

# UNIPARTS INDIA LTD.

May 27, 2025

<b>BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001  <b>Scrip Code: 543689</b>	<b>National Stock Exchange of India Limited</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex Bandra (E), Mumbai – 400 051  <b>Symbol: UNIPARTS</b>
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**Subject: Regulation 30: Presentation on Standalone and Consolidated Audited Financial Results of the Company for the quarter and financial year ended March 31, 2025**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith a copy of the Presentation on Standalone and Consolidated Audited Financial Results of the Company for the quarter and financial year ended March 31, 2025.

The same is also being uploaded on website of the Company at [https://www.unipartsgroup.com/home/quarterly\\_financial\\_results](https://www.unipartsgroup.com/home/quarterly_financial_results).

You are requested to take the above on record.

Thanking You,

Yours faithfully,

**For Uniparts India Limited**

**Jatin Mahajan**  
**Head Legal, Company Secretary and Compliance Officer**

Encl: As above

# Uniparts India Limited

Q4FY25

Earnings Presentation

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**BUILDING THE WORLD.  
FEEDING ITS PEOPLE**

Leveraging engineering competencies and a global delivery model



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# Content



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**01**

**Q4 FY25  
PERFORMANCE**



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Passion

Innovation

Integrity

Excellence

Team Work

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# Management's Message



**Mr. Gurdeep Soni**



**Mr. Paramjit Singh  
Soni**

"The agriculture and construction industries are currently navigating a landscape filled with both challenges and opportunities.

In agriculture, global trends vary by region. In North America, demand for larger equipment has softened due to higher input costs and cautious farmer sentiment. However, the market for compact and specialized machinery has demonstrated resilience. In Europe, farmer sentiment appears to be improving, contributing to a more optimistic outlook for the region. Meanwhile, Asia Pacific and India continue to show strong potential for growth, driven primarily by demand for small-scale agricultural equipment.

The outlook for the construction industry remains cautiously optimistic. While economic uncertainty and high interest rates are dampening investment in new equipment, ongoing global infrastructure spending is helping to offset these headwinds.

To capitalize on these dynamics, our strategic focus is on three key areas:

- **Deepening Customer Relationships:** Strengthening our role as a trusted partner by understanding and anticipating the evolving needs of our customers.
- **Driving Efficiency:** Enhancing operational and supply chain efficiency to improve competitiveness and deliver greater value.
- **Investing in Capabilities:** Strategically investing in technology and expanding our global footprint to support long-term growth.

By staying focused on these priorities, we are well-positioned to navigate market complexities, seize growth opportunities, and deliver sustained value to all our stakeholders – including employees, customers, partners, and shareholders."



# Operating Environment Update

➤ Construction industry sales declined in the low double digits during the period from April 2024 to March 2025. Rising interest rates and economic uncertainties led to a more cautious approach to new projects and new equipment purchase, with the most significant impact observed in the North American markets. Impact on Uniparts sales was higher due to inventory destocking. However, healthy rise in business relationship with couple of key clients is helping in off-setting some of adverse effect of the weakness.

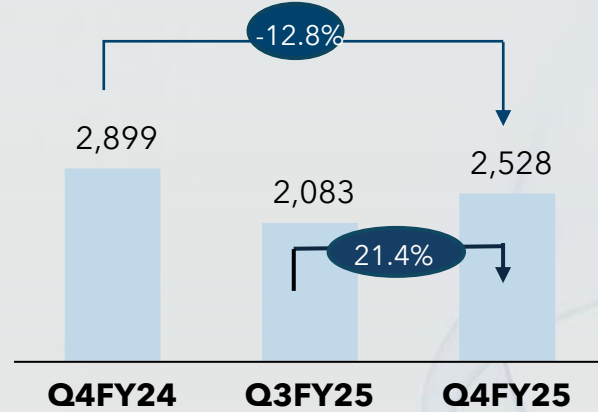
➤ The global large agriculture equipment market was the most impacted sector in FY2025. This led to our customers reporting high double-digit year-on-year sales decline and inventory levels being reduced by the dealers. However, the pace of decline moderated in Q4, indicating an emergence from the bottom in FY2026. Small agriculture segment however declined in double digits in FY 2025, Uniparts outperformed the broader market.

➤ Aftermarket business, a crucial area for us, delivered robust results in FY2025 as farmers focussed on maintaining and upgrading their equipment. We continued to expand our footprint in North America and Europe, and we remain optimistic about further consolidating our position in FY2026.

