



varroc

GROUP OVERVIEW



Varroc at a Glance

Founded

1990 in Aurangabad, India

Business

Global supplier of 2, 3 & 4 wheeler components in Polymers, Electricals & Electronics, Metallic and Exterior Lighting Systems

Industry

- Leading supplier in India for 2 wheeler segment
- Leading global automotive exterior lighting company

Facilities

35 Manufacturing facilities, 11 Engineering Centers spread across 3 continents and 10 countries

Global Footprint

China, Czech Republic, France, Germany, India, Italy, Mexico, Romania, Vietnam & USA

Customers

OEMs, Tier 1 suppliers across 2, 3 & 4 wheelers, commercial and off-road vehicles

Sales Turnover

INR 8500 crore - growing at over 10 % annually for the past decade

Employees

13,500 + workforce, including 800 R&D engineers

Journey of Excellence



Vision And Mission

Vision

To be a INR 20,000 Crore globally diversified business in the transportation and allied industry in 2020

- Core business will continue to be automotive components
- Global operations will fuel our technology build up in emerging economies
- Select technology products for 4 wheeler industry

Mission

Be an affordable and flexible global technology supplier and deliver value to customer by being the supplier of choice

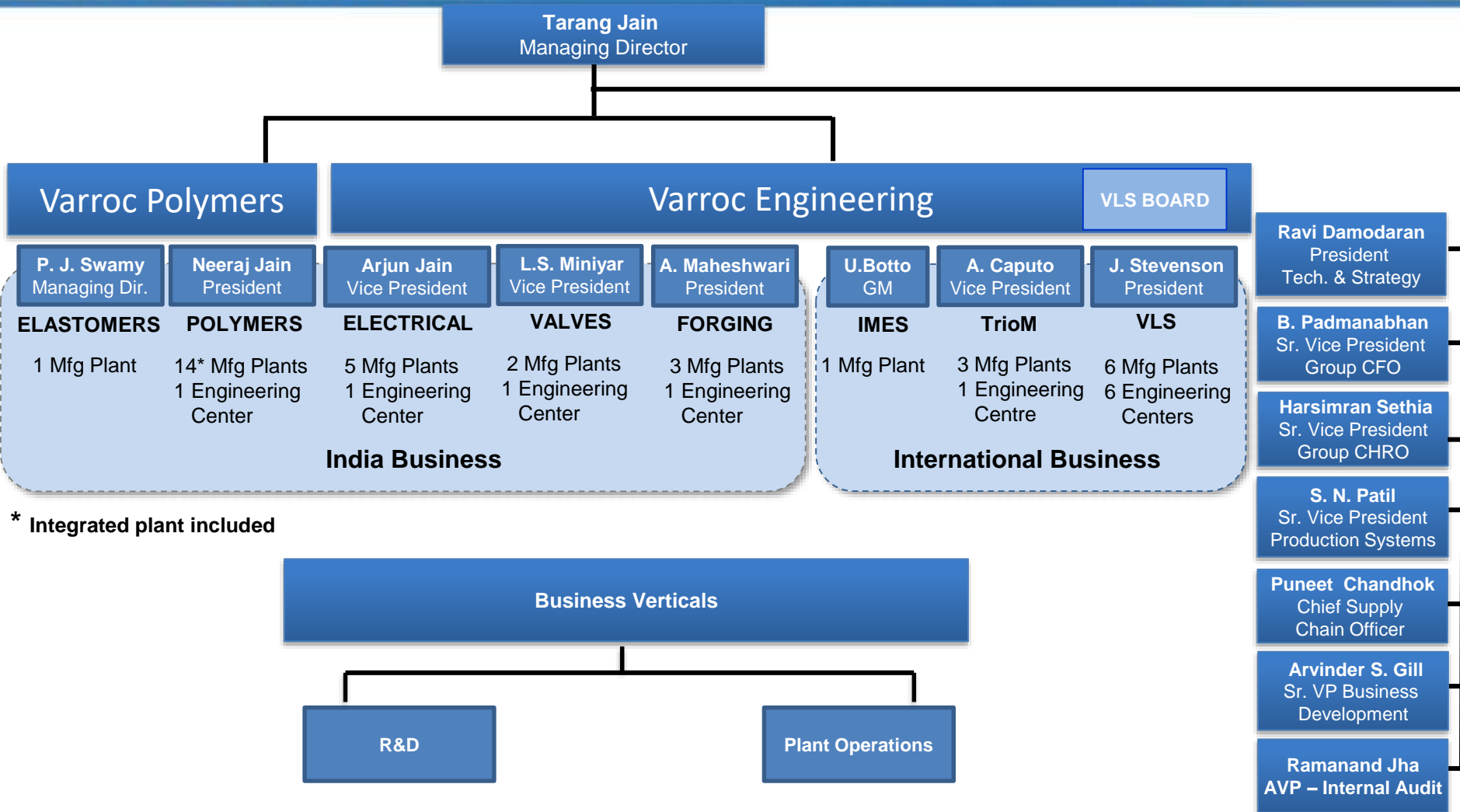
- From low cost manufacturing footprints
- By achieving operational excellence
- By investing in safe, light and green technologies

