Endurance Technologies Limited

June-2022 v3

Strictly Private & Confidential

Cautionary Statement

The presentation may contain, without limitation, certain statements that could be considered forward-looking. Such forward-looking statements do not guarantee future performance; and may involve risks and uncertainties that could cause actual performance or results to be materially different from those anticipated in these forward-looking statements. The Company is under no obligation to update any forward-looking statements contained herein, should material facts change due to new information, future events or otherwise.

For historical financial numbers, readers are advised to refer to the financial statements approved by the Board of Directors of the Company, as appearing in the Annual Reports and quarterly Stock Exchange filings. The financial numbers in this presentation are from financial statements prepared and reported under Indian GAAP (I GAAP till 2015-16 and Ind AS thereafter). Financial ratios have been calculated based on customary definitions.

Company Snapshot

ENDURANCE

Experience in the two-wheeler, three-wheeler and four-wheeler Automotive Components Industry

1. **1985 -** Commenced high-pressure die-casting operations in Aurangabad (1)
2. **Largest Aluminium die-casting** company in India(2)

Multi-solution Provider with a Diverse Product Portfolio

1. **Four key product categories -** Aluminum Casting and Machining, Suspension, Transmission, Braking Systems. Tier I supplier to 2W, 3W and 4W OEMs.

Strategically Located Facilities with Close Proximity to Original Equipment Manufacturers (OEMs)

29 facilities in **multiple** Locations across India & Europe

End-to-end Service Provider to Customers

Capabilities across Design, Development, Testing, Validation,, Manufacturing, Delivery, and aftermarket sale for a wide range of technology-intensive auto component products

Strong R&D Capabilities

1. **25** Patents and **18** design registrations received, **83** Patent applications and **4** design applications, **4** DSIR(3) approved R&D facilities **2** Tech Centers in Italy 29 acre proving ground in Aurangabad
2. **200+** R&D personnel globally

Profitability with Scale, Improved Return on Capital Employed and Deleveraged Balance Sheet

1. **Track record of consistent outperformance to broader industry growth with standalone revenue growing at a CAGR of 7.5% as against India two wheeler production growing at a CAGR of 1.4% over FY 2012-22**
2. Financial highlights: **FY22** – Revenue **INR 75,902mn** ; FY22 Average ROCE :**14.6%**;FY22 Average Return on Equity: **12.3%**; Net Debt/Equity:**(0.12)X**

Stock performance (amount per equity share of Rs. 10 each)

Oct-2016 IPO Offer price: Rs. 472; Listing day closing price: Rs. 648;

OFS in Mar-19 :Floor Price Rs. 1100. OFS subscribed 2.7 Times

Closing price on 10th June, 2022 : Rs. 1311 (178% over IPO Offer price)

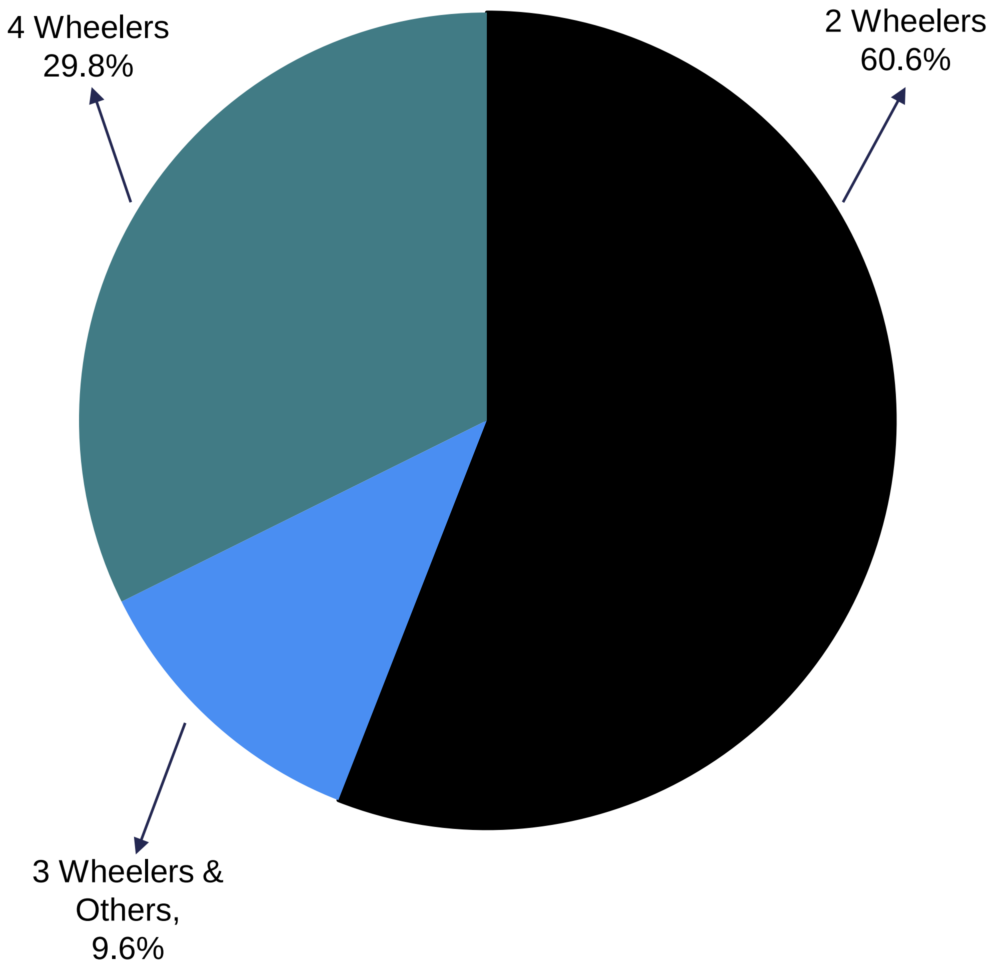
Notes: 1. Refers to Anurang Engineering, which merged with Endurance Technologies in August 2006. 2. In terms of actual output and installed capacity in FY2017 (Source: Aluminium Casters' Association of India). 3. DSIR: Government of India - Department of Scientific and Industrial Research. 4. ROACE = Return on Average Capital Employed = EBIT/Average Capital Employed. Average Capital Employed calculated as Average of Shareholders Equity and Total Debt; Return on Equity = PAT/Average Shareholders Equity; Net Debt to Equity = Net Debt / Total Shareholder's Funds..

