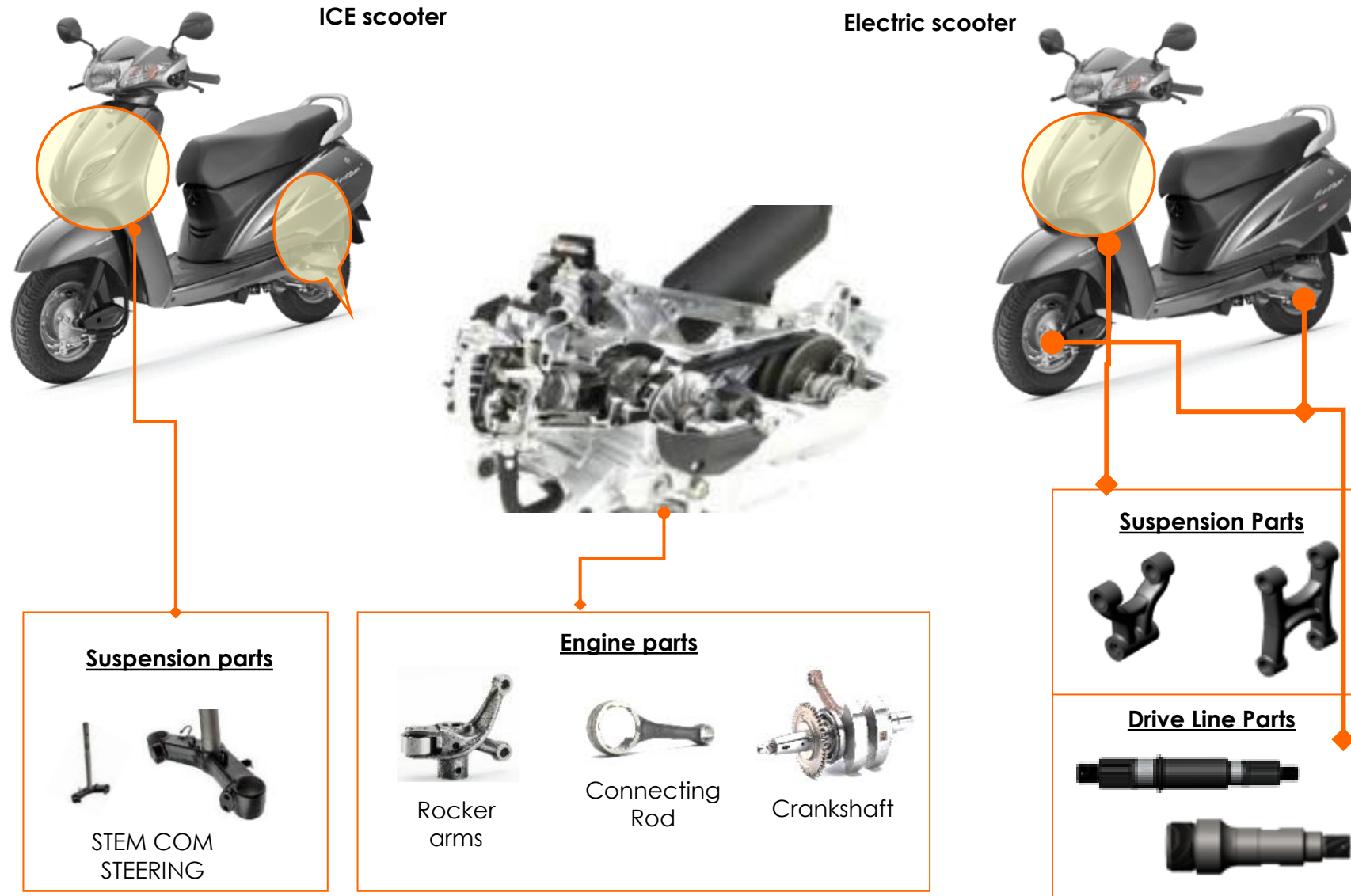
Revathy Ashok
Non-Executive, Independent Director

