

Date: 19th August 2024

National Stock Exchange of India Limited, Exchange Plaza, 5 th Floor, Plot No. C-1, G Block, Bandra- Kurla Complex, Bandra (East), Mumbai – 400051, Maharashtra, India NSE Scrip Code – SKFINDIA	BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai – 400001, Maharashtra, India BSE Scrip Code -500472
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Subject: Intimation – Transcript of 63rd Annual General Meeting held on 13th August 2024.

Reference: Intimation dated 14th August 2024 - Video link of 63rd Annual General Meeting held on 13th August 2024

Dear Sir/Mam,

Pursuant to Clause 15(b) of Schedule III, Part A, Para A read with Regulation 30 (2), Regulation 30 (6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended from time to time) (“SEBI LODR”), please find enclosed herewith transcript of 63rd Annual General Meeting held on Tuesday, 13th August 2024 at 03:00 p.m. IST. The same will be available shortly on the website of the company for the convenience of the shareholders at the below-mentioned link: <https://www.skf.com/in/investors/shareholder-information>.

The above is for your information and record. You are hereby requested to disseminate the same on your respective websites.

Thanking you,

Yours faithfully,
For SKF India Limited

Ranjan Kumar
Company Secretary & Compliance Officer

SKF India Limited

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CIN: L29130PN1961PLC213113

Gopal Subramanyam:

Good afternoon, dear members. This is 3:00 PM Indian Standard Time, and I welcome you all to the 63rd annual general meeting of SKF India Limited, held through video conferencing. It's my pleasure to meet you virtually again, like the previous year. On behalf of the Board of Directors, and I'd like to thank you all shareholders for joining this meeting through electronic mode from different locations. Your support and confidence and encouragement strengthen our efforts to make SKF stronger. Before I begin, I'd like to introduce the Board of Directors and KMPs of your company present at this meeting. As I call out the name of each director and KMP. I request them to introduce themselves . I start with Ms. Anu Wakhlu.

Ms. Anu Wakhlu:

Namaste and good afternoon. I'm Ms. Anu Wakhlu. I'm an Independent Director on SKF India board. I'm also the chairperson of the Audit Committee, the Nomination and Remuneration committee. Apart from this, I'm a member of the Risk Management Committee, the CSR committee and the Stakeholder Relationship committee. I'm taking part in this meeting from Boston, USA.

Gopal Subramanyam:

Thank you, Anu. Mr. Mukund Vasudevan.

Mr. Mukund Vasudevan:

Good afternoon everyone and Namaste . This is Mukund Vasudevan. I'm the Managing Director of SKF India Limited. Pleasure to meet you all, and I'm taking part in this meeting from Pune, India.

Gopal Subramanyam:

Thank you, Mukund. Mr. Manish Bhatnagar.

Mr. Manish Bhatnagar:

Good afternoon. My name is Manish Bhatnagar. I'm the Non-Executive, Non Independent Director on the Board. I'm also a member of the Audit Committee and the NRC. I have joined this meeting from Philadelphia in the US.

Gopal Subramanyam:

Thank you Manish. Mr. Ranjan Kumar.

Mr. Ranjan Kumar:

Good afternoon shareholders. I'm Ranjan Kumar. I'm Company Secretary and Compliance Officer of your company. I'm joining this meeting from Pune, Maharashtra.

Gopal Subramanyam:

Thank you, Mr. Kumar. Mr. Ashish Saraf.

Mr. Ashish Saraf:

Good afternoon everyone. Hi. I'm Ashish Saraf, Chief Financial Officer of your company. I'm attending this meeting from Pune, Maharashtra.

Gopal Subramanyam:

Thank you Ashish.

Gopal Subramanyam:

Thank you board members and KMPs. I wish to inform that Mr. Karl Robin Joakim Landholm non-executive, non independent director could not join this meeting due to his occupancies. Also, Mr. David Johansson, non-executive, non-independent director could not join this meeting due to his occupancies. The company has made all possible efforts under the circumstances to enable the members to effectively participate in this meeting through video conferencing facility and to vote electronically. Now, I would request Mr. Ranjan Kumar, our Company Secretary and Compliance Officer, to check and confirm to me the quorum of this meeting, and also share some important information about this meeting with the shareholders. Over to you Ranjan.

Mr. Ranjan Kumar

Thank you, honorable Chairman. After looking at the number of shareholders present I confirm that the requisite quorum as required under the law for this meeting is present as per various circulars issued by Ministry of Corporate Affairs and SEBI, the participation of shareholders through video conferencing have also been considered for the purpose of computing the quorum for this meeting, I would now like to record and confirm the presence of authorized representatives of our Statutory Auditors, Secretary Auditors, and Cost Auditors of the company at this meeting. Now we brief announcement for the convenience of the shareholders: All the shareholders who have joined this meeting are by default, please on mute mode to avoid any disturbance arising out of the background noise, and also to ensure a smooth and seamless conduct of this meeting. The shareholders who have registered themselves as speaker will be allowed to speak when their names are announced with a request to speak. The audio and video facility will be opened by open for them accordingly. The shareholders may further note that the recorded video of the proceedings of this meeting will be uploaded on the website of the company along with the transcript of the same. The video and transcript would also be communicated to the stock exchange where the shares of the company are listed.

With this I would like now to draw your attention to the statutory records, which have been made available for your inspection electronically. So following records have been made available for your electronic inspection and the members can go and visit to the website and inspect those records. The first is the register of directors and key management personnel and their shareholding maintained under Section 170 of the Companies Act, the register of contracts and arrangements maintained under Section 189 of the Companies Act, and other documents referred in the notice, explanatory statement and annual report, which has been published recently. All these documents are available on the website of the company for electronic inspection of the shareholders. Members may further note that the annual report of the company for the financial ending 31st March 2024, has already been circulated to them via email 17th July 2024. With this, I would refer back to honorable Chairman to share his outlook on the business environment of the company. Thank you shareholders.

