



**INVESTOR PRESENTATION**  
**August 2019**



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Talbro's Automotive Components Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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

# Talbro Automotive Components Ltd (TACL) - Group



## Product Portfolio

## Entities

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

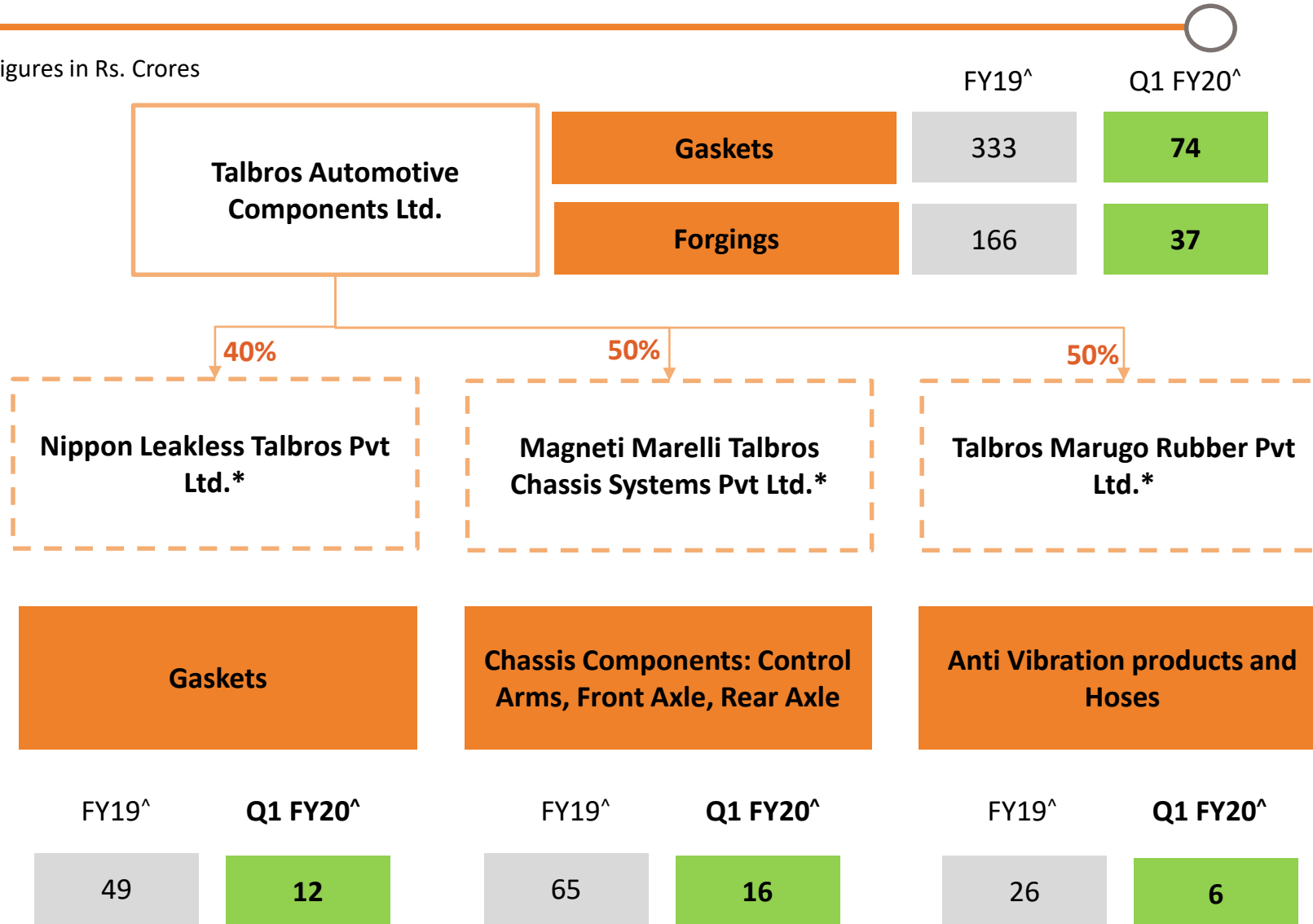
		FY19	Q1 FY20
Gaskets	TACL Standalone	333	74
	Nippon Leakless Talbro Pvt Ltd	122	29
Forgings	TACL Standalone	166	37
Chassis Components	Magneti Marelli Talbro Chassis Systems Pvt Ltd	130	33
Anti Vibration Products & Hoses	Talbro Marugo Rubber Pvt Ltd	52	12
		<b>FY19 803</b>	<b>Q1 FY20 185</b>
			<b>Q1 FY19 202</b>
			<b>v/s</b>

