

11th November, 2022

The Bombay Stock Exchange Ltd.	The National Stock Exchange of India Ltd.
Phiroze Jeejeebhoy Towers,	Exchange Plaza, 5 th Floor, Plot No. C/1,
Dalal Street, Fort	G Block, Bandra Kurla Complex,
Mumbai – 400 001	Bandra (East), Mumbai – 400 051
Scrip Code - 505160	Company Code - TALBROAUTO

Sub: Q2 & H1 FY23 Investor Presentation

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Q2 & H1 FY23 Investor Presentation.

The Investor Presentation will also be available on the website of the Company at https://www.talbros.com.

This is for your information and record.

Thanking you,

Yours Sincerely
For Talbros Automotive Components Limited

Seema Narang Company Secretary





TALBROS AUTOMOTIVE COMPONENTS LIMITED



Safe Harbor



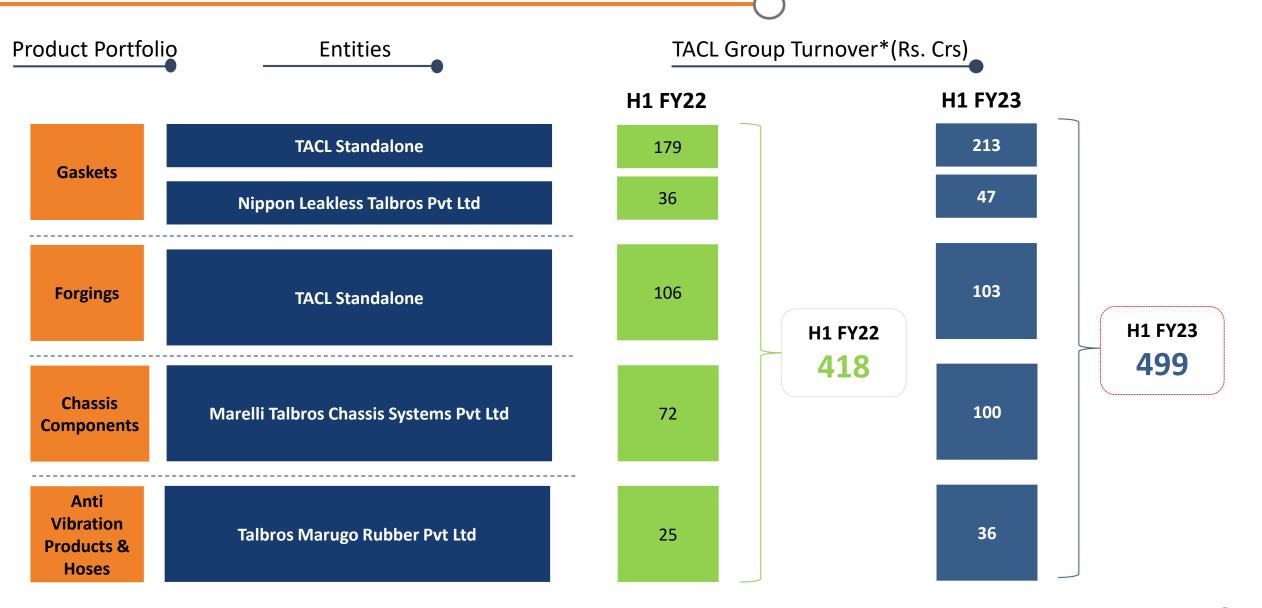
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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from 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.

Talbros Automotive Components Ltd (TACL) - Group





* Includes Other Income Including Total Share of JV

New Multi year orders worth "Rs. 400+ crores received



The order has been received for Domestic and Overseas Customers across all the divisions and varied segments. These orders are to be executed over a period of next 4-6 years

The order covers the following product lines

Gaskets

Heat Shields

Forgings

Chassis

Rubber



The order spans across newly invested technologies such as heat shields for which we have secured new customers in the Domestic PV space.



Further, the Company has received orders from a new overseas customer through which we have entered in the Agri, Construction & off-road segment



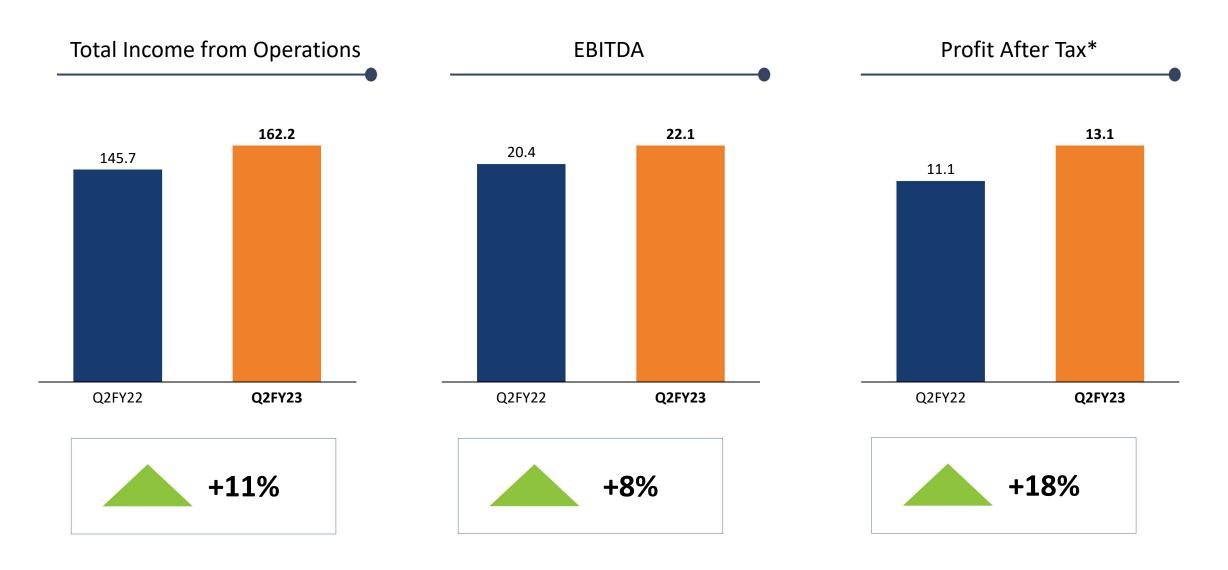
Out of new orders, 18% account for Electric Vehicle (EVs) segment for leading established domestic OEM for PV segment



