



GMM/SEC/2022-23/43

September 6, 2022

To,

BSE Ltd

Phiroze Jeejeebhoy Towers,
1st Floor, Dalal Street,
Mumbai – 400 001

Scrip Code: 505255

NSE Ltd

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

Symbol: GMMPFAUDLR

Sub.: Updates on 'Analyst & Investor Day' scheduled on September 6, 2022

Ref.: Regulation 30 read with sub-paragraph 15 of Paragraph A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Ma'am,

With reference to our letter dated September 5, 2022 bearing Ref. No.: GMM/SEC/2022-23/42, regarding schedule of the 'Analyst & Investor Day' to be held today i.e. September 6, 2022, please note that the link to participate this event virtually is <https://www.gmmpfaudlerinvestormeeet2022.com/>

Further, the presentation for the 'Analyst & Investor Day' is enclosed and is being made available on the website at: <https://www.gmmpfaudler.com/file/Analyst-and-Investor-Day-Presentation-September-2022.pdf>

This is for your information and record.

Thanking you.

Yours faithfully,

For **GMM Pfaudler Ltd**

MITTAL KARTIK Digitally signed by MITTAL KARTIK
MEHTA
Date: 2022.09.06 15:59:47 +05'30'

Mittal Mehta

Company Secretary & Compliance Officer

FCS No.: 7848

Encl.: As above

GMM Pfaudler Ltd.

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PFAUDLER
Glass-Lined Technology

