

### 8th February, 2023

The Bombay Stock Exchange Ltd.
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort
Mumbai – 400 001

Scrip Code – 505160

The National Stock Exchange of India Ltd.
Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C/1,
G Block, Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051

Company Code - TALBROAUTO

Sub: Q3 & 9M FY23 Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Q3 & 9M FY23 Investor Presentation.

The Investor Presentation will also be available on the website of the Company at <a href="https://www.talbros.com">https://www.talbros.com</a>.

This is for your information and record.

Thanking you,

Yours Sincerely
For Talbros Automotive Components Limited

Seema Narang Company Secretary





# TALBROS AUTOMOTIVE COMPONENTS LIMITED



### **Safe Harbor**



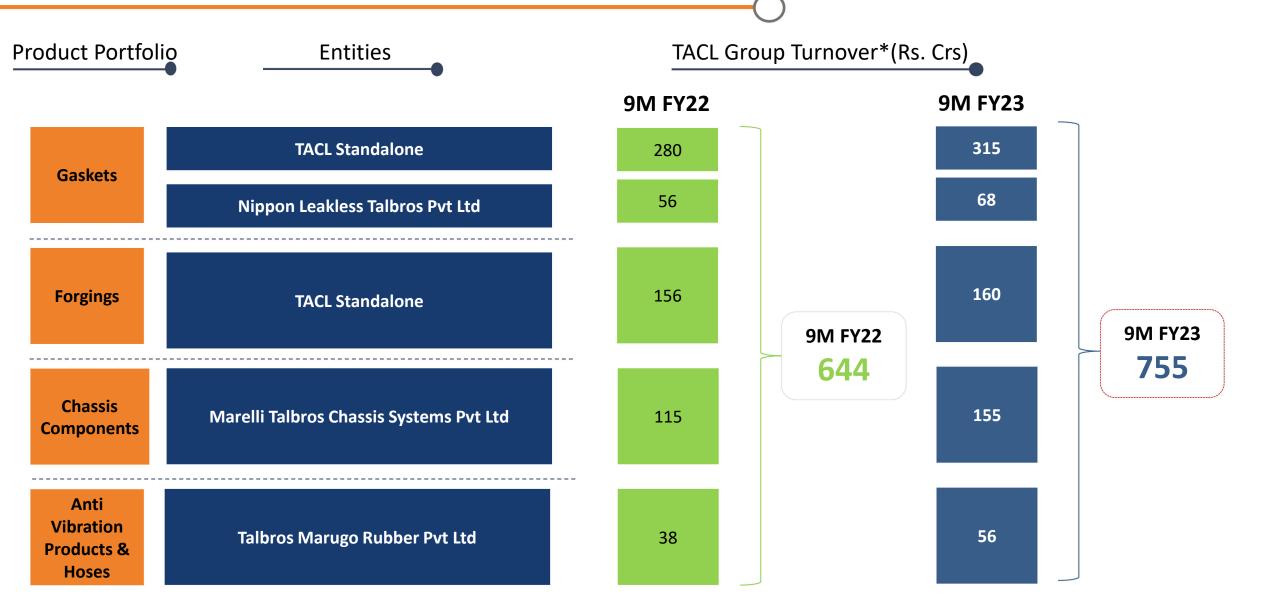
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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

# **Talbros Automotive Components Ltd (TACL) - Group**





\* Includes Other Income Including Total Share of JV

## New Multi year orders worth over "Rs. 1000 crores received



TACL has received new multi years orders over Rs. 1,000 crores from both, domestic and overseas customers across its business divisions, product segments and JVs. These orders are to be executed over a period of next 5 years covering the company's product lines – gaskets, heat shields, forgings and chassis. These orders will help us increase our share with existing customers and new customers across geographies thereby gaining market share in coming years.

#### ~Rs. 400 Crs.

The order spans across newly invested technologies such as heat shields for which we have secured new customers in the Domestic PV space.

The Company has received orders from a new overseas customer through which we have entered in the Agri, Construction & offroad segment.

18% account for Electric Vehicles segment for leading domestic OEM for PV Segment.

#### ~Rs. 420 Crs.

Orders received from a leading established domestic OEM for the Electric Vehicles (EV) for over Rs. 160 crores over 5 years.

Received orders from new customers for multiple auto parts for multiple applications.

Received orders from new OEM customers in the non-automotive segment for export markets.

#### ~Rs. 150 Crs.

Orders received through its JV:
Talbros Marugo Rubber for Rubber
Hoses which will be directly used
to facilitate the E20 fuel
mechanism from multiple
passenger vehicle OEMs in India.

The Government of India has laid down a target of achieving 20% ethanol blending in petrol by 2025 which will be known as E20. With the use of Biofuel, it will help reduce pollution levels and imports of crude oil in our country.