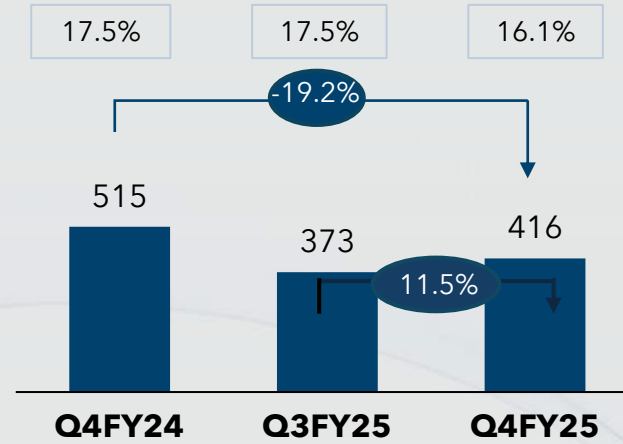


# Q4 & FY25 Results (Consolidated)

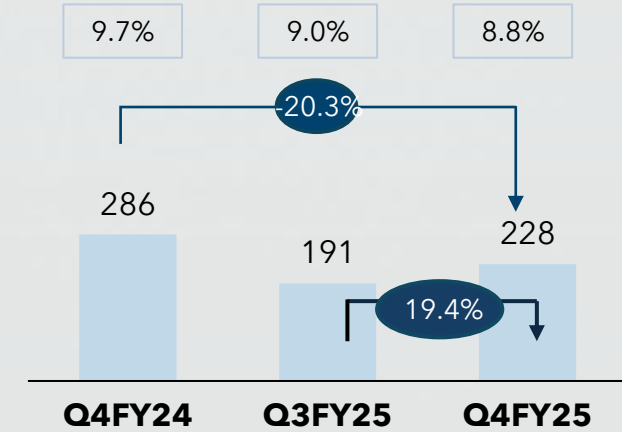
Revenue from Operations



EBITDA & Margins (%)

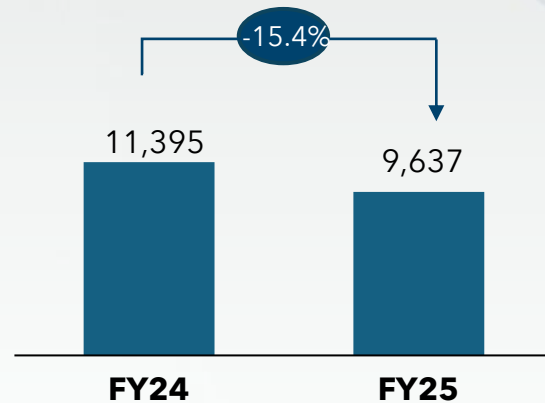


PAT & Margins (%)

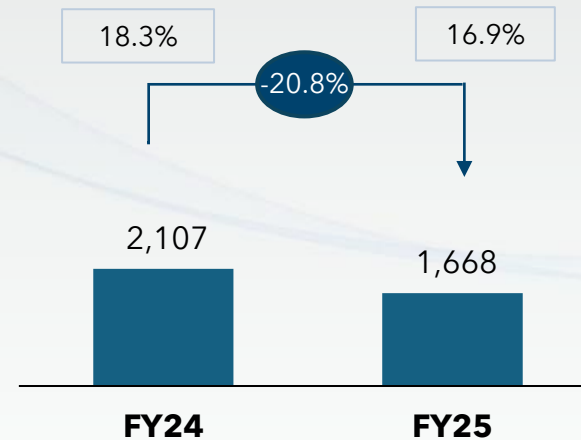


Note: EBITDA includes other income

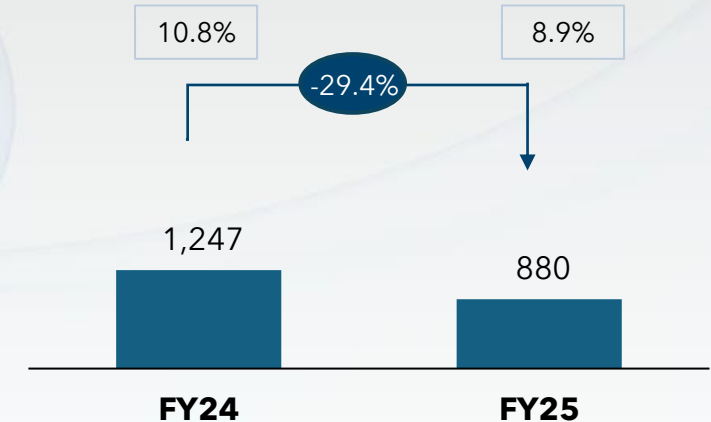
Revenue from Operations



EBITDA & Margins (%)



PAT & Margins (%)