NORMAG
Lab & Process Glass

MAVAG
Filtration & Drying

MIXION
Mixing Technology

INTERSEAL
Sealing Technology

EQUILLOY
Alloy Process Equipment

EDLON
Fluoropolymers

Moving Forward
with Purpose

Analyst & Investor Day

September 2022



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Today's Presenters



Tarak Patel
Managing Director



Thomas Kehl
CEO, International
Business



Aseem Joshi
CEO, India Business



Alexander Pömpner
CFO, International
Business



Manish Poddar
CFO, India Business



Vincent Leroux
Global VP Sales

Agenda

GMM Pfaudler - Today and Tomorrow

Tarak Patel

Our Markets and Platforms

Thomas Kehl, Aseem Joshi, Vincent Leroux

Innovation and M&A

Thomas Kehl, Aseem Joshi

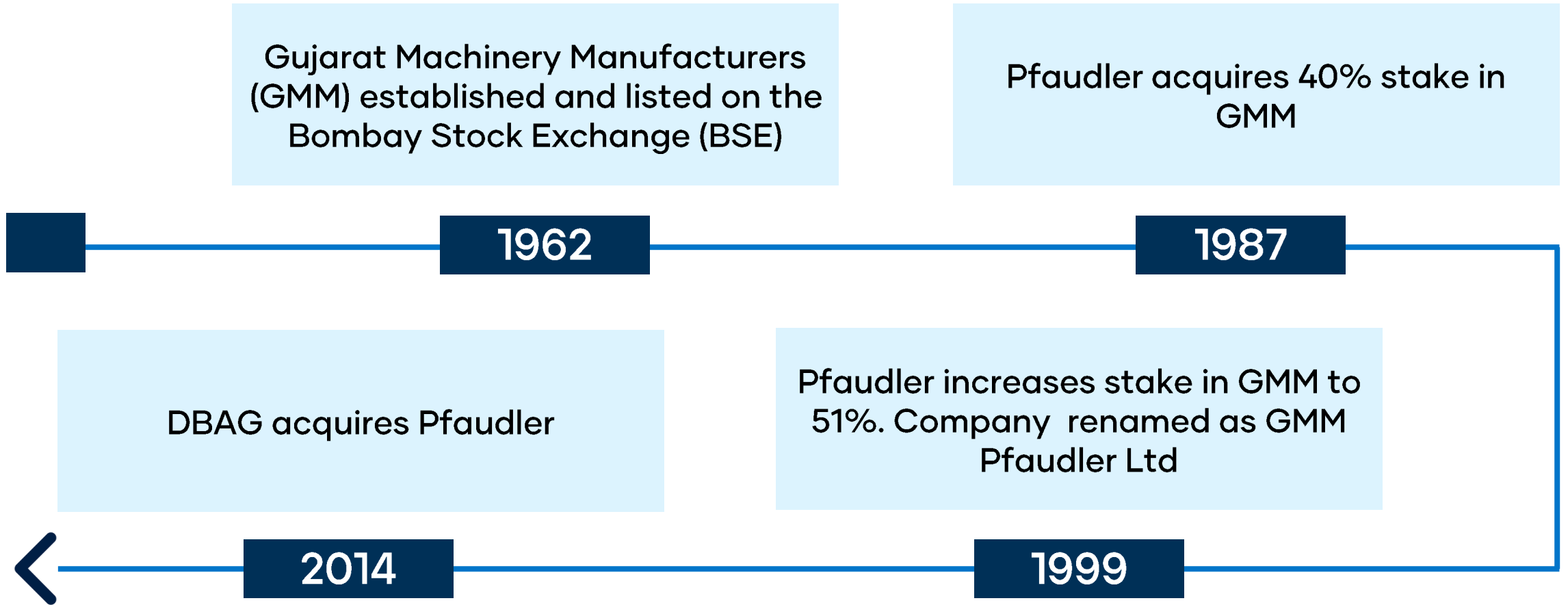
Financial Performance and Outlook

Manish Poddar, Alexander Pömpner

Q&A Panel

Company Overview

History



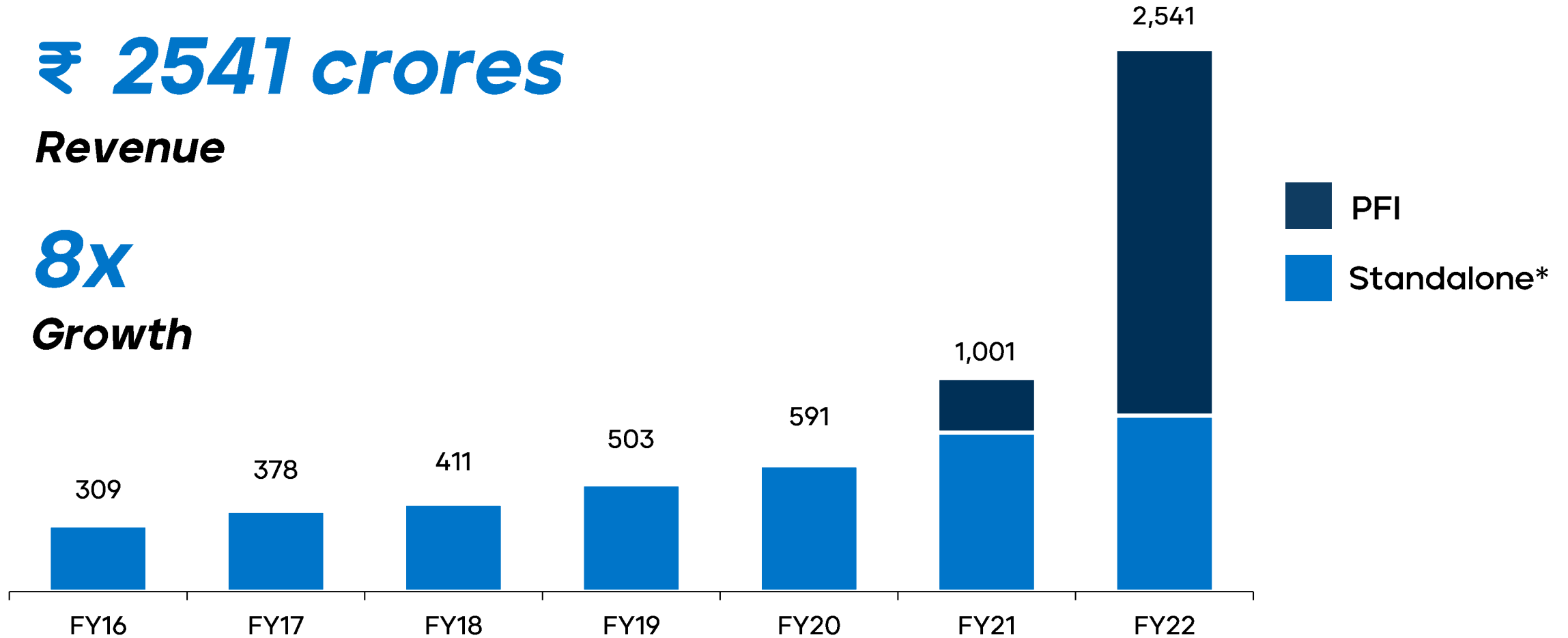
The Transformation

₹ 2541 crores

Revenue

8x

Growth



Mergers & Acquisitions

2020
to
2022

Pfaudler
International

7

Bolt-On
Acquisitions
since 2016

Today

1800+

Employees

15

Manufacturing
Facilities

7

Complementary
brands

100+

Countries

PFAUDLER

— Glass-Lined Technology

NORMAG

— Lab & Process Glass

MAVAG

— Filtration & Drying

MIXION

— Mixing Technology

INTERSEAL

— Sealing Technology

EQUILLOY

— Alloy Process Equipment

EDLON

— Fluoropolymers

Global Leader



Global Reach

Local Presence

Integrated Organization

GERMANY



CHINA



INDIA



Environmental Social Governance

3 year Roadmap

Environment Protection
Responsible Business
Conduct
Social Stewardship

GMM Pfaudler Foundation

Healthcare
Education
Environment

Governance

Regular Monitoring and
Review
Transparency and Reporting
Sustainability Reporting

