

Harsha Engineers International Limited

Earnings Presentation – Quarter ended June'26

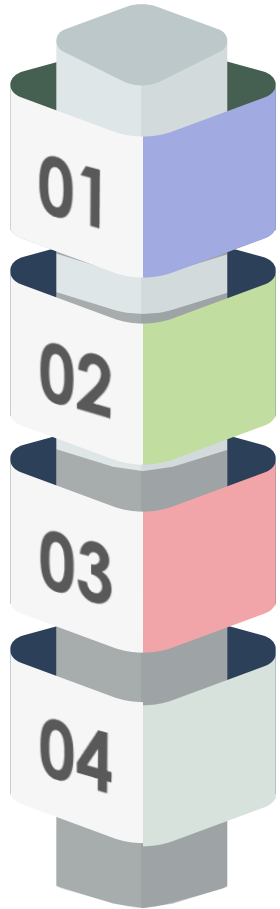


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Quarter and Year End Highlights

Business Update

Summary on use of IPO Proceeds

Company Overview



QUARTER END

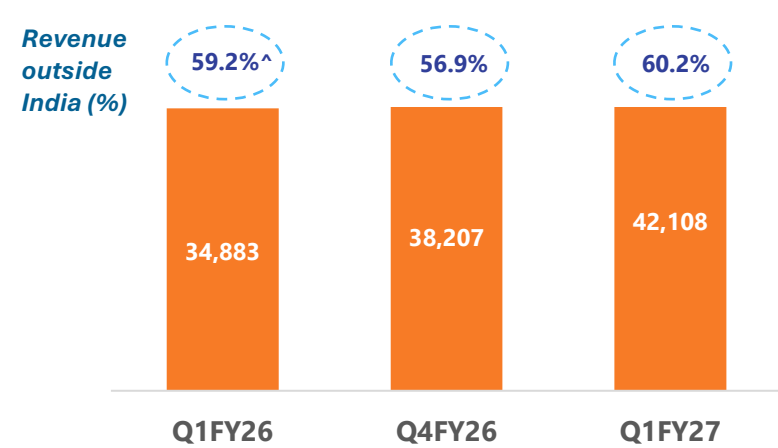
HIGHLIGHTS



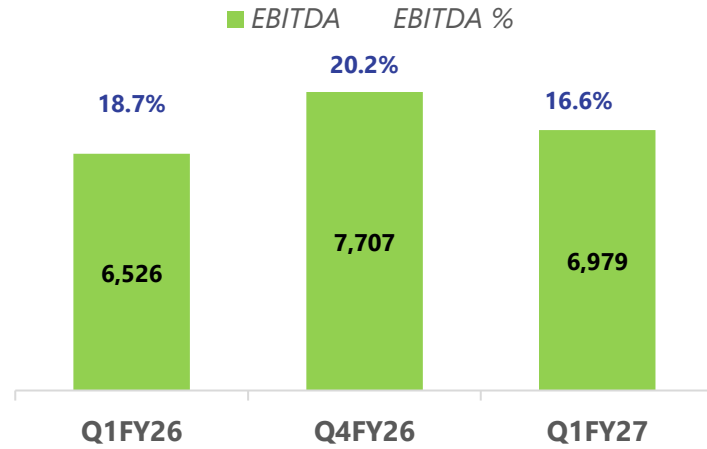
Financial Highlights - QoQ

₹ in Lakhs

