

GMM/SEC/2025-26/09 May 21, 2025

To.

BSE Limited National Stock Exchange of India Limited Symbol: GMMPFAUDLR Scrip Code: 505255

Sub.: Investor Presentation on the Audited Standalone and Consolidated Financial Statements of GMM Pfaudler Limited ("the Company") for the year ended March 31, 2025

Dear Sir/ Ma'am,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed the Investor presentation on the Audited Standalone and Consolidated Financial Statements of the Company for the year ended March 31, 2025.

Kindly take the same on record.

Thanking you.

Yours faithfully,

For **GMM Pfaudler Limited**

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

Encl.: As above

GMM Pfaudler Ltd.



















Transforming Through Action

Earnings Presentation Q4 FY25

May 2025







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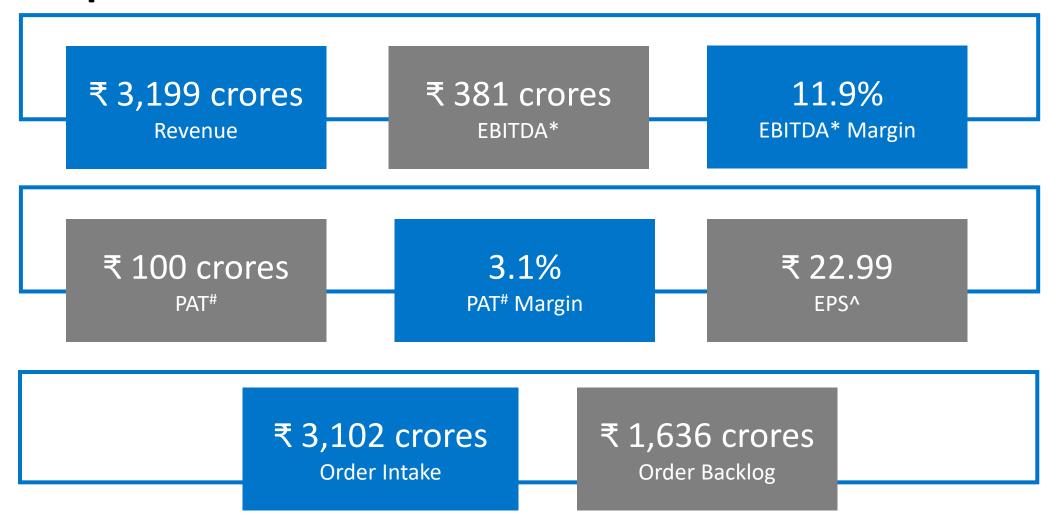
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Snapshot – FY25



i. * EBITDA is before considering one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to ₹ 19.6 crores.

ii. # PAT is before one-time costs as explained in note i. above and before one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores (Total net of tax ₹ 50.4 crores).



Highlights – FY25

Consolidated

- FY25 Revenue and EBITDA* down by 7% and 20% respectively compared to the previous year
- Q4 Revenue and EBITDA* up 9% and 4% respectively compared to the same period previous year
- Order Intake at ₹ 3,102 crores, up 3% compared to the previous year.
 Glass lining remains slow across geographies.
- Order Backlog stands at ₹ 1,636 crores, down 3% compared to the previous year
- Strong free cash flow generation of ₹ 318 crores in FY25, an improvement of ₹ 97 crores over previous year
- Global Manufacturing Footprint optimization continues:
 - Closure of Leven, UK site will be completed by Q2 FY26
 - Closure of Hyderabad, India site completed
 - Low-cost manufacturing site in Poland established; capacity increase program initiated

Standalone

- FY25 Revenue and EBITDA* down by 11% and 6% respectively compared to the previous year
- Strong performance in Q4 with Revenue of ₹ 252 crores and EBITDA* of ₹ 44 crores, EBITDA* Margin at 17.4%
- Significant Improvement in profitability in H2 FY25 due to an increase in volume, favorable product mix, and an ongoing EBITDA transformation program, the benefits of which will continue into FY26
- FY25 Order Intake at ₹ 1,010 crores, up 7% compared to the previous year
- Opening Order Backlog for FY26 is higher by 20% at ₹ 549 crores

Corporate

- Mr. Gregory Gelhaus appointed as Chief Transformation Officer
- Long Term Debt Repayment of ₹ 116 crores. Debt ratios improve



Consolidated Balance Sheet

Figures in ₹ crores

Particulars	31.03.25	31.03.24*
Shareholder's equity	1,023	964
Non-controlling interest	7	6
Borrowings	651	712
Unfunded pension liabilities	282	299
Trade payables	401	402
Other liabilities (current & non-current)	739	791
Total Liabilities and Equity	3,103	3,174

Particulars	31.03.25	31.03.24*
Fixed Assets	613	658
Goodwill & Intangibles	564	620
Receivables	387	433
Inventory	540	625
Cash and cash equivalents	445	320
Other assets (current & non-current)	554	518
Total Assets	3,103	3,174

- Net Debt / Equity improved to 0.2 times as on March 31, 2025 (FY24: 0.4 times).
- Net Debt / EBITDA improved to 0.5 times as on March 31, 2025 (FY24: 0.8 times).
- ₹116 crores of Long-term borrowings repaid (₹70 crores in India, ₹36 crores in PFI & ₹10 crores in Mavag).
- ₹49 crores of Net Short-term borrowings taken (₹26 crores in India & ₹23 crores in Mavag).

