



Federal-Mogul Goetze (India) Limited
A Tenneco Group Company
Corporate Office : Paras Twin Towers,
10th Floor, Tower B, Sector 54,
Golf Course Road, Gurugram - 122 002
Tel. : (91-124) 4784530 • Fax : (91-124) 4292840

Date: February 16, 2021

To,
The Managing Director
BSE Limited Phiroze
Jeejeebhoy Towers Dalai
Street Mumbai 400 001

To,
The Managing Director
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block
Bandra Kurla Complex, Bandra (E) 400051

BSE Code: 505744

NSE Code: FMGOETZE

Dear Sir/ Madam,

Sub: Intimation of Investors' conference call and Investors' presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform that Investors/Analyst conference call to discuss the financial performance of Federal-Mogul Goetze (India) Limited for the quarter ended 31st December, 2020 will be held on Thursday, 18th February, 2021 at 04:00 pm (IST).

Please also find attached herewith Investors' presentation covering information update on the business of the Company and the financial performance for the quarter ended 31st December, 2020.

Regards,

Yours truly,

For **Federal-Mogul Goetze (India) Limited**

Dr. Khalid Iqbal Khan

Whole-time Director- Legal & Company Secretary

Encl. A/a



Federal-Mogul Goetze (India) Limited Investor Presentation and Q3 Financial Results

18th February, 2021

Safe Harbor

Forward-Looking Statements

Statements in this document describing the Company's objectives, projections, estimates and expectations may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied due to many factors. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in the Government regulations, tax laws and other statutes and incidental factors. Unless otherwise indicated, the forward-looking statements in this presentation are made as of the date of this communication, and, except as required by law, Company does not undertake any obligation, and disclaims any obligation, to publicly disclose revisions or updates to any forward-looking statements. All market and industry data are based on Company estimates.

