



Talbro's Automotive
Components Ltd.

www.talbro's.com

8th November, 2023

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

Sub: Q2 & H1 FY 2023-24 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 FY 2023-24 Investor Presentation.

The Investor Presentation will also be available on the website of the Company at <https://www.talbro's.com>.

This is for your information and record.

Thanking you,

Yours Sincerely

For Talbro's Automotive Components Limited

SEEMA Digitally signed by
SEEMA NARANG
NARANG Date: 2023.11.08
14:20:01 +05'30'

Seema Narang
Company Secretary



The logo for talbricos features the word "talbricos" in a blue, lowercase, sans-serif font. The letter "o" is replaced by a white circle with a grey border, containing an orange "o" shape. The background is dark with a network of white lines and grey triangles.

Driving Future Leadership

Q2 & H1 FY24 INVESTOR PRESENTATION

November 2023



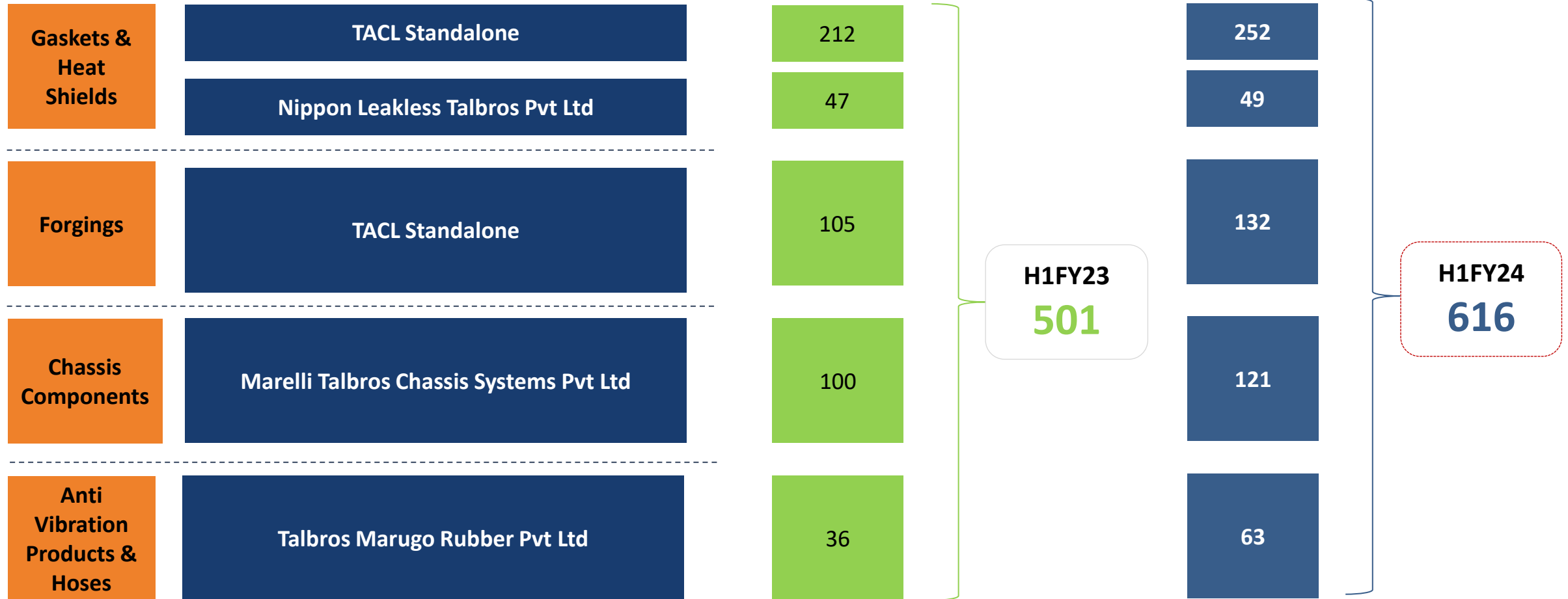
Talbro's Automotive Components Ltd (TACL) - Group



Product Portfolio

Entities

TACL Group Turnover*(Rs. Crs.)



* Includes Other Income

Including Total Share of JV



New Multi year orders worth over Rs. 1000 crores received

TACL has received new multi years orders over **Rs. 1,000 crores** from both, domestic and overseas customers across its business divisions, product segments and JVs. These orders are to be executed over a period of next 5 years covering the company's product lines – gaskets, heat shields, forgings and chassis. These orders will help us increase our share with existing customers and new customers across geographies thereby gaining market share in coming years.

~Rs. 400 Crs.

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

18% account for Electric Vehicles segment for leading domestic OEM for PV Segment.

~Rs. 420 Crs.

Orders received from a leading established domestic OEM for the Electric Vehicles (EV) for over Rs. 160 crores over 5 years.

Received orders from new customers for multiple auto parts for multiple applications.

Received orders from new OEM customers in the non-automotive segment for export markets.

~Rs. 150 Crs.

Orders received through its JV: Talbros Marugo Rubber for Rubber Hoses which will be directly used to facilitate the E20 fuel mechanism from multiple passenger vehicle OEMs in India.

The Government of India has laid down a target of achieving 20% ethanol blending in petrol by 2025 which will be known as E20. With the use of Biofuel, it will help reduce pollution levels and imports of crude oil in our country.

~Rs. 60 Crs.

Orders received in the heat shield business from a leading passenger vehicle (PV) OEM in India.

This order will help us increase our domestic market share which will help us grow in the coming years.



New Multi year orders worth over Rs. 400 crores received in July-23

TACL has received new multi year orders worth ~400 crores from Domestic and Overseas Customers across its business divisions, product segments and JVs. These orders are to be executed over a period of next 5-7 years. These orders will help the Company increase its share with existing customers and new customers across geographies which will help the Company grow and gain market share in the coming years.

The order covers the following product lines



Orders received from a leading established export OEM for the Electric Vehicles (EV) for Body in White - Stamped Metal Part for over Rs. 165 crores over 5 years (Expected SOP for these products is FY25). This order is through the JV- Marelli Talbros Chassis Systems.

Received orders for Forgings products like Ring Gear, Gear Planet, Spacer, Brake Pistone, Cover King Pin, Planetary Gear and many more from export customers for over ~50 crores over 5 years.

Received orders worth ~Rs. 65 crores for over 5 years for the heat shield products from multiple domestic OEMs. These order span across new technologies in the heat shield space.

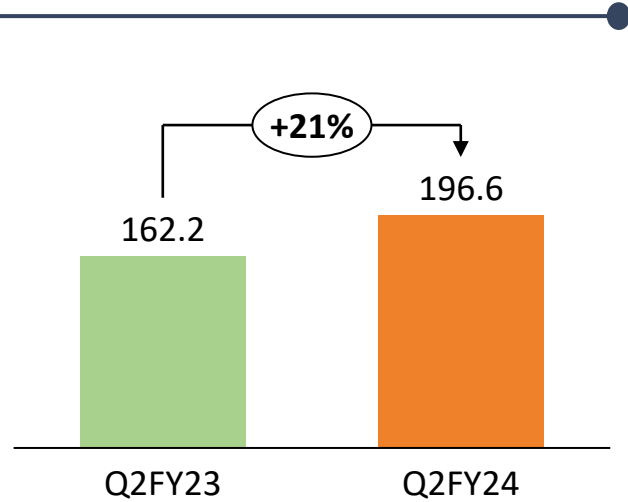
Received orders worth ~Rs. 120 crores for over 5 years for the gasket products from both domestic and export OEM customers. This includes an order worth ~Rs. 40 crores for EVs from a leading overseas OEM.



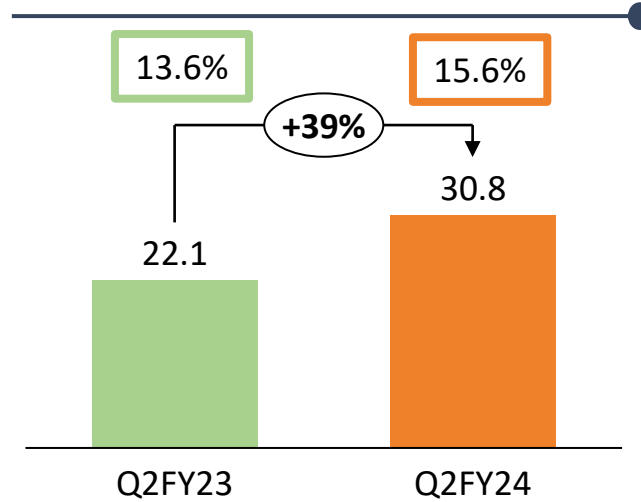
Q2 & H1 FY24 Consolidated Performance Highlights

Q2 FY24

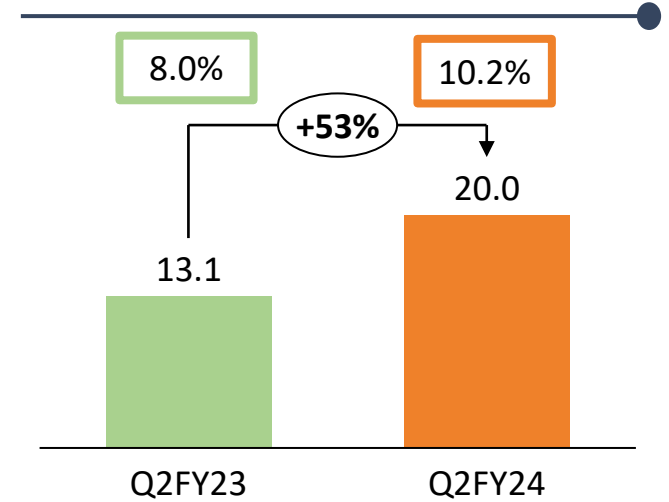
Total Income from Operations[^]



