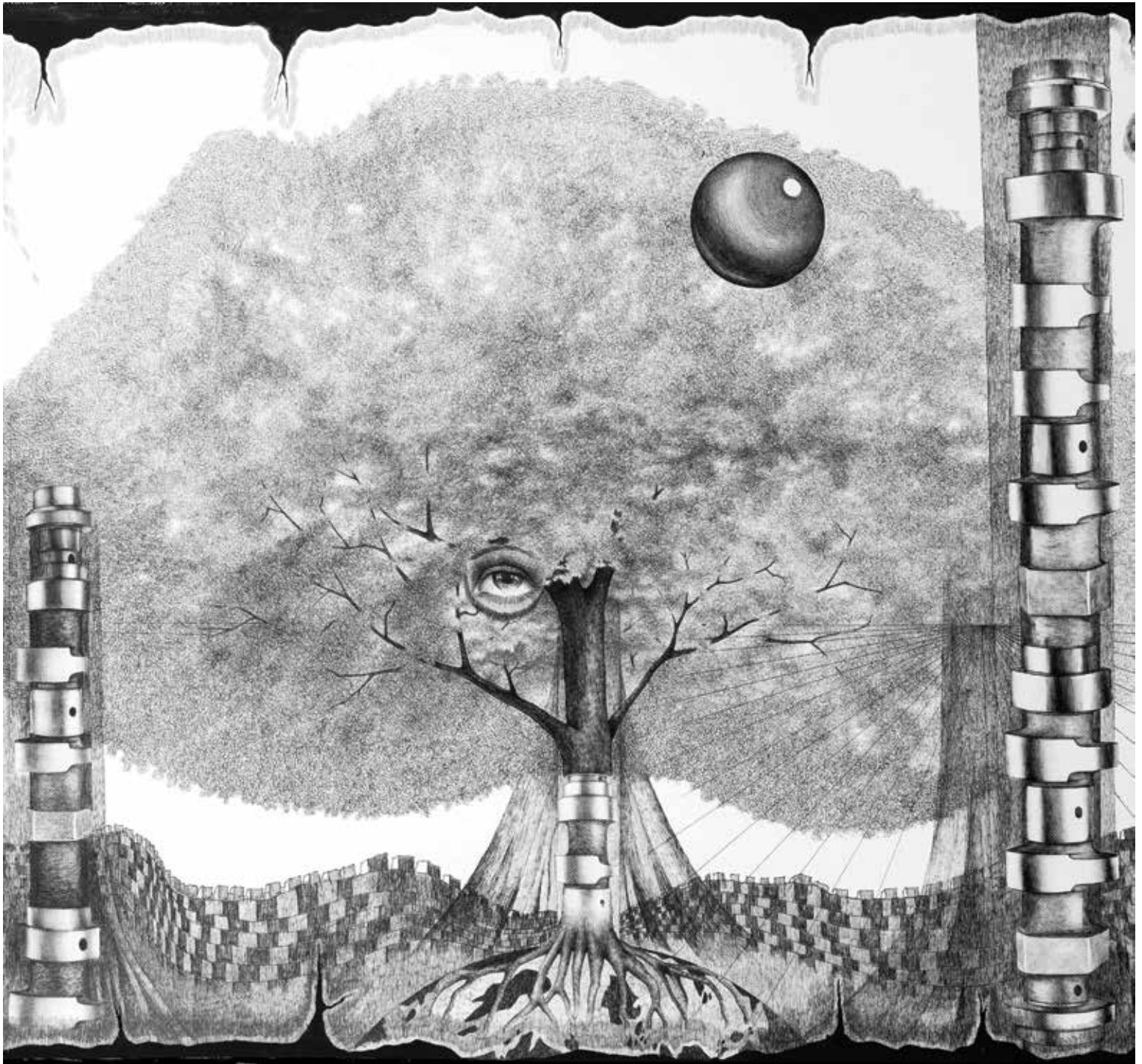




PRECISION CAMSHAFTS LIMITED



## PERSISTENCE OF VISION

Drawing in Ball Point Pen by Sheil Sadwelkar  
60" \* 40" Berkshire Buff Off White Mount Board

ANNUAL REPORT 2017-18



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# PERSISTENCE OF VISION



The products made by Precision Camshafts are used around the globe in passenger cars, commercial vehicles, and large engines. They are used in every 10<sup>th</sup> passenger car produced around the world. We are the technology leaders in the global camshaft space, ensuring the highest level of competitiveness in terms of quality and costs. We are pushing ahead with the development of innovative solutions by systematically pursuing a pioneering approach and making transportation more efficient and environment friendly.

