

**41st ANNUAL REPORT
2022-2023**

*Engineering Flair with
Environmental Care...*

Do More with Less

WENDT (INDIA) LIMITED

WELCOME TO 41ST AGM

Wendt (India) Limited 21ST of July 2023

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: 507



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



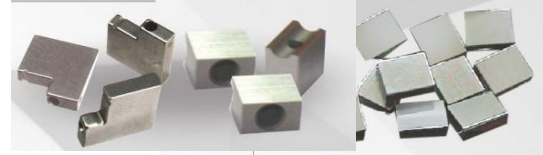
State-of-the-art Manufacturing Process



Sound Financial Position

OUR MANUFACTURING PROGRAM

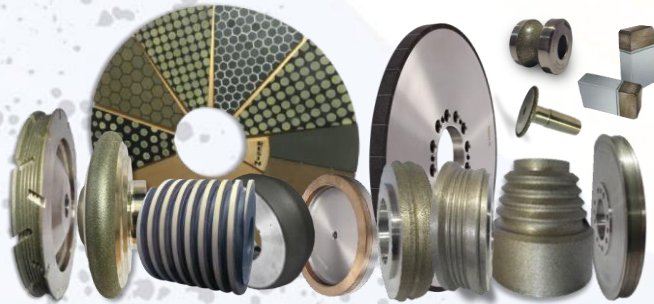
From Tools To Machines To Components !



Components



Machines



Tools

***Product Innovation
Continues...***

[illegible]

BUSINESS VERTICALS

WENDT : FY 22-23 Standalone

Revenue	: Rs. 19095L
PBT	: Rs. 5249L
PAT	: Rs. 4012L

Super Abrasives	
Revenue	: Rs.13455 L 70.47%

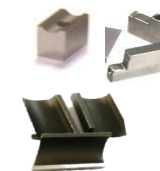


Machines	Precision Products
Revenue : Rs.2777 L 14.54%	Revenue : Rs.2863 L 14.99%

Machines



Precision Components



Figures in Rs Lakhs

Wendt Grinding Technology Ltd Thailand



- Mother Plant: Hosur, India
- Subsidiary: WGTL, Thailand
- Sales 22-23: Rs. 1974L



