

# GRINDWELL NORTON LIMITED

## ANALYST'S MEET

**MAY 29, 2025**



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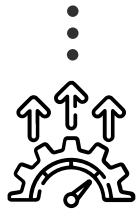
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# UNLEASH GROWTH IN GNO



GROW

- Deliver on Growth



RESOURCE  
OPTIMIZATION

- Enhance Productivity
- Maximize Plant Efficiency
- Improve Cash Flow



ONE WORLD. ONE  
SAINT-GOBAIN

- Commitment to Sustainability
- Foster an Entrepreneurial Mindset
- Continuous Improvement
- Diversity Goals



WORLD CLASS

- Best-in-Class Products
- Operational Excellence



TECHNOLOGY &  
INNOVATION

- Innovate and Improve
- Idea Incubation
- Embrace Digitalization



HUNTER'S MINDSET

- Outperform
- Maximize Growth



# PRIORITIES OF ACTION TO MAKE A SUCCESS



1

POSITION OURSELVES ON HIGH GROWTH MARKETS



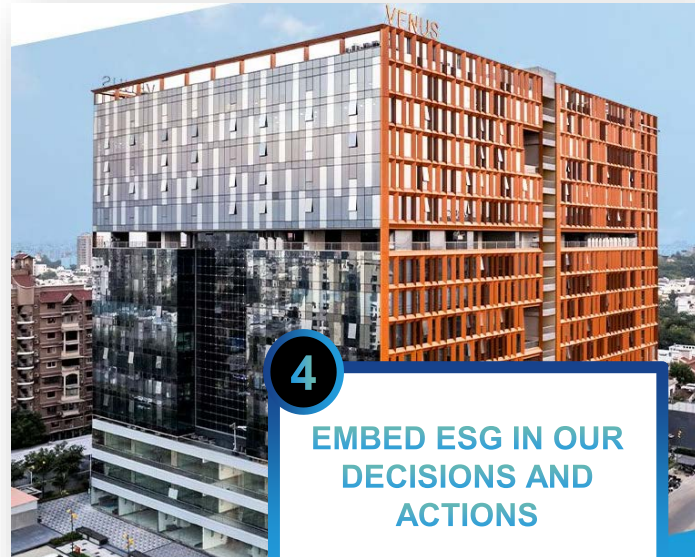
2

BE SOLUTIONS-ORIENTED, DRIVEN BY SUSTAINABILITY AND PERFORMANCE



3

