



Date: 22-02-2024

To,

The Bombay Stock Exchange Limited,
First Floor, New Trading Ring,
Rotunda Building,
Fort, Mumbai – 400 001
General Manager, Listing
Corporate Relations Department

The National Stock Exchange of India Ltd
Exchange Plaza, 5th Floor, Plot No. C/1, G Dalal Street,
Block, Bandra Kurla Complex, Bandra
(East) Mumbai - 400 051
Vice President, Listing
Corporate Relations Department

Dear Sir/Ma'am,

Sub: Revised presentation under Regulation 30 of SEBI (LODR) Regulations, 2015

Pursuant to Regulation 30 read with part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we would like to submit revised presentation for upcoming analyst/investor meet.

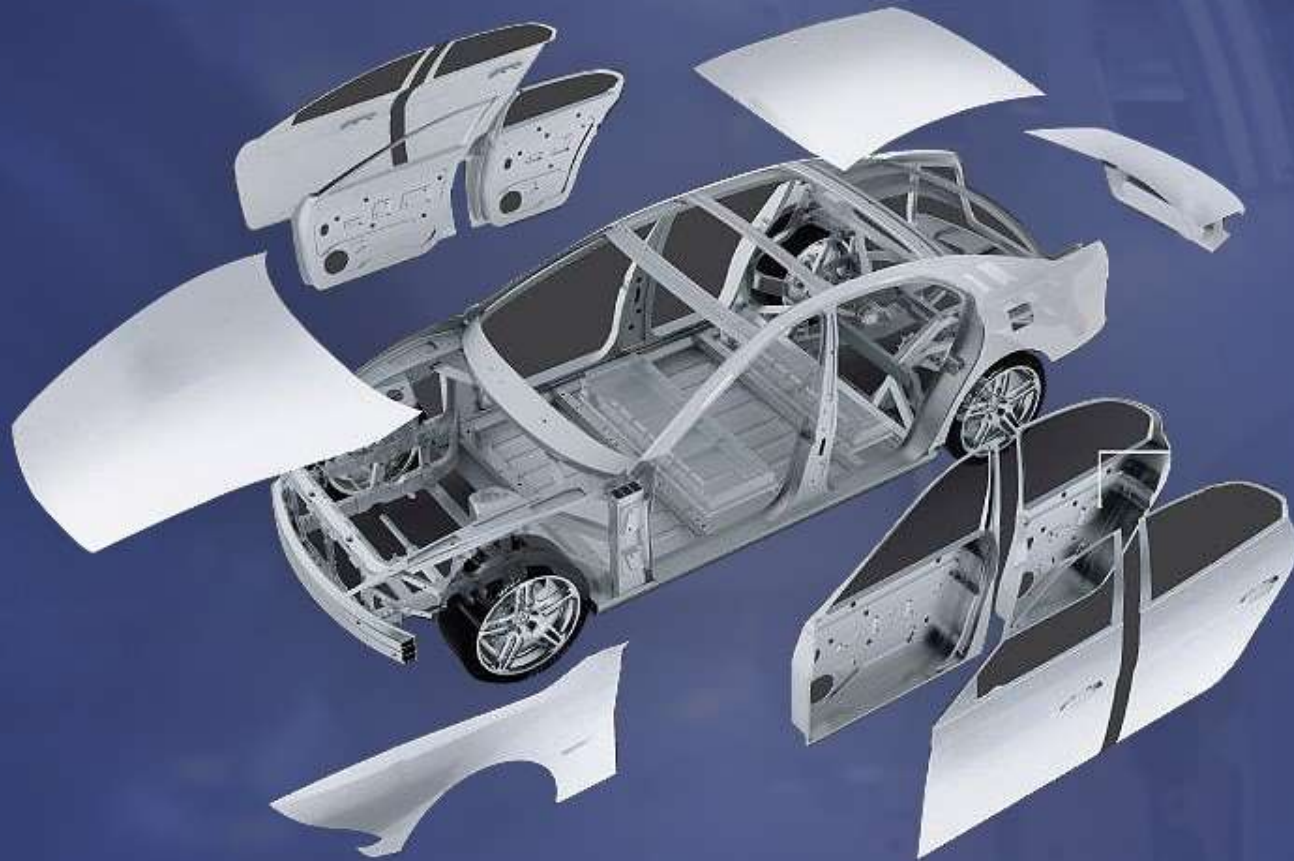
Kindly take the above on your record.

