

Talbro Automotive Components Limited

Q3 & 9M FY21 Results

5th February 2021, Haryana: Talbro Automotive Components Limited, announced its un-audited financial results for the quarter ended 31st December 2020.

- Total Income from Operations stood at Rs.132.1 crores in Q3 FY21, 35.6% growth compared to Rs. 97.4 crores revenue in Q3 FY20. The company has continued momentum of achieving double digit Revenue growth on sequential basis.
- Reported EBITDA of Rs. 21.1 crores in Q3 FY21 as against Rs. 11.7 crores in Q3FY20. Despite partial rollback of costs saving initiatives, EBITDA margins grew 399bps Y-o-Y on account of higher utilization of capacities and better product mix.
- Marelli Talbro Chassis Systems Pvt. Ltd., JV signed multi-year order with Large European Car Manufacturer, supplies will begin in Q1FY22.
- During the quarter, the Company entered in a Technical Assistance Agreement with its Japanese partner 'Sanwa Packing Industry Co. Ltd' for light-weight aluminum heat shields for Indian markets.

Financial Highlights — Q3 & 9MFY21:

Particulars (Rs. Crs) (Consolidated)	Q3 FY21	Q3 FY20	Y-o-Y	9M FY21	9M FY20	Y-o-Y
Total Income from Operation	132.1	97.4	35.6%	286.6	293.7	-2.4%
EBITDA	21.1	11.7	80.6%	40.0	34.2	16.8%
EBITDA Margin	16.0%	12.0%	399bps	13.7%	11.5%	219bps
Profit After Tax	10.6	4.3	144.2%	11.7	11.9	-1.9%
Profit After Tax %	8.0%	4.4%	355bps	4.0%	4.0%	-

Operational Highlights — 9MFY21:

Domestic Sales Break Up			
	9MFY21	FY20	FY19
2&3 Wheeler	38%	28%	32%
Passenger Vehicle	26%	38%	23%
MHCV & LCV	20%	20%	35%
Agri and Off Loader	11%	8%	7%
Others	5%	6%	3%
Total	100%	100%	100%

Commenting on the performance Mr. Anuj Talwar, Jt. Managing Director, Talbro Automotive Components Limited said, "I am pleased to share the current quarter results of Talbro group today. We had started off the year at lower pace amidst pandemic, while in the 3rd quarter, we have achieved highest ever revenue numbers with over 35% growth YoY and remarkable EBITDA margins despite rollback of certain costs.

We have grown faster than the Industry. We are moving towards the road of evolution gradually. From 20% exports in FY 20, we have reached 24% level in current fiscal. We aim to increase export to 30% in next 5 years.



We appreciate measures taken by Government to support the industry. PLI scheme will add up to our margins with increased exports. Long awaited scrappage policy for government and PSUs and addition of voluntarily scrappage of vehicles for private sector will boost up the demand of automobiles.

We have vast experience in exports, and our technological partnerships are adding up marquee clientele to our portfolio. We remain positive on our path to recovery with addition of multiyear orders to our company.”

About Talbro's Automotive Components Limited:

Talbro's Automotive Components Limited., the flagship manufacturing company of the Talbro's Group was established in the year 1956 to manufacture Automotive & Industrial Gaskets in collaboration with Coopers Payen of UK. Today Talbro's stands proud and tall as a mother brand of gaskets, chassis, rubber products and forgings in India. Talbro's Group portfolio also includes Mercedes Benz dealership for passenger cars.

TACL together with JV alliances has 8 manufacturing facilities at Haryana, Uttarakhand, and Maharashtra along with one materials division in Gurgaon and R&D technology center at Faridabad. The facilities are equipped to design, develop and manufacture products as per customer requirements competitively. The company has technical collaborations with Nippon Leakless Corporation – Japan and Sanwa Packaging – Japan.

Few of the marquee customers includes Bajaj Auto, Tata Cummins, Volvo Eicher India, Ashok Leyland, Escorts Group, Force Motors, Hero MotoCorp, Honda, Hyundai, John Deere, Mahindra & Mahindra, Maruti Suzuki, Suzuki, TAFE, Daimler India, Tata Motors, Simpsons, Carraro, Dana, Musashi, Spicer, GE and QH Talbro's besides a robust distribution network in the aftermarket.

For more information, please visit www.talbro's.com

Safe Harbor: This document may contain forward-looking statements about Talbro's Automotive Components Limited & its subsidiaries, which are based on the beliefs, opinions, and expectations of the company's management as the date of this Investor release and the companies do not assume any obligation to update their forward-looking statements if those beliefs, opinions, expectations, or other circumstances should change. These statements are not the guarantees of future performance and involve risks and uncertainties that are difficult to predict. Consequently, readers should not place any undue reliance on such forward-looking statements.

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