# Q4 & FY25 Results (Consolidated)

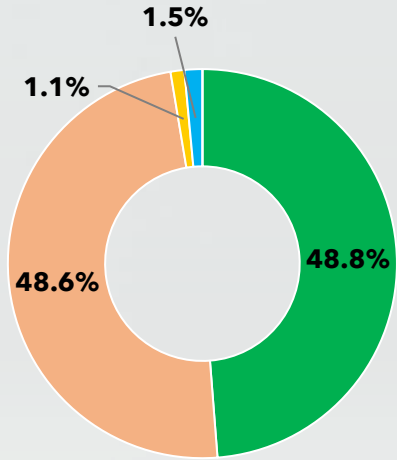
Figures in INR Mn	Q4FY25	Q3FY25	Q4FY24	QoQ Change	YoY Change	FY25	FY24	YoY Change
Revenue from Operations	<b>2528</b>	<b>2,083</b>	<b>2,899</b>	<b>21.4%</b>	<b>-12.8%</b>	<b>9637</b>	<b>11,395</b>	<b>-15.4%</b>
Other Income	64	53	41			212	93	
Cost of materials consumed (including change in inventory)	<b>964</b>	<b>694</b>	<b>1,046</b>			<b>3550</b>	<b>4,229</b>	
<i>Gross Profit Margin (As % of Revenue from Ops)</i>	62%	67%	64%			63%	63%	
<b>EBITDA</b>	<b>416</b>	<b>373</b>	<b>515</b>	<b>11.5%</b>	<b>-19.2%</b>	<b>1668</b>	<b>2,107</b>	<b>-20.8%</b>
<i>EBITDA Margin(%)</i>	16%	17%	18%			17%	18%	
Depreciation & Amortization Expense	109	106	104			442	417	
<b>EBIT</b>	<b>307</b>	<b>266</b>	<b>410</b>			<b>1226</b>	<b>1,690</b>	
<i>EBIT Margin(%)</i>	12%	13%	14%			12%	15%	
Finance Cost	19	19	21			83	57	
<b>PBT</b>	<b>288</b>	<b>247</b>	<b>389</b>			<b>1143</b>	<b>1,633</b>	
Tax Expense	60	56	103			263	387	
<b>PAT</b>	<b>228</b>	<b>191</b>	<b>286</b>	<b>19.4%</b>	<b>-20.3%</b>	<b>880</b>	<b>1,247</b>	<b>-29.4%</b>
<i>PAT Margin(%)</i>	9%	9%	10%			9%	11%	
Basic EPS (Rs.)	5.1	4.2	6.4			19.5	28.1	



# FY25 Revenue Overview

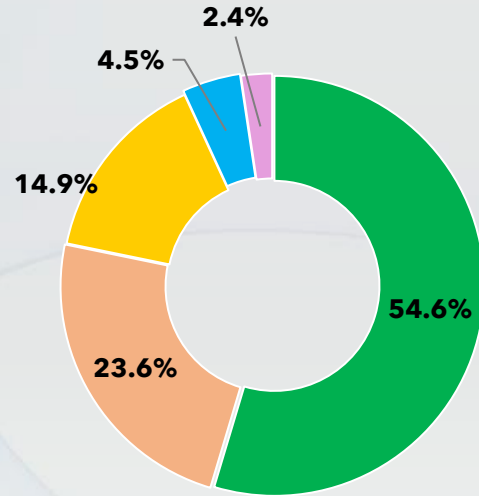


## Product Verticals



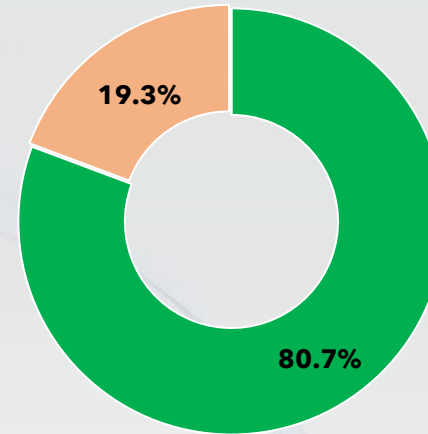
■ 3PL  
■ PMP  
■ PTO  
■ Fabrication

## Geographical Presence



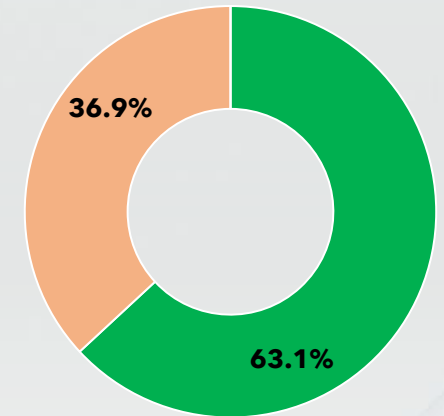
■ Americas  
■ Europe  
■ India  
■ Japan  
■ Rest of World

## Market Presence



■ OEM  
■ AFM

## Segment Presence



■ Agriculture  
■ CFM

**1 Strong Margins based on Delivery Model**

**2 Diversified Revenue Base**

**3 Competitive Pricing**

Note - Above break-ups are calculated as per finished goods sales (for FY25) and are based on internal management reports and are best estimates

Passion

Innovation

Integrity

Excellence

Team Work



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# 02

## BUSINESS OVERVIEW



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Passion

Innovation

Integrity

Excellence

Team Work

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# Leading Global Supplier of Critical Components Solutions

## 3 Point Linkage - Revenue Contribution\*: 49%

- Tractor specific designed and validated system
- Allows for quick and easy attachment and detachment of implements
- Allows for the balanced operation of the implement, improves efficiency, and reduces operator fatigue



Market leaders in small tractor (<70 HP) linkage system globally

## Precision Machined Parts - Revenue Contribution\*: 49%

- High-quality and reliable components for use in construction machinery, equipment, and structures
- These parts are made to tight tolerances and durability to withstand the tough operating environment of OHVs



Leading global supplier in fragmented market with manufacturing base in India and US and servicing all major geographies (Americas, Europe, Japan, India, ROW)

