



Tube Investments of India Limited
(Formerly known as TI Financial Holdings Limited)
Dare House, 234, N.S.C. Bose Road, Chennai 600 001, India
Tel: 91.44.4217 7770-5 Fax: 91.44.4211 0404
Website: www.tiindia.com CIN: L35100TN2008PLC069496

3rd December, 2019

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No.C/1, G Block
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051

BSE Ltd.
1st Floor
New Trading Ring, Rotunda Building
P J Towers, Dalal Street
Fort
Mumbai 400 001

Dear Sirs,

**Sub: Meetings with Institutional Investors/Analysts on 4th to 6th Dec., 2019 –
ISIN INE974X01010 – Investors Presentation**

In continuation to our letter dated 2nd December, 2019, we send herewith the Investors presentation on H1 2019-20 financial performance of the Company prepared for use at the meetings with Institutional Investors/Analysts.

A copy of the same is also uploaded in the Company's website www.tiindia.com.

Please take the above information on record and acknowledge receipt.

Thanking you,

Yours faithfully,
For TUBE INVESTMENTS OF INDIA LIMITED

S SURESH
COMPANY SECRETARY



Unleashing Potential

Investor Presentation – Q2 FY 20

DISCLAIMER

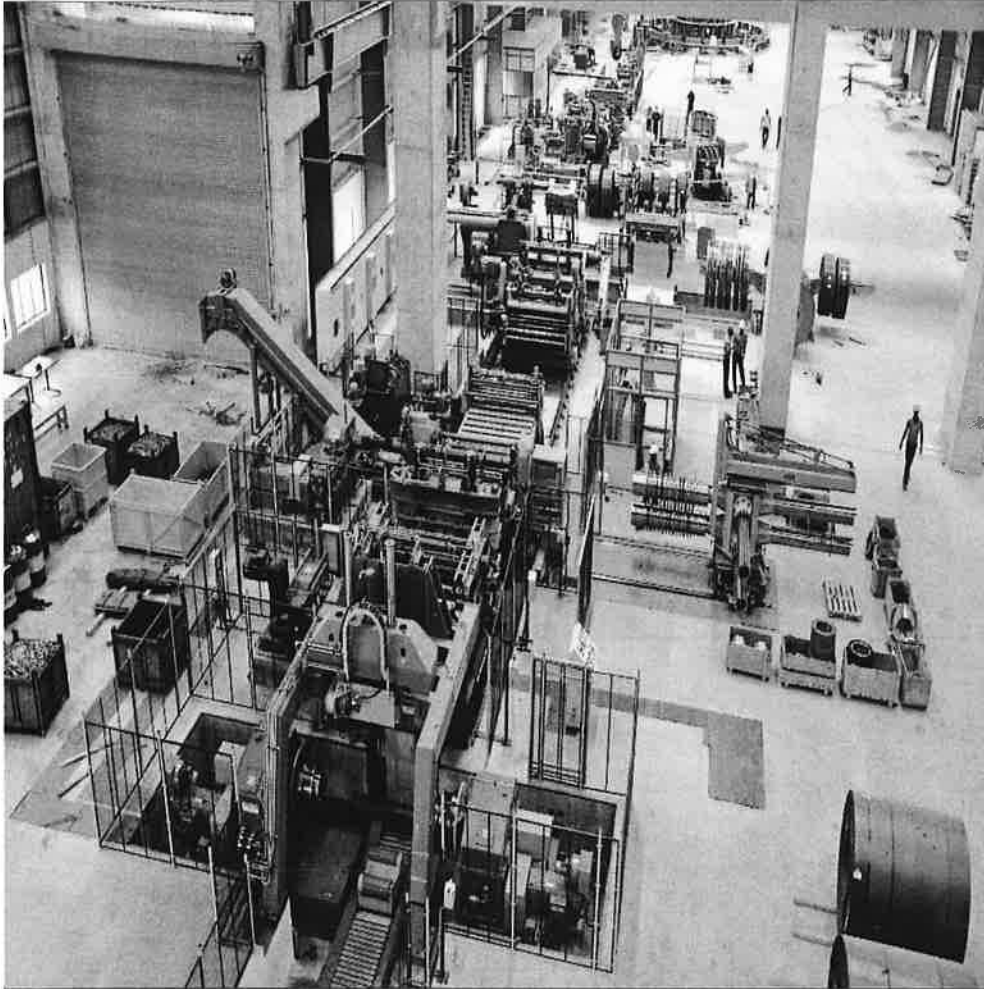
Certain statements included in this presentation may be forward looking statements made based on management's current expectations and beliefs concerning future developments and their potential effects upon Tube Investments of India Limited and its subsidiaries. There can be no assurance that future developments affecting Tube Investments of India Limited and its subsidiaries will be those anticipated by management. These forward-looking statements are not a guarantee of future performance and involve risks, uncertainties and there are important factors that could cause actual results to differ, possibly materially, from expectations reflected in such forward-looking statements. Tube Investments of India Limited does not intend and is under no obligation, to update any particular forward-looking statement included in this presentation.

The facts and figures mentioned in this presentation is for informational purposes only and does not constitute or form part of, and should not be construed as, an offer or invitation to sell securities of the Company, or the solicitation of any bid from you or any investor or an offer to subscribe for or purchase securities of the Company, and nothing contained herein shall form the basis of or be relied on in connection with any contract or commitment whatsoever. Nothing in the foregoing shall constitute and/or deem to constitute an offer or an invitation to an offer, to be made to the Indian public or any section thereof or any other jurisdiction through this presentation, and this presentation and its contents should not be construed to be a prospectus in India or elsewhere. This document has not been and will not be reviewed or approved by any statutory or regulatory authority in India or any other jurisdiction or by any stock exchanges in India or elsewhere. This document and the contents here of are restricted for only the intended recipient(s). This document and the contents hereof should not be (i) forwarded or delivered or transmitted in any manner whatsoever, to any other person other than the intended recipient(s); or (ii) reproduced in any manner whatsoever. Any forwarding ,distribution or reproduction of this document in whole or in part is unauthorised.

The information in this document is being provided by the Company and is subject to change without notice. The information in this presentation has not been independently verified. No representation or warranty, express or implied, is made to the accuracy, completeness or fairness of the presentation and the information contained herein and no reliance should be placed on such information. The Company or any other parties whose names appear herein shall not be liable for any statements made here in or any event or circumstance arising there from.



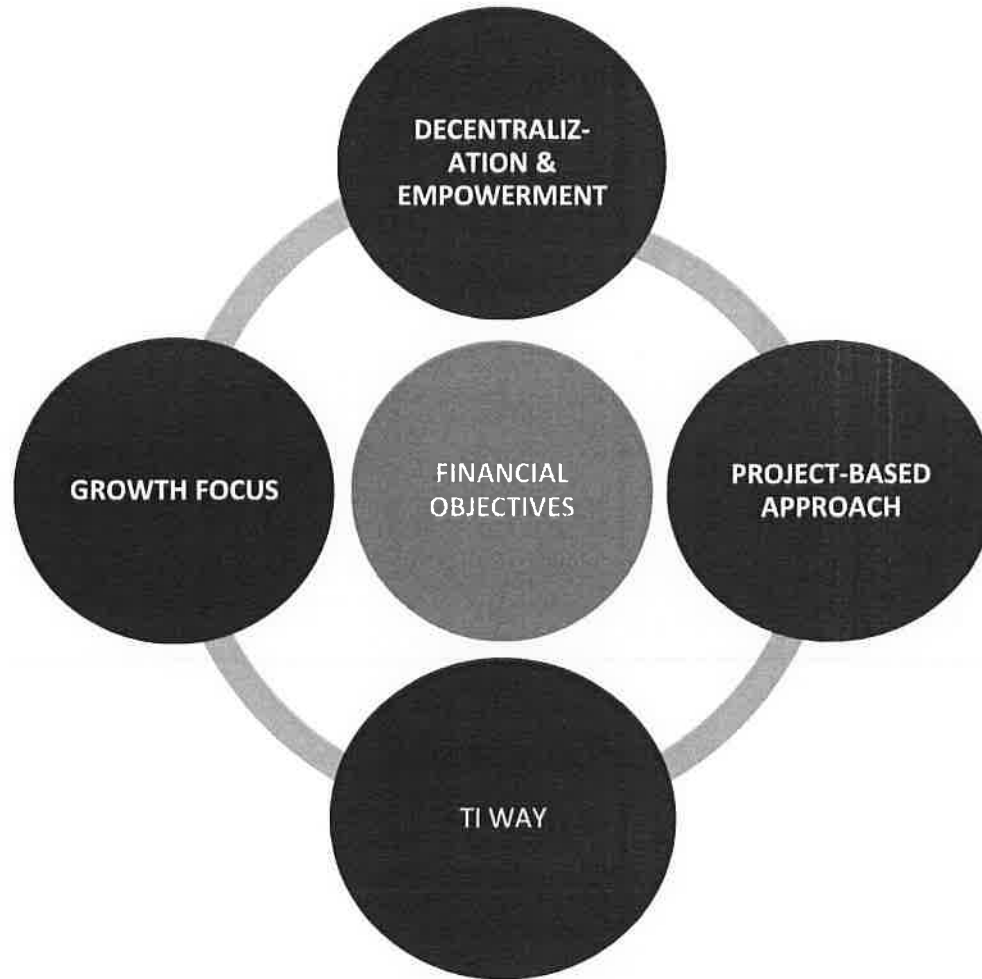
Agenda



- Unleashing the Potential
 - 4 Financial Priorities
 - Decentralization
 - Driving improvement through project teams
 - TI WAY
 - Growth Focus
- Strengthening the Balance Sheet
- Business Performance by SBU
- Back-up details on products



