



INVESTOR PRESENTATION
August 2020



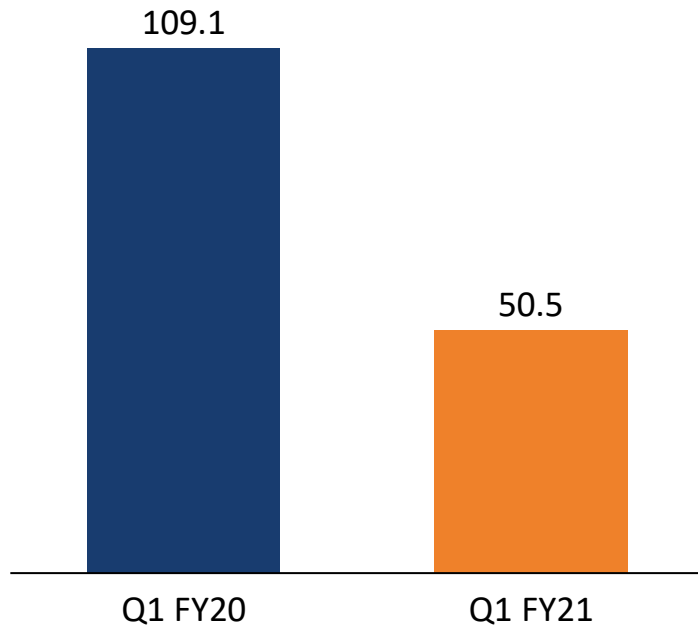
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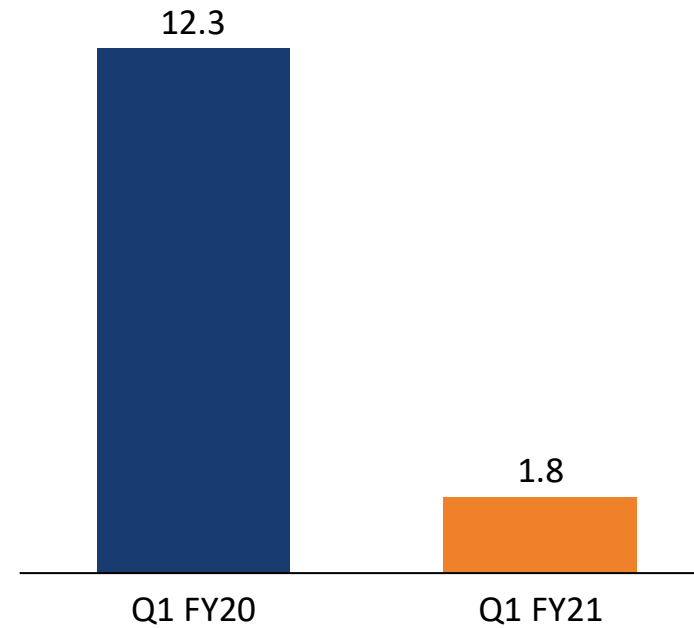
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Consolidated Q1FY21 Performance Highlights

Total Income from Operations[^]



EBIDTA[^]

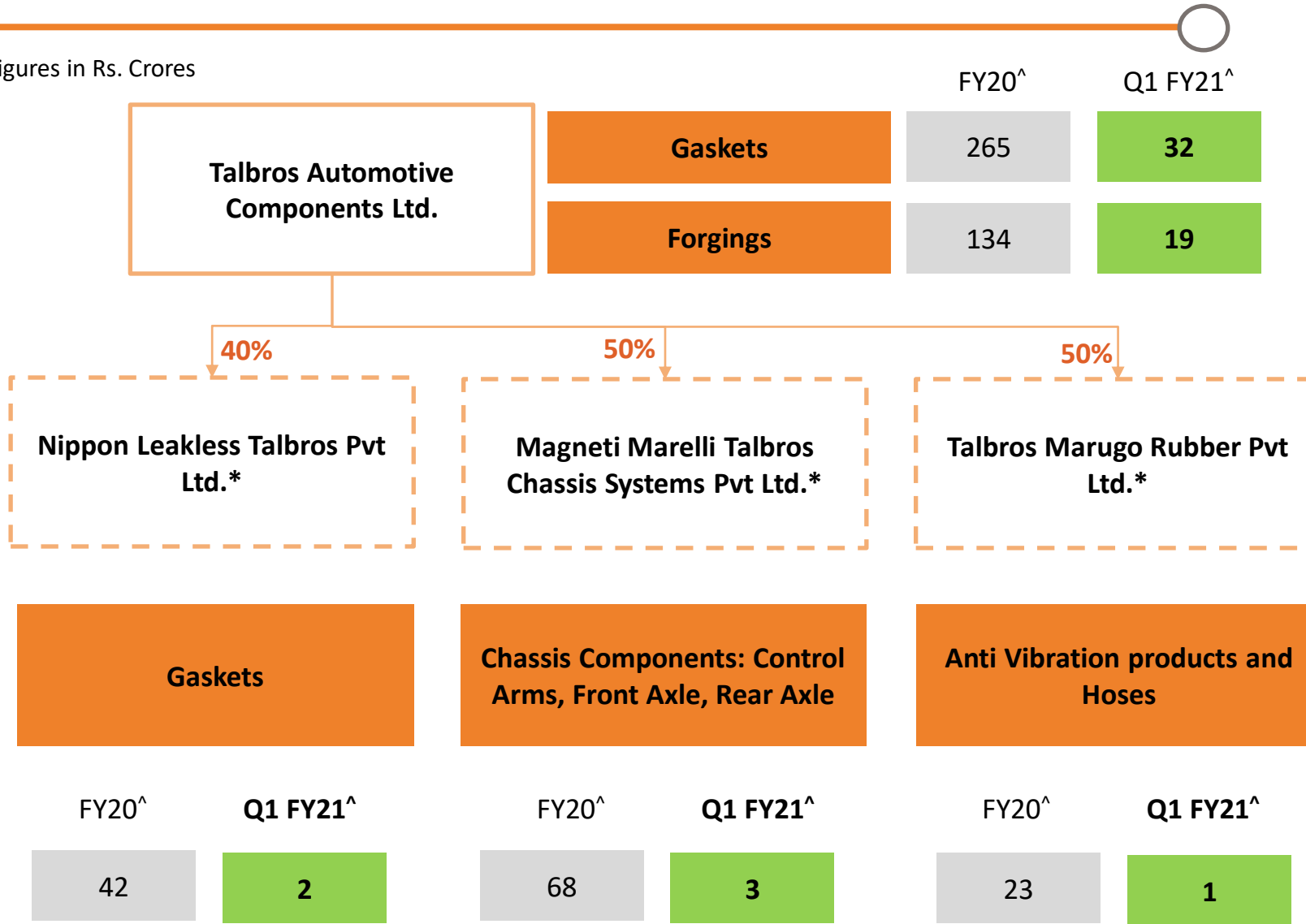


Continuous focus on Cost Optimization resulted in Positive EBITDA during these challenging times