For Autoline Industries Limited

Vinod 12. 8h
CS Vinod Sharma

Company Secretary & Compliance Officer





Commercial Vehicles



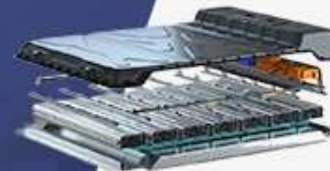
Railways



Consumer Durables



Split ACs



Battery Pack Components

INVESTOR MEET

DISCLAIMER

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This Presentation contains forward looking statements based on the currently held beliefs of the management of the company which are expressed in good faith and in management's opinion are reasonable. The forward-looking statements may involve known and unknown risks, uncertainty and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry to differ materially from those in forward-looking statements.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward-looking statements.

Agenda



Introduction



Quarterly and Annual Financials



Key Financial Metrics



Strategy & Outlook



Historical Financials

ABOUT AUTOLINE



Autoline is among
India's largest Sheet Metal components manufacturer,
serving major OEMs like

- Tata Motors CV
- Tata Motors PV & EV
- Mahindra CV
- Mahindra PV & EV
- Ashok Leyland
- Daimler
- Cummins
- HD Hyundai
- Sany
- Altigreen and more.



Autoline has an
installed capacity to process
120,000 MT
of steel per annum.



From a humble beginning
in FY-96 with a revenue
of Rs. 1.10 million today
stands tall with a
revenue of **Rs. 6600**
million

in FY-23 and aspiring to
grow to greater heights.



Autoline, a medium-sized auto
engineering firm, crafts sheet
metal components, sub-
assemblies, and assorted parts for
top-tier automotive OEMs,
including

- Foot Control Modules
- Parking brakes
- Hinges, cab stay and tilt
- Exhaust systems
- Tubular structures
- Prototyping
- Fabrications.

OUR JOURNEY

1999-2005

- Production Facilities established at:
 - Chakan Unit 1 & II
 - Pimpri Unit

⋮



1996-1998

- Established as Autoline Stamping Pvt Ltd.
- Secured the vendor status for direct supplies to Bajaj Auto Ltd. & Tata Motors Ltd.
- Set up manufacturing units at Kudalwadi.

⋮



2006-2012

- New Operational Facilities at:
 - Pantnagar (Uttarakhand)
 - Bhosari, Mhalunge (Pune)
 - Dharwad (Karnataka)
- Acquired 100% stake in Dimensions Engineering Services & Nirmitti Auto Components
- IPO launch on BSE and NSE platforms in 2007
- Set up Autoline Industrial park Ltd. (Land bank)

⋮



2013-2016

- Witnessed downturn in business but survived.
- Broadening Client and Product Portfolio

⋮



2017-2022

- Established Manufacturing Unit in Hosur
- Rationalised 3 plants to reduce debt levels.
- Infused capital through preferential allotments
- Ventured into development of E-Bicycle & E Scooter

⋮

2023-...