\* Includes other income As per I-GAAP

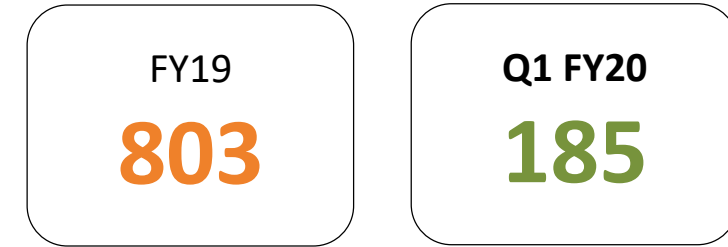
# TACL Group – Corporate Structure



Figures in Rs. Crores



## Talbro's Auto Components Limited – Group Turnover



## Talbro's Auto Components Limited Consolidated Revenue

As per Ind-AS

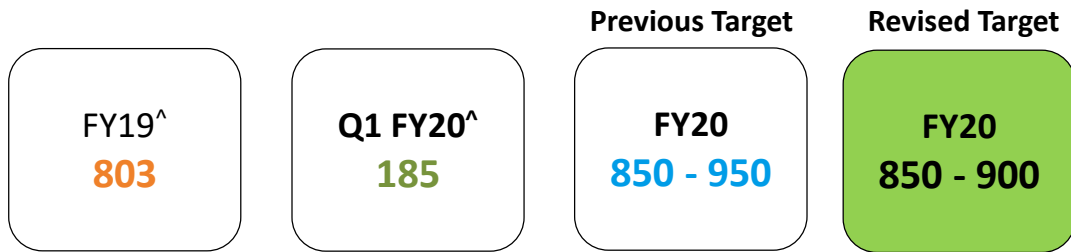


\*Proportionate share of the JV's

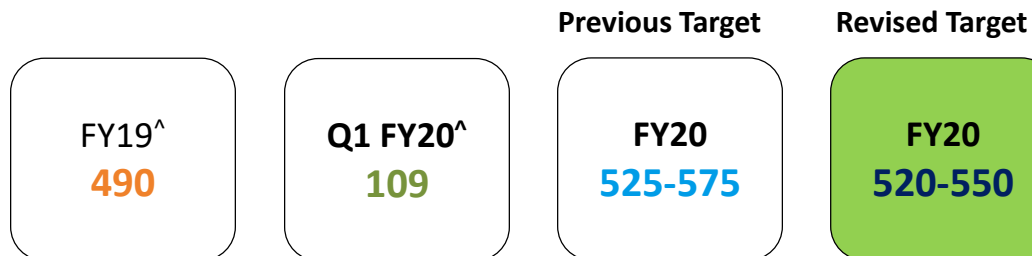
<sup>^</sup>Includes other income

JV's

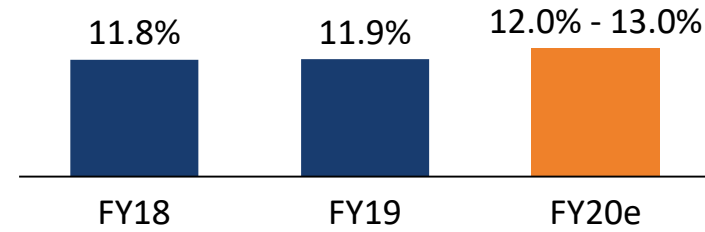
## Group Turnover#



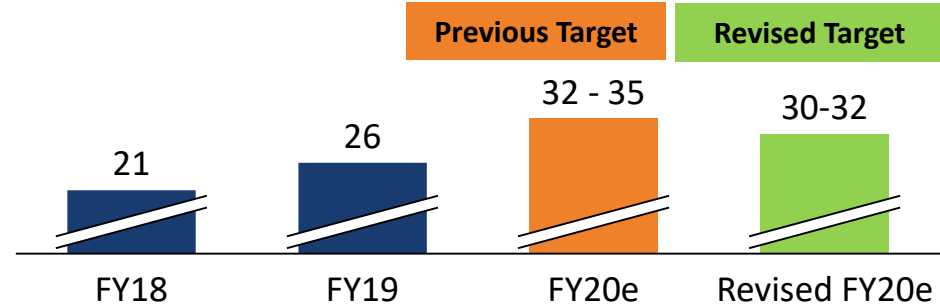
## Revenue# (As per Ind AS)



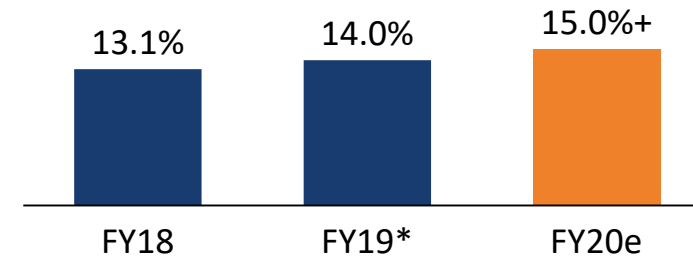
## EBITDA# Margin



## Adjusted PAT<sup>^</sup>



## ROCE



In view of multiple headwinds faced by the Auto Sector, our targets for Revenue and Adjusted PAT (as per IND AS) have been revised

\* Ind AS excludes TACL's proportionate share of Revenue in our JVS

<sup>^</sup>PAT adjusted for Exceptional Gain on Sale of Asset in FY18

# Includes other income

# Consolidated Q1 FY20 Highlights

₹ 109 Crores  
Total Income<sup>^</sup>

12 Crores  
EBITDA<sup>^</sup>

11.3 %  
EBITDA Margin

5 Crores  
PAT

4.2 %  
PAT Margin

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

*“The Domestic Auto industry is currently passing through a downcycle with sales declining on a month on month basis. The sluggish demand has pushed the Auto OEMs to resort to production cuts, which has ultimately impacted the performance of Auto ancillary companies.*

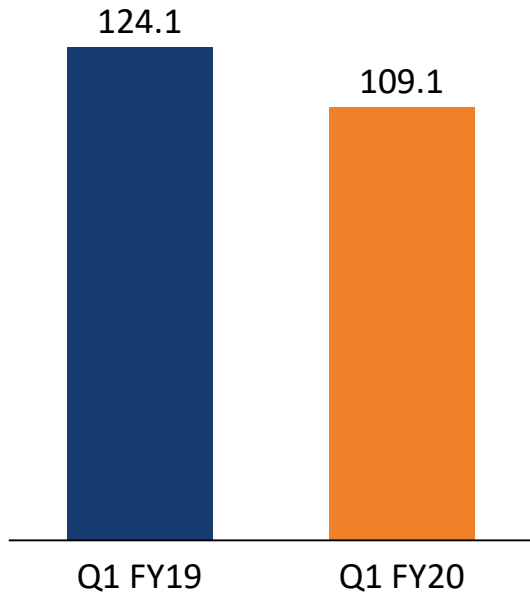
*Talbro's Automotive Components is a well diversified Auto components manufacturer with healthy mix of Exports and Domestic Sales. Our focus is to provide products of the future. Currently, the auto industry is undergoing transformative changes. The various new regulations that are proposed to be imposed open a plethora of opportunities for us. With our hedged product portfolio we remain optimistic to overcome the challenging times.”*

# Consolidated Q1 FY20 Performance Highlights

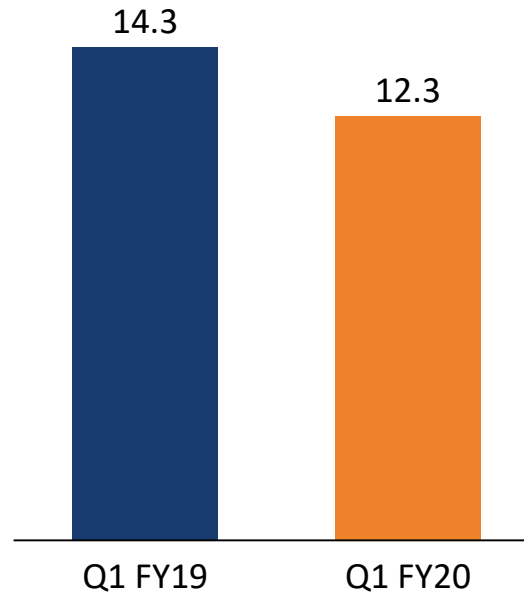


Rs. Crores

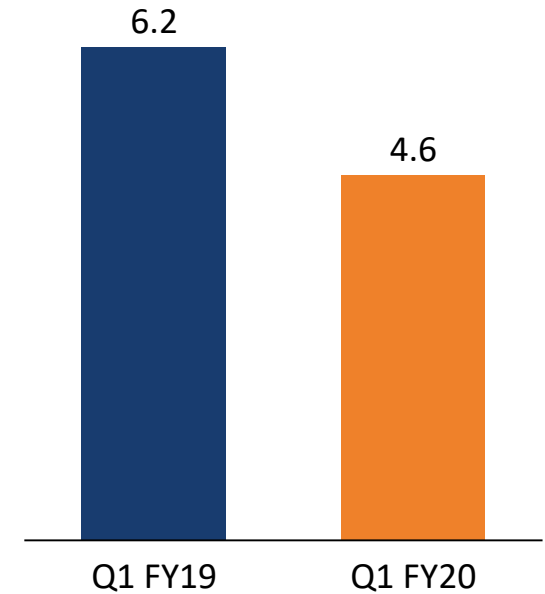
**Total Income from Operations<sup>^</sup>**



**EBIDTA<sup>^</sup>**



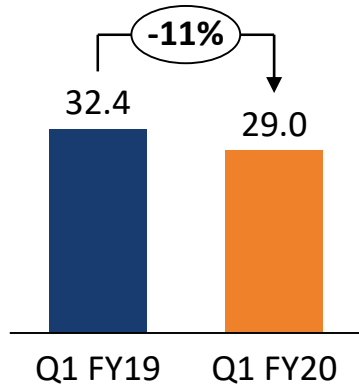
**PAT**



# Q1 FY20 JV's Performance Highlights

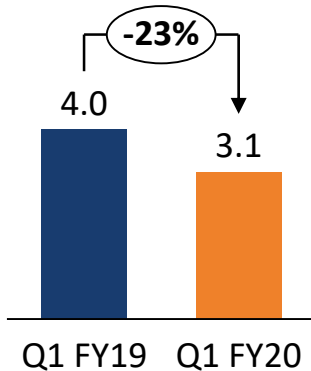
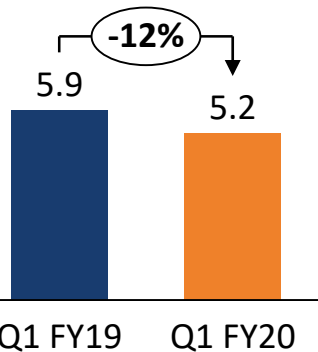
## Nippon Leakless Talbros Pvt Ltd\*