— Building on Our Strengths

— Global
Leadership

— Execution
Credibility

— Management
Experience

— Integration
Capabilities

Vision

Revenue

₹ 3700 Crores

2025 —

EBITDA

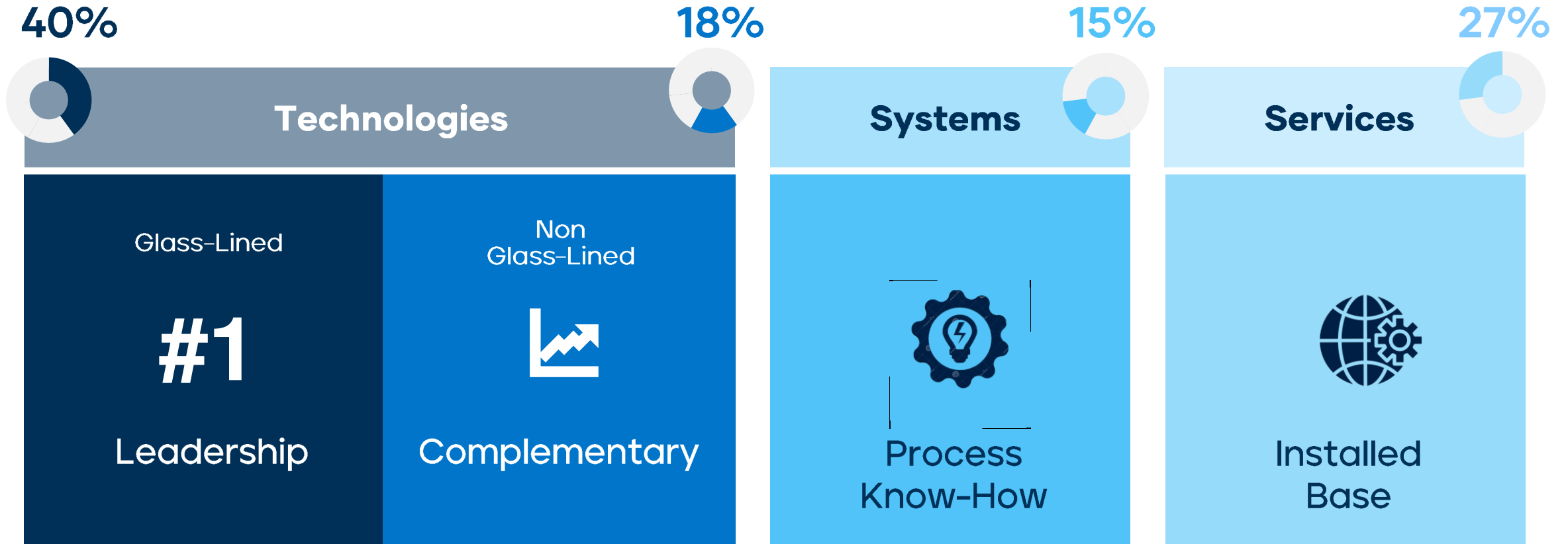
₹ 630 Crores

ROCE

25%

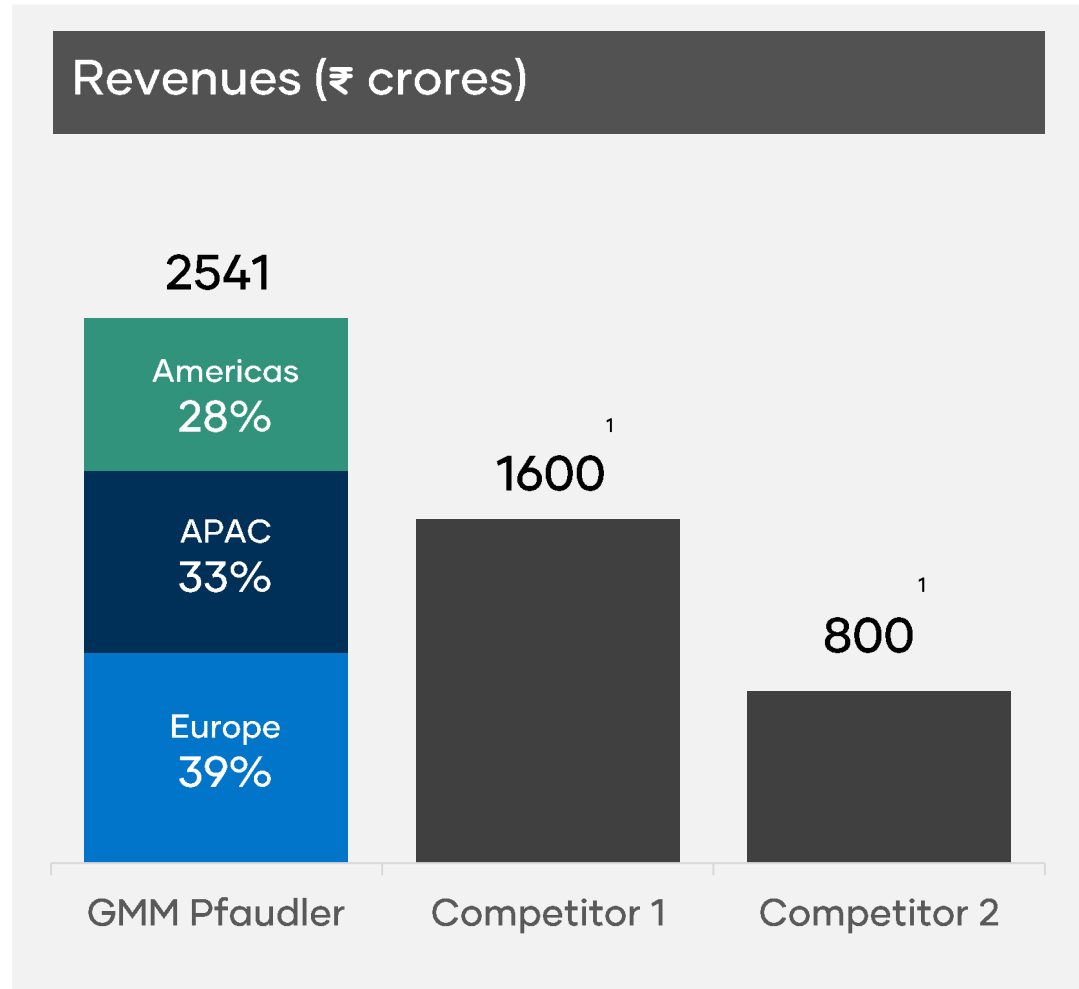
Our Markets & Platforms

Platforms



Click below to see a video depicting our
[End-to-End Solutions for the Global Process
Industry](#)

Market Leader with Positive Industry Outlook



CHEMICAL (61%²)