TACL Group – Corporate Structure



Figures in Rs. Crores

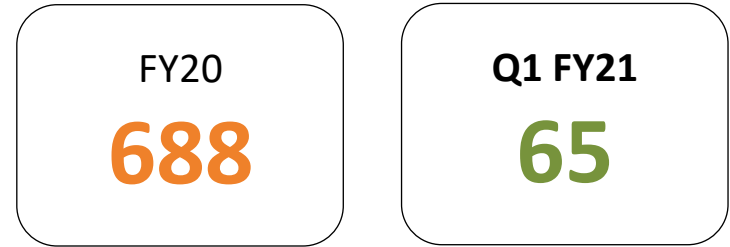


*Proportionate share of the JV's

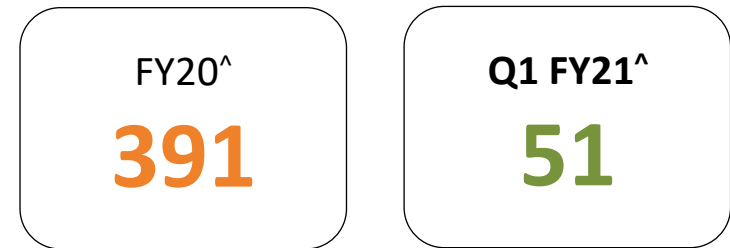
[^]Includes other income

JV's

Group Turnover As per I-GAAP



Consolidated Revenue As per IND-AS



Talbro Automotive Components Ltd (TACL) - Group



Product Portfolio

Entities

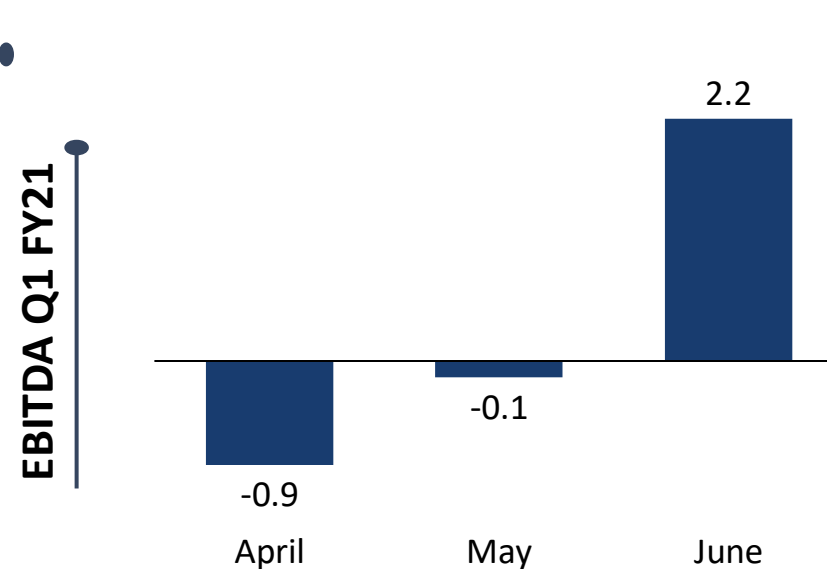
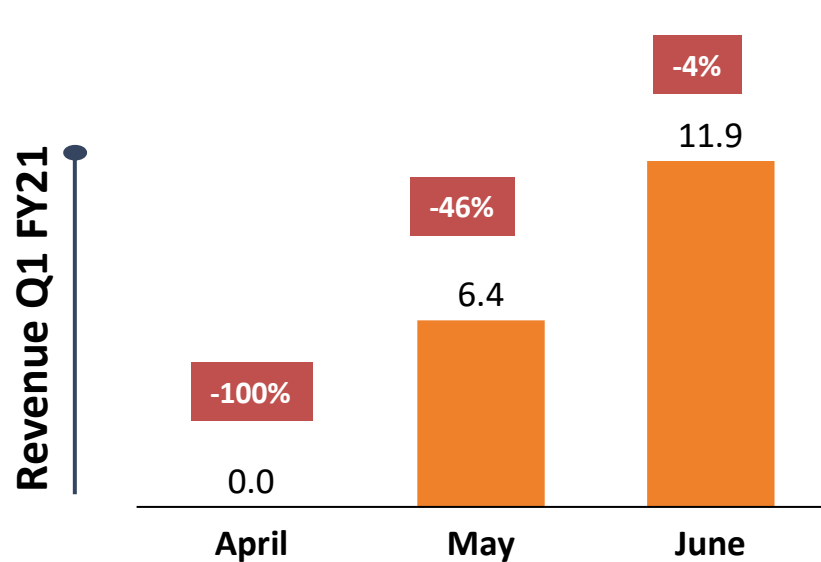
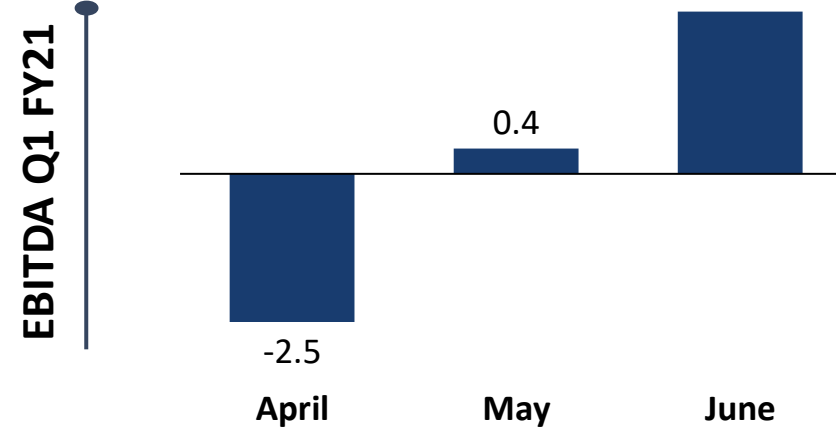
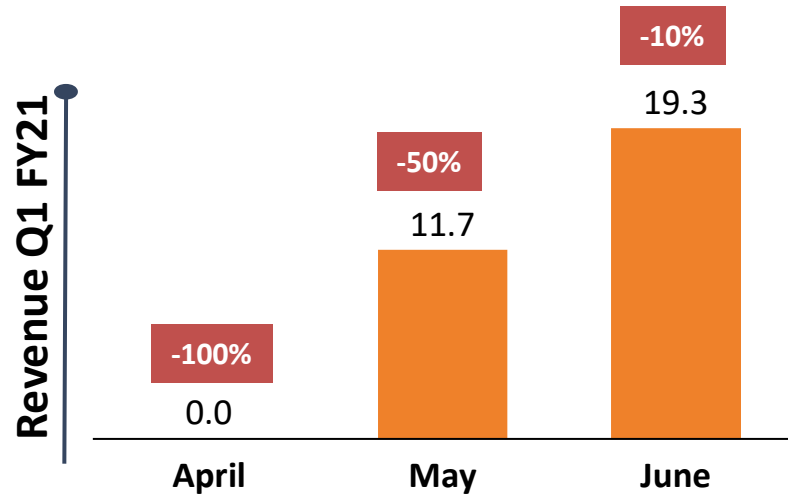
TACL Group Turnover*(Rs. Crs)

Product Portfolio	Entities	TACL Group Turnover*(Rs. Crs)		
		Q1FY20	FY20	Q1FY21
Gaskets	TACL Standalone	74	265	32
	Nippon Leakless Talbro Pvt Ltd	29	106	6
Forgings	TACL Standalone	37	134	19
Chassis Components	Magneti Marelli Talbro Chassis Systems Pvt Ltd	33	137	5
Anti Vibration Products & Hoses	Talbro Marugo Rubber Pvt Ltd	12	46	3
		Q1 FY20 185	FY20 688	Q1 FY21 65

* Includes other income As per I-GAAP

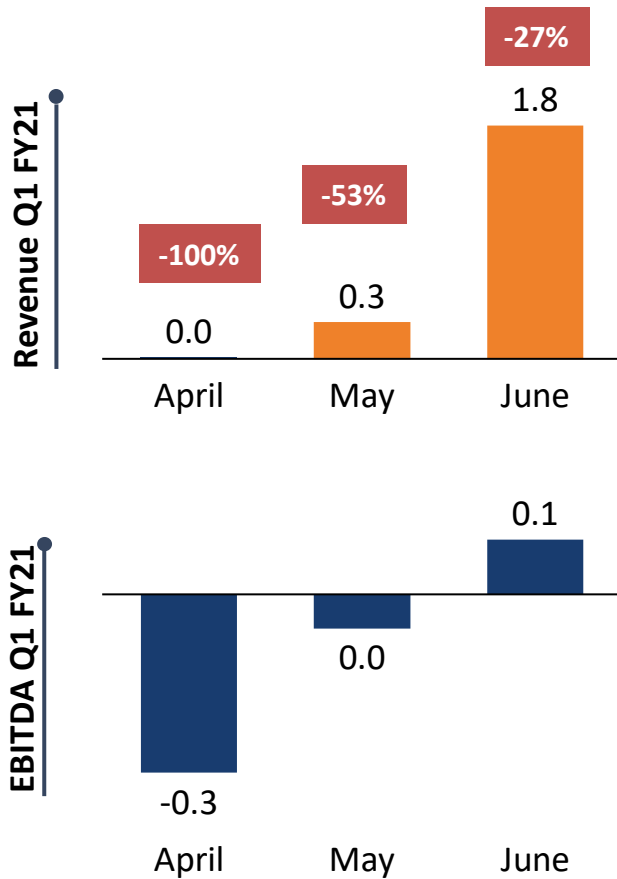
Witnessing Gradual Recovery on MoM basis (1)

Rs. Crores

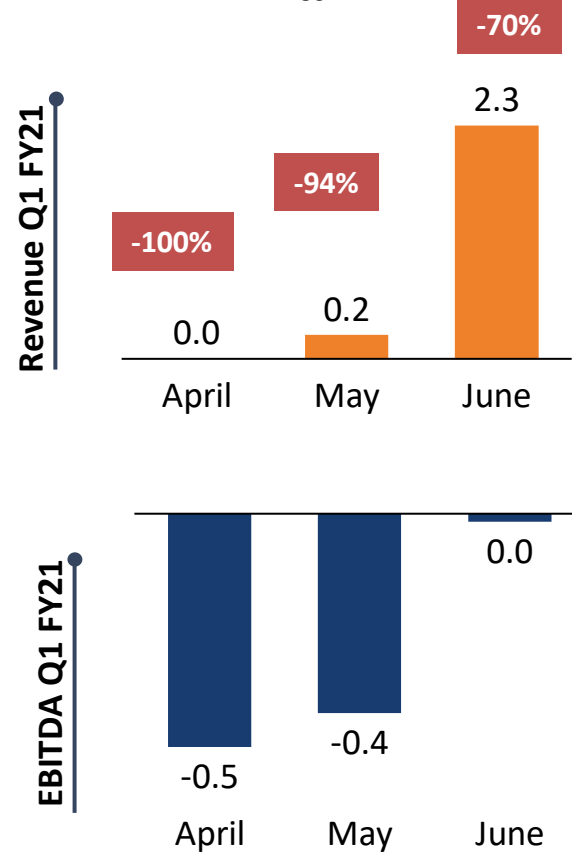


Witnessing Gradual Recovery on MoM basis (2^)

