

Schaeffler India Limited · Pune · Maharashtra

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

Company Code: 505790

National Stock Exchange of India Limited

Exchange Plaza, C – 1, Block G,
Bandra-Kurla Complex, Bandra (E),
Mumbai-400051

Company Code: SCHAEFFLER

Sub: Investor Presentation

28/02/2025

Dear Sirs,

Pursuant to provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation of the Company.

Phone: +912068198464

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For **Schaeffler India Limited**

Ashish Tiwari,

VP - Legal & Company Secretary

Encl.: As above



What has made us strong in the analog world,
makes us even stronger in the digital world.

Schaeffler India Limited

Investor Presentation Q4 and 12M 2024
February 28, 2025

We pioneer motion

Q4 2024 Awards and Accolades



DAIMLER TRUCK

Nominee Award for resilient supplies



Best Digital Support for 2024



Supplier Performance Award for excellence in new product development

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Economy and Industry

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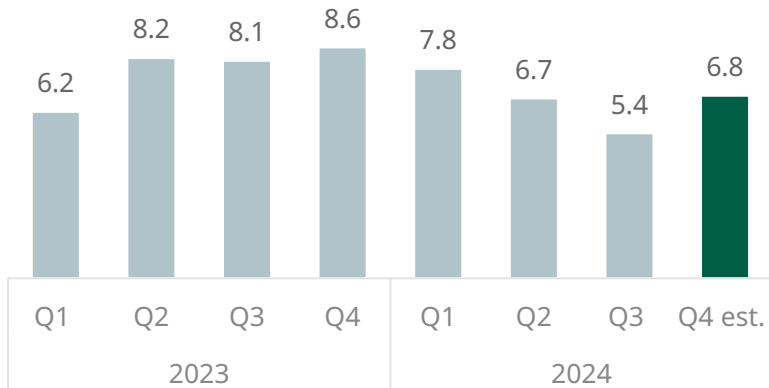
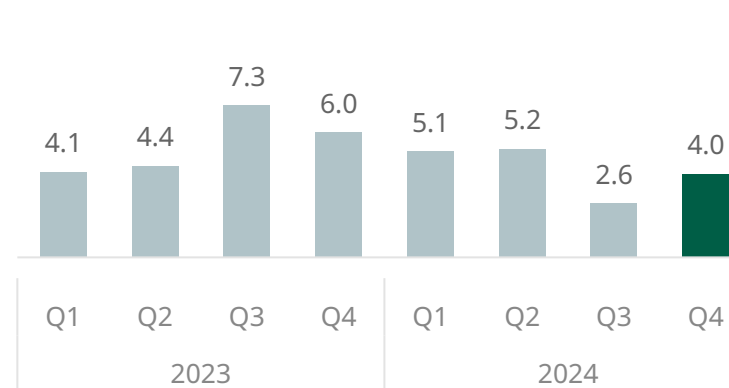
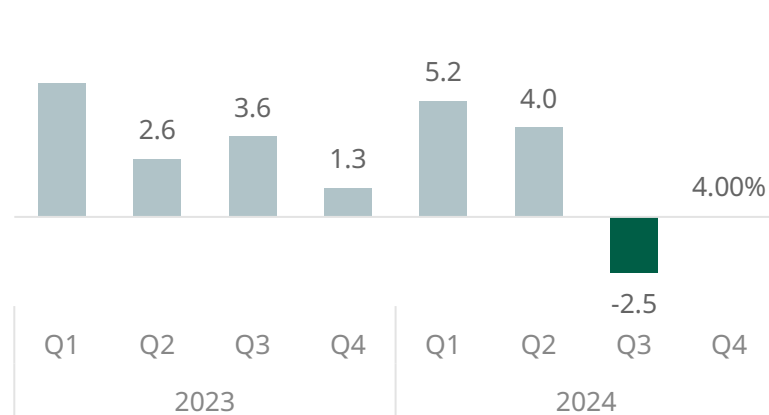
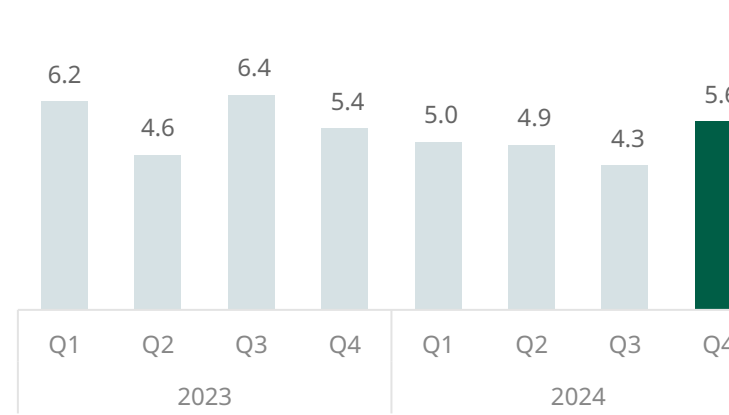
Business Highlights - Q4 and 12M 2024

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Financial Highlights - Q4 and 12M 2024

