REMSONS INDUSTRIES LIMITED

LET'S MAKE GREAT

7th November, 2026

To,
The Manager
Department of Corporate Services
**BSE Limited**
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001
**Scrip Code: 530919**

To,
The Manager – Listing
**National Stock Exchange of India Limited**
Exchange Plaza, 5th Floor, 'G' Block,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051
**Symbol: REMSONSIND**

Dear Sir / Ma'am,

**Sub.: Investor Presentation**

Pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith Investor Presentation titled "Remsons Industries Limited Investor Presentation Q2 / FY26-27".

The presentation is also being uploaded on the website of the Company i.e. www.remsons.com.

Kindly take the same on your record.

Thanking You,

Yours faithfully,

For **REMSONS INDUSTRIES LIMITED**

Rohit Hasmukhbhai Darji

Digitally signed by Rohit Hasmukhbhai Darji
Date: 2026.11.07 13:08:32 +05'30'

**ROHIT DARJI**
**COMPANY SECRETARY & COMPLIANCE OFFICER**

**Encl.: A/a**

REMSONS
INDUSTRIES
LIMITED

EARNINGS

# *Q2FY27 & H1FY27 Results.*

*Six decades. One mission.*

*Engineering the future of mobility.*



REMSONS

INDUSTRIES LIMITED

# Earnings Presentation
# Q2FY27 & H1FY27



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01 **Business Overview & Financials**

*Five decades of excellence, key highlights and financial performance*

02 **Product Portfolio & Strategy**

*Segments, products, partnerships and the strategic roadmap to FY29*

03 **Annexure**

*Management profile, certifications and recognitions*

DISCLAIMER

# Safe Harbor Statement

This presentation and the accompanying slides **(the "Presentation")**, which have been prepared by Remsons Industries Ltd (the "Company") are for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.
No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

Certain statements in this Presentation concerning our future growth prospects are forward-looking statements that involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price contracts.

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SAFE HARBOR · Forward-looking statements are subject to risks and uncertainties.



**Remembering the visionary behind Remsons 2.0**

***MR RAHUL KEJRIWAL***

SECTION · 01

# *The Remsons Story.*

*From a cable workshop in 1959 to a global mobility partner.*

**60+**
YEARS

**20+**
COUNTRIES

**8**
PLANTS

Business Overview & Financials



AT A GLANCE

# Five Decades of Excellence

**EV READY**

**EV**

*All-new products · EV & fuel agnostic*

**GLOBAL EXPORTS**

**20+**

*Countries served worldwide*

**HERITAGE**

**60+ Yrs**

*Of experience in the automotive sector*

**DISTRIBUTION**

**250+**

*Dealers across India*

**DIVERSIFICATION**

**4**

*Sensors · Lighting · Defense · Rail*

**MANUFACTURING**

**4 Lakh**

*Sq. ft. built-up facility*

**PRODUCTION**

**600 M**

*Parts fitted across segments*

**WORKPLACE**

**Top 25**

*India's Best Workplaces (Mfg)*

**INNOVATION**

**Top 25**

*India's Best Culture of Innovation*

**OEM PARTNERSHIPS**

**20+**

*Tier-1 OEMs served globally*

## *MOBILITY*

**MECHANICAL**

Gear Shifters & Cables · Winches · Engineering Components

**ELECTRONICS**

Sensors · Actuators

**LIGHTING**

Head & Tail Lamps · Day Light · Interior Lighting

**LOCOMOTIVE * DEFENSE**

Various Engineering sub-Assemblies to both the sectors.

RESULT SUMMARY

# Key Highlights of H1FY27

***Preferred supplier of high-precision components to two, three and four-wheeler vehicles, commercial vehicles and off-highway vehicles.***

| REVENUE | NET DEBT / EQUITY | EBITDA | EBITDA MARGIN | NET PAT | NET PAT MARGIN |
|---|---|---|---|---|---|
| **Rs 2,552 Mn** | **0.44 x** | **Rs 227 Mn** | **9%** | **Rs 76Mn** | **3%** |
| *H1FY27* | *as at Mar 2026* | *H1FY27* | *H1FY27* | *H1FY27* | *H1FY27* |

## Key Business Highlights

- Appointed Mr. Rahul Desai as the new CEO, effective 3rd August, 2026 and Mrs. Shivani Kejriwal as Whole Time Director of the Company w.e.f 16th October, 2026
- The Board of Directors have approved exit of Remsons from joint venture agreement in Aircom Remsons Automotive Private Limited.
- Remsons Industries Ltd. secured an order from a leading global commercial vehicle OEM for the supply of Hood Rods, with an order value of ₹300 mn to be executed over six years.
- Remsons Industries Ltd. secured a landmark ₹3,000mn, 7-year order from Stellantis N.V. for the supply of control cables.
- BEE Lighting Ltd secured a significant ₹120mn order from a Global Multinational OEM for the design and development of exterior vehicle lighting.
- Remsons Automotive Ltd. (UK), was nominated by a global commercial vehicle OEM for a 10-year pedal box programme, with production scheduled to commence in Q4 CY2028. The programme carries an estimated lifetime value of ~₹1600 mn.

# Management Commentary



**Krishna Kejriwal**

*Chairman & Managing Director*

*Remsons Industries Ltd.*

*"For H1FY27 our Revenue grew 19% yoy to ₹2,552 million. EBITDA stood at ₹227 million, with margins at 9%, while Net PAT came in at ₹76 million. The half year reflects continued momentum in our core business and sustained demand across our product portfolio.*

*Remsons has been built over many years through ambition, passion, commitment and trust. I would like to take a moment to acknowledge the extraordinary contributions of our former Whole Time Director Mr. Rahul Kejriwal. His leadership was phenomenal and instrumental in shaping Remsons 2.0 from control cable supplier to global mobility supplier. While his passing is a profound loss, his vision and values continue to guide us. Myself and the entire team at Remsons are committed to carrying his legacy forward, with the same belief that our best years are yet to come.*

*We remain firmly on track to achieve our FY30 revenue aspiration of ₹900–1,000 crore. With a new leadership under Mrs Shivani Kejriwal and Mr. Rahul Desai we continue to remain focused on healthy growth trajectory, expanding product portfolio and continued focus on operational execution. Our strategic priorities remain unchanged — deepening our core business, moving further up the value chain and expanding our product portfolio.*

*We remain committed to building a resilient and scalable business while delivering sustainable value for our shareholders. We are confident about the year ahead and remain focused on executing our growth strategy with discipline and consistency."*

TRANSFORMATION

# From Cable Manufacturer to Mobility Solutions Partner

## SNAPSHOT · 2019

EBITDA MARGIN

**6%**

PRODUCT PORTFOLIO

Mechanical only

MANUFACTURING PLANTS

4 in India · Gurugram, Pune, Shirwal, Pardi

STRATEGIC ALLIANCES

None

SECTOR FOCUS

Largely 2-Wheeler

## OUR JOURNEY



- Product diversification
- Geographical expansion
- Strategic partnerships
- New capabilities
- Multi-sector penetration

