

A black and white photograph of a gloved hand holding a precision tool, possibly a probe or a pen, over a green, curved mechanical component. The background is blurred, showing industrial machinery.

SCHAEFFLER

Schaeffler India Limited 58th Annual General Meeting

April 27, 2021
Harsha Kadam
Managing Director

We pioneer motion

Crisis or otherwise: Customer first

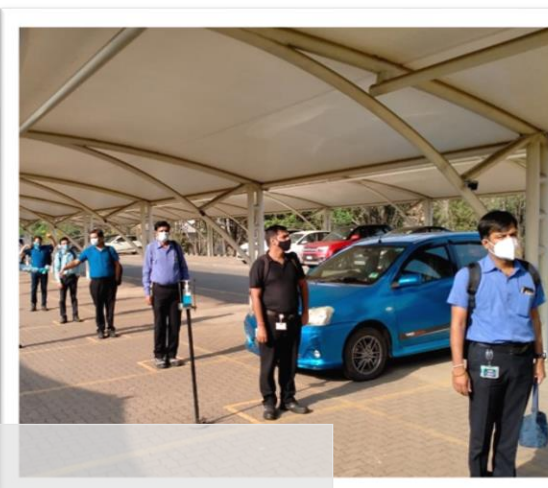
Hyundai honored us with Gold award for excellence in supply chain 2020



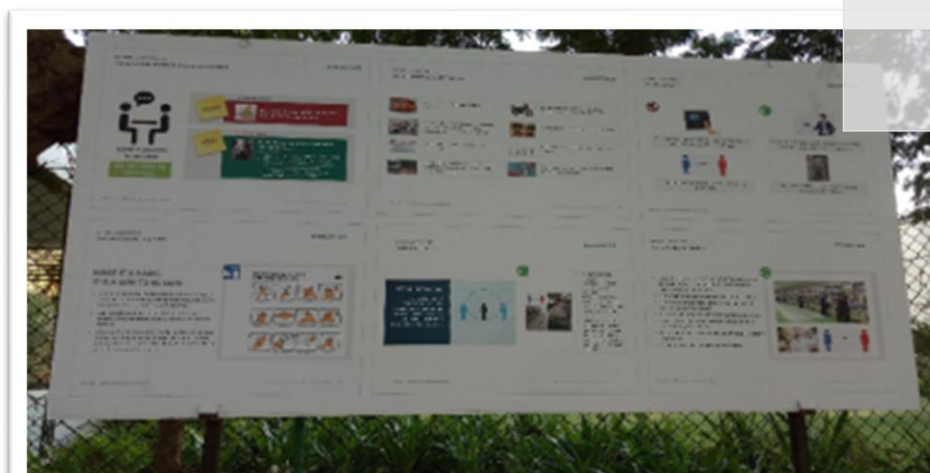
Key Parameters : Production support, inventory management, container management, adherence to safety rules, on-time customer support



Expressing our gratitude



Thank you!



Our response to COVID-19 ... all round Crisis Management

Employees

- Leadership outreach
- Timely payment of salaries
- Work-from-home with a dedicated VPN
- Training for over 30,000+ hours
- Online sessions on well-being
- Videos to explain health and safety SOPs

Customers

- Clearance of 220 containers in record two weeks
- Regular assessment of supply chain
- Booking of space in ship lines and airlines
- Alternative transport arrangements
- Effective task force of internal and external teams of freight forwards, clearing agents



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COVID Crisis Management

Community and Government/ Local COVID care

- 13 mn INR donated to PM CARES Fund
- 7.5 mn INR donation to local hospitals in Pune, Hosur and Vadodara for COVID related medicines, PPE kits, ventilators, etc.
- 3 Mobi Health Units reached out to villages regularly

Suppliers & Service providers

- Availability of adequate working capital
- Timely payments to suppliers & service providers
- Communication for smooth re-start of ensuring quality and timely delivery
- Communicated with suppliers on measures to be taken during restart phase

Overview of a “Year like never before”



Pushed into uncharted territory, re-prioritized activities to **Protect, Retool & Recover**

Formulated action plan and teams **responded with resilience and demonstrated agility** to stay the course

Activated a slew of **cost controls and other counter measures without compromising on governance**