- China+1 strategy
- Demographics

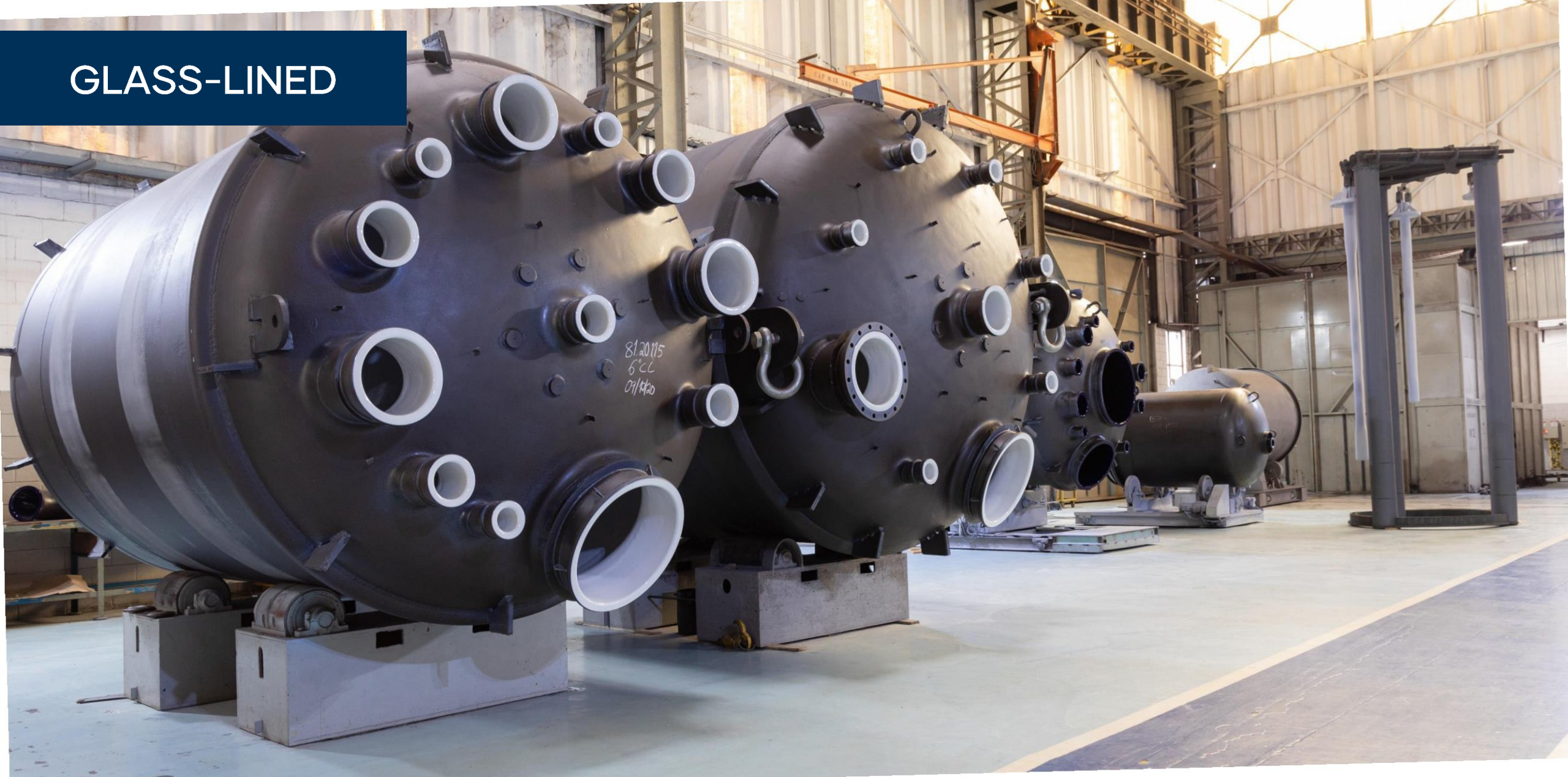
PHARMA (32%²)

- Policy support / government incentives
- Reshoring from China to US & Europe

OTHERS (7%²)

- Oil & Gas, Metals & Minerals, Paints and others that benefit from our Mixion, Equilloy, Mavag and Systems Solutions

