

# SEDEMAC

Innovative Controls

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May 18, 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, 5<sup>th</sup> 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 financial year ended on March 31, 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 Audited Financial Results (Standalone) of the Company for the quarter and financial year ended March 31, 2026. The presentation also includes business updates and outlook.

You are requested to kindly take note of the same.

Thanking you,

**For SEDEMAC Mechatronics Limited**  
**(Formerly SEDEMAC Mechatronics Private Limited)**

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

Encl: As above

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## **SEDEMAC Mechatronics Limited**

(Formerly SEDEMAC Mechatronics Private Limited)

Registered Office & Technical Center: Survey No. 270/1/A/2, Pallod Farms, Baner Road, Baner, Baner Gaon, Haveli, Pune-411045, Maharashtra, India. Tel: +91 20 6715 7200

Mfg. Facility I: G-1, MIDC, Phase- III, Chakan Industrial Area, Nighoje, Pune 410501, MH, India. Tel: +91 2135 623 200

Mfg. Facility II: Survey No.64/5, Bhide Baug Industrial Estate, Wadgaon Budruk, Pune 411041, MH, India. Tel: +91 20 6750 2200

e-mail: cs@sedemac.com

Website: www.sedemac.com

CIN: U29253PN2007PLC246956

# **SEDEMAC Mechatronics Limited**

## **Innovative Controls**

**May 2026**  
**Investor/Analyst Presentation**

# People in Today's Call

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**Shashikanth Suryanarayanan**  
Managing Director



**Amit Dixit**  
Joint Managing Director



**Rajesh Sheth**  
Chief Financial Officer

# Disclaimer

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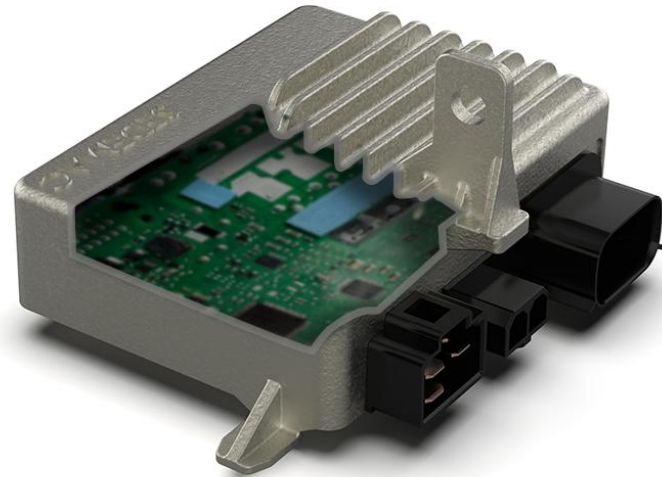
This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. This presentation should not be relied upon as a recommendation or forecast by the Company.

