

Schaeffler India Limited · Pune · Maharashtra

## **BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
MUMBAI- 400 001

**Company Code: 505790**

## **National Stock Exchange of India Limited**

Exchange Plaza, C - 1, Block G,  
Bandra-Kurla Complex, Bandra (E)  
MUMBAI- 400 051

**Company Code: SCHAEFFLER**

27/04/2021

**Sub.: 58<sup>th</sup> Annual General Meeting of Schaeffler India Limited held on Tuesday,  
April 27, 2021**

Dear Sirs,

Phone: +91 8669613701

With reference to our letter dated April 27, 2021 regarding the proceedings of the 58<sup>th</sup> Annual General Meeting (AGM) of the Company, this is to inform the stock exchanges that the enclosed presentation was made by Mr. Harsha Kadam, Managing Director and CEO at the AGM.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For **Schaeffler India Limited**

**Ashish Tiwari**

**VP – Legal & Company Secretary**

Encl.: As above



**SCHAEFFLER**

## **Schaeffler India Limited 58th Annual General Meeting**

April 27, 2021  
Harsha Kadam  
Managing Director

We pioneer motion

Crisis or otherwise: Customer first

Hyundai honored us with Gold award for excellence in supply chain 2020

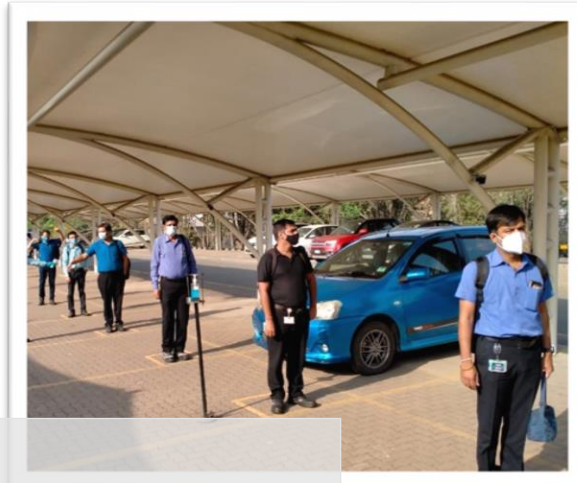


Key Parameters : Production support, inventory management, container management, adherence to safety rules, on-time customer support





Expressing our gratitude



Thank you!



## Our response to COVID-19 ... all round Crisis Management

### Employees

- Leadership outreach
- Timely payment of salaries
- Work-from-home with a dedicated VPN
- Training for over 30,000+ hours
- Online sessions on well-being
- Videos to explain health and safety SOPs

### Community and Government/ Local COVID care

- 13 mn INR donated to PM CARES Fund
- 7.5 mn INR donation to local hospitals in Pune, Hosur and Vadodara for COVID related medicines, PPE kits, ventilators, etc.
- 3 Mobi Health Units reached out to villages regularly

### Customers

- Clearance of 220 containers in record two weeks
- Regular assessment of supply chain
- Booking of space in ship lines and airlines
- Alternative transport arrangements
- Effective task force of internal and external teams of freight forwards, clearing agents

### Suppliers & Service providers

- Availability of adequate working capital
- Timely payments to suppliers & service providers
- Communication for smooth re-start of ensuring quality and timely delivery
- Communicated with suppliers on measures to be taken during restart phase



## Overview of a “Year like never before”



Pushed into uncharted territory, re-prioritized activities to **Protect, Retool & Recover**

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Formulated action plan and teams **responded with resilience and demonstrated agility** to stay the course

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Activated a slew of **cost controls and other counter measures without compromising on governance**

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Introduced **new and innovative range of products and services**, adding value to customers

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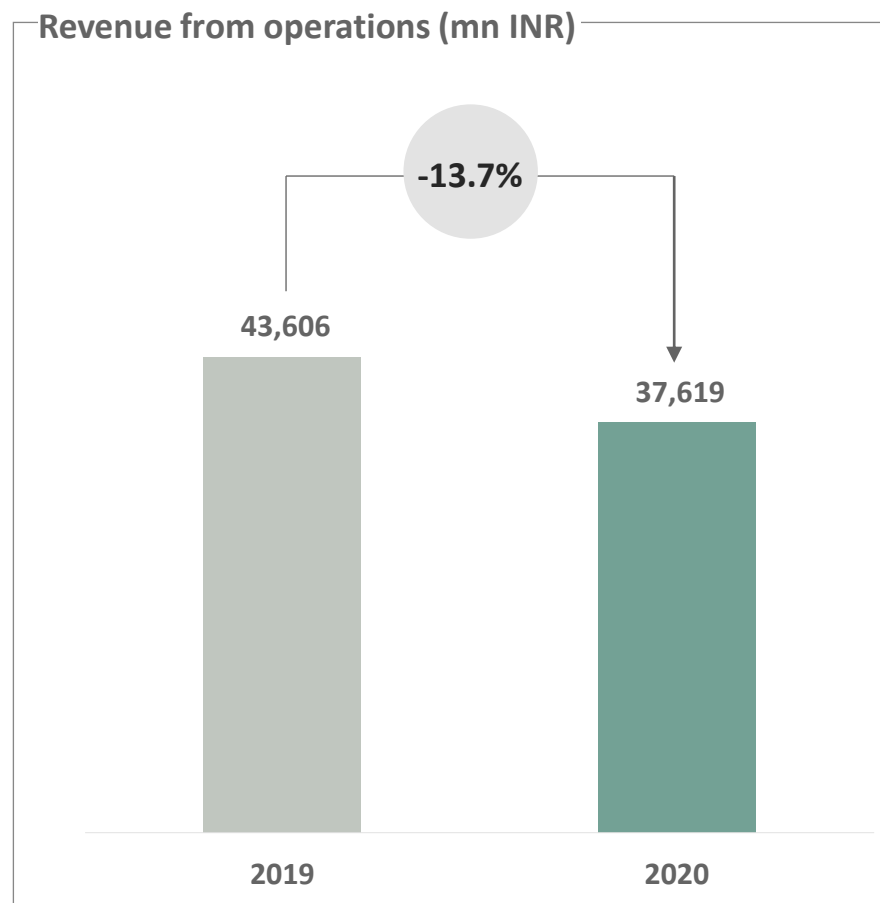


