



## INVESTOR PRESENTATION May 2019



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# Talbro Automotive Components Ltd (TACL) - Group

## Product Portfolio

## Entities

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

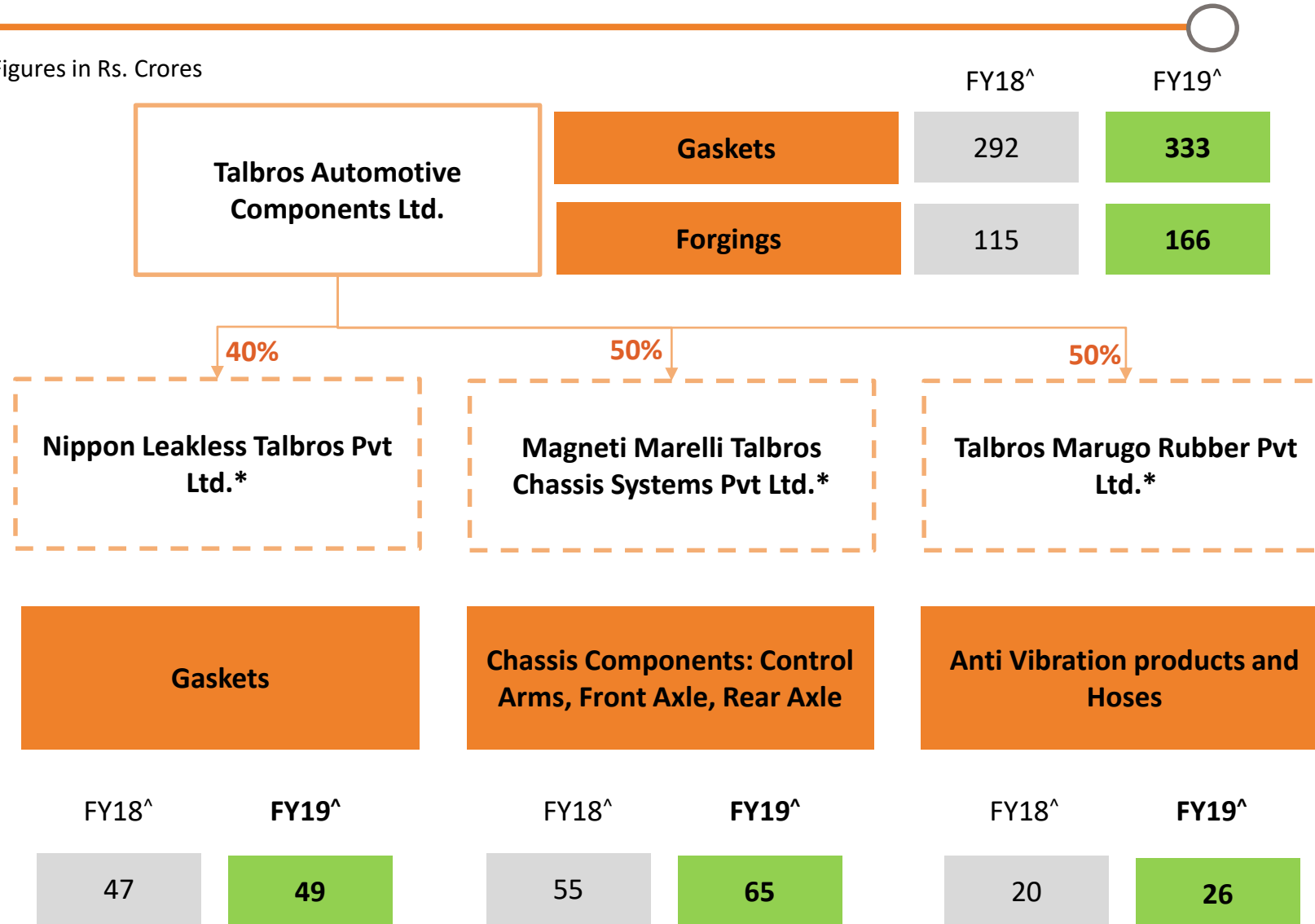
		FY18	FY19
Gaskets	TACL Standalone	292	333
	Nippon Lealkless Talbros Pvt Ltd	118	122
Forgings	TACL Standalone	115	166
Chassis Components	Magneti Marelli Talbros Chassis Systems Pvt Ltd	109	130
Anti Vibration Products & Hoses	Talbros Marugo Rubber Pvt Ltd	41	52
		<b>FY18 675</b>	<b>FY19 803</b>

\* Includes other income

# TACL Group – Corporate Structure



Figures in Rs. Crores



\*Proportionate share of the JV's

^Includes other income

JV's

## Talbros Auto Components Limited – Group Turnover



## Talbros Auto Components Limited Consolidated Revenue

As per Ind-AS



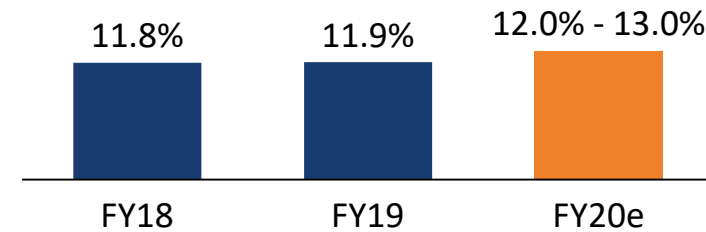
## Group Turnover#

		Previous Target	Revised Target
FY18^	675	FY20 850 - 950	FY20 850 - 900
FY19^	803		

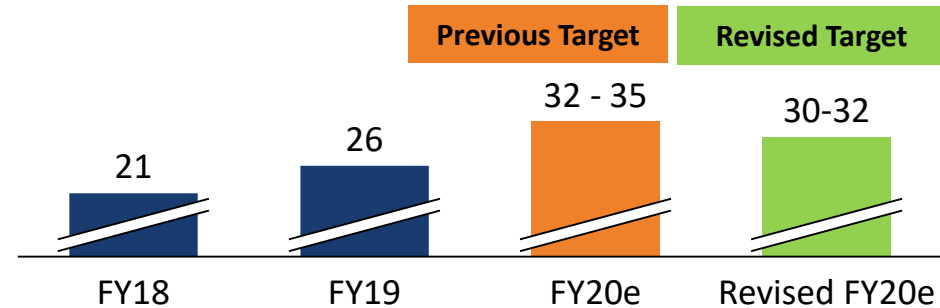
## Revenue# (As per Ind AS)

