

02<sup>nd</sup> June, 2021



To,  
**NSE Limited,**  
Exchange Plaza,  
Plot No. C/1, G-Block,  
Bandra-Kurla Complex,  
Bandra (E), Mumbai 400 051

Symbol: SINTERCOM  
Series: EQ

**Subject: Earnings Presentation Q4-FY21/FY21**

Dear Sir/ Madam,

Please find enclosed herewith Earnings Presentation Q4-FY21/FY21.

Please take the note of the same.

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

A handwritten signature in blue ink that reads 'Anuja Joshi'.

**Anuja Joshi  
Company Secretary & Compliance Officer**



**SINTERCOM India Limited**  
(Formerly Sintercom India Pvt. Ltd.)  
CIN.: L29299PN2007PLC129627

Registered Office :  
Gat No. 127, At Post Mangrul, Tal.: Maval,  
(Talegaon Dabhade), Pune- 410507. India.  
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**SINTERCOM**  
India Ltd.

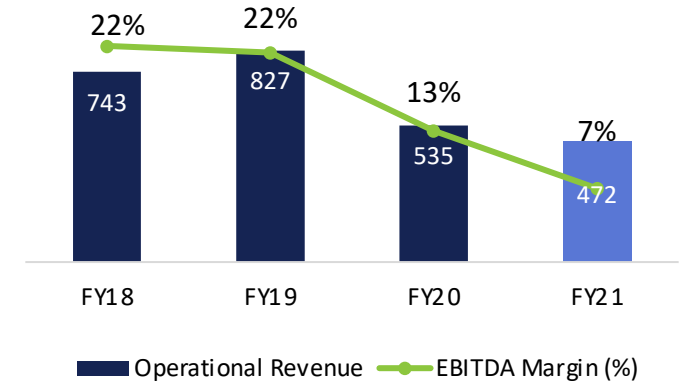
**EARNINGS PRESENTATION**  
Q4-FY21/FY21

# 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.

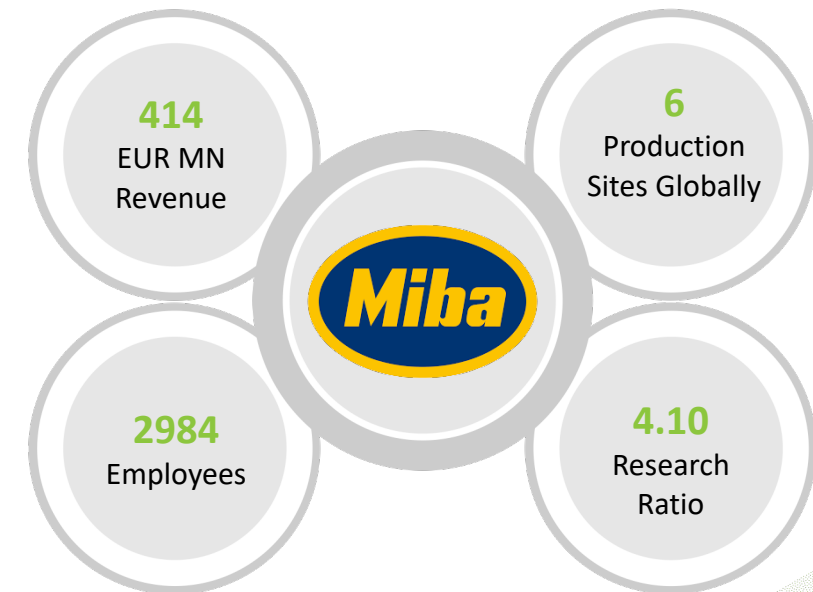
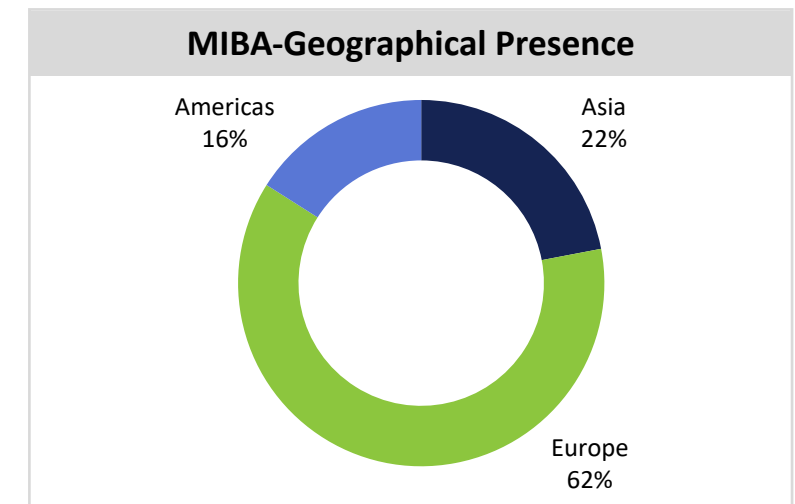
## Revenue (INR Mn) & EBITDA Margin (%)