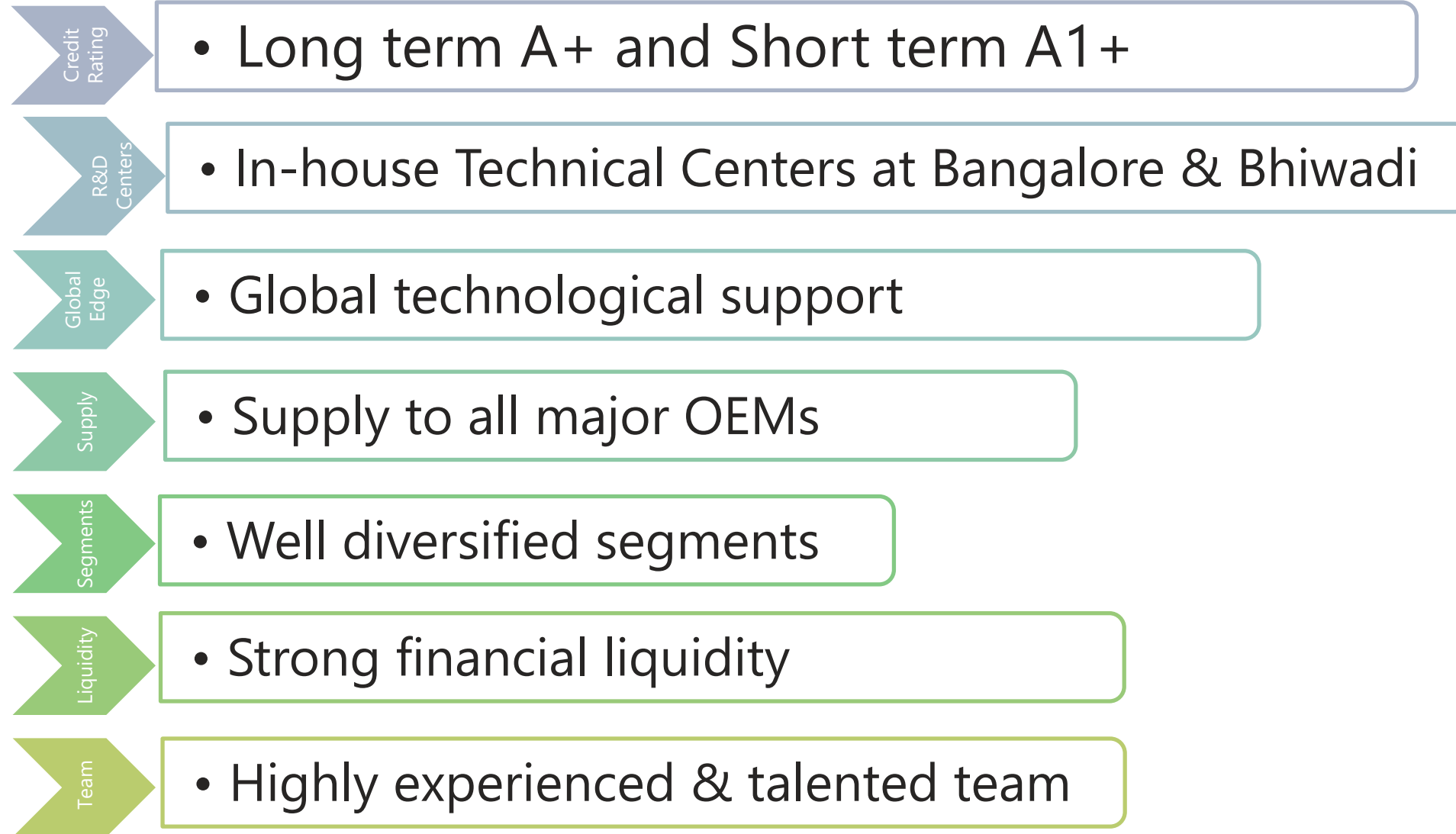
Board of Directors

- Mr. K. N. Subramaniam, Chairman & Independent Director
- Mr. Vinod Kumar Hans, Managing Director
- Dr. Khalid Iqbal Khan, Whole Time Director-Legal & Company Secretary
- Mr. Manish Chadha, Whole Time Director-Finance & Chief Financial Officer
- Mr. Rajesh Sinha, Whole Time Director
- Mr. Sunit Kapur, Director
- Mr. Stephen Shaun Merry, Director
- Ms. Nalini Jolly, Independent Director
- Mr. K. C. Sundareshan Pillai, Independent Director

Company Overview

- Federal-Mogul Goetze (India) Limited (“FMGIL”) was established in 1954 as a joint venture with Goetze-Werke of Germany, which was owned by Federal-Mogul LLC, one of the leading manufacturers of automotive components in the world.
- FMGIL is based in Gurugram, Haryana, India and is listed on BSE and NSE.
- FMGIL manufactures world class products at its state of the art manufacturing facilities located at Patiala (Punjab), Bangalore (Karnataka) and Bhiwadi (Rajasthan).
- FMGIL engages in the manufacture, supply, distribution, and export of automotive components for two/three/four wheeler automobiles in India and internationally and mainly offers pistons, piston rings, piston pins, valve seats, valve guides and structural components.
- FMGIL now operates as subsidiary of Tenneco Inc. post Tenneco’s acquisition of Federal-Mogul LLC.

