

AUTOMOTIVE AXLES LIMITED

18th May 2023

The BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 505010

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G- Block
Bandra (E)
Mumbai – 400 051
Scrip Code: AUTOAXLES

Attn: Listing Department

Dear Sir/Madam,

Sub: Investor Presentation for the Analyst / Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

We are enclosing herewith the Investor Presentation of the 'Automotive Axles Limited 4QFY23 Financial Performance Discussion' scheduled to be held on **Thursday, 18th May 2023 at 12:00 PM (IST)**.

This intimation is being provided in compliance with Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

This is for your information and records.

Thanking You

Yours truly,

For Automotive Axles Limited

Debadas Panda

Company Secretary & Compliance Officer

Encl: as above



Regd. Office & Mysuru Unit :

Hootagalli Industrial Area, Off Hunsur Road, Mysuru – 570 018, Karnataka, India

Telephone : 91-821-719 7500, Fax : 91-821-2402451

Email : sec@autoaxle.com, Website : www.autoaxle.com

CIN : L51909KA1981PLC004198

ISO 9001:2015 / IATF 16949 : 2016, EMS : ISO : 14001:2015 & OHSAS : ISO : 45001 : 2018





Meritor



AUTOMOTIVE AXLES LIMITED

May 2023

AUTOMOTIVE AXLES LIMITED

AAL established in **April 21, 1981** is a leading supplier of drivetrains, braking, suspension system and aftermarket for commercial vehicles and industrial markets.

*As per NSE Equity Market Capitalisation data as on 31st Mar'23, **AAL stand at SL.566(within Top 1000 companies)** with Market Capitalization of **INR 3,57,285 Lakhs.**