FOSTER GROWTH THROUGH CUSTOMER-CENTRIC INNOVATION AND THE POWER OF DATA



4

EMBED ESG IN OUR DECISIONS AND ACTIONS



5

STRENGTHEN OUR 'TEC' CULTURE



6

BUILD THE BEST TEAMS IN A DIVERSE & INCLUSIVE WORKPLACE

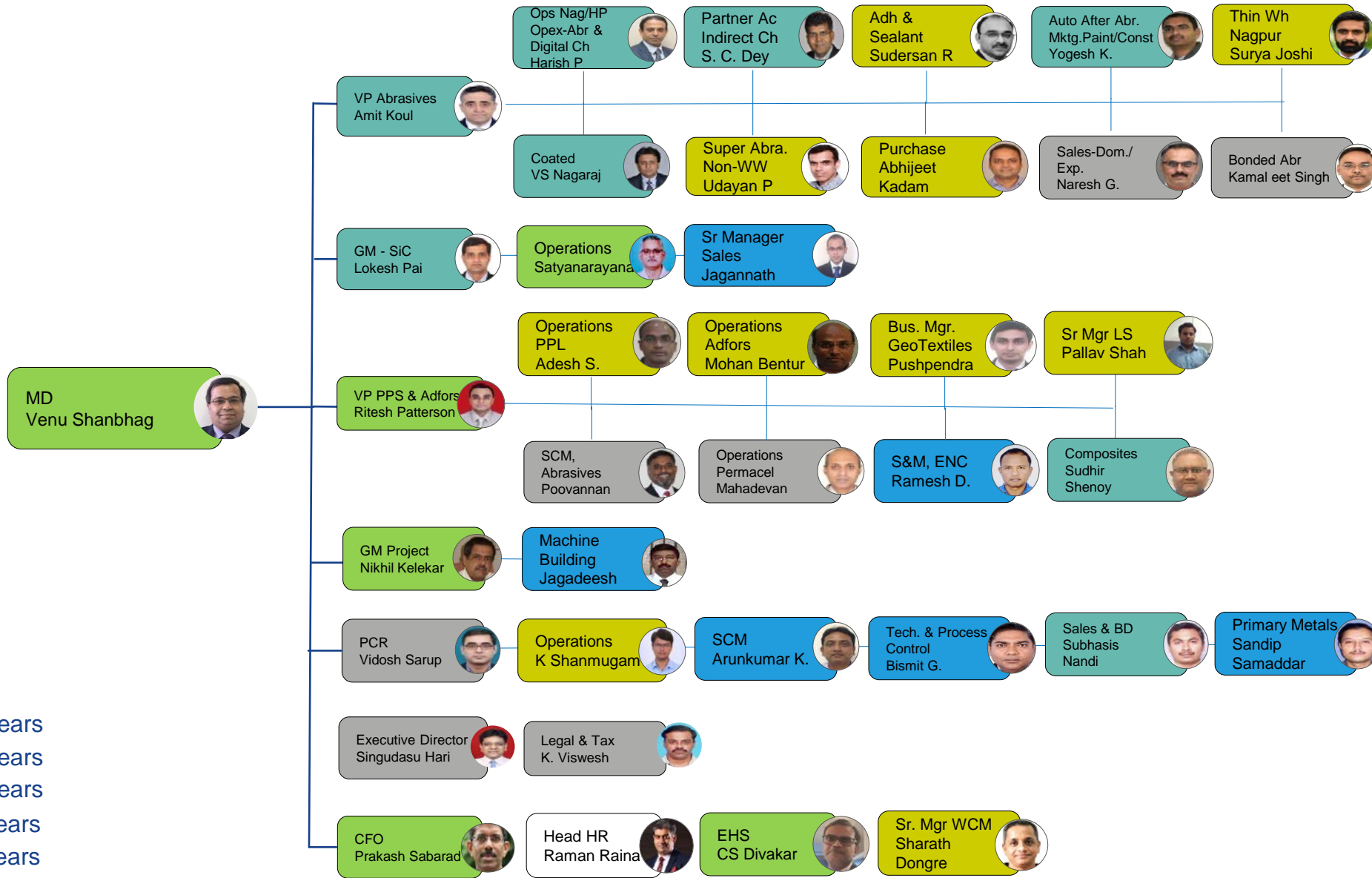


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**Growth**



# ORGANISATION

# PEOPLE AND TALENT



- > 30 Years
- > 25 Years
- > 20 Years
- > 15 years
- > 10 years



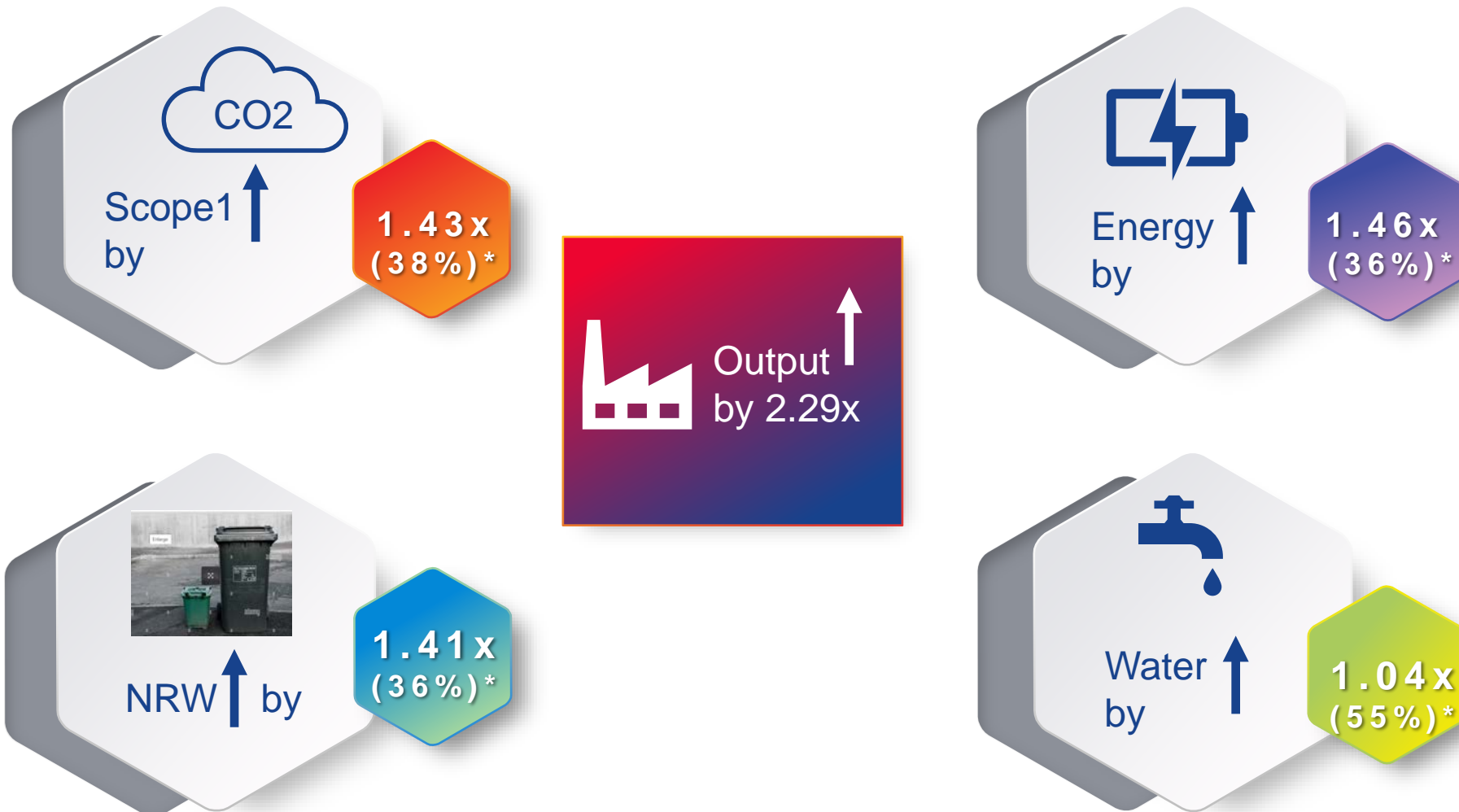
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# SUSTAINABILITY AND EHS

# SUSTAINABILITY – 2024 VS 2017

Substantial reduction since 2017.....



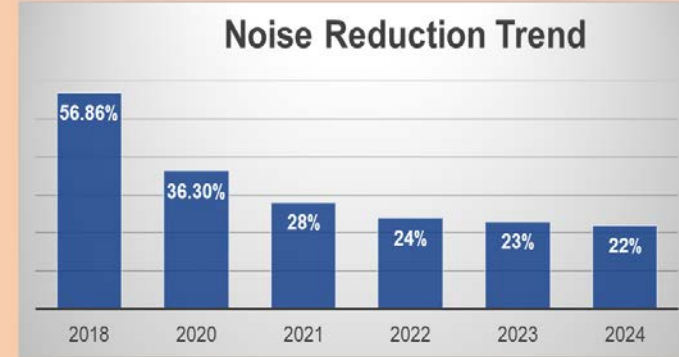
\* Proportionate reduction



# FOCUSED IMPROVEMENTS – EHS

Occupational Exposure Limit (OEL) Defined at 1.0 mg/m<sup>3</sup>

| Parameters                               | Before | After |
|--|--------|-------|
| Respirable Personal Exposure % above OEL | 14.37% | 0.0 % |



