

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**

01/07/2020

**Sub.: 57<sup>th</sup> Annual General Meeting of Schaeffler India Limited held on Tuesday,  
June 30, 2020**

Dear Sirs,

Phone: +91 8669613701

With reference to our letter dated July 1, 2020 for submitting the proceedings of the 57<sup>th</sup> Annual General Meeting (AGM) of the Company, this is to inform the stock exchanges that the enclosed presentation was made by Mr. Harsha Kadam, Managing Director and CEO at the AGM.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For **Schaeffler India Limited**

**Ashish Tiwari**

**VP – Legal & Company Secretary**

Encl.: As above

# SCHAEFFLER

Schaeffler India Limited  
57<sup>th</sup> Annual General Meeting

June 30, 2020

Harsha Kadam  
Managing Director

**Shareholders' visit to Pune plant on January 23, 2020**



132 Shareholders hosted by Talegaon (Pune) Plant : Chairman with Executive Management participated

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Insightful sharing : Focus on Governance and Sustainability

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Capability showcasing : R&D Center, Plant Operations and CSR activities kiosk

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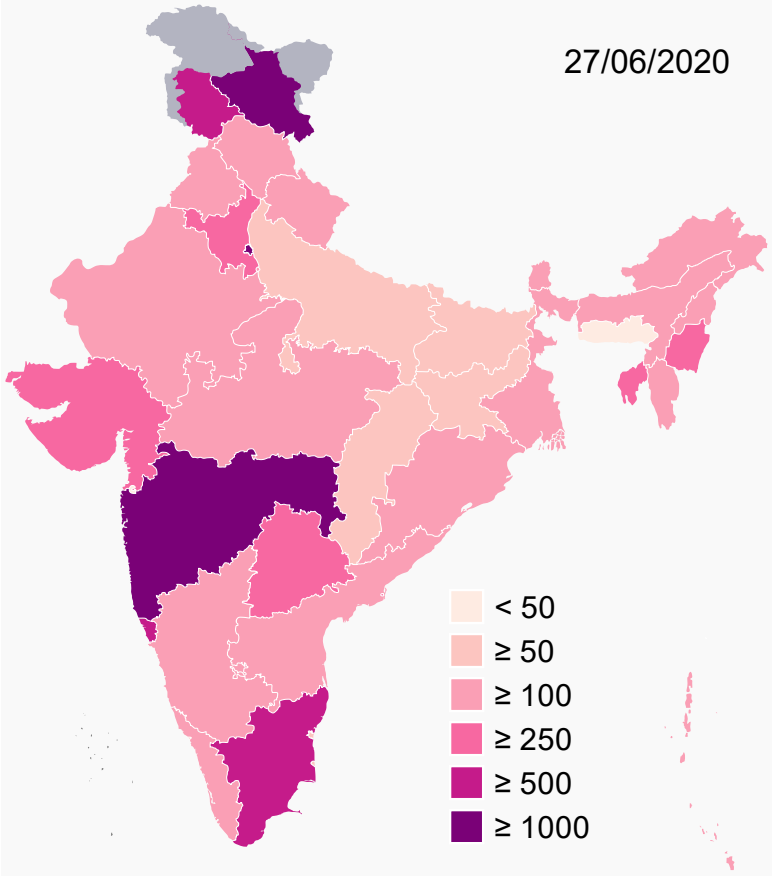
Encouraging feedback from Share Holders.

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COVID-19 Crisis

Map of confirmed cases per million residents



COVID-19 Global pandemic : Global supply chain impacted

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Consequences and further course still not foreseeable

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Long term impact of stimulus measures and policy changes yet to unveil

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## COVID-19 | Schaeffler Resilience to the front



Crisis Management Team activated on 6<sup>th</sup> March :  
Protect , Recover & Retool.

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Enabling Home office as well as protecting health  
and safety of employees : Engagement,  
Communication and Learning activities

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Fast & flexible countermeasures : Plant and office  
SOPs, PPE, Masks and more

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Care for community : Donation of 21 INR mn

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## COVID-19 | Impact on Schaeffler India



Average production loss ~52 working days

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Capacity utilization impacted due to low demand even after resuming operations in all plants

