



## **COMPANY PROFILE**

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## 1.1 CORPORATE OFFICE

Our corporate office is located at Bengaluru, Karnataka in India.



### CORPORATE OFFICE

**Suprajit Engineering Limited**

No. 100, Bommansandra Industrial Area,  
Bengaluru, Karnataka - 560099

## 1.2 COMPANY HISTORY



- Founded on May 24th, 1985 by Mr. Ajith Kumar Rai, Suprajit is committed to being a global leader in its core products and is known for customer centricity. To raise money for the third plant, Mr. Rai took Suprajit public. The first leadership was in motorcycle cables in India through India Cable Division (DCD) and was followed by strategic acquisitions of Shah Concabs (for India PV) and the cable division of Pricol (India PV) making Suprajit the overall cable leader by far in India. Similarly, through a JV with, and subsequent acquisition of, CTP Gills Cables UK, Suprajit Europe was born.
- In 2015, while cables grew well, Suprajit looked for an opportunity to diversify and acquired Phoenix Lamps, another publicly listed company, but this time in the halogen lighting business. After acquiring Osram's Chennai plant in 2019, Phoenix is the third-largest manufacturer of automotive halogen lamps in the world and is renowned for its quality, Engineering, and automation.

### 1.3 COMPANY HISTORY

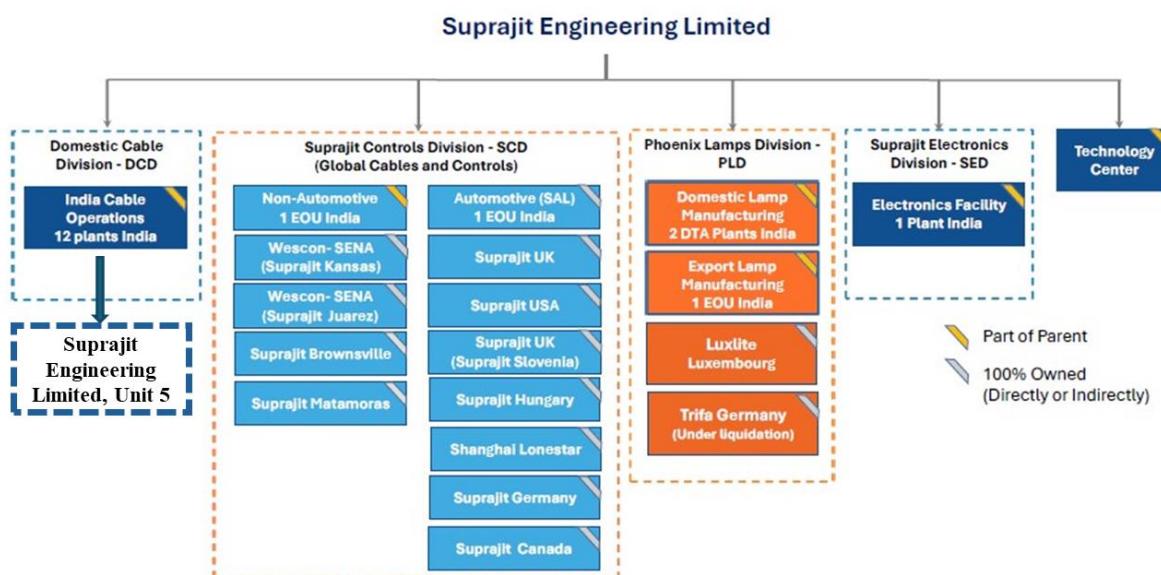
- In 2016, Suprajit acquired Wescon Controls, the undisputed leader in off highway cables in North America, and in 2022 the light-duty cable division of Kongsberg Automotive (global leader in automotive control cables). With this, Suprajit today is the second largest cable maker in the world and a strategically important supplier for global OEMs.
- To cement the future, Suprajit set up a tech centre in India working on innovative products and disrupting old technologies. With the pipeline of electronic and mechatronic products from STC, a new division called Suprajit Electronics Division was formed and is seeing rapid growth since its inception. The history was built on two Mantras, 'think global, act local' and 'March ahead with confidence'.
  - Full Global Product Range in our Core Products
  - Frequent replacement products with strong spares requirement
  - **Leader by far in India. #2 Globally in Control Cables & #3 Globally in Halogen Lamps**
  - Scale across industries, geographies and aftermarket

| Core Product  | Applications per Vehicle           |                         |              |     | Off-Highway (OFH) Agri, Powersports |
|---|------------------------------------|-------------------------|--------------|-----|-------------------------------------|
|   | Part Numbers                       | Passenger Vehicles (PV) | 2/3 Wheelers |     |                                     |
|   | Push/Pull/Push-Pull Control Cables | 15000+                  | 15+          | 3-6 | 3-6                                 |
|  | Vehicle Lighting Halogen Lamps     | 80+                     | 2            | 2   | 2                                   |

### 1.4 GROUP INFORMATION

The group comprises of:

Suprajit Engineering, Suprajit Automotive, Phoenix Lamps, Wescon Controls

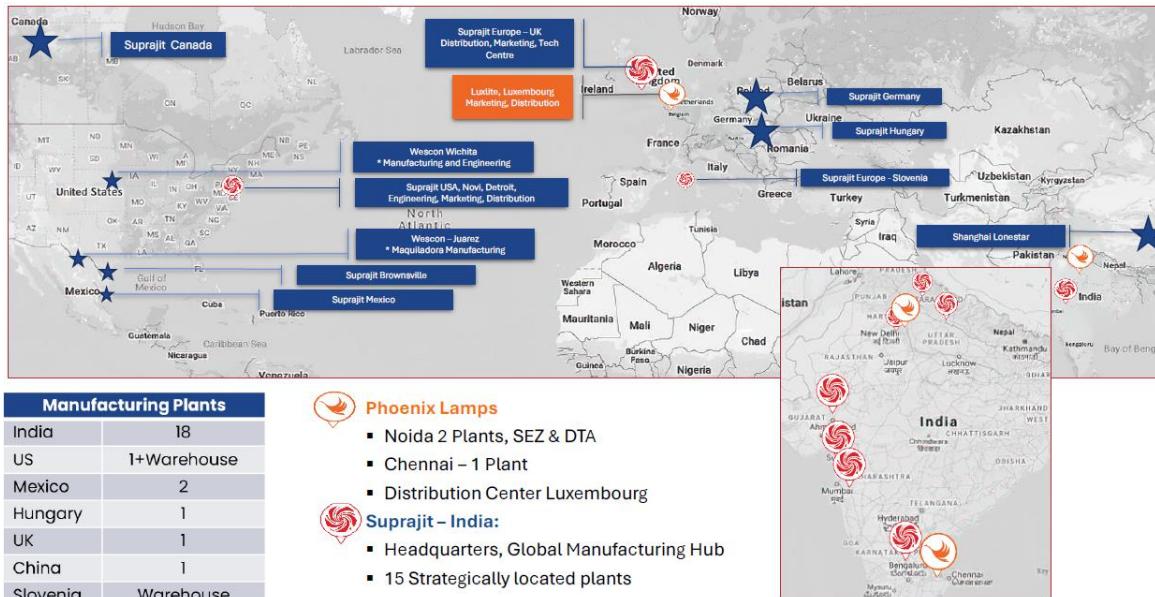


## 1.5 GLOBAL FOOTPRINTS

The Suprajit Group is a global leader in the automotive cable and halogen bulb industry.

