



**Suprajit
Engineering
Limited**

Registered & Corporate Office : #100 & 101, Bommasandra Industrial Area,
Bengaluru - 560 099. Tel: +91-80-43421100, Fax: +91-80-27833279
E-mail: info@suprajit.com Web : http://www.suprajit.com
Corporate Identity Number (CIN) : L29199KA1985PLC006934



June 1, 2022

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

**National Stock Exchange of India Ltd
Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex, Bandra (E)
Mumbai- 400 051
Ref: SUPRAJIT**

Dear Sirs,

Sub: Investor Presentation

Please find enclosed an updated Investors' Presentation PPT, which may be presented to various investors analysts while meeting and also while attending investor conferences, if any, from time to time. This presentation is 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

**Arpit Goyal
Assistant Company Secretary**

Encl: as above

Suprajit Corporate Presentation

June 2022

Enabling
A World
In Motion



Suprajit

| Global Scale
| Local Focus
| Technology Driven

- ✓ Full Global Product Range in our Core Products
- ✓ Frequent replacement products with strong spares requirement
- ✓ World leading scale across industries, geographies and aftermarket



		Applications per Vehicle		
		Passenger Vehicles (PV)	2/3 Wheelers	Off-Highway (OFH) – Agri, Powersports
Push/Pull/Push-Pull Control Cables	15000+ Part Numbers	15+	3-6	15+
Vehicle Lighting	80+ Part Numbers	4-6	2	2

Global Technology Centers

-  **USA – Supports PV & OFH**
-  **UK – Supports PV & OFH**
-  **Germany- Supports PV & OFH**
-  **China – Supports All Verticals**
-  **India – Supports All Verticals**

- **Suprajit's Core Cable Engineering is now at every Customers' Doorstep**
- **Suprajit Technology Center:**
 - ✓ **Innovate in India - disrupt globally.**
 - ✓ **Products that enhance or replace existing products**
 - ✓ **Deploy proven innovations across industries and Geographies**
 - ✓ **Allied products – products that enhance or substitute our core product**



Allied Motion Control Parts



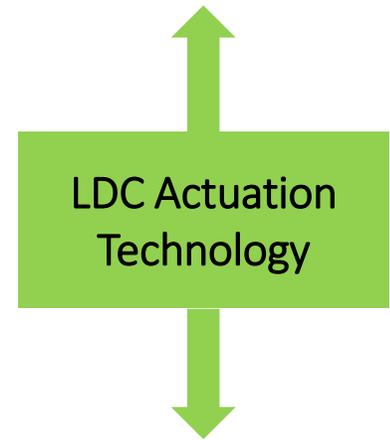
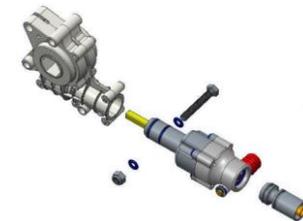
Vehicle Lighting