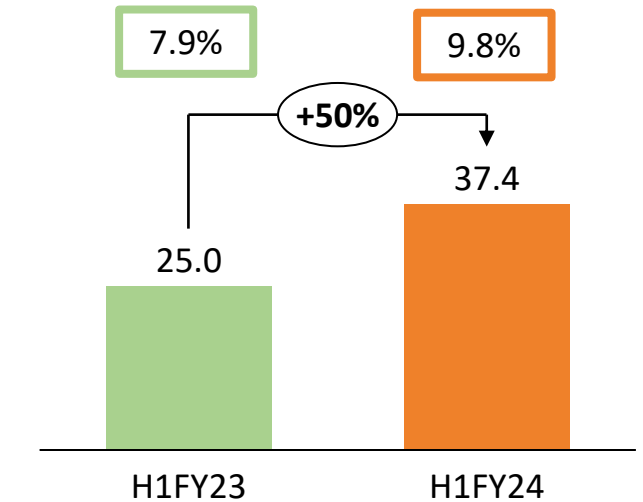
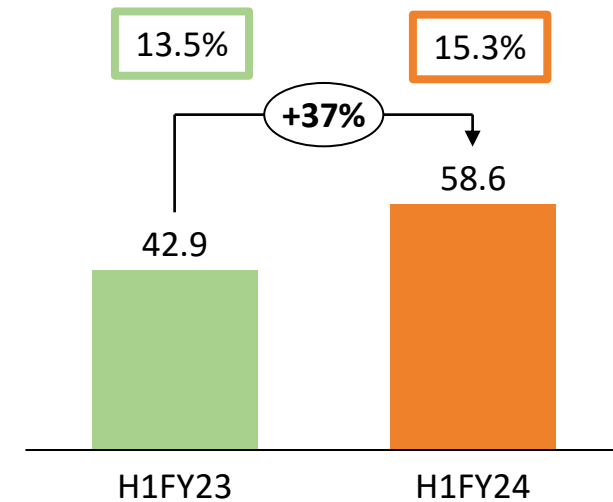
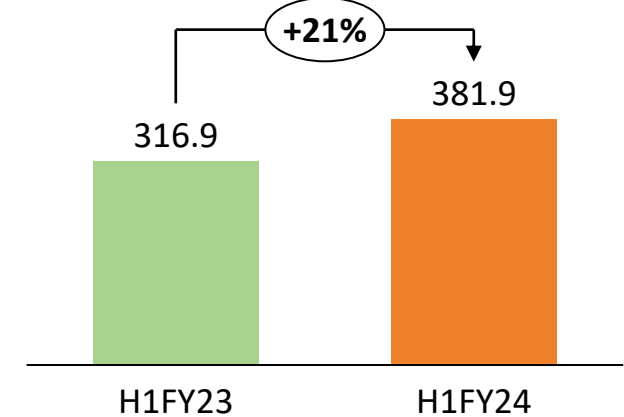
EBITDA[^]



Profit After Tax^{*}



H1 FY24

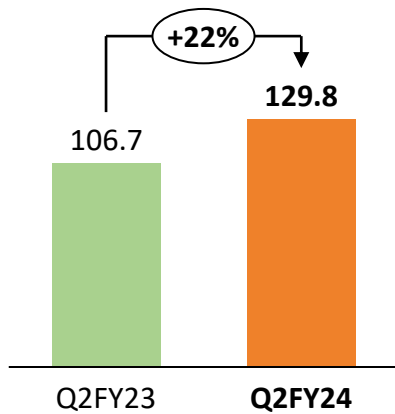




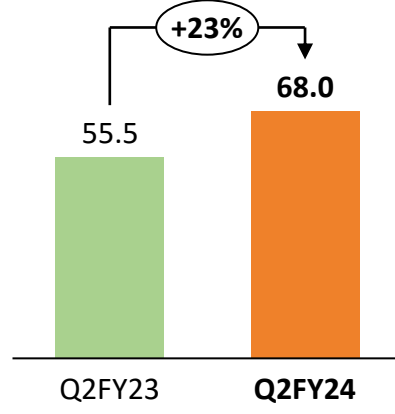
Q2FY24 Consolidated Performance Highlights

Revenues

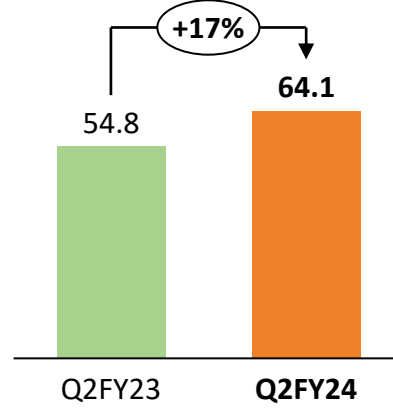
Gasket & Heat Shield



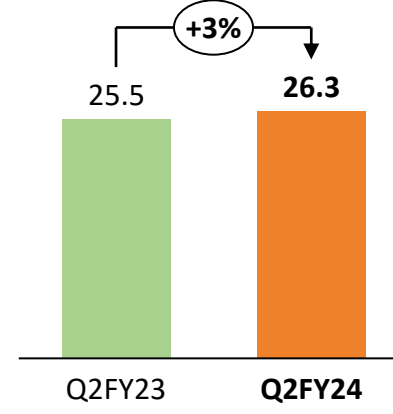
Forgings



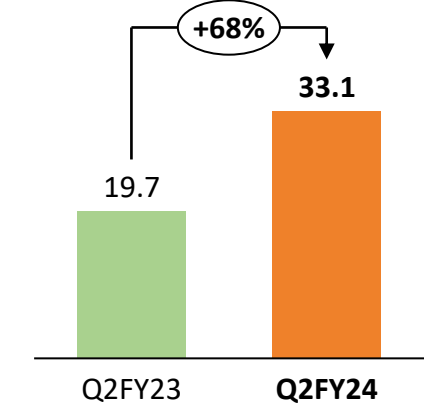
MTCS



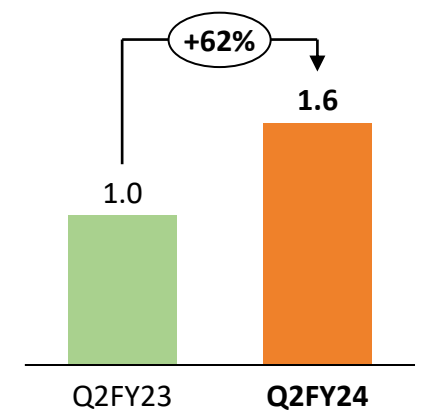
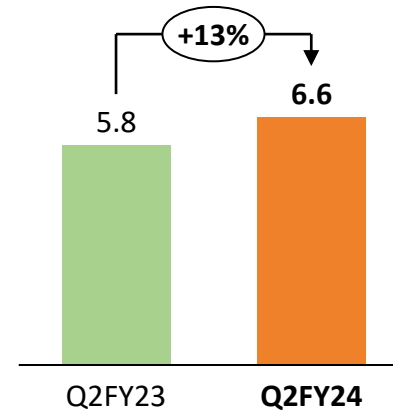
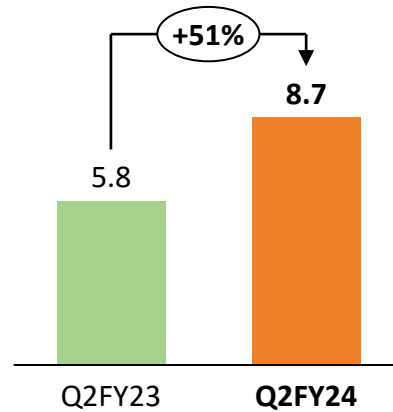
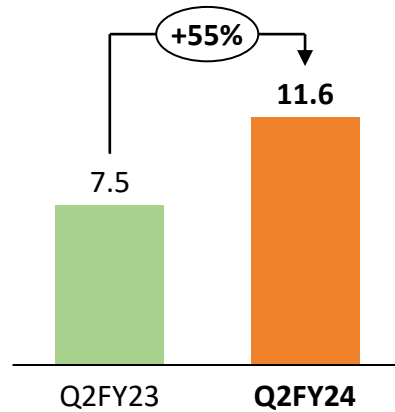
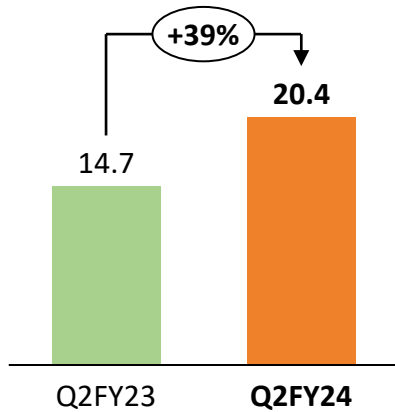
NLT