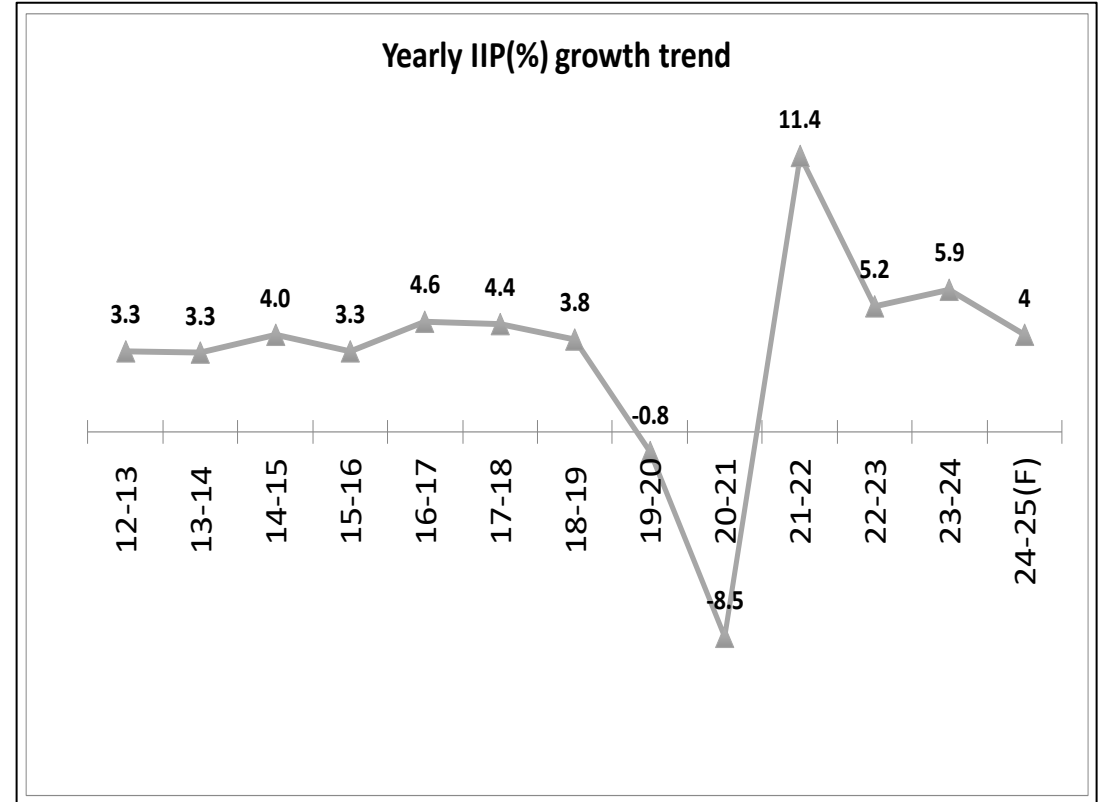
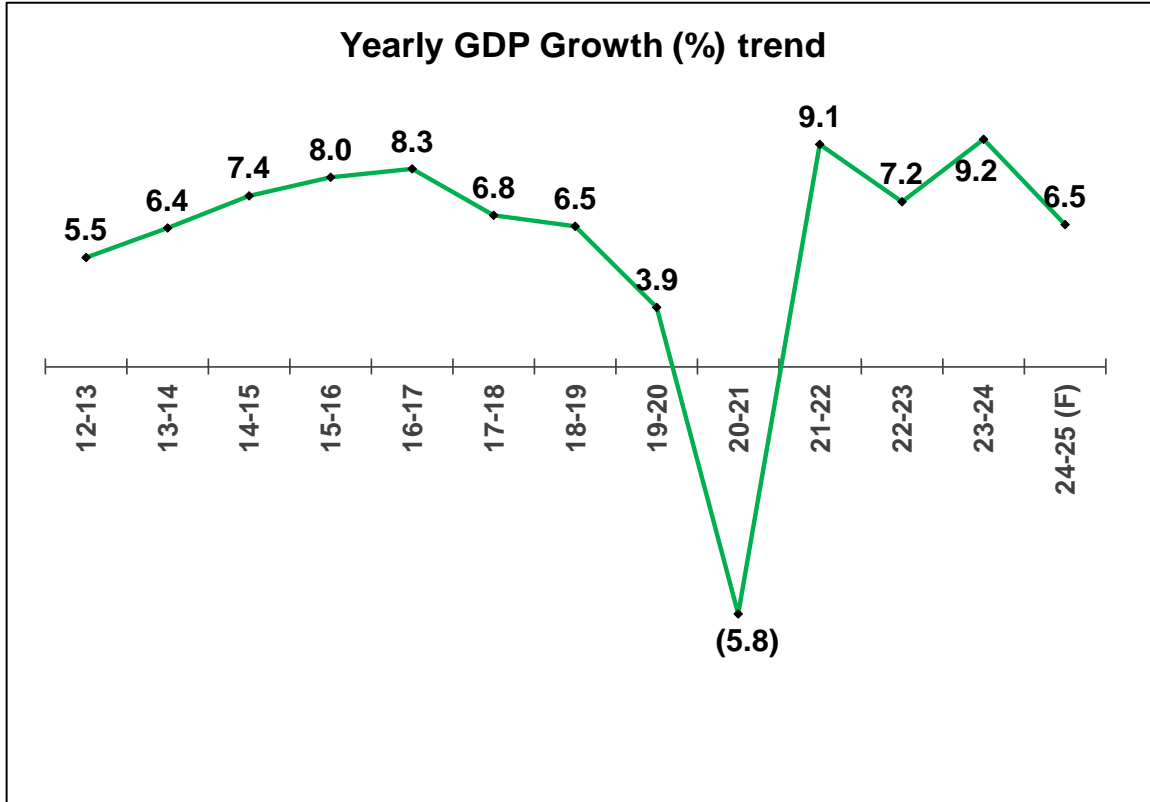
Shift from Gas Fired Kilns to Electrical Kilns –  
 Savings of ~960 tons of CO<sub>2</sub>  
 Reduced specific energy by 30%

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# ECONOMY

# INDIA: GDP AND IIP GROWTH (%)



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# NEW PRODUCTS AND INNOVATION



# ABRASIVES NEW PRODUCTS



**Norton Hitech Prime** – Comes with patented grain & bond technology for increased wheel life and excellent performance



**Metal Bond PE Wheels** – New range for Auto and Solar glass edge grinding



**Norton Spitfire Range** – Best-in-class products for Cutting, Grinding and Finishing applications



**Norton Supreme MaxLife Whiteners** - Made with sharper grains, enhanced toughness, improved structure for faster milling and superior polishing results.



