

WABCO INDIA LIMITED Business Update



a **WORLD** of
DIFFERENCE

WELCOME

July 8, 2016

Introduction

P. Kaniappan
Managing Director



R.S. Raja Gopal Sastry
Chief Financial Officer



Safe Harbor Statement

Statements in this document describing the Company's objectives, projections, estimates and expectations may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied due to many factors. Important factors that could make a difference to the Company's operations include, among others, economic conditions affecting demand / supply and price conditions in the domestic and overseas markets in which the Company operates, changes in the Government regulations, tax laws and other statutes and incidental factors. The Company does not undertake any obligation to update such forward-looking statements. All market and industry data are based on Company estimates.

WABCO INDIA

No.1 Supplier to Indian Market

- 1962 : Sundaram Clayton Ltd established (TVS group and Clayton Dewandre, UK : JV)
- 1977 : WABCO acquired Clayton Dewandre
- 2009 : WABCO takes majority control in the brakes division of Sundaram Clayton Limited - WABCO TVS
- 2011 : WABCO TVS became WABCO INDIA Limited

Market leader for more than five decades

Sales of ₹1838 Crores in 2015-16

3,200 employees (>300 engineers)

5 manufacturing sites
– fully aligned to customers' needs

5 manufacturing sites

– fully aligned to customers' needs



Well established to serve customers across India

WABCO

WABCO INDIA Sales Drivers

OE

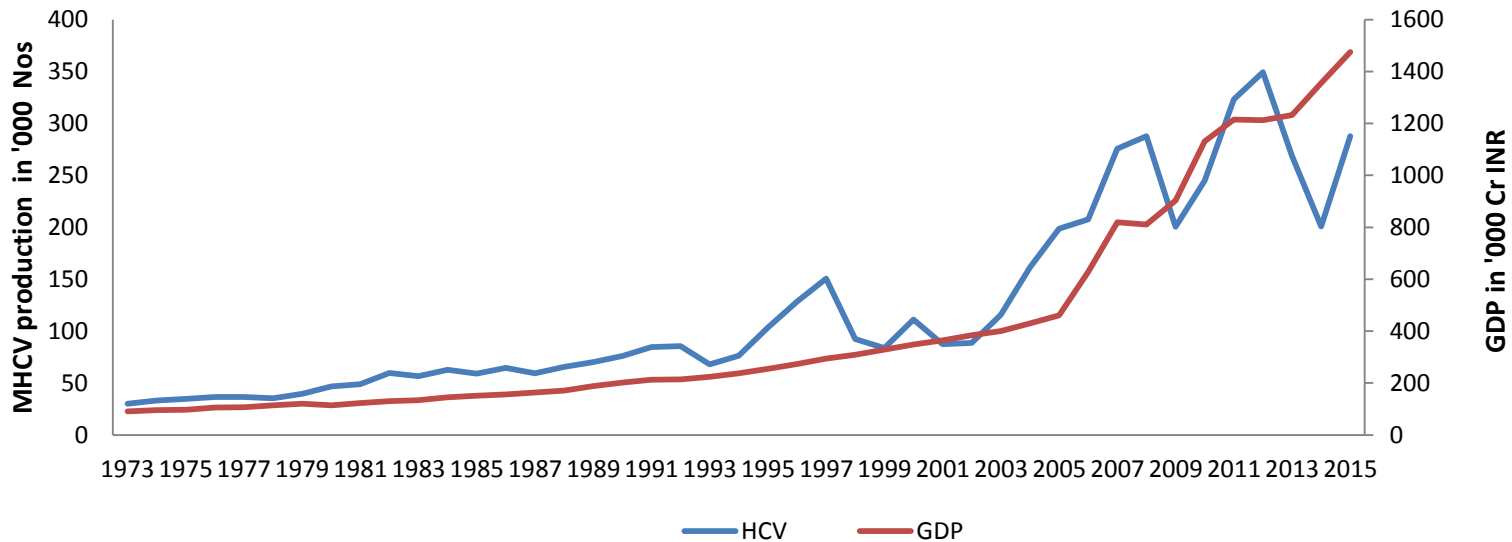
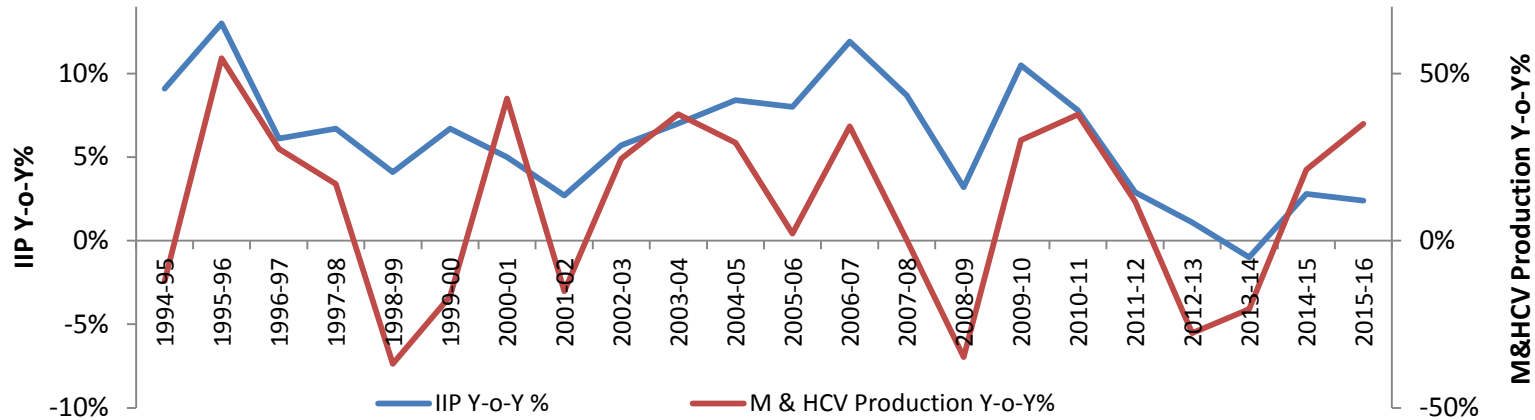
- Industry Growth
- Market Outperformance through content increase

