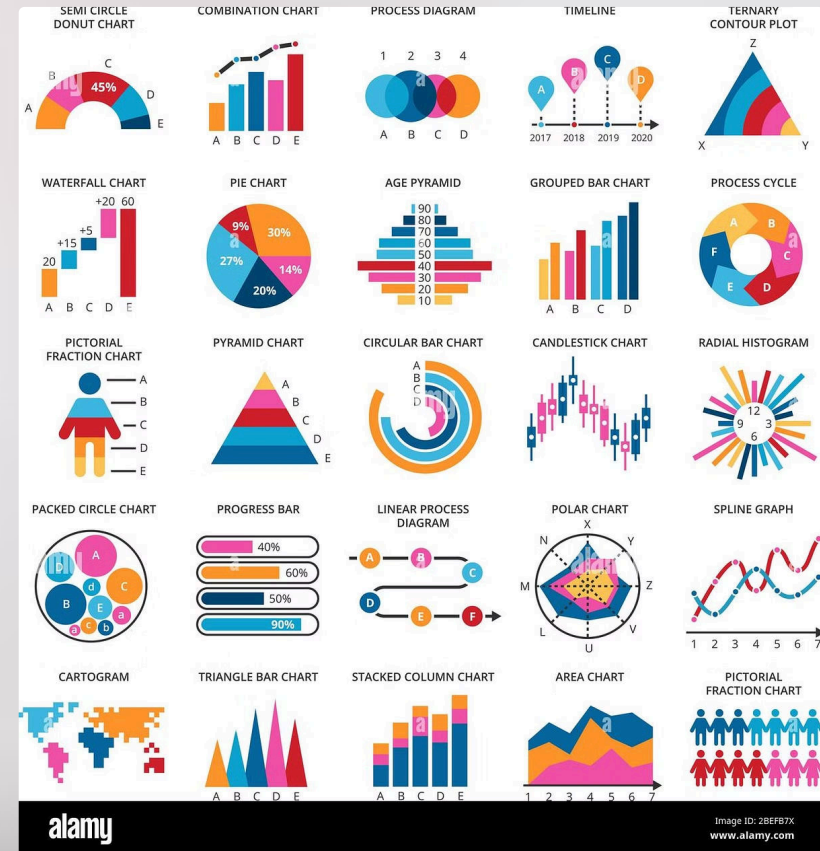


SONA COMSTAR

Annual Financial Report



Economy Overview

United States

Projected moderate growth in 2024

Driven by consumer
spending and a robust
labor market

Europe

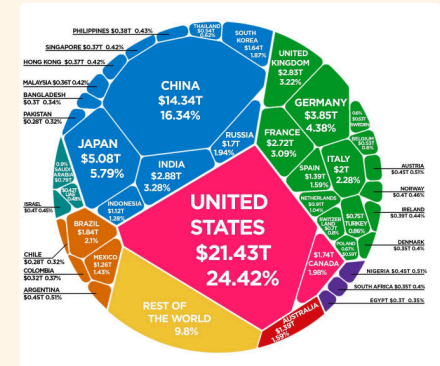
Expected slow growth in 2024

Uncertainties in the geopolitical landscape, energy crisis, and inflationary pressures

