

○ Making

● Materials

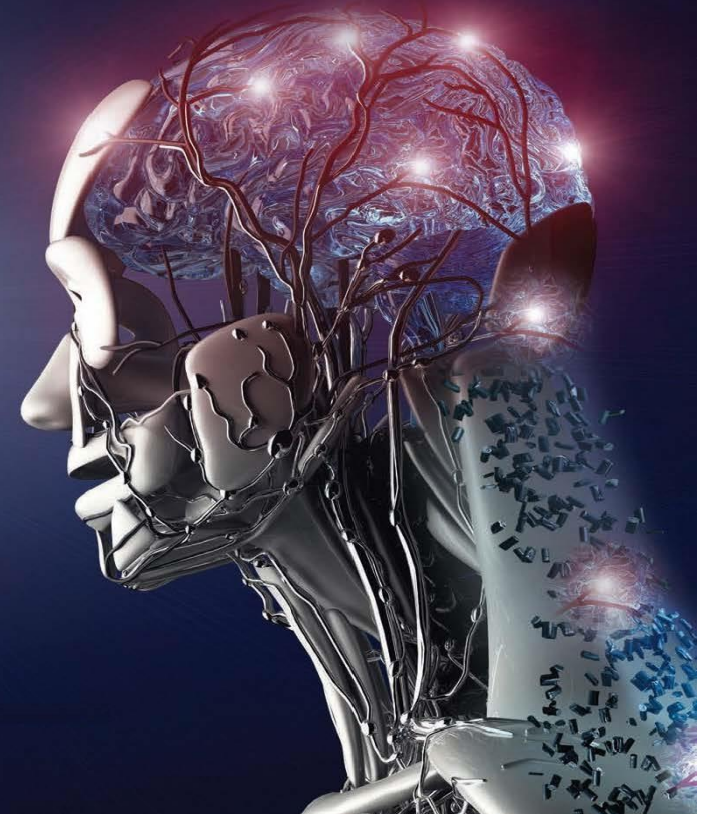
⚙ Matter



ANNUAL GENERAL MEETING

31st July 2019

Ushering in the Carbon Age



CUMI



murugappa

Annual General Meeting 2019

Disclaimer



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.

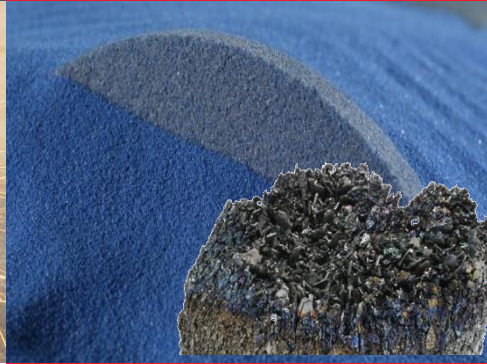
The company undertakes no obligation to publicly revise any forward-looking statements to reflect future events or circumstances.

Carborundum Universal Limited

ABRASIVES



ELECTRO MINERALS



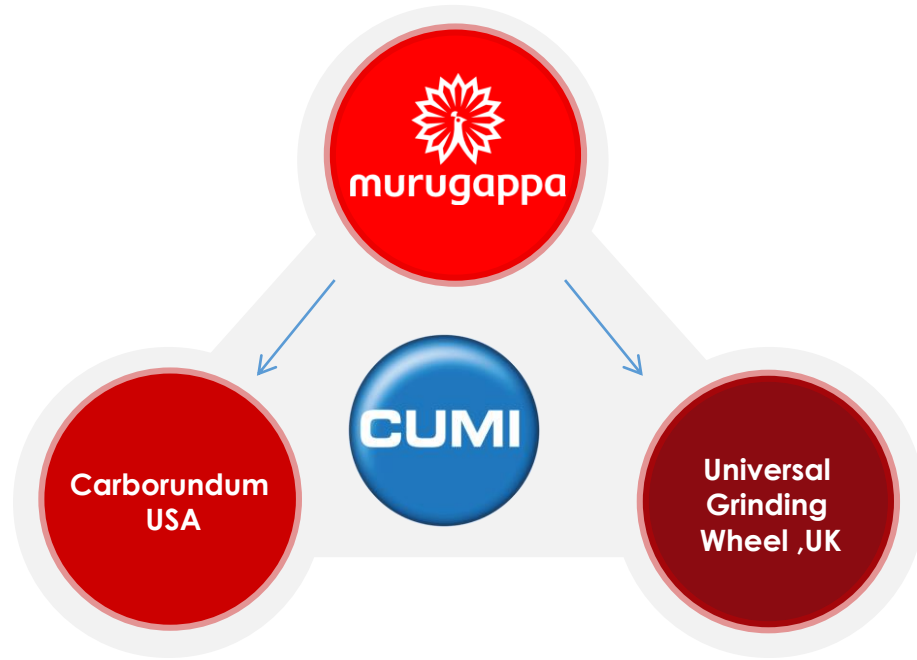
INDUSTRIAL CERAMICS



SUPER REFRACTORIES



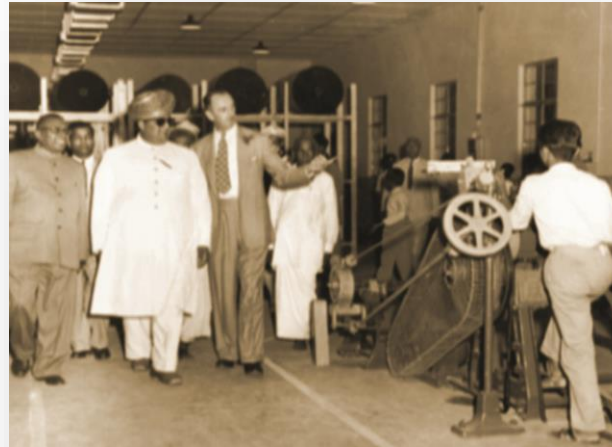
CUMI's Inception



Business activity - manufacture of Coated Abrasives, Bonded Abrasive, Super- Refractories, Electro-Minerals, Industrial Ceramics, and Ceramic Fibers

Exports its products globally

Over 20000 varieties of Products



Incorporated as a joint venture in 1954 between Carborundum Company USA, Universal Grinding Wheel Company, UK and the Murugappa, India



Acquired a coated abrasives facility from Ajax Products Pvt Ltd.

Bonded abrasives facility set up in Chennai India

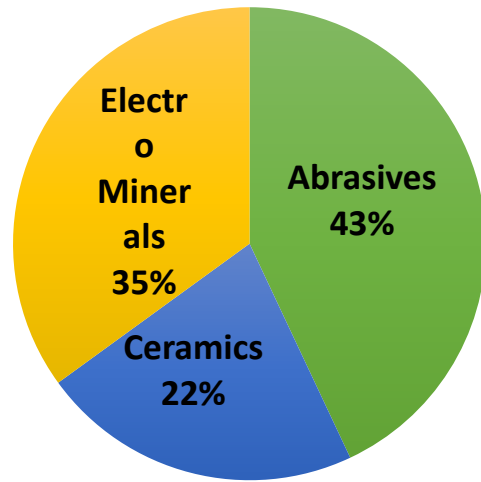
28 manufacturing locations across India, South Africa, Russia, Australia & China

All the manufacturing facilities of Carborundum Universal are **ISO 9001:2000** and **ISO 14001 Certified**

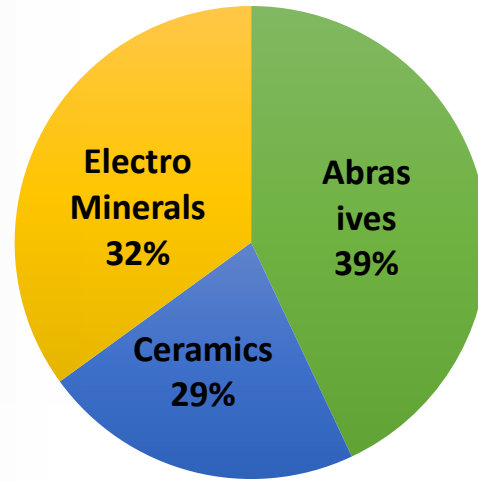
Incorporated on **April 21, 1954**

CUMI Business Portfolio – FY19

Share of Sales



Share of PBIT



CUMI FY -19 Projected

Revenue	: Rs 26.5 bn
EBIT	: Rs 3.8 bn
Capital Employed	: Rs 15.1 bn

Abrasives

Revenue	: Rs 11.4 bn
EBIT	: Rs 1.5 bn
Capital Employed	: Rs 5.4 bn

Ceramics

Revenue	: Rs 5.9 bn
EBIT	: Rs 1.1 bn
Capital Employed	: Rs 4.0 bn

Electro Minerals

Revenue	: Rs 9.2 bn
EBIT	: Rs 1.2 bn
Capital Employed	: Rs 5.7 bn

CUMI is essentially a Material Science Company

Exploit Abrasive, Wear, Heat Containment, Insulation, Corrosion Resistance, and other properties of materials.

Major emerging opportunities:

Aerospace – like SiC / SiC fibre

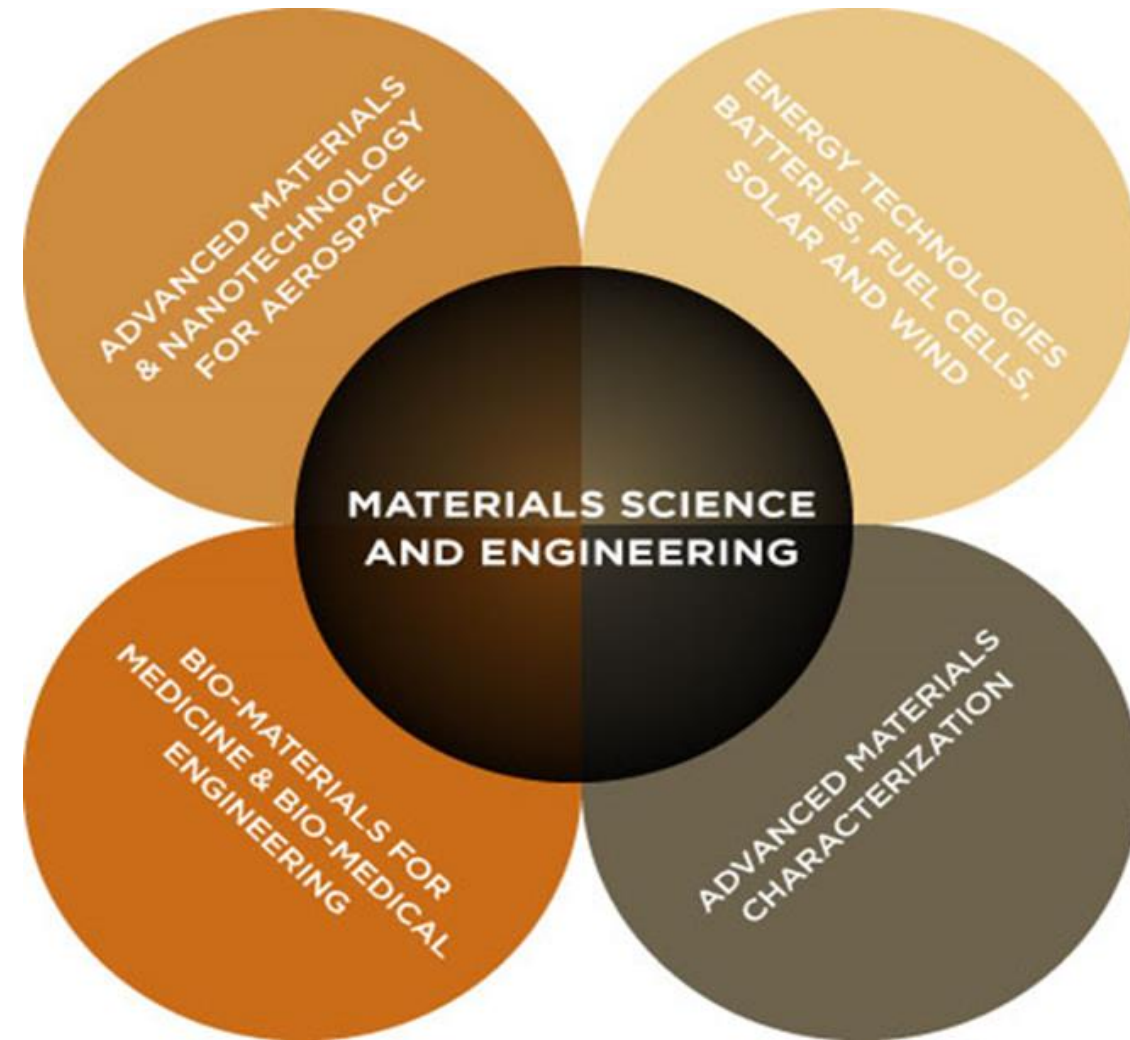
Bio Materials.

