



SCHAEFFLER

Schaeffler India to acquire KRSV Innovative Auto Solutions

August 31, 2023

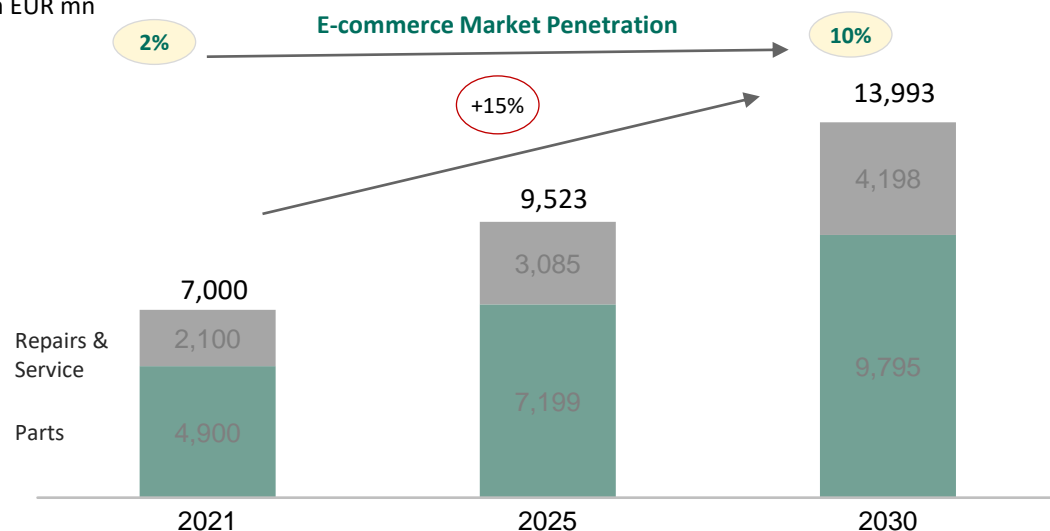
Schaeffler India Limited

We pioneer motion

Digital automotive aftermarket in India – On a growth trajectory

Sizable and attractive Indian Automotive Aftermarket

in EUR mn



Source: Frost & Sullivan

- Indian automotive aftermarket expected to grow to 14bn EUR by 2030
- B to B e-commerce penetration expected to reach ~10% by 2030
- B to B e-commerce aftermarket sales expected to grow at a CAGR of ~30% to 1.4 bn EUR by 2030

- 1 Automotive aftermarket in India grew at a CAGR of ~10% over the past five years, despite disruptive impact of the COVID-19 pandemic
- 2 OEMs are key players in the automotive aftermarket spares - owing to their robust distribution network across the country
- 3 Faster adoption of B to B e-commerce penetration in this industry
- 4 B to B e-commerce penetration in India at ~2% with a substantial growth potential, thereby providing an attractive opportunity to Schaeffler India Limited

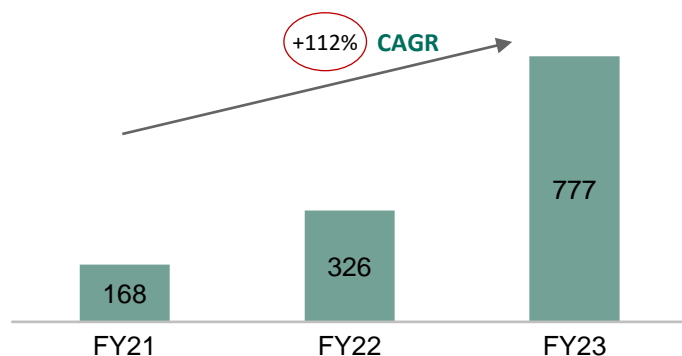
Koovers – Fast growing automotive aftermarket B-to-B e-commerce platform

KRSV Innovative Auto Solutions Private Limited



Koovers turnover details

in INR mn



- Koovers recorded a strong revenue CAGR of ~112%
- Audited nos for last 3 years turnover

- 1 KRSV Innovative Auto Solutions Private Limited is the owner of the fast-growing automotive aftermarket **B-to-B e-commerce platform - Koovers**
- 2 Koovers supplies to over **7,000 workshops** and has a portfolio of around **1.8 million parts** from various manufacturers
- 3 Koovers facilitates **high customer convenience** through suited digital interfaces as well as a fast and reliable supply chain
- 4 Koovers enjoys a **good brand reputation** amongst its customers in India, and offers **all applicable automotive aftermarket products**

A milestone for Schaeffler India to expand its digital business in Automotive Aftermarket

KRSV Innovative Auto Solutions Private Limited



- 1** **100% shares** of KRSV Innovative Auto Solutions Private Limited to be acquired
- 2** Cost of acquisition at **~INR 1,424 mn**
100% cash financed
- 3** Completion of acquisition in **Q3 CY2023**, subject to customary closing conditions
- 4** The platform will continue to operate under the **Kooovers brand** as a **subsidiary** of Schaeffler India Limited

Acquisition enabling fast participation in the automotive aftermarket B-to-B e-commerce market

- 1 Market attractiveness** – Further strengthens Schaeffler’s position in the Indian automotive aftermarket, expanding its digital landscape
- 2 Scalability** – Agile business model and scalable platform with wide spectrum of automotive product offerings as a key enabler of fast growth
- 3 Customer centricity** – The acquisition will focus on delivering better customer experience, while leveraging existing market and business competencies
- 4 Digitalization** – This acquisition contributes to the ambitious aftermarket digitalization journey

Seizing the aftermarket
growth opportunity in the
Indian market

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