

# RANE (MADRAS) LIMITED

## EARNINGS PRESENTATION



Q1 FY'27



# Company Overview



# Rane (Madras) Limited – At a Glance

Trusted supplier for safety and critical  
auto components

**₹3,879 cr** \*Total Revenue  
(~USD 440Mn)



with 27% from International markets

9% CAGR over last 10 years

\*FY26

- 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

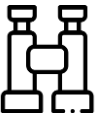
Manual Steering Gears, Suspension Components, Steering Linkages, Hydraulic Products

## 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



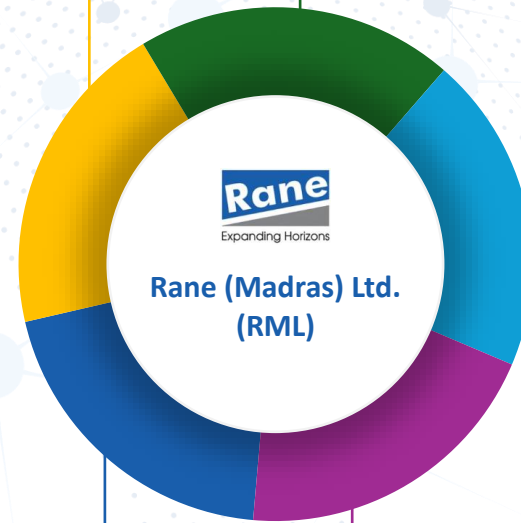
## Light Metal Castings Business

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



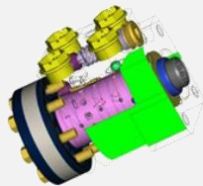
Manual Steering Gears



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



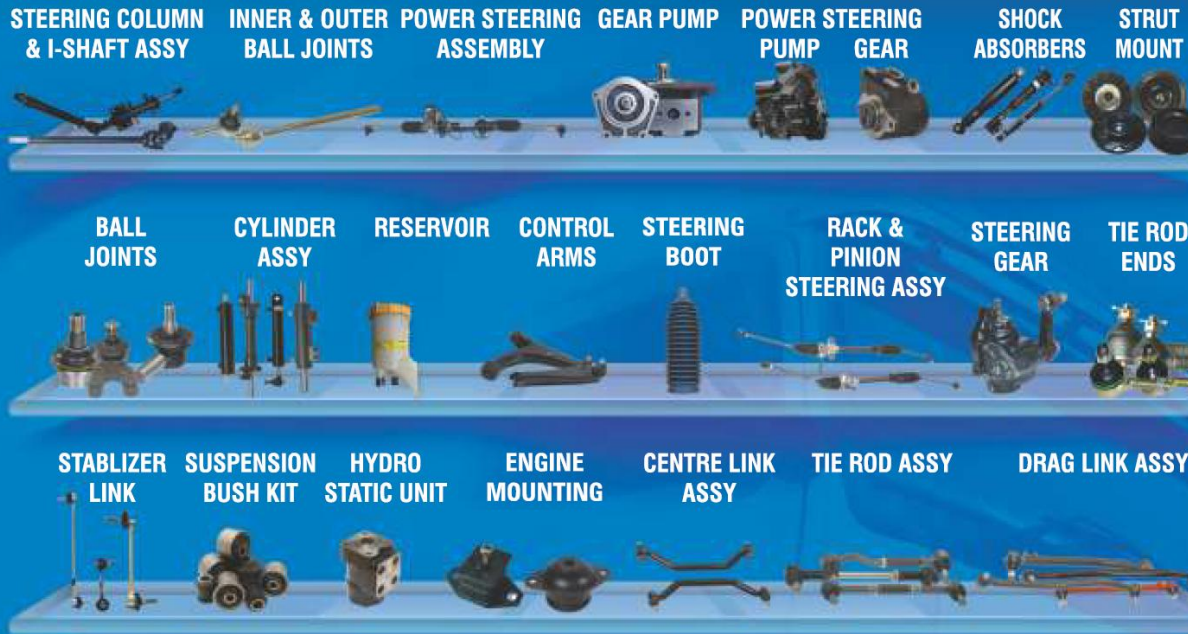
Gear Case



Transmission Housing

## Aftermarket Products

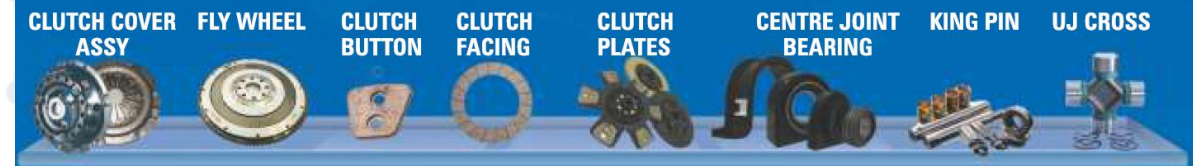
### STEERING AND SUSPENSION PRODUCTS



### BRAKE PRODUCTS



### TRANSMISSION PRODUCTS



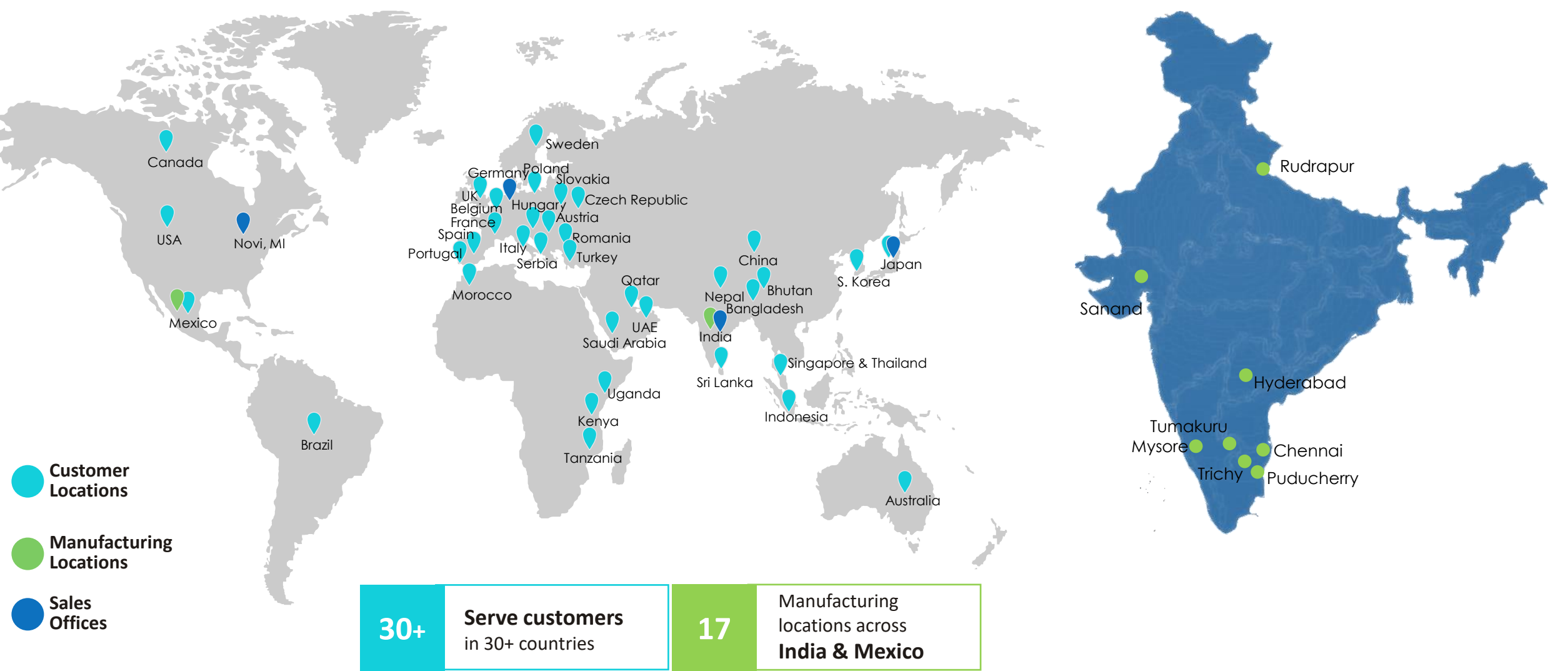
### FLUIDS



### ENGINE AND COOLING SYSTEM PRODUCTS



# Manufacturing Locations & Global Reach



# Major Customer Base

## Passenger Vehicle



## Commercial Vehicle



## Farm Tractor



## 2W / 3W



## Other Applications



INDIA

