



Company Overview

SMP
Samvardhana Motherson Peguform

SMP is...

SMP

- Innovative supplier of modules and complete systems for the automotive industry
- Specialist in cockpits, door panels and bumpers in Europe, Mexico, Brazil and China
- Leading plastic expert with cutting edge processes and innovative technologies
- Member of US\$ 5.4 billion automotive specialist Samvardhana Motherson Group since 2011



Well balanced product portfolio

Leading solutions in all product segments



External sales FY2013-14: € 1.9 billion

Interiors
60% of sales



Dashboards and cockpits

- Dashboards
- Fully completed cockpits
- Glove boxes
- Airbag boxes

Centre consoles

Door panels

- Fully completed systems
- Textile and slush surfaces
- Light weight solutions
- Natural fibre solutions

Decorative interior panels

Exteriors
40% of sales



Bumpers

- Painted bumper covers
- Front-end modules
- Grills

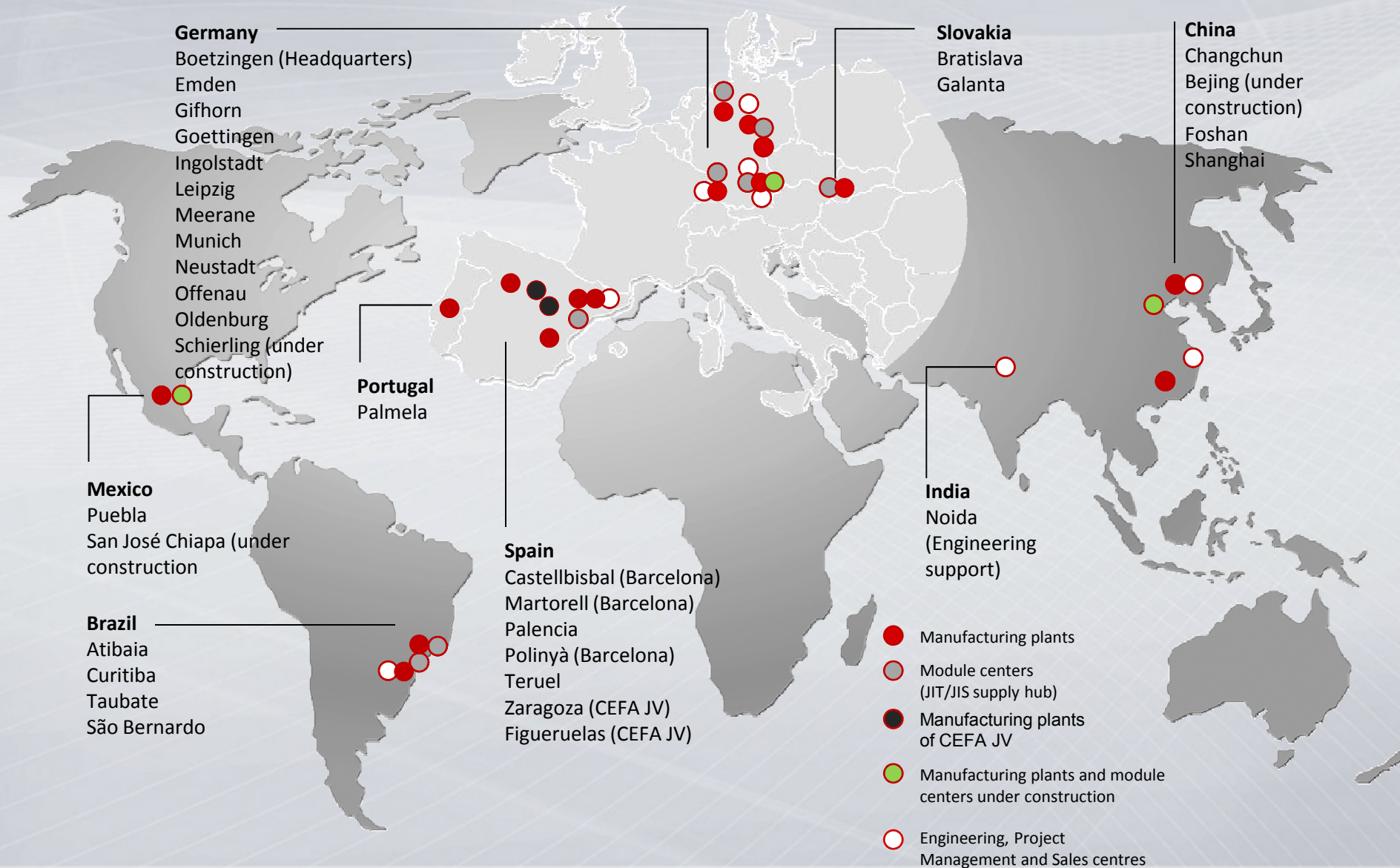
Painted rocker panel covers

Innovative plastic solutions

- Convertible roof covers
- Plastic based hybrid tailgates
- Plastic roof panels and hoods
- Innovate plastic body parts

SMP locations worldwide

9.900 best skilled employees on 4 continents



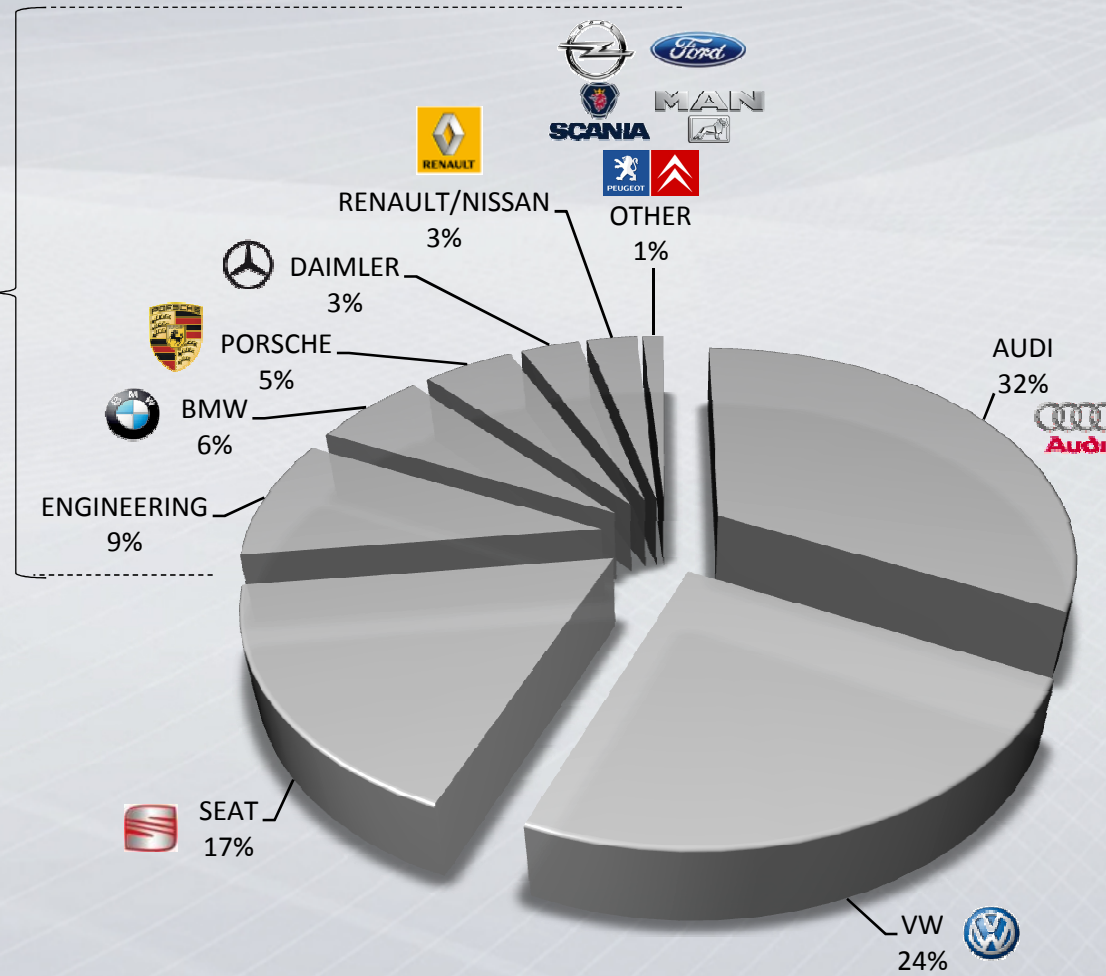
Customer split



External sales 2012

Significant improvement of customer split balance expected, based on strong order portfolio:

2012: 27%
2016: 45%
(status 2013-07)





Polinyà Plant

SMP Automotive Technology Ibérica,S.L.

