

17th February, 2024

To,  
**The Manager- Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1,  
G-Block, Bandra-Kurla Complex,  
Bandra (E), Mumbai 400 051, India

Symbol: SINTERCOM  
Series: EQ  
ISIN: INE129Z01016

**Subject: Earnings Presentation Q3/9M-FY24**

Dear Sir/ Madam,

Please find enclosed herewith Earnings Presentation Q3/9M-FY24

Please take the note of the same.

**For and on behalf of**  
**Sintercom India Limited**



**Aakanksha Kelkar**  
**Company Secretary & Compliance Officer**  
**A33840**

Encl: As mentioned above



**SINTERCOM**  
India Ltd.

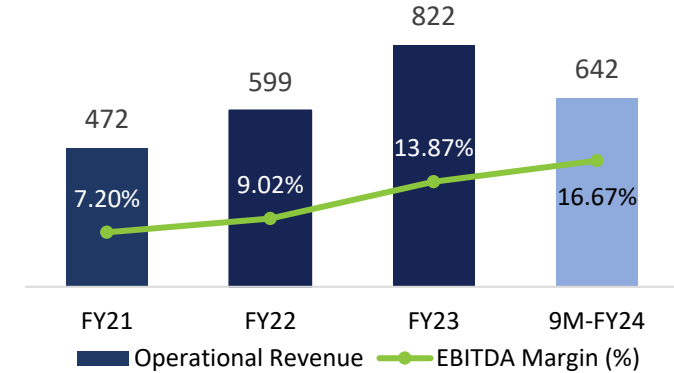
**EARNINGS PRESENTATION**  
Q3/9M-FY24

# Company Overview

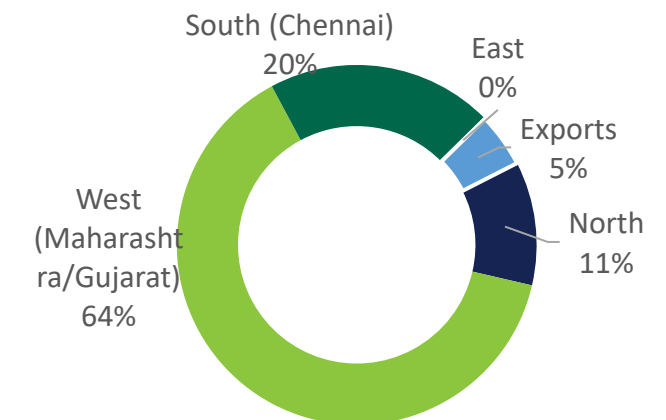


- Established in 2007, Sintercom India Limited is the leading automotive sintered components manufacturer located in Pune, India.
- The Company has integrated manufacturing facilities and has increased its capacity from 1,980 MTPA to 3,600 MTPA in 2019.
- The Company specializes in manufacturing medium to high-density sintered components for automotive engines, powertrain, and exhaust systems and also manufactures sensor components that cater to global markets.
- The product portfolio includes drivetrain gears, engine sprockets, pulleys, crankshaft bearing journals, transmission gears, and synchro hubs, as well as ABS rings and Sensor Hego bosses and flanges.
- Sintercom provides its esteemed customers with high-volume, high-precision, and low-cost components, tailored to their specific requirements. This is ensured by leveraging the integrated manufacturing facility adhering to rigorous quality standards.
- The company entered into a strategic tie-up with Miba Sinter with a Joint Venture and technology transfer agreement in 2011, and Miba also invested in Sintercom to become a co-promoter by taking around 26% stake in the company.
- Together with the technology leader Miba, the company is able to provide their customers with even more competitive solutions with powder metal.
- Sintercom caters to OEMs like Maruti Suzuki Limited, Mahindra & Mahindra Limited, Bajaj Auto Limited, and Fiat India Automobiles Private Limited and the company is a single-source supplier for various products as well.
- An in-house dedicated Research & Development team develops new products used in various applications of engine, transmission, and body chassis for various automotive OEMs and Tier-1 customers.