## FY21 Region Wise Revenue Breakup



- The Miba Sinter Group established in 1963, has decades of experience in the Sinter Technology and is one of the leader in the Global Sintering Industry.
- Miba Sinter Austria GmbH manufactures high precision and sintered components. The Company offers engine bearings, friction materials, power electronics components, and coatings for engines, gearboxes, shock absorbers, specific applications, and compressors.
- They work closely with their customers to meet the challenges of the international automotive industry related to making vehicles more efficient, environmentally friendly, and quieter.
- Backed up by a global presence, years of development experience, and quality standards, Miba’s customers are guaranteed customized and cost-effective solutions.
- Through ongoing technological progress, the Miba Sinter Group creates high-end components for the vehicles of tomorrow.
- Miba sintered components offer an efficient and cost-effective technology for mass production, are environmentally friendly due to the high level of recycled content and optimum utilization of materials make engines and transmissions significantly quieter than steel or castings.
- Miba Sinter Group expands its global network with strategic tie-up with Sintercom India Ltd.
- The Joint Venture and technology agreement with Sintercom provides access to various advanced sintered technology solutions for the various Indian OEMs.
- With the growing opportunities in the Indian market, Miba Sinter Austria further invested in Sintercom India Ltd. for an aggregate amount of approximately INR 222 Mn.
- Sintercom completed the raising of funds from Miba Sinter on a preferential private placement basis in the form of equity shares and compulsory convertible debentures (CCDs).



## OEM Clients



BHARATBENZ

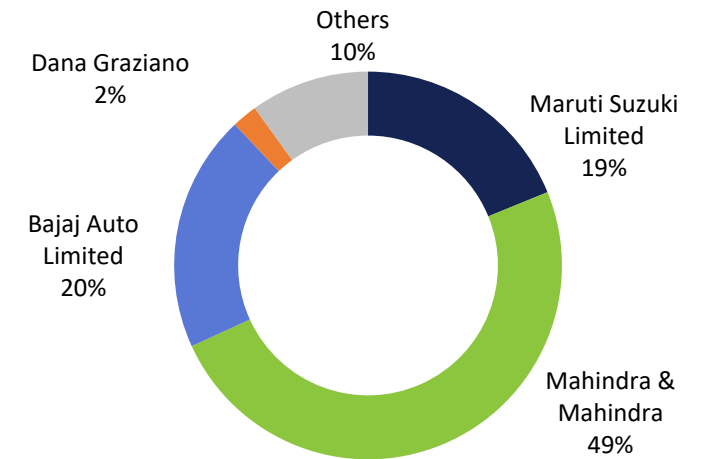


## TIER - 1

SCHAEFFLER



## Client-wise Revenue (FY21)



## PRODUCTS

### ENGINE

- Bearing Cap
- Cam to Cam Back Lash Gears
- Chain Sprockets
- Belt Pulleys
- Mass Balancer Assembly

