



GMM/SEC/2023-24/61

November 9, 2023

To,
BSE Ltd
Scrip Code: 505255

NSE Ltd
Symbol: GMMPFAUDLR

Sub.: Investor presentation on the Unaudited Standalone and Consolidated Financial Statements of GMM Pfaudler Limited ("the Company") for the quarter and half year ended September 30, 2023

Dear Sir/ Ma'am,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the Investor presentation on the Unaudited Standalone and Consolidated Financial Statements of the Company for the quarter and half year ended September 30, 2023.

Kindly take the same on record.

Thanking you.

Yours faithfully,

For **GMM Pfaudler Ltd**

Mittal Mehta
Company Secretary & Compliance Officer
FCS No.: 7848

Encl.: As above

GMM Pfaudler Ltd.

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We Adapt.
We move forward.

Earnings Presentation

Q2 FY24

November 2023



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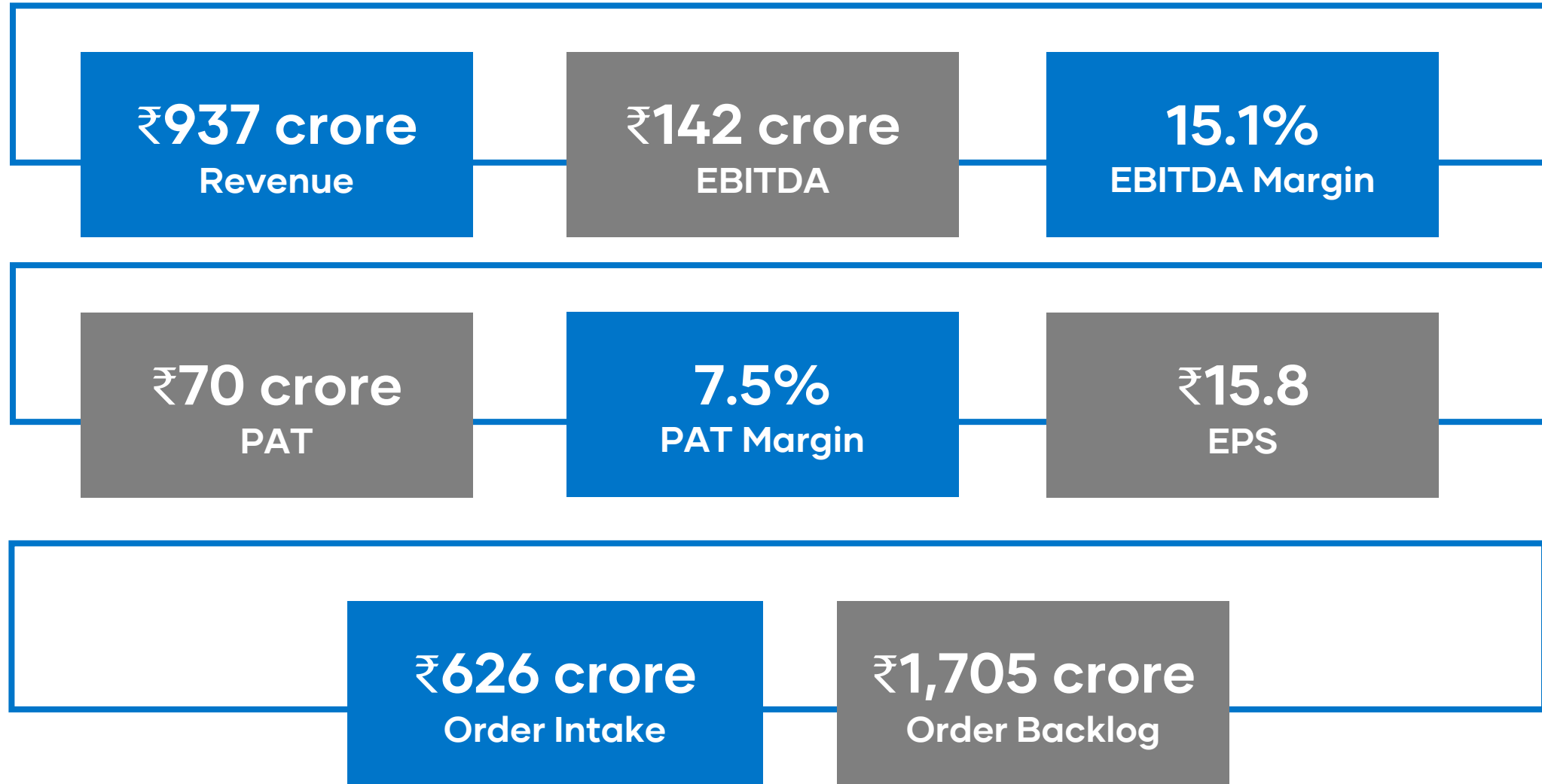
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Snapshot - Q2 FY24



Highlights

Business

- **Revenue growth** driven by strong execution across International and India businesses
- **Order intake** in Technologies and Systems continues to be subdued due to slowdown in Chemical segment. Services remain on-track.
- **Profitability improvement** in the International business driven by operational excellence and pricing improvements
- **Strong opportunity pipeline across all business platforms**, however customer decision-making seeing delays
- **Cost reduction** measures continue across geographies
- **Global Strategy Meeting** held in Munich, Germany
- **New Service Centres** opened in Taubaté, Brazil and Venice, Italy

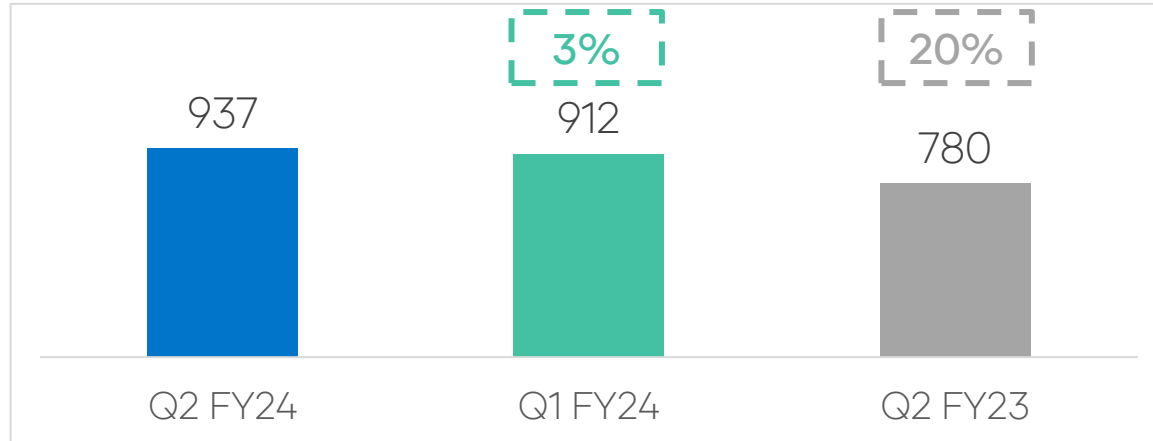
Corporate

- **DBAG Fund VI stake** sold 13.6% in GMM Pfaudler through bulk deals - 9.9% stake bought by ChrysCapital and 3.7% stake purchased by other investors. DBAG's stake is now reduced to 1%
- **DBAG's nominee directors**, Mr. Malte Woweries and Mr. Harsh Gupta, resigned on August 18, 2023
- **Current board composition** is 6 Directors of which 4 are Independent
- Agreement to purchase 100% stake in **MixPro, Canada** for total consideration of \$7 million (₹57 crore); transaction expected to complete by November 2023
- Requisite approvals received, Patel family will purchase 1% stake from DBAG Fund VI at ₹1700 per share

