



SAHASRA ELECTRONIC SOLUTIONS LIMITED

68-AA, Noida Special Economic Zone, NOIDA-201305, U.P. INDIA

Phone: +91-120-4202604, Email: contact@seslimited.in, Website: www.seslimited.in

Date: 27-11-2024

To,
The Corporate Relationship Dept.,
National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra (East), Mumbai - 400 051

Symbol: - SAHASRA

ISIN: - INE0RBQ01018

Subject: Investor Presentation

Dear Sir,

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation of the Company for H1 FY 25.

The aforesaid Investor presentation will also be available on the Company's website at: www.seslimited.in

This is for your information and records.

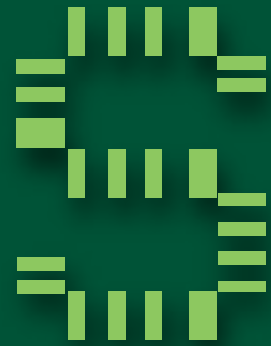
Thanking you,

Yours faithfully,

NEHA
TAHIR

Digital signed by Neha Tahir
DN: cn=, o=SAHASRA ELECTRONIC SOLUTIONS LIMITED, ou=, email=, c=IN
Date: 2024.11.27 15:25:17 +0530

Neha Tahir
Company Secretary & Compliance Officer
Membership No. A46571

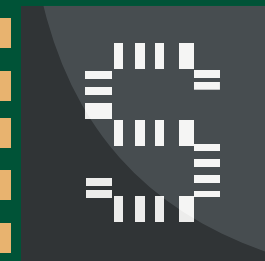


Sahasra

**SAHASRA ELECTRONIC
SOLUTIONS LIMITED**

H1 FY25

Investor Presentation





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SAHASRA - AT A GLANCE



Presence in india & abroad, providing solutions towards electronics system design and manufacturing ("ESDM") services through its ISO9001 & EN9100:2018 manufacturing plant located in NSEZ, Noida, Uttar Pradesh.

80%+ Exports
Revenue (FY24)

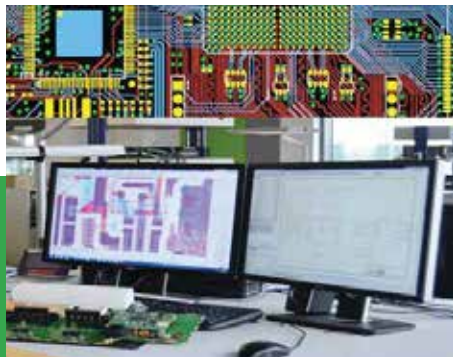
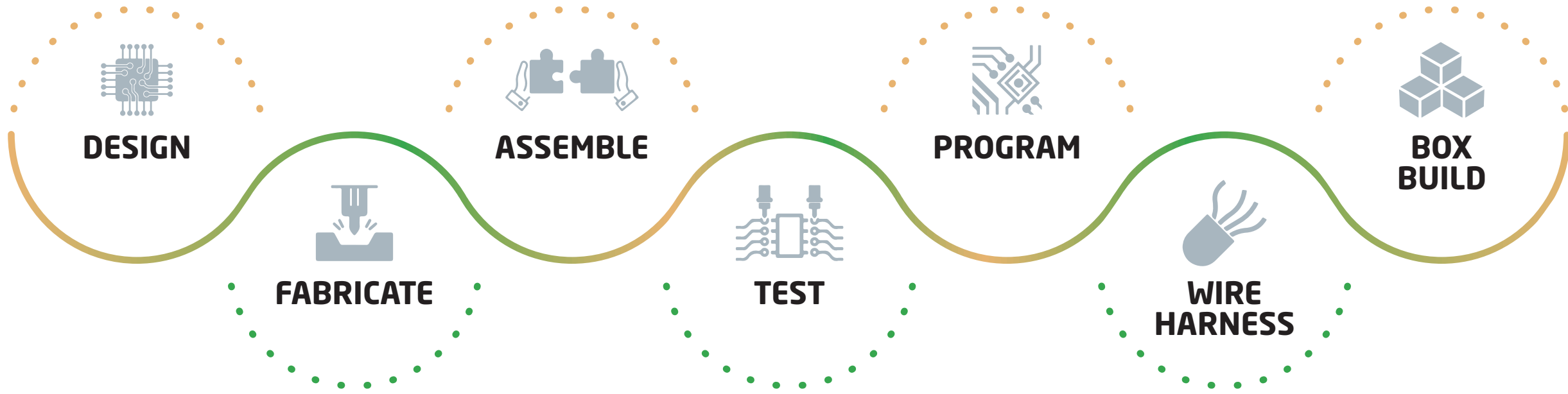
Total capacity
18000000
Units

