

Talbros Automotive Components Ltd.

www.talbros.com

7th February, 2024

The Bombay Stock Exchange Ltd.	The National Stock Exchange of India Ltd.
Phiroze Jeejeebhoy Towers,	Exchange Plaza, 5th Floor, Plot No. C/1,
	G Block, Bandra Kurla Complex,
	Bandra (East), Mumbai – 400 051

Sub: Q3 & 9M FY24 Investor Presentation

Dear Sir/ Madam,

Scrip Code - 505160

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Q3 & 9M FY24 Investor Presentation.

Company Code - TALBROAUTO

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

Enel: As above



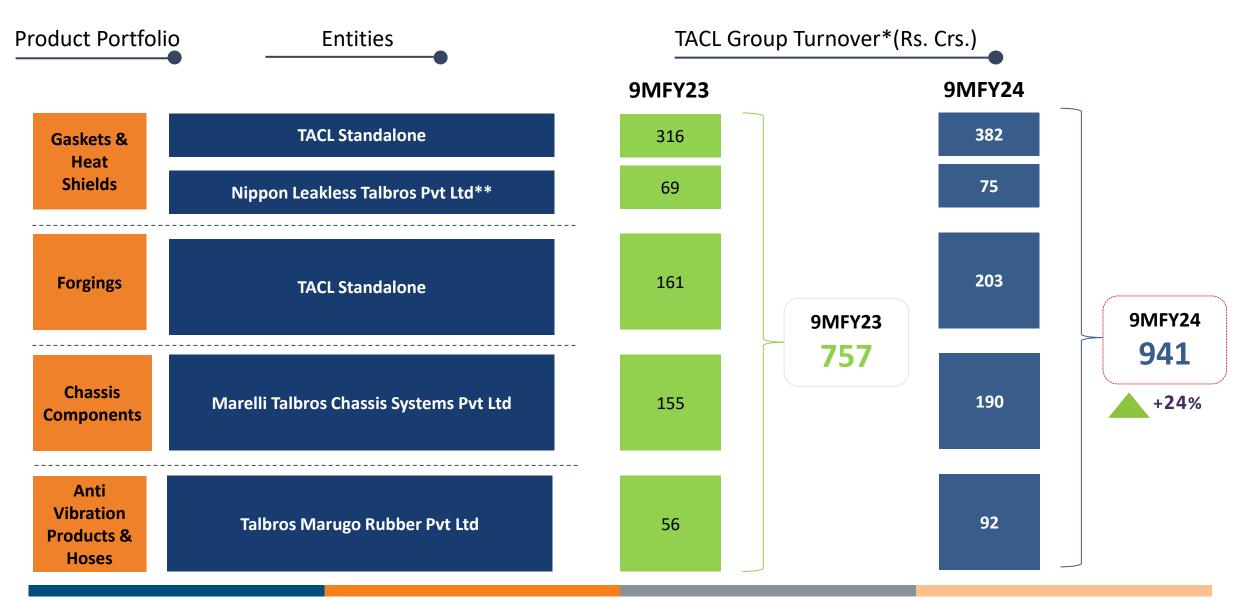
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Driving Future Leadership

Q3 & 9M FY24 INVESTOR PRESENTATION February 2024

Talbros Automotive Components Ltd (TACL) - Group





* Includes Other Income

Including Total Share of JV

**Subsequently, post 31st December 2023, the Company has completed the process of divesting and selling its entire 40% stake in its Joint Venture 'Nippon Leakless Talbros Private Limited' at Rs. 81.80 crores.

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Mr. Anuj Talwar

Joint Managing Director

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

"In Q3 FY24, TACL has demonstrated strong growth in profitability compared to the previous year, with a 40% increase in EBITDA to Rs. 33 crores and a 66% growth in Net Profit to Rs 23 crores. In 9M FY24, revenue from operations grew by 22% to ~Rs 576 crores, while EBITDA grew by 38% YoY at ~Rs 92 crores with 15.7% margins. JV enterprises have demonstrated consistent performance in their respective segments throughout the year.

Business growth has been consistent throughout the year and building upon the orders acquired through the orders received in FY23. This year too, TACL has received orders to the tune of ~Rs 980 crores across our products segments. Amongst these, orders worth ~Rs. 475 crores are for supply to EVs and orders worth ~ Rs. 415 crores are related to exports. These orders are expected to be executed in coming 5 years. Building upon these consistent order inflows from leading OEMs, we anticipate a strong upward trajectory in our business and profitability.

Additionally, in order to take advantage of the expanding prospects in the local and international markets, we will continue to be a diversified and hedged auto component player and follow a predetermined course of action to expand our product portfolio by introducing new value-added goods.

In December 2023, company has taken a strategic decision to divest its complete 40% ownership interest in its joint venture entity, Nippon Leakless Talbros. Following TACL's stake sale, Nippon Leakless will hold a complete ownership interest in the Company. This decision is consistent with our long-term goals, as the proceeds will be invested in future capital expenditures and high growth business.

The company has sustained its path of expansion by prioritizing innovation and business development as the fundamental pillars of its strategy for upward growth. With a 35% contribution from the overseas market, this will help us increase our revenue and expand our margin profile."



