

SCHAEFFLER

Schaeffler India Limited
57th 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

Insightful sharing : Focus on Governance and Sustainability

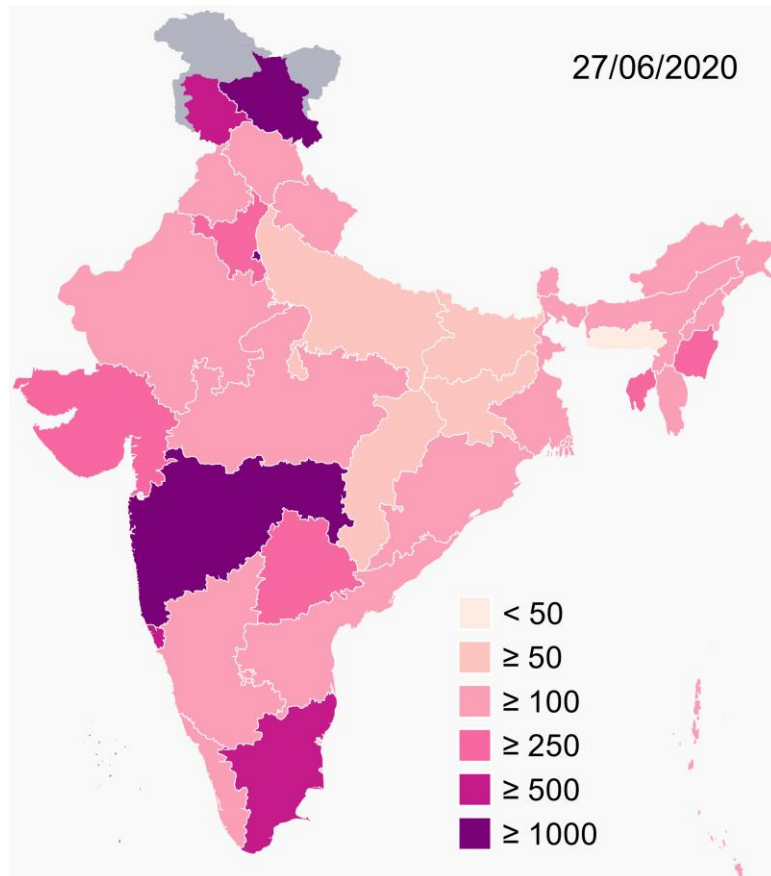
Capability showcasing : R&D Center, Plant Operations and CSR activities kiosk

Encouraging feedback from Share Holders.



COVID-19 Crisis

Map of confirmed cases per million residents



COVID-19 Global pandemic : Global supply chain impacted

Consequences and further course still not foreseeable

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

COVID-19 | Schaeffler Resilience to the front



Crisis Management Team activated on 6th March :
Protect , Recover & Retool.

