

MARCHING AHEAD WITH CONFIDENCE

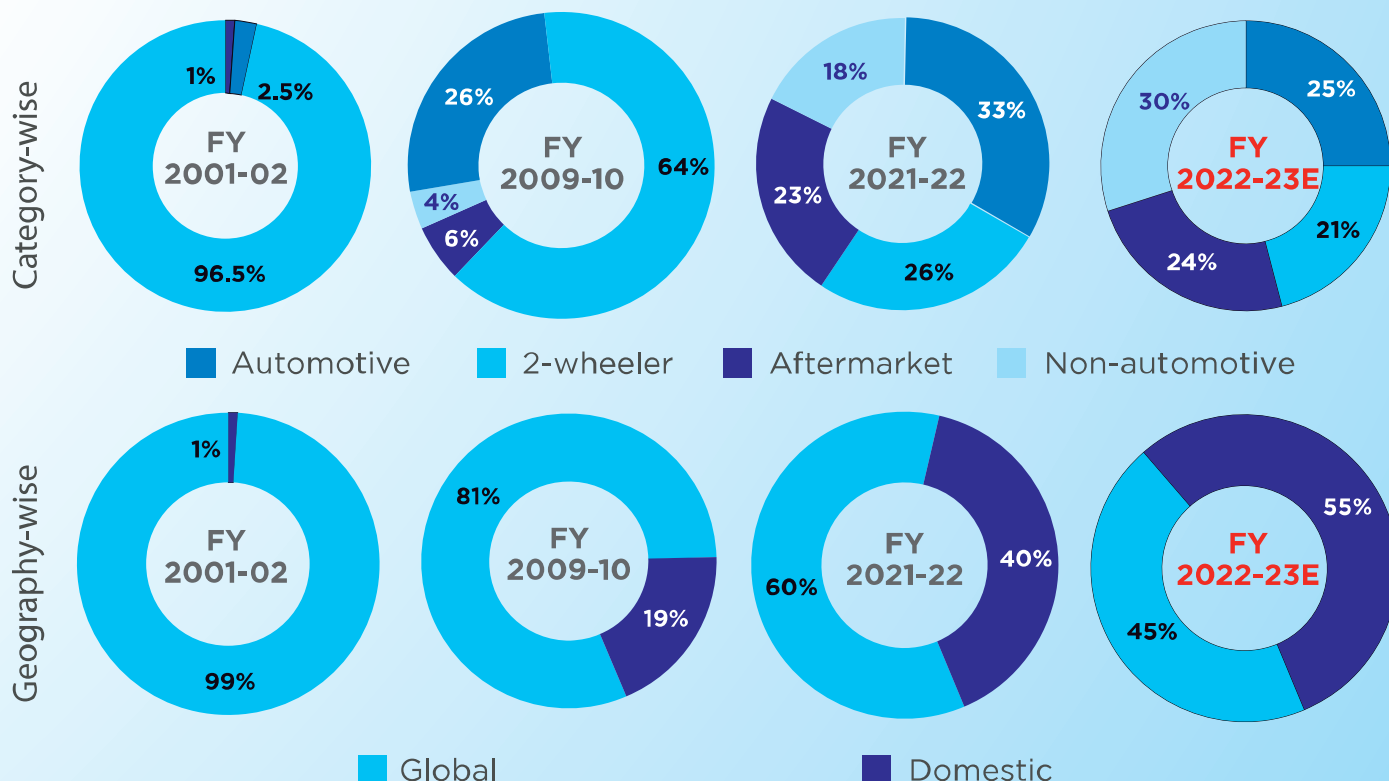


PHOENIX



Suprajit Engineering Limited

SEGMENTAL AND GEOGRAPHIC SYNERGIES



GROUP FINANCIAL HIGHLIGHTS AND KEY INDICATORS

₹ in Million

| Description | 2009 | 2010 | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 | 2021 | 2022 |
|-----------------------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|--------|
| Gross Income | 2270 | 2663 | 3792 | 4612 | 5107 | 6006 | 6718 | 10504 | 12954 | 14546 | 15899 | 15628 | 16409 | 18405 |
| Profit after tax (PAT) | 90 | 222 | 333 | 398 | 471 | 508 | 503 | 803 | 1137 | 1385 | 1338 | 1040 | 1427 | 1731 |
| Equity and Reserves | 546 | 702 | 969 | 1292 | 1667 | 2047 | 2408 | 4476 | 5242 | 6549 | 7751 | 8538 | 9897 | 10840 |
| ROE% | 15.49 | 33.89 | 39.84 | 35.22 | 31.85 | 27.36 | 22.58 | 20.90 | 25.49 | 23.49 | 18.71 | 12.77 | 15.48 | 16.69 |
| Asset Turnover Ratio (Net assets) | 3.25 | 3.81 | 4.37 | 4.58 | 4.29 | 3.94 | 4.00 | 4.69 | 4.04 | 3.56 | 3.86 | 3.36 | 3.79 | 4.27 |
| Debt Equity Ratio (Term debt) | 0.46 | 0.39 | 0.44 | 0.30 | 0.27 | 0.27 | 0.38 | 0.26 | 0.47 | 0.26 | 0.21 | 0.16 | 0.09 | 0.03 |
| Current Ratio | 1.24 | 1.30 | 1.59 | 1.50 | 1.57 | 1.60 | 1.85 | 1.81 | 1.61 | 1.53 | 1.65 | 1.47 | 1.76 | 2.02 |
| Operational EBITDA % | 13.22 | 17.28 | 16.18 | 15.51 | 15.69 | 16.01 | 14.90 | 16.20 | 16.55 | 16.53 | 14.64 | 13.99 | 14.43 | 14.12 |
| ROCE % | 27.34 | 41.73 | 46.81 | 44.69 | 37.81 | 37.12 | 31.47 | 29.55 | 29.08 | 26.94 | 23.46 | 17.92 | 18.51 | 18.98# |
| Book Value of shares (₹) | 4.54 | 5.85 | 8.07 | 10.76 | 13.89 | 17.05 | 20.06 | 25.96 | 36.81 | 46.82 | 55.41 | 61.04 | 70.76 | 78.33 |
| EPS (₹) | 0.74 | 1.84 | 2.77 | 3.31 | 3.92 | 4.23 | 4.19 | 6.11 | 8.13 | 9.90 | 9.57 | 7.43 | 10.20 | 12.49 |
| Pay out Ratio (%) to PAT ** | 25.72 | 27.32 | 20.19 | 23.12 | 22.13 | 27.99 | 30.27 | 31.36 | 20.35 | 23.19 | 22.23 | 23.43 | 17.75 | 24.62 |

**Pay out ratio on standalone basis* subject to shareholder's approval.

Reducing total other income from EBIT and consider only long term loan.



MARCHING AHEAD WITH CONFIDENCE...

K. Ajith Kumar Rai
Founder and Chairman

My dear Shareholder,