AI related materials

Energy storage materials – Graphite, Graphene, Li

Industry 4.0 – sensors, IOT

CUMI Business = Industrial Consumables + Industrial Durables + New Materials



Where Do We Sell?

India ~ 50%

Europe (Incl. Russia) ~ 24%

Americas ~ 10%

Asia Pacific ~ 10%

ME & Africa ~ 2%

Australia ~ 4%



India, South Africa, Russia



Abrasives

Engineering Precision Surfaces



Abrasives – Engineering Surfaces

INDUSTRIES SERVED



Automotive



Construction



Bearing



Woodworking



Transmission



Steel



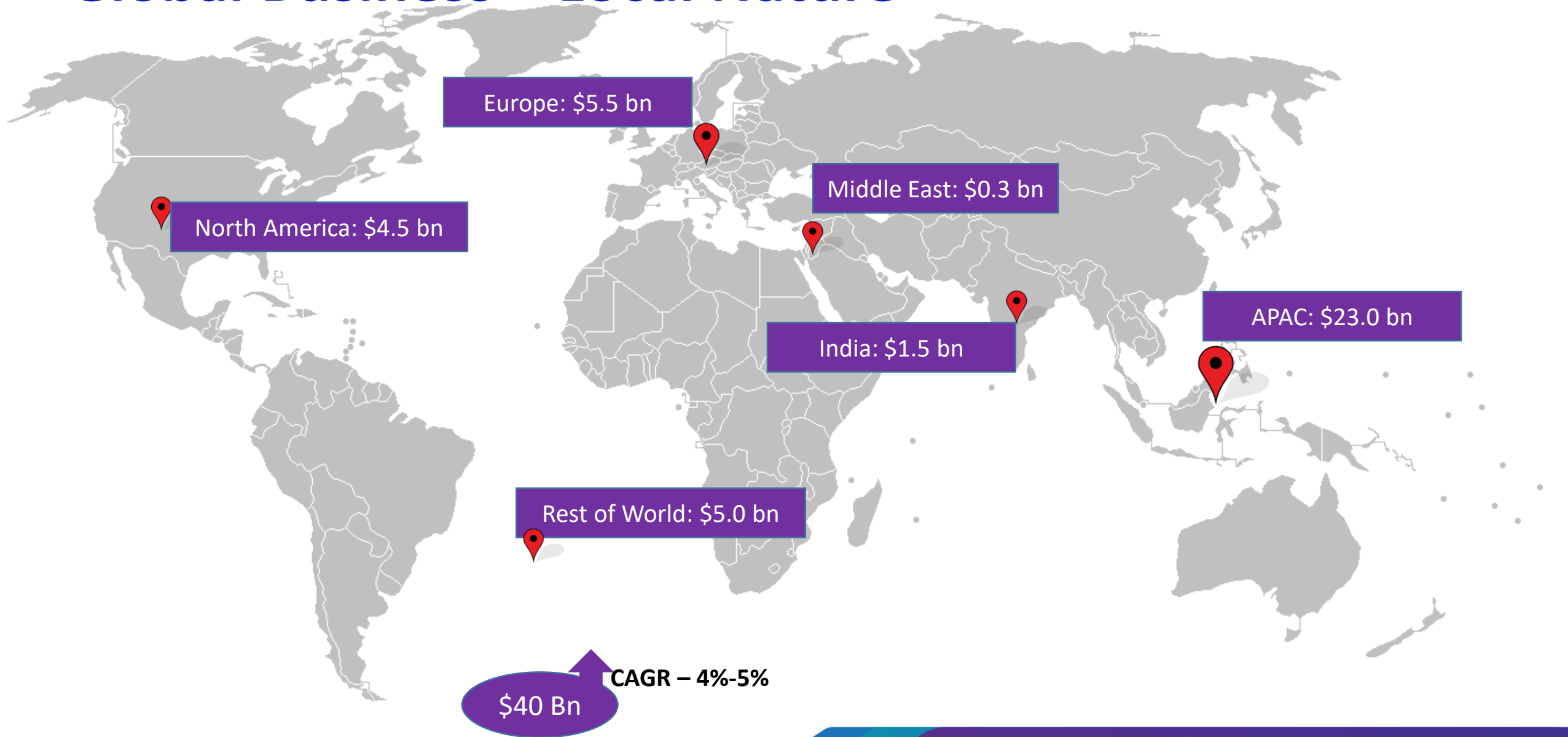
Aerospace



Fabrication



Global Business – Local Nature

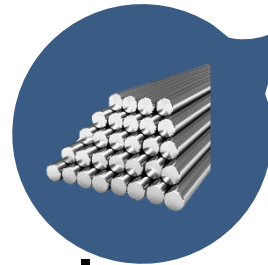


Abrasives – Drivers For Growth



Automobile

Growing Investments. 9% CAGR.
EV – No short term disruption



Steel

NSP Led Growth
300 Mil Tonnes by 2030

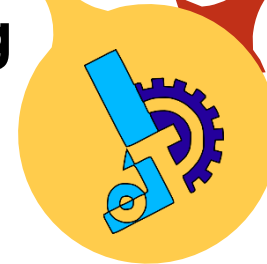


Engineering

Robust Growth
led by domestic
consumption &
exports

Infrastructure

Smart Cities
Airports
Railways & Transportation led
growth



Customer Expectations



Mass Market Customers

- Product Availability
- Manual to Machine
- Value For Money Performance
- Complete Product Basket
- Safety



Precision Abrasives Customers

- Productivity & Machine OEE
- Precise Surface Finish
- Cost Per Component
- Application Support
- One Stop Tool Management Solutions

CUMI Abrasives – Way Forward

Among the top 10
Abrasives Brand in the
world
20% from International
Business

Strong Domestic Play,
Select Global Markets

Digitalization of Processes,
Data Analytics
Process Excellence Systems

Leverage Channel Strength in India – Core &
Adjacencies
Inorganic Growth in US/Europe/China
Repositioning Precision Abrasives - CUMI/Wendt
Combined Offering
Cost Leadership & Agile Innovation

Efficient Manufacturing,
Strong Distribution
Strategic Sourcing, Building
Partnerships

Strategic Levers For Growth



Coated Abrasives - Growth Thru Capacity Addition & NPD

Precision Abrasives - Growth Through In-House Development & Strategic Partnerships

Bonded Mass Market Products - Growth Through Capacity Utilization & Strategic Sourcing

Channel Expansion & Supply Chain Transformation – Building unmatched distribution in India

Adjacencies – Growth Leveraging Channel Management Strengths

International Business – Growth by

- Precision Products at Select Geographies
- Coated Jumbos for Convertors
- Inorganic Partnerships

International Business



Precision Abrasives in US, Europe & China
Mass Market Products in Middle East & Russia
Brand Visibility Built over 15 Years

Platform set for Growth through leveraging current brand recognition and reach along with Strategic Partnerships



Electro Mineral Division



CUMI – Electro Minerals Division



Brown Fused Alumina

White Fused Alumina

Silicon carbide

Zirconia

Specialty minerals



Bonded Abrasives



Refractories



Battery Materials



Diesel Particulate Filter



Coated Abrasives



Metallurgical



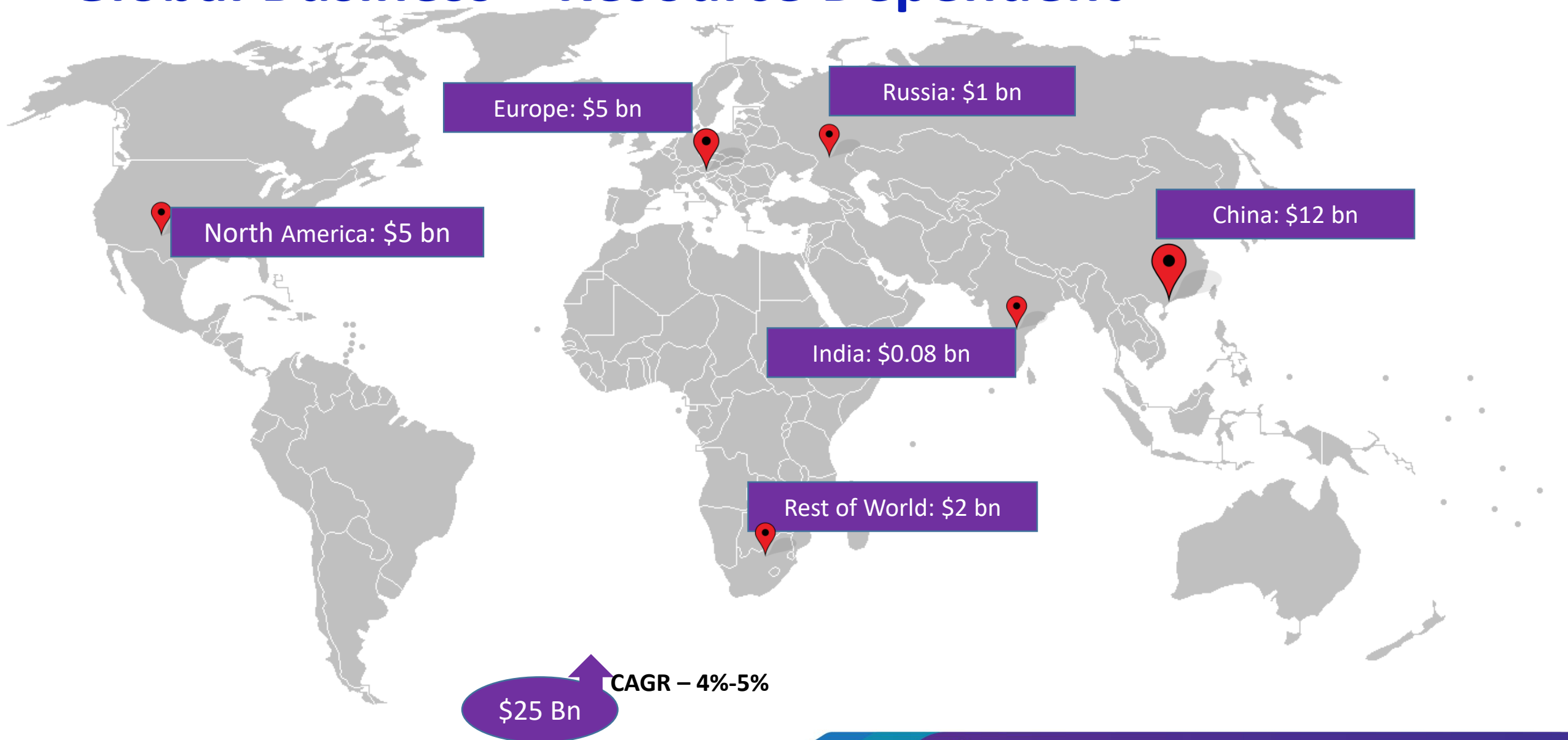
Investment casting



Floor Laminates

Engineering | Energy | Environment

Global Business – Resource Dependent



Market Size for Fused Minerals

EMD – Drivers For Growth



Energy

Renewables driven by Solar, Electric Vehicles, Nuclear & Fossil Fuels



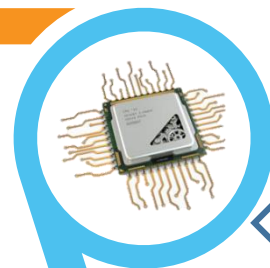
Abrasives

Driven by growth in Auto, Steel & Infrastructure



Electronics

Black & Green Silicon Carbide & Specialty Ultra Fine Powders in Mobility & Sensor Technology



