

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

28/04/2022

Sub.: Presentation made at the 59th Annual General Meeting

Dear Sir / Ma'am,

Phone: +91 20 6819 8400

With reference to our letter dated April 27, 2022 regarding the proceedings of the 59th Annual General Meeting (AGM) of the Company, this is to inform that the enclosed presentation was made by Mr. Harsha Kadam, Managing Director and CEO at the AGM held on April 27, 2022.

Kindly take the same on your records.

Thanking you,

Yours faithfully,

For **Schaeffler India Limited**

Ashish Tiwari

VP – Legal & Company Secretary

Encl.: As above

The Schaeffler logo is displayed in a bold, green, sans-serif font in the top right corner of the slide. The background of the slide is a blue-toned image of a perforated metal surface with several spherical balls, one of which is in sharp focus in the foreground.

SCHAEFFLER

A solid green vertical bar is positioned to the left of the meeting title, extending from the top of the text area to the bottom.

**Schaeffler India Limited
59th Annual General Meeting**

April 27, 2022
Harsha Kadam
Managing Director

We pioneer motion

Moving the world for decades | Schaeffler completes 60 years of its presence in India

Schaeffler celebrated 75 years on 30th November 2021



We celebrate 60 years of our presence in India¹⁾



¹⁾ Incorporation date 27th April 1962

Customer recognitions | For excellence



Toyota Kirloskar awards
Hosur Plant for Zero-defect Supplies



TATA Fiat Chrysler awards
Pune and Hosur Plant for Zero-PPM and Zero- Warranty



CIOReview Recognizes us for One of the 10 Most Promising I4.0 Solution Providers



Mahindra Special award for Exemplary contribution to one the most successful model, Thar



John Deere award for Sustainability

Schaeffler Group recognition | Quality parameters

Fit for Quality award
Zero complaint segment for 2 years (SILVER)



Fit for Quality award
Zero complaint segment for 1 year (BRONZE)



COVID-19 | Comprehensive actions enabling employee wellbeing

Prevent

- Continued COVID-19 safety protocols at all locations
- Successful vaccination drive



Support

- COVID-19 support –insurance, helpline for counselling and mental health
- No structural change across the organization – roles and compensations secured

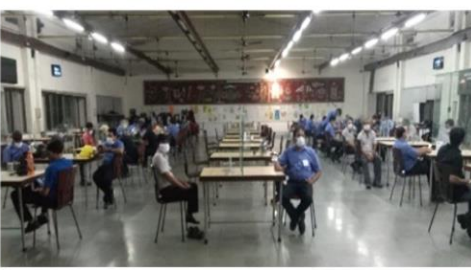


Motivate

- Care and Wellness @Schaeffler programs focusing on employee wellness
- Leadership outreach to all sections of employees



100%
Workforce vaccinated




Our sectors | Facilitating motion across¹⁾

Two Wheelers



Cars & Light Commercial Vehicles



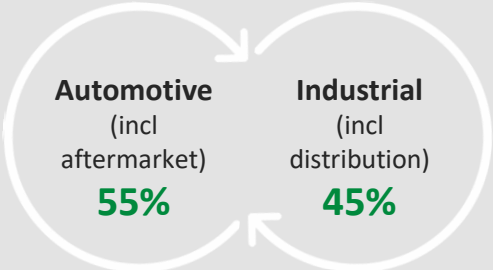
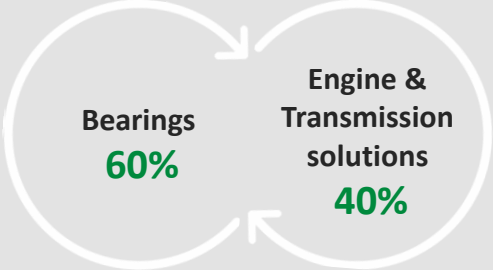
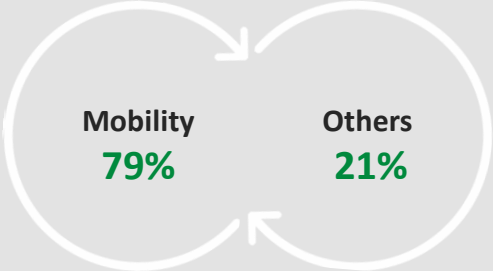
Truck & Bus



Off-road



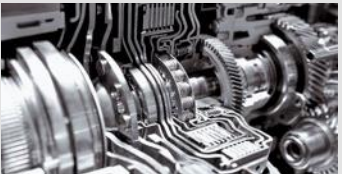
Rail

Raw Materials



Industrial Automation



Power Transmission



Wind



Aftermarket & Distribution

¹⁾As of 31st December 2021

Manufacturing footprint | Strengthening localization and value-added services

Maneja (Industrial)



1962

Savli (Industrial)



2012

Hosur (Automotive)



1977

Pune (Automotive)



2001



Heat treatment



Grinding



Machining



Cold-forming



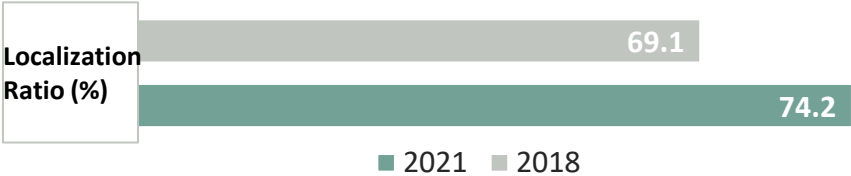
Injection



Coating



Assembly



Year 2021 | Resilience and resurgence



- ① Yielding right results while combating headwinds
- ② Building customer trust - product development and QCD focus
- ③ Strengthening localization and building capacities for future
- ④ Engaging work environment and inclusive culture
- ⑤ Integrated reporting focusing financial and non-financial fronts

