



Staying Focused...

Cautionary Statement

Certain expectations and projections regarding the future performance of the Company referenced in the Annual Report constitute forward-looking statements. These expectations and projections are based on currently available competitive, financial and economic data, along with the Company's operating plans and are subject to certain future events and uncertainties, which could cause actual results to differ materially from those indicated by such statements.



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Staying Focused...

With a strong footing across divisions, Tube Investments of India Limited (TII) caters to a wide array of sectors. In line with its manufacturing prowess, post restructuring, the Company will be focusing on manufacturing business and TI Financial Holdings Limited would cater to financial services. Heralding a new chapter in the Company's history, the restructuring would not only bolster TII's prospects as a pure play manufacturing enterprise in the domestic market but also further consolidate its efforts to be the preferred supplier for export markets.

We have striven to surpass all expectations by intensifying our efforts in capacity building and achieving new operational benchmarks. Overall, our FY17 has been a year of added achievements and transcending boundaries. Going forward, our competitive advantages of high-quality operational

and technical expertise, strong relationship with customers and unique positioning to gain from the growth of both two wheelers and four wheelers will cement our position in India. Our novel approach towards enhancing productivity and adding value-added products in the portfolio will prove to be a morale booster for the stakeholders who always look forward to value creation.

As a distinct manufacturing enterprise that is fresh out of restructuring, we would be able to channelise our resources into boosting technical and operational efficiencies. We aim to achieve our goal by leveraging our focus in the areas of product research and development, project planning, technology and innovation. Even as we embark on a new journey, we continue to be guided by the five lights of Murugappa Group – integrity, passion, quality, respect and responsibility.





We are Tube Investments of India

Post restructuring, we are mobility focused manufacturing company from the Murugappa Group, one of the oldest and most diversified business houses of India. Our business interests span across products like steel strips, tubes and tubular components, bicycles and fitness products, chains for automotive and industrial applications, metal formed parts for automotive, railways, industrial gears and automotive dies. We have a network of 17 manufacturing units located close to the major manufacturing hubs with Just In Time (JIT) supply capabilities. Our 5 depots and 35 warehouses located across the country give the extra comfort of serving our customers effectively and efficiently. Our strong distribution network of dealers,

concept stores and outlets keep us well placed to address both the urban markets as well as the hinterlands.

Our Company operates under three business divisions namely Engineering, Bicycles and Metal Formed Products. Besides, we also undertake industrial gears and design and manufacture of dies for automobile majors through a subsidiary and joint venture respectively. With an annual standalone turnover of ₹4,207.77 Cr. (FY17), our Company commanded a net worth of ₹1,142.01 Cr. and employed 3,481 people as on 31st March 2017

Business Segment



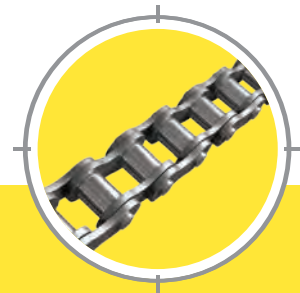
Engineering

Manufacturing of high precision, safety critical CDW and ERW tubes, tubular components, large diameter tubes for hydraulic cylinders and off-road applications, and special grade Cold rolled Steel Strips (CRSS).



Bicycles

Manufacturing and marketing a wide range of bicycle brands, fitness equipment and accessories. The bicycle range include standard commute bicycles to premium bicycles for kids, the health conscious, the urban commute and performance cycling. Our brands command a leadership position in India.



Metal Formed Products

Manufacturing and supply of auto and industrial chains, fine blanking components. Motor casings and metal formed products for automotive, industrial and railway segments.