**Norton Alkon Narrow Belts** – Engineered with high-Quality abrasive grains and flexible backing, offering a complete finishing solutions for Sanitaryware and Bath Fittings



**Norton Sanding Sheets** – Made with premium grains for wet & dry sanding application, comes with heavy-backing



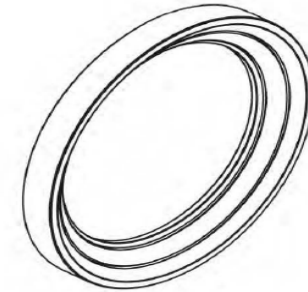
# C&P NEW PRODUCTS



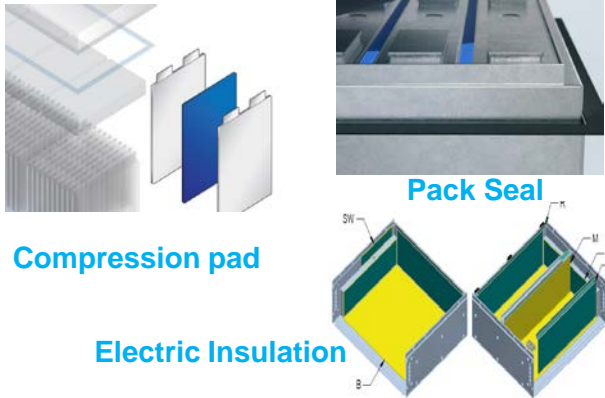
Single Use Bags and Assemblies



Ball Joint – Steering inner/Outer ball joint



Seat Ring – Valve seats



Compression pad

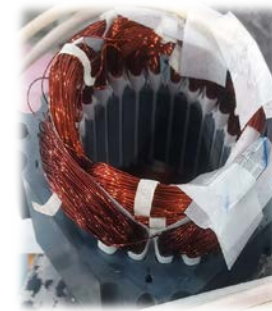
Pack Seal

Electric Insulation

Battery pack- Solutions for battery pack to enhance performance & safety



Wire Harness – Electrical insulation for automotive wire harness



Electrical insulation – PET-Non-woven tapes – FHP motors



Double Sided Tape – Range of adhesive tapes for automotive market



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# INVESTMENT

# MAJOR CAPEX 2020-21 TO 2024-25

## PCR Halol Expansion

Started in 2022  
Phase 1 completed in 2024  
Phase 2 WIP

## Non-woven New Line

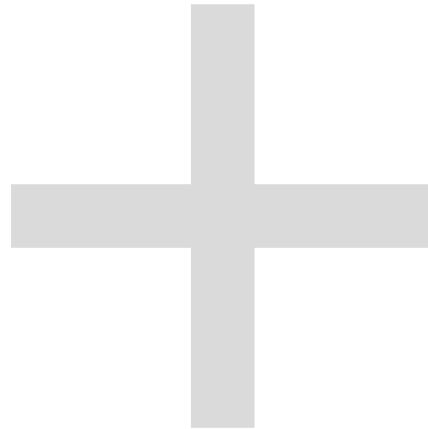
Started in 2024

## Coated Paper Maker

Bangalore  
Completed in 2022

## PPS C-Flex Extrusion Line

Commenced production in 2023  
Capacity expansion in LS



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# DIGITAL & AUTOMATION





## CUSTOMER CONNECT

- Enriched Customer Portal to enhance ease of transactions



## MANUAL TO DIGITIZATION

- MES system for online tracking of manufacturing processes



## ANALYTICS

- Data analytics for market intelligence, supply chain, quality and yield improvements



## INFRASTRUCTURE

- IT Infrastructure and security in line with global standards

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# EMPLOYEE ENGAGEMENT

# EMPLOYEE ENGAGEMENT – ME@SAINT-GOBAIN

## ME@SAINT-GOBAIN – GRINDWELL NORTON LIMITED

Participation %

97.4

Engagement  
Index

92

D&I Index

93

TEC Index

93

G & I Index

94

- The Engagement Index is at 92, surpassing the Industry Average of 83.
- Our Employee Net Promoter Score (E-NPS) of 61 significantly surpasses the Industry Average of 31.
- 93% of employees would recommend it as a good place to work.
- 90% of employees are committed to remaining with the company for the next 2 years.



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**Growth**



# CORPORATE SOCIAL RESPONSIBILITY (CSR)

# CSR INITIATIVES: 2024-25

|          |             |                  |                         |          |         |
|----------|-------------|------------------|-------------------------|----------|---------|
| 18       | 5           | ~88000           | 91.9                    | 21       | 2       |
| PARTNERS | STATES & UT | PEOPLE BENEFITED | (MN INR) BUDGET 2024-25 | PROJECTS | ANCHORS |
|          |             |                  |                         |          |         |

## CSR Strategy

### Alignment with Business Identity

**Flagship**

- Workplace Learning
- Skills & Vocational Training
- Sustainability
- Innovation & Incubation
- Research

### Alignment with Business Values

**Strategic**

- Livelihood Projects
- Environment
- Gender Diversity & Inclusions
- Education
- Healthcare & Sanitation