Executive Leadership Team | Leading with passion and principles



Harsha Kadam
 Managing Director & CEO,
 President (Industrial)



Satish Patel
 Director - Finance,
 Chief Financial Officer



Sameer Mathur
 Chief Operating Officer



Santanu Ghoshal
 Vice President
 (Human Resources)



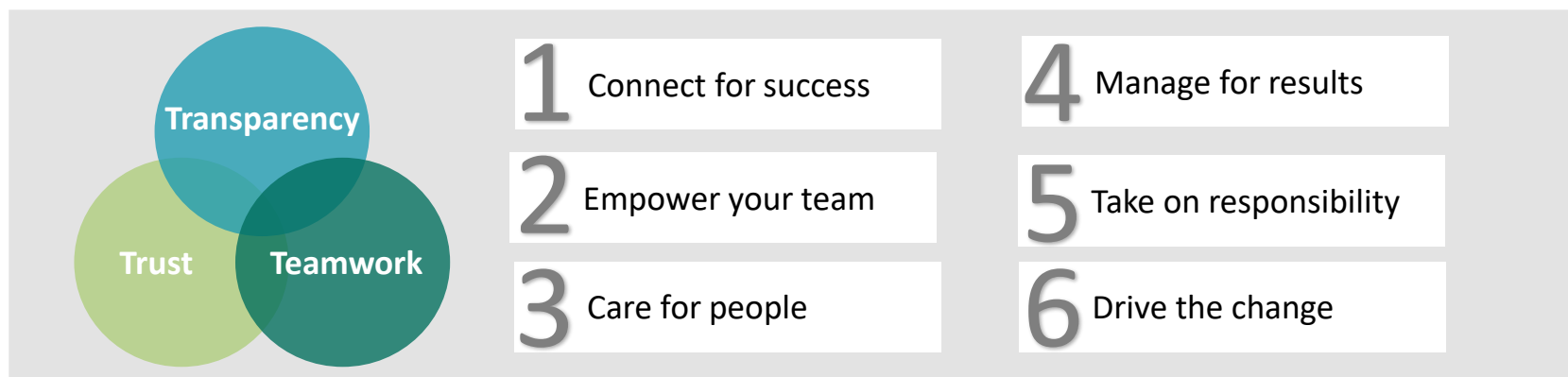
Sanjeev Saxena
 President
 (Automotive Technologies)



Debasish Satpathy
 President
 (Automotive Aftermarket)



Alok Dave
 Vice President
 (Purchasing)





















Revenue from operations | Outperforming market in every business vertical



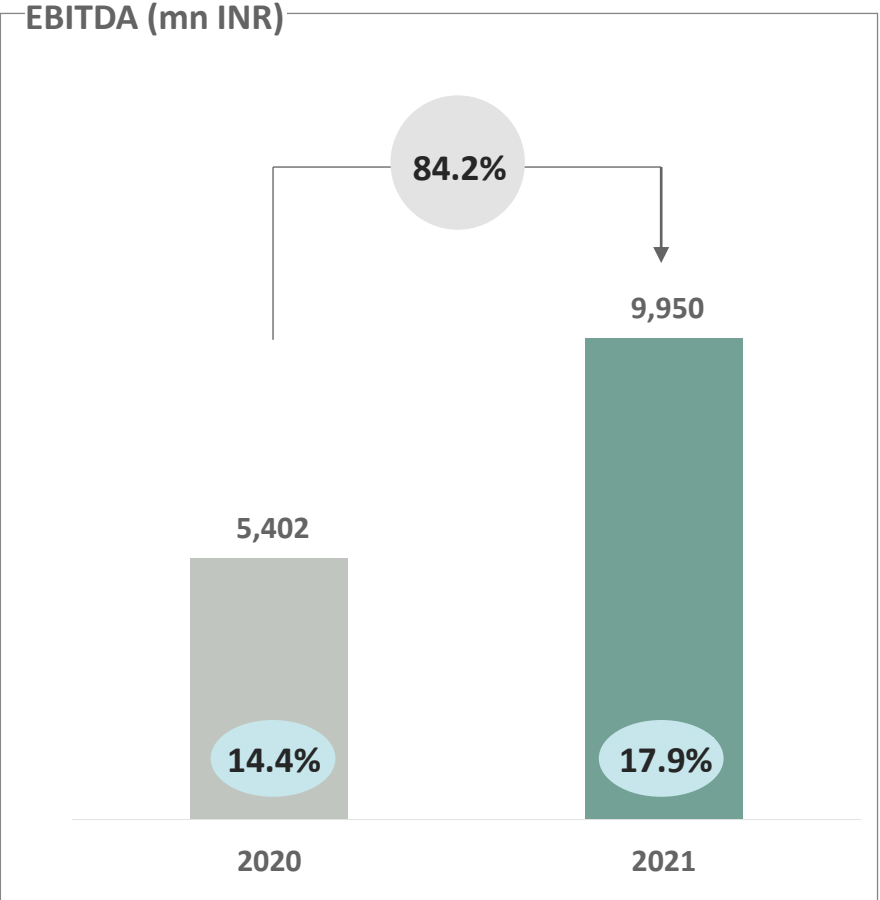
Y-o-Y growth across our businesses

Automotive Technologies	50.0%
Automotive Aftermarket	50.0%
Industrial	39.0%
Exports	71.0%