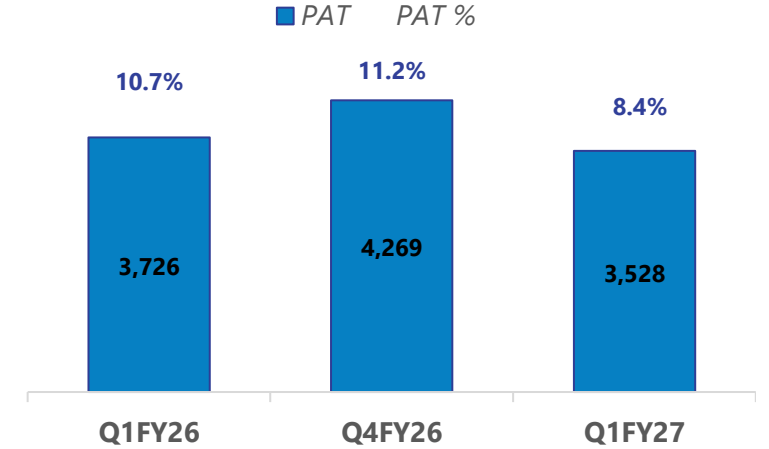
Revenue - Engineering CONSOLIDATED



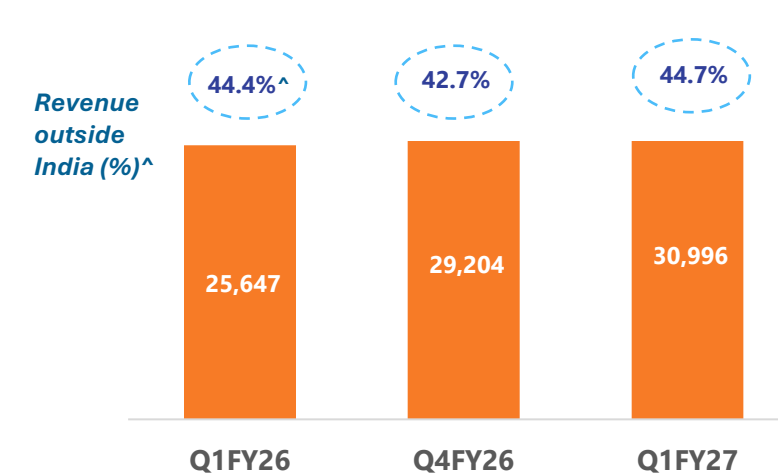
EBITDA - Engineering CONSOLIDATED



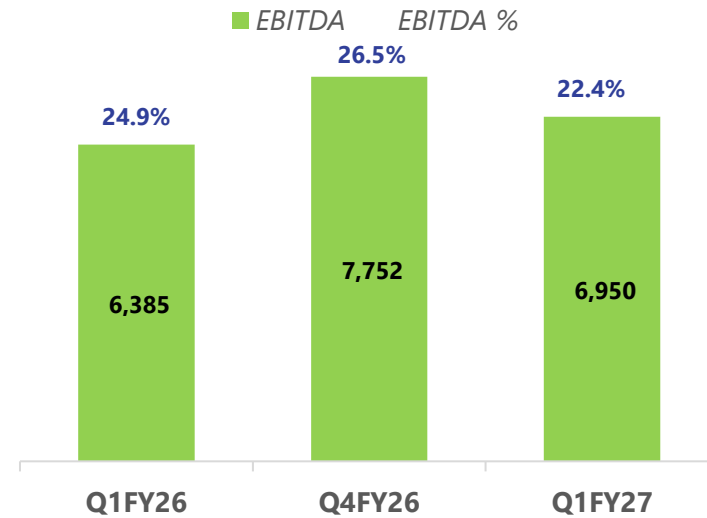
PAT - Engineering CONSOLIDATED



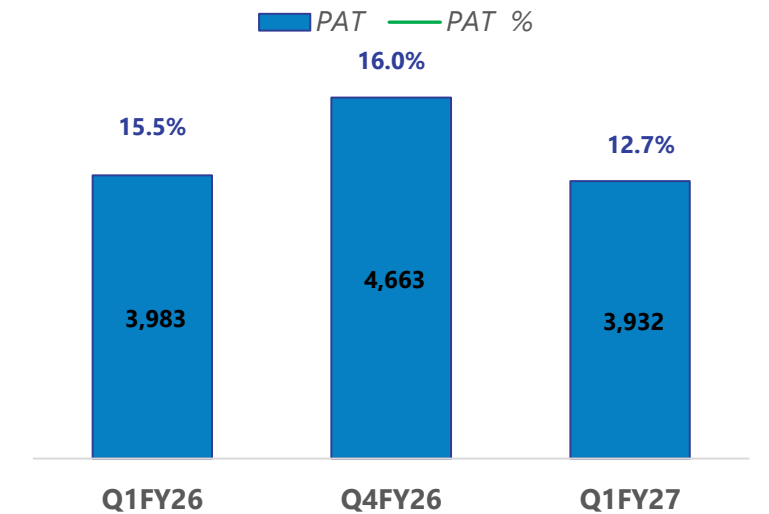
Revenue - Engineering INDIA



EBITDA - Engineering INDIA



PAT - Engineering INDIA



EBITDA = Profit/ (Loss) Before Taxation+ Depreciation and Amortisation + Finance Cost

