



MERITOR
RUN WITH THE BULL



KALYANI



AUTOMOTIVE AXLES LIMITED

9th November, 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

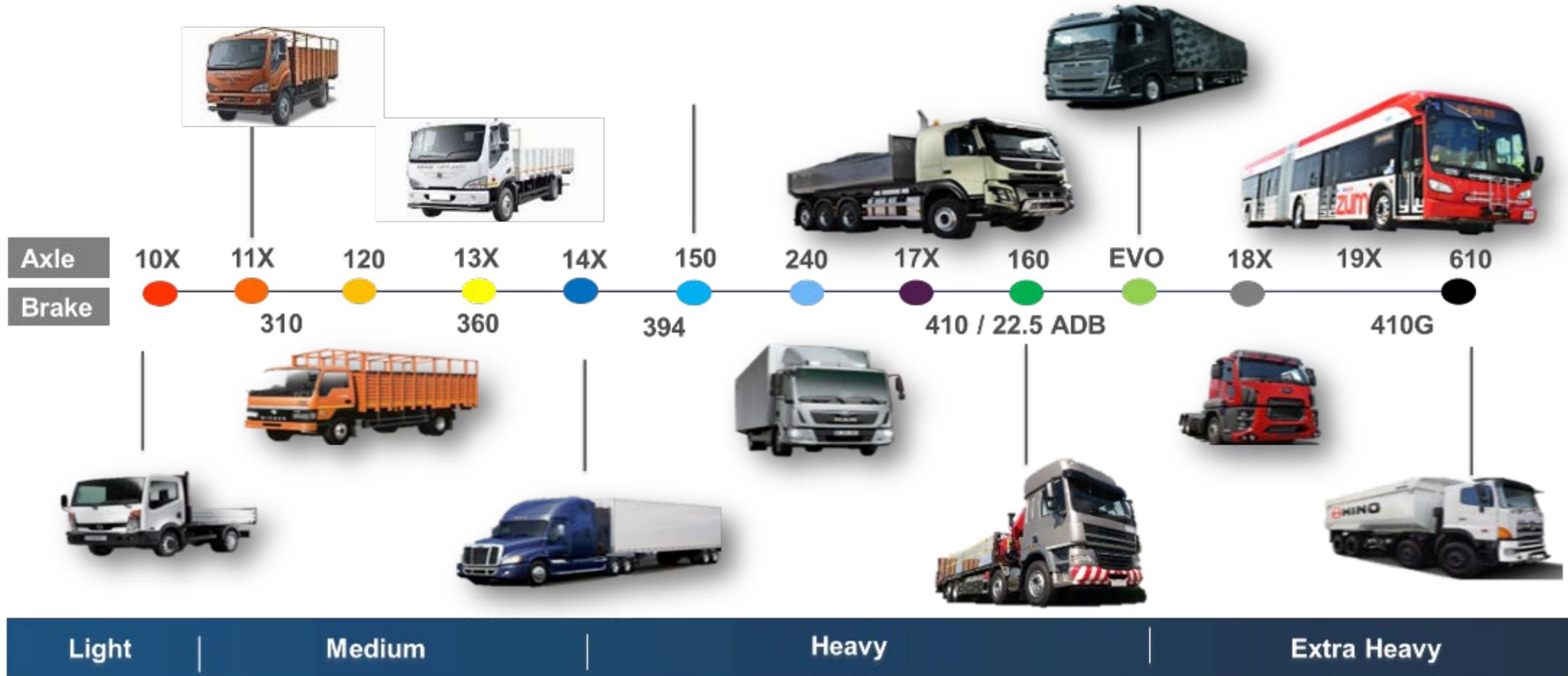
Diverse End Markets



Major Customers



MOST COMPREHENSIVE Axle & Brake Offerings

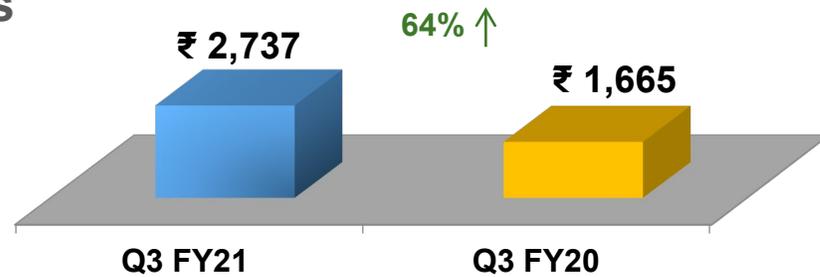


FINANCIAL RESULTS: Q3 FY2021

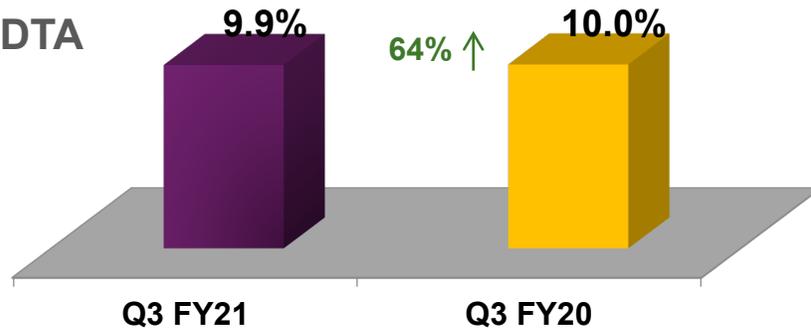
Values in INR Mn

Q3 Performance

