

13th September, 2017

The Manager
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

Scrip code: 533023
Fax No.022 22723121 / 2037 / 2039
corp.relations@bseindia.com

The Manager
Listing Department
National Stock Exchange of India Ltd
Exchange Plaza, C-1, Block G
Bandra – Kurla Complex
Bandra (E), Mumbai 400 051

SCRIP CODE: WABCOINDIA
FAX No.022 265982337 / 38
CMLIST@NSE.CO.IN

Dear Sirs,

**Sub: SEBI Listing Obligations and Disclosure Requirements) Regulations, 2015
Presentation to be made to the Institutional Investor/Fund Houses.**

This is with reference to our letter dated 11th September 2017, wherein we had given you advance intimation of upcoming Institutional Investors / Fund houses in terms of Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (Listing Regulation)

In terms of the aforementioned Regulations, we enclose herewith a copy of the presentation to be shared with the institutional investors / fund houses. The said presentation is being made available on the website of the company viz. www.wabcoindia.com

This is for your information and records.

Thanking you,
Yours faithfully,
For **WABCO INDIA LIMITED**



M C Gokul
Company Secretary

SUSTAINING DIFFERENTIATION



WELCOME

WABCO INDIA LIMITED

INVESTOR DAY 2017

MUMBAI

Sept 14 2017



Safety



Efficiency



Connectivity

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.



SUSTAINING DIFFERENTIATION



WABCO continues to tap into a rich reservoir of organic growth,

With proven success in driving technology leadership, and excellence in execution,

On a clear path toward enabling commercial vehicle autonomy and connectivity

Powered by the passion of a global team

ABOUT WABCO: THE INDUSTRY'S TECHNOLOGY INNOVATOR

In 2016, WABCO had

\$2.8B
Annual revenues

13,000
Employees in 40 countries

15 Technology industry firsts during the last 5 years

No.1
in all BRIC markets

10 Years NYSE listing

2,500
Service Partners

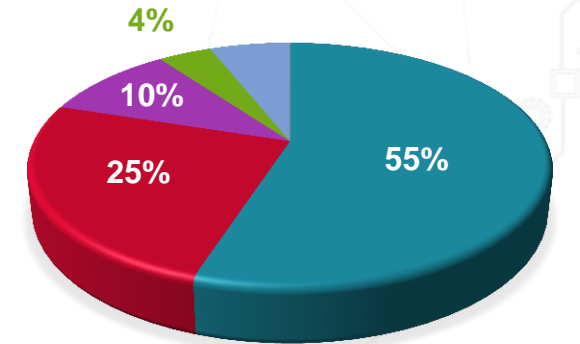
27
Factories

2,400
Engineers worldwide

\$403m
Performance EBIT (1)
(14.4% Margin)

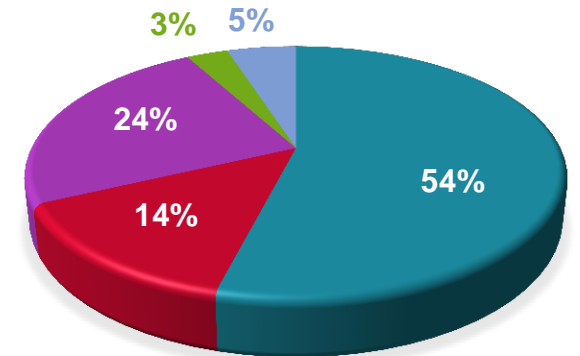
319
Patents granted

SALES BY CUSTOMER TYPE



■ OE Truck & Bus
 ■ Aftermarket
 ■ Trailer
 ■ Off-Highway
 ■ Car

SALES BY REGION



■ Europe
 ■ North America
 ■ Asia
 ■ Brazil
 ■ Other

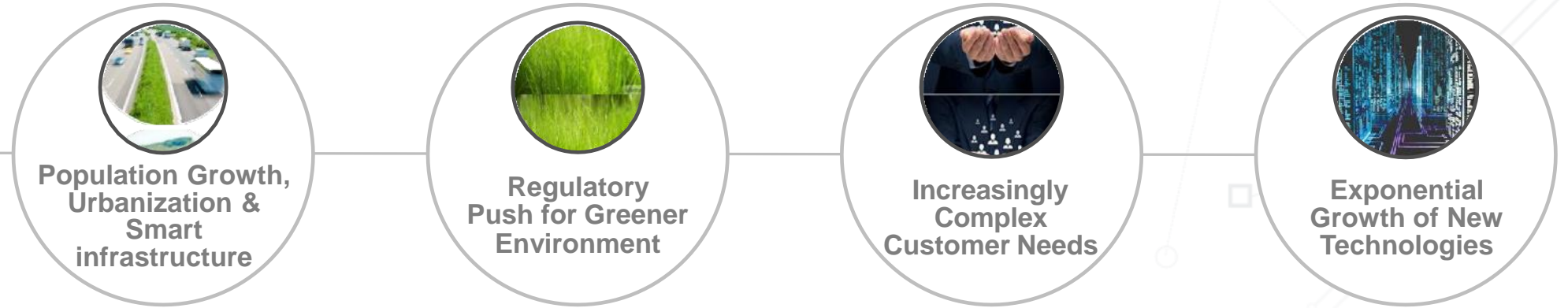
All figures relate to 2016

See appendix for footnotes

WABCO

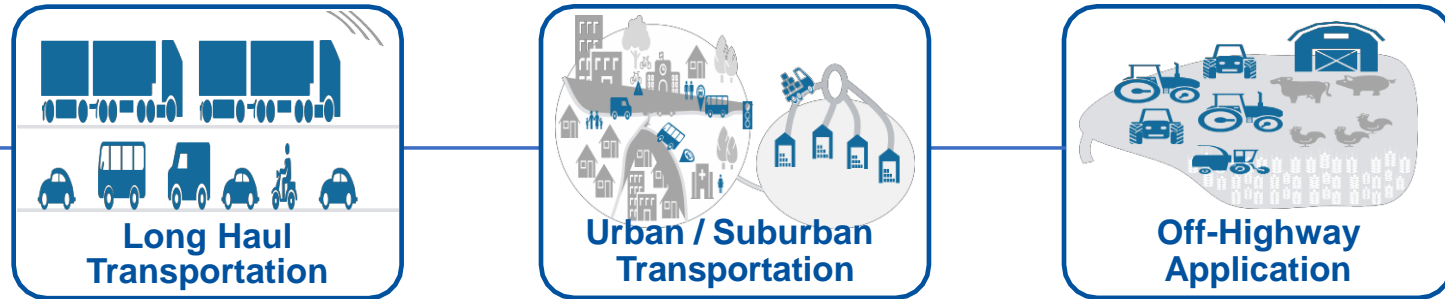
ANTICIPATING THE EVOLUTION OF OUR INDUSTRY

Mega Trends



Commercial Transportation Requirements

Segmentation of Commercial Vehicles



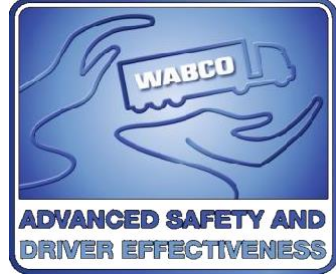
Impact on Commercial Vehicles Requirements