^ Restated

- The consolidated revenue in Q1 FY 2027 has grown by 25.2% on YOY basis, reflecting continued strong Demand trends in India, as well as improving Demand for Industrials in Key markets of Europe and ROW.
- Our India Engineering business (HEIL + Advantek) has posted a 21% growth in Q1 FY 2027 on YOY basis.
- Compression in EBITDA and PAT margins in Q1 FY 2027 in India Engineering Business is owing to Raw material cost increase by around 6 to 8% during the quarter which will be passed through in subsequent quarters, a Forex loss of around Rs. 4 crores on account of settlement of cash flow hedge of previous quarters and higher cost of indirect materials like oil, packing material etc. by around Rs. 3 crores.
- Our WOS Harsha Advantek has reported revenues of Rs. 30 crores in Q1 FY 2027 showing a 7% growth on a QOQ basis. Advantek has reported a slightly lower EBITDA in Q1 FY 2027 resulting into a PAT loss of Rs. 4.3 crores, but on full year basis Advantek is expected to be PAT Positive.
- Sales of Bushings stood at Rs. 34 crores in Q1 FY 2027 representing 34.7% growth on YOY basis and are on track in achieving over 30% growth over FY 2026.



- Sales of Stampings stood at Rs. 19 crores in Q1 FY 2027 showing a growth of 31% on YOY basis and are on track in achieving over 30% growth over FY 2026.
- Although sales of large size cages stood at Rs. 10 crores in Q1 FY 2027 showing a flattish sale on YOY basis, significant offtake in demand is expected to achieve over 30% growth compared to previous year FY 2026.
- Harsha Romania's continued underperformance with negative EBITDA and PAT in Q1 FY 2027, is offset by continued positive performance of Harsha China resulting into a combined net loss of around Rs. 3.3 crores in Q1 FY 2027. The targeted combined net loss of Foreign Subsidiaries on full year basis is in a lower single digit number as against the combined net loss of around Rs.10 crores in FY 2026.
- The China Brownfield expansion project implementation is on track and is expected to be commissioned as per schedule in Q3 of FY 2028.

Consolidated P & L Statement

(₹ in Lakhs)

Particulars	Q1 FY27	Q4 FY26	Q1FY26	FY25-26
REVENUE :				
Revenue from Operations	45,743	47,391	36,529	1,62,679
Other Income	513	1,045	1,049	3,798
TOTAL REVENUE	46,256	48,436	37,578	1,66,477
<i>Share of Profit of Joint Ventures</i>	3	9	24	53
EXPENSES :				
Cost of Material Consumed	24,238	26,817	19,682	87,584
Change in Inventories of Finished Goods & Work-in-progress	(232)	(1,000)	(1,002)	(2,684)
COGS	24,006	25,817	18,680	84,900
Employee Benefits Expenses	5,915	5,374	5,069	21,500
Other Expenses	9,077	8,859	7,237	32,313
EBITDA	7,261	8,395	6,616	27,817
Margin %	15.9%	17.7%	18.1%	17.1%
Finance Costs	583	580	257	1,626
Depreciation and Amortization Expense	1,378	1,276	1,053	4,666
PROFIT BEFORE TAXATION	5,300	6,539	5,306	21,525
Tax Expenses	1,562	1,816	1,513	6,005
PROFIT AFTER TAXATION	3,738	4,723	3,793	15,520
PAT Margin%	8.2%	10.0%	10.4%	9.5%
Other comprehensive income	648	(234)	(475)	(745)
Total Comprehensive Income	4,386	4,489	3,318	14,775
Basic Earnings per Share - In ₹	4.11	5.19	4.17	17.05
Diluted Earnings per Share-In ₹	4.11	5.19	4.17	17.05

