



GMM/SEC/2024-25/36

August 7, 2024

To,
BSE Limited
Scrip Code: 505255

National Stock Exchange of India Limited
Symbol: GMMPFADLR

Sub.: Investor presentation on the Unaudited Standalone and Consolidated Financial Statements of GMM Pfaudler Limited (“the Company”) for the quarter ended June 30, 2024

Dear Sir/ Ma’am,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation on the Unaudited Standalone and Consolidated Financial Statements of the Company for the quarter ended June 30, 2024.

Kindly take the same on record.

Thanking you.

Yours faithfully,

For **GMM Pfaudler Ltd**

Mittal Mehta
Company Secretary & Compliance Officer
FCS No.: 7848

Encl.: As above

GMM Pfaudler Ltd.

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Transforming
Through Action

Earnings Presentation

Q1 FY25

August 2024



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Snapshot - Q1 FY25

₹ 785 crore
Revenue

₹ 89 crore
EBITDA

11.3%
EBITDA Margin

₹ 24 crore
PAT

3.0%
PAT Margin

₹ 5.62
EPS

₹ 882 crore
Order Intake

₹ 1,777 crore
Order Backlog

Q1 FY25 Highlights

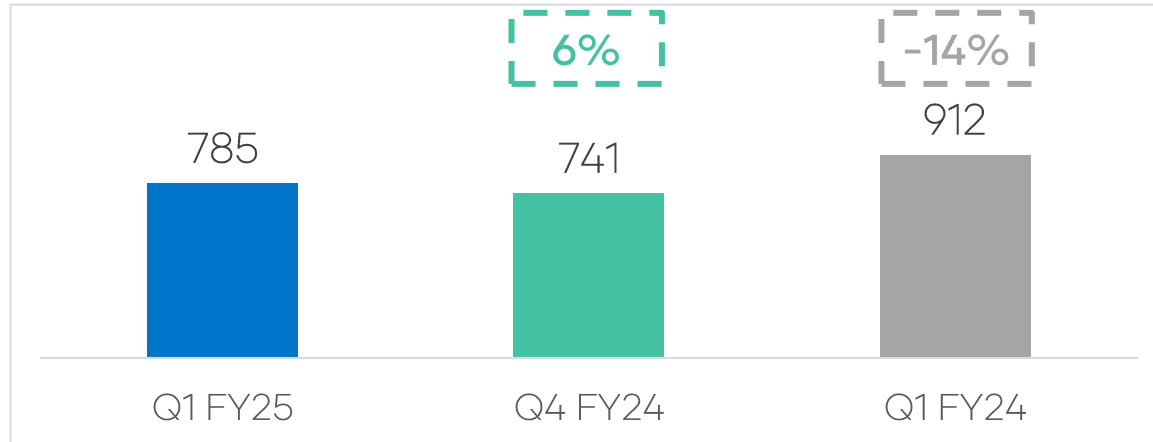
Business

- Revenue and Profitability remains stable with strong execution across geographies
- EBITDA margin at 11.3%, cost control measures being implemented
- Strong Order Intake of ₹882 crore, driven mainly by heavy engineering, mixing technologies and systems
- Q1 FY25 Order Intake is the highest over the last 8 quarters
- Order Backlog stands at ₹1,777 crore, up 5% Q-o-Q
- Product mix continues to evolve in line with our diversification strategy
- Opportunity pipeline remains stable across all business platforms