Unleashing the Potential





Four Financial Objectives

Bringing uniformity in how we measure progress



Sales growth **17%**

PBT/Sales **10%**

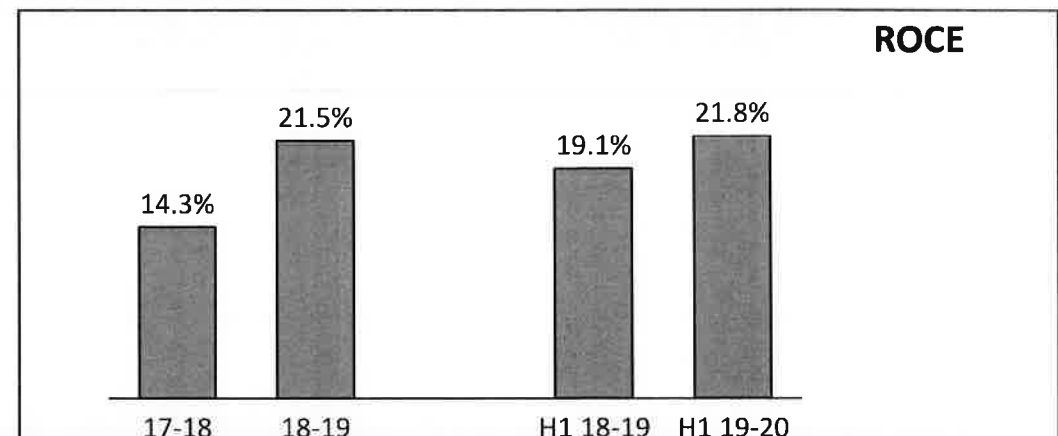
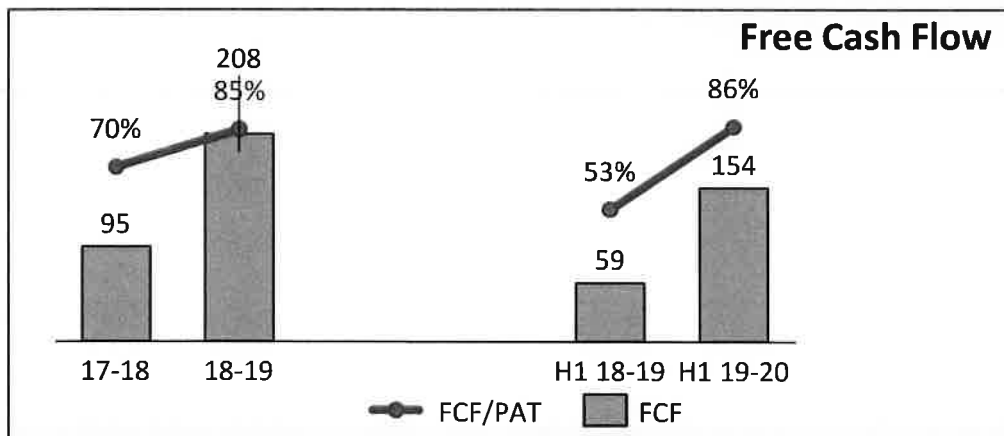
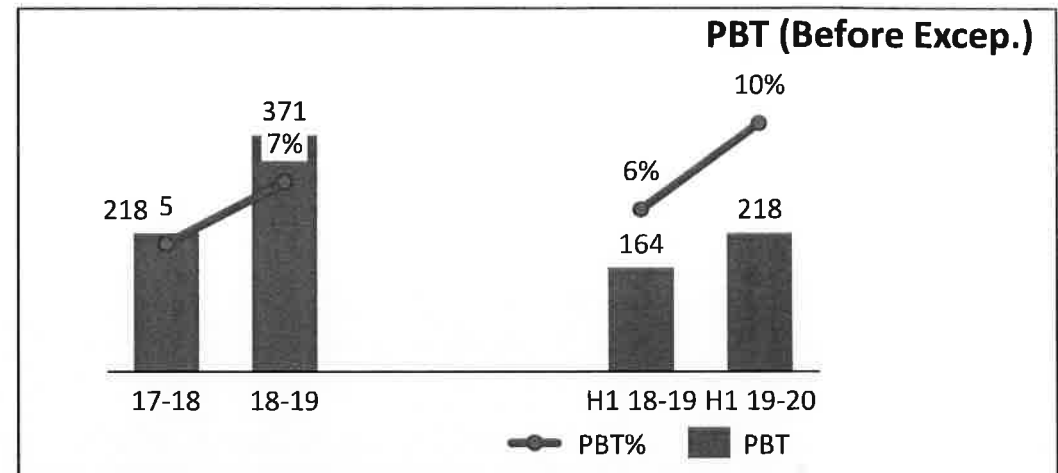
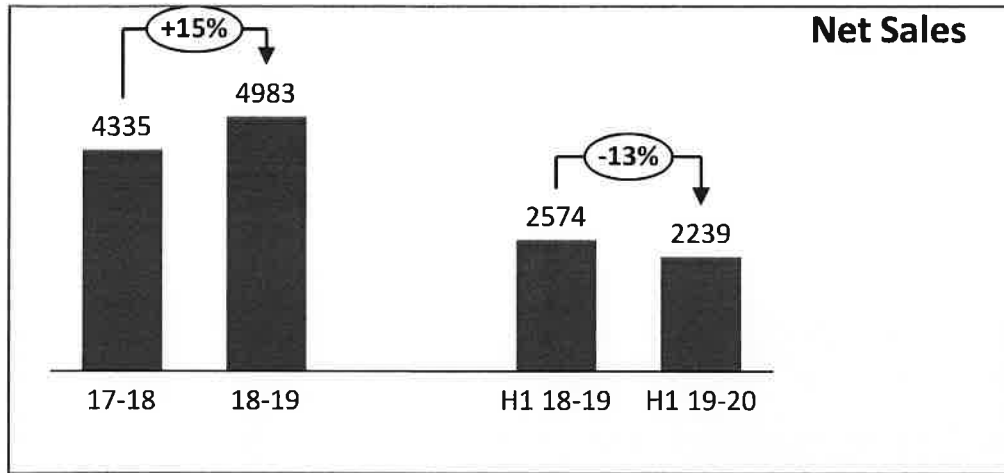
ROCE **30%**

FCF/PAT **85%**



Four Financial Objectives

The journey so far..





