

03<sup>rd</sup> June, 2022



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-FY2022/FY22**

Dear Sir/ Madam,

Please find enclosed herewith Earnings Presentation **Q4-FY2022/FY22**.

Please take the note of the same.

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

  
**Anuja Joshi**  
**Company Secretary & Compliance Officer**





**SINTERCOM**  
India Ltd.

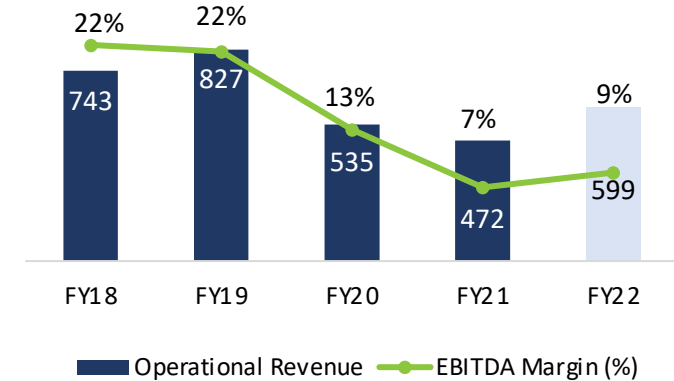
**EARNINGS PRESENTATION**  
Q4-FY22/FY22

# Company Overview

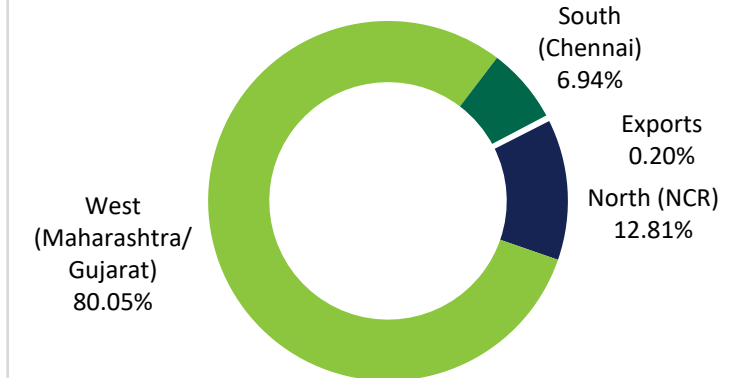


- Established in 2007, Sintercom India Limited is the leading automotive sintered components manufacturer located in Pune, India.
- The Company has integrated manufacturing facilities and has increased its capacity from 1,980 MTPA to 3,600 MTPA in 2019.
- The Company specializes in manufacturing medium 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.

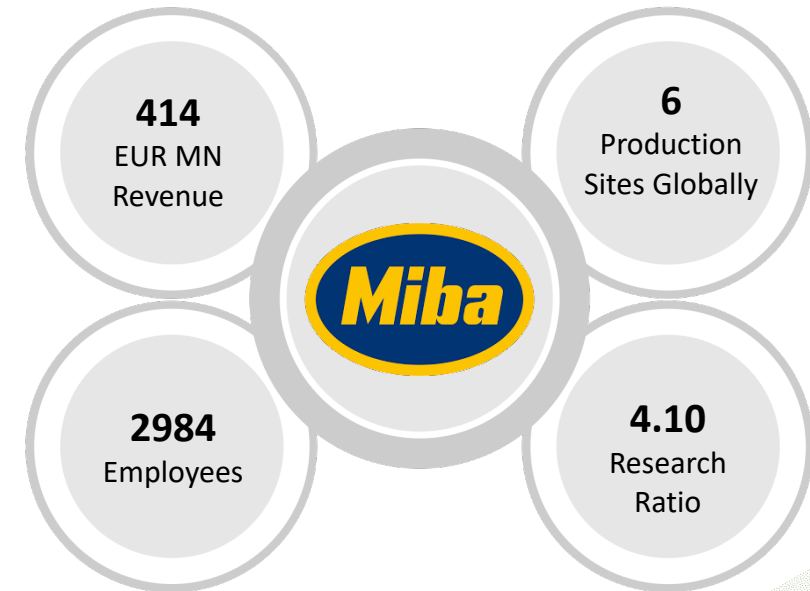
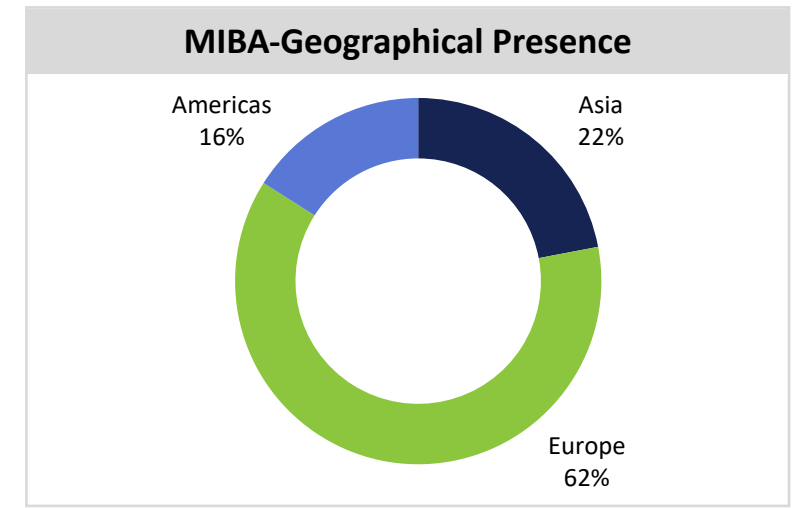
**Revenue (INR Mn) & EBITDA Margin (%)**



