



TALBROS
ENGINEERING

INVESTOR PRESENTATION MARCH 2019



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Talbros is a renowned brand in the India Auto Ancillary landscape. The Talbros Group consists of a handful of affiliated companies, each specializing in a single product line. Over the years the entities have evolved into standalone organizations, operated by separate leadership teams.

Company	Collaboration	Product
Talbros Engineering	-	Axle Shafts
Talbros Automotive Components	Nippon Leakless Corporation, Japan Federal Mogul Sealing Systems, USA	Automotive & industrial Gaskets, Gasket Materials, Heat Shields & NVH Solutions
QH Talbros	Affinia Corporation, USA Musashi Seimitsu, Japan	Steering & Suspension Components
Talbros Private	-	Automotive Rubber Cork Frames, Anti-Vibration Materials, Gaskets
Allied Nippon	Allied Nippon, Japan Brake, Hitachi Chemical	Brake Shoes, Brake Pad, Brake Linings
Super Seals India	-	Oil Seal, Wiper Blades, Automotive Timing Belts

Our head quarters cum primary manufacturing facility (Plant 1) is conveniently located 30 kms from the heart of New Delhi in Faridabad (Haryana), which in turn supports an arterial network of manufacturing facilities spread across 300,000 square feet in the surrounding region.

- **Plant-1** **Plot 74-76 Sector-6, Faridabad, Haryana** Corporate Office, Forging, Heat Treatment, Light Duty Axle Semi Float Machining Lines, Metallurgy Lab, Metrology Lab, Testing Centre
- **Plant-2** **Plot 35-38 & 57 Hathin, Haryana** Forging, Heat Treatment, Light & Medium Duty Axle Full Float Machining Lines
- **Plant-3** **Plot 77 Sector-68 IMT, Faridabad, Haryana** Heavy Duty Full Float Axle Machining Lines, Metallurgy Lab, Metrology Lab
- **Plant-4** **Plot 2-3 Napco, Mathura Road, Faridabad, Haryana** Tractor Semi Float Axle Machining Lines, Medium & Heavy Duty Full Float Axle Machining Lines
- **Plant-5** **Plot 2 SAIL, Sector-5, Faridabad, Haryana** Light Duty Semi Float Axle Machining Lines, Metrology Lab



CUSTOMERS





● **MR. RAJESH TALWAR**
(President)

- B.Tech, MS and MBA; > 40 year experience in Automotive and Engineering Industry



● **MR. TARUN TALWAR**
(Chief Operating Officer)

- BBA & MS University of Notre Dame, USA; Certified Public Accountant Illionis, New York; > 10 year experience in Automotive Industry



● **MR. ASHOK KUMAR**
(Vice Chairman)

- B Com; > 40 year experience in Automotive Industry



● **MRS. RUCHI JAIN**
(GM-Finance)

- B Com, FCA; > 17 years experience in the field of Accounting and Taxation matters.