Steel

NSP Led Growth
300 Mil Tonnes by 2030



Environment Protection

Driven by Filters for Auto & Industrial Gas Filtration



Customer Expectations



Regular Minerals

- Consistent Quality
- Competitive & Predictable Price Trends
- Range of Products



Speciality Minerals

- Application Support
- Stringent Pre-Qualification
- Ability to Customize
- Material Science Knowledge

CUMI Electro Minerals – Way Forward

To be a Globally Recognized Manufacturer
of Complete Range of Synthetic Minerals

Global Markets addressing Energy,
Engineering & Environment

Build Economies of Scale in commodities to achieve Cost Competitiveness
Leverage low cost feedstock and technology to create value add products
Identify and build growth platforms in adjacent verticals
Create value cells in new lines of high growth businesses
Target Inorganic Opportunities for Scale

Efficient Mineral Processing & Bulk Sourcing
Capabilities
Contracting of capacities (regulars) & Business
Development for specialities
Proactive Innovation & Application skills for
specialities

Digitalization of Processes, Data
Analytics
Process Excellence Systems

CUMI EMD – Strategy For Growth

Innovation Value Pyramid



Volzhsky Abrasive Works, Russia



VAW – Growth Projects

NbSiC for Aluminium smelter pots.



Fused Magnesia
&
Magnesia Carbon Bricks
opportunity



Lowest cost Silicon Carbide producer:
~ 90K tons to 100K tons

Rail car fusion at VAW



Venturing into Nano Materials



Inauguration of 'Boehmins & Nano Materials' Plant at CUMI SEZ, Edapally, Kerala

Capacity Expansion - Bohemin



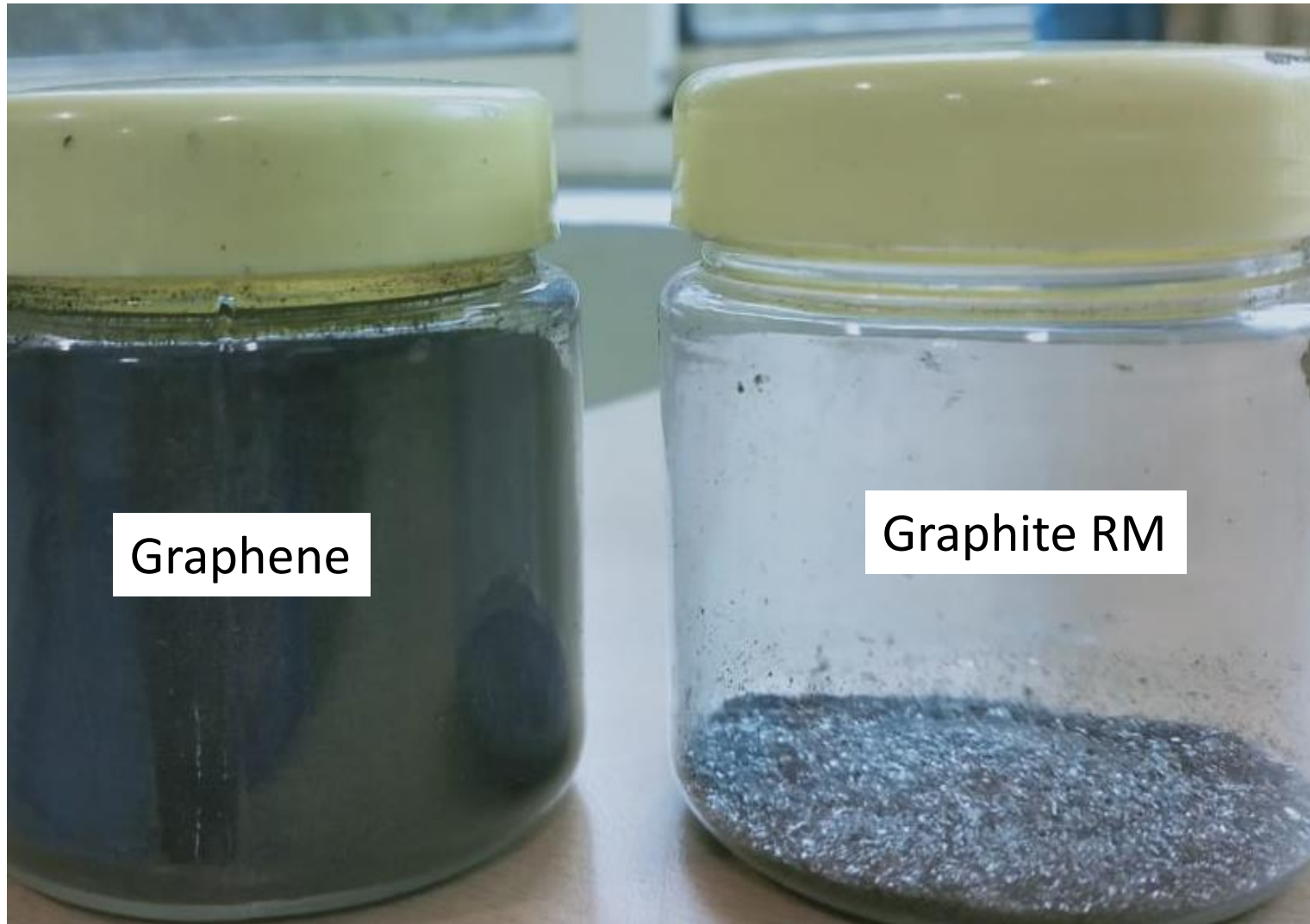


GRAFINO



The new offering from CUMI.....

Same weight !



Process Area Outside View



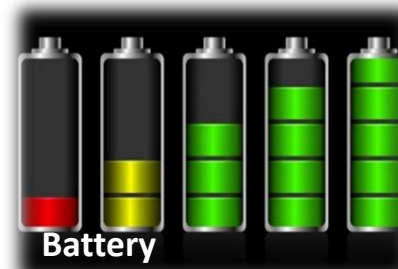
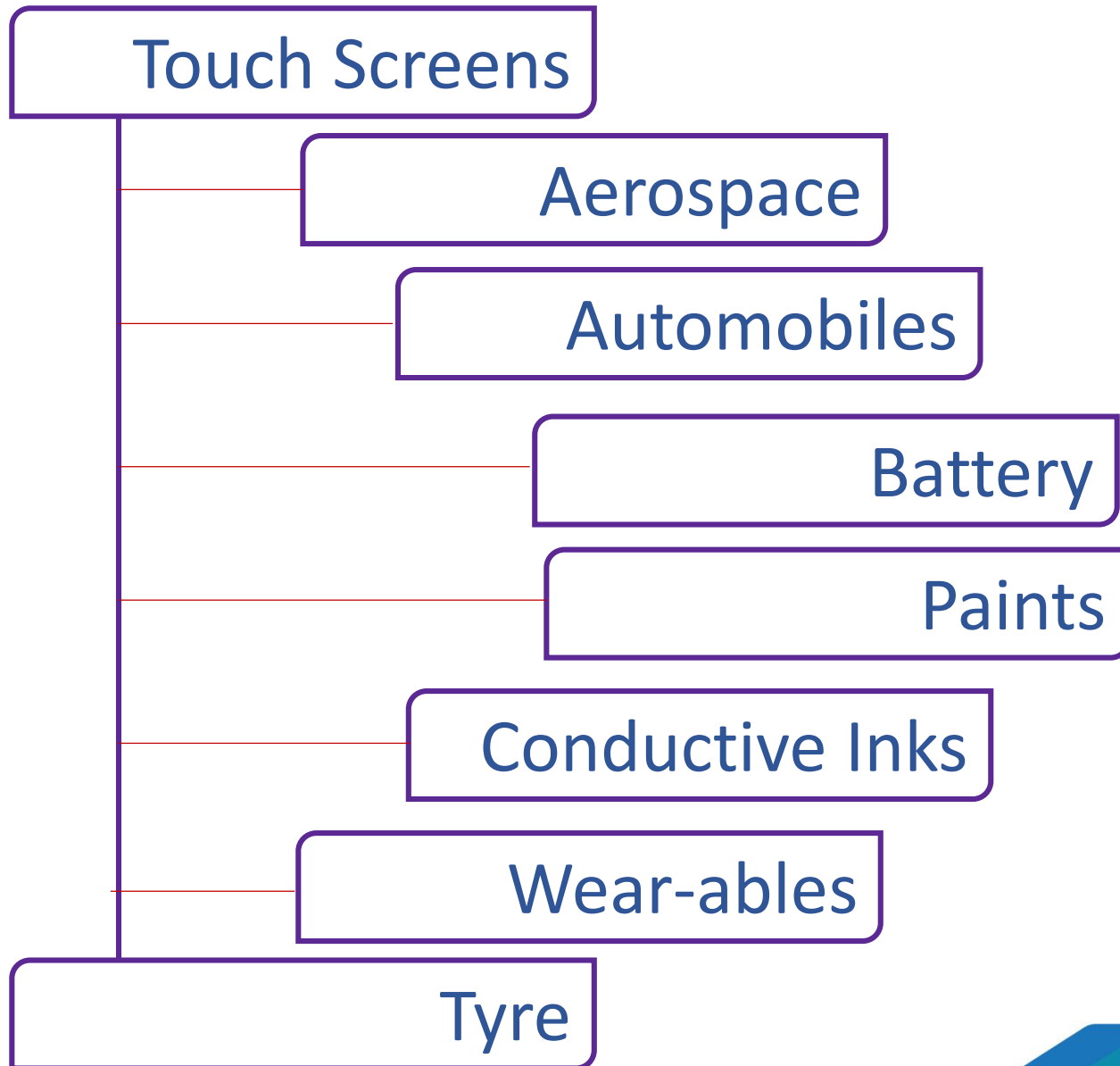
Application Lab



