



SINTERCOM
India Ltd.

Innovation in Motion



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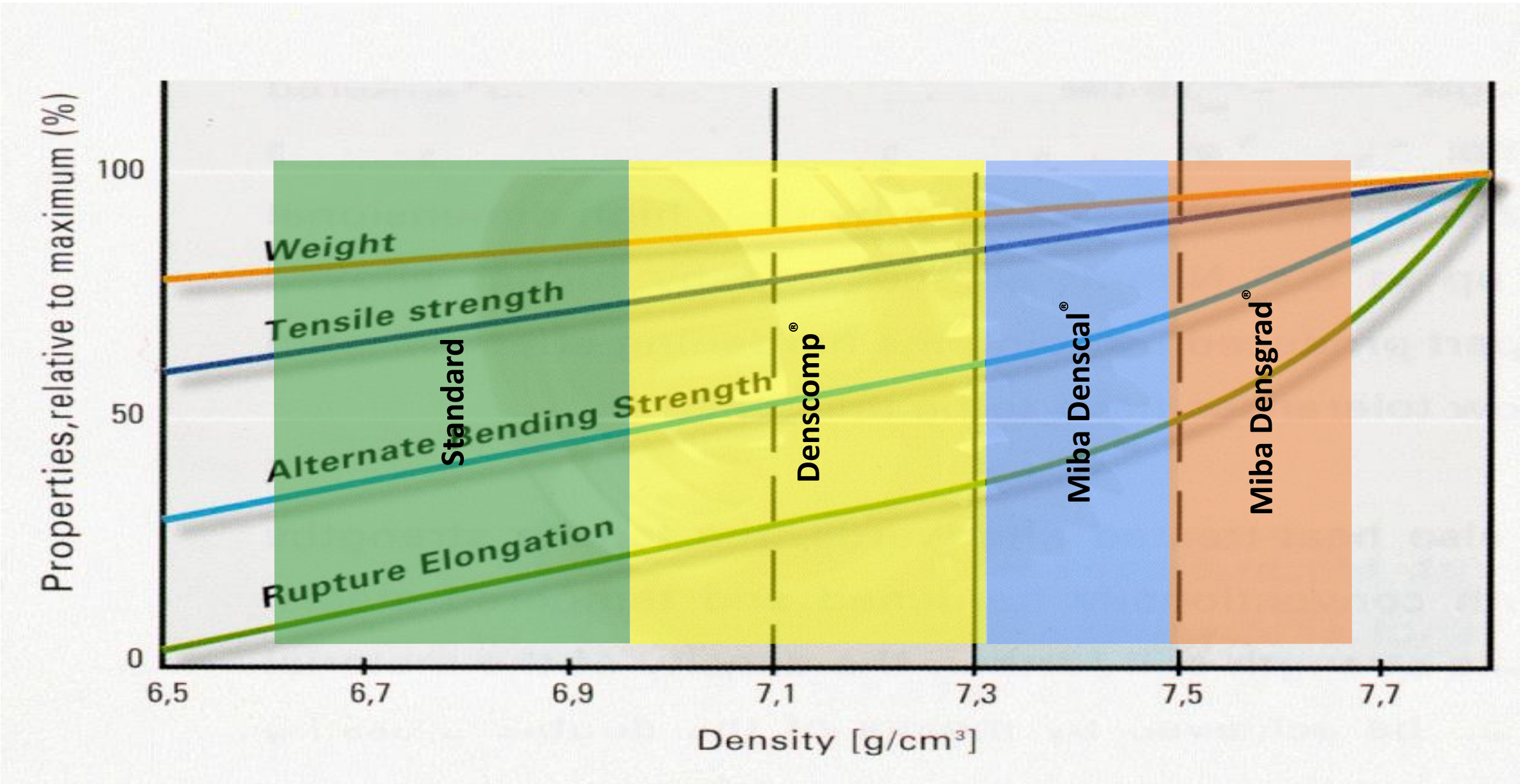
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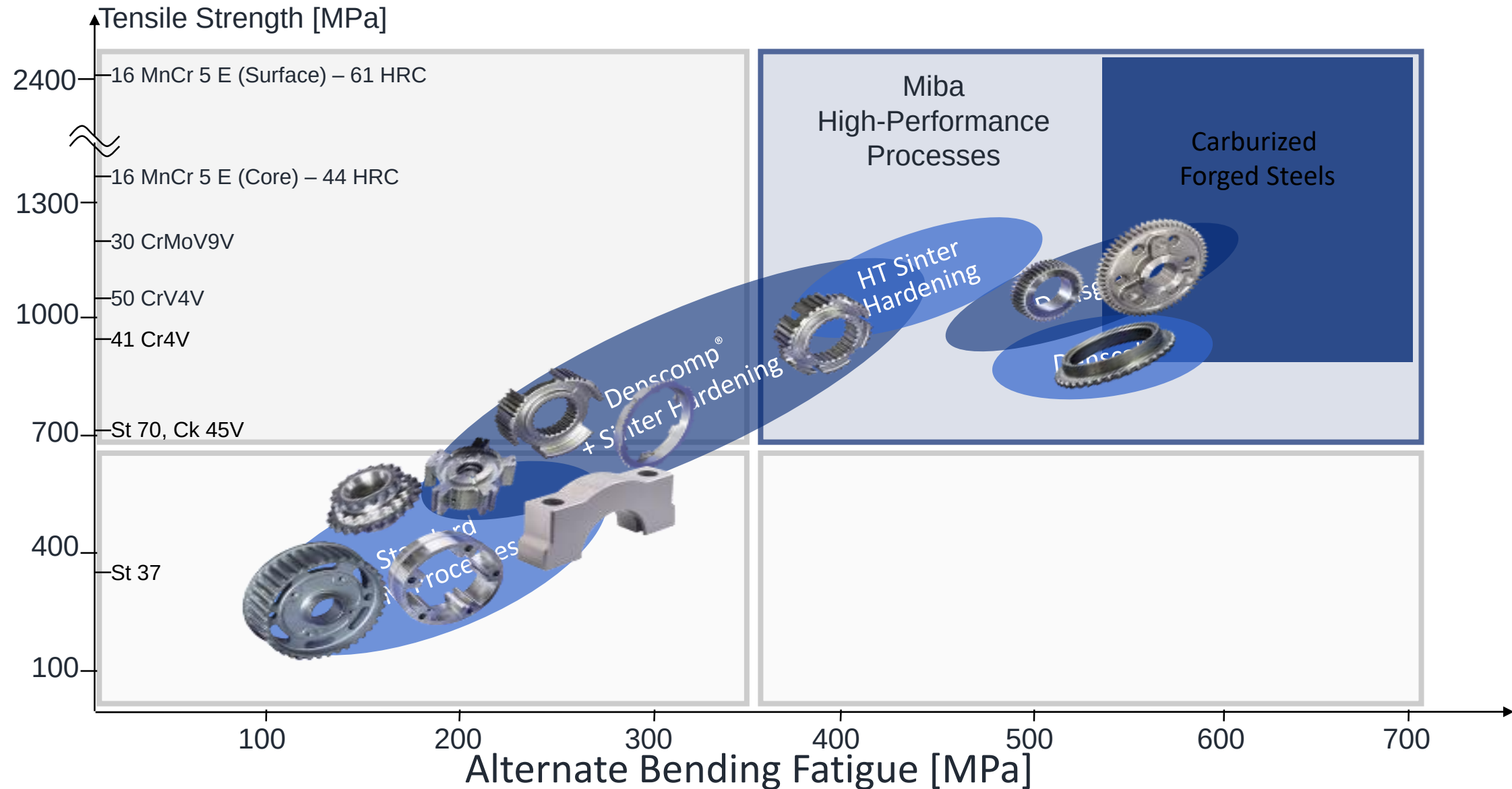
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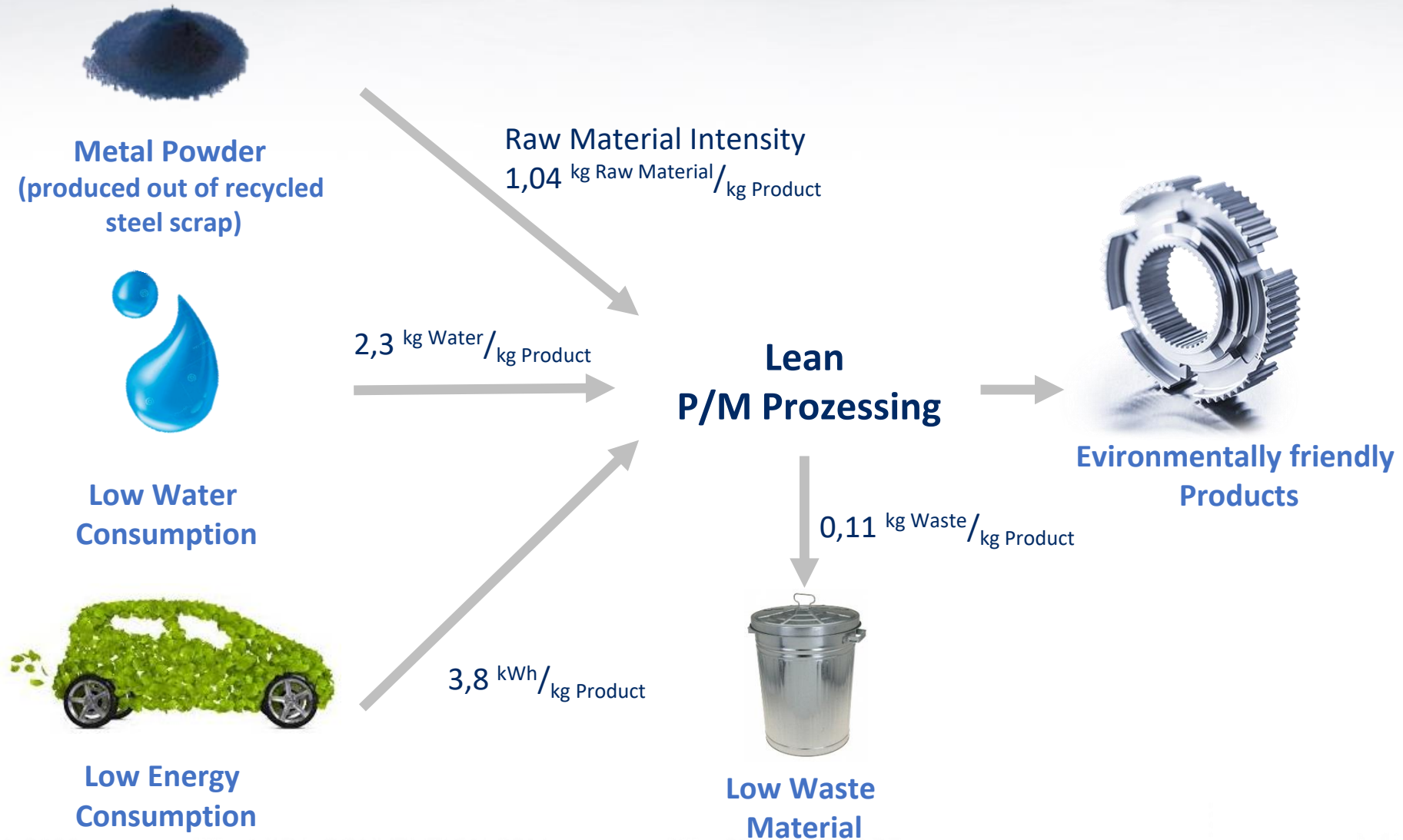
OPTIMIZATION OF PERFORMANCE

- The appropriate Material and Process for each Application



SINTERING – GREEN MANUFACTURING

Responsible Use of Resources



SINTERING TECHNOLOGY – PROCESSES



Conventional Sintering

- Powder metal is compacted into net shape using die toolings
- Compacted components are then sintered into furnaces at high temperatures below melting point in a phase wise manner
- Upto 90% dense symmetric components can be produced

Isostatic Sintering

- Powder metal is compacted into net shape using isostratic pressure on die walls
- Compacted components are then sintered into furnaces at high temperatures below melting point in a phase wise manner
- Upto 90% dense symmetric and long components can be produced

Metal Injection Molding

- Powder metal is injected inside the injection molds using extruder, similar to plastic injection molding.
- Molded components are then sintered in high temperature vacuum furnaces
- Upto 99% dense and complex shape components can be produced

Additive Manufacturing

- Powder metal is spray printed layer upon layer using 3D modeling software enaled 3D printer
- Simultaneously, through laser or other concentrated source, it is heated and sintered in real time.
- Any shape and components can be produced

