



PYN AUTOCOMP PVT. LTD.
ISO/TS 16949:2009 certified

PYN Autocomp Pvt Ltd.

ISO/TS 16949:2009 certified

Aditya Pittie – Managing Director



Gat No. 193-196, Sanaswadi, Pune - 412208, India.

Mobile: +91-9371220909

Tel: +91-2137-676101, 2, 3

apittie@pyn.in

www.pyn.in



Introduction

- PYN is a precision component machining and manufacturing company based in India.
- PYN has extensive experience in the **Automotive and Engineering components business.**
- PYN has established customers such as **Carraro, American Axle, Daimler India Commercial Vehicles, Mahindra CIE, Forbes Marshall Group** etc.
- Our core skill-set is in manufacturing and machining precision components as well as in new product/component development with the highest quality standards.



Overview

- Facility in Pune, India for manufacturing precision machined components for Automotive and Engineering Industries.
- Focus on Axle and Transmission components for Commercial Vehicles and Off-Highway applications.
- ISO/TS 16949:2009 certified by BSI.
- Strength in rapid development and production of components due to extensive experience and knowledge.
- Providing one-stop and end-to-end machining solutions to our customers.
- Our specialty is in production and reliable supply of complex machined components with highest quality and zero defects at low cost due to stringent quality processes and production systems, low in-house rejection rate, high productivity and machine utilization and stringent cost control of all inputs.



Customer Value Proposition

- **Experience** – We form steady, long-term customer relationships so that we are closely integrated into their supply chain.
- **Dependability** – We commit to and achieve customer's stringent delivery schedules.
- **Flexibility** – We respond to changing product and schedule demands quickly and proactively.
- **Responsiveness** – We provide updated and transparent information regarding orders thereby becoming an extension of the customer's supply chain and quality dept.



Customer Value Proposition

- **Expertise** – We help customer's improve their efficiency and manufacturability by offering our extensive experience and knowledge on component design and manufacturing process.
- **Quality** – High quality translates to fewer customer rejections and hence to lower costs, on-time deliveries and increased customer satisfaction.



Customer Value Proposition

- Our greatest strength is our customer oriented approach and our ability to understand customer needs and our ability to reliably deliver unsurpassed quality and cost effective products & services to our customer's through:
 - State-of-the-art Manufacturing Capability – spare capacity available as well as option for setting-up new dedicated capacity
 - World Class Technology
 - Full Service Supply Capability
 - Wide product profile
 - 'Speed to Market'
 - Cost efficiency
 - Comprehensive engineering and product development capability

PYN is the RIGHT PARTNER !



AUTOMOTIVE

- American Axle
- Daimler India Commercial Vehicles
- Mahindra CIE
- Neosym
- Carraro



DAIMLER



ENGINEERING

- Krohne Marshall



Mahindra
Rise.



- **Axle and Transmission**

- Planetary carrier gear housing
- Epicyclic carrier
- Backing plate
- Flange
- Wheel hub
- Differential carrier
- Rear axle brackets



- **Engine**

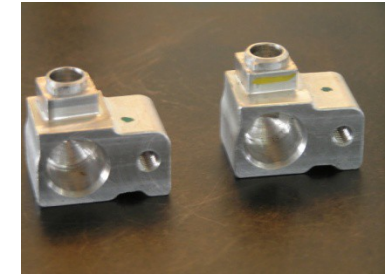
- Flywheel





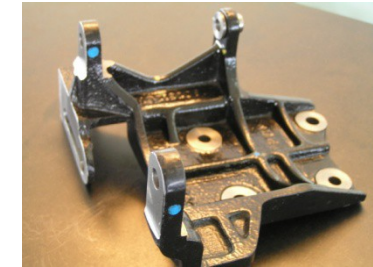
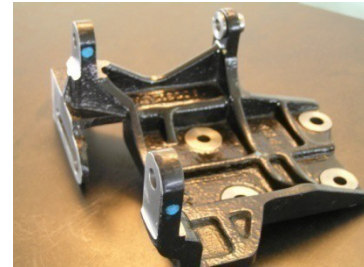
- **Passenger Car HVAC**

- Tube connectors
- Compressor mounting bracket



- **Engineering**

- Flow meter housing





Our Team

● **Aditya Pittie**

Aditya is a scion of one of the oldest and most respected business families in Pune, India - The Raja Bahadur Motilal Poona Mills Ltd, est. 1893. He is the founder and Managing Director of PYN Autocomp Pvt. Ltd. - a precision automotive component manufacturing company. He is also a director of the Pittie Enterprises Group – a diversified business group based in India with interests in real estate, manufacturing and solar energy. Aditya is also a founder member of the University of Michigan India Alumni Association (UMiAA) and an alumni student recruiter for the University of Michigan. He is a board member and the Learning Chair of the Entrepreneurs' Organization (EO) Pune. He graduated first in his class and holds a B.S. Engineering degree (Summa Cum Laude) from the University of Michigan, Ann Arbor. He has also attended the Global Senior Management Program at INSEAD, France.