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

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

Care for community : Donation of 21 INR mn

COVID-19 | Impact on Schaeffler India



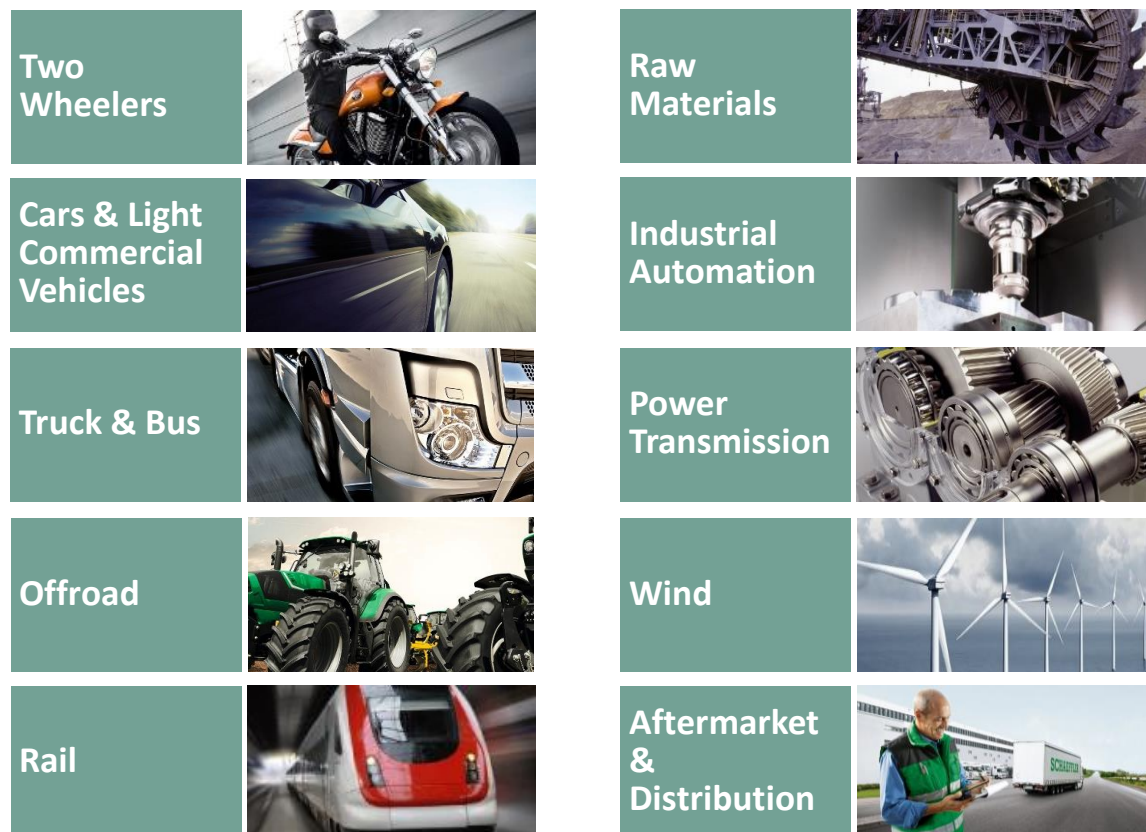
Average production loss ~52 working days

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

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

Balanced business portfolio

Customer Sectors



Mobility 80%
Others 20%

Bearings 60%
Engine & Transmission solutions 40%

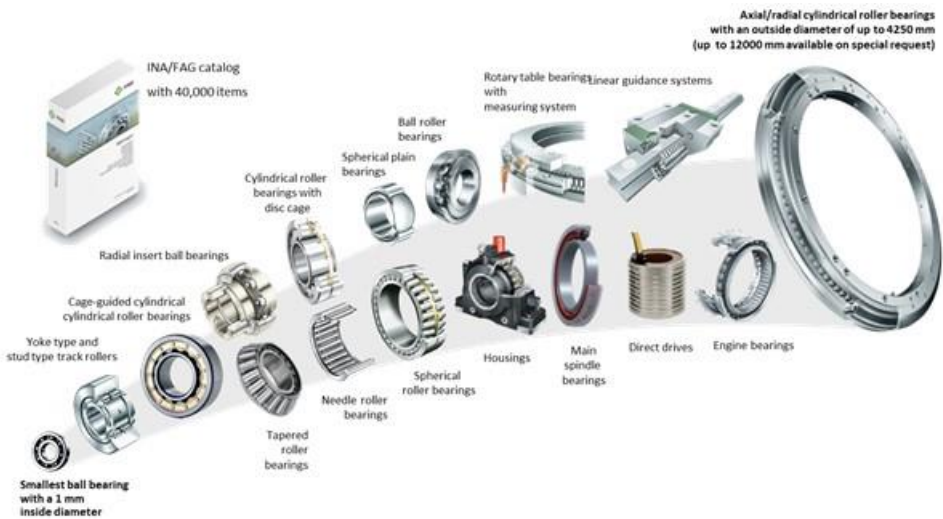
Automotive (incl aftermarket) 53%
Industrial (incl distribution) 47%