AGENDA

Economy

GDP ^{1) 3)}IIP ^{1) 3)}Automotive Production ^{2) 4)}CPI ¹⁾

Key Aspects

- Q4 GDP growth estimated at 6.8%, balanced economic prospect
- IIP growth in 2024 due to healthy run of the metal products, electrical equipment & furniture. Rebound in Q4 due to improved manufacturing output and positive impact of festive season
- Q4 YoY growth for PVs at 3%, CVs at 1.8% and tractors of 12.1%
- CPI inflation remains elevated at 5.6%; food inflation remains a concern

Note :

- Data is reinstated every quarter as per final reports released by authorities
- GDP, IIP, and Automotive Production are YoY growth rates, whereas CPI is quarterly inflation rate.
- Automotive Production includes PVs, CVs, & Tractors with production share of 71%, 15%, & 14% respectively

Source of data :

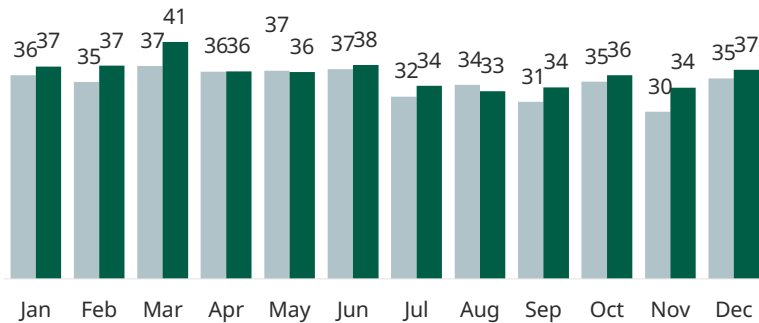
- ¹⁾ Ministry of Statistics & Programme Implementation
- ²⁾ SIAM : Society of Indian Automobile Manufacturers
- ³⁾ GDP - Gross Domestic Production, IIP - Index of Industrial Production, CPI - Consumer Price Index
- ⁴⁾ Automotive Production includes PVs, CVs, & Tractors

Core Sector Performance

2023 2024 CY2024 Growth

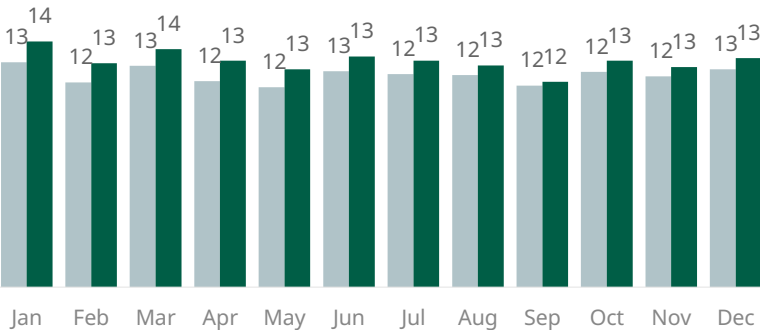
Cement Production (mn tn)

4.4%



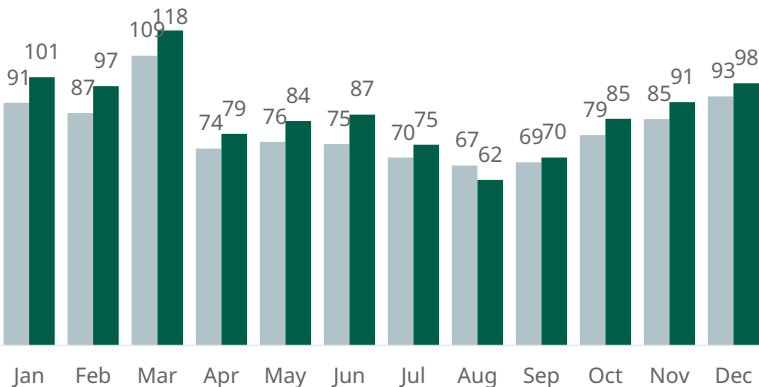
Steel Production (mn tn)

6.6%



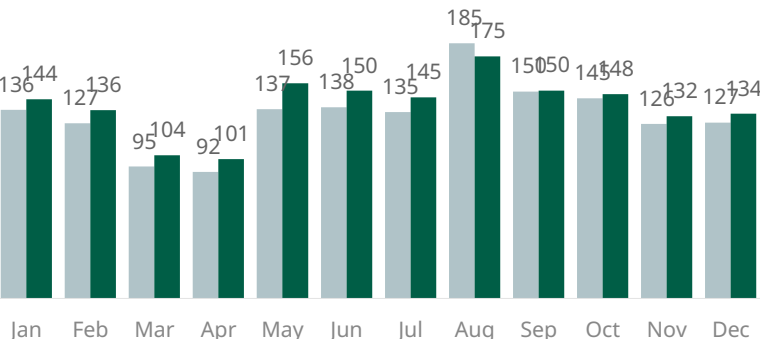
Coal Production (mn tn)

7.4%



Electricity Generation (bn KWh)

5.2%



Key Aspects

Core industry growth for CY'24 registered at ~4% compared to ~8% for the same period last year

