



Automotive Axles Limited

28th February, 2020



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

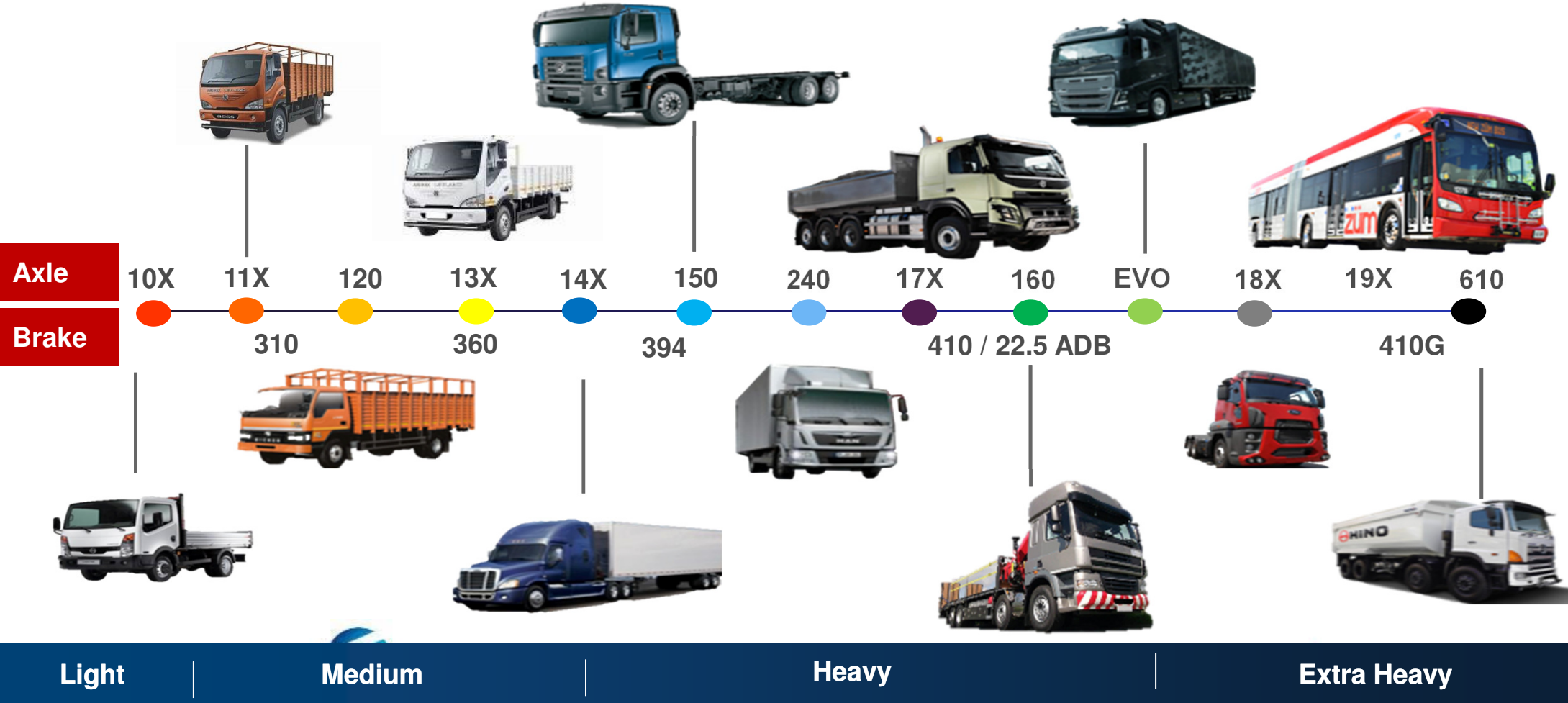
Diverse End Markets



Major Customers



Most Comprehensive Axle & Brake Offerings



Light

Medium

Heavy

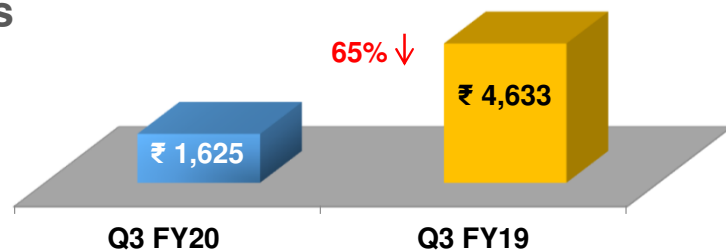
Extra Heavy

Financials

Values in INR Mn

Quarterly Performance

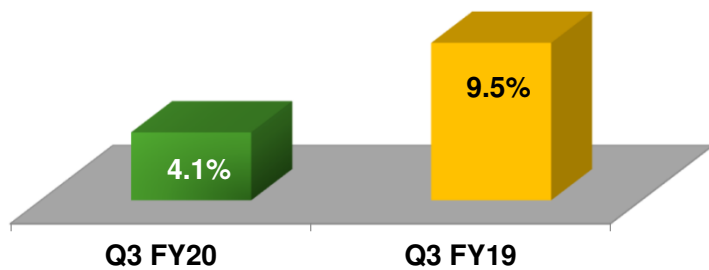
Sales



EBIDTA



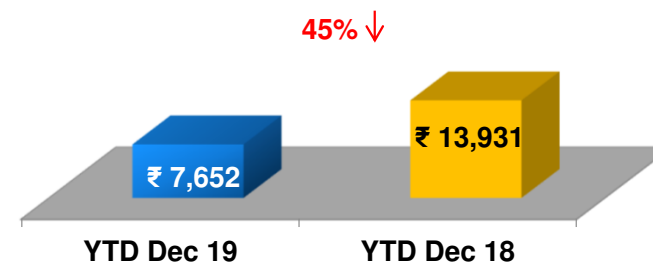
PBT



KALYANI

YTD Performance

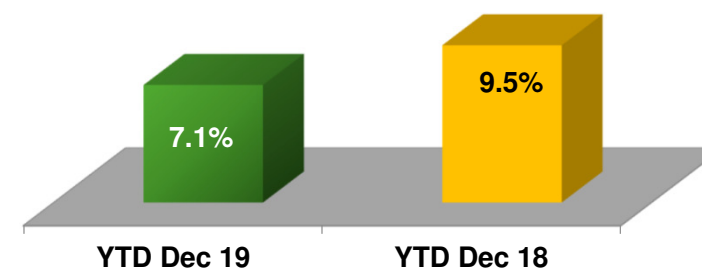
Sales



EBIDTA



PBT

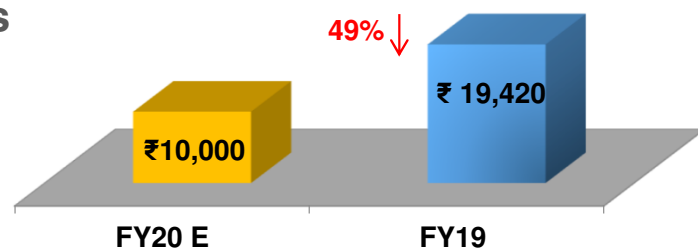


2020 Outlook

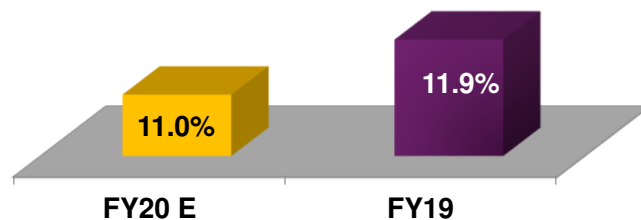
Values in INR Mn

Full Year Outlook

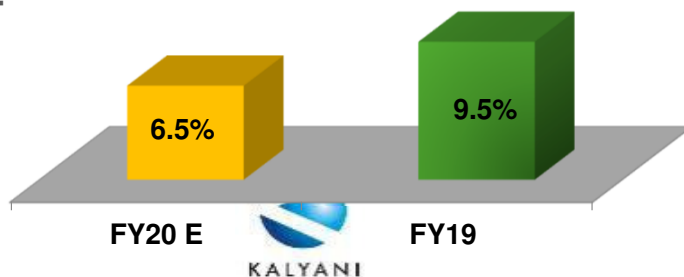
Sales



EBITDA



PBT



Key Highlights

Revenue:

- Market degrowth of 54% YOY Q3 FY19 Vs Q3 FY20
- Revenue 65% degrowth YOY Q3 FY19 Vs Q3 FY20
- Revenue FY20 estimated to degrow by 49% approximately compared to market degrowth of ~45%

EBITDA:

- Operating margin improved compared to YOY & QOQ
- EBITDA estimated to be 11.0% for FY20 vs. 11.9% in FY19.
- Mission 22 Strategic plan focusing on improving Revenue, launch of New products, improving Material performance and cost control to sustain and improve the EBITDA margin

PBT:

- No working capital borrowing in FY19
- PBT might get impacted due to higher depreciation and interest cost in FY20
- **Continuous focus on cost control and process improvement**



Top Priority Actions for FY20

- Cost reduction
- Product Development
- Process Optimization & Automation





MERITOR
RUN WITH THE BULL