Revenues Profile[(1)] across Vehicle Type, Product Type and Entity

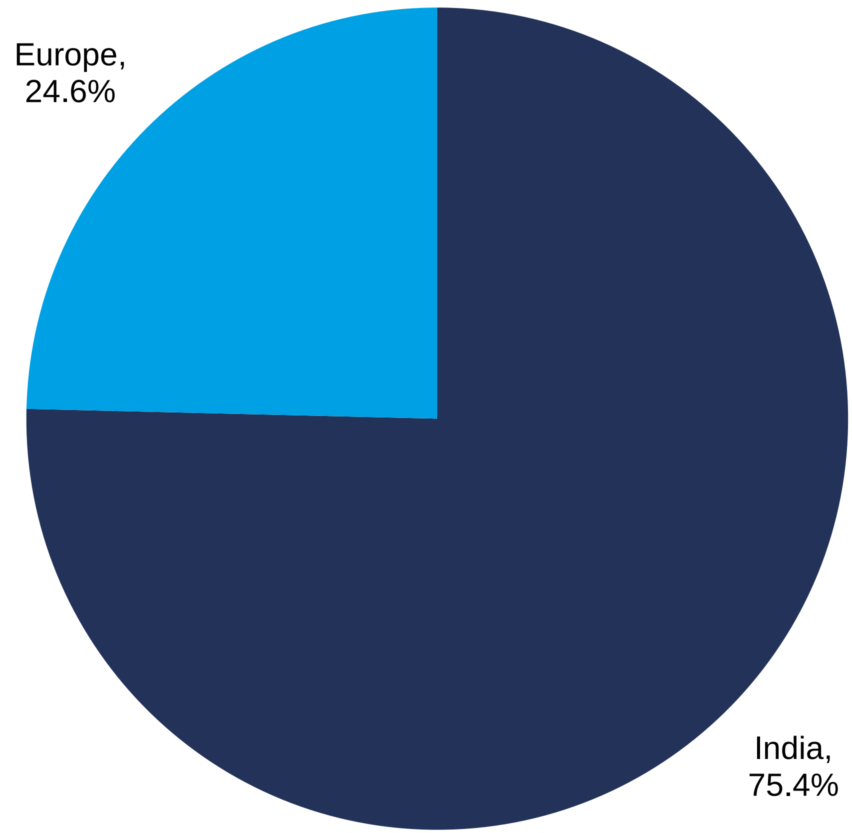
ENDURANCE

FY 2022

Revenue by Vehicle Type

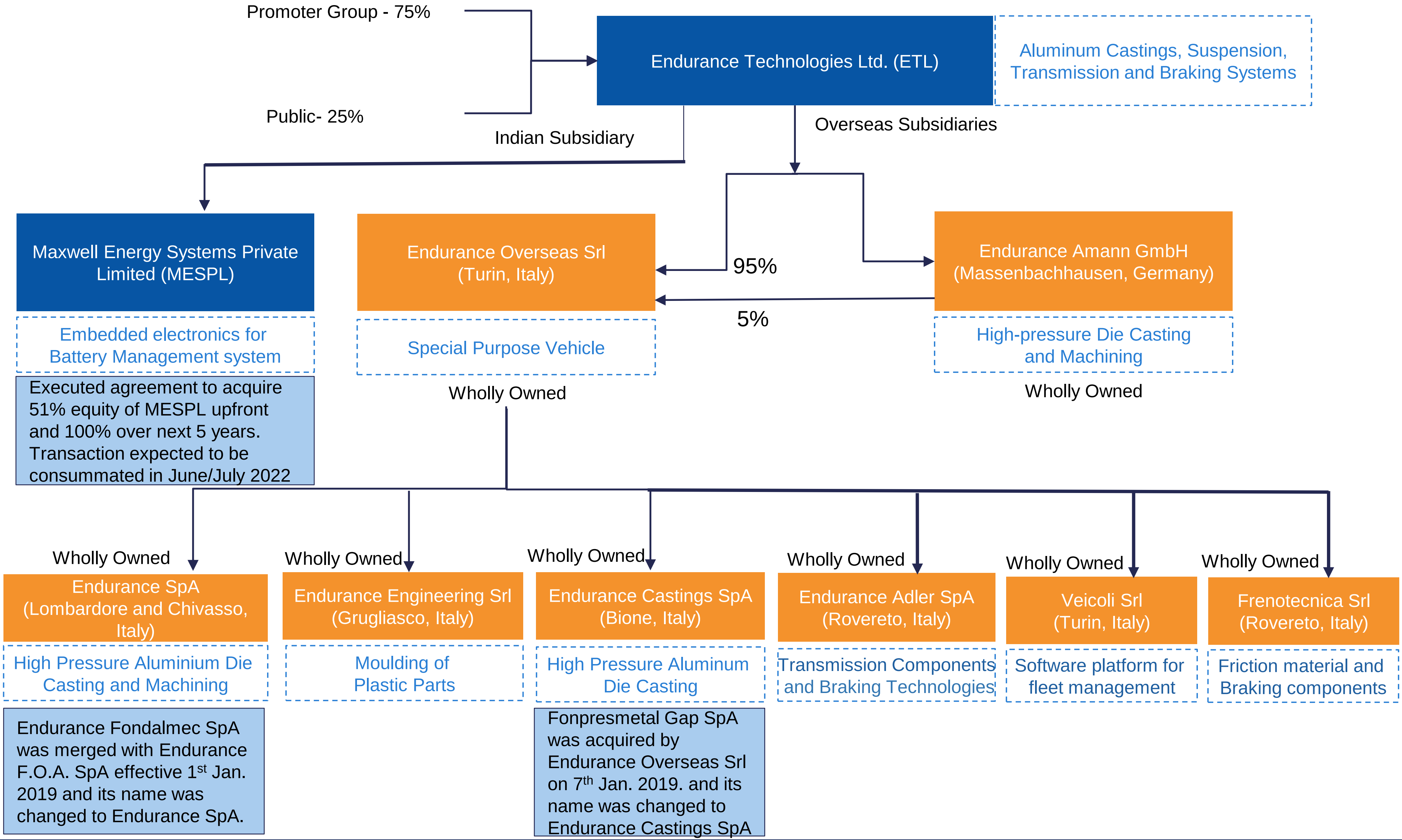


Revenue by Entity



Note: 1. Based on consolidated financials.

Corporate Structure



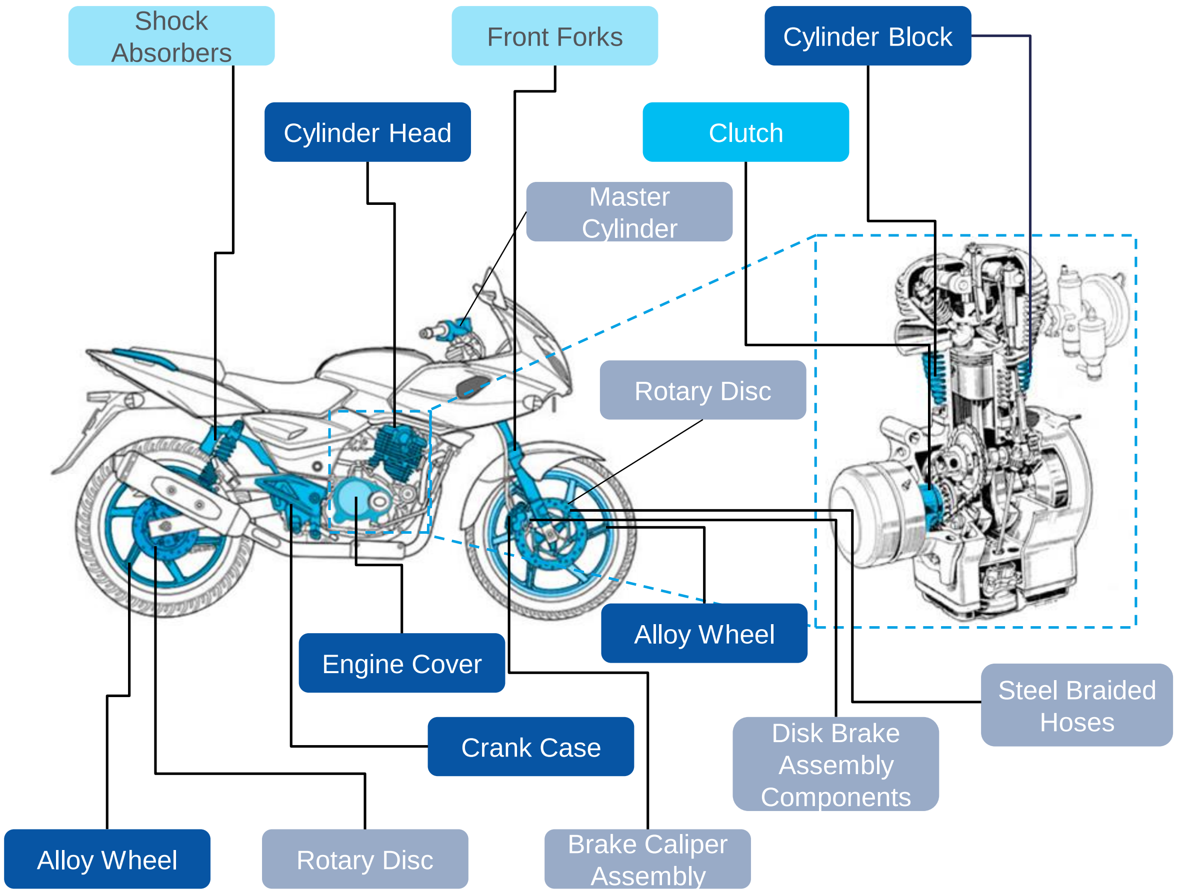
1. Effective 15th April, 2020, Endurance Overseas Srl acquired 99% stake in Adler SpA (Renamed as **Endurance Adler SpA)** ; stake increased to 99.86% in May 2021 and 100% in March 2022.
2. Effective 21st May, 2020, Endurance Adler SpA acquired 100% stake in Grimeca Srl, Italy. Effective 1st January, 2021, Grimeca Srl and Adler RE Srl merged into Endurance Adler SpA.
3. VS San Marino Srl is an additional subsidiary of Endurance Adler SpA and has been in the process of voluntary liquidation prior to acquisition of Endurance Adler SpA by Endurance Overseas Srl
4. Endurance Overseas Srl, Italy acquired 100% stake in Veicoli Srl, Italy effective 12th November, 2021 and 100% stake in Frenotecnica Srl, Italy effective 10th June 2022.

