Sahasra

SAHASRA ELECTRONIC SOLUTIONS LIMITED

Corporate Presentation

Private & Confidential

SAHASRA – AT A GLANCE

Railways

Aerospace

Marine

Automobile

Healthcare

IT Hardware

Presence in india & abroad, providing solutions towards electronics system design and manufacturing (“ESDM”) services through its ISO9001 & EN9100:2018 manufacturing plant located in NSEZ, Noida, Uttar Pradesh.

80%+ Exports Revenue (FY24)

Total capacity **1800000** Units

87% PCBA Revenue (FY24)

4 High Speed SMT Lines

160 Employees

BUSINESS SYNOPSIS

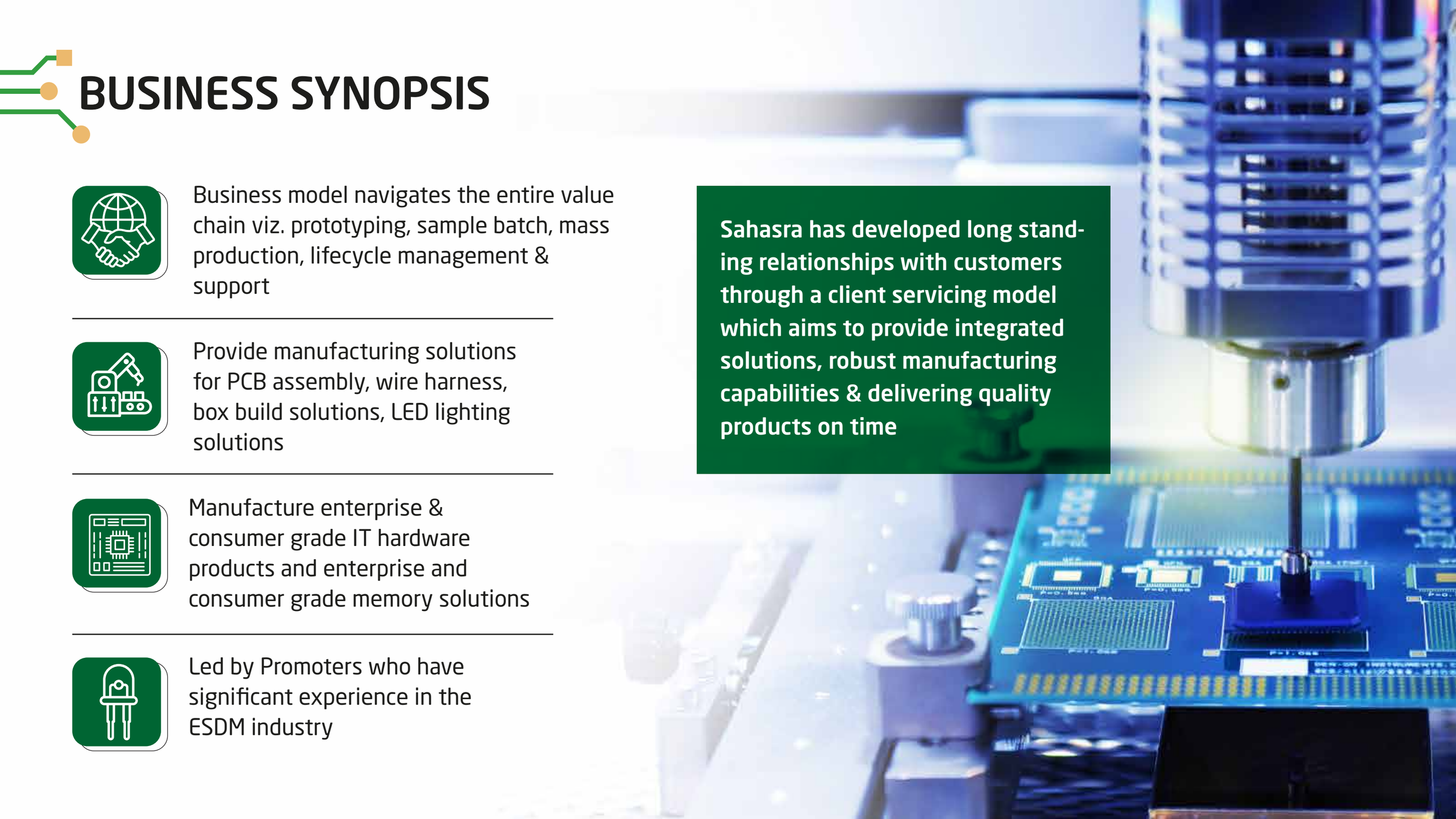
Business model navigates the entire value chain viz. prototyping, sample batch, mass production, lifecycle management & support

Provide manufacturing solutions for PCB assembly, wire harness, box build solutions, LED lighting solutions

Manufacture enterprise & consumer grade IT hardware products and enterprise and consumer grade memory solutions