*From cables to a mobility platform.*

## SNAPSHOT · 2026

EBITDA MARGIN

**11%**

PRODUCT PORTFOLIO

Mechanical · Sensors · Lighting · Locomotive · Defense

MANUFACTURING PLANTS

8 — across India and the UK

STRATEGIC ALLIANCES

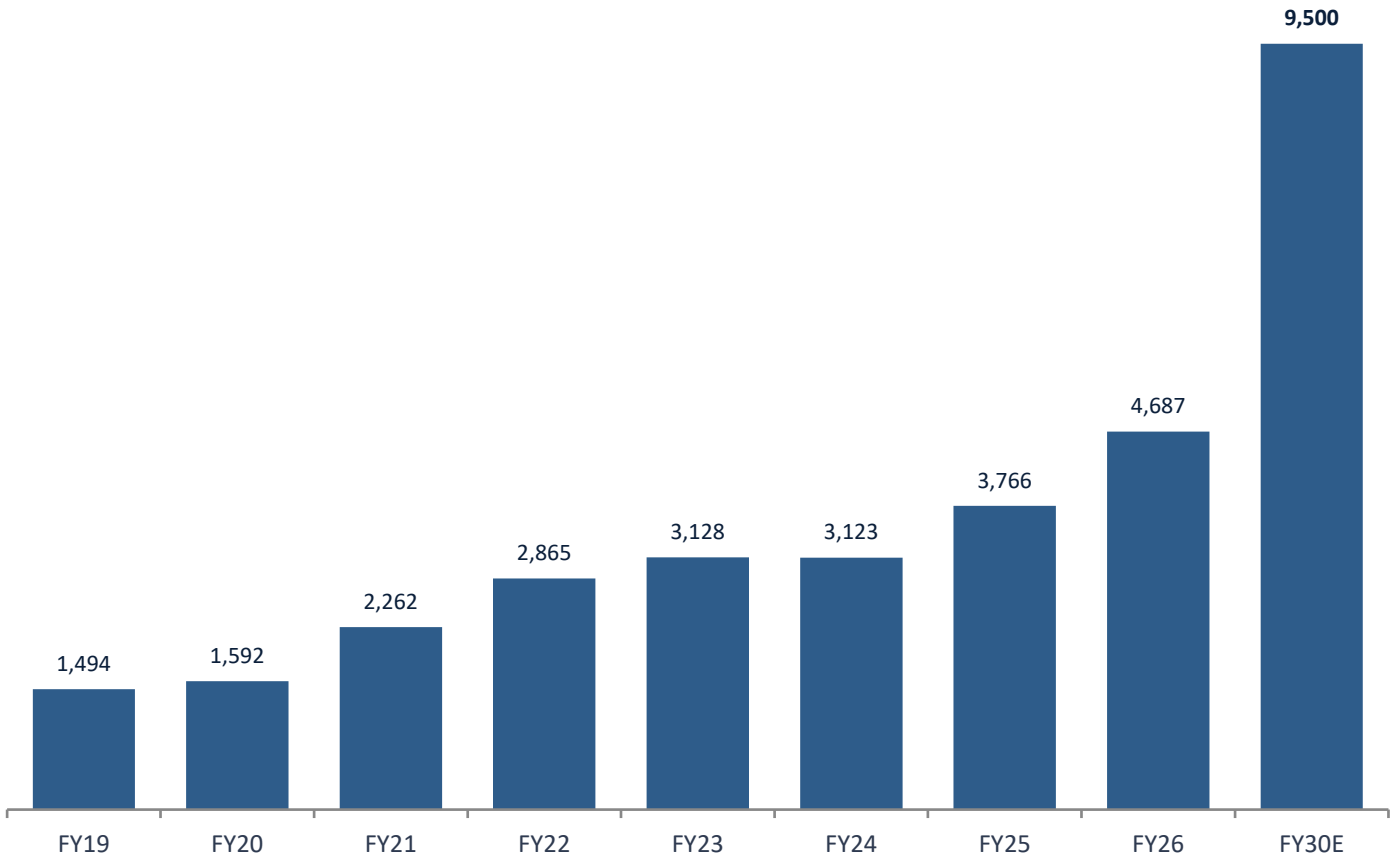
4+ JVs and acquisitions

SECTOR FOCUS

2W, 3W, 4W, CV, Off-highway, Rail

# Established Base · High Growth Trajectory

***3X jump in revenue projected over the next three years.***




## HISTORICALLY

- Established a strong cable business
- Built a loyal customer base with OEMs
- Diversified organic portfolio across vehicle categories
- Survived multiple industry downturns

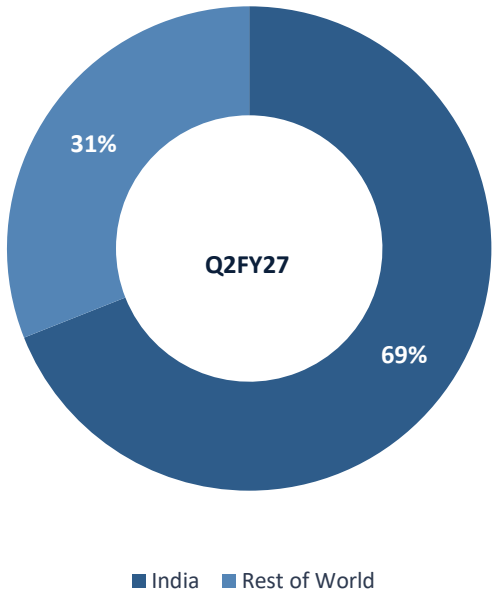
## HEREAFTER

- Expand products into next-gen offerings
- Move up the value chain with higher-margin lines
- Accelerate via JVs, collaborations & M&A
- EV-agnostic, future-ready product portfolio

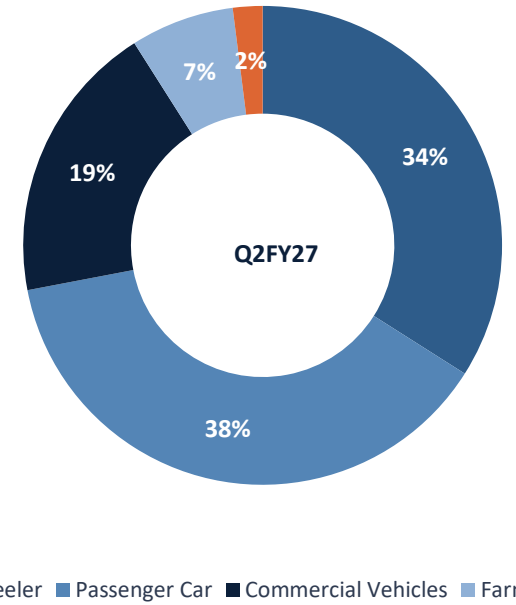
*Promoted by Vishwa Prakash Harlalka and family · Remsons went public in 1995 · Estimated revenue CAGR ~20% by FY29.*

# Global & Diversified Business Model

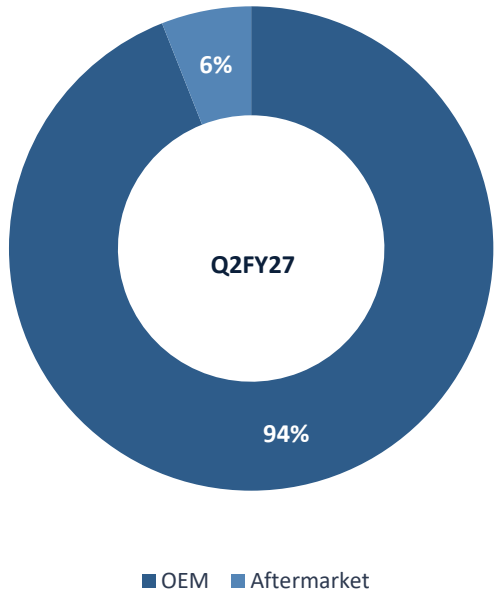
## REVENUE BY GEOGRAPHY




## REVENUE BY SEGMENT




## REVENUE BY DELIVERY




- **Global business model thriving on customer-centricity, digital prowess and strategic efficiency.**
- Engineering-driven, backward-integrated precision solutions provider with manufacturing in Pardi, Gurgaon, Daman, Pune and the UK (Stourport & Redditch).
- **Moving up the value chain in HCV segment** · targeting ~Rs 9-10bn revenue by FY30.

PRODUCT PLATFORM

# Largely EV-Agnostic Product Portfolio

## *One integrated platform. Three engineering disciplines.*

*From precision cables and pedal boxes to embedded sensors and high-performance lighting — engineered, validated and delivered under one roof.*

01



CABLE · PEDAL · LINKAGE

### Mechanical

**Precision mechanical systems**

**65 YR** Heritage

**8** Plants

- Push-pull cables & gear shifters
- Brake, clutch and throttle cables
- Pedal boxes & accelerator modules
- Winches & screw-type jacks
- Railway & Defense components

02



SENSE · COMPUTE · CONTROL

### Sensors

**Embedded sensors & smart systems**

**100+** Sensor SKUs

**TIER-I** OEMs served

- Position sensors — contact & Hall-effect
- Speed, pressure & temperature sensors
- HVAC actuators and control modules
- Pedal Modules.
- Radar, DC-DC, ECU & MCU platforms

03



EXTERIOR · INTERIOR · LED

### Lighting

**Programme lighting solutions**

**UK** BEE Lighting

**OEM** Programmes

- LED head & tail-lamp programmes
- DRL, signal & marker lamps
- Ambient & functional interior lighting
- Specialty automotive lighting
- Custom OEM programme development

MARKET REACH

# Segments We Serve

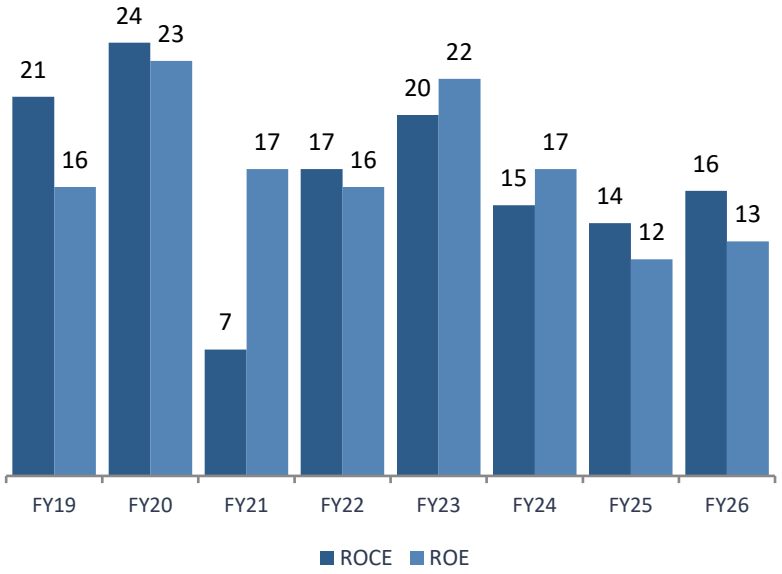
*At the heart of every mobility segment.*

| | | | |
|---|---|---|---|
| **2W** | **3W** | **PC** | **CV** |
| Two-Wheeler | Three-Wheeler | Passenger Car | Commercial Vehicle |
| **OR** | **RW** | **AG** | **DE** |
| Off-Roader | Railway | Agriculture | Defense |