### INDUSTRIAL GOODS

- Liquid Dispensing Metering Parts
- Synchro Rings

### TRANSMISSION

- Synchroniser Hubs
- Interlock Finger
- Drive Train Gears
- Synchro Ring

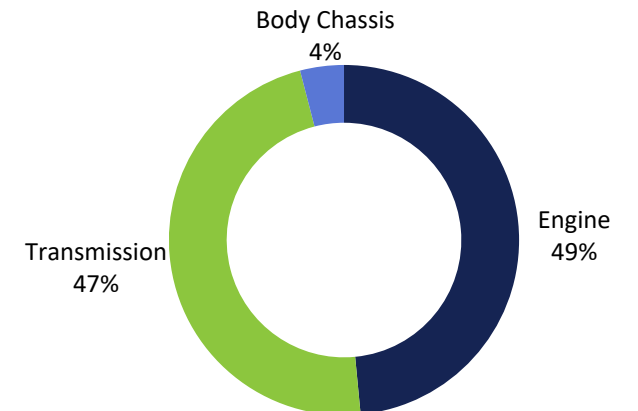
### BODY CHASIS

- Oxygen Sensor Boss
- Flange type Sensor Boss

### ELECTRIC VEHICLES

- Electric Power Steering
- Soft Magnetic Composites

## Segment-wise Revenue (FY21)





## Key Financial Highlights



# Key Financial and Operational Highlights



## Q4-FY21 Financial Performance

<b>INR 179 Mn</b> Revenue from Operations	<b>INR 24 Mn</b> EBITDA	<b>13.41%</b> EBITDA Margins
<b>INR 0 Mn</b> PAT	<b>NA</b> PAT Margins	<b>INR (0.01)/Share</b> Diluted EPS

## FY21 Financial Performance

<b>INR 472 Mn</b> Revenue from Operations	<b>INR 34 Mn</b> EBITDA	<b>7.20%</b> EBITDA Margins
<b>INR (47) Mn</b> PAT	<b>NA</b> PAT Margins	<b>INR (1.79)/Share</b> Diluted EPS

## Operational Highlights

- FY21 YoY sales were down by 11% as against the overall PV segment industry which was down by about 18% (as per SIAM report). FY21 sales were primarily down to the impact of low sales in Q1-FY21 due to Covid-19 related lockdown.
- Q4-FY21 Revenue growth on both YoY and QoQ basis showcases a strong revival in demand.
- During the year the company bid for about Rs. 2 Bn of new business, more than 25% of which are towards non-automotive segment (Industrial Goods) and 15% towards the export business. The company was awarded new business of approx. Rs. 400 Mn, 10% of which is towards exports and 35% towards the non-automotive Segment, with most of these awarded projects getting into serial production by Sept 2021 and will be gradually ramped-up.
- The overall capacity utilization was about 27% for FY21, however, for Q4-FY21, the capacity utilization has reached about 55% utilization.
- The company completed a fund raise of Rs. 222 Mn from Miba Sinter on a preferential private placement basis in the form of equity shares and compulsorily convertible debentures in March 2021.
- Successfully migrated onto SAP S4/Hana systems during the year to strengthen internal control and systems.



