



SELLOWRAP

Investor Presentation H2FY26

Disclaimer



- The content within this presentation serves the purpose of offering a broad overview of Sellowrap and its operations. They should not be construed as investment advice. Independent professional guidance is recommended for individuals with specific investment objectives, financial circumstances, or unique requirements.
- Information presented in this document may include data from publicly available sources that have not been independently verified. No guarantees are made regarding the accuracy, comprehensiveness, or reliability of this information.
- Certain sections of this presentation and verbal statements during meetings contain forward-looking statements regarding anticipated financial positions, business strategies, future events, and actions. These statements are based on management's opinions and estimates at the time of publication and are subject to various risks and uncertainties. Actual results may differ from these forward looking statements.
- While we believe the expectations in these forward-looking statements are reasonable, we cannot guarantee their realization. We do not guarantee future results, performance, or achievements, and there is no assurance that actual results will match the forward-looking statements.
- This presentation is intended for individuals evaluating the content and supersedes previous discussions. It should not be relied upon for any purpose beyond its intended use. • Neither we nor our representatives are liable for any consequences resulting from the use of the information in this presentation, and we assume no obligation to comment on third-party statements related to the topics discussed

Introducing SELLOWRAP



With more than four decades of expertise, SK Group (Sellowrap Industries & Sellowrap EPP) is a leading manufacturer of auto components, supplying to major OEMs across India and globally, through state-of-the-art manufacturing units.

Our Products



We offer a diversified portfolio comprising majorly following category of components: Plastic Injection Moulding , Screen Sealing , Foams (including NVH Foams) , PU molding , Rubber EPP etc. Catering to both automotive and non automotive industries.

Global Reach



25% of our products are exported (deemed export) to automotive giants like Jaguar Land Rover, Renault, Nissan, and Stellantis, reaching markets in the UK, Europe, North America, Brazil, Japan, and China.

Joint Venture



Since 2005, SIPL / SIL is in partnership with KANEKA Corporation and MITSUI & Co, to produce EPP solutions, including automotive parts like tool kits, bumper cores, and packaging solutions, leveraging advanced cutting-edge technology.

Experienced Team



Dynamic & professional core management team with more than 3 decades experiences in their respective fields managing the operations across the spectrum.

SELLOWRAP – Vision, Mission & Values



VISION

We aspire to grow exponentially by delivering innovative products, driven by ESG guidelines and creating value for all our stakeholders.

MISSION

To achieve profitable growth by supporting Make in India, expanding global presence ensuring superior customer service with our quality commitments and building a safe, healthy and rewarding work environment.

VALUES

Passion for Excellence - We relentlessly improve and continuously raise the bar in everything we do

Open Communication - We believe in experience sharing and confronting fearlessly for the good of the organization

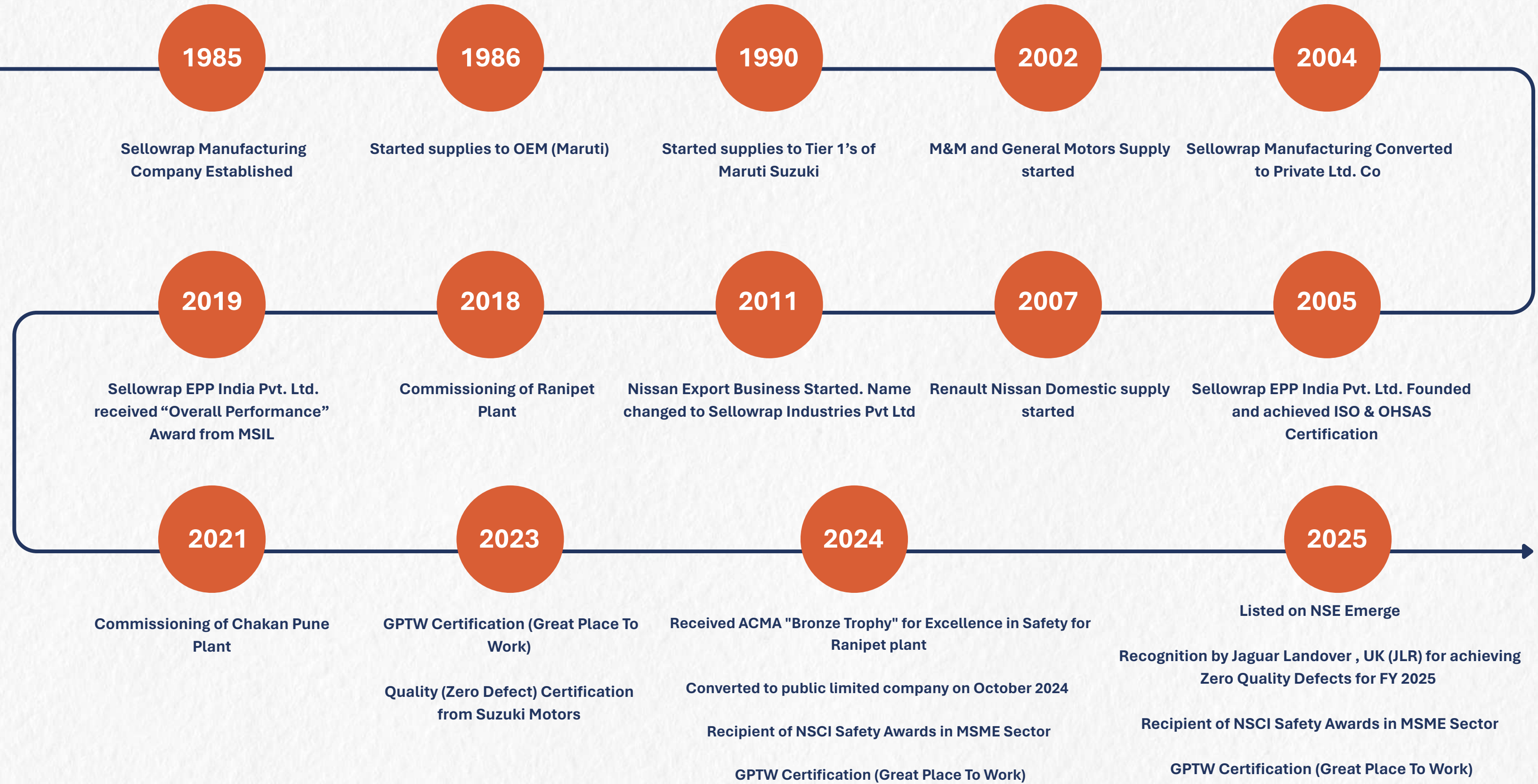
Integrity & Fairness - We are fair and upright in our intentions and actions

Respect & Humility - We are courteous, compassionate, caring, humane, and humble in all our interpersonal dealings.