Core Values (SHIPS)

Sincerity, Humility, Integrity, Passion and Self Discipline



Group Structure



ISO-TS 16949

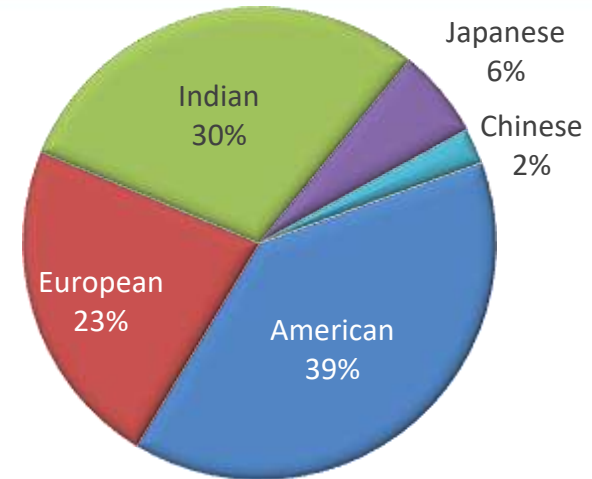
ISO 14001

OHSAS 18001

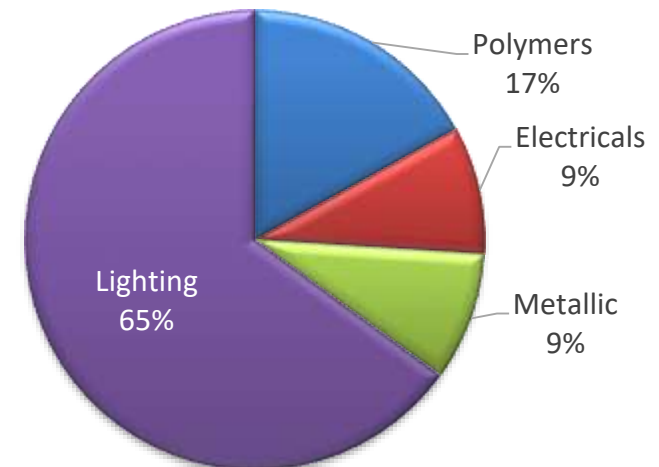
OEM Supplier

Growth Summary

- 2015-16 revenues INR 8500 crore
- Revenues evenly split between all regions and regional customers
- 46% of revenues are from Asia, 32% from Europe and 22% from North America
- 65% revenue from outside India of which 92% is within the passenger car segment
- 90% of India revenue is from two and three wheeler automotive segments
- No customer is larger than 20% of Varroc's total revenue. Top 10 customers contribute 70% of global revenues
- Diversification in customer base and technology capabilities
- Key customers: Bajaj, Caterpillar, Ford, FCA , GM, Honda, JLR, M&M, PSA, Royal Enfield, Tata Motors, VW, Yamaha