**FY22 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

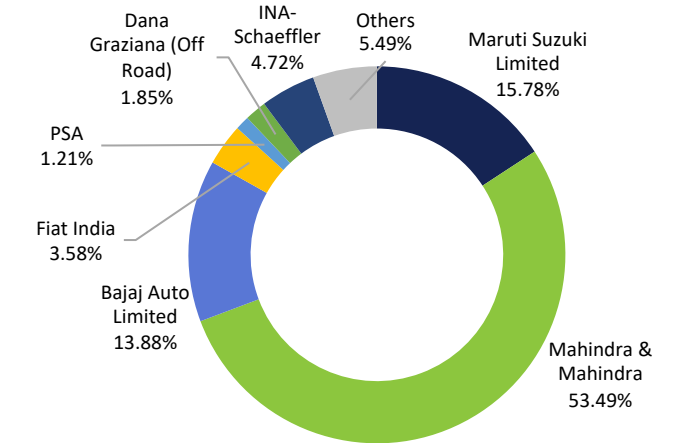


## TIER - 1

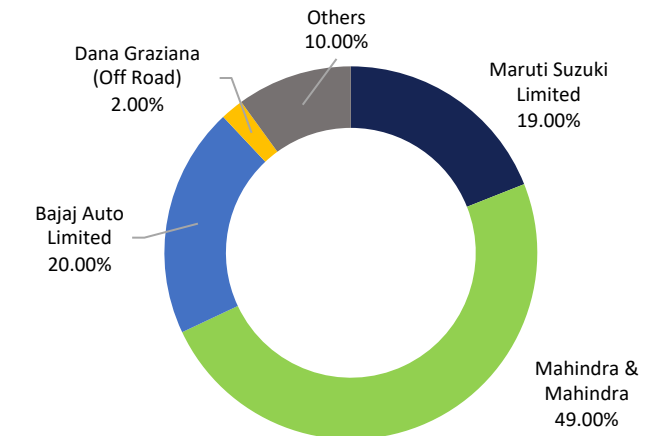