Partnering - We leverage interdependence and a cooperative approach

Responsibility - We take ownership of the consequences of one's decisions and actions.

Journey So Far



Led by highly skilled & experienced professionals



Saurabh Poddar

Managing Director

- **Experience:** 30 years in the automotive industry.
- **Expertise:** Dynamic entrepreneur with strong acumen in Finance & Operations and a successful investor.
- **Key Achievements:** Successfully managed multiple businesses across various locations with a proven track record in driving growth with operational excellence and man-management efficiency. Currently the Co-chairperson of ACMA Western Region.



Sushil Kumar Poddar

Chairman

- **Experience:** Over 40 years in the automotive industry. Visionary leader overseeing production, development, administration, finance, operations, and technical growth of the company.
- **Expertise:** Expertise in core engineering and manufacturing processes, with a strong focus on formulating and implementing effective business strategies.



SS Mokha

Executive Director

- **Experience:** 35 years in the automotive industry.
- **Expertise:** Marketing and business development for OEMs/Tier-1s, focusing on purchasing, development and engineering plastics.
- **Key Achievements:** 15+ years of sales growth, supplying to OEMs in India and exporting parts. Efficiently managed raw material imports and techno-commercial operations.

Led by highly skilled & experienced professionals



Dharampal Gupta

CFO

- **Experience:** Over 25 years experience in manufacturing, financial and logistics functions in the automotive industry.
- **Expertise:** Financial and Operation Management.
- **Key Achievements:** Successfully managed operations and financial functions. Also handled project management for erection & commissioning of new plants in various locations across India.



Khush Poddar

Vice President Strategy and Innovation

- **Experience:** 3 years in the automotive sector across engineering and operations.
- **Expertise:** Holds a B.S. in Mechanical Engineering from UMass Amherst with skills in strategy, operations, team leadership, process improvement, and project oversight.
- **Key Achievements:**
- Improved internal workflows, supported key strategic initiatives, and enhanced project oversight for smoother execution.



J Ghosh

President - Sales & Marketing

- **Experience:** Over three decades of extensive experience in the auto component industry.
- **Expertise:** A results-driven and seasoned marketing professional with 30+ years of experience in the auto ancillary sector, managing and promoting products such as tires, wheel rims, bearings, and related components.
- **Key Achievements:**
- Proven strategic planner with a strong ability to design and execute effective marketing and business-growth strategies.
- Comprehensive experience across all major segments of the automotive industry - 4W, 3W, 2W and CV and OTR segments

Led by highly skilled & experienced professionals



Vibha Anoop

Group Chief Human Resource
Officer (Group CHRO)

- **Experience:** 28 years of HR leadership across Godrej & Boyce, Aditya Birla Group, and SMEs, with strong experience in building effective organizations and high-performing teams.
- **Expertise:** Strategic HR, OD, Talent & Performance Management, Balanced Scorecards, MIS, and leadership development. Certified Independent Director.
- **Key Achievements:**
 - Led major HR and OD initiatives across diverse organizations.
 - Built robust people systems enhancing performance and capability.
 - Leading Strategic HR and OD at Sellowrap.