Overview 2013



Locations SMP in Spain and Portugal



Palencia
Products: Bumpers, spoilers, door panels

Teruel
Products: Bumpers, spoilers

Palmela
Products: Bumpers, spoilers, door panels

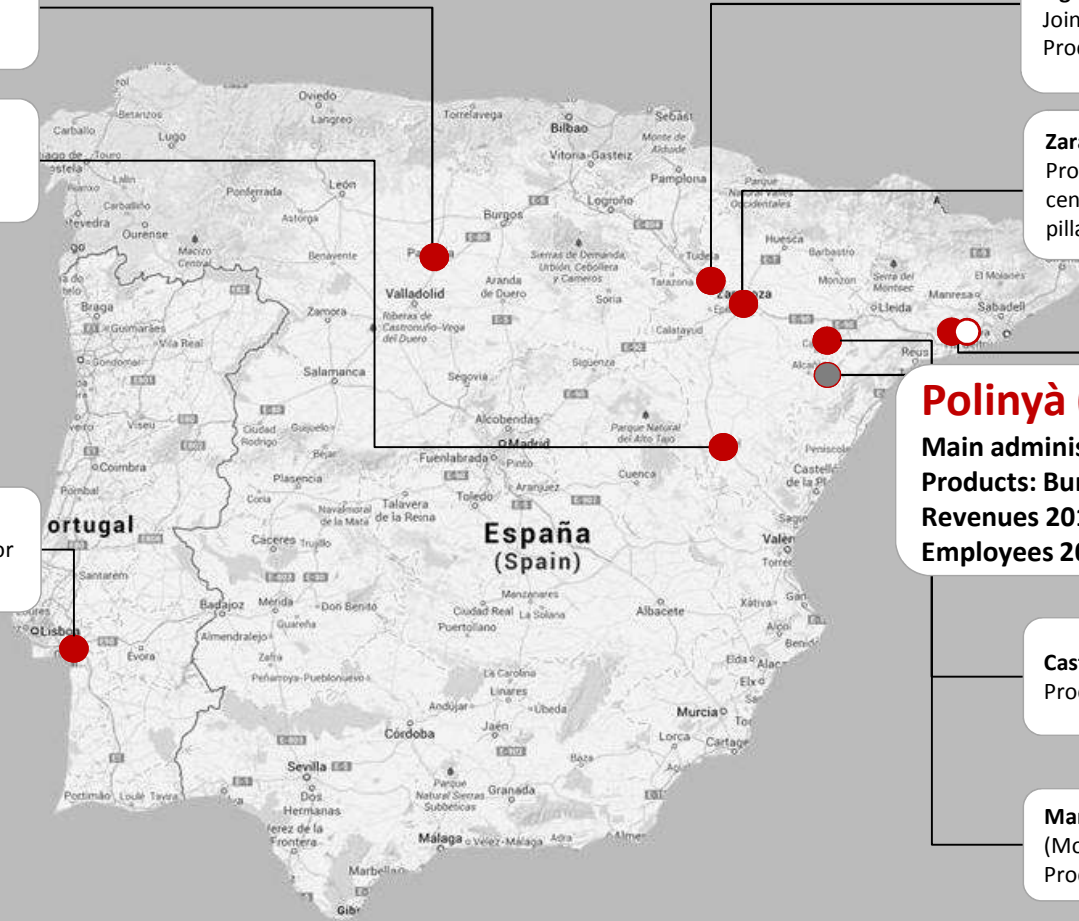
Figueruelas (Zaragoza)
Joint Venture (CEFA)
Products: Door panels

Zaragoza Joint Venture (CEFA)
Products: Dashboards, glove boxes, centre consoles, trunk trim, pillar covers, door capping

Polinyà (Barcelona)
Main administration in Spain.
Products: Bumpers, dashboards, door panels
Revenues 2013: 79 Mio. Euros
Employees 2013: 380

Castellbisbal (Barcelona)
Products: Door panels

Martorell (Barcelona)
(Module Center)
Products: Cockpits

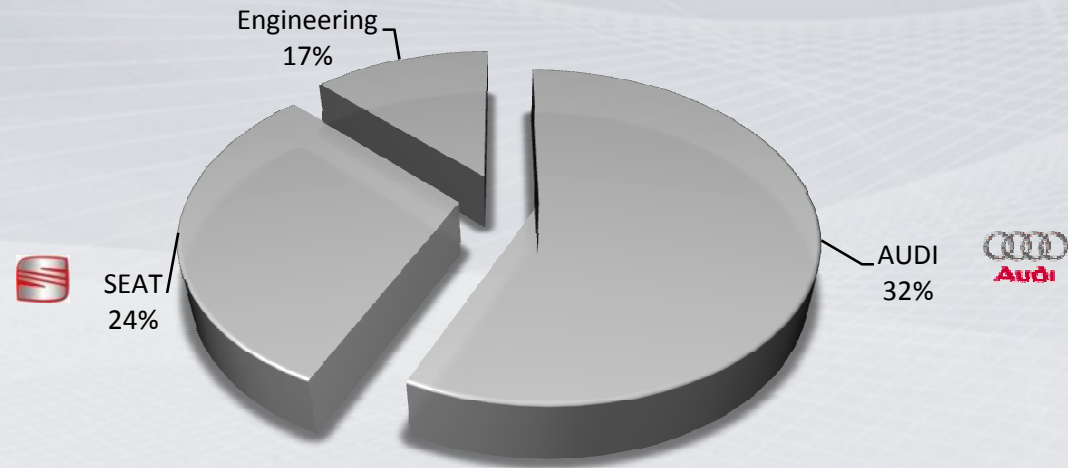


● Manufacturing plants ● Module centers (JIT/JIS supply hub) ○ Engineering and project management centres