### Alignment with Local Needs

**Local**

- Community support near plant locations

## NGO Partners



## SDGs

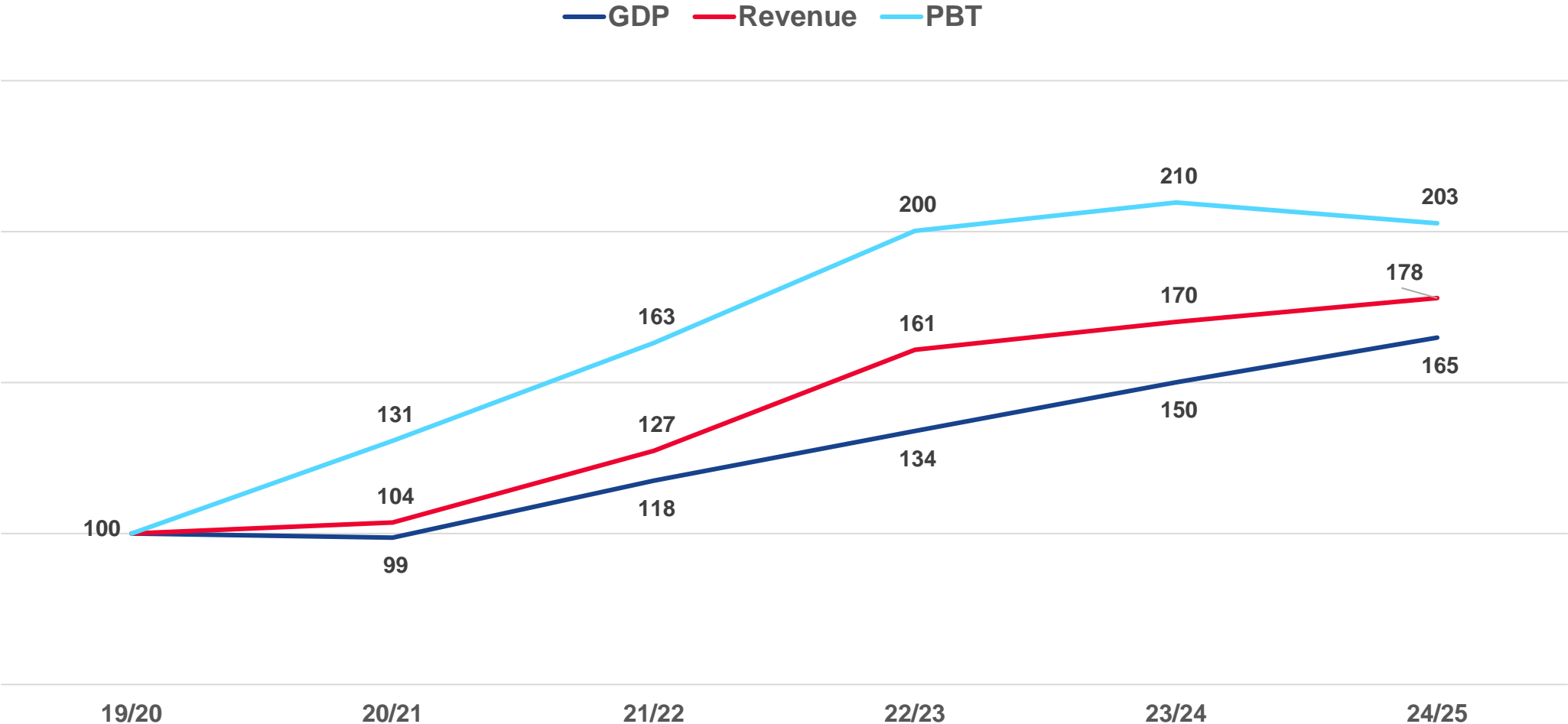


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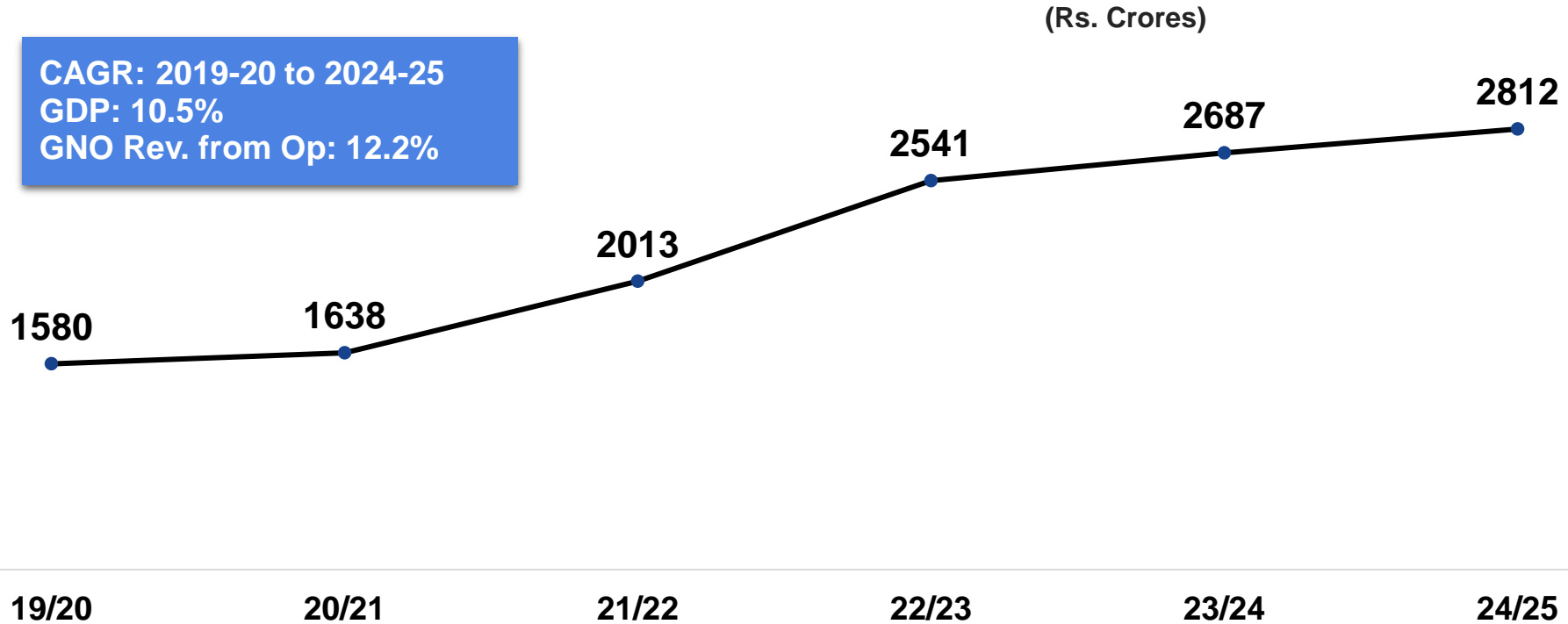


# KEY FINANCIAL INDICATORS

# GDP, GNO REVENUE AND PBT INDEX TO 2019-20



# REVENUE FROM OPERATIONS



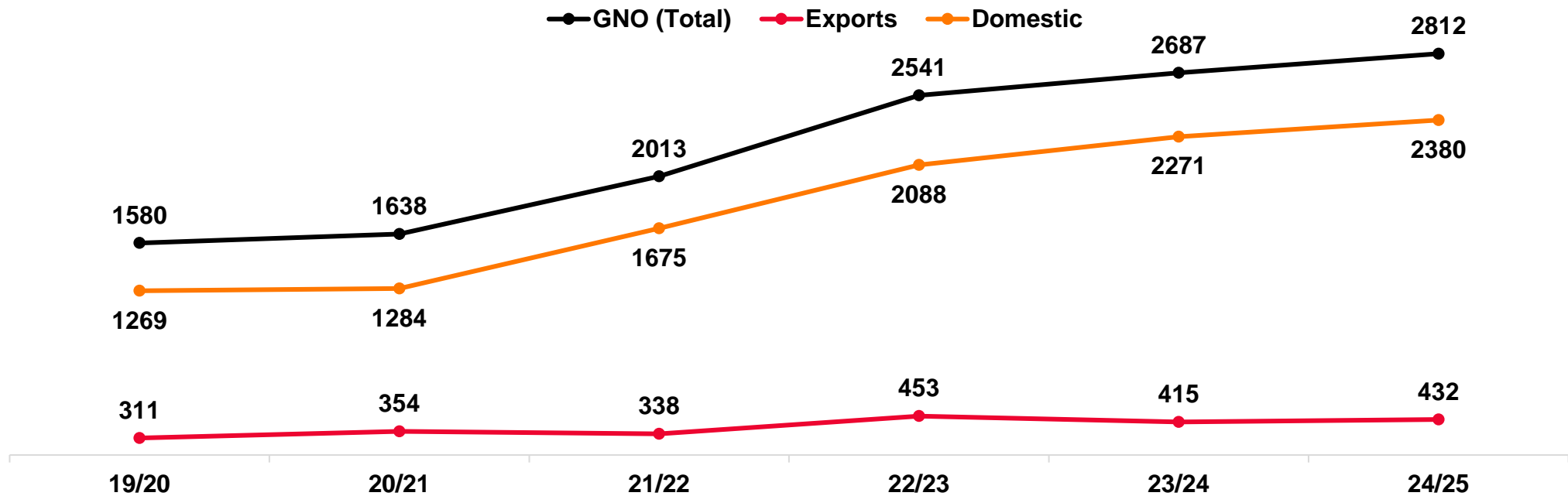
2024-25 vs 2023-24: Increase in Revenue from Operations ~4.6%