Supplier to leading Indian OEMs

High Emphasis on Quality

Experienced Management Team

Strong Supply Chain Network

Increase in Production Capacity

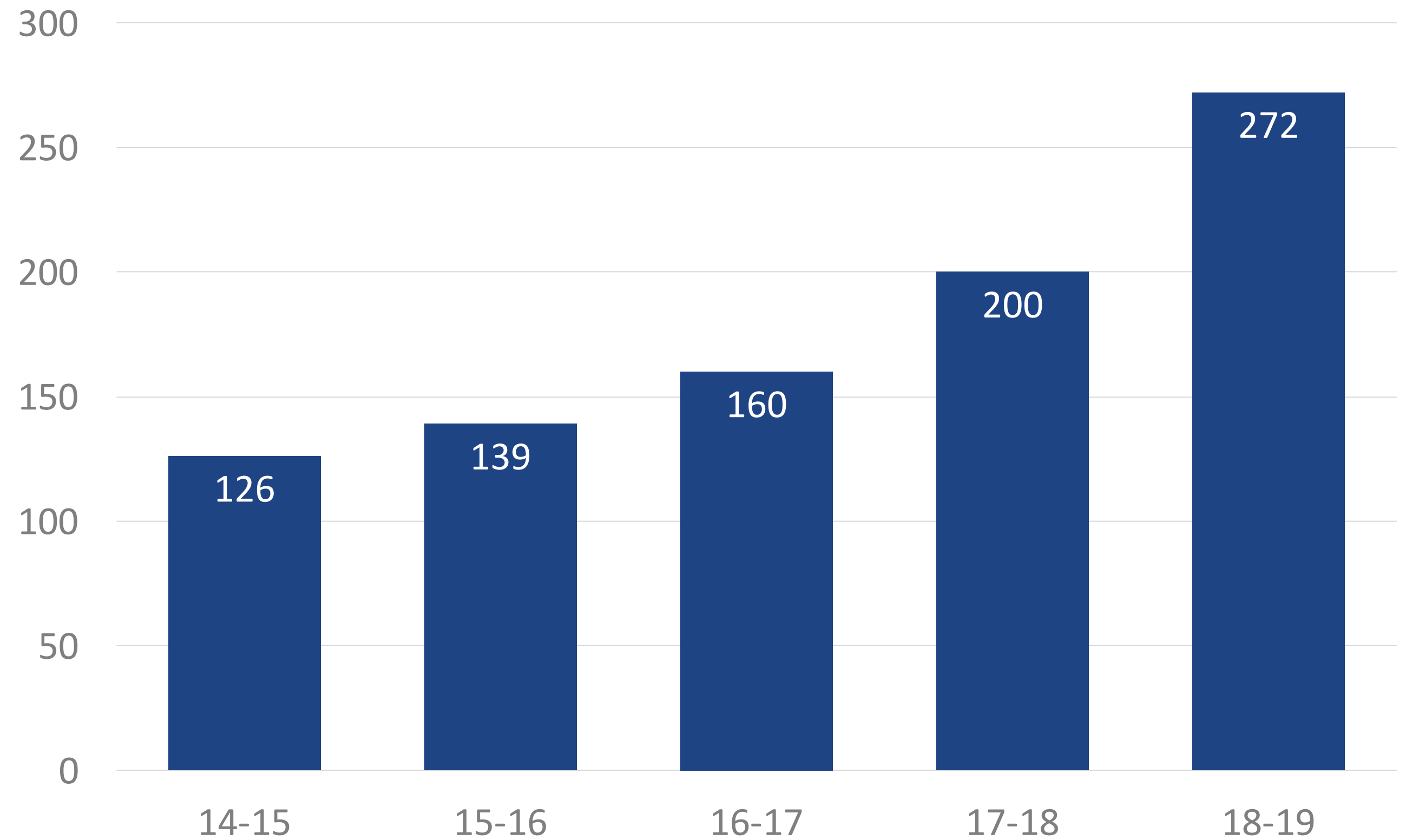
Strong Customer Relationships

Committed Plans for future growth

**Strong Technical support with in house R &
D Centre**

