

Safe Harbour



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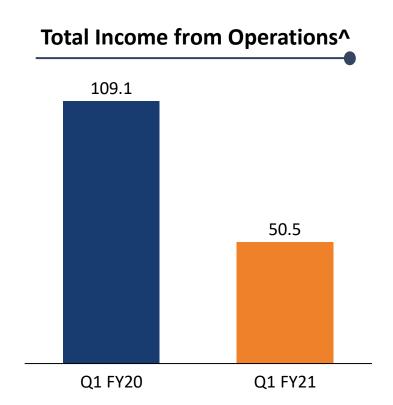
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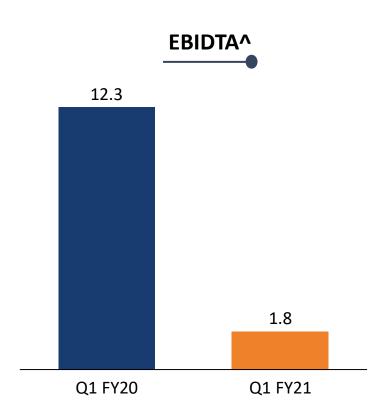
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Consolidated Q1FY21 Performance Highlights



Rs. Crores

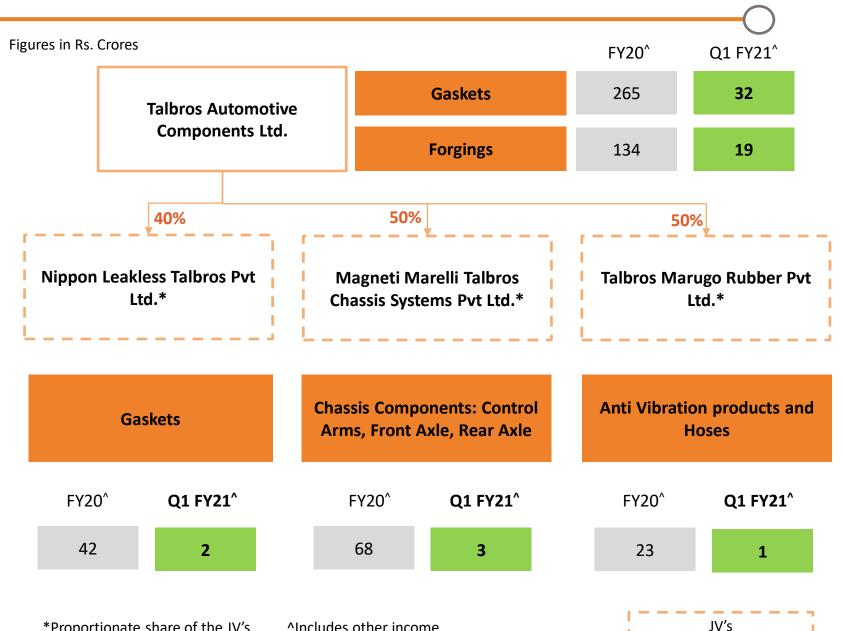




Continuous focus on Cost Optimization resulted in Positive EBITDA during these challenging times