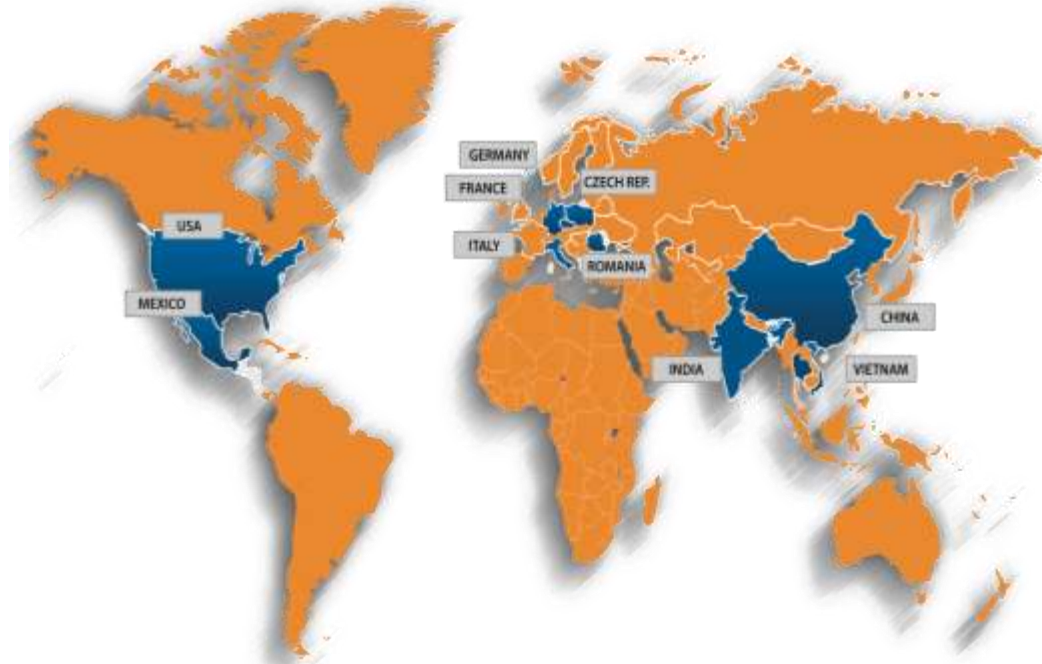
Revenue share by OEMs



Revenue share by Business

Global Footprints

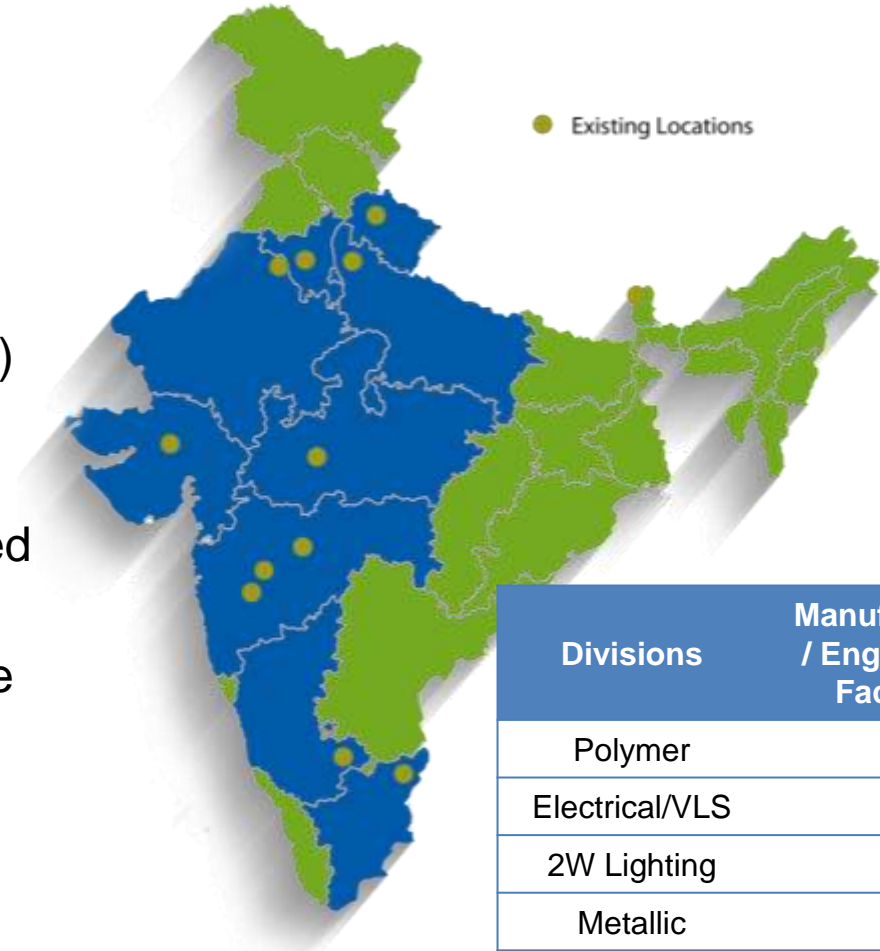
- Engineering Centers in China, Czech Republic, Germany, India, Italy, Mexico and USA.
- Diverse products supplied from all major auto hubs in India
- Passenger car lighting systems supplied from China, Czech Republic, India and Mexico.
- Two wheeler lighting supplied from Triom (Italy, Mexico, Romania and Vietnam) and India.
- Forged undercarriage parts supplied from IMES in Italy.