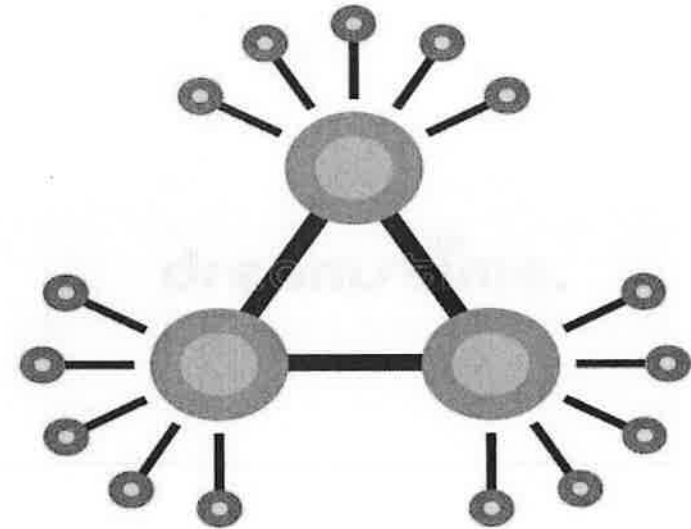
Decentralization

Empowerment at Unit levels



18 BUs created

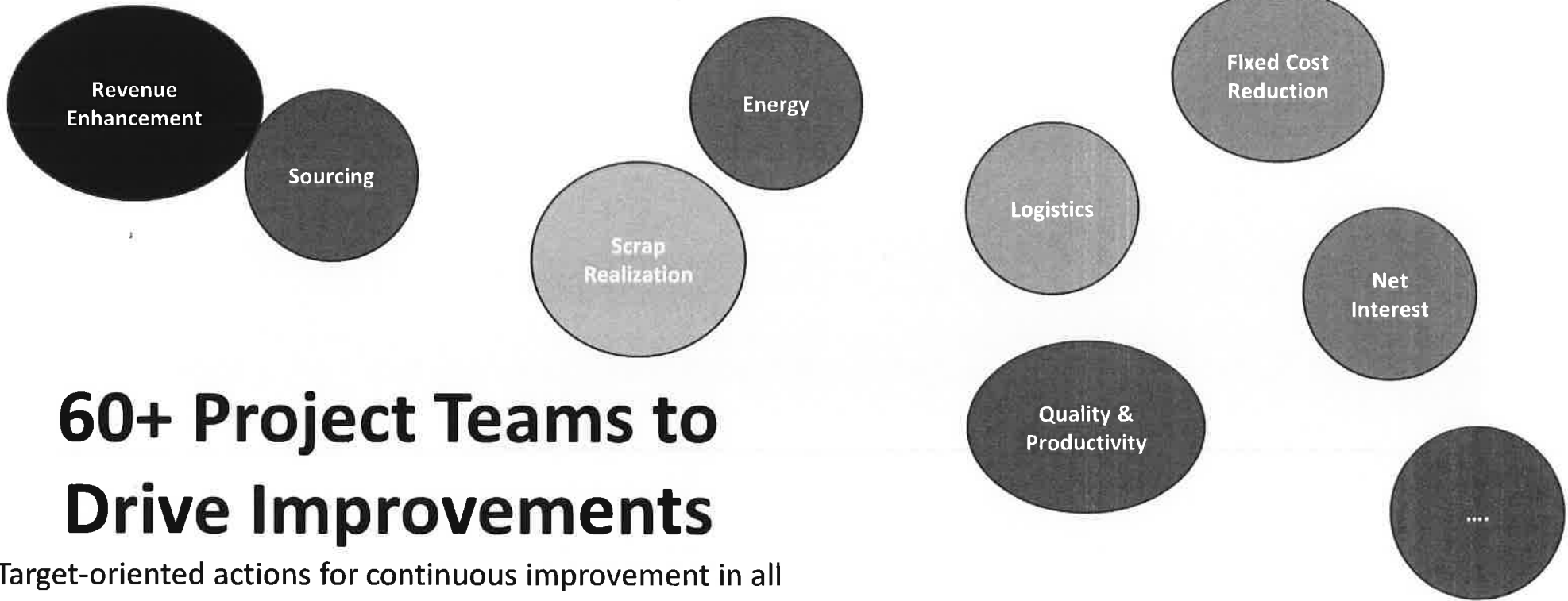
Division head's role changed from control to supporting BUs in growth, lowering the centre of gravity





Project-based Approach to Improvements

Driving a Kaizen mind-set for improvements at all levels



60+ Project Teams to Drive Improvements

Target-oriented actions for continuous improvement in all functions



TI WAY



Finance^{IT} Policy
Marketing
 Operations^{HR}
Manufacturing
 Leadership
 Customer

9 - SEGMENTS

base
 Treasury
 procedures
 goal
 support
 Sourcing
 Purchase
 Quality
 ERP
 Engagement
 Strategic
 review

Formulation
 Applications
 Organization
 Development
 Strategic
 review

base
 Treasury
 procedures
 goal
 support
 Sourcing
 Purchase
 Quality
 ERP
 Engagement
 Strategic
 review

CSR
 Expanding
 functions
 Industrial
 Maintenance
 Merchandising
 Sales
 Mission
 Technology
 Vision
 Brand
 Engineering
 Government
 Logistics
 Statutory

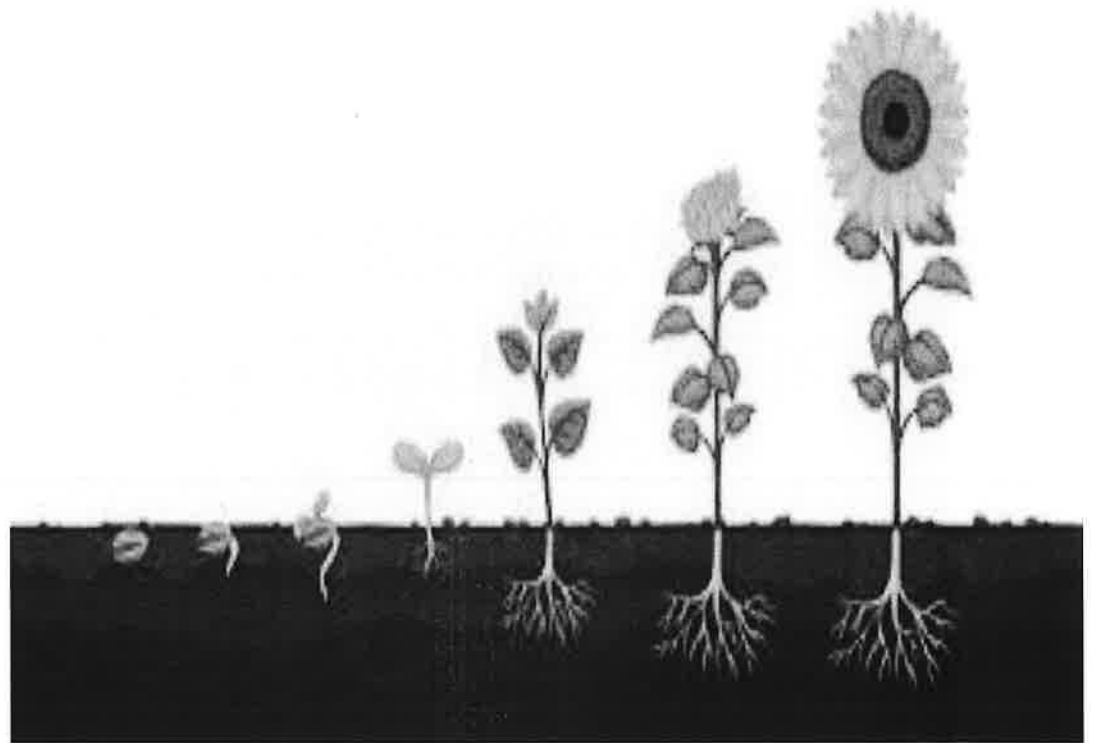
Dealer
 relations
 Tooling
 induction
 Production
 care
 deployment
 Policy
 network
 Pruning
 Legal
 Competitor
 regulatory
 Analysis
 Voice
 term