GLASS-LINED



Glass-Lined Leadership

Increase
Profitability

through

40%

Market Share

Operational
Excellence

Example:
China & Germany facilities

4000

EUs/Year

Value
Sourcing

Example:
Stock & Sale

NON GLASS-LINED



Non Glass-Lined Complementary

Grow
Revenue

through

6
Branded Product Lines

Diversified
Portfolio

Cross
Selling

Example:
API Production Plant in Belgium

Adjacent
Industries

Example:
WFE China

SYSTEMS



Systems

Process Know-How



**Grow
Revenue**

through



**50+ Dedicated
Process Engineers
3 Test Centers**

\$1-10 mn
Order Size

**Turnkey
Solutions**

*Example:
Multipurpose Factory-US*

**New
Applications**

*Example:
FGD* Acid Recovery*

SERVICES



Services

Installed Base



Drive Profitability

through



50,000+

GL Installed Base

Local Presence

*Example:
JDS Manufacturing*

100+

Service Engineers

Improved Customer Experience

*Example:
Service App*

Our Strategy

Glass-Lined

1

Leadership

Increase Profitability

- Operational Excellence
- Value Sourcing

Non Glass-Lined

2

Complementary

Grow Revenue

- Cross Selling
- Adjacent Industries

Systems

3

Process Know-How

Grow Revenue

- Turnkey Solutions
- New Applications

Services

4

Installed Base

Drive Profitability

- Local Presence
- Improved Customer Experience

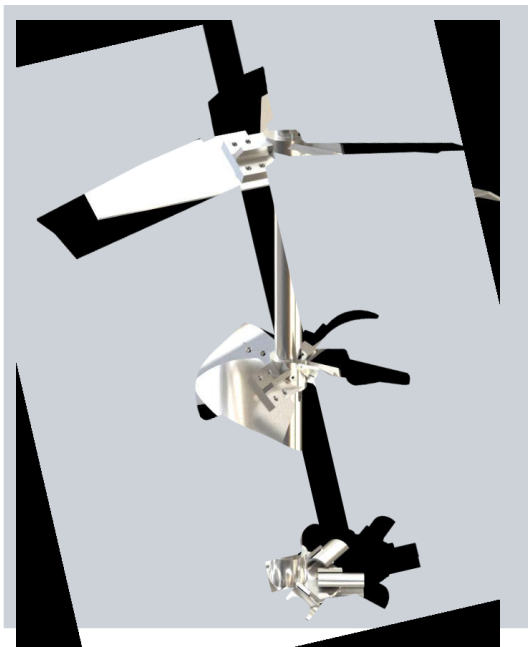
Innovation & M&A

Innovations

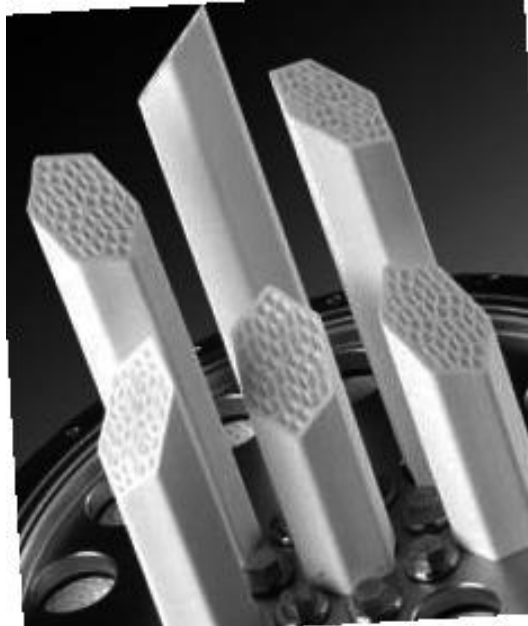
Glass-Lined
Technology
SmartGlass



Non Glass-Lined
Technology
Fermentation



Systems
**Green
Technologies**



Services
ace5000™



Mergers & Acquisitions

2017

Interseal *Sealing Technology*

2018

Normag *Lab & Process Glass*

2019

Industrial Mixing Solutions Division *Mixing Technology*

2020

DeDietrich Process Systems India *Glass-Lined Equipment*

2021

HDO Technologies *Alloy Process Equipment*

2022

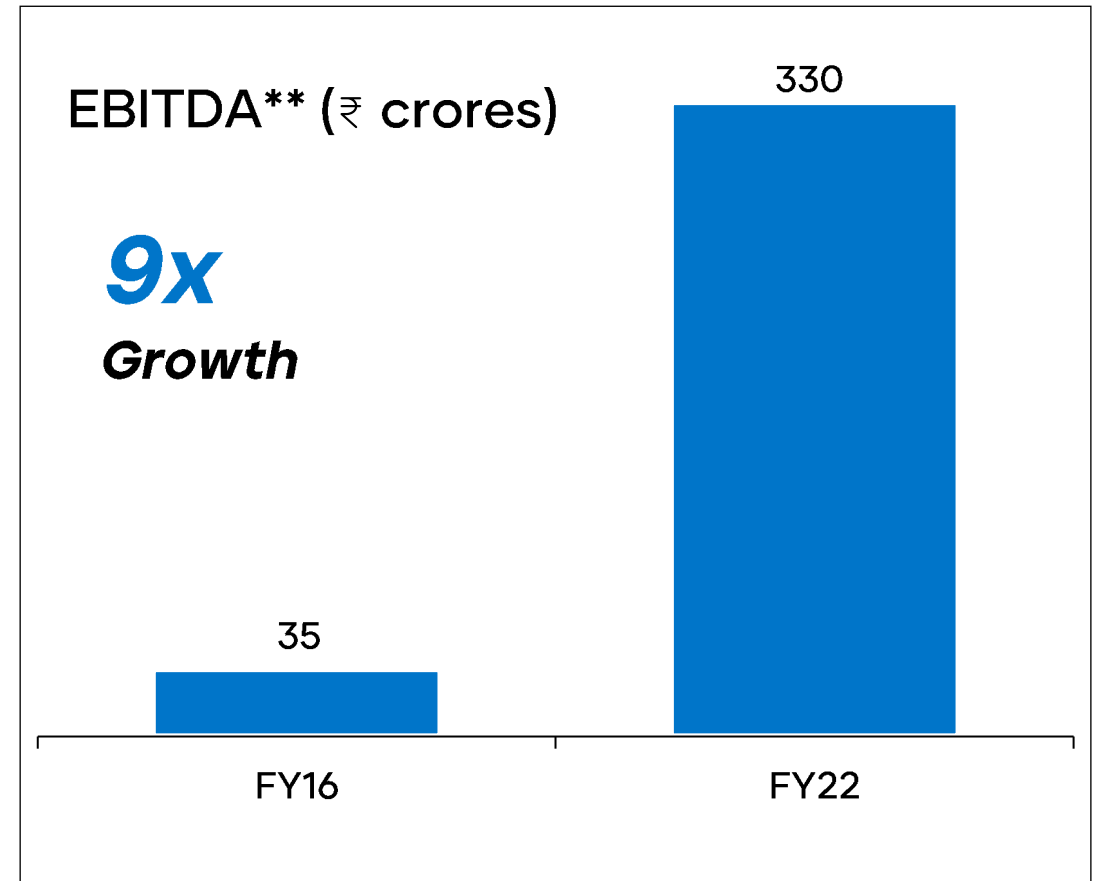
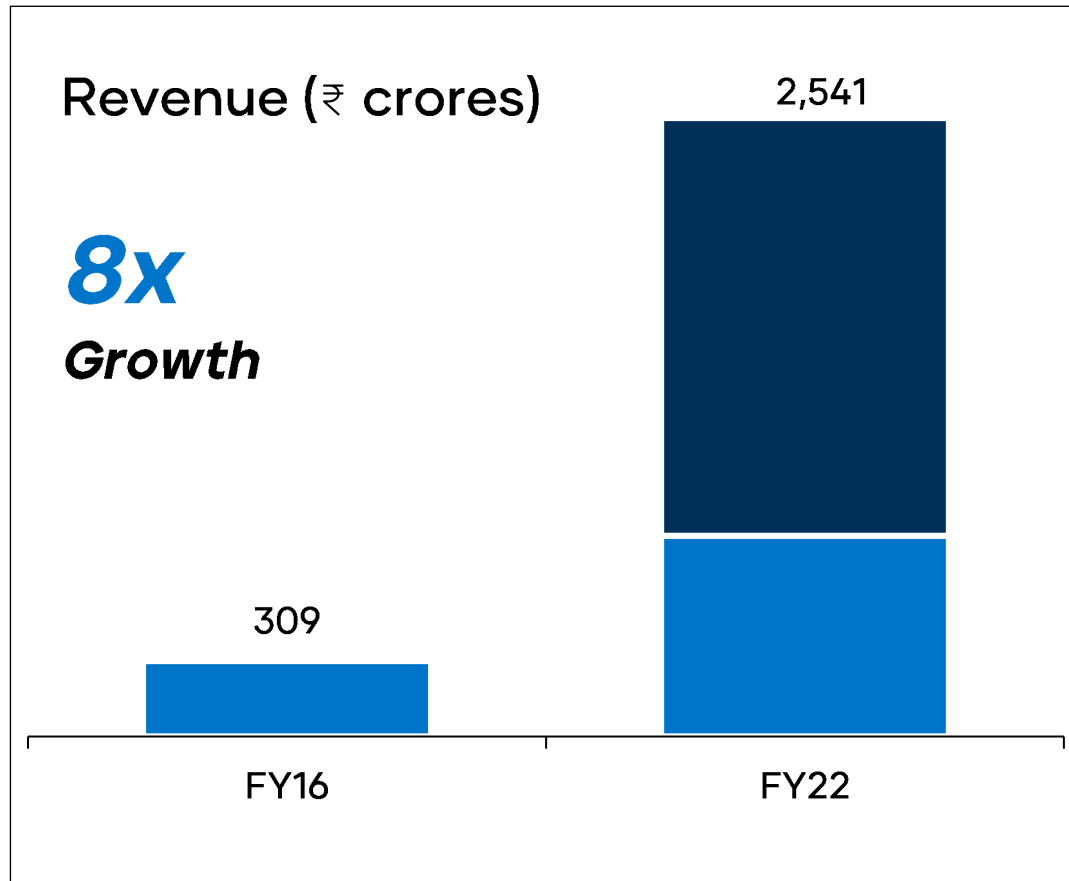
Hydro Air Research Italia *Membrane Technologies*

