



# ***Sundaram-Clayton Ltd***

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***Corporate Presentation – May 2014***



1. About TVS group
2. About Sundaram Clayton (SCL)
  - a. Overview
  - b. Manufacturing
  - c. Products
  - d. Customers
  - e. Strength
  - f. Financials

# 1. TVS history & Group Journey

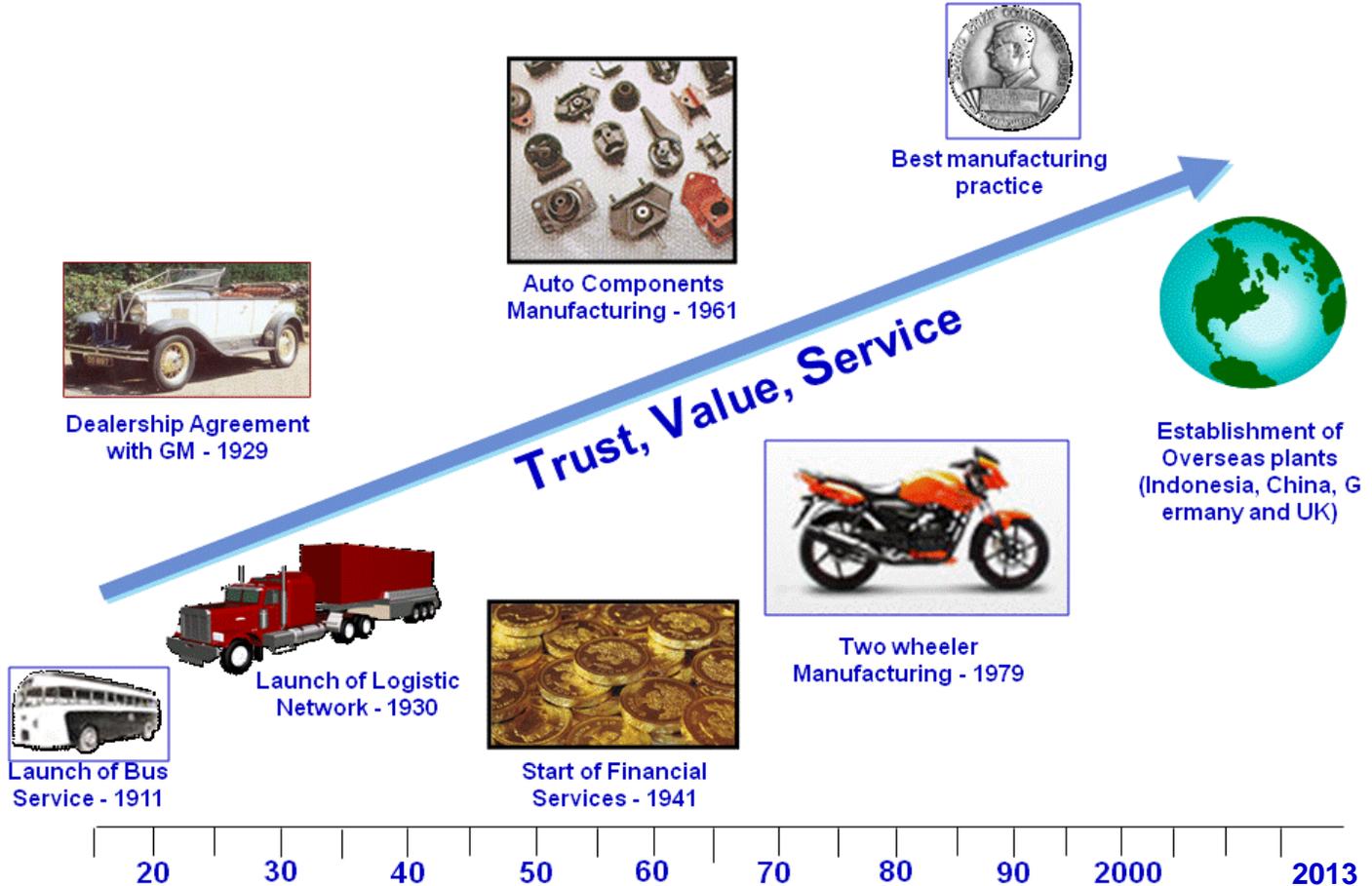
## TVS history



**T V Sundaram Iyengar**

- Established in 1911
- Revenue of US \$ 7 bn
- One of the largest auto component group in India
  - 33 companies and 32,000 employees
- Diversified portfolio – 2 wheelers, vehicle dealership and logistics

