



Carborundum Universal Limited

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Chennai - 600 001, India.
Tel. : +91-44-3000 6161 Fax : +91-44-3000 6149
Email : cumigeneral@cumi.murugappa.com
Website : www.cumi.murugappa.com
CIN No. : L29224TN1954PLC000318.

9th November 2017

BSE Limited
1st Floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort
Mumbai 400 001

Stock Code: 513375

National Stock Exchange of India Ltd.
Plot No. C/1, G Block
Bandra - Kurla Complex, Bandra (E)
Mumbai 400 051

Stock Code: CARBORUNIV-EQ

Dear Sir/Madam,

Sub: Schedule of meeting with Investors

Pursuant to Regulations 30(2) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Company is participating in the Axis Capital Annual Conference today at Mumbai. The presentation being made at the meet is available on the Company's website www.cumi-murugappa.com and a copy is enclosed.

Kindly take the above on record.

Yours faithfully
For Carborundum Universal Limited

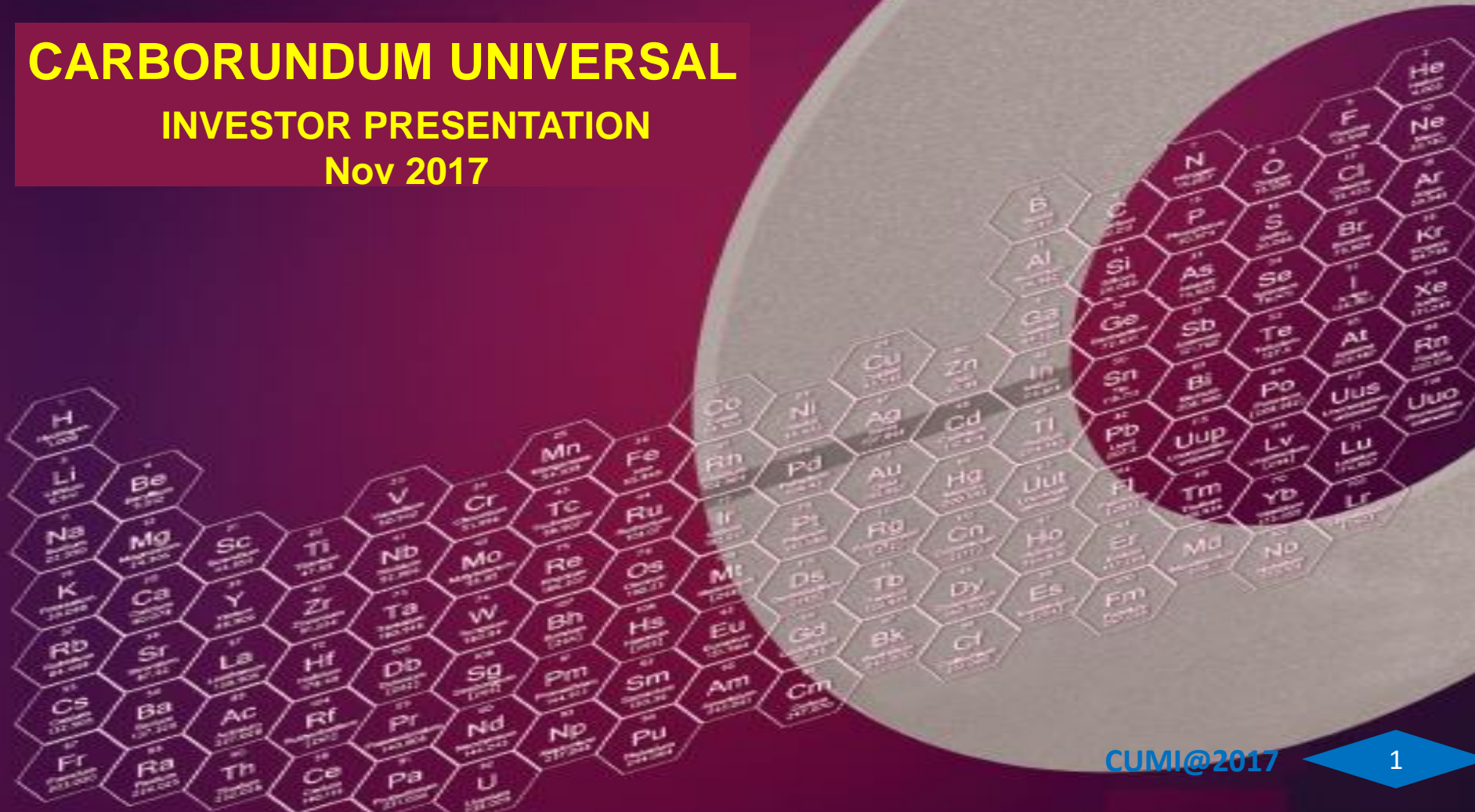

Arjun Raj P
Manager - Secretarial

Encl.: a/a

CARBORUNDUM UNIVERSAL

INVESTOR PRESENTATION

Nov 2017



The communication may contain statements relating to future business developments, company's performance and economic performance that may constitute 'forward looking statements'. While these forward looking statements represent the company's judgments and future expectations, a number of factors could cause actual developments and results to differ materially from expectations. The company undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances.



murugappa

Murugappa Group

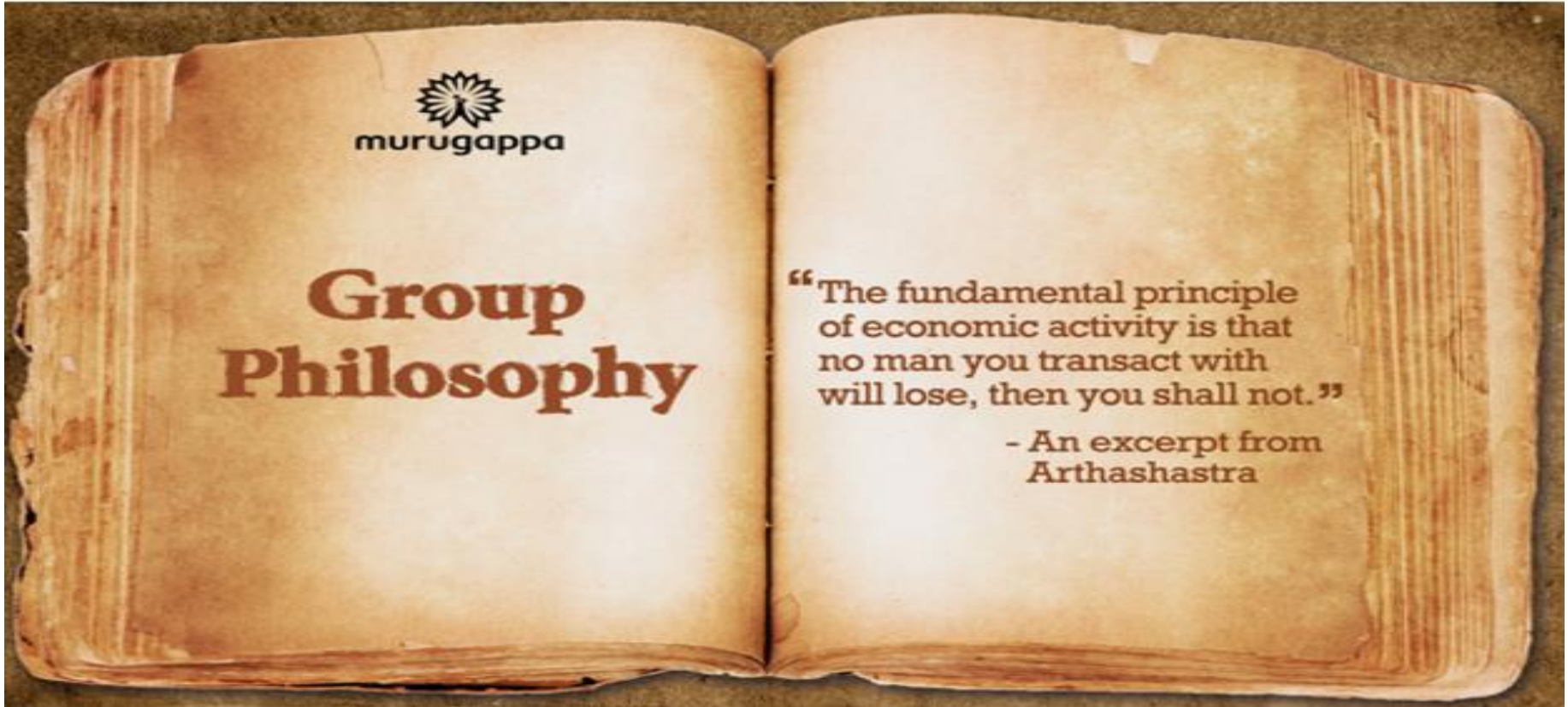
An Overview



Murugappa in Numbers







Agriculture

| | | | | | | | |
|-------------|------------|----------------|---------------------|-------|----------------|----------------|--------------|
| | | | | | | | |
| Fertilisers | Pesticides | Organic Manure | Specialty Nutrients | Sugar | Sugar Refinery | Nutraceuticals | Bio Products |

Engineering

| | | | | | | | | | | |
|-----------|--------------|------------------|---------------------|----------|--------|--------------------|---------------|------------------|------------------|---------------------|
| | | | | | | | | | | |
| Abrasives | Refractories | Electro minerals | Industrial Ceramics | Bicycles | Chains | Steel tubes/Strips | Metal Forming | Industrial Gears | Power Generation | IT Infra Management |

