



Automotive Axles Limited

22nd November, 2019



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

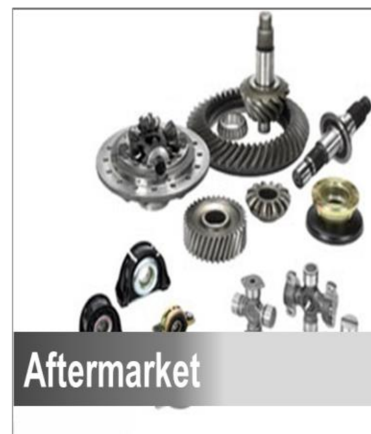


MARKET POSITION - #1 in Axles (independent) & #2 in Brakes



Diverse End Markets and Major Customers

Diverse End Markets



Major Customers



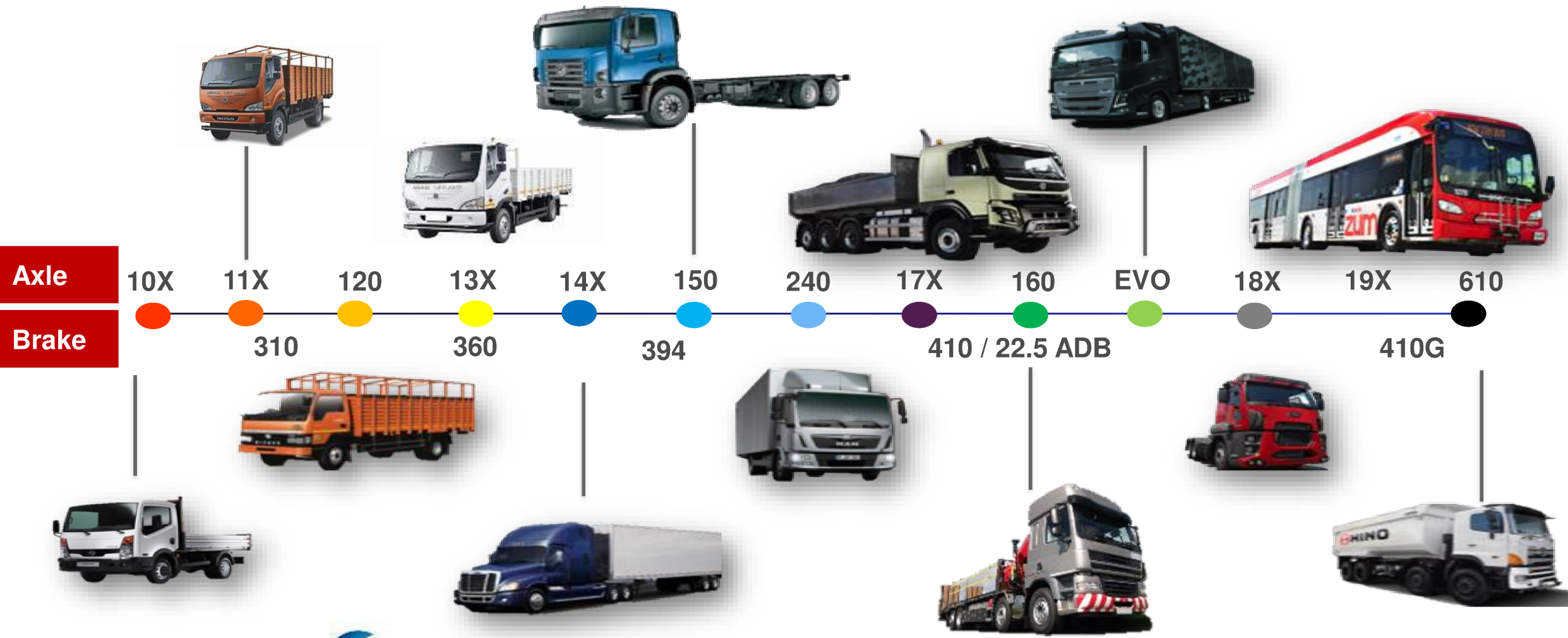
Aapki Jeet. Hamari Jeet.



Daimler India Commercial Vehicles Pvt. Ltd.



