



Touching Lives.
Moving India.

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Forward looking Statement

This report contains forward-looking statements, which may be identified by their use of words like 'plans', 'expects', 'will', 'anticipates', 'believes', 'intends', 'projects', 'estimates' or other words of similar meaning. All statements that address expectations of projections about the future, including but not limited to statements about the Company's strategy for growth, product development, market position, expenditures and financial results, are forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised. The Company's actual results, performance or achievements could thus differ materially from those projected in any such forward-looking statements. The Company assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent developments, information or events. The Company has sourced the industry information from the publicly available resources and has not verified those information independently.

Touching Lives. Moving India.

At Triton, we recognise that the products we manufacture silently play an important role in the safety of our customers. This motivates us to strive for perfection in everything that we do. Our products perform safely and efficiently in every type of vehicle from mopeds, scooters and motorcycles to passenger cars, trucks, earthmovers and even aircraft. Our valves play a critical role in tyre inflation ensuring that vehicles are able to perform safely and with control.

At Triton, business will always be more than just achieving growth by the numbers.

Our goal is to touch lives to move India and its people towards a better tomorrow.



Find the online version of this report at
www.tritonvalves.com

About the Company



Triton Valves Limited is the largest manufacturer of automotive tyre valves in India. The Company was incorporated in 1975 by its visionary founder M.V. Gokarn with the vision of establishing a world-class manufacturing facility in India. Steered by this vision, the Company has been manufacturing tyre valves and cores for a wide range of automotive applications.

The Company's state-of-the-art manufacturing facility and R&D Centre are located in Mysore. The Company is certified for the ISO/TS 16949 Quality standard, the ISO 14001 Environment Management standard and the BS OHSAS 18001 Occupational Health and Safety standard. Triton has a team of highly qualified and experienced professionals who have earned the trust and respect of customers across the globe.

The Company supplies valves to both the tyre industry and the vehicle manufacturing industry and has a commanding presence in the domestic market. Triton valves are also exported to North America, Latin America, Africa, Asia Pacific and the Far East.

Competitive Strengths

Triton's reputation for quality, delivery and customer service have earned it the trust of leading Original Equipment Manufacturers (OEMs). Philosophies like 'get it right the first time', 'zero-defect' and 'customer comes first' are a way of life for the Company and have enabled it to carve a market leadership position in every segment that it operates in. Further, the Company enjoys a distinct advantage in the market due to its superior technology, large installed capacities in all product categories, competitive pricing and approvals from almost every tyre and vehicle manufacturer in the country. These strengths can be leveraged to further widen the customer base, increase the product offerings and improve the Company's overall performance.



Our Vision

Our vision is to set global benchmarks of excellence in every aspect of business.



Our Mission

We don't just manufacture tyre valves. Our greater cause is safety in the movement of people and goods in india.

Product Portfolio

Valves

Cores

Service Tools

Adapters & Plugs

Accessories

AC Products



Our Values

PEOPLE

At Triton, we have travelled many a mile on the rough road to success. But we have raced past every frontier and milestone, riding on the unparalleled strength of our people. As the most important force of our business, we have always endeavoured to respect and empower them, thereby bringing out the best in each.

CRAFTSMANSHIP

At Triton, the spirit of craftsmanship is at the heart of all that we do. Paying attention to the smallest details and being meticulous and thoughtful in our daily activities means that our valves and cores are precision-crafted products.

EXCELLENCE

We have an innate desire to excel in whatever we do, however small or big the task maybe. Always on the trail of newer frontiers and benchmarks, philosophies like 'get it right the first time', 'zero-defect' and 'customer comes first' are a way of life with us.

PASSION

We wear the Triton badge on our hearts and it is this passion that allows us common people to attain uncommon results every time. Team Triton has always been about coming together, sharing together, working together and succeeding together.

CUSTOMER SUCCESS

At Triton, we don't aim to merely satisfy our customers. It is the success of our customers towards which we strive. We truly believe that our customers' success is our own.

ETHICS

At Triton, uncompromising ethics is rooted in our very DNA. We are committed to being transparent, fair, and honest, and we work with the highest level of integrity with respect to our people, the environment, and society at large.

JOY OF LIFE

The smiles on customers' faces, the thrill of solving a problem, and the sheer joy of success: At the end of the day, enjoying what we do is why we go to work. We strive to build an ecosystem called Triton based on this joy of life.



At Triton, business means more than creating profits; it is about creating shared value.

