

Schaeffler India Limited · Pune · Maharashtra

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001
Company Code: 505790

National Stock Exchange of India Limited

Exchange Plaza, C – 1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai-400051
Company Code: SCHAEFFLER

Sub: Investor Presentation

24/10/2024

Dear Sirs,

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation of the Company.

Phone: +912068198464

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For **Schaeffler India Limited**

Ashish Tiwari,

VP - Legal & Company Secretary

Encl.: As above



Your drink is as unique as you are.
Just like solutions we develop for you.

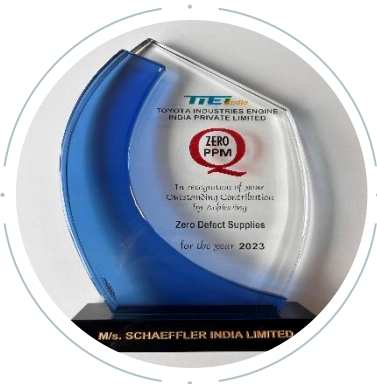
Schaeffler India Limited

Investor Presentation

October 24, 2024

We pioneer motion

Q3 2024 Awards and Accolades



Zero PPM Award 2023



Sustainability in Operations



Outstanding Performance and Support



Excellence in CSR & ESG Leadership



Top 30 Supply Chain Champions

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Economy and Industry

2

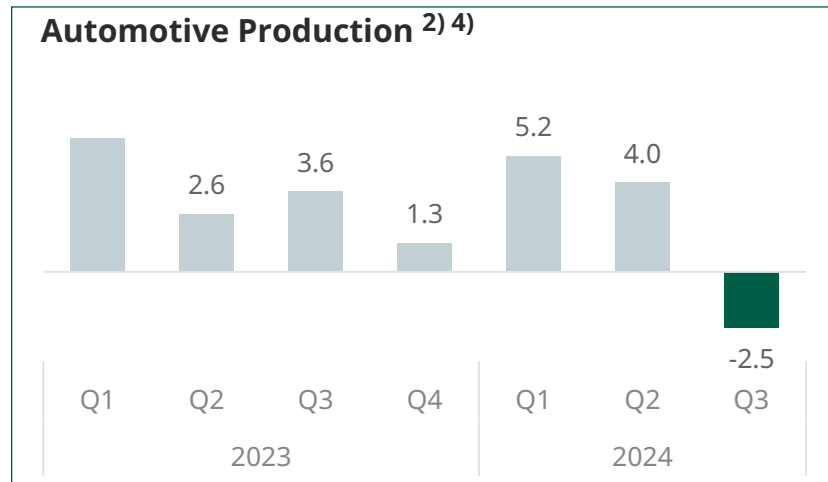
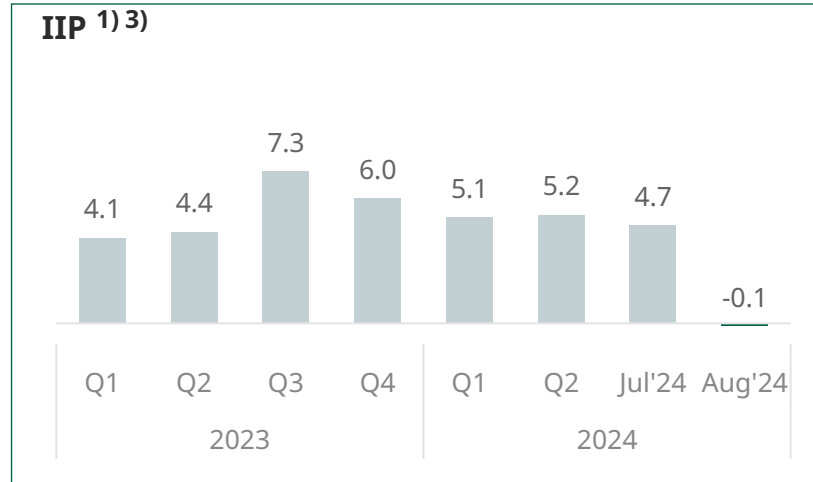
Business Highlights - Q3 and 9M 2024

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Financial Highlights - Q3 and 9M 2024

AGENDA

Economy



Key Aspects

- Q3 GDP growth estimated at 7% by RBI based on fundamental drivers
- IIP growth in 2024 mainly due to healthy run of the manufacturing sector
- YoY de-growth in Q3 for PVs at 0.7%, de-growth in CVs at ~16% and growth in tractors of 3.2%
- CPI inflation moderated; food inflation remains a concern

Note :