India: Tier 1 Supplier of Diverse Product Offerings to OEMs

ENDURANCE

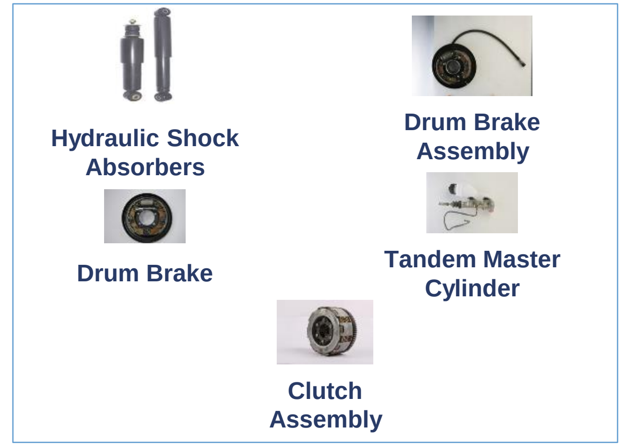
Endurance supplies a diverse range of technology-intensive products to 2W / 3W / 4W OEMs

Two Wheelers



Aluminium Casting and Machining | Suspension | Transmission | Braking Systems

Three Wheelers

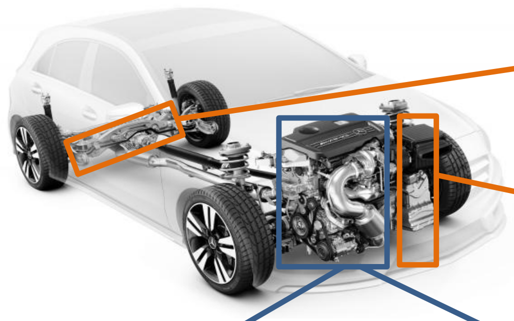


Four Wheelers

Europe: Diverse Product Offerings to OEMs

ENDURANCE

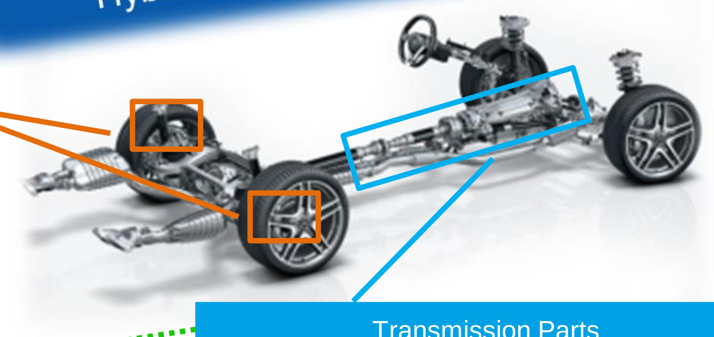
Endurance is a Tier 1 Supplier for multiple technology intensive products to 4W OEMs



Suspension and Body Parts

- Steel Wheel Hubs
- Head Axles
- Cross member
- Steering housing

Endurance castings are part of the OEMs' light-weighting and Hybrid/ EV plans

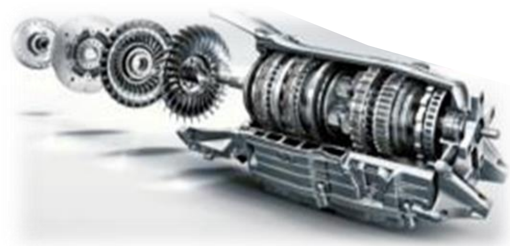


Engines Parts

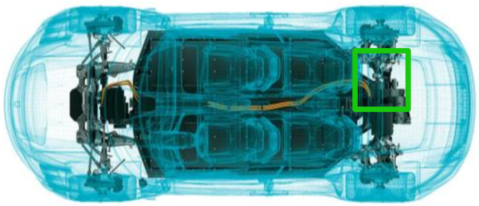
- Cam Carrier
- Exhaust Manifold
- Oil pan
- Specialty Plastic Cover
- Various brackets

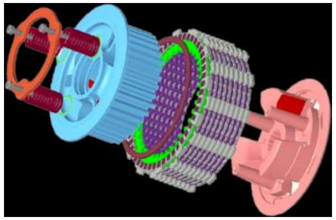
Transmission Parts

- Transmission Housing
- Torque Convertor housing
- Gear Box Housing



EV Parts

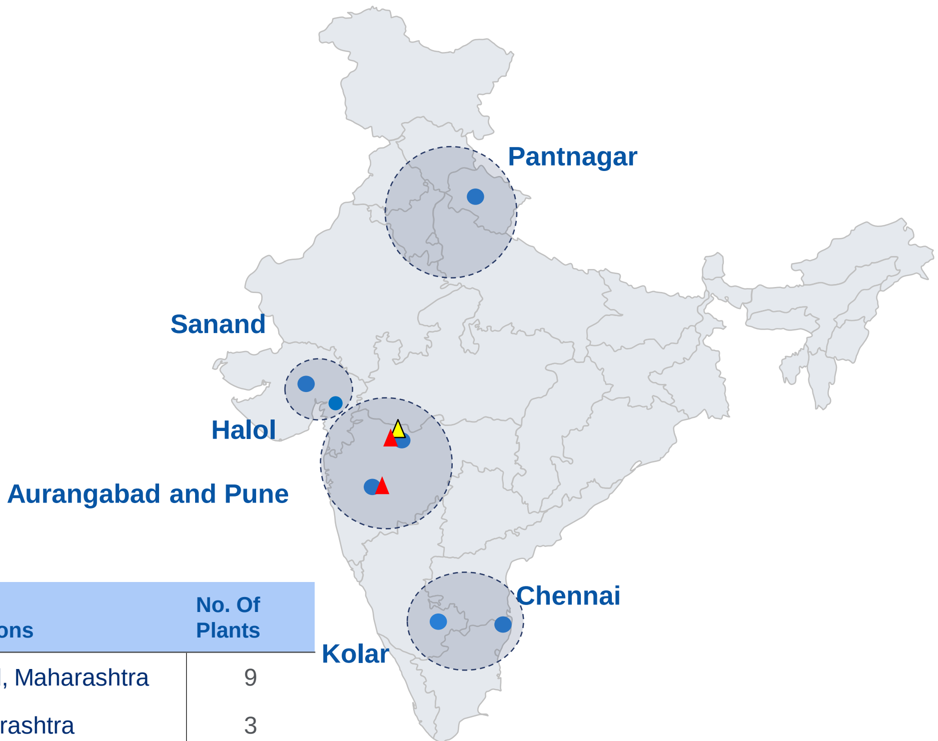




Transmission systems for two wheelers

Strategically Located Facilities with Close Proximity to OEMs

29 plants in multiple Locations across India & Europe

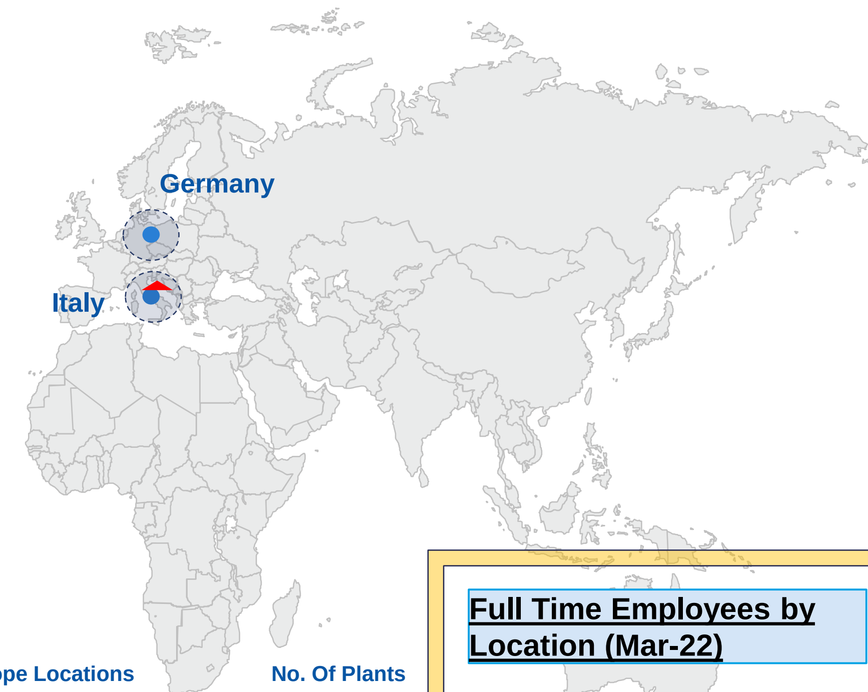


India Locations	No. Of Plants
Aurangabad, Maharashtra	9
Pune, Maharashtra	3
Pantnagar, Uttarakhand	2
Chennai, Tamil Nadu	2
Sanand and Halol, Gujarat	2
Kolar, Karnataka	1
Total	**19**