# Q4-FY21 Income Statement



Particulars (INR Mn)	Q4-FY21	Q4-FY20	Y-o-Y	Q3-FY21	Q-o-Q
<b>Revenue from Operations</b>	<b>179</b>	<b>106</b>	<b>68.9%</b>	<b>154</b>	<b>16.2%</b>
Expenses	155	102	52.0%	135	14.8%
<b>EBITDA</b>	<b>24</b>	<b>4</b>	<b>NA</b>	<b>19</b>	<b>26.3%</b>
<b>EBITDA Margin (%)</b>	<b>13.41%</b>	<b>3.77%</b>	<b>964 Bps</b>	<b>12.34%</b>	<b>107 Bps</b>
Other Income	3	-	NA	1	NA
Finance cost	9	11	(18.2)%	11	(18.2)%
Depreciation and amortisation expenses	16	15	6.7%	16	-
<b>Profit before tax</b>	<b>2</b>	<b>(22)</b>	<b>NA</b>	<b>(7)</b>	<b>NA</b>
Tax expense	2	(8)	NA	2	NA
<b>PAT</b>	<b>-</b>	<b>(14)</b>	<b>NA</b>	<b>(5)</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive income	-	-	-	-	-
<b>Total Comprehensive income</b>	<b>0</b>	<b>(14)</b>	<b>NA</b>	<b>(5)</b>	<b>NA</b>
Diluted EPS (INR)	(0.01)	(0.58)	NA	(0.20)	NA

# FY21 Income statement



Particulars (INR Mn)	FY21	FY20	Y-o-Y
<b>Revenue from Operations</b>	<b>472</b>	<b>535</b>	<b>(11.8)%</b>
Expenses	438	464	(5.6)%
<b>EBITDA</b>	<b>34</b>	<b>71</b>	<b>(52.1)%</b>
<b>EBITDA Margin (%)</b>	<b>7.20%</b>	<b>13.27%</b>	<b>(607 Bps)</b>
Other Income	5	1	NA
Finance cost	39	38	2.6%
Depreciation and amortisation expenses	62	68	(8.8)%
<b>Profit before tax</b>	<b>(62)</b>	<b>(34)</b>	<b>NA</b>
Tax expense	(15)	(5)	NA
<b>PAT</b>	<b>(47)</b>	<b>(29)</b>	<b>NA</b>
<b>PAT Margin (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive income	-	-	-
<b>Total Comprehensive income</b>	<b>(47)</b>	<b>(29)</b>	<b>NA</b>
Diluted EPS (INR)	(1.79)	(1.18)	NA

# Historical Income statement



Particulars (INR Mn)	FY18	FY19	FY20	FY21
<b>Revenue from Operations</b>	<b>743</b>	<b>827</b>	<b>535</b>	<b>472</b>
Expenses	576	647	464	438
<b>EBITDA</b>	<b>167</b>	<b>180</b>	<b>71</b>	<b>34</b>
<b>EBITDA Margin (%)</b>	<b>22.48%</b>	<b>21.77%</b>	<b>13.27%</b>	<b>7.20%</b>
Other Income	3	5	1	5
Finance cost	44	39	38	39
Depreciation and amortisation expenses	60	70	68	62
<b>Profit before tax</b>	<b>66</b>	<b>76</b>	<b>(34)</b>	<b>(62)</b>
Tax expense	11	21	(5)	(15)
<b>PAT</b>	<b>55</b>	<b>55</b>	<b>(29)</b>	<b>(47)</b>
<b>PAT Margin (%)</b>	<b>7.40%</b>	<b>6.65%</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive income	-	-	-	-
<b>Total Comprehensive income</b>	<b>55</b>	<b>55</b>	<b>(29)</b>	<b>(47)</b>
Diluted EPS (INR)	2.25	2.27	(1.18)	(1.79)

