

May 16, 2024

The National Stock Exchange of India Ltd
Exchange Plaza, C-1, Block G
Bandra – Kurla Complex
Mumbai 400051

The Department of Corporate Services
BSE Limited,
P.J. Towers, Dalal Street
Mumbai 400001

Scrip Symbol: SANSERA

Scrip Code: 543358

Dear Sir/ Madam

Subject: Earning Release

Please find attached a copy of Earning Release on the audited financial results of the Company for the quarter and year ended March 31, 2024.

The above announcements will also be made available on the website of our Company at www.sansera.in.

Kindly take the same in your record.

Thanking you,

for Sansera Engineering Limited

RAJESH
KUMAR MODI

Digitally signed by
RAJESH KUMAR MODI
Date: 2024.05.16
23:41:19 +05'30'

Rajesh Kumar Modi
Company Secretary and Compliance Officer

Encls: a/a

SANSERA ENGINEERING LIMITED

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E-mail id: info@sansera.in Website: www.sansera.in CIN: L34103KA1981PLC004542

SANSERA ENGINEERING LIMITED

Q4 & FY24 Consolidated Results

Thursday, 16th May 2024, Bengaluru – Sansera Engineering Limited, known for developing complex and critical precision engineered components for the automotive and non-automotive sectors over multiple decades, announced its audited Financial Results for the quarter and year ended March 31st, 2024.

Highest Ever Performance in terms of Revenue & EBITDA (Rs. Mln)

FY24		Q4FY24	
28,114	4,799	7,458	1,270
▲ 20%	17% ▲ 25%	▲ 21%	17% ▲ 32%
YoY	margin YoY	YoY	margin YoY
Revenue	EBITDA	Revenue	EBITDA

Consolidated Result Highlights

Particulars (Rs. in Mln)	Q4FY24	Q4FY23	YoY	FY24	FY23	YoY
Revenue From Operation	7,458	6,186	21%	28,114	23,460	20%
EBITDA	1,270	962	32%	4,799	3,848	25%
EBITDA Margin	17.0%	15.5%		17.1%	16.4%	
Profit After Tax	465	354	33%	1,875	1,483	26%
Profit After Tax Margin	6.2%	5.7%		6.7%	6.3%	

Sales Mix – Q4FY24

- › **By Geographies:** India – 66.8%, Europe – 19.7%, USA – 9.9% and Other Foreign Countries – 3.6%
- › **By End-Use Segments:** Auto-ICE – 73.8%, Auto-Tech Agnostic & xEV – 13.6% and Non-auto – 12.6%

Sales Mix – FY24

- › **By Geographies:** India – 68.7%, Europe – 18.4%, USA – 9.9% and Other Foreign Countries – 3.1%
- › **By End-Use Segments:** Auto-ICE – 75.4%, Auto-Tech Agnostic & xEV – 12.3% and Non-auto – 12.3%

Key Highlights

- › Delivered the highest ever topline and EBITDA during FY24 and Q4FY24 driven by broad-based growth across geographies
 - › Domestic revenues grew by 16% in FY24 and 20% in Q4FY24 on a YoY basis
 - › International revenues grew by 34% in FY24 and 29% in Q4FY24 on a YoY basis
- › Improvement in margins is mainly driven stronger growth in the International business and operating efficiencies
- › Highest ever quarterly sales across key end-markets, i.e., Auto-ICE, Auto-Tech Agnostic & xEV and Non-Auto
 - › Emerging Businesses (Non-Auto and Auto-Tech Agnostic & xEV) grew by 34% in FY24 and 27% in Q4FY24
- › Contribution of top 5 customers has reduced from 51% in FY23 to 46% in FY24
- › Net debt as on Mar-24 stood at Rs. 7.4 Bn
- › The Board of Directors has recommended a dividend of Rs. 3.00 per equity share for FY24

Commenting on the performance Mr. B R Preetham, Executive Director & CEO, Sansera Engineering Limited said, *"In line with our expectations, we closed FY24 with a 20% growth in the topline and 25% growth in the EBITDA. Our results reflect disciplined execution of our strategic initiatives across legacy, Auto-ICE business as well as Emerging Businesses which include Non-Auto and Tech-Agnostic & xEV segments.*

After years of experience working in the critical precision engineering industry, we continue to invest in high-growth areas to further diversify our revenue streams across segments, geographies and customers. Our dedicated team works closely with the customers to understand their evolving product requirements and develop products around the same. As a result, momentum with the customers is building, underscoring the value that Sansera is offering.

The orderbook for new business stands at Rs. 15.9 Bn after taking the annual reset where we exclude orders which have moved into mass production. This orderbook which is expected to mature in the next three years, is well spread across business segments aligned to our long-term vision. Overall, the outlook for FY25 is promising as we are able to pivot and evolve continuously to meet evolving market demands."

About Sansera Engineering Limited

Sansera Engineering Limited was incorporated in 1981. Sansera is an engineering-led integrated manufacturer of complex and critical precision engineered components across automotive and non-automotive sectors. Within the automotive sector, we manufacture and supply a wide range of precision forged and machined components and assemblies, such as connecting rod, rocker arm, crankshaft, gear shifter fork, stem comp, and aluminum forged parts, which are critical for engine, transmission, suspension, braking, chassis and other systems for the 2-wheeler, passenger vehicle and commercial vehicle verticals. Within the non-automotive sector, the Company manufactures and supplies a wide range of precision components for the aerospace, off-road, agriculture and other segments, including engineering and capital goods.

For more information about the Group and its businesses, please visit www.sansera.in

Safe Harbour Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential project characteristics, project potential and target dates for project related issues are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results changed assumptions or other factors.

For more information please contact:

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