These orders will help us increase our share with existing customers and new customers across geographies which will help us grow and gain market share in the coming years

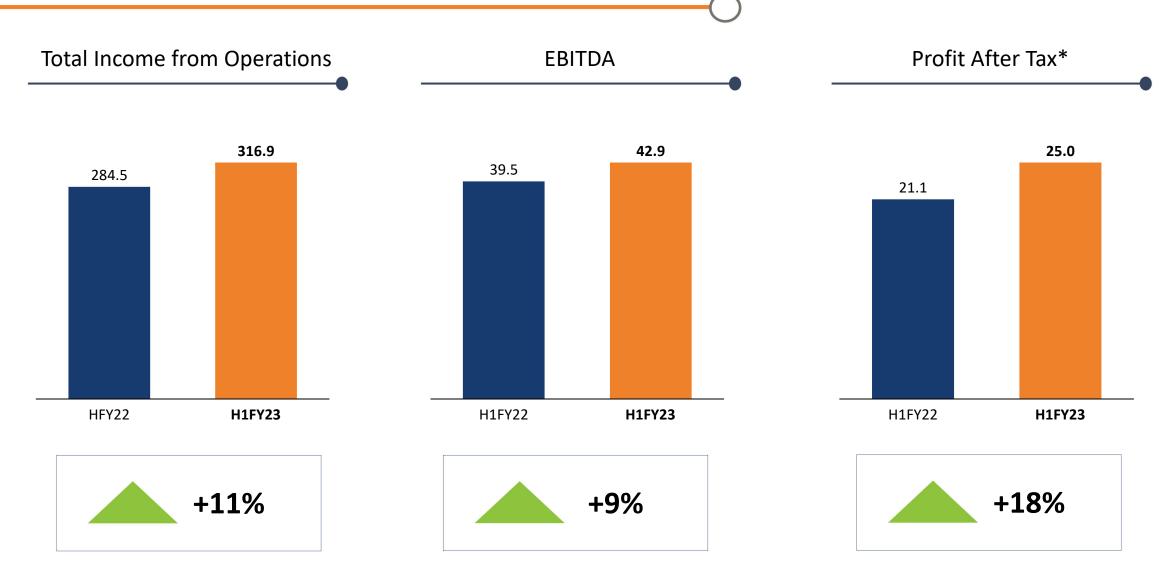
Q2FY23 Consolidated Performance Highlights