| Location | Manufacturing Centers | Engineering Centers |
|---------------|-----------------------|---------------------|
| Asia | 28 | 6 |
| Europe | 6 | 3 |
| North America | 1 | 2 |

India Footprints

- Presence across all the three automotive hubs for molded and painted plastics
- Engineering centers in Pune and Aurangabad
- Expansion in Gujarat (Ahmedabad) for polymer and electrical products
- Manufacturing plants are product specific. Pant Nagar is an integrated plant
- Crankshafts and Engine Valves are supplied from Aurangabad
- Mirror products and catalytic converters are supplied from Pune
- Exterior lighting plants in Pune
- Seating in Bangalore, Aurangabad

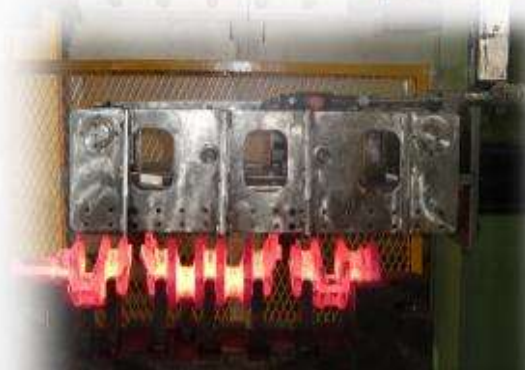


| Divisions | Manufacturing / Engineering Facilities |
|---------------------|--|
| Polymer | 14 |
| Electrical/VLS | 6 |
| 2W Lighting | 1 |
| Metallic | 5 |
| Integrated Plant | 1 |
| Engineering Centers | 4 |

Technology Overview

Process Technologies

- Plastic injection molding: Over 200 machines (parts upto 3 kgs), multi color molding
- Painting of plastic parts
- Decorating: metallizing (colored metallizing, Hard coating)
- Metal forming:- cold, warm and hot forging
- Heat treatment, metal removal & finishing processes
- Welding and surface coating technologies
- Surface mount techniques for electronics



Product Technologies

- LED headlamps and rear lamps; adaptive front lighting systems; projector lamps, signature DRL and rear lamps
- Digital electronic displays, electronic controls, power electronics, electromagnetic drives
- Air filtration, Mirrors, Laser lamps, Matrix LED lamps

Polymer Business

- 14 Manufacturing plants (including tool room) & 1 Technical Center
- 2000 employees including 95 engineers
- Products supplied to 2, 3 & 4 wheeler and commercial vehicles
- Primary products include:
 - Air filter assembly
 - Seating assembly
 - Plastic interiors
 - Painted plastic exterior products
 - Mirror assembly
 - Elastomers
- Key customers: Bajaj, Eicher, GM, Hero, Honda, KTM, M&M, Royal Enfield, Suzuki, Tata, Triumph, VW, Volvo Eicher, Yamaha



Forging Business

- 4 Manufacturing plants & 1 Engineering center in Aurangabad, India; 1 manufacturing plant in Italy
- 975 employees including 45 engineers
- Production in India, exported globally
- Products for the 2, 3 & 4 wheelers and commercial vehicles
- Primary products include:
 - 4 Wheeler engine parts
 - Small engine parts
 - Transmission gears
 - Catalytic converter
 - Hydraulic, oil & gas
- Key customers: Ashok Leyland, Bajaj, Caterpillar, Ducati, Fairfield Graziano, Harley Davidson, Hero, Honda, MV Agusta, Piaggio, Royal Enfield, Tata, Yamaha.