TACL Group – Corporate Structure





Group Turnover As per I-GAAP

FY20

688

Q1 FY21

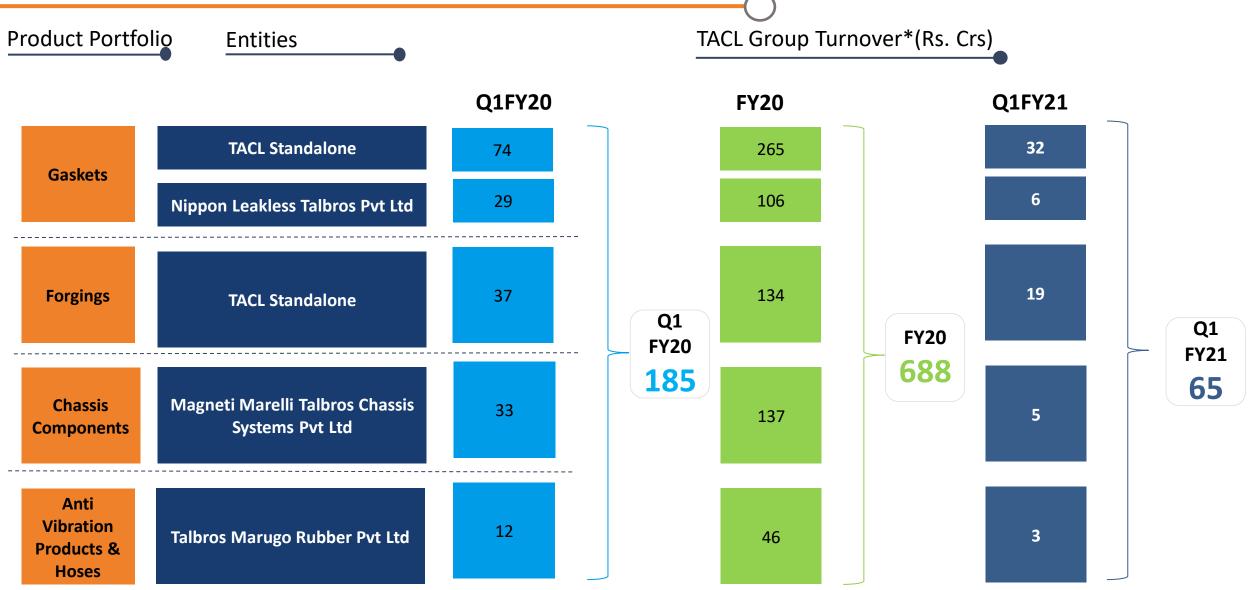
Consolidated Revenue As per IND-AS

FY20[^]

Q1 FY21[^]

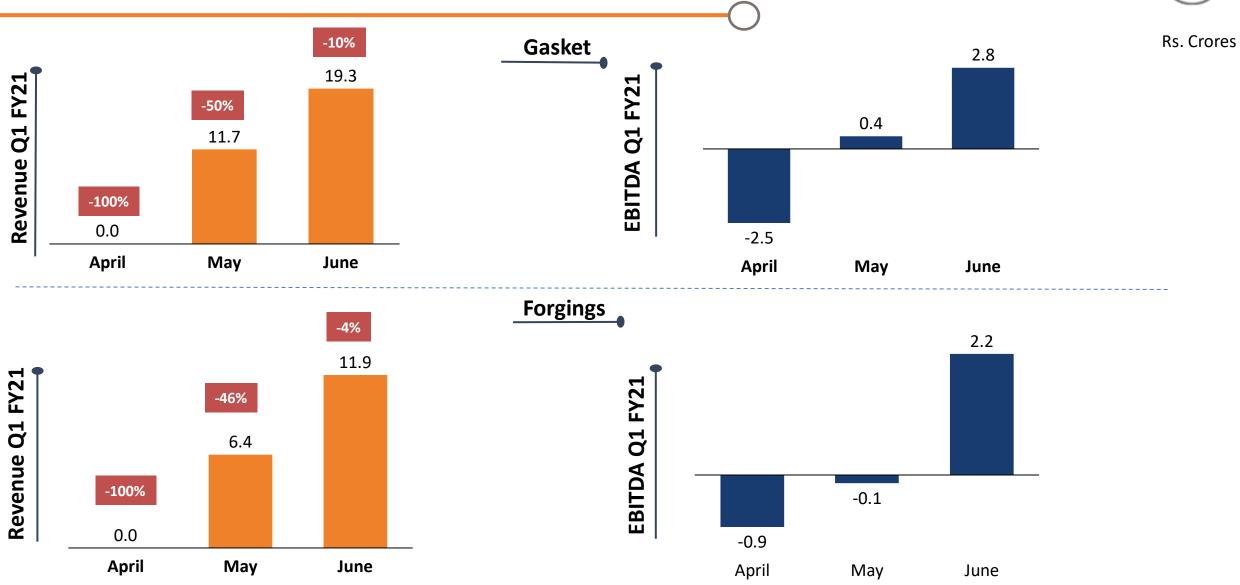
Talbros Automotive Components Ltd (TACL) - Group





Witnessing Gradual Recovery on MoM basis (1)