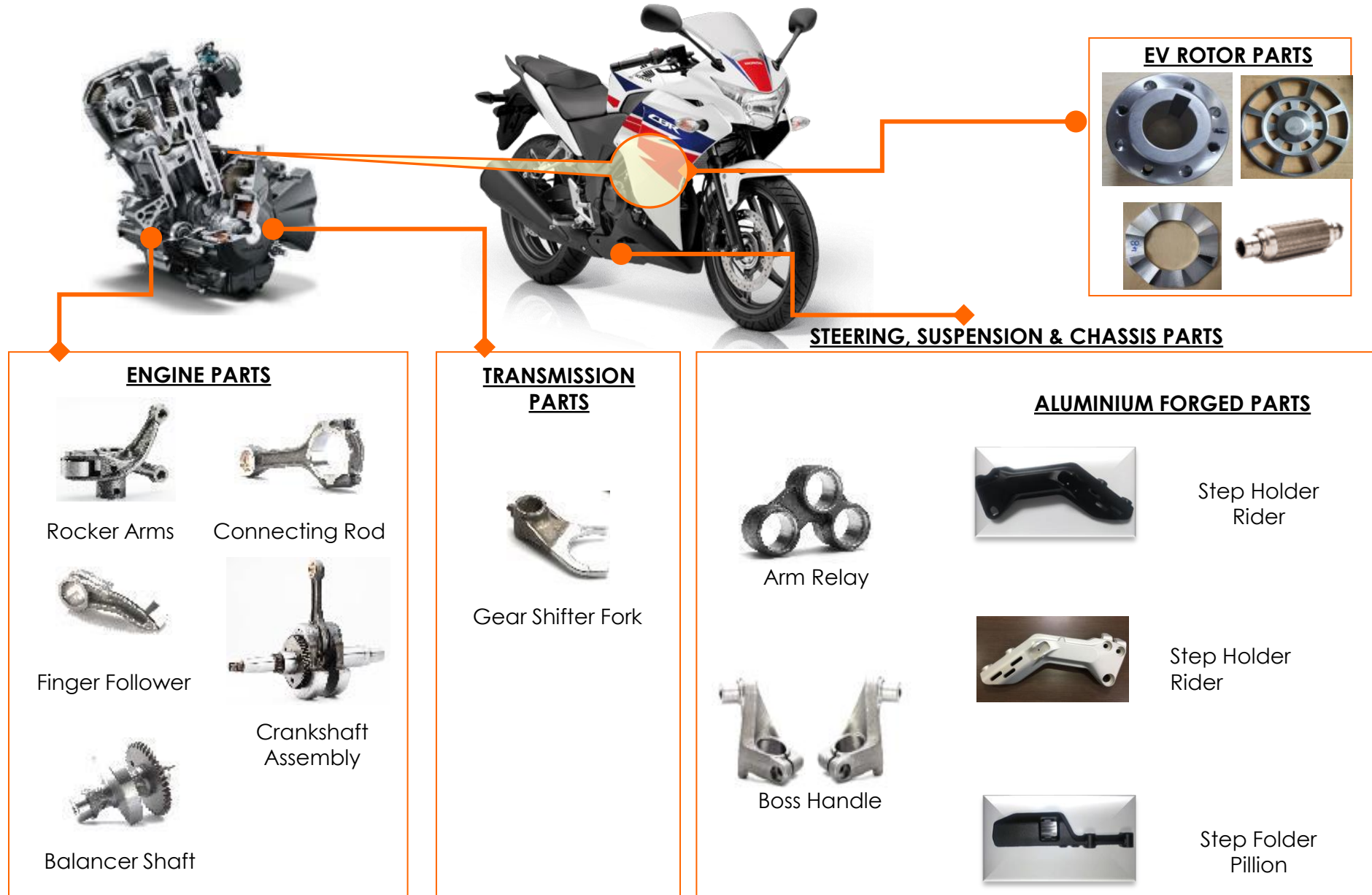
- › Previously with Tishman Speyer & CFO of Syntel
- › Awarded '**Faculty medal for Best Performance**' – **Habitat & Environmental Studies**
- › PGDM from IIM Bengaluru