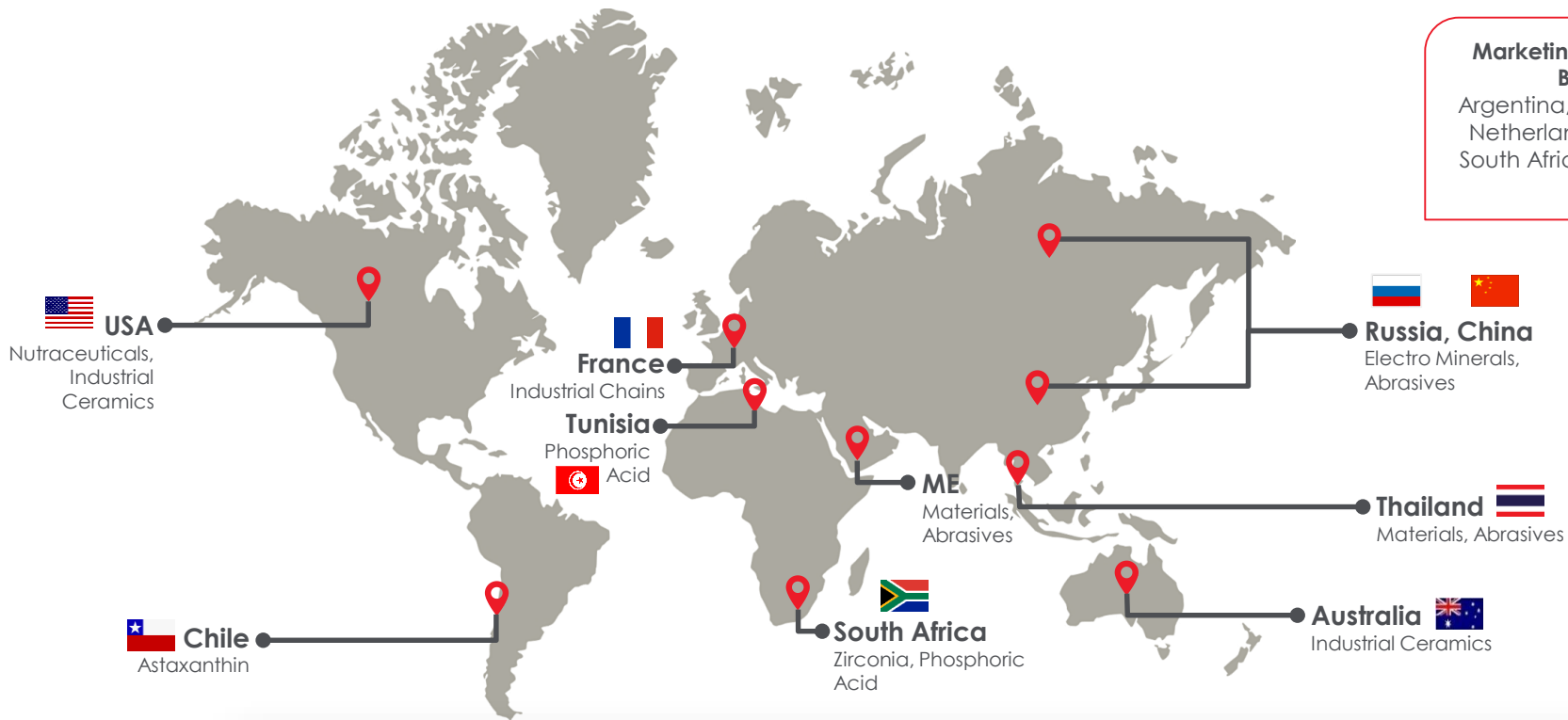
Financial Services

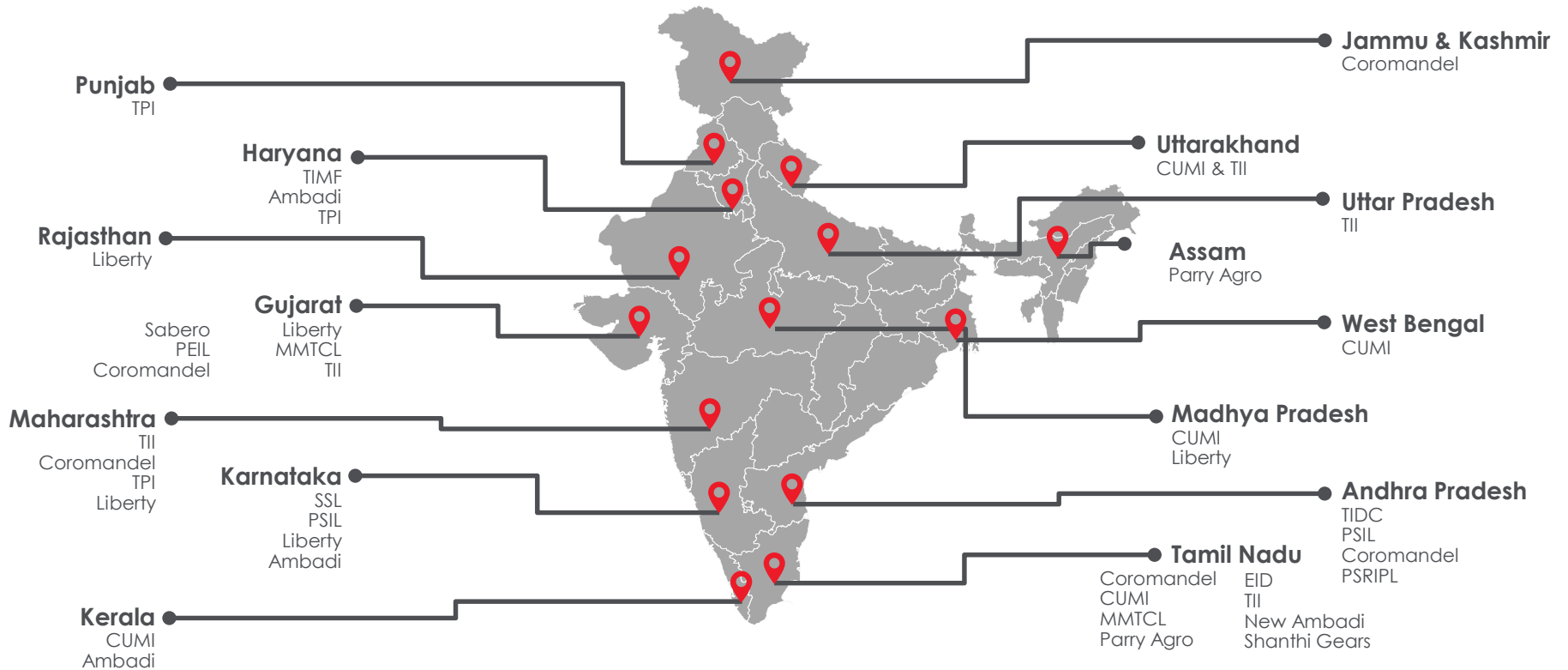
| | | | |
|------|-------------------|-----------------|---------------|
| | | | |
| NBFC | General Insurance | Risk Management | Stock broking |

Diversified

| | | | | |
|-----|--------|--------------|---------------------------|------------------|
| | | | | |
| Tea | Rubber | Construction | Nets & Packaging Products | Home Furnishings |

Marketing & Distribution Bases in
 Argentina, Australia, Brazil, Netherlands, Philippines, South Africa, Thailand, UK, USA





More than 55 manufacturing locations across 15 states in India

Russia



Silicon Carbide Electro minerals

Pan India



Precision Steel Tubes



Electro minerals



Abrasives



Bicycles



Transmission Chains

Regional



Phosphatic Fertilisers



Sugar



Non-Banking Financial Services

The Spirit of the Murugappa Group



Integrity

We value professional and personal integrity above all else. We achieve our goals by being honest and straightforward with all our stakeholders. We earn trust with every action, every minute of every day.

Passion

We play to win. We have a healthy desire to stretch, to achieve personal goals and accelerate business growth. We strive constantly to improve and be energetic in everything that we do.

Quality

We take ownership of our work. We unflinchingly meet high standards of quality in both what we do and the way we do it. We take pride in excellence.

Respect

We respect the dignity of every individual. We are open and transparent with each other. We inspire and enable people to achieve high standards and challenging goals. We provide everyone equal opportunities to progress and grow.

Responsibility

We are responsible corporate citizens. We believe we can help make a difference to our environment and change lives for the better. We will do this in a manner that befits our size and also reflects our humility.



4 schools (8000 students)

4 hospitals – Facilities for 300 in-patients

Polytechnic college (1400 students)

Scholarships, Rural Girl Child Education Scheme

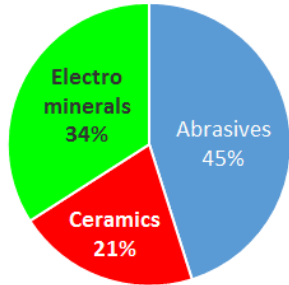
Shri AMM Murugappa Chettiar Research Centre (MCRC) – Agri farm research

Youth football academy, mobile health van

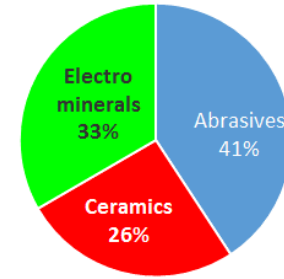


Carborundum Universal

Sales Share



PBIT Share



| CUMI – FY 17 | |
|--------------------|--------------|
| □ Revenue | :Rs. 22.3 bn |
| □ EBIT | :Rs. 2.8 bn |
| □ Capital Employed | :Rs. 16.0 bn |

Abrasives

| | |
|--------------------|--------------|
| □ Revenue | : Rs 10.2 bn |
| □ EBIT | : Rs 1.1 bn |
| □ Capital Employed | : Rs 4.6 bn |

Ceramics

| | |
|--------------------|-------------|
| □ Revenue | : Rs 4.7 bn |
| □ EBIT | : Rs 0.7 bn |
| □ Capital Employed | : Rs 3.7 bn |

Electro-minerals

| | |
|--------------------|-------------|
| □ Revenue | : Rs 7.7 bn |
| □ EBIT | : Rs 0.9 bn |
| □ Capital Employed | : Rs 5.5 bn |



Abrasion

Industrial Ceramics



Wear Resistance
Electro Resistivity

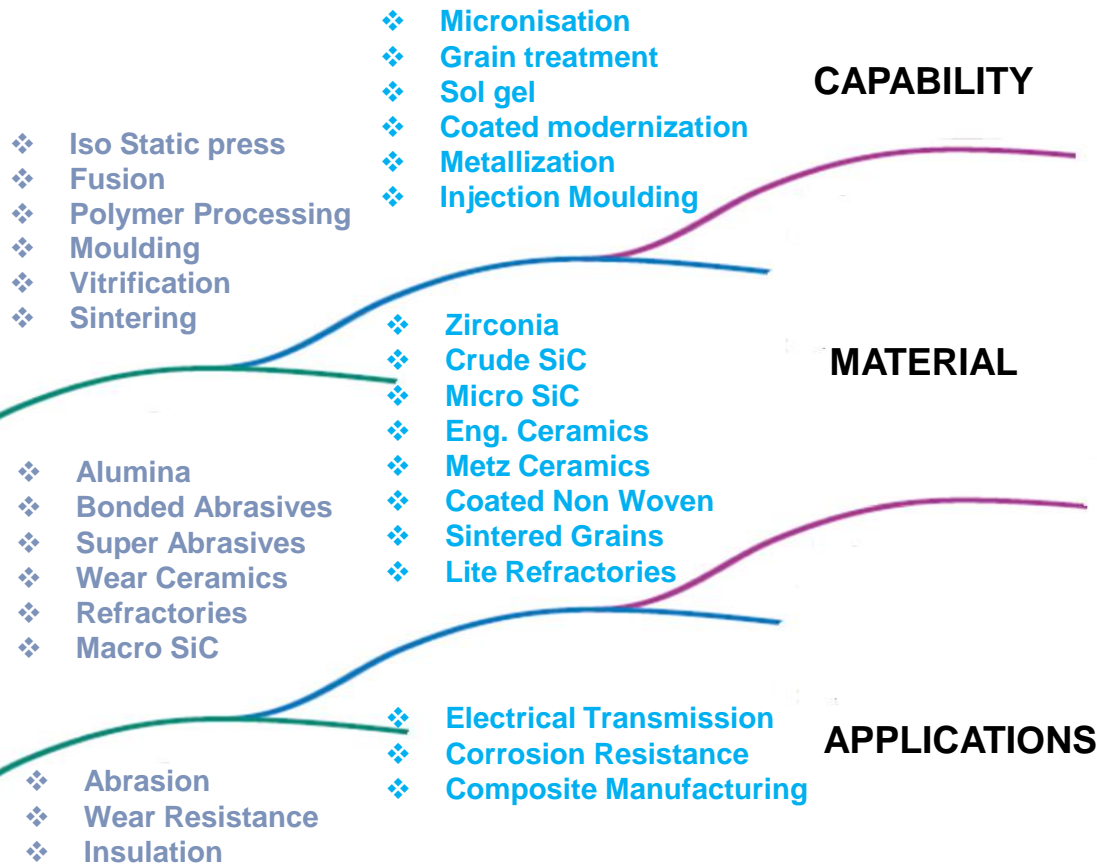
Super Refractories



Heat and Corrosion
Resistance



Electro Minerals



ENABLING PROPERTIES

- Hardness
- Toughness
- Inertness
- Heat Resistance
- Electrical Resistance
- Corrosion Resistance

.....2005

2006-2016

2017-2020...

Core

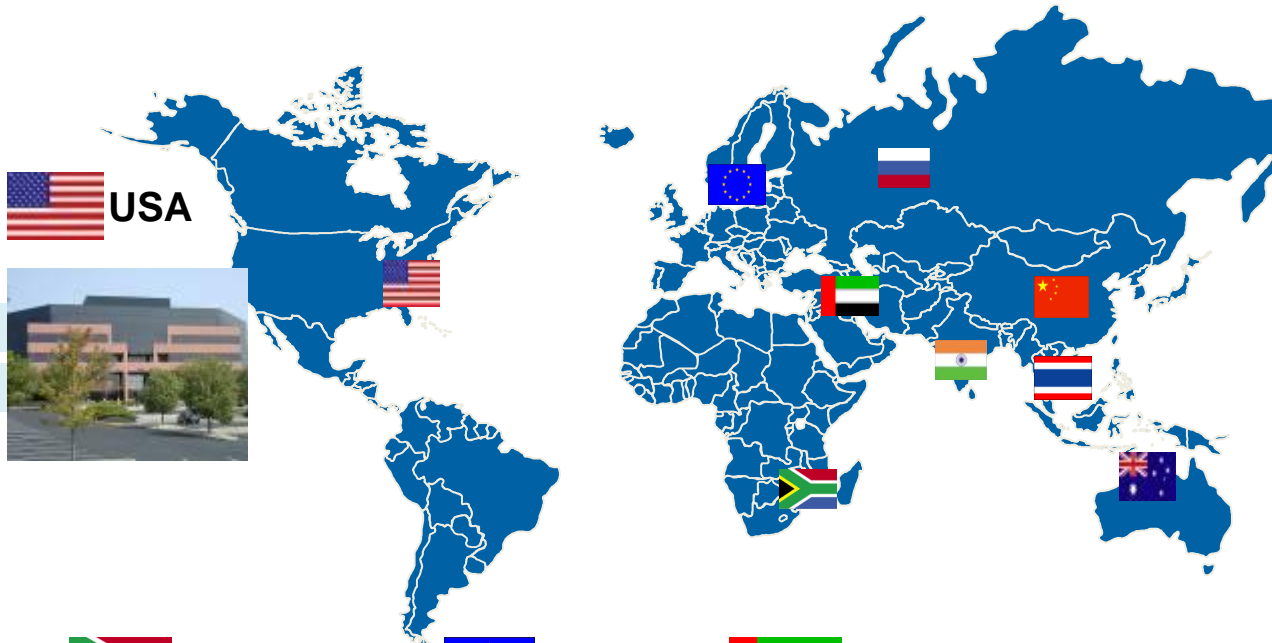
Growth Engines

Future



- Exports its products to more than 55 countries
- Over 20,000 varieties of Products
- 28 manufacturing locations
- 7 countries
- Over 5200+employees – 1800+ outside India
- Consolidated Gross Sales Rs 2232 cr (FY 16-17)
- Market Cap~ Rs. 7000 cr





USA

Abrasives
Ceramics

RUSSIA

Abrasives
Ceramics
Electro minerals

CHINA

Abrasives

THAILAND

Abrasives

S. AFRICA

Foskor Zirconia

Electro Minerals

EUROPE

Abrasives
Electro minerals

UAE

Abrasives

INDIA

Abrasives
Ceramics
Electro minerals

AUSTRALIA

Ceramics

VISION

We will be an Admired Company in Abrasives & Technical Ceramics, driven by Innovation, to create Stakeholder Wealth.

MISSION

Become one of the largest Abrasives (including Super Abrasives) / Technical Ceramics in the Company in the World by 2022.