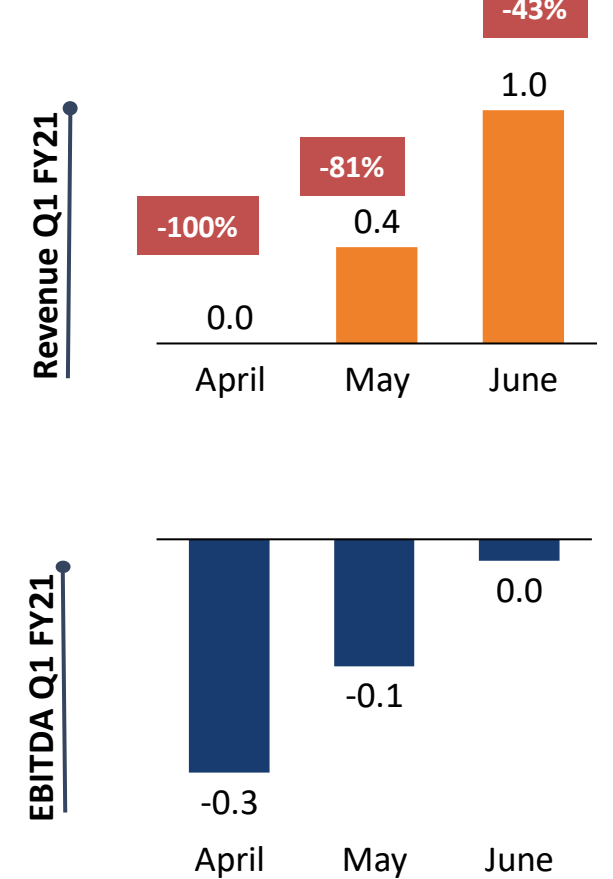
Nippon Leakless Talbros Pvt Ltd*



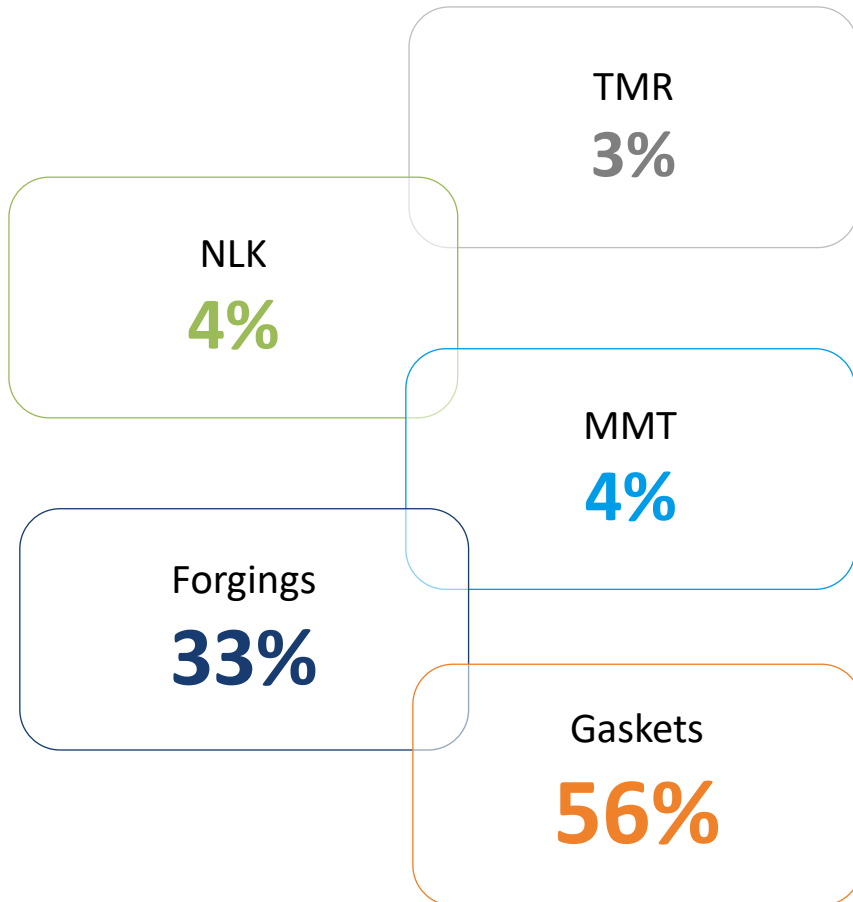
Magneti Marelli Talbros Chassis Systems Pvt Ltd*



Talbros Marugo Rubber Pvt Ltd*



Q1FY21 - Revenue Contribution



Segments

- 2 Wheelers
- 3Wheelers
- Passenger Vehicles
- Commercial Vehicles
- Agri / Off-Loaders and Industrial

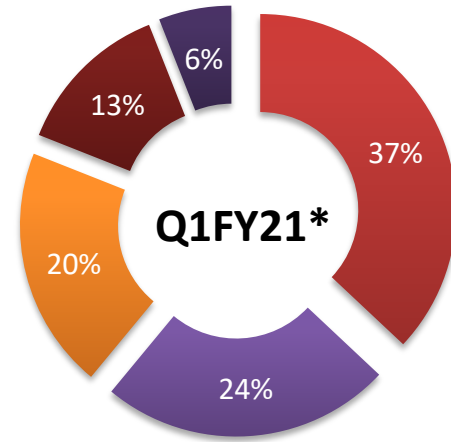
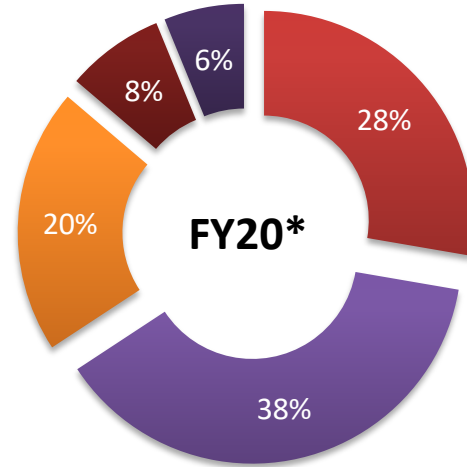
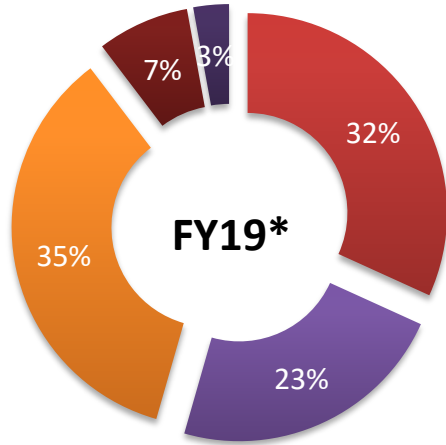
Product Portfolio

- Gaskets
- Heat Shields
- Forgings
- Chassis Systems
- Anti vibration
- Hoses

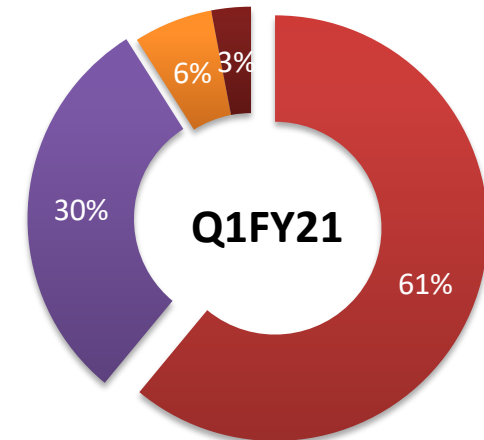
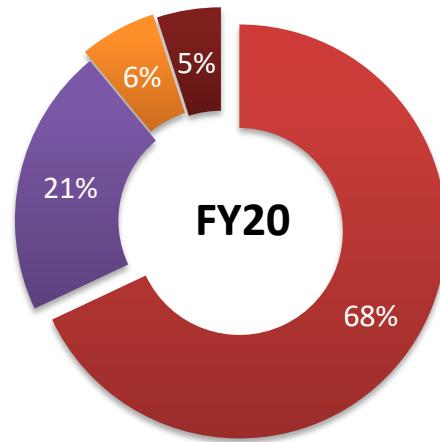
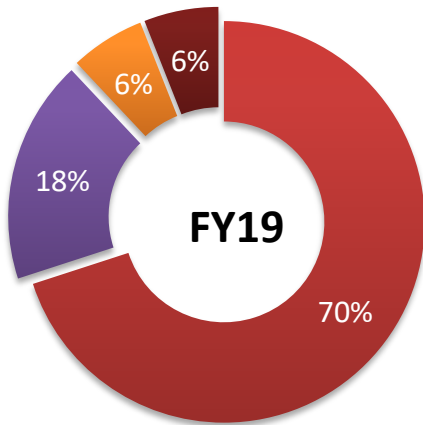
Market Exposure

- OEMs
- After Market
- Exports
- Others

Across varied segments...



■ 2 & 3 Wheelers
 ■ Passenger Vehicle
 ■ HCV & LCV
 ■ Agri & Off Loaders
 ■ Others

