Mahindra CIE

Mahindra CIE Automotive Ltd
Mahindra Towers, 1st Floor,
Dr. G. M. Bhosale Marg, Worli,
Mumbai 400 018, India
Tel: +91 22 24931449
Fax: +91 22 24915890
www.mahindracie.com
mcie.investors@mahindracie.com

October 24, 2017

BSE Limited

Corporate Relationship Department, P.J.Towers, Dalal Street, Fort, Mumbai - 400 001.

BSE Scrip Code: 532756

National Stock Exchange of India Limited, Corporate Relationship Department,

Exchange Plaza, 5th Floor, Plot No. C/1, G Block,

Bandra Kurla Complex, Bandra (E),

Mumbai - 400 051.

NSE Scrip Code: MAHINDCIE

Subject: Investor Presentation on Q3 CY17 Results

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation on Q3 CY17 Results.

Kindly acknowledge the receipt of the same.

Thanking you,

Yours faithfully,

For Mahindra CIE Automotive Limited

Krishnan Shankar

Company Secretary & Head - Legal

Encl: As above











Disclaimer

Mahindra CIE Automotive Limited, herein referred to as MCAL provides a wide array of presentations and reports, with the contributions of various professionals. These presentations and reports are for informational purposes and private circulation only and do not constitute a prospectus, a statement in lieu of a prospectus, an offering circular, offering memorandum, an advertisement, an offer, or a solicitation of any offer, or an offer document to purchase or sell any securities under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India. These presentations and reports should not be considered as a recommendation that any investor should subscribe for or purchase any securities of MCAL or its subsidiaries (collectively, the "Group") and should not be used as a basis for any investment decision.

Further, these presentations and reports do not purport to be a complete description of the markets conditions or developments referred to in the material. While utmost care has been taken in preparing the above, none of the Group or any of its affiliates, advisors or representatives accept any liability whatsoever for any loss howsoever arising from any information presented / contained in these presentations and reports, or the opinions expressed by the presenters. We shall not be liable for any direct or indirect losses arising from the use thereof and the viewers are requested to use the information contained herein at their own risk. Furthermore, no person is authorized to give any information or make any representation which is not contained in, or is inconsistent with, these presentations and reports. Any such extraneous or inconsistent information or representation, if given or made, should not be relied upon as having been authorized by or on behalf of the Group.

These presentations and reports are confidential and should not be copied, reproduced, re-circulated, redistributed, published in any media, website or otherwise, in any form or manner, in part or as a whole, without the express consent in writing of the Group. Any unauthorized use, disclosure or public dissemination of information contained herein is prohibited. The distribution of these presentations and reports in certain jurisdictions may be restricted by law. Accordingly, any persons in possession of the aforesaid should inform themselves about and observe any such restrictions.

Unless specifically noted, MCAL is not responsible for the content of these presentations and/or the opinions of the presenters. Individual situations and local practices and standards may vary, so viewers and others utilizing information contained within a presentation are free to adopt differing standards and approaches as they see fit. You may not repackage or sell the presentation. Products and names mentioned in materials or presentations are the property of their respective owners and the mention of them does not constitute an endorsement by MCAL. Information contained in a presentation hosted or promoted by MCAL is provided "as is" without warranty of any kind, either expressed or implied, including any warranty of merchantability or fitness for a particular purpose.

The information contained in these presentations and reports are only current as of their date and have not been independently verified. The Group will not update you in the event the information in the above becomes stale. You must make your own assessment of the relevance, accuracy and adequacy of the information contained in these presentations and reports and must make such independent investigation as you may consider necessary or appropriate for such purpose. Moreover, no express or implied representation or warranty is made as to, and no reliance should be placed on, the accuracy, fairness or completeness of the information presented or contained in these presentations and reports. Further, past performance is not necessarily indicative of future results. Any opinions expressed in these presentations and reports or the contents of these presentations and reports are subject to change without notice. The presentation should not be construed as legal, tax, investment or other advice.