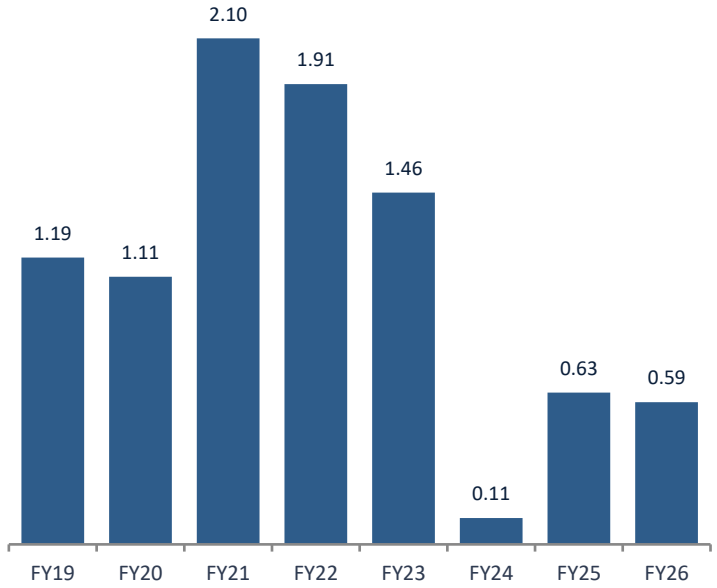
FINANCIAL STRENGTH

# Strong Balance Sheet to Support Future Growth

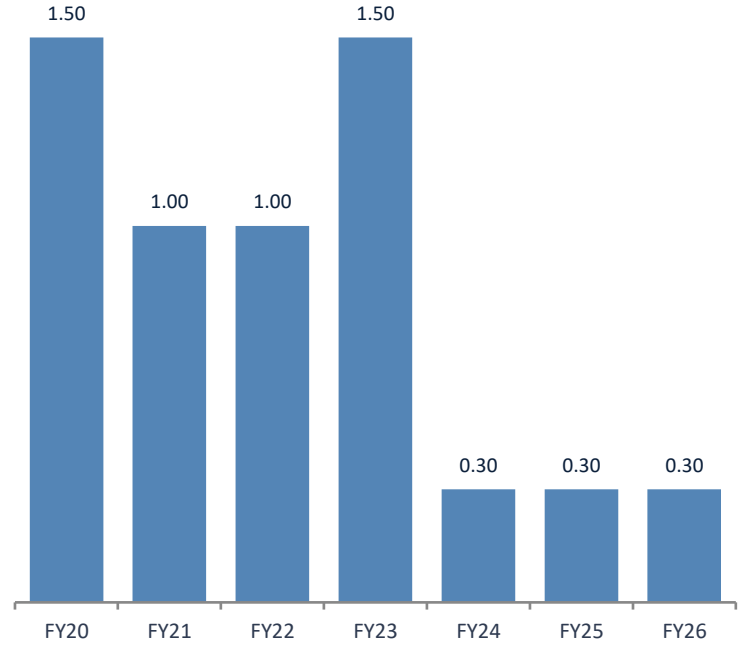
ROCE & ROE (%)




NET DEBT TO EQUITY (x)




DIVIDENDS PAID (INR)




- FY21 debt surge attributed to Magal Cables UK acquisition · since materially de-leveraged.
- Capital raised to support future growth and strengthen the balance sheet.
- Consistent history of dividend payment across cycles.

*ROCE = EBIT / Capital Employed · ROE = PAT / Total Equity · Face value subdivided from Rs 10/- to Rs 2/-.*

# Maintaining Resilience · Strong Position Amid Headwinds

*The automotive industry continues to face several challenges in the recent years…*