SCHAEFFLER



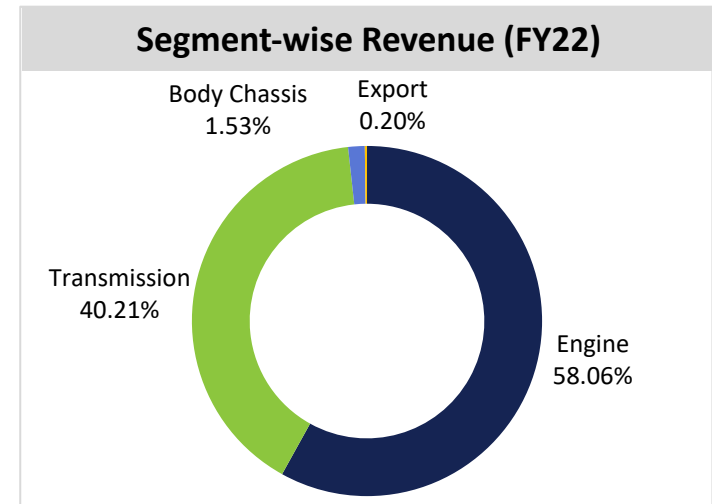
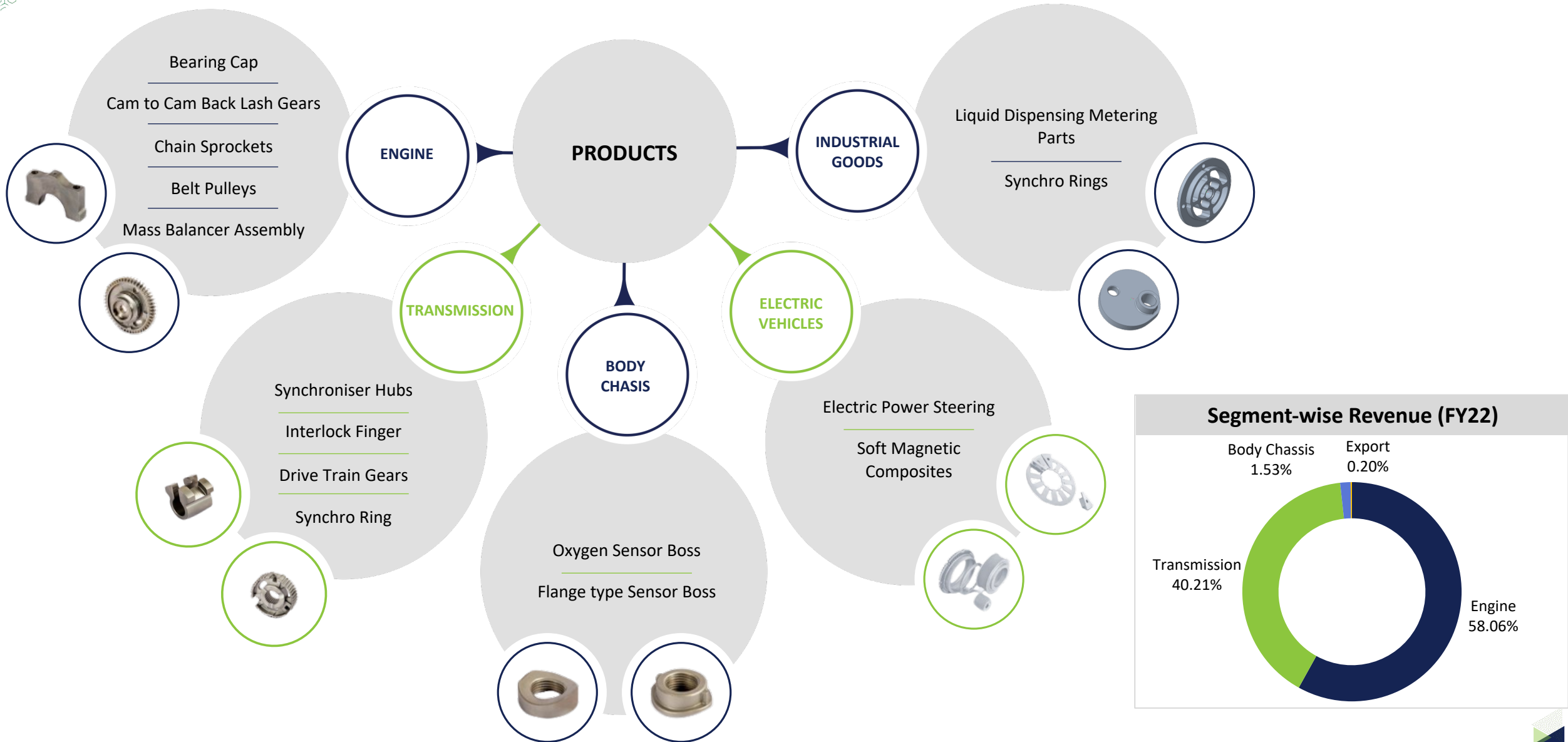
## Client-wise Revenue (FY22)