		Previous Target	Revised Target
FY18^	407	FY20 525-575	FY20 520-550
FY19^	490		

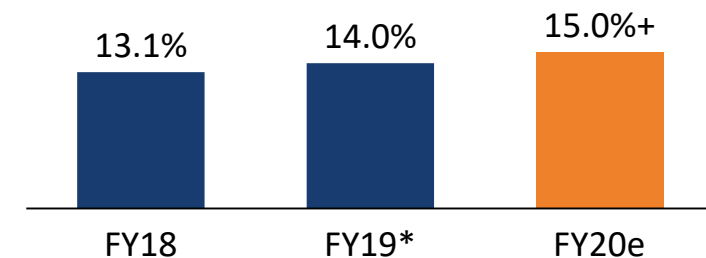
## EBITDA# Margin



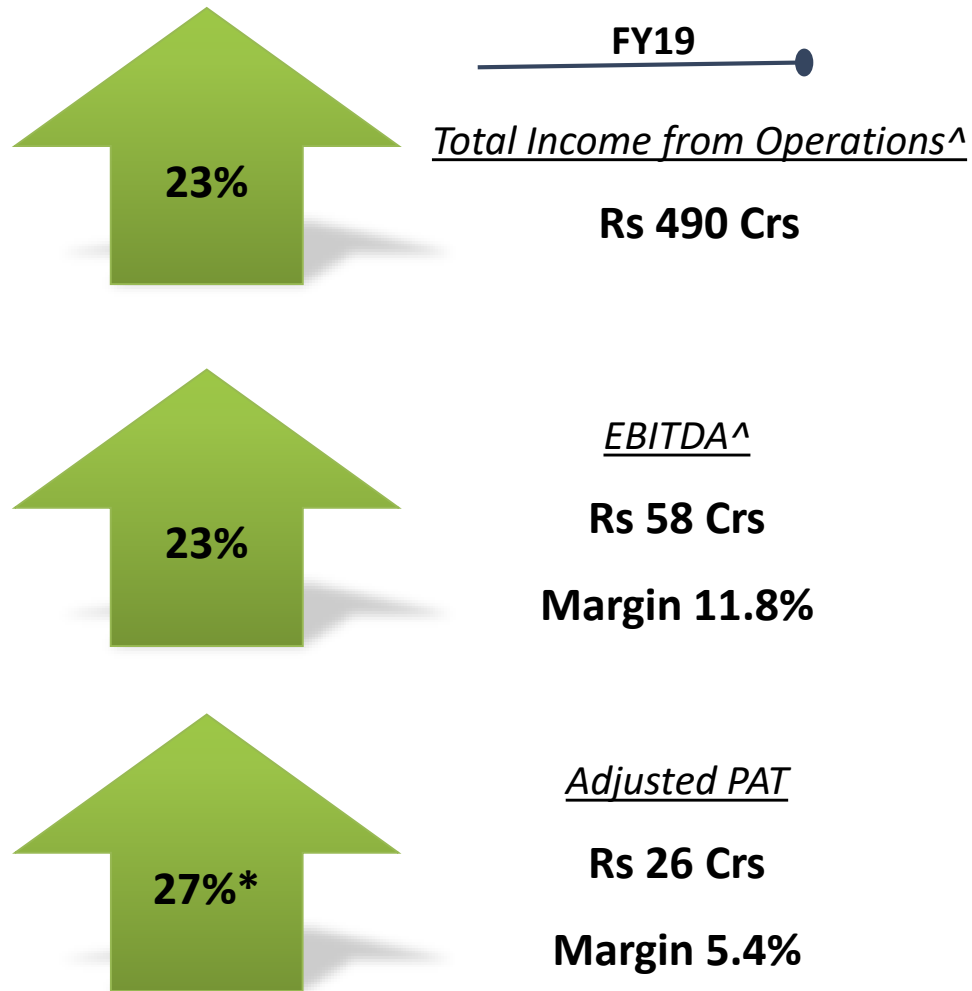
## Adjusted PAT^



## ROCE



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



## Record Profitability in FY19

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

*"We have delivered record performance in FY19. Our capabilities across product categories and strong client relationships have ensured higher than Industry growth."*

*"Our strategy of a hedged product portfolio is helping our outperformance in the midst of the Industry facing multiple challenges."*

*"We expect FY20 to be a challenging year for the Auto Industry however at Talbros we are ready with BS-VI compliant product portfolio which will ensure faster recovery going forward."*

# New Order wins Fuel Growth in Business

## **Talbro Marugo Rubber**

New orders worth Rs. 5-8 Crs p.a. from existing customers

## **Forgings**

New orders worth Rs. 8 Crs p.a. from existing customers

## **Magneti Marelli Talbro Chassis Systems**

New order from a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. Supplies to start from Q1FY21

## **Gaskets**

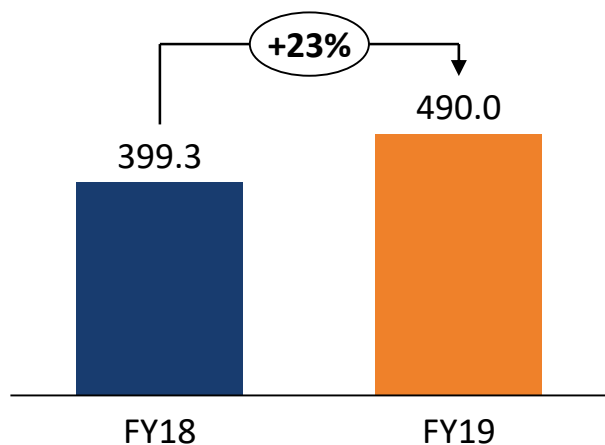
Export Order from an European OEM worth Rs. 5 Cr p.a.

New order for supplying Integrated Wire Harness Gasket worth Rs. 15-20 Crs p.a. Supplies to start from Q1FY21

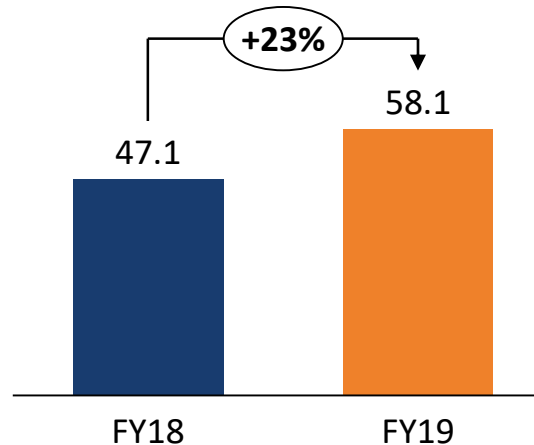
# Consolidated FY19 Performance Highlights

Rs. Crores

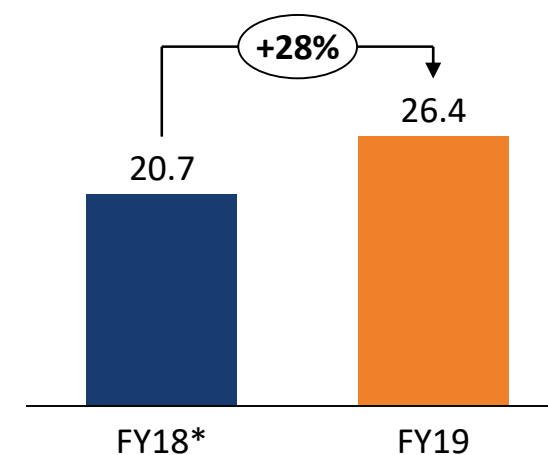
## Total Income from Operations<sup>^</sup>



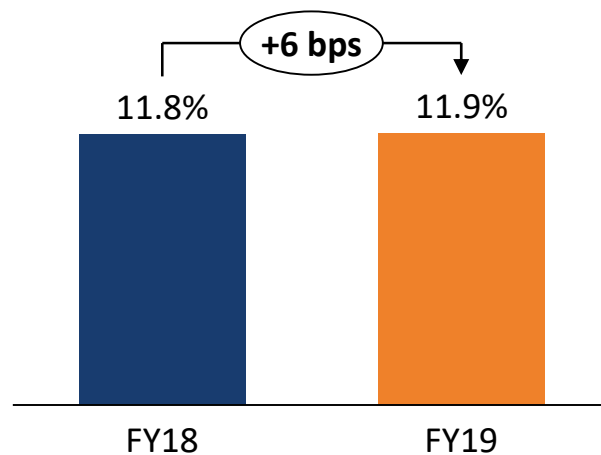
## EBIDTA<sup>^</sup>



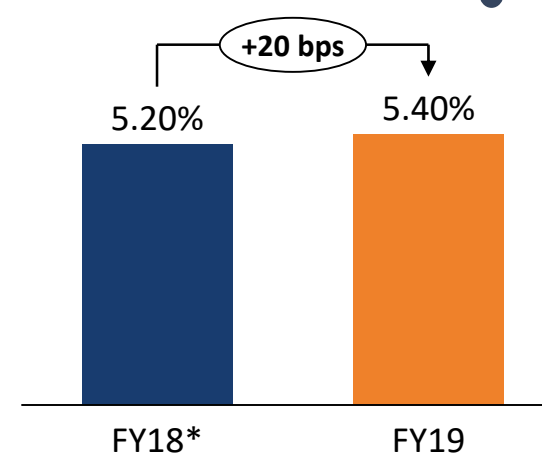
## Adjusted PAT



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



## Adjusted PAT Margin

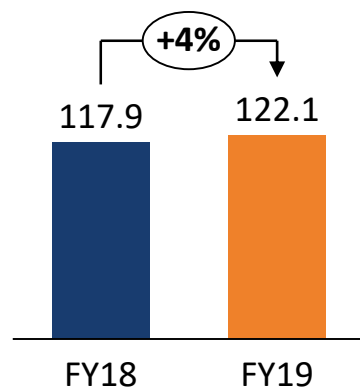




# FY19 JV's Performance Highlights

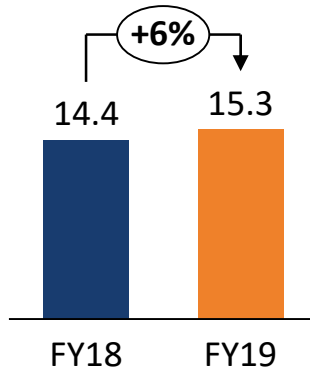
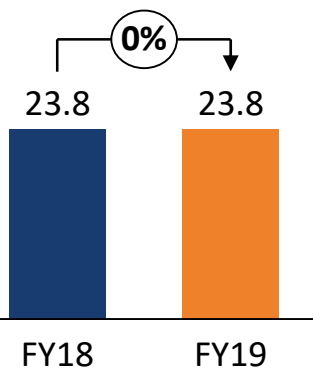
## *Nippon Leakless Talbros Pvt Ltd\**

