

SOARING HIGHER

Triton Valves Limited
Annual Report 2021-22



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Visit www.tritonvalves.com
to know more about the Company

Forward-looking Statements

This Annual Report contains forward-looking statements to enable investors to comprehend our future plans and prospects. These statements spell out anticipated results based on the management's plans and assumptions. Such statements can be identified with the use of words like 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and other words of similar meaning. The Company does not guarantee that these forward-looking statements will be realized, although the management believes that they have been prudent in their assumptions. The achievement of the Company's results is subject to risks, uncertainties and even inaccurate assumptions. The actual results, performance or achievements of the business could, thus, differ materially from those anticipated, estimated or projected in the Report. Readers should bear this in mind that the Company will undertake no obligation to publicly update or modify any forward-looking statements, on the basis of subsequent developments, information or future events. The Company has sourced the industry information from publicly available resources and has not verified this data independently.

As we traversed through the troughs and peaks of FY 2021-22, we kept our eyes firmly on tomorrow's roadmap. We overcame unprecedented challenges and ended the year with a credible performance. And we see ahead hope and expectation of a brighter and better future.

In our incredible four-decade-long journey, we have gained the trust of our customers and have set the business on an accelerated path of growth. Consistent investments in R&D and innovation and capacity expansion plans have kept us ahead.

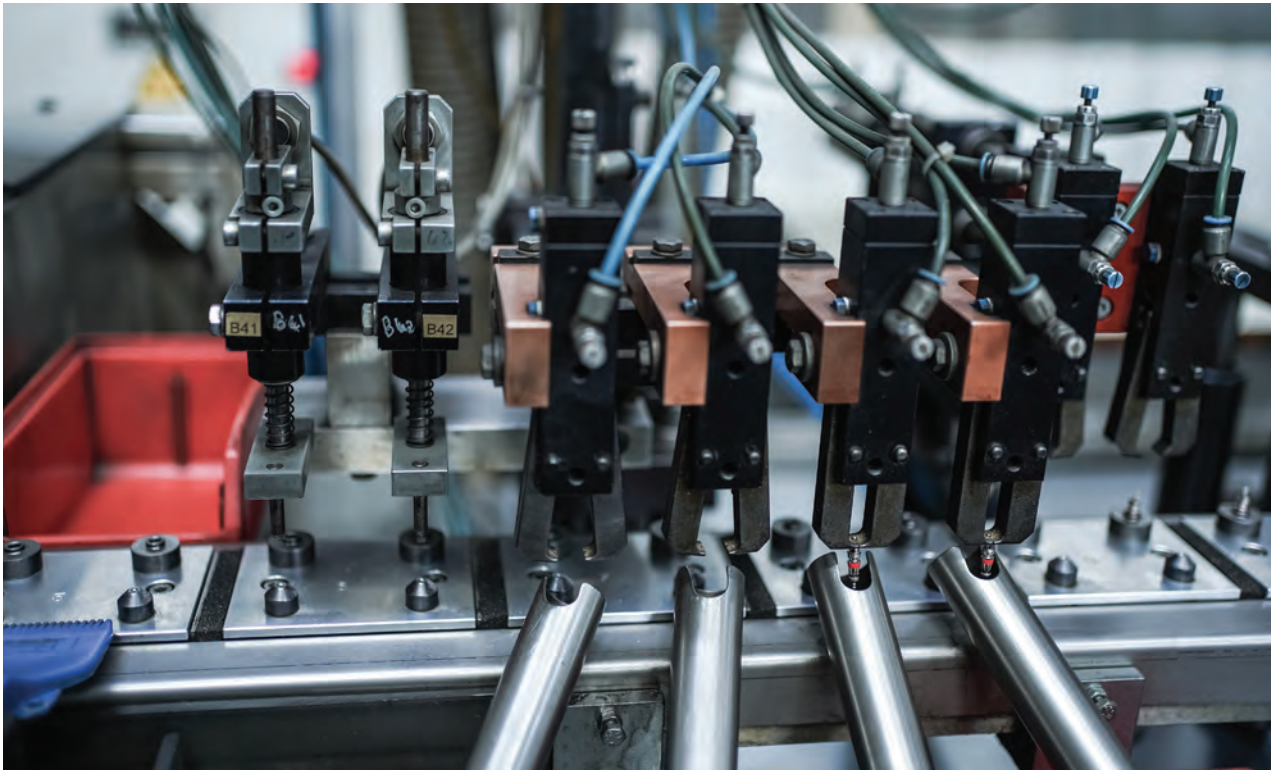
We crossed the ₹ 300 crore revenue mark which is a momentous milestone for the very first time in our history. Our newly seeded subsidiaries contributed to our phenomenal growth in their very first year of manufacturing operations. These subsidiaries hold significant potential to enable us to diversify our business and drive higher growth while strengthening our competitive edge.