● **Dhruv Agarwala**

- B.S. Engg – Northwestern University, USA
- M.S. Engg – Stanford University, USA
- MBA – Harvard University, USA
- Was CEO of GE's infrastructure business in India



Quality Policy

We are committed to meeting and exceeding customer expectations of products and services through highest quality, on-time delivery and zero defects while maintaining the highest standards of fairness, integrity, transparency, trust, safety and morale to emerge as a leading precision component manufacturer.

OBJECTIVES:

- Zero defects
- On-time delivery
- Improvement in customer satisfaction level



Quality

- ISO/TS 16949:2009 certified by BSI
- High quality consistency
- Zero rejections at customer end
- Near-perfect **repeatability of close tolerances**
- Robust and well-established processes and systems are well integrated within our work practices e.g. Kaizen, Poka Yoke, value stream mapping, root cause analysis, 5 whys.
- Use of tools such as APQP, PPAP.





Strengths

- **Low cost excellence and high quality manufacturing**
- **Production of precision and complex components**
- **Rapid development to delivery with reduced time and cost**
- **Highest quality standards** with proven and long established track record of supplying critical line items to our customers with **Zero PPM**.
- **Robust backward integration of our supply-chain**
- Internal machining standards are maintained at **half tolerance** of all specifications thereby leading to high Cp/CpK
- **Stringent inspection and QA**
- Use of **latest technology**
- **Impeccable reputation** and **long term relationship** with all our stake holders
- Stable and growing business from global OEM's
- Excellent and strong relationship and trust with customers



Differentiators

- **FIRST TIME RIGHT**
- **Rapid design and development** of new components
- **End-to-end solution** : from development to production
- Low cost excellence and high quality manufacturing
- Strong development capabilities
- Robust and mature systems and processes
- Customer centric/focused
- Best quality, **low cost**, on-time
- **Zero defects**
- Flexibility/adaptability in volumes and batch sizes



Growth Drivers

- REC (Resources, Experience, Commitment)
- Entrepreneurial spirit with vision, focus and hunger for high growth
- Ready infrastructure available for expansion
- Strong technical and engineering skills
- Experience in product development and manufacturing
- Low cost excellence and high quality
- Robust processes and systems
- Technical expertise of top management
- Huge experience and proven track-record
- Impeccable reputation and long term relationship with customers and all our stake holders
- Proven track record for fulfilling contracts and commitments
- State-of-the-art machining capabilities
- We are supplying key components as a single source to most of our customers thereby ensuring that the business is stable and we are well entrenched for the long term



Growth

- We are looking to rapidly expand and cater to new business from the auto and engineering majors as well as for exports.
- We have adequate financial and technical strengths to expand and cater to new business.
- We are also actively looking at setting-up facilities for new product lines and assemblies.
- **Plans:**
 - Expansion of existing **product lines**: axles, transmission, power train
 - Forward integration into **assemblies, systems**
 - Expand customer base in same verticals
 - New product lines e.g. aluminium pressure die cast components, power train components
 - Target adjacent businesses e.g. Agriculture, LCV, Passenger Cars
 - **Export** of products and assemblies
 - Technology-led growth through **foreign collaborations, JV's**
 - Growth of engineering business
 - Acquisitions in India and abroad
 - Total solutions from design and engineering, prototyping, validation and supply.



Philosophy

- "First time right"
- Right process will produce right results
- Best quality, lowest cost, on-time
- Plan deeply, implement swiftly
- QCDSM - quality, cost, delivery, safety and morale
- Zero Defects
- Half Tolerance
- 4P: Philosophy, Process, People, Problem Solving



Culture

- Transparency
- Cross functional teams
- Continuous improvement of systems and processes
- Learn from mistakes but never let it happen again - error proof, strengthen system.
- Encourage people to take responsibility, authority, take calculated risks.
- Accept short-term loss for long-term gains i.e. long term thinking.
- Solution finders and not problem finders
- Don't just promise, make a commitment



FITT:

- a) **FAIRNESS**
- b) **INTEGRITY**
- c) **TRANSPARENCY**
- d) **TRUST**