

Thank you for your valuable support!

Message from the desk of CEO

Dear Customers,

We thank you for the trust you have bestowed on us. As a company, we continue to stand strong with the support of our customers.

2018-19 while being a year full of challenges, did see Tata DLT on a growth path. Our cherished relationship has always provided us the impetus to overcome trying times in the past and achieve greater heights in our production volumes and market share. It is our commitment to work together with our customers to create shared success stories that will benefit everyone, Tata DLT is firmly focused to deliver excellence at every step. As we move ahead into 2019-20, I promise an even better and sustainable performance with a clear focus on growth, execution and innovation. Thank you once again for choosing Tata DLT as your trusted partner.



Rajeev Batra
Chief Executive Officer,
Tata International DLT Pvt. Ltd.

A challenging year...

2018-19 has been a year of challenges. To begin with, the market continues to exhibit subdued demand on the back of high interest rates, lagged effect of the implementation of revised axle load norms, slowing economic activity, resulting in a decline of 5% in Commercial Vehicles sales volume. Also, control over banks and mutual funds lending to NBFCs after the IL&FS crisis reduced loan availability to truck operators thus, limiting their ability to purchase vehicles.

However, Tata DLT has seen incredible momentum in this period thanks to our relentless focus on need based product design and innovation. Our annual turnover is set to cross INR 500 crores with 7000 trailers rolled out in FY 18-19. Also, our market share improved from 9% to 14%.

Our strength is to create products not only on the basis of specific applications but also, to perform the best in the Industry which only TATA DLT has managed to accomplish so far. More than 28,500 trailers manufactured by Tata DLT are running on Indian roads, serving various applications.

2018-19 performance highlights

- In August'18, we introduced our most significant product innovation yet - India's first Intelligent Trailer
- Developed new variants in Side wall Trailers:
 - 32ft 4ft 3 Axle Side Wall Trailer with air suspension which have 3 ton extra payload
 - 34ft 5ft Side Wall Trailer
 - 34ft 5.5ft Side Wall Trailer
 - 34ft 6 ft (Plain Sheet) Side Wall Trailer-air suspension
- Expansion in company's product line with Tipper, Tip Trailers aided by our newly added manufacturing facility in Ajmer, Rajasthan. It is helping to maintain a consistent supply of our products over the course.
- We launched our toll free number 1800-2666-544, to provide 24x7 assistance.
- Introduced 16-wheeler low bed trailer for transportation of heavy machineries for infrastructure projects.
- Introduced 16 Cum HD Tipper on Tata LPK 2518 chassis.
- True to our service motto 'Service response within 24 hours', 51 service centres spread across India are ready to serve our customers post-sales
- We met highest quality standards with ISO 9001:2015 certification (valid from 12-11-2018 & IATF 16949 valid from 7-11-2018)



Ensuring robust growth in 2019-20

As the transport industry becomes more demanding in terms of delivery and quality, we are committed to focus on excellence in execution. Our growth drivers are committed to innovation, to create value for money in our products and bring out the company's enhanced version of new product development.

We aim to roll out more than 9,000 trailers in 2019-20.

We have redefined standards and processes in our production management to ensure best quality trailers and after-sales service is provided to our customers thus, fostering a purpose driven organisation in order to develop leadership at every level of our company. We look forward to continue the same in the upcoming year and will strive to break new boundaries.

Thanks & Regards,
Rajeev Batra
 Chief Executive Officer,
 TATA International DLT Pvt. Ltd.

Manufacturing facilities

Khed, Pune
 Gat No: 281 & 284,
 Santosh Nagar, (Bham)
 Khed, Pune - 410501

Chakan, Pune
 S. No. 961
 Nighoje Chakan,
 Taluka Khed, Pune - 410501

Jamshedpur
 Plot No. 929/931/935,
 Khata No. 157, Bargidih Indl. Area,
 Jamshedpur - 831013

Ajmer
 Plot No. E - 1
 RIICO Industrial Area,
 NH 79A, Ajmer - 305025

Contact for sales & service

Toll free: 1800 2666 544

Sales: 090110 15803

Service: 097655 50197

sales@tildlt.com

www.tildlt.com