



Enabling A World In Motion

Investor Presentation

June 19, 2023





Global Scale



Local Focus

Technology Driven



Core Product Business Leadership

- › Full Global Product Range in our Core Products
- › Frequent replacement products with strong spares requirement
- › **Leader by far in India. #2 Globally in Control Cables & #3 Globally in Halogen Lamps**
- › Scale across industries, geographies and aftermarket

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

Global R&D & Sales

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

R&D Backbone in India through Suprajit Technology Center:

- ✓ Innovate in India – disrupt globally
- ✓ Products that enhance or replace existing products
- ✓ Deploy proven innovations across industries and Geographies

Product Portfolio

Core Products



Push/Pull/Push-Pull Control Cables



Halogen Lamps



Analog Speedometer



Flexible Shaft

Allied Motion Control Parts

Vehicle Lighting

Instrument Clusters

Control Cable Mechanisms



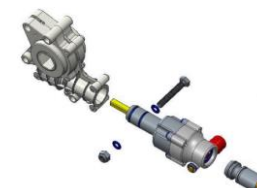
Friction Products



LED Retrofit High Power



Semi-Digital Cluster



Seeder Gearbox + Cable Assemblies



Electronic Throttle Control



LED Retrofit Eco



Digital & EV Clusters



Lever + Cable Assemblies



Brake Systems



Motor Actuation (EMA)



LDC Actuation Technology



Valve Controllers



Mechatronic Control Mechanisms

Suprajit Technology Center (STC)

- › Focuses on building core design competencies and new product introduction.
- › New products falls into 3 categories – Allied Products, Product Upgradation and Innovation.
- › STC's belief in working from fundamentals has resulted in multiple patents, most of which are already commercialized.

	Products	Customers	Price (INR)	Growth Potential
Clusters & Displays			700-7500	PV + 2W + OFH
Electromechanical Actuation Systems			400-15000	PV + 2W + OFH
Braking & Brake Release Systems			3000 - 20000	2W + OFH + Rail
Throttle & Rotary Sensors			200-1500	2W + OFH

Suprajit Electronics Division (SED)

- Launched as a standalone division for FY24 to cater to strong traction from customers and with focus on driving the EV revolution and support Suprajit Group's ambition to be a global provider of actuation and display technologies

Strong Customer Traction



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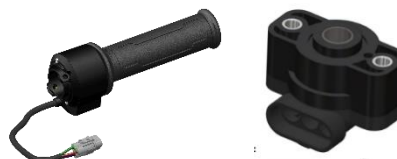
Innovative Products



