

# Talbros Automotive Components Ltd

INVESTOR PRESENTATION  
June 2021



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# Talbro Automotive Components Ltd (TACL) - Group



## Product Portfolio

## Entities

## TACL Group Turnover\*(Rs. Crs)

		FY20	FY21
Gaskets	TACL Standalone	265	287
	Nippon Leakless Talbro Pvt Ltd	106	83
Forgings	TACL Standalone	134	170
Chassis Components	Marelli Talbro Chassis Systems Pvt Ltd	137	124
Anti Vibration Products & Hoses	Talbro Marugo Rubber Pvt Ltd	46	41
		<b>FY20 688</b>	<b>FY21 705</b>

\* Includes other income Including Total Share of JV

₹ 453 Crores

Total Income<sup>^</sup>



65 Crores

EBITDA<sup>^</sup>

14 %

EBITDA Margin



24\*

Crores

PAT

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

*“This fiscal year has been challenging year for the Industry. Our hedged approach to business in terms of multi products, multi segment and our reach in domestic and exports market allowed us to grow topline and profitability. We were successful in adding orders from domestic and international OEMs and that is testimony to the product strategy and execution capabilities built over a period.*

*With consistent efforts in increasing efficiency in operations, we are improving our margin profile too in spite of increasing commodity prices.*

*With return of Covid peak as it is called Wave – 2, our operations too have been affected with some level of disruptions, however we are hoping to recover from that as we move on towards next quarter.*

*We have vast experience in exports, and with technological partnerships coupled with marquee client names in our portfolio, we remain positive on the path of growth and profitability.”*

<sup>^</sup> Includes other income

All the number are as per Ind AS \* Excluding gain on sale of Chennai Property

## Multi-Year order win for BIW parts

- Marelli Talbros Chassis Systems Pvt. Ltd., JV company has received multi-year order from a Large European Car Manufacturer. The Order is for supplying BIW (Body in White design) parts
- The order supplies will begin in Q1FY22 from the JV Company's plant in Pune, Maharashtra. The annual order value is estimated at Rs. 14.4 crores. The order value is estimated at approximately Rs. 92 crores over the life of the contract. No major investments will be required to fulfil this order as the JV Company has sufficient capacity.

## Careful Strategic Planning And Implementation Efforts



## Technical Assistance Agreement with SANVA

- Entered in a Technical Assistance Agreement (TAA) with its Japanese partner 'Sanwa Packing Industry Co. Ltd.' for Light Weight Aluminium Heat Shields
- Light Weight Aluminium Heat Shield – Nimbus (Product name) by Sanwa is the world's first aluminium light weight heatshield for exhaust systems
- This product will be used for automotive applications and is a futuristic product technology which offers 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

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

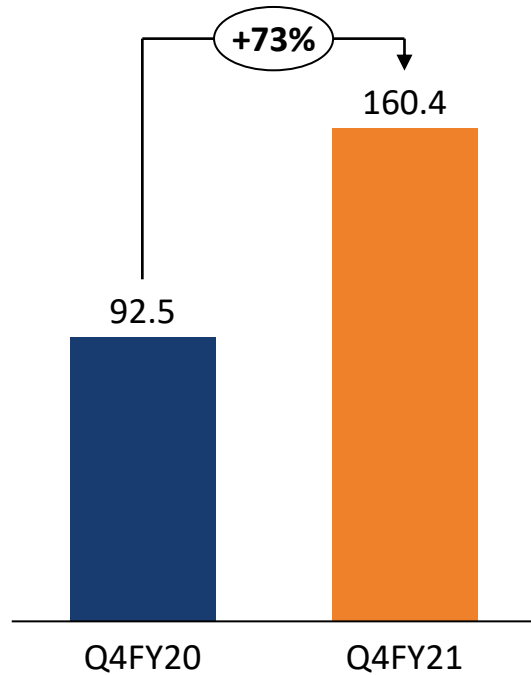
*"We had a great start of the year 2021 by addition of this order to our portfolio. This order our second large win in the current financial year and is a testimony to our capabilities of a trusted and quality focused supplier in the Auto Components Industry. This order further enhances the revenue growth visibility and will lead to operating leverage benefits due to low level of capex required to fulfil this order.*

*We remain buoyant on the export opportunities for Indian Auto Components Industry and believe the positive momentum to continue for specialized manufacturers like us."*

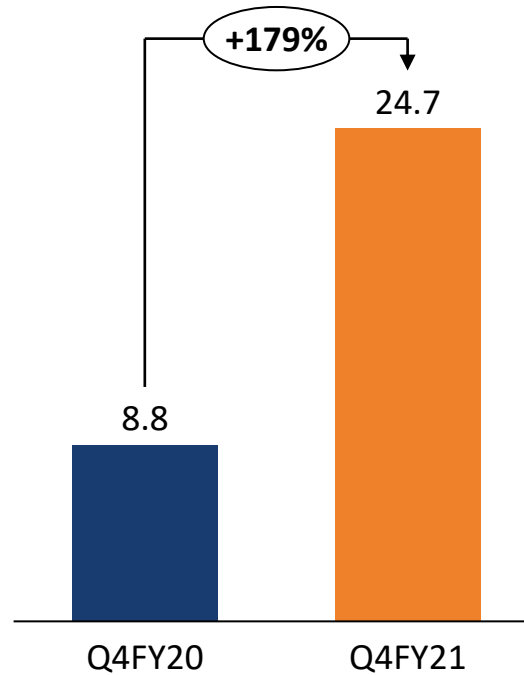
# Consolidated Q4 – FY21 Performance Highlights

Rs. Crores

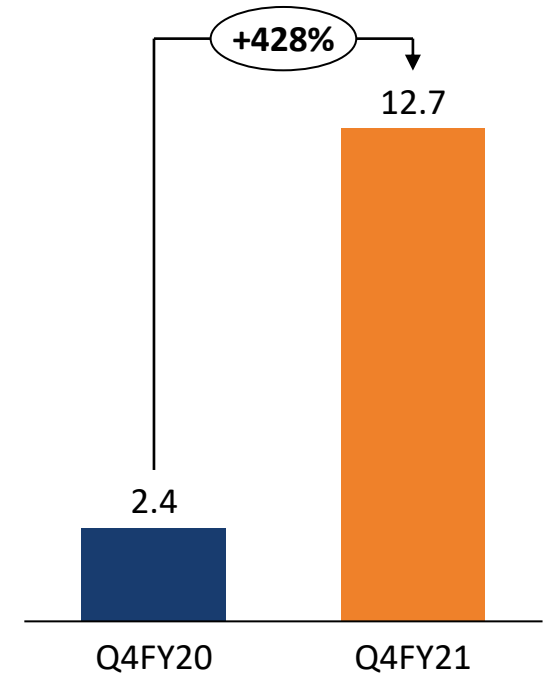
## Total Income from Operations<sup>^</sup>



## EBIDTA<sup>^</sup>



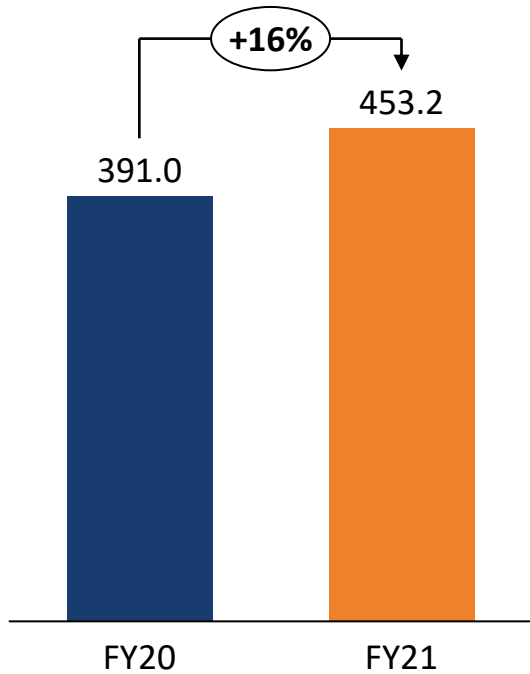
## PAT<sup>\*</sup>



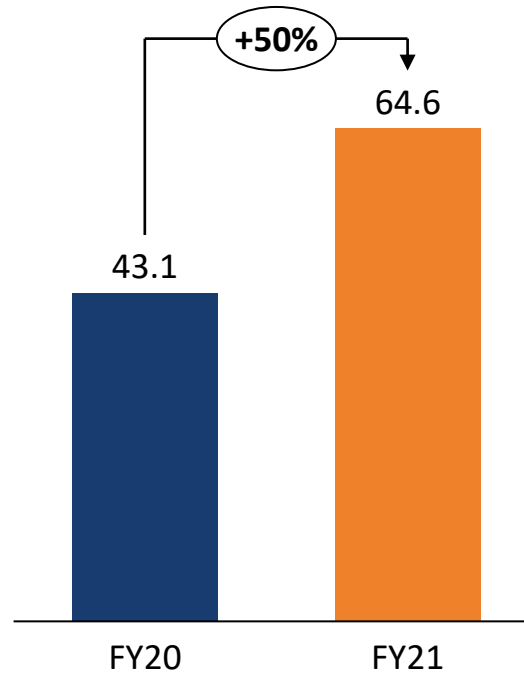
# Consolidated FY21 Performance Highlights