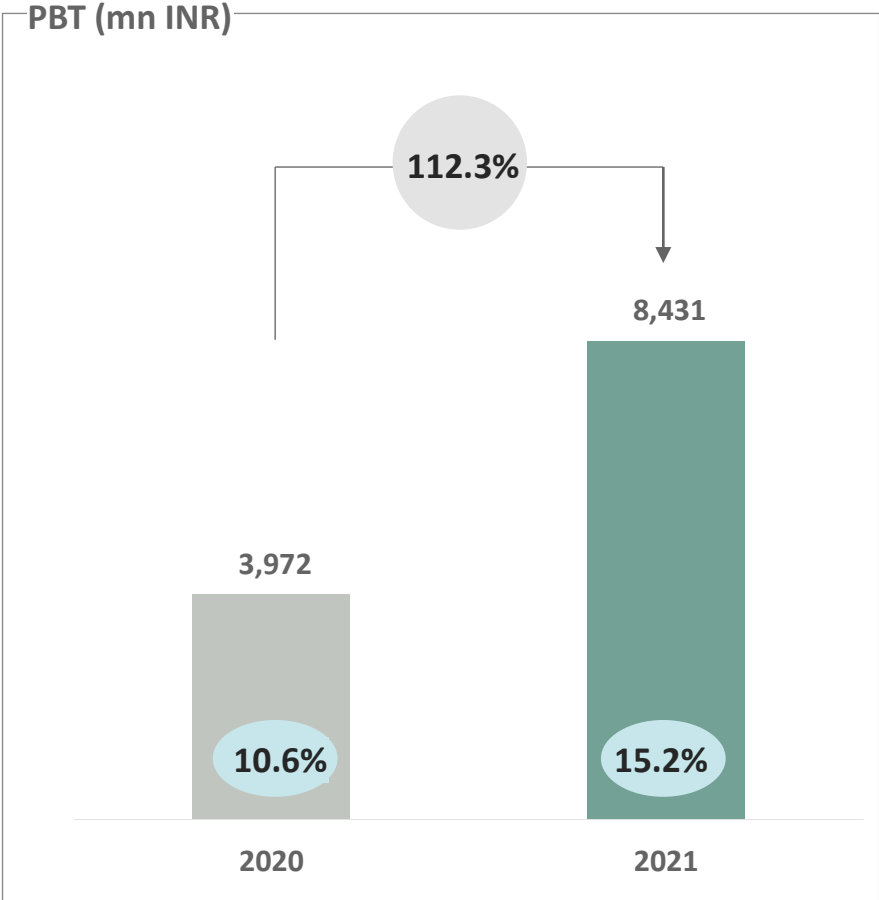
New products & services | Enhancing customer value

<p>Automotive Technologies</p>							<ul style="list-style-type: none"> • 3% revenues from e-mobility • New transmission system components
<p>Automotive Aftermarket</p>							<ul style="list-style-type: none"> • Applicability of BS VI norms • REPXPERT training programs
<p>Industrial</p>							<ul style="list-style-type: none"> • Innovation with systems and services • Strategic expansion of distribution network

Earnings Quality | Sizeable growth in performance

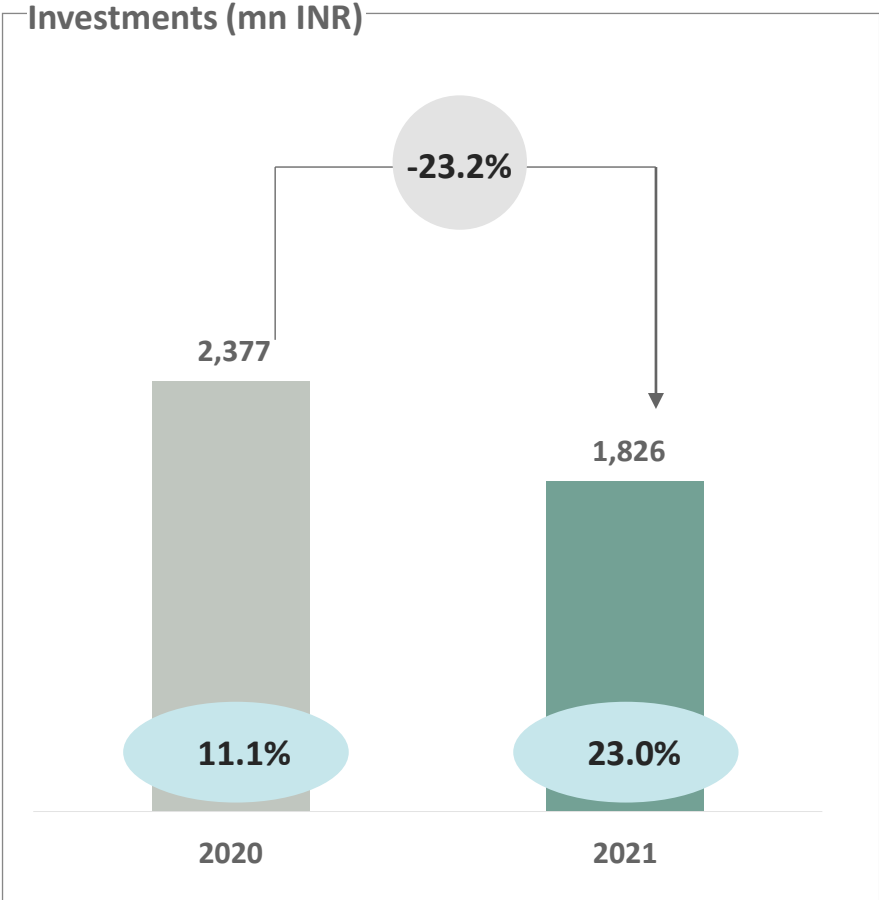
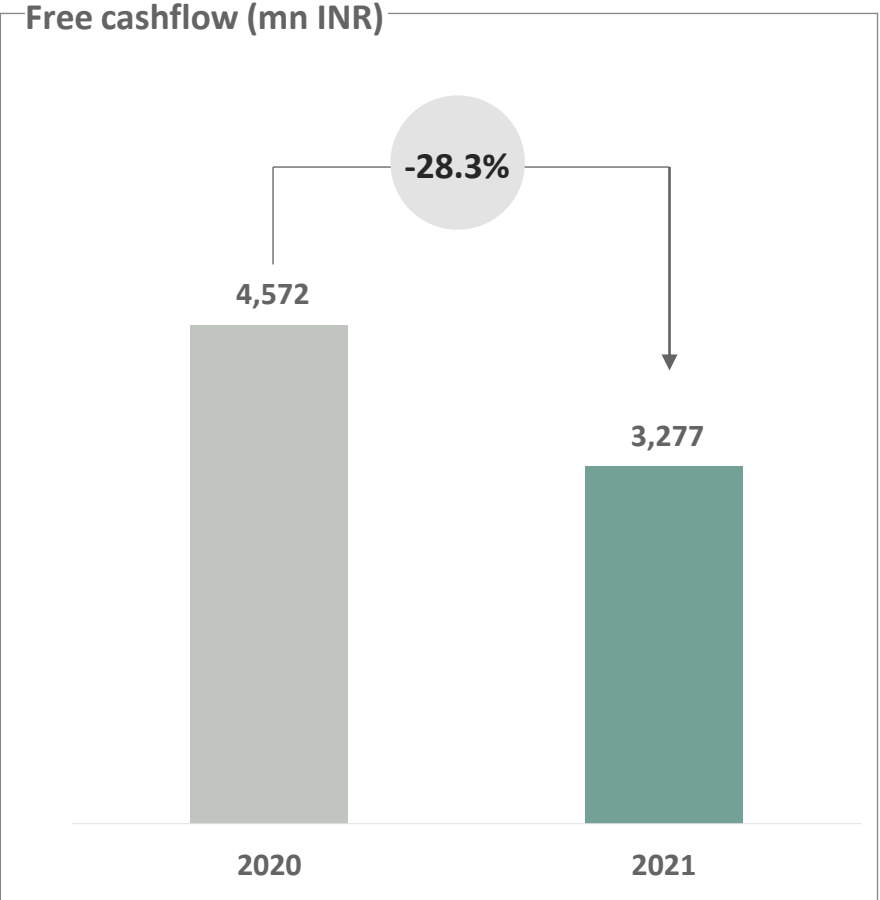