**Our leadership team**



Trust,  
Transparency &  
Teamwork

## Revenue from operations



Automotive Technologies	-13.4%
Automotive Aftermarket	-6.6%
Industrial	-15.3%
Exports	-13.8%



# Future ready products and new launches

## Automotive Technologies



### Future ready products

- 1 Superior performance with increased life
- 2 Less clutch pedal effort and vibrations
- 3 Reduced Total cost of ownership

## Industrial



### Linear assembly guideways

- 1 High positional accuracy, effortless installation
- 2 Long life with accurate high-speed motion with less driving force
- 3 Equal loading capacity in all directions

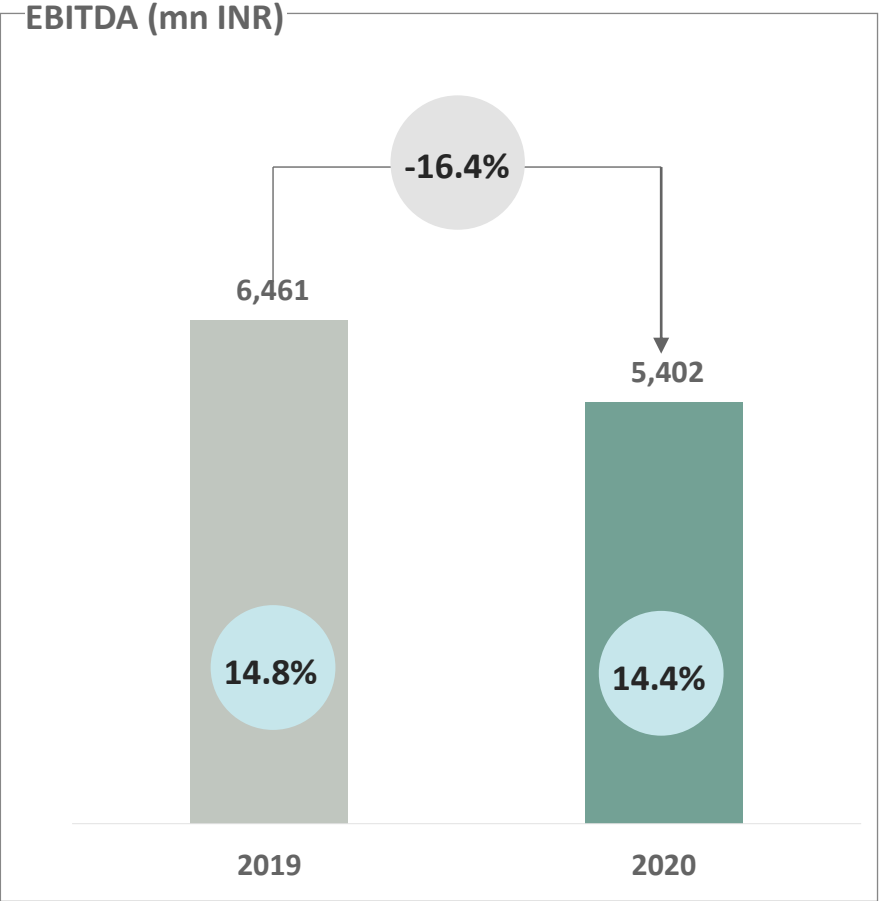
## Automotive Aftermarket



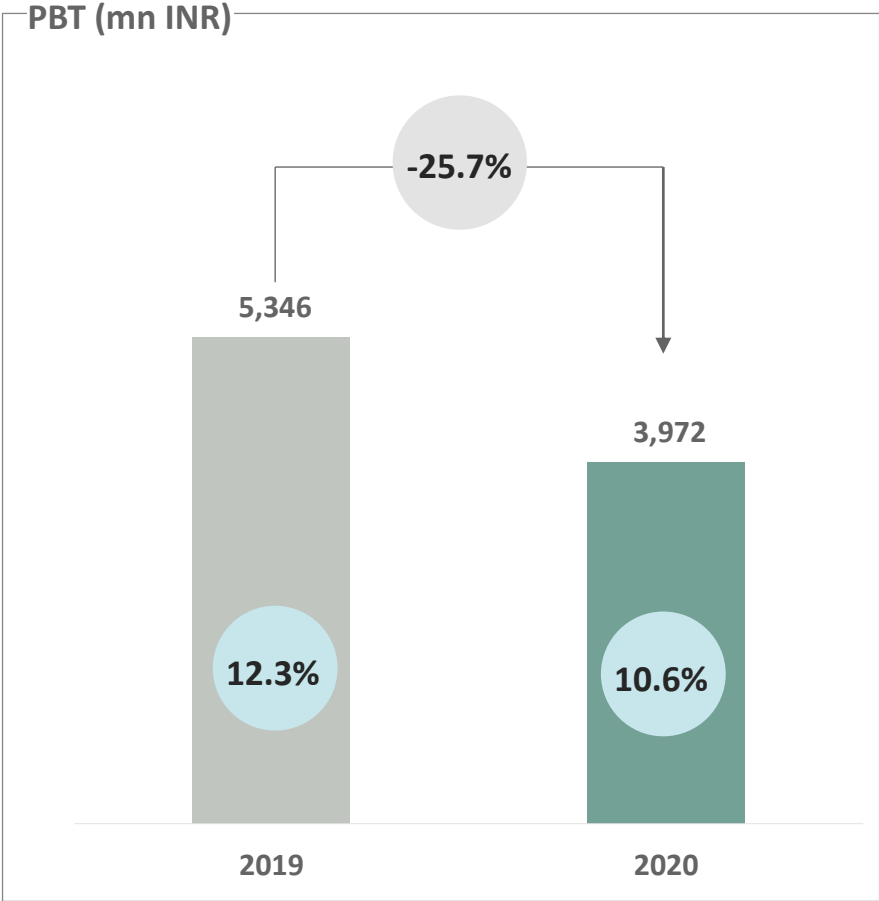
### Lubricant Schaeffler TruPower

- 1 Premium base oil with enhanced additives technology
- 2 Complete Range across Vehicle Segments
- 3 First Movers to introduce BS VI Range

