November 22, 2021

BSE Limited
Department of Corporate Services
P. J. Towers, 25th Floor, Dalal Street,
Mumbai- 400 001
Ref: 532509

Dear Sirs,

Sub: Investor Presentation

Please find enclosed Investors’ Presentation and Presentation on Suprajit Technology Centre, which may be presented to various investors, analysts while meeting and also while attending investor conferences, if any, from time to time. These presentations are also available in our website at www.suprajit.com.

This is for your Information and records.

This may be considered as compliance under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you,

Yours faithfully,
For Suprajit Engineering Limited

Medappa Gowda J
CFO & Company Secretary

Encl: as above
1. Core business, Group and Organization Structure
2. Customer Profile
3. Strategy – Suprajit 2.0
4. Suprajit Technology Centre
5. Financials.
6. Milestones, Strengths and Accolades
Core Business
### Exhaustive Range of Cables

#### Full Product Range for Variety of Applications

- Park Brake Cables
- Clutch Cables
- Starter Cables
- Door Latch Cables
- Push-Pull Cables
- Mirror Cables
- Tail Gate Cables
- Gear Shifter Cables
- Tire lifting Cables
- Fuel Filler cables
- Hood Lock/Release Cables
- Window Regulator Cables
- Cables for Seat Belts
- Recliners Cables
- Battery comp open cables
- Hand throttle cables
- Foot throttle cables
- Throttle Cables
- Brake cables
- Speedometer
- Tachometer Cables
- Seat lock Cables
- Engine stop Cables
- Idle Cable Assembly
- HVAC Cables
- Seeder cables
- Power take off cables

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### Across Industries

- **Passenger Vehicle**
- **Two-Wheeler**
- **Agriculture, Powersport, Marine, Consumer Goods, etc..**

- A Global Leader in Control Cables and Halogen Bulbs
Exhaustive Range of Halogen Bulbs

Full Product Range for Global Headlamp Requirements

**OEM Leadership Across Industry**
- Passenger Vehicles
- Two-Wheelers
- Commercial Vehicles

**Global Aftermarket Focus**
- India Aftermarket
- Europe Aftermarket
- US aftermarket

- A Global Leader in Control Cables and Halogen Bulbs -
Best-in-class Facilities

- World-class manufacturing with operations IATF 16949 certified.
- Global standards in manufacturing, testing and quality assurance.
- Vertical process integration for key processes and optimized supply chain.

IATF 16949 Plants
Top 3 in control cables and halogen bulbs manufacturing, globally.
Leading supplier in Indian Automotive Industry.
Preferred Supplier to both Domestic and Overseas Customers (OEMs and Aftermarket).
Exports to 50+ countries.
Strong Brands: Suprajit, Wescon and Phoenix.
Customer Profile
* All names, images and logos are copyright of their respective owners.
Customers | Non-Automotive

* All names, images and logos are copyright of their respective owners.
Customers – 2 Wheelers

* All names, images and logos are copyright of their respective owners.
<table>
<thead>
<tr>
<th>Top 10 Customers</th>
</tr>
</thead>
<tbody>
<tr>
<td>TVS Motor</td>
</tr>
<tr>
<td>Hero Moto Corp</td>
</tr>
<tr>
<td>Bajaj Auto</td>
</tr>
<tr>
<td>Honda</td>
</tr>
<tr>
<td>Osram</td>
</tr>
<tr>
<td>VW Group</td>
</tr>
<tr>
<td>BMW</td>
</tr>
<tr>
<td>John Deere Group</td>
</tr>
<tr>
<td>MTD</td>
</tr>
<tr>
<td>Toro</td>
</tr>
</tbody>
</table>

* All names, images and logos are copyright of their respective owners.
Strategy – Suprajit 2.0
Strategy – Derisk & Grow Profitably

1985

Single Segment
- Two-Wheeler

Single Customer
- TVS Motor Company

Single Product
- Mechanical Control Cables

Single Location
- Karnataka

Single Brand
- Suprajit

2021

Multiple Segments
- Three-Wheeler & India Aftermarket

Multiple Customers
- Bajaj, Hero, Honda, Yamaha

Multiple Products
- Tata Motors, Swaraj, Mazda, Eicher Motors, Mahindra

Multiple Locations
- Karnataka, Maharashtra, Haryana, Uttarakhand, Rajasthan, Tamil Nadu, Uttar Pradesh