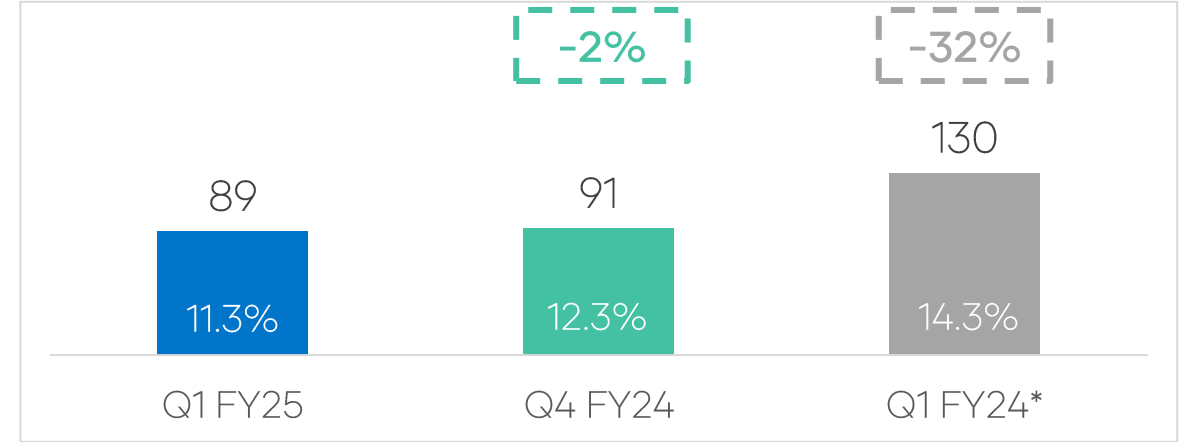
Consolidated Results - Q1 FY25

Figures in ₹ crore

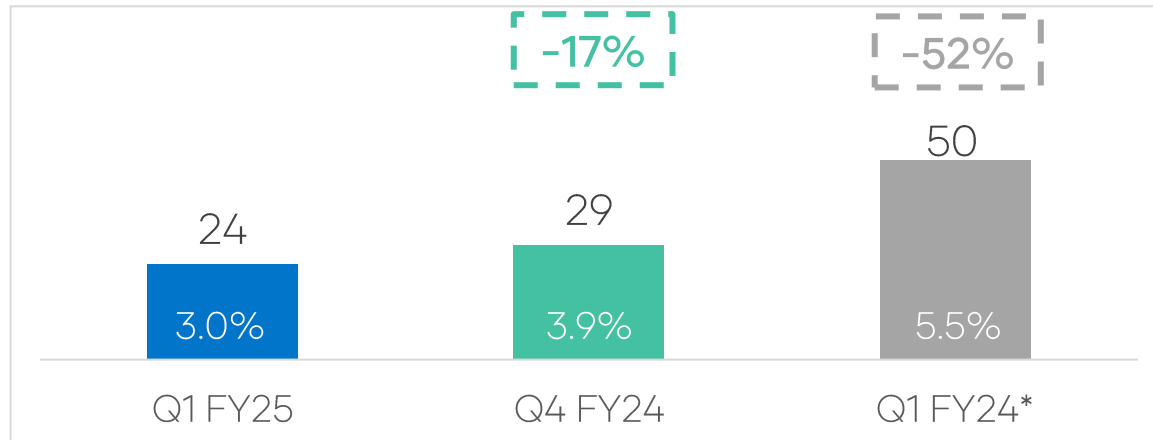
REVENUE



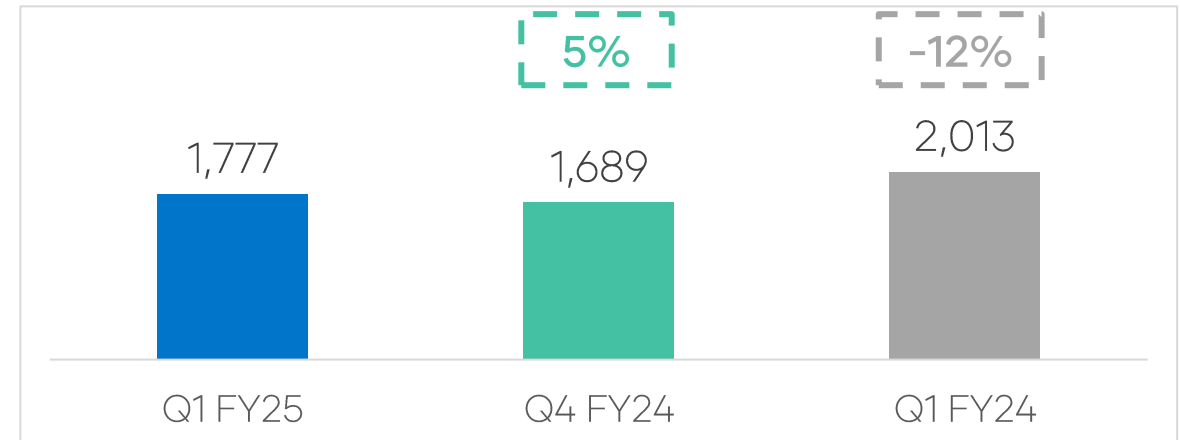
EBITDA



PROFIT AFTER TAX



ORDER BACKLOG



* Restated for final fair values of Purchase Price Allocation for Mixel & HARI acquisitions.

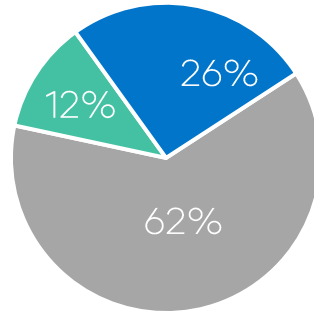
Backlog is net of POC.

Margin and growth percentages are calculated on absolute figures.

