



# SAHASRA ELECTRONIC SOLUTIONS LIMITED

68-AA, Noida Special Economic Zone, NOIDA-201305, U.P. INDIA  
Phone: +91-120-4202604, Email: [contact@seslimited.in](mailto:contact@seslimited.in), Website: [www.seslimited.in](http://www.seslimited.in)

**Date: 27-11-2024**

To,  
The Corporate Relationship Dept.,  
National Stock Exchange of India Limited,  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai - 400 051

**Symbol: - SAHASRA**

**ISIN: - INE0RBQ01018**

**Subject: Investor Presentation**

Dear Sir,

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor Presentation of the Company for H1 FY 25.

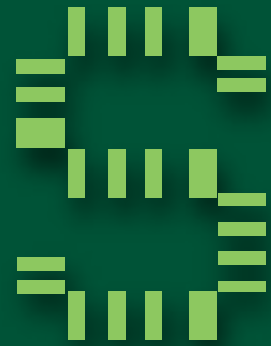
The aforesaid Investor presentation will also be available on the Company's website at: [www.seslimited.in](http://www.seslimited.in)

This is for your information and records.

Thanking you,

**Yours faithfully,**

**Neha Tahir**  
**Company Secretary & Compliance Officer**  
**Membership No. A46571**



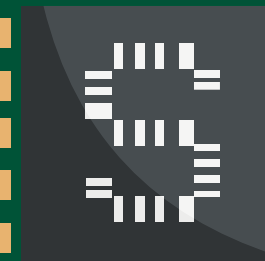
# Sahasra

**SAHASRA ELECTRONIC  
SOLUTIONS LIMITED**

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**H1 FY25**

**Investor Presentation**





# DISCLAIMER

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# SAHASRA - AT A GLANCE



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)

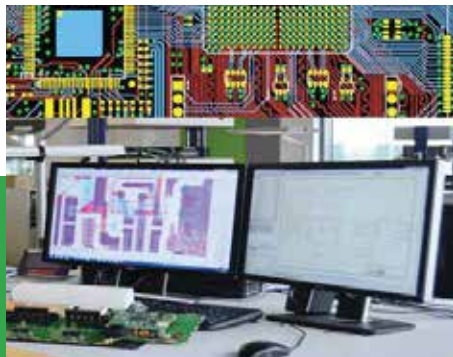
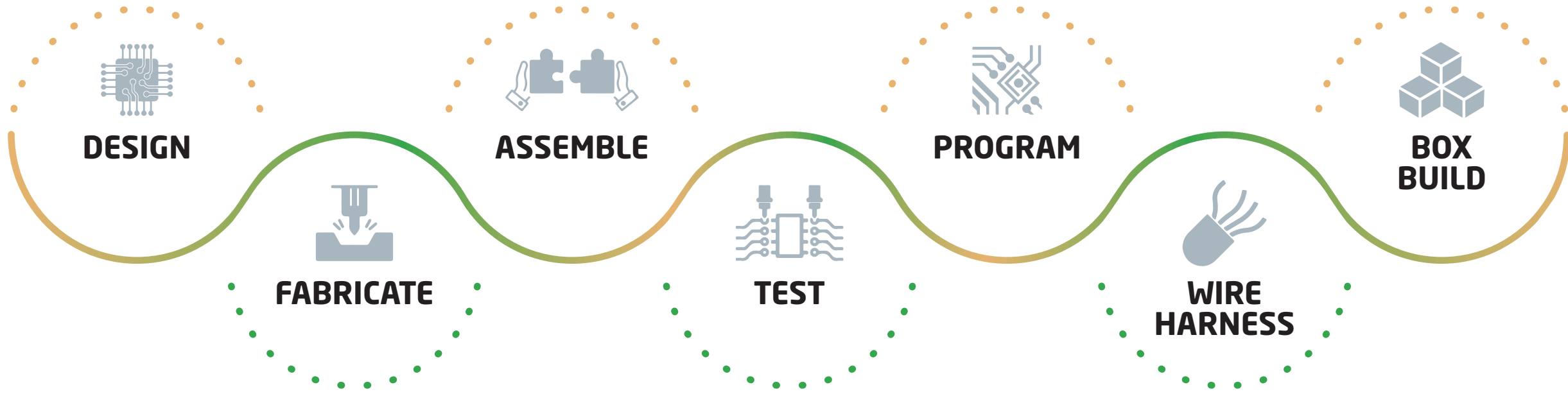
Total capacity  
**18000000**  
Units