TMR



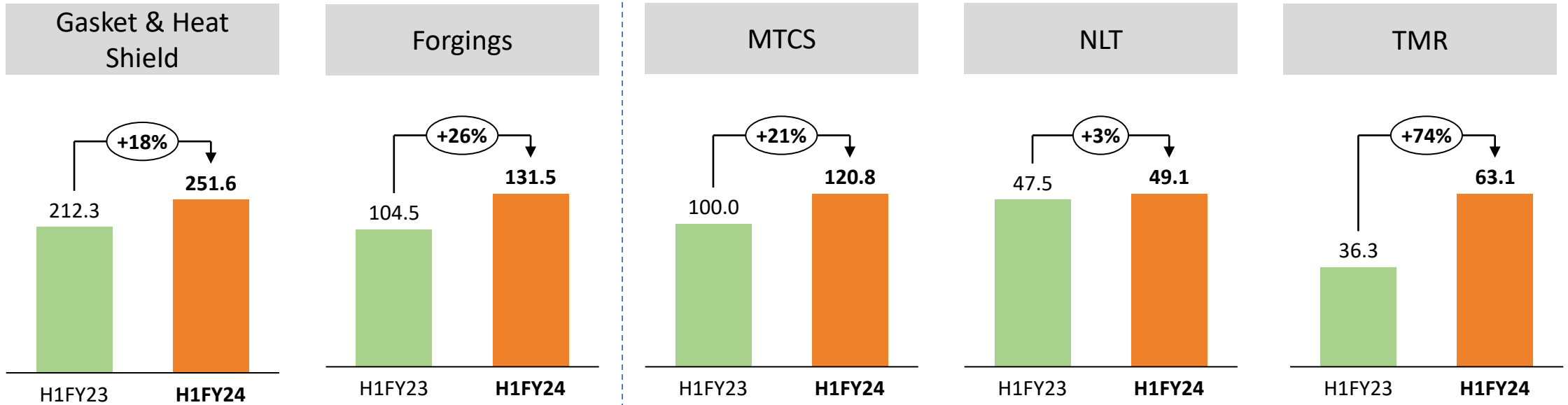
EBITDA



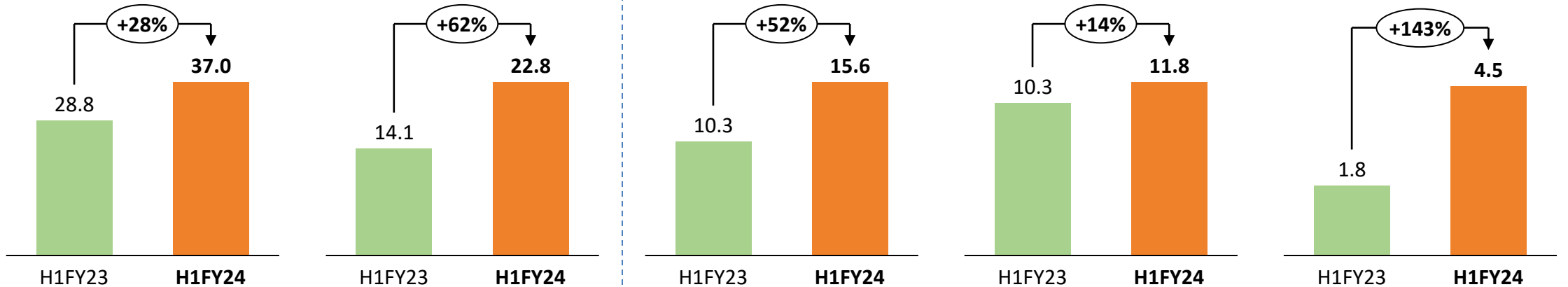


H1FY24 Consolidated Performance Highlights

Revenues



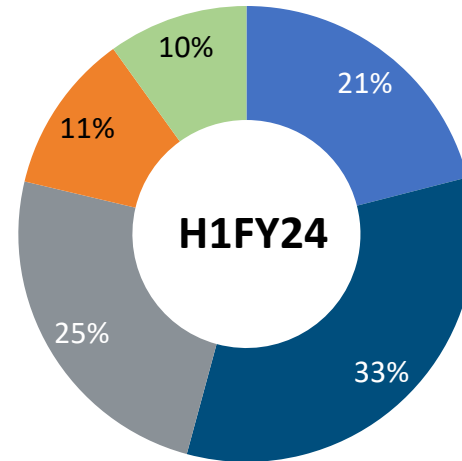
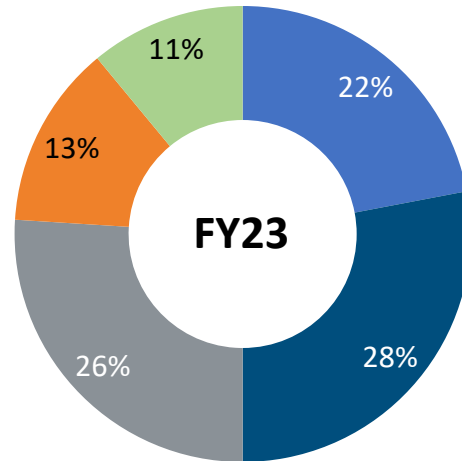
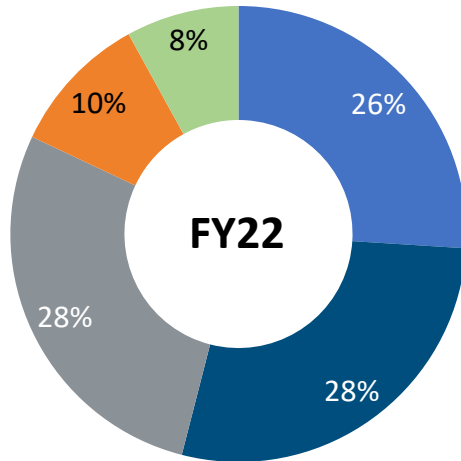
EBITDA





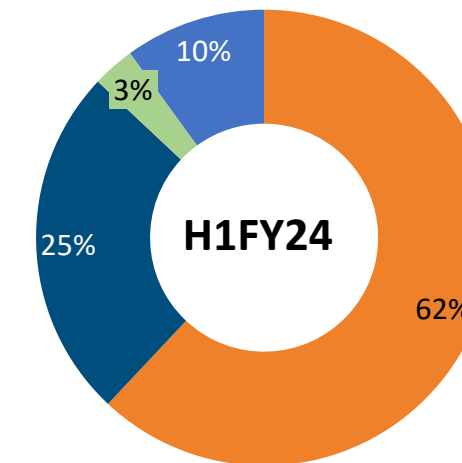
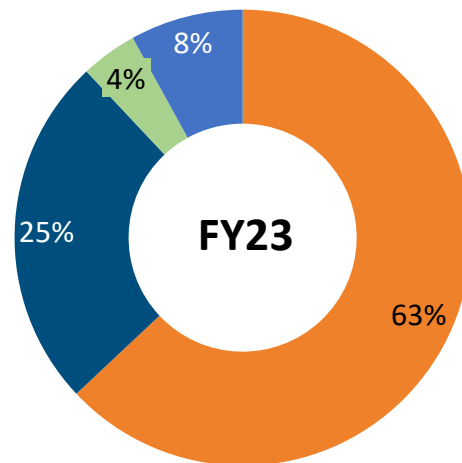
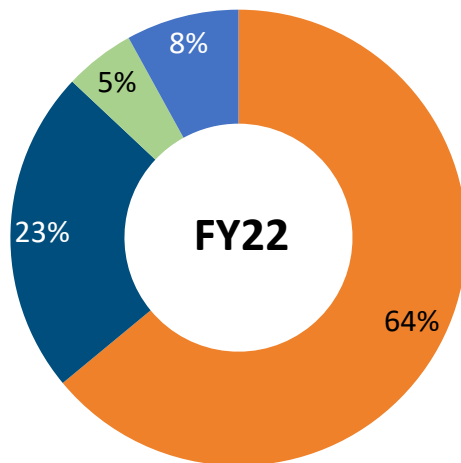
Across varied segments...

