

Aggregate Business

(Industrial Engines, Gear Box, Live and Trailer Axle)

An Introduction



Overview – Tata Motors offerings

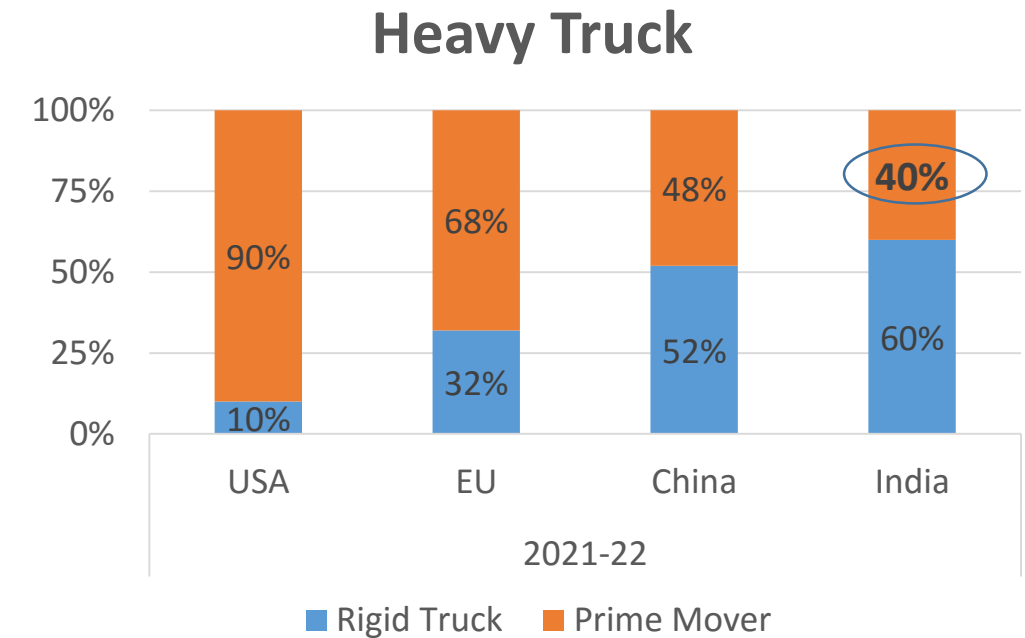
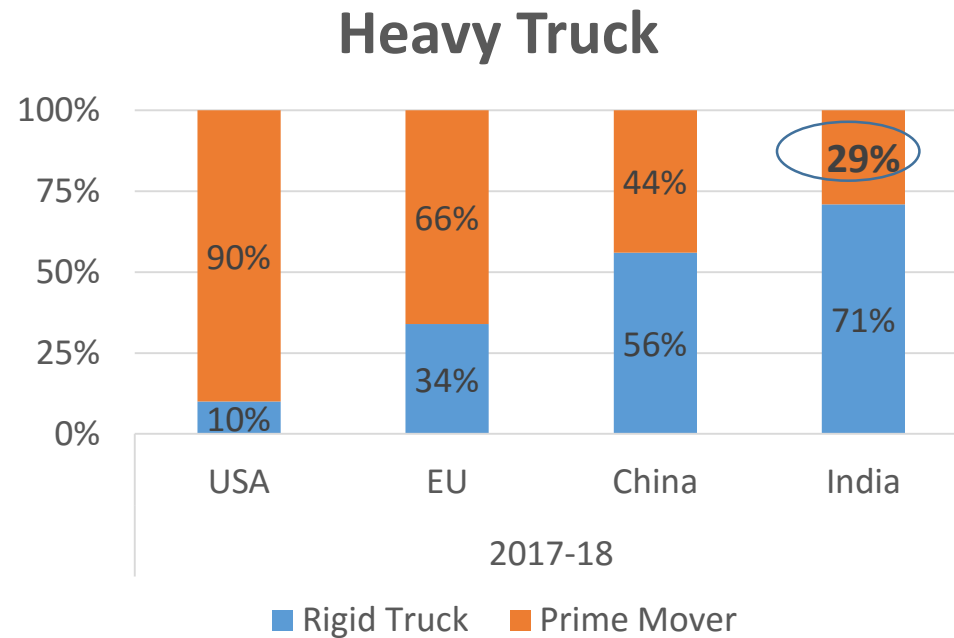
Product Offering