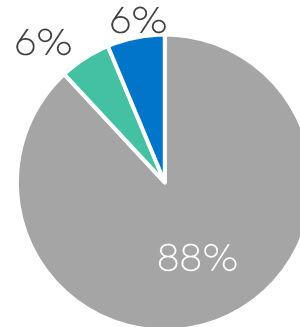
Segmental Overview - Q1 FY25

Revenue

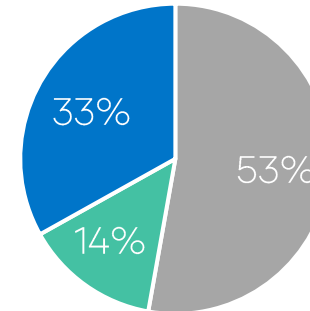
Consolidated



Standalone



International



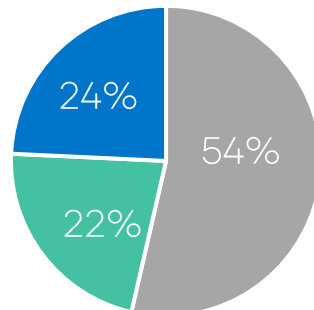
Technologies

Systems

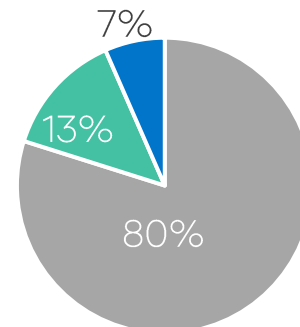
Services

Order Intake

