

Automotive Axles Limited

November 2018



Snapshot FY18



REVENUE: ₹1,558 Cr; EBIDTA: ₹172 Cr (11.01%); PBT: ₹128 Cr (8.2 %)



MANUFACTURING LOCATIONS - 3 Manufacturing locations: Mysore, Jamshedpur, Pantnagar



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

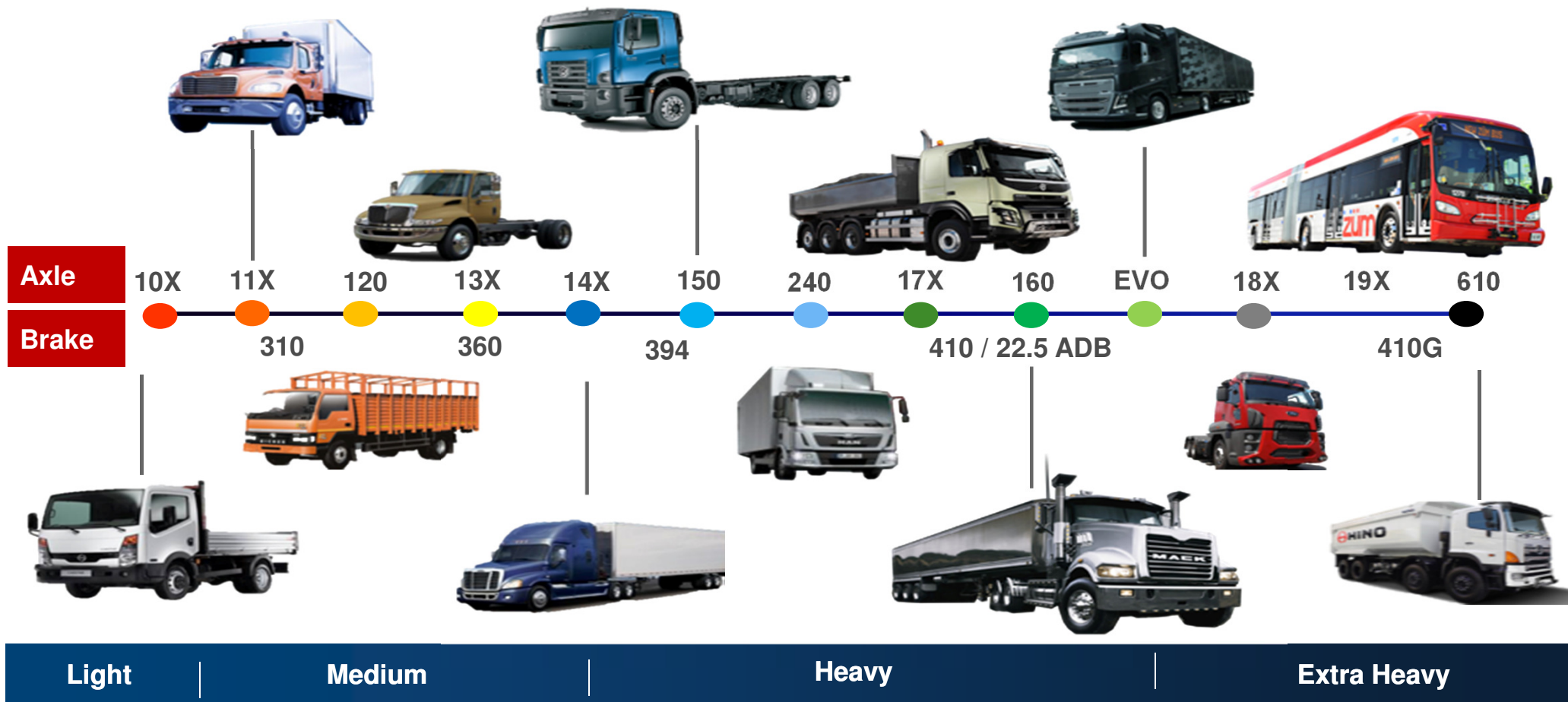


PRODUCTS – Axles, brakes and suspension systems