Gopal Subramanyam:

Thank you, Ranjan. Dear Shareholders, good afternoon once again. Ladies and gentlemen, it's with immense pleasure and profound sense of pride that I, on behalf of our esteemed board

members and the entire SKF India team, extend a warm and heartfelt welcome to each one of you to this 63rd Annual General Meeting of your company for the year 2023-2024. As we gather here today, we reflect on a remarkable journey. The past fiscal year has been nothing short of extraordinary for SKF India Limited. Our collective efforts, a relentless dedication and commitment have paved way for an exceptionally successful year. It's indeed a moment of celebration and reflection as we stand at the threshold of new possibilities and promising horizons. Allow me to take this opportunity to revisit the highlights of the year gone by. Together, we have navigated through challenges, seized opportunities, and achieved milestones that have reinforced our position as a leader in our industry. Our innovative spirit, coupled with customer-centric approach has driven us to excel and set new benchmarks in excellence. But it today is not just about looking back, it's also about looking forward with optimism and confidence. As we embark on a new fiscal year, we do so with a vision that is clear, a strategy that is robust and a commitment to sustainability and innovation.

The future begins with exciting prospects, and we are poised to embrace it with same zeal and determination that has brought us this far. Your company posted very strong financial performance in a time when the world seemed to pause, India continued. Its relentless march forward, achieving a growth rate of 7.6%. Furthermore, the government has set an ambitious goal of transforming India into a developed country by 2047. Fueled by stable and robust domestic demand, expanding private consumption and investment, and ongoing structural reforms, India is poised to sustain its upward road trajectory in the coming years.

Throughout this journey, we at SKF India have proudly served as catalysts, driving progress and fostering innovation across industries. Our commitment to pioneering sustainable solution has not only propelled growth, but has underscored our agility in adapting to change. Today we gather to reflect on our achievements as we gather to reflect on our achievements. Let us celebrate a story that goes beyond mere numbers narrative or resilience, innovation and unwavering dedication to India's progress. To foster growth, SKF India focused on high potential segments within our industrial business over the past year, we introduced innovative solutions, particularly in renewable energy, where we see substantial growth opportunities. Moreover, we strengthened our foothold in strategic industries such as cement and mining, leveraging our established market position. Recognizing the burgeoning electric vehicle sector known as EV,

we expanded our footprint as a preferred partner to meet evolving mobility demands. These initiatives underscore our commitment to driving sustainable growth and capturing emerging opportunities.

SKF has delivered commendable results for the financial year 2023-24. Our net profit before tax surge to INR 735.8 crores accompanied by a revenue of INR 4,570.1 crores marking respective increases of 0.4% and 6.2% over the previous fiscal year. These achievements underscore our effective portfolio management with a strategic focus on high growth segments, discipline, cost controls, and optimized pricing strategies. Our commitment to sustainable growth is evident in our robust organic sales growth and expanded margins. This success is a testament to our steadfast dedication to executing an intelligent and sustainable growth strategy made possible through the unwavering support of our stakeholders, the company's financial statements for the year ending 31st March 2024, along with reports from our Directors and Auditors have been made available to each of you. With your permission, I propose that we take these reports as read for today's proceedings.

Our growth strategies throughout FY 2023-24 SKF India intensified to bolster disciplined cost management, enhance productivity, and optimize operational efficiencies across organization. Central to our strategy was the ambitious goal of increasing the localization of direct material to 85%. This significant achievement has not only led to reduced cost and shorter lead times, but also strengthened our resilience against global supply chain disruptions.

We have also set clear key performance indicators for our net zero supply chain target by year 2050, enhancing our competencies and capabilities through strategic partnerships across our entire value chain. Our supplier sustainability program, which includes our top 55 players in the country, lays out a clear roadmap for the short and medium term, and ensuring alignment with global sustainability standards and advancing commitment to responsible business practices. Our journey towards a more sustainable future has been marked by noteworthy milestones. In financial year 2023-24, we successfully finalized renewable energy purchase agreement for our Bangalore and PO facilities, increasing our renewable energy sourcing to 43% of our total energy consumption. This achievement represents a significant step towards our ambitious decarbonization goal of reaching net zero emissions by year 2030.

Simultaneously, we made substantial advancements in upskilling our workforce with a particular focus on empowering our frontline sales and leadership teams. This initiative was designed to deepen our understanding of evolving customer requirements, elevate our operational effectiveness, and deliver enhanced value to all our stakeholders. Our commitment to nurturing a diverse and inclusive workforce remains unwavering as we invest in our employees, champion gender equality and set new industry benchmarks. Looking ahead, SKF India remains committed to advancing sustainability, driving innovation, and contributing positively to environmental stewardship. We are excited about the opportunities that the future holds and committed to continuing our journey towards sustainable growth.

Way forward, I'm filled with immense pride as I reflect on the extraordinary achievements of SKF India that we have celebrated in the financial year 2023-24. Our journey this past year has been nothing short of remarkable, and it is with great enthusiasm that I share our vision for the future as we build on this incredible momentum. We have entered a new chapter in our story, one marked by a renewed sense of purpose, a bold and strategic vision, and a team that embodies passion and determination. Our approach is centered around a simple yet profound commitment to continually improve, to empower every member of our workforce, and to exceed the evolving expectations of our customers for an intelligent and clean tomorrow. At the heart of our strategy, lies a dedication to excellence. We are not just aiming for growth, we are driven to achieve profitable growth that stands the test of time. Our strategic priorities are designed with one clear goal in mind, sustainable value creation for our shareholders and stakeholders alike. We are set on a course that leads us to a future brimming with opportunity, a future where success is defined, not just by the achievements of today, but by the promise of tomorrow.

I want to extend my heartfelt gratitude to those who have been an integral part of this journey. To our dedicated employees, your commitment and exceptional contributions are the bedrock of our success. To our suppliers and partners, your support and collaboration have been invaluable. And to our customers and shareholders, your trust and confidence are the driving forces behind our efforts. Together we are charting a course toward a future filled with innovation, resilience and enduring success. Your steadfast support fuels our drive to not just meet expectations, but to surpass them. Thank you for being a part of this incredible journey. Here's to a future where we

continue to rise, innovate, and succeed together. Thank you. I now request your Company's Managing Director Mukund Vasudevan to make his presentation to this AGM.