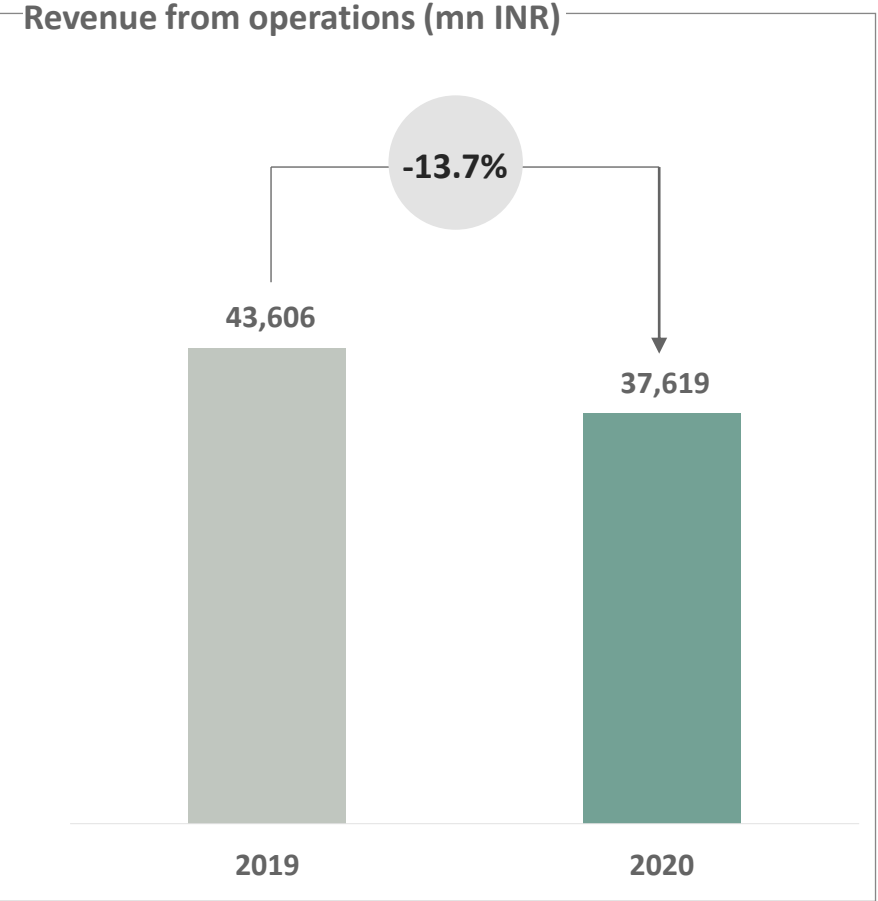
Introduced **new and innovative range of products and services**, adding value to customers

Our leadership team



Trust,
Transparency &
Teamwork

Revenue from operations



Automotive Technologies

-13.4%

Automotive Aftermarket

-6.6%

Industrial

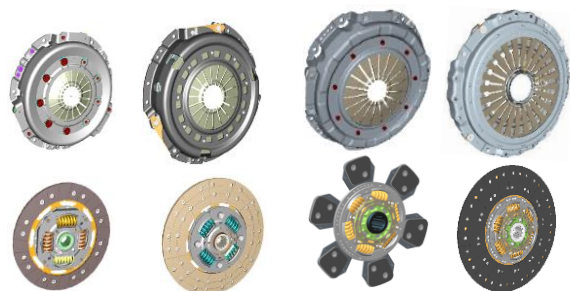
-15.3%

Exports

-13.8%

Future ready products and new launches

Automotive Technologies



Future ready products

- 1 Superior performance with increased life
- 2 Less clutch pedal effort and vibrations
- 3 Reduced Total cost of ownership

Industrial



Linear assembly guideways

- 1 High positional accuracy, effortless installation
- 2 Long life with accurate high-speed motion with less driving force
- 3 Equal loading capacity in all directions