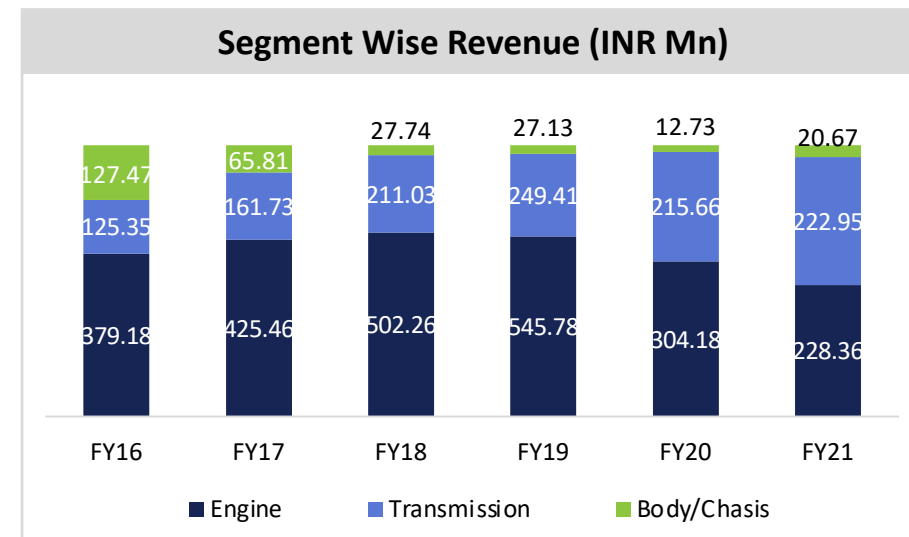
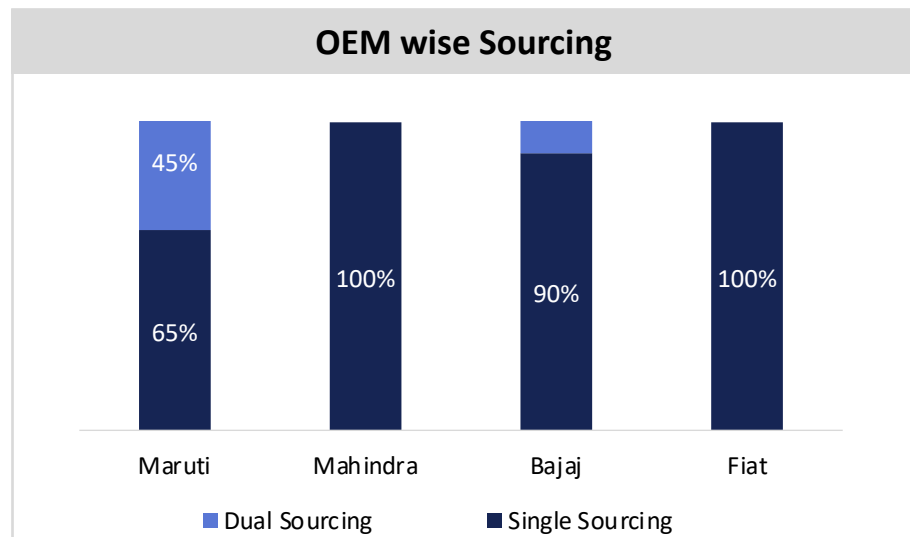
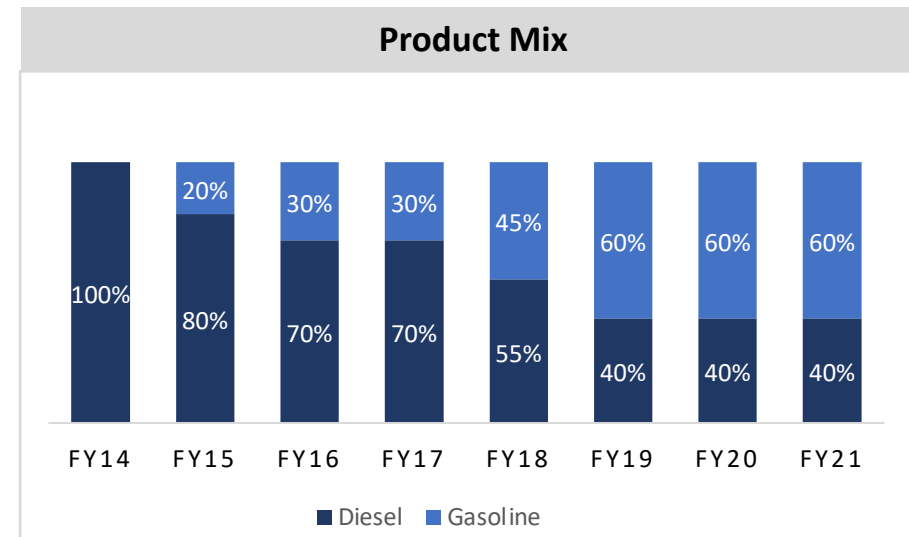
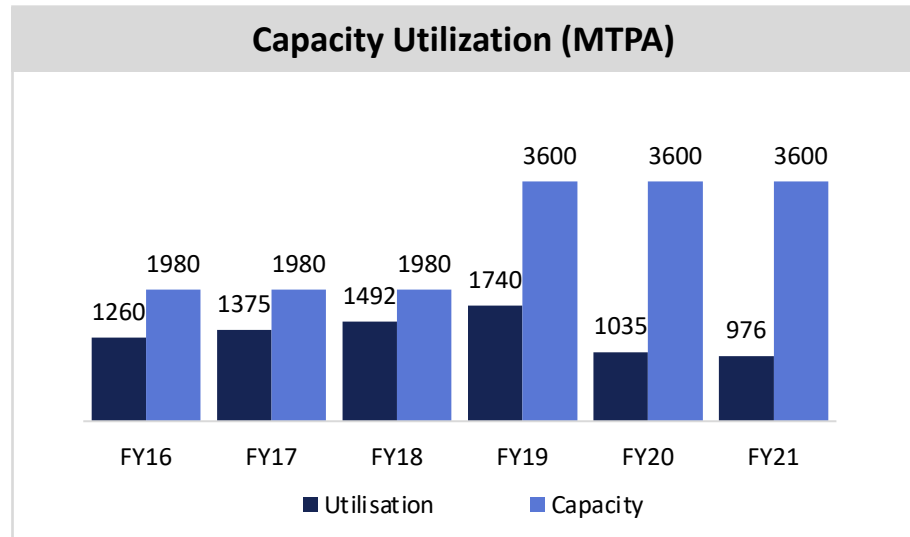
# Balance sheet