SINTERING TECHNOLOGY – USAGES



Automotive

- Engine : - Gears, Sprockets, Rotors, Pulleys, Spacers
- Transmissions : - Synchro Hubs, Synchro Rings, Shift tower components
- Auxiliary : - Alternator and Turbocharger components, Water pump rotors, Fuel injectors
- Body/Chassis : - Sensor ring, Sensor boss

Aerospace / Defence

- Valve bodies
- Fuel injectors
- Alternator and electric motor components
- Soft magnetic cores
- Firearm components

Medical Equipment

- Surgical instruments
- Surgical implants
- Electric components of medical equipment

Consumer Goods

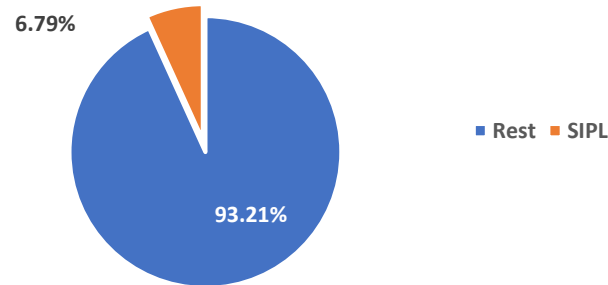
- Electric components like motors and inverters
- Connecting rods and pistons of compressors
- Soft magnetic cores
- Valve bodies
- Pulleys

SINTERED COMPONENTS – MARKET SIZE

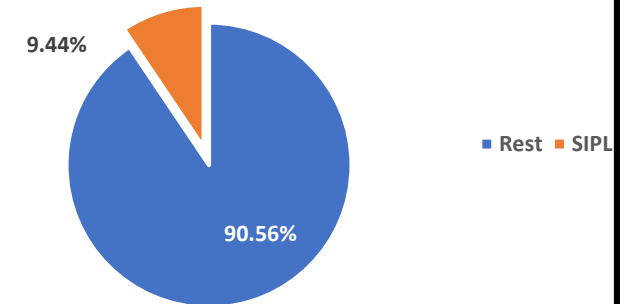
Values in mil. INR

Sintered Parts Per Kg/Vehicle in Passenger Cars- Globally	
USA	17 kg
Europe	12 kg
Japan	12 kg
India	4 kg

2016 - 17 Market Break up



2020-21 Market Break Up



Source: Power of Powders Seminar 2016, Hoganas India

Segment-wise Market-size in INDIA

Year	Vehicle Category	No. of Vehicle	Current Sintered Part kg/vehicle	Total kg (in tones)	Average Price/kg in INR	Market Size (in Mil INR)
2016	P.V.	30,00,000	4	12,000.00	470	5,640.00
2016	2 Wheelers	1,60,00,000	1	16,000.00	250	4,000.00
	Total	1,90,00,000		28,000.00		9,640.00
2020	P.V.	50,00,000	4	20,000.00	470	9,400.00
2020	P.V.	50,00,000	1.5	7,500.00	470	3,525.00
2020	2 Wheelers	2,20,00,000	1	22,000.00	250	5,500.00
	Total	3,20,00,000		49,500.00		18,425.00

SINTERCOM KEY MILESTONES

Company History

Establishment of Maxtech India Pvt. Ltd.	Start of manufacturing at TS 16949:2008 certified Talegaon plant	JV with MIBA Sinter Austria (Equity & Technology Transfer)	Company name changed to Sintercom India Pvt. Ltd. ISO 14001:2004 certification	Start of supply to Maruti Suzuki India Ltd.	Appreciation from Maruti Suzuki India Ltd. for Design & Development	Appreciation from Bajaj Auto Ltd. for Best Kaizen	Initiated process for SME IPO filing with NSE	Company listed on NSE Emerge
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2007-2009

2010

2011

2012

2013

2014

2015

2016

2017

2018

Stainless Steel Hego Boss
Conversion of Forged sprockets to Sintered sprockets

Conversion of Forged Gears to Sintered Gears (Two Wheelers Segment)

Conversion of Forged Sensor Rings to Sintered Rings (CV Segment)
Development of Cam to Cam Gears (PV Segment)

Development of Sinter-hardened Synchro Hubs (PV Segment)

Conversion of Forged Synchro Rings to Sintered Rings (CV Segment)

Development of 6-speed transmissions Synchro Hubs (PV Segment)

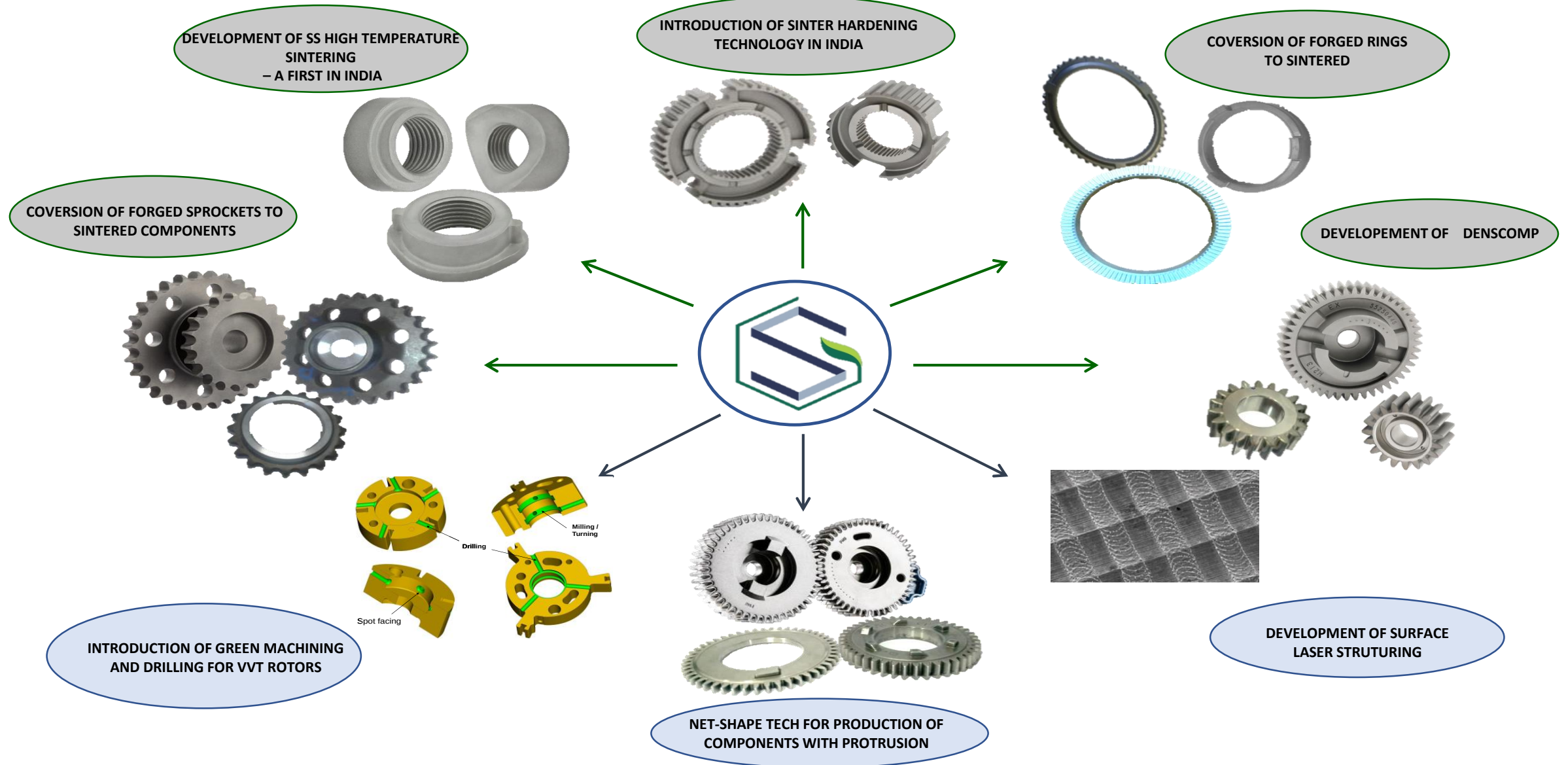
Conversion of forged shift tower components to sintered (PV Segment)

Conversion of forged bearing caps to sintered (UV Segment)

Development of split gear for 2 Ltr Engine

SINTERCOM TECHNOLOGY ROADMAP

SINTERCOM – PIONEER IN PM SINTERING TECHNOLOGY IN INDIA



SINTERCOM MEMBERS OF BOARD

Hari Nair
Chairman – SIL



Member of Board active since 2015
20 years of experience at Tenneco
COO at Tenneco for 5 years
Member of Board of Directors &
Chairman of Compensation
Committee at Owens-Illinois since
2013
Degrees from Harvard Business
School, University of Notre Dame
and Bradley University

Harald Neubert
Board of Director-SIL



Member of Board active since 2011
10 years of experience at Miba AG
Member of Board at, Miba AG since
2009,
CEO, Miba Sinter Group
President at GKN Sinter Metals for
ASPN
operations since 1998 to 2007
Degree from University of Essen

Markus Hofer
Board of Director-SIL



Member of Board since 2013
7 years of experience at Miba AG
Member of Board at
Miba AG since 2013
CFO, Miba AG VP-Financial Analysis
at
P&G Eastern Europe
Previously Worked as CFO and
CIO at Helogistics Holding GmbH

Jignesh Raval
Board of Director– SIL



Member of Board &
Managing Director
active since 2007
9 years of experience at
Tenneco Inc
as Executive Director, GSCM
20+ years of experience in
automotive industry
Degree in Engineering

SINTERCOM MANAGEMENT TEAM



Jignesh Raval
Managing Director (CEO)– SIPL

Managing Director
since 2007
9 years of experience
at Tenneco Inc as
Executive Director,
GSCM
20+ years of experience
in Automotive Industry
Degree in Engineering



Pankaj Bhatawadekar
Chief Financial Officer

Joined SIL in 2009
Certified Chartered
Accountant from ICAI
More than 14 years
experience in the field
of Finance



Nikhil Chavan
Head- Engineering & Marketing

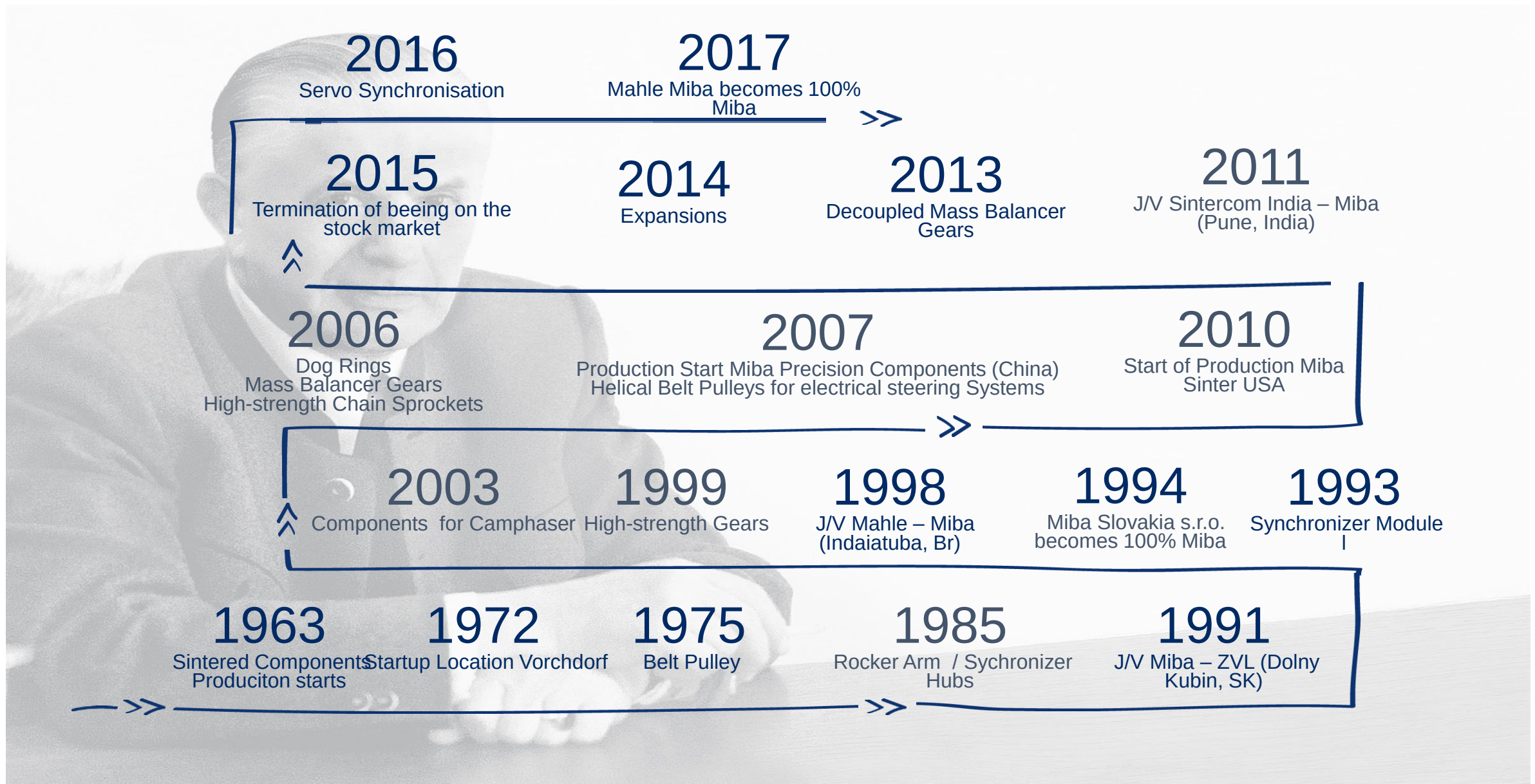
Joined SIL in 2007
Degree from University
of Pune
More than 10 years
experience in the field
of Automotive Industry