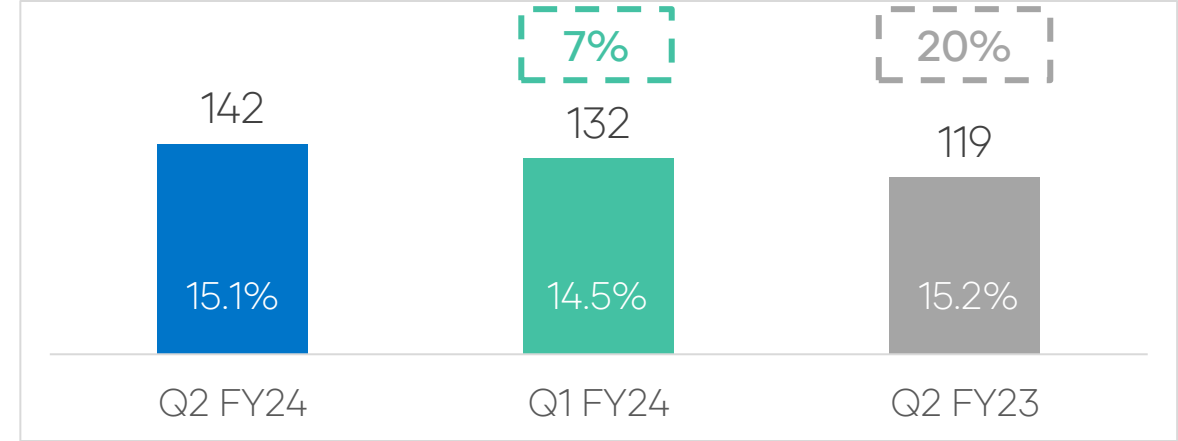
Consolidated Results - Q2 FY24

Figures in ₹ crore

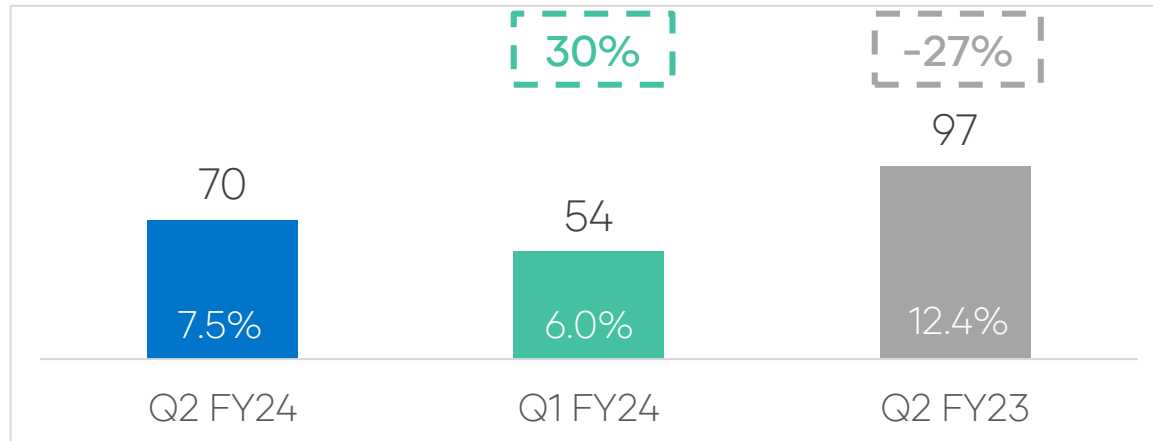
REVENUE



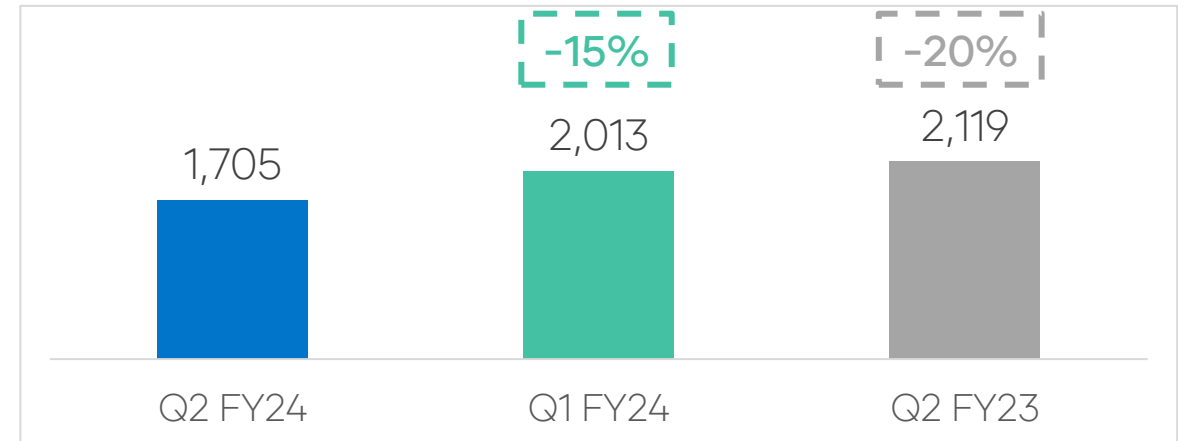
EBITDA



PROFIT AFTER TAX



ORDER BACKLOG

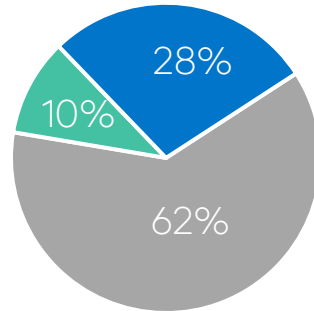


Backlog is net of POC. Margin and growth percentages are calculated on absolute figures

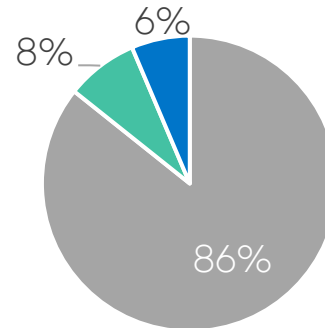
Segmental Overview - Q2 FY24

Revenue

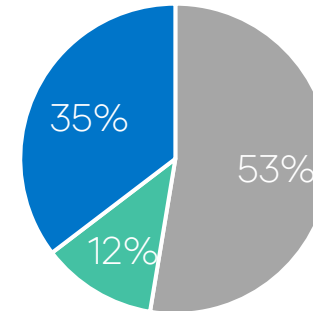
Consolidated



Standalone



International



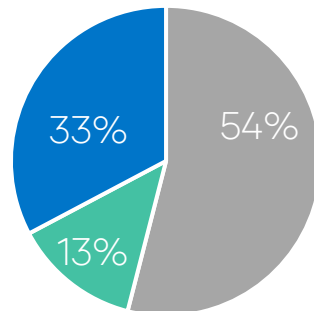
Technologies

Systems

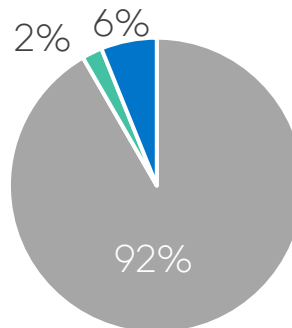
Services

Order Intake

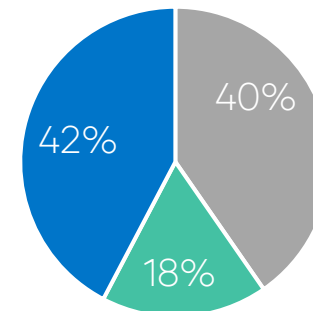
Consolidated



Standalone



International



Technologies

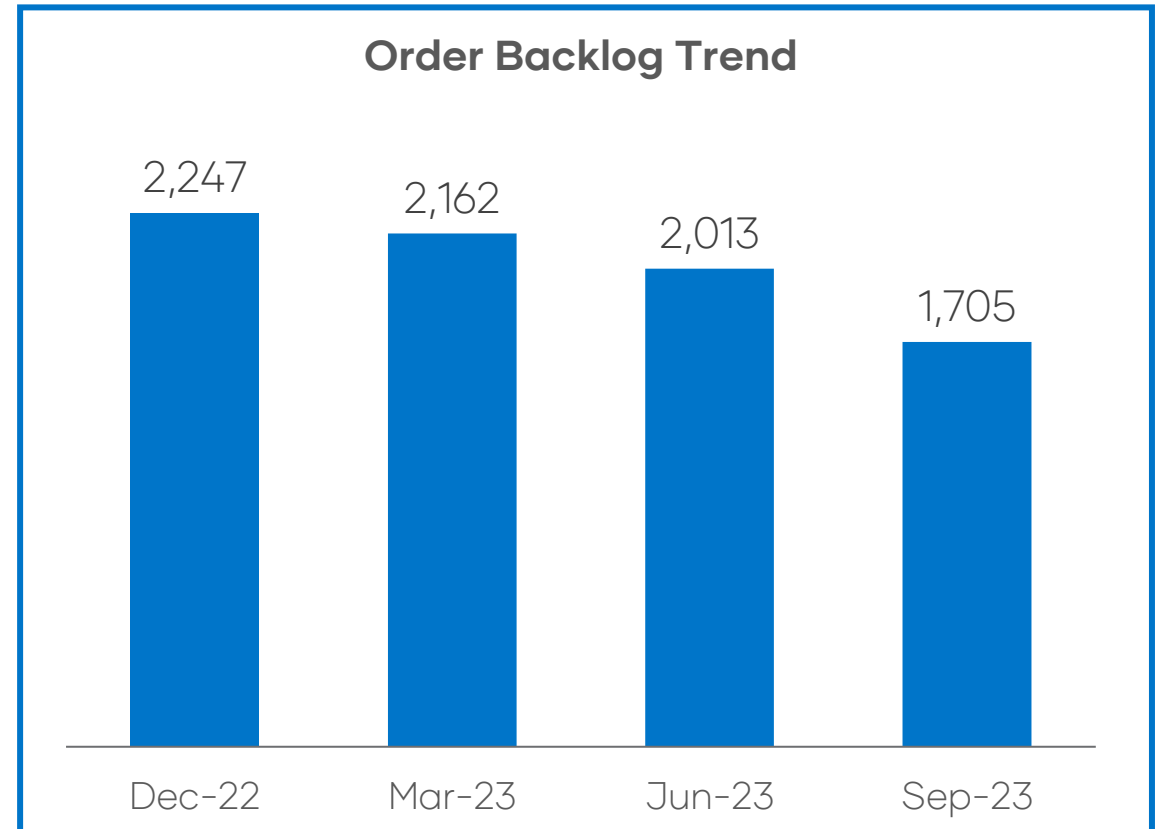
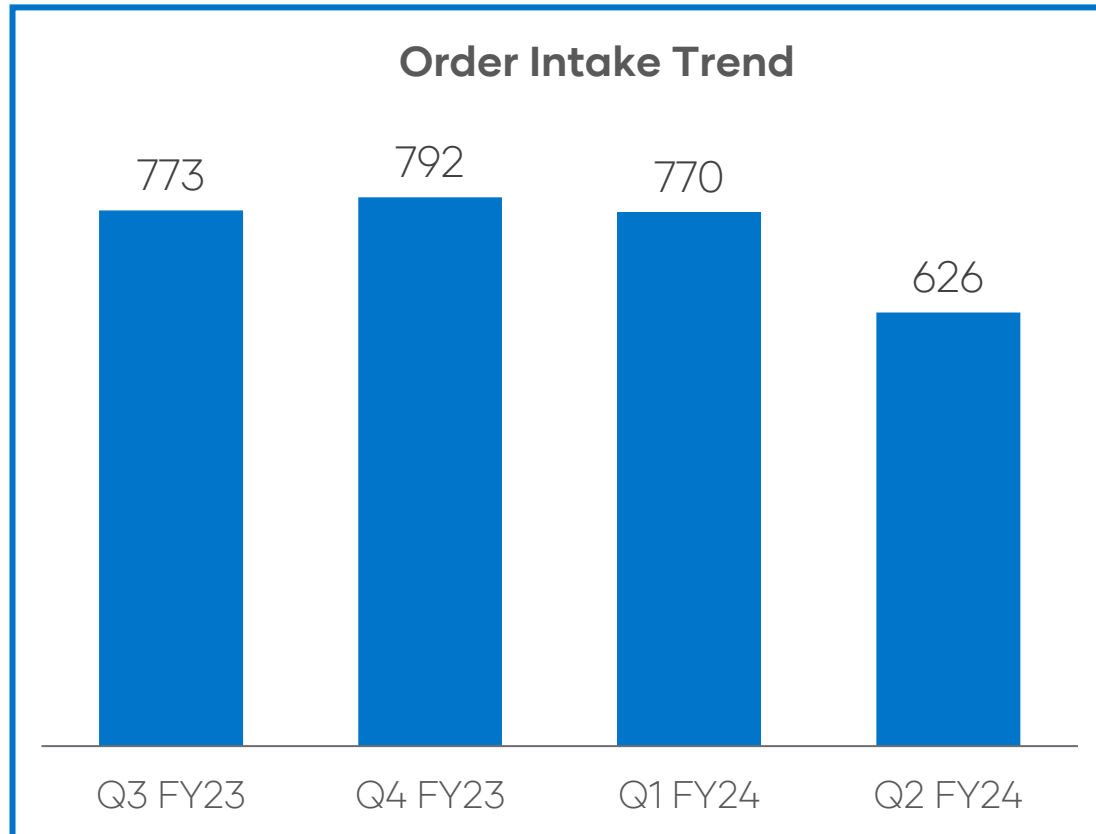
Systems