CONSTANTLY INVADING NEW TECHNOLOGY SPACES

TECHNOLOGY STRATEGY EVOLUTION

INDUSTRY VISION



Braking System Platform



Active Steering



Stability Control



FuelGuard™ E-APU



Telematic units



ProView



Multi Brand Diagnostic



V2V

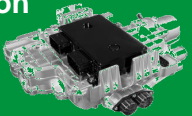
Big Data Analytics



Fleet Management Systems



Transmission Automation



MAXX™ Air Disc Brakes



c-comp™ Clutch Compressor



OptiFlow



e-comp™ Electrically Driven Compressor



Hybrid EBS



OptiTire™



Platooning



OptiRide™



Mechanics Electromechanics



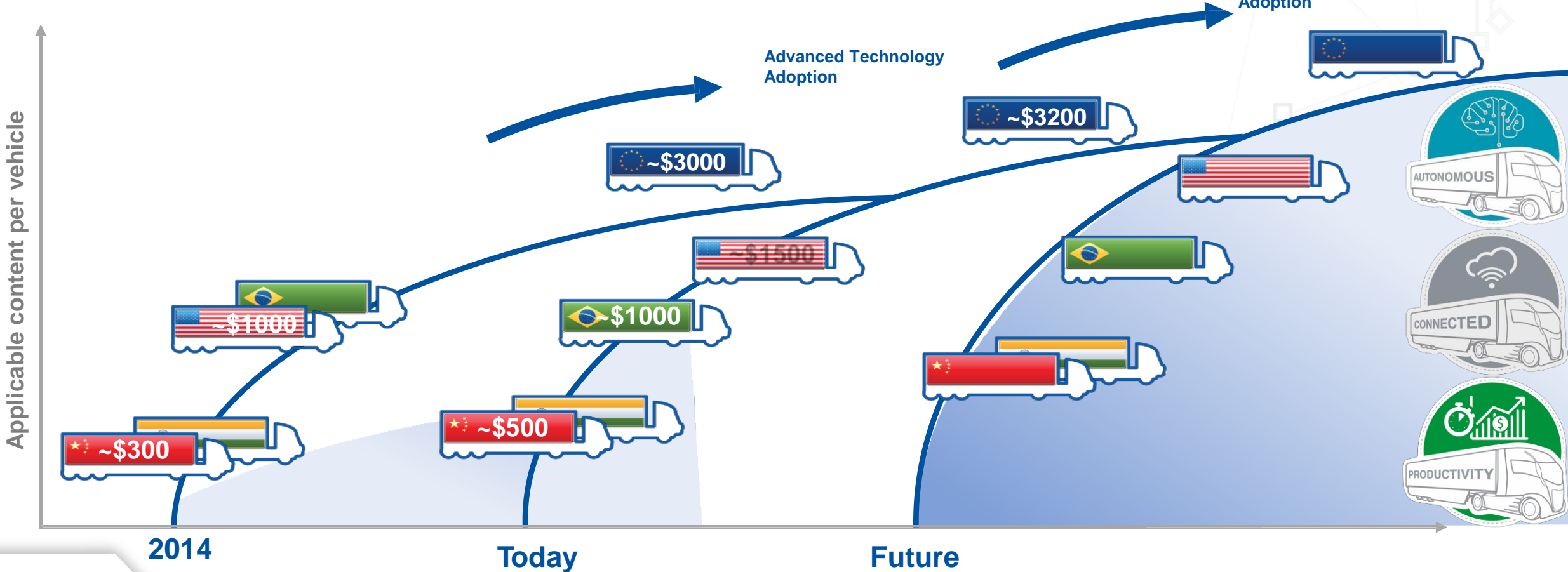
Electronic Systems



Digital Systems

EXPANDING RESERVOIR FOR ORGANIC GROWTH

Content per vehicle gap closure between regions fuels technology adoption



* At constant FX

SUSTAINING DIFFERENTIATION: TECHNOLOGY LEADERSHIP

Early anticipation, constant innovation and relentless re-design to cost power the adoption of WABCO technology



TECHNOLOGY TO ADVANCE VEHICLE EFFICIENCY

A vehicle equipped with all WABCO efficiency technologies can increase fuel economy up to 20%

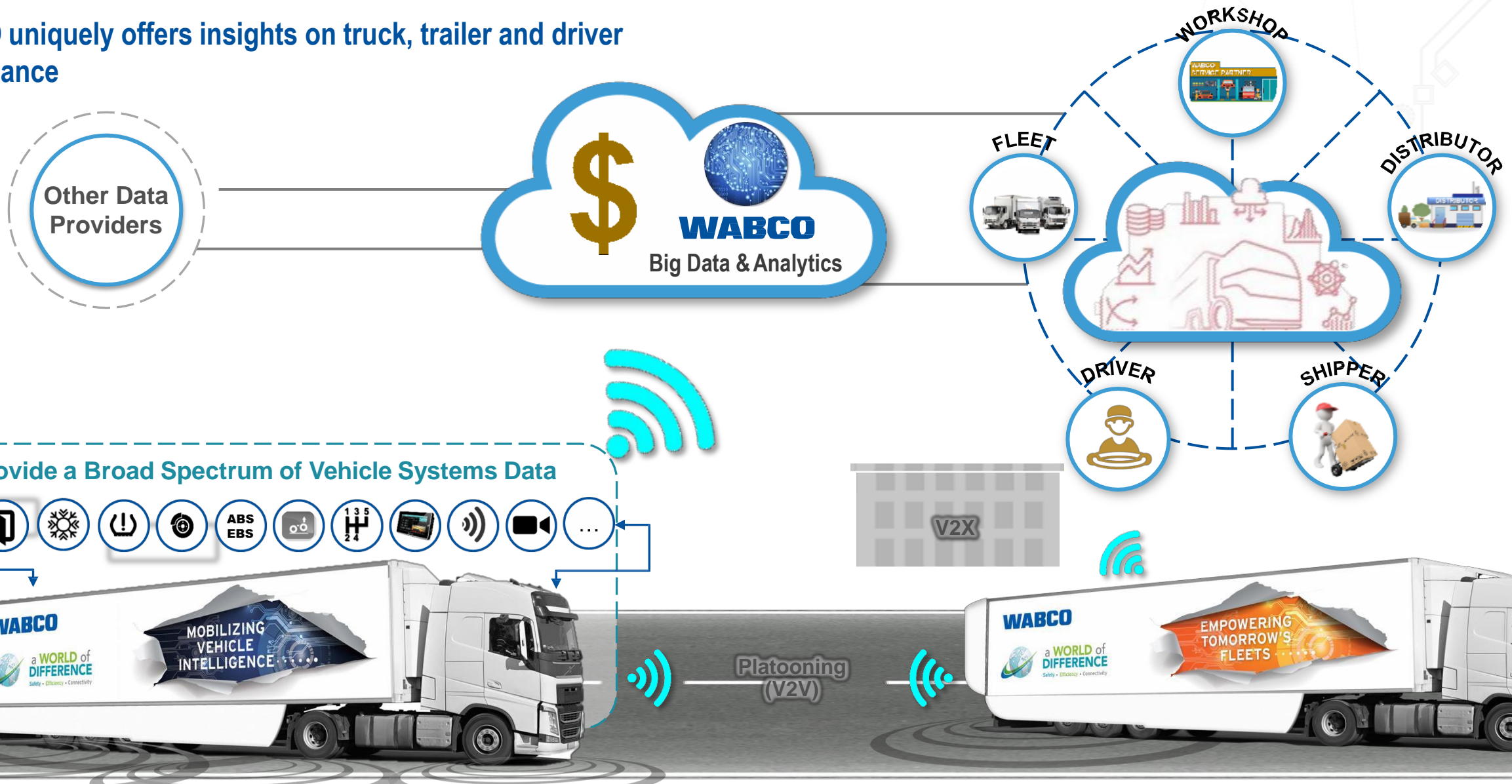


- Blending braking technology
- Electrically-sourced compressed air
- Scanning for additional opportunities



CONNECTIVITY: MOBILIZING VEHICLE INTELLIGENCE

WABCO uniquely offers insights on truck, trailer and driver performance



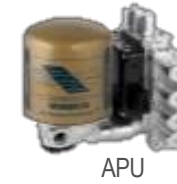
WABCO TECHNOLOGY FOR ELECTRIFIED VEHICLES



