



## INVESTOR PRESENTATION

February 2019



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# Talbro Automotive Components Ltd (TACL) - Group



## Product Portfolio

## Entities

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

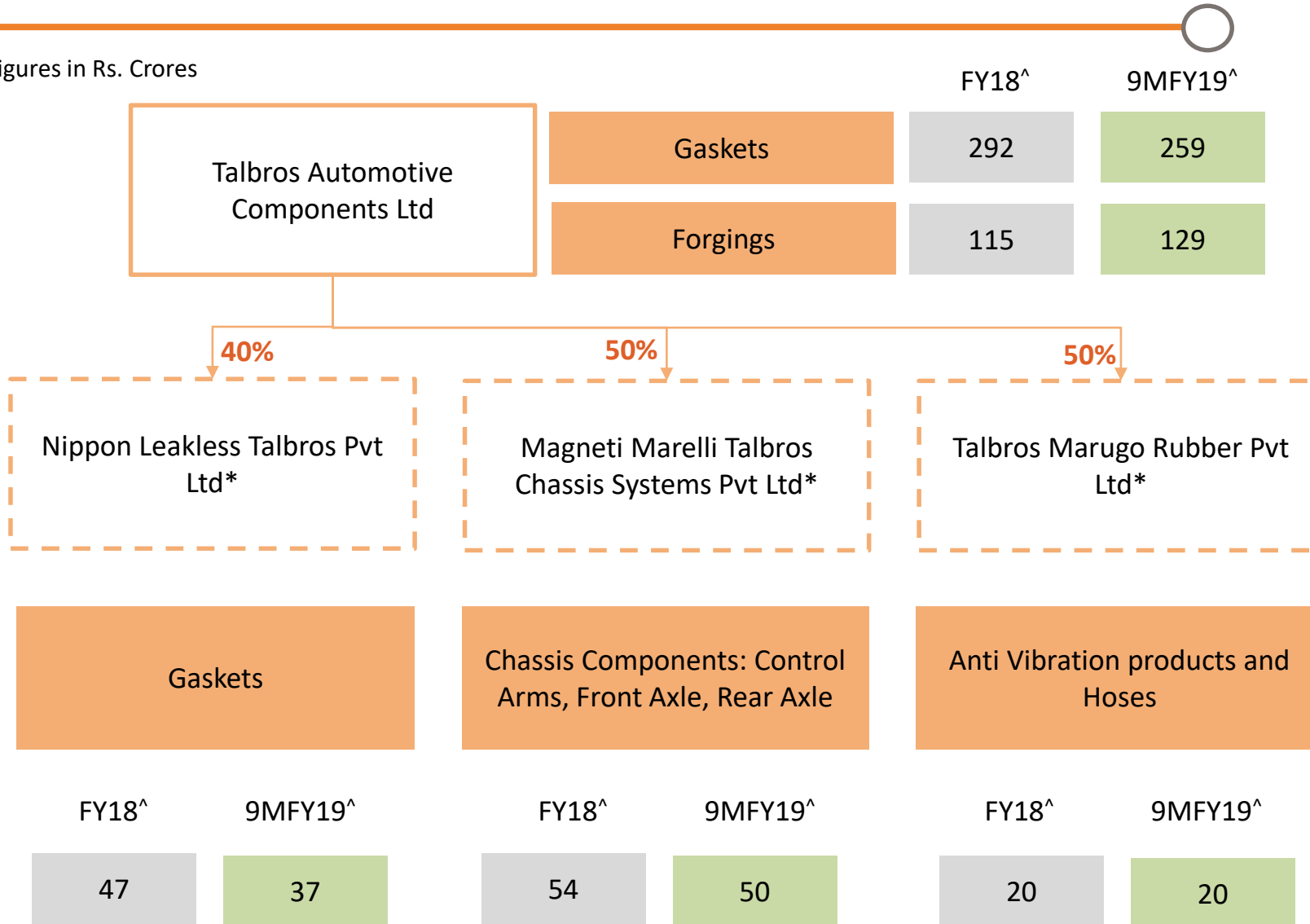
		FY18	9M FY19
Gaskets	TACL Standalone	292	259
	Nippon Leakless Talbro Pvt Ltd	118	93
Forgings	TACL Standalone	115	129
Chassis Components	Magneti Marelli Talbro Chassis Systems Pvt Ltd	109	101
Anti Vibration Products & Hoses	Talbro Marugo Rubber Pvt Ltd	41	40
		<b>FY18 675</b>	<b>9M FY19 622</b>

\* Includes other income

# TACL Group – Corporate Structure



Figures in Rs. Crores



## Talbros Auto Components Limited – Group Turnover



## Talbros Auto Components Limited Consolidated Revenue

As per Ind-AS



\*Proportionate share of the JV's

<sup>^</sup>Includes other income

JV's

## Group Turnover#

FY18^  
**675**

9MFY19^  
**622**

FY20  
**850 - 950**

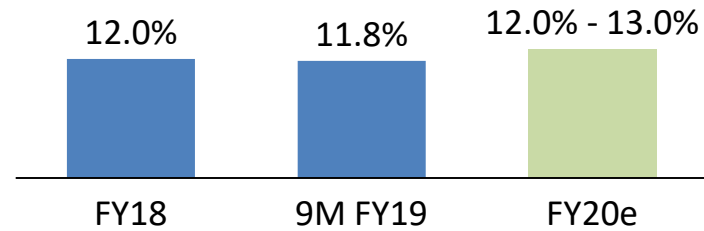
## Revenue# (As per Ind As)

FY18^  
**407**

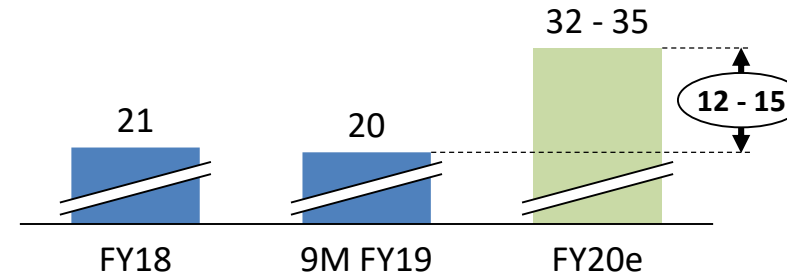
9MFY19^  
**381**

FY20  
**525 - 575**

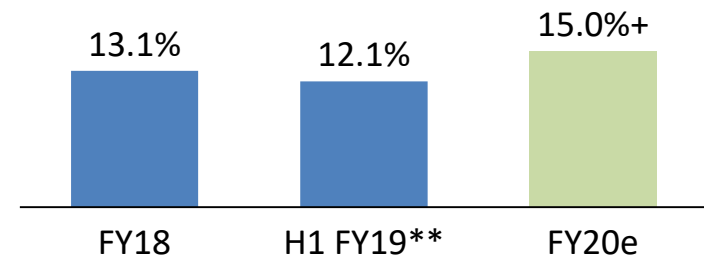
## EBITDA# Margin



## Adjusted PAT^



## ROCE



Strategy well in place and Progressing as communicated

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

^PAT adjusted for Exceptional Gain on Sale of Asset

# Includes other income

\*\* on TTM basis

## Highest ever Nine Month Profits

9M FY19

33%

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

**Rs 381.1 Crs**

40%

EBITDA<sup>^</sup>

**Rs 45.0 Crs**

**Margin 11.8%**

54%\*

Adjusted PAT

**Rs 20.3 Crs**

**Margin 5.4%**

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

*"We are extremely pleased with our performance. This performance comes at a time when industry is facing multiple challenges wherein all the major OEM's have reported a mixed growth due to multiple concerns like mismatch of festival season, tighter liquidity, NBFC crisis. Despite these challenges talbros has been able to continue on our laid growth path.*

*We continue to gain wallet share with our customers across the globe and are working towards adding new customers across product segments, which will continue to drive the growth."*

## New Order wins Fuel Growth in Business

Magneti Marelli Talbros Chassis Systems Pvt Ltd : Exports order from a UK based OEM, with an estimated annual revenues of Rs. 35+ Crores