H1 FY23 Consolidated Performance Highlights





Q2 FY23 Standalone Business Performance Highlights



Gaskets

Total Income from Operations

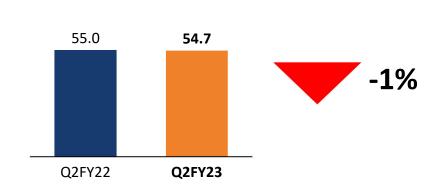


EBITDA

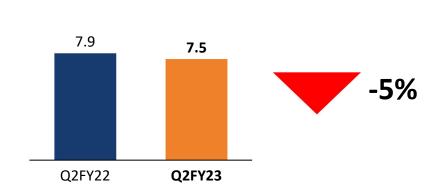


Forgings

Total Income from Operations



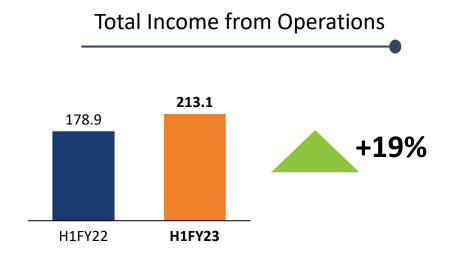


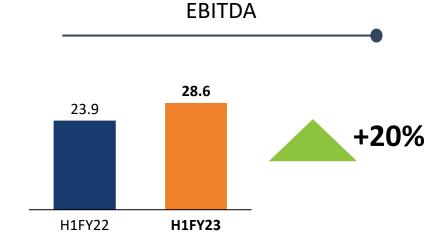


H1 FY23 Standalone Business Performance Highlights

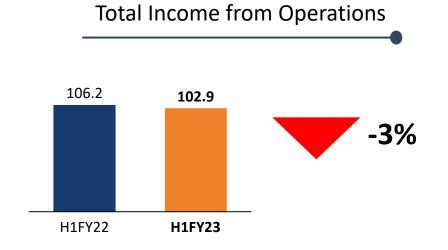


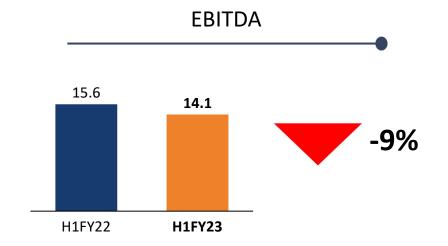






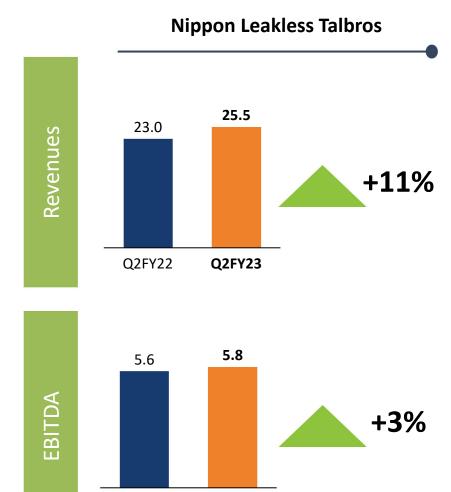


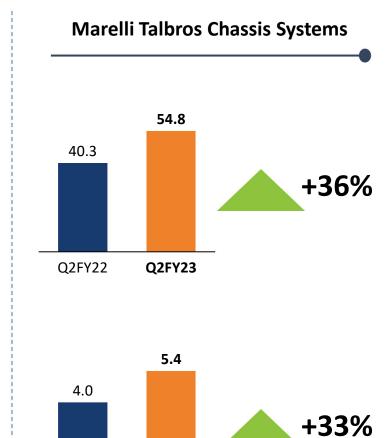




Consolidated Performance Highlights

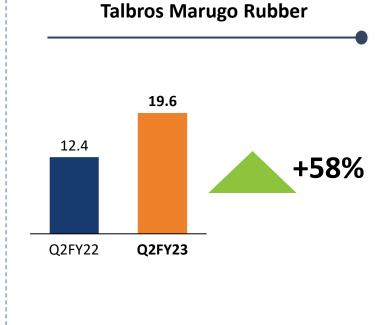


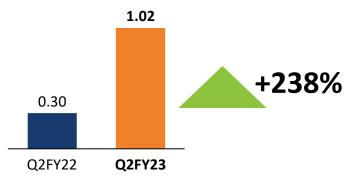




Q2FY23

Q2FY2





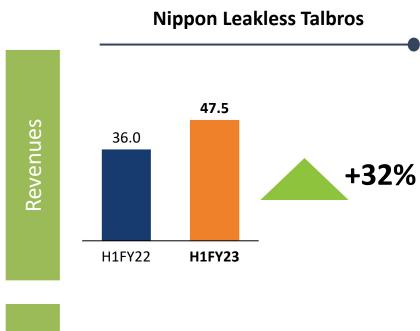
Q2FY23

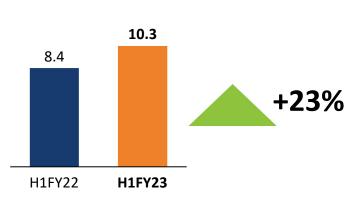
Q2FY22

Rs. Crores

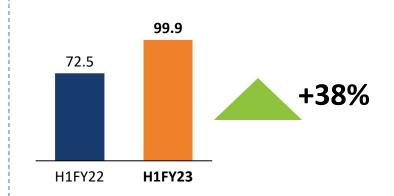
Consolidated Performance Highlights

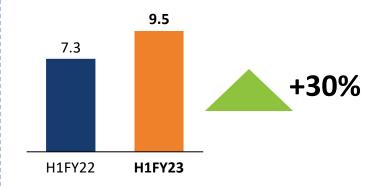




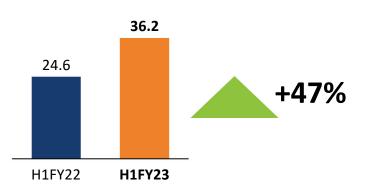


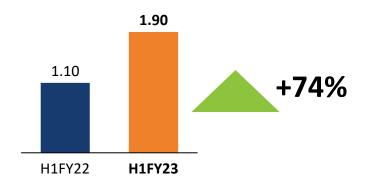






Talbros Marugo Rubber





Rs. Crores

Breakup (Type of Market)*

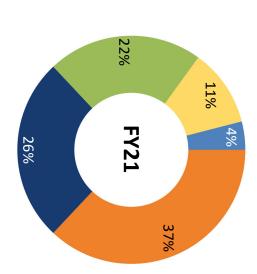
25%

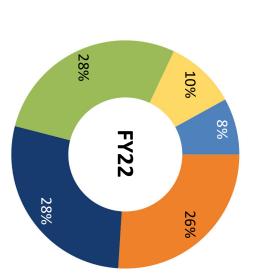
FY21

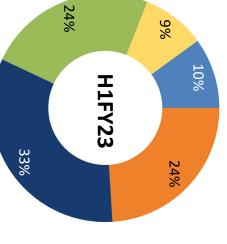
64%

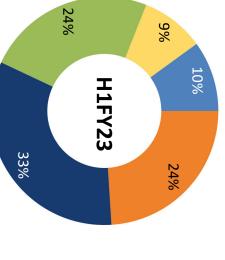
5% 6%

Domestic Breakup*



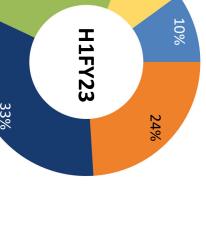






Others

Agri & Off Loaders



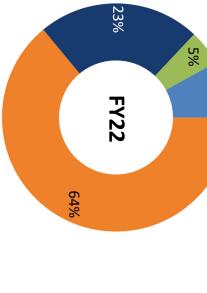
Passenger Vehicle

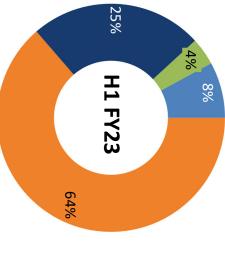
HCV & LCV

2 & 3 Wheelers



Across varied segments...