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





Received new multi year orders worth ~Rs 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 benefitting the Company grow and gain market share in the coming years.



The order covers the

✓ Includes multiple EV Orders for ~Rs. 205 crores from leading OEMs

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 ~Rs **50** crores over 5 years.

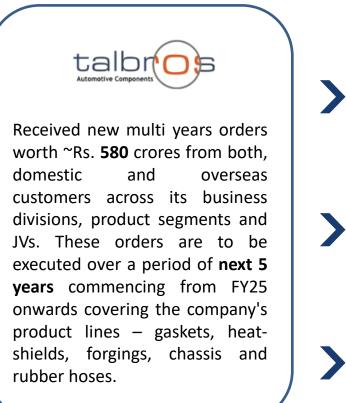
Received orders worth ~Rs. **65** crores for over 5 years for the heat shield products from multiple domestic OEMs. These order span across new technologies in the heat shield space.

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.

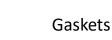


New Multi year orders worth over Rs. 580 crores received in Nov-23

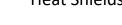




The order covers the
following product lines









✓ Includes Export Orders of ~Rs. 415 crores

✓ Includes multiple EV Orders for ~Rs. 270 crores from leading OEMs

Orders received from a leading export OEM for Electric Vehicles (EV) for products such as EDS Brackets, Transcradle Bracket, Mid-Metal Shield, S3 Pack and Battery Stampings for ~Rs. **270** crores over 5 years. This order is through the Joint Venture-Marelli Talbros Chassis Systems Pvt Ltd

Received orders for Forgings products for applications such as transmission, engines, driveline and off-highway for ~Rs. **120** crores over 5 years

Received orders worth ~Rs. **75** crores for over 5 years for the heat shield products from multiple domestic OEMs. These order span across new technologies in the heatshield space

Received orders worth ~Rs. **40** crores for over 5 years for the gasket products from both domestic and export OEM customers

Received order of ~Rs. **75** crores over 5 years for a leading domestic OEM for products such as Muffler Hanger, Damper Front and Hose Canister Air Suction. This is through our Joint Venture - Talbros Marugo Rubber



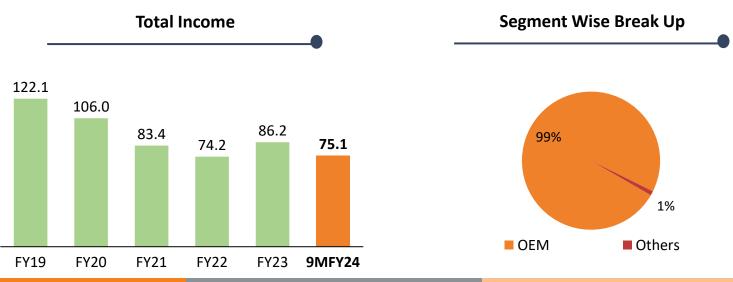


NLK 日本リークレス工業株式会社 NIPPON LEAKLESS CORPORATION

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
- \checkmark 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

- ✓ On 22nd December 2023, Board of Directors of Talbros Automotive Components Limited (TACL) have approved the Divestment of its entire 40% stake in its Joint Venture company Nippon Leakless Talbros. Post the stake sale by TACL, Nippon Leakless will own 100% of the Company
- ✓ Company will realize <u>Rs. 81.8 crores</u> for its entire <u>40%</u> equity stake sale. (JV Company valued at Rs. 204.5 crores). This transaction is subject to certain conditions precedent and is expected to be completed in Q4FY24
- ✓ Company intends to utilize the proceeds for its future capex and expansions
- Subsequently, post 31st December 2023, the Company has completed the process of divesting and selling its entire 40% stake in its Joint Venture 'Nippon Leakless Talbros Private Limited' at Rs. 81.80 crores.



