



Automotive Axles Limited

13th August, 2020



Snapshot FY20



FY20: REVENUE - ₹960 Cr; EBIDTA - ₹101 Cr (10.5%); PBT - ₹59.9 Cr (6.2%)



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



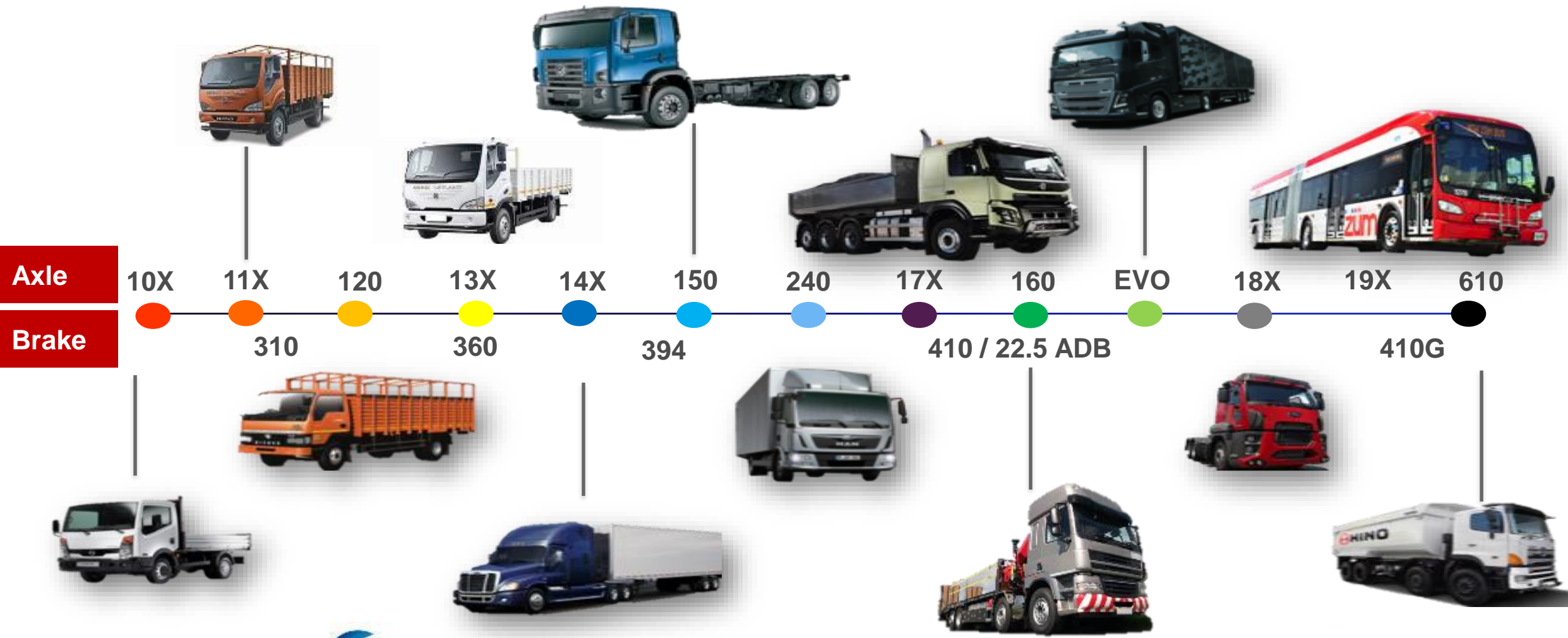
Aapki Jeet. Hamari Jeet.



Daimler India Commercial Vehicles Pvt. Ltd.



Most Comprehensive Axle & Brake Offerings



Light | Medium | Heavy | Extra Heavy

Covid 19 Update

Current Status

- All manufacturing sites and offices resumed operations with safe operating protocol
- OEMs restarted partially and production picking up slowly
- Supplier risk assessment – No impact as of now
- Localised lockdowns impacting supply chain
- Real-time communication with suppliers and customers

Changes in Operation to accommodate new scenario

- Two/ three shift operations with 30 minutes gap between the shifts
- Strict adherence to temp check, hand sanitisation, wearing masks & social distance guidelines
- Non employees are not being allowed at any of the locations
- Monitoring the containment zones and quarantine norms on daily basis to prevent the spread
- All travels stopped and meetings, training programs done only via web & tele conferences
- Measures are being taken to enhance immunity & create medical awareness
- Daily leadership & mass communication - mail, bulk SMS & video messages