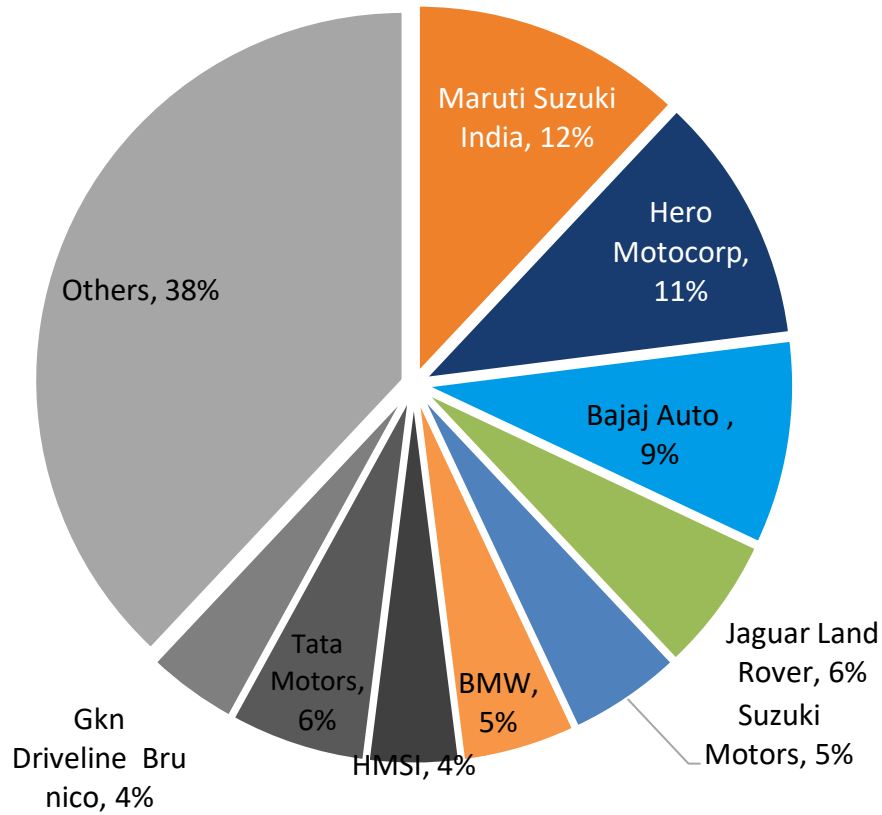


■ OEM
 ■ Exports
 ■ After Market
 ■ Others

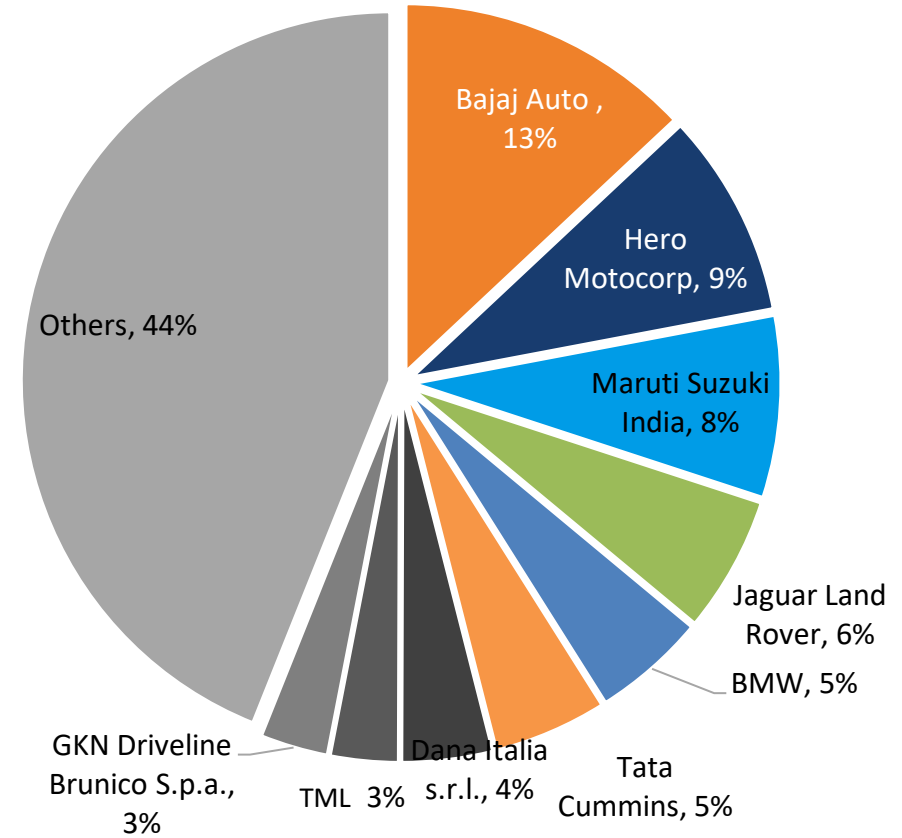
*Domestic Breakup

Having Diversified Customer base

FY20 – Rs. 688 Cr.^

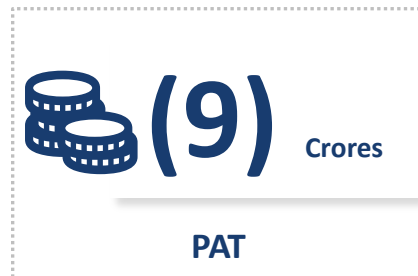
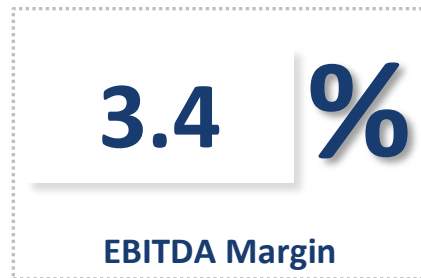


Q1FY21 – Rs. 65 Cr.^



^ Includes Full JV numbers

Consolidated Q1 FY21 Highlights



Commenting on the performance Mr. Anuj Talwar, Jt. Managing Director, Talbros Automotive Components Limited said:

“As we move forward, signs of recovery is getting stronger. We have taken several proactive measures to optimize our fixed expenses to mitigate the loss of sales during lockdown without any job cuts. Despite challenging quarter, we could register positive EBITDA numbers and I am glad to inform that our plants are operating close to pre-covid levels and we have strong order book for upcoming year giving us enough visibility

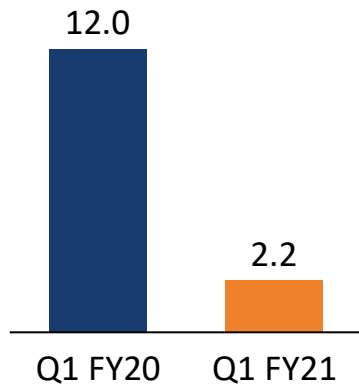
‘Make in India’ is opening doors for companies like Talbros to bring together the business opportunities from foreign players.

Way forward is going to be eventful. In the coming period, it’s not only the topline which will require the concentration, the focus will also be shifted on strategic planning and our hedged nature of Business coupled with New Orders and sufficient capacity at Plants we are confident of our team to grow sustainably.”

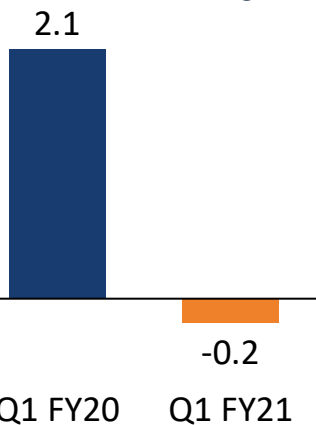
Q1 FY21 JV's Performance Highlights

Nippon Leakless Talbros Pvt Ltd*

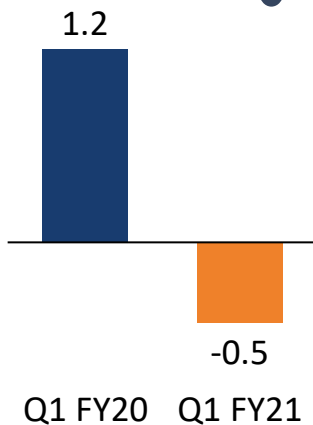
Total Income from Operations



EBIDTA



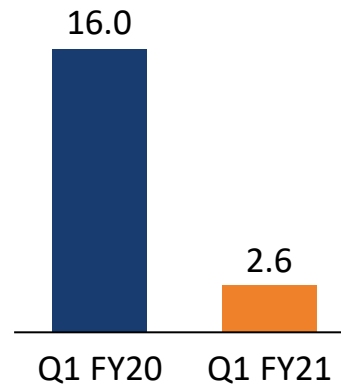
PAT



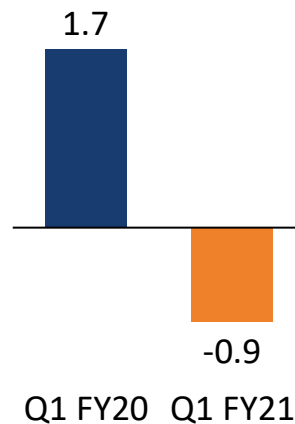
Rs. Crores *Proportionate share of the JV's

Magneti Marelli Talbros Chassis Systems Pvt Ltd*

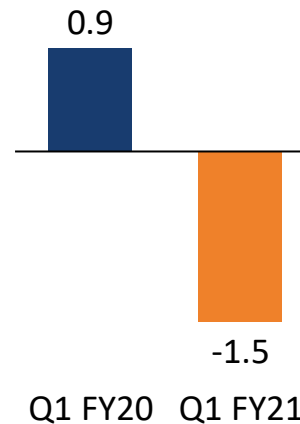
Total Income from Operations



EBIDTA

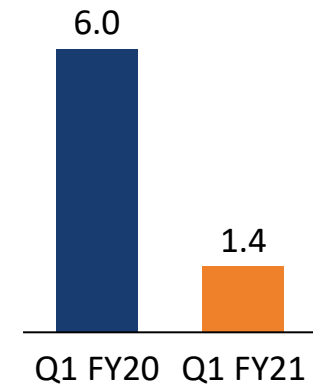


PAT

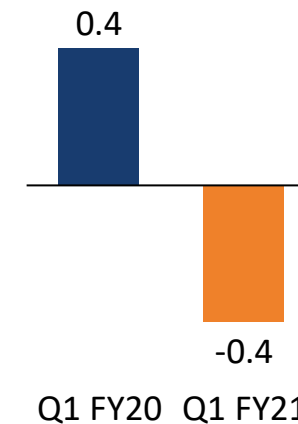


Talbros Marugo Rubber Pvt Ltd*

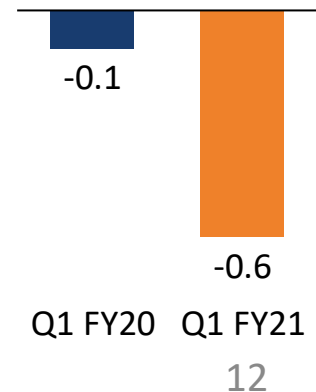
Total Income from Operations



EBIDTA



PAT



12

New Order Wins provide long term visibility

Order Inflow



Company has received aggregate orders worth USD 31 mn (Rs. 234 cr) including orders received in JV and subsidiary companies catering to Domestic and International markets

Orders to be executed over a period of 5 years starting from H2 FY21 and are expected to be completed by FY26

A major part of this order has been received is in the Chassis JV from an International OEM based in India and will include domestic as well as exports orders

Other orders are across the Forging, Gaskets and Rubber JV of the company and will cater to Domestic & International markets

This order will not entail major capex and therefore provide operating leverage and enhance the profitability of the company

Commenting on the order Mr. Anuj Talwar, Jt. Managing Director, Talbros Automotive Components Limited said:

“Over the last few years we have made lot of efforts towards product development and testing with Global Auto majors. We are extremely proud to report that we have made significant inroads and have bagged multi-year orders. Our exports now cater to USA, UK, Europe and Japan.