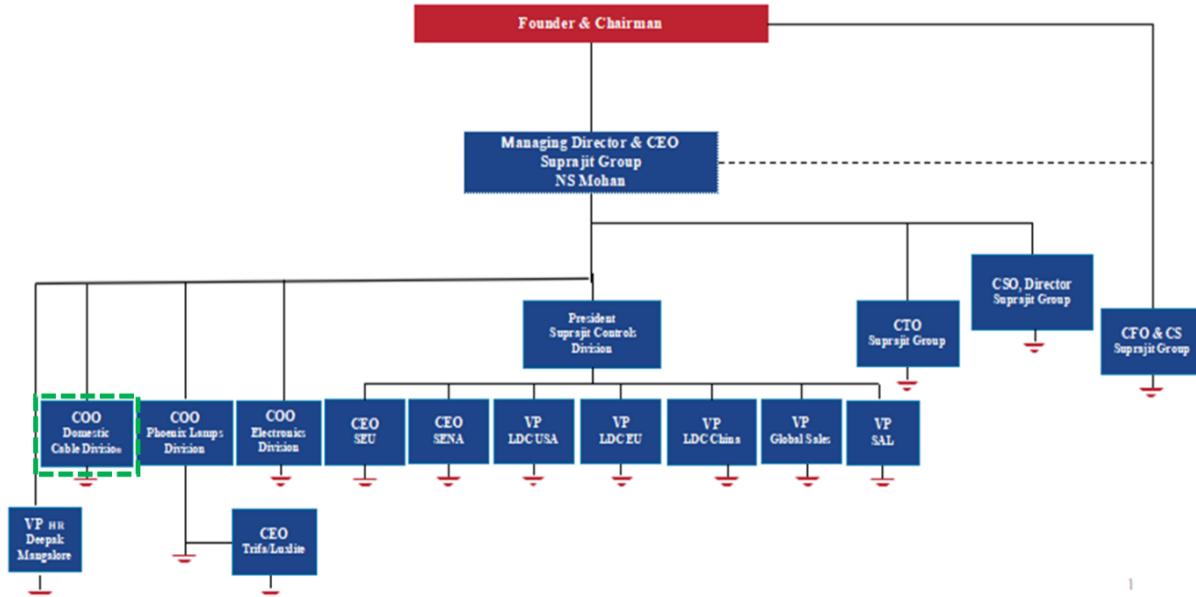
With a competitive manufacturing base in India, UK, US, Mexico and China, along with its technical and logistical supports worldwide, the group provides the optimal product development and manufacturing solutions to its domestic and international customers.

The Group comprises of Suprajit Engineering Limited (which includes Phoenix Lamps), Suprajit Automotive Limited, Suprajit Europe Limited, Wescon Controls LLC, Suprajit Mexico, Suprajit Hungary and Suprajit Inc USA.



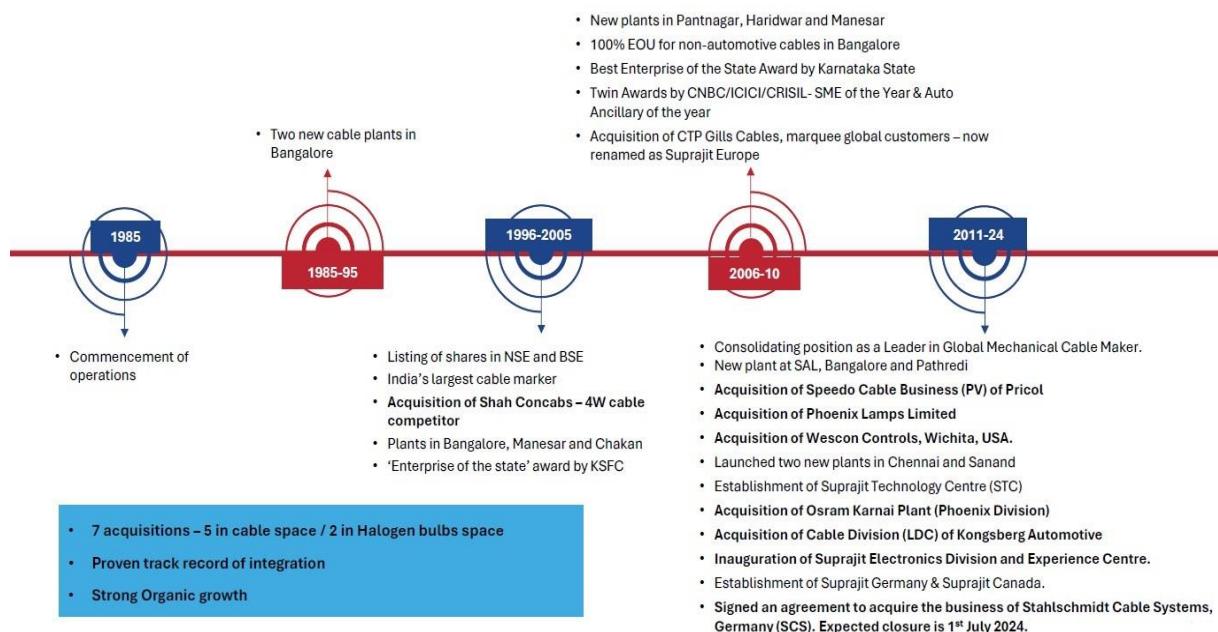
## 1.7 GROUP ORGANIZATION STRUCTURE

Group organization structure with strong bandwidth.



## 1.8 KEY MILESTONES

The success story of Suprajit group with key milestones is shown below.



## 1.9 GROUP VALUED CUSTOMERS

These are our Group valued customers.



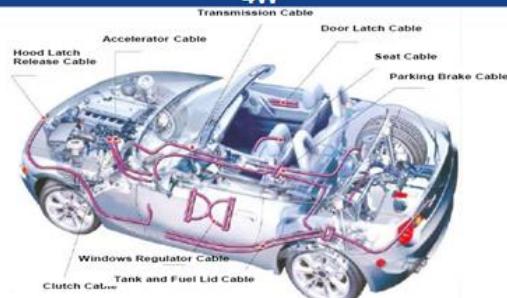
\* This list is not exhaustive. All names, images and logos are copyright of their respective owners.

## 1.10 GROUP PRODUCT PROFILE

We are having various products in Suprajit profile to cater various demands of Domestic & Export market.

- ✓ Park Brake Cables
- ✓ Clutch Cables
- ✓ Starter Cables
- ✓ Throttle Cables
- ✓ Door Latch Cables
- ✓ Push-Pull Cables
- ✓ Mirror Cables
- ✓ Tail Gate Cables
- ✓ Gear Shifter Cables
- ✓ Tyre lifting Cables
- ✓ Fuel Filler cables
- ✓ Hood Lock & Release Cables
- ✓ Window Regulator Cables
- ✓ Cables for Seat Belts
- ✓ Seat Belt & Recliners Cables
- ✓ Speedometer & Tachometer Cables
- ✓ Seat lock Cables
- ✓ Engine stop Cables
- ✓ Idle Cable Assembly
- ✓ Flexible Drive Assembly
- ✓ And many more...