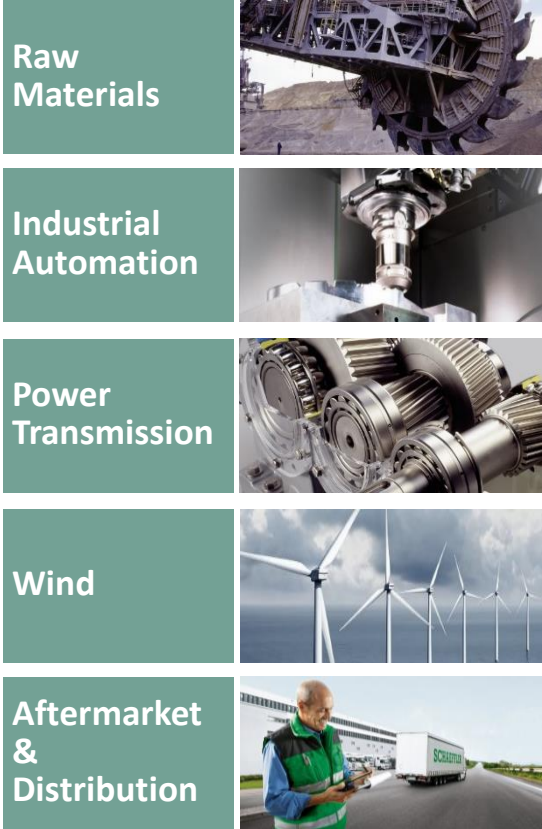
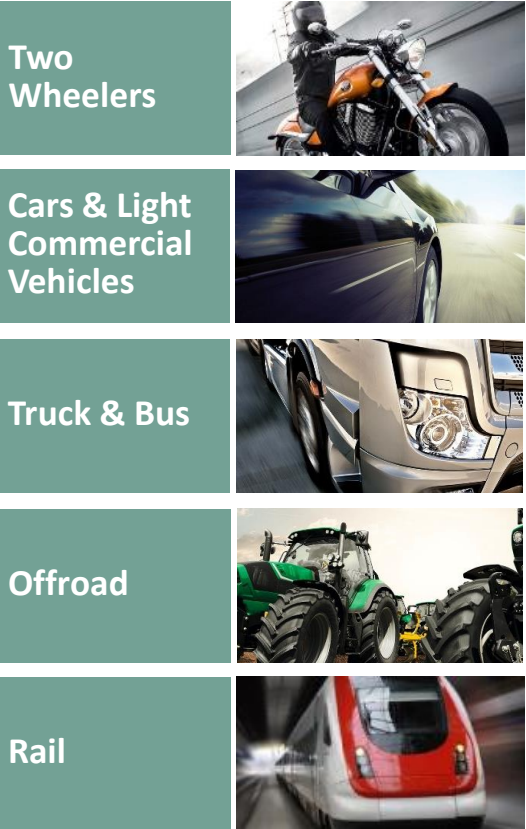
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All round efforts to control costs and working capital undertaken to mitigate loss

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**Balanced business portfolio**

**Customer Sectors**

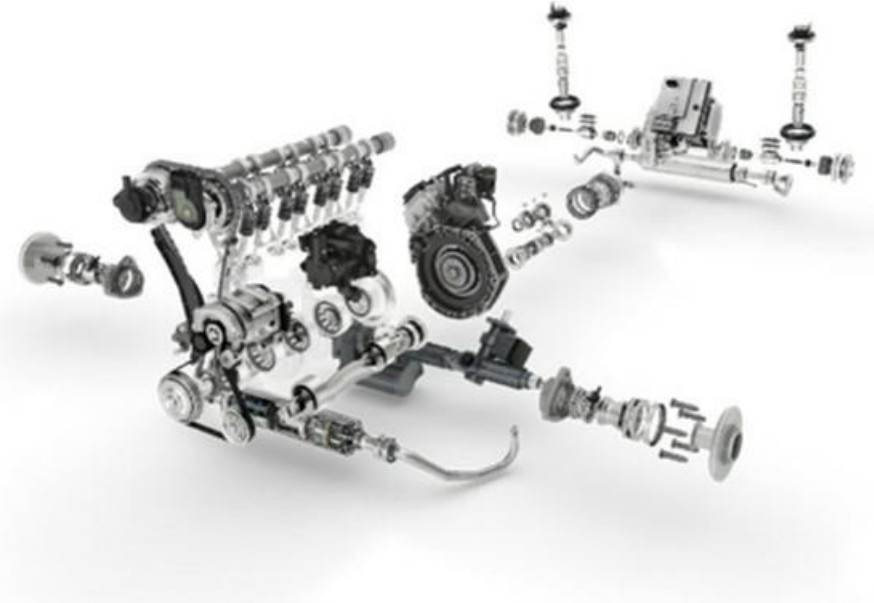


Mobility 80%  
Others 20%

Bearings 60%  
Engine & Transmission solutions 40%

Automotive (incl aftermarket) 53%  
Industrial (incl distribution) 47%  
excluding exports