Earnings

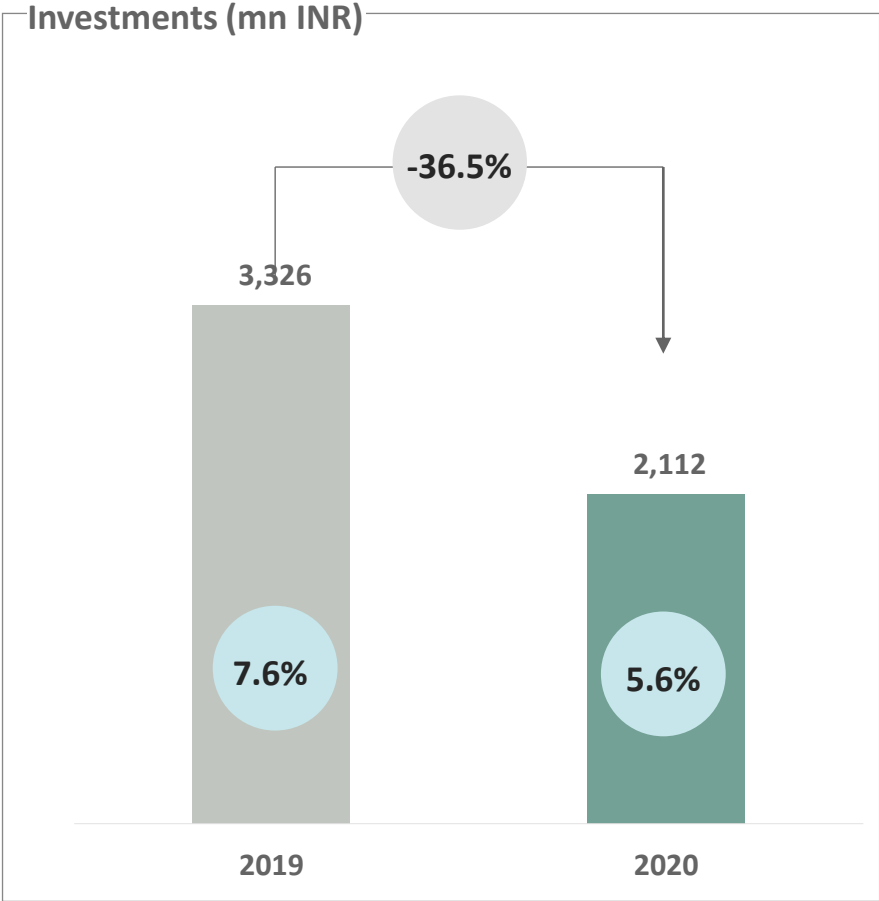
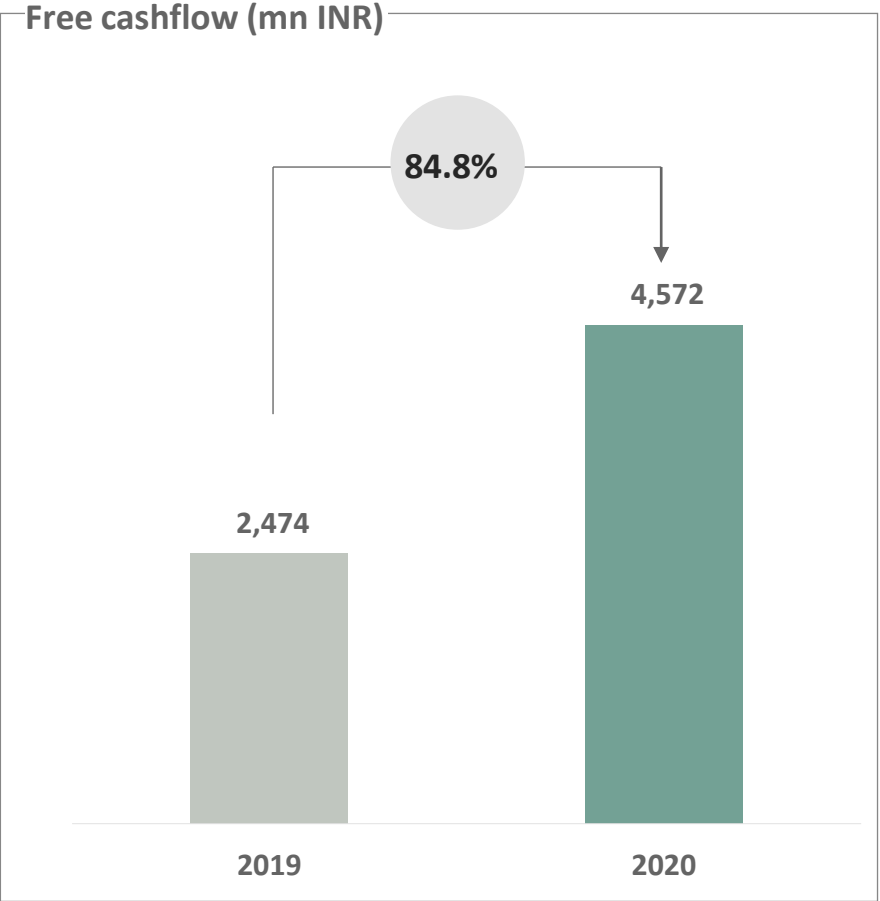