2022

JDS Manufacturing *Glass-Lined Equipment*

Financials

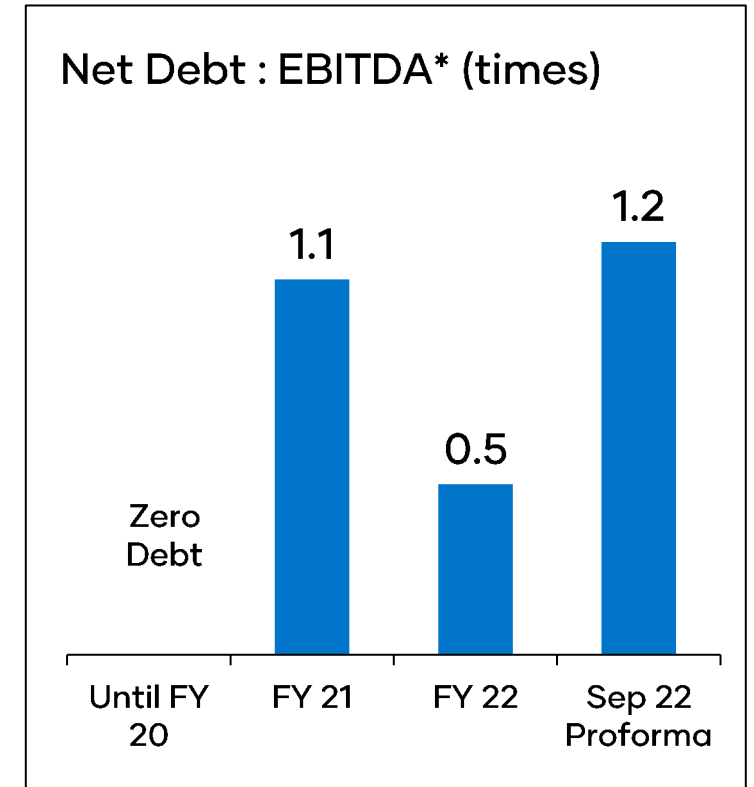
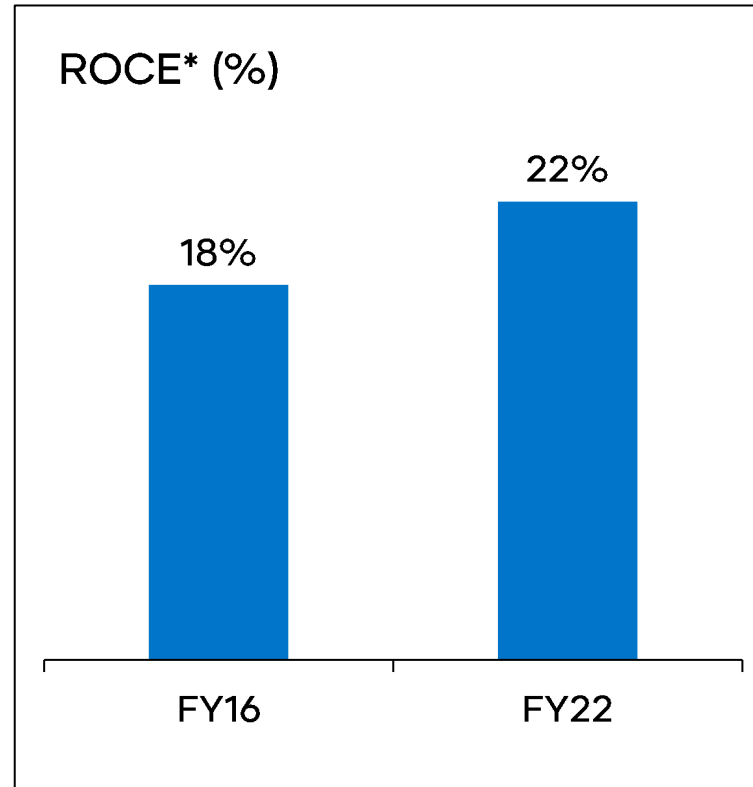
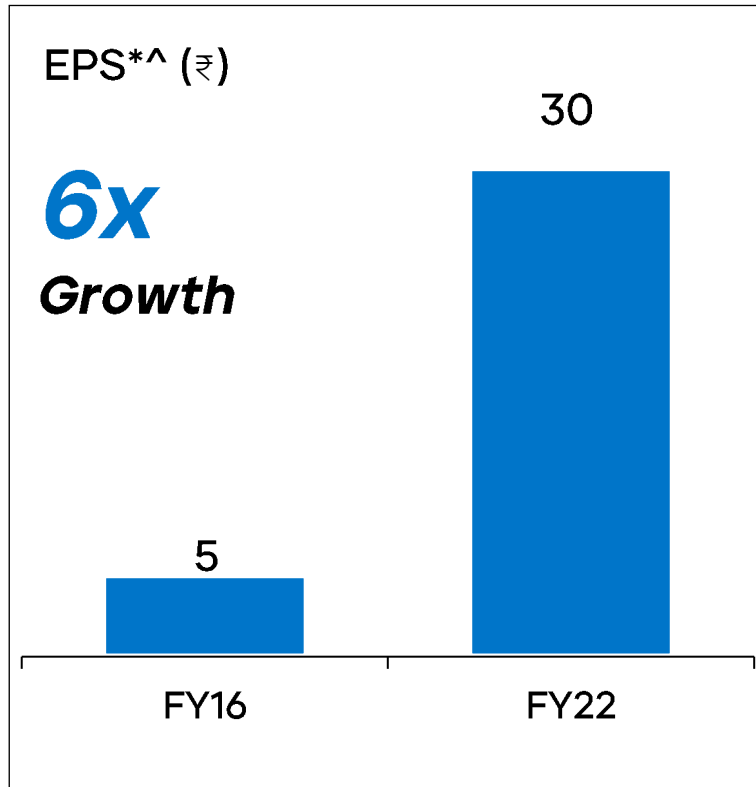
Financial Performance