India

Projected to maintain
strong economic growth

Driven by domestic
consumption,
investments, and
government initiatives



Industry Overview: Automotive Sector



Global Sales Surge

86 million units sold in 2023



BEV Affordability

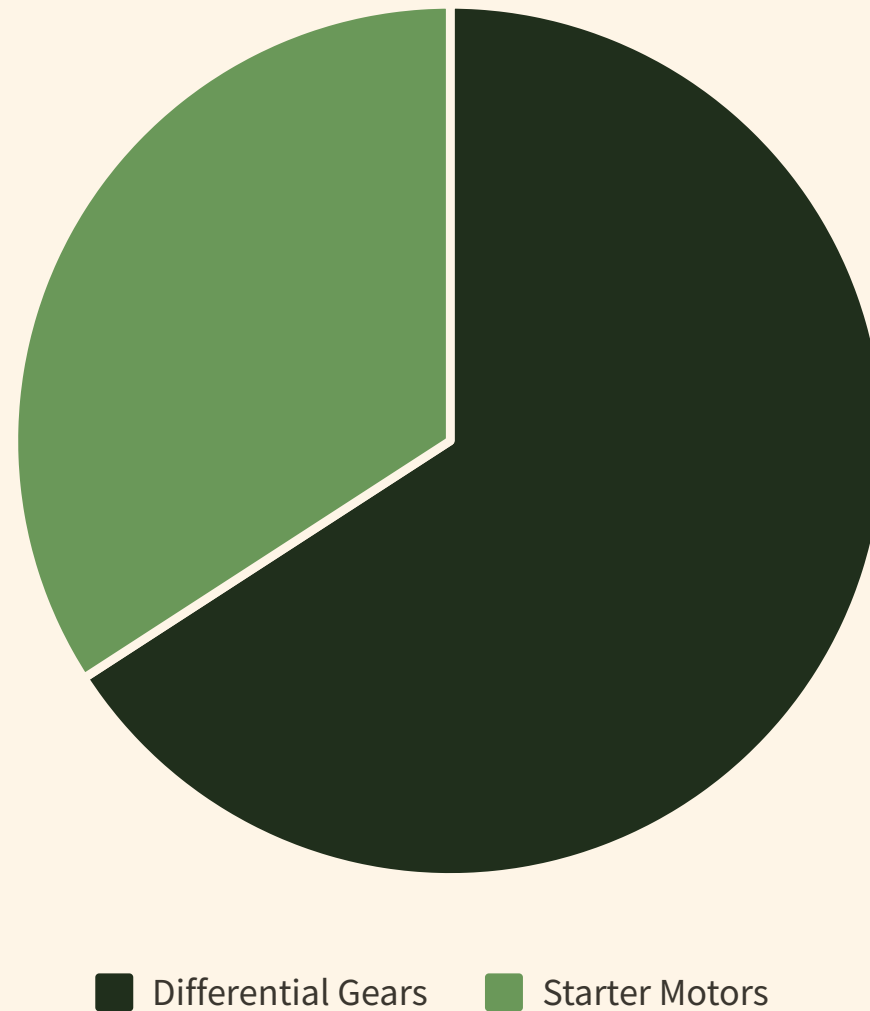
Growing affordability drives sales



Market Growth

North America, Europe, and Asia see increases

Company Overview



Sona Comstar increased its global market share in FY 2023-24.

The company expanded its order book by winning 39 new programs.

79% of the new order book comes from EV programs.

Market Share and Revenue

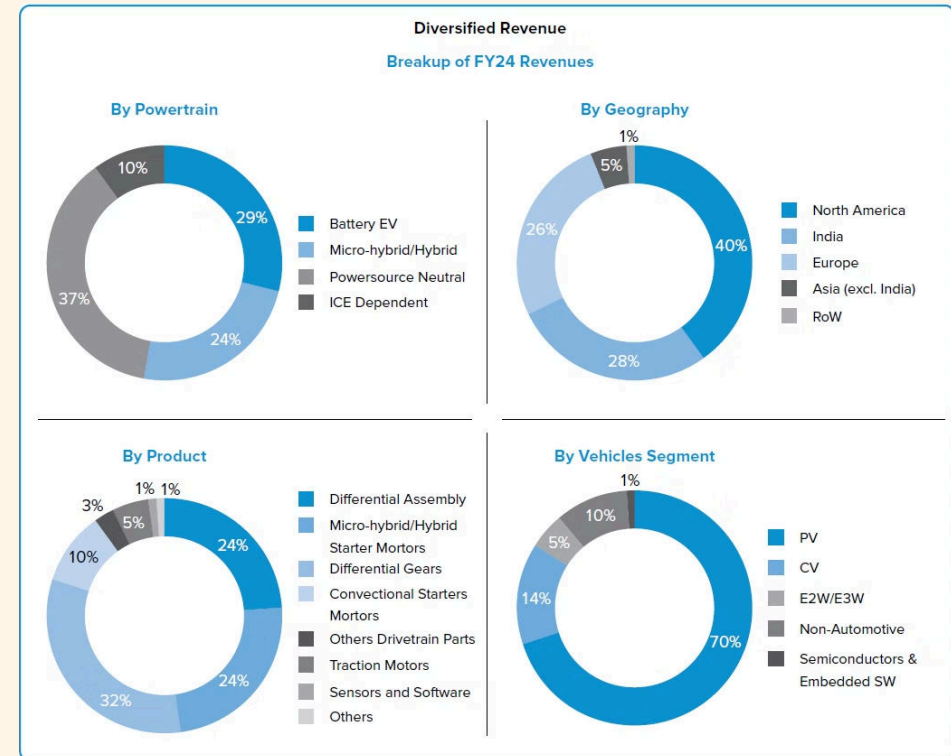
Sona Comstar demonstrated robust revenue diversification across its operations in FY 2023-24.