Sector weightage within eight core sectors

Sector	% weight
Cement	5.4%
Steel	17.9%
Coal	10.3%
Electricity	19.9%

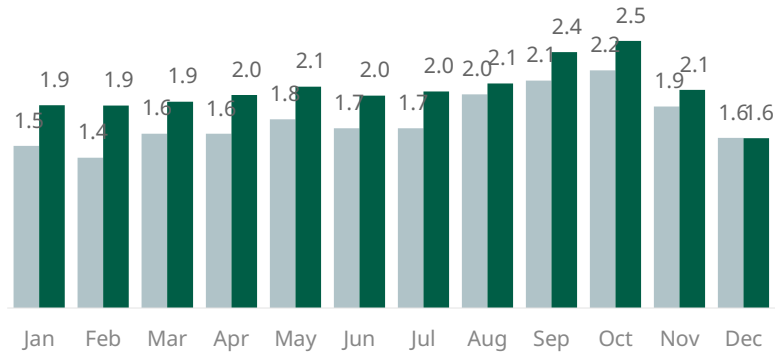
Source of core sectors data: Office of Economic Advisor

Automotive Sector Performance

2023 2024 CY2024 Growth

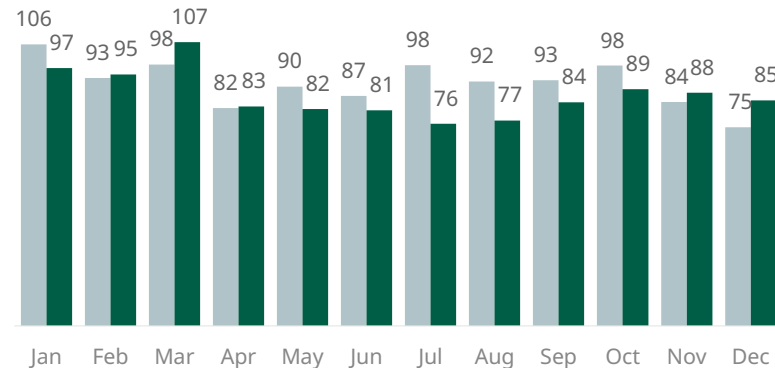
Two and three wheelers (mn units)¹⁾

15.5%



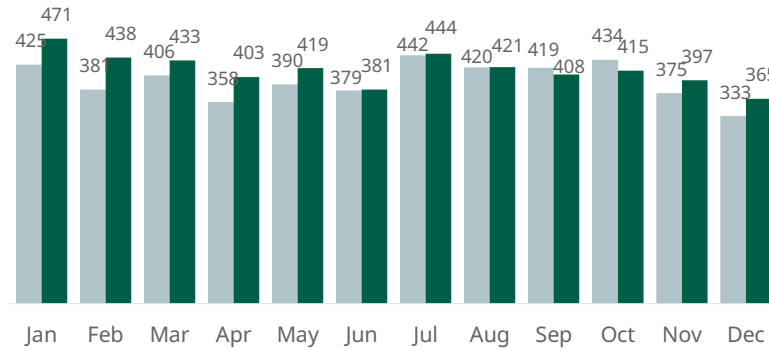
Commercial Vehicles (th units)²⁾

-4.8%



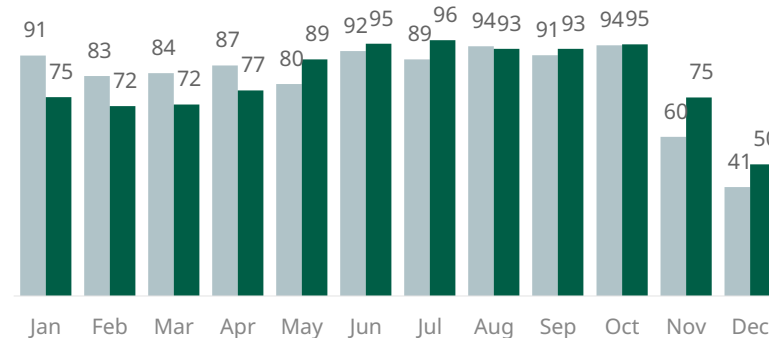
Passenger Vehicles (th units)²⁾

4.9%



Agricultural Tractors (th units)³⁾

-0.4%



Key Aspects

- 2W sector demand from both domestic and exports markets, coupled with higher EV sales
- PV segment growth continued demand in SUV segment and increased uptake for clean and green fuel
- CV sector saw some uptick in Q'4 due to festive buying, pick-up in mining, infra and logistics sectors.
- Tractor segment was affected in H1'CY24, growth recovery seen in the second half, expected positive momentum

Source of data :

¹⁾ SIAM : Society of Indian Automobile Manufacturers

²⁾ TMA : Tractor Manufacturers Association

³⁾ TW – Two wheelers, CV – Commercial Vehicles, PV – Passenger Vehicles,

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Economy and Industry

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Business Highlights - Q4 and 12M 2024

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Financial Highlights - Q4 and 12M 2024

AGENDA

Q4 2024 Performance

Key messages

- 1** Revenue performance sustained – double digit growth momentum continues
- 2** Quality of earnings improved marginally - focus on cost management remains
- 3** FCF improved due to better working capital management and profitability
- 4** Long-term capex framework being realized judiciously