Valves Business

- 2 Manufacturing plants and 1 Engineering Center
- 800 employees including 25 engineers
- Production in India, exported globally
- Products supplied to 2, 3 & 4 wheeler, commercial vehicles and off-road vehicles
- Primary products include:
 - Engine valves
 - Hollow and sodium filled engine valves under development
- Key customers: Bajaj, Ducati, Eicher Motors, Fiat, GM, Iveco, Isuzu, JCB, KTM, Lombardini, Maruti Suzuki, MV Agusta, M&M, Peugeot, Piaggio, Polaris, Royal Enfield, Tata, Yamaha



Electrical Business

- 5 Manufacturing Plants & 1 Engineering Center
- 1400 employees including 100 Engineers
- Products for the 2, 3 & 4 wheelers and commercial vehicles
- Primary products include:
 - Digital instrument clusters
 - Motors, magnetos
 - CDI, regulator rectifiers
 - Body switches
 - Catalytic converters
 - Handle bar assembly
- Key customers: Atul Auto, Bajaj, Honda, Piaggio, Royal Enfield, Suzuki, Tata, VW, Yamaha



Varroc Lighting Business

- Leading global supplier of exterior lighting for passenger cars
- 6 Manufacturing Plants located in China, Czech Republic, Mexico and India
- Supported by 6 Engineering centers
- More than 7600 employees including 500 Engineers
- Primary products include:
 - Headlamps
 - Rear lamps
 - CHMSL
 - Fog lamps
- Key customers: Bentley, CFMA, Changan, Daimler, DPCA, FCA, Ford, General Motors, JCI, JLR, JMC, M&M, PSA, TATA, Tesla, VW



Triom Business

- 4 Manufacturing Plants
 - 2 in Europe
 - 1 in Vietnam
 - 1 in Mexico
- 1 Engineering Center in Italy
- 125 employees including 11 Engineers
- Products for the 2 & 3 wheelers
- Primary products:
 - Head lamps (Bulb + LED)
 - Tail lamps (Bulb + LED)
 - Direction indicators (Bulb + LED)
- Key customers: Aprilia, Bajaj, Bombardier, Ducati, EBR, Honda, Kawasaki, KTM, Piaggio, Peugeot, Yamaha



Key Global Customers

PASSENGER CARS



TWO / THREE WHEELERS



COMMERCIAL VEHICLES



SYSTEM SUPPLIERS



Awards And Recognitions



SUPPLIER RECOGNITION AWARD BY HARLEY-DAVIDSON



SPECIAL COST AWARD BY YAMAHA



TPM AWARD BY JIPM



SPECIAL DEVELOPMENT AWARD BY YAMAHA



SUPPLIER OF YEAR IN DELIVERY MANAGEMENT BY HMSI



NEW PRODUCT DEVELOPMENT AWARD BY VECV



DELIVERY PERFORMANCE AWARD BY TESLA MOTORS



QUALITY AWARD BY JLR



PREFERRED QUALITY STATUS AWARD BY FORD

Corporate Social Responsibility



**REVIVING LIFE INTO THE RIVER-
ECO RESTORATION OF KHAM RIVER**



**CLEAN INDIA DRIVE
BY VARROC FOUNDATION**



SHOOTING STAR ON THE RISE



**EDUCATING UNDER-PRIVILEGED
CHILDREN**



**SHARPENING YOUNG MINDS
FOR A BETTER FUTURE**



**EMPOWERING WOMEN THROUGH
VARROC FOUNDATION**



VARROC ACADEMY



Thank You!