**87%**  
PCBA Revenue  
(FY24)

**4**  
High Speed  
SMT Lines

**160** Employees

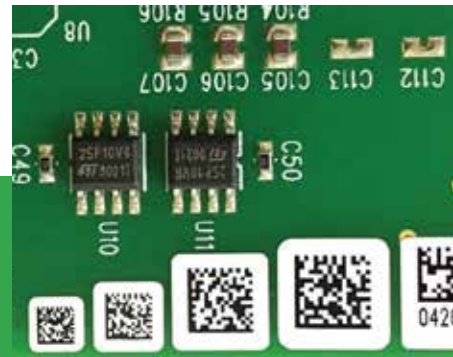
# ONE STOP SOLUTIONS



Board Design



PCB Fabrication



Printed  
Circuit Assembly



Programming &  
Testing



Wire Harness



Box Build

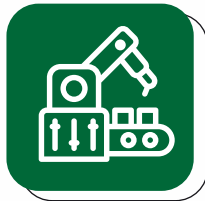


# BUSINESS SYNOPSIS



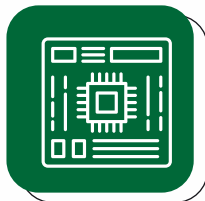
Business model navigates the entire value chain viz. prototyping, sample batch, mass production, lifecycle management & support

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

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

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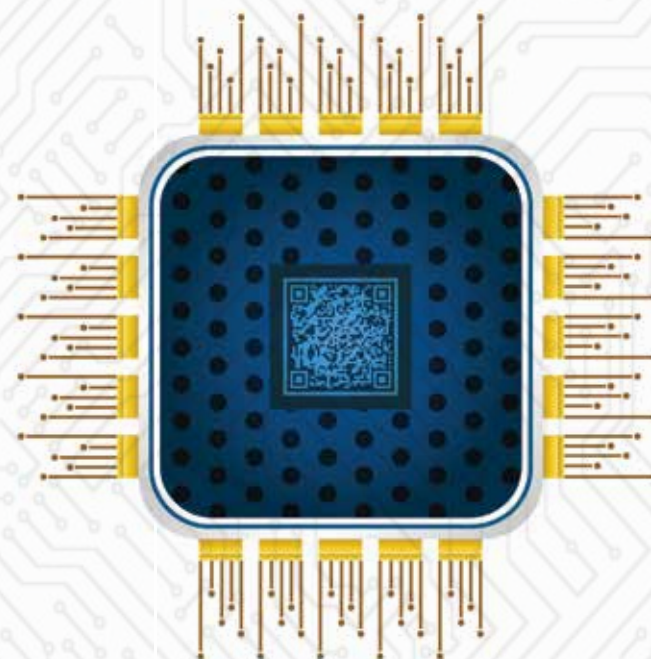
Led by Promoters who have significant experience in the ESDM industry