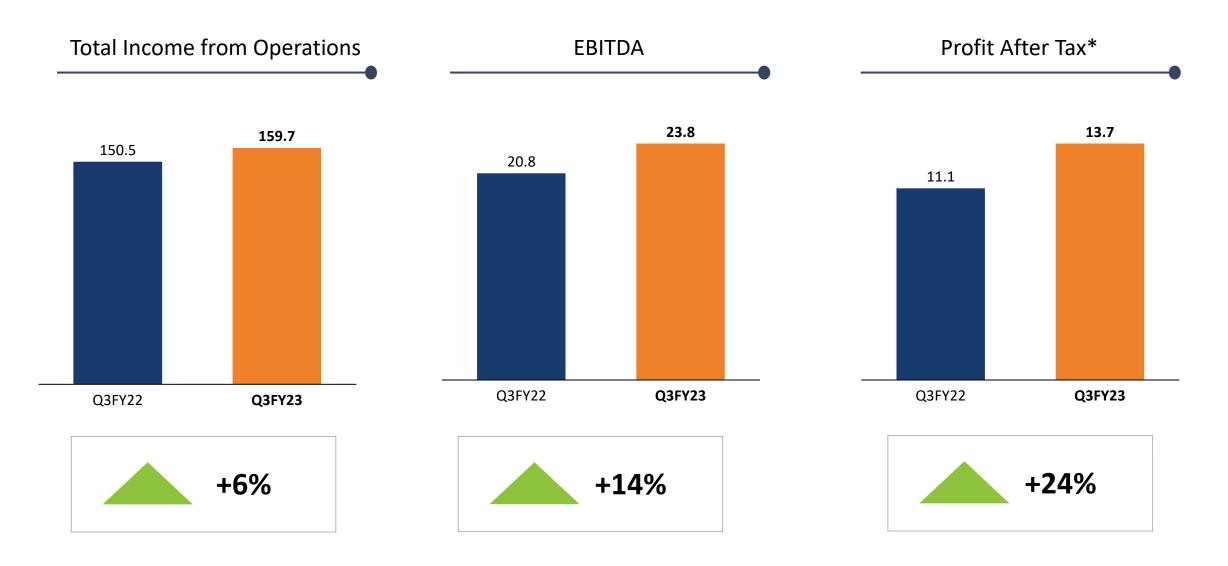
#### ~Rs. 60 Crs.

Orders received in the heat shield business from a leading passenger vehicle (PV) OEM in India.

This order will help us increase our domestic market share which will help us grow in the coming years.

# **Q3 FY23 Consolidated Performance Highlights**





# **9M FY23 Consolidated Performance Highlights**

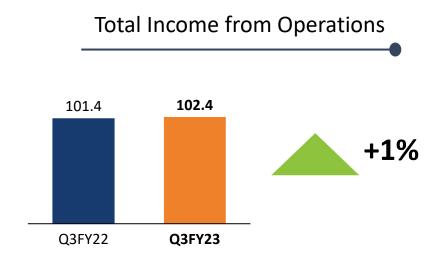


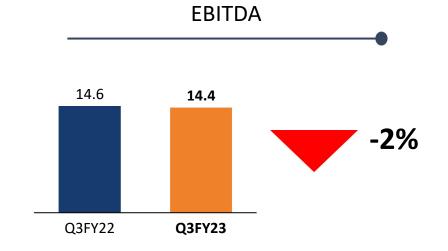


# **Q3 FY23 Standalone Business Performance Highlights**

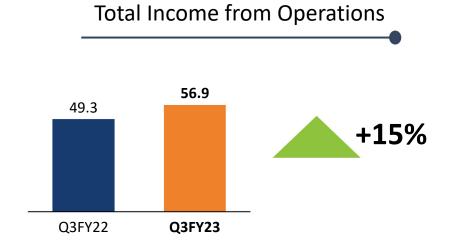


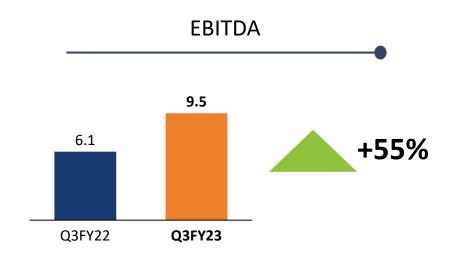








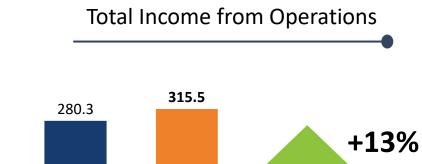




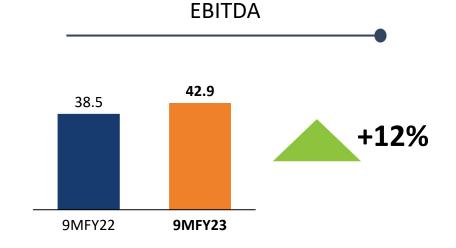
# **9M FY23 Standalone Business Performance Highlights**