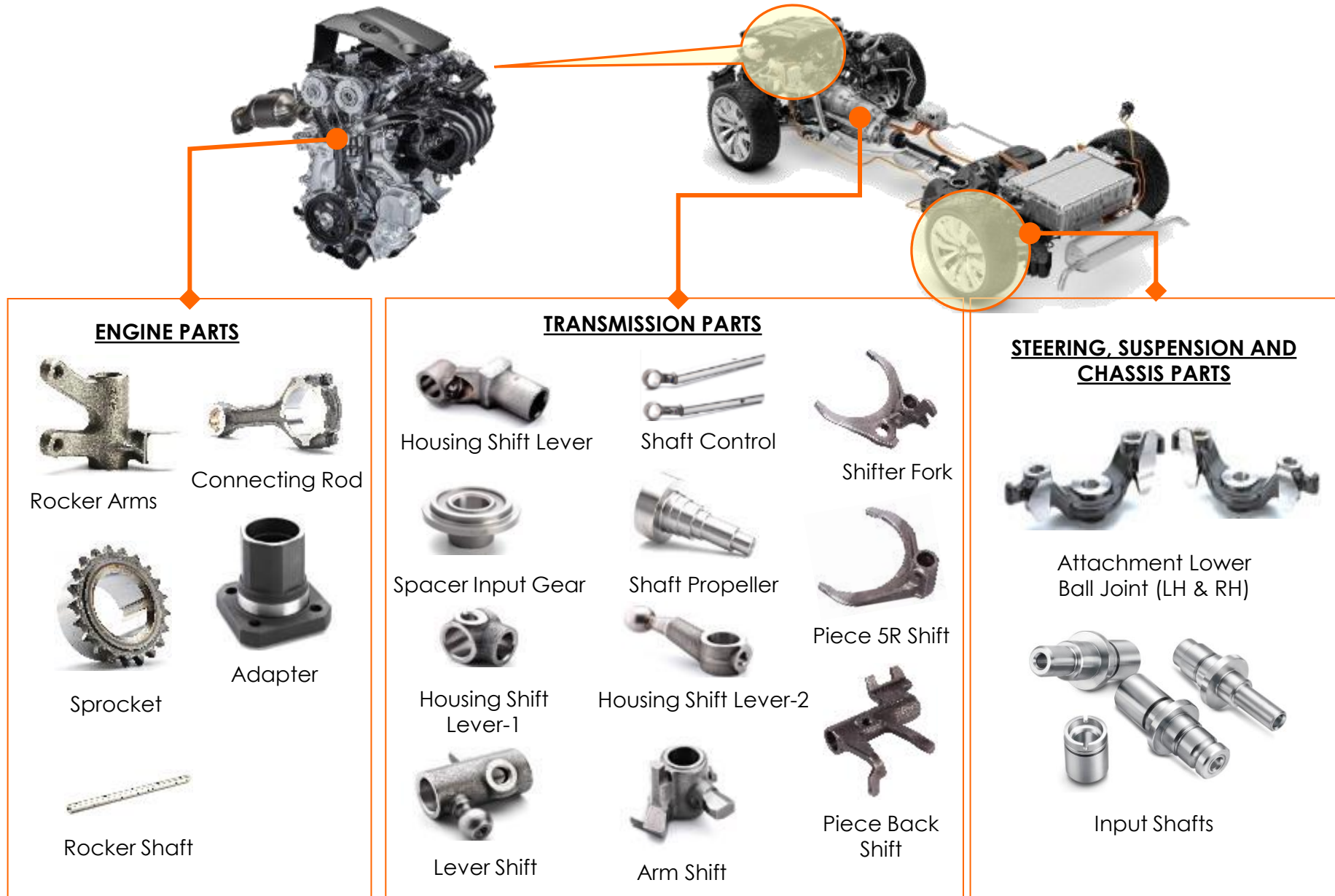


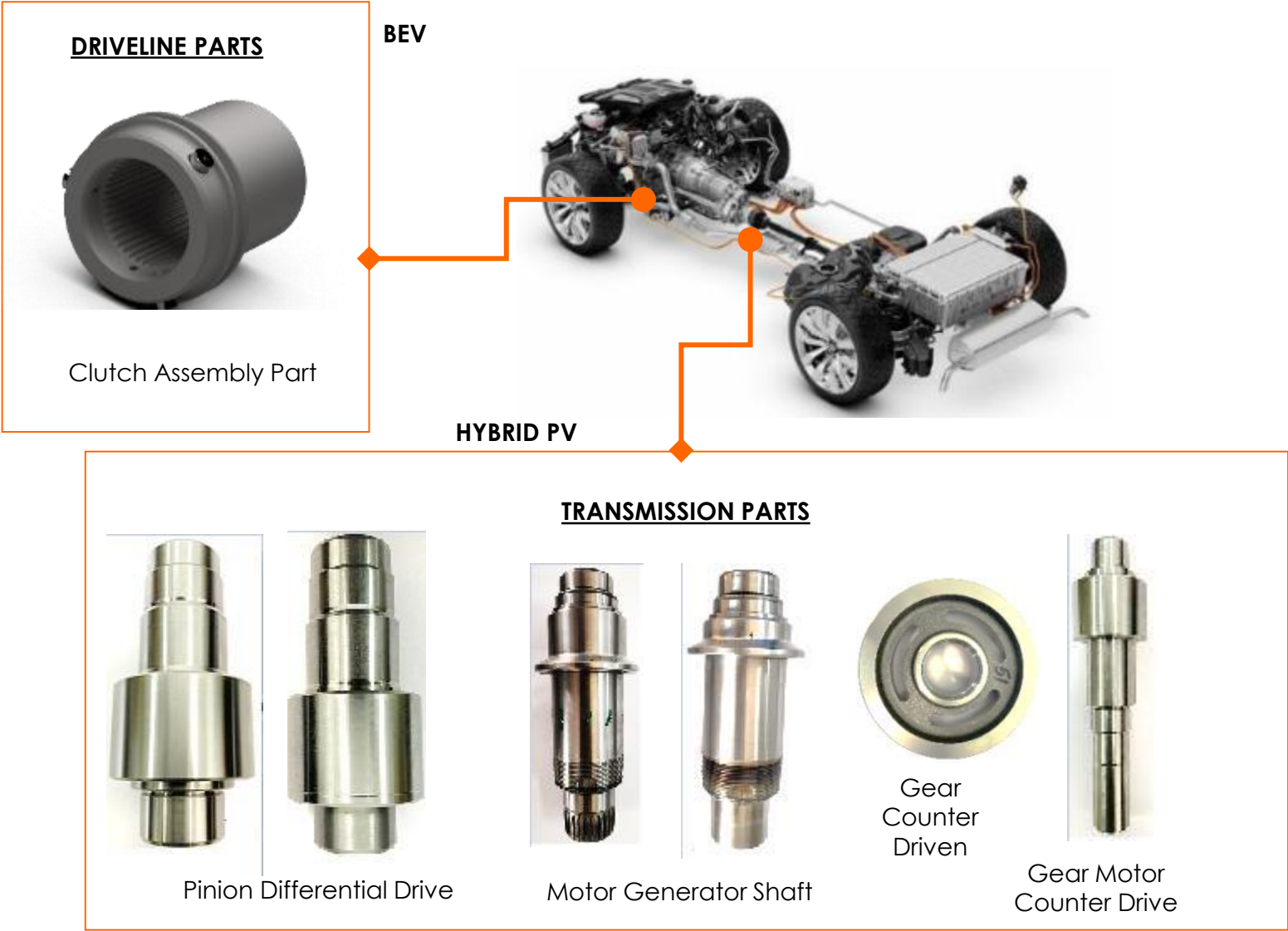
Sylvain Bilaine
Non-Executive, Independent Director