*01*

### Geopolitical Issues

*Russia–Ukraine, Middle East tensions*

*02*

### High Inflation

*Margin pressure across the value chain*

*03*

### EV Transition

*Industry undergoing rapid change*

*04*

### Labour Cost & Shortage

*Wage inflation and migrant labour issues*

*05*

### Trade Wars

*Tariff and supply-chain disruptions*

*06*

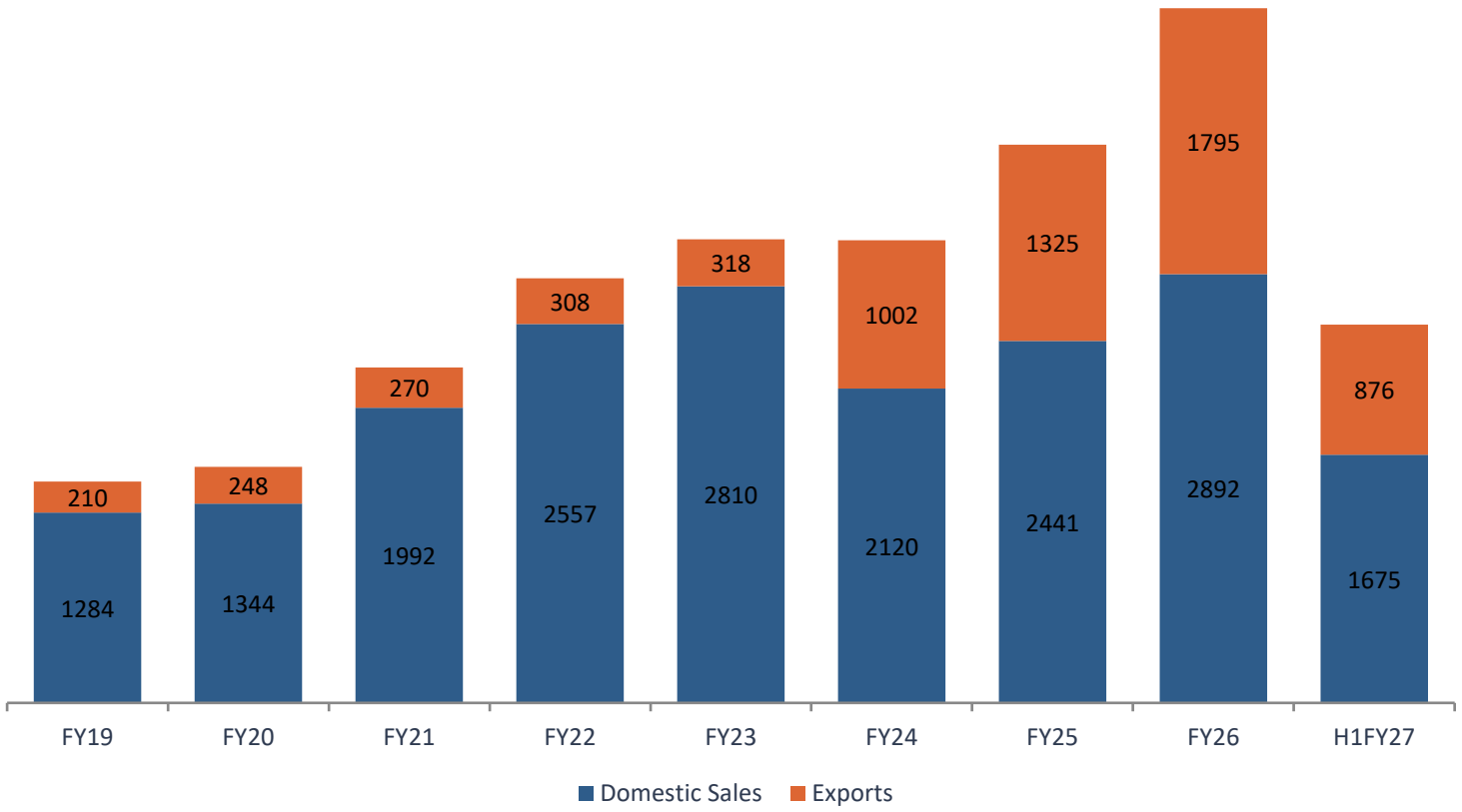
### Input Cost Volatility

*Crude, steel and copper price swings*

STRATEGIC RESPONSE

# Remsons' Approach to Staying Resilient

GEOGRAPHICAL REVENUE STRUCTURE · INR Mn




**01** Expansion into new technology products

**02** Presence across all sectors of the auto industry

**03** Foray into HCV segment with expanded product range

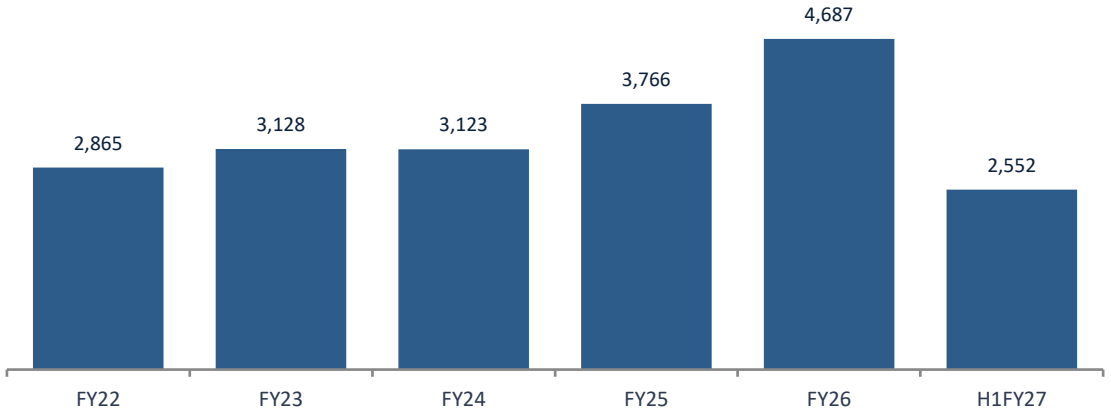
**04** Organic and inorganic expansion

**Increased focus on exports, acquisitions and product-mix change has helped Remsons grow at a steady pace.**

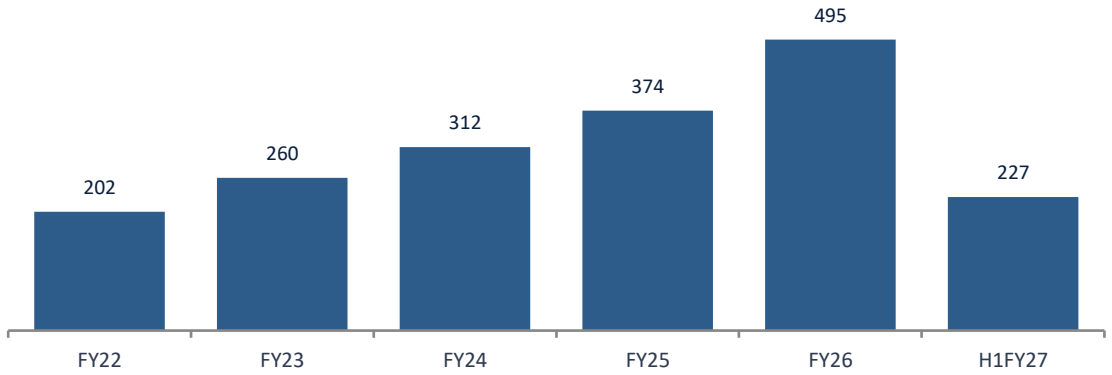
MULTI-YEAR PERFORMANCE

# Our Rapid Growth Milestone

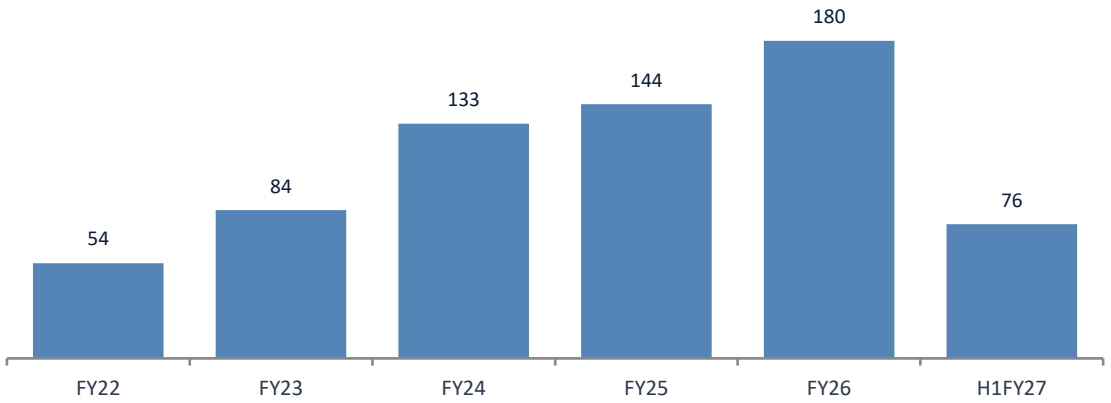
NET REVENUE · Rs Mn



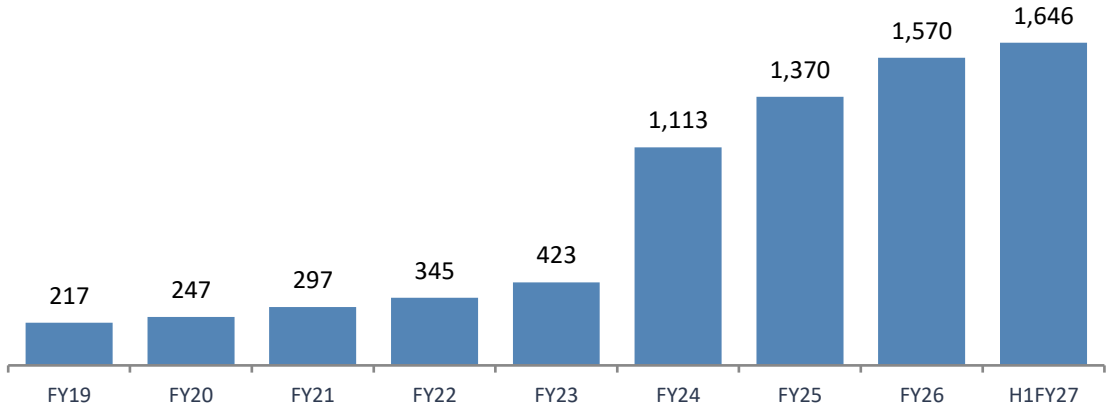

EBITDA · Rs Mn




NET PAT · Rs Mn




NET WORTH · Rs Mn



# Consolidated H1FY27 Financial Performance

| Particulars · Rs Mn | 2QFY27 | 2QFY26 | YoY% | 1QFY27 | QoQ% | H1FY27 | H1FY26 | YoY% |
|---|---|---|---|---|---|---|---|---|
| Revenue from Operations | 1,355 | 1,156 | 17% | 1,197 | 13% | 2,552 | 2,152 | 19% |
| EBITDA | 122 | 133 | (8%) | 104 | 17% | 227 | 239 | (5%) |
| EBITDA Margin % | 9% | 12% | (249 bps) | 9% | 32 bps | 9% | 11% | (222 bps) |
| Depreciation | 44 | 39 | 13% | 44 | 1% | 88 | 75 | 16% |
| Earnings Before Interest & Tax | 78 | 94 | (17%) | 61 | 29% | 139 | 164 | (15%) |
| Interest | 24 | 21 | 14% | 24 | 1% | 48 | 42 | 15% |
| Other Income | 10 | 9 | 14% | 6 | 64% | 16 | 20 | (22%) |
| Profit Before Tax | 63 | 82 | (22%) | 43 | 48% | 106 | 142 | (25%) |
| Tax | 17 | 18 | (4%) | 11 | 60% | 28 | 31 | (9%) |
| PAT | 46 | 64 | (28%) | 32 | 44% | 79 | 112 | (30%) |
| PAT Margin (%) | 3% | 6% | (211 bps) | 3% | 73 bps | 3% | 5% | (212 bps) |
| Share of Minority Interest | (1) | 23 | (105%) | 3 | (131%) | 2 | 35 | (93%) |
| Net PAT | 47 | 41 | 17% | 29 | 65% | 76 | 77 | (1%) |
| Net PAT Margins | 3% | 4% | (2 bps) | 2% | 109 bps | 3% | 4% | (59 bps) |
| Earnings Per Share — Basic (Rs) | 1.36 | 1.16 | 17% | 0.82 | 66% | 2.18 | 2.21 | -1% |
| Earnings Per Share — Diluted (Rs) | 1.36 | 1.16 | 17% | 0.82 | 66% | 2.18 | 2.21 | -1% |

*Numbers are rounded off to nearest digit · EBIT and EBITDA exclude Other Income · PAT excludes Minority Interest.*

# Standalone H1FY27 Financial Performance

| Particulars · Rs Mn | 2QFY27 | 2QFY26 | YoY% | 1QFY27 | QoQ% | H1FY27 | H1FY26 | YoY% |
|---|---|---|---|---|---|---|---|---|
| Revenue from Operations | 1,056 | 819 | 29% | 875 | 21% | 1,931 | 1,481 | 30% |
| EBITDA | 101 | 70 | 43% | 75 | 34% | 176 | 122 | 44% |
| EBITDA Margin % | 10% | 9% | 95 bps | 9% | 97 bps | 9% | 8% | 89 bps |
| Depreciation | 25 | 23 | 7% | 25 | 1% | 50 | 46 | 9% |
| Earnings Before Interest & Tax | 75 | 47 | 61% | 50 | 51% | 126 | 76 | 66% |
| Interest | 20 | 17 | 15% | 19 | 3% | 39 | 34 | 16% |
| Other Income | 12 | 8 | 59% | 8 | 59% | 20 | 23 | (11%) |
| Profit Before Tax | 67 | 37 | 81% | 38 | 74% | 106 | 65 | 64% |
| Tax | 19 | 9 | 111% | 10 | 85% | 29 | 17 | 71% |
| PAT | 49 | 28 | 76% | 28 | 71% | 77 | 48 | 61% |
| PAT Margin (%) | 5% | 3% | 123 bps | 3% | 135 bps | 4% | 3% | 76 bps |
| Earnings Per Share — Basic (Rs) | 1.39 | 0.79 | 76% | 0.82 | 70% | 2.21 | 1.37 | 61% |
| Earnings Per Share — Diluted (Rs) | 1.39 | 0.79 | 76% | 0.82 | 70% | 2.21 | 1.37 | 61% |