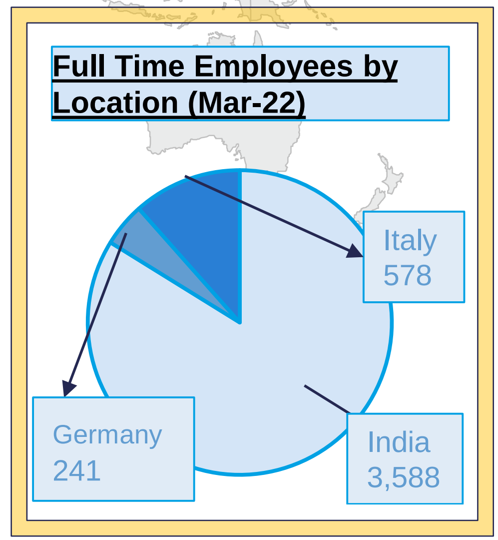
R&D Facilities	
Aurangabad, Maharashtra	3
Pune, Maharashtra	1
Total	**4**

△ Test Track ● Manufacturing Facilities

▲ R&D Facilities / Tech. centers



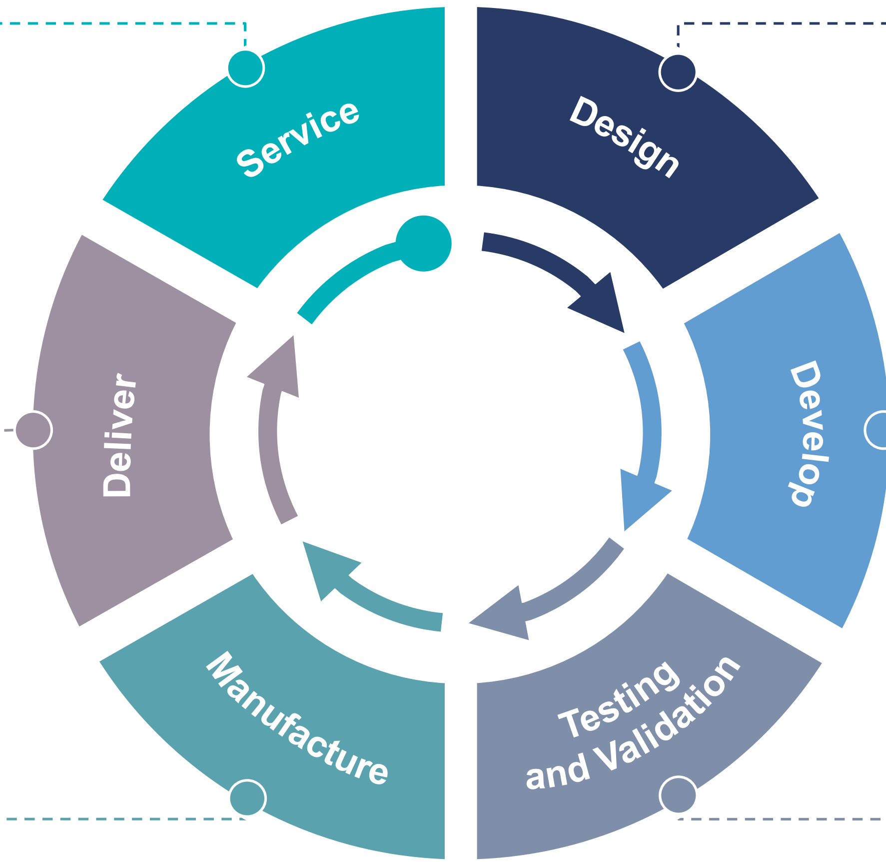
Europe Locations	No. Of Plants
Massenbachhausen, Germany	3
Grugliasco, Italy	1
Chivasso, Italy	2
Lombardore, Italy	1
Bione, Italy	1
Rovereto,Italy	2
Total	**10**



End-to-end Solution Provider to Customers

- Provide end-to-end services from conception to end-user delivery
- Aftermarket sale for a wide range of technology intensive auto components products

- Focus on developing innovative, lean and cost competitive designs to maintain a technological edge across product range



- Manufacturing facilities in proximity to customers, to ensure timely delivery

- Structured product development to get "first time right" products

- Manufacture wide range of products serving the diverse requirements of customers

- Facilities (including Proving ground) for material, component, product and vehicle level testing

QCDDM focus leading to customer satisfaction

Consistent Outperformance over Industry Growth

ENDURANCE

Endurance has consistently outperformed growth in the broader industry by successfully expanding its customer base, focus on R&D, ability to manage costs and reducing new product development time.

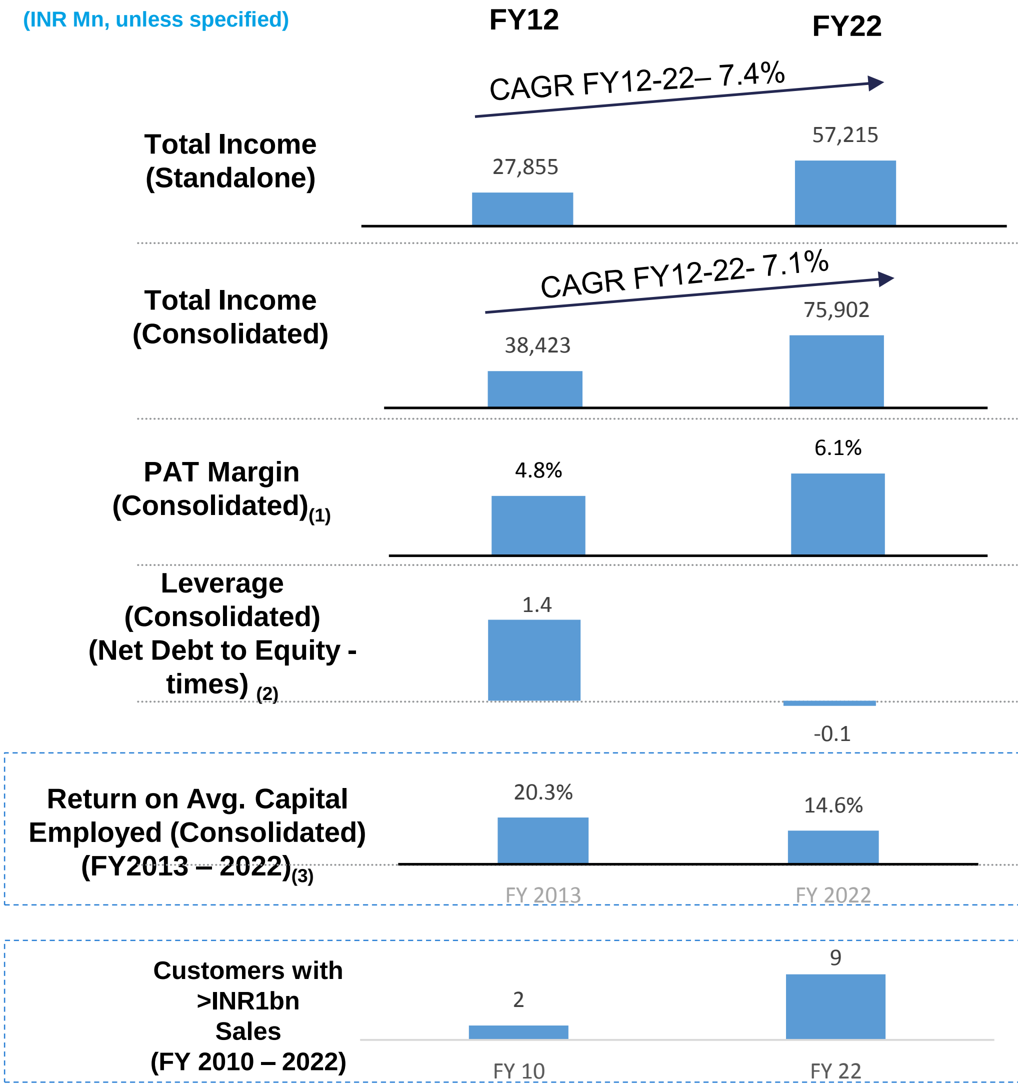
While Industry has shown reasonable growth…

India Production - FY12 vs. FY22 ('000s)

	FY12	FY22	CAGR FY12–22
Motorcycles	11,983	12,894	0.7% ↑
Scooter	2,659	4,362	5.1% ↑
Moped	786	473	5.0% ↓
2W Industry	15,428	17,729	1.4% ↑
3W Industry	879	754	1.5% ↓

…Endurance has Transformed its business between 2012 – 2022

(INR Mn, unless specified)



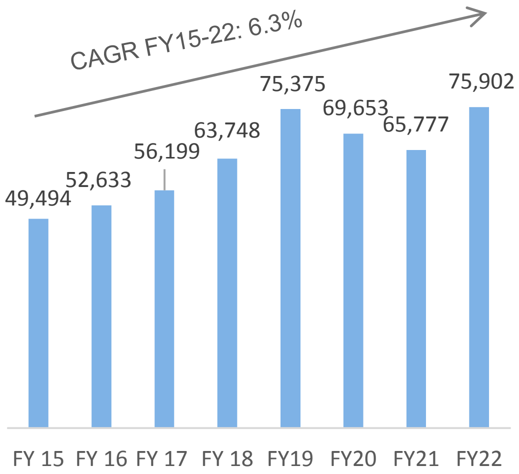
Notes: Source: Industry data sourced from SIAM. Financials are under INDAS from FY 15-16 onwards & under IGAAP till FY 14-15.