## TVS group journey



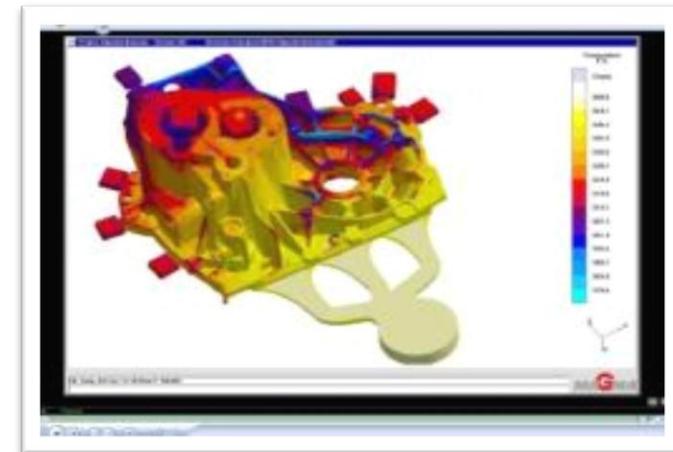


## 2.a Sundaram Clayton – Overview

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- Part of USD 7 Billion TVS Group of companies, the largest automotive component manufacturing and distributing group in India
- Started the die casting division in 1968
- World Class manufacturer of precision aluminum cast products catering to the needs of the automotive industry
- 4 manufacturing locations in Tamil Nadu with casting capacity of over ~50000 tons p.a.
- 45% of the product is exported to prestigious customers world wide
- Have world Class customers like Cummins, Volvo, Daimler, Wabco, ZF, Hyundai, Ford, BMW, Honda, Tata Motors and TVS Motors.
- Segmental Sales Break up
  - HCV's – 50%
  - 2 Wheelers – 20%
  - Passenger Cars – 30%

- **In-house die design**
  - 30 Engineers
  - Advanced software for flow, fill & solidification simulation and gating design
- **Quality assurance system**
  - Infrared thermography
  - Spectrography
  - Radiography
  - Thermo Regulation & Jet Cooling
  - Partial Squeeze & Vacuum assist
- **In-house die maintenance**



## 2.b Die casting and Machining - *Manufacturing*

- 24 melting furnaces
- 81 High Pressure Die-casting cells in the range of 250 T to 3200 T
- 47 Gravity station cells
- 18 Low Pressure Die-Casting stations
- 300 machining cells
- Sub assembly station



## Quality assurance system

- Spectroscope
- Radiography and Thermography
- CMM
- Millipore Tester
- 3D CMM & Laser Scanning

## Accreditation

- ISO / TS 16949
- Ford Q1
- IMS (ISO & OHSAS)
- TPM Excellence Award
- IMEA Award for Manufacturing Excellence
- Several awards from customers on quality, delivery and New product development



