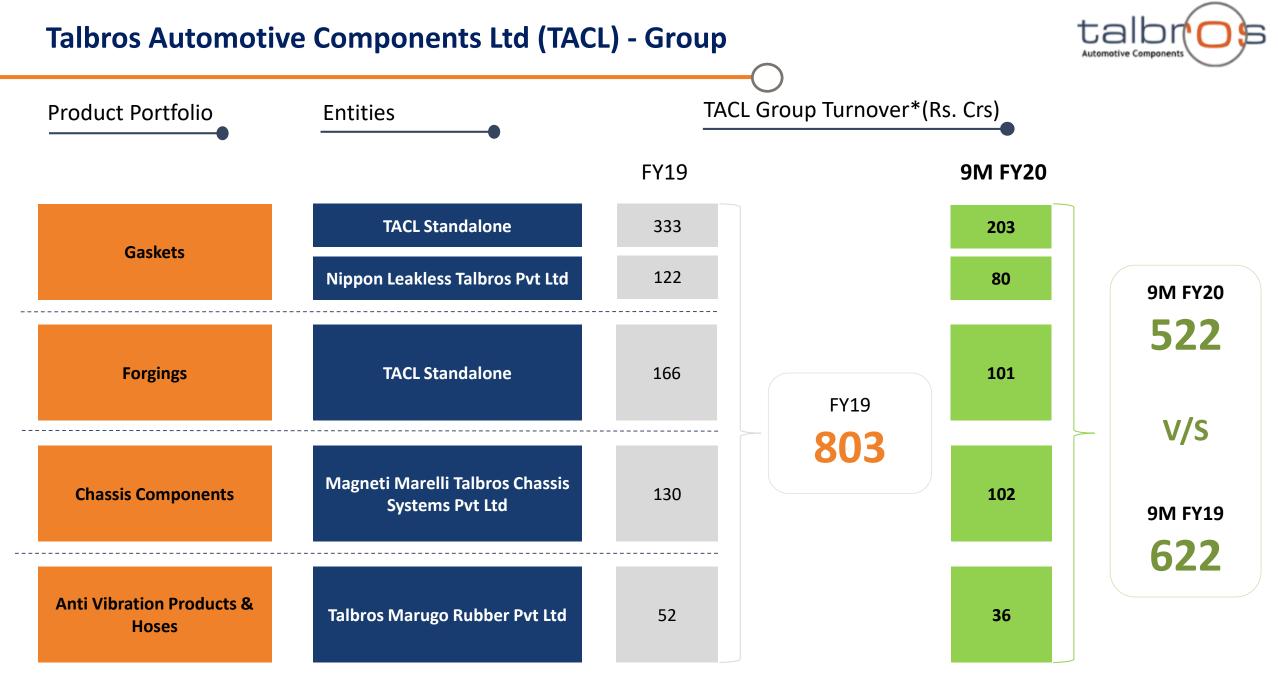




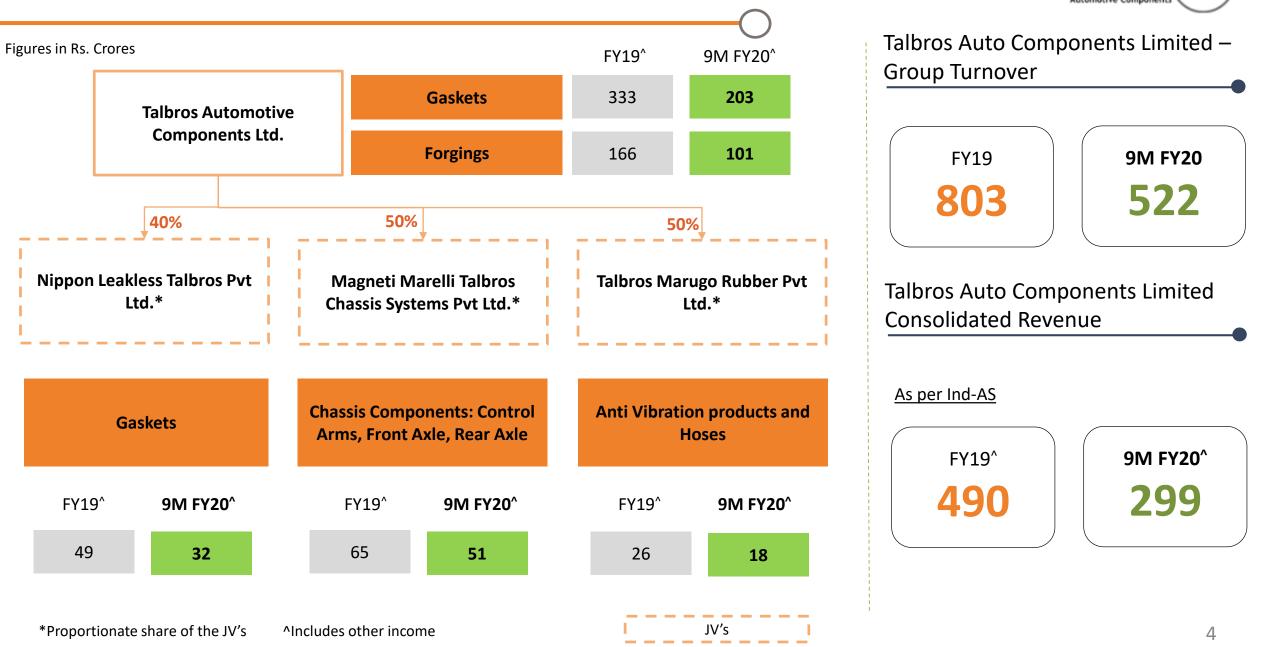
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TACL Group – Corporate Structure