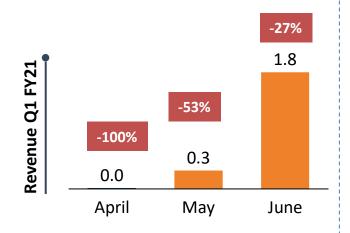
As per Ind AS ^ Excludes Other Income

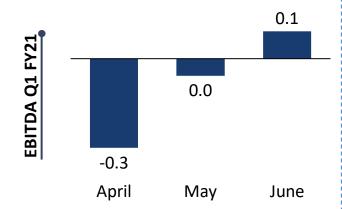
% change on YoY basis

Witnessing Gradual Recovery on MoM basis (2^)

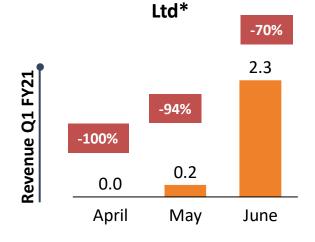


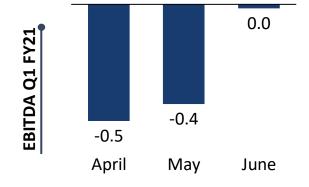
Nippon Leakless Talbros Pvt Ltd*



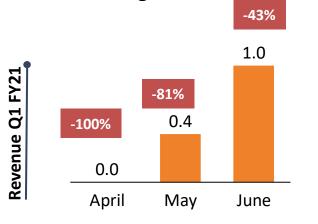


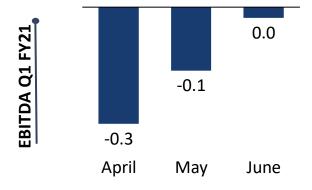
Magneti Marelli Talbros Chassis Systems Pvt





Talbros Marugo Rubber Pvt Ltd*

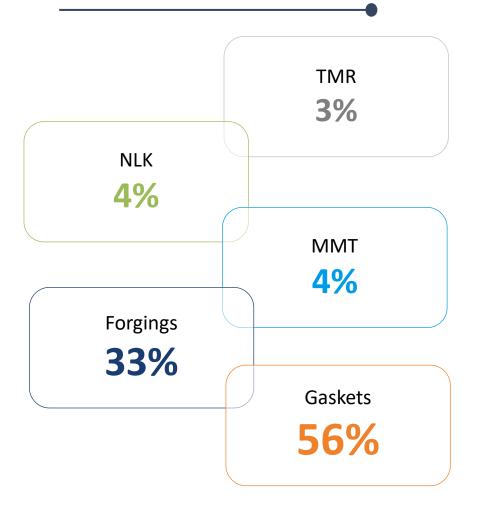




Hedged Portfolio...



Q1FY21 - Revenue Contribution



Segments

2 Wheelers

3Wheelers

- Passenger Vehicles
- Commercial Vehicles
- Agri / Off-Loaders and Industrial

Product Portfolio

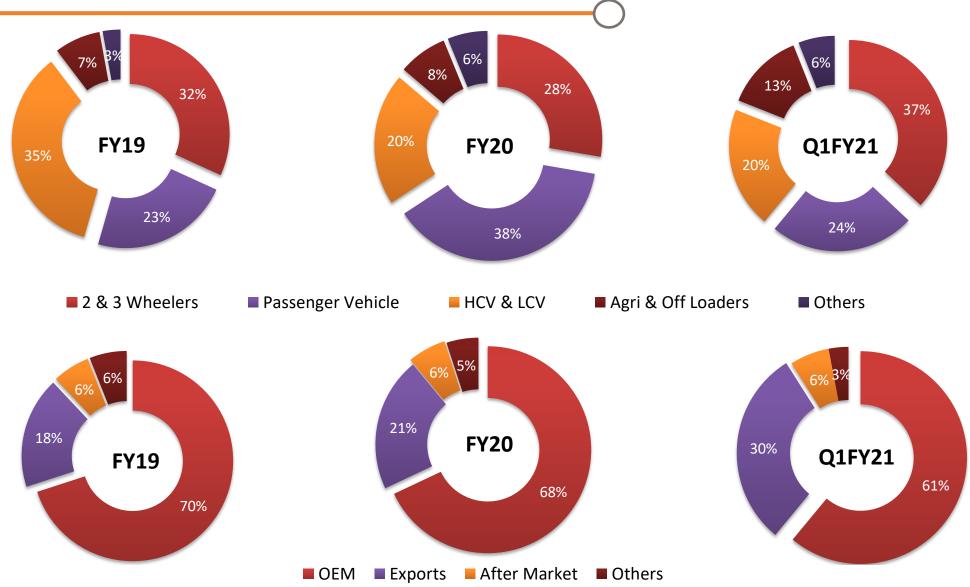
- Gaskets
- Heat Shields
- Forgings
- Chassis Systems
- Anti vibration
- Hoses