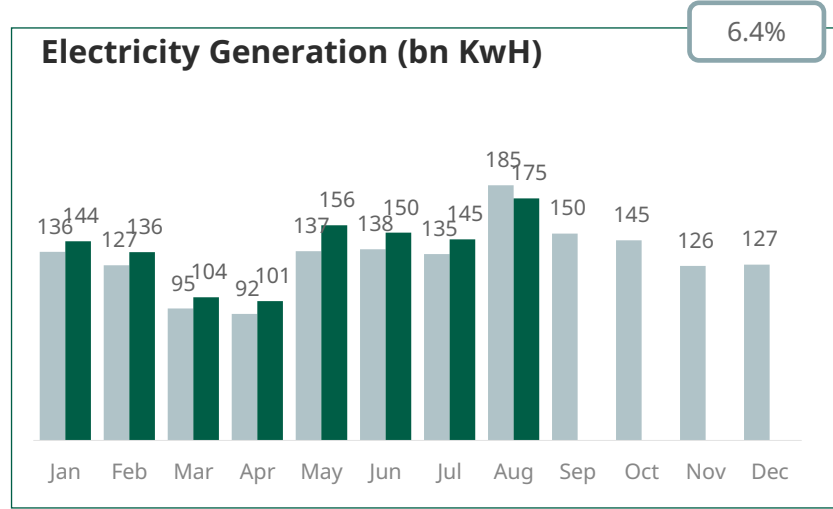
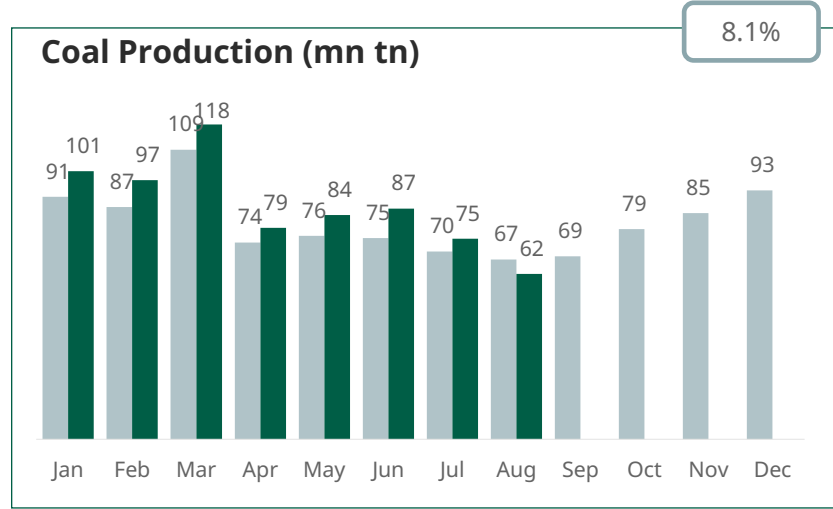
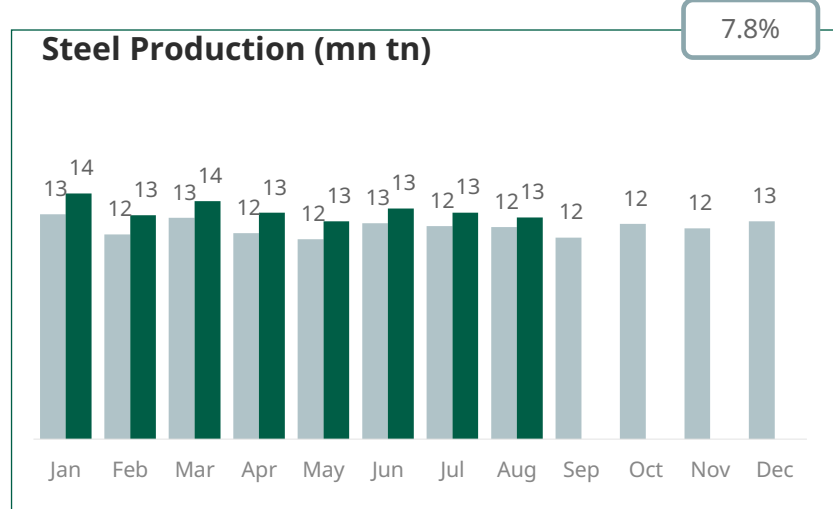
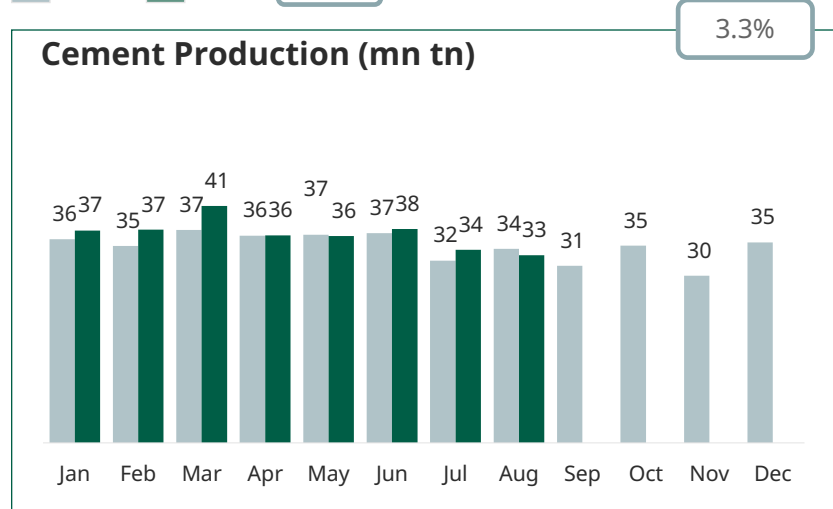
- Data is reinstated every quarter as per final reports released by authorities
- GDP, IIP, and Automotive Production are YoY growth rates, whereas CPI is quarterly inflation rate.
- Automotive Production includes PVs, CVs, & Tractors with production share of 71%, 15%, & 14% respectively