Powertrain solutions revenue was predominantly derived from power source neutral products, comprising 37% of total product revenue.

North America emerged as the largest market, contributing 40% of the revenue.

Differential gears led with 32% of revenue, followed closely by differential assemblies and micro/plug-in hybrid starter motors, each accounting for 24%.

Passenger vehicles constituted the largest share at 70%.





Global Distribution and Sourcing

Sona Comstar has a widespread distribution network and supplier base across the world:

Distributors

- North America: 50 distributors
- India: 40 distributors
- Europe: 30 distributors
- Other Asia: 20 distributors
- Rest of World: 10 distributors

Suppliers

- North America: 100 suppliers
- India: 80 suppliers
- Europe: 60 suppliers
- Other Asia: 40 suppliers
- Rest of World: 20 suppliers

This global footprint allows Sona Comstar to source competitively and serve customers worldwide efficiently.

Manufacturing Overview

Ten manufacturing and assembly sites

India, China, Mexico, and the USA

Six facilities in India

Chennai, China, USA, and Mexico focus on motors

Remaining Indian sites and Mexico focus on driveline products



Financials Overview

19%

Revenue Increase

FY24

28.3%

EBITDA Margin

FY24

517

Net Profit

INR Crore

Digitization & Modernization



- 1 Industry 4.0
Advanced technologies
- 2 IoT & AI
Optimize production processes
- 3 Supply Chain Management
Enhance efficiency and quality
- 4 Industry Leader
Sets Sona Comstar apart

Financial Ratios

EBITDA Margin

Steady increase, reflecting operational efficiency

PAT Margin

Rising trend, indicating improving profitability

Interest Coverage Ratio

Consistent improvement, showcasing better debt management

Financial Leverage Ratio

Gradual increase, indicating higher use of financial leverage

Debt/Asset Ratio

Stable, indicating balanced debt levels.

Inventory Turnover Ratio

Increasing trend, showing efficient inventory management.

RoE

Rising, reflecting better returns on equity.