Digital Clusters



Charger Lid, Seat Latch, Steering Lock Actuators



Electronic Hand Throttle & Rotary Sensors

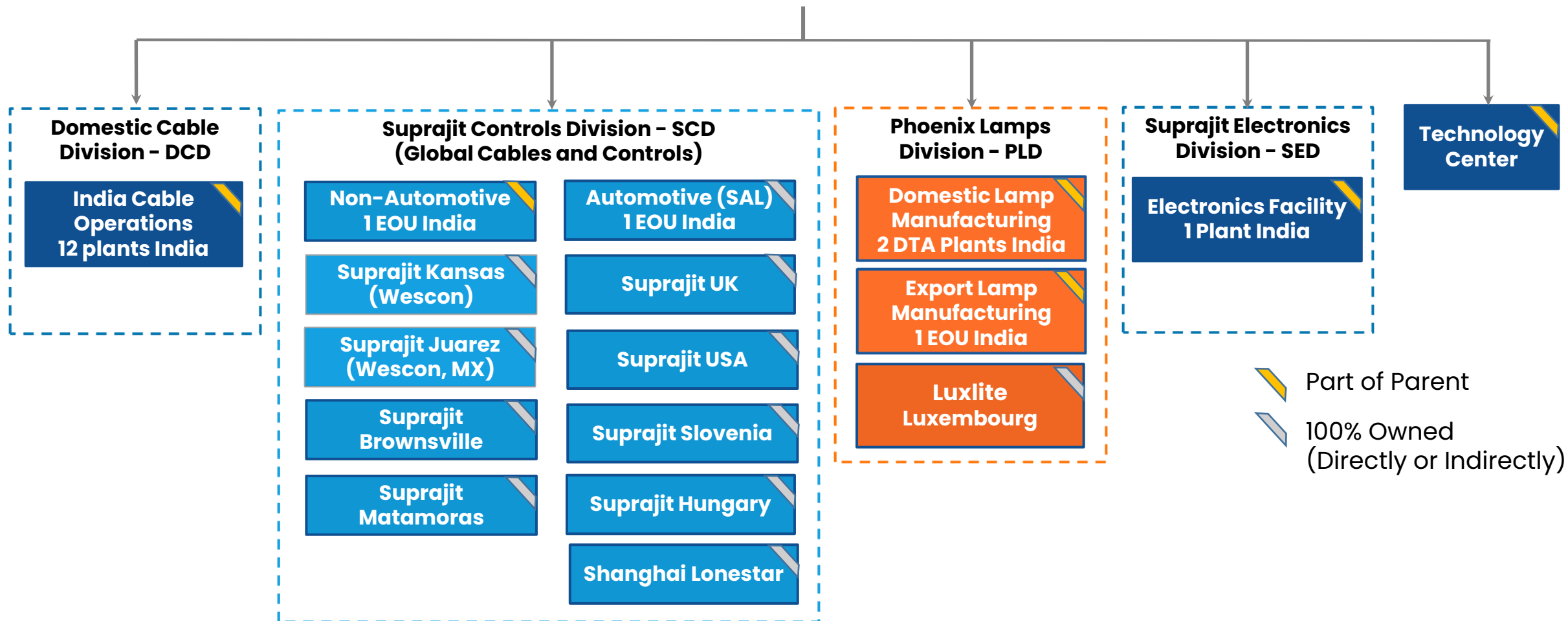
State of the Art Facilities



- IATF 16949 2016 Certified
- Integrated SMT Line
- In-house Injection Moulding
- Automated Testing

Suprajit Group

Suprajit Engineering Limited



Strong Leadership Team



Ajith Rai
Chairman, Founder
Suprajit Group
38 years building
Suprajit



Mohan N.S.
CEO, MD
Suprajit Group
29 years with Bosch,
Visteon, ZF
10 years with Suprajit



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



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



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



Narayanshankar
COO
Suprajit DCD
35+ years with
Suprajit



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



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



Akhilesh Goel
COO
Phoenix PLD
32+ years experience
including Phillips.
8 years with Suprajit



