

# Electrifying tomorrow

As one of the leading manufacturers and suppliers of automotive technology products, we have our sights set firmly on helping to bring the future of mobility to global consumers faster. A diversified presence across geographies and vehicle segments keeps us in touch with myriad consumer and market needs and evolving preferences. We integrate this knowledge into our offerings to consistently deliver best-in-class products that exceed consumer expectations which helps us to build lasting bonds within the automotive industry.

In our own determined ways, we are working towards ensuring a brighter and more sustainable future: one that will be digitally-driven and innovation-oriented. Our unmatched R&D focus and prowess across software and hardware applications will keep us ahead of the curve in a changing world. A customer-centric, growth-focused approach will ensure strong business development and consistent market share gains. Robust financials and industry-leading metrics will keep us in a position to make a positive difference to all our stakeholders.

## KEY HIGHLIGHTS FY 2020-21

Revenue  
**INR15,663 mn**  
51% y-o-y growth

EBITDA  
**INR4,410 mn**  
28.2% EBITDA margin

PAT  
**INR2,151 mn**  
13.7% PAT margin

International Revenue  
**INR11,160 mn**  
75% of sales of goods

Battery EV  
**INR2,057 mn**  
13.8% of sales of Goods

Total R&D expenditure  
**INR915 mn**

### Forward-looking statement

This document contains statements about expected future events and financial and operating results, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions which are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as number of factors could cause assumptions, not to be accurate, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of this Annual Report 2020-21.

## HIGHLIGHTS

Among the top five listed auto component manufacturers in India by market capitalisation

One of the leading manufacturers and suppliers to global EV markets

Strong research and development and technological capabilities in both hardware and software development

Strong business development with high visibility on future revenue growth

Consistent financial performance with industry-leading metrics

Highly experienced Board of Directors and management team

One of the leading global automotive technology companies, gaining market share rapidly, diversified across key geographies, products, vehicle segments and customers

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