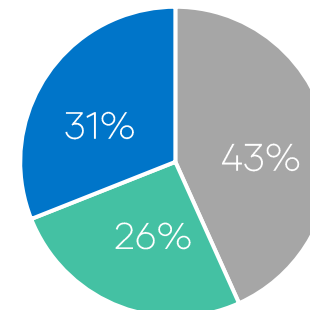
Consolidated



Standalone



International



Technologies

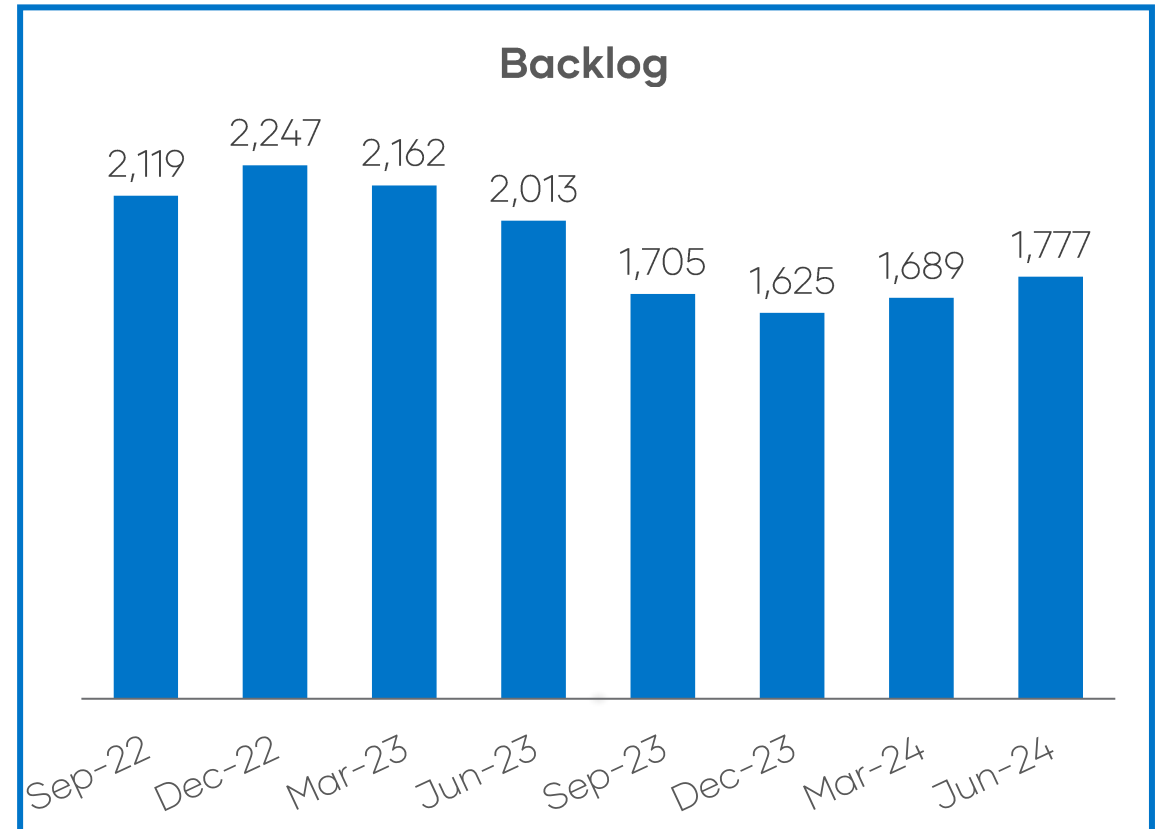
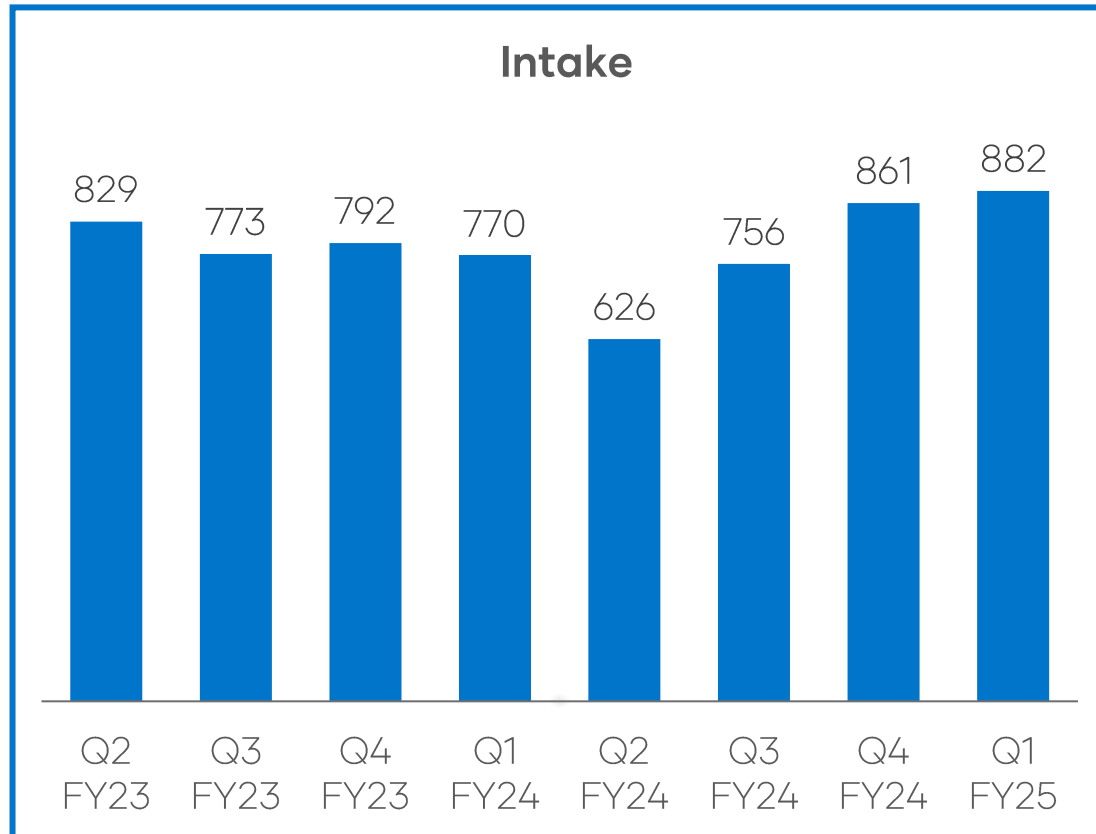
Systems

Services

Note: Standalone and International breakdown are gross of inter-company eliminations.