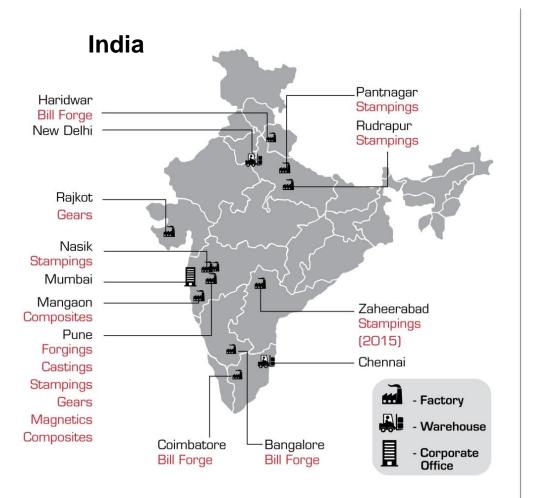
These presentations and reports contain certain statements of future expectations and other forward-looking statements, including those relating to the Group's general business plans and strategy, its future financial condition and growth prospects, and future developments in its sectors and its competitive and regulatory environment. In addition to statements which are forward looking by reason of context, the words 'may', 'will', 'should', 'expects', 'plans', 'intends', 'anticipates', 'believes', 'estimates', 'predicts', 'potential' or 'continue' and similar expressions identify forward looking statements. All forward looking statements are subject to risks, uncertainties and assumptions that could cause actual results, performances or events to differ materially from the results contemplated by the relevant forward looking statement. The factors which may affect the results contemplated by the forward looking statements could include, among others, future changes or developments in (i) the Group's business, (ii) the Group's regulatory and competitive environment, (iii) the information technology service sector, and (iv) political, economic, legal and social conditions in India and the United States.

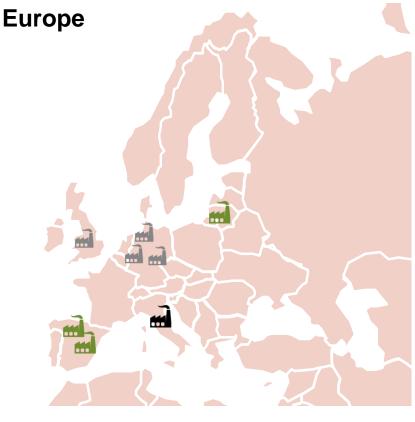
The information contained herein does not constitute an offer of securities for sale in the United States or in any other jurisdiction. Securities may not be offered or sold in the United States absent registration or an exemption from registration under the U.S. Securities Act of 1933, as amended.

Certain numbers in these presentations and reports have been subject to routine round off and accordingly figures shown as total in tables and diagrams may not be an arithmetic aggregation of the figures that precede them.

MCIE Global

Plant Locations and Key Products







Truck Forgings: 4 Location in Germany & UK; Focus: Trucks



PCar Forgings: 3 Locations in Spain & Lithuania; Focus: Cars



Gears: 1 Location In Italy; Focus: Off Road





MCIE Global

Key Products

India





crankshafts - cast & machined











Europe



Basket of forged & machined parts for the European truck market in Europe Strong presence in Front Axle Beams & Steel Pistons









MCIE India

Q3 CY2017 Results



(INR Mio)	Jul-Sep 2017	Change	Jul-Sep 2016	Apr-Jun 2017
Sales (without Excise)	6,821	+64% 1	4,148	6,356
EBITDA (*)	984	+87%	524	875
EBITDA%	14.4%		12.6%	13.8%
EBIT (*)	683	+155%	268	572
EBIT %	10.0%		6.4%	9.0%
EBT	675	+178%	243	565
EBT%	9.9%		5.8%	8.9%

- (*) EBITDA: EBIT + Depreciation , EBIT: EBT + financial results. Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income
- (1) The growth without Bill Forge in India for Q3 C17 has been 21%. Increase, mainly in Gears, Stampings and Forgings

Market Update (Production)

	Jul-Sep 2017 v/s Jul-Sep 2016	Jul-Sep 2017 v/s Apr-Jun 2017
PV	-1.2%	11.1%
UV	11.9%	11.6%
LCV	12.0%	14.8%
MHCV	11.6%	65.2%
Two Wheelers	12.6%	11.2%
Tractors	19.8%	3.9%

Key	10.5%	11.7%
Customers(#)		

M&M, Maruti and Tata Motors combined constitute more than 50% of MCIE India business – The growth of MCIE's customers weighted as per their share of business in MCIE India for the Jul-Sep 2017 growth is 12.9% and sequential growth is 10.7% As per International classification the segment defined as <6T is equivalent to the indian segment PV+UV+LCV. The growth rate for <6T for Jul- Sep quarter previous year is 3.1% and sequential quarters is 11.6%