- Divestment of AIPL land parcel
- New plant at Sanand
- Successful CCD issue

⋮



INDUSTRIES SERVED

**Automotive
Components**



E-Bicycle



**Solar
Components**



Railways



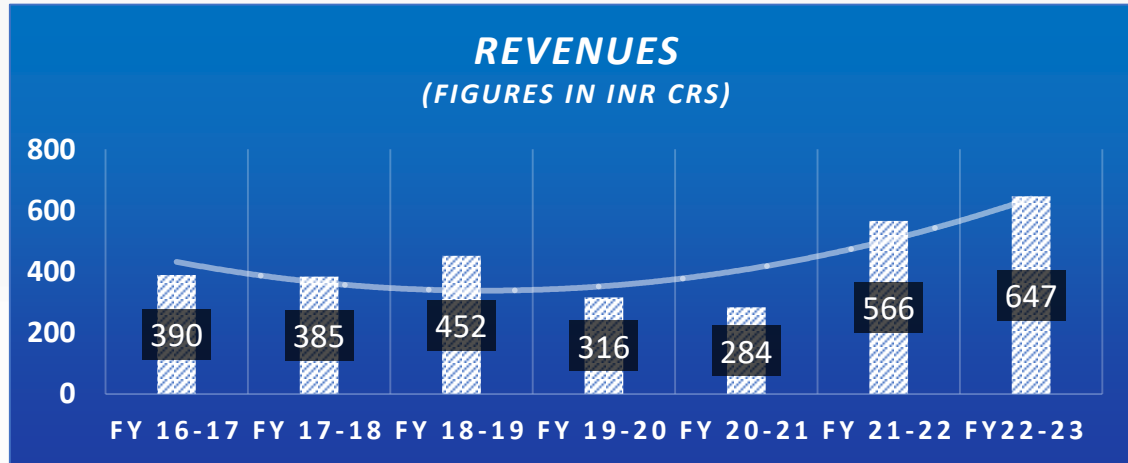
**Construction
Equipment's**



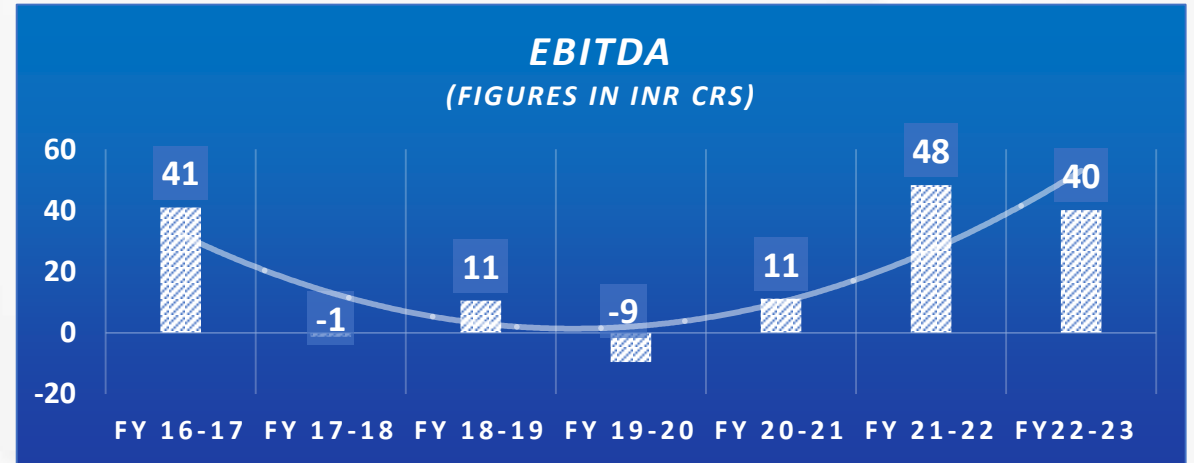
**Power
Generation**



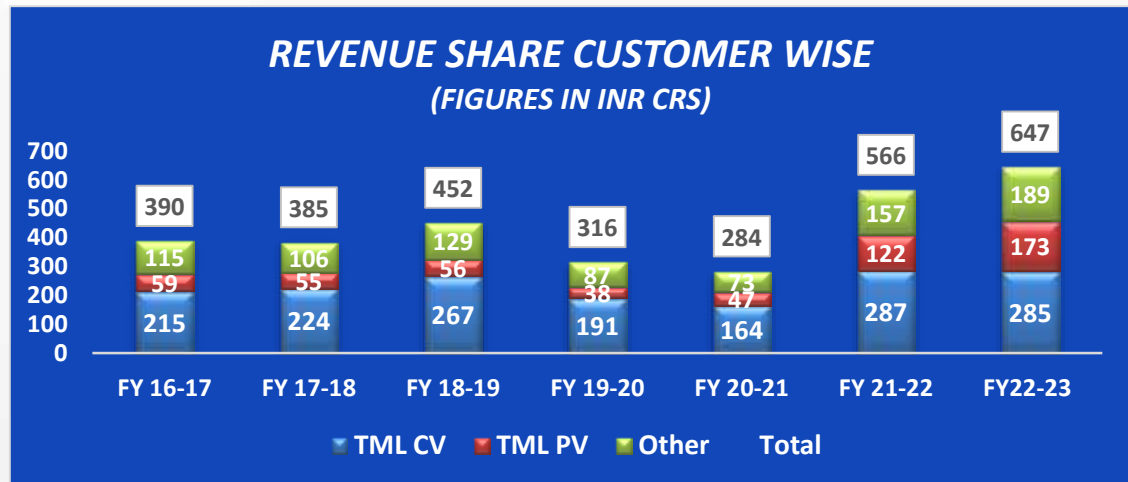
KEY FINANCIALS



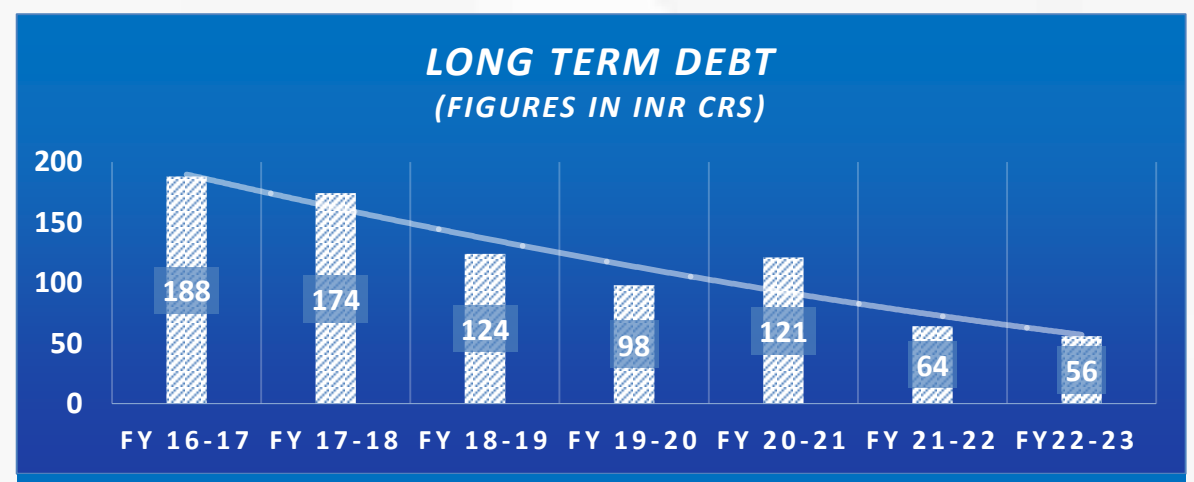
In the post-pandemic era, Autoline seized opportunities in automotive and non-automotive sectors, resulting in a remarkable turnover surge of over 200%, reaching Rs. 646 Crs in FY23 from Rs. 284 Crs in FY21.



The company has shown significant profitability enhancement over the past four years, with operating profit escalating from negative 9 Crs in FY20 to 40 Crs in FY23.



Over a period Company will reduce the dependency on single customer, by increasing revenue share with other customers. New business and capacity enhancements



The Company has demonstrated remarkable financial prudence, through reduction of long term debt burden and closure JM Finance Arc

Business Verticals



Automotive Components



Non-Auto Components



Railways



Solar Components

CLIENTELE