excluding exports

Automotive Business | Strong Systems Capability



Industrial Business | Wide Product Spectrum



The Prime Movers | Strong Leadership Team

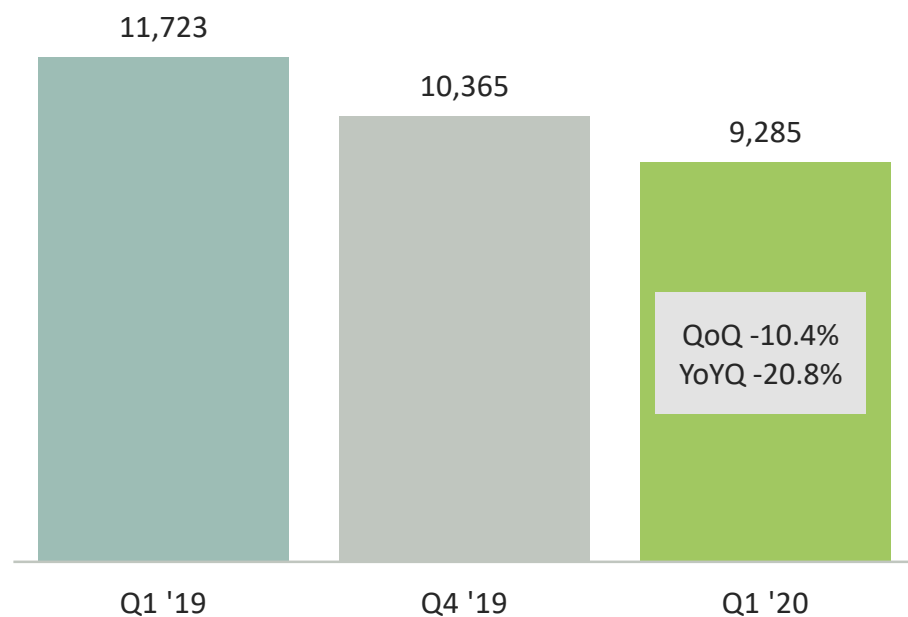


Transparency
Trust
Teamwork

Q1 2020 | Revenue and Earning

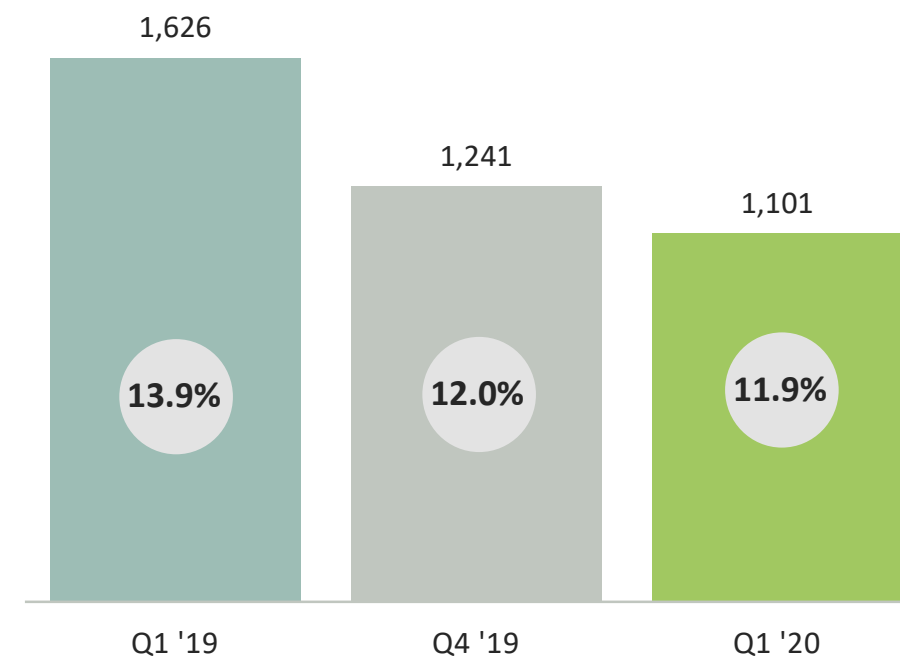
Revenue

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



Working Capital control led to strong free cash flow



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



Judicious investment realization despite downturn

Lowlights



In 2019, Automotive market witnessed a double digit dip



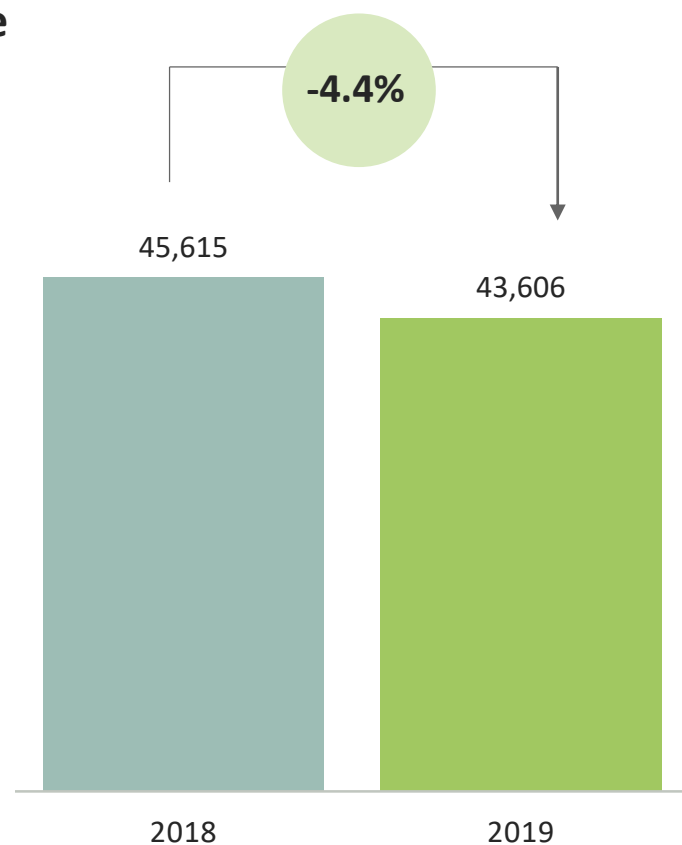
Industrial business witnessed slowdown in Q4/2019