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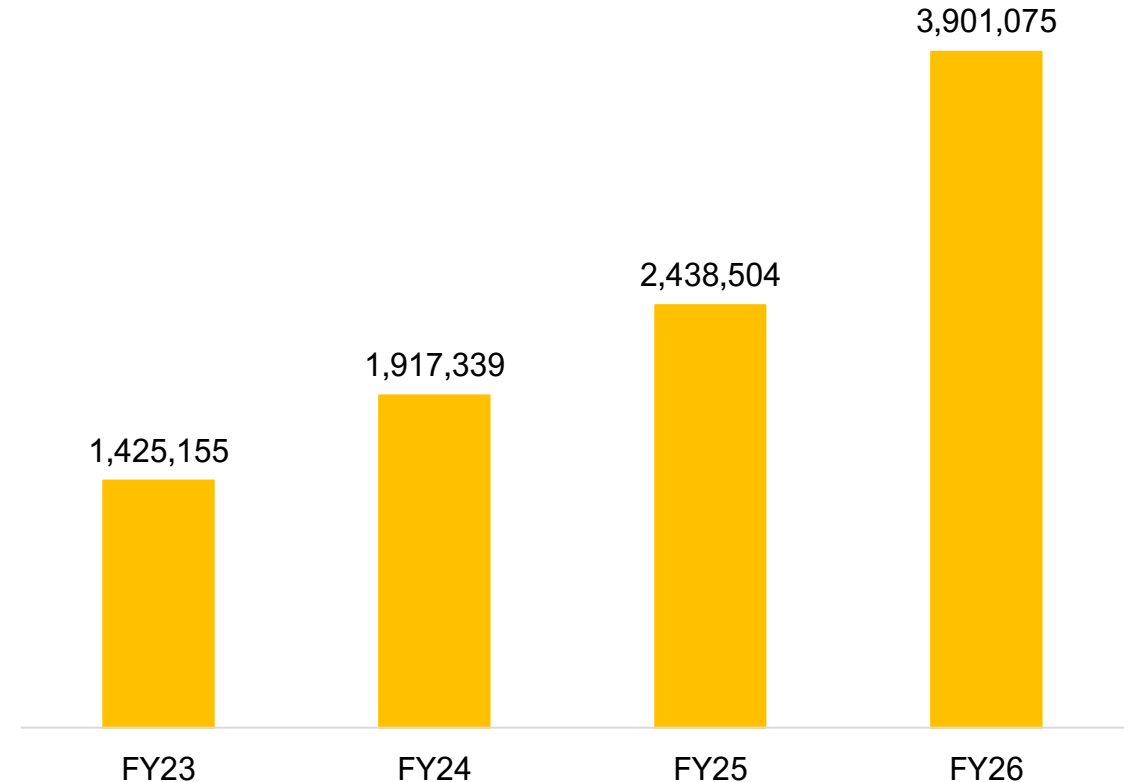
# We design & supply **critical, control-intensive** Electronic Control Units (ECUs)



**>12 million**