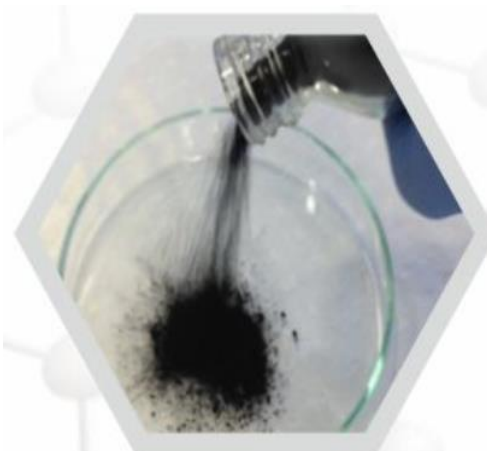
Graphene Opportunities in E-Vehicles



Graphene – Current and Future Applications



Graphene Based Products from CUMI



Graphene Powder



Carbon Nano Tubes



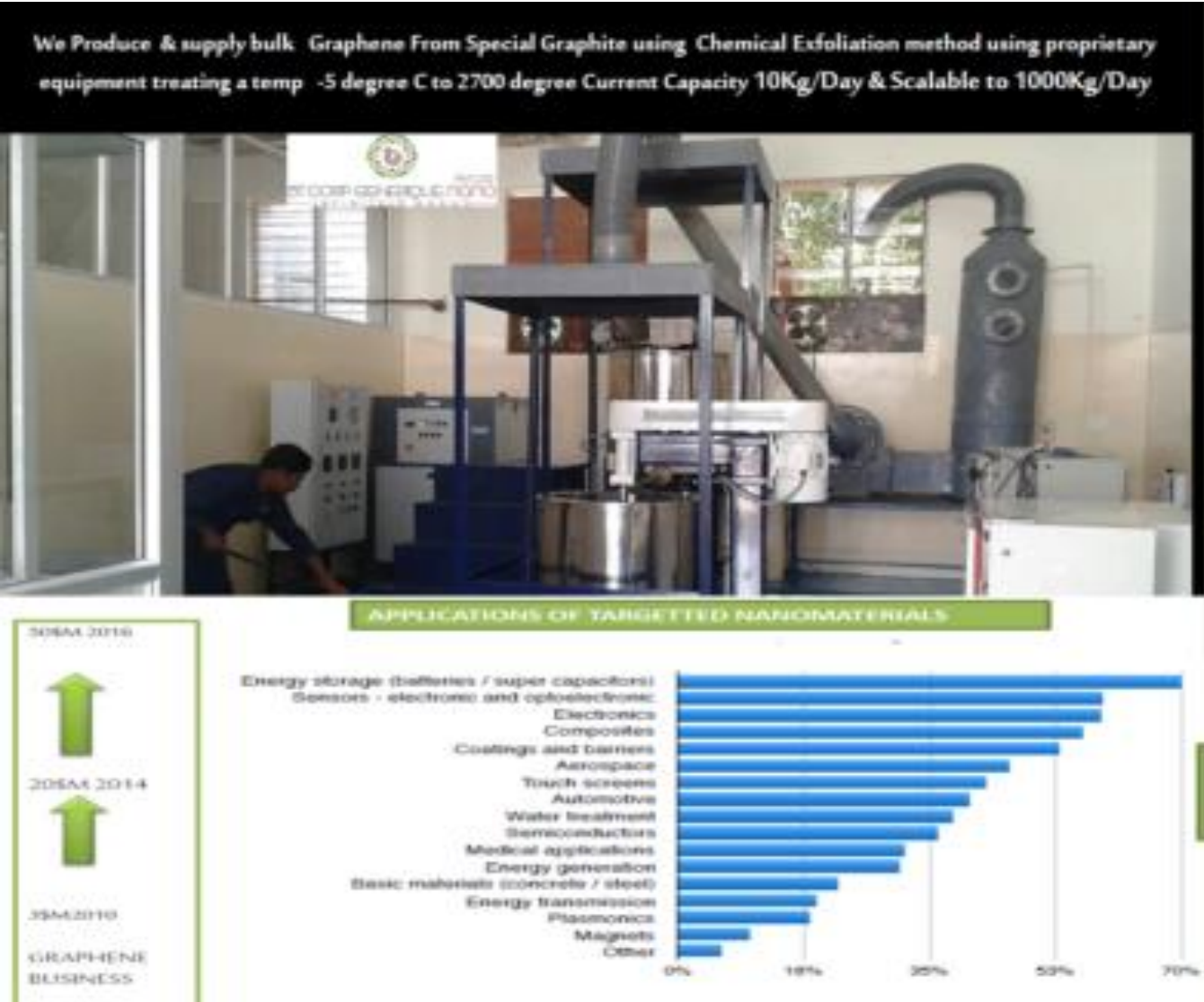
Graphene Composites

Parameters	GRAFINO TG	GRAFINO RG
Thickness (nm)	8-10	2-5
Lateral Dimension(Micron)	10	5
Layers (Nos.)	10-16	2-5
BET Surface Area (m ² /g)	112	330
Bulk density (g/cc)	0.45	0.08
Purity (%)	>98	>98

Parameters	GRAFINO CNT
Diameter (nm)	OD:20 ID:16
Length (Micron)	20
Purity (%)	>98
BET Surface Area (m ² /g)	220
Bulk density (g/cc)	0.1

Types
Polypropylene
PA6/PA66
LLDPE
Epoxy

New Opportunities



ISRO lists 10 firms to make Li-ion cells

It will transfer the technology

TIKI RAJWI
THIRUVANANTHAPURAM

The Indian Space Research Organisation (ISRO) on Tuesday named 10 companies to which it proposes to transfer the technology for manufacturing Lithium-ion cells developed by the Vikram Sarabhai Space Centre (VSSC), Thumba.

Originally developed for use in launch vehicles and satellites, this ISRO spin-off will now fuel India's electric vehicle boom.

Majority of the companies selected for the commercial production of the Li-ion battery are private-owned, with one from Kerala - Carborundum Universal Ltd based in Kochi.

The shortlisted companies are the following: Amara Raja Batteries Ltd, Chittoor, Andhra Pradesh;

Bharat Electronics Ltd, Pune; Carborundum Universal Ltd, Kochi; Exicom Tele-Systems Ltd, Gurgaon; GOCL Corporation Ltd, Hyderabad; Jyoti CNC Automation Ltd, Rajkot; National Aluminium Company Ltd (NALCO), Bhubaneswar; Sukhbir Agro Energy Ltd, New Delhi; Tata Chemicals Ltd, Mumbai, and Thermax Ltd, Pune.

The ISRO and VSSC selected the companies jointly with the NITI-Aayog from a long list of 141 firms. According to VSSC officials, the space agency will help the companies set up the Lithium-ion cell manufacturing units and provide training for their staff.

For its own use, the VSSC had developed Li-ion cells with capacities ranging from 1.5 Ah to 100 Ah.



Industrial Ceramics



SBU



Industrial Ceramics

Business
Group



Wear Ceramics

Technical Ceramics

Product Lines



**Grinding
Media**



**Wear Resistant
Liners**



**Lined
Equipment**



**Engineered
Ceramics**



**Metallized
Ceramics**



Markets and
Applications



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

Key Industries Served



Power Generation



Power Distribution



Mining and Metals



Cement



Textile



Electronics



Defence



Chemical



Battery



Automotive



Oil & Gas



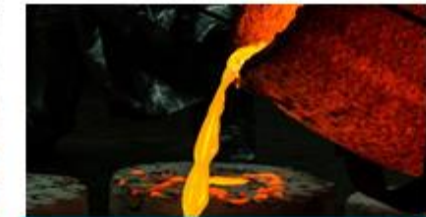
Paper



Food



Renewable Energy



Heavy Industries



KEY INDUSTRIES

Drivers For Growth



Ceramic (Injection Moulding)

Growth driven by automotive, electronics, lifestyle, medical, textile & engineering.

SOFC

Structural & Functional Ceramics for Alternative Energy estimated to be around \$300 million by 2020

Transportation / EV

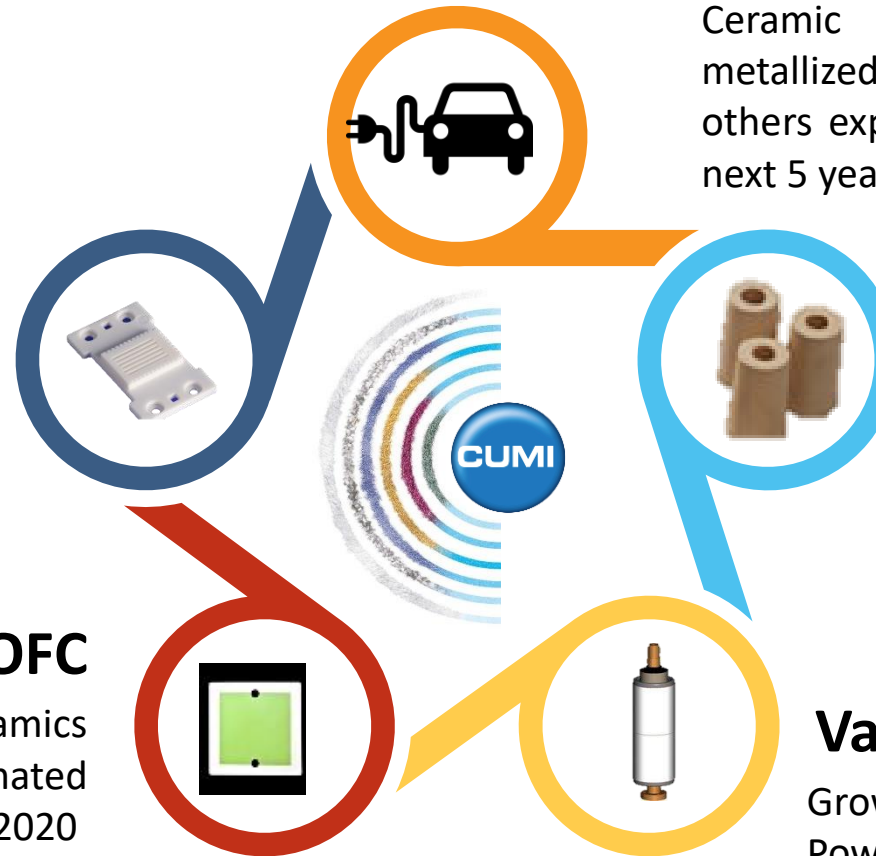
Ceramic injection molded products and metallized ceramics in Electric Vehicles and others expected to grow significantly in the next 5 years.

Zirconia nozzles for steel

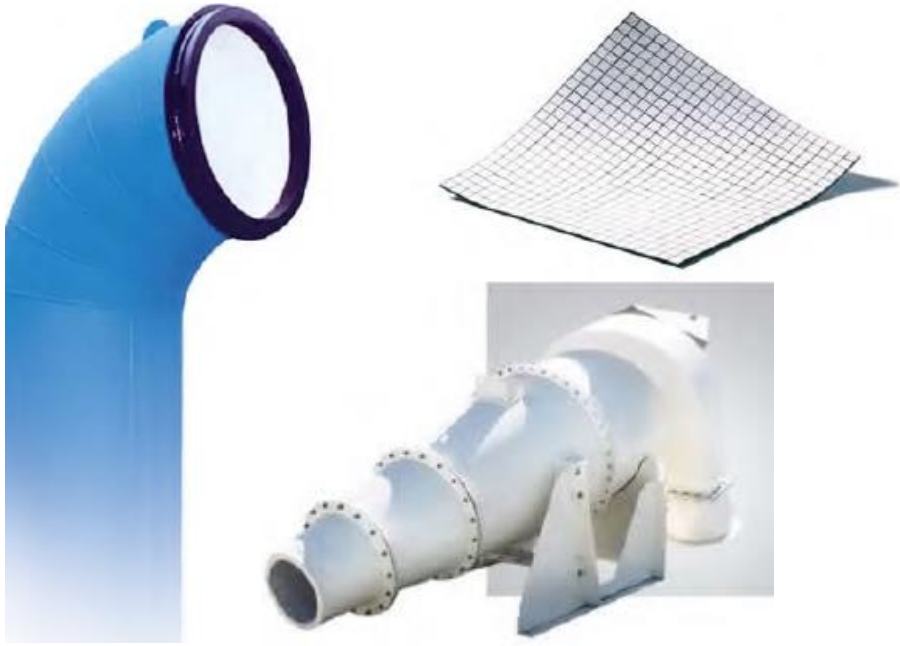
NSP Led Growth
300 Mil Tonnes by 2030
Requirement for zirconia nozzles for flow control .