Services

*Note: Standalone and International breakdown excluded inter-company eliminations

Order Intake and Backlog Trend

Figures in ₹ crore



Consolidated Balance Sheet

Figures in ₹ crore

Particulars	30.09.23	31.03.23
Shareholder's equity	932	804
Non-controlling interests	10	11
Borrowings	823	797
Unfunded Pension liabilities	259	279
Trade payables	485	537
Other liabilities (current & non-current)	753	927
Total Liabilities and Equity	3,262	3,355

Particulars	30.09.23	31.03.23
Fixed Assets	609	631
Goodwill & Intangibles	577	595
Receivables	465	436
Inventory	698	771
Cash and equivalents	275	311
Other assets (current & non-current)	638	611
Total Assets	3,262	3,355

- ❑ **Net gearing** stable at 0.5 times as on September 30, 2023
- ❑ **RoCE of 25% and RoE of 27%** (on annualized basis) in H1 FY24
- ❑ **Long term borrowings decreased** to ₹673 crore as on September 30, 2023, (including prepayment of ₹29 crore)
- ❑ **Short term borrowings increased** to ₹150 crore, as on September 30, 2023, on account of higher working capital requirements

Consolidated Working Capital Summary

Figures in ₹ crore

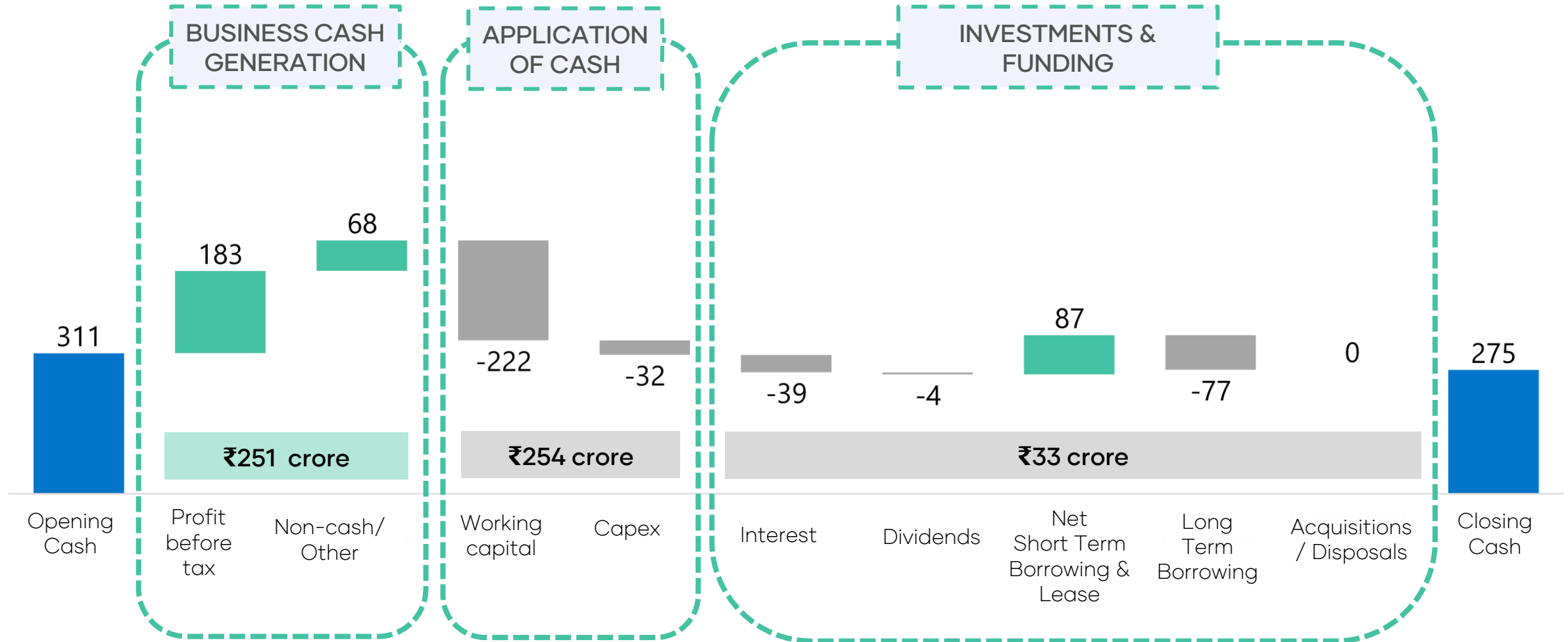
Inventory Summary	30.09.23	31.03.23
Inventory	698	771
Customer advances	270	406
Net funding for inventory	428	365
Backlog	1,705	2,162
Inventory days (net of advances)	44	42

Receivables Summary	30.09.23	31.03.23
Trade Receivables	465	436
Receivable days	48	50
Payables Summary	30.09.23	31.03.23
Trade Payables	485	537
Payable days	50	62

*To maintain consistency vs previous periods, following definitions are retained -
 Inventory days (net of advances) is net funding required for inventory divided by LTM Sales multiplied by 365
 Receivable days is trade receivables divided by LTM Sales multiplied by 365
 Payable days is trade payables divided by LTM Sales multiplied by 365*

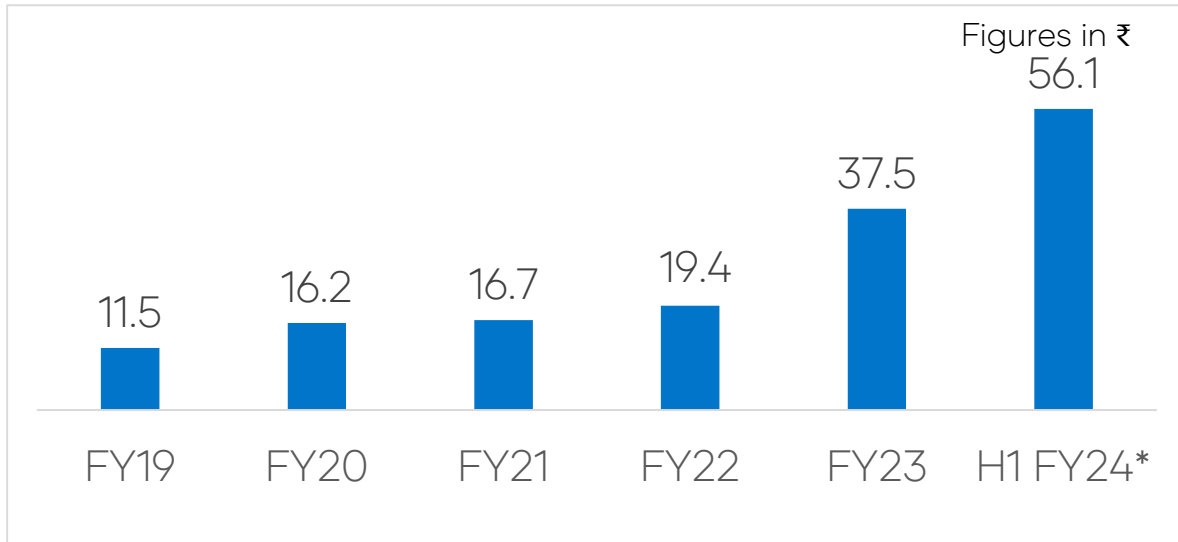
Consolidated Cash Flow Statement - H1 FY24