Driven by this conviction, our business operations are conducted in a manner to positively impact the lives of all those whom we connect with. The continual endeavour is to promote safety and the well-being of our customers and employees, build mutually beneficial relationships, nurture vibrant communities and support a healthy environment.



END CONSUMERS

Our valves, which are used in tyres of vehicles of all sizes - from motorcycles and scooters to heavy-duty trucks and even aircraft, are of the highest quality and made to exacting standards of precision. This ensures reliable performance and superior endurance, which in turn means that passengers can travel safely, every day, every time.

CUSTOMERS

At Triton, we truly believe that our customers' success is our own. Through the four-pronged strategy of high quality focus, robust product portfolio, customer service and delivery, we meet the diverse requirements of our customers. Our sharp focus on meeting their evolving needs and ensuring impeccable quality at all times has earned us the trust of leading OEMs in the tyre and automobile industry. Further, we are committed to excellence, not just in the products we make, but also in the various processes used across the organisation. This enables us to drive cost and operational efficiencies, thereby delivering greater value for our customers and for our business.

PEOPLE

We have been able to capitalise on the opportunities in our industry by riding on the unparalleled strength of our people. It is only fair that we power their progress as well. We empower growth through opportunities, training and skill development. We embrace harmonious labour relations, and believe in respecting the rights of all those who work for us, with us, and also those who serve us, on a day-to-day basis. Caring for the safety, health and wellness of our workforce is also a priority. As the most important force of our business, we remain committed to keep them engaged, satisfied and happy, thus creating a workforce that will contribute to an enriching tomorrow.

INVESTORS

We are grateful for the trust reposed in us by our investors and are committed to conduct business that delivers sustainable returns on investments. This is achieved by leveraging technology across our operations, with a strong focus on controlling cost and driving operational efficiencies. We also endeavour to maximise returns on investment by designing, developing and manufacturing our products in way that satisfy the needs of our customers. Our commitment to comply with the highest quality standards has enabled us to expand our presence in both the domestic and overseas markets. Our unrelenting focus on best practices has enabled us to reap business efficiencies, which in turn has translated to distributing dividends to our shareholders ever since the inception of our Company.

COMMUNITY

At Triton, we firmly believe progress is permanent only when everyone moves forward. This is manifested in our flagship CSR initiative Unnati.

Unnati aims to make a positive impact in the communities surrounding our plant in Mysore by improving the quality and access to education for under-privileged children. Aligned to this objective, we have launched a number of initiatives aimed at improving infrastructure and the quality of learning imparted to children in the local Anganwadis and government primary schools. Some of the successful initiatives include building and maintenance of classrooms and toilets, skill development programmes for children and their mothers and organising extra-curricular activities and cultural activities for children.

We are also committed to the preservation of the environment. The Company regularly conducts tree planting activities and has contributed in creating awareness on solid waste segregation and management in the local community.

Letter To Shareholders



Dear Shareholders,

2016 has turned out to be a year of surprises. While the unexpected results of the referendum in the UK in favour of exiting the EU popularly called BREXIT sent shockwaves through the global economy, the unexpected triumph of Donald Trump in the US presidential elections kept policy watchers and analysts guessing about what would come next. All said and done, these events will impact the global economy and throw up challenges to businesses in various forms in the years ahead. Against this backdrop, the global economy continued to trudge ahead with a growth rate of 3.1 per cent, as per the International Monetary Fund. While the US economy is looking positive, the EU continues to face an uphill task. The Chinese economy has slowed down substantially, and the sub-seven per cent growth it has been clocking since the last few years seems unlikely to change in the near future.

Total Net Revenue

↑12.95%

Profit before tax

↑17.72%

Profit after tax

↑18.82%

Earnings per share

↑18.82%

In India too, 2016 was an eventful year. The government's consistent focus to boost key sectors like manufacturing, defence, infrastructure and housing combined with long-term reforms like passage of the GST Bill and the Digital India initiative are laying strong foundations for an emergent New India. A near normal monsoon saw the country's foodgrain output rise by 8.7 per cent to a record 273.38 MT in 2016-17. Inflation remained benign throughout the year. The GDP grew by 7.1 per cent. There was a surprise in store for the Indian economy as well during November as the government demonetised currency notes of ₹ 1,000 and ₹ 500 denominations, roughly accounting for 86 per cent of the currency in circulation. The economy was no doubt hit with consumers being unable to make cash purchases for several weeks after the government's sudden decision.