MCIE India

9M CY2017 Results



Financial Update

(INR Mio)	Jan-Sep 2017	Change	Jan-Sep 2016
Sales (without Excise)	19,411	+56% ¹	12,454
EBITDA (*)	2,649	+95%	1,361
EBITDA%	13.6%		10.9%
EBIT (*)	1,766	+131%	765
EBIT %	9.1%		6.1%
EBT	1,755	+131%	759
EBT%	9.0%		6.1%

^(*) EBITDA: EBIT + Depreciation , EBIT: EBT + financial results. Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income

Market Update (Production)

,	Jan-Sep 2017
	v/s Jan-Sep 2016
PV	5.1%
UV	13.1%
LCV	3.7%
MHCV	-13.4%
Two Wheelers	7.1%
Tractors	23.3%

Key Customers(#)	12.7%

M&M, Maruti and Tata Motors combined constitute more than 50% of MCIE India business - The growth of MCIE's customers weighted as per their share of business in MCIE India for the period Jan-Sep 2017 growth is 10.5%

As per International classification the segment defined as <6T is equivalent to the indian segment PV+UV+LCV. The growth rate for <6T for Jan - Sep period v/s previous year is 6.7% Mahindra CIE



⁽¹⁾ Growth without Bill Forge in MCIE India for 9m CY 2017has been about 15%

MCIE Europe

Q3 CY2017 Results



Financial Update

(INR Mio) Jul-Sep Change Jul-Sep Apr-Jun 2017 2016 2017 Sales 9,154 +16% 1 7,864 8,943 (without Excise) 861 EBITDA (*) 1,127 +31% 1,183 12.3% 13.2% EBITDA% 10.9% **EBIT** (*) 768 +39% 552 793 EBIT % 8.4% 7.0% 8.9% **EBT** 663 +55% 429 696 EBT% 7.2% 5.4% 7.8%

Market Update (Production)

	Jul-Sep 2017 v/s Jul-Sep 2016	Jul-Sep 2017 v/s Apr-Jun 2017
Passenger Vehicles	4.9%	-12.7%

Commercial Vehicle production data is as of now available for H1 CY17 and it has shown a growth of -4.5% as compared with the same period of the previous year.

(*) EBITDA: EBIT + Depreciation, EBIT: EBT + financial results.

Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income

(1) Growth in Euro terms for Q3 CY17 has been 22.6% driven by growth in Metalcastello and Forgings Lithuania

Note

- Exchange Rates considered for Jul-Sep 2017, Jul- Sep 2016 and Apr-Jun 2017 are 72.73, 75.01 and 71.24 INR/Euro respectively
- EBITDA % drop from Q2 2017 due to stock consumption in August. EBITDA % over revenues (Sales + stock variation) is 12.7% in both periods.





MCIE Europe

9M CY2017 Results



Financial Update

Jan-Sep 2017 (INR Mio) Jan-Sep 2016 Change Sales 25,717 27,138 +6% 1 (without Excise) EBITDA (*) 2,989 3,495 +17% EBITDA% 12.9% 11.6% EBIT (*) 2,366 1,902 +24% 8.7% EBIT % 7.4% **EBT** 2,038 +38% 1,476 EBT% 7.5% 5.7%

Market Update (Production)

	Jan-Sep 2017 v/s Jan-Sep 2016
Passenger Vehicles	2.1%

Commercial Vehicle production data is as of now available for H1 CY17 and it has shown a growth of -4.5% as compared with the same period of the previous year.

Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income

(1) Growth in Euro terms for 9m CY17has been 11.1% driven by growth in Metalcastello and Forgings Lithuania

Note

1. Exchange Rates considered for Jul-Sep 2017, Jul- Sep 2016 and Apr-Jun 2017 are 72.73, 75.01 and 71.24 INR/Euro respectively





^(*) EBITDA: EBIT + Depreciation , EBIT: EBT + financial results.

MCIE Consolidated

Q3 CY2017 Results



(*) EBITDA: EBIT + Depreciation , EBIT: EBT + financial results.

Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income

Note

- 1. Exchange Rates considered for Jul-Sep 2017, Jul- Sep 2016 and Apr-Jun 2017 are 72.73, 75.01 and 71.24 INR/Euro respectively
- 2. Sales growth due to Billforge integration and Stampings, Gears and Forging's organic growth
- 3. Positive Exchange rate impact in Billforge Mexico and finance cost reduction due to lower debt





MCIE Consolidated

9M CY2017 Results



(INR Mio)	Jan-Sep 2017	Change	Jan-Sep 2016	
Sales (without Excise)	46,362	+22%	37,914	
EBITDA (*)	TDA (*) 6,103	+40%	4,349	
EBITDA%	13.2%		11.5%	
EBIT (*)	4,077	+53%	2,665	
EBIT %	8.8%		7.0%	
EBT	3,737	+67%	2,235	
EBT%	8.1%		5.9%	

^(*) EBITDA: EBIT + Depreciation , EBIT: EBT + financial results.

