

Schaeffler India Limited · Pune · Maharashtra

BSE Limited

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Company Code: 505790

National Stock Exchange of India Limited

Exchange Plaza, C – 1, Block G,
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Company Code: SCHAEFFLER

31/08/2023

Sub: Investor Presentation

Dear Sirs,

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Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation on the acquisition of KRSV Innovative Auto Solutions Private Limited.

Kindly take the same on your record.

Thanking you.

Yours faithfully,

For **Schaeffler India Limited**

Ashish Tiwari,

VP - Legal & Company Secretary

Encl.: As above



SCHAEFFLER

Schaeffler India to acquire KRSV Innovative Auto Solutions

August 31, 2023

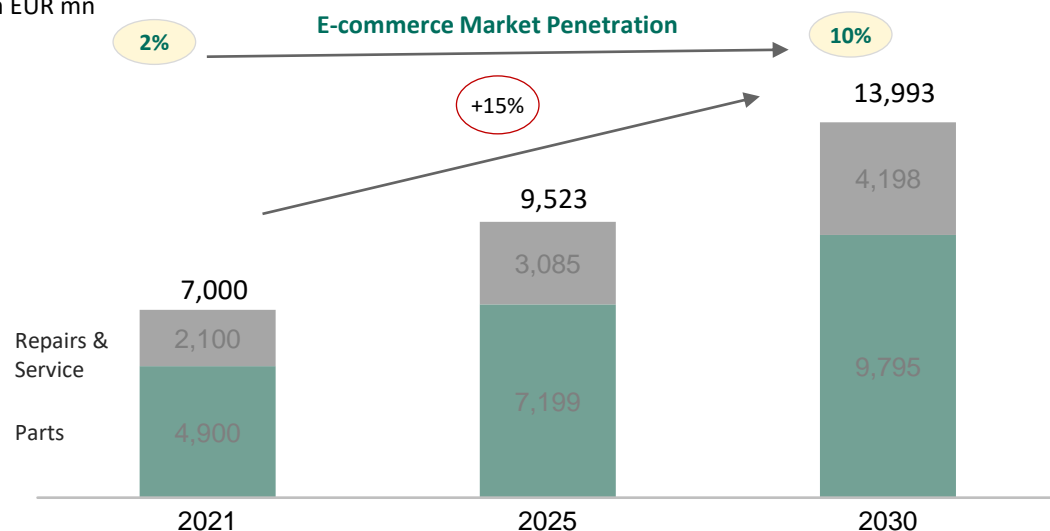
Schaeffler India Limited

We pioneer motion

Digital automotive aftermarket in India – On a growth trajectory

Sizable and attractive Indian Automotive Aftermarket

in EUR mn



Source: Frost & Sullivan

- Indian automotive aftermarket expected to grow to 14bn EUR by 2030
- B to B e-commerce penetration expected to reach ~10% by 2030
- B to B e-commerce aftermarket sales expected to grow at a CAGR of ~30% to 1.4 bn EUR by 2030

- 1 Automotive aftermarket in India grew at a CAGR of ~10% over the past five years, despite disruptive impact of the COVID-19 pandemic
- 2 OEMs are key players in the automotive aftermarket spares - owing to their robust distribution network across the country
- 3 Faster adoption of B to B e-commerce penetration in this industry
- 4 B to B e-commerce penetration in India at ~2% with a substantial growth potential, thereby providing an attractive opportunity to Schaeffler India Limited

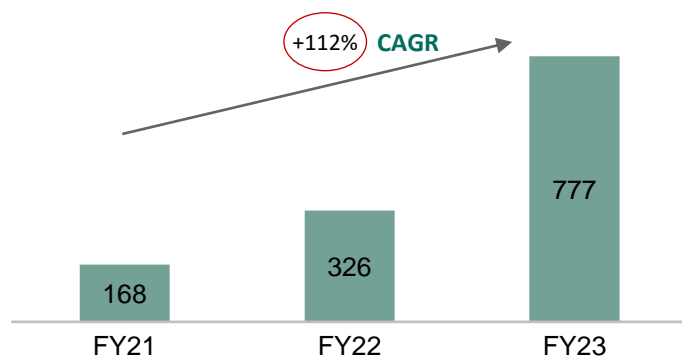
Koovers – Fast growing automotive aftermarket B-to-B e-commerce platform

KRSV Innovative Auto Solutions Private Limited



Koovers turnover details

in INR mn



- Koovers recorded a strong revenue CAGR of ~112%
- Audited nos for last 3 years turnover

- 1 KRSV Innovative Auto Solutions Private Limited is the owner of the fast-growing automotive aftermarket **B-to-B e-commerce platform - Koovers**
- 2 Koovers supplies to over **7,000 workshops** and has a portfolio of around **1.8 million parts** from various manufacturers
- 3 Koovers facilitates **high customer convenience** through suited digital interfaces as well as a fast and reliable supply chain
- 4 Koovers enjoys a **good brand reputation** amongst its customers in India, and offers **all applicable automotive aftermarket products**

A milestone for Schaeffler India to expand its digital business in Automotive Aftermarket

KRSV Innovative Auto Solutions Private Limited



- 1** **100% shares** of KRSV Innovative Auto Solutions Private Limited to be acquired
- 2** Cost of acquisition at **~INR 1,424 mn**
100% cash financed
- 3** Completion of acquisition in **Q3 CY2023**, subject to customary closing conditions
- 4** The platform will continue to operate under the **Kooovers brand** as a **subsidiary** of Schaeffler India Limited

Acquisition enabling fast participation in the automotive aftermarket B-to-B e-commerce market

- 1 Market attractiveness** – Further strengthens Schaeffler’s position in the Indian automotive aftermarket, expanding its digital landscape
- 2 Scalability** – Agile business model and scalable platform with wide spectrum of automotive product offerings as a key enabler of fast growth
- 3 Customer centricity** – The acquisition will focus on delivering better customer experience, while leveraging existing market and business competencies
- 4 Digitalization** – This acquisition contributes to the ambitious aftermarket digitalization journey

Seizing the aftermarket
growth opportunity in the
Indian market

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