Most Comprehensive Axle & Brake Offerings



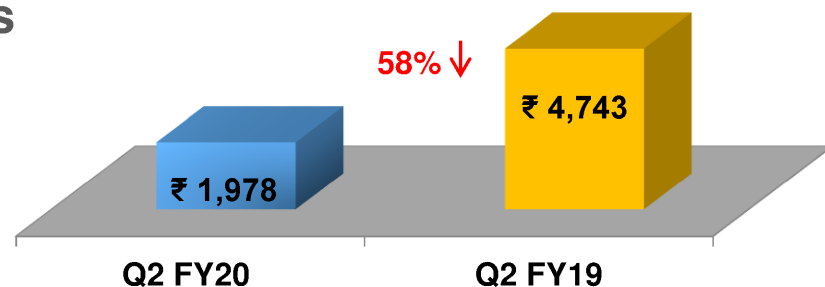
Light | Medium | Heavy | Extra Heavy

Financials

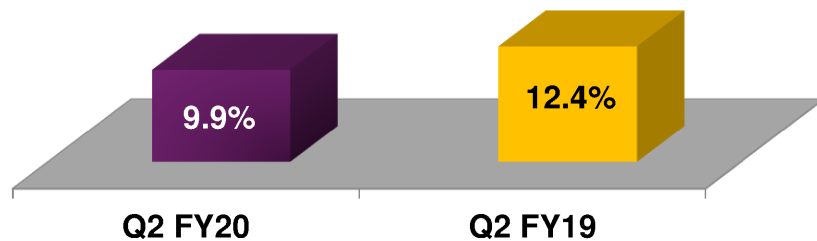
Values in INR Mn

Quarterly Performance

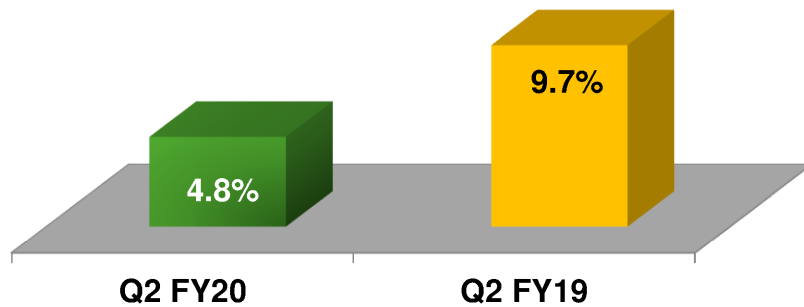
Sales



EBIDTA



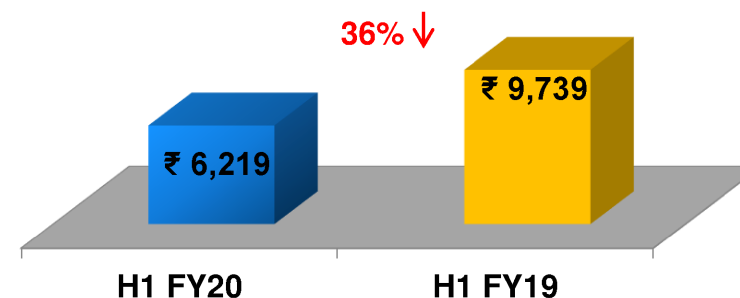
PBT



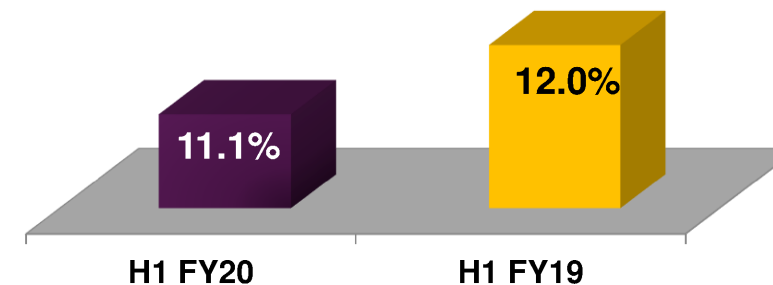
KALYANI

H1 Performance

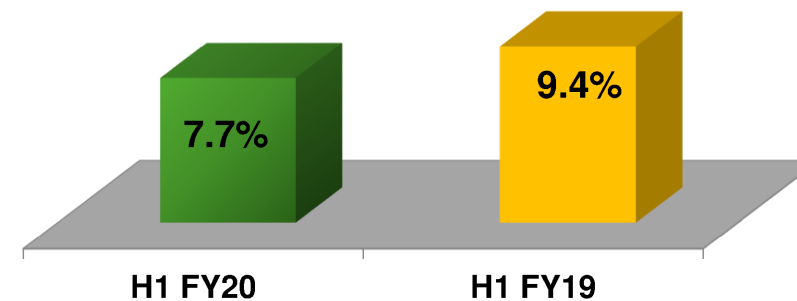
Sales



EBIDTA



PBT

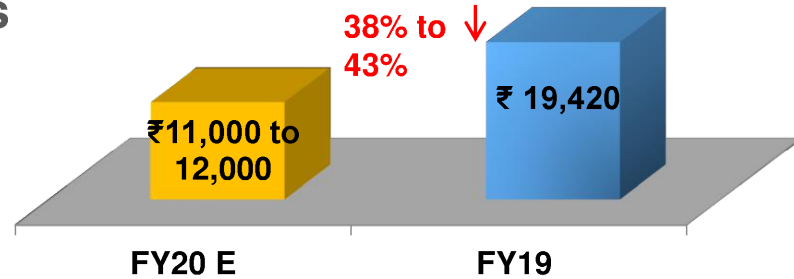


2020 Outlook

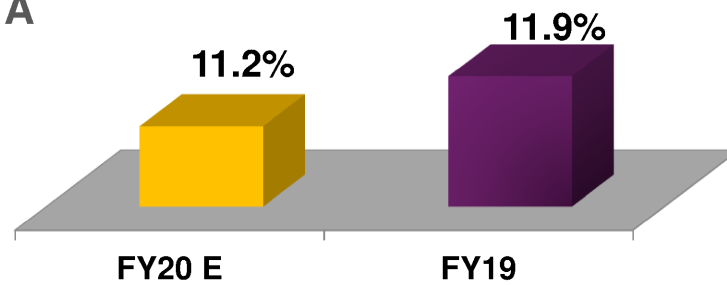
Values in INR Mn

Full Year Outlook

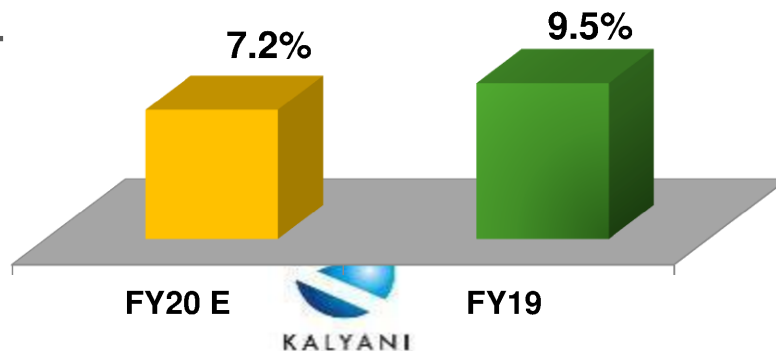
Sales



EBIDTA



PBT



Key Highlights

Revenue:

- Market degrowth of 57% YOY Q2 FY19 Vs Q2 FY20
- Revenue 58% degrowth YOY Q2 FY19 Vs Q2 FY20
- Revenue FY20 estimated to degrow by 38% to 43% approximately compared to market degrowth of ~49%

EBITDA:

- Operating margin improved compared to YOY & QOQ
- Mission 22 Strategic plans on Growth, New product Development, Material performance and cost control to improve EBITDA margin
- Continuous focus on cost control and productivity improvement
- EBITDA estimated to be 11~11.2% for FY20 compared to 11.9% in FY19

PBT:

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

- **Continuous focus on cost reduction initiatives**

Top Priority Actions for FY20

- Cost reduction
- Share Of Business improvement
- Product Development
- Process Optimization



Awards & Recognition

Awarded Best Product Development Performance
By Mahindra



Recognized for Best VOR Support By Tata Motors



