

Safe Harbour



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Strong Recovery... leading to better growth in H2FY21



Increasing Momentum

Q4 FY20 As per INDAS Total Income^ Total Income^

Q1 FY21

Impact of Covid-19

Total Income^

110 Crores

Q2 FY21

Total Income^

181 Crores

Total Income^

- ☐ Growth momentum to get stronger in H2 FY21
 - Execution of healthy orderbook especially with the start of execution for the multi-year USD31mn order
 - Execution of new business won for BS-VI complaint Heat Shield products
 - o Pick up in CV segment
 - Development of New technologies and product
 - Increased penetration in OEMs

Total Income^

Consolidated Q2 FY21 Highlights - INDAS











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

"The effects of the COVID-19 crisis on the automotive industry are extensive. There has been fundamental change in demand which should not be overlooked by the industry and one has to adapt it so as to capture the market share.

As we move forward, the auto sector is going through the path of revival and we are not behind the league. Talbros has reported double digit revenue growth on Y-o-Y basis during current quarter and has more than doubled its Revenue as compared to Q1FY21 with very healthy profitability.

The Company has achieved breakthrough by achieving maiden business for BSVI complaint Heat Shield product from two of the largest OEMs in Indian PV market. In the crucial months of lockdown, we have successfully shown our efficiency by reporting positive EBITDA in 1st quarter which was rare amongst peers.

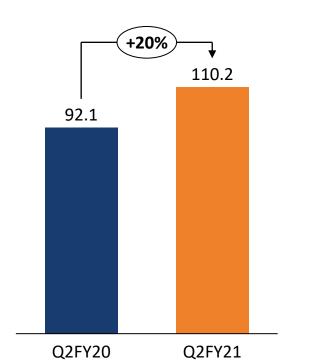
While we remain confident on the growth momentum for the next few quarters, we expect a partial rollback in cost savings, however the margins will continue to be healthy as we aim to sweat our asset base."

Consolidated Q2FY21 Performance Highlights

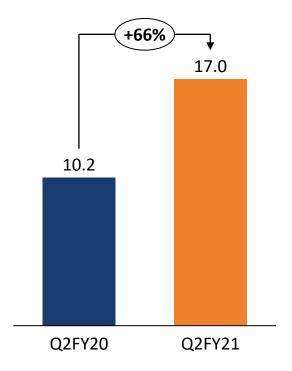


Rs. Crores

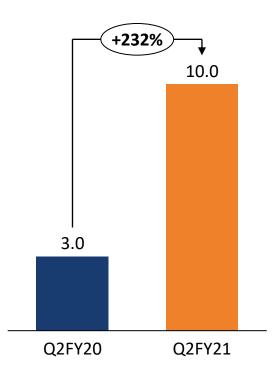




EBIDTA^





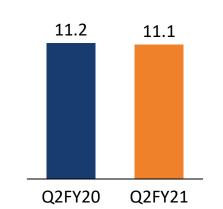


Q2 FY21 JV's Performance Highlights



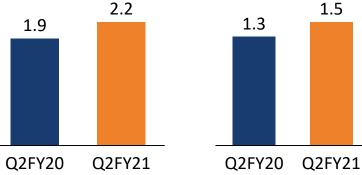
Nippon Leakless Talbros Pvt Ltd*

Total Income from Operations



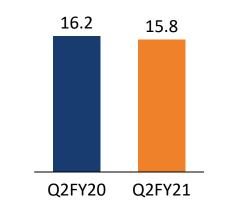
PAT

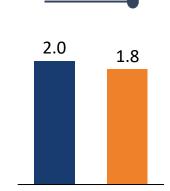
2.2 1.9



Magneti Marelli Talbros Chassis Systems Pvt Ltd*

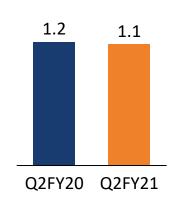
Total Income from Operations





Q2FY20 Q2FY21

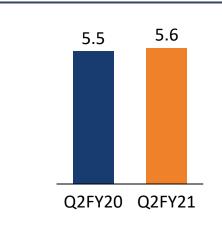
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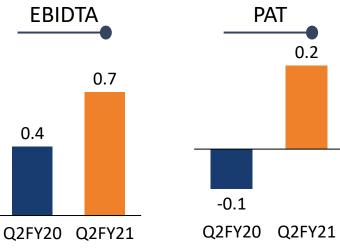


