



- Meeting approx 85% of MHCV Original Equipment clutch demand in India
- Largest producer of Medium & Heavy Commercial Vehicle (MHCV) Clutches in India
- Among the top 3 manufacturers in the world (by volume)



www.setcoauto.com



Vision

“To be the preferred clutch of choice in 1 out of 3 commercial vehicles and 1 out of 5 farm tractors globally”.

Mr. Harish Sheth – Chairman & Managing Director

Setco Automotive has carved out a niche in the clutch market with an extensive global network of 64 countries spread across Europe, North Americas, South Americas, Latin Americas, Africas, Middle East and Asia Pacific



PEOPLE – Our strength
QUALITY – Our priority
SERVICE – Our cornerstone
INNOVATION – Our identity
COMMUNITY – Our pride
PARTNERS – Our family



DRIVEN

BY VALUES

1982

INCORPORATED
IN MUMBAI

BSE

LISTED ENTITY
STOCK CODE: 505075

4

MANUFACTURING
FACILITIES

- Kalol (Panchmahal), Gujarat, India
- Sitarganj, Uttarakhand, India
- Haslingden, Lancashire, UK
- Paris, Tennessee, USA

DRIVEN

BY EXCELLENCE

LIPE
CLUTCH

CLUTCH

PRODUCTS AND SYSTEMS
HYDRAULICS
(PRESSURE CONVERTERS)