Instrument Clusters



Control Cable Mechanisms

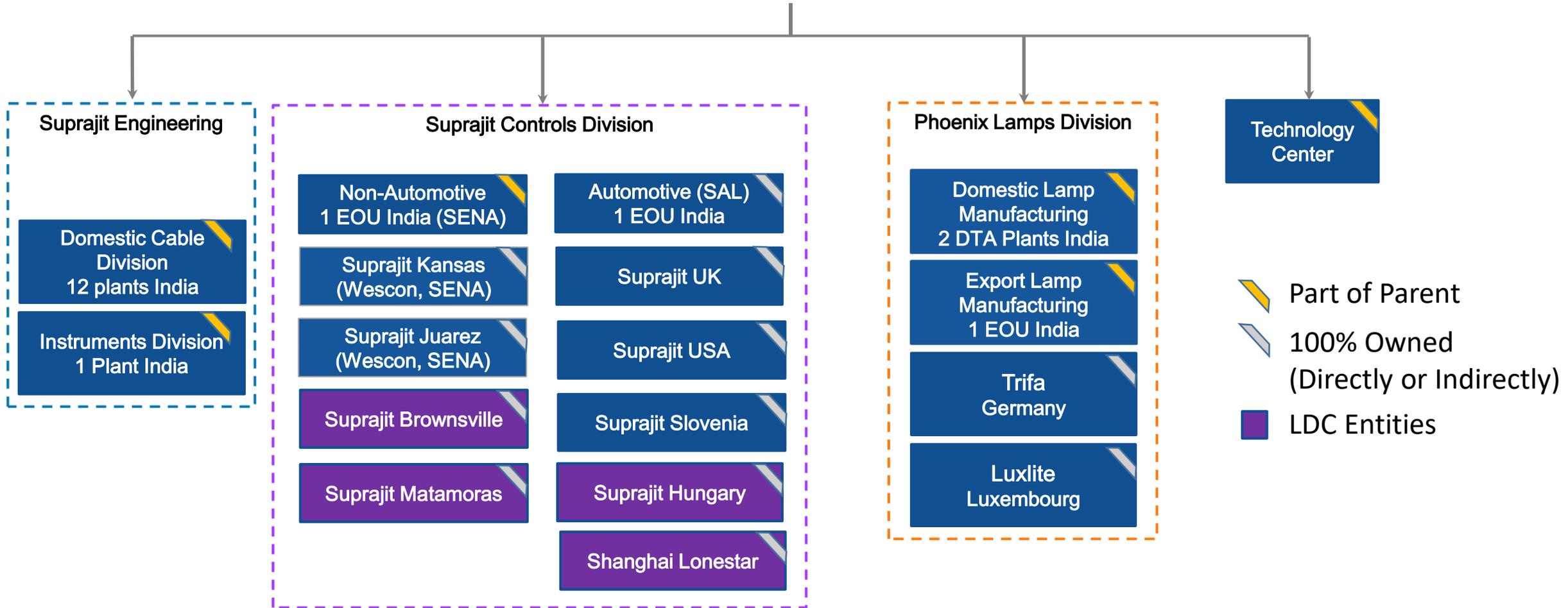


- ✓ Techcenter focus 2W EV and Agri-tech but has productionised innovative technology across industry
- ✓ Significantly higher price per product compared to core products (30 – 100 INR)
- ✓ Multiple patents have been filed and are now revenue generating

	Products	Customers	Price (INR)	Future Growth
Digital Clusters			700-7500	Growth in ICE and Global OPE Customers. Won first order in Canada
Mechatronic Seeder Gearboxes			15000+	Made for Brazil with our cable, This Agritech product is used by our big 3 Agri customers globally
Parking Brake Release Systems			20000+	Successfully deployed in 2 Metro rail projects in India and now we are getting global tenders

Similarly, Suprajit has also developed and is supplying rotary sensors, gear shifters, and patented braking systems across EV, OPE and LCV customers. All developed by STC and handed over to regional manufacturing plants.

Suprajit Engineering Limited



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.

Strong Leadership Team



Ajith 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



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



Narayanshankar
COO
Suprajit DCD
33+ years with
Suprajit



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



Steve Fricker
President and 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