Sachin Gunjal
Head- Manufacturing

Joined SIL in 2008
More than 14 years of
experience in Auto
Components Industry
Previously worked with
EMITEC Emissions
Control Technologies
Diploma in Mechanical
Engineering

HISTORY – MIBA SINTER GROUP



752.0

Revenue
(in EUR million)

6,900

Employees
(31/10/2017)

23

Production sites
(worldwide)

102.5

Investments
in intangible assets, property,
plant and equipment and
R&D (in EUR million)

58.2

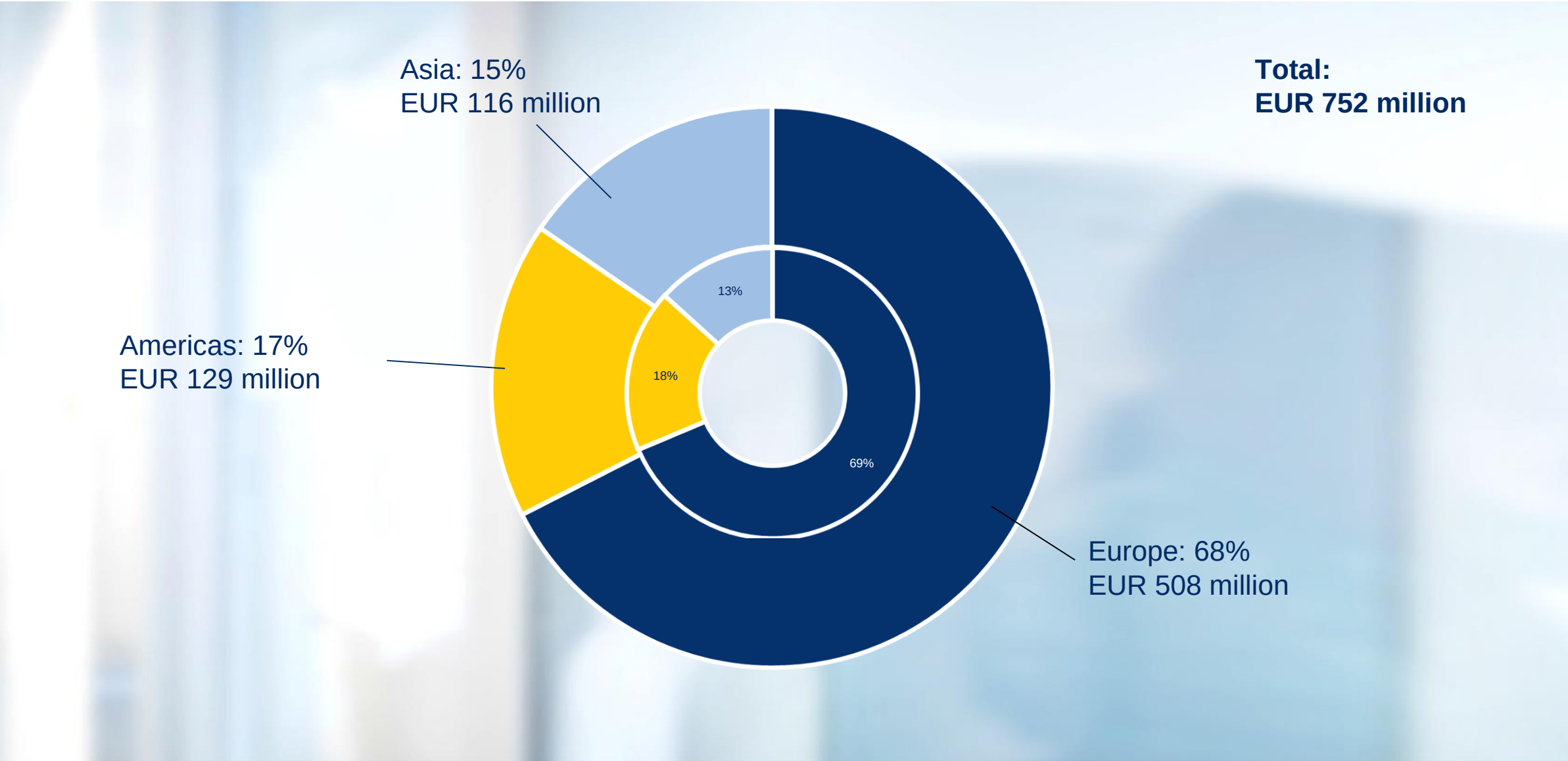
Equity ratio
(in percent)

4.7

Research ratio
(in percent)