USD \$ 100 Mn

MARKET CAP on 15th JUN 2015



1200 EMPLOYEES
WORLDWIDE

64
EXPORTS TO
COUNTRIES

2
RESEARCH & DEVELOPMENT
CENTERS

CERTIFIED

ISO

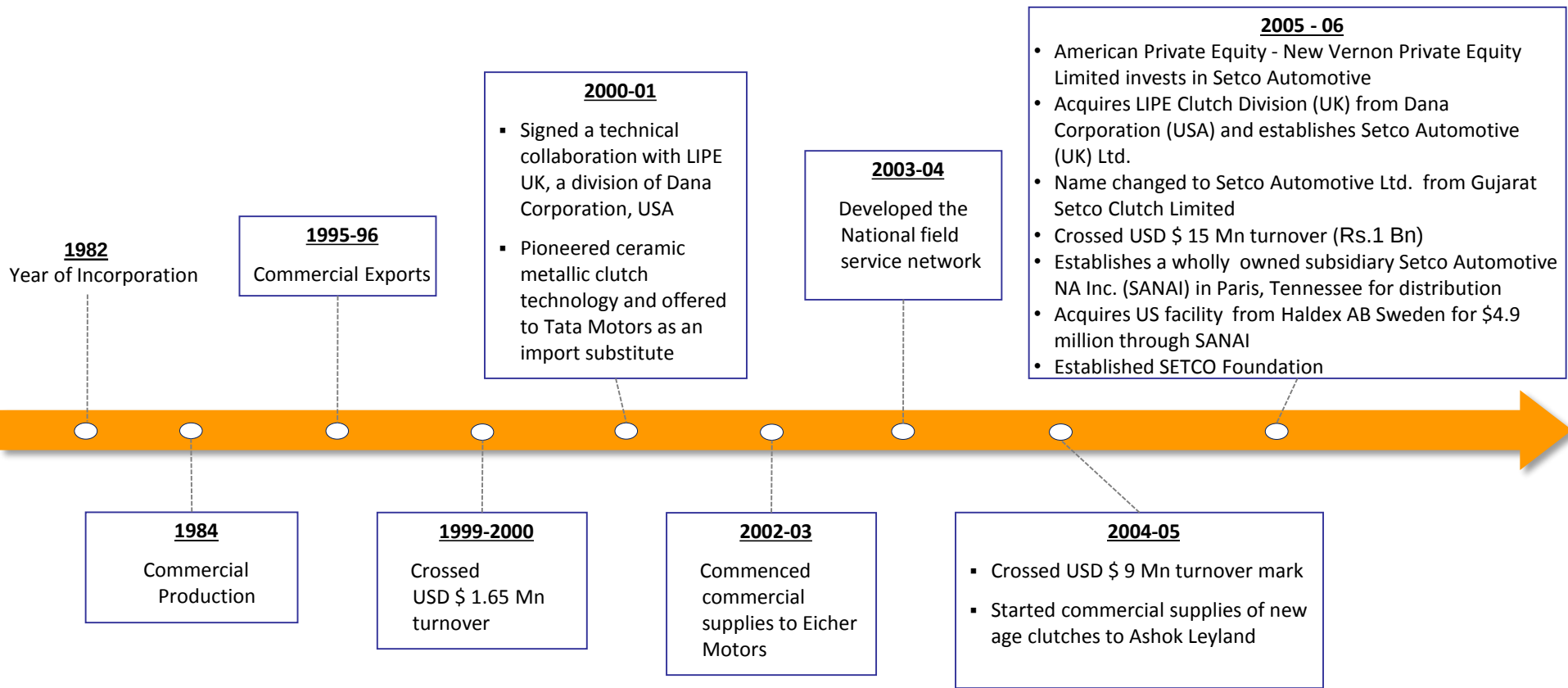
SALES

82 \$Mn

ISO/TS 16949 | ISO 14001 | OHSAS 18001 | VDA - 6.3

DRIVEN

BY EXCELLENCE



2009-10

- Crossed USD \$ 30 Mn turnover (Rs. 2 Bn)
- Commenced state-of-the-art Press Shop in Kalol, Gujarat for developing clutches suitable to international vehicle manufacturers such as Volvo and Mercedes
- Invested in robust MIS "SAP"

2011-12

- Crossed USD \$ 65 Mn turnover (Rs. 4 Bn)
- Invested heavily in upgrading R&D capabilities

2013-14

- Launched Independent Aftermarket in India
- Launched LCV clutches
- Doubled capacities in Uttarakhand
- Invested in backward integration (Foundry & Diaphragm Springs)

2007-08

Set up Assembly operations in Uttarakhand (India)

2010-11

- Crossed USD \$ 50 Mn turnover (Rs. 3 Bn)
- Forayed into newer markets in Central Asia, MENA Region, Africa, Latin America and South Asia
- Extended SAP to global subsidiaries

2012-13

- Inauguration of state-of-the-art R&D centre
- Department of Scientific and Industrial Research (DSIR) in India recognized R&D centre

2014-15 & 2015 - 16

- **Crossed USD \$ 80 Mn turnover (Rs. 5 Bn)**
- **Foundry Project**
 - Trial Production commenced at Foundry
 - Machine Shop fully operational
- Diaphragm Springs Project commissioned

Global Leadership Team



 **Harish Sheth – Founder, Chairman & Managing Director** 

 Vinay Shahane – Vice President - Finance

 Udit Sheth – Joint Managing Director

 Dr. P. K. Roy – Associate Vice President - R&D

 Shveta Vakil – Executive Director

 Hans Gramberger – Director, International Marketing

 R.K Ghosh- Director Technical

 Steve Haworth – Executive Director (Setco – UK)

 J. S. Gujral – Vice President Commercial

 Rajiv Iyer – Vice President (Setco - North America)

 A. V. Srinivas – Vice President Manufacturing



DRIVEN

BY MARKETS



DRIVEN

BY MARKETS

CLIENTS:



POTENTIAL CLIENTS:



DRIVEN

BY ORIGINAL EQUIPMENTS



THE HUB

1

State of Art Research & Development Centre (R & D Centre)

Advanced technology and offer world class products to customers in India and globally

2

Backward Integration

→ Setting up a Diaphragm Spring Plant at the cost of \$3 Mn

- Currently being imported from Europe
- Will help bring technology in India and control Quality also reduce cost

→ Foundry project at the cost of USD \$ 28 Mn

- Capacity of producing 30,000 tons / year
- 1/3 capacity for Captive Consumption
- Additional Capacity to cater to outside customers (Domestic & Overseas)
- State of Art Machine Shop