Sales is only product sales and does not include any other operating or non operating income while EBITDA includes all income

Note

1.Exchange Rates considered for Jul-Sep 2017, Jul- Sep 2016 and Apr-Jun 2017 are 72.73, 75.01 and 71.24 INR/Euro respectively 2.As on 30 Sep 2017, the Capex done is INR 2,371 Million





Other Details

Q3 CY 2017 Results



(INR Mio)	India				Europe			Consolidated		
	Q3 CY 17 Q2 CY 17 Q3 CY 16		Q3 CY 17	Q2 CY 17	Q3 CY 16	Q3 CY 17	Q2 CY 17	Q3 CY 16		
Excise Duty	0	754	456				0	754	456	
Other Operating Revenue	374	332	255	285	274	337	652	601	591	
Other Income	24	34	41	50	31	38	49	63	62	



Annexure 1:

- Results Declared to SEBI



3Q-2017MCIE STANDALONE

₹ in Lakhs

			STANDALONE					
		Part-I		Quarter Ended		Nine Mon	ths Ended	Year Ended
		Particulars	Sep,30 2017	Jun,30 2017	Sep,30 2016	Sep,30 2017	Sep,30 2016	Dec 31, 2016
			Un Audited	Un Audited	Un Audited	Un Audited	Un Audited	Audited
I		Revenue from operations	48,424.58	50,374.91	44,349.56	150,047.46	133,955.44	178,689.46
II		Other Income	310.21	425.80	599.81	1,027.32	1,553.40	2,166.06
III		Total Revenue (I+II)	48,734.79	50,800.71	44,949.37	151,074.78	135,508.84	180,855.52
IV		Expenses						
	a)	Cost of materials consumed	25,097.28	23,898.47	20,252.58	74,206.29	61,179.28	81,528.45
	b)	Changes in stock of finished goods, work-in process	796.14	(937.45)	498.30	(95.26)	20.97	465.64
	c)	Employee benefit expense	5,712.23	5,394.00	5,639.66	16,691.62	16,649.14	22,272.99
	d)	Finance costs	124.24	184.16	196.76	563.51	408.24	710.45
	e)	Depreciation and amortisation expenses	1,775.80	1,822.94	1,771.59	5,310.26	5,323.56	7,102.90
	f)	Excise Duty on Sales (Refer Note 6)		5,423.48	4,280.51	10,266.35	13,046.63	17,671.55
	g)	Other expenses	11,983.41	12,325.35	10,188.83	35,560.08	31,784.01	42,313.91
		Total Expenses (IV)	45,489.10	48,110.95	42,828.23	142,502.85	128,411.83	172,065.89
V		Profit before exceptional items and tax (III-IV)	3,245.69	2,689.76	2,121.14	8,571.93	7,097.01	8,789.63





3Q-2017 MCIE STANDALONE - Continued

₹ in Lakhs

Rs.in Lakhs

			STANDALONE					
		Part-I		Quarter Ended			ths Ended	Year Ended
		Particulars	Sep,30 2017	Jun,30 2017	Sep,30 2016	Sep,30 2017	Sep,30 2016	Dec 31, 2016
			Un Audited	Un Audited	Un Audited	Un Audited	Un Audited	Audited
VI		Exceptional item (Refer Note 5)					901.75	901.75
VII		Profit before tax (V-VI)	3,245.69	2,689.76	2,121.14	8,571.93	6,195.26	7,887.88
VIII	1)	Tax expenses	1 220 10	720 70	020 57	2 220 24	2 170 14	2 724 04
	1)	Current tax	1,338.19	729.79	938.57	3,328.26	2,170.14	2,734.96
	2)	Deferred tax	(128.68)	195.32	(222.05)	(221.08)	(26.46)	7.84
		Total tax expense (VIII)	1 200 51	025 11	714 52	2 107 19	2 142 40	2 7/2 90
		Total tax expense (VIII)	1,209.51	925.11	716.52	3,107.18	2,143.68	2,742.80
IX		Profit after tax from continuing operations(VII-VIII)	2,036.18	1,764.65	1,404.62	5,464.75	4,051.58	5,145.08