Vacuum Interrupter

Growth driven by China and India.
Power Generation & Transmission



Customer Expectations



Wear Ceramics

- Consistent Quality
- Application Engineering & Installation
- Global Service Delivery



Technical Ceramics

- Application Support
- Stringent Pre-Qualification
- Ability to Customize
- Material Science Knowledge

CUMI Industrial Ceramics – Way Forward

Top 3 Global Player in Wear Protection
One-stop source for all Engineered, Customized Ceramic needs

Global Markets addressing Wear, Energy & Engineering

Digitalization of Processes, Data Analytics
Process Excellence System

Project Management Capabilities
Co-creating solutions with customers
Deep Relationship with Key Accounts

Cost Leadership
Focussed Differentiation through Technology Tie Ups
Engineering & Design and Delivery of Solutions
Market Development in Non Oxide Ceramics
Strategic Partnerships & Acquisitions

Ceramic Tape Casting & PVD by Sputtering Pilot Plant

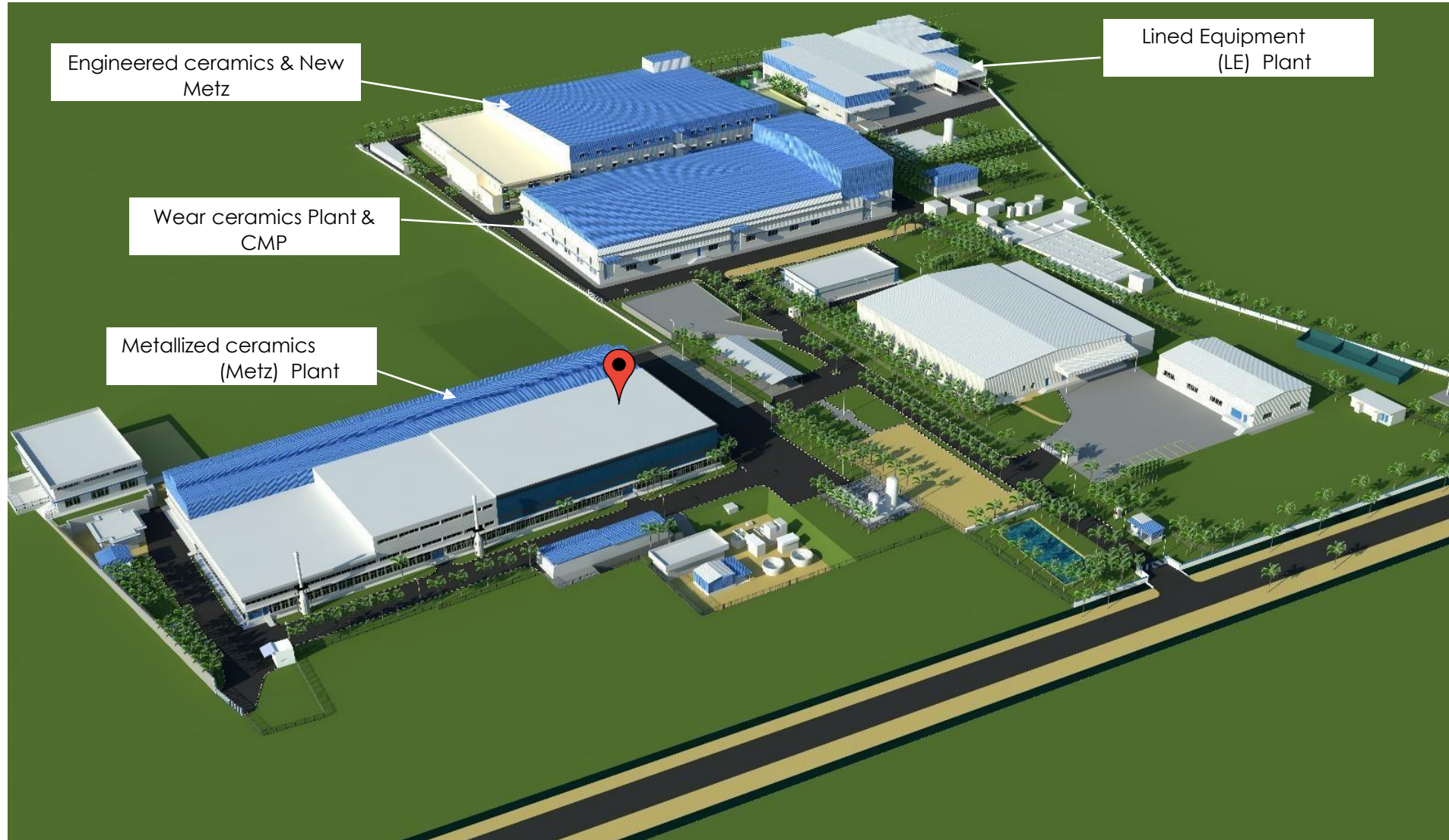
Class 1,00,000 Clean Room
with Pilot Plant Tape
Casting Facility



Class 10,000 & Class 100 Clean Room
with Pilot Plant PVD by Sputtering & other
related Equipment Facility



Fully Integrated Advanced Ceramics Manufacturing Facility



CUMI Australia

Major supplier of Ceramic lined equipment to Coal washeries, Power stations, Gold / Platinum mines in Australia and Asia Pacific.

- Current sales A\$ 17 mil. Continues to grow at > 10%
- Will grow both geographically and with bigger range of composite linings.
- Business model based on local sales, installation and maintenance support. Manufacture in India.





Super Refractories

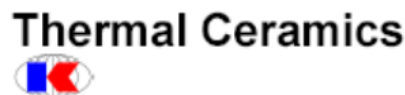


CUMI Refractories

Our Technology



: Fired & Monolithic Products



: Monolithic Products
(Hicast, Plascast, Tri-Mor, Carbolite ranges)



: In-house Development of Fired & Monolithic Products

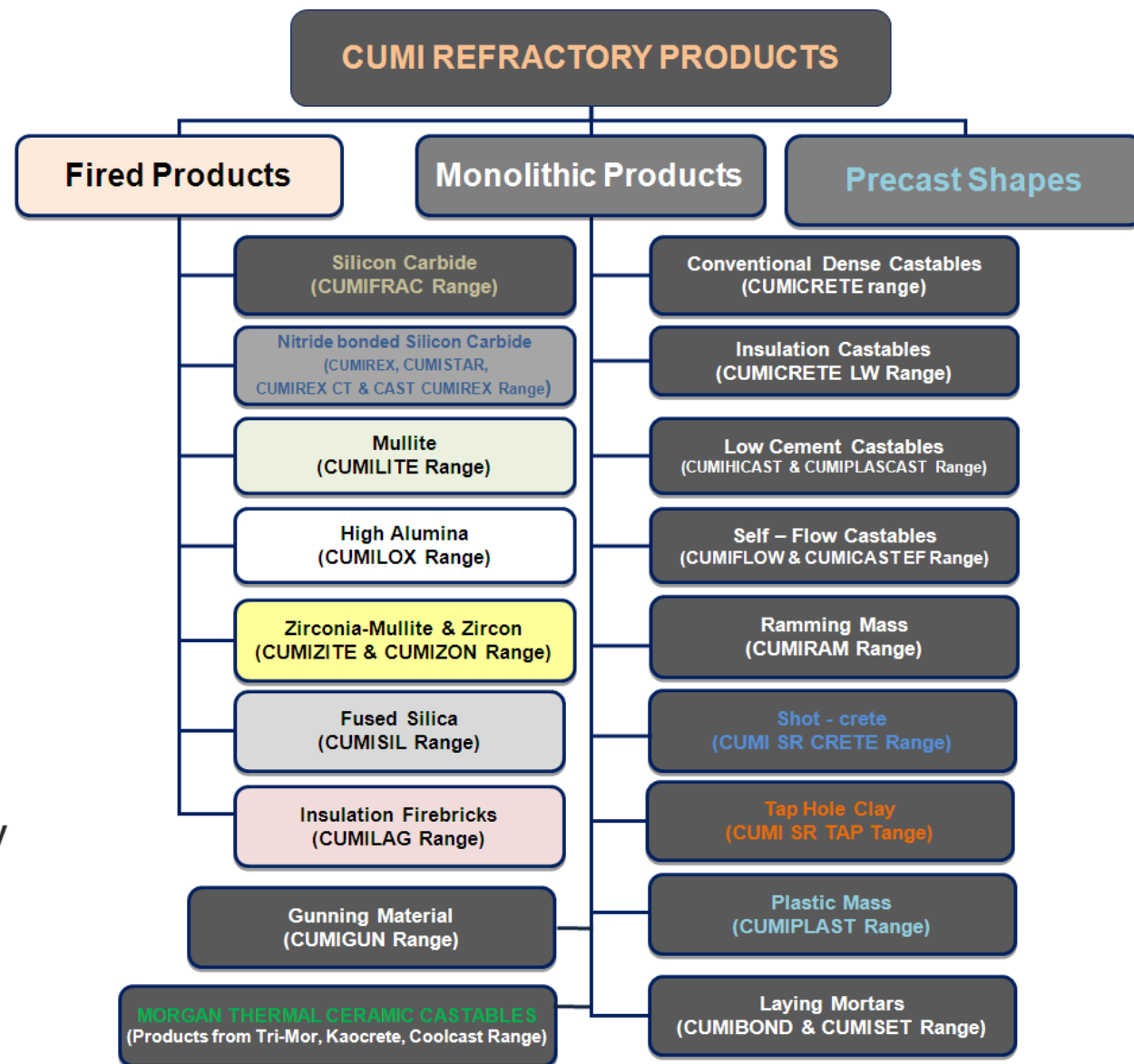


: Monolithic Special Products & Application



: Mullite & High Alumina products for Foundry & Glass Industry Application

High Temperature Protection under load



CUMI Refractories - Applications



Ceramics



Carbon Black



Cement



Glass



Chemical Process



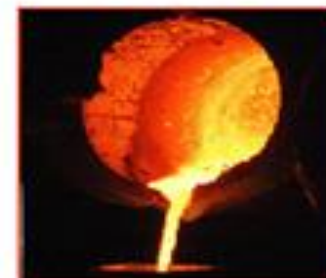
Sponge Iron



Non Ferrous



Iron & Steel



Foundry



Power Generation



KEY INDUSTRIES

Ceramic Industries

Insulators
Sanitaryware & Tableware
Abrasives
Electro Ceramics

Cement

Power Generation

Chemical Process Industries

Carbon Black
Fertilizer
Petro-Chem. / Refinery

Glass

Container. Decorative
Fibre glass

Non – Ferrous

Aluminum Copper Zinc

Iron & Steel

Sponge Iron (DRI)

