

The logo for talbricks, featuring the word "talbricks" in a blue, lowercase, sans-serif font. The letter "o" is replaced by a white circle with a grey border, which contains an orange "O" shape.

talbricks

Driving Future Leadership

Investor & Analyst Meet

April 2023



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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	crores		Rs. 688	crores		Rs. 1,016	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

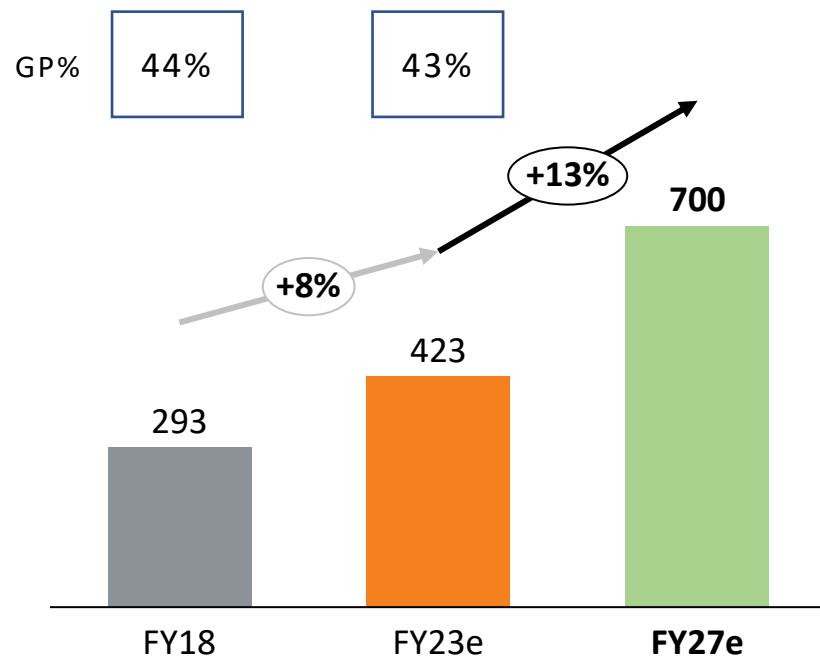
Presented by
Mr. Suresh Sharma
President – Gasket & Heat Shield Business





