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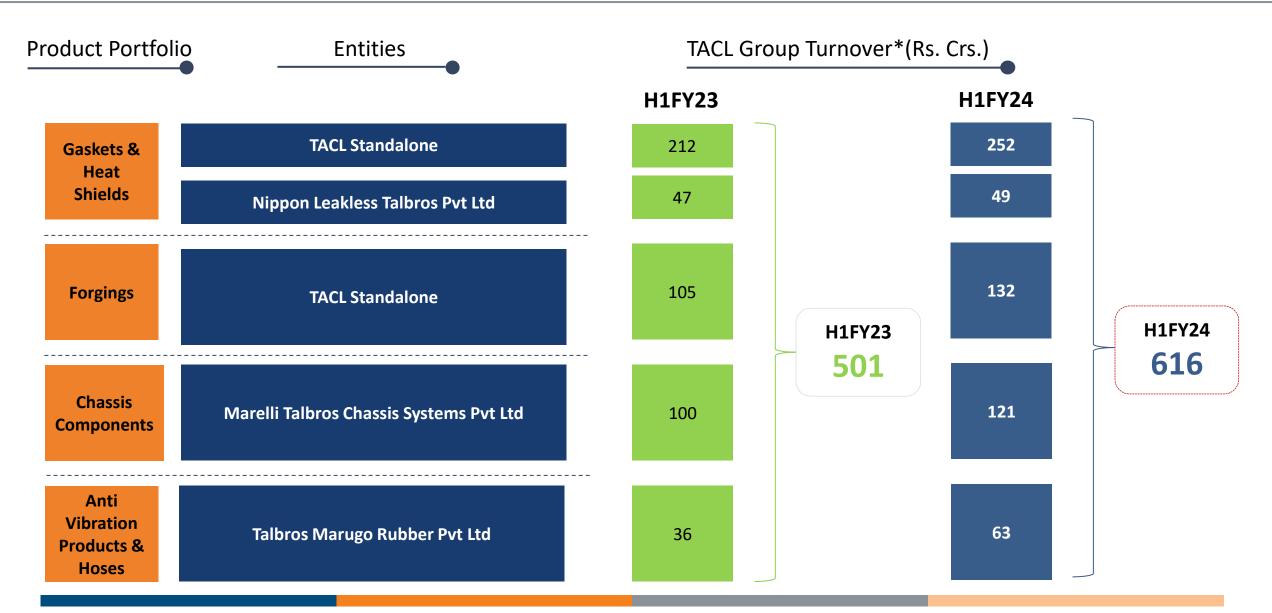
Driving Future Leadership

Q2 & H1 FY24 INVESTOR PRESENTATION

November 2023

Talbros Automotive Components Ltd (TACL) - Group









TACL has received new multi years orders over **Rs. 1,000 crores** from both, domestic and overseas customers across its business divisions, product segments and JVs. These orders are to be executed over a period of next 5 years covering the company's product lines – gaskets, heat shields, forgings and chassis. These orders will help us increase our share with existing customers and new customers across geographies thereby gaining market share in coming years.

~Rs. 400 Crs. ~Rs. 420 Crs. ~Rs. 150 Crs. ~Rs. 60 Crs. The order spans across newly Orders received through its JV: Orders received from a leading Orders received in the heat shield invested technologies such as heat Talbros Marugo Rubber for Rubber business from a leading passenger established domestic OEM for the shields for which we have secured Hoses which will be directly used to vehicle (PV) OEM in India. Electric Vehicles (EV) for over Rs. new customers in the Domestic PV facilitate the E20 fuel mechanism 160 crores over 5 years. space. from multiple passenger vehicle This order will help us increase our OEMs in India. Received orders from new domestic market share which will The Company has received orders customers for multiple auto parts help us grow in the coming years. from a new overseas customer The Government of India has laid for multiple applications. through which we have entered in down a target of achieving 20% the Agri, Construction & off-road ethanol blending in petrol by 2025 Received orders from new OEM segment. which will be known as E20. With customers in the non-automotive the use of Biofuel, it will help segment for export markets. 18% account for Electric Vehicles reduce pollution levels and imports segment for leading domestic OEM of crude oil in our country. for PV Segment.

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

TACL has received new multi year orders worth ~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 which will help the Company grow and gain market share in the coming years.



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 ~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.