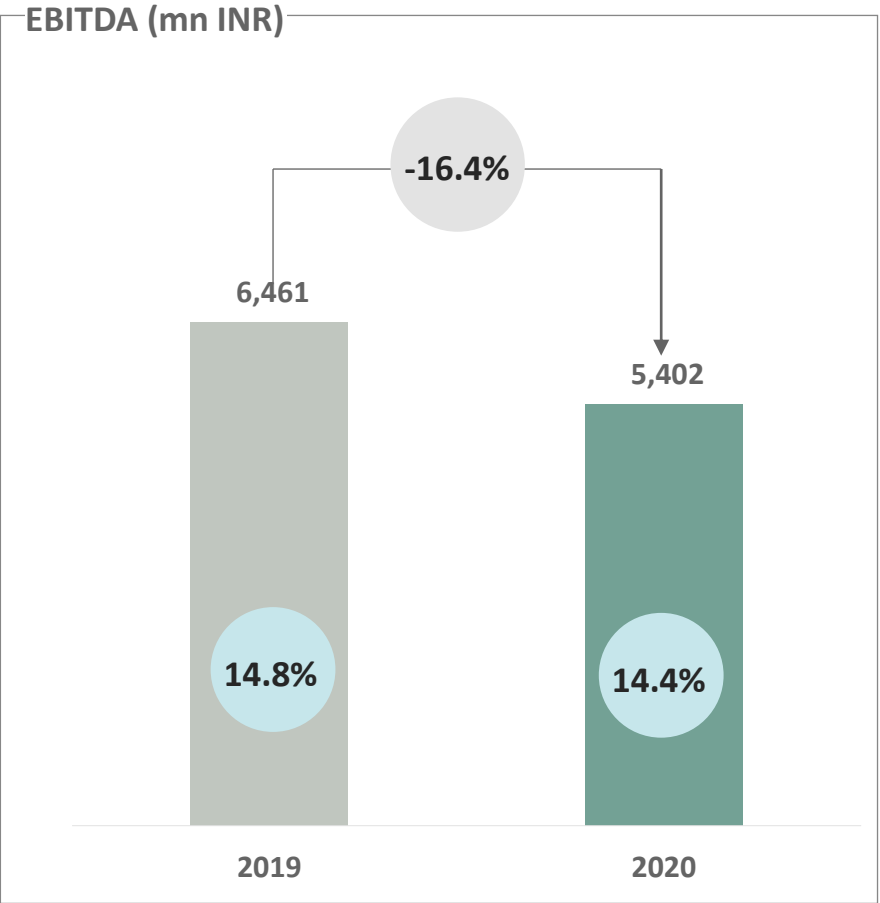
Automotive Aftermarket



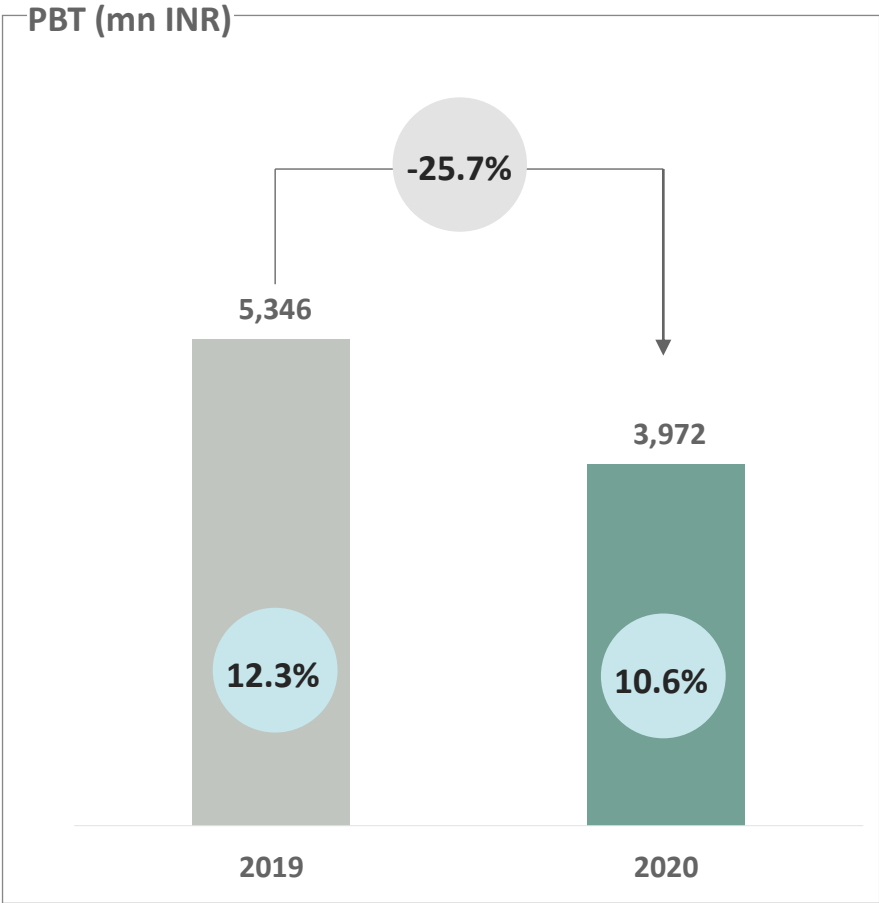
Lubricant Schaeffler TruPower

- 1 Premium base oil with enhanced additives technology
- 2 Complete Range across Vehicle Segments
- 3 First Movers to introduce BS VI Range

