

*We are grateful to our valuable stakeholders..!*

## Message from COO

Dear Stakeholders,

I would like to convey my sincere thanks to our stakeholders for showing continuous support to our company and showing trust and beliefs in our value systems in the FY 2017-18. Further assuring that we here at TATA DLT do not take that confidence for granted instead our sole belief to work as one team with a common purpose of endeavouring every need of our customers & other stakeholders.



I would like to share with you that we have kept our focus on “Customer Centric approach” before and after sales arena in all these years. A consecutive increase in the market share can be witnessed for TATA DLT under the presence of tough competition from unorganized sector. Although company is spreading it’s wings very strongly, but we as a team is far from satisfied and has aimed for even capturing more market share in FY18-19.

Our strength is to design product not only on the basis of specific application but also to perform best in the Industry which only TATA DLT has managed to accomplish so far. As of now a well distributed service network, geographically spread across Pan India and has been serving our customers post sales keeping in view Company's service motto of “Service response within 24 hours”.

It has been a year of challenges starting from the BS4 migration, transformation to GST and sudden market shift towards higher tonnage vehicles.

## HIGHLIGHTS FROM 2017-18

- ❖ Achieved more than 5000 trailers in 2017-18 which is highest in the trailer industry.
- ❖ Expansion in company's product line with Car Carrier, two-wheeler Carriers and Tractor Carriers aided by our newly added manufacturing facility in Pune, Maharashtra is maintaining a consistent supply of our products over the course.
- ❖ Company meeting its quality standards in all spheres received and has been certified as ISO/TS 16949:2009 certified company since 26.09.2016.

For TATA DLT, 17-18 marked as an exciting year where Q1 started with BS- 4 Migration which affected sales, but later on picked up & raised the bar with all time high TIV of more than 11,000 in 3rd & 4th Quarter.

**We are definitely making good progress; however, we must move from good to great this year.**

TATA DLT TRAILERS का साथ,  
कम देखभाल और ज्यादा लाभ



Even though after facing all the challenges we stand strong and lead the market. Our relationship with you has always provided us the impetus to overcome trying times in the past and achieve greater heights in our production volumes and market share.

## ENSURING ROBUST GROWTH IN 2018-19

Within the context of our target in F.Y 18-19 of 7,500 nos. there are specific areas of focus for TATA DLT that will help ensure robust growth for the future. Growth drivers are committed to Innovation, to create value for money in our products, company's enhanced version of new product development. Focus on excellence in execution and transport industry becoming more demanding in terms of delivery and quality. We have redefined standards and processes in our production management to ensure best of quality is provided to our customers. Fostering a purpose driven organization in order to develop leadership at every level of our company.

As a company, we stand strong due to support of our stakeholders. Your commitment to go the extra miles in achieving the goals has led to a great year.

We look forward to continue the same in upcoming year, and will strive to break new boundaries.

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

## MANUFACTURING FACILITIES

### Pune Plant

Gat No.:281 & 284, Santosh Nagar, (Bham),  
Khed, Pune - 410501.  
Contact for Sales & Service:  
021 35627328  
M o b : 0 9 0 1 1 0 1 5 8 0 3

### Chakan, Pune

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

### Jamshedpur

Plot No. 929/931/935,  
Khata no. 157, Bargidih, Industrial  
Area, Jamshedpur (JH)- 831013

### Rajasthan

Plot No E-1 RIICO Industrial Area  
NH 79A Ajmer Rajasthan -305025  
Tel: +91-2135627328