



**WELCOME
TO
40th AGM**

**Wendt (India) Limited
22nd of July 2022**

Rejuvenating, Reinforcing & Regaining

Rejuvenating -

Bringing a new positive energy, a strong vigour & revitalizing all the functions within the company to enable growth, restoring sustained strong performance is our top priority.

Reinforcing -

Promoting, encouraging specific actions, trainings, boosting morale, equipping with all the necessary means to take the competition head on.

Reinforcing business relationships with all the stakeholders / customers.

Regaining -

Focusing on “win back” strategies.

Constantly re-evaluating relationships with customers and making necessary changes.

Simply identifying those who are the most likely to sign up again, which can increase win-back rates.

Applying the right cost-benefit analysis, conducting an honest conversation with our customers, and accommodating their specific

DISCLAIMER

This presentation may contain forward-looking information relating to future business developments & prospects, company's financial results and economic performance that involve substantial risks and uncertainties. While such forward-looking statements represent the company's judgements and future expectations, changes in such assumptions or factors could produce significantly different results. The information contained in this presentation is as of date. The company assumes no obligation to update any forward-looking statement in this presentation as a result of new information or future events or developments.

BRIEF ON WENDT

Situated at Hosur, Tamil Nadu - 40 Kms from Bangalore, Total Area: 16.28 Acres

Team Strength: 475



Entrance to the factory



Logo Innuagation



New Block for Security Office



New Block for Electroplated



New Block for Application lab



Company path way



Ethnic canteen



knowledge center



TQM Shine



Aviary



**Effluent Treatment Plant
Zero Discharge**

OUR VISION & MISSION

VISION

- A dream to become a Multinational Company, Operating manufacturing plants and Sales offices in Asia / Pacific.
- A dream to assume Global Leadership in Wheels / Tools / Hones manufacture in the Wendt Group
- A dream to become The Company with the highest market capitalization in the CUMI sub-group.
- A dream to become The Company that will be the benchmark for all ratios in the Wendt / Murugappa Group.

MISSION

WIL aims to be a Customer Intensive, Innovative Company with a strong Total Quality Management Approach, leveraging the parental association to become a World class company in the field of Super abrasives product, Machinery and Precision Components in the Geographies it operates

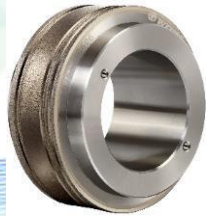
FUNDAMENTAL STRENGTHS



Well Nurtured Talent



Comprehensive Product Range



High Level Customization



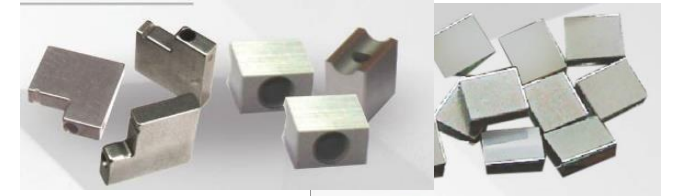
State-of-the-art Manufacturing Process



Sound Financial Position

OUR MANUFACTURING PROGRAM

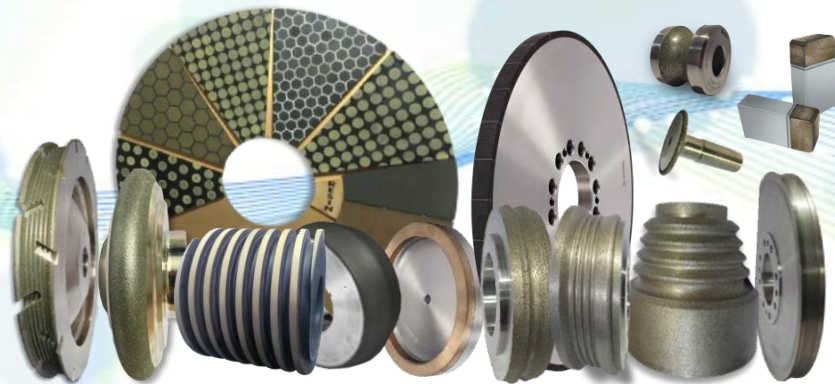
From Tools To Machines To Components !



Components



Machines



Tools

Product Innovation Continues...

[illegible]

BUSINESS VERTICALS

WENDT : FY 21-22 Standalone

| | |
|---------|--------------|
| Revenue | : Rs. 15812L |
| PBT | : Rs. 3615L |
| PAT | : Rs. 2710L |

Super Abrasives

| | |
|---------|--------------|
| Revenue | : Rs.11051 L |
| | 69.88% |



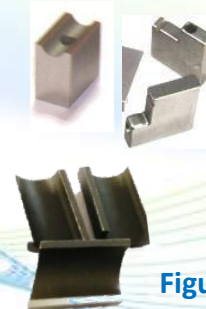
Non-Super Abrasive

| | |
|---------|-------------|
| Revenue | : Rs.4761 L |
| | 30.11% |

Machines



Precision Components



Figures in Rs Lakhs

Wendt Grinding Technology Ltd Thailand



- Mother Plant: Hosur, India
- Subsidiary: WGTL, Thailand
- Sales 21-22: Rs. 2298L

OUR GLOBAL REACH



Germany, UK, USA, France, Spain, Russia

USA, China, UK, Russia, Australia, Korea, Austria, Taiwan, Brazil, Turkey, Sri Lanka