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

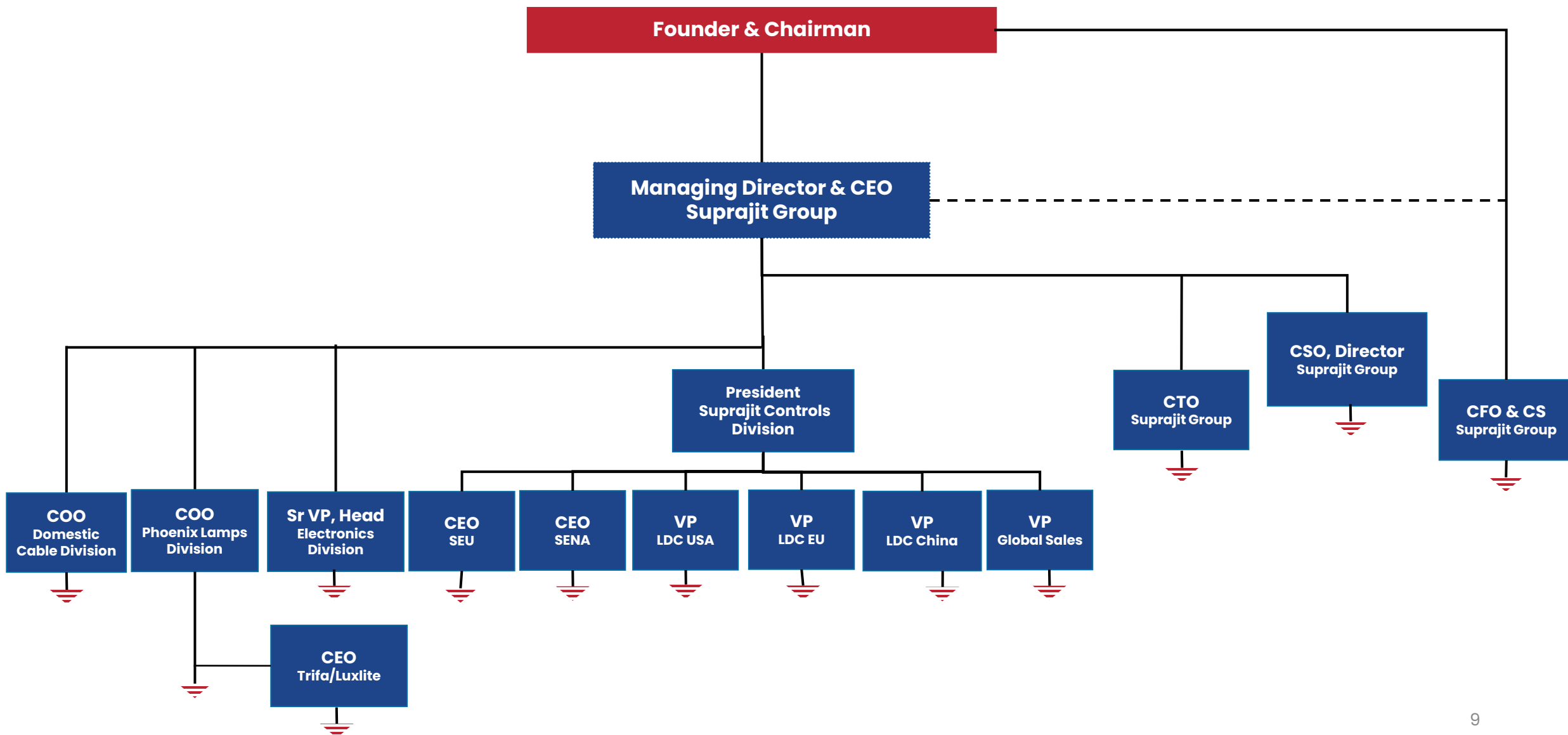


Gopal Doraiswamy
VP Sales SCD
20 years Tier I
Automotive
7 years with Suprajit



Praveen Rao
SVP, Head SED
Suprajit SED
20+ years at Tier 1
Automotives.
5+ years with Suprajit