Source of data :

- 1) Ministry of Statistics & Programme Implementation
- 2) SIAM : Society of Indian Automobile Manufacturers
- 3) GDP - Gross Domestic Production, IIP - Index of Industrial Production, CPI - Consumer Price Index
- 4) Automotive Production includes PVs, CVs, & Tractors

Core Sector Performance

2023 2024 YTD CY2024 Growth



Key Aspects

Core industry growth for YTD CY'24 registered at 5.1% compared to 7.7% for the same period last year

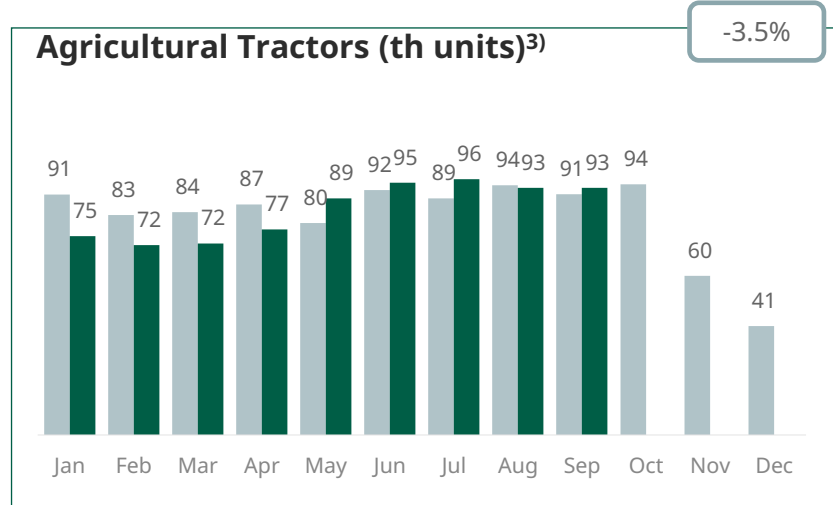
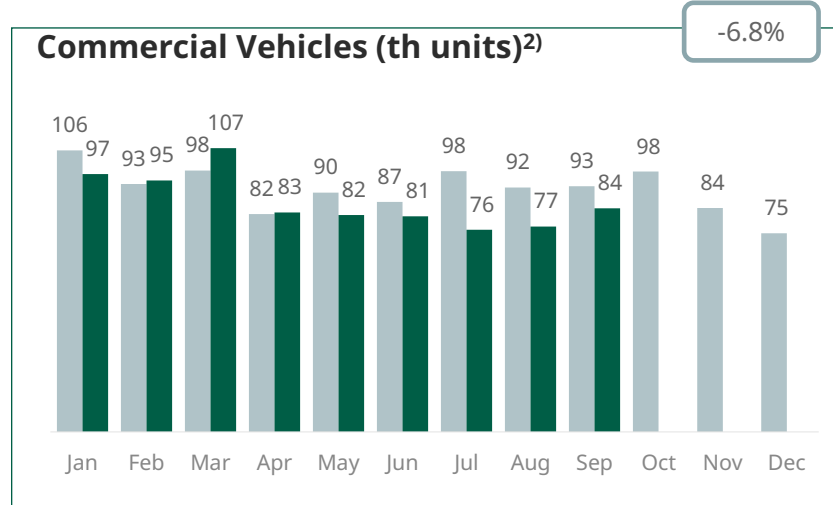
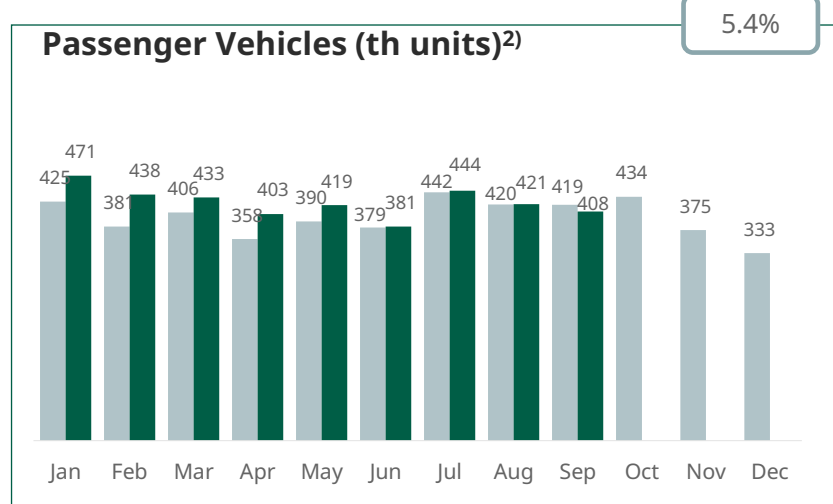
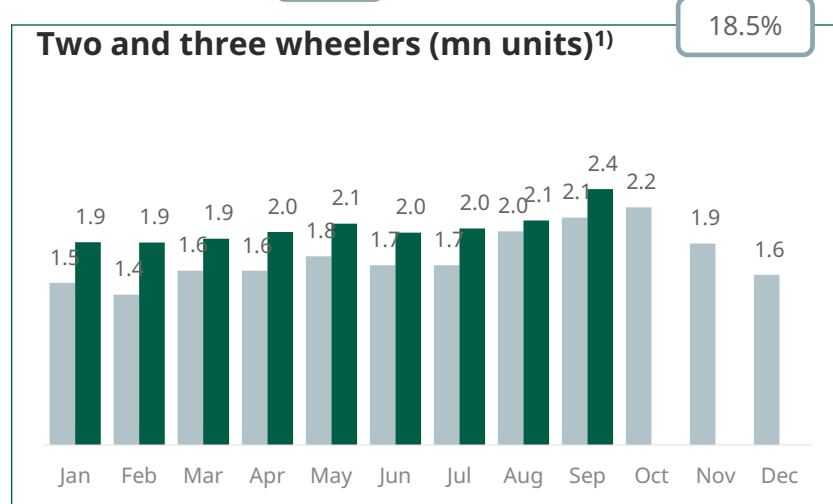
Sector weightage within eight core sectors