PAT

Talbros Marugo Rubber Pvt Ltd*

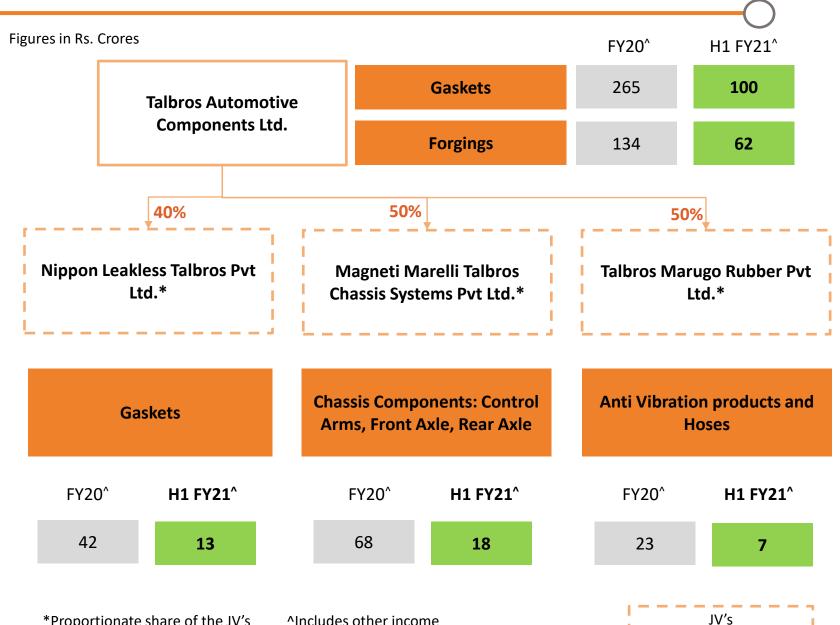
Total Income from Operations





TACL Group – Corporate Structure





Group Turnover As per I-GAAP

FY20

688

H1 FY21

246

Consolidated Revenue As per IND-AS

FY20[^]

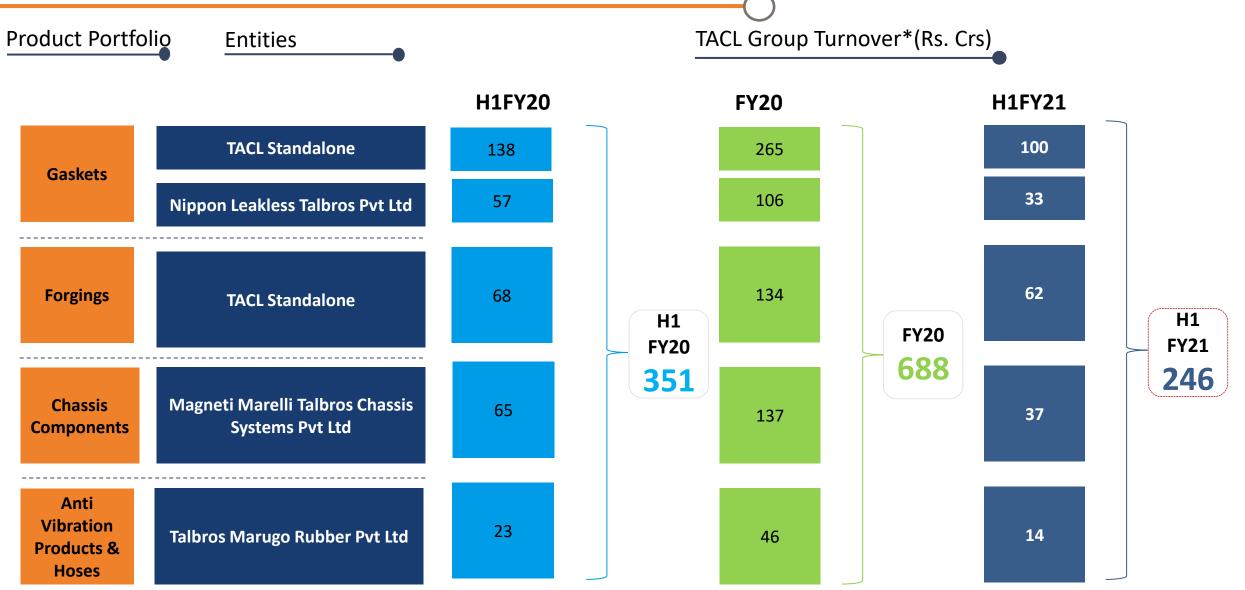
391

H1 FY21[^]

