SEDEMAC

Innovative Controls

November 03, 2026

To,
BSE Limited,
Corporate Relations Department,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400001
Scrip code: 544723

To,
National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (East), Mumbai – 400051
NSE Symbol: SEDEMAC

Dear Sir/Madam,

Sub: Investor Presentation on the financial results for the quarter and half year ended September 30, 2026, business updates and outlook

Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

With reference to the subject, we are enclosing a copy of the presentation associated with the Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2026. The presentation also includes brief updates about the business and the outlook.

You are requested to kindly take note of the same.

Thanking you,

For SEDEMAC Mechatronics Limited

Prasad Rajendra Chavan
Digitally signed by Prasad Rajendra Chavan
Date: 2026.11.03 16:16:30 +05'30'

Prasad Rajendra Chavan
Company Secretary and Compliance Officer
Membership No.: A49921

Encl: As above

SEDEMAC Mechatronics Limited

Innovative Controls

Nov 2026

Investor/Analyst Presentation

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People in Todays Call



Shashikanth Suryanarayanan
Managing Director



Amit Dixit
Joint Managing Director



Rajesh Sheth
Chief Financial Officer



Don Devprakash
Head, IR

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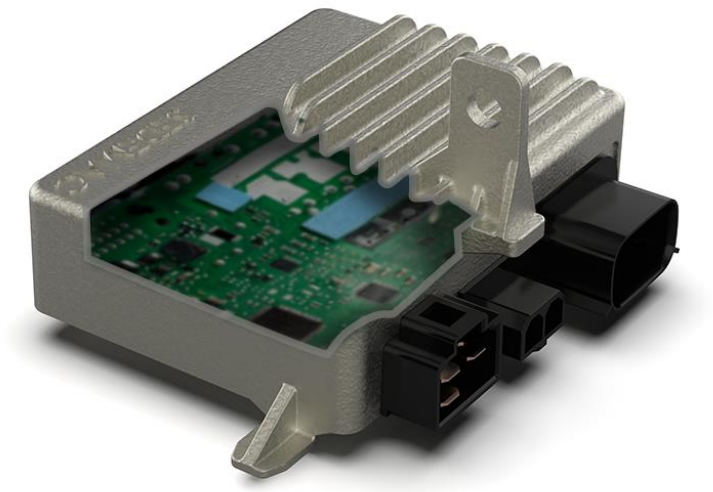
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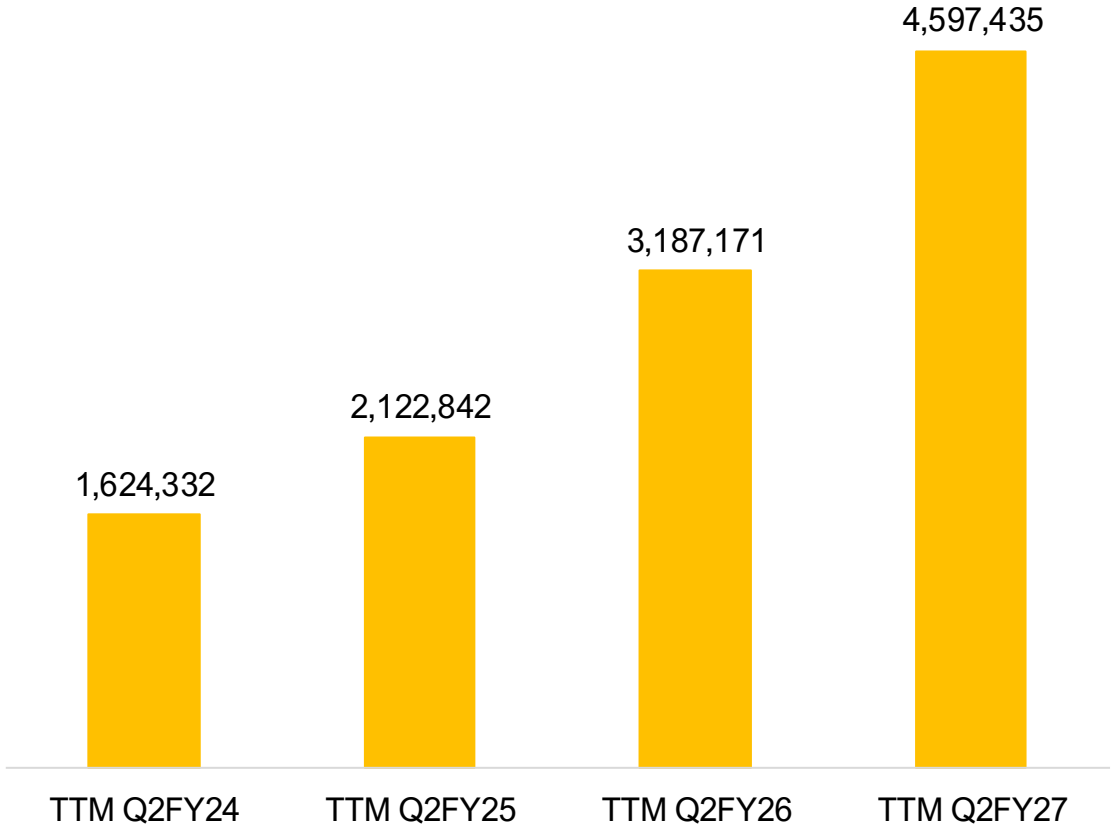
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We design & supply critical, control-intensive Electronic Control Units (ECUs)