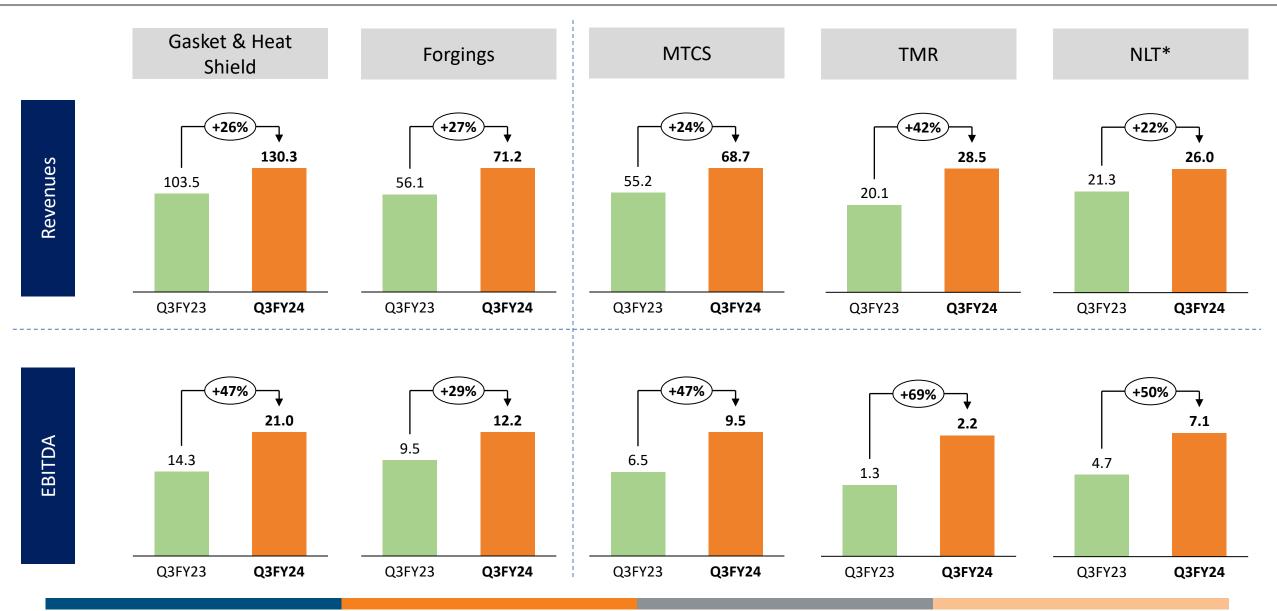






Q3FY24 Consolidated Performance Highlights

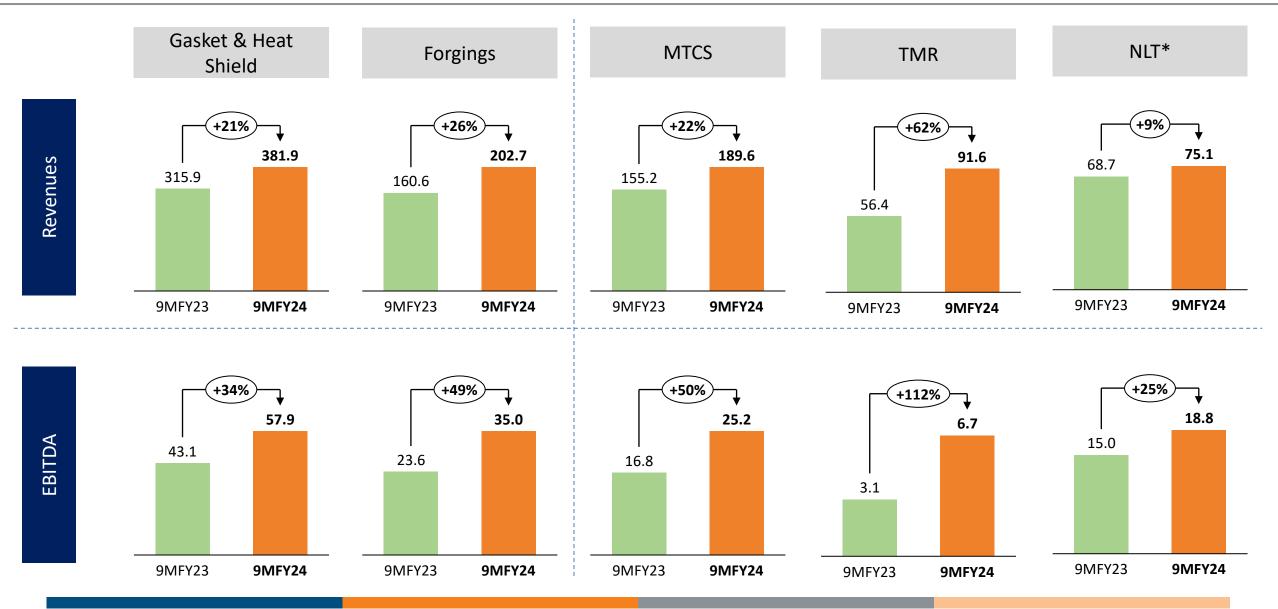




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9MFY24 Consolidated Performance Highlights