87%
PCBA Revenue
(FY24)

4
High Speed
SMT Lines

160 Employees

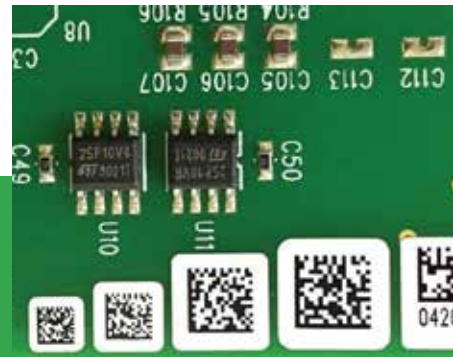
ONE STOP SOLUTIONS



Board Design



PCB Fabrication



Printed
Circuit Assembly



Programming &
Testing



Wire Harness



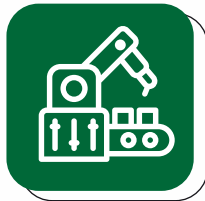
Box Build



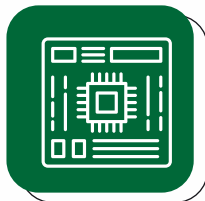
BUSINESS SYNOPSIS



Business model navigates the entire value chain viz. prototyping, sample batch, mass production, lifecycle management & support



Provide manufacturing solutions for PCB assembly, wire harness, box build solutions, LED lighting solutions



Manufacture enterprise & consumer grade IT hardware products and enterprise and consumer grade memory solutions



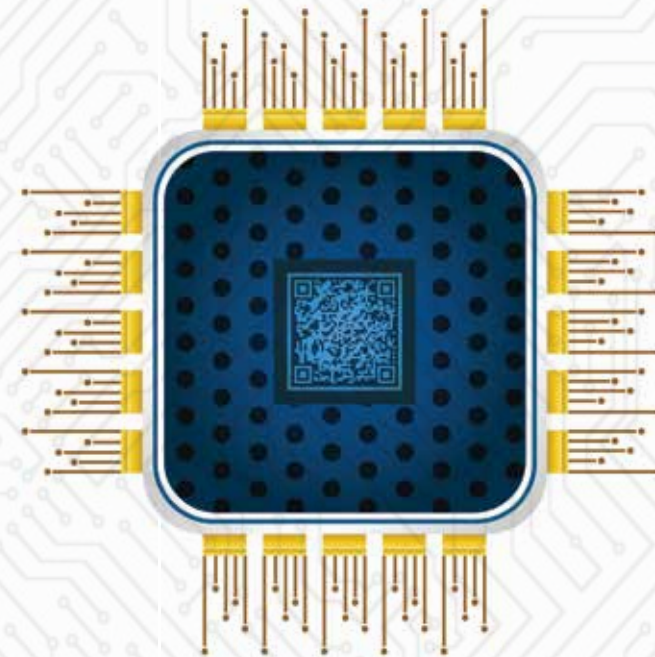
Led by Promoters who have significant experience in the ESDM industry



Sahasra has developed long standing relationships with customers through a client servicing model which aims to provide integrated solutions, robust manufacturing capabilities & delivering quality products on time

