Automotive Axles Limited

28th February, 2020

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Snapshot FY19

FY19: REVENUE - ₹1,942 Cr; EBIDTA - ₹228 Cr (11.7%); PBT - ₹181 Cr (9.3%)

MANUFACTURING LOCATIONS - 4 Manufacturing locations: Mysore, Jamshedpur, Pantnagar, Hosur

EQUITY SHARE: Meritor Inc, USA – 35.5%, Kalyani Group – 35.5%, Public – 29%

WORKFORCE - 2,000+ employees

CUSTOMERS – All major CV, specialty and defense OEMs

PRODUCTS – Axles, brakes and suspension systems

MARKET POSITION - #1 in Axles (independent) & #2 in Brakes

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Diverse End Markets and Major Customers

Diverse End Markets

KALYANI

Major Customers

ASHOK LEYLAND
Aapki Jeet. Hamari Jeet.

TATA

Mahindra

DAIMLER
Daimler India Commercial Vehicles Pvt. Ltd.

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

SML ISUZU

VOLVO

CAT®

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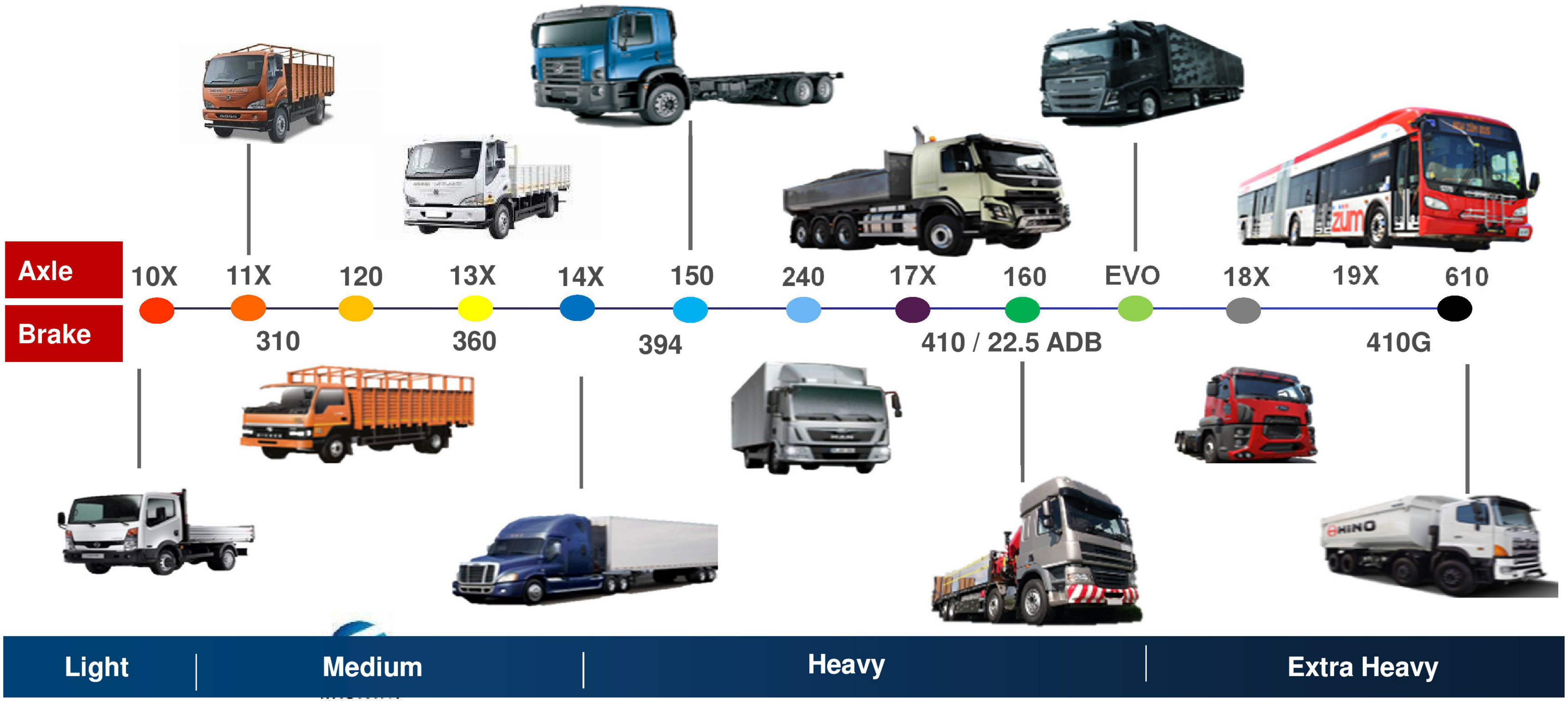
Most Comprehensive Axle & Brake Offerings



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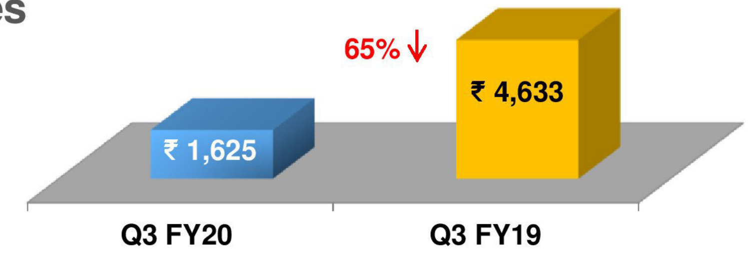
Financials