Singapore, Indonesia, Thailand, Malaysia, South Africa, UAE

MAJOR CUSTOMERS



BOSCH

Invented for life



KENNAMETAL®

MAHLE

Driven by performance



ASHOK LEYLAND



Automotive



SKF



HYUNDAI



HONDA

SCHAEFFLER



FAG



ZF STEERING GEAR (INDIA) LIMITED



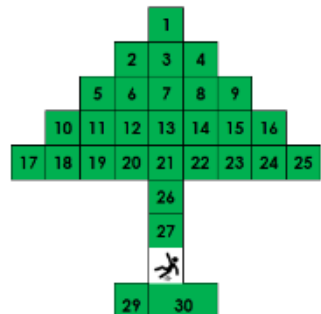
TaeguTec
Member IMC Group




MAJOR CUSTOMERS



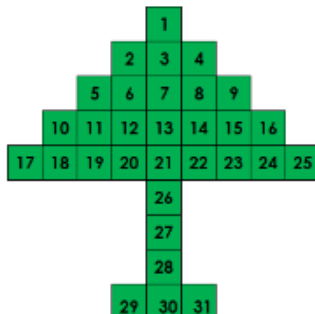
Safety Tree Trend – March 2022





Safety Tree as on 30th April 2021



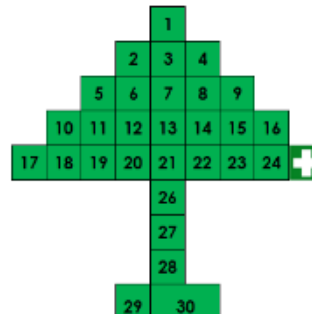
 No Accident
 First AID
 Non Reportable Accident
 Accident





Safety Tree as on 31st May 2021



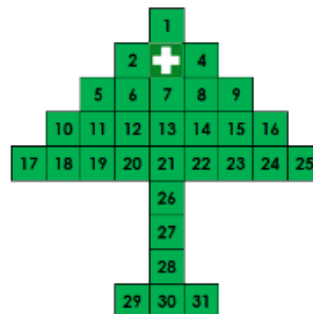
 No Accident
 First AID
 Non Reportable Accident
 Accident

Safety Tree As On 30th June 2021



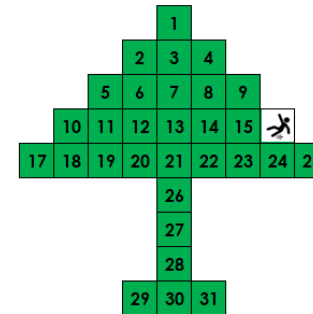
 No Accident
 First AID
 Non Reportable Accident
 Accident





Safety Tree as on 31st July 2021



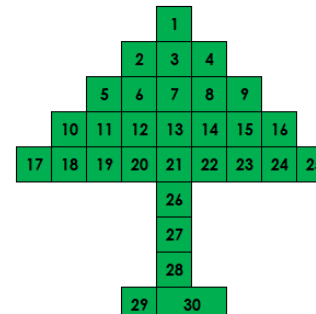
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 31st August 2021



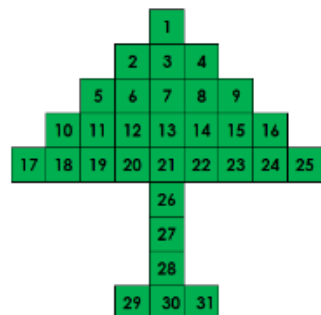
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 30th Sep 2021



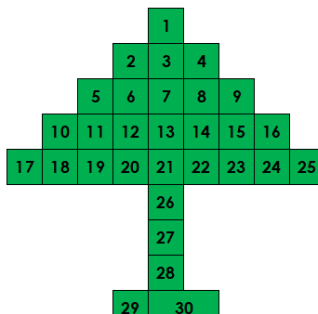
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 31st Oct 2021



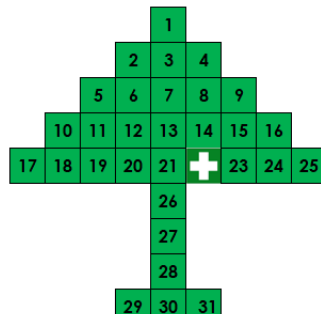
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 30th Nov 2021



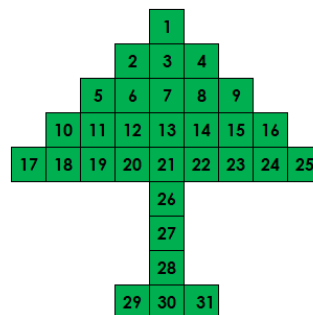
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 31st Dec 2021



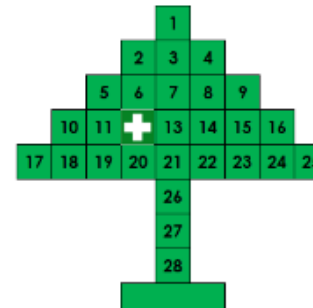
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 31st Jan 2022



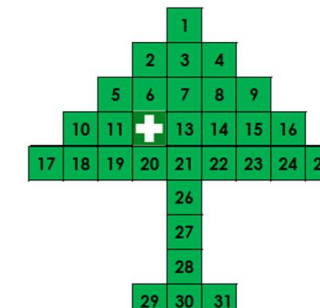
 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 28th Feb 2022



 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

Safety Tree as on 31st March 2022



 No Accident
 First AID
 Non Reportable Accident
 Reportable Accident

| Safety Trend | Apr-21 | May-21 | Jun-21 | Jul-21 | Aug-21 | Sep-21 | Oct-21 | Nov-21 | Dec-21 | Jan-22 | Feb-22 | Mar-22 | Total |
|----------------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|--------|-------|
| Reportable | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 0 |
| Non Reportable | 1 | 0 | 0 | 0 | 1 | 0 | 0 | 0 | 0 | 0 | 0 | 0 | 2 |
| First Aid | 0 | 0 | 1 | 1 | 0 | 0 | 0 | 0 | 1 | 0 | 1 | 1 | 5 |
| Near Miss | 8 | 0 | 9 | 5 | 5 | 7 | 5 | 4 | 6 | 3 | 4 | 4 | 60 |