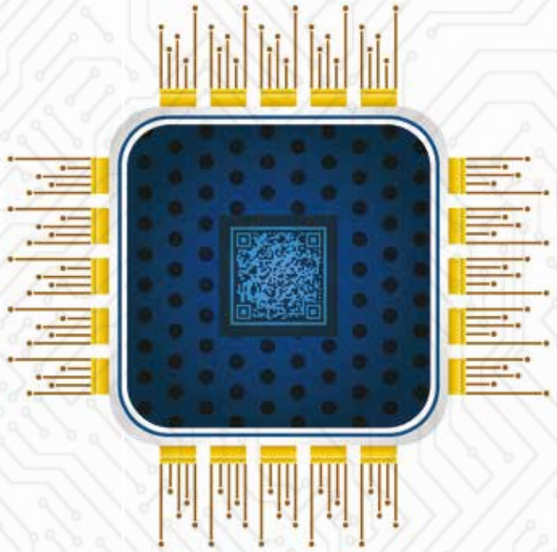
Led by Promoters who have significant experience in the ESDM industry

Sahasra has developed long standing relationships with customers through a client servicing model which aims to provide integrated solutions, robust manufacturing capabilities & delivering quality products on time



MANUFACTURING INFRASTRUCTRE TO BUILD HITECH PRODUCTS & SOLUTIONS ADDRESSING CONSUMER, INDUSTRIAL, EMERGING TECHNOLOGIES

- In-house R&D team for electronics hardware designing, system architecture, mechanical design, and component engineering to assist customers in cost reduction through product engineering.
- Manufacturing facility in SEZ Zone at 68AA, NSEZ, Noida, Uttar Pradesh
- Facility has four SMT lines equipped with SPI's & AOI's, lead free wave soldering machine, PCBA router, high speed compact modular mounter, reflow oven and batch cleaning machines.



- Quality inspection machines such as high speed camera inspection, PWB Visual inspection and X-Ray inspection machines to ensure the high standards of product quality.
- Equipped with Manufacturing Execution System (MES) to reduce manual intervention & enhance workflows
- Staff includes 35 enginee

Capacity and Capacity Utilization

Product Details	March 31, 2024			March 31, 2023			March 31, 2022		
	Installed Capacity (in UOM)	Actual Production (in No.)	%	Installed Capacity (in UOM)	Actual Production (in No.)	%	Installed Capacity (in UOM)	Actual Production (in No.)	%
Printed circuit board assemblies ("PCBA") including LED Lighting Solutions, SSD, USB Flash Storage Device, Computer and IT accessories	18,00,000	9,90,048	55.00	18,00,000	7,57,056	42.06	11,04,000	3,33,396	30.20

As per the certificate dated May 02, 2024 received from Kakode Associates Consulting Private Limited, Chartered Engineer.