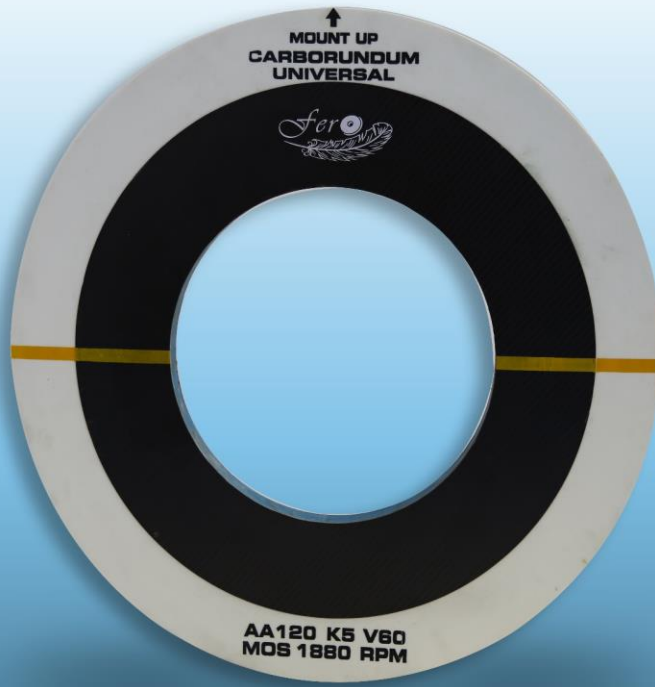
The Leadership Team





ABRASIVES





Overview

BUSINESS DEFINITION



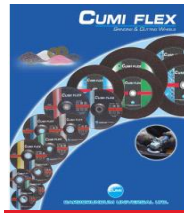
- Engineering surfaces
- By creating precision surfaces on materials – grind to finish
- Design, manufacture and distribute Rigid and Flexible abrasives

Aerospace | Automotive | Auto Comp | Bearing | Steel | Light/Heavy engineering | **INDUSTRIES SERVED**
 General Engineering | Fabrication | Wood Working and Construction

PRODUCT RANGE



Bonded Abrasives



Thin Wheels



Coated Abrasives



Super Abrasives



Metal Working Fluids



Power Tools

Standard Products - made to Stock

Custom Built Products - made on Order

Full range abrasives solution provider - Grind to Finish

BONDED BUSINESS



Chennai Plant -1954

- 52 Acre
- Custom Built Products



Hosur Plant - 1979

- 15 Acre
- Std. Vitrified Products



Roorkee Plant - 2007



- 9 Acre
- Thin Wheel Mfg. across sizes

COATED BUSINESS



Sriperumpudur Plant

- Coated Plant



Maraimalai Nagar Plant

- Processing of Cloth / Paper
- Manufacture of Phenolic / Alkyd Resins



EAL Plant, Kolkatta

- Coated Plant

STERLING ABRASIVES



STERLING ABRASIVES LTD.
GRINDING WHEELS
An ISO 9001:2008 Certified Company

WENDT INDIA

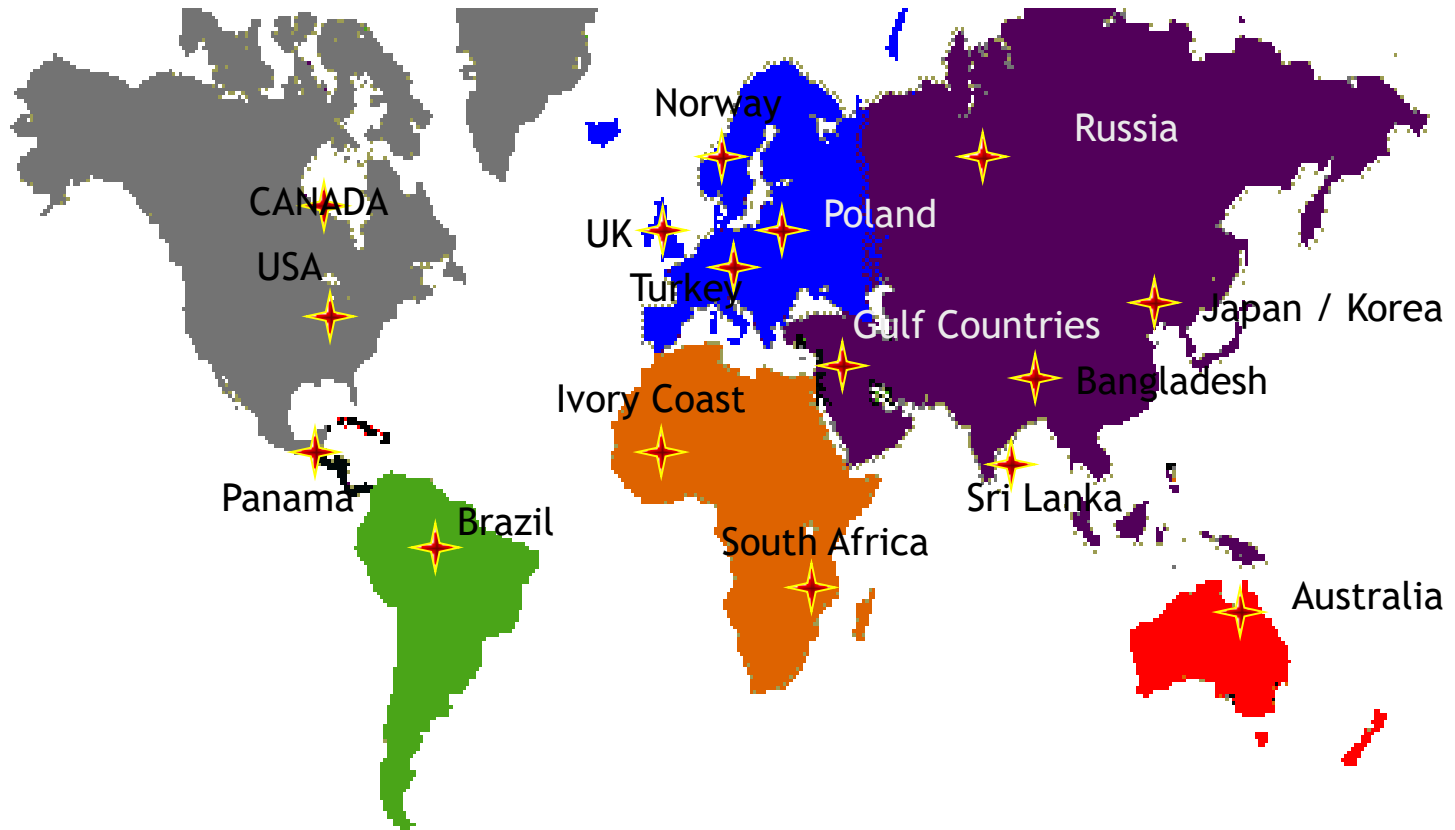


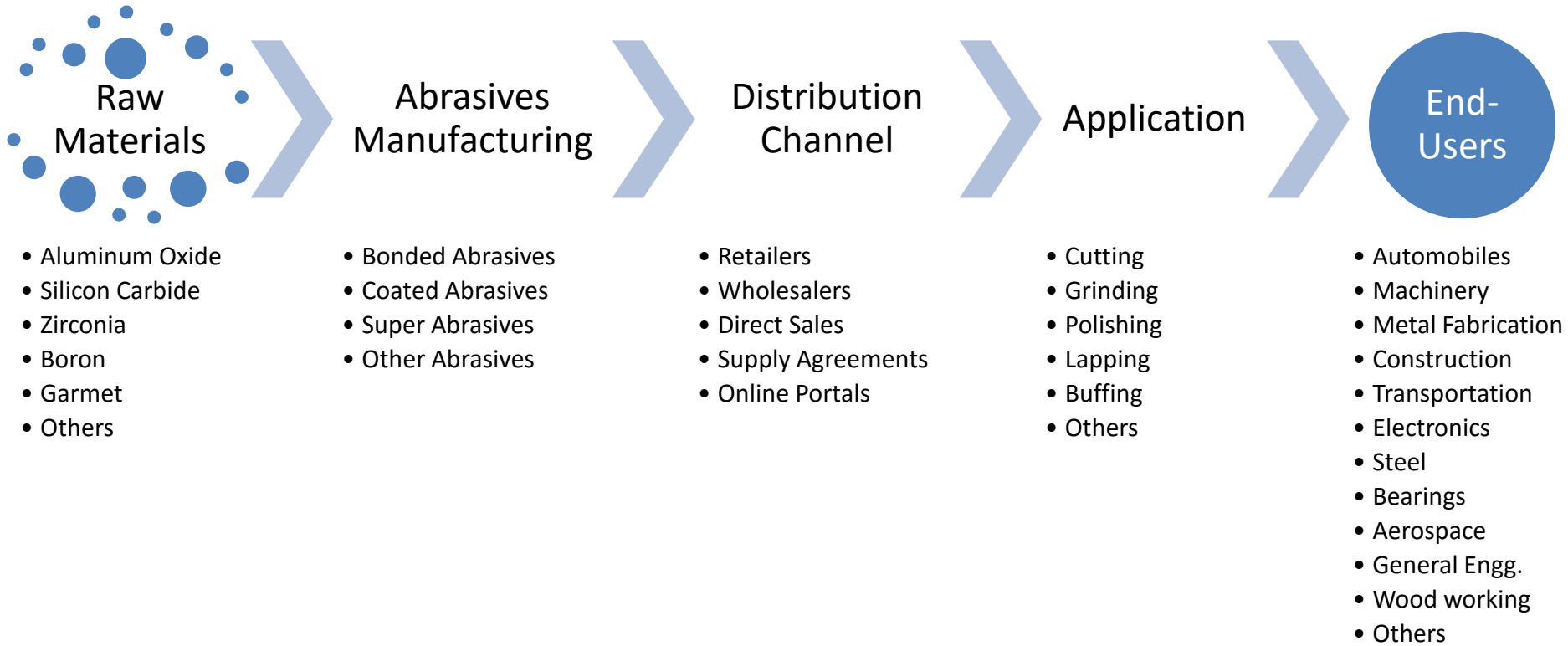
VOLZHSKY ABRASIVE WORKS - RUSSIA



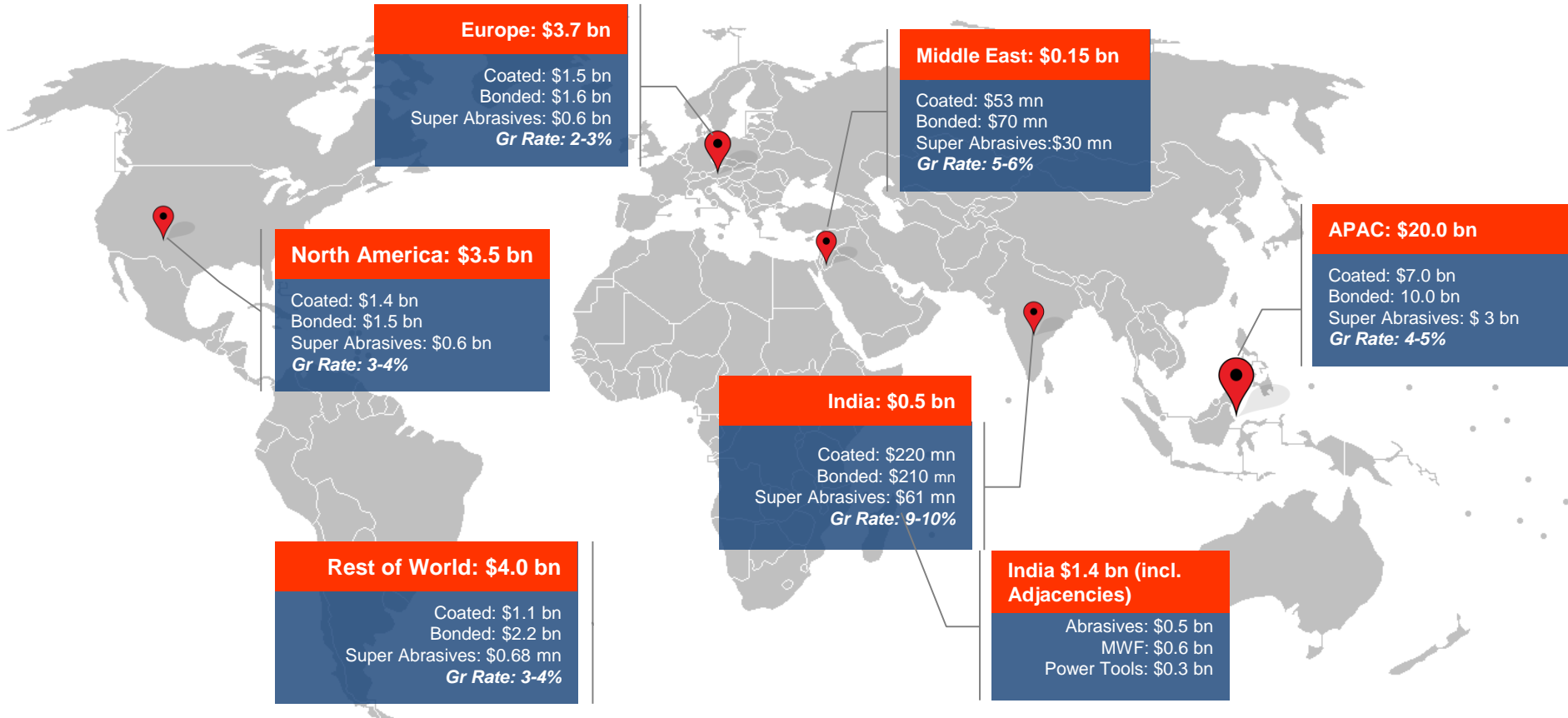


CUMI Abrasives Markets





Total Market Size Estimate ~ \$33.0 bn,
growing at a CAGR of 3-4%



Source: Techavio Market Report & internal findings

2012

53 rural; 219 transition;
84 semi-urban and 33 urban districts*

12 very high and high performing
states – 50% of India's GDP
and 58% of consuming class
households

5 metropolitan districts – 26% of
population, 45% of consuming
class households, 40% of GDP
and 37% of consumption

49 clusters contribute 70% of GDP



2025

96 rural; 220 transition; 115 semi-
urban and 58 urban districts

8 high performing states
to contribute 52% of
incremental GDP

89 million consuming class
households and 45 million first
time aspirer households in India

79 metropolitan districts spread
across 427,000 km² provide same
economic opportunity as 8 high
performing states spread across
794,000 km²

| S.NO | Project | Current Progress |
|------|---|---|
| 1 | 100 smart cities across India | As of now, 109 cities identified for development under this initiative. Total spend on these smart cities estimated at \$50 bn |
| 2 | Freight and Industrial Corridors | Major corridors identified. Slow progress due to delay in land acquisitions |
| 3 | Sagar mala - connectivity to the Port | The project is expected to be mammoth with 150 initiatives with a total outlay of ₹4 lakh crore, spread across four broad areas. [A] Modernize port infrastructure, add up to six new ports and enhance capacity. [B] Improve port connectivity through rail corridors, freight-friendly expressways and inland waterways. [C] Create 14 coastal economic zones or CEZs and a special economic zone at Jawaharlal Nehru Port Trust in Mumbai with manufacturing clusters to enable port-led industrialization. [A] Develop skills of fishermen and other coastal and island communities |
| 4 | Gas Grids | GAIL is implementing five natural gas pipeline projects at an estimated cost of \$4 bn |
| 5 | National Optical fiber network up to the village level- | As against 358 kms of OFC laid till June 2014, as on March 14, 2016 the optical fibre pipe has been laid in 53,584 GPs and the cable was laid in 42,892 GPs. But this still leaves around 57,000 GPs where OFC is still to be laid in less than 10 months for meeting the target of 1 lakh GPs – Leaving Massive Growth Opportunities. |
| 6 | Agri Rail Network | No major progress |
| 7 | Diamond Quadrilateral project: Bullet train | Separate company formed in Jan 2016 to execute Mumbai-Ahmedabad corridor with a total project cost of Rs 97,636 crs. Project completion in 7 years. Other corridor to follow suit |

Infrastructure

- 100 smart cities across India
- Freight corridor, Industrial Corridor
- Sagar mala - connectivity to the Port
- Gas Grids
- National Optical fiber network up to the village level
- Agri Rail Network
- Diamond Quadrilateral project – Bullet train



Steel Industry – Roll Grinding wheels



Fabrication – Thin wheel



Auto Refinishing – Coated



Auto & Auto Components – Crank/ Cam



General Engineering – Off hand/ tool room wheels



Construction Industry- Thin wheels/ super abrasives

Energy Scarcity

Oil-1 mbpd to be added

Gas – 135 bcm to be added

1000 TeraWh to be added

Thermal / Nuclear will dominate

Renewable energies will rise

- ❑ Turbine grinding
- ❑ Zircon alloy grinding in the nuclear energy space
- ❑ Fabrication
- ❑ Wind Mill Fabrication





Expansion In MMN and EAL

Thin Wheel and Coated Module



Capability to produce all varieties of 7" / 9" DC / RFC -to address both Domestic and Export markets.