\*Revenue contribution is based on FY25 finished goods sales



**Precision Manufacturing**



**High No. of SKUs**



**Higher Complexities**



**Healthy Margins**



# Additional Synergistic Offerings to Extend System Boundaries

**Power Take Off (PTO)**



**Hydraulic Cylinders**



**Fabrication**



**Deepen wallet share**



Extended offerings in adjacent areas on the same OHVs for existing customers by offering integrated system solutions

**Large Addressable Market**



Estimated Market Size of ~\$10 billion; Establish new customer base by addressing growing markets of UTVs etc

**Healthy Margin Profile**



**More Value Per Vehicle**



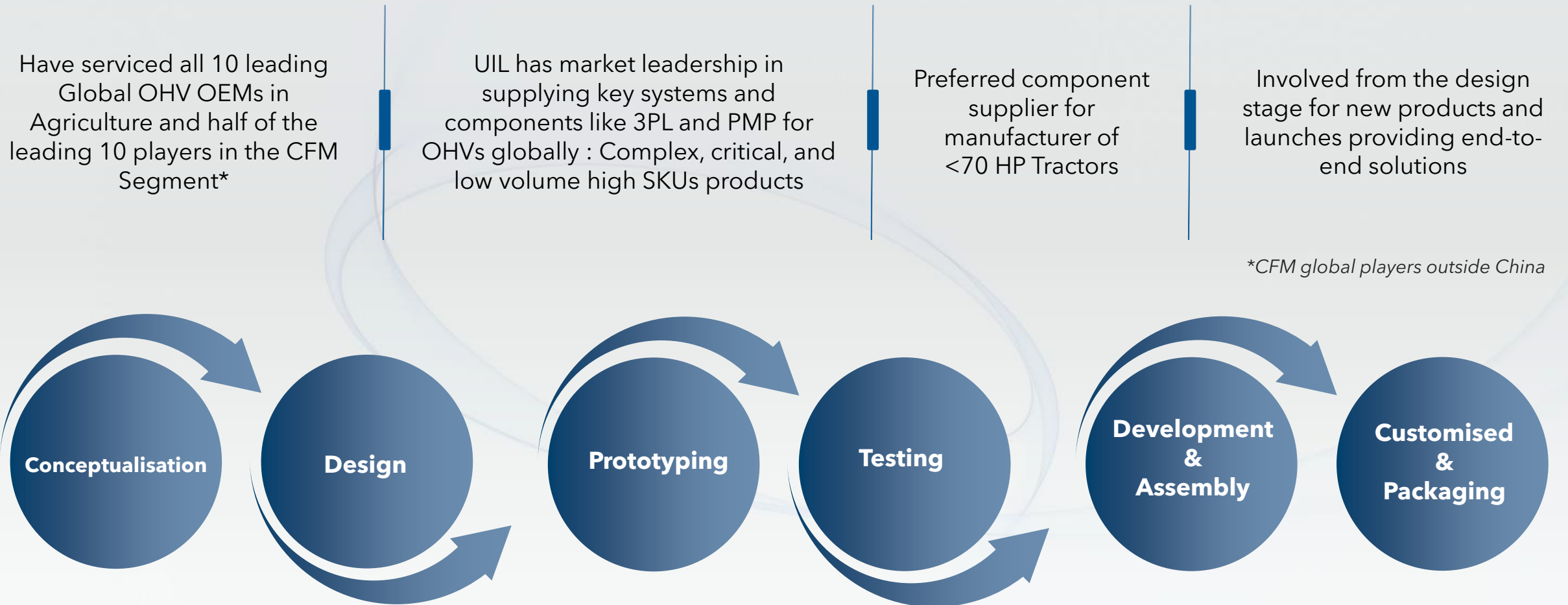
Leveraging manufacturing expertise to diversify the product portfolio and move up the value chain



# Strengthened Customer Relationship



## 20+ Years - Long Standing Relationship with Several Key Customers



Passion

Innovation

Integrity

Excellence

Team Work



# Global Delivery Model De-Risks Clients' Supply Chain

## Dual Shore Manufacturing

- Fully integrated engineering solutions provider
- Manufacturing facilities in India and US
- Efficiently utilised capacities and modular additions

## Multiple Delivery Options

- Global delivery model encompassing local deliveries, Direct exports and warehouse sales
- Delivery facilitated as per customer requirements

## Superior Customer Service

- Warehousing Sales : pre-sales services and customized delivery



**REDUCED**

Supply Chain  
Uncertainty

**TIMELY**

Support Services

**SUPERIOR**

Quality Controls



# Future Growth Drivers

**Focus on higher value addition products and enhanced service offerings**



**Grow inorganically through strategic acquisitions and alliances**



**Leverage integrated precision engineering capabilities**



**Enhance engineering, innovation and design competence**





# Global Tailwinds to Support Future Growth



01

## India : A Preferred manufacturing hub

- Indian GDP growth expected to be ~6.5% in FY2026; continuing to show strong resilience to external macro variabilities
- Strong private capex, consumptions and PLI schemes to benefit manufacturing sector

02

## US \$1 Trillion Infra Bill

- This investments which will be made over a period of 8 years will boost the demand for construction equipment as the Country aims to modernise aging Infrastructure assets