MANUFACTURING INFRASTRUCTURE TO BUILD HITECH PRODUCTS & SOLUTIONS ADDRESSING CONSUMER, INDUSTRIAL, EMERGING TECHNOLOGIES

- In-house R&D team for electronics hardware designing, system architecture, mechanical design, and component engineering to assist customers in cost reduction through product engineering.
- Manufacturing facility in SEZ Zone at 68AA, NSEZ, Noida, Uttar Pradesh
- Facility has four SMT lines equipped with SPI's & AOI's, lead free wave soldering machine, PCBA router, high speed compact modular mounter, reflow oven and batch cleaning machines.



- Quality inspection machines such as high speed camera inspection, PWB Visual inspection and X-Ray inspection machines to ensure the high standards of product quality.
- Equipped with Manufacturing Execution System (MES) to reduce manual intervention & enhance workflows
- Staff includes 35 engineer

Capacity and Capacity Utilization

Product Details	March 31, 2024			March 31, 2023			March 31, 2022		
	Installed Capacity (in UOM)	Actual Production (in No.)	%	Installed Capacity (in UOM)	Actual Production (in No.)	%	Installed Capacity (in UOM)	Actual Production (in No.)	%
Printed circuit board assemblies ("PCBA") including LED Lighting Solutions, SSD, USB Flash Storage Device, Computer and IT accessories	18,00,000	9,90,048	55.00	18,00,000	7,57,056	42.06	11,04,000	3,33,396	30.20

As per the certificate dated May 02, 2024 received from Kakode Associates Consulting Private Limited, Chartered Engineer.

MAJOR PLANT & MACHINERY INSTALLED



**PCB Loader
and Unloader**



**Paste
Printer**



**Linking
Conveyer**



**Pick & Place Machines
Reflow machines**



**Automatic
Optical**



**Inspection
Machine**



**3D X-Ray Inspection
with CT**



FAI Machine



**Wave Soldering
Machine**



**ICT with Boundary
Scanning**



DIVERSIFIED REVENUE VERTICALS

Printed circuit board assemblies ("PCBA")

used in products manufactured in the automotive, medical, industrial, IT and consumer products industries. Includes box-build products such as laptop and tablet