Expansion in Coated Operations - Kolkata

JIPM Manufacturing Excellence Award –Bonded Hosur

JIPM Manufacturing Excellence Consistency Award – SPR & MMN

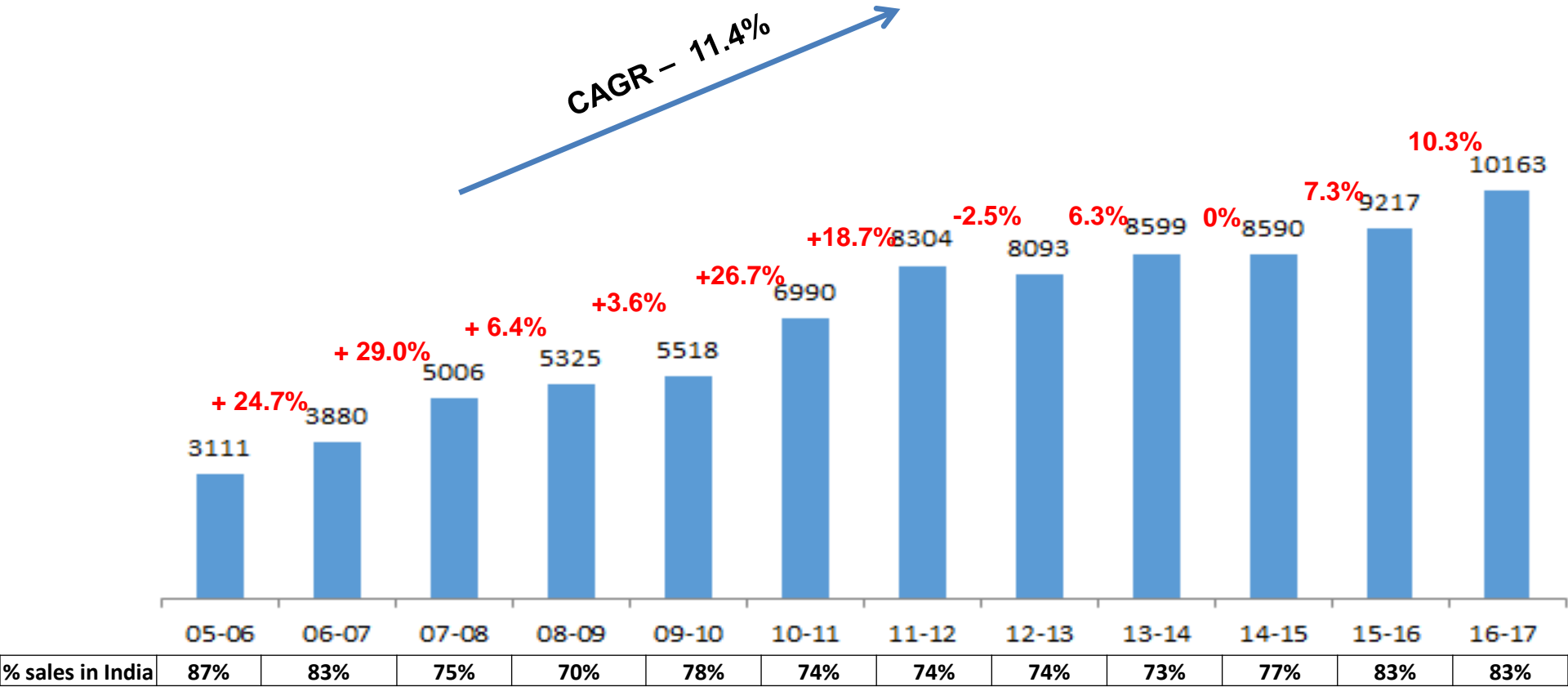


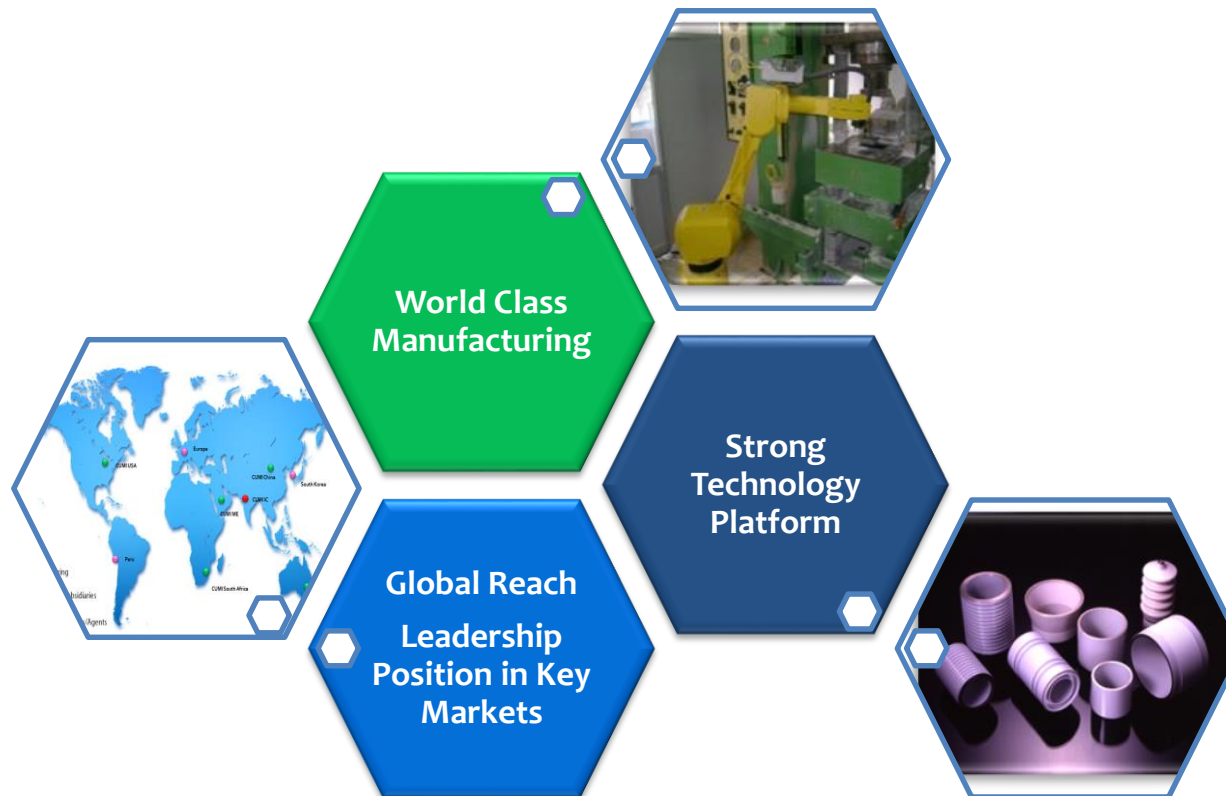


ABRASIVES – Performance



Consolidated Sales - Annual





SBU

Business Group

Product Lines

Markets and Applications

Industrial Ceramics

Wear Ceramics

Technical Ceramics



Grinding Media



Wear Resistant Liners



Lined Equipment



Engineered Ceramics



Metallized Ceramics



- Bulk Material Handling
- Ceramic Tile/Mineral Processing
- Coal Based Thermal Power
- Mining
- Cement
- Steel

- Fluid Handling
- Battery Tooling
- Ignition System
- Ballistic Protection
- Customized Ceramic products

- Vacuum Interrupters
- Solid Oxide Fuel Cells
- Night Vision Cameras
- Communication Devices



Wear Ceramics



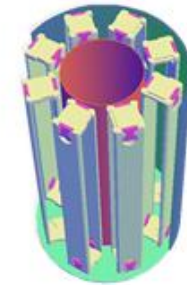
Metallized Ceramics



Engineered Ceramics



Automotive Ceramics



SOFC Ceramics



Non oxide ceramics



Zirconia / Thermal Ceramics



Ceramic Injection molding



Metal Matrix Composites



Ceramic mini-media



Medical Ceramics



Aesthetic Ceramics



Ceramic lined rubber hose and other new products

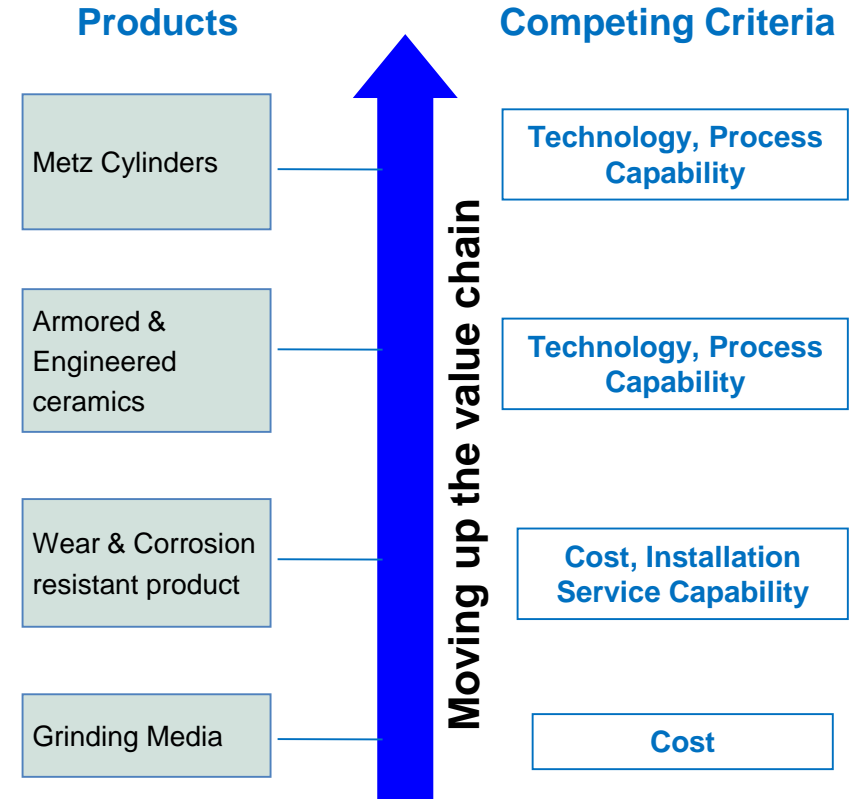
Technical Ceramics

Set up a state-of-the-art Research and Development facility for Advanced Ceramics

Inaugurated by Chairman Mr M M Murugappan in presence of Director of NAL and SAC – ISRO in August 2016



- Currently we are in the business of Alumina based Ceramics. We constantly look at extending offerings in that range and target newer industries.
- Move up the Value Chain constantly by offering high value products. We have been actively pursuing the same as depicted in the picture alongside.
- Build customer facing entities as we have in Australia to provide end to end solutions in other geographies – South Africa / North America.
- Grow in Ceramic medical business



Infrastructure



Urbanisation



Mining



Power Generation



Power Transmission



- Wear Protection
- Metallized Cylinders

Global Rebalancing



Emergence of Affluent



Manufacturing



Healthcare



- Wear Protection
- Metallized Cylinders
- Engineered Ceramics



METZ 2.0 Project

Industrial Ceramics – Technical Ceramics



Mullite Refractories



CUMILITE

| USER INDUSTRIES | APPLICATION |
|--|---|
| <ul style="list-style-type: none"> Carbon black Cement Ceramics, Petrochemicals, Fertilisers, Steel Ceramics, Metallurgical industries Electro ceramics, Advanced ceramics Glass | Reactor lining Rotary kiln lining Burner blocks Heating element carrying plates Kiln lining & Kiln furniture Regenerator Target wall / Division wall Per Neck Arches Rider Arch & Sparger tiles Forehearth super structures |



High Alumina Refractories



CUMILOX

| USER INDUSTRIES | APPLICATION |
|--|--|
| <ul style="list-style-type: none"> Fertiliser Foundry Alloy Steels Steel Electro Ceramics | Secondary reformer and gas generator lining Catalyst bed support Channel induction furnace lining Secondary refining vessels lining Ladle nozzles, Well blocks and sleeves Reheating furnace hearth Skid Rails |



