

# AUTOMOTIVE AXLES LIMITED

9<sup>th</sup> November 2023

**The BSE Limited**

Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001  
**Scrip Code: 505010**

**National Stock Exchange of India Limited**

Exchange Plaza, Plot No. C/1, G- Block  
Bandra (E)  
Mumbai – 400 051  
**Scrip Code: AUTOAXLES**

**Attn: Listing Department**

Dear Sir/Madam,

**Sub: Investor Presentation for the Analyst / Institutional Investor Meeting under the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.**

We are enclosing herewith the Investor Presentation of the **Automotive Axles Limited 2QFY24 Financial Performance** scheduled to be held on **Friday, 10<sup>th</sup> November 2023 at 11:00 AM (IST)**.

This intimation is being provided in compliance with Regulation 30(6) read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

This is for your information and records.

Thanking You

Yours truly,

**For Automotive Axles Limited**

**Debadas Panda**

**Company Secretary & Compliance Officer**

**Encl: as above**



**Regd. Office & Mysuru Unit :**

Hootagalli Industrial Area, Off Hunsur Road, Mysuru – 570 018, Karnataka, India

Telephone : 91-821-719 7500, Fax : 91-821-2402451

Email : [sec@autoaxle.com](mailto:sec@autoaxle.com), Website : [www.autoaxle.com](http://www.autoaxle.com)

CIN : L51909KA1981PLC004198

ISO 9001:2015 / IATF 16949 : 2016, EMS : ISO : 14001:2015 & OHSAS : ISO : 45001 :

2018



# AUTOMOTIVE AXLE LIMITED

## INVESTOR PRESENTATION

Public



**Meritor**



KALYAN

# AUTOMOTIVE AXLE LIMITED

AAL established in April 21,1981 is a leading supplier of drivetrains, braking, suspension system and aftermarket for commercial vehicles and industrial segment



4

Manufacturing Sites



2600+

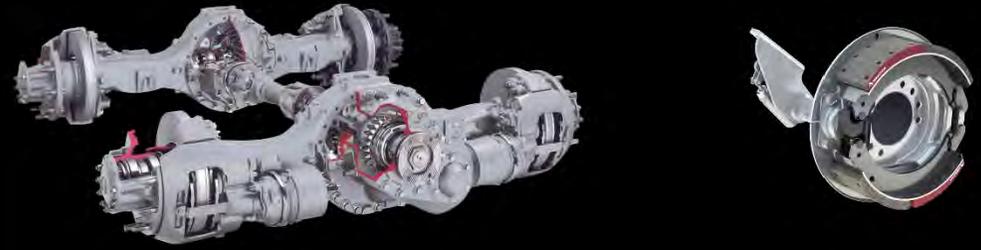
Employees



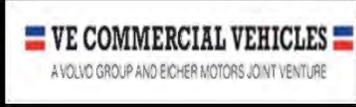
#1 Axles(Independent)