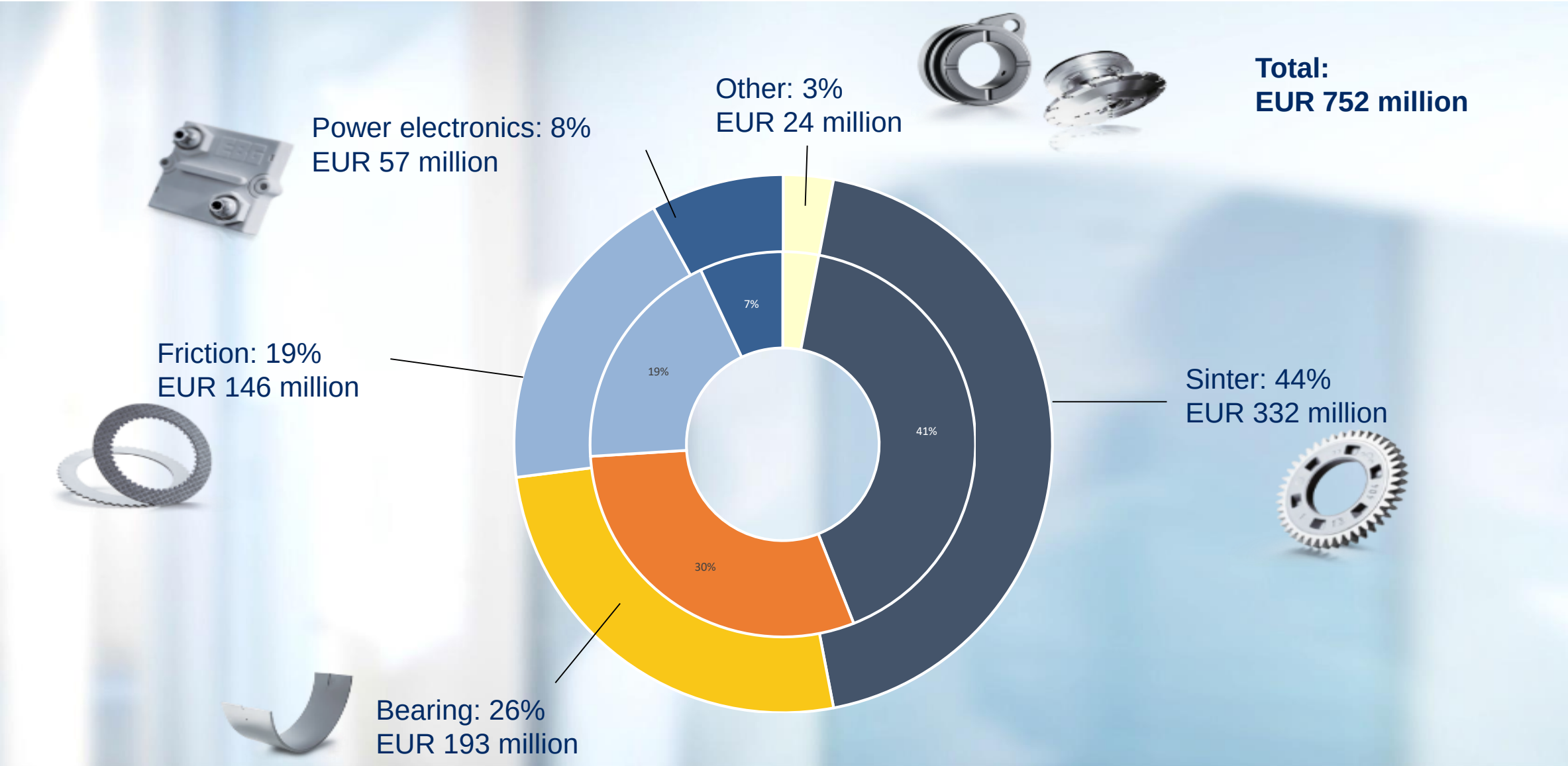
MIBA GROUP – REVENUE BY DIVISION

- Comparison of 2016–17 to previous year

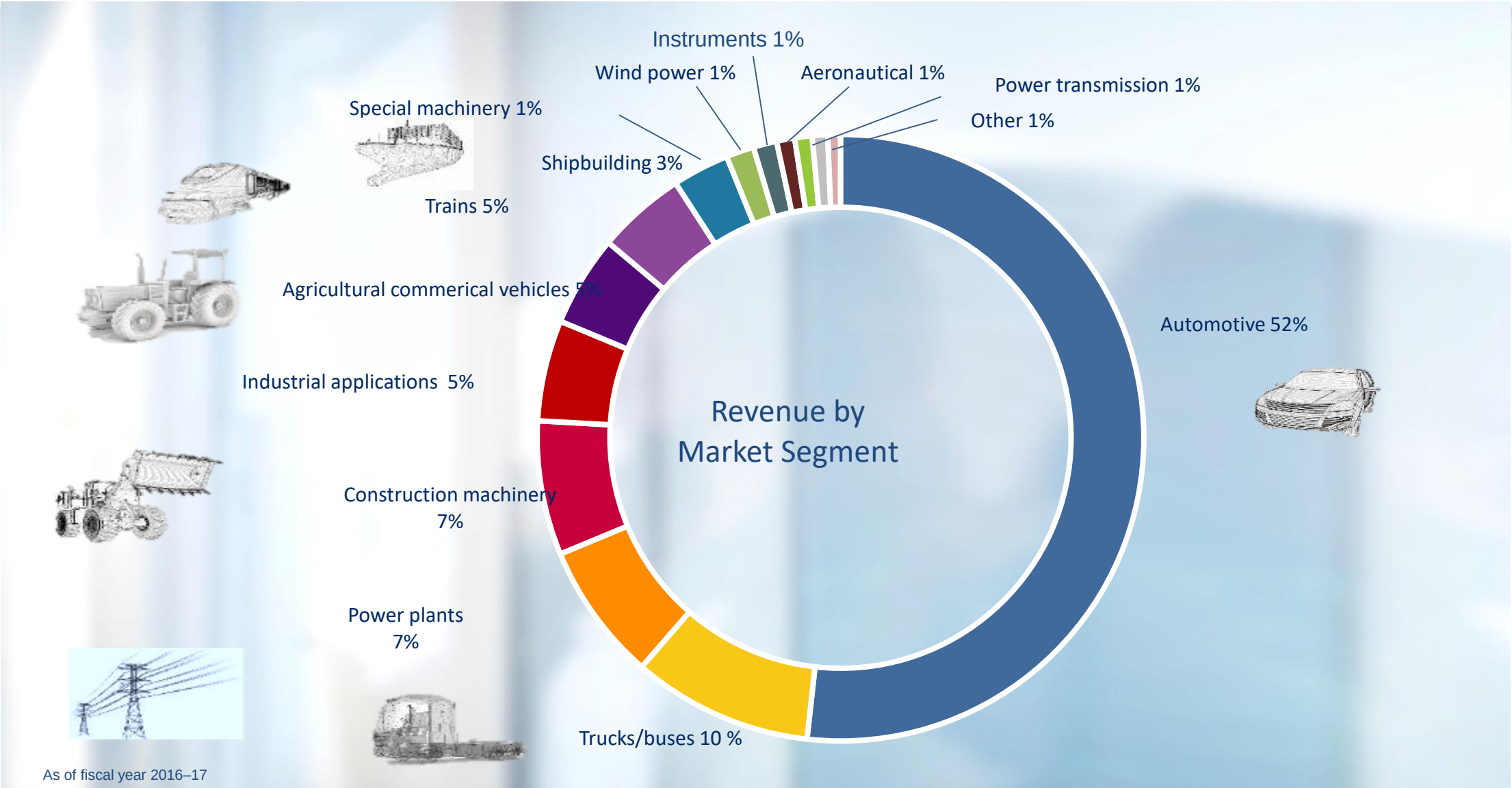


MIBA GROUP – REVENUE BY DIVISION

- Comparison of 2016–17 to previous year



MIBA GROUP – REVENUE BY MARKET SEGMENT



SINTERCOM – PRODUCT PORTFOLIO

Product Portfolio			
	Engine	Transmissions	Body/Chassis
			
% of OEM/ channel Sales (FY 16-17)	52%	38%	10%
USPs	✓ Specialization in highly dynamic drives & engine systems ✓ Precision & high strength components for Engine applications ✓ Development of mass balancer & Euro VI systems ✓ Innovative technologies in order to achieve • cost effectiveness • improved functionality • reduced friction resistance • optimized NVH Behavior ✓ Market leader in Sintered Diesel/Gasoline/ EV Engine gears	✓ Innovative materials and processes ✓ In-house competence for synchronizer design, analysis and functional testing ✓ Market leader in Sintered Synchronizer Hubs ✓ Development of shifting system & AWD components with Miba DENSCAL® ✓ Net-shape manufacturing has advantages in • High yield / near zero scrap • cost effectiveness • Improved component design with lightweight features ✓ Miba Power Synchronizer for high-performance applications	✓ Development & manufacturing partner on components for steering systems and pumps ✓ Helical belt pulleys for Electrical Power Steering systems ✓ Rotors, slides and modules for variable oil pumps ✓ Applications for HP-Diesel pumps ✓ Stainless Steel parts for thermal and corrosion resistance applications

SINTERCOM – CUSTOMERS

O
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BHARATBENZ



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R
1



SCHAEFFLER



FAG

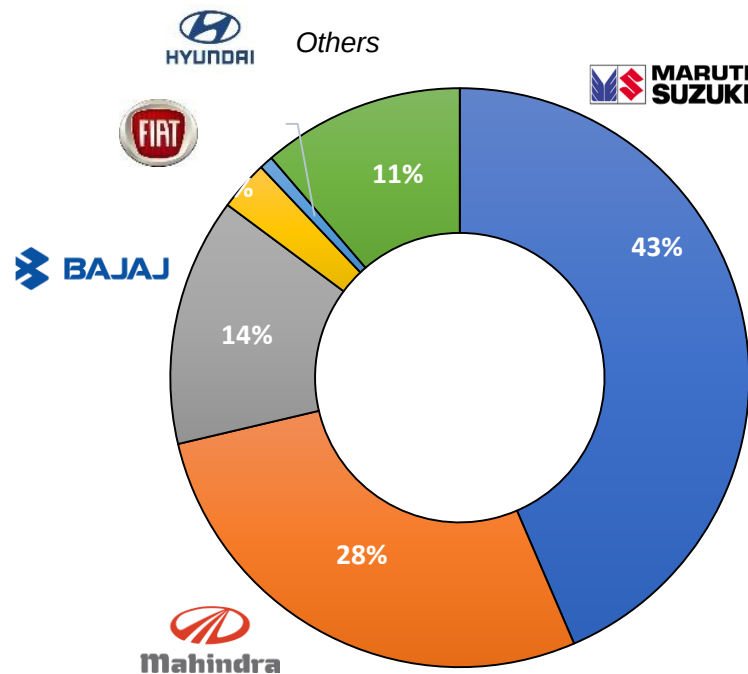


SINTERCOM – CUSTOMER OVERVIEW

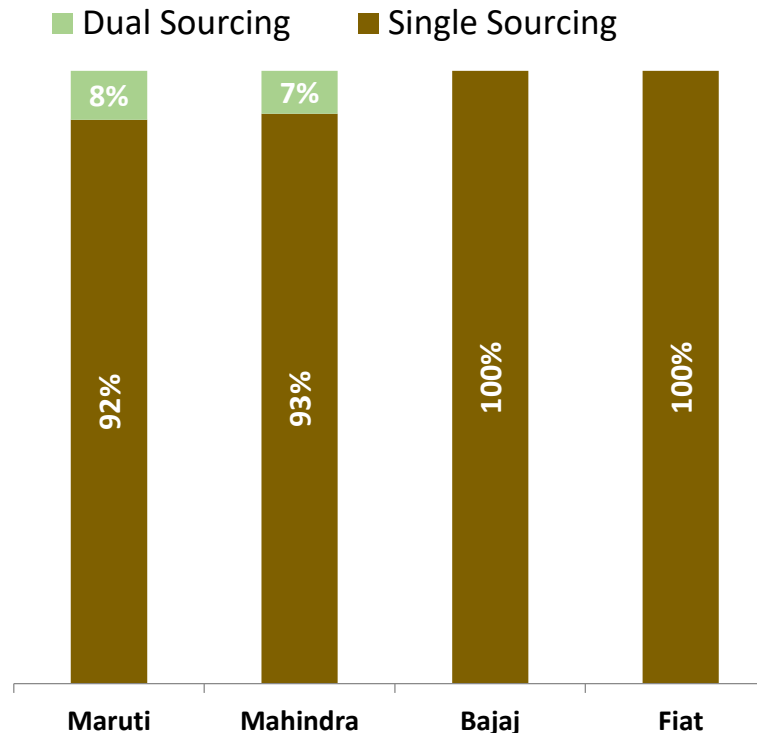
Strong and longstanding relationships with key OEMs