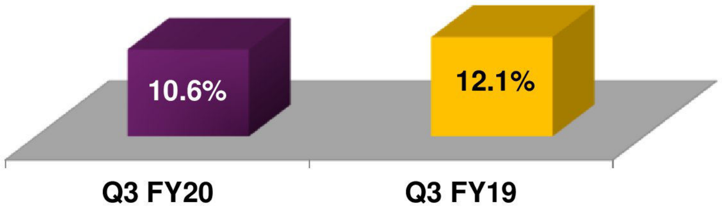
Values in INR Mn

Quarterly Performance

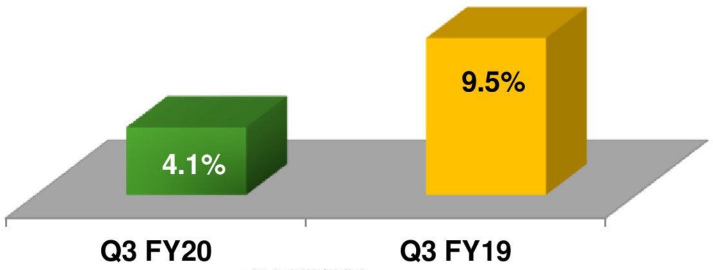
Sales



EBIDTA

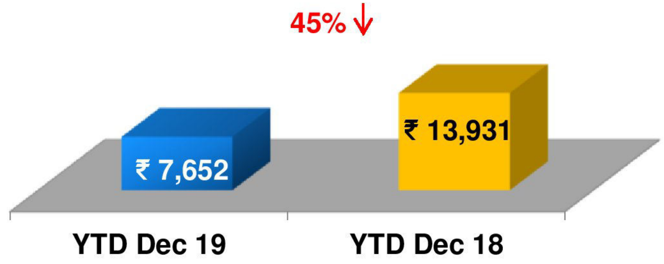


PBT

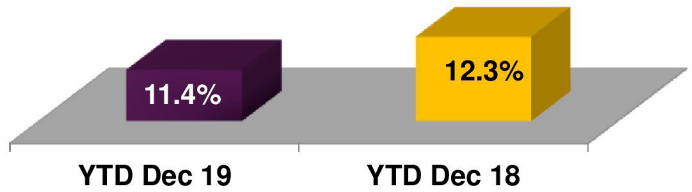


YTD Performance

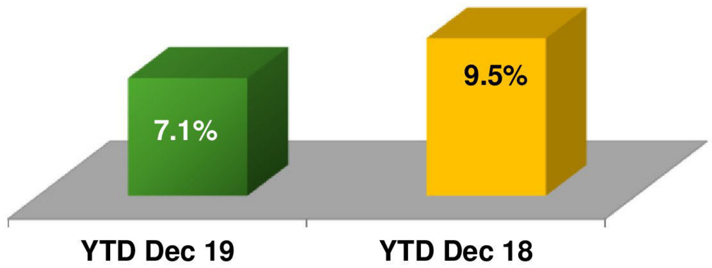
Sales



EBIDTA



PBT



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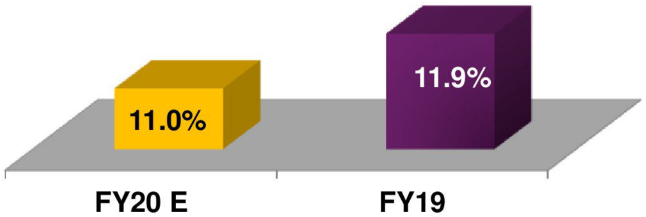
2020 Outlook

Values in INR Mn

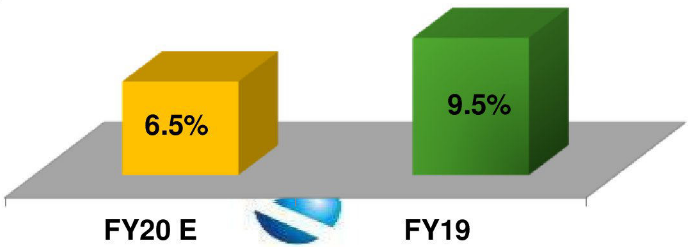
Full Year Outlook

Sales

EBIDTA



PBT



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Key Highlights

Revenue:

- Market degrowth of 54% YOY Q3 FY19 Vs Q3 FY20
- Revenue 65% degrowth YOY Q3 FY19 Vs Q3 FY20
- Revenue FY20 estimated to degrow by 49% approximately compared to market degrowth of ~45%

EBITDA:

- Operating margin improved compared to YOY & QOQ
- EBITDA estimated to be 11.0% for FY20 vs. 11.9% in FY19.
- Mission 22 Strategic plan focusing on improving Revenue, launch of New products, improving Material performance and cost control to sustain and improve the EBITDA margin

PBT:

- No working capital borrowing in FY19
- PBT might get impacted due to higher depreciation and interest cost in FY20

- **Continuous focus on cost control and process improvement**

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Top Priority Actions for FY20

- Cost reduction
- Product Development
- Process Optimization & Automation

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