3Q-2017 MCIE STANDALONE - Continued

₹ in Lakhs

				STANDALONE					
	Part-I				Quarter Ended		Nine Mon	Year Ended	
	Particulars		Sep,30 2017	Jun,30 2017	Sep,30 2016	Sep,30 2017	Sep,30 2016	Dec 31, 2016	
				Un Audited	Un Audited	Un Audited	Un Audited	Un Audited	Audited
IX			Profit for the period (VII- VIII)	2,036.18	1,764.65	1,404.62	5,464.75	4,051.58	5,145.08
χ			Other Comprehensive income						
	Α	i)	Items that will not be reclassified to profit or loss	-		-	-	-	(289.85)
		ii)	Income tax relating to items that will not be reclassified						100.24
			to profit or loss	-	•	-	-	-	100.31
	В	i)	Items that will be reclassified to profit or loss	-	-	-	-	-	-
			Income tax relating to items that will be reclassified to		_				_
		ii)	profit or loss	-		-	-	-	
			Total Other Comprehensive Income	-	-	-	-	-	(189.54)
ΧI			Total comprehensive income for the period (IX+X)	2,036.18	1,764.65	1,404.62	5,464.75	4,051.58	4,955.54
			Earnings per equity share face value ₹ 10 each						
		1)	Basic	0.54	0.47	0.43	1.44	1.25	1.53
		2)	Diluted	0.54	0.47	0.42	1.44	1.23	1.52





3 Q-2017 MCIE SEBI RESULT NOTES - Part 1

STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2017. Notes:

- 1 The statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 (IndAS) prescribed under Section 133 of the Companies Act, 2013 and other recognized accounting practices and policies to the extent applicable.
- 2 The Company has invested Rs. 75,511 lakhs in Mahindra Forgings Europe AG (MFE AG), Germany through its wholly owned subsidiaries in Mauritius namely Mahindra Forgings International Limited (MFIL) and Mahindra Forgings Global Limited (MFGL). Due to a significant decline in demand on account of economic downturn in Europe and certain one-time costs, which affected the results of last 2 years of MFE AG, the Management has performed an impairment assessment and concluded that there is no dimunition in the value of these investments. The Company expects gradual recovery in market demand and the actions initiated by the management team of MFE AG (such as operational efficiencies, close monitoring, improving price realisation and reduction of people) under active guidance and supervision of CIE's European Techinical team are expected to yield results from 2018.

 The auditors while taking note of the actions initiated by the management, have mentioned this as a "Matter of Emphasis" in their report.
- 3 During the quarter ended March 31, 2017, the Company concluded negotiations for a price increase with vendors with a corresponding increase in sales price to two of its customers w.e.f April 1, 2016. This has resulted in increase in revenue by Rs. 3,743 lacs with corresponding similar increase in cost of material consumed for the nine months ended September 30, 2017.





3 Q-2017 MCIE SEBI RESULT NOTES - Continued

STATEMENT OF STANDALONE UNAUDITED RESULTS FOR THE QUARTER AND NINE MONTHS ENDED SEPTEMBER 30, 2017. Notes:

- 4 The Company manufactures automotive components and is of the view that it constitutes a single business segment in accordance with IndAS 108 "Operating Segments" notified pursuant to Companies (Accounting Standard) Rules, 2015.
- 5 The exceptional item included in the results for the nine months ended September 30, 2016 and year ended December 31, 2016 pertains to Voluntary Retirement Scheme in the Magnetic Plant of the Company.
- 6 In accordence with the requirements of Ind AS, revenue for the quarter ended September 2017 is net of Goods and Services Tax ('GST').

 However, revenue for the quarter ended June 2017, and quarter and nine months ended September 2016 and year ended December 2016 is inclusive of excise duty.
- 7 The above results have been subjected to Limited Review by the auditors of the Company in terms of Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (LODR) reviewed by the Audit Committee and approved by the Board of Directors of the Company at their respective meetings held on October 24, 2017.
- 8 Previous period's / year's figures have been regrouped / reclassified, wherever necessary to conform to the current period's classification.

