

AUTOMOTIVE AXLES LIMITED

3rd August 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 1QFY24 Financial Performance Discussion' scheduled to be held on **Friday, 4th August 2023 at 12:00 PM (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, Website : 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



KALYANI

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



2.2M+ axles on road



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**

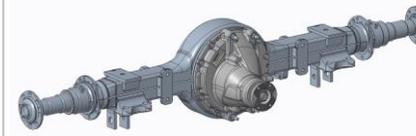
MT 145/846



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



FY22-23 Awards & Recognitions



FY22-23 – Exporter Award by Karnataka Govt.

This is a recognition of Meritor's Commendable performance in Exports



FY22-23 – Gold Award Best Performance in ESG

This is a recognition of Meritor's Commendable performance in ESG.



FY22-23 – Business Partner of the Year award

This is a recognition of Meritor's Commendable overall performance.

Financial Performance

Q1 FY23-24



Revenue: **5342 Mil INR**



EBITDA: **609 Mil INR**



PBT: **509 Mil INR**

Diverse End Markets



Public

Financial Slide

Values in INR Mn

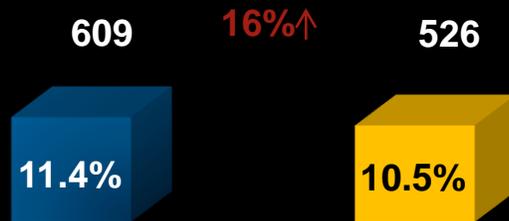
Apr-Mar

Q1 FY24 Performance

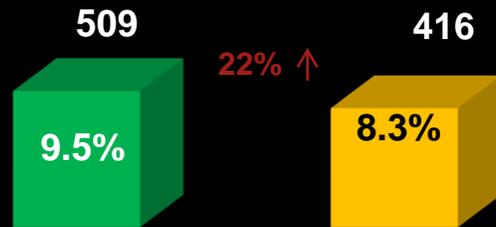
Sales



EBIDTA



PBT



Q1 FY24

Q1 FY23

12 months FY23 Performance

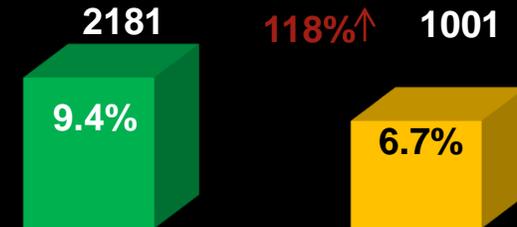
Sales



EBIDTA



PBT



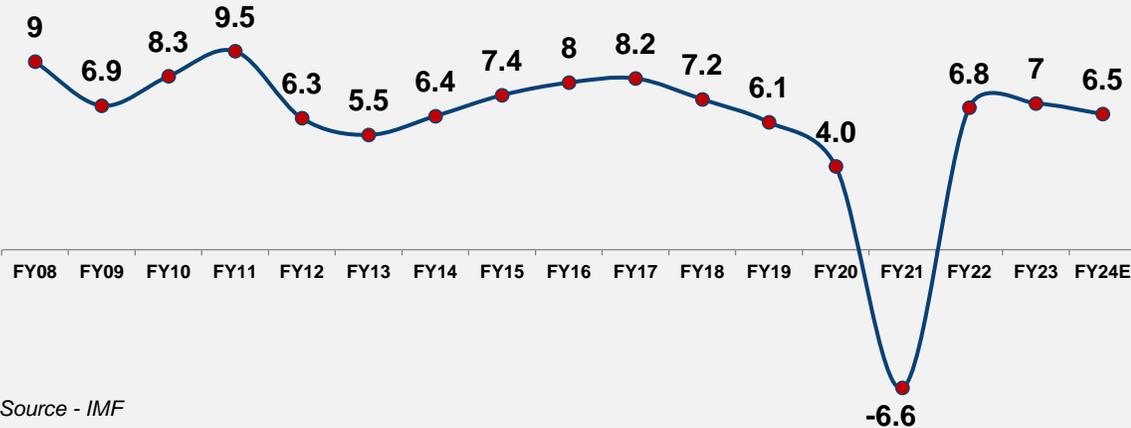
FY23

FY22

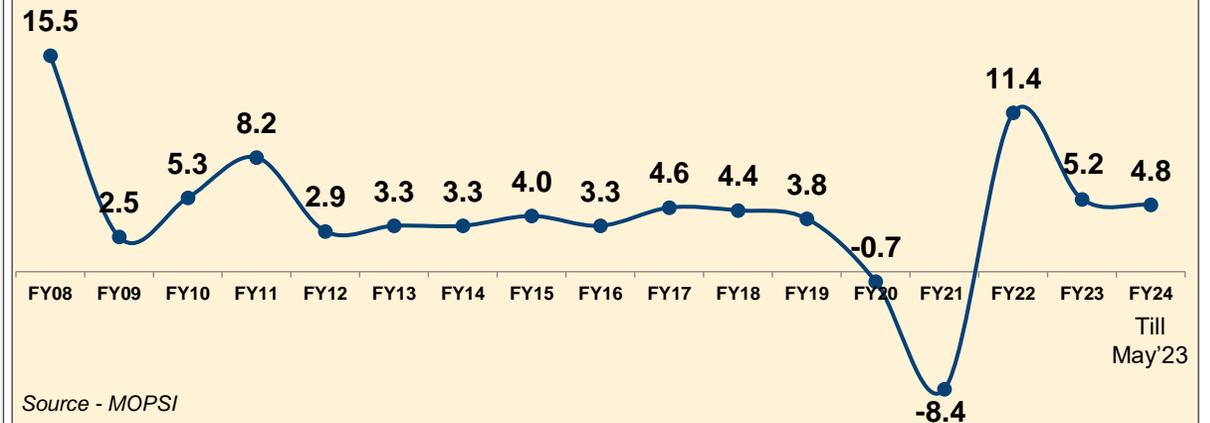
Public

India Economy Outlook

GDP Growth (YoY) – FY2023 Forecast



IIP Growth% (YOY)

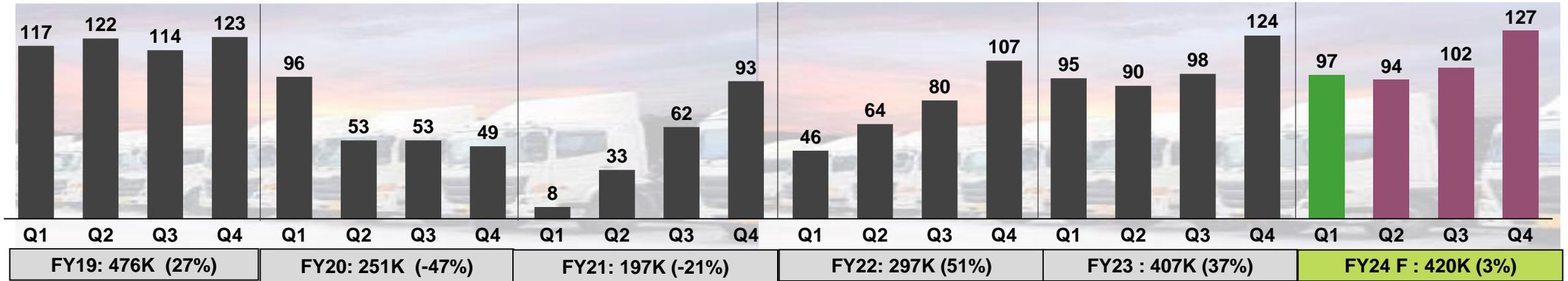


- India GDP growth for FY23 @ 7.2%, FY24 expected ~ 6.5%
- USA has agreed to reduce metal import tariff from India as a part Prime Minister visit. Steel prices are expected to increase due to increase in exports**
- Spending by the government towards public transportation expected to boost growth.
- 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 4% in FY23 compared to FY22 and targets 35% in FY25 ; Tata still maintaining No 1 position in CV