^{*}Restated for final fair values of Purchase Price Allocation for acquisition of:

	Acquisition Date	PPA Final Date
Mix Pro	Dec, 23	Dec, 24



Consolidated Working Capital Summary

Figures in ₹ crores

Inventory Summary	31.03.25	31.03.24
Inventory	540	625
Customer advances	236	250
Net funding for inventory	304	375
Backlog	1,636	1,689
Inventory days (net of advances)	35	40

Receivables Summary	31.03.25	31.03.24
Trade Receivables	387	433
Receivable days	44	46

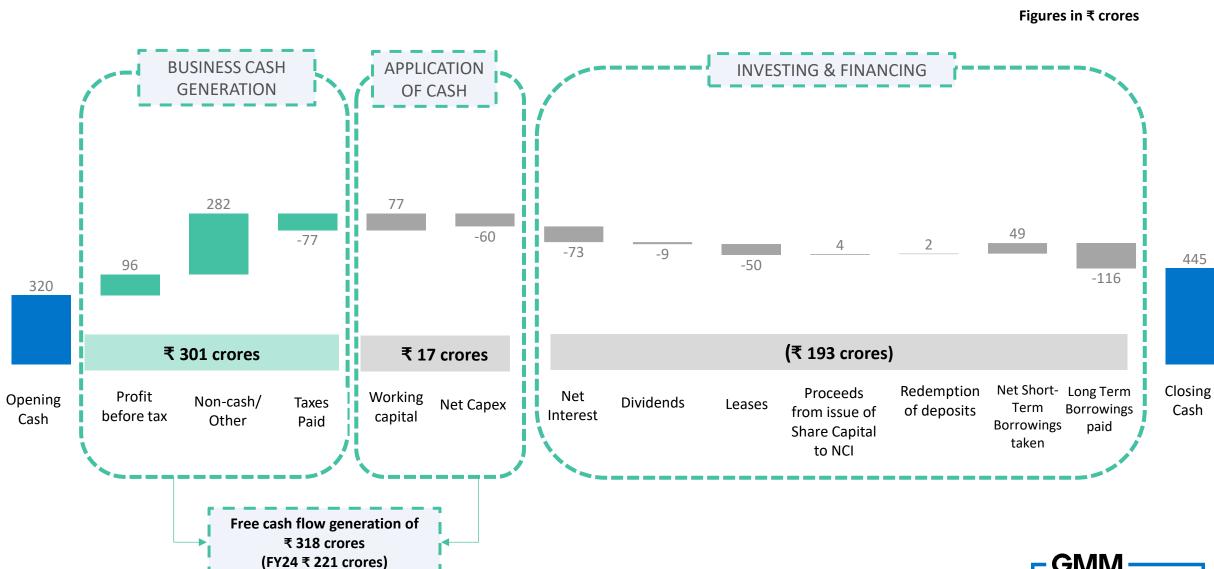
Payables Summary	31.03.25	31.03.24
Trade Payables	401	402
Payable days	46	43

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

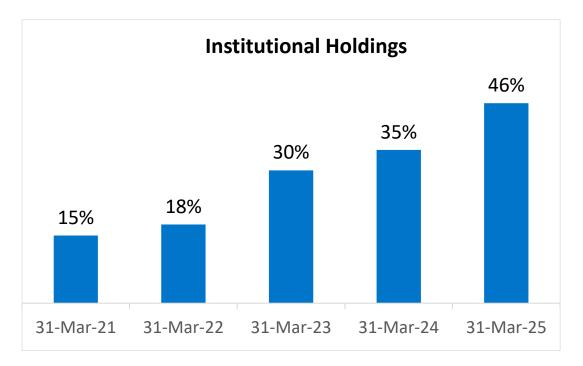
- Inventory days (net of advances) is net funding required for inventory divided by LTM Sales multiplied by 365.
- Receivable days is trade receivables divided by LTM Sales multiplied by 365.
- Payable days is trade payables divided by divided by LTM Sales multiplied by 365.



Consolidated Cash Flow Statement – FY25



Shareholder Summary



Diversified Investor Base with increase in Institutional holdings in over 5 years

Top 10 institutional investors holds 38.03% as on March 31, 2025

Figures in % terms

Investor Category	Mar 31, 2025	Mar 31, 2024	Increase/ Decrease
Foreign Portfolio Investors & Foreign Companies	29.91	22.15	7.76 🛧
Mutual Funds	12.87	9.15	3.72 🛧
Alternate Investments Funds	1.16	2.55	1.39 🔱
Insurance Companies/ Banks/ FIs	1.33	1.36	0.03 🗸
IEPF	0.40	0.40	-
Public	29.15	39.21	10.06 🗸
Total Public Shareholding (A)	74.82	74.82	
Patel Group (Indian Promoter) (B)	25.18	25.18	
Total Shareholding (A) + (B)	100.00	100.00	



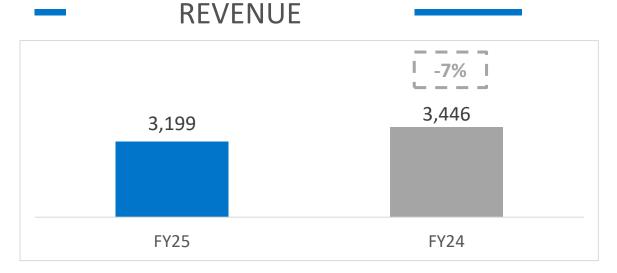
Annexures

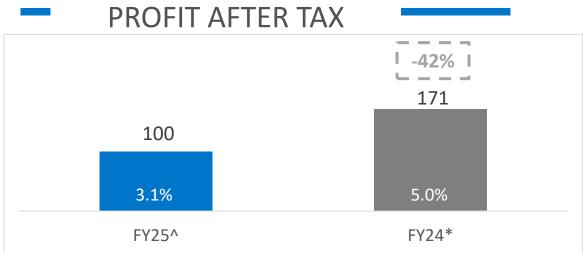


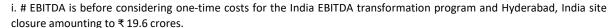
Consolidated Results

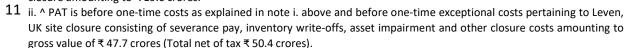


Consolidated Results - FY25



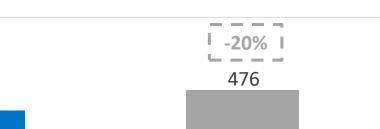












13.8%

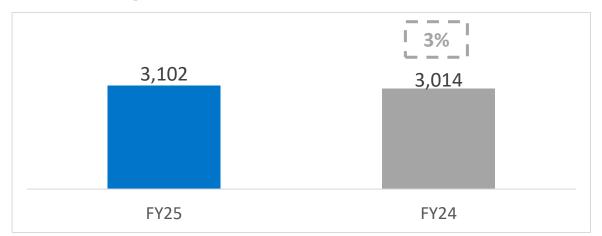
FY24*

ORDER INTAKE

381

11.9%

FY25#



iii. *Restated for final fair values of Purchase Price Allocation for acquisition of:

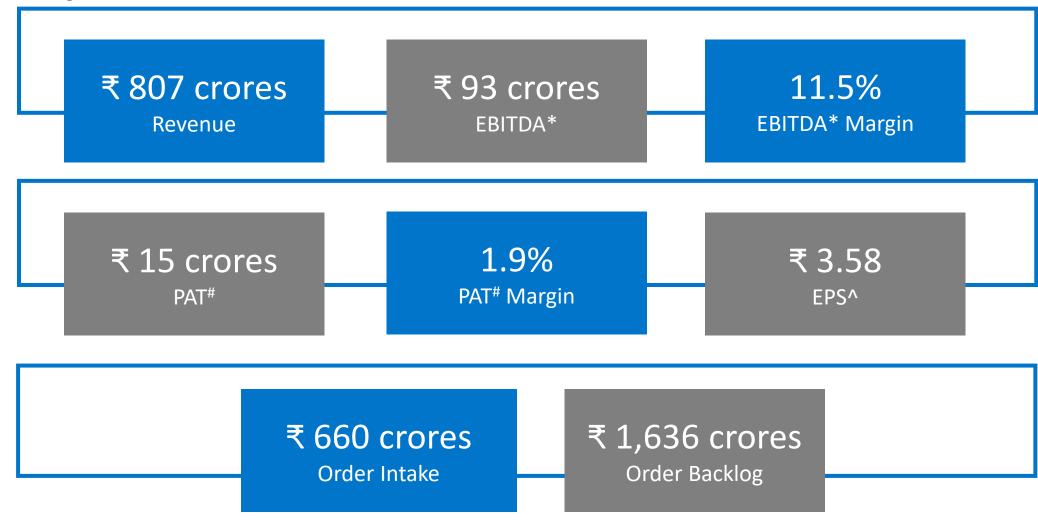
Entity Acquisition Date PPA Final Date Mix Pro Dec. 23

iv. Margin and growth percentages are calculated on absolute figures.



Figures in ₹ crores

Snapshot – Q4 FY25



i. * EBITDA is before considering one-time costs for the India EBITDA transformation program amounting to ₹ 9.8 crores.

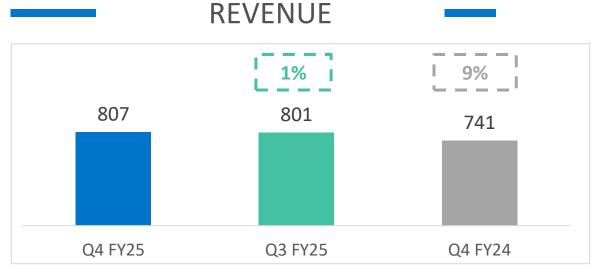
ii. # PAT is before one-time costs as explained in note i. above and before one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores (Total net of tax ₹ 43 crores).



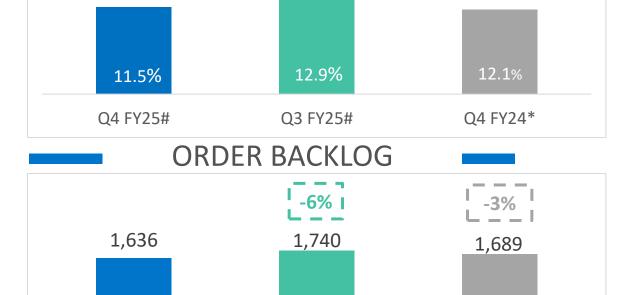
Consolidated Results – Q4 FY25

Figures in ₹ crores

90







Q3 FY25

104

EBITDA

Entity Acquisition Date PPA Final Date
Mix Pro Dec. 23 Dec. 24

Q4 FY25

93

iv. Margin and growth percentages are calculated on absolute figures.

v. Backlog is net of POC. NM is not meaningful.



Q4 FY24

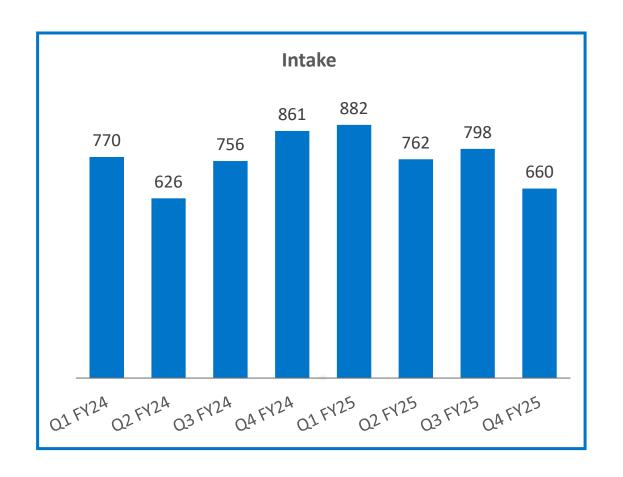
i. # EBITDA is before considering one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to ₹ 9.8 crores and ₹ 7.9 crores for Q4 FY25 & Q3 FY25 respectively.