161

Talbros Automotive Components Ltd (TACL) - Group

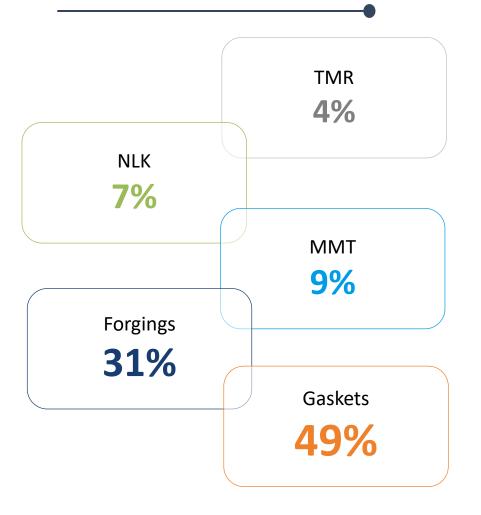




Hedged Portfolio...



H1 FY21 - 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

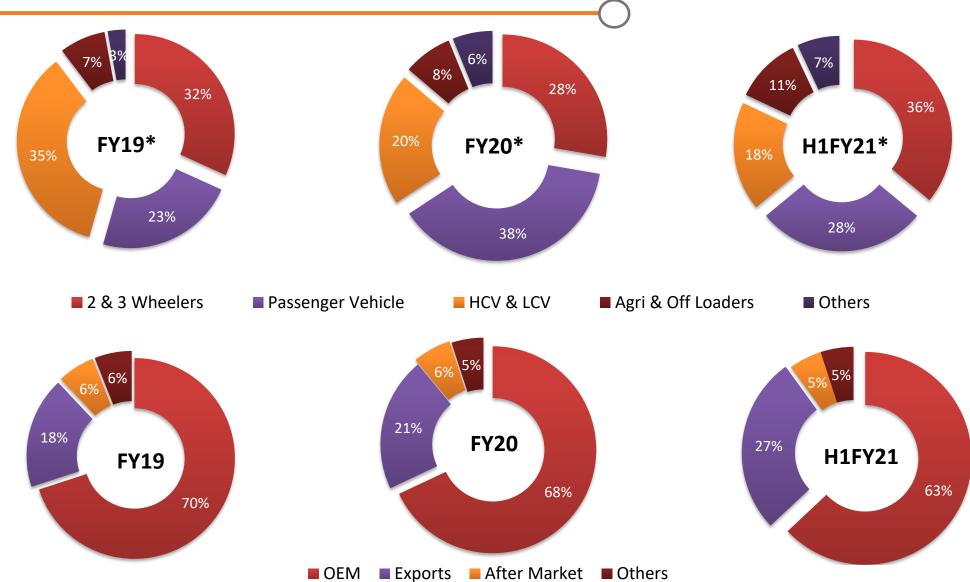
Market Exposure

- OEMs
- After Market
- Exports
- Others

Across varied segments...



10

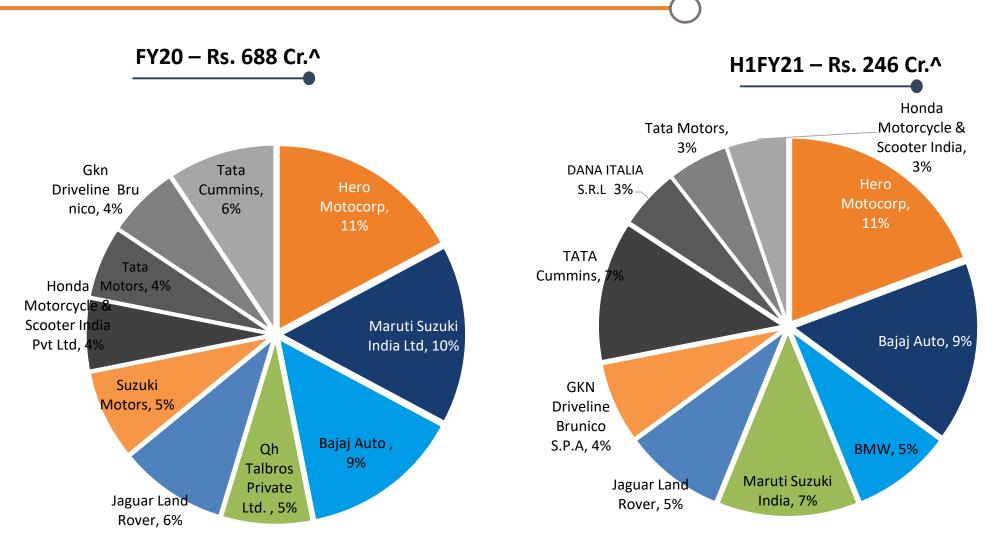


*Domestic Breakup

Having Diversified Customer base - Top 10 Customers



Rs. Crores



New Order Wins provide long term visibility



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"