## Revenue (INR Mn) & EBITDA Margins (%)



## 9M-FY24 Region Wise Revenue Breakup (%)



## Manufacturing Prowess

Sintered Components



Engine & Industrial Bearings

Friction Materials



Power Electronics Components

Coatings



e- Mobility Solutions

Special Machinery



## Global Footprint

**WORLDWIDE**

30 PRODUCTION SITES  
7,400 EMPLOYEES

**AMERICAS**

09 PRODUCTION SITES  
1,300 EMPLOYEES

**EUROPE**

16 PRODUCTION SITES  
4,800 EMPLOYEES

**ASIA**

05 PRODUCTION SITES  
1,300 EMPLOYEES

## Financial Strength

971 **Revenue\***  
(in EUR million)

7366 **Employees**  
(as at Jan 31, 2022)

30 **Production Sites**  
(as at Jan 31, 2022)

401 **Valid Patents**  
(as at Jan 31, 2022)

83 **Investments\***  
In Property, Plant & Equipments &  
R&D (in EUR Million)

50.5 **Equity Ratio**  
(In Percent)

4.2 **Research Ratio\***  
(in Percent)

67 **Patent Applications\*\***

## Powder Metal Process Expertise

### Added Value

- Comprehensive Advice
- Design and Validation
- Choice Of Material
- Cost Effectiveness
- Fast Project Implementation
- Operational Excellence

### Components & System Testing

- Engineering Know – How and Test Rigs In – House
- PM Laboratory, Test Laboratory

### Driving R&D

- R&D Spending As % of Sales
- International Partnerships

# Client List



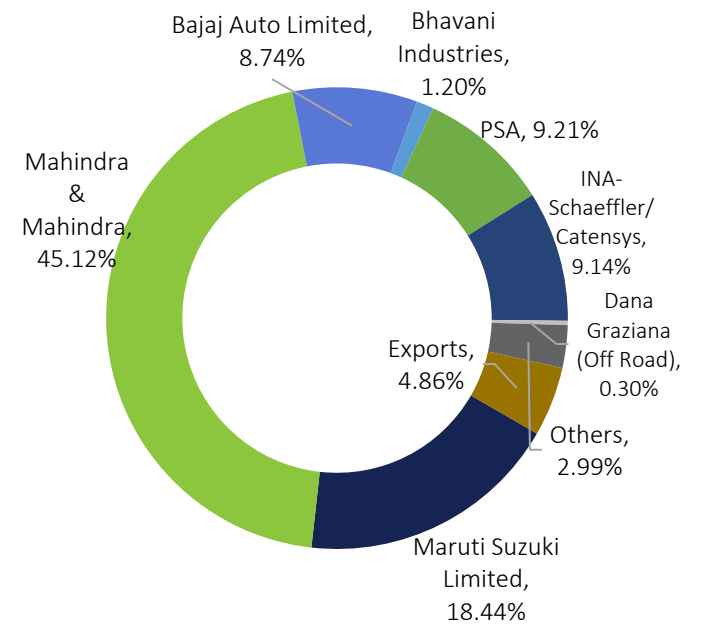
## Sintercom Clientele:

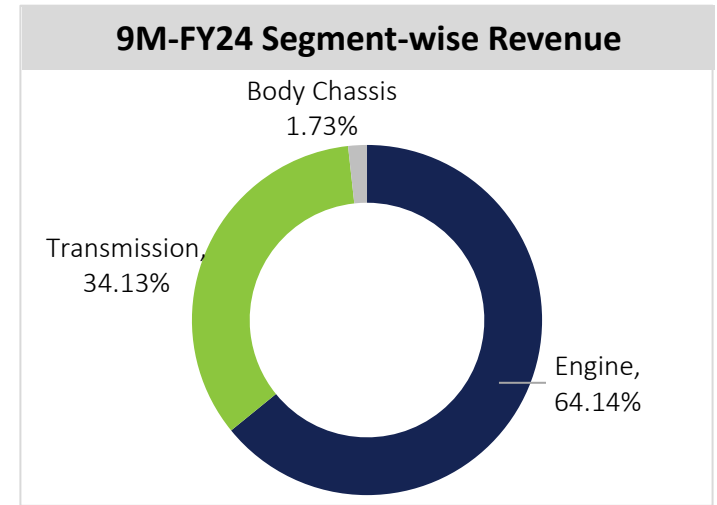
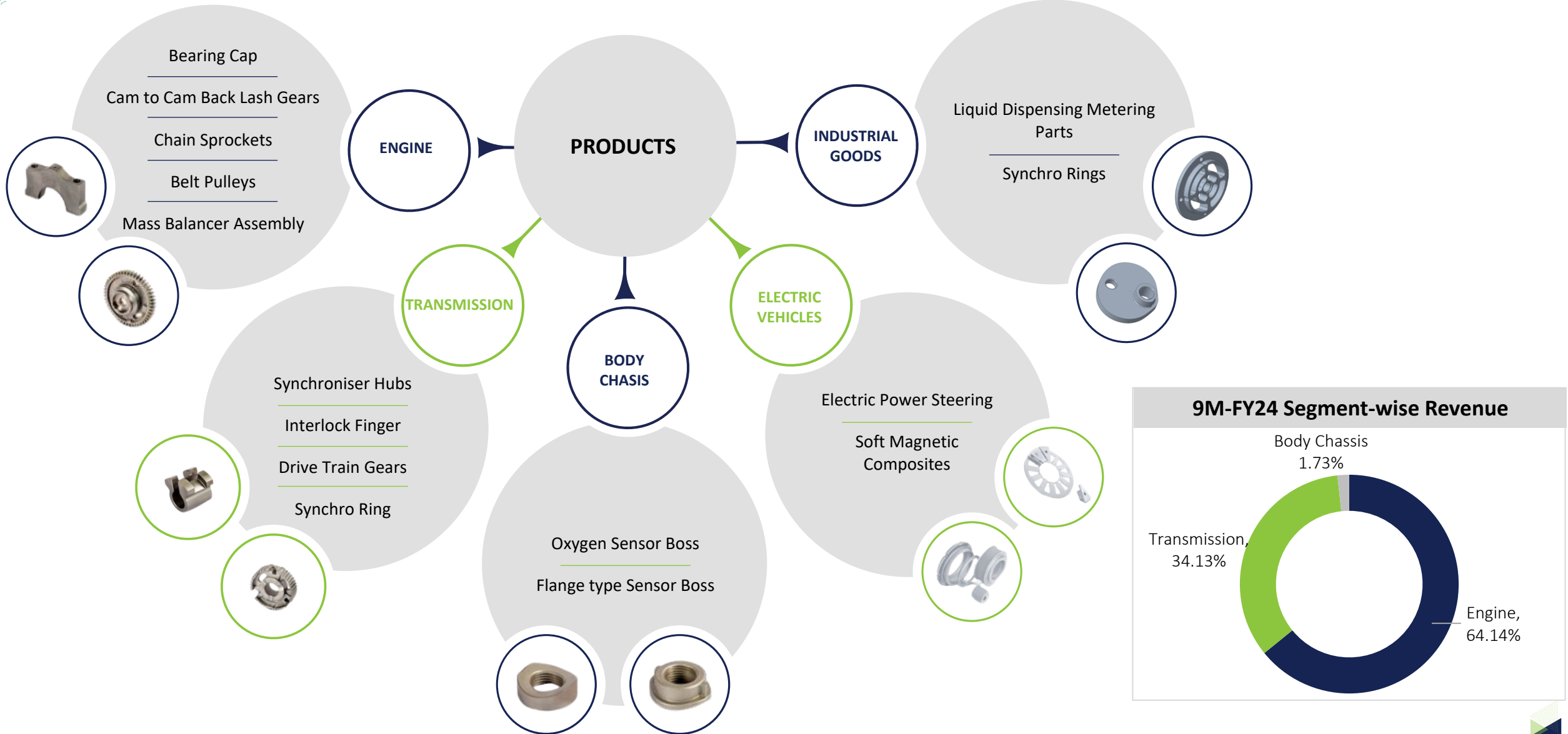


