

**BUSINESS REVIEW**

# Management Report

Orbit Auto Components · H2 2026

Strategy & Finance · H2 2026 · Leadership team

## 02 | Agenda

01 Highlights

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02 Performance

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03 Operations

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04 Outlook

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Image

**01**

**HIGHLIGHTS**

## 04 | Highlights of the period

**₹48 Cr**

revenue, up 18% year on  
year

**2,140**

active business  
customers

**94%**

on-time delivery

*All figures are sample data.*

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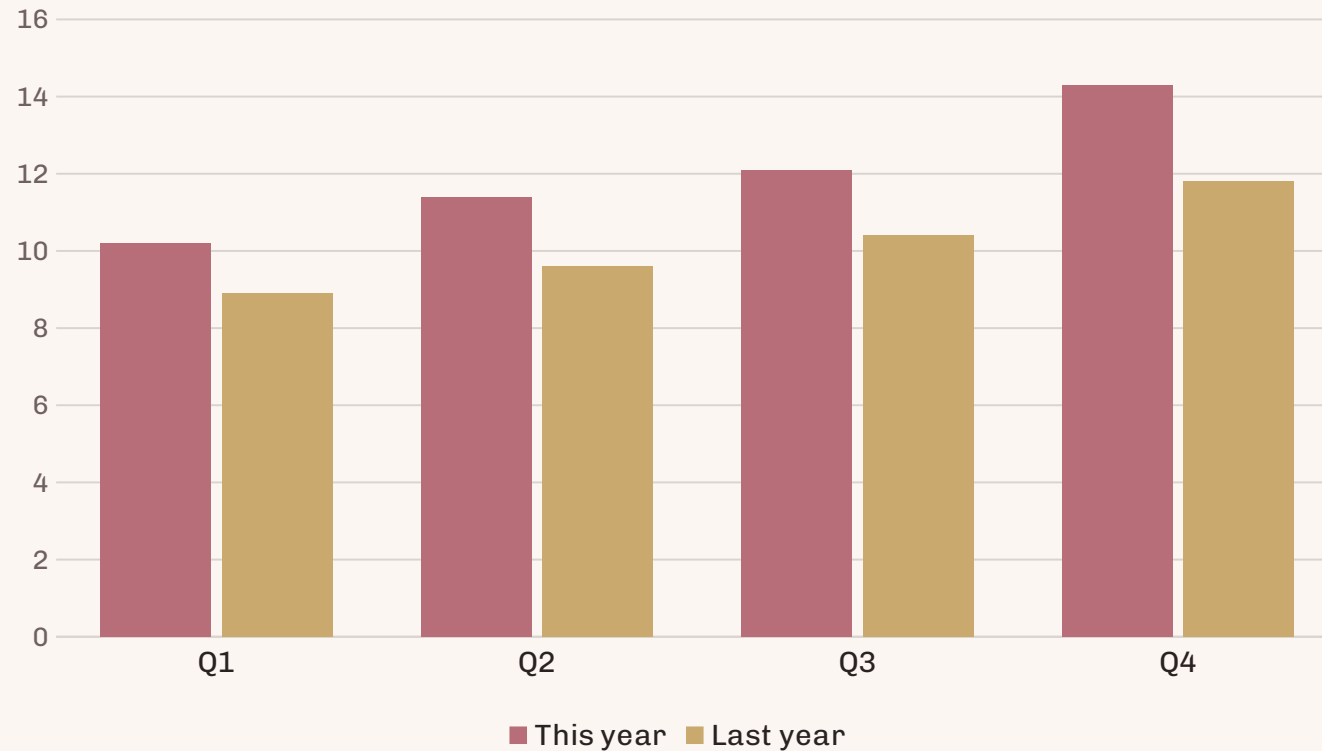
# **New EV parts line ramps ahead of plan.**