Forgings: Exports order from a large European OEM worth Rs. 8 Crores

Heat Shields: Exports order from a large European OEM worth ~USD 2 million

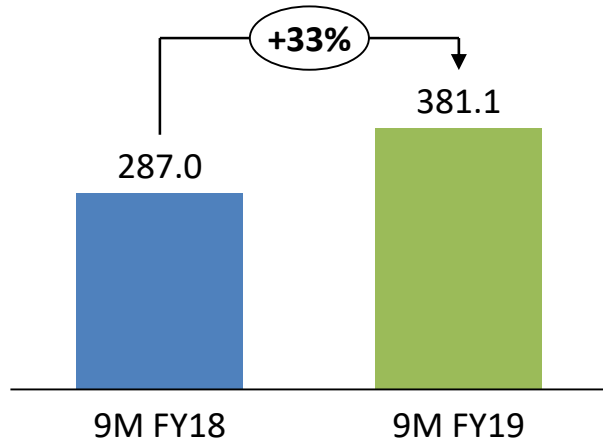
Talbros Marugo Rubber Pvt Ltd: Initial order from SML ISUZU for supply of molded hoses with an estimated annual revenues of Rs. 3 Crores

New Order wins worth ~Rs. 60 Crores

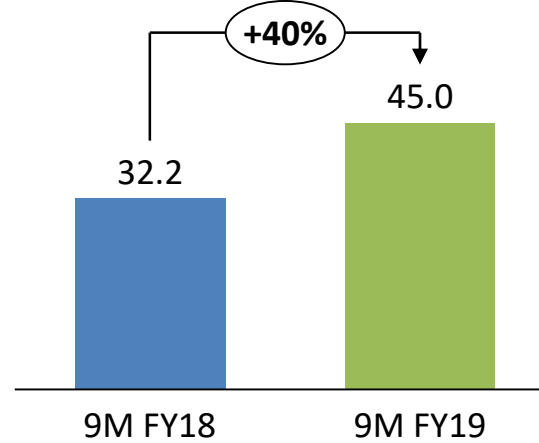
# Consolidated 9M FY19 Performance Highlights

Rs. Crores

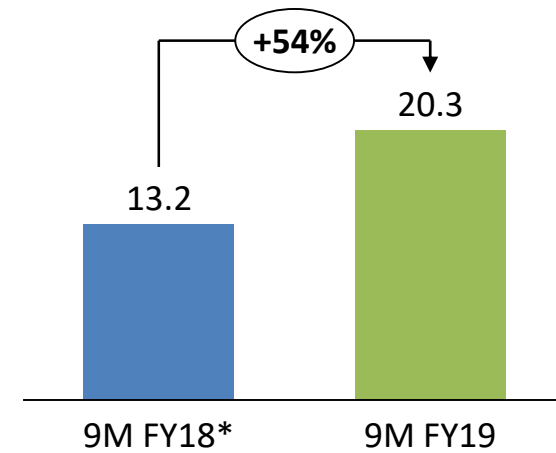
### Total Income from Operations<sup>^</sup>



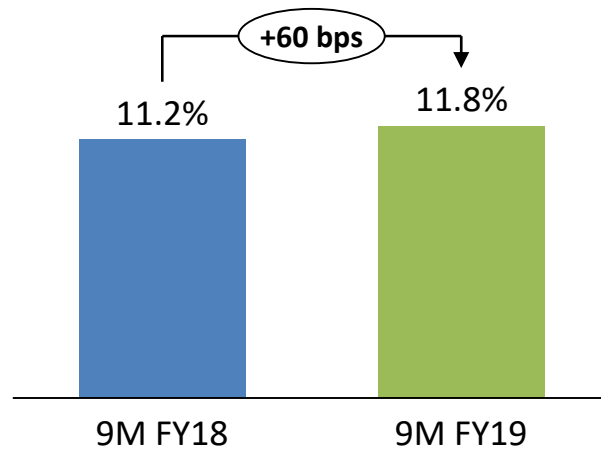
### EBIDTA<sup>^</sup>



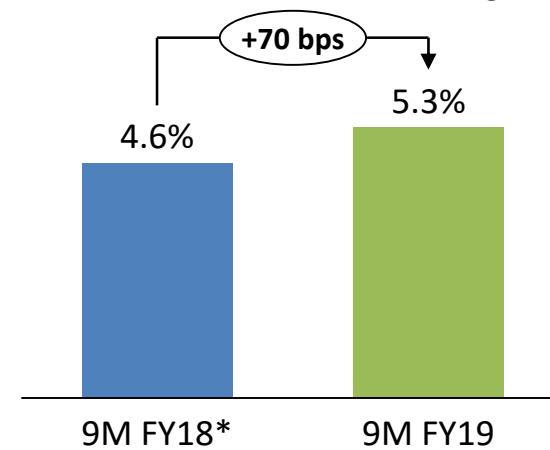
### Adjusted PAT



### EBITDA Margin<sup>^</sup>



### Adjusted PAT Margin

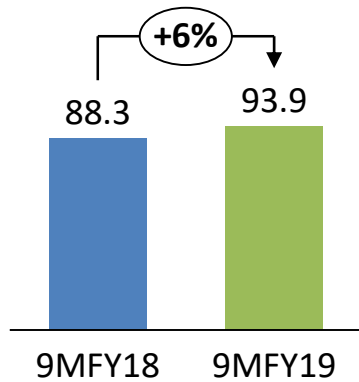




# 9M FY19 JV's Performance Highlights

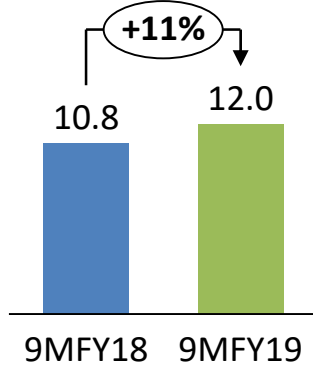
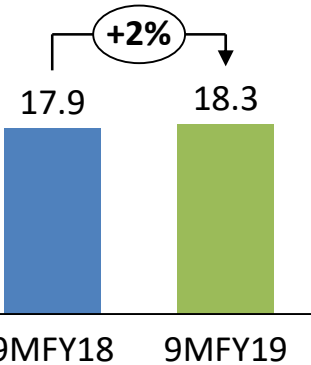
## Nippon Leakless Talbros Pvt Ltd\*

### Total Income from Operations



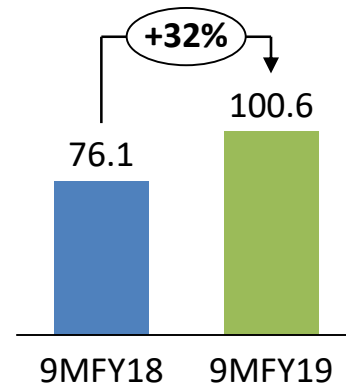
### EBIDTA

### PAT



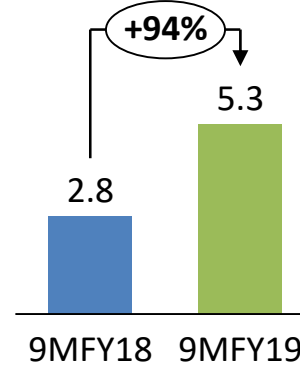
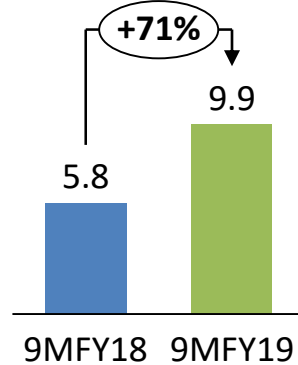
## Magneti Marelli Talbros Chassis Systems Pvt Ltd\*