Rs. Crores

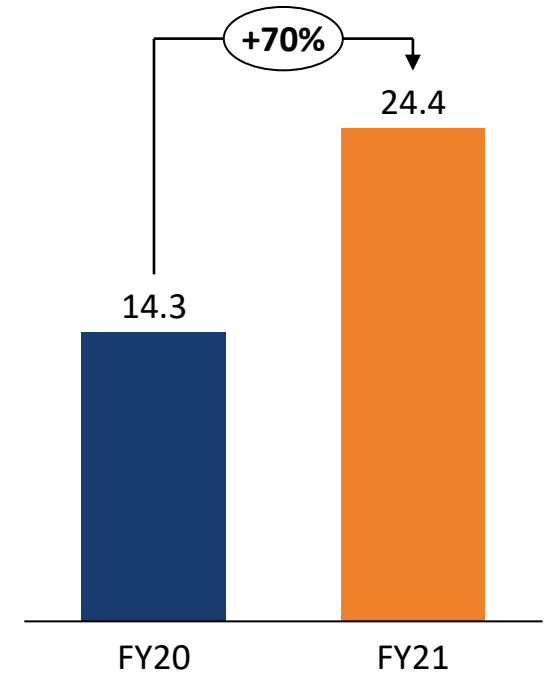
## Total Income from Operations<sup>^</sup>



## EBIDTA<sup>^</sup>



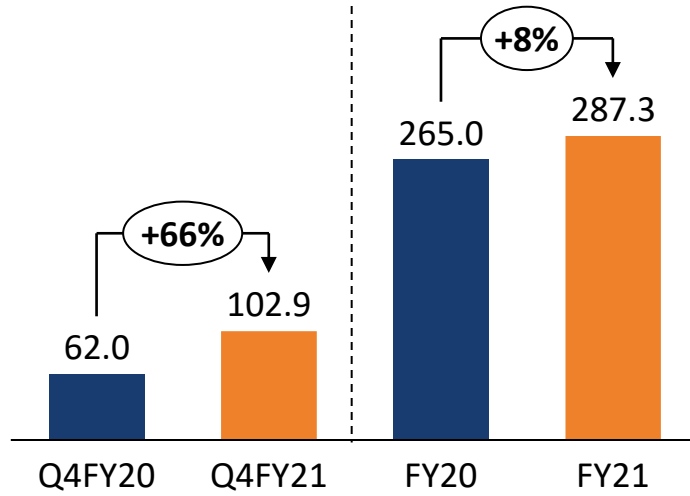
## PAT\*



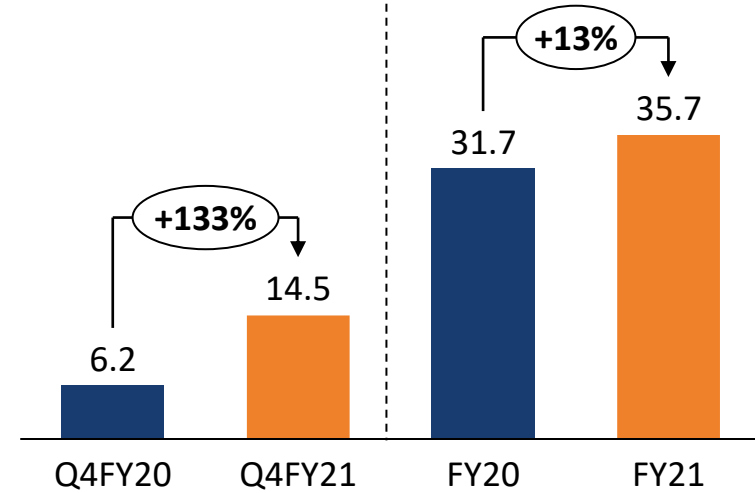
# Q4 & FY21 Standalone Business Performance Highlights

## Total Income from Operations

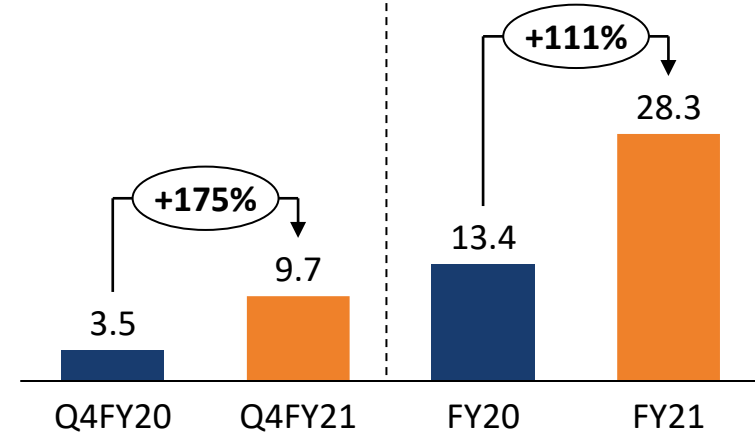
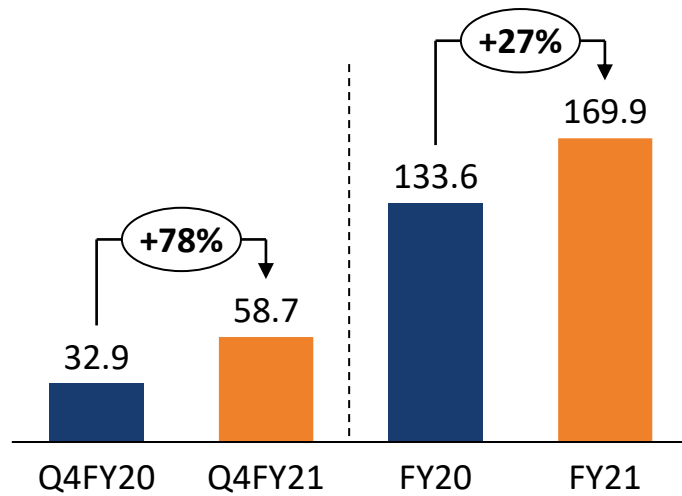
### Gaskets