100% Vaccination done



ISO 9001:2015



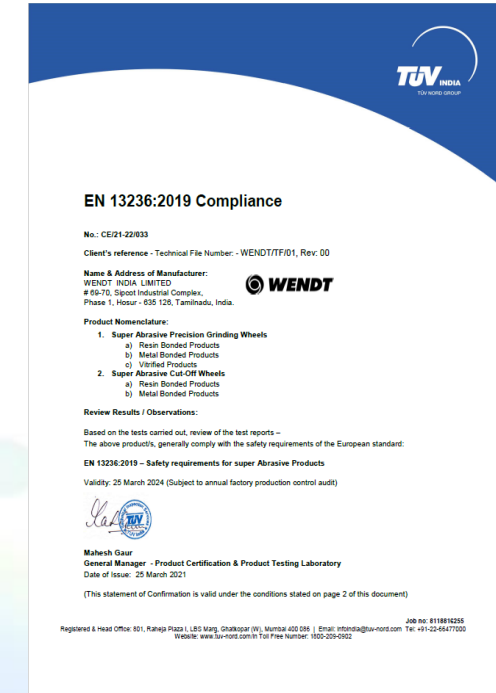
ISO 14001 : 2015



ISO 45001:2018



EN13236:2015



Aerospace certificate AS9100D

EN9100:2018



CERTIFICATE

Management system as per
EN 9100:2018
(technically equivalent to AS9100D and JIS Q 9100:2016 and in conformity with the requirements of ISO 9001:2015)

The Certification Body TÜV NORD CERT GmbH hereby confirms as a result of the audit, assessment and certification decision according to EN 9104-901:2013 and ISO/IEC 17021-1:2015, that the organization

Wendt (India) Limited
69 / 70, SIPCOT INDUSTRIAL COMPLEX Phase 1
Hosur, TN 635126
India



operates a management system in accordance with the requirements of EN 9100:2018 and will be assessed for conformity within the 3 year term of validity of the certificate.

applies a management system in line with the above standard for the following scope

Manufacture of Precision Grinding, Honing, and CNC Machined Components for Aerospace Applications

Certificate Registration No. 44 117 211928
Audit Report No. 3530 4463

Issue date 2021-12-15
Expiry date 2024-12-14
Initial certification 2021-12-15

Eszen, 2021-12-15

45307 Essen www.tuev-nord-cert.de

 **BDLI**
German Aerospace Industries Association

TÜV NORD CERT GmbH is accredited by
DAKKS within the ICOP-scheme.

IATF 16949: 2016



CERTIFICATE

Management system as per
IATF 16949:2016
(1st edition, 2016-10-01)

Evidence of conformity with the above standard has been furnished and is certified for

Wendt (India) Ltd. Auto Plant
69, 70 (Plant No. 8 & 10), SIPCOT Industrial Complex,
Phase 1, Hosur - 635 126, Tamilnadu,
India

Scope

Manufacture of Precision Machined Components
without product design responsibility (according to section 8.3)

with the remote functions according to appendix

IATF Registration No. 0356590
Certificate Registration No. 44 111 190310

Issue date: 2019-07-05
Expiry date: 2022-07-04


Certification body
at TÜV NORD CERT GmbH

Eszen, 2019-07-05

This certification was conducted in accordance with the IATF „Rules for achieving and maintaining IATF recognition“.

TÜV NORD CERT GmbH Langemarkstraße 20 45141 Essen www.tuev-nord-cert.de



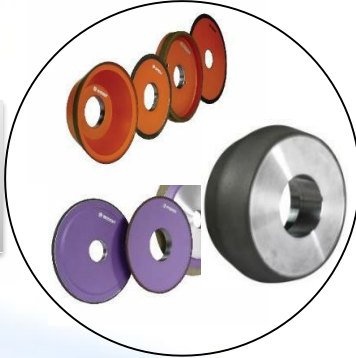
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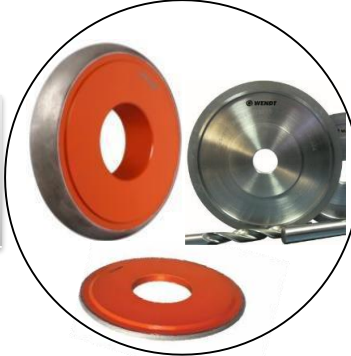
A13F201e rev. 01/03.19

SUPER ABRASIVE PRODUCT RANGE

**Resin
Bond**



**Metal
Bond**



Hones



**Galvanic
Bond**



**Super Abrasive Sales 21-22:
Rs. 11051L
69.88% of Total Sales**

**Brazed
Bond**



**Rotary
Dresser**



**Vitrified
Bond**



**Stationary
Dressers &
STAR**





Automotive



Engineering



Glass



Ceramic



Cutting Tool



Steel



Defence & Aerospace



Bearing



Refractory

- CNC Horizontal & Vertical Honing Machines
 - Cylindrical Grinders , Creep Feed Grinding
 - Rotary Surface Grinding - Horizontal & Vertical
- Automotive, Defense & Aerospace Industry



Dressing Machine



Horizontal
Rotary Surface Grinder



Vertical
Rotary Surface Grinder



Cylindrical Grinder



Cylindrical Grinder



Creep Feed Grinder



Vertical Honing Machine



Horizontal Honing Machine



Fuel Injector DP



Pump Assembly



Fuel Injector CSR



Carbide Inserts



Financial - Standalone

Fy2021-22

| FY'20-21 | Particulars | FY'21-22 | |
|--------------|--------------------|--------------|--------|
| Actuals | | Actuals | Growth |
| 11900 | Total Sales | 15812 | 33% |
| 1867 | EBITDA | 3803 | 104% |
| 16% | EBITDA % | 24% | |
| 1653 | PBT | 3615 | 119% |
| 14% | PBT% | 23% | |
| 1291 | PAT | 2710 | 110% |
| 11% | PAT% | 17% | |