Earnings

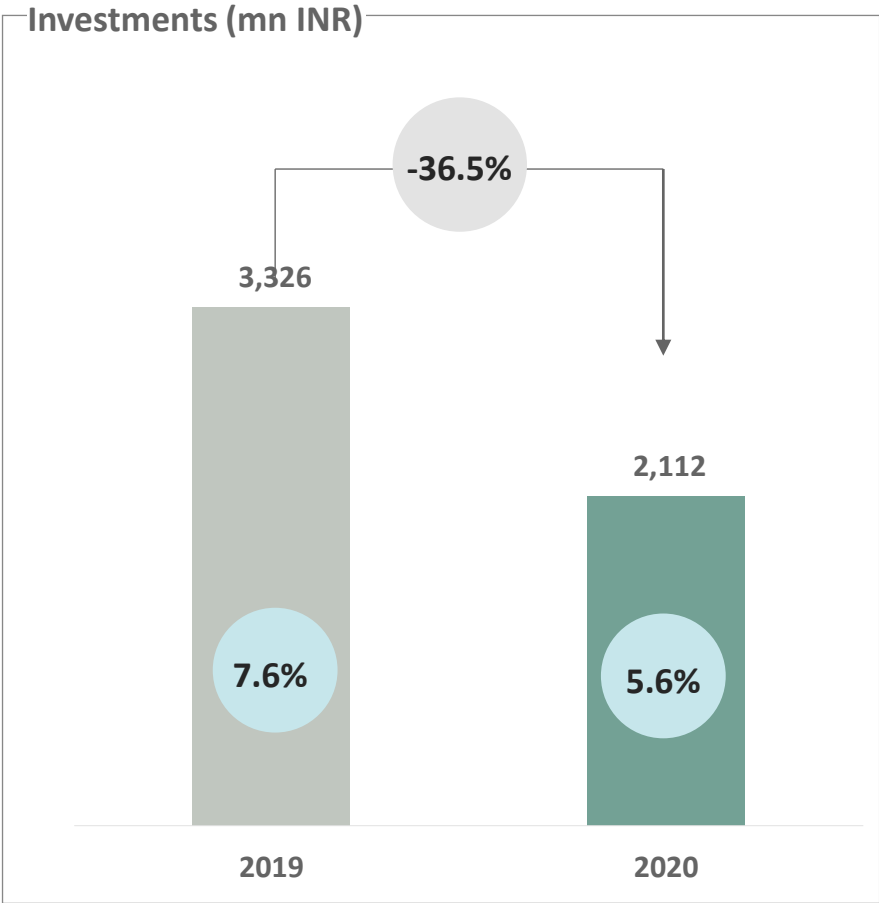
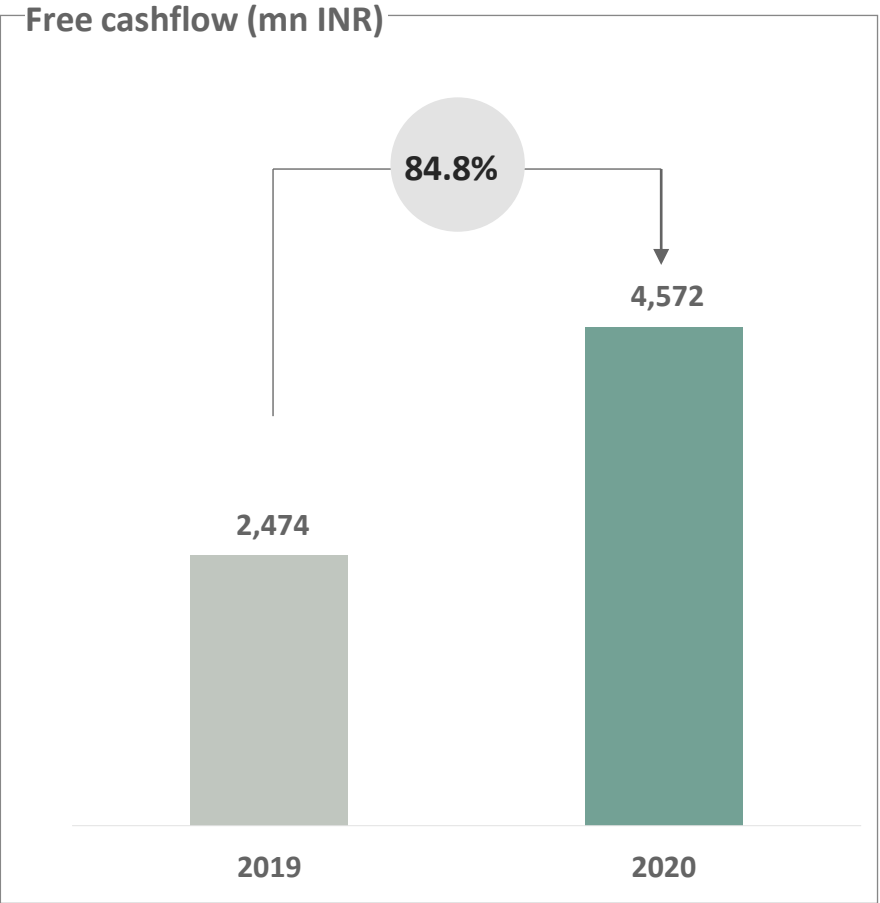