Automotive Business | Strong Systems Capability





Industrial Business | Wide Product Spectrum



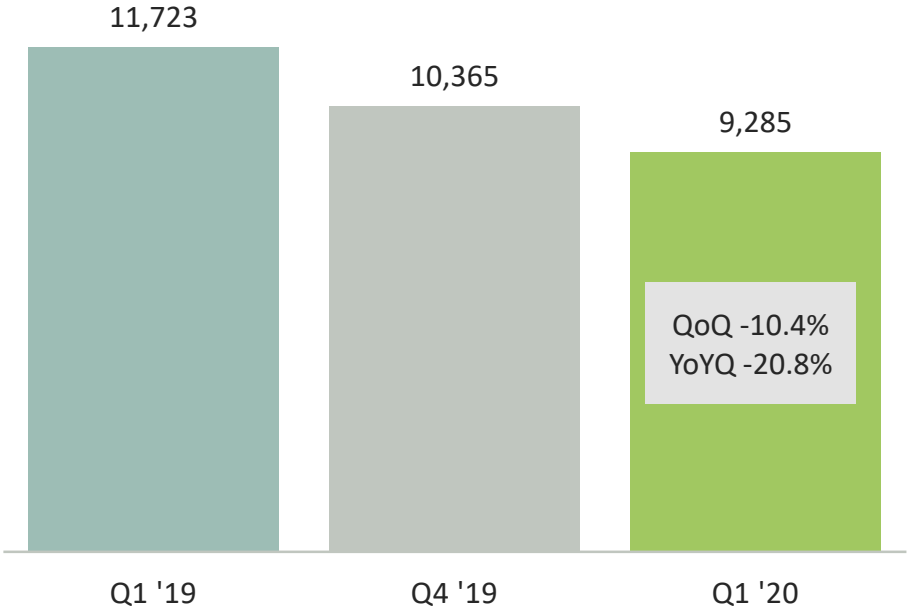
The Prime Movers | Strong Leadership Team



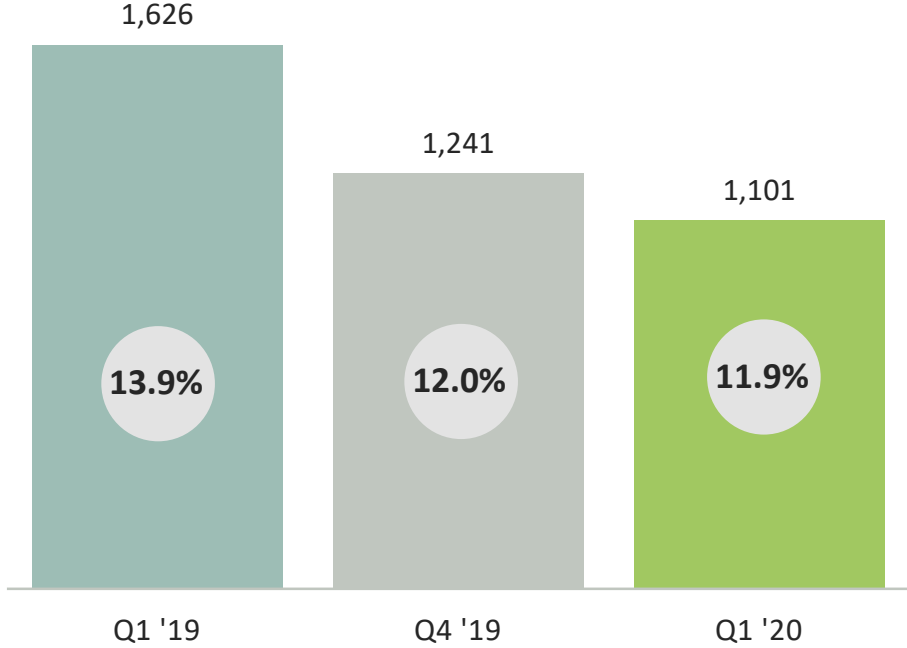
Transparency  
Trust  
Teamwork

Q1 2020 | Revenue and Earning

Revenue  
INR mn



PBT (before exceptional items)  
INR mn



● % to revenue

Overview | Financial year 2019

Highlights



Balanced business portfolio helped us to sail through a tough year

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Working Capital control led to strong free cash flow

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Cost flexing and cost control led to a partial recovery of operating performance

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Judicious investment realization despite downturn

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Lowlights



In 2019, Automotive market witnessed a double digit dip

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Industrial business witnessed slowdown in Q4/2019