>14 million

Control-intensive ECUs sold cumulatively



to major vehicle & industrial OEMs in India, the US and Europe.
Majority of our revenue comes from ECUs incorporating novel control technologies built in-house.

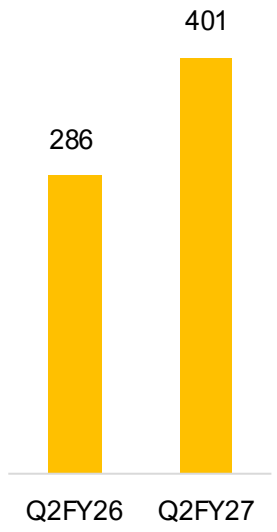
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Q2FY27, H1FY27 Financial Performance

Q2FY27

Revenue from operations

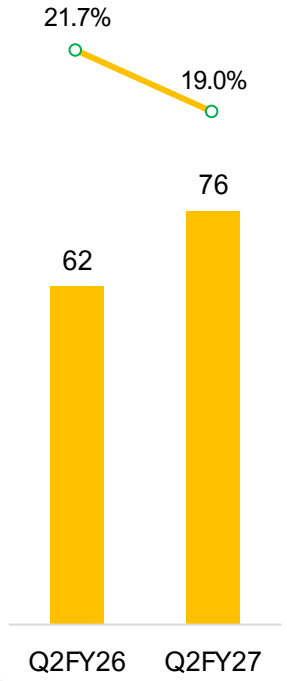
INR 401 Cr



+40% YoY

EBITDA

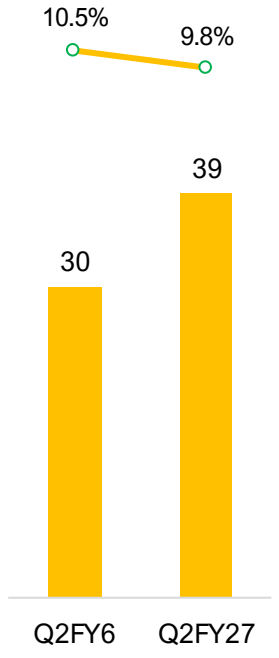
INR 76 Cr



+22% YoY