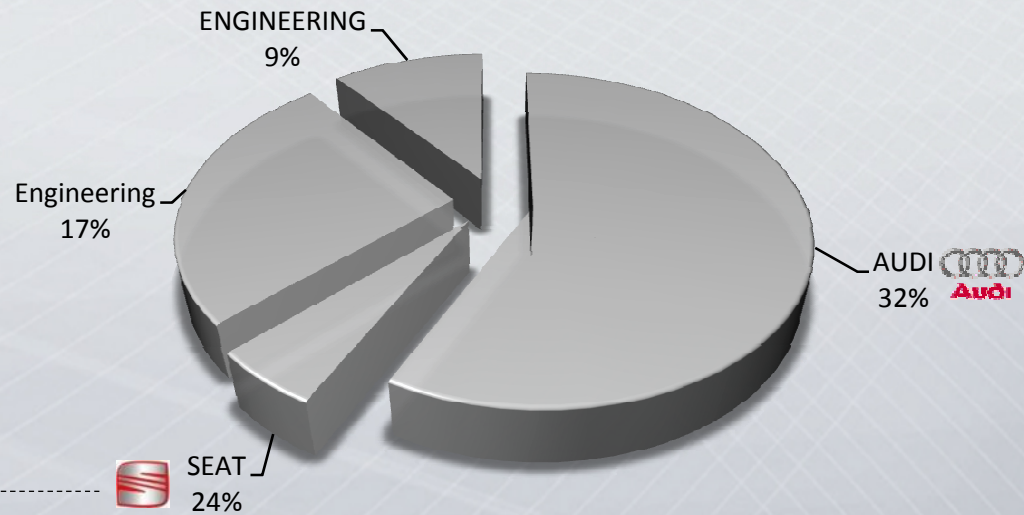
Customer split Polinya



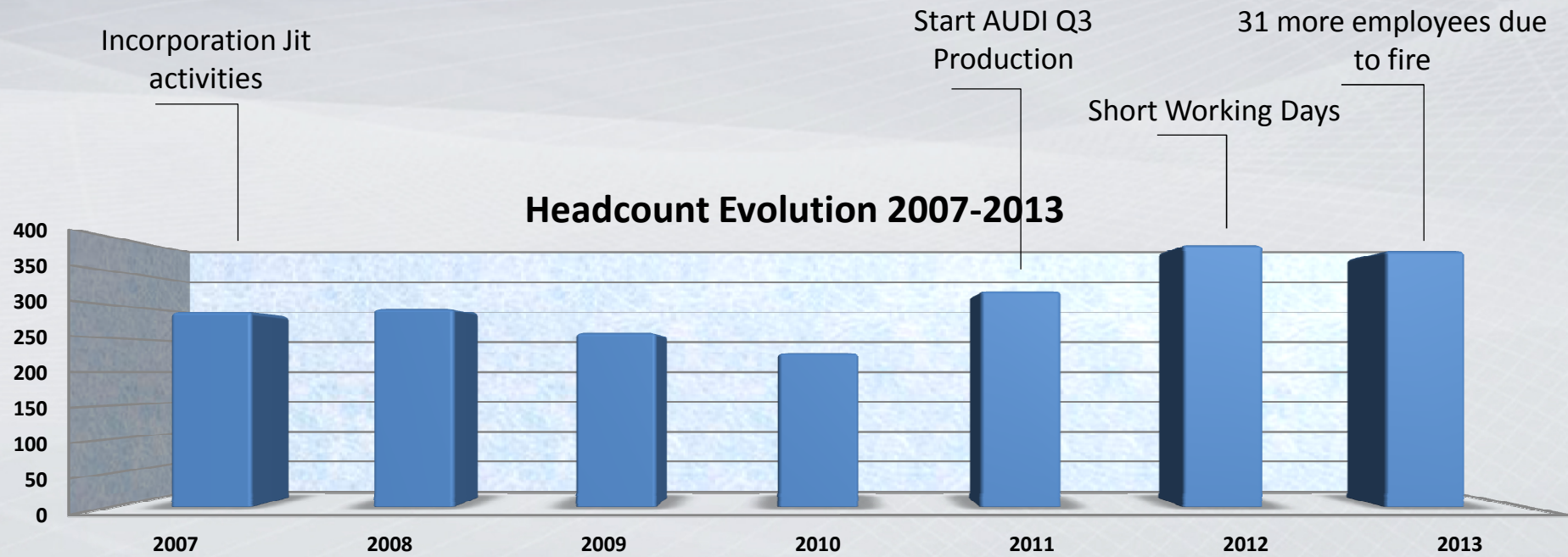
Sales by Customers 2013



Sales by Product 2013



Headcount Evolution



	2007	2008	2009	2010	2011	2012	2013
Series1	289	294,83	258,17	228	321	390	380,33



Products Manufactured in Polinya

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SEAT Products



SEAT IBIZA



SEAT ALTEA



SEAT LEON ST



AUDI Products



AUDI Q3



AUDI Q3 RS





Polinya Paint Line

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Paint line concept Water Based



Paint line Gross capacity: 1 Million parts per year
Productivity: 85%
Paint line Net capacity: 850 K_parts per year
Tact time: 50 sec (line speed 3,5 m/min // Pitch: 2.800 mm)
Scrap ratio: 4 %

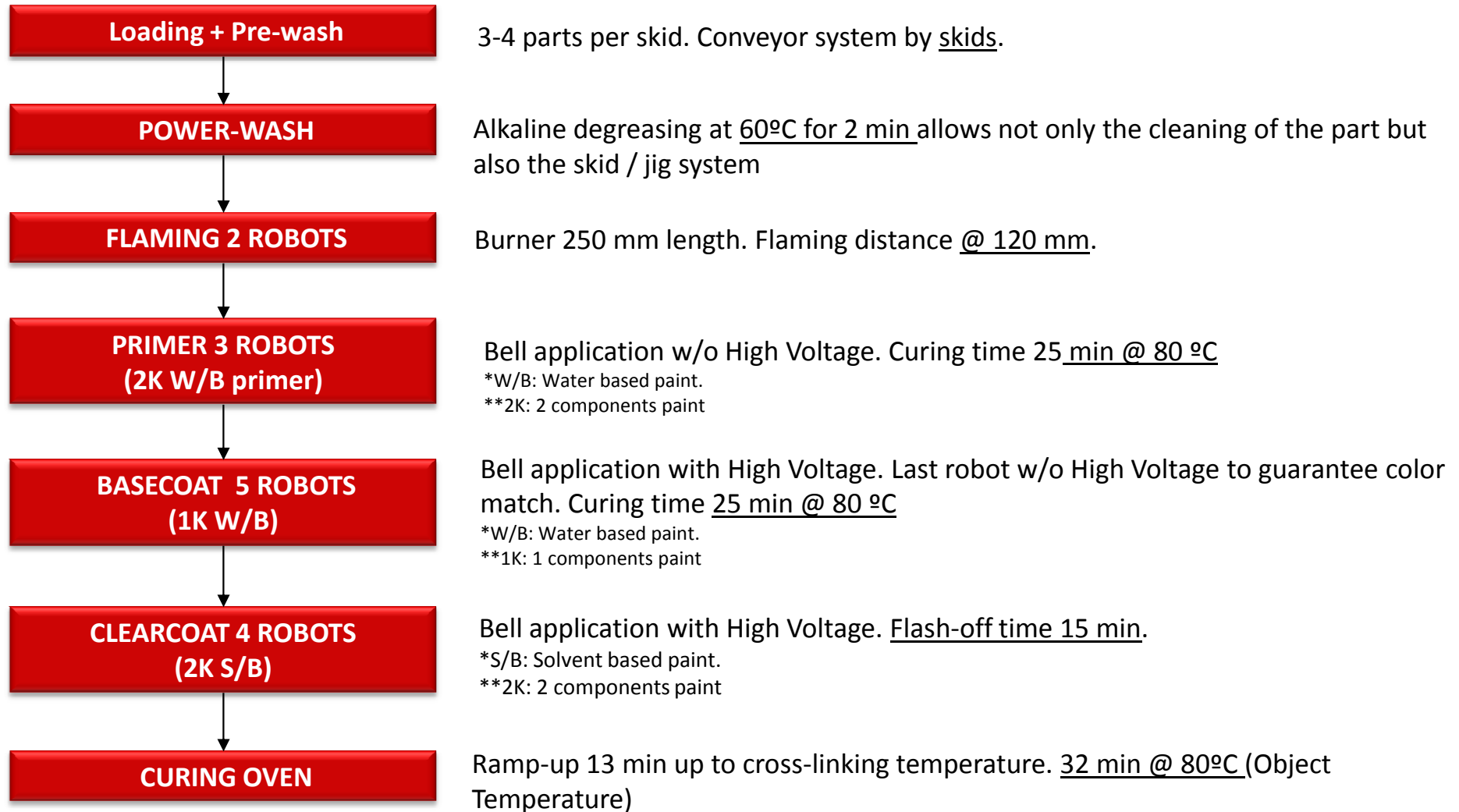
Paint line technique:

- 1 side painting.
- Conveyor system: skid
- Cleaning system: P/W
- Fully automated (14 robots)
- Primer and Basecoat: Water based
- Clearcoat: Solvent based .
- ESTA paint application
- Intermediate ovens for primer and basecoat.