OEM/OES customer overview

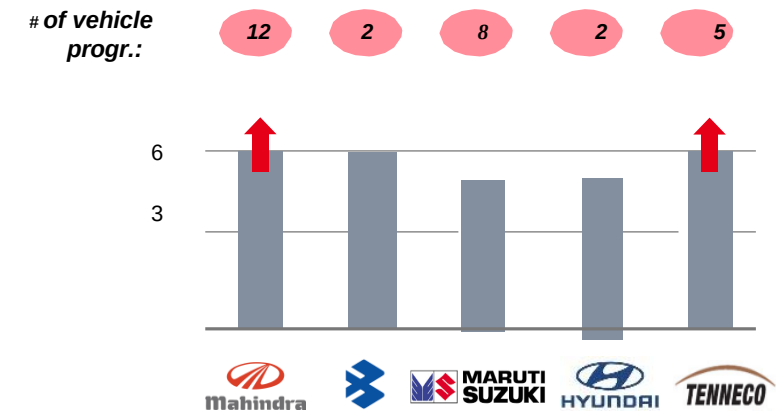
2016-17 Customer breakdown



OEM wise Sourcing



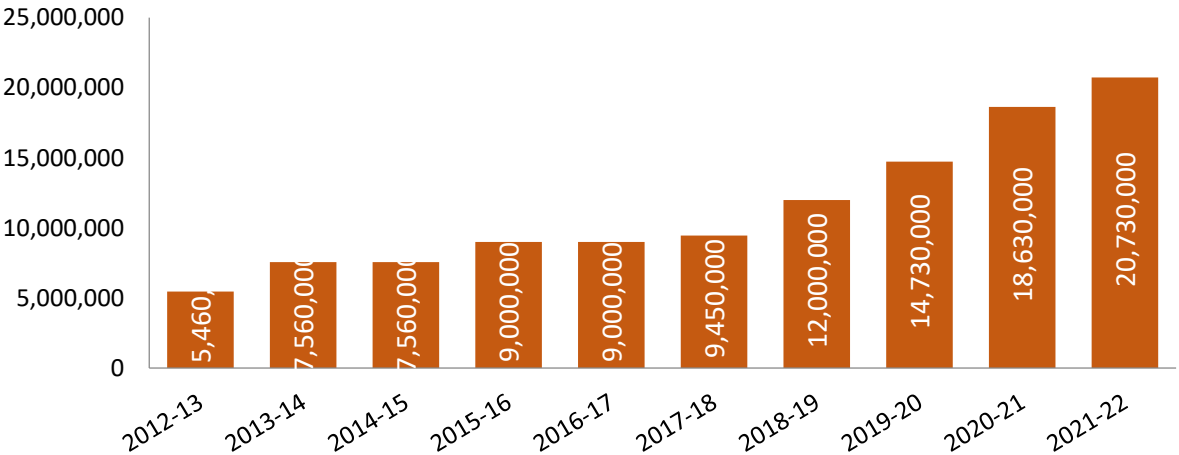
Relationship length for top 5 customers



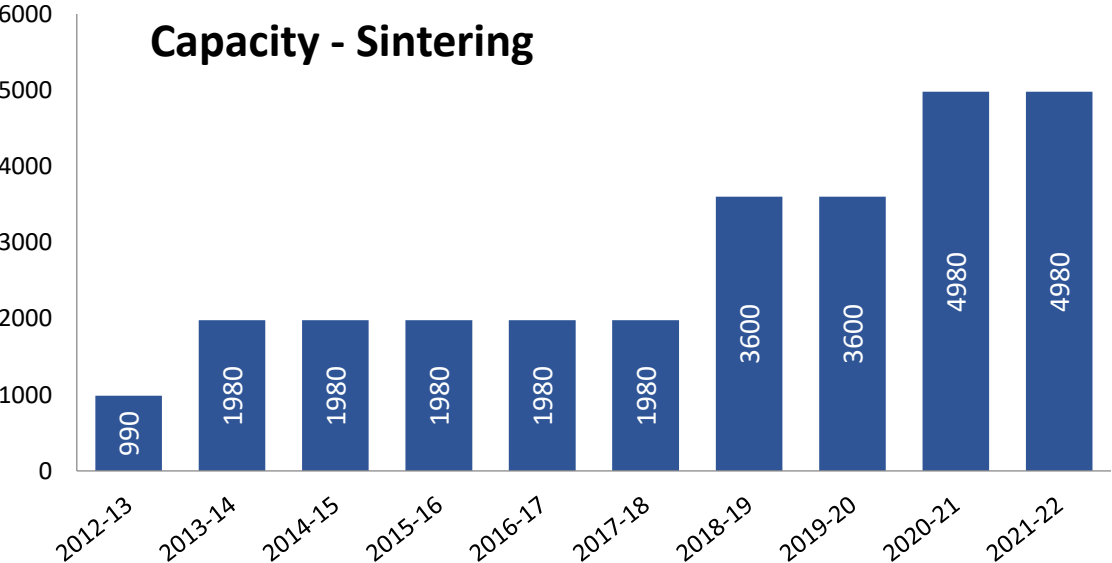
SINTERCOM – Overview

Capacity Utilisation

Capacity- Compaction



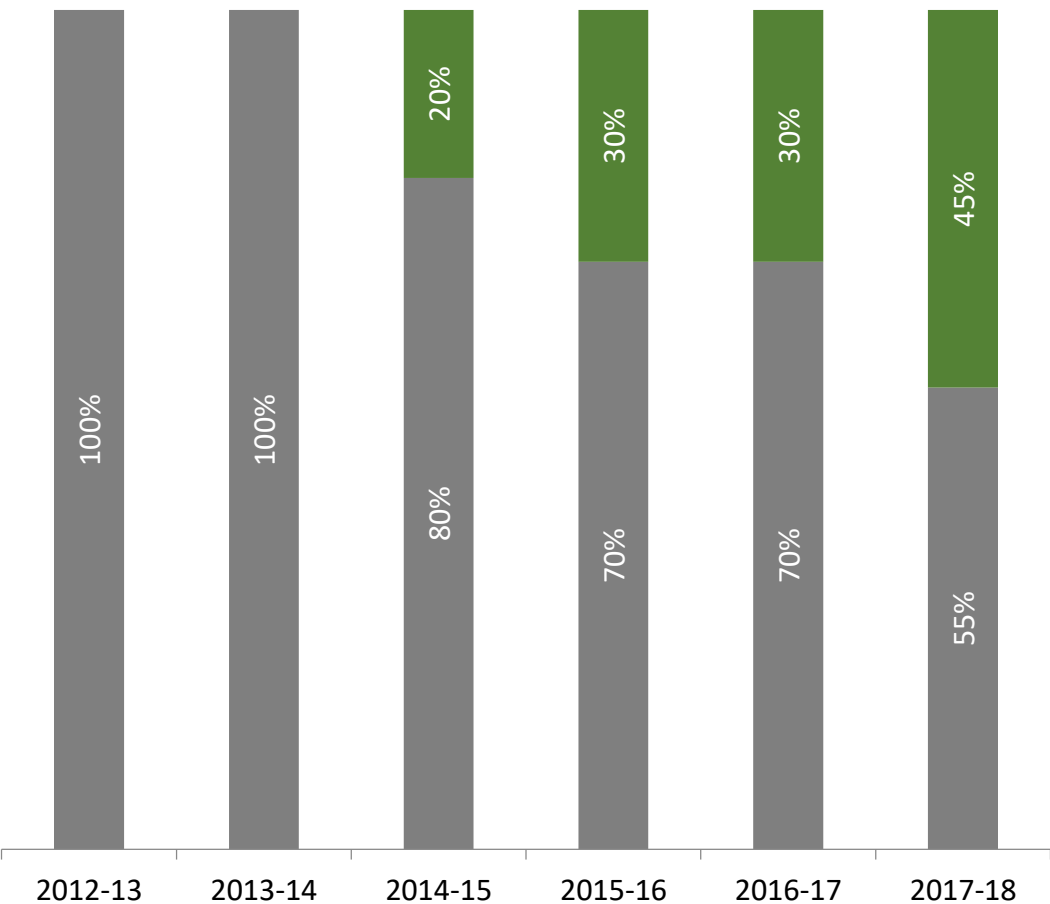
Capacity - Sintering



www.sintercom.co.in

Revenue Share Diesel and Gasoline

Gasoline Diesel



Strictly for Private Circulation

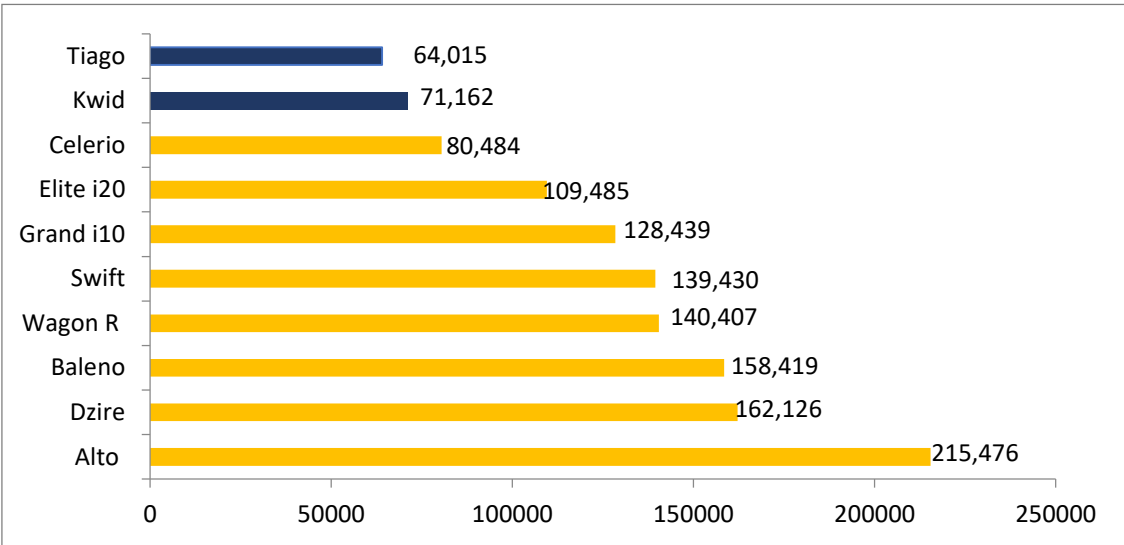
www.miba.com

TOP VEHICLES BY SALES IN PASSENGER AND UTILITY VEHICLE SEGMENTS

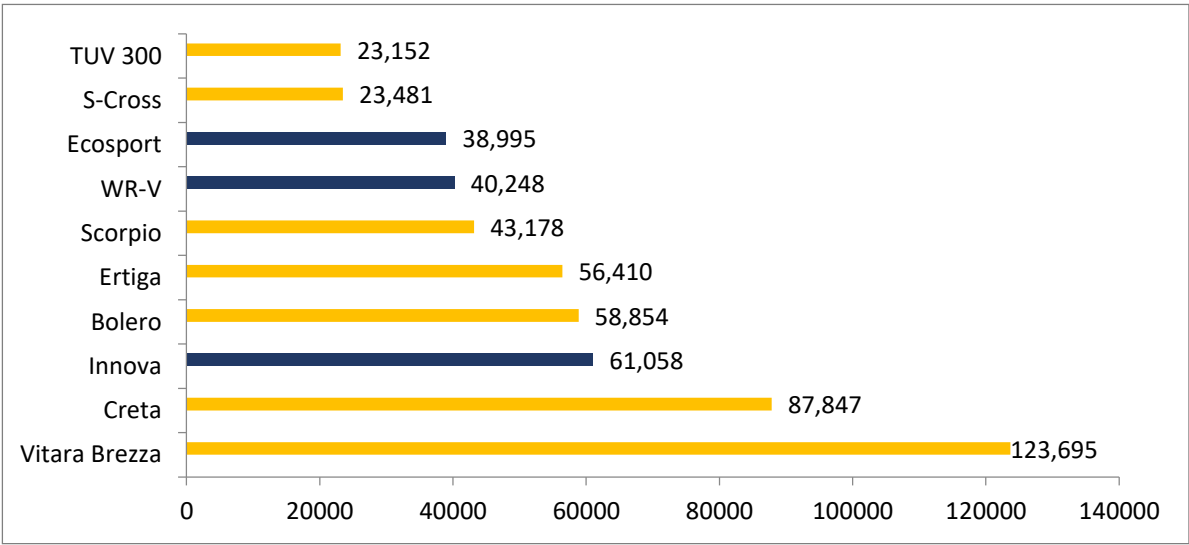
Source : SIAM

Top 10 PVs by Sales – April-January 2018

Sintercom presence



Top 10 UVs by Sales - April-January 2018



Top 10 PVs by sold in April-January 2017-2018 9 In nos)		
Sr no	Models	2017-18
1	Alto	215,476
2	Dzire	162,126
3	Baleno	158,419
4	Wagon R	140,407
5	Swift	139,430
6	Grand i10	128,439
7	Elite i20	109,485
8	Celerio	80,484
9	Kwid	71,162
10	Tiago	64,015

Top 10 Uvs sold in April-January 2017-18 (In nos)		
Sr no	Models	2017-18
1	Vitara Brezza	123,695
2	Creta	87,847
3	Innova	61,058
4	Bolero	58,854
5	Ertiga	56,410
6	Scorpio	43,178
7	WR-V	40,248
8	Ecosport	38,995
9	S-Cross	23,481
10	TUV 300	23,152

SINTERCOM – CURRENT PRODUCT RANGE

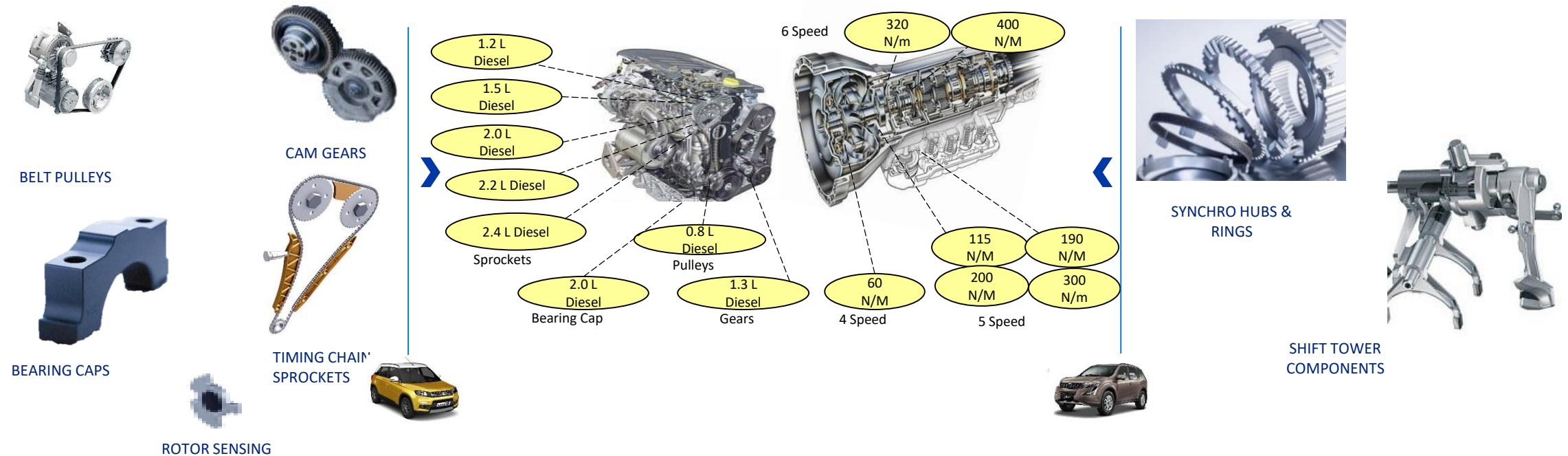
		Product Range								
		Engine					Transmissions			Body/Chassis
OEM Vehicle Platforms		Sprockets	Gears	Pulleys	Bearing Caps	Sensor system	Synchro Hubs	Synchro Rings	Shift system	SS Boss & Flanges
	Eeco			✓						
	Alto						✓			
	Celerio						✓		✓	
	Wagon-R						✓			
	Swift		✓			✓	✓			
	Dzire		✓			✓	✓			
	Ertiga		✓			✓	✓			
	Baleno		✓			✓	✓			
	Vitara Brezza		✓			✓	✓			
	Ignis		✓			✓	✓			
	Ciaz		✓			✓	✓			
	S-Cross		✓			✓	✓			
	Bolero	✓				✓	✓		✓	
	Scorpio	✓				✓	✓		✓	
	Xylo	✓				✓	✓		✓	
	Maxx	✓				✓	✓		✓	
	Thar						✓	✓		
	XUV500					✓	✓			
	TUV300	✓				✓	✓		✓	
	KUV100	✓				✓	✓			
	Quanto	✓				✓	✓		✓	
	Nuvosport	✓				✓	✓		✓	
	Jeeto	✓					✓			
	Maxximo	✓					✓			
	Supro	✓					✓			

SINTERCOM – CURRENT PRODUCT RANGE

		Product Range								
		Engine					Transmissions			Body/Chassis
OEM Vehicle Platforms		Sprockets	Gears	Pulleys	Bearing Caps	Sensor system	Synchro Hubs	Synchro Rings	Shift system	SS Boss & Flanges
	Punto		✓							
	Linea		✓							
	Avventura		✓							
	Tata Zest		✓							
	Tata Bolt		✓							
	i10				✓					
	i10 Grande				✓					
	i20				✓					
	Pulsar		✓							
	Avenger		✓							
	GM Trucks USA							✓		✓
	GM Trucks Europe									✓

PORTFOLIO – DIESEL POWERTRAIN

FLEXIBLE DIESEL SOLUTIONS FOR APPLICATIONS FROM 0.8L TO 2.4L ENGINES



DIESEL ENGINES

- High strength sprockets and pulleys for diesel engines
- High strength wear resistant cam gears for diesel engines
- Lightweight components, better NVH and FE performance
- Flexible material choice for variety of usage (PV, UV & CV)