### Total Income from Operations



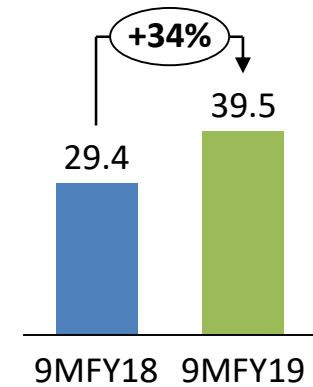
### EBIDTA

### PAT



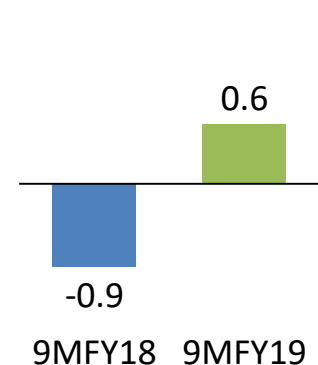
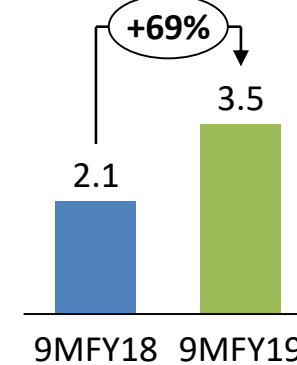
## Talbros Marugo Rubber Pvt Ltd\*

### Total Income from Operations



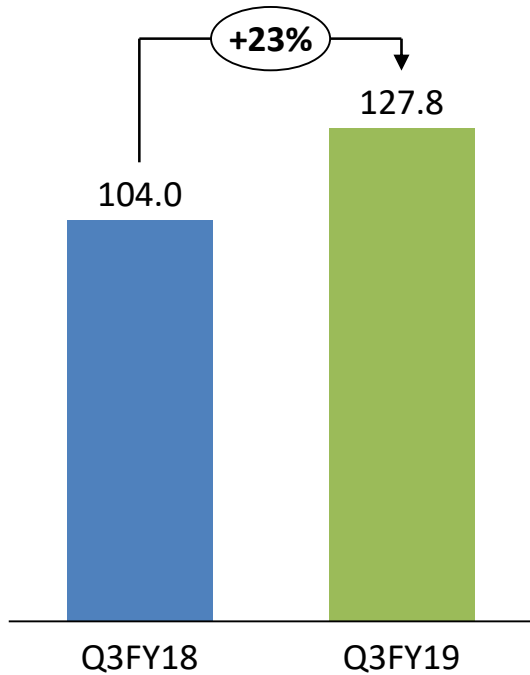
### EBIDTA

### PAT

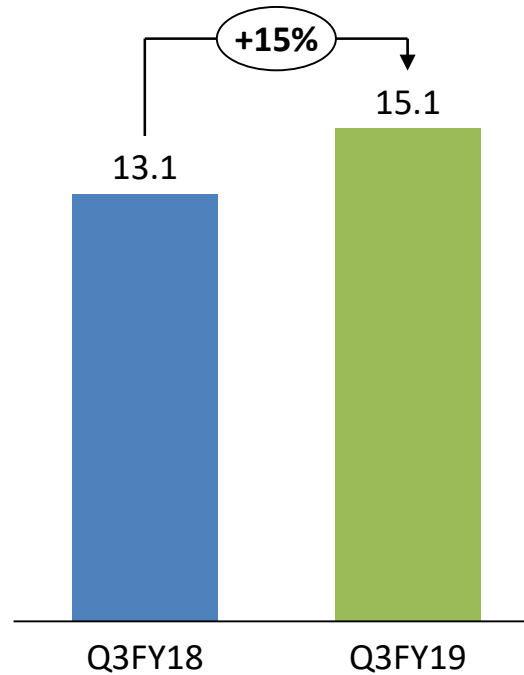


# Consolidated Q3 FY19 Performance Highlights

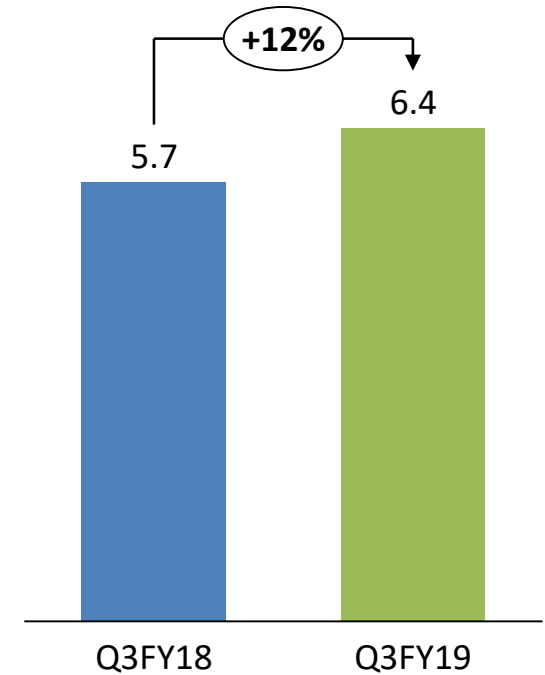
### Total Income from Operations<sup>^</sup>