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



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



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



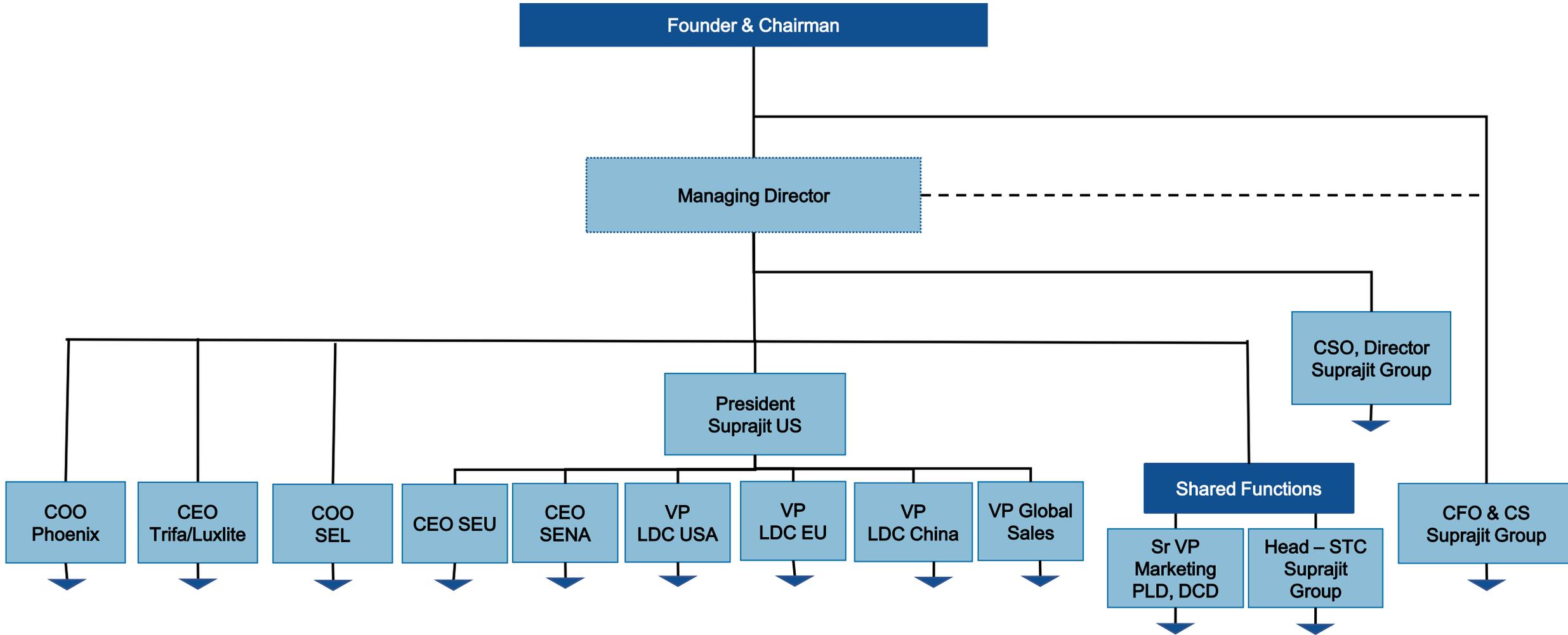
Praveen Rao
SVP Sales India
Suprajit Group
5 years with Suprajit
20+ years at Tier 1
Automotives



