

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

Investor & Analyst Meet

April 2023



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Talbros Automotive Components Limited** (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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.



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*





Financial Overview (At Group Level)

| | FY18 | | | FY20 | | | FY23e | | |
|---|------------|----------------|------|------------|----------------|------|------------|------------------|------|
| | % of Sales | | GP % | % of Sales | | GP % | % of Sales | | GP % |
| Gasket & Heat Shield | 43% | 293 | 44% | 39% | 265 | 45% | 42% | 423 | 43% |
| Forgings | 17% | 115 | 45% | 19% | 134 | 52% | 22% | 215 | 52% |
| Marelli Talbros Chassis Systems* (MTCS) | 16% | 109 | 37% | 20% | 137 | 37% | 20% | 210 | 35% |
| Talbros Marugo Rubber** (TMR) | 7% | 41 | 45% | 7% | 46 | 44% | 8% | 82 | 38% |
| Nippon Leakless Talbros^ (NLT) | 17% | 118 | 33% | 15% | 106 | 32% | 8% | 86 | 40% |
| | | Rs. 676 | | | Rs. 688 | | | Rs. 1,016 | |
| | | crores | | | crores | | | 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)





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



Led by Focused Product wise Business Heads

Senior Management Team



Mr. Anuj Talwar

Joint Managing
Director



Mr. Navin Juneja

Director & Group CFO

Business Heads



**Mr. Suresh
Sharma**

President –
Gasket & Heat
Shield Business



Mr. Vivek Singh

President –
Forgings Business



Mr. Ashish Gupta

CEO - MTCS



Mr. Rajiv Verma

Business Head -
TMR



Target Based Incentive
structure created for
all Business Heads

Revenue + EBITDA
Targets given to all
Business Heads



GASKET & HEAT SHIELD BUSINESS

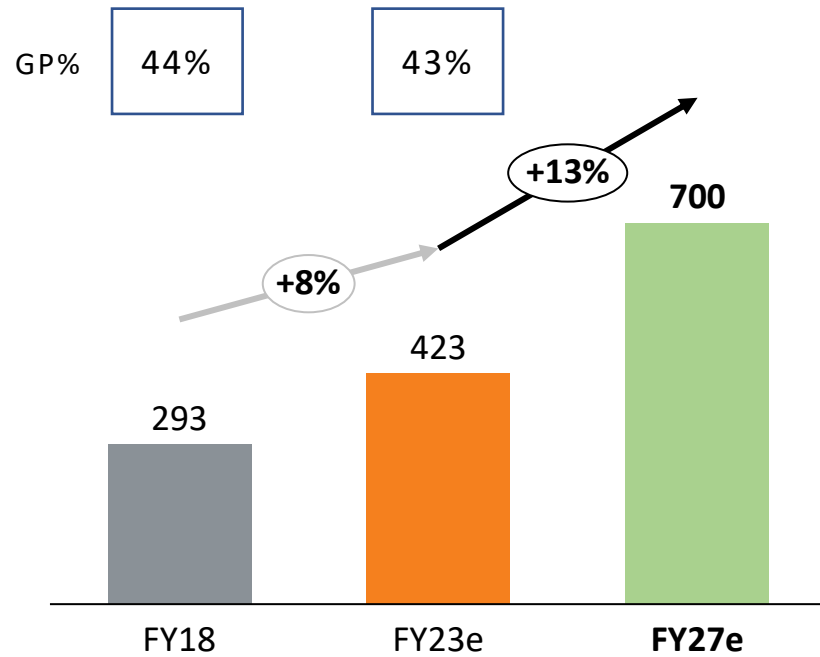
Presented by
Mr. Suresh Sharma
President – Gasket & Heat Shield Business





Gasket & Heat Shield Business - Snapshot

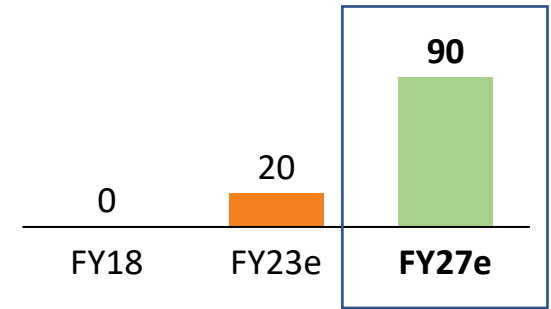
Revenue from Gasket Business



13% CAGR
over the next 4 years

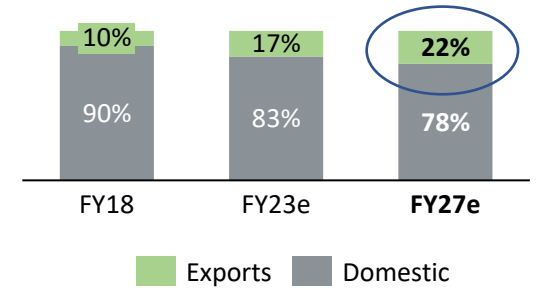
1

Increased Revenues from Heat Shield Business (~Rs. 90 crores p.a. from the Heat Shield Business)



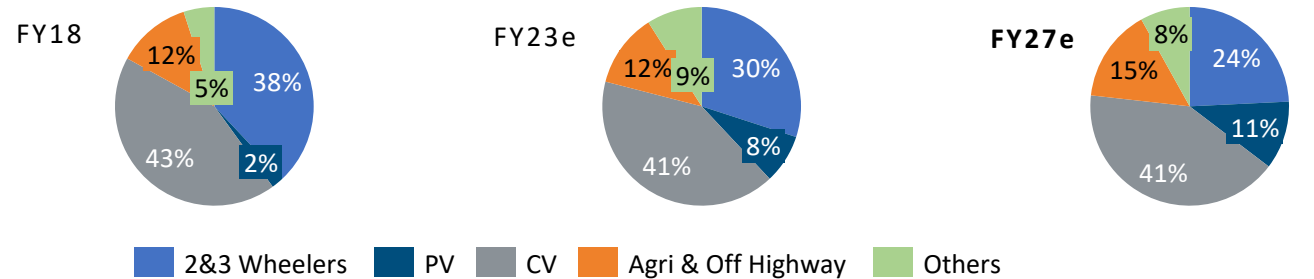
2

Increased Focus on Exports
(From 10% in FY18 to ~22% in FY27e)



3

Diversified Segment Portfolio
(PV's to increase from 2% in FY18 to ~11% in FY27e)





Gasket & Heat Shield Business - Snapshot



4

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.