Book Value

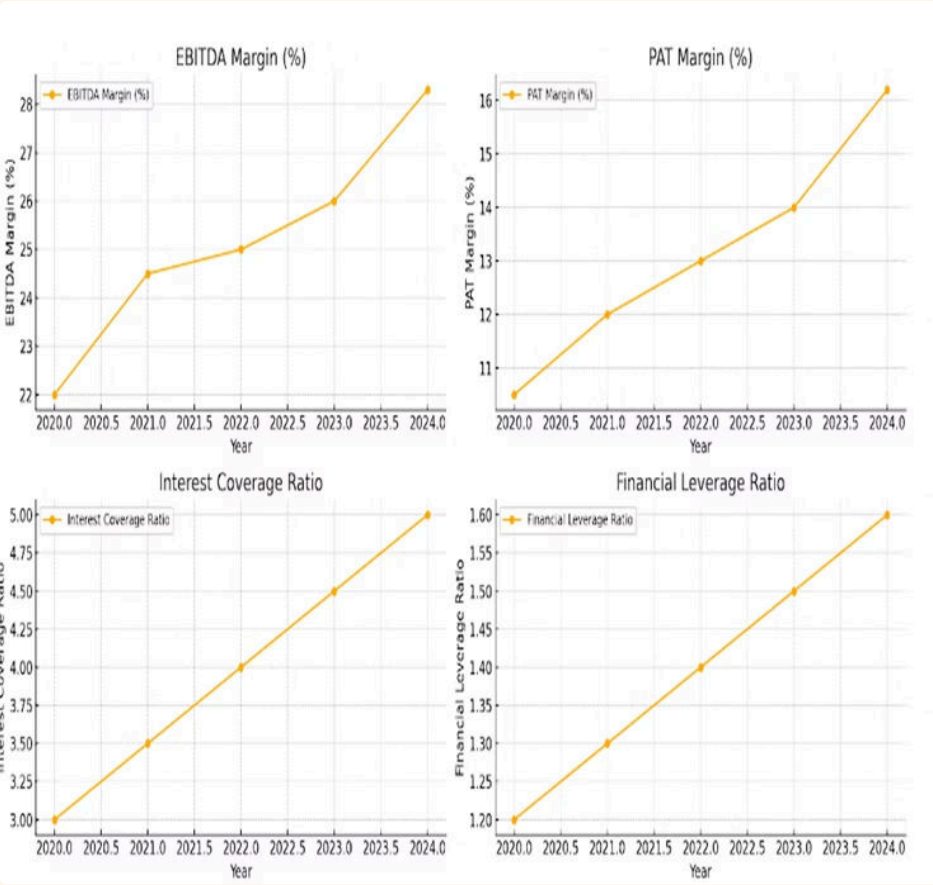
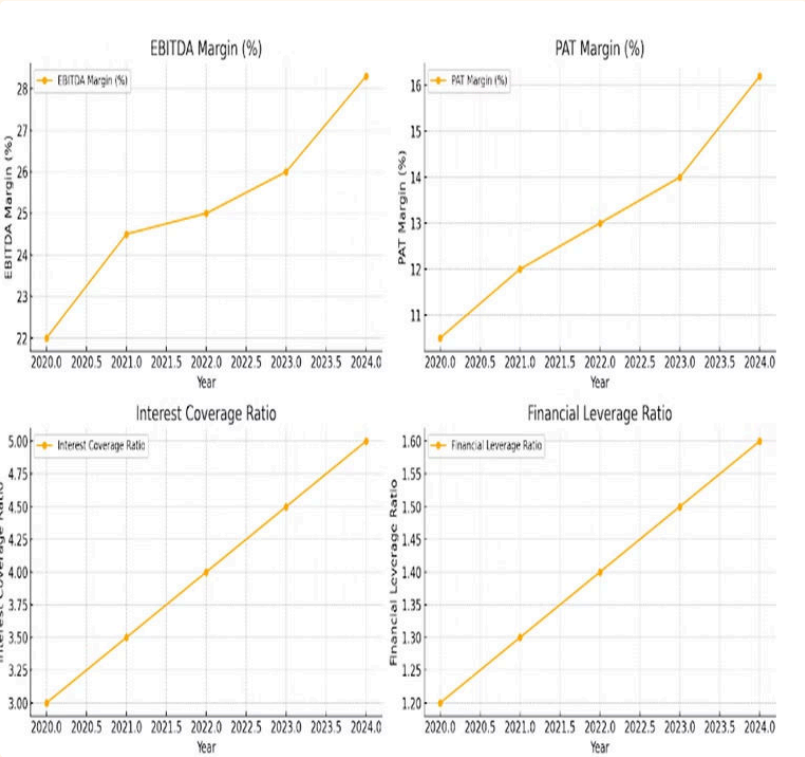
Increasing trend, indicating growth in shareholders' equity.

P/BV

Rising, reflecting market confidence in the company's growth.

Sales per Share

Increasing, indicating revenue growth



Final Recommendation

- **Buy:** Sona Comstar is a strong buy recommendation based on its impressive financial performance, operational efficiency, and strategic investments.
- **Financial Health:** The company has demonstrated consistent revenue and profit growth, with improving margins and a healthy balance sheet.
- **Digitalization and Modernization:** Sona Comstar's investments in advanced technologies, such as IoT and AI, position it well for future growth in the automotive sector.
- **Competitive Advantage:** Sona Comstar's competitive cost structure and focus on EV components provide a robust market position, setting it apart from competitors.