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



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



**Top 10 Customers
Span all verticals**



**Extensive Global
Customer Base**

40+
PV OEMs
and Tier-1s

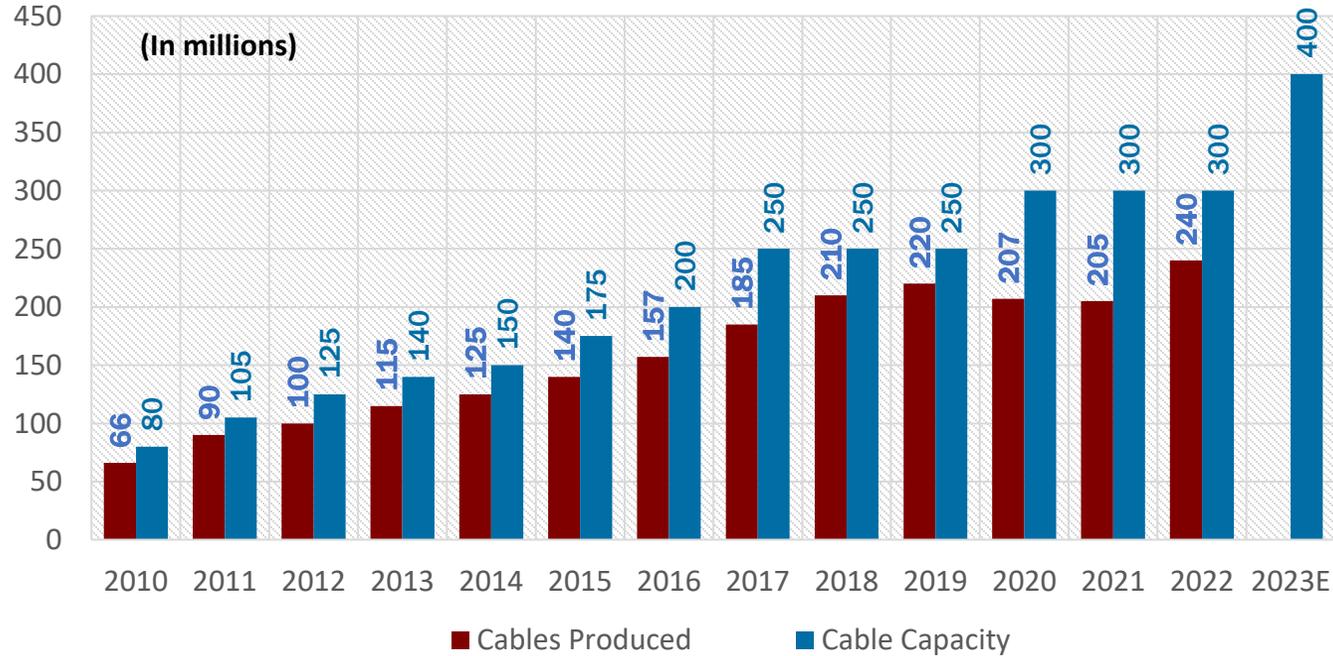
10+
2W OEMs
and Tier 1s

20+
OFH OEMs
and Tier 1s