FUEL Powered Trucks

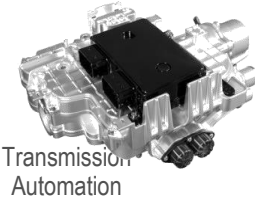
ELECTRIC Powered Trucks

Air Generation



Several million trailers in use today need air to be operated

Air Actuation



No AMT in electric trucks but electronic air suspension control

Brake & Vehicle Control



Energy recuperation and brake blending requires electronic braking system

Electrification

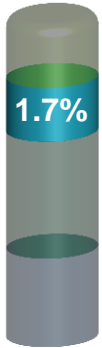
ADAS & Telematics



More telematics required to operate electric fleets

WABCO'S LEADING FLEET MANAGEMENT SOLUTIONS

DIFFERENTIATED FMS PRODUCTS



Premium solution
- large fleets



Standard solution
- small fleets



Entry solution
- emerging markets



Trailer solutions



ACROSS DIFFERENT MARKETS

3 year contract value*



Europe
~\$1800

China
~\$400

India
~\$100

WITH A GROWING PENETRATION

FMS Penetration
5 year*



30% → 55%

20% → 40%

5% → 15%

WABCO M&A



Acquired
Transics



JV with G7

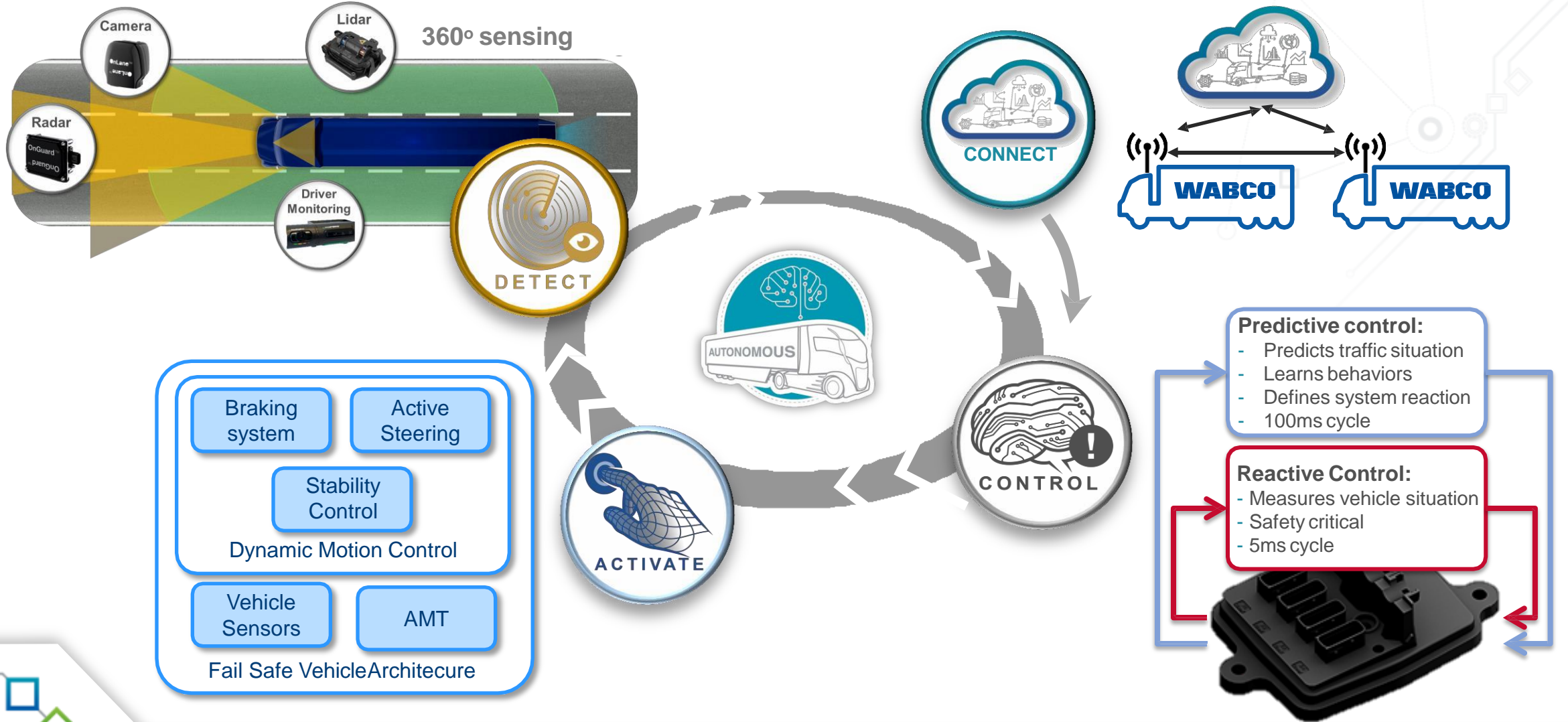


Acquired
AssetTrackr

~ 500k
Connected
WABCO
units

*Source: Frost & Sullivan, MCV & HCV, Sept. 2016

WABCO BLUE-PRINT FOR AUTONOMOUS DRIVING



ACQUISITION OF STEERING TECHNOLOGY ENABLES FULL

CONTROL OF VEHICLE DYNAMICS

Establishing a gateway to more advanced levels of automation



- Established in 1837
- \$130m sales
- 900 employees
- North America facilities and JV in China
- Main products
 - Steering Gears
 - Steering Columns
 - Pumps
 - Remanufactured Products

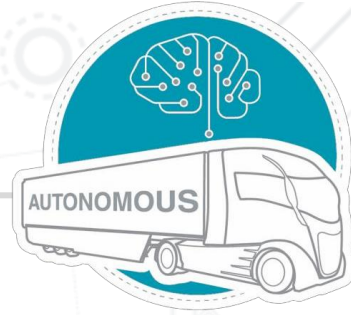


Globalize existing steering solutions

Develop and introduce cost-efficient active steering solutions globally together with Nexteer Automotive

Provide new functionalities toward Autonomous Driving

10%
Sales CAGR
next 5 years

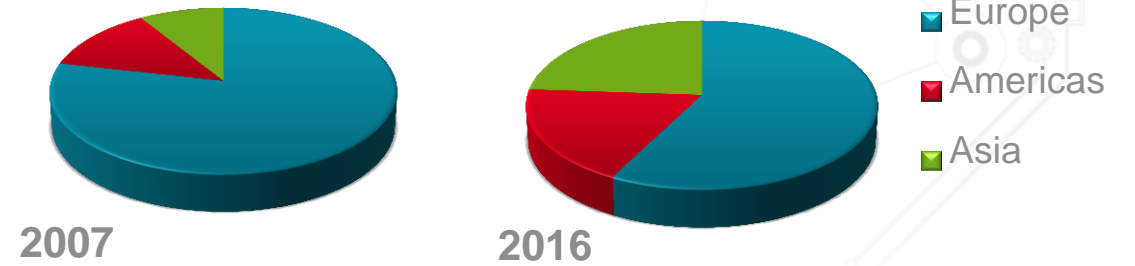


The transaction is subject to customary U.S. regulatory clearance and it is expected to close by the end of the third quarter 2017

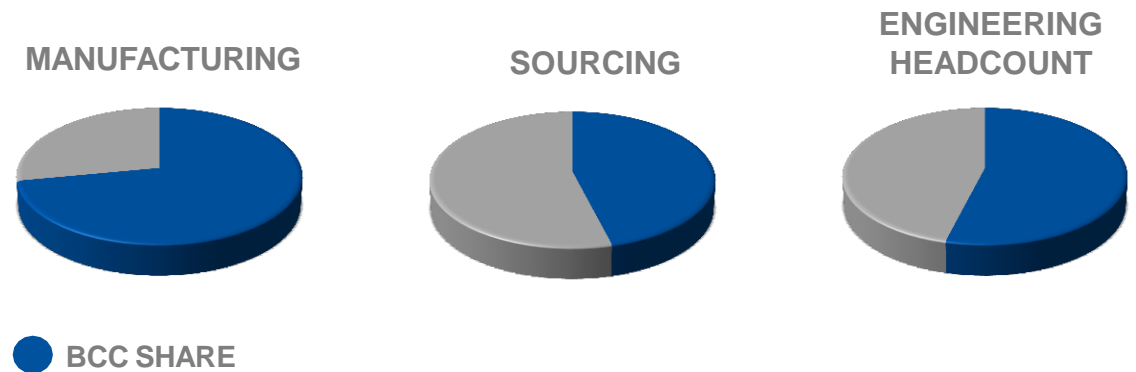
SUSTAINING DIFFERENTIATION: GLOBALIZATION

- Globalized ahead of the curve
- #1 in all emerging markets
- Frugal mindset deployed globally
- A globally integrated supply chain
- India developed as a powerful second pillar of our global operations