● % to revenue



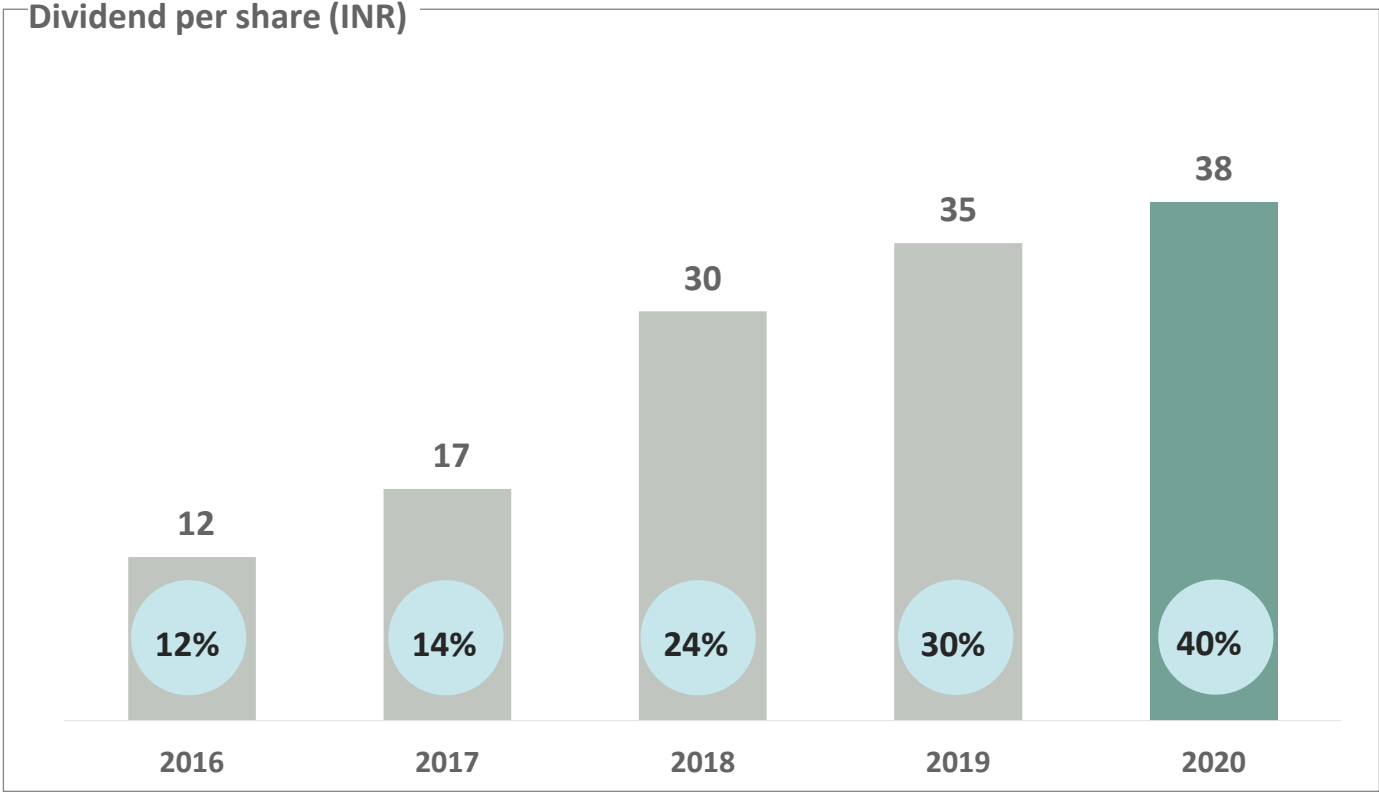
● % to revenue

Free cashflow and Investments



 % to revenue

Dividend