## EBIDTA



### Forgings

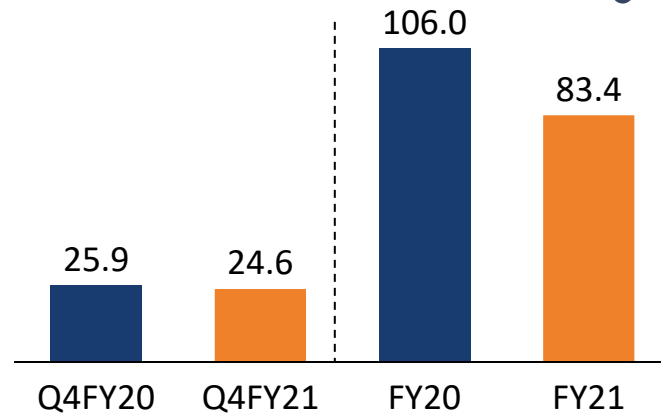




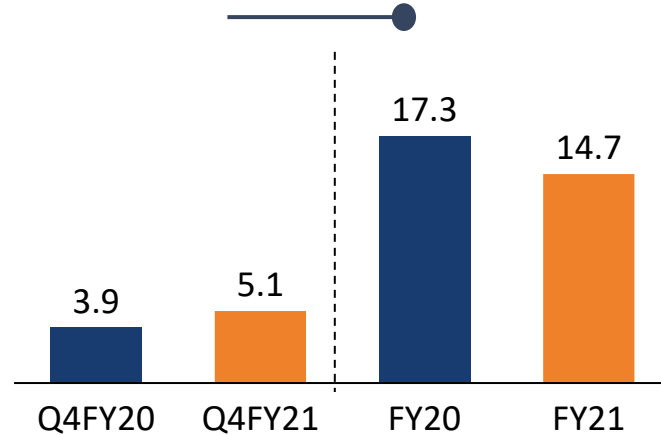
# Q4 & FY21 JV's Performance Highlights

## Nippon Leakless Talbros Pvt Ltd

Total Income from Operations

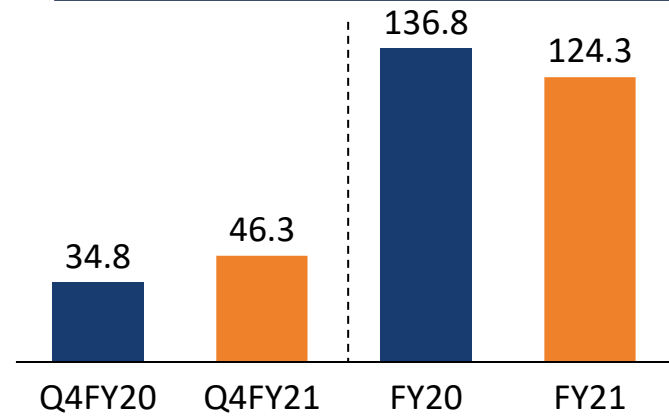


EBIDTA

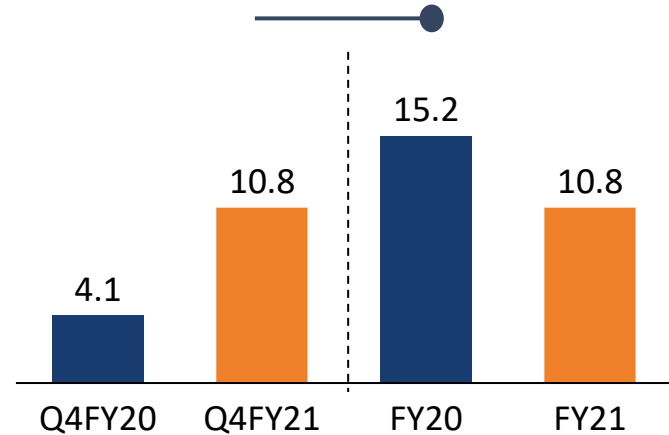


## Marelli Talbros Chassis Systems Pvt Ltd

Total Income from Operations

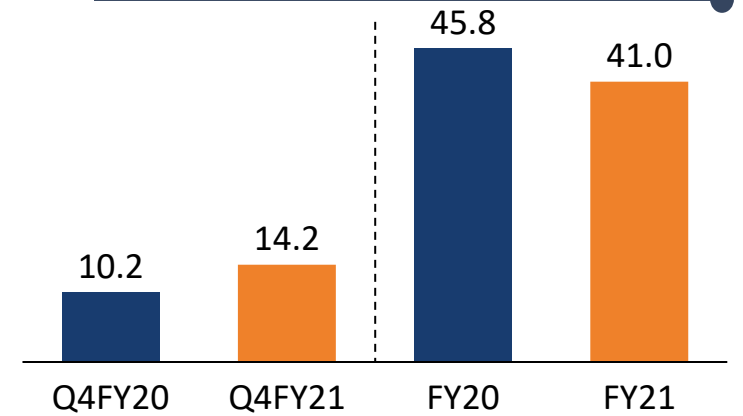


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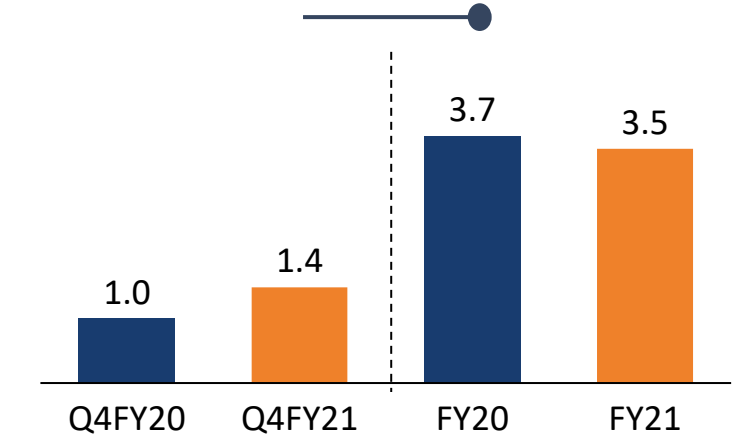


## Talbros Marugo Rubber Pvt Ltd

Total Income from Operations

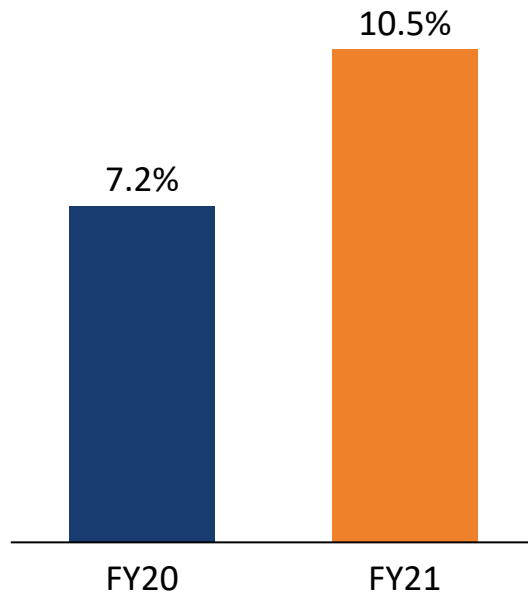


EBIDTA

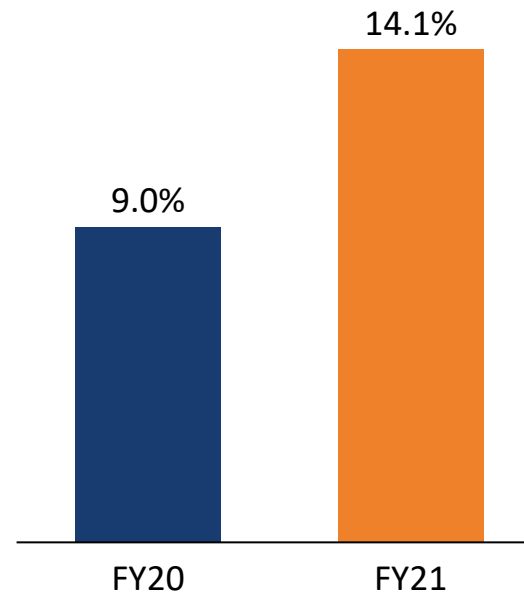


# Improving Our Key Metrics

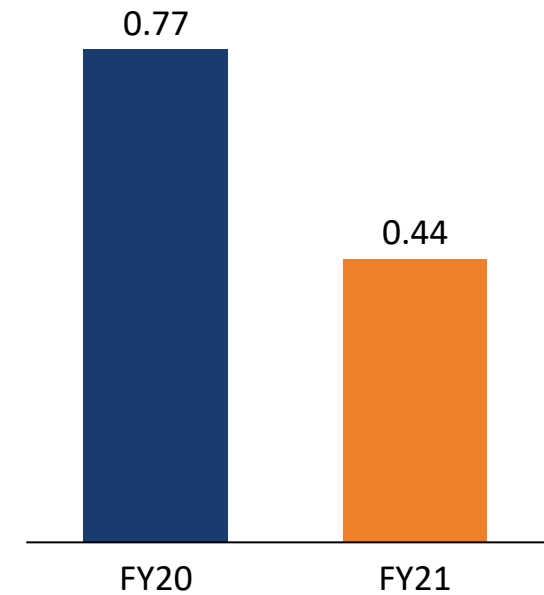
## Return on Equity



## Return on Capital Employed



## Debt/Equity



Note:

- All the ratios have been calculated on Consolidated Basis
- PAT, Net Worth and Capital Employed is excluding Capital Gain
- EBIT is inclusive of JV Profit