Volvo Europe Heat Shield
Rs. 7 Crs. p.a.

Kawasaki Motors USA- Secondary Gasket
Rs. 5 Crs. p.a.

Ashok Leyland – Secondary Gasket
Rs. 4 Crs. p.a.

and many more...

JLR – EV Heat Shield
Rs. 2 Crs. p.a.

Innio - Powertrain
Rs. 2 Crs. p.a.

Orderbook span across 5 years

5

Strong Clientele



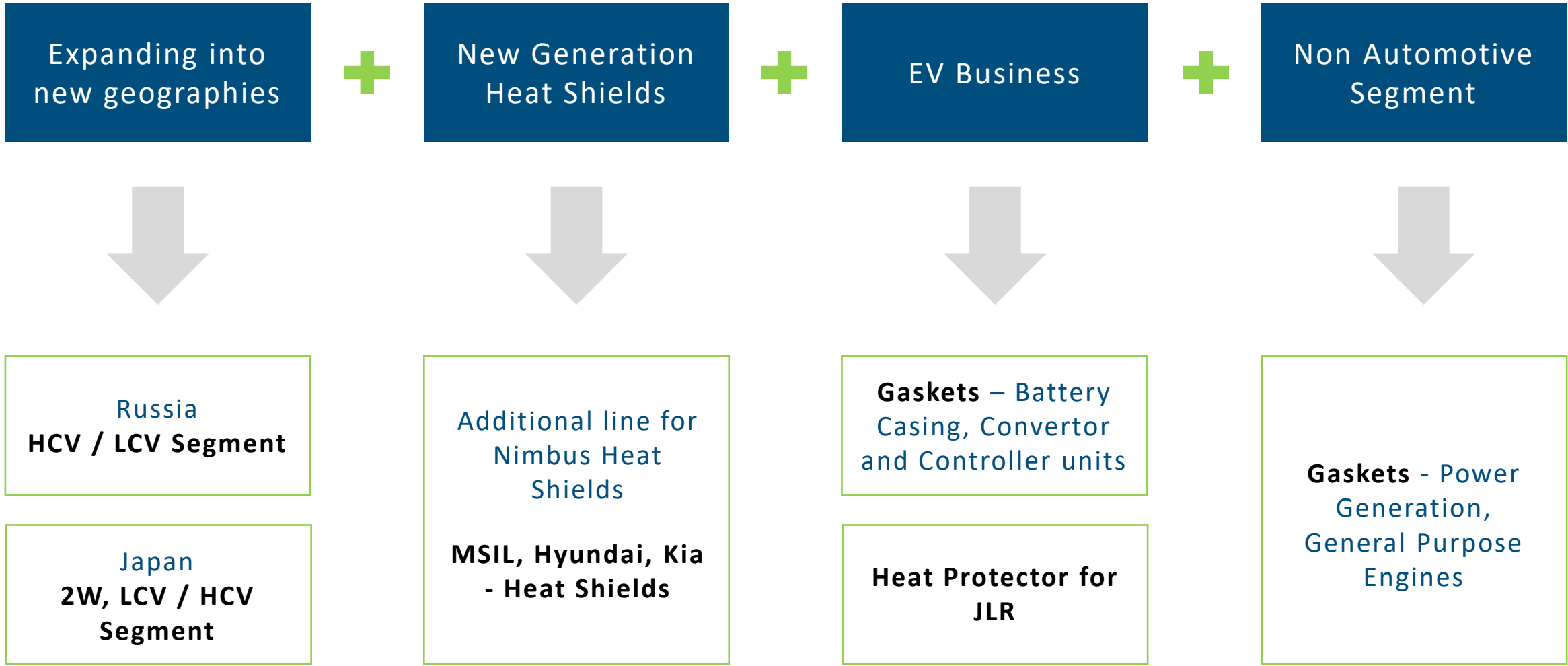
and many more...

~50% Market share in Gaskets & 3x to the nearest competition





Way Ahead – Gasket & Heat Shield Business





FORGINGS BUSINESS

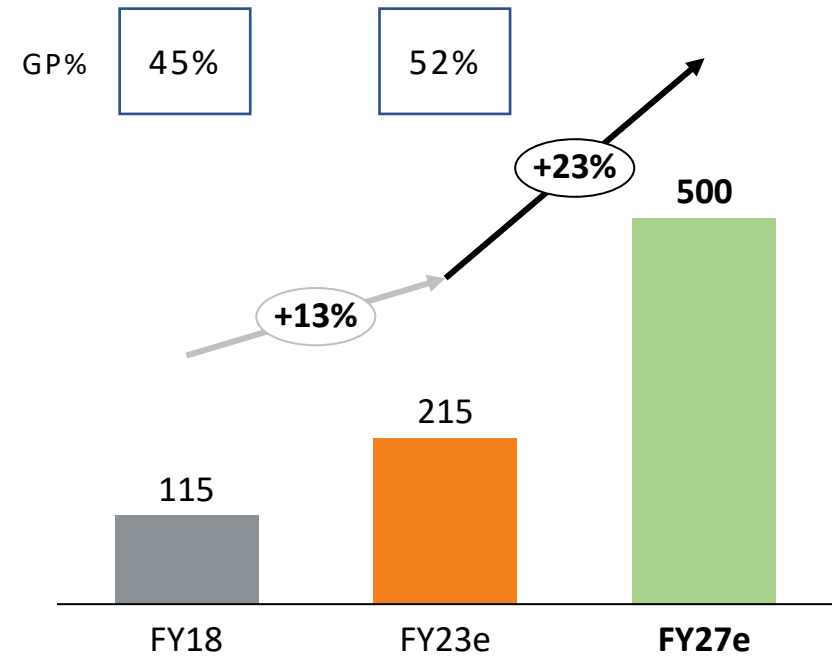
Presented by
Mr. Vivek Singh
President – Forgings Business





Forgings Business - Snapshot

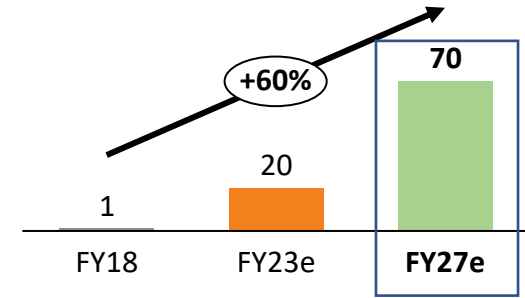
Revenue from Forgings Business



23% CAGR
over the next 4 years

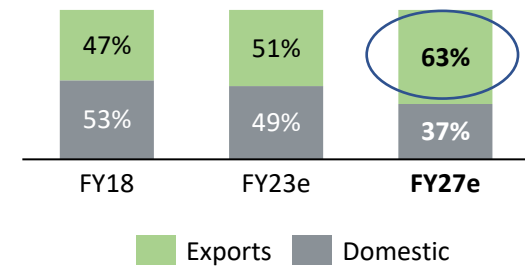
1

Increased Focus On EV's (Revenue of Rs. ~70 Crs. in FY27e with CAGR of 60%)