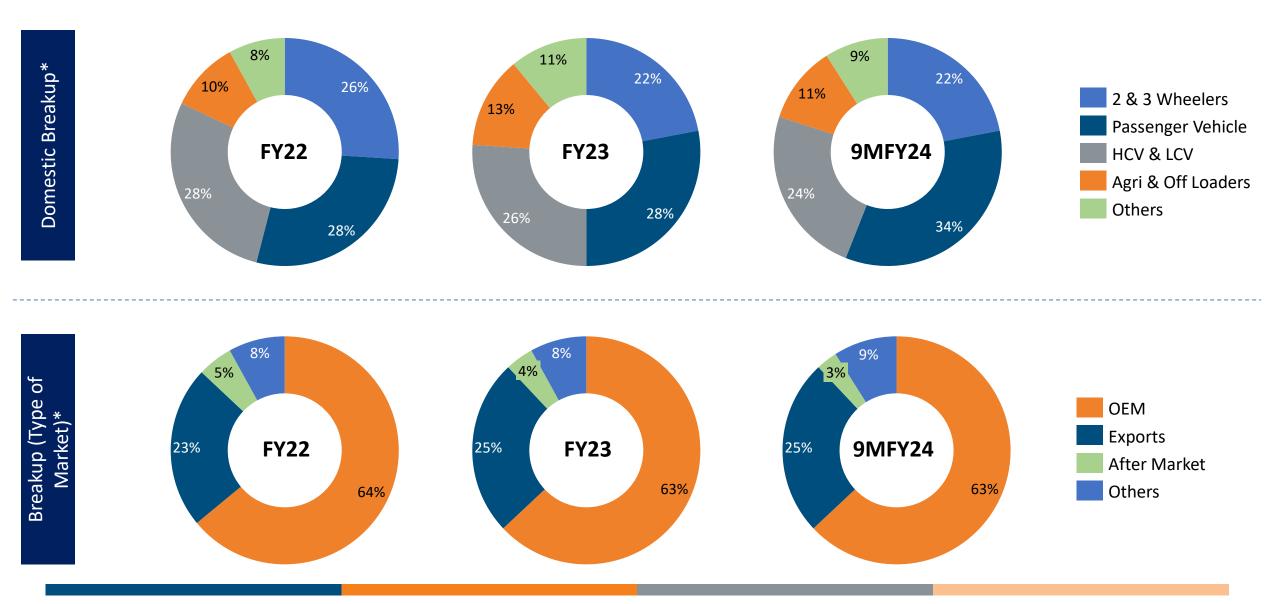


Rs. Crores Includes Other Income

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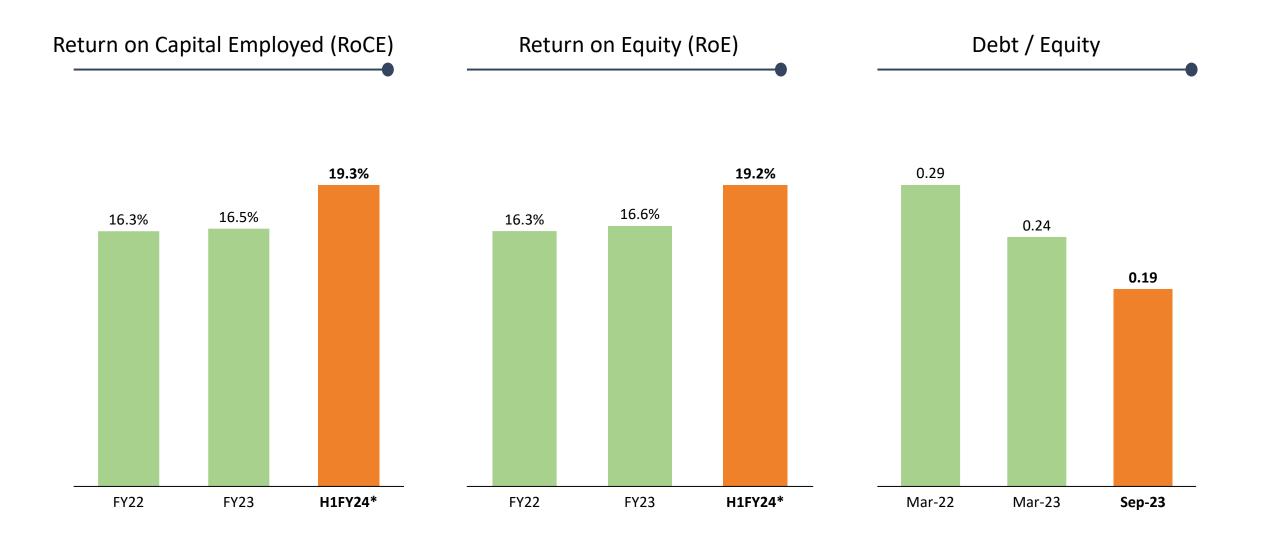