# Q4 & FY21 Consolidated Profit & Loss Statement

Particulars (Rs. In crores)	Q4 FY21	Q4 FY20	Y-o-Y	FY21	FY20	Y-o-Y
<b>Revenue from Operations</b>	<b>157.6</b>	<b>91.6</b>	<b>72.0%</b>	<b>444.2</b>	<b>385.3</b>	<b>15.3%</b>
Other Income	2.8	0.8		9.0	5.7	
<b>Total revenue from Operation</b>	<b>160.4</b>	<b>92.5</b>	<b>73.5%</b>	<b>453.2</b>	<b>391.0</b>	<b>15.9%</b>
Raw Material	82.4	47.7		238.2	204.8	
Employee Cost	16.8	13.4		53.9	56.0	
Other Expenses	36.6	22.6		96.4	87.1	
<b>EBITDA</b>	<b>24.7</b>	<b>8.8</b>	<b>179.1%</b>	<b>64.6</b>	<b>43.1</b>	<b>50.1%</b>
<b>EBITDA Margin</b>	<b>15.4%</b>	<b>9.6%</b>		<b>14.3%</b>	<b>11.0%</b>	
Depreciation	6.5	5.1		23.0	19.2	
<b>EBIT</b>	<b>18.2</b>	<b>3.7</b>	<b>384.5%</b>	<b>41.7</b>	<b>23.9</b>	<b>74.4%</b>
<b>EBIT Margin</b>	<b>11.3%</b>	<b>4.1%</b>		<b>9.2%</b>	<b>6.1%</b>	
Finance cost	3.1	3.7		13.5	16.1	
Share of Profit from JVs	2.7	1.6		5.5	7.9	
<b>Profit before Tax (before Exceptional items)</b>	<b>17.8</b>	<b>1.7</b>	<b>-</b>	<b>33.7</b>	<b>15.7</b>	<b>115.1%</b>
Tax	5.0	-0.8		9.2	1.3	
<b>Profit After Tax (before Exceptional items)</b>	<b>12.7</b>	<b>2.4</b>	<b>-</b>	<b>24.4</b>	<b>14.3</b>	<b>70.4%</b>
<b>PAT Margin %</b>	<b>7.9%</b>	<b>2.6%</b>		<b>5.4%</b>	<b>3.7%</b>	
Exceptional items	18.1	-2.1		18.1	-2.1	
Capital Gain Tax on Exceptional items	3.4	0.0		3.4	0.0	
<b>Profit After Tax (After Exceptional items)</b>	<b>27.4</b>	<b>0.3</b>	<b>-</b>	<b>39.1</b>	<b>12.2</b>	<b>220.8%</b>
<b>PAT Margin %</b>	<b>111.3%</b>	<b>3.1%</b>		<b>60.5%</b>	<b>28.3%</b>	

# FY21 Consolidated Balance Sheet

ASSETS	Mar-21	Mar-20
<b>Non-current assets</b>		
Property, plant and equipment	145.4	149.2
Capital work in progress	3.0	0.6
Investment property	3.1	2.9
Intangible assets	1.2	1.3
Intangible assets under development	-	0.2
Investments accounted for using the equity method	51.7	46.1
<b>Financial assets</b>		
Investments	21.5	6.7
Loans	1.5	1.5
Other financial assets	0.1	0.3
Non-Current tax assets (Net)	-	2.4
Other non-current assets	2.5	3.6
<b>Sub-total - Non-Current Assets</b>	<b>230.0</b>	<b>215.0</b>
<b>Current assets</b>		
Inventories	102.1	107.9
<b>Financial assets</b>		
Trade receivables	155.0	125.2
Cash and cash equivalents	2.7	3.7
Bank balances other than Cash and Cash equivalents	9.1	3.9
Loans	4.7	5.7
Other financial assets	2.8	1.4
Other current assets	22.5	17.0
<b>Sub-total - Current Assets</b>	<b>298.9</b>	<b>264.9</b>
<b>TOTAL - ASSETS</b>	<b>528.9</b>	<b>479.9</b>

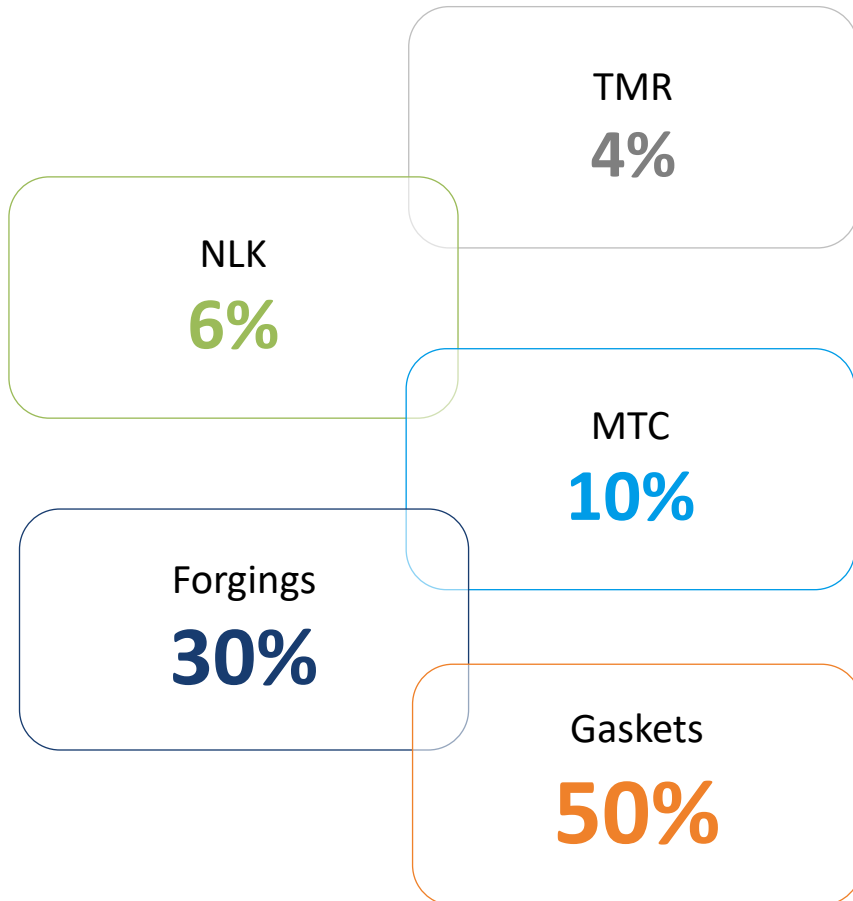
EQUITY AND LIABILITIES	Mar-21	Mar-20
<b>Equity</b>		
Equity Share capital	12.3	12.3
Other equity	235.2	185.6
<b>Sub-total - Shareholders' funds</b>	<b>247.5</b>	<b>197.9</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	14.1	20.1
Other financial liabilities	0.2	0.3
Provisions	2.3	3.1
Deferred tax liabilities (net)	5.5	2.9
Other non-current liabilities	0.7	0.7
<b>Sub-total - Non-current liabilities</b>	<b>22.8</b>	<b>27.1</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	70.6	121.1
Trade payables	149.4	105.6
Other financial liabilities	27.4	20.4
Other current liabilities	4.0	6.8
Provisions	0.9	0.9
Current tax liabilities (net)	6.4	0.0
<b>Sub-total - Current liabilities</b>	<b>258.6</b>	<b>254.8</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>528.9</b>	<b>479.9</b>

As per Ind AS (Rs. In crores)

# FY21 Consolidated Cash Flow Statement

Particulars (Rs in Cr)	FY21	FY20
<b>PBT</b>	<b>51.8</b>	<b>13.5</b>
Adjustments	10.2	26.0
<b>Operating profit before working capital changes</b>	<b>62.0</b>	<b>39.6</b>
Changes in working capital	8.9	0.4
<b>Cash generated from operations</b>	<b>70.9</b>	<b>39.9</b>
Direct taxes paid (net of refund)	-4.7	-2.9
<b>Net Cash from Operating Activities</b>	<b>66.2</b>	<b>37.0</b>
<b>Net Cash from Investing Activities</b>	<b>-1.9</b>	<b>-14.5</b>
<b>Net Cash from Financing Activities</b>	<b>-65.3</b>	<b>-21.1</b>
<b>Net Change in cash and cash equivalents</b>	<b>-1.0</b>	<b>1.4</b>
Opening Cash Balance	3.7	2.3
<b>Closing Cash Balance</b>	<b>2.7</b>	<b>3.7</b>