Gasket & Heat Shield Business - Snapshot

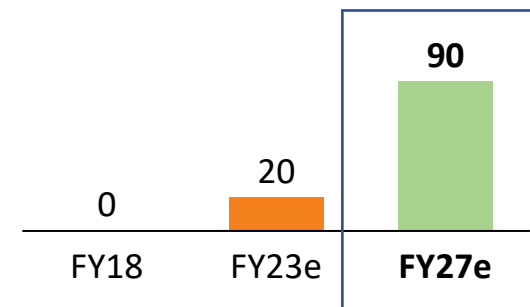
Revenue from Gasket Business



13% CAGR
over the next 4 years

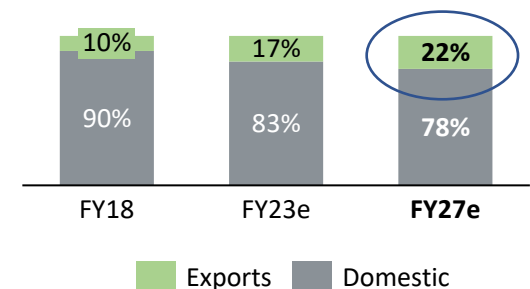
1

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



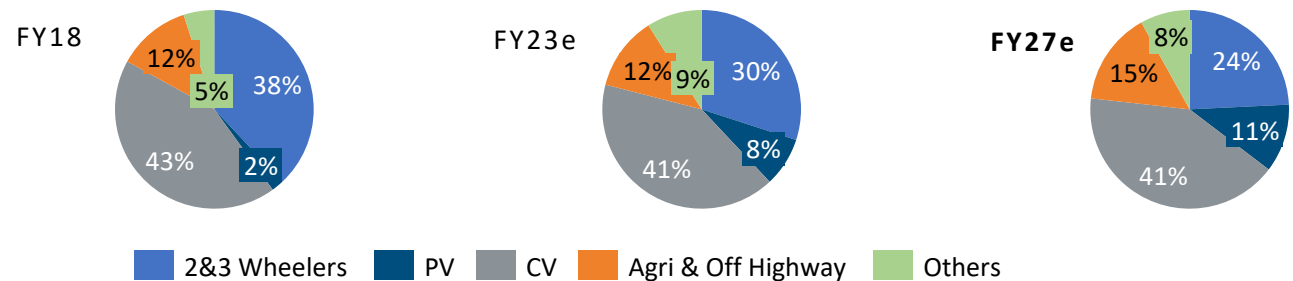
2

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

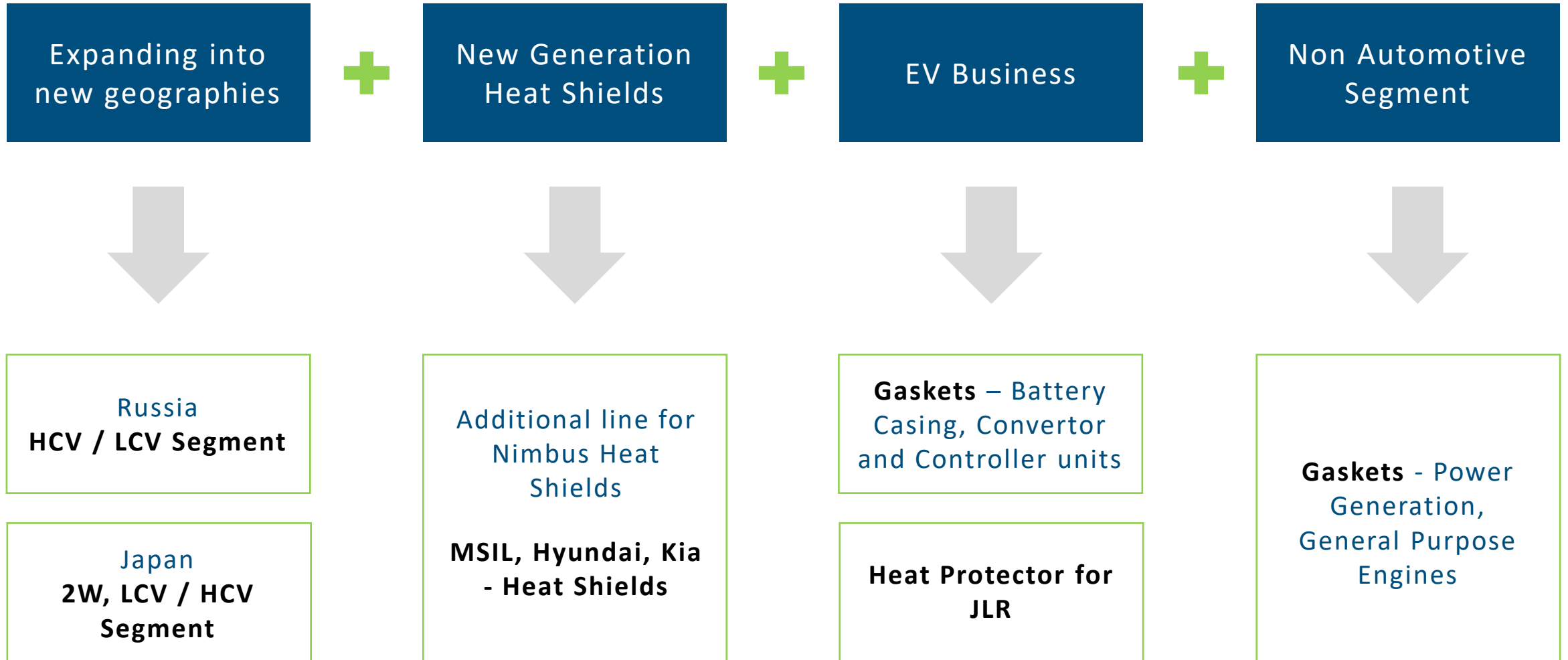


and many more...

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



Way Ahead – Gasket & Heat Shield Business





FORGINGS BUSINESS

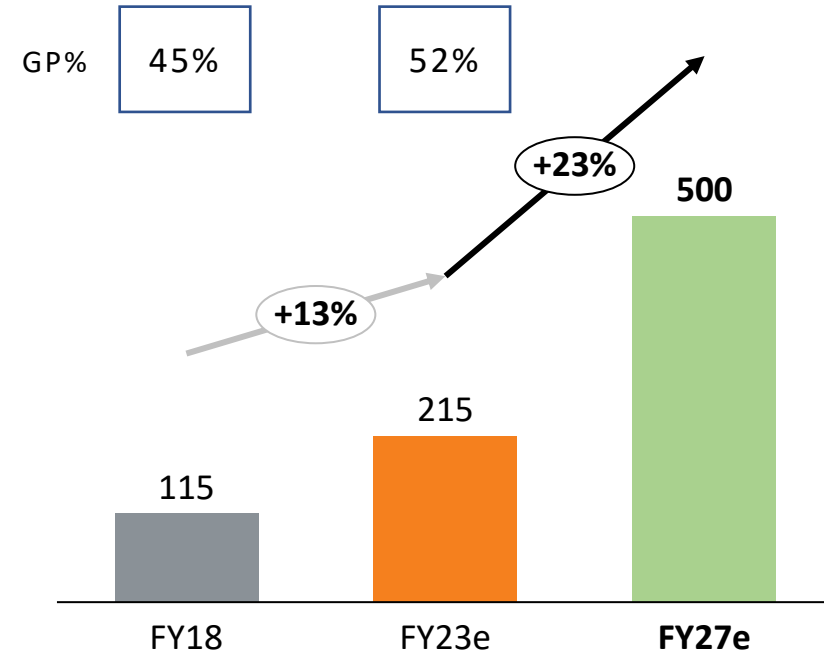
Presented by
Mr. Vivek Singh
President – Forgings Business