Control-intensive ECUs sold cumulatively

## # of Control-Intensive ECUs Sold

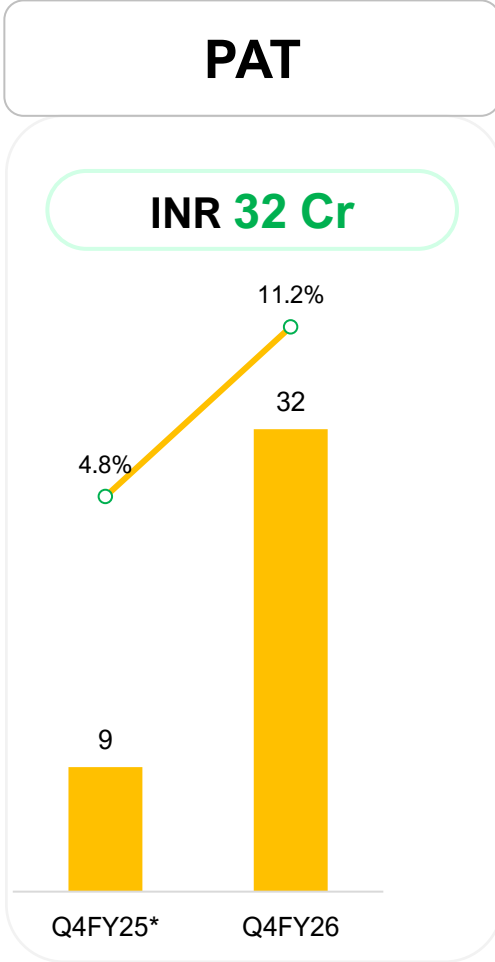
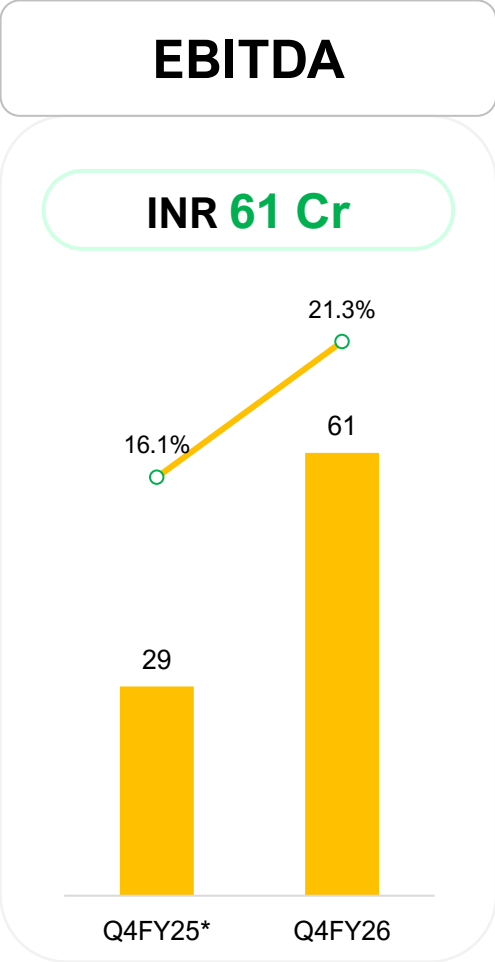
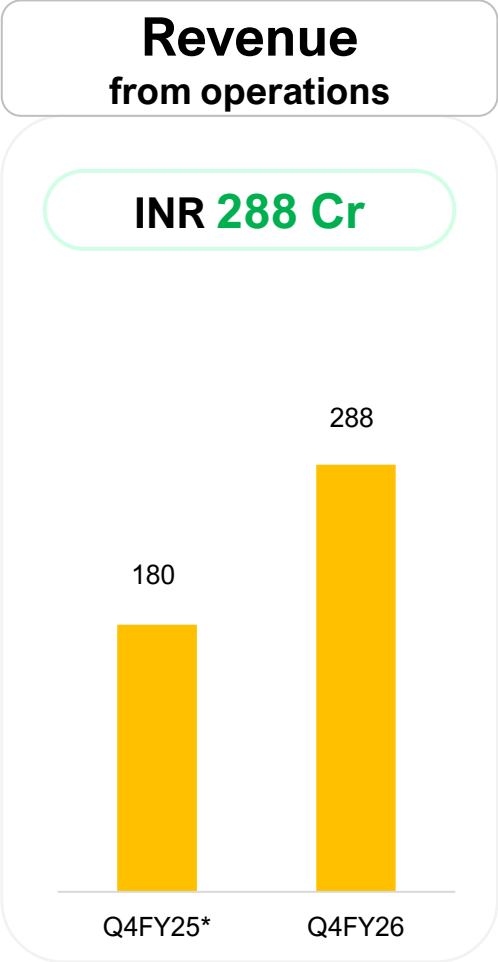