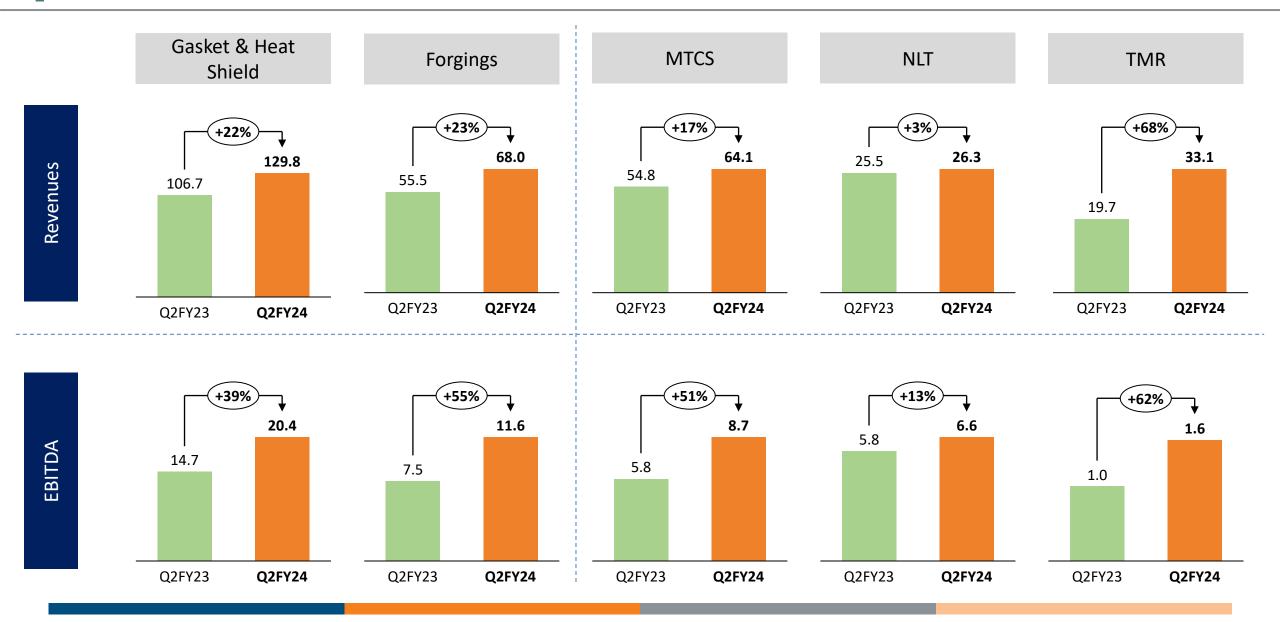
Q2 & H1 FY24 Consolidated Performance Highlights