LED Lighting solutions

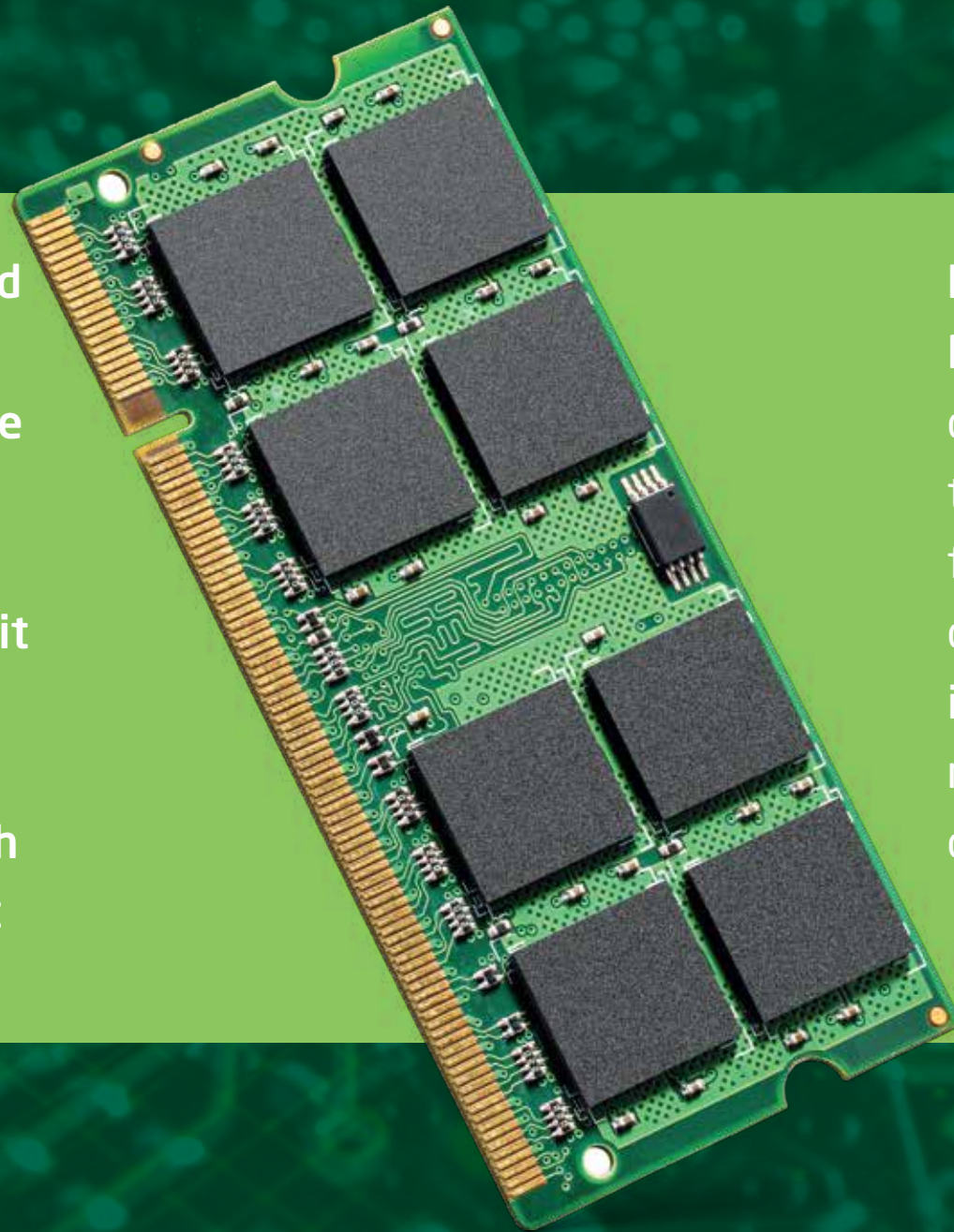
which include LED Chip - the source of the lighting, power supply or the driver, printed circuit board for LED's, housing or the frame

Computer and IT accessories

which include motherboards, DRAM modules, solid state drives (SSD), USB drives, other memory products and IT accessories.

PCBA (PRINTED CIRCUIT BOARD ASSEMBLY)

PCB assembly, also called printed circuit board assembly, PCBA, or electronic assembly, refers to the process of soldering and assembling electronic components onto a printed circuit board (PCB) to produce a functional electronics subassembly. It may involve both through-hole and surface mount components



Industry applications: The PCBAs are used in the electronic devices/systems which require to undertake different functionalities. These electronics devices are used in various industries like aerospace, railway, automobile, healthcare, computer hardware etc.

LED LIGHTING SOLUTIONS

Encompass a wide range of products and applications, from residential to commercial and industrial applications.



Industry applications: Residential lighting solutions, industrial lighting like warehouse lighting, manufacturing lighting, street lighting and commercial lighting like office, outdoor etc.

EXTENSIVE INDUSTRY APPLICATIONS



Aerospace



IT Hardware



Automotive



Strategic Electronics



Life Sciences & Medical



Data Acquisition & Logging



EXTENSIVE INDUSTRY APPLICATIONS



Railways



Security



Clean Technology



Consumer Electronics



Sensors and Controls



Instrumentation and Measurement



WIDESPREAD GEOGRAPHICAL PRESENCE

(Rs. in Lakhs)