Certain Key Parameters and Break Up

(₹ in Lakhs)

Particulars	Q1 FY27	Q4 FY26	Q1FY26	FY25-26
Revenue from Operations				
- Engineering & Others - Consolidated	42,108	38,207	34,883	1,44,356
- Engineering & Others - India	30,996	29,204	25,647	1,08,816
- Solar - EPC and O & M	3,635	9,184	1,646	18,323
EBITDA				
- Engineering & Others - Consolidated	6,979	7,707	6,526	26,385
- Engineering & Others - India	6,950	7,752	6,385	25,957
- Solar - EPC and O & M	282	688	90	1,432
PAT				
- Engineering & Others - Consolidated	3,528	4,269	3,726	14,513
- Engineering & Others - India	3,932	4,663	3,983	15,515
- Solar - EPC and O & M	210	454	67	1,007
Other Income				
- Interest Income	396	380	232	1,206
- Gain / (Loss) on Exchange Rate Fluctuation	(647)	323	272	882
- Miscellaneous Income	62	75	57	210
- Gain / (Loss) on Sales of Investment in Subsidiary Co. /Associates	-	-	-	-
- Gain / (Loss) on Sale of Investment (Mutual Fund)	70	208	170	2,179
- Gain / (Loss) on Fair value of Investments (measured at FVTPL)	632	59	318	(679)
- Total Other Income	513	1,045	1,049	3,798

Working Capital – Consolidated – Key Parameters

(₹ in Lakhs)

Sr.	Particulars	Q1 FY27	Q1 FY26	FY 25-26
1	Inventories			
a.	Raw Material - Amount	10,422	6,392	8,597
	No. of Days	21	16	19
b.	Semi Finished- Amount	3,385	2,752	3,310
	No. of Days	7	7	7
c.	Finished - Amount	15,346	12,498	14,642
	No. of Days	31	31	33
d.	Stores & Spares and Tooling - Amount	13,396	13,282	12,849
	No. of Days	27	33	29
2	Receivables - Amount	36,899	32,405	37,796
	No. of Days	74	81	85
3	Trade Creditors- Amount	21,052	11,709	19,266
	No. of Days	42	29	43

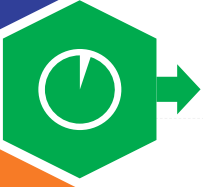


Company Overview

Harsha At A Glance



Largest manufacturer of precision bearing cages in India*



6.5% of the market share in the global organized bearing brass, steel and polyamide cages market^



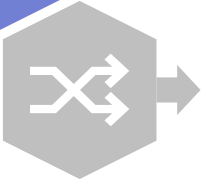
5 strategically located manufacturing facilities with various warehouses at different locations worldwide – supplying products to over 25 countries across 5 continents



Supplies products to each of the top 6 global bearing manufacturers^^



Capability to manufacture bearing cages with diameters between 20mm to 2,000mm with >7,500 products manufactured since incorporation



Diversifying into complex and specialized precision stamped and bushing components



50-60%
of domestic
market share



India



China



Romania

Schaffler AG
JTEKT

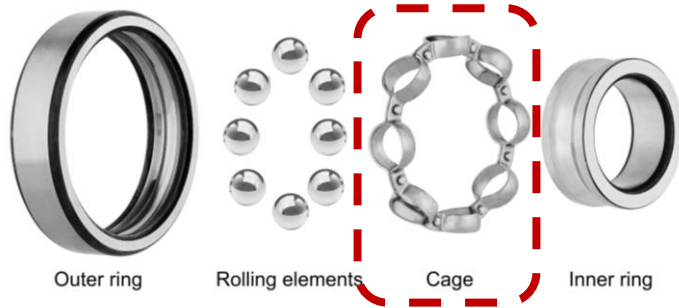
NTN
SKF

NSK
TIMKEN



Bearing cages

Bearing cages form an important component within Bearings



Bearing Cages are critical components requiring **highest lead time, technical & tooling** expertise