Aftermarket

- Increase in Vehicle Parc
- New product Introduction




Exports

Index of Industrial Production, GDP Vs M&HCV Production



M&HCV production strongly correlated to macro economic indicators

Commercial Vehicle Legislation Update

Region	Status (April 2016)	2015	2016	2017	2018	2019	2020	2021	2022
	100% ABS EPA 10				ESC M & N > 11.8 t		Autom. Driving permissible		AEBS light veh.
	100% ABS trailer: 100% RSS EURO VI	ESC			AEBS & LDWS M & N > 3.5 t		ABS Agriculture < 60 km/h	VRUD	Autom. Driving permissible
	ABS N3 for dangerous goods, M3 tourist coach		ABS N2 for dangerous goods, N3 & M3		ABS for heavy trailers		BS IV (EURO IV) nationwide		

red = in discussion

Growth opportunities created by convergence of safety legislation

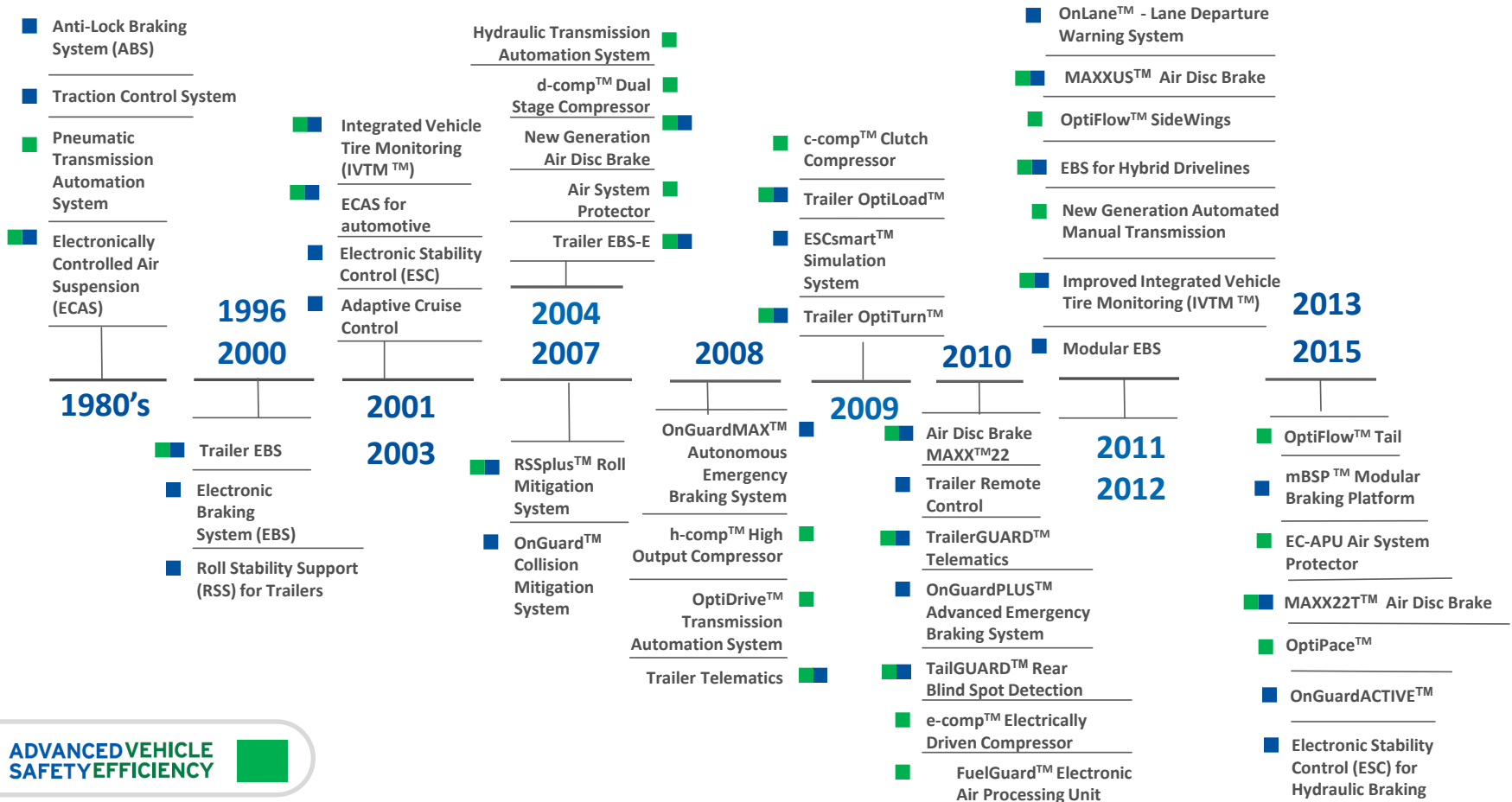
WABCO

Global Technology Adoption



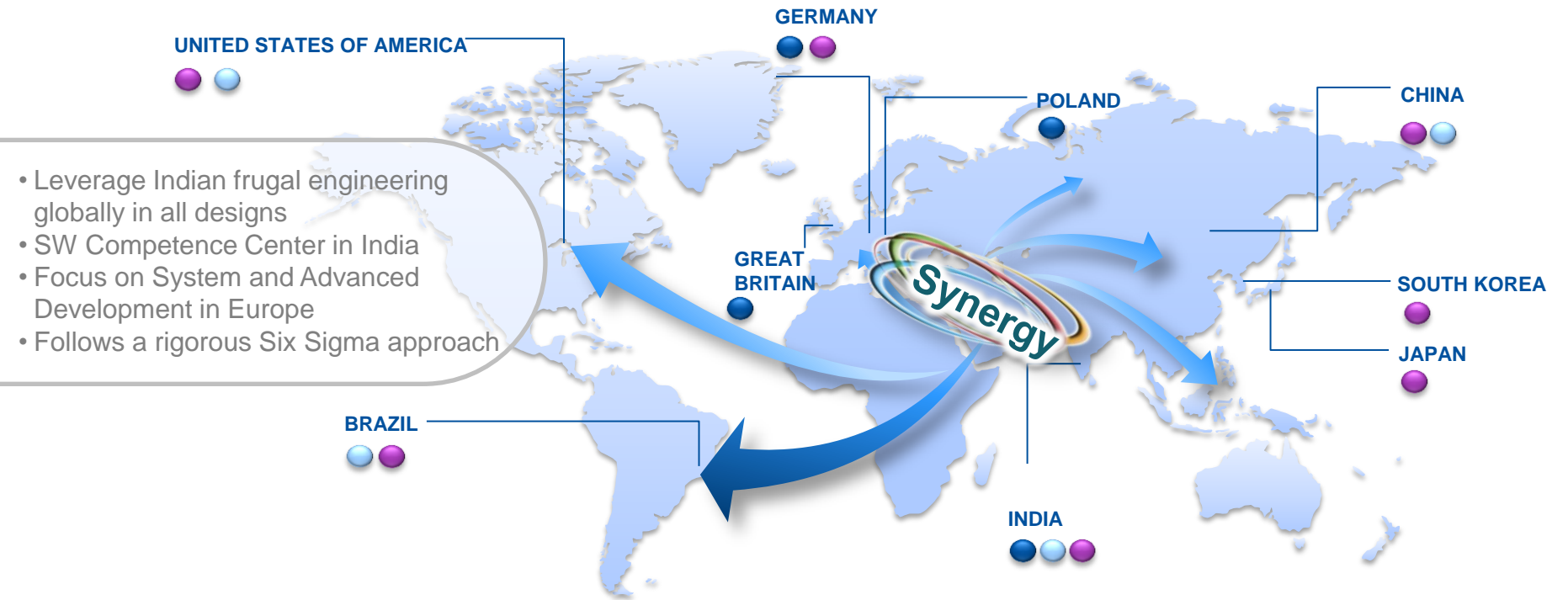
Different rates of tech adoption present a rich reservoir of organic growth

Differentiated through Sustained Technology Innovation



The leading record of “industry first” innovations for commercial vehicles

Global Engineering Footprint



R&D SPEND AS % OF SALES

Year	2011	2012	2013	2014	2015
WABCO India	1.1%	1.1%	0.7%	0.7%	0.8%
WABCO Group	3.8%	4.2%	4.4%	5.1%	5.3%

- Global Product Development
- Local Product Development
- System Application & Validation