### Indicative List of Our Products Used in a 4W

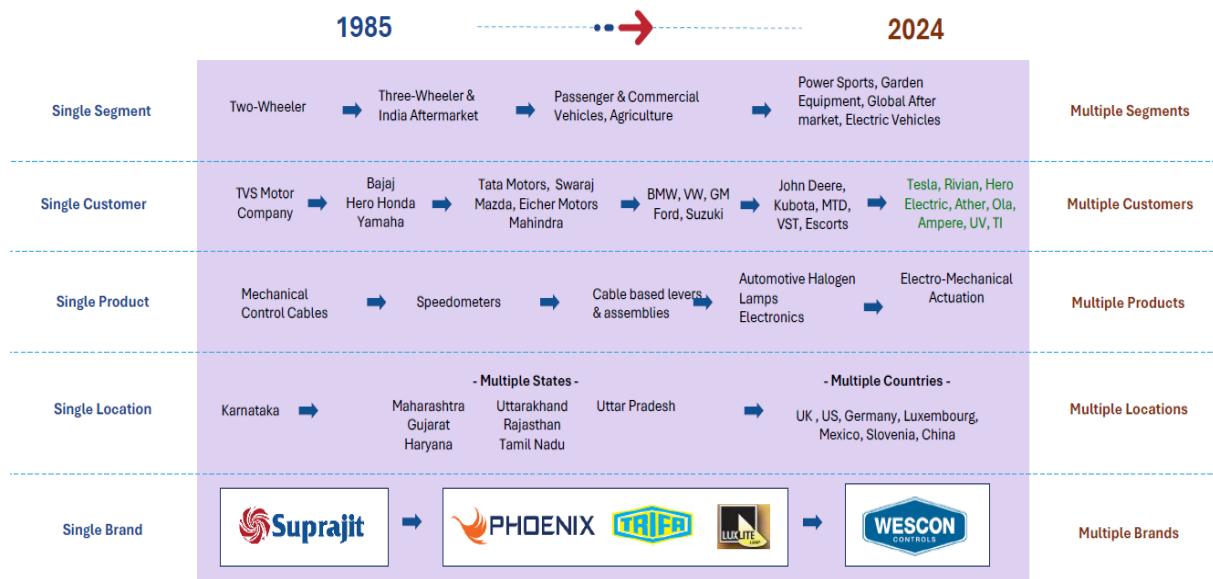


### Indicative List of Our Products Used in a 2W

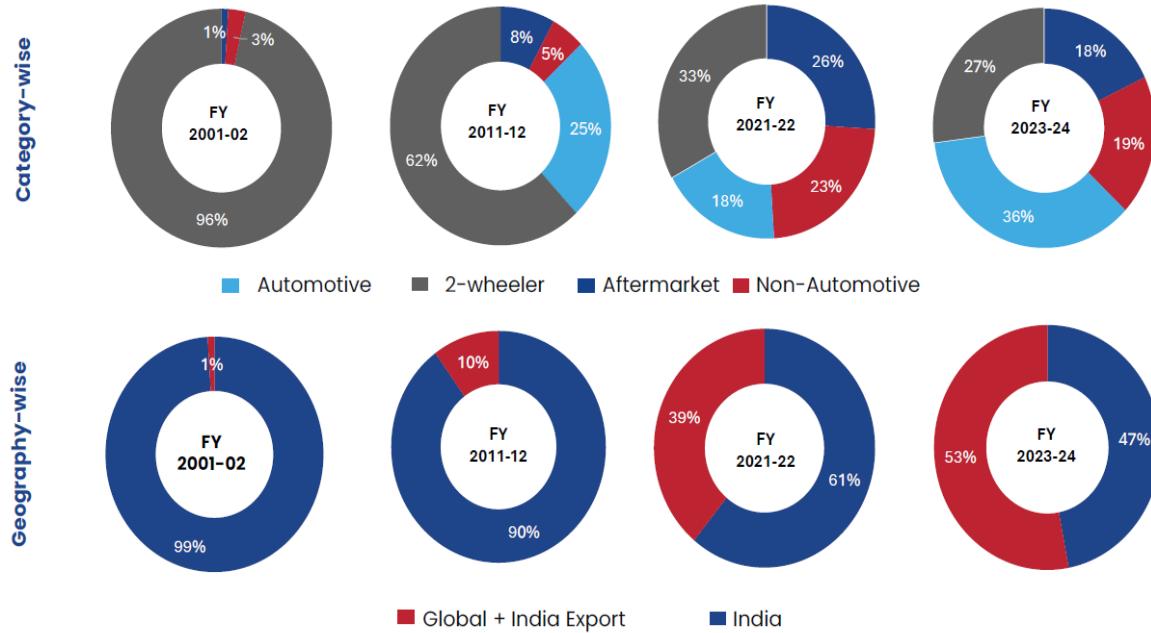


## 1.11 DERISKING STRATEGY

Derisking through strong Organic Growth, Capacity Expansion, Product Innovation and Strategic Acquisitions.



## 1.12 SEGMENTAL AND GEOGRAPHIC SYNERGIES



### 1.13 GROUP FINANCIALS

Following graphs shows the information about group financials.

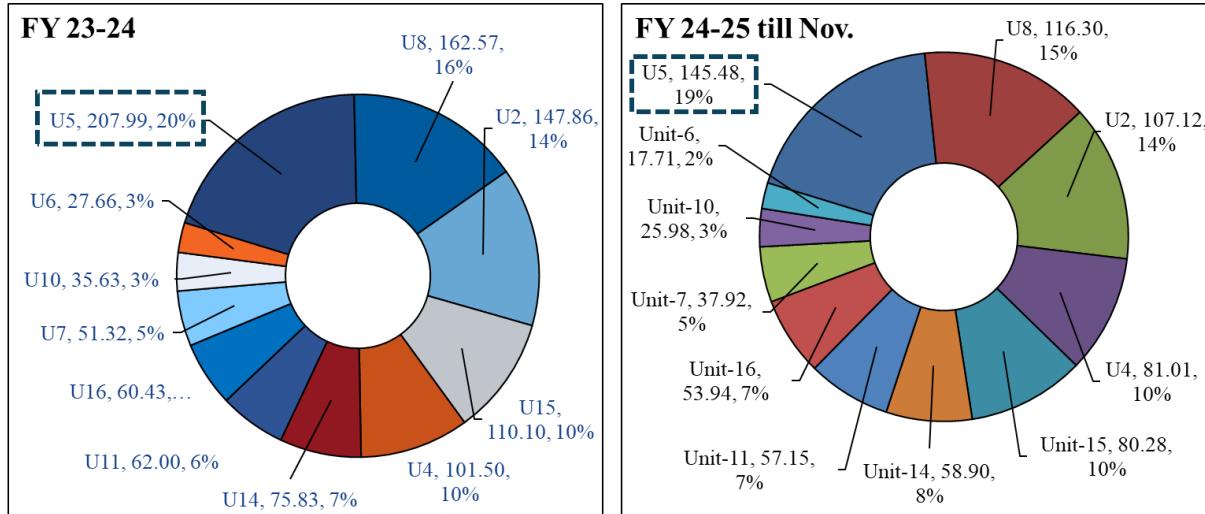


\* FY23 increase in debt due to acquisition of LDC

### 1.14 UNIT-WISE CONTRIBUTION

Suprajit Unit 05 contribution in FY 23-24 was 20% of overall plant wise contribution & in FY 24-25 till Nov. 24 the contribution of our plant is 19%.