ASSEMBLY LINE

MAJOR PLANT & MACHINERY INSTALLED

PCB Loader and Unloader

Paste Printer

Linking Conveyer

Pick & Place Machines Reflow machines

Automatic Optical

Inspection Machine

3D X-Ray Inspection with CT

FAI Machine

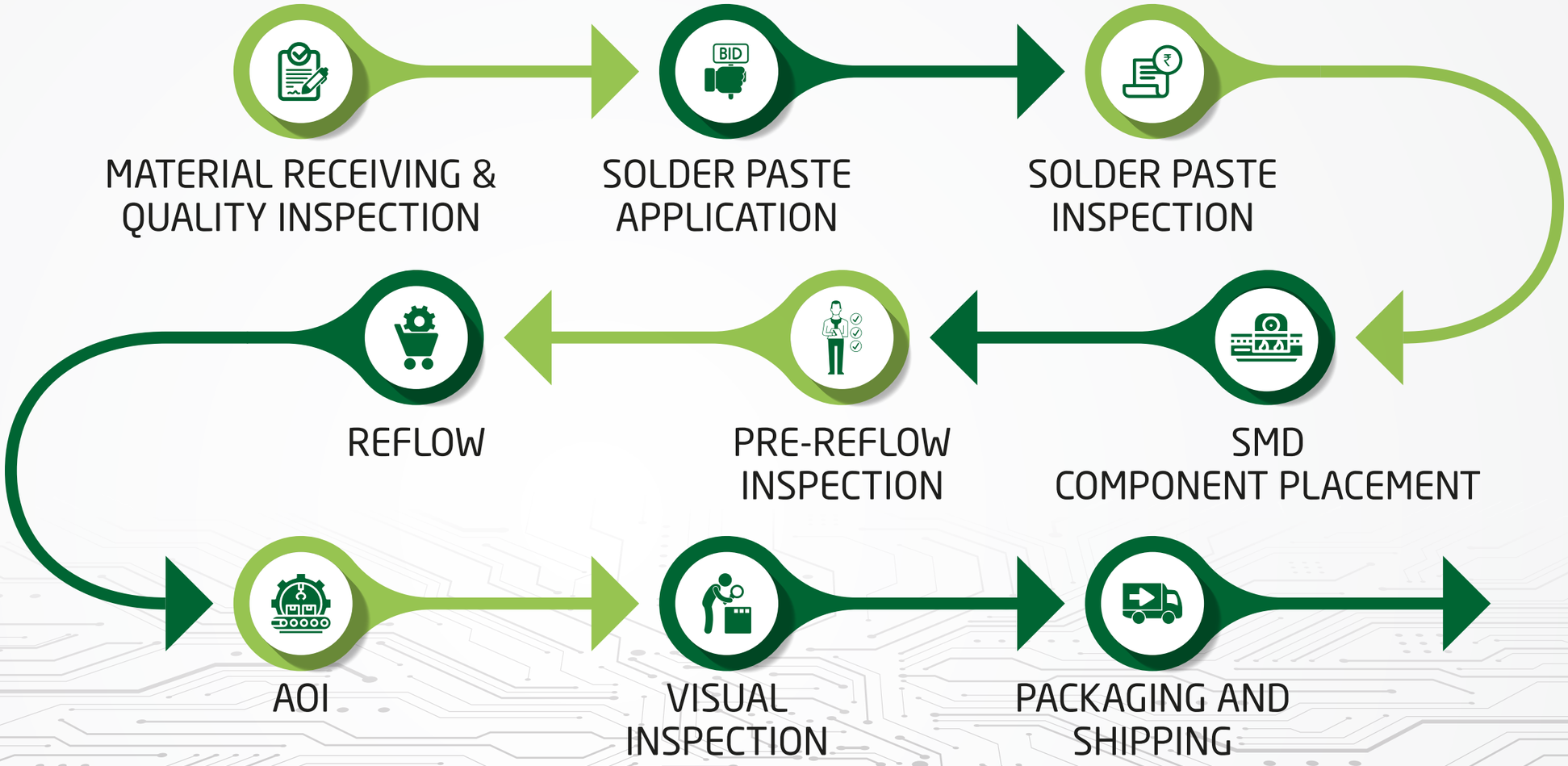
Wave Soldering Machine

ICT with Boundary Scanning

DEDICATED TO DELIVER HIGH QUALITY PRODUCTS

- Accredited with EN 9100:2018 (equivalent to AS 9100D and JISQ 9100:2016) for Quality Management System for manufacturing of PCB assemblies
- ERP platform to adhere to quality standards as prescribed & desired by customers
- ISO 9001:2015 certified Quality Management System.
- Strong emphasis on product and process quality control through strict quality management system
- In-house design capabilities for efficiency and stringent quality control

MANUFACTURING PROCESS FLOW



DIVERSIFIED REVENUE VERTICALS

Printed circuit board assemblies (“PCBA”)

used in products manufactured in the automotive, medical, industrial, IT and consumer products industries. Includes box-build products such as laptop and tablet

LED Lighting solutions

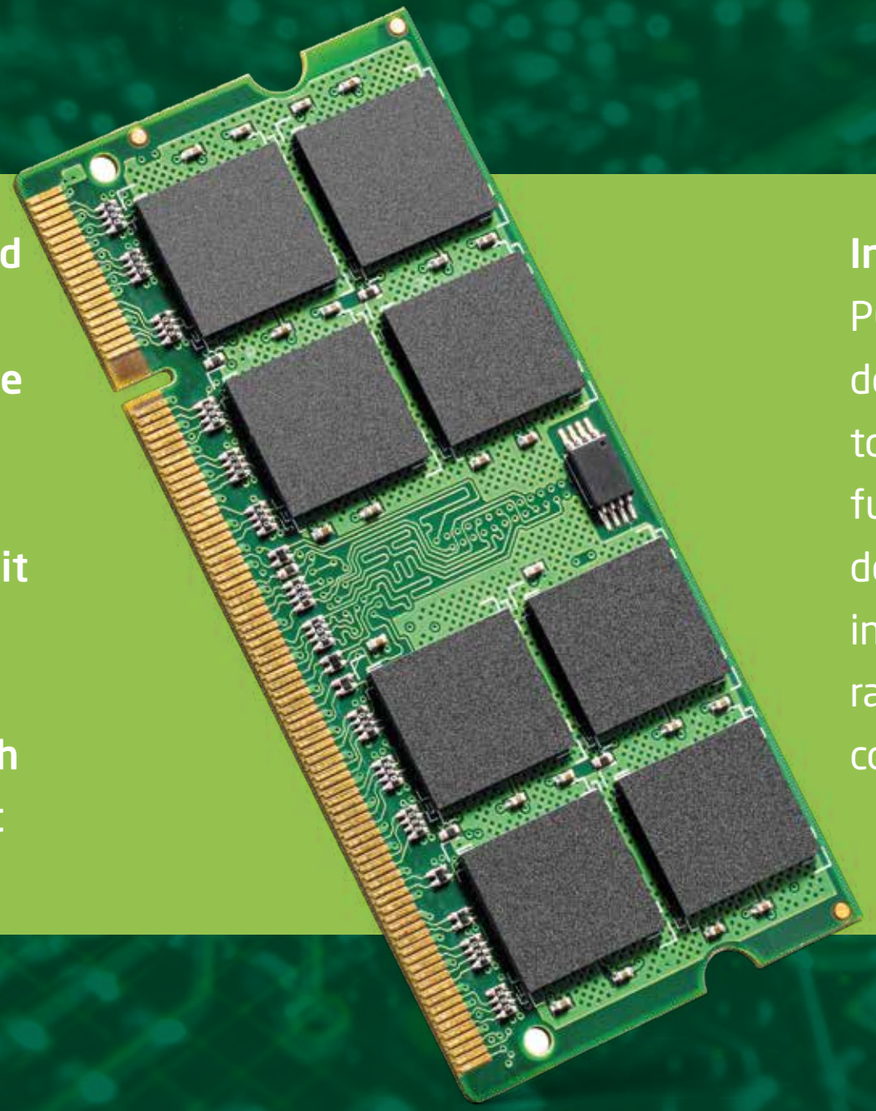
which include LED Chip – the source of the lighting, power supply or the driver, printed circuit board for LED’s, housing or the frame