Global footprint with main development sites in India, Poland & Germany

WABCO

WABCO Value Proposition



Applying technology to support OEM and Fleet needs

WABCO

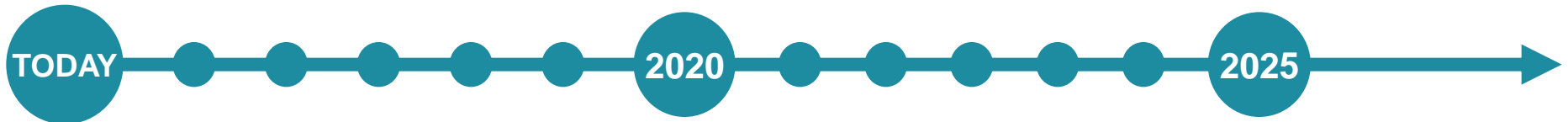
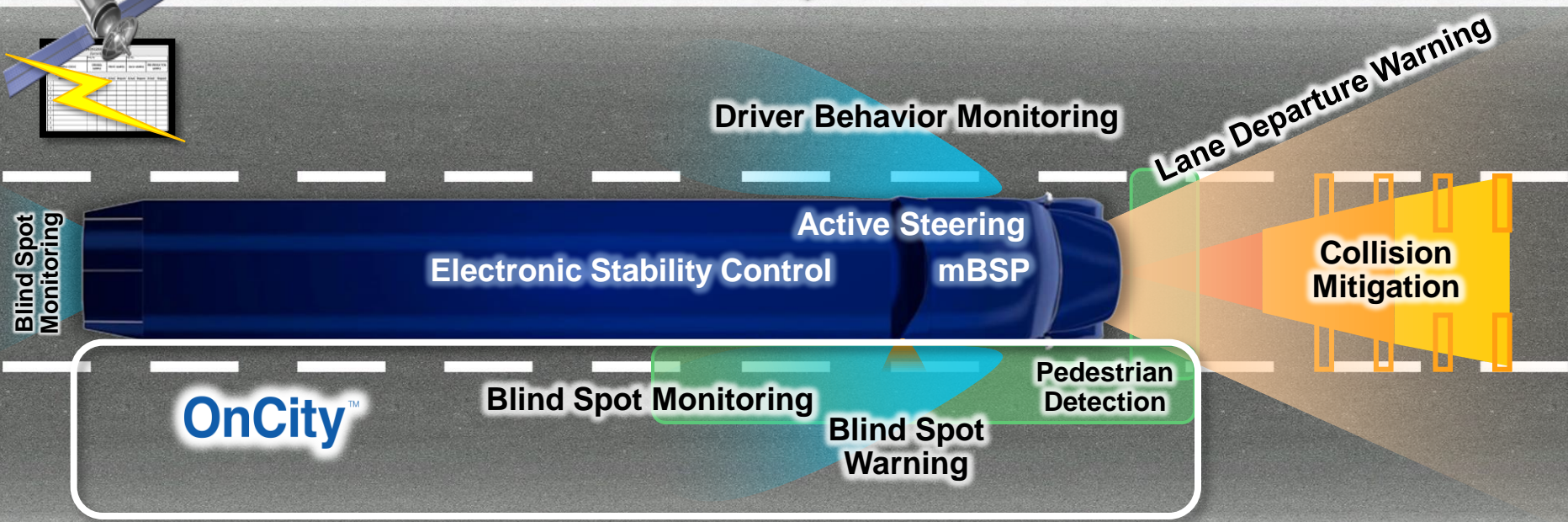
WABCO Vision for Vehicle Safety

TailGUARD™ ESCsmart™



ProView™
Powered by SmartDrive

OnLane™ OnGuard™



TODAY
Collision mitigation → avoidance
Driver behavior monitoring

2020
Accident prevention
Active steering

2025
Autonomous driving
Safety 360°

A roadmap towards a vision for zero accidents

WABCO

WABCO Vision for Vehicle Efficiency

SAVE FUEL MORE THAN 15%



1%
A.C.C

Adaptive Cruise Control
Fuel Saving: 122gal/125,000ml
CO₂ Saving: 2688lbs

2%
c-comp™ FuelGuard™

Clutch Compressor Electronic Air Processing Unit
Fuel Saving: 343gal/125,000ml
CO₂ Saving: 7596lbs

2%
OptiTire™

Tyre Pressure Monitoring
Fuel Saving: 370gal/125,000ml
CO₂ Saving: 8181lbs

5%
OptiFlōw™

Aerodynamics for Trailers
Fuel Saving: 793gal/125,000ml
CO₂ Saving: 17530lbs

5%
OptiDrive™

Automated Manual Transmission
Fuel Saving: 819gal/125,000ml
CO₂ Saving: 18114lbs

TODAY

Clutch Compressor/Electronic Air Processing
Automated Manual Transmission
Electronically Controlled Air Suspension
Aerodynamics

2020

Lightweight Air Disc Brake
Next Gen Automated Manual Transmission
Aluminum Compressor