3

LIPE for Life – Aftermarket business

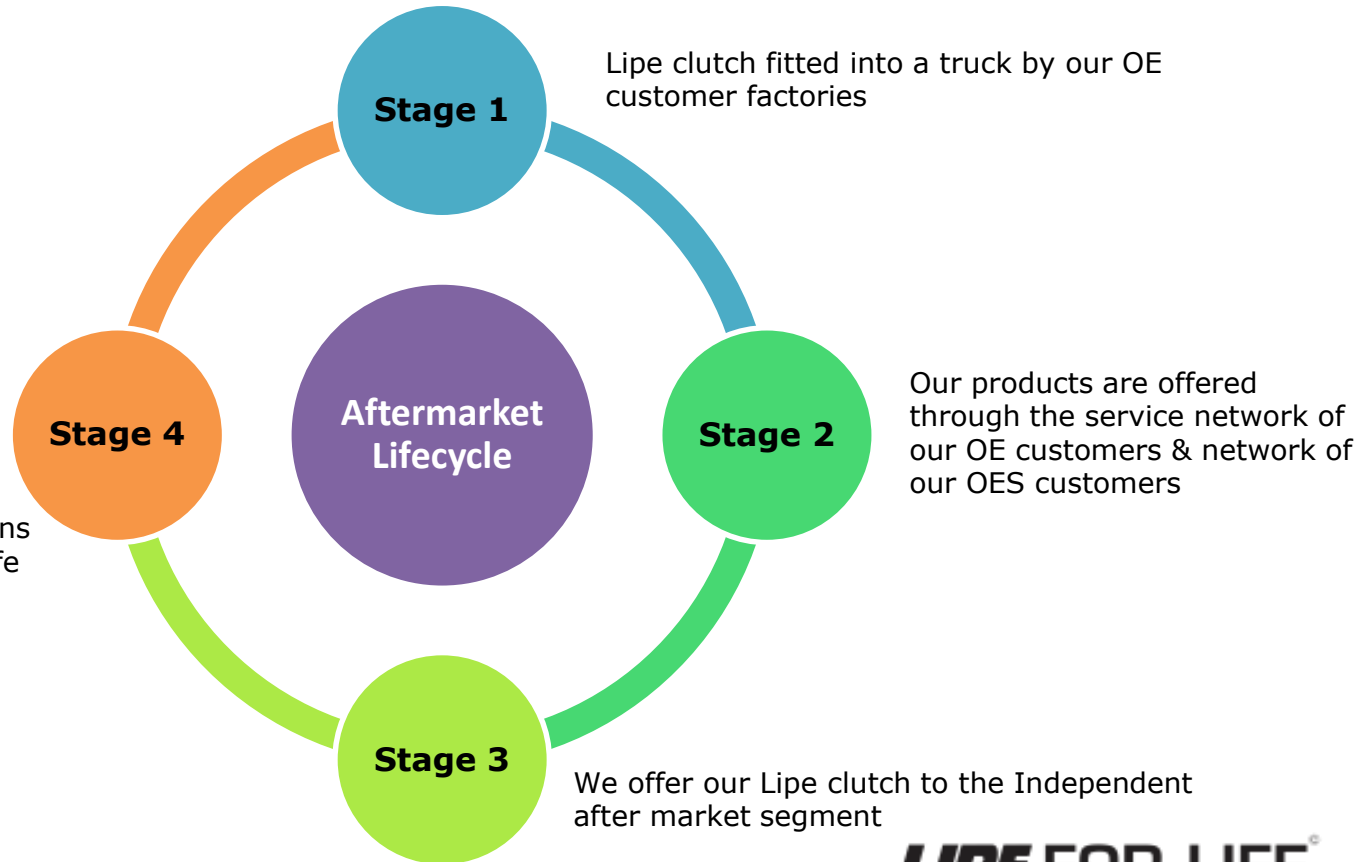
- Strength comprises of 23 distributors and 47 branches spread across the country

Expansion of Kalol and
Uttarakhand Plants

Upgradation and Modernization of plant to help capacity building. Investment of
USD \$ 12 Mn over 2 years.

...LIPE for Life – Aftermarket business

Setco offers full life cycle solutions





- At Setco Automotive, our R&D efforts are at the heart of all that we do.
- Our R&D investment is part of a strategic framework with one simple motive – delivery of global standards.
- R&D facilities in India and UK help us cement our position as a top domestic player with a wider product range and a smaller time-to-market cycle
- Key capabilities at our R&D facilities include cutting-edge software and tools in drafting, 3D modeling, product lifecycle management, project management, clutch testing and analysis.
- Current R&D spend approx 1% of turnover – plans to increase to 2% of turnover in 2 years.