- ☐ Cargo Axles (1817-14mm)
- ☐ Tipper Axles (1950-14mm)
- ☐ Wheel Rims for trailer
- ☐ Tyre Assembly for trailer
- ☐ Suspension Kit
- ☐ Landing Kit
- ☐ Coupling King Pin



Overview – Rigid and Prime Mover Share

Data - Roland Berger article from internet



Contributors for shift

- ✓ Hub and Scope model used to bring down costs
- ✓ Ban on over loading
- ✓ Better infrastructure / road

As India moves towards transporting goods in Prime Mover, Trailer Axle Business has good potential to grow @ 15% a year

Why Tata Motors Axle and Components?



Warranty:

- ✓ **Trailer Axle** - 12 months from the date of registration or 15 months from the date of TML invoice or whichever is earlier
- ✓ **Suspension Kit, Landing Gear, King Pin** - 6 months from the date of registration or 9 months from the date of TML invoice or whichever is earlier

- ✓ The **“ONLY” Tata Axle from Tata Motors** in market
 - York earlier Tata Group company is now part of SAF Holland and no more part of Tata DLT
- ✓ Tata Motors is the only one to **offer 14mm axle – more robust**
- ✓ Tata Motors (TML) is the **only company which offers components for about 50%** of Trailer value add.
 - Trailer axles
 - Wheel rims and Tyre
 - Suspension kit, Landing gear and King pin
- ✓ **One stop service solution** – Prime Mover and Trailer through the **‘widest’** network across India with **‘longest’** bay capacity

16T & 13T Suspension Kit – 2 and 3 Axle



- ✓ Fabricated type hangers for easy maintenance
- ✓ 6 mm thick hanger plates for 13T suspension kit
- ✓ 10 mm equalizer wall thickness for 13T suspension kit
- ✓ 70mm diameter equalizer pin
- ✓ Bronze bush
- ✓ Heavy duty 90X16 leaf spring kit, 8 leaves

- ✓ Fabricated type hangers for easy maintenance
- ✓ 8 mm thick hanger plates for 16T suspension kit
- ✓ 12 mm equalizer wall thickness for 16T suspension kit
- ✓ 70mm diameter equalizer pin
- ✓ Bronze bush
- ✓ Heavy duty 90X16mm leaf spring kit, 10 leaves

Landing Gear



Coupling King Pin



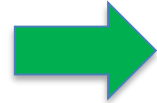
- ✓ 2" King Pin
- ✓ Bolted Type
- ✓ 12mm Skid Plate Thickness

Tata Motors Product Line

Major Components per Trailer	Qty / Trailer	INR Lakhs	Tata Motors	Remarks
Trailer Axles	2 or 3 (thumb rule 2.2)	1.00	✓	Critical Component, Strategic Advantage due to Commonality with Vehicle
Tyres	10	1.00	✓	
Wheel Rims	10	0.40	✓	
Suspension Kit	1	0.80	✓	Critical Component, Complements Prime Mover
Landing gear	1	0.12	✓	Critical Component
King Pin	1	0.03	✓	
ABS Kit	1	0.10	✗	Critical Components to be introduced in 2019-20
Steel - Sheets, I and Box Section	5 ton	3.50	✗	Tata Motors can supply some of these components from its vehicle portfolio
Paint, Wiring Harness, Tail Lamp, RUPD, SUPD, Mud Guard,....	-	1.00	✗	
Consumables and Others	-	0.60	✗	
Total		8.55	3.40	

Warranty & Service Process

End customer registers complaint calling toll free number or Tata Motors Customer Assistance Cell



CAC will assign breakdown call to nearest TML Dealer / TASS



In case of major rework, TML technician will arrange to take trailer to Dealer / TASS points for repair



TML Dealer / TASS will do the rework under warranty & release the vehicle



Rectifies the complaint and releases the vehicle. FOC If warranty applicable



TML Technician contacts customer and necessary information on complaint



TML technician rushes to site with required parts & tools

Major Warranty Terms:

- 12 months for Axle
- 6 months for Suspension, king pin, landing gear

Thank you