Our vision is to be a world leader in camshafts manufacturing, with mutually beneficial engagements with Original Equipment Manufacturers (OEMs) across the globe. We manufacture and supply 8.07 million camshafts across the world, making us one of the largest independent camshaft manufacturer. We are one of the few global players with technological capabilities across all the manufacturing processes – chilled cast iron, ductile iron, hybrid and assembled camshafts. We are also working towards becoming a diversified player by expanding our product portfolio, as we add new products through the recent acquisitions.

From our vision and passion came performance. From being a supplier of camshafts, we gradually transformed into a “preferred development partner” of marquee global and domestic OEMs. We maintained our thrust on improving camshaft technology and a solid focus on quality. Our new machining unit with world-class equipment ranks us as India’s only camshaft manufacturer offering a “one-stop solution” for different types of camshaft needs.

Our most modern and state-of-the-art, cost-optimised production facilities for camshafts have helped us develop an unequalled manufacturing base and a strong and innovative product mix. A higher share of machined camshafts has expanded our product offerings and also driving margin expansion, growing market share and improving our earnings. We forayed into newer markets, increased our revenue streams and advanced our growth strategy.

Over the years, by thinking differently, we have fully transformed our passion into performance and thoughts into action. We not only catered to the requirements of fast-growing economies, but also reaped the benefits of low-cost manufacturing destinations. Our technical know-how and experience enabled us in supplying strategic solutions for customers. A well-spread footprint across geographies lends us a significant competitive edge in the marketplace and helped us perform better each year.

## At A Glance

We are one of the leading manufacturers and suppliers of camshafts in India and globally. We supply more than 150 varieties of camshafts for passenger vehicles, tractors, light commercial vehicles and locomotive engine applications. We have a global market share of ~ 9% in passenger vehicle camshafts.

We are one of the few global suppliers manufacturing all four types of camshafts i.e., cast iron, ductile iron, hybrid and assembled camshafts. It is this comprehensive products offering that enables us to occupy a leading position in the marketplace and deliver optimal solutions to our customers.

We are pragmatic and decisive, and are consistently setting new standards in manufacturing with state-of-the art manufacturing facilities, cost competitive engineering expertise, extensive production experience, and long-term relationships with global original equipment manufacturers (OEM).

### KEY NUMBERS THAT DEFINE US

0.039

Debt-Equity Ratio

~ 9%

Global Market Share

150

Varieties of Camshafts  
Manufactured

₹ 57,012  
Lakhs

Total Networth

₹ 2,198  
Lakhs

Total Debt

**OUR EXISTING AND PLANNED PRODUCT OFFERINGS**

**Chilled cast iron  
machined camshaft**

**Ductile iron machined  
camshaft**

**Hybrid camshaft**

**Assembled camshaft**

**Balancer shafts**

**Cam modules**

**Sliding cams**

01

02

03

04

05

06

07

## One of the Preferred Camshaft Suppliers

At Precision, we believe in setting ambitious benchmarks and strive to achieve them each year. We give utmost importance to quality and abide by a zero defects policy. We are committed to steadfast performance, and adhere to a blend of superior values that ultimately culminate into perfection.

### OUR ENGINEERING EXPERTISE

- 300+ engineers
- 20+ workstations in design office with modeling software such as Catia, Unigraphics and ProE
- Manufacturing systems follow customer requirements like QSB/ Q1/VDA6.3
- ISO/TS 16949:2009, ISO 14001:2004, BS OHSAS: 18001:2007 certified