*Numbers are rounded off to nearest digit · EBIT and EBITDA exclude Other Income.*

# Consolidated Historical Income Statement

| FYE March · Rs Mn | FY21 | FY22 | FY23 | FY24 | FY25 | FY26 | H1FY27 |
|---|---|---|---|---|---|---|---|
| **Revenue from Operations** | **2,262** | **2,865** | **3,128** | **3,123** | **3,766** | **4,687** | **2,552** |
| **EBITDA** | **102** | **202** | **260** | **310** | **374** | **495** | **227** |
| EBITDA Margin | 4% | 7% | 8% | 10% | 10% | **11%** | **9%** |
| Depreciation | 44 | 79 | 91 | 110 | 117 | **178** | **88** |
| **EBIT** | **58** | **123** | **168** | **200** | **257** | **318** | **139** |
| EBIT Margin | 3% | 4% | 5% | 6% | 7% | **7%** | **5%** |
| Finance Cost | 35 | 64 | 63 | 68 | 64 | **85** | **48** |
| Other Income | 24 | 7 | 16 | 34 | 33 | **52** | **16** |
| Exceptional Items | 33 | 7 | — | (4) | (1) | **(8)** | **(1)** |
| **PBT** | **79** | **74** | **121** | **162** | **224** | **277** | **106** |
| PBT Margin | 4% | 3% | 4% | 5% | 6% | **6%** | **4%** |
| Tax Expense | 34 | 20 | 37 | 29 | 55 | **71** | **28** |
| **Net PAT** | **45** | **54** | **84** | **133** | **144** | **181** | **76** |
| PAT Margin | 2% | 2% | 3% | 4% | 4% | **4%** | **3%** |
| EPS Basic | 1.57 | 1.88 | 2.93 | 4.48 | 4.12 | **5.18** | **2.18** |
| EPS Diluted | 1.57 | 1.88 | 2.93 | 4.48 | 4.12 | **5.18** | **2.18** |

*Numbers are rounded off to nearest digit · EBIT and EBITDA exclude Other Income.*

# Consolidated Balance Sheet

| FYE March · Rs Mn | FY23 | FY24 | FY25 | FY26 | H1FY27 |
|---|---|---|---|---|---|
| **Assets** | | | | | |
| **Non-Current Assets** | | | | | |
| Fixed Assets | 407 | 424 | 679 | 852 | 843 |
| Right to use assets | 49 | 70 | 43 | 62 | 0 |
| Intangible Assets | 32 | 48 | 132 | 437 | 432 |
| Intangible Assets under devpt | 0 | 1 | 1 | 0 | 0 |
| Capital Work-In-Progress | 9 | 15 | 54 | 5 | 10 |
| Investment Property | 153 | 159 | 166 | 188 | 191 |
| Financial Assets | 13 | 15 | 169 | 53 | 53 |
| Other Non-Current Assets | 11 | 12 | 17 | 16 | 184 |
| **Total Non-Current Assets** | **673** | **744** | **1,260** | **1,614** | **1,713** |
| **Current Assets** | | | | | |
| Cash and Bank Balances | 154 | 483 | 146 | 237 | 177 |
| Inventories | 472 | 496 | 742 | 789 | 828 |
| Trade Receivables | 547 | 582 | 762 | 756 | 764 |
| Other Current Assets | 57 | 70 | 213 | 210 | 314 |
| **Total Current Assets** | **1,230** | **1,631** | **1,863** | **1,993** | **2,083** |
| **Total Assets** | **1,903** | **2,375** | **3,122** | **3,607** | **3,796** |

| FYE March · Rs Mn | FY23 | FY24 | FY25 | FY26 | H1FY27 |
|---|---|---|---|---|---|
| **Equity & Liabilities** | | | | | |
| **Shareholders' Funds** | | | | | |
| Share Capital | 57 | 70 | 70 | 70 | 70 |
| Reserves and Surplus | 366 | 1,043 | 1,186 | 1,426 | 1,492 |
| Non-Controlling Interest | | | 114 | 73 | 84 |
| **Net Worth** | **423** | **1,113** | **1,370** | **1,569** | **1,646** |
| **Non-Current Liabilities** | | | | | |
| Long term Borrowings | 321 | 154 | 406 | 408 | 438 |
| Deferred Tax Liabilities | 52 | 51 | 75 | 63 | 60 |
| Other Long-Term Liabilities | 35 | 40 | 10 | 42 | 110 |
| Long Term Provisions | 4 | 5 | 4 | 7 | 8 |
| **Total Non-Current Liabilities** | **413** | **249** | **494** | **519** | **616** |
| **Current Liabilities** | | | | | |
| Short Term Borrowings | 449 | 451 | 407 | 518 | 477 |
| Trade Payables | 533 | 495 | 527 | 665 | 861 |
| Other Current Liabilities | 74 | 63 | 298 | 265 | 116 |
| Current tax & Provisions | 12 | 4 | 27 | 70 | 80 |
| **Total Current Liabilities** | **1,067** | **1,013** | **1,258** | **1,518** | **1,534** |
| **Total Liabilities** | **1,480** | **1,262** | **1,753** | **2,037** | **2,150** |
| **Total Equity and Liabilities** | **1,903** | **2,375** | **3,122** | **3,607** | **3,796** |

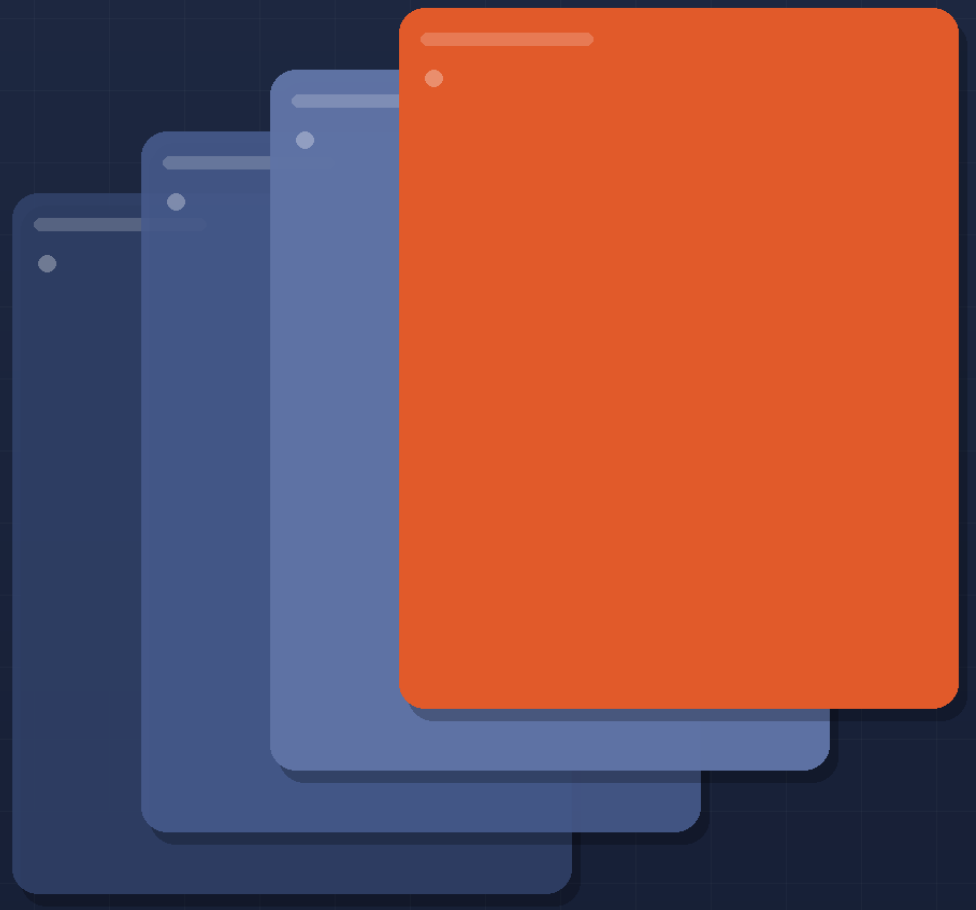


*Numbers are rounded off · Other Current Liabilities include Lease Liabilities & Other Financial Liabilities.*

