



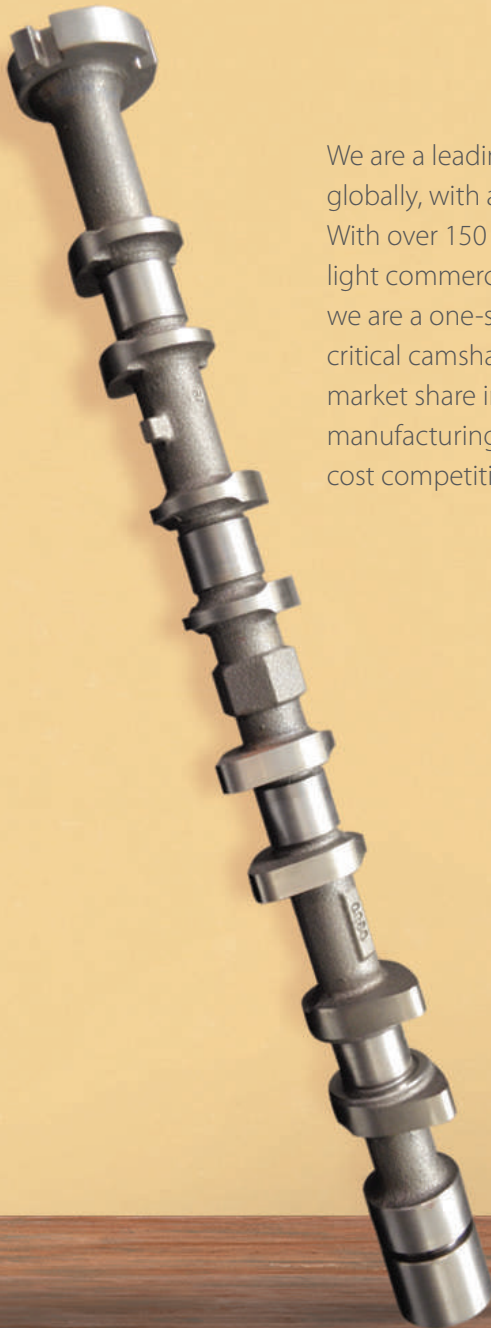
# Committed to Growth and Value Creation

**PRECISION CAMSHAFTS LIMITED**

Annual Report 2016 -17

# WE ARE Future Ready

We are a leading manufacturer and supplier of camshafts in India and globally, with a diversified product portfolio of automobile camshafts. With over 150 varieties of camshafts for passenger vehicles, tractors, light commercial vehicles and locomotive engine applications, we are a one-stop solution provider with a strong presence in the critical camshaft space. We have consistently increased our global market share in passenger vehicle camshafts through state-of-the-art manufacturing proficiency, design and engineering capabilities, and cost competitive engineering expertise.



Today, we are one of the few global camshaft manufacturers with technological capabilities across all the three manufacturing processes – chilled cast iron, ductile iron and assembled camshafts. With a continuous thrust on improving our camshaft technology and a solid focus on quality, we have transformed ourselves from just being a supplier to a “preferred development partner” of marquee global and domestic OEMs. With a well-spread footprint across geographies and presence in the Asia Pacific region with operations in China and India, we cater to the requirements of fast-growing economies, besides reaping the benefits of low-cost manufacturing destinations. Our core competency areas and our key focus on technology, lends us a further significant competitive edge.

To add sustainability to our business, we are setting up a machining unit with world-class equipment for the manufacturing of chilled cast iron, ductile and assembled camshafts. This will rank us as India’s only camshaft manufacturer offering a “one-stop solution” for types of camshaft needs globally. An augmented share of machined camshafts will expand our product offerings for existing and new customers. It will drive margin expansion, grow market share and better our earnings. Firm orders from global OEMs for supply of machined ductile camshafts is set to add visibility to the business, besides resulting in incremental revenues and driving earnings growth.

Over the years, we have built relevant size, scale and dynamism. Our endeavour is to have an innovative and high-quality product mix and implement efficiency measures to drive sustainability. Going forward, with an unparalleled manufacturing base and strong product portfolio, we aim to enter new markets, focus on new components, seek new revenue streams and advance our growth strategy.





## Contents



We are a global manufacturing company of automotive camshafts, respected by customers and other stakeholders for our benchmarked performance in product engineering, quality, cost, delivery and speed of response.