4
Manufacturing Sites



2000+
Employees



#1 Axles(Independent)
#2 Brakes



DIVERSE End Markets and Major Customers

Diverse End Markets



Major Customers

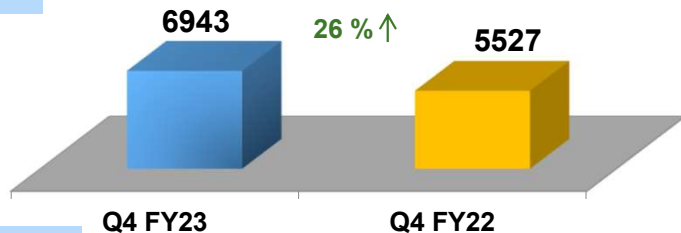


FINANCIAL RESULTS

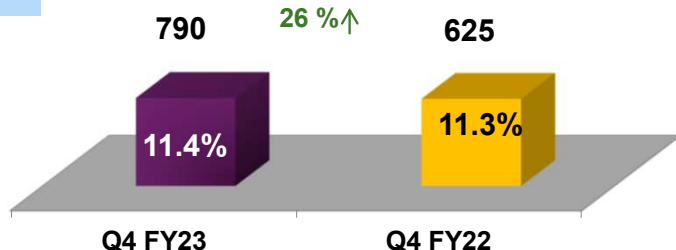
Values in INR Mn

Q4 FY23 Performance

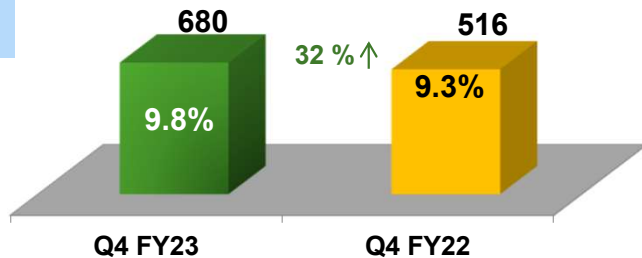
Sales



EBIDTA

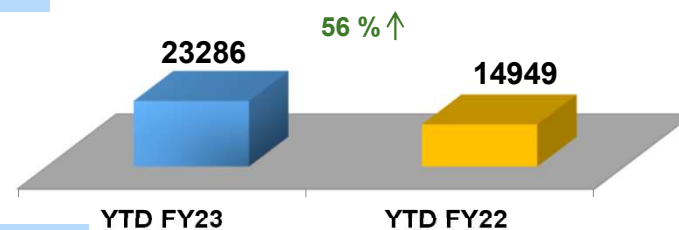


PBT

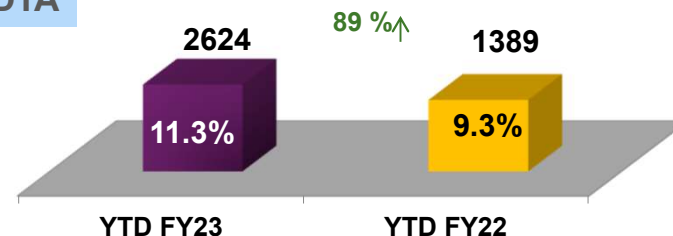


12 months FY23 Performance

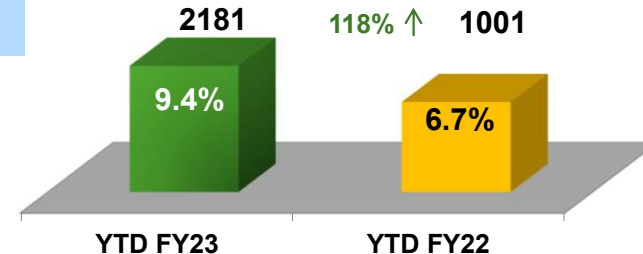
Sales



EBIDTA



PBT



FY22-23 NPD LAUNCH

MS 109



MS 185



160 EVO



Dia 325 Brakes



15i 18TG BGS



Dia 394 Brakes



Dia 360 Brakes

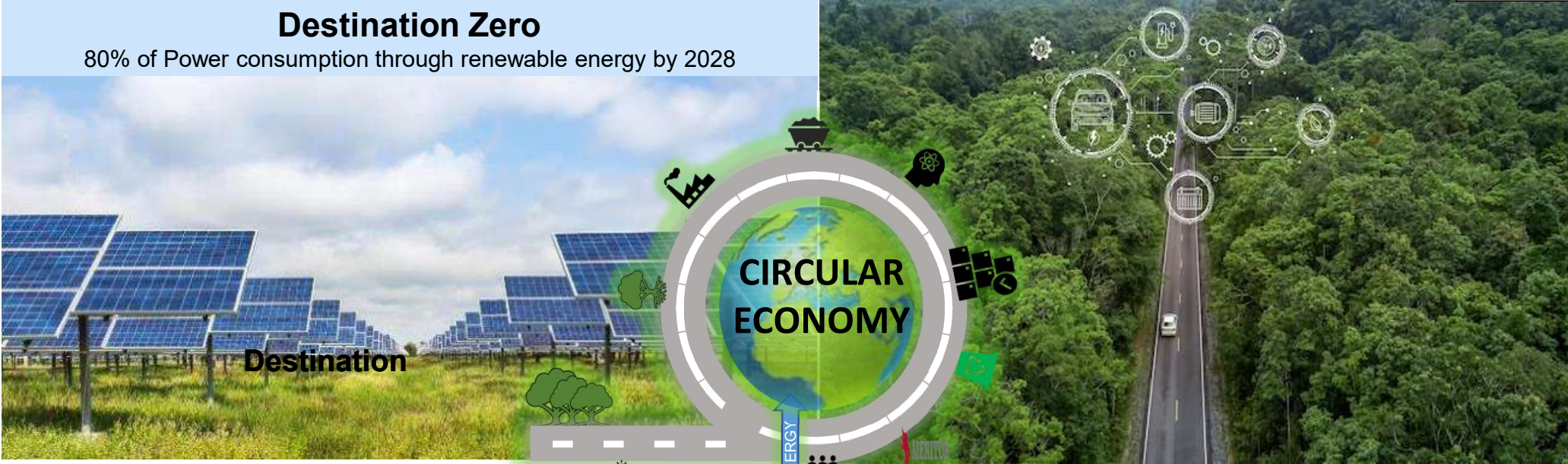




CIRCULAR ECONOMY

Destination Zero

80% of Power consumption through renewable energy by 2028



Destination

CIRCULAR ECONOMY

ESG Initiatives



Reducing packaging in Supply chain



Reduce emission in Supply chain



End-Customer recycling



Changing Sourcing Standards



Renewable energy



Other social issues



Changing consumer preferences



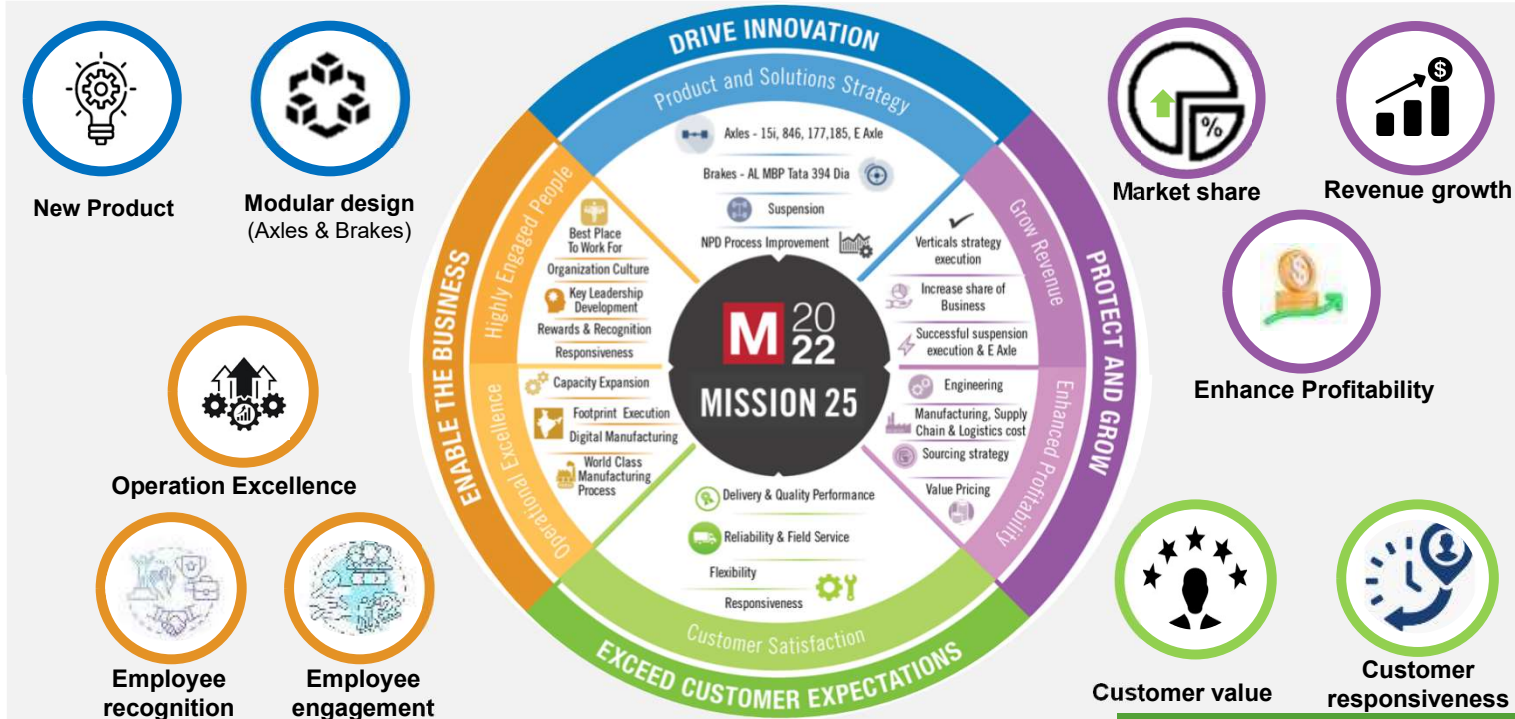
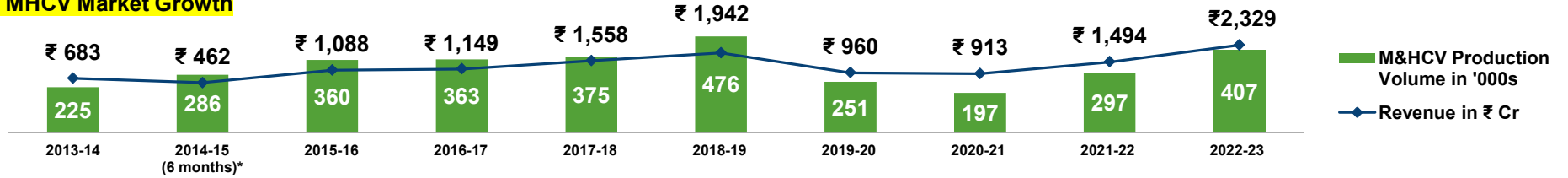
Diversify and inclusion initiatives



Employee safety, health and fair treatment

Mission 25 Growth Strategy

AAL Vs MHCV Market Growth



New Product



Modular design
(Axles & Brakes)



Operation Excellence



Employee recognition



Employee engagement



Market share



Revenue growth



Enhance Profitability



Customer value



Customer responsiveness

Focus Area

1. FY 23-24 market growth will be 5-8% over the previous FY
2. Continuous focus on Industry 4.0 & other digitisation initiatives
3. Commodity price softens however focus continues
4. Focus on improving conversion and material cost performances.

Status- On track

Key Actions to Manage Business Successfully

Business Growth Strategy

- Successful implementation of LTA agreement
- Gold Award in Cost savings category by AL
- Focus on export business opportunities
- Improve operational performance & Increase share of business with OE
- Product Development – Launch of New products
- Drive e-mobility business
- Digitalization – Implementation of Industry 4.0
- Geared up with capacity to cater to rising market demand



Cost Measures

- Cost reduction measures at organization and plant level
- Continuous Focus on M 25 initiatives, and Significant savings expected through M2025 timeframe
- Further cost measures in place for Conversion, Material and Manpower cost control



Safety Practices

- ESG strategy & implementation in progress
- Specific steps on to improve ESG standards and the reporting requirements.
- Focus on safety of employees continues though COVID pressure is low





Meritor



KALYANI