Computer and IT accessories

which include motherboards, DRAM modules, solid state drives (SSD), USB drives, other memory products and IT accessories.

PCBA (PRINTED CIRCUIT BOARD ASSEMBLY)

PCB assembly, also called printed circuit board assembly, PCBA, or electronic assembly, refers to the process of soldering and assembling electronic components onto a printed circuit board (PCB) to produce a functional electronics subassembly. It may involve both through-hole and surface mount components



Industry applications: The PCBAs are used in the electronic devices/systems which require to undertake different functionalities. These electronics devices are used in various industries like aerospace, railway, automobile, healthcare, computer hardware etc.

LED LIGHTING SOLUTIONS

Encompass a wide range of products and applications, from residential to commercial and industrial applications.

Industry applications:
Residential lighting solutions, industrial lighting like warehouse lighting, manufacturing lighting, street lighting and commercial lighting like office, outdoor etc.

COMPUTER AND IT ACCESSORIES

Manufacture various IT products, including Laptop, Tablet, Motherboards, DRAM modules, SSD and USB drives

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Products undergo extensive testing, which include stress tests, burning test and reliability/compatibility tests.

Industry applications: These products are used as key components of computers, laptops, video games and data storage devices

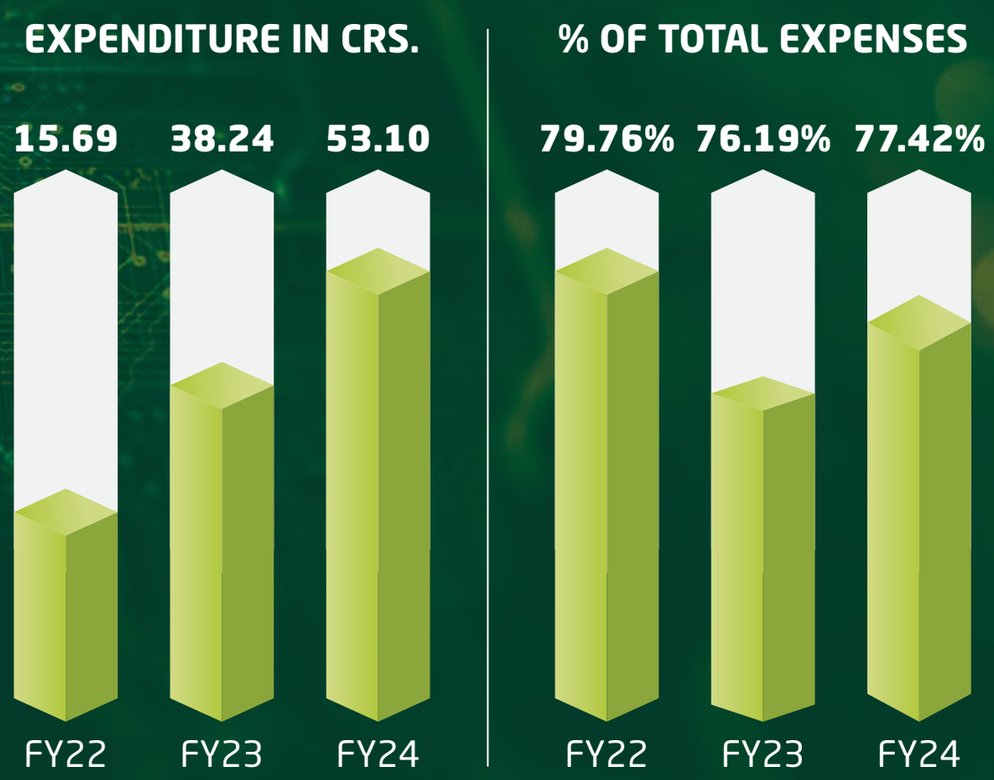
RAW MATERIAL & SOURCING

Procured from overseas manufacturers from countries like: United States, China, Taiwan etc. or their authorized distributors