Leadership Team



Customers

**Top 10
Customers span
all verticals**



TVS 



OSRAM

**Extensive Global
Customer Base**

40+

**PV OEMs
and Tier 1s**

10+

**2W OEMs
and Tier 1s**

20+

**OFH OEMs
and Tier 1s**

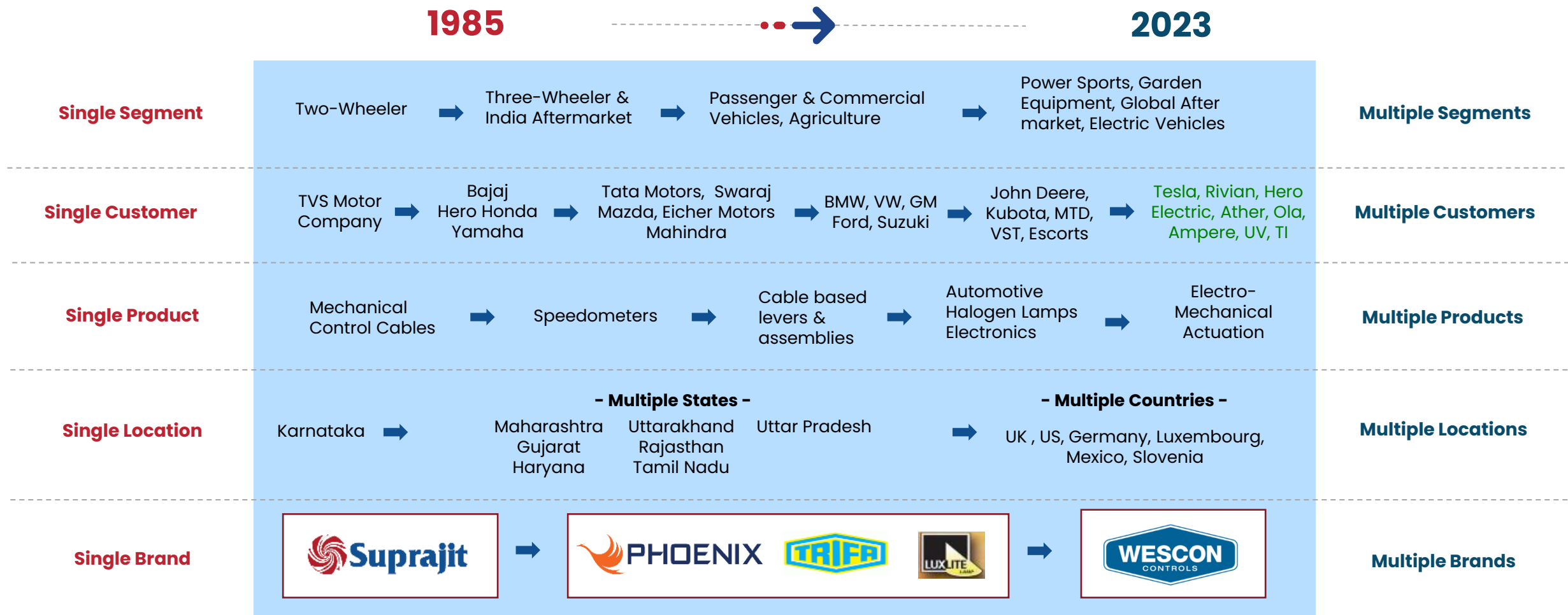
10+

**Lighting
Tier 1s**

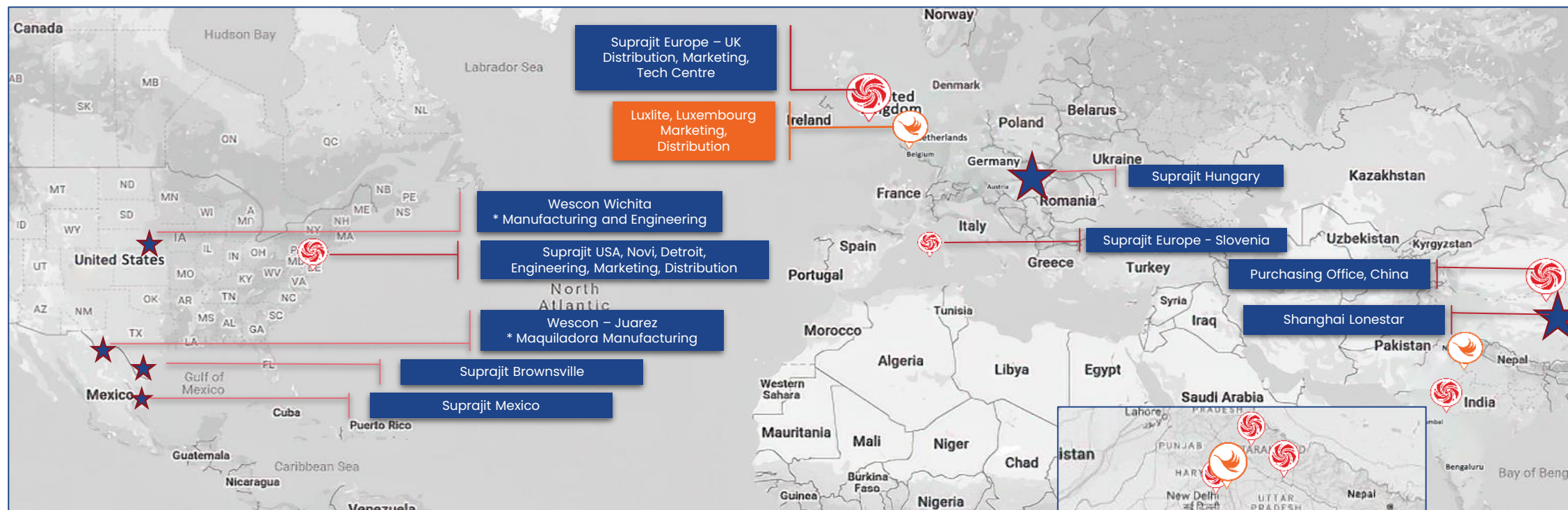
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Strategy – Derisk & Grow Profitably

➤ Through Strong Organic Growth, Capacity Expansion, Product Innovation, and Strategic Acquisitions