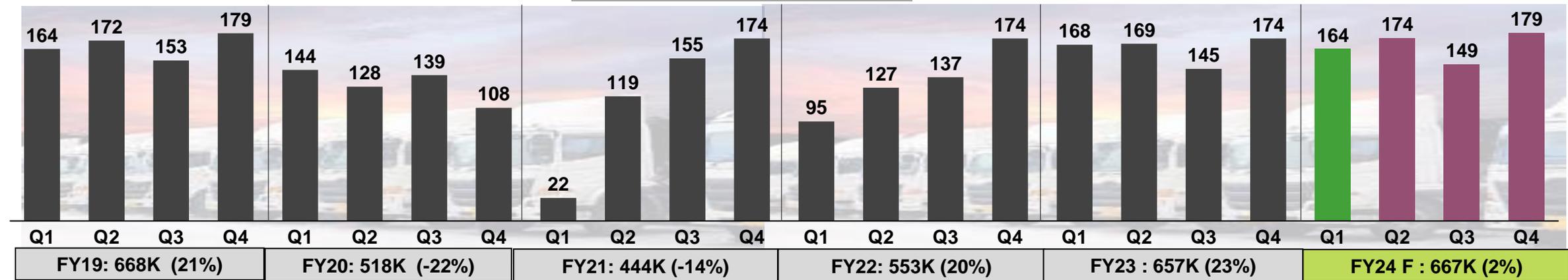
Economy and market recovery at steady pace