Procurement from original manufacturers, authorized distributors & online catalog houses following customer defined vendors or as per in-house Approved Vendor List (AVL)

Strict quality control procedures, including third party testing, are carried out to ensure compliance with quality specifications

COST OF MATERIAL ANALYSIS



STRONG CUSTOMER BASE ACROSS VARIED INDUSTRIES

(Rs. in Lakhs)

Particular	March 31, 2024		March 31, 2023		March 31, 2022	
	Amt.	%	Amt.	%	Amt.	%
Domestic	1671.63	16.43	106.14	1.54	131.82	6.07
Export	8503.97	83.57	6803.39	98.46	2038.30	93.93
Total	**10175.6**	**100.00**	**6909.53**	**100.00**	**2170.12**	**100.00**

Development and engineering teams work closely with customers to design products tailored to meet specific customer requirements

WIDESPREAD GEOGRAPHICAL PRESENCE

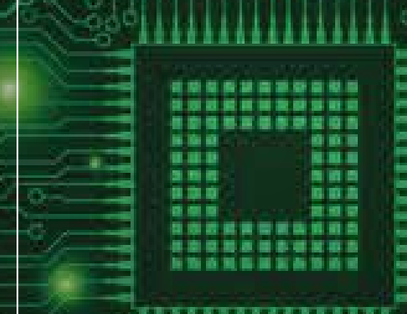
(Rs. in Lakhs)

Countries served	March 31, 2024		March 31, 2023		March 31, 2022	
	Amt.	%	Amt.	%	Amt.	%
USA	8011.05	78.73	6459.72	93.49	1612.18	74.29
African Countries	364.26	3.58	97.17	1.41	417.79	19.25
United Kingdom	30.14	0.30	24.61	0.36	1.10	0.05
European countries	55.55	0.55	25.55	0.37	0.17	0.01
Canada	39.44	0.39	179.76	2.60	-	-
India	1671.63	16.43	106.14	1.54	131.82	6.07
China	1.73	0.02	-	-	-	-
Gulf Countries	1.80	0.02	0.41	0.01	0.29	0.01
Hongkong	-	-	16.17	0.23	6.77	0.31
Total	**10,175.60**	**100.00**	**6,909.53**	**100.00**	**2,170.12**	**100.00**

EXPANSION THROUGH INORGANIC GROWTH OPPORTUNITIES

STRATEGY

- Enhance scale and market position
- Strengthen product offerings and customer base
- Extend reach to new geographic markets within India
- Enable access to new clients and enter high-growth geographies
- Add new products to capture additional revenue opportunities from existing customer base



INITIATIVES TAKEN

- In FY2024-25 acquired controlling stake in subsidiary Sahasra Semiconductor Private Limited, which is engaged in the business of manufacturing of semiconductor devices, eMMC, mSD, COBs, COB based USBs, LED drivers IC, BGA, NAND flash & memory products.
- Selling of LED lighting solutions to Sahasra Electronics Rwanda Private Limited, which further sells these LED lighting solutions to countries like Rwanda etc.
- On June 15, 2023 entered into an three year agreement with a company engaged into the business of designing and marketing of laptops, tablets, and other IT Hardware.

COMPETITIVE STRENGTHS

Dedicated solutions for ESDM services

Focus on continually expanding technological expertise, integrating services and enhance capability to serve multiple industry verticals.

Established relationships with customers across various countries

Varied application-based products have helped build a wide customer base across many end-use industries

Established manufacturing capabilities

- Competitive approach & engineering capabilities have enabled to meet the stringent customer requirements

Quality Assurance

- Have quality control checks before any consignment of material or components are accepted
- Conduct various tests to ensure end products adhere to our quality policies.

Experienced Promoters, management and operating team

- Promoters have wide experience in the field of EMS
- Critical in achieving business results and respond to evolving customer needs and market conditions

BUSINESS STRATEGIES

DIVERSIFICATION OF PRODUCT RANGE

- Into products with prospects for increased growth and profitability by leveraging R&D capabilities
- Continue to increase offerings in current business segments & diversify into new products having attractive growth prospects

PURSUE INORGANIC GROWTH THROUGH ACQUISITIONS

- Continue strategic expansion plans through inorganic growth opportunities

INCREASE GEOGRAPHICAL REACH AND EXPAND CUSTOMER BASE

- Continually seek to enhance addressable market.
- Expand global reach through increased customer acceptance of products in international markets

INVEST IN EXPANDING OUR TECHNOLOGICAL CAPABILITIES AND MANUFACTURING CAPACITIES

- Continue to focus on optimizing and automating manufacturing processes to improve returns & be a cost efficient player
- Utilize Rs. 60.28 Crs. towards expansion of manufacturing capabilities

INDUSTRY INSIGHT

The electronics industry is one of the largest and fastest growing industries in the world.