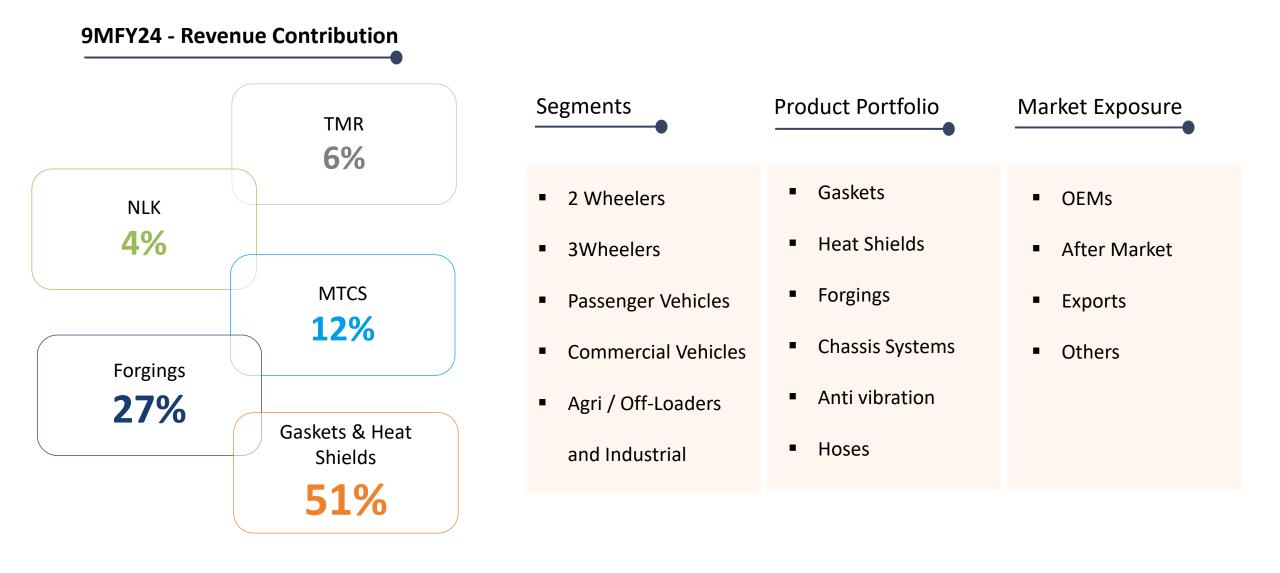
Q3 & 9M FY24 Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	Q3FY24	Q3FY23	Ү-о-Ү	9MFY24	9MFY23	ΥοΥ
Revenue from Operations	198.7	158.5	25%	575.6	472.2	22%
Other Income	2.7	1.1		7.8	4.3	
Total Revenue from Operation	201.5	159.7	26%	583.4	476.5	22%
Raw Material	108.7	86.4		316.4	254.2	
Employee Cost	20.1	17.2		59.9	53.2	
Other Expenses	39.5	32.2		115.3	102.5	
EBITDA	33.2	23.8	40%	91.8	66.7	38%
EBITDA Margin	16.5%	14.9%		15.7%	14.0%	
Depreciation	6.1	6.3		18.2	17.9	
EBIT	27.0	17.5	55%	73.6	48.8	51%
EBIT Margin	13.4%	11.0%		12.6%	10.2%	
Finance cost	3.5	3.3		10.1	8.2	
Share of Profit from JVs	4.7	3.0		12.1	8.3	
Profit before Tax	28.2	17.3	63%	75.6	48.9	55%
Тах	5.4	3.5		15.4	10.2	
Profit After Tax	22.7	13.7	66%	60.2	38.7	56%
PAT Margin %	11.3%	8.6%		10.3%	8.1%	





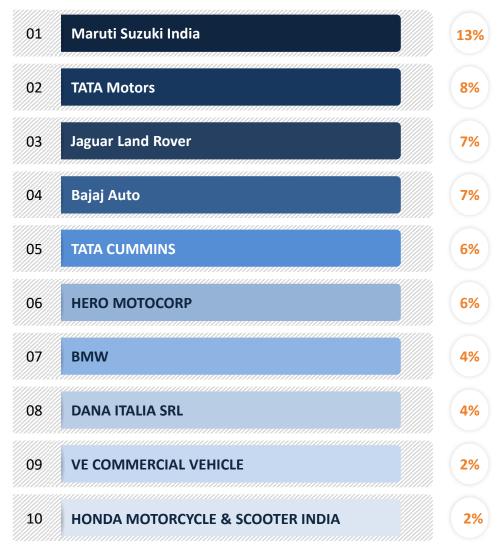




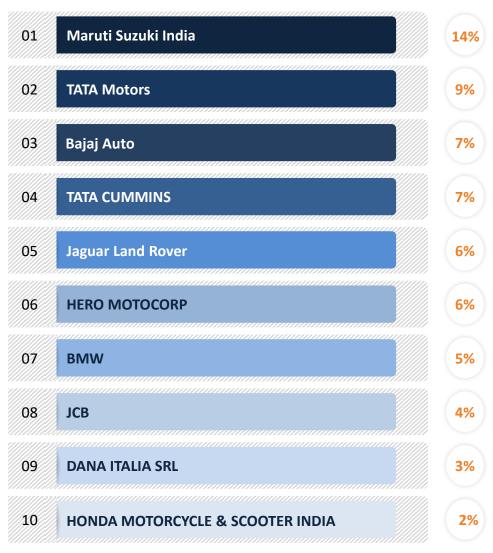
Having Diversified Customer base - Top 10 Customers