### Total Income from Operations



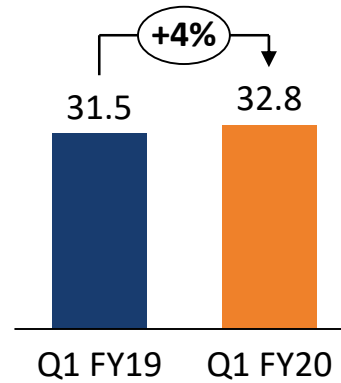
### EBIDTA

### PAT



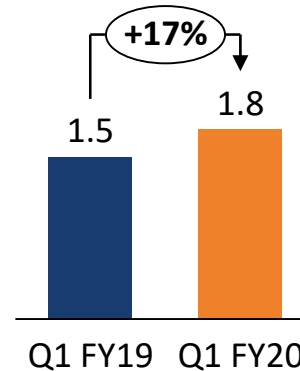
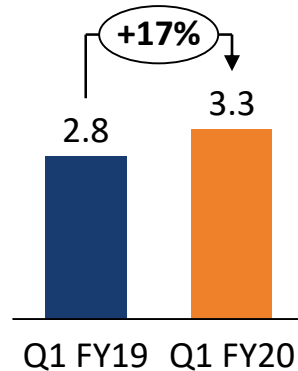
## Magneti Marelli Talbros Chassis Systems Pvt Ltd\*

### Total Income from Operations



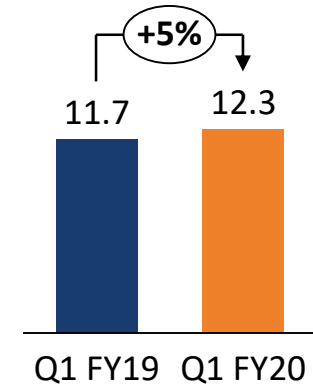
### EBIDTA

### PAT



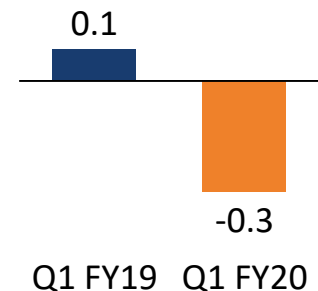
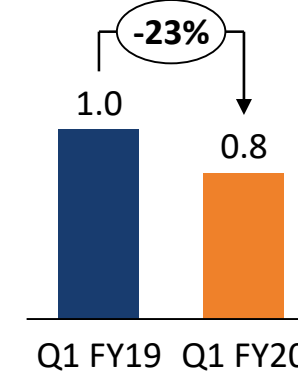
## Talbros Marugo Rubber Pvt Ltd\*

### Total Income from Operations



### EBIDTA

### PAT





# Q1 FY20 Consolidated Profit & Loss Statement

Particulars (Rs. In crores)	Q1 FY20	Q1 FY19	Y-o-Y	Q4 FY19	Q-o-Q	FY19
<b>Revenue from Operations (Net of Excise)</b>	<b>107.5</b>	<b>123.2</b>	<b>-12.7%</b>	<b>106.2</b>	<b>1.2%</b>	<b>482.8</b>
Other Income	1.6	0.9		2.6		7.1
<b>Total revenue from Operation</b>	<b>109.1</b>	<b>124.1</b>	<b>-12.1%</b>	<b>108.9</b>	<b>0.2%</b>	<b>490.0</b>
Raw Material	58.7	68.8		58.7		272.7
Employee Cost	14.7	15.1		13.9		59.2
Other Expenses	23.4	25.9		23.2		100.0
<b>EBITDA</b>	<b>12.3</b>	<b>14.3</b>	<b>-13.9%</b>	<b>13.0</b>	<b>-5.7%</b>	<b>58.1</b>
<b>EBITDA Margin</b>	<b>11.3%</b>	<b>11.5%</b>		<b>12.0%</b>		<b>11.8%</b>
Depreciation	4.6	3.9		4.6		17.9
<b>EBIT</b>	<b>7.7</b>	<b>10.4</b>	<b>-25.9%</b>	<b>8.4</b>	<b>-8.5%</b>	<b>40.2</b>
<b>EBIT Margin</b>	<b>7.0%</b>	<b>8.4%</b>		<b>7.7%</b>		<b>8.2%</b>
Finance cost	4.0	3.8		3.8		15.5
<b>Profit before share of profit/loss from JVs</b>	<b>3.7</b>	<b>6.6</b>	<b>-44.0%</b>	<b>4.6</b>		<b>24.6</b>
Share of Profit from JVs	2.0	2.1		2.3		9.5
<b>Profit before Tax before Exceptional Items</b>	<b>5.6</b>	<b>8.6</b>	<b>-34.8%</b>	<b>6.9</b>		<b>34.1</b>
Tax	1.0	2.4		0.8		7.8
<b>Adjusted PAT</b>	<b>4.6</b>	<b>6.2</b>	<b>-25.9%</b>	<b>6.1</b>	<b>-24.7%</b>	<b>26.4</b>
<b>Adjusted PAT Margin %</b>	<b>4.2%</b>	<b>5.0%</b>		<b>5.6%</b>		<b>5.4%</b>
Exceptional Items	0.0	0.0		0.0		0.0
<b>Reported PAT</b>	<b>4.6</b>	<b>6.2</b>	<b>-25.9%</b>	<b>6.1</b>	<b>-24.7%</b>	<b>26.4</b>

# FY19 Consolidated Balance Sheet

ASSETS	Mar-19	Mar-18	EQUITY AND LIABILITIES	Mar-19	Mar-18
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	139.7	124.3	Equity Share capital	12.3	12.3
Capital work-in-progress	6.4	2.4	Non Controlling Interest		
Intangible assets	1.1	0.7	Other equity	186.4	167.1
Intangible Assets Under Development	0.2	0.6	<b>Sub-total - Shareholders' funds</b>	<b>198.8</b>	179.4
Investments accounted for using the equity method	40.7	36.0			
Investment Property	3.1	3.0	<b>LIABILITIES</b>		
<b>Financial assets</b>			<b>Non-current liabilities</b>		
Investments	20.1	27.2	<b>Financial liabilities</b>		
Loans	1.2	1.2	Borrowings	25.2	15.5
Other Financial Assets	0.2	0.5	Other financial liabilities	0.2	0.2
Current Tax assets (net)	0.0	0.3			
Other non-current assets	4.5	1.2	Provisions	3.6	3.2
<b>Sub-total - Non-Current Assets</b>	<b>217.2</b>	<b>197.4</b>	Deferred tax liabilities (net)	2.7	4.2
			Other non-current liabilities	0.9	0.0
<b>Current assets</b>			<b>Sub-total - Non-current liabilities</b>	<b>32.6</b>	23.2
Inventories	110.5	109.2			
<b>Financial assets</b>			<b>Current liabilities</b>		
Trade receivables	135.3	124.2	<b>Financial liabilities</b>		
Cash and cash equivalents	2.3	3.2	Borrowings	112.3	101.8
Bank balances other than Cash and Cash equivalents	6.9	4.6	Trade payables	117.3	137.2
Loans	5.7	5.7	Other financial liabilities	26.8	17.4
Other financial assets	0.7	1.4	Other current liabilities	5.7	4.7
Other current assets	18.9	19.2	Provisions	1.5	1.3
<b>Sub-total - Current Assets</b>	<b>280.4</b>	<b>267.6</b>	Current tax liabilities (net)	2.6	0.0
Assets Classified as held for Sale			<b>Sub-total - Current liabilities</b>	<b>266.2</b>	262.4
<b>TOTAL - ASSETS</b>	<b>497.6</b>	<b>465.0</b>			
			<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>497.6</b>	<b>465.0</b>