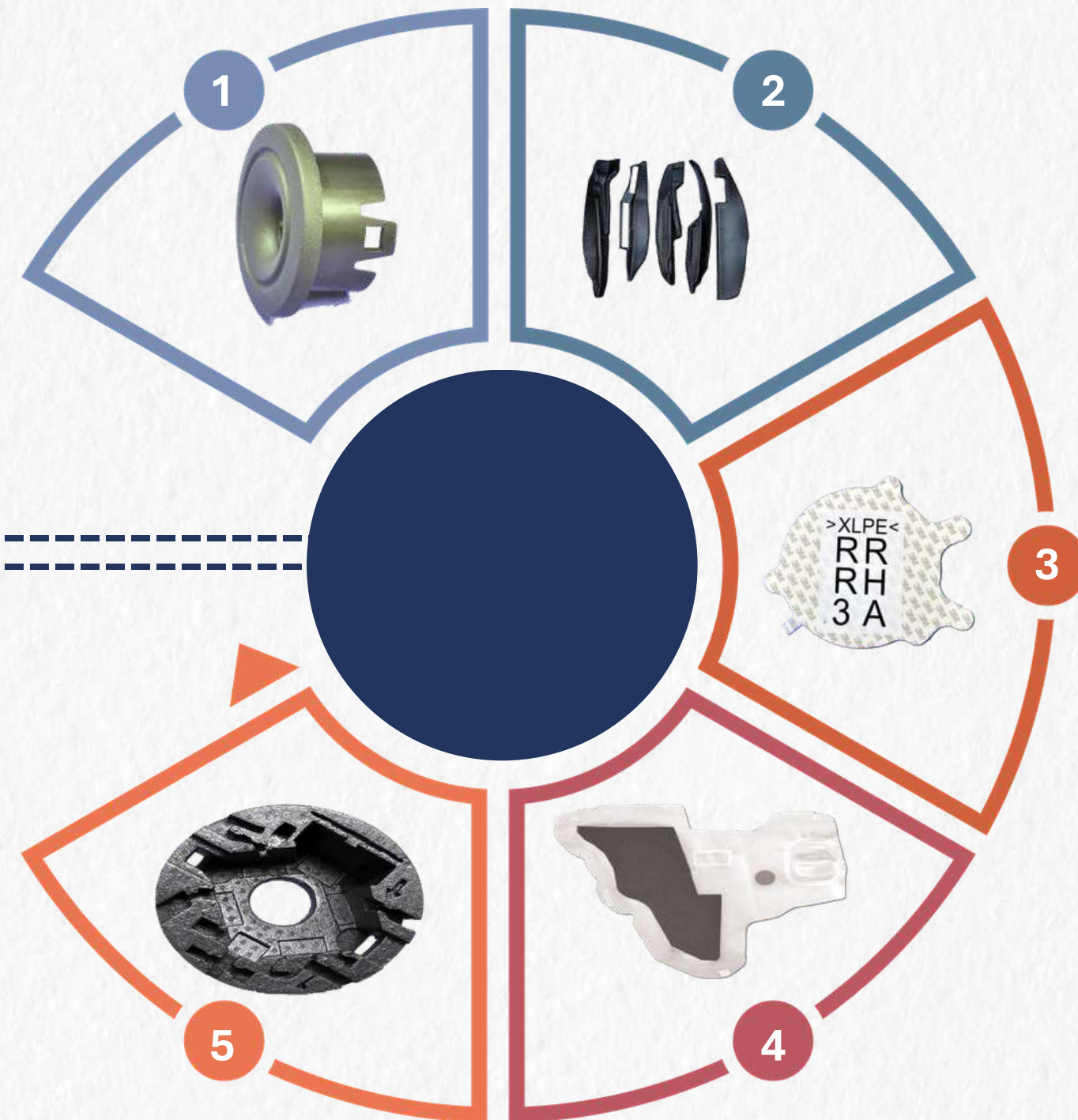


Vijay Shankar

Sr. General Manager - Corporate Quality

- **Experience:** 26 years in the automotive industry.
- **Expertise:** Expertise in Quality control, Quality system, core engineering and implementing effective quality system.
- **Key Achievements:**
 - Successfully managed multiple businesses locations, operational excellence with respect to global quality system inline with customer specific requirements.
 - Implementation of ESG system across the business location.

Our Products



1

Plastic Injection Moulding Parts (Interior & Exterior Parts)

Fasteners, Grip Assist, Window guide rail, Air guide, HVAC, Insulation etc.

2

PU-Foam- Moulding

Fenders, Baffles, Seal hinge-hood parts etc.

3

Foam / Label & Stickers Products

Door Protector, NVH Foams, Insulation Pillars, Pressure labels, Safety labels etc.

4

Screen Sealing Parts

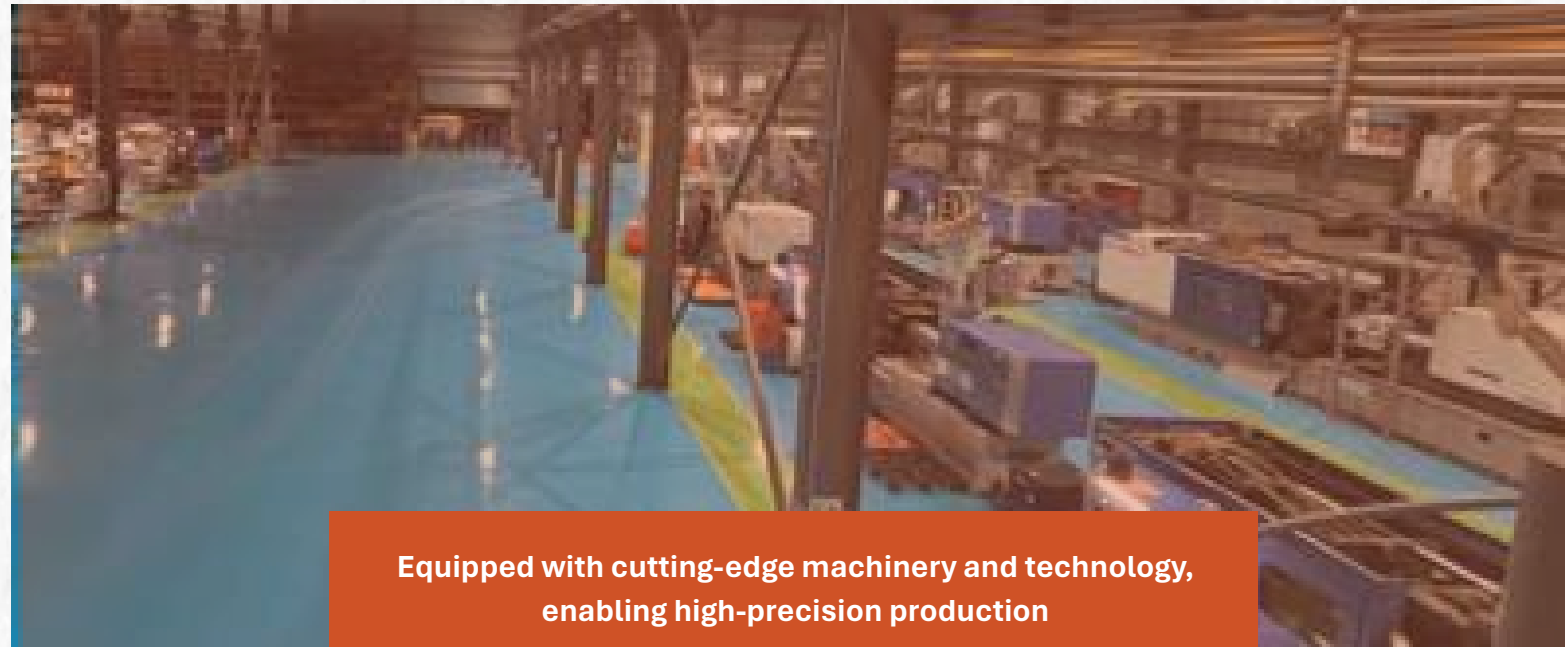
Door protective films, Door water shields