Sector	% weight
Cement	5.4%
Steel	17.9%
Coal	10.3%
Electricity	19.9%

Source of core sectors data: Office of Economic Advisor

Automotive Sector Performance

2023 2024 YTD CY2024 Growth



Key Aspects

- 2W sector demand from both domestic and exports markets, coupled with higher EV sales
- PV segment growth continued from SUVs, offset by elevated inventory levels
- CV sector continued with a downward trend due to lower government spend and irregular rains
- Tractor segment witnessed support from above normal rainfall in some regions, exports declined

Source of data :
¹⁾ SIAM : Society of Indian Automobile Manufacturers
²⁾ TMA : Tractor Manufacturers Association
³⁾ TW – Two wheelers, CV – Commercial Vehicles, PV – Passenger Vehicles,

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Economy and Industry

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Business Highlights - Q3 and 9M 2024

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Q3 2024 Performance

Key messages

- 1** Revenue performance sustained – domestic business growth at 2.6% QoQ
- 2** Quality of earnings maintained – continued focus on cost management
- 3** FCF improved due to better receivables and inventory management
- 4** Long-term capex framework being realized judiciously



EBITDA : Earning Before Interest, Tax and Depreciation (before exceptional item), FCF : Free Cashflow
 Note : Q3 2024 performance comments on Standalone Financials

Business Developments

Automotive Technologies



Reliability and emission reduction

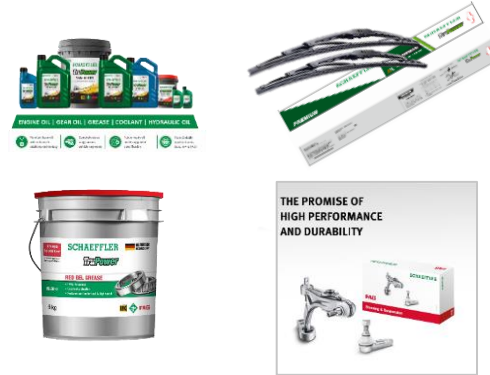
Continued business wins in CVs¹⁾ for double clutch systems

Business win for CRS and Dampers for PV¹⁾ segment

Business wins in PVs¹⁾ for HD valve bridge, clutches

¹⁾ TW - Two-wheelers, CV - Commercial Vehicles, PV - Passenger Vehicles

Vehicle Lifetime Solutions



Increased market coverage

Newly launched steering and suspension product gaining momentum

Business wins for FEAD/ Timing Kit, wipers and lubrications continues

Continued focus on portfolio expansion and penetration through range extension

Bearings and Industrial Solutions



Precision and Efficiency

New business win for needle roller bearings for the TW¹⁾ segment

Business wins for spherical roller bearings and adapter sleeves for the Raw Material sector