Countries served	March 31, 2024		March 31, 2023		March 31, 2022	
	Amt.	%	Amt.	%	Amt.	%
USA	8011.05	78.73	6459.72	93.49	1612.18	74.29
African Countries	364.26	3.58	97.17	1.41	417.79	19.25
United Kingdom	30.14	0.30	24.61	0.36	1.10	0.05
European countries	55.55	0.55	25.55	0.37	0.17	0.01
Canada	39.44	0.39	179.76	2.60	-	-
India	1671.63	16.43	106.14	1.54	131.82	6.07
China	1.73	0.02	-	-	-	-
Gulf Countries	1.80	0.02	0.41	0.01	0.29	0.01
Hongkong	-	-	16.17	0.23	6.77	0.31
Total	10,175.60	100.00	6,909.53	100.00	2,170.12	100.00





COMPETITIVE STRENGTHS

Dedicated solutions for ESDM services

Focus on continually expanding technological expertise, integrating services and enhance capability to serve multiple industry verticals.

Established relationships with customers across various countries

Varied application-based products have helped build a wide customer base across many end-use industries

Established manufacturing capabilities

- Competitive approach & engineering capabilities have enabled to meet the stringent customer requirements
-

Quality Assurance

- Have quality control checks before any consignment of material or components are accepted
 - Conduct various tests to ensure end products adhere to our quality policies.
-

Experienced Promoters, management and operating team

- Promoters have wide experience in the field of EMS
- Critical in achieving business results and respond to evolving customer needs and market conditions



BUSINESS STRATEGIES

DIVERSIFICATION OF PRODUCT RANGE

- Into products with prospects for increased growth and profitability by leveraging R&D capabilities
 - Continue to increase offerings in current business segments & diversify into new products having attractive growth prospects
-

PURSUE INORGANIC GROWTH THROUGH ACQUISITIONS

- Continue strategic expansion plans through inorganic growth opportunities
-

INCREASE GEOGRAPHICAL REACH AND EXPAND CUSTOMER BASE

- Continually seek to enhance addressable market.
 - Expand global reach through increased customer acceptance of products in international markets
-

INVEST IN EXPANDING OUR TECHNOLOGICAL CAPABILITIES AND MANUFACTURING CAPACITIES

- Continue to focus on optimizing and automating manufacturing processes to improve returns & be a cost efficient player
- Utilize Rs. 60.28 Crs. towards expansion of manufacturing capabilities



LEADERSHIP



AMRIT LAL MANWANI

Promoter & Managing Director

Bachelor of Technology in Electrical Engineering and Master of Business Administration

Experience:- More than 50 years



VARUN MANWANI

Promoter and Non-executive Director

Economics graduate

Experience:- 24 years



ARUNIMA MANWANI

Promoter and Whole Time Director

Commerce graduate

Experience:- 10 years

Experienced management team has enabled strategic and timely business decisions to capture market opportunities, formulate & execute business strategies to manage client expectations