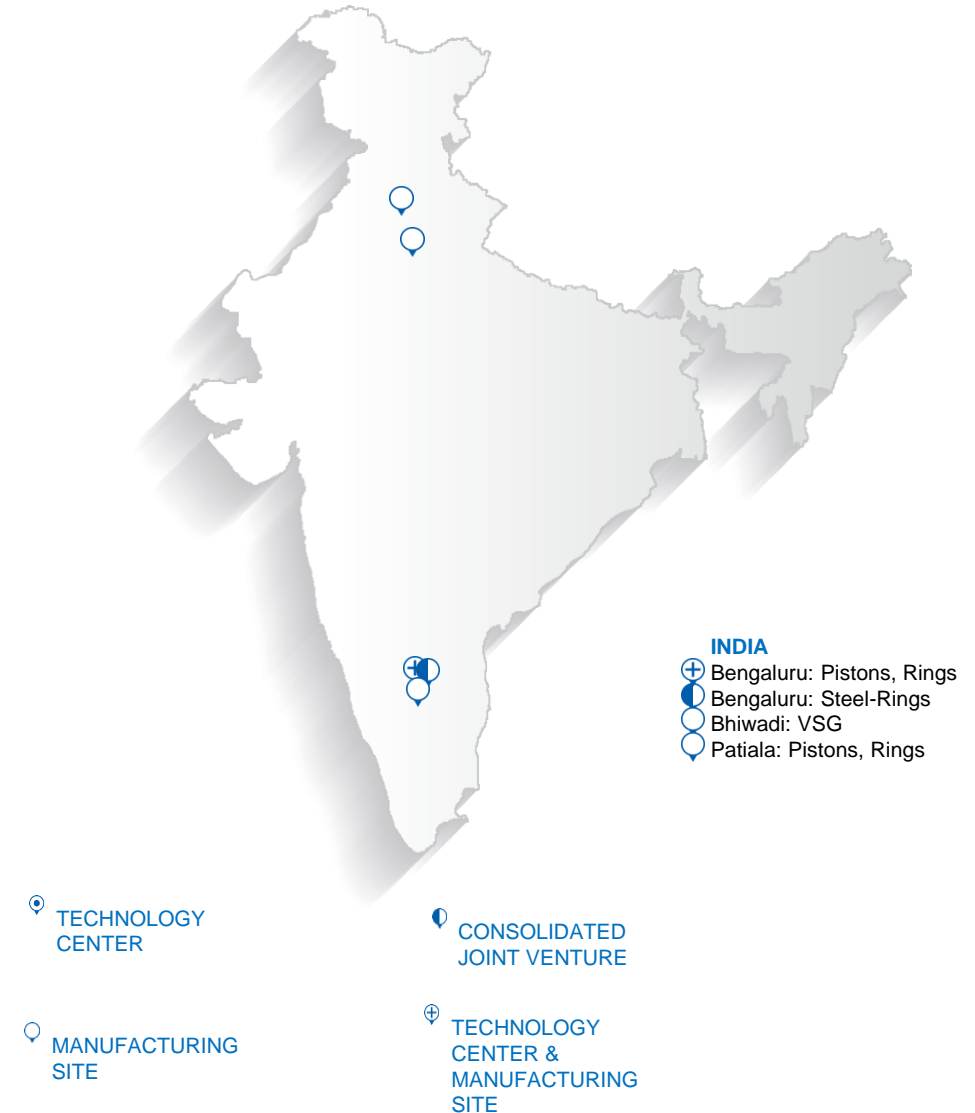
Company Overview



Operations – FMGIL

- Employees: 5022 as on 31st December 2020
- Facilities: 03 manufacturing sites, 05 Assembly warehouse and 16+ Service Center
- Industries: Automotive, heavy-duty, motorcycles, energy, industrial, power generation, railway & defense
- Products: Pistons, Pins, Piston Rings, Valve Seats & Guides

Top OEM Customers:



Manufacturing Facilities



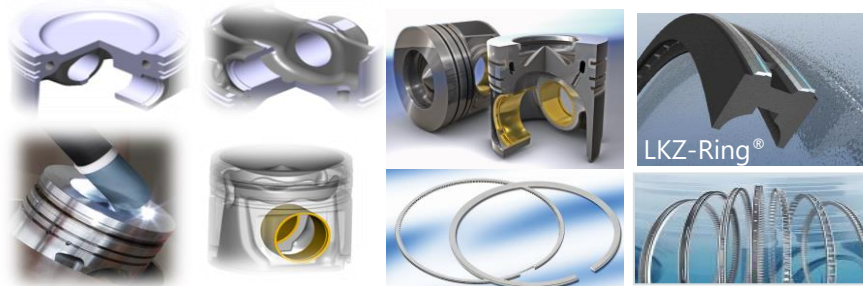
- Location: Patiala, Punjab
- Product: Pistons, Pins and Rings
- Established: 1954
- IATF16949, ISO14001, ISO 45001



- Location: Bangalore, Karnataka
- Product: Pistons, Pins and Rings
- Established: 1977
- IATF16949, ISO14001, ISO 45001



- Location: Bhiwadi, Rajasthan
- Product: Valve Seats & Valve guides
- Established: 1996
- IATF16949, ISO14001, ISO 45001