to **major vehicle & industrial OEMs** in India, the US and Europe.

Majority of our revenue comes from ECUs incorporating **novel control technologies built in-house.**

# Q4FY26 Financial Performance

Q4FY26 >



Growth >

**+60% YoY**

**+103% YoY**

**+244% YoY**

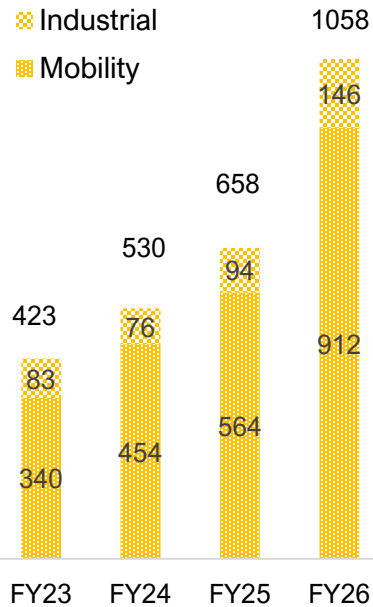
\* Q4FY25 Financials is Unaudited even though the full year FY25 financials was Audited.

# FY26 Financial Performance

FY26 ➔

## Revenue from operations

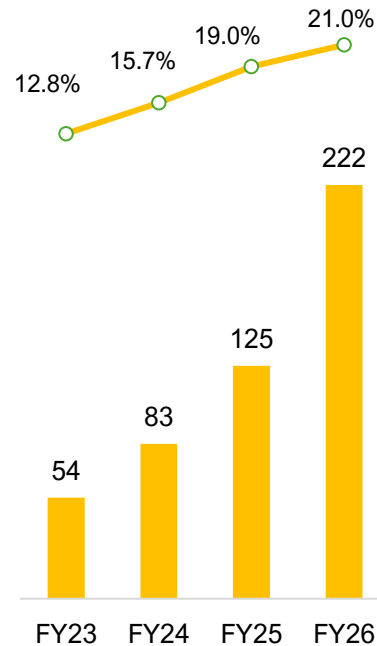
INR 1,058 Cr



**+36% 3yr CAGR**  
**+61% YoY**

## EBITDA

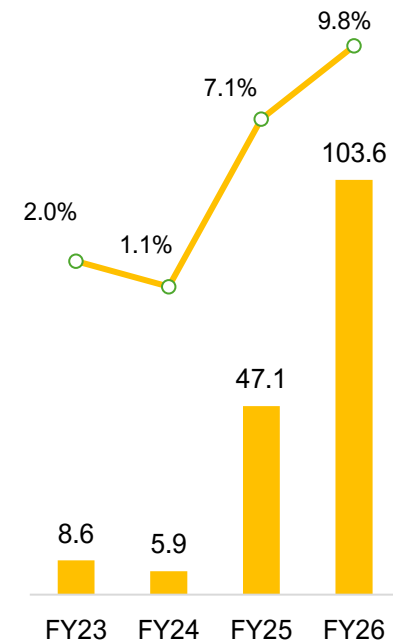
INR 222 Cr



**+60% 3yr CAGR**  
**+78% YoY**

## PAT

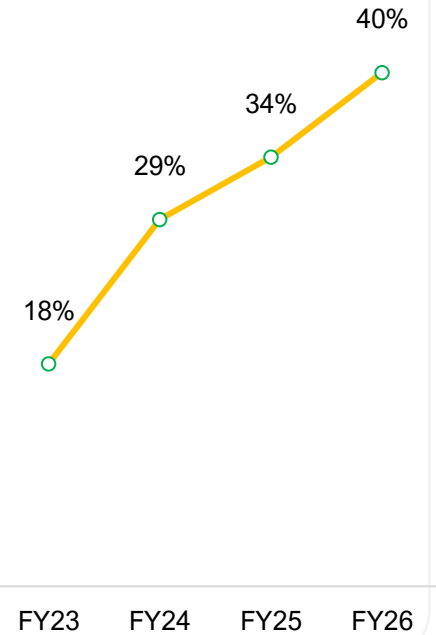
INR 104 Cr



**+125% 3yr CAGR**  
**+119% YoY**

## RoCE\* %

40%



**+22% 3yr change**  
**+6% YoY change**

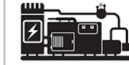
Growth ➔

\* RoCE = EBIT/Capital Employed; Capital Employed = Tangible Network + Total Debt