#### Unit wise Contribution in Crs.



## 1.15 VISION AND MISSION

We have set our group vision & mission as shown below. From the group vision & mission we have derived the group policies & linked it to our plants' vision & mission. Further we have linked the plant vision & mission to KMI, KPI & KAI for every pillar activity up to the TPM circles activity.

|   |  |  |
|---|--|--|
|                | <b>VISION</b>                                      | <b>MISSION</b>   |
| <p>To be a globally competitive manufacturer of engineered products and sub-systems in terms of Quality, Cost, Delivery &amp; Development.</p> <p>To supply customers globally, by leveraging current competence, opportunities, expansions and acquisitions.</p> |  |  |
|   |  |  |
| Rev. No : 01<br>Rev. Date: 18.01.2021   | K. Ajith Kumar Rai<br>Founder & Executive Chairman | Rev. No : 01<br>Rev. Date: 18.01.2021  |
| Rev. No : 01<br>Rev. Date: 18.01.2021   | K. Ajith Kumar Rai<br>Founder & Executive Chairman |  |

## 1.16 TPM POLICY

We have aligned our company vision & mission in-line with TPM policy as shown below.

|   |
|---|
|  Suprajit Engineering Ltd.   |
| <b>TPM Total Productive Maintenance</b>   |
| <b>TPM POLICY</b>   |
| <p>Team Suprajit is committed to achieve<br/>1.Zero customer complaint,<br/>2.Zero Rejection,<br/>3.Zero Breakdown,<br/>4.Zero Accident &amp;<br/>5.Zero Wastages<br/>in all manufacturing &amp; business practices by adopting &amp; implementing Total Productive Maintenance -TPM.<br/>We will achieve this by open participative &amp; transparent management.<br/>Our motto is to generate Kaizen to prevent Accident, Defect, Breakdown &amp; Horizontal Development for further improvement.<br/>Suprajit is committed to focus &amp; raise the present level of the company to world class.</p> |
| <br>K. Ajith Kumar Rai<br>Chairman & Managing Director  |

## 1.17 STRENGTHS

Following are our strengths:

- Global Top 3 in both control cables and halogen bulbs manufacturing.
- Close to OEMs globally with flexible cost supply chain based on OEM needs – ideal for OEM Global Platforms.
- Excellent customer rapport with strong localized supply chain.
- Proprietary class 'B' items, giving a strategic relationship advantage.
- Ability to setup modular capacities at low capex for dynamic growth.
- Industry beating operational and financial costs.
- Strong management / Next-Gen team in place, motivated and focused.
- "Value for Money Supplier" with best QCDD rating.
- World-class manufacturing with operations IATF 16949 certified.
- Preferred Supplier to both Domestic and Overseas Customers (OEMs and Aftermarket).
- Exports to 50+ countries.
- Strong presence in global aftermarket and non-automotive cable segment in US/North American.
- Suprajit Technology Centre brings new technology to Agri, Powersports, PV, and EV 2-Wheeler Customers.

## 1.18 AWARDS AND RECOGNITIONS - GROUP

Suprajit group has been awarded with various awards and recognitions from their valuable customers for the achievements accomplished by the group.

Following are shown some of the key customer awards and recognitions & other awards.

### Recent Recognitions



### Customer Awards and Recognitions

- BMW India – Best Delivery Performance.
- Maruti Suzuki – Green Supplier Status Award.
- TVS Motors – Best Supplier of the Year Award.
- Volkswagen – 'A' Grade Supplier Quality Performance Award.
- Mahindra MSEs and SBCB Award.
- Honda Motorcycles & Scooters – Quality & Delivery Achievement.
- General Motors - Supplier Quality Excellence Award (3 years running)
- John Deere – Accelerated Global Sourcing Award.
- Brose Key Supplier Award.
- Bajaj Auto Limited – TPM Excellence Award.
- Tata Motors – Green Card for '0' PPM.
- Hero MotoCorp Limited – Direct Online Supply (DOL) Award.
- Bajaj Auto Limited - Quality Consistency Gold Award.
- Yamaha - Cost Reduction & VA/VE & 'A Grade' Excellence Award.
- TVS, Bajaj and Mahindra – various Awards.
- Kubota Certificate of Excellence.
- Honda Cars Quality and Delivery Performance.
- Yamaha Supplier Award, China.

### Other Awards

- KSFC: Entrepreneur of the year for the promoter, 1995.
- CNBC/ICICI/CRISIL: SME & Auto Ancillary of the Year, 2006.
- NASSCOM: Best IT user Award in Automotive Sector, 2007.
- KSFC: Outstanding Enterprise of the State, 2010.
- BMA – Entrepreneur of the Year, 2017.



## 1.19 NEW UPDATE: ACQUISITION OF SCS

Announced the acquisition of the business of Stahlschmidt Cable Systems (SCS) that includes:

- › Asset/Equity purchases in Germany, Canada, China, Poland and Morocco
- › Poland already relocated to Morocco and will be shut down – except key support team to Morocco

**Acquisition will bring 50M Euro Revenue split into two stages**

- › First Stage (Germany, Poland and Morocco) is expected to close on July 1st, 2024 (70% of turnover)
- › Second Stage (Canada, China) to follow few months later (30% of turnover)

More details are available in our press release dated 9<sup>th</sup> June 2024

★ Major Shared Customers



★ New Customers Majorly from SCS



## 1.20 ENVIRONMENT AND SOCIAL INITIATIVES

Following are some of our key environment and social initiatives:



Suprajit Foundation (SF) sponsoring scholarships for students in rural areas for education beyond SSLC



Cancer screening camps at Doddaballapur, Bangalore



SF established an early childhood daycare centre for the construction workers' children



Solar Panel Projects continue with three more plants going live in FY24



Suprajit initiatives to plant more trees for a greener future



Suprajit Mexico team carrying out various local CSR activities for locals and migrants

We are committed for the well-being of the society by implementing various social activities.

## 1.21 PLANT DETAILS

Now, brief information of our plant.

Located in Chakan, Pune in India, Suprajit Engineering Limited U05 was started in the year 2003.