 % to revenue



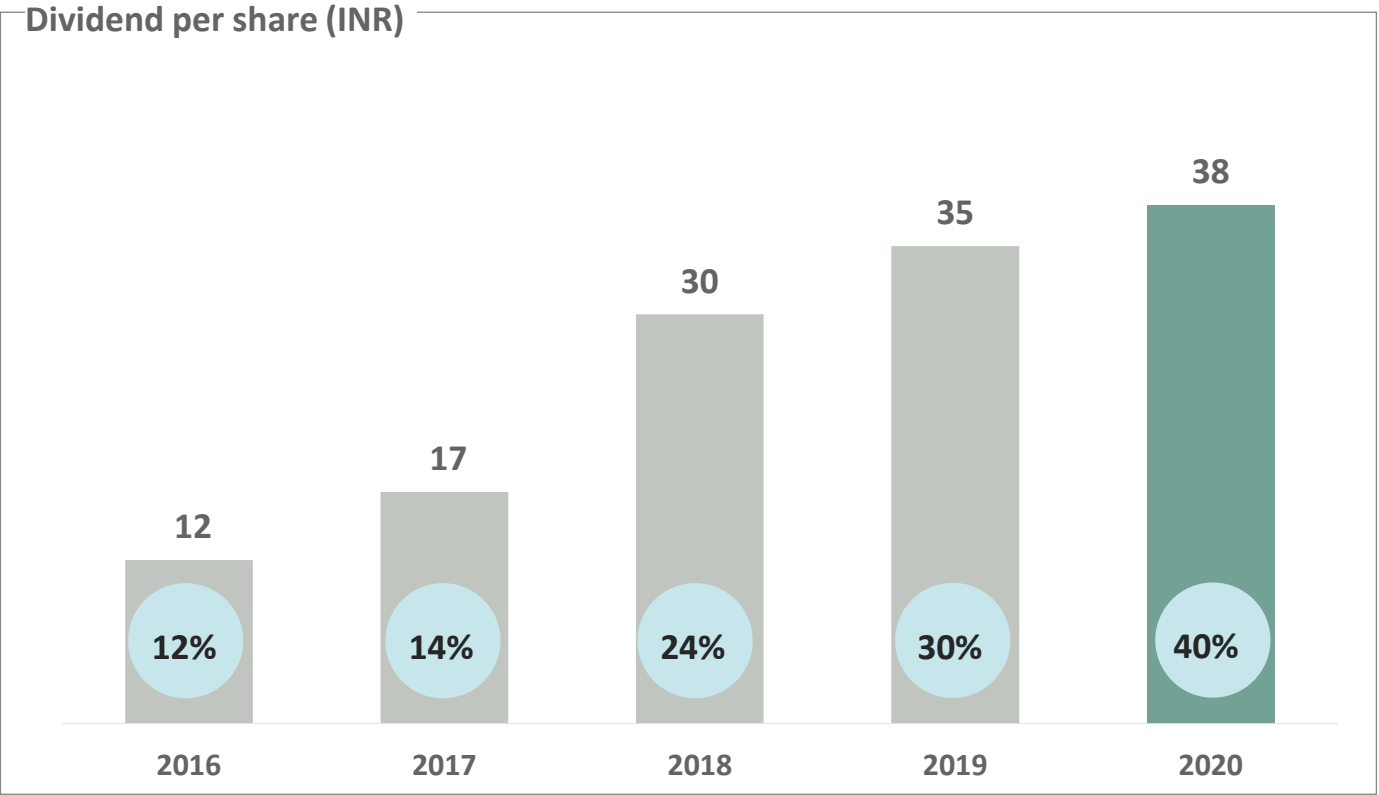
 % to revenue

Free cashflow and Investments



 % to revenue

Dividend

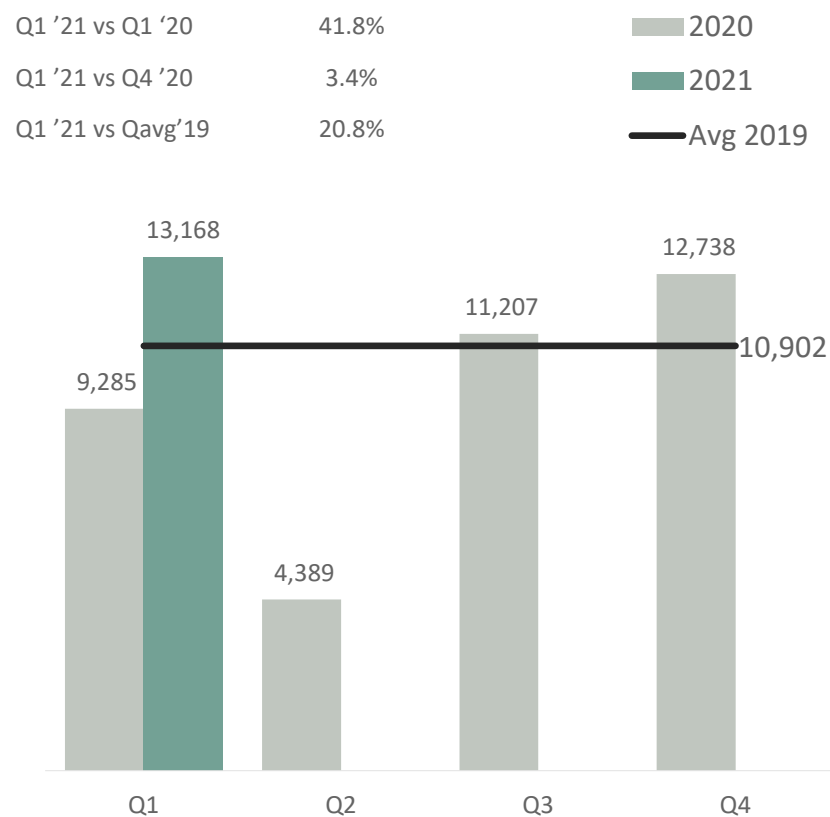


Pay out ratio (% to net profit before exceptional items)

Committed to value creation for stakeholders

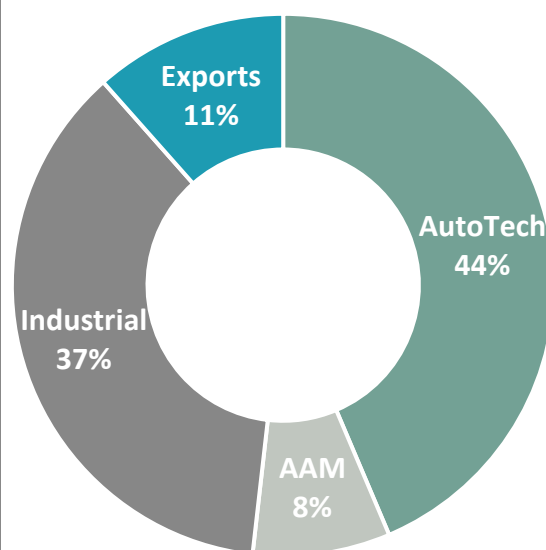
Q1 2021 | Revenue and Earning

Revenue from operations (mn INR)