## FY21 - Revenue Contribution



Proportionate Share of JV

## Segments

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

## Product Portfolio

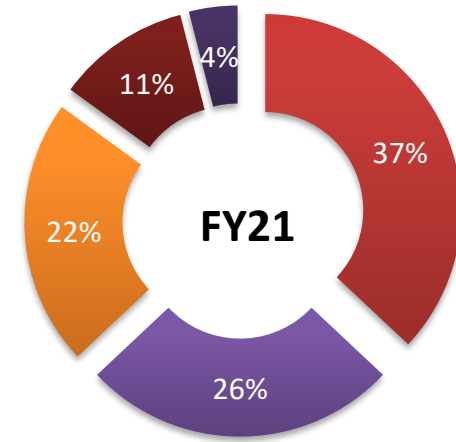
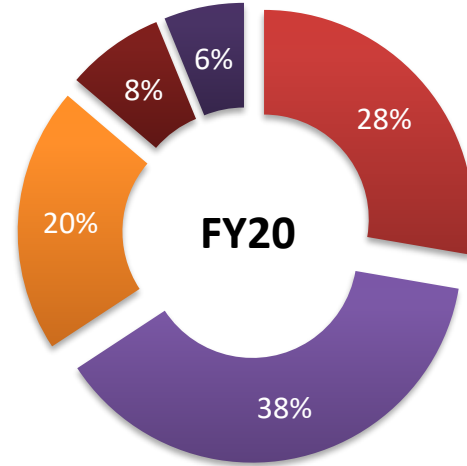
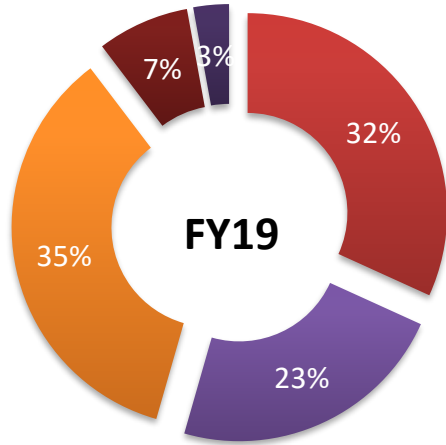
- Gaskets
- Heat Shields
- Forgings
- Chassis Systems
- Anti vibration
- Hoses

## Market Exposure

- OEMs
- After Market
- Exports
- Others

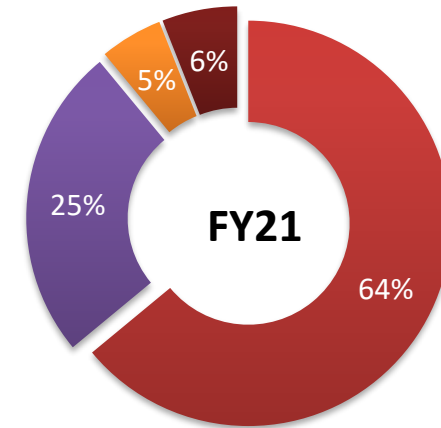
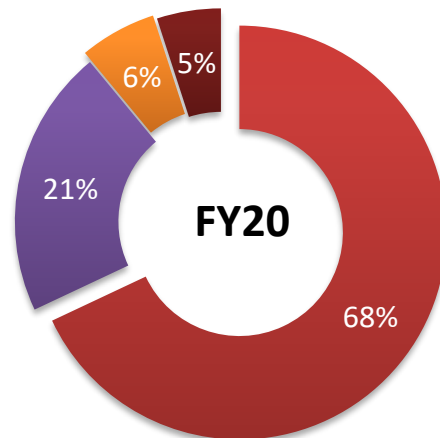
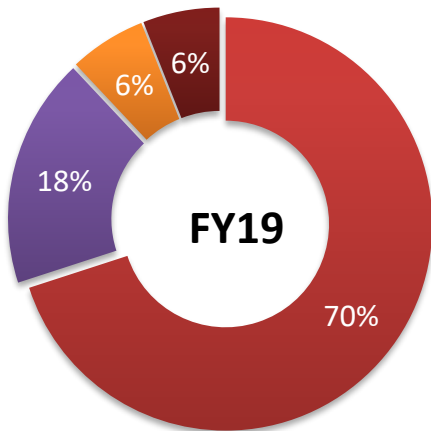
# Across varied segments...

Domestic Break Up\*



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

Overall Break Up\*

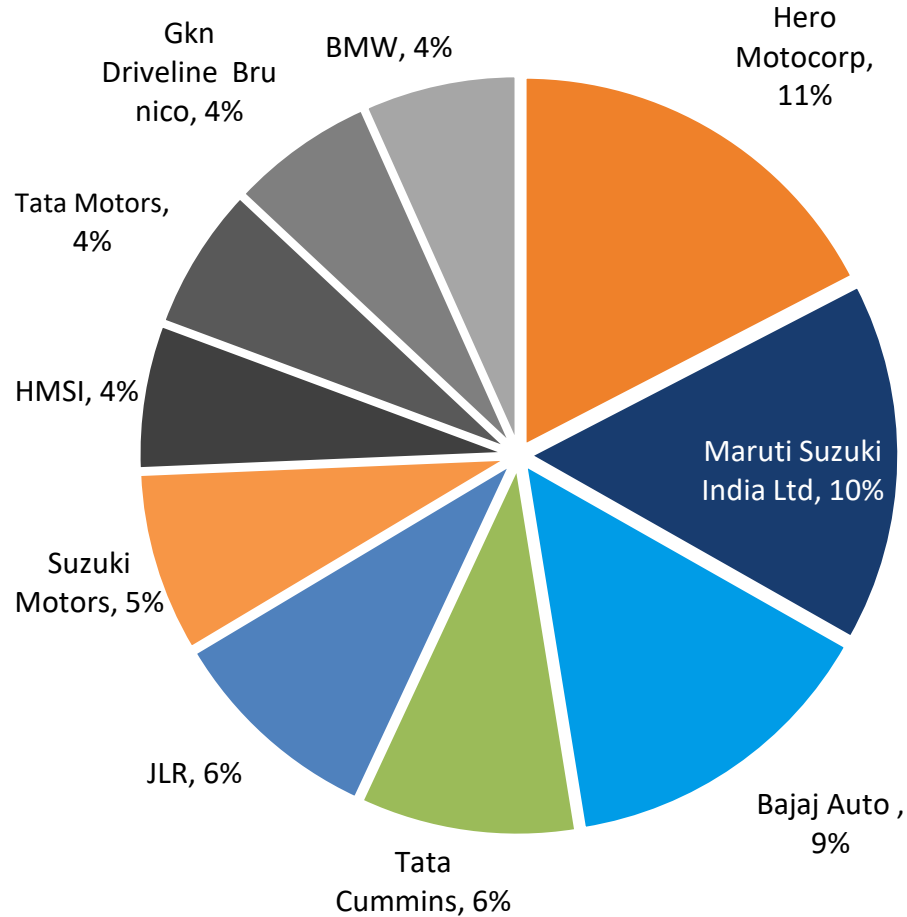


■ OEM   ■ Exports   ■ After Market   ■ Others

\*Proportionate Share of JV

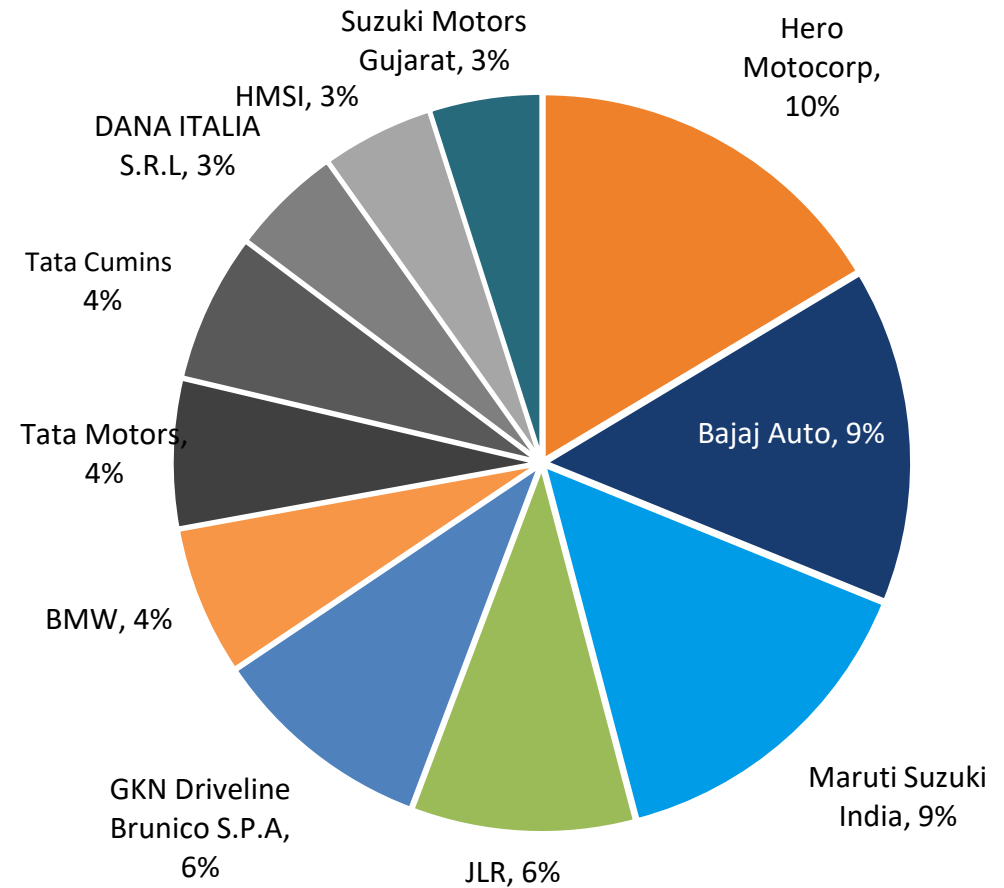
# Having Diversified Customer base - Top 10 Customers