Limited closure of plants led to partial fixed cost impact

Revenue from operations

Revenue
INR mn



Divisions

Automotive OE

-12.9%

Automotive Aftermarket

-2.4%

Industrial

2.9%

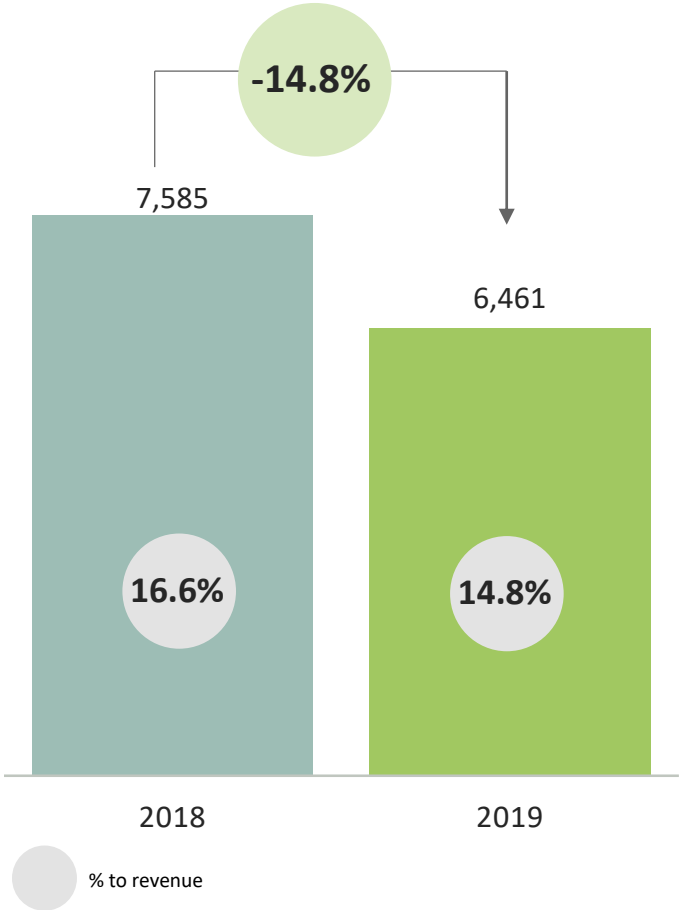
