

# Automotive Axles Limited

February 2019



# Snapshot FY19



FY19: REVENUE - YTD performance: ₹1,460 Cr; FY Outlook : ₹1,900 to 1,950 Cr  
EBIDTA - YTD performance: ₹173 Cr (11.8%); FY Outlook: 11.5% to 11.7%  
PBT - YTD performance: ₹136 Cr (9.3%); FY Outlook: 9.0% to 9.2%



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

# Diverse End Markets and Major Customers

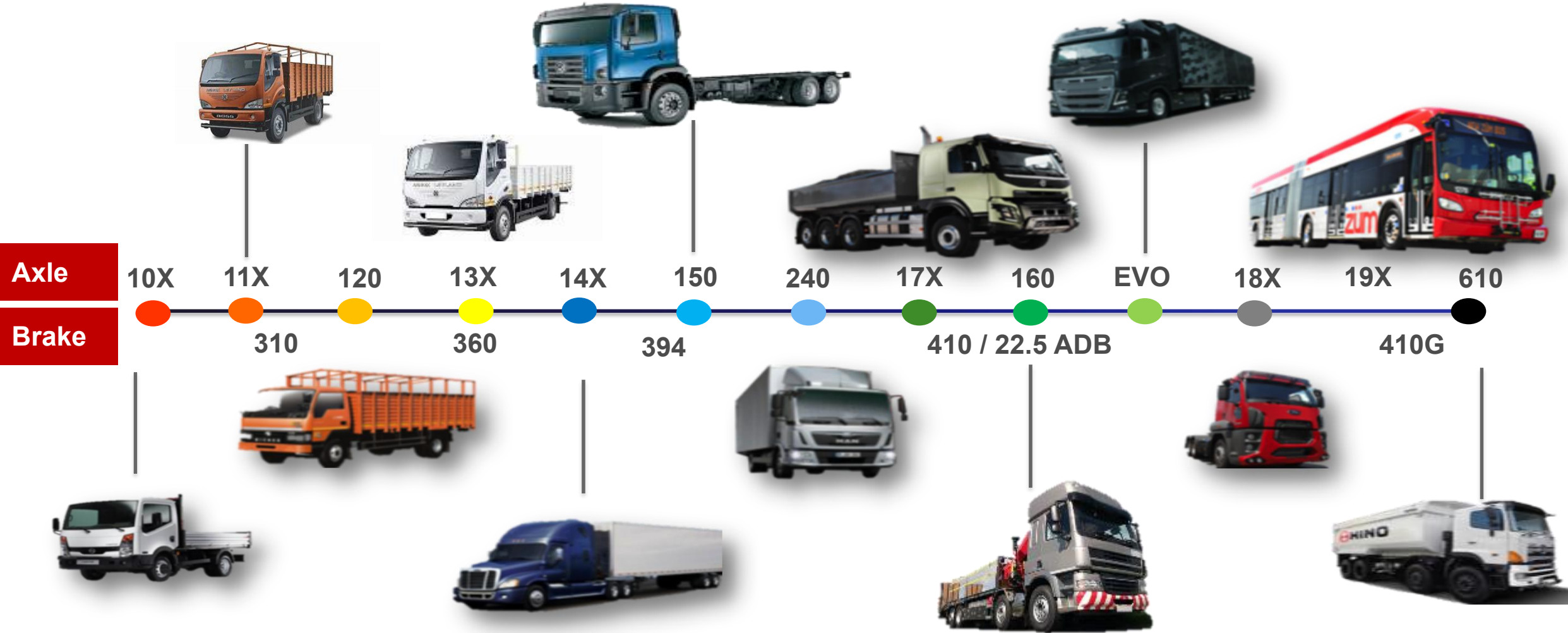
## Diverse End Markets



## Major Customers



# Most Comprehensive