I have pleasure in sharing with you the performance of Suprajit for the year 2021-22. The enclosed reports and financial statements provide you with detail and relevant information.

Last year, the second year of Covid-19, continued to be a challenging for various reasons. Global automotive volumes have shrunk, particularly in Europe and USA. While the disruption due to Covid was not severe, the other factors including IC shortages, shipment delays, port congestions, commodity price increases, etc., have had their impact on the overall business growth and profitability across the group last year. Thanks to vaccination across the organization, the subsequent waves of Covid were less painful.

However, Team Suprajit managed these multiple challenges throughout the year to deliver a commendable performance. While the Indian automotive industry grew by 1.65%, your Company, on a consolidated basis grew by 12.2% with stable operational margins.

Some of the highlights of the year gone-by:

- o Successfully concluded the acquisition of Light Duty Cable (LDC) business unit from Kongsberg Automotive ASA, supplying to automotive, non-automotive and 2-wheeler segments. This also brings in Electro-Mechanical Actuator technology to the group. All the four LDC related entities are now 100% owned stepdown subsidiaries through Suprajit USA, Inc. This is a transformational and marquee acquisition for your Company, giving a true global presence with a comprehensive footprint of manufacturing, warehousing, business development and engineering services to customers across the world. Through this acquisition, Suprajit has now emerged as a global leader in control cable systems. This acquisition also leads to a more balanced customer, geographic and sector mix, further adding to Suprajit's Mantra of 'Derisk and grow profitably'.
- o Significant traction has emerged at Suprajit Technology Centre (STC) leading to multiple new product development and new project launches with customers. In view of this good developments, your Company is setting up a digital instrument cluster plant at its Doddaballapur facility, which is expected to go on stream in September 2022.
- o Commercial production at expanded Narasapura plant and additional production line at Noida has started.