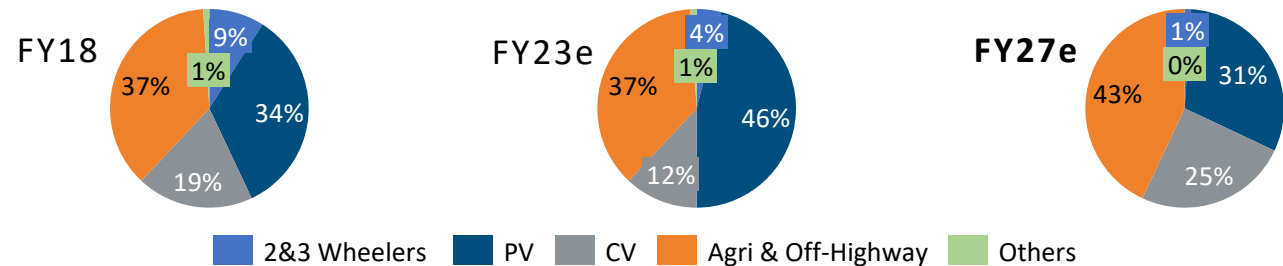
2

Increased Focus on Exports and expanding geographies
(From 47% in FY18 to ~63% in FY27e)



3

Increased Revenues from Agri & Off-Highway
(Agri & Off-Highway to increase from 37% in FY18 to ~43% in FY27e)





Forgings Business - Snapshot

4

Large Order Book for New Products

JCB UK – Dump End/ Eye End
Rs. 75 Crs. p.a.

Meritor (North America) – End Yokes
Rs. 50 Crs. p.a.

TATA Motors – Front Hub
Rs. 20 Crs. p.a.

Sona Comstar – Gear Blanks
Rs. 19 Crs. p.a.

Dana Italy – Ring Gears
Rs. 17 Crs. p.a.

SIAP Italy – Gear Blanks
Rs. 15 Crs. p.a.

BMW Car (Germany) – Ring Gear & Shaft
Rs. 13 Crs. p.a.

Other Customers
Rs. 8 Crs. p.a.

and many more...

Orderbook span across 5 years

5

Strong Clientele



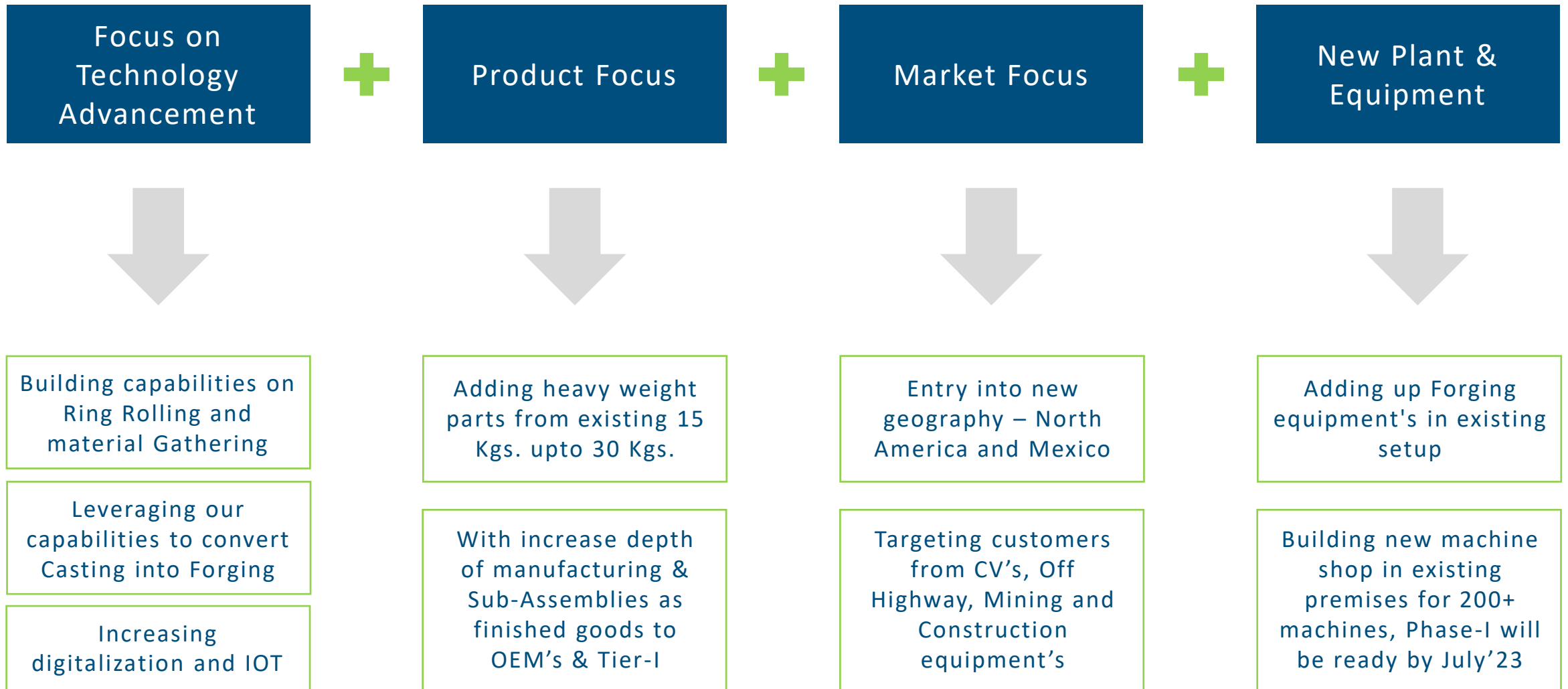
and many more...