Market Exposure

- OEMs
- After Market
- Exports
- Others

Across varied segments...



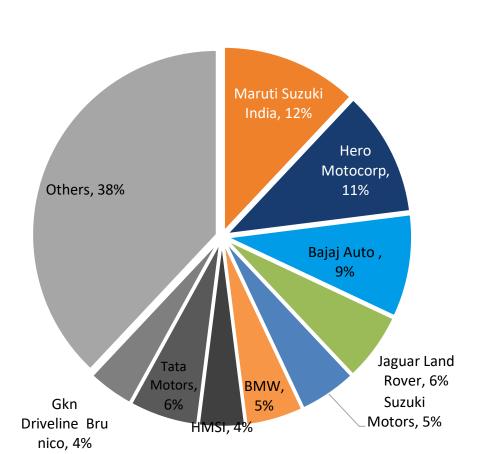


Having Diversified Customer base

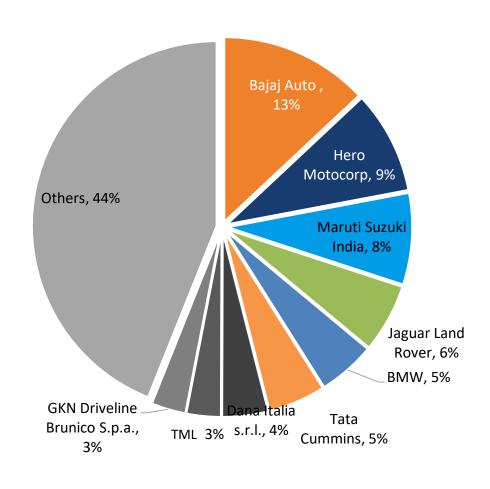


Rs. Crores





Q1FY21 – Rs. 65 Cr.^



Consolidated Q1 FY21 Highlights











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

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

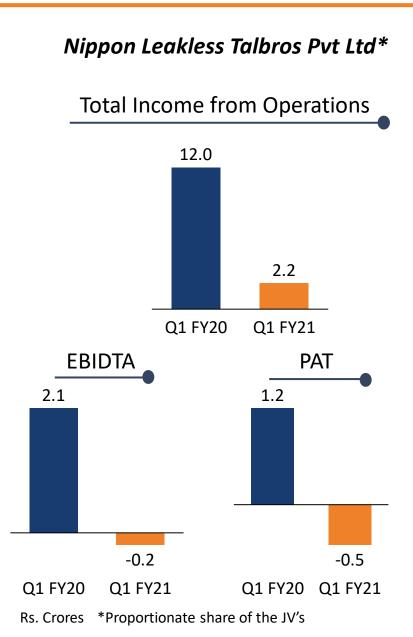
'Make in India' is opening doors for companies like Talbros to bring together the business opportunities from foreign players.