**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 engine

## 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.

# 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**





# 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

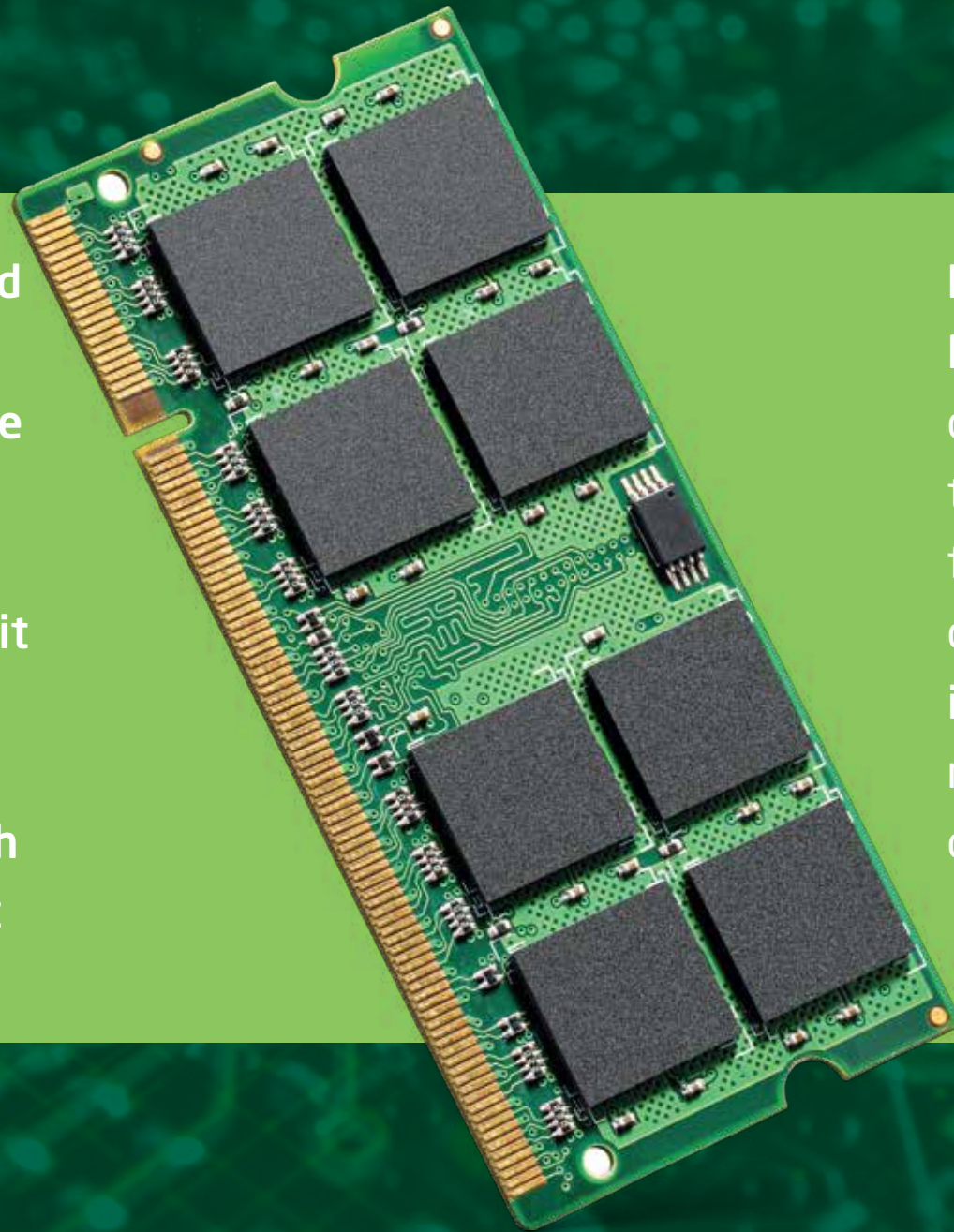
which include LED Chip - the source of the lighting, power supply or the driver, printed circuit board for LED's, housing or the frame

## 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.



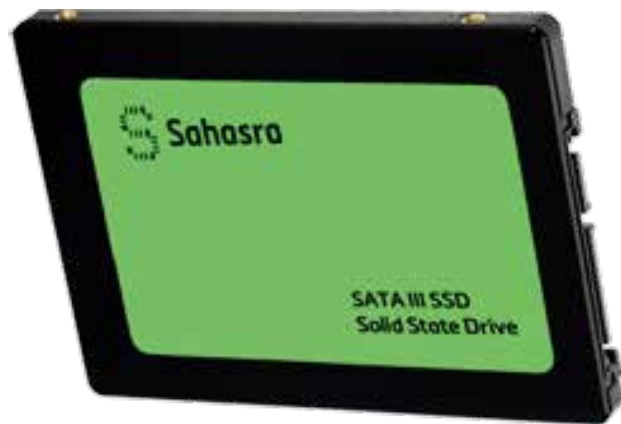
**Industry applications:** Residential lighting solutions, industrial lighting like warehouse lighting, manufacturing lighting, street lighting and commercial lighting like office, outdoor etc.

# COMPUTER AND IT ACCESSORIES

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

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





# EXTENSIVE INDUSTRY APPLICATIONS



**Aerospace**



**IT Hardware**



**Automotive**



**Strategic Electronics**



**Life Sciences & Medical**



**Data Acquisition & Logging**



# EXTENSIVE INDUSTRY APPLICATIONS



**Railways**



**Security**



**Clean Technology**



**Consumer Electronics**



**Sensors and Controls**



**Instrumentation and Measurement**



# 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
<b>Total</b>	<b>10,175.60</b>	<b>100.00</b>	<b>6,909.53</b>	<b>100.00</b>	<b>2,170.12</b>	<b>100.00</b>





# COMPETITIVE STRENGTHS

## **Dedicated solutions for ESDM services**

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

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## **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
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## **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