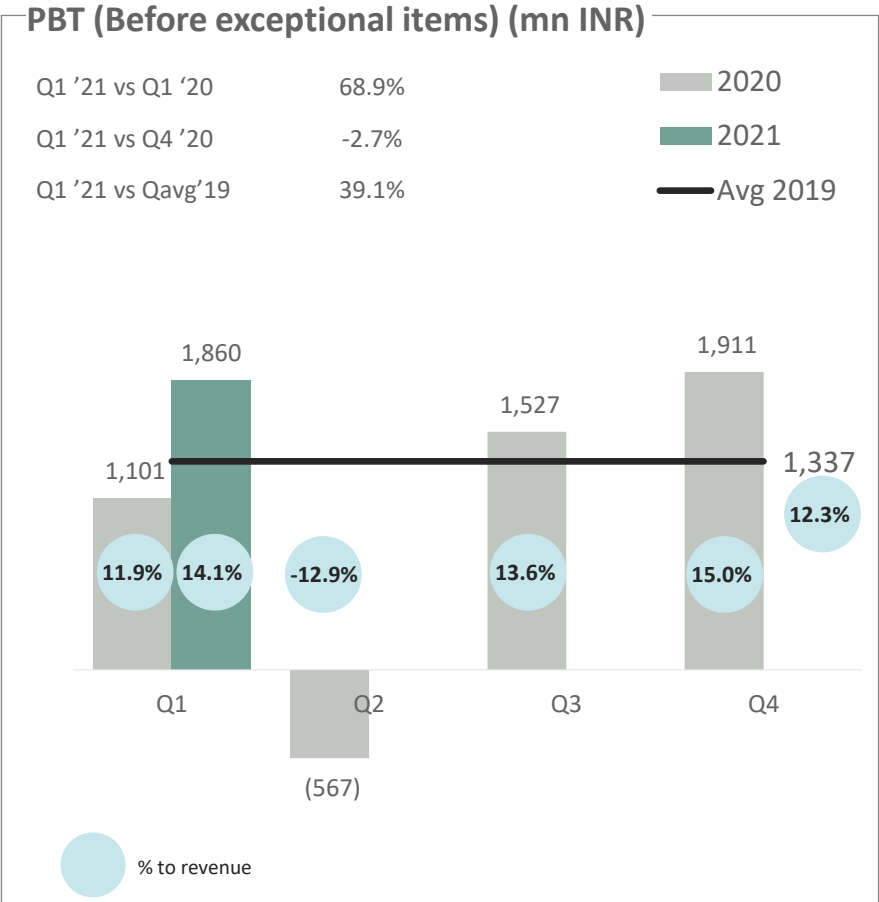
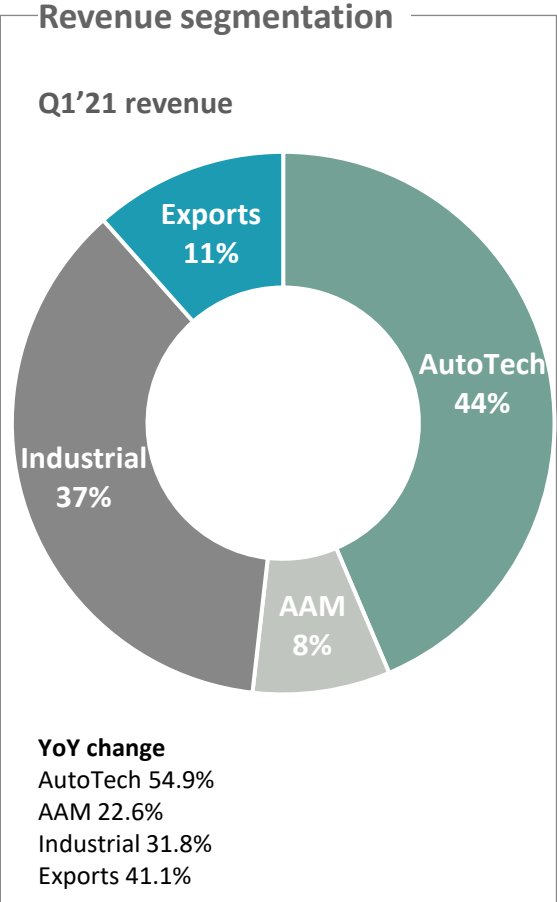
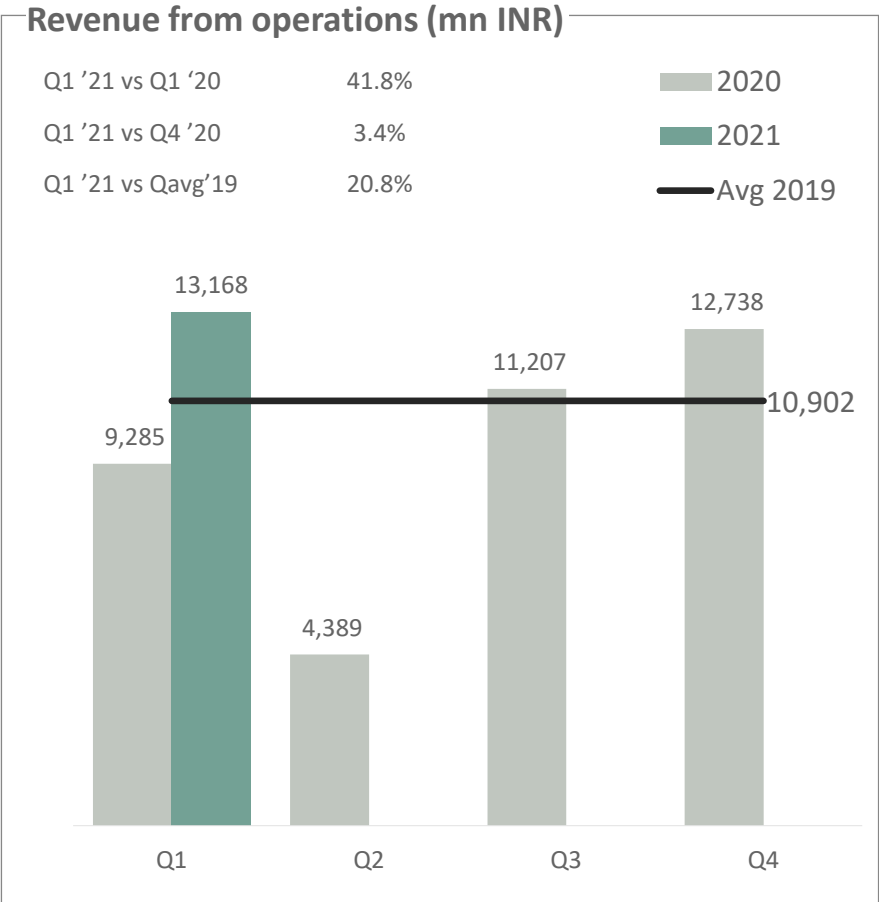