### EBIDTA<sup>^</sup>



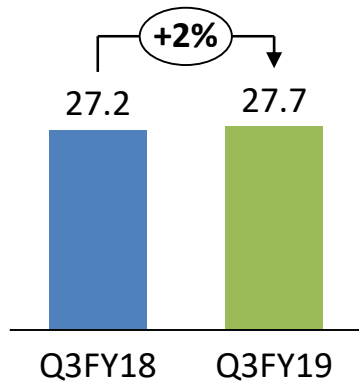
### PAT



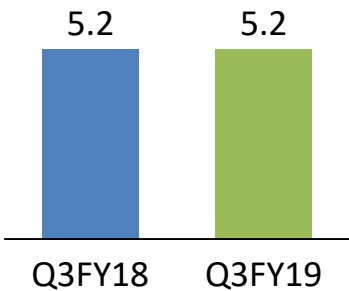
# Q3 FY19 JV's Performance Highlights

## Nippon Leakless Talbros Pvt Ltd

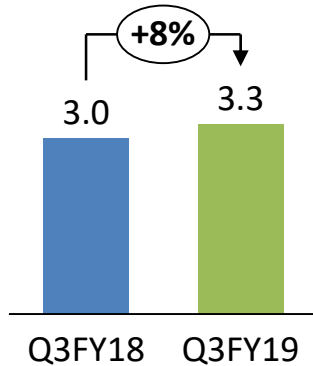
### Total Income from Operations



### EBIDTA



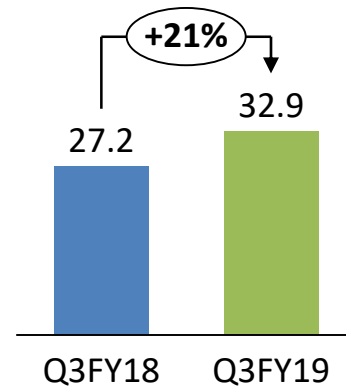
### PAT



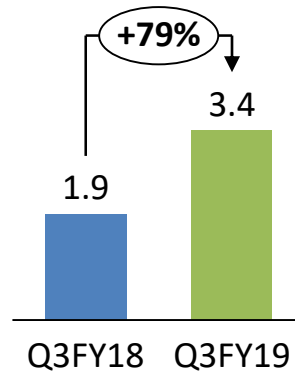
Rs. Crores \*Full JV numbers

## Magneti Marelli Talbros Chassis Systems Pvt Ltd

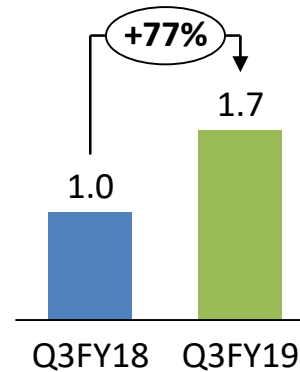
### Total Income from Operations



### EBIDTA

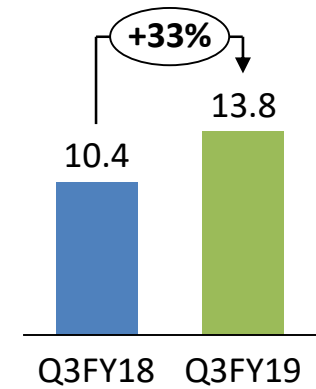


### PAT

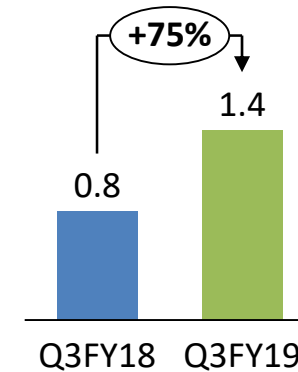


## Talbros Marugo Rubber Pvt Ltd

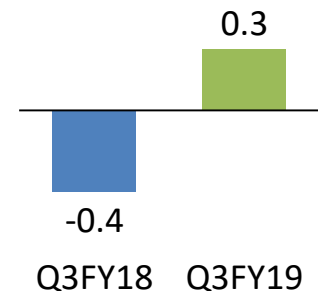
### Total Income from Operations



### EBIDTA



### PAT



# Consolidated Profit & Loss Statement

Particulars (Rs. In crores)	Q3 FY19	Q3 FY18	Y-o-Y	9M FY19	9M FY18	Y-o-Y	FY18
<b>Revenue from Operations (Net of Excise)</b>	125.1	102.0		376.6	282.8		393.0
Other Income	2.7	2.0		4.5	4.2		6.3
<b>Total revenue from Operation</b>	<b>127.8</b>	<b>104.0</b>	<b>22.9%</b>	<b>381.1</b>	<b>287.0</b>	<b>32.8%</b>	<b>399.3</b>
Raw Material	72.8	58.0		214.0	159.5		221.7
Employee Cost	15.6	13.3		45.3	38.3		51.4
Other Expenses	24.3	19.6		76.7	57.0		79.1
<b>EBITDA</b>	<b>15.1</b>	<b>13.1</b>	<b>15.4%</b>	<b>45.0</b>	<b>32.2</b>	<b>39.8%</b>	<b>47.1</b>
<b>EBITDA Margin</b>	<b>11.8%</b>	<b>12.6%</b>		<b>11.8%</b>	<b>11.2%</b>		<b>11.8%</b>
Depreciation	4.8	3.3		13.3	10.1		14.2
<b>EBIT</b>	<b>10.3</b>	<b>9.8</b>	<b>5.4%</b>	<b>31.8</b>	<b>22.1</b>	<b>43.9%</b>	<b>32.9</b>
<b>EBIT Margin</b>	<b>8.1%</b>	<b>9.4%</b>		<b>8.3%</b>	<b>7.7%</b>		<b>8.2%</b>
Finance cost	4.0	3.6		11.7	10.4		13.9
<b>Profit before share of profit/loss from JVs</b>	<b>6.3</b>	<b>6.2</b>		<b>20.1</b>	<b>11.7</b>		<b>19.0</b>
Share of Profit from JVs	2.2	1.5		7.2	5.2		6.9
<b>Profit before Tax before Exceptional Items</b>	<b>8.5</b>	<b>7.7</b>		<b>27.3</b>	<b>16.9</b>		<b>25.9</b>
Tax	2.1	2.0		7.0	3.7		5.2
<b>Adjusted PAT</b>	<b>6.4</b>	<b>5.7</b>	<b>13.2%</b>	<b>20.3</b>	<b>13.2</b>	<b>53.7%</b>	<b>20.7</b>
<b>Adjusted PAT Margin %</b>	<b>5.0%</b>	<b>5.5%</b>		<b>5.3%</b>	<b>4.6%</b>		<b>5.2%</b>
Exceptional Items	0.0	0.0		0.0	2.2		2.2
<b>Reported PAT</b>	<b>6.4</b>	<b>5.7</b>	<b>13.2%</b>	<b>20.3</b>	<b>15.3</b>	<b>32.1%</b>	<b>22.9</b>
Other Comprehensive Income	-1.7	3.9		-4.3	5.4		3.3
<b>Total Comprehensive Income</b>	<b>4.7</b>	<b>9.6</b>	<b>-51.3%</b>	<b>16.0</b>	<b>20.7</b>	<b>-22.7%</b>	<b>26.2</b>

# Standalone Profit & Loss Statement

Particulars (Rs. In crores)	Q3 FY19	Q3 FY18	Y-o-Y	9M FY19	9M FY18	Y-o-Y	FY18
<b>Revenue from Operations (Net of Excise)</b>	125.1	102.0		376.6	282.8		393.0
Other Income	3.9	3.0		8.1	6.6		9.4
<b>Total revenue from Operation</b>	<b>129.0</b>	<b>104.9</b>	<b>23.0%</b>	<b>384.7</b>	<b>289.4</b>	<b>32.9%</b>	<b>402.4</b>
Raw Material	72.8	58.0		214.0	159.5		221.7
Employee Cost	15.6	13.3		45.3	38.3		51.4
Other Expenses	24.3	19.6		76.7	57.0		79.1
<b>EBITDA</b>	<b>16.3</b>	<b>14.0</b>	<b>16.1%</b>	<b>48.6</b>	<b>34.6</b>	<b>40.5%</b>	<b>50.2</b>
<b>EBITDA Margin</b>	<b>12.6%</b>	<b>13.4%</b>		<b>12.6%</b>	<b>12.0%</b>		<b>12.5%</b>
Depreciation	4.8	3.3		13.3	10.1		14.2
<b>EBIT</b>	<b>11.5</b>	<b>10.7</b>	<b>7.2%</b>	<b>35.4</b>	<b>24.5</b>	<b>44.5%</b>	<b>36.0</b>
<b>EBIT Margin</b>	<b>8.9%</b>	<b>10.2%</b>		<b>9.2%</b>	<b>8.5%</b>		<b>9.0%</b>
Finance cost	4.0	3.5		11.7	10.4		13.9
<b>Profit before Tax before Exceptional Items</b>	<b>7.5</b>	<b>7.2</b>		<b>23.7</b>	<b>14.1</b>		<b>22.1</b>
Tax	2.1	2.0		7.0	3.7		5.2
<b>Adjusted PAT</b>	<b>5.4</b>	<b>5.1</b>	<b>4.8%</b>	<b>16.7</b>	<b>10.3</b>	<b>61.5%</b>	<b>16.9</b>
<b>Adjusted PAT Margin %</b>	<b>4.2%</b>	<b>4.9%</b>		<b>4.3%</b>	<b>3.6%</b>		<b>4.2%</b>
Exceptional Items	0.0	0.0		0.0	2.2		2.2
<b>Reported PAT</b>	<b>5.4</b>	<b>5.1</b>	<b>4.8%</b>	<b>16.7</b>	<b>12.5</b>	<b>33.6%</b>	<b>19.1</b>
Other Comprehensive Income	-1.8	3.9		-4.3	5.4		3.3
<b>Total Comprehensive Income</b>	<b>3.6</b>	<b>9.1</b>	<b>-59.8%</b>	<b>12.4</b>	<b>17.8</b>	<b>-30.5%</b>	<b>22.4</b>

As per Ind AS

# Consolidated Balance Sheet

ASSETS	Sep-18	Mar-18	EQUITY AND LIABILITIES	Sep-18	Mar-18
<b>Non-current assets</b>			<b>Equity</b>		
Property, plant and equipment	132.3	124.3	Equity Share capital	12.3	12.3
Capital work-in-progress	3.0	2.4	Non-Controlling Interest		
Intangible assets	0.5	0.7	Other equity	178.4	167.1
Intangible Assets Under Development	0.6	0.6	<b>Sub-total - Shareholders' funds</b>	<b>190.7</b>	<b>179.4</b>
Investments accounted for using the equity method	38.6	36.0			
Investment Property	2.9	3.0	<b>LIABILITIES</b>		
<b>Financial assets</b>			<b>Non-current liabilities</b>		
Investments	22.6	27.2	<b>Financial liabilities</b>		
Loans	1.3	1.2	Borrowings	39.8	15.5
Trade Receivables	0.5	0.5	Other financial liabilities	0.2	0.2
Other Tax assets (net)	0.3	0.3	Provisions	3.3	3.2
Other non-current assets	5.4	1.2	Deferred tax liabilities (net)	3.5	4.2
<b>Sub-total - Non-Current Assets</b>	<b>208.0</b>	<b>197.4</b>	Other non-current liabilities	0.0	0.0
			<b>Sub-total - Non-current liabilities</b>	<b>46.9</b>	<b>23.2</b>
<b>Current assets</b>					
Inventories	109.0	109.2	<b>Current liabilities</b>		
<b>Financial assets</b>			<b>Financial liabilities</b>		
Trade receivables	146.8	124.2	Borrowings	118.0	101.8
Cash and cash equivalents	4.3	3.2	Trade payables	118.3	137.2
Bank balances other than Cash and Cash equivalents	5.1	4.6	Other financial liabilities	19.5	17.4
Loans	5.7	5.7	Other current liabilities	3.8	4.7
Other financial assets	2.1	1.4	Provisions	1.3	1.3
Other current assets	20.1	19.2	Current tax liabilities (net)	2.6	0.0
<b>Sub-total - Current Assets</b>	<b>293.1</b>	<b>267.6</b>	<b>Sub-total - Current liabilities</b>	<b>263.5</b>	<b>262.4</b>
Assets Classified as held for Sale					
<b>TOTAL - ASSETS</b>	<b>501.1</b>	<b>465.0</b>	<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>501.1</b>	<b>465.0</b>