**Location :- Chakan Indl. Area , M.I.D.C., Pune**

**Establishment :- 2w : 2003 4w :- 2011**

Land Area :- 20670 sq.mtr

**Occupied** :- 10140 sq. mtr + utility area (@150 sq.mtr)

**Sanjay Bhirud**  
**Plant Head**

Production Capacity :- 2W :-90000 nos/shift 4W:- 40000 nos/shift

Utilization :- 2W :- 75-78000/shift 4w :- 28-33000 nos/shift

## 1.22 PLANT LAYOUT

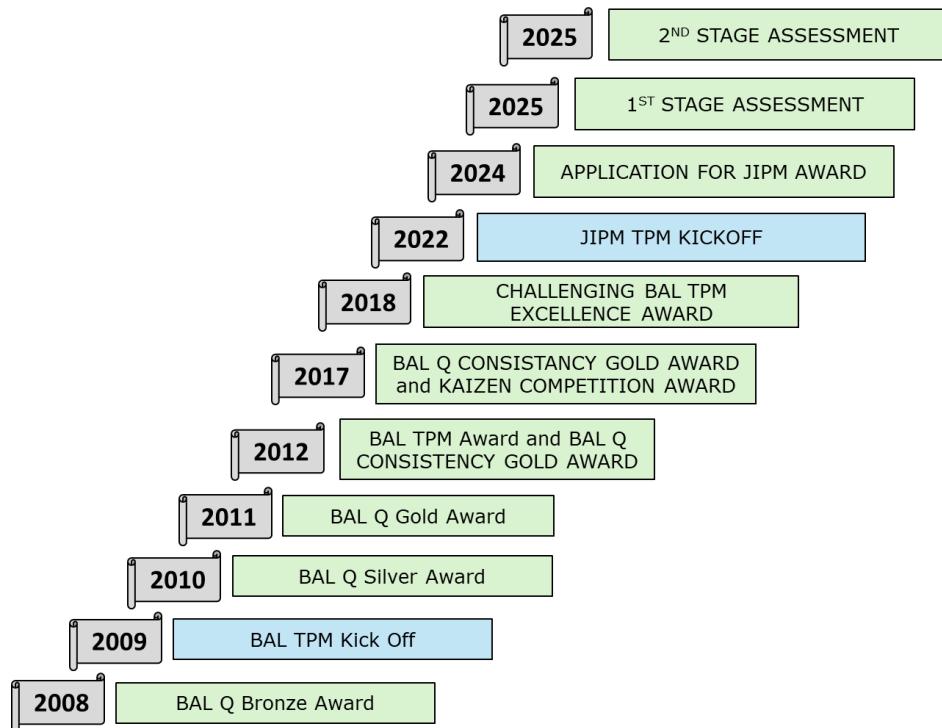
Below is our plant layout.

Our total land area is 20670 sq. mtr., out of which occupied area is 10140 sq. mtr. including @150 sq. mtr. of utility area.



## 1.23 TPM JOURNEY

Our year-on-year TPM journey is shown below:



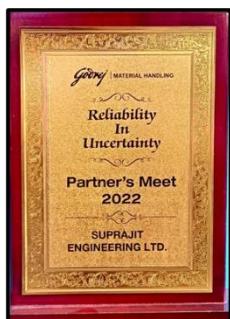
## 1.24 CERTIFICATIONS

Our plant is certified with various certifications such as IATF 16949:2016, ISO 14001:2015, ISO 45001:2018, certification for integrating sustainability, etc.



## 1.25 PLANT ACHIEVEMENTS

Following are some of the key achievements of our plant. Our plant has received various awards from our customers as well as other awards are shown.



Godrej -  
Reliability Award



Bajaj Auto -  
TPM Excellence Award



Bajaj Auto -  
Quality Gold Award



Godrej -  
Supplier Level B Award



Highest Sales



Improvement in  
Profit



Eco Edge  
Recognition



West Region  
Kaizen Award

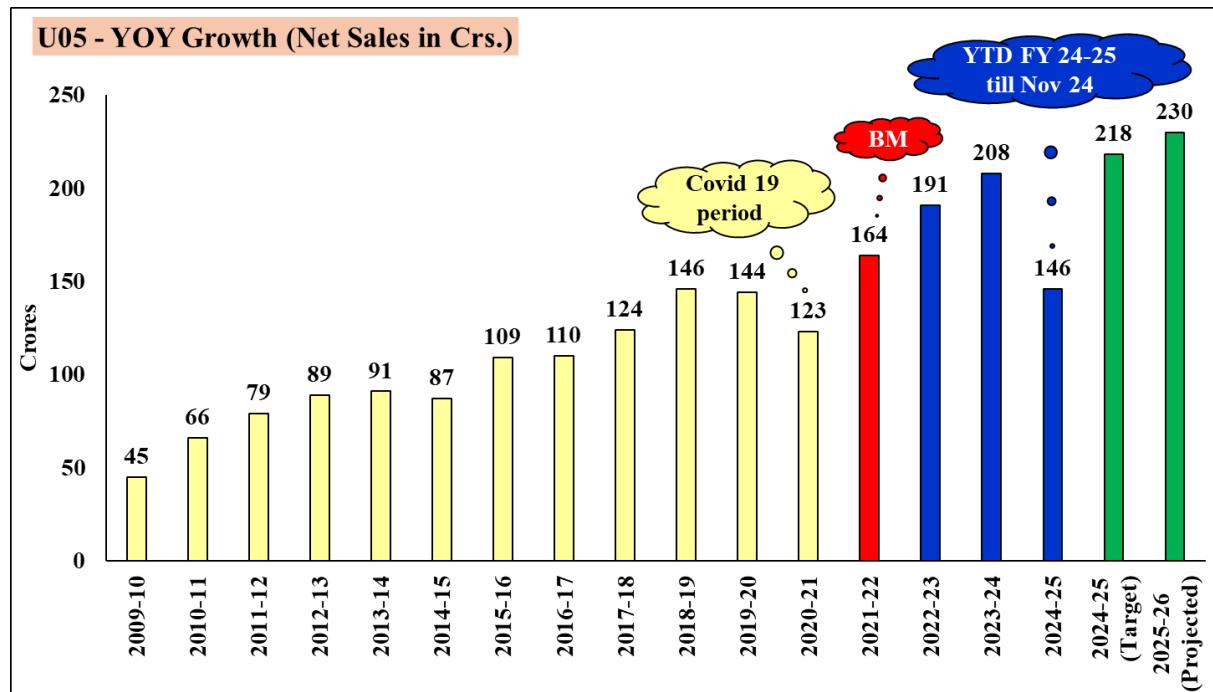
## 1.26 PLANT VALUED CUSTOMERS

- U05 manufactures 2w, 3w & 4w cables & supplies to major OEMs & OERs.
- U05 is serving to its customers like Bajaj auto, Mahindra & Mahindra, Piaggio Vehicles, Volkswagen, Tata Motors, Lear & Inteva etc.



## 1.27 PLANT SALES TURNOVER

Following graph shows the year-on-year plant sales growth turnover of our plant in Crores.



## 1.28 DAILY WORKING SCHEDULE

The plant has adopted a practice of working as per following working shifts & Sunday is a weekly off.