Committed to value creation for stakeholders

● Pay out ratio (% to net profit before exceptional items)



Q1 2021 | Revenue and Earning



## Sustainable progress – Schaeffler Group is leading the way

**Schaeffler Group has been selected as one of the 50 Sustainability & Climate Leaders worldwide**



The common objective of this initiative is the achievement of the 17 goals for sustainable development set by the United Nations.

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Sustainability and Engagement is one of seven subprograms of Corporate strategy 2025

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Schaeffler India is taking baby steps to progress on selected ESG parameters

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Sustainable progress – Environment, Social, Governance



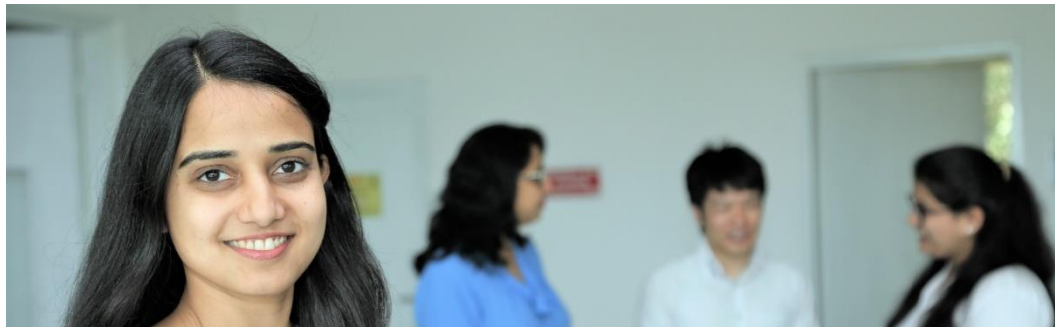
1 Operations



2 Products



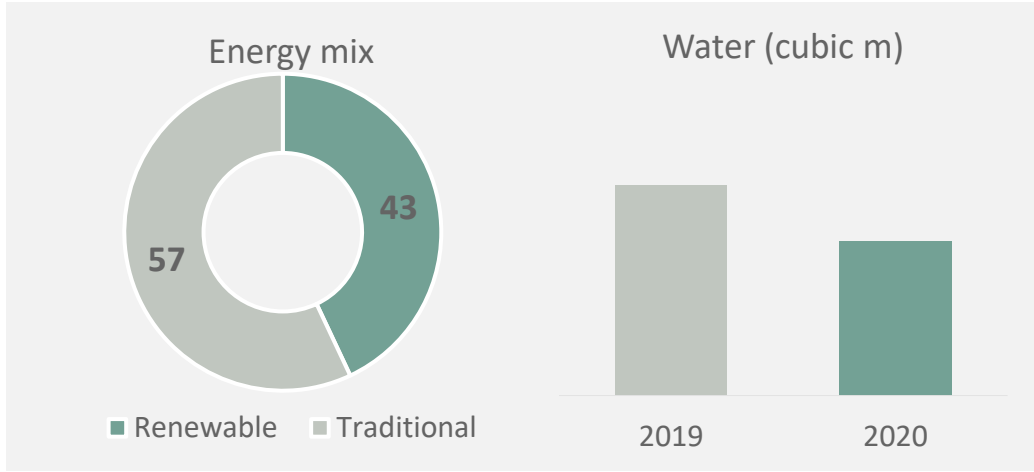
3 Community



4 People

ESG in Operations and Products

1 Operations



Savli plant won laurels for Energy Efficiency and Conservation at VDMA Engineering Summit

2 Products



Uniair variable valvetrain system with camshaft phasers can reduce CO2 up to 10%