A Global Footprint – Ready for the shift to Global OEM Platforms



Manufacturing Plants

India	18
US	1+Warehouse
Mexico	2
Hungary	1
UK	1
Slovenia	Warehouse



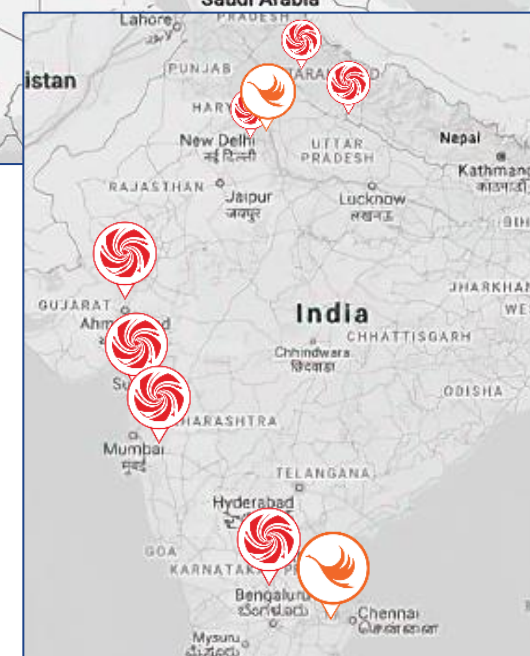
Phoenix Lamps

- Noida 2 Plants, SEZ & DTA
- Chennai – 1 Plant
- Distribution Center Luxembourg

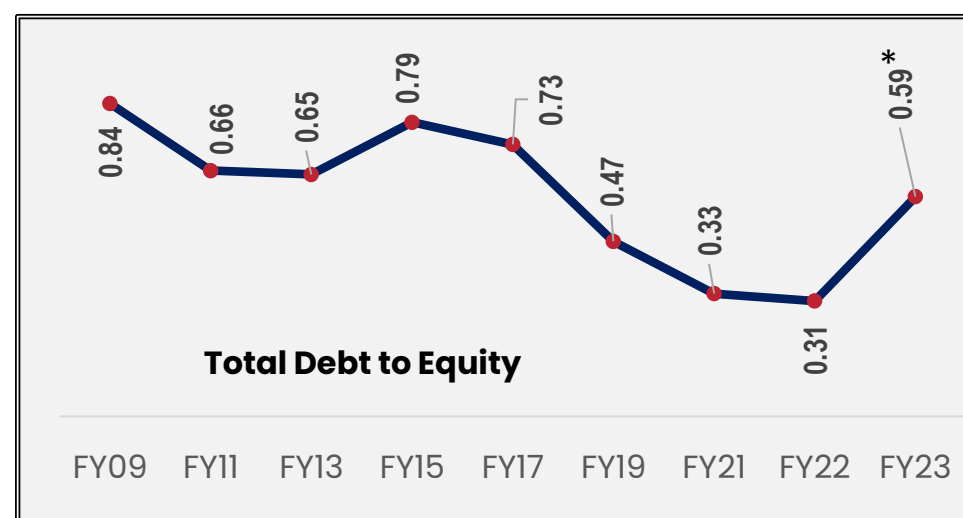
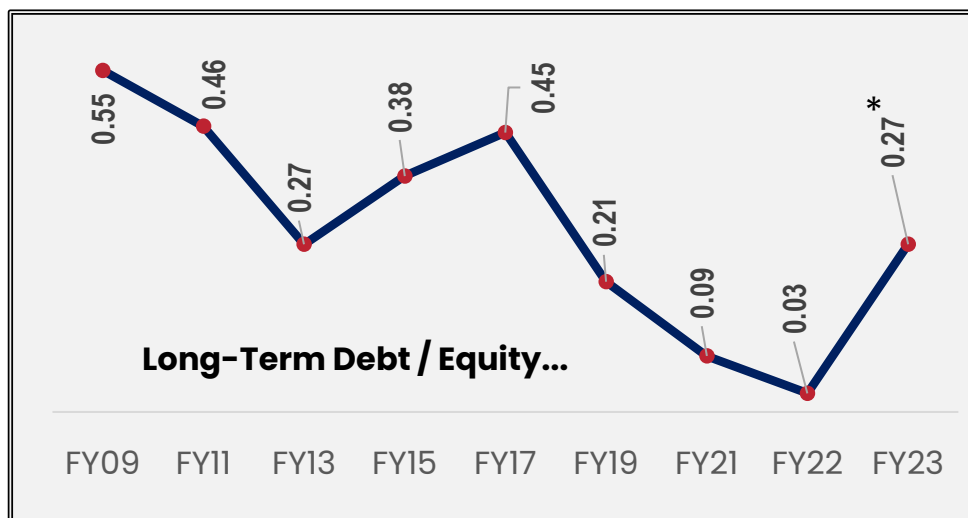
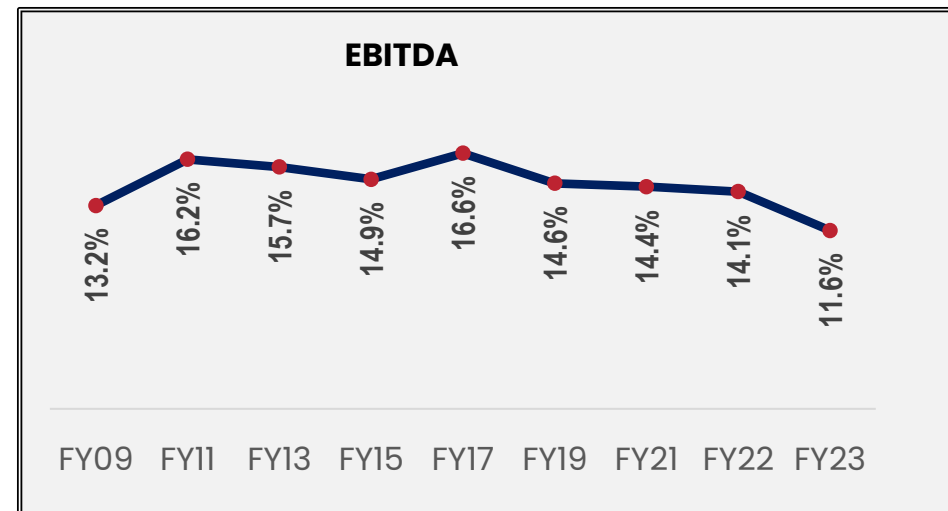
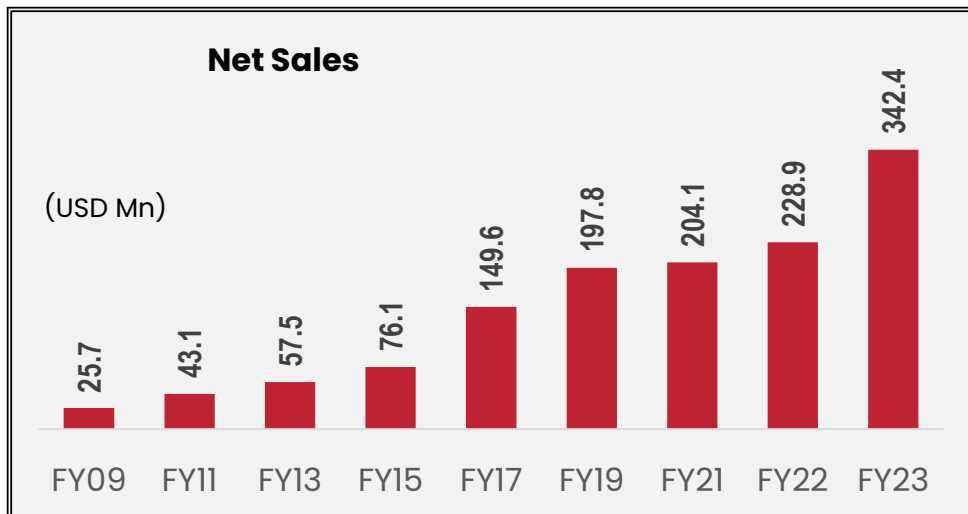