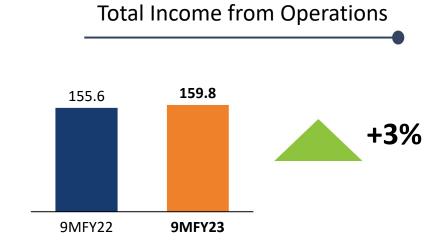
Saskets

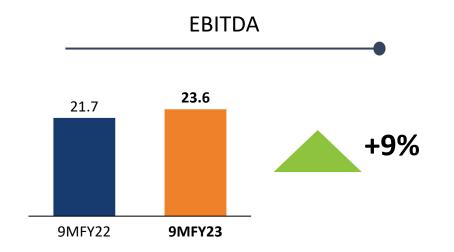


**9MFY23** 





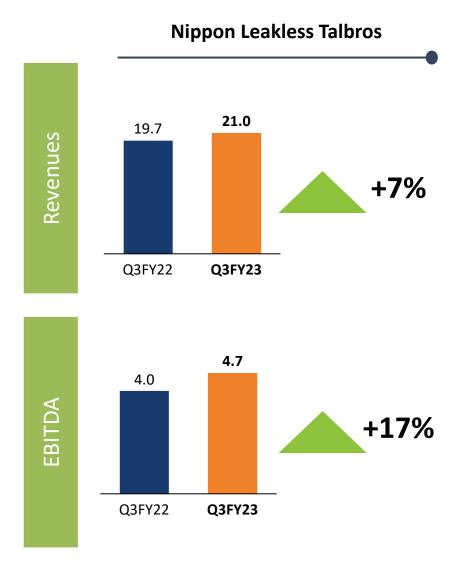


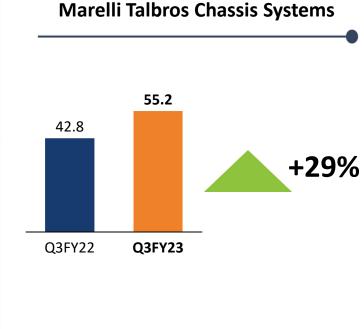


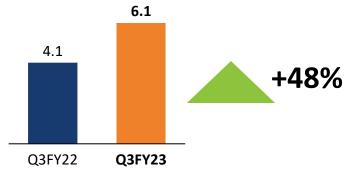
9MFY22

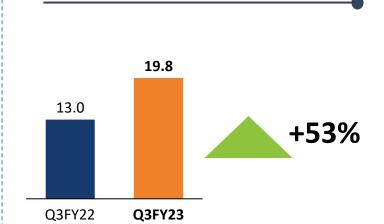
# **Q3 FY23 Consolidated Performance Highlights**











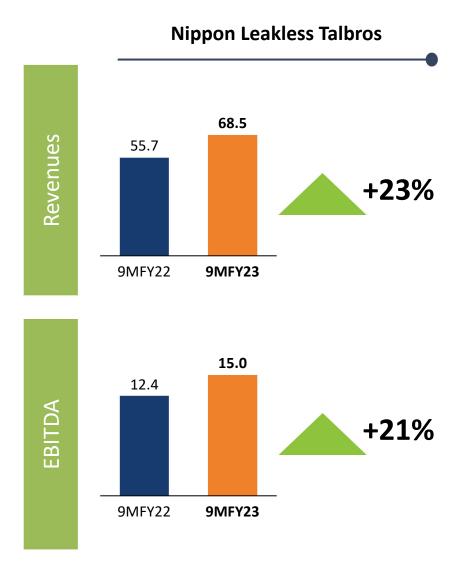
**Talbros Marugo Rubber** 

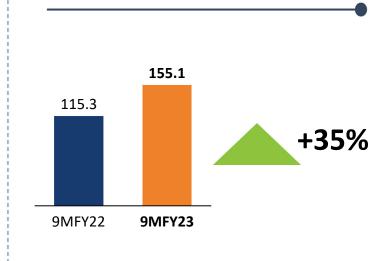


Rs. Crores

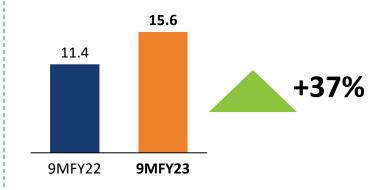
# **9M FY23 Consolidated Performance Highlights**

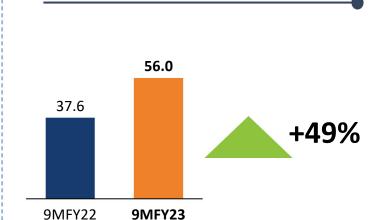




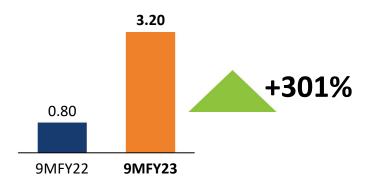


**Marelli Talbros Chassis Systems** 





**Talbros Marugo Rubber** 

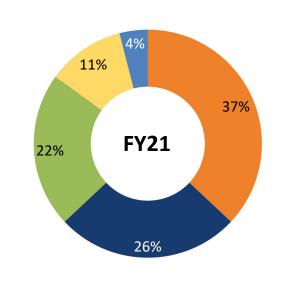


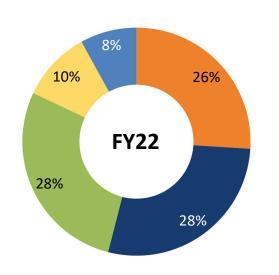
Rs. Crores

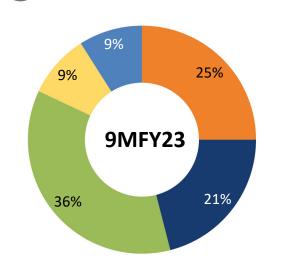
# **Across varied segments...**





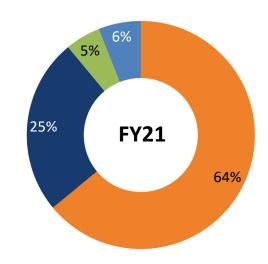


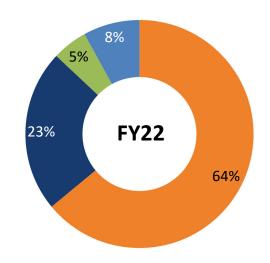


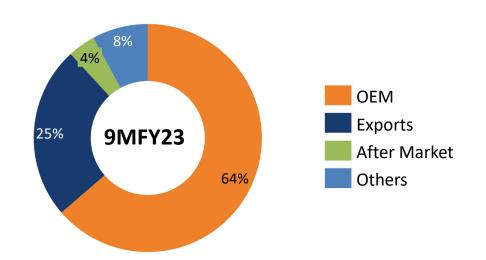












\*Proportionate Share of JV 11

# Q3 & 9M FY23 Consolidated Profit & Loss Statement



Particulars (Rs. In crores)	Q3 FY23	Q3 FY22	Y-o-Y	9MFY23	9MFY22	YoY
Revenue from Operations	158.5	148.4	7%	472.2	429.2	10%
Other Income	1.1	2.1		4.3	5.8	
Total revenue from Operation	159.7	150.5	6%	476.5	435.0	10%
Raw Material	86.4	80.2		254.2	228.9	
Employee Cost	17.2	16.9		53.2	49.2	
Other Expenses	32.2	32.6		102.5	96.6	
EBITDA	23.8	20.8	14%	66.7	60.3	11%
EBITDA Margin	14.9%	13.8%		14.0%	13.9%	
Depreciation	6.3	5.5		17.9	17.2	
EBIT	17.5	15.3	14%	48.8	43.1	13%
EBIT Margin	11.0%	10.2%		10.2%	9.9%	
Finance cost	3.3	2.8		8.2	9.0	
Share of Profit from JVs	3.0	1.7		8.3	5.3	
Profit before Tax	17.3	14.2	22%	48.9	39.4	24%
Tax	3.5	3.1		10.2	7.2	
Profit After Tax	13.7	11.1	24%	38.7	32.2	20%
PAT Margin %	8.6%	7.4%		8.1%	7.4%	