INTERNATIONAL



# Sustainability Highlights



## Water Conservation

**40%** of water consumption met through recycled water



## Energy Conservation

**30.34 lakhs units** of power saved in FY26



## Renewable Energy Usage

**48% of power demand** met by Renewable Energy in FY26



## Waste Management

**23% reduction in landfill waste** achieved in FY26

## Recognition in Sustainability Excellence



**2 Fossil Fuel-Free Products Developed**



**4 Facilities are Greenco certified Facilities**



**Silver certified Green Building**

# Quarterly Highlights



# Acquisition of Friction Business of Hindustan Composites Limited (HCL)

*Integration with RML's Brake Components Business*

## TRANSACTION SNAPSHOT

**Enterprise Value**  
**Rs. 370 Crores**

**HCL's Friction Business**  
**Revenue (FY26)**  
**Rs. 315 Crores**

**HCL's Friction Business**  
**PBT (FY26)**  
**Rs. 40 Crores**

## STRATEGIC RATIONALE



### Unrivalled Platform Scale

- Strengthens RML's leadership across friction segments
- Complements the CV-OE and Rail business
- Creates India's Leading Friction Solution Platform



### Scale and Synergy

- Expands manufacturing footprint with two plants in Maharashtra
- Strengthens distribution and R&D capabilities
- Provides manufacturing and sourcing synergies

**The acquisition creates a ₹1,000+ crore combined friction business and will be EPS accretive from the year one onwards**

# Awards and Accolades



RML – BCD received the Award for Outstanding Support in Supply Chain Resilience from the ZF Group



RML – SLD received GreenCo Champion Award for successful implementation of the GreenCo Rating System across multiple locations



RML – SLD Puducherry, has been awarded the GreenCo Platinum Rating



RML - ECD Trichy, has been awarded the Zero PPM Award in recognition of its outstanding achievement in delivering zero-defect supplies to TIEI



RML – ECD Aziz Nagar, received the Bronze Award at the CII National EHS Excellence Awards 2025 for their commitment to excellence in EHS practices.

# Key Financial Highlights Q1 FY27

Consolidated Revenue

**Rs 1,050.6 Cr**

▲ 18.8% YoY

EBITDA

**Rs 95.8 Cr**

▲ 22.0% YoY

EBITDA Margin

**9.1%**

▲ 24 bps YoY

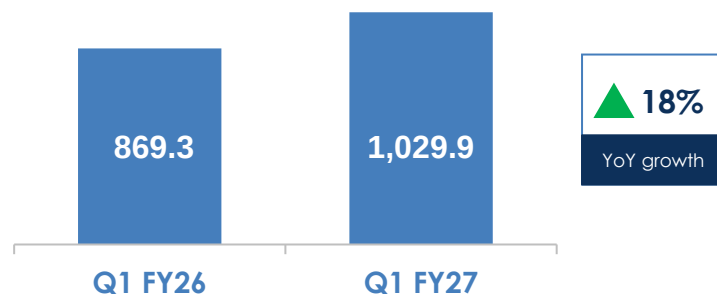
PAT

**Rs 30.1 Cr**

▲ 62.5% YoY

# Sales Overview (Q1 FY27)

## Net Sales (Rs cr.)

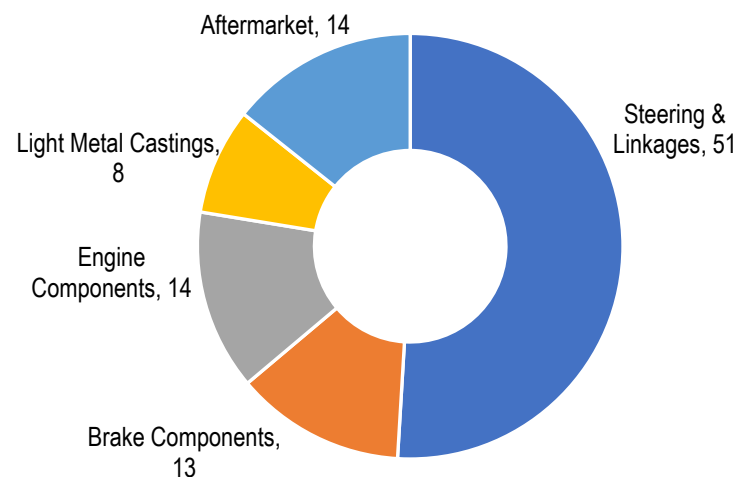


› **Net sales increased from Rs. 869.3 Cr in Q1 FY26 to Rs. 1,029.9 Cr in Q1 FY27**