Mr. Mukund Vasudevan:

Thank you, Mr. Chairman. If you could put the presentation on. Thank you all a pleasure to be here. I will now go through the presentation of our performance in the year 2023-24 as well as strategic pillars of where we are taking this company forward. Next page. So the agenda topics are, we'll talk a little bit about SKF as a company and our purpose, our strategy, and our values. We'll talk about our strategy driven by the theme of towards the intelligent and clean future. Talk about a commitment to our employees and to sustainability and to community. And we'll end with a summary.

Next page. Our purpose as a company is that together we reimagine rotation for a better tomorrow. That how do we do that? That is driven by intelligent and clean growth, and the elements of our strategy are high growth segments, new technologies, services and aftermarket and active portfolio management. And it's enabled by continued and accelerated technology development, digitization of the full value chain, regionalized and competitive supply chains and operational efficiency, making us closer to the customer. And the foundation of all of this is our people and our leadership.

Next Page. So if our purpose, as we said, is together, we reimagine a better future, better tomorrow, we do this through our core values, which are care, collaborate, curiosity, and courage. Together is collaborate. We reimagine is curiosity, rotation for a better tomorrow is courage and better tomorrow is also around caring and caring for our employees, caring for our community, caring for the environment. Next page. With that as a foundation, I want to talk about our financial performance, which as Mr. Chairman said, has been outstanding thanks to contributions from all our employees and support from all of you. First and foremost, on the top line, we grew at a healthy 6.2% from last year, driven by solid focus on high growth segments, which includes two-wheelers which have expanded significantly, heavy industry, cement, mining, etcetera, metals and renewables. Those have all contributed actively to this growth of 6.2%. While we continued to grow, we have maintained a healthy margin of over 16% operating a profit before tax, percent of over 16%. And while through our portfolio management, cost

control and price, we have expanded margin. It has been partly offset by higher costs on our traded products, driven by higher exchange rate and higher costs from some of the factories we were importing from. That said, our earnings per share continue to show a robust increase of 5% year on year.

Next page, all this it was 22-23 to 23-24. But if you see our journey over the last five years, it has been nothing short of tremendous. We've shown a CAGR of 12.6%, which is almost twice of GDP over the last four years, five years, a profit before tax is also growing at a CAGR of 17.4%, as is our earnings per share. I think this speaks volumes for our strategy, our purpose, and our core values, which have been consistent throughout this time. Next page, I'll now share a few examples of our strategy in action. As I said, our strategy is resting on four pillars, which are the high growth segments, the new technologies, services and aftermarket and portfolio management. I'll talk about the first three through examples.

Next page. The first example I want to share with you is something which I think is a tremendous achievement of our team both from a sales and business development perspective and how we care and deliver value to our customers, but also from our operations and manufacturing capability. So the railway team in India through its engineering and technological capability, designed and developed a product for the Vande Bharat's train. This is a set of roller bearings specifically for electric locomotives. The first of its kind in India. And these roller bearings were of lower cost thanks to localization, but were also much more efficient than we had previously been designed. So this is something which we are very proud of, and we are almost 44 rakes of the Vande Bharat type train insights have been equipped with SKF bearings thanks to our localization strategy, locally manufacturing these bearings as well as designing something that is fit for purpose for the customer.

Next page. Continuing on the theme of our strategy on new technologies. This is a product which our automotive team developed a seal for, a patented product for SUVs. These SUVs are designed in such a way that they keep mud and other contaminants out, ensuring less failure, less friction, so more energy efficient and less power loss in both high temperature misaligned conditions, as well as tough off-road conditions. We expect to roll this out to several of the SUV manufacturers in the country. This shows our technological, our focus on technology and innovation aligned with our customer's requirements. Next page. Yeah, the third example I want

to share with you around our strategy, which is around service and aftermarket. So, SKF developed a condition in monitoring technology, which is a combination of digital and our service capability for the steel manufacturer, one of the largest steel manufacturers in the country. This is a technology, which is both an actual axial positioning system as well as a wear measurement system for the converter process in steel. Through this positioning system monitoring, we were able to reduce unplanned downtime, increased production, reduce cost, and enhance the safety conditions under which the customer was performing. The solution is a breakthrough for the metal segment, and we hope to roll this out to several other converter manufacturers in the country. So again, this speaks volumes for our focus on our strategy and we'll continue to share such examples with you, which talk about our focus on high growth segments, technology services, and our aftermarket, enabled by our localization efforts and a really strong team.

Next page, as I said, one of our core values is our commitment to our employees, sustainability and employ and community. In short, we care. That is one of our core values, so I'll give you a couple of examples around each one of these. Next page. For our employees, we have rolled out several programs, both at the leadership level and the ground level. The first of those is the power of the future, which offers opportunities for growth and self-reflection for our managers and both first time managers and managers who have been in the position for a while. The second one is a software aspect, a program called Manager Cares, which provides empowerment leaders to really become effective and adaptive in their role, such that every employee feel that their manager actually cares. This was a very well received program where rules rolled out to all managers across India. The third is around Living Blue. It's called Living Blue, which educates our people managers in terms of fostering a psychologically safe workplace. And last but not the least, is a combination of our commitment to our people, our employees, but also towards diversity. This equips our female leaders with skills and tools so that they can better handle change and negotiations. So several such programs will continue. This shows a commitment to our employees, which is the foundation of our growth and delivering value to our shareholders.

Next page. On the climate front, if you look at the right hand side, this year we have saved 31% more energy than last year. That is 2,700 megawatt hours of energy. This is a tremendous effort and quite unsubstantiated in our history quite un unmatched in our history. And it chose a

commitment towards energy saving in our manufacturing and all other facilities. We are also working on our Scope one and Scope two and started our journey on Scope three CO2 reductions, and we've shown a 9% reduction year on year. And today we stand at 28,981 tons of CO2 Scope one and Scope two, our share of energy, renewable energy is also continuously going up, and this is a 10% increase over last year. So today we stand at 45% as opposed to last year we were at 35% renewable energy. All of these efforts are towards our continued commitment towards the climate and environment. We made a commitment that we will decarbonize operations by 2030 and we stick by it and our net zero achievement will be by 2050. We are on the right trajectory and we'll continue to work towards it.