### **MDs Comments**



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

"The Company has reported strong financial performance in Q3 & 9M FY23. The company registered topline growth of 6% in Q3FY23 at Rs. 160 Crore. EBITDA and PAT have also grown by 14% and 24% to Rs. 24 crores and Rs. 14 crores, respectively. For 9MFY23 the company delivered topline growth of 10% to Rs. 477 Crores. EBITDA stood at 67 crore, a growth of 11% YoY and PAT stood at 39 Crore a growth of 20% YoY.

In FY23 The company has added new multi years orders over Rs. 1,000 crores from both, domestic and overseas customers across its business divisions, product segments and JVs. These orders are to be executed over a period of next 5 years. These orders will help us increase our share with existing customers and new customers across geographies thereby gaining market share in coming year.

The order spans across newly invested technologies such as heat shields for which we have secured new customers in the domestic PV space and exports. We have also received orders from a leading and established domestic OEM for the Electric Vehicles (EV) for over Rs. 160 crores over 5 years and we have received orders from new OEM customers in the non-automotive segment for export markets.

Talbros through its Joint venture Talbros Marugo Rubber has received orders worth Rs. 150 Crores for Rubber Hoses will be directly used to facilitate the E20 fuel mechanism from multiple passenger vehicle (PV) OEMs in India. The rubber hoses manufactured by Talbros are E20 compliant. This embarks Talbros' journey towards sustainability.

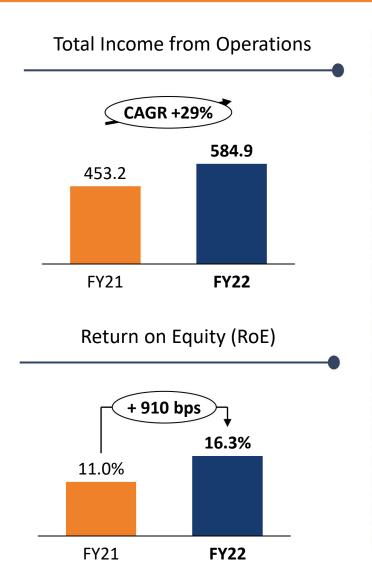
The automotive sector is expected to level off to pre pandemic levels by FY24 and the demand sentiments for a majority of the automotive segments have remained healthy. CV segment continues its positive traction and its expected to come closer to a peak of over million units. The budget has been positive for the automotive sector and Talbros is well positioned to leverage all the opportunities."

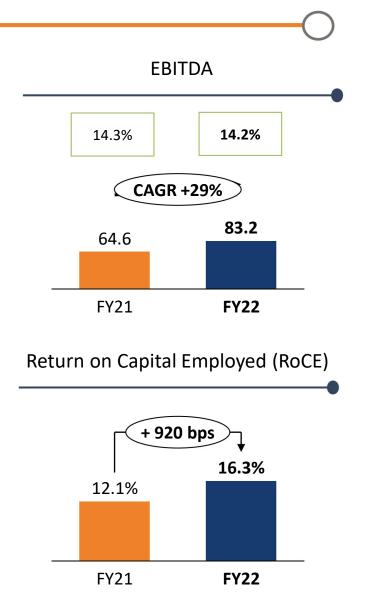
^ Includes other income

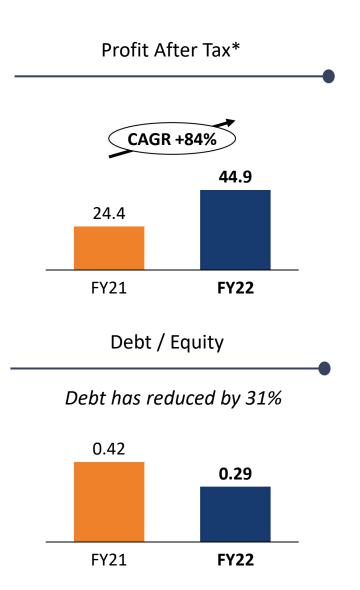
<sup>\*</sup> Excludes Exceptional Items

# **Substantial Improvement in Business**









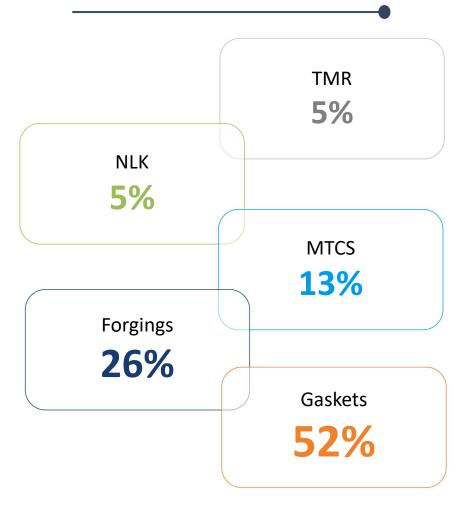
RoE = PAT / Avg. Equity; RoCE = EBIT / Avg. Capital Employed (Equity + Total Debt)

All the ratios have been calculated on Consolidated Basis \* Excludes Exceptional Items