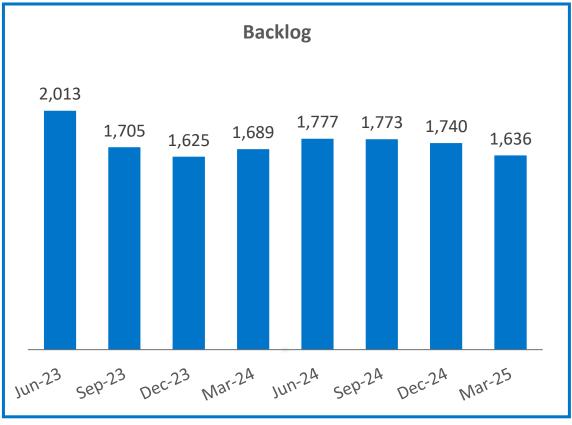
ii.^ PAT is before one-time costs as explained in note i. above and before one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores in Q4 FY25 (Total net of tax ₹ 43 crores and ₹ 5.9 crores for Q4 FY25 & Q3 FY25 respectively).

iii. *Restated for final fair values of Purchase Price Allocation for acquisition of:

Order Intake and Backlog Trend

Figures in ₹ crores







Quarterly Consolidated Financial Performance

Figures in ₹ crores

Particulars Particulars Particulars	Q4 FY25	Q3 FY25	Q-0-Q	Q4 FY24^	Y-O-Y
Operational Income	807	801	1%	741	9%
Material Cost	312	314	-1%	253	23%
Other Costs*	402	383	5%	398	1%
Total Operating Expenses	714	698	2%	651	10%
Adjusted EBITDA	93	104	-10%	90	4%
Adjusted EBITDA Margin (%)	11.5%	12.9%	(142) bps	12.1%	(59) Bps
Other Income	-5	26	NA	11	NA
Depreciation	38	35	10%	39	-2%
Finance Cost	27	25	6%	30	-11%
Profit before exceptional items and tax	23	70	-67%	31	-25%
Exceptional Items**	48	0	0%	0	0%
Adjusted Profit before tax**	23	70	67%	31	-25%
Tax [#]	8	24	-65%	6	43%
Adjusted Profit after tax	15	46	-67%	25	-40%
Adjusted PAT Margin (%)	1.9%	5.7%	(386) bps	3.4%	(154) Bps
Other Comprehensive Income	35	-45	NA	-8	NA
Adjusted Total Comprehensive Income	50	1	NA	17	NA
Adjusted Basic EPS [#] (₹)	3.58	10.54	-66%	6.15	-42%

i. ^Restated for final fair values of Purchase Price Allocation for acquisition of:

	Acquisition Date	PPA Final Date
Mix Pro	Dec, 23	Dec, 24

ii. Margin and growth percentages are calculated on absolute figures.

- v.* Adjusted for one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to gross value of ₹ 9.8 crores and ₹ 7.9 crores for Q4 FY25 & Q3 FY25 respectively
- vi. **Adjusted one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores.

vii. #Tax adjusted for note v. and vi. above for ₹ 14.4 crores and ₹ 2 crores for Q4 FY25 & Q3 FY25 respectively. Adjusted EPS is calculated considering the adjusted Profit after Tax for Q4 FY25 & Q3 FY25.



iii. Amounts are rounded off to crores and subject to casting.

iv. NA is Not Applicable

Consolidated - Adjusted EBITDA, PAT & Exceptional Items Summary

Figures in ₹ crores except EPS

EBITDA

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported EBITDA	83.2	95.9	93.5	88.5	361.1
Reported EBITDA %	10.3%	12.0%	11.6%	11.3%	11.3%
India EBITDA transformation					
program and Hyderabad, India site	9.8	7.9	2.0	_	19.6
closure costs					
a) Of the above: Cash costs	9.5	6.9	2.0	-	18.3
b) Of the above: Non-cash costs	0.3	1.0	-	_	1.3
Adjusted EBITDA	93.0	103.8	95.4	88.5	380.7
Adjusted EBITDA %	11.5%	12.9%	11.8%	11.3%	11.9%

EPS

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported EPS	-6.00	9.23	3.38	5.17	11.78
Adjusted EPS	3.58	10.54	3.71	5.17	22.99

PAT

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported PAT	(27.9)	40.0	15.2	21.9	49.2
Reported PAT %	-3.5%	5.0%	1.9%	2.8%	1.5%
India EBITDA transformation					
Program and Hyderabad, India site	7.3	5.9	1.5	-	14.7
closure costs (Net of Tax)					
Leven, UK site closure costs	35.7	-	-	-	35.7
(Net of Tax)					
a) Of the above: Cash costs	14.7	5.2	1.5	-	21.4
b) Of the above: Non-cash costs	28.3	0.7	-	-	29.0
Adjusted PAT	15.1	45.9	16.7	21.9	99.6
Adjusted PAT %	1.9%	5.7%	2.1%	2.8%	3.1%

Exceptional Items

Particulars	Q4 FY25	FY25
Leven, UK site closure costs (Gross of Tax)	47.7	47.7
a) Of the above: Cash costs (Severance pay and other closure expenses)	10.2	10.2
b) Of the above: Non-cash costs (Assets Impairment & Inventory write-offs)	37.5	37.5