Zircon & Zirconia-Mullite Refractories



CUMIZON & CUMIZITE

| USER INDUSTRIES | APPLICATION |
|---|--|
| <ul style="list-style-type: none"> Glass | CUMIZON for Melter Bottom Blocks, Filler Blocks below silica crown skew Blocks CUMIZITE for Forehearth sub structure Borosilicate furnaces: Forehearth superstructure Spool burner blocks Regenerator Top checkers Regenerator Crown. |



SUPER REFRACTORIES

Silicon Carbide Refractories



CUMIFRAC

| USER INDUSTRIES | APPLICATION |
|---|---|
| <ul style="list-style-type: none"> H.T. Insulators / Ceramics Sanitaryware, Tiles Ferro-alloys Foundries, Forge plants, Powder metallurgy Cement | Kiln furniture Muffles and chamber-fronts Taphole linings Heat treatment furnace hearth Rotary kiln discharge end |



Nitride Bonded Silicon Carbide Refractories



CUMIREX & CUMISTAR

| USER INDUSTRIES | APPLICATION |
|---|--|
| <ul style="list-style-type: none"> Ceramics Aluminium Copper Iron & Steel | Kiln furnitures, Burner tube Aluminium reduction cell lining, Tap-out blocks Shift Furnace lining, Launder, Thermocouple sheath Blast furnace lining. |



Insulation Refractories

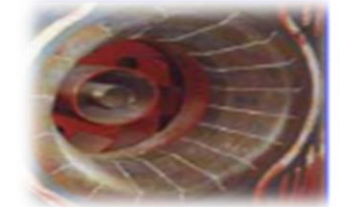
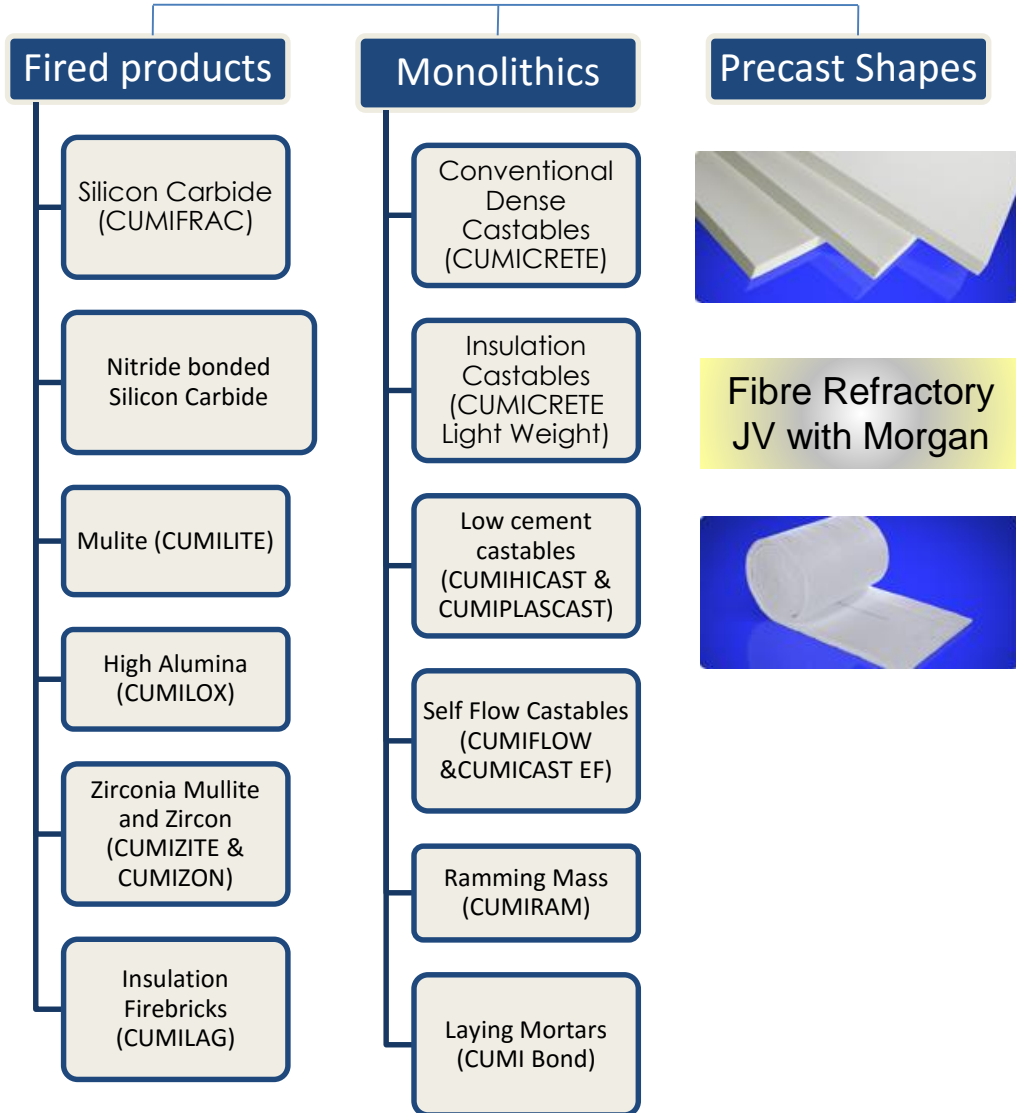


CUMILAG

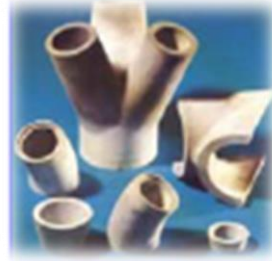
| USER INDUSTRIES | APPLICATION |
|---|--|
| <ul style="list-style-type: none"> Ceramic, Metallurgical, Carbon Black and sponge iron industries Ceramic, Metallurgical industries Fertiliser Steel Fertiliser and Power generation Electroceramic Industry | High temperature kiln hot face / backup lining Laboratory kiln hot face lining Primary reformer and hydrogen transfer lines Blast furnace stoves High temperature air pre-heaters and secondary reformer cold face Pusher type furnace lining |



CUMI Refractory Products



- Refractory is any material that can withstand high temperature. CUMI is into High Alumina, Silicon Carbide, Zirconia based refractories which are capable to withstand very high temperature:-
 - **Fired Refractories:** Is a block of refractory ceramic material used in lining furnaces, kilns & fireplaces. A refractory brick is built primarily to withstand high temperature.
 - **Monolithics:** These are refractory material in powder form. These are materials which are installed as some form of suspension that ultimately harden to form a solid mass.
- The division also manufactures and sells Anti-corrosive products: Corrosion is a degradation of materials' properties caused by chemical reaction with their environments. Anti-corrosive products are used in plants/ products which undergo such corrosion.



Ceramic Industries

Insulators

Sanitaryware & Tableware

Abrasives

Wall Tiles

Refractories

Electro Ceramics

Glass

Container

Soda-lime

Boro-silicate

Decorative

Fibreglass

Chemical Process Industries

Carbon Black

Fertilizer

Petro-Chem. / Refinery

Cement

Power Generation

Boiler

Non – Ferrous

Aluminum

Copper

Zinc

Iron & Steel

Sponge Iron (DRI)

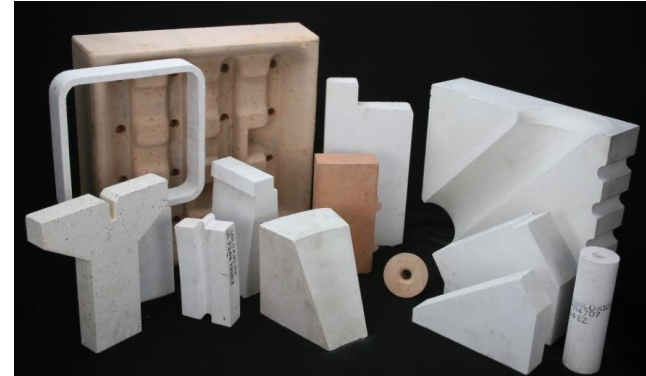
Gas-Based

Coal - Based

Foundries



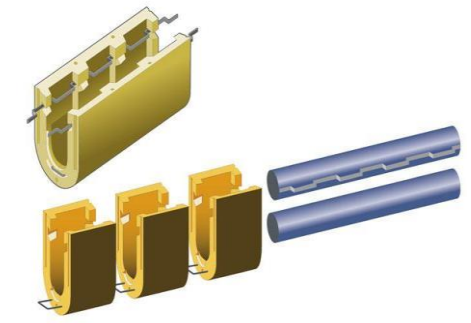
Ability to manufacture complex shapes and meet all surge requirements





SUPER REFRACTORIES

Reheating Furnace – Skid & Pipe (Pre-Cast)





Coal Washeries



Ceramics for Steel



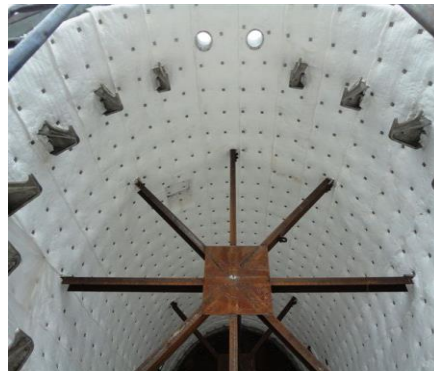
Reheat/ Heat Treatment



Forging Furnaces



Annealing



Process Gas Heaters



Glass Melting Furnace



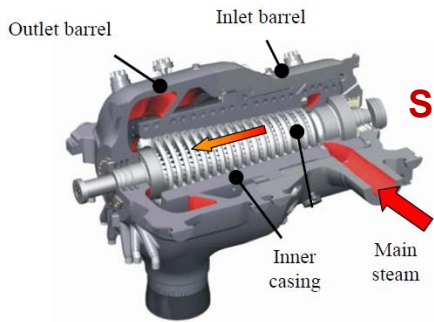
Gunning



HRSG



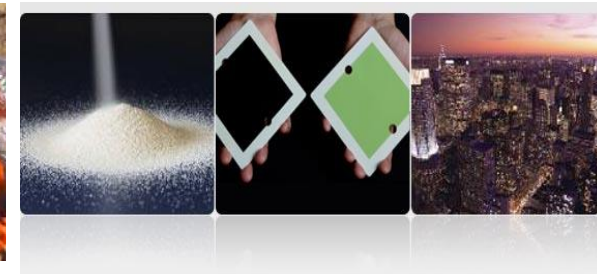
High Alumina Ceramics for Renewable Energy



Super Critical Turbines



Passive Fire Protection



Ceramics for SOFC

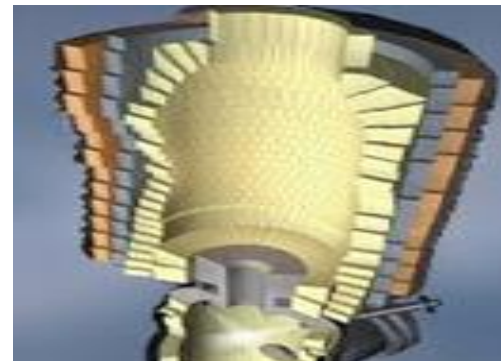
Exhaust to



CFBC Boilers

Circulating Fluidised Bed Combustion Boiler

Gasification Projects



FGD Systems





CUMI – Ranipet : R&D lab
recognized by Department of Science
and Industrial Research (DSIR),
Government of INDIA.

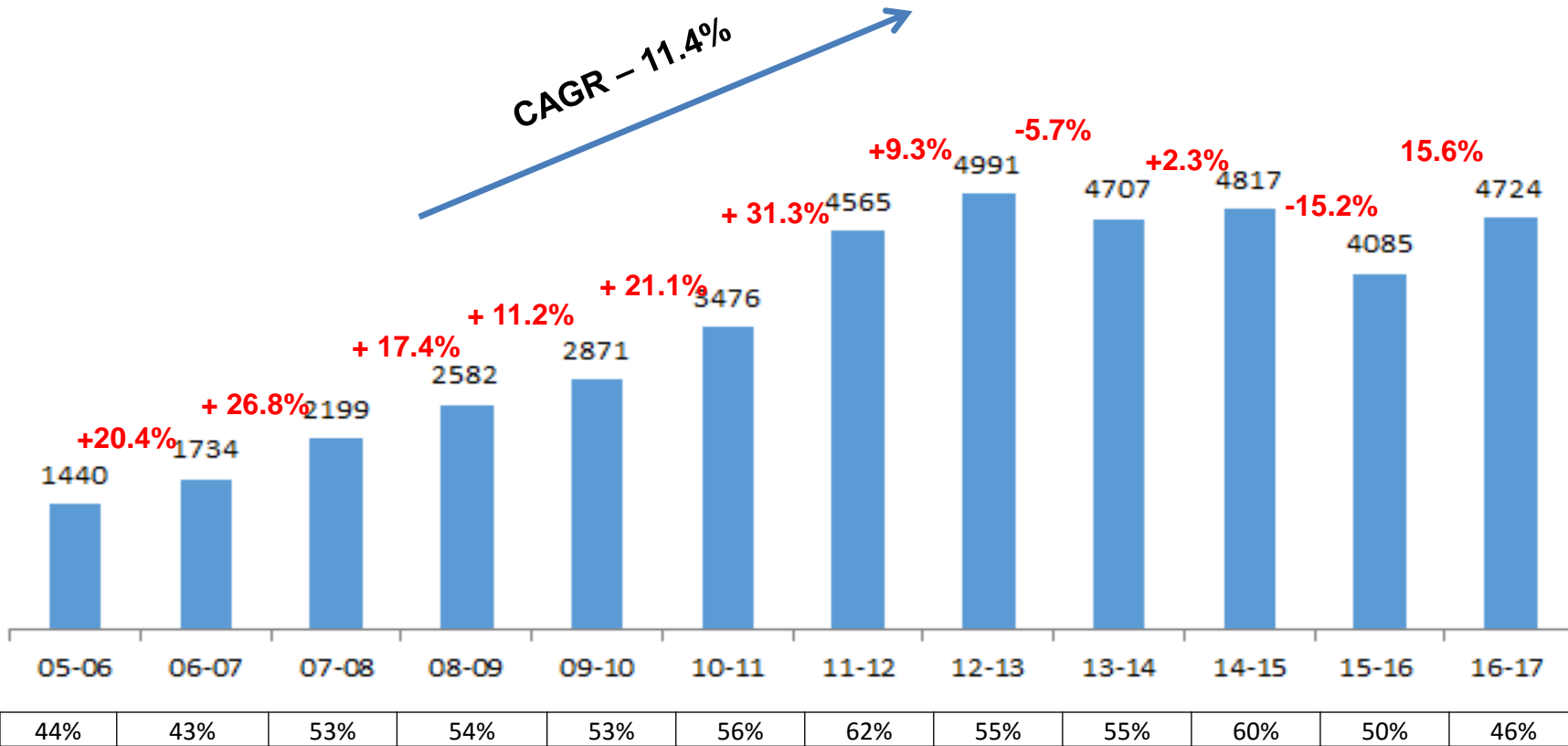


CERAMICS -(Industrial Ceramics and Refractories) Performance



Consolidated Sales - Annual

Rs. Mil





ELECTRO MINERALS





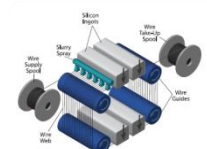
Brown Fused Alumina | White Fused Alumina | Silicon carbide | Zirconia | Specialty minerals