Q2 & H1 FY21 Consolidated Profit & Loss Statement



Particulars (Rs. In crores)	Q2 FY21	Q2 FY20	Y-o-Y	H1 FY21	H1 FY20	Y-o-Y
Revenue from Operations	108.3	90.7	19.3%	157.0	198.2	-20.8%
Other Income	2.0	1.3		3.7	2.9	
Total revenue from Operation	110.2	92.1	19.7%	160.7	201.2	-20.1%
Raw Material	57.4	49.0		85.8	107.7	
Employee Cost	12.6	14.1		22.1	28.8	
Other Expenses	23.1	18.7		34.0	42.1	
EBITDA	17.0	10.2	66.7%	18.9	22.5	-16.3%
EBITDA Margin	15.5%	11.1%		11.7%	11.2%	
Depreciation	6.0	4.8	0.0	10.5	9.4	0.0
ЕВІТ	11.1	5.4	104.9%	8.3	13.1	-36.4%
EBIT Margin	10.0%	5.9%		5.2%	6.5%	
Finance cost	3.4	4.1	0.0	7.1	8.2	0.0
Profit before Exceptional items & share of profit/loss from JVs	7.7	1.3	510.4%	1.2	4.9	-75.2%
Exceptional items	0.0			0.0		
Share of Profit from JVs	2.8	2.1	0.0	0.2	4.1	0.0
Profit before Tax	10.5	3.4	210.1%	1.4	9.0	-84.7%
Tax	0.5	0.4	0.0	0.2	1.4	0.0
PAT	10.0	3.0	232.7%	1.1	7.6	-85.0%
PAT Margin %	9.1%	3.3%		0.7%	3.8%	

H1 FY21 Consolidated Balance Sheet



ASSETS	Sep-20	Mar-20
Non-current assets		
Property, plant and equipment	145.4	149.2
Capital work in progress	1.4	0.6
Investment property	2.8	2.9
Intangible assets	1.0	1.3
Intangible assets under development	0.2	0.2
Investments accounted for using the equity method	46.2	46.1
Financial assets		
Investments	12.3	6.7
Loans	1.5	1.5
Other financial assets	0.5	0.3
Non-Current tax assets (Net)	2.3	2.4
Other non-current assets	5.9	3.6
Sub-total - Non-Current Assets	219.5	215.0
Current assets		
Inventories	97.4	107.9
Financial assets		
Trade receivables	125.5	125.2
Cash and cash equivalents	4.9	3.7
Bank balances other than Cash and Cash equivalents	4.7	3.9
Loans	5.8	5.7
Other financial assets	1.8	1.4
Other current assets	17.3	17.0
Sub-total - Current Assets	257.5	264.9
TOTAL - ASSETS	477.1	479.9

EQUITY AND LIABILITIES	Sep-20	Mar-20
Equity		
Equity Share capital	12.3	12.3
Other equity	190.3	185.6
Sub-total - Shareholders' funds	202.7	197.9
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.8	20.1
Other financial liabilities	0.5	0.3
Provisions	2.7	3.1
Deferred tax liabilities (net)	3.7	2.9
Other non-current liabilities	0.5	1.0
Sub-total - Non-current liabilities	30.3	27.4
Current liabilities		
Financial liabilities		
Borrowings	100.5	121.1
Trade payables	108.8	105.6
Other financial liabilities	28.2	20.4
Other current liabilities	5.7	6.5
Provisions	0.8	0.9
Current tax liabilities (net)	0.0	0.0
Sub-total - Current liabilities	244.0	254.5
TOTAL - EQUITY AND LIABILITIES	477.1	479.9

As per Ind AS (Rs. In crores)

H1 FY21 Consolidated Cash Flow Statement



Particulars (Rs in Cr)	H1 FY21	H1 FY20
РВТ	1.4	9.0
Adjustments	16.0	13.0
Operating profit before working capital changes	17.4	22.1
Changes in working capital	11.7	-9.8
Cash generated from operations	29.1	12.3
Direct taxes paid (net of refund)	-0.7	-1.5
Net Cash from Operating Activities	28.5	10.8
Net Cash from Investing Activities	-8.8	-13.2
Net Cash from Financing Activities	-18.5	1.3
Net Change in cash and cash equivalents	1.2	-1.1
Opening Cash Balance	3.7	2.3
Closing Cash Balance	4.9	1.2