Shift Timings are as below:

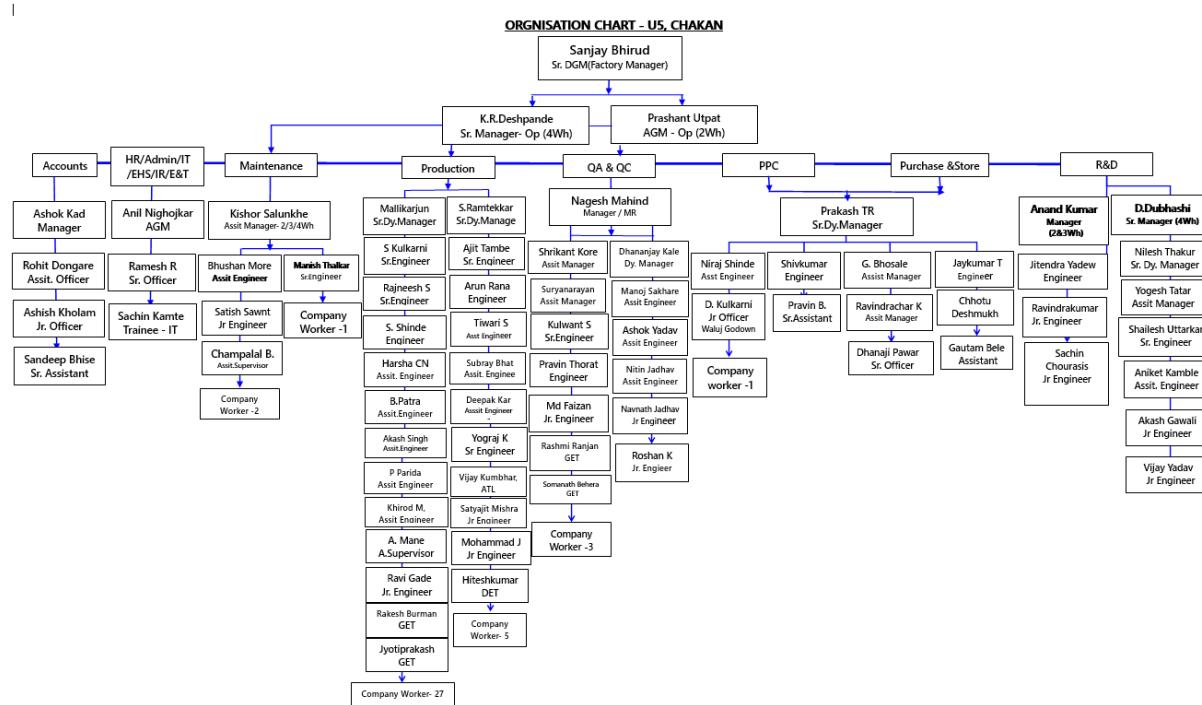
| Shift   | Timings             | Remark  |
|---------|---------------------|---|
| First   | 07.30 AM – 03.30 PM | Preparation activities  |
| Second  | 03.30 PM – 11.30 PM | Preparation activities  |
| General | 08.00 AM – 04.30 PM | <ul style="list-style-type: none"> <li>Production activities</li> <li>Mainly office function staff works in this shift</li> </ul> |



\* Sunday is a weekly-off

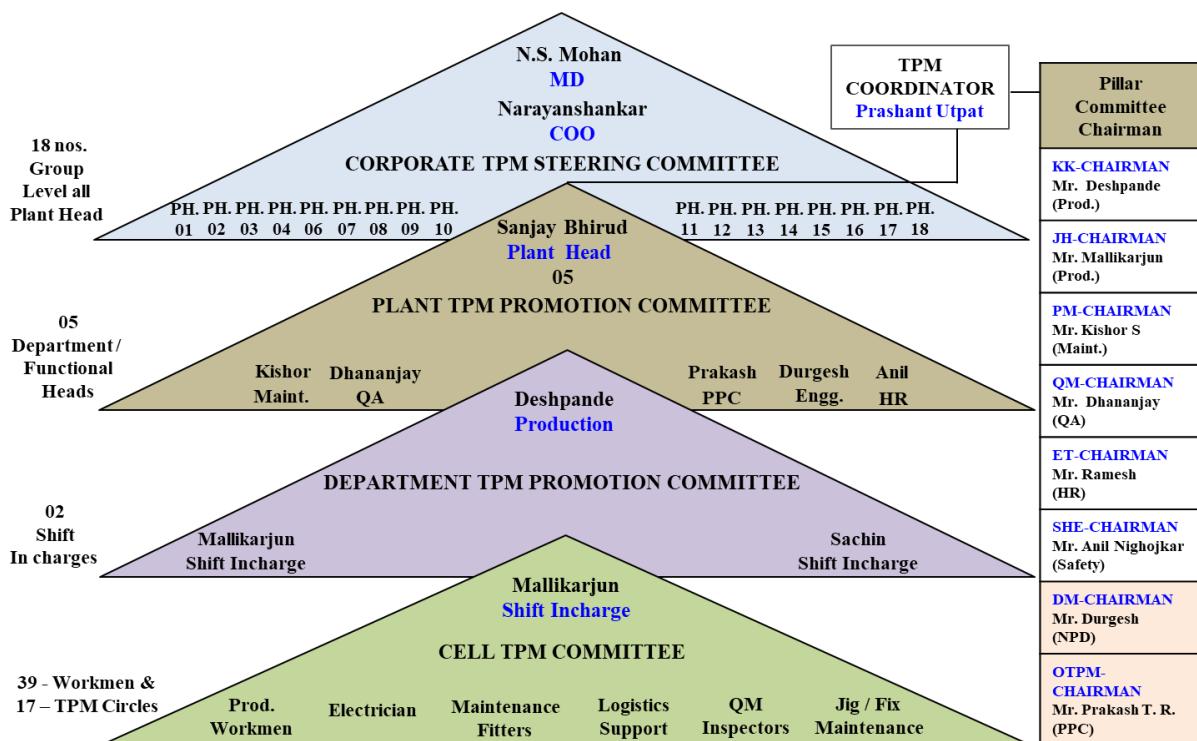
## 1.29 PLANT OVERALL ORGANIZATION STRUCTURE

This is our plant overall organization structure.



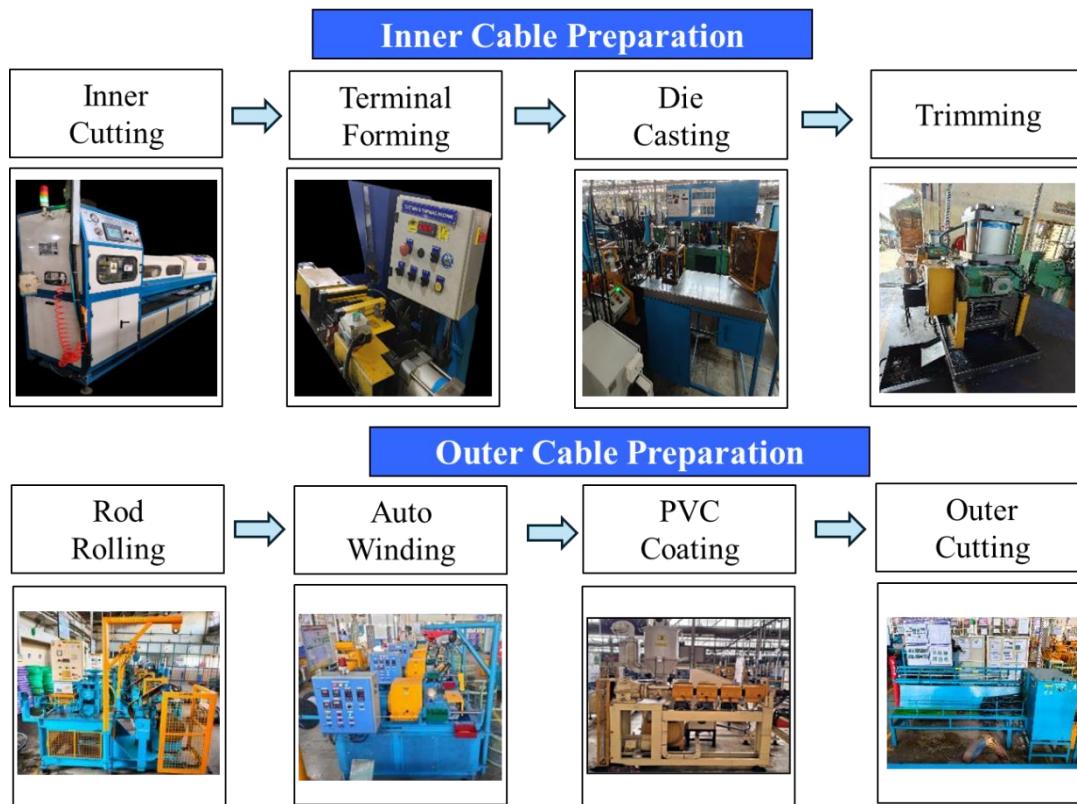
## 1.30 PLANT TPM ORGANIZATION STRUCTURE