OEM market position in India

Pistons



#2 Overall
#1 Diesel Pistons

Piston Rings



#1 Overall

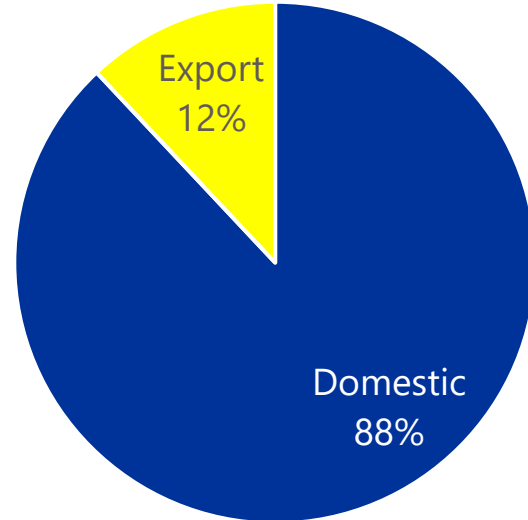
Valve Seats & Guides



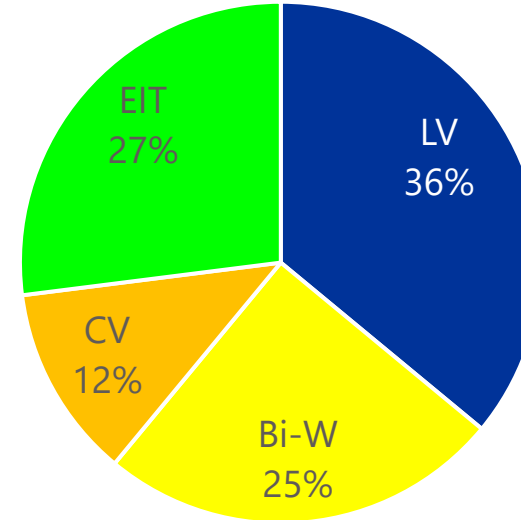
#1 Overall

Revenue mix by Market segment

Revenue split by market



Revenue split by Segment

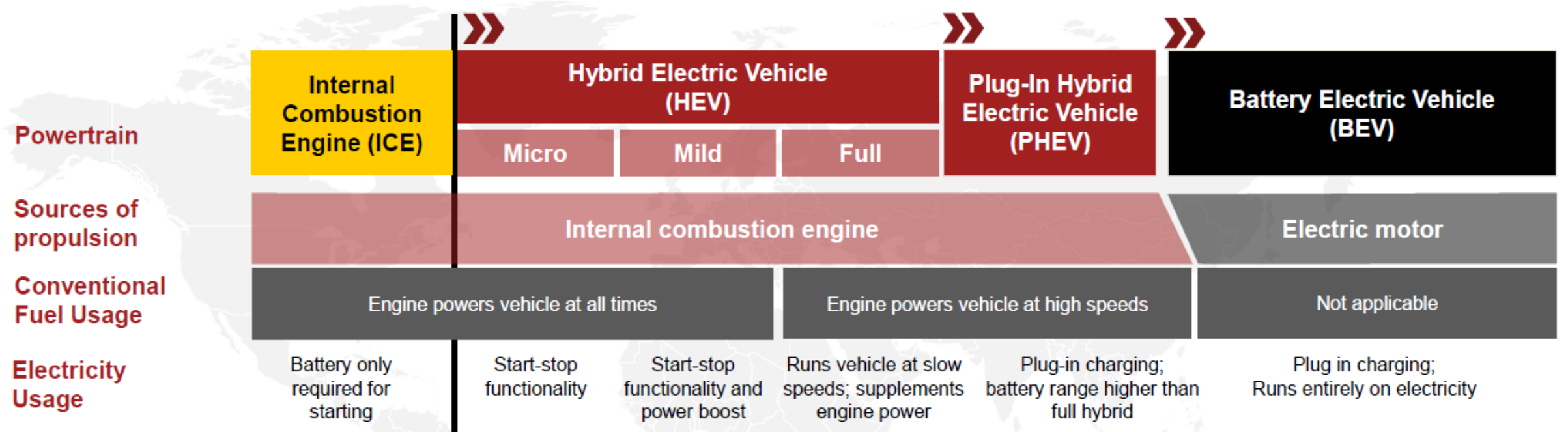


- FMGIL revenue mainly from domestic market
- Overall revenue diversified in all market segment
- Serving to all major OEMs in various segment

- EIT: Energy, Industrial, Transport (Include tractors, off highway etc.)
- Bi-W: Bi-wheelers (Two/three wheelers)
- Revenue : FY 2020-21

Electrification

Globally, various power train technologies co-exist across xEV continuum and across vehicle segments



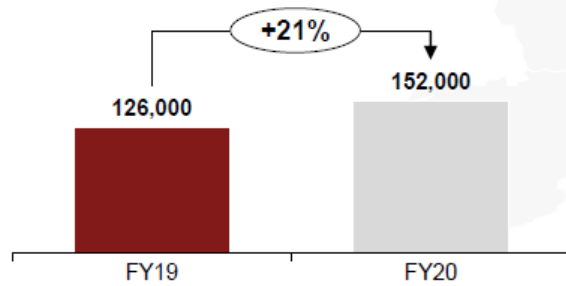
Source: DHI, Crisil, SMEV, PwC Research & Analysis

Electrification

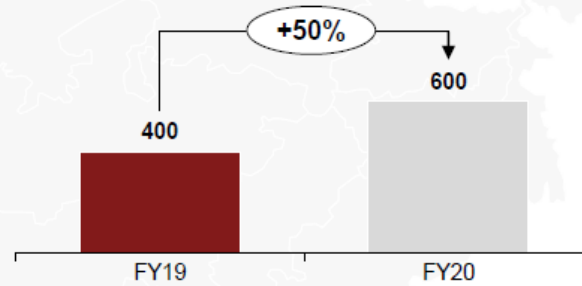
India domestic BEV sales (units)