Figures in ₹ crore

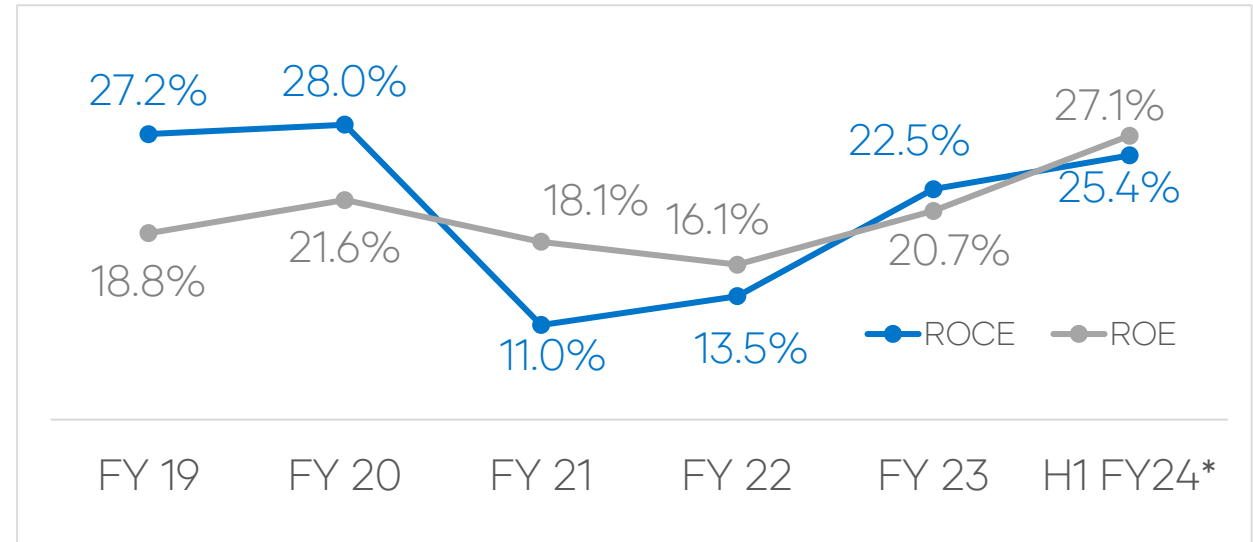


Consolidated Profitability Metrics

EARNINGS PER SHARE (EPS)



RETURN METRICES



* H1 FY24 is annualised

FY19 and FY20 includes GMM India and Mavag.

EPS (basic) is calculated using net profit attributable to equity holders (excludes non-controlling interests)

EPS for all periods are adjusted to reflect the bonus issue of 2:1

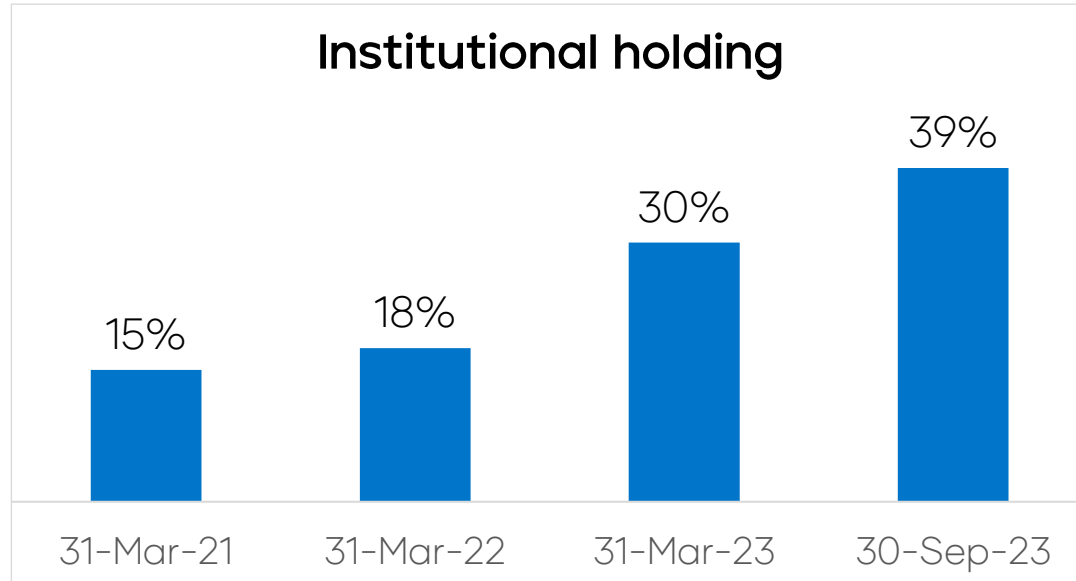
To maintain consistency vs previous periods, following definitions are retained -

RoE is calculated as net profit attributable to equity holders divided by total equity (excludes non-controlling interest)

RoCE is calculated as EBIT divided by total equity + non-controlling interest + total borrowings

Shareholder Summary

Figures in % terms



Diversified Investor Base

Top 10 institutional investors hold 28% shares as on September 30, 2023

Investor Category	September 30, 2023	June 30, 2023
Public		
Foreign Portfolio Investors	26.49	18.84
Mutual Funds	9.66	8.18
Alternate Investments Funds	2.09	1.90
Insurance Companies/ Banks/ Fis	0.83	0.67
IEPF	0.40	0.40
Public	35.35	31.27
Total Public Shareholding (A)	74.82	61.26
Promoters		
Patel Group (Indian Promoter)	24.18	24.18
Pfaunder Inc. (Foreign Promoter)	1.00	14.56
Total Promoter Shareholding (B)	25.18	38.74
Total Shareholding (A) + (B)	100.00	100.00