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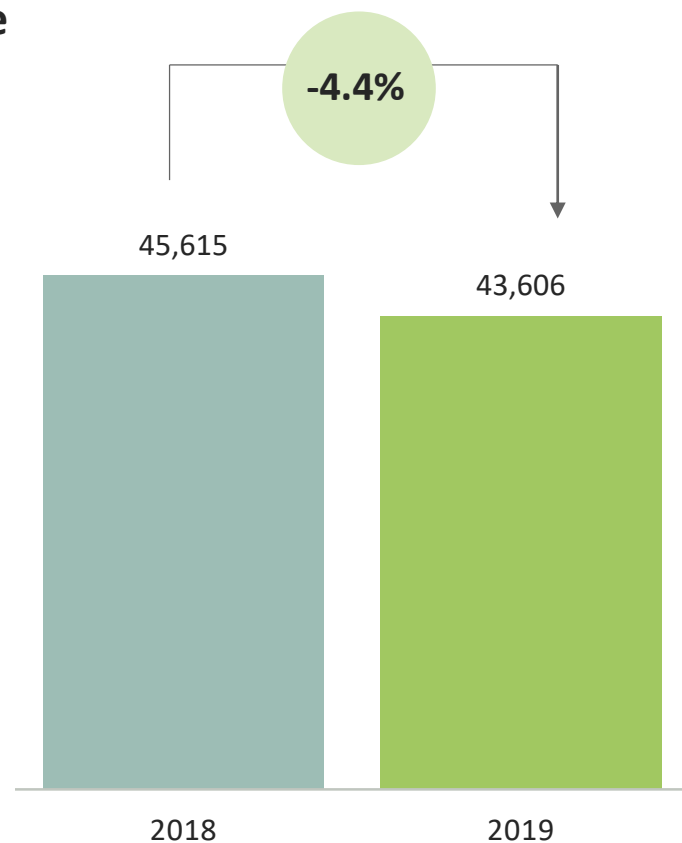


Limited closure of plants led to partial fixed cost impact

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**Revenue from operations**

**Revenue  
INR mn**

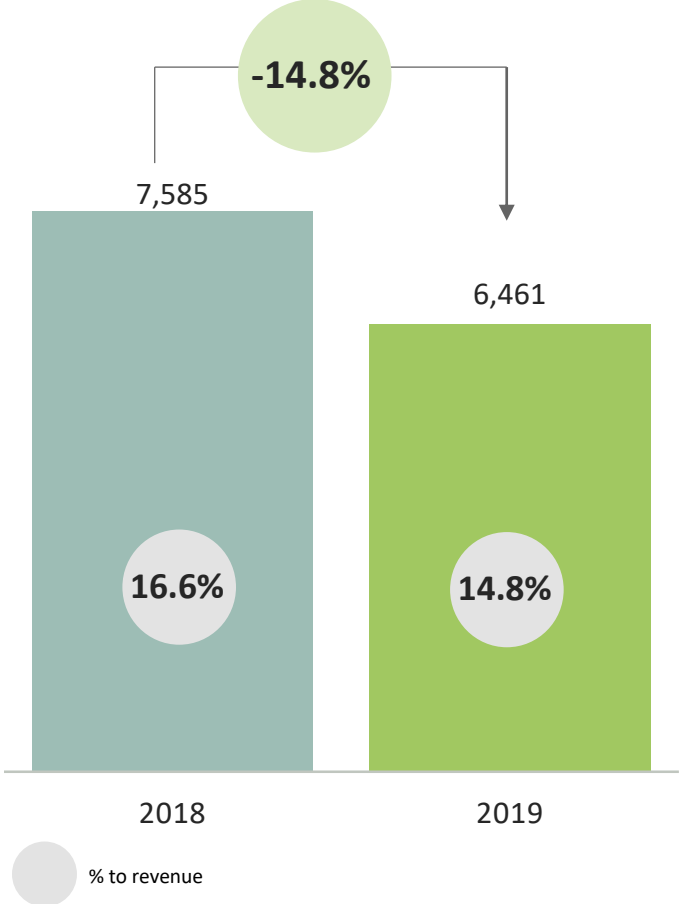


**Divisions**

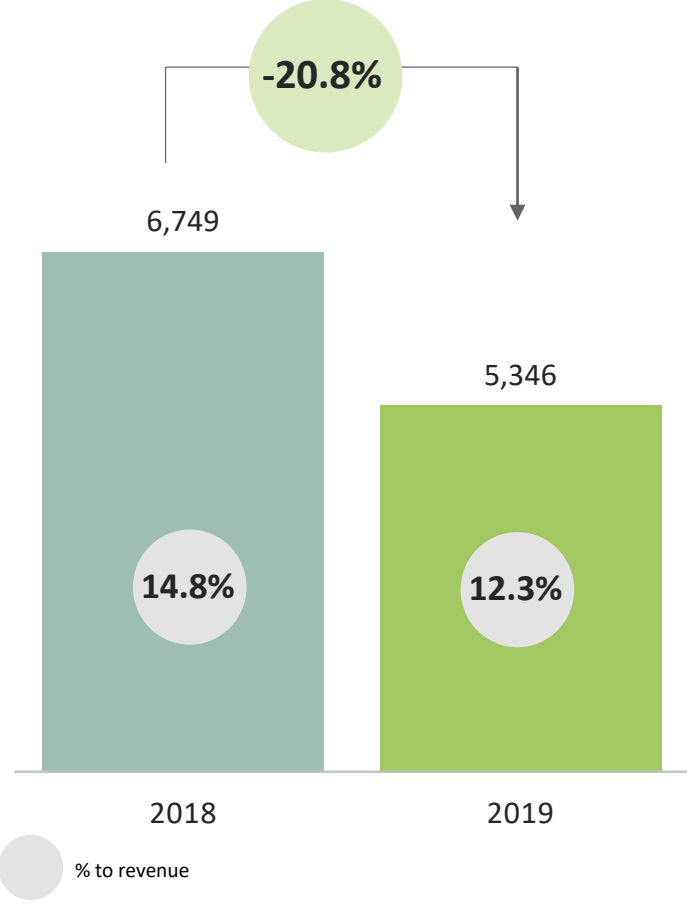
Automotive OE	-12.9%
Automotive Aftermarket	-2.4%
Industrial	2.9%
Exports	-1.0%