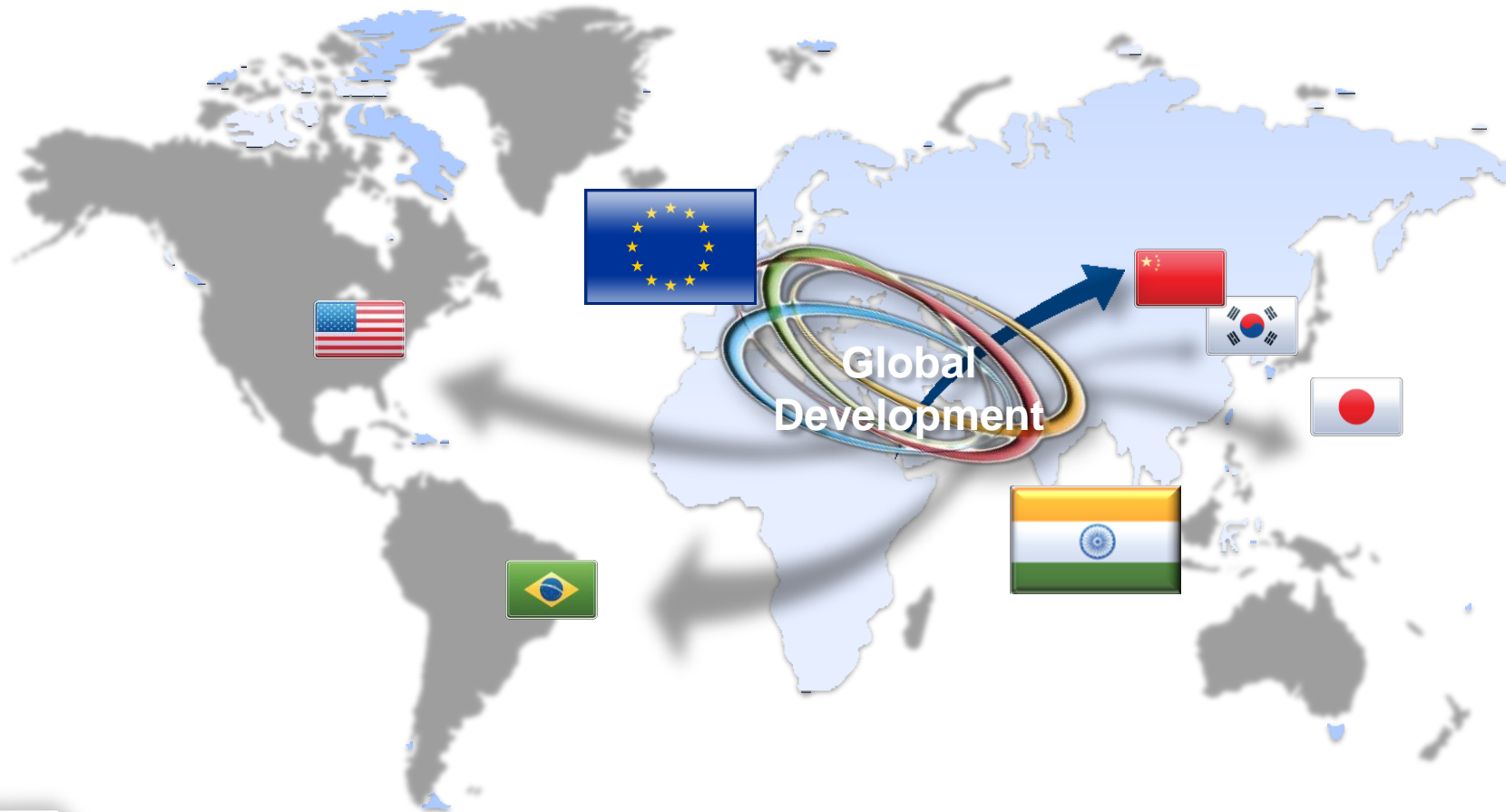
SALES BY REGION



2016 BEST COST COUNTRY (BCC) RESOURCES



A DIFFERENTIATING GLOBAL ENGINEERING TEAM

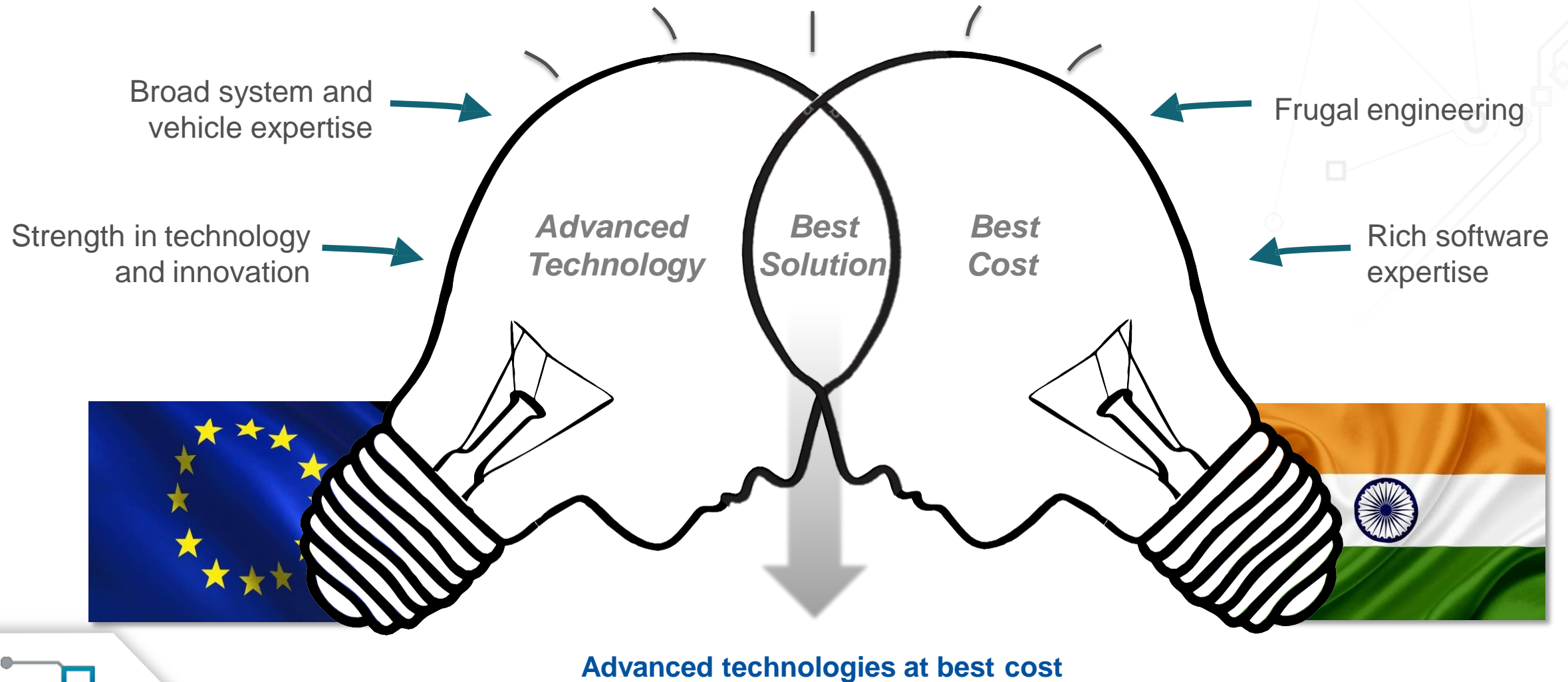


Powerful global development team blends and leverages broad expertise, extensive industry knowledge and frugal engineering principles

Global Development
Skilled application engineers in all key regions provide excellent customer connectivity and support

WABCO Product Creation Process
One global and connected team driving innovation --- frugally!

A DIFFERENTIATING GLOBAL TEAM





WABCO INDIA

WABCO INDIA THE GROWTH ENGINE



Continue to leverage on regulation

Sales to OEMs through advanced technology offerings, increased sales to non CV customers and smart digital solutions

Increased sales to after market through new channels, new business models and new products

India manufacturing and engineering excellence to boost export revenue of products and services