### Total Income from Operations



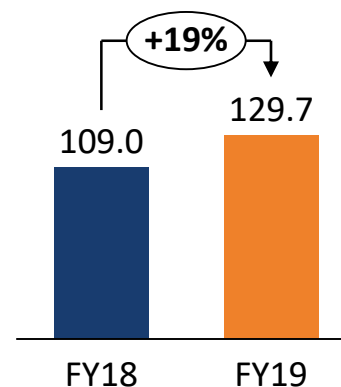
### EBIDTA

### PAT



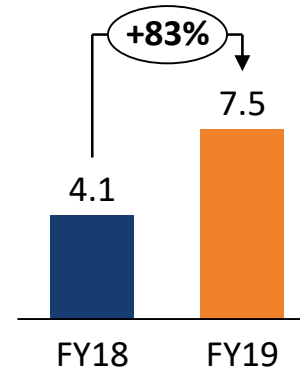
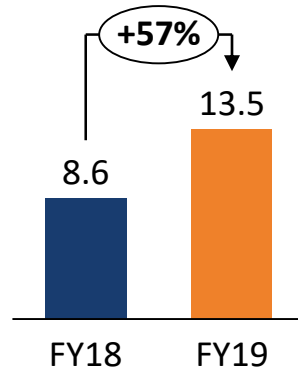
## *Magneti Marelli Talbros Chassis Systems Pvt Ltd\**

### Total Income from Operations



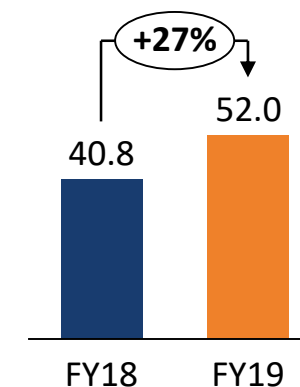
### EBIDTA

### PAT



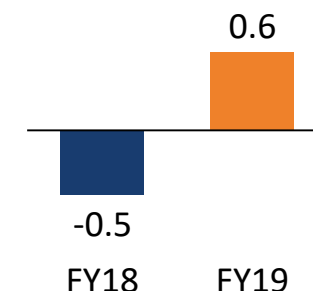
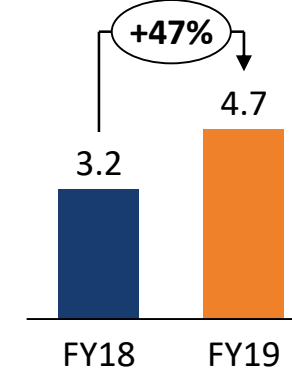
## *Talbros Marugo Rubber Pvt Ltd\**

### Total Income from Operations



### EBIDTA

### PAT

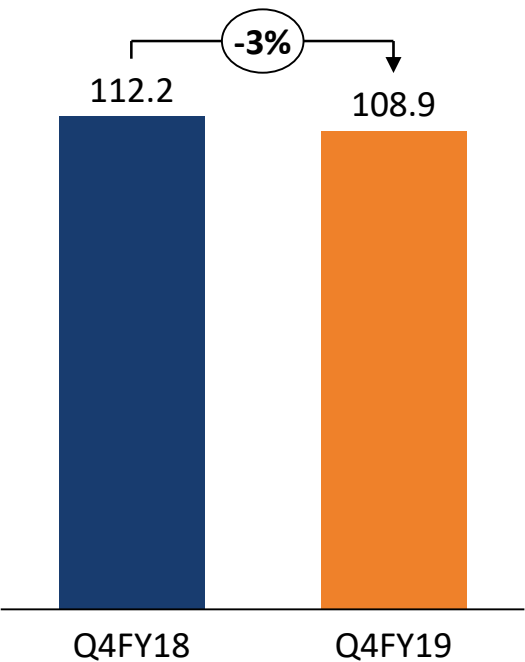


# Consolidated Q4 FY19 Performance Highlights

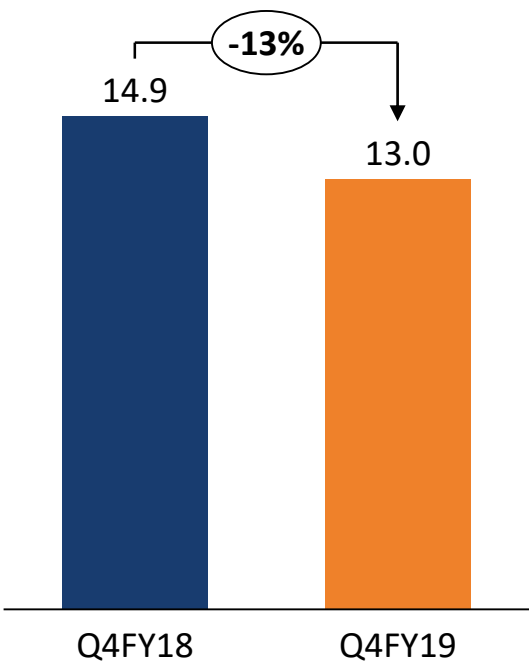


Rs. Crores

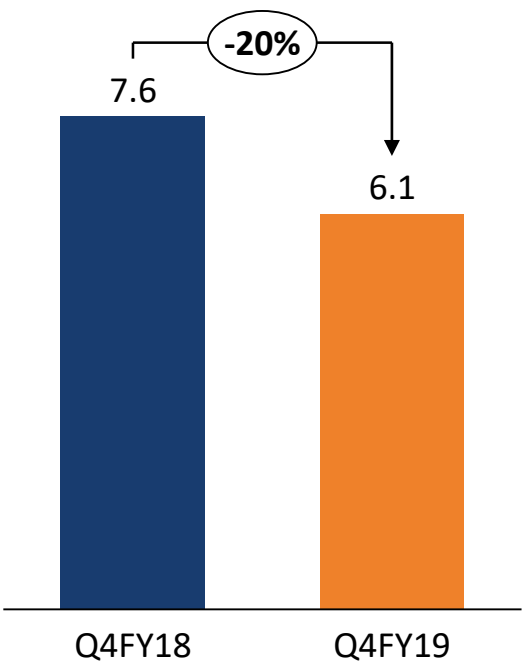
Total Income from Operations^



EBIDTA^



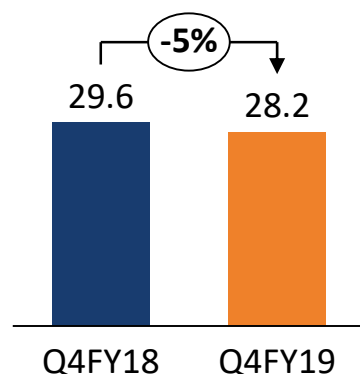
PAT



# Q4 FY19 JV's Performance Highlights

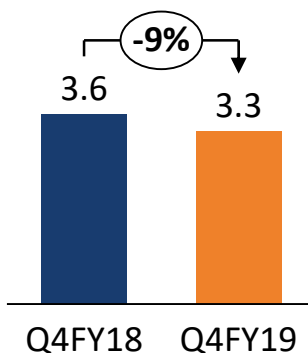
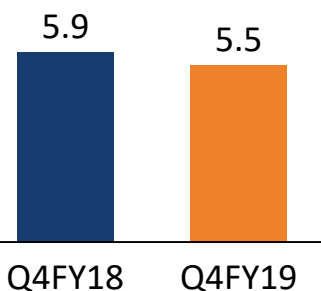
## Nippon Leakless Talbros Pvt Ltd

### Total Income from Operations



### EBIDTA

### PAT

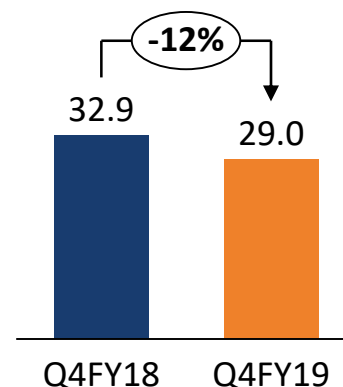


Rs. Crores

\*Full JV numbers

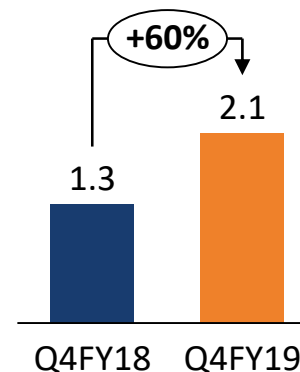
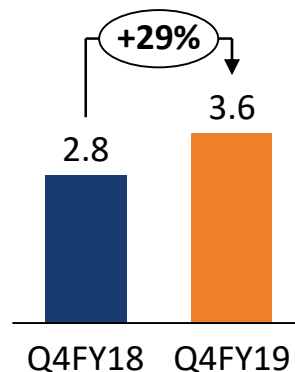
## Magneti Marelli Talbros Chassis Systems Pvt Ltd