BIW* Parts					TATA HITACHI		
Small Mechanical Assemblies							
Exhaust Systems							
Other Major Customers							
							

SUMMARY OF STANDALONE RESULTS

Particulars (INR in Crores)	Q3 FY 22-23	Q3 FY 23-24	Change %	9 Months FY 22-23	9 Months FY 23-24	Change %
Revenue	151.40	152.82	0.9%	497.64	461.83	-7.2%
CORM	110.83	104.51	-5.7%	374.51	325.77	-13.0%
% of Revenue	73%	68%		75%	71%	
Gross Contribution	40.57	48.31	19.1%	123.13	136.06	10.5%
% of Revenue	27%	32%		25%	29%	
EBITDA	10.74	12.25	14.1%	29.11	34.56	18.7%
EBITDA Margin	7%	8%		6%	7%	
Depreciation	4.07	3.34	-18.0%	14.10	10.14	-28.0%
PBIT	6.67	8.91	33.7%	15.01	24.42	62.7%
PBIT Margin	4%	6%		3%	5%	
Finance Cost	4.93	4.76	-3.3%	15.63	15.24	-2.5%
Exceptional items	0.00	0.00		13.55	0.00	
PAT	2.60	4.83	85.8%	14.47	11.19	-22.7%
PAT Margin	2%	3%		3%	2%	

STANDALONE EXPENDITURE ANALYSIS

Particulars (As a % of Revenue)	Q3 FY 22-23	Q3 FY 23-24	Change %	9 Months FY 22-23	9 Months FY 23-24	Change %
Cost of Raw Material (CORM)	73%	68%	-6.6%	75%	71%	-6.3%
Employee benefits expenses	6%	6%	9.4%	5%	6%	17.0%
Finance costs	3%	3%	-4.2%	3%	3%	5.1%
Depreciation and amortisation	3%	2%	-18.7%	3%	2%	-22.5%
Other expenses	14%	17%	24.2%	14%	16%	16.0%