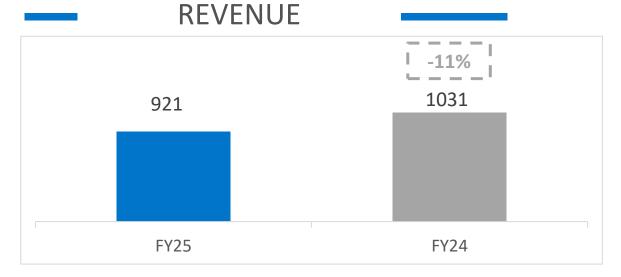


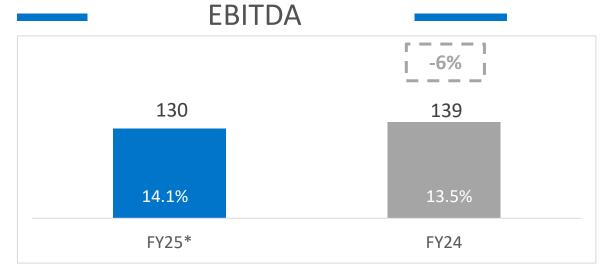
Standalone Results

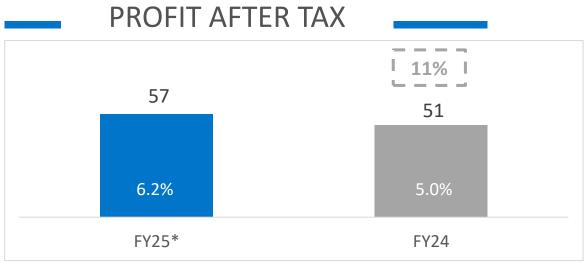


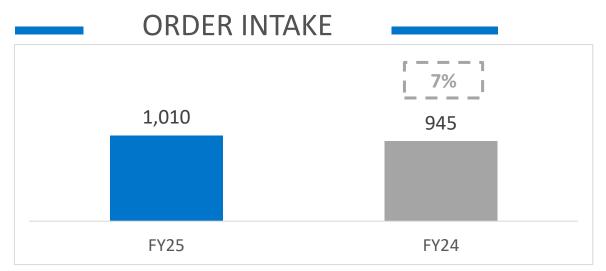
Standalone - FY25

Figures in ₹ crores









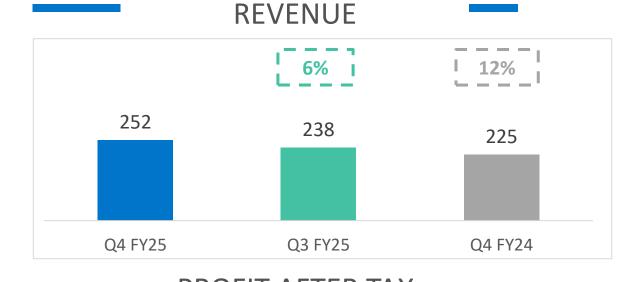
i. *EBITDA & PAT is before considering one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to gross value of ₹ 19.6 crores (net of tax ₹ 14.7 crores).

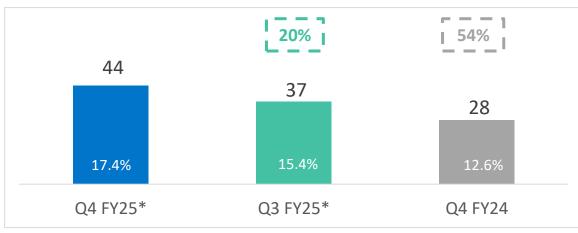


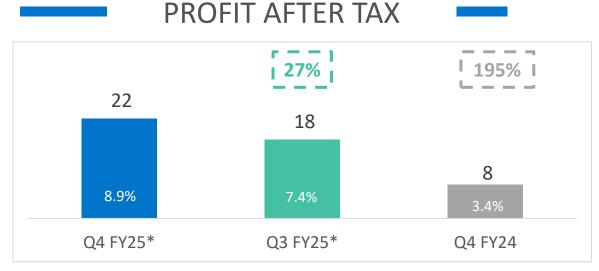
Standalone – Q4 FY25

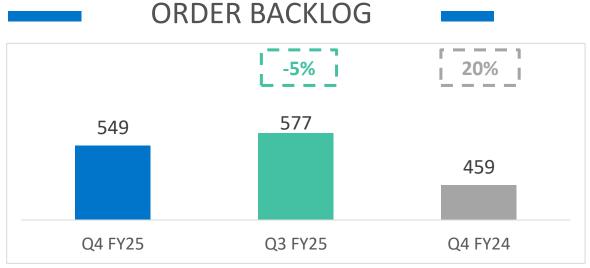












i. * EBITDA & PAT is before considering one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to gross value of ₹ 9.8 crores and ₹ 7.9 crores for Q4 FY25 & Q3 FY25 respectively (net of tax of ₹ 7.3 crores and ₹ 5.9 crores for Q4 FY25 & Q3 FY25 respectively).



Standalone Balance Sheet

Particulars	31.03.25	31.03.24
Shareholder's equity	785	751
Borrowings	221	265
Trade payables	124	119
Other liabilities (current & non-current)*	91	91
Total Liabilities and Equity	1,221	1,226

Particulars	31.03.25	31.03.24
Fixed Assets	175	227
Goodwill & Intangibles	12	13
Investments	519	519
Receivables	110	172
Inventory	82	134
Cash and cash equivalents	9	23
Other assets (current & non-current)#	314	138
Total Assets	1,221	1,226



^{■ ₹26} crores of Net Short-term borrowings taken

☐ Debt reduction plan on track



Standalone Working Capital Summary

Figures in ₹ crores

Inventory Summary	31.03.25	31.03.24
Inventory	82	134
Customer advances	36	30
Net funding for inventory	46	104
Backlog	549	459
Inventory days (net of advances)	18	37

Receivables Summary	31.03.25	31.03.24
Trade Receivables	110	172
Receivable days	44	61