# Q1 FY20 Standalone Profit & Loss Statement

Particulars (Rs. In crores)	Q1 FY20	Q1 FY19	Y-o-Y	Q4 FY19	Q-o-Q	FY19
Revenue from Operations (Net of Excise)	107.5	123.2	-12.7%	106.2	1.2%	482.8
Other Income	1.6	2.1		3.8		11.9
<b>Total revenue from Operation</b>	<b>109.1</b>	<b>125.3</b>	<b>-12.9%</b>	<b>110.1</b>	<b>-0.9%</b>	<b>494.8</b>
Raw Material	58.7	68.8		58.7		272.7
Employee Cost	14.7	15.1		13.9		59.2
Other Expenses	23.4	25.9		23.2		100.0
<b>EBITDA</b>	<b>12.3</b>	<b>15.5</b>	<b>-20.6%</b>	<b>14.2</b>	<b>-13.6%</b>	<b>62.9</b>
<b>EBITDA Margin</b>	<b>11.3%</b>	<b>12.4%</b>		<b>12.9%</b>		<b>12.7%</b>
Depreciation	4.6	3.9		4.6		17.9
<b>EBIT</b>	<b>7.7</b>	<b>11.6</b>	<b>-33.6%</b>	<b>9.6</b>	<b>-19.9%</b>	<b>45.0</b>
<b>EBIT Margin</b>	<b>7.0%</b>	<b>9.2%</b>		<b>8.7%</b>		<b>9.1%</b>
Finance cost	4.0	3.8		3.8		15.5
<b>Profit before Tax before Exceptional Items</b>	<b>3.7</b>	<b>7.8</b>	<b>-52.7%</b>	<b>5.8</b>	<b>-36.5%</b>	<b>29.4</b>
Tax	1.0	2.4		0.8		7.8
<b>Adjusted PAT</b>	<b>2.6</b>	<b>5.3</b>	<b>-50.5%</b>	<b>5.0</b>	<b>-47.3%</b>	<b>21.7</b>
<b>Adjusted PAT Margin %</b>	<b>2.4%</b>	<b>4.3%</b>		<b>4.5%</b>		<b>4.4%</b>
Exceptional Items	0.0	0.0		0.0		0.0
<b>Reported PAT</b>	<b>2.6</b>	<b>5.3</b>	<b>-50.5%</b>	<b>5.0</b>	<b>-47.3%</b>	<b>21.7</b>

# FY19 Standalone Balance Sheet

ASSETS	Mar-19	Mar-18	EQUITY AND LIABILITIES	Mar-19	Mar-18
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	139.7	124.3	Equity Share capital	12.3	12.3
Capital work-in-progress	6.4	2.4	Non Controlling Interest	-	-
Intangible assets	1.1	0.7	Other equity	171.9	157.2
Intangible Assets Under Development	0.2	0.6	<b>Sub-total - Shareholders' funds</b>	<b>184.2</b>	169.5
Investments accounted for using the equity method	0.0	0.0	<b>LIABILITIES</b>		
Investment Property	3.1	3.0	<b>Non-current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Investments	46.2	53.3	Borrowings	25.2	15.5
Loans	1.2	1.2	Other financial liabilities	0.1	0.2
Other Financial Assets	0.2	0.5			
Other Tax assets (net)	0.0	0.3	Provisions	3.6	3.2
Other non-current assets	4.5	1.2	Deferred tax liabilities (net)	2.7	4.2
<b>Sub-total - Non-Current Assets</b>	<b>202.6</b>	<b>187.5</b>	Other non-current liabilities	1.0	0.0
<b>Current assets</b>			<b>Sub-total - Non-current liabilities</b>	<b>32.6</b>	23.2
Inventories	110.5	109.2	<b>Current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Trade receivables	135.2	124.2	Borrowings	112.3	101.8
Cash and cash equivalents	2.3	3.2	Trade payables	117.3	137.2
Bank balances other than Cash and Cash equivalents	6.9	4.6	Other financial liabilities	26.8	17.4
Loans	5.7	5.7	Other current liabilities	5.6	4.7
Other financial assets	0.7	1.4	Provisions	1.5	1.3
Other current assets	18.9	19.2	Current tax liabilities (net)	2.5	0.0
<b>Sub-total - Current Assets</b>	<b>280.2</b>	<b>267.6</b>	<b>Sub-total - Current liabilities</b>	<b>266.0</b>	262.4
Assets Classified as held for Sale	-	-	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>482.9</b>	<b>455.1</b>
<b>TOTAL - ASSETS</b>	<b>482.9</b>	<b>455.1</b>			

# Business Confirmations & Strategy

## Gaskets

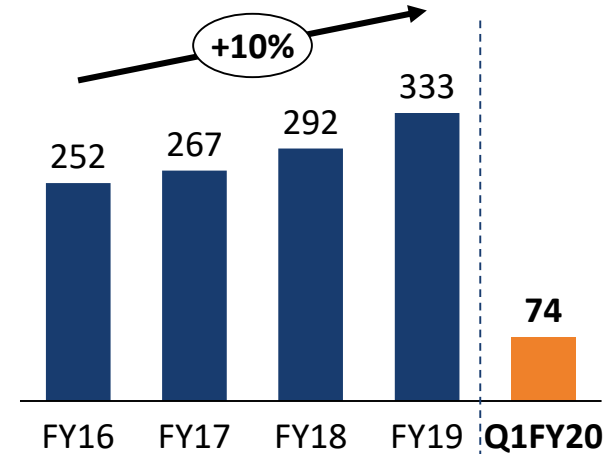
### New Orders received in the recent past:

- **Export Order** from a European OEM worth Rs. 5 Cr p.a.
- To supply **Integrated Wire Harness Gasket** to an OEM worth Rs. 15-20 Crs p.a. Supplies to start from Q1FY21

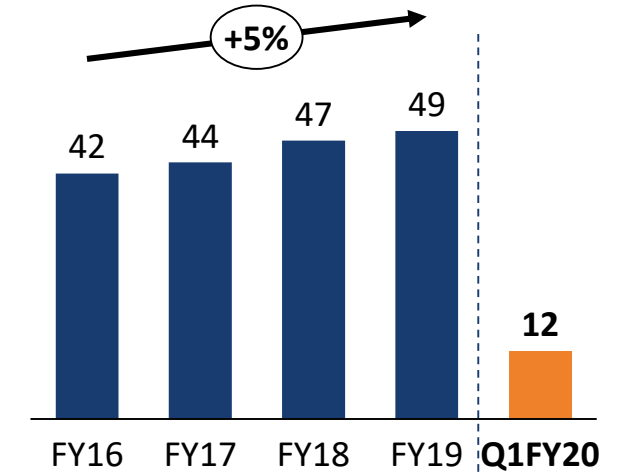
### Strategic Initiatives :

- Development of **New age Sealing solution like Wire harness gaskets**
- Installation of Post Coating Line, to rationalize raw material costs
- Strategic Raw material sourcing agreement with **Lydall Performance materials & Interface Performance materials, USA** to bring savings in operational costs, reduction in raw material inventory and working capital investments

