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Date : 31.03.2017

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

Manager Listing
National Stock Exchange of India Limited
Exchange Plaza, Bandra-Kurla Complex
Bandra (East)
MUMBAI – 400 051

General Manager
The Calcutta Stock Exchange Ltd.
7, Lyons Range
KOLKATA - 700 001

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

Dear Sir(s)/Madam,

Sub : TRF's Performance highlights of FY 2016-17

We are enclosing herewith Performance Highlights of FY 2016-17 of the Company and its subsidiaries & associate companies for your information and records.

This is in compliance with Regulation 30 of the Listing Regulations.

– Thanking you,

Yours faithfully,
For TRF LIMITED

(Tarun Kumar Srivastava)
Company Secretary

Encl : As above

CIN:L74210JH1962PLC000700

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TRF LIMITED

Press Release

**Performance Highlights & Challenges Going Forward
(FY 2016-17)**

BULK MATERIAL HANDLING BUSINESS

Performance Highlights:

- Focus on Spares and Services enabled record order booking of over Rs 100 cr
- Successfully completed PG test for major projects such as 2000 TPH Ship un-loaders and Coal handling plant
- Successfully Manufactured 140 T Barrel Reclaimer (Length: 36 meter, Diameter: 5 meter) at TRF Works for the first time
- Developed new products such as Flip Flop screen, Travelling Plough feeder and Ring Granulator (2800 TPH)
- Submitted application for 3 patents

Challenges Going Forward:

- Tepid Growth in Capital Goods sector
- Delay in finalization of orders
- Packaging strategy adopted by customers
- Completion of PG test and collection of dues

Hewitt Robins International (HRIL)

Performance Highlights:

- Achieved £250,000 of orders from Tarmac
- Increased Gross margin to 40% from 24% in 2016
- Implemented integrated finite element modeling and validation testing for equipment

Challenges Going Forward:

- Product mix and diversification
- Mature market conditions leaving little room for growth

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AUTO APPLICATION BUSINESS

Adithya Automotive Application (AAA)

Performance Highlights:

- Achieved best ever revenue of over Rs 100 cr
- Developed 14 CuM Moon Tipper on TATA LPK 2518 G-750 Chassis & 12 CuM Tipper on TATA Prima LX 2523 K Chassis
- Entered into Tipper Export Business
- Obtained ISO 14001:2015 & BS OHSAS 18001:2007 certification

Challenges Going Forward:

- Increasing business share with un-favorable product mix
- Improving annual business from present 5000 units to 5750 units (15 per cent growth)

York Transport Equipment (YTE)

Performance Highlights:

India:

- Introduced York tyre inflation system in collaboration with PSI from USA, for better fuel efficiency and safety in trailers
- York Axles in conjunction with leading trailer manufacturers in India received ARAI AIS 113 approval
- First company to receive ARAI approvals for Kingpins and Landing legs

Others:

- Developed new heavy duty disk brake trailer Axle for Australian market
- Received approval on Performance Based Standards (PSB) for York Axles fitted mining trailers in South Africa

Challenges Going Forward:

- Volatile commodity markets, Geo-political uncertainties and pace of China Infrastructure and Industrial growth

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Dutch Lanka Trailers (DLT)

Performance Highlights:

- Increased Bangladesh market share to 55%
- Strengthened marketing in promising Road Trailer markets of Myanmar, Qatar and Nigeria

Challenges Going Forward:

- Becoming a supplier of choice
- Re-engineering operations to reduce cost & improve market share.

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

Performance Highlights:

- Set up a new plant for Car Carrier, Tractor Carrier with production capacity of 1200 carriers per annum
- Received TS certification for WAKI plant, first by a trailer manufacturer in India
- Received "Apollo Commercial Vehicle Award" for manufacturing double deck tractor carrier

Challenges Going Forward:

- Increasing market share with improved product mix
- Gaining customers from unorganized sector