## Miba Clientele:



## 9M-FY24 Client-wise Revenue







## Key Financial Highlights



# Key Financial and Operational Highlights



## Q3-FY24 Financial Performance

**INR 233 Mn**  
Revenue from  
Operations

**INR 39 Mn**  
EBITDA

**16.74%**  
EBITDA Margins

**INR 4 Mn**  
PAT

**1.72%**  
PAT Margins

**INR 0.14/Share**  
Diluted EPS

## 9M-FY24 Financial Performance

**INR 642 Mn**  
Revenue from  
Operations

**INR 107 Mn**  
EBITDA

**16.67%**  
EBITDA Margins

**INR 7 Mn**  
PAT

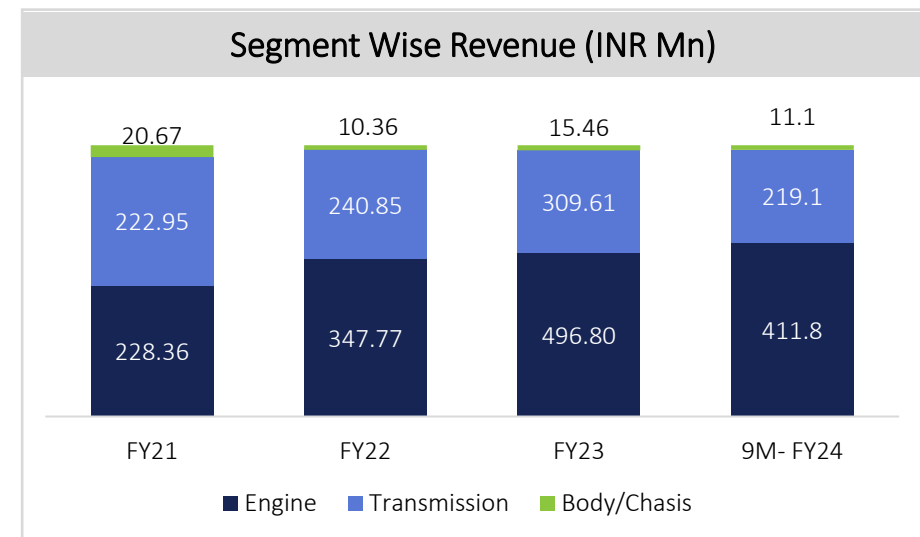
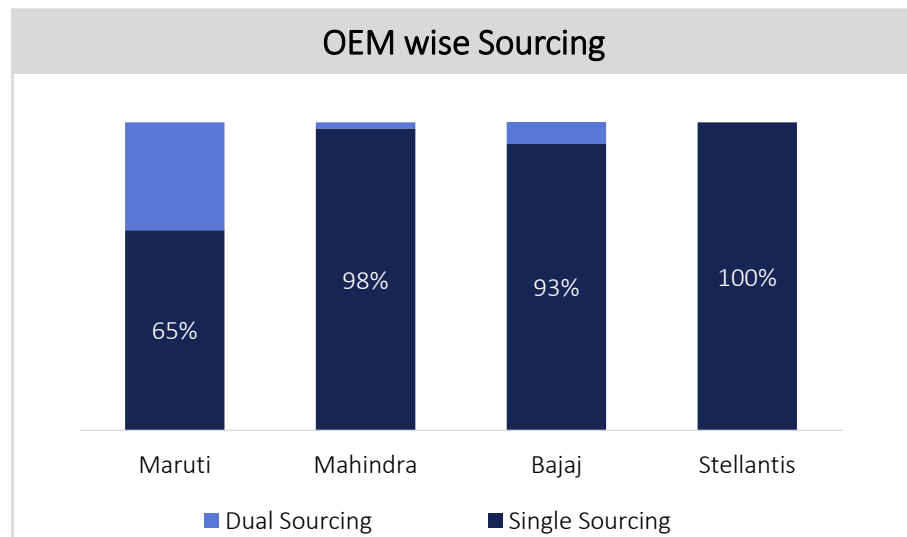
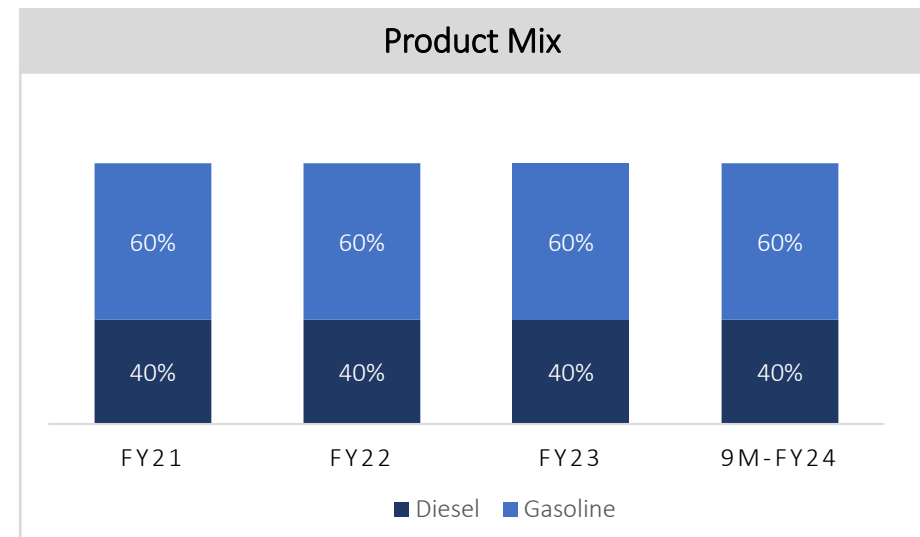
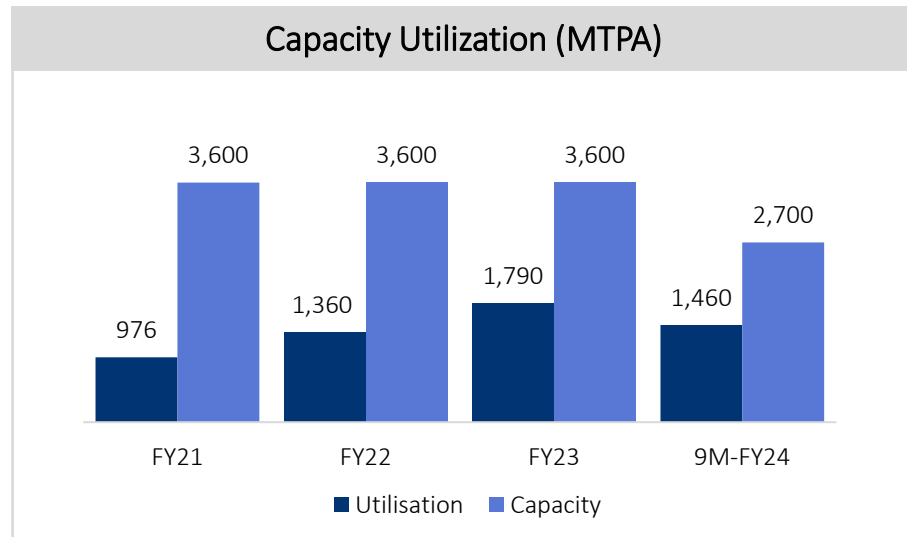
**1.09%**  
PAT Margins