Strong Presence In Overseas Market & Supplier to Top Tier 1 Companies





Way Ahead – Forgings Business





Marelli Talbro's Chassis Systems (MTCS)

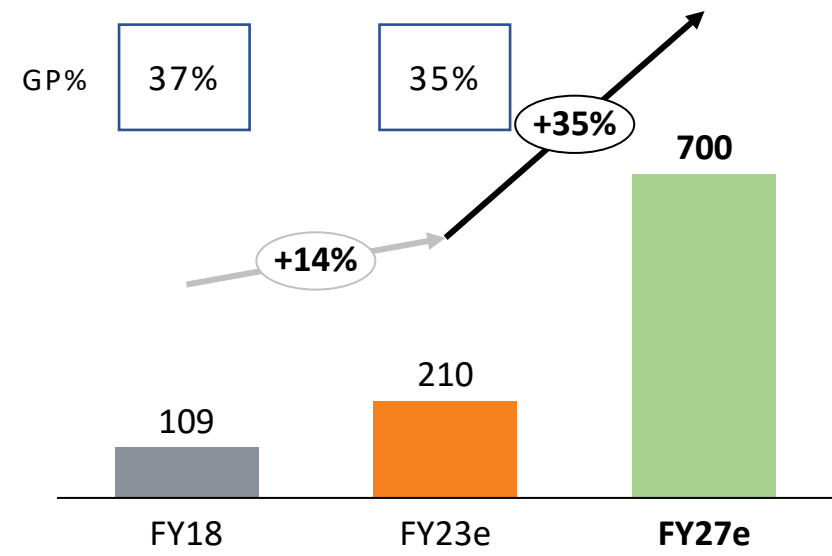
Presented by
Mr. Ashish Gupta
CEO - MTCS





Marelli Talbros Chassis Systems (MTCS) - Snapshot

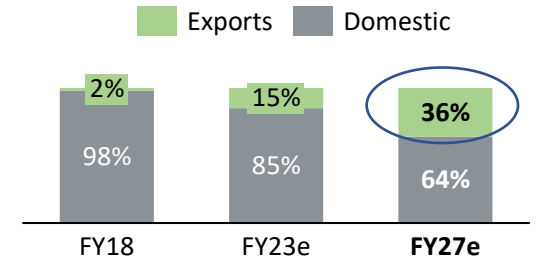
Revenue from MTCS Business



35% CAGR
over the next 4 years

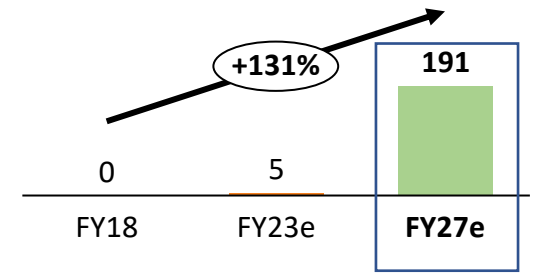
1

Increased Focus on Exports
(From 2% in FY18 to ~36% in FY27e)



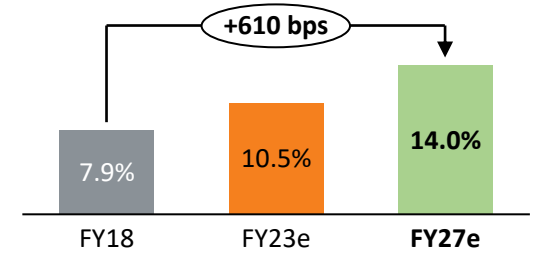
2

Increased Focus On EV's (Revenue of Rs. ~191 Crs. in FY27e with CAGR of 131%)



3

Improving EBITDA Margin Profile
(From 7.9% in FY18 to ~14.0% in FY27e)



MTCS – Leaders in Control Arms and Links Business in India





Marelli Talbros Chassis Systems (MTCS) - Snapshot



4

Large Order Book for New Products

TATA – NG EV 04 Cradle Assembly
Rs. 34 Crs. p.a.

TATA – NG 04 Lower Control Arm Assembly
Rs. 32 Crs. p.a.

MSIL – Y8 Upper and Lower Link Assembly
Rs. 26 Crs. p.a.

MSIL – NG ED Lower Control Assembly
Rs. 24 Crs. p.a.

JLR – NG EV BIW Assembly
Rs. 20 Crs. p.a.

TATA – NG 54 Lower Control Assembly
Rs. 8 Crs. p.a.

TATA – NG 51 Lower Control Assembly
Rs. 8 Crs. p.a.

TATA – NG EV 45 Lower Control Assembly
Rs. 7 Crs. p.a.

and many more...