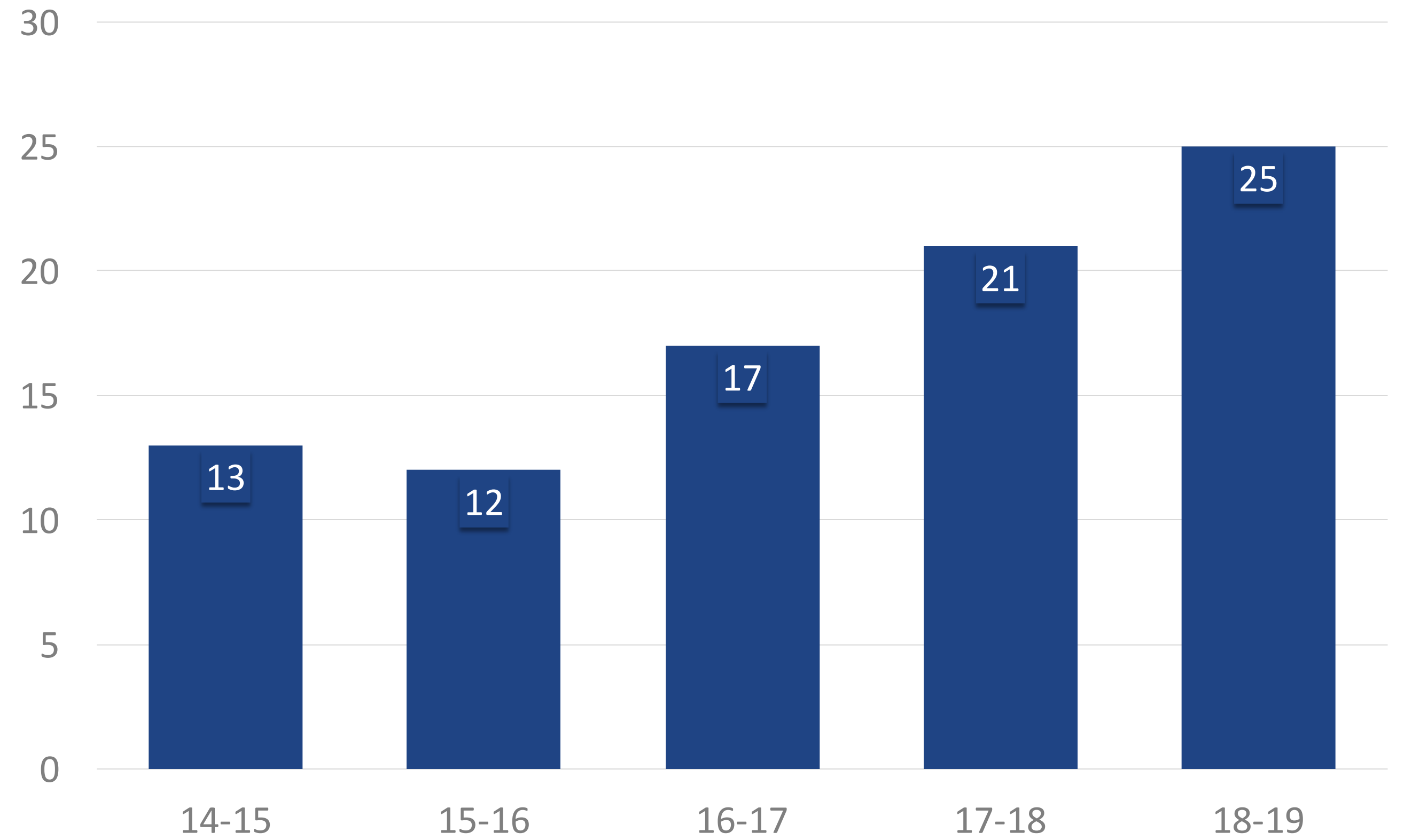
The company has seen its turnover more than double at a compounded annual growth rate of 17% over the last 5 years and expanded its installed manufacturing capacity to 3 million axle shafts per annum.

Sales (Inr Cr.)