Forgings Business - Snapshot

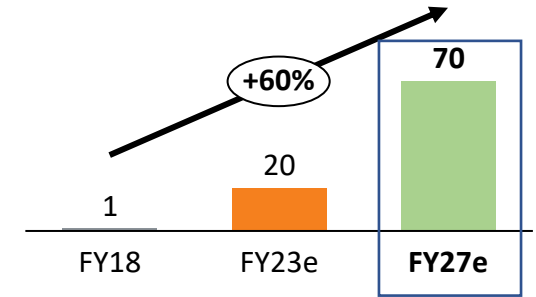
Revenue from Forgings Business



23% CAGR
over the next 4 years

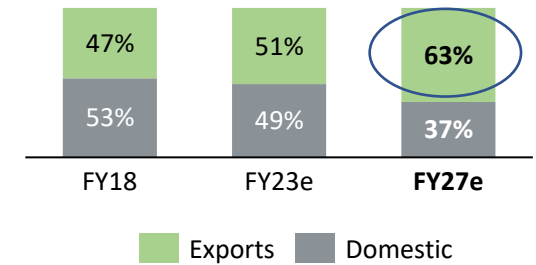
1

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



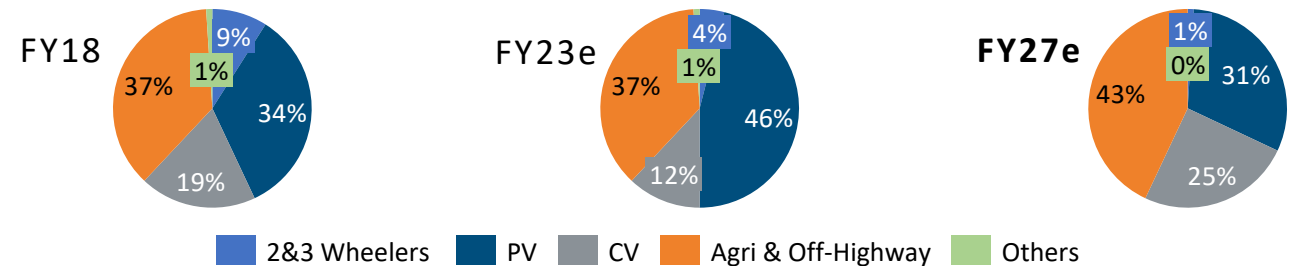
2

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...