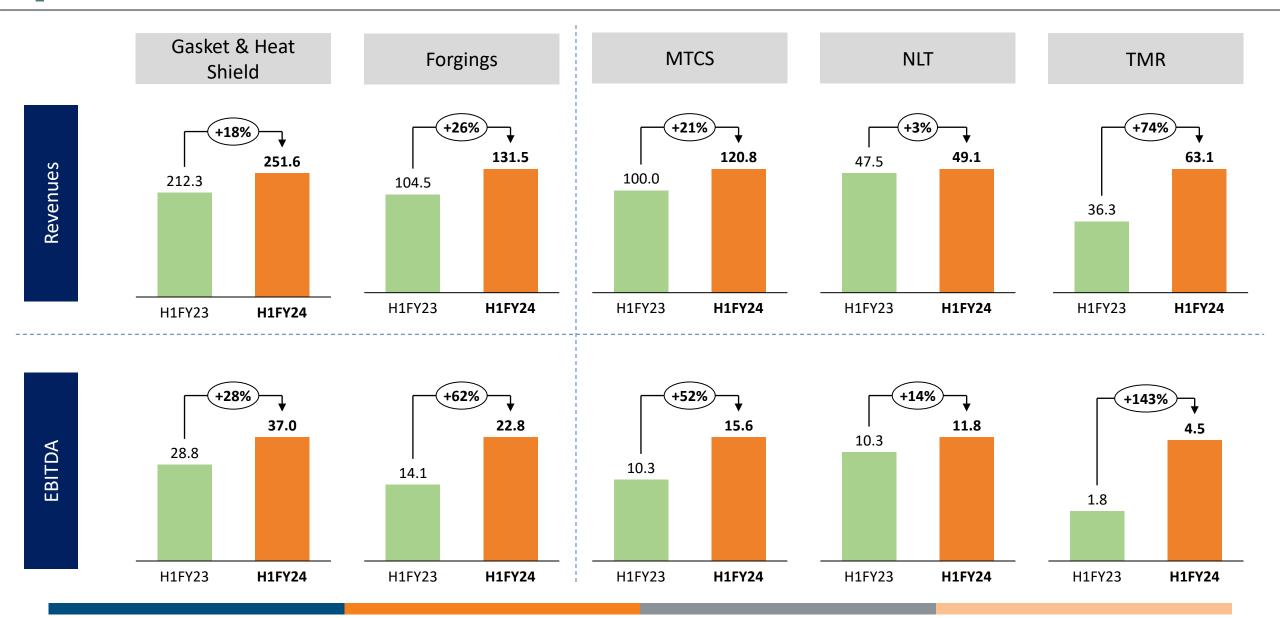






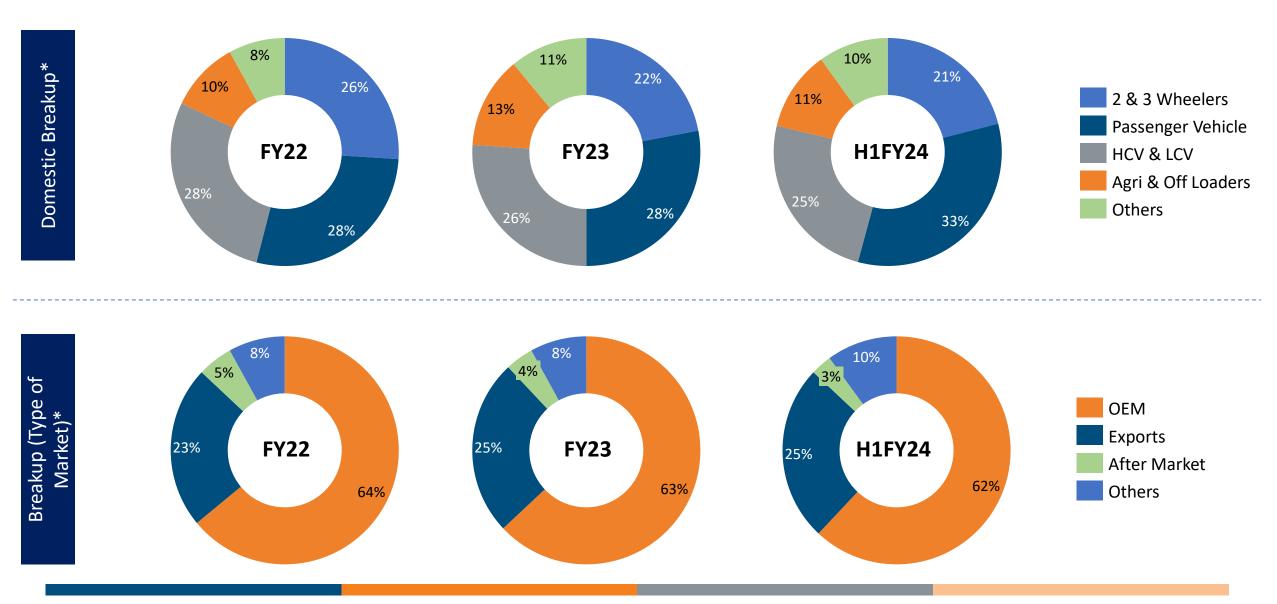
H1FY24 Consolidated Performance Highlights







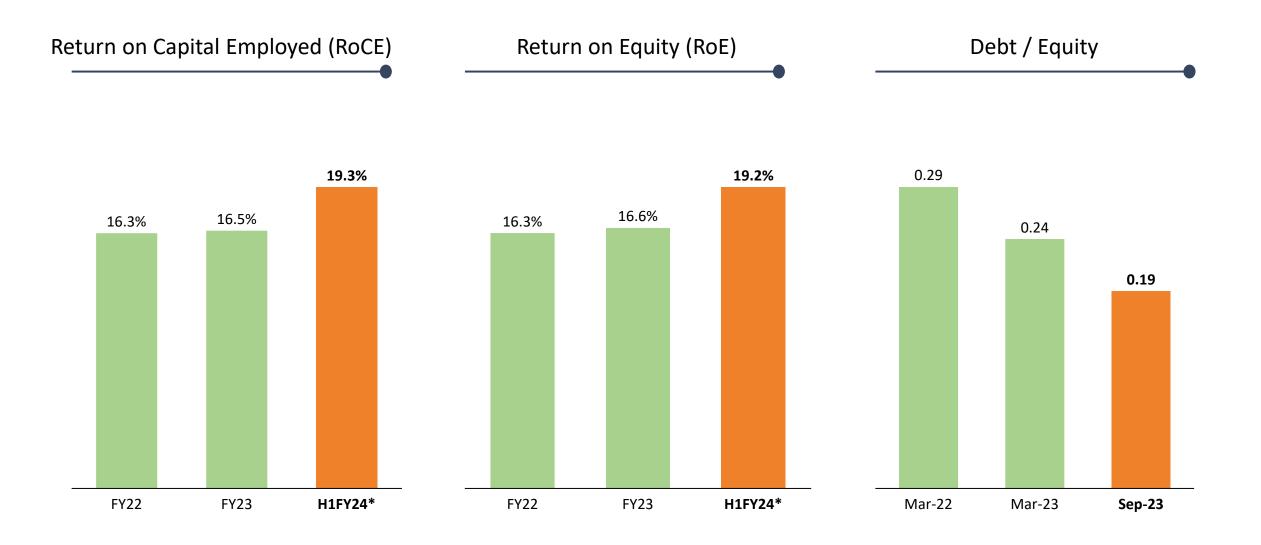




*Proportionate Share of JV









Q2 & H1 FY24 Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	Q2FY24	Q2FY23	Ү-о-Ү	Q1FY24	Q-o-Q	H1FY24	H1FY23	Ү-о-Ү
Revenue from Operations	194.0	160.7	21%	182.8	6%	376.9	313.7	20%
Other Income	2.6	1.4		2.5		5.1	3.1	
Total Revenue from Operation	196.6	162.2	21%	185.3	6%	381.9	316.9	21%
Raw Material	107.1	86.4		100.7		207.8	167.8	
Employee Cost	19.7	18.1		20.1		39.8	35.9	
Other Expenses	39.1	35.5		36.6		75.7	70.3	
EBITDA	30.8	22.1	39%	27.8	10%	58.6	42.9	37%
EBITDA Margin	15.6%	13.6%		15.0%		15.3%	13.5%	
Depreciation	6.1	6.0		6.0		12.1	11.6	
EBIT	24.7	16.1	54%	21.8	13%	46.6	31.3	49%
EBIT Margin	12.6%	9.9%		11.8%		12.2%	9.9%	
Finance cost	3.4	2.7		3.2		6.6	4.9	
Share of Profit from JVs	4.0	3.0		3.4		7.4	5.2	
Profit before Tax	25.3	16.5	54%	22.1	15%	47.4	31.6	50%
Тах	5.3	3.4		4.7		9.9	6.6	
Profit After Tax	20.0	13.1	53%	17.4	15%	37.4	25.0	50%
PAT Margin %	10.2%	8.0%		9.4%		9.8%	7.9%	