03

## China +1 Strategy: India is the biggest beneficiary

- Supply chain disruptions led by pandemic and global uncertainties triggered global manufactures to look beyond China
- Indian government spending on capital investments is now more than 20% of budget, highest in decades

04

## Healthy Farm Income globally will aid in new equipment purchase and replacement

- Global farming sector incomes are healthy; Food security is key priority across the world. This will continue to support the demand for various agriculture equipment in medium to long term

05

## Re-building to continue

- Infrastructure modernization
- Climatic vagaries and natural disasters
- Geopolitical conflicts





## Water Conservation

- Water treatment and recycling - Reusing 60% to 90% water - Noida and Ludhiana facilities.
- Use of Low-temperature evaporator (LTE) breakthrough technology at Ludhiana - enables up to 98% water re-use.



## Energy Conservation

- Utilizing natural day light by use of transparent roof sheds at manufacturing facilities
- Traditional lights are being replaced by advanced LEDs.
- Variable Frequency Drive (VFD) on compressors and motors for energy conservation.



## CSR

- Promoting and supporting social causes : Spent approximately Rs 340 lacs in FY25; Rs 295 lacs in FY24; Rs 180 lacs in FY 23 and Rs 100 lacs in FY22.
- Regularly organizing blood donation camps, meals / blanket / clothes distribution drives in and around our manufacturing locations.



## More Sustainable Energy and Material Usage

- In the process of implementing solar energy options across India manufacturing locations
- Returnable packaging solutions
- From Diesel Gensets to PNG Gensets
- From Oil/Diesel to Gas fired furnace
- From Oil fired furnace to electric heating.

# Focus on ESG - Glimpses of CSR & Environment work at Uniparts



Multiple community distribution drives organized in local communities :

- **Jacket, Blanket Distribution**
- **Lohis & Shawls Distribution**
- **Meal Distribution**



- Initiated support to Kalgidhar Trust to establish computer labs and enhance computer facilities at Rural Akal Academies with a beneficiary reach of 4000 students at various schools of the society.
- Aim to enhance the educational environment and provide better learning opportunities for students



Our commitment to sustainable energy practices took a giant leap forward with the implementation of solar power initiatives at our manufacturing facilities at Visakhapatnam (captive rooftop solar - implemented) and Noida (open access solar - under implementation)



# Focus on ESG - Glimpses of CSR & Environment work at Uniparts



Organized **Eye Sight Camp**, Cataract Camp and cataract surgeries at identified areas in association with **Conexus Social Responsibility Foundation and Medoplus Services Pvt. Ltd**



Initiated support funds (**Diagnostic fund & Treatment fund**) at **Christian Medical College & Hospital, Ludhiana** to support diagnosis and treatment respectively (on the basis of identified criteria)

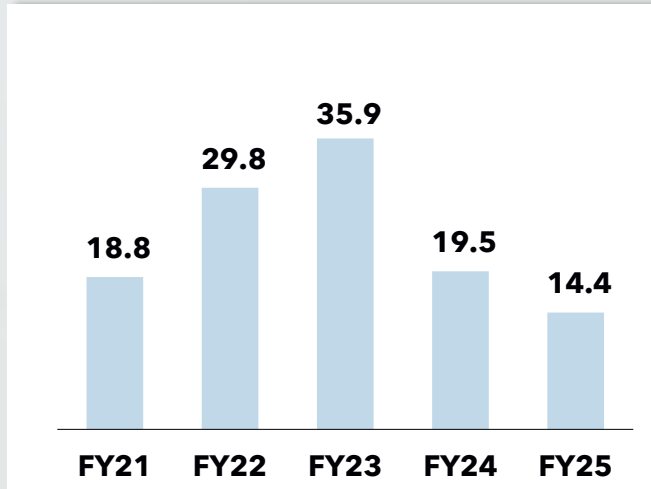


Initiated support to **Maitri - An NGO** addressing the issue of violence against women, running a victim support and victim to survivor program, and promoting dignity and support for abandoned elderly widows in **Vrindavan (Mathura, India)**.