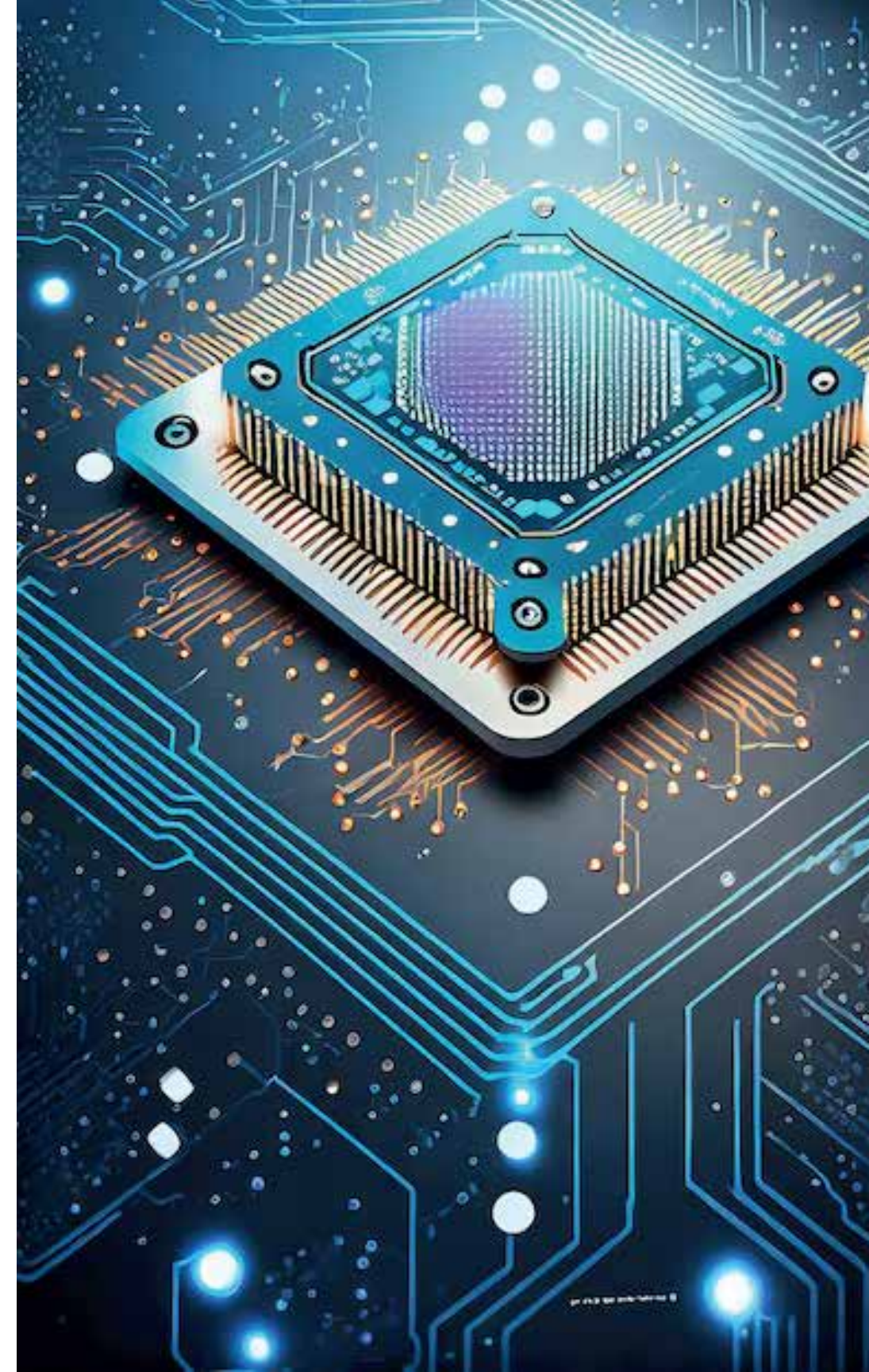
FINANCIAL PERFORMANCE - SNAPSHOT

a. Current Revenue and Profitability:

Metric	H1 FY2024-2025
Revenue (₹ in crores)	42.16
EBITDA Margin	22.79%
Net Profit Margin	16.36%

b. Segment-wise Revenue Breakdown including Subsidiary "SEMICON"(H1 FY25)

Segment (in crores)	Revenue (H1 FY25, in crores)	Margin remarks
Semiconductors	₹ 5.35	14.17% (Gross Margin)
EMS (Export -₹19.04 Dom. ₹5.43)	₹ 24.47	37.00% (Gross Margin)
IT Hardware (Export-₹3.98 Dom.₹6.94)	₹ 10.92	10.00% (Gross margin)
Memory Product (Export ₹0.73- Dom.₹3.44)	₹4.17	15.00% (Gross margin)
Lighting Product (Export-₹ 1.79)	₹1.79	30.00% (Gross margin)



FINANCIAL PERFORMANCE - SNAPSHOT

c. Strong Balance Sheet (FY2024 - H1 FY25)