5

EPP Moulding

Tool Kit, Bumper- Core, Core Seat, Packaging, Foot Rest, Rear Bracket Bumper

Our Manufacturing Facilities

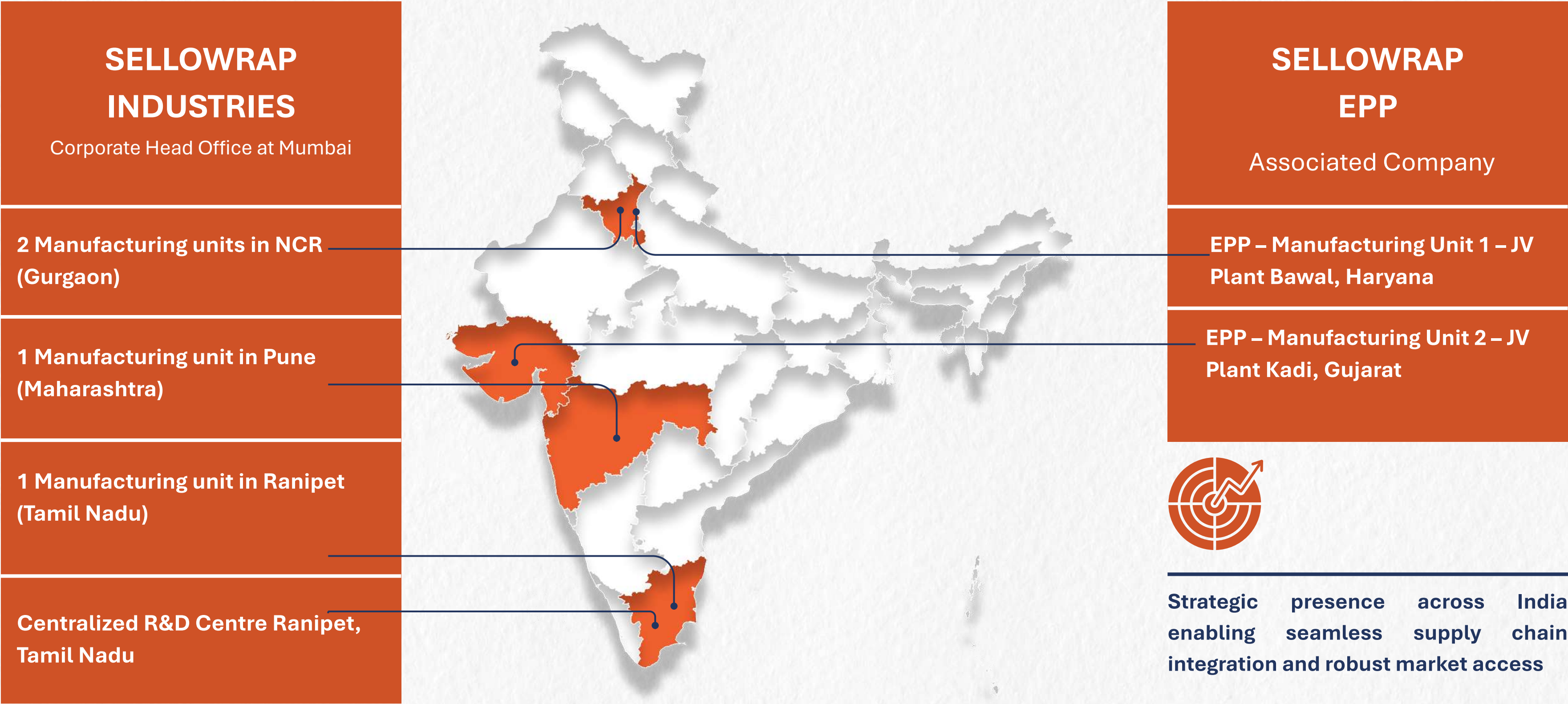


▶ More than 150,000 sq. ft. of manufacturing plant spread across key automotive hubs—NCR, Maharashtra, Tamil Nadu and Gujarat—ensuring proximity to major OEMs and Tier-1 customers.

- ▶ 37 injection molding machine spread across 3 plants
- LDPE film Blown Extrusion line
 - Adhesive coating Line
 - PLC operated Bend Saw for Foam cutting
 - Ultrasound welding machine for plastic part
 - Hydraulic machine for NVH foam cutting
 - Dedicated SPM line for part assembly with detection through vision camera



Strategically located across India...