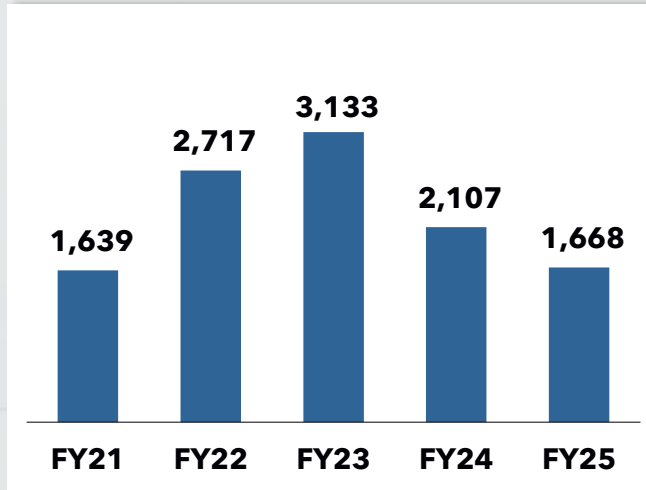


# Key Financial Metrics - Historical

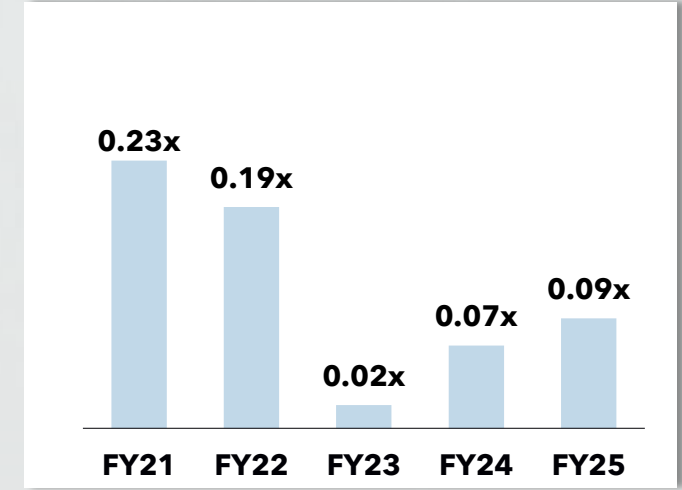
RoCE (%)



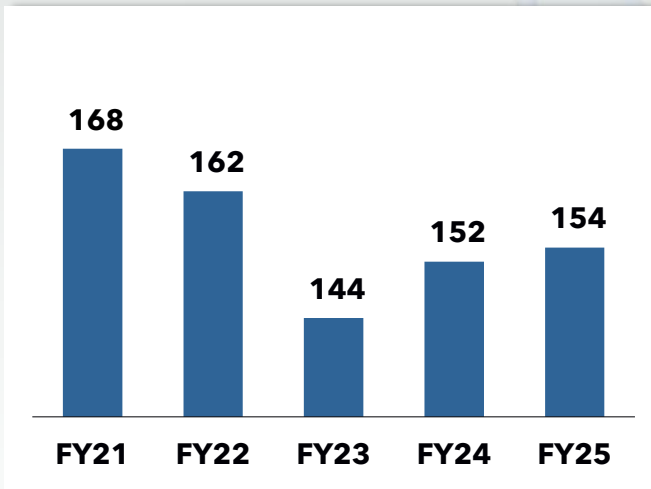
Reported EBITDA (Rs Mn)



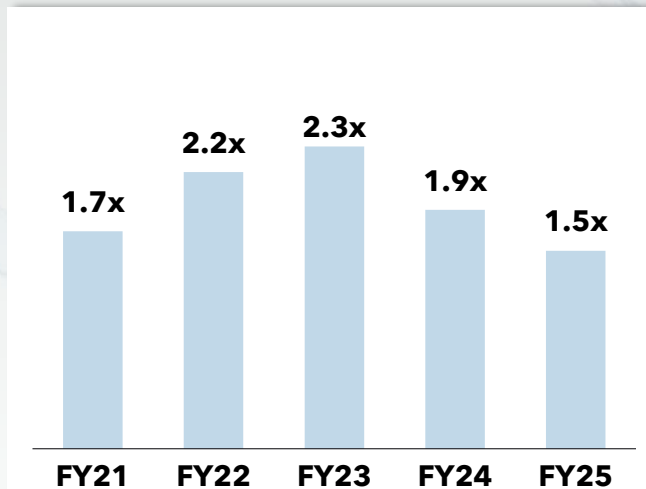
Debt / Equity



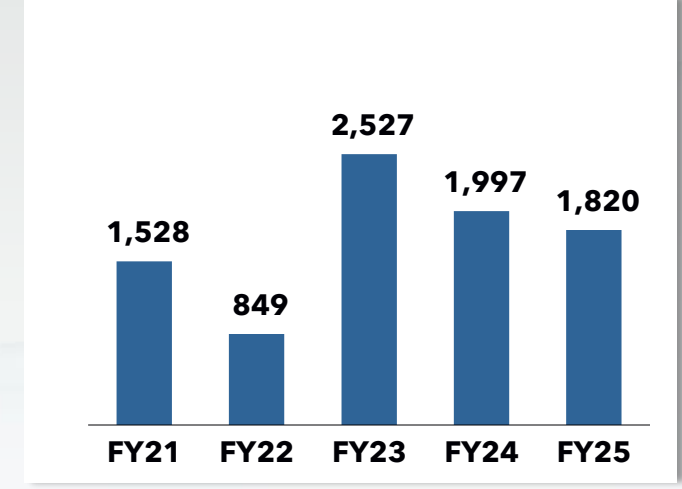
\*Working Capital Days



\*\*Fixed Assets Turnover



Cash Flow from Operations (Rs Mn)



\*Working Capital Days = (Inventory + Receivables – Payables) / Revenue from Ops \*365.