FY23

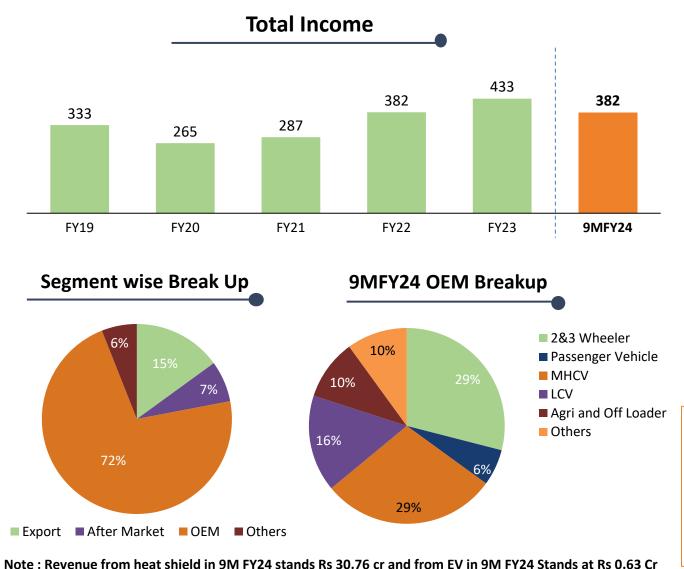


9MFY24









- ~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

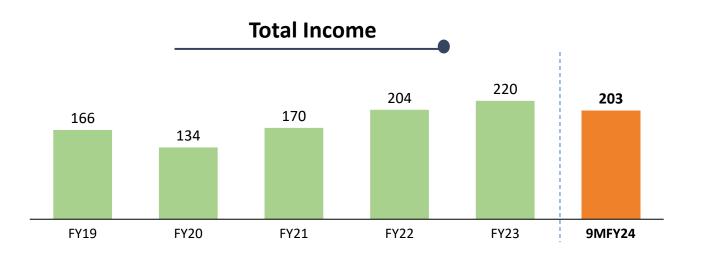
- MSIL Heat Shields Rs. 14 Crs. p.a.
- Kia & Hyundai Heat Shields Rs. 13.5 Crs. p.a.
- Kamaz Gasket with Electrical Controls Rs. 12 Crs. p.a.
- Cummins Beagle CHG Rs. 11 Crs. p.a.
- Escort Kubota CHG Rs. 9 Crs. p.a.

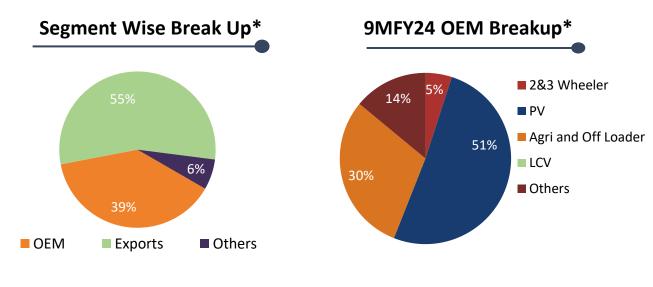
Plan to grow revenues by 13% CAGR till FY27 to Rs. 700 crores

- 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 supply to EV in 9M FY24 Stands at Rs. 21.29 Crores

- 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 Carbohydrizing)
- 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)

Products - Various Types

- King Pins
- Gear Blanks
- Housing & Yoke Shafts

- Dump End
- Retaining Plate
- Companion Flange



Strong Global Partnerships - Joint Ventures





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



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



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- 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
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 - Hero Motor Corp
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 - India Yamaha
 - Honda Car India
 - Honda Siel Power Products

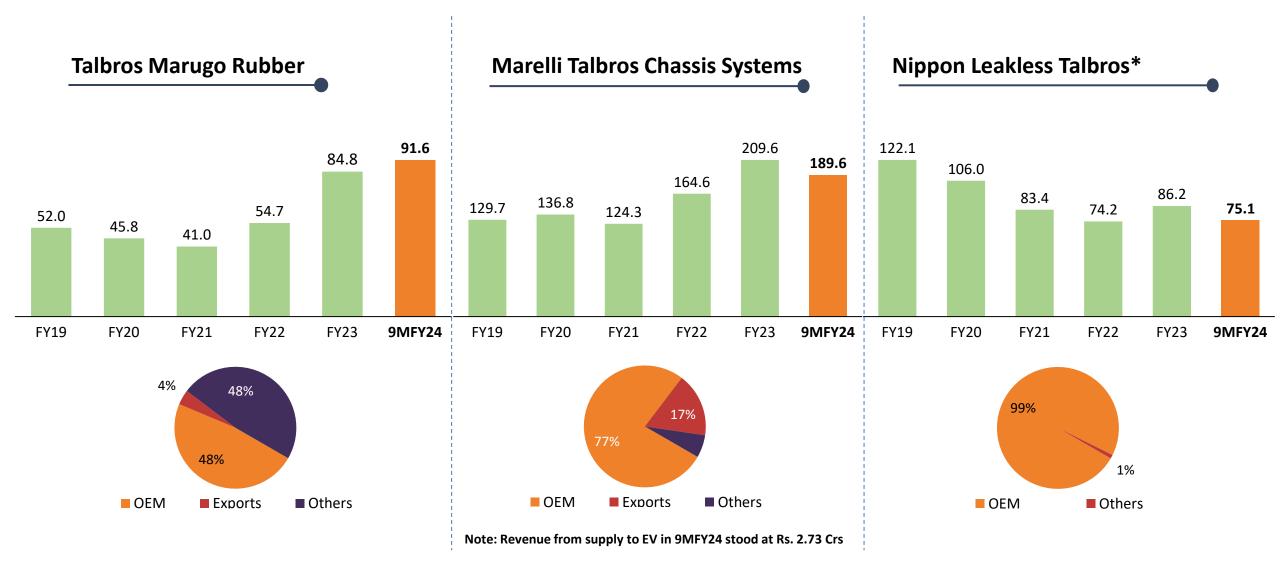
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JV's Performance Highlights - Total Income from Operations