Awards & Accolades



Fine Blanking Quality Award from Autoliv



Best Strategic Supplier Award from Showa Japan



Supplier Quality Excellence Award from Caterpillar



Quality Circle Award from Wipro



Supplier Performance Award from Sona Koyo



Award for Make In India - Localisation of Components from Spicer

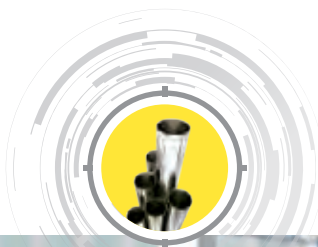


Fine Blanking Quality Award from Bajaj Auto



Best Exports Performance Award from EPC

Engineering Division

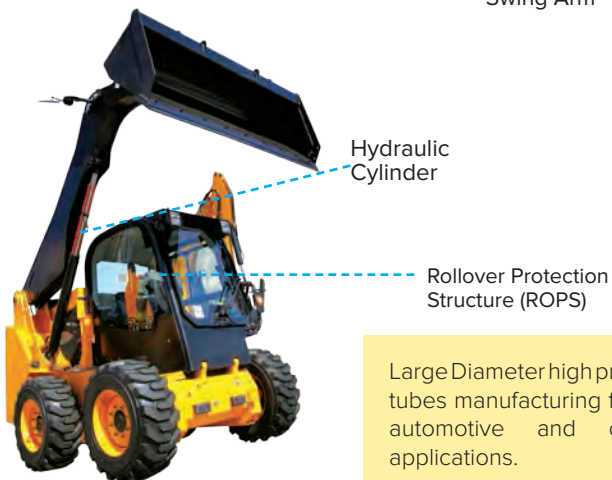
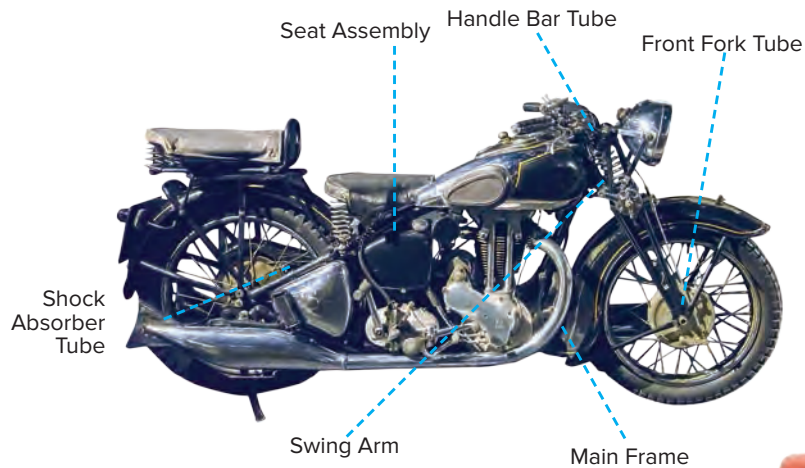
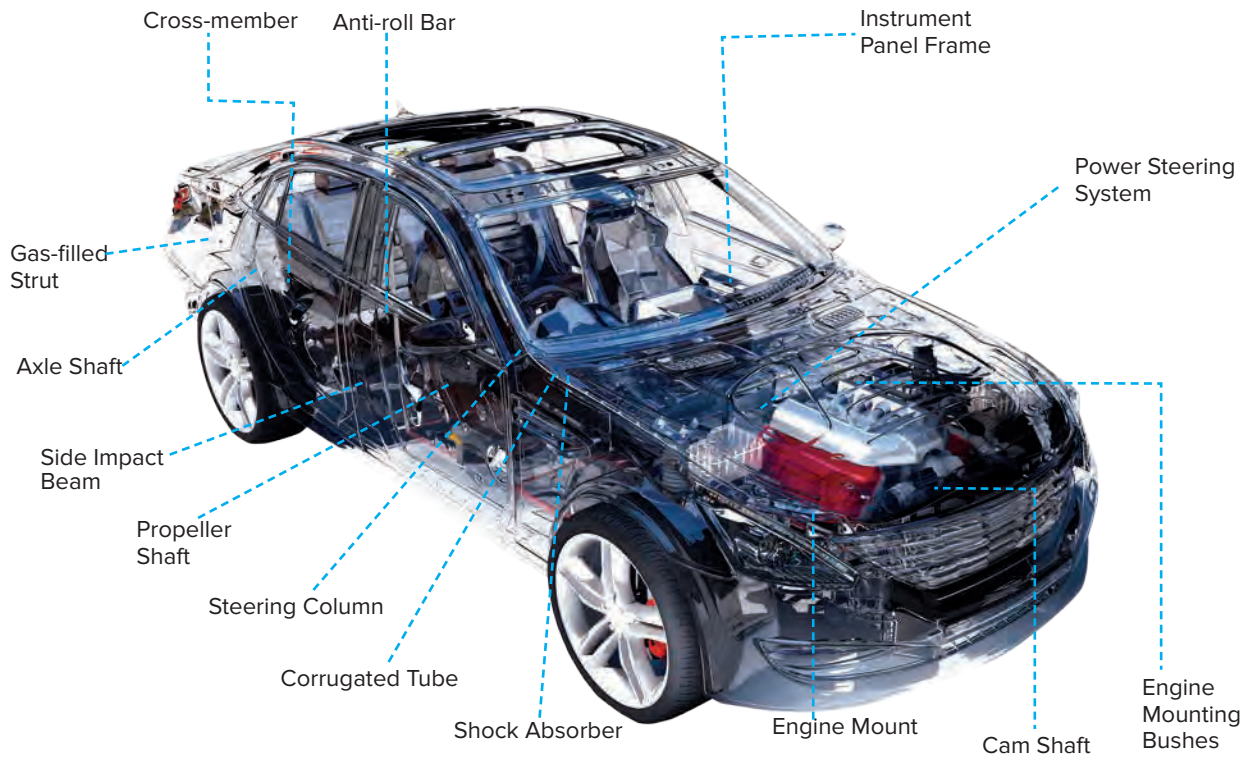