## 2.b Global value chain - *Manufacturing*

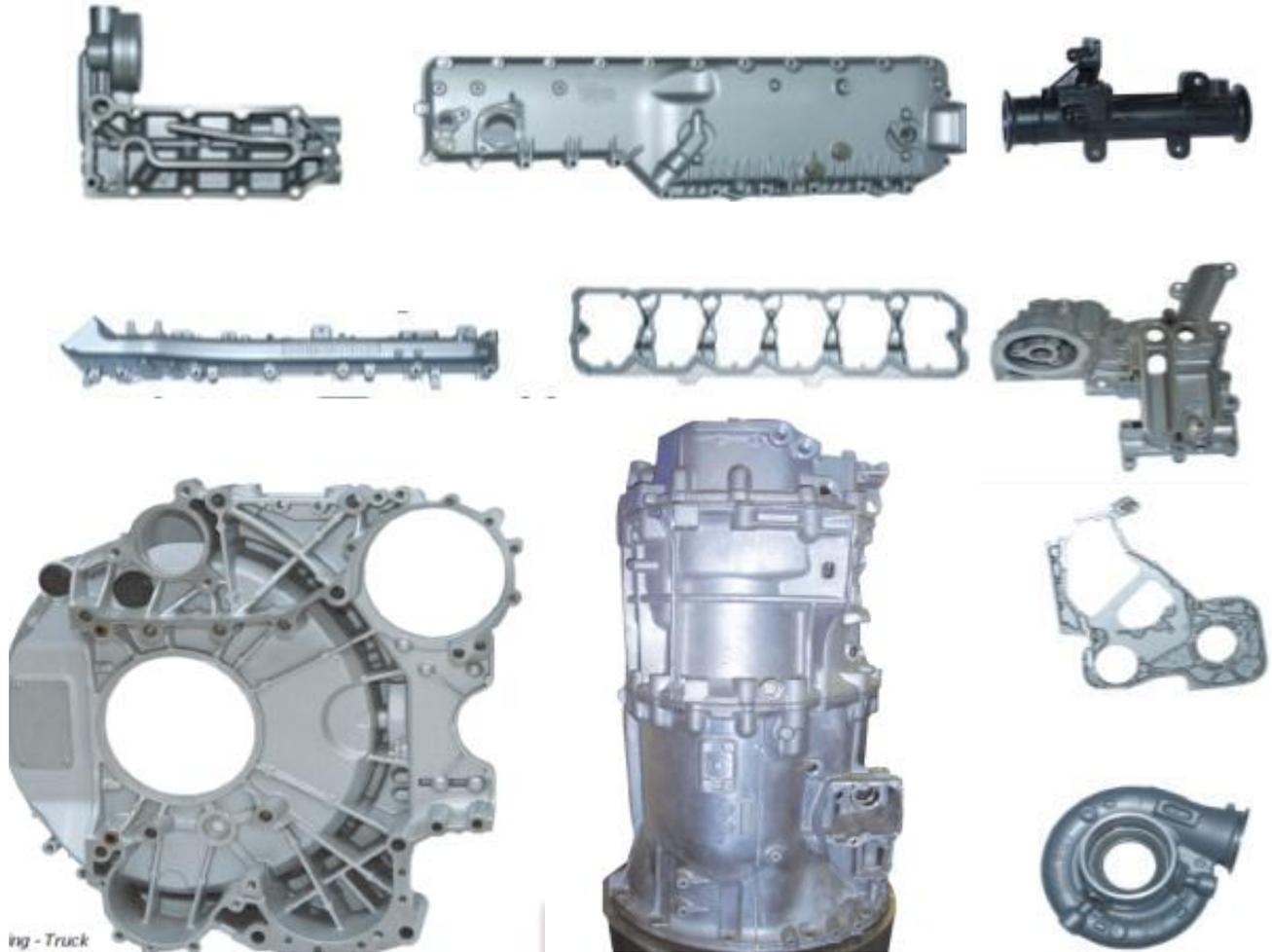
- 4 Manufacturing plants in India
- On-site support
  - 3 Regional offices in USA, Sweden & Germany
- JIT supplies to customers
  - 17 Third party Logistics' (3PL) locations
  - 9 Customer-managed

| Plant | Location                            | Casting | Machining |
|-------|-------------------------------------|---------|-----------|
| I     | Chennai - Padi                      | ●       | ●         |
| II    | Chennai - Mahindra World city (SEZ) |         | ●         |
| III   | Hosur - Belagondapalli              | ●       |           |
| IV    | Chennai - Oragadam                  | ●       |           |



3PL Warehouse ◆ Regional & support office ▲ Manufacturing 🏭 Direct supplies ✚

## 2.c Products : Castings for Heavy trucks



Casting weight from 250 gms to 25 kgs



## 2.c Products : Castings for 2 wheelers



Casting weight from 500 gms to 5 kgs

# 2.d Customers

## Indian OEMs



## Indian Tier 1



## Global



## 2.e SCL – Strengths

**Sundaram-Clayton Limited**

1 Association with the TVS Group (100 years of lineage, Strong customer centricity, Trust, Value, Service, Exactness)

2 Diverse Product Portfolio (One stop for die casting)

3 Strong Customer Relationships (Preferred supplier status)

4 Superior Research & Development & Technological Capabilities

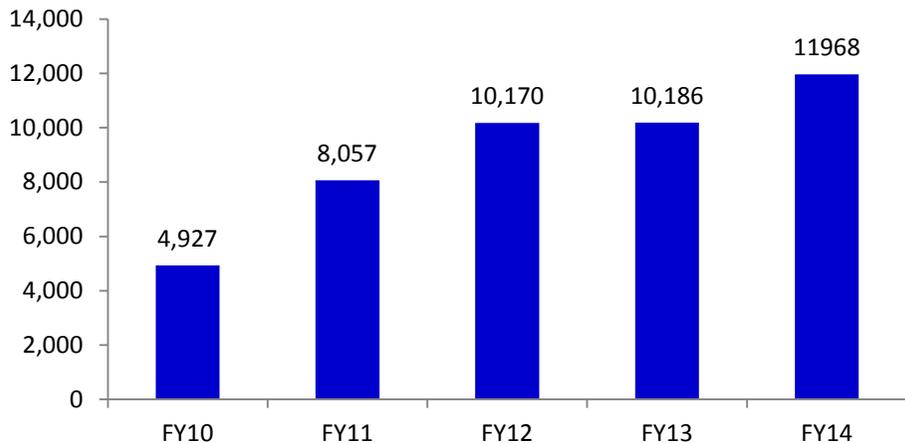
5 Design & Manufacturing Capabilities (250 gms to 25 kgs)