Including Total Share of JV

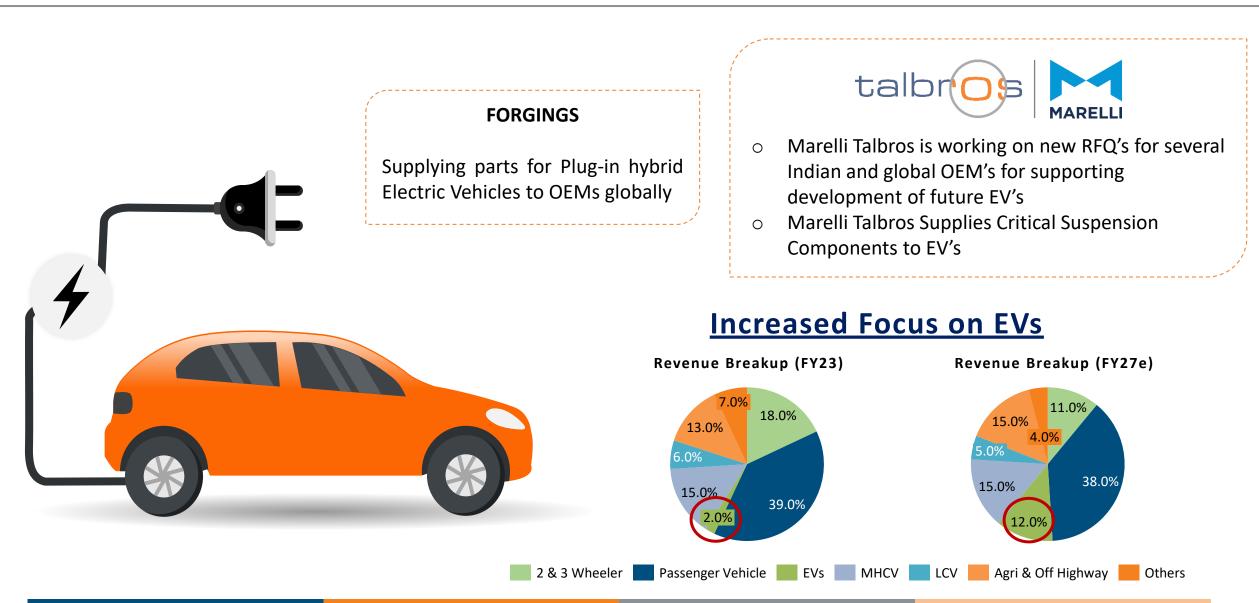
Rs. Crores





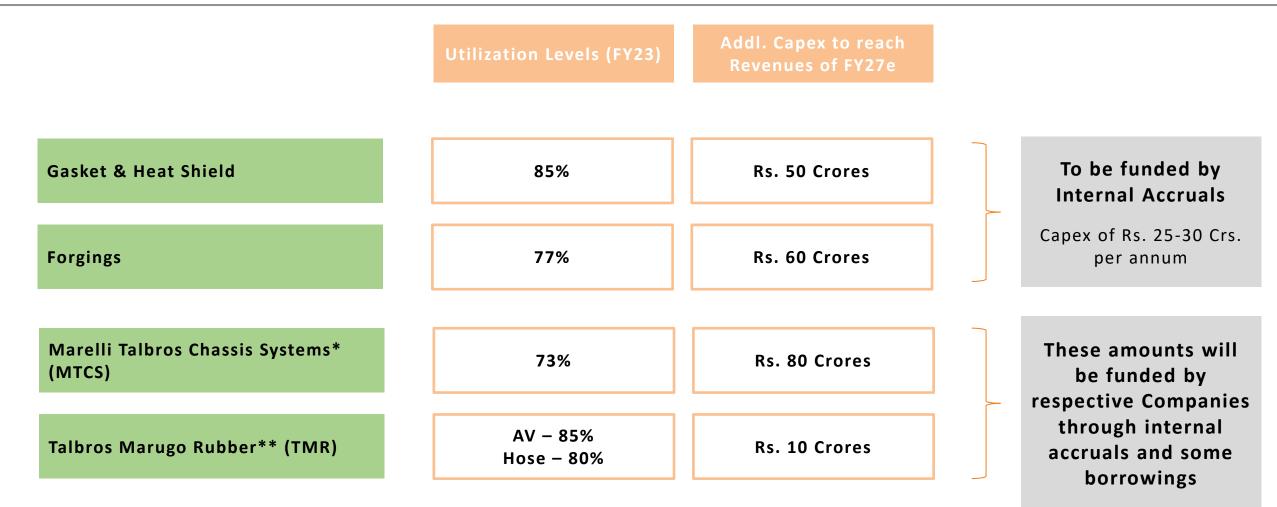












* MTCS is a 50% Joint Venture with Marelli Suspension Systems SpA

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







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

Franc Component Players







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.











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 18 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 26 years of experience in the Auto Components sector and has worked with Munjal Showa, Endurance, JBM Auto and Omax Auto

Mr. Akira lijima

Managing Director – Nippon Leakless Talbros Pvt. Ltd.

He holds diploma in engineering and has experience of 16 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 30 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.