Consolidated Balance Sheet



ASSETS (Rs. Cr.)	Sep-23	Mar-23
Non-current assets		
Property, plant and equipment	178.4	168.0
Capital work in progress	8.0	4.8
Investment property	2.7	2.8
Intangible assets	0.5	0.7
Investments accounted for using the equity method	77.6	71.4
Financial assets		
Investments	117.3	55.3
Other financial assets	3.3	2.8
Current Tax Assets	1.9	2.2
Other non-current assets	7.0	3.6
Non-Current Assets	396.7	311.6
Current assets		
Inventories	131.9	132.5
Financial assets		
Trade receivables	188.9	168.5
Cash and cash equivalents	1.6	5.3
Bank balances other than Cash and Cash equivalents	2.8	2.8
Loans	3.3	3.9
Other financial assets	0.9	1.4
Other current assets	29.5	29.8
Current Assets	358.9	344.2
TOTAL - ASSETS	755.6	655.8

EQUITY AND LIABILITIES (Rs. Crs.)	Sep-23	Mar-23
Equity		
Equity Share capital	12.3	12.3
Other equity	437.7	355.2
Shareholders' Funds	450.0	367.5
LIABILITIES		
Non-current liabilities		
Financial liabilities		
Borrowings	4.3	6.1
Other financial liabilities	0.2	0.2
Provisions	2.3	2.0
Deferred tax liabilities (net)	28.8	14.5
Other non-current liabilities	0.8	0.8
Non-Current Liabilities	36.4	23.6
Current liabilities		
Financial liabilities		
Borrowings	81.1	80.8
Lease Liabilities	0.0	0.1
Trade payables	172.9	168.9
Other financial liabilities	8.7	8.4
Other current liabilities	5.2	5.3
Provisions	1.2	1.2
Current Liabilities	269.1	264.6
TOTAL - EQUITY AND LIABILITIES	755.6	655.8





Particulars (Rs. Crores)	Sep-23	Sep-22
РВТ	47.4	31.6
Adjustments	9.3	9.9
Operating profit before working capital changes	56.7	41.5
Changes in working capital	-15.4	-26.0
Cash generated from operations	41.3	15.5
Direct taxes paid (net of refund)	-9.8	-4.9
Net Cash from Operating Activities	31.5	10.6
Net Cash from Investing Activities	-24.8	-14.7
Net Cash from Financing Activities	-10.5	3.7
Net Change in cash and cash equivalents	-3.7	-0.4
Opening Cash Balance	5.3	2.1
Closing Cash Balance	1.6	1.6







Mr. Anuj Talwar

Joint Managing Director

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

"First half of the fiscal year once again, for Talbros Automotive Components Limited, logged strong momentum in business growth and profitability over and above last years performance. For H1 FY24, Revenue from operations grew by 21% to ~Rs 382 crores whereas EBITDA stood at ~Rs 59 crores with EBITDA margins at 15.3%, which has significantly improved year on year basis due to better sales mix and internal operational efficiencies.

Such set of growth numbers has been stable on back of the stellar performance in Q2 FY24 where revenue from operations and EBITDA grew by 21% and 39% respectively.

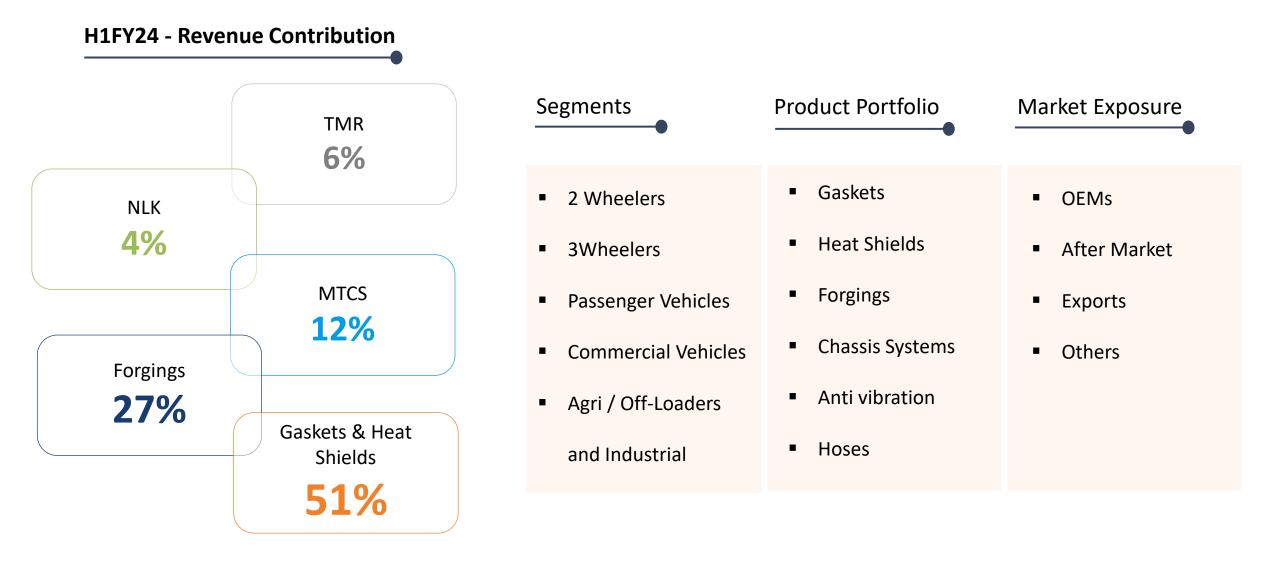
On back of the orders won in FY23 and H1 FY24 we are all set to grow upwards with similar trend and efforts are put in to win more orders to strengthen our current order book. JV operations have shown resilient performance throughout the year across its respective segments especially CV and PV segments.