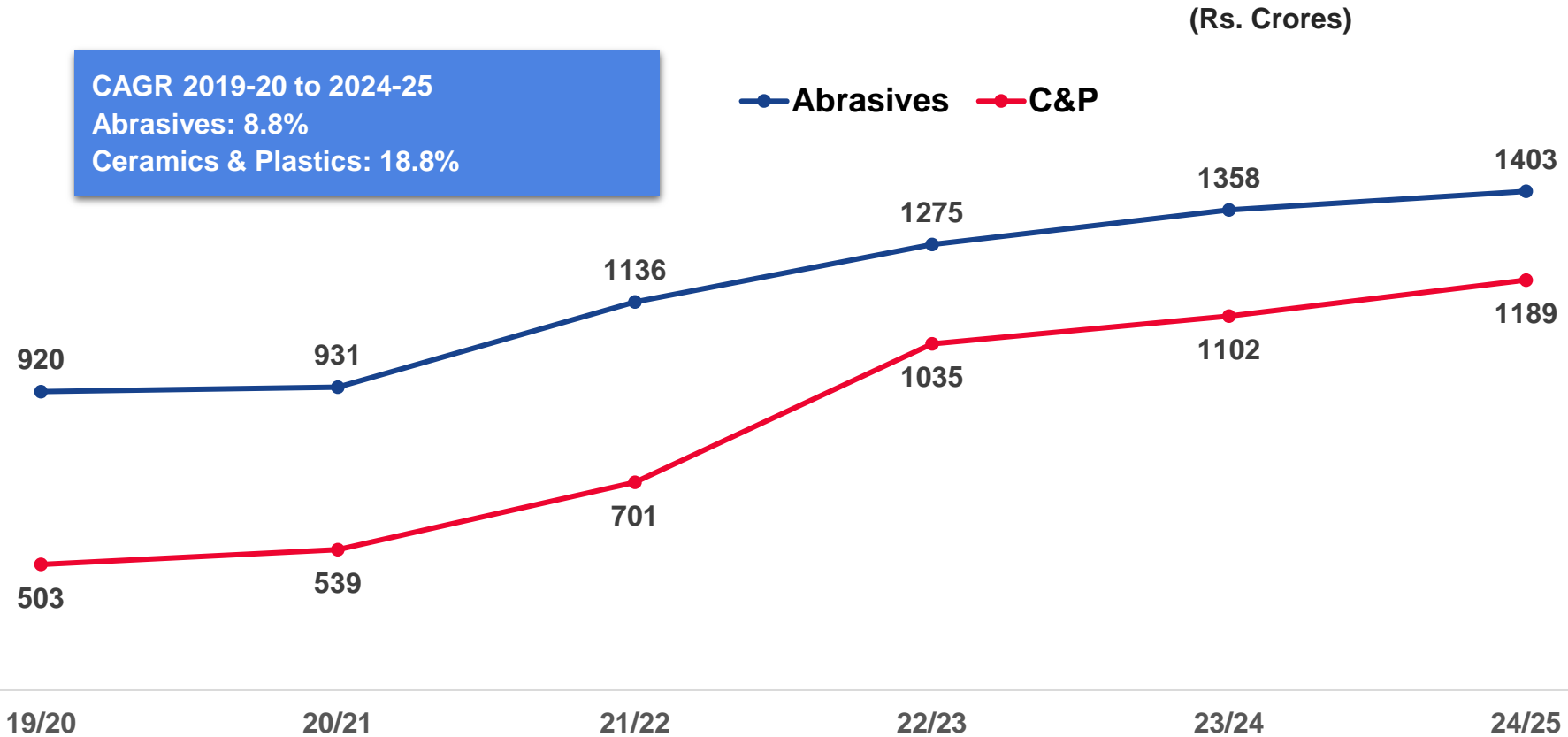
# DOMESTIC AND EXPORTS REVENUE

CAGR: 2019-20 to 2024-25  
GDP: 10.5%  
GNO Rev. from Op: 12.2%  
Domestic: 13.4%  
Export: 6.8%

(Rs. Crores)



# SEGMENT REVENUE



2024-25 vs 2023-24: Increase in Revenue from Operations:

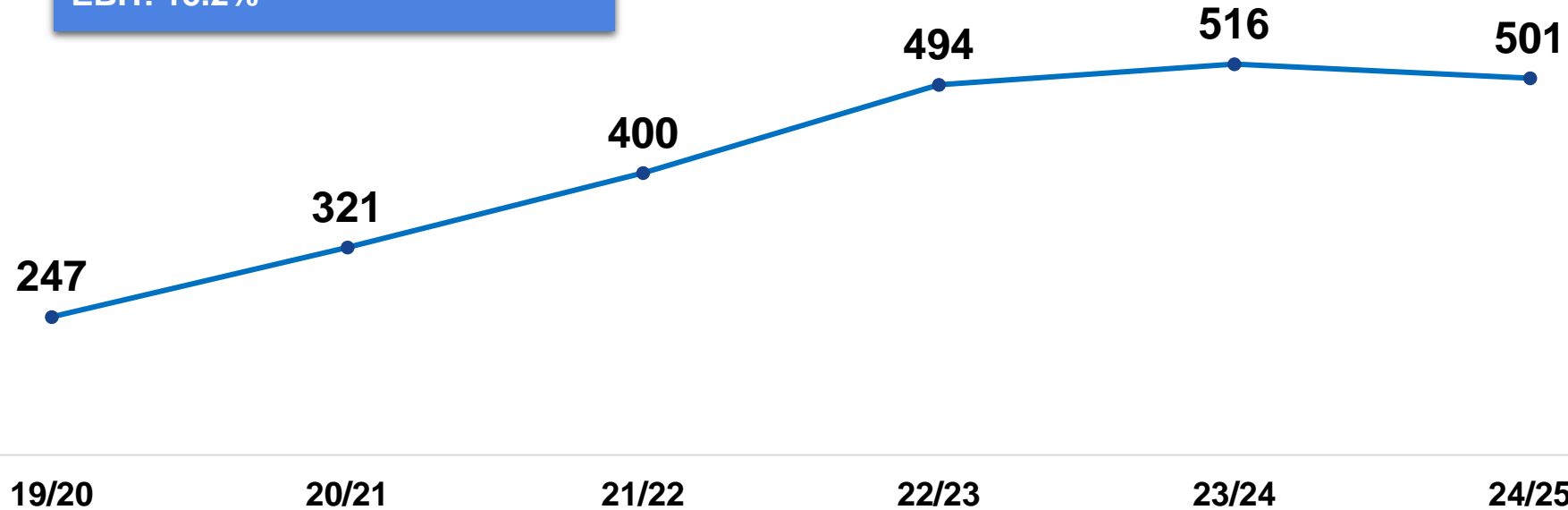
- Abrasives ~3.3%
- Ceramics & Plastics ~7.9%