5

Strong Clientele

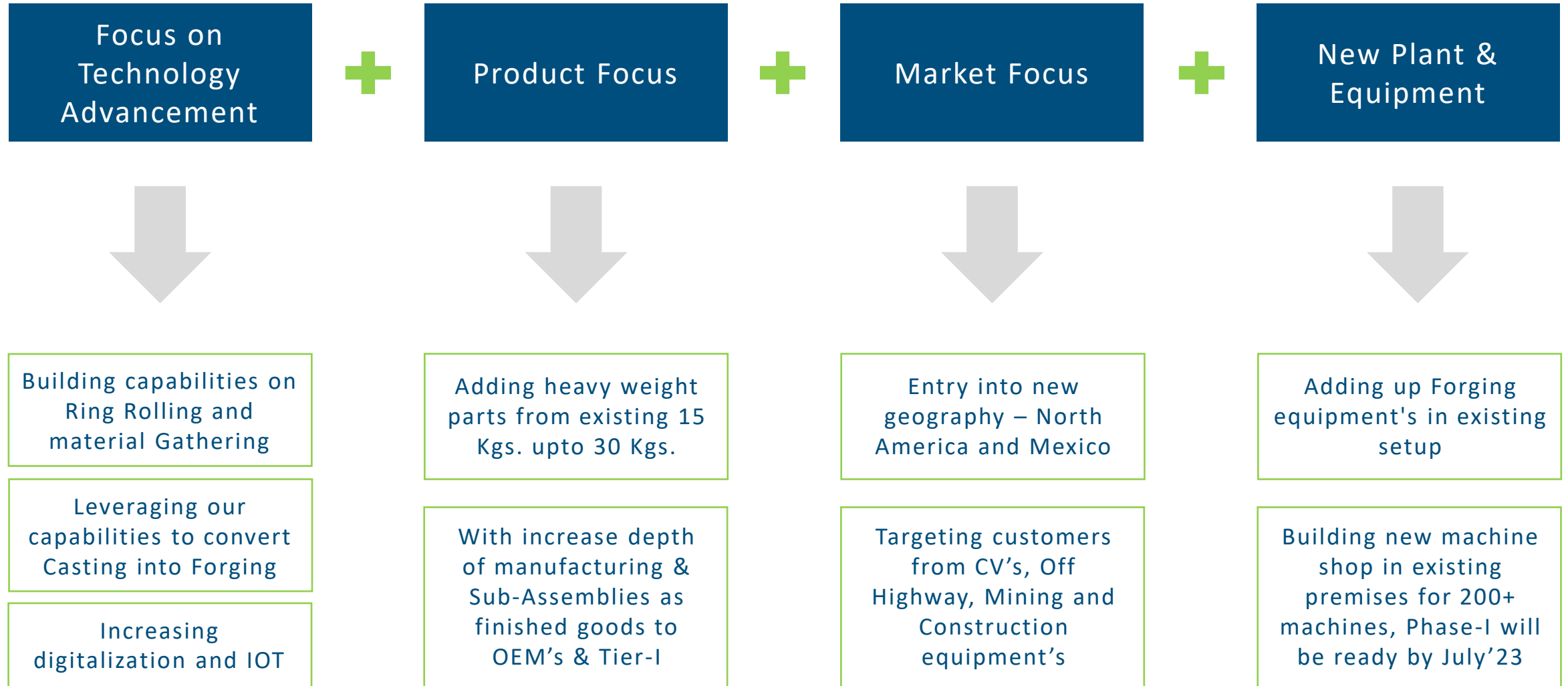


and many more...

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



Way Ahead – Forgings Business





Marelli Talbros Chassis Systems (MTCS)

Presented by
Mr. Ashish Gupta
CEO - MTCS

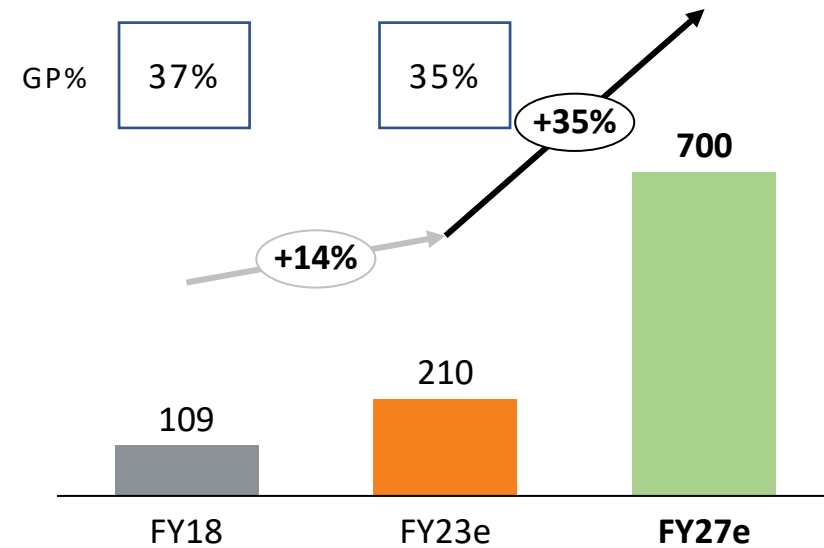




Marelli Talbros Chassis Systems (MTCS) - Snapshot



Revenue from MTCS Business



35% CAGR
over the next 4 years

1

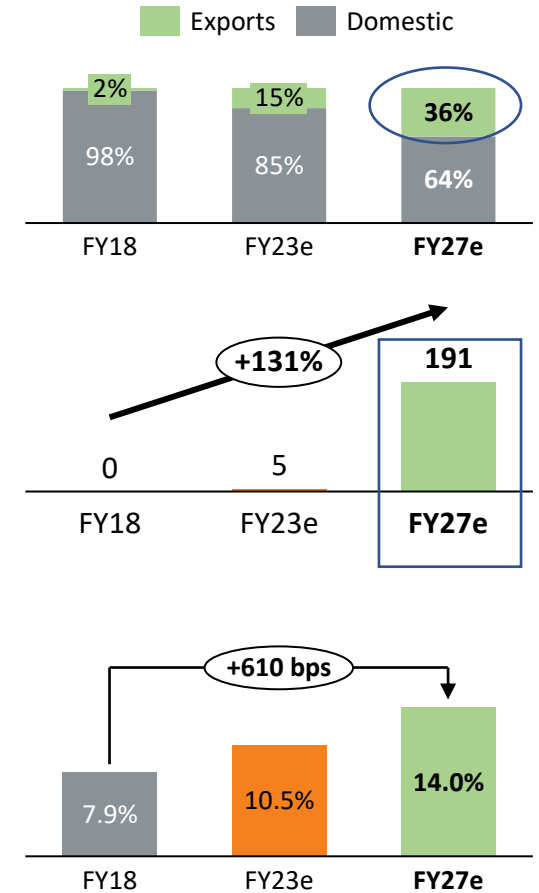
Increased Focus on Exports
(From 2% in FY18 to ~36% in FY27e)

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.

