



SEC: 152

Date:31.03.2016

General Manager- Corporate Services
BSE Ltd.
Floor 25, P.J.Towers
Dalal Street,
Mumbai - 400 001

Manager Listing
National Stock Exchange of India Ltd.
Exchange Plaza
Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051

The Calcutta Stock Exchange Ltd.
7, Lyons Range
Kolkata - 700 001

Scrip Code: 505854(BSE) / TRF(NSE) / 10030045(CSE)

Dear Sir(s),

We are enclosing herewith a Press Release on Performance Highlights, Achievements & Challenges Going Forward (FY 2015-16)

This letter may please be treated as the information pursuant to Regulation 30(6) of the SEBI (Listing Obligations And Disclosure Requirements)Regulations, 2015 .

Please acknowledge receipt.

Thanking you,

Yours faithfully,
For TRF LIMITED

(Tarun Kumar Srivastava)
Company Secretary

Encl: As above

CIN:L74210JH1962PLC000700

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Press Release

**Performance Highlights, Achievements & Challenges Going Forward
(FY 2015-16)**

BULK MATERIAL HANDLING BUSINESS

Performance Highlights:

- Focus on Product business enabled procuring orders for a value of over Rs 320 Crores
- Works Production of Rs 280 Crores achieved
- Successful Closure of Projects like Aravali & Mauda enabled collection of money over Rs 50 Crores.

Achievements:

- TRF continues to be the most preferred supplier of Wagon Tippers
- Design & development of automatic water scraper for Kalinganagar project of Tata Steel
- Four numbers of TRF make India's largest capacity (2000 TPH) Ship unloaders have been put into operations.
- Several new products such as Smooth Double Roll Crusher, Rotary Breaker 14'x28' & Ring Granulator of 2450 TPH have been developed.
- Application for patent for four equipment has been submitted.

Challenges Going Forward:

- Market conditions
- Developing & improving revenues from Operations and Maintenance & Spares business
- Strengthening engineering & execution capability for Port & Yard equipment to seize the opportunities in the marketplace.

HEWITT ROBINS INTERNATIONAL LTD. (HRIL)

Performance Highlights:

- Developed & supplied foundry equipment with largest ever single deck of capacity 120 Tons at £500,000.000
- Investment in new paint facilities helped increase operational efficiencies.

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A TATA Enterprise



Challenges Going Forward:

- Stagnant Industry
- Increasing competition from new market entrants and renewed market focus from the big three multinationals on the screening business.

AUTO APPLICATION BUSINESS

Adithya Automotive Application (AAA)

Performance Highlights:

- New Product Developed: 18 CuM Tipper on TATA LPK 3138 Chassis.
- Quality Management system Certification & Recognition: ISO / TS 16949:2009 Certification obtained.

Challenges Going Forward:

- Increase business share with newer Product mix.
- Improve annual business from present 4000 units to 5000 units (25% growth).

York Transport Equipment (YTE)

Performance Highlights:

➤ INDIA

- Achieved the highest sales turnover of Rs 235 Crores. Market share increased to 30% with York continuing as the industry leader.
- York India was certified “One Star Export House” by the Ministry of Commerce and Industry.

➤ CHINA

- Set up a new manufacturing plant at Huangdao in Qingdao in 2015, consolidating the previous facilities at Shanghai and Qingdao, thus bringing in substantial savings. Further, with this facility the company is in a better position to address demand for York axles in China.



Challenges Going Forward:

- Market demand continues to be poor in all resource based economies where York has strong presence, due to low commodity prices. This impacted sales in 2015/16 and may continue to hamper growth in 2016/17.

DUTCH LANKA TRAILERS (DLT)

Performance Highlights:

- Re-engineered the entire RORO range of trailers to compete with Chinese /Polish brands
- Strengthened marketing in promising Road Trailer markets of Myanmar, Qatar and Nigeria

Challenges Going Forward:

- Become a supplier of choice
- Re –engineer operations to reduce cost & improve market share

Tata International Ltd – Dutch Lanka Trailers Manufacturers (TIL-DLT)

Performance Highlights:

- Increased Turnover by 24% over previous year. Executed 72% sales in open market, directly to end customer.
- New Plant at Ajmer set up to tap Rajasthan market, which is the biggest trailer market in India. Assembly line started in Jamshedpur to meet the demands of Eastern market.
- Developed new products : 3 Axle Truck Chassis Carrier, Tip Trailers 36 & 40 CuM, Car Carrier, Mega Loader & Canopy.
- Expansion of Sales & Service network across India to acquire new customers.

Challenges Going Forward:

- Increase market share with improved product mix.
- Win customers from unorganized sector.

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