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



MAHLE

Driven by performance



ASHOK LEYLAND



Automotive



TATA MOTORS



SKF



HYUNDAI

SANSERA
ENGINEERING



HONDA

SCHAEFFLER



FAG

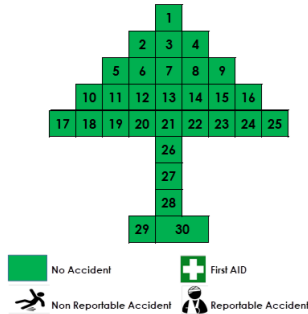


MAJOR CUSTOMERS

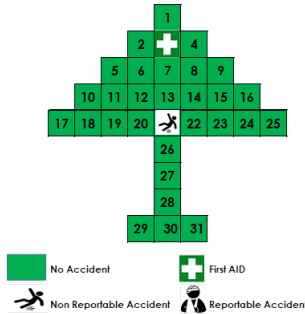


Safety Tree Trend – Y22-23

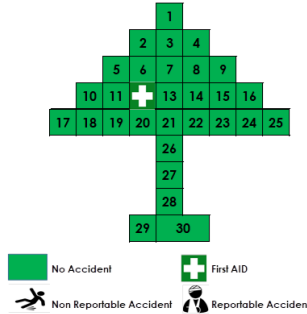
Safety Tree as on 30th April 2022



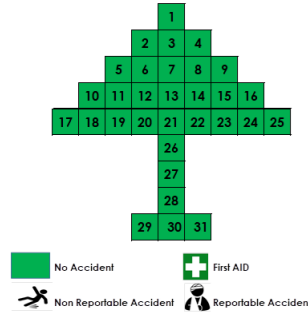
Safety Tree as on 31st May 2022



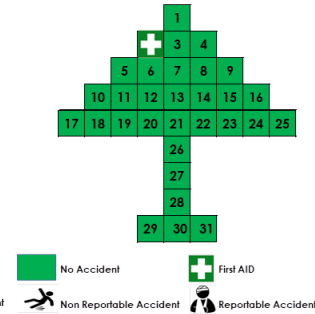
Safety Tree as on 30th JUNE 2022



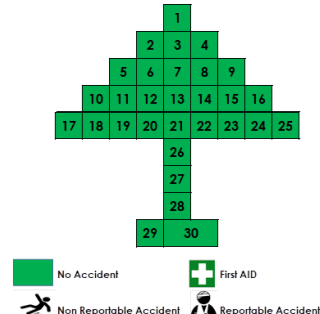
Safety Tree as on 31st JULY 2022



Safety Tree as on 31st August 2022



Safety Tree as on 30th Sep 2022



MANAGEMENT SYSTEMS

ISO 9001:2015



CERTIFICATE

Management system as per
ISO 9001 : 2015

In accordance with TÜV NORD CERT procedures, it is hereby certified that

WENDT INDIA LIMITED
69 & 70, Sipcot Industrial Complex,
Phase 1, Hosur - 635 126, Tamilnadu,
India



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

**Design, Development and Manufacture of Super Abrasive Products,
Machine Tools, Accessories, Manufacture of Precision Components**

Certificate Registration No. 44 104 18391888
Audit Report No. 2.5-00291899

Valid until 06.08.2021


Certification Body
at TÜV NORD CERT GmbH

Issue 07.08.2018
Place : Mumbai

This certification was conducted in accordance with the TÜV NORD CERT auditing and certification procedures
& shall be valid subject to regular Surveillance Audits.

TÜV NORD CERT GmbH Langemannstrasse 20 45141 Essen www.tuv-nord-cert.com
TUV India Pvt. Ltd., 801, Rajapalace - 1, L.B.S. Marg, Chhatrapati (W), Mumbai - 400 066, India www.tuv-nord-cert.com

ISO 14001 : 2015



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ISO 45001:2018



CERTIFICATE

Management system as per
ISO 45001 : 2018

The Certification Body TÜV NORD CERT GmbH hereby confirms as a result of the audit, assessment and certification decision according to ISO 45001:2018, that the organization

WENDT INDIA LIMITED
69 & 70, Sipcot Industrial Complex,
Phase 1, Hosur - 635 126,
Tamilnadu,
India

operates a management system in accordance with the requirements of ISO 45001:2018 and will be assessed
for conformity within the 3 year term of validity of the certificate.

Scope -

**Design, Development and Manufacture of Super Abrasive Products,
Machine Tools, Accessories, Manufacture of Precision Components.**

Certificate Registration No. 44 126 18391888
Audit Report No. 2.5-00291899

Valid until 06.08.2021
Initial certification 07.08.2018 (SIS CHGAS 18001)


Certification Body
at TÜV NORD CERT GmbH

Mumbai, 16.03.2021

TÜV NORD CERT GmbH Langemannstrasse 20 45141 Essen www.tuv-nord-cert.com
TUV India Pvt. Ltd., 801, Rajapalace - 1, L.B.S. Marg, Chhatrapati (W), Mumbai - 400 066, India www.tuv-nord-cert.com

EN13236:2015



CERTIFICATE

EN 13236:2019 Compliance

No.: CE/21-220033

Client's reference - Technical File Number - WENDTTF01, Rev: 00

Name & Address of Manufacturer:
WENDT INDIA LIMITED
69-70, Sipcot Industrial Complex,
Phase 1, Hosur - 635 126, Tamilnadu, India



Product Nomenclature:

- Super Abrasive Precision Grinding Wheels
 - Resin Bonded Products
 - Metal Bonded Products
 - Vitrified Products
- Super Abrasive Cut-Off Wheels
 - Resin Bonded Products
 - Metal Bonded Products