**FY20 – Rs. 688 Cr.^**



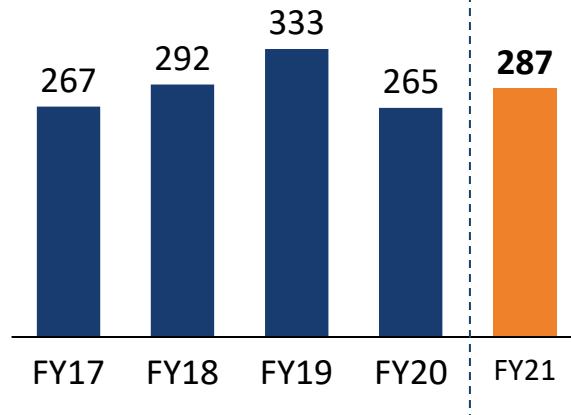
Including Total Share of JV

**FY21 – Rs. 705 Cr.^**

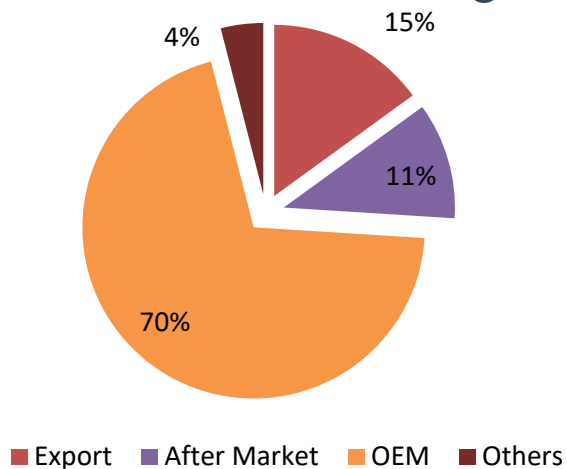




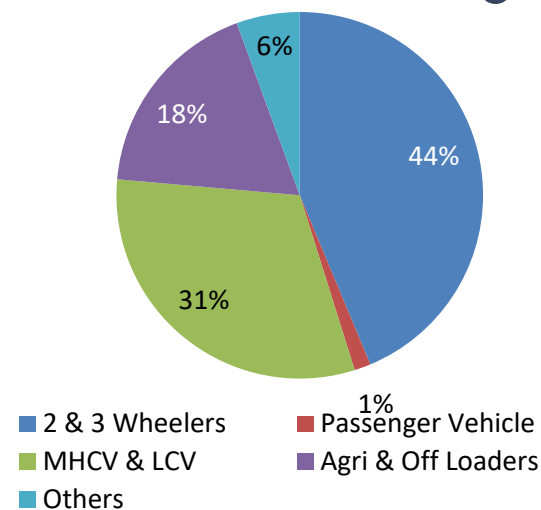
## Standalone



## Segment wise Break Up



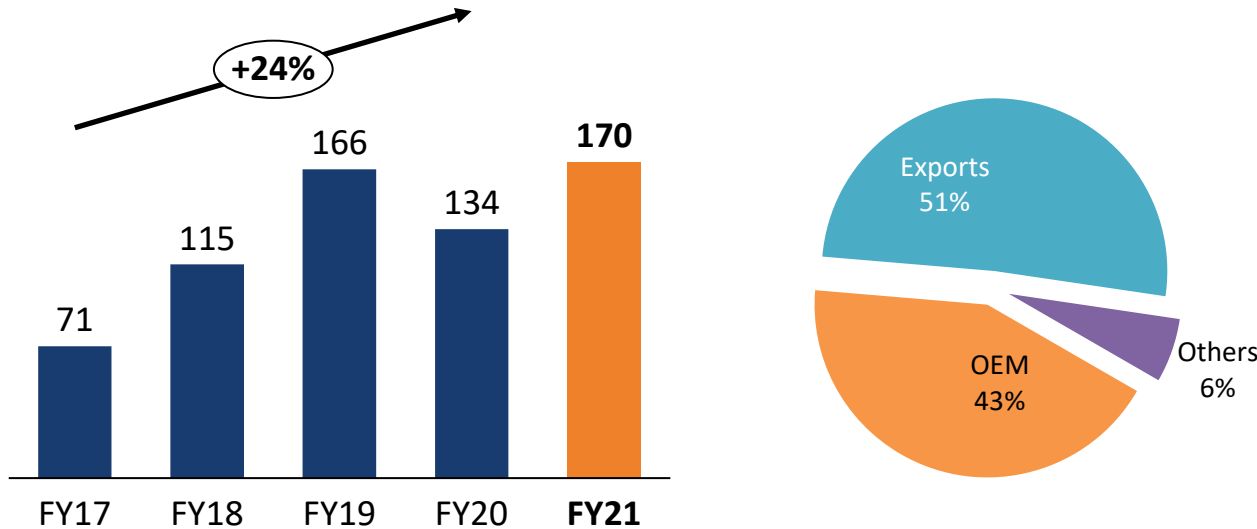
## FY21 OEM Breakup



\* Includes other income

- 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



- 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

- 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 **FY21 stood at Rs 170 Cr**

### Products - Various Types

- King Pins
- Gear Blanks
- Housing & Yoke Shafts

\*Proportionate share of JV Revenue has been considered

\* Includes other income

# Strong Global Partnerships - Joint Ventures



## 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
- Hoses

### KEY CUSTOMERS

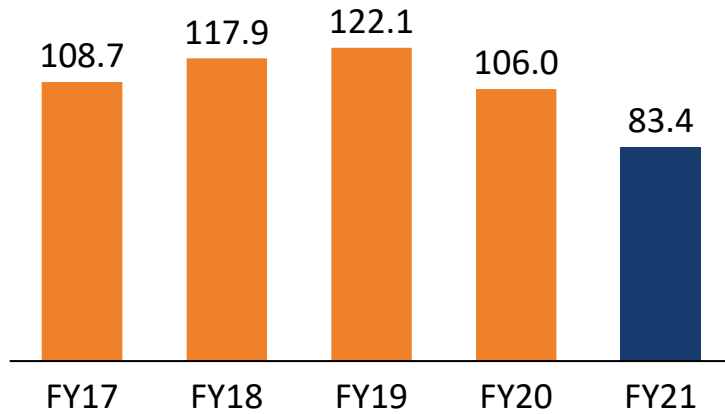
- Hero Motor Corp
- HMSI
- India Yamaha
- Honda Car India
- Honda Siel Power Products