Q2 & H1 FY23 Consolidated Profit & Loss Statement



Particulars (Rs. In crores)	Q2FY23	Q2FY22	Y-o-Y	Q1FY23	QoQ	H1FY23	H1FY22	Y-o-Y
Revenue from Operations	160.7	144.0	12%	152.97	5%	313.7	280.8	12%
Other Income	1.4	1.7		1.71		3.1	3.7	
Total revenue from Operation	162.2	145.7	11%	154.7	5%	316.9	284.5	11%
Raw Material	86.4	74.3		81.3		167.8	148.7	
Employee Cost	18.1	16.1		17.9		35.9	32.3	
Other Expenses	35.5	34.9		34.7		70.3	64.0	
EBITDA	22.1	20.4	8%	20.7	7%	42.9	39.5	9%
EBITDA Margin	13.6%	14.0%		13.4%		13.5%	13.9%	
Depreciation	6.0	5.9		5.5		11.6	11.7	
EBIT	16.1	14.5	11%	15.2	6%	31.3	27.8	12%
EBIT Margin	9.9%	10.0%		9.8%		9.9%	9.8%	
Finance cost	2.7	3.0		2.3		4.9	6.2	
Share of Profit from JVs	3.0	2.2		2.2		5.2	3.6	
Profit before Tax	16.5	13.8	20%	15.1	9%	31.6	25.2	25%
Tax	3.4	2.6		3.2		6.6	4.1	
Profit After Tax	13.1	11.1	17%	11.9	10%	25.0	21.1	18%
PAT Margin %	8.0%	7.6%		7.7%		7.9%	7.4%	

Q2 & H1 FY23 Consolidated Balance Sheet



ASSETS	Sep-22	Mar-22
Non-current assets		
Property, plant and equipment	159.7	153.3
Capital work in progress	3.4	3.3
Investment property	2.9	3.0
Intangible assets	0.9	0.9
Investments accounted for using the equity method	64.8	59.5
Financial assets		
Investments	44.7	38.4
Other financial assets	2.8	1.9
Current Tax Assets	-	2.1
Other non-current assets	2.4	4.5
Non-Current Assets	281.6	266.9
Current assets		
Inventories	130.9	114.3
Financial assets		
Trade receivables	162.4	151.5
Cash and cash equivalents	1.6	1.0
Bank balances other than Cash and Cash equivalents	2.6	4.3
Loans	4.5	4.3
Other financial assets	1.7	2.3
Other current assets	34.8	24.9
Current Assets	338.5	302.6
TOTAL - ASSETS	620.0	569.5

EQUITY AND LIABILITIES	Sep-22	Mar-22
Equity	3CP 22	IVIGI ZZ
Equity Share capital	12.3	12.3
Other equity	317.5	289.5
Shareholders' funds	329.8	301.9
	020.0	
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	6.5	7.6
Lease Liabilities	0.0	0.0
Other financial liabilities	0.1	0.1
Provisions	2.2	2.0
Deferred tax liabilities (net)	12.1	11.1
Other non-current liabilities	0.1	0.3
Non-current liabilities	21.1	21.1
Current liabilities		
Financial liabilities		
Borrowings	93.0	81.4
Lease Liabilities	0.1	0.1
Trade payables	161.8	153.1
Other financial liabilities	8.3	7.1
Other current liabilities	4.8	3.7
Provisions	1.0	1.0
Current tax liabilities (net)	0.0	0.0
Current liabilities	269.1	246.5
TOTAL - EQUITY AND LIABILITIES	620.0	569.5

Q2 & H1 FY23 Consolidated Cash Flow Statement



Particulars (Rs in Cr)	H1FY23	H1FY22
РВТ	31.6	25.2
Adjustments	9.9	14.3
Operating profit before working capital changes	41.5	39.5
Changes in working capital	-26.0	-11.9
Cash generated from operations	15.5	27.6
Direct taxes paid (net of refund)	-4.9	-10.0
Net Cash from Operating Activities	10.6	17.7
Net Cash from Investing Activities	-14.7	-8.5
Net Cash from Financing Activities	3.7	-10.9
Net Change in cash and cash equivalents	-0.4	-1.7
Opening Cash Balance	2.1	2.7
Closing Cash Balance	1.6	1.0

MDs Comments



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

The Company has been consistently delivering strong financial performance over the last 7-8 quarters. In Q2FY23, the Company registered its highest ever quarterly sales of Rs. 161 crores, a growth of 12% YoY. EBITDA and PAT have also grown 8% and 17% to Rs. 22 crores and Rs. 13 crores, respectively. This has been due to increased volumes and improved efficiencies.

During the first quarter, the Company had received multi-year orders worth Rs. 400 crores from domestic and overseas customers across all the divisions including for EV's and varied segments. In Q2 FY23, the Company has begun implementation of these orders. We have begun the trails and our customers are vey happy with the quality of our products. The order spans across newly invested technologies such as heat shields for which we have secured new customers in the Domestic PV space.

The Company is also in advance talks with multiple OEMs for new orders. We have invested heavily in new technologies for upgrading our products which will help us increase our share with existing customers and new customers across geographies which will help us grow and gain market share in the coming years

Our joint ventures are also doing well, and we plan to grow them by double digits in the future.