### Total Income from Operations



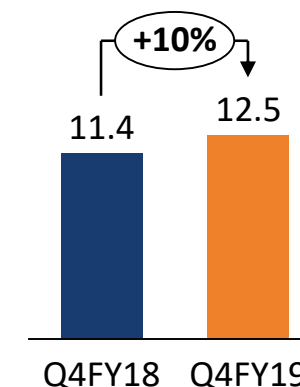
### EBIDTA

### PAT



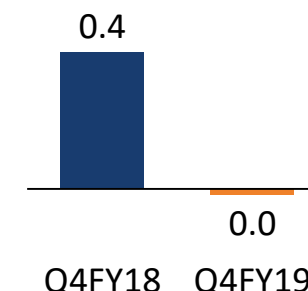
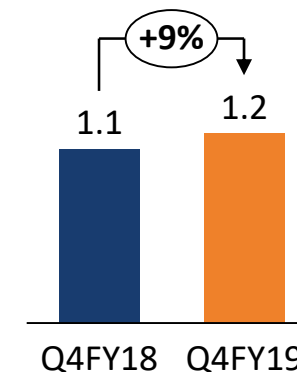
## Talbros Marugo Rubber Pvt Ltd

### Total Income from Operations



### EBIDTA

### PAT



# Consolidated Profit & Loss Statement

Particulars (Rs. In crores)	Q4 FY19	Q4 FY18	Y-o-Y	Q3 FY19	Q-o-Q	FY19	FY18	Y-o-Y
<b>Revenue from Operations (Net of Excise)</b>	106.2	110.2		125.1		482.8	393.0	
Other Income	2.6	2.1		2.7		7.1	6.3	
<b>Total revenue from Operation</b>	<b>108.9</b>	<b>112.2</b>	<b>-3.0%</b>	<b>127.8</b>	<b>-14.8%</b>	<b>490.0</b>	<b>399.3</b>	<b>22.7%</b>
Raw Material	58.7	62.2		72.8		272.7	221.7	
Employee Cost	13.9	13.1		15.6		59.2	51.4	
Other Expenses	23.2	22.1		24.3		100.0	79.1	
<b>EBITDA</b>	<b>13.0</b>	<b>14.9</b>	<b>-12.5%</b>	<b>15.1</b>	<b>-13.7%</b>	<b>58.1</b>	<b>47.1</b>	<b>23.2%</b>
<b>EBITDA Margin</b>	<b>12.0%</b>	<b>13.3%</b>		<b>11.8%</b>		<b>11.9%</b>	<b>11.8%</b>	
Depreciation	4.6	4.1		4.8		17.9	14.2	
<b>EBIT</b>	<b>8.4</b>	<b>10.8</b>	<b>-22.6%</b>	<b>10.3</b>	<b>-18.4%</b>	<b>40.2</b>	<b>32.9</b>	<b>22.0%</b>
<b>EBIT Margin</b>	<b>7.7%</b>	<b>9.7%</b>		<b>8.1%</b>		<b>8.2%</b>	<b>8.2%</b>	
Finance cost	3.8	3.5		4.0		15.5	13.9	
<b>Profit before share of profit/loss from JVs</b>	<b>4.6</b>	<b>7.3</b>		<b>6.3</b>		<b>24.6</b>	<b>19.0</b>	
Share of Profit from JVs	2.3	1.7		2.2		9.5	6.9	
<b>Profit before Tax before Exceptional Items</b>	<b>6.9</b>	<b>9.0</b>		<b>8.5</b>		<b>34.1</b>	<b>25.9</b>	
Tax	0.8	1.4		2.1		7.8	5.2	
<b>Adjusted PAT</b>	<b>6.1</b>	<b>7.6</b>	<b>-19.1%</b>	<b>6.4</b>	<b>-4.8%</b>	<b>26.4</b>	<b>20.7</b>	<b>27.2%</b>
<b>Adjusted PAT Margin %</b>	<b>5.6%</b>	<b>6.7%</b>		<b>5.0%</b>		<b>5.4%</b>	<b>5.2%</b>	
Exceptional Items	0.0	0.0		0.0		0.0	2.2	
<b>Reported PAT</b>	<b>6.1</b>	<b>7.6</b>	<b>-19.1%</b>	<b>6.4</b>	<b>-4.8%</b>	<b>26.4</b>	<b>22.9</b>	<b>15.2%</b>
Other Comprehensive Income	-0.5	-2.1		-1.7		-4.8	3.3	
<b>Total Comprehensive Income</b>	<b>5.6</b>	<b>5.4</b>	<b>2.7%</b>	<b>4.7</b>	<b>19.8%</b>	<b>21.6</b>	<b>26.2</b>	<b>-17.4%</b>

# Consolidated Balance Sheet

ASSETS	Mar-19	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	139.7	124.3
Capital work-in-progress	6.4	2.4
Intangible assets	1.1	0.7
Intangible Assets Under Development	0.2	0.6
Investments accounted for using the equity method	40.7	36.0
Investment Property	3.1	3.0
<b>Financial assets</b>		
Investments	20.1	27.2
Loans	1.2	1.2
Other Financial Assets	0.2	0.5
Current Tax assets (net)	0.0	0.3
Other non-current assets	4.5	1.2
<b>Sub-total - Non-Current Assets</b>	<b>217.2</b>	<b>197.4</b>
<b>Current assets</b>		
Inventories	110.5	109.2
<b>Financial assets</b>		
Trade receivables	135.3	124.2
Cash and cash equivalents	2.3	3.2
Bank balances other than Cash and Cash equivalents	6.9	4.6
Loans	5.7	5.7
Other financial assets	0.7	1.4
Other current assets	18.9	19.2
<b>Sub-total - Current Assets</b>	<b>280.4</b>	<b>267.6</b>
Assets Classified as held for Sale		
<b>TOTAL - ASSETS</b>	<b>497.6</b>	<b>465.0</b>

EQUITY AND LIABILITIES	Mar-19	Mar-18
<b>Equity</b>		
Equity Share capital	12.3	12.3
Non Controlling Interest		
Other equity	186.4	167.1
<b>Sub-total - Shareholders' funds</b>	<b>198.8</b>	<b>179.4</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	25.2	15.5
Other financial liabilities	0.2	0.2
Provisions	3.6	3.2
Deferred tax liabilities (net)	2.7	4.2
Other non-current liabilities	0.9	0.0
<b>Sub-total - Non-current liabilities</b>	<b>32.6</b>	<b>23.2</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	112.3	101.8
Trade payables	117.3	137.2
Other financial liabilities	26.8	17.4
Other current liabilities	5.7	4.7
Provisions	1.5	1.3
Current tax liabilities (net)	2.6	0.0
<b>Sub-total - Current liabilities</b>	<b>266.2</b>	<b>262.4</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>497.6</b>	<b>465.0</b>