Next page. And last but not the least, we care for our communities. We've launched several programs, but if I had to highlight three, one is the YES program, which is the youth empowerment as SKF. This trains mechanics coming especially from underprivileged background young youth, the youth of the country to become equipped to be handle mechanics in two wheelers cycles as well as cars and we train several thousand every year. The second is WeGyaan, which is stem or science related education for girls. We have launched several WeGyaan programs across the country, and again, this is our commitment towards diversity as well as children from an underprivileged background who may not get the quality and the quantity of training required in stem. Finally, around girls education, we have launched a scholarship called Udaan to help our not just our but underprivileged women and girls who deserve higher education but are unable to afford it. We empower them through coaching, mentoring, and financial assistance. Year to date our 23-24, we have spent 110 million INR almost 11 crores of our profits in CSR activities. We've impacted 67,000 beneficiaries and 1,700 plus of our employees have been involved in this volunteer activity. I'm proud of this, and it continues to show our commitment towards our community.

Next page, I'll end with a summary of our performance and a vote of thanks. Next page. Once again, we are committed to our purpose and our values. We will continue to accelerate our intelligent and clean growth strategy, and we'll continue to invest in our future by delivering in the future to deliver attractive returns for our shareholders. It is this consistency of our purpose, value, strategy and commitments that I'm proud to say that we have delivered 6.2% revenue

growth, year on year, while maintaining and slightly growing our profit and delivering 5.1% earnings per share growth year.

For this, I have to thank several people. I first of all want to thank our Board our Independent Directors. I also want to thank my predecessor and ex MD Manish Bhatnagar who has been instrumental in this journey. And I want to thank all our employees who have made this possible. And last but not least, I would like to thank all of you shareholders who have shown the commitment in the board and the management and us as a company and empowered us to achieve these results. Thank you all. Back to you, Mr. Chairman.

Gopal Subramanyam:

Thank you, Mr. Mukund Vasudevan. Now I wish to apprise the members about strategy, financial audit report, and secretarial audit report of the company for the year 2023-24. I'm happy to share that there is no qualification, observation, comment, disclaimer, or adverse remark in the audit reports of your statutory auditors for the year 2023-24. I now request your company's secretary, Mr. Ranjan Kumar, to brief the members about voting facilities available to them. Over to you, Ranjan Kumar.

Mr. Ranjan Kumar

Thank you, honorable chairman. Now with this, I would like to inform the shareholders that the compliance that in compliance with the presence of the law and in compliance to the circulars issued by Minister of Corporate Affairs and SEBI from time to time, the shareholders were provided the facility to cast their votes through remote E-voting platform, which was kept open from 9th August 2024, 9:00 AM till 12th August 2024, 5:00 PM. The facility of casting E-vote is also available to the members during this meeting. The shareholders who are presented this meeting and have not casted their votes through remote E-voting platform can cast their votes. Now, the E-voting is currently active and will be closed after 15 minutes from the conclusion of this meeting. Now, if a shareholder has already casted his or her vote using remote E-voting platform, then he or she will not be allowed to vote during this meeting, shareholders whose names appeared on the register of members as on the cutoff date, which was fixed as 6th of August 2024, are those who would be eligible to cast their votes for the proposals which have

been placed through the notice in this meeting. There will be no voting by show of hands as this meeting has been convened through video conferencing.

Now, I would like to apprise the Shareholders about the scrutinizer. Your Company has appointed Mr. Jayavant Bhawe of M/s J B Bhawe & Co, Practicing Company Secretaries as scrutinizes for scrutinizing the votes casted by the shareholders in a fair and transparent manner. They're also attending this meeting through video conferencing, the combined results of E-voting facility or the votes which have been casted through remote E-voting platform and during this meeting from the scrutinizes, the result will be declared by the company after receipt of the Scrutinizer's report. The results of voting (along with the report of Scrutinizer) shall be placed on the website of the company - <https://www.skf.com/in/investors> and it'll also be uploaded on the website of NSDL, which is www.evoting.nsdl.com. It will also be communicated to BSE Limited and National Stock Exchange of India Limited within prescribed timelines. Before requesting honorable chairman to take up that resolution, I would like to reiterate the process of taking your queries and questions. This being a virtual AGM, the following Members will be eligible to share their views and/or ask their questions (as explained in the Notice to this AGM) The shareholders already registered themselves as speaker on or before 1st of August 2024, as was indicated in the notice. And second, Members who have expressed their views/have shared their questions on the designated e-mail address before the timeline prescribing the notice please post your questions on our registered email id, which is investors@skf.com. We'll try to reply over emails unless the same is already answered or clarified during this meeting. Now with this, I would again refer back to honorable chairman for taking up the resolutions which have been prescribed in the notice. Over to chairman, honorable chairman.

Gopal Subramanyam:

Thank you Mr. Ranjan Kumar. Now I'd like to take up the resolution as set forth in the notice dated 8th, May 2024 of 63rd Annual General Meeting of the company. There are three ordinary businesses listed in as agenda number one to three and three special businesses listed as agenda item number four to six for draft resolution, explanatory notes and other details. The shareholders are requested to refer to the notice of this AGM. I would start with ordinary businesses and request the members to cast their vote if not done already on each of the agenda item, the facility of E voting is available to members till 15 minutes after conclusion of the proceedings of this AGM. So I'll start with the ordinary businesses. Agenda number one, ordinary resolution for adoption of audited, standalone and consolidated financial statement of the company for the financial year 2023-24 together with reports of directors and auditors, there are. Agenda number two, ordinary resolution for declaration of final dividend of rupees 130 per

equity share of rupees 10/- each for the financial year ended 31st March 2024. That is 1300% which has been approved and recommended by the board of directors of your company.