It is a huge validation of our technical capabilities and opens the doors for many large customers for us. In these tough times, these orders will hugely benefit the brand equity of Talbros Group and further enhance our commitment to ‘Make in India Initiative’ of the Government of India. It clearly provides us long term visibility and business momentum”

Q1FY21 Consolidated Profit & Loss Statement

Particulars (Rs. In crores)	Q1 FY21	Q1 FY20	FY20
Revenue from Operations	48.8	107.5	385.3
Other Income	1.7	1.6	5.7
Total revenue from Operation	50.5	109.1	391.0
Raw Material	28.4	58.7	204.8
Employee Cost	9.4	14.7	56.0
Other Expenses	10.8	23.4	87.1
EBITDA	1.8	12.3	43.1
EBITDA Margin	3.6%	11.3%	11.0%
Depreciation	4.6	4.6	19.2
EBIT	-2.7	7.7	23.9
EBIT Margin	-5.4%	7.0%	6.1%
Finance cost	3.7	4.0	16.1
Profit before Exceptional items & share of profit/loss from JVs	-6.5	3.7	7.8
Exceptional items	0.0	0.0	-2.1
Share of Profit from JVs	-2.7	2.0	7.9
Profit before Tax	-9.2	5.6	13.5
Tax	-0.3	1.0	1.3
PAT	-8.9	4.6	12.2
PAT Margin %	-17.5%	4.2%	3.1%

FY20 Consolidated Balance Sheet

ASSETS	Mar-20	Mar-19	EQUITY AND LIABILITIES	Mar-20	Mar-19
Non-current assets			Equity		
Property, plant and equipment	149.2	139.7	Equity Share capital	12.3	12.3
Capital work in progress	0.6	6.4	Other equity	185.6	186.4
Investment property	2.9	3.1	Sub-total - Shareholders' funds	197.9	198.8
Intangible assets	1.3	1.1			
Intangible assets under development	0.2	0.2	LIABILITIES		
Investments accounted for using the equity method	46.1	40.7	Non-current liabilities		
Financial assets			Financial liabilities		
Investments	6.7	20.1	Borrowings	20.1	25.2
Loans	1.5	1.2	Other financial liabilities	0.3	0.1
Other financial assets	0.3	0.3	Provisions	3.1	3.6
Non-Current tax assets (Net)	2.4	0.0	Deferred tax liabilities (net)	2.9	2.7
Other non-current assets	3.6	4.5	Other non-current liabilities	1.0	1.0
Sub-total - Non-Current Assets	215.0	217.3	Sub-total - Non-current liabilities	27.4	32.6
Current assets			Current liabilities		
Inventories	107.9	110.5	Financial liabilities		
Financial assets			Borrowings	121.1	112.3
Trade receivables	125.2	135.3	Trade payables	105.6	117.3
Cash and cash equivalents	3.7	2.3	Other financial liabilities	20.4	26.8
Bank balances other than Cash and Cash equivalents	3.9	6.9	Other current liabilities	6.5	5.7
Loans	5.7	5.7	Provisions	0.9	1.5
Other financial assets	1.4	0.7	Current tax liabilities (net)	0.0	2.6
Other current assets	17.0	18.9	Sub-total - Current liabilities	254.5	266.2
Sub-total - Current Assets	264.9	280.4	TOTAL - EQUITY AND LIABILITIES	479.9	497.6
TOTAL - ASSETS	479.9	497.6			

Q1 FY21 Standalone Profit & Loss Statement

Particulars (Rs. In crores)	Q1 FY21	Q1 FY20	FY20
Revenue from Operations (Net of Excise)	48.8	107.5	385.3
Other Income	1.7	1.6	8.1
Total revenue from Operation	50.5	109.1	393.4
Raw Material	28.4	58.7	204.8
Employee Cost	9.4	14.7	56.0
Other Expenses	10.8	23.4	87.1
EBITDA	1.8	12.3	45.5
EBITDA Margin	3.6%	11.3%	11.6%
Depreciation	4.6	4.6	19.2
EBIT	-2.7	7.7	26.3
EBIT Margin	-5.4%	7.0%	6.7%
Finance cost	3.7	4.0	16.1
Profit before Exceptional items	-6.5	3.7	10.2
Exceptional items	0.0	0.0	-2.1
PBT	-6.5	3.7	8.0
Tax	-0.3	1.0	1.3
PAT	-6.2	2.6	6.7
PAT Margin %	-12.2%	2.4%	1.7%

FY20 Standalone Balance Sheet

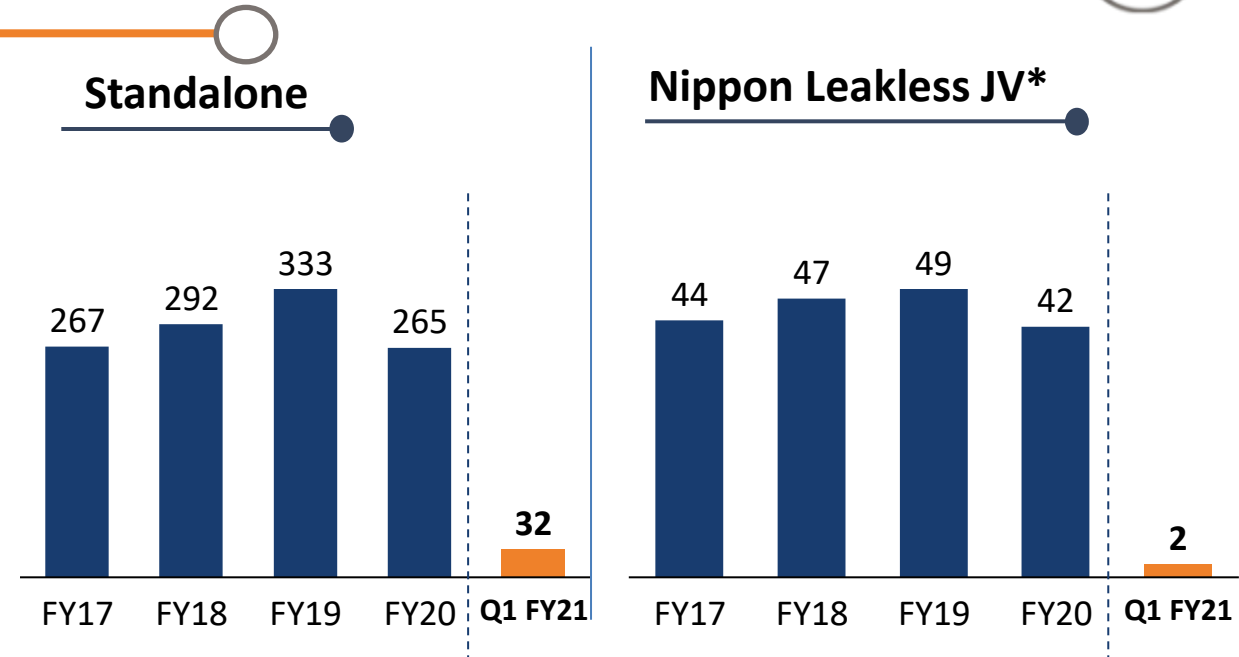
ASSETS	Mar-20	Mar-19
Non-current assets		
Property, plant and equipment	149.2	139.7
Capital work in progress	0.6	6.4
Investment property	2.9	3.1
Intangible assets	1.3	1.1
Intangible assets under development	0.2	0.2
Financial assets		
Investments	32.8	46.2
Loans	1.5	1.2
Other Financial Assets	0.3	0.3
Current tax assets (Net)	2.4	0.0
Other non-current assets	3.6	4.5
Sub-total - Non-Current Assets	194.9	202.7
Current assets		
Inventories	107.9	110.5
Financial assets		
Trade receivables	125.2	135.3
Cash and cash equivalents	3.7	2.3
Bank balances other than Cash and Cash equivalents	3.9	6.9
Loans	5.7	5.7
Other financial assets	1.4	0.7
Other current assets	17.0	18.9
Sub-total - Current Assets	264.9	280.4
TOTAL - ASSETS	459.8	483.1

EQUITY AND LIABILITIES	Mar-20	Mar-19
Equity		
Equity Share capital	12.3	12.3
Other equity	165.6	171.9
Sub-total - Shareholders' funds	177.9	184.2
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	20.1	25.2
Other financial liabilities	0.3	0.1
Provisions	3.1	3.6
Deferred tax liabilities (net)	2.9	2.7
Other non-current liabilities	1.0	1.0
Sub-total - Non-current liabilities	27.4	32.6
Current liabilities		
Financial liabilities		
Borrowings	121.1	112.3
Trade payables	105.6	117.3
Other financial liabilities	20.4	26.8
Other current liabilities	6.5	5.7
Provisions	0.9	1.5
Current tax liabilities (net)	0.0	2.6
Sub-total - Current liabilities	254.5	266.2
TOTAL - EQUITY AND LIABILITIES	459.8	483.1