**INR 0.25/Share**  
Diluted EPS

## Q3/9M- FY24 Operational Highlights:

- QOQ registered sales growth of 6% in line with the industry growth. YOY growth of about 2%
- YOY EBITDA has increased to 16.7% as against 12.81%. Registering a growth of around 30% mainly due to various cost reduction initiatives taken by the Company in RM and process costs
- New programs like MBS gears and assembly, Syncro rings for off-road segment commenced serial production and are in the ramp-up stage and gaining momentum. Expect ramp up from Q4FY24
- New award wins: Received export orders for supply of MBS. The export dispatches commenced during the quarter and are expected to ramp up in Q4 FY24
- Outlook for last quarter remains strong backed by additional schedules for export and existing customers

# Manufacturing Metrics



# Quarterly Financial Performance



Particulars (INR Mn)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Revenue from Operations	233	213	9.4%	219	6.4%
Expenses	194	184	5.4%	184	5.4%
<b>EBITDA</b>	<b>39</b>	<b>29</b>	<b>34.5%</b>	<b>35</b>	<b>11.4%</b>
<b>EBITDA Margins (%)</b>	<b>16.74%</b>	<b>13.62%</b>	<b>312 Bps</b>	<b>15.98%</b>	<b>76 Bps</b>
Other Income	0	0	NA	1	NA
Finance cost	11	9	22.2%	11	0.0%
Depreciation and amortisation expenses	22	19	15.8%	21	4.8%
<b>Profit before tax</b>	<b>6</b>	<b>1</b>	<b>NA</b>	<b>4</b>	<b>50.0%</b>
Tax expense	2	1	NA	1	NA
<b>PAT</b>	<b>4</b>	<b>(0)</b>	NA	<b>3</b>	33.3%
<b>PAT Margins (%)</b>	<b>1.72%</b>	<b>NA</b>	<b>NA</b>	<b>1.37%</b>	<b>35 Bps</b>
Other Comprehensive Income	0	0	NA	-	NA
<b>Total Comprehensive Income</b>	<b>4</b>	<b>(0)</b>	NA	<b>3</b>	<b>33.3%</b>
Diluted EPS (INR)	0.14	0.00	NA	0.10	40.0%