WE REMAIN
OPTIMISTIC AND
READY TO CATER
TO THE EMERGING
OPPORTUNITIES
TO SCALE
OPERATIONS
AND CHART NEW
AVENUES OF
GROWTH.



TRITON GROUP:

Built on a Rich Legacy and Robust Foundation



Established in 1975 by our visionary leader, late Mr. M.V. Gokarn, Triton Group is a leading manufacturer and supplier of tyre valves and allied accessories for the automotive industry. Our business is built on a strong foundation and path-breaking innovation. In over four decades of its journey, the Group has established a rich legacy and fostered powerful relationships with customers by leveraging its core strengths.

Our manufacturing infrastructure includes state-of-the-art facilities operating at high productivity levels and enabling just-in-time deliveries to customers. Constant focus on product quality and R&D has enabled us to diversify operations and supply to varied industries from air conditioning and hydraulics to aerospace, mining, defense, oil and gas, consumer durables, and industrial HVAC & R.

OUR VALUES



People

Dignity
Fairness
Empowerment



Craftsmanship

Pride in the profession



Excellence

Continuity
Consistency
Application



Passion

Energy
Drive



Customer Success

Exceed Expectations
Commit
Deliver
Respond



Ethics

Fairness
Honesty
Transparency



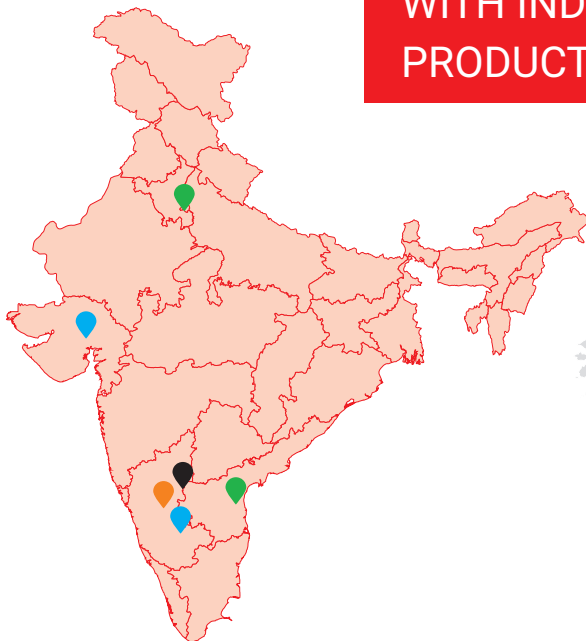
Joy of Life

Strive Together
Enjoy Together

GLOBAL PRESENCE



WE ARE ALIGNED WITH THE ASPIRATIONS OF MAKE IN INDIA AND SERVE THE CORE SECTORS OF THE ECONOMY WITH INDIGENOUS AND SUSTAINABLE PRODUCTS AND SOLUTIONS.



● Headquarters: Bengaluru, India

● Manufacturing facilities: 4 in Mysuru and 1 in Jalisana

● Research & Development Center: Mysuru

● Warehouses: Chennai, Gurugram

● Exports: North America, Latin America, Africa, Asia Pacific and the Far East

THE TRITON GROUP OPERATING STRUCTURE

Triton Group has a strong network of four subsidiary companies. Triton Valves Limited is the holding company, whereas TritonValves FutureTech Private Limited, TritonValves Climatech Private Limited and TritonValves Hongkong Ltd. are the wholly-owned auxiliaries.

Passionate about enhancing the quality of customers' lives, our Group provides a differentiated focus on each business while realizing its potential and unlocking futuristic expansion by enhanced engineering focus and operational flexibility.



Triton Valves Limited

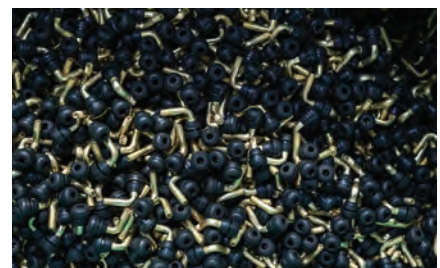
- Headquarters – Bengaluru
- Manufacturing Facilities – Mysuru & Jalisana
- R&D Center – Mysuru
- India's largest manufacturer of automotive tyre valves and valve cores

Products

- Valves for tubes
- Tubeless valves and valves for TPMS
- Valve cores
- Components & valves for CTIS
- Service products & tools

Industries Served

- Automotive
- Truck and Bus Wheels
- Tyre Pressure Monitoring
- Electric Vehicles
- Aerospace and Defense
- Mining and Construction