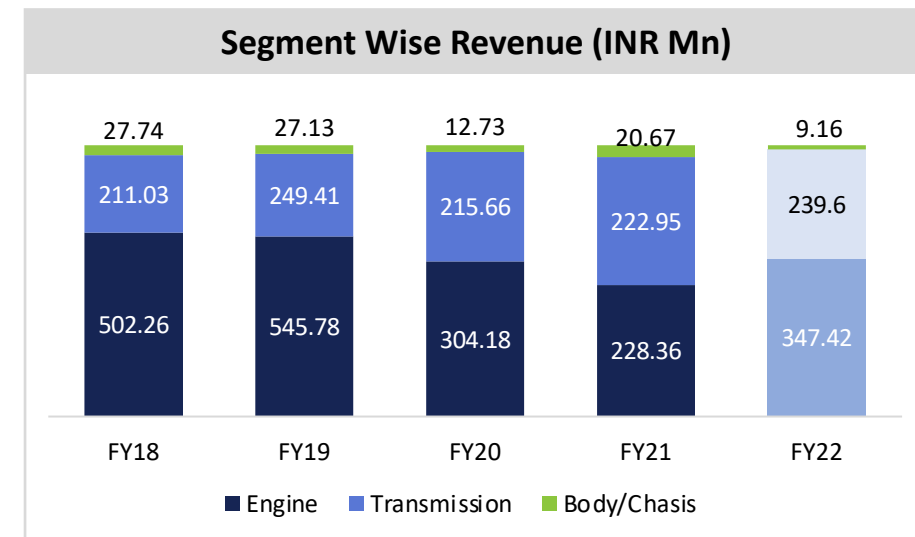
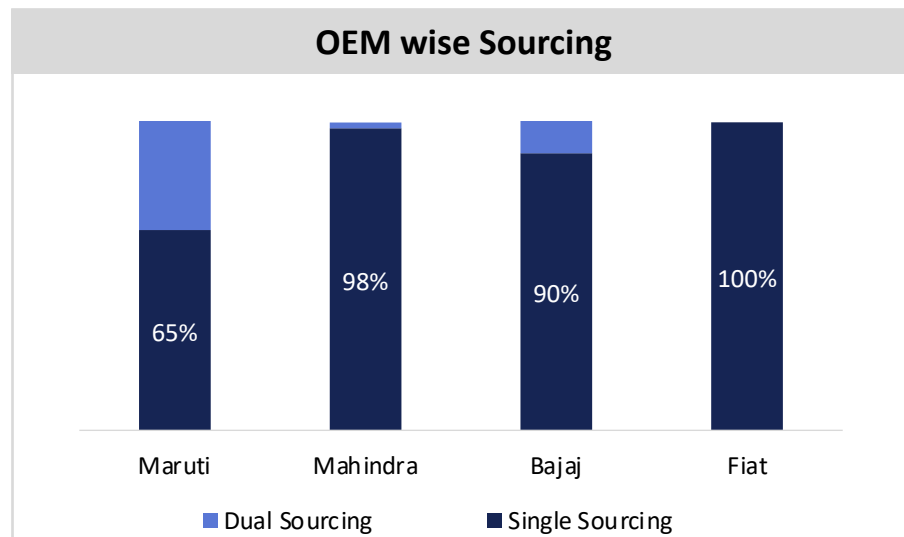
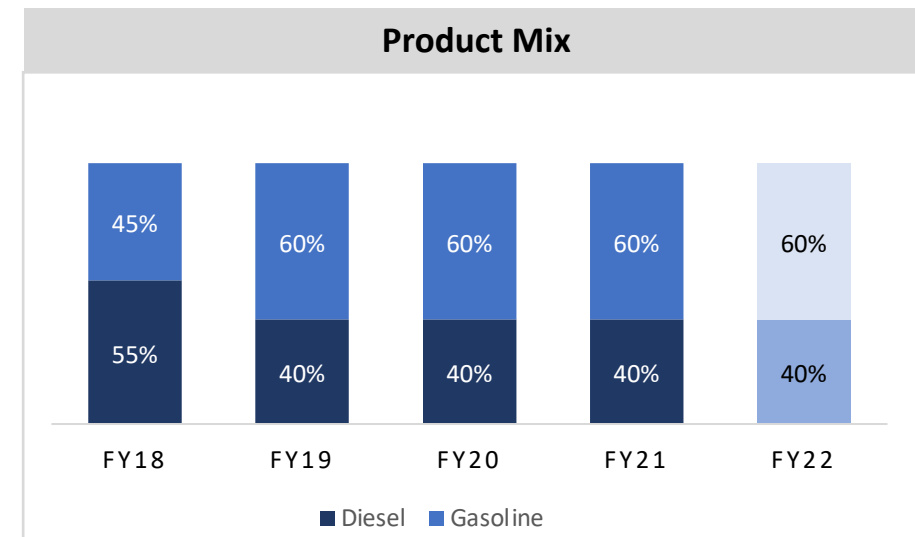
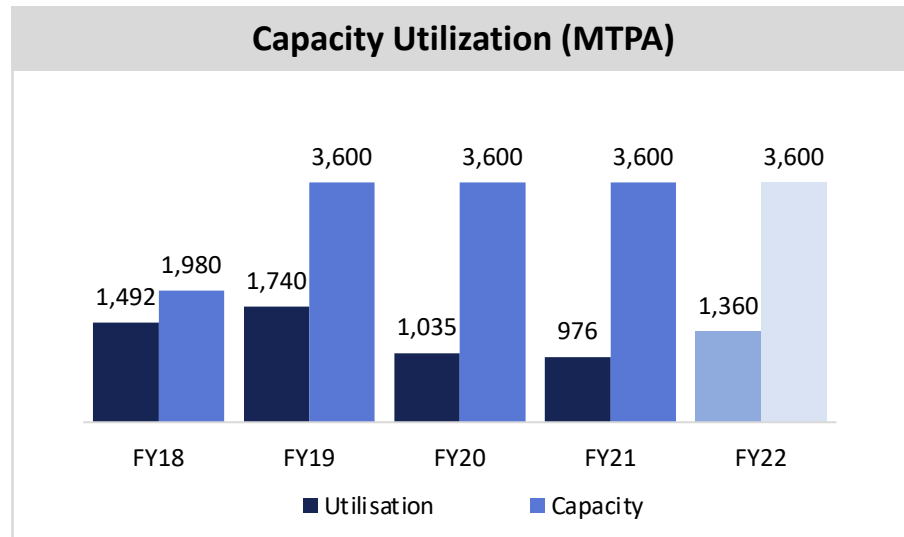


