

RANE (MADRAS) LIMITED

EARNINGS PRESENTATION

A horizontal bar composed of five colored segments: blue, teal, green, light green, and yellow.

Q1 FY'26



Company Overview



Rane (Madras) Limited – At a Glance

Trusted supplier for safety and critical
auto components

₹3,421 cr *Total Revenue

with 26% from International markets

8% CAGR over last 10 years

*FY25



- State-of-the-art R&D centers and test facilities.
- TQM way of working



Market leader serving a variety of
industry segments



Passenger
Vehicles



Commercial
Vehicles



Tractors



Two Wheelers



Off-Highway
Vehicles

Best-in-class manufacturing
facilities

17 Manufacturing Plants

- 16 in India
- 1 in Mexico

Serves in **30+ countries**



Rane (Madras) Limited – Businesses



Steering & Linkages Business

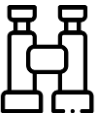
Manual Steering Gears, Suspension Components, Steering Linkages, Hydraulic Products

Brake Components Business



Brake Linings, Disc Pads, Railways Brake Blocks, Clutch Facings, Commercial Vehicle Brake Pads, Sintered Brake Pads

Engine Components Business



Engine Valves, Valve Guides, Mechanical Tappets



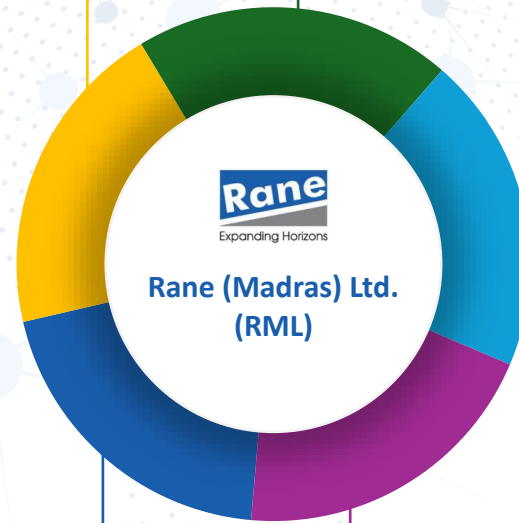
Light Metal Castings Business

Hydraulic Pinion Housings, Pump Housings, EPAS – Pinion & Outboard Housings, Brake Housing, Timing-Case Cover, Engine Oil Sump, Gear Case, Transmission Housing

Aftermarket Products



Steering and Suspension Products, Engine and Cooling System Products, Brake Products, Transmission Products, Fluids





Steering and Suspension Systems



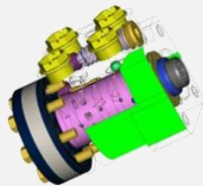
Manual Steering Gears



Suspension Components



Steering Linkages



Hydraulic Products



Brake Components



Brake Linings



Disc Pads



Railways Brake Blocks



Clutch Facings



Commercial Vehicle Brake Pads



Sintered Brake Pads



Engine Components



Engine Valves



Valve Guides



Mechanical Tappets



Light Metal Castings Components



Hydraulic Pinion Housings



Pump Housings



EPAS – Pinion & Outboard Housings



Brake Housing



Timing-Case Cover



Engine Oil Sump



Gear Case



Transmission Housing

Aftermarket Products

STEERING AND SUSPENSION PRODUCTS

STEERING COLUMN & I-SHAFT ASSY INNER & OUTER BALL JOINTS POWER STEERING ASSEMBLY GEAR PUMP POWER STEERING PUMP GEAR SHOCK ABSORBERS STRUT MOUNT