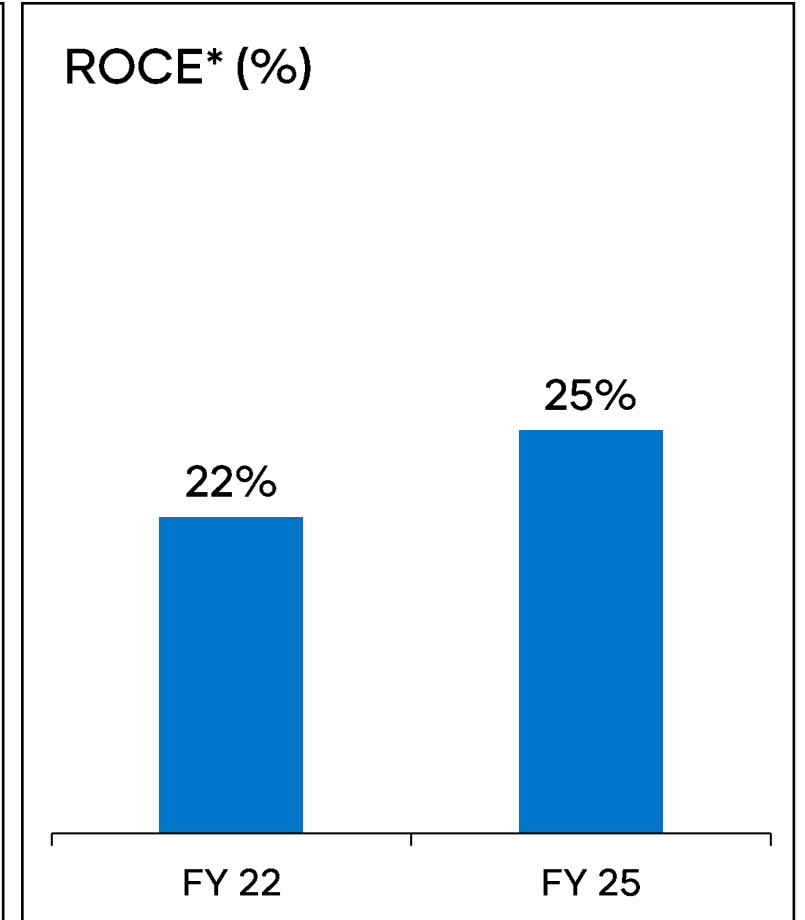
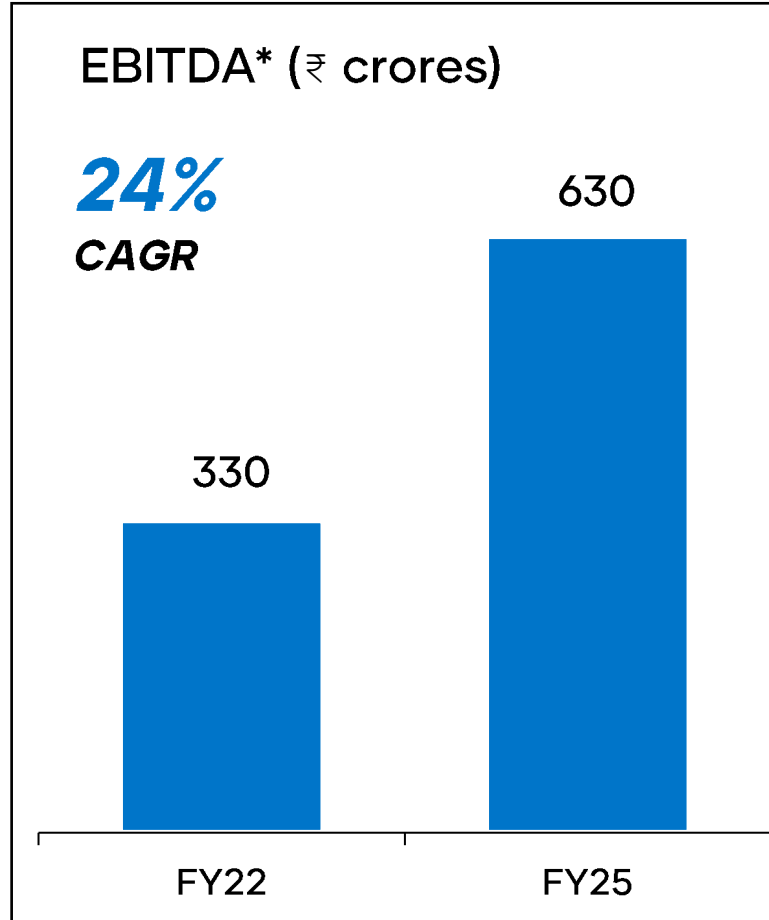
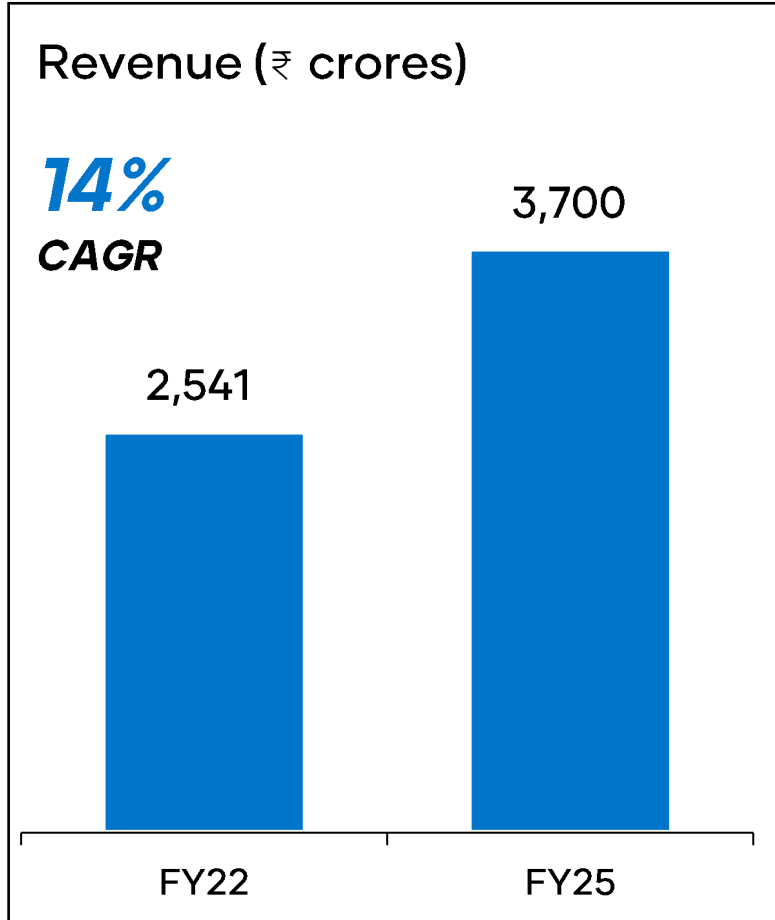
■ PFI