Order Intake and Backlog Trend

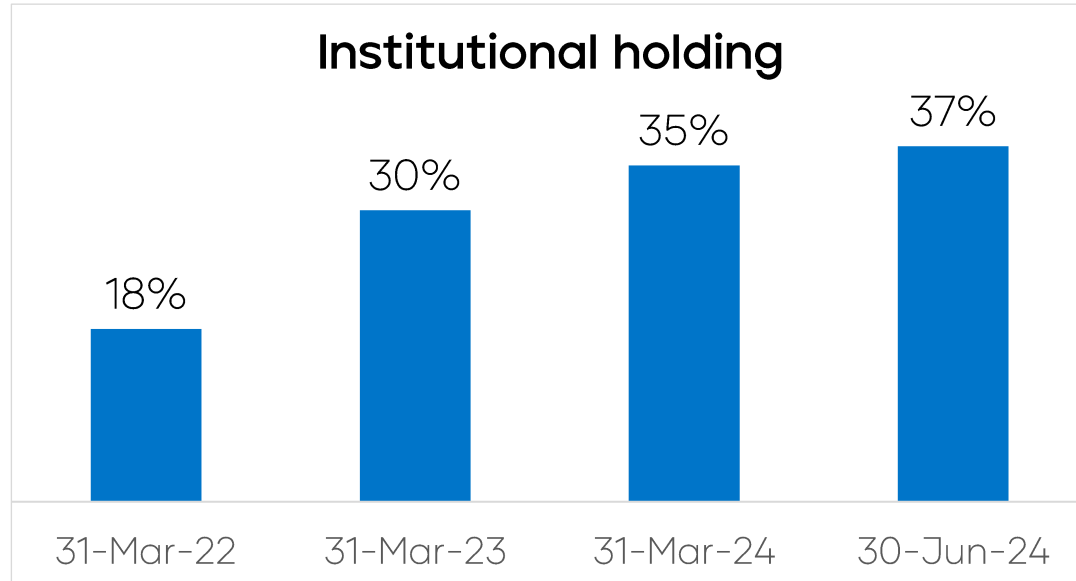
Figures in ₹ crore



Q1 FY25 has the highest order intake over the last eight quarters.

Shareholder Summary

Figures in % terms



Diversified Investor Base

Top 10 institutional investors hold 28.9% shares as on June 30, 2024

Investor Category	June 30, 2024	March 31, 2024
Foreign Portfolio Investors	22.20	22.15
Mutual Funds	10.44	9.15
Alternate Investments Funds	2.43	2.55
Insurance Companies/ Banks/ FIs	1.65	1.37
IEPF	0.40	0.40
Public	37.70	39.20
Total Public Shareholding (A)	74.82	74.82
Patel Group (Indian Promoter) (B)	25.18	25.18
Total Shareholding (A) + (B)	100.00	100.00

Annexures

Consolidated Results

Quarterly Consolidated Financial Performance

Figures in ₹ crore

Particulars	Q1 FY25	Q4 FY24	Q-O-Q	Q1 FY24*	Y-O-Y
Operational Income	785	741	6%	912	-14%
Material Cost	306	252	21%	375	-18%
Other Costs	391	398	-2%	407	-4%
Total Operating Expenses	697	650	7%	782	-11%
EBITDA	89	91	-2%	130	-32%
<i>EBITDA Margin (%)</i>	<i>11.3%</i>	<i>12.3%</i>	<i>(98) bps</i>	<i>14.3%</i>	<i>(299) bps</i>
Other Income	10	11	-9%	9	11%
Depreciation	32	36	-11%	38	-16%
Finance Cost	25	30	-17%	20	25%
Profit before tax	41	36	14%	80	-49%
Tax	17	7	143%	30	-43%
Profit after tax	24	29	-17%	50	-52%
<i>PAT Margin (%)</i>	<i>3.0%</i>	<i>3.9%</i>	<i>(83) bps</i>	<i>5.5%</i>	<i>(244) bps</i>
Other Comprehensive Income	-7	-8	-13%	2	NA
Total Comprehensive Income	16	21	-24%	52	-69%
Basic EPS (₹)	5.62	6.92	-19%	11.27	-50%

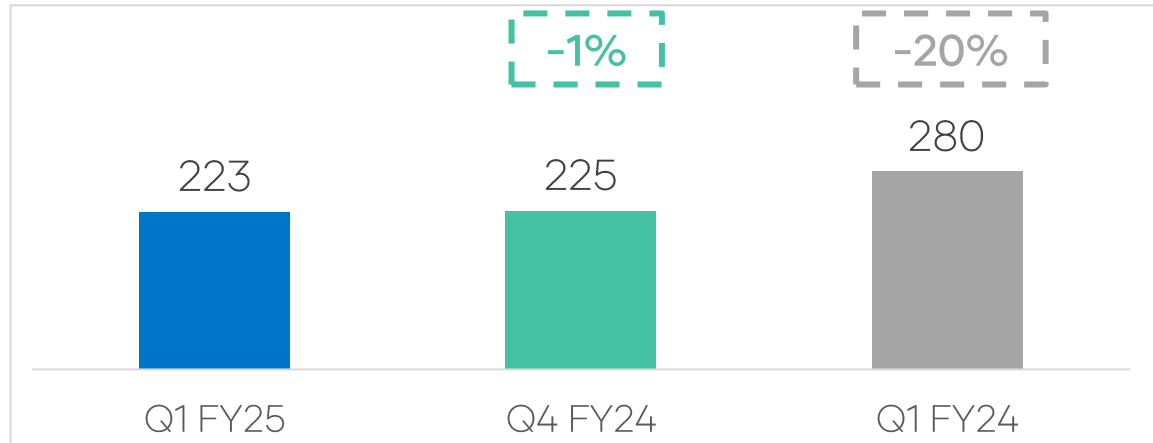
* Restated for final fair values of Purchase Price Allocation for Mixel & HARI acquisitions.
 Margin and growth percentages are calculated on absolute figures.
 Amounts are rounded off to crore and subject to casting.
 NA is Not Applicable.