# EARNING BEFORE INTEREST AND TAX (EBIT)

(Rs. Crores)

CAGR: 2019-20 to 2024-25  
EBIT: 15.2%



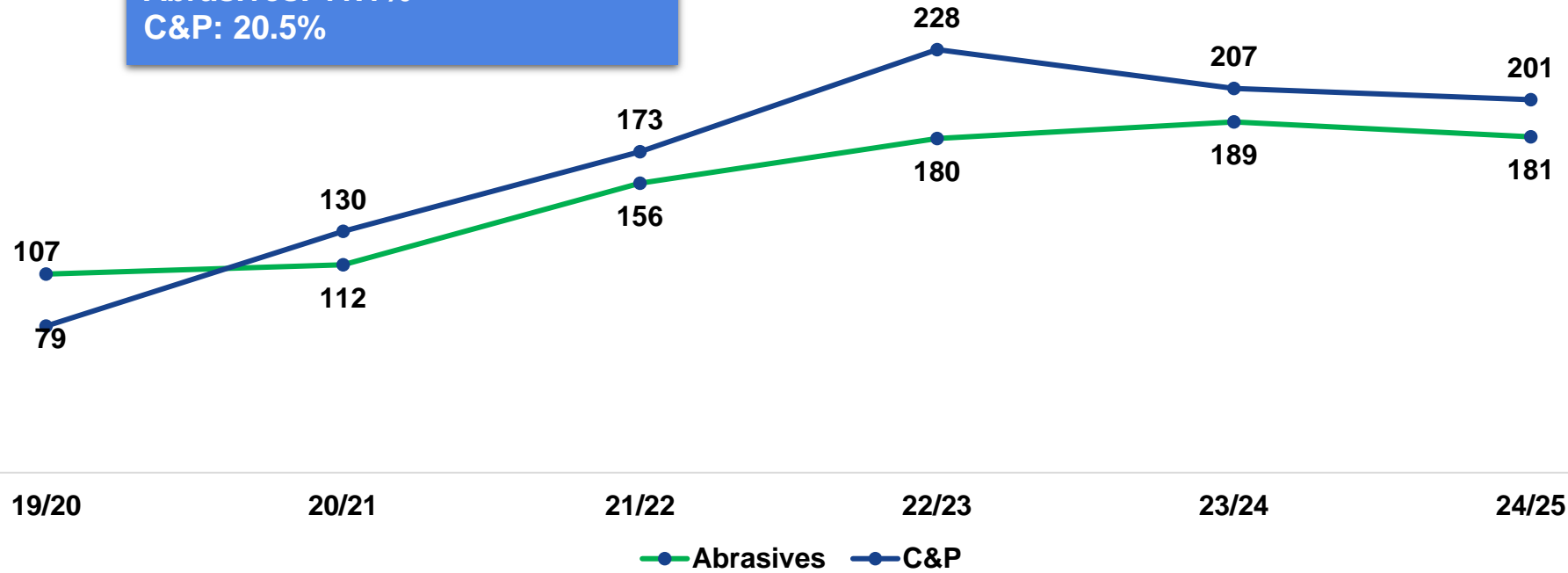
2024-25 vs 2023-24: Decrease in EBIT -2.9%



# SEGMENT EARNING BEFORE INTEREST AND TAX (EBIT)

(Rs. Crores)

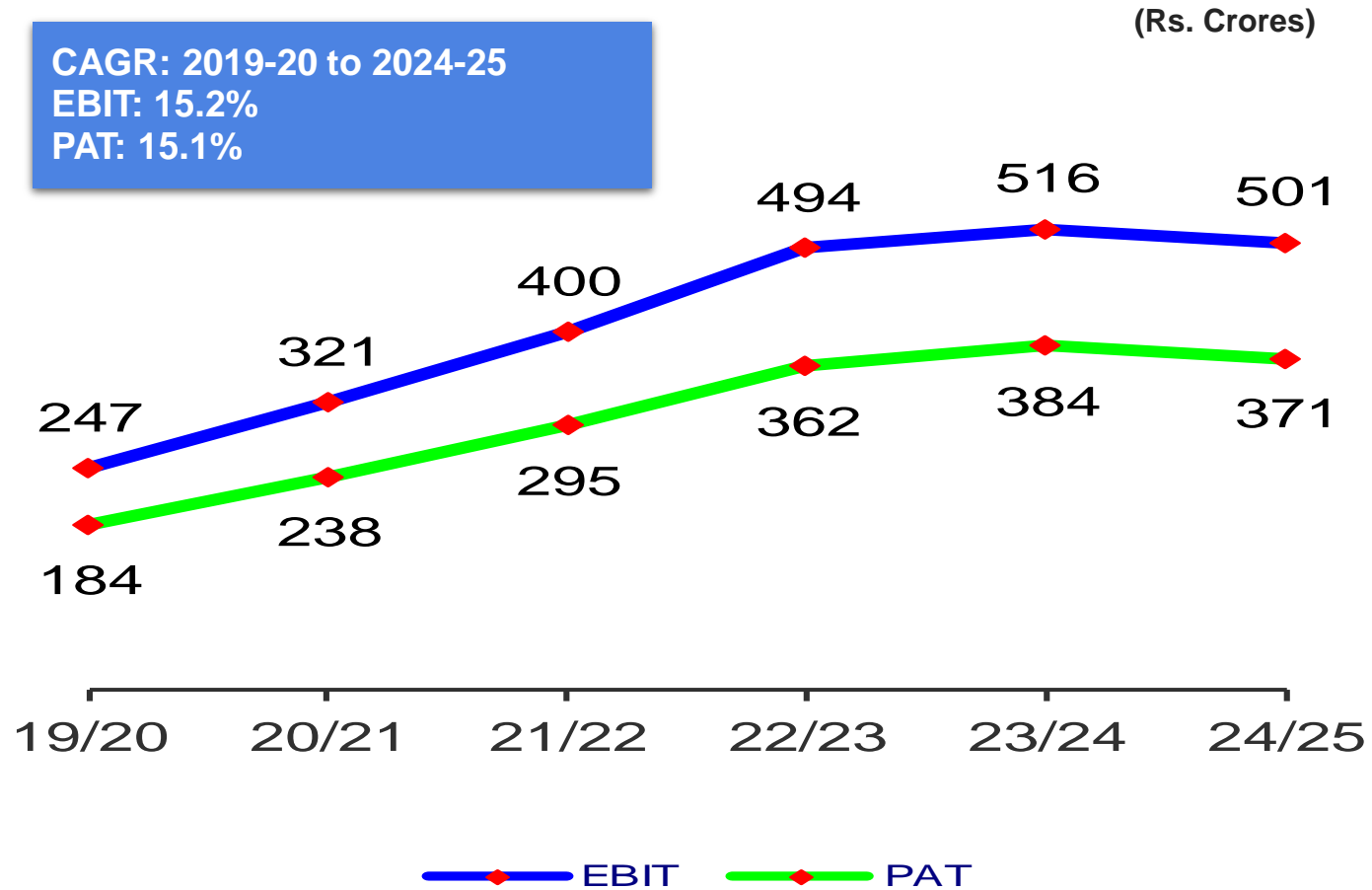
CAGR: 2019-20 to 2024-25  
Abrasives: 11.1%  
C&P: 20.5%