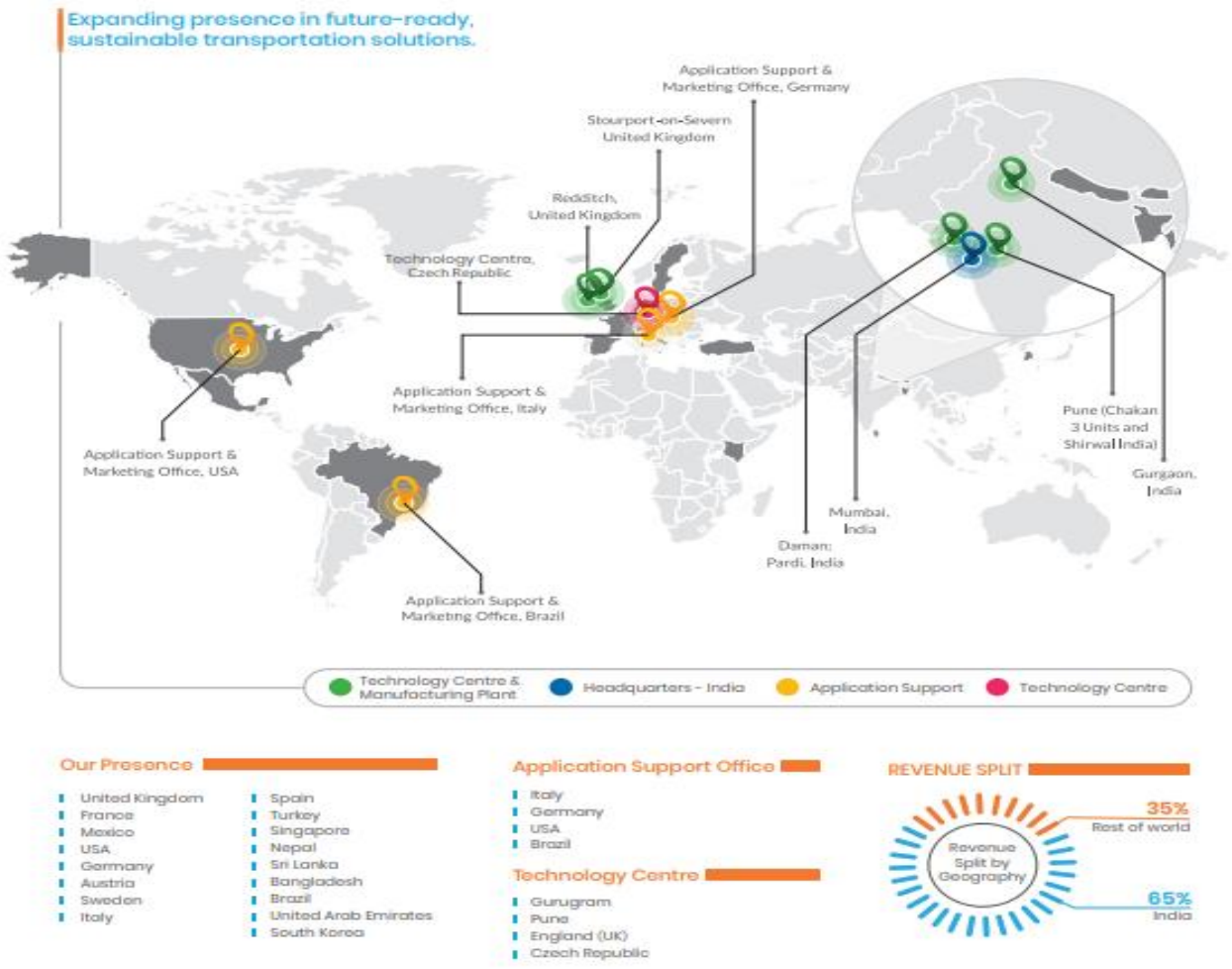
SECTION · 02

# *Product Portfolio & Strategy.*

*Segments · Products · Partnerships · Roadmap to FY30.*



# Strong Global Footprint




*Expanding presence in future-ready, sustainable transportation solutions.*

## STRATEGICALLY LOCATED MANUFACTURING CAPABILITIES




**Gurugram, Haryana**



**Pune, Chakan**



**Shirwal**



**Pardi, Gujarat**



**Stourport (UK)**



**Redditch (UK)**

# Expanding Manufacturing Footprint · Magal Cables




ACQUISITION · 2020

## Magal Cables, UK

- **Acquired Magal Cables Ltd** to extend our existing client base.
- Unit specialises in production of control cables, pedal boxes, winches, jacks and gear shifters.
- **Magal Cables Ltd** has been renamed to **Remsons Automotive UK Ltd.**
- Gain an access route to cater to European global clients.
- Cross-pollination of products driving technology access for the Indian markets.

RECORD-BREAKING DEAL

# *Remsons Scales New Heights.*

STELLANTIS N.V. · NORTH AMERICA

| ORDER SIZE | DURATION |
| --- | --- |
| **Rs 300 Cr+** | **7 years** |

| GEOGRAPHY | PRODUCT |
| --- | --- |
| **North America** | **Auto Control Cables** |

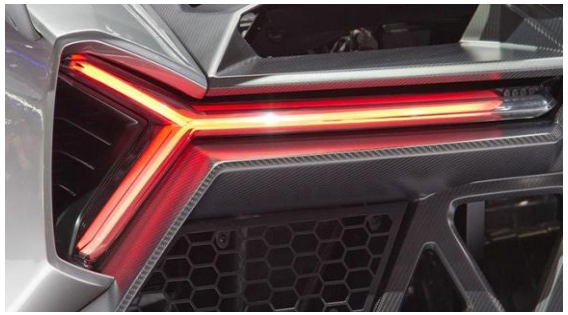



*Supply of Auto Control Cables for Stellantis Smart Cars, Jeep and their three-wheeler segment · among the largest in our history.*

# Acquisition of BEE Lighting

SPECIALISED LIGHTING FOR PERMIUM AND PERFORMANCE OEM'S

## Lighting Solutions



**BEE LIGHTING · UK · ACQUIRED 2024 (51%)**

*A specialist UK design and manufacturing house for premium exterior and interior automotive lighting — extending Remsons' system-supplier capability into a fast-growing product category.*

PREMIUM CLIENTELE

*Aston Martin · Lamborghini · Jaguar · Ford GT*

**CAPABILITIES**

**01** Head & Tail Lamps

**02** Day Light Running Lamps

**03** Signal Lamps

**04** Interior Lighting

**05** Active Spoiler CHMSL

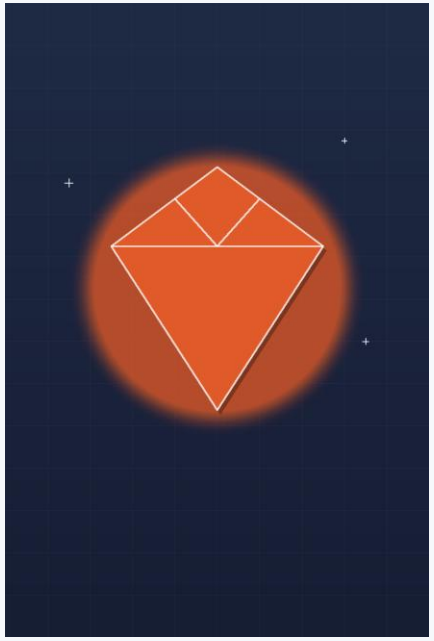
**06** Engineered Modules

# Shift in Industry Trends



*01*

**Electrification**



*02*

**Premiumisation & Feature-Laden**



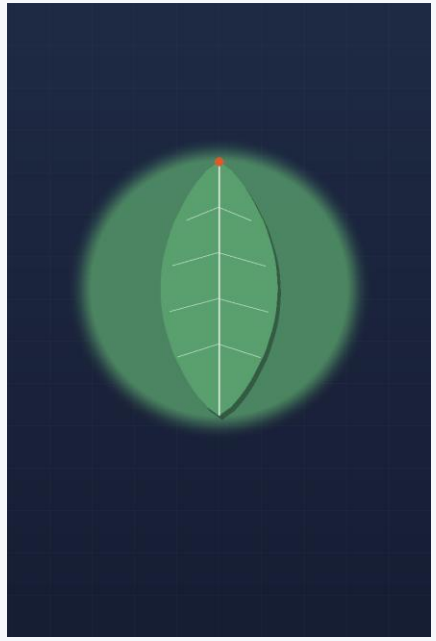
*03*

**Government Policies**



*04*

**Young India & Rising HNIs**



*05*

**Green Mobility**

# We Are Observing · Enhancing Our Product Portfolio

## REMSONS INDUSTRIES LTD

### Remsons Holding UK

**Remsons Automotive - UK**
Cables, winches, pedal systems, jacks

**BEE Lighting - UK**
Specialised exterior & interior lighting

**BEE Lighting – Czech Republic**
Lighting Design and Application Engineering.

**Remsons Brazil**
Cables, winches, pedal systems, jacks, lighting

### Remsons India

**Remsons India**
Cables, push-pull cables, gear shifters, winches, pedals, CBS

**Remsons Edge Tech**
Parts for Indian Railways and Defense

**Remsons–Uni Autonics**
Sensors & embedded systems for mobility

# Acquisition of Uni Automation Sensors & Embedded Technologies



UNI AUTOMATION · PUNE

MAJORITY ACQUISITION · 2024

## Uni Automation

- **Majority shareholding** in Uni Automation, a Sensor manufacturing company established since 1985.
- **In-house design, manufacturing, validation** software development, industry leading 10,000 clean room.
- A wide array of sensors including Throttle Position, Fuel Level, Temperature, Brake, Hall-effect-based sensors.
- Clients: Kyocera AVX · Dynapac · Delberte · major automotive OEMs.
- **Strategic significance** · backward integration into the next-generation EV sensor ecosystem.