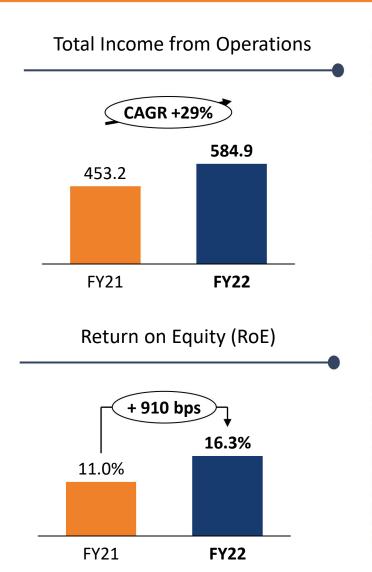
The issue of semi-conductors has been resolved with most of our customers. With easing supply chain restrictions, declining commodity costs, robust demand, new product launches, government initiatives, and the China plus one strategy, Talbros is in a sweet spot to grow at a faster pace and grab market share going ahead

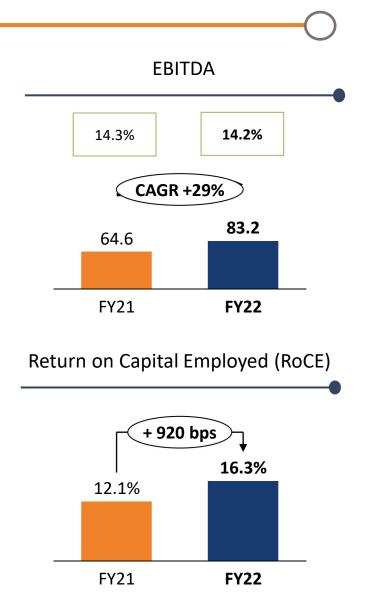
^ Includes other income 1

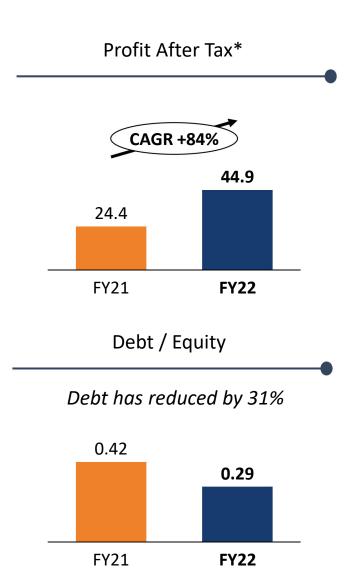
^{*} Excludes Exceptional Items

Substantial Improvement in Business









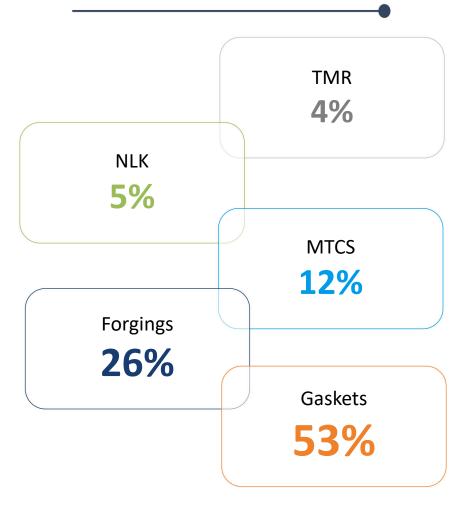
RoE = PAT / Avg. Equity; RoCE = EBIT / Avg. Capital Employed (Equity + Total Debt)

All the ratios have been calculated on Consolidated Basis * Excludes Exceptional Items 16

Hedged Portfolio...



H1 FY23 - Revenue Contribution



Segments

- 2 Wheelers
- 3Wheelers
- Passenger Vehicles
- Commercial Vehicles
- Agri / Off-Loadersand Industrial

Product Portfolio

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

Market Exposure

- OEMs
- After Market
- Exports
- Others

Proportionate Share of JV 17

Having Diversified Customer base - Top 10 Customers



FY22

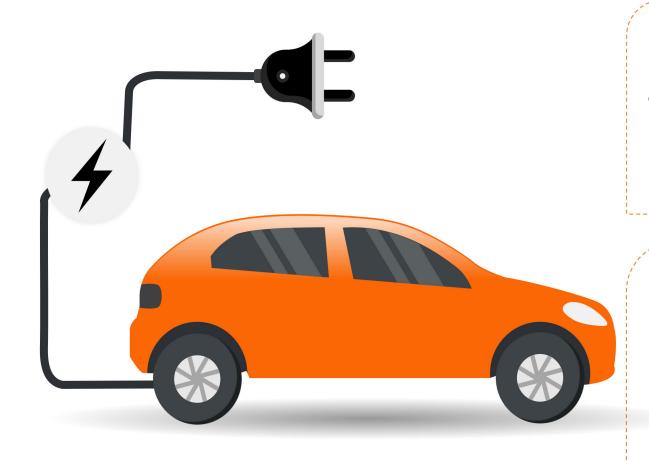
Maruti Suzuki India Limited 10% Bajaj Auto 9% **TATA Cummins** 03 8% **Hero Motocorp Limited** 04 **7**% **Tata Motors Limited 7**% 05 **BMW 5**% **Jaguar Land Rover Limited 5**% **5**% **DANA Italia GKN Driveline Brunico S. P. A.** 09 4% 10 Suzuki Motors Gujarat Pvt. Ltd. 3%

H1 FY23

01	Maruti Suzuki India Limited	11%
02	TATA Motors Limited	9%
03	Jaguar Land Rover Limited	8%
04	Bajaj Auto	7%
05	Hero Motocorp	6%
06	BMW	5%
07	TATA CUMMINS	6%
08	DANA ITALIA SRL	4%
09	Hero Motorcycle & Scooter India Private Limited	3%
10	Others	41%

