



**Meritor**



**KALYANI**



# AUTOMOTIVE AXLES LIMITED

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*May 2023*

# AUTOMOTIVE AXLES LIMITED

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

\*As per NSE Equity Market Capitalisation data as on 31<sup>st</sup> Mar'23, **AAL stand at SL.566**(within Top 1000 companies) with Market Capitalization of **INR 3,57,285 Lakhs**.



**4**  
**Manufacturing Sites**



**2000+**  
**Employees**