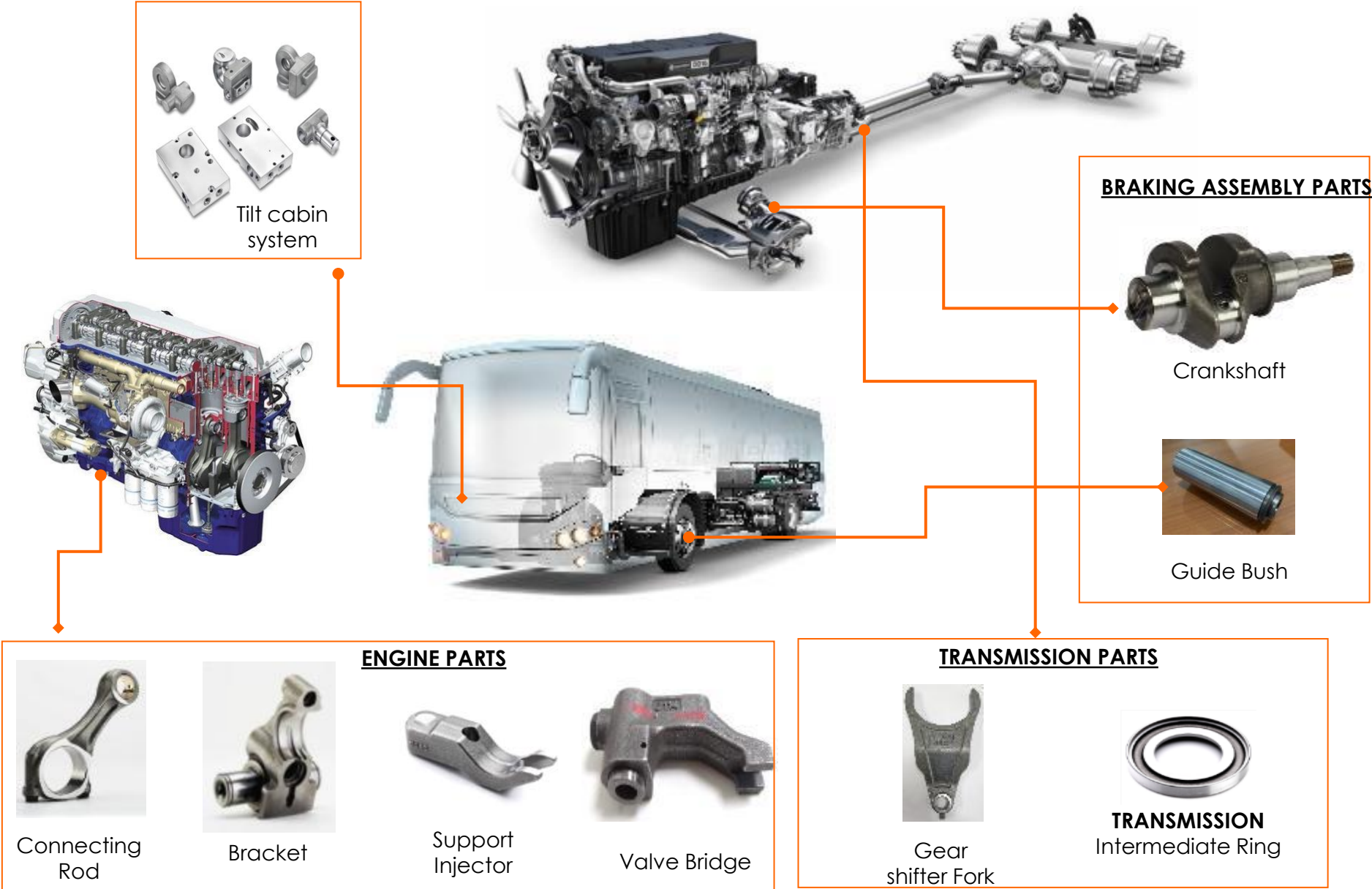
- › Previously with Renault & founded SY.B Consulting
- › Executive development from International Institute for Management Development in Switzerland
- › Engineering degree from National Higher College, Polytechnic National Institute of Grenoble