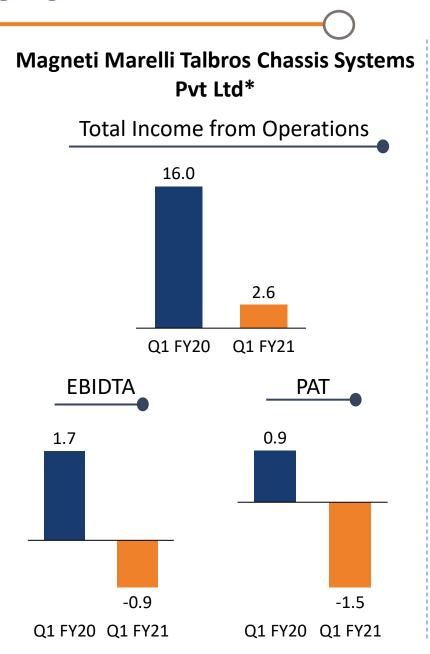
Way forward is going to be eventful. In the coming period, it's not only the topline which will require the concentration, the focus will also be shifted on strategic planning and our hedged nature of Business coupled with New Orders and sufficient capacity at Plants we are confident of our team to grow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

Q1 FY21 JV's Performance Highlights

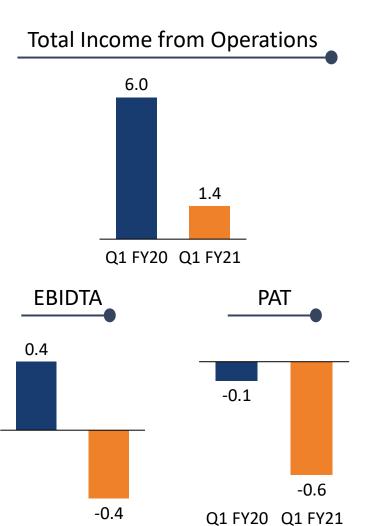


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Talbros Marugo Rubber Pvt Ltd*



Q1 FY20 Q1 FY21

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"

Q1FY21 Consolidated Profit & Loss Statement



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

FY20 Consolidated Balance Sheet



ASSETS	Mar-20	Mar-19
Non-current assets		
Property, plant and equipment	149.2	139.7
Capital work in progress	0.6	6.4
Investment property	2.9	3.1
Intangible assets	1.3	1.1
Intangible assets under development	0.2	0.2
Investments accounted for using the equity method	46.1	40.7
Financial assets		
Investments	6.7	20.1
Loans	1.5	1.2
Other financial assets	0.3	0.3
Non-Current tax assets (Net)	2.4	0.0
Other non-current assets	3.6	4.5
Sub-total - Non-Current Assets	215.0	217.3
Current assets		
Inventories	107.9	110.5
Financial assets		
Trade receivables	125.2	135.3
Cash and cash equivalents	3.7	2.3
Bank balances other than Cash and Cash equivalents	3.9	6.9
Loans	5.7	5.7
Other financial assets	1.4	0.7
Other current assets	17.0	18.9
Sub-total - Current Assets	264.9	280.4
TOTAL - ASSETS	479.9	497.6

EQUITY AND LIABILITIES	Mar-20	Mar-19
Equity		
Equity Share capital	12.3	12.3
Other equity	185.6	186.4
Sub-total - Shareholders' funds	197.9	198.8
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	20.1	25.2
Other financial liabilities	0.3	0.1
Provisions	3.1	3.6
Deferred tax liabilities (net)	2.9	2.7
Other non-current liabilities	1.0	1.0
Sub-total - Non-current liabilities	27.4	32.6
Current liabilities		
Financial liabilities		
Borrowings	121.1	112.3
Trade payables	105.6	117.3
Other financial liabilities	20.4	26.8
Other current liabilities	6.5	5.7
Provisions	0.9	1.5
Current tax liabilities (net)	0.0	2.6
Sub-total - Current liabilities	254.5	266.2
TOTAL - EQUITY AND LIABILITIES	479.9	497.6

As per Ind AS (Rs. In crores)

Q1 FY21 Standalone Profit & Loss Statement



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

FY20 Standalone Balance Sheet



ACCETC	B4 20	D40 = 40
ASSETS	Mar-20	Mar-19
Non-current assets		
Property, plant and equipment	149.2	139.7
Capital work in progress	0.6	6.4
Investment property	2.9	3.1
Intangible assets	1.3	1.1
Intangible assets under development	0.2	0.2
Financial assets		
Investments	32.8	46.2
Loans	1.5	1.2
Other Financial Assets	0.3	0.3
Current tax assets (Net)	2.4	0.0
Other non-current assets	3.6	4.5
Sub-total - Non-Current Assets	194.9	202.7
Current assets		
Inventories	107.9	110.5
Financial assets		
Trade receivables	125.2	135.3
Cash and cash equivalents	3.7	2.3
Bank balances other than Cash and Cash equivalents	3.9	6.9
Loans	5.7	5.7
Other financial assets	1.4	0.7
Other current assets	17.0	18.9
Sub-total - Current Assets	264.9	280.4
TOTAL - ASSETS	459.8	483.1

