







## Talbro's Automotive Components Limited

Q2 & H1 FY23 Financial & Business Update

**Haryana, 11<sup>th</sup> November 2022** – Talbro's Automotive Components Limited (TACL), an Auto Component player with a diversified portfolio of Gaskets, Heat Shields, Forgings, Suspension Systems, Anti-vibration Products & Hoses announced its Unaudited Financial Results for the Quarter and Half ended 30<sup>th</sup> September 2022

### H1 FY23 Financial Highlights

<b>INCOME FROM OPERATIONS*</b> <b>Rs. 317 crores</b>  <b>+11%</b>	<b>EBITDA*</b> <b>Rs. 43 crores</b>  <b>+9%</b>	<b>PROFIT BEFORE TAX^</b> <b>Rs. 32 crores</b>  <b>+25%</b>	<b>PROFIT AFTER TAX^</b> <b>Rs. 25 crores</b>  <b>+18%</b>
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\*Includes Other Income ^Excluding Exceptional Items

### INCOME FROM OPERATIONS\*

Period (in Rs. Crore)	Gasket / Heat Shield Business	Forgings Business	NLT	MTCS	TMR
			JV's Revenues on 100% basis		
<b>H1 FY23</b>	<b>213.1</b>	<b>102.9</b>	<b>47.5</b>	<b>99.9</b>	<b>36.2</b>
H1 FY22	178.9	106.2	36.0	72.5	24.6
<i>Y-o-Y Growth</i>	<i>19%</i>	<i>-3%</i>	<i>32%</i>	<i>38%</i>	<i>47%</i>

NLT - Nippon Leakless Talbro's ; MTCS - Marelli Talbro's Chassis Systems ; TMR - Talbro's Marugo Rubber

### For H1 FY23, Exports contributed 25% of income from operations

- For H1 FY23, 17% of the Gasket revenues were exports
- For H1 FY23, 51% of the Forgings revenues were exports

### EBITDA\*

Period (in Rs. Crore)	Gasket / Heat Shield Business	Forgings Business	NLT	MTCS	TMR
<b>H1 FY23</b>	<b>28.6</b>	<b>14.1</b>	<b>10.3</b>	<b>9.5</b>	<b>1.9</b>
H1 FY22	23.9	15.6	8.4	7.3	1.1
<i>Y-o-Y Growth</i>	<i>20%</i>	<i>-9%</i>	<i>23%</i>	<i>30%</i>	<i>74%</i>

\*Includes Other Income



## KEY FINANCIAL & OPERATIONAL HIGHLIGHTS

Particulars (in Rs. Crore)	Q2 FY23	Q2 FY22	Y-o-Y	H1 FY23	H1 FY22	Y-o-Y
Total Income from Operations*	<b>162.2</b>	145.7	11%	<b>316.9</b>	284.5	11%
EBITDA*	<b>22.1</b>	20.4	8%	<b>42.9</b>	39.5	9%
EBITDA Margin %	<b>13.6%</b>	14.0%		<b>13.5%</b>	13.9%	
Profit After Tax ^	<b>13.1</b>	11.1	17%	<b>25.0</b>	21.1	18%
PAT Margin %	<b>8.0%</b>	7.6%		<b>7.9%</b>	7.4%	

\*Includes Other Income ^Excluding Exceptional Items

### DOMESTIC BREAK UP OF REVENUES#

Vehicle Type	H1 FY23	H1 FY22
2 & 3 Wheelers	<b>24%</b>	28%
Passenger Vehicle	<b>33%</b>	26%
HCV & LCV	<b>24%</b>	28%
Agri & Off Loaders	<b>9%</b>	10%
Others	<b>10%</b>	8%

# Proportionate Share of JV

### BREAK UP OF REVENUES# (Based on Market)

Market Type	H1 FY23	H1 FY22
OEM	<b>64%</b>	61%
Exports	<b>25%</b>	27%
After Market	<b>4%</b>	5%
Others	<b>8%</b>	7%

### **Commenting on the performance Mr. Anuj Talwar, Jt. Managing Director, Talbro's 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 trials and our customers are very 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, Talbro's is in a sweet spot to grow at a faster pace and grab market share going ahead*



### **About Talbro's Automotive Components Limited:**

Talbro's Automotive Components Limited., the flagship manufacturing company of the Talbro's Group was established in the year 1956 to manufacture Automotive & Industrial Gaskets in collaboration with Coopers Payen of UK. Today Talbro's stands proud and tall as a mother brand of gaskets, chassis, rubber products and forgings in India. Talbro's Group portfolio also includes Mercedes Benz dealership for passenger cars.

TACL together with JV alliances has 8 manufacturing facilities at Haryana, Uttarakhand, and Maharashtra along with one materials division in Gurgaon and R&D technology center at Faridabad. The facilities are equipped to design, develop and manufacture products as per customer requirements competitively. The company has technical collaborations with Nippon Leakless Corporation – Japan and Sanwa Packaging – Japan.

Few of the marquee customers includes Bajaj Auto, Tata Cummins, Volvo Eicher India, Ashok Leyland, Escorts Group, Force Motors, Hero MotoCorp, Honda, Hyundai, John Deere, Mahindra & Mahindra, Maruti Suzuki, Suzuki, TAFE, Daimler India, Tata Motors, Simpsons, Carraro, Dana, Musashi, Spicer, GE and QH Talbro's besides a robust distribution network in the aftermarket. For more information, please visit [www.talbro's.com](http://www.talbro's.com)

### **Safe Harbor**

This document may contain forward-looking statements about Talbro's Automotive Components Limited & its subsidiaries, which are based on the beliefs, opinions, and expectations of the company's management as the date of this Investor release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

**For more information, please contact**

Company:  
**Talbro's Automotive Components Limited**



CIN: L29199HR1956PLC033107

Ms. Seema Narang  
[seema\\_narang@talbro's.com](mailto:seema_narang@talbro's.com)  
0129-2275434

Investor Relations (IR) Advisors:  
**Strategic Growth Advisors Pvt. Ltd.**



CIN: U74140MH2010PTC204285

Mr. Shogun Jain / Mr. Deven Dhruva  
[shogun.jain@sgapl.net](mailto:shogun.jain@sgapl.net) / [deven.dhruva@sgapl.net](mailto:deven.dhruva@sgapl.net)  
+91 77383 77756 / +91 98333 73300