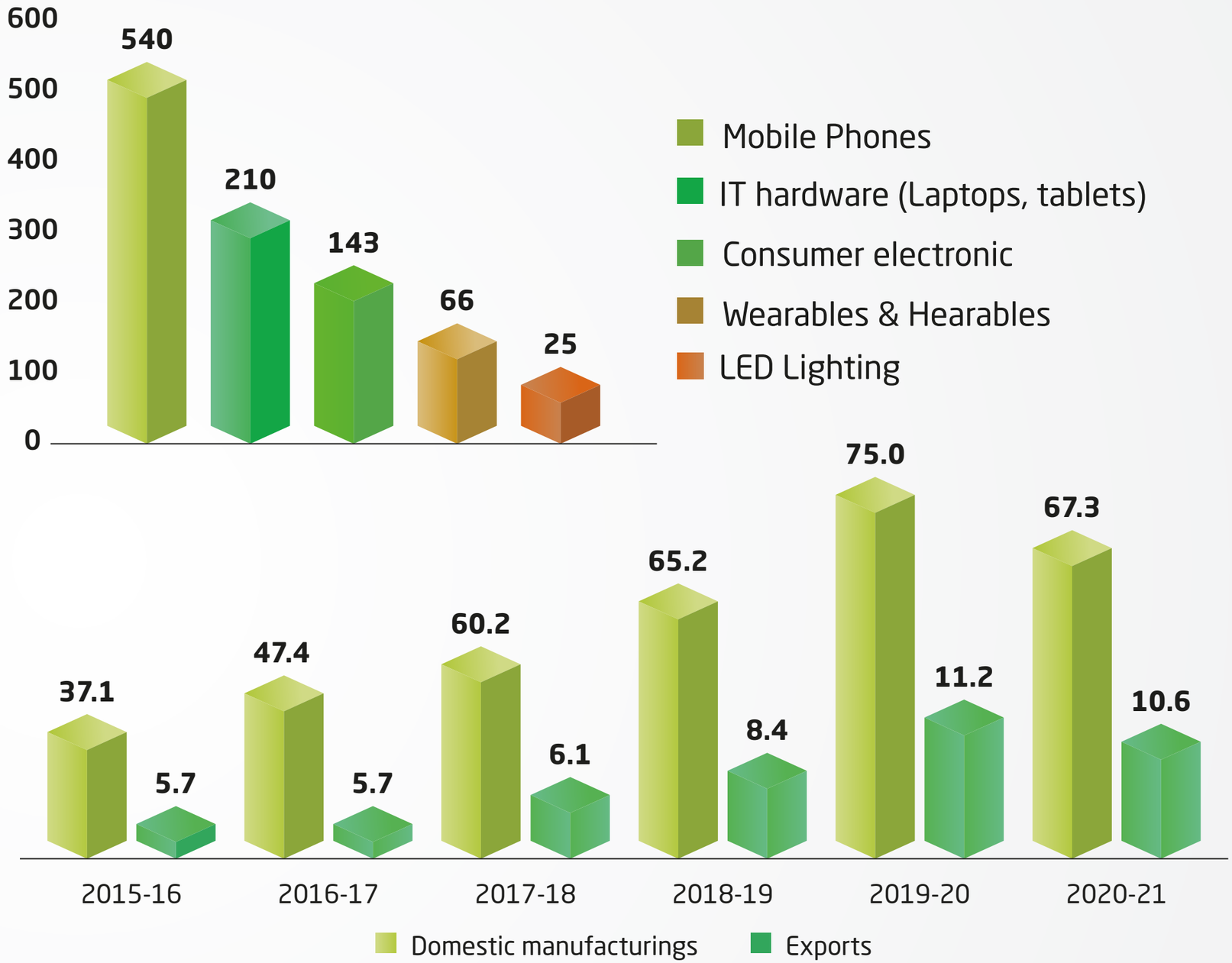
The global electronics industry is estimated at US$ 2.9 trillion in 2020.

The global value of electronics industry is almost equal to the economy size of India, which currently stands at US$ 2.9 trillion

India is committed to reach US$ 300 billion worth of electronics manufacturing and exports of US$ 120 billion by 2025-26.

India's domestic electronics market iestimated at US$ 150-180 billion over 4-5 years.

AI is expected to add US$ 967 billion to Indian economy by 2035 and US$ 450-500 billion to India's GDP by 2025, accounting for 10% of the Country's US$ 5 trillion GDP target.



INDIA'S PATHWAY TO US$1 TN DIGITAL ECONOMY ENVISAGED BY MEITY

Make in India for the world

Become a significant player in the global value chain.

Make India the No. 1 electronics manufacturer and exporter.