Multiple Countries
- UK, US, Germany, Luxembourg, Mexico, Slovenia

Multiple Brands
- John Deere, Kubota, MTD, Hero Electric, Ather, NDS

- Hero Electric, Ather, NDS

Through Strong Organic Growth, Capacity Expansion, and Strategic Acquisitions

- A Global Leader in Control Cables and Halogen Bulbs -
### Strategy – 3 brands

<table>
<thead>
<tr>
<th>Suprajit Engineering Automotive Cables</th>
<th>Phoenix Lamps Halogen Lamps</th>
<th>Wescon Controls Non-Automotive cables</th>
</tr>
</thead>
</table>
| 14 manufacturing facilities in India including EOU for non-automotive.  
  SAL – EOU facility for automotive  
  SEU - Tech Centre in Tamworth, UK.  
  SEK – Owned Warehouse in Koper, Slovenia.  
  Over 35 years of expertise in cables. | 3 manufacturing facilities in India.  
  A full-fledged office in Germany and warehouse in Luxembourg.  
  Acquired by Suprajit in May 2015 and merged with Suprajit in August 2017  
  Over 30 years of expertise in Halogen Lamps. | Manufacturing facility in Wichita, Kansas, USA.  
  1 Maquiladora facility in Juarez, Mexico.  
  Acquired by Suprajit in September 2016.  
  Over 75 years of expertise in cables & controls. |
Phoenix:
- Noida 2 Plants, SEZ & DTA
- Chennai – 1 Plant

Suprajit – India:
- Headquarters,
- Global Manufacturing Hub
- 15 Strategically located plants

- A Global Leader in Control Cables and Halogen Bulbs -
Global Technology Centers:
- USA – Supports Agriculture and Power Sports
- UK – Supports Automotive
- India – Supports All Verticals

- Continuously building inhouse expertise in allied products that enhance value add
- Technology & Product Cross-Selling across Suprajit Markets and Geographies
- Designed and Manufactured Inhouse
- Experienced Electronics and Mechatronics Teams
- Globally 13 Patents (confirmed or in-review)
Capacities

- A Global Leader in Control Cables and Halogen Bulbs -

**Cables**  – 300 million

**Bulbs**  – 110 million

### Cable Capacity

<table>
<thead>
<tr>
<th>Year</th>
<th>Cables Produced</th>
<th>Cable Capacity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010</td>
<td>66</td>
<td>80</td>
</tr>
<tr>
<td>2011</td>
<td>100</td>
<td>90</td>
</tr>
<tr>
<td>2012</td>
<td>100</td>
<td>105</td>
</tr>
<tr>
<td>2013</td>
<td>115</td>
<td>125</td>
</tr>
<tr>
<td>2014</td>
<td>140</td>
<td>125</td>
</tr>
<tr>
<td>2015</td>
<td>150</td>
<td>175</td>
</tr>
<tr>
<td>2016</td>
<td>157</td>
<td>200</td>
</tr>
<tr>
<td>2017</td>
<td>185</td>
<td>250</td>
</tr>
<tr>
<td>2018</td>
<td>220</td>
<td>250</td>
</tr>
<tr>
<td>2019</td>
<td>220</td>
<td>250</td>
</tr>
<tr>
<td>2020</td>
<td>207</td>
<td>205</td>
</tr>
<tr>
<td>2021</td>
<td>300</td>
<td>300</td>
</tr>
</tbody>
</table>

### Revenue Split

- Bulbs, 20%
- Cables, 80%

FY 20-21
Group Financials

Growth in net sales...