DRIVEN

BY TECHNOLOGY

Diaphragm Spring Facility

- Development of in-house capability for manufacturing of diaphragm springs which is currently sourced from Germany.
- Diaphragm sizes 170 mm, 200mm, 280mm, 310mm, 362mm, 395mm, 400mm & 430mm.
- Manufacturing set up is established. Development of diaphragm springs under progress. Start of production for diaphragms – July'15.
- Initial capacity of 2,00,000 per annum established with investment of Rs 20 cr.; this can be augmented to 3,00,000 per annum by additional investment of around Rs 5 cr.
- This state of the art manufacturing plant will meet the internal needs of Setco.
- Key Benefits
 - Rapid product development.
 - De-risk manufacturing due to procurement lead times
 - Cost reduction of approx 10% - 15%

Diaphragm Springs Plant



Diaphragm Springs Plant





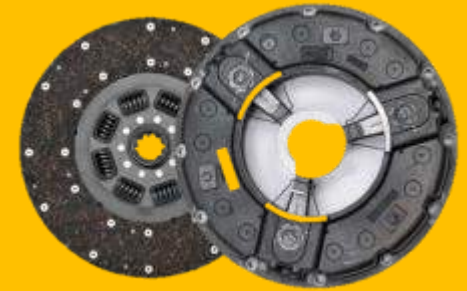
12"/310mm Single
Diaphragm Spring



13"/330mm Single
Direct Pressure Coil Spring



14"/352mm Single & Twin
Direct Pressure Coil Spring



380mm Single Push
Coil Spring



15"/380mm Single & Twin
Direct Pressure Coil Spring



395mm Single Push
Diaphragm Spring



16"/400mm Twin
Diaphragm Spring



17"/430mm Single
Diaphragm Spring



LIPE Euro Star series



310mm Single Diaphragm Spring



362mm Single Diaphragm Spring



395mm Single Push Diaphragm Spring



400mm Twin Diaphragm Spring



430mm Single Diaphragm Spring

LIPE Torque Star Series



13" / 330mm Single Direct Pressure Coil Spring



15" / 380 mm Single & Twin Direct Pressure Coil Spring



14" / 352mm Single & Twin Direct Pressure
Coil Spring



15" / 380mm Single Push Coil Spring

LIPE Eagle Star Series



15.5" Angular Spring Twin Clutch



14" Angular Spring Twin Clutch

Foundry Project - Lava Cast Pvt. Ltd.

Setco Automotive Ltd, India & Lingotes Especiales, Spain enter into a Ferrous Foundry Joint Venture

- Lingotes Especiales, with impeccable credentials in the global foundry industry comes on board of Lava Cast as the Technology Partner
- Has four decades of rich manufacturing experience and its flagship Company is a state-of-the-art iron foundry with a capacity of 100,000 tons a year.
- Will generate employment opportunities for approximately 400 people
- With an initial capacity of 30,000 tons per annum, to be augmented to 60,000 tons in a phased manner, this world-class foundry will meet the internal needs of Setco and international customers .
- Invested Rs 180 cr. in Phase I & approx. Rs 80 cr. planned for expansion in Phase II.

Master Plan – Phase 1



Master Plan - Phase 2



Key Benefits:

- Lingotes's long-standing experience in the industry will help reduce the lead-time for the Lava Cast project to take off.
- De-risked project implementation
- Faster ramp up and rapid product development
- Exports of Lava Cast components to Lingotes European customer base
- Their clientele consists of automobile manufacturers and tier 1 companies like Ford, Volkswagen, Renault, PSA (Peugeot/Citroën), Fiat, Valeo, TRW, among others.



Foundry with Machinery



DISA Machine & DISA sand Plant



DISA Moulding Machine 131 Z

DISA Sand Plant

Machine Shop Layout



Machine Shop Layout



Vision – USD \$ 1 Bn by FY 2021

Setco Automotive Corporate

Commercial
Vehicle
Clutches

- MHCV
- LCV
- Tractor

The
Foundry
“Lava Cast”

Diversification
in
Allied
Businesses

Automotive
Parts
Distribution

Human Resources

We believe our People are vital to our success. Harnessing the passion of an employee is critical towards value addition

Our Strengths

Vibrant, progressive work culture which fosters team spirit and entrepreneurship.