PAT

INR 39 Cr

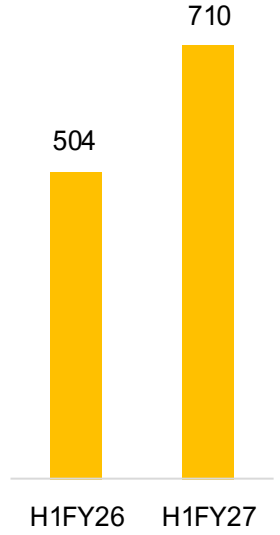


+30% YoY

H1FY27

Revenue from operations

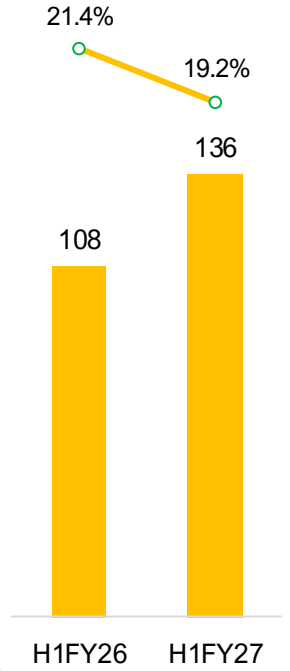
INR 710 Cr



+41% YoY

EBITDA

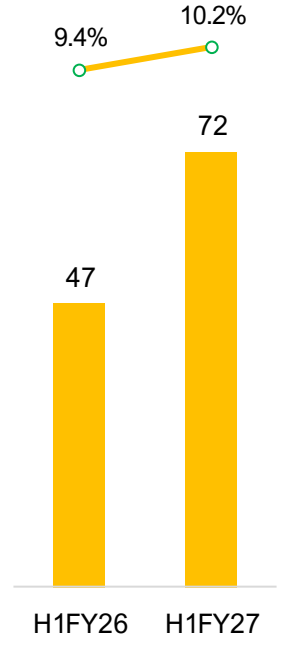
INR 136 Cr



+26% YoY

PAT

INR 72 Cr

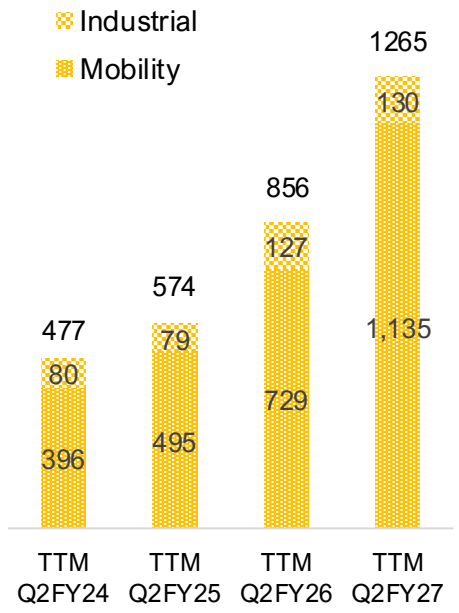


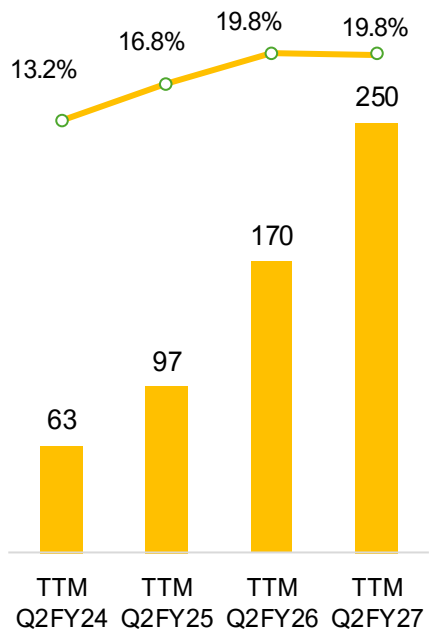
+53% YoY

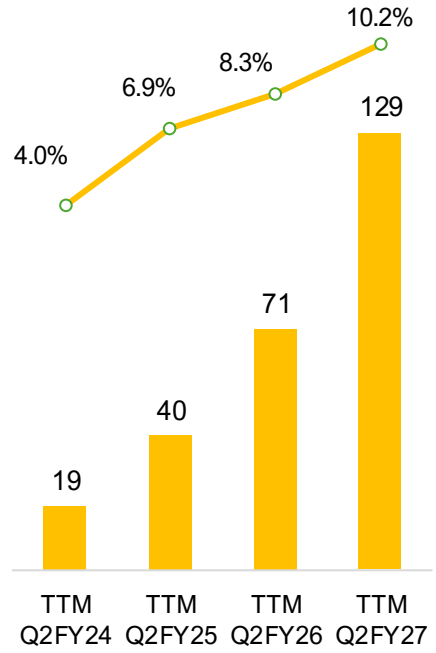
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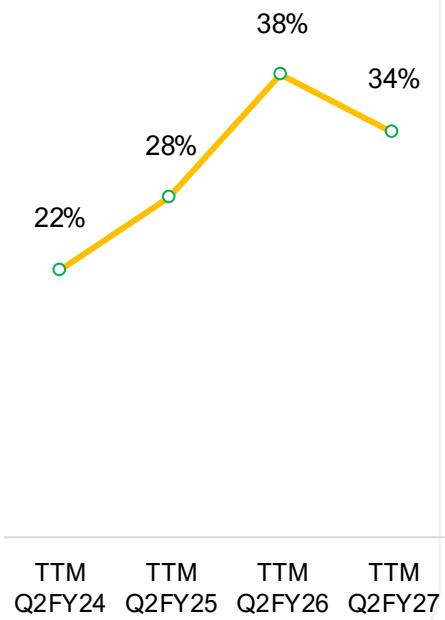
TTM Q2FY27 Financial Performance