<table>
<thead>
<tr>
<th>Year</th>
<th>(USD Mn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY09</td>
<td>27.8</td>
</tr>
<tr>
<td>FY11</td>
<td>46.7</td>
</tr>
<tr>
<td>FY13</td>
<td>62.4</td>
</tr>
<tr>
<td>FY15</td>
<td>82.5</td>
</tr>
<tr>
<td>FY17</td>
<td>162.1</td>
</tr>
<tr>
<td>FY19</td>
<td>214.3</td>
</tr>
<tr>
<td>FY21</td>
<td>221.1</td>
</tr>
</tbody>
</table>

...with healthy EBITDA margins

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA Margin</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY09</td>
<td>13.2%</td>
</tr>
<tr>
<td>FY11</td>
<td>16.2%</td>
</tr>
<tr>
<td>FY13</td>
<td>15.7%</td>
</tr>
<tr>
<td>FY15</td>
<td>14.9%</td>
</tr>
<tr>
<td>FY17</td>
<td>16.6%</td>
</tr>
<tr>
<td>FY19</td>
<td>14.6%</td>
</tr>
<tr>
<td>FY21</td>
<td>14.4%</td>
</tr>
</tbody>
</table>

Low Long-Term Debt / Equity...

<table>
<thead>
<tr>
<th>Year</th>
<th>Debt / Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY09</td>
<td>0.55</td>
</tr>
<tr>
<td>FY11</td>
<td>0.46</td>
</tr>
<tr>
<td>FY13</td>
<td>0.27</td>
</tr>
<tr>
<td>FY15</td>
<td>0.38</td>
</tr>
<tr>
<td>FY17</td>
<td>0.45</td>
</tr>
<tr>
<td>FY19</td>
<td>0.21</td>
</tr>
<tr>
<td>FY21</td>
<td>0.09</td>
</tr>
</tbody>
</table>

..and low Total Debt Equity Ratio

<table>
<thead>
<tr>
<th>Year</th>
<th>Debt / Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009</td>
<td>0.84</td>
</tr>
<tr>
<td>2011</td>
<td>0.66</td>
</tr>
<tr>
<td>2013</td>
<td>0.65</td>
</tr>
<tr>
<td>2015</td>
<td>0.79</td>
</tr>
<tr>
<td>2017</td>
<td>0.73</td>
</tr>
<tr>
<td>2019</td>
<td>0.47</td>
</tr>
<tr>
<td>2021</td>
<td>0.33</td>
</tr>
</tbody>
</table>
Key Milestones in Our Journey

- 6 acquisitions – 4 in cable space / 2 in Halogen bulbs space
- Proven track record of integration
- Strong Organic growth

- A Global Leader in Control Cables and Halogen Bulbs -
Industry leading scale leads to material cost advantage, high productivity and low overhead costs.

Excellent customer rapport with strong localized supply chain.

A proprietary class ‘B’ item, giving a strategic relationship advantage.

Suprajit Technology Center to bring new technologies and products to customers.

Ability to setup modular capacities at low capex for dynamic growth.

Industry beating operational and financial costs.

Excellent management team, motivated and focused.

“Value for Money Supplier” with best QCDD rating.
Recent Recognitions

Customer Awards and Recognitions

- BMW India – Best Delivery Performance 2019
- Maruti Suzuki – Green Supplier Status Award
- TVS Motors – Best Supplier of the Year 2021 Award
- Volkswagen – ‘A’ Grade Supplier Quality Performance Award
- Mahindra MSES and SBCB Award
- Honda Motorcycles & Scooters – Quality & Delivery Achievement.
- General Motors - Supplier Quality Excellence Award (3 years running)
- John Deere – Accelerated Global Sourcing Award.
- Brose Key Supplier Award.
- Bajaj Auto Limited – TPM Excellence Award.
- Tata Motors – Green Card for ‘0’ PPM.
- Hero MotoCorp Limited – Direct Online Supply (DOL) Award.
- Bajaj Auto Limited - Quality Consistency Gold Award.
- Yamaha - Cost Reduction & VA/VE & ‘A Grade’ Excellence Award.
- TVS, Bajaj and Mahindra – various Awards.

Other Awards

- KSFC: Entrepreneur of the year for the promoter, 1995
- CNBC/ICICI/CRISIL- SME & Auto Ancillary of the Year, 2006
- NASSCOM: Best IT user Award in Automotive Sector, 2007
- KSFC: Outstanding Enterprise of the State, 2010
- BMA – Entrepreneur of the Year, 2017

- A Global Leader in Control Cables and Halogen Bulbs -
One Goal
Customer Satisfaction

300 Million Cables
110 Million Halogen Bulbs
Thank You

www.suprajit.com