Furthermore, we shall continue to stay as diversified and hedged auto component player and execute set plan of actions towards strengthening our product portfolio by adding new value add products to capitalize on the growing opportunities in the market, both domestic and global.

Innovation and business development has been backbone of the company's upward growth strategy, and it continues to maintain this trajectory. This shall push us on achieving our FY27 **Group Sales target of ~Rs.** 2,200* crore business overall with contribution of 35% coming from exports market. Focus shall be on expanding exports business which shall assist in sustainable margins going ahead."





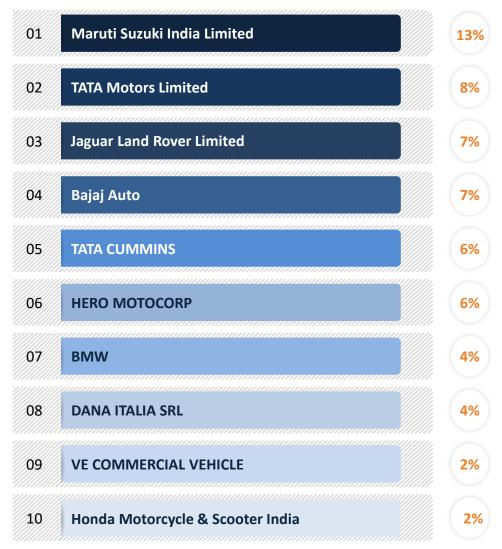




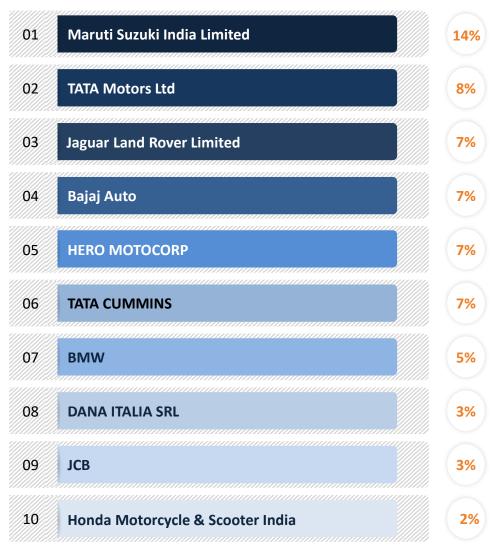
Having Diversified Customer base - Top 10 Customers