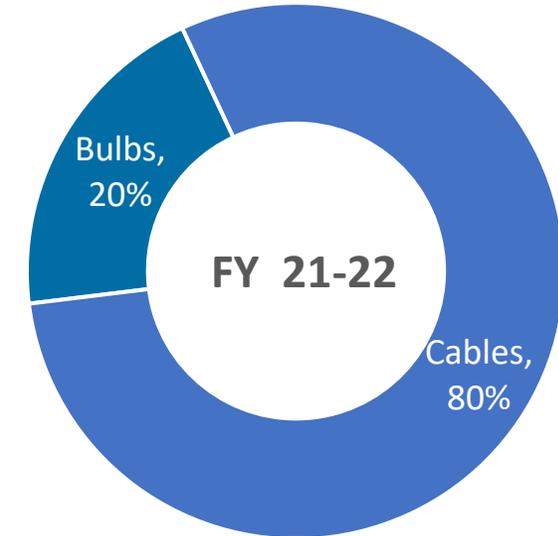
10+
Lighting
Tier 1s

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Cable Capacity

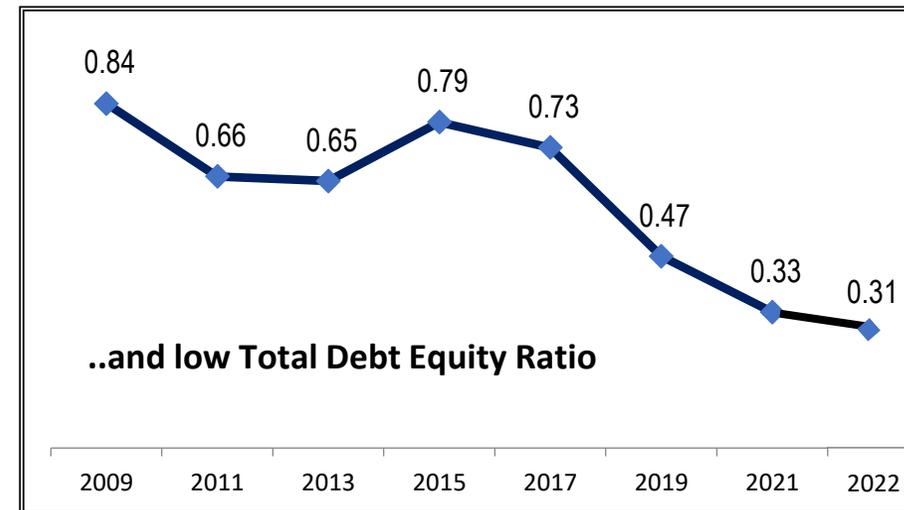
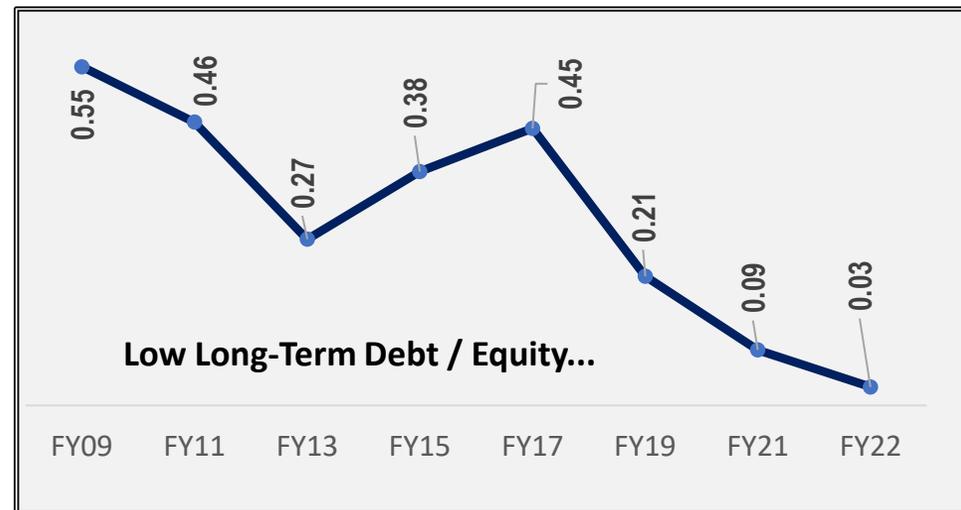
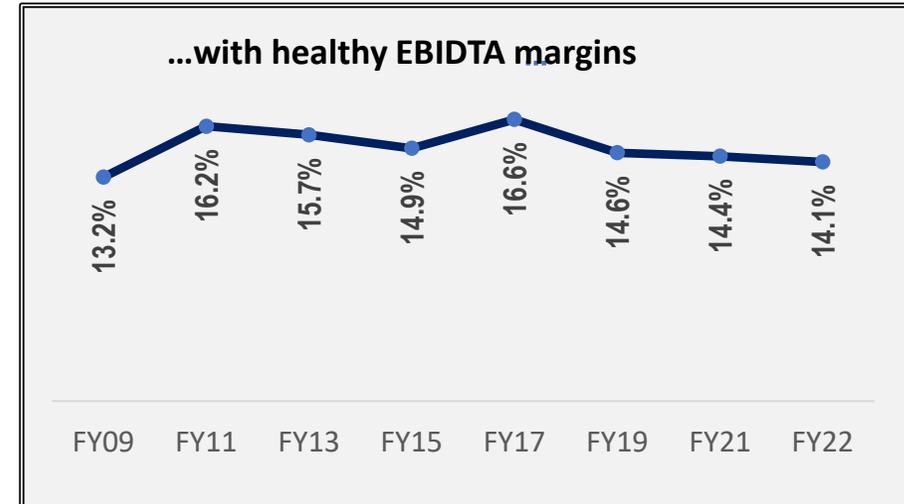
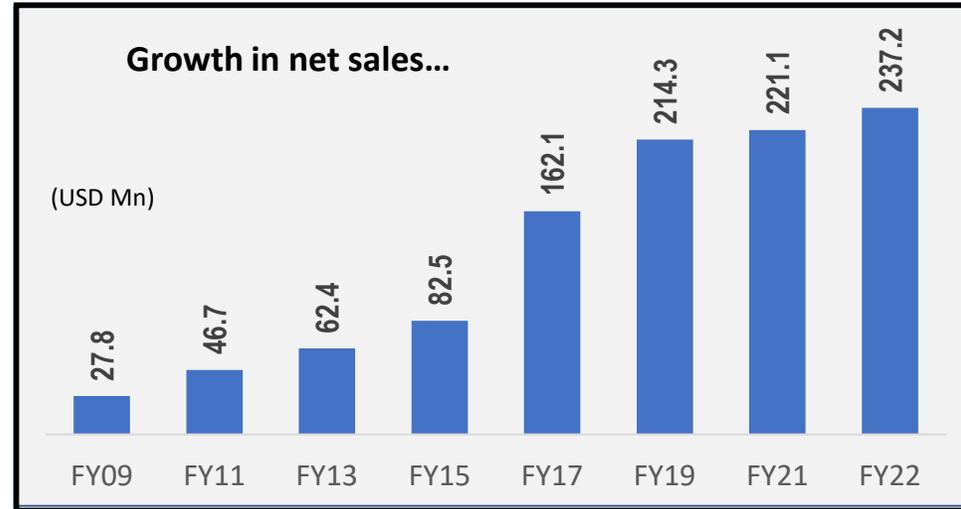