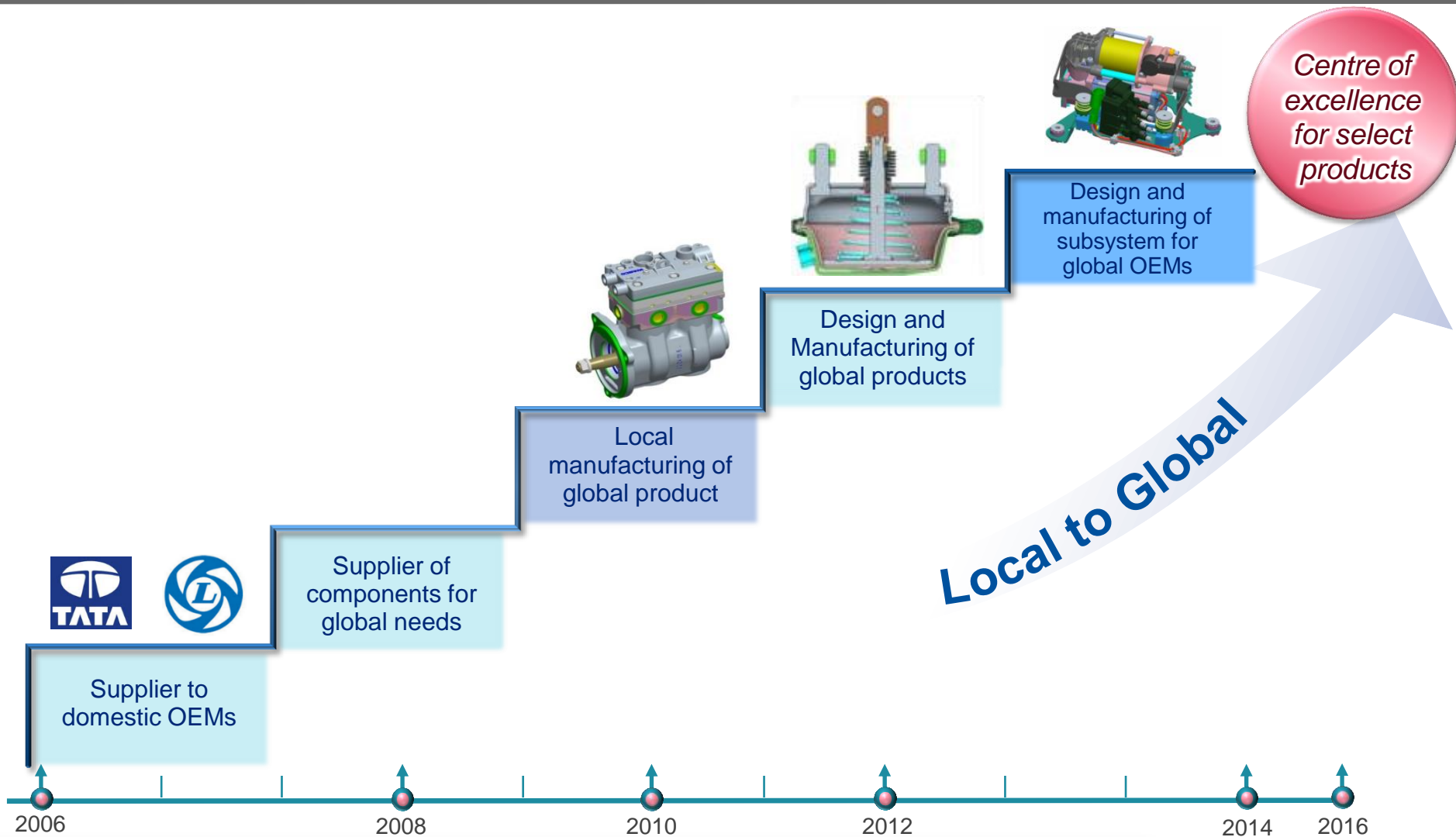
2025

Electro-Mechanical Hand Brake

Leading in solutions to reduce total cost of operation

WABCO

WABCO INDIA's Supply Chain Leadership



Leverage powerful capabilities to deliver differentiation and value

WABCO

2015 Sales by Product Group

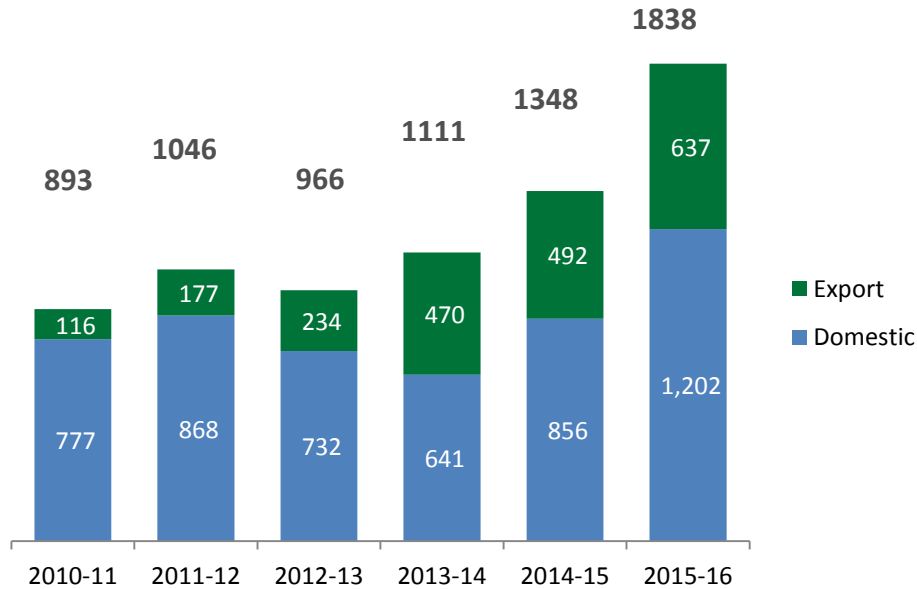


Supplying an extensive product and systems portfolio

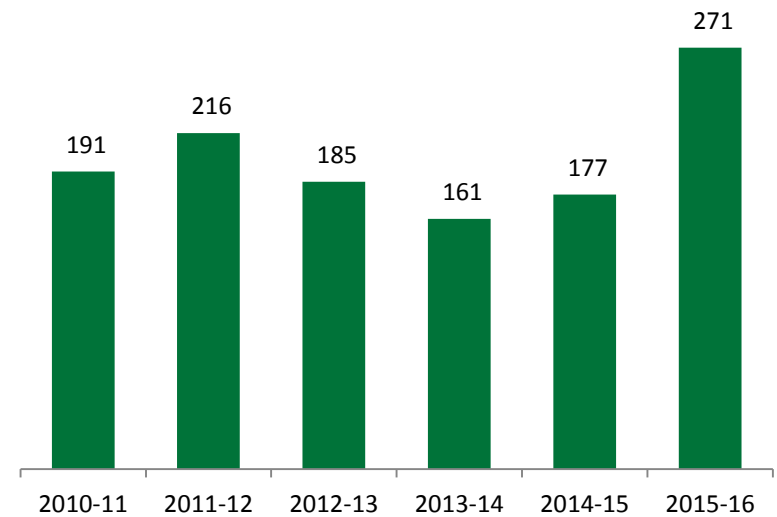
WABCO

WABCO India Performance

SALES IN ₹ CRORES



PBT IN ₹ CRORES



Performance driven by portfolio enhancement and execution excellence

Customer Awards



Volvo Eicher “Overall cost excellence” award for 2015



Daimler India Commercial Vehicles “Innovation award” award for the year 2015



Tata Motors' “Supplier of the year” award for the year 2014-15



Ashok Leyland’s “Best in class performance in Quality” award for the year 2014-15



SML ISUZU “Product upgradation through innovation” award for the year 2015.