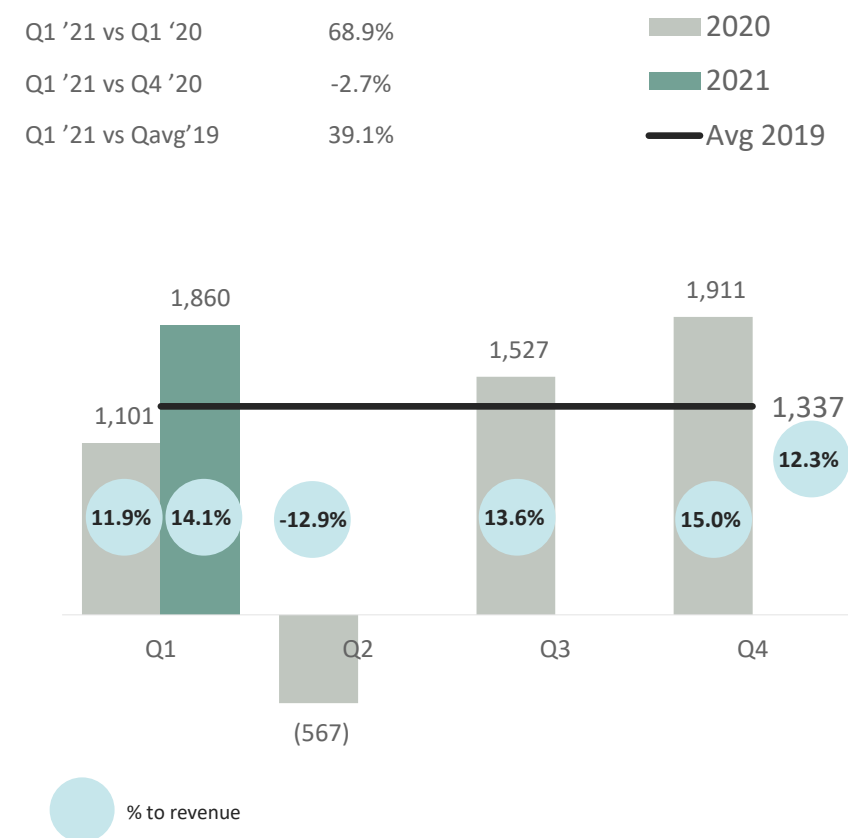
Revenue segmentation

Q1'21 revenue



YoY change
 AutoTech 54.9%
 AAM 22.6%
 Industrial 31.8%
 Exports 41.1%

PBT (Before exceptional items) (mn INR)



Sustainable progress – Schaeffler Group is leading the way

Schaeffler Group has been selected as one of the 50 Sustainability & Climate Leaders worldwide



The common objective of this initiative is the achievement of the 17 goals for sustainable development set by the United Nations.

Sustainability and Engagement is one of seven subprograms of Corporate strategy 2025

Schaeffler India is taking baby steps to progress on selected ESG parameters

Sustainable progress – Environment, Social, Governance



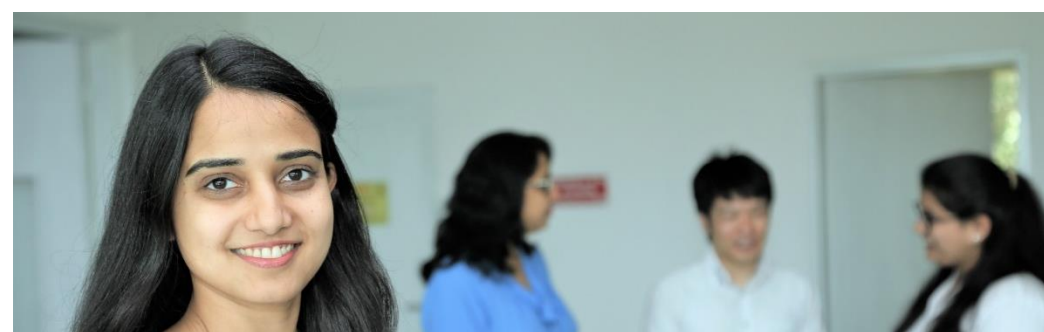
1 Operations



2 Products



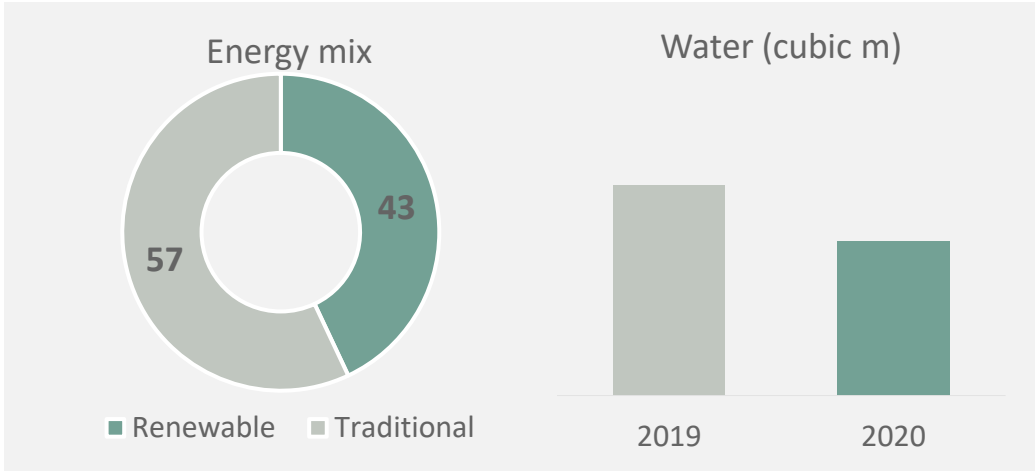
3 Community



4 People

ESG in Operations and Products

1 Operations



Savli plant won laurels for Energy Efficiency and Conservation at VDMA Engineering Summit