Suprajit – India:

- Headquarters, Global Manufacturing Hub
- 15 Strategically located plants



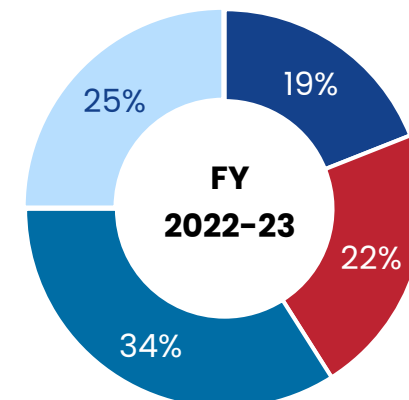
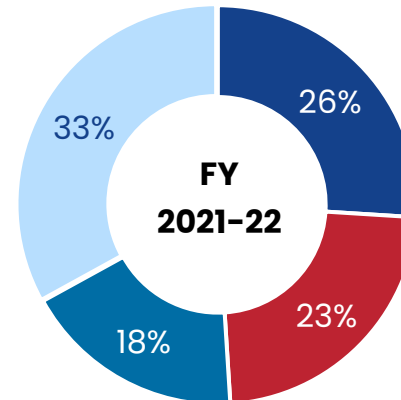
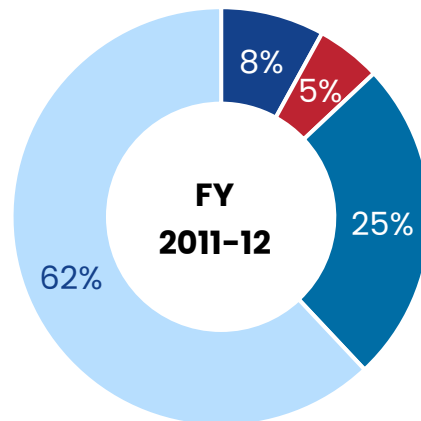
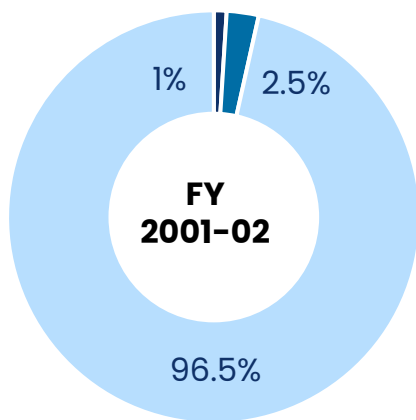
Group Financials