Performance

40 - PROCESSES

FOCUS ON GROWTH

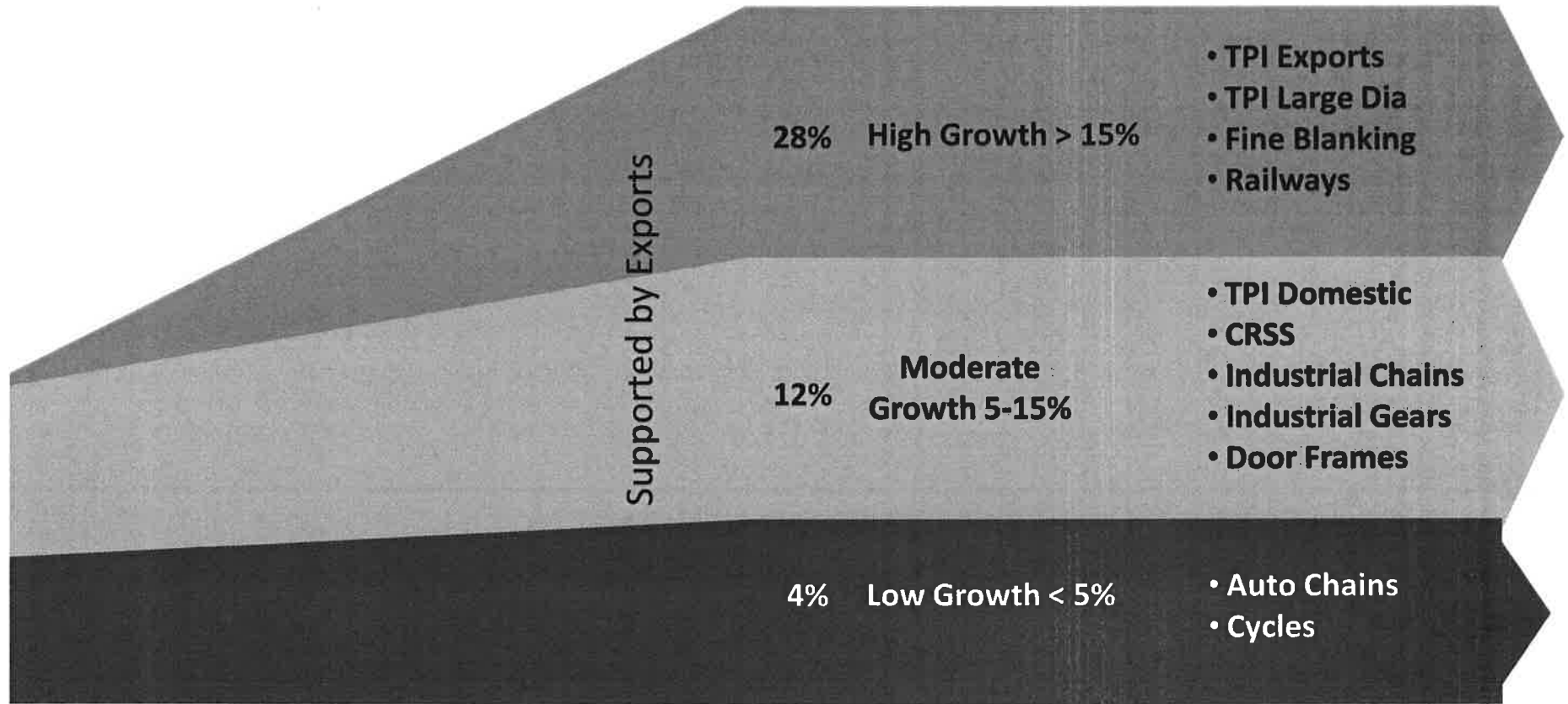
- Different Approaches Based on Segment Potential
- Planning Across 3 Horizons
- New Businesses





Portfolio of Business & Expected Growth Patterns

Capital allocation based on future potential



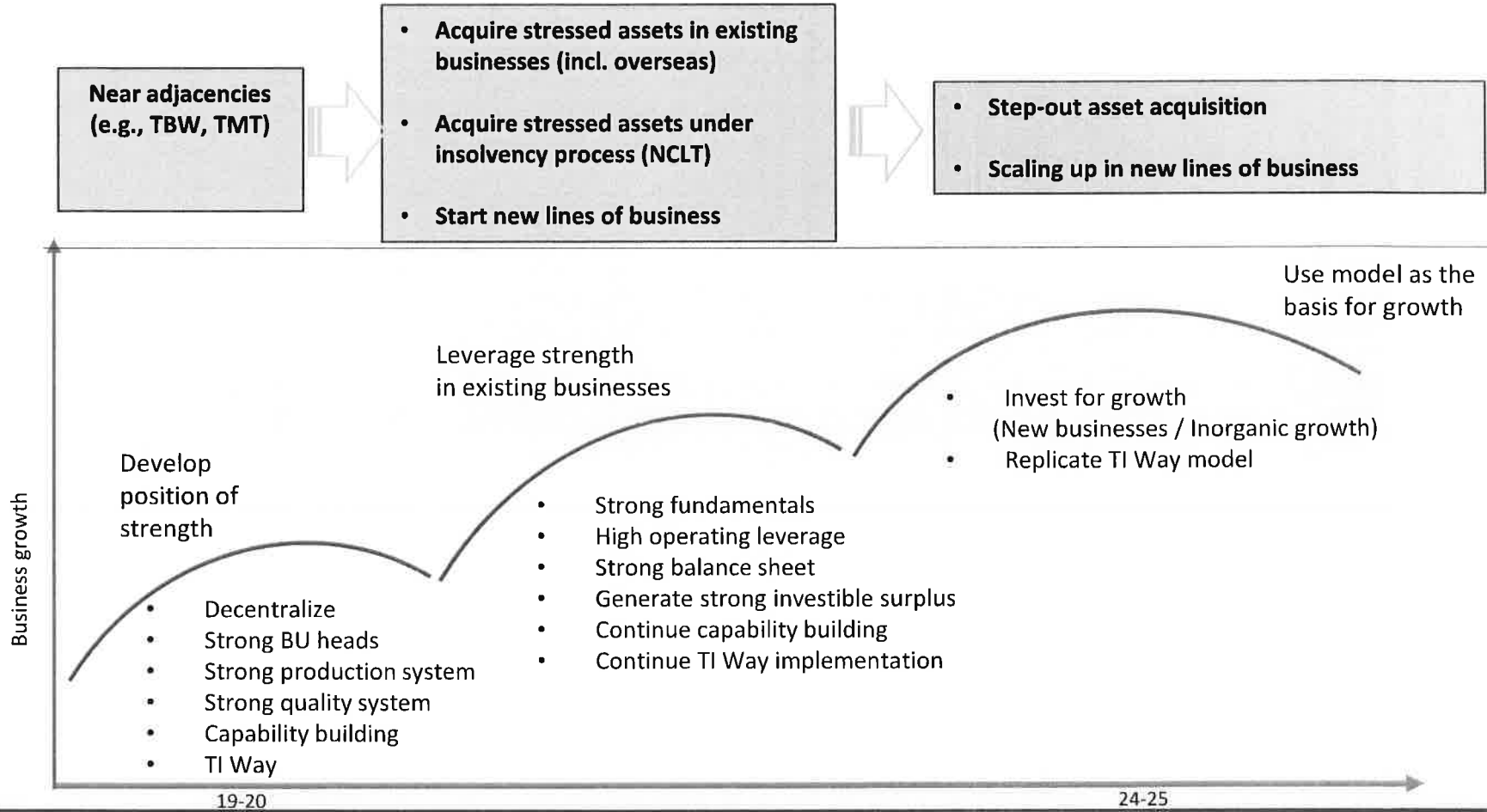
2019-20

2024-25



Focus on Growth Across Three Horizons

Gradual progression towards higher levels of growth





Criteria for New Business Lines

Choosing the path carefully..