BALL JOINTS CYLINDER ASSY RESERVOIR CONTROL ARMS RACK & PINION STEERING ASSY STEERING GEAR TIE ROD ENDS



STABILIZER LINK SUSPENSION BUSH KIT HYDRO STATIC UNIT ENGINE MOUNTING CENTRE LINK ASSY TIE ROD ASSY DRAG LINK ASSY



BRAKE PRODUCTS

4W DISC PADS BRAKE ROTOR 2W DISC PADS BRAKE DISCS BRAKE LINING BRAKE SHOE



TRANSMISSION PRODUCTS

CLUTCH COVER ASSY FLY WHEEL CLUTCH BUTTON CLUTCH FACING CLUTCH PLATES CENTRE JOINT BEARING KING PIN UJ CROSS



FLUIDS

COOLANTS ENGINE OIL POWER STEERING FLUID BRAKE FLUID



ENGINE AND COOLING SYSTEM PRODUCTS

WATER PUMP OIL PUMP VALVES TAPPETS GUIDES PISTON 2W STEM SEALS

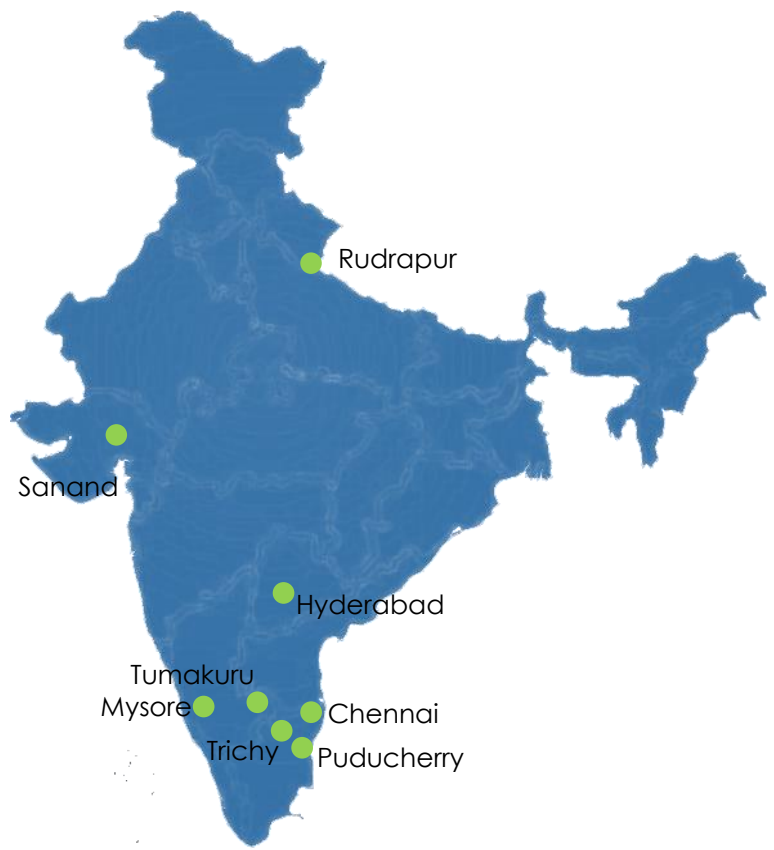


Manufacturing Locations & Global Reach



- Customer Locations
- Manufacturing Locations
- Sales Offices

30+	Serve customers in 30+ countries	17	Manufacturing locations across India & Mexico
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Customer Base

Passenger Vehicle



Commercial Vehicle



Farm Tractor



2W / 3W



Other Applications



INDIA





INTERNATIONAL



Quarterly Highlights



Industry Highlights (Q1 FY26)

Industry Performance Review	 Passenger Vehicle	 Commercial Vehicle	 Farm Tractor	 2-wheeler
Industry Growth YoY in %	3%	3%	13%	1%
Company Growth YoY in % (India OEM)	9%	0%	9%	-1%
Revenue Split (India OEM)*	56%	19%	13%	8%
	<ul style="list-style-type: none"> Higher growth than the industry driven by higher growth on served models 	<ul style="list-style-type: none"> Performance is slightly lower than industry due to growth in the unavailable market 	<ul style="list-style-type: none"> Performance is better than industry due to growth in served models 	<ul style="list-style-type: none"> Lower performance is due to lower offtake on the spares volume of brake components