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

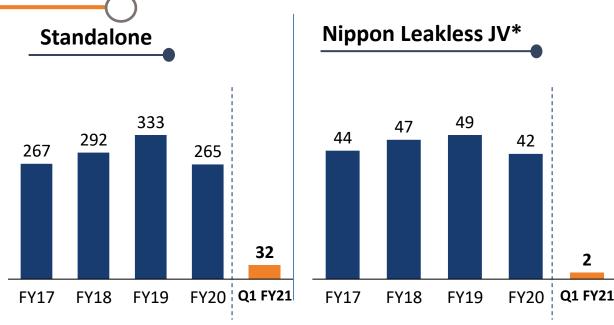
As per Ind AS (Rs. In crores)

Business Confirmations & Strategy



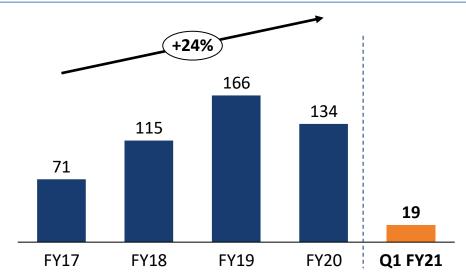
Gaskets

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



Forgings Segment

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



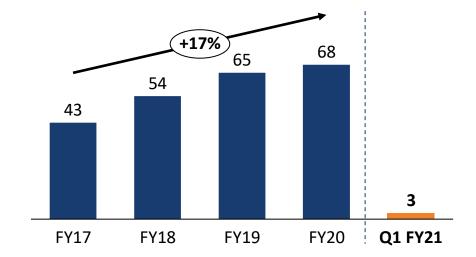
Business Confirmations & Strategy



Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)*

Orders received in the past:

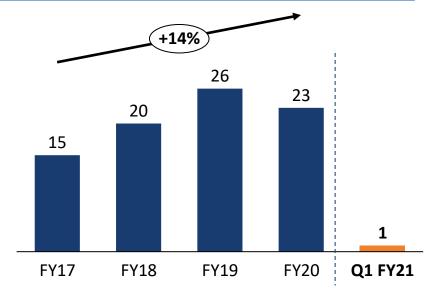
- Order worth Rs. 5 Mn from a European car manufacturer for supplying EPP Support Bracket
- From a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. From an OEM in UK worth ~Rs. 35+ Crores p.a.
- From Maruti Suzuki to supply Control Arm Assemblies for Front Suspension, with an Estimated Revenues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

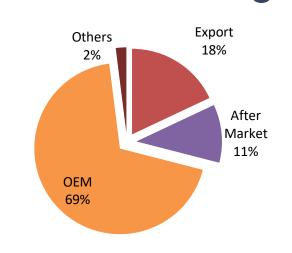
He is an Engineer and has an experience of over 37 years and has worked with Sanyo Electric Co. Limited

Standalone Business - Gaskets

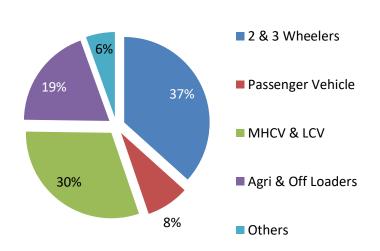


- In House tool design and manufacturing
- ~40% Market share in Gaskets 3x the nearest competitor
- Market Leader in Two Wheeler, Agri &
 Off Loaders, HCV & LCV segment
- Tier I OE supplier for 12 of our customers
- Single Source Supplier for 5 of our customers
- 100% Asbestos Free player
- Export orders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