## Client-wise Revenue (FY21)











## Key Financial Highlights





# Key Financial and Operational Highlights



## Q4-FY22 Financial Performance

**INR 194 Mn**  
Revenue from  
Operations

**INR 24 Mn**  
EBITDA

**12.37 %**  
EBITDA Margins

**INR (3) Mn**  
PAT

**NA**  
PAT Margins

**INR (0.13)/Share**  
Diluted EPS

## FY22 Financial Performance

**INR 599 Mn**  
Revenue from  
Operations

**INR 52 Mn**  
EBITDA

**8.66 %**  
EBITDA Margins

**INR (38) Mn**  
PAT

**NA**  
PAT Margins

**INR (1.45)/Share**  
Diluted EPS

## Operational Highlights:

- Operational Revenues grew for Q4-FY22 and FY22 due to the ramp up volumes for the new developed programs and strong demand for the existing products.
- Improvement in EBITDA margins in Q4-FY22 and FY22 was due to improved capacity utilization and sales volumes.
- Capacity utilization for Q4-FY22 reached to around 46%.
- The company received a new order from MBS Gear during the quarter. The SOP is likely to commence by Q4FY 23.
- Overall outlook for next quarter seems to be positive with strong demand for the products and long waiting time for the vehicles. Supply chain issues seem to be easing away leading to increase in the customer schedules.
- The company has successfully installed and commissioned the Gear rolling technology, first of its kind in India during the first half of FY22.
- During the quarter, Of the total CCD of 19,75,000 held by Miba Sinter Holding GmbH & CO KG, 50% of CCD i.e. 9,87,500 CCD have been converted to equity shares of INR 10 face value and premium of INR 57 per share.

# Quarterly Financial Performance



Particulars (INR Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
<b>Revenue from Operations</b>	<b>194</b>	<b>179</b>	<b>8.4%</b>	<b>151</b>	<b>28.5%</b>
Expenses	170	155	9.7%	139	22.3%
<b>EBITDA</b>	<b>24</b>	<b>24</b>	<b>NA</b>	<b>12</b>	<b>100.0%</b>
<b>EBITDA Margins (%)</b>	<b>12.37%</b>	<b>13.41%</b>	<b>(104)Bps</b>	<b>7.95%</b>	<b>442 Bps</b>
Other Income	-	3	NA	-	NA
Finance cost	9	9	NA	7	28.6%
Depreciation and amortisation expenses	19	16	18.8%	19	NA
<b>Profit before tax</b>	<b>(4)</b>	<b>2</b>	<b>NA</b>	<b>(13)</b>	<b>NA</b>
Tax expense	(1)	2	NA	1	NA
<b>PAT</b>	<b>(3)</b>	<b>-</b>	<b>NA</b>	<b>(14)</b>	<b>NA</b>
<b>PAT Margins (%)</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>(3)</b>	<b>-</b>	<b>NA</b>	<b>(14)</b>	<b>NA</b>
Diluted EPS (INR)	(0.13)	(0.01)	NA	(0.51)	NA