* Other segments such as Rail, Defence, Stationary Engines and 3-Wheeler contribute around 4%

Market Commentary

- The PV segment sustained the growth momentum in Q1 FY26, led by increased sales in the MUV segment and a strong export performance. However, passenger cars experienced a substantial decline, indicating a notable shift in consumer preferences.
- The CV segment witnessed growth supported by seasonal recovery and improved financing conditions, while the MHCV segment saw an uptick driven by fleet replacements, regulatory changes and pre-buying ahead of mandatory air-conditioned cabin implementation.
- The FT segment recorded strong growth in Q1 FY26, reflecting a revival in rural sentiment, early monsoon progress in key agricultural belts.
- The 2W segment saw muted growth, impacted by OEM inventory corrections and decline in demand for entry-level commuter bikes.

Key Financial Highlights Q1 FY26

Consolidated Revenue

Rs 884.4 Cr

▲ 7.4% YoY

EBITDA

Rs 78.5 Cr

▲ 10.9% YoY

EBITDA Margin

8.9%

▲ 29 bps YoY

PAT

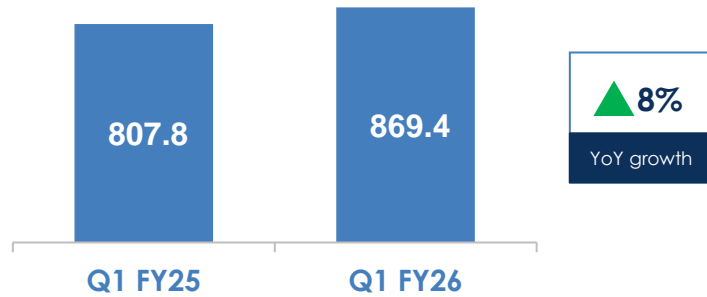
Rs 18.5 Cr[^]

▲ 26.7% YoY

[^]includes exceptional item of Rs. 1.01 crores towards voluntary retirement expenditure.

Sales Overview (Q1 FY26)

Net Sales (Rs cr.)