Business wins for cylindrical roller bearings for the Off-Road sector

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Economy and Industry

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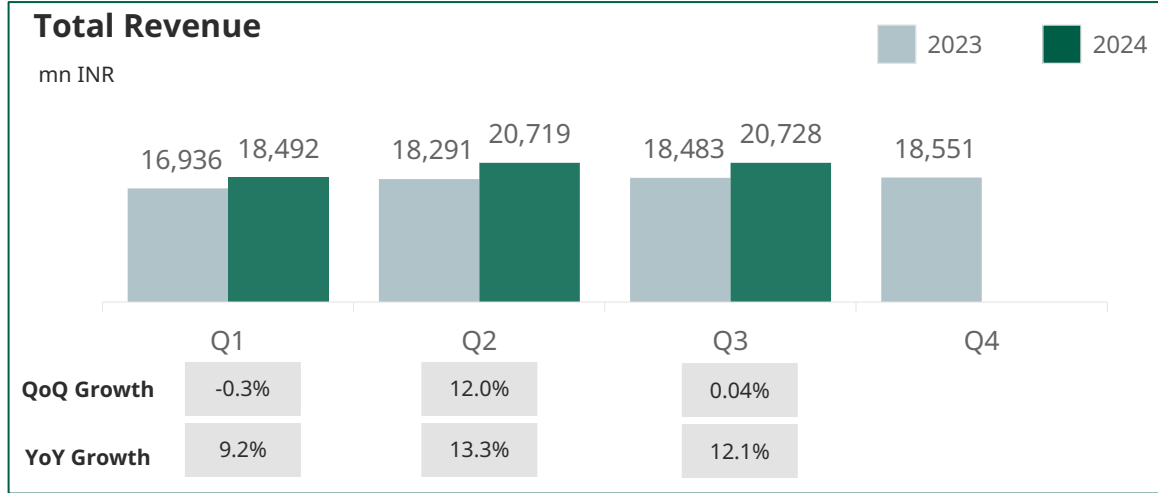
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AGENDA

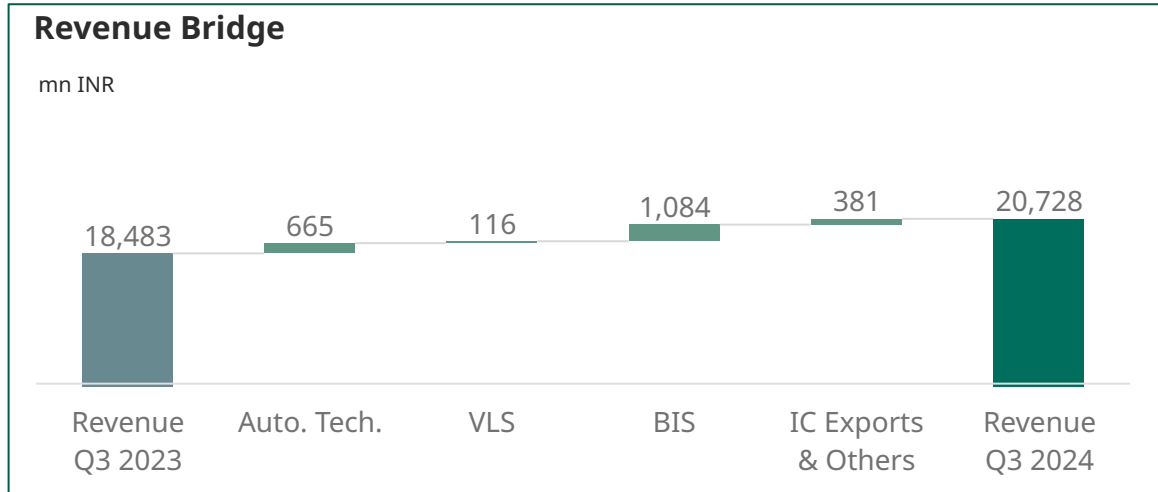
Revenue from operations



Key Aspects

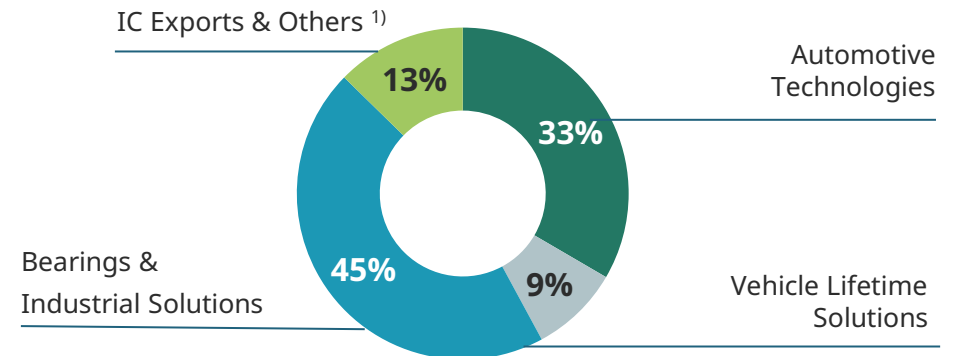
- YoY growth continued for domestic businesses, up 11.5%
- QoQ growth moderated owing to challenging automotive market environment