Filters for new businesses

1

MARKET SIZE

Rs.6,000 Cr. or more

2

POTENTIAL

Rs.1,000 Cr. in three years

3

LOW CAPITAL INTENSITY

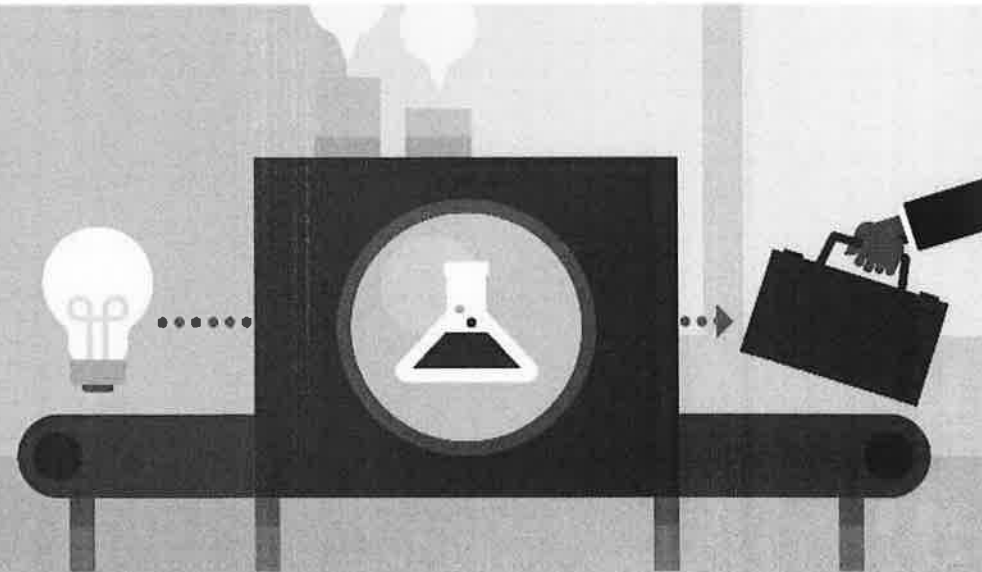
FOCUSED ON FOUR TRENDS

Import substitution and Exports

Auto Electrification

Unorganized to organized

B2B to B2C

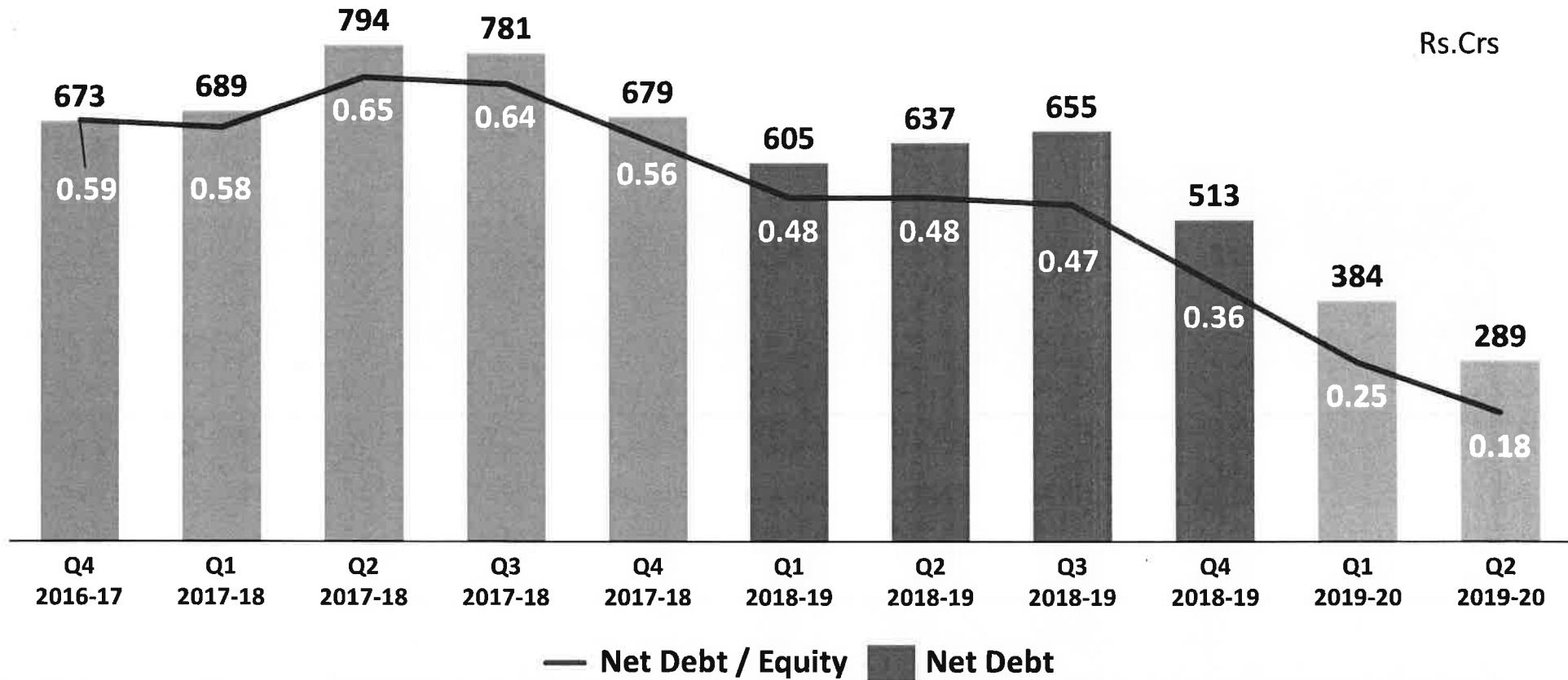


4 out of 10 may succeed..



Strengthening the Balance sheet

Prudent Capital Management + Asset Monetization + NWC Efficiency





FINANCIAL PERFORMANCE BY BUSINESS

TI Performance – A Snapshot



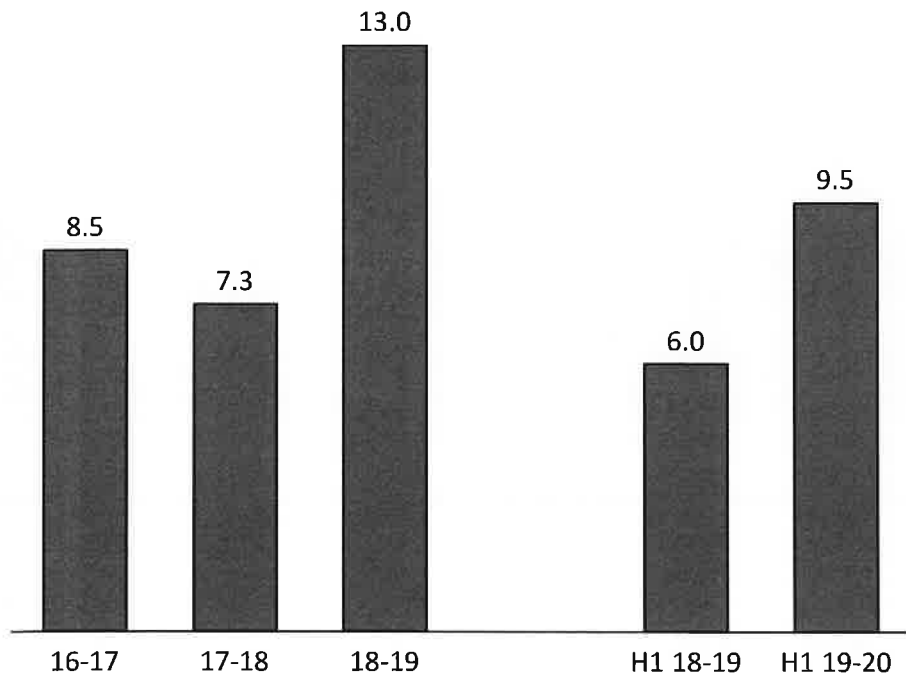
Particulars	Rs. Cr.					
	Standalone			Consolidated		
	FY 18-19	H1 18-19	H1 19-20	FY 18-19	H1 18-19	H1 19-20
Net Sales	4,983	2,574	2,239	5,463	2,822	2,506
<i>Growth %</i>			<i>-13.0%</i>			<i>-11.2%</i>
PBT before exceptional items	371	164	218	375	187	237
% to Sales	7.4%	6.4%	9.7%	6.9%	6.6%	9.4%
Exceptional Items	(9)	3	19	3	3	0
PBT after exceptional items	362	167	237	378	190	237
Tax	119	55	58	127	61	65
PAT	244	111	179	251	129	172



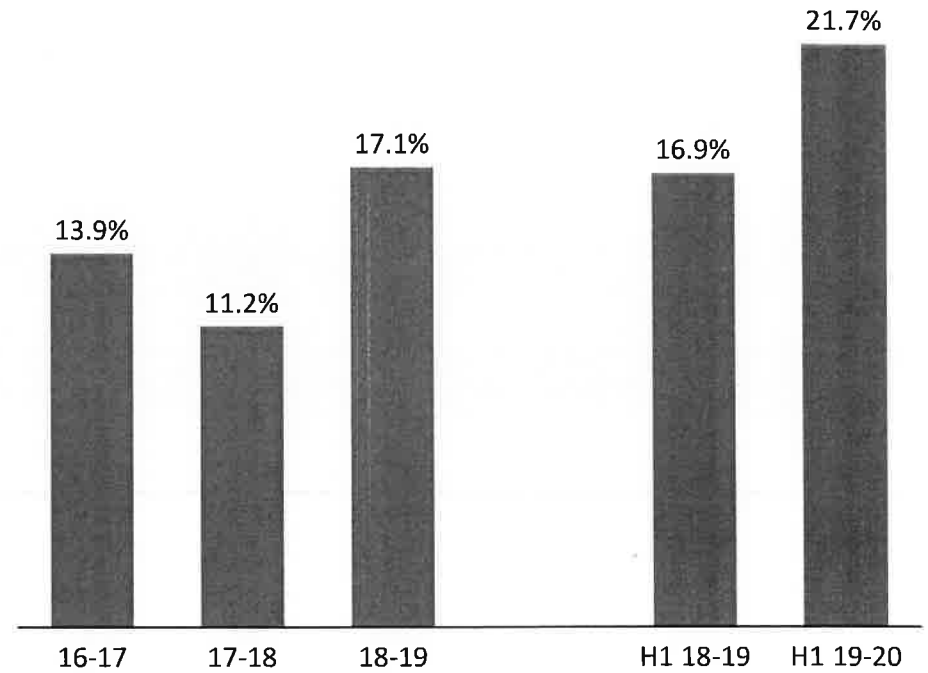
TI – Other Key Ratios



EPS (Rs/share)