Orderbook span across 5 years

and many more...

5

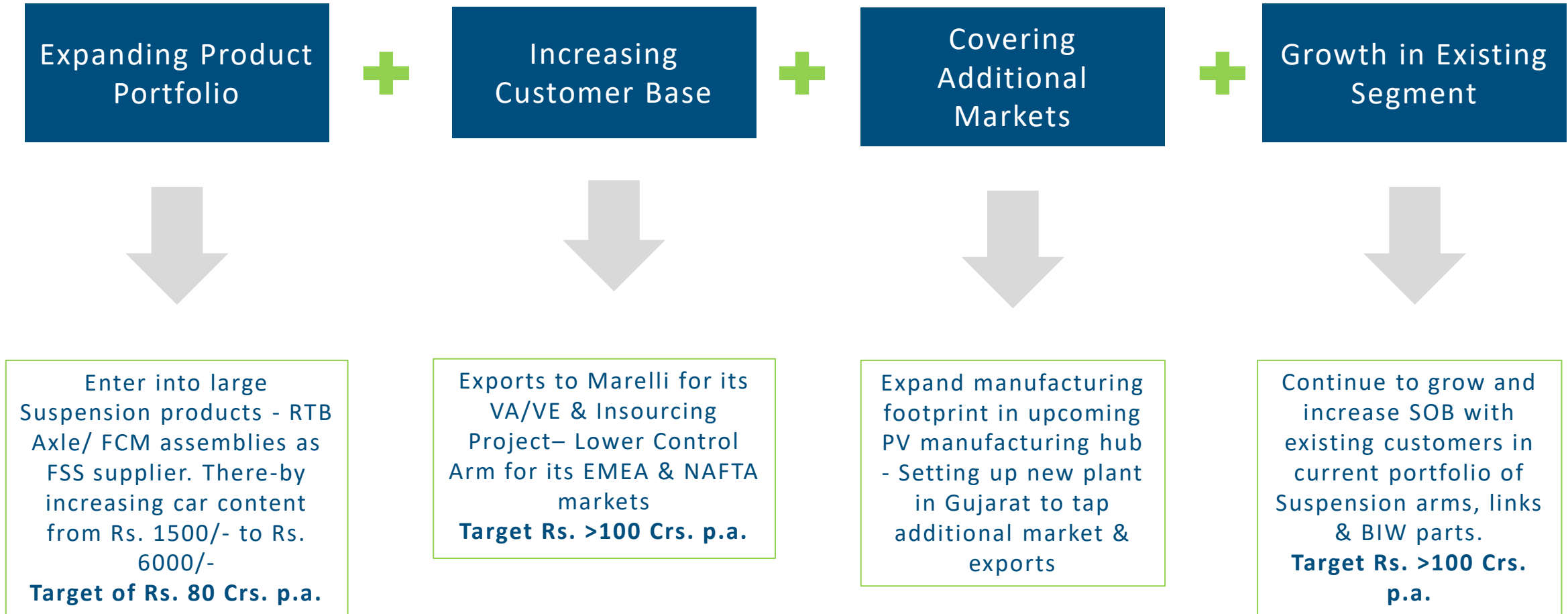
Strong Clientele



and many more...



Way Ahead - Marelli Talbros Chassis Systems (MTCS)





Talbro's Marugo Rubber (TMR)

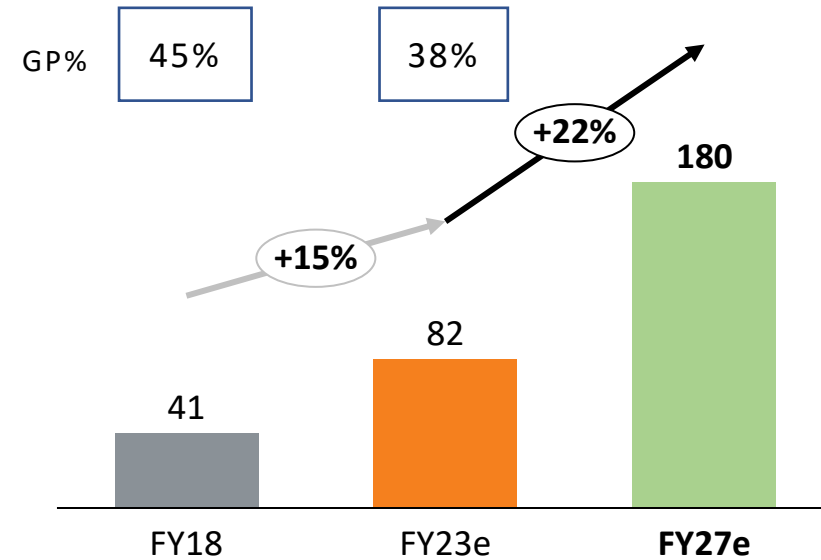
Presented by
Mr. Rajiv Verma
Business Head - TMR