# YTD Income Statement



Particulars (INR Mn)	9M-FY24	9M-FY23	Y-o-Y
Revenue from Operations	642	625	2.7%
Expenses	535	545	(1.8)%
<b>EBITDA</b>	<b>107</b>	<b>80</b>	<b>33.8%</b>
<b>EBITDA Margins (%)</b>	<b>16.67%</b>	<b>12.80%</b>	<b>387 Bps</b>
Other Income	1	1	0.0%
Finance cost	31	24	29.2%
Depreciation and amortisation expenses	64	59	8.5%
<b>Profit before tax</b>	<b>13</b>	<b>(2)</b>	<b>NA</b>
Tax expense	6	1	NA
<b>PAT</b>	<b>7</b>	<b>(3)</b>	NA
<b>PAT Margins (%)</b>	<b>1.09%</b>	<b>NA</b>	NA
Other Comprehensive Income	0	0	NA
<b>Total Comprehensive Income</b>	<b>7</b>	<b>(3)</b>	NA
Diluted EPS (INR)	0.25	(0.11)	NA

# Historical Income Statement



Particulars (INR Mn)	FY21	FY22	FY23	9M-FY24
<b>Revenue from Operations</b>	<b>472</b>	<b>599</b>	<b>822</b>	<b>642</b>
Expenses	438	545	708	535
<b>EBITDA</b>	<b>34</b>	<b>54</b>	<b>114</b>	<b>107</b>
<b>EBITDA Margins (%)</b>	<b>7.20%</b>	<b>9.02%</b>	<b>13.87%</b>	<b>16.67%</b>
Other Income	5	1	1	1
Finance cost	39	29	33	31
Depreciation and amortisation expenses	62	71	79	64
<b>Profit before tax</b>	<b>(62)</b>	<b>(45)</b>	<b>3</b>	<b>13</b>
Tax expense	(15)	(7)	3	6
<b>PAT</b>	<b>(47)</b>	<b>(38)</b>	<b>(0)</b>	<b>7</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>1.09%</b>
Other Comprehensive income	-	0	1	0
<b>Total Comprehensive income</b>	<b>(47)</b>	<b>(38)</b>	<b>1</b>	<b>7</b>
Diluted EPS (INR)	(1.79)	(1.45)	(0.00)	0.25