48 volt hybrid module coupled with belt driven starter generator can cut down emissions up to 5-7%



CRB - Upto 50% less friction  
 TRB - Upto 50% reduced friction  
 Axial SRB - Reduced by 20% friction



ESG in Community and People

3 Community



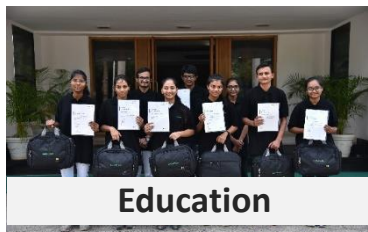
Health

- 13 mn INR donated to PM CARES Fund
- 7.5 mn INR donation to local hospitals
- 3 Mobi Health Units reached out to villages regularly



Occupational skills

- NUSSD Prog in Savli – 400 students
- NITARA - 60 Physically challenged girls got certified with Job Placement
- 100+ underprivileged students every year will benefit from Autotronic Lab in Don Bosco



Education

- New Boys Hostel – 150 capacity
- Mobile Science Van and Library in Talegaon
- HOPE Engineering Scholarships 20 Students

4 People

**Customers**

96+ trainings conducted for over 3920 beneficiaries  
Customers | Distributors | Mechanics | Sales team

**Suppliers**

351 Suppliers trained in ethical practices in 2020 compared to 326 suppliers in 2019

**Employees**

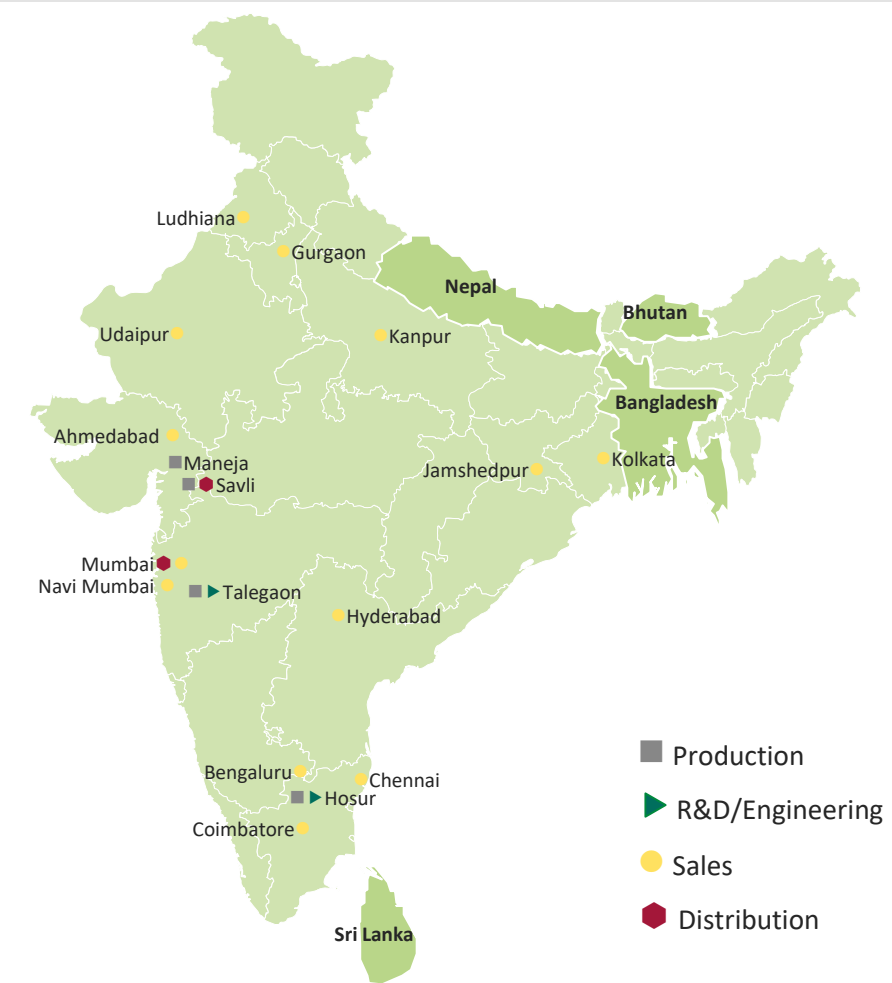
269 Training batches  
14000+ Participants