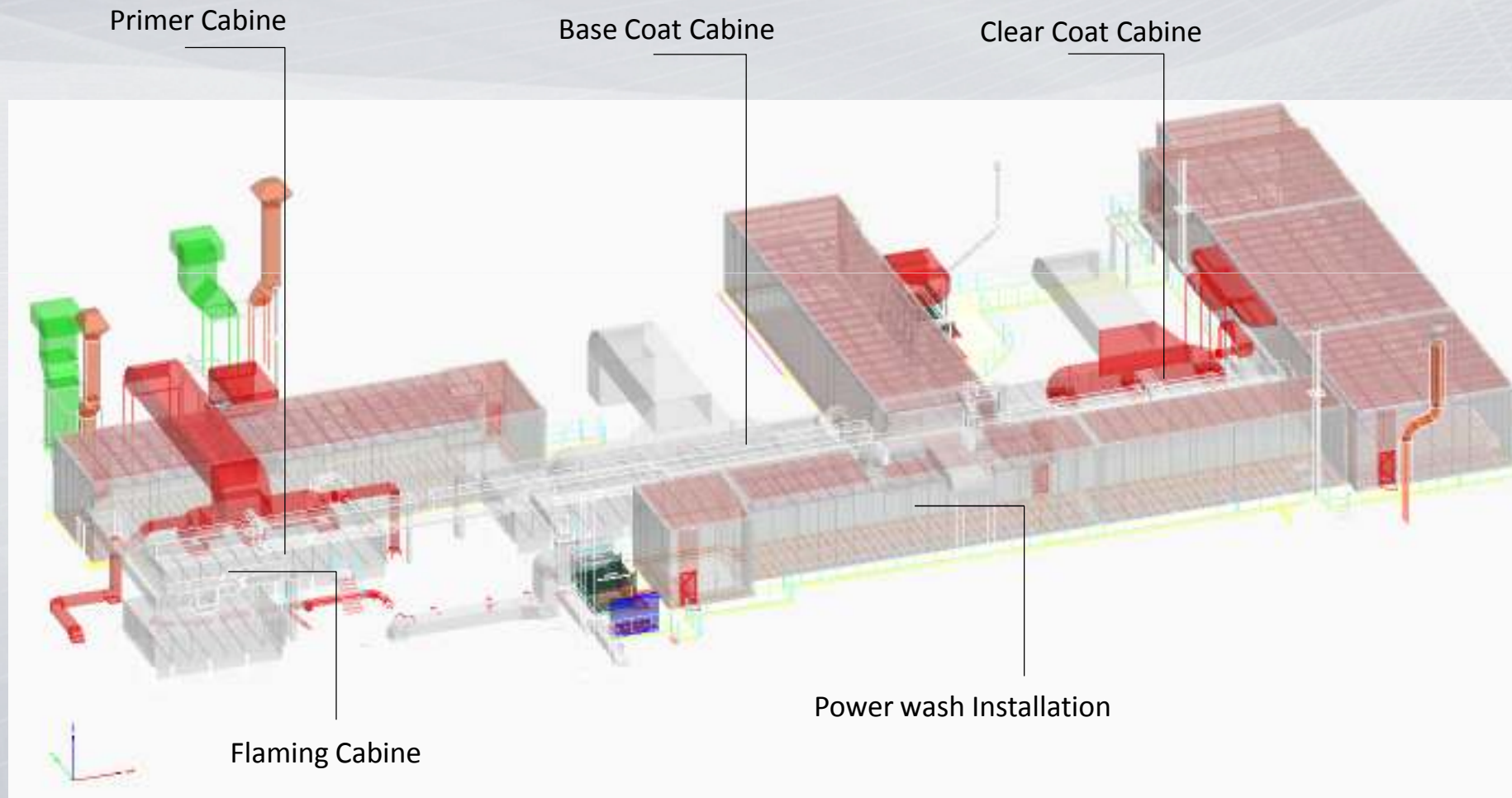
**All data based on 15 shifts_week.*

Process Flow



Target: Paint Line Built Up December 2014

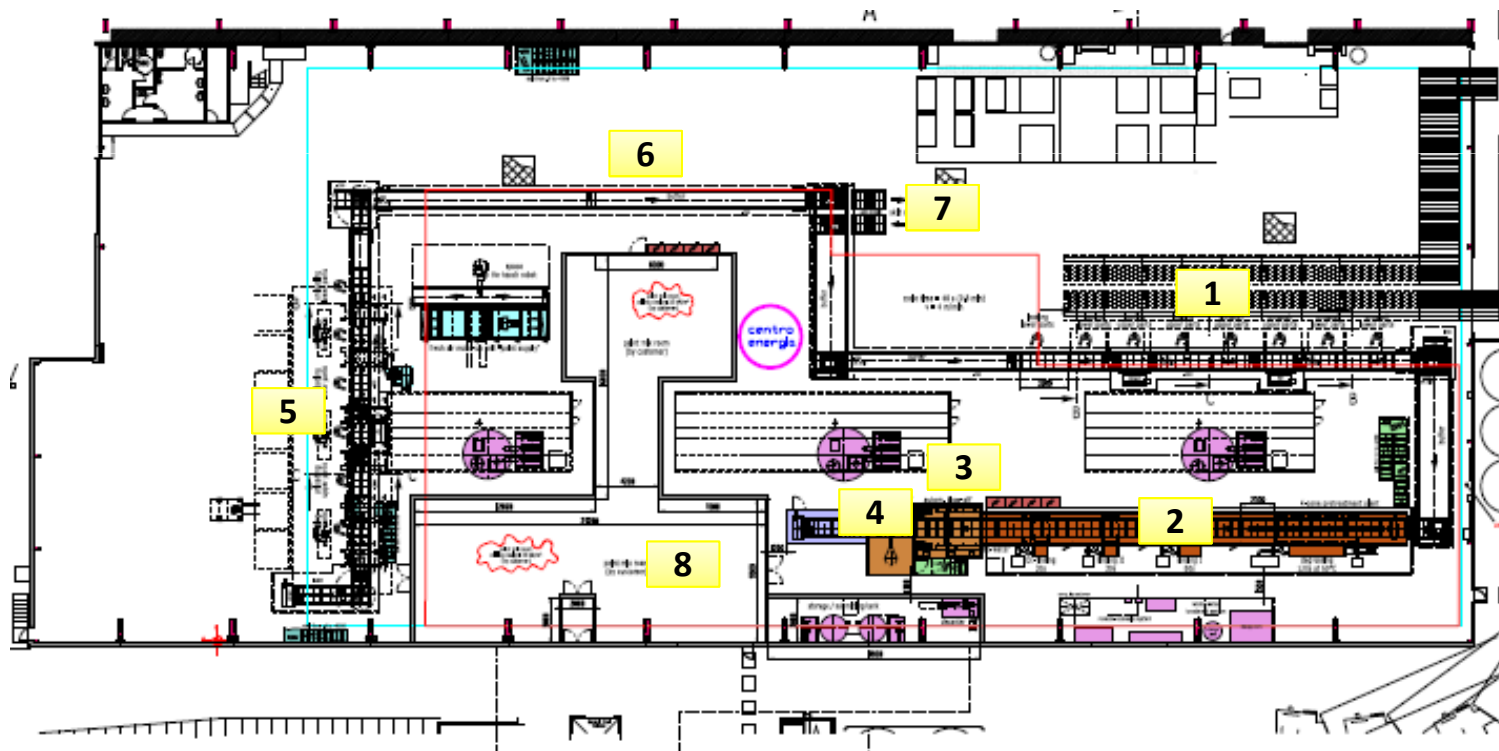
Status W28: **On Timing**



Lay-out New Paint Shop Polinya (1/3)

LEVEL 0:

- 1. Parts loading & hand wash
- 2. 4-stages Power-wash.
- 3. Blowing zone by nozzles
- 4. Robot blowing zone.
- 5. Unloading
- 6. Jigs replacement.
- 7. Skid replacement for maintenance & cleaning
- 8. Paint Kitchen