# 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



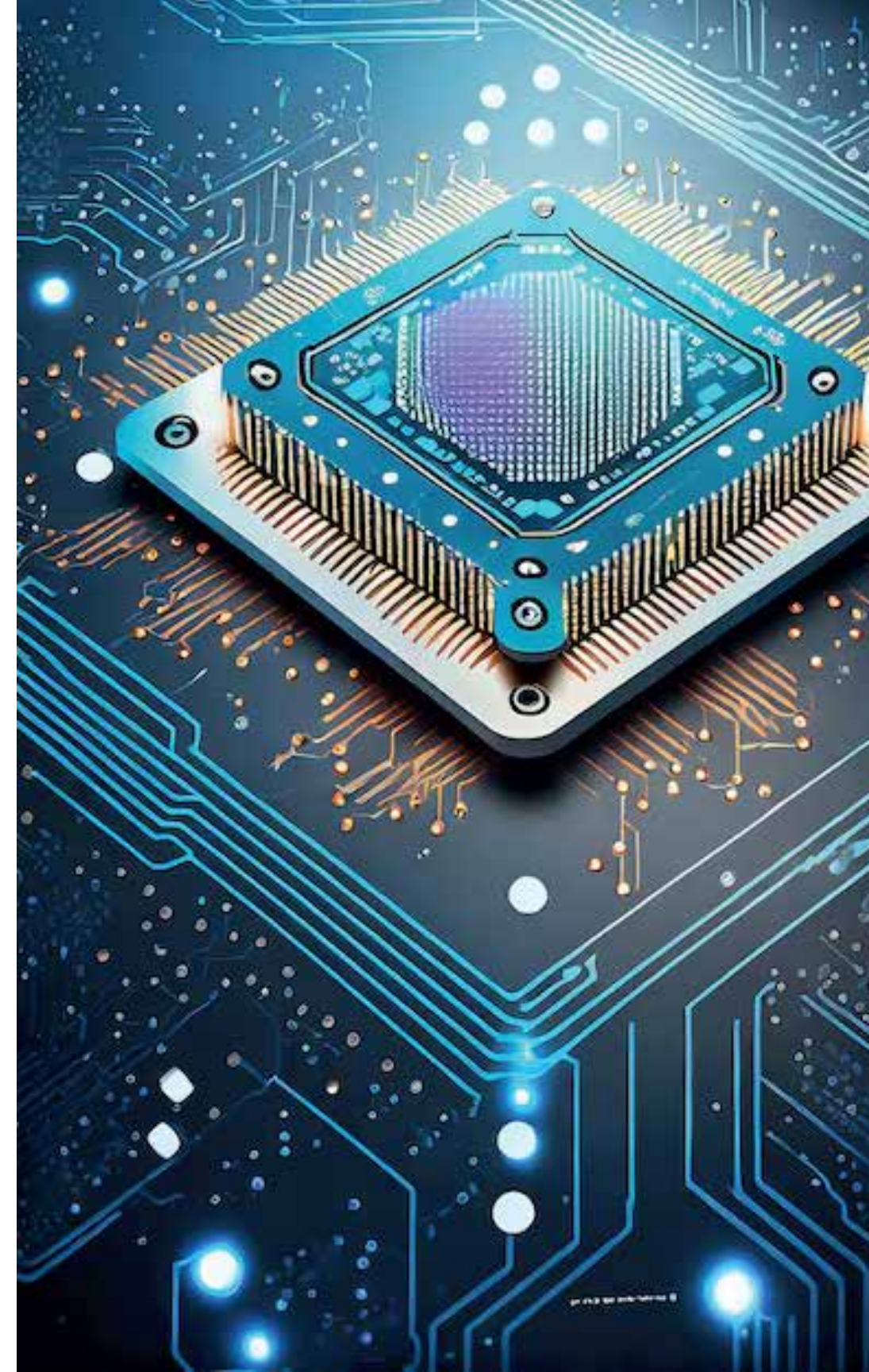
# FINANCIAL PERFORMANCE - SNAPSHOT

## a. Current Revenue and Profitability:

Metric	H1 FY2024-2025
Revenue (₹ in crores)	42.16
EBITDA Margin	22.79%
Net Profit Margin	16.36%

## b. Segment-wise Revenue Breakdown including Subsidiary "SEMICON"(H1 FY25)

Segment (in crores)	Revenue (H1 FY25, in crores)	Margin remarks
Semiconductors	₹ 5.35	14.17% (Gross Margin)
EMS (Export -₹19.04 Dom. ₹5.43)	₹ 24.47	37.00% (Gross Margin)
IT Hardware (Export-₹3.98 Dom.₹6.94)	₹ 10.92	10.00% (Gross margin)
Memory Product (Export ₹0.73- Dom.₹3.44 )	₹4.17	15.00% (Gross margin)
Lighting Product (Export-₹ 1.79)	₹1.79	30.00% (Gross margin)