Bonded
Abrasives



Refractory



Silicon wafer
slicing



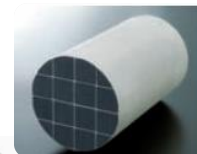
Coated
Abrasives



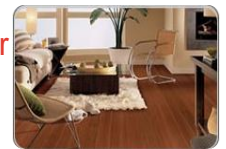
Metallurgical



Investment
casting



Particulate Filter

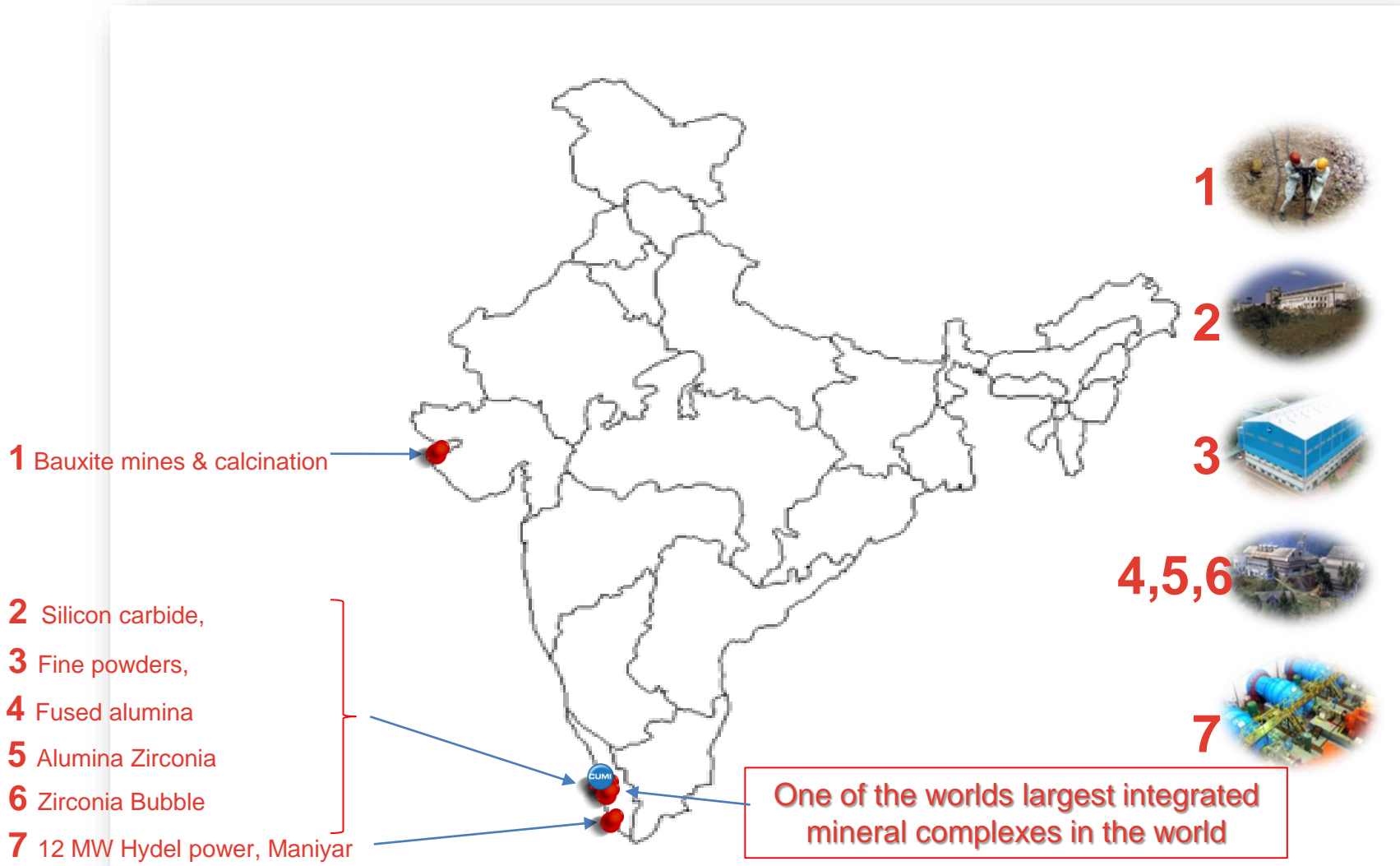


Floor
Laminates

Surface Engineering

Refractories

Energy & Environment





Global Capacity and Our Share

- Silicon Carbide
 - Global capacity is ~ 2 million tonnes. Price and Cost movements, macro factors, keeps these facilities either running or closed.
 - With 80k tons per annum in VAW we are the second largest after Saint Gobain
 - Around 50% of the capacity is in China, with no single identifiable big player
 - Around 40% capacity is in China
- Fused Aluminas
 - Global capacity is ~ 1.7 million tonnes
 - CUMI share is 1%
 - Around 50% of the capacity is in China

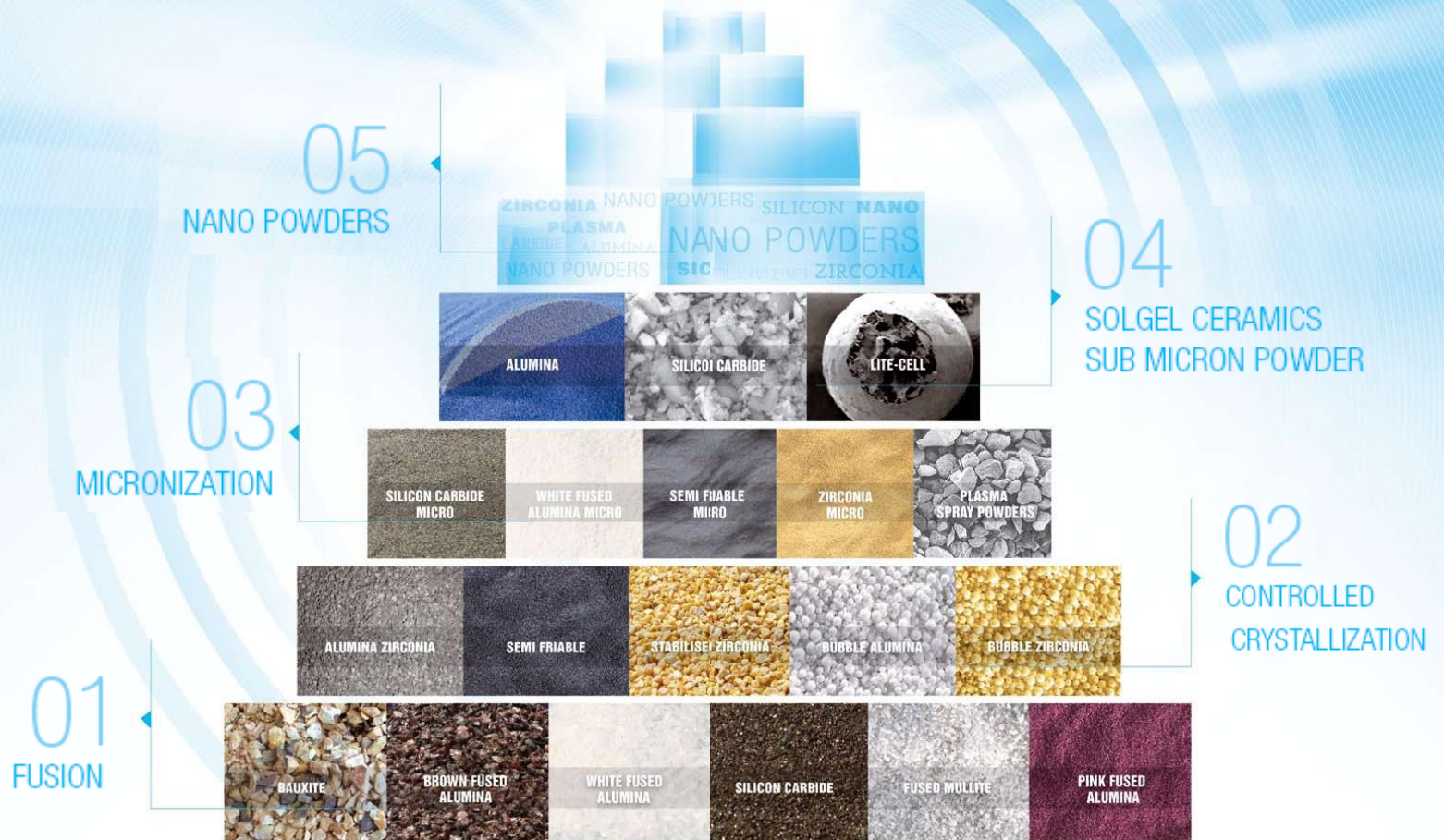
Current Standing Point

- Established leadership in Russian and Indian market
- Locational advantage in Russia by way of low power and pet coke cost providing significant cost competitiveness in SiC business
- In Speciality products, CUMI has achieved leadership in this business by way of improving process capability and Micronisation

Strategy

- Leadership in key fused minerals based on cost competitiveness and processing capability
- Technology driven manufacture of Specialities – Solgel, Semifriable, AlZr etc
- Develop business around capabilities in Mining, Grain treatment etc
- Build Cellaris (Nebulox) as a one-of-its –kind product