Highlights for 2021-22

- Safe Year
- People
 - Engagement Improvement
 - Active Participation & Involvement
- Process
 - Improvement
- Products
 - Good Progress in Import Substitutes
 - Few Milestones achievement in Machine Tool
- Performance
 - 106% to Plan
 - 33% Growth over last year

Super Abrasives

- 37% Growth over 20-21 and highest ever sales of 11051 Lakhs
- Domestic Sales of Rs 7702 Lakhs , Growth 34%
- Focused approach – Import Substitute , Lost Business regain & New Product Development
- Export Sales of Rs 3349 Lakhs , Growth 44%
- Focused approach – 5 Countries – USA , UK , Germany , Korea , Taiwan

- **Highest ever sales of Rs 4761 Lakhs , 22% Growth**
- **Delta 150 machines** – Good sales in Steel Sector.
- 1st time executed 2 meters length long bed Precision CNC surface Grinding machine, Model PROCTA 500H
- Online commissioning of machines with online support and installation videos
- Precision Components - Focused on Aerospace , Compressor & Hydraulic Parts
- Established Manufacturing Cell for Aerospace components and Certified for **AS 9100D Standard**.



DELTA 150



PROCTA 500H

OPRA 400





LTS Workshop



Dealers Meet



Rewarding Environment Day Winners



Quarterly Excellence Awards



Long Service Awards



Farewell to Superannuated Employees





5S- Winners

Recognition of WENDT Brand Ambassadors



CuFest 2021 

Hearty Congratulations for winning **1st Runner up** in
Suggestion Competition

| | | |
|--|--|--|
|  |  |  |
| Govindarajan K Operator - MTD | Roopa R Team Member - MTD | Dhanush Raj D MS - MTD Facilitator |

CuFest 2021 

Hearty Congratulations for winning **2nd Runner up** in
Sales Excellence

| | | |
|---|---|---|
|  |  |  |
| Rahul P Shah MS - Sales & Marketing | Karan Agarwal MS - Sales & Marketing | Robin Jose MS - Product Management |

CuFest 2021 

Hearty Congratulations for winning **2nd Runner up** in
SCM Excellence

| | | | |
|--|--|--|--|
|  |  |  |  |
| K Chandrappa MS - PC | S Pramila MS - PC | S Pounraj MS - PC | Boopathi Raja Ram R MS - Purchase |

Cufest 2021 Awards

| | | |
|---|---|---|
|  |  |  |
| 2 nd Runner-up Supply Chain Management Chandrasekar R Boopathy Raja Ram R Pounraj S Wendit Cufest 2021 | 1 st Runner-up Suggestions Dhanush Raj D Rupak R Govindarajan R Wendit Cufest 2021 | 2 nd Runner-up Sales Excellence Rahul P Shah Karan Agarwal Robin Jose Wendit Cufest 2021 |

QCFI - CCQC 2021 COMPETITION

Best Customer Award - State Bank of India



Anniversary Pooja



Ayudha Pooja



Christmas



New Year Pooja



Pongal



New Security office Pooja



Republic Day



Independence Day



Safety Day



Mock Drill



Annual Health Check-up



Women's Day

Subsidiary –Wendt Grinding Technologies Ltd Thailand

| Particulars | FY21-22 | FY20-21 | % Y O Y |
|--------------------|-------------|-------------|-----------------|
| | Actuals | Actuals | |
| Trading Sales | 2147 | 1664 | 29% \triangle |
| Services Income | 158 | 174 | -9% \triangle |
| Total Sales | 2305 | 1838 | 25% \triangle |
| EBIDTA | 429 | 352 | 22% \triangle |
| EBIDTA % | 19% | 19% | |
| PBT | 382 | 305 | 25% \triangle |
| PBT% | 17% | 17% | |
| PAT | 302 | 242 | 25% \triangle |
| PAT% | 13% | 13% | |

- Strong Customer engagement
- Revalidated “ISO9001-2015” from “TUV NORD”

- FX 1 THB =Rs 2.275
- INR appreciated by 5% vs THB (FY21-22: 2.275 vs FY20-21: 2.387)

Subsidiary –Wendt Middle East Sharjah

| Particulars | FY21-22 | FY20-21 |
|------------------|---------|---------|
| Sales | 4 | 270 |
| Other Income | 0 | 18 |
| Profit /(Loss) | -29 | 11 |
| Profit /(Loss) % | - | 4% |

Highlights

- WME has completed liquidation related procedures & repaid back the share capital to WIL. Clearance certificate from HFZA received
- No sales w. e. f 1st Apr'21
- Shifted WME customers to WIL for future business.

Fx: 1 AED =Rs 20.2175

INR depreciated by 2% vs AED (FY21-22:20.218 vs FY20-21: 19.742)