# **Hedged Portfolio...**



### **9MFY23 - 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

Proportionate Share of JV 15

# **Having Diversified Customer base - Top 10 Customers**



### **FY22**

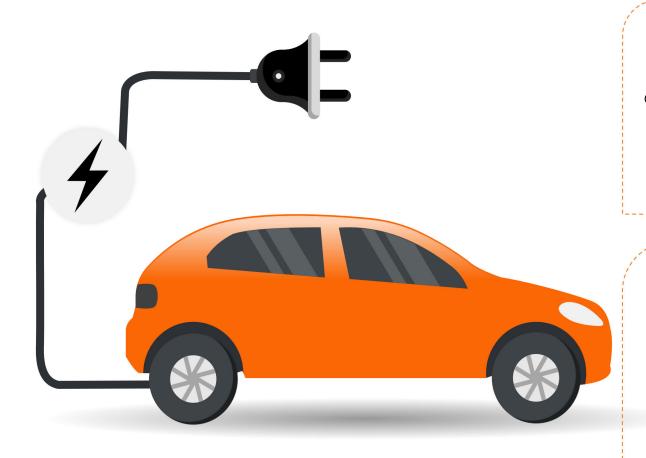
### Maruti Suzuki India Limited 10% Bajaj Auto 9% **TATA Cummins** 03 8% **Hero Motocorp Limited** 04 **7**% **Tata Motors Limited 7**% 05 **BMW 5**% **Jaguar Land Rover Limited 5**% **5**% **DANA Italia GKN Driveline Brunico S. P. A.** 09 4% 10 Suzuki Motors Gujarat Pvt. Ltd. 3%

#### **9MFY23**

01	Maruti Suzuki India Limited	11%
02	TATA Motors Limited	9%
03	Jaguar Land Rover Limited	7%
04	Bajaj Auto	7%
05	Hero Motocorp	6%
06	TATA CUMMINS	6%
07	BMW	4%
08	DANA ITALIA SRL	4%
09	Hero Motorcycle & Scooter India Private Limited	3%
10	Others	43%

# **Venturing into EV**





### **FORGINGS**

 Supplying parts for Plug-in hybrid Electric Vehicles to OEMs globally



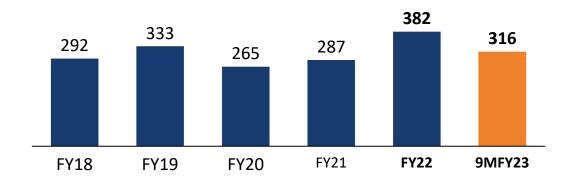
- Marelli Talbros is working on new RFQ's for several Indian and global OEM's for supporting development of future EV's
- Marelli Talbros Supplies Critical
   Suspension Components to EV's

Image is for illustrative purpose only

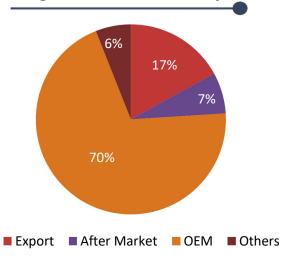
### **Gasket Business**



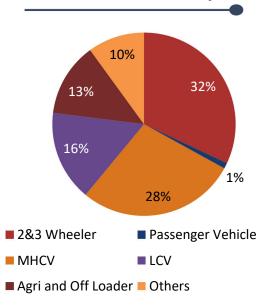
### **Standalone – Total Income**



### Segment wise Break Up\*



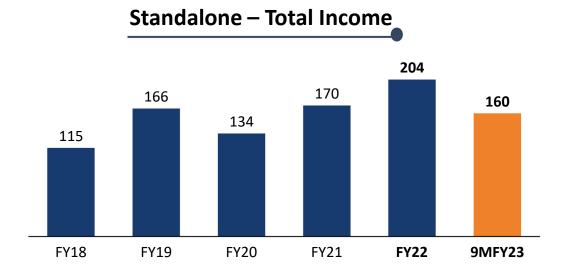
### 9MFY23 OEM Breakup\*



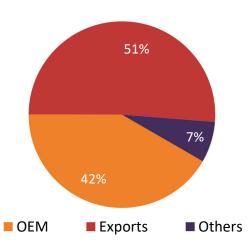
- In House tool design and manufacturing
- ~40% Market share in Gaskets 3x the nearest competitor
- Market Leader in Two Wheeler, Agri & Off Loaders, HCV & LCV segment
- Single Source Supplier for 5 of our customers
- 100% Asbestos Free player
- Export orders from established international brands
- Introduced dedicated Heat Shield line: critical for heat, sound and vibration insulation
- Signed up exclusive contract with SANWA for Light Weight Aluminium Heat Shields which is used for automotive applications specially in PV segment and is a futuristic product technology
- Value added features like Noise Reduction, Emission Control, Heat Insulation at challenging temperatures and is a widely used on new generation engines including Hybrid and EVs
- This product will be of a strong support to OEMs in building BS-VI products

# **Standalone Business – Forgings**

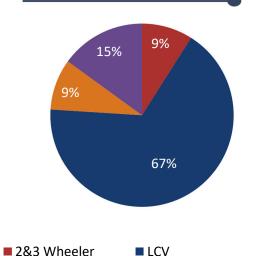








### 9MFY23 OEM Breakup\*



■ Agri and Off Loader ■ Others

- 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 Carbohydrizing)
- Revenue for 9MFY22 stood at Rs 161 Cr
- Received order worth Rs. 25 cr to be delivered in FY22 for **Plugin Hybrid EV**
- Installation of 2,500 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
- Currently, this segment is gaining momentum in both Domestic and overseas market

### **Products - Various Types**

- King Pins
- Gear Blanks
- Housing & Yoke Shafts
- Dump End
- **Retaining Plate**
- Companion Flange