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

Most Comprehensive Axle & Brake Offerings

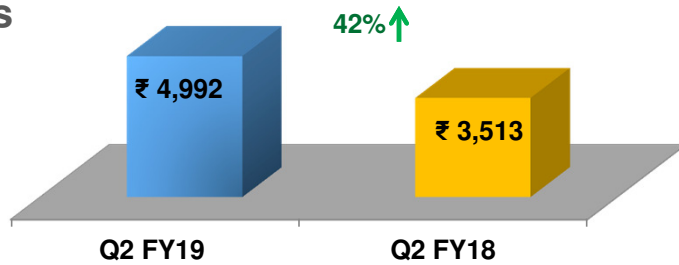


Financials

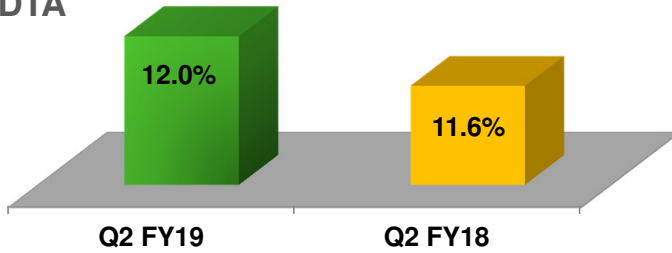
Values in INR Mn

Quarterly Performance

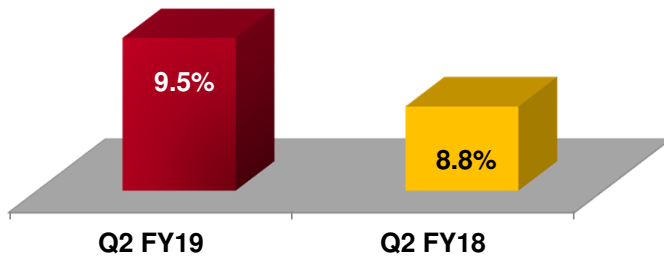
Sales



EBIDTA

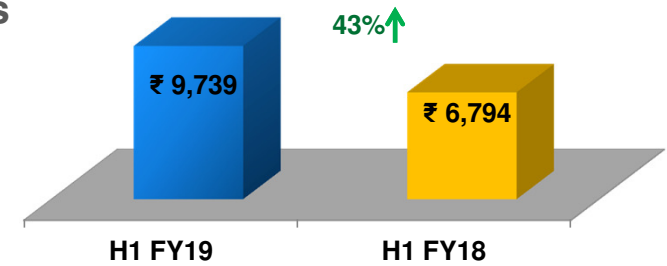


PBT

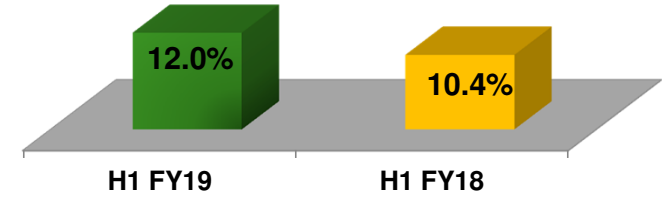


H1 Performance