### Standalone

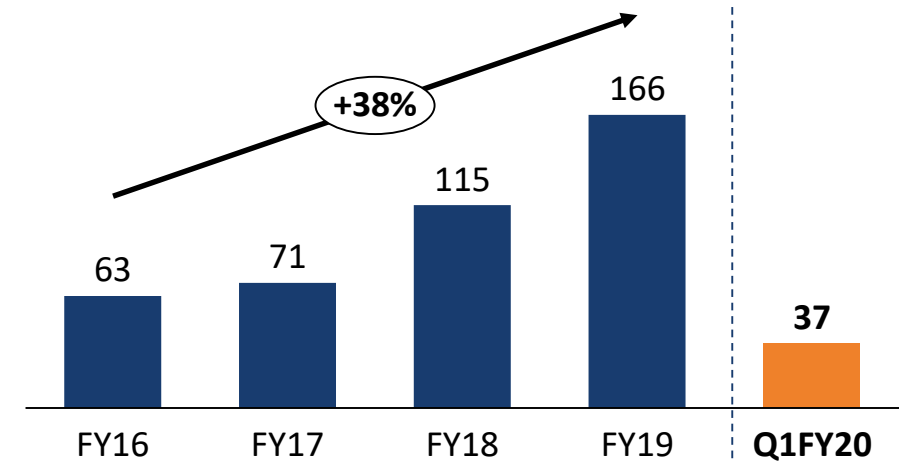


### Nippon Leakless JV\*



## Forgings Segment

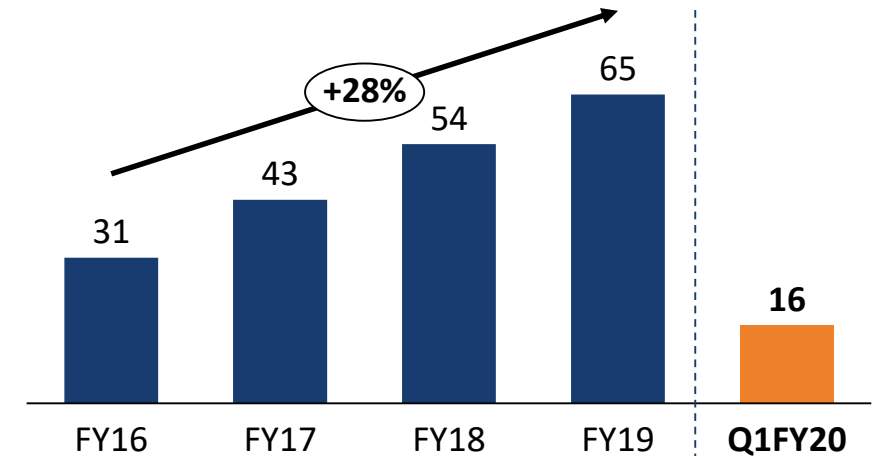
- Installation of 2500 Ton Press by end June'19
- In discussion with various Indian & European Tier 1 Customers for heavier forging products
- Started supplies for the order received from a European OEM
- Moving towards heavier forged parts, with an estimated Revenues of Rs. 35 Crores per annum
- Recently won an order from an Auto Maker, with Estimated Revenues of Rs. 12 Crores per annum
- Order from a European OEM worth Rs. 8 Crores per annum
- Currently, this segment is gaining momentum in both Domestic and overseas market



\*Proportionate share of JV Revenue has been considered

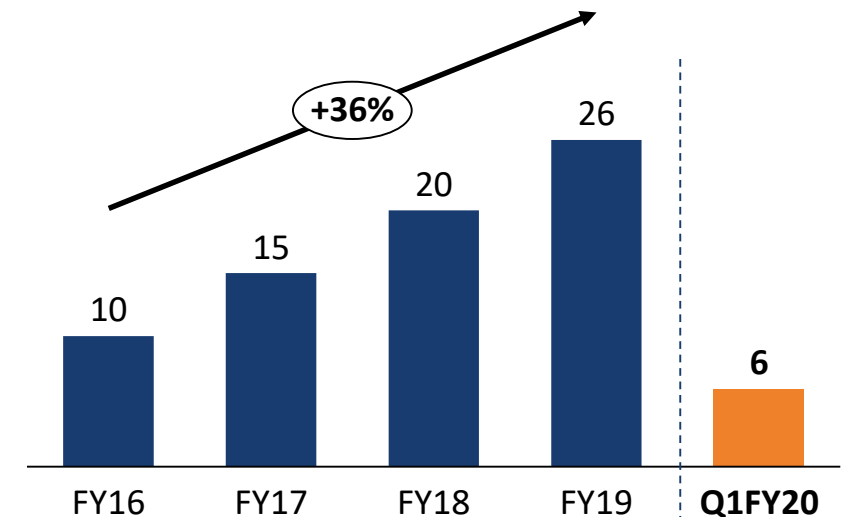
## Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)\*

- New order from a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. Supplies to start from Q1FY21
- Order from an OEM in UK worth ~Rs. 35+ Crores per annum
- Order from Maruti Suzuki to supply Control Arm Assemblies for Front Suspension, with an Estimated Revenues of Rs. 24 crores per annum
- Started Supplies for the order received from a European OEM
- Commenced Supplies for RE60 Bajaj



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

- New orders worth Rs. 5-8 Crs p.a. from existing customers
- Order from SML Isuzu worth ~Rs. 3 Crores per annum
- Hoses division has witnessed improved volumes during the year from Maruti Suzuki
- To start supplying Hoses to Marugo Rubber, Japan



\*Proportionate share of JV Revenue has been considered



**Joint Managing Director**

## **Anuj Talwar**

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



**Director & Group CFO**

## **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



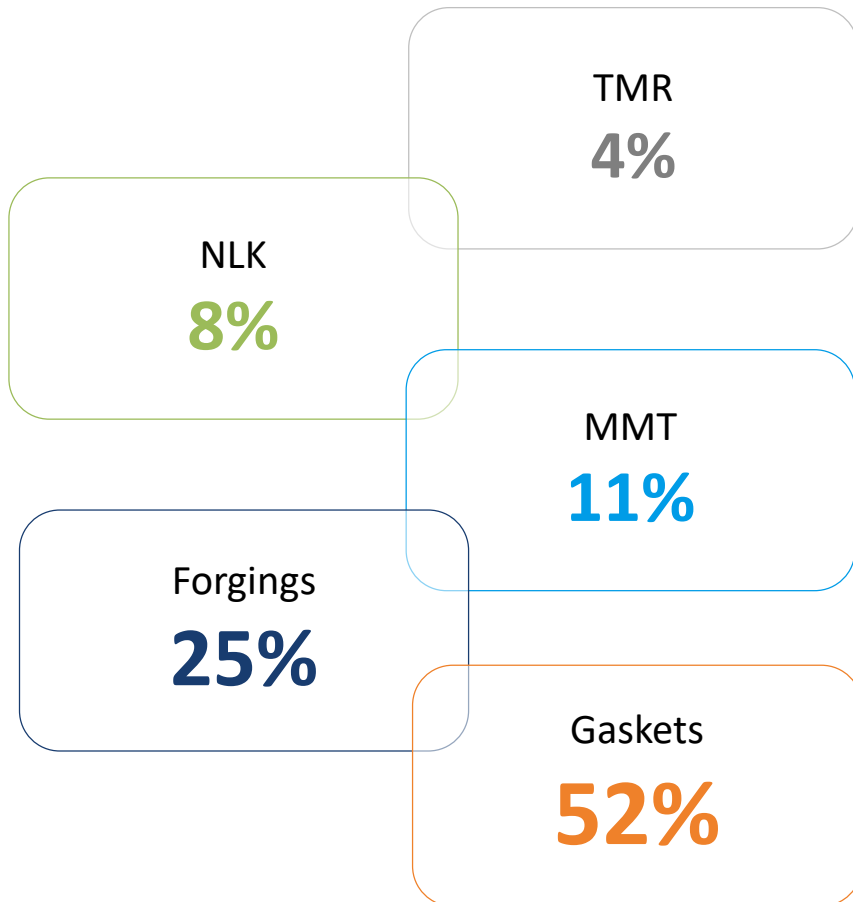
Diversified Portfolio - *Gaskets, Forgings, Suspension Systems, Anti-vibration Products & Hoses*