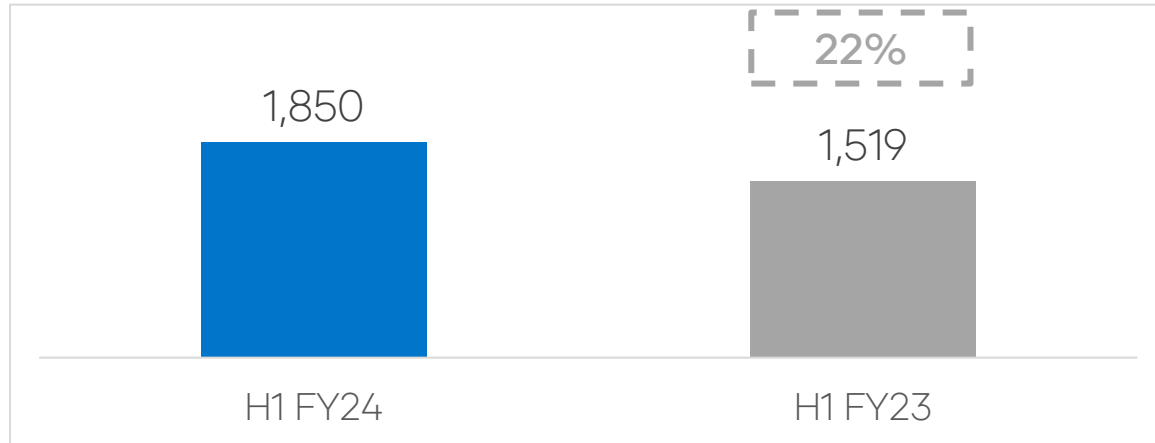
Annexures

Consolidated Results

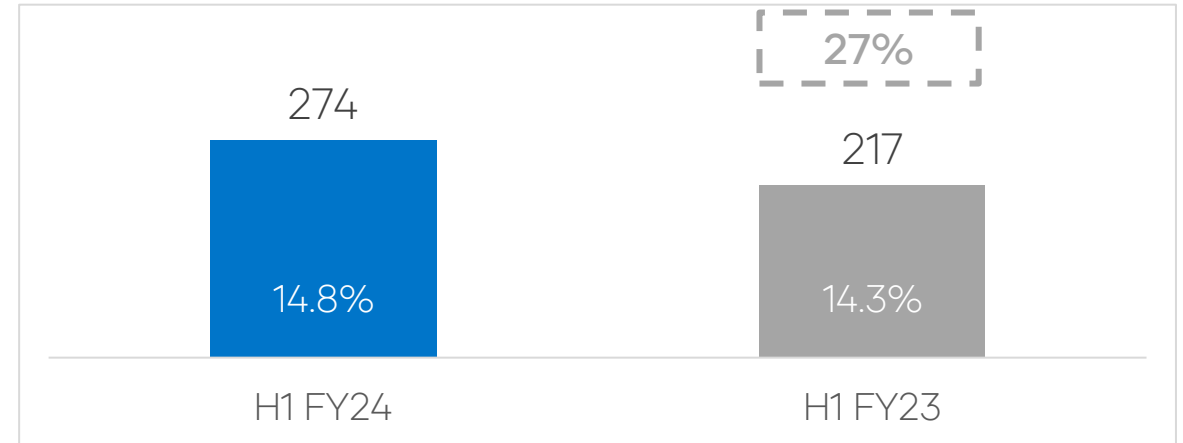
Consolidated Results - H1 FY24

Figures in ₹ crore

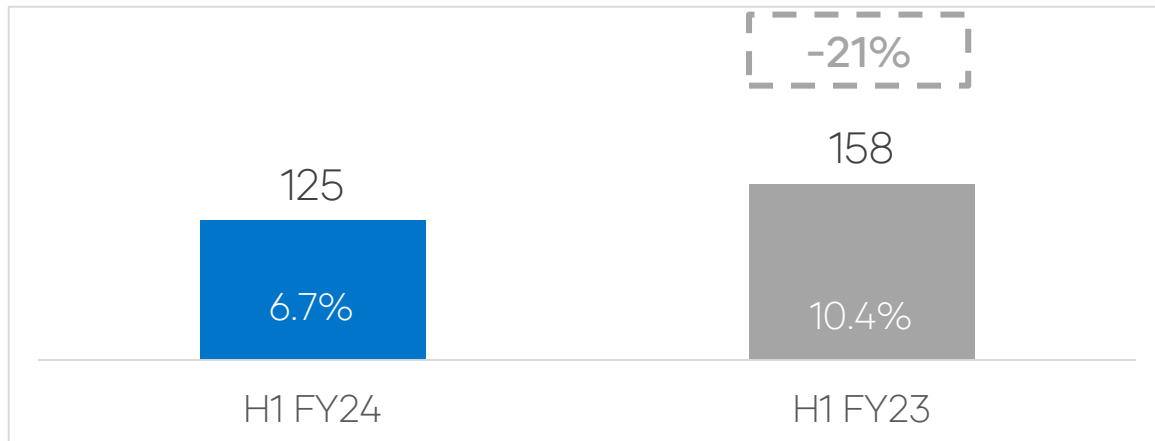
REVENUE



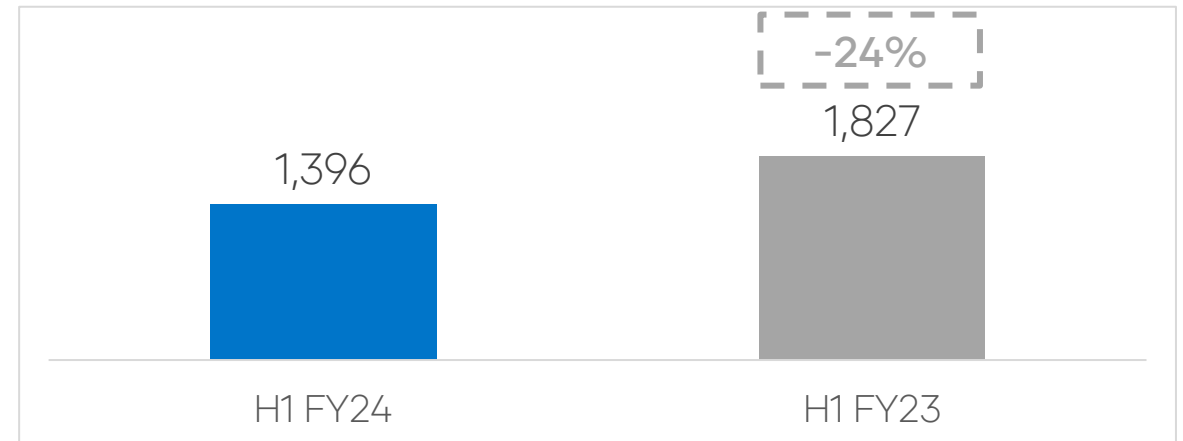
EBITDA



PROFIT AFTER TAX

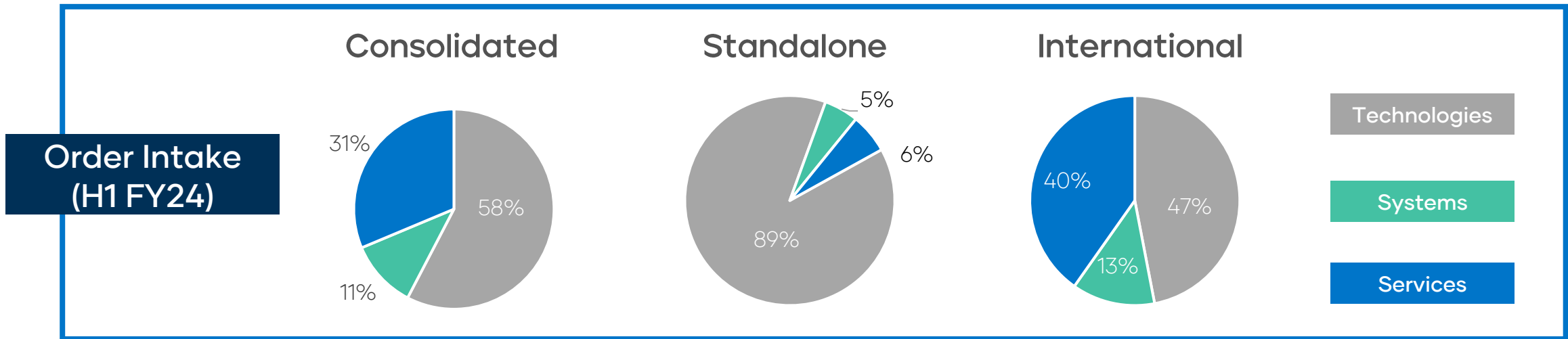
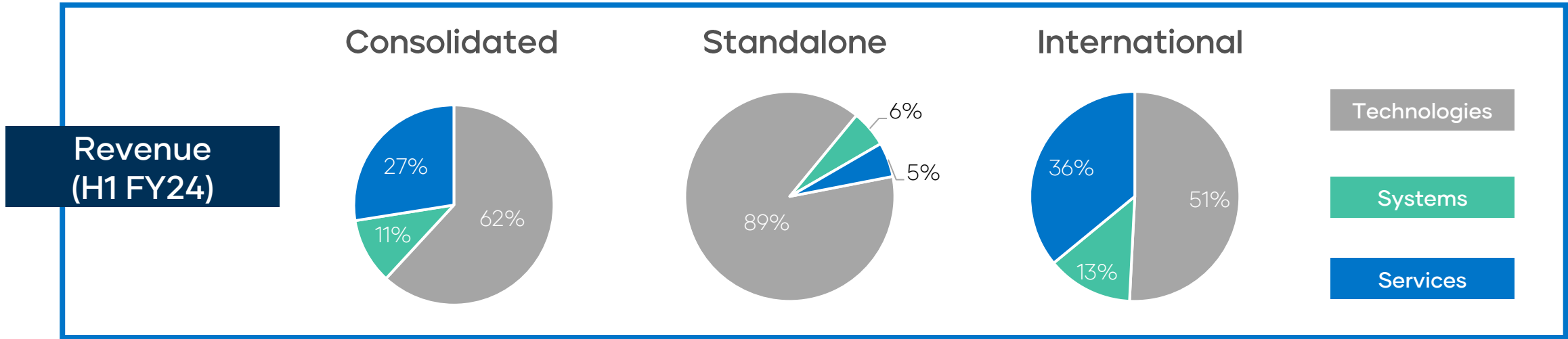


ORDER INTAKE



Margin and growth percentages are calculated on absolute figures.

Segmental Overview - H1 FY24



*Note: Standalone and International breakdown excluded inter-company eliminations

Quarterly Consolidated Financial Performance

Figures in ₹ crore

Particulars	Q2 FY24	Q1 FY24	Q-O-Q	Q2 FY23	Y-O-Y
Operational Income	937	912	3%	780	20%
Material Cost	402	373	8%	312	29%
Other Costs	393	407	-3%	349	12%
Total Operating Expenses	795	780	2%	661	20%
EBITDA	142	132	7%	119	20%
<i>EBITDA Margin (%)</i>	<i>15.1%</i>	<i>14.5%</i>	<i>67bps</i>	<i>15.2%</i>	<i>-8bps</i>
Other Income	9	9	-2%	19	-56%
Depreciation	32	35	-7%	28	14%
Interest	22	20	6%	9	150%
Profit before tax	97	86	13%	101	-5%
Tax	26	32	-16%	5	487%
Profit after tax	70	54	30%	97	-27%
<i>PAT Margin (%)</i>	<i>7.5%</i>	<i>6.0%</i>	<i>155bps</i>	<i>12.4%</i>	<i>-492bps</i>
Other Comprehensive Income	-1	6	NA	15	NA
Total Comprehensive Income	70	60	16%	112	-38%
EPS (₹)	15.8	12.2	29%	14.8	7%

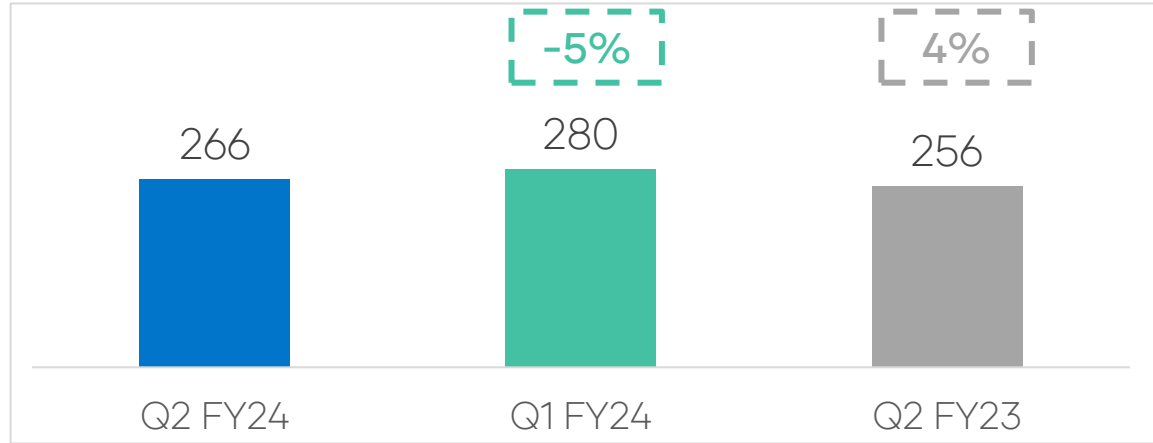
Margin and growth percentages are calculated on absolute figures. Amounts are rounded off to crore and subject to casting. NA is Not Applicable