STANDALONE KEY RATIOS

Particulars (INR in Crores)	31st Dec'22	31st Dec'23	
Net Fixed Asset	99.43	119.22	Fixed Asset Turns Sales/Average Net Fixed Assets
Fixed Asset Turns	4.90	4.20	
Receivables	97.35	64.54	Average Receivables Days (Average Receivables/Sales) x 270
Avg. Receivables in Days	54.94	54.24	
Inventories	54.16	69.18	Average Inventory Days (Average Inventories/CoRM) x 270
Avg. Inventory in Days	38.56	47.87	
Payable	69.29	72.23	Average Payable Days (Average Payables/CoRM) x 270
Avg. Payable in Days	48.25	60.38	
Cash Conversion Cycle	45.25	41.72	Cash Conversion Cycle Average Inventory Days + Average Receivables Days - Average Payable Days
A) Net Worth	61.13	114.67	
Gross Debt	196.75	177.60	
Cash & Bank Balance	4.44	50.44	
B) Net Debt	192.30	127.16	RoCE Profit Before Interest and Tax / (Average Net Debt + Average Net Worth)
Capital Employed (A+B)	253.44	241.82	
ROCE	6%	10%	
RoE (w/o Exc. Income)	1.5%	10%	

ROE
Profit After Tax / (Average Net worth)

STANDALONE BALANCE SHEET

Particulars (INR in Crores)		31st Dec'22	31st Dec'23
Net Fixed Assets	A	96.61	105.71
Right of use Assets	B	2.82	13.51
Other Non Current Assets	C	106.93	123.69
Cash & Bank Balance	D	4.44	50.44
Current Assets			
Trade Receivables	i	97.35	64.54
Inventories	ii	54.16	69.18
Other Current Assets	iii	18.52	34.97
Total Current Assets (i+ii+iii)		170.03	168.69
Less Current Liabilities and Provisions		121.06	167.92
Net Current Assets	E	48.97	0.77
Total Assets (A+B+C+D+E)		259.77	294.12
Equity Share Capital		38.96	38.96
Other Equity		22.17	75.70
Total Equity	A	61.13	114.67
Short Term Debt		159.05	130.24
Long Term Debt		37.69	47.36
Total Debt	B	196.75	177.60
Other Non Current Liabilities	C	1.89	1.86
Total Liabilities (A+B+C)		259.77	294.12

Particulars (INR in Crores)	31st Dec'22	31st Dec'23
Gross Debt	196.75	177.60
Cash & Bank Balance	4.44	50.44
Net Debt	192.30	127.16
Net Debt / Equity	3.15	1.11

MAJOR HIGHLIGHTS OF Q3 FY24



Market Growth & Diversification:

The company's commitment to excellence drives market expansion and diversification. By broadening its offerings, it taps into new sectors, receiving orders for solar trackers, base structures, and aluminium extrusions from non-auto clients like railways.



Operational Optimization:

Productivity improvement and **cost reduction** being critical aspects for any organization, Autoline has Build strategies and worked on it resulting in company's net operational profit having **surged by Rs. 9.9 crore** year-over-year, reflecting substantial growth in profitability. |



Set up of Sanand Production Plant:

The company is primed to capitalize on new growth opportunities with its expanded operations, including the strategic establishment of a new plant in Sanand, Gujarat. Serving OEMs like Tata Motors Ltd. and other clients, it anticipates a positive impact on both revenue and profitability.



Integration of Automation:

The company has automated several production lines, aiming to lower material processing costs, thereby enhancing the bottom line and speeding up turnaround times.



Strategic divestment:

Autoline Industrial Parks Limited (AIPL), AIL's subsidiary, has signed SPA with MNSC Realty & Developers Pvt Ltd. To divest its stake in AIPL that has a land parcel. The proceeds (~Rs.98 crores) will be utilized for debt reduction and working capital support. Already, Rs.40 Crs received in this FY.



Capital Raise for Growth:

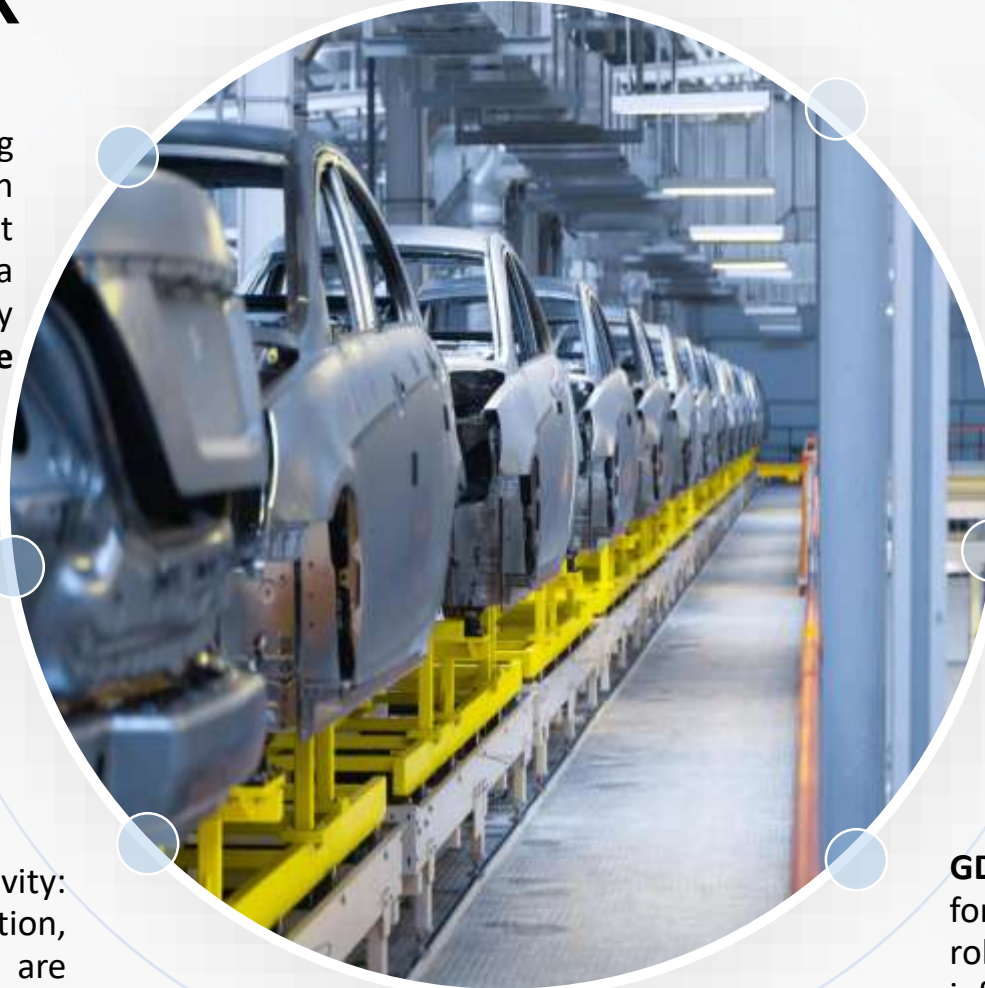
The company raised ₹43.18 crores through Compulsorily Convertible Debentures from new investors and ₹5.64 crores through share warrants from the promoter group. These funds will help to boost capacity to meet rising OEM demands, with expansion targeted for completion by Q3FY25.

INDUSTRY OUTLOOK

Economic Growth: India's growing economy, investments in infrastructure, and robust replacement demand contribute to a positive outlook. The overall industry has already grown by **8% year-to-date in FY2024**

Middle-Class Expansion: As India's middle class expands, consumption is expected to receive a boost. This demographic shift will likely drive demand for vehicles.

Digitalization and Connectivity: Beyond de-carbonization, digitalization and connectivity are reshaping the automotive industry, turning vehicles into 'computers on wheels'.



Alternative Fuels and EVs: The industry is witnessing a positive sentiment towards alternative fuels and electric vehicles (EVs). Factors like state and central subsidies, rising fuel costs, and environmental awareness are driving this trend. However, challenges such as high upfront costs and limited charging infrastructure need addressing

BS-VI Emission Standards: A strong business case exists for replacing old vehicles with those conforming to **BS-VI emission standards** and designed for revised axle loads

GDP Growth: The overall GDP growth forecast of over **7%** plays a crucial role. Continued policy support for infrastructure investments, electrification, and a focus on logistics efficiency are additional drivers.

[In summary, India's automotive industry is poised for growth, with a focus on sustainability, technology, and market dominance by 2030](#)

FUTURE GROWTH STRATEGY



Opportunities with Existing Customers

- Aligning investments in Pune for TML PV & Mahindra in sync with their increased demand and expansion plans.
- Setting up of a new manufacturing plant at Sanand for Nexon Volume increase & New Sierra business.