# Cables

*Our diverse cable portfolio offers an eco-friendly alternative for elevated passenger travel. Harnessing innovative technology, these cables pave the way for sustainable and efficient means of commuting above ground.*

- **Parking Brake Cable · Clutch Cable · Hood Release Cable**
- **Fuel Flap Release · Boot Release · Throttle Cable**
- **Window Regulator · Sunroof Cable · Door Latches Cable**
- In-house validation and rigorous quality testing.
- Diverse portfolio for both passenger and commercial vehicles.







## APPLICATIONS

| | | | | | | |
|---|---|---|---|---|---|---|
| **Light Commercial Vehicles** | **Heavy Commercial Vehicles** | **Tractors & Farm Equipment** | **Railway & Defence** | **Buses** | **Two-Wheelers** | **Passenger Cars** |

# Push Pull Cables

*In-house validation ensures the excellence of our push-pull cables. We specialise in crafting these cables, offering swift solutions with quick-fix end fittings.*

- **Integrated Design & Manufacture capability** spanning Conduit Dia 3 MM to Dia 18 MM.
- Wide range covering control cables and push-pull mechanical actuation systems.
- **Heat Shield protection** for high-temperature engine environments.
- Engineered to meet stringent performance and reliability standards across vehicle categories.




## APPLICATIONS

| | | | | | | |
|---|---|---|---|---|---|---|
| **Small & Light Commercial Vehicles** | **Medium & Heavy Commercial Vehicles** | **Farm Equipment (Lawn Mowers, Tractors)** | **Railway, Defence & Aerospace** | **Rear Engine Buses** | **Off-Highway Equipment** | **Marine** |

# Brake Mechanism

*Comprehensive range of brake-system actuation covering all vehicle classes — designed for reliability, safety and stopping precision.*

- **Parking Brake Mechanism** · Designed to meet customer's mechanical needs and ensure good braking performance and aesthetic integration.
- **Combi Brake Mechanism** · Actuates both front and rear brakes simultaneously. Provides better control over the vehicle and improves braking distance and stability.
- Wide product range covering 4-wheelers, 2-wheelers and commercial vehicles.
- Compliance with global safety standards and homologation requirements.







## APPLICATIONS

| Passenger Cars | Commercial Vehicles | Two-Wheelers | Three-Wheelers |
|---|---|---|---|

# Gear Shift Systems

*We offer comprehensive shifter systems, encompassing style elements (bezel, boot, knobs) to gearbox components (levers, cables and brackets), tailored to customer specifications and inputs.*

- **Complete assembly with cables.**
- **From the style bezel, boot and knobs** to the lever, cables and brackets located in the gearbox, we design shifter system based on customer requests, inputs and requirements.
- Validated for shift quality, durability and feel under all driving conditions.
- Result of collaboration that helps to improve Performance, Reduce Costs and maintain high level of Reliability.







## APPLICATIONS

| | | | | | | |
|---|---|---|---|---|---|---|
| **Small & Light Commercial Vehicles** | **Medium & Heavy Commercial Vehicles** | **Farm Equipment (Tractors)** | **Railway, Defence & Aerospace** | **Rear Engine Buses** | **Off-Highway Equipment** | **Passenger Cars** |

# Winches

*Develop and supply innovative winches that help to solve the problem of lifting the under-floor spare wheel. It requires minimal effort to stow or lift heavy wheels with these winches.*

- **One of the first companies** to solve the problem of under-floor spare wheel lift and storage.
- Pioneer · continued development of innovative ways of manufacturing this product.
- Engineered for ease of operation and consistent torque delivery.
- Robust design tested for high-cycle durability.



## APPLICATIONS

| | | | |
|---|---|---|---|
| **Small & Light Commercial Vehicles** | **Medium & Heavy Commercial Vehicles** | **Passenger Cars** | **Rear Engine Buses** |

# Jack Kit

*A comprehensive product available in traditional steel and aluminium with lightweight plastic components, designed for non-automotive applications and beyond.*

- **Lifting components for many** non-automotive applications.
- **Wide-ranging product management equipment** including jacks, wrenches, tool kits and storage systems.
- **Available in steel and aluminium** with lightweight plastic components.
- Options for Light to Medium Duty Y-Types and Scissor Types to Pillar Jacks and Hydraulic Bottle Jacks.





## APPLICATIONS

**Each and every type of vehicle**

# Pedal Box Assembly

*We design, develop and supply Accelerator, Brake and Clutch pedals, either as individual components or as combined assemblies. This product proves to be very efficient and easy to use.*

- **Capability to design, develop & supply** Accelerator, Brake and Clutch Pedals — either as individual components or as combined assemblies.
- **The Pedal Box Range demonstrates** the application of lightweight plastic materials, crash systems and cosmetic enhancements.
- Designed for both LHD and RHD configurations across PV and CV platforms.
- Validated for crash performance and ergonomic feel.





## APPLICATIONS

**Variety of vehicles from small hatchbacks to supercars**

TRUSTED BY THE WORLD'S BEST

# Leading Partnerships Fueling Our Growth

## *Trusted by the world's leading mobility brands.*

*Tier-I supplier across five vehicle segments — from mass-market passenger cars to hyper-cars, commercial fleets, two & three-wheelers, agriculture and locomotive.*

| 30+ | 5 | TIER-I | 65 YRS |
|---|---|---|---|
| GLOBAL OEM PARTNERS | VEHICLE SEGMENTS | SUPPLY STATUS | ENGINEERING HERITAGE |

| | | | | | | | | |
|---|---|---|---|---|---|---|---|---|
| **Passenger Cars** 8 OEMs | Ford | Maruti Suzuki | INEOS | Stellantis | Mercedes-AMG | Lamborghini | McLaren | Bugatti Rimac |
| **Commercial Vehicles** 8 OEMs | Tata | Ashok Leyland | Iveco | Navistar | SML Isuzu | Force | Mahindra | Knorr-Bremse |
| **2 & 3-Wheelers** 3 OEMs | Hero | TVS | Harley-Davidson Motor Company | | | | | |
| **Agriculture** 3 OEMs | Kubota (Escorts Kubota Limited) | CNH | Kirloskar | | | | | |
| **Locomotive & Rail** 5 OEMs | | Texmaco Rail & Engineering Ltd. | Titagarh | Knorr-Bremse | Stone India | | | |

STRATEGIC ROADMAP

# Way Forward · Path to FY29

*With a robust action plan, a diversified portfolio and strategic partnerships, Remsons is confident in accelerating its growth and reaching new heights of success.*

PLANNED CAPEX

## Rs 100 Crore

*Will drive technological advancements and capacity building.*

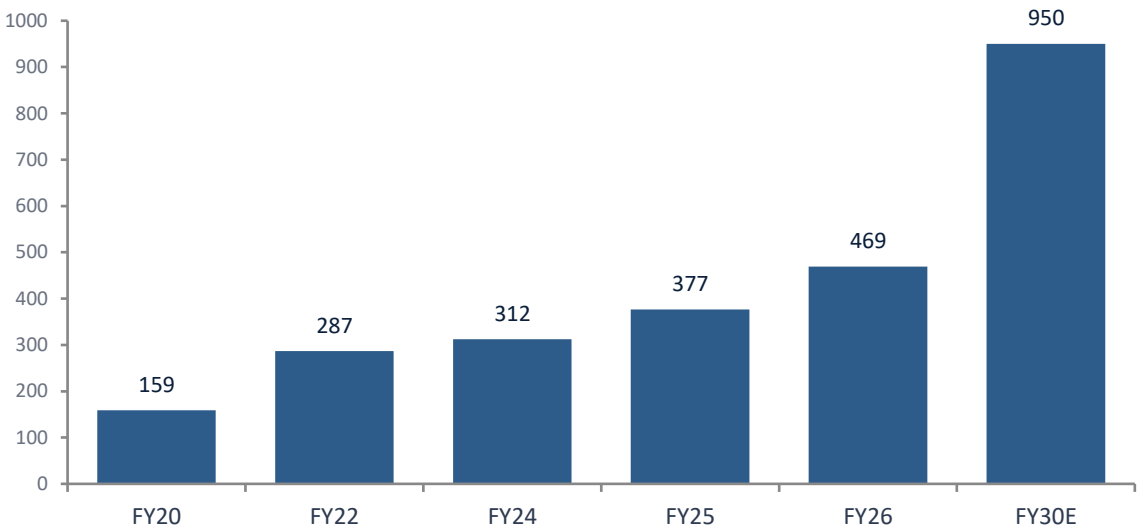
REVENUE TARGET · BY FY 2030

## Rs 900-1,000 Crore

*Implied CAGR · ~25.84% from FY20.*

### STRATEGIC PRIORITIES

- More focus on exports
- Product basket shift to value added products
- Acquisition into high-margin products
- General increase in scale of business
- EBITDA guidance · 13–14%



S E C T I O N · 0 3

# *Annexure.*

*Management profile · Certifications · Recognitions · Sustainability.*



OUR JOURNEY

# Our Milestone



## 1959-73

**1959**

Remsons Ltd was formed as a trading company.