# Standalone Profit & Loss Statement

Particulars (Rs. In crores)	Q4 FY19	Q4 FY18	Y-o-Y	Q3 FY19	Q-o-Q	FY19	FY18	Y-o-Y
<b>Revenue from Operations (Net of Excise)</b>	106.2	110.2		125.1		482.8	393.0	
Other Income	3.8	2.8		3.9		11.9	9.4	
<b>Total revenue from Operation</b>	<b>110.1</b>	<b>113.0</b>	<b>-2.6%</b>	<b>129.0</b>	<b>-14.7%</b>	<b>494.8</b>	<b>402.4</b>	<b>23.0%</b>
Raw Material	58.7	62.2		72.8		272.7	221.7	
Employee Cost	13.9	13.1		15.6		59.2	51.4	
Other Expenses	23.2	22.1		24.3		100.0	79.1	
<b>EBITDA</b>	<b>14.2</b>	<b>15.6</b>	<b>-8.9%</b>	<b>16.3</b>	<b>-12.7%</b>	<b>62.9</b>	<b>50.2</b>	<b>25.1%</b>
<b>EBITDA Margin</b>	<b>12.9%</b>	<b>13.8%</b>		<b>12.6%</b>		<b>12.7%</b>	<b>12.5%</b>	
Depreciation	4.6	4.1		4.8		17.9	14.2	
<b>EBIT</b>	<b>9.6</b>	<b>11.6</b>	<b>-17.0%</b>	<b>11.5</b>	<b>-16.5%</b>	<b>45.0</b>	<b>36.0</b>	<b>24.8%</b>
<b>EBIT Margin</b>	<b>8.7%</b>	<b>10.2%</b>		<b>8.9%</b>		<b>9.1%</b>	<b>9.0%</b>	
Finance cost	3.8	3.5		4.0		15.5	13.9	
<b>Profit before Tax before Exceptional Items</b>	<b>5.8</b>	<b>8.0</b>		<b>7.5</b>		<b>29.4</b>	<b>22.1</b>	
Tax	0.8	1.4		2.1		7.8	5.2	
<b>Adjusted PAT</b>	<b>5.0</b>	<b>6.6</b>	<b>-24.3%</b>	<b>5.4</b>	<b>-7.3%</b>	<b>21.7</b>	<b>16.9</b>	<b>28.0%</b>
<b>Adjusted PAT Margin %</b>	<b>4.5%</b>	<b>5.8%</b>		<b>4.2%</b>		<b>4.4%</b>	<b>4.2%</b>	
Exceptional Items	0.0	0.0		0.0		0.0	2.2	
<b>Reported PAT</b>	<b>5.0</b>	<b>6.6</b>	<b>-24.3%</b>	<b>5.4</b>	<b>-7.3%</b>	<b>21.7</b>	<b>19.1</b>	<b>13.5%</b>
Other Comprehensive Income	-0.5	-2.1		-1.8		-4.7	3.3	
<b>Total Comprehensive Income</b>	<b>4.5</b>	<b>4.5</b>	<b>0.5%</b>	<b>3.6</b>	<b>24.3%</b>	<b>16.9</b>	<b>22.4</b>	<b>-24.3%</b>

# Standalone Balance Sheet

ASSETS	Mar-19	Mar-18
<b>Non-current assets</b>		
Property, plant and equipment	139.7	124.3
Capital work-in-progress	6.4	2.4
Intangible assets	1.1	0.7
Intangible Assets Under Development	0.2	0.6
Investments accounted for using the equity method	0.0	0.0
Investment Property	3.1	3.0
<b>Financial assets</b>		
Investments	46.2	53.3
Loans	1.2	1.2
Other Financial Assets	0.2	0.5
Other Tax assets (net)	0.0	0.3
Other non-current assets	4.5	1.2
<b>Sub-total - Non-Current Assets</b>	<b>202.6</b>	<b>187.5</b>
<b>Current assets</b>		
Inventories	110.5	109.2
<b>Financial assets</b>		
Trade receivables	135.2	124.2
Cash and cash equivalents	2.3	3.2
Bank balances other than Cash and Cash equivalents	6.9	4.6
Loans	5.7	5.7
Other financial assets	0.7	1.4
Other current assets	18.9	19.2
<b>Sub-total - Current Assets</b>	<b>280.2</b>	<b>267.6</b>
Assets Classified as held for Sale	-	-
<b>TOTAL - ASSETS</b>	<b>482.9</b>	<b>455.1</b>

EQUITY AND LIABILITIES	Mar-19	Mar-18
<b>Equity</b>		
Equity Share capital	12.3	12.3
Non Controlling Interest	-	-
Other equity	171.9	157.2
<b>Sub-total - Shareholders' funds</b>	<b>184.2</b>	<b>169.5</b>
<b>LIABILITIES</b>		
<b>Non-current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	25.2	15.5
Other financial liabilities	0.1	0.2
Provisions	3.6	3.2
Deferred tax liabilities (net)	2.7	4.2
Other non-current liabilities	1.0	0.0
<b>Sub-total - Non-current liabilities</b>	<b>32.6</b>	<b>23.2</b>
<b>Current liabilities</b>		
<b>Financial liabilities</b>		
Borrowings	112.3	101.8
Trade payables	117.3	137.2
Other financial liabilities	26.8	17.4
Other current liabilities	5.6	4.7
Provisions	1.5	1.3
Current tax liabilities (net)	2.5	0.0
<b>Sub-total - Current liabilities</b>	<b>266.0</b>	<b>262.4</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>482.9</b>	<b>455.1</b>

# Business Confirmations & Strategy

## Gaskets

### New Orders in Q4FY19:

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

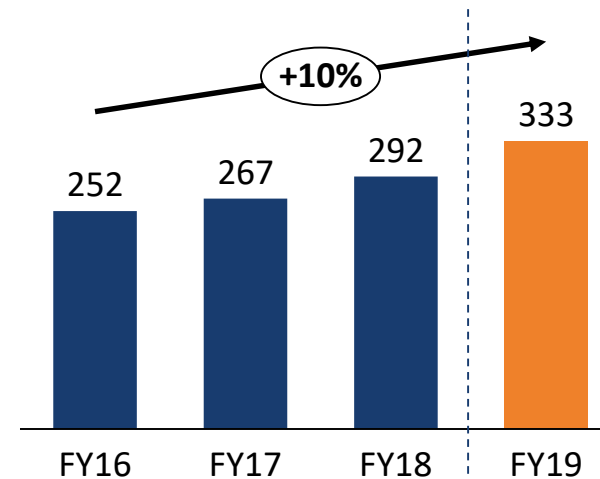
### Strategic Initiatives :

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

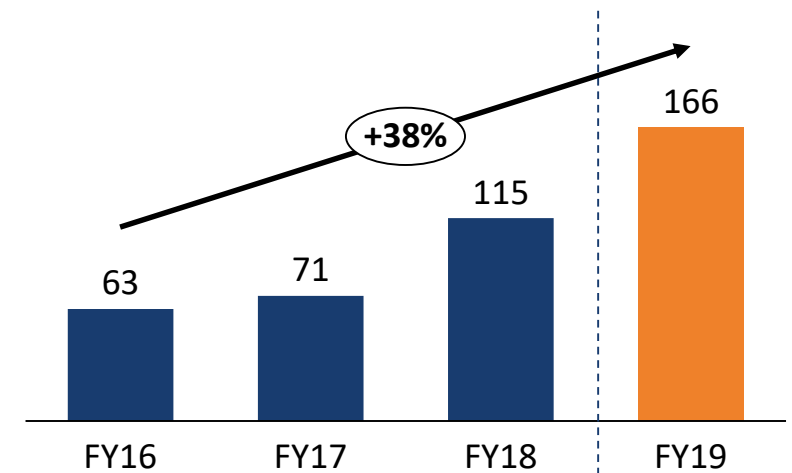
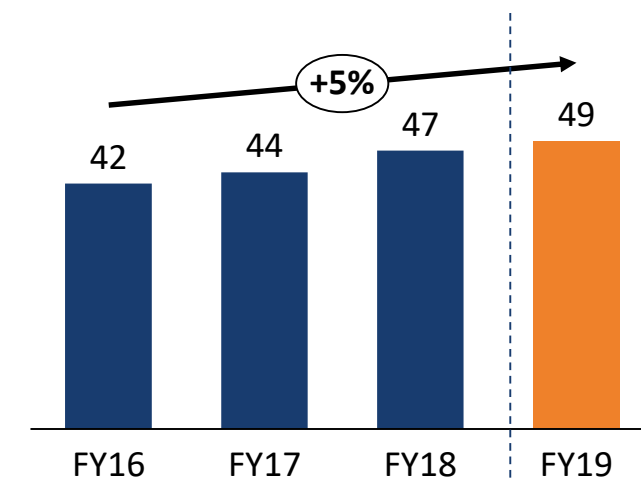
## Forgings Segment

- Installation of 2500 Ton Press by end June'19
- In discussion with various Indian & European Tier 1 Customers for heavier forging products
- Started supplies for the order received from 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