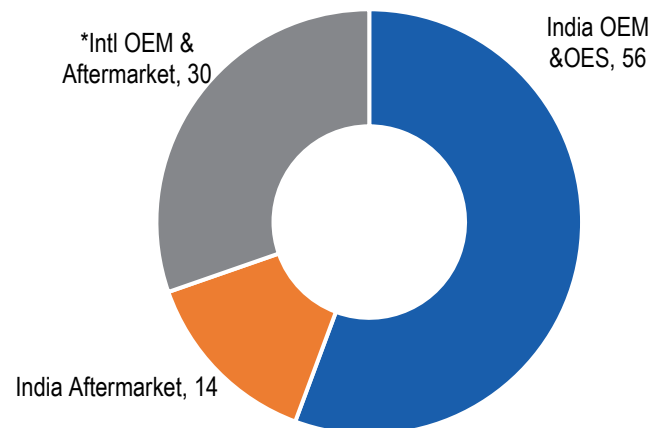
- Sales to Domestic OE customers grew by 13% mainly due to higher offtake in the passenger vehicle and farm tractor segment.
- Sales to International customers increased by 24% supported by strong offtake of steering products.
- Sales to Indian Aftermarket customers increased by 28%.

## RML Sales (Q1 FY27)

### BY BUSINESS (%)

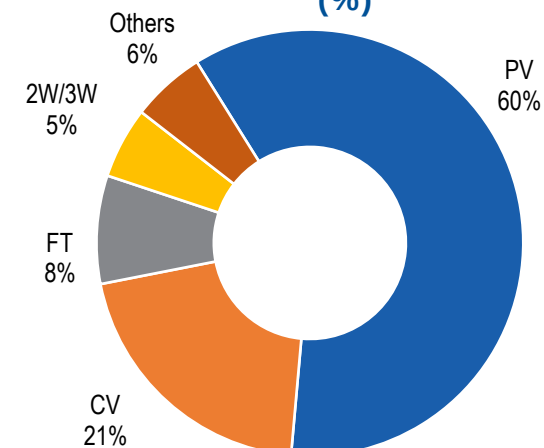


### BY MARKET (%)

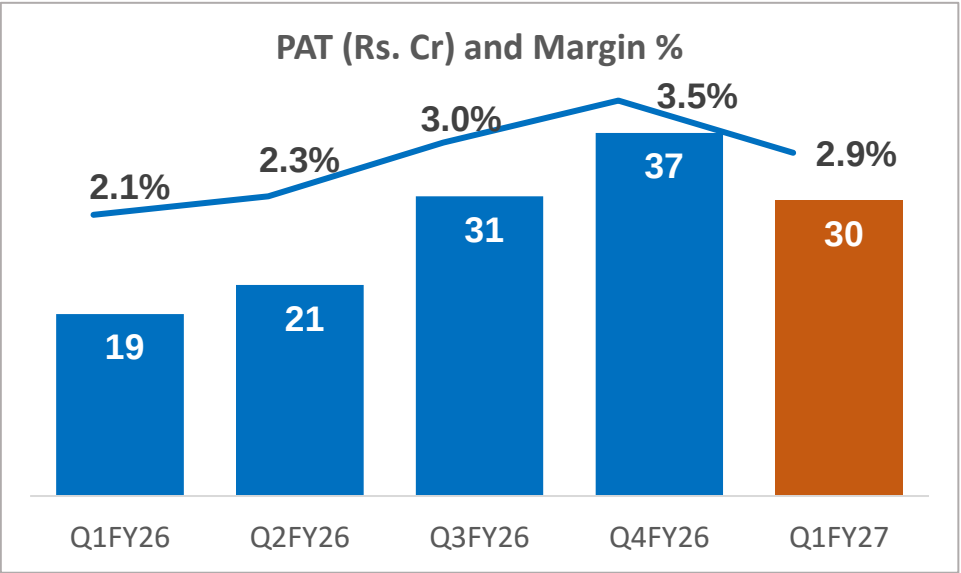
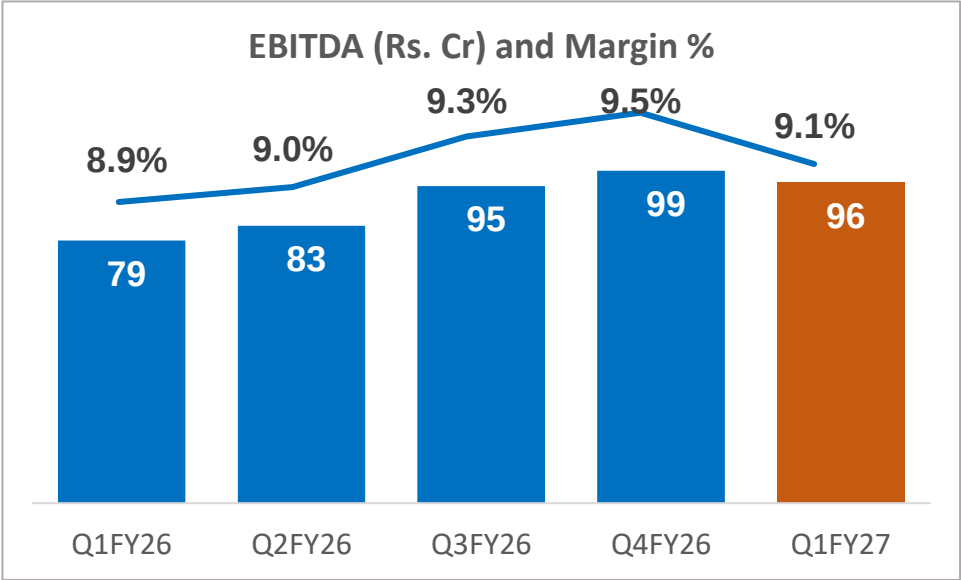
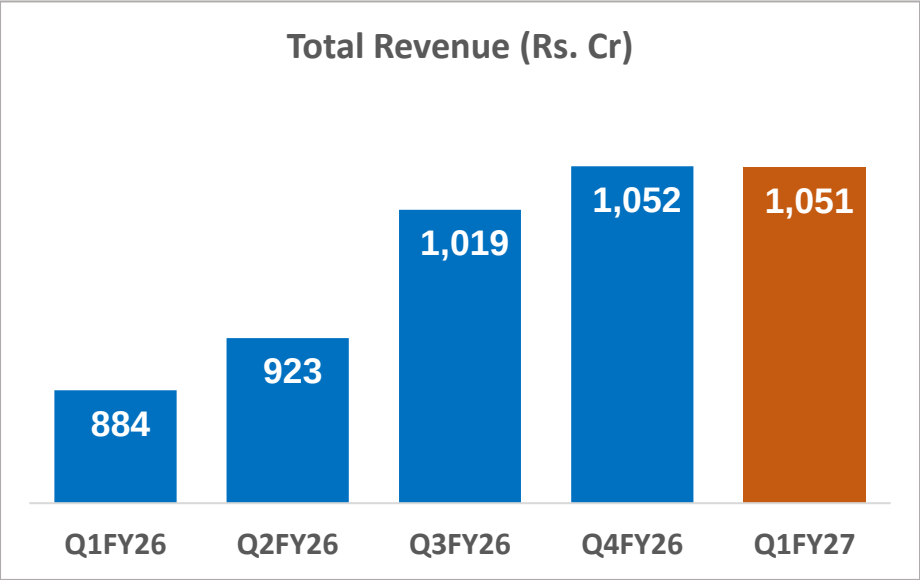


*\*Includes deemed exports which accounted for ~35% of Intl OEM & Aftermarket*

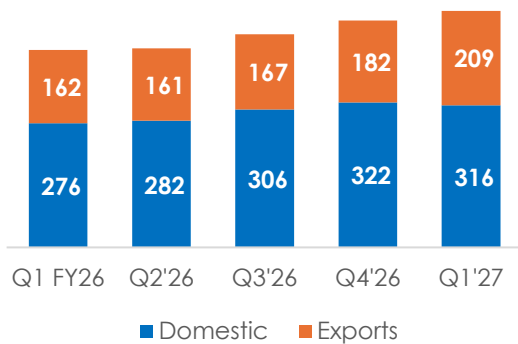
### BY VEHICLE SEGMENT (%)