Sales

12.2% vs Q4'23
0.5% vs Q3'24

20,823 mn INR

EBITDA

18.8% Q4'24
18.5% Q3'24

3,904 mn INR

PAT

12.0% Q4'24
11.9% Q3'24

2,493 mn INR

FCF

1,775 mn INR Q4'23
1,002 mn INR Q3'24

1,628 mn INR

EBITDA : Earning Before Interest, Tax and Depreciation (before exceptional item), FCF : Free Cashflow
Note : Performance comments on Standalone Financials

Business Developments

Automotive Technologies



Reliability and emission reduction

Business wins in PVs¹⁾ for planetary gear shafts

Continued wins for clutches for CV¹⁾ segment

Business wins in PVs¹⁾ for clutches and damper systems

Vehicle Lifetime Solutions



Increased market coverage

New business wins for chassis parts range

Business wins for FEAD/ Timing Kit, wipers and lubrications continues

Continued focus on portfolio expansion and penetration through range extension

Bearings and Industrial Solutions



Precision and Efficiency

Business wins for liner guides in the Industrial Automation sector

Business wins for angular contact ball bearings in the Off-Road sector

Continued business wins for plain bearings and DGBBs in the Railways and TW¹⁾ sector

¹⁾TW - Two-wheelers, CV - Commercial Vehicles, PV - Passenger Vehicles

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Economy and Industry

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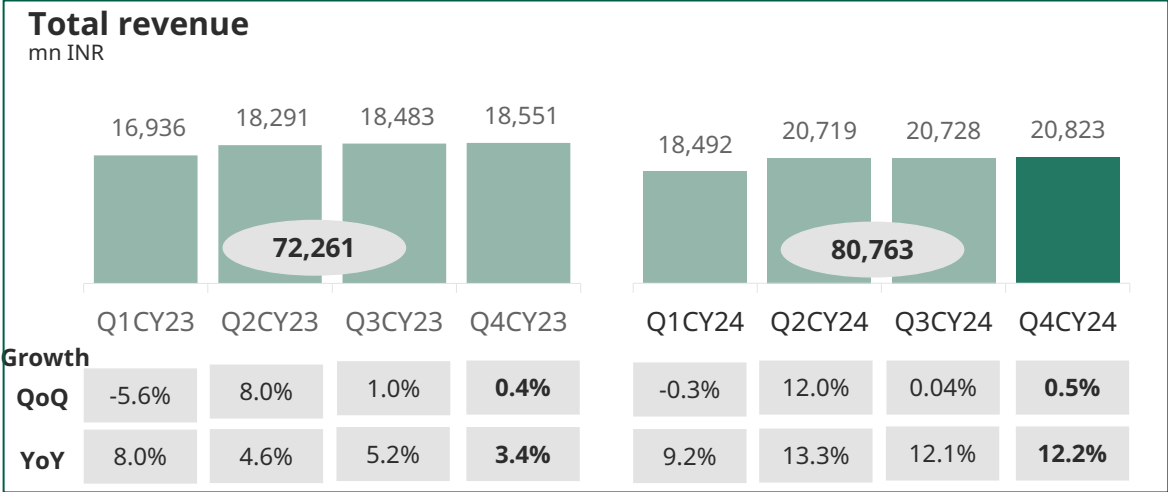
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AGENDA

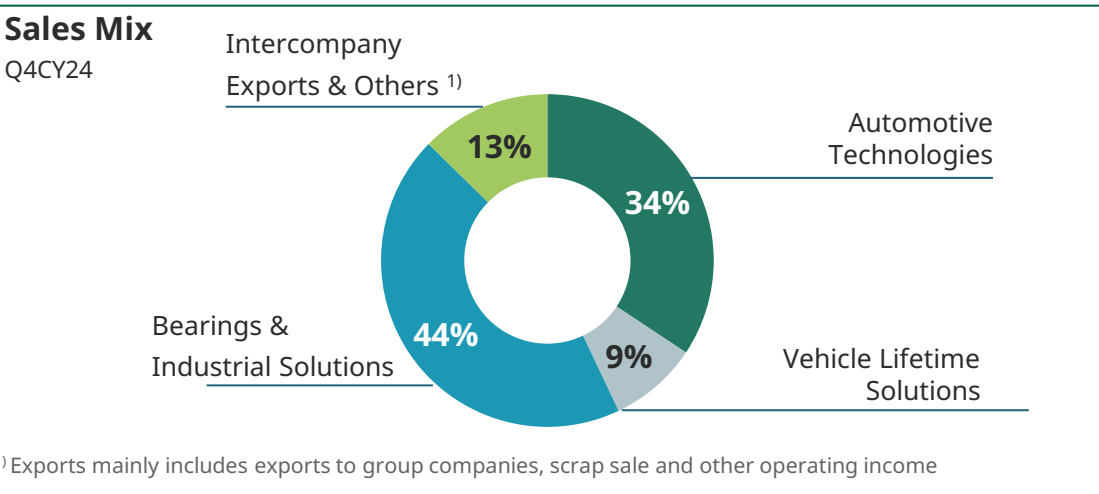
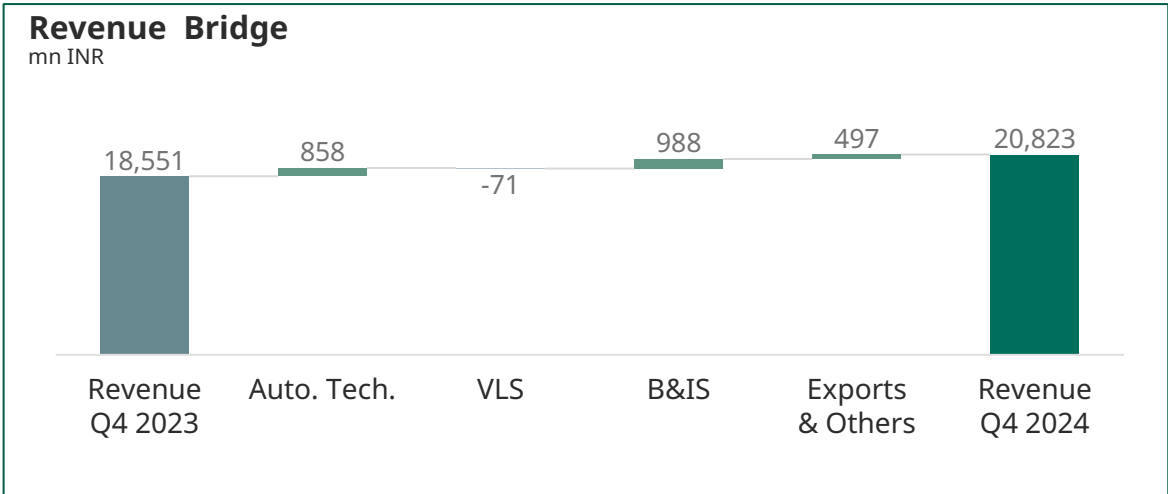
Revenue from operations