#2 Brakes

## Products



## Major Customers



# New Products in Pipeline

**MT 160**



**Tandem Axle**

**8x4 Tipper  
DCDL Optional**

**TLB**



**Solo HR Axle**

**Backhoe &  
Loader**

**MT 145/846**



**Tandem & HR Axle**

**6x4 Tipper  
DCDL Optional**

**12i**



**Solo Axle**

**Up to 14T  
GVW Truck**

**14i**



**Solo Axle**

**Up to 19T  
GVW Truck**

# ESG Initiatives



Reducing packaging in Supply chain



Reduce emission in Supply chain



End-Customer recycling



Renewable energy



Other social issues



Water Positive



Changing consumer preferences



Diversify and inclusion initiatives



Employee safety, health and fair treatment

# Destination Zero

80% of Power consumption through renewable energy by 2028



# Financial Performance

## Q2 FY23-24



Revenue: **5882 Mil INR**



EBITDA: **699 Mil INR**



PBT: **604 Mil INR**

## Diverse End Markets



# Financial Slide

Values in INR Mn

Apr-Mar

## Q2 FY24 Performance

Sales



EBIDTA



PBT

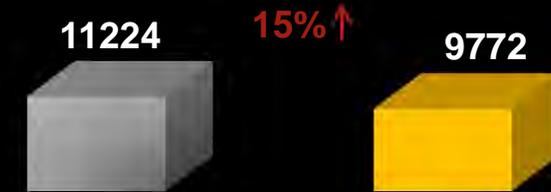


Q2 FY24

Q2 FY23

## YTD FY24 Performance

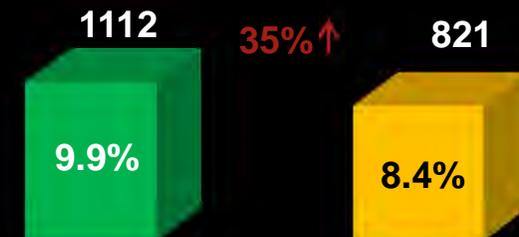
Sales



EBIDTA



PBT



YTD FY24

YTD FY23

# India Economy Outlook

## GDP Growth (YoY) – FY2023 Forecast



## IIP Growth% (YOY)

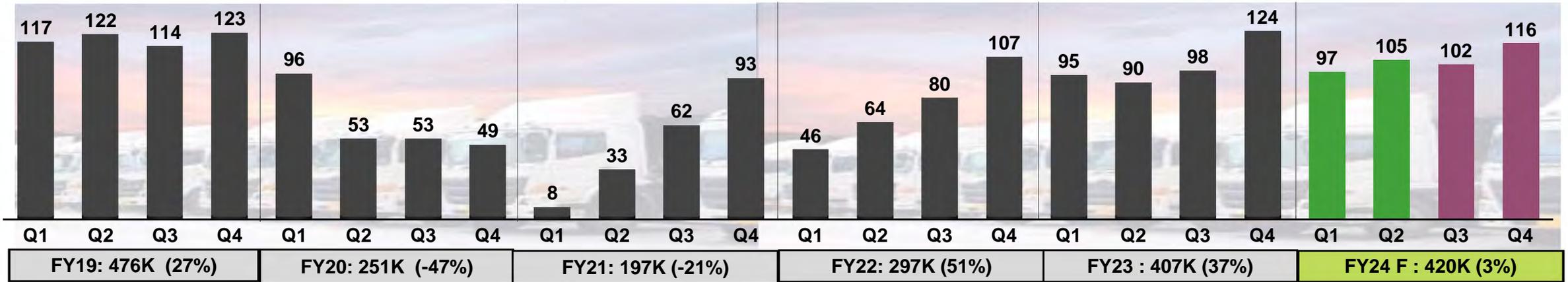


- India GDP growth for FY23 @ 7.2%, FY24 expected ~ 6.5%
- USA has agreed to reduce metal import tariff from India as a part Prime Minister visit. Steel prices are expected to increase due to increase in exports**
- Spending by the government towards public transportation expected to boost growth.
- Vehicle scrappage policy implemented from Apr'23 onwards starting with government owned passenger and commercial vehicles more than 15-year-old.
- Ocean freight recovering to pre covid levels.
- AL gained additional market share by 3% in FY23 compared to FY22 and targets 35% in FY25 ; Tata still maintaining No 1 position in CV

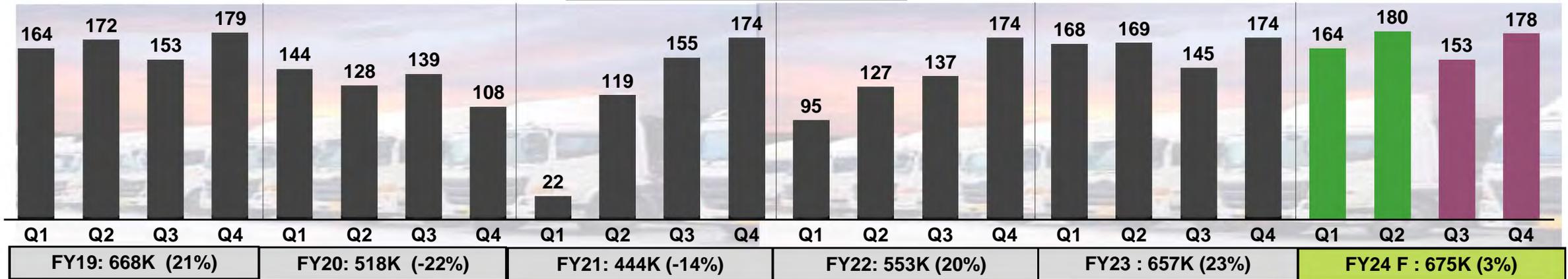
Economy and market recovery at steady pace