Q2 & H1 FY21 Standalone Profit & Loss Statement



Particulars (Rs. In crores)	Q2 FY21	Q2 FY20	Y-o-Y	H1 FY21	H1 FY20	Y-o-Y
Revenue from Operations (Net of Excise)	108.3	90.7	19.3%	157.0	198.2	-20.8%
Other Income	2.0	2.5		3.7	4.1	
Total revenue from Operation	110.2	93.3	18.1%	160.7	202.4	-20.6%
Raw Material	57.4	49.0		85.8	107.7	
Employee Cost	12.6	14.1		22.1	28.8	
Other Expenses	23.1	18.7		34.0	42.1	
EBITDA	17.0	11.4	49.2%	18.9	23.7	-20.5%
EBITDA Margin	15.5%	12.2%		11.7%	11.7%	
Depreciation	6.0	4.8		10.5	9.4	
EBIT	11.1	6.6	67.6%	8.3	14.3	-41.7%
EBIT Margin	10.0%	7.1%		5.2%	7.1%	
Finance cost	3.4	4.1		7.1	8.2	
Profit before Exceptional items	7.7	2.5	212.9%	1.2	6.1	-80.1%
Exceptional items	0.0	0.0		0.0	0.0	
РВТ	7.7	2.5	212.9%	1.2	6.1	-80.1%
Tax	0.5	0.4		0.2	1.4	
PAT	7.2	2.1	246.3%	1.0	4.7	-79.1%
PAT Margin %	6.5%	2.2%		0.6%	2.3%	

H1 FY21 Standalone Balance Sheet



ASSETS (Rs in Cr)	Sep-20	Mar-20
Non-current assets		
Property, plant and equipment	145.4	149.2
Capital work in progress	1.4	0.6
Investment property	2.8	2.9
Intangible assets	1.0	1.3
Intangible assets under development	0.2	0.2
Financial assets		
Investments	38.3	32.8
Loans	1.5	1.5
Other Financial Assets	0.5	0.3
Current tax assets (Net)	2.3	2.4
Other non-current assets	5.9	3.6
Sub-total - Non-Current Assets	199.4	194.9
Current assets		
Inventories	97.4	107.9
Financial assets		
Trade receivables	125.5	125.2
Cash and cash equivalents	4.9	3.7
Bank balances other than Cash and Cash equivalents	4.7	3.9
Loans	5.8	5.7
Other financial assets	1.8	1.4
Other current assets	17.3	17.0
Sub-total - Current Assets	257.5	264.9
TOTAL - ASSETS	456.9	459.8

EQUITY AND LIABILITIES (Rs in Cr)	Sep-20	Mar-20
Equity		
Equity Share capital	12.3	12.3
Other equity	170.2	165.6
Sub-total - Shareholders' funds	182.5	177.9
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.8	20.1
Other financial liabilities	0.5	0.3
Provisions	2.7	3.1
Deferred tax liabilities (net)	3.7	2.9
Other non-current liabilities	0.5	1.0
Sub-total - Non-current liabilities	30.3	27.4
Current liabilities		
Financial liabilities		
Borrowings	100.5	121.1
Trade payables	108.8	105.6
Other financial liabilities	28.2	20.4
Other current liabilities	5.7	6.5
Provisions	0.8	0.9
Current tax liabilities (net)	0.0	0.0
Sub-total - Current liabilities	244.0	254.5
TOTAL - EQUITY AND LIABILITIES	456.9	459.8

Q2 & H1 FY21 Standalone Cash Flow Statement



Particulars (Rs in Cr)	H1 FY21	H1 FY20
PBT	1.2	6.1
Adjustments	16.2	15.9
Operating profit before working capital changes	17.4	22.1
Changes in working capital	11.7	-9.8
Cash generated from operations	29.1	12.3
Direct taxes paid (net of refund)	-0.7	-1.5
Net Cash from Operating Activities	28.5	10.8
Net Cash from Investing Activities	-8.8	-13.2
Net Cash from Financing Activities	-18.5	1.3
Net Change in cash and cash equivalents	1.2	-1.1
Opening Cash Balance	3.7	2.3
Closing Cash Balance	4.9	1.2