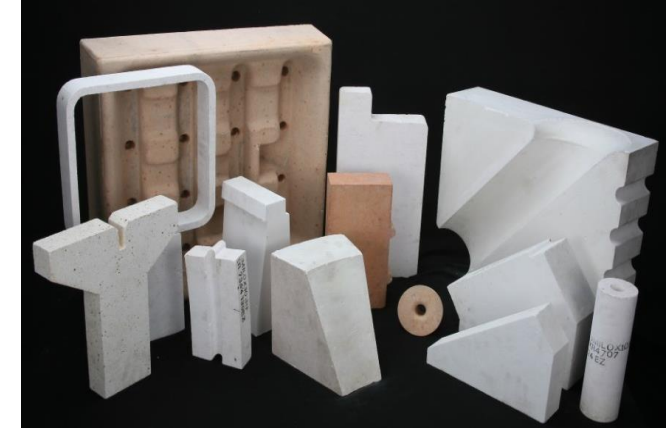
Gas-Based
Coal - Based

Foundries

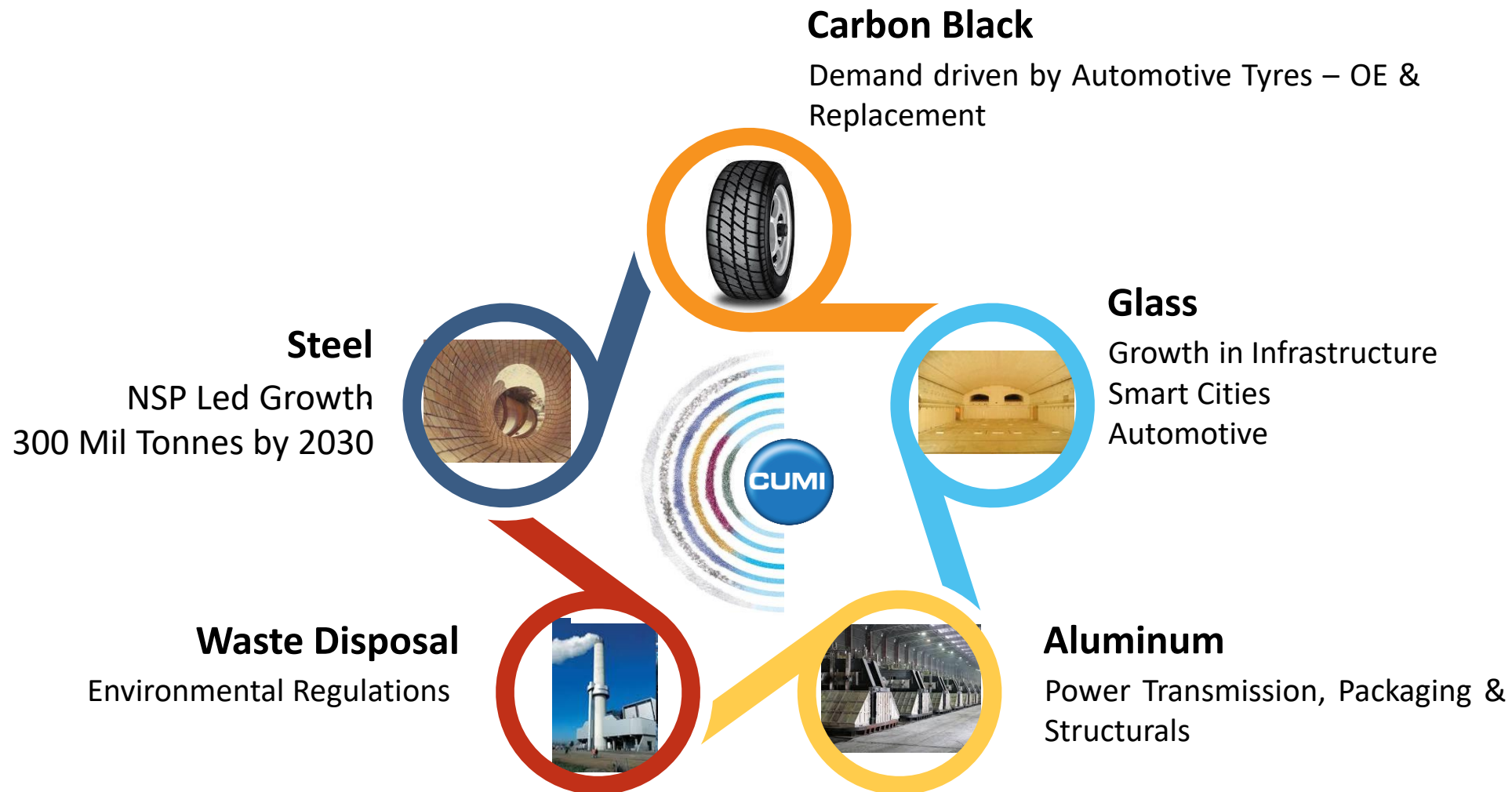
CUMI Refractories - Capabilities



Ability to manufacture complex shapes through pressing, slip casting followed by high temperature sintering, under controlled atmospheric conditions.



Drivers For Growth

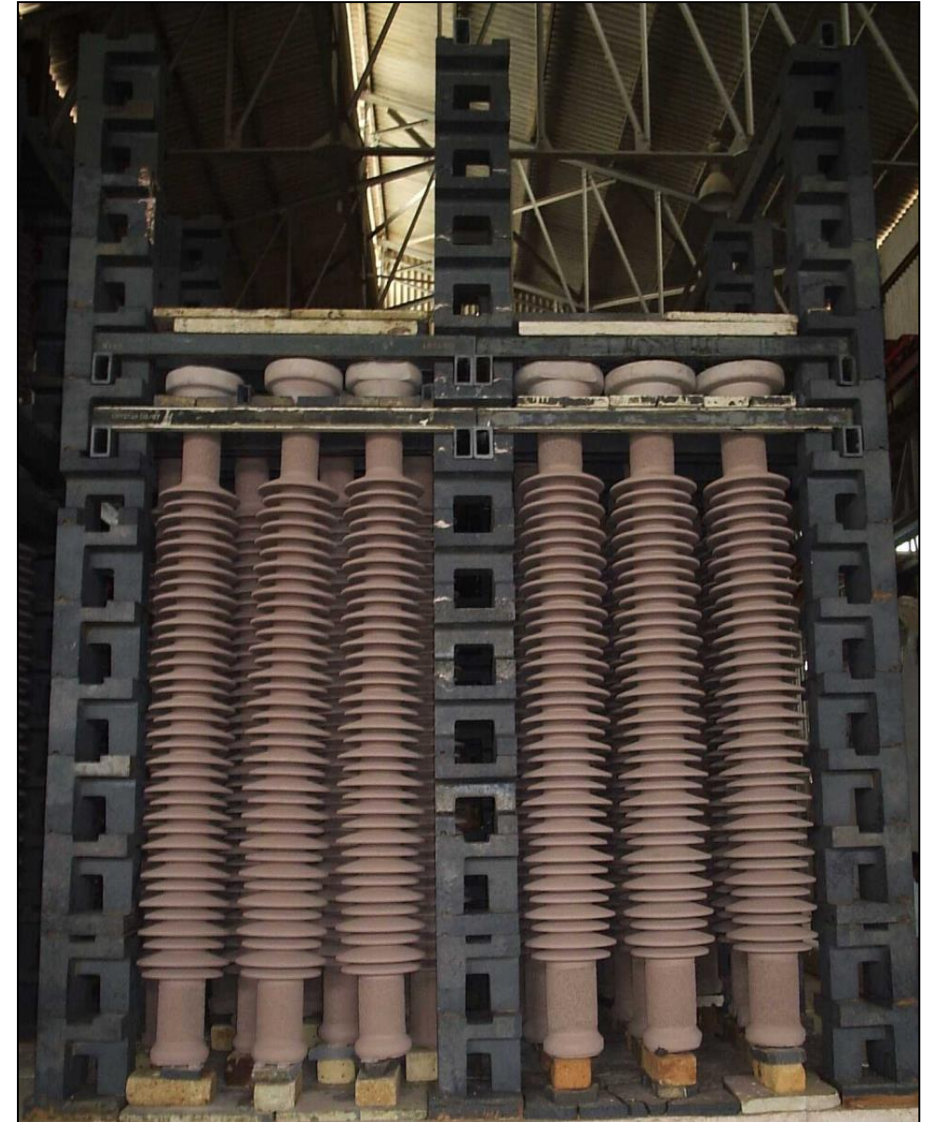


Customer Expectations



Super Refractory Products

- Application Engineering, Design & Installation
- Material Science Knowledge
- Refractory Cost Per Tonne of Steel Production
- Refractory Management Services



CUMI Super Refractories – Way Forward

Achieve 10% share in the Indian/Russian Market

Digitalization of Processes,
Data Analytics
Process Excellence System

Project Management Capabilities
Co-creating solutions with customers
Deep Relationship with Key Accounts

Cost Leadership
Focussed Differentiation through Technology Tie Ups
Engineering & Design and Delivery of Solutions
Market Development in NbSiC and Waste Incinerator Projects
Strategic Partnerships & Acquisitions

Specialized niches focussed on shapes and value added products & services

NBSiC Tiles for Waste Incinerator

Developed Superior Oxidation Resistant NBSiC tiles as required for Waste Incineration Boiler

VAW makes ~ 2500 tons of SiC / NbSiC ref. Mainly for the Aluminium industry.

To double this and add the incinerator project. ~ \$ 7 mil a year in sales.



Deutsches Institut
für Feuerfest und
Keramik GmbH

DIFK Deutsches Institut für Feuerfest und Keramik GmbH
Rheinstraße 58 · 56203 Hoehe-Grenzhausen · GERMANY

CARBORUNDUM UNIVERSAL LIMITED
102 & 103 SIPCOT
Industrial Complex
PHASE II, RANIPET
632403 TAMILNADU
INDIEN



Deutsche
Akreditierungsstelle
D-PL-87672-01-00
According to DIN EN ISO / IEC 17025
accredited testing laboratory by DAKKS
The accreditation applies to the test
methods listed in the certificate

September 26, 2018
Service: Dipl.-Min. Körber
Phone: + 49 2624 / 9433-211

Test Report 114-813-00
(Page 1 of 4)

Order dated	July 03, 2018/ Mr. Ravikumar
Specification of order	Oxidation Resistance of Silicon Carbide
Sample	Silicon carbide bricks & shapes HSN, no. 69022040 (SUPER REFRACTORY PRODUCTS)
Sample name	See table
Sampling by	Customer
Delivery	August 14, 2018





Finance

CUMI – Driving Profitable Growth

- 42.42% held by the Murugappa Group, 29.34% held by FII's, MF, PE, Insurance Cos
- 64 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

F19 – CUMI Standalone

2017-18		2018-19	
Act	Description	Actuals	%
155136	Sales	174997	13%
59785	Contribution	66559	11%
38.5%	Contribution %	38.0%	
25121	EBITDA	30108	20%
16.2%	EBITDA %	17.2%	
7388	Depreciation	7549	2%
2933	Non-optg Income	2319	-21%
147	Interest	88	-40%
20519	PBT	24791	21%
13.2%	PBT %	14.2%	
14348	PAT	16609	16%
9.2%	PAT %	9.5%	

Rs. In Lakhs

Key Ratios

Parameter	Q1 17	Q2 17	Q3 17	Q4 17	Q1 18	Q2 18	Q3 18	Q4 18	Q1 19	Q2 19	Q3 19	Q4 19	
R O C E %	16%	14%	12%	21%	11%	14%	16%	19%	21%	22%	18%	26%	😊
Debt Equity (times)	0.1	0.1	0.1	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	0.0	😊
Debt Service Coverage Ratio	20.1	17.7	20.4	31	198	123	157	143	1286	1116	845	95	😊
PBT % to Sales	11.4%	10.9 %	10.4%	16%	8.9%	12.7%	13.2%	13.2%	14.3%	14.6%	11.6%	16.2%	😊
Sales/G C A (times)	2.6	2.5	2.4	2.6	2.5	2.7	2.5	2.6	3.0	2.6	2.8	2.9	😊
Sales/A N W C (times)	3.9	3.6	3.4	3.9	3.8	4.0	4.1	4.0	4.6	4.2	4.4	3.9	😞

CUMI – Consolidated F19

INR Lac

	YTD Mar 2019			YTD March 18		
	Sales	PBT	PAT	Sales	PBT	PAT
CUMI Stand Alone	1,75,191	24,791	16,609	1,55,138	20,519	14,348
Less : Dividends received from Sub & JV & URP on Inventory		(2,273)	(2,236.66)		(3,373)	(3,384)
CUMI STAND ALONE	1,75,191	22,517	14,372	1,55,138	17,146	10,964
CUMI - America	6,470	12.9% (242)	8.2% (242)	4,814	11.1% (327)	7.1% (327)
Net Access	4,514	349	267	4,010	372	273
SEDCO	1,872	237	194	2,388	712	507
Sterling Abrasives	9,008	1,335	942	7,893	1,343	912
CUMI - Australia	10,600	1,659	1,164	9,032	1,524	1,067
CUMI- Middle East	1,163	1	1	2,041	80	80
CUMI - International	-	3,133	3,133	-	2,838	2,838
VAW	62,988	11,526	8,913	56,567	11,867	9,038
FZL	10,904	(2,124)	(2,470)	7,634	(1,623)	(1,623)
CUMI - China	2,137	(173)	(173)	2,104	(89)	(89)
CUMI Europe	-	(5)	(5)	-	(76)	(76)
TRIL	-	-	-	-	(1)	(1)
Sub Total	1,09,657	15,697	11,725	96,483	16,619	12,599
Less: Inter Company Adjustments	(19,287)	(3,330)	(3,330)	(18,575)	(3,070)	(3,070)
Less: Minority Interest			8			(399)
CUMI SUBSIDIARIES TOTAL	90,370	12,367	8,403	77,908	13,549	9,130
Joint Venture (Proportionate Share)		13.7%	9.3%		17.4%	11.7%
Murugappa Morgan Thermal Ceram	-	-	1,050	-	-	715
Ciria India Ltd	-	-	328	-	-	228
Wendt India Ltd	-	-	615	-	-	523
CUMI's JVs	-	-	1,993	-	-	1,466
CUMI Consolidated	2,65,561	34,885	24,768	2,33,045	30,696	21,560
		13.1%	9.3%		13.2%	9.3%



ENABLERS

- ❖ Technology.
- ❖ Innovation.
- ❖ Industry 4.0.
- ❖ Service.
- ❖ People / Partners
- ❖ Brand.