Review Results / Observations:

Based on the tests carried out, review of the test reports -
The above products, generally comply with the safety requirements of the European standard:

EN 13236-2019 - Safety requirements for Super Abrasive Products

Validity: 26 March 2024 (Subject to annual factory production control audit)


Mahesh Gaur
General Manager - Product Certification & Product Testing Laboratory
Date of Issue: 26 March 2021

(This statement of Confirmation is valid under the conditions stated on page 2 of this document)

Registered & Head Office: 801, Rajapalace - 1, L.B.S. Marg, Chhatrapati (W), Mumbai 400 066 | Email: info@tuv-nord.com | Tel: +91-22-86477000
Website: www.tuv-nord.com Toll Free Number: 1800-229-0002

JAB No: 8118842035
Tel: +91-22-86477000

MANAGEMENT SYSTEMS

EN9100:2018

IATF 16949: 2016



Aerospace certificate
AS9100D

SUPER ABRASIVE PRODUCT RANGE



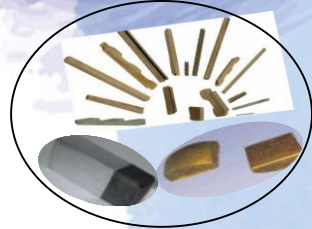
**Resin
Bond**



**Metal
Bond**



Hones



**Galvanic
Bond**

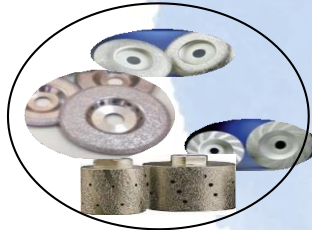


Super Abrasive Sales 22-23:

Rs. 13455 L

70 % of Total Sales

**Brazed
Bond**



**Rotary
Dresser**



**Vitrified
Bond**



**Stationary
Dressers &
STAR**



Industry Segments



Automotive



Engineering



Glass



Ceramic



Cutting Tool



Steel



Defence & Aerospace



Bearing



Refractory

Wendt Offerings

- **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

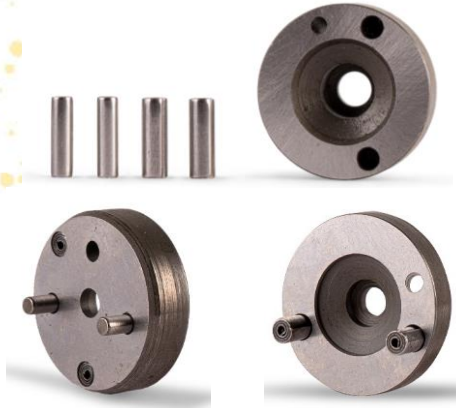


Horizontal Honing Machine



Wendt Offerings

Fuel Injector DP



Pump Assembly



Fuel Injector CSR



Carbide Inserts



Financial - Standalone

Fy2022-23

FY'22-23	Particulars	FY'22-23	
Actuals		Actuals	Growth
15812	Total Sales	19095	21%
3803	EBITDA	5371	41%
24%	EBITDA %	28%	
3615	PBT	5249	45%
23%	PBT%	27%	
2710	PAT	4012	48%
17%	PAT%	21%	

All values are in INR Lakhs



Approved Plan for the year 2022-2023	2000 Lacs
Capex Ordered & Open for Execution as on End Mar'23	886 Lacs
Capex received & capitalized during April'22 to Mar'23	1152 Lacs

Highlights for 2022-23

- People
 - Engagement Improvement
 - Active Participation & Involvement
- Process
 - Improvement through Method Engineering
- Products
 - Good Progress in Import Substitutes
 - Few Milestones achievement in Machine Tool
- Performance
 - 95% to Plan
 - 21% Growth over last year

Super Abrasives

Domestic

- 12% Growth over 21-22
- Product Launch done @ Chennai
- Good Progress in sales against Imported Products

Exports

- 38% Sales growth over YTD 21-22
- Focused approach in 10 countries helped us increase our Sales
- Sales of High Precision dressing roll increased