# YTD Financial Performance



Particulars (INR Mn)	FY22	FY21	Y-o-Y
<b>Revenue from Operations</b>	<b>599</b>	<b>472</b>	<b>26.9%</b>
Expenses	546	438	24.7%
<b>EBITDA</b>	<b>53</b>	<b>34</b>	<b>55.9%</b>
<b>EBITDA Margins (%)</b>	<b>8.84%</b>	<b>7.20%</b>	<b>164 Bps</b>
Other Income	2	5	(60.0)%
Finance cost	29	39	(25.6)%
Depreciation and amortisation expenses	71	62	14.5%
<b>Profit before tax</b>	<b>(45)</b>	<b>(62)</b>	<b>NA</b>
Tax expense	(7)	(15)	NA
<b>PAT</b>	<b>(38)</b>	<b>(47)</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive income	-	-	NA
<b>Total Comprehensive income</b>	<b>(38)</b>	<b>(47)</b>	<b>NA</b>
Diluted EPS (INR)	(1.45)	(1.79)	NA

# Historical Income statement



Particulars (INR Mn)	FY19	FY20	FY21	FY22
<b>Revenue from Operations</b>	<b>827</b>	<b>535</b>	<b>472</b>	<b>599</b>
Expenses	647	464	438	546
<b>EBITDA</b>	<b>180</b>	<b>71</b>	<b>34</b>	<b>53</b>
<b>EBITDA Margins (%)</b>	<b>21.77%</b>	<b>13.27%</b>	<b>7.20%</b>	<b>8.84%</b>
Other Income	5	1	5	2
Finance cost	39	38	39	29
Depreciation and amortisation expenses	70	68	62	71
<b>Profit before tax</b>	<b>76</b>	<b>(34)</b>	<b>(62)</b>	<b>(45)</b>
Tax expense	21	(5)	(15)	(7)
<b>PAT</b>	<b>55</b>	<b>(29)</b>	<b>(47)</b>	<b>(38)</b>
<b>PAT Margins (%)</b>	<b>6.65%</b>	<b>NA</b>	<b>NA</b>	<b>NA</b>
Other Comprehensive income	-	-	-	-
<b>Total Comprehensive income</b>	<b>55</b>	<b>(29)</b>	<b>(47)</b>	<b>(38)</b>
Diluted EPS (INR)	2.27	(1.18)	(1.18)	(1.45)

# Balance sheet



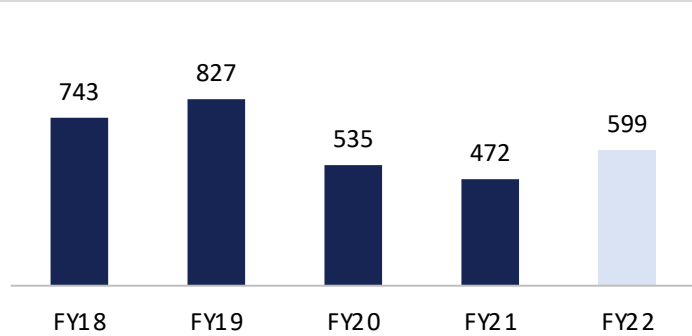
Equity and Liabilities (INR Mn)	FY20	FY21	FY22
Share Capital	242	255	265
Reserves and Surplus	620	782	731
<b>Total Equity</b>	<b>862</b>	<b>1,037</b>	<b>996</b>
<b>Non Current Liabilities</b>			
Long-term borrowings	119	73	63
Deferred tax liabilities (Net)	38	22	15
Long term provisions	35	23	22
Other long term liabilities			
<b>Sub Total Non Current Liabilities</b>	<b>192</b>	<b>118</b>	<b>100</b>
<b>Current Liabilities</b>			
Short-term borrowings	121	143	182
Trade payables	129	104	130
Other financial liabilities	42	-	-
Other current liabilities	128	117	138
Short-term provisions	-	-	1
<b>Sub Total Current Liabilities</b>	<b>420</b>	<b>364</b>	<b>451</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1,474</b>	<b>1,519</b>	<b>1,547</b>