Talbro's Marugo Rubber (TMR) - Snapshot

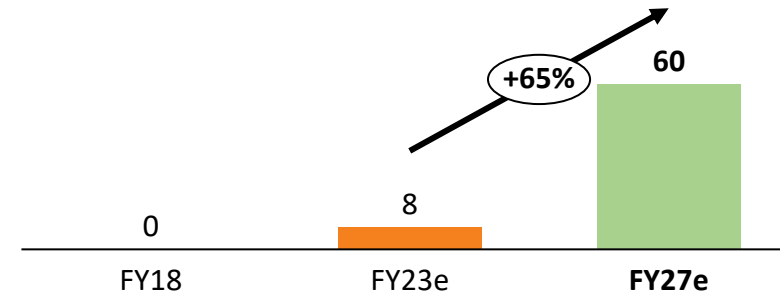
Revenue from TMR Business



22% CAGR
over the next 4 years

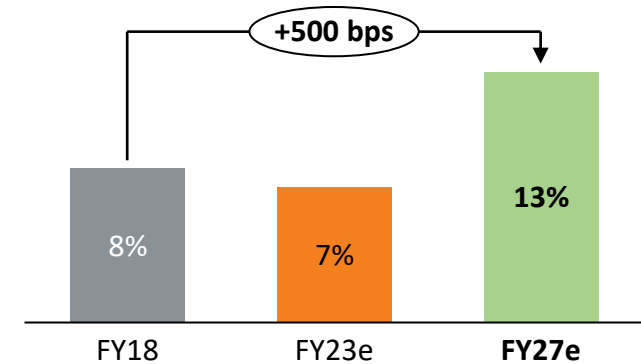
1

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





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



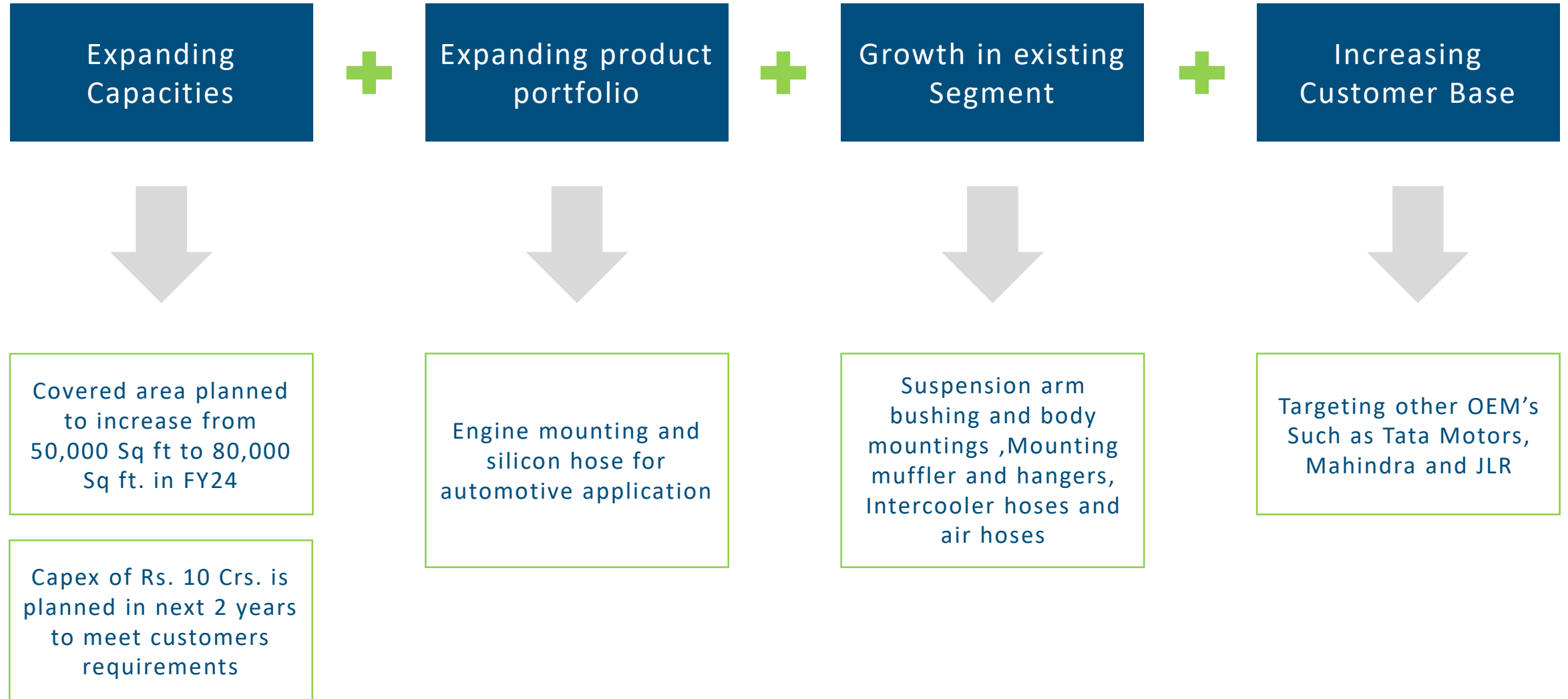
ISUZU



and many more...



Way Ahead - Talbros Marugo Rubber (TMR)





Nippon Leakless Talbros (NLT)