CUMI – Making Technology Matter



- Technology
- Design
- Solutions
- Processes
- Services

Making Innovations Matter - CUMIND



CUMIND 2018

- Graphic Content
- IP filed for Cumind Logo and Dot Structure
- Launch Of CUMIND Hub in selected locations.

Making Technology Matter – DSIR Labs

DSIR approved R&D Facility in IC Hosur



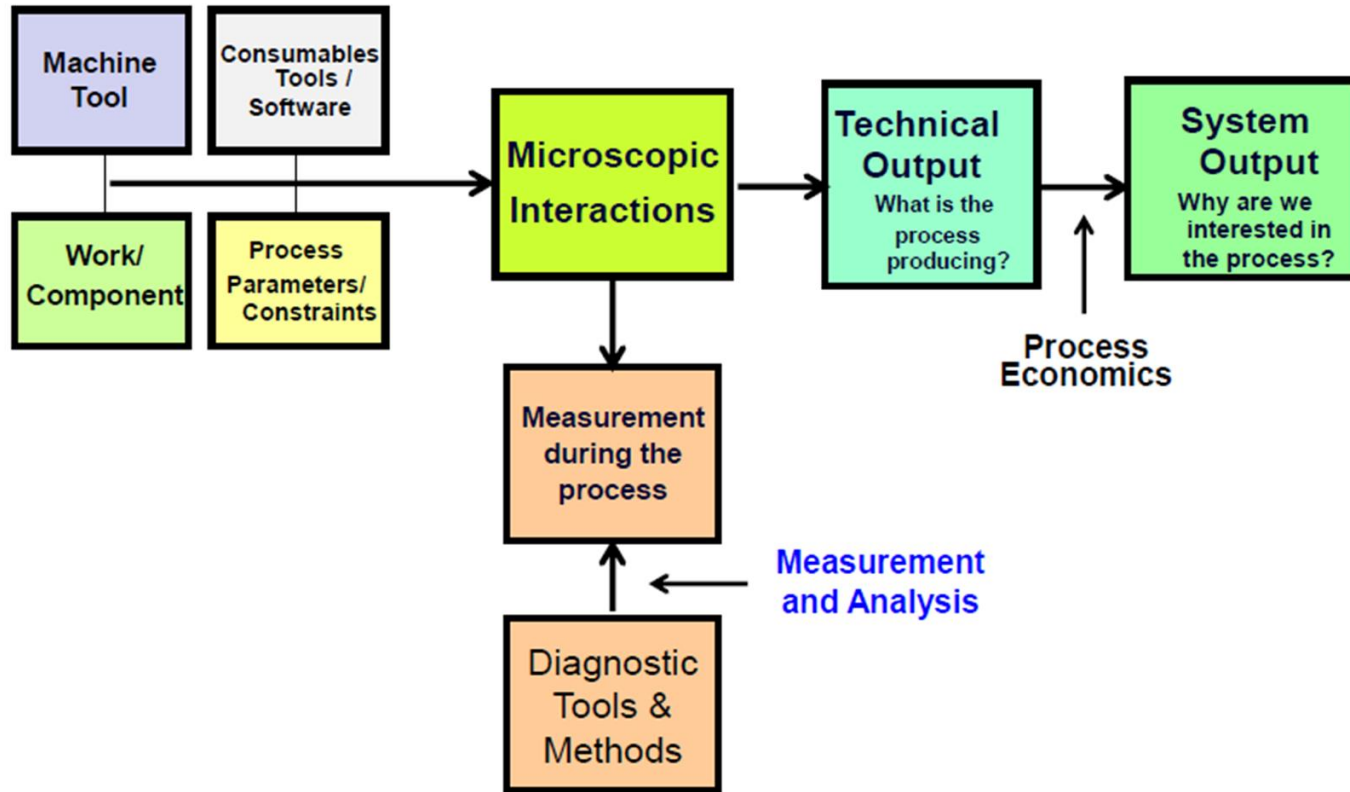
R&D Surface Technology Center – Abrasives



The Company along with its subsidiaries/ JV/ associates - has set up 7 state of the art DSIR (Department of Science and Industrial Research) approved R&D centres at all its divisions.

Making Design Matter – Research & Development

“Systems Thinking” Approach to Design



247
IP filings
as of Jan 2019

Across all business units of CUMI, there has been continuous focus of technology innovations leading to achieving a total of **247 IPs in form of Patents, Design Registrations and Trademark Registrations.**

Making Solutions Matter – IOT Elements in Products



Remote Monitoring & Diagnostics For Coolants



Intelligent Grinding Wheel

CUMIAWARE – Wear Monitoring System



CUMIAWARE Installed Equipment

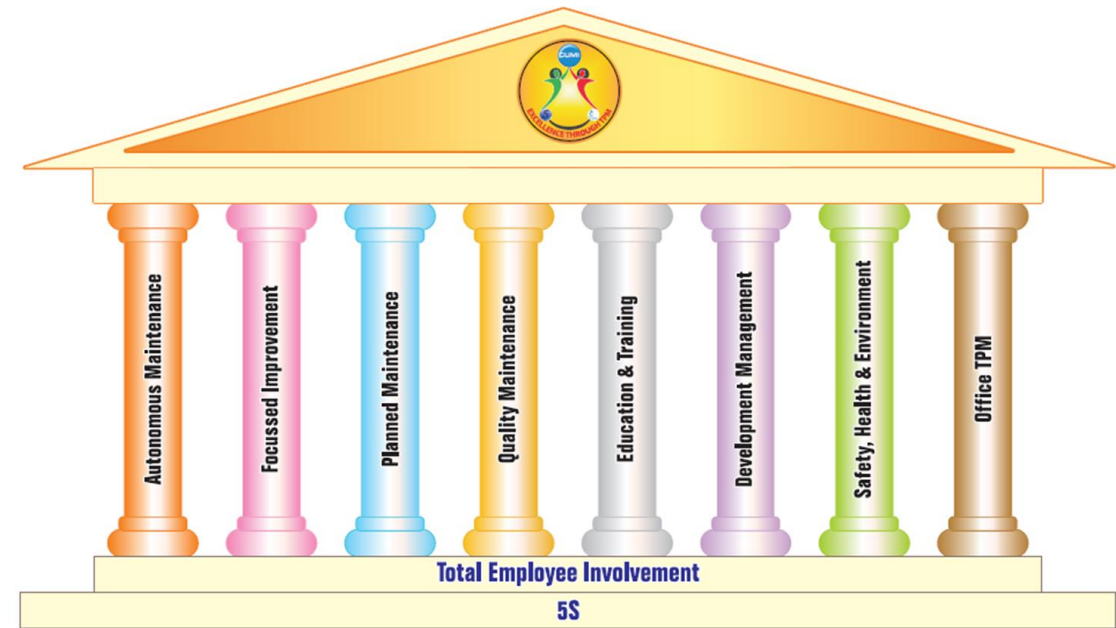


CUMIAWARE Monitor Panel

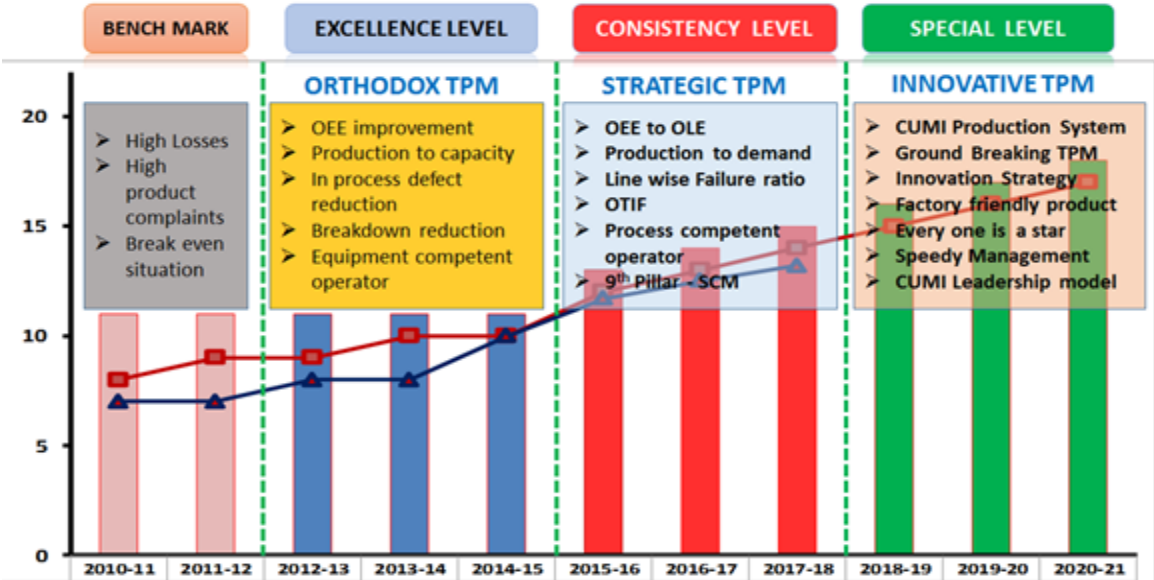


CUMIAWARE Alert Trigger

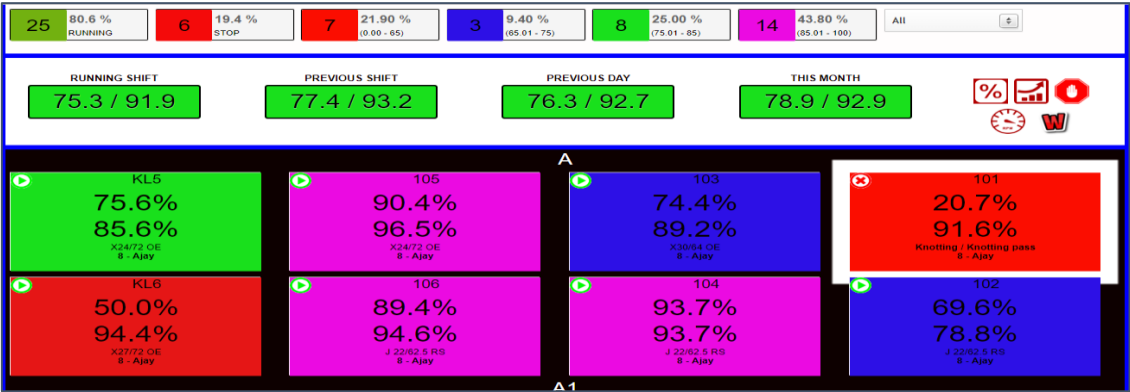
Making Processes Matter – TPM & IOT in Manufacturing