Standalone Results

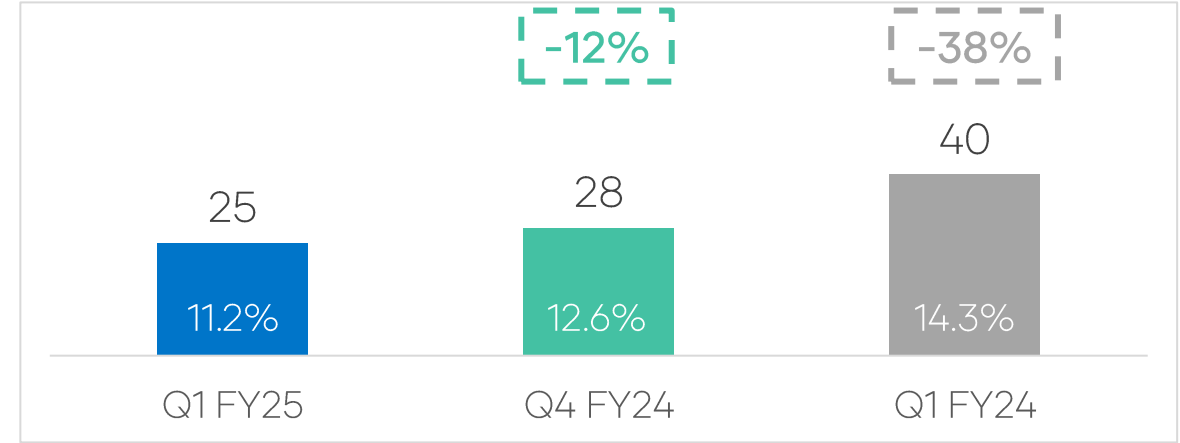
India - Q1 FY25

Figures in ₹ crore

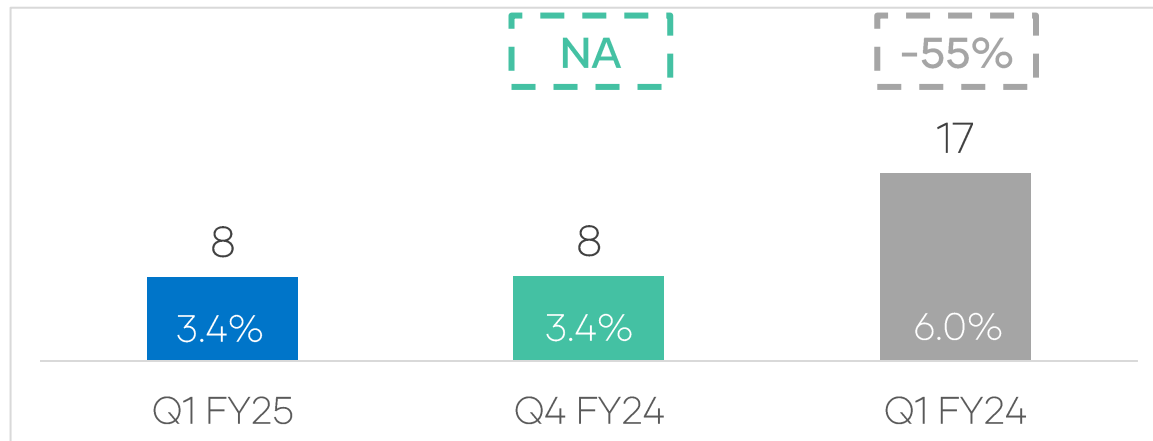
REVENUE



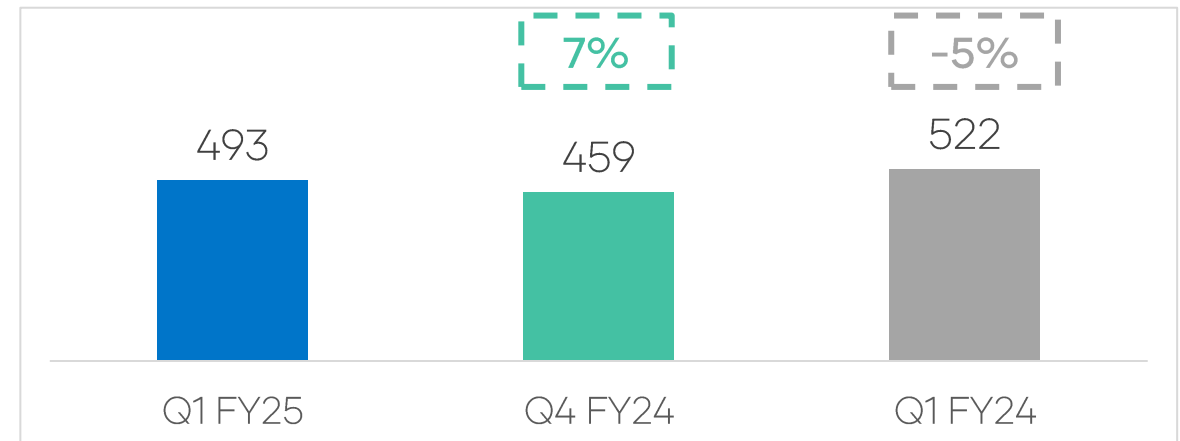
EBITDA



PROFIT AFTER TAX



ORDER BACKLOG



Backlog is net of POC.
Margin and growth percentages are calculated on absolute figures.
NA is Not Applicable.

Quarterly Standalone Financial Performance

Figures in ₹ crore

Particulars	Q1 FY25	Q4 FY24	Q-O-Q	Q1 FY24	Y-O-Y
Operational Income	223	225	-1%	280	-20%
Material Cost	119	103	16%	146	-18%
Other Costs	79	93	-15%	94	-16%
Total Operating Expenses	198	196	1%	240	-18%
EBITDA	25	28	-11%	40	-38%