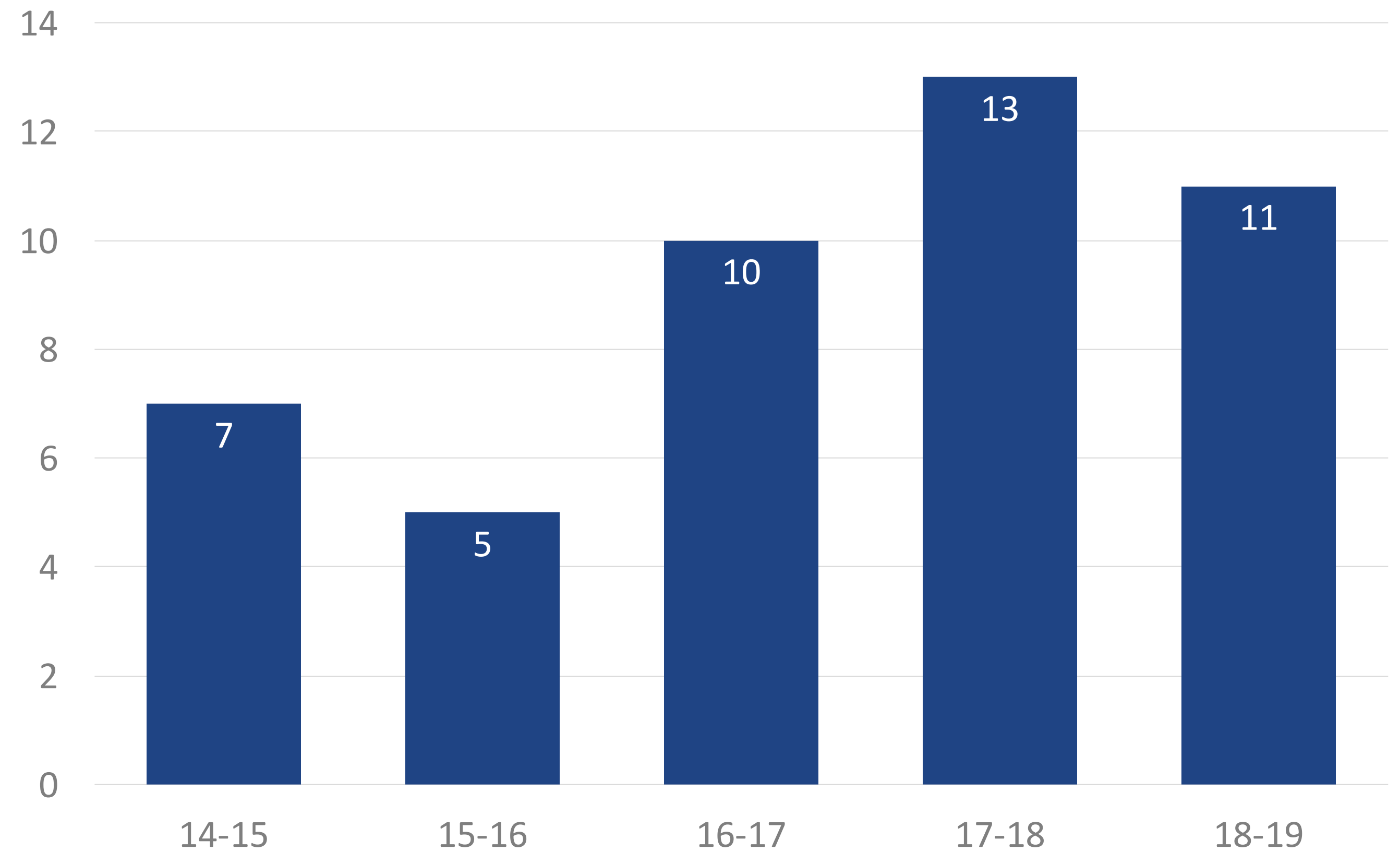
The company's EBITDA has grown in line with total turnover of the company at a similar growth rate.

EBITDA (Inr Cr.)