Earnings

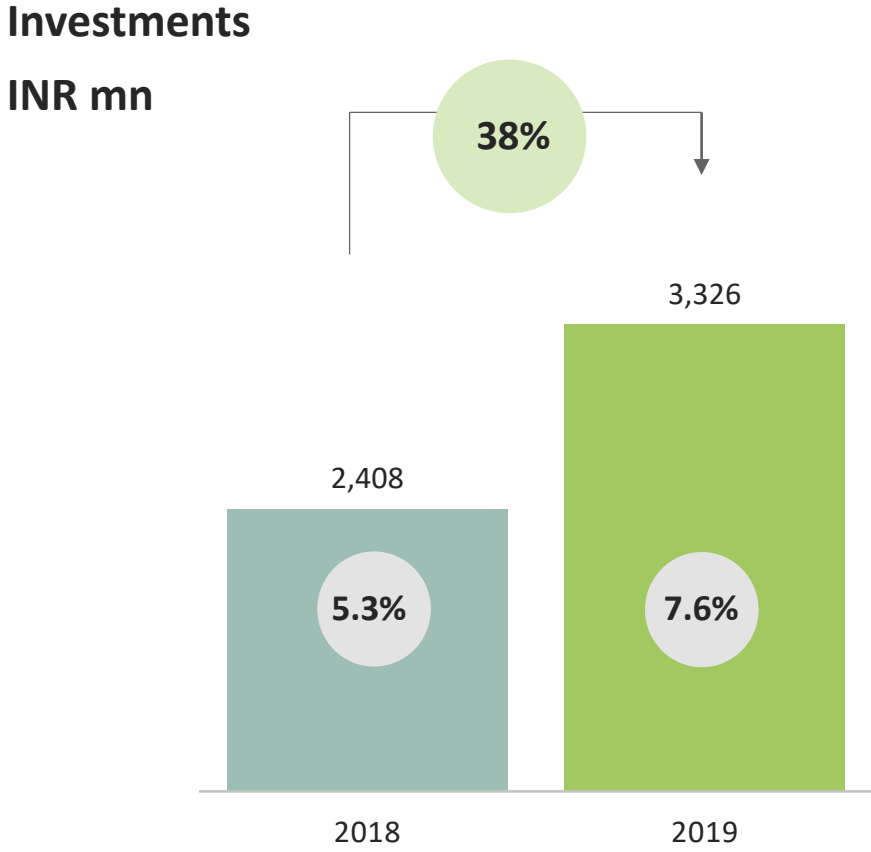
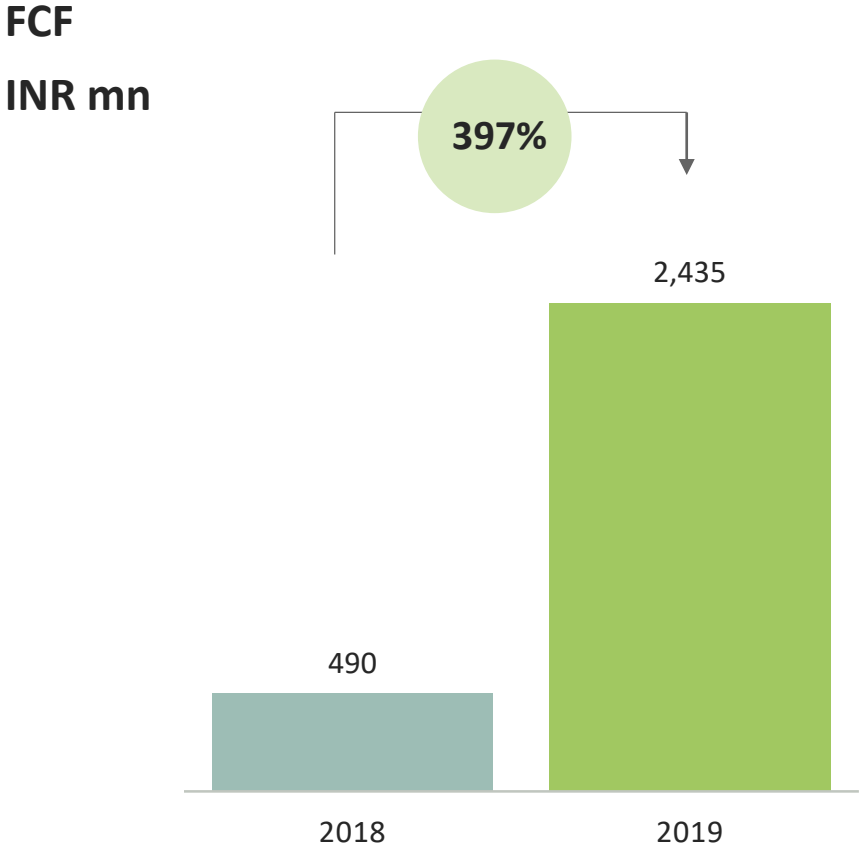
EBITDA  
INR mn