# Quarterly Financial Performance

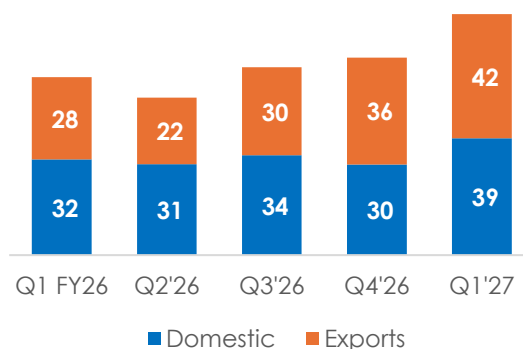


## Steering & Linkage Business



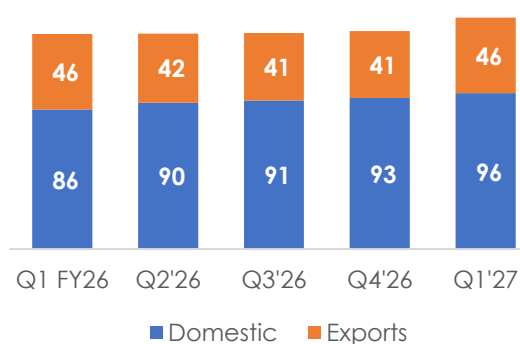
Sales (in Rs. Crs.)

## Light Metal Castings Business



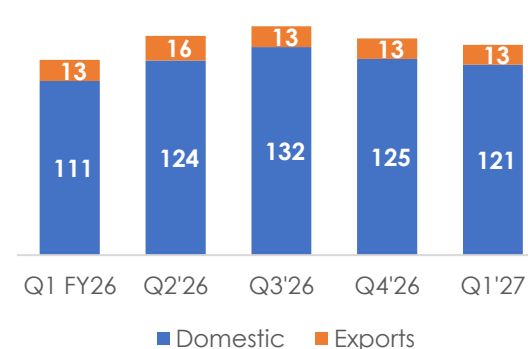
Sales (in Rs. Crs.)

## Engine Components Business



Sales (in Rs. Crs.)