- Ability to attract best talent from the industry
- Setco is the first employer for 85% of our plant workforce
- 53% of our total workforce have been with the company for over 10 years
- Attrition for the year 2014-15 was at 6.2%, way below Industry Average of 12%.
- Empowerment across levels
- Challenging work environment
- Focus towards accelerated career progression
- Capability Development: We invest in skill enhancement for our employees through both Behavioral & Functional Training Initiatives



Human Resources

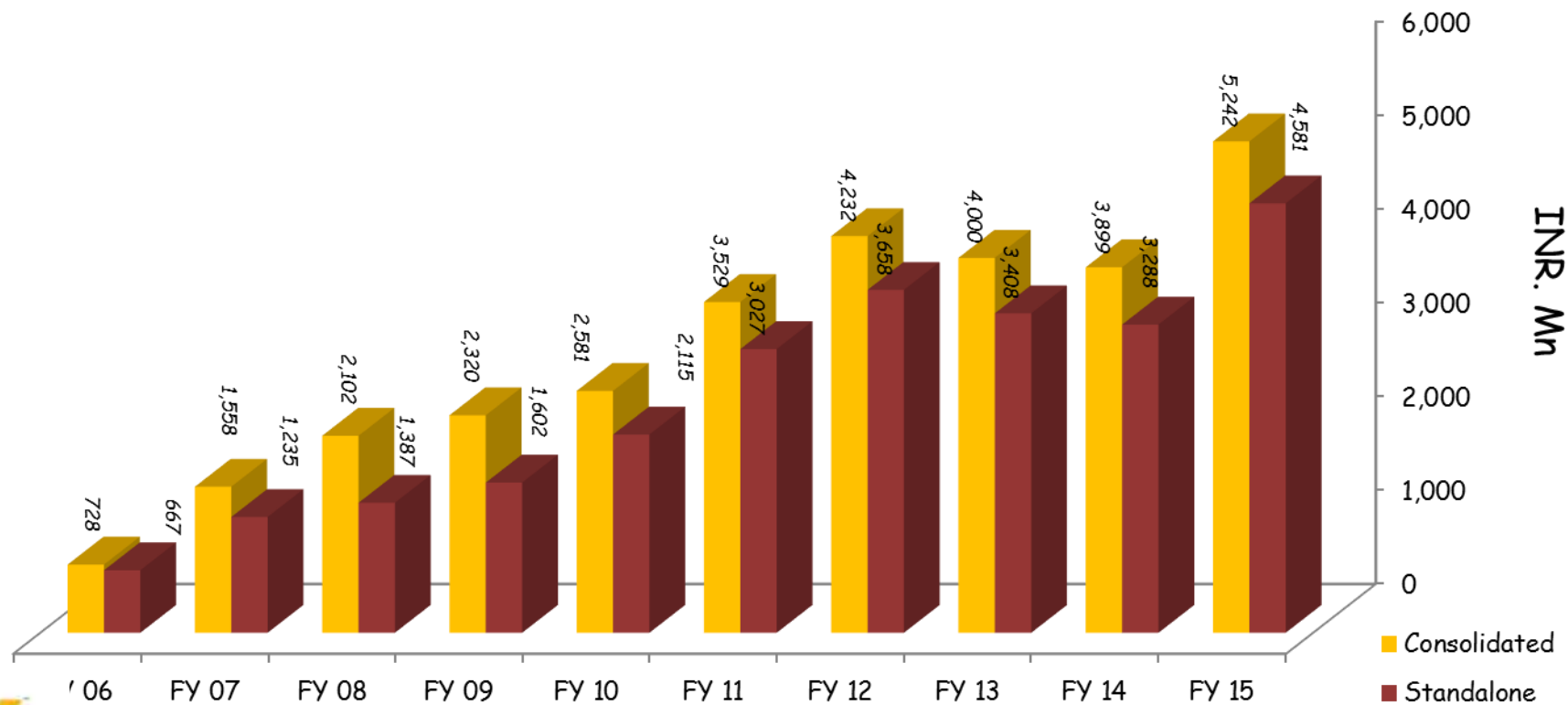
Initiatives

“Setco Young Leaders’ Programme – STYLE”: Structured Development & Career Planning for Hi-Performing Hi-Potential employees