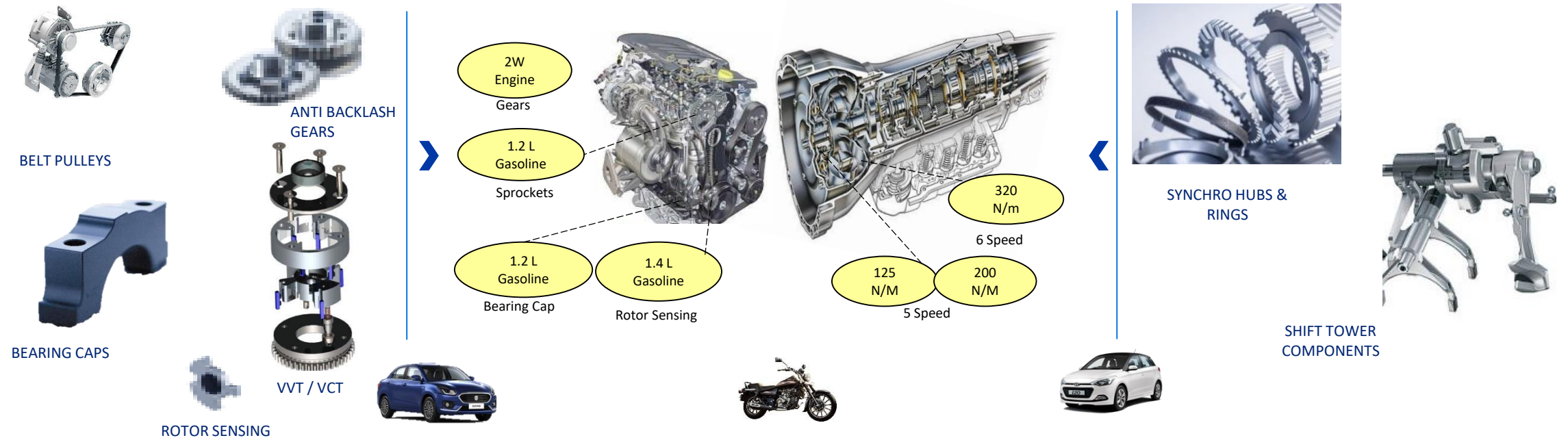
TRANSMISSIONS

- High strength synchro hubs and rings for diesel UVs and CVs
- Net-shape manufacturing of asymmetric shift tower components with high wear resistant materials
- Lightweight components, better NVH and FE performance

Leveraging investment for broad range of PV, UV and CV applications

PORTFOLIO – GASOLINE POWERTRAIN

FLEXIBLE GASOLINE SOLUTIONS FOR APPLICATIONS FROM 0.8L TO 1.5L ENGINES



GASOLINE ENGINES

- Wear resistant belt pulleys for PV gasoline engines
- Anti-backlash gears for reduced vibrations for PV & 2W
- Lightweight components, better NVH and FE performance
- Flexible material choice for variety of usage (PV & UV)

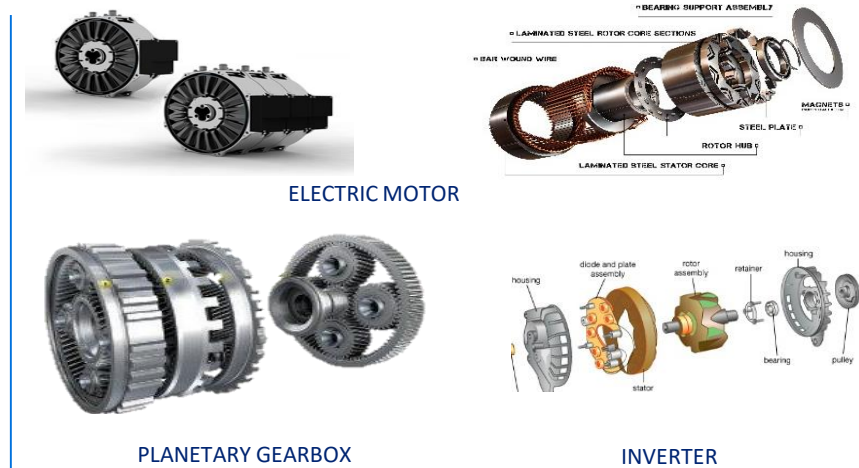
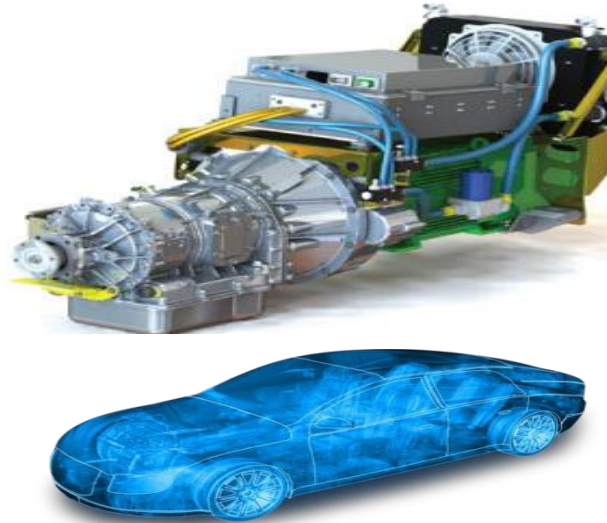
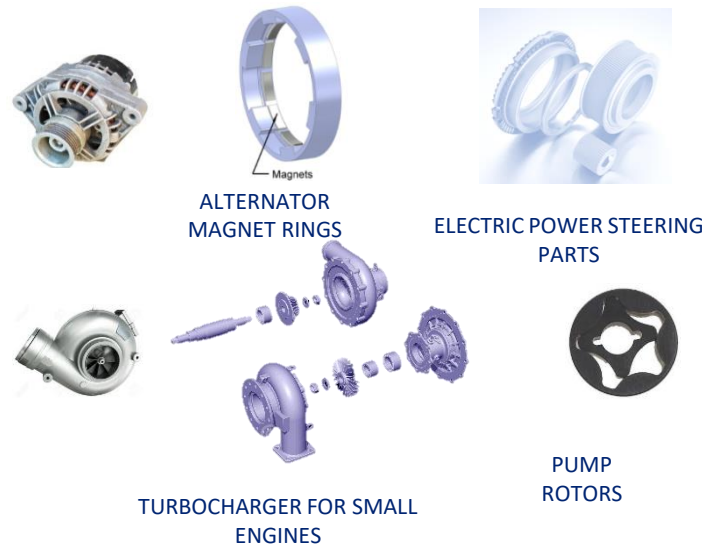
TRANSMISSIONS

- Medium strength synchro hubs and rings for PVs
- Net-shape manufacturing of asymmetric shift tower components with high wear resistant materials
- Lightweight components, better NVH and FE performance

Optimized solutions for range of 2W, PV and UV applications

PORTFOLIO – ELECTRIC POWERTRAIN

POWERTRAIN ELECTRIFICATION SOLUTION – CATERING TO FUTURE NEEDS



VEHICLE ELECTRIFICATION

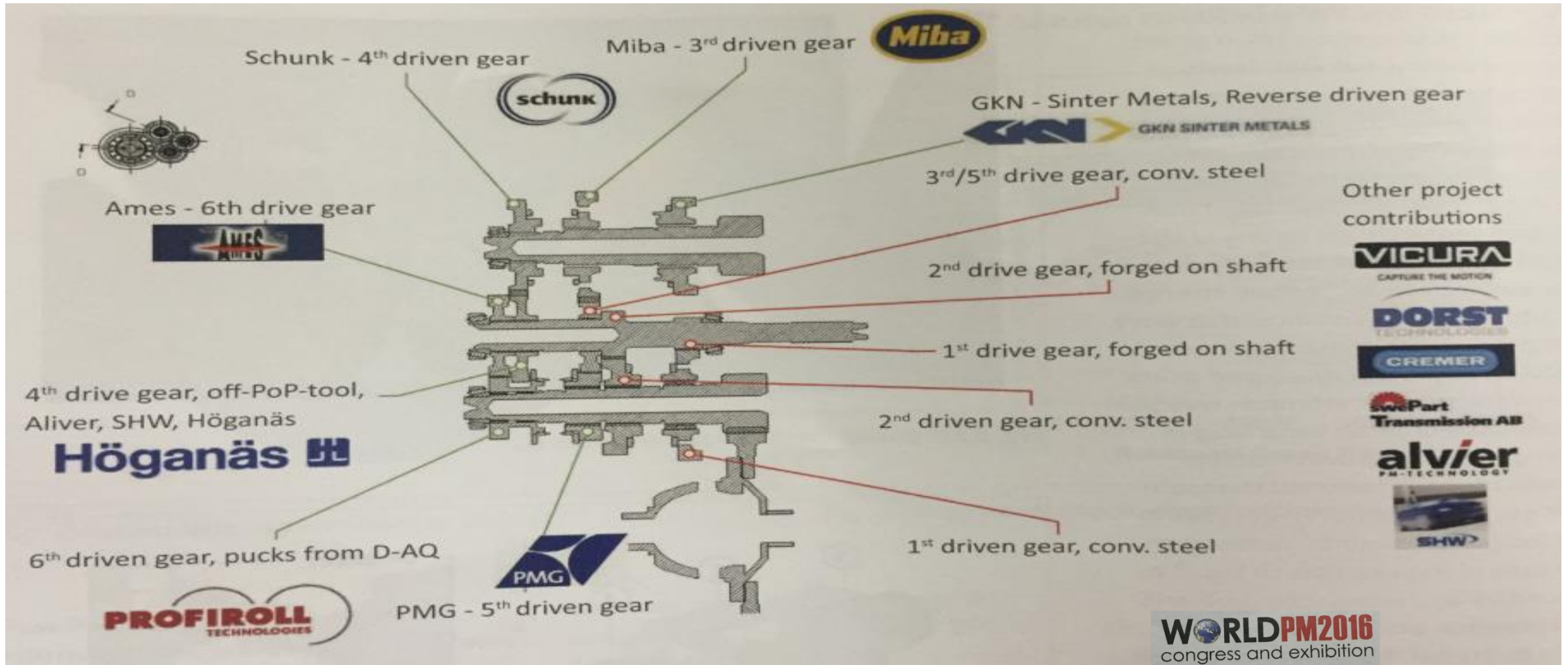
- Conversion of alternator components to sintered for high volume applications
- Conversion of alternator components to sintered for high volume applications
- Lightweight components in Range Extension engines

FULL ELECTRIC VEHICLE

- Soft magnetic sintered cores of electric motors and inverters
- Net-shape manufacturing of complex and compact components of electric motors, alternators and cooling system
- Planetary gears of final drive

Ready for market shift towards complete powertrain electrification

OPPORTUNITY FOR PM TECHNOLOGY IN FUTURE TRANSMISSION

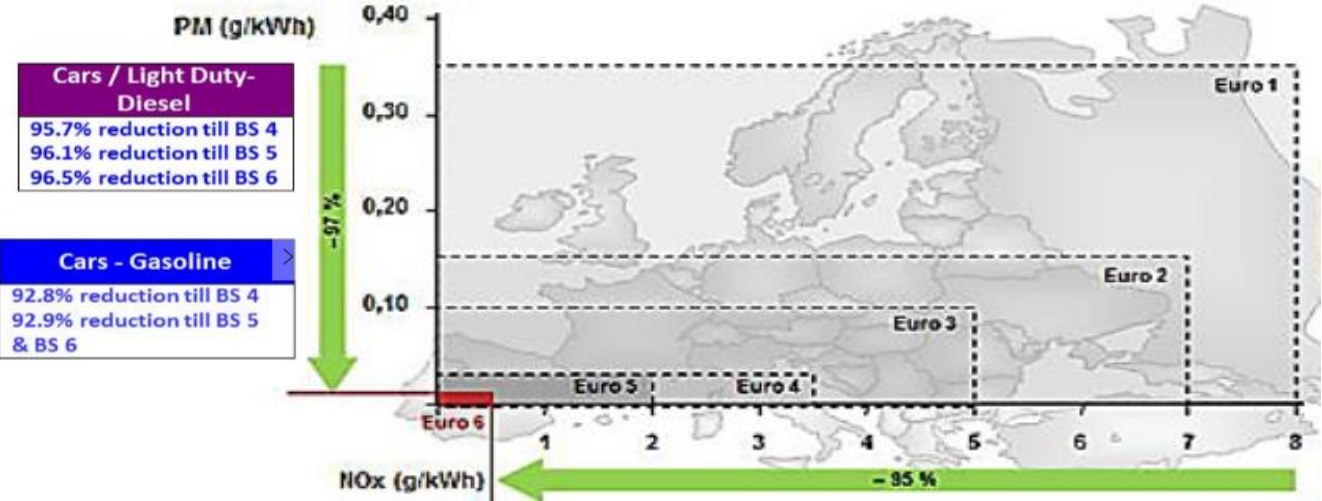


The Overall Conclusion has been drawn that PM gears, in the finish densification rolled and subsequent case hardened condition, can be successfully used in car transmissions.