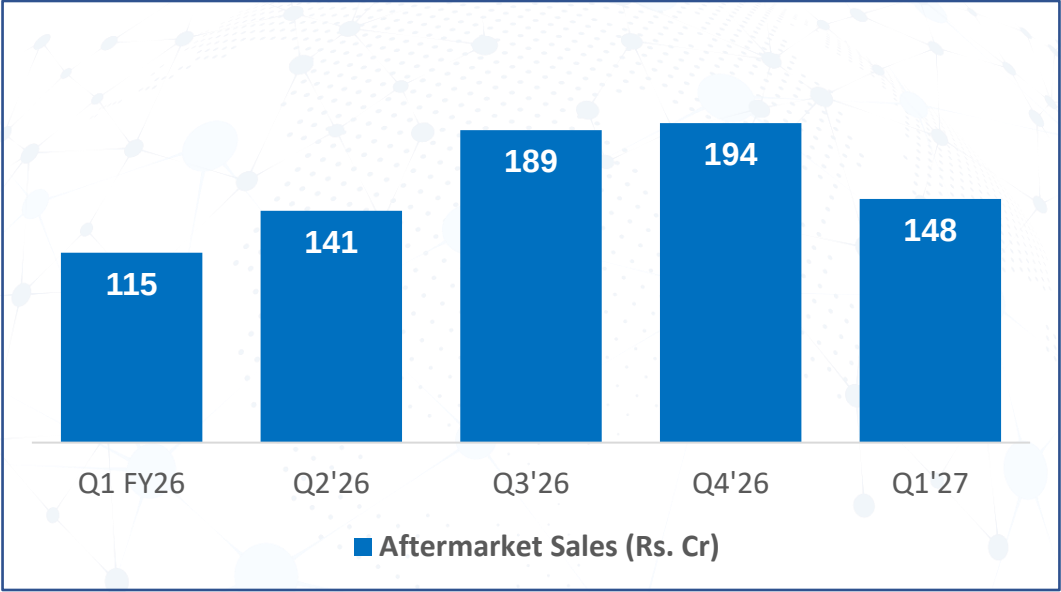
## Brake Components Business



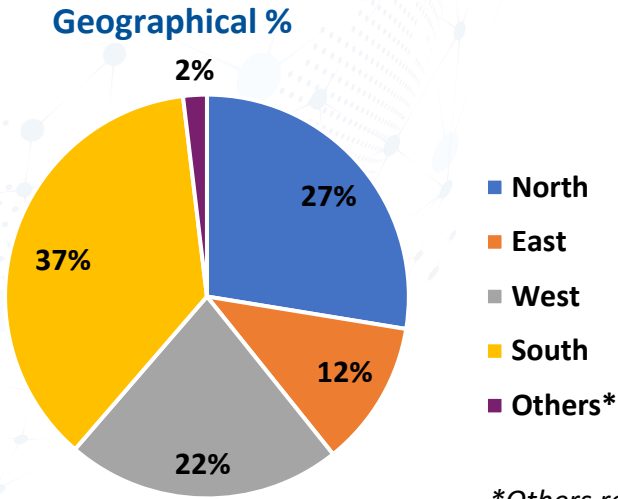
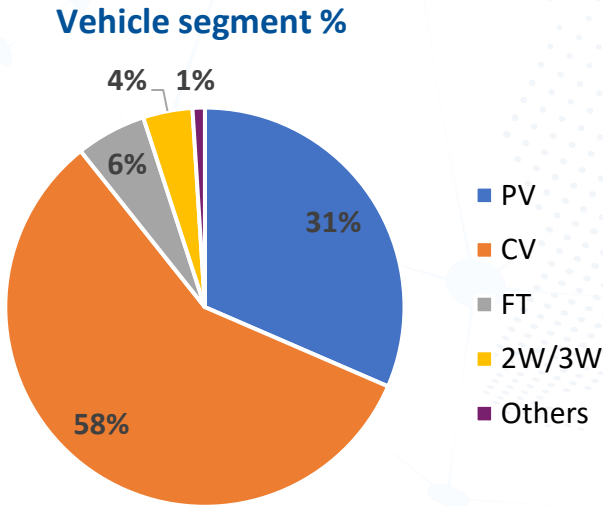
Sales (in Rs. Crs.)

## New Business Wins

- Order wins remained strong during Q1 FY27, with 24 new programs secured across multiple vehicle segments.
- These programs represent a Lifetime Value (LTV) of over Rs. 2,040 Crs. Export programs accounted for 54% of the total LTV, reflecting continued traction in international markets.
- The orders span both existing and new customer relationships, including EV applications, with an average program life of approximately six years, providing healthy long-term revenue visibility.



## Aftermarket Product Sales (Q1 FY27)



\*Others represent STU

# THANK YOU



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# Glossary of Abbreviations

| Abbreviation | Expansion                                                       | Abbreviation | Expansion          | Abbreviation | Expansion                              |
|--------------|-----------------------------------------------------------------|--------------|--------------------|--------------|----------------------------------------|
| BCD          | Brakes Components Division of RML                               | EV           | Electric Vehicle   | R&D          | Research and Development               |
| bps          | Basis point, 100 bps equal to 1%                                | FT           | Farm Tractors      | RML          | Rane (Madras) Limited                  |
| CAGR         | Compounded Annual Growth Rate                                   | FY           | Financial Year     | SLD          | Steering and Linkages Division of RML  |
| CII          | Confederation of Indian Industry                                | Intl         | International      | STU          | State Transport Undertaking            |
| Cr           | Crores                                                          | Ltd          | Limited            | TIEI         | Toyota Industries Engine India         |
| CV           | Commercial Vehicle                                              | LTV          | Lifetime Value     | TQM          | Total Quality Management               |
| EBITDA       | Earnings Before Interest, Taxes, Depreciation, and Amortization | OE           | Original Equipment | UJ Cross     | Universal Joint Cross                  |
| ECD          | Engine Components Division of RML                               | PAT          | Profit After Tax   | YoY          | Year-on-Year                           |
| EHS          | Environment, Health, and Safety                                 | PBT          | Profit Before Tax  | 2W/3W/4W     | Two Wheeler/Three Wheeler/Four Wheeler |
| EPAS         | Electric Power Assisted Steering                                | PPM          | Parts Per Million  |              |                                        |
| EPS          | Earnings Per Share                                              | PV           | Passenger vehicle  |              |                                        |



*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.*