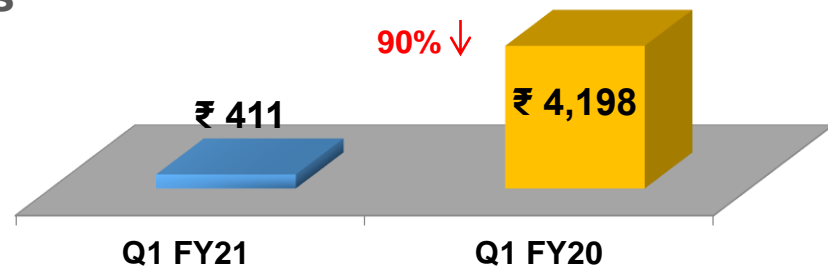


Financials

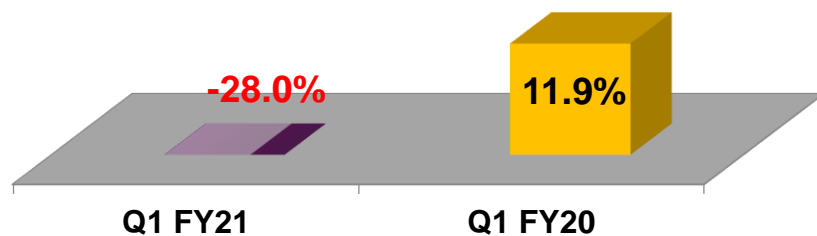
Values in INR Mn

Quarterly Performance

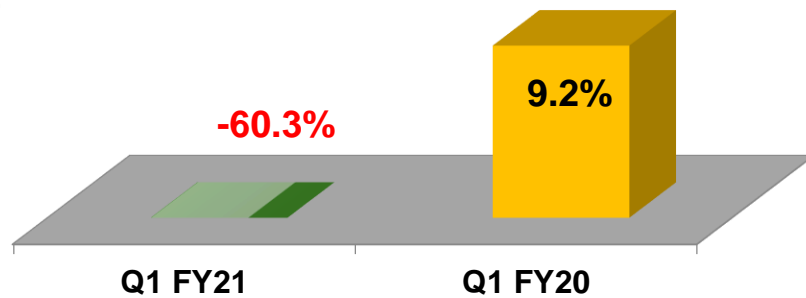
Sales



EBIDTA



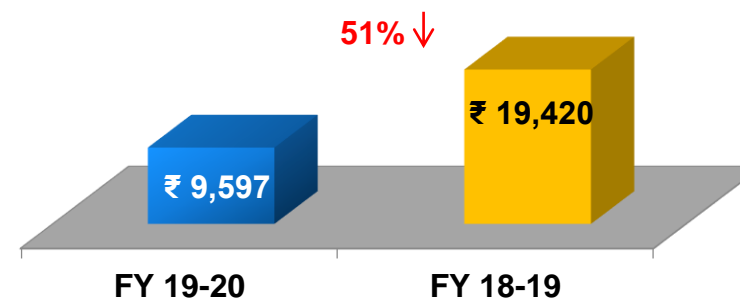
PBT



KALYANI

Full Year Performance

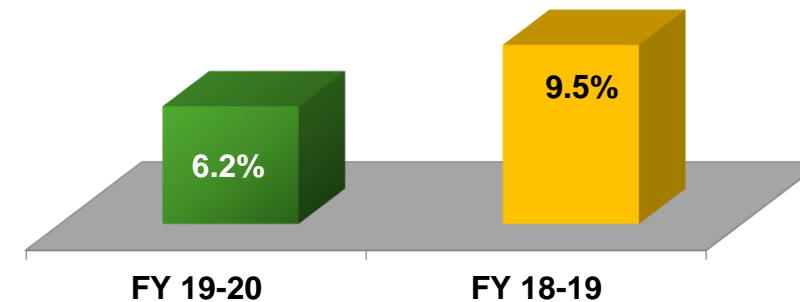
Sales



EBIDTA



PBT



Key Highlights

Revenue:

- Q1 revenue impacted due to COVID and lock down
- Q2 revenue expected to improve compared to Q1 and forecasted to be lower by 25-30% YOY
- FY21 revenue estimated to degrow by 25-30%

EBITDA:

- Q2 FY21 EBITDA estimated to be around 8.5%- 9.0%
- Continuous focus on revenue improvement, cost reduction and new product development as part of Mission 25 Strategy

PBT:

- No working capital borrowing
- PBT might get impacted due to higher depreciation and interest cost in FY21
- **Continuous focus on cost control and process improvement**



Top Priority Actions for FY21

- Cost reduction
- Product Development
- Process Optimization & Automation





MERITOR
RUN WITH THE BULL