# Standalone Balance Sheet

ASSETS (Rs. Crores)	Sep-18	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	132.3	124.3
Capital work-in-progress	3.0	2.4
Intangible assets	0.5	0.7
Intangible Assets Under Development	0.6	0.6
Investments accounted for using the equity method	0.0	0.0
Investment Property	2.9	3.0
<b>Financial assets</b>		
Investments	48.7	53.3
Loans	1.3	1.2
Trade Receivables	0.5	0.5
Other Tax assets (net)	0.3	0.3
Other non-current assets	5.4	1.2
<b>Sub-total - Non-Current Assets</b>	<b>195.5</b>	<b>187.5</b>
<b>Current assets</b>		
Inventories	109.0	109.2
<b>Financial assets</b>		
Trade receivables	146.8	124.2
Cash and cash equivalents	4.3	3.2
Bank balances other than Cash and Cash equivalents	5.1	4.6
Loans	5.7	5.7
Other financial assets	2.1	1.4
Other current assets	20.1	19.2
<b>Sub-total - Current Assets</b>	<b>293.1</b>	<b>267.6</b>
Assets Classified as held for Sale		
<b>TOTAL - ASSETS</b>	<b>488.6</b>	<b>455.1</b>

EQUITY AND LIABILITIES (Rs. Crores)	Sep-18	Mar-18
<b>Equity</b>		
Equity Share capital	12.3	12.3
Non-Controlling Interest		
Other equity	165.9	157.2
<b>Sub-total - Shareholders' funds</b>	<b>178.3</b>	169.5
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	39.8	15.5
Other financial liabilities	0.2	0.2
Provisions	3.3	3.2
Deferred tax liabilities (net)	3.5	4.2
Other non-current liabilities	0.0	0.0
<b>Sub-total - Non-current liabilities</b>	<b>46.9</b>	23.2
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	118.0	101.8
Trade payables	118.3	137.2
Other financial liabilities	19.5	17.4
Other current liabilities	3.8	4.7
Provisions	1.3	1.3
Current tax liabilities (net)	2.6	0.0
<b>Sub-total - Current liabilities</b>	<b>263.5</b>	262.4
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>488.6</b>	455.1

As per Ind AS

# Business Confirmations & Strategy

## Gaskets

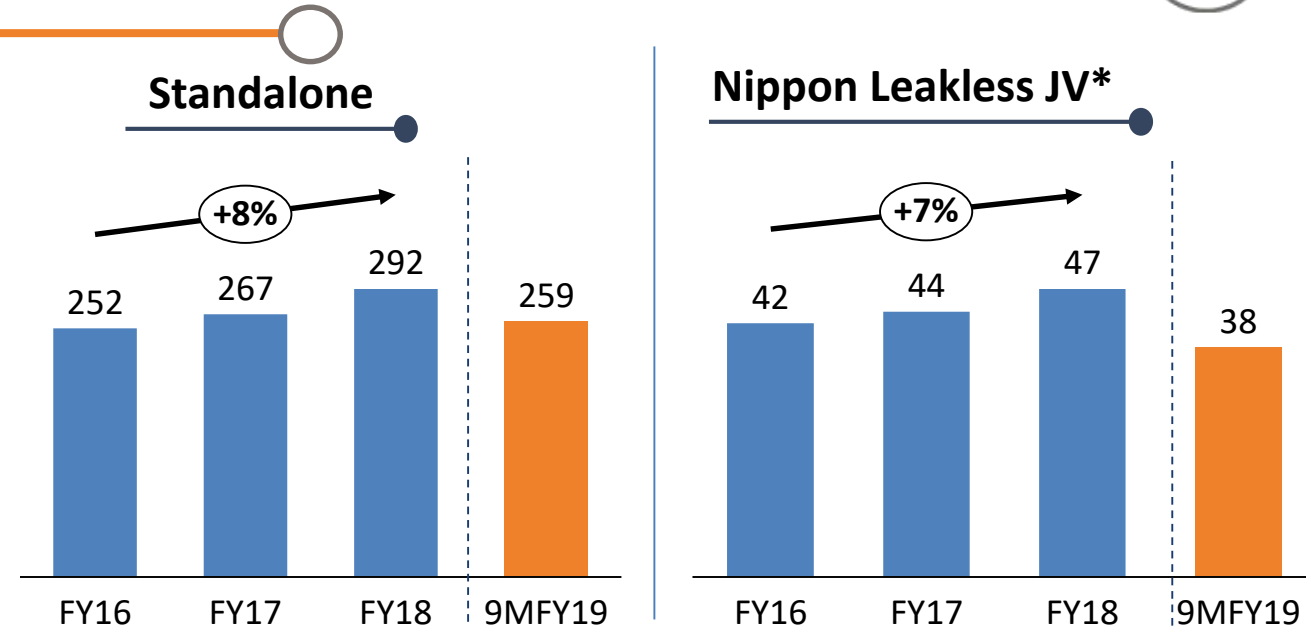
### New Orders:

- Cummins – USA & UK
- Zetor Tractors – Czech Republic
- A Non- Automotive conglomerate in Austria
- Order for Heat shields from a large European OEM

### Strategic Initiatives :

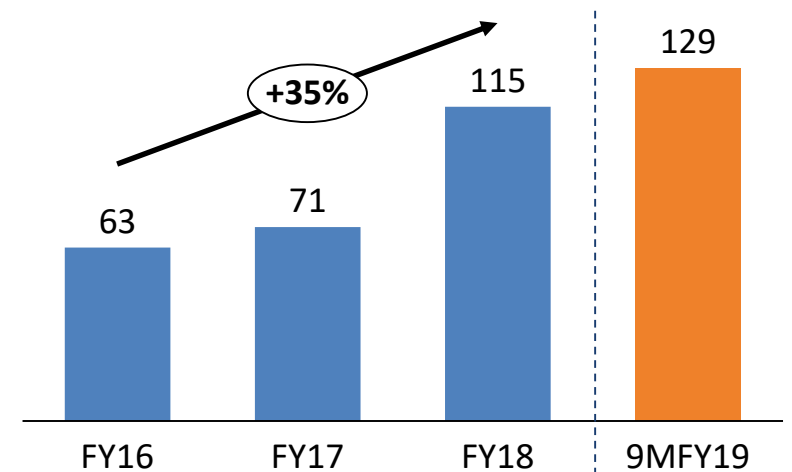
#### Gaskets:

- Installation of Post Coating Line, to rationalize raw material costs
- Strategic Raw material sourcing agreement with Interface Performance materials, USA to bring savings in operational costs, reduction in raw material inventory and working capital investments



## Forgings Segment

- Started supplies for the order received from an 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 an European OEM worth Rs. 8 Crores per annum
- Currently, this segment is gaining momentum in both Domestic and overseas market