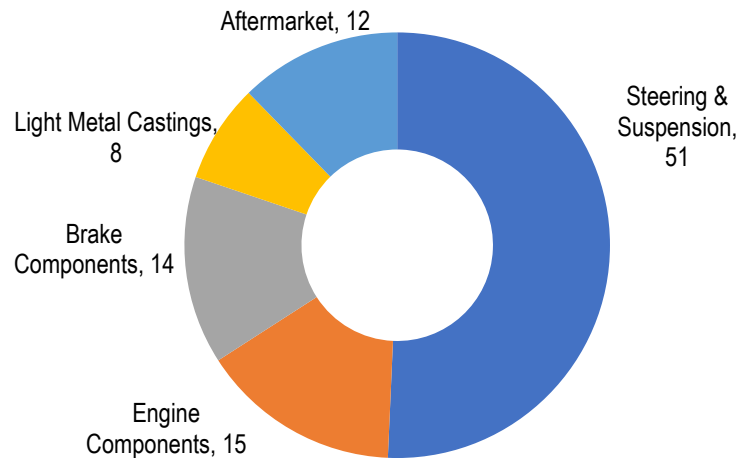


› Net sales increased from Rs. 807.8 Cr in Q1 FY25 to Rs. 869.4 Cr in Q1 FY26

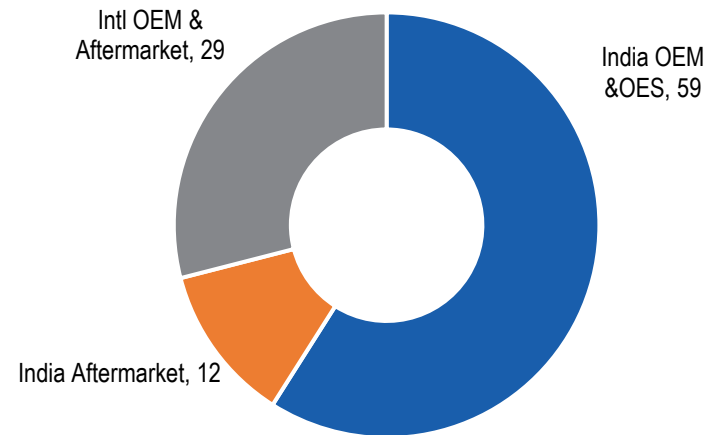
- Sales to Domestic OE customers grew by 7% mainly due to higher offtake in the passenger vehicle and farm tractor segment.
- Sales to International customers increased by 15% supported by strong offtake of steering products.
- Sales to Indian Aftermarket customers declined by 2%.

RML Sales (Q1 FY26)

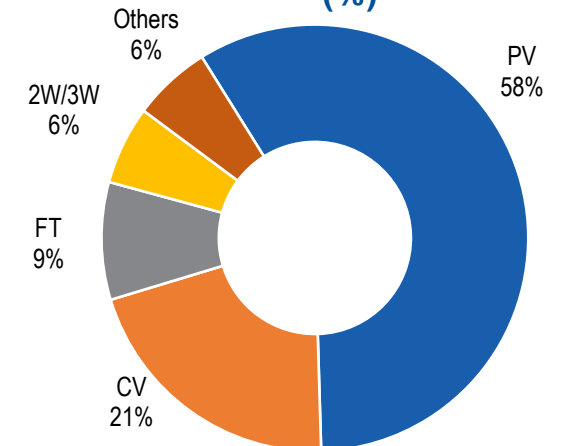
BY PRODUCTS (%)