### Standalone



### Nippon Leakless JV\*

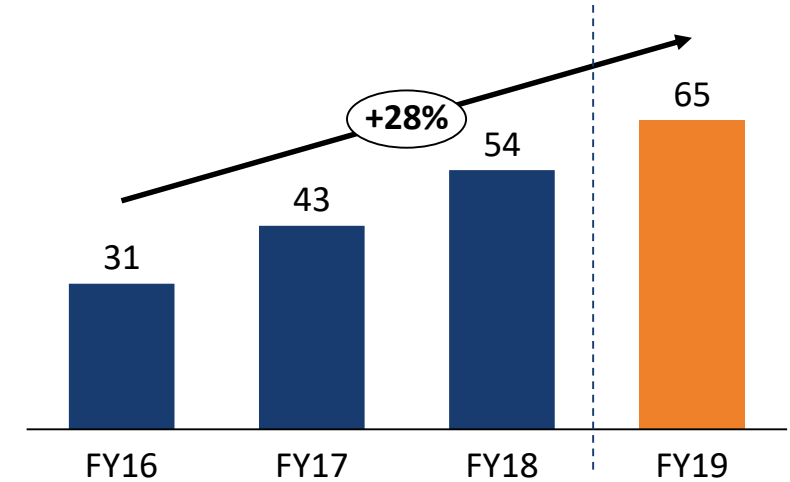


\*Proportionate share of JV Revenue has been considered



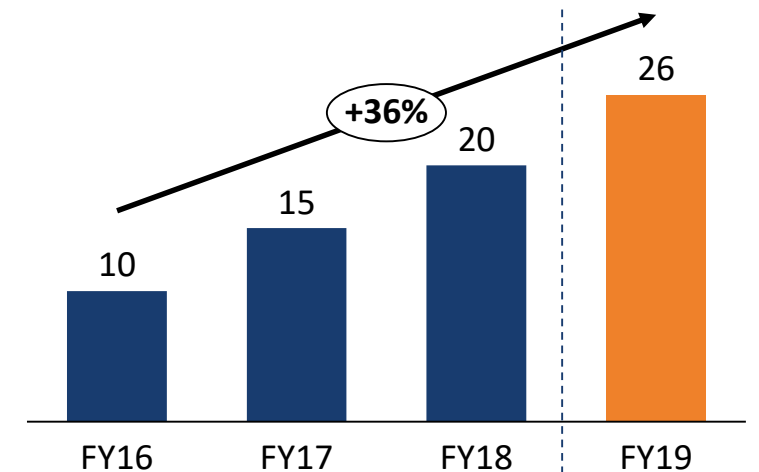
## Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)\*

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



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

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



# Leadership Team driving Growth & Profitability



**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

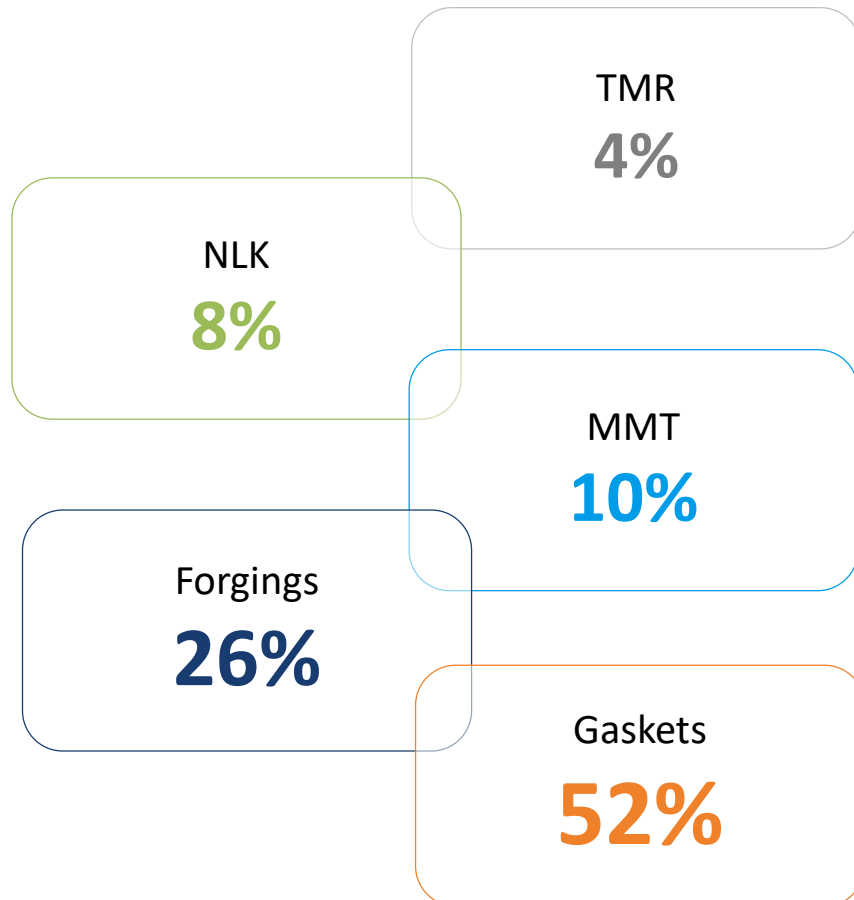


Diversified Portfolio - **Gaskets, Forgings, Suspension Systems, Anti-vibration Products & Hoses**



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

## FY19 - 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



# Growth Strategy

# Strong Global Partnerships - Joint Ventures

## Joint Ventures

## About the JV

## Products

## Customers



*Nippon Leakless Talbro 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% Talbro Share
- 100% Sales to OEMs to Honda and Hero

Gaskets

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



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

- **Magneti Marelli S.p.a** (Milano) - A Fiat group company with annual revenue of over € 6 Bn
- 50:50 partnership commenced production in April 2012
- 100% Sales to OEMs
- Significant share of Control Arms business from Maruti Suzuki and Tata

- Control Arms
- Front Axle
- Rear Axle

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



*Talbro Marugo Rubber Pvt Ltd (TMR)*

- **Marugo Rubber Industries Ltd** (Japan) - Global leader in supply of **Anti-Vibration Product and Hoses**
- **50:50** partnership commenced production in February 2013
- 100% Sales to OEMs predominantly Maruti Suzuki

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

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

## 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*

## 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 Investments by Global Manufacturers

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

*Exports*

## Huge Potential of Indian Passenger Vehicles Segment

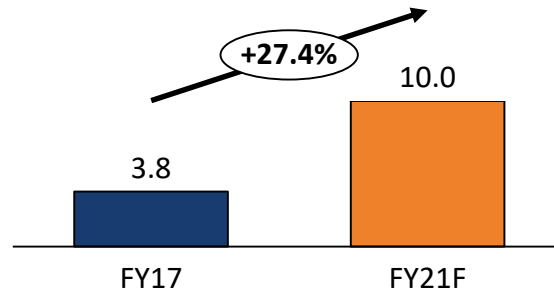
- India's low vehicle penetration (32 vehicles per 1000 people in 2015) making it one of the world's most attractive auto markets
- India's PV segment is expected to grow to > 5 mn vehicles by 2020

## Increasing Government Thrust

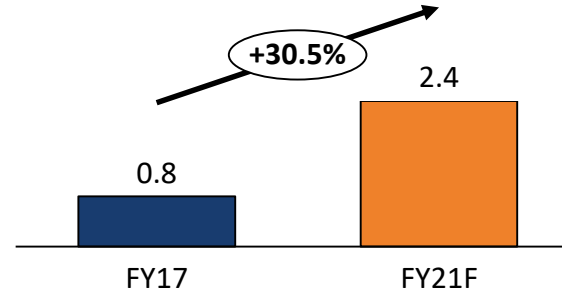
- India's projected production is ~5mn + PVs per year by 2020
- MNC's including (**Ford**, Hyundai, Toyota, GM, and Honda) are in the process of building facilities in India