Business Confirmations & Strategy



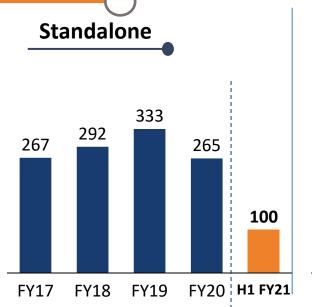
Gaskets

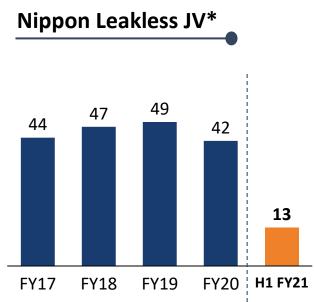
New Orders:

• Order worth **Rs. 7 Cr p.a.** each for BS VI complaint Heat Shield product from two largest OEMs, supplies will start from FY22

Orders received in the past:

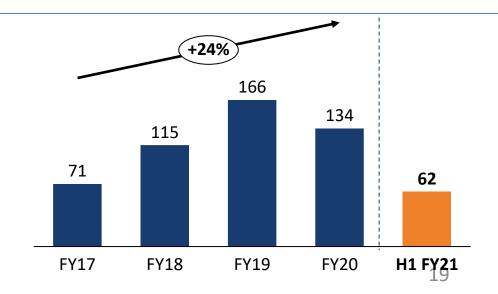
- Order worth Rs. 7 Cr from 2 European car manufacturers for supplying Heat Shields
- Order worth Rs. 5 Cr from US based car manufacturer for supplying Gaskets
- Started Supplies of BS VI compliant Gaskets to Hero, Volvo, Tata Motors & Tata Cummins
- To supply Integrated Wire Harness Gasket to an OEM 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
- Currently, this segment is gaining momentum in both Domestic and overseas market



^{*}Proportionate share of JV Revenue has been considered

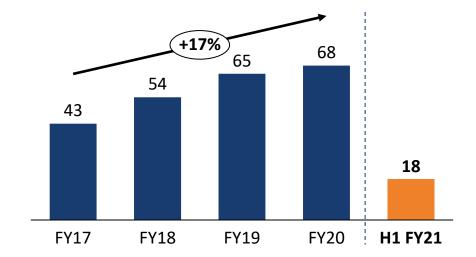
Business Confirmations & Strategy



Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)*

Orders received in the past:

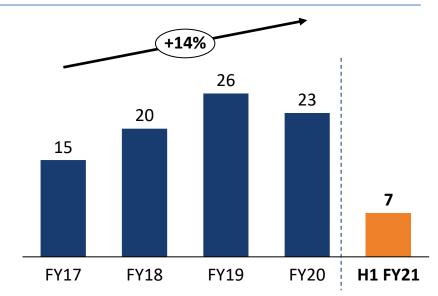
- Order worth Rs. 5 Mn from a European car manufacturer for supplying EPP Support Bracket
- From a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. From an OEM in UK worth ~Rs. 35+ Crores p.a.
- From Maruti Suzuki to supply Control Arm Assemblies for Front Suspension, with an Estimated Revenues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



Leadership Team driving Growth & Profitability





Joint Managing Director

Anuj Talwar

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 10 years of rich experience in the Corporate Finance, Credit analysis ,Auto Industry and M&A.



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

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. 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

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

Mr. Toshiya Morimoto

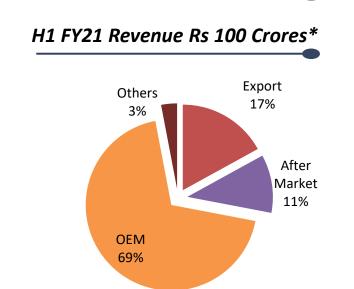
Managing Director – Talbros Marugo Rubber Pvt. Ltd

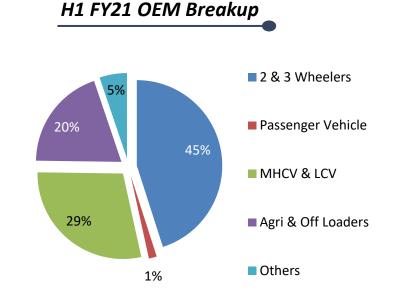
He is an Engineer and has an experience of over 37 years and has worked with Sanyo Electric Co. Limited