Assets (INR Mn)	FY20	FY21	FY22
<b>Non-current assets</b>			
<b>Fixed assets</b>			
Property, Plant & Equipment	798	740	729
Other Intangible assets	125	130	161
Capital work-in-progress	1	1	9
Intangible assets under development	39	40	-
Long term loans & advances	5	5	5
Other non current assets	65	58	59
<b>Sub Total Non Current Assets</b>	<b>1,033</b>	<b>974</b>	<b>963</b>
<b>Current assets</b>			
Inventories	158	192	266
Trade receivables	187	246	288
Cash and cash equivalents	8	82	9
Short-term loans and advances	2	2	1
Other current assets	86	23	20
<b>Sub Total Current Assets</b>	<b>441</b>	<b>545</b>	<b>584</b>
<b>TOTAL ASSTES</b>	<b>1,474</b>	<b>1,519</b>	<b>1,547</b>

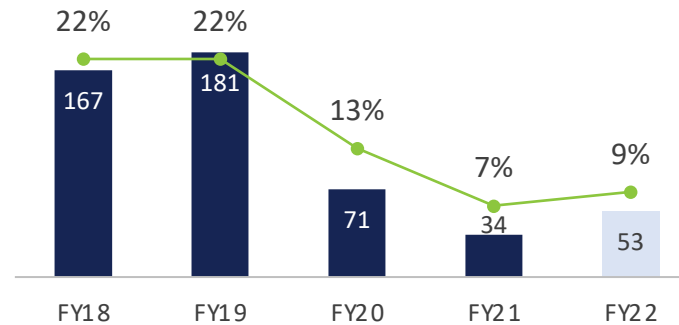
# Key Financial Highlights



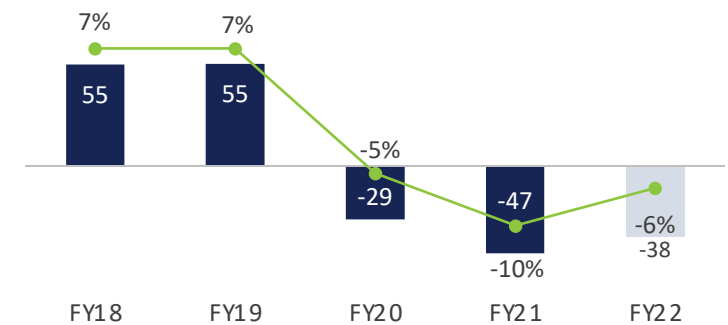
### Revenue (INR Mn)



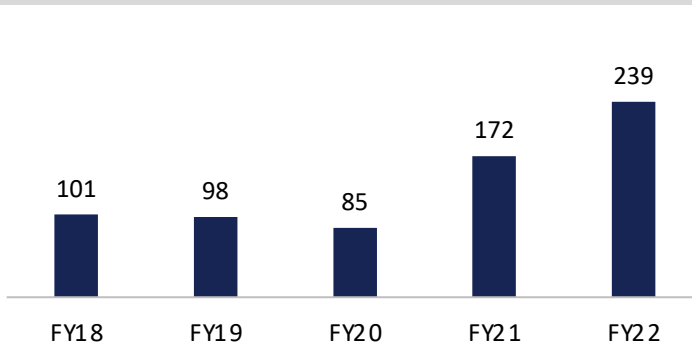
### EBITDA (INR Mn) & EBITDA Margins (%)



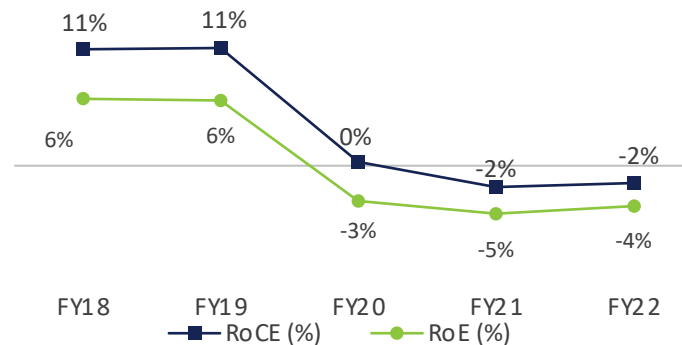
### PAT (INR Mn) & PAT Margins (%)



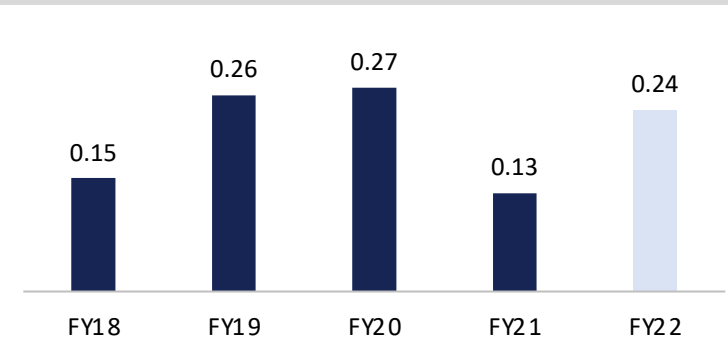
### Cash Conversion Cycle (Days)