Exports

-1.0%

Earnings

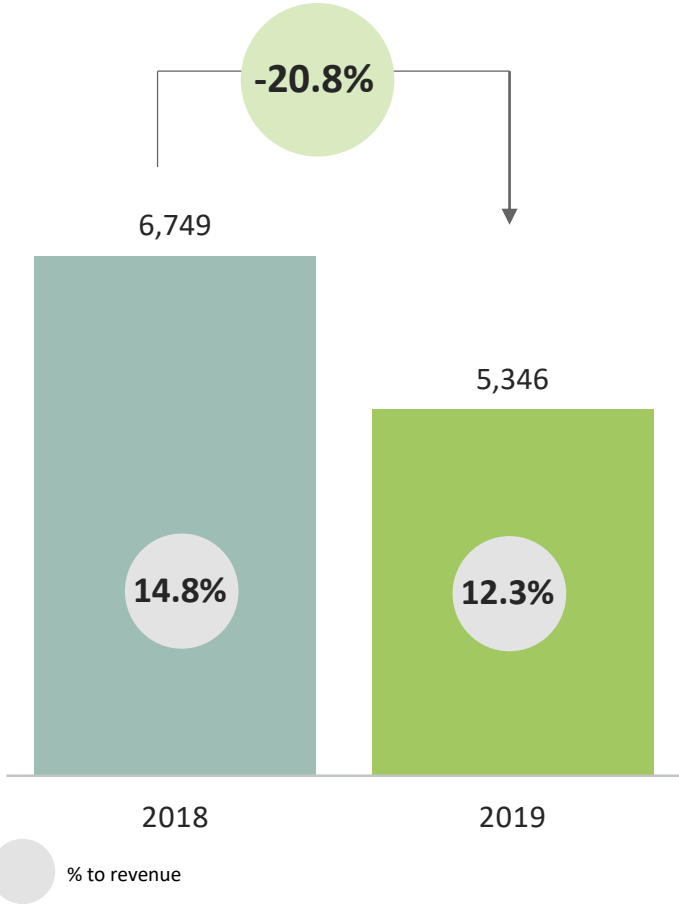
EBITDA

INR mn



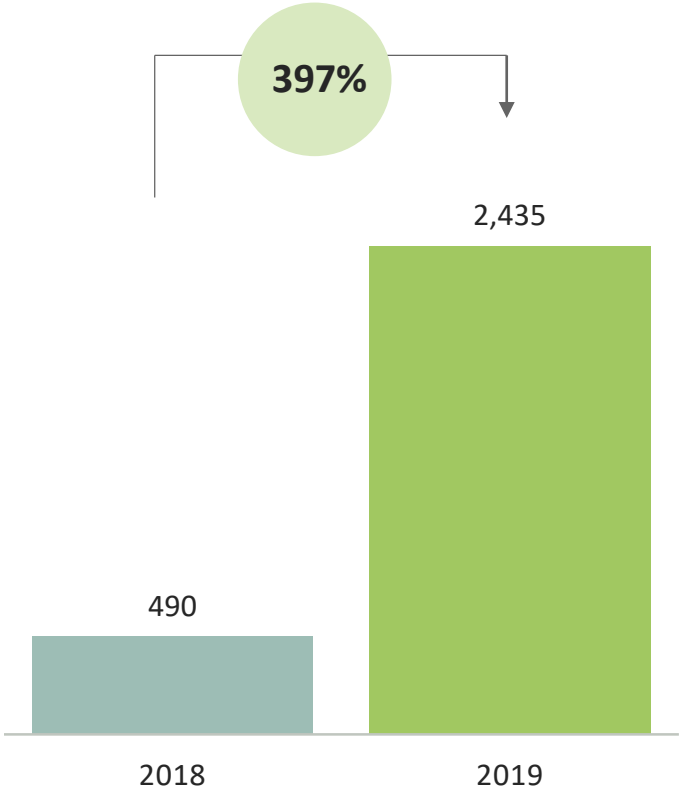
PBT

INR mn

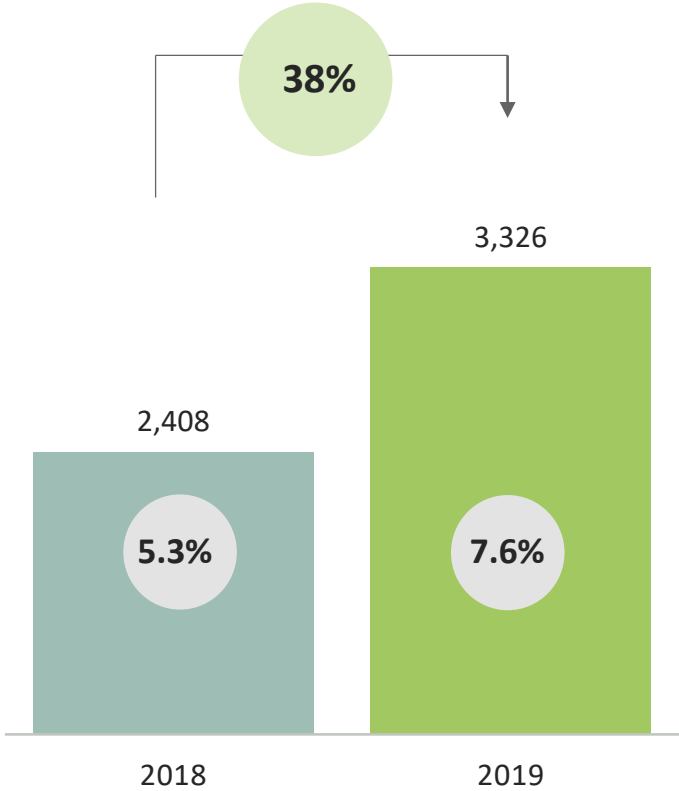


Free cash flow and Investments

FCF
INR mn