We continue to sustain the status of being the 'Preferred Supplier' of camshafts from our customers.



### About Us

04	At a Glance
08	What Defines Us
10	25 Years of Heritage and History
12	Our Manufacturing Capabilities
14	The Worldwide Network of Precision Camshafts
16	Corporate Information
18	Key Financial Indicators
19	Operational Highlights



Yatin S. Shah, Chairman & Managing Director

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## Our Team

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- 20 Board of Directors
  - 21 Key Management
- 

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## Management's Discussion & Analysis

---

- 34 MDA
- 



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## Our Strategies

---

- 24 Leveraging our dominant position in Critical Camshaft Space to sustain and increase market share
  - 26 Capitalising on Domain Expertise to capture a larger pie of the International Market
  - 28 Expanding revenue contribution from Machined Camshafts to penetrate deeper into the Camshaft space
  - 32 Value-added products to improve Margins and better our Return Ratios
- 

- 
- 48 Directors' Report
  - 69 Report On Corporate Governance
  - 80 Financial Statements
-

## At a Glance

At Precision Camshafts Limited, we are one of the world's largest manufacturers and suppliers of camshafts for domestic and global automobile players, and a leading global development partner of the global automotive component industry. We have established a leadership position in supplying a variety of passenger vehicle camshafts to the global arena.

We are the preferred suppliers of passenger vehicle camshafts to global OEMs. We supply more than 150 varieties of camshafts for passenger vehicles, tractors, light commercial vehicles and locomotive engine applications. We are one of the few global camshaft manufacturers with technological capabilities across all the three manufacturing processes.

Our goal is to be a technological driving force to our marquee customers. Our product portfolio for passenger vehicles demonstrates our unique systems competence, as we offer complete systems that stand out by the unrivalled width and depth of our product range.

### Key Numbers

23 Years

**Total Experience in Auto  
Component Manufacturing**

9%

**Global Market Share**

Rs 4,756

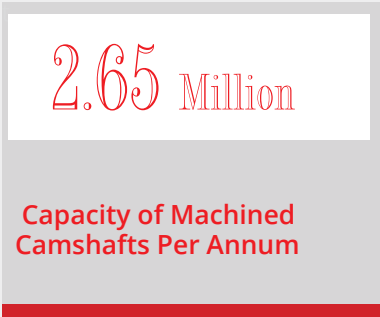
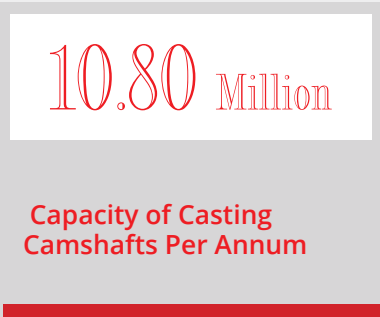
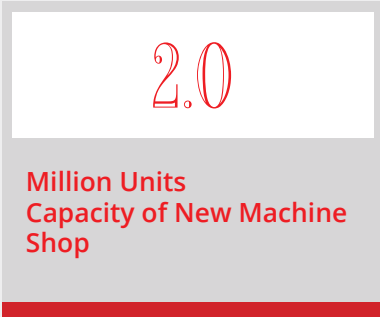
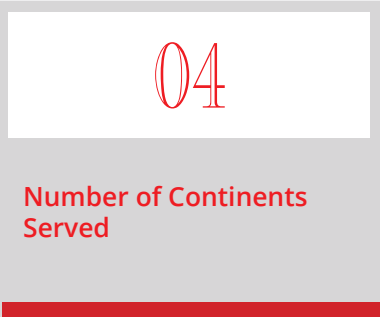
**Million  
Total Revenues in FY2017**

Rs 666

**Million  
Profit After Tax in FY2017**

Our strategy and business decisions are based on the legacy and values of our founders, Mr. Yatin Shah and Dr. Suhasini Shah. We constantly strive for the best possible solutions and realise them with products that meet the highest quality standards.

We are constantly expanding our global presence and have acquired a market share of 8-9% in the passenger vehicle camshaft market within a few years.