Separate rolling elements, reduce friction & heat generated in bearing



Keep the rolling elements evenly spaced optimizing load distribution on the bearing



Cages offer high rigidity, strength



High heat resistant operating conditions



Small portion of total cost of bearing - The global bearing cages is estimated at about 5% of the global bearings market

Comprehensive solution provider offering diversified suite of precision engineering products with diverse applications



- | | | | | |
|------------------------------|--------------------------------|-----------------------------|---------------------------------------|---|
| ✓ Railways | ✓ Crushers | machinery | ✓ Extruders | ✓ Railway Seal |
| ✓ Industrial machines | ✓ Steel mills | ✓ Utilities | ✓ Gearboxes | ✓ AC Compressor Head |
| ✓ Pumps | ✓ Thermal turbines | ✓ White appliances | ✓ Offshore drilling | ✓ Bronze Bushing for Wind Gear Box |
| ✓ Compressors | ✓ Windmills | ✓ Chemical machinery | ✓ Oil rigs | ✓ Chassis Parts |
| ✓ OEMs | ✓ Agricultural machines | ✓ General industries | ✓ Traction motors for railways | ✓ Engine Drive |
| ✓ Engine applications | ✓ Automotive parts | ✓ Blowout preventers | | ✓ Clutch Components |
| | ✓ Chemical | | | ✓ Gear Shifter Assembly Parts |

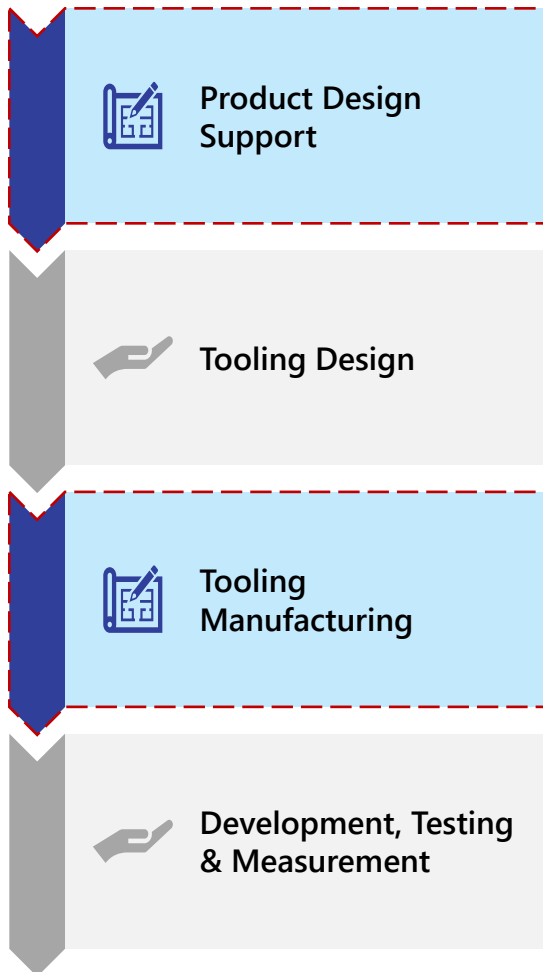


Global bearing companies have **steadily increased outsourcing** manufacture of bearing cages



Given the **complexity of bearing cages production**, customers prefer continuing with **reliable vendors** for a long period for **consistency of quality**

Full-service capabilities under one roof



Tooling Design

- Expertise to design and develop **advance tooling** inhouse which enables HEIL to manufacture **precision products**
- Engaged with customers to in product development process from **design stage**

Tool Manufacturing

- Comprehensive tooling, testing and measurement infrastructure
- **Dedicated tool production facilities** at Changodar have strengthened HEILs ability to meet customer demands

Process Design & automation

- **Decades of experience** – technologically driven manufacturing process enables HEIL to provide solutions in a **cost-effective manner**
- In-house automation has helped to **optimize O&M expenses, reduce production cycle time** and **minimize capex**
- *Indigenously designed vision camera system detects defects that are not possible to detect with naked eye*

Product Development

- Expertise in product development - product development cell and innovation centre





THANK YOU