Market Outlook

MHCV Production



LCV Production

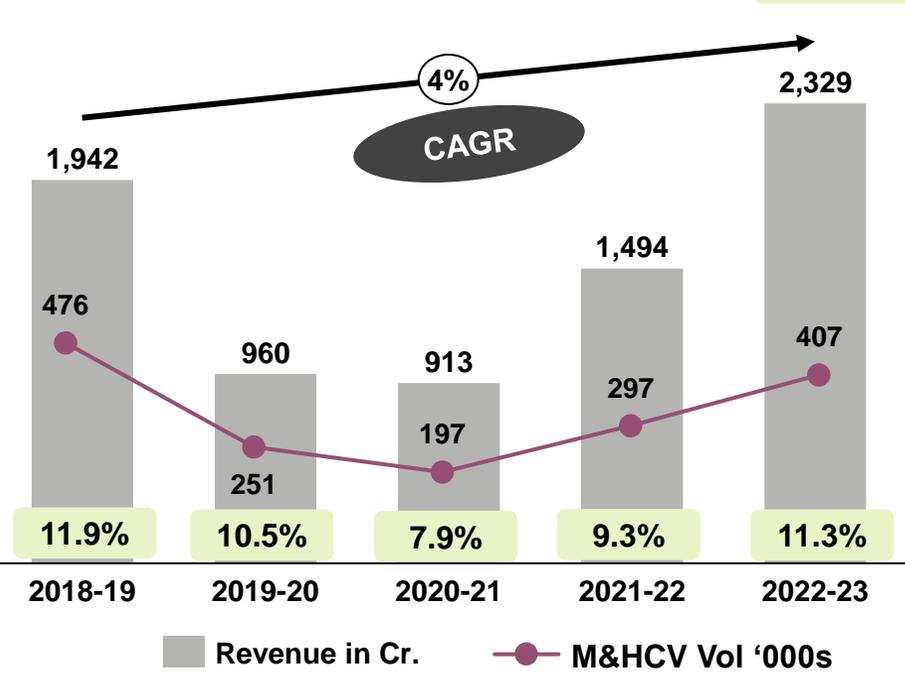


Stability in MHCV Volumes Q-o-Q

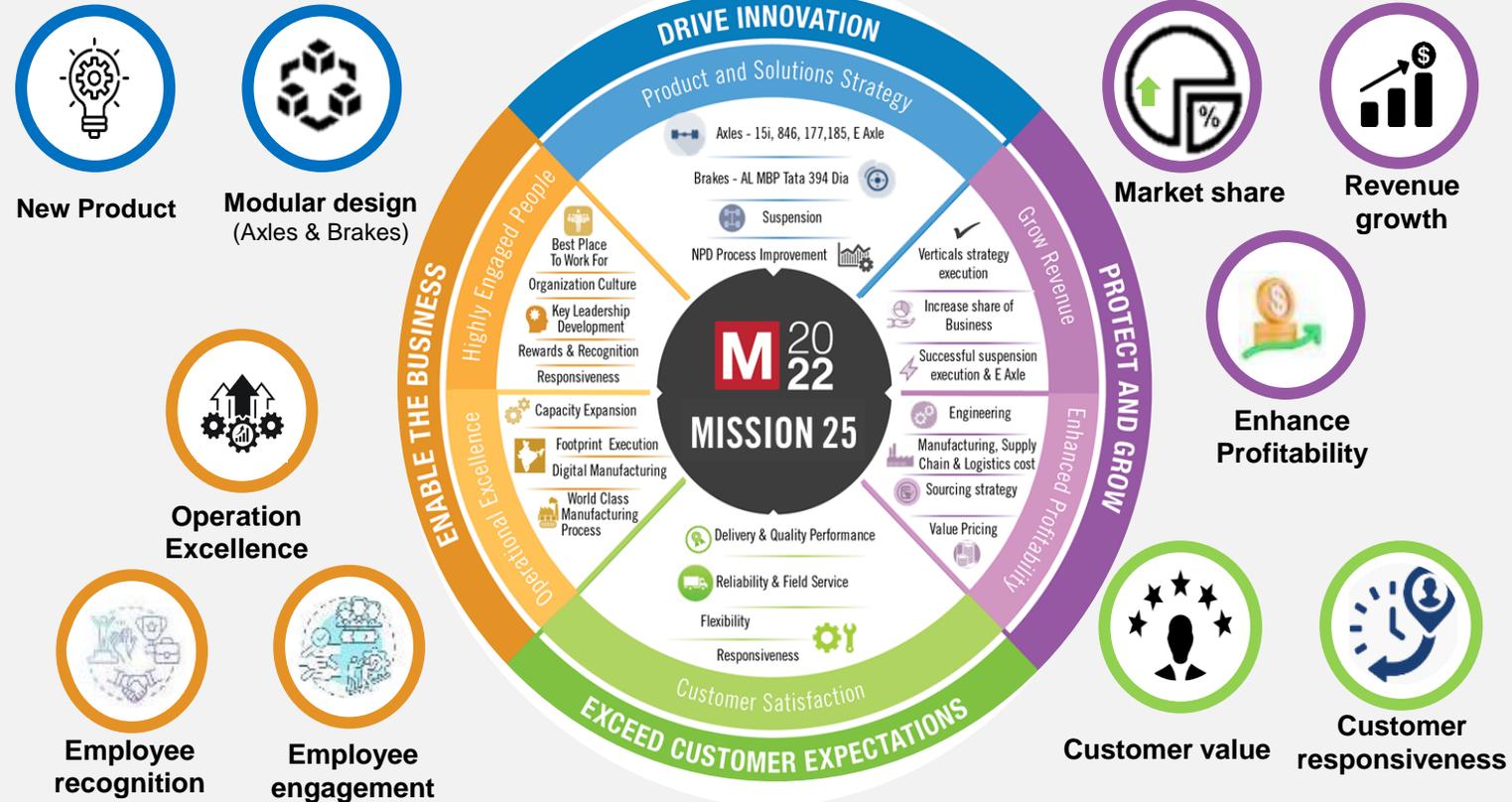
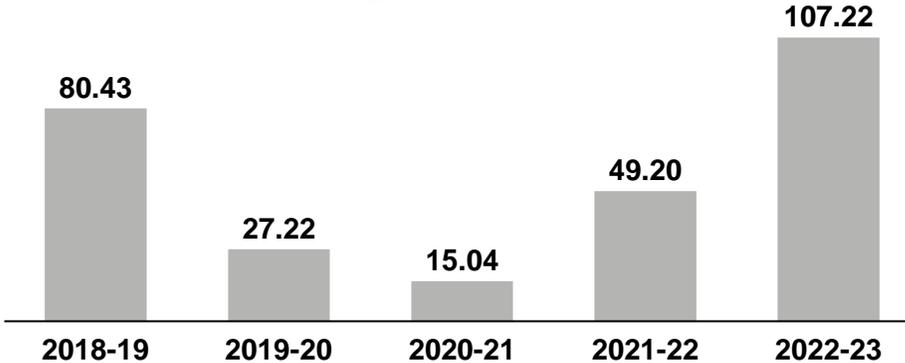
Growth Strategy

Status- On track

AAL Vs MHCV Market Growth



Earning Per Share in INR



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
- MDP & SDP
- Feedback & learning reviews

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