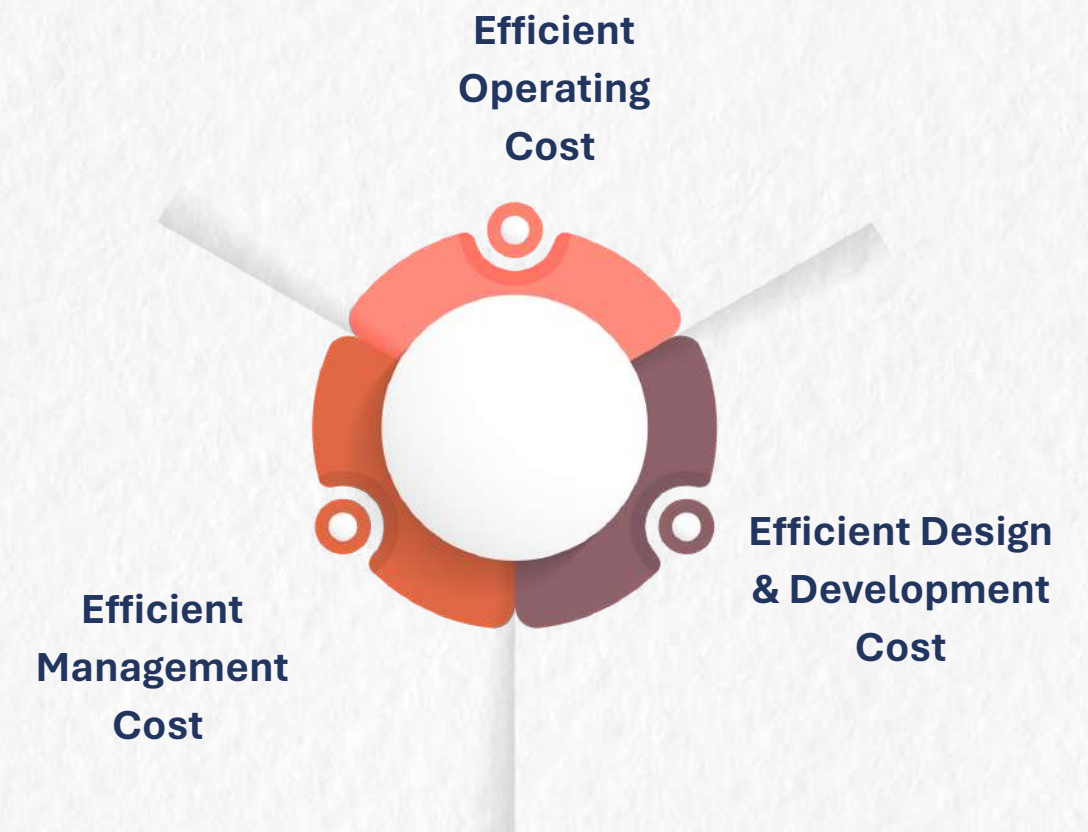


...while serving a global client base

Sellowrap Is A Highly Quality Conscious &
Competitive Supplier of Export Parts



EXPORT PART SUPPLIES



SELLOWRAP EPP India Pvt Ltd (ASSOCIATED COMPANY)



Sellowrap EPP India Pvt Ltd is a joint venture Company with the following JV Partners:



Established in the Year 2005



Technical Partner
KANEKA Corporation, Japan

Buisness Scope

To manufacture custom moulded expanded polypropylene (EPP) products for automotive applications like Bumper Core, Floor spacers, Tool Kit, Side Impact, Sun visors, Returnable containers etc. Apart from automotive applications EPP is used for packaging, insulation and returnable bins.

Awards & Recognitions



Atma Nirbhar Excellence
Awards



ACMA SAFETY Excellence
Awards 2024



Marquee clientele



EXPORT OEM ●

DOMESTIC OEM ●

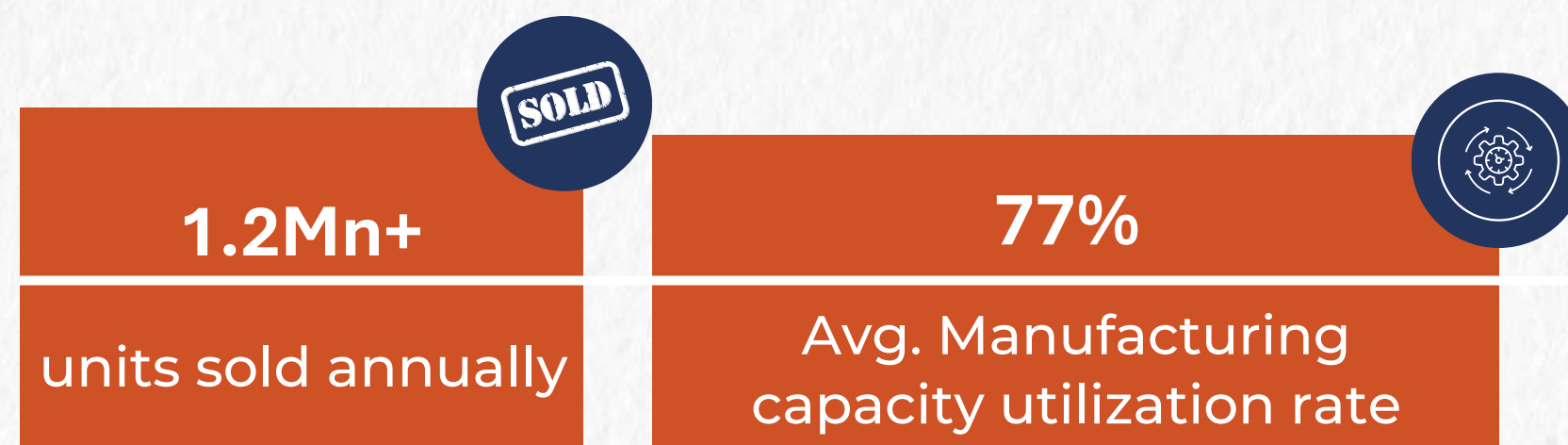
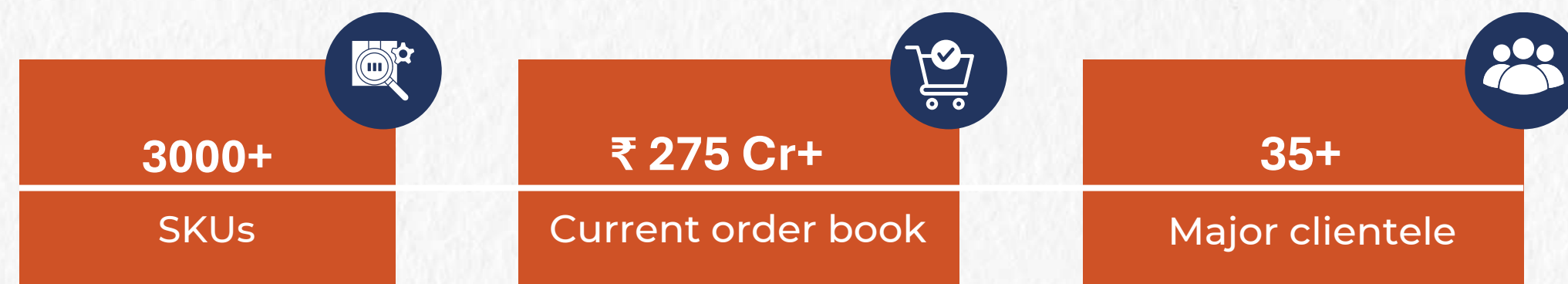
Marquee clientele



 Expanding Horizons	 www.kwangjin.com				
		 Escorts Kubota Limited	 INDUSTRIES LIMITED		 Crafting the Core
		 An ISO / TS 16949 : 2009 Certified Company		 VISION WITH PRECISION	

EXPORT OEM ● DOMESTIC OEM ●

Impressive traction



Industry Certifications



The Macro Runway: Sizing India's Auto Component Surge

Indian Auto Component Industry



Indian Auto component sector aspires to grow exports at a CAGR of ~35%



Current Footprint: The Indian auto component industry expanded at a strong 14% CAGR from FY20 to FY25, establishing a \$80 Billion market base.