Figures in Rs Lakhs

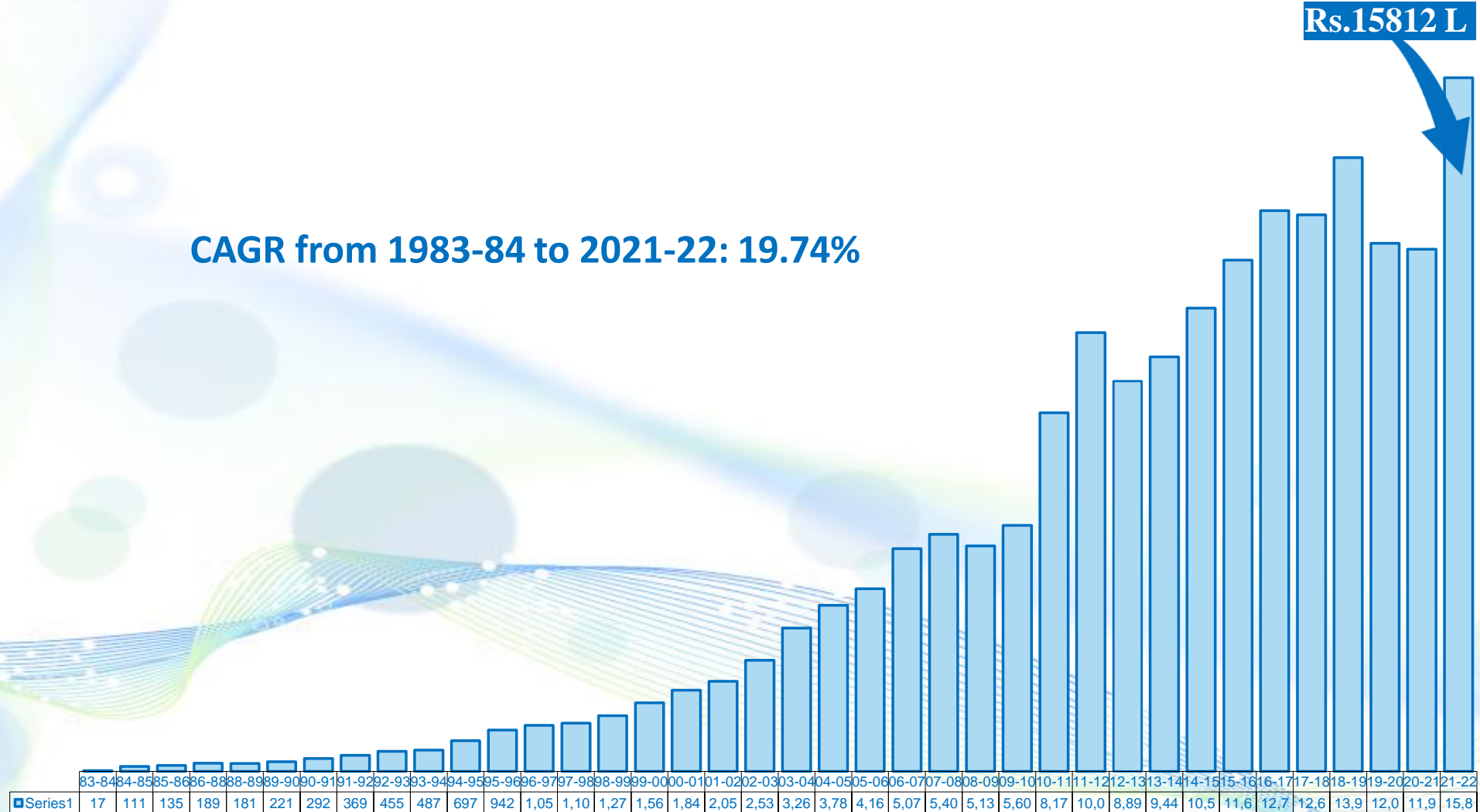
Wendt FY21-22 Consolidated Performance (Rs L)

| Particulars | FY21-22 | FY20-21 Actuals | % Y O Y |
|--------------------|--------------|--------------------|------------------|
| | Actuals | | |
| Total Sales | 17724 | 13567 | 31% \triangle |
| EBIDTA | 4167 | 2200 | 89% \triangle |
| EBIDTA % | 24% | 16% | |
| PBT | 3691 | 1700 | 117% \triangle |
| PBT% | 21% | 13% | |
| PAT | 2707 | 1277 | 112% \triangle |
| PAT% | 15% | 9% | |