# **Strong Global Partnerships - Joint Ventures**









# (5) Marugo Rubber Industries, Ltd.

#### Nippon Leakless Talbros Pvt Ltd (NLK)

- 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

#### Marelli Talbros Chassis Systems Pvt Ltd (MTC)

- 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

#### **Talbros Marugo Rubber Pvt Ltd (TMR)**

- 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

#### **PRODUCTS**

Gaskets

- Control Arms
- Front Axle
- Rear Axle

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

#### **KEY CUSTOMERS**

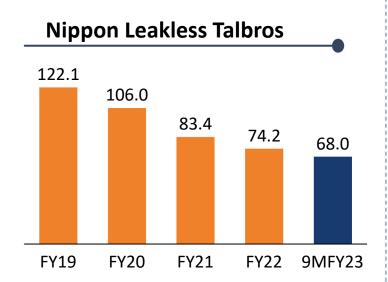
- Hero Motor Corp
- HMSI
- India Yamaha
- Honda Car India
- Honda Siel Power Products

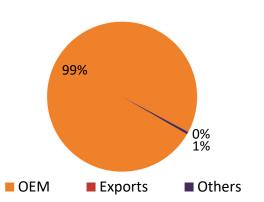
- Maruti Suzuki India
- Jaguar Land Rover
- Suzuki Motors Ltd
- Magna Steyr Fahrzeugtechn
- Bajaj Auto

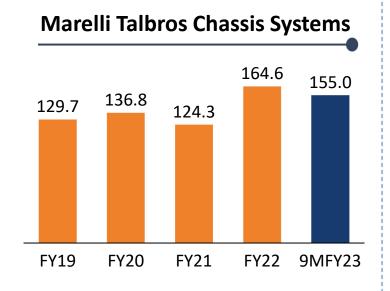
- Maruti Suzuki
- QH Talbros
- Daimler India Commercial Vehicle Pvt Ltd, Tamilandu
- Suzuki Motors Gujarat Pvt Ltd

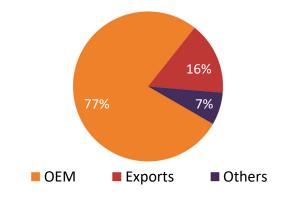
# JV's Performance Highlights - Total Income from Operations

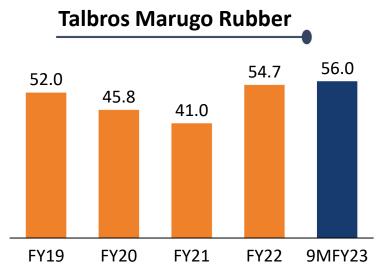


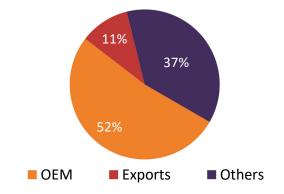












Rs. Crores Including Total Share of JV 21



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* 

# **Leadership Team driving Growth & Profitability**





# Anuj Talwar – Joint Managing Director

Is a Bachelor in Business Administration from college of William & Mary, Virgina, 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 16 years of rich experience in the Corporate Finance, Credit analysis and Auto Industry, coupled with his extensive knowledge, expertise in Business Development, International Marketing, General Management and focus on new tech.

Mr. Anuj Talwar is looking after the performance and business growth of the Company and its Joint Ventures on regular basis.

He has been successfully able to streamline – products, people perception and positioning of the Company.

### Navin Juneja – Director & Group CFO

Is a B.Sc. (Mathematics) and Chartered Accountant (FCA). He is working as Finance Head of Talbros Group as its Group CFO. He is also a Director on Board of the Company. He advises the Company, its Joint Ventures and other Group Companies on Financial Management and Corporate Planning.

He has more than 36 years of rich experience in Finance, Accounts, Treasury, Taxation and General Management.

He has extensive experience in the development and implementation of strategic business plans.



### **Board of Directors**





Mr. Naresh Talwar Chairman

- Mr. Naresh Talwar, aged 80 years, is a Promoter and Non- Executive Chairman of the Company. He has been associated with the Company since 1976. He was elected as Chairman of the Company on April 01, 2000.
- He is a graduate from St. Stephen College, Delhi University, having rich experience in the automotive components industry for more than 53 years.



Mr. Umesh Talwar
Vice Chairman
& MD

- Mr. Umesh Talwar, has done B.Com (Hons) from Delhi University and MBA from XLRI, Jamshedpur. He has more than 44 years of rich experience in the automotive components industry. Associated with compnay since 1977
- Mr. Umesh Talwar is one of the Promoters of the Company and has been managing the affairs of the company as its Vice Chairman & Managing Director (VCMD) since 2000



Mr. Varun Talwar

Joint Managing

Director

- Mr. Varun Talwar, aged 51 years, has done BS in Business Administration from Drexel University, Philadelphia USA. He has been associated with the Company since 2006.
- Worked overseas with Stoffel Seals Corporation i.e. a New York (NYC) based Company besides American Express Bank (NYC). Has more than 24 years of experience in the IT, Auto Components & Health Care Industry



Mr. Anuj Talwar

Joint Managing

Director

- Mr. Anuj Talwar, aged 40 years, is a Bachelor in Business Administration from college of William & Mary, Virgina, USA and Master of Business Administration from Boston University Graduate School of Management
- Associated with the Company since 2008. He had over 16 years of rich experience in the Corporate Finance, Credit analysis and Auto Industry



Mr. Navin Juneja

Director

- Mr. Navin Juneja, aged 63 years, is a B.Sc. (Mathematics) and Chartered Accountant (FCA). He is working as Finance Head of Talbros Group as its Group CFO
- Advises various companies on financial management and corporate planning. He had more than 36 years of rich experience in Finance, Accounting and Strategic Planning



Mr. Vidur Talwar
Non-Executive
Director

- Mr. Vidur Talwar, aged 49 years has done B.S. in Business Administration and MBA in Finance from Drexel University, Philadelphia, PA
- Responsible for day-to-day operations of T&T Motors, dealers for Mercedes Benz. He has more than 25 years of rich and varied experience in automotive components industry



Mr. Deepak Jain Independent Director

Mr. Deepak Jain has been appointed as an Additional Director w.e.f. 29<sup>th</sup> December, 2021. Mr. Deepak Jain is the Chairman & Managing Director of Lumax Industries Limited. An alumnus of Illinois Institute of Technology, USA in Operations Management and International Business, Mr Deepak Jain has experience of more than 20 years in the automotive industry.