● % to revenue



● % to revenue

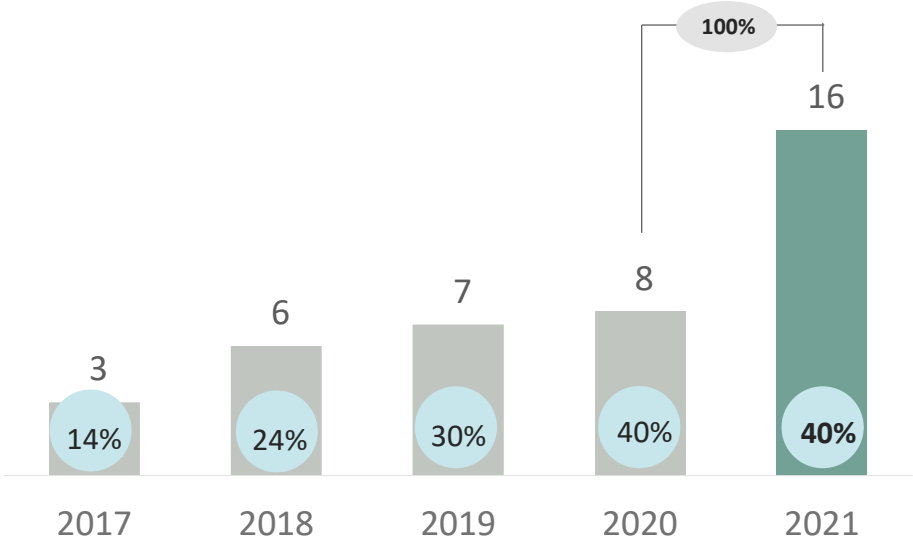
Free cashflow and Investments | Continued focus



Return on Capital Employed (ROCE)

Consistent value creation | Dividend payout

Dividend per share (INR)