Below > 1% of Total Sales

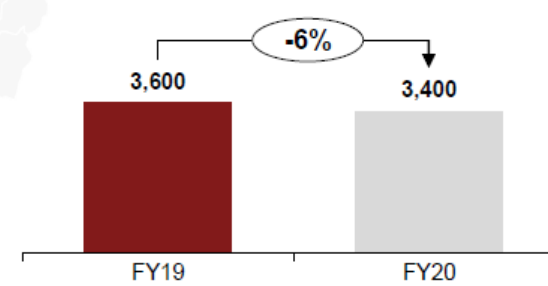
Two -wheelers



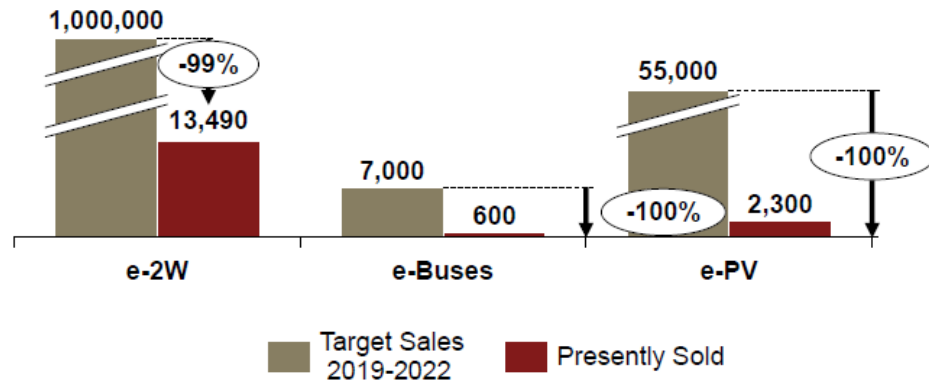
Electric buses



Passenger vehicles



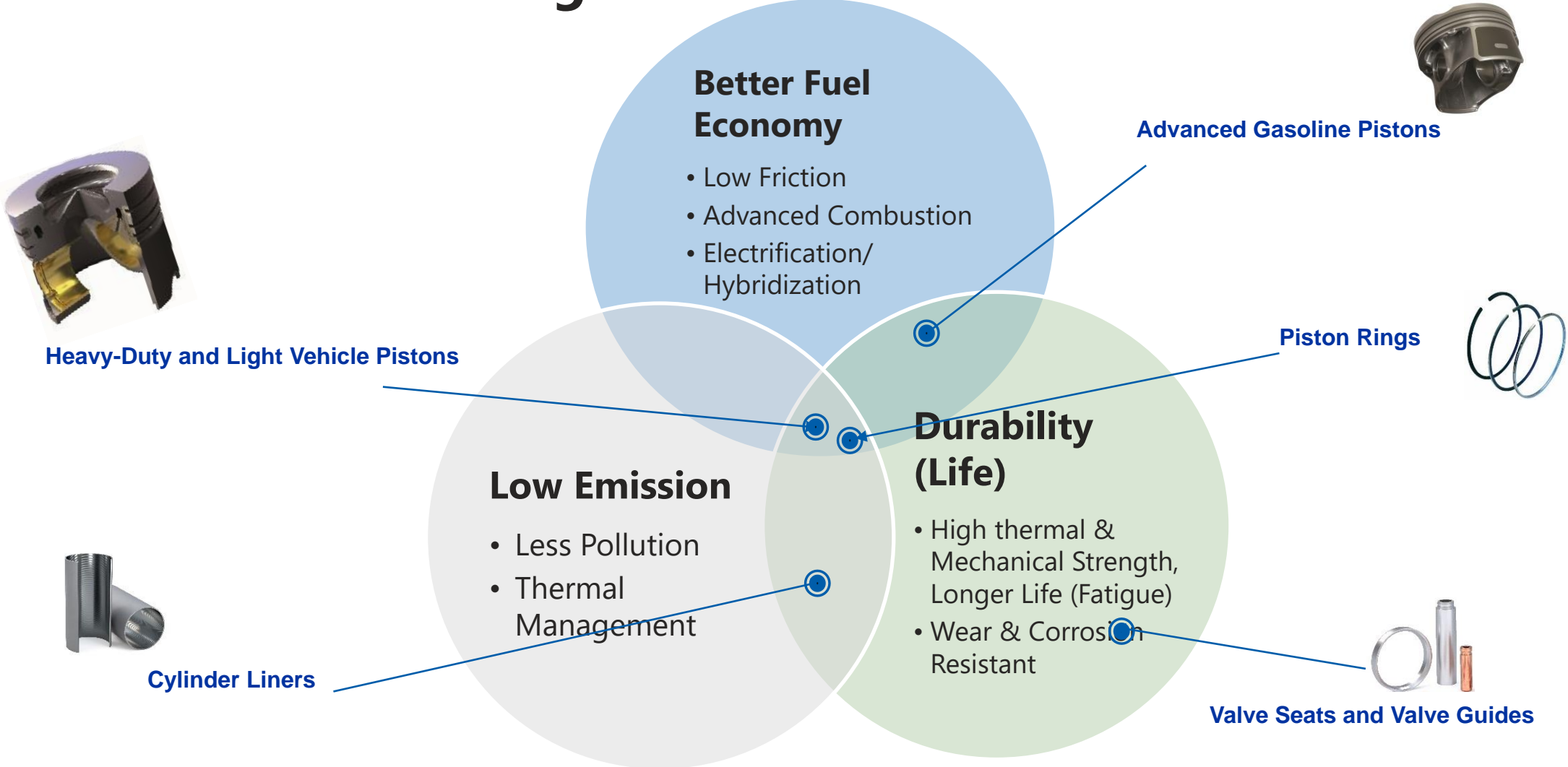
Fame-II coverage : Target vs actuals (2019)



Key Points:

- **95%** of existing e-2W couldn't qualify for FAME II (Crisil)
- **Higher localization requirement** : Domestic infrastructure not adequate, **unavailability of parts** such as battery cells, magnet motors and controllers manufactured domestically ; reliance on imports for numerous components
- Battery is key for EV, raw material is concern

Powertrain Segment Key Drivers And Technologies -



Our components have a direct impact on engine performance, durability and emissions compliance. Technologies enable energy efficiency, reduce CO2 emissions and enhance durability

Building a Stronger FMGIL

Performance Focus - Margin Expansion & Cash Generation



Reduce Operational Cost

- Fixed Cost reduction
- Operational efficiency



Lower Capital Intensity

- Improve capex/revenue ratio
- Expand working capital turns
 - Inventory driven













Growth Opportunities

- Stringent Emission norms
- Increased Popularity of TGDI to cope with emission regulations
- Increase in production of mild-hybrid vehicles.