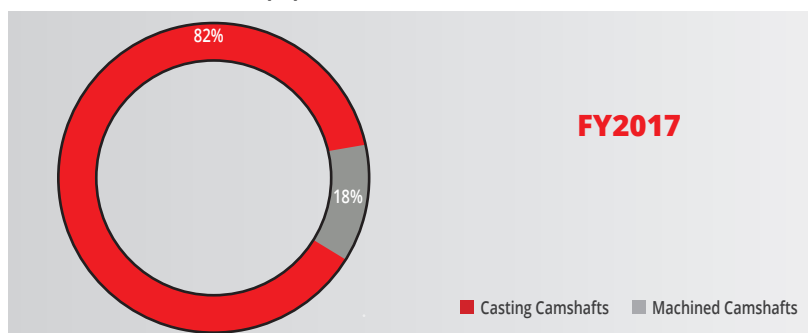




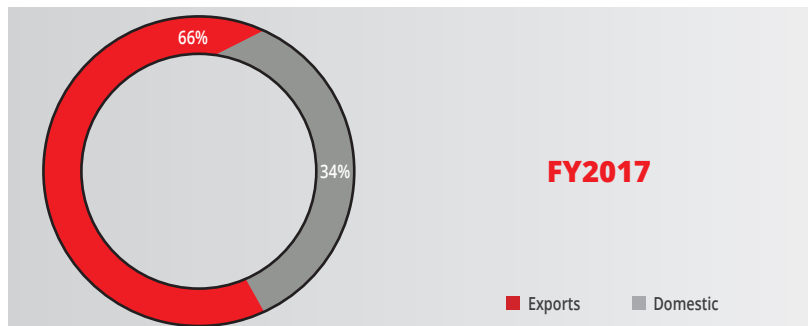
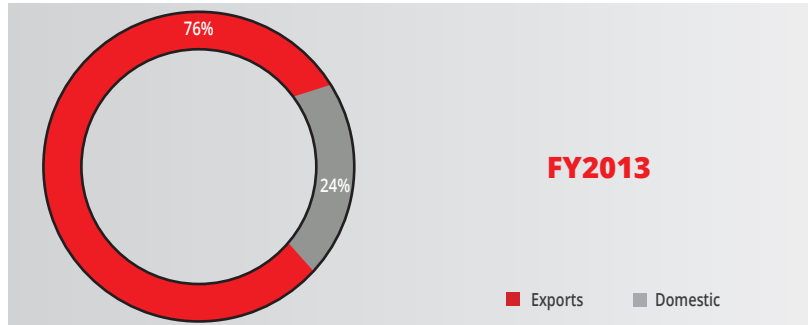
# 8-9%