Opportunities in Auto & Renewable energy Space

- Auto IC & EV Segments
- Proprietary parts
- Solar components
- Solar trackers
- Road infrastructure



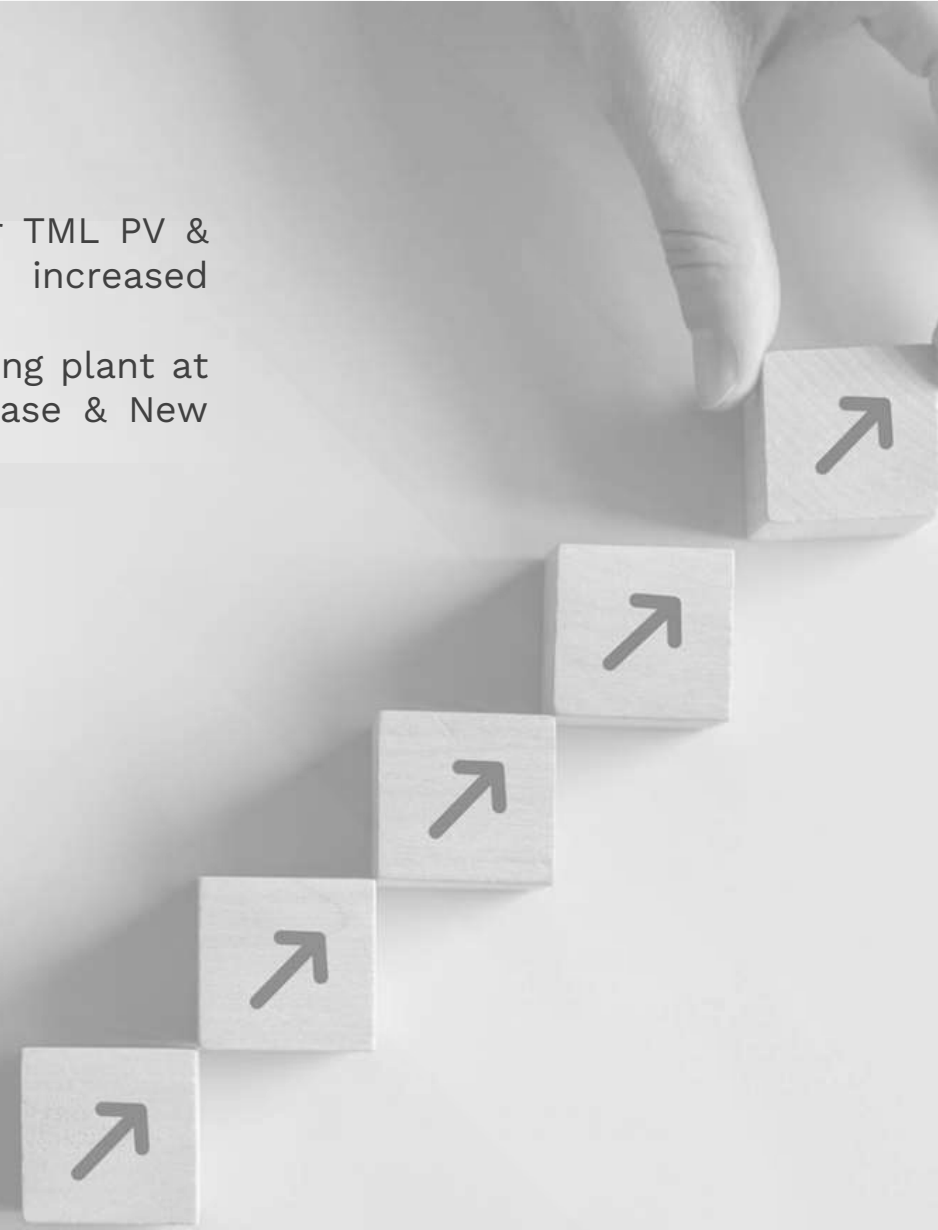
Opportunities in the white goods space for products like:

- Air coolers
- Washing machines
- Room Air Conditioners



Improving operational efficiencies leading to:

- Better profitability & higher cash flows
- Reinvesting to improve strategic capabilities to reap future benefits



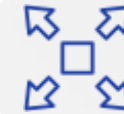
EXPANSION IN PUNE – INDUSTRY 4.0 ENABLED



This facility has the potential to generate **revenue exceeding Rs. 250 Cr.** M&M orders expected to be the primary revenue contributor. Additionally, there is identified potential with Tata Motors, Hyundai, and VW for further revenue growth.

Addition of a new robotic press line including 1000T, 800T, 600T, and 500T presses
(Total: 5 presses)

Investment of Rs. 60 Cr. for presses and additional facilities.



Press line set up in existing Chakan plant with new shed built up on 60,000 sq. ft.

Target installation and operational by September-24.



Expansion in line with the increase in customer demand based on their expansion plan

SANAND NEW SETUP - INDUSTRY 4.0 ENABLED



INDUSTRY 4.0 - KEY TECHNOLOGIES



Internet of Things (IoT)



Big Data and Analytics



Artificial Intelligence (AI)



Cloud Computing



IMPACT:

Improved Efficiency:
Optimized processes lead to increased productivity and reduced costs.