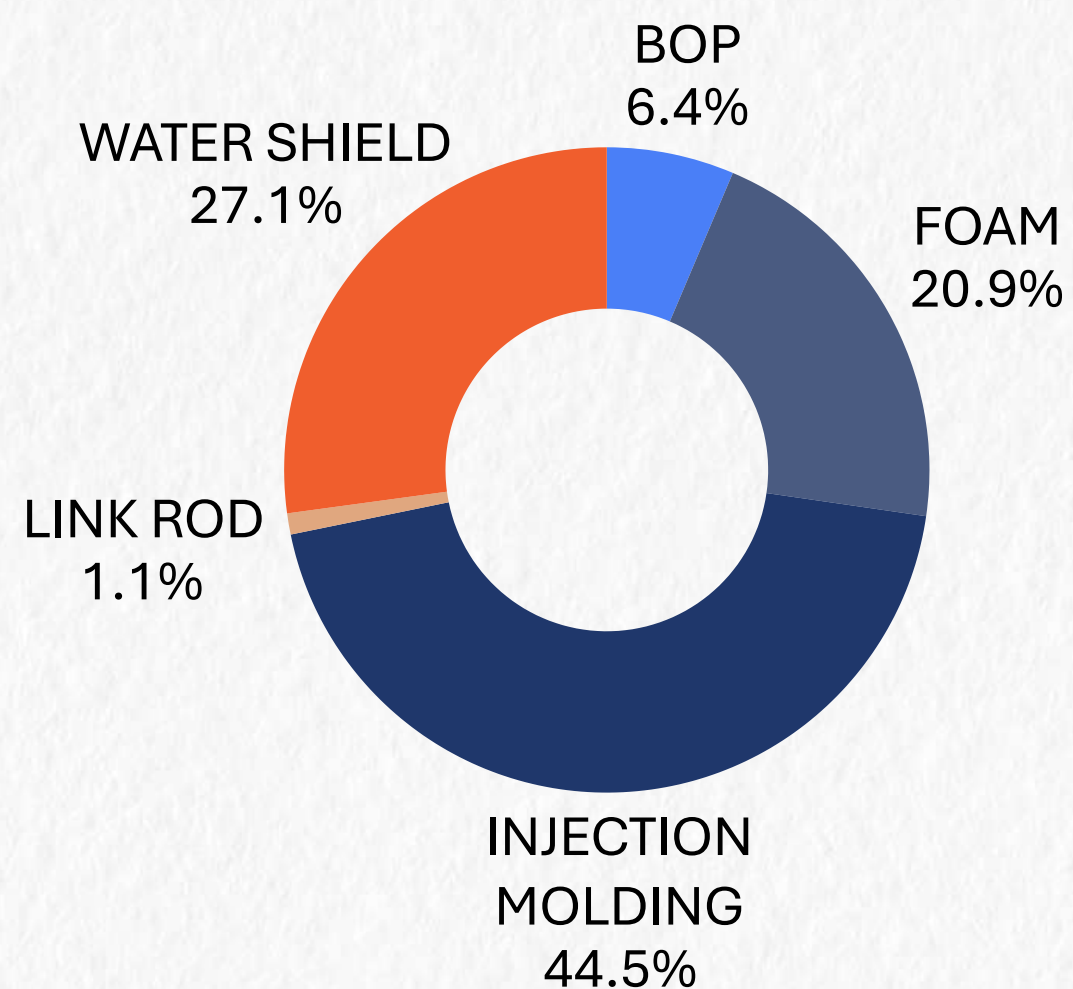
Export Horizon: Out of this, exports scaled 1.5x to \$23 Billion (with 60% of shipments going to North America and Europe), on a locked-in path to hit \$100 Billion in exports by FY2030.

The Sizing Multiplier: The total industry is on a definitive trajectory to more than double, targeting a \$200 Billion total opportunity by 2030, split evenly between surging domestic OEM demand and global exports.