### RoCE (%) and RoE (%)

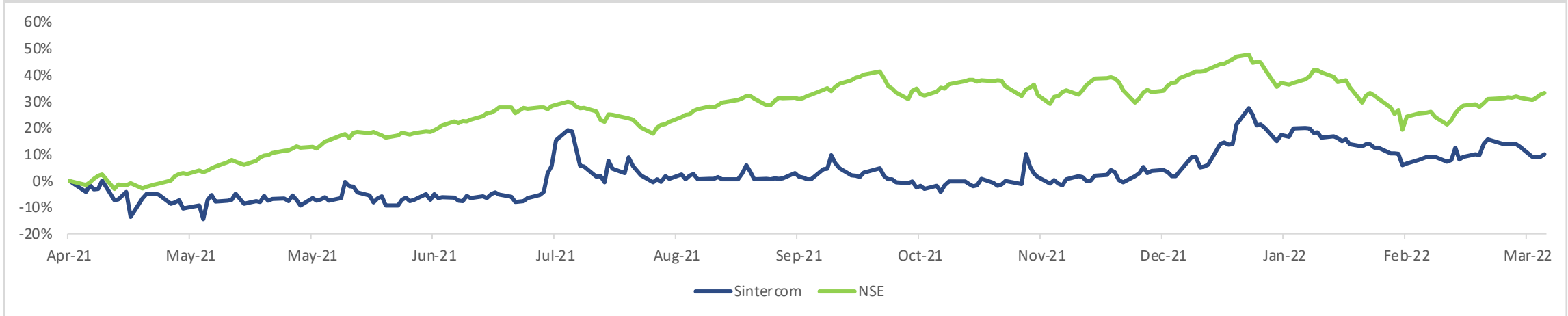


### Net Debt/Equity (x)





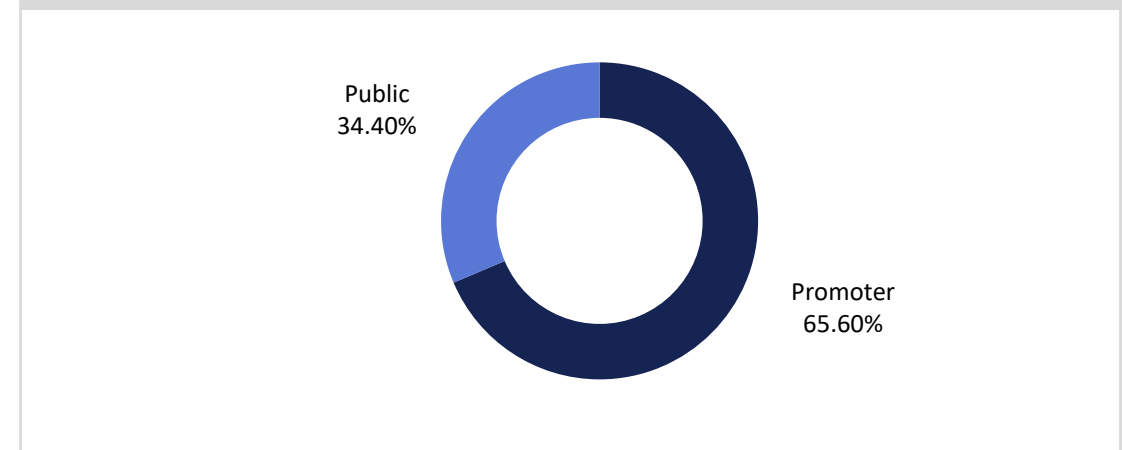
## Stock Return (As on 31<sup>st</sup> March 2022)



## Price Data (As on 31<sup>st</sup> March 2022)

Face value (INR)	10
Market Price (INR)	91.85
52 Week H/L (INR)	108.00/61.20
Market Cap (INR Mn)	2325.30
Equity Shares Outstanding (Mn)	25.55
1 Year Avg. trading volume ('000)	35.93

## Shareholding Structure (As on 31<sup>st</sup> March 2022)



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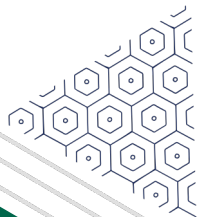
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Thank You!