### OUR TECHNICAL PARTNERS



### KEY MARKET DIFFERENTIATORS

One stop solution for niche machined components

Publicly listed company with strong financial position

State-of-the-art global manufacturing facilities

Global benchmark in quality

Strong and experienced management team and Board of Directors

Well defined strategy for global expansion and diversification

# 300+

Engineers at  
Precision Camshafts

## OUR MANUFACTURING FOOTPRINT

### India



**EOU Unit,  
Solapur,  
Maharashtra**

4 Foundries  
3 Machine Shops

Installed Capacity:  
**Foundry:**  
10.80 Million Units Per Annum

**Machine Shop:**  
2.65 Million Units Per Annum



**Domestic Unit,  
Solapur,  
Maharashtra**

1 Foundry  
1 Machine Shop

Installed Capacity:  
**Foundry:**  
1.38 Million Units Per Annum

**Machine Shop:**  
0.36 Million Per Annum

### China



**Joint Venture Partner:**

Ningbo Shenglong Camshafts  
Limited

**Stake of PCL:** 22.50%

**Installed Capacity of Machine  
Shop:** 1.50 Million Units Per Annum



**Joint Venture Partner:**

PCL Shenglong (Huzhou)  
Specialised Casting Company  
Limited

**Stake of PCL:** 40%

**Installed Capacity of Machine  
Shop:** 4.00 Million Units Per Annum

### Increase in Capacity of Machining Camshafts

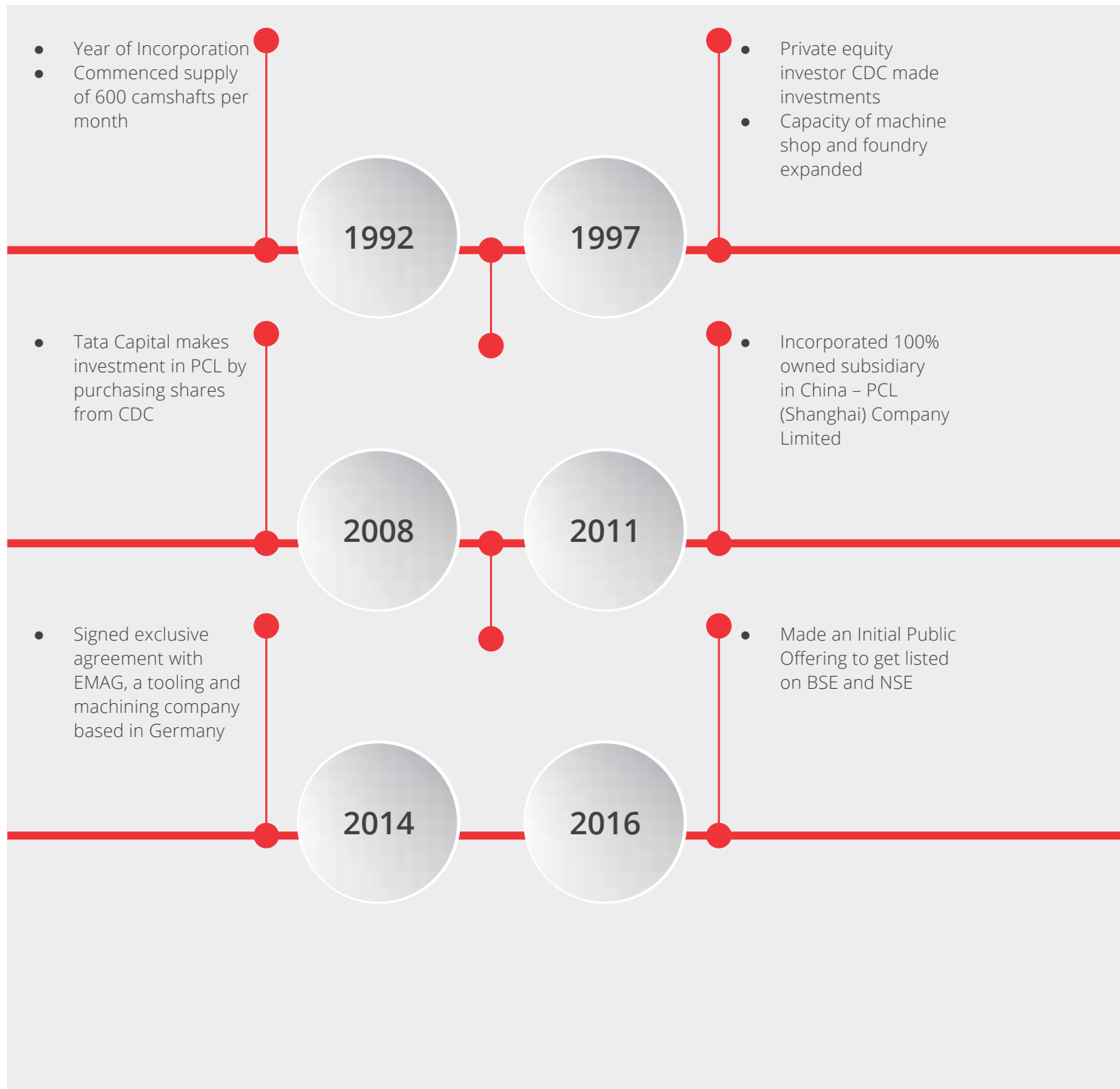
**1.9 Million Units  
Per Annum in 2017**