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

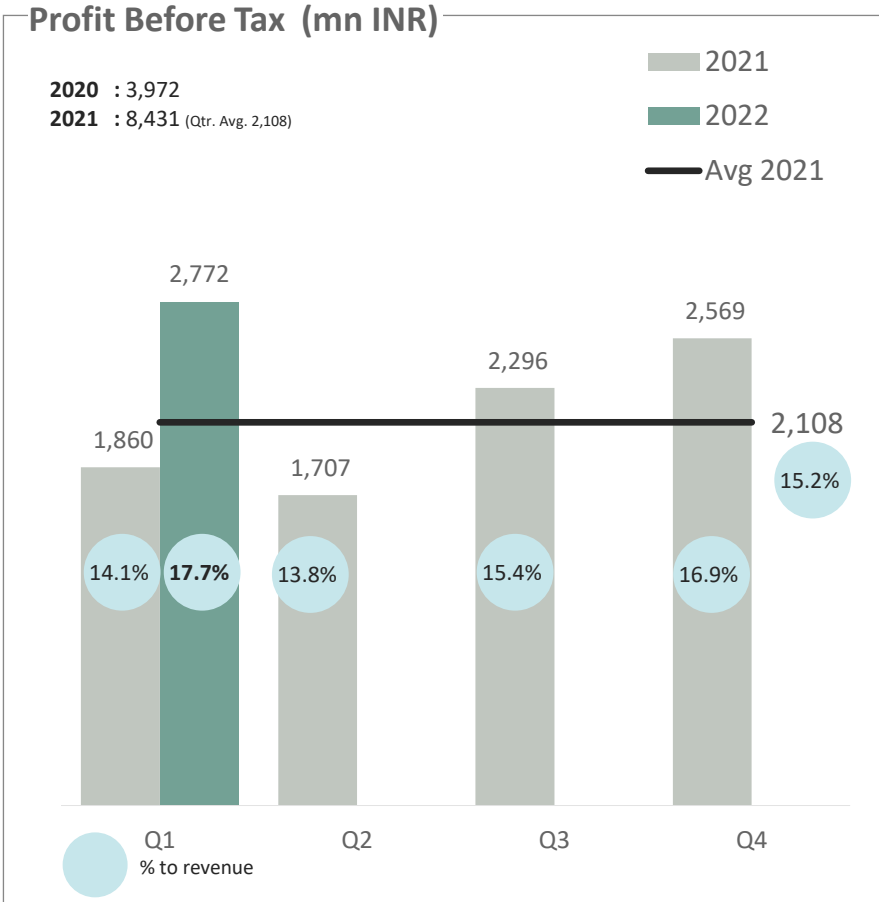
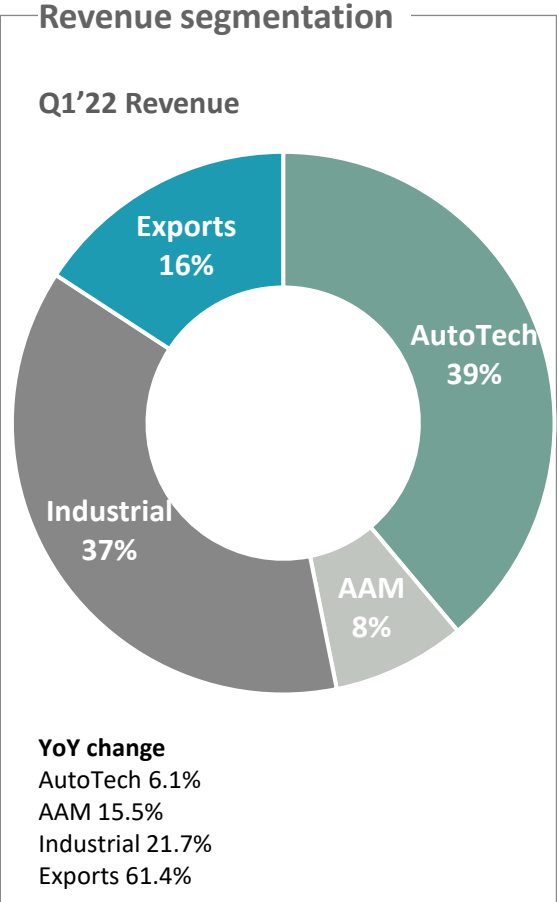
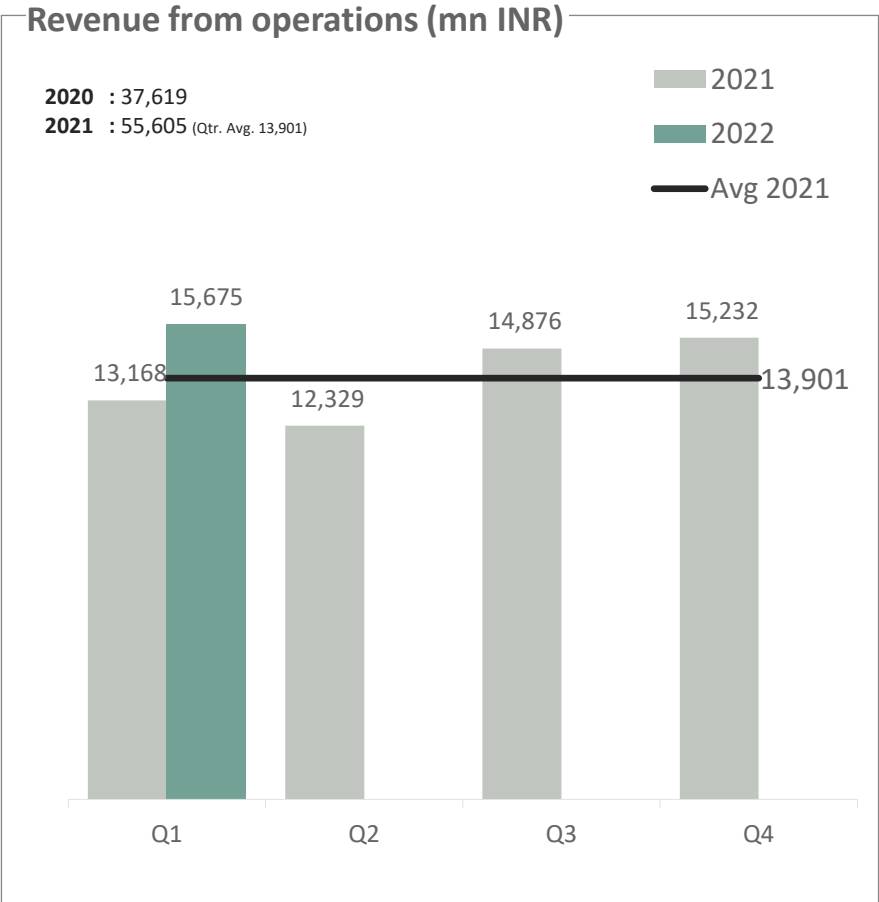
Note: Dividend per share for previous years restated considering face value of INR 2 per equity share for comparable presentation. CY2021 dividend is subject to approval of shareholders



**Target dividend payout ratio
30% to 50% of net income¹⁾**

¹⁾ Net Income – annual standalone profits after tax (PAT)