CURRENT YEAR:

The automotive degrowth in the western world is expected to continue in the current year as well, along with challenges as enumerated above. Despite these challenges, the order position of the Company across business segments including LDC remain strong. LDC's current year operations may have certain short-term margin related pressures, as we restructure, reorganise, regroup, and clean up. Team Suprajit is fully focussed on streamlining operations at LDC. This, along with New Product Development at STC and commercialization of the same at various facilities, will be the focus for the current year.

Suprajit Foundation continues to serve in the areas of Education, Healthcare and Rural Development, making significant impact by taking up multiple socially relevant projects.

Team Suprajit continues to work closely with customers and all stakeholders to deliver value in our quest to 'March Ahead with Confidence'.

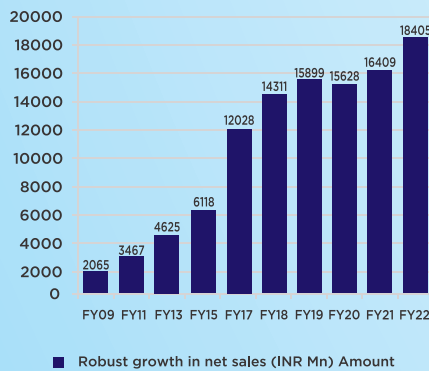
To this end, I seek your continued support and good wishes.

With warm personal regards,
Yours sincerely,

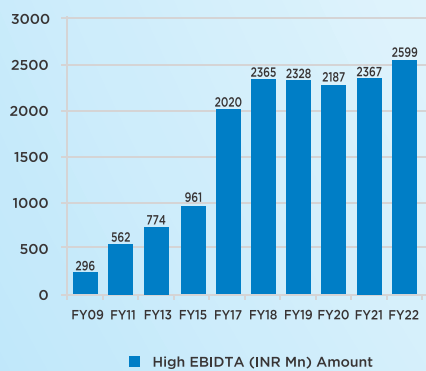
K. Ajith Kumar Rai
Chairman

ROBUST FINANCIALS (GROUP)

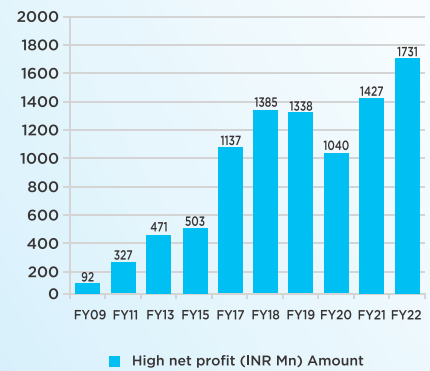
Robust growth in net sales



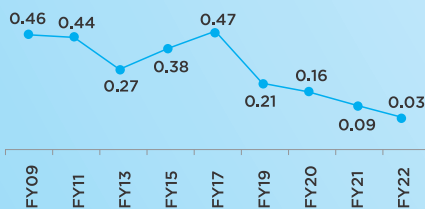
High EBITDA



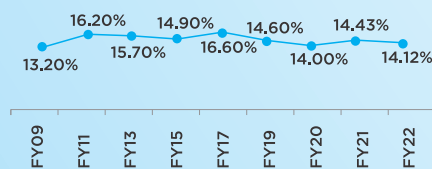
High net profit



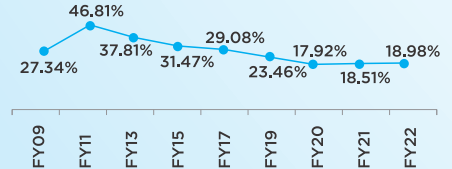
Low Long Term Liabilities / Equity Ratio