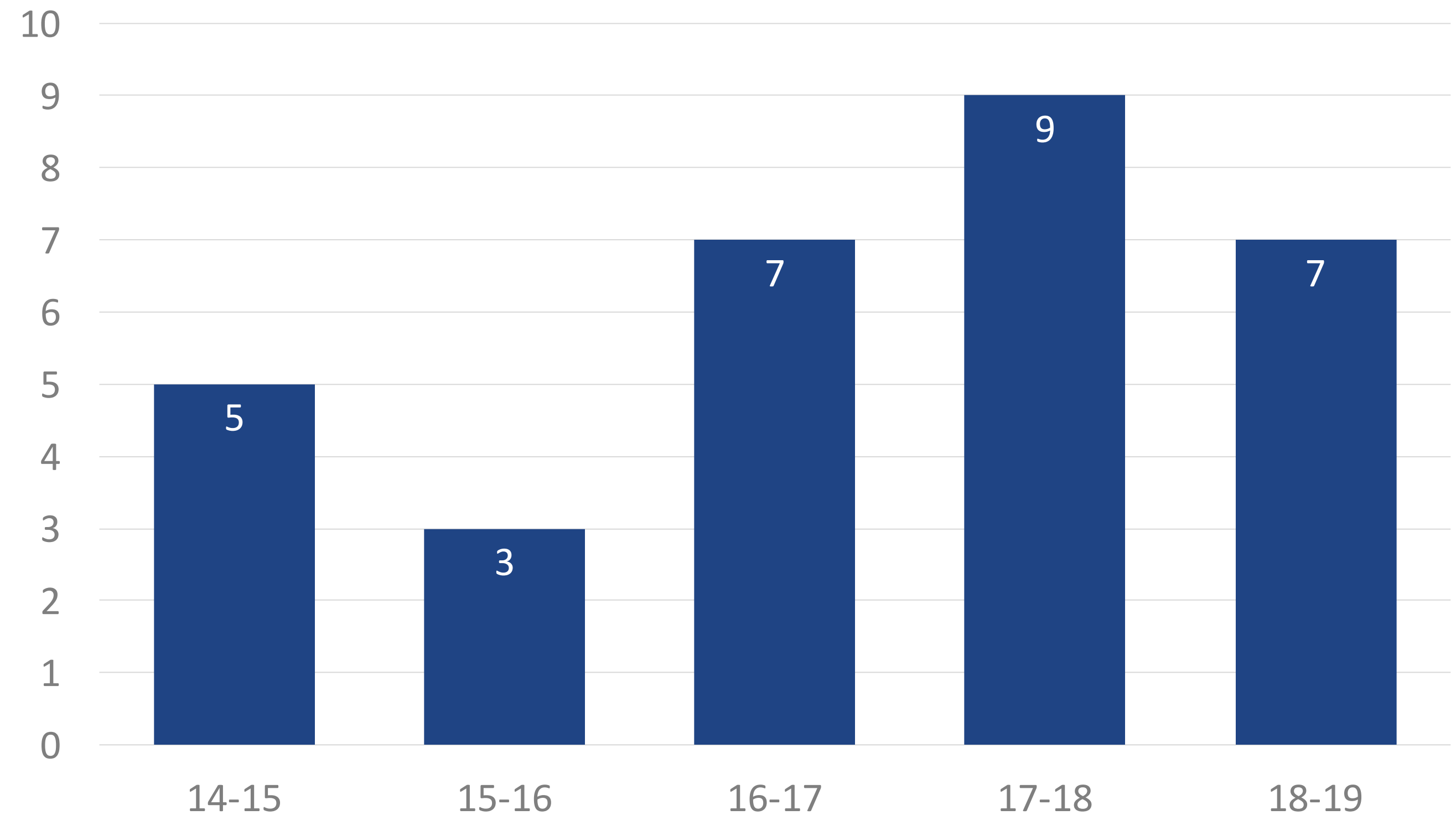
To support this high growth rate, the company has invested largely in CAPEX funded by debt. This in turn leads to higher interest & depreciation burden in the short term, thereby reducing PBT.

Profit Before Tax (PBT) (Inr Cr.)



To support this high growth rate, the company has invested largely in CAPEX funded by debt. This in turn leads to higher interest & depreciation burden in the short term, thereby reducing PAT.

Profit After Tax (PAT) (Inr Cr.)