	Revenue from operations	EBITDA	PAT	RoCE* %
TTM Q2FY27	INR 1,265 Cr	INR 250 Cr	INR 129 Cr	34%
Growth	+38% 3yr CAGR +48% YoY	+59% 3yr CAGR +47% YoY	+89% 3yr CAGR +82% YoY	+12% 3yr change -4% YoY change









TTM = Trailing Twelve Months, e.g. TTM Q2FY27 = Oct25-Sep26

* RoCE = EBIT/Capital Employed; Capital Employed = (Average) Tangible Networth + Total Debt

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Current Markets	Mobility: Engine-powered and Electric 2/3W	Industrial: Generators

Key Products	 ISG ECU	 EFI ECU	 ISG+EFI ECU	 MCU	 Magneto/ Motor	 Genset Controller	 EFI ECU
Current Stage of our Propositions	Broader Market Adoption	Broader Market Adoption	Early Growth	Early Growth	Initial Introduction	Sustaining Industry Position	Broader Market Adoption

Key updates from H1FY27

ISG ECU for export ICE3W fully ramped up ➔ widespread penetration of SEDEMAC ISG ECU in both domestic and export ICE3W now

E2W MCUs for SoPs in FY26 fully ramped up ➔ % rev from EV in keeping with E2/3W penetration

ISG+EFI ECUs are seeing solid ramp-up. 1 Million shipped in ~ 2 yrs since SoP in Oct 2024.

ISG ECU introduction, ramp-up done on variants of 2 top-10 motorcycle models; **one of them likely to shift to ISG+EFI in FY28**

Biz win for ISG ECU + magneto kit from a European 2/3 wheeler OEM. SoP likely in H1FY28

Weaker 2025 Atlantic hurricane season activity in North America ➔ **Reduced demand for EFI ECUs. Some demand recovery being seen.**

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Markets Under Development	Mobility: Engine-powered CVs, Electric LCVs	Industrial: Power Tools

Key Products				
	ACU	**EFI ECU**	**MCU**	**SLC Technology, MCU**
Current Stage of our Propositions	**Initial Introduction**	**Business Win**	**Initial Introduction**	**Initial Introduction**
Key updates from H1FY27	ACU: SOP pushed to H1FY28 ➔ First SOP for CV market EFI ECU: SOP likely over H1FY28 MCU: SOP likely in H2FY27			SOP for MCU with SLC likely in H1FY28

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Other Updates: New Plants, Hosur/Shoolagiri Land Acquisition