2024-25 vs 2023-24: Abrasives decreased by ~4.3% and C&P by ~3.3%



# EBIT & PAT



2024-25 vs 2023-24: EBIT decreased by ~2.9% and PAT by ~3.3%

# KEY FINANCIAL INDICATORS

(Rs. Crores)

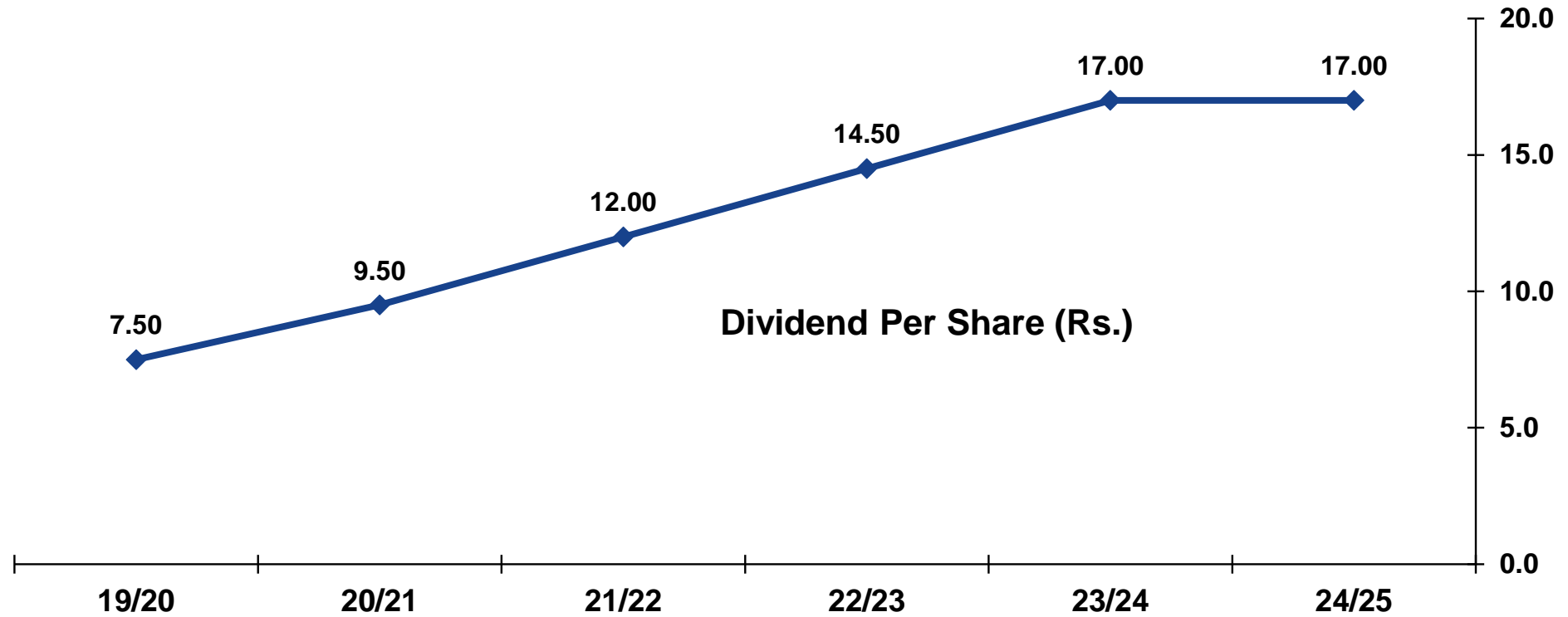
| Key Financials (As Published)          | FY 22-23 | FY 23-24 | FY 24-25 | Growth % |
|--|----------|----------|----------|----------|
| Revenue from Operations                | 2541     | 2687     | 2812     | 4.6%     |
| Earning Before Interest and Tax (EBIT) | 494      | 516      | 501      | -2.9%    |
| Profit Before Tax                      | 486      | 509      | 492      | -3.3%    |
| Net Profit for the year                | 362      | 384      | 371      | -3.3%    |

|  |       |       |       |
|--|-------|-------|-------|
| EBIT Margin (on Net Revenue from Operations)     | 19.4% | 19.2% | 17.8% |
| Bussiness Assets Turnover Ratio                  | 2.62  | 2.37  | 2.52  |
| Return on Business Assets (ROI on business EBIT) | 47.6% | 41.2% | 39.5% |

Higher Depreciation is the major reason for drop in EBIT vs FY 2023-24



# DIVIDEND



Note – FY 2024-25 dividend proposed by Board, subject to approval of shareholder in ensuing AGM



# THANK YOU