Domestic Breakup*



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

Breakup (Type of Market)*



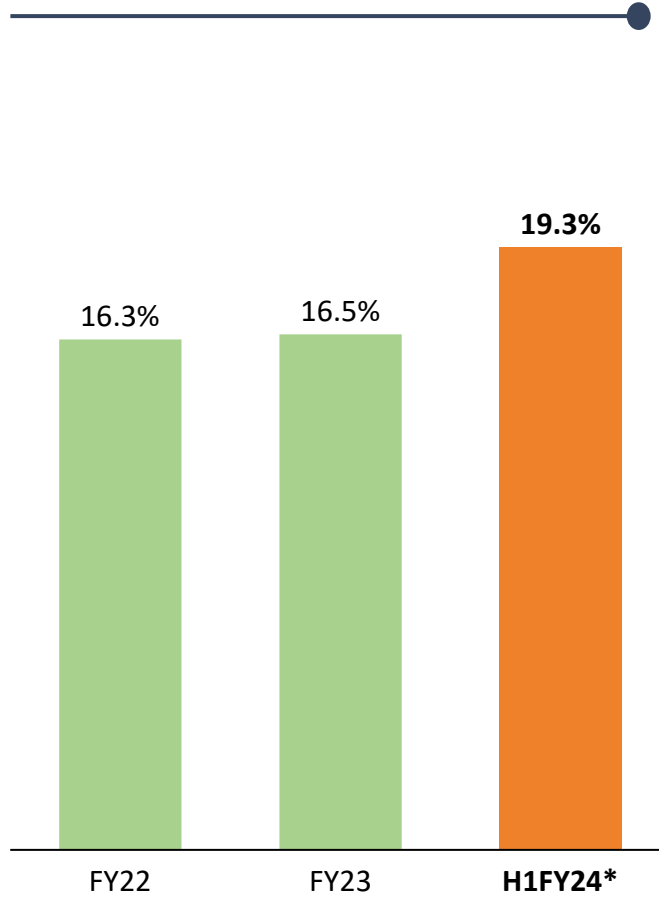
- OEM
- Exports
- After Market
- Others

*Proportionate Share of JV

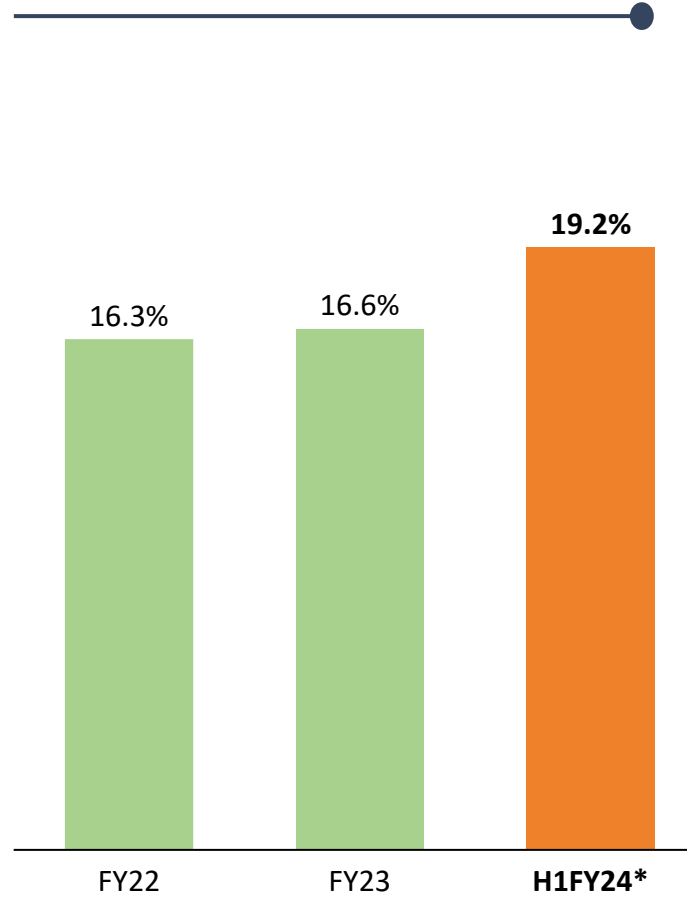


Strong Balance Sheet

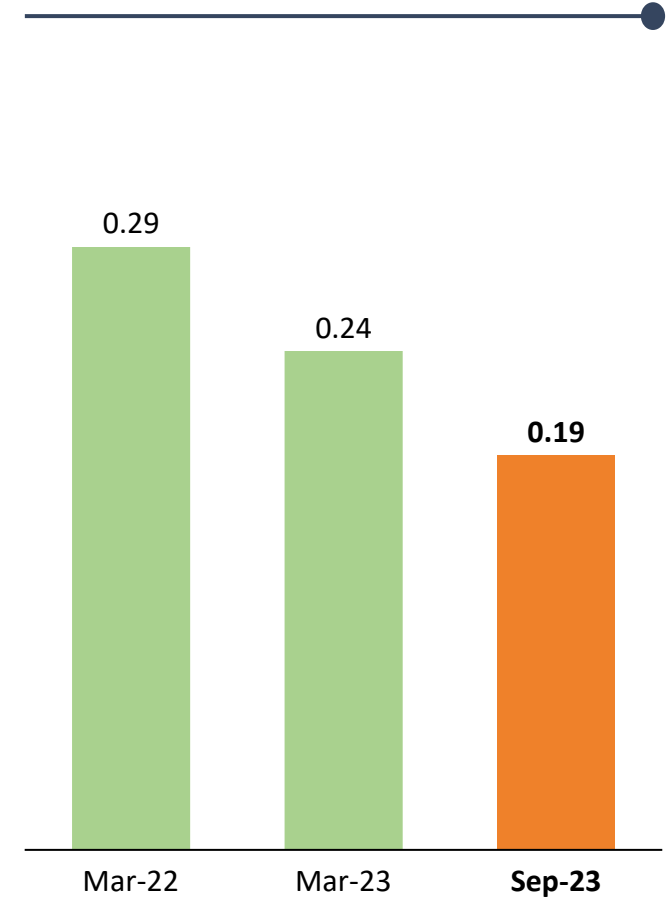
Return on Capital Employed (RoCE)



Return on Equity (RoE)



Debt / Equity





Q2 & H1 FY24 Consolidated Profit & Loss Statement

Particulars (Rs. Crores)	Q2FY24	Q2FY23	Y-o-Y	Q1FY24	Q-o-Q	H1FY24	H1FY23	Y-o-Y
Revenue from Operations	194.0	160.7	21%	182.8	6%	376.9	313.7	20%
Other Income	2.6	1.4		2.5		5.1	3.1	
Total Revenue from Operation	196.6	162.2	21%	185.3	6%	381.9	316.9	21%
Raw Material	107.1	86.4		100.7		207.8	167.8	
Employee Cost	19.7	18.1		20.1		39.8	35.9	
Other Expenses	39.1	35.5		36.6		75.7	70.3	
EBITDA	30.8	22.1	39%	27.8	10%	58.6	42.9	37%
EBITDA Margin	15.6%	13.6%		15.0%		15.3%	13.5%	
Depreciation	6.1	6.0		6.0		12.1	11.6	
EBIT	24.7	16.1	54%	21.8	13%	46.6	31.3	49%
EBIT Margin	12.6%	9.9%		11.8%		12.2%	9.9%	
Finance cost	3.4	2.7		3.2		6.6	4.9	
Share of Profit from JVs	4.0	3.0		3.4		7.4	5.2	
Profit before Tax	25.3	16.5	54%	22.1	15%	47.4	31.6	50%
Tax	5.3	3.4		4.7		9.9	6.6	
Profit After Tax	20.0	13.1	53%	17.4	15%	37.4	25.0	50%
PAT Margin %	10.2%	8.0%		9.4%		9.8%	7.9%	



Consolidated Balance Sheet

ASSETS (Rs. Cr.)	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	178.4	168.0
Capital work in progress	8.0	4.8
Investment property	2.7	2.8
Intangible assets	0.5	0.7
Investments accounted for using the equity method	77.6	71.4
Financial assets		
Investments	117.3	55.3
Other financial assets	3.3	2.8
Current Tax Assets	1.9	2.2
Other non-current assets	7.0	3.6
Non-Current Assets	396.7	311.6
Current assets		
Inventories	131.9	132.5
Financial assets		
Trade receivables	188.9	168.5
Cash and cash equivalents	1.6	5.3
Bank balances other than Cash and Cash equivalents	2.8	2.8
Loans	3.3	3.9
Other financial assets	0.9	1.4
Other current assets	29.5	29.8
Current Assets	358.9	344.2
TOTAL - ASSETS	755.6	655.8

EQUITY AND LIABILITIES (Rs. Crs.)	Sep-23	Mar-23
Equity		
Equity Share capital	12.3	12.3
Other equity	437.7	355.2
Shareholders' Funds	450.0	367.5
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	4.3	6.1
Other financial liabilities	0.2	0.2
Provisions	2.3	2.0
Deferred tax liabilities (net)	28.8	14.5
Other non-current liabilities	0.8	0.8
Non-Current Liabilities	36.4	23.6
Current liabilities		
Financial liabilities		
Borrowings	81.1	80.8
Lease Liabilities	0.0	0.1
Trade payables	172.9	168.9
Other financial liabilities	8.7	8.4
Other current liabilities	5.2	5.3
Provisions	1.2	1.2
Current Liabilities	269.1	264.6
TOTAL - EQUITY AND LIABILITIES	755.6	655.8



Consolidated Cash Flow Statement

Particulars (Rs. Crores)	Sep-23	Sep-22
PBT	47.4	31.6
Adjustments	9.3	9.9
Operating profit before working capital changes	56.7	41.5
Changes in working capital	-15.4	-26.0
Cash generated from operations	41.3	15.5
Direct taxes paid (net of refund)	-9.8	-4.9
Net Cash from Operating Activities	31.5	10.6
Net Cash from Investing Activities	-24.8	-14.7
Net Cash from Financing Activities	-10.5	3.7
Net Change in cash and cash equivalents	-3.7	-0.4
Opening Cash Balance	5.3	2.1
Closing Cash Balance	1.6	1.6



Mr. Anuj Talwar

Joint Managing
Director

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

“First half of the fiscal year once again, for Talbros Automotive Components Limited, logged strong momentum in business growth and profitability over and above last years performance. For H1 FY24, Revenue from operations grew by 21% to ~Rs 382 crores whereas EBITDA stood at ~Rs 59 crores with EBITDA margins at 15.3%, which has significantly improved year on year basis due to better sales mix and internal operational efficiencies.

Such set of growth numbers has been stable on back of the stellar performance in Q2 FY24 where revenue from operations and EBITDA grew by 21% and 39% respectively.