1. Calculated as profit before minority interest divided by total revenue.
2. Net Debt to Equity = (Long Term Borrowings + Short Term Borrowings + Current maturities of long term borrowings – Cash and bank balances – Current investments) / Total Shareholder's Funds.
3. ROACE = EBIT/(Average Capital Employed). Average Capital Employed calculated as Average of Shareholders Equity and Total Debt

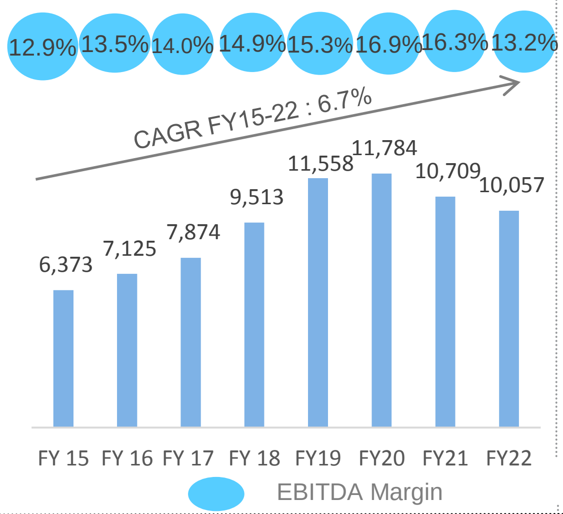
Profitable Growth, Strong ROCE, and Deleveraged Balance Sheet (1)

ENDURANCE

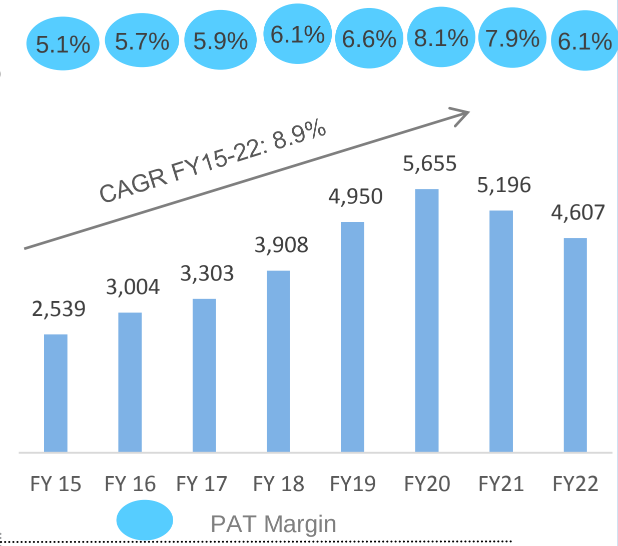
Total Revenue (INR mn)



EBITDA and EBITDA Margin (INR mn / %)

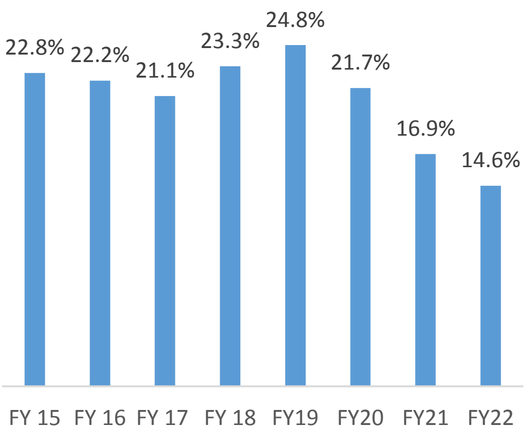


PAT and PAT Margin(2) (Before Minority Interest) – (INR mn / %)

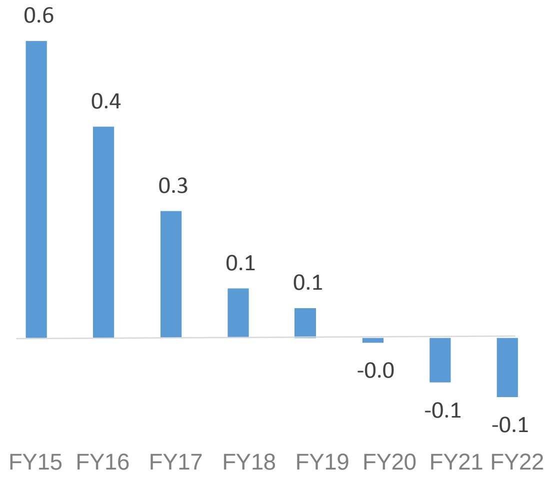


Track record of ahead of industry growth. EBIDTA and PAT growth have outpaced revenue growth.

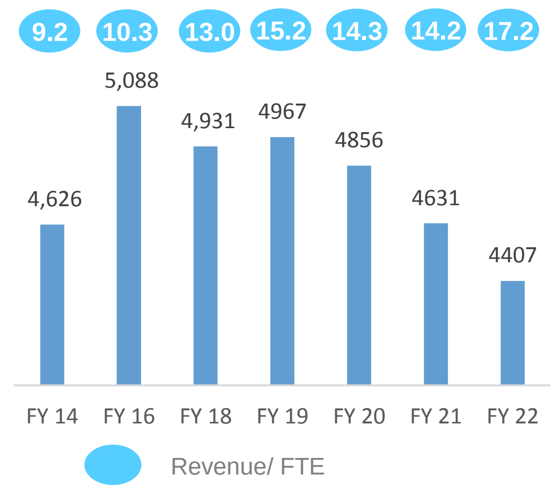
Return on Average Capital Employed(3) (%)



Net Debt / Equity Ratio (x)



Headcount (numbers) and Revenue per Full Time Employee (Rs M / FTE)



Strong return on average capital employed

Deleveraged balance sheet, consistent financial performance and risk mitigation led to improved ratings – Long term: ICRA AA+ (Stable) and Crisil AA+ (Stable). Short term: A1+ from both agencies.

Focus on employee productivity.

Notes: 1. Consolidated financials: From FY 15-16 onwards under INDAS & till FY 14-15 under IGAAP (FY18 & FY19 numbers are after incorporating IND As 115)
2. Calculated as restated profit before minority interest divided by total revenue
3. ROACE = EBIT/(Average Capital Employed). Average Capital Employed calculated as Average of Shareholders Equity and Total Debt

Key Investment Highlights

1. Leading 2W and 3W Auto Component Manufacturer in India
2. Multi-solution Provider of a Diverse Product Portfolio to a wide variety of OEMs
3. Focus on R&D with Emphasis on Lean Design and Continuous Improvement in Product Performance, Cost & Reliability and Quality. Technology inputs from overseas collaborations and recent acquisitions.
4. Focus on Operational Efficiencies to Improve Returns
5. Growing and Profitable European Business
6. Expansion of Presence in Aftermarket Sales Services
7. Strategy for profitable growth

Leading 2W and 3W Auto Component Manufacturer in India

ENDURANCE

Largest
2W and 3W auto component manufacturer in India(1)

Largest
Aluminium die-casting company in India(2)

Top 2
in each product segment offered

Tier 1
supplier to OEMs

19
Manufacturing plants in India

Note 1: In terms of aggregate revenue for FY15 from Company's selected product segments (Source: CRISIL Research)
Note 2: In terms of actual output and installed capacity in FY16/FY17/FY20. (Source: Aluminium Casters' Association of India)

