

## Business model

# Geared for sustainable growth

## Inputs

### Widespread presence



We have nine manufacturing units located across the world in key markets, which enables us to serve our customers better.

### Experienced management team



Our management team possess more than 115 years of cumulative experience and are well-versed with the nuances of the auto industry

### Agile operating structure



With our ability to manage our operations with agility, we have been successfully able to navigate through all headwinds.

### R&D prowess



We place great focus on R&D and have spent around INR 2,736 million on R&D initiatives over the last five years.

### Effective governance



Our Board maintains high standards of corporate governance to ensure sustainable growth and success

## Changing automotive landscape



Electrified



Personalised



Connected



Intelligent

## Our Key Products



Differential assemblies



Differential gears



EV Transmission Gears



Conventional and micro-hybrid starter motors



EV traction motors



Motor control units



Electronically Locking Differential (EDL)

## Our Strategic Priorities



Electrification



Global Market Significance



Diversification



Technology

## Outcomes

**INR 26,756 million**

Revenue

**INR 6,958 million**

EBITDA

**INR 3,953 million**

PAT

**INR 6.75**

per share

**34.5%**

5-year revenue CAGR

**26.8%**

5-year average EBITDA

**One of the leading players in the automotive technology space**

**7.2%**

Global market share in differential gears

**4.1%**

Global market share in starter motors

**4**

New products launched in FY 2022-23

**INR 215 billion**

Orderbook as on 31st March, 2023