* FY23 increase in debt due to acquisition of LDC

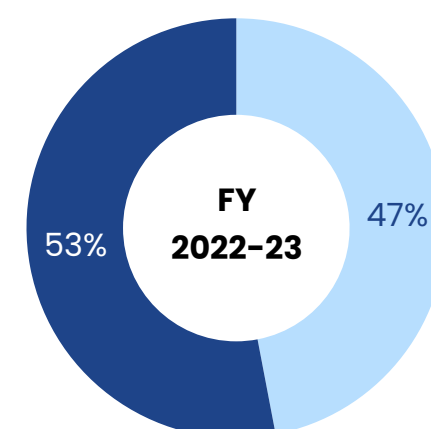
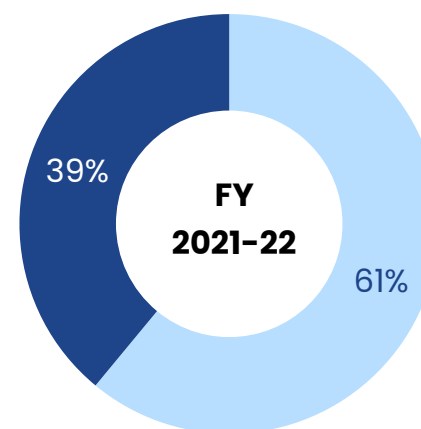
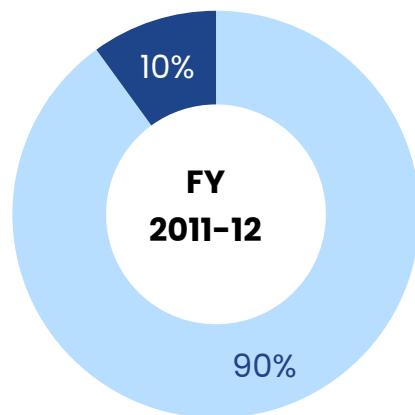
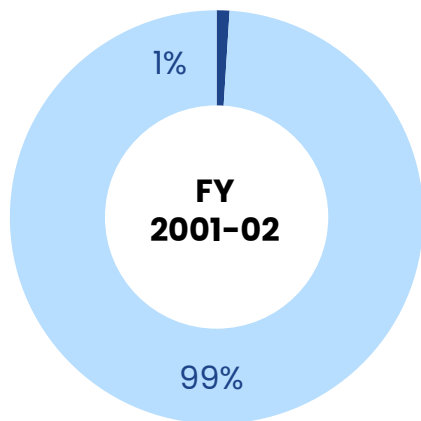
Segmental and Geographic Synergies