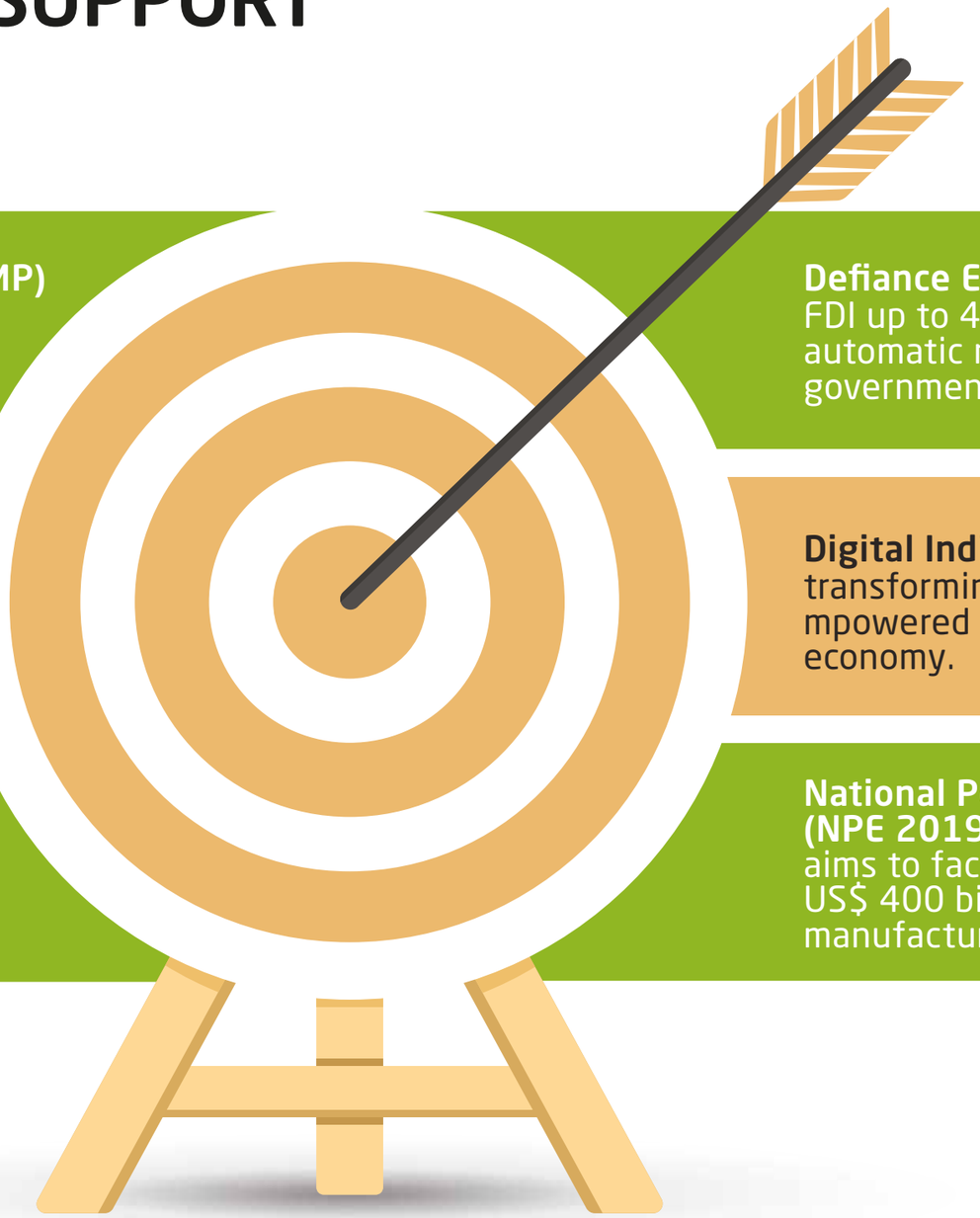
Build ecosystem comprising of primarily mobile phones, IT hardware, and consumer electronics

GOVERNMENT POLICY SUPPORT

Phased Manufacturing Programme (PMP)
to promote indigenous manufacturing of Electric Vehicles, its assemblies / subassemblies

Production-linked incentive (PLI) schemes
provide opportunities to establish manufacturing plants in India.

100% FDI
allowed under the automatic route.



Defiance Electronics items
FDI up to 49% allowed under automatic route and beyond 49%, government approval required.

Digital India Program
transforming India into a digitally mpowered society and knowledge economy.