Mr Anil Kumar Mehra Independent Director

- Mr. Anil Kumar Mehra, aged 76 years, is a Bachelor in Commerce (Hons.) from Sri Ram College of Commerce, Delhi University. He is a fellow member of the Institute of Chartered Accountants of England and Wales and ICAI.
- He is an Independent Director on the Board of the Company. He had over 39 years of rich experience in Statutory Audit, Internal Audit, Management Audit & Special Investigative Audit



Mr. Amit Burman
Independent
Director

- Mr. Amit Burman, aged 51 years, has done MBA from University of Cambridge, UK and MSC in Industrial Engineering from Columbia University. He is an Independent Director on the Board of the Company
- Has 24 years of rich experience. He has worked with Colgate Palmolive, Tishcon Corporation, NYC, USA. He is currently serving as Chairman of Dabur India Limited



Mr. Tarun Singhal
Independent
Director

 Mr. Tarun Singhal, aged 63 years, is a B. Tech (E.E) from the Indian Institute of Technology, Kanpur and is a retired top level executive with more than 41 years' of experience including 22 years in the automotive industry in India and abroad. He is an Independent Director on the Board of the Company. Currently, he is a consultant providing consultancy to clients in the Auto Industry



Mrs. Priyanka Gulati Independent Director

 Ms. Priyanka Gulati, aged 43 years, is a member of the Institute of Chartered Accountants of India. She is an Independent Director on the Board of the Company. Has more than 20 years of rich experience in management consulting & entrepreneurship. She has been associated with tier-1 consulting firms Accenture Management Consulting and Deloitte. She is also the founder and Director of Manthan Advisors



Mr. Ajay Kumar Vij
Independent
Director

- Mr. Ajay Kumar Vij, aged 60 years, has done MBA from Punjab University, Chandigarh, India. He is an Independent Director on the Board of the Company
- Co-Founder and CEO of Asian Healthcare Fund (AHF). He has wide experience in identifying promising business opportunities, developing growth strategy, structuring global expansion and alliances

# **Executive Management**



#### 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. Akira Iijima

#### Managing Director - Nippon Leakless Talbros Pvt. Ltd.

He holds diploma in engineering and has experience of 15 years working in the Gasket Industry. He has been associated with Nippon Leakless for over a decade. He is appointed as MD of Nippon Leakless Talbros Pvt Ltd WEF 1st March, 2021