6 Strong Management Team

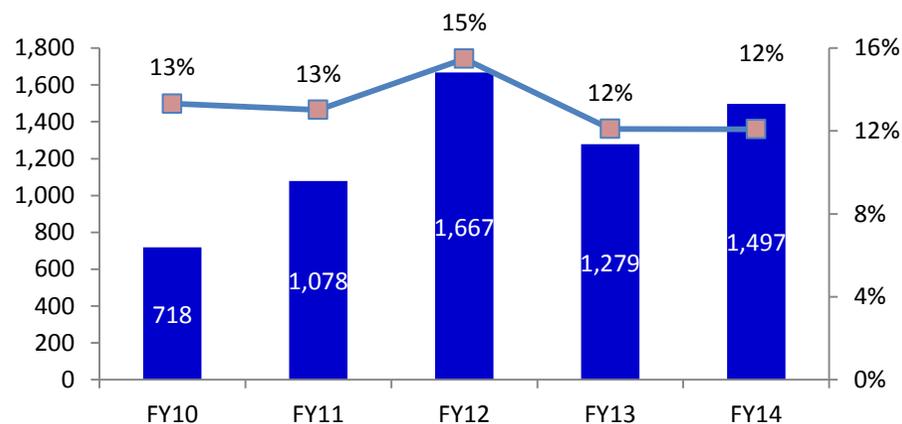
# 2.f Financials



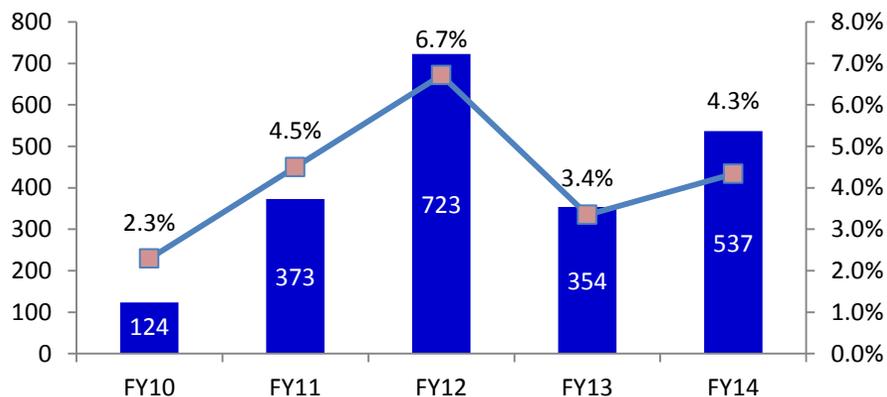
## Net Sales (Rs Mn)



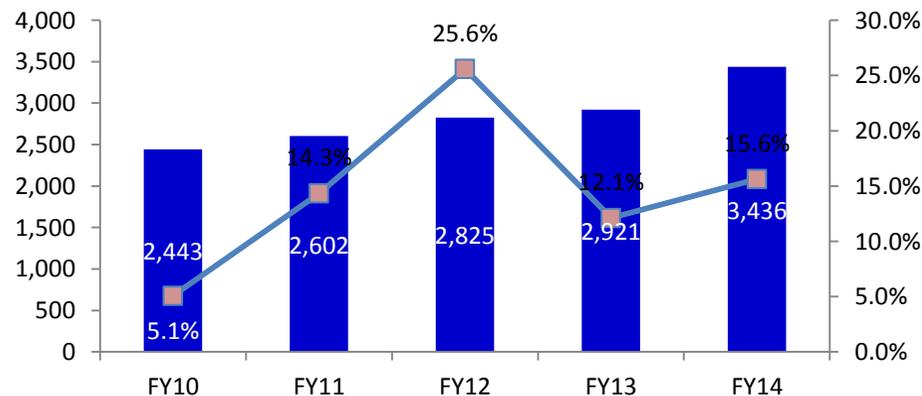
## EBITDA (Rs Mn) & EBITDA Margin (%)



## PAT (Rs Mn) & PAT Margins (%)



## Networth (Rs Mn) with RoE (%)



\* = Includes exceptional income of Rs. 253 mn and Rs. 58 mn. in FY12 and FY14 respectively



# Thank You

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