We had enlarged our plant TPM organization structure along with our pillar chairmans.



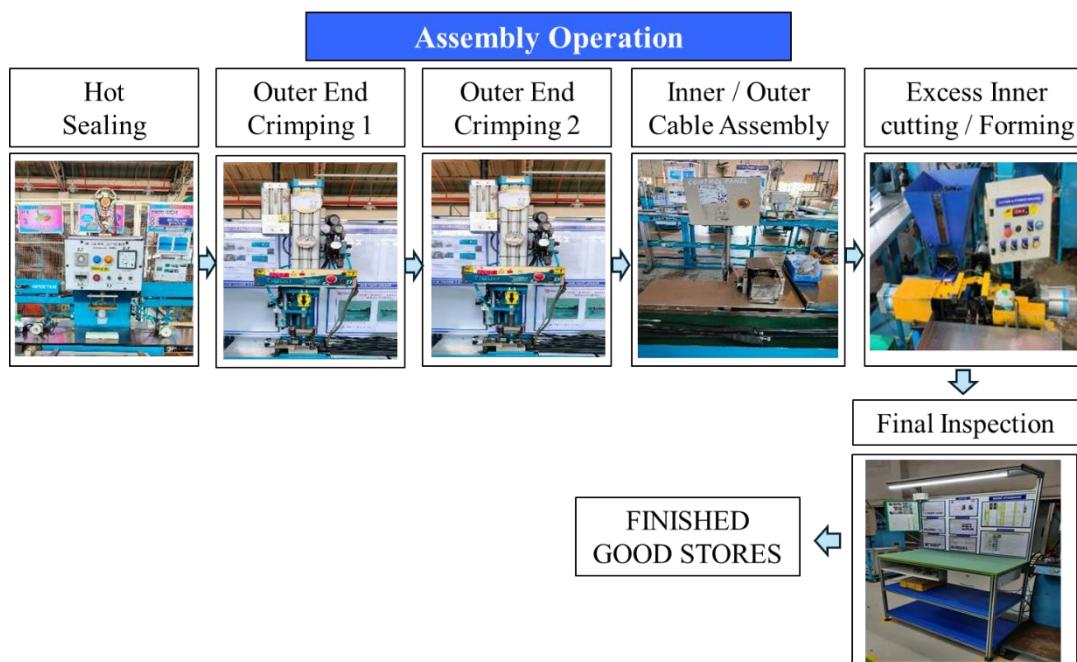
### 1.31.1 MANUFACTURING PROCESS FLOW

Our manufacturing process flow includes inner cable preparation, outer cable preparation & cable assembly operations and then final assembled cables dispatched to the customers.



### 1.31.2 MANUFACTURING PROCESS FLOW

Continued....



### 1.32 SUMMARY OF MACHINES

We have following machines in 2w & 4w sections.

| 2wh Plant level equipments<br>Ranking Summary |                  |           |            |            |            |
|---|------------------|-----------|------------|------------|------------|
| S. No.  | M/c Family       | A         | B          | C          | Total      |
| 1   | Machine Section  | 5         | 43         | 0          | 48         |
| 2   | Outer Section    | 3         | 18         | 6          | 27         |
| 3   | Inner Section    | 19        | 24         | 15         | 58         |
| 4   | Assembly Section | 14        | 105        | 100        | 219        |
| 5   | SPD Section      | 0         | 0          | 4          | 4          |
| 6   | Other            | 1         | 5          | 13         | 19         |
| 7   | Utility          | 9         | 0          | 0          | 9          |
| <b>Total</b>                                  |                  | <b>51</b> | <b>195</b> | <b>138</b> | <b>384</b> |

Legends : A - Critical, B - Semi critical, C - Non critical

| 4wh Plant level equipments<br>Ranking Summary |                  |           |           |           |            |
|---|------------------|-----------|-----------|-----------|------------|
| S. No.  | M/c Family       | A         | B         | C         | Total      |
| 1   | Machine Section  | 19        | 2         | 0         | 21         |
| 2   | Outer Section    | 3         | 7         | 8         | 18         |
| 3   | Inner Section    | 2         | 23        | 0         | 25         |
| 4   | Assembly Section | 27        | 38        | 74        | 139        |
| 5   | SPD Section      | 0         | 0         | 0         | 0          |
| 6   | Other            | 0         | 0         | 0         | 0          |
| 7   | Utility          | 8         | 0         | 0         | 8          |
| <b>Total</b>                                  |                  | <b>59</b> | <b>70</b> | <b>82</b> | <b>211</b> |

Legends : A - Critical, B - Semi critical, C - Non critical

### 1.33 TESTING FACILITIES

We are having in-house testing facilities like salt spray testing machine, universal testing machine, vision measuring machine, simulation testing machine, fisher plating thickness gauge, load & stroke testing machine etc.



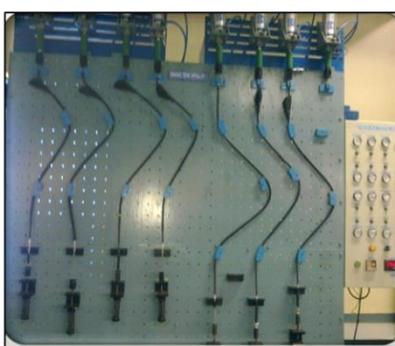
Salt Spray Testing M/c



Universal Testing M/c



Vision Measuring M/c



Simulation Testing M/c



Fisher Plating Thickness Gauge



Load and Stroke Testing M/c

### **1.34 TPM KICKOFF CEREMONY**

We had done the TPM kick off ceremony on the 23<sup>rd</sup> July 2022, with involvement of our Top Management. We rigorously started the TPM implementation there onwards in an aggressive manner & infused “Yes, we can do it” spirit in us.

Having realized the fruitful benefits and results of TPM on our manager model m/c, we had done horizontal deployment of TPM activities for all remaining machines & we completed JH Step 3 on all the equipments.

In FY 2024-25, we are happy to say that we are challenging the prestigious JIPM TPM Award for Excellence.