Business Confirmations & Strategy

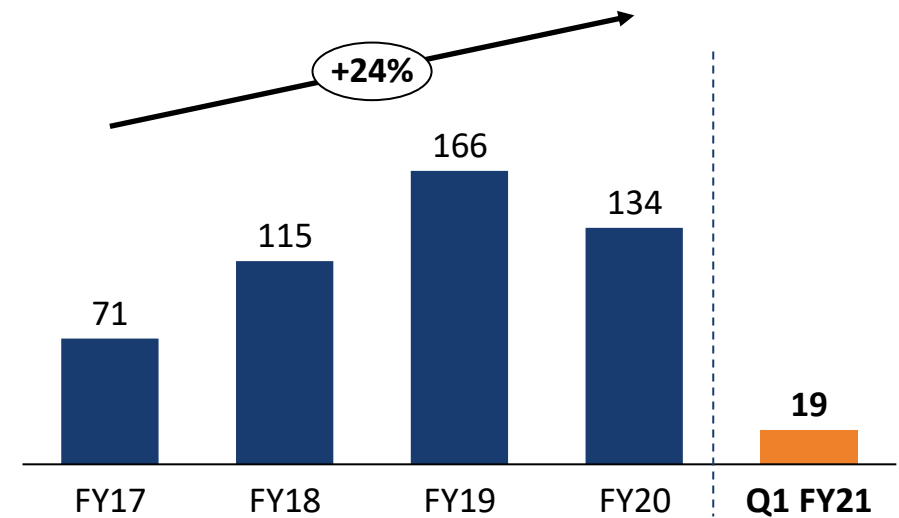
Gaskets

- Orders received in the past:
 - Order worth Rs. 7 Cr from 2 European car manufacturers for supplying Heat Shields
 - Order worth Rs. 5 Cr from US based car manufacturer for supplying Gaskets
 - Started Supplies of BS VI compliant Gaskets to Hero, Volvo, Tata Motors & Tata Cummins
 - To supply Integrated Wire Harness Gasket to an OEM worth Rs. 15-20 Crs p.a. Samples approved, Supplies commenced from Q1FY21
- Started supplying BS VI compliant Gaskets to Hero, Honda from our JV Nippon Leakless Talbros



Forgings Segment

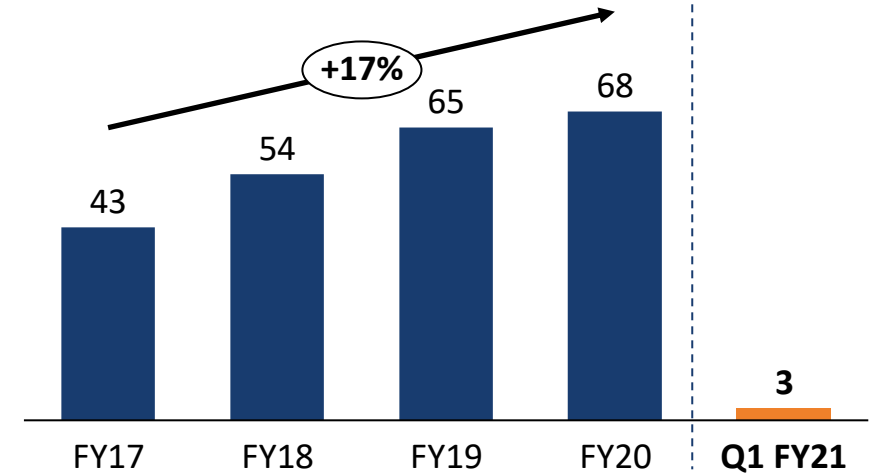
- Installation of 2500 Ton Press completed
- In discussion with various Indian & European Tier 1 Customers for heavier forging products
- Started supplies for the order received from a European OEM
- Moving towards heavier forged parts, with an estimated Revenues of Rs. 35 Crores p.a.
- Won order from an Auto Maker in the past, with Estimated Revenues of Rs. 12 Crores p.a.
- Order from a European OEM worth Rs. 8 Crores p.a.
- Currently, this segment is gaining momentum in both Domestic and overseas market



Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)*

Orders received in the past:

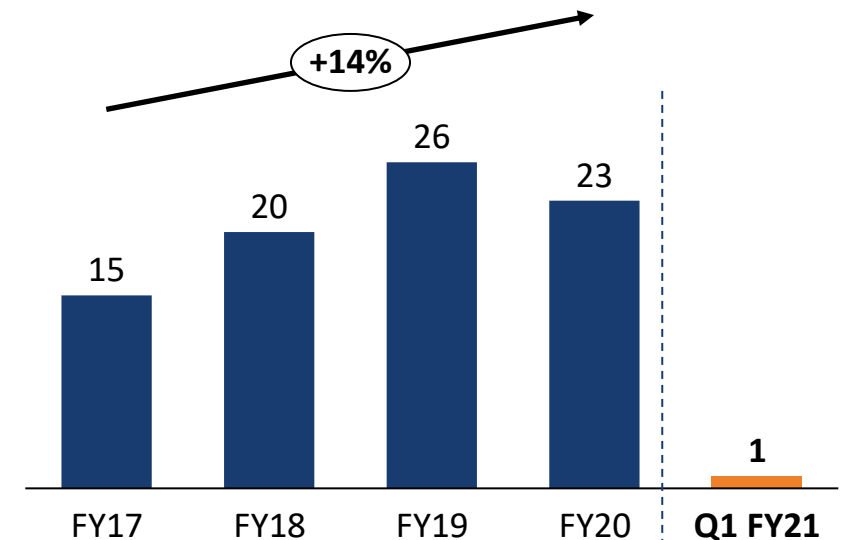
- Order worth **Rs. 5 Mn** from a **European car manufacturer** for supplying **EPP Support Bracket**
- From a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. From an OEM in UK worth ~Rs. 35+ Crores p.a.
- From Maruti Suzuki to supply Control Arm Assemblies for Front Suspension, with an Estimated Revenues of Rs. 24 crores p.a.



Talbros Marugo Rubber Pvt Ltd (TMR)*

Orders received in the past:

- Order worth **Rs. 7.5 Cr** from **Marugo Rubber Japan** for supply of **Intercooler Hose. Supplies to commence from Q2FY21**
- Order worth **Rs. 1 Cr** from **Maruti Suzuki** for supply of **Purge hose. Supplies to commence from Q2FY21**
- Order worth **Rs. 0.8 Cr p.a.** from **Rane Madras** for supply of **Steering Mounting Bush. Supplies to commence from Q2FY21**
- Orders worth Rs. 5-8 Crs p.a. from existing customers
- Order from SML Isuzu worth ~Rs. 3 Crores p.a.



*Proportionate share of JV Revenue has been considered



Joint Managing Director

Anuj Talwar

Is a Bachelor in Business Administration from college of William & Mary, Virginia, USA and Master of Business Administration from Boston University Graduate School of Management. He has been associated with the Company since 2008. He has over 10 years of rich experience in the Corporate Finance, Credit analysis ,Auto Industry and M&A.



Director & Group CFO

Navin Juneja

Is a B.Sc. (Mathematics) and Chartered Accountant (FCA). He is working as Finance Head of Talbros Group as its Group CFO. He also advises various companies on financial management and corporate planning. He has more than 30 years of rich experience in Finance, Accounting and Strategic Planning.

One of the
Most Hedged
Auto
Component
Players



Over **6 Decades** of experience in Auto Component manufacturing



Diversified Auto Component player with presence *across Two Wheelers, Passenger, Commercial Vehicles and Farm Equipment's*



Wide client base, *~40% revenue from top 5 clients*



Businesses across *OEMs, Exports and After Market*



Four International Technology Tie-ups including 3 JVs for Best in Class Products



Diversified Portfolio - *Gaskets, Forgings, Suspension Systems, Anti-vibration Products & Hoses*



Consistent **Dividend Pay-out over 50 years**

Board of Directors



Mr. Naresh Talwar

Chairman



Mr. Umesh Talwar

Vice Chairman & MD



Mr. Varun Talwar

Joint Managing Director



Mr. Anuj Talwar

Joint Managing Director



Mr. Navin Juneja

Director



Mr. Vidur Talwar

Non Executive Director



Mr. V Mohan

Independent Director



Mr. Anil Kumar Mehra

Independent Director



Mr. Amit Burman

Independent Director



Mr. Tarun Singhal

Independent Director



Mrs. Priyanka Gulati

Independent Director



Mr. Ajay Kumar Vij

Independent Director

Mr. Manish Khanna

Chief Financial Officer

A Qualified CA and MBA, he has over 17 years of experience with LeeBoy India Constructions, Doosan Infracore, Escorts Construction Equipment and Amforge Industries

Mr. Suresh Sharma

President Operations – Gaskets Division

He is an engineer and MBA (Operations). He has over 25 years of experience in the Auto Components sector and has worked with Munjal Showa, Endurance, JBM Auto and Omax Auto

Mr. Noriyuki Deguchi

Managing Director – Nippon Leakless Talbros Pvt. Ltd.

He holds BE degree and has experience of 25 years working in the Gasket Industry. He has been associated with Nippon Leakless for over a decade

Mr. Toshiya Morimoto

Managing Director – Talbros Marugo Rubber Pvt. Ltd

He is an Engineer and has an experience of over 37 years and has worked with Sanyo Electric Co. Limited

Mrs. Seema Narang

Company Secretary

She has over 22 years of experience in the secretarial department and has worked with Whirlpool of India and Aksh Optifibre Ltd

Mr. Vivek Singh

President – Forging Division

He holds a Mechanical Engineering degree and has a rich experience in manufacturing of more than two decades in varied sectors including Auto & Auto component, Railway signalling & Telecom, Geo Info Systems & IT technology and Powertrain.