Optimizing shareholder value creation through cash generation focus and targeted growth opportunities

Customer Awards & Recognitions

| Customer Name | Logo | Appreciation/ awards |
|-----------------|---|---|
| Ashok Leyland |  | Certification in Appreciation <u>"maintaining higher level of capability and performance"</u> in FY19 |
| FIAT India |  | Certificate of Appreciation for achieving <u>"Zero PPM and zero warranty"</u> in 2018 |
| FORD Motors |  | Q1 Award, Quality achievement |
| Toyota |  | "Zero PPM on Quality & Delivery" and best management during Covid19 |
| Mahindra |  | Supplier excellence Award for the "Best Product development performance" |
| GM |  | Supplier Quality excellence award for the 7 th consecutive year |
| FORD |  | Sustenance of Quality level in Panther supplies |
| John Deere |  | "Partner level Supplier" Award for achieving excellence in performance |
| Harley Davidson |  | Appreciation for Zero PPM & zero concern in FY19 |
| Bajaj Auto |  | Appreciation for Zero PPM & zero concern in FY19 |

Financial Results Overview for Qtr. Ended 31st Dec., 2020 – High Points

Q3 2020 performance drives Revenue growth , profit enhancement & cash generation

- ❖ Revenue of INR 3562 million, up by 28% versus prior year.
- ❖ The Company reported a net profit after tax for the third quarter 2020 of INR 331 million,
- ❖ Third quarter EBIT (earnings before interest, taxes) improved to INR 409 million versus INR 102 million in the prior year, and EBIT as a percent of revenue increased to 11.5% versus 3.6% in the prior year.
- ❖ EBITDA was INR 634 million (17.8% to Revenue), up by INR 310 million versus prior year.

Liquidity Update

- ❖ Total cash balance of INR 1057 million as at 31st Dec., 2020, up by INR 277 million in this quarter (improved by INR 570 million in last 3 quarters)

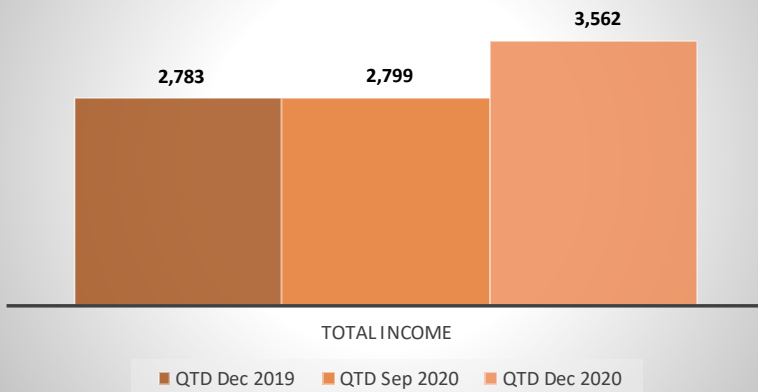
Financial Results for Qtr. Ended 31st Dec., 2020

INR in Million

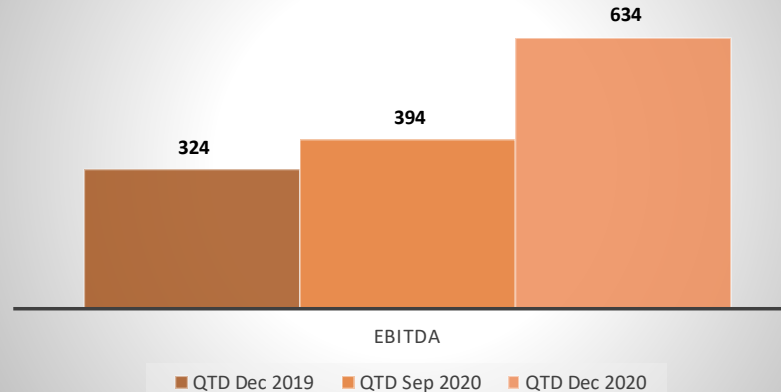
| Particulars | Actual QTD Dec 2020 | | Actual QTD Sept 2020 | | Actual QTD Dec 2019 | |
|-------------------------------|---------------------|--------------|----------------------|--------------|---------------------|--------------|
| Revenue from operation | 3,504 | | 2,701 | | 2,746 | |
| Other Income | 58 | | 98 | | 37 | |
| Total Revenue | 3,562 | 100% | 2,799 | 100% | 2,783 | 100% |
| EBITDA | 634 | 17.8% | 394 | 14.1% | 324 | 11.6% |
| Depreciation/Amortisation | (225) | -6.3% | (224) | -8.0% | (222) | -8.0% |
| EBIT | 409 | 11.5% | 171 | 6.1% | 102 | 3.6% |
| Interest Expenses | (11) | -0.3% | (3) | -0.1% | (13) | -0.4% |
| Profit Before taxation | 398 | 11.2% | 167 | 6.0% | 89 | 3.2% |
| Tax expense | 67 | 1.9% | 34 | 1.2% | 24 | 0.9% |
| Profit After taxation | 331 | 9.3% | 133 | 4.8% | 65 | 2.3% |