Standalone Results

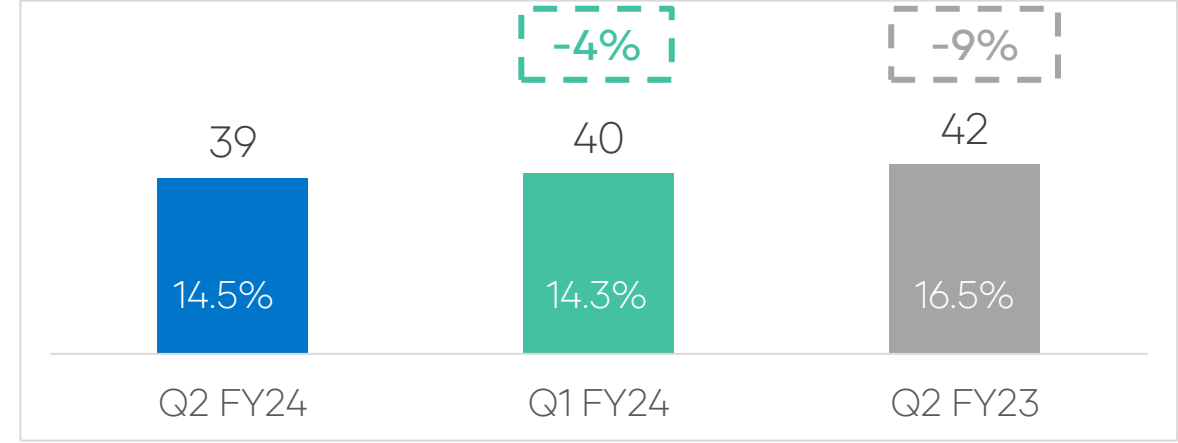
Standalone Results - Q2 FY24

Figures in ₹ crore

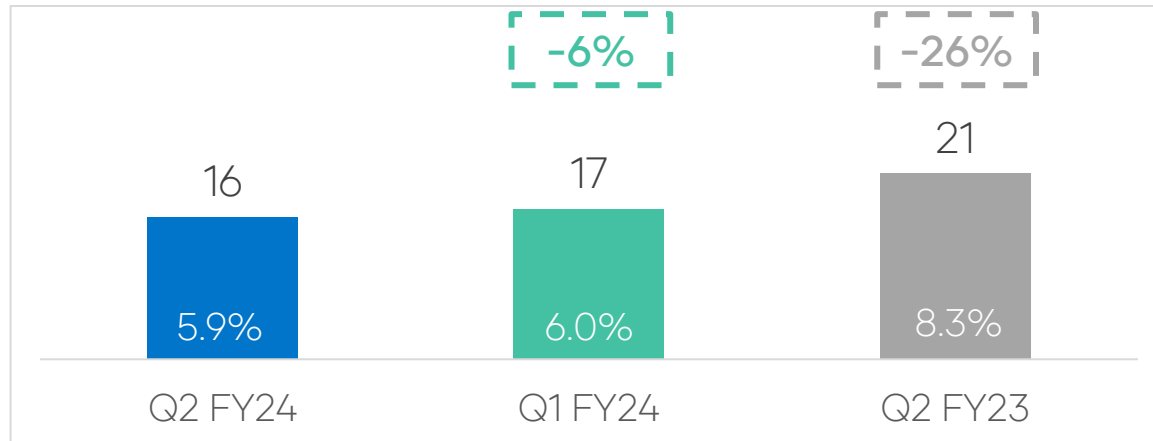
REVENUE



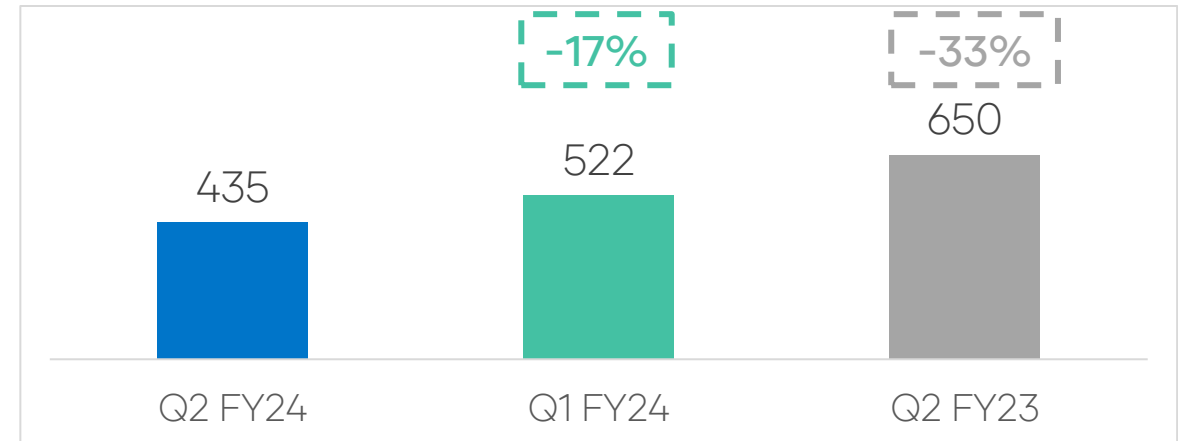
EBITDA



PROFIT AFTER TAX



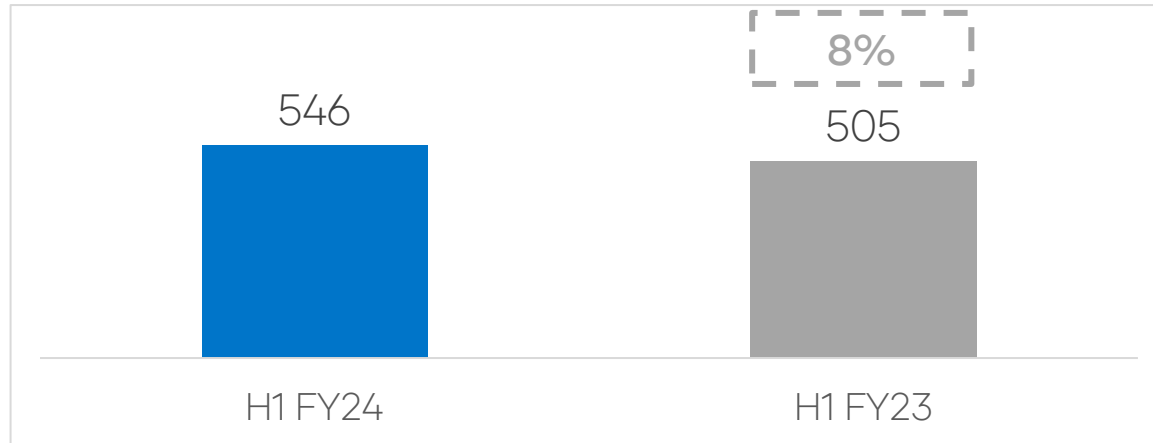
ORDER BACKLOG



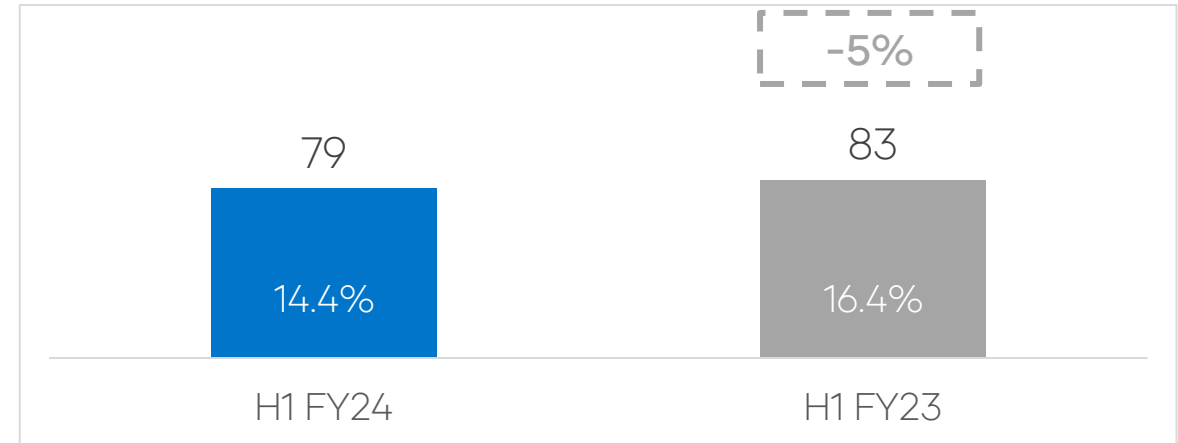
Standalone Results - H1 FY24

Figures in ₹ crore

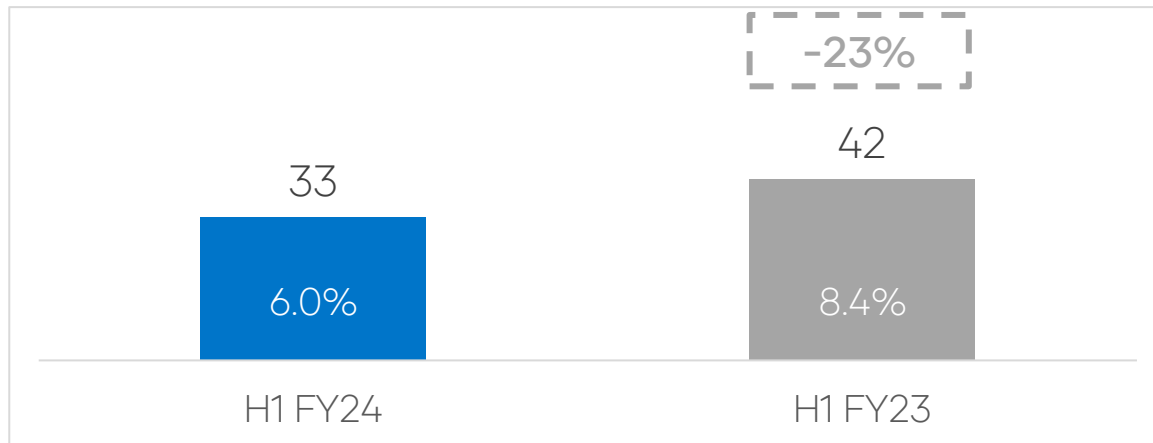
REVENUE



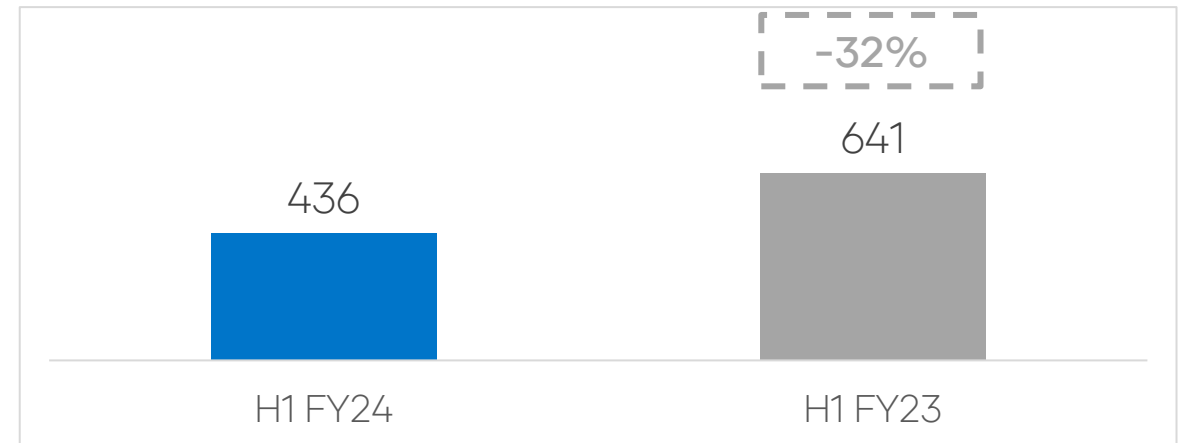
EBITDA



PROFIT AFTER TAX



ORDER INTAKE



Quarterly Standalone Financial Performance

Figures in ₹ crore

Particulars	Q2 FY24	Q1 FY24	Q-O-Q	Q2 FY23	Y-O-Y
Operational Income	266	280	-5%	256	4%
Material Cost	135	146	-8%	117	15%
Other Costs	93	94	-1%	97	-4%
Total Operating Expenses	228	240	-5%	214	6%
EBITDA	39	40	-4%	42	-9%
<i>EBITDA Margin (%)</i>	<i>14.5%</i>	<i>14.3%</i>	<i>15bps</i>	<i>16.5%</i>	<i>-201bps</i>
Other Income	0	0	-70%	1	-87%
Depreciation	10	10	1%	9	10%
Interest	9	8	6%	5	55%
Profit before tax	20	23	-11%	29	-29%
Tax	5	6	-23%	8	-38%
Profit after tax	16	17	-6%	21	-26%
<i>PAT Margin (%)</i>	<i>5.9%</i>	<i>6.0%</i>	<i>-9bps</i>	<i>8.3%</i>	<i>-241bps</i>
Other Comprehensive Income	0	0	NA	0	NA
Total Comprehensive Income	16	17	-6%	21	-25%
EPS (₹)	3.5	3.8	-6%	4.9	-28%

Margin and growth percentages are calculated on absolute figures. Amounts are rounded off to crore and subject to casting. NA is Not Applicable

Standalone Balance Sheet