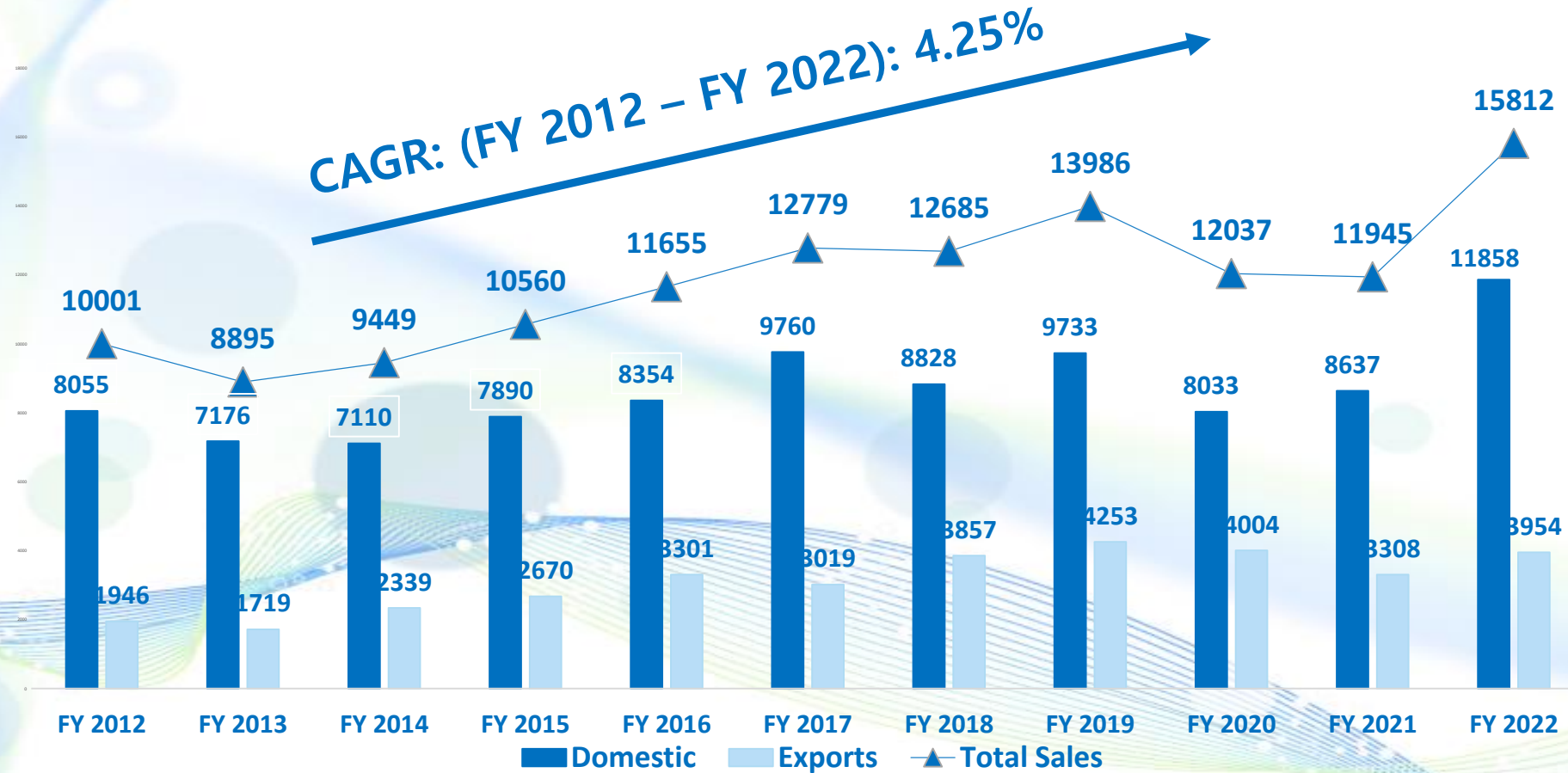
Figures in Rs Lakhs

WENDT TURNOVER (NET) 1983 - 2022

CAGR from 1983-84 to 2021-22: 19.74%



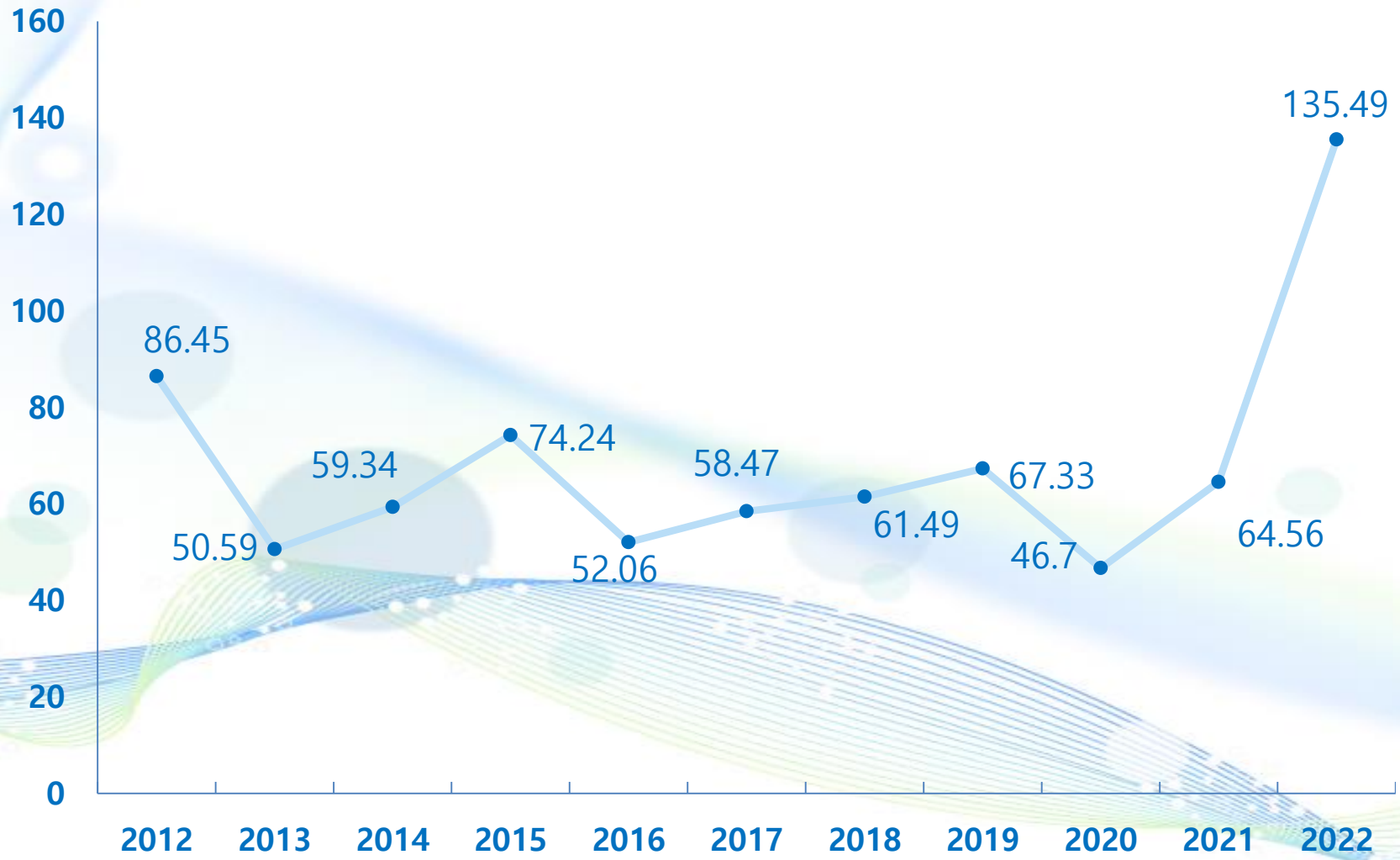
WENDT TURNOVER (NET) LAST 10 YEARS



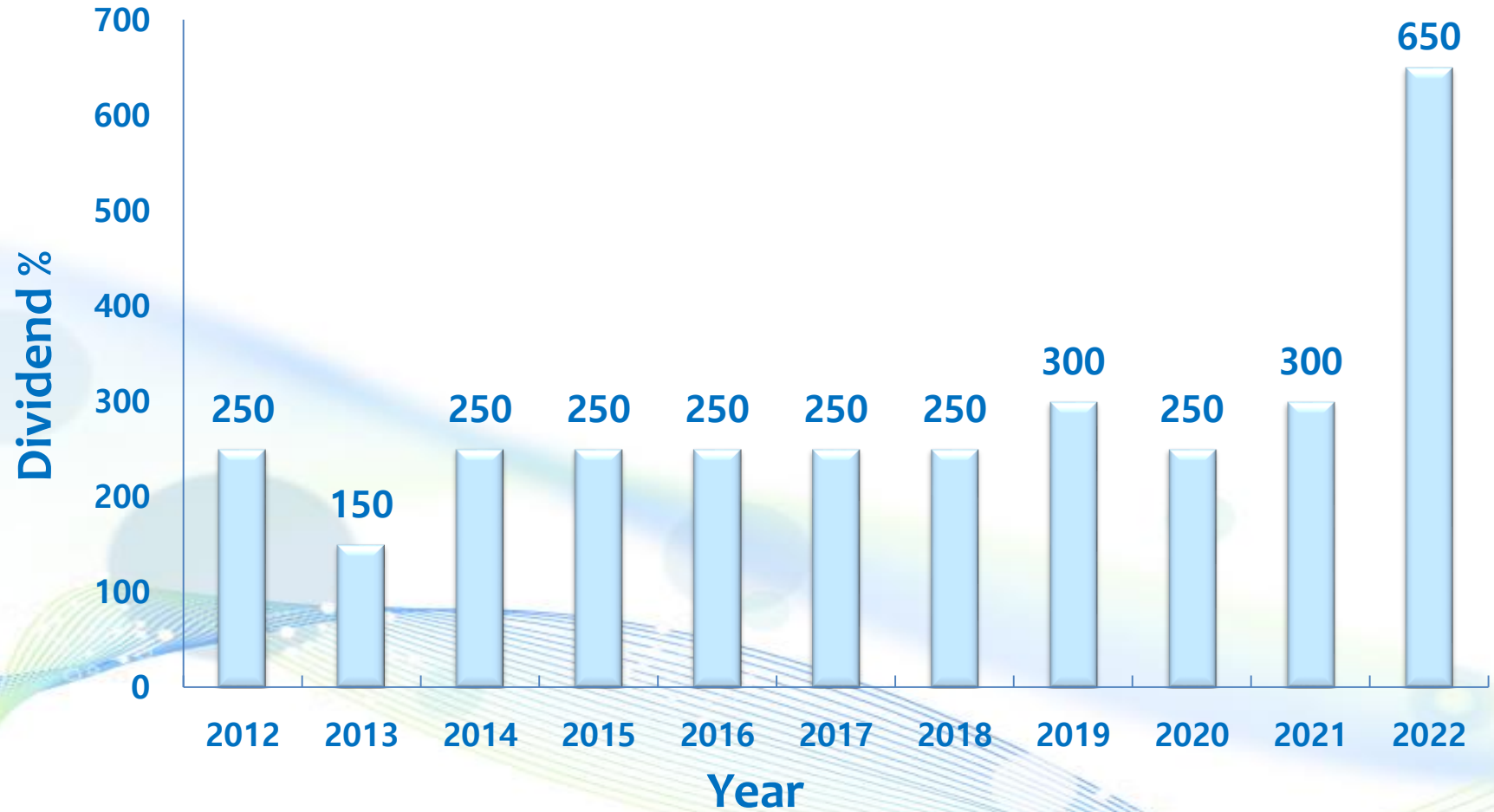
Wendt share Price movement



Earning per share 2012-2022



Wendt dividend 2021-2022



company continues to care of its investors and has declared the dividend as 650% which is Rs. 65 per share.

YEAR 22-23

Head Winds

- Global Economy expected to have rough whether due to Russia Ukraine War
- Input Price increase
- Continue to have Supply Chain Challenges
- Currency Fluctuation

Tail Winds

- Auto Industry revival in Domestic Market
- Steel Industry expected to grow
- Good Monsoon
- Infrastructure Projects
- Good Festival Demand

Super Abrasives:

- *Continue Customer Engagement through Application Engineering strategy*
- Market share Improvement - Import Substitutes , Horizontal Deployment of established products
- Continue New Product Development Drive
- Strengthening Dealer Management
- Focus on **10 countries for** growing Exports-Business, by developing customer and Key Accounts
- Expanding **Dressing Roll & Precision EP** Wheels Business in Growing Industry segments – Bearing & Guide Ways, Aerospace, Cutting Tool, Engineering, Farm Equipment's

Machines & Precision Components:

- Focus only Established Machines and achieve the sales by Using 2 P's
- Moving from Industry Specific machines to Application based machines with few design changes
- Commercializing the developed product sales in Precision Components
- Developing Capabilities for Aerospace & EV segment products