Financial Performance Qtr. Ended 31st Dec., 2020

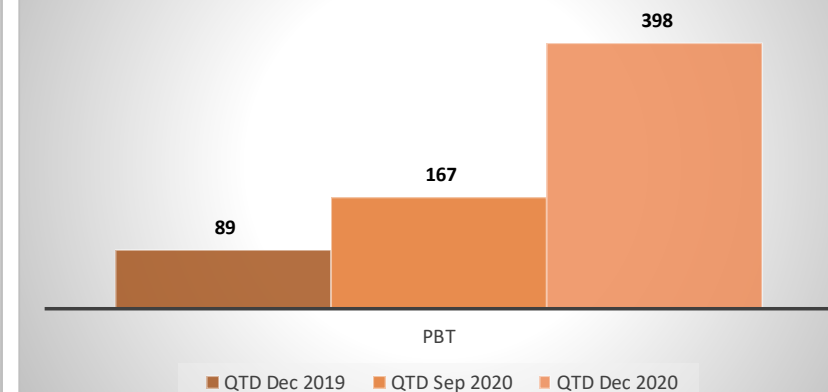
Revenue (INR MN.)



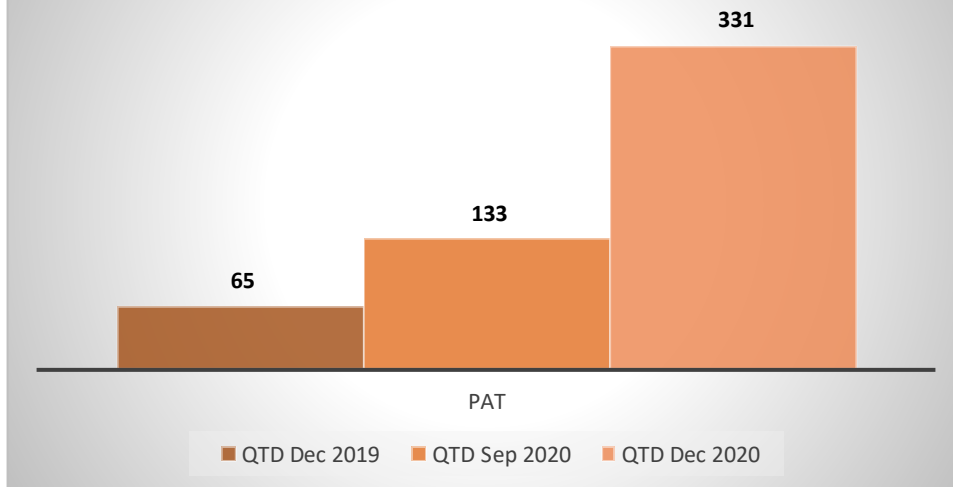
EBITDA (INR MN.)



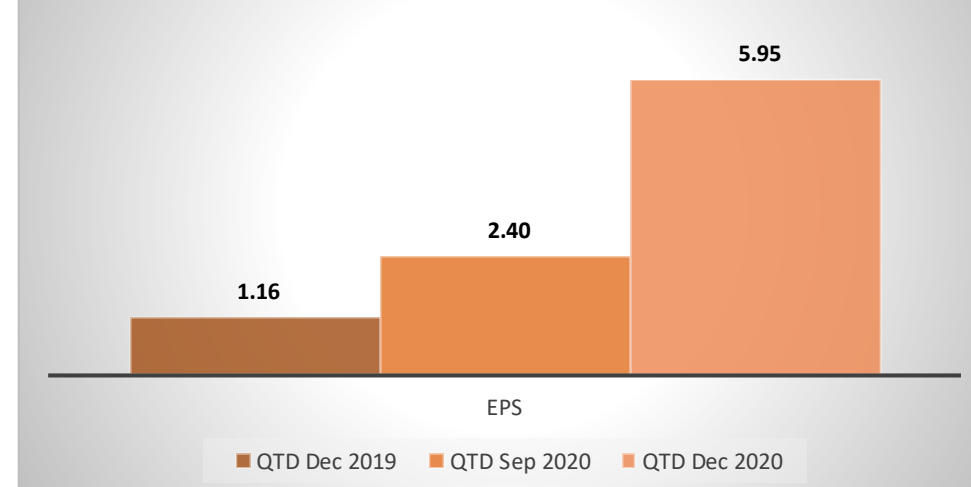
PBT (INR MN.)



PAT (INR MN.)