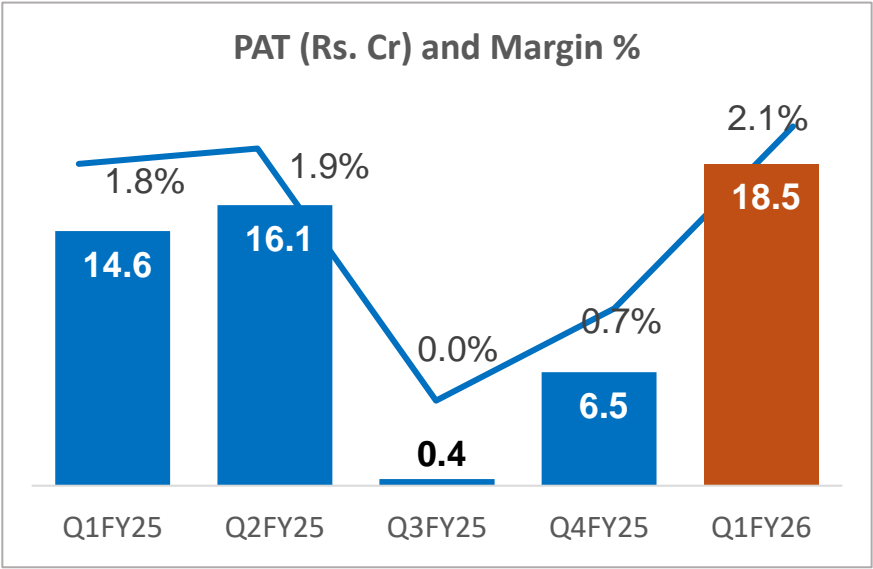
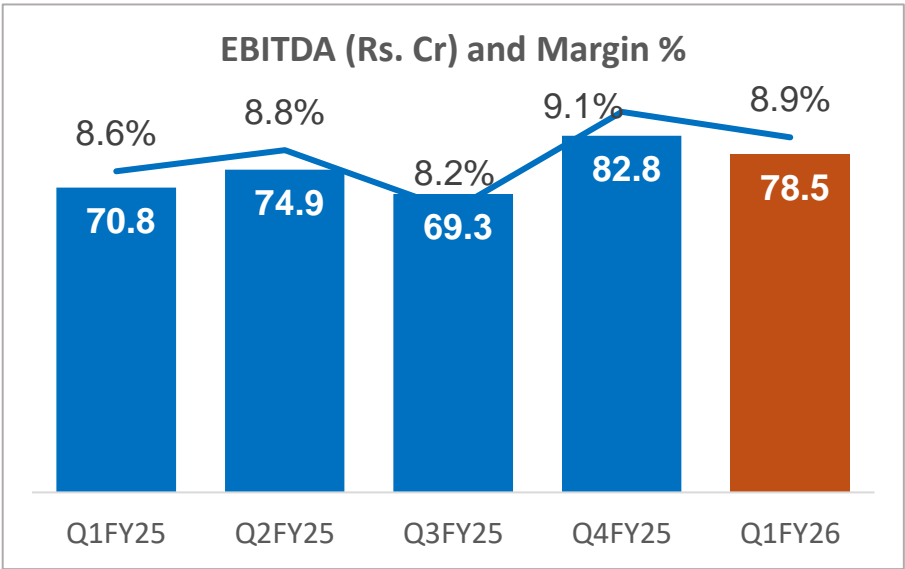
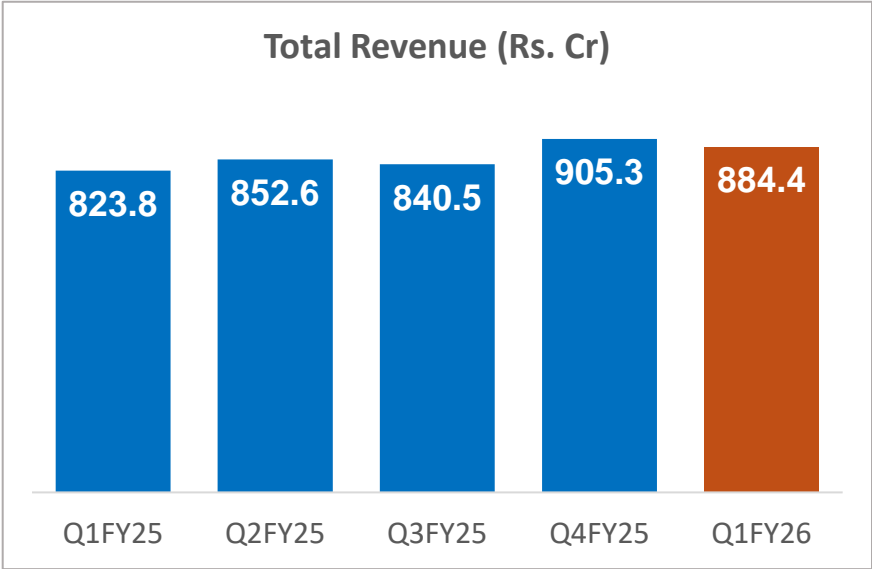
BY MARKET (%)



BY VEHICLE SEGMENT (%)