Figures in ₹ crore

Particulars	30.09.23	31.03.23
Shareholder's equity	737	708
Borrowings	358	331
Trade payables	120	154
Other liabilities (current & non-current)	81	130
Total Liabilities and Equity	1,296	1,323

Particulars	30.09.23	31.03.23
Fixed Assets	212	221
Goodwill & Intangibles	15	18
Receivables	188	197
Inventory	195	199
Cash and equivalents	15	36
Investments	519	519
Other assets (current & non-current)	152	133
Total Assets	1,296	1,323

- ❑ **Long term borrowings** reduced to ₹225 crore as on September 30, 2023 (including prepayment of ₹29 crore related to Hyderabad and Vatva's loan)
- ❑ **Short term borrowings** increased to ₹133 crore as on September 30, 2023, on account of higher working capital requirements

Standalone Working Capital Summary

Figures in ₹ crore

Inventory Summary	30.09.23	31.03.23
Inventory	195	199
Customer advances	47	83
Net funding for inventory	148	116
Backlog	435	545
Inventory days (net of advances)	48	40

Receivables Summary	30.09.23	31.03.23
Trade Receivables	188	197
Receivable days	61	67

Payables Summary	30.09.23	31.03.23
Trade Payables	120	154
Payable days	39	52

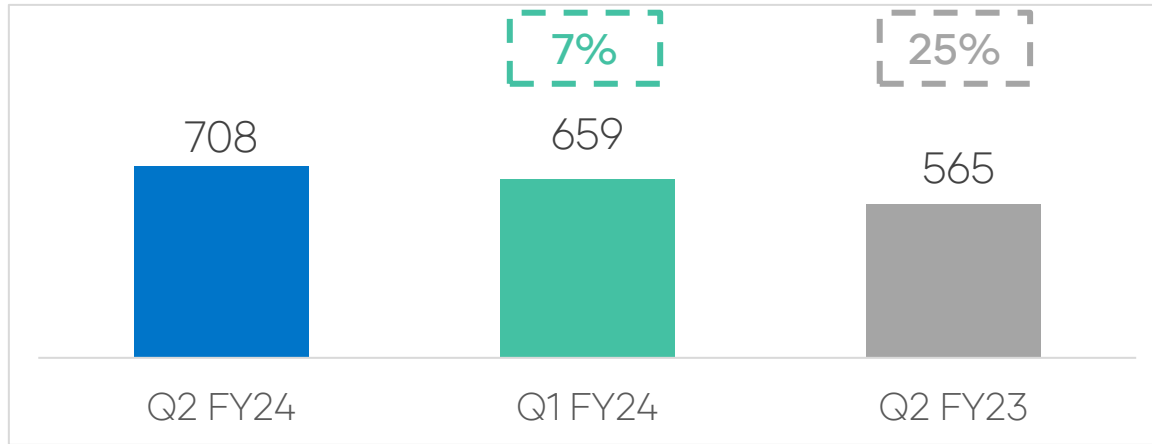
*To maintain consistency vs previous periods, following definitions are retained -
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 Receivable days is trade receivables divided by LTM Sales multiplied by 365
 Payable days is trade payables divided by divided by LTM Sales multiplied by 365*