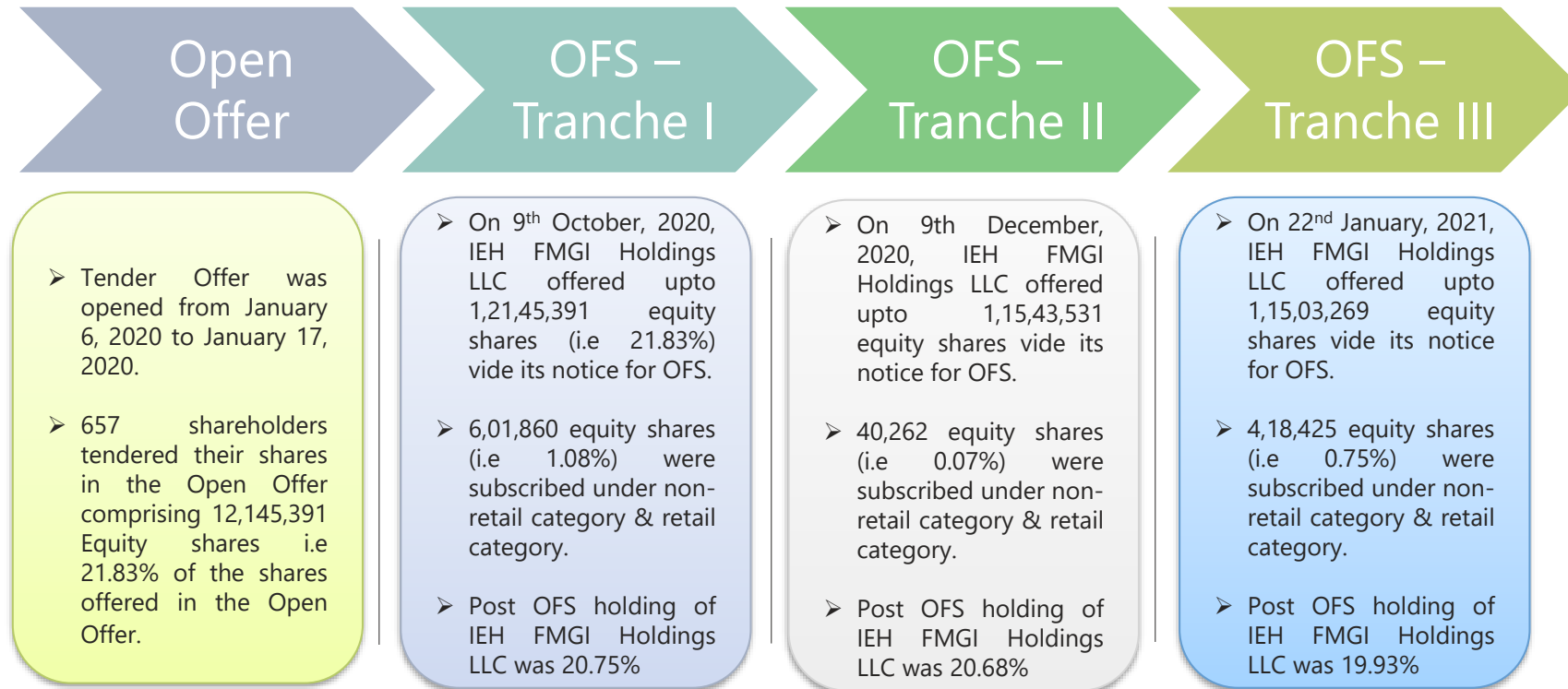
EPS (INR)



Shareholding pattern as on 31st January, 2021

| Categories | % Holdings |
|--|------------|
| Promoter & promoter group: | |
| FEDERAL-MOGUL VERMOGENSVERWALTUNGS-GMBH (Promoter) | 14.93 |
| FEDERAL-MOGUL HOLDINGS LTD. (Promoter/Holding Company) | 60.05 |
| IEH FMGI HOLDINGS LLC | 19.93 |
| Public: | |
| FII/FPI | 0.01 |
| Others | 5.08 |

Update on Offer for Sale (OFS)



❖ Currently the share holding of IEH FMGI Holdings LLC is 11084844 equity shares i.e 19.93%.

CSR Initiatives / Activities

CSR budget approved for the financial year 2020-21 : Rs. 1.98 Cr.

Projects & programmes :

Head Office:

- Ghar Angna School, Gurgaon
- Training Mechanic Programme, Gurgaon
- Vidya Silai Centre, Gurgaon
- Vidya NIOS Bridge Course, Gurgaon
- NIOS Open School (at IIT), Delhi
- Prayas, Delhi
- Infrastructure Improvement in School, Delhi
- SOS Children's Village – Education of 40 Children, Faridabad

Bhiwadi:

- Setting up of Production Unit of Silai Centre SHG + Running Silai Centre, Bhiwadi

Patiala:

- School Uniform for Deaf & Blind Students for both seasons (Summer & Winter) 248 Children, Patiala
- SOS Children's Village Patiala Home, Patiala
- Renovation / facelift Patiala School, Patiala
- Additional work at OPD Dispensary SOS Children's Village education of 45 Children , Patiala

Bangalore:

- Setting up of Training workshop & Silai Centre at Remand House, Bengaluru
- Silai Centre at Manav Charities, Bengaluru
- SOS Children's village – Bengaluru Home, Bengaluru
- SOS Children's village – education of 45 children, Bengaluru
- Supply of mask, sanitizer etc. to Police, Bengaluru

CSR – Awards & recognitions



➤ Corona Warrior Award from BMA (Bhiwadi Manufacturers Association)



➤ Corona Warrior Appreciation Certificate from Labour, Factories & Boilers Inspection Deptt., Govt. of Rajasthan



TENNECO