Total Employee Involvement Awards



First prize in ACMA regional QCC competition



First Prize in Quality Month competition conducted by Ashok Leyland for suppliers



First prize in National productivity championship competition conducted by IMTMA

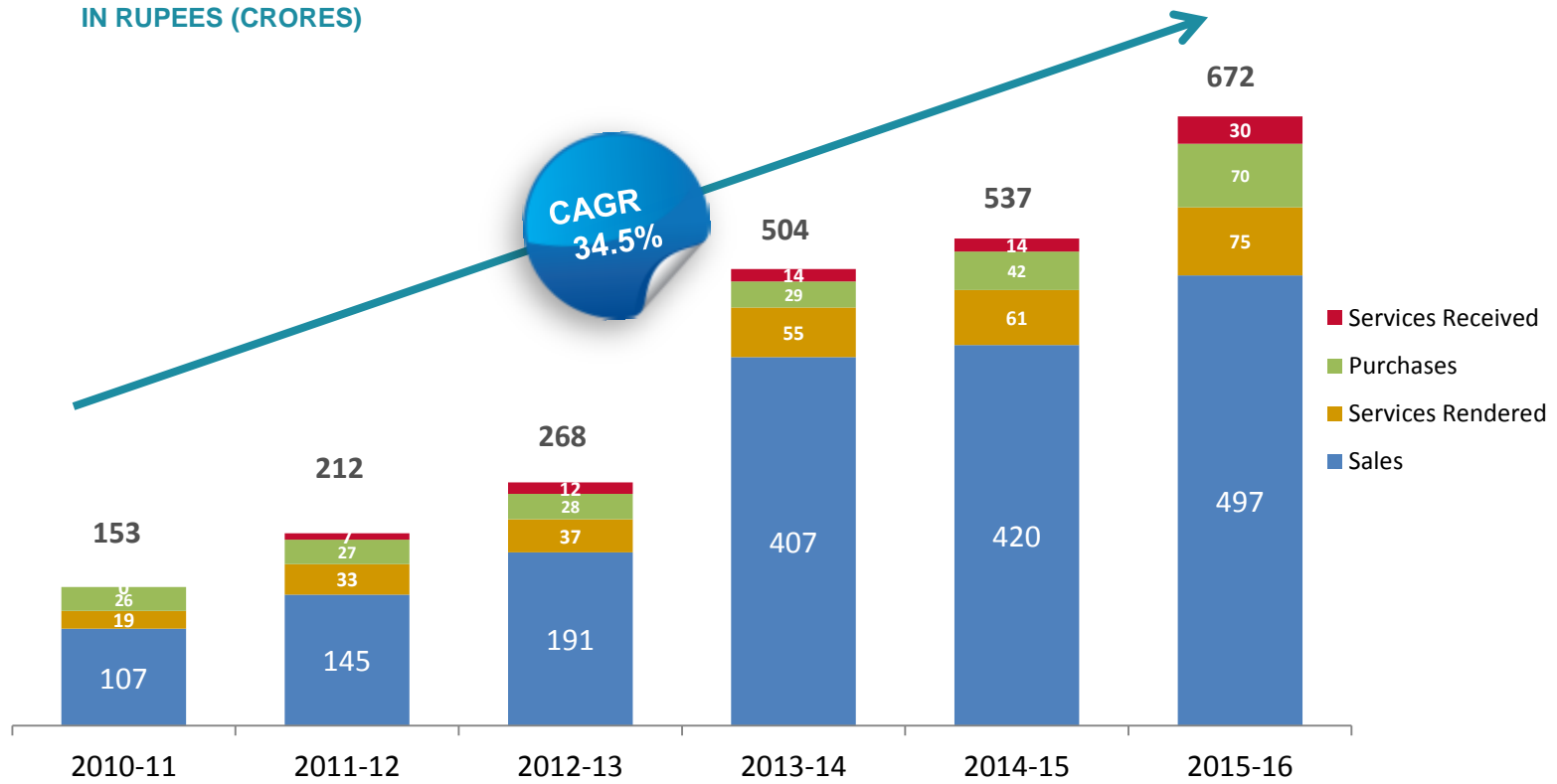


Gold award in NIQR Six Sigma competition

Gross Transactions With Group Entities

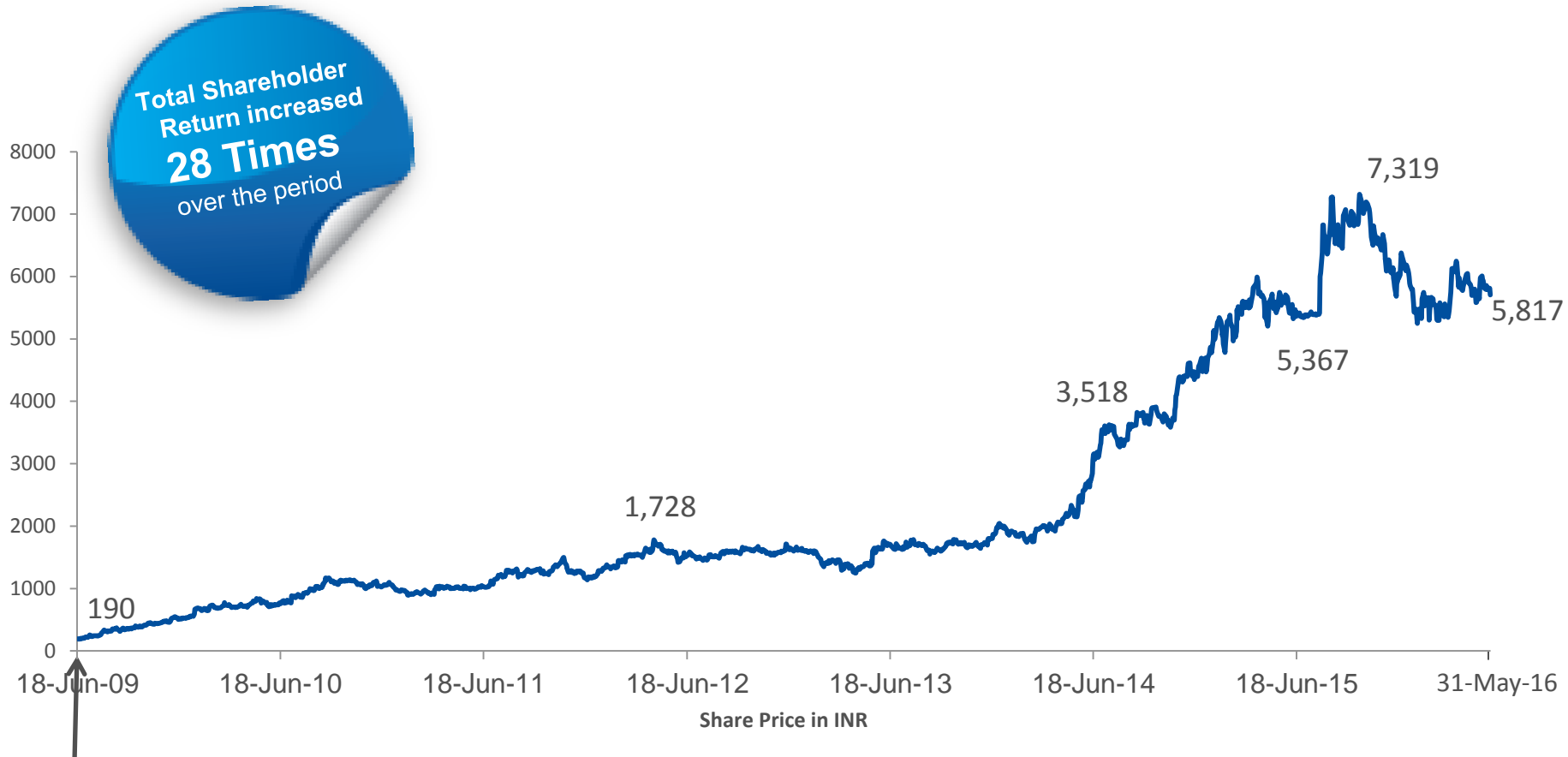
Gross transaction = Sales + Purchase (goods + capital) + Services + Royalty/Technical Fees

IN RUPEES (CRORES)



Expanding positive trade balance by successfully supporting “make in India”

Share Price Trend



Total Shareholder Return increased **28 Times** over the period

WABCO acquired majority stake

Solid generation of shareholder value

WABCO Confidential and Proprietary

Conclusion

1

Leader in technology innovation

2

Generating future sales growth through regional content gap closure

3

Cyclical domestic OE business complemented by increasing exports

Perfectly positioned to convert market opportunities into shareholder value

Discussions





WABCO

a **WORLD** of
DIFFERENCE

Financials

WABCO INDIA LIMITED

Registered Office: Plot No.3 (SP),III Main Road, Ambattur Industrial Estate, Chennai 600058

CIN:L34103TN2004PLC054667,Ph.91 44 42242000 , Fax .91 44 42242009,www.wabcoindia.com, Email: info.india@wabco-auto.com

Part I

STATEMENT OF AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31st MARCH 2016

(Rupees in lakhs)

