



SEC: 152

Date: 02.04.2018

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/Madam,

Sub: **Update on key highlights of TRF and its subsidiaries**

Pursuant to SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching update on key highlights for FY 2017-18 of TRF and its subsidiaries for the information and records.

Thanking You,

Yours Faithfully,
For TRF Limited

A handwritten signature in blue ink, appearing to read 'Tarun Kumar Srivastava'.

Tarun Kumar Srivastava
Company Secretary

Encl: As above

CIN: L74210JH1962PLC000700

Profile

Established in 1962, TRF is a pioneer in solutions for bulk material handling equipment and systems, and automotive applications.



TRF Works at Jamshedpur

Business Units and Segments

- Bulk Material Handling Business:** The Bulk Material Handling Business introduced Life Cycle Services which achieved an order load of above Rs 90 crore. TRF secured orders for six sets of Wagon Tippers and Side Arm Chargers – the highest in a financial year. The Company manufactured the newly designed Load Haul Dumpers for underground coal mining. It also supplied and commissioned the improved Travelling Plough Feeders. Challenges ahead include sustaining market share, limited Financial resources, managing project delivery performance, harnessing technological innovations and solutions, building capability in a VUCA paradigm.
- Hewitt Robins International Ltd (HRIL):** The UK-based subsidiary achieved a single order worth £274,000 from Tarmac Buxton, which enabled it to exceed its revenue target for the year from equipment sales by 14% and from spares & service by 25%. HRIL also reduced its warranty costs by 30%. A test facility established during the year enabled product development, while the successful manufacture of Flip Flow Screen Girder buoyed opportunities for growth.

External factors pose the greatest challenge going forward due to the adverse impact of Brexit on GBP and aggregate sector growth expected to remain tepid. Delays in projects and slow replacement market is expected to impact sales and spares.
- York Transport Equipment (YTE):** Best ever revenue of over USD 80 mn was achieved by YTE, which introduced six new products including New Light Weight Air Suspensions, Fabricated Mechanical Suspensions and Agricultural un-braked Axles in India during the year. It received AIS 113 approvals for more than 30 trailers in India, and rapidly increased its market share from 30% to 36% in the country.

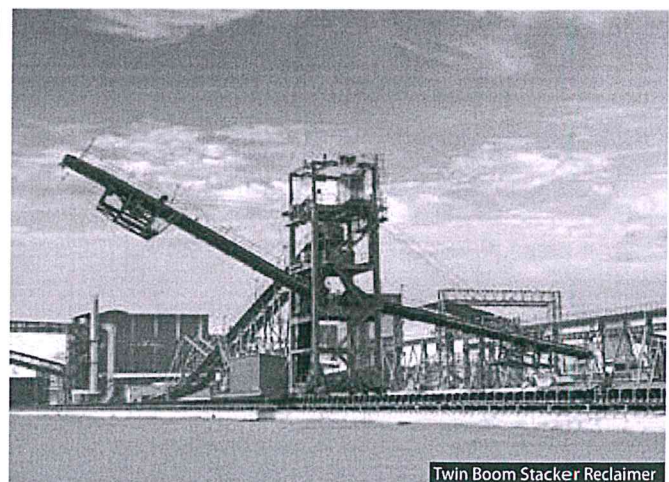
The impact of the rise in steel prices in China on margins remains a key challenge. Other risks include lower prices being maintained by competition despite increase in input cost, impact on supplies due to closure of casting units in China with the imposition of stringent environment regulations and slowdown in economies of Middle East countries.
- Dutch Lanka Trailers (DLT):** The Sri Lankan company developed a stainless steel tanker, 70t terminal trailers with fabricated main beam and 50t customised low bed trailers during the year.

It expects aggressive competition from Chinese players, delay in the expansion of key projects in the Middle East and challenges posed by adoption of Automated Guided Vehicles by large ports.
- Tata International Ltd - Dutch Lanka Trailers Manufacturers (TIL-DLT):** Best ever revenue of over Rs 300 crore was reported during the year on the back of an increase of 25% in FBV (Fully Built Commercial vehicle) sales to Tata Motors Ltd and the start of FBV business with Ashok Leyland.

Delays are expected in the implementation of trailer code (AIS 113). This along with an increase in steel prices and capacity constraints in meeting market demand pose challenges for it.



Wagon Tippler



Twin Boom Stacker Reclaimer

To know more visit : www.trf.co.in