

Leveraging Opportunities for Revenue Growth and Product Expansion

NRB Bearings Limited headquartered in Mumbai, is India's leading manufacturer of needle roller bearings and cylindrical bearings for automotive and industrial applications. A pioneer in high-performance bearings and friction solutions for mobility, they have made an aggressive growth plan to expand into industrial, aerospace and defence applications, offering end-to-end capabilities for friction solution products, from design to delivery across industries. The company manufactures a wide range of precision-engineered, lightweight, and innovative friction solutions for customers in India and in over 43 countries worldwide.

Building on its legacy, NRB Bearings is executing a decisive pivot toward expanding its range to serve high-tech, future-proof global customers. To achieve its ambitious agenda of doubling revenue to INR 2,600 crore by 2031, the company is expanding beyond its EV-agnostic automotive core to aggressively target the industrial, aerospace, defence, and digital data centre markets. This rapid growth strategy and have already embarked on a Rs 200 crore capacity expansion plan, along with an aerospace acquisition and a strategic joint venture for industrial CRB.

Steered by the indomitable Vice Chairman and Managing Director, Harshbeena Zaveri, NRB Bearings has chalked out an ambitious expansion plan over the next five years to embrace, expand, and upgrade manufacturing facilities and R&D capabilities across product lines in India, Thailand and USA.

Zaveri is very bullish about the company's strategy to double sales, propelled by a high-growth



Harshbeena Zaveri
*Vice Chairperson and Managing Director,
NRB Bearings*

diversification agenda targeting the EV agnostic business addressing ICE to EV and hybrid transition, the industrial Gearbox and construction equipment industry, aerospace and defence sectors; expanding its presence in new opportunities, it has definitive plans to enter the digital space with its foray into the rapidly evolving data centre market.

The company's long term strategy is to focus on on key differentiators—the most important being its world class R&D capabilities global and its marquee global and Indian customer base, which reads like a who's who of prestigious OEM and Tier one clients.

NRB's focus on its deeply embedded EV agnostic core business ensures stability across shifting powertrain technologies. The INR 200 crore expansion plan is directed to this aim to scale its manufacturing capabilities to align with the global shift toward diversification beyond its strength in ICE, Hybrid and electric mobility and to add more automotive as well as industrial applications.

As NRB chases an ambitious target of doubling its revenue from INR 1,300 crore in FY26 to INR 2,500 crore in FY31, Zaveri is confident of crossing that mark. This confidence stems from the firm's plan to establish more joint ventures, such as the recent one it has inked with Italy's Unitec Group, significantly strengthening its CRB portfolio. Apart from entering the agricultural equipment and construction equipment arena in a major way, plans are afoot to penetrate deeper into the aerospace and defence ecosystem, propelled by its recent targeted acquisition. The investments planned include adding land and buildings for both JVs for new industrial diversification and for the upcoming global hybrid and EV platform launches.

Zaveri views these areas as opportune growth avenues alongside the firm's automotive growth, which is both export led and India driven.

While discussing the performance of the product categories and their future resilience in the market, she shares that the industrial segment, which accounts for 11–12% of NRB's sales, is set to cross 20% by 2031. She is quick to point out that no segment accounts for more than 33% of total sales, nor does any single customer contribute more than 10%.

This risk mitigation strategy ensures NRB grows irrespective of which sector or customer is growing, and helps NRB to consistently outperform its peers.

With her global mindset, Zaveri has built a company that has the flexibility and capabilities to embrace new market opportunities, and emerge a winner.