Automotive Axles Limited

August 2019

KALYANI

RUN WITH THE BULL | MERITOR

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

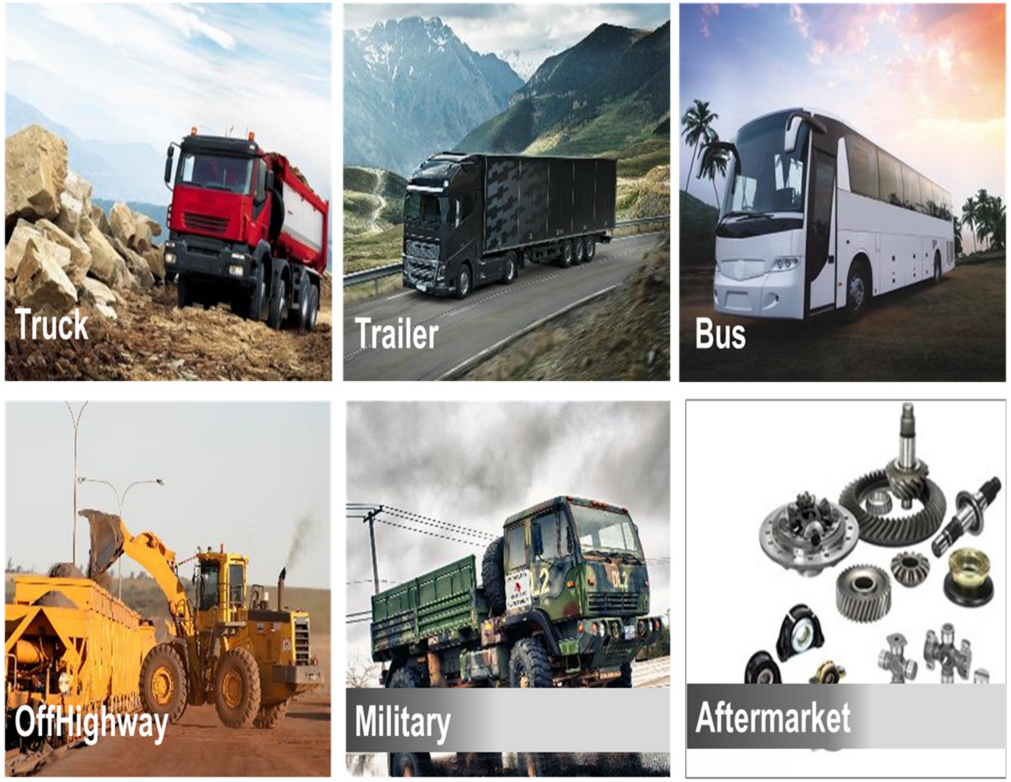
CUSTOMERS – All major CV, specialty and defense OEMs