Equity and Liabilities (INR Mn)	FY20	FY21
Share Capital	242	256
Reserves and Surplus	620	782
<b>Total Equity</b>	<b>862</b>	<b>1,038</b>
<b>Non Current Liabilities</b>		
Long-term borrowings	119	72
Deferred tax liabilities (Net)	38	22
Long term provisions	35	22
Other long term liabilities		
<b>Sub Total Non Current Liabilities</b>	<b>192</b>	<b>116</b>
<b>Current Liabilities</b>		
Short-term borrowings	121	79
Trade payables	129	103
Other financial liabilities	42	64
Other current liabilities	128	119
Short-term provisions	0	0
<b>Sub Total Current Liabilities</b>	<b>420</b>	<b>365</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,474</b>	<b>1,519</b>

Assets (INR Mn)	FY20	FY21
<b>Non-current assets</b>		
<b>Fixed assets</b>		
Property, Plant & Equipment	798	740
Other Intangible assets	125	130
Capital work-in-progress	1	1
Intangible assets under development	39	40
Long term loans & advances	5	5
Other non current assets	65	50
<b>Sub Total Non Current Assets</b>	<b>1,033</b>	<b>966</b>
<b>Current assets</b>		
Inventories	158	192
Trade receivables	187	212
Cash and cash equivalents	8	82
Short-term loans and advances	2	2
Other current assets	86	65
<b>Sub Total Current Assets</b>	<b>441</b>	<b>553</b>
<b>TOTAL ASSTES</b>	<b>1,474</b>	<b>1,519</b>