Enhanced Quality:
Data-driven insights improve product quality and consistency.

Innovation:
New business models and opportunities through technology integration.

Workforce Changes:
Demand for new skills, retraining, and a shift in job roles.

Supply Chain Optimization:
Real-time tracking and efficient resource allocation.

Customer Experience:
Customization and quicker response times to customer needs.

FUTURE OUTLOOK



Improved margins due to enhanced operational efficiencies and increased operating leverage.

High revenue growth, profitability and cash flows will result in improved capital efficiency and a stronger balance sheet.

The company holds a unique position in the Indian auto industry and stands to achieve higher revenue growth by expanding its market share with existing customers & adding new customer base.

| Solar business to drive growth for the company

| Company looking forward for expansion with advanced machinery for enhancing productivity

| Company's management see exciting times ahead for all its business segments.

FINANCIAL OUTLOOK Q4FY24

Sales
in Q4 FY24 are
projected to
**increase by
35%~ 45%**
compared to Q4
FY23.

Revenue
from non-automotive
business is projected to
**increase by
5%~7%**
in Q4.

EBITDA
in Q4 is
forecasted to
**increase by
65%~75%**
compared to
Q4FY23.

In Q4FY24, operating margins across segments are expected to increase, driven by a shift in product mix resulting in improved reported margins.

The capital expenditure for FY24 is projected to be around INR 60 Cr. Additionally, another INR 65 Cr will be injected by November 2024 through a combination of equity and debt.

HISTORICAL CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars	9M FY24	FY23	FY22	FY21	FY20
Net Revenue	464.73	649.75	567.20	284.69	316.27
Cost of Materials Consumed	344.95	482.33	402.61	186.37	223.86
Purchase of Products for Sale	-	-	-	-	-
Change in Inventory of Finished Goods, WIP & Products for Sale	-18.73	3.99	-3.66	2.46	7.92
COGS	326.22	486.32	398.95	188.83	231.78
Employee Expenses	30.07	37.26	32.22	25.63	29.28
Other Expenses	73.09	87.57	90.97	61.69	67.81
EBITDA	35.34	38.60	45.05	8.55	-12.60
Depreciation & Amortization	10.38	17.63	20.14	20.43	20.95
EBIT	24.96	20.97	24.92	-11.89	-33.55
Other Income	1.45	2.52	1.59	1.72	2.51
Interest Expense	15.82	21.99	24.45	31.97	31.33
Exceptional Items	0.86	-9.80	-6.49	-0.17	3.78
PBT	9.73	11.31	8.55	-41.97	-66.14
Tax Expense	0.30	-	-	-	-
PAT	9.43	11.31	8.55	-41.97	-66.14

HISTORICAL CONSOLIDATED BALANCE SHEET

Balance Sheet - Liabilities (Rs Cr)	9M FY24	FY23	FY22	FY21	FY20
Share Capital	39	39	38	31	27
Reserves & Surplus	151	100	88	53	76
Equity	190	139	125	84	103
Long-Term Borrowings	47	31	28	65	49
Deferred Tax Liabilities	0	0	0	0	0
Other Long-Term Liabilities	2	2	1	0	1
Long-Term Provisions	1	1	1	1	1
Total Non-Current Liabilities	50	35	30	67	51
Short-Term Borrowings	131	139	208	76	64
Creditors (Trade Payables)	73	74	62	60	52
Other Current Liabilities	92	47	57	135	158
Short-Term Provisions	6	5	5	4	4
Total Current Liabilities	302	265	332	276	278
TOTAL LIABILITIES	542	439	487	427	432

Balance Sheet - Assets (Rs Cr)	9M FY24	FY23	FY22	FY21	FY20
Net Fixed Assets	172	152	154	170	188
Non-Current Investments	5	4	4	4	4
Deferred Tax Assets	13	13	13	13	13
Long-Term Loans & Advances	5	4	5	4	11
Other Non-Current Assets	29	8	12	12	12
Total Non-Current Assets	223	181	188	202	228
Current Investments	0	0	0	0	0
Inventories	180	163	162	153	153
Debtors (Trade Receivables)	65	76	111	45	27
Cash & Bank Balance	51	4	5	6	5
Short-Term Loans & Advances	0	0	0	1	1
Other Current Assets	24	15	21	20	17
Total Current Assets	319	258	299	224	203
TOTAL ASSETS	542	439	487	427	432



Thank You!

We look forward to working with you!

AUTO  LINE