Standalone Business – Gaskets

talbros

- 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 265





Products - Various Types and Shapes





Rubber Molded



Cylinder Head

Edge Molded



25

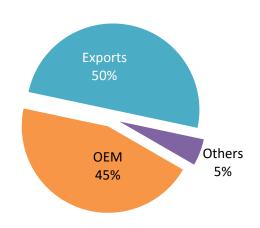
^{*} Includes other income

Standalone Business – Forgings



- 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 FY20 stood at Rs 134 Cr

H1 FY21 Revenue Rs 62 Crores*



Products - Various Types and Shapes

King Pins



Gear Blanks



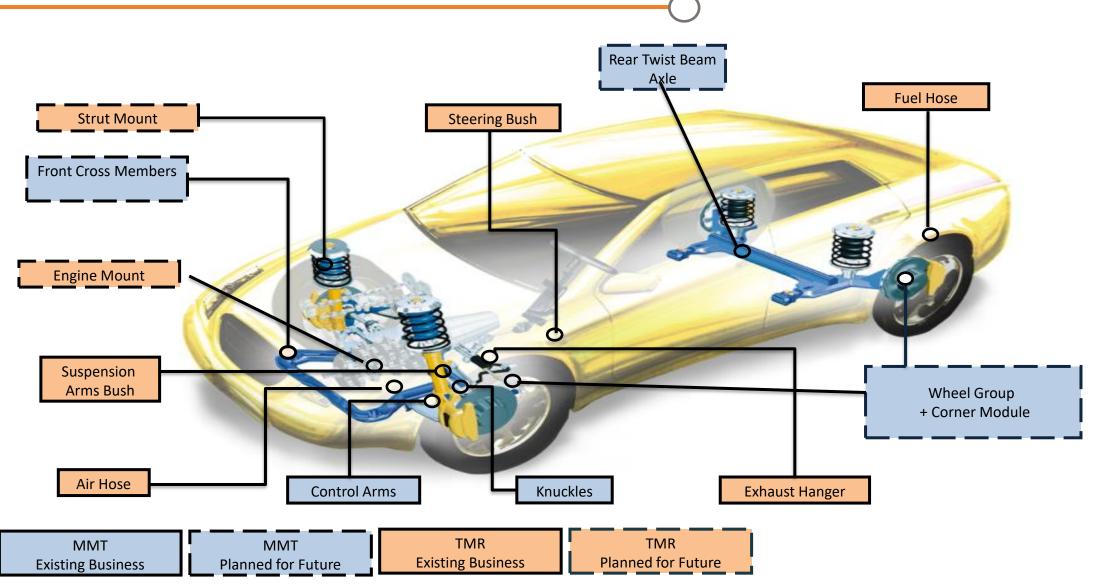
Housing and Yoke Shafts



^{*} Includes other income

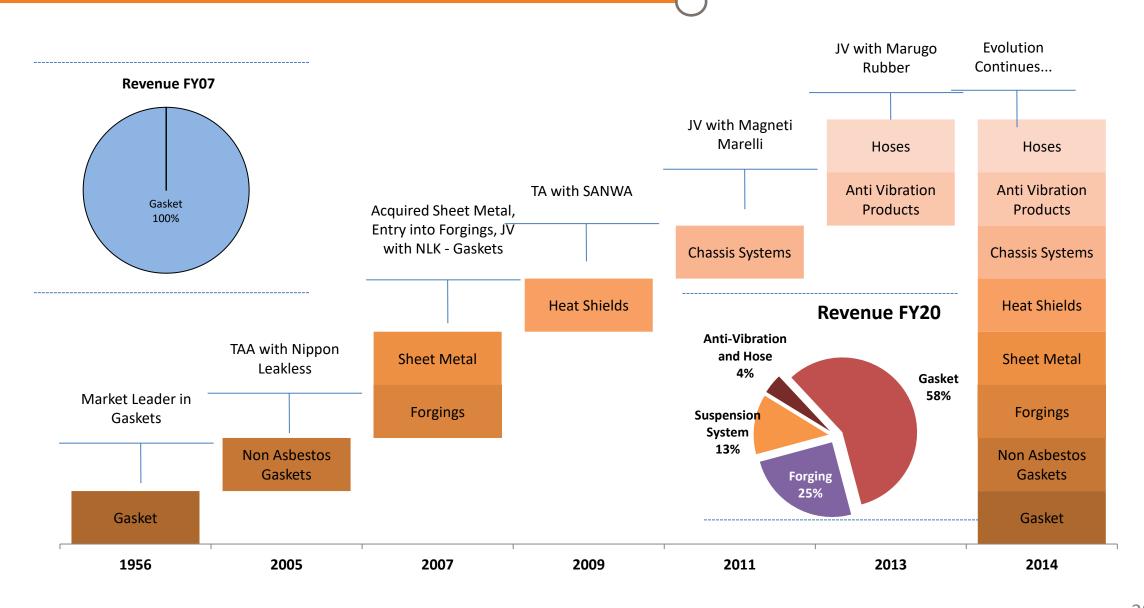
Scope of Joint Ventures





Evolving Product Portfolio





Strong Global Partnerships - Joint Ventures



Joint Ventures

NLK 日本リークレス工業株式会社 NIPPON LEAKLESS CORPORATION

Nippon Leakless Talbros Pvt Ltd (NLK)



Magnetti Marelli Talbros Chassis Systems Pvt Ltd (MMT)



Talbros Marugo Rubber Pvt Ltd (TMR)

About the JV

- 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
- 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
- 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

Customers

Gaskets

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

- Control Arms
- Front Axle
- Rear Axle