Quarterly Financial Performance



Business Review

Businesses

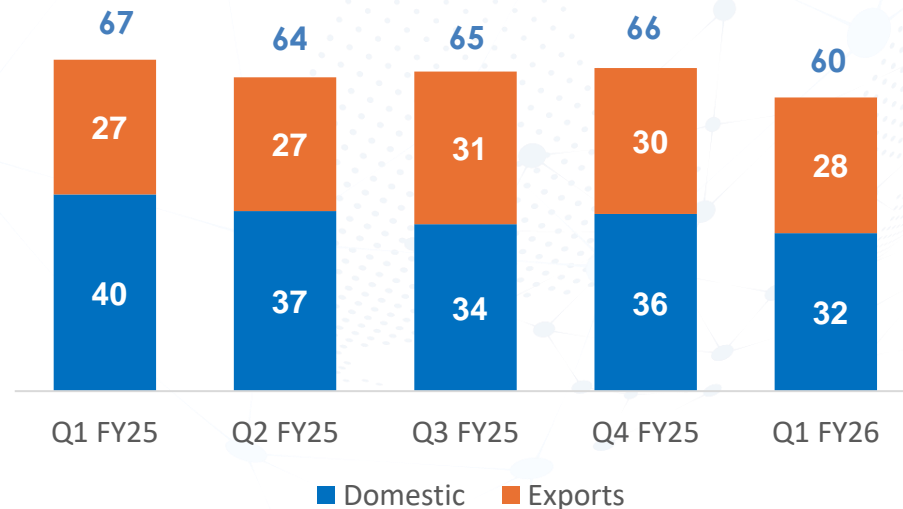
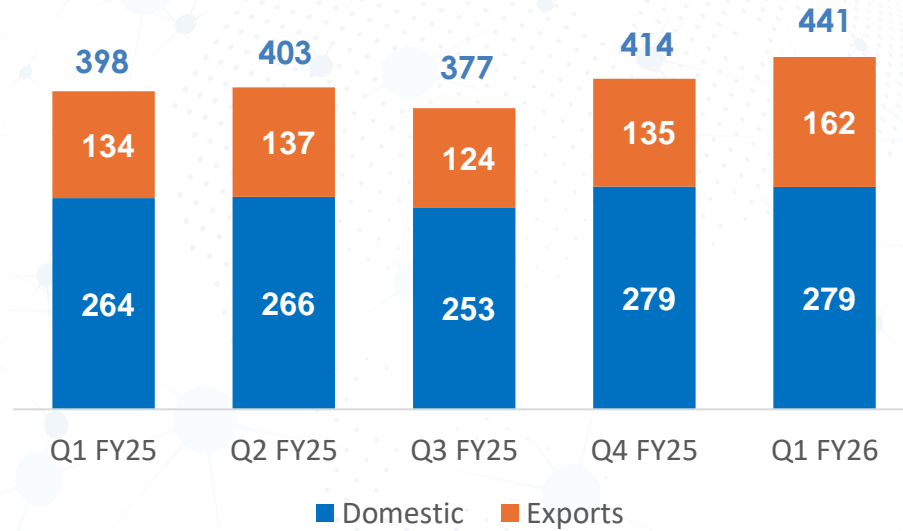
Steering & Linkages Business



Light Metal Casting Business



Sales (Rs crores)



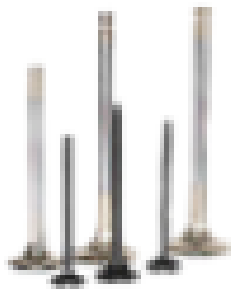
Key updates

- Won Rs. 280 Cr order from various customers (incl. Rs. 170 Cr from international customers).
- Received Best Supplier Award from Volvo for its Zero Defect Initiatives
- Mysuru plant received CII Greenco Platinum Rating.
- Won orders worth Rs. 25 Cr from domestic and international customers.