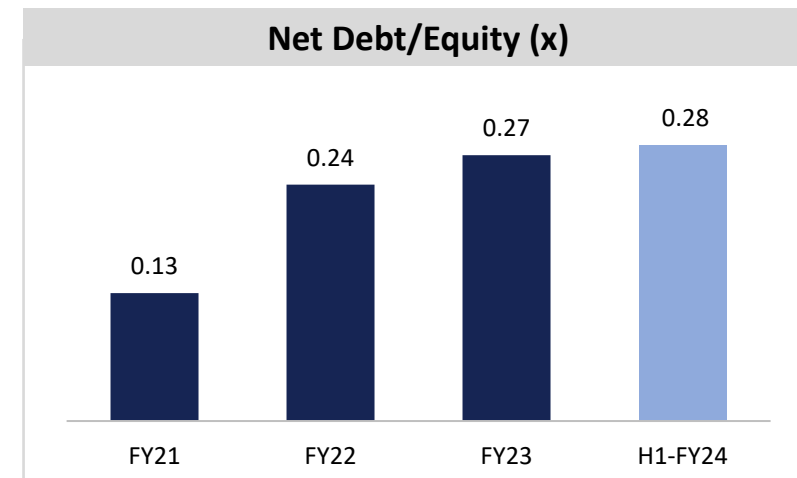
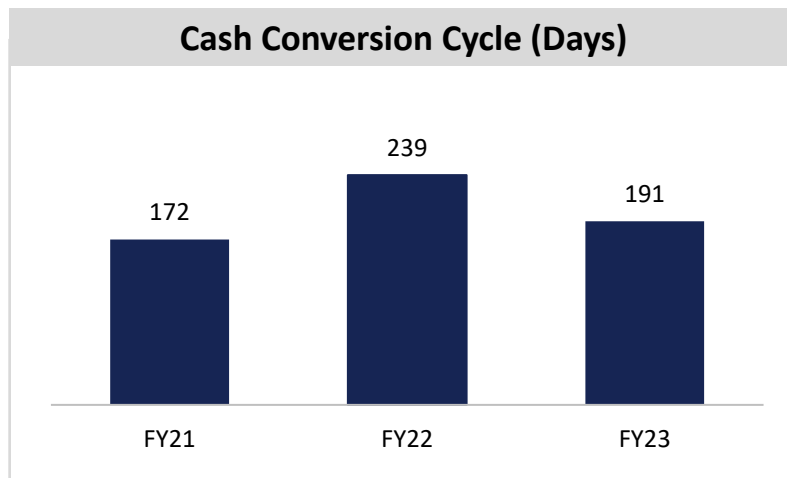
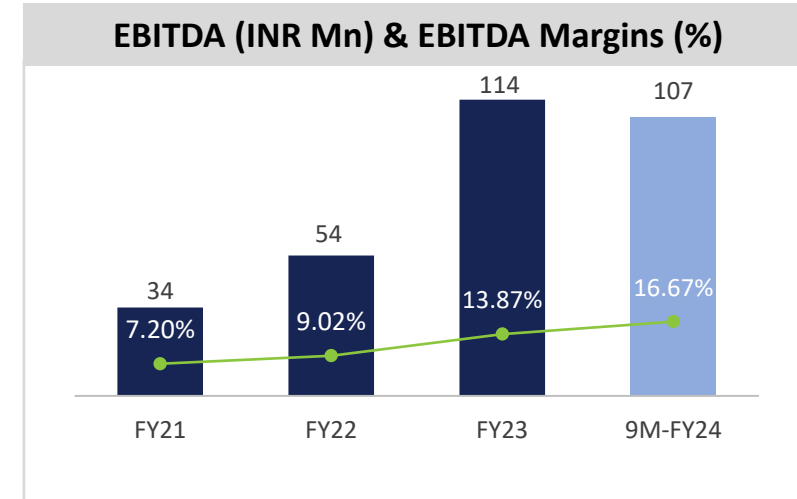
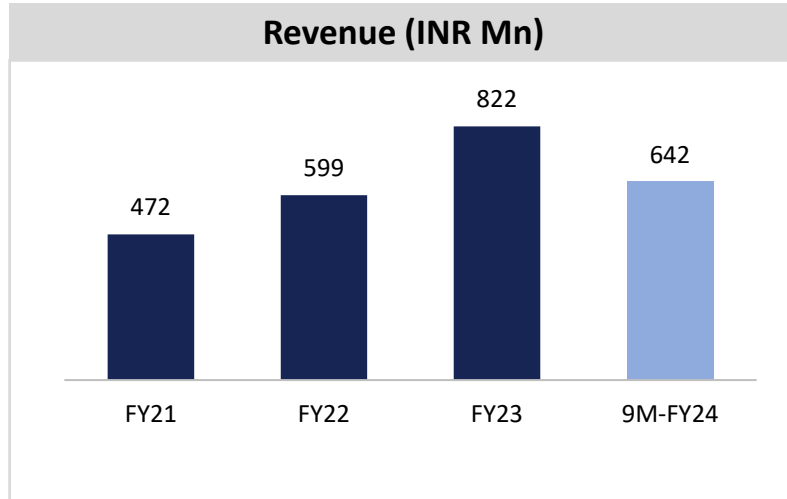
# Balance Sheet