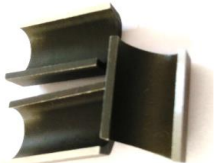
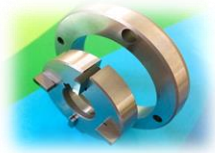
Non-Super Abrasive Business: 2022-23: Key Highlights

- 1st time executed **11 meters length longest bed Twin Spindle – Twin Bed** Grinding machine, Model WXG 750
- All the machines supplied between Q1 to Q3 - installation & prove out completed



Precision Product Category: 2022-23: Key Highlights

Precision Products



- **Sales:- Rs 2863L Highest**
- **Existing Customer – New products sales established**
- **Rotors and Rings** Projects had been awarded and got PO including Tooling's and Development.
- Established Inserts **Grinding facility in PUNE** & Started regular billing from SEPT 2022.

Marketing Events

IMTEX



RAIPUR



FARIDABAD



NAGPUR



Marketing Events



Ceramic Customer Meet at Hosur



Dealer Meet with CUMI @ Coimbatore



Technology Day

Delphi



ZF Pune



Schaeffler - M



Schaeffler -S



Technology Day

Sansera



Nachi



Sandvik



Maruti



Dealer Training Session



Cutmac



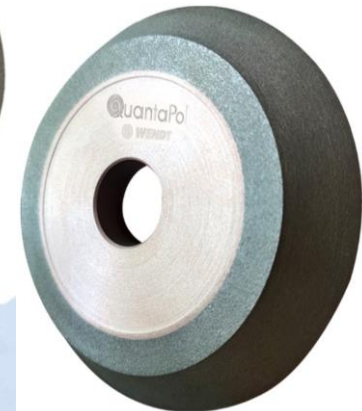
Pune – Sunrise/ Precitech / Trident



Powerful Marketing solution



Quantapol Wheel Launch at Chennai



“ICAI Awards for Excellence in Financial Reporting 2021-22”



Your Company's Annual Report and financial statement for the year ended 31st March 2022 has been adjudged as winner in the category Plaque, for Excellence in Financial Reporting for 2021-22 from the Institute of Chartered Accountants of India.



Events



Events



Events



Wendt FY22-23 Consolidated Performance (Rs L)

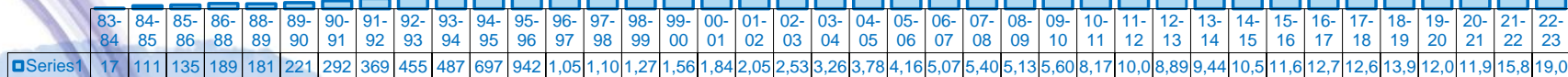
Particulars	FY22-23	FY21-22 Actuals	% Y O Y
	Actuals		
Total Sales	20761	17724	17% \triangle
EBIDTA	5615	4167	35% \triangle
EBIDTA %	27%	24%	
PBT	5302	3691	44% \triangle
PBT%	26%	21%	
PAT	4009	2707	48% \triangle
PAT%	19%	15%	