Key Aspects

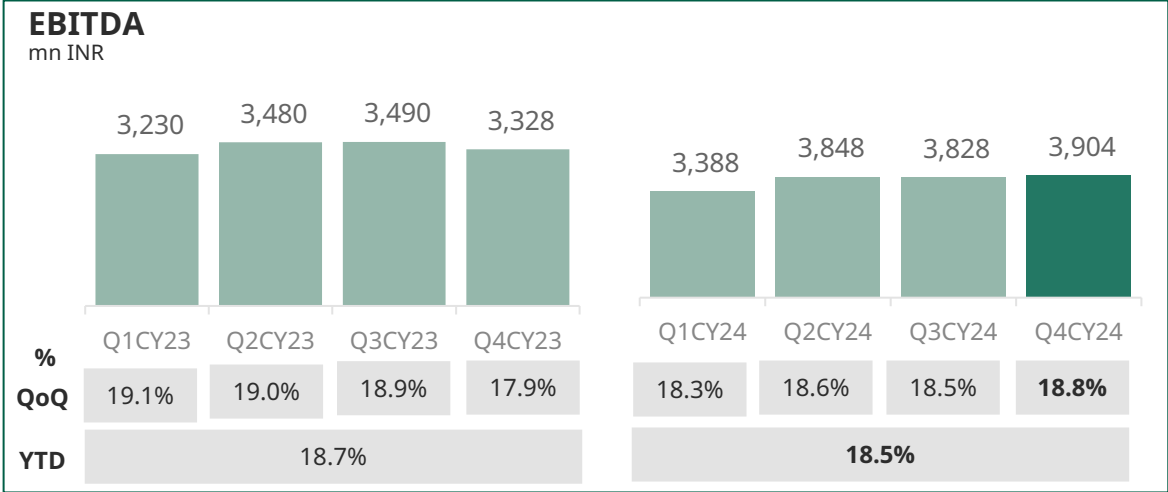
- YoY growth momentum continues across businesses

Growth	Q4'24 vs Q3'24	Q4'24 vs Q4'23	12M'24 vs 12M'23
Automotive Technologies	2.9%	13.8%	11.3%
Vehicle Lifetime Solutions	-0.8%	-3.8%	3.0%
Bearings & Industrial Solutions	-0.9%	11.8%	14.3%
Exports & others	-0.04%	23.5%	11.0%