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

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

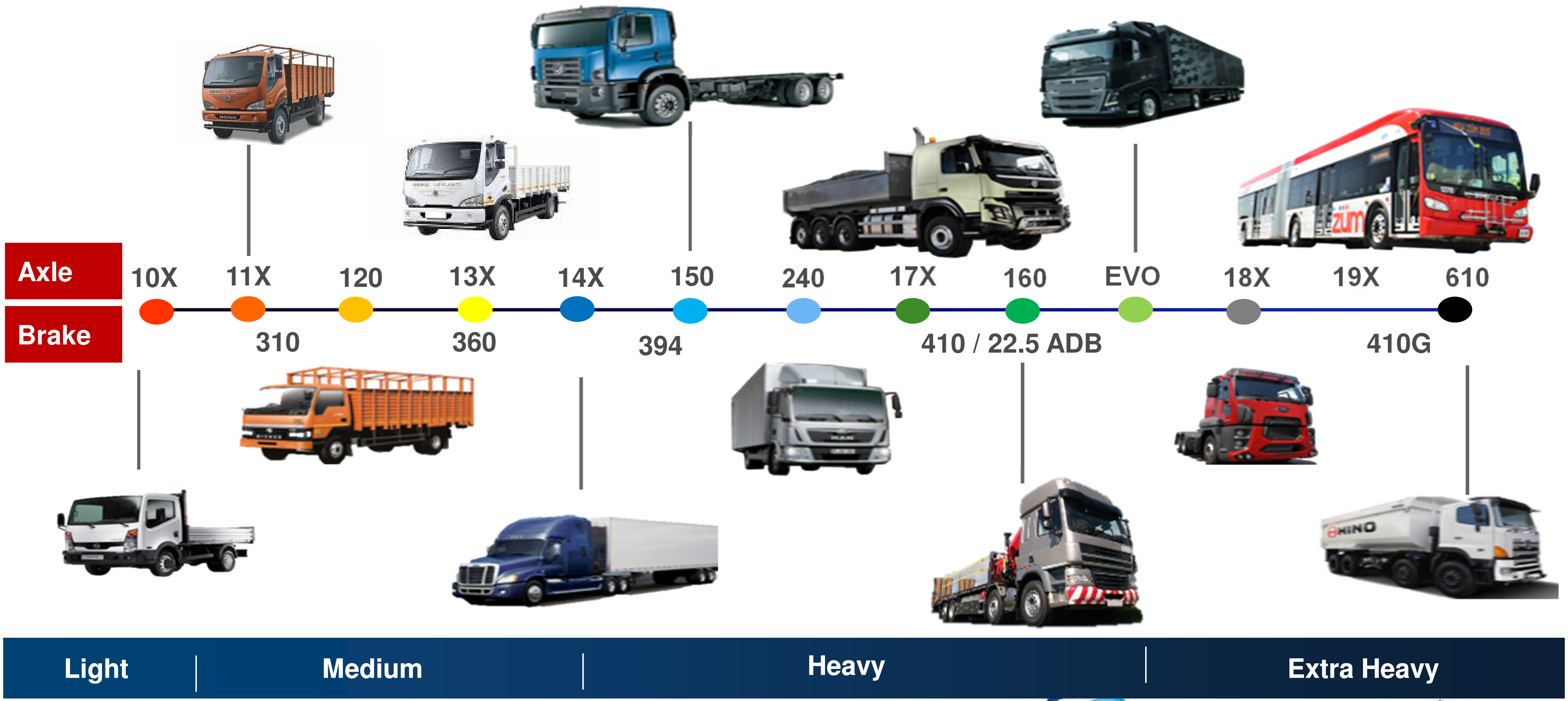
VOLVO

CAT®

KALYANI

RUN WITH THE BULL | MERITOR

Most Comprehensive Axle & Brake Offerings



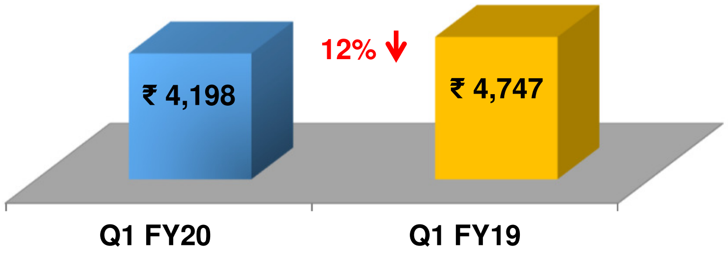
KALYANI
RUN WITH THE BULL
MERITOR

Financials

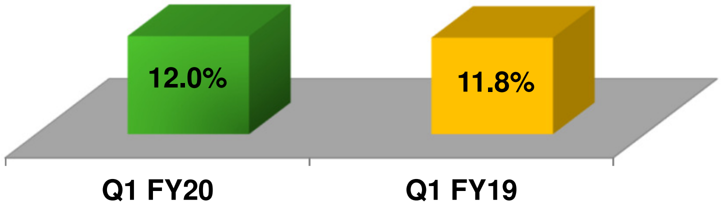
Values in INR Mn

Quarterly Performance

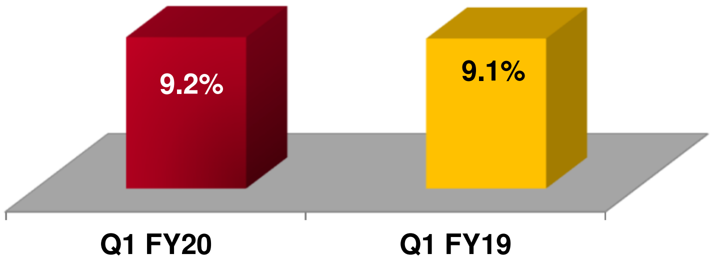
Sales



EBIDTA



PBT



Key Highlights

<u>Revenue:</u>

- Market degrowth of 18% YOY Q1 FY19 Vs Q1 FY20
- 12% degrowth YOY Q1 FY19 Vs Q1 FY20, however maintained profitability
- Revenue FY20 estimated to degrow by 15% to 20% approximately compared to market degrowth of ~25%