Agenda number three, ordinary resolution for appointment of directors in place of Mr. Karl Robin Joakim Landholm , who retires by rotation and being eligible, offers himself for reappointment. Special businesses, now I'll take up the special businesses. That is agenda number four to six of the AGM Notice. Agenda number four, ordinary resolution for approval of material related party transaction with SKF GmbH Schweinfurt, Germany, which is a fellow subsidiary. Agenda number five, ordinary resolution for approval of material related party transaction with SKF Engineering and Lubrication India Private, which is a fellow subsidiary. Agenda number six, ordinary resolution to ratify the remuneration to cost auditor for the financial year 2024-25. We have gone through all the agenda items of this Annual General Meeting. Thank you members for your participation in these agenda items. I will now request Mr. Ranjan Kumar, again, Company Secretary, to invite the members who registered themselves as speakers. On announcement of the name, the audio and video facility of respective member will be open. I would request the members to summarize their views and question in two minutes so that other members may also get the suitable opportunity of expressing their views and raise their questions. Questions raised by the speakers shall be addressed once all speakers have spoken.

Mr. Ranjan Kumar:

Thank you, honorable Chairman. In the interest of time and for the benefit of other shareholders, I will keep a time check. The shareholders are requested again to summarize their views or questions in two minutes, please. I'll just put the time check on this. With this we'll invite our first speaker, shareholder Ms. Lekha Shah, can we have Ms. Lekha Shah on screen.

Ms. Lekha Shah:

Respected chairman sir, board of director and my fellow members. Good afternoon and regards to everyone myself, Lekha Shah from Mumbai. First of all, I would like thank our Company Secretary Mr. Ranjan, especially Mayuri ma'am, for giving me this opportunity and forceful process where I'm able to talk in front of you all in AGM. I found the AGM notice and I am delighted to say AGM report is so beautiful, full of colors, packed, we gets in place also. It's really useful with lot of information. Thank you, chairman sir, for explaining as the company. Congratulations for excellent work sir. Sir, I pray to God that 2024 comes with great prosperity for our company. Also, Thank you Mukund Vasudevan Ji for such a informative and wonderful presentation. Chairman sir, I could like ask you questions. My first question is how many women employees are working in our company? What is the total number of employees or what is the roadmap for the two years? Chairman sir, I hope the company will continue video conference

meeting in future. So I strongly and wholeheartedly support all resolutions for today's meeting. Thank you so much, sir.

Mr. Ranjan Kumar:

Thank you. Ms. Shah. May we request of us next speaker, Mr. Bimal Kumar Agarwal to placed on screen please?

Mr. Bimal Kumar Agarwal:

First of all, I thank the Company Secretary's team, management staff and the shareholders. Good afternoon, good evening, good night, and good morning to other shareholders who have joined from other part of the world also, I hope company will continue the video conference always as chairman and managing director that already given good speech. I got no question to ask. And again, I thank the Company Secretary for this good work and for sending me the physical copy of the annual report. And please try to arrange a visit for the shareholders who have joined today. That's all from me. Thank you very much.

Mr. Ranjan Kumar:

Thank you Mr. Agarwal. Thank you so much. Mayberequest the next speaker shareholder, Mr. Arun ji Dixit to be put on the screen.

Moderator:

Sir, this speaker shareholder will not be joining the meeting.

Mr. Ranjan Kumar:

Okay. Then we go to the next speaker, shareholder, which is Mr. Kaushik Shahukar . Can we have him on the screen please? Mr. Kaushik Shahukar, are you able to hear us?

Mr. Kaushik Shahukar:

Respect sir and distinguished guest. Good afternoon to all. It is truly an honor to attend this esteemed gathering today. I extend my heartfelt gratitude to the board for granting me

opportunity to be part of this important event. First and foremost, I would like to commend our chairman Mr. Subramanyam Gopal and our managing director, Mr. Mukund Vasudevan , for the comprehensive presentation on the state of our company. The insights for so thorough that I find myself with no questions, though as a speaker, it is my duty to inquire. Therefore, I have only one concern, which is I propose utilizing the substantial saving from the virtual mode of this meeting for the benefit of speaker shareholder. This could involve arranging site visit for our speaker shareholder or distributing token of appreciation to speaker shareholder during festival. Sir, I just know when was the last site visit arranged by the company for our shareholders if any, don't you feel that we as a co-owner of the company have a right to see our factory of our company and industry, how our company functions? Please throw some light and on a lighter note given our shift to virtual meeting, maybe next time, we should consider virtual Hi-Fi competition. To , keep things lively. Thank you all for your patience .

Mr. Ranjan Kumar:

Thank you so much Mr. Kaushik. Thank you. Can we move on to the next speaker, Ms. Prakashini Shenoy, can we get him on the screen please?

Ms. Prakashini Shenoy:

Sir, I'm Prakashini Ganesh Shenoy from Mangalore. Respected, honorable Chairman Shri Gopal Subramanyam, Vanakkam sir and other dignitaries on the board and my fellow share shareholders. Good afternoon to all of you. I received the AGM report well in time, which is colorful, transparent, knowledgeable informative and contains all the information as per corporate governance, I thank Mr. Ranjan Kumar and Mayuri for the same. I should not forget to thank them once again for reminding me of today's meeting along with the link. Thank you Mr. Ranjan and Mayuri Madam. The chairman, Mr. Subramanyam and Mukund Vasudevan has given a beautiful picture regarding the company and its working in all parameters. Thank you, chairman,sir, and thank you Mukund sir. I'm glad to note that the company has done outstanding work in the field of CSR activities. Congratulations for the same. At the outset, I'm thankful to the board for recommending the dividend for the financial year 23-24. I'm also glad to note that the company has done robust performance during the year in respect of profit, revenue, PBT, PAT, etcetera, etcetera. Chairman sir, I have just few questions. My first question is, what is the

future plan of our company? And my next question is, how do we adopt digital technology to increase productivity? My next question is kindly highlight the future roadmap for growth due to global situation. And my last question is, what is the roadmap for next five years and CapEx for the same? Chairman sir, last but not the least, my personal request to you. Please continue with VC so that people all over will have an opportunity to express their views. For instance, I'm from Bombay, have just dropped into mangalore e and I'm able to express my views just because it is VC, I wish the company good luck for a bright future and pray God that the profit of the company shall reach the peak in due-course. Chairman sir, I strongly and wholeheartedly support all the resolutions put forth in today's meeting. Thank you, chairman, sir.