### Mrs. Seema Narang

#### **Company Secretary**

She has over 29 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

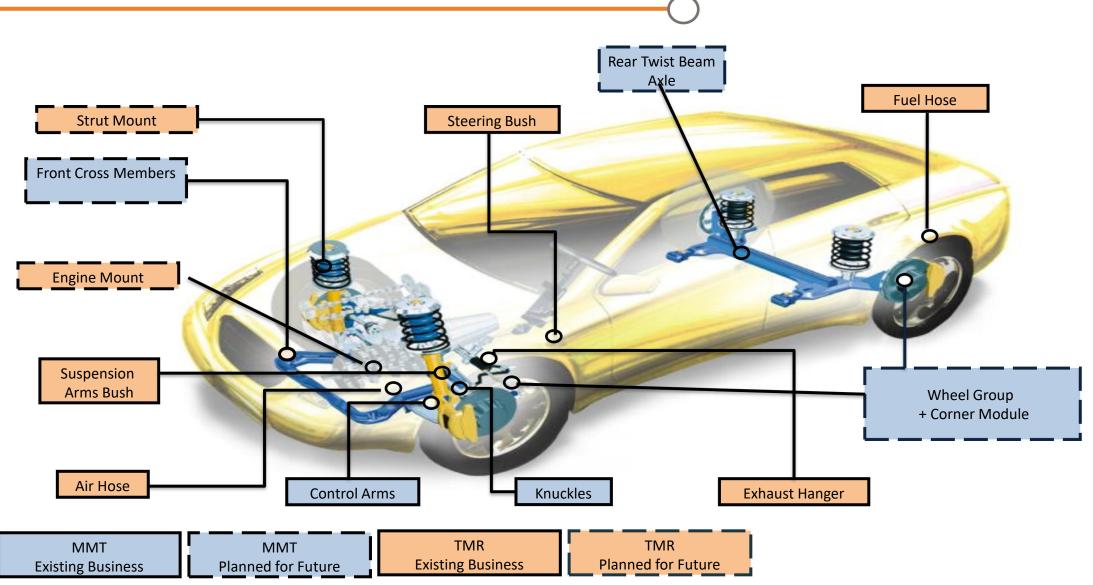
### Mr. Toshiya Morimoto

#### 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

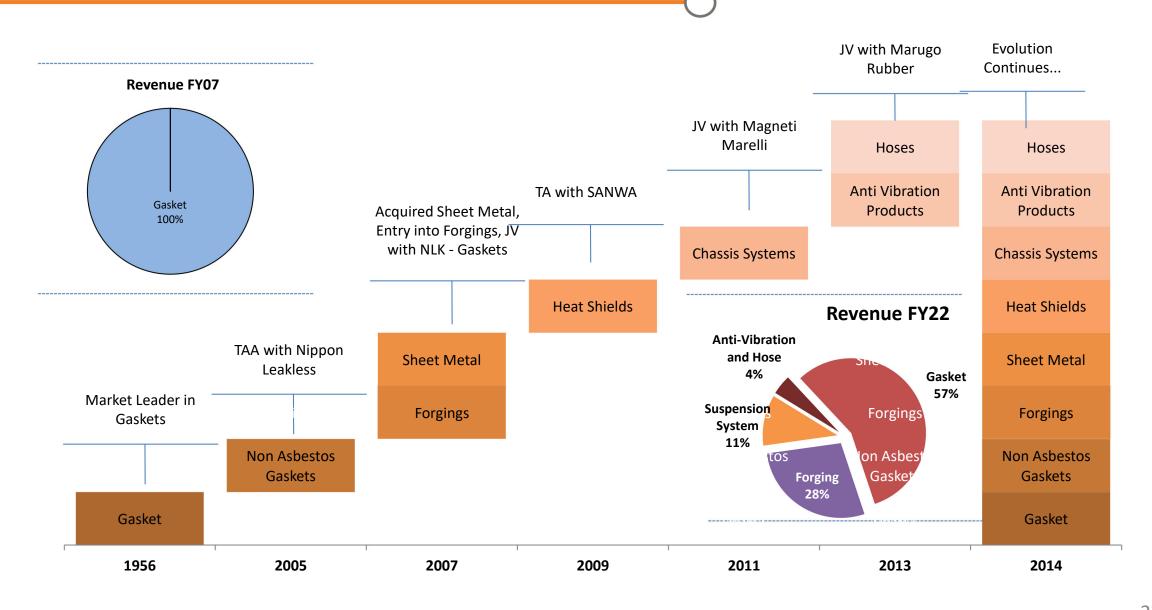
# **Scope of Joint Ventures**





# **Evolving Product Portfolio**





### **Diversified Customer - OEM**



















Passenger













**ASHOK LEYLAND** 





**Customer Base** 

Hedged































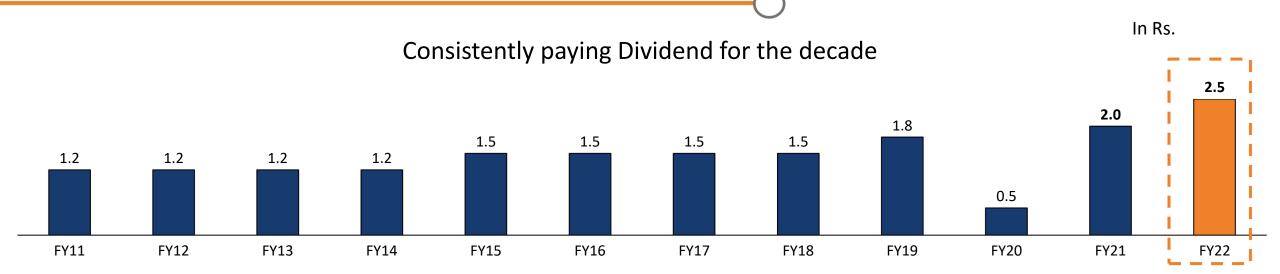


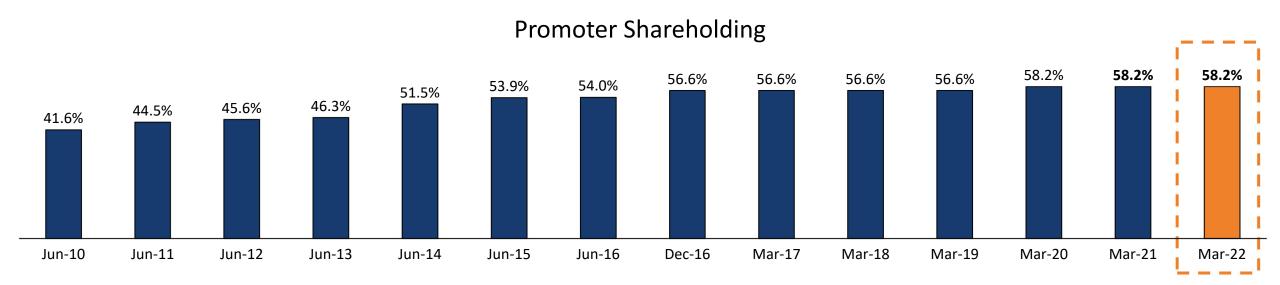




# **Equity**







# **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





### **Customer Awards for Best Performances**





ACMA Atmanirbhar Excellence Awards 2022



Award from Jaguar Land Rover for Gasket Business 2022



Award from Jaguar Land Rover for Forgings Business 2022



Quality improvement contest award -Kirloskar Oil Engines Ltd 2021



JLKR-Q certificate-2021



Quality improvement contest award – Kirloskar Oil Engines Ltd. 2020



Appreciation certificate for NPD support
-Cummins 2020



Appreciation award for NPD support –Cummins 2020



ACMA 16<sup>th</sup> Quality Circle Competition 2019



HR Association India Gold Award 2019



Toyota Kirloskar Zero Defect Supplies 2018



11<sup>th</sup> CII National Competitiveness & Cluster Summit 2018
Kaizen Award — 2<sup>nd</sup>



Toyota Kirloskar Achieving targets in Quality 2018



PNGI HR Excellence Award 2018



Eicher Engine Supplier Meet 2018



# For further information, please contact:

### Company: Investor Relations Advisors:



Talbros Automotive Components Ltd. CIN: L29199HR1956PLC033107

Ms. Seema Narang seema narang@talbros.com

www.talbros.com

# SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285

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