Growth	Q3'24 vs Q2'24	Q3'24 vs Q3'23	9M'24 vs 9M'23
Automotive Technologies	0.8%	10.7%	10.4%
Vehicle Lifetime Solutions	-2.3%	6.9%	5.5%
Bearings and Industrial Solutions	5.0%	13.0%	15.2%
Intercompany Exports & others	-14.6%	17.1%	7.5%



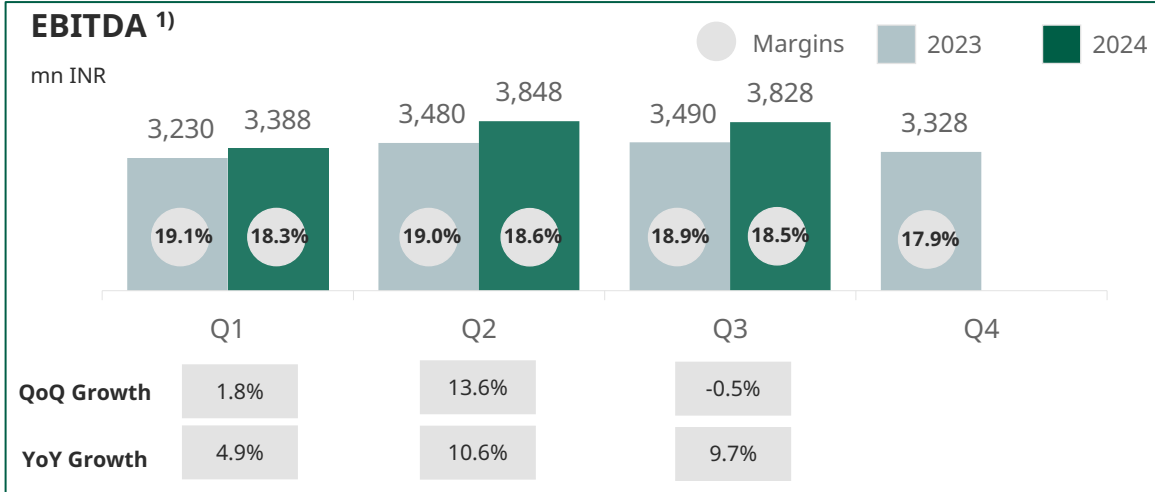
Sales Mix

Q3 2024



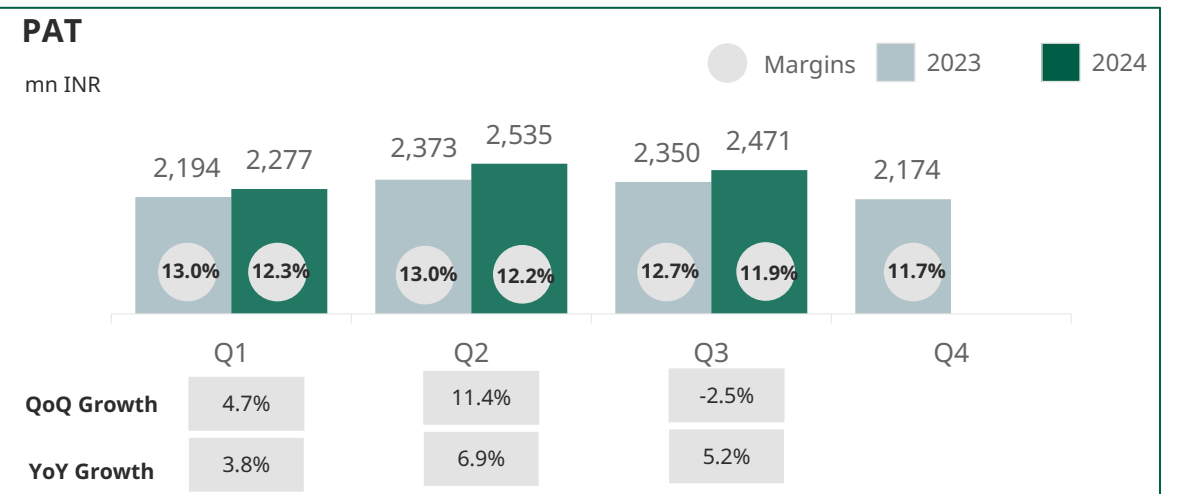
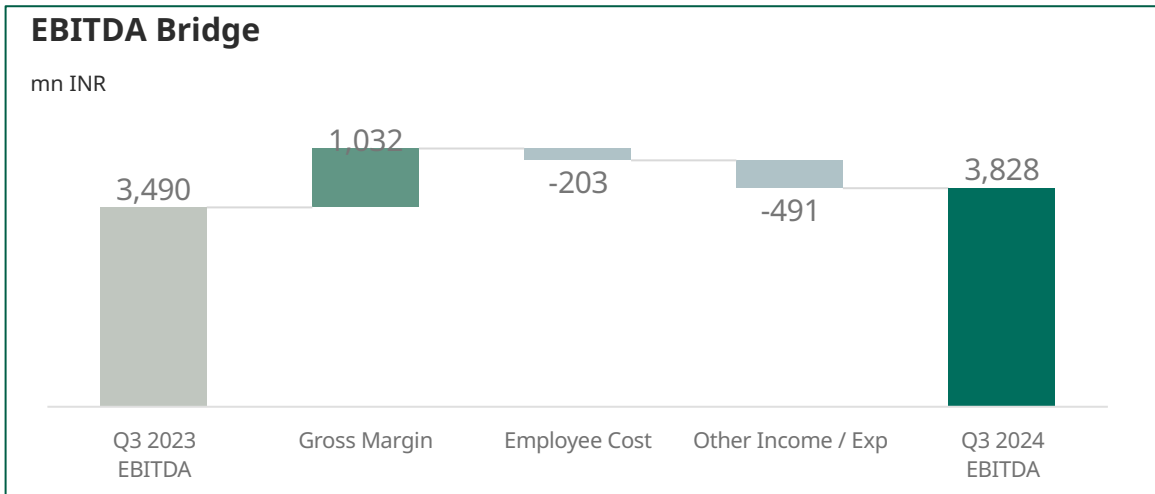
IC Exports – Intercompany Exports; 1) Exports mainly includes exports to group companies, scrap sale and other operating income
 Note : Business highlights on Standalone Financials