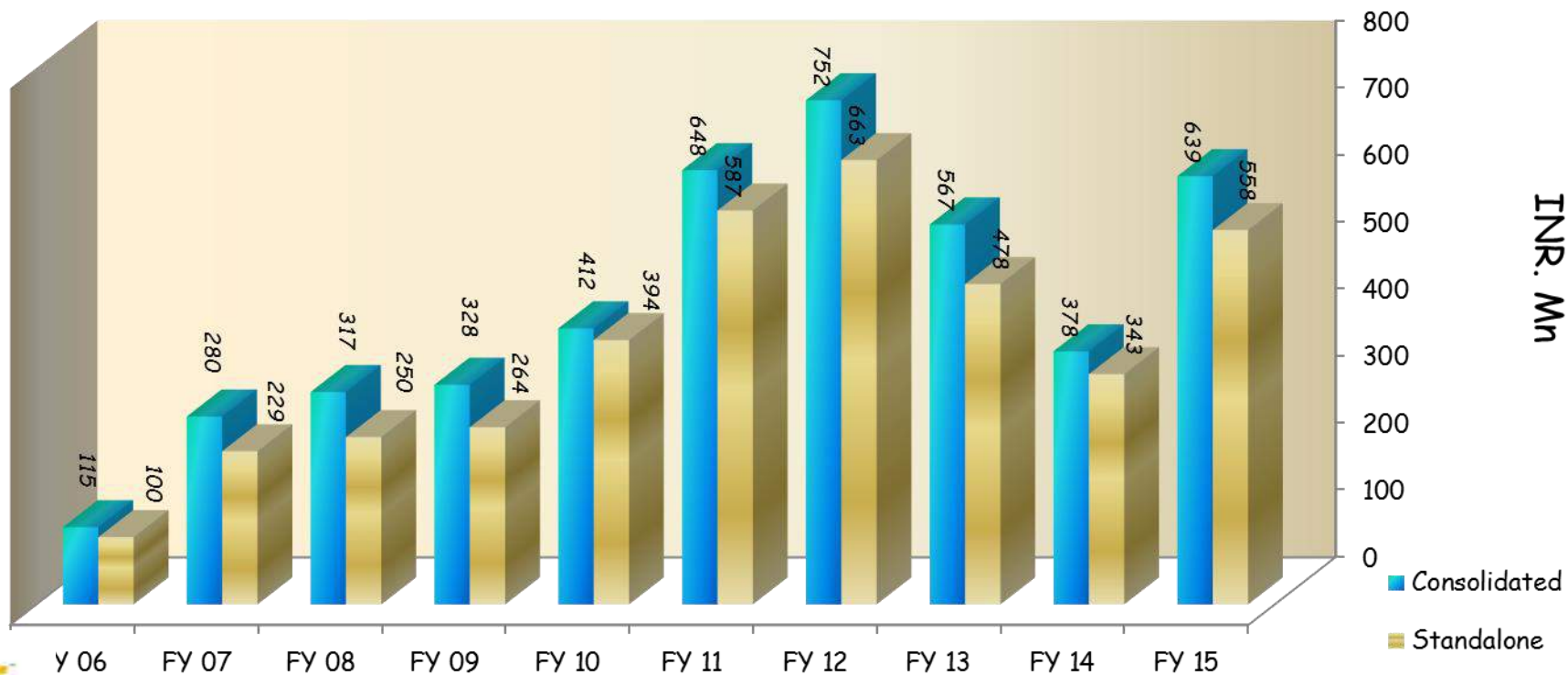
- “Pratibimb” Employee Engagement Survey
- Suggestion Scheme “Sujhaav - Ek naye kal ke liye.....”
- Kaizen Awards
- Automation of the HR Processes to create an employee-friendly experience (*Cloud based HR Automation (HRIS) System : EazeWork for Employee Information, Attendance, Leave, Performance Management System, Tours, Administering various internal surveys, etc.*)
- Detailed cross-functional induction including Industrial Visits, Soft Skill Training for new recruits to ensure smooth on-boarding into the Setco Family
- Safety is given high importance at Setco and several efforts for continuous upgradation of safety standards are taken viz. Formulation of safety policy, Mock Drill, On Job Training, etc.