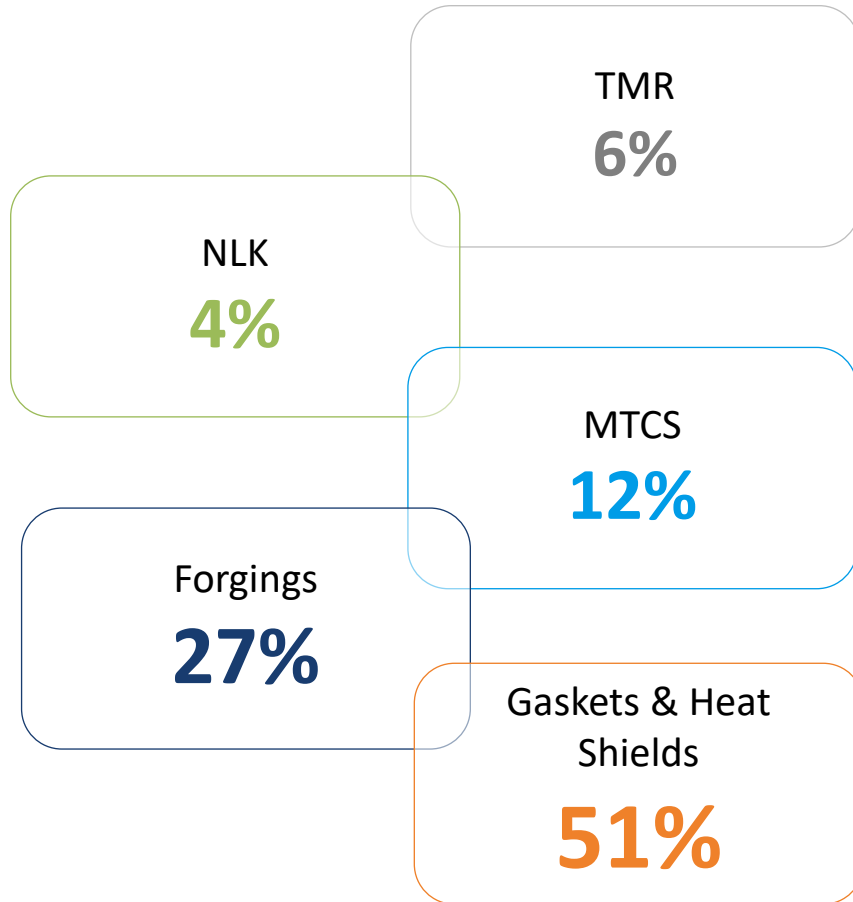
On back of the orders won in FY23 and H1 FY24 we are all set to grow upwards with similar trend and efforts are put in to win more orders to strengthen our current order book. JV operations have shown resilient performance throughout the year across its respective segments especially CV and PV segments.

Furthermore, we shall continue to stay as diversified and hedged auto component player and execute set plan of actions towards strengthening our product portfolio by adding new value add products to capitalize on the growing opportunities in the market, both domestic and global.

*Innovation and business development has been backbone of the company’s upward growth strategy, and it continues to maintain this trajectory. This shall push us on achieving our FY27 **Group Sales target of ~Rs. 2,200*** crore business overall with contribution of 35% coming from exports market. Focus shall be on expanding exports business which shall assist in sustainable margins going ahead.”*



H1FY24 - Revenue Contribution



Segments

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

Product Portfolio

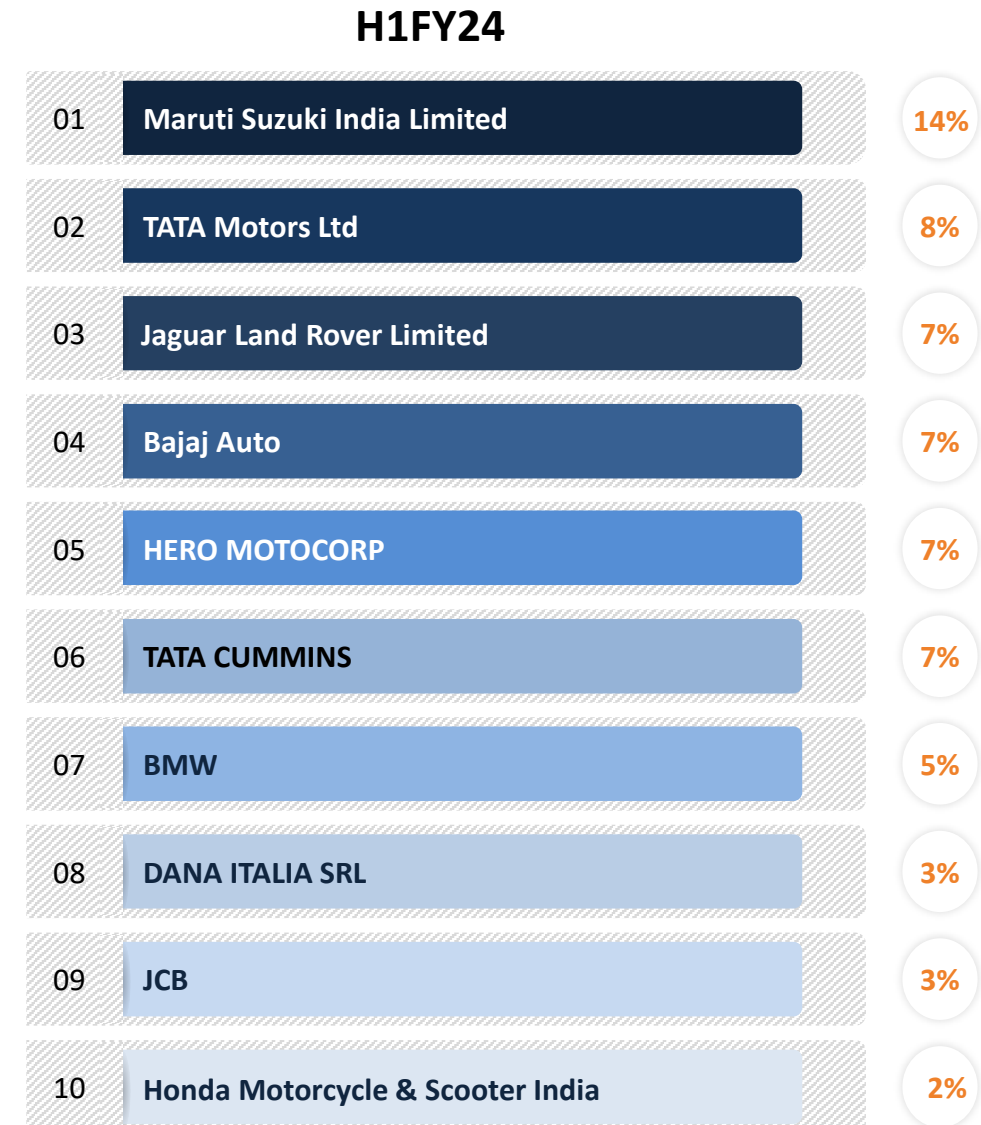
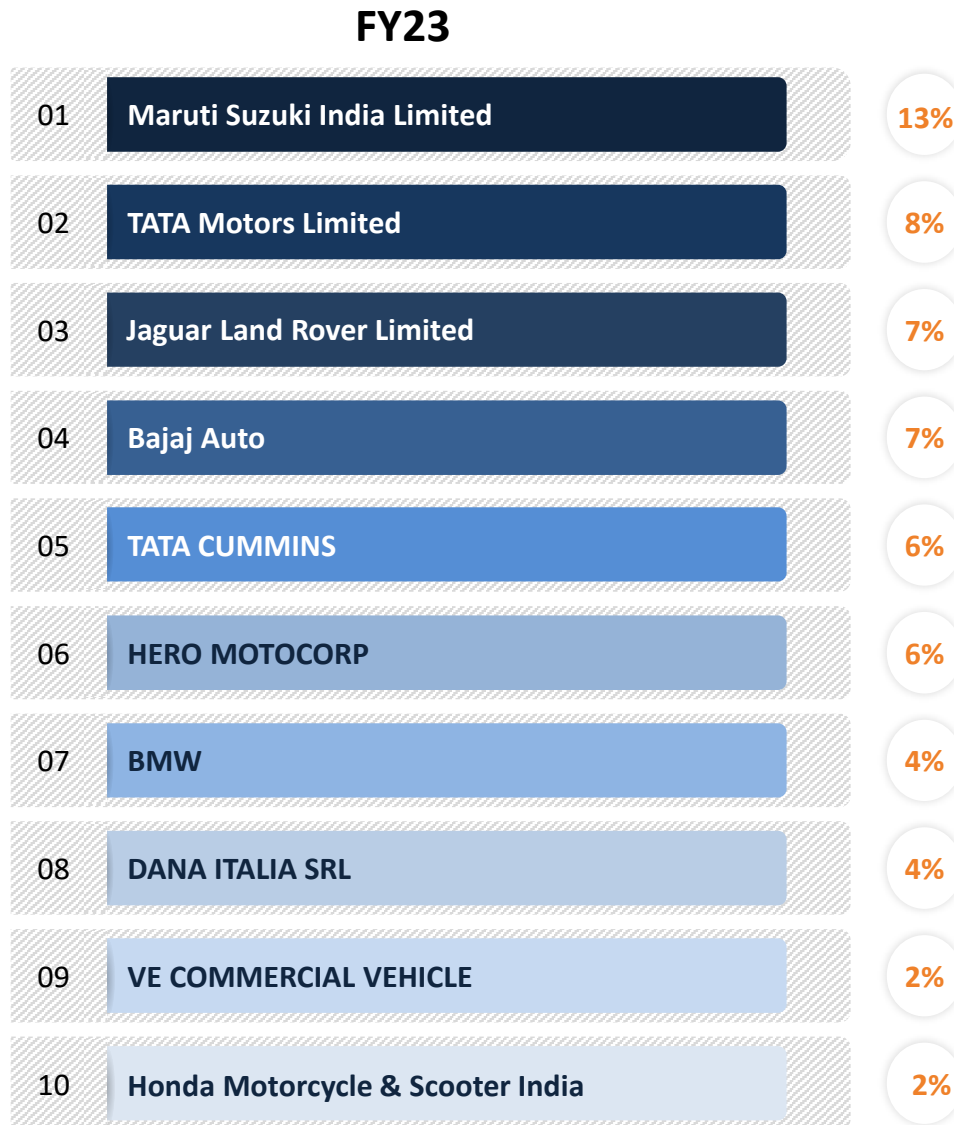
- Gaskets
- Heat Shields
- Forgings
- Chassis Systems
- Anti vibration
- Hoses