Consistent **Dividend Pay-out over 50 years**



## Q1FY20 - Revenue Contribution



## 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



# Growth Strategy

# Strong Global Partnerships - Joint Ventures

## Joint Ventures

## About the JV

## Products

## Customers



*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

Gaskets

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



*Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)*

- **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

- Control Arms
- Front Axle
- Rear Axle

- Bajaj Auto
- Mahindra & Mahindra
- Maruti Suzuki India
- Tata Motors
- Significant share of Control Arms business from Maruti



*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

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

- Maruti Suzuki
- QH Talbros
- Endurance Technologies
- Rane (Madras) Ltd
- Escort India
- TATA

# Strong Tailwinds...

## Stricter environmental Norms

- BS-VI expected implementation by 2020
- Developing new products such as **Heat Shields** under Technical Licensing Agreement with **SANWA Packaging**

*Jump towards BS VI*

*Joint Ventures increasing exposure in PV Segment*

## Huge Potential of Indian Passenger Vehicles Segment

- India's low vehicle penetration (32 vehicles per 1000 people in 2015) making it one of the world's most attractive auto markets
- India's PV segment is expected to grow to > 5 mn vehicles by 2020

## Tie-ups with leading component suppliers of the Globe

- India becoming a hub for Global OEMs for sourcing and manufacturing

*Access to Global Technology*

*Make In India*

## Increasing Government Thrust

- India's projected production is ~5mn + PVs per year by 2020
- MNC's including (**Ford**, Hyundai, Toyota, GM, and Honda) are in the process of building facilities in India

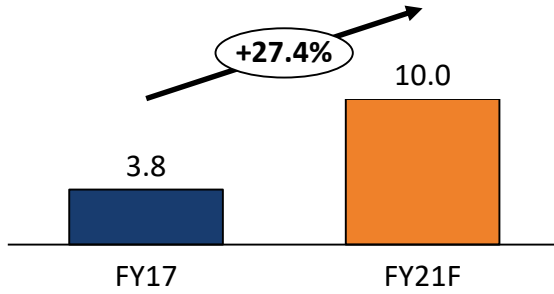
## Increasing Investments by Global Manufacturers

- Global car manufacturers plan to leverage India's competitive advantage to set up export-oriented production hubs

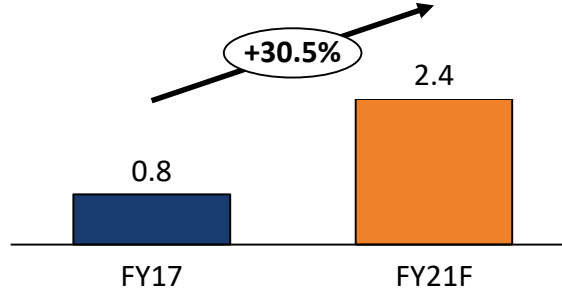
*Exports*

# The Automotive Opportunities

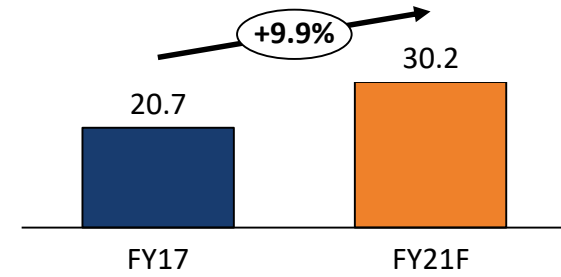
Million Units



Passenger Vehicles



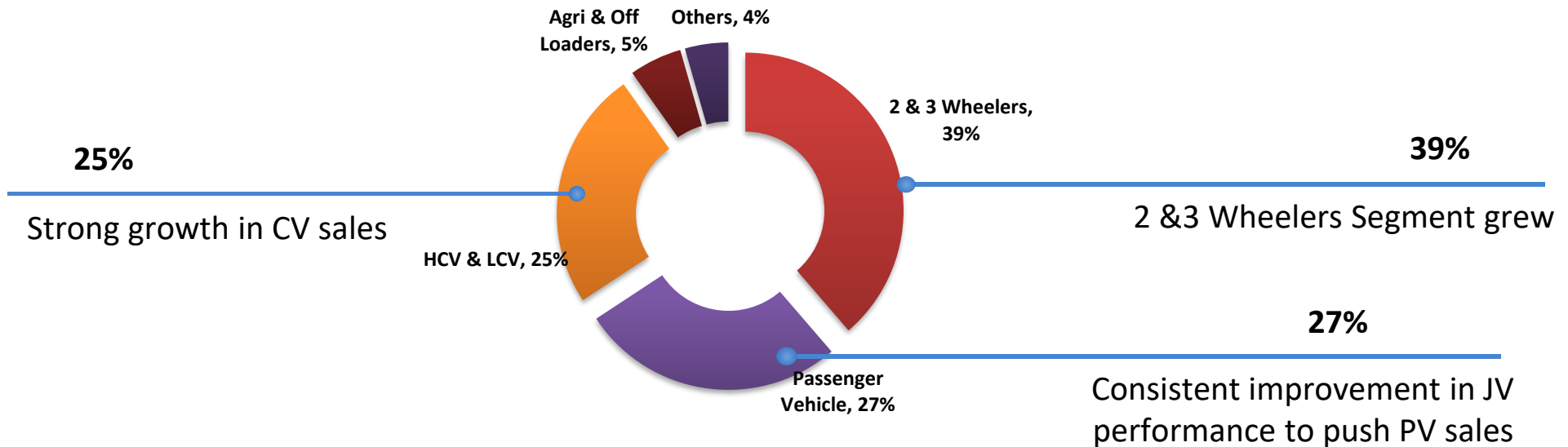
Commercial Vehicles



2W & 3W Vehicles

Source: IBEF

## TACL: Domestic Sales Break up Q1FY20





# Business Overview

# Key Milestones

**Payen Talbros** incorporated in collaboration with **Coopers Payen UK**

Technical Agreement with **Nippon Leakless**, Japan to manufacture **Non-Asbestos Gaskets**

- 2008 - Technical Agreement with **SANWA**, Japan
- 2009 – Technical Agreement with **Interface**, Germany

JV with **Marugo Rubber**, Japan for Anti-Vibration and Hoses

1956

1979-85

1997

2005

2008-09

2011

2012

- 1979 - Renamed as **Talbros Automotive Components Ltd**
- 1980 – Maiden **IPO**
- 1985 – Transfer of technology from Payen International UK

- JV with **Nippon Leakless Corporation**, Japan for Automotive Gaskets
- Diversification into **Forging** business commenced