S.No.	Particulars	Quarter ended			Year ended	
		3/31/2016	12/31/2015	3/31/2015	3/31/2016	3/31/2015
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Income from operations					
	(a) Net Sales / Income from operations (Net of excise duty)	53,935.86	43,200.71	36,233.78	173,985.95	127,153.44
	(b) Other operating income	2,716.02	2,579.01	2,085.94	9,841.13	7,642.90
	Total income from operations (net)	56,651.88	45,779.72	38,319.72	183,827.08	134,796.34
2	Expenses					
	(a) Cost of materials consumed	38,111.51	28,775.86	22,247.80	112,109.99	79,003.25
	(b) Changes in inventories of finished goods, work-in-progress and stock-in-trade	(3,315.23)	(1,385.76)	555.37	(2,135.97)	290.68
	(c) Employee benefits expense	4,669.45	4,534.70	3,940.25	17,378.38	14,344.87
	(d) Depreciation and amortisation expense	1,467.11	1,420.33	1,209.11	5,623.69	4,666.37
	(e) Other expenses	9,147.34	6,089.15	5,940.13	27,195.82	20,822.11
	Total expenses	50,080.18	39,434.28	33,892.66	160,171.91	119,127.28
3	Profit from operations before other income and finance costs and exceptional items	6,571.70	6,345.44	4,427.06	23,655.17	15,669.06
4	Other income	1,020.91	606.04	590.32	3,460.96	2,029.89
5	Profit from ordinary activities before finance costs and exceptional items	7,592.61	6,951.48	5,017.38	27,116.13	17,698.95
6	Finance costs	0.06	-	16.95	0.06	36.09
7	Profit from ordinary activities after finance costs but before exceptional items	7,592.55	6,951.48	5,000.43	27,116.07	17,662.86
8	Exceptional items	-	-	-	-	-
9	Profit from ordinary activities before tax	7,592.55	6,951.48	5,000.43	27,116.07	17,662.86
10	Tax expense	1,864.01	1,799.04	1,960.53	6,654.46	5,596.82
11	Net profit from ordinary activities after tax	5,728.54	5,152.44	3,039.90	20,461.61	12,066.04
12	Extraordinary items (net of tax expense)	-	-	-	-	-
13	Net profit for the period	5,728.54	5,152.44	3,039.90	20,461.61	12,066.04
14	Net profit after taxes, minority interest and share of profit of associates	5,728.54	5,152.44	3,039.90	20,461.61	12,066.04
15	Paid-up equity share capital (Face value of the Share: Rs 5/- each fully paid)	948.38	948.38	948.38	948.38	948.38
16	Reserve excluding revaluation reserves as per balance sheet of previous accounting year	-	-	-	105,816.97	85,355.36
17	(i) Earnings per share (before extraordinary items) (not annualised):					
	(a) Basic	30.20	27.16	16.03	107.88	63.61
	(b) Diluted	30.20	27.16	16.03	107.88	63.61
	(ii) Earnings per share (after extraordinary items) (not annualised):					
	(a) Basic	30.20	27.16	16.03	107.88	63.61
	(b) Diluted	30.20	27.16	16.03	107.88	63.61

Financials

Part II

(Rupees in lakhs)

Particulars	Quarter ended	0	0	Year ended	0
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
A PARTICULARS OF SHAREHOLDING					
1. Public Shareholding					
- Number of Shares	4,741,900	4,741,900	4,741,900	4,741,900	4,741,900
- Percentage of shareholding	25%	25%	25%	25%	25%
2. Promoters and Promoter Group Shareholding					
a) Pledged/ Encumbered					
- Number of Shares	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total share capital of the company)	NIL	NIL	NIL	NIL	NIL
b) Non-Encumbered					
- Number of Shares	14,225,684	14,225,684	14,225,684	14,225,684	14,225,684
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100%	100%	100%	100%	100%
- Percentage of shares (as a % of the total share capital of the company)	75%	75%	75%	75%	75%

Financials

Statement of assets and liabilities

(Rupees in lakhs)

Particulars	As at	As at
	31.03.2016	31.03.2015
	(Audited)	(Audited)
A EQUITY AND LIABILITIES		
1 Shareholders' funds		
(a) Share capital	948.38	948.38
(b) Reserves and surplus	105,816.97	85,355.36
Shareholders' funds	106,765.35	86,303.74
2. Non-current liabilities		
(a) Deferred tax liabilities (net)	993.79	1,645.24
(b) Other long-term liabilities	3.00	3.00
(c) Long-term provisions	1,684.86	1,871.90
Non-current liabilities	2,681.65	3,520.14
3. Current liabilities		
(a) Trade payables	34,661.89	17,790.05
(b) Other current liabilities	7,580.05	2,331.50
(c) Short-term provisions	716.88	1,402.50
Current liabilities	42,958.82	21,524.05
Equity and liabilities	152,405.82	111,347.93
B ASSETS		
1. Non-current assets		
(a) Fixed assets	37,326.79	34,137.03
(b) Non-current investments	220.24	220.24
(c) Long-term loans and advances	3,421.01	2,291.83
Non-current assets	40,968.04	36,649.10
2. Current assets		
(a) Current investments	21,800.00	3,700.00
(b) Inventories	17,563.65	11,797.03
(c) Trade receivables	43,572.68	29,915.05
(d) Cash and cash equivalents	21,303.62	22,305.12
(e) Short-term loans and advances	7,058.20	6,812.57
(f) Other current assets	139.63	169.06
Current assets	111,437.79	74,698.83
Total Assets	152,405.82	111,347.93

B. INVESTOR COMPLAINTS

Particulars	3 months ended 31-03-2016
Pending at the beginning of the quarter	Nil
Received during the quarter	1
Disposed of during the quarter	1
Remaining unresolved at the end of the quarter	Nil

NOTES:

- The above audited financial results for the quarter ended 31st March 2016 were reviewed by the Audit Committee and upon its recommendation, were approved by the Board of Directors at its meeting held on 19th May 2016.
- During the current quarter w.e.f January 1, 2016, the Company has entered into a revised royalty agreement for the use of technical knowhow, trademark and other services availed from group / related party. Pursuant to this agreement, the Company has recognised a charge of Rs. 1,422.22 lakhs in the quarter ended March 31, 2016
- The Company operates in one segment, namely automotive components.
- The Board of Directors have recommended a dividend of Rs.---- per equity share absorbing a sum of Rs. lakhs (including dividend distribution tax) for the year ended 31st March 2016, subject to the approval of the shareholders at the ensuing annual general meeting of the Company.
- The Share Transfer books and register of members of the company will remain closed for a period of 2 days commencing from 28th July 2016 to 29th July 2016 (both days inclusive) for the purpose of annual general meeting of the company .
- The figures for the previous period / year have been regrouped wherever necessary to conform to the current year's classification.

For and on behalf of the Board

M Lakshminarayan
Chairman

Chennai
19th May 2016



WABCO

a **WORLD** of
DIFFERENCE