<i>EBITDA Margin (%)</i>	<i>11.2%</i>	<i>12.6%</i>	<i>(141) bps</i>	<i>14.3%</i>	<i>(311) bps</i>
Other Income	1	0	NA	0	NA
Depreciation	8	8	0%	10	-20%
Finance Cost	8	8	0%	8	0%
Profit before tax	10	12	-17%	23	-57%
Tax	3	4	-25%	6	-50%
Profit after tax	8	8	0%	17	-53%
<i>PAT Margin (%)</i>	<i>3.4%</i>	<i>3.4%</i>	<i>(0.5) bps</i>	<i>6.0%</i>	<i>(264) bps</i>
Other Comprehensive Income	0	-1	-100%	0	NA
Total Comprehensive Income	7	6	17%	17	-59%
Basic EPS (₹)	1.68	1.70	-1%	3.75	-55%

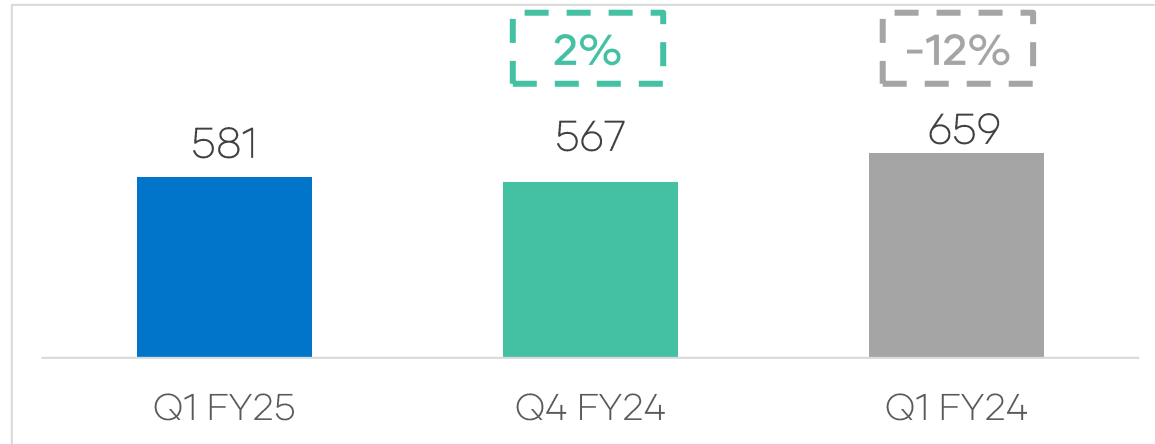
Margin and growth percentages are calculated on absolute figures.
Amounts are rounded off to crore and subject to casting.
NA is Not Applicable.