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

- 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

Diversified Customer - OEM

































ASHOK LEYLAND





Customer Base

Hedged

































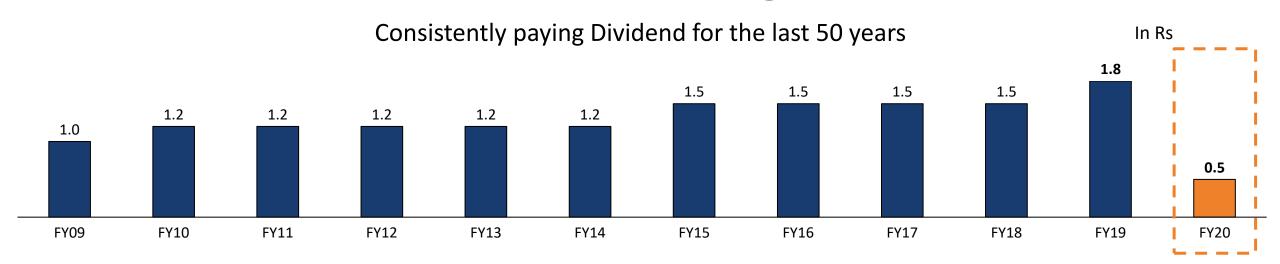


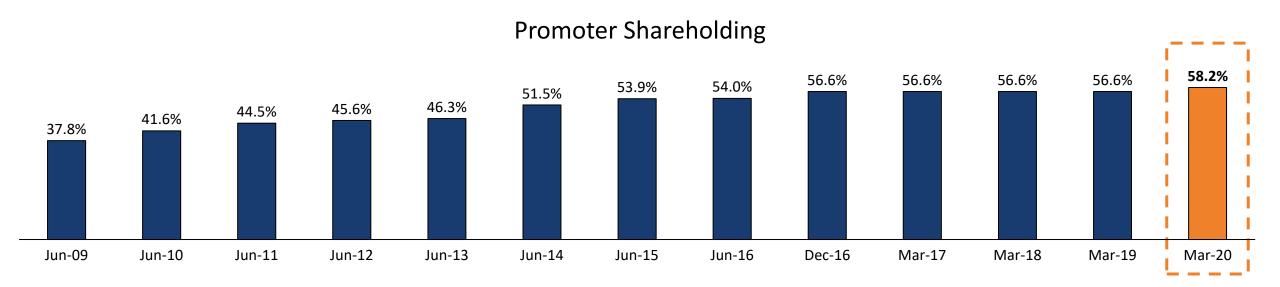




Equity







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 16th Quality Circle Competition 2019



11th CII National Competitiveness & Cluster Summit 2018



Toyota Kirloskar Zero Defect Supplies 2017



HR Association India Gold Award 2019



Toyota Kirloskar Achieving targets in Quality 2018



VE Commercial Vehicle UTKRISHT



PNGI HR Excellence Award 2018



GM Supplier Quality Excellence Award 2017



CII 5S Excellence Award 2016



Eicher Engine Supplier Meet 2018



Supplier quality improvement-2017



BCCQC Gold Award 2016



Toyota Kirloskar Zero Defect Supplies 2018



Bajaj BAVA Pantnagar Cluster Convention 2017



CUMMINS Award as Category Partner 2016



For further information, please contact:

Company:

SGA Strategic Growth Advisors

Investor Relations Advisors:



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Strategic Growth Advisors Pvt. Ltd.

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