For Triton Valves, it was an exciting year as the Company registered an excellent performance. The Company's growth rate is better than growth rate in the tyre and automobile sectors. The key financial matrices for the year are:

- Total Net Revenue from operations for the year were ₹ 18,687.74 lakhs compared to ₹ 16,543.72 lakhs in the previous year, an increase by 12.95 per cent.
- Profit before tax increased to ₹ 1,032.42 lakhs from the previous year's level of ₹ 877.02 lakhs representing an increase of 17.72 per cent.
- The Profit after tax was ₹828.45 lakhs, registering a growth of 18.82 per cent over the PAT of ₹ 697.19 lakhs in the previous year.
- Earnings per share aggregated to ₹83.68 in FY 2017 (₹70.42 in FY 2016) – a growth of 18.82 per cent.

The Company has proposed a dividend of ₹15 per equity share (150 per cent) of ₹ 10 each for the financial year March 31, 2017, subject to the approval of shareholders.

The Company performed impressively in both domestic as well as international markets. The domestic markets are now mature, and hence, the Company is focussing on exports to APAC and LATAM countries. During the year, the Company continued to focus on operational efficiencies and cost reduction. We are pleased to share that the investments we had made in the recent years for driving efficiencies are now coming to fruition. Our focus on controlling costs remains high. In fact, the Company is aiming to achieving cost leadership position in the industry. Aligned to this goal, we are intensely focussing on automation and technology. Further, our R&D teams are working towards developing new products and technologies which will help the Company to accelerate growth in new business verticals while de-risking the product portfolio. The outlook for the Company remains positive and buoyant. With prediction of a good monsoon and the economy on the fast growth track, both the tyre and the automobile industries are looking at good growth prospects. The GST implementation is also expected to create a level playing field in the long run. The Company is diversifying its product portfolio, opening up newer revenue streams. On the whole, all indications are in place for another year of growth for the Company.

The Company continues to strive to achieve greater heights in its performance, and deliver value not only for its customers and shareholders, but for all its stakeholders – employees, vendors, the environment and society at large. I thank you for the trust and faith shown in the Company and look forward to another positive year ahead.

With Regards

S.K. Welling, Chairman

Board of Directors



S K WELLING

Mr. S.K. Welling is the Chairman of the Board. He is an Independent Non-Executive Director. Mr. Welling is a graduate in Mechanical Engineering from Karnataka University and holds a Master's degree in Business Administration from the University of Leeds, UK. He was the former Executive Director of HMT Ltd., an engineering conglomerate with a diversified business portfolio of Machine Tools, Watches, Tractors and Industrial Machinery. Currently, he serves as an Independent Director on the Board of three other Companies. Mr. Welling has rich and wide industrial experience of over 35 years spanning several functional areas such as Strategic Planning, Corporate Restructuring, Industrial Engineering, Project Management, Technology Management, International Marketing and Human Resources Management. He has excellent conceptualisation skills and proven expertise in business dynamics, strategy development, restructuring of enterprises and forging strategic alliances.



Dr. B R PAI

Dr. B.R. Pai is an Independent Non-Executive Director. Dr. Pai completed his B.Tech from IIT Madras and went on to obtain a Ph.D. from Imperial College, London. He holds an M.Sc in Engineering and a Diploma from the Imperial College. Dr. Pai started his career as a research engineer at English Electric Company, U.K., and later moved to International Flame Research Foundation, Holland, as a Senior Research Investigator before joining the National Aerospace Laboratory (NAL) in 1975. He retired as Director of NAL in the year 2004. Dr. Pai is an expert in the field of combustion, heat transfer, air breathing propulsion systems and Computational Fluid Dynamics. Dr. Pai has several patents and over a hundred papers and publications to his credit.



TAMHANT JAIN

Mr. Tamhant Jain is an Independent Non-Executive Director. Mr. Jain completed his B.Tech from IIT Kanpur. He had a distinguished academic record at IIT and received the Director's Letter of Recognition for Research Excellence, the Dean's Merit Scholarship & the Certificate of Merit for Academic Excellence. He also holds an MBA with Distinction from Harvard Business School. He is the co-founder of Northwest Executive Education which provides executive education in leadership and management in collaboration with globally renowned international institutions like Chicago Booth, Yale and Berkeley. Previously, Mr. Jain served as Chief of Strategic Planning at Future Group, India's largest retailer. He also served as CEO of Adonis, India's largest consumer durable services company where he developed Sales, HR & IT capabilities. Mr. Jain has published several research papers in international conferences on Artificial Intelligence and Robotics.