

## Talbro's Automotive Components Limited

### Q3 FY16 Consolidated Results

**Gurgaon, February 11, 2016:** Talbro's Automotive Components Ltd., an integrated player in the automotive components industry reported its unaudited results and financial performance for the quarter ended December 2015.

#### Consolidated Financials at a Glance:

Rs. Crs	Q3FY16	Q3FY15	YoY%
Total Income from Operations	98.5	102.4	-4%
EBIDTA	12.0	13.1	-9%
EBIDTA Margin	12.16%	12.82%	
Profit After Tax	3.9	3.8	4%
PAT Margin	3.95%	3.67%	

#### Q3 FY16 HIGHLIGHTS:

- Total Income of Rs 98.5 Crores against Rs 102.4 Crores in Q3 FY15
  - Slowdown in growth of 2W segment and subdued performance in Forgings
  - Change in Accounting method of in Magneti Marelli Talbro's Chassis Systems JV had an impact of Rs 1.5 crores on Total Income
    - Method changed from sales to group company from booking sales to processing charges
- EBIDTA of Rs 12.0 Crores; de growth of 9% led by
  - Employee Cost includes Rs 38 lacs under new Minimum Wages Act in Haryana effective from 1<sup>st</sup> November 2015
  - FOREX Loss of Rs 11 Lacs against a gain of Rs 67 lacs in Q3FY15
  - Over-head expenses related to newly commissioned Hoses Plant
- EBIDTA margin at 12.16% against 12.82% in Q3 FY15
  - Like-to-Like EBIDTA margin at 13.3%
    - Excluding the impact of new Minimum Wages Act and FOREX
- PAT of Rs 3.9 Crores against Rs 3.8 Crores in Q3FY15 growth of 4%

For Talbro's Automotive Components Ltd.

  
Authorised Signatory

## **BUSINESS UPDATE:**

### **Standalone:**

- New Export orders from Volvo (US) and Basak Tractors (Turkey)
- New OEM orders Tata Cummins, Tata Motors, Hero Moto Corp, Volvo Eicher
- Commenced production at the new Dedicated Heath Shield line at Faridabad

### **Nippon Leakless Talbros (LTL):**

- Fresh orders from new models of Yamaha and Maruti Suzuki India Ltd (MSIL)
- Revenue had an impact of pricing reduction due to competitive activity and slowdown in motor cycle sales in the quarter

### **Magneti Marelli Talbros Chassis Systems (MMT):**

- New projects for MSIL and TATA
- Started supplying for Bajaj QUTE (RE60) for the exports market
- Strong order book in pipeline for FY17 & FY18 – Exports and Domestic

### **Talbros Marugo Rubber (TMR):**

- New businesses from MSIL and ISUZU motors
- Commence operations at New Hoses plant to have short term impact on profitability

*Commenting on the results Mr. Umesh Talwar, Vice Chairman & MD said "A strong order flow from key OEMs in our Joint Ventures is helping improve our segment mix towards passenger vehicles while our endeavor to increase our geographical diversity is witnessing good traction with new order flows from Turkey and USA. Despite a slowdown in 2 wheeler segment and increased competitiveness are putting pricing pressures on our business, we are witnessing a recovery in passenger vehicle and commercial vehicle sales which will continue to benefit our Joint Ventures and Gaskets division."*

For Talbros Automotive Components Ltd.

  
Authorised Signatory



## About Talbros Automotive Components Ltd.:

Talbros Automotive Components Ltd., the flagship manufacturing company of the Talbros Group was established in the year 1956 to manufacture Automotive & Industrial Gaskets in collaboration with Coopers Payen of UK. Today Talbros stands proud and tall as a mother brand of gaskets, stampings, rubber products and forgings in India. Talbros Group portfolio also includes Mercedes Benz dealership for passenger cars.

TACL together with JV alliances has 8 manufacturing facilities at Haryana, Uttarakhad, and Maharastra along with one materials division in Gurgaon and R&D technology center at Faridabad. The facilities are equipped to design, develop and manufacture products as per customer requirements competitively.

The company has technical collaborations with Nippon Leakless Corporation – Japan and Sanwa Packaging – Japan.

Few of the marquee customers includes Bajaj Auto, Tata Cummins, Volvo Eicher India, Ashok Leyland, Escorts Group, Force Motors, Hero Motocorp, Honda, Hyundai, John Deere, Mahindra & Mahindra, Maruti Suzuki, Suzuki, TAFE, Daimler India, Tata Motors, Simpsons, Carraro, Dana, Musashi, Spicer, GE and QH Tallbros besides a robust distribution network in the aftermarket.

For more information please contact / visit [www.talbros.com](http://www.talbros.com)

### Talbros Automotive Components Ltd.

CIN: L29199HR1956PLC033107

Mr. Navin Juneja – Director & Group CFO

Email: [navinjuneja@qhtalbros.com](mailto:navinjuneja@qhtalbros.com)

### Strategic Growth Advisors

CIN: U74140MH2010PTC204285

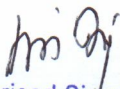
Ms. Ruchi Rudra

Email: [rruchi@sgapl.net](mailto:rruchi@sgapl.net)

### Safe harbor Statement:

Statements in this document relating to future status, events, or circumstances, including but not limited to statements about plans and objectives, the progress and results of research and development, potential product characteristics and uses, product sales potential and target dates for product launch are forward-looking statements based on estimates and the anticipated effects of future events on current and developing circumstances. Such statements are subject to numerous risks and uncertainties and are not necessarily predictive of future results. Actual results may differ materially from those anticipated in the forward-looking statements. The company assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors.

For Talbros Automotive Components Ltd.

  
Authorised Signatory