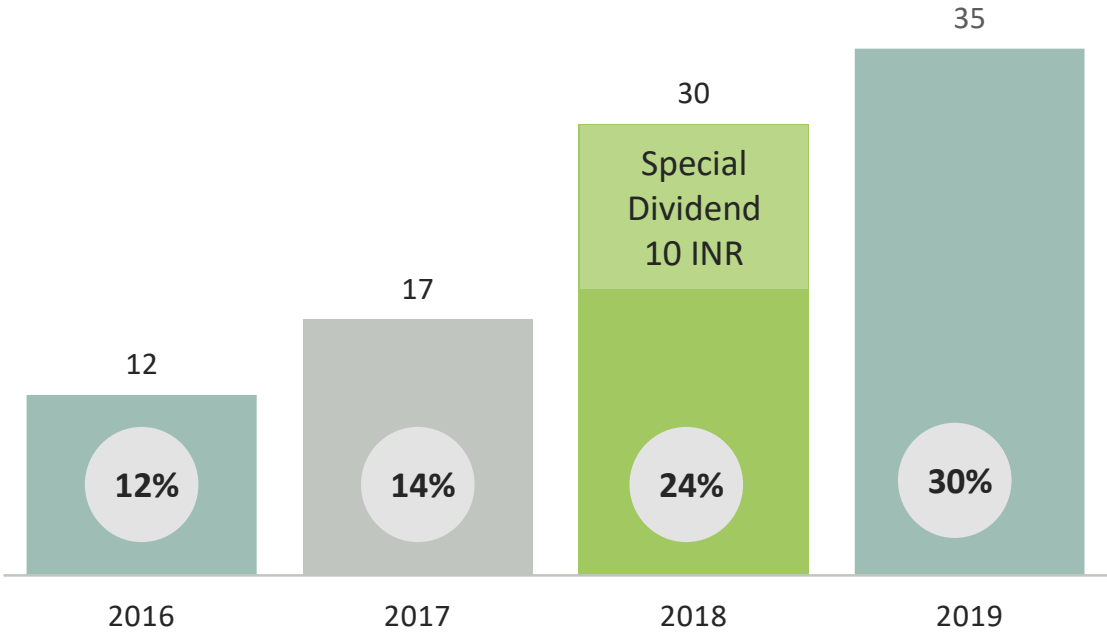
Investments
INR mn



● % 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



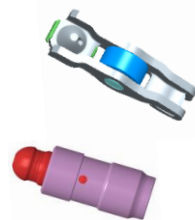
Mobile Van (REXPART) for Training of Mechanics in the Aftermarket