**1960-73**

Introduced control cables and pressure die-cast cable ends in India for the first time.



## 2001-20

**2001**

Indigenous manufacturing of gear-shift with cables started in India.

**2012**

Opening of marketing and technical support offices in USA and Europe.

**2020**

Acquired Magal Cables UK — first global production unit, now Remsons Automotive.



## 2021-23

**2022**

New state-of-the-art facility started at Chakan, Pune.



## 2024-25

**2024**

Acquired Uni-Automation (Sensors, Pune) and BEE Lighting, UK.

**2025**

Acquired Railway Business; established Remsons Edge.

# Management Profile



## Krishna Kejriwal

*Chairman & MD*

- **Science Graduate** from University of Bangalore with **~43 years** of experience across production, marketing, exports, accounts, finance, banking and overall administration of the Company.
- **Held positions of** · President of Bombay Industries Association, President of Automotive Component Manufacturers Association of India (ACMA), President Rotary Club of Bombay West.
- **Current focus** · Corporate Governance, ESG, Finance.



## Shivani Kejriwal

*Additional Whole-time Director*

- **Engineering graduate** from Pune University with a management qualification from S. P. Jain Institute of Management.
- **Professional Experience** Promoter of Remsons Industries with experience across business development, operations and sales. Independently managed Remsons Uni Autonics, introduced the sensors business to multiple OEMs, and previously served as Director – Sales & Operations at Koohsports and Head – Institute Relations at IMG Reliance.
- **Current Focus** · Sales, marketing, customer relationship management, new business development and strategic partnerships.



## Rahul Prabhakar Desai

*CEO*

- **~30 years** in automotive manufacturing · 17+ years in senior leadership, including CEO roles · Expertise in plant operations excellence, strategic planning, business development and P&L ownership.
- **Proven track record in** · Greenfield projects, Lean Manufacturing, Six Sigma deployment, Cost Optimisation and ESG initiatives.
- **Qualified** · Bachelor's in Mechanical Engineering and certified Six Sigma Black Belt, with executive programmes at IIM Ahmedabad, in the US and in Japan.

QUALITY & COMPLIANCE

# Remsons Quality Certifications

*Globally accredited quality, environmental and information-security standards.*

CERTIFIED

## IATF 16949

*Automotive quality management*

CERTIFIED

## ISO 9001

*Quality management system*

CERTIFIED

## ISO 14001

*Environmental management*

CERTIFIED

## TISAX

*Trusted information security*

CERTIFIED

## EcoVadis

*Sustainability rating · Gold*

*Certifications cover all manufacturing facilities in India and the United Kingdom.*

# Recognitions and Honors · Celebrating Our Wins

**2020**

## FORD

*World Excellence Award*

**2022**

## ASHOK LEYLAND

*Gold Quality Award ·*
*Best Supplier Award*

**2023**

## ACMA

*1st Place in HR Competition*

*1st Place in QC Competition*
*Improvement Award*

**2024**

## QUALITY AWARDS INDIA

**Quality Forum India -** GOLD Award For TQM and Kaizen

**TISAX** Label for Information Security

**2025**

## GREAT PLACE TO WORK

*Certified · Among India's Top 25 Workplaces ·*

*EcoVadis Gold Rating ·*

*India's Best Building Innovation Award*










# Sustainability

*Building a cleaner, fairer and more inclusive future for the next generation.*

## Gold Rating of Sustainability

*EcoVadis Gold-rated. Recognised in the top 5% of companies worldwide for Environment, Labour & Human Rights, Ethics and Sustainable Procurement.*

## UN Global Compact

*Member of the UN Global Compact. We commit to the Ten Principles on Human Rights, Labour, Environment and Anti-Corruption.*




## Corporate Social Responsibility

*Education to the handicapped, the poor and the marginalised children in society and a school for the deaf, of which Mr V Harlalka is a current sponsor.*



## 500 kVA Solar · On-Site

*In keeping with the ethos of clean and renewable energy, two of our facilities now generate around 500 kVA per month · on-site solar power.*

# Great Place to Work · Certified

RANKING

## *Top 25*

*India's Best Workplaces in Manufacturing · Building a Culture of Innovation by All*
















*01*

**Best Workplaces**

*in Manufacturing*

*02*

**Culture of**

*Innovation by All*

*03*

**Great Place**

*to Work Certified*

# *Thank you.*

*Questions · Discussion · Engagement*

FOR FURTHER INFORMATION, PLEASE CONTACT


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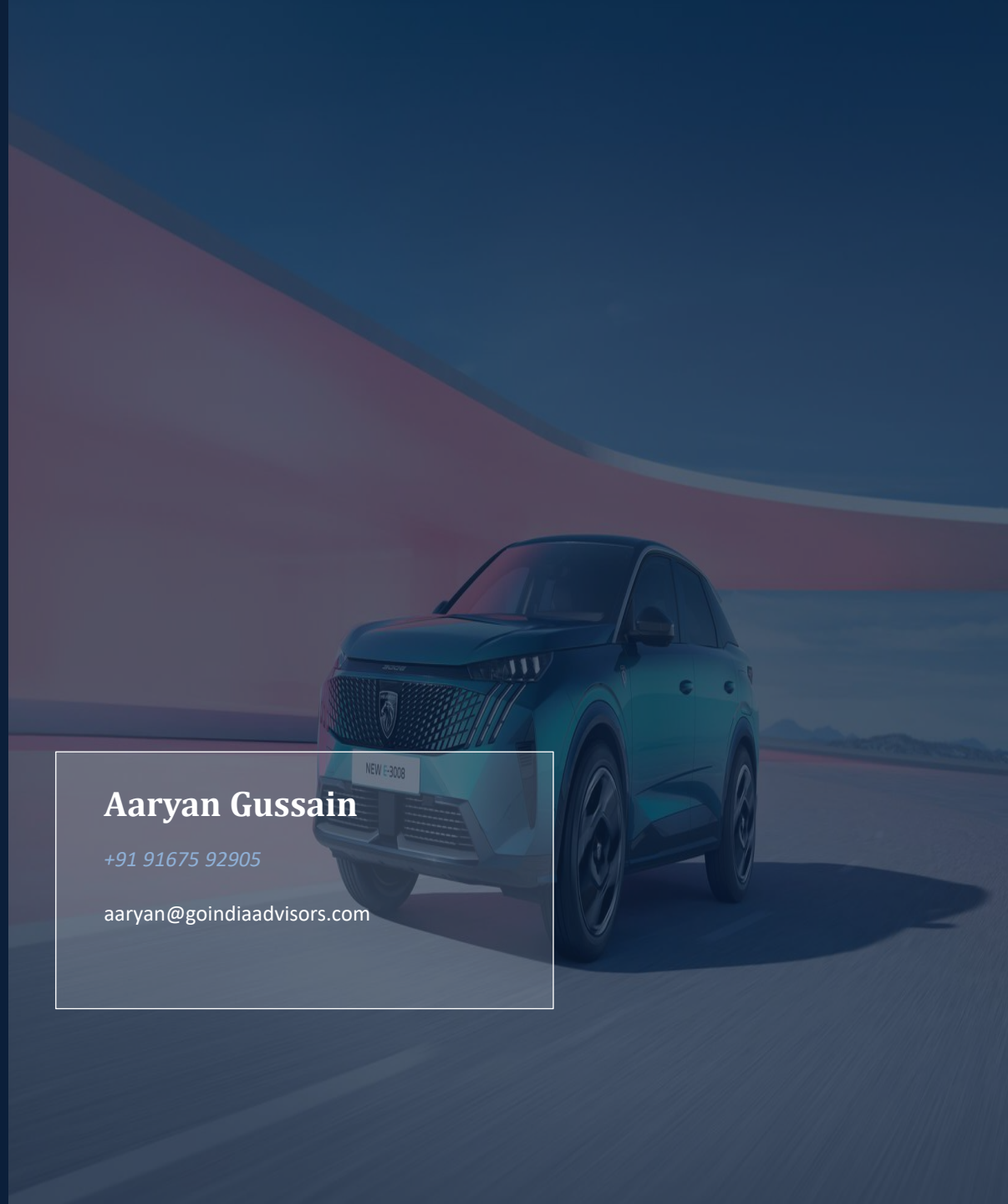
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