Orderbook span across 5 years

5

Strong Clientele

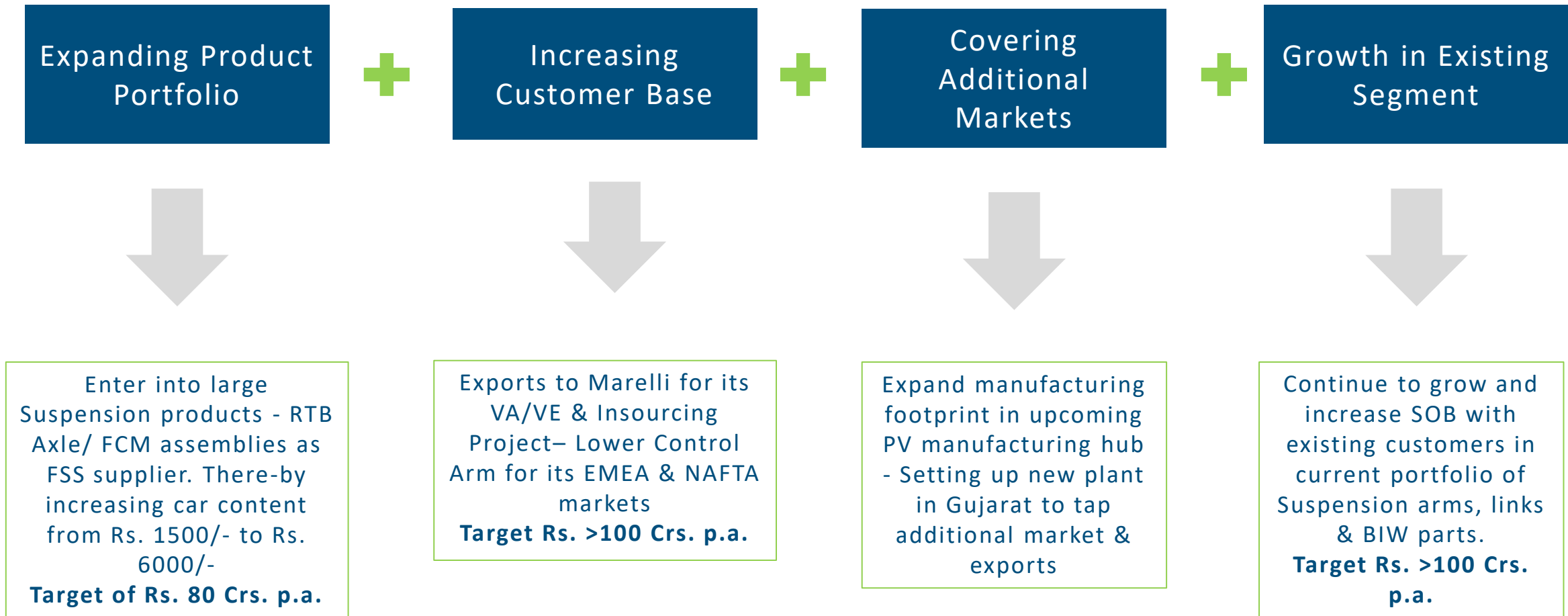


and many more...





Way Ahead - Marelli Talbros Chassis Systems (MTCS)





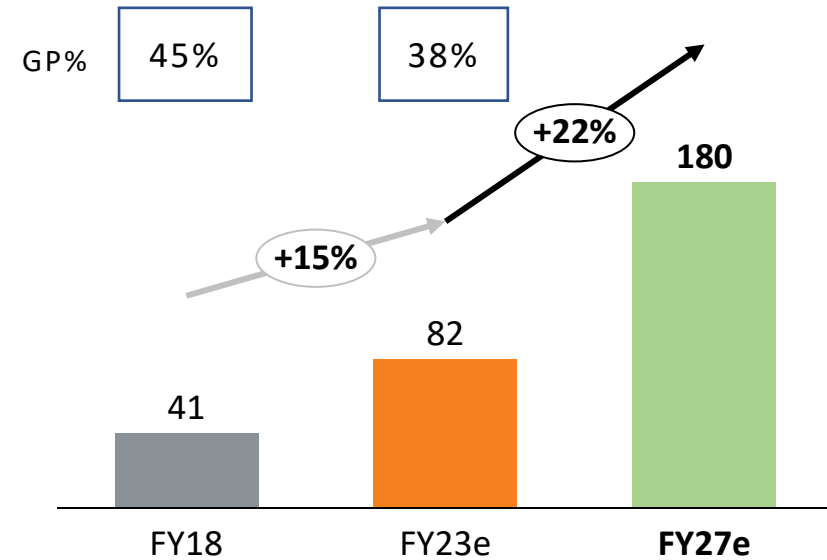
Talbro's Marugo Rubber (TMR)

Presented by
Mr. Rajiv Verma
Business Head - TMR



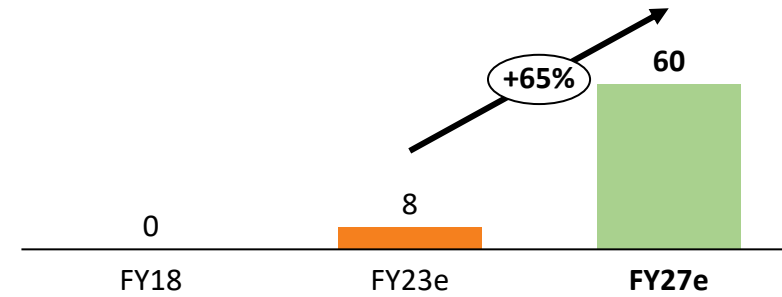


Revenue from TMR Business

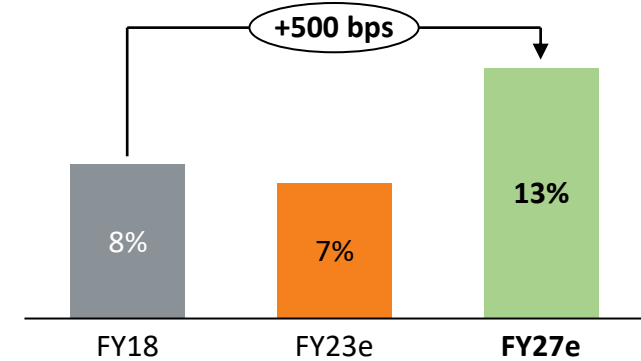


22% CAGR
over the next 4 years

1 Increased Focus On Biofuel Hoses
(E-20 compliant fuel filler, breather and purge hose)



2 Improving EBITDA Margin Profile
(From 8% in FY18 to ~13% in FY27e)



TMR - A Global Leader In supply of Anti Vibration Product and Hoses





Talbros Marugo Rubber (TMR) - Snapshot

3

Large Order Book for New Products

MSIL –FKM /ECO Fuel Hose
Rs. 29 Crs. p.a.

MSIL- FKM/ECO Breather Hose
Rs. 8 Crs. p.a.

MSIL- FKM/ECO Purge Hose
Rs. 13 Crs. p.a.

MSIL - Air Hose
Rs. 6 Crs. p.a.

MSIL – Body Mounting
Rs. 6 Crs. p.a.

MSIL- Trailing and Leading arm
bushing
Rs. 11 Crs. p.a.

and many more...