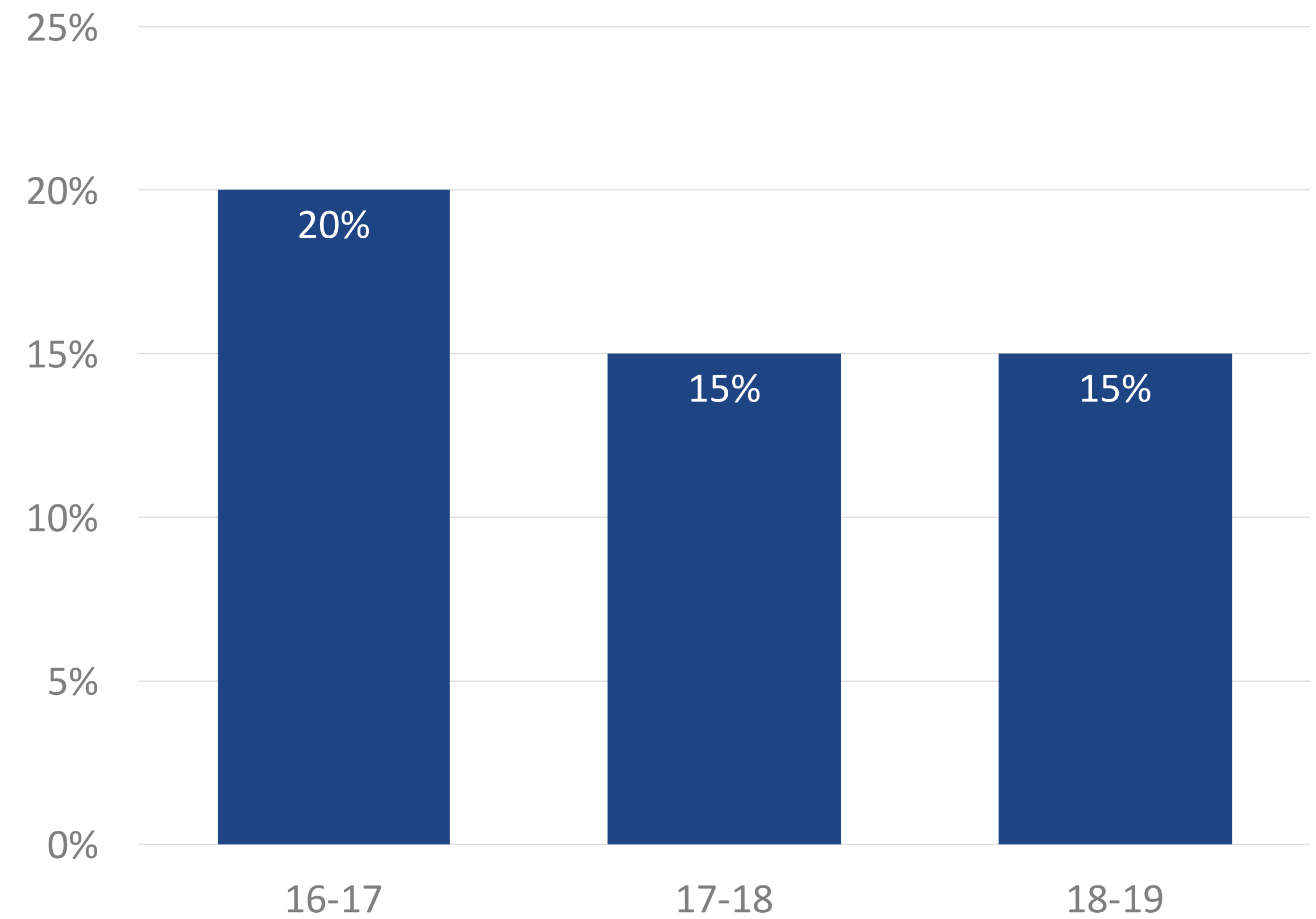
Particulars (Rs. in Lakhs)	FY 19	FY 18
Revenue from Operations (Net of Excise Duty & GST)	26,925	20,832
Cost of Material Consumed	14,212	9,519
Changes in Inventories	(950)	(508)
Employee Benefit Cost	2,132	1,833
Excise Duty	NIL	436
Other Operating Expenses	9,137	7,478
EBITDA	2,394	2,074
EBITDA (%)	8.89%	9.96%
Other Income	146	62
Depreciation	653	490
EBIT	1,887	1,646
EBIT (%)	7.01%	7.90%
Finance Cost	681	340
Profit Before Tax (PBT)	1,206	1,306
Exceptional Items	(77)	NIL
Tax	409	410
Net Profit	720	896
Net Profit (%)	2.67%	4.30%
Other Comprehensive Income	11	12
Total Comprehensive Income	731	908
EPS	14.41	17.88

Particulars (Rs. in Lakhs)	March 19	March 18
ASSETS		
Non-Current Assets		
Property, Plant & Equipment	6,578	5,325
Capital work-in-progress	1,485	797
Other Intangible Assets	29	31
Financial Assets		
- Investments	9	9
- Trade Receivables	3	-
- Long Term Loans and Advances	255	122
- Other Non Current Assets	302	155
Total Non-Current Assets	8,661	6,439
Current Assets		
- Inventories	5,185	3,667
- Financial Assets		
- Trade Receivables	4,308	2,868
- Cash and Cash Equivalents	135	183
- Other Bank Balances	12	11
- Loans	6	3
- Assets for Current Tax	30	115
- Other Current Assets	305	465
Total Current Assets	9,981	7,312
TOTAL	18,642	13,751