Strong In-house R&D supported by technology inputs from overseas

Technology Tie – Ups

Leading European Suspension company	• Technology tie-up since 2008 for development and manufacturing of suspension components. • Current agreement was executed in 2015; it is valid for a period of 10 years and is renewable. • Scope of existing agreement - Technology for the manufacture of new series of motorcycle suspension components.
Endurance Adler Spa	• Technology tie-up since 2002 for development and manufacturing of Transmission components. • Agreement for sub-license of technology and IP was executed in 2021. • Acquired 99% stake in Adler in April- 2020 and name is changed to Endurance Adler SpA. Gained access to range of clutch and CVT related IP, licenses, trademarks and customers. Shareholding increased to 99.86% in May-2021 and 100% in March-2022.
Leading global brake and suspension company	• Entered into an agreement in 2017. • For manufacture of Anti-lock Braking System ("ABS") for application in two & three wheelers. • Agreement is valid for a period of 20 years.
Grimeca Srl (Since merged into Endurance Adler Spa)	• Technology tie-up since 2015. Agreement for sub-license of technology and IP was executed in 2021. • Endurance Adler has acquired 100% stake in the technology provider in May 2020. Gained access to a range of brakes related IP, licenses and trademarks.
European technology provider in Aluminium Forgings	• Entered into an agreement in 2019. • Technical support related to Aluminium Forging Technology

Endurance Proving Ground (EPG) at Aurangabad

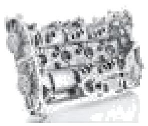
- EPG enables us to test our products on vehicle and further strengthens our position as a Complete Solution Provider.
- EPG is meant for Handling & Manoeuvrability, Ride Comfort, Driveability, Brake/ABS performance and Reliability evaluation.
- Consists test surfaces required for evaluation of Suspension, Transmission & Brake assemblies of 2W, 3W & Quadricycle.
- ABS test surfaces have provision of testing the brake system under wet and dry condition on different friction surfaces (Basalt tile, Ceramic tiles, High μ (0.9) asphalt, Polished concrete and loose Gravel).
- Ride & Evaluation track comprises of Belgian pave, Pot holes, Cobble stone, Speed breakers, Long/Short wave pitching, Kerbs…..

Growing and Profitable European Business

Growth in Europe

- **FY07**: Acquisition of 100%stake in Amann Druckguss, Germany
- **FY08**:
  - Incorporated Endurance Overseas Italy, a SPV to make strategic overseas investments
  - Acquisition of 51% stake in Fondalmec Italy
- **FY10**: Increased equity stake to 100% in Fondalmec S.p.A., Italy
- **FY13**: Acquisition of 15% stake in FOA S.p.A., Italy
- **FY14**: Forayed into moulding of plastic components through acquisition of assets by Endurance Engineering Srl
- **FY15**: Acquisition of remaining 85% stake in FOA S.p.A., Italy
- **FY19**:
  - Merger of Endurance Fondalmec with Endurance F.O.A. and name changed to Endurance S.p.A.
  - Acquisition of 100% stake in Fonpresmetal Gap S.p.A. by EOSRL; name changed to Endurance Castings S.p.A.
- **FY21**:
  - Acquisition of 99% stake in Endurance Adler S.p.A.,
  - Acquisition of 100% stake in Grimeca Srl, which was merged into Endurance Adler S.p.A
- **FY22**:
  - Acquisition of 100% stake in Endurance Adler S.p.A.,
  - Acquisition of 100% stake in Veicoli SrL, Italy
- **FY23**: Acquisition of 100% stake in Frenotecnica SrL, Italy

Focus on High-end Casting Products


Engine Cover / cam carrier


Suspension and Body Hub


Transmission Clutch Housing


Engine Exhaust Manifold


Transmission Gearbox housing


Engine Oil pan

Long-standing relationships with world-renowned OEMs in the Passenger and Commercial Vehicles space.

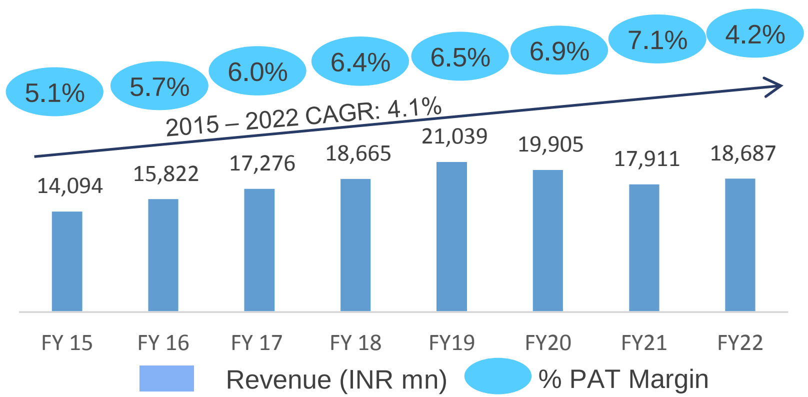
Expansion Strategy

- Focus on profitable growth
- High margin products
- Marquee customers
- Inorganic growth

Capital Efficiency Improvement

- Diversification of product technology and material solutions
- Increasing machining automation for high-value products
- Introduction of higher-tonnage PDC machines for large and complex castings.

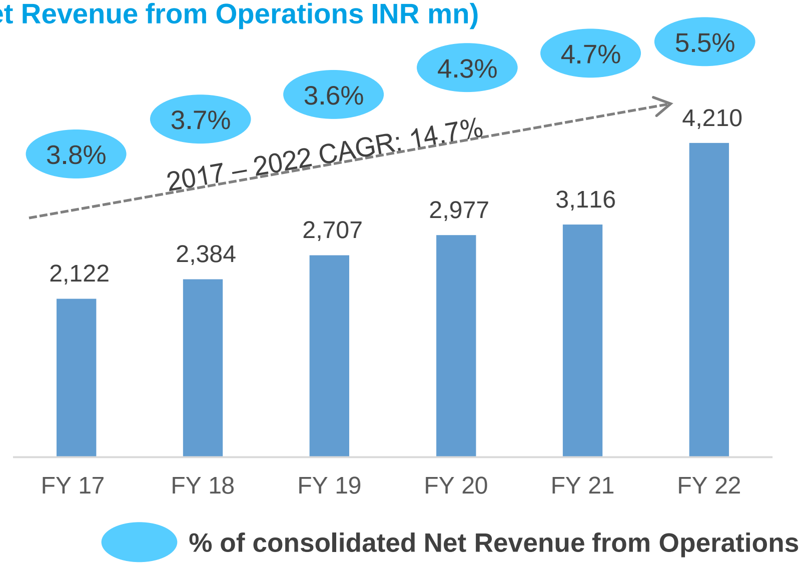
Profitable Revenue Growth(1) (INR mn)



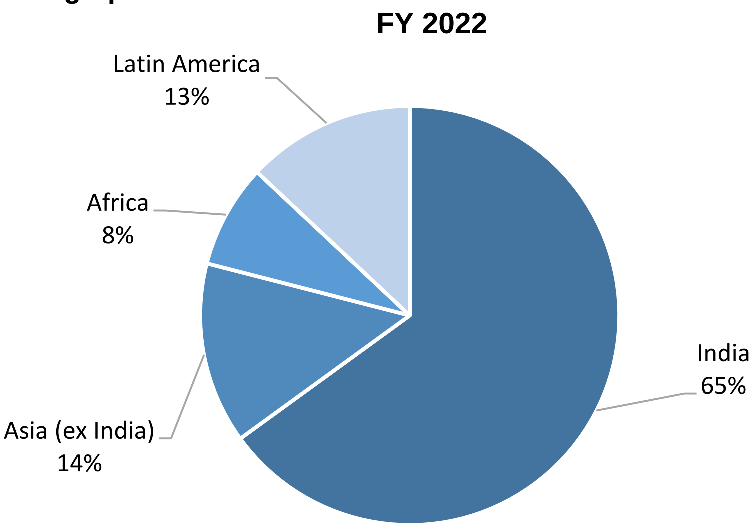
Notes:
1. Net Revenue from Operations: From FY 15-16 onwards under INDAS & till FY 14-15 under IGAAP (FY18 & FY19 numbers are after incorporating IND As 115);. PAT margin calculated as restated profit before minority interest divided by total revenue

Expansion of Presence in Aftermarket Sales

Aftermarket Sales
(Net Revenue from Operations INR mn)