For and on behalf of the Board of Directors,

Place : Mumbai Executive Director





Annexure 2: Market Overview and Outlook





India Market: Key Segments Update - Quarterly

Demand Improving

Market - Production Numbers

	Jan - M	1ar	Apr - Jun		Jul - Sep		Jan - Sep	
Period	Units	Δ%	Units	Δ%	Units	Δ%	Units	Δ
PV	728,142	9.5%	643,339	8.0%	714,642	-1.2%	2,086,123	5.1%
UV	233,793	12.7%	242,641	15.0%	270,703	11.9%	747,137	13.1%
LCV	127,565	1.2%	112,135	-1.9%	128,745	12.0%	368,455	3.7%
MHCV	100,036	-3.0%	49,942	-45.3%	82,515	11.6%	232,493	-13.4%
2 Wheelers	4,671,778	-1.2%	5,637,231	9.0%	6,267,056	12.6%	16,567,065	7.1%
Tractors	167,659	40.5%	195,737	14.7%	230,400	19.8%	566,796	23.3%

Source: SIAM, TMA

^{*} Δ % - means comparison of Quarter volumes of this financial year with that of the same quarter of the previous financial year. E.g. Q2 C17 Volume is compared to Q2 C16 volume respectively.





Market Outlook - India

PVs+ UVs:

"Good monsoon, new launches and stable fuel prices to support growth in 2017-18. Lower effective tax rates post GST to partially offset raw material price increases in 2017-18."... CRISIL Research report

CVs:

"According to CRISIL Research MHCV sales growth is expected to decline marginally in 2017-18, because of dwindling replacement demand and the high cost of ownership of BS-IV trucks and advanced buying in 2016-17, due to the implementation of the BS-IV norm." ... CRISIL Research report

Tractors:

"CRISIL Research expects Tractor sales to rise in 2017-18 with normal monsoon forecast and announcement of farm loan waiver."... CRISIL Research report

Two Wheelers:

"CRISIL Research estimates that, the overall two wheeler industry (including exports) grew by 10.3% y-o-y as a result of positive domestic demand and an growing demand from exports which is boosting the sales volumes." ... CRISIL Research report





Europe Market Update - Quarterly

Market picking up



Period	C16	Δ%
9M CY 2017	16.44	2.1%
Q3 CY 2017	4.95	4.9%
Q2 CY 2017	5.67	-3.5%
Q1 CY 2017	5.82	5.6%

Commercial Vehicle production data is as of now available for H1 CY17 and it has shown a growth of -4.5% as compared with the same period of the previous year.

^{*}Δ% Change means comparison of Quarter volumes of this financial year with that of the same quarter of the previous financial year. E.g. Q2 C17 Volume is compared to Q2 C16 volume respectively.





Market Outlook - Europe



Growth returning, but gradually

- EU Cars:
 - IHS Global has forecasted that the Passenger Vehicle production will grow at a slow but steady pace of 0.7% CAGR.
- EU CVs:
 - IHS Global has forecasted that the Medium and Heavy Commercial Vehicle production will grow at a steady pace of 2.1% CAGR

Annexure 3: Frequently Asked Questions



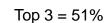


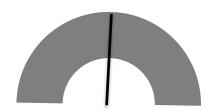
Mahindra CIE: Business Overview

CY2016 Result

Key Segments

<u>India</u> Others, MHCVs, 8% Cars, 7% 28% Tractors , 10% 2Wheel ers, 11% Uvs, LCVs, 24% 12%

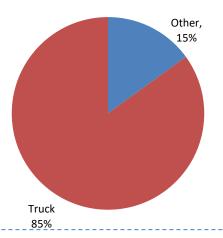




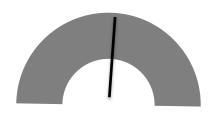
Top Customers: M&M, Maruti, TML



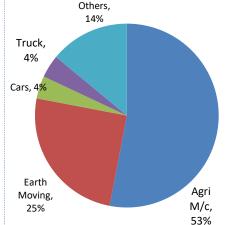




Top 5 = 52%



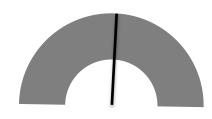
Top Customers: Daimler, Renault, VW Group, DAF, MAN, Caterpillar, Volvo, Kolbenschmidt, GKN, JLR