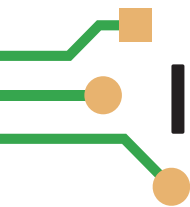
Particulars	Sahasra Electronic Solutions Ltd.		Sahasra Semiconductors Pvt Ltd	
	FY2024	H1 FY 2024-2025	FY2024	H1FY25
Total Assets (in crores)	₹ 114.09	₹130.98	₹108.67	₹132.12
Total Liabilities (in crores)	₹ 40.80	₹62.43	₹60.41	₹ 84.98
Shareholders' Equity (in crores)	₹ 60.93	₹67.62	₹48.27	₹47.13
Debt-to-Equity Ratio	0.67	0.92	1.25	1.80
Current Ratio	1.59	1.25	0.72	0.78



INDUSTRY-WISE REVENUE BREAKDOWN

Industry-wise Revenue Breakdown (H1 FY25)

Industry	Contribution to Total Revenue
Automotive	15%
Consumer Electronics	10%
Healthcare	10%
IT & Telecommunications	45%
Industrial	24%
Defense	05%



INCOME STATEMENT

(Rs. in Lakhs)

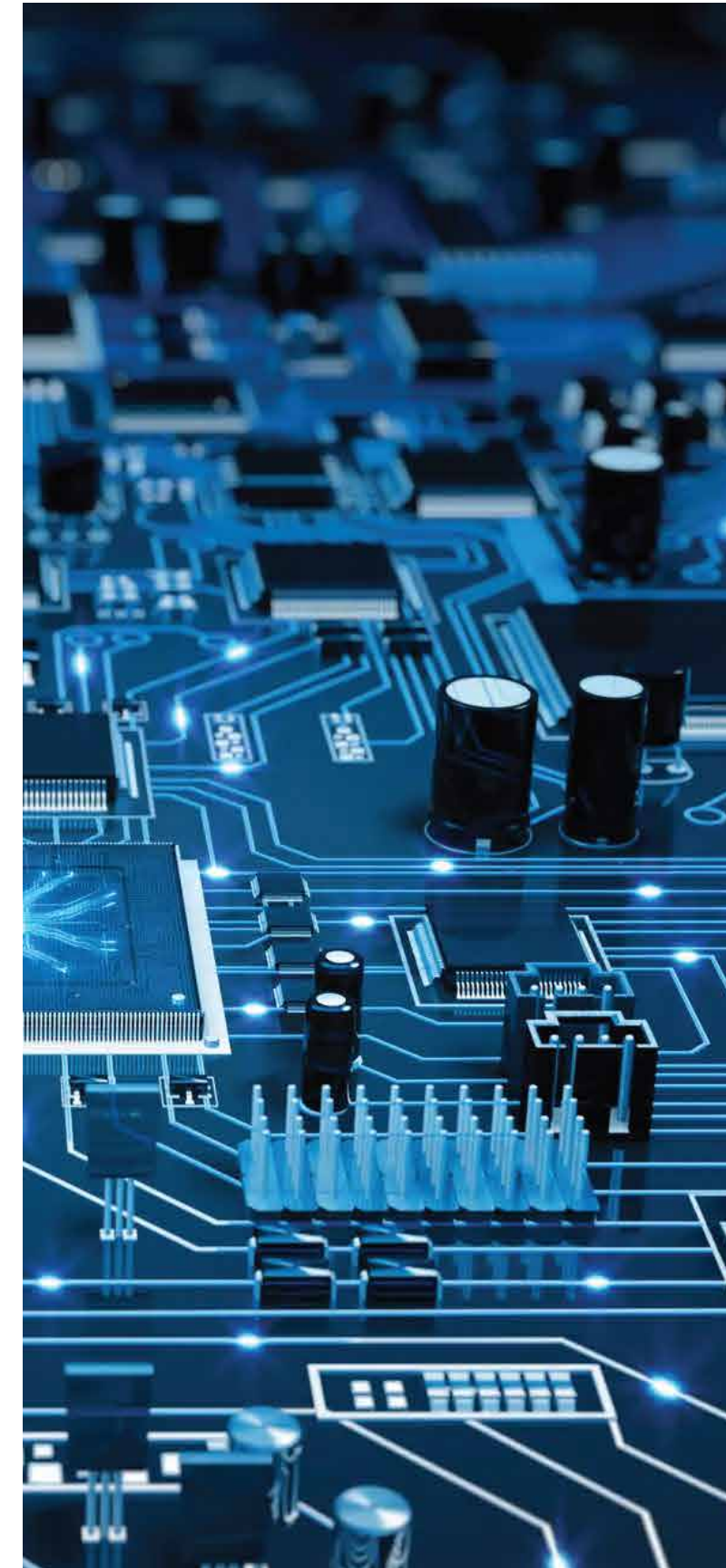
Particulars (in crores)	FY2023	FY2024	H1FY 2025
Revenue From Operation	69.08	101.15	41.25
Total Expenditure			
1. Cost of Consumption	39.97	55.23	29.66
3. Finished Inventory (not considered in Revenue)	(1.73)	(2.13)	(5.82)
2. Employee Benefit Expenses	3.92	8.86	5.57
3. Other Expenses	5.54	3.51	2.44
EBITDA	21.38	35.67	9.40
EBITDA Margin %	30.94%	35.27%	22.79%
Other Income	1.59	1.63	0.91
Depreciation	2.53	2.20	1.18
EBIT	20.44	35.10	9.13
Interest & Financial Charges	0.53	1.07	1.18
Profit before Tax	19.91	34.02	7.94
Tax	5.87	0.78	1.19
Profit after Tax	14.04	33.24	6.74
Net Profit Margin	20.32%	32.86%	16.36%