Mr. Ranjan Kumar:

Thank you. May we have our next speaker, shareholder, Mr. Anil Mehta please on screen.

Mr. Anil Mehta:

Good afternoon. This is Anil Mehta. I attend this meeting from my residents at Mumbai with my family member. They are also shareholders of company. So we have few questions. The question number one, so what is the impact of this current budget on our business? Second question, how the company is appointing directors? Is the company accepting any recruiting agency for this? And if it is there, then how much they are paying and the company accepting any nomination from the shareholders. Can you provide me the plan business plan for the next year and next five years? And what's the company doing to improve the shareholder relations. With this, we are supporting all the regulations and thank you, the secretarial department for the cooperation. All the best. Thank you.

Mr. Ranjan Kumar:

Thank you Mr. Mehta. May we request our next speaker shareholder, Mr. Hiranand Kotwani on the screen please?

Mr. Hiranand Kotwani:

Yeah, it's a great pleasure. Respected chairman and other dignitary of board and fellow shareholder. I am Hiranand Kotwani from Kalyan. It's my immense pleasure. This is a good

company, well respected company, but certainly result is good, but compliance is not good. Gentleman, I request for this in mail regarding the physical copy I receive, not received. I'm not able to read in electronically, so please make note every year I received the this year I have not received . It may be in a postal delay or some problem there, but compliance you should ask because we are few shareholders interested to me. Coming to the point of the operation. Operation is good, but not excellent. What is percentage of our share Indian market, our heavy bearing Indian market. I want you to explain the two resolution because we are here to decide and discuss on agenda. Agenda number four and five. We'll elaborate the what type of these agenda number four and five rated party transaction, how much transaction involved in this, how much this is beneficial for our foreign counterpart. How much transaction in last year? Resolution number four and five And will you please elaborate x Believe I cannot understand how much amount enable it, how much amount do you give to them? Is it a royalty we give? And what percentage or amount we royalty every year we give to our foreign counterparts. These two companies are there. Our relation with and what about the export and expansion are we are able to export our, are our foreign counterpart not allowing us how much export we do? What is we plan in this regard? Direct export to the other countries. Are any orders are there or we are taking orders from other company, other countries, various geographies. Please explain. I already sort of new product if any coming, if new orders are there and how the expansion outlay will be there. And last bonus when I give the last bonus to the shareholder and it's a high time to go for the split of the share and give the bonus because so many years, 63 years of operation is still we're 4,570 crores. I hope that last so many I was thinking that we'll touch by the 2025, 10,000, but certainly it, the mute profitable is good, but the growth is not increasing so much how the plan is expansion plan. Are any other, please elaborate that how you go ahead. Thank you and good luck.

Mr. Ranjan Kumar:

Thank you Mr. Kotwani. Now can we have our next speaker shareholder, Mr. Gautam Tiwari on the screen please. Mr. Tiwari you on the screen? Mr. Tiwari are you able to hear us?

Mr. Gautam Tiwari:

So first of all, good afternoon our Gopal Subramanyam sir, Vanakkam sir. Sir very nicely you have given the opening speech, I'm very happy and MD Mr. Mukund, he's also given a very good explanation of what our company is there. Also all our present directors and our CS, young, energetic, Mr. Ranjan Kumar, we're very happy the way we have been seeing you and the way you have been delivering your speech and the way you have been working with Assistant Mayuri and our all directors on board and the team, our SKF India Limited my respective colleagues participating at this AGM.. First of all, I see very reputed company. I'm a shareholder along with my family right from day one. And we are very proud shareholders of SKF and we are the strong support of SKF right from the beginning in this company. And we continue to be lifetime supporter, continuous and encouraging supporters all the way and all. Sir, I'm really happy the company is reporting world renown and taken with very good respect. Sir, but one thing I would like to request, and it's not a complaint, please don't take it as a complaint, but nobody contacted us this time and explained about everything when the meeting is there and all that, but this time I was contacted only today by our Mayuri ma'am and she is very good. Our secretarial department is very well and we're very proud of it. But please answer. Please send me the physical copy on request, which I have not received, sir. And sir our excellence and even our R&D, sir, I would also like to know how much is R&D spent in the quarter of FY'23-24 Quarter 1 till today, and what is the target of this CSR spent, both with R&D also and are we paying any royalty to R&D, I mean resource and development to our parent company and if at all we are paying how much to what extent? And sir, we are requesting you to bonus the shareholder so that shareholder will get reward besides generous dividend because you have always worked in the interest of the shareholders, we are happy about it and I'm very sure you'll take further step to do something which will be beneficial to shareholders. Sir, how much amount and how many shares have been transferred to IEPF to shareholders, I mean investor protection fund of this year? And the roadmap for this year and the list will very happy if you can please give and sir strength of our employee total strength and capacity utilization with male-female ratio and sir how are we using artificial intelligence because all companies are using it for the benefit of the company. In what way we're using it? The rest all is we are happy and company keep on working the best. I voted for all the resolution in favor. I had support appointment of all directors and we promise that we pray and we shall with the sponsor for our total lifetime whatever may happen, but SKF is the best and year after year and thank you our Gopal Subramanyam sir, our MD Mr. Mukund

Vasudevan sir and our young and dynamic Ranjan Kumar sir and all other directors gives you a strong salute for your best work.

Mr. Ranjan Kumar:

Thank you so much Mr. Tiwari. Can we go to our next speaker, Ms. Hodayun Beruz. Ms. Hodayun are you able to hear us?

Ms. Hodayun Beruz Pouredahi:

So first of all, we have done very good. Our profits have increased a lot says we have many. Sir I want to know sir that what is a dividend policy? What's the company's dividend policy? Sir, and another thing is we're so proud of a secretarial team. Just imagine what, what they have, I should I say invented, right? The modified whatever, you know, for the SUVs, for our steel industries, for, you know, the Vande Mataram rollers. Really we are very proud. So I just want to know, can these be exported with any foreign company you know, benefits from these inventions. I can't call them inventions of us. I want to know, but keep it up as scientists. So another thing, do you know we were taken for the plant visit that Pune and you know, we still remember very memorable plant present. So now is it a hundred percent utilization, a hundred hectare acres and Pune production? I just want to know that. And of course we are very proud. Thank you very much. Our entire secretarial team worked hard and brought us shareholders as speakers. Really, they should be appreciated. Yes, Madam Mayuri, our company secretary, thank you very much. We should appreciate them. And thank you very much. Now I'm closing. I do not want to talk more. We wish a company all the best and everybody the best. Thank you.