Geographical Distribution



2001
Established Aftermarket Business

31
Export countries

3
Company run Distribution Centers (of which 1 for tyres)

501
Distributors/ dealers in India (Including 106 for tyres)

42
Distributors Overseas

Professional team comprising 69 full time employees across 36 locations

Key Highlights

Higher Margin
- B2C Business Model

Branding
1. Program for increasing retailers / mechanics contact & loyalty towards the brand
2. Improve brand image and visibility

Growth Strategy

Product Growth Drivers
1. Product penetration by introducing products for new models.
2. Trading of 2W & 3W auto parts not manufactured by Endurance

Expand Distribution/ dealer Network

Domestic Growth
- Focus on, Rajasthan, Gujarat, Telangana, Andhra, Tamil Nadu and Karnataka

Exports
- Entering new countries every year in line with OEMs

Strategy for Profitable Growth

Focus on critical markets such as two-wheelers, three-wheelers and passenger cars in India; also passenger cars in Europe	Growth for India and Europe by pursuing Organic and Inorganic Expansion
Continually improve R&D capabilities in order to focus on advanced technology, high value-add products, including higher cc bikes	Harness R&D for new products, higher OEM penetration for Existing products – for Consistent Profitable Growth
Expand presence in the aftermarket sales	Increase exports from India, enter new countries in line with OEMs
Continue to pursue strategic alliances and inorganic growth opportunities	Combine low-cost base and manufacturing capabilities with technology from acquisitions / alliances
Focus on operational efficiencies to improve returns	Deploy multi-pronged cost reduction strategies in manufacturing and sourcing

Focus On Sustaining A Strong And Diverse Culture With Empowered Leaders

A CULTURE

- We, Endurians, are **proactive, hardworking, result-oriented,** and committed **team players** who **lead by example, walk the talk** and believe in **continuous improvement**
- We are **passionate** about what we do and what we create. We believe in challenging ourselves and **inspiring passion for excellence**
- We have **built a safety first culture** with a focus on contractor safety management
- We **celebrate wins** even the small ones

B DIVERSITY

- At Endurance, we don't just accept diversity (be it gender, race, ethnicity, region) – we **celebrate it**.
- We believe that this diversity is key to challenging ourselves and **fostering creativity**. It is through diversity of our employees that we are able to continue to innovate and grow together.
- Diversity is a **strategic priority** for Endurance

C PEOPLE DEVELOPMENT

- We empower our employees to become **capable leaders** and enable them to achieve their **true potential** by **capitalizing on their strengths** and challenging them to overcome their weaknesses via objective assessments, mentoring, consistent constructive feedback & detailed development plans
- We have **focused initiatives for our high potential employees** for them to continue excelling in larger roles.

Our Core Values

Service	Delivering a larger impact	Achieving ETL's goals by living the values
Internal cohesion	Integrity & Transparency	Honesty, accountability, work ethic, clarity, communication, openness, trust
Transformation	Innovation	Value creation, and continuous improvement
Building relationships & Ensuring high performance	Customer centricity & Teamwork	Result orientation, passion, going the extra mile, co-ownership, mutual respect, collaboration (internal & external), communication
Survival	Sustainable performance	Financial strength, organizational growth, quality assurance, EHS first, employee satisfaction & engagement, stakeholder value

Building A Safety First Culture

ENDURANCE

A MANAGEMENT OF CHANGE

- At Endurance, we prioritize human life and environment in our business decisions
- All material changes, design changes, layout changes, expansions, greenfield/ brown field projects require certification from our EHS team
- We measure impact of our decisions on EHS parameters, incorporate EHS in our decision making and align our actions accordingly

B DAILY SAFETY CHAMPIONS, VSL, & CONSEQUENCE MANAGEMENT

- Daily safety champions nominated across all locations are motivated to transparently share gaps, and recommend improvements
- As part of Visual Safety Leadership, senior mgmt. visit plants to evaluate safety practices, conduct mock drills, share learnings & horizontally deploy best practices
- We have built a EHS first culture ensuring zero tolerance for EHS violations

C CONTRACTOR SAFETY MANAGEMENT

- Driving contractor safety management is essential to build an a safety first culture
- We have classified contractors into different risk categories based on the nature of their work and set mandatory criteria for each group
- We develop their capabilities by providing trainings on best practices, EPRP, hazard identification & management, risk assessment, competency mapping for employees

Driving Sustainability

ENDURANCE

A DRIVING CARBON NEUTRALITY

- Endurance consistently strives towards achieving carbon neutrality in all our operations via effective utilization of natural resources
- By developing dense forests and driving plantation, we have created carbon sinks
- We are transitioning to renewable energy with wind energy and solar power plants across locations

B OPTIMISING ENERGY CONSUMPTION

- Based on the emission factor of different sources of energy, we are driving use of natural gas and LPG in the place of furnace oil and electricity
- Energy efficient furnaces and LED lights have been fitted & sensors have been installed in common spaces to avoid wasting energy
- We proactively arrest air leakages from compressors and optimize use of energy

C RECYCLING WATER & DRIVING ACTIONS TO SAVE WATER

- Sensor based overhead tanks, water guns instead of water hoses, and water saving push type taps are used to reduce water consumption
- We have switched from painting to powder coating in several plants, leading to water savings
- We reuse water from treated effluent for gardening, cooling towers, toilets
- We drive rain water harvesting and proactive arresting of leakages

Driving Sustainability

D

REDUCING HAZARDOUS WASTE GENERATION

- Sustainability is a key corporate objective for Endurance and reducing hazardous waste generation supports us to achieve this objective
- By switching from painting to powder coating in several plants, we have reduced hazardous waste generation
- We use oil skimmer in tanks to recover & reuse oil and we continue to drive actions to proactively arrest leakages of oils and coolants

E

CO-PROCESSING HAZARDOUS WASTE

- Hazardous waste generated from our manufacturing facilities is used as raw material for other industries
- The paint sludge from our operations is used as raw material in cement industries and our grinding dust is converted to iron oxide for paint industries

F

DRIVING ZERO WASTE TO LANDFILL

- In our endeavor to achieve zero waste to landfill, we have been driving several actions including using returnable packaging and composting waste
- We recycle metal waste wherever possible inside our plants
- We recycle non-hazardous waste with the help of authorized recyclers

Delivering Lasting Impact With Every Community We Transform, Every Individual We Empower And Every Child We Inspire

ENDURANCE

A EDUCATION

- Renovated 34 schools with libraries, computer labs, and toilets
- Distributed 178 bicycles to girls to safely commute to school
- Trained 75 teachers in life skills
- Inspired 3800+ children for 100% attendance
- Empowered 1150 individuals via "World on Wheels" computer training

B HEALTHCARE & SANITATION

- Organized health camps for 5236 villagers with 137 cataract surgeries
- Implemented cleanliness drives in 11 villages benefiting 4700 villagers
- Constructed 2023 toilets and trained 20,000 villagers in 30 villages
- Renovated 3 health centres benefiting 38,000 people in 51 villages
- 181 men de-addicted from Alcohol; conducted yoga camps for 600+

C ENVIRONMENT

- Deepened 40kms of natural canals, creating water capacity of 27 Cr. litres
- De-silted ponds in 9 villages benefiting 350+ farmer families
- Laid pipeline of 1.5km for drinking water provision to villagers
- Constructed 5000+ mangers saving 40% fodder
- Developed 11 dense forests (19.75 acres), Planted 40k+ plants (>99% survival)

D LIVELIHOODS

- Trained 1500+ individuals at ECOVE (collectively earn Rs.34Cr.+ annually)
- Empowered & supported 1857 + women to start their own businesses
- Supported 93 farmers in drip irrigation, 26 farmers in hydro-phonics & Trained 137 farmers
- Employed 47 women for cleanliness drives, sanitary napkin manufacturing,
- Trained & supported 23 farmers for livelihood in poultry industry & treated 3000+ animals

Awards and accreditations

ENDURANCE

The Company has been recognised by customers and industry forums with many awards and recognitions. Some of the key awards are:

1. Awarded as ‘Most Innovative, Disruptive and Transformational company’ at Moneycontrol Pro’s Indian Family Business Awards for 2021.
2. Award for New Product Development 2018-19 by Honda Motorcycles & Scooter India Pvt. Ltd. in March 2019
3. Grand Award for QCDDM performance in 2016-17 by Honda Motorcycles & Scooter India Pvt. Ltd. for excellence in Quality, Cost, Delivery, Development and Management.
4. Global TVP Award for the Alloy Wheel Plant at Chakan (Pune) by India Yamaha Motor Pvt. Ltd. for developing Theoretical Value of Production.
5. National Energy Conservation Award by the Bureau of Energy Efficiency.
6. Gold Award to the plant at K228/229, Waluj by International Convention on Quality Control Circle, at Japan in Sep-19. Par Excellence Award to the plant in TPM category by National Convention on Quality Concepts in 2020.
7. Gold medal in the “National Awards For Manufacturing Competitiveness” for the FY 2017-18, by the International Institute for Research & Manufacturing (IRIM), Mumbai to the plant at E-92 & 93, Waluj.
8. Gold category Award in the India Manufacturing Excellence Awards 2019 by ‘Frost & Sullivan’ at E-92 & 93, Waluj.
9. Silver Certificate of Merit to the plant at K-120, Waluj by the Executive Committee of ‘Frost & Sullivan’ in the FICCI India Manufacturing Excellence Awards 2017, for enhancing Manufacturing and Supply Chain Excellence.
10. Bronze Award under Excellence in Manufacturing ‘Very Large Category’ for the year 2016-17 by Automotive Component Manufacturers Association of India (ACMA) to the plant at E-92 & 93, Waluj.
11. Supplier Quality Excellence Award 2019 to Endurance SpA from General Motors.