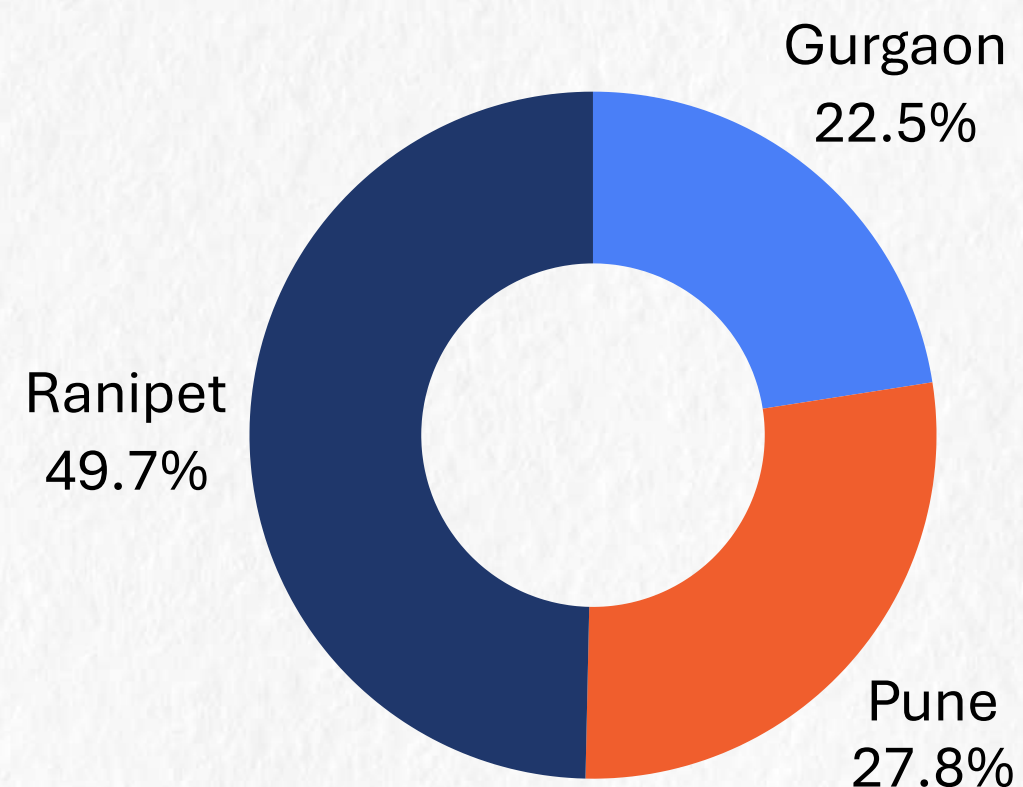
Source: BCG-ACMA Report

Revenue breakdown at a glance

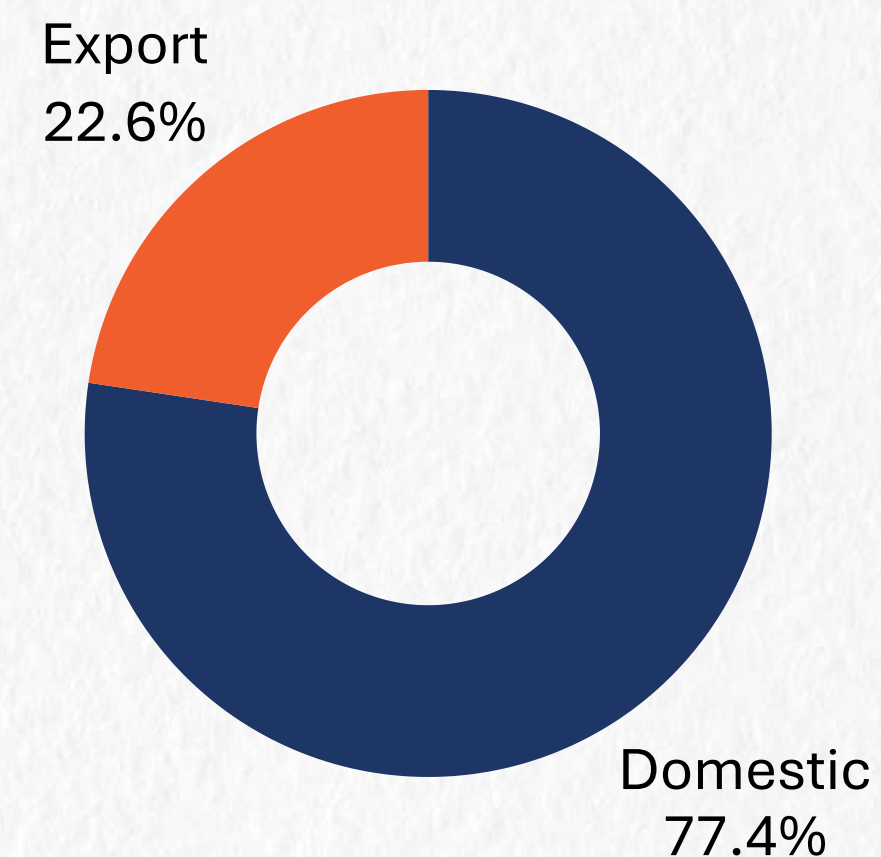
Product-wise



Geography-wise



Domestic vs. Export



P&L Statement



All figures are presented on a consolidated basis

All figures in ₹ Lakhs

Particulars	H2FY25	H1FY26	H2FY26	H-o-H%	Y-o-Y%	FY25	FY26	Y-o-Y%
Revenue								
Revenue from Operations	8,715.44	8,658.33	11,423.32	31.93	31.07	16,245.01	20,081.65	23.62
Other Income	49.74	38.77	97.42	151.26	95.86	87.74	136.2	55.23
Total Revenue	8,765.18	8,697.10	11,520.74	32.47	31.44	16,332.75	20,217.85	23.79
EXPENSES								
COGS	4,745.07	4,442.69	6,669.34	50.12	40.55	8,909.48	11,112.03	24.72
Other & Administrative Expenses	2,934.29	2,991.86	3,477.53	16.23	18.51	5,347.20	6,470.94	21.02
EBITDA	1,082.02	1,255.51	1,366.96	8.88	26.33	2,068.46	2,620.91	26.71
EBITDA %	12.34%	14.44%	11.87%	-	-	12.66%	12.96%	-
Finance Costs	166.64	149.57	163.9	9.58	-1.64	332.85	313.48	-5.82
Depreciation and Amortisation Expenses	367.91	443.12	576.67	30.14	56.74	630.26	1,019.79	61.8
Profit before Extraordinary Items And Tax	551.28	669.85	633.3	-5.46	14.88	1,112.96	1,301.60	16.95
CSR Expenses	3.81	7.04	6.92	-1.74	81.82	7.61	13.96	83.42
Profit before Tax	547.47	662.81	626.39	-5.5	14.41	1,105.35	1,287.65	16.49
Tax Expenses	174.36	161.07	208.19	29.25	19.4	270.77	368.83	36.22
Profit/(Loss) for the Period from Continuing Operations	373.11	501.74	418.2	-	-	834.59	918.81	-
Profit/(Loss) for the Period from Discontinuing Operations	(8.85)	-	(27.28)	-	-	(8.85)	(27.28)	-
Profit/(Loss) For the Period	364.27	501.74	390.92	-22.09	7.32	825.74	891.53	7.97
Share in Profit of Associate	71.75	79.36	41.9	-	-	135.42	121.26	-
Profit/(Loss) for the Period	436.02	581.1	432.82	-25.52	-0.73	961.16	1,012.79	5.37
PAT %	5	6.71	3.79	-	-	5.92	5.04	-14.76
EPS	4.32	4.23	3.15	-25.52	-27.08	9.52	7.37	-22.6