Executive summary

**02**

**PERFORMANCE**

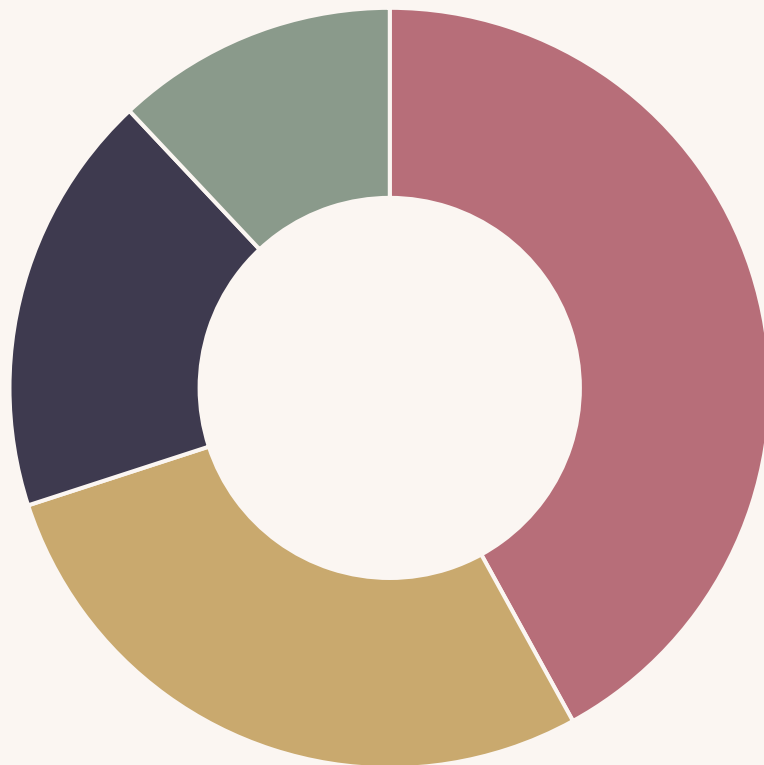
## 07 | Revenue by quarter



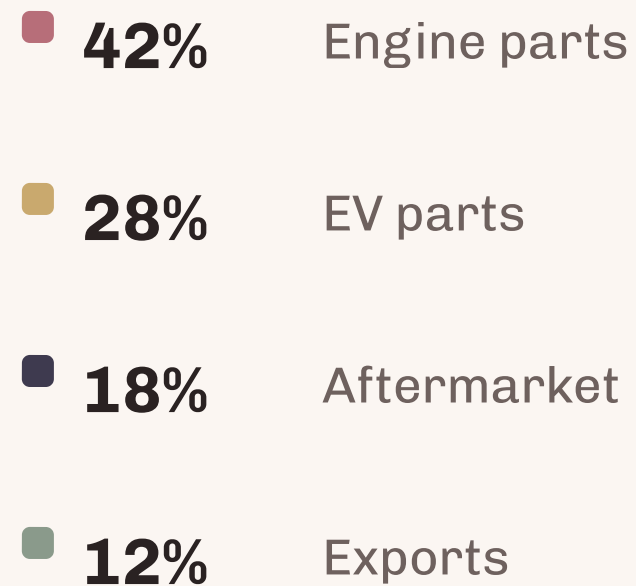
Growth was strongest in the second half as new contracts came online.

*Sample data for illustration — replace with your own figures.*

## 08 | Revenue mix



*Sample data for illustration.*



## 09 | Segment performance

| Segment      | Revenue  | Growth | Margin |
|--------------|----------|--------|--------|
| Engine parts | ₹20.2 Cr | +21%   | 24%    |
| EV parts     | ₹13.4 Cr | +15%   | 19%    |
| Aftermarket  | ₹8.6 Cr  | +12%   | 17%    |
| Exports      | ₹5.8 Cr  | +9%    | 14%    |

*Sample data.*

**03**

**OPERATIONS**

# 11 | Operational priorities



## Efficiency

Automate reporting and cut month-end close to five days.



## Quality

Bring complaint resolution under 48 hours.



## People

Launch a manager development programme.