■ Standalone*

Financial Performance



FY25 Guidance



— Why GMM Pfaudler?

**Proven
Track
Record**

Continue to deliver on what was promised

**Technology
Leadership**

Innovation focused with investments in technology and process know-how

**Clear
Strategy**

Continue to leverage global reach and complementary product portfolio

Long-Term Commitment

GMM
Pfaudler

Moving Forward
with Purpose

Q&A



Thank You

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References and Definitions

- **Flue Gas Desulfurization (FGD)** plant removes sulfur dioxides (SO₂) from flue gas produced by boilers, furnaces, and other sources
- **Purchase Price Allocation (PPA) adjustments** related to fair value adjustment on inventory and amortization of acquired intangible assets (mainly Trademarks, Technology, Customer Relationships)
- **Earnings before Interest, tax, depreciation and amortization (EBITDA)** is calculated as Profit before tax (before exceptional) + Depreciation and Amortization + Finance cost – Other income + PPA (non-cash adjustments)
- **Earnings before interest and tax (EBIT)** is calculated as Profit before tax (before exceptional) + Finance cost + PPA (non-cash adjustments)
- **Net Debt: EBITDA** is calculated as (total debt – cash and equivalents including bank balances) divided by EBITDA
- **Earnings per share (EPS)** is calculated using net profit attributable to equity holders (excludes non-controlling interests) + PPA (non-cash adjustments) + acquisition costs/exceptional item
- **Return on Capital Employed (RoCE)** is calculated as EBIT divided by total equity + non-controlling interest + total debt