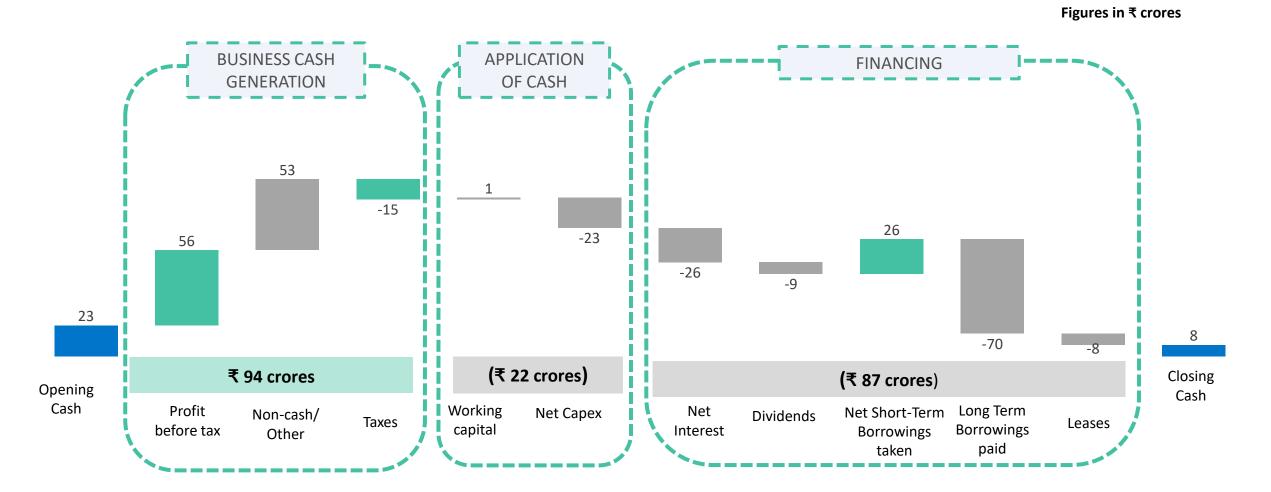
Payables Summary	31.03.25	31.03.24
Trade Payables	124	119
Payable days	49	42

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 divided by LTM Sales multiplied by 365



Standalone Cash Flow Statement – FY25





Quarterly Standalone Financial Performance

Figures in ₹ crores

					•
Particulars Particulars Particulars Particulars	Q4 FY25	Q3 FY25	Q-0-Q	Q4 FY24	Y-O-Y
Operational Income	252	238	6%	225	12%
Material Cost	126	121	5%	103	23%
Other Costs*	82	81	2%	93	-12%
Total Operating Expenses	208	201	4%	196	6%
Adjusted EBITDA	44	37	20%	28	57%
Adjusted EBITDA Margin (%)	17.4%	15.4%	198 bps	12.6%	475 bps
Other Income	1	1	7%	0	NA
Depreciation	8	8	-1%	8	-4%
Interest	7	7	1%	8	-16%
Adjusted Profit before tax*	30	23	32%	12	152%
Tax#	8	5	48%	4	95%
Adjusted Profit after tax*	22	18	27%	8	180%
Adjusted PAT Margin (%)	8.9%	7.4%	147 bps	3.4%	551 bps
Other Comprehensive Income	0	0	-80%	-1	-97%
Adjusted Total Comprehensive Income	22	17	28%	7	236%
Adjusted Basic EPS [#] (₹)	4.99	3.93	27%	1.70	193%

i.*Adjusted for one-time costs for the India EBITDA transformation program and Hyderabad, India site closure amounting to gross value of ₹ 9.8 crores and ₹ 7.9 crores for Q4 FY25 & Q3 FY25 respectively



ii. #Tax adjusted for note i. above for ₹ 2.5 crores and ₹ 2 crores for Q4 FY25 & Q3 FY25 respectively. Adjusted EPS is calculated considering the adjusted Profit after Tax for Q4 FY25 & Q3 FY25.

ii. Margin and growth percentages are calculated on absolute figures.

iii. Amounts are rounded off to crores and subject to casting.

iv. NA is Not Applicable.

Standalone - Adjusted EBITDA, PAT & One-time costs Summary

Figures in ₹ crores except EPS

EBITDA

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported EBITDA	34.1	28.8	22.4	25.1	110.4
Reported EBITDA %	13.5%	12.1%	10.8%	11.2%	12.0%
India EBITDA transformation					
program and Hyderabad, India site	9.8	7.9	2.0	_	19.6
closure costs					
a) Of the above: Cash costs	9.5	6.9	2.0	-	18.3
b) Of the above: Non-cash costs	0.3	1.0	-	-	1.3
Adjusted EBITDA	43.9	36.6	24.4	25.1	130.0
Adjusted EBITDA %	17.4%	15.4%	11.7%	11.2%	14.1%

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported EPS	3.36	2.61	1.74	1.68	9.40
Adjusted EPS	4.99	3.93	2.06	1.68	12.66

EPS

PAT

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported PAT	15.1	11.8	7.8	7.5	42.2
Reported PAT %	6.0%	4.9%	3.8%	3.4%	4.6%
India EBITDA transformation	7.3	5.9	1.5	-	14.7
program and Hyderabad, India					
site closure costs (Net of Tax)					
a) Of the above: Cash costs	7.1	5.2	1.5	-	13.7
b) Of the above: Non-cash costs	0.2	0.7	-	-	0.9
Adjusted PAT	22.4	17.7	9.3	7.5	56.9
Adjusted PAT %	8.9%	7.4%	4.5%	3.4%	6.2%