Balance Sheet

All figures are presented on a consolidated basis

All figures in ₹ Lakhs

Particulars	FY25	FY26
Equity & Liabilities		
Equity		
Share Capital	1,009.62	1,374.42
Reserves & Surplus	4,328.84	7,608.30
Total Equity	5,338.46	8,982.72
Non-Current Liabilities		
Long-Term Borrowings	1,466.82	2,305.71
Other Long-Term Liabilities	157.65	212.27
Total Non-Current Liabilities	1,624.47	2,517.98
Current Liabilities		
Short-Term Borrowings	2,333.45	2,166.21
Trade Payables	1,725.05	2,120.81
Other Current Liabilities	3,280.74	2,623.68
Total Current Liabilities	7,339.24	6,910.70
Total Liabilities	8,963.71	9,428.68
Total Equity & Liabilities	14,302.17	18,411.40

Particulars	FY25	FY26
Assets		
Non-Current Assets		
Fixed Assets	5,335.17	4,901.15
Intangible Assets	45.97	77.42
Non-Current Investments	1,814.77	3,279.96
Long-Term Loans and Advances	200.24	183.21
Deferred Tax Assets	103.29	157.93
Total Non-Current Assets	7,499.44	8,599.67
Current Assets		
Inventories	2,273.05	3,329.66
Trade Receivables	3,006.24	4,228.53
Cash and Cash Equivalents	7.02	11.31
Short Term Loans and Advances	879.80	1,308.66
Other Current Assets	636.60	933.57
Total Current Assets	6,802.71	9,811.73
Total Assets	14,302.17	18,411.40

H2FY26 Performance

While Sellowrap maintained robust top-line growth in H2FY26—driven by strong automotive OEM demand—profitability faced transient pressures from geopolitical supply disruptions, evolving domestic labor regulations, and surging input costs. The management has actively deployed a four-pronged corrective strategy to optimize cost structures and protect long-term margins.

H2FY26 Performance: Navigating Headwinds & Operational Course Correction



Geopolitical Conflict & Forex Volatility

US-Israel airstrikes on Iran (Feb 28, 2026) caused Strait of Hormuz traffic to fall ~70% within hours, triggering energy price shocks & shipping chaos. Natural gas supply disruptions directly impacted production of plastics, rubber & chemical compounds critical to auto components.



Raw Material Cost Escalation & Forex Impact

INR depreciated ₹85.53 → ₹94.71 (Mar 2025 to Mar 2026) — a 10%+ fall, steepest since 2013 — directly inflating import-linked input costs. Polymer prices (PP/PE) in India rose driven by supply disruptions & rising feedstock costs.



New Labour Code Implementation

New 50% wage definition requires immediate salary restructuring; higher PF & gratuity liabilities add near-term cost pressure, especially for MSMEs & auto ancillaries.



Manpower Shortage & Productivity Pressure

Demand for skilled talent far outpaces supply — critical roles remain unfilled for extended periods. Contractual workers, predominant in auto ancillaries, show higher absenteeism, directly impacting throughput.

Corrective measures & outlook



Commercial Pricing Pass-Through

To counter raw material and forex inflation, Sellowrap successfully initiated price revisions with key automotive OEMs to pass through accelerated input cost.



Automation & Labor Dependency Reduction

Investment in process automation underway to reduce reliance on contractual workforce



Strategic Hiring & Productivity Boost

Targeted hiring of experienced, multi-skilled operators to raise output per head and reduce defect rates. Skilled permanent workers transition from operators to supervisors — reducing long-term per-unit cost.



Operational Cost Optimization

Cross-functional cost review initiated — targeting procurement, logistics & overheads. design this in a size of presentation slide

Management Commentary

Emerging from H2 FY26 headwinds with stronger processes, leaner operations, and a clear FY27 roadmap

“FY26 has been a year that tested our operational resilience and, we believe, demonstrated the fundamental strength of our business model. Despite a second half marked by an unusually complex macro environment, we closed the year having crossed a significant revenue milestone — and with margins that improved over the prior year.

The second half brought challenges we had not fully anticipated at the start of the year — a geopolitical conflict that disrupted global supply chains, input cost pressures from a sharply weaker rupee, mid-year enforcement of a new Labour Code framework, and a tightening talent market. These headwinds were real, and we have addressed each of them deliberately. The corrective measures we initiated — on pricing, automation, talent, and cost discipline — are structural in nature and not merely reactive.

What gives us confidence as we step into FY27 is not just that the headwinds are easing, but that we emerge from this period as a more capable organisation. Our OEM relationships remain strong. Our product portfolio — spanning adhesive and non-adhesive components, plastic injection moulding, PU foam, EPP moulding, and screen sealing — continues to serve a diverse and growing customer base across automotive, white goods, and non-automotive segments. Localisation tailwinds in the Indian auto component industry remain firmly in our favour.

We acknowledge that geopolitical uncertainty and forex volatility may persist in the near term, and we will continue to manage these with discipline. But the investments we have made in people, processes, and automation position us well for the next phase of growth. We enter FY27 focused on one objective — delivering sustainable, margin-accretive growth for all our stakeholders.

”



Saurabh Poddar
Managing Director

THANK YOU



SELLOWRAP



Sellowrap Industries Ltd



<http://www.sellowrap.com/>



lr@sellowrap.com



FINPORTAL

Investment For All



Abhishek Bhutra | Himanshu Jain



+91 80006 85556 | +91 89051 81853



investorrelation@finportal.in

[Request Meeting & Investor Kit](#)