International Results

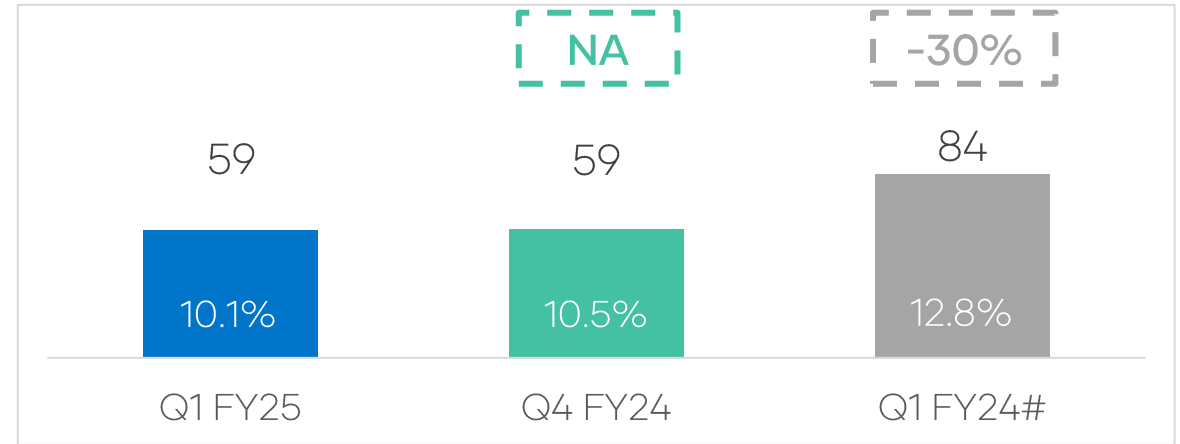
International* Results - Q1 FY25

Figures in ₹ crore

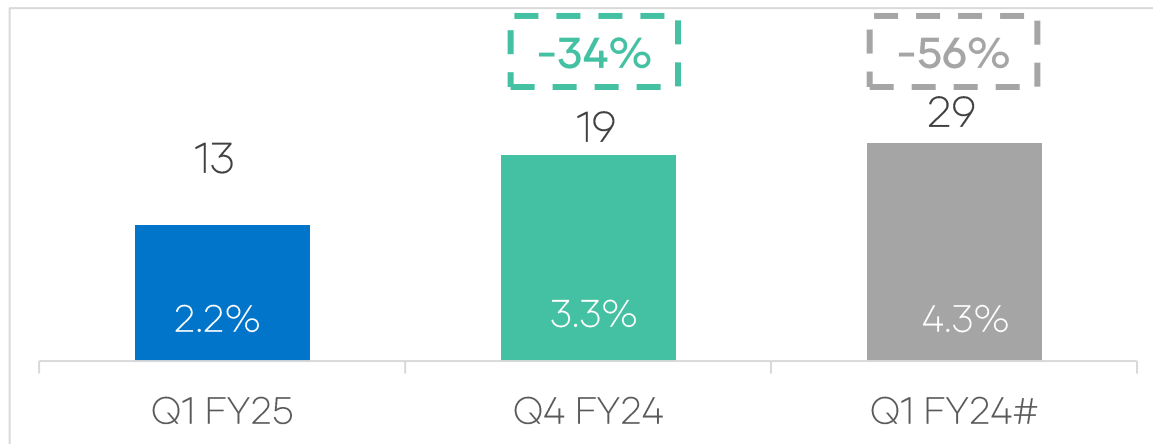
REVENUE



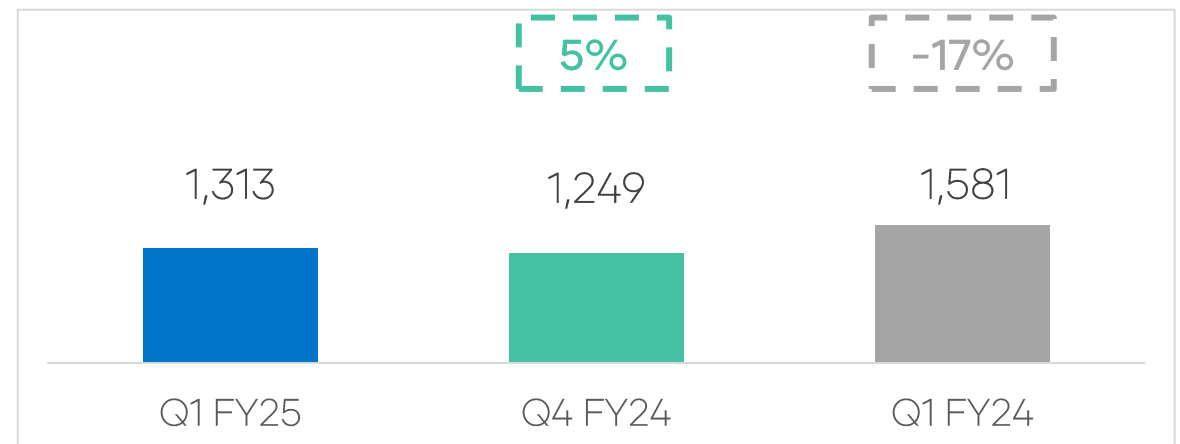
EBITDA



PROFIT AFTER TAX



ORDER BACKLOG



* Includes Mavag & PFI, Excluding inter-company eliminations.

Restated for final fair values of Purchase Price Allocation for Mixel & HARI acquisitions.

Backlog is net of POC. Margin and growth percentages are calculated on absolute figures.

NA is Not Applicable.

Thank You

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