JV with **Magneti Marelli**, Italy for Suspension components

# 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. R R Vederah**

Independent Director



**Mrs. Priyanka Gulati**

Independent Director



**Mr. Ajay Kumar Vij**

Independent Director



## ***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

## ***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

## ***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. Rajiv Mittal***

### **President – Forging Division**

Has been associated with QH talbros for past 10 years and has been a part of the CFT team at QH Talbros

## ***Mr. Ashish Gupta***

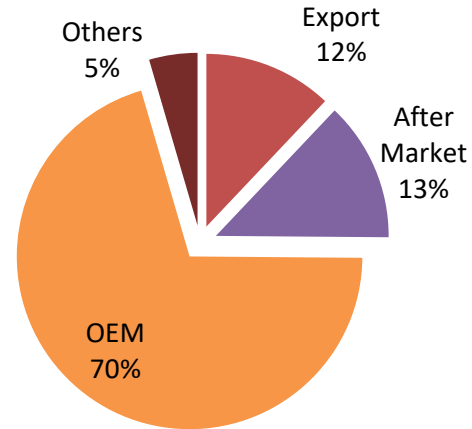
### **CEO – Magneti Marelli Talbros Chassis System Pvt. Ltd.**

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

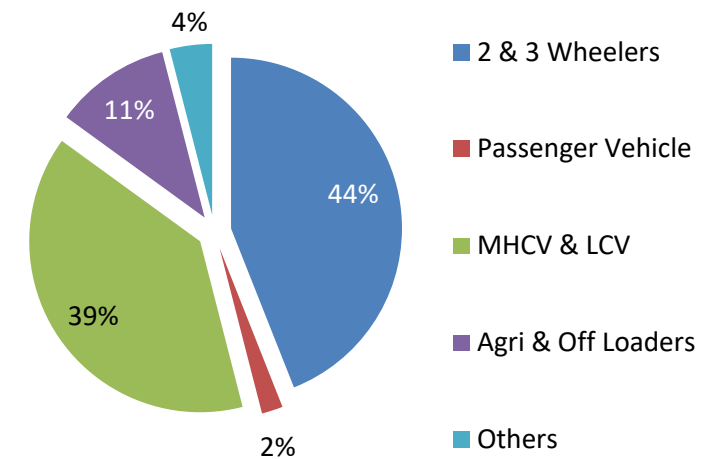
# Standalone Business - Gaskets

- 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 Cummins, Daimler, Volvo and Harley Davidson
- Introduced dedicated **Heat Shield line**: critical for heat, sound and vibration insulation
- Revenue for **FY19 stood at Rs 322.91**

**Q1FY20 Revenue Rs 73 Crores**



**Q1FY20 OEM Breakup**

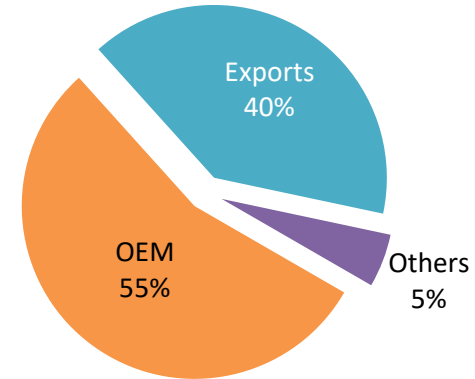


**Products - Various Types and Shapes**



- One stop solution for **Hot Forging** (750 to 1,600 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 **FY19** stood at **Rs 164.8 Cr**