Global Market Share

## Revenue Distribution (%)



## Geographic Distribution of Sales (%)



## Our Global Canvas



Europe



Asia



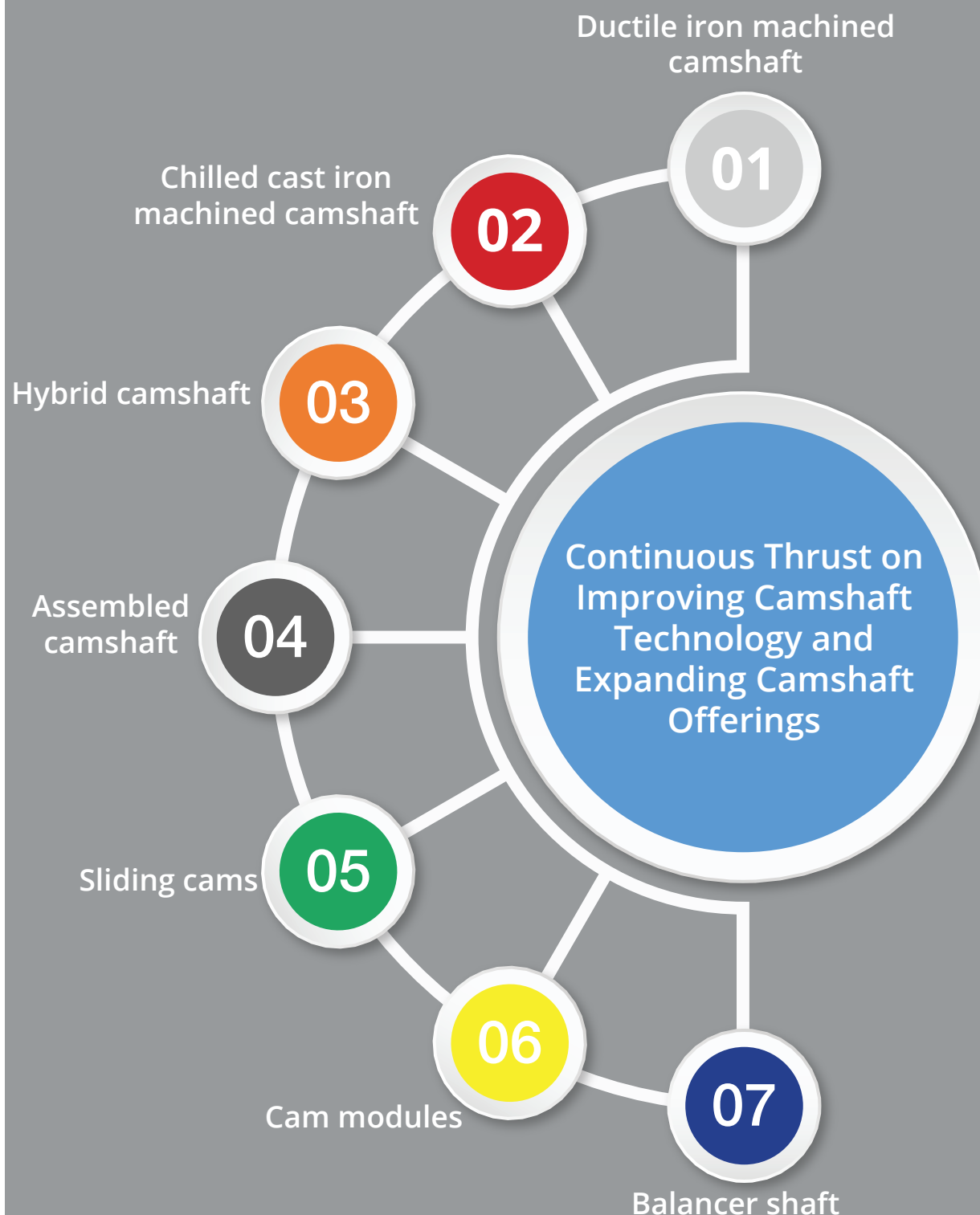
North America



South America



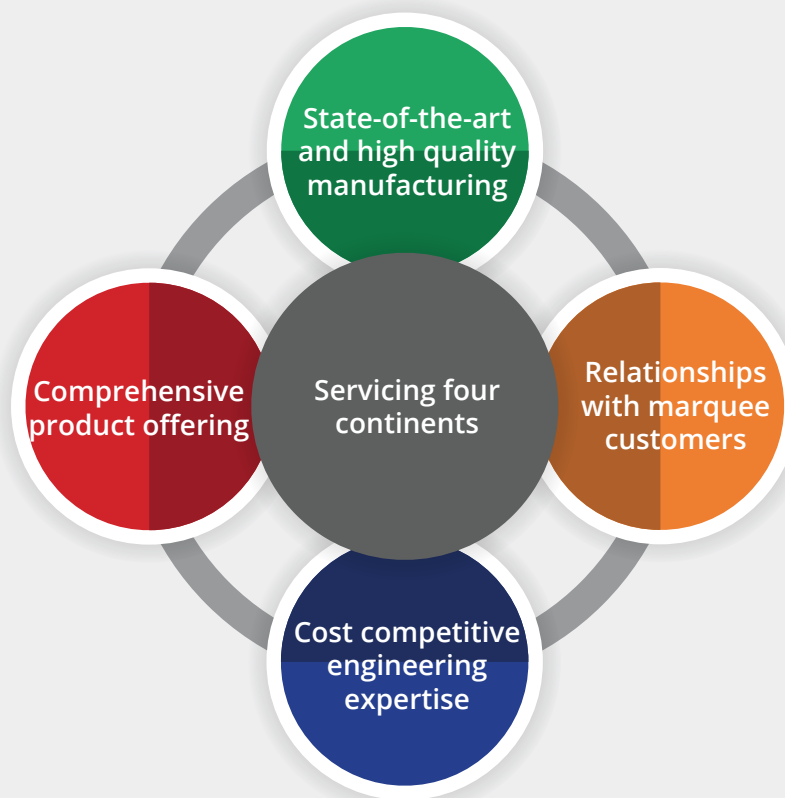
## Our Existing And Planned Bouquet Of Products



# What Defines Us

We are a global manufacturing company of automotive camshafts, respected by customers and other stakeholders for our bench-marked performance in product engineering, quality, cost, delivery and speed of response. We sustain the status of being the 'Preferred Supplier' of camshafts from our customers.

## Key Strengths



## Our Competitive Market Advantages