High EBITDA Margins



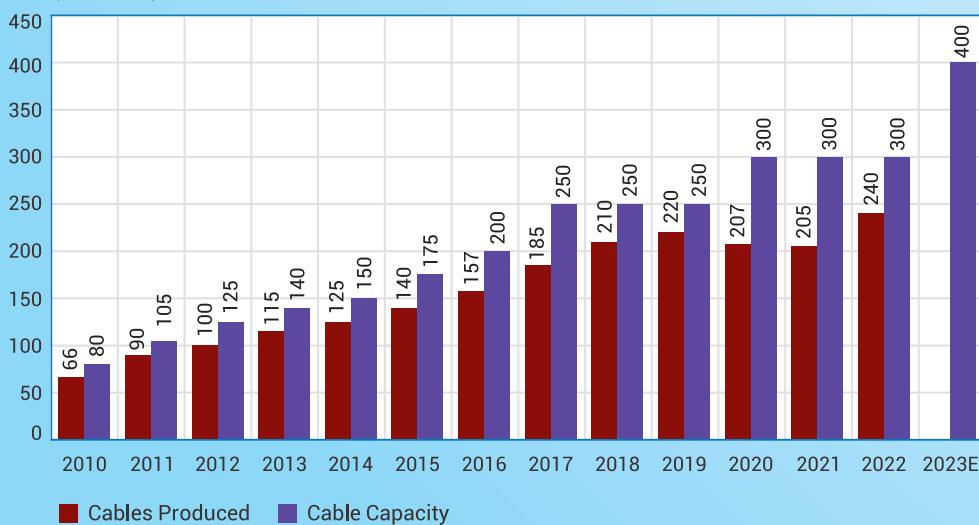
Resulting in Exceptional ROCE



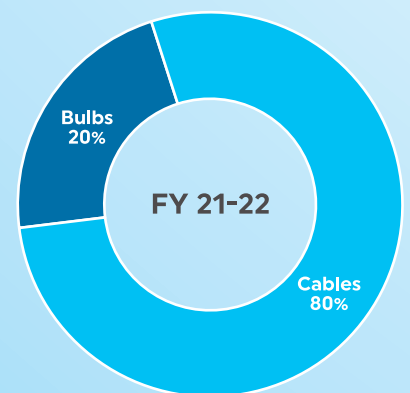
Capacity

Cable Capacity

(In millions)



Revenue Split



CAPACITY

Cables – 400 million

Bulbs – 110 million

- A Global Leader in Control Cables and Halogen Bulbs -

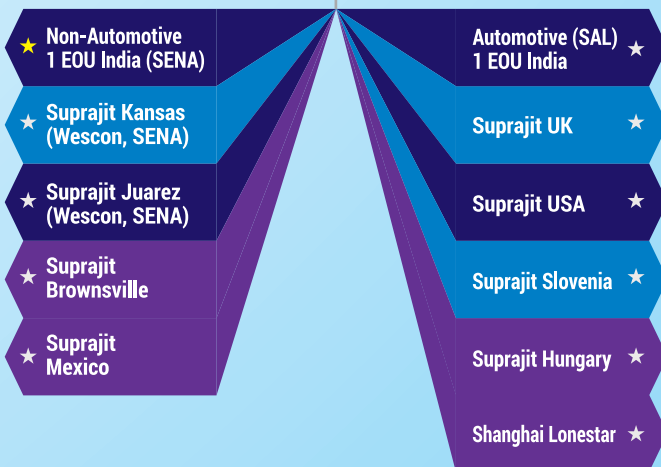
SUPRAJIT GROUP

SUPRAJIT ENGINEERING LIMITED

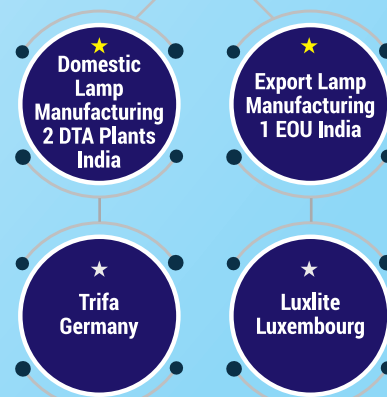
Suprajit Engineering



Suprajit Controls Division



Phoenix Lamps Division



Technology Center ★

- ★ Part of Parent
- ★ 100% Owned (Directly or Indirectly)
- LDC Entities

SENA & LDC will form 'Suprajit Controls Division' to achieve combined synergies of a global supply chain, and strong local engineering and sales teams. SENA & LDC will continue to report separately till integration is complete.