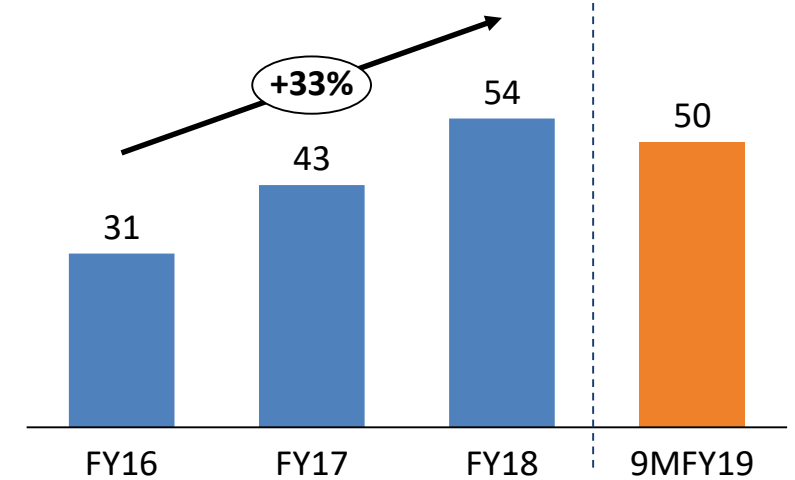


\*Proportionate share of JV Revenue has been considered



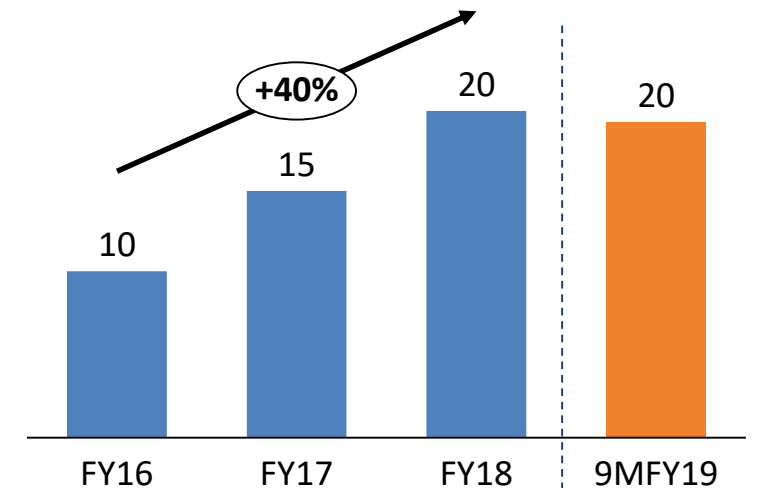
## Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)\*

- 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 an European OEM
- Commenced Supplies for RE60 Bajaj



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

- 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

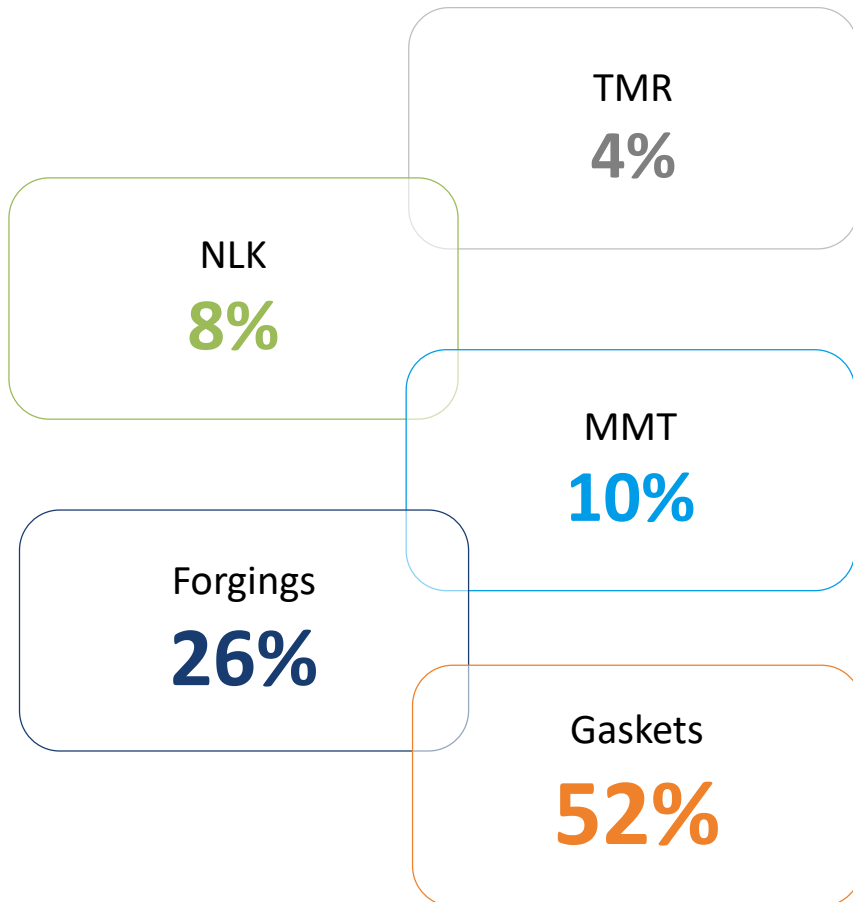


Diversified Portfolio - **Gaskets, Forgings, Suspension Systems, Anti-vibration Products & Hoses**



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

## 9MFY19 - 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 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

*Nippon Leakless Talbros Pvt Ltd (NLK)*



- **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

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



- **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

*Talbros Marugo Rubber Pvt Ltd (TMR)*

# 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

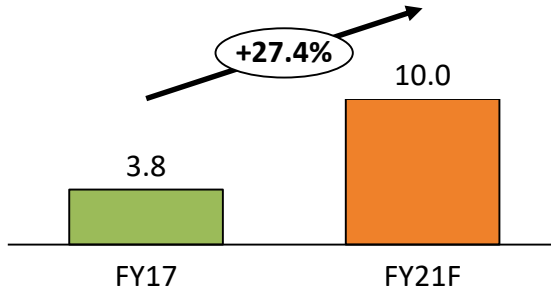
## Increasing Investments by Global Manufacturers