Innovation Value Pyramid



Environment

Euro 6
Demand for water

SiC for DPF
SiC and Alumina for
Filtration

Energy

Nuclear Energy
Mobile energy
Renewable energy

Zirconia
SiC
Graphite
Thermal Powders

Urbanization

Infrastructure
Transportation
Housing

Abrasives
Refractories
Thermal Powders





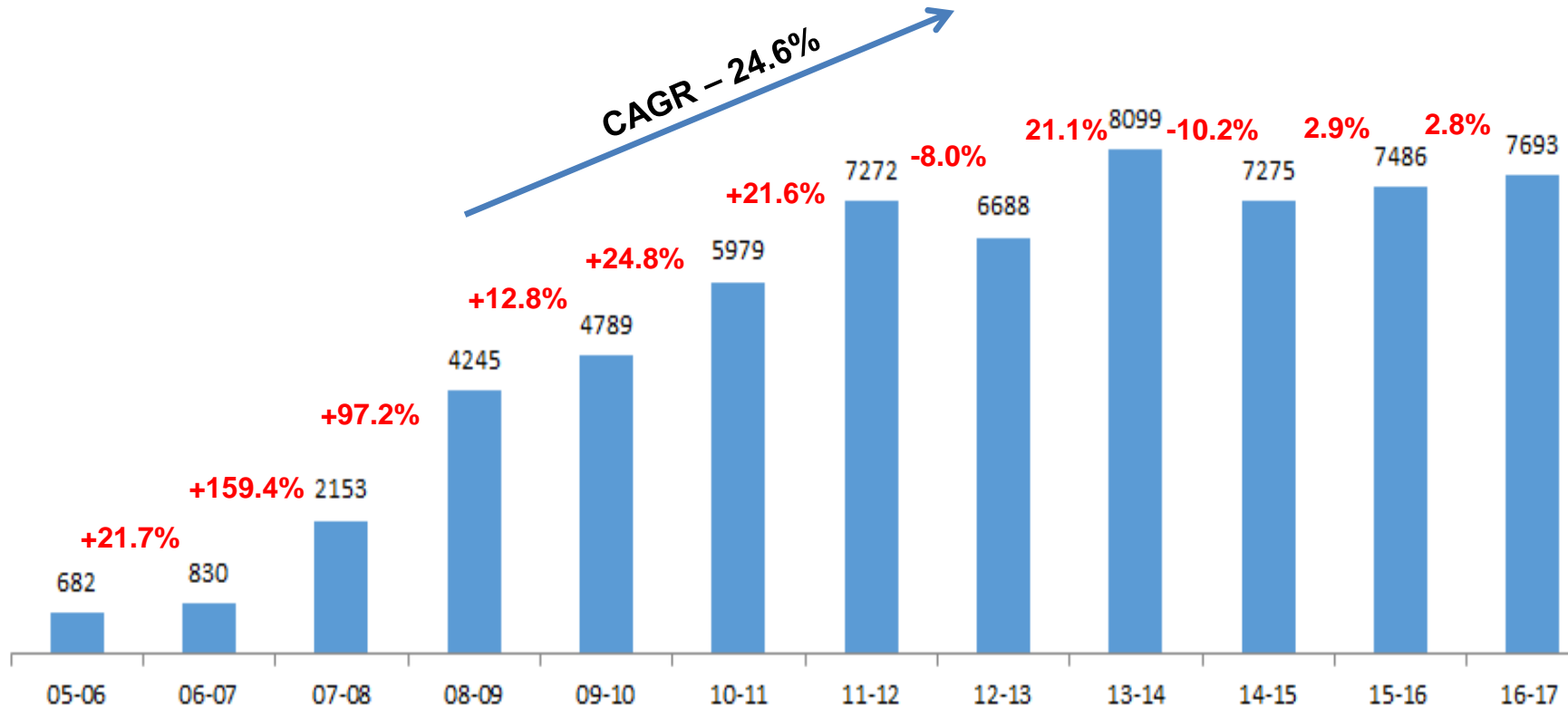


ELECTRO MINERALS - Performance



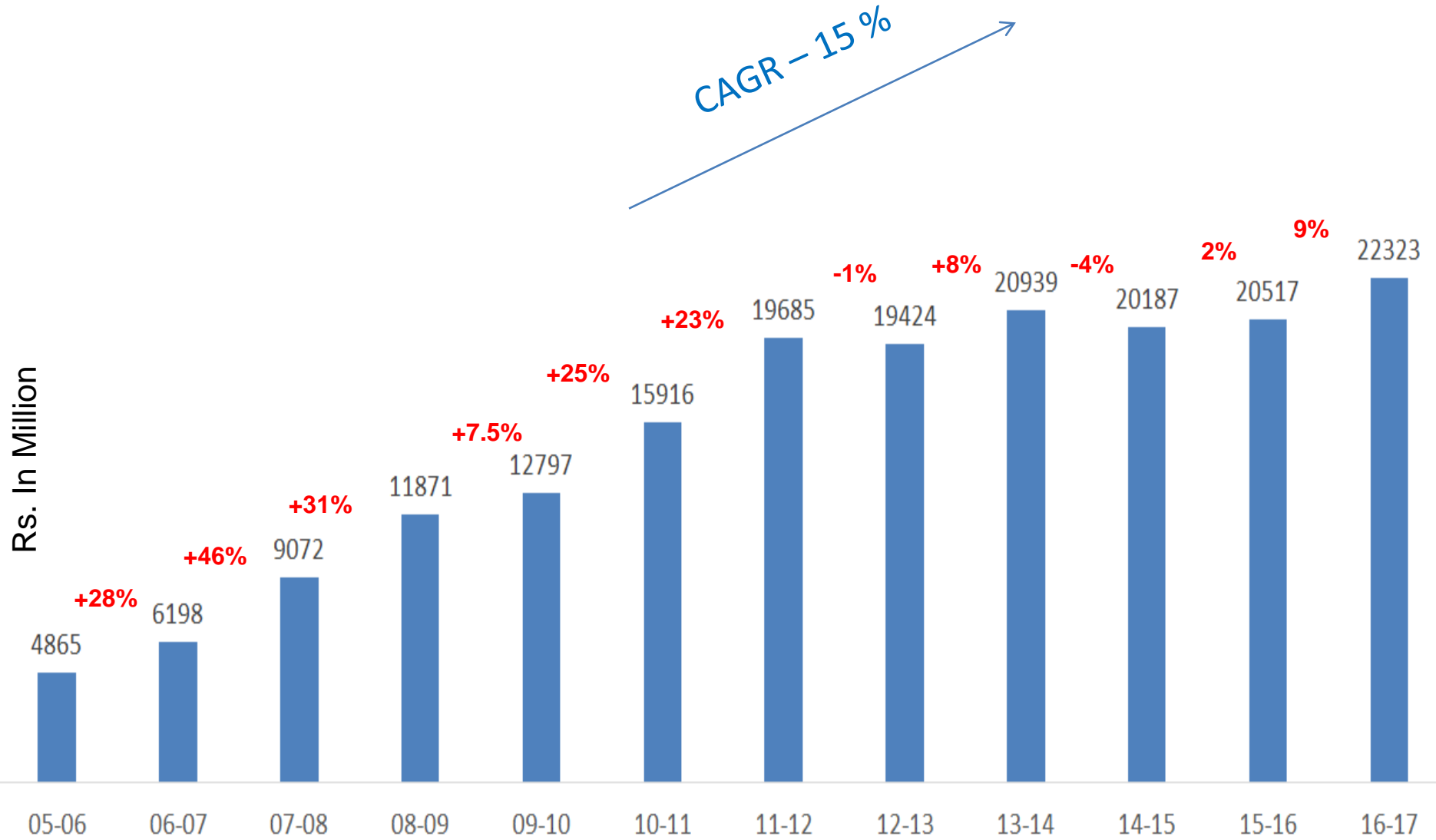
Sales - Annual

Rs. Mil

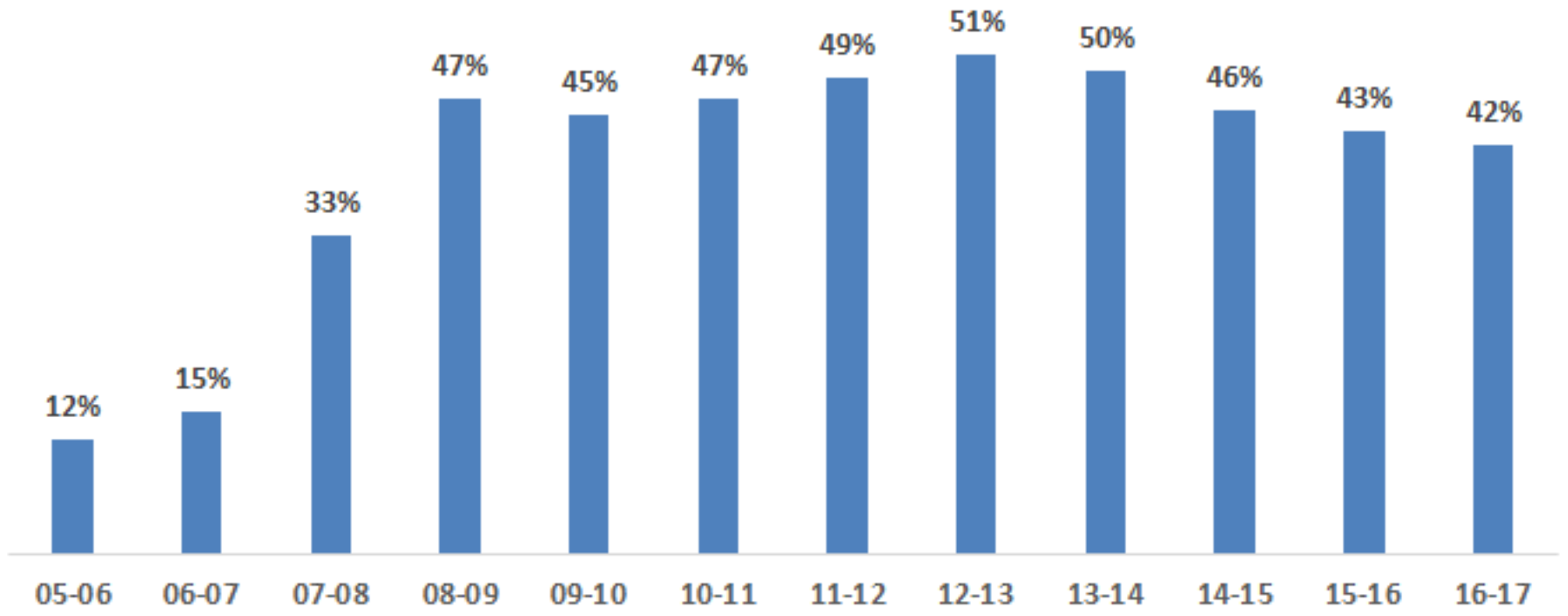


| % sales in India | 05-06 | 06-07 | 07-08 | 08-09 | 09-10 | 10-11 | 11-12 | 12-13 | 13-14 | 14-15 | 15-16 | 16-17 |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| | 94% | 88% | 40% | 20% | 24% | 22% | 21% | 22% | 25% | 26% | 36% | 36% |

FINANCIALS



International Revenue share %





Segmental Performance



| Sales (Rs. Mil) | FY 06 | FY 07 | FY 08 | FY 09 | FY 10 | FY11 | FY 12 | FY 13 | FY 14 | FY 15 | FY16 | FY 17 |
|------------------|-------------|-------------|-------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Abrasives | 3214 | 3880 | 5006 | 5325 | 5518 | 6990 | 8304 | 8093 | 8599 | 8590 | 9217 | 10163 |
| Ceramics | 1130 | 1734 | 2199 | 2582 | 2871 | 3476 | 4565 | 4991 | 4707 | 4817 | 4085 | 4724 |
| Electro minerals | 681 | 830 | 2153 | 4245 | 4789 | 5979 | 7272 | 6688 | 8099 | 7275 | 7487 | 7694 |
| Inter segment | -311 | -351 | -382 | -370 | -596 | -704 | -773 | -737 | -830 | -927 | -1059 | -1240 |
| Others | 151 | 116 | 116 | 148 | 241 | 266 | 316 | 389 | 364 | 432 | 515 | 659 |
| Sales | 4865 | 6210 | 9093 | 11930 | 12823 | 16007 | 19685 | 19424 | 20939 | 20187 | 20244 | 21999 |
| PBIT Margin (%) | FY 06 | FY 07 | FY 08 | FY 09 | FY 10 | FY11 | FY 12 | FY 13 | FY 14 | FY 15 | FY16 | FY 17 |
| Abrasives | 16.3 | 16.0 | 13.4 | 9.8 | 9.4 | 13.7 | 15.0 | 10.3 | 7.0 | 7.2 | 9.0 | 11.1 |
| Ceramics | 19.7 | 22.5 | 20.0 | 20.3 | 19.4 | 17.6 | 19.7 | 15.8 | 12.5 | 14.7 | 12.3 | 14.9 |
| Electro minerals | 21.8 | 18.4 | 12.1 | 17.9 | 21.5 | 18.4 | 19.2 | 3.5 | 10.0 | 10.9 | 17.0 | 11.8 |
| Total | 18.9 | 19.2 | 14.5 | 13.7 | 15.8 | 16.4 | 17.5 | 9.2 | 8.7 | 9.4 | 12.7 | 12.5 |