Update : Maxwell Acquisition: 20th May 2022

ENDURANCE

- Maxwell is an advanced embedded electronics company with battery management system (BMS) as its flagship product.
- Deep technical expertise and experience of deploying 65000 units of BMS over 5-6 years.
- Such skills to be complemented by Endurance's strength in customer connect, supply chain and operations.
- 70 customers in 15 countries.
- Order book of Rs.1.5 bn to be executed in 2-3 years.
- Order from one of India's largest 2W-3W OEMs.
- Robust sales and profit growth plan, including launch of new products.
- Revenue Rs.35 mn, Rs.66 mn, Rs.91 mn, Rs.195 mn in FY 19, FY20, FY21 and FY22(unaudited) respectively. Expected revenue for FY 23 is Rs.400 mn.
- Certifications including ISO 26262, MSIL D, ASIL C, CE.
- BMS algorithm with over 260 configurable parameters. Faster go-to-market.
- BMS application in 2W/3W/stationary storage. Initial foray into 4W BMS.
- Fits well with ETL strategy on embedded electronics R&D and product development. Maxwell has commenced R&D on telematics.
- Plan to strengthen technical resources. Head count expected to increase from sub-100 to 250.
- Acquisition involves upfront payment of Rs.1.35 bn for 51% stake. Includes primarily component to cater to initial cash needs in Maxwell. Transaction expected to be consummated in June 2022.
- Remaining 49% payable over 5 years with variable payout maximum Rs.1.73bn.

Certain Updates on Customer Orders: 20th May 2022

ENDURANCE

INDIA:

- Rs. 7.45 bn of new non-Bajaj orders won in India in FY22 in traditional auto space mainly from HMSI, TVS, HMCL, Mahindra and RE, and from EV/ non-auto customers.
- Rs. 6.4 bn of new orders won in India in FY21 from OEMs such as HMSI, RE, Hero, Yamaha, TVS, Hyundai, Kia.
- Efforts to target new customers paying off.
  - Orders from Mahindra Auto and Tractors for casting and Mahindra Electric for 3W brakes. Special focus on adding Mahindra to our list of OEMs with sizeable business.
  - Over Rs. 1 bn orders from non-auto clients - a multi-national telecom infrastructure player and a multinational generator manufacturer. Further non-auto business under discussion.
  - Focus on casting exports. Also, brakes exports business under discussion with globally renowned off-road vehicle manufacturer.
  - EV customers include Bajaj, Mahindra, Tata (Indirect business), Ather and Polarity. Started supply of brakes, suspensions, castings for 2W/3W EV's. Aggregate Order value Rs. 1.6 bn.
  - Order for Hero Electric wheel rim. Expected revenue of Rs. 0.3 bn in FY24 and going upto Rs. 1.4 bn in FY27.
  - Actively in discussion with various EV manufacturers (traditional and new OEMs).
  - Cumulative orders of more than Rs. 3 bn from TVS.
  - Cumulative orders of more than Rs. 2 bn from Hyundai/Kia.
- Rs. 20 bn of RFQs under discussion with various OEMs.
- For Inverted Front Forks, we began with Bajaj and KTM models. Now, we also have orders from HMSI.
- ABS supplies (single channel) for Bajaj and RE have begun.

EUROPE:

- In FY22, orders worth Euro 71.4 mn won from Porsche ,Daimler, CNH, BMW and Stellantis.
- This includes Euro 40 mn recent orders from Stellantis for hybrid cars. This adds to our previously won orders for EV/Hybrid vehicles resulting to a total portfolio of Euro 55 mn for Battery Electric vehicles of Audi,Porsche,CNH and Euro 95 mn for hybrid models of VW, Daimler, BMW, Stellantis and Maserati. Peak volume to be reached in FY27.
- Euro 19.3 mn of new orders were won in FY21 from OEMs such as Audi, Daimler, VW, FCA and Maserati.

Certain Other Updates- India : 20th May 2022

- Disc brake assembly capacity to increase from last year's level of 285000 numbers p.m. to 570000 numbers p.m. through project executed in Pantnagar and larger project in the form of second brakes plant in Aurangabad commissioned in December 2021. Expect to reach 470000 number p.m. from October 2022.
- Similarly, brake disc capacity to increase from 375000 to 675000 numbers p.m.
- These capacities could make Endurance the largest disc brake supplier to Indian 2W industry.
- 85% of 2W ABS market controlled by one multi-national. Market size is 3.5 million assemblies. Deliveries begun to first customer in September 2021 and to second customer in February 2022 .Production is expected to reach installed capacity of 400000 units p.a. by September 2022.
- We will be the only supplier in India that manufactures the entire assembly with ABS unit.
- LPDC cylinder head plant with 720000 numbers capacity started in Pantnagar from September 2021.
- Chakan alloy wheel capacity to increase from 240000 to 320000 numbers p.m. from June/July 2022.
- Backward Integration : Wire braided hoses plant began operations in June 2021. Supplies from new forging plant started from April 2022;
- Adler/Grimeca IP to facilitate larger play for Endurance in 200cc + motorcycles: Start of production of brakes from end 2021, and clutches from Q4 of FY23.
- Capex in FY22 was Rs. 3.5 bn in India.
- PSI 2013 scheme – Rs. 2.65 bn income has been recorded and Rs. 1.47 bn has been collected in the last 4 years, out of Rs. 4.46 bn of eligibility. We booked Rs. 0.6 bn of such incentives in FY22. Government of Maharashtra continues to encourage investment in backward regions like Waluj.
- After-market exports are currently to 30 countries, 4 more countries will be added in this year.
- New project underway in Aurangabad for production of driveshaft. The plant will also have a dedicated R&D facility. Production to begin at planned scale in July 2022.
- CVT business expected to start in Q4 of FY23.

Certain Other Updates- Europe : 20th May 2022

ENDURANCE

- Registration of new passenger cars in EU for FY22 drop by 6.3% compared to FY21 and 22.9% compared to FY20.
- Production of new passenger cars in EU for the calendar year 2021 drop 7.1% compared to 2020 which was already down 23.3% compared to 2019.
- Higher energy prices:
    - Gas prices up from 19 €/MwH in Q4FY21 to 99 €/MwH in Q4FY22 (+430%).
    - Electricity prices up from 59 €/MwH in FY21 to 248 €/MwH in Q4FY22 (+320%).
    - Endurance Europe net results were hit by extra-costs for more than 6.0 €/mn (net of recoveries for grants etc).
    - Endurance Europe EBITDA margin without energy and aluminium cost increases would have been in line with previous year.
    - Support received from customers against higher energy costs has not been encouraging, so far. Negotiations are on with customers for the same.
    - Started investment in solar panels for clean electricity generation at lower cost, starting November '22.
- Total Capex in Endurance Europe in FY22 was Euro 21 mn.

Update : Frenotecnica Acquisition: 10th June 2022

ENDURANCE

- Endurance Overseas acquired 100% stake in Frenotecnica Srl, for a consideration of Euro ~ 5 million.
- Frenotecnica is based in Rovereto, Italy
- It is engaged in the business of designing and manufacturing of friction materials and components for braking systems for two-wheelers.
- The primary business activity comprises sale of brake pads under its registered trademark "Brenta" and on orders from third parties.
- In the year ended 31st December 2021, the company achieved a turnover of Euro ~ 3.5 million with healthy EBIDTA margins.
- Endurance Group will benefit from a stronger presence in the after-market and replacement business, as the business comes with a renowned brand.
- This acquisition also gives access to know-how for production technologies of friction materials, particularly for brake applications.

Thank You