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

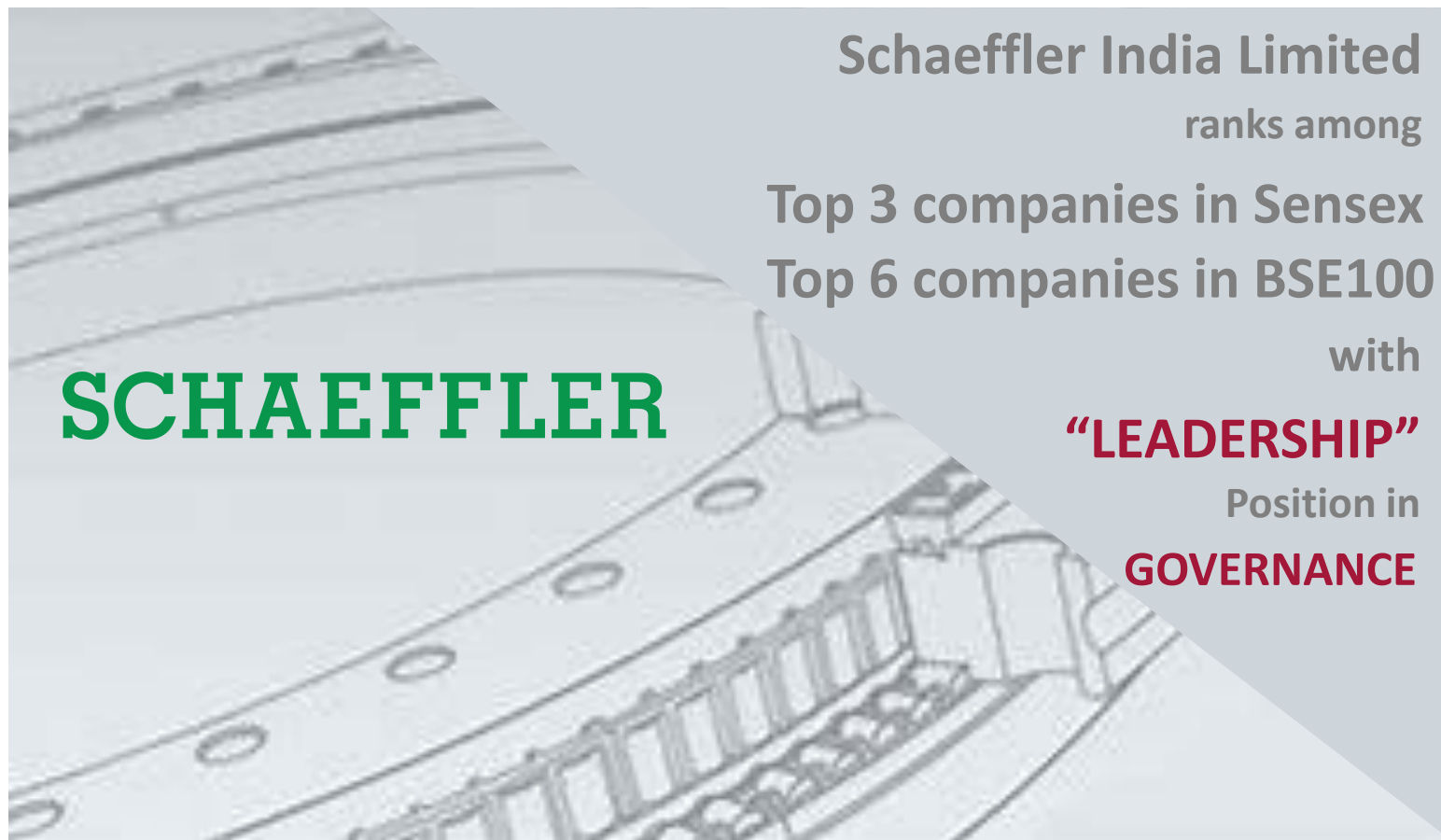


Best Supplier Award for Consistent Zero PPM Quality Performance

'Supplier Excellence Award' for Best Product Development Performance



Leadership position in Corporate Governance

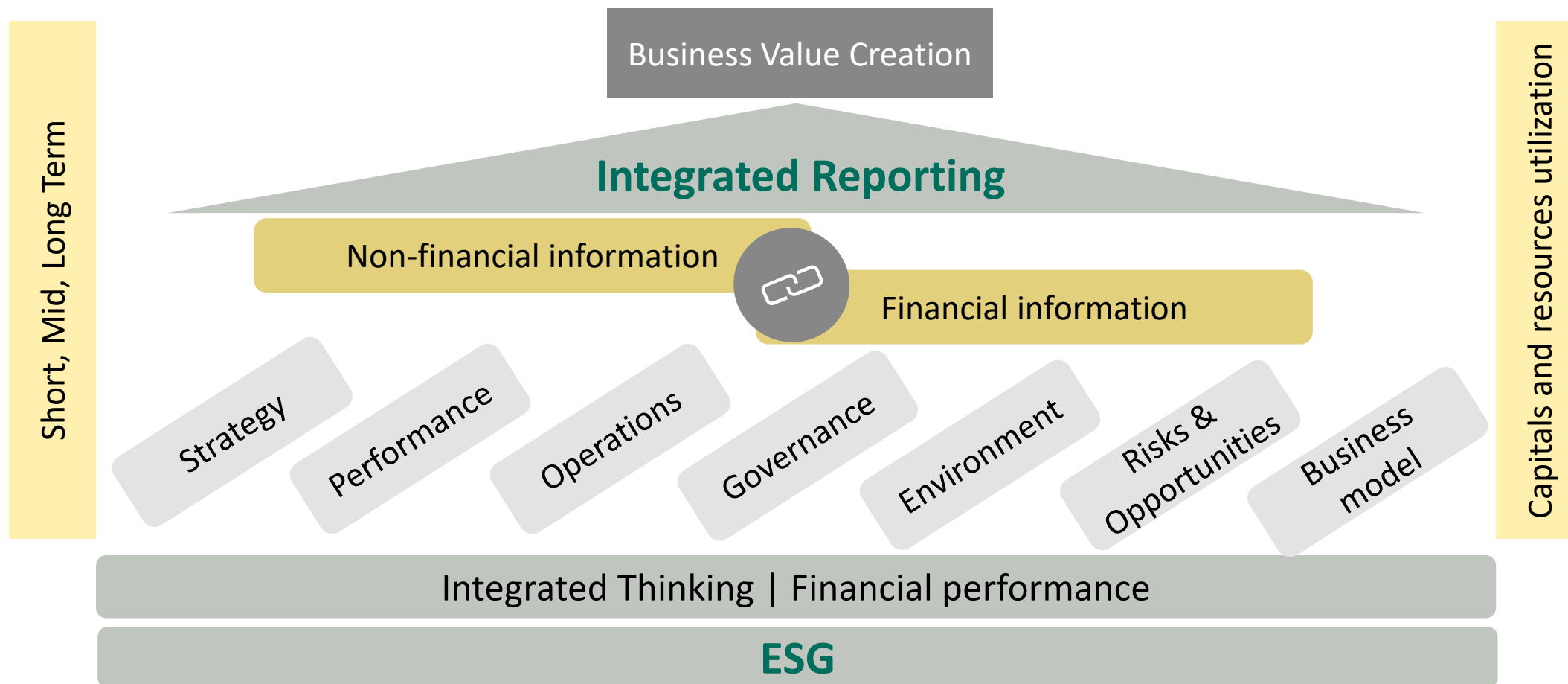


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Schaeffler India Limited
ranks among
Top 3 companies in Sensex
Top 6 companies in BSE100
with
“LEADERSHIP”
Position in
GOVERNANCE

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

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

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

Encouraging diversity & inclusion at workplace

Fitness week and many more health related sessions

Festive celebration with employees and their families

Responsibility towards Community| CSR activities for 2019



Schaeffler Technical Enhancement Program (STEP)



Investment of 92.7 INR mn in various social interventions

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

Environment focused programs – Clean and Green Maneja, Jal Sahara

Effectiveness of CSR Programs assessed



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

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

Contributing successfully in metro projects across India & abroad.

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