Source : Powder Metallurgy Review Magazine, Winter 2016

INDIA EMISSION REDUCTION ROADMAP

BS-IV to BS-VI by 2020



4-W PASSENGER VEHICLES					
	CO	HC	NOx	PM	NVH
	g/km	g/km	g/km	g/km	dB
BS-III	2.3	-	0.5	0.1	80
BS-IV	1	-	0.25	0.025	75
BS-VI	0.5	0.1	0.08	0.0045	72*
2-W & 3-W VEHICLES					
	CO	HC	NOx	PM	NVH
	g/km	g/km	g/km	g/km	dB
BS-III	1.87-2.62	-	1-1.25	-	77
BS-IV	1.48-1.97	-	0.2-0.39	-	77
BS-V	1.14	-	0.13-0.225	-	72*

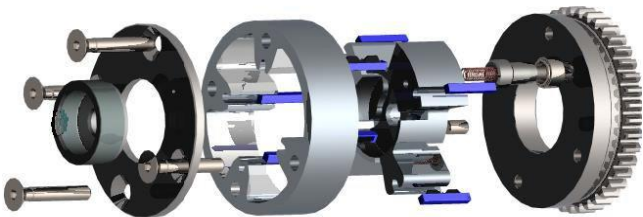
*-Proposed

PM Components – New Development for BS-VI

Scissor Gears



VVT Components



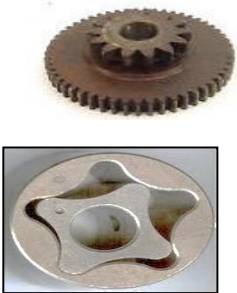
PU Coated Components



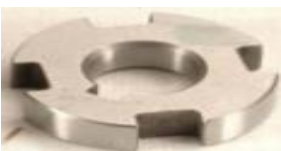
PM Components with Weight Reduction



Conversion parts



EFI & Pump Components



Sensor Boss



SINTERCOM – NEW PRODUCT PIPELINE

Product roadmap

Strong new product pipeline -

Engine

D15 1.5 Ltr

K12C Rotor Sensing

2-wheeler Starter Gear

K1/K2 Balancer Gears

U2 Guided Sprocket

D20 & G20 2.0 Ltr BS-VI

1.3 Ltr Diesel BS-VI

Transmissions

U321 6-speed T/M

6MT T/M

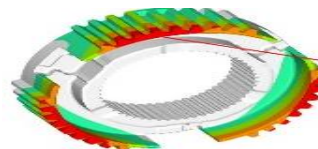
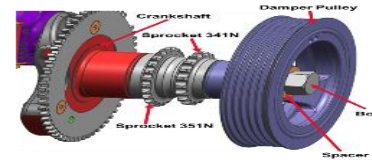
YL1-MC 6-speed T/M

C635 6-speed T/M

GMI 6-speed manual T/M

5MT Shift Finger

YL7 Reverse Interlock



The Order
Book value is
Approx. -Rs.
500 MN p.a.

LETTERS OF APPRECIATION & AWARDS

DEVELOPEMENT OF DENSComp & DENScaL



Date – 7th March 2017.

TO,
M/S SINTERCOM INDIA PVT LTD,
GAT NO - 127, AT POST - MANGRUL,
TALUKA - MAVAL, DISTRICT - PUNE - 410507.

SUBJECT – DENSComp (Sinter harden) & DENScaL
(Sinter sizing) Technology.

- 1) M/s Sintercom developed balancer Idler & Driven gears in Denscomp (Sinter harden) technology in 2013 which were earlier produced via forging, hobbing, heat treatment & grinding route.
- 2) Subsequent to development of Denscal (Sinter sizing) technology for balancer driven gears in 2015, grinding operation was eliminated. Quality of gears is at par to earlier process route of grinding process.
- 3) Around 0.7 million gears have been manufactured by Denscal technology till date. The feedback from market on vehicle's running on road with gears is positive, thus it implies the Denscomp & Denscal technology is proven.
- 4) Keeping same bench mark, the development of Idler gear via Denscal (Sinter sizing) route is in progress.
- 5) The subject technology has considerably reduced the cost & the delivery lead time with improved productivity at both ends.

Regards,

R. Suresh Kumar
General Manager, Engineering,
Bajaj Auto Ltd.



www.sintercom.co.in

DESIGN AND DEVELOPMENT EXCELLENCE FOR LOW SPEED HUB



Strictly for Private Circulation

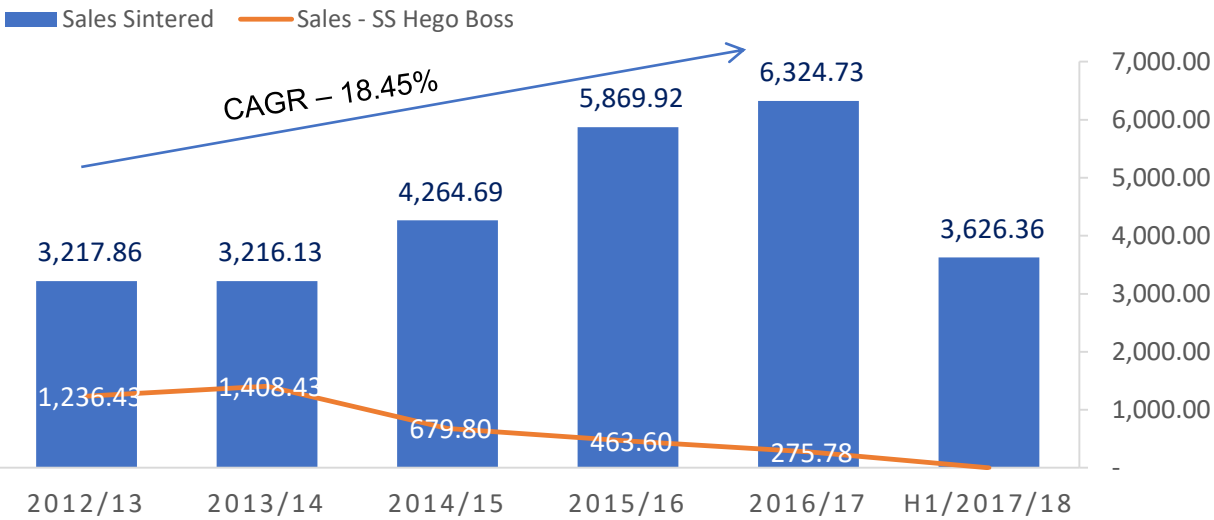
DEVELOPMENT OF LOW COST TEETH FINISHING OPERATION



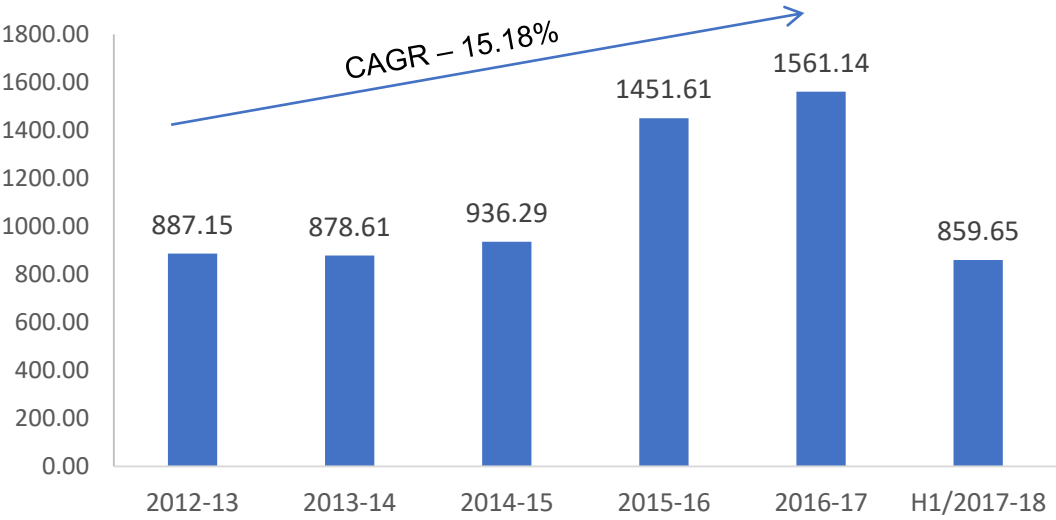
www.miba.com

SIL FINANCIAL PERFORMANCE – GRAPHS

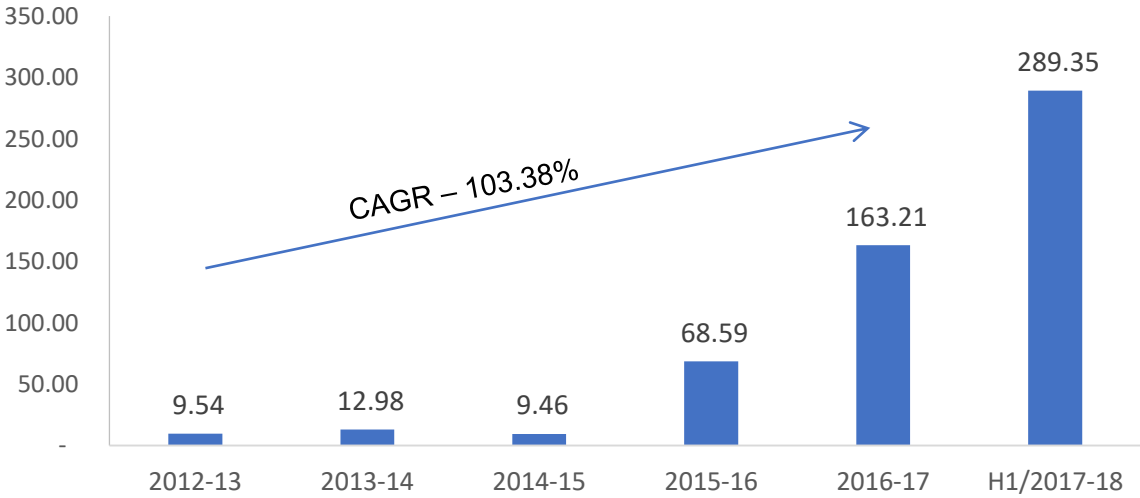
SALES (Rs. In Lakhs)



EBITDA (Rs. In Lakhs)

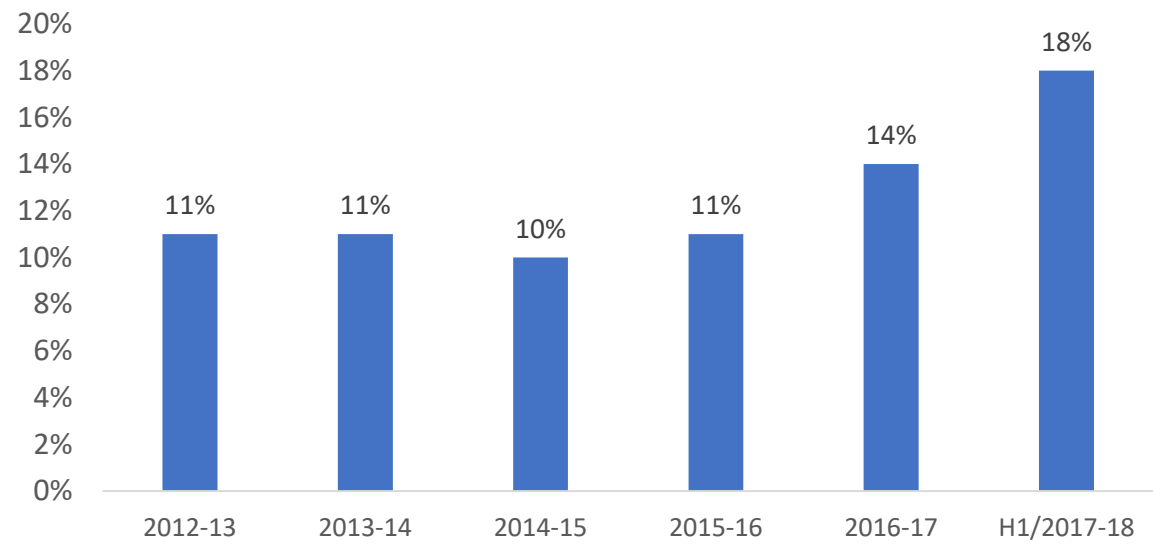


PAT (Rs. Lakhs)