# 12 | Customer satisfaction

**4.6/5**

average rating

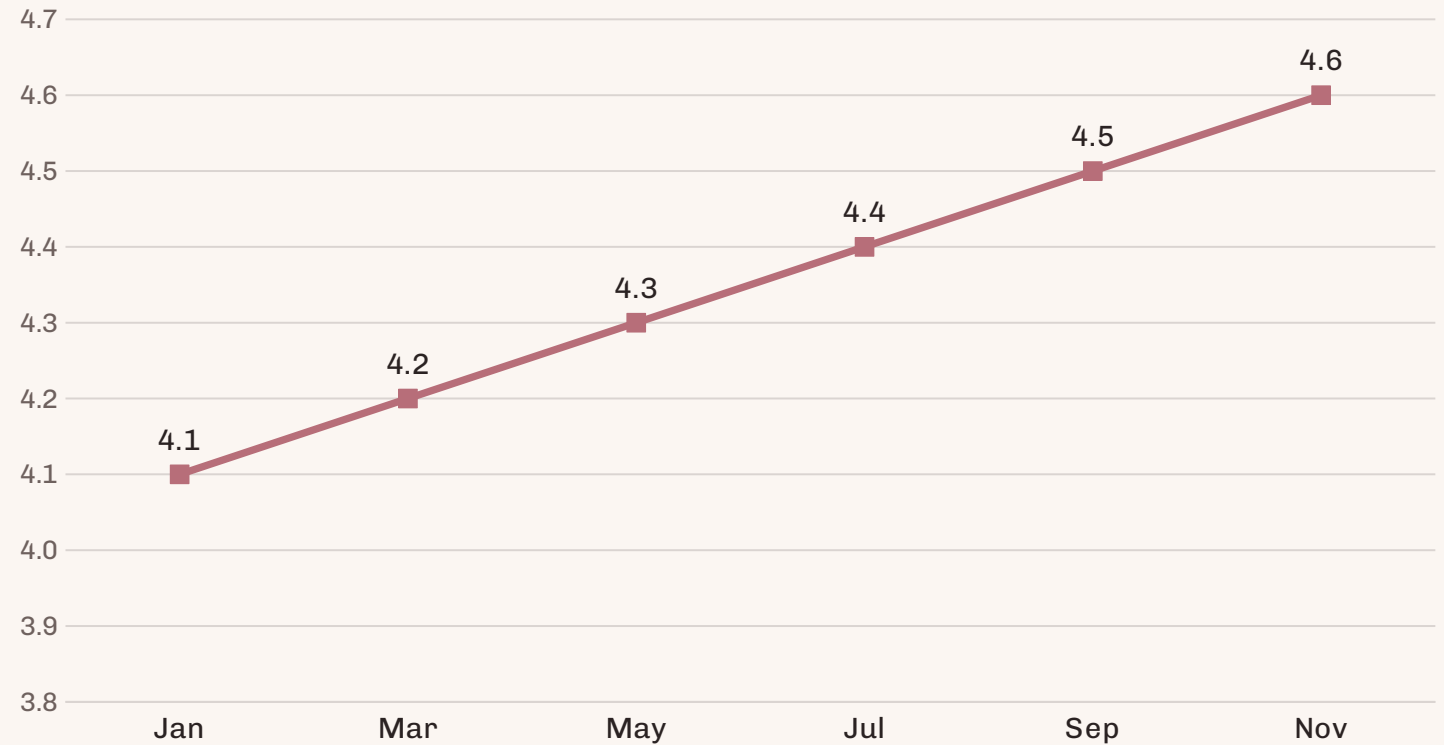
**62**

net promoter score

**-18%**

fewer complaints

*Sample data for illustration.*



# 13 | Where we stand

**S**

## **Strengths**

Loyal customer base  
Strong delivery record

**W**

## **Weaknesses**

Manual processes  
Thin bench in sales

**O**

## **Opportunities**

New regions  
Digital self-service

**T**

## **Threats**

Price competition  
Rising input costs

**04**

**OUTLOOK**

# 15 | Plan for next year

**Q1**

## **Systems**

New ERP go-live

**Q3**

## **Products**

Launch premium tier

**Q2**

## **Markets**

Enter two new regions

**Q4**

## **Scale**

Double partner network

## 16 | Targets vs this year

### This year

- ✓ Revenue ₹48 Cr
- ✓ 2,140 customers
- ✓ 94% on-time delivery

### Next year target

- Revenue ₹58 Cr
- 2,700 customers
- 97% on-time delivery

## 17 | **Decisions needed**

- Approve the regional expansion budget
- Confirm hiring plan for sales and support
- Agree on the new pricing structure
- Nominate owners for each priority



# Discussion

Thank you — questions and decisions.

Strategy & Finance team