Current Plants: MF1: 40000 sq ft (Main Plant) | MF2: 8000 sq ft



MF3 Chakan, Pune

Pilot production started

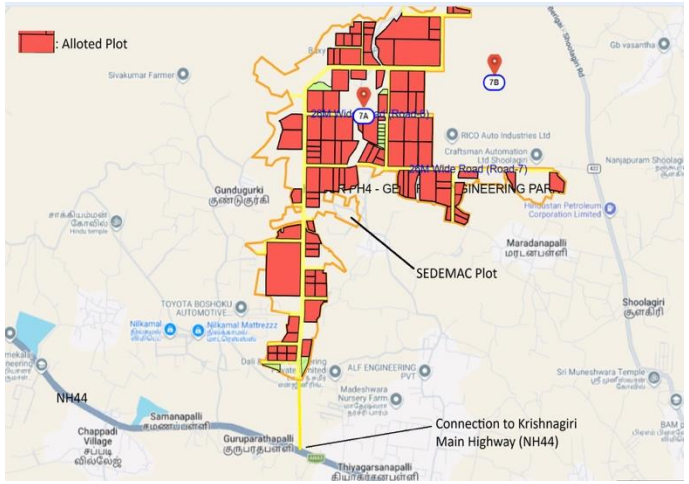
120000 sq ft



MF4 Chakan, Pune

Expected start of shipments of Electric Machines from Q3FY27

9000 sq ft



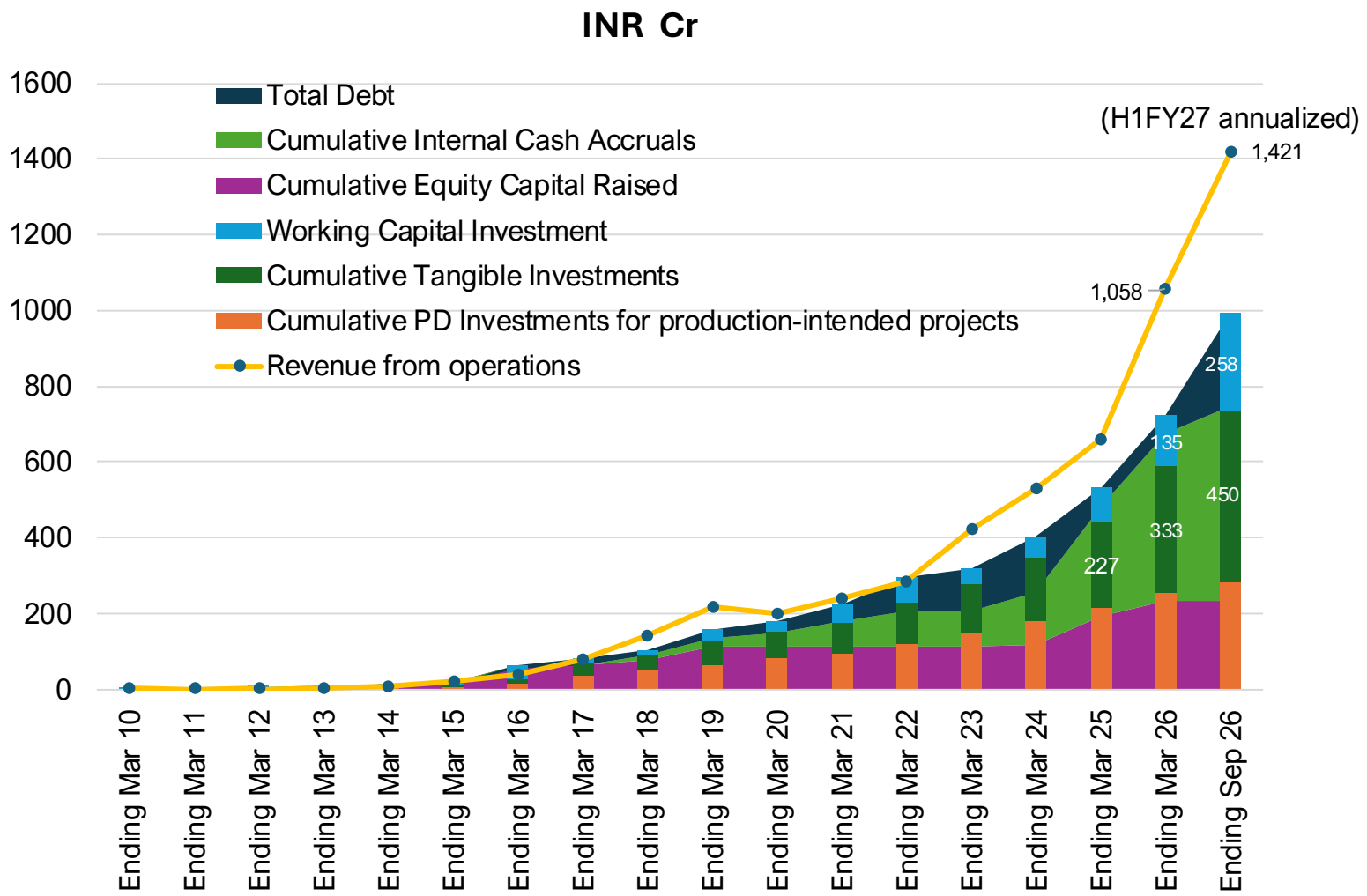
MF5 Shoolagiri, TN (SIPCOT)

Future shipments to customers with plants in South India

~13 acre

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Capex, WC History & How It Has been Funded



H1FY27 Notes

Steep increase in Tangible Capex ← MF3, MF5 infra investments

Steep increase in WC ← Steep increase in revenue, ↑ semi-conductor lead times (global uncertainty, AI) leading to reduced AP days to secure supplies

Placed comfortably to fund capex, WC increases through internal accruals and debt