Orderbook span across 5 years

4

Strong Clientele



DAIMLER



ISUZU

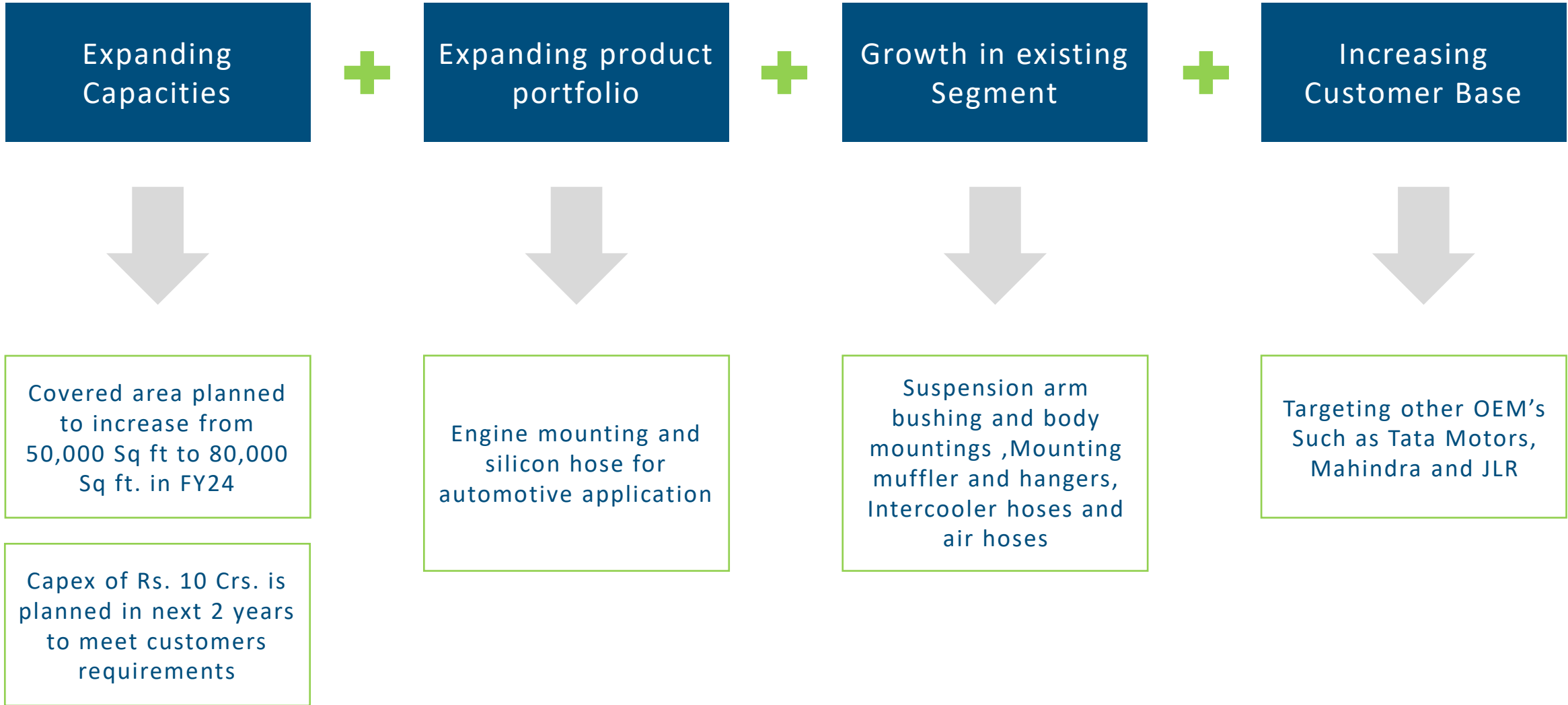


and many more...





Way Ahead - Talbros Marugo Rubber (TMR)





Nippon Leakless Talbros (NLT)

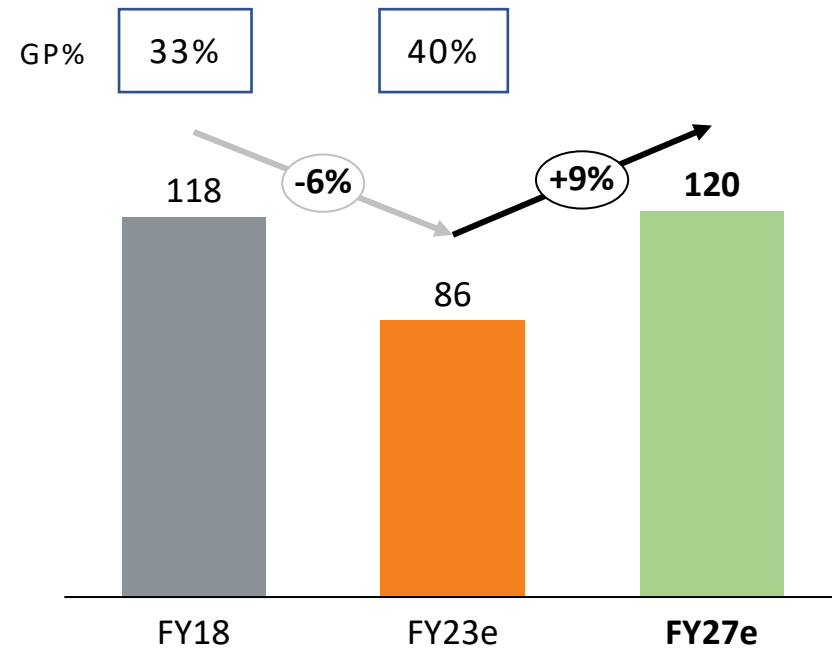
Presented by
Mr. Sushant Sindwani
Marketing Head - TACL





Nippon Leakless Talbros (NLT) - Snapshot

Revenue from NLT Business

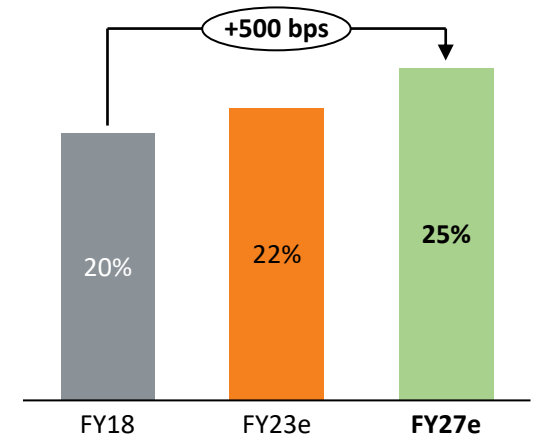


9% CAGR

over the next 4 years

1

High Margin Business
(From 20% in FY18 to ~25% in FY27e)



2

Strong Clientele



NLT – Gasket Manufacturer for 2 Wheelers in India





TALBROS 2.0 – THE WAY FORWARD



Mr. Anuj Talwar
Joint Managing Director



Mr. Navin Juneja
Director & Group CFO



Capex Plans - TACL

| | Utilization Levels (FY23e) | 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