Mr. Ranjan Kumar:

Thank you so much ma'am. Can we now go to the next speaker, shareholder, Mr. Prabhjot Singh Sahni, can we have him on screen please?

Moderator:

Sir, this speaker shareholder also will not be joining the meeting.

Mr. Ranjan Kumar:

Okay, thank you. Noted. Then can we go to the last speaker, shareholder, Mr. Yusuf Rangwala, Mr. Rangwala, able to hear and see?

Mr. Yusuf Rangwala:

Hello. Very good evening, sir. Sir, I will come directly to the speech. Your speech was of 45 minutes. As you mentioned, we are the railway business, our bearing railway business all over India. Our bearing are famous, small scooters, big cars, Maruti, these are our customer and TVS, all these people are our customer. Sir, I would like to know what the main customer in abroad in foreign. Our SKF bearing is a world ranking number third. Today, I'm very thankful to Mayuri madam and also I thankful to our Ranjan sir company secretary. Today our rate 10 rupee share of face value , 130 rupee dividend you have given and market rate is today 5245. Sir, why you not splitting a stock? Sir this is 63rd Annual General Meeting, sir, what is your view in regarding a bonus? We having a two factor. One is a Bangalore and second is Pune. So which the factor, huge factor where our bearing manufacturer, for car manufacturing, scooter manufacturing, bike. These products are manufactured where? Is it in Pune or Bangalore? And point number three, as you mentioned, the dividend, 10 rupees share, 130 rupees dividend. That is a very excellent, very handsome. Sir next year we will complete 65 years. Sir, what is celebrate 65th years. Without, before 65th years, can you keep a small get together so that we can celebrate a 65 years. Sir, I thanks our company secretarial team for giving us very excellent service there. Your chairman speech was very, very excellent sir. I bought everything knowledge. We are manufacturing everything sir. Sir, is railway revenue order? We had a railway business as we have made many railways order and having a good profit. I also thank our company secretary Mayuri madam and Ranjan sir, company secretary for giving us link. Sir, I also thank, salute you sir. Fragrance of flowers, garden of buds, and companionship of SKF last forever. Wish you a very happy 15 Independence Day, sir. Good luck, sir. Thank you, sir. May God bless you sir. I'm the last speaker for today, sir. Thank you, sir.

Mr. Ranjan Kumar:

Thank you so much Mr. Rangwala. With this we have concluded with all the speaker shareholders who had enrolled for speaking in this meeting. I'll refer back to honorable chairman.

Mr. Gopal Subramanyam:

Thank you, Ranjan. Thank you shareholders for your views and questions. I would now request company's Managing Director Mr. Mukund Vasudevan to answer the questions received from shareholders in this session. Over to you, Mukund.

Mr. Mukund Vasudevan:

Thank you, Mr. Chairman. And I'll go through some of the question, so majority of the questions. If I missed anything, please Ashish and Ranjan, the company secretary as well as the CFO company, CFO please fit in the gaps.

So the first question, I have is around related party transactions and the royalty to foreign counterparts. Ashish, if you could answer that, that would be helpful.

Mr. Ashish Saraf:

Sure, Mukund, so for the goods that we manufacture in SKF India, right, since the technologies is coming from the group as well as the trademark which is the SKF global trademark we are using in India. Overall, we are paying around 3% for royalty and around 2% on trademark. So our overall 5% of the total manufacturing revenue that SKF India generates during the year is kind of paid out to the parent company on account of the R&D work, as well as the trademark related benefit that SKF India kind of enjoys in the Indian market.

Mr. Mukund Vasudevan:

Thank you, Ashish. The next question I have is, are there any restrictions on what we export from a parent company? The short answer is no, but this is about competitive value chains. And our factories being competitive and where we are competitive, we do make the best decision possible to supply our counterparts in other parts of the country. Other sales units in other parts, other parts of the world, sorry. So what I mean by that is if China is the most competitive at manufacturing a certain kind of bearing, they will supply. If Europe is the most competitive at supplying net including freight costs and customer duties and everything to a country in Europe, they will supply. But if India is the most competitive, we will certainly be considered, there are no restrictions whatsoever.

The other thing I will mention is we are exporting almost 10% of what we manufacture here is exported. We will continue to look for opportunities to do more. And for that we have to continue to try and be as competitive as possible in a global environment.

The third question I have is around split of shares. Should we split shares? Ranjan the Company Secretary, if you could answer that.

Mr. Ranjan Kumar:

Sure Mukund. And the shareholders, I mean, that's one of the proposal which we have we keep getting from the shareholders. Company keeps evaluating different options around stock, which has been rolled out the market. For sure we will look into the proposals and we would take a right call considering the outcome of those evaluations.

Mr. Mukund Vasudevan:

Okay, thank you. Mr. Ranjan Kumar fourth question I have is around expansion plans. What expansion plans do we have? Given that our growth is according to the one of the questions people who ask questions is not as robust. What expansion plans do we have for growth? I think as I shared in my presentation, our growth has been over the last five years has been 12% plus, which is almost twice GDP. So I think our growth has been twice robust. We will continue to have expansion plans both in manufacturing as in people to serve the local market as well as export market as required. We are making very calculated decisions on these because we want profitable growth, not just growth. We pick the segments we want to, or industries we want to target. We pick the products where we think we'll be most competitive and continue to make investments on manufacturing. Expansion plans will be focused on high growth segments, services and around investment in new technology as we go forward.

Next question was from Mr. Gautam Tiwari, around what percentage of spend is in R&D goes into R&D and are we paying any royalty to the parent on R&D? Ashish, if you could answer this.