Mr. Ashish Gupta

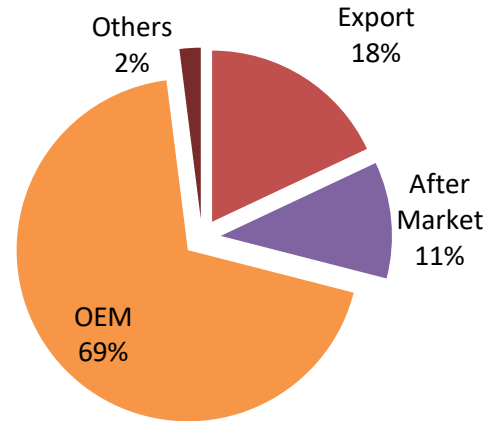
CEO – Magneti Marelli Talbros Chasis System Pvt. Ltd.

He holds a BE degree and has over 24 years of experience with manufacturing companies in India, Europe & CIS

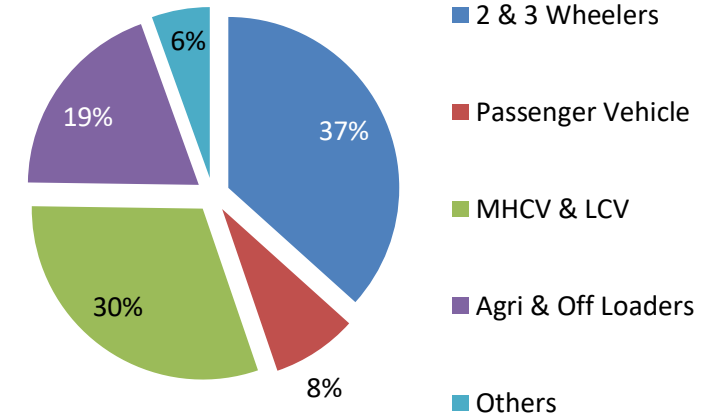
Standalone Business - Gaskets

- In – House tool design and manufacturing
- ~40% Market share in Gaskets **3x** the nearest competitor
- **Market Leader** in – Two Wheeler, Agri & Off Loaders, HCV & LCV segment
- **Tier I OE supplier** for **12** of our customers
- **Single Source Supplier** for **5** of our customers
- **100% Asbestos Free player**
- Export orders from established international brands
- Introduced dedicated **Heat Shield line:** critical for heat, sound and vibration insulation
- Revenue for **FY20 stood at Rs 260**

Q1 FY21 Revenue Rs 31 Crores*



Q1 FY21 OEM Breakup



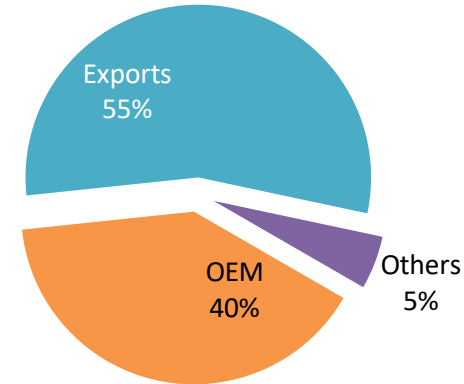
Products - Various Types and Shapes



* Excludes other income

- One stop solution for **Hot Forging**
(750 to 2,500 Ton Press)
- In-House tool design and manufacturing
- Strong presence in **Overseas Market &**
Supplier to **top Tier I** companies
- **One Stop Solution** for Die Design,
Machine parts and Heat treatment
(Normalizing and Carbohydriding)
- Revenue for **FY20 stood at Rs 131 Cr**