Axle & Brake Offerings



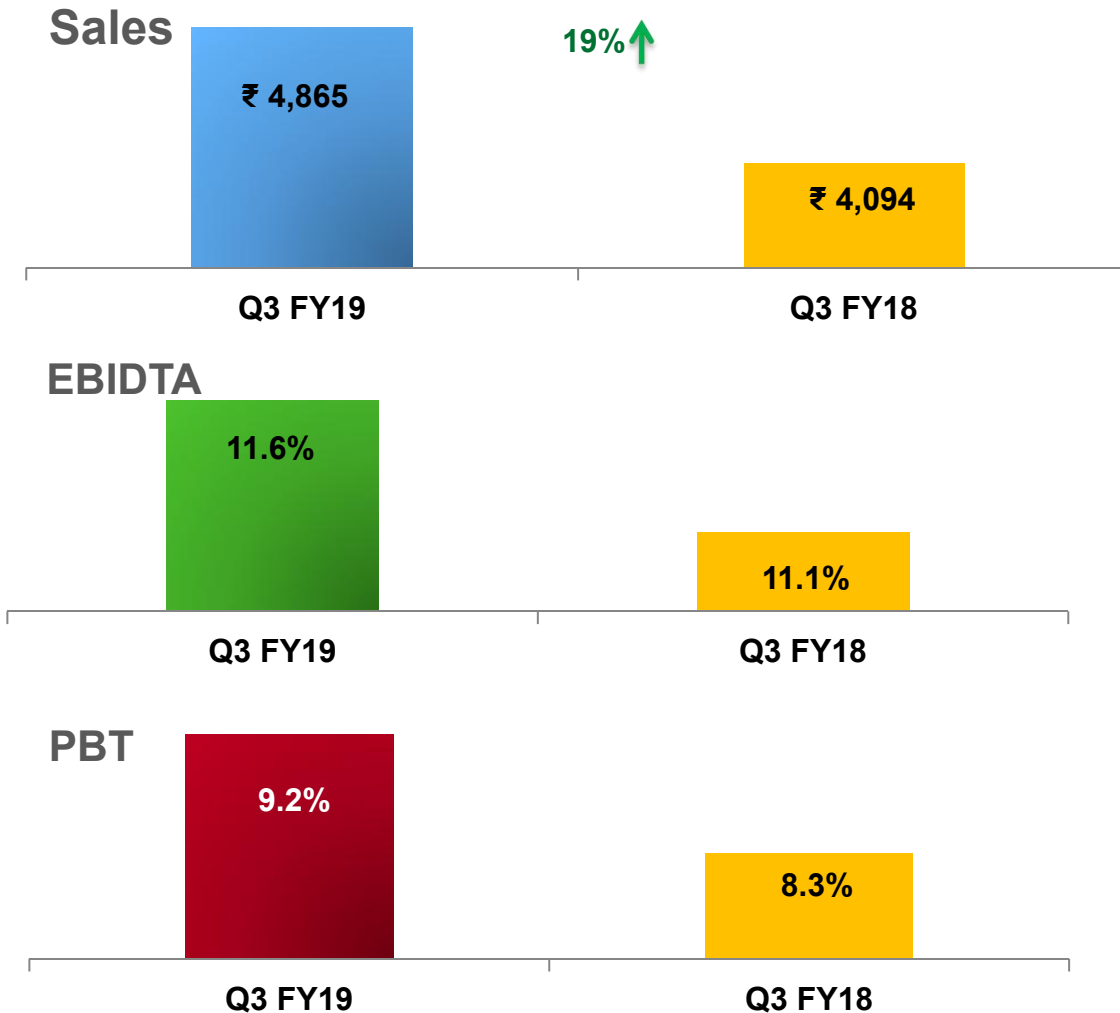
Light | Medium | Heavy | Extra Heavy



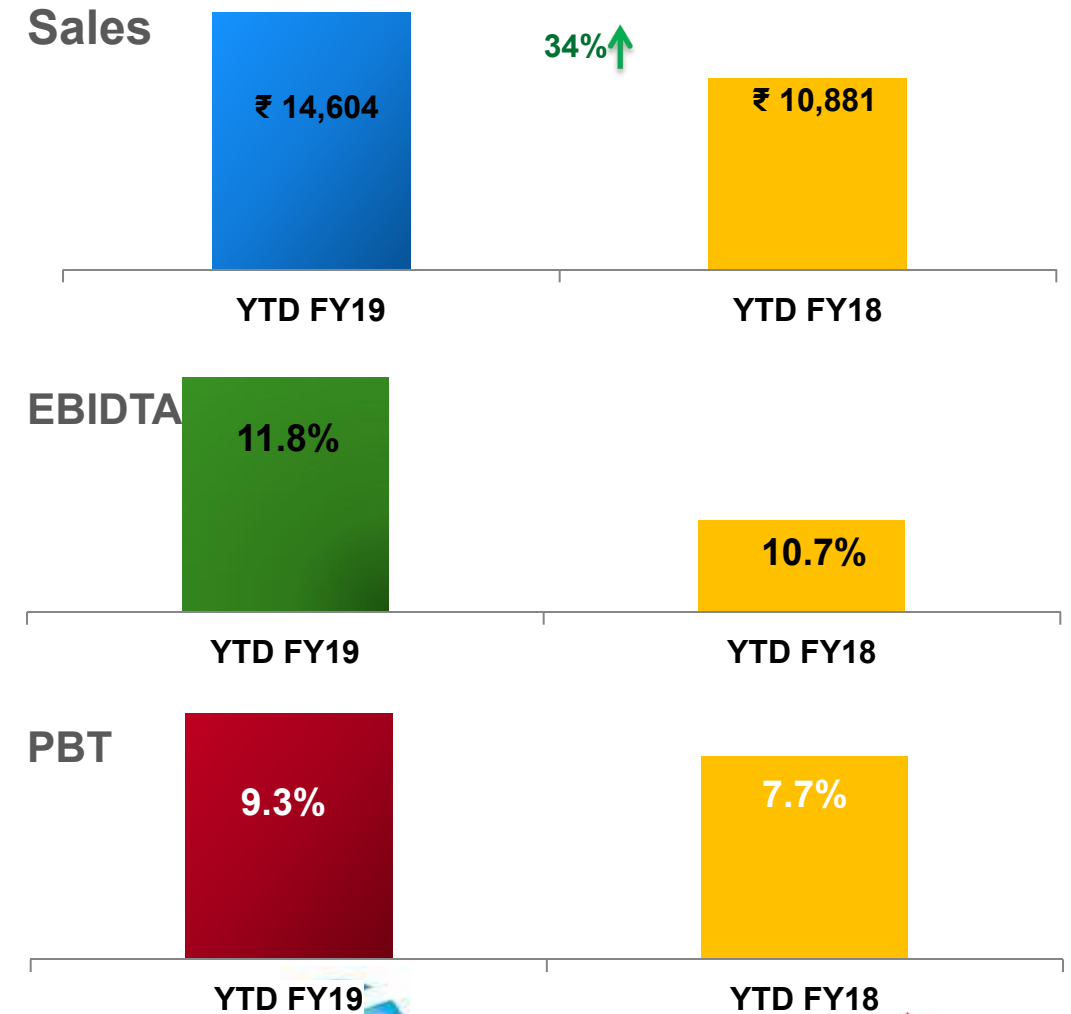
# Financials

Values in INR Mn

## Quarterly Performance



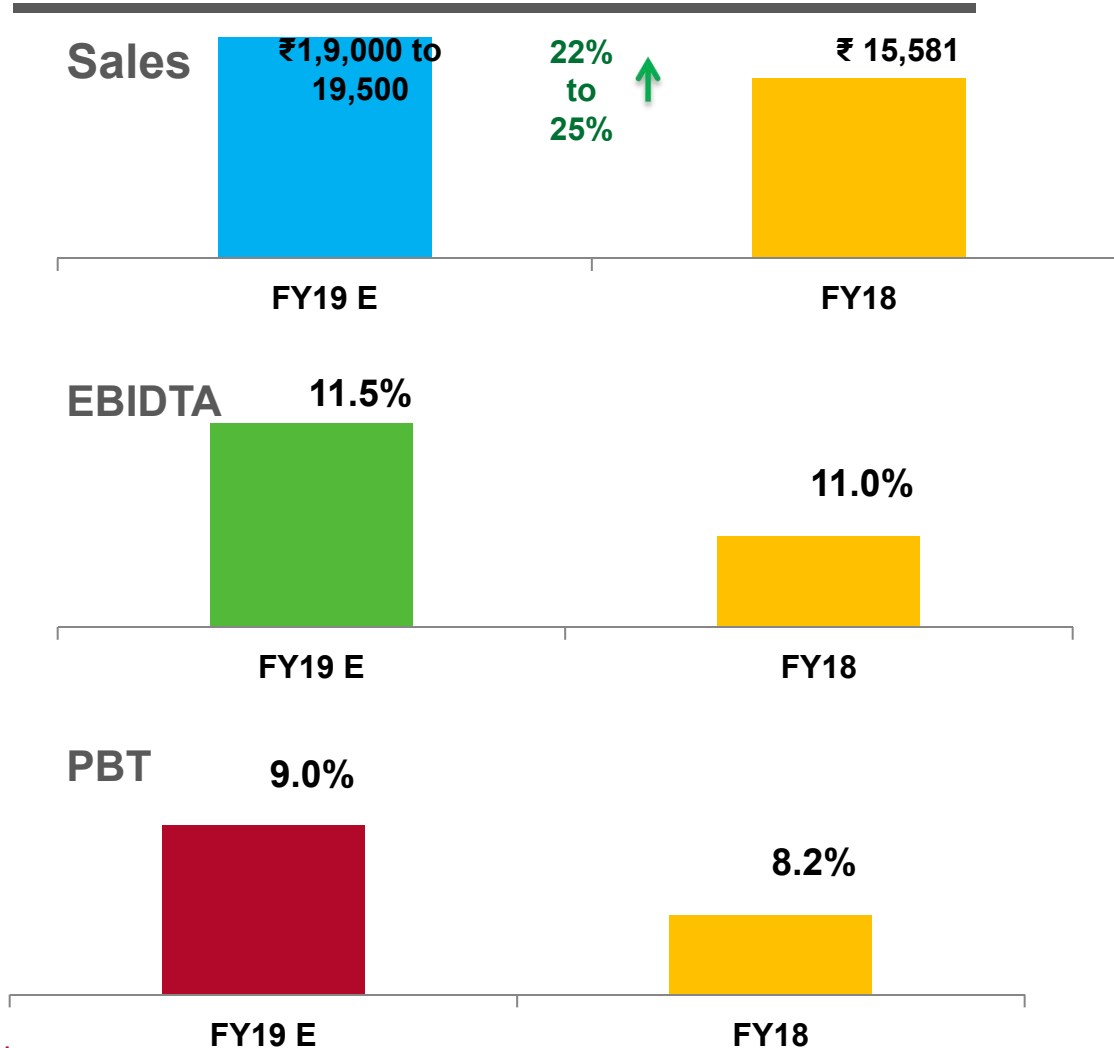