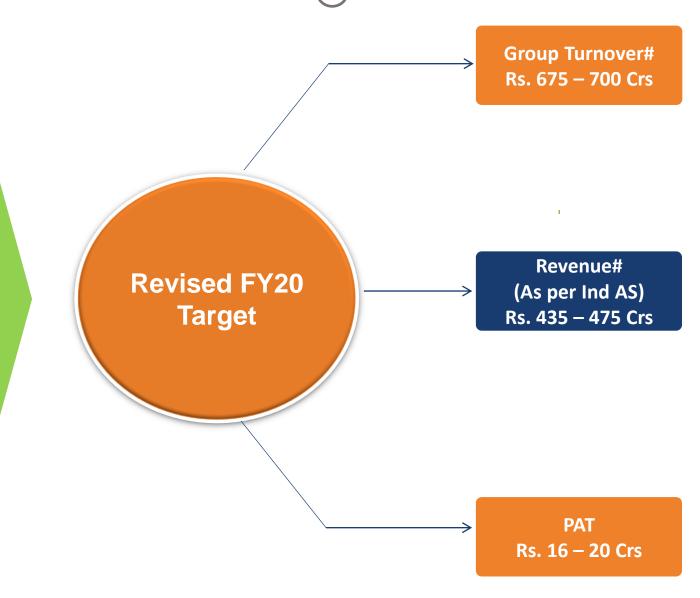




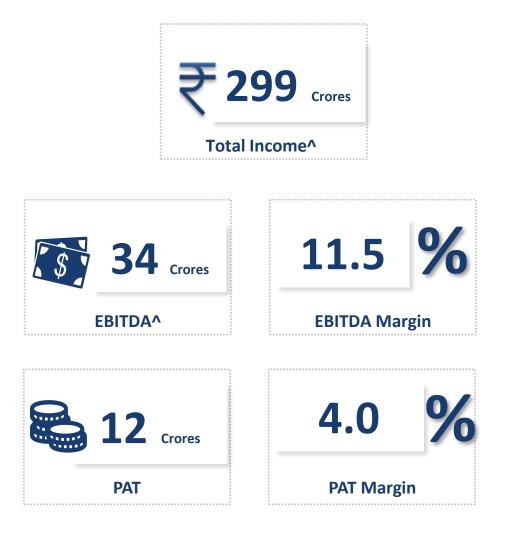
Auto Sector has been hit by multiple Headwinds

Few of our key customers have undertaken prolonged production shutdowns thus hampering our growth

Based on the above we have revised the guidance for FY20







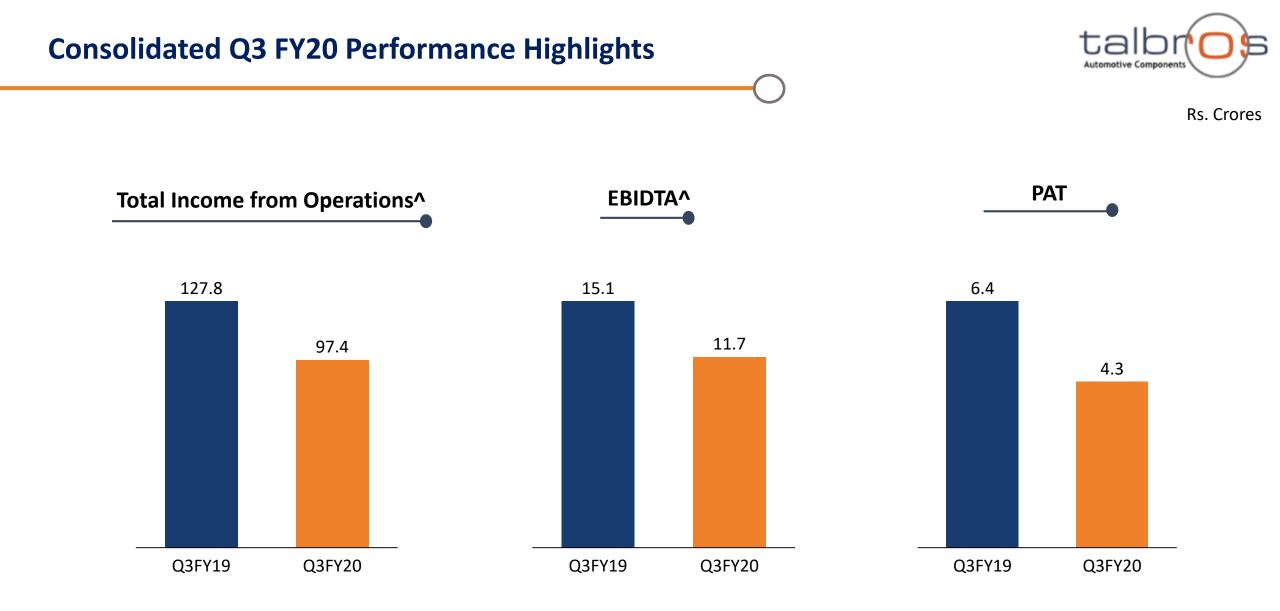
Commenting on the performance Mr. Anuj Talwar, Jt. Managing Director, Talbros Automotive Components Limited said:

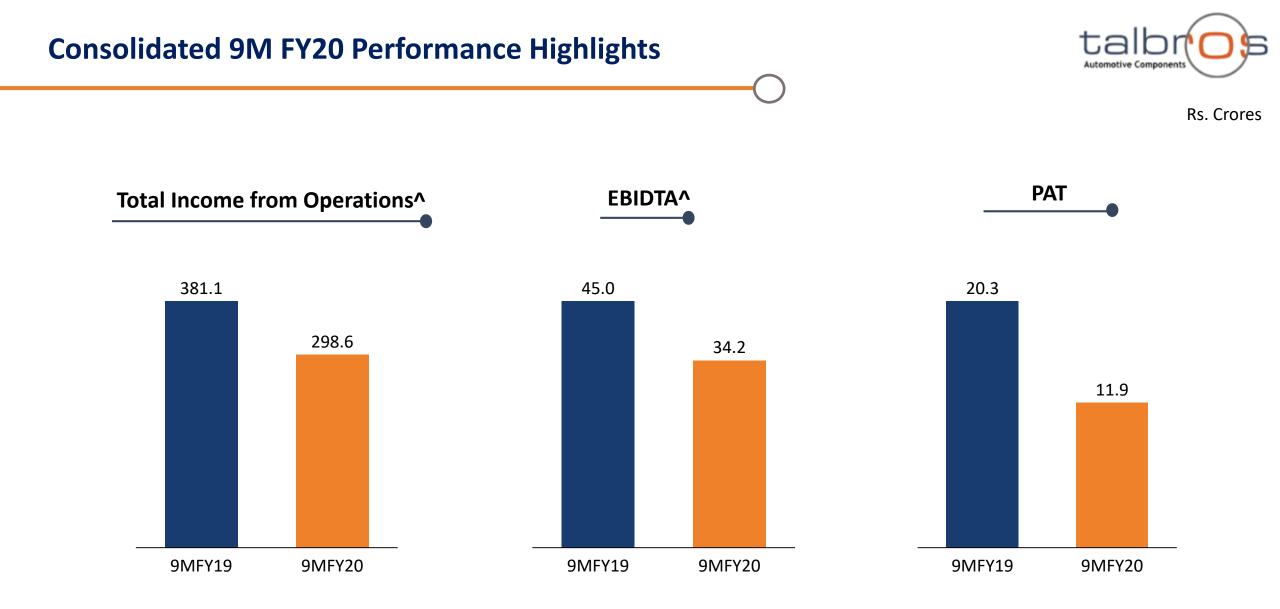
"The calendar year 2019 turned out to be the toughest year for the Automobile Industry. Several headwinds marred the sector resulting into lower sales throughout the year.

However, with the BS VI norms coming into effect from April 2020, the production numbers are expected to improve as all the OEMs start releasing BS VI production schedules.

We are extremely optimistic about a growth in demand for our products such as heat shields, Wire harness Gaskets, etc. post BS VI implementation. Further, we have consciously focused to grow our exports business, which has gradually increased and now stands at about 21% of our revenues.

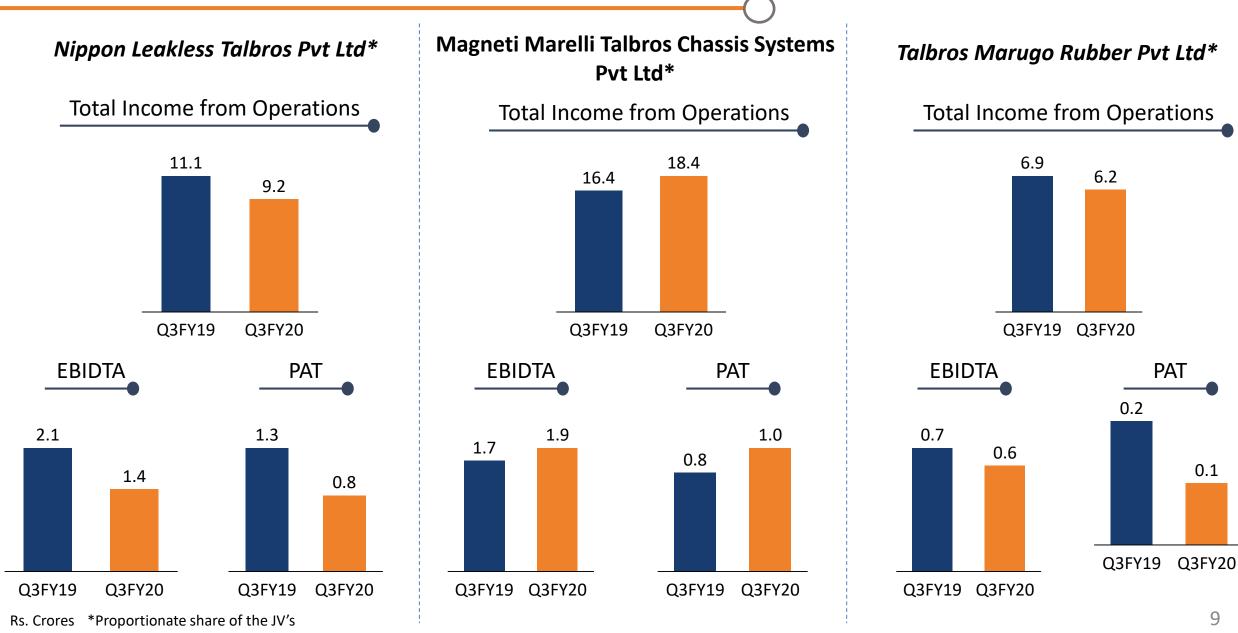
At Talbros Automotive Components our focus is to provide products of the future. The various new regulations that are proposed to be imposed open a plethora of opportunities for us and we are well equipped to grab the same."





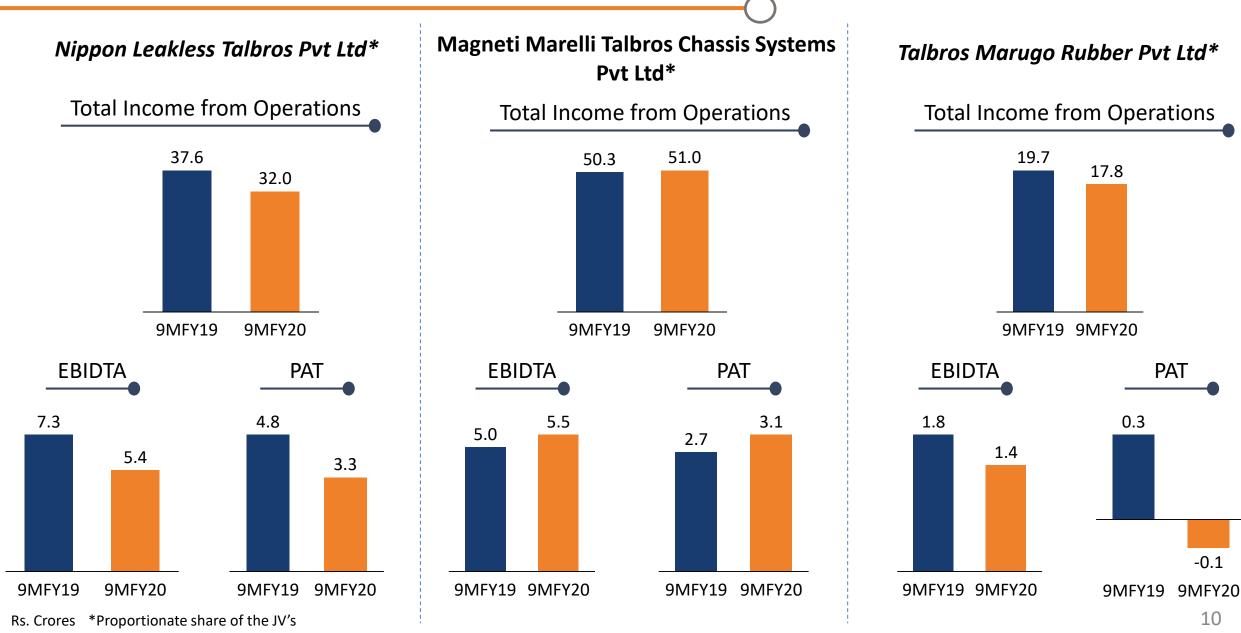
Q3 FY20 JV's Performance Highlights





9M FY20 JV's Performance Highlights





Q3 & 9M FY20 Consolidated Profit & Loss Statement



Particulars (Rs. In crores)	Q3 FY20	Q3 FY19	9M FY20	9M FY19
Revenue from Operations (Net of Excise)	95.4	125.1	293.7	376.6
Other Income	2.0	2.7	4.9	4.5
Total revenue from Operation	97.4	127.8	298.6	381.1
Raw Material	49.4	72.8	157.1	214.0
Employee Cost	13.9	15.6	42.6	45.3
Other Expenses	22.4	24.3	64.6	76.7
EBITDA	11.7	15.1	34.2	45.0
EBITDA Margin	12.0%	11.8%	11.5%	11.8%
Depreciation	4.7	4.8	14.1	13.3
EBIT	7.0	10.3	20.1	31.8
EBIT Margin	7.2%	8.1%	6.7%	8.3%
Finance cost	4.2	4.0	12.4	11.7
Profit before share of profit/loss from JVs	2.8	6.3	7.8	20.1
Share of Profit from JVs	2.2	2.2	6.2	7.2
Profit before Tax	5.0	8.5	14.0	27.2
Тах	0.7	2.1	2.1	7.0
Profit After Tax	4.3	6.4	11.9	20.3
Profit After Tax Margin %	4.4%	5.0%	4.0%	5.3%

H1 FY20 Consolidated Balance Sheet



ASSETS	Sep-19	Mar-19
Non-current assets		
Property, plant and equipment	142.5	139.7
Capital work-in-progress	8.9	6.4
Intangible assets	1.6	1.1
Intangible Assets Under Development	0.2	0.2
Investments accounted for using the equity method	43.5	40.7
Investment Property	3.0	3.1
Financial assets		
Investments	10.3	20.1
Loans	1.2	1.2
Other Financial Assets	0.3	0.3
Other non-current assets	5.1	4.5
Sub-total - Non-Current Assets	216.8	217.3
Current assets		
Inventories	107.4	110.5
Financial assets		
Trade receivables	119.6	135.2
Cash and cash equivalents	1.2	2.3
Bank balances other than Cash and Cash equivalents	6.8	6.9
Loans	5.6	5.7
Other financial assets	2.2	0.7
Other current assets	18.7	18.9
Sub-total - Current Assets	261.4	280.4
TOTAL - ASSETS	478.2	497.6

EQUITY AND LIABILITIES	Sep-19	Mar-19
Equity		
Equity Share capital	12.3	12.3
Other equity	184.3	186.4
Sub-total - Shareholders' funds	196.6	198.8
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.9	25.2
Other financial liabilities	0.4	0.1
Provisions	3.4	3.6
Deferred tax liabilities (net)	0.2	2.7
Other non-current liabilities	1.1	1.0
Sub-total - Non-current liabilities	28.1	32.6
Current liabilities		
Financial liabilities		
Borrowings	125.5	112.3
Trade payables	95.3	117.1
Other financial liabilities	25.1	26.8
Other current liabilities	3.9	5.7
Provisions	1.1	1.5
Current tax liabilities (net)	2.7	2.6
Sub-total - Current liabilities	253.6	266.2
TOTAL - EQUITY AND LIABILITIES	478.2	497.6

Q3 & 9M FY20 Standalone Profit & Loss Statement



Particulars (Rs. In crores)	Q3 FY20	Q3 FY19	9M FY20	9M FY19
Revenue from Operations (Net of Excise)	95.4	125.1	293.7	376.6
Other Income	2.0	3.9	6.1	8.1
Total revenue from Operation	97.4	129.0	299.8	384.7
Raw Material	49.4	72.8	157.1	214.0
Employee Cost	13.9	15.6	42.6	45.3
Other Expenses	22.4	24.3	64.6	76.7
EBITDA	11.7	16.3	35.4	48.6
EBITDA Margin	12.0%	12.6%	11.8%	12.6%
Depreciation	4.7	4.8	14.1	13.3
EBIT	7.0	11.5	21.3	35.4
EBIT Margin	7.2%	8.9%	7.1%	9.2%
Finance cost	4.2	4.0	12.4	11.7
Profit before Tax	2.8	7.5	9.0	23.7
Тах	0.6	2.1	2.1	7.0
Profit After Tax	2.2	5.4	6.9	16.7
Profit After Tax Margin %	2.2%	4.2%	2.3%	4.3%

H1 FY19 Standalone Balance Sheet



ASSETS	Sep-19	Mar-19
Non-current assets		
Property, plant and equipment	142.5	139.7
Capital work-in-progress	8.9	6.4
Intangible assets	1.6	1.1
Intangible Assets Under Development	0.2	0.2
Investment Property	3.0	3.1
Financial assets		
Investments	36.4	46.2
Loans	1.2	1.2
Other Financial Assets	0.3	0.3
Other Tax assets (net)	0.0	0.0
Other non-current assets	5.1	4.5
Sub-total - Non-Current Assets	199.3	202.7
Current assets		
Inventories	107.4	110.5
Financial assets		
Trade receivables	119.6	135.3
Cash and cash equivalents	1.2	2.3
Bank balances other than Cash and Cash equivalents	6.8	6.9
Loans	5.6	5.7
Other financial assets	2.2	0.7
Other current assets	18.7	18.9
Sub-total - Current Assets	261.4	280.4
TOTAL - ASSETS	460.8	483.1

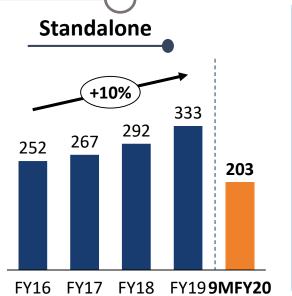
EQUITY AND LIABILITIES	Sep-19	Mar-19
Equity		
Equity Share capital	12.3	12.3
Other equity	166.8	171.9
Sub-total - Shareholders' funds	179.2	184.2
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	22.9	25.2
Other financial liabilities	0.4	0.1
Provisions	3.4	3.6
Deferred tax liabilities (net)	0.2	2.7
Other non-current liabilities	1.1	1.0
Sub-total - Non-current liabilities	28.1	32.6
Current liabilities		
Financial liabilities		
Borrowings	125.5	112.3
Trade payables	95.3	117.3
Other financial liabilities	25.1	26.8
Other current liabilities	3.9	5.7
Provisions	1.1	1.5
Current tax liabilities (net)	2.7	2.6
Sub-total - Current liabilities	253.6	266.2
TOTAL - EQUITY AND LIABILITIES	460.8	483.1

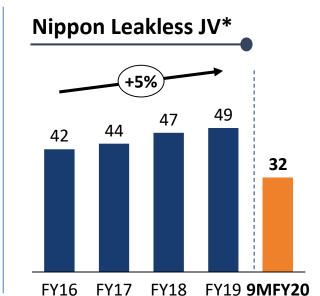
As per Ind AS (Rs. In crores)

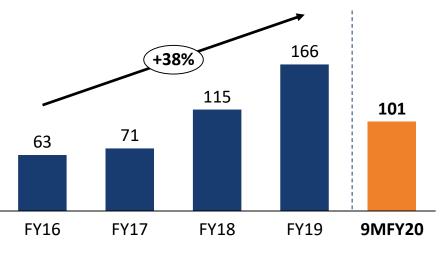
Business Confirmations & Strategy

Gaskets

- New Orders in Q3FY20:
 - Order worth Rs. 7 Cr from 2 European car manufacturers for supplying Heat Shields
 - Order worth Rs. 5 Cr from US based car manufacturer for supplying Gaskets
 - Started Supplies of **BS VI** compliant **Gaskets** to **Hero, Volvo, Tata motors & Tata Cummins**
 - To supply Integrated Wire Harness Gasket to an OEM worth Rs. 15-20 Crs p.a. Samples approved, Supplies to commence from Q1FY21
- Started supplying BS VI compliant Gaskets to Hero, Honda from our JV Nippon Leakless Talbros







Forgings Segment

- Installation of 2500 Ton Press completed
- In discussion with various Indian & European Tier 1 Customers for heavier forging products
- Started supplies for the order received from a 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 a European OEM worth Rs. 8 Crores per annum
- Currently, this segment is gaining momentum in both Domestic and overseas market



Business Confirmations & Strategy

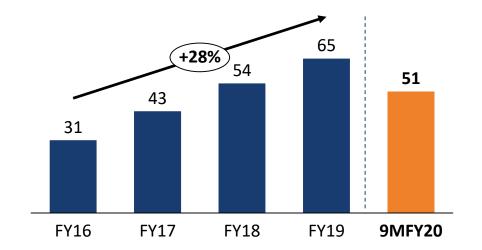


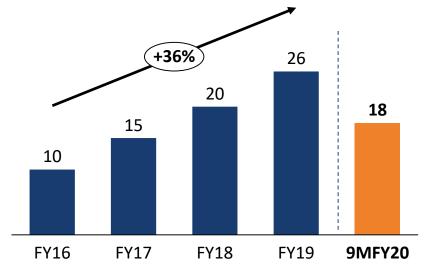
Magneti Marelli Talbros Chassis Systems Pvt Ltd (MMT)*

- New Order in Q3FY20:
 - Order worth **Rs. 5 Mn** from a **European car manufacturer** for supplying **EPP Support Bracket**
- Order received in the past quarters:
 - From a Domestic OEM for Lower Control Arm worth Rs. 10 Crs p.a. Supplies to start from Q1FY21
 - From an OEM in UK worth ~Rs. 35+ Crores per annum
 - From Maruti Suzuki to supply Control Arm Assemblies for Front Suspension, with an Estimated Revenues of Rs. 24 crores per annum

Talbros Marugo Rubber Pvt Ltd (TMR)*

- New Order in Q3FY20:
 - Order worth **Rs. 7.5 Cr** from **Marugo Rubber Japan** for supply of **Intercooler Hose. Supplies** to commence **from Q2FY21**
 - Order worth **Rs. 1 Cr** from **Maruti Suzuki** for supply of **Purge hose**. **Supplies** to commence **from Q2FY21**
 - Order worth **Rs. 0.8 Cr p.a.** from **Rane Madras** for supply of **Steering Mounting Bush. Supplies** to commence **from Q2FY21**
- Order received in the past quarters:
 - Orders worth Rs. 5-8 Crs p.a. from existing customers
 - Order from SML Isuzu worth ~Rs. 3 Crores per annum





*Proportionate share of JV Revenue has been considered

Leadership Team driving Growth & Profitability





Joint Managing Director

Anuj Talwar

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 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.

About Us



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

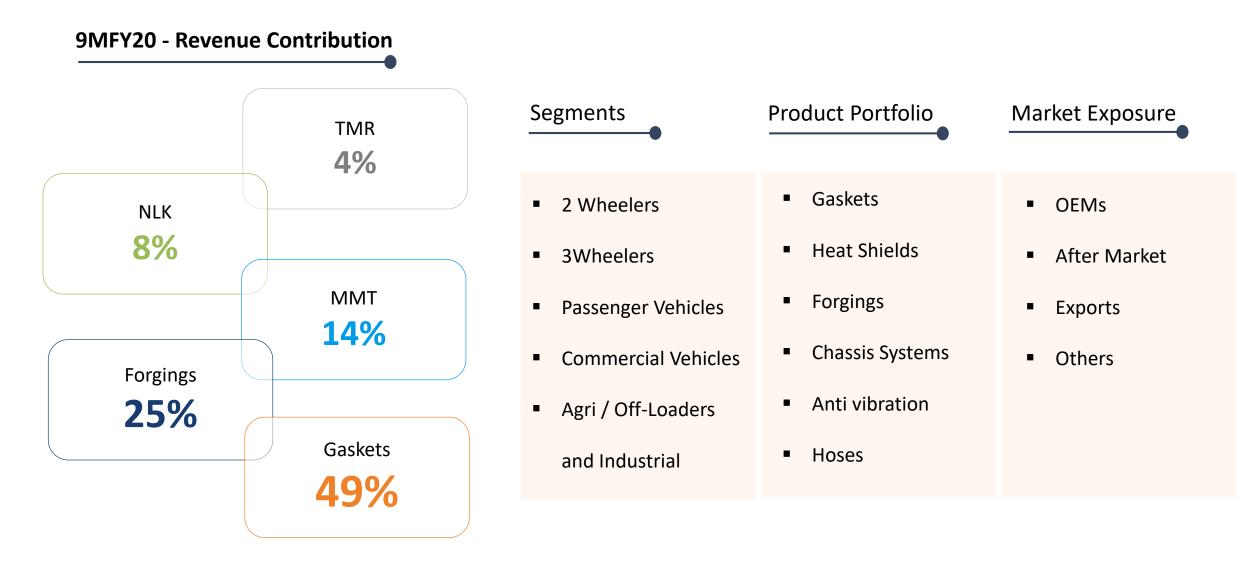


Diversified Portfolio - Gaskets, Forgings, Suspension Systems, Anti-vibration Products & Hoses



Consistent Dividend Pay-out over 50 years







Growth Strategy

Strong Global Partnerships - Joint Ventures

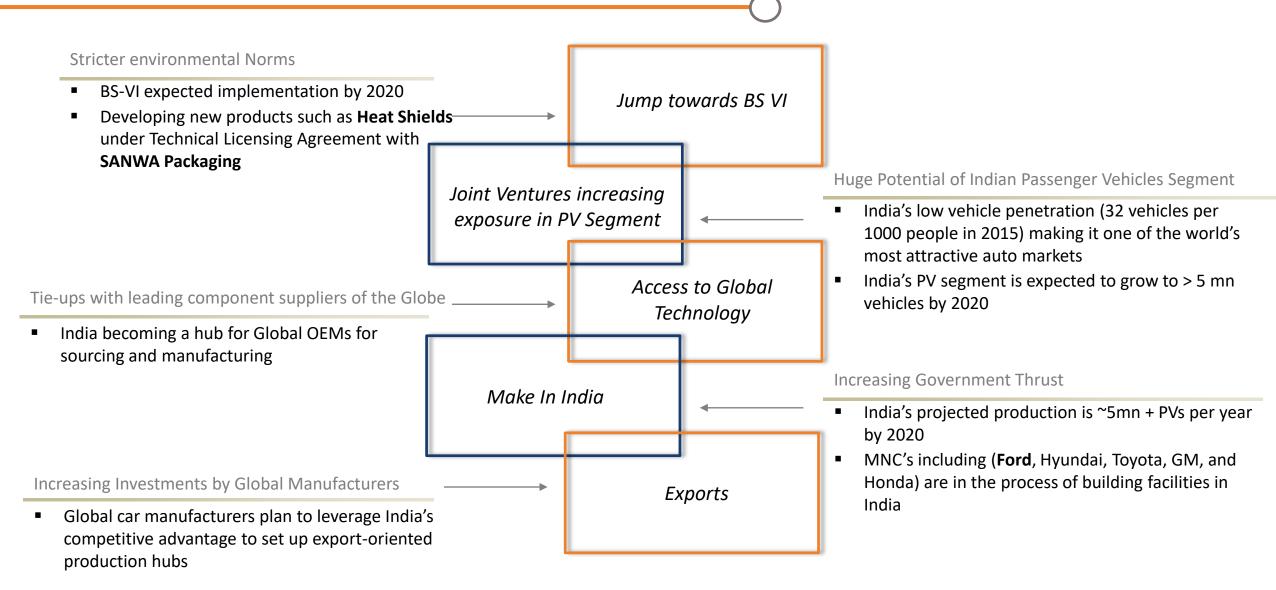
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Joint Ventures	About the JV	Products	Customers
NLK 日本リークレス工業株式会社 NIPPON LEAKLESS CORPORATION Nippon Leakless Talbros Pvt Ltd (NLK)	 Nippon Leakless Corporation (Japan) - One of the largest global manufacturers of gaskets and a major Supplier for Honda Established in 2005 with 40% Talbros Share 100% Sales to OEMs to Honda and Hero 	Gaskets	 Hero Motor Corp HMSI India Yamaha Honda Car India Maruti Suzuki Honda Siel Power Products
Magnetti Marelli Talbros 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
(5) Marugo Rubber Industries, Ltd. 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 	 Engine Mounts Strut Mounts Mufflers & Hangers Suspension Bushes Rubber Bushes Hoses 	 Maruti Suzuki QH Talbros Endurance Technologies Rane (Madras) Ltd Escort India TATA
			21

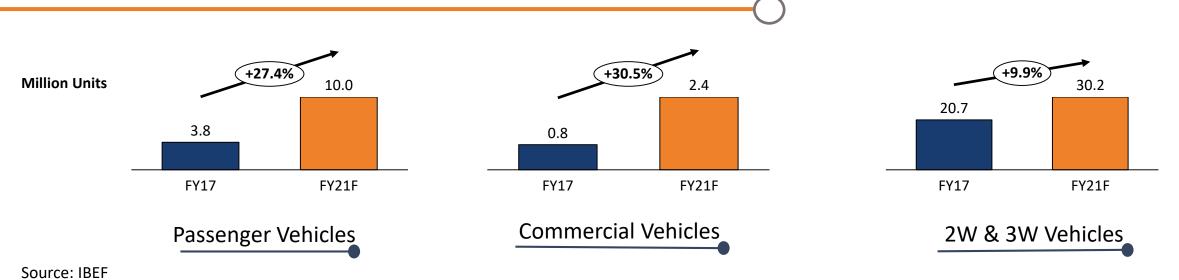
Strong Tailwinds...



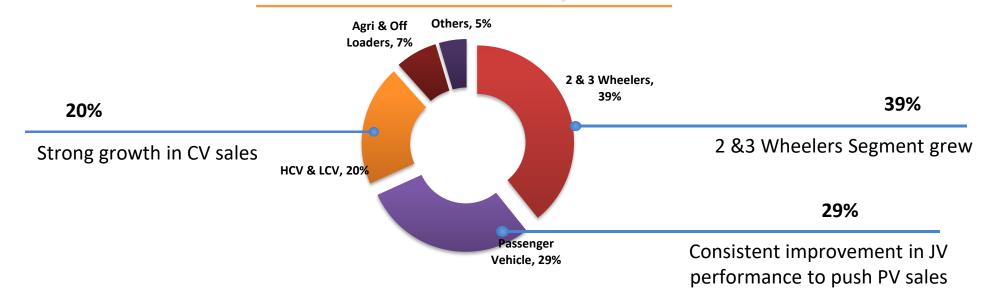


The Automotive Opportunities





TACL: Domestic Sales Break up 9MFY20

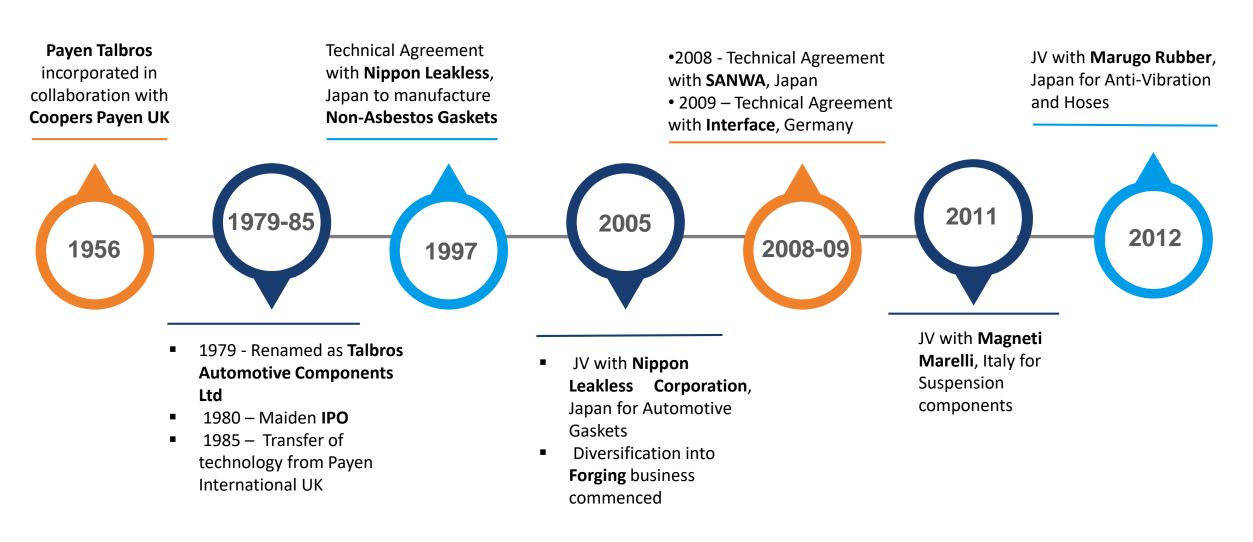




Business Overview

Key Milestones





Board of Directors





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

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 Chasis System Pvt. Ltd.

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

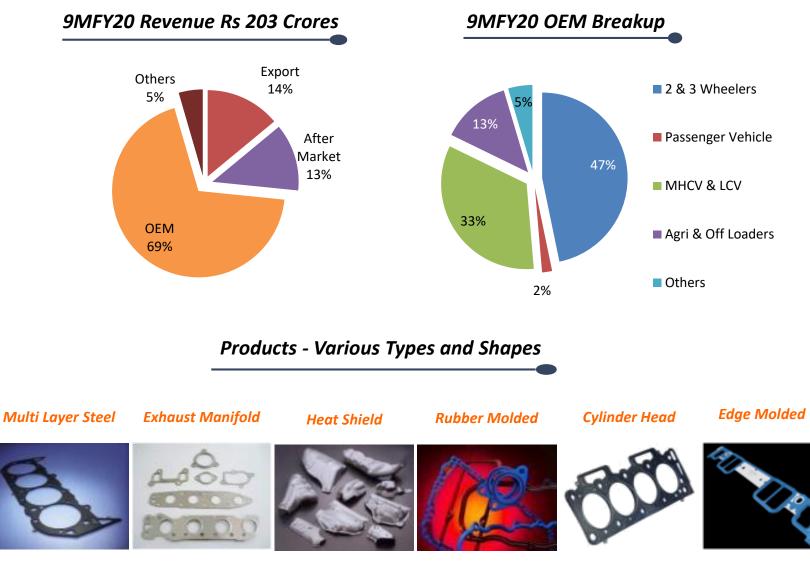
Managing Director – Talbros Marugo Rubber Pvt. Ltd

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

Standalone Business - Gaskets



- 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 323



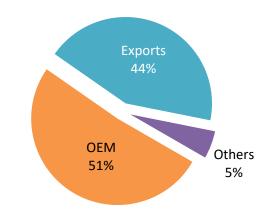


- One stop solution for Hot Forging (750 to 2,500 Ton Press)
- In-House tool design and manufacturing
- Strong presence in Overseas Market &

Supplier to top Tier I companies

- One Stop Solution for Die Design,
 Machine parts and Heat treatment
 (Normalizing and Carbohydrizing)
- Revenue for FY19 stood at Rs 165 Cr

9MFY20 Revenue Rs 101 Crores



Products - Various Types and Shapes

King Pins



Gear Blanks

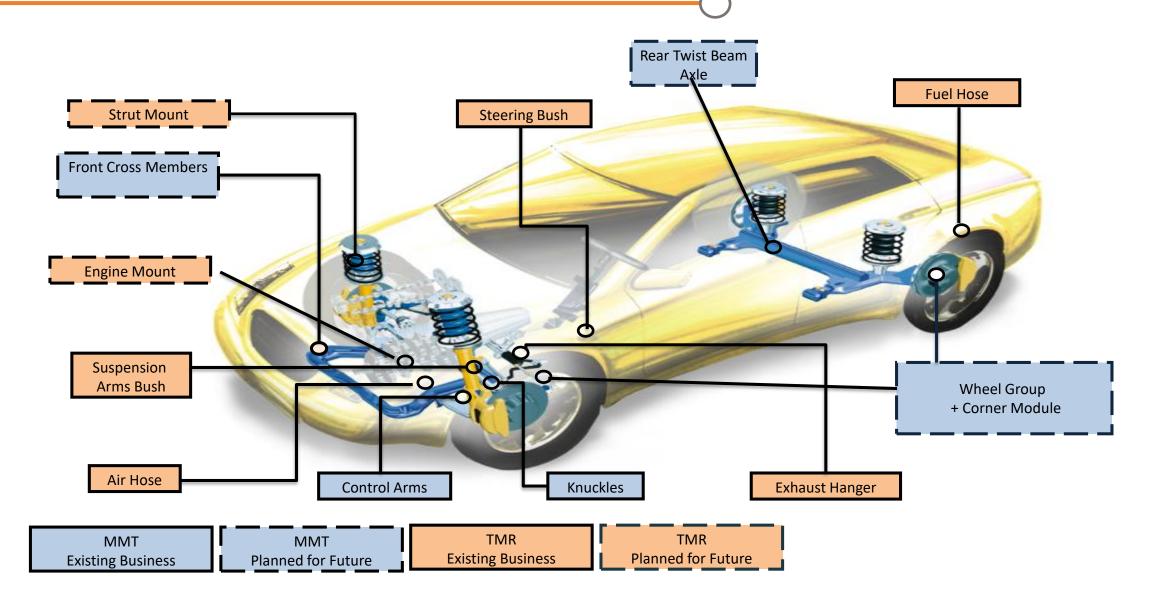


Housing and Yoke Shafts



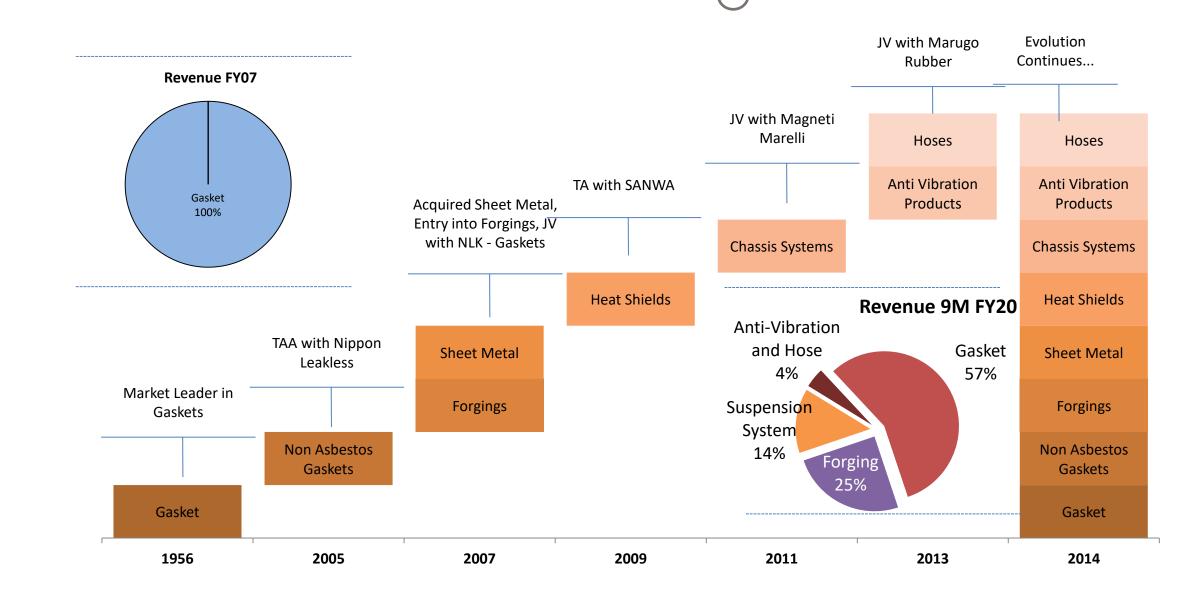
Scope of Joint Ventures





Evolving Product Portfolio





Diversified Customer - OEM





Manufacturing Facilities





<u>Gasket</u>

Faridabad, Haryana (2 plants & R&D Centre) Pune, Maharashtra & Sitarganj, Uttarakhand



<u>Forging</u> Bawal – Haryana



Talbros Marugo Rubber Manesar – Gurgaon

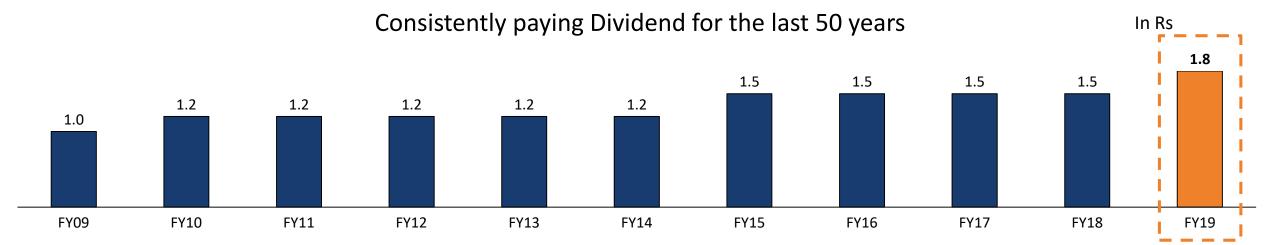


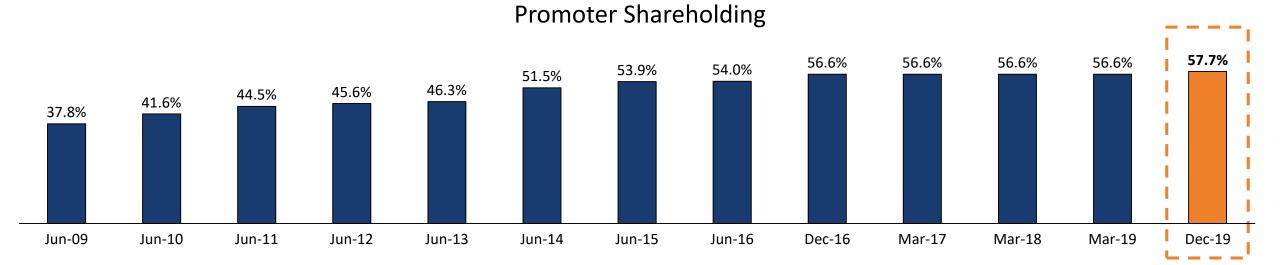
Nippon Leakless Bawal – Haryana Haridwar – Uttarakhand



Magneti Marelli Talbros Faridabad - Haryana Equity









For further information, please contact:

Investor Relations Advisors :

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Mr. Navin Juneja – Director & Group CFO Email: <u>navinjuneja@qhtalbros.com</u>

www.talbros.com

Strategic Growth Advisors Pvt. Ltd. CIN: U74140MH2010PTC204285

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