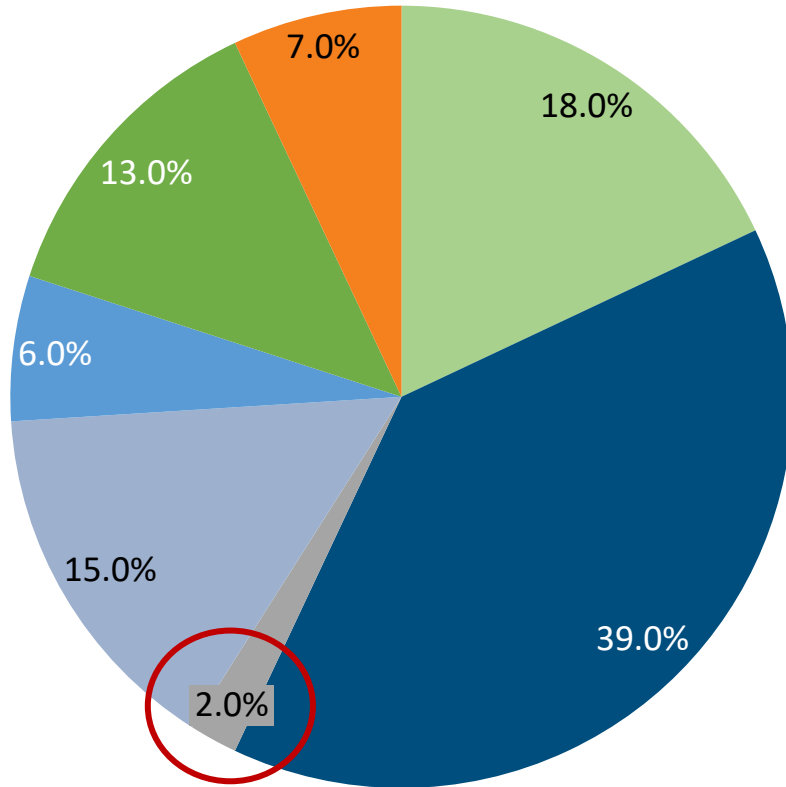
** TMR is a 50% Joint Venture with Marugo Rubber

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

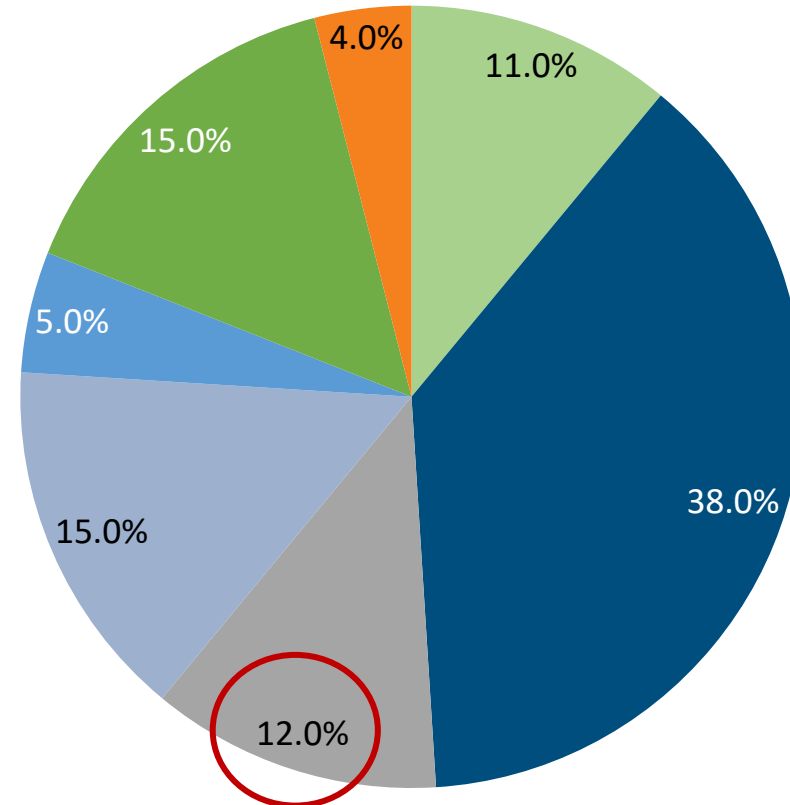


Increased Focus on Electric Vehicles (EVs)

Revenue Breakup (FY23e)



Revenue Breakup (FY27e)

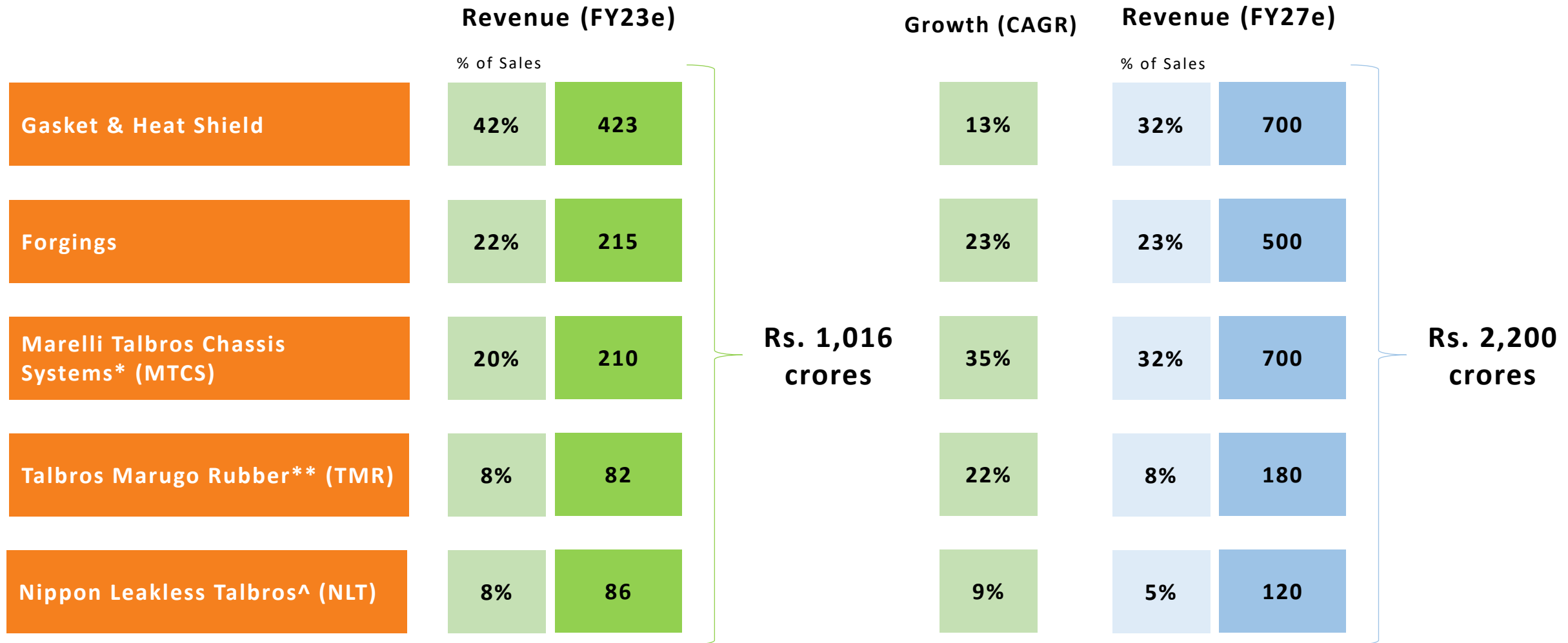


2 & 3 Wheeler Passenger Vehicle EVs MHCV LCV Agri & Off Highway Others





Talbro's 2.0 (At Group Level)