\*\*Fixed Assets Turnover = Revenue from operation/Gross block (Including right to use assets)

# Organisational Strengths



**Senior Leadership Team with vast experience and expertise in OHV Industry**



**Senior Leadership Team located across key geographies and time zones (US, Europe, India)**



**300+ Engineers / Technical Diploma holders**



**50+ strong Business Development and Sales / Customer Service organization**



**~40% staff members working with Uniparts Group for 10+ years**



# Historical Profit and Loss

Figures in INR Mn	FY21	FY22	FY23	FY24	FY25
Revenue from operations	9,031	12,274	13,660	11,395	9,637
Other income	445	36	162	93	212
<b>Total income</b>	<b>9,477</b>	<b>12,310</b>	<b>13,822</b>	<b>11,489</b>	<b>9,849</b>
Cost of materials consumed	3,382	5,013	4,966	3,966	3,118
Changes in inventories of finished goods, work-in-progress, stock-in-trade and scrap	147	(997)	(91)	264	431
<b>Gross Profit</b>	<b>5,948</b>	<b>8,295</b>	<b>8,947</b>	<b>7,260</b>	<b>6,300</b>
Gross Profit Margin (%)	63%	67%	65%	63%	64%
Employee benefits expense	1,854	2,197	2,396	2,457	2,296
Other expenses	2,454	3,381	3,418	2,694	2,336
<b>Total expenses</b>	<b>7,838</b>	<b>9,594</b>	<b>5,814</b>	<b>5,151</b>	<b>4,632</b>
<b>EBITDA</b>	<b>1,639</b>	<b>2,717</b>	<b>3133</b>	<b>2,107</b>	<b>1,668</b>
EBITDA Margin (%)	17%	22%	23%	18%	17%
Depreciation and amortization expenses	373	366	390	417	442
<b>EBIT</b>	<b>1,267</b>	<b>2,350</b>	<b>2,743</b>	<b>1,690</b>	<b>1,226</b>
EBIT Margin (%)	13%	19%	20%	15%	12%
Finance costs	81	57	60	57	83
<b>PBT</b>	<b>1,186</b>	<b>2,293</b>	<b>2,683</b>	<b>1,633</b>	<b>1,143</b>
PBT Margin (%)	13%	19%	19%	14%	12%
Total tax expenses	273	605	633	387	263
<b>PAT</b>	<b>912</b>	<b>1,688</b>	<b>2049</b>	<b>1,247</b>	<b>880</b>
PAT Margin (%)	10%	14%	15%	11%	9%
Other comprehensive income / (loss) for the period / year, net of tax	24	(34)	(111)	(5)	(52)
<b>Total Comprehensive Income</b>	<b>936</b>	<b>1,654</b>	<b>1,938</b>	<b>1,241</b>	<b>828</b>
<b>EPS attributable to owners of parent</b>					
Basic EPS (in Rs.)	20.9	38.2	46.3	28.1	19.5
Diluted EPS (in Rs.)	20.5	37.4	45.4	27.6	19.5

# Historical Balance Sheet

Figures in INR Mn	FY21	FY22	FY23	FY24	FY25
<b>Assets</b>					
<b>Non-Current Assets</b>					
Property, plant and equipment	2,002	2,062	2,037	2,001	2,010
Right of use assets	578	532	656	616	561
Capital work-in-progress	23	22	71	128	96
Goodwill	590	618	660	664	669
Other intangible assets	54	35	16	18	11
Intangible assets under development	-	-	1	-	24
Other financial assets	44	47	62	64	89
Current tax assets (Net)	113	148	59	75	92
Other non-current assets	22	26	33	21	4
<b>Total non-current assets</b>	<b>3,427</b>	<b>3,491</b>	<b>3,595</b>	<b>3,587</b>	<b>3556</b>
<b>Current Assets</b>					
Inventories	3,391	4,419	4,530	4,244	3,858
Investments	13	-	250	1,563	2,431
Trade receivables	1,675	1,942	1,553	1,335	1,126
Cash and cash equivalents	108	140	387	189	329
Other balances with banks	-	-	0	2	2
Other financial assets	39	39	33	48	6
Other current assets	280	280	221	320	388
<b>Total current assets</b>	<b>5,506</b>	<b>6,821</b>	<b>6,978</b>	<b>7,700</b>	<b>8,140</b>
<b>Total Assets</b>	<b>8,933</b>	<b>10,312</b>	<b>10,573</b>	<b>11,287</b>	<b>11,696</b>

Figures in INR Mn	FY21	FY22	FY23	FY24	FY25
<b>Equity and Liabilities</b>					
<b>Equity</b>					
Equity share capital	446	446	446	451	451
Other equity	5,136	6,382	7,860	8,227	8,421
<b>Total equity</b>	<b>5,582</b>	<b>6,828</b>	<b>8,306</b>	<b>8,678</b>	<b>8,872</b>
<b>Liabilities</b>					
<b>Non-Current Liabilities</b>					
Borrowings	57	49	94	22	12
Lease liabilities	279	234	360	318	252
Provisions	156	167	164	159	162
Deferred tax liabilities (Net)	276	248	229	226	225
Other non-current liabilities	9	10	11	10	10
<b>Total non-current liabilities</b>	<b>787</b>	<b>708</b>	<b>858</b>	<b>735</b>	<b>661</b>
<b>Current Liabilities</b>					
Borrowings	1,221	1,224	81	597	826
Lease liabilities	65	72	76	89	109
Trade payables due to:					
Micro and small enterprises	380	364	290	134	169
Other than micro and small enterprises	521	532	415	708	742
Other liabilities	271	337	392	268	267
Provisions	55	55	63	67	50
Current tax payable	42	168	93	10	0
Total current liabilities	2,564	2,751	1,411	1,873	2,163
<b>Total liabilities</b>	<b>3,331</b>	<b>3,459</b>	<b>2,267</b>	<b>2,609</b>	<b>2,824</b>
<b>Total Equity and Liabilities</b>	<b>8,933</b>	<b>10,312</b>	<b>10,573</b>	<b>11,287</b>	<b>11,696</b>