Q1 FY21 Revenue Rs 31 Crores*



Q1 FY21 OEM Breakup



Products - Various Types and Shapes

Multi Layer Steel Exhaust Manifold



Heat Shield



Rubber Molded Cylinder Head



Edge Molded



24

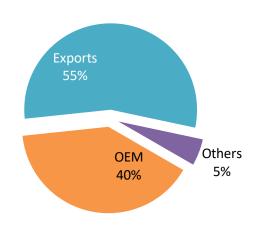
^{*} Excludes other income

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 131 Cr

Q1 FY21 Revenue Rs 18 Crores*



Products - Various Types and Shapes

King Pins



Gear Blanks



Housing and Yoke Shafts

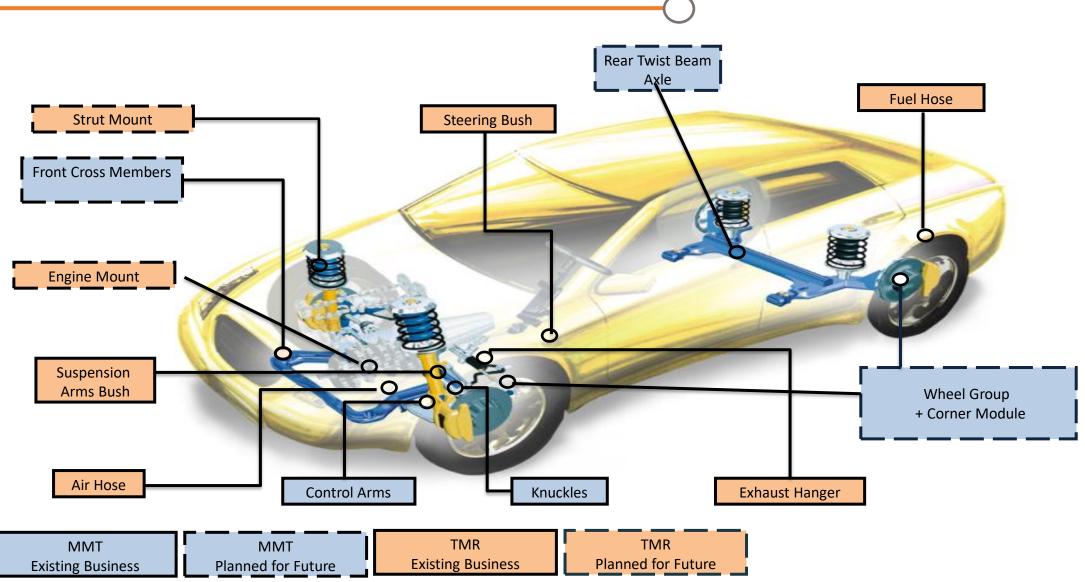


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^{*} Excludes other income

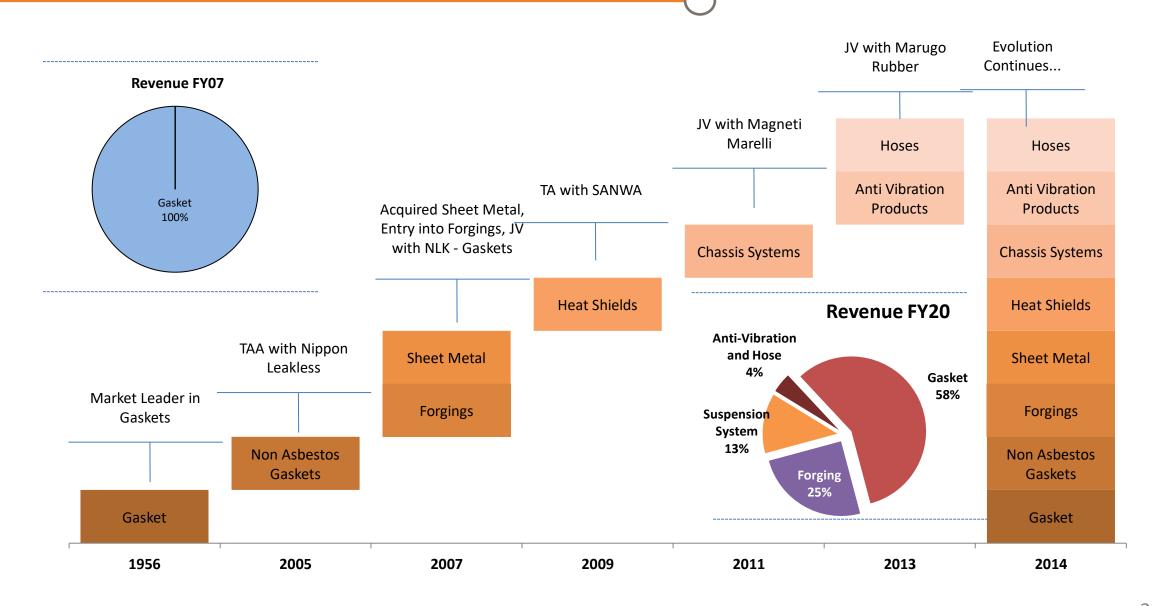
Scope of Joint Ventures





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

cts 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



















Passenger













ASHOK LEYLAND





Customer Base

Hedged















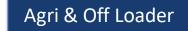
















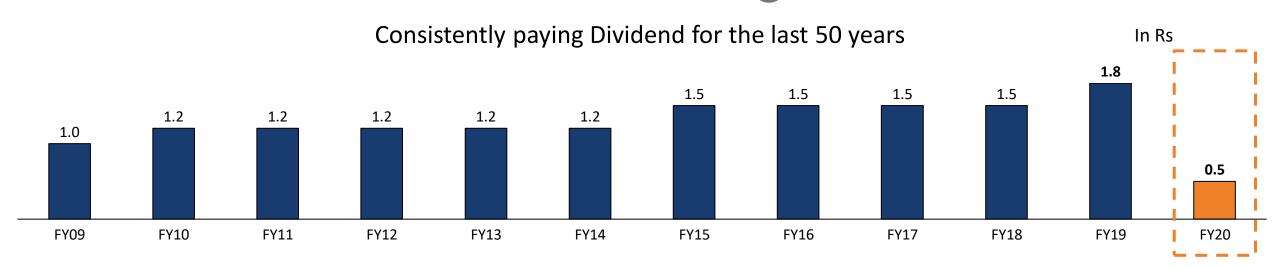


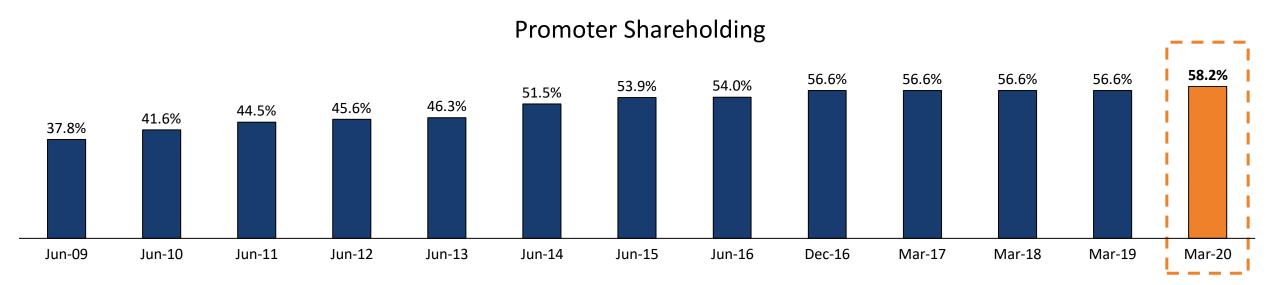




Equity









Awards

Appreciation From Customers



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



Dear Supplier,

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

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

Warm regards,

Richard Demuynck Richard Demuynck,

Executive Director, Global Supplier Quality & Development





Customer Awards for Best Performances





ACMA 16th Quality Circle Competition 2019



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

In recognition of your
Outstanding Contribution
by Achieving
Zero Defect Supplies

Toyota Kirloskar

Zero Defect Supplies 2017





HR Association India

Gold Award 2019

TOYOTA

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



Toyota Kirloskar Zero Defect Supplies 2018



Bajaj BAVA Pantnagar Cluster Convention 2017



BCCQC Gold Award 2016



CUMMINS Award as Category Partner 2016



For further information, please contact:

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