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

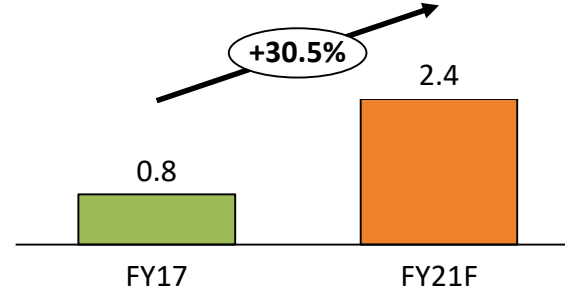
*Exports*

# The Automotive Opportunities

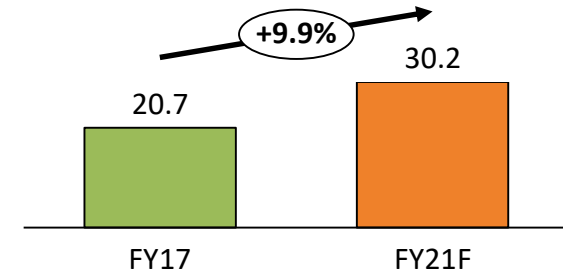
Million Units



Passenger Vehicles



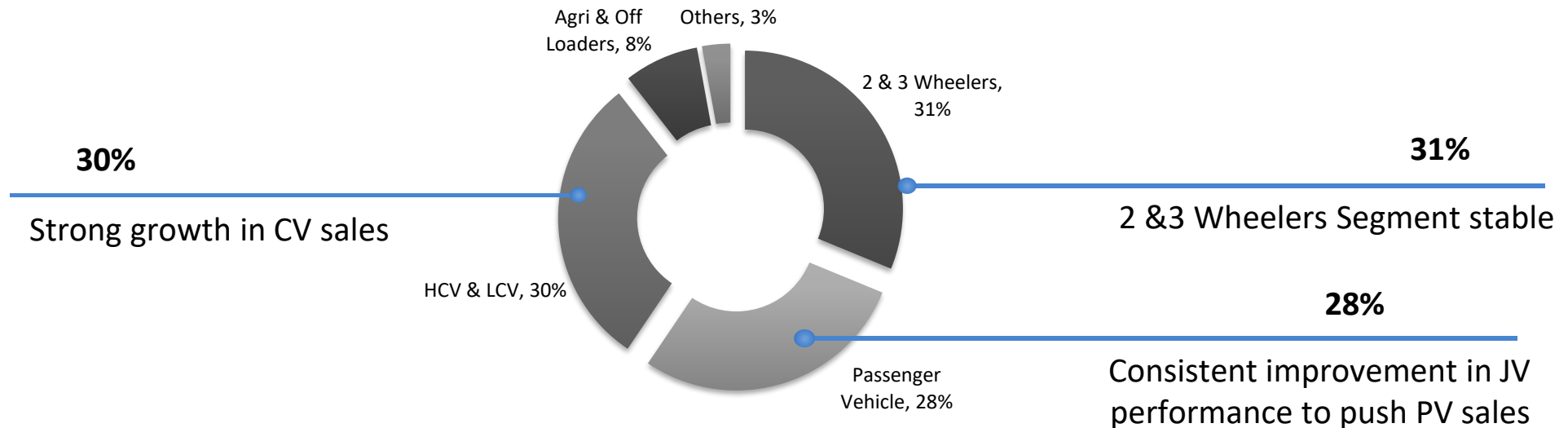
Commercial Vehicles



2W & 3W Vehicles

Source: IBEF

## TACL: Domestic Sales Break up 9MFY19







# Business Overview



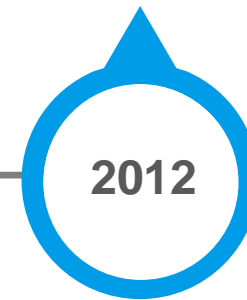
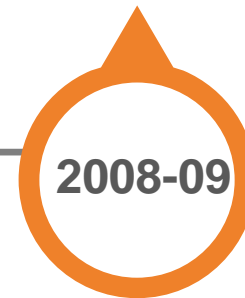
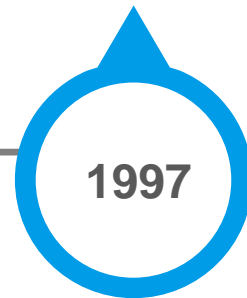
# Key Milestones

**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



- 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***

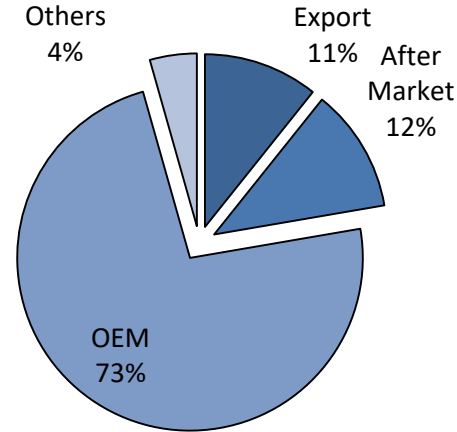
### **CEO – Magneti Marelli Talbros Pvt. Ltd**

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

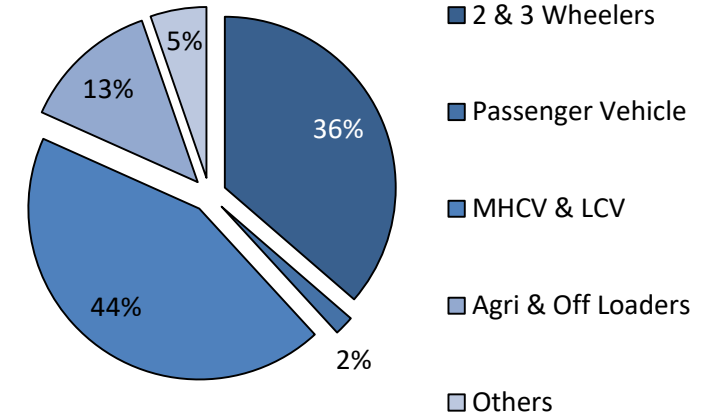
# Standalone Business - Gaskets

- 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 9MFY19 stood at Rs 253.1 Cr

**9MFY19 Revenue Rs 253.1 Crores**



**9MFY19 OEM Breakup**



**Products - Various Types and Shapes**

*Multi Layer Steel*



*Exhaust Manifold*



*Heat Shield*



*Rubber Molded*



*Cylinder Head*

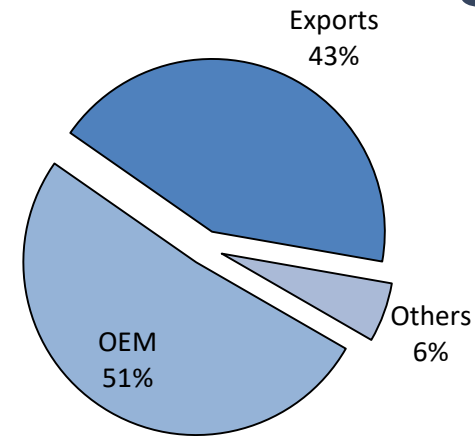


*Edge Molded*



- 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 **9MFY19** stood at **Rs 127.6 Cr**