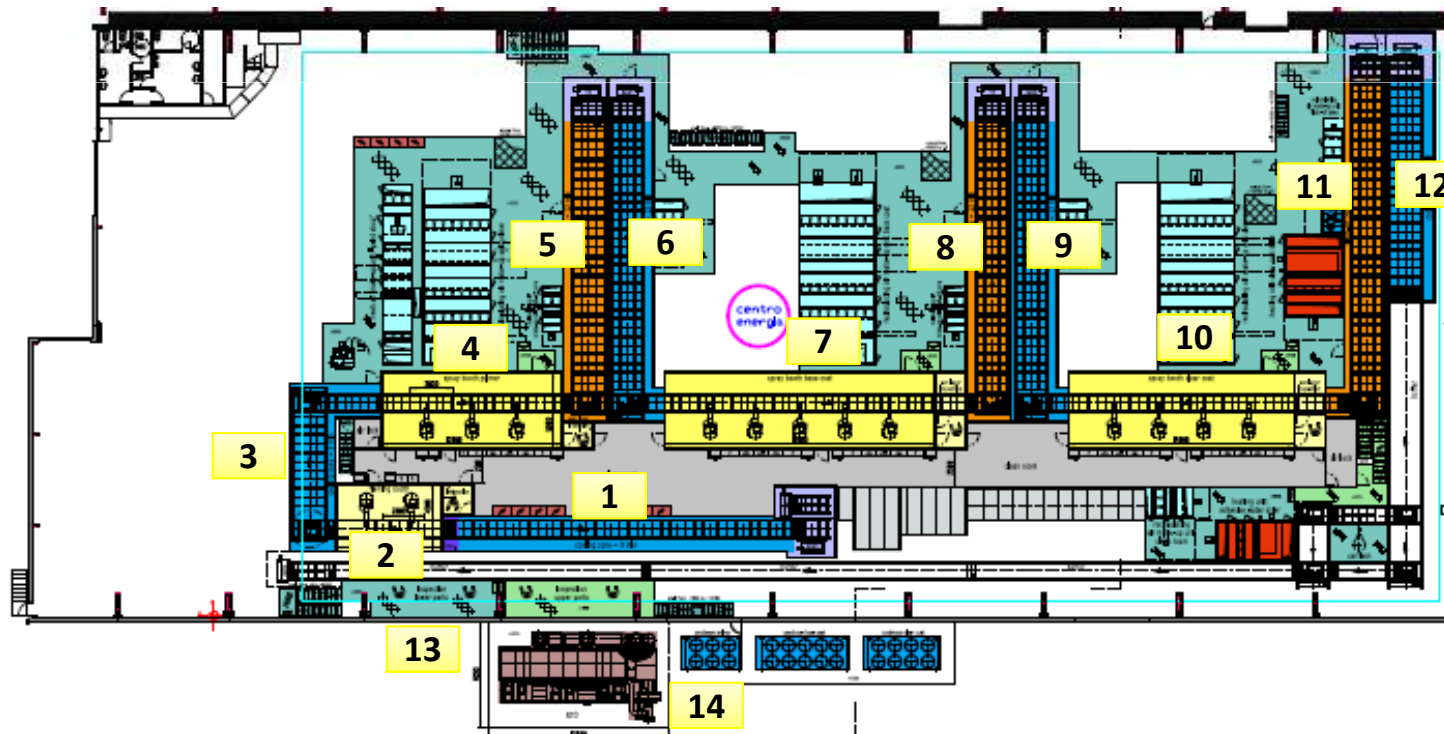


Lay-out New Paint Shop Polinya (1/3)



LEVEL 1:

- 1. Cooling zone
- 2. Flaming
- 3. Cooling zone
- 4. Primer spray booth.
- 5. Flash-off area
- 6. Cooling zone.
- 7. Basecoat spray booth.
- 8. Flash-off area
- 9. Cooling zone
- 10. Clearcoat spray booth.
- 11. Flash-off area.
- 12. Cooling zone
- 13. Inspection area
- 14. RTO and condenser location

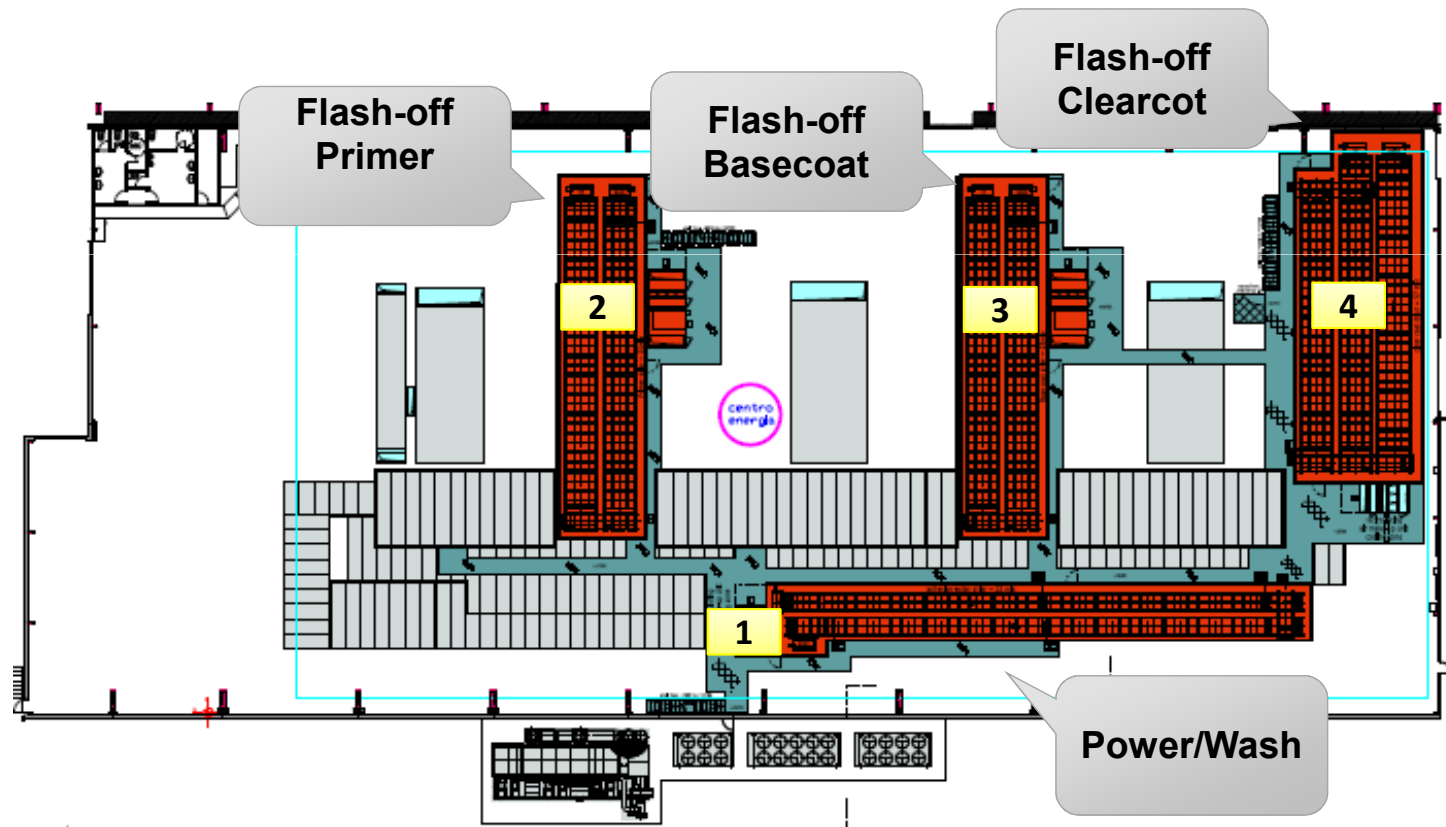


Lay-out New Paint Shop Polinya (1/3)



LEVEL 2:

- 1. Water dryer
- 2. Primer oven
- 3. Basecoat oven
- 4. Clearcoat oven



Paint Window and skid size.

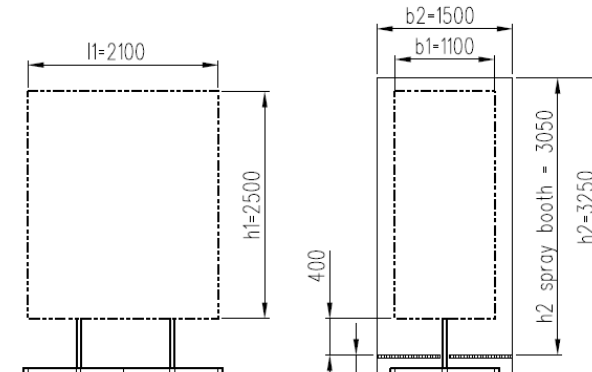


Application Window, mm:

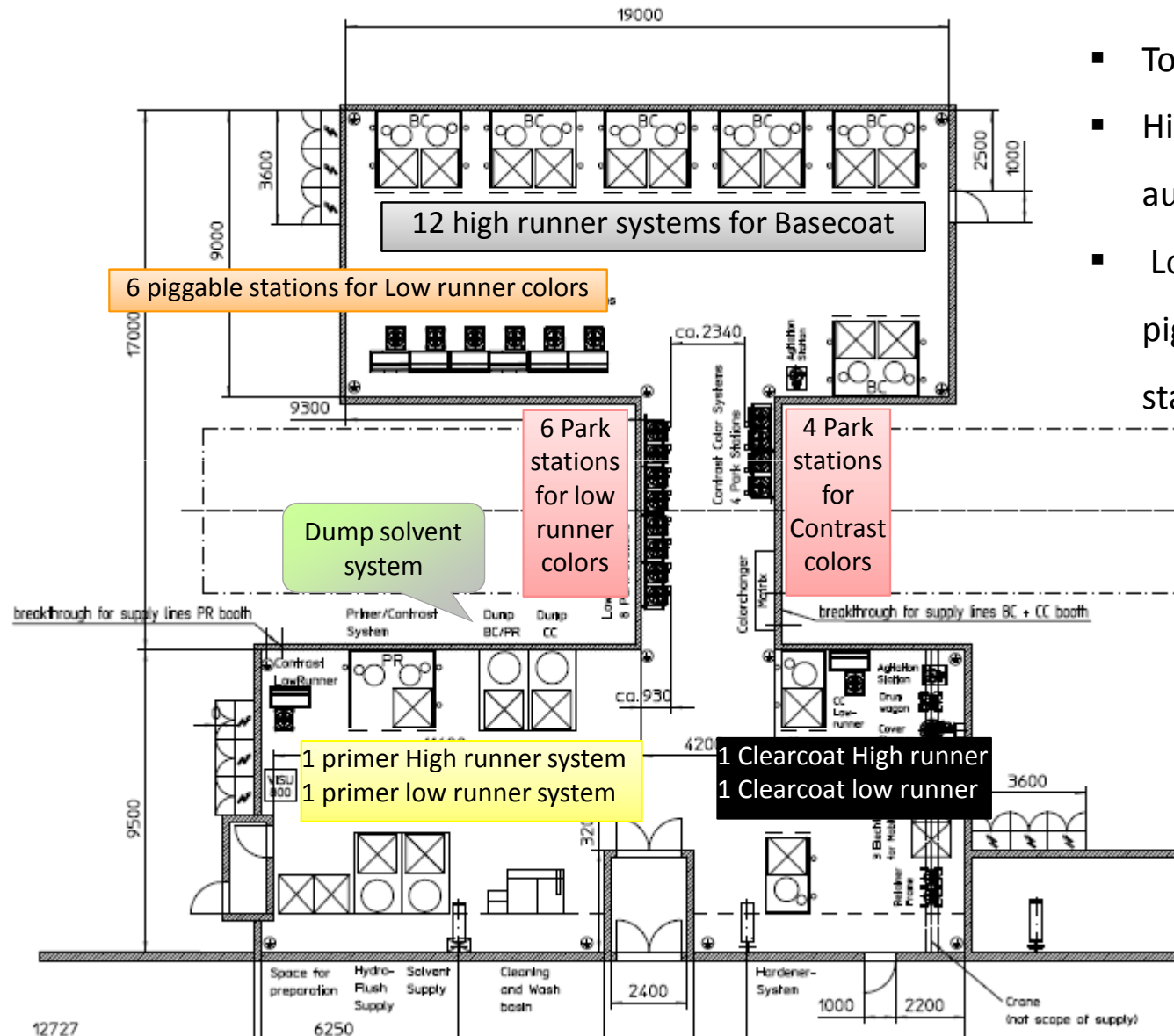
2100 (large) x 1100 (width) x 2500 (height)

Booth height, mm: 5250 mm

Distance between highest part and plenum: 2350 mm



Mixing Room



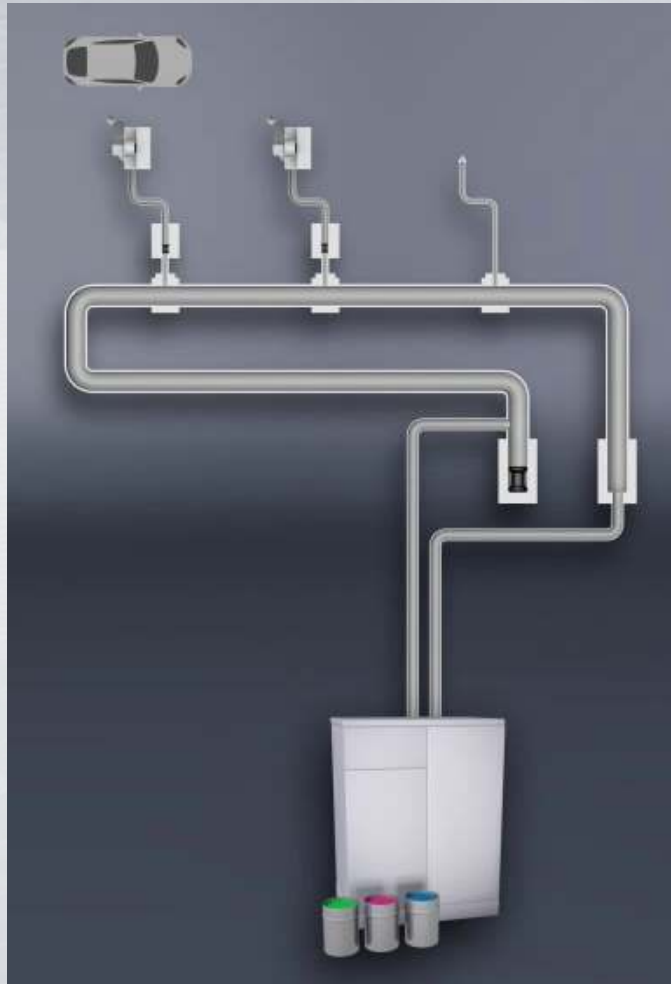
- Total Surface: 420 m²
- High Runner systems with automatic refilling
- Low runner systems with piggable systems for color stability.




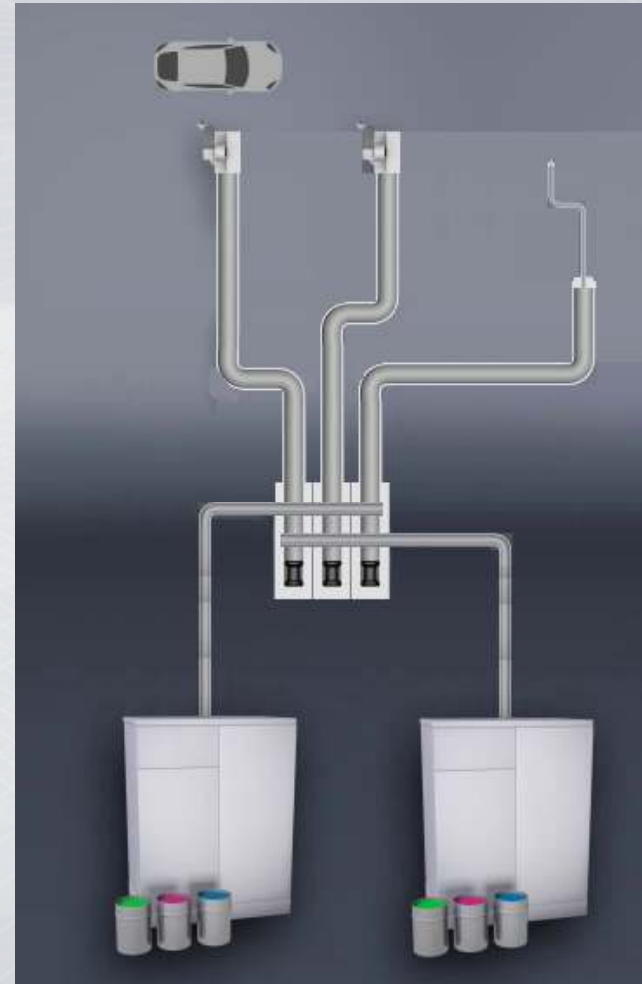
Color Change System

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Color Changer Systems



 Inline solution



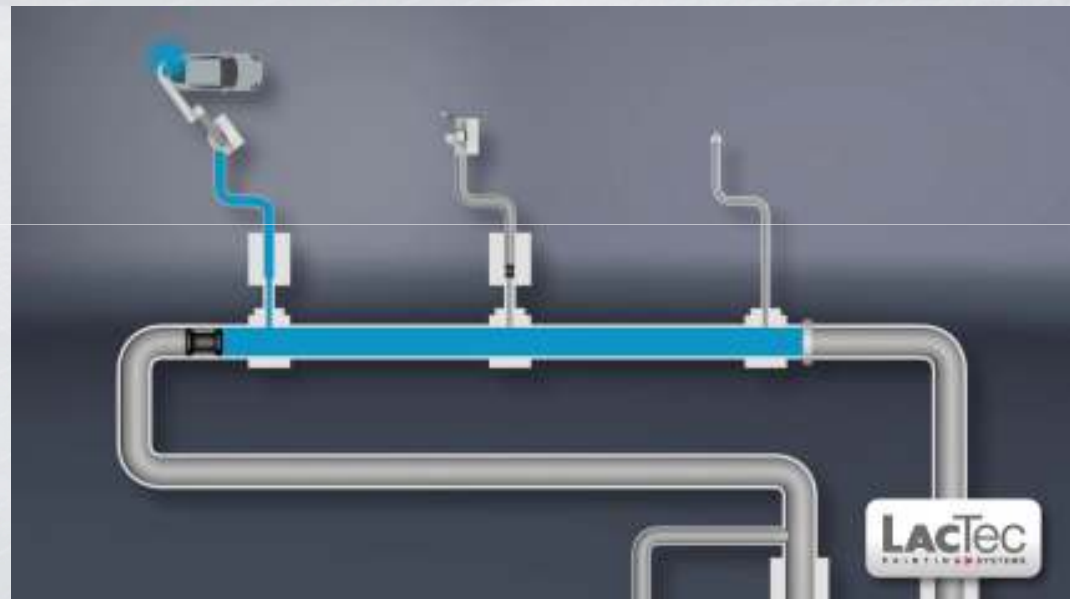
 Matrix solution

Color Changer Systems



Profits:

- Easy to implement in existing systems
- Maximum paint recover
- Independent take offs
- Individual cleaning of take offs
- Modular building
- Easy to expand

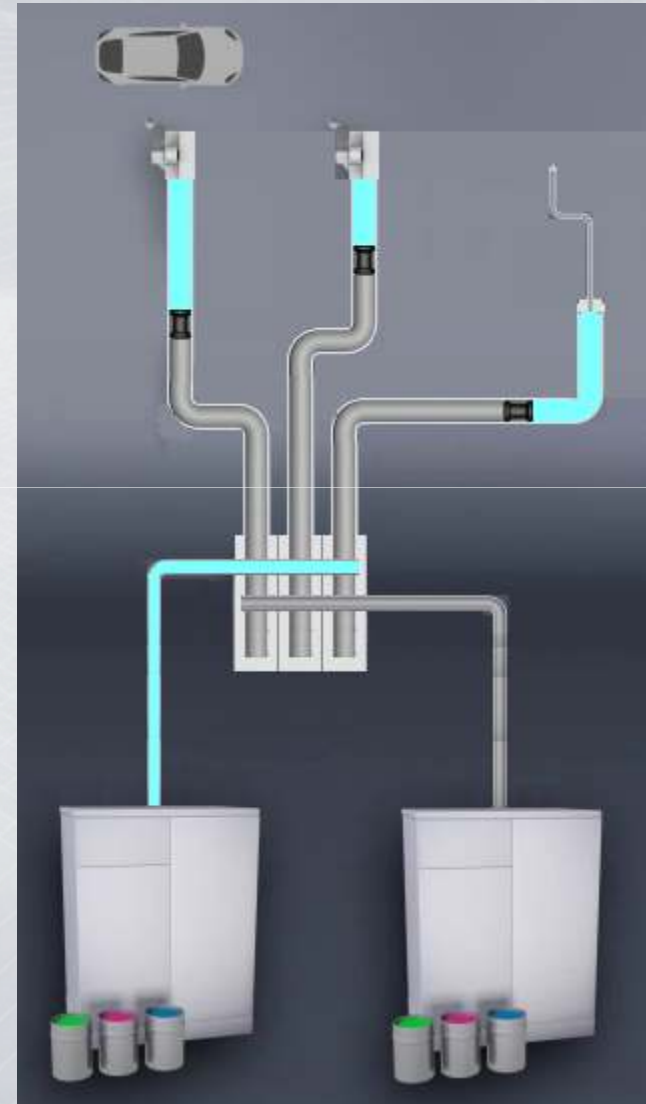


Color Changer Systems



Profits:

- Modular building
- Extreme flexible
- Maximum efficiency on robot stations
- Independent take offs
- Individual cleaning of take offs
- Central color changer (easy to maintain)
- Easy to expand for new system
- Standard colors as well as special colors can be feeded by the matrix system

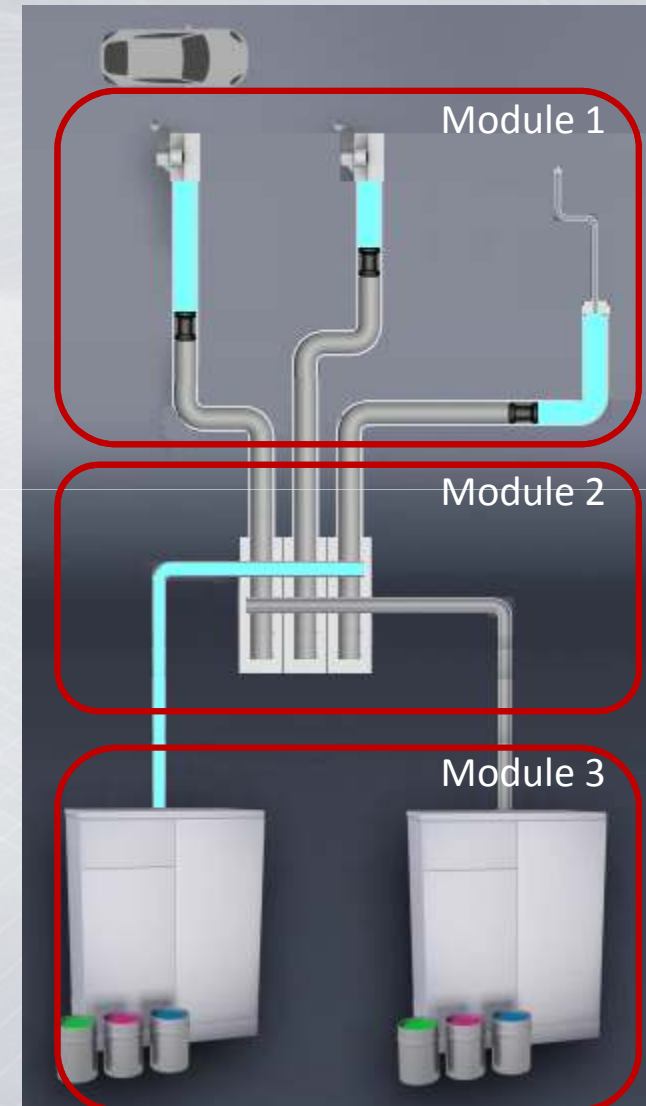


Color Changer Systems



Matrix configurations:

- Module 1 (Take off):
 - On robot arm
 - connect to other applications in dog house
- Modul 2 (Color Changer):
 - Up to three piggable lines each robot (customers request and cycle time)
 - Different locations (PMR or line)
- Modul 3 (Paint supply):
 - just special paint supply (TPS)
 - special paint supply (TPS) and low runner supply (EasyPig)
 - Standard ring colors, special paint supply and low runners





Easypig System

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EasyPig-System

SMP

Profits:

- Semi automatic paint supply
- Maximum paint recovering
- Reduced use of solvent (VOC)
- Easy handling for the operators
- Applicable for different bucket size

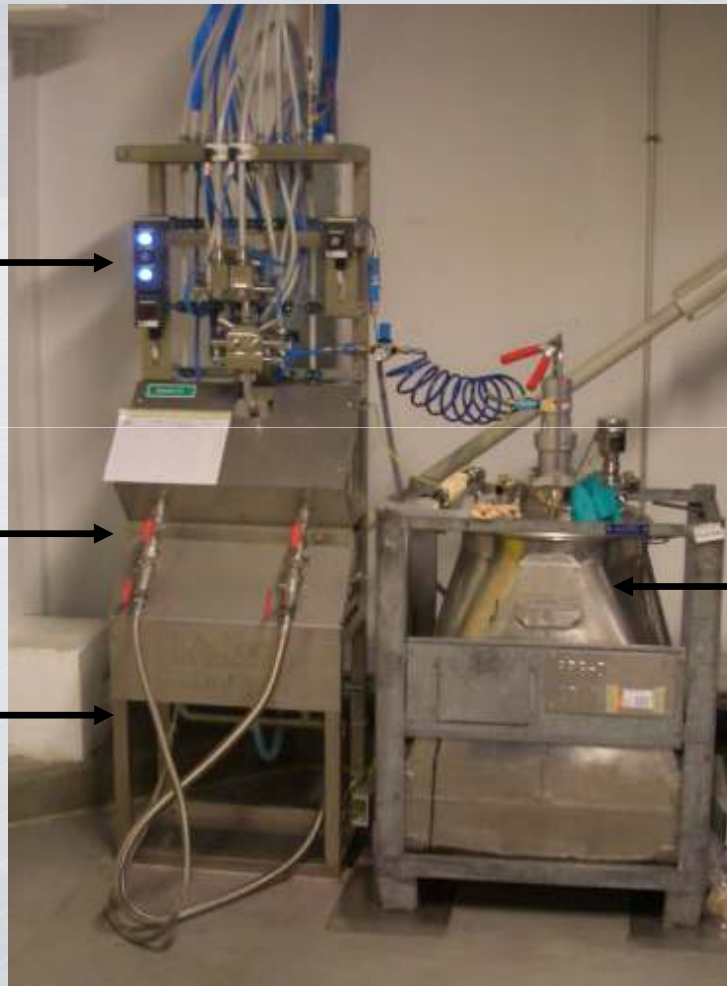


Fast facts:

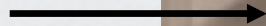
- Dimensions (Related to bucket size)
- Paint handling 25-1000kg buckets
- Flexible integration
- Modular building
- ATEX conform



EasyPig-System



▪ Status Lamps



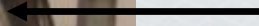
▪ Individual couplings



▪ Double diaphragm pump



▪ Individual “big” bucket size



EasyPig-System

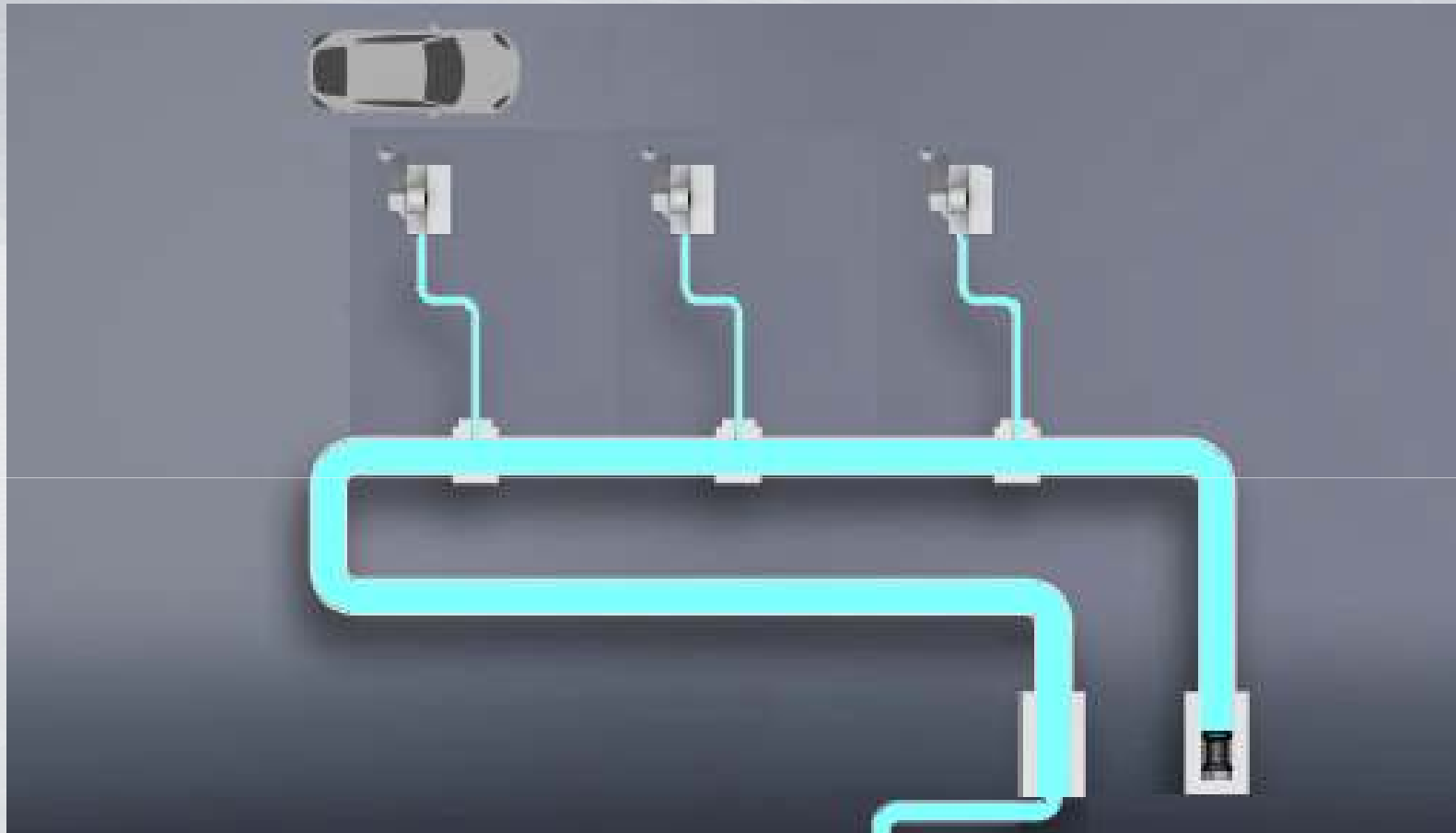


• Double diaphragm pump

• Status Lamps

• Cleaning bucket

• Individual "small" bucket size



- Pushing the pig with color
→ After painting full recover of paint

EasyPig-System



References EasyPig systems [since 2004]

<i>Customer</i>	<i>Country</i>	<i>Description</i>	<i>Parts</i>	<i>Paint</i>	<i>Year</i>	
MAN Nutzfahrzeuge AG	München	Germany	4 EasyPig systems	Trucks	solvent based paint	2004
HuF U.K. Ltd.	Tipton	United Kingdom	4 EasyPig systems	Automotive attachment parts	water based paint	2005
IVECO (ABB SpA)	Brescia	Italy	5 EasyPig systems	Trucks	solvent based paint	2005
Unidecor	Saint-Marcellin	France	3 EasyPig systems	Automotive attachment parts	solvent based paint	2005
Chrysler	Saltillo	Mexico	2 EasyPig systems for 2 production lines	Trucks	water based paint	2006
Daimler AG	Wörth	Germany	2 EasyPig systems	Trucks	water based paint	2006
Dorma GmbH & Co. KG	Ennepetal	Germany	3 EasyPig systems on high voltage	Door locking systems	water based paint	2006
IVECO (ABB SpA)	Suzzara	Italy	3 EasyPig systems	Trucks	solvent based paint	2006
IVECO (ABB SpA)	Valladolid	Italy	2 EasyPig systems	Trucks	solvent based paint	2006
Scania CV AB	Oskarshamn	Sweden	2 EasyPig systems for metallic line	Trucks	water based paint	2006
Scania CV AB	Oskarshamn	Sweden	4 EasyPig systems for new line	Trucks	water based paint	2006
HuF China	Shanghai	China	4 EasyPig systems	Automotive attachment parts	solvent based paint	2007
Huf Polska Sp.z.o.o	Tychy	Poland	4 EasyPig systems	Automotive attachment parts	water based paint	2007
HuF U.K. Ltd.	Tipton	United Kingdom	4 additional EasyPig systems	Automotive attachment parts	water based paint	2007
MAN Nutzfahrzeuge AG	München	Germany	2 additional EasyPig systems	Trucks	solvent based paint	2007
wezi-tec Sp.zo.o.	Legnica	Poland	2 EasyPig systems	Automotive attachment parts	water based paint	2007
Volkswagen a.s.	Bratislava	Slowakia	6 EasyPig systems for Top coat lines 1 and 2	Car bodies	water based paint	2008
Chrysler Canada Inc.	Brampton	Canada	1 EasyPig system for Reprocess Spray Booth	Car bodies	water based paint	2009
Decoma Exterior System	Obertshausen	Germany	6 EasyPig systems	Bumpers	water based paint	2010
Plastal N.V.	Gent	Belgium	2 EasyPig systems	Bumpers	water based paint	2010
GM (Opel Poland)	Gliwice	Poland	3 EasyPig systems	Car bodies	water based paint	2011
Huf Polska Sp. z.o.o.	Tychy	Poland	2 additional EasyPig systems	Automotive attachment parts	water based paint	2011
Mercedes Benz do Brasil	Juiz de Fora	Brasil	3 EasyPig systems	Trucks	solvent based paint	2011
Faurecia Exteriors GmbH	Pappenheim	Germany	4 EasyPig systems	Bumpers	water based paint	2011
Chrysler	Warren	United States	2 EasyPig systems	Car bodies	solvent based paint	2011
Volkswagen AG	Hannover	Germany	1 EasyPig system	Car bodies	water based paint	2012
Assan Hanil Automotive	Izmit	Turkey	6 EasyPig systems	Bumpers	solvent based paint	2012
BMW AG	Leipzig	Germany	1 EasyPig system	Car bodies	water based paint	2012
Daimler AG	Sindelfingen	Germany	10 EasyPig systems	Car bodies	water based paint	2013
Faurecia Exteriors	Hambach	Germany	3 EasyPig systems	Bumpers	water based paint	2013

Thank You!



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