FY23

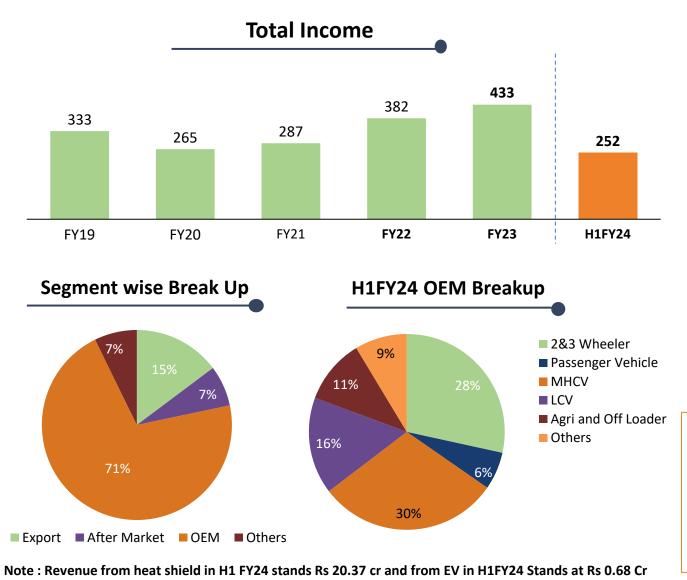


H1FY24









- ~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

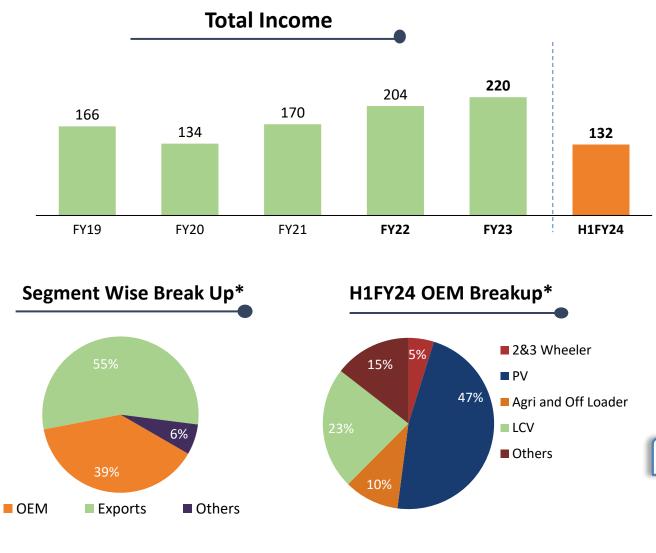
- MSIL Heat Shields Rs. 14 Crs. p.a.
- Kia & Hyundai Heat Shields Rs. 13.5 Crs. p.a.
- Kamaz Gasket with Electrical Controls Rs. 12 Crs. p.a.
- Cummins Beagle CHG Rs. 11 Crs. p.a.
- Escort Kubota CHG Rs. 9 Crs. p.a.

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 H1FY24 Stands at Rs. 4.73 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





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



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

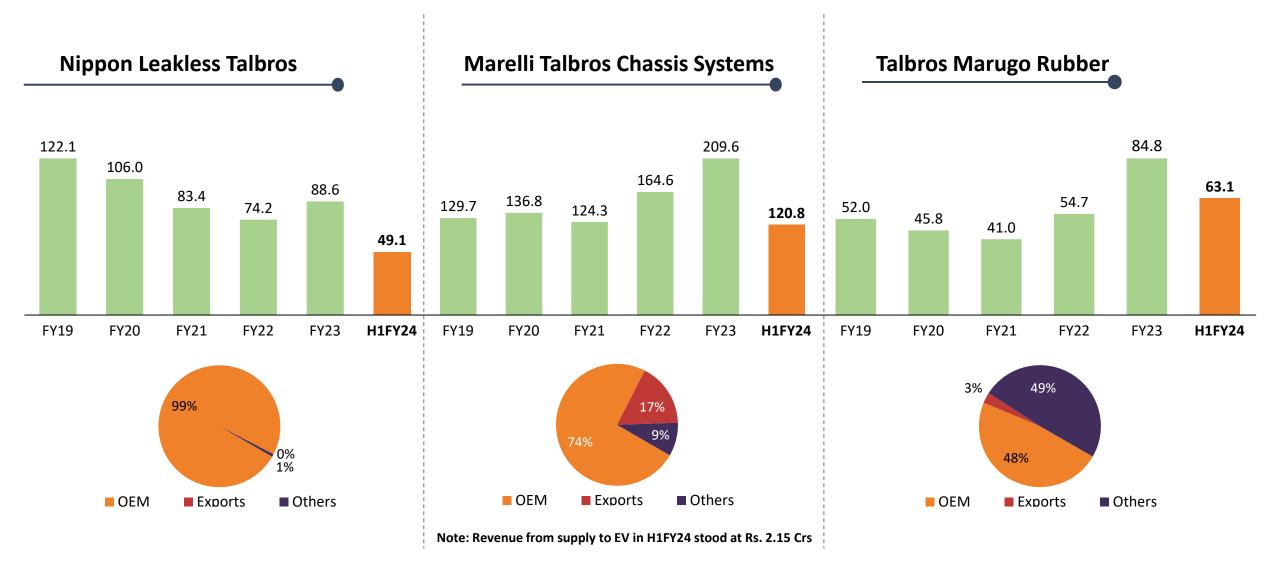


Talbros Marugo Rubber Pvt. Ltd. (TMR)

- 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

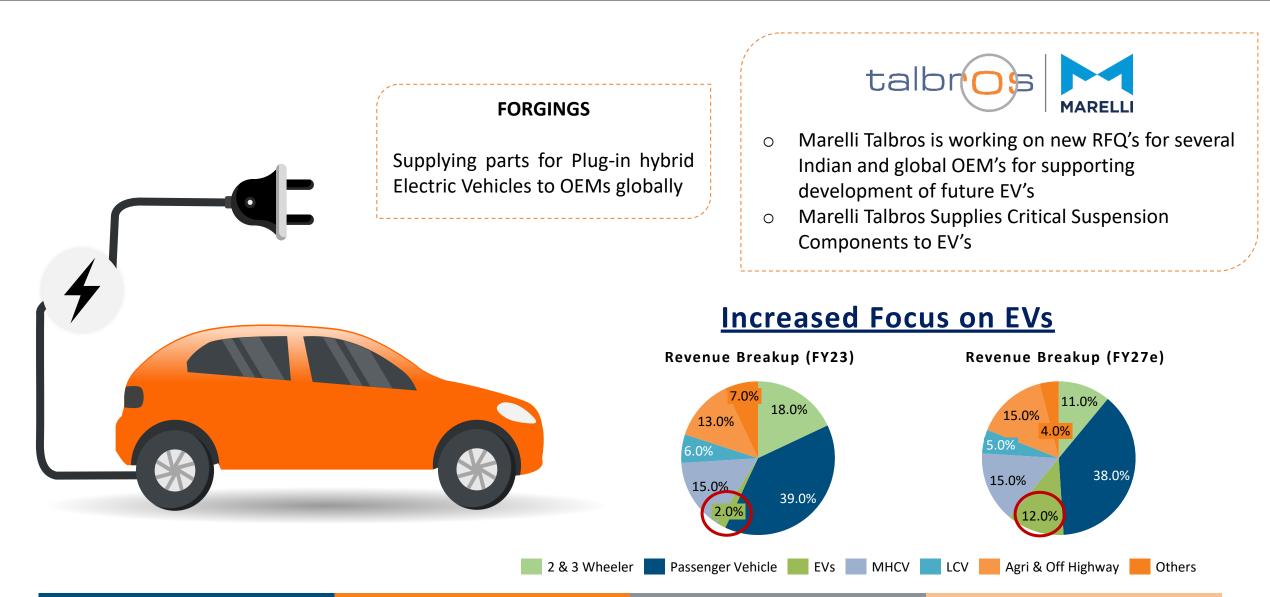
JV's Performance Highlights - Total Income from Operations