Revenue Split

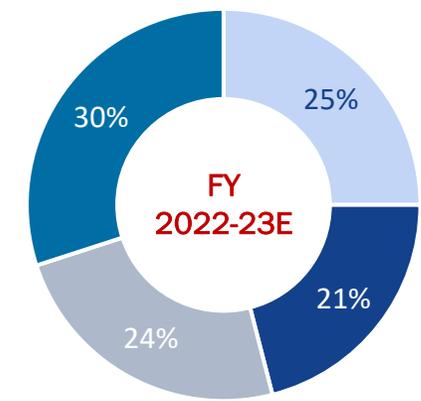
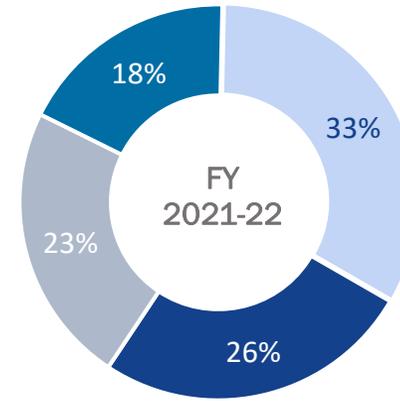
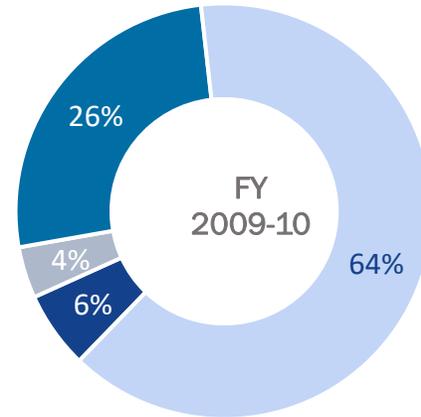
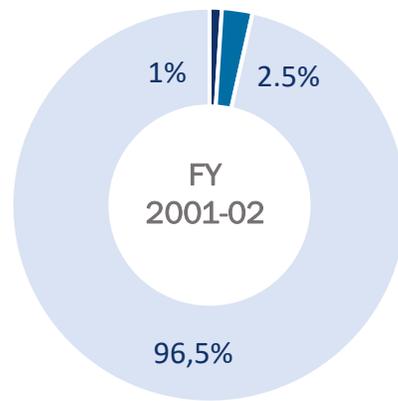


CAPACITY

Cables – 400 million
Bulbs – 110 million

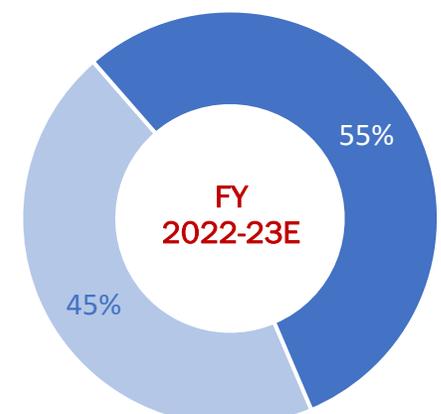
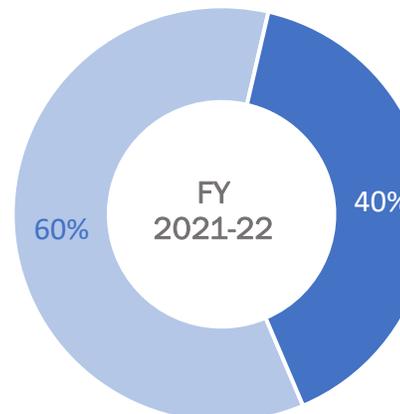
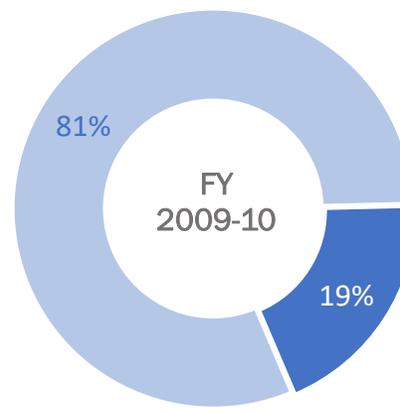
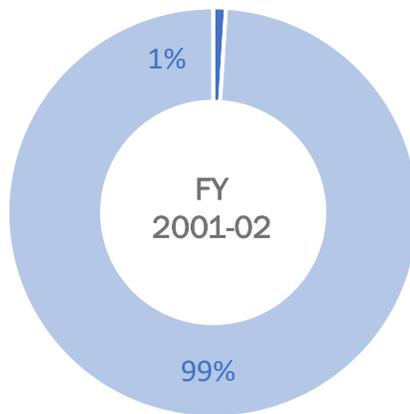