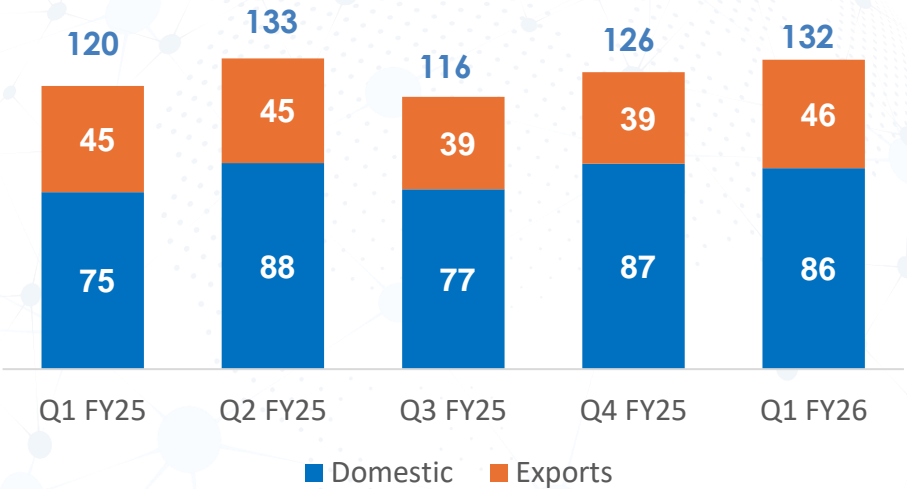
Business Review

Businesses

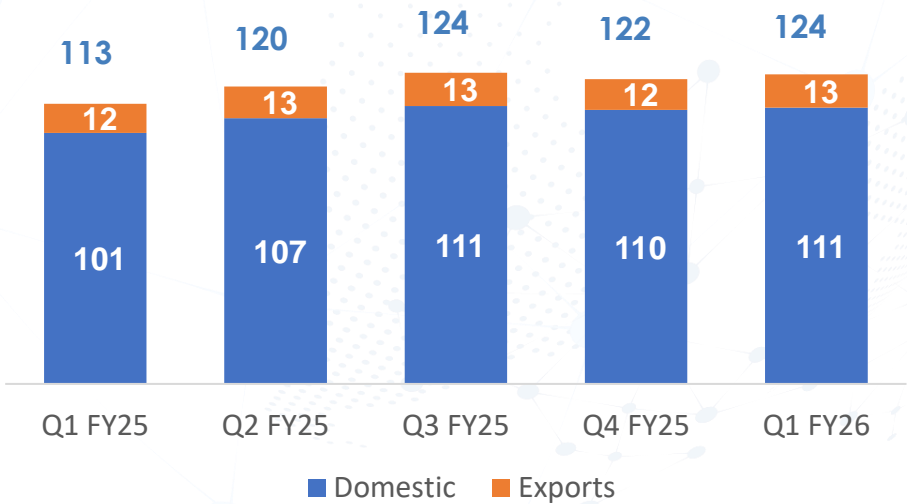
Engine Components Business



Sales (Rs crores)



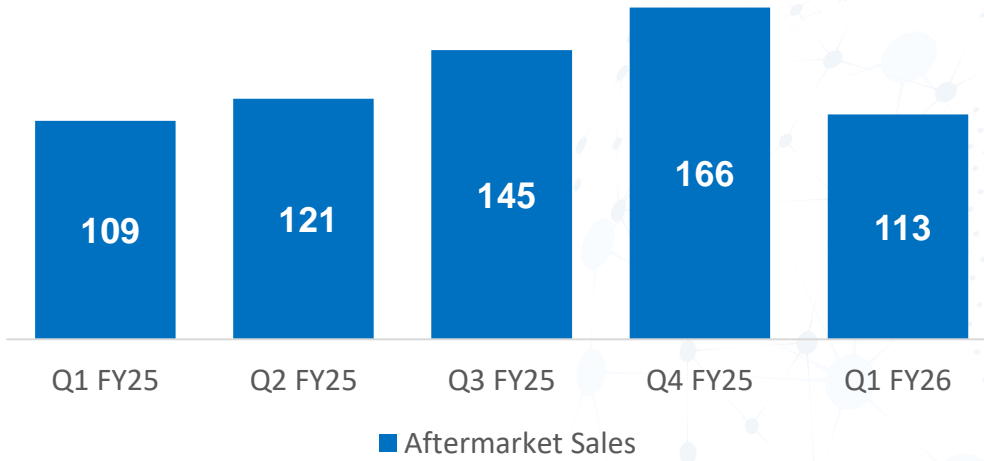
Brake Components Business



Key updates

- Won Rs. 3 Cr order from International customer.
- Received an award from Toyota for Zero Defect Supplies in 2024.
- Received Partners in Progress Award from Ashok Leyland in recognition of contribution to the successful volume ramp-up of one of their models.
- Won Rs. 25 Cr order from various customers (incl. Rs. 2.5 Cr from international customer).
- Trichy facility rated under Platinum Category in the Voluntary Green Rating assessment initiated by Tamil Nādu Pollution Control Board.
- Chennai & Puducherry facilities honored with Silver Awards at the CII EHS Excellence Awards 2024.