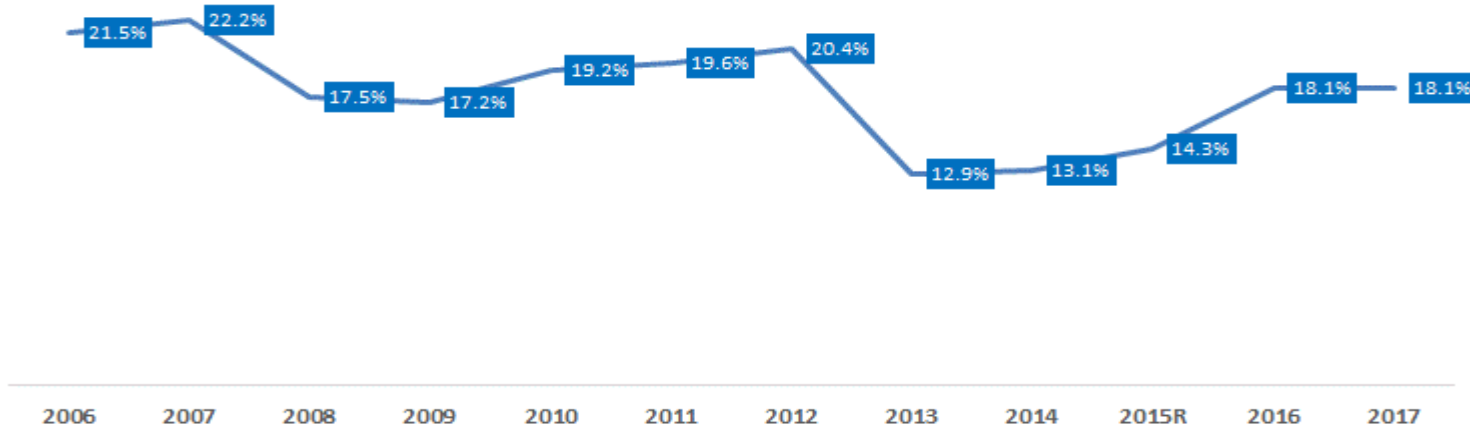


Segmental Performance- Net Sales

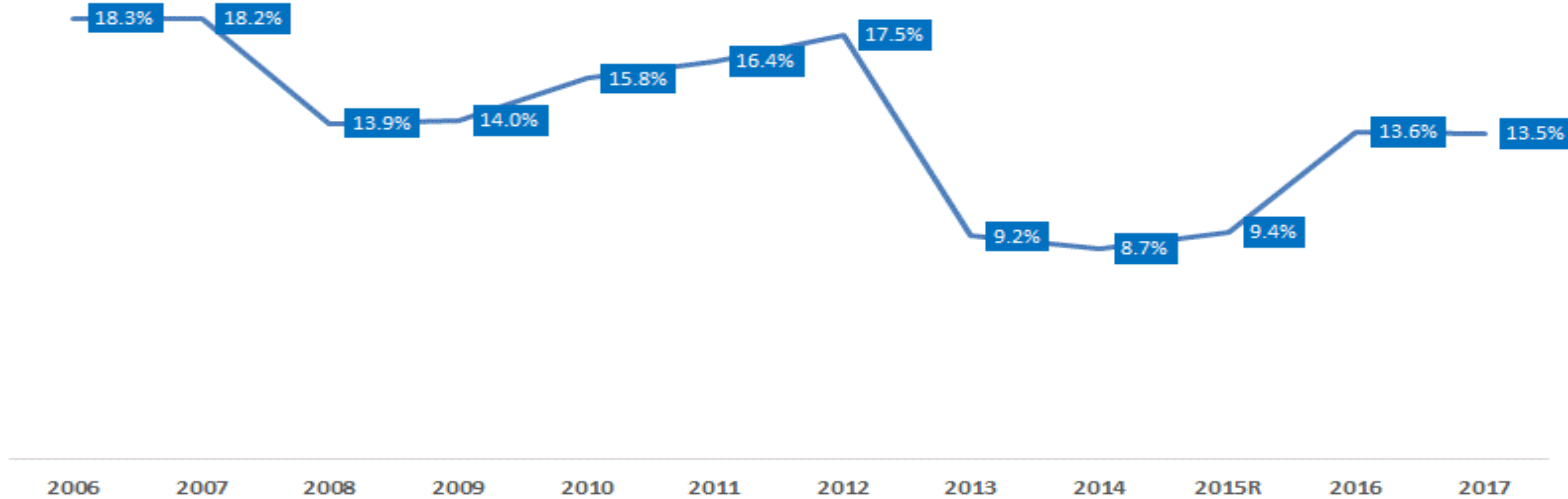


| Sales (Rs. Mil) | FY 06 | FY 07 | FY 08 | FY 09 | FY 10 | FY11 | FY 12 | FY 13 | FY 14 | FY 15 | FY16 | FY 17 | FY 18H1 |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|----------|
| Abrasives | 3214 | 3880 | 5006 | 5325 | 5518 | 6990 | 8304 | 8093 | 8599 | 8590 | 9217 | 9379 | 4768 |
| Ceramics | 1130 | 1734 | 2199 | 2582 | 2871 | 3476 | 4565 | 4991 | 4707 | 4817 | 4085 | 4514 | 2312 |
| Electro minerals | 681 | 830 | 2153 | 4245 | 4789 | 5979 | 7272 | 6688 | 8099 | 7275 | 7487 | 7489 | 4190 |
| Inter segment | -311 | -351 | -382 | -370 | -596 | -704 | -773 | -737 | -830 | -927 | -1059 | -1240 | -658 |
| Others | 151 | 116 | 116 | 148 | 241 | 266 | 316 | 389 | 364 | 432 | 515 | 659 | 306 |
| Sales | 4865 | 6210 | 9093 | 11930 | 12823 | 16007 | 19685 | 19424 | 20939 | 20187 | 20244 | 20800 | 10917 |
| PBIT Margin (%) | FY 06 | FY 07 | FY 08 | FY 09 | FY 10 | FY11 | FY 12 | FY 13 | FY 14 | FY 15 | FY16 | FY 17 | FY 18 H1 |
| Abrasives | 16.3 | 16.0 | 13.4 | 9.8 | 9.4 | 13.7 | 15.0 | 10.3 | 7.0 | 7.2 | 9.0 | 12.1 | 12.2 |
| Ceramics | 19.7 | 22.5 | 20.0 | 20.3 | 19.4 | 17.6 | 19.7 | 15.8 | 12.5 | 14.7 | 12.3 | 15.6 | 14.0 |
| Electro minerals | 21.8 | 18.4 | 12.1 | 17.9 | 21.5 | 18.4 | 19.2 | 3.5 | 10.0 | 10.9 | 17.0 | 12.1 | 15.6 |
| Total | 18.9 | 19.2 | 14.5 | 13.7 | 15.8 | 16.4 | 17.5 | 9.2 | 8.7 | 9.4 | 12.7 | 11.8 | 12.2 |

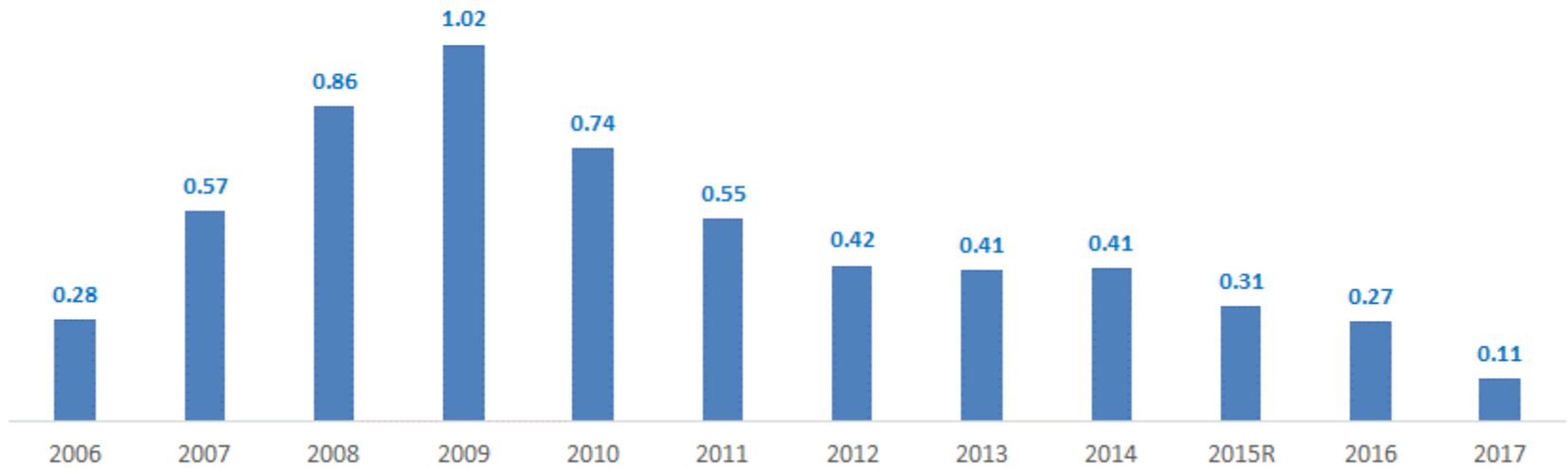
EBITDA / Net Sales %



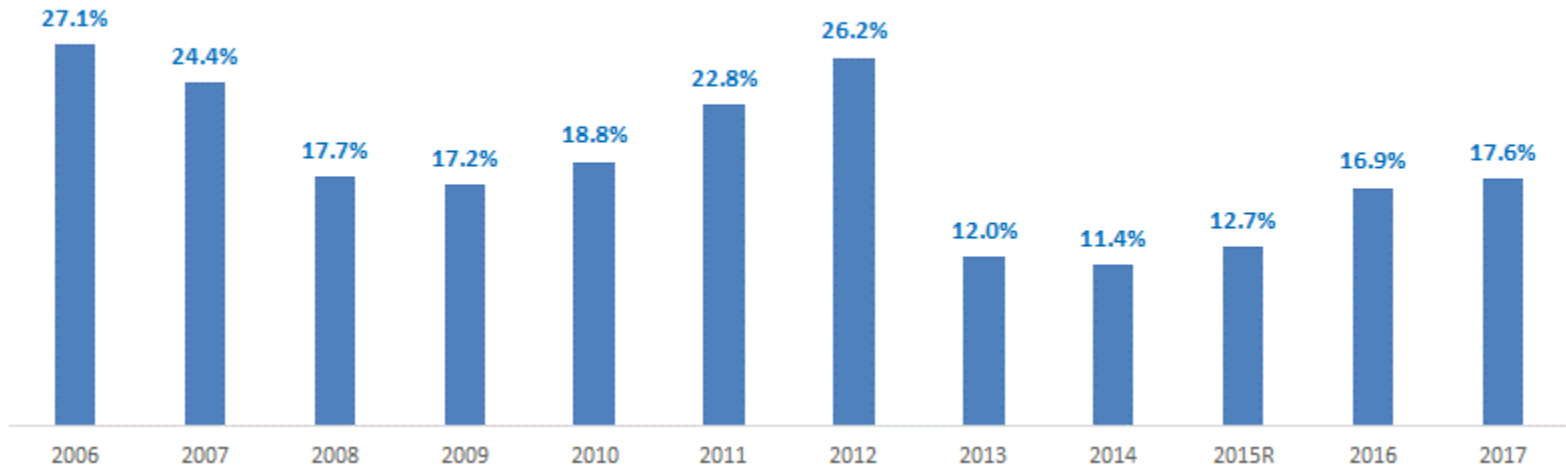
PBIT %



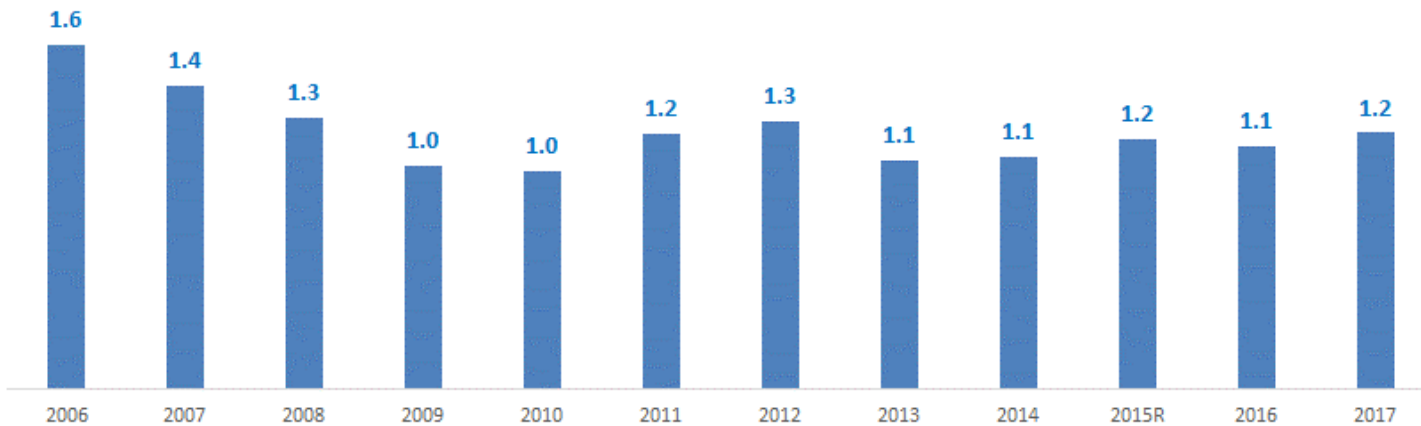
Debt Equity Ratio



Return on Capital Employed %



Asset Turnover times



- **43.74% held by the Murugappa Group, 27.42% held by FII's, MF, PE, Insurance Cos**
- **63 years of unbroken track record of Profit and Dividend**
- **Six Bonus Issues since inception – 89% of the current Equity is by way of capitalization of Reserves**
- **Growth over the years entirely funded by Debt, Internal accruals and by unlocking value**
- **Investor / Analyst Interaction**
 - **Quarterly Earnings Call and Transcripts upload**
 - **Minimum 2 investors Presentation in Mumbai and Abroad**
 - **100 plus investor visits / tele conference in a year**



CUMI Tiruvottiyur was awarded the JIPM Excellence Award at Kyoto, Japan on 23 March 2017



Electro Mineral Division won the CII Industrial Award 2016 and has been recognised as one of the Top 25 Innovative Organisations













Exhibitions and Conferences

Sharjah / Dubai
Steel / Fab





Exhibitions and Conferences

Ceramics Expo in Japan
Hannover Fair 2017





Exhibitions and Conferences

CUMI America participating in an Exhibition





Currently 175 trainees in total undergoing the skill and technical training in the centers at Hosur and Edappally CCSD

1. Educational Sponsorship for Economically Deprived Children
2. Key Children Project-for Child Development
3. Adopted Schools and Communities in Thiruvottiyur and Ranipet
4. Solid Waste Management Program to improve the overall health of the community



Environment Task Force was formed at involving employees

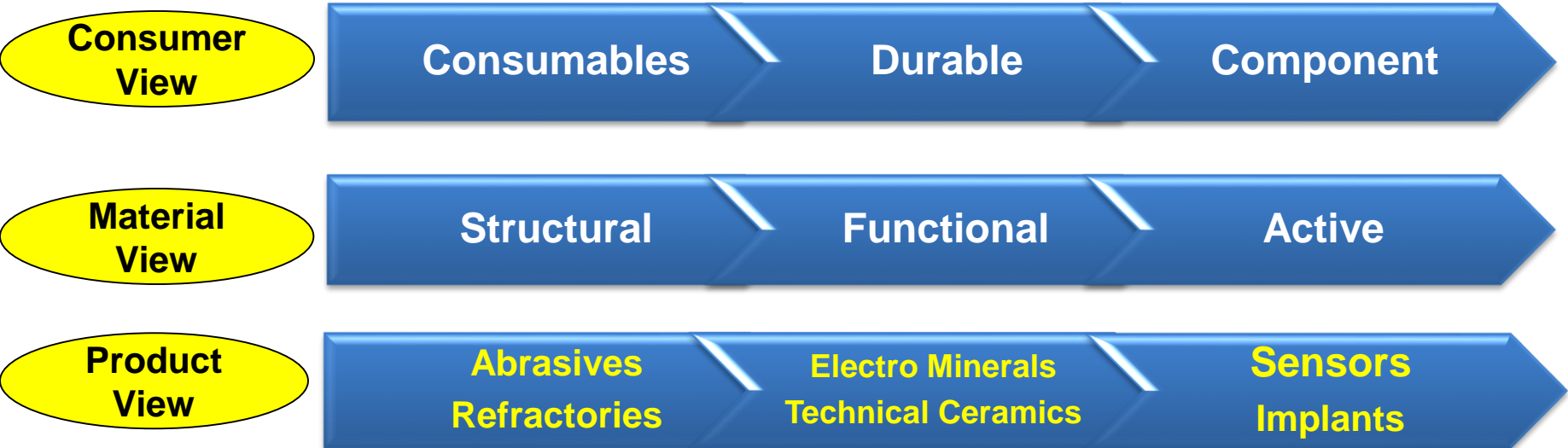
The objective is to bring in ownership among employees towards improving environment performance

The role of the Task Force is to oversee the Environment conservation, Implement new practices, Improving employee awareness etc

Various teams for specific assignments like green belt improvement, Shop floor improvements have been formed

Green Belt Improvement was initiated at plant premises





Evolving from Passive to Interactive Materials...



THANK YOU