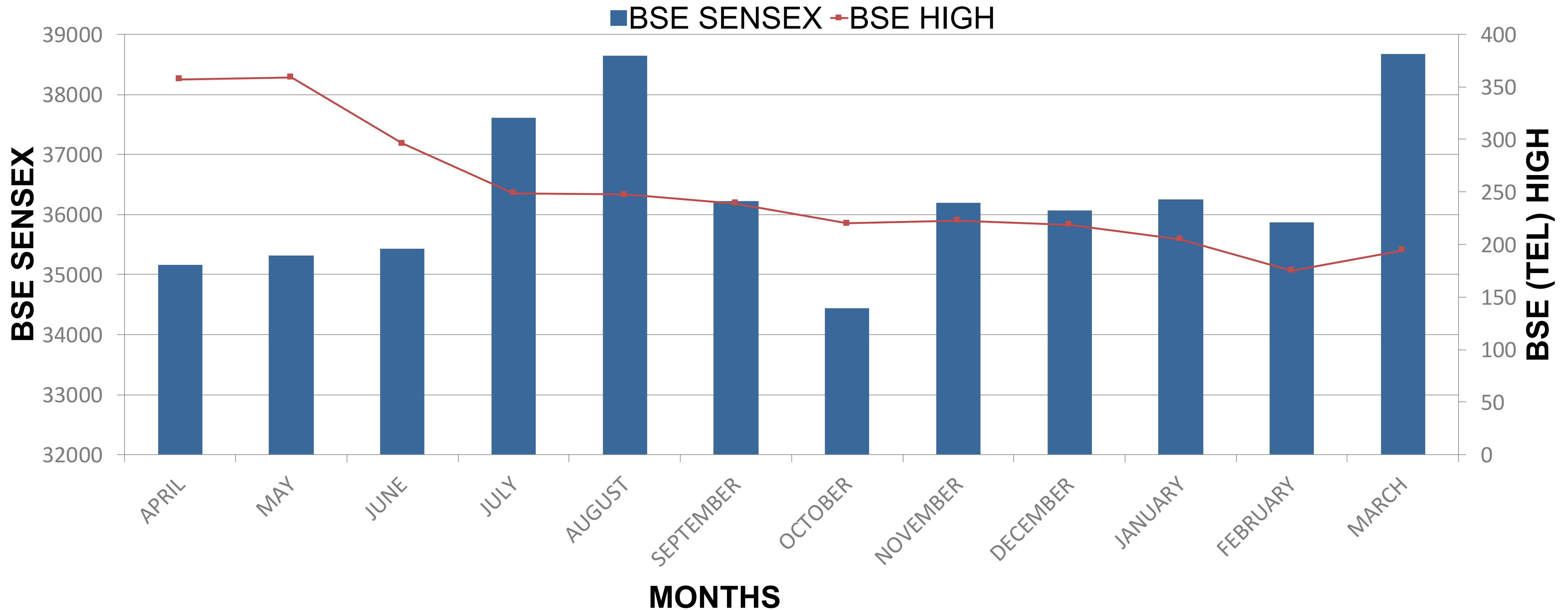
Particulars (Rs. in Lakhs)	March 19	March 18
EQUITY & LIABILITIES		
Equity		
Equity Share Capital	508	508
Other Equity	5,244	4,617
Total Equity	5,752	5,125
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
- Long Term Borrowings	3,253	2,460
Deferred Tax Liabilities (Net)	304	205
Long term Provisions	36	31
Total Long Term Liabilities	3,593	2,696
Current Liabilities		
Financial Liabilities		
- Short Term Borrowings	4,004	2,391
- Trade Payables	3,165	2,020
Other Current Liabilities	2,090	1,484
Short Term Provisions	38	35
Total Current Liabilities	9,297	5,930
TOTAL	18,642	13,751

FY 19 Dividend of Rs. 1.50 per share is pending for approval by the shareholders at an Annual General Meeting.

As % of Face Value (Rs. 10)



BSE SENSEX VS. BSE (TEL) HIGH FOR THE YEAR 2018-19



T H A N K Y O U

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