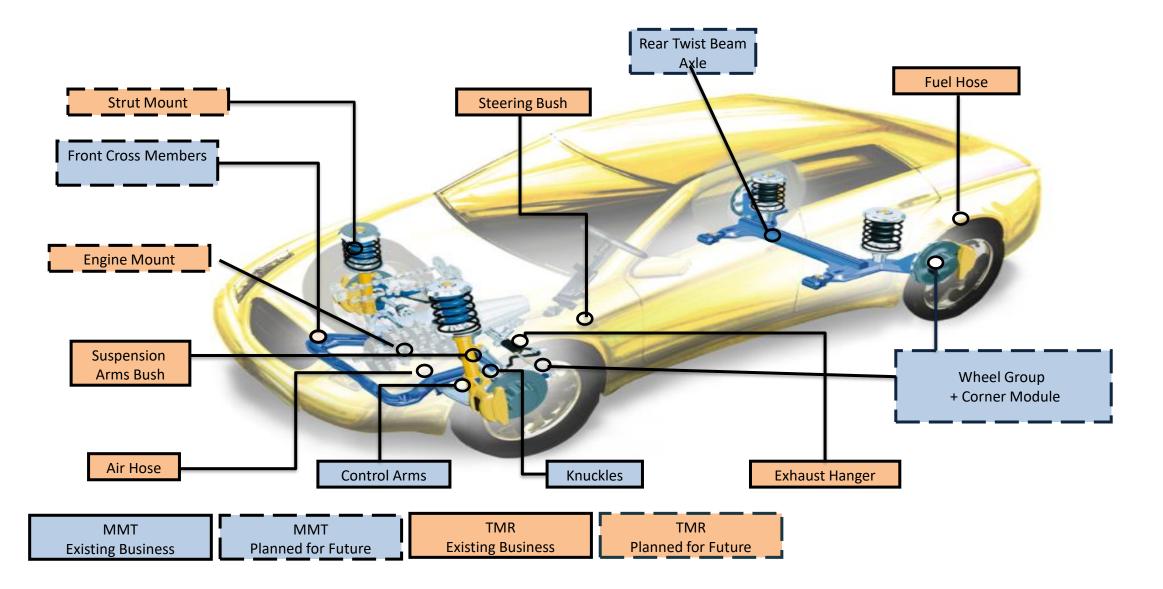
Mr. Ashish Gupta

CEO – Magneti Marelli Talbros Chasis System Pvt. Ltd.

He holds a BE degree and has over 25 years of experience with manufacturing companies in India, Europe & CIS

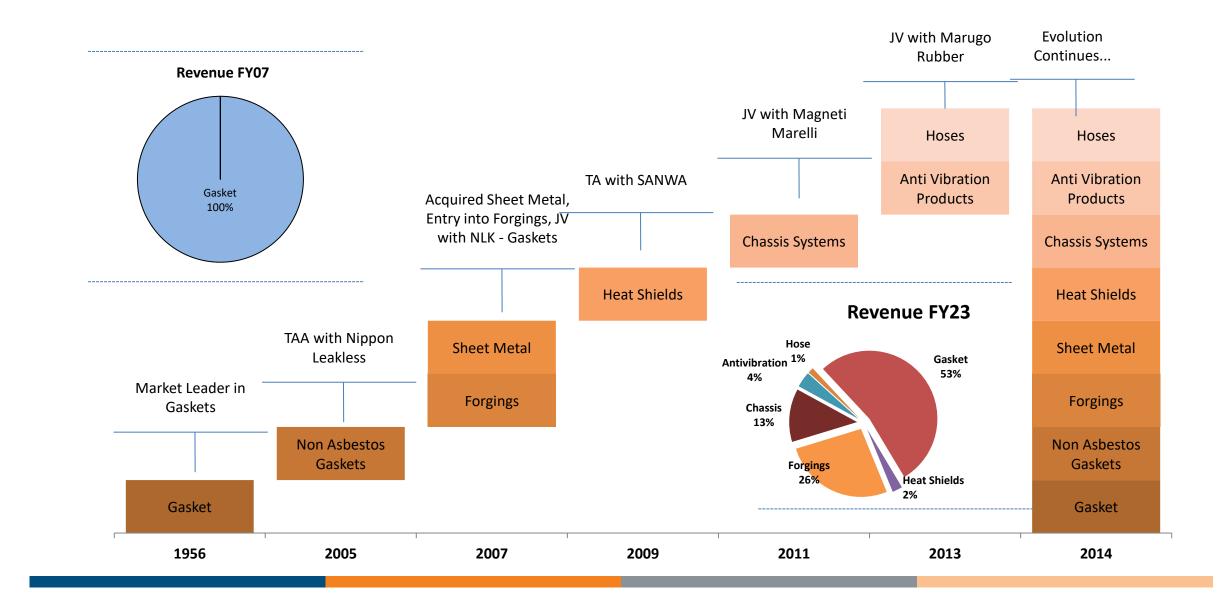














Diversified Customer - OEM







Customer Awards for Best Performances





Appreciation Award for Overall Performance to MTCS - 2023



Response to New Product Development 2023



ACMA Atmanirbhar Excellence Awards 2022



Award from Jaguar Land Rover for Gasket 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



EEPC India – Star Performer for Miscellaneous Transport and Equipment Parts 2019



THANK YOU !

For further information, please contact:

Company:

Investor Relations Advisors :



Talbros Automotive Components Ltd. CIN: L29199HR1956PLC033107

Ms. Seema Narang seema narang@talbros.com SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285

Mr. Deven Dhruva/ Mr. Harsh Shah <u>deven.dhruva@sgapl.net/</u><u>Harsh.shah@sgapl.net</u>

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