All values are in INR Lakhs

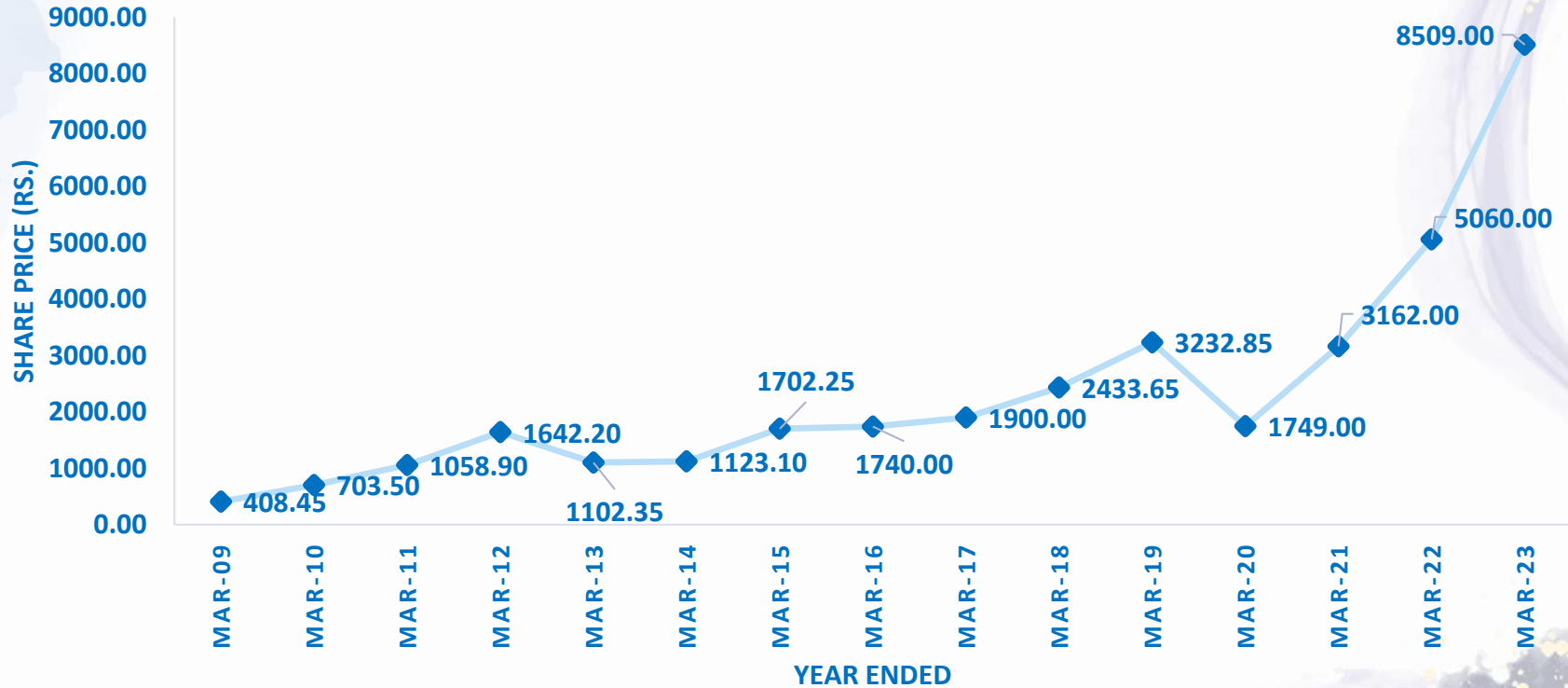
Wendt FY22-23 Performance (Rs L)