Market Exposure

- OEMs
- After Market
- Exports
- Others

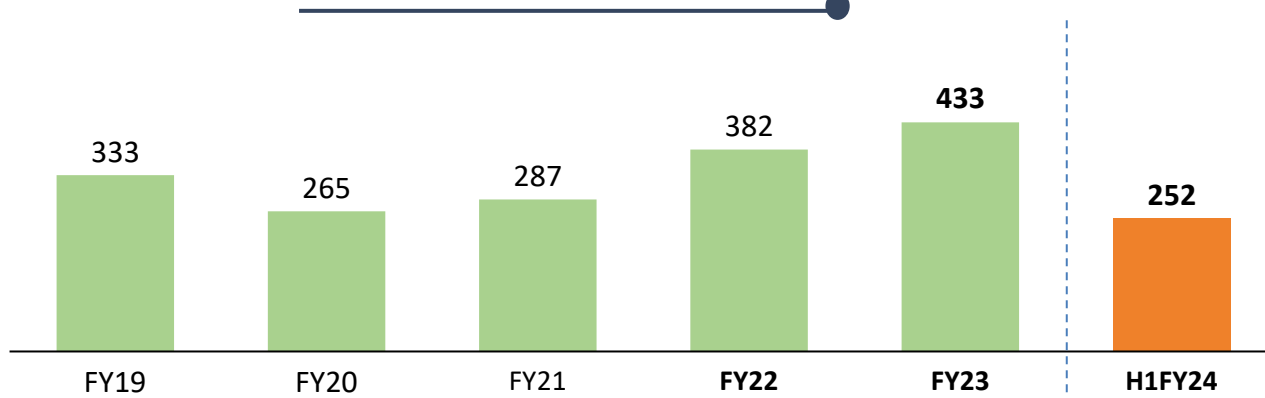


Having Diversified Customer base - Top 10 Customers

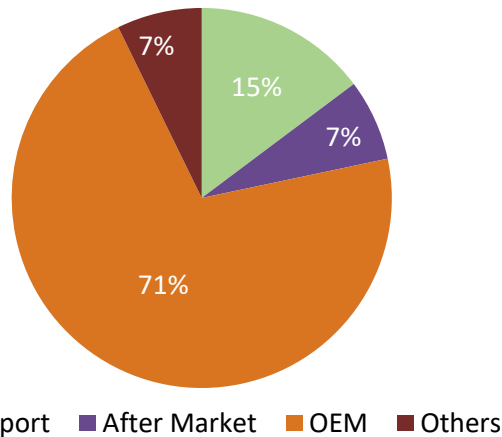




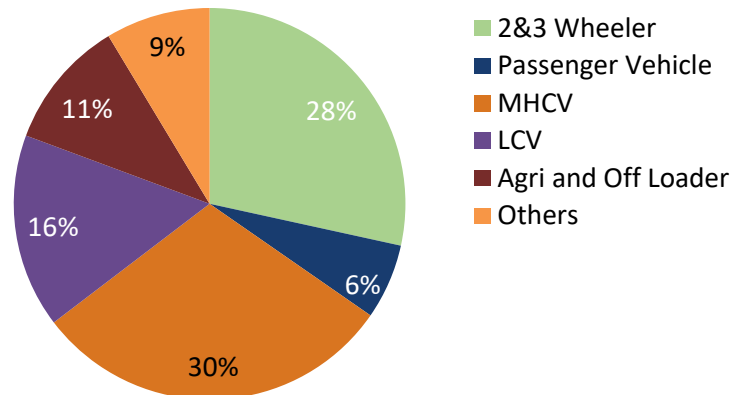
Total Income



Segment wise Break Up



H1FY24 OEM Breakup



- 2&3 Wheeler
- Passenger Vehicle
- MHCV
- LCV
- Agri and Off Loader
- Others

■ Export ■ After Market ■ OEM ■ Others

- ~50% 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
- 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
- Large Order Book for New Products
 - MSIL – Heat Shields - Rs. 14 Crs. p.a.
 - Kia & Hyundai Heat Shields - Rs. 13.5 Crs. p.a.
 - Kamaz –Gasket with Electrical Controls - Rs. 12 Crs. p.a.
 - Cummins – Beagle CHG - Rs. 11 Crs. p.a.
 - Escort Kubota – CHG - Rs. 9 Crs. p.a.

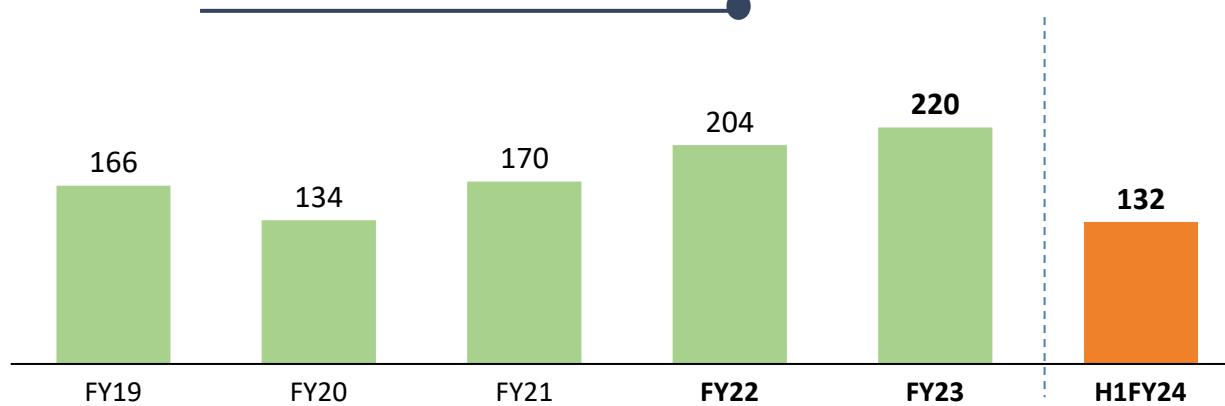
Plan to grow revenues by 13% CAGR till FY27 to Rs. 700 crores

- Increased Revenues from Heat Shield Business (~Rs. 90 crores p.a. from the Heat Shield Business)
- Increased Focus on Exports (From 10% in FY18 to ~22% in FY27e)
- Diversified Segment Portfolio (PV's to increase from 2% in FY18 to ~11% in FY27e)

Note : Revenue from heat shield in H1 FY24 stands Rs 20.37 cr and from EV in H1FY24 Stands at Rs 0.68 Cr

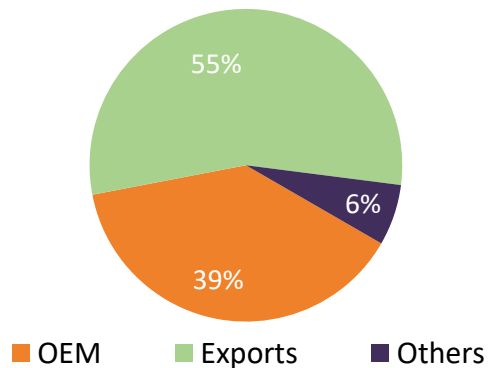


Total Income

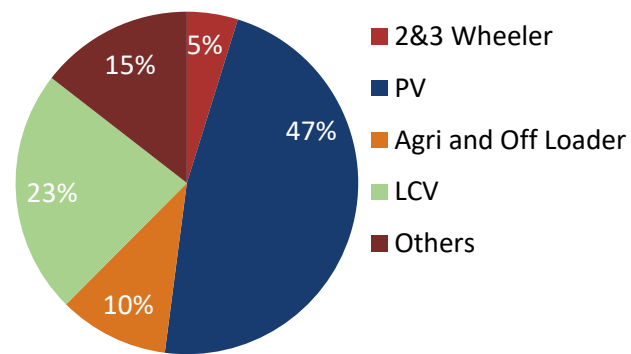


- One stop solution for **Hot Forging** (750 to 2,500 Ton Press)
- **Strong presence in Overseas Market & Supplier to Top Tier I companies**
- **One Stop Solution** for Die Design, Machine parts and Heat treatment (Normalizing and Carbohydriding)
- Moving towards heavier forged parts
- **Large Order Book for New Products**
 - JCB UK – Dump End/ Eye End - Rs. 75 Crs. p.a.
 - Dana Italy – Ring Gears - Rs. 17 Crs. p.a
- **Plan to grow revenues by 23% CAGR till FY27 to Rs. 500 crores**
 - Increased Focus On EV's (Revenue of Rs. ~70 Crs. in FY27e with CAGR of 60%)
 - Increased Focus on Exports and expanding geographies (From 47% in FY18 to ~63% in FY27e)
 - Increased Revenues from Agri & Off-Highway (Agri & Off-Highway to increase from 37% in FY18 to ~43% in FY27e)

Segment Wise Break Up*



H1FY24 OEM Breakup*



Products - Various Types

- King Pins
- Gear Blanks
- Housing & Yoke Shafts
- Dump End
- Retaining Plate
- Companion Flange

Note: Revenue from supply to EV in H1FY24 Stands at Rs. 4.73 Crores



Strong Global Partnerships - Joint Ventures



Nippon Leakless Corporation (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
- ✓ **Products : Gaskets**
- ✓ **Key Customers**
 - Hero Motor Corp
 - HMSI
 - India Yamaha
 - Honda Car India
 - Honda Siel Power Products



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
- ✓ **Products : Control Arms, Front Axle, Rear Axle**
- ✓ **Key Customers**
 - Maruti Suzuki India
 - Jaguar Land Rover
 - Suzuki Motors Ltd
 - Bajaj Auto