International Results

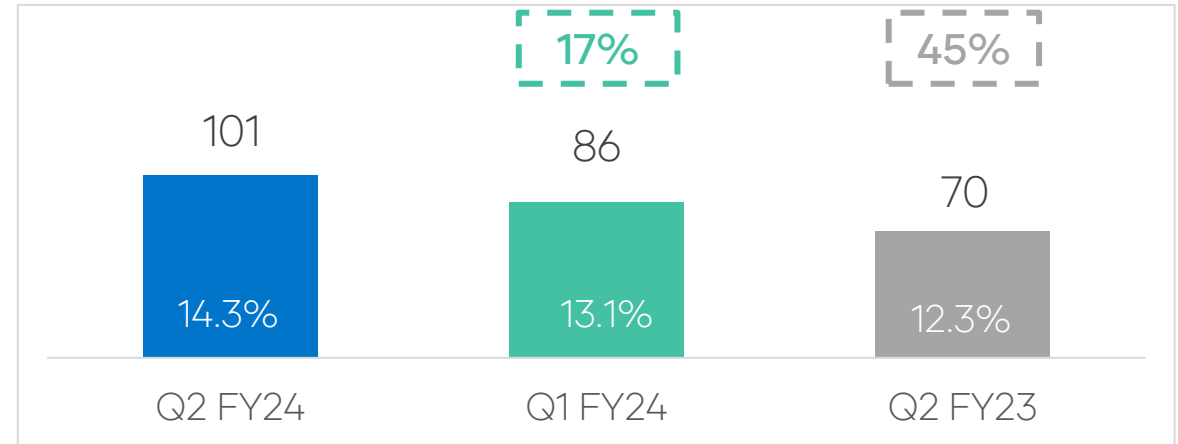
International* Results - Q2 FY24

Figures in ₹ crore

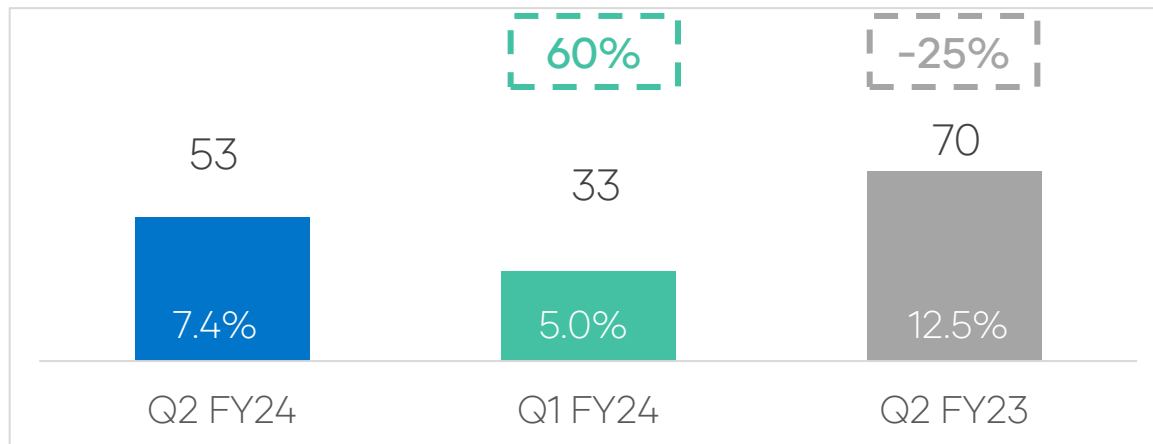
REVENUE



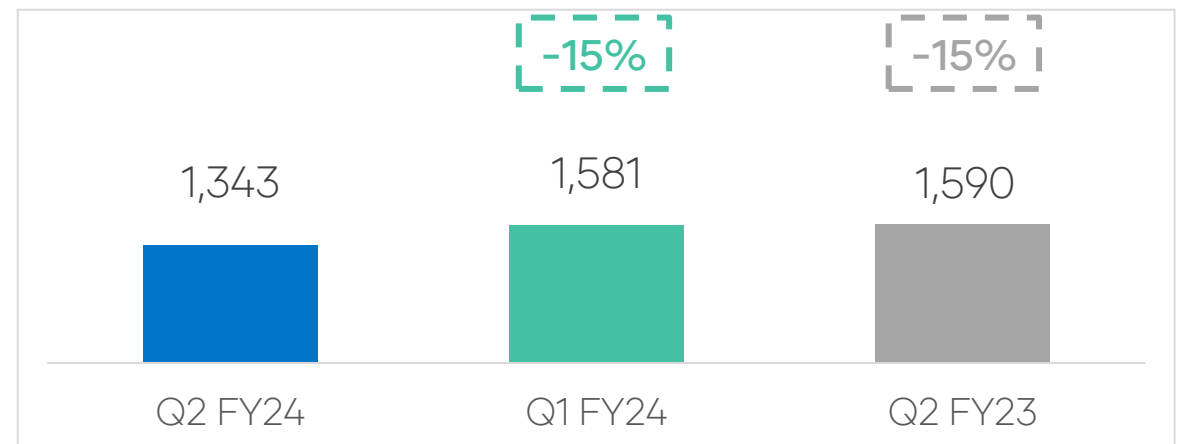
EBITDA



PROFIT AFTER TAX



ORDER BACKLOG



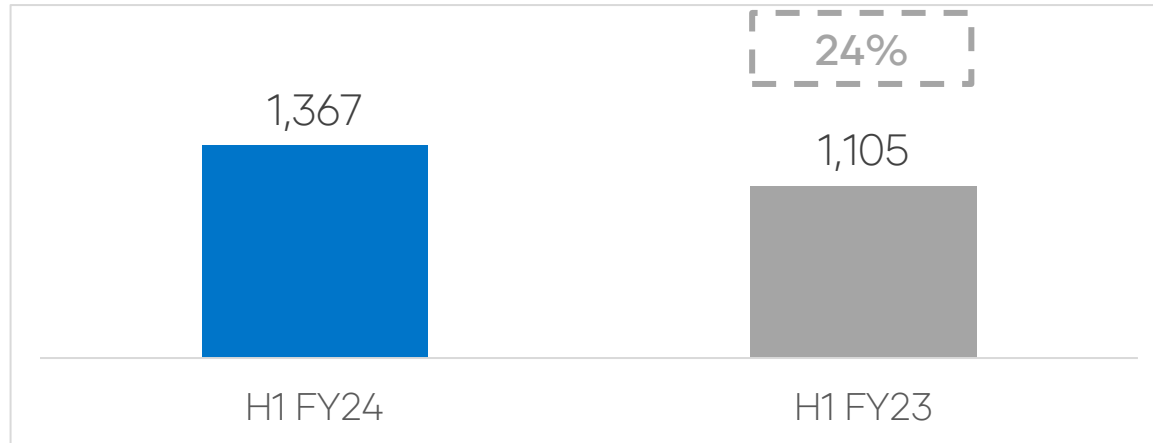
* Includes Mavag & PFI, Excluding inter-company eliminations.

25 Backlog is net of POC. Margin and growth percentages are calculated on absolute figures

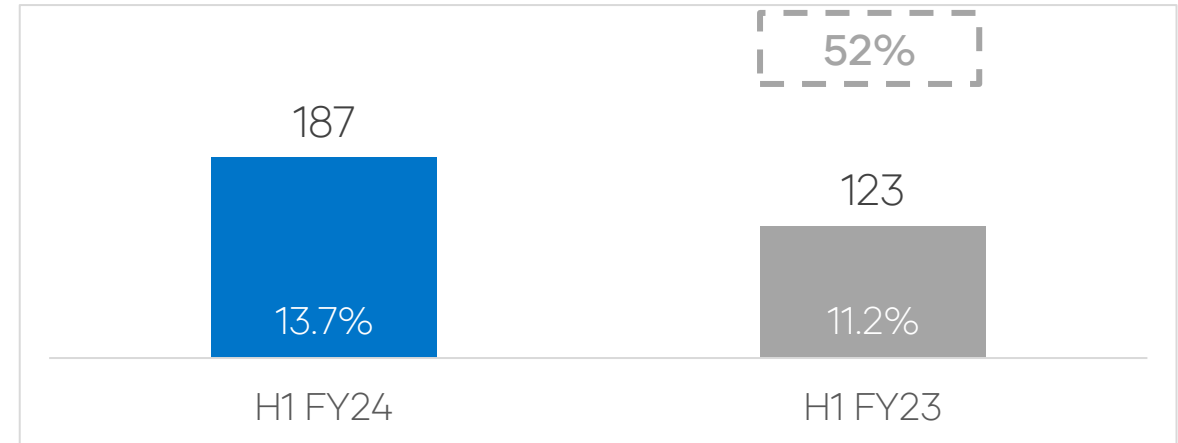
International* Results - H1 FY24

Figures in ₹ crore

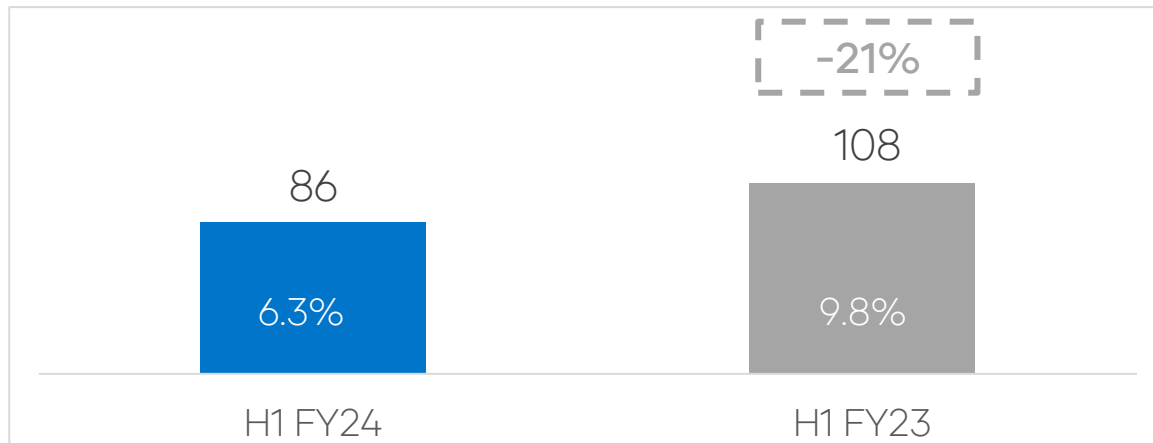
REVENUE



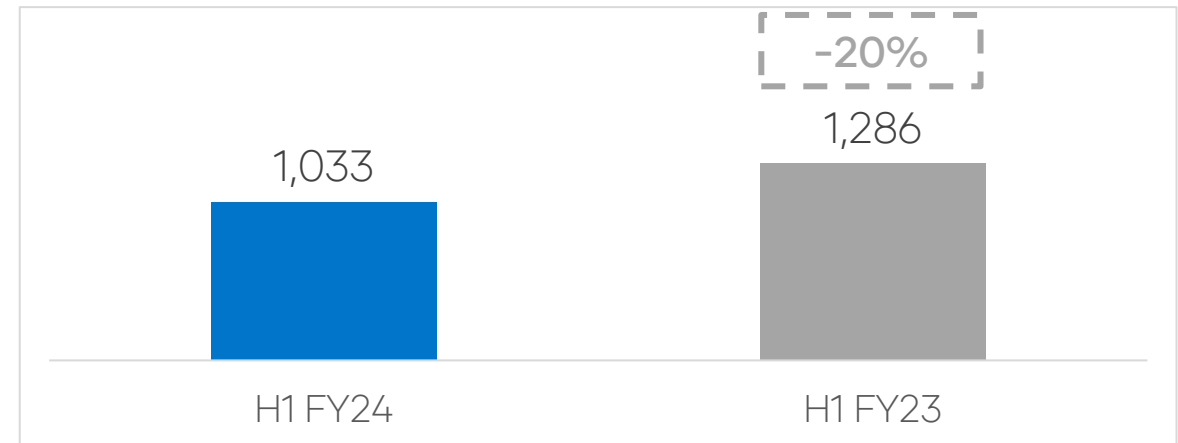
EBITDA



PROFIT AFTER TAX



ORDER INTAKE



Thank You

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