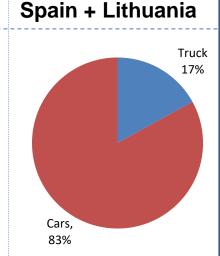
Italy

Europe

Top 3 = 51%



Top Customers: CAT, Fiat, ZF, Ford



Top 3 = 71%



Top Customers: Renault, VW, Daimler, GKN, JLR, GM





Mahindra CIE: Business Impact

Electric Vehicle

INDIA								
Technology	Product Speciality	Focus Areas	Key Customers	Based on CY 2016 Revenue Revenue in possible Affecte			Rationale	
				INR Million	EUR Million	parts		
Forgings	Complete As formed and Marchined Challes As formed	D	BACAA BASSISS Completed to the United Take	11,306	152		Beauth 750/ is superior to superior for such of orbital about 2/2nd	
India	Crankshafts - As forged and Machined, Stub Axles -As forged and Machined	Passenger & Utility Venicles and Tractors	M&M, Maruti Suzuki India Limited, Tata Motors	4,298	58	27	Roughly 75% is exposure to crankshafts out of which about 2/3rd is from Pass cars.	
Bill Forge India *	2 Wheelers: Steering races and engine valve retainers Pass Vehicles: constant velocity joints, tulips, steering shafts, steering yokes and wheel hubs	Passenger Vehicles and Two Wheelers	Hero, Bajaj, HMSI and TVS, Ford, GKN, NTN, Nexteer, RaneNSK	7,008	94	NII	Major exposure to Driveline and Steering and Suspension parts so not likely to be affected	
Stampings			'	7,047	95			
India	Sheet Metal Stampings, Components and Assemblies	Passenger & Utility Vehicles	M&M, Tata Motors	7,047	95	NII	Stamped panels unlikely to be affected	
Castings			'	4,058	54			
India	Turbocharger Housings, Axle & Transmission Parts	Passenger & Utility Vehicles, Construction Equipment & Earthmoving , Tractors and Tier 1	M&M, Honeywell, Cummins , Hyundai, JCB, Automotive Axle, New Holland, Dana India CV, John Deere	4,058	54	NII	Housings are exposure to the MHCV and Construction Equipment segment	
Magnetic Products	<u>'</u>		'	1,487	20			
India		Tier 1 of Passenger Vehicles, Utility Vehicles, Two Wheelers	Denso, Sumida, Varroc, Intica, Mitsuba	1,487	20	NII	Supplier to automotive electronics sub system manufacturer hence unlikely to be affected	
Composites			'	978	13			
India	Compounds, Components, and Products	Electrical Switchgear, Auto Components	L&T Switchgear, Phoenix Mecano, TVS, M&M, Volvo Eicher	978	13	NII	Non moving parts hence unlikely to be affected	
Gears				1,593	21			
India		Passenger & Utility Vehicles, Construction & Earthmoving Equipment	M&M, Eaton, Caterpillar, NHFI, Turk Tractor (CNH), BEML, New Holland	1,593	21	7	About 1/3rd exposure to pass car transmission gears which are likely to be affected	
			INDIA TOTAL	26,469	355	34	9.4%	
EL								
Technology	Product Speciality	Focus Areas	Key Customers	CY 2016 INR Million	Revenue EUR Million	Revenue in possible Affected parts	Rationale	
Forgings			,	30,698	412			
Germany	Forged and Machined parts, Front Axle Beams and Steel Pistons	Heavy Commercial Vehicles	Daimler AG, Man, DAF, Volvo Group, KS, Linde, AGCO, ZF, Scania, Ford, SAF Holland, Robert	14,861	200	NII	No exposure to PV segment	
UK	Flashless Near Nett Forgings	Passenger Vehicles	Bosch	974	13	NII	no exposure to engine parts	
Spain + Lithuainia	Forged steel parts for Industrial Vehicles and Crankshafts, Common Rail, Stubs, Tulips for passenger cars	Passenger Vehicles	Reanult,VW Group, Daimler, GKN, JLR, GM, Fiat, DAF, Bosch, NTN, Faurecia, Dana, ZF, BMW	14,863	200	120	Galfor exposure to Pass car crankshafts about EUR 120 Million	
Gears				3,637	49			
Italy	Engine Gears, Transmission Drive shafts, Crown Wheel Pinion	Tractors, Construction & Earthmoving Equipment	Caterpillar, CNH, Merritor, GDLS/Mowag/Cormer, Argo, John Deere	3,637	49	NII	Gears for construction equipment and off road vehicles	
			EUROPE TOTAL	34,335	461	120	26.0%	
		MCIE Consolidated						
			TOTAL	60,804	817	154	18.8%	