* 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)



Talbro's 2.0 (At Actuals as per Economic Interest)

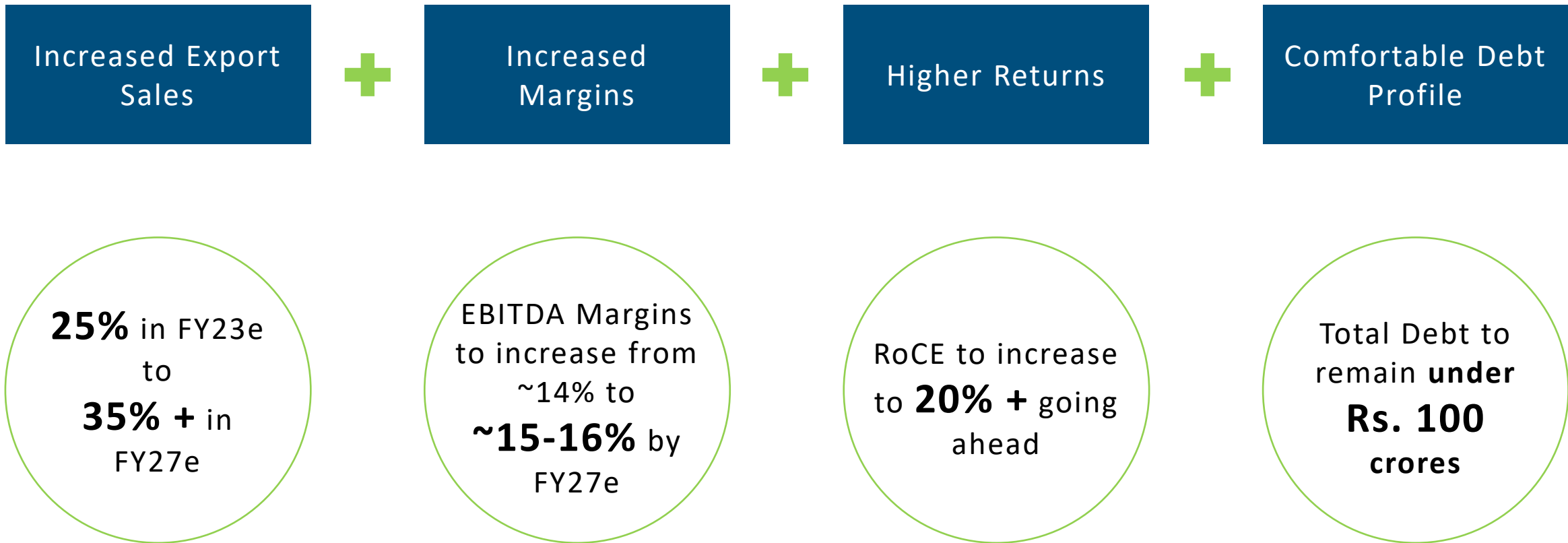


| | Revenue (FY23e) | | Growth (CAGR) | Revenue (FY27e) | |
|--|-----------------|-----|-----------------------|-----------------|-------------------------|
| | % of Sales | | | % of Sales | |
| Gasket & Heat Shield | 51% | 423 | 13% | 41% | 700 |
| Forgings | 26% | 215 | 23% | 30% | 500 |
| Marelli Talbro's Chassis Systems* (MTCS) | 13% | 105 | 35% | 21% | 350 |
| Talbro's Marugo Rubber** (TMR) | 6% | 41 | 22% | 5% | 90 |
| Nippon Leakless Talbro's^ (NLT) | 3% | 34 | 9% | 3% | 48 |
| | | | Rs. 818 crores | | Rs. 1,688 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)



DRIVING FUTURE LEADERSHIP





Financial Snapshot - Historical

| Particulars (Rs. In crores) | 9M FY23 | FY22 | FY21 | FY20 |
|------------------------------|---------|-------|-------|-------|
| Total Revenue from Operation | 476.5 | 584.9 | 453.2 | 391.0 |
| EBITDA | 66.7 | 83.2 | 64.6 | 43.1 |
| EBITDA Margin | 14.0% | 14.2% | 14.3% | 11.0% |
| EBIT | 48.8 | 60.3 | 41.7 | 23.9 |
| Share of Profits from JVs | 8.3 | 7.8 | 5.5 | 7.9 |
| Profit before Tax | 48.9 | 56.4 | 51.8 | 13.5 |
| Profit After Tax | 38.7 | 44.9 | 39.1 | 12.2 |
| PAT Margin % | 8.1% | 7.7% | 8.6% | 3.1% |

| Particulars (Rs. In crores) | Sept-22 | Mar-22 | Mar-21 | Mar-20 |
|-----------------------------|-------------|-------------|--------------|--------------|
| Total Equity | 329.8 | 301.9 | 247.5 | 197.9 |
| Long Term Borrowings | 6.5 | 7.6 | 14.1 | 20.1 |
| Short Term Borrowings | 93.0 | 81.4 | 88.7 | 121.1 |
| TOTAL DEBT | 99.5 | 89.0 | 102.8 | 141.2 |
| Creditors | 161.8 | 153.1 | 149.4 | 105.6 |
| Property, Plant & Equipment | 159.7 | 153.3 | 145.4 | 149.2 |
| Inventories | 130.9 | 114.3 | 102.1 | 107.9 |
| Debtors | 162.4 | 151.5 | 155.0 | 125.2 |
| Cash & Cash Equivalents | 4.2 | 5.4 | 11.8 | 7.6 |



THANK YOU !

For further information, please contact:

Company :



Talbro's Automotive Components Ltd.
CIN: L29199HR1956PLC033107

Ms. Seema Narang
seema_narang@talbros.com

www.talbros.com

Investor Relations Advisors :

SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
CIN: U74140MH2010PTC204285

Mr. Deven Dhruva/ Ms. Hinal Kothari
deven.dhruva@sgapl.net/ Hinal.Kothari@sgapl.net

Tel: +91 98333 73300 / +91 99301 33428
www.sgapl.net