BALANCE SHEET

(Rs. in Lakhs)

Particulars (in crores)	FY2023	FY2024	H1FY 2025
Equity & Liabilities:			
Shareholder Funds	20.05	60.93	67.61
Share Capital	17.75	18.91	18.91
Reserve & Surplus	2.30	42.01	48.70
Non Current Liabilities	0.16	0.35	0.93
Long Term Borrowing	0	0	0.42
Deferred tax Liabilities	0.16	0	0
Long Term Provision	0	0.35	0.51
Current Liabilities	26.09	52.80	62.44
Short Term borrowing	0	21.71	24.72
Trade Payable	12.92	17.56	20.89
Short Term Provision	0.71	6.07	11.50
Other current Liabilities	12.45	7.45	5.32
Total Liabilities	46.31	114.09	130.98
Assets			
Non Current Assets	18.49	29.95	53.00
Property Plant & Equipment	11.45	13.30	13.63
Long term Loans & Advances	0.40	6.10	37.99
Other non-current Assets	6.64	10.54	1.37
Current Assets	27.81	84.14	77.98
Inventories	8.01	21.08	35.40
Trade Receivable	17.64	26.56	24.03
Cash & Cash Equivalent	1.31	17.10	1.49
Short Term Loans and Advances	0.66	19.18	9.50
Other Current Assets	0.18	0.19	7.54
Total Assets	46.31	114.09	130.98



INITIATIVES TAKEN IN FY2024-25

- Acquired controlling stake of 72.7% in subsidiary Sahasra Semiconductor Private Limited, which is engaged in the business of manufacturing of semiconductor devices, eMMC, mSD, COBs, COB based USBs, LED drivers IC, BGA, NAND flash & memory products.
- Selling of LED lighting solutions to Sahasra Electronics Rwanda Private Limited, which further sells these LED lighting solutions to countries like Rwanda etc.
- On June 15, 2023 entered into an three year agreement with French Electronics major Thomson Computing (METAVISIO) via MII -(Make in India Initiative) for designing & marketing of laptops, tablets, & other IT Hardware.
- In October 2024 entered into strategic partnerships with InnoCare Optoelectronics Corp. for manufacturing & servicing of FPDs (Flat Panel Detectors) used in X-Ray equipment.



For further queries you may reach out to

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maneesh@sahasraelectronics.com