PBT  
INR mn



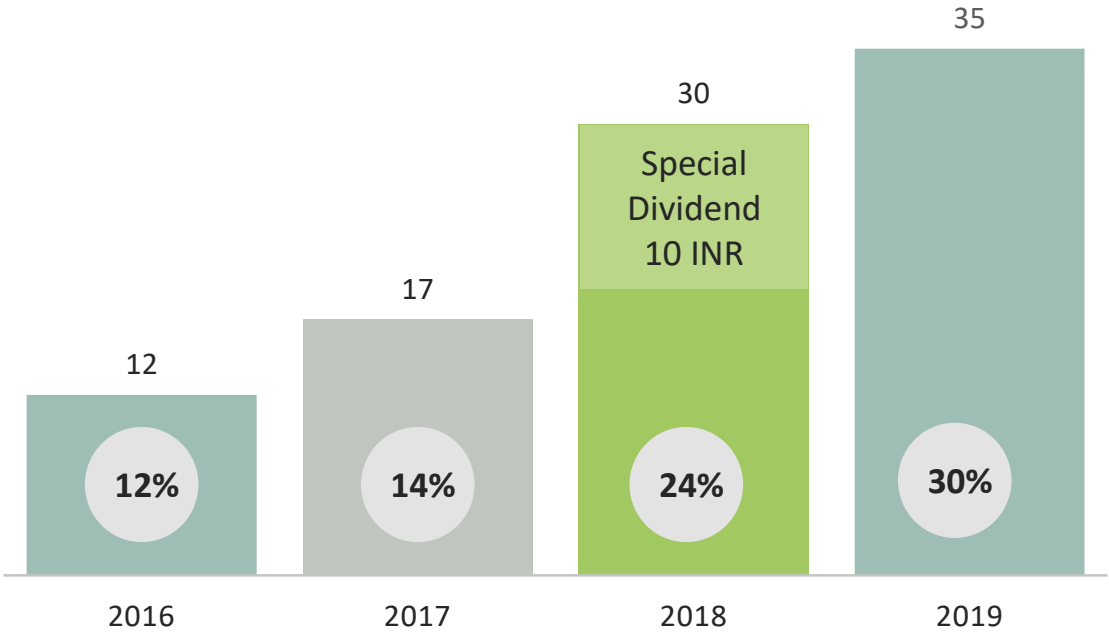
Free cash flow and Investments



● % to revenue

Dividend

Dividend per share  
INR

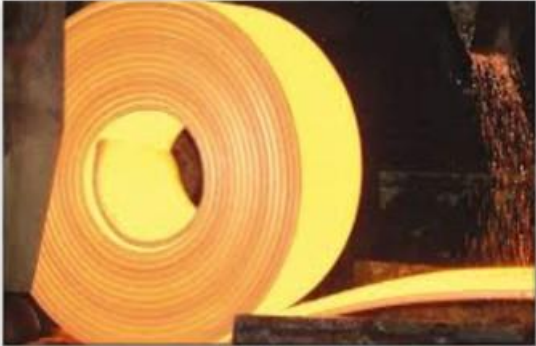


Steady and strong dividend payout

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



Success stories in 2019



Pioneered the Roll Shop Management Services for the Steel sector in India



Mobile Van (REXPART) for Training of Mechanics in the Aftermarket

Major Business Launches



Clutch for Mahindra Bolero BMT & Marazzo



Engine Components for KIA's 1.5L Engine Program



Valvetrain components for Engine and Clutch for BSVI Programs



Launch of Insulated Bearings for Railway Applications

Customer Recognitions in 2019



*Best Quality Performance with Zero Defect*

*Awarded for Design and Development of Efficient Products*



*Best Vendor for the year 2018-19*

*'Partner Level Award' for the sixth time in a row*



JOHN DEERE



*Best Supplier Award for Zero Warranty and Zero PPM*

*Best Supplier for Outstanding Performance in Quality*

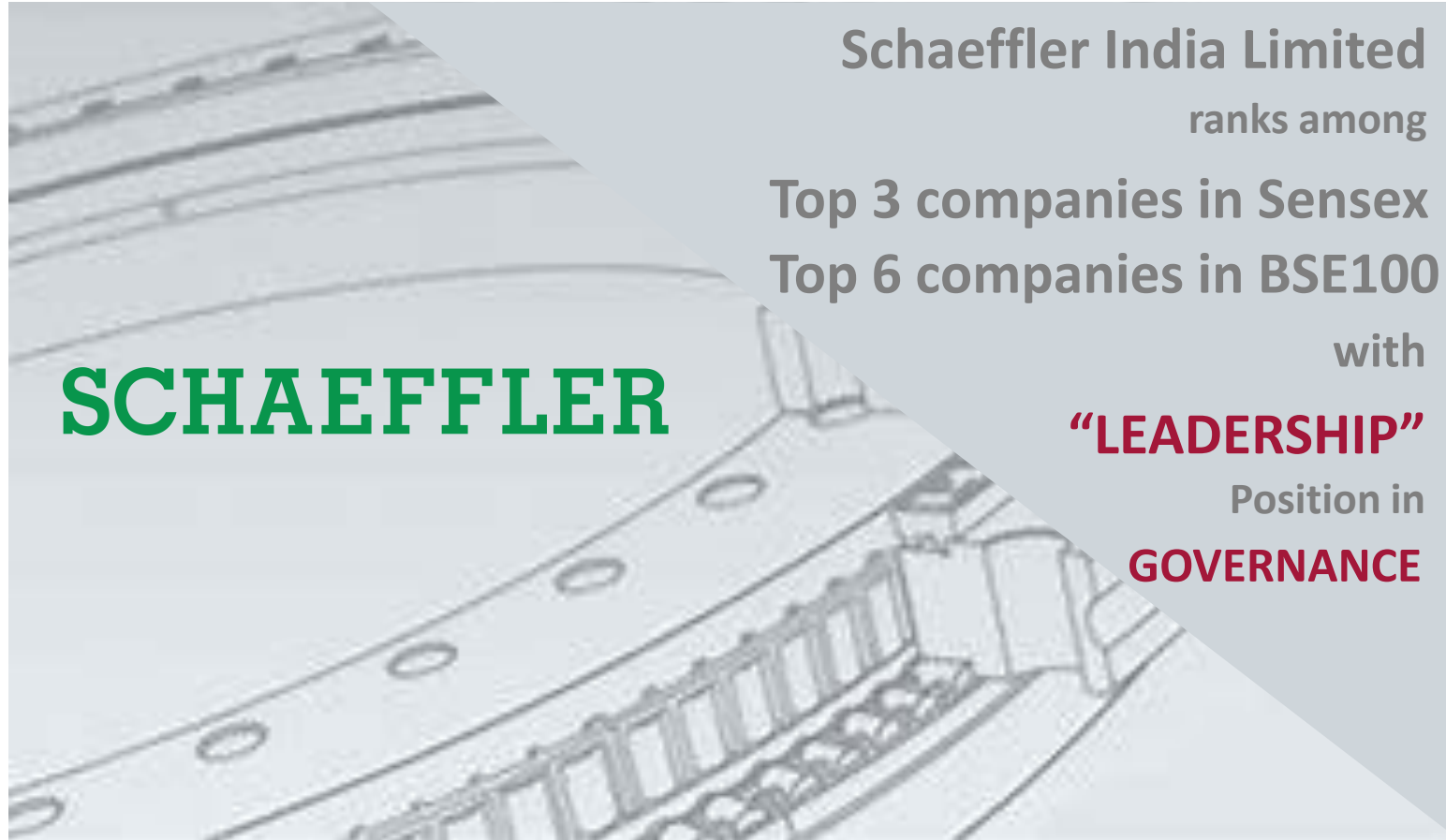


*Best Supplier Award for Consistent Zero PPM Quality Performance*

*'Supplier Excellence Award' for Best Product Development Performance*