# FINANCIAL PERFORMANCE - SNAPSHOT

## c. Strong Balance Sheet (FY2024 - H1 FY25)

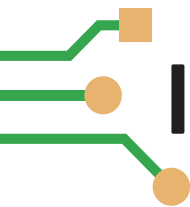
Particulars	Sahasra Electronic Solutions Ltd.		Sahasra Semiconductors Pvt Ltd	
	FY2024	H1 FY 2024-2025	FY2024	H1FY25
Total Assets (in crores)	₹ 114.09	₹130.98	₹108.67	₹132.12
Total Liabilities (in crores)	₹ 40.80	₹62.43	₹60.41	₹ 84.98
Shareholders' Equity (in crores)	₹ 60.93	₹67.62	₹48.27	₹47.13
Debt-to-Equity Ratio	0.67	0.92	1.25	1.80
Current Ratio	1.59	1.25	0.72	0.78



# INDUSTRY-WISE REVENUE BREAKDOWN

## Industry-wise Revenue Breakdown (H1 FY25)

Industry	Contribution to Total Revenue
Automotive	15%
Consumer Electronics	10%
Healthcare	10%
IT & Telecommunications	45%
Industrial	24%
Defense	05%



# INCOME STATEMENT

(Rs. in Lakhs)

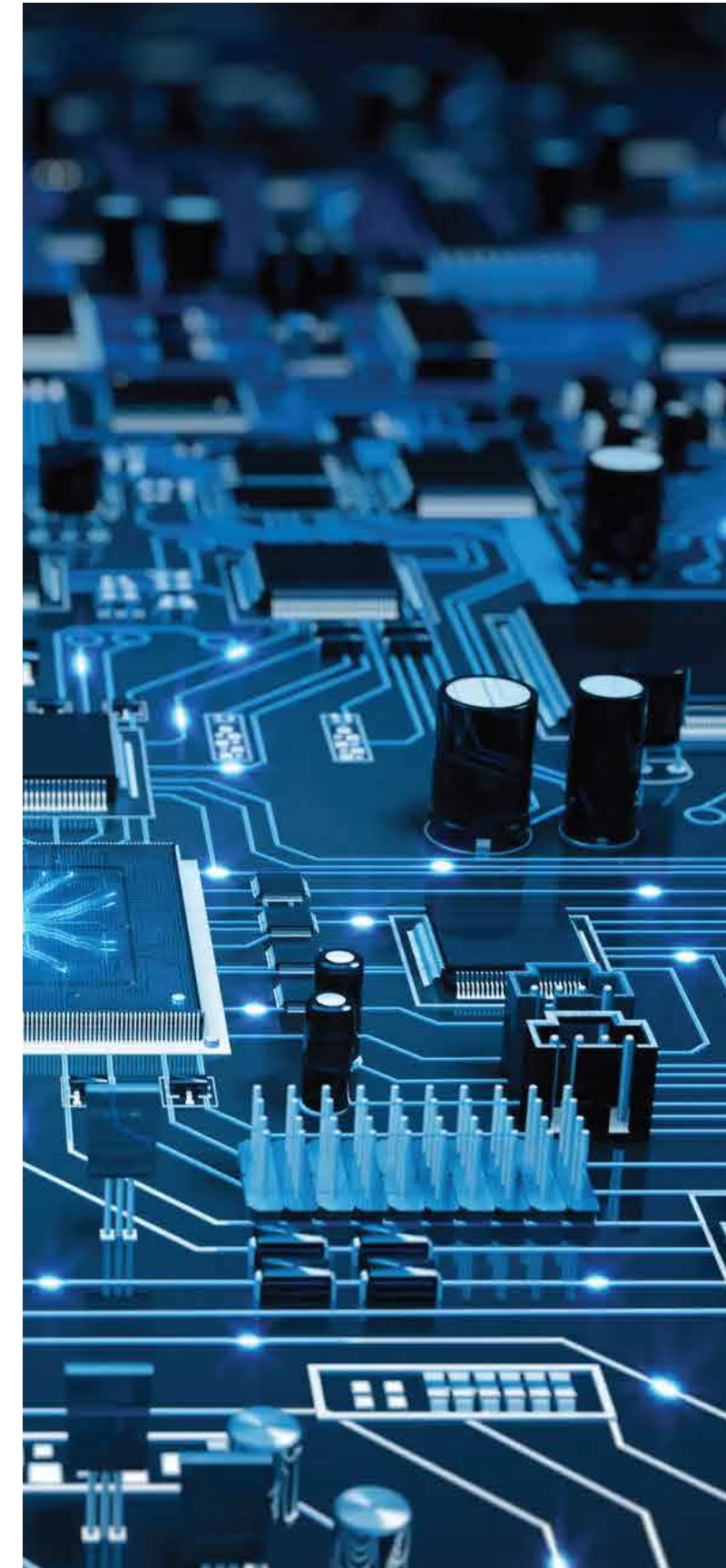
Particulars (in crores)	FY2023	FY2024	H1FY 2025
<b>Revenue From Operation</b>	<b>69.08</b>	<b>101.15</b>	<b>41.25</b>
Total Expenditure			
1. Cost of Consumption	39.97	55.23	29.66
3. Finished Inventory (not considered in Revenue)	(1.73)	(2.13)	(5.82)
2. Employee Benefit Expenses	3.92	8.86	5.57
3. Other Expenses	5.54	3.51	2.44
<b>EBITDA</b>	<b>21.38</b>	<b>35.67</b>	<b>9.40</b>
<b>EBITDA Margin %</b>	<b>30.94%</b>	<b>35.27%</b>	<b>22.79%</b>
Other Income	1.59	1.63	0.91
Depreciation	2.53	2.20	1.18
EBIT	20.44	35.10	9.13
Interest & Financial Charges	0.53	1.07	1.18
Profit before Tax	19.91	34.02	7.94
Tax	5.87	0.78	1.19
<b>Profit after Tax</b>	<b>14.04</b>	<b>33.24</b>	<b>6.74</b>
<b>Net Profit Margin</b>	<b>20.32%</b>	<b>32.86%</b>	<b>16.36%</b>