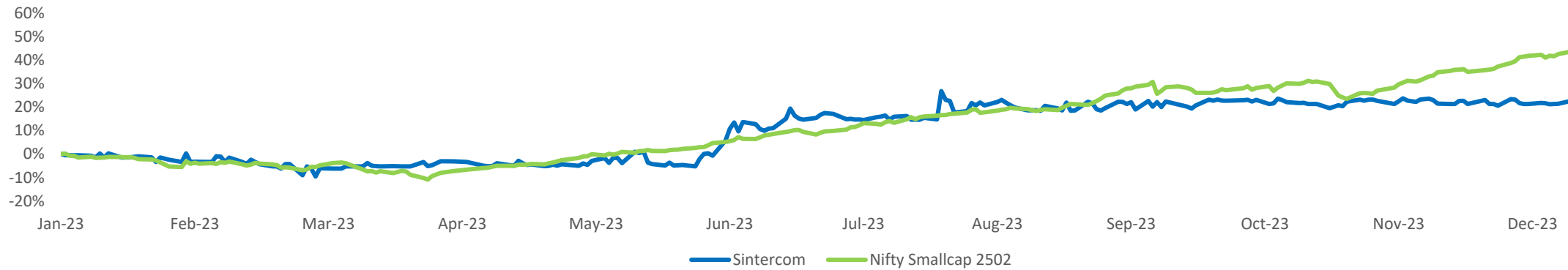
Equity and Liabilities (INR Mn)	FY22	FY23	H1-FY24
Share Capital	265	275	275
Reserves and Surplus	731	721	725
<b>Total Equity</b>	<b>996</b>	<b>996</b>	<b>1,000</b>
<b>Non Current Liabilities</b>			
Long-term borrowings	63	121	107
Deferred tax liabilities (Net)	15	18	22
Long term provisions	22	23	24
Other long term liabilities	-	-	-
<b>Sub Total Non Current Liabilities</b>	<b>100</b>	<b>162</b>	<b>153</b>
<b>Current Liabilities</b>			
Short-term borrowings	182	160	179
Trade payables	130	202	217
Other financial liabilities	-	-	-
Other current liabilities	138	200	194
Short-term provisions	1	1	1
<b>Sub Total Current Liabilities</b>	<b>451</b>	<b>563</b>	<b>591</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,547</b>	<b>1,721</b>	<b>1,744</b>

Assets (INR Mn)	FY22	FY23	H1-FY24
<b>Non-current assets</b>			
<b>Fixed assets</b>			
Property, Plant & Equipment	729	703	769
Other Intangible assets	161	143	137
Capital work-in-progress	9	81	2
Intangible assets under development	-	2	-
Other Financial Assets	5	4	4
Other non current assets	59	58	59
<b>Sub Total Non Current Assets</b>	<b>963</b>	<b>991</b>	<b>971</b>
<b>Current assets</b>			
Inventories – For Goods	107	176	189
Inventories – For Spares/Tools	159	182	209
Trade receivables	288	336	334
Cash and cash equivalents & Bank Balance	9	7	7
Short-term loans and advances	1	3	3
Other current assets	20	26	31
<b>Sub Total Current Assets</b>	<b>584</b>	<b>730</b>	<b>773</b>
<b>TOTAL ASSTES</b>	<b>1,547</b>	<b>1,721</b>	<b>1,744</b>

# Key Financial Highlights



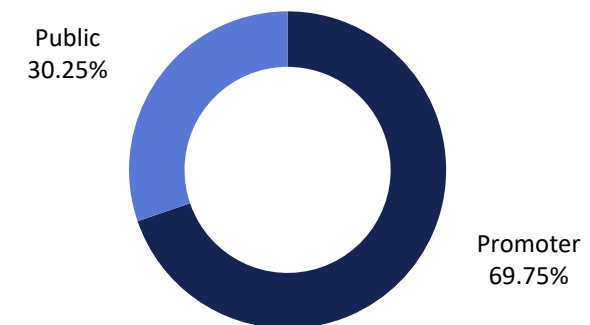
## 1 Year Stock Price Return (As on 31<sup>ST</sup> December 2023)



## Price Data (As on 31<sup>ST</sup> December 2023)

Face value (INR)	10.0
Market Price (INR)	126.3
52 Week H/L (INR)	139.5/95.0
Market Cap (INR Mn)	3,476.76
Equity Shares Outstanding (Mn)	27.53
1 Year Avg. trading volume ('000)	9.54

## Shareholding Structure (As on 31<sup>ST</sup> December 2023)



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Thank You!