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

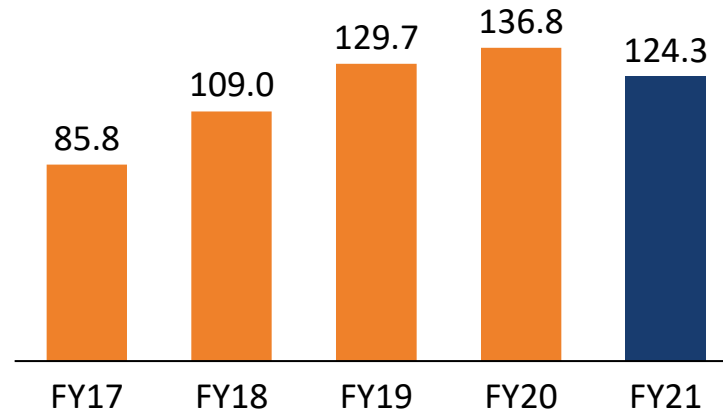
- Maruti Suzuki
- QH Talbros
- Daimler India Commercial Vehicle Pvt Ltd, Tamilandu
- Suzuki Motors Gujarat Pvt Ltd

# JV's Performance Highlights

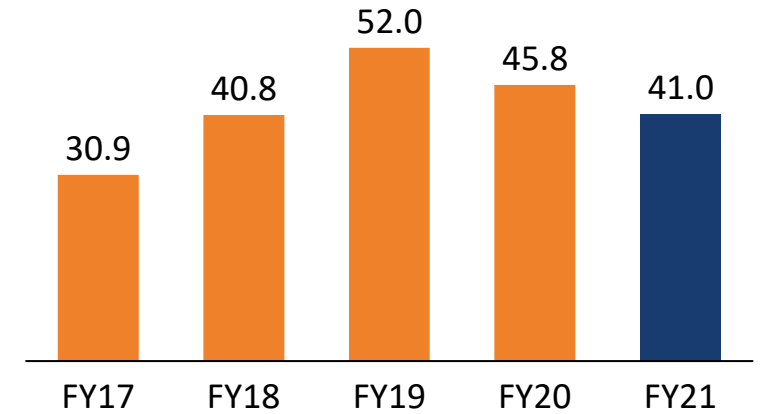
## *Nippon Leakless Talbros Pvt Ltd*



## Marelli Talbros Chassis Systems Pvt Ltd



## *Talbros Marugo Rubber Pvt Ltd*



Total Income from Operations

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**



## ***Anuj Talwar – Joint Managing Director***

*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 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

 <p><b>Mr. Naresh Talwar</b> <i>Chairman</i></p>	<ul style="list-style-type: none"> <li>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.</li> <li>He is a graduate from St. Stephen College, Delhi University, having rich experience in the automotive components industry for more than 53 years.</li> </ul>	 <p><b>Mr. Umesh Talwar</b> <i>Vice Chairman &amp; MD</i></p>	<ul style="list-style-type: none"> <li>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</li> <li>Mr. Umesh Talwar is one of the Promoters of the Company and has been managing the affairs of the company as its Vice Chairman &amp; Managing Director (VCMD) since 2000</li> </ul>
 <p><b>Mr. Varun Talwar</b> <i>Joint Managing Director</i></p>	<ul style="list-style-type: none"> <li>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.</li> <li>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 &amp; Health Care Industry</li> </ul>	 <p><b>Mr. Anuj Talwar</b> <i>Joint Managing Director</i></p>	<ul style="list-style-type: none"> <li>Mr. Anuj Talwar, aged 40 years, is a Bachelor in Business Administration from college of William &amp; Mary, Virginia, USA and Master of Business Administration from Boston University Graduate School of Management</li> <li>Associated with the Company since 2008. He had over 16 years of rich experience in the Corporate Finance, Credit analysis and Auto Industry</li> </ul>
 <p><b>Mr. Navin Juneja</b> <i>Director</i></p>	<ul style="list-style-type: none"> <li>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</li> <li>Advises various companies on financial management and corporate planning. He had more than 36 years of rich experience in Finance, Accounting and Strategic Planning</li> </ul>	 <p><b>Mr. Vidur Talwar</b> <i>Non-Executive Director</i></p>	<ul style="list-style-type: none"> <li>Mr. Vidur Talwar, aged 49 years has done B.S. in Business Administration and MBA in Finance from Drexel University, Philadelphia, PA</li> <li>Responsible for day-to-day operations of T&amp;T Motors, dealers for Mercedes Benz. He has more than 25 years of rich and varied experience in automotive components industry</li> </ul>
 <p><b>Mr. V Mohan</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>Mr. V. Mohan, aged 69 years, is a Bachelor in Commerce from Madras University and is a fellow member of the Institute of Chartered Accountants of India. He is an Independent Director on the Board of the Company</li> <li>Partner of M/s. V Sankar Aiyar &amp; Co., a Chartered Accountants firm and is presently on the Board of several companies. He is a Corporate Advisor and advises various companies on taxation and other matters</li> </ul>	 <p><b>Mr Anil Kumar Mehra</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>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.</li> <li>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 &amp; Special Investigative Audit</li> </ul>
 <p><b>Mr. Amit Burman</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>	 <p><b>Mr. Tarun Singhal</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>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</li> </ul>
 <p><b>Mrs. Priyanka Gulati</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>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 &amp; 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</li> </ul>	 <p><b>Mr. Ajay Kumar Vij</b> <i>Independent Director</i></p>	<ul style="list-style-type: none"> <li>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</li> <li>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</li> </ul>

## ***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 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 Chassis System Pvt. Ltd.**