## 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



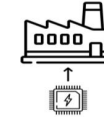
Broader Market Adoption



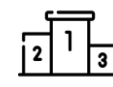
Early Growth



Early Growth



Initial Introduction



Sustaining Industry Position



Broader Market Adoption

### Key updates from FY26

**Ramp up of ISG ECU for ICE3W → Widespread penetration of SEDEMAC ISG ECU in domestic ICE3W now ; export to follow**

**Ramp-up of E3W MCU; SOP, partial ramp-up of E2W MCU → meaningful EV market penetration of SEDEMAC products**

**Significant ramp-up of ISG+EFI ECU → ISG+EFI makes ISG proposition even more compelling**

# of 2/3W with ISG in India: 8.4 million | FY26 vs 5.1 million | FY23

**> 80% of ISG volume growth in FY26 was due to SEDEMAC**

**3 out of the top 4 2W OEMs in India now use our sensorless ISG**

**Market launch, ramp up of EFI ECU for North America genset market**

→ widespread adoption of SEDEMAC EFI ECU by the dominant market leader

**Markets Under Development**



**Mobility: Engine-powered CVs, Electric LCVs**



**Industrial: Power Tools**

**Key Products**



ACU



EFI ECU

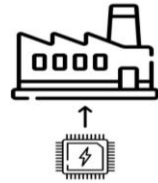


MCU



SLC Technology, MCU

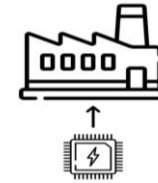
**Current Stage of our Propositions**



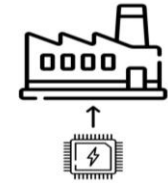