Presented by
Mr. Sushant Sindwani
Marketing Head - TACL

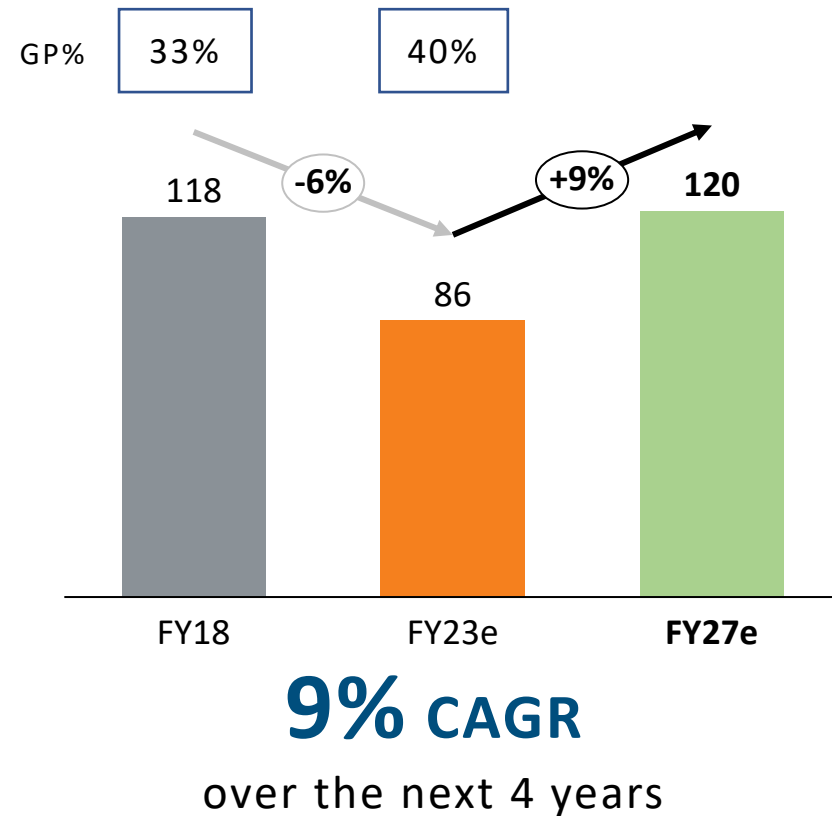




Nippon Leakless Talbros (NLT) - Snapshot

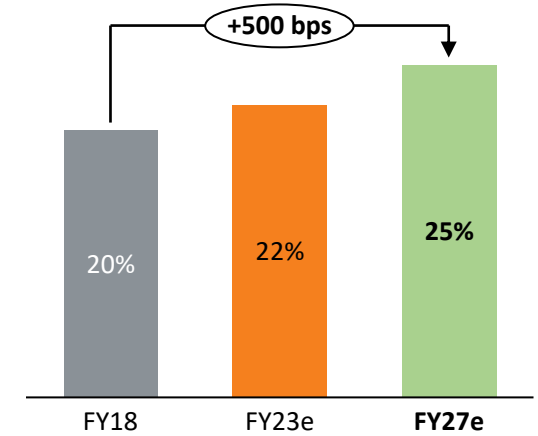


Revenue from NLT Business



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

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

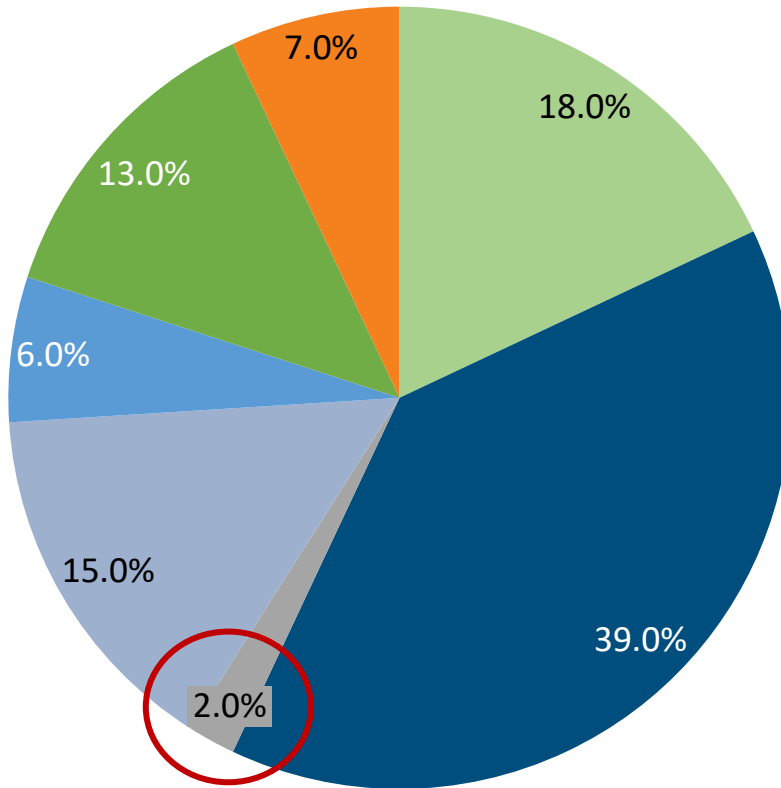
** TMR is a 50% Joint Venture with Marugo Rubber

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

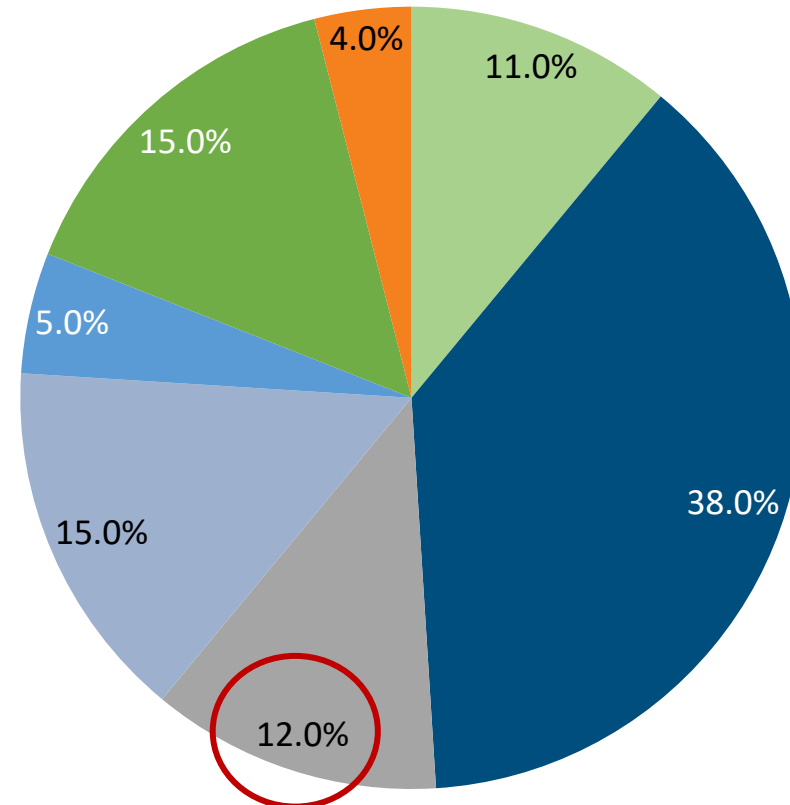


Increased Focus on Electric Vehicles (EVs)

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)

	Revenue (FY23e)			Growth (CAGR)	Revenue (FY27e)		
	% of Sales				% of Sales		
Gasket & Heat Shield	42%	423	Rs. 1,016 crores	13%	32%	700	Rs. 2,200 crores
Forgings	22%	215		23%	23%	500	
Marelli Talbro's Chassis Systems* (MTCS)	20%	210		35%	32%	700	
Talbro's Marugo Rubber** (TMR)	8%	82		22%	8%	180	
Nippon Leakless Talbro's^ (NLT)	8%	86		9%	5%	120	

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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	Rs. 818 crores	13%	41%	700	Rs. 1,688 crores
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	

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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



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:

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SGA Strategic Growth Advisors

Strategic Growth Advisors Pvt. Ltd.
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