	Utilization Levels (FY23)	Addl. Capex to reach Revenues of FY27e	
Gasket & Heat Shield	85%	Rs. 50 Crores	To be funded by Internal Accruals
Forgings	77%	Rs. 60 Crores	Capex of Rs. 25-30 Crs. per annum
Marelli Talbros Chassis Systems* (MTCS)	73%	Rs. 80 Crores	These amounts will
Talbros Marugo Rubber** (TMR)	AV – 85% Hose – 80%	Rs. 10 Crores	be funded by respective Companies through internal accruals and some
Nippon Leakless Talbros^ (NLT)	65%	Rs. 5 Crores	borrowings

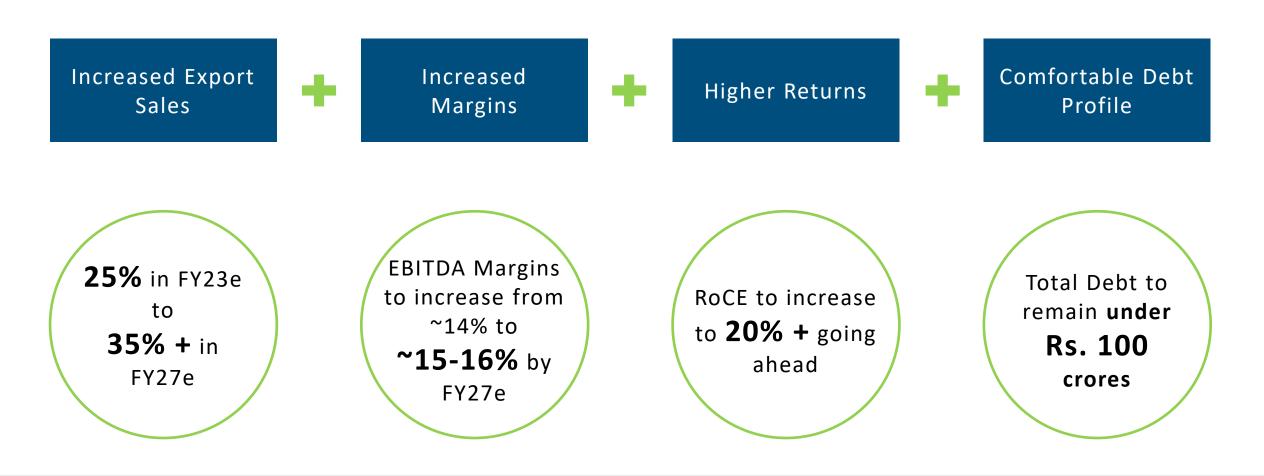
 * MTCS is a 50% Joint Venture with Marelli Suspension Systems SpA

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

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







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 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. Akira lijima

Managing Director – Nippon Leakless Talbros Pvt. Ltd.

He holds diploma in engineering and has experience of 15 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 29 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.