Initial Introduction



Business Win



Initial Introduction



Initial Introduction

**Key updates since RHP**

**ACU: SOP likely in H2FY27** → First SOP for CV market

EFI ECU: SOP likely over the next 4-5Q

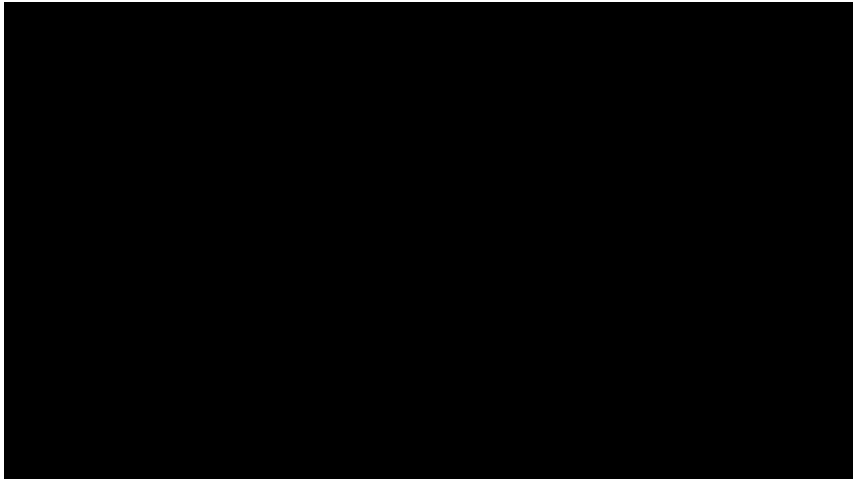
MCU: SOP likely in H2FY27

**First bizwin done with a small but established powertool maker; MCU with SLC**

SOP likely over the next 4-5Q

# Other Updates: New Plants, Hosur/Shoolagiri Land Acquisition

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



## MF3 Chakan, Pune

Expected start of shipments of ECUs from Q2FY27

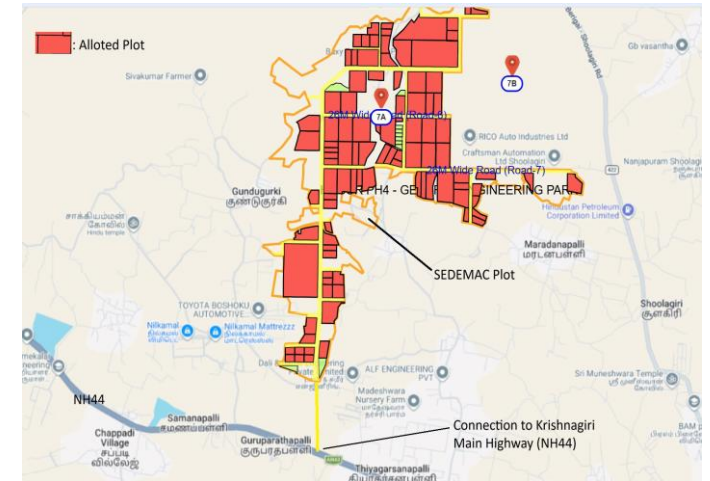
120000 sq ft



## MF4 Chakan, Pune

Expected start of shipments of Electric Machines from Q3FY27

9000 sq ft

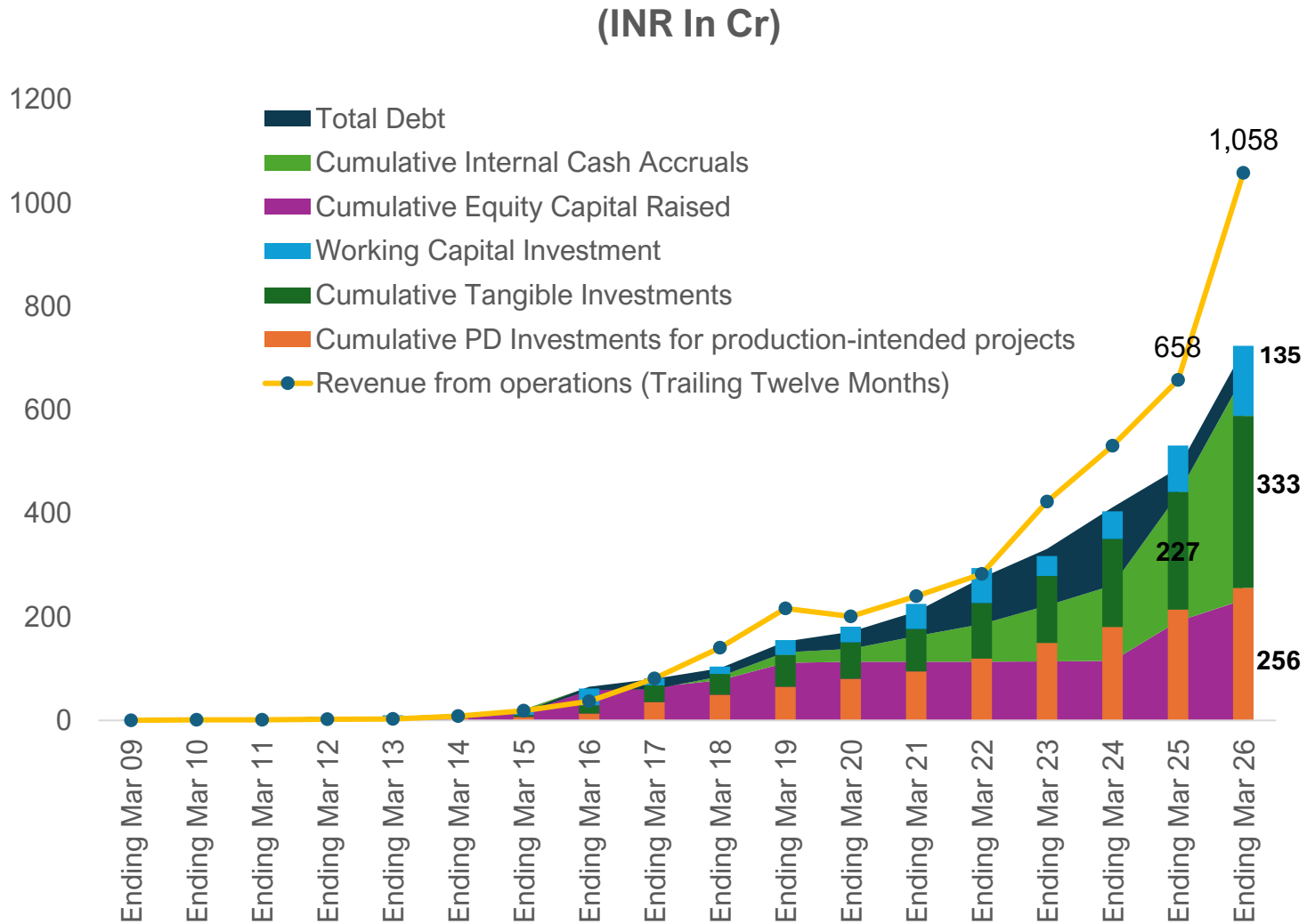


## Shoolagiri Land (SIPCOT)

Future shipments to customers with plants in South India

~13 acre

# Capex, WC History & How It Has been Funded



## Note

Tangible Capex to Revenue Capacity link

Typical Working Capital\* to Revenue Ratio

Comfort on driving much of revenue growth through internal accruals + debt

Heavy product development (PD) investment → Designs of unique products (intangible assets) that propel growth

\* Short term borrowings have been removed from the working capital computation here and have been considered as part of Total Debt