Category-wise

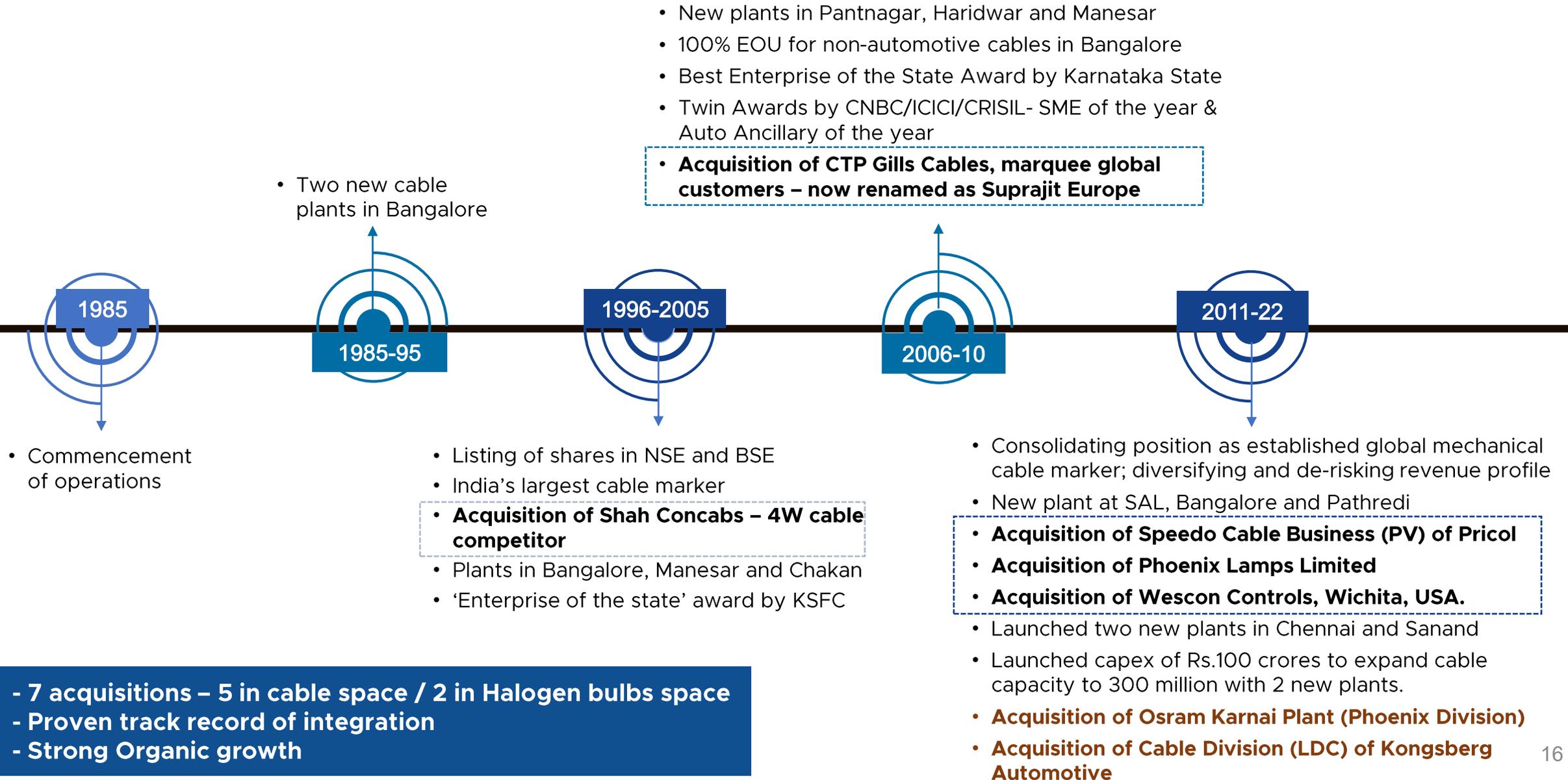


■ Automotive
 ■ 2-wheeler
 ■ Aftermarket
 ■ Non-Automotive

Geography-wise

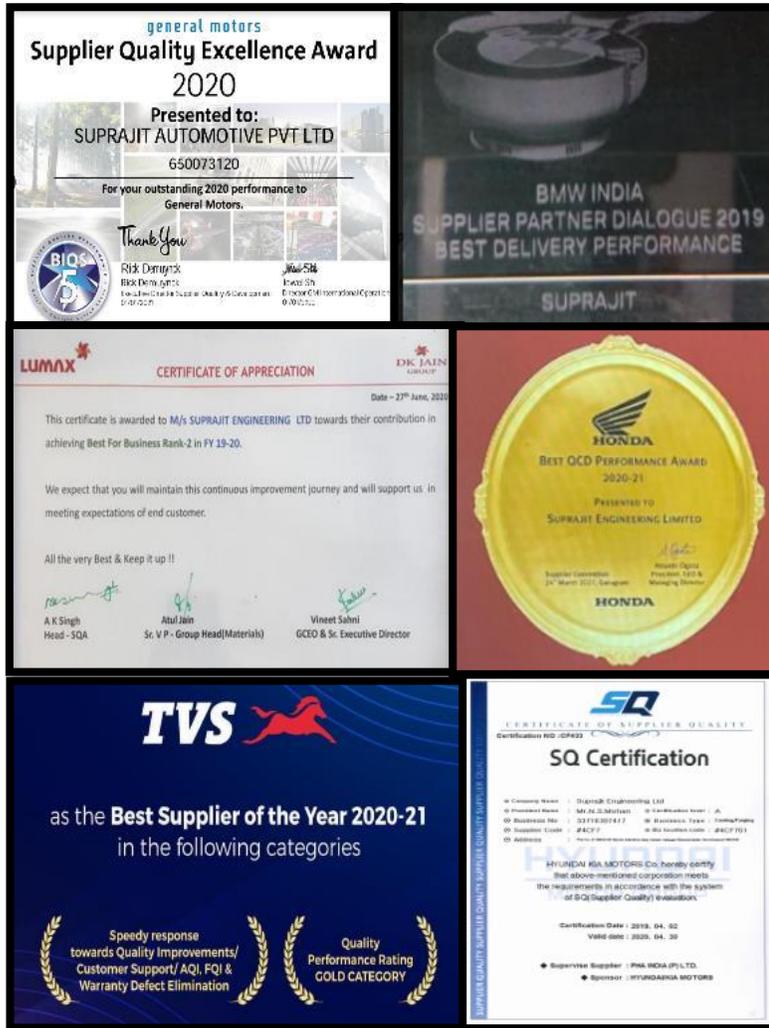


■ Global
 ■ Domestic



- 🌀 Global Top 3 in both control cables and halogen bulbs manufacturing
- 🌀 Excellent customer rapport with strong localized supply chain
- 🌀 Proprietary class `B` items, giving a strategic relationship advantage.
- 🌀 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
- 🌀 World-class manufacturing with operations IATF 16949 certified
- 🌀 Preferred Supplier to both Domestic and Overseas Customers (OEMs and Aftermarket).
- 🌀 Exports to 50+ countries.
- 🌀 Strong presence in global aftermarket and non-automotive cable segment in US/North American
- 🌀 Suprajit Technology Center brings new technology to Agri, Powersports, PV, and EV 2-Wheeler Customers

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 & VAVE & ‘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



Thank You