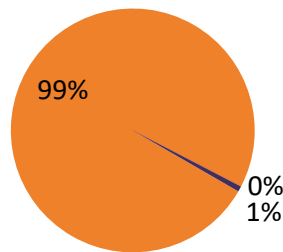
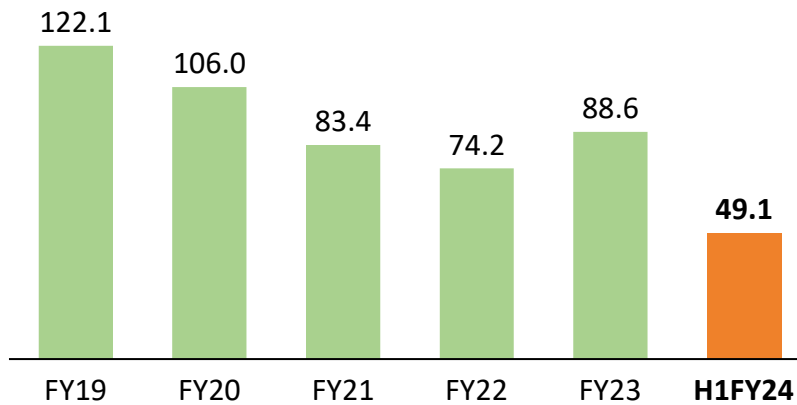
Talbros Marugo Rubber Pvt. Ltd. (TMR)

- ✓ **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 : Engine Mounts, Strut Mounts, Mufflers & Hangers, Suspension Bushes, Rubber Bushes, Hoses**
- ✓ **Key Customers**
 - Maruti Suzuki
 - QH Talbros
 - Daimler India Commercial Vehicle Pvt. Ltd.
 - Suzuki Motors Gujarat Pvt Ltd



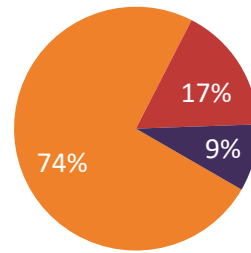
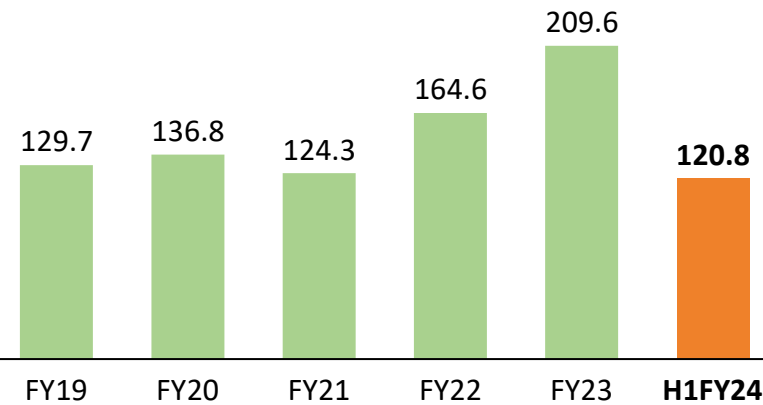
JV's Performance Highlights - Total Income from Operations

Nippon Leakless Talbros



■ OEM ■ Exports ■ Others

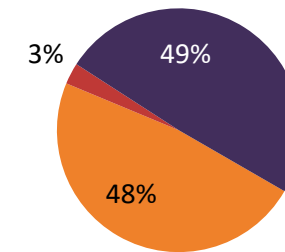
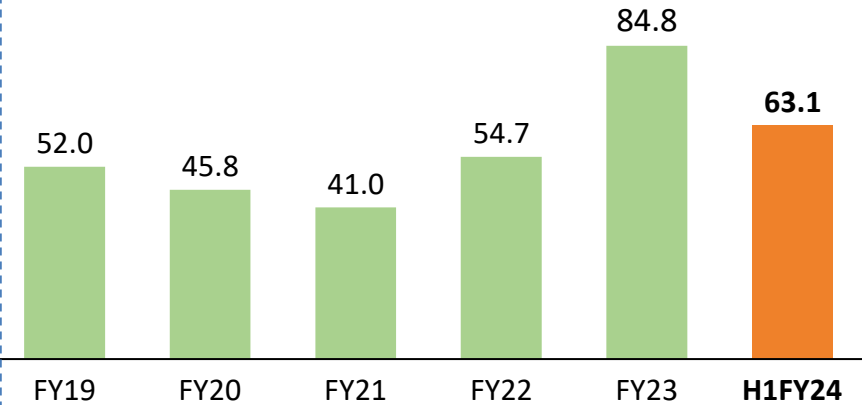
Marelli Talbros Chassis Systems



■ OEM ■ Exports ■ Others

Note: Revenue from supply to EV in H1FY24 stood at Rs. 2.15 Crs

Talbros Marugo Rubber



■ OEM ■ Exports ■ Others

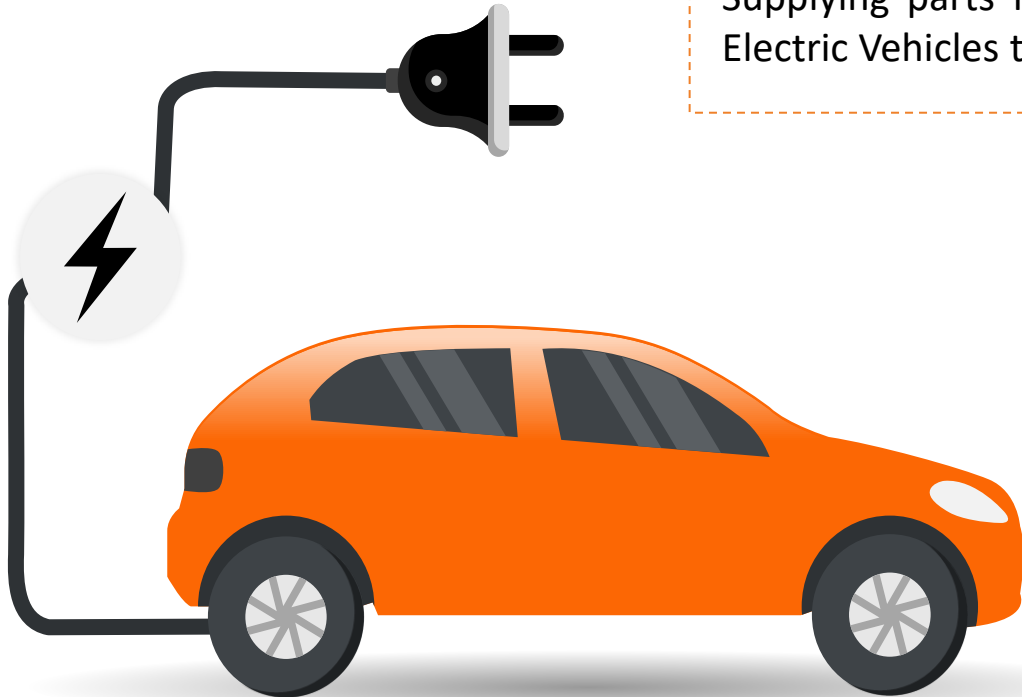


FORGINGS

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

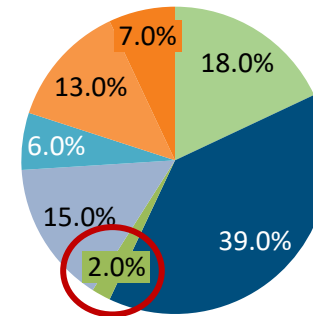


- Marelli Talbros is working on new RFQ's for several Indian and global OEM's for supporting development of future EV's
- Marelli Talbros Supplies Critical Suspension Components to EV's

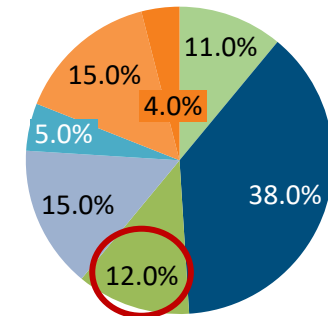


Increased Focus on EVs

Revenue Breakup (FY23)



Revenue Breakup (FY27e)



■ 2 & 3 Wheeler
 ■ Passenger Vehicle
 ■ EVs
 ■ MHCV
 ■ LCV
 ■ Agri & Off Highway
 ■ Others



Capex Plans - TACL

	Utilization Levels (FY23)	Addl. Capex to reach Revenues of FY27e	
Gasket & Heat Shield	85%	Rs. 50 Crores	} To be funded by Internal Accruals Capex of Rs. 25-30 Crs. per annum
Forgings	77%	Rs. 60 Crores	
Marelli Talbros Chassis Systems* (MTCS)	73%	Rs. 80 Crores	} These amounts will be funded by respective Companies through internal accruals and some borrowings
Talbros Marugo Rubber** (TMR)	AV – 85% Hose – 80%	Rs. 10 Crores	
Nippon Leakless Talbros^ (NLT)	65%	Rs. 5 Crores	

* MTCS is a 50% Joint Venture with Marelli Suspension Systems SpA

** TMR is a 50% Joint Venture with Marugo Rubber

^ NLT is a 40% JV with Nippon Leakless Corporation (Japan)



Increased Export
Sales



Increased
Margins



Higher Returns



Comfortable Debt
Profile

25% in FY23e
to
35% + in
FY27e

EBITDA Margins
to increase from
~14% to
~15-16% by
FY27e

RoCE to increase
to **20% +** going
ahead

Total Debt to
remain **under**
Rs. 100
crores

DRIVING FUTURE LEADERSHIP



Over **6 Decades** of experience in Auto Component manufacturing

Diversified Auto Component Player

Across Two Wheelers, PVs, CVs Off-Highway and Farm Equipments

Electric Vehicles – Supply to EV's (Major OEM's globally)

Diversified Product Portfolio – Gasket & Heat Shields, Forgings, Suspension Systems, Anti-vibration Products & Hoses

Wide Client Base; Orders from over 30 OEMs across products and geographies

International Technology Tie-ups including 3 JVs for Best-in-Class Products

Consistent Dividend Pay-out over 50 years

*One of the
Most Hedged
Auto
Component
Players*





Anuj Talwar – Joint Managing Director

Is a Bachelor in Business Administration from college of William & Mary, Virginia, USA and Master of Business Administration from Boston University Graduate School of Management. He has been associated with the Company since 2008. He has over 16 years of rich experience in the Corporate Finance, Credit analysis and Auto Industry, coupled with his extensive knowledge, expertise in Business Development, International Marketing, General Management and focus on new tech.