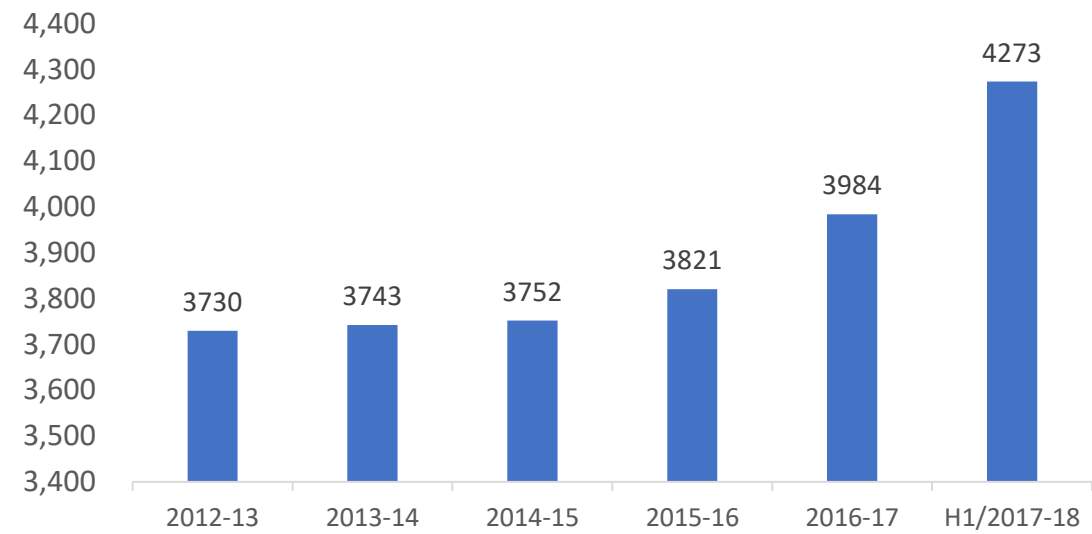


SIL FINANCIAL PERFORMANCE – GRAPHS

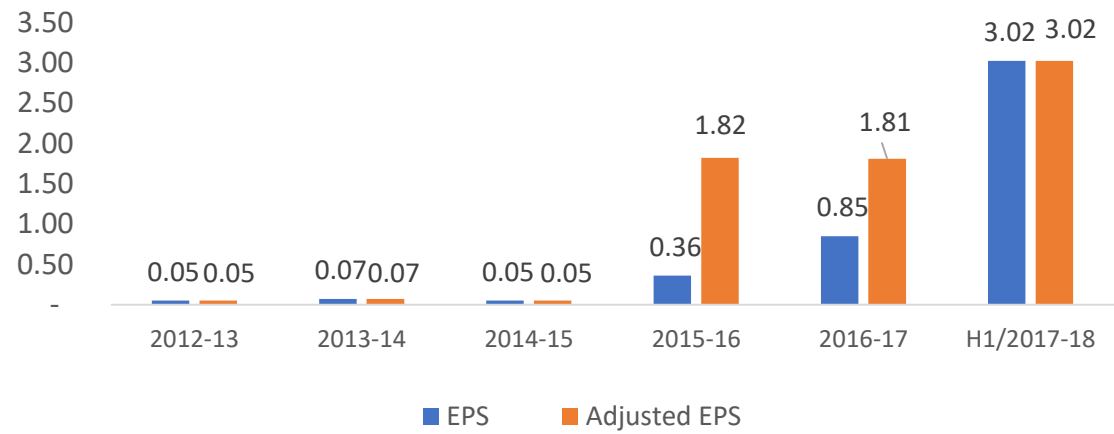
ROCE



Net Worth (Rs. In Lakhs)



EPS (In Rs.)



FINANCIAL SNAPSHOT – Balance-sheet

(Rs. In Lakhs)

Particulars	As at September 30, 2017	As at March 31,				
		2017	2016	2015	2014	2013
EQUITY AND LIABILITIES						
Shareholder's funds						
a) Equity Share Capital	1,918.68	1,918.68	1,918.68	1,918.68	1,918.68	1,918.68
b) Reserves and Surplus	3,154.47	2,865.13	2,701.92	2,633.32	2,623.87	2,610.89
Less: Revaluation Reserves	800.00	800.00	800.00	800.00	800.00	800.00
Total Shareholder's Funds (Net of revaluation reserve)	4,273.15	3,983.81	3,820.60	3,752.00	3,742.55	3,729.57
Long Term Borrowings	1,622.87	1,761.22	1,855.02	1,692.49	1,149.82	1,142.11
Deferred Tax Liabilities	22.86	11.58	-	-	-	-
Other Long Term Liabilities & Provisions	291.76	267.04	268.31	211.86	244.00	227.51
Short-Term Borrowings	1,917.16	2,085.90	2,197.77	2,048.45	2,295.01	1,961.79
Trade Payables	458.52	562.69	504.22	461.75	718.80	623.42
Other Current Liabilities	1,567.15	1,219.88	1,768.94	1,370.55	878.24	812.71
Short-Term Provisions	63.46	70.31	38.99	17.46	12.89	11.39
TOTAL EQUITY AND LIABILITIES	10,216.94	9,962.43	10,453.84	9,554.57	9,041.31	8,508.50
ASSETS						
Net Fixed Assets after adjustment for revaluation reserves	6,382.57	6,529.94	6,112.21	5,719.94	5,208.85	5,008.41
Capital Work in Progress	31.10	9.40	633.02	405.50	385.04	86.15
Long term Loans & Advances	231.00	165.99	142.46	154.00	150.88	105.67
Deferred Tax Assets	-	-	34.07	48.79	49.90	52.53
Inventories	1,026.13	971.63	916.07	867.24	731.89	763.27
Trade Receivables	1,999.91	1,839.25	2,181.42	1,928.82	1,985.55	1,906.30
Cash and Cash equivalents	184.14	139.67	125.56	55.10	36.63	34.31
Short-term loans and advances	28.80	11.97	38.31	33.19	13.22	17.28
Other current assets	333.29	294.59	270.73	341.99	479.34	534.59
TOTAL ASSETS	10,216.94	9,962.44	10,453.85	9,554.57	9,041.31	8,508.51

FINANCIAL SNAPSHOT – Profit & Loss

(Rs. In Lakhs)

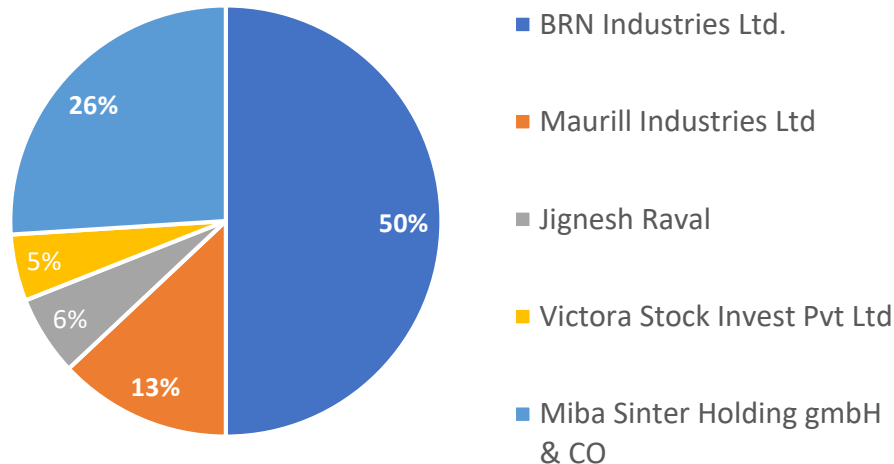
Particulars	As at September 30, 2017	As at March 31,				
		2017	2016	2015	2014	2013
INCOME						
Revenue from Operations (Net)	3,616.34	6,533.93	6,318.82	4,918.80	4,553.97	4,354.03
Other Income	10.02	66.58	14.7	25.69	70.59	100.26
Total income	3,626.36	6,600.51	6,333.52	4,944.49	4,624.56	4,454.29
EXPENSES:						
Cost of Material Consumed	1,045.31	1,809.31	1,823.54	1,603.39	1,536.44	1,681.16
Changes in Inventories	-41.06	-31.31	21.9	-100.2	143.63	-71.19
Employee Benefit Expenses	330.94	605.63	548.73	456.2	383.39	383.76
Other Expenses	1,431.52	2,655.74	2,487.74	2,048.81	1,682.49	1,573.41
EBITDA	859.65	1,561.14	1,451.61	936.29	878.61	887.15
Depreciation and Amortisation	297.29	559.98	489.52	378.56	333.74	311.59
EBIT	562.36	1,001.16	962.09	557.73	544.87	575.56
Finance Costs	261.73	608.94	598.6	547.16	529.27	557.96
EBT before exceptional items and tax	300.63	392.22	363.49	10.57	15.60	17.60
Exceptional items - Special Freight Costs	-	-183.36	-280.17	-	-	-
Net Profit before Tax	300.63	208.86	83.32	10.57	15.6	17.61
Less: Tax expense						
Current tax	61.29	42.58	15.88	2.01	2.97	3.36
Previous year adjustments	-	-	-	-	-	-
Deferred tax	11.28	45.65	14.72	1.11	2.62	4.71
MAT Credit Entitlement	-61.29	-42.58	-15.88	-2.01	-2.97	-
Total Tax Expense	11.28	45.65	14.72	1.11	2.62	8.07
Net Profit after tax	289.35	163.21	68.59	9.46	12.98	9.54
Earning per equity share:						
Basic & Diluted with Exceptional items	3.02	0.85	0.36	0.05	0.07	0.05
Basic & Diluted without Exceptional items	3.02	1.81	1.82	0.05	0.07	0.05

Accounting Ratios & Shareholding Pattern

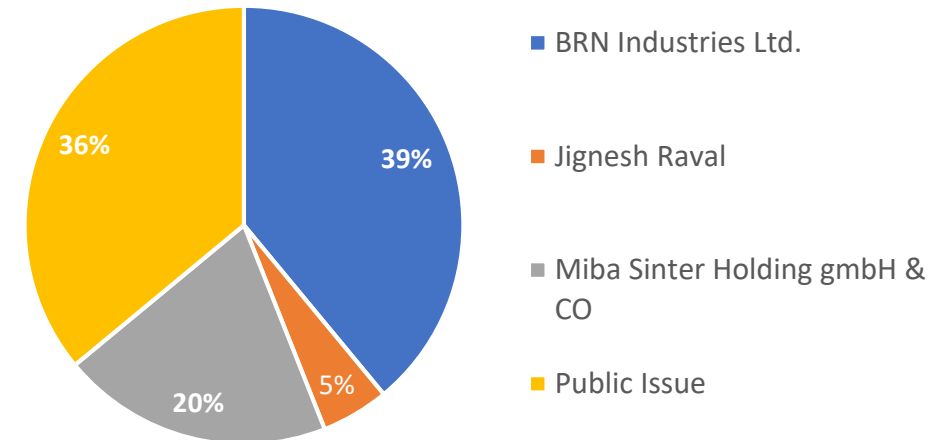
Ratios	As at September 30, 2017	As at March 31,				
		2017	2016	2015	2014	2013
EBITDA Margin	24%	21%	18%	19%	19%	20%
PAT Margin	8%	2%	1%	0.19%	0.28%	0.21%
PAT Margin(Adjusted)	8%	6%	6%	0.19%	0.28%	0.21%
Debt/Equity Ratio	0.90	1.04	1.13	1.05	0.99	0.89
Return on Assets	6%	2%	1%	0%	0%	0%
Return on Equity	7%	4%	2%	0%	0%	1%

Shareholding Pattern

Pre-IPO Shareholding



Post IPO Shareholding



OBJECTS OF THE ISSUE

Sr. No.	Particulars	Amount (Rs. Lacs)
1	To finance expansion of our plant production capacity at our existing unit at Talegaon-Dabhade	1,656.09
2	Part repayment of secured and unsecured loan availed	1,150.00
3	Funding the working capital requirements of the Company	300.00
4	General Corporate Purpose	86.29
	Total	3192.38

INVESTMENT RATIONALE

- Technology Driven Growth
- Attractive Industry Sector with Growing Global opportunities
- Technology partnership with one of the leading global players in the industry
- Strong positions with key OEM customers.
- Seasoned Management team, promoters and Board of Directors.

Thank You

Sintercom India Limited

Gat No. 127, At Post Mangrul, Taluka Maval, Talegaon Dabhade, Pune – 410 507, Maharashtra, India