Venturing into EV





FORGINGS

 Supplying parts for Plug-in hybrid Electric Vehicles to OEMs globally



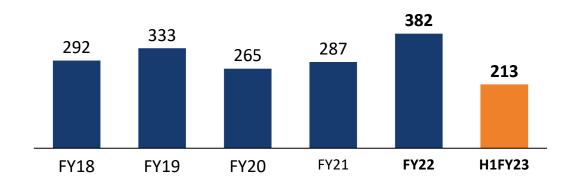
- Marelli Talbros is working on new RFQ's for several Indian and global OEM's for supporting development of future EV's
- Marelli Talbros Supplies Critical Suspension Components to EV's

Image is for illustrative purpose only

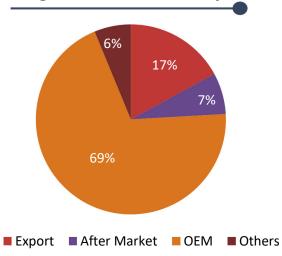
Gasket Business



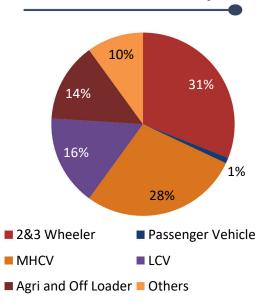
Standalone – Total Income



Segment wise Break Up*



H1 FY23 OEM Breakup*

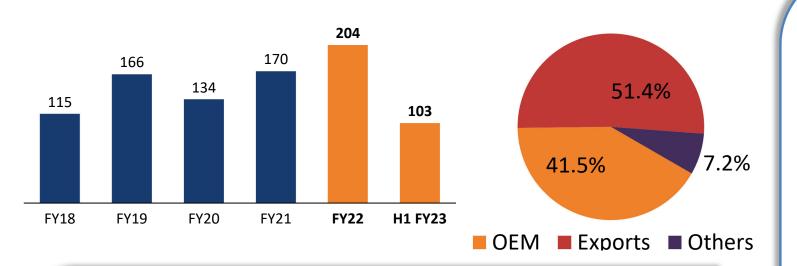


- In House tool design and manufacturing
- ~40% Market share in Gaskets 3x the nearest competitor
- Market Leader in Two Wheeler, Agri & Off Loaders, HCV
 & LCV segment
- Single Source Supplier for 5 of our customers
- 100% Asbestos Free player
- Export orders from established international brands
- 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

*Excludes other income

Standalone Business – Forgings





- Installation of 2,500 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 Carbohydrizing)
- Revenue for 9MFY22 stood at Rs 161 Cr
- Received order worth Rs. 25 cr to be delivered in FY22 for Plugin Hybrid EV

Products - Various Types

- King Pins
- Gear Blanks
- Housing & Yoke Shafts

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

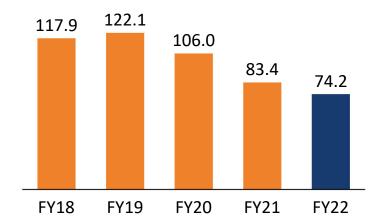
- Maruti Suzuki India
- Jaguar Land Rover
- Suzuki Motors Ltd
- Magna Steyr Fahrzeugtechn
- Bajaj Auto

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

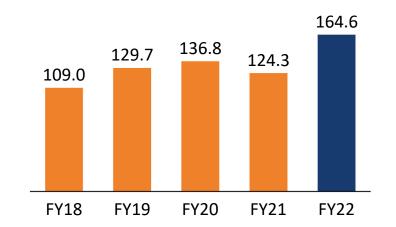
JV's Performance Highlights - Total Income from Operations



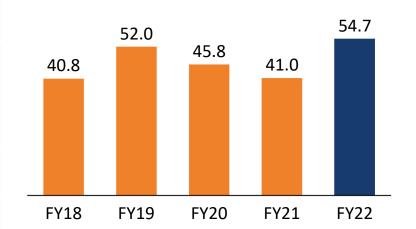
Nippon Leakless Talbros



Marelli Talbros Chassis Systems



Talbros Marugo Rubber



Rs. Crores Including Total Share of JV 23



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*

Leadership Team driving Growth & Profitability





Anuj Talwar – Joint Managing Director

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 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



Chairman Mr. Naresh Talwar



Vice Chairman Mr. Umesh Talwai





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

Worked overseas with Stoffel Seals Corporation i.e. a New York (NYC) 24 years of experience in the IT, Auto Components & Health Care Industry based Company besides American Express Bank (NYC). Has more than



Mr. Anuj Talwar

Joint Managing Director

Associated with the Company since 2008. He had over 16 years of rich

experience in the Corporate Finance, Credit analysis and Auto Industry Administration from Boston University Graduate School of Management

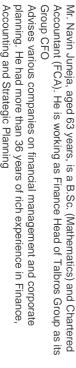


the automotive components industry. Associated with compnay since 1977 from XLRI, Jamshedpur. He has more than 44 years of rich experience in

Mr. Umesh Talwar, has done B.Com (Hons) from Delhi University and MBA



Mr. Umesh Talwar is one of the Promoters of the Company and has been managing the affairs of the company as its Vice Chairman & Managing from college of William & Mary, Virgina, USA and Master of Business Mr. Anuj Talwar, aged 40 years, is a Bachelor in Business Administration (VCMD) since 2000