2 Products



Uniair variable valvetrain system with camshaft phasers can reduce CO2 up to 10%



48 volt hybrid module coupled with belt driven starter generator can cut down emissions up to 5-7%



CRB - Upto 50% less friction
TRB - Upto 50% reduced friction
Axial SRB - Reduced by 20% friction

ESG in Community and People

3 Community



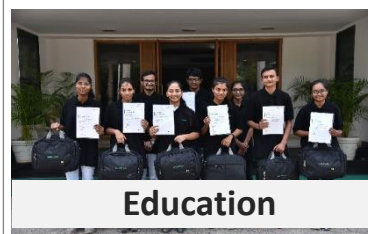
Health

- 13 mn INR donated to PM CARES Fund
- 7.5 mn INR donation to local hospitals
- 3 Mobi Health Units reached out to villages regularly



Occupational skills

- NUSSD Prog in Savli – 400 students
- NITARA - 60 Physically challenged girls got certified with Job Placement
- 100+ underprivileged students every year will benefit from Autotronic Lab in Don Bosco



Education

- New Boys Hostel – 150 capacity
- Mobile Science Van and Library in Talegaon
- HOPE Engineering Scholarships 20 Students

4 People

Customers

96+ trainings conducted for over **3920** beneficiaries
Customers | Distributors | Mechanics | Sales team

Suppliers

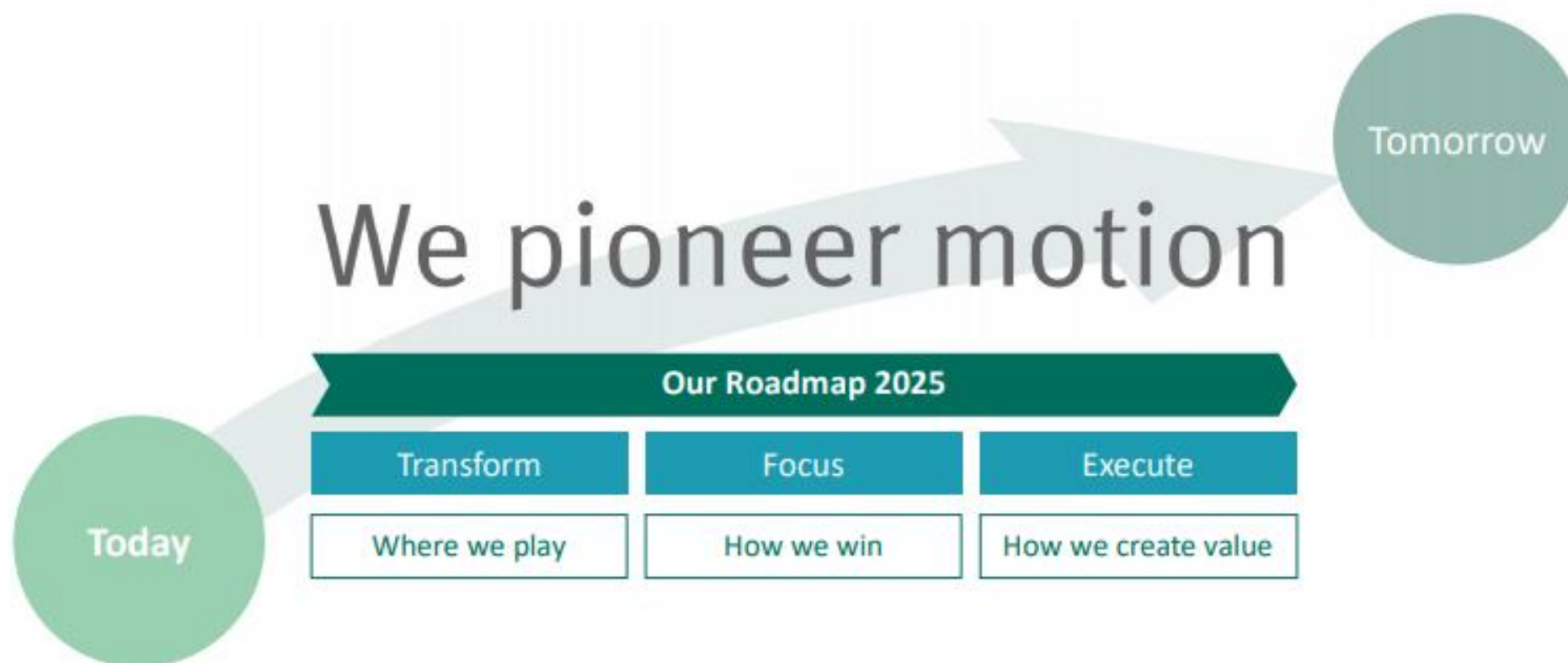
351 Suppliers trained in ethical practices in 2020 compared to 326 suppliers in 2019