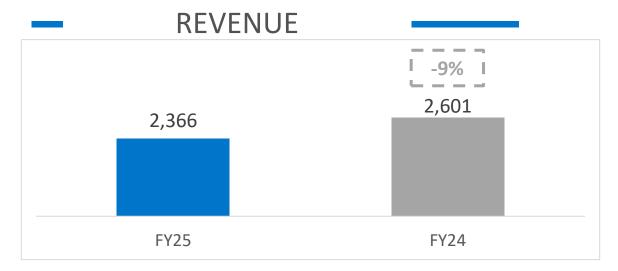


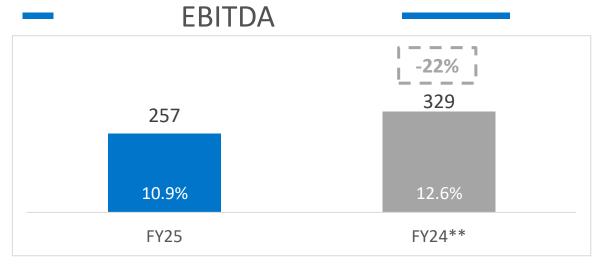
International Results

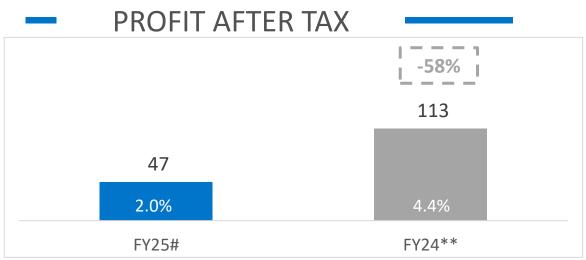


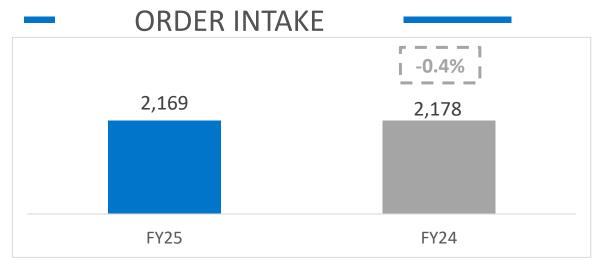
International* Results - FY25

Figures in ₹ crores









- i. # PAT before one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores (net of tax ₹ 35.7 crores).
- ii. *Includes Mavag & PFI, gross of inter-company eliminations.

iii.**Restated for final fair values of Purchase Price Allocation for acquisition of:

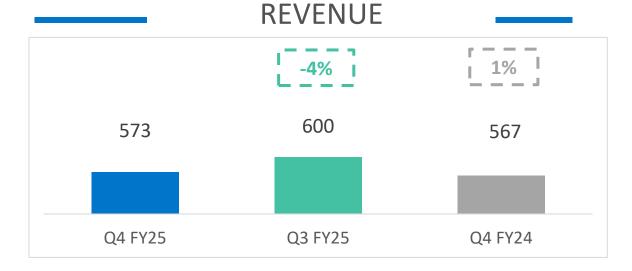
Entity	Acquisition Date	PPA Final Date
Mix Pro	Dec. 23	Dec. 24

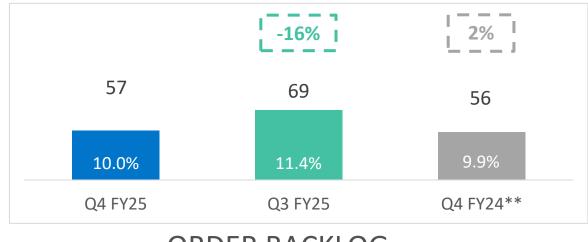
iv. Margin and growth percentages are calculated on absolute figures.



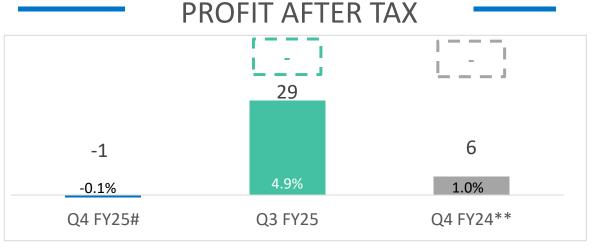
International* Results – Q4 FY25

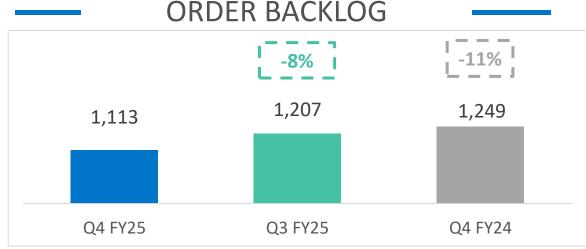
Figures in ₹ crores





EBITDA





i. # PAT before one-time exceptional costs pertaining to Leven, UK site closure consisting of severance pay, inventory write-offs, asset impairment and other closure costs amounting to gross value of ₹ 47.7 crores (net of tax ₹ 35.7 crores).

iii.**Restated for final fair values of Purchase Price Allocation for acquisition of:

Entity	Acquisition Date	PPA Final Date
Mix Pro	Dec, 23	Dec. 24

27 ii. *Includes Mavag & PFI, gross of inter-company eliminations.

International - Adjusted EBITDA, PAT & Exceptional Items Summary

PAT Figures in ₹ crores

Particulars	Q4 FY25	Q3 FY25	Q2 FY25	Q1 FY25	FY25
Reported PAT	(36.5)	29.3	8.4	10.5	11.7
Reported PAT %	-6.4%	4.9%	1.4%	1.8%	0.5%
Leven, UK site closure costs	35.7	-	-	-	35.7
(Net of Tax)					
a) Of the above: Cash costs	7.6	-	-	-	7.6
b) Of the above: Non-cash costs	28.1	-	-	-	28.1
Adjusted PAT	-0.7	29.3	8.4	10.5	47.4
Adjusted PAT %	-0.1%	4.9%	1.4%	1.8%	2.0%