**4.0 Million Units  
Per Annum in 2022**

**INCREASE IN MACHINING CAPACITY IS TARGETED TOWARDS CONTRACTED  
BUSINESS FROM FORD, GENERAL MOTORS AND MAHINDRA & MAHINDRA**

## Our Journey So Far





- Entered into technical and financial JV with G. Glancey, a European camshaft manufacturer

1999

2006

- Acquired stake in the JV with G. Glancey

- Entered into JV with China-based Shenglong Automotive Powertrain Company for manufacturing of camshaft

2012

2013

- Entered into JV with China-based Shenglong Automotive Powertrain Company for setting up foundry unit for camshaft castings

- Added machine shop for manufacture of ductile, assembled, chilled cast iron camshafts at Solapur, with capacity of 2.0 million units a year

2017

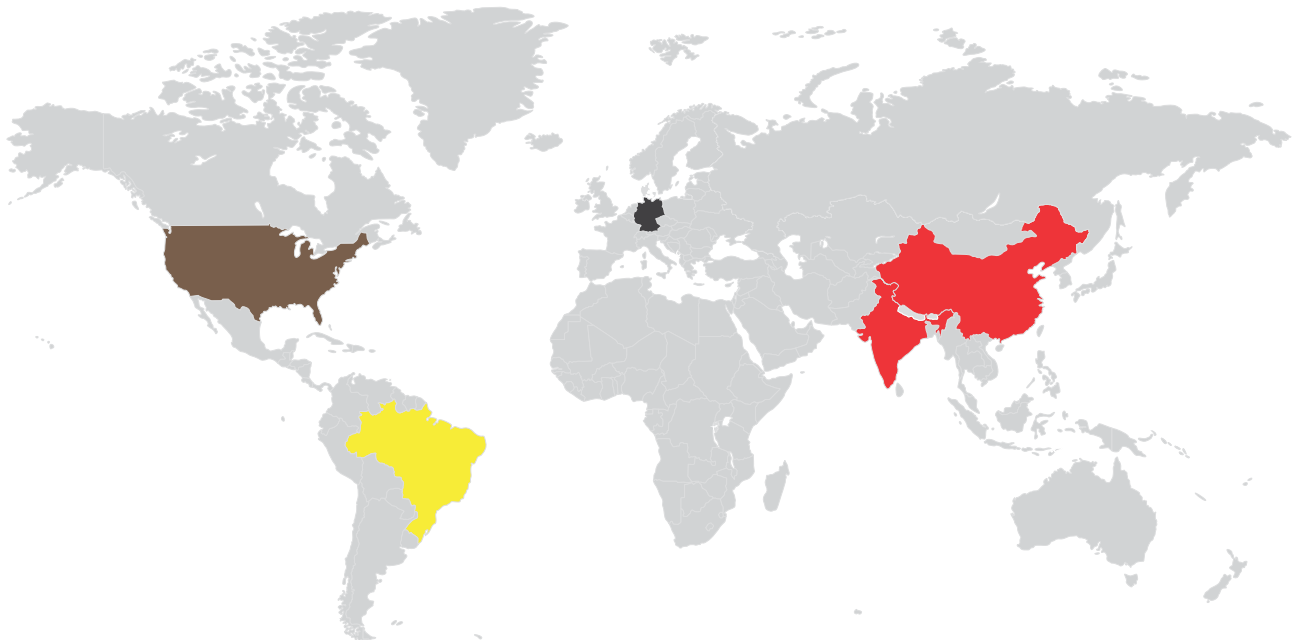
2018

- Acquisition of MFT, Germany and EMOSS, Netherlands

- Received orders from Ford Motors and Toyota for manufacture of ductile camshafts
- Acquisition of Nashik based MEMCO Engineering Pvt. Ltd. for ₹ 38.04 crore

## Global Presence

Our goal is to improve mobility of people around the world through our solutions unrivalled in breadth and depth. We are determined to set new future standards through our state-of-the-art solutions by consistently using our knowledge and innovating.



● EUROPE

● NORTH AMERICA

● SOUTH AMERICA

● ASIA