Delivering operational results through productivity

WABCO INDIA – NO. 1 SUPPLIER TO INDIAN MARKET

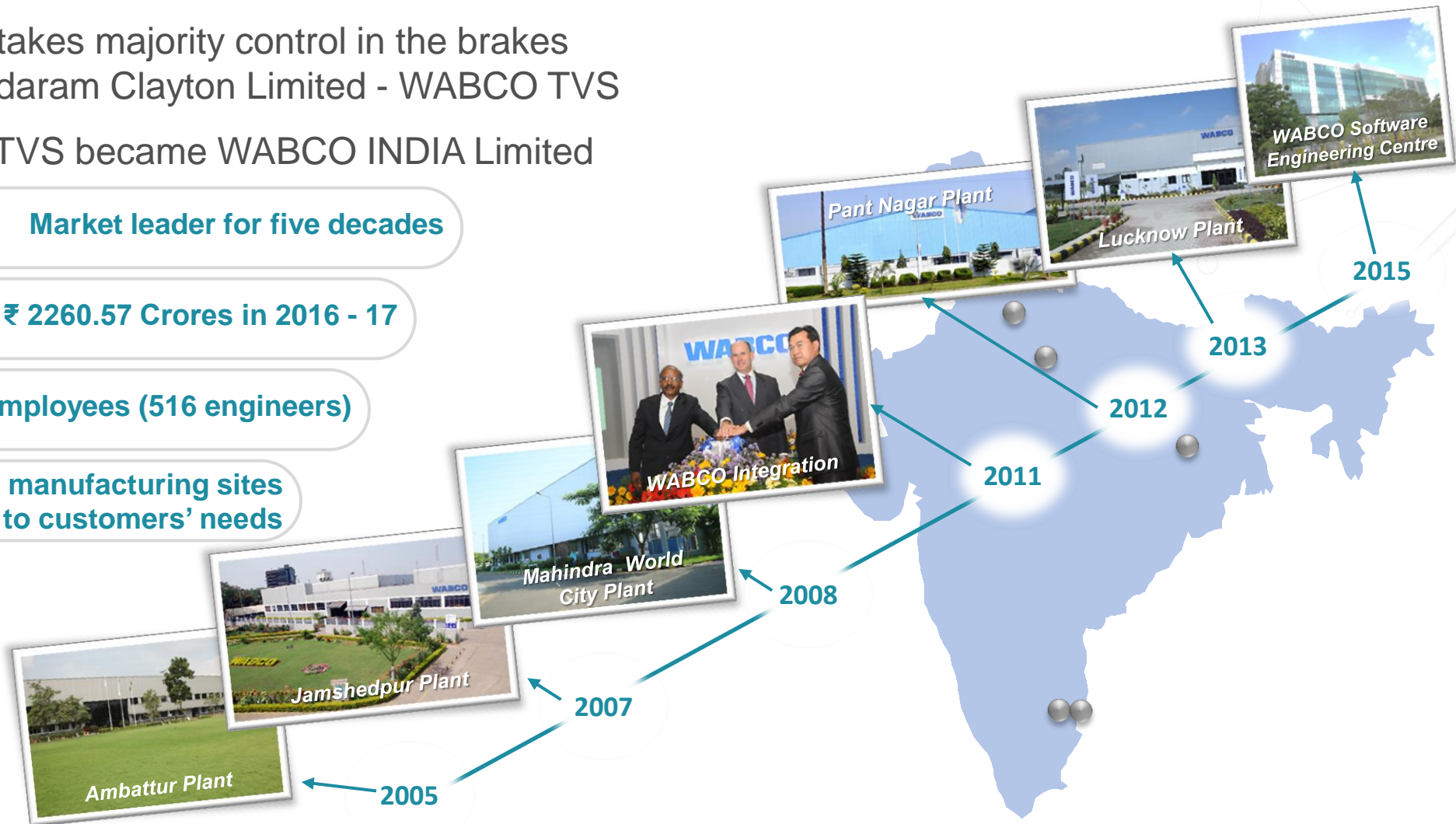
- 2009 WABCO takes majority control in the brakes division of Sundaram Clayton Limited - WABCO TVS
- 2011 WABCO TVS became WABCO INDIA Limited

Market leader for five decades

Sales of ₹ 2260.57 Crores in 2016 - 17

4434 employees (516 engineers)

5 manufacturing sites
– fully aligned to customers' needs



INDIA LEGISLATION – STATUS AND FORECAST

Legislation requires installation of Safety and Emission Control Systems

red = in discussion

Type	Status (August 2017)	2016	2017	2018	2019	2020	2021	2022	2023
Emission / Efficiency	BS IV BS VI		BS IV (Nation wide)			BS VI (Nation wide)			
				Fuel Efficiency targets for M3 & N3 BS IV vehicles					
Safety	100% ABS for TB&C, Trailer & 2 Wheeler	ABS for M3 / N3	Trailer ABS	ABS for M1 / M2 & 2 Wheeler ABS					
			Speed Governor		N1 / N2 ABS Regulation				
			Trailer Code		ESC / Braking efficiency for M1/N1				
				Truck Code – AC / Cabin ventilation system	AEBS System				
				AIS Bus Body Code					
		Agricultural Trailer Brakes							
Connectivity						Intelligent Transport Solutions			
					Vehicle location tracking				
			FASTag						
Others	E Vehicles End of Life Scrapping Policy						Automated Manual Transmission		
							E Vehicles / Hybrid Vehicles for T&B		
						End of Life Scrapping Policy			

WABCO INDIA STRATEGY TO DRIVE TOPLINE GROWTH

Key strategies to sustain outperformance in the market

Increase Penetration of Advanced Technologies

AMT
ADB
ECAS
ESC
ADAS

Expand Product Portfolio Horizontally

Door Ctrl System
Smart Suspension
Trailer Axles
Vehicle Harness
Filter Solutions
Hydraulic Brake System
Off Highway & Defense

Offering Smart Digital Solutions

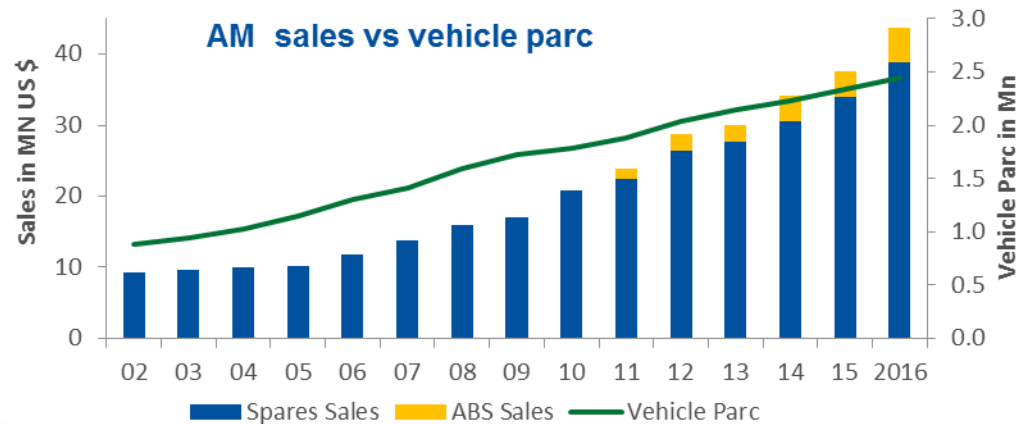
FMS
ITS (Intelligent Transport Solutions)
Value added services using FMS Data

DRIVING GROWTH THROUGH DIFFERENTIATING CREATIVITY IN AFTERMARKET

- Expanding the service network through addition of new Authorized Service Centers
- Capitalizing on retro fitment as a successful revenue stream
- Developing unique solutions for Indian market
 - Performance enhancement kits
 - Fleet Management Solution
 - Speed Governor



WABCO SERVICE CENTER NETWORK – A TOUCH POINT AT EVERY 100KM



Fleet Management Solution



Speed Governor

SALES STRATEGY AFTERMARKET

Providing fleets with operational savings thru cost efficiency

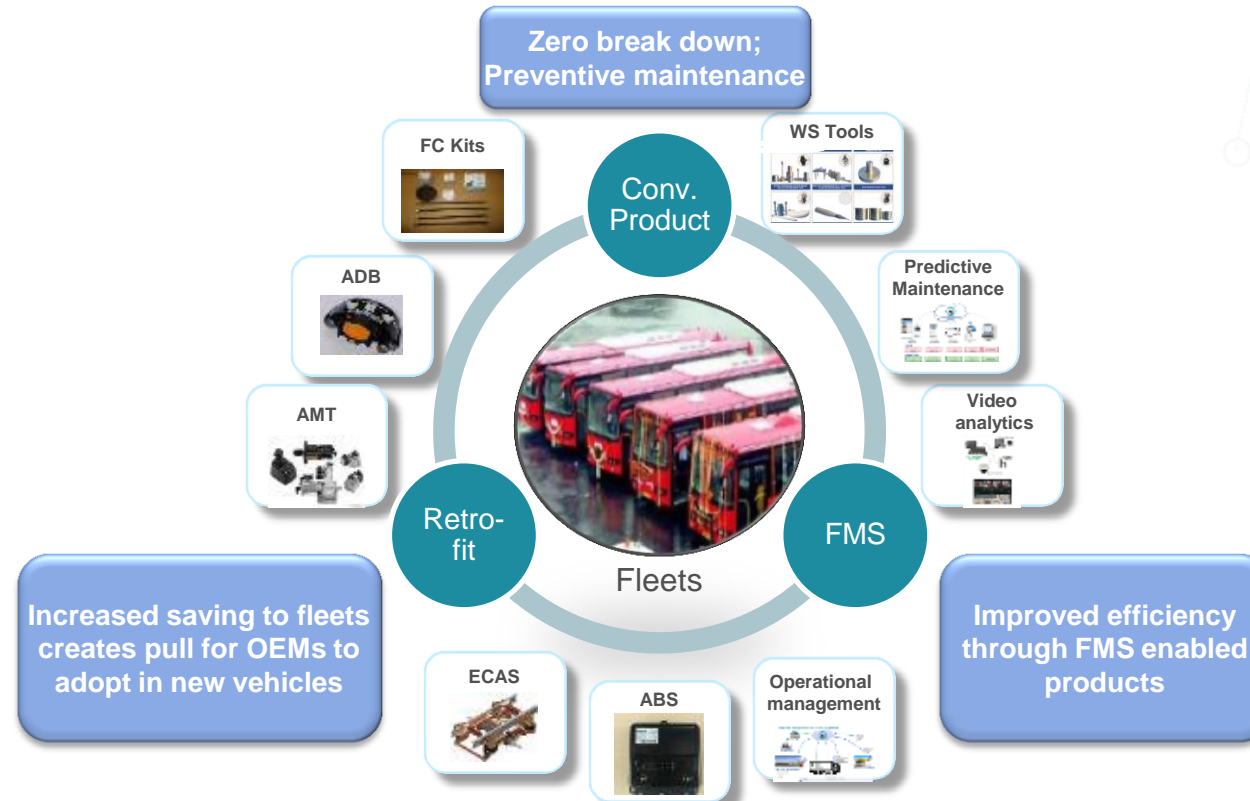
Key objectives

- Increase AM sales
- Diversify in FMS
- Create pull in OEMs through retrofit @ fleets