National Policy on Electronics (NPE 2019
aims to facilitate a turnover of US$ 400 billion in domestic manufacturing by 2025

LEADERSHIP

AMRIT LAL MANWANI

Promoter & Managing Director

Bachelor of Technology in Electrical Engineering and Master of Business Administration

Experience:- More than 50 years

VARUN MANWANI

Promoter and Non-executive Director

Economics graduate

Experience:- 24 years

ARUNIMA MANWANI

Promoter and Whole Time Director

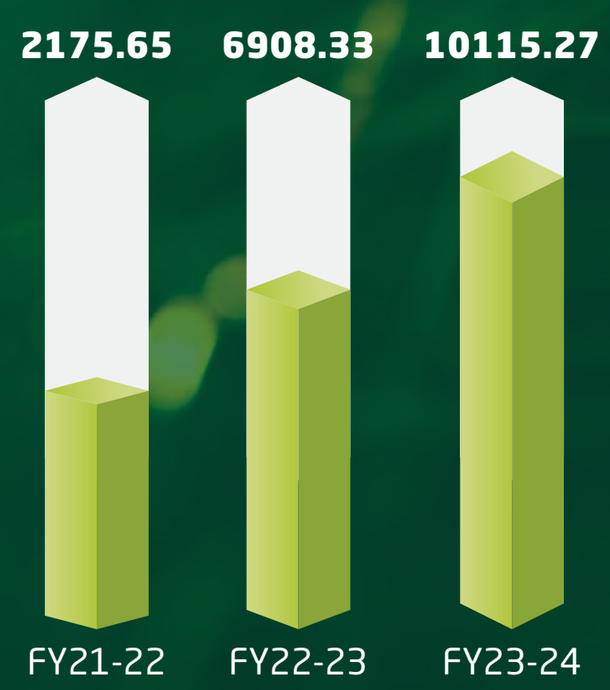
Commerce graduate

Experience:- 10 years

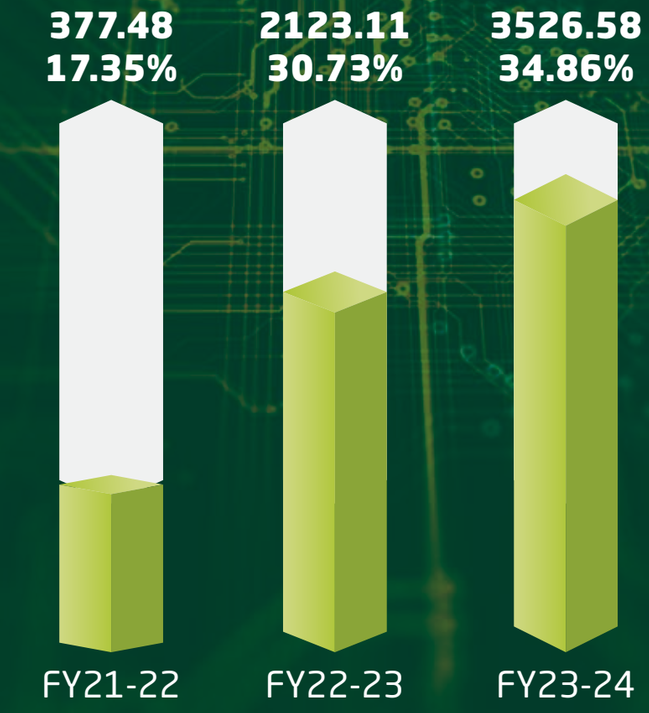
Experienced management team has enabled strategic and timely business decisions to capture market opportunities, formulate & execute business strategies to manage client expectations

FINANCIAL HIGHLIGHTS

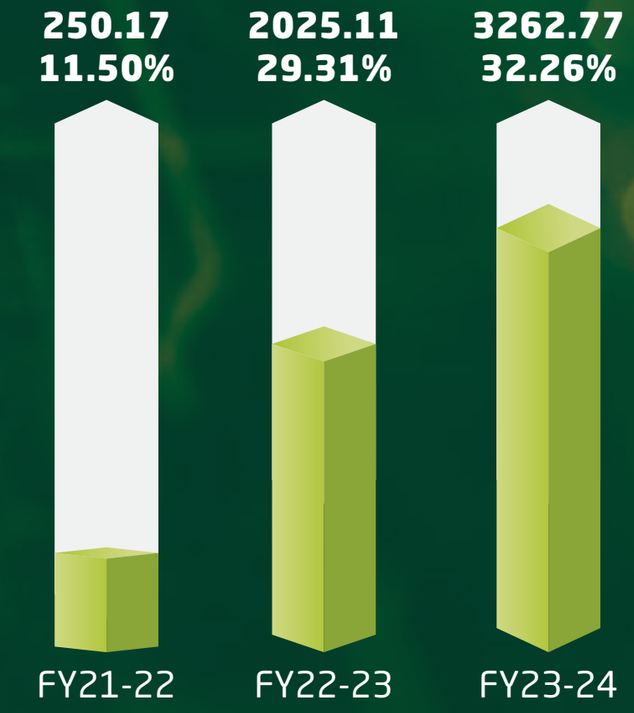
REVENUE FROM OPERATIONS



EBITDA & EBITDA MARGIN (%)



PAT & PAT MARGIN (%)



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DISCLAIMER

Certain statements in this document may be forward-looking statements. Such forward looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments and may other factors that colud cause our actual results to differ materially from those contemplated by the relevant forward-looking statements.