## YTD Performance



# 2019 Outlook

Values in INR Mn

## Full Year Outlook



## Key Highlights

### Revenue:

- 22% to 25% growth YOY
- Capacity ramp up completion by March / April 2019

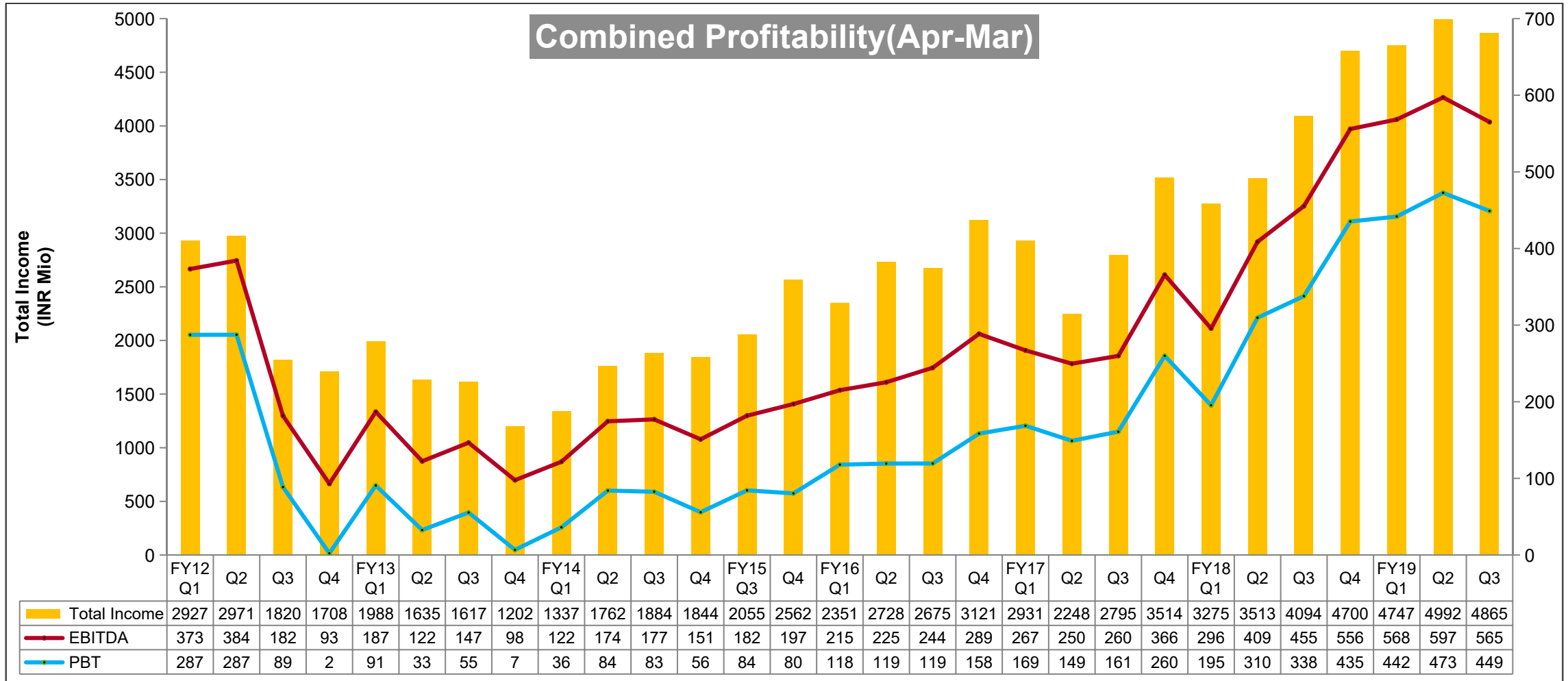
### EBITDA:

- Commodity price change exerting pressure on EBITDA%
- Continuous Strategic plans to improve Productivity and cost is on track to manage the challenges
- Continuous monitoring and control of fixed cost

### CASH:

- Improve Q4 cash flow
- No working capital borrowing

# Quarterly Performance Q1FY12 – Q3FY19



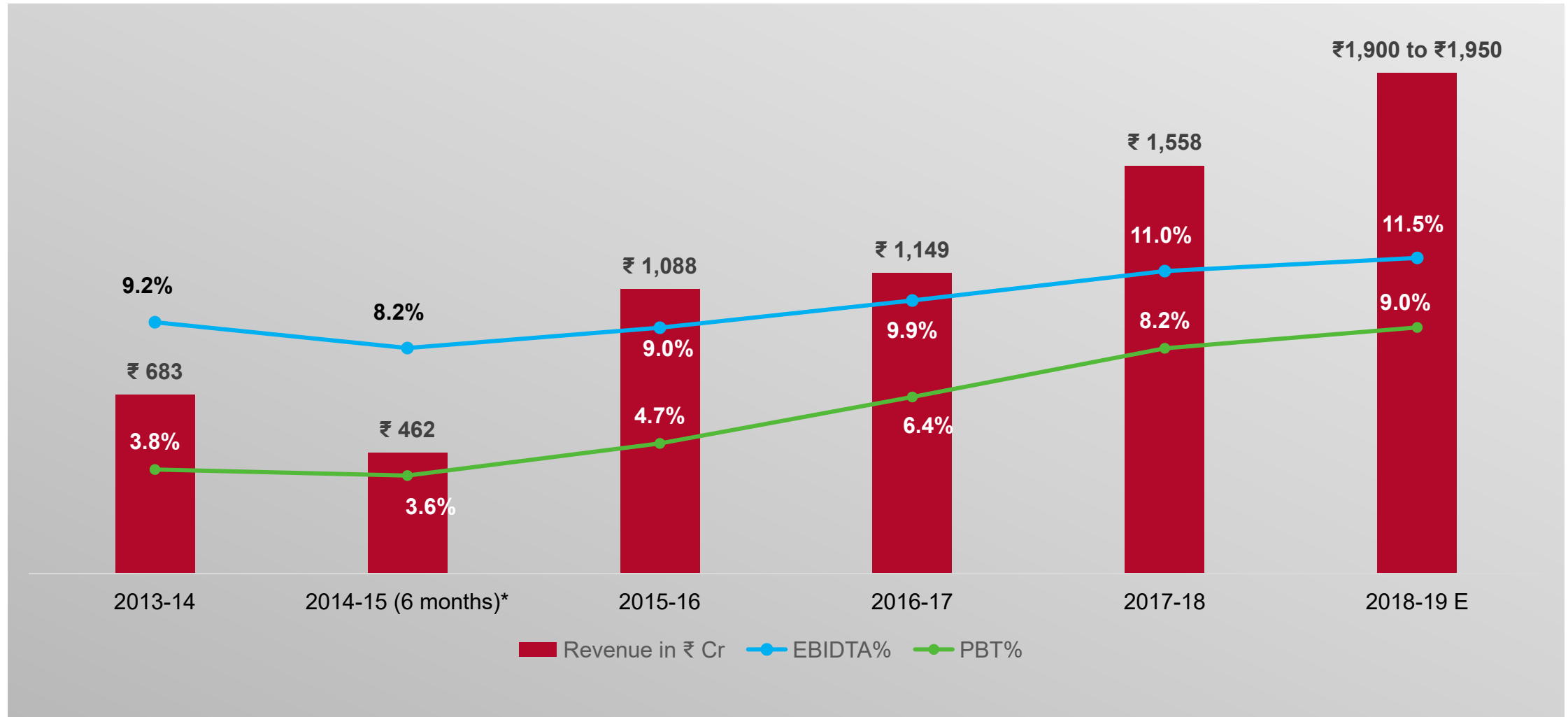
# Key Strategic Initiatives Update

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



# Revenue Growth Trend



# RUN WITH THE BULL.



KALYANI



**MERITOR**