KEY MILESTONES IN OUR JOURNEY

- 7 Acquisitions - 5 in Cable Space / 2 in Halogen Bulbs Space
- Proven Track Record of Integration
- Strong Organic Growth

- Listing of shares in NSE and BSE
- India's largest cable marker
- **Acquisition of Shah Concabs – 4W cable competitor**
- Plants in Bangalore, Manesar and Chakan
- 'Enterprise of the State' award by KSFC

- New plants in Pantnagar, Haridwar & Manesar
- 100% EOU for non-automotive cables in Bangalore
- Best Enterprise of the State Award by Karnataka State
- Twin Awards by CNBC/ICICI/CRISIL-SME of the Year & Auto Ancillary of the Year
- **Acquisition of CTP Gills Cables, marquee global customers – now renamed as Suprajit Europe**

Commencement
of operations

1985

1985-
1995

Two new
cable plants
in Bangalore

1996-
2005

2006-
2010

2011-
2022

- Consolidating position as established global mechanical cable marker; diversifying and de-risking revenue profile
- New plant at SAL, Bangalore & Pathredi
- **Acquisition of Speedo Cable Business (PV) of Pricol**
- **Acquisition of Phoenix Lamps Limited**
- **Acquisition of Wescon Controls, Wichita, USA.**
- Launched two new plants in Chennai & Sanand
- Launched capex of Rs. 100 crores to expand cable capacity to 300 million with 2 new plants.
- **Acquisition of Osram Karnai Plant (Phoenix Division)**
- **Acquisition of Cable Division (LDC) of Konsberg Automotive**

Awards and Recognitions

Customer Awards and Recognitions

- Honda Motorcycles & Scooters - Best QCD Award 2020-21
- TVS Motors – Speedy Quality Improvement Award 2020-21
- “Kubota” Star Performance in Quality and Delivery - 2020-21
- John Deere – Accelerated Global Sourcing Award
- Volkswagen – ‘A’ Grade Supplier Quality Performance Award
- Bajaj Auto Limited – TPM Excellence Award
- General Motors – Supplier Quality Excellence Award (3 years running)
- Mahindra MSES and SBCB Award
- BMW India – Best Delivery Performance
- Maruti Suzuki – Green Supplier Status Award
- Tata Motors – Green Card for ‘0’ PPM
- Yamaha – Cost Reduction & VA/VE & ‘A Grade’ Excellence Award
- Brose Key Supplier Award
- Hero MotoCorp Limited – Direct Online Supply (DOL) Award
- Bajaj Auto Limited – Quality Consistency Gold Award



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

The Global Leader in Control Cables and Halogen Bulbs. One Goal – Customer Satisfaction

SUPRAJIT TECHNOLOGY AND PRODUCT RANGE



Control Cables



Halogen and LED Bulbs



Digital Speedometers



Electro-mechanical Actuators

SUPRAJIT TECHNOLOGY AND PRODUCT RANGE



Seeder Gearboxes



Brake Shoes



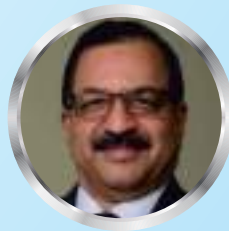
Electronic Throttle Controls



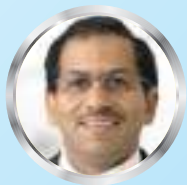
Braking Systems



STRONG LEADERSHIP TEAM



K. Ajith Kumar Rai
Chairman, Founder Suprajit Group
35 years building Suprajit



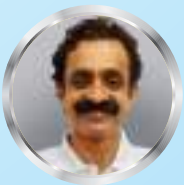
Mohan N.S.
CEO, MD Suprajit Group
8 years with Suprajit
35 years with Bosch, Visteon, ZF



Akhilesh Rai
Chief Strategy Officer Suprajit Group
12 years with Suprajit
MBA London Business School



Jim Ryan
President, Global Cables
30 years of Global Cable
Experience (Teleflex,
Kongsberg, Leggett & Platt)



Narayanshankar
COO Suprajit DCD
33+ years with Suprajit



Medappa Gowda
CFO & CS Suprajit Group
30+ years with Suprajit



Akhilesh Goel
COO Phoenix PLD
7 years with Suprajit
20+ years experience
including Phillips



Steve Fricker
President & CEO SENA / Wescon
35 years in the cable industry
6 years with Suprajit



Neil Collis
Managing Director SEU Europe Ltd
25 Years Automotive Experience
3 Years with Suprajit



Gopal Doraiswamy
VP Sales Global Suprajit Group
20 years Tier 1 Automotive
7 years with Suprajit



Frank Klinkert
CEO Trifa & Luxlite
7 years with Suprajit
15+ years with Luxlite



Praveen Rao
SVP Sales India Suprajit Group
5 years with Suprajit
20+ years at Tier 1 Automotives



Ashutosh Rai
Head Suprajit Tech Center
9 years with Suprajit
11 patents granted



Scott Schaffer
VP, Engineering SENA, STC
28 years of cable experience
6 years with Suprajit