Mr. Anuj Talwar is looking after the performance and business growth of the Company and its Joint Ventures on regular basis.

He has been successfully able to streamline – products, people perception and positioning of the Company.

Navin Juneja – Director & Group CFO

Is a B.Sc. (Mathematics) and Chartered Accountant (FCA). He is working as Finance Head of Talbros Group as its Group CFO. He is also a Director on Board of the Company. He advises the Company, its Joint Ventures and other Group Companies on Financial Management and Corporate Planning.

He has more than 36 years of rich experience in Finance, Accounts, Treasury, Taxation and General Management.

He has extensive experience in the development and implementation of strategic business plans.





Strong 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 & Group CFO



Mr. Vidur Talwar

Non-Executive
Director



Mr. Deepak Jain

Independent
Director



Mr. Anil Kumar Mehra

Independent
Director



Mr. Amit Burman

Independent
Director



Mr. Tarun Singhal

Independent
Director



Mrs. Priyanka Gulati

Independent
Director



Mr. Ajay Kumar Vij

Independent
Director



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.

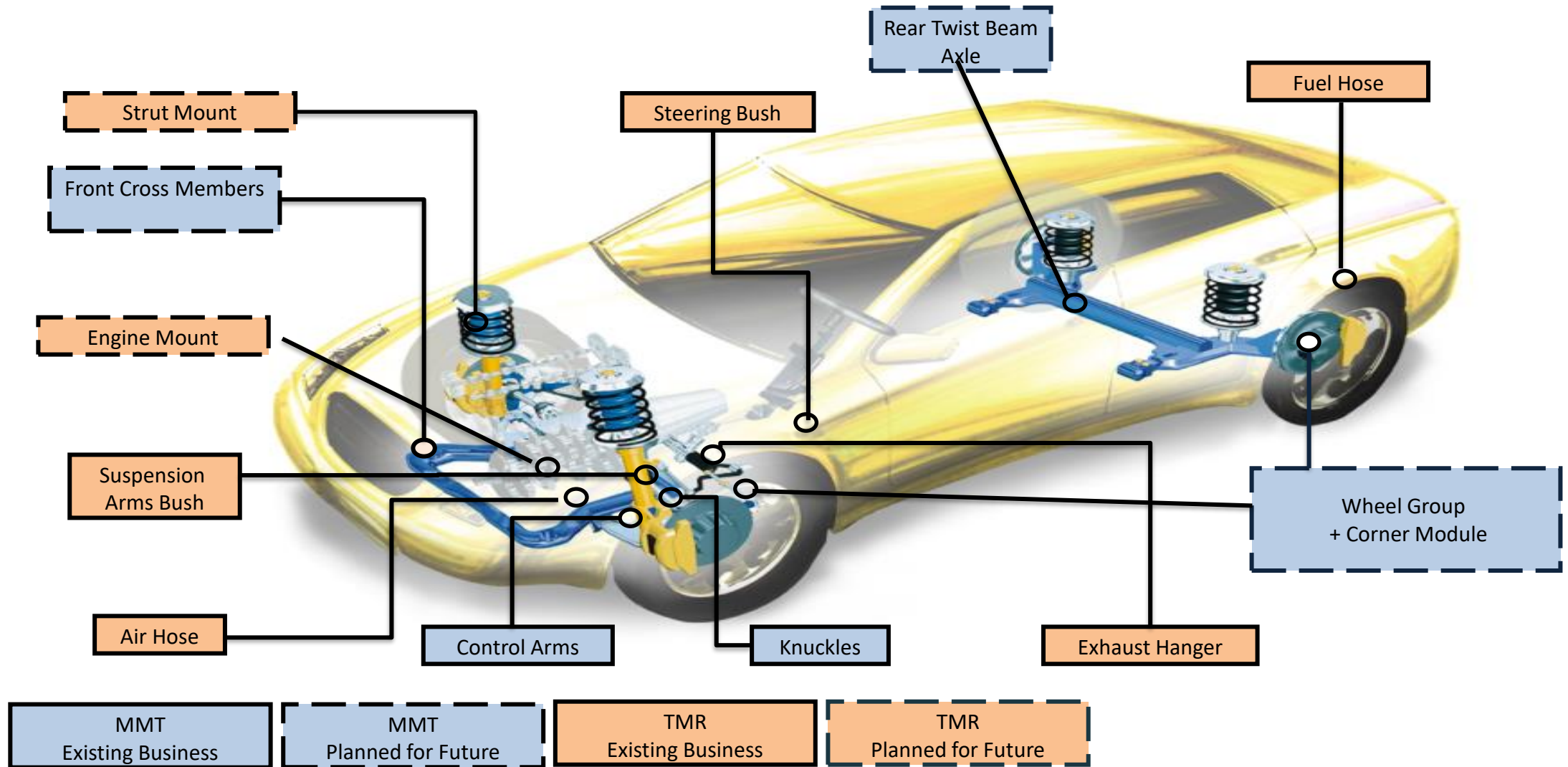
Mr. Ashish Gupta

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

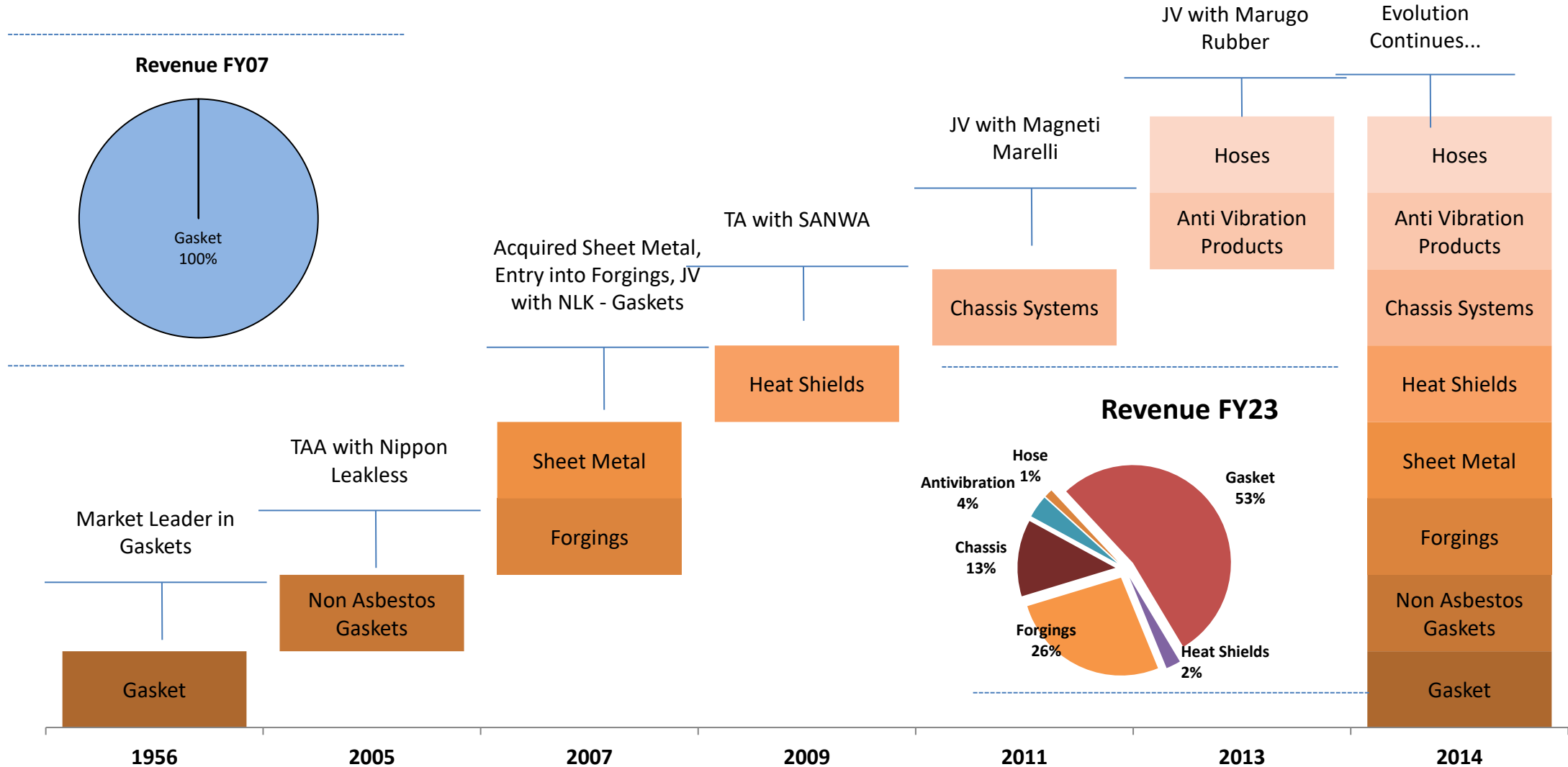


Scope of Joint Ventures





Evolving Product Portfolio





Diversified Customer - OEM

Hedged Customer Base

2 Wheeler



Passenger



HCV/LCV



Agri & Off Loader



Agri & Off Loader





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



THANK YOU !

For further information, please contact:

Company :



Talbro's Automotive Components Ltd.
CIN: L29199HR1956PLC033107

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www.talbros.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

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