# Market Outlook

## MHCV Production



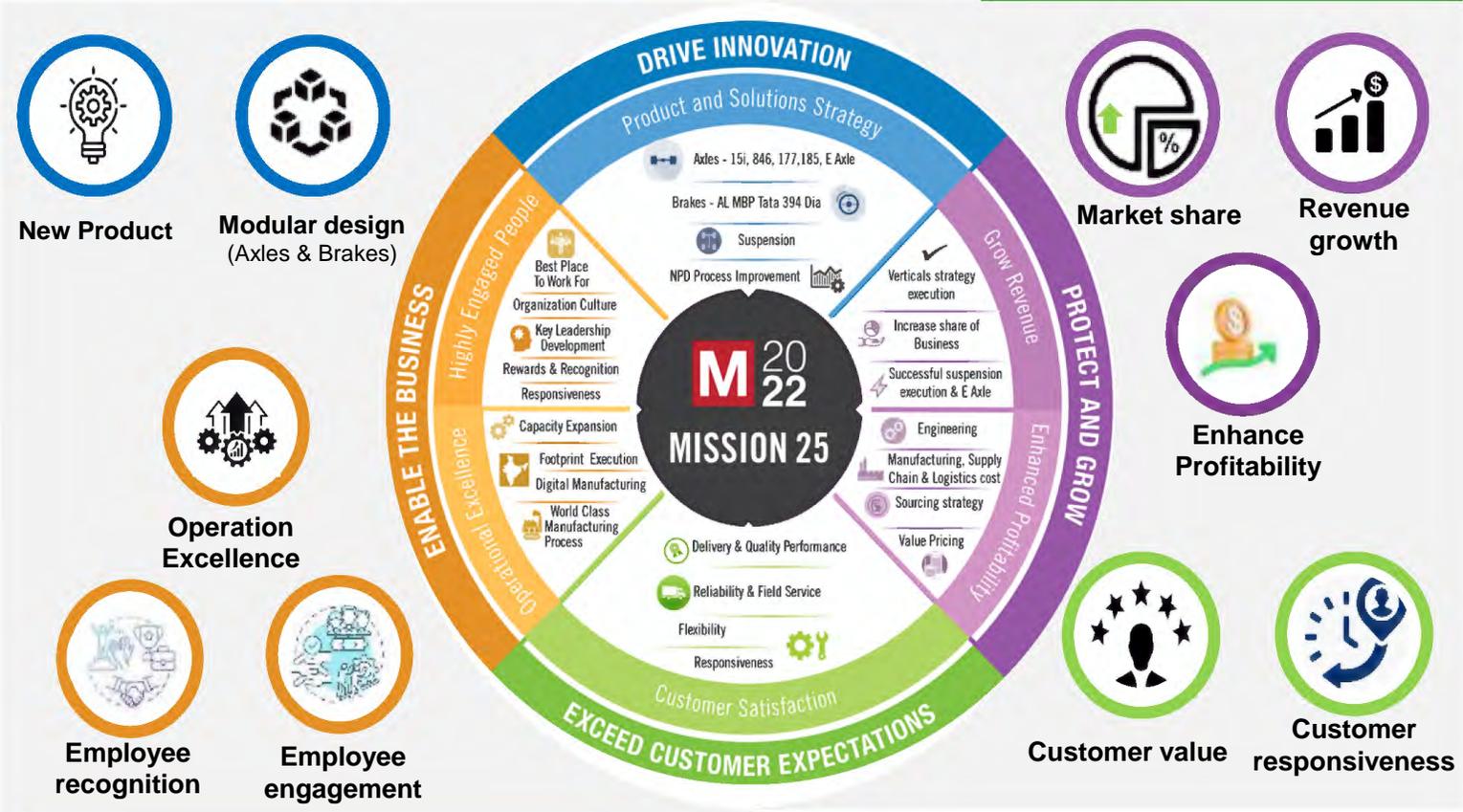
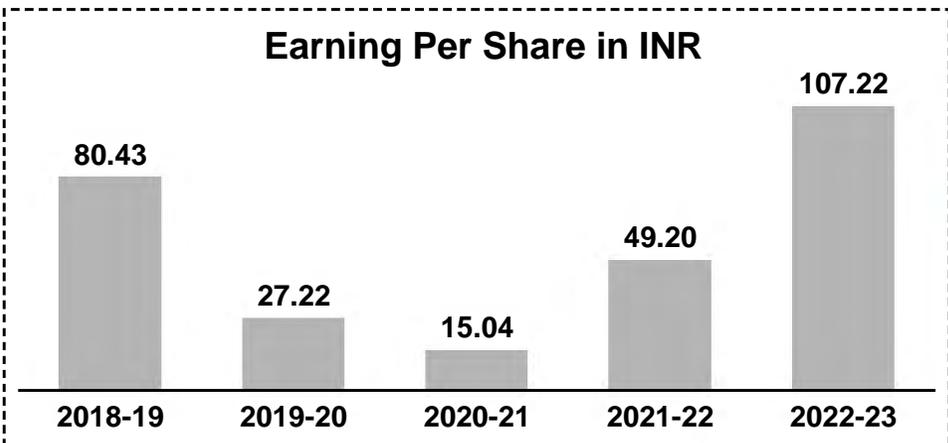
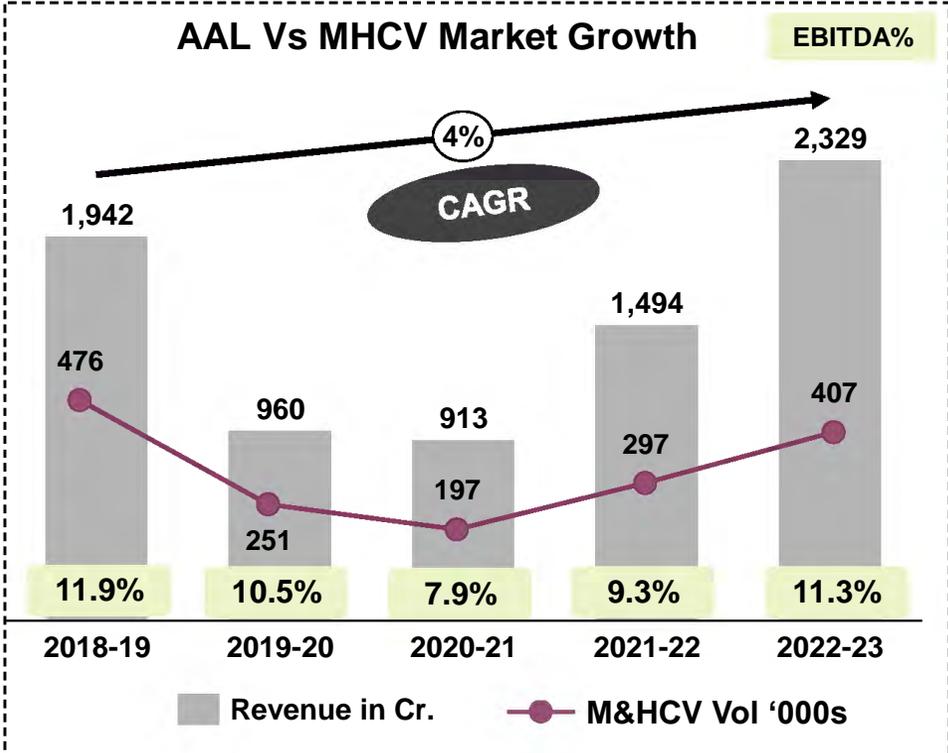
## LCV Production



Stability in MHCV Volumes Q-o-Q

# Growth Strategy

Status- On track



- ### Focus Area
1. FY 23-24 market growth will be 5-8% over the previous FY
  2. Continuous focus on Industry 4.0 & other digitisation initiatives
  3. Commodity price softens however focus continues
  4. Focus on improving conversion and material cost performances.

# Emphasis on People and the Environment

## Employee Management

- Technical trainings
- Employee Engagement
- Employee Health & Wellbeing

## Corporate Responsibility

- Skill Development.
- Public Park Development
- Water Conservation
- Driver's development on attitude

## Diversity, Equity and Inclusion

- Gender diversity milestone

## Sustainability

- Water positive
- 80% Energy from Renewable source



# Key Actions to Manage Business Successfully



**Employee Well-Being**



**AatmaNirbhar Bharat**



**Alt. technology/  
Disruptive innovations/Value Engg.**



**Compliance & Ethical  
code of Conduct**



**Towards Zero Carbon  
Emission**



**THANK YOU**