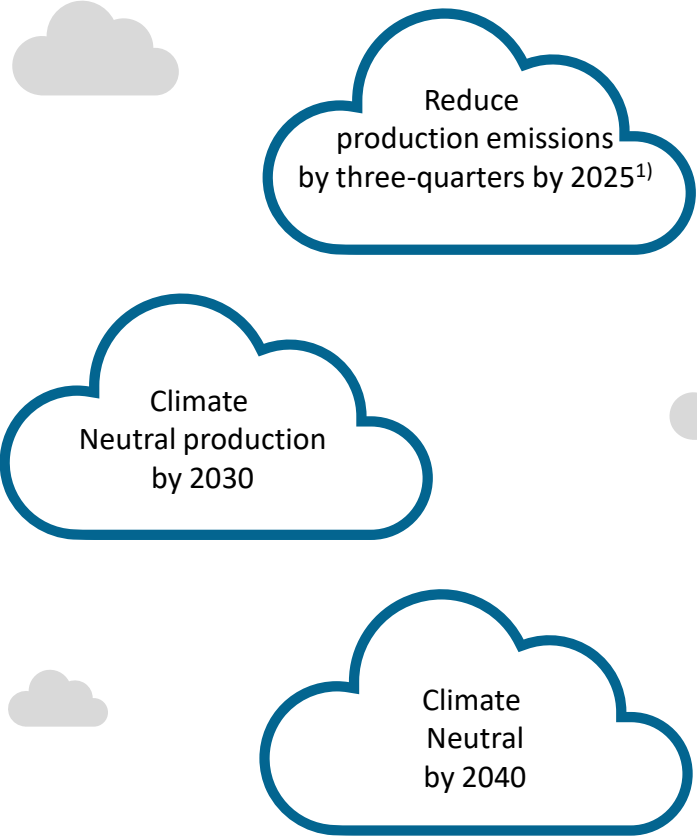
Q1 2022 performance | Revenue and Earnings



Schaeffler Group | Sustainability goals with clear milestones and action fields



Milestones

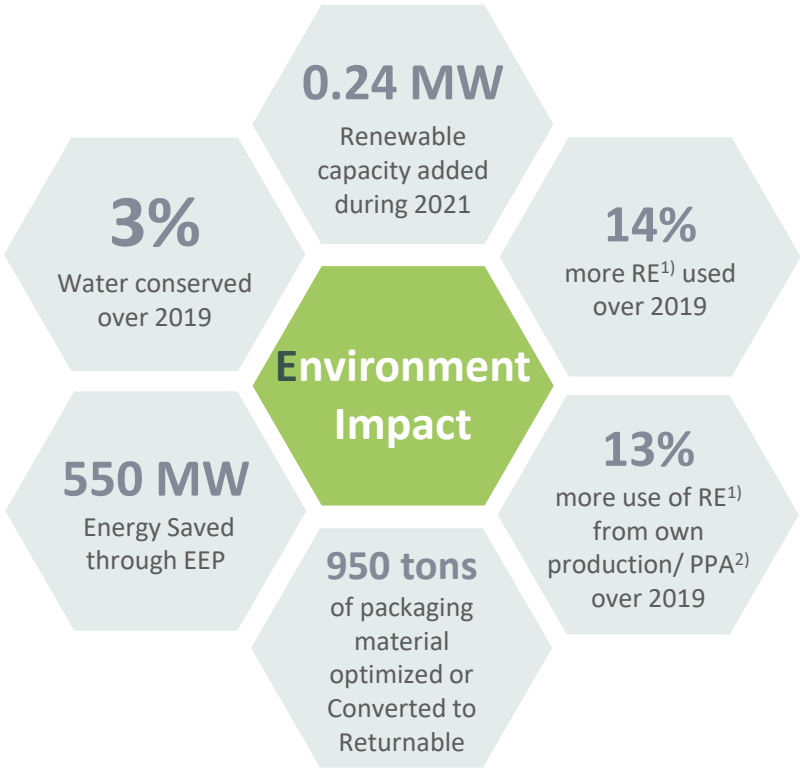


The base year for all calculations is 2019

Action fields

	Customers and products
	Environment & energy
	Suppliers and materials
	Employees and society

ESG at Schaeffler India | Moving towards environment friendly manufacturing



¹⁾ RE = Renewable Energy. ²⁾ PPA = Power Purchase Agreements

ESG at Schaeffler India | Enabling holistic social development



HOPE

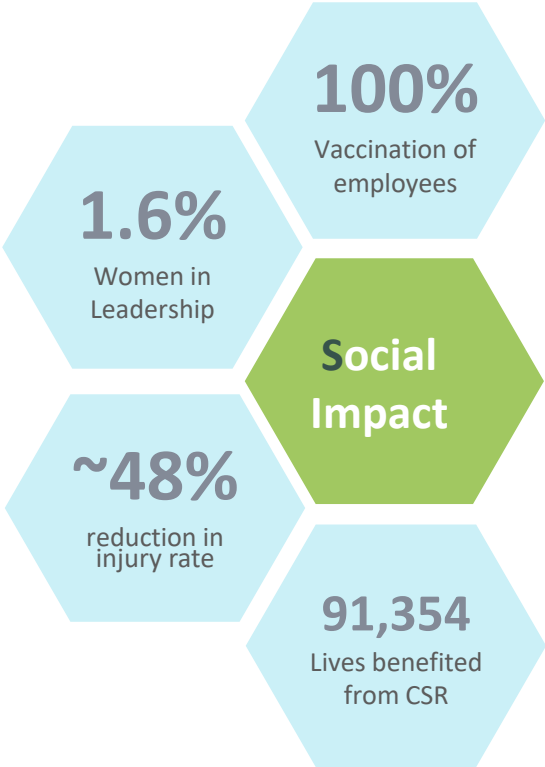
॥ सर्वे भवन्तु सुखिनः ॥

<p>H</p> <p>Healthcare</p> <p>₹19.3 million Spend</p> <p>80,000 Lives impacted</p>	<p>O</p> <p>Occupational skill for better employability</p> <p>₹17.7 million Spend</p> <p>854 Youth impacted</p>	<p>P</p> <p>Preservation of national heritage, art and culture</p> <p>₹1.3 million Spend</p>	<p>E</p> <p>Empowerment of the society</p> <p>₹44.7 million Spend</p> <p>10,500 Lives impacted</p>
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₹88.3 million
CSR spend