CAGR from 1983-84 to 2022-23: 20%

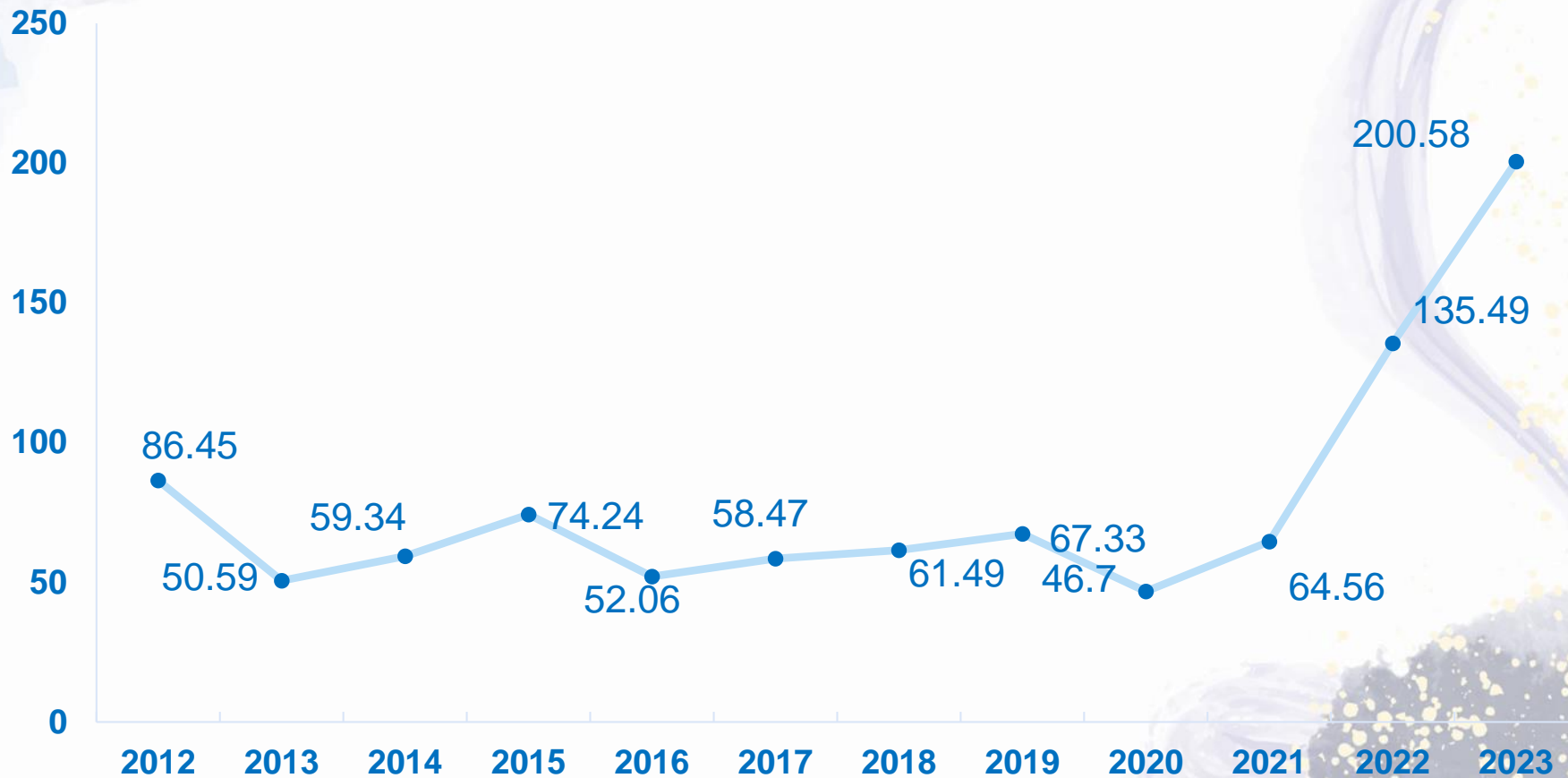
Rs.19095 L



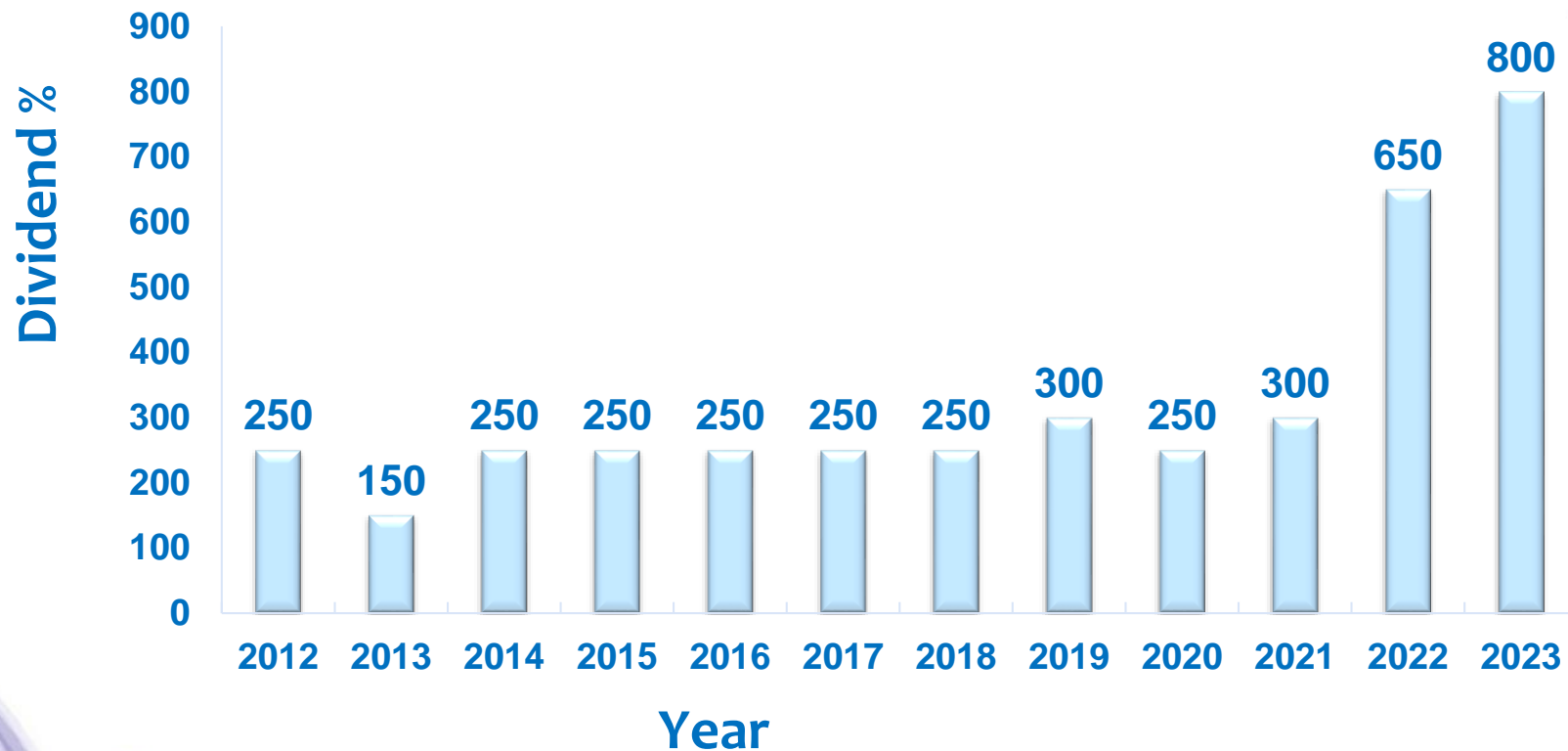
Wendt share Price movement



Earning per share 2012-2023



Wendt dividend 2012-2023



Total Shareholder Return



Particulars		Amt in Rs
During the year 1981 Share Holder Invested per share (Purchase Price)	(a)	10
Considering Two Bonus issue, 1 share had become 4 shares - post bonus issues		
Dividend paid to share holder Since inception (Considering Bonus Share issued)	(b)	2326
Current Market price per Share as on 30.06.2023		10310.85
Current Market price for 4 Shares as on 30.06.2023	(c)	41243.4
Total Shareholder Return (TSR in Times) as on 30.06.2023 $(c+b)/(a)$		4355.94

Head Winds

- Global Economy expected to have rough weather due to Geopolitical challenges
- Input Price increase
- Continue to have Supply Chain Challenges
- Currency Fluctuation

Tail Winds

- Auto Industry revival in Domestic Market
- Steel Industry expected to grow
- 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 6 *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 & Non Auto segment products