Exceptional Items

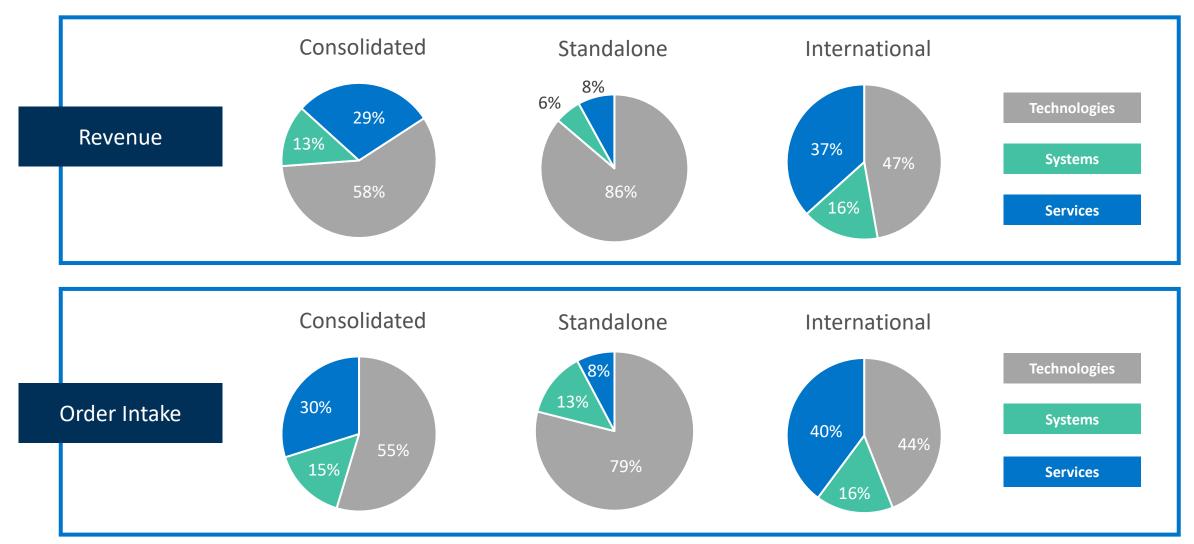
Particulars	Q4 FY25	FY25
Leven, UK site closure costs (Gross of Tax)	47.7	47.7
a) Of the above: Cash costs (Severance pay and other closure costs)	10.2	10.2
b) Of the above: Non-cash costs (Assets Impairment & Inventory write-offs)	37.5	37.5



Segmental Results



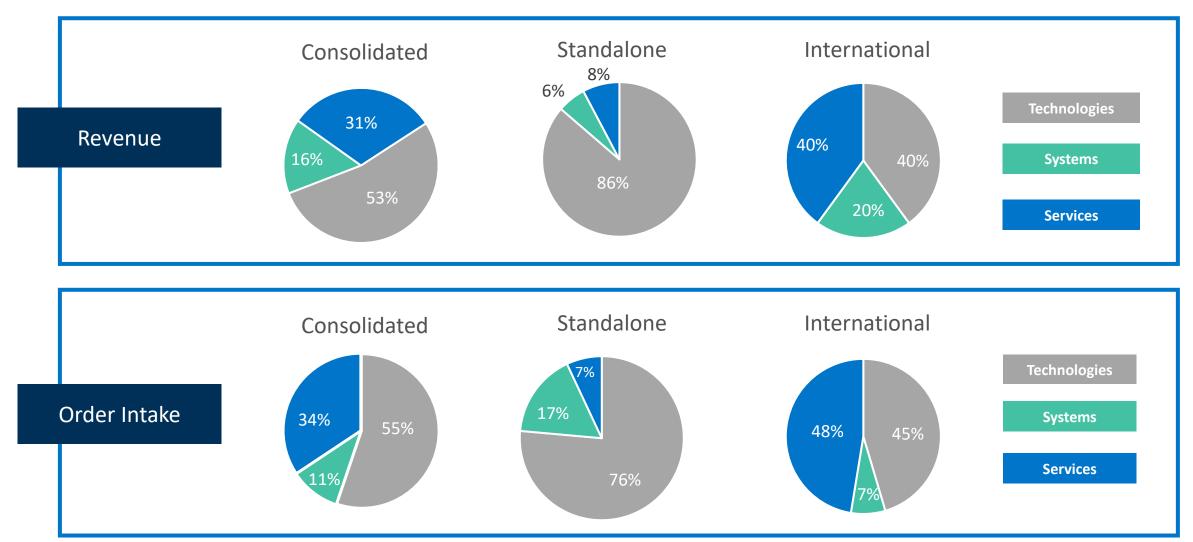
Segmental Overview – FY25



Note: Standalone and International breakdown are gross of inter-company eliminations.



Segmental Overview – Q4 FY25







Manufacturing Sites



Global Footprint



BRAZIL Taubate

Global Reach

Local Presence

Integrated Organization



Li Yang

Beijing



EUROPE

COUNTRY	LOCATION		SEGMENT	FY25 REVENUE
GERMANY	Waghausel		Technologies (Glass-Lined) Services	
GERMANY	Ilmenau		Systems	
GERMANY	Hofheim-Wallau		Services	
ITALY	Torre Di Mosto	PARTY DESCRIPTION OF THE PARTY DESCRIPTION OF	Technologies (Glass-Lined) Services	
ITALY	Milan		Systems	1 226
FRANCE	Dardilly		Technologies (Non-Glass-Lined)	1,336
SWITZERLAND	Neunkirch		Technologies (Non-Glass-Lined) Services	crore
UK	Leven		Technologies (Glass-Lined) Services	
UK	Bolton	E HEZ	Technologies (Non-Glass-Lined) Services	



ASIA

COUNTRY

LOCATION

SEGMENT

FY25 REVENUE

INDIA

Karamsad



Technologies (Glass-Lined & Non-Glass-Lined) Systems Services

INDIA

Nacharam



Technologies (Glass-Lined) Services

INDIA

Vatva



Technologies (Non-Glass-Lined) Services

1,114

crore

CHINA

Li Yang



Technologies (Glass-Lined)

Technologies (Non-Glass-Lined)

Systems Services

CHINA

Beijing



The above-mentioned numbers are for FY25, gross-off inter-company eliminations.



AMERICAS

COUNTRY

USA

USA

USA

USA

CANADA

BRAZIL

LOCATION

Rochester



Avondale



Americus



Coatesville



Brampton



Taubate



SEGMENT

Technologies (Glass-Lined & Non-Glass-Lined) Systems Services

Technologies (Non-Glass-Lined)
Services

Services

Technologies (Non-Glass-Lined)

Technologies (Non-Glass-Lined)

Technologies (Glass-Lined)
Services

FY25 REVENUE

₹

1,048

crore





Thank You

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