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

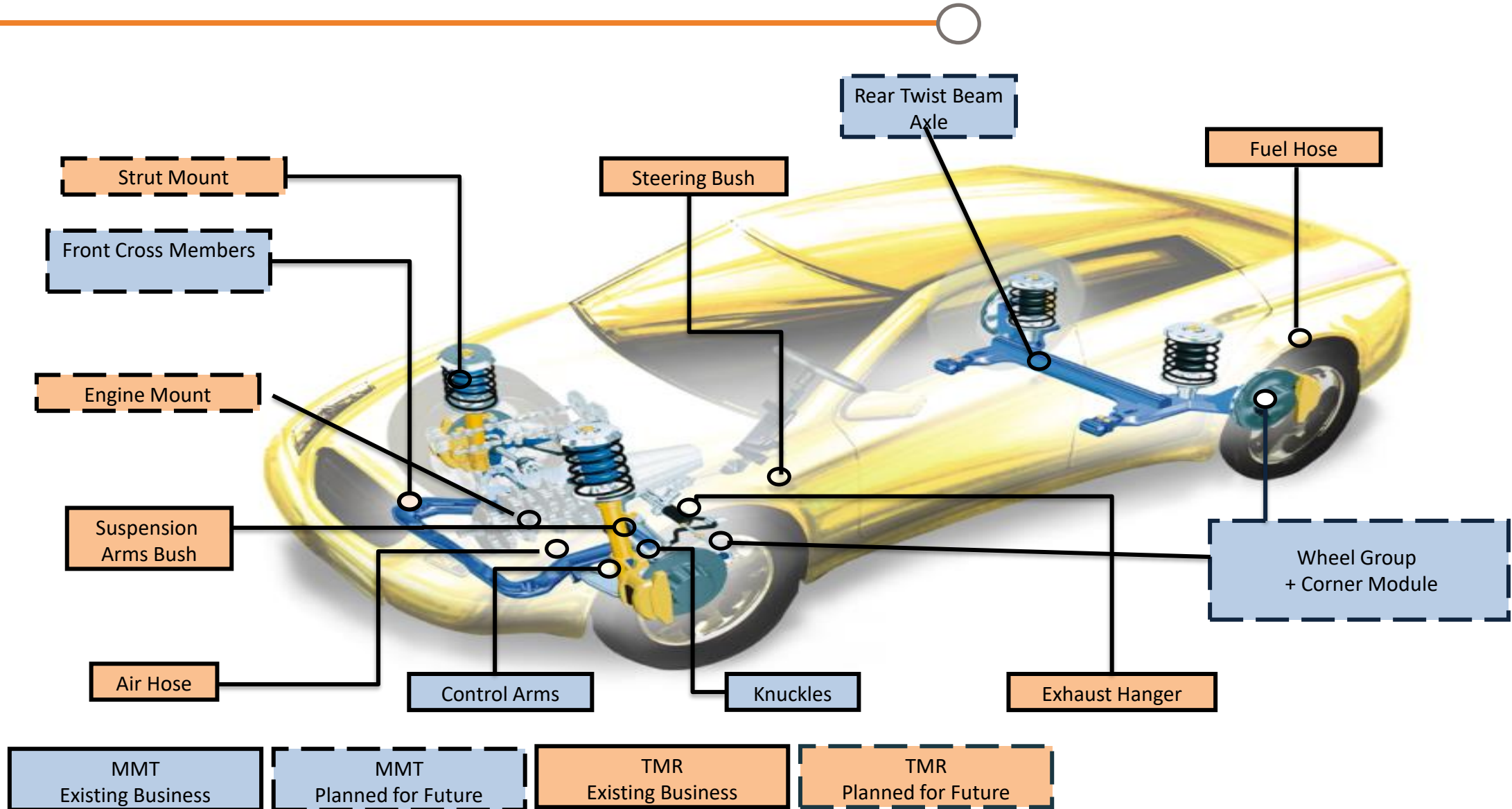
## ***Mr. Toshiya Morimoto***

### **Managing Director – Talbros Marugo Rubber Pvt. Ltd**

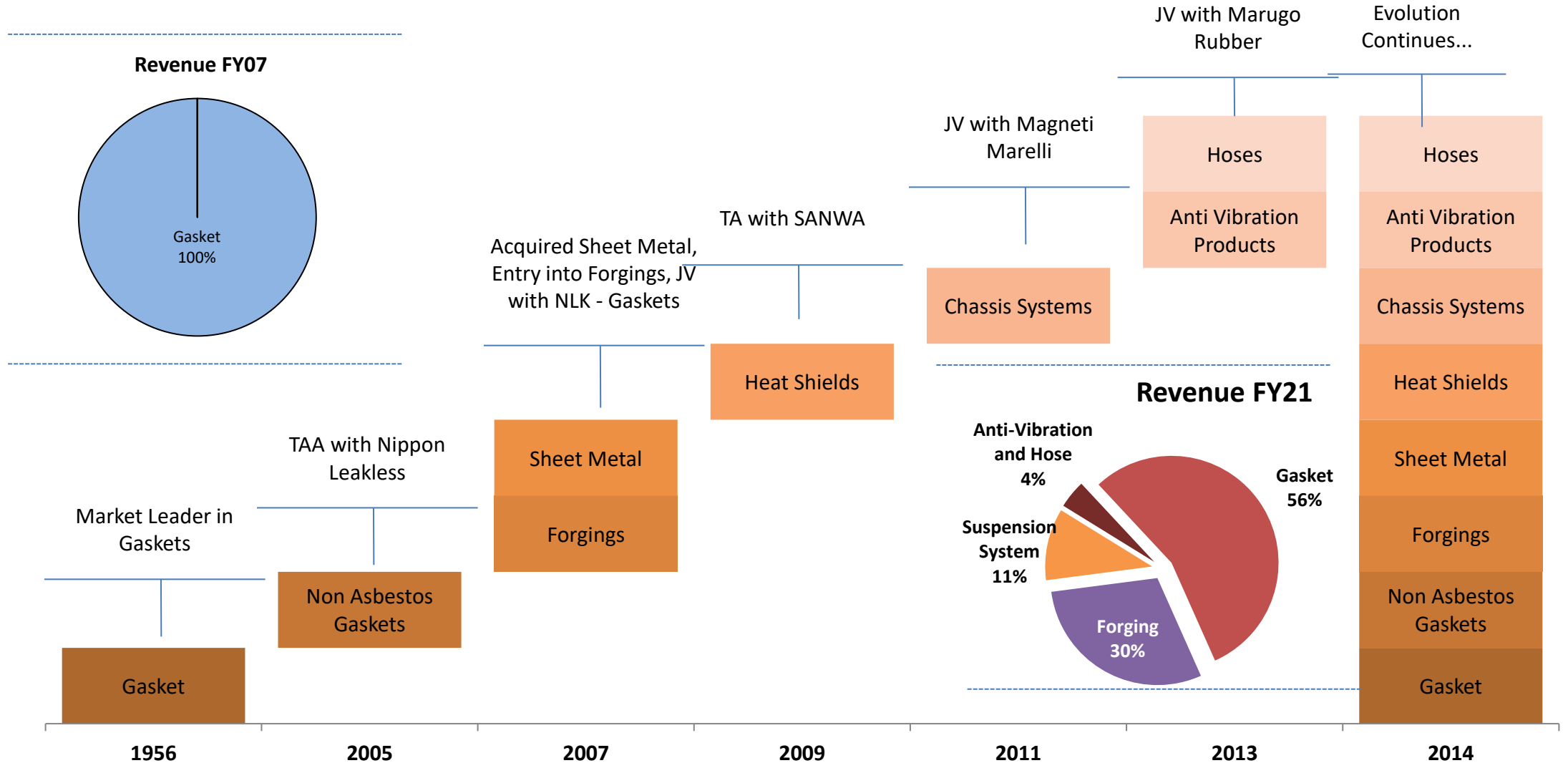
He is an Engineer and has an experience of over 37 years and has worked with Sanyo Electric Co. Limited



# Scope of Joint Ventures



# Evolving Product Portfolio



# Diversified Customer - OEM

Hedged Customer Base

2 Wheeler



Passenger



HCV/LCV



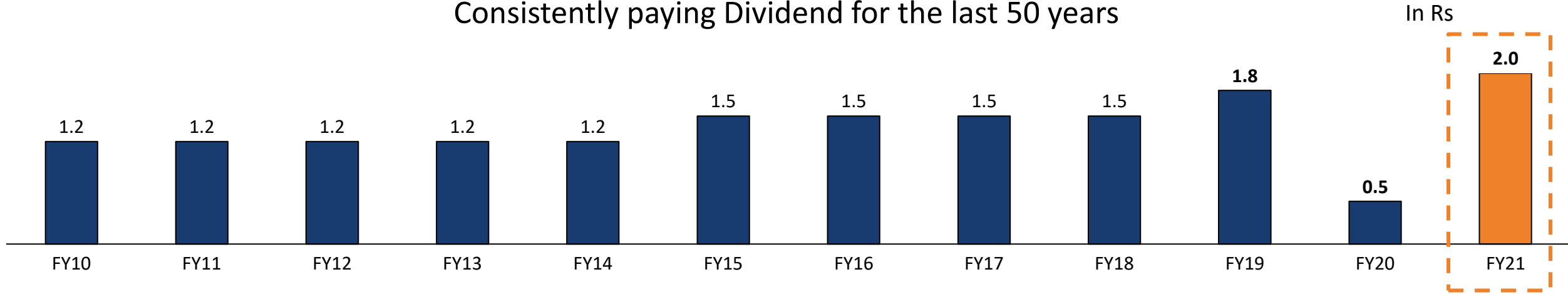
Agri & Off Loader



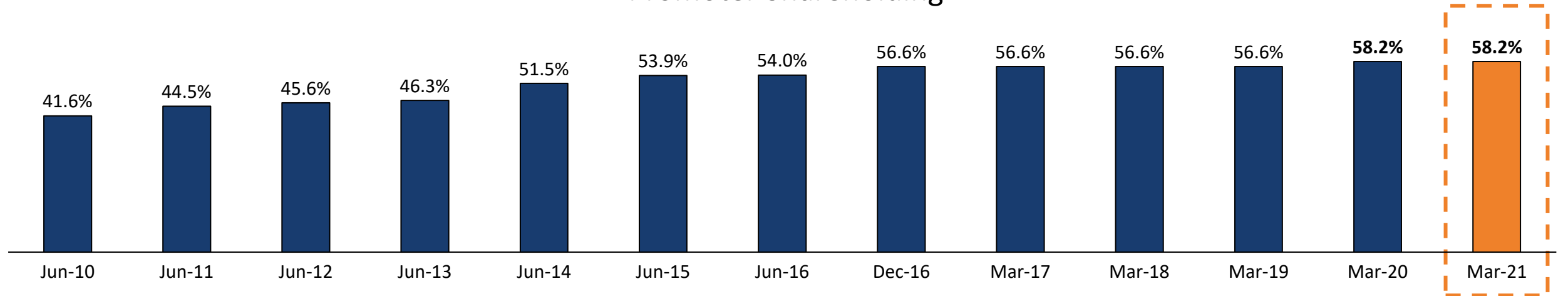
Agri & Off Loader



Consistently paying Dividend for the last 50 years



Promoter Shareholding



# 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 16<sup>th</sup> 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**



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



**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

Ms. Seema Narang  
[seema\\_narang@talbros.com](mailto:seema_narang@talbros.com)

[www.talbros.com](http://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](mailto:shogun.jain@sgapl.net) / [akashi.modi@sgapl.net](mailto:akashi.modi@sgapl.net)

Tel: +91 77383 77756 / +91 96198 96128  
[www.sgapl.net](http://www.sgapl.net)