91,354
Lives impacted

1,074 hours
Volunteered by 96 employees across 21 CSR initiatives



Schaeffler India | Strengthening our brand



We pioneer motion
Precision Without Compromise

SCHAEFFLER

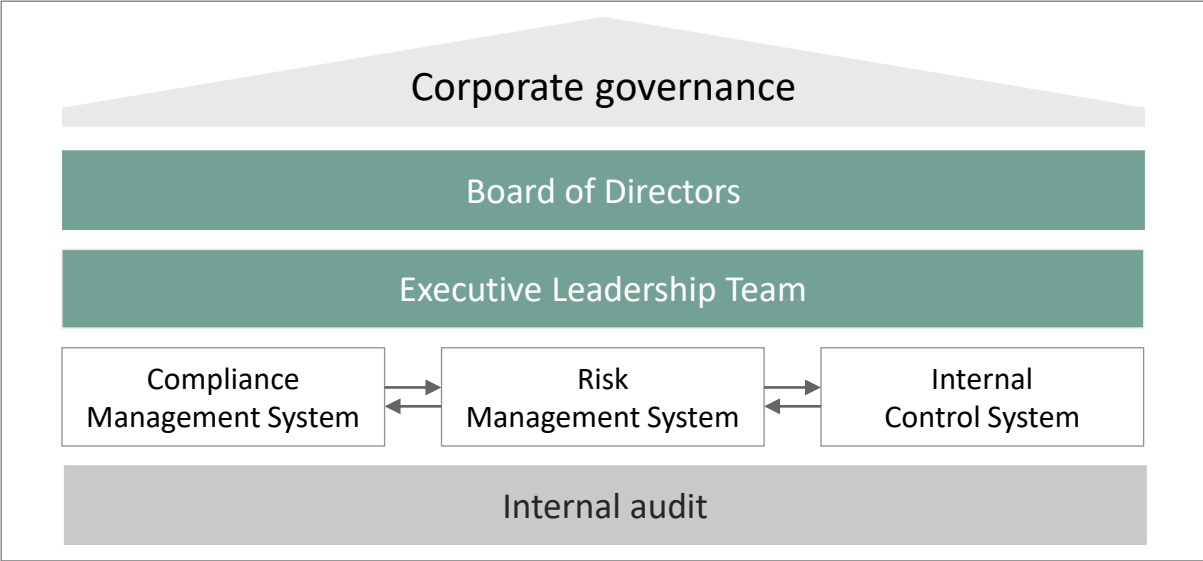
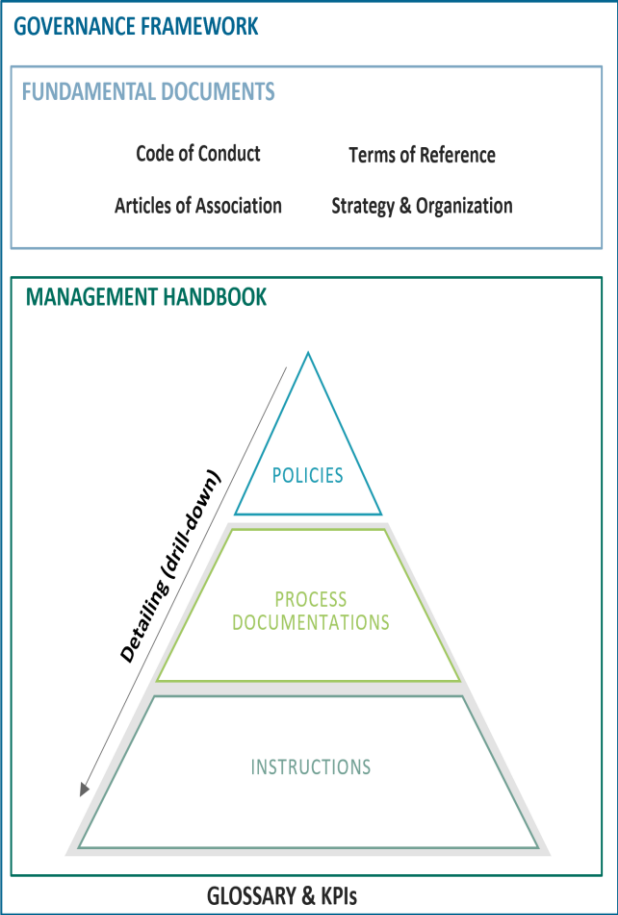


AXLR8R FORMULA RACING
is happy to announce
SCHAEFFLER
as our
GOLD SPONSOR



#TheTrackThatHasToBeWon

ESG at Schaeffler India | Governance framework driven by integrity and accountability



- Risk Management Policy
- Dividend Distribution Policy
- Nomination & Remuneration Policy
- Related Party Transactions Policy

- Corporate Social Responsibility Policy
- Internal Audit Charter
- Vigil Mechanism or Whistle Blower Policy
- Code of Conduct for Directors, Senior Management & Employees