Mr. Ashish Saraf:

Sure. So with respect to SKF India, relatively, SKF India has very minimal spend on the R&D work. The R&D is the way we are kind of structured globally in SKF is SKF EV is driving the overall R&D work. And for the work that SKF EV is doing, they, as I said earlier, they are recovering royalty fees from us to the tune of around 3%. And as I mentioned, since these are related party transactions, the percentage that we pay to the group is in line with the market. We do a comparison with other multinational companies just like SKF and ensure that the payout that happens from SKF India to its parent with respect to the royalty fees is commensurate to the work that SKF is doing, and in line with other companies, the similar kind of support from the group. Thanks.

Mr. Mukund Vasudevan:

Thank you. The next question is around capacity utilization. What is our capacity utilization and what's our target? So capacity utilization across most plants is in the range of 60 to 70%. Now capacity utilization is, the total capacity assuming 24-7 operations. But typically that is not the case. You have other things which, so you have to remove time for maintenance sometime for holidays, things like that. And so we aim for, so what we actually measure is OEE, which we aim for 70% plus, 75% plus, and most of our plants are running at around that. Wherever we see that, the OEE is going above 75%. We actually try and invest in additional channels, additional lines to manufacture to up that. So that is our ongoing exercise we do in all our parts.

The next question is around using artificial intelligence. There are several programs which we are both at the grassroots levels as well as macro level, which we are looking at in artificial intelligence. It ranges from customer facing to within our operations to how we handle customer service and inside sales. So we are working on several programs in, just to give you some examples. For example, in our manufacturing, can we predict internal quality issues or rejections before it actually occurs due to some noise patterns or some signals early in the manufacturing cycle. So using those data points, we are trying to predict quality issues before they actually occur and hence less rejection and waste. Similarly, on the on the customer front we are looking at as we get data from some of our remote monitoring connected devices digital connected devices, how do we read those signals and analyze those signals and using artificial intelligence, predict what kind of problem there is. So is there, if it's more vibration, does it need more additional lubrication? Does it need realignment? Those are the kind of predictions we are trying

to make before actual failure. So artificial intelligence is I would say it's getting, gaining more and more traction across the company.

Alright next question is around dividend policy. What is our dividend policy? Ranjan, if you want to take that.

Mr. Ranjan Kumar:

Sure. And the shareholders dividend policy has been enclosed with the annual report. You can refer the annual report, the full policy is being enclosed, and you can go through that. So we have the provision of special dividend also which was availed this year in paying 130% of dividend. So you can refer the annual report to get the policy copy.

Mr. Mukund Vasudevan:

Okay. Next question from Ms. Hodayun is around Pune plant utilization. Is it at a hundred percent utilization and what are we planning to do with a hundred acres we have here? Again as I said, our plant utilization by our, the way we calculate it is around 60%, but the OEE is 75%. We are continuing to expand and add more channels to Pune. We have enough space within our existing infrastructure, so we will be very careful about adding, making unnecessary expense or cutting down a lot of forest land here trees and forest land because we believe in preserving the environment also where we can expand and expand capacity within our existing footprint, we will do that. But when required, we'll make a calculated discussion on what do we need to do with the additional language. But right now we have a place to expand within the existing facility.

Next question was from Mr. Yusuf around foreign customers . What foreign customers do we sell to while it's creditable that we are selling to Indian SUV manufacturers and railways, what foreign customers do we sell to? As a matter of policy, we don't reveal the names of our customers unless the customers agree, but I can tell you that some of our exports are in the farm and tractor equipment to North Americas to railways also in North Americas, two wheelers in in middle East and Africa. Yeah, so on. Right? So I would say fair. I know Ashish, if I missed anything, you can add.

Mr. Ashish Saraf:

No nothing additionally to add one of the things that we also do with respect to exports is that we sell it also to a lot of SKF companies, right? And who would eventually go and sell it to the end customers. So our focus is predominantly the Indian market. And with respect to, since we do not have the sales team in the respective foreign countries, our preferences to sell it to other SKF companies who would eventually go and sell it back to the end customers. Mukund you are on mute. We can't hear you.

Mr. Mukund Vasudevan:

Yeah, sorry. The couple of questions around doing a get together or physically meeting I think it's a balance between, yes, there is value to physically meeting between managing getting more people to attend managing it more cost efficiently, and of course, the physical meeting. So we will continue to make these decisions on as needed basis. And we hope, we obviously hope to see you all in person at some point. There was a question which I missed, a little missed around the two wheeler bearings manufacturing, and I think it was around where it is manufactured, but if one of you can comment Ashish or Ranjan if you could comment or if I missed any other questions.

Mr. Ranjan Kumar:

Ashish, go on.

Mr. Ashish Saraf:

Sorry, I do not really recollect the question. Can you just repeat the...

Mr. Ranjan Kumar:

So the question was what do we manufacture in our three plants? Pune, Bangalore, and Haridwar.

Mr. Ashish Saraf:

Yeah. Predominantly we manufacture DGBB bearings as well as CRB and hub products, right, which cater to both predominantly to the automotive market, but also to the industrial markets in

India. So these are the products that we manufacture across the three plants that we have in SKF, India. Anything you add additionally we can, you want to add here?

Mr. Mukund Vasudevan:

No, no. Yeah, I think that's okay. Did I miss any questions in my notes? Just did, we could not hear everyone and there was some network issues, but did I miss any questions?

Mr. Ranjan Kumar:

Sure. I think since we have covered all the questions from the shareholders issues in the profile, if any of the questions have got missed out the shareholders are requested to write us back on our register email id, which is investors@skf.com, we'll try to reply over email unless the same has already been covered or answered in this call. So with this, thank you. Thank you, Mukund. Thank you, Ashish, I'll refer back to, honorable chairman, thank you shareholders.

Mr. Gopal Subramanyam:

Thank you Mukund, Ashish and Ranjan Kumar for comprehensively answering the questions raised by the shareholders in this session. Now, since all the agenda items have been appropriately dealt with, I declare the conclusion of this meeting. I take this opportunity on behalf of the entire board and the management team to thank all of you for your effective participation, useful suggestion, and encouraging words. We look forward to your continued support. The voting facility would remain open for the next 15 minutes for the shareholders who will not yet casted their vote. Thanking you all.