We keep strategic course globally

Schaeffler launched its Global Roadmap 2025

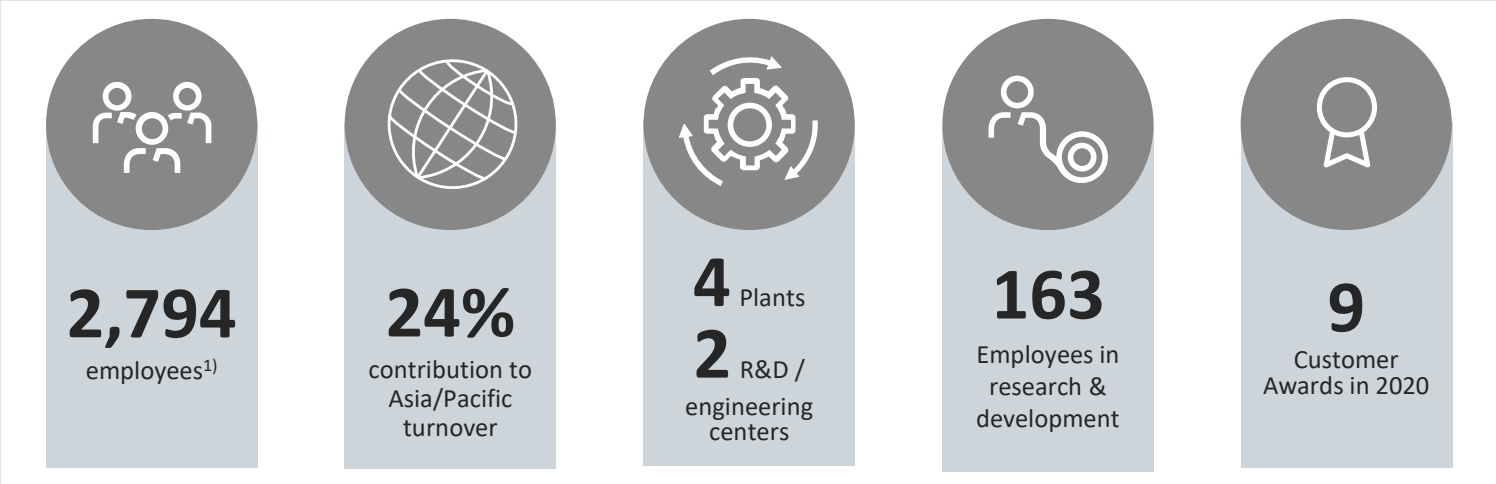


Schaeffler in India



Map for representation purpose only

<p><b>1</b> <b>Maneja, Vadodara</b> Products : Ball, Roller &amp; Wheel Bearings</p>	<p><b>2</b> <b>Savli, Vadodara</b> Products : DGBB GenC &amp; Large Size Bearings</p>
<p><b>3</b> <b>Talegaon, Pune</b> Products : Engine Comp, Chain Drive Systems, NRBs, Transmission</p>	<p><b>4</b> <b>Hosur, Tamil Nadu</b> Products : Clutch systems, Clutch Release Systems</p>



<sup>1)</sup> As of 31 December 2020

Schaeffler India's Long term growth story is intact

We revisited our strategic direction



We will continue to stay ahead by demonstrating agility, innovation and efficiency in all that we do. To enable an empowering tomorrow for all.



## Summary

- 1 We stayed resilient and emerged stronger from an extremely volatile 2020
- 2 Our balanced business portfolio continues to bring all around performance
- 3 We continue to invest in capacities & competencies for the future
- 4 External environment continues to remain volatile in the current scenario but long term outlook appears promising
- 5 Our alignment to Roadmap 2025 strategy continues to guide us



We pioneer motion