Director

VIr. Navin Juneja



Director Mr. Vidur Talwar



Non-Executive



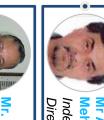
and MBA in Finance from Drexel University, Philadelphia, PA Mr. Vidur Talwar, aged 49 years has done B.S. in Business Administration

Responsible for day-to-day operations of T&T Motors, dealers for Mercedes Benz. He has more than 25 years of rich and varied experience in automotive components industry





Independen Director Mr Anil Kumar





Mr. Tarun Singhal

He is an Independent Director on the Board of the Company. He had over of the Institute of Chartered Accountants of England and Wales and ICAI from Sri Ram College of Commerce, Delhi University. He is a fellow member Mr. Anil Kumar Mehra, aged 76 years, is a Bachelor in Commerce (Hons.) 39 years of rich experience in Statutory Audit, Internal Audit, Management Audit & Special Investigative Audit

Mr. Tarun Singhal, aged 63 years, is a B. Tech (E.E) from the Indian

more than 41 years' of experience including 22 years in the automotive

Institute of Technology, Kanpur and is a retired top level executive with

the Company. Currently, he is a consultant providing consultancy to clients industry in India and abroad. He is an Independent Director on the Board of

in the Auto Industry



Director

is also the founder and Director of Manthan Advisors

Independent

Mrs. Priyanka

Ms. Priyanka Gulati, aged 43 years, is a member of the Institute of

Has 24 years of rich experience. He has worked with Colgate Palmolive

Tishcon Corporation, NYC, USA. He is currently serving as Chairman of

University. He is an Independent Director on the Board of the Company Cambridge, UK and MSC in Industrial Engineering from Columbia Mr. Amit Burman, aged 51 years, has done MBA from University of

Director

Dabur India Limited

Independent

Mr. Amit Burman

Director Independent

> in Operations Management and International Business, Mr Deepak Jain has Lumax Industries Limited. An alumnus of Illinois Institute of Technology, USA December, 2021. Mr. Deepak Jain is the Chairman & Managing Director of Mr. Deepak Jain has been appointed as an Additional Director w.e.f. 29th

experience of more than 20 years in the automotive industry

Mr. Deepak Jain

Mr. Ajay Kumar Vi Director Independent

- Co-Founder and CEO of Asian Healthcare Fund (AHF). He has wide 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 experience in identifying promising business opportunities, developing

growth strategy, structuring global expansion and alliances

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. Akira Iijima

Managing Director - Nippon Leakless Talbros Pvt. Ltd.

He holds diploma in engineering and has experience of 15 years working in the Gasket Industry. He has been associated with Nippon Leakless for over a decade. He is appointed as MD of Nippon Leakless Talbros Pvt Ltd WEF 1st March, 2021

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 Chasis System Pvt. Ltd.