Employees

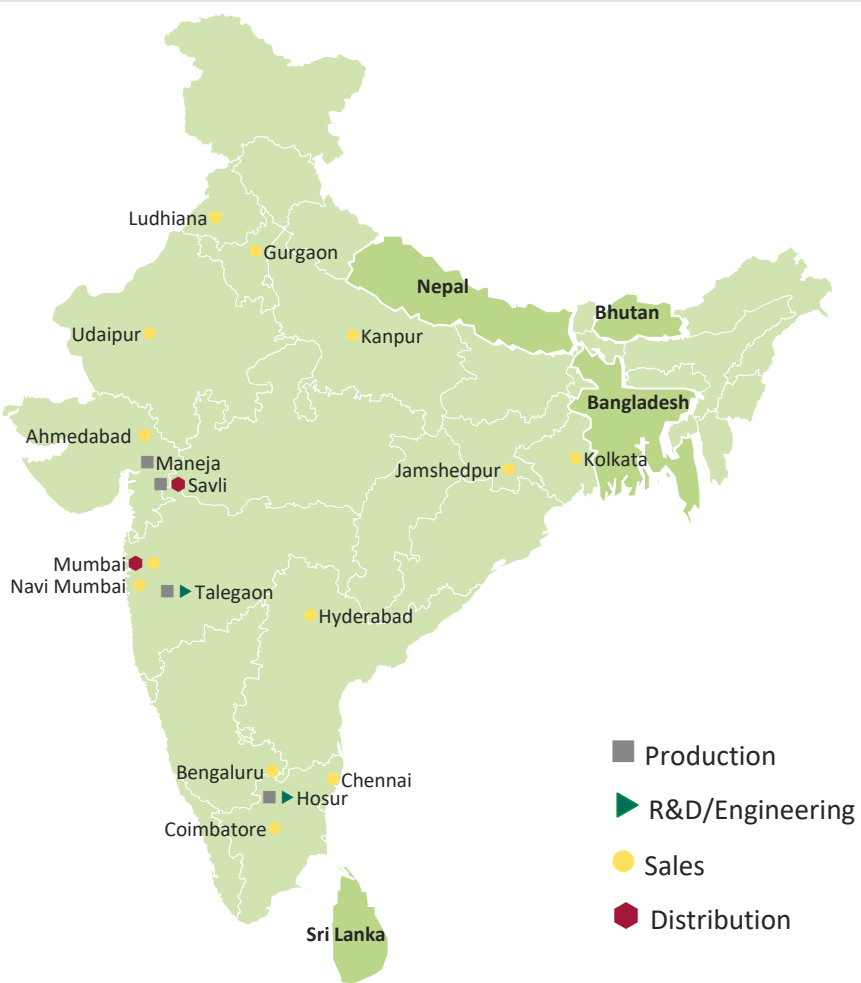
269 Training batches
14000+ Participants

We keep strategic course globally

Schaeffler launched its Global Roadmap 2025



Schaeffler in India

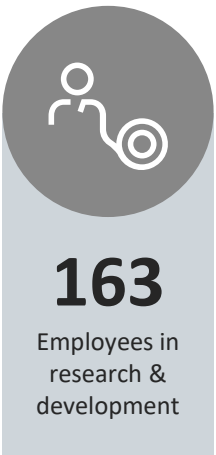
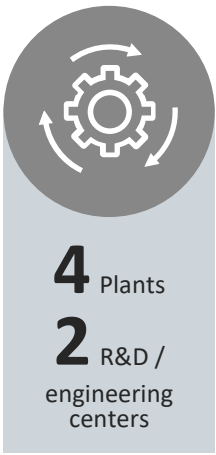
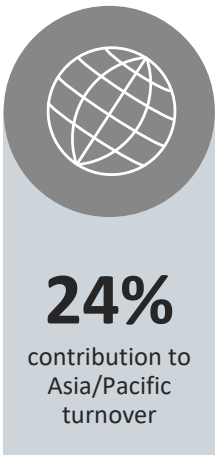
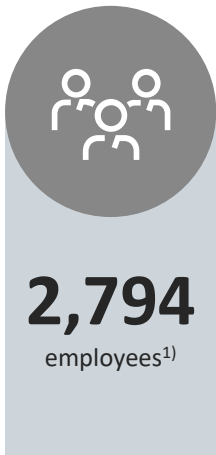


1 **Maneja, Vadodara**
Products : Ball, Roller & Wheel Bearings

2 **Savli, Vadodara**
Products : DGBB GenC & Large Size Bearings

3 **Talegaon, Pune**
Products : Engine Comp, Chain Drive Systems, NRBs, Transmission

4 **Hosur, Tamil Nadu**
Products : Clutch systems, Clutch Release Systems



¹⁾ As of 31 December 2020

Schaeffler India’s Long term growth story is intact



Summary

- 1 We stayed resilient and emerged stronger from an extremely volatile 2020
- 2 Our balanced business portfolio continues to bring all around performance
- 3 We continue to invest in capacities & competencies for the future
- 4 External environment continues to remain volatile in the current scenario but long term outlook appears promising
- 5 Our alignment to Roadmap 2025 strategy continues to guide us



We pioneer motion