ESG at Schaeffler India | Steps up in its reporting journey

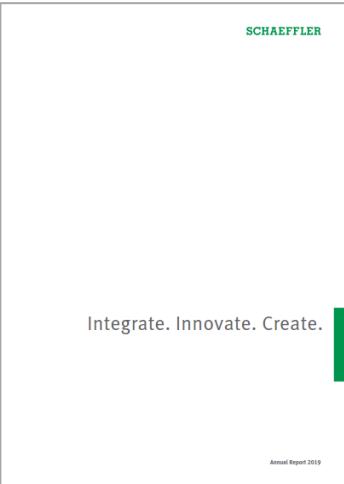
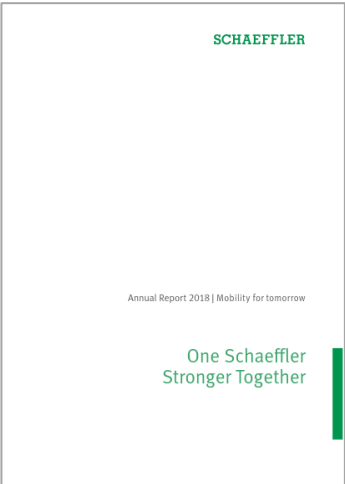
2021

2017

2018

2019

2020



Together we grow

One Schaeffler. Stronger Together.

Integrate. Innovate. Create.

Resilient today. Empowering tomorrow.

Leading ahead

Annual Report - conventional

Annual Report <IR> framework

Integrated Annual Report

Divisional strategies | Overarching global direction

Our purpose

We pioneer motion to advance how the world moves



Automotive Technologies

- Engine and Transmission Solutions
- Enhanced bearing technology focus
- E- mobility Solutions R&D focus

Automotive Aftermarket

- Product diversification
- Network expansion and effectiveness
- Core product focus and value add
- Enhanced digital presence

Industrial

- Sectoral Focus
- Network Expansion and Effectiveness
- Product Management & Strategy
- Services Focus & Industry 4.0 solutions

Strategic initiatives | Investing in future

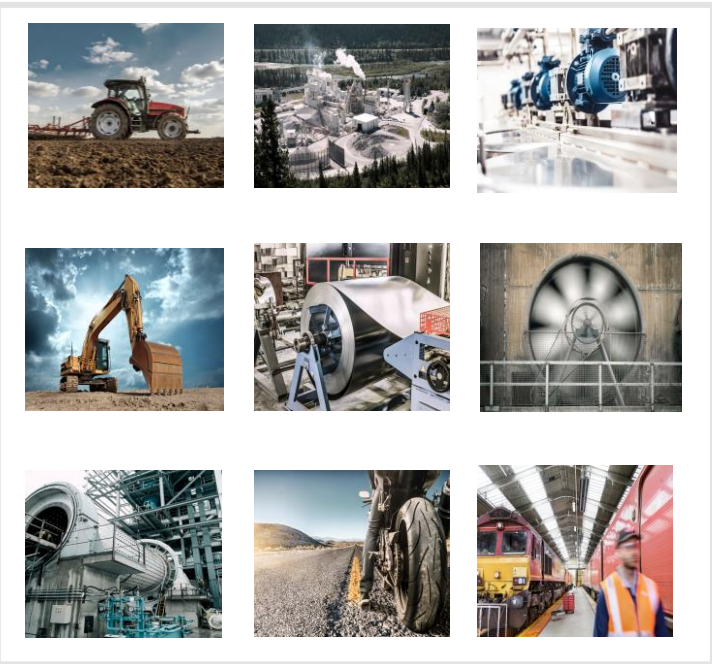
Innovation across all business fields

R&D footprint for conventional as well as new products aimed at "Closer to customer"



Exports – Strategic Focus

Capacity expansion and competence development across the value chain aimed at 'Enhancing Opportunities'



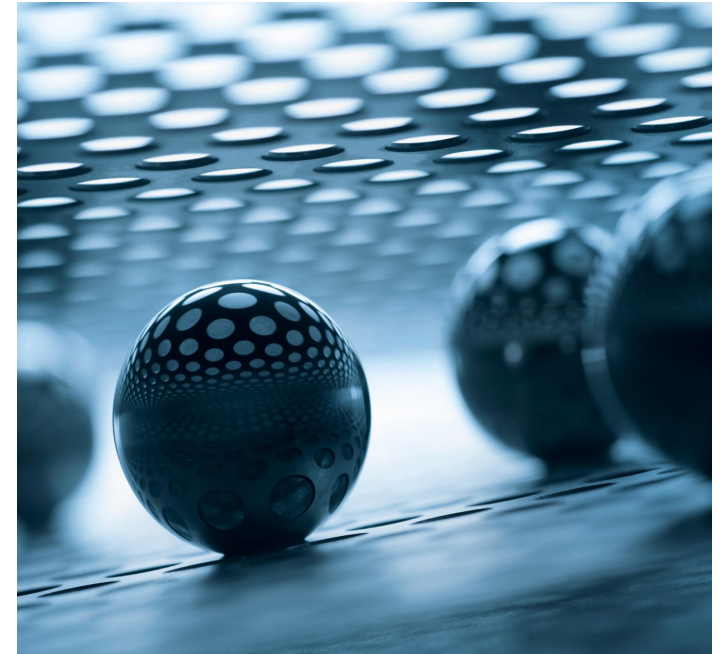
Leveraging Global E-Mobility solutions

Schaeffler as a "System Partner" for sustainable drivetrain solutions



Summary

- ① Outperformance: significant wins across all businesses in 2021
- ② Balanced business portfolio and sustained countermeasures continue to pay off
- ③ ESG strategy to reshape the way we think and conduct business
- ④ Progressing well on our strategic initiatives; ready for future growth and competitiveness
- ⑤ Year 2022 started well amidst uncertainties around geopolitical environment



We pioneer motion