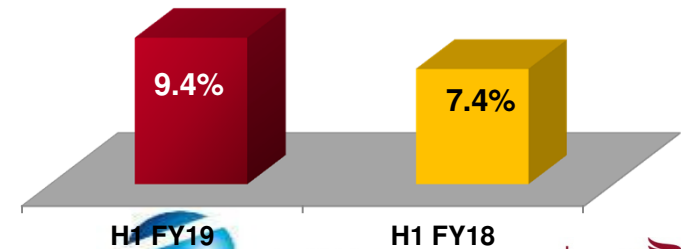
Sales



EBIDTA



PBT

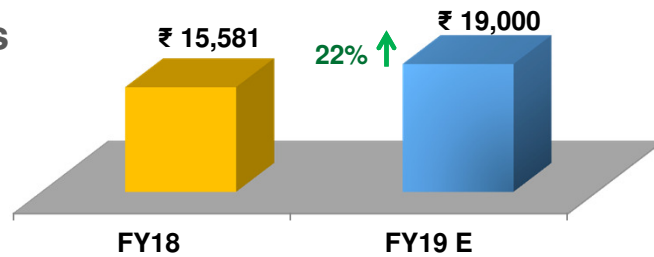


2019 Outlook

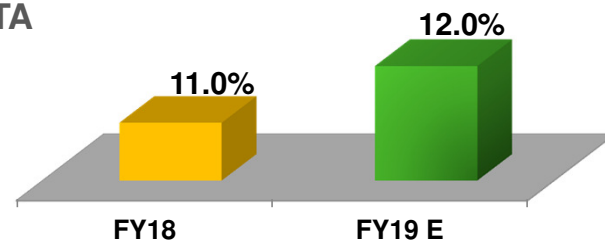
Values in INR Mn

Full Year Outlook

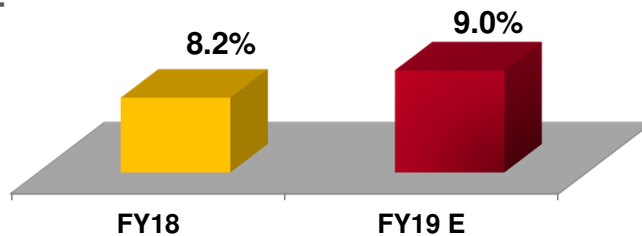
Sales



EBIDTA



PBT



Key Highlights

Revenue:

- 22% growth YOY
- Capacity leverage sales in Q4

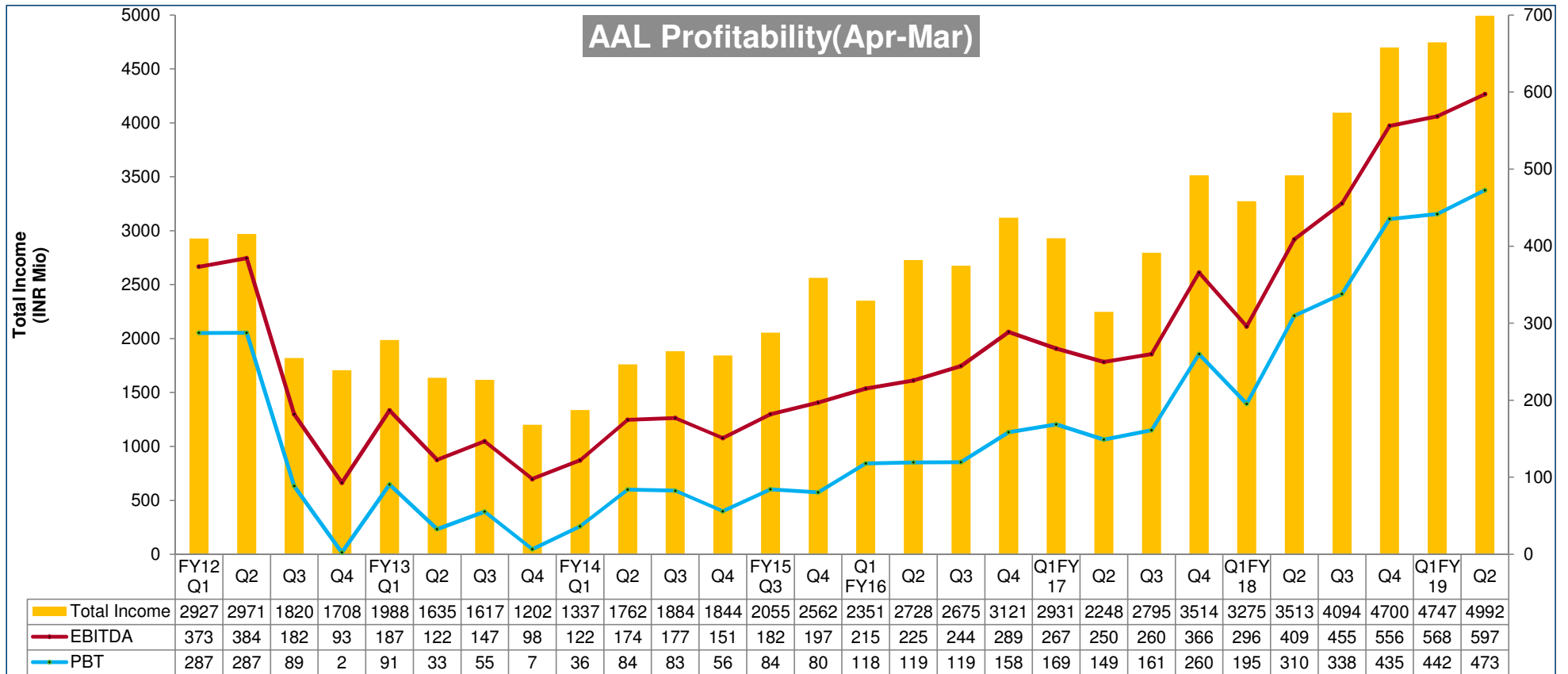
EBITDA:

- Commodity price change exerting pressure on EBITDA%
- Internal cost improvement plan is on track to manage the challenges
- Continuous monitoring and control of fixed cost

PBT:

- Borrowing cost and increased depreciation impact the PBT in H2

Quarterly Performance Q1FY12 – Q2FY19

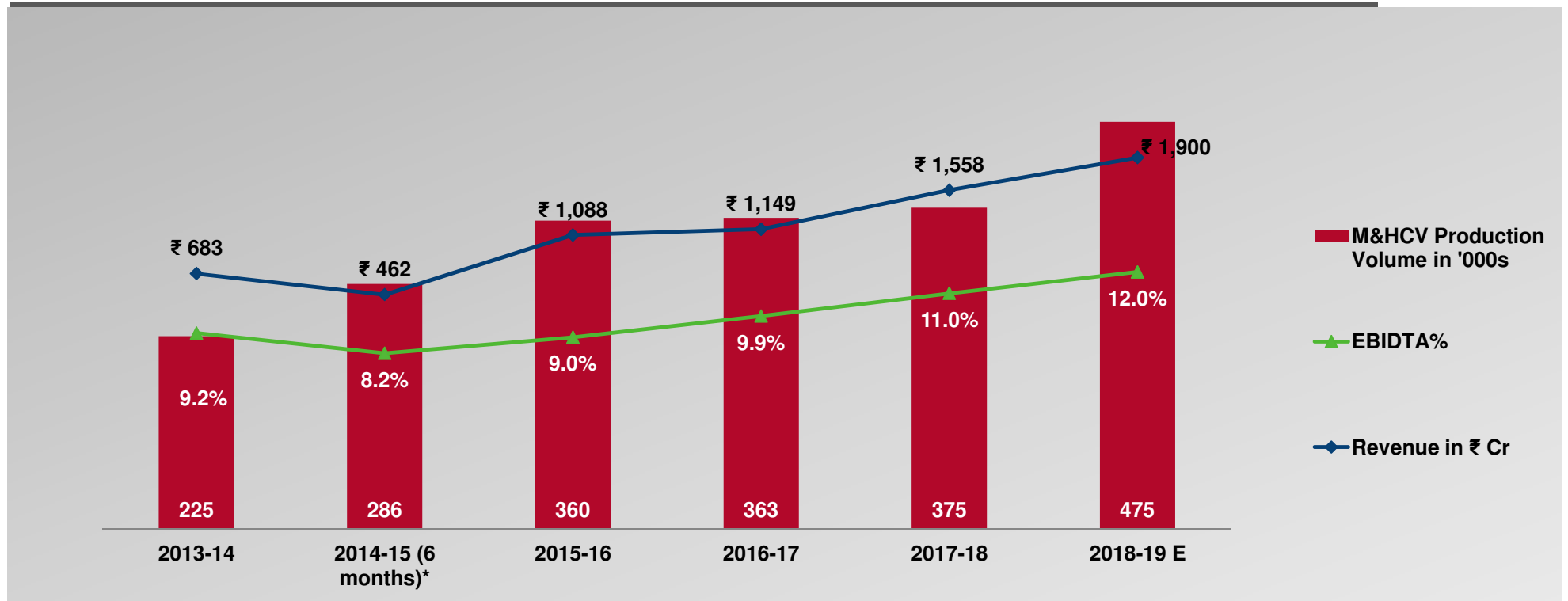


Key Strategic Initiatives Update

- Capacity Expansion
- Business Wins
- New product
- Footprint Expansion

Revenue Growth Trend

Revenue Vs MHCV Market Growth



**RUN
WITH
THE
BULL.**



KALYANI



MERITOR