ROE



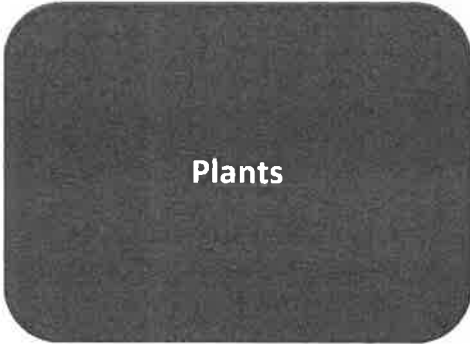


Engineering Business



Products

- ERW Tubes - Electric Resistance Welded Tubes
- CDW Tubes - Cold Drawn Welded Tubes
- TCD - Tubular Components
- CRSS – Cold Rolled Steel Strips
- LD - Large Diameter Tubes



Plants

- Tamil Nadu - Avadi and Tiruttani (Large Diameter Tube)
- Maharashtra – Shirwal
- Punjab – Mohali and Rajpura





Engineering Business – Financial Snapshot



Particulars	₹ Crs			Growth %
	18-19	H1 18-19	H1 19-20	
Net Sales	2,676	1,382	1,127	-18.4%
PBIT	254	130	130	0.3%
% to Net Sales	9.5%	9.4%	11.5%	

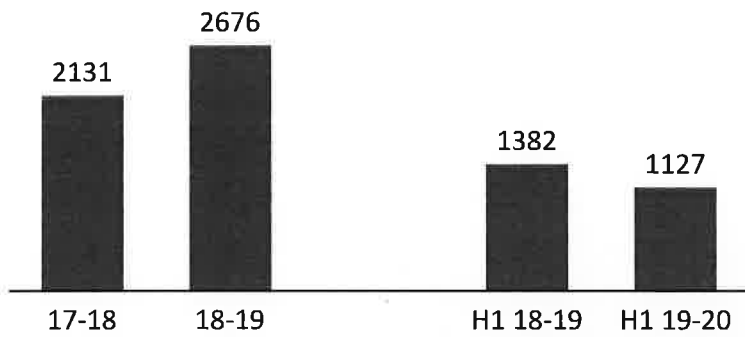
Particulars	₹ Crs		
	31-03-2019	30-09-2018	30-09-2019
Net Fixed Assets	530	533	570
Net Working Capital	157	168	146
Capital Employed	687	702	717
Capital Expenditure	84	44	63



Engineering Business - Key Parameters

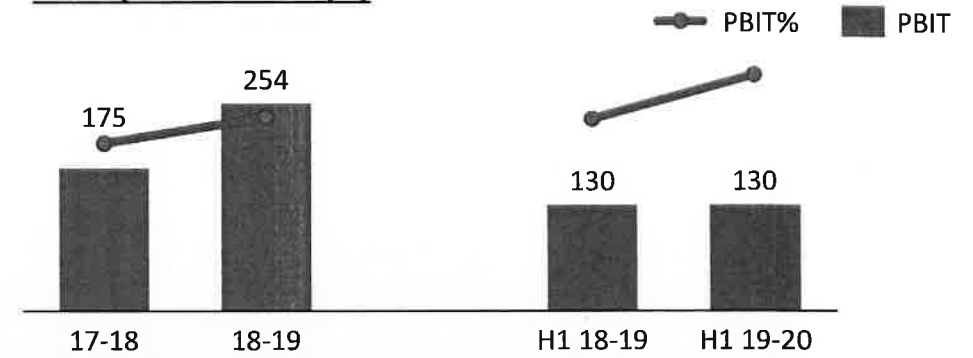


Net Sales

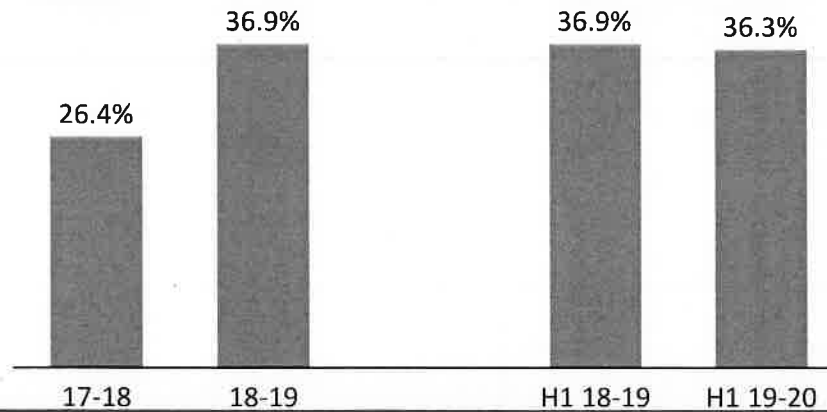


PBIT (Before Excep.)

(₹.Crs)



ROCE





Metal Formed Business



Products

- Auto Chains
- Fine Blanking
- Doorframes
- Railway Coaches
- Industrial Chains

Plants

- Tamil Nadu – Ambattur, Nemilichery, Kakkalur, Athipet, Hosur
- Telengana - Medak
- Uttarakhand
- Haryana – Bawal
- Gujarat - Sanand



Metal Formed Products – Financial Snapshot



Particulars	₹ Crs			Growth %
	18-19	H1 18-19	H1 19-20	
Net Sales	1,286	613	690	12.5%
PBIT	123	57	74	30.3%
% to Net Sales	9.6%	9.3%	10.7%	

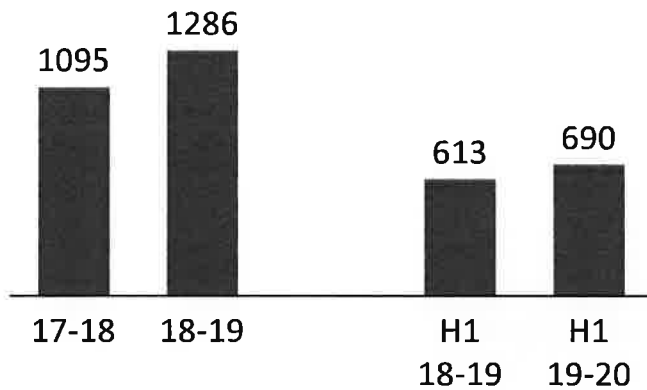
Particulars	₹ Crs		
	31-03-2019	30-09-2018	30-09-2019
Net Fixed Assets	336	296	339
Net Working Capital	114	122	123
Capital Employed	450	418	462
Capital Expenditure	78	37	31



Metal Formed Products - Key Parameters

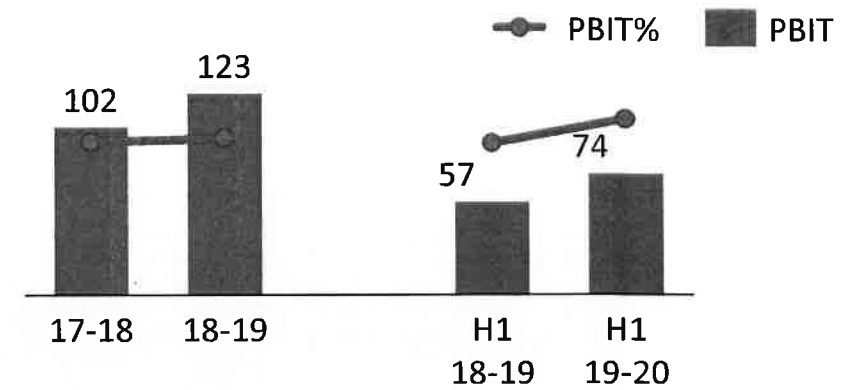


Net Sales

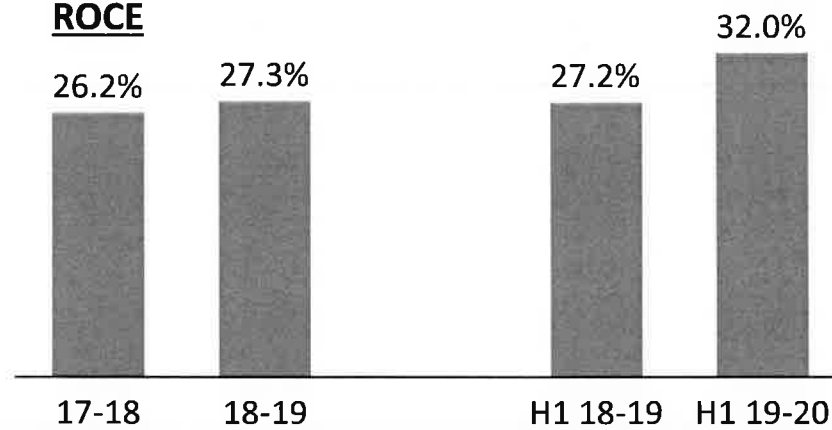


PBIT (Before Excep.)