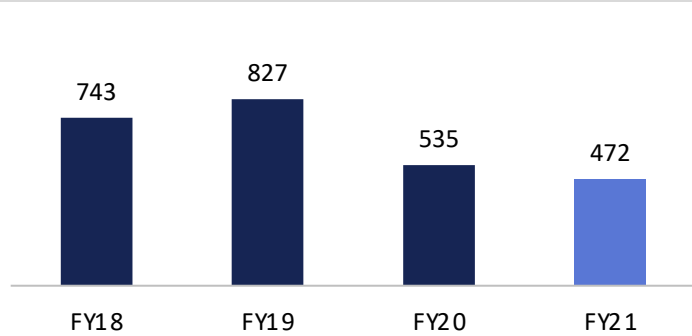
# Manufacturing Metrics



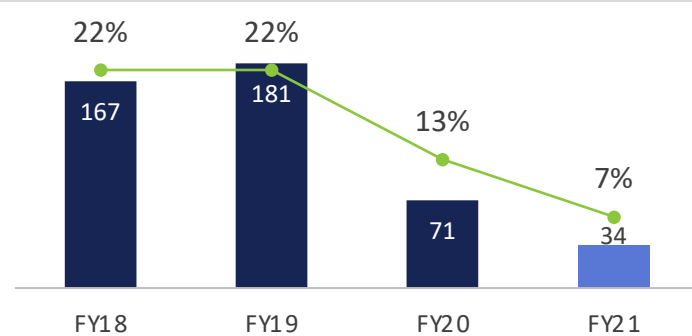
# Key Financial Highlights



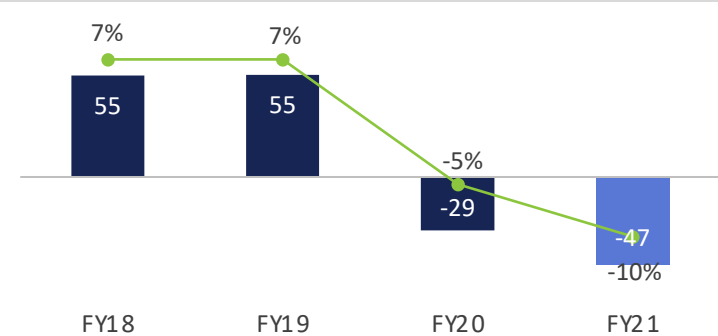
Revenue (INR Mn)



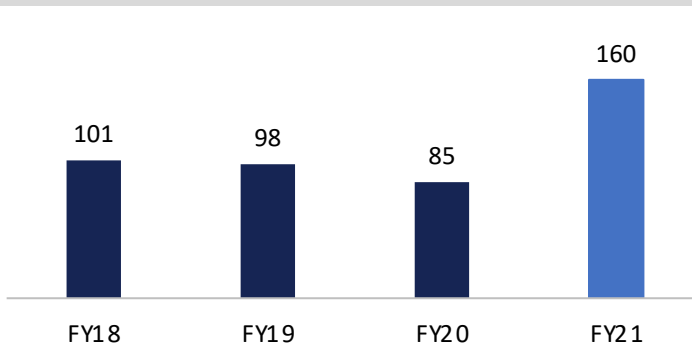
EBITDA (INR Mn) & EBITDA Margin (%)



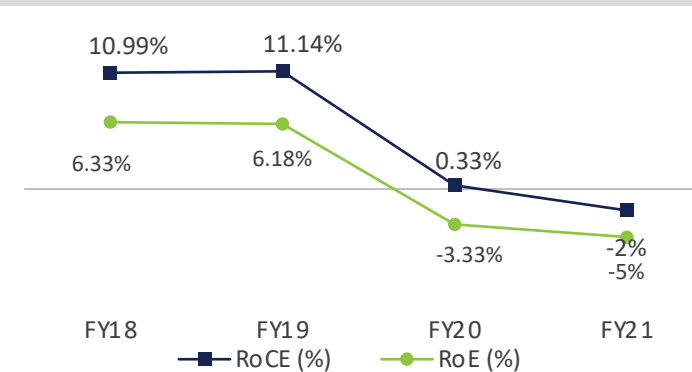
PAT (INR Mn) & PAT Margin (%)