# Historical Cash Flow

Figures in INR Mn	FY21	FY22	FY23	FY24	FY25
<b>Profit before tax</b>	<b>1,186</b>	<b>2,293</b>	<b>2,682</b>	<b>1,634</b>	<b>1,143</b>
Adjustments for:					
Depreciation and amortization expenses	373	366	390	417	442
Interest expenses	54	31	33	22	52
Interest on lease liabilities	18	15	15	21	21
Interest income	(8)	(9)	(14)	(28)	(111)
Deferred tax	11	(24)	(9)	(16)	7
Other Items	(50)	(74)	(87)	(30)	(57)
<b>Operating profit before working capital changes</b>	<b>1,594</b>	<b>2,590</b>	<b>3,010</b>	<b>2,020</b>	<b>1,497</b>
Adjustments for changes in working capital :	207	(1111)	151	364	586
<b>Cash generated from/(used in) operations</b>	<b>1,801</b>	<b>1,478</b>	<b>3,161</b>	<b>2,384</b>	<b>2,083</b>
Less: Income tax (paid) / refunds	(273)	(630)	(633)	(387)	(263)
<b>Net cash flow from/ (used in) operating activities</b>	<b>1,528</b>	<b>849</b>	<b>2,528</b>	<b>1,997</b>	<b>1,820</b>
<b>Net cash flow from/ (used in) investing activities</b>	<b>(157)</b>	<b>(326)</b>	<b>(536)</b>	<b>(1605)</b>	<b>(1,062)</b>
<b>Net cash flow from/ (used in) financing activities</b>	<b>(1414)</b>	<b>(493)</b>	<b>(1,753)</b>	<b>(589)</b>	<b>(620)</b>
Net increase/(decrease) in cash and cash equivalent	(44)	30	239	(197)	138
<b>Cash and Cash Equivalents at the beginning of the period / year</b>	<b>170</b>	<b>108</b>	<b>140</b>	<b>387</b>	<b>190</b>
Net increase/(decrease) in temporary overdraft	(26)	(6)	(2)	0	0
Effects of exchange difference on cash and cash equivalent held in foreign currency	9	8	10	0	3
<b>Cash and Cash Equivalents as at the end of the period / year</b>	<b>108</b>	<b>140</b>	<b>387</b>	<b>190</b>	<b>331</b>

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# 03 ANNEXURES



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Passion

Innovation

Integrity

Excellence

Team Work

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# Group Structure



**Uniparts India Ltd. (UIL)**

**100%**



**Gripwel Fasteners Pvt. Ltd.  
(GFPL)**



**Gripwel Conag Pvt. Ltd.  
(GCPL)**



**Uniparts India GmbH  
(UIG)**



**Uniparts USA Ltd.  
(UUL)**

**100%**

**Uniparts Olsen Inc  
(UOI)**

# Leadership Team and Board



**Mr. Gurdeep Soni**  
Promoter, Chairman & Managing Director

**Location:** India

- Masters' degree in Management Studies from BITS Pilani
- 4 decades of experience in the Industry
- In charge of the aftermarket business



**Mr. Paramjit Singh Soni**  
Promoter, Executive Director and Vice Chairman

**Location:** USA

- Bachelor's degree in Commerce from University of Delhi
- Over 3 decades of experience in the industry
- In charge of OEM business, business growth and diversification plans of the Company



**Mr. Herbert Coenen**  
Non-Executive Director

**Location:** Germany

- Diploma in Mechanical Engineering from the University of Applied Science, Cologne
- Over 3 decades experience in global OHV market
- In charge of business development, expansion and technology

**Independent Director**

**Mr. Ajaya Chand**

**Ms. Celine George**

**Mr. Parmeet Singh Kalra**

**Mr. Sanjeev Kumar Chanana**



**Ms. Tanushree Bagrodia**  
Wholetime Director & Group COO

**Location:** India

- Bachelors' degree in Computer Engg and MBA from INSEAD
- Over two decades of extensive experience across diverse geographies and sectors, spanning financial services, automotive, and start-ups
- In charge of Company's group wide operations and customer service



**Mr. Rohit Maheshwari**  
Group Chief Financial Officer

**Location:** India

- A qualified Chartered Accountant
- Over 27 years of experience in managing Finance, Accounts, Fund Raising, Taxation and M&A
- In charge of Financial Planning, Accounting, Fund raising and Strategic projects

# Thank You

For further information,  
please get in touch with:

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