(₹.Crs)



ROCE





Cycles Business



Products

- Cycles and Accessories
- 53 new models launched

Plants

- Tamil Nadu – Ambattur
- Punjab – Rajpura
- 8500 Dealers across India
- 225 Track & Trail stores as on 30th September 2019

Brands

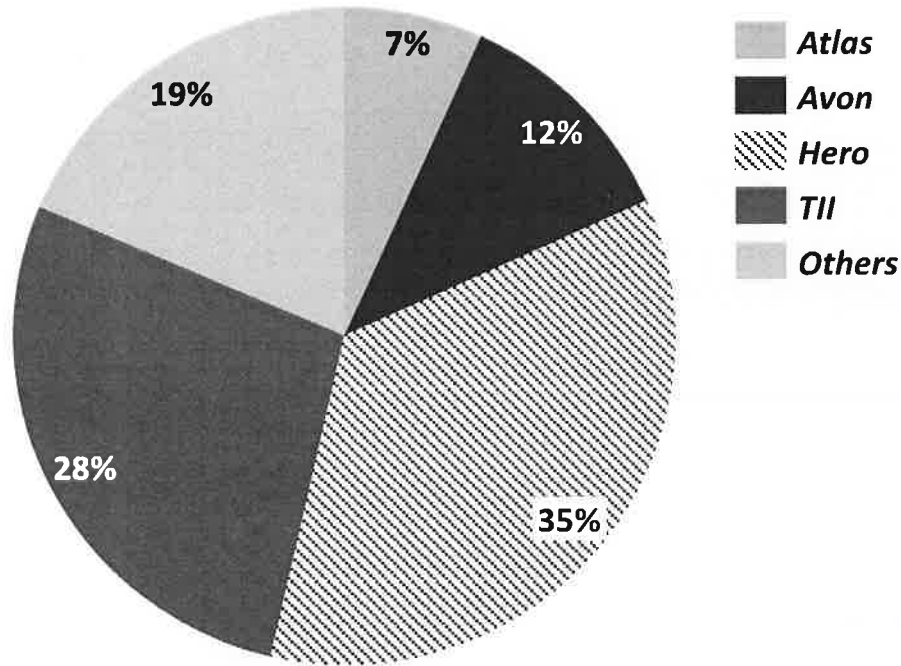
- BSA, Hercules, Lady bird, Roadeo, Mach City, Montra, Track & Trail



Cycles Business - Market Share and Product Mix

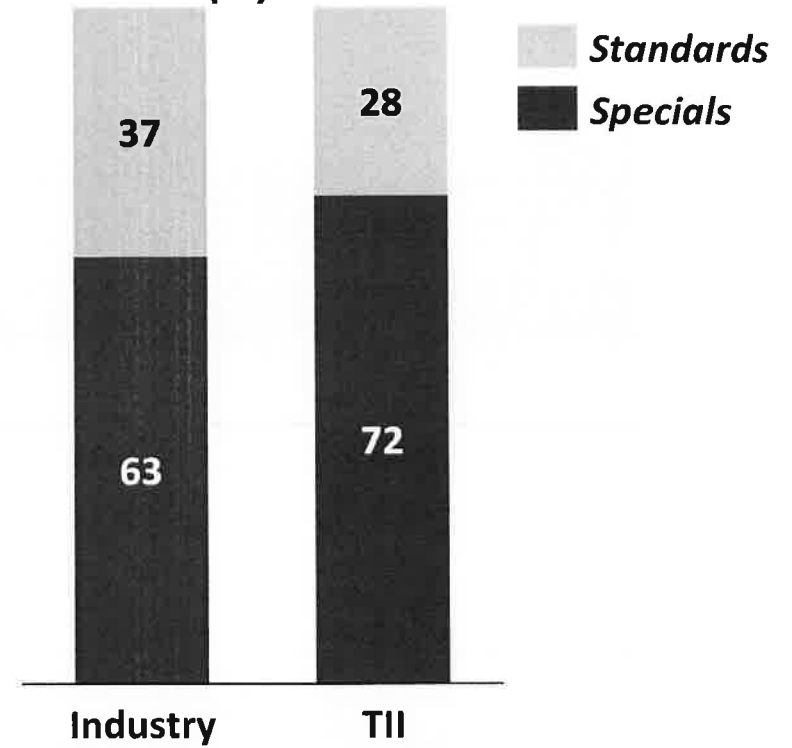


Market Share



Source : ACMA

Product Mix (%)





Cycles – Financial Snapshot



Particulars	₹ Crs			Growth %
	18-19	H1 18-19	H1 19-20	
Net Sales	1,232	687	504	-26.7%
PBIT	11	12	18	46.1%
% to Net Sales	0.9%	1.8%	3.6%	

Particulars	₹ Crs		
	31-03-2019	30-09-2018	30-09-2019
Net Fixed Assets	134	139	135
Net Working Capital	56	103	35
Capital Employed	190	242	171
Capital Expenditure	6	4	1