<u>EBITDA:</u>

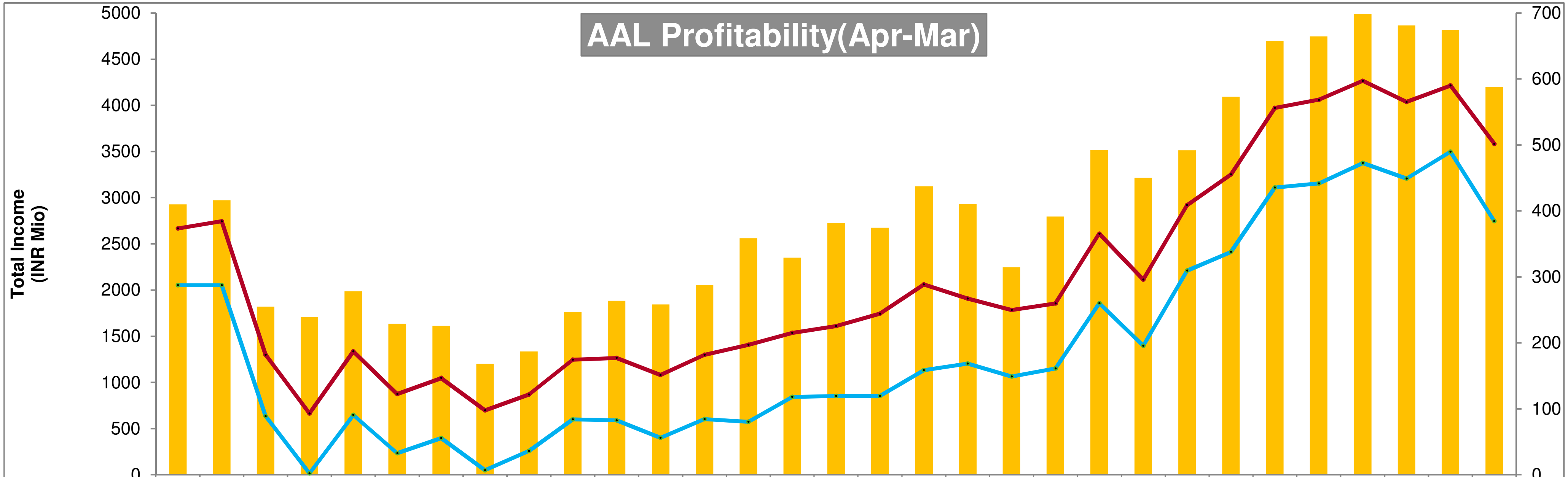
- Commodity price change exerting pressure on EBIDTA%
- Mission 22 Strategic plans has benefitted productivity and cost to retain EBITDA margin
- Focus on continuous monitoring and control of cost
- With continuous focus on cost and productivity improvement, EBITDA estimated to be 11.7% to 12.2% compared to 11.7% in FY19