## Q1FY20 Revenue Rs 37 Crores



## Products - Various Types and Shapes

**King Pins**



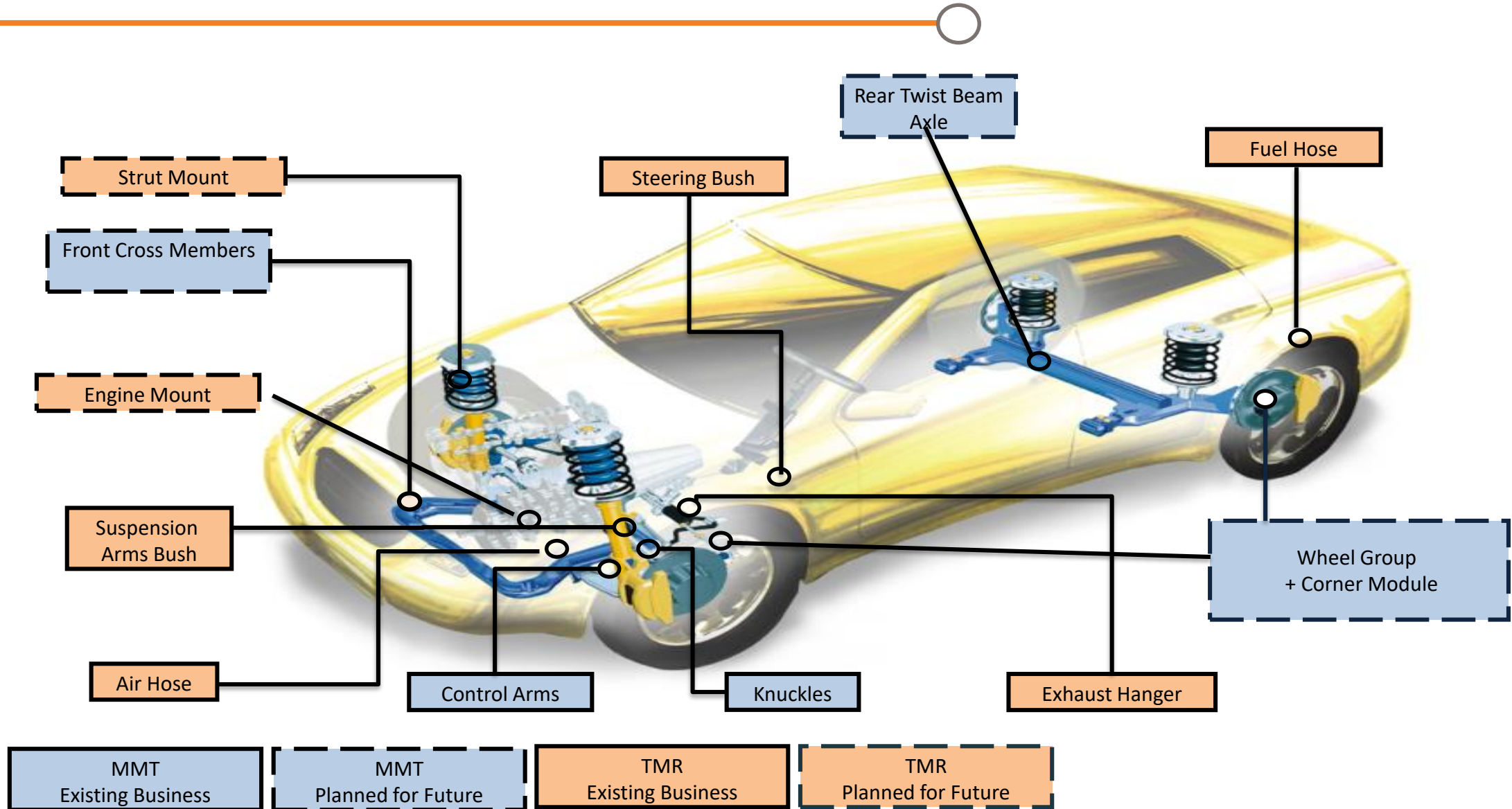
**Gear Blanks**



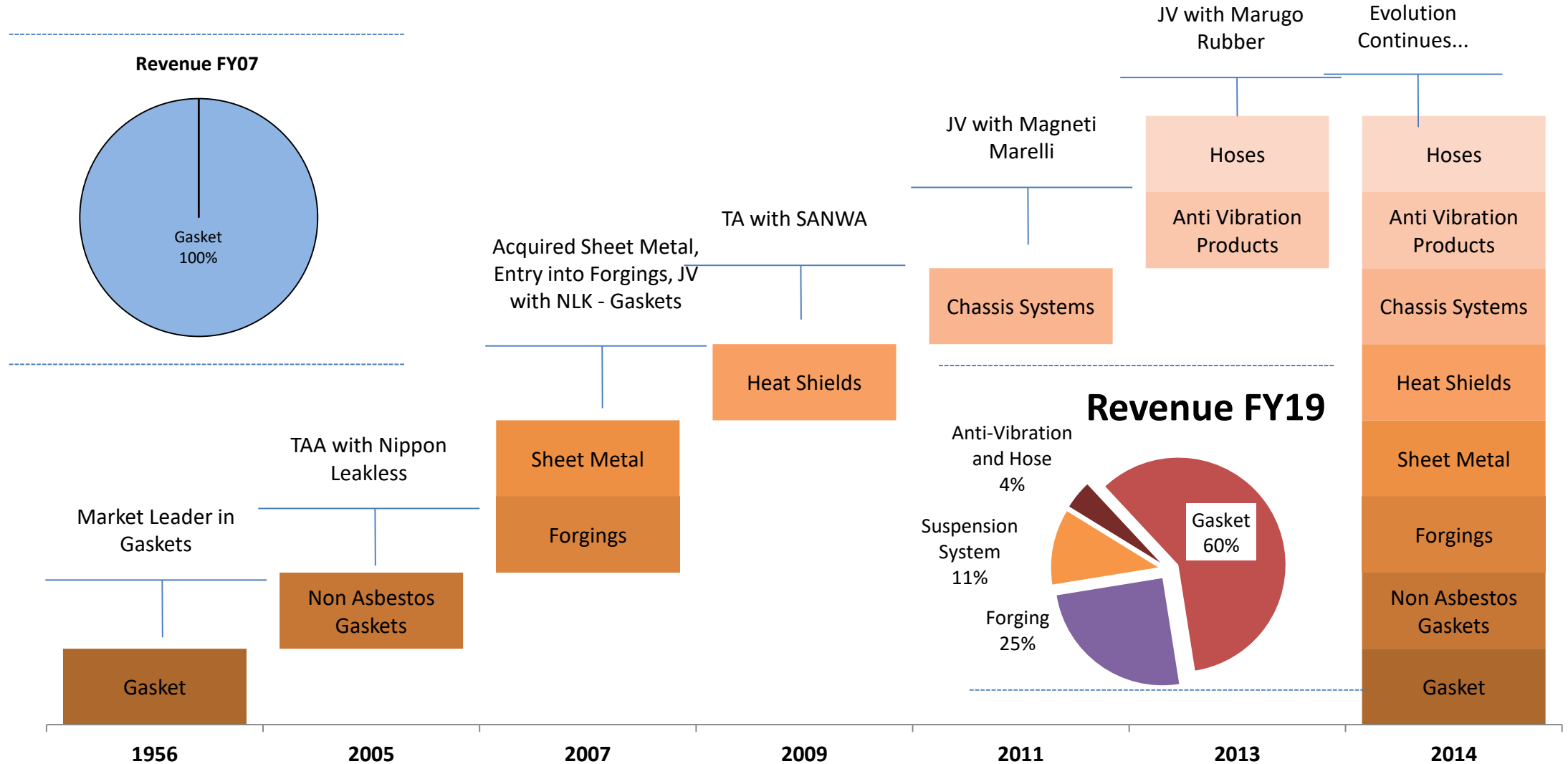
**Housing and Yoke Shafts**



# Scope of Joint Ventures



# Evolving Product Portfolio



# Diversified Customer - OEM

Hedged Customer Base

2 Wheeler



Passenger



HCV/LCV



Agri & Off Loader



Agri & Off Loader



# Manufacturing Facilities



## **Gasket**

Faridabad, Haryana (2 plants & R&D Centre) Pune, Maharashtra & Sitarganj, Uttarakhand



## **Forging**

Bawal – Haryana



## **Talbros Marugo Rubber**

Manesar – Gurgaon



## **Nippon Leakless**

Bawal – Haryana  
Haridwar – Uttarakhand

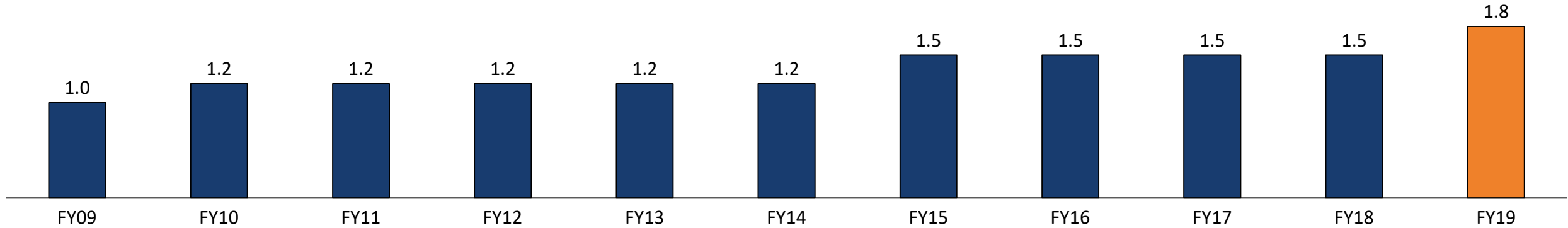


## **Magneti Marelli Talbros**

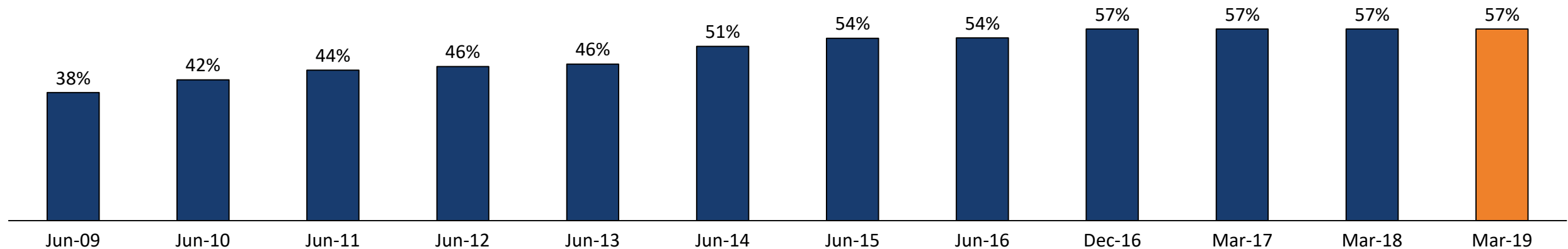
Faridabad - Haryana

## Consistently paying Dividend for the last 50 years

In Rs



## Promoter Shareholding





## For further information, please contact:

### Company :

Talbros Automotive Components Ltd.  
CIN: L29199HR1956PLC033107

Mr. Navin Juneja – Director & Group CFO  
Email: [navinjuneja@qhtalbros.com](mailto:navinjuneja@qhtalbros.com)

[www.talbros.com](http://www.talbros.com)

### Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Pratik R. Shah  
[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [pratik.shah@sgapl.net](mailto:pratik.shah@sgapl.net)

Tel: +91 77383 77756 / +91 97692 60769  
[www.sgapl.net](http://www.sgapl.net)