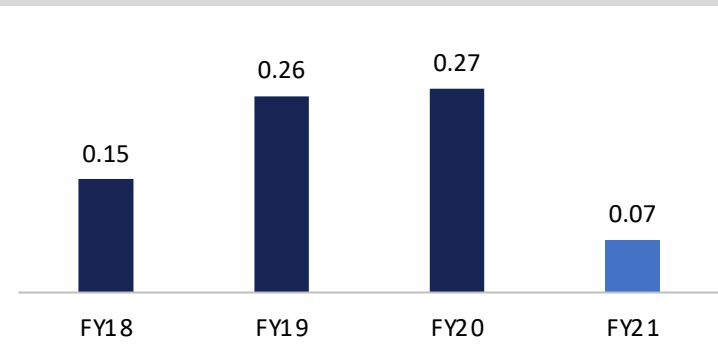
Cash Conversion Cycle (Days)



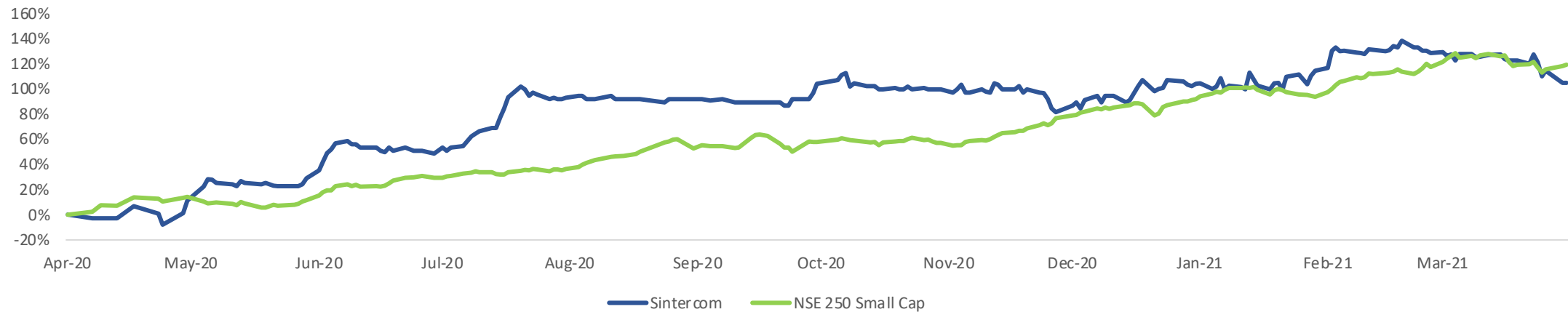
RoCE (%) and RoE (%)



Net Debt/Equity (x)



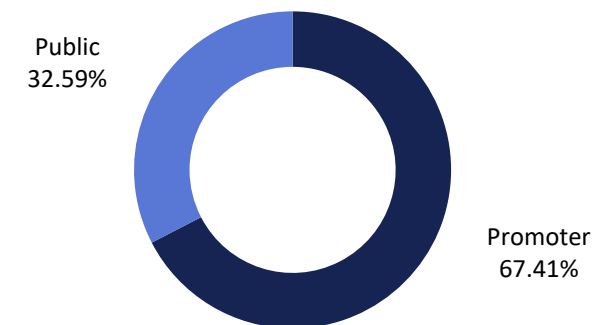
## Stock Return (As on 31st March 2021)



## Price Data (As on 31<sup>st</sup> March 2021)

Face value (INR)	10.00
Market Price (INR)	80
52 Week H/L (INR)	99.45/36
Market Cap (INR Mn)	2,044.23
Equity Shares Outstanding (Mn)	25.55
1 Year Avg. trading volume ('000)	8.04

## Shareholding Structure (As on 31<sup>st</sup> March 2021)



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Thank You!