**Leadership position in Corporate Governance**

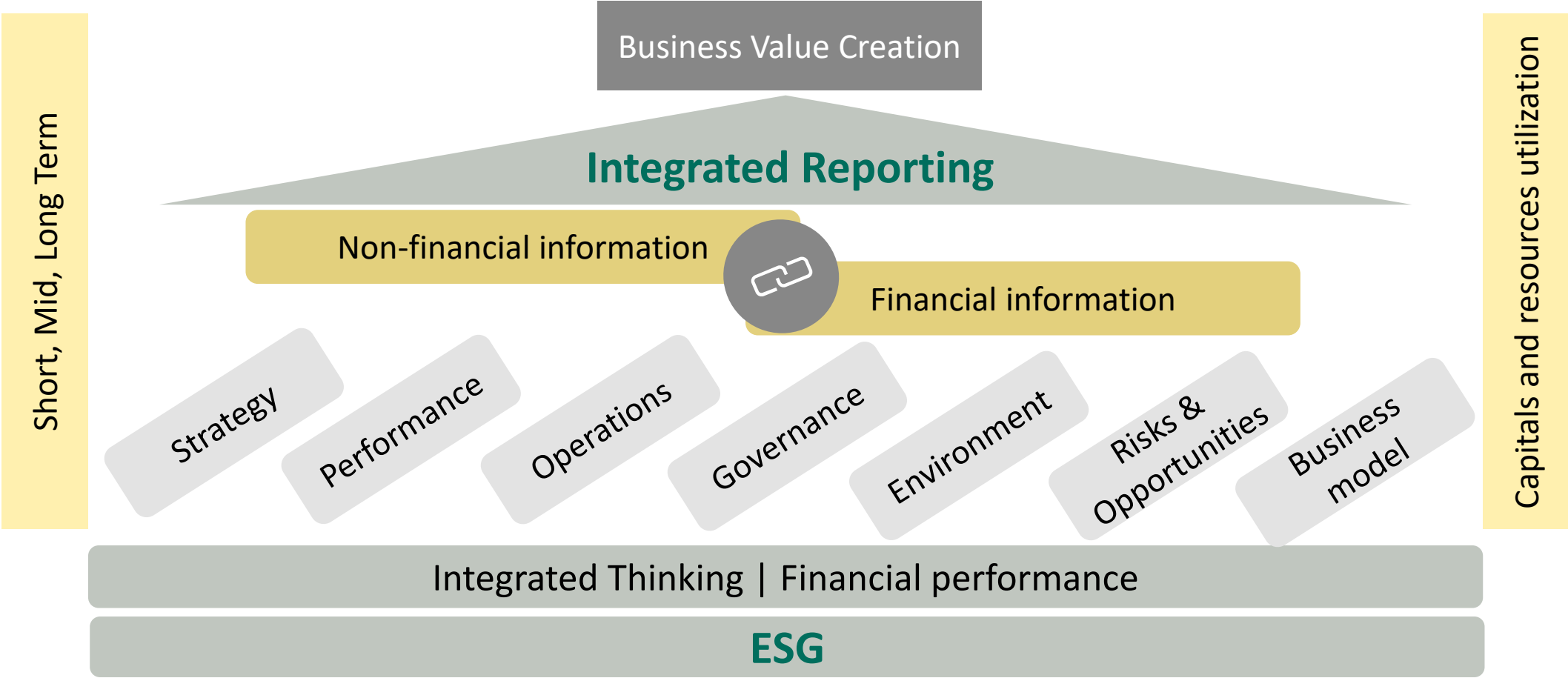


**SCHAEFFLER**

Schaeffler India Limited  
ranks among  
Top 3 companies in Sensex  
Top 6 companies in BSE100  
with  
**“LEADERSHIP”**  
Position in  
**GOVERNANCE**

Assessment as on December 20, 2019 by Institutional Investor Advisory Services (IIAS), a SEBI-registered proxy advisory firm

Schaeffler India embraces Integrated Reporting (IR)



## Six Capitals in IR



Six capitals aimed at greater cohesion & efficiency in reporting

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Effectively adopting “integrated thinking” as a way of breaking down silos and reducing duplication

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Employees – our biggest asset | Engagement activities 2019



Employee Fitness Week



Forum of Inspiration



Festive Celebrations



Summer Camp for Kids

Forum of Inspiration : encouraging innovation & creativity

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Encouraging diversity & inclusion at workplace

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Fitness week and many more health related sessions

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Festive celebration with employees and their families

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## Responsibility towards Community | CSR activities for 2019



Schaeffler Technical Enhancement Program (STEP)



Investment of 92.7 INR mn in various social interventions

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Increased focus on education and skilling of women : Skill center, Scholarship, Hostel

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Environment focused programs – Clean and Green Maneja, Jal Sahara

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Effectiveness of CSR Programs assessed

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MOBI Health Unit Initiative



SIL HOPE Engineering Scholarship

**Winning with Winning Customers | We participate in the growth story of India**



**E Loco**



**Metro**

Strong business relation with Alstom India

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E-Loco : Traction Motor Bearings, Suspension Tube Bearings, Wheelset bearing and Axle box Housings

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Contributing successfully in metro projects across India & abroad.

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**SCHAEFFLER**

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