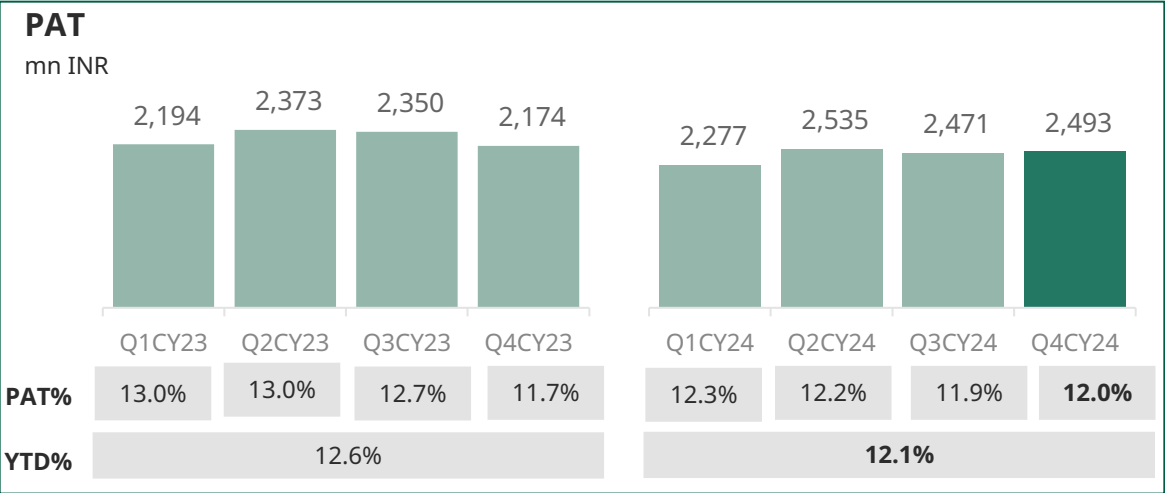
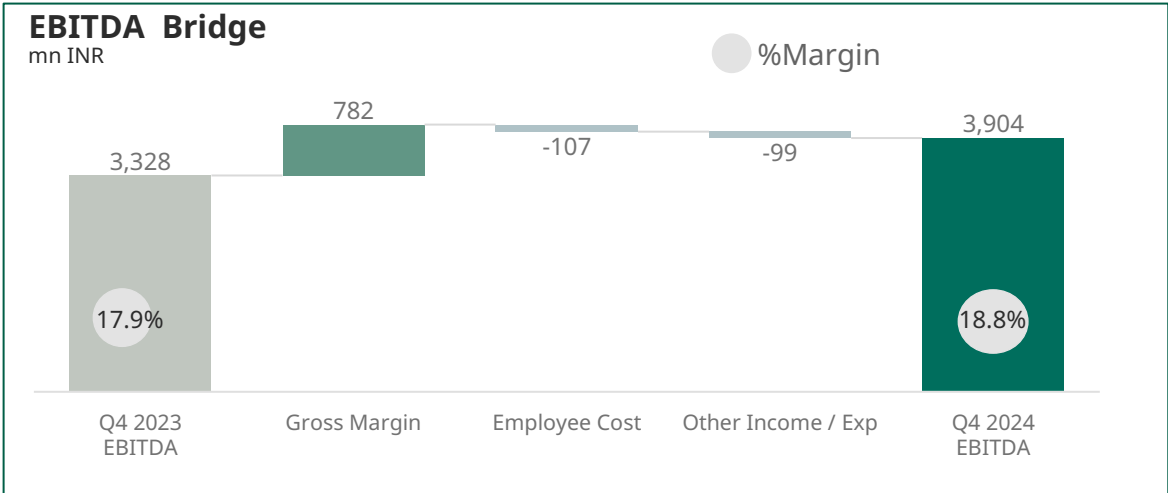
IC Exports – Intercompany Exports; 1) Exports mainly includes exports to group companies, scrap sale and other operating income
Note : Business highlights on Standalone Financials