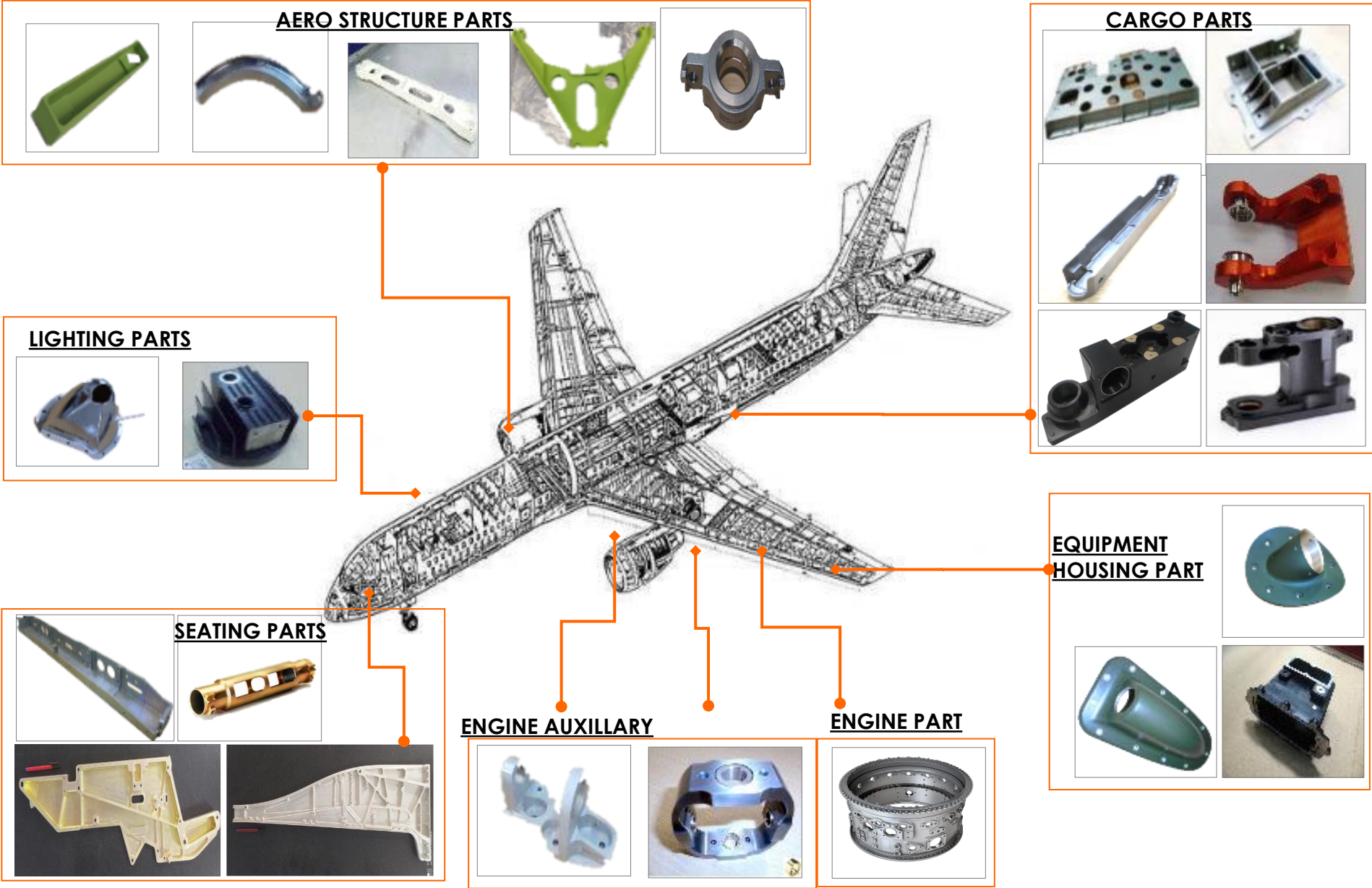












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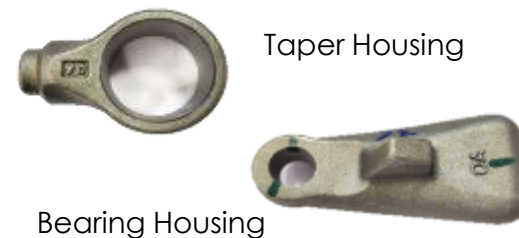


ENGINE PARTS



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



Thank You

For more information please contact:

SANSERA
ideas@work

Sansera Engineering Limited

CIN No: U34103KA1981PLC004542

Mr. Rajesh Kumar Modi, Company Secretary & Compliance Officer

Email id: rajesh.modi@sansera.in

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt Ltd.

CIN No: U74140MH2010PTC204285

Shikha Puri / Akashi Modi

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Tel No: +91 9819282743 / +91 9619896128