Market dynamics

- Requirements for “zero-breakdown” in bus segment
- Ever increasing cost of operation driving fleets for better operational efficiency

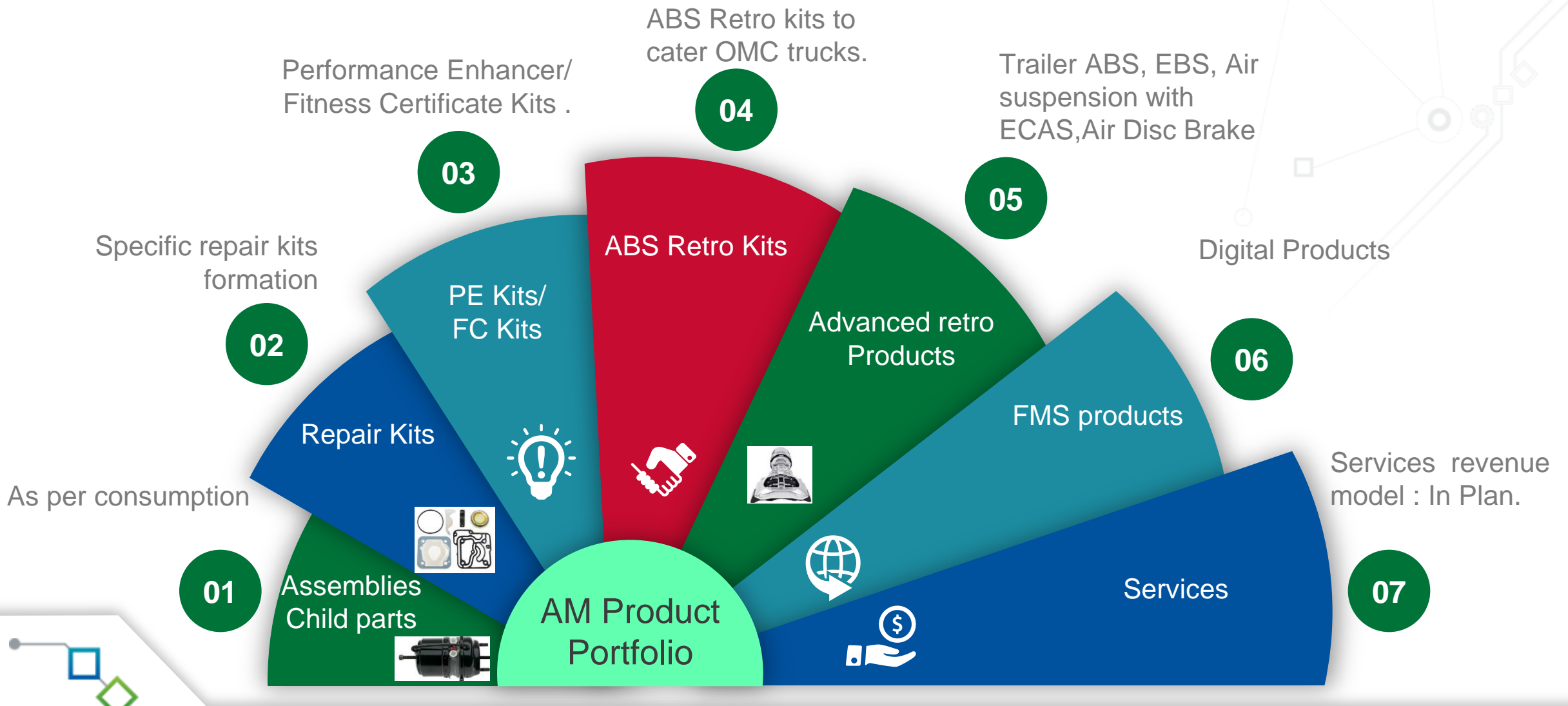
Fleet activities



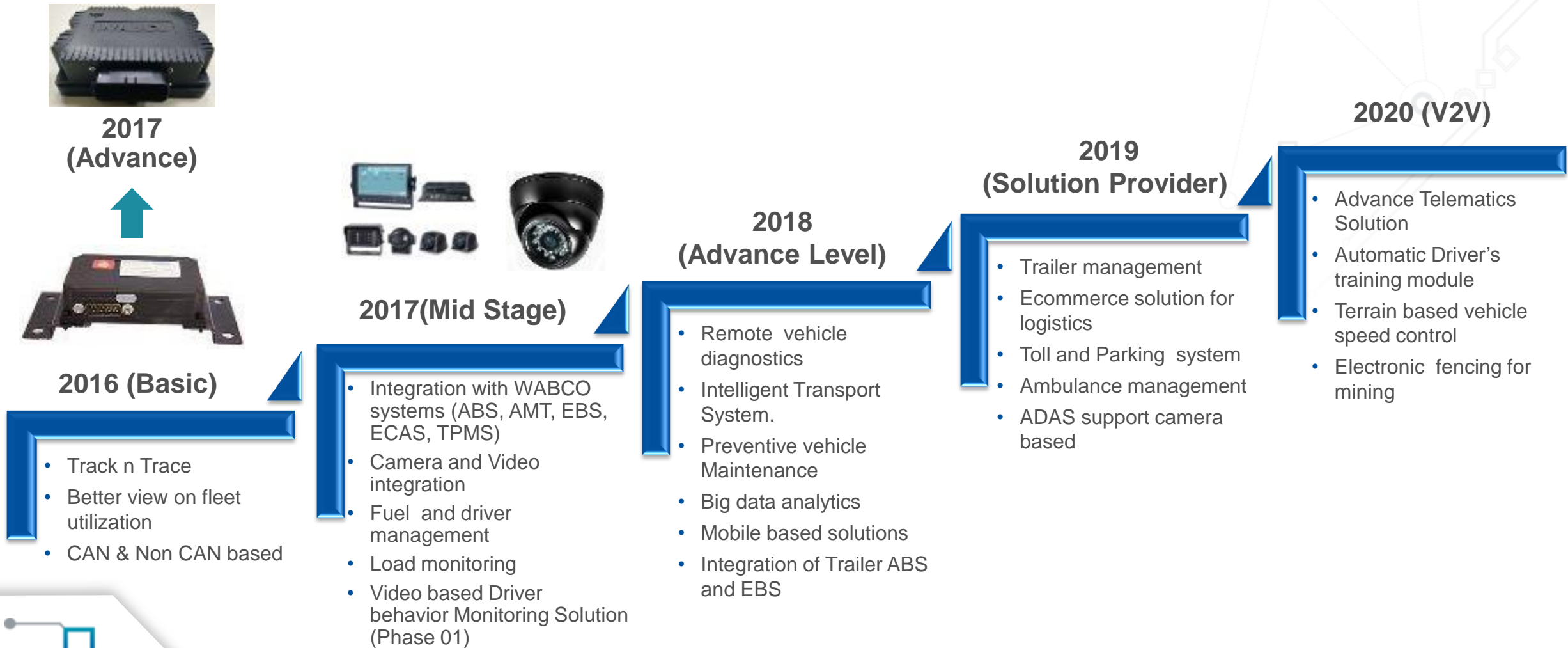
Key drivers

- ADB
- ECAS
- AMT
- ADAS
- FMS
- FC kits

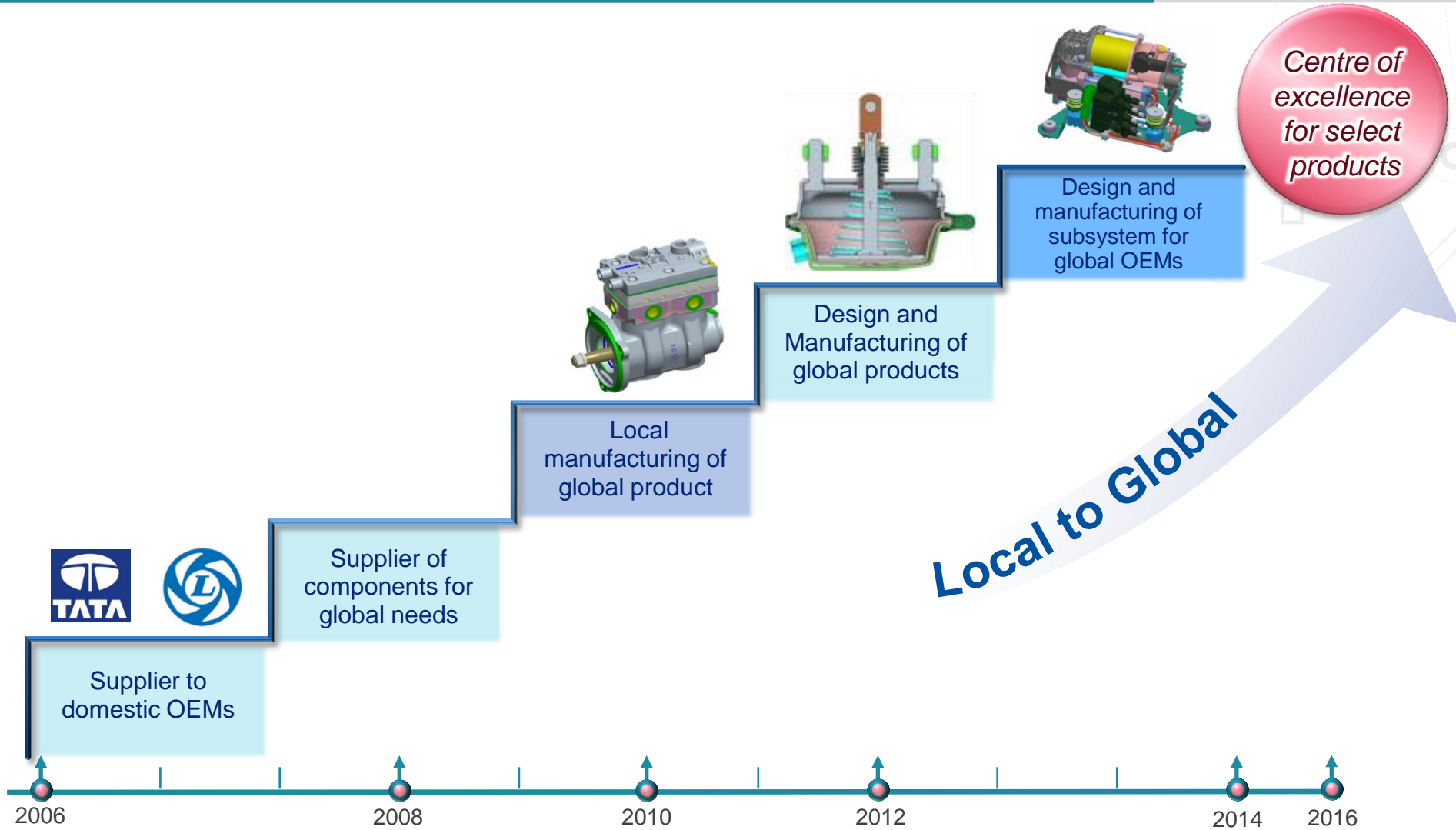
AM GROWTH EVOLUTION



WIN FMS ROAD MAP



WABCO INDIA'S INCREASING CAPABILITY



Leverage powerful capabilities to deliver differentiation and value

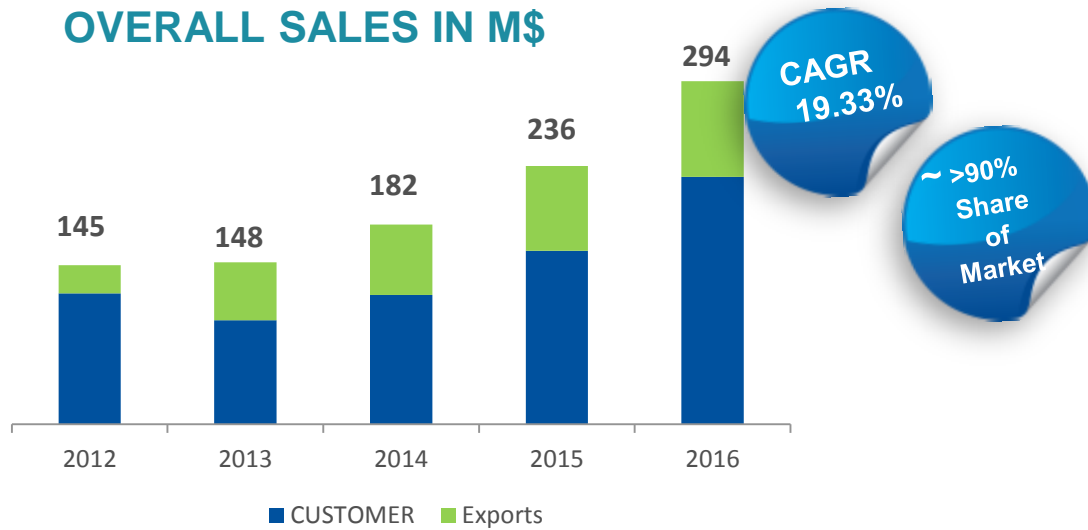
EXPORT EXCELLENCE



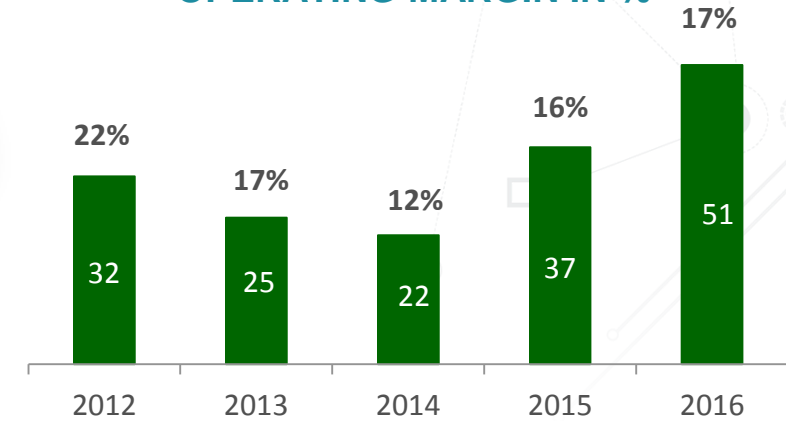