Earnings Quality



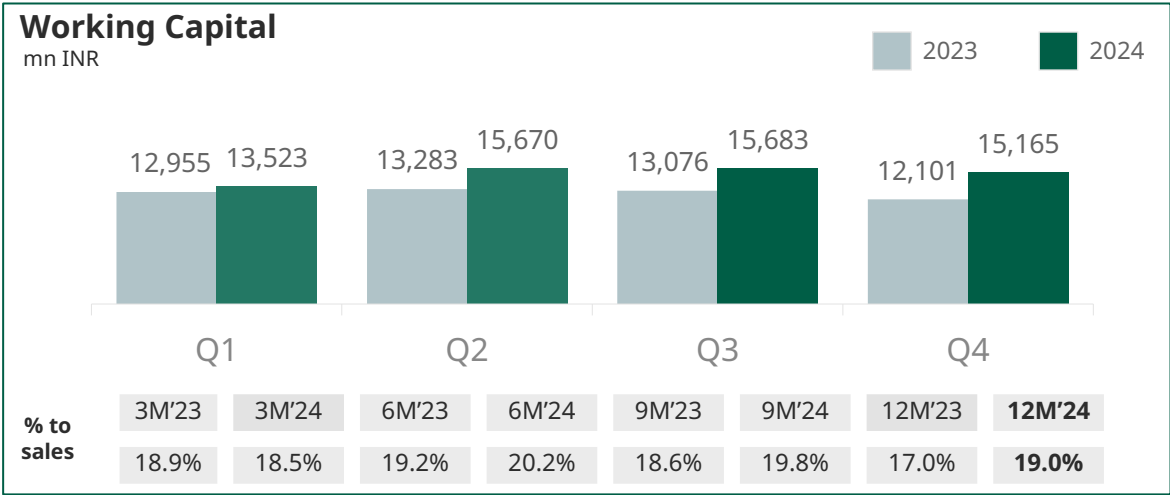
Key Aspects

- Marginal improvement due to efficient cost management, focus remains

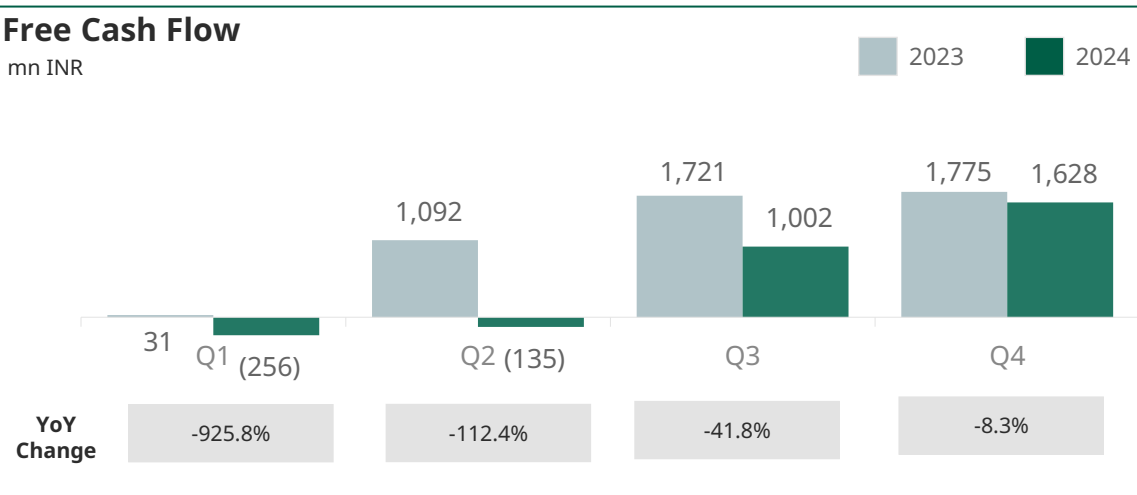
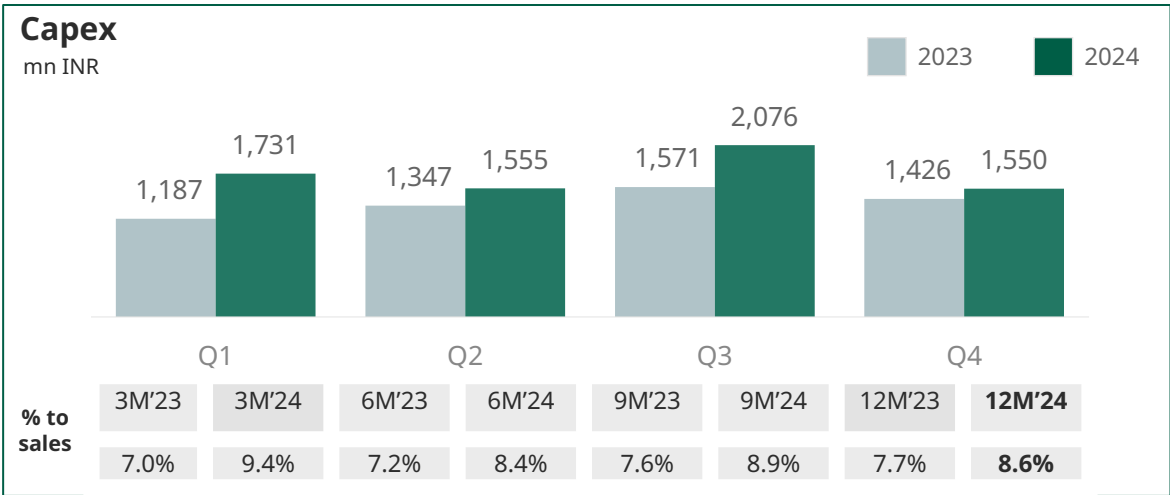


¹⁾ EBITDA (before exceptional items) - interest income (net) at 231.0 mn INR in Q4'24 (248.0 mn INR Q4'23); 12M 2024 interest income (net) at 894 mn INR, 12M 2023 : 947.0 mn INR

Working Capital, Capex



- Key Aspects**
- Working Capital and free cash flow generation at improved levels on a QoQ basis
 - Capex framework – on track to suit business requirements



Note : Business highlights on Standalone Financials

Performance Indicators

	Unit	Q4 2024	Q3 2024	Q4 2023	12M 2024	12M 2023
Revenue	mn INR	20,823	20,728	18,551	80,763	72,261
Revenue growth (YoY)	%	12.2%	12.1%	3.4%	11.8%	5.2%
Revenue growth (QoQ)	%	0.5%	0.04%	0.4%	-	-
EBITDA ¹⁾	mn INR	3,904	3,828	3,328	14,969	13,528
EBITDA Margin	%	18.8%	18.5%	17.9%	18.5%	18.7%
EBIT	mn INR	3,156	3,128	2,757	12,281	11,337
EBIT Margin	%	15.2%	15.1%	14.9%	15.2%	15.7%
EBT	mn INR	3,387	3,332	3,005	13,175	12,284
EBT Margin	%	16.3%	16.1%	16.2%	16.3%	17.0%
PAT	mn INR	2,493	2,471	2,174	9,777	9,090
PAT Margin	%	12.0%	11.9%	11.7%	12.1%	12.6%
Capex ²⁾	mn INR	1,550	2,076	1,426	6,911	5,531
FCF	mn INR	1,628	1,002	1,775	2,239	4,619