- Preferred Indian supplier and market leader in high-precision CDW tubes
- Strategic supplier for application-specific special grade Cold-Rolled Steel Strips (CRSS)
- Only manufacturer with 4 plants proximately located to customers in key geographies
- Value-added products contributed to 12% of overall tube sales in FY17

Products:

- Cold Drawn Welded (CDW) Precision tubes
- ERW Tubes
- Tubular Components
- CRSS





Large Diameter high precision tubes manufacturing for non-automotive and off-road applications.

Bicycle Division



Large dealer network across India servicing

10,000+

touch points

3

strategically located
manufacturing plants

13

warehouses

Second largest bicycle manufacturer in India catering to wide range of consumer segments



- Standard bicycles for rural and semi-urban commuters
- Premium Cycling Group caters to the performance cyclists through an array of prestigious home-grown and international brands

- Special bicycles catering to all ages and consumer profiles – kids, adolescent boys and girls, urban adults and performance



Major bicycle suppliers for various Government schemes in the form of institutional orders



- Ciclo Café, India's first cycling theme restaurant is now open in Chennai, Hyderabad and Gurugram

- Deliver unique experiences to cycling enthusiasts through marquee events such as Gran Fondo and Cyclothon





- Pioneer in retail through its retail formats of : Track and Trail Urban, Track and Trail Sport and BSA Hercules Rural outlets
- Omni channel presence with unified online and in-store experience through www.trackandtrail.in and renowned online market places
- BSA Workouts cater to the home fitness needs through a range of offerings

Brands



BSA

LADYBIRD



HERCULES



ROADEO



MACH CITY



montra

Retail Experience Brands:



Exclusive India Distributor:



Bianchi

cannondale

DAHON
freedom unfolds

GT

mongoose

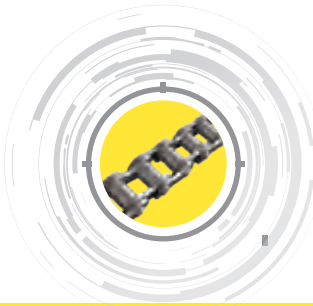
License Agreement for India:

SCHWINN

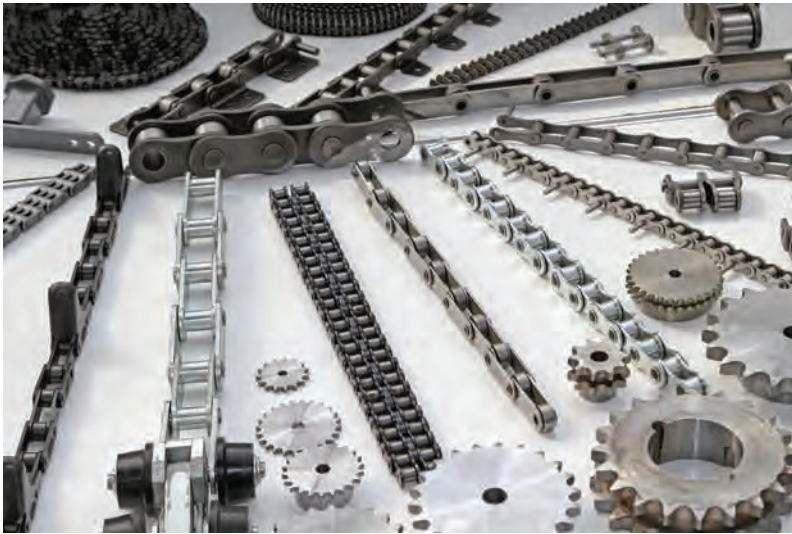
RIDLEY

Bicycle portfolio has leading brand *BSA* and *Hercules* in the standard segment and *Rodeo* and *Montra* in the premium segment

Metal Formed Products Division



Metal formed products division caters to both automotive and non-automotive segments



Fine blanked components



Fine blanking produces close tolerance parts from materials of higher thickness. Cut edges are 100% free of tear and in most cases parts are suitable for mechanical function without the need for subsequent machining. This technology enables production of "Near net Shape" and even ready to assemble sheet metal parts.

Preferred supplier in India and across the globe for manufacturing safety-critical components for automotive industry.