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

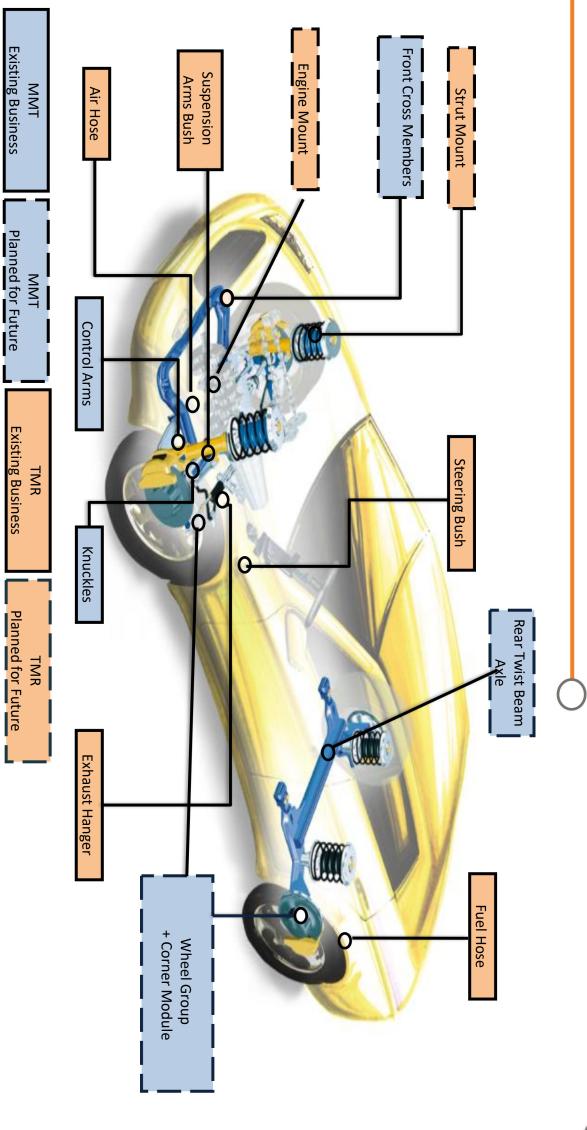
Mr. Toshiya Morimoto

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

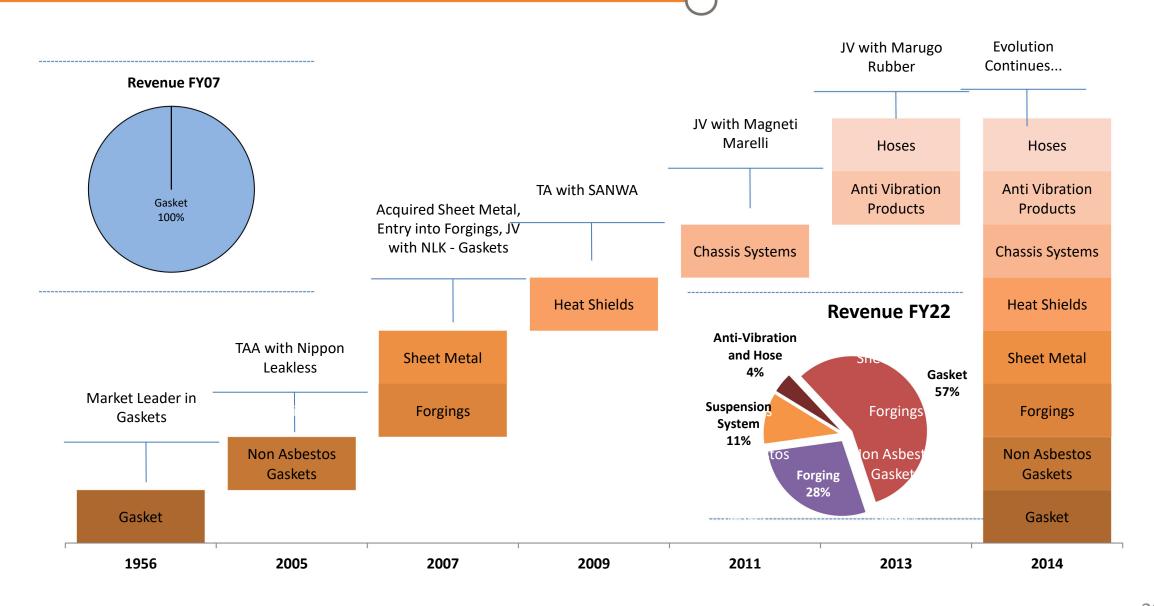
Scope of Joint Ventures





Evolving Product Portfolio





Diversified Customer - OEM



















Passenger













ASHOK LEYLAND





Customer Base

Hedged































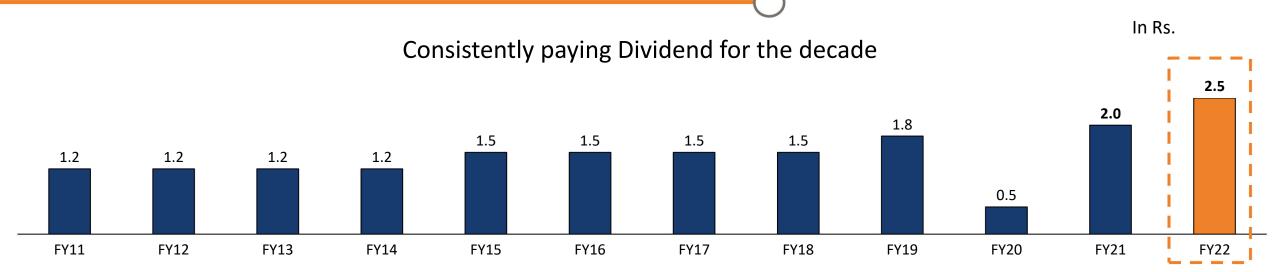


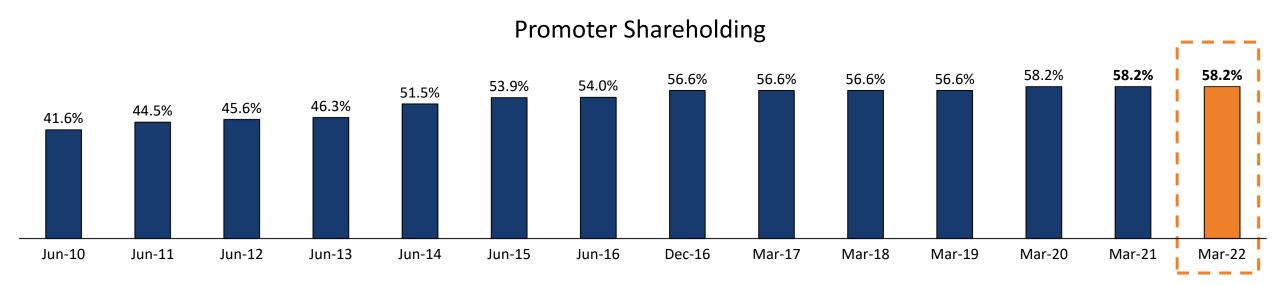




Equity







Appreciation From Customers



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



Dear Supplier,

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

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

Warm regards,

Richard Demuynck Richard Demuynck,

Executive Director, Global Supplier Quality & Development





Customer Awards for Best Performances





ACMA Atmanirbhar Excellence Awards 2022



Award from Jaguar Land Rover for Gasket Business 2022



Award from Jaguar Land Rover for Forgings Business 2022



Quality improvement contest award -Kirloskar Oil Engines Ltd 2021



JLKR-Q certificate-2021



Quality improvement contest award – Kirloskar Oil Engines Ltd. 2020



Appreciation certificate for NPD support
-Cummins 2020



Appreciation award for NPD support –Cummins 2020



ACMA 16th Quality Circle Competition 2019



HR Association India Gold Award 2019



Toyota Kirloskar Zero Defect Supplies 2018



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



Toyota Kirloskar Achieving targets in Quality 2018



PNGI HR Excellence Award 2018



Eicher Engine Supplier Meet 2018



For further information, please contact:

Company: Investor Relations Advisors:



Talbros Automotive Components Ltd. CIN: L29199HR1956PLC033107

Ms. Seema Narang seema narang@talbros.com

www.talbros.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Deven Dhruva shogun.jain@sgapl.net / deven.dhruva@sgapl.net

Tel: +91 77383 77756 / +91 98333 73300

www.sgapl.net