¹⁾ EBITDA (before exceptional items) - interest income (net) at 231 mn INR in Q4'24 (248 mn INR Q4'23); ²⁾ Capex includes CWIP

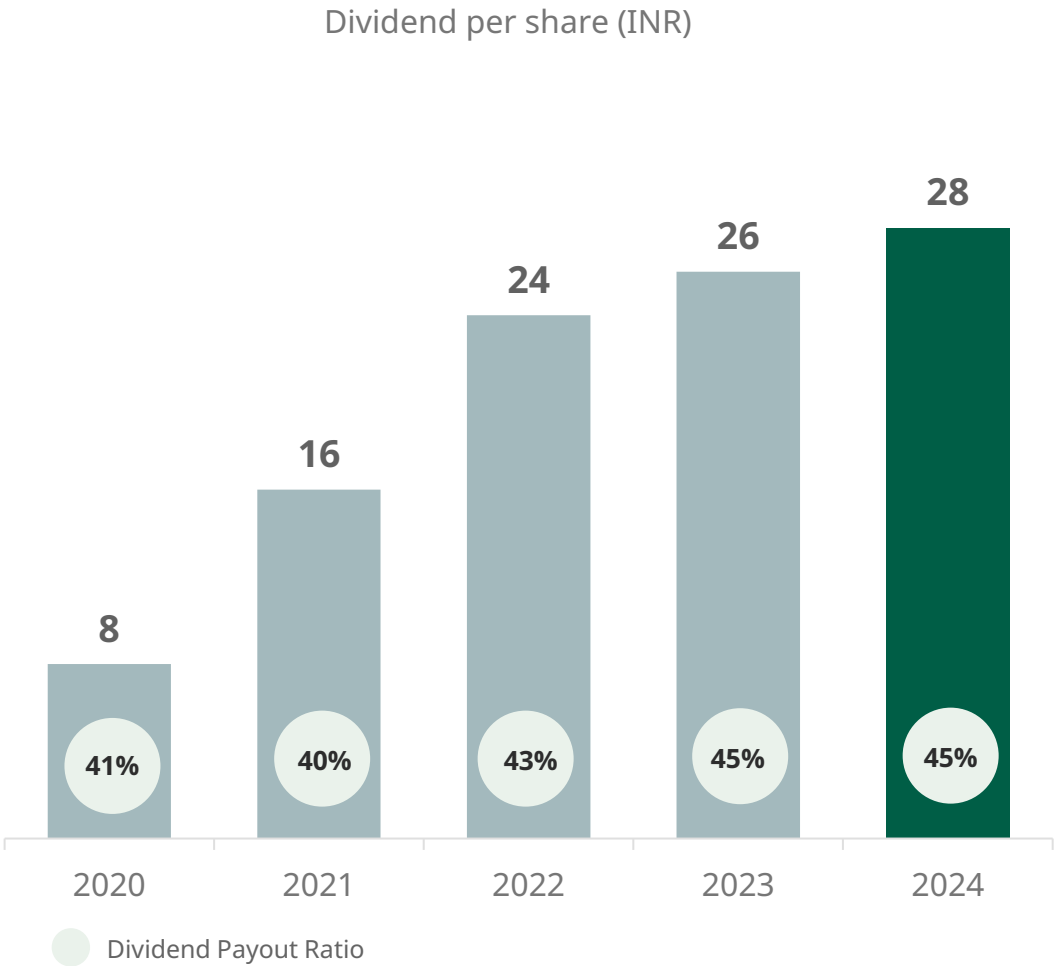
Note : Performance indicators on Standalone Financials

Q4 2024 - Consolidated Financial Results

Particulars (mn INR)	Schaeffler India Limited Standalone		KRSV Innovative Auto Solutions Private Limited		Schaeffler India Limited Consolidated ¹⁾	
	Q4 2024	12M 2024	Q4 2024	12M 2024	Q4 2024	12M 2024
Revenue	20,823	80,763	542	1,581	21,361	82,324
EBITDA (before exceptional)	18.8%	18.5%	-14.5%	-14.1%	17.9%	17.9%
EBIT (before exceptional)	15.2%	15.2%	-16.4%	-16.2%	14.3%	14.5%
EBT (before exceptional)	16.3%	16.3%	-19.4%	-19.2%	15.3%	15.5%

¹⁾ Consolidated results are net off consolidation impact

Dividend Payout



Target dividend payout ratio,
30% to 50% of net income¹

- The Board of Directors of the Company has recommended a dividend for the year ended December 31, 2024, at the rate of INR 28/-per equity share (INR 26 per share for CY2023) of face value INR 2/- each

¹Net Income – Annual Standalone Profits After Tax (PAT)

Note: Dividend per share for previous years restated considering face value of INR 2 per equity share for comparable presentation. CY2024 dividend is subject to approval of shareholders.

In Summary

- 1 Double digit growth for the year, broad based across businesses
- 2 Sustained quality of earnings reflects continued focus on cost management
- 3 Improved financial and operating metrics
- 4 Entering 2025, with continued focus on business growth and prudent financial management



On track to build the
leading Motion
Technology Company

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