# BALANCE SHEET

(Rs. in Lakhs)

Particulars (in crores)	FY2023	FY2024	H1FY 2025
Equity & Liabilities:			
<b>Shareholder Funds</b>	<b>20.05</b>	<b>60.93</b>	<b>67.61</b>
Share Capital	17.75	18.91	18.91
Reserve & Surplus	2.30	42.01	48.70
<b>Non Current Liabilities</b>	<b>0.16</b>	<b>0.35</b>	<b>0.93</b>
Long Term Borrowing	0	0	0.42
Deferred tax Liabilities	0.16	0	0
Long Term Provision	0	0.35	0.51
<b>Current Liabilities</b>	<b>26.09</b>	<b>52.80</b>	<b>62.44</b>
Short Term borrowing	0	21.71	24.72
Trade Payable	12.92	17.56	20.89
Short Term Provision	0.71	6.07	11.50
Other current Liabilities	12.45	7.45	5.32
<b>Total Liabilities</b>	<b>46.31</b>	<b>114.09</b>	<b>130.98</b>
Assets			
<b>Non Current Assets</b>	<b>18.49</b>	<b>29.95</b>	<b>53.00</b>
Property Plant & Equipment	11.45	13.30	13.63
Long term Loans & Advances	0.40	6.10	37.99
Other non-current Assets	6.64	10.54	1.37
<b>Current Assets</b>	<b>27.81</b>	<b>84.14</b>	<b>77.98</b>
Inventories	8.01	21.08	35.40
Trade Receivable	17.64	26.56	24.03
Cash & Cash Equivalent	1.31	17.10	1.49
Short Term Loans and Advances	0.66	19.18	9.50
Other Current Assets	0.18	0.19	7.54
<b>Total Assets</b>	<b>46.31</b>	<b>114.09</b>	<b>130.98</b>



# INITIATIVES TAKEN IN FY2024-25

- Acquired controlling stake of 72.7% 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 French Electronics major Thomson Computing (METAVISIO) via MII -(Make in India Initiative) for designing & marketing of laptops, tablets, & other IT Hardware.
- In October 2024 entered into strategic partnerships with InnoCare Optoelectronics Corp. for manufacturing & servicing of FPDs (Flat Panel Detectors) used in X-Ray equipment.





For further queries you may reach out to

[cs@sahasraelectronics.com](mailto:cs@sahasraelectronics.com),  
[maneesh@sahasraelectronics.com](mailto:maneesh@sahasraelectronics.com)