WABCO Mahindra City Plant was awarded for Export Excellence by Government of India, Ministry of Commerce and Industry , based on the Export performance in Engineering Sector. The Companies in Export Processing Zone are awarded based on the performance in 3 categories ; Growth , Employment and Net Foreign Exchange Earning. Mahindra City plant stood 1st position in all the three category for the year 2014-15 and stood 1st position in Net Foreign Exchange Earning for 2015-16.

WABCO INDIA BUSINESS PERFORMANCE

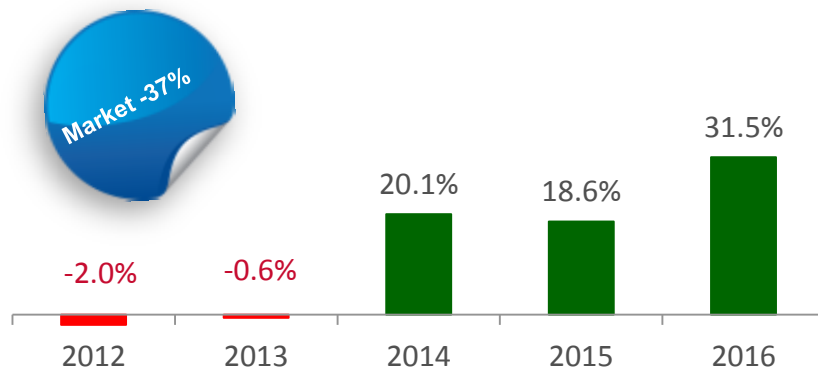
OVERALL SALES IN M\$



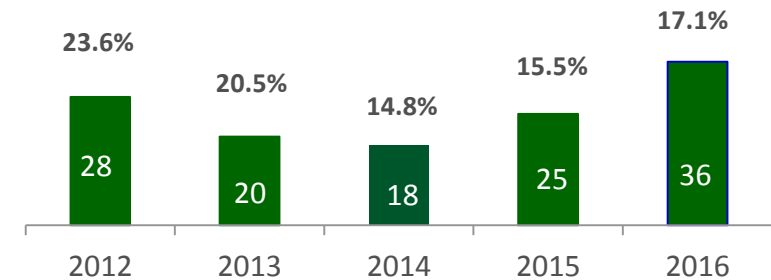
OPERATING RESULT IN \$M AND OPERATING MARGIN IN %