# The Automotive Opportunities

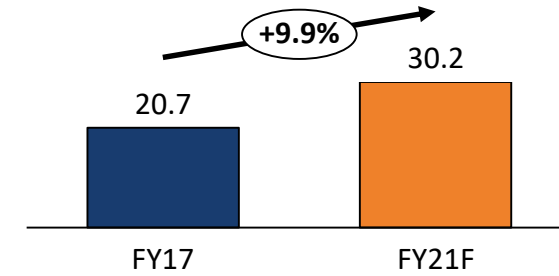
Million Units



Passenger Vehicles



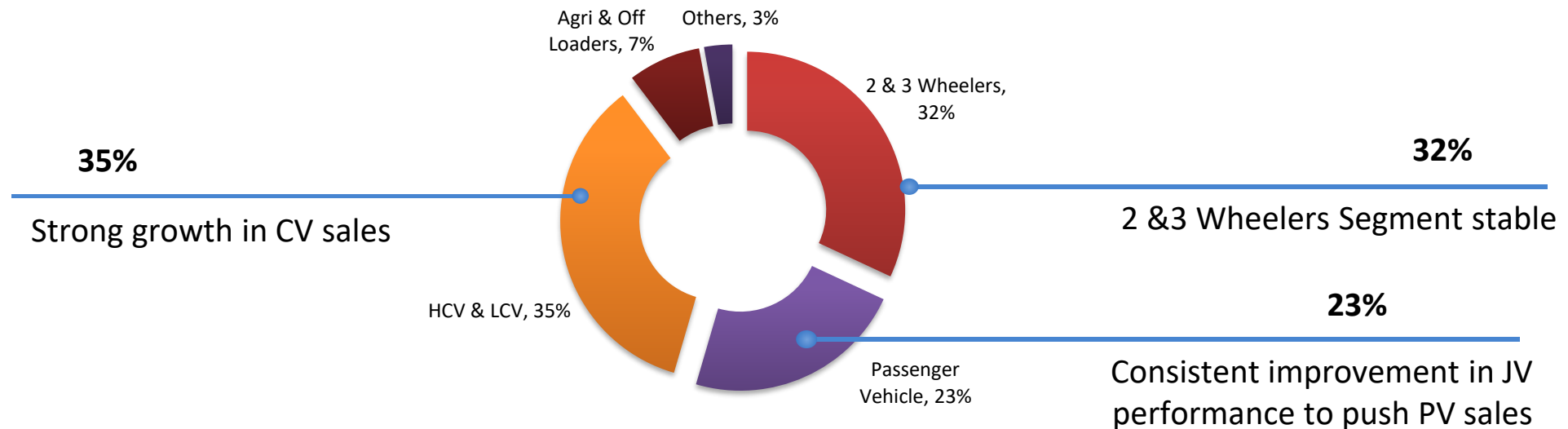
Commercial Vehicles



2W & 3W Vehicles

Source: IBEF

## ***TACL: Domestic Sales Break up FY19***







# Business Overview

# Key Milestones

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

1956

1979-85

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

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

1997

2005

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

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

2008-09

2011

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

2012

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

# Board of Directors



**Mr. Naresh Talwar**

Chairman



**Mr. Umesh Talwar**

Vice Chairman & MD



**Mr. Varun Talwar**

Joint Managing Director



**Mr. Anuj Talwar**

Joint Managing Director



**Mr. Navin Juneja**

Director



**Mr. Vidur Talwar**

Non Executive Director



**Mr. V Mohan**

Independent Director



**Mr. Anil Kumar Mehra**

Independent Director



**Mr. Amit Burman**

Independent Director



**Mr. R R Vederah**

Independent Director



**Mrs. Priyanka Gulati**

Independent Director



**Mr. Ajay Kumar Vij**

Independent Director

## ***Mr. Manish Khanna***

### **Chief Financial Officer**

A Qualified CA and MBA, he has over 17 years of experience with LeeBoy India Constructions, Doosan Infracore, Escorts Construction Equipment and Amforge Industries

## ***Mr. Suresh Sharma***

### **President Operations – Gaskets Division**

He is an engineer and MBA (Operations). He has over 25 years of experience in the Auto Components sector and has worked with Munjal Showa, Endurance, JBM Auto and Omax Auto

## ***Mr. Noriyuki Deguchi***

### **Managing Director – Nippon Leakless Talbros Pvt. Ltd.**

He holds BE degree and has experience of 25 years working in the Gasket Industry. He has been associated with Nippon Leakless for over a decade

## ***Mr. Toshiya Morimoto***

### **Managing Director – Talbros Marugo Rubber Pvt. Ltd**

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

## ***Mrs. Seema Narang***

### **Company Secretary**

She has over 22 years of experience in the secretarial department and has worked with Whirlpool of India and Aksh Optifibre Ltd

## ***Mr. Rajiv Mittal***

### **President – Forging Division**

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

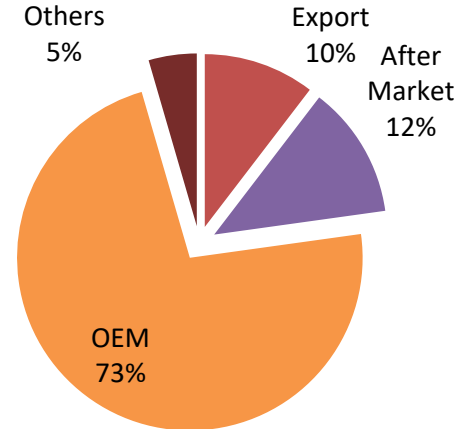
## ***Mr. Ashish Gupta***

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

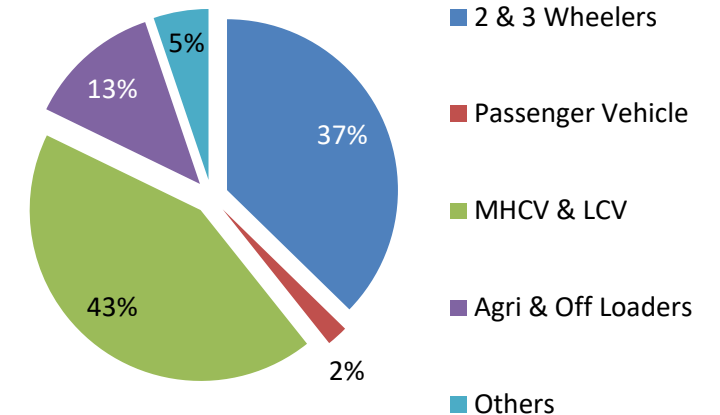
He holds a BE degree and has over 24 years of experience with manufacturing companies in India, Europe & CIS

- In – House tool design and manufacturing
- ~**40%** Market share in Gaskets **3x** the nearest competitor
- **Market Leader** in – Two Wheeler, Agri & Off Loaders, HCV & LCV segment
- **Tier I OE supplier** for **12** of our customers
- **Single Source Supplier** for **5** of our customers
- **100% Asbestos Free player**
- Export orders from Cummins, Daimler, Volvo and Harley Davidson
- Introduced dedicated **Heat Shield line**: critical for heat, sound and vibration insulation
- Revenue for **FY19 stood at Rs 322.91**

***FY19 Revenue Rs 322.9 Crores***



***FY19 OEM Breakup***



***Products - Various Types and Shapes***

***Multi Layer Steel***



***Exhaust Manifold***



***Heat Shield***



***Rubber Molded***



***Cylinder Head***

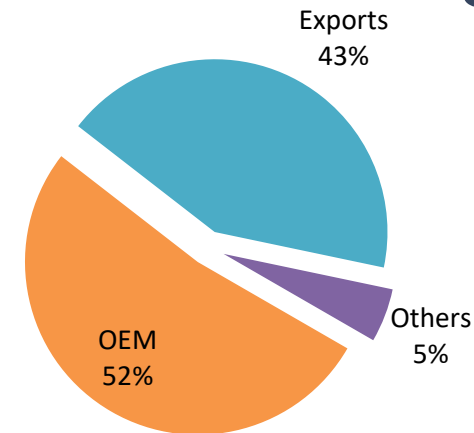


***Edge Molded***



- 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 **FY19 stood at Rs 164.8 Cr**