<u>PBT:</u>

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

- **<u>Continuous focus on cost reduction initiatives</u>**

Quarterly Performance Q1FY12 – Q1FY20



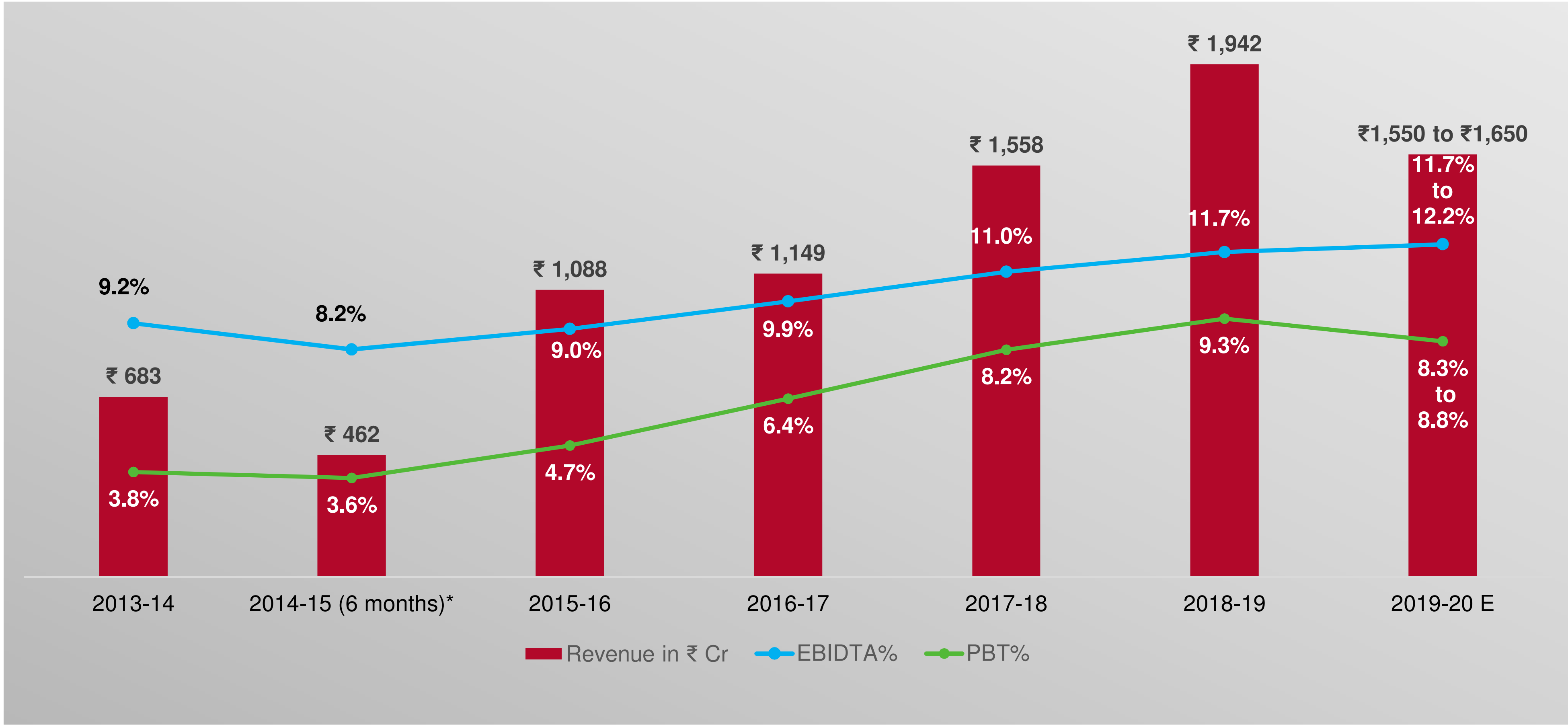
	FY12 Q1	Q2	Q3	Q4	FY13 Q1	Q2	Q3	Q4	FY14 Q1	Q2	Q3	Q4	FY15 Q3	Q4	FY16 Q1	Q2	Q3	Q4	FY17 Q1	Q2	Q3	Q4	FY18 Q1	Q2	Q3	Q4	FY19 Q1	Q2	Q3	Q4	FY20 Q1
Total Income	2927	2971	1820	1708	1988	1635	1613	1202	1337	1762	1884	1844	2055	2562	2351	2728	2675	3121	2931	2248	2795	3514	3214	3513	4094	4700	4747	4992	4865	4816	4198
EBITDA	373	384	182	93	187	122	147	98	122	174	177	151	182	197	215	225	244	289	267	250	260	365	296	409	455	556	568	597	565	590	502
PBT	287	287	89	2	91	33	55	7	36	84	83	56	84	80	118	119	119	158	169	149	161	260	195	310	338	435	442	473	449	490	384

KALYANI RUN WITH THE BULL MERITOR

Key Strategic Initiatives Update

- Capacity Expansion
- R&D Capabilities Enhancement
- New Products

Revenue Growth Trend




RUN
WITH
THE
BULL.
KALYANI
MERITOR