# Summary of Responses: Risk Assessment Survey 2026\*

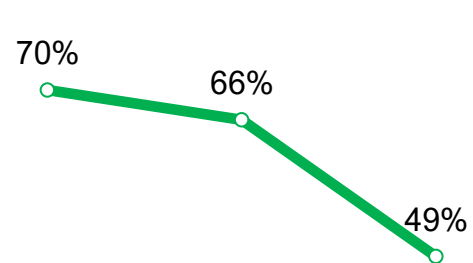
#	Risk	Overall Assessments / Number of Responses				Overall Risk Score
		Low	Medium	High	Have no clue	
1	Significant negative impact due to demand drop from key customer(s)	8	8	3	1	0.37
2	Indian 2/3-wheeler market shrinkage	14	3	1	2	0.14
3	Indian/Global genset market shrinkage	19	1	0	0	0.03
4	Our products for the Indian 2/3-wheeler EV market not seen as compelling	7	7	3	3	0.38
5	Slow down in penetration of ISG	11	8	1	0	0.25
6	Competition making progress leading to erosion of our competitive advantage	10	8	1	1	0.26
7	Our R&D efforts not continually yielding innovative, significant propositions	9	7	3	1	0.34
8	On-time delivery especially under geo-political uncertainty	11	5	2	2	0.25
9	Maintaining quality especially in new product introductions	13	3	3	1	0.24
10	Key talent retention	9	9	1	1	0.29
11	Margin erosion due to commodity price rise driven by global uncertainty	13	6	0	1	0.16
12	IP Infringement claims made on us & oppositions to our patent applications	11	4	1	4	0.19
13	Delays in commissioning of new manufacturing facilities	15	4	0	1	0.11

\* Summary made public on May 11, 2026. Overall Risk Score was computed by assigning 0 to Low, 0.5 to Medium and 1 to High and then taking a weighted average.

# Key Risks, Commentary

## Customer Concentration

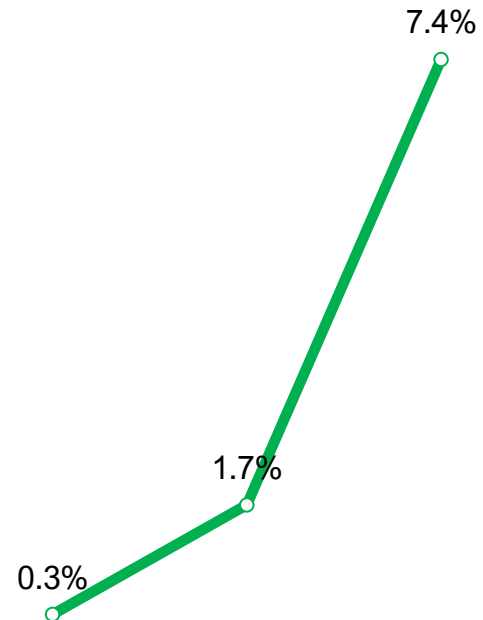
% Rev from Biggest Customer minus  
(sum of % Rev from Next Four)



FY24 FY25 FY26

## 2/3W EV Relevance

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



FY24 FY25 FY26

**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.

# FY27 Outlook

## 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

Further **ramp-up of E2W MCUs**. SoP was in Q3FY26.

**Ramp-up of ISG ECUs for export 3Ws**. SoP was in Q4FY26.

## Key Dampeners

Semi-conductor supply chain tightening, commodity price inflation → **Some RM Cost ↑ likely** → **Mild EBITDA % pressure likely**

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**

# May 2026 Summary

## Very Strong FY26

**Revenue ↑ > 60% YoY**  
now > INR 1000cr

**EBITDA ↑ > 75% YoY**  
now > INR 200cr

**PAT ↑ > 100% YoY**  
now > INR 100cr

**RoCE ↑**  
now > 40%

Few companies with this combo  
{mid-size, sustained growth,  
profitability, capital efficiency}

## FY27 Looking Good

**Continued penetration of our  
sensorless ISG in marquee  
motorcycle / top-10 2W models  
across 3 major OEMs**

**Continued e2W MCU growth**

**Some challenges** but no  
significant negatives visible

## Risk Mitigation Evident

Risk assessment survey  
indicates **highest risk is  
considered low-medium**

**Customer Concentration ↓.**  
Momentum towards further  
mitigation over mid-term.

**2/3W EV Relevance ↑.**  
Momentum towards further  
mitigation over mid-term.

**New plants** to ease capacity  
utilization & provide readiness  
for growth.

# Q&A

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