## 9MFY19 Revenue Rs 127.6 Crores



## Products - Various Types and Shapes

**King Pins**



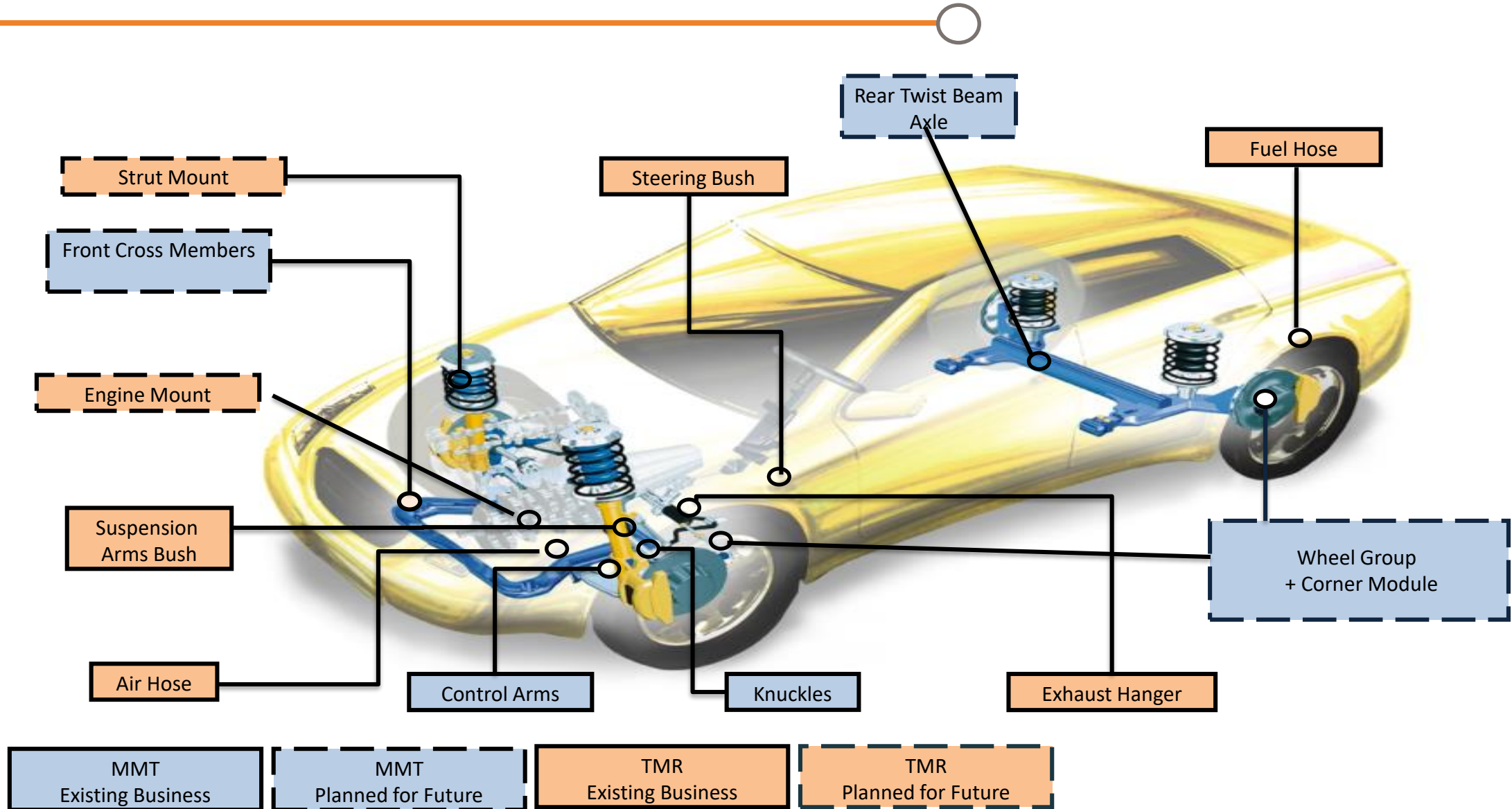
**Gear Blanks**



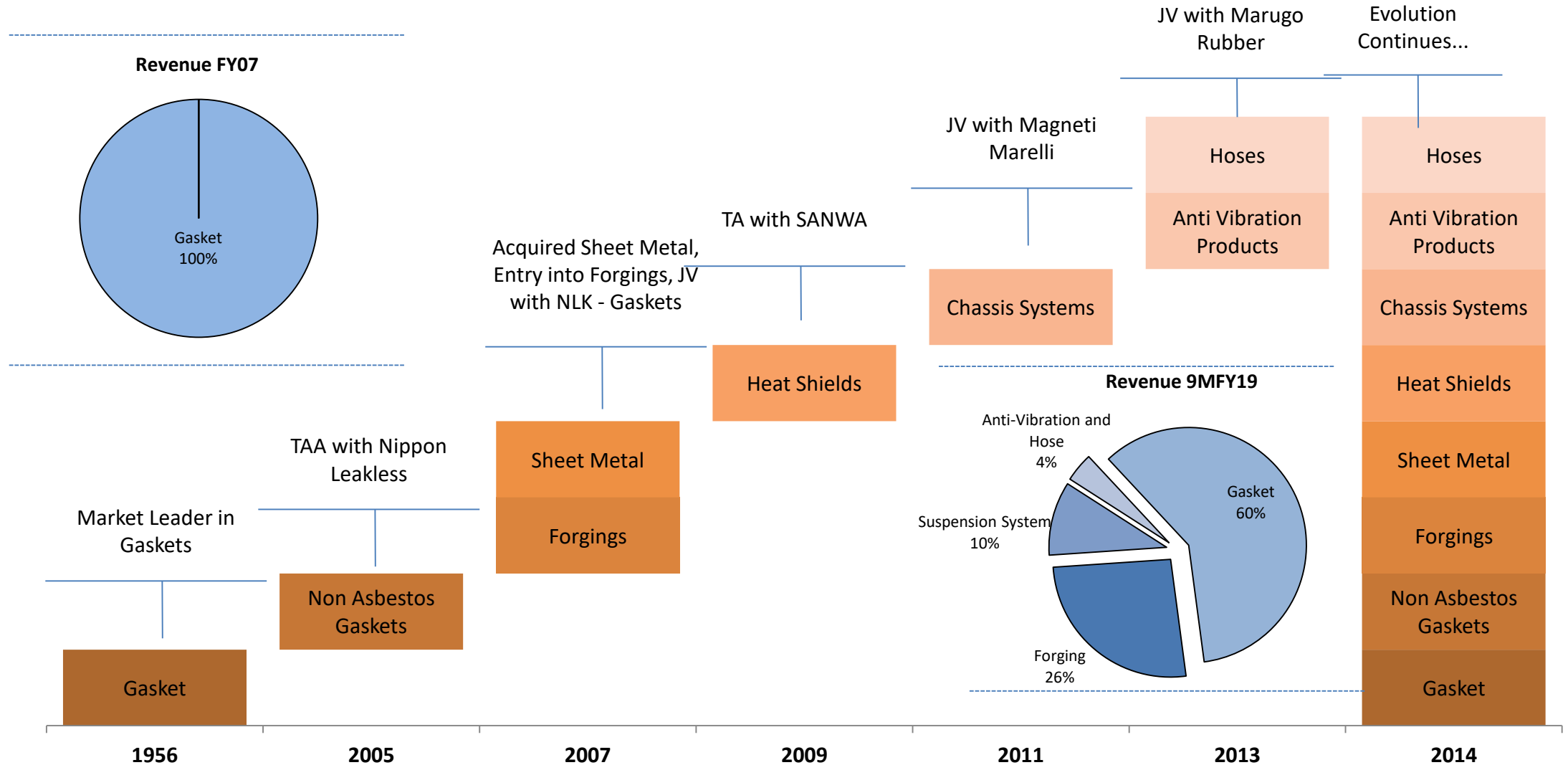
**Housing and Yoke Shafts**



# 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



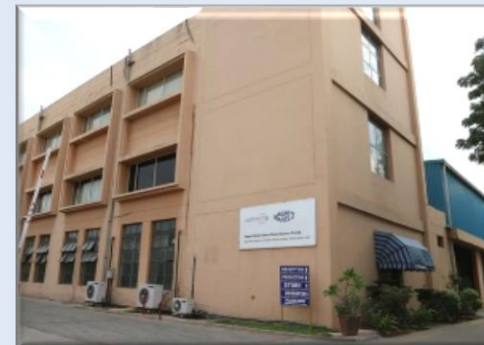
## **Talbros Marugo Rubber**

Manesar – Gurgaon



## **Nippon Leakless**

Bawal – Haryana  
Haridwar – Uttarakhand

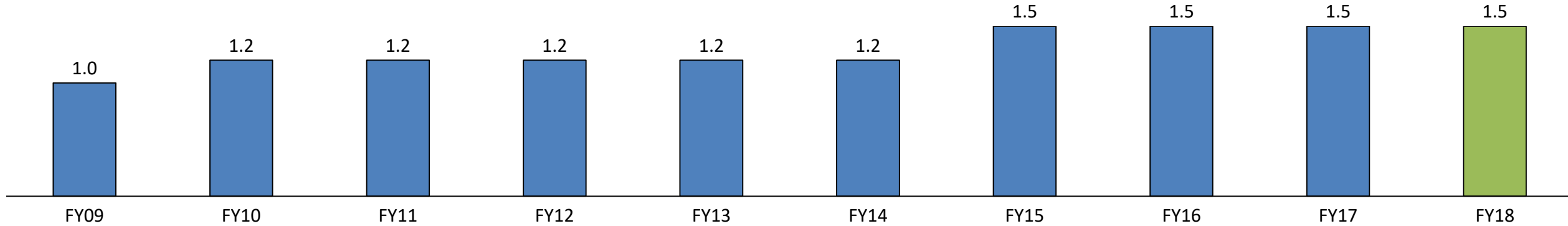


## **Magneti Marelli Talbros**

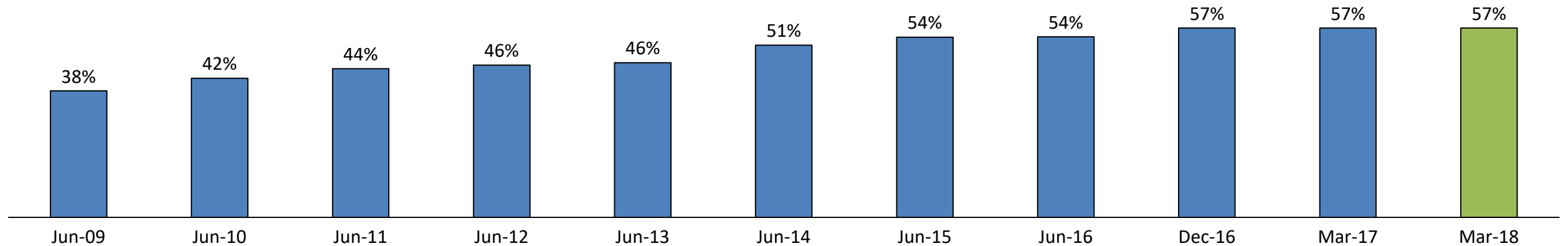
Faridabad - Haryana

## Consistently paying Dividend for the last 50 years

In Rs



## Promoter Shareholding



## For further information, please contact:

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Company :

Talbros Automotive Components Ltd.  
CIN: L29199HR1956PLC033107

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

Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
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