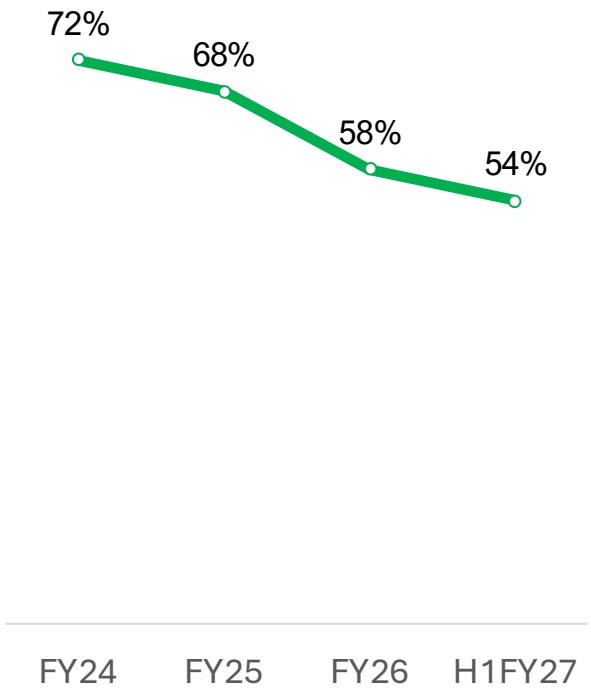
Working Capital Investment = Current Assets – (Current Liabilities excluding short-term borrowings).
Short term borrowings have been considered as a part of Total Debt.

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Key Risks, Commentary

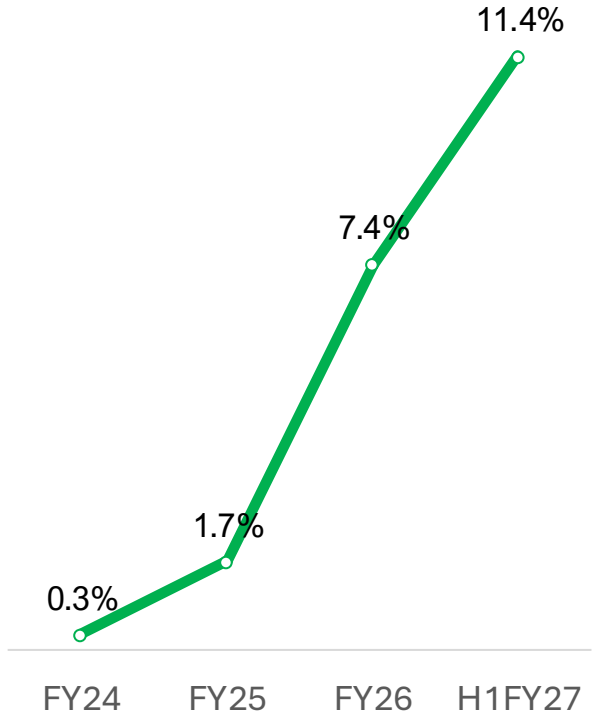
Customer Concentration

% Rev from Biggest Customer minus
(sum of % Rev from Next Four)



2/3W EV Relevance

% Rev from EV products within overall 2/3W rev



R&D Efforts unable to continually yield innovative, significant future propositions

Will never go away

All innovative companies, globally, face this risk.

Our track record, thus far, is good.

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FY27 Outlook (shared in May 2026) – Nov 2026 Comments

Key Growth Drivers

SEDEMAC ISG ECU introduction on variants of 3 popular (top-10 2W) motorcycle models of 3 of top-4 OEMs likely

➔ Wet magneto: SLC technology key
➔ Two launches expected in Q1FY27. For one production, at our end, is already underway.
➔ Third launch expected in Q4FY27
Two launches done

Further **ramp-up of E2W MCUs.** SoP was in Q3FY26.
Full ramp-up done on FY26 SoPs

Ramp-up of ISG ECUs for export 3Ws. SoP was in Q4FY26.
Full ramp-up done

Key Dampeners

Semi-conductor supply chain tightening, commodity price inflation ➔ **Some RM Cost ↑ likely ➔ Mild EBITDA % pressure likely**
Has led to RM cost ↑, EBITDA % ↓ a bit in H1FY27. Higher ↑ in RM cost offset partly by revenue growth ➔ operating leverage

PCB costs ↑↑ but EBITDA % likely to hold for H2FY27 vs H1FY27

Reports of strong El Nino in CY26 ➔ potential negative impact Indian monsoon, US hurricane season ➔ **potential negative impact on India 2W, US home-standby generator markets**
Some negative impact seen in Industrial EFI ECU biz for US home-standby market

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Q&A

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