Earnings Quality



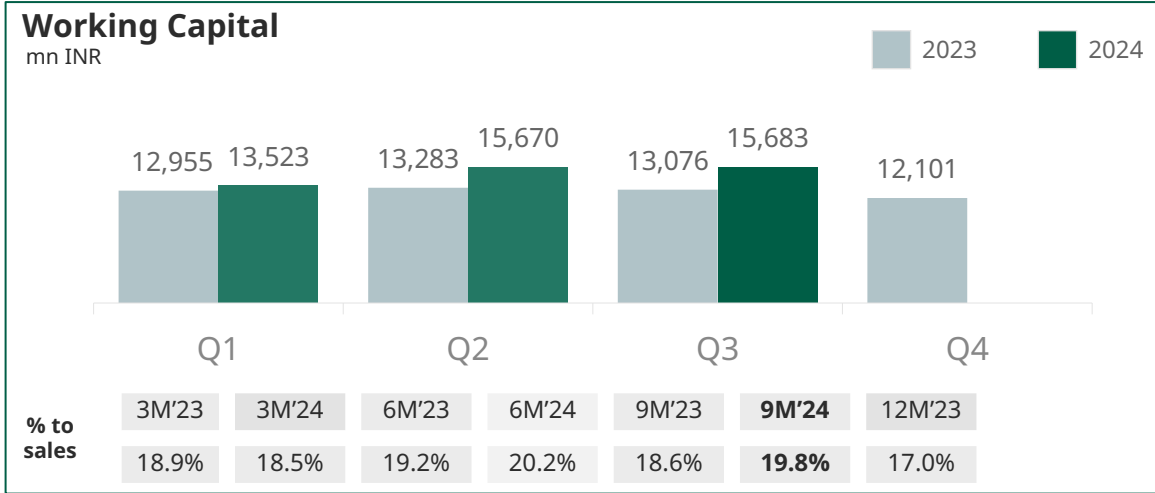
Key Aspects

- YoY margins moderated marginally due to increased employee benefit and other expenses
- QoQ margins sustained, marginal increase in other expenses



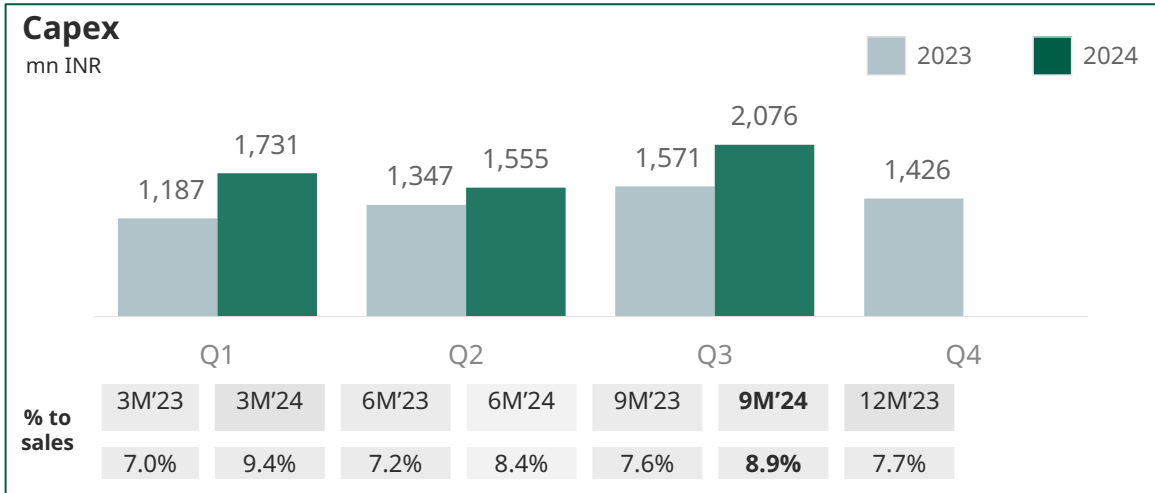
¹⁾ EBITDA (before exceptional items) - interest income (net) at 204 mn INR in Q3'24 (224 mn INR Q3'23)
 Note : Business highlights on Standalone Financials