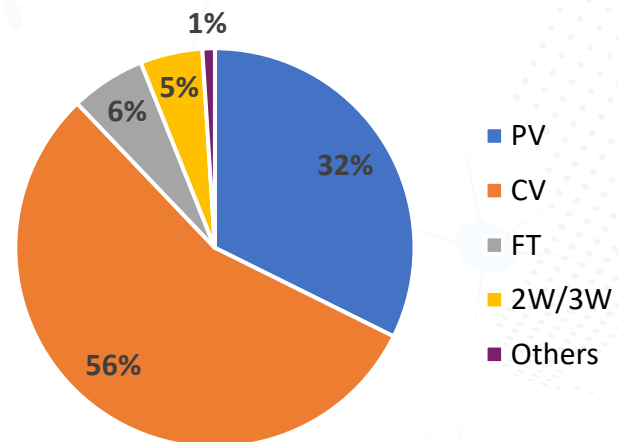
Aftermarket Product Business



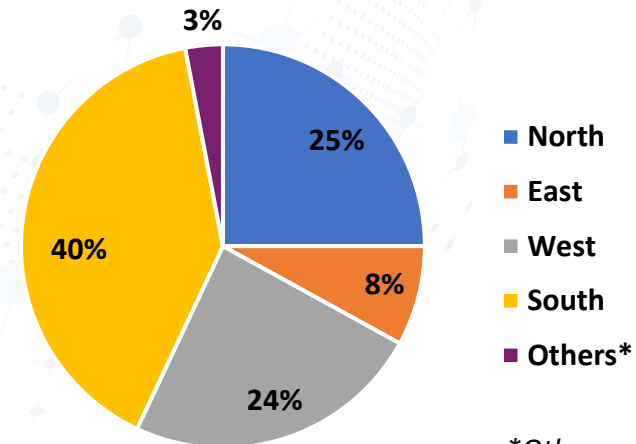
- 7,594+ Total SKUs
- 24+ SKUs newly added in Q1 FY'26

Aftermarket Product Sales (Q1 FY26)

Vehicle segment %



Geographical %



*Others represent STU

THANK YOU



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Glossary of Abbreviations

Abbreviation	Expansion	Abbreviation	Expansion	Abbreviation	Expansion
bps	Basis point, 100 bps equal to 1%	Ltd	Limited	RML	Rane (Madras) Limited
CAGR	Compounded Annual Growth Rate	MHCV	Medium & Heavy Commercial Vehicle	SKU	Stock Keeping Unit
CII	Confederation of Indian Industry	MUV	Multi-Utility Vehicle	STU	State Transport Undertaking
		OE	Original Equipment	TQM	Total Quality Management
Cr	Crores	OEM	Original Equipment Manufacturer	UJ Cross	Universal Joint Cross
CV	Commercial Vehicle	OES	Original Equipment Supplier	UV	Utility Vehicle
EBITDA	Earnings Before Interest, Taxes, Depreciation, and Amortization	PAT	Profit After Tax	YoY	Year-on-Year
EHS	Environmental, Health, and Safety	PC	Passenger Car	2W/3W/4W	Two Wheeler/Three Wheeler/Four Wheeler
EPAS	Electric Power Assisted Steering	PV	Passenger vehicle		
FT	Farm Tractors	R&D	Research and development		
FY	Financial Year	ROCE	Return on Capital Employed		
Intl	International				



This presentation may contain certain forward looking statements concerning Rane's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, government policies and action with respect to investments, fiscal deficits, regulations etc., interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statement become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