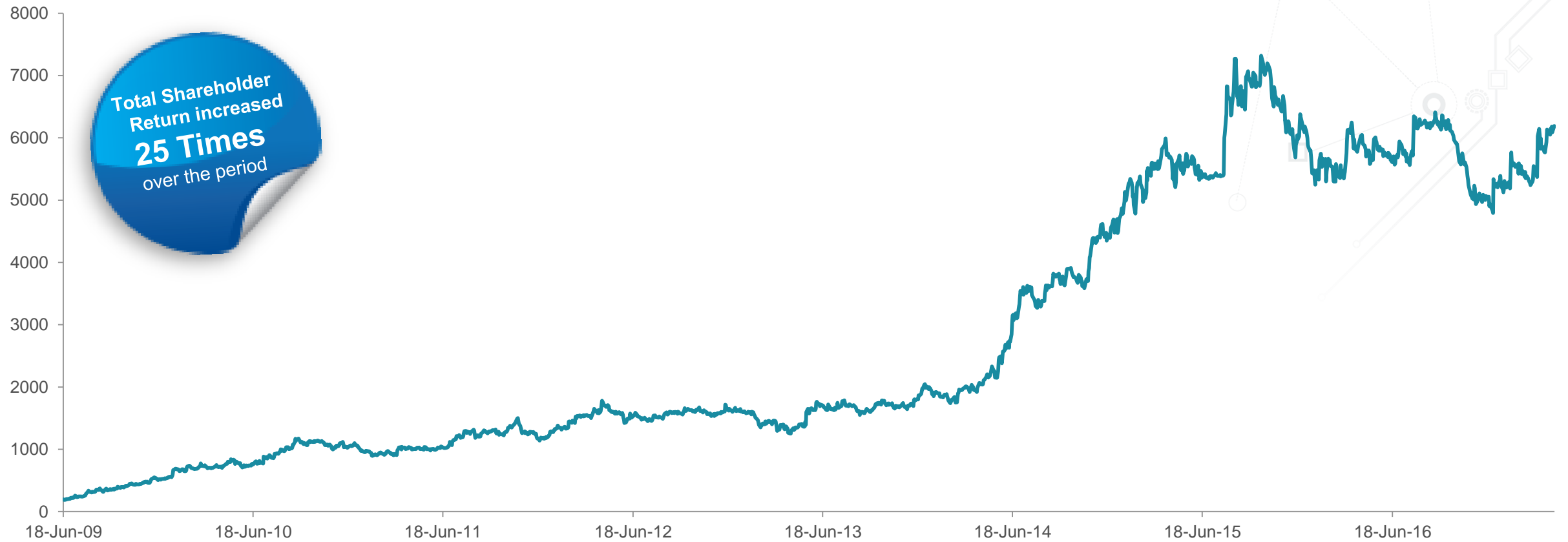
MARKET OUTPERFORMANCE



CONTRIBUTION INCOME IN \$M AND CONTRIBUTION MARGIN IN %



SHARE PRICE TREND

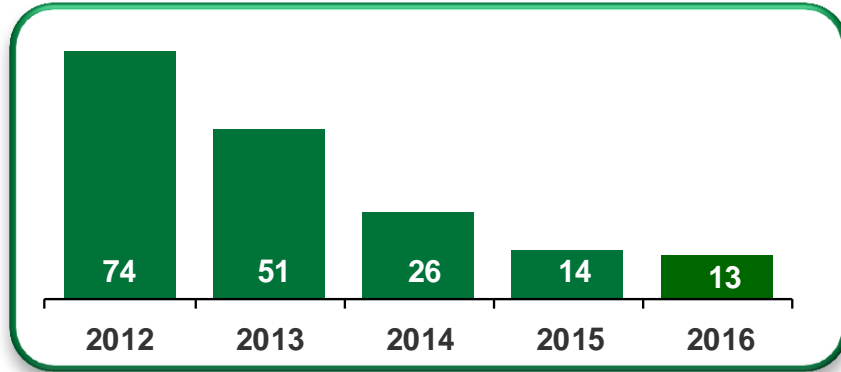


Total Shareholder
Return increased
25 Times
over the period

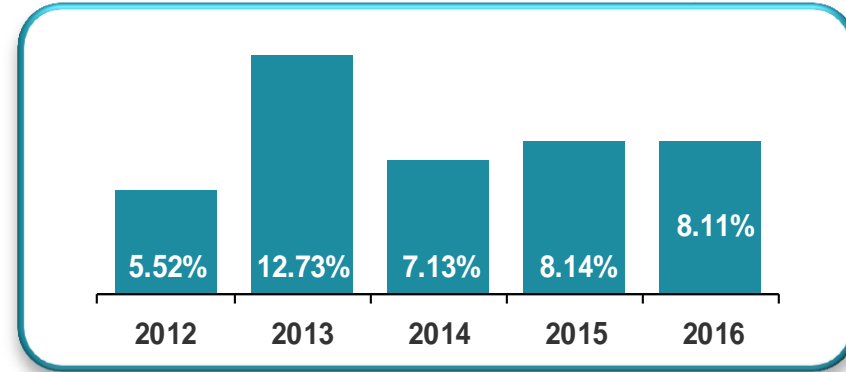
Source: National Stock Exchange

WABCO INDIA OPERATIONS PERFORMANCE

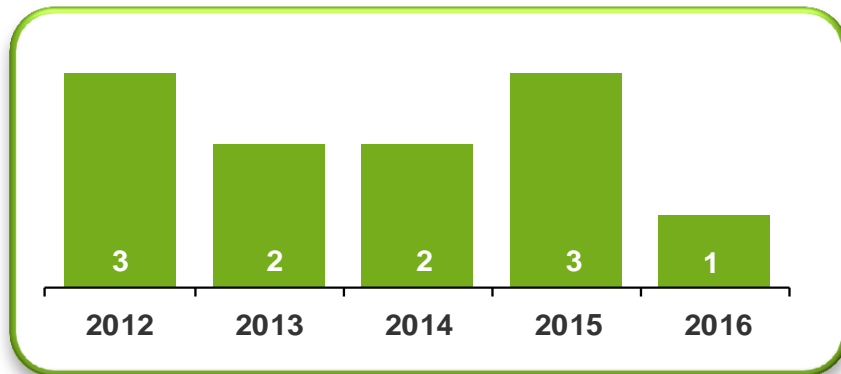
ZERO KM PPM



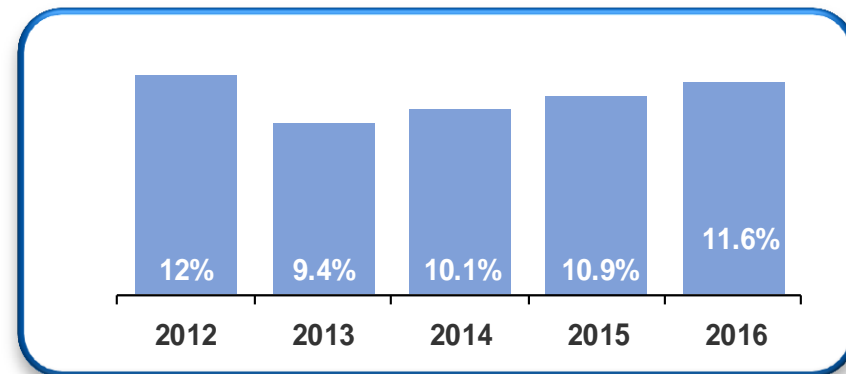
GROSS MATERIAL PRODUCTIVITY



SAFETY PERFORMANCE (LOST WORKDAY CASES)



CONVERSION COST PRODUCTIVITY



VALUE IN OE CUSTOMER PARTNERSHIP RECOGNIZED THROUGH AWARDS



VECV's award for "Outstanding contribution to Technology Innovation"



Cummins India "Best Supply Chain Transformation" award



AWARDS AND ACCOMPLISHMENTS



Special recognition award in CII-IQ National Safety practice competition – May 2017



First Prize in ACMA Northern region Zonal quality circle competition – June 2017



Second Prize in IMTMA National Productivity Championship competition – August 2017



First and Second Prizes for two teams in ACMA Southern region Business Quiz competition – June 2017



First Prize in CII Kaizen competition – July 2017



4 Gold and 1 Silver awards in QCFCI QCC competition – Sep 2017

DISCUSSIONS



THANK YOU



a **WORLD** of
DIFFERENCE

Safety • Efficiency • Connectivity