Q1 FY21 Revenue Rs 18 Crores*



Products - Various Types and Shapes

King Pins



Gear Blanks

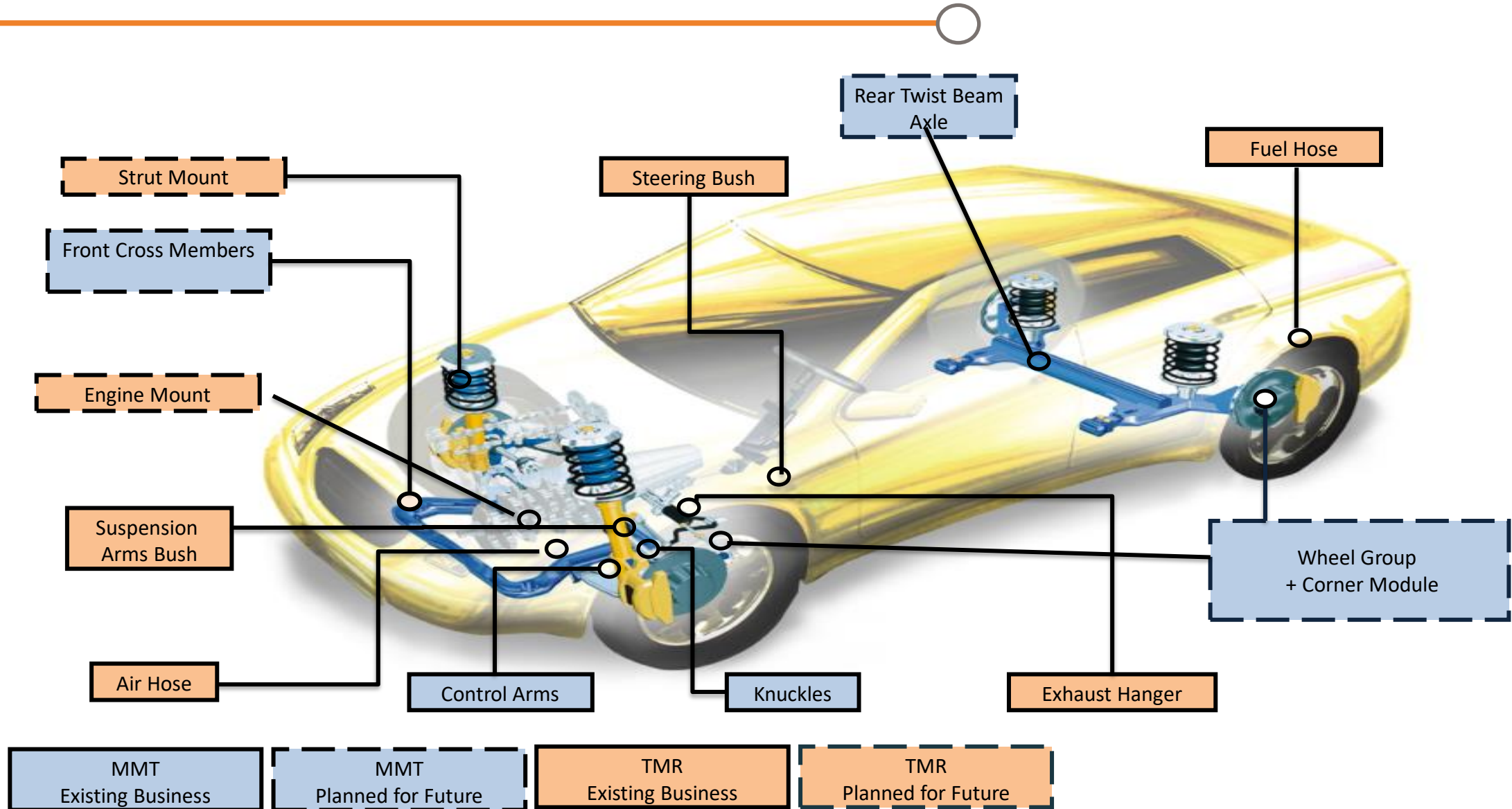


Housing and Yoke Shafts

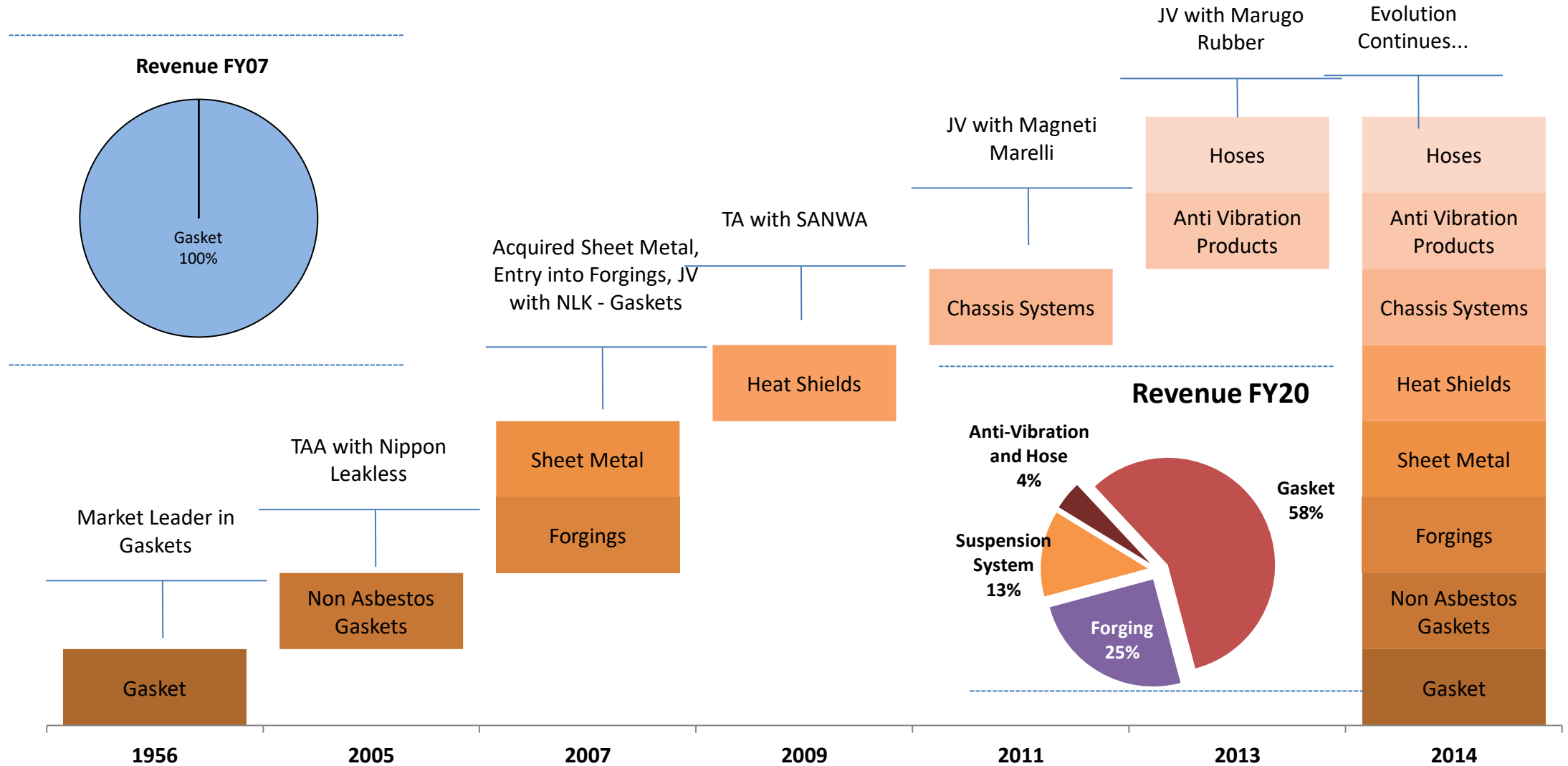


* Excludes other income

Scope of Joint Ventures



Evolving Product Portfolio



Strong Global Partnerships - Joint Ventures

Joint Ventures

About the JV

Products

Customers



- **Nippon Leakless Corporation** (Japan) - One of the largest global manufacturers of gaskets and a major Supplier for **Honda**
- Established in 2005 with 40% Talbros Share
- 100% Sales to OEMs to Honda and Hero

Gaskets

- Hero Motor Corp
- HMSI
- India Yamaha
- Honda Car India
- Honda Siel Power Products

Nippon Leakless Talbros Pvt Ltd (NLK)



- **Magneti Marelli S.p.a** (Milano) - A Fiat group company with annual revenue of over € 6 Bn
- 50:50 partnership commenced production in April 2012
- 100% Sales to OEMs
- Significant share of Control Arms business from Maruti Suzuki and Tata

- Control Arms
- Front Axle
- Rear Axle

- Maruti Suzuki India
- Jaguar Land Rover
- Suzuki Motors Ltd
- Magna Steyr Fahrzeugtechnik AG & Co
- Bajaj Auto

Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)



- **Marugo Rubber Industries Ltd** (Japan) - Global leader in supply of **Anti-Vibration Product and Hoses**
- **50:50** partnership commenced production in February 2013
- 100% Sales to OEMs predominantly Maruti Suzuki

- Engine Mounts
- Strut Mounts
- Mufflers & Hangers
- Suspension Bushes
- Rubber Bushes
- Hoses

- Maruti Suzuki
- QH Talbros
- Daimler India Commercial Vehicle Pvt Ltd, Tamilandu
- Suzuki Motors Gujarat Pvt Ltd
- MMTC Systems Pvt Ltd., Faridabad

Talbros Marugo Rubber Pvt Ltd (TMR)

Diversified Customer - OEM

Hedged Customer Base

2 Wheeler



Passenger



HCV/LCV



Agri & Off Loader

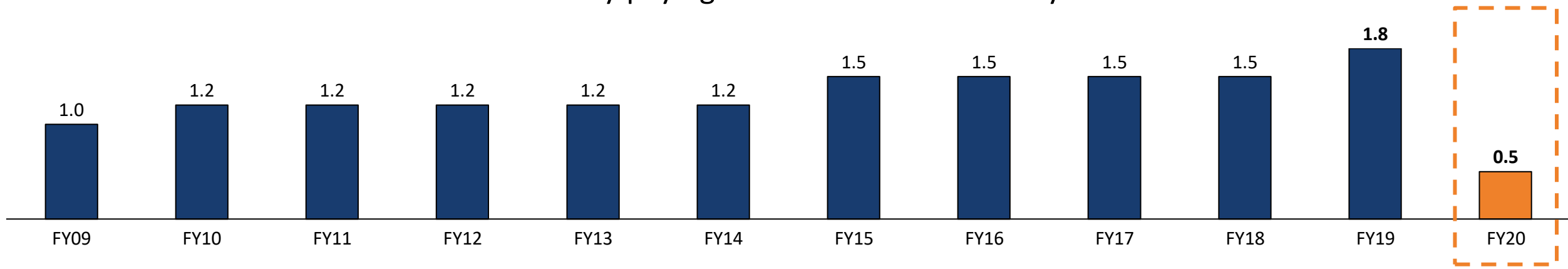


Agri & Off Loader

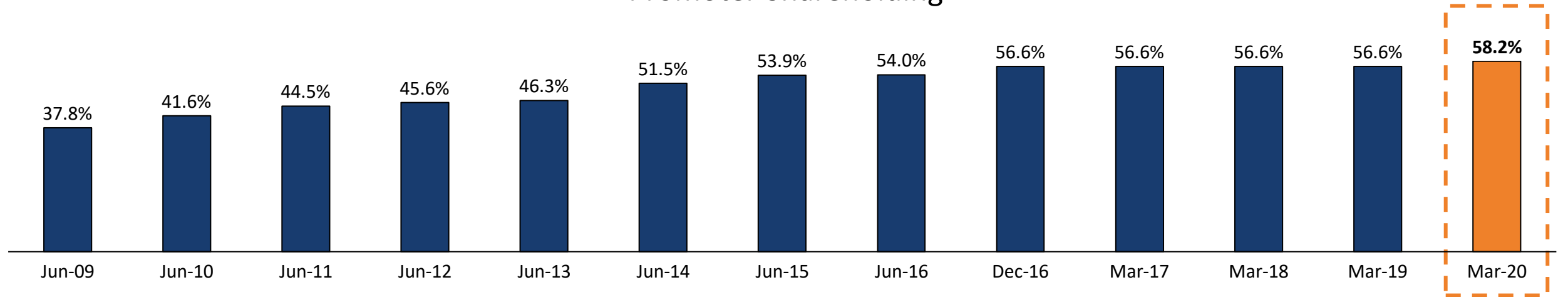


Consistently paying Dividend for the last 50 years

In Rs



Promoter Shareholding





Awards



Appreciation From Customers

General Motors Company
30001 Van Dyke Avenue
Warren, MI 48083
www.gm.com



Dear Supplier,


Congratulations for being awarded our GM Supplier Quality Excellence Award for the 2019 calendar year! As previously communicated in the award notification letter sent out in March, this year we are distributing certificates instead of award plaques due to the unprecedented events with COVID-19. In order to speed up the process (due to on-site office access limiting the ability to send hard copies), certificates will be distributed electronically to the awarded manufacturing location by your assigned GM SQE.

Congratulations again for your outstanding performance in 2019 and for being a valued partner. We thank you for your continued understanding and support during these unprecedented times.

Warm regards,

Richard Demuynck
Richard Demuynck,

Executive Director, Global Supplier Quality & Development




CERTIFICATE OF APPRECIATION

This Certificate is awarded to
TALBROS AUTOMOTIVE COMPONENTS LTD
(HARYANA)

We congratulate and appreciate your persistent efforts in maintaining higher levels of capability and performance and being in **QUAD A** for the period **Q3** of **FY20**. We look forward to your continued efforts to achieve benchmark levels of quality performance.

Mr C Rajendran
Mr C Rajendran
Head - Supplier Quality

Mr Vivek Agrawal
Mr Vivek Agrawal
Head - Procurement



GENERAL MOTORS

Supplier Quality Excellence Award 2019

Presented to:
TALBROS AUTOMOTIVE COMPONENTS LTD
650061286

For your outstanding 2019 performance to
General Motors.

Thank You

Rick Demuynck
Rick Demuynck
Executive Director Supplier Quality & Development
01/01/2020

Jewel Shi
Jewel Shi
Director GM International Operations
01/01/2020



GENERAL MOTORS

Customer Awards for Best Performances



ACMA 16th Quality Circle Competition 2019



HR Association India Gold Award 2019



PNGI HR Excellence Award 2018



Eicher Engine Supplier Meet 2018



Toyota Kirloskar Zero Defect Supplies 2018



11th CII National Competitiveness & Cluster Summit 2018 Kaizen Award – 2nd



Toyota Kirloskar Achieving targets in Quality 2018



GM Supplier Quality Excellence Award 2017



Kirloskar Supplier quality improvement-2017



Bajaj BAVA Pantnagar Cluster Convention 2017



Toyota Kirloskar Zero Defect Supplies 2017



VE Commercial Vehicle UTKRISHT



CII SS Excellence Award 2016



BCCQC Gold Award 2016



CUMMINS Award as Category Partner 2016

For further information, please contact:

Company :



Talbros Automotive Components Ltd.
CIN: L29199HR1956PLC033107

Mr. Navin Juneja – Director & Group CFO
Email: navinjuneja@qhtalbros.com

www.talbros.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Ms. Akashi Modi
shogun.jain@sgapl.net / akashi.modi@sgapl.net

Tel: +91 77383 77756 / +91 96198 96128
www.sgapl.net