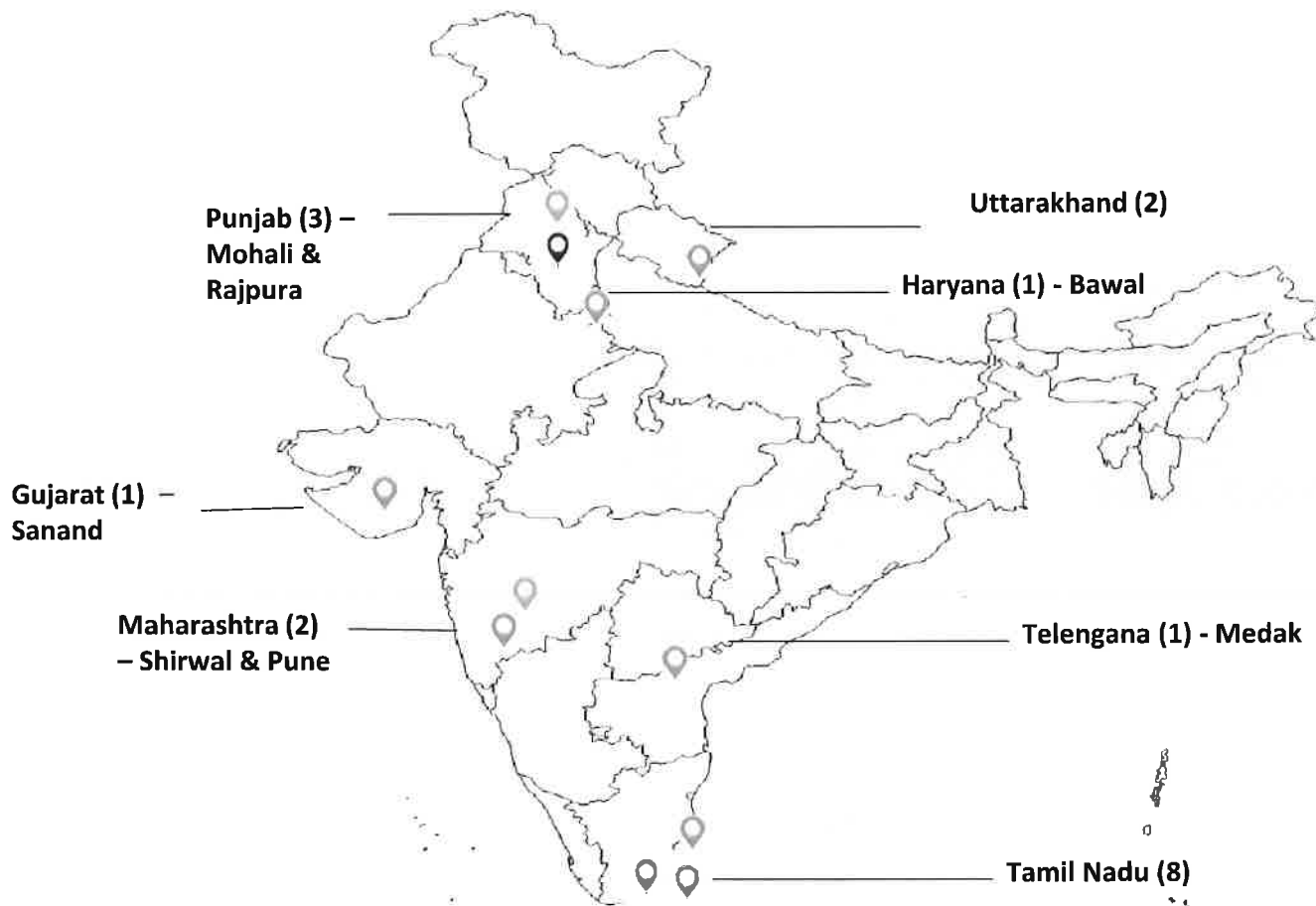
Other Details



TI's Presence

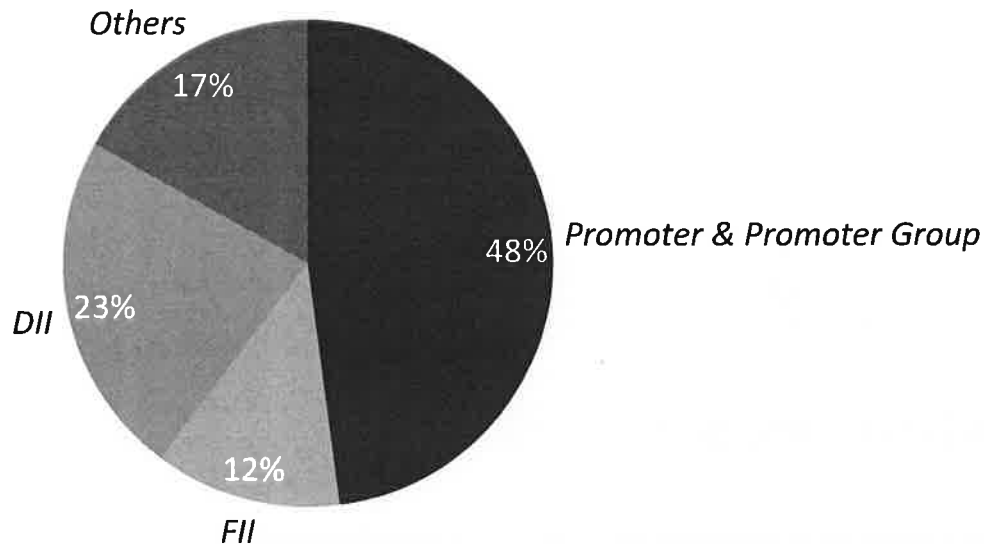


- TPI
- MFPD
- TICI





Shareholding Pattern



Promoter Shareholding of 48% includes

- Ambadi Investment Limited – 37%
- Others – 11%

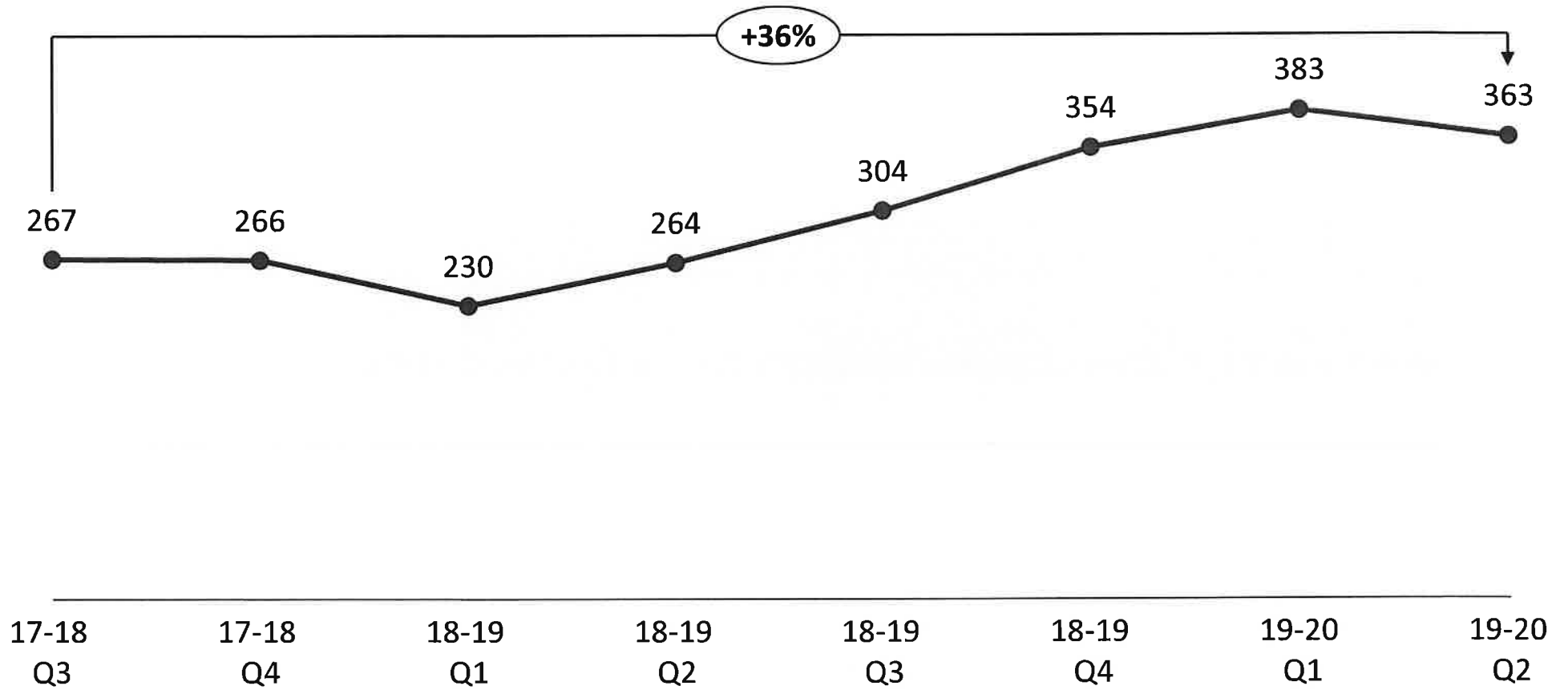
Top 10 Institutional Holders

- HDFC Mutual Fund
- Nippon India Mutual Fund
- L&T Mutual Fund
- SBI Mutual Fund
- Toyota Tsusho Corporation
- The Wellington Trust Company National Association
- First State Investments ICVC- Stewart Investors
- DSP Mutual Fund
- Pacific Assets Trust PLC
- Life Insurance Corporation of India

	Sep-18	Dec-18	Mar-19	Jun-19	Sep-19
TII (₹/Share)	263.72	304.41	354.07	383.17	362.54
Growth %	15%	15%	16%	8%	(5%)



Share Price Movement



* Share price - ₹457 as on 22nd Nov'19



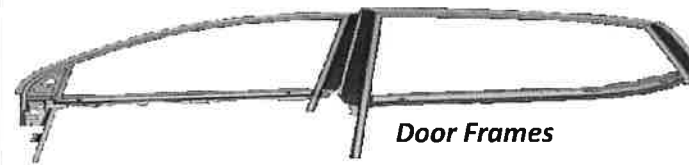
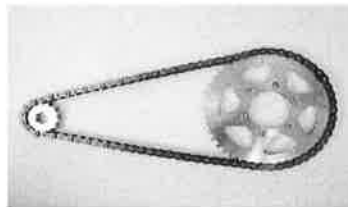
Metal Formed Products



Drive Chains



Kit



Door Frames



Side Impact Beams



Divisional Channels



Cowl Cross Beam

Cam Chains



After Market Brands



Railways



*Power transmission
and Conveying
Chains*



*Engineering Class
Chains*



*Fine Blanked
Products*



Track and Trail – Retail Experience

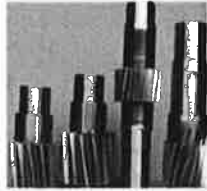




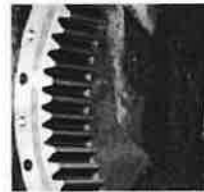
Shanthi Gears - Products



**Spur/
Helical
Gear**



**Pinion
Shaft**



**Internal
Gear**



**Worm
and
Wheel**



**Straight
Bevel**



**Spiral
Bevel**



**Worm Gearboxes-
Adaptable**



**Worm Gearboxes-
Standard**



**Worm Gearboxes-
Special**



Helical Gearboxes



**Bevel Helical
Gearboxes**





Thank You

Investor Presentation – Q2 FY 20