Working Capital, Capex

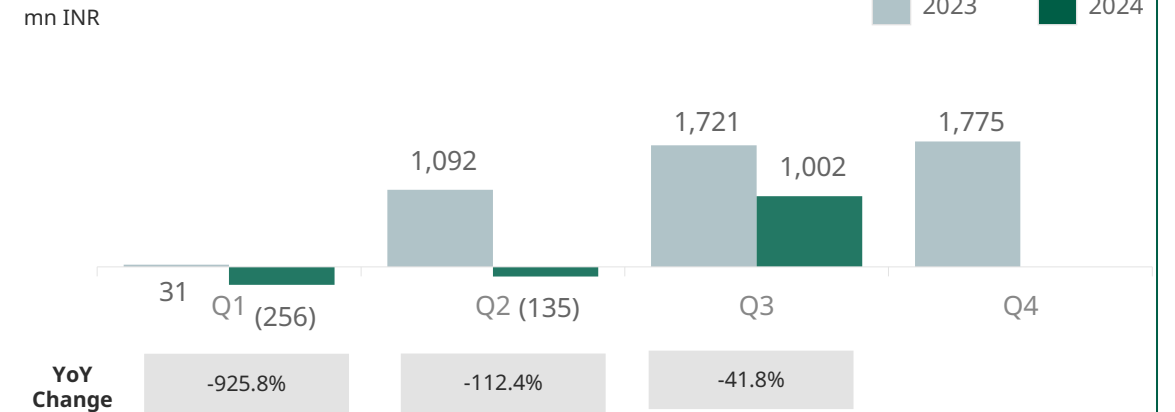


Key Aspects

- Working Capital and free cash flow generation at improved levels
- Capex framework – on track



Free Cash Flow



Note : Business highlights on Standalone Financials

Performance Indicators

	Unit	Q3 2024	Q2 2024	Q3 2023	9M 2024	9M 2023
Revenue	mn INR	20,728	20,719	18,483	59,940	53,711
Revenue growth (YoY)	%	12.1%	13.3%	5.2%	11.6%	5.9%
Revenue growth (QoQ)	%	0.04%	12.0%	1.0%	-	-
EBITDA ¹⁾	mn INR	3,828	3,848	3,490	11,064	10,200
EBITDA Margin	%	18.5%	18.6%	18.9%	18.5%	19.0%
EBIT	mn INR	3,128	3,208	2,933	9,125	8,580
EBIT Margin	%	15.1%	15.5%	15.9%	15.2%	16.0%
EBT	mn INR	3,332	3,399	3,157	9,787	9,279
EBT Margin	%	16.1%	16.4%	17.1%	16.3%	17.3%
PAT	mn INR	2,471	2,535	2,350	7,283	6,917
PAT Margin	%	11.9%	12.2%	12.7%	12.2%	12.9%
Capex ²⁾	mn INR	2,076	1,555	1,571	5,362	4,105
FCF	mn INR	1,002	(135)	1,721	611	2,844

¹⁾ EBITDA (before exceptional items) - interest income (net) at 204 mn INR in Q3'24 (224 mn INR Q3'23); ²⁾ Capex includes CWIP

Note : Performance indicators on Standalone Financials

Q3 2024 - Consolidated Financial Results

Particulars (mn INR)	Schaeffler India Limited Standalone		KRSV Innovative Auto Solutions Private Limited		Schaeffler India Limited Consolidated ¹⁾	
	Q3 2024	9M 2024	Q3 2024	9M 2024	Q3 2024	9M 2024
Revenue	20,728	59,939	439	1,038	21,163	60,963
EBITDA (before exceptional)	18.5%	18.5%	-14.8%	-13.8%	17.7%	17.9%
EBIT (before exceptional)	15.1%	15.2%	-16.9%	-16.2%	14.3%	14.5%
EBT (before exceptional)	16.1%	16.3%	-19.9%	-19.2%	15.2%	15.6%

¹⁾ Consolidated results are net off consolidation impact

In Summary

-
- 1 Domestic business continues to aid performance for the quarter

 - 2 Sustained quality of earnings reflects continued focus on cost management

 - 3 Improved financial and operating metrics, better receivable and inventory management

 - 4 Continued focus on new business development, working capital and cost management



On track to build the
leading Motion
Technology Company

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