Following are some the glimpses of the TPM Kickoff ceremony.



**Plant TPM Kickoff Ceremony – 23<sup>rd</sup> July 2022**

### 1.35 PLANT TPM TARGETS

By implementing TPM at our plant has helped to improve the business results & as well as TPM has brought drastic change in our plants' working culture. Below are the few tangible benefits achieved through TPM in terms of SPQCDM.

| Category                | Index   | Unit   | Section     | BM<br>(TPM Started<br>or last time<br>awarded) | Actual<br>Status               | Target |
|-------------------------|---|--|-------------|--|--------------------------------|--------|
| <b>Enter the year →</b> |   |  |             | 2021-2022<br>(Avg)                             | 2024-2025<br>(YTD till Nov-24) | 2025   |
| <b>S</b>                | Number of work-related accidents requiring days off work            | Cases/ year  | Plant Level | 0  | 0                              | 0      |
| <b>S</b>                | Number of work-related accidents <u>not</u> requiring days off work | Cases/ year  | Plant Level | 0  | 0                              | 0      |
| <b>P</b>                | Productivity for main products                                      | Parts/man days                                     | 2 wheeler   | 141  | 158                            | 169    |
|                         |   |  | 4 wheeler   | 94   | 100                            | 113    |
| <b>P</b>                | OLE (or Overall Line Efficiency)                                    | %  | 2 wheeler   | 82.98  | 87.03                          | 88.75  |
|                         |   |  | 4 wheeler   | 73.29  | 83.38                          | 85.25  |
| <b>P</b>                | Availability  | %  | 2 wheeler   | 90.12  | 93.41                          | 94.34  |
|                         |   |  | 4 wheeler   | 90.53  | 92.74                          | 93.33  |
| <b>P</b>                | Performance Rate  | %  | 2 wheeler   | 92.23  | 93.24                          | 94.12  |
|                         |   |  | 4 wheeler   | 89.41  | 94.42                          | 95.04  |
| <b>P</b>                | Quality Products Rate   | %  | 2 wheeler   | 99.84  | 99.92                          | 99.95  |
|                         |   |  | 4 wheeler   | 99.62  | 99.91                          | 99.95  |
| <b>P</b>                | Number of breakdowns  | Breakdowns/ year                                   | 2 wheeler   | 1080   | 232                            | 270    |
|                         |   |  | 4 wheeler   | 1296   | 169                            | 195    |
| <b>P</b>                | MTBF  | Hour   | 2 wheeler   | 204  | 256                            | 252    |
|                         |   |  | 4 wheeler   | 205  | 257                            | 251    |
| <b>P</b>                | MTTR  | Hour   | 2 wheeler   | 11.56  | 4.12                           | 3.5    |
|                         |   |  | 4 wheeler   | 10.74  | 3.61                           | 3.22   |
| <b>Q</b>                | Number of customer complaints                                       | Number/year  | 2 wheeler   | 12   | 4                              | 0      |
|                         |   |  | 4 wheeler   | 36   | 5                              | 0      |
| <b>Q</b>                | In-line defect rate (scrap)   | %  | 2 wheeler   | 0.012  | 0.003                          | 0.003  |
|                         |   |  | 4 wheeler   | 0.07   | 0.02                           | 0.02   |
| <b>Q</b>                | In-line defect rate (rework)  | %  | 2 wheeler   | 0.14   | 0.07                           | 0.04   |
|                         |   |  | 4 wheeler   | 0.31   | 0.07                           | 0.07   |
| <b>C</b>                | Cost index  | Cost/Unit<br>Cost/Kilogram<br>Manufacturing Cost % | Plant Level | 15.64  | 14.38                          | 12.51  |
| <b>D</b>                | Production Lead time  | Days   | 2 wheeler   | 12   | 10                             | 8      |
|                         |   |  | 4 wheeler   | 20   | 13                             | 12     |
| <b>D</b>                | Delivery performance  | %  | 2 wheeler   | 100  | 100                            | 100    |
|                         |   |  | 4 wheeler   | 100  | 100                            | 100    |
| <b>S</b>                | Safety Index (ex Lost Time Incident Rate)                           | (Accidents per 1,000,000 operator hours)           | 2 wheeler   | 0  | 0                              | 0      |
|                         |   |  | 4 wheeler   | 0  | 0                              | 0      |
| <b>M</b>                | Number of Employee Suggestions                                      | Number/year  | Plant Level | 667  | 1080                           | 1008   |

### 1.36 ABBREVIATIONS

| S N | Short Form | Long Form  | S N | Short Form | Long Form                            |
|-----|------------|--|-----|------------|--------------------------------------|
| 1   | 2W         | 2 wheeler  | 27  | KAI        | Key Activity Index                   |
| 2   | 3W         | 3 wheeler  | 28  | KMI        | Key Management Index                 |
| 3   | 4W         | 4 wheeler  | 29  | KPI        | Key Performance Index                |
| 4   | AM         | Anti Meridian  | 30  | M/c        | Machine                              |
| 5   | Avg.       | Average  | 31  | Maint.     | Maintenance                          |
| 6   | BAL        | Bajaj Auto Limited   | 32  | MD         | Manging Director                     |
| 7   | BM         | Benchmark  | 33  | No. / Nos. | Number(s)                            |
| 8   | CAGR       | Compound Annual Growth Rate                                | 34  | OEM        | Original Equipment Manufacturer      |
| 9   | CEO        | Chief Executive Officer                                    | 35  | OER        | Original Equipment Replacement       |
| 10  | CFO        | Chief Finance Officer                                      | 36  | OFH        | Off Highway                          |
| 11  | COO        | Chief Operating Officer                                    | 37  | PH.        | Plant Head                           |
| 12  | Crs.       | Crores   | 38  | PM         | Post Meridian                        |
| 13  | CS         | Company Secretory  | 39  | PPC        | Production Planning & Control        |
| 14  | CSO        | Chief Strategy Officer                                     | 40  | Prod.      | Production                           |
| 15  | CTO        | Chief Technical Officer                                    | 41  | PV         | Passenger Vehicles                   |
| 16  | DCD        | Domestic Cable Division                                    | 42  | PVC        | Poly Vinyl Chloride                  |
| 17  | DOL        | Direct On line   | 43  | Q          | Quality                              |
| 18  | EBITDA     | Earnings Before Interest, Tax, Depreciation & Amortization | 44  | QCDD       | Quality, Cost, Delivery, Development |
| 19  | Engg.      | Engineering  | 45  | S N        | Serial Number                        |
| 20  | EOU        | Export Oriented Unit                                       | 46  | SCS        | Stahlschmidt Cable Systems           |
| 21  | EV         | Electric Vehicles  | 47  | sq. mtr.   | Square Meter                         |
| 22  | FY         | Financial Year   | 48  | STC        | Suprajit Tech Centre                 |
| 23  | HR         | Human Resource   | 49  | VA / VE    | Value Analysis / Value Engineering   |
| 24  | IATF       | International Automotive Task Force                        | 50  | VP         | Vice President                       |
| 25  | ISO        | Indian Standards Organization                              | 51  | YOY        | Year on Year                         |
| 26  | JV         | Joint Venture  | 52  | YTD        | Year To Date                         |