Products

- Wide range of brass extrusions
- High grade brass extrusions for special applications
- Bronzes
- Special copper alloys



TritonValves FutureTech Private Limited

- Headquarters - Bengaluru
- Manufacturing Facilities – Mysuru

Industries Served

- Automobile
- Consumer durables
- Aerospace and Defense
- Air-conditioning
- Engineering and Industrial products
- Electrical components



Products

- Service Valves for room air conditioners
- Ball Valves for commercial air conditioners
- Evaporator Valves for room air conditioners
- Access Valves for commercial air conditioners

Industries Served

- Room Air-conditioning
- Automotive Air Conditioning
- Africa, Asia Pacific and the Far East



TritonValves Climatech Private Limited

- Headquarters - Bengaluru
- Manufacturing Facilities – Mysuru
- Manufacturer of HVAC & R valves and components



Marquee Customers of the Group



CHAIRMAN'S MESSAGE



WE CROSSED
THE ₹ 300
CRORE
REVENUE MARK
AT THE GROUP
CONSOLIDATED
LEVEL FOR THE
VERY FIRST
TIME IN OUR
HISTORY.



Dear Shareholders,

Even as the world continues to grapple with the aftermath of the COVID-19 pandemic, the Russia-Ukraine conflict has added to the complexities of operating businesses around the world. We have already witnessed several hiccups in the last two years. Global supply chain disruptions and rising fuel and energy prices are likely to slow down growth while fueling inflation.

During the year, the severe second wave of the pandemic hit the country and we continued to prioritize health and safety of our employees, customers, and communities. I am proud of the dedication and commitment of our employees in these extremely challenging times and I am grateful for their unwavering focus on conducting business efficiently.

Our Performance

I am delighted to inform you that your Company navigated through the toughest of times and delivered a solid performance. We crossed the ₹ 300 crore revenue mark at the Group consolidated level for the very first time in our history. This is a significant milestone in your Company's journey. I draw satisfaction from the fact that both our new subsidiaries contributed to delivering top-line growth to the Group in their very first year of manufacturing operations.

On a consolidated basis, Total Revenue increased by 40% to ₹ 322.01 crore in FY 2021-22.

Your Board has recommended a final dividend of 50%, which is ₹ 5 per equity share face value of ₹10/- each

Key Strategic Developments

During the year, we commenced production in both our subsidiaries and our investments in building new engines of growth for the Group fructified. Both our subsidiaries are poised to see exponential growth in their own segments in the years to come as India's economy grows from strength to strength. They will also contribute to diversifying our business risk while strengthening our ability to expand margins.

TritonValves Future Tech manufactures brass and copper alloy extrusions. This Company will act as our platform for raw material development which will open new product opportunities for the Group in a wide range of applications such as automobiles, air-conditioning, oil and gas, consumer durables, watches, defense, and aerospace. It will also enhance our competitive advantage in our legacy businesses. During the year, we developed over 20 new alloys and added over 25 new customers. The Company also entered the export market.

TritonValves Climatech, on the other hand, is a foray into one of the fastest-growing industries in the country today, namely the Air-Conditioner (AC) industry. The Company's objective is to become a preferred supplier of valves and critical components to the AC industry at a global level. During the year, we bagged prestigious orders from Indian, US, and European customers. However, the highlight of the year was receiving approval for the Production Linked Incentive (PLI) scheme under the White Goods category. I wish to appreciate and thank the Department for Promotion of Industry and Internal Trade (DPIIT), the Ministry of Commerce, and the Government of India for the game-changing scheme to create global champion companies in India.

The Way Forward

Increasing offtake from automobile Original Equipment Manufacturers (OEMs), on the back of an improving demand scenario along with accelerating demand for hybrid and electric vehicles will act as growth catalysts for us. The increasing demand for safety, emission, and comfort requirements in automobiles presents huge opportunities for companies focused on supplying import-substitute products.

40%

Revenue increase in FY 2021-22

25

New customers added

As we actively strive for a brighter future, we continue to set new paradigms every day. We have already commenced the groundwork and have set the stage for higher growth. I believe that consumer durable products hold significant potential given India's huge consumption demand and growing shift towards branded products.

We are well-positioned to capture the growing market opportunities with the help of a diverse basket of products and capabilities to serve our customers better. Constant innovation and technological improvements will enhance our mix towards value-added products and drive profitability.

Conclusion

I take this opportunity to extend my heartfelt gratitude to all our stakeholders and employees for the incredible belief and dedication they have shown to us. Their stupendous efforts have made us what we are today and will continue shaping our tomorrow.

Warm Regards,

S. K. Welling

Chairman