Category-wise



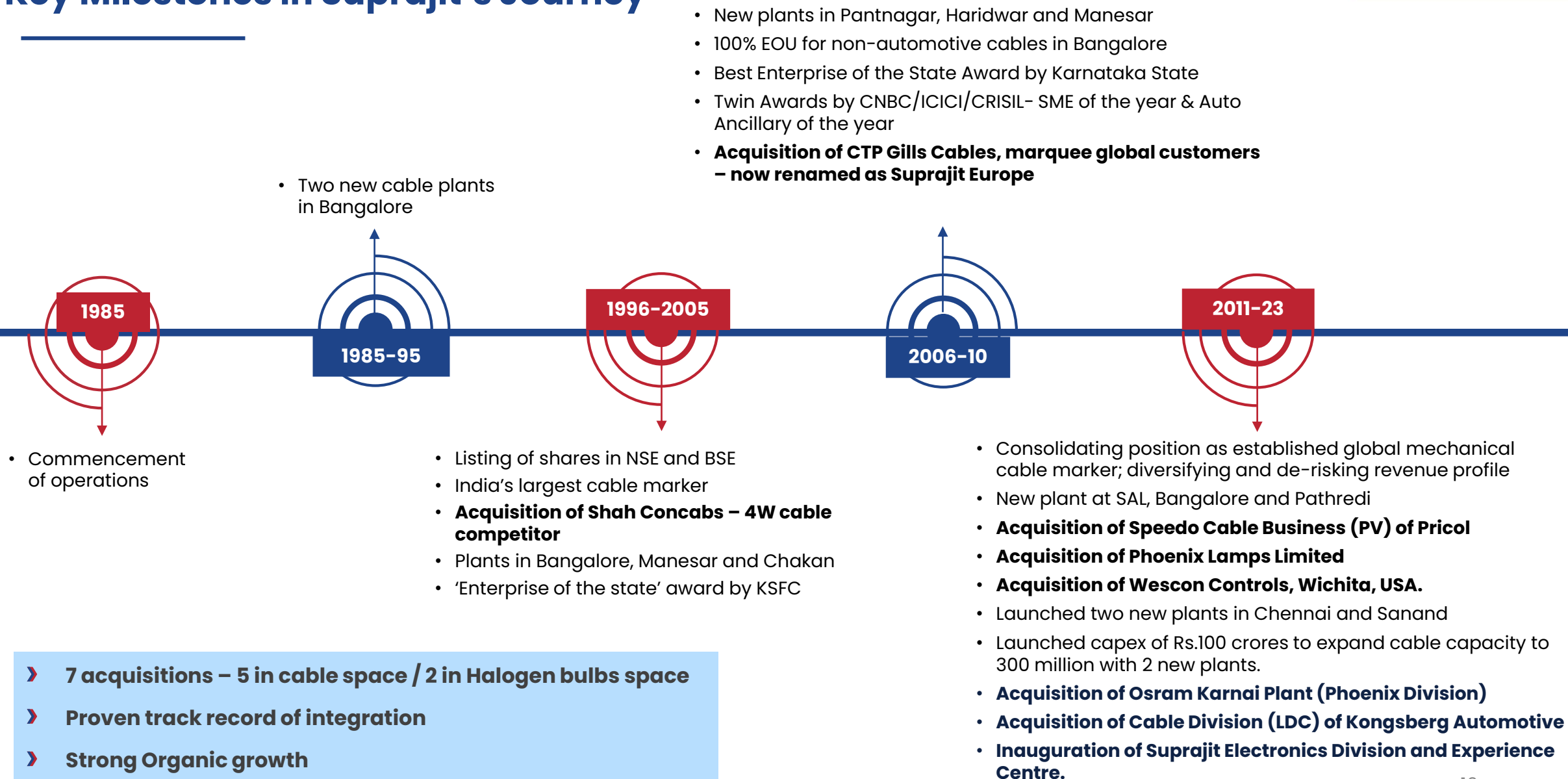
■ Automotive
 ■ 2-wheeler
 ■ Aftermarket
 ■ Non-Automotive

Geography-wise



■ Global + India Export
 ■ India

Key Milestones in Suprajit's Journey



Environment & Social Initiatives



Suprajit Foundation (SF) sponsoring scholarships for students in rural areas for education beyond SSLC



SF supporting mid-day Meals for underprivileged schools



SF helps renovate rural Anganwardis (care centers for women & children)



SF supports dialysis projects through its association with Rotary



Suprajit Mexico supporting local communities with food, clothes, and healthcare facilities



Rooftop Solar installed and commissioned at 9 manufacturing plants

Suprajit Strengths

- › Global Top 3 in both control cables and halogen bulbs manufacturing.
- › Close to OEMs globally with flexible cost supply chain based on OEM needs – ideal for OEM Global Platforms.
- › 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.

Awards and Recognitions

Recent Recognitions



Customer Awards and Recognitions

- BMW India – Best Delivery Performance.
- Maruti Suzuki – Green Supplier Status Award.
- TVS Motors – Best Supplier of the Year 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 'O' 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.
- Kubota Certificate of Excellence.
- Honda Cars Quality and Delivery Performance.
- Yamaha Supplier Award, China.

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

Investor Relations: investors@suprajit.com