TPM Philosophy – Manufacturing Excellence



Productivity Improvement



Making Services Matter – Installation & Support



Making Partners Matter

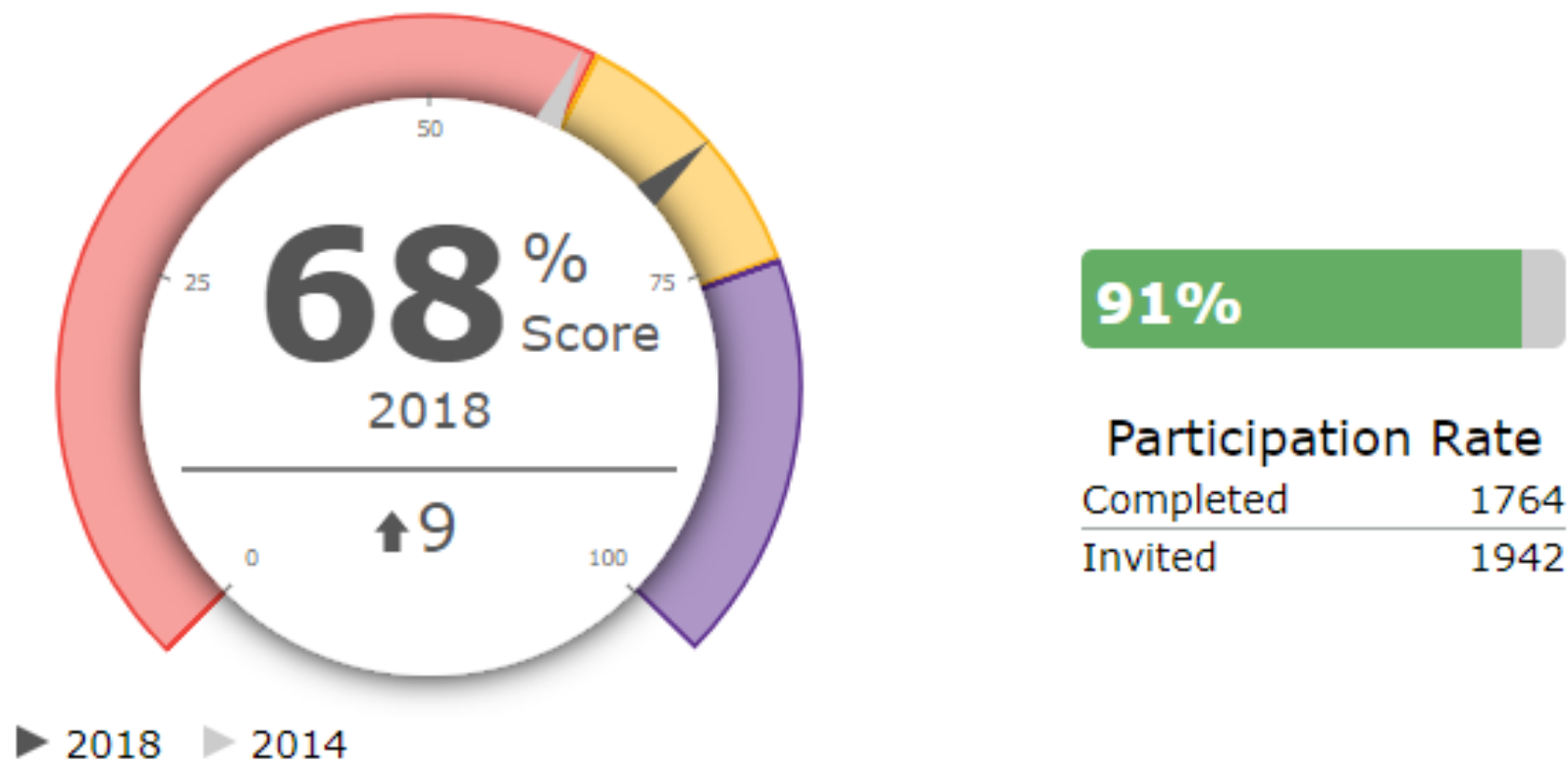
Abrasives – Ratna Dealers Meet



CUMI - Making Engagements Matter



CUMI – Engagement Score - 2018



CUMI's overall engagement score is now **68%**, up 59% in 2014

Employee Engagement

W
A
Y

F
O
R
W
A
R
D



Survey Result presentation by Aon

- ABR & SR – 1st Aug 2018
- Wendt & IC – 8th Aug 2018
- EMD – 10th Aug 2018



Communication of Results to employees

- Communicated to **MS/MMS** through **mail**
- To be communicated to NMS through **posters**



Focus Group Discussion

- No.1 with **MS/MMS/NMS** at different job level and age group
- No.2 with **Leadership team /HOD** in respective Units



Action/Plan

- Collate the Improvement/suggestion points from the FGD's and derive **Action/Plan** for each unit



Engagement Calendar

- Based on the proposed plan and action **Unit wise Engagement Calendar will be** to be designed and rolled out



Review Mechanism

- Review to be conducted by the Corporate team to track the adherence of Plan/ Action as per the Engagement Calendar

Before 10th of Aug 2018

Before 1st week of Aug 2018

Before 2nd week of Aug 2018

Before 3rd week of Aug 2018

Before 4th week of Aug 2018

Once in a month

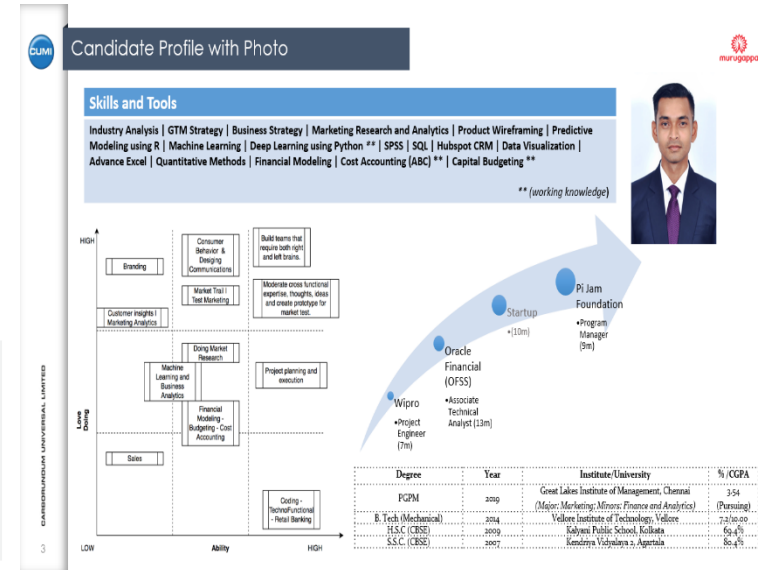
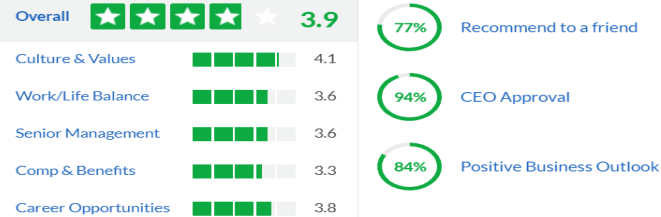
Making People Matter –New Recruits

Dialogue in the Dark



CUMI's Glassdoor Reviews

Carborundum Universal Limited Ratings and Trends



Presentation by Candidate is introduced in the Campus hiring process to assess the presentation skill, talent, creativity of the students

Process Improvement for GETs Retention:

- Briefing the job role prior to hiring
- Structured induction program and handholding of GETs during their training period
- Assigning mentor and buddy for each GET
- Training interventions like YOLO
- Moved to project based training (GETs take up specific projects during their training period and work on it)



Making People Matter - Mentorship

Meet our Mentors

Catalyst
Connect. Learn. Grow.

Click [here](#) to know more about these mentors and how Catalyst works

murugappa

CUMI

Catalyst- CUMI's unique program on Mentoring, was launched in December. It's a flexible and self-initiated program where any employee can reach out to a Mentor from a pool of Mentors.

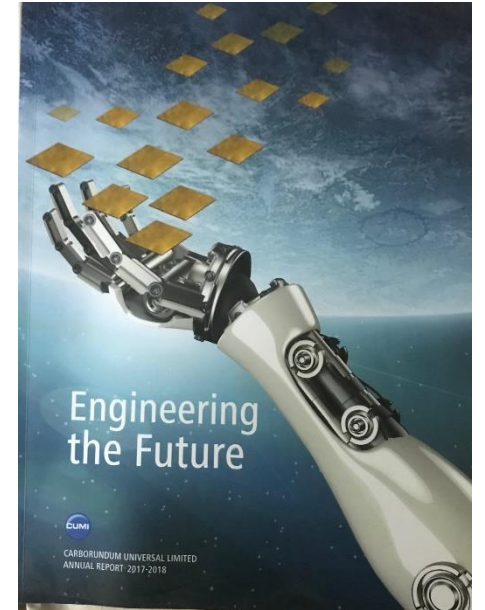
For preliminary mentor interaction, two hour Mentor Marathon was initiated. More such mentoring chats planned for 2019-20 so employees are able to leverage this program for their guidance and growth.

Awards & Recognition



CUMI IC has been awarded the Gold Certification in Manufacturing Excellence Award by Frost & Sullivan

Awards & Recognition



**ICAI Excellence Award
in Financial Reporting
for FY 2018**

F20 – Q1 Results – Standalone CUMI

Rs. in lakhs

2018-19 Q1 - Act	2018-19 Q4 - Act	Description	Q1 - F20 Actuals	Q on Q %
41003	44567	SALES	42371	3%
6936	8410	EBITDA	6204	-11%
16.9%	18.9%	EBITDA %	14.6%	
5863	7234	PBT	6181	5%
14.3%	16.2%	PBT%	14.6%	
3920	4923	PAT	4507	15%
9.6%	11.0%	PAT%	10.6%	

F20 – Q1 CUMI Consolidated

Rs. in lakhs

	Quarter ended June 19			Quarter ended June '18		
	Sales	PBT	PAT	Sales	PBT	PAT
CUMI Stand Alone	42,430	6,181	4,507	41,003	5,863	3,920
Less : Dividends received from Sub & JV / Inventory	-	(1,602)	(1,728)	-	(947)	(910)
CUMI STAND ALON	42,430	4,579	2,779	41,003	4,916	3,010
		10.8%	6.5%		12.0%	7.3%
CUMI - America	1,713	12	12	1,613	(7)	(7)
Net Access	1,076	40	30	1,054	89	64
SEDCO	636	167	123	611	171	126
Sterling Abrasives	1,905	175	121	1,964	351	255
CUMI - Australia	2,505	421	289	2,430	481	338
CUMI- Middle East	430	(12)	(12)	228	(26)	(26)
CUMI - International	-	3,378	3,378	-	3,153	3,153
VAW	16,453	2,874	2,245	15,216	3,263	2,549
FZL	2,660	(820)	(820)	2,627	(221)	(221)
CUMI - China	553	10	10	500	(33)	(33)
CUMI Europe	-	(3)	(3)	-	(0)	(0)
TRI	-	-	-	-	-	-
Sub Total	27,933	6,241	5,372	26,244	7,220	6,197
Less: Inter Company Adj	(4,006)	(3,599)	(3,599)	(4,668)	(3,329)	(3,329)
Less: Minority Interest	-	-	136	-	-	(243)
CUMI SUBSIDIARIES	23,927	2,642	1,910	21,576	3,890	2,625
		11.0%	8.0%		18.0%	12.2%
Joint Venture	-	-	261	-	-	309
MMTCL	-	-	169	-	-	128
Ciria India Ltd	-	-	143	-	-	214
Wendt India Ltd	-	-	-	-	-	-
CUMI's JVs	-	-	573	-	-	652
CUMI Consolidated	66,357	7,221	5,262	62,579	8,806	6,286
		10.9%	7.9%		14.1%	10.0%



CARBORUNDUM UNIVERSAL LIMITED



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Creating Value
is our **driving force**