## ***FY19 Revenue Rs 164.8 Crores***



## ***Products - Various Types and Shapes***

***King Pins***



***Gear Blanks***

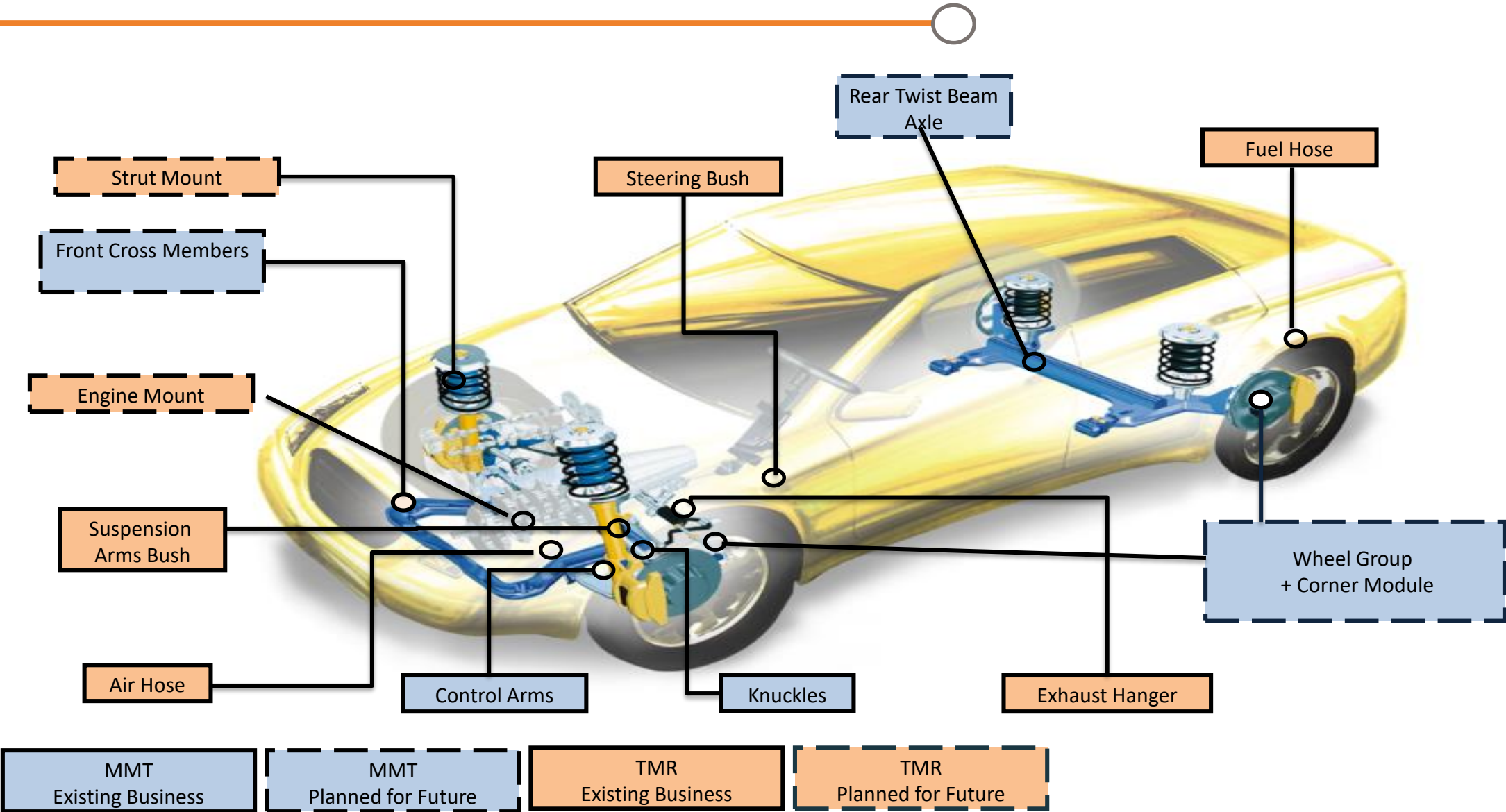


***Housing and Yoke Shafts***

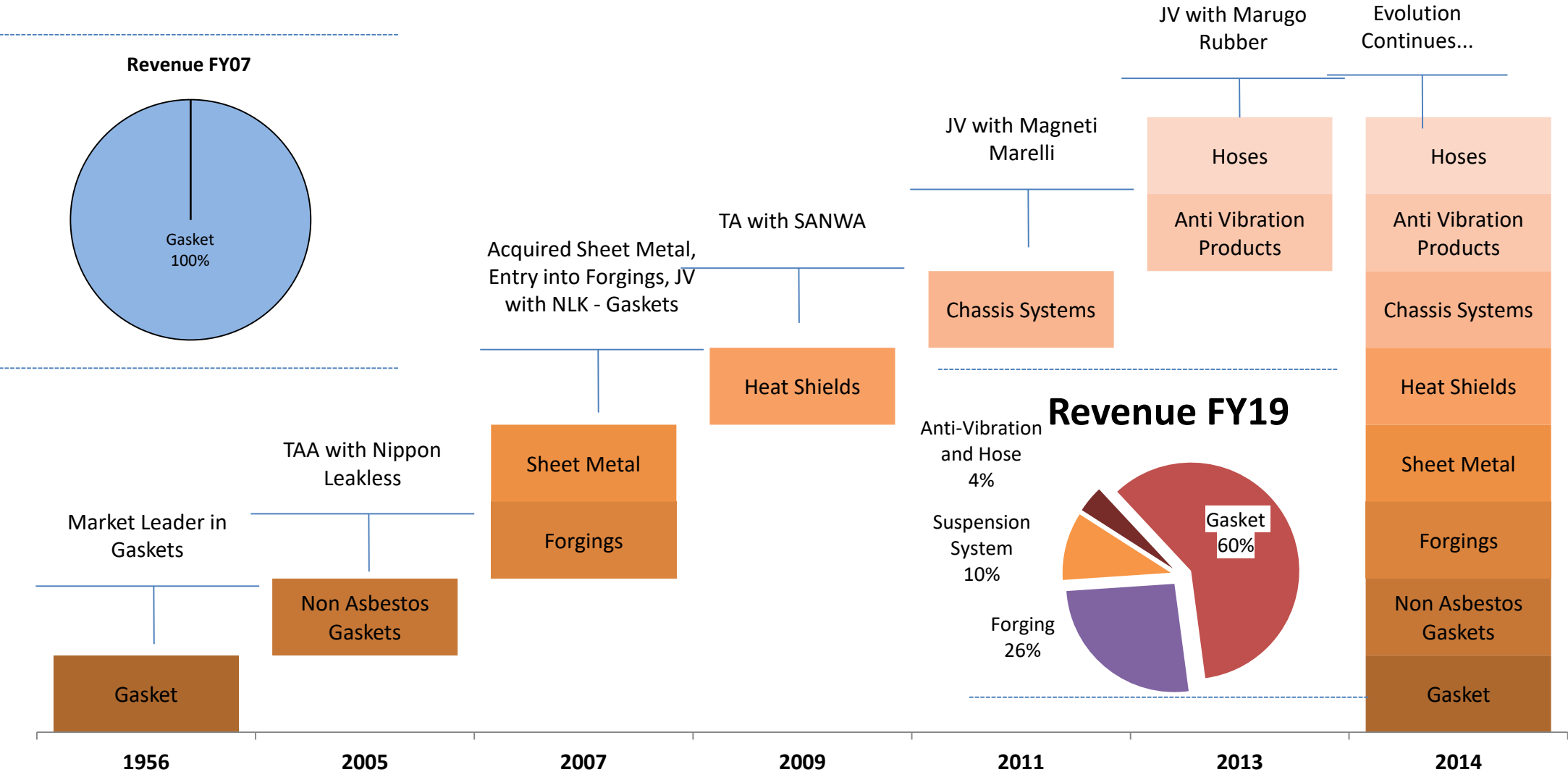




# Scope of Joint Ventures



# 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

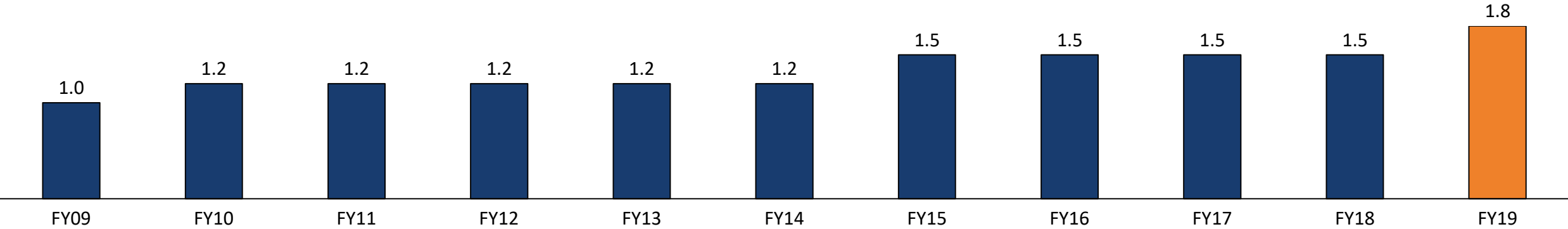


## **Magneti Marelli Talbros**

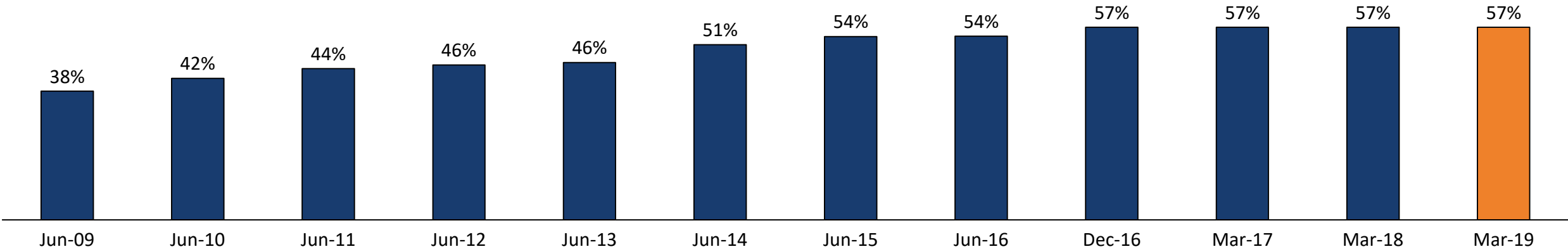
Faridabad - Haryana

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

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

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

### Investor Relations Advisors :

Strategic Growth Advisors Pvt. Ltd.  
CIN: U74140MH2010PTC204285

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

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