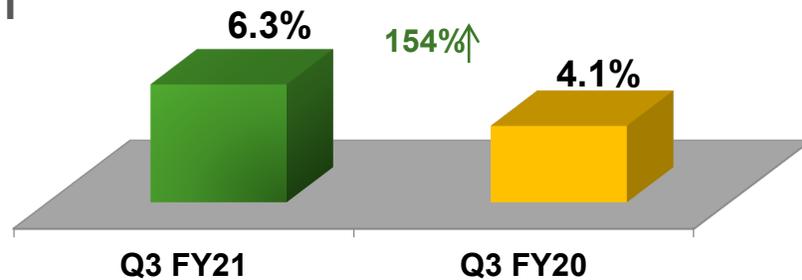
Sales



EBIDTA

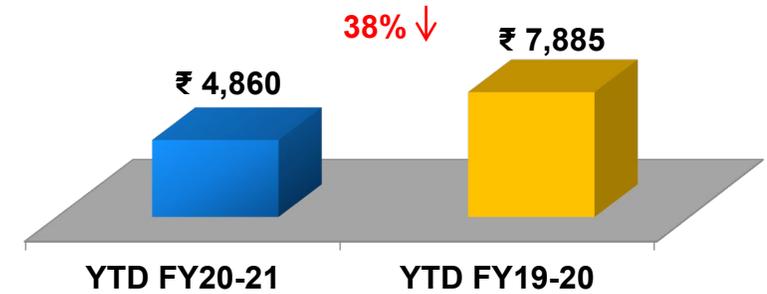


PBT



YTD Performance

Sales



EBIDTA



PBT



Q3 Financial Highlights

Q3 FY2021 Results

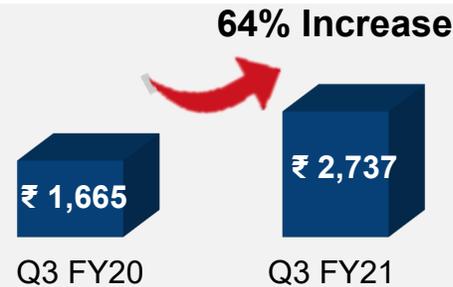
REVENUE
₹2737 Mn

EBITDA
₹272 Mn 9.9%

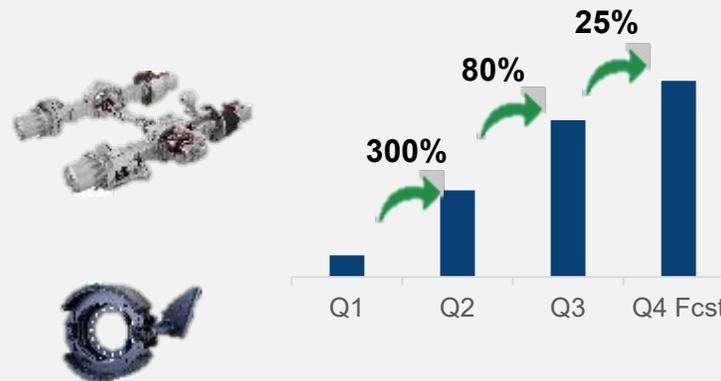
PBT
₹172 Mn 6.3%

Impact of Pandemic & Recovery Trend

Sales



Production Rate on Increasing Trend



Key Highlights

Revenue:

- Q3 revenue grew by 64% as compared to Previous Q3.
- Q4 revenue expected to grow by around 10%
- FY21 revenue estimated decrease by 17%

EBITDA:

- Protect and grow EBITDA
- Continuous focus on revenue improvement, cost reduction and new product development as part of Mission 25 Strategy

PBT:

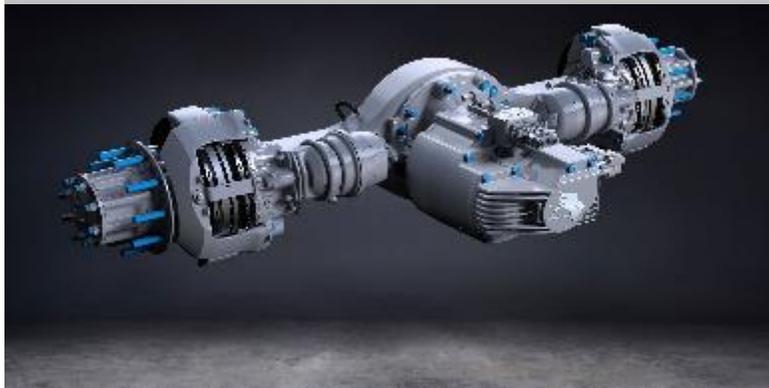
- No working capital borrowing
- PBT might get impacted due to depreciation and interest cost

Continuous focus on Cost Control and Process Improvement

KEY ACTIONS to Manage Business Successfully

Business Growth Strategy

- New Business wins and opportunities in pipeline
- Product Development – Launch of New products
- Drive eMobility business
- Digitalization – Implementation of Industry 4.0
- Geared up with capacity to cater to rising market demand



Cost Measures

- Cost reduction measures at organization and plant level
- Significant savings expected through M2022 timeframe
- Further cost measures in place for Conversion, Material and Manpower cost control



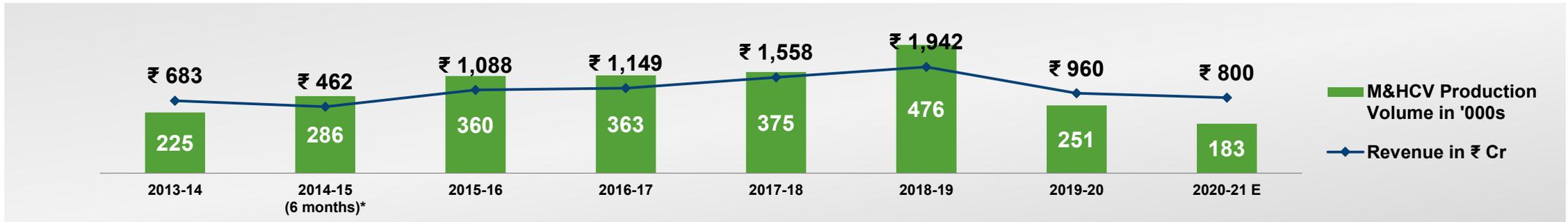
Safety Practices

- Regular and continuous audits led by the Management Team to ensure safety protocols
- Multi-shift operations continue across locations
- Monitoring Covid -19 tests, results and recovery within the company



GROWTH through Mission 25 Strategy

AAL Vs MHCV Market Growth



Mission 25 Focus	Status
Grow Revenue	On Track
Enhance Profitability	On Track
New Business Wins	On Track
Operations Excellence	On Track
Customer Value	On Track

MOMENTOUS Event



Thimmaiah Napanda, Managing Director & CEO, Meritor India has been recognized by the Economic Times Edge as one of the most promising business leaders of Asia for 2020