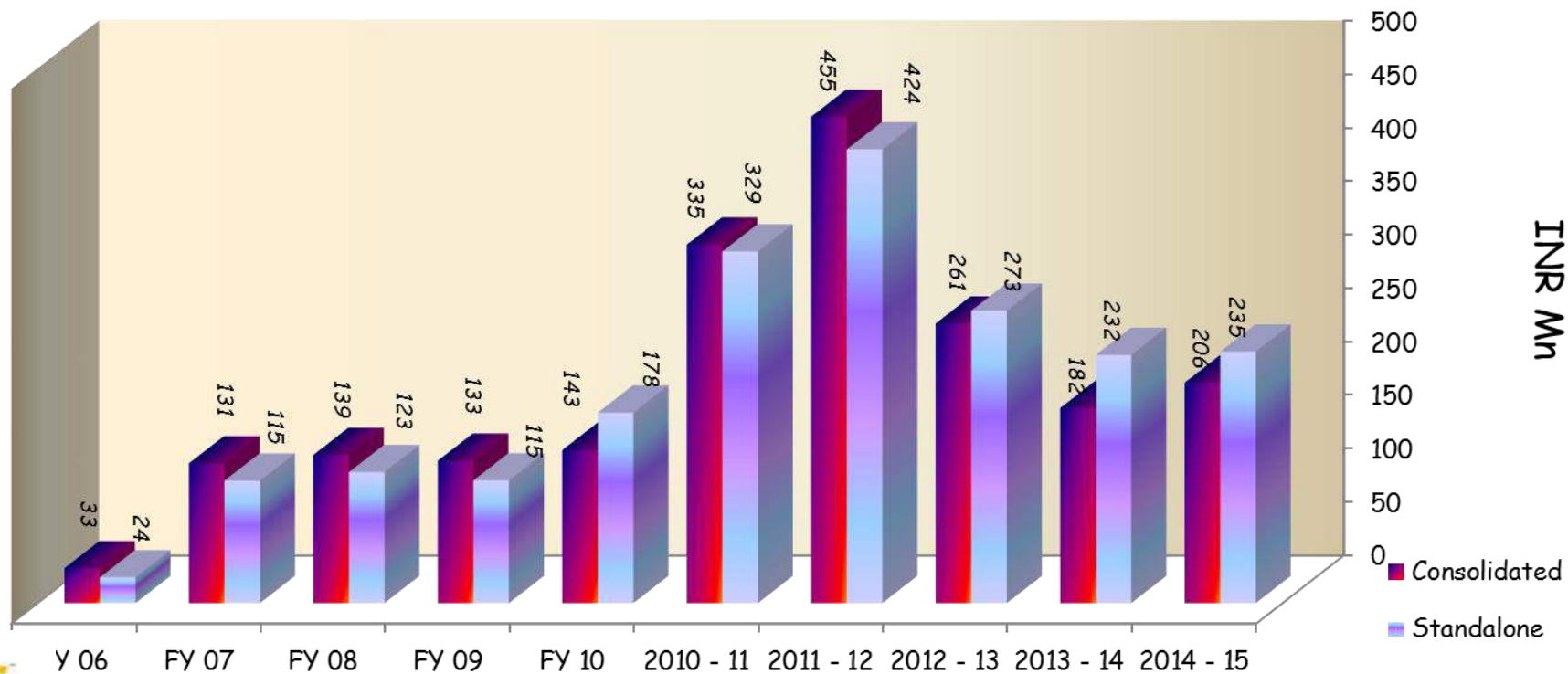
Net Sales...Last 10 Years



EBIDTA ...Last 10 Years



PAT.....Last 10 Years



Financials – June 2015 Quarter

	Q.E. June 2015	Q.E. June 2014	Growth %
Sales	10365	9542	8.6
EBIDTA	1139	1122	1.5
PBT	516	535	(3.6)
PAT	425	450	(5.5)



"It is our mission to enable a community to actively ensure that every child and woman has full access to healthcare, nutrition, education and an opportunity for growth"

Setco – A Responsible Corporate

5% of Net Profit Dedicated to the Foundation

- 🕒 Sponsoring education of employees' children
- 🕒 Adoption of the I.T.I.s in Zalod, Gujarat
- 🕒 Tree plantation by employees (1 per employee per year)
- 🕒 Medical camps
- 🕒 Purified drinking water for neighboring schools in Kalol, Gujarat
- 🕒 Anganwadi Programme (Currently having 12 Anganwadi's in Kalol)
 - 🕒 Health check-ups for children & pregnant and nursing women from the locality
 - 🕒 Encouraged suppliers Like Miba, Austria to sponsor another Anganwadi to expand CSR activities



DRIVEN BY COMMITMENT



“We aim to reach out to over 10,000 women and children over the next three years”

- ☉ **Nutritional support for children** from 0-6 years
- ☉ **Day-care, preschool, medical check-ups and monitoring for pregnant and nursing mothers,**
- ☉ Encourage **financial autonomy for women** through adult education and **skill training for income-generation**
- ☉ Cash incentives every year to a girl child who completes school successfully
- ☉ Develop easy-to-implement, integrated play-school programs combining **Montessori** and Play-way methods and local ICDs prescribe activities to nurture and stimulate children for **school readiness.**



DRIVEN BY COMMITMENT

DRIVEN
BY PARTNERS



THANK YOU