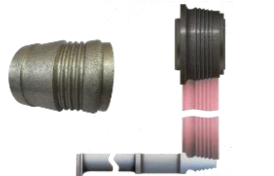
Focus Industries



MEDICAL INDUSTRY



DEFENCE & AVIATION I



Diamond Dressing
Rolls for Turbine
Blade Grinding



WXG 300 - CNC Creep Feed
Grinder For HAL Helicopter
division



AUTO INDUSTRY



Dressing Roll, Vit CBN



Dressing Roll, Honing Sticks



Dressing Roll, EP Wheel



Cylindrical Block



GLASS INDUSTRY



Solar Glass



Construction Glass



Automotive Glass



Ophthalmic Glass



ZERODUR Glass



CNC
Milling



Edge
Grinding



Beveling



Valve



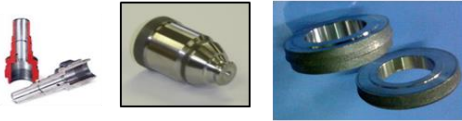
AUTO INDUSTRY

Gear Box



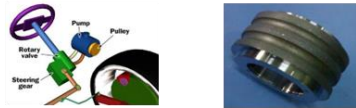
Dressing Roll

Fuel Injector



Dressing Roll, Metal Bond Wheels

Steering Mechanism



Dressing Roll

Spark Plug



Dressing Roll

CUTTING TOOL INDUSTRY

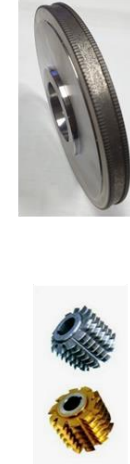
Cutting & Forming Taps



Carbide Insert



Hobs



Broches



BEARING INDUSTRY



PCD WEAR PARTS FOR INNER & OUTER RACE



MEASURING FINGERS FOR INNER RACE

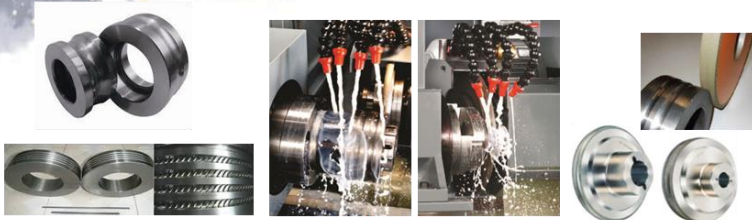


VITRIFIED BOND CBN GRINDING WHEELS FOR INNER & OUTER RACE GRINDING

Focus Industries



STEEL INDUSTRY



TC Roll Grinding Wheel



TC Roll & Guide Roll Grinding Machine

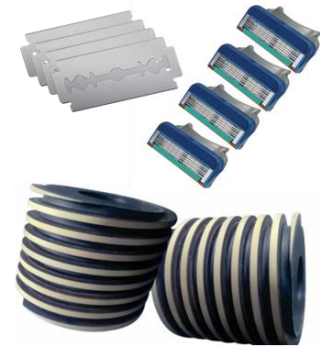
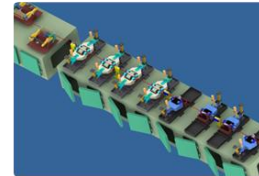


Notch Milling Machine



CNC Profiling & Dressing Machine

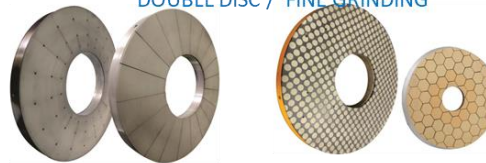
RAZOR BLADE INDUSTRY



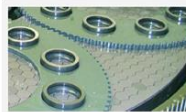
Wendt Product – Resin Bond Wheels

General Engineering

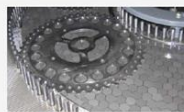
DOUBLE DISC / FINE GRINDING



Applications:



Bearing Rings



Injection Pump Parts



Sealing Discs



Circular Knives

Current year Q1 Performance - Standalone

	Q1'23-24
Sales	4595
EBIDTA	1195
PBT	1166
PAT	868

- Sales Growth
7 % YOY
- PAT Growth
25% YOY

All values are in INR Lakhs



THANK YOU