MEDICAL INDUSTRY



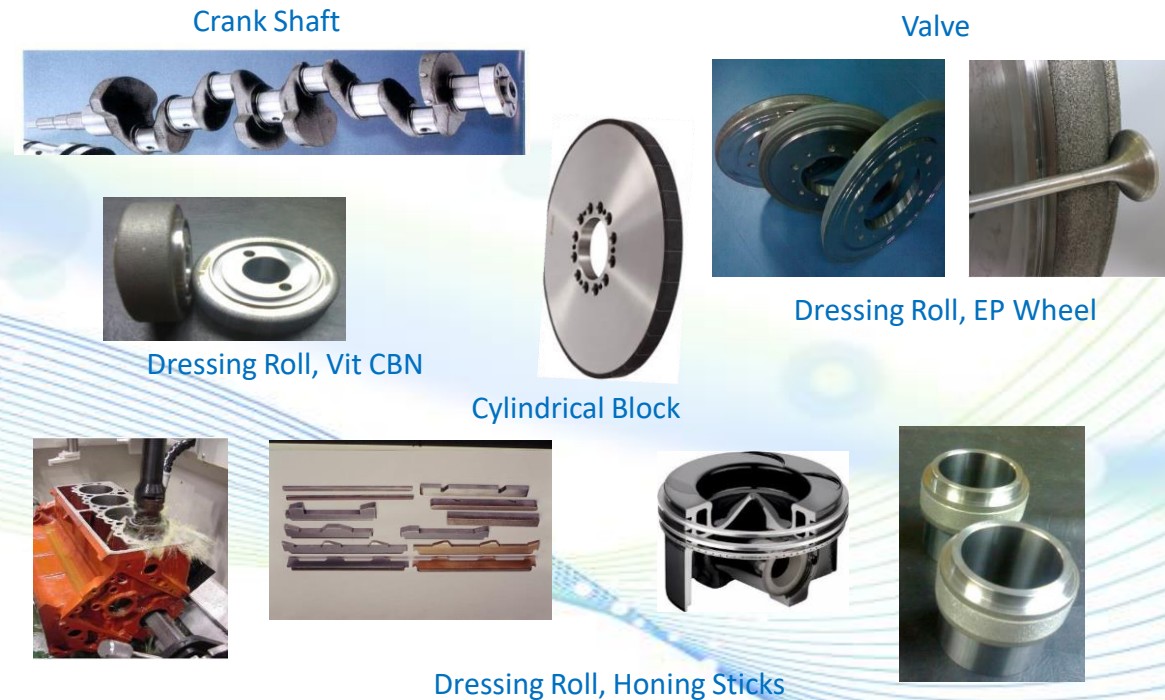
DEFENCE & AVIATION INDUSTRY



GLASS INDUSTRY



AUTO INDUSTRY



AUTO INDUSTRY

Gear Box



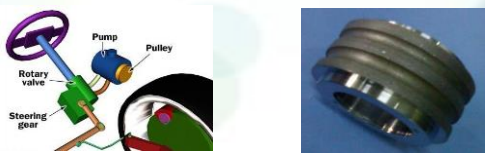
Dressing Roll

Fuel Injector



Dressing Roll, Metal Bond Wheels

Steering Mechanism



Dressing Roll

Spark Plug



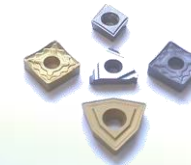
Dressing Roll

CUTTING TOOL INDUSTRY

Cutting & Forming Taps



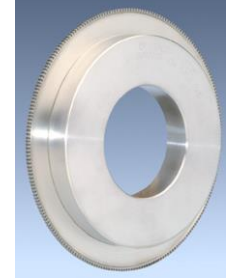
Carbide Insert



Hobs



Broches



BEARING INDUSTRY



PCD WEAR PARTS FOR INNER & OUTER RACE

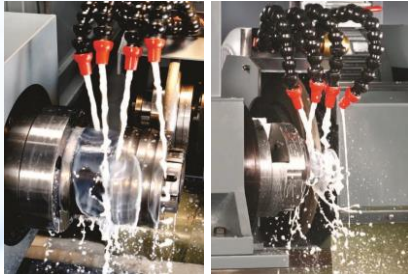


MEASURING FINGERS FOR INNER RACE



VITRIFIED BOND CBN GRINDING WHEELS FOR INNER & OUTER RACE GRINDING

STEEL INDUSTRY



TC Roll Grinding Wheel



TC Roll & Guide Roll Grinding Machine

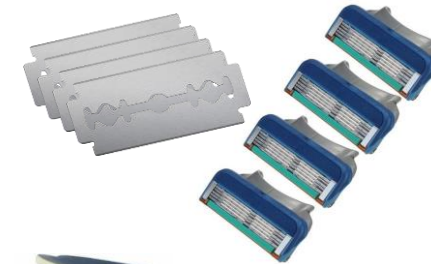


Notch Milling Machine



CNC Profiling & Dressing Machine

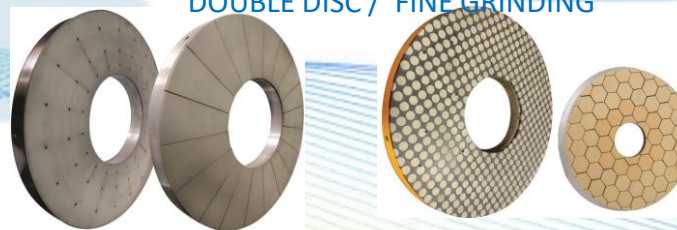
RAZOR BLADE INDUSTRY



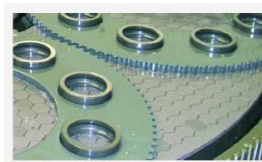
Wendt Product – Resin Bond Wheels

General Engineering

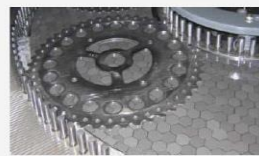
DOUBLE DISC / FINE GRINDING



Applications:



Bearing Rings



Injection Pump Parts



Sealing Discs



Circular Knives

Current year Q1 Performance - Standalone

| | Q1'22-23 |
|--------|----------|
| Sales | 4288 |
| | |
| EBIDTA | 1073 |
| | |
| PBT | 924 |
| PAT | 694 |

- Sales Growth 16% YOY
- PAT Growth 30% YOY

THANK YOU