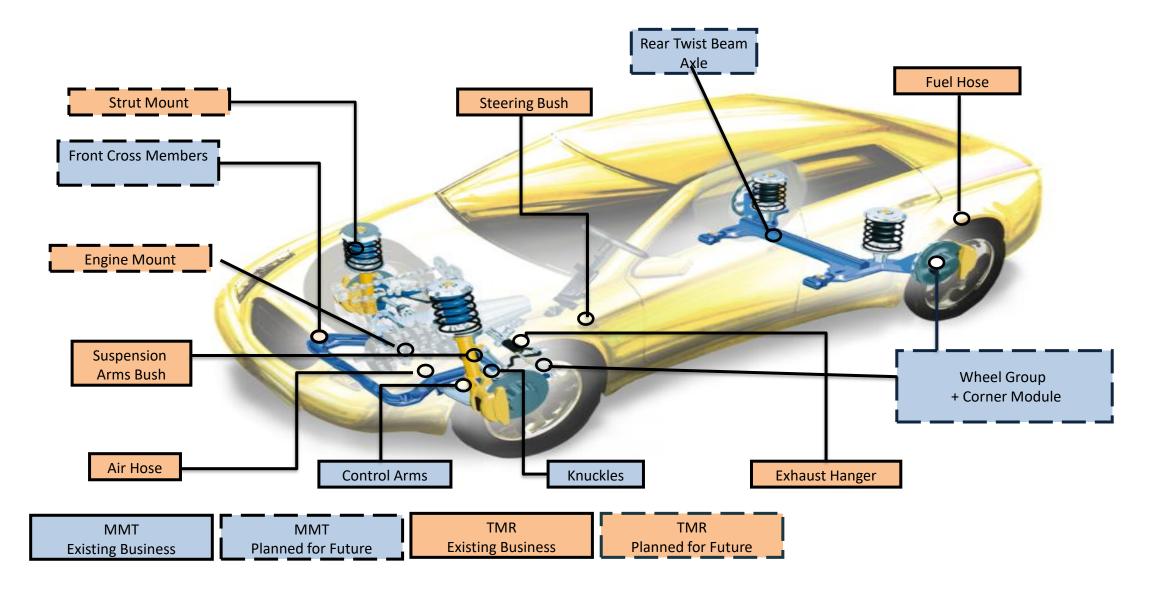
Mr. Ashish Gupta

CEO – Magneti Marelli Talbros Chasis System Pvt. Ltd.

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

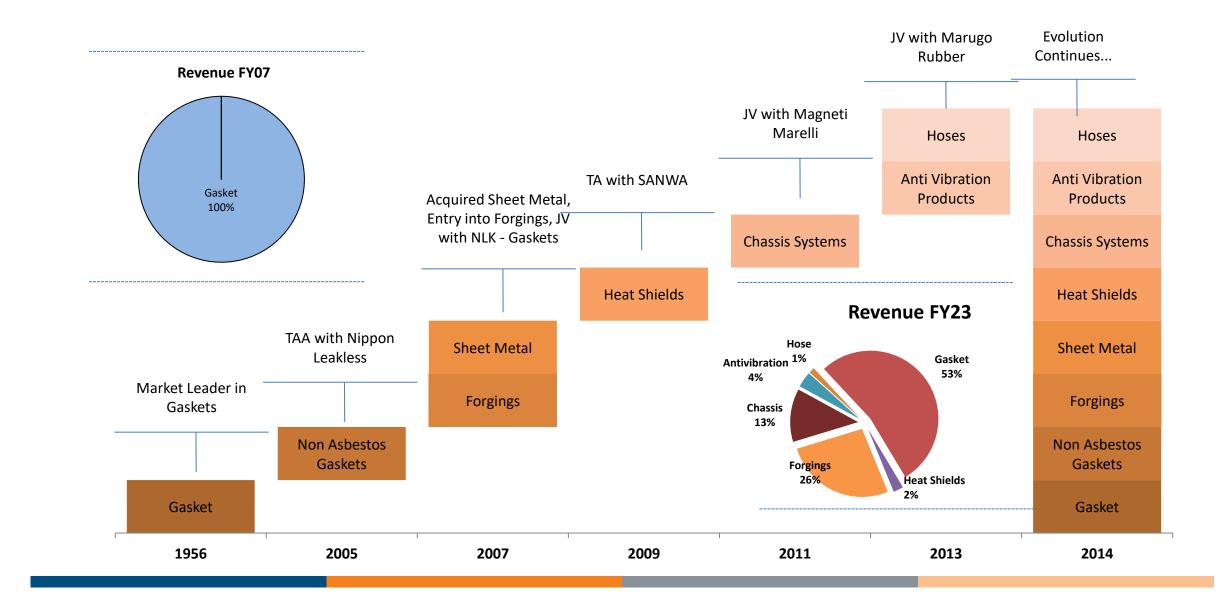














Diversified Customer - OEM







Customer Awards for Best Performances





ACMA Atmanirbhar Excellence Awards 2022



Award from Jaguar Land Rover for Gasket Business 2022



Award from Jaguar Land Rover for Forgings Business 2022



Quality improvement contest award – Kirloskar Oil Engines Ltd 2021

A. 10. 10.	JAGUAR
For the attention of Mr Smedu Shanna Tallers: Artemative Components Ltd Fordebod 121063 Judia	
XDVF0	
Feidey 13th August 2021	
Daw Mr Namas	
Subject: JLRQ Amaril	
system, we are pleased to inform you that y XDYPO meets /LRO requirements. To edu	Rever Limited's "ILRQ" supplier performance management our manufacturing sin Talleos Automotive Components Ltd - sordolge this addervanent, you will receive a /ILRQ confinate I of your accomplication real dedication to quality.
We congratulate Tallicon for this achievene the vehicles we produce.	nt and appreciate the results of your efforts in the quality of
anabling fair facility to schieve /LEO. We	minion to your employees, whose hard work is critical in oik that you minimer to all employees that 70.800 is not the lowering contanions improvement and apporting the premium
Yoses sincerely	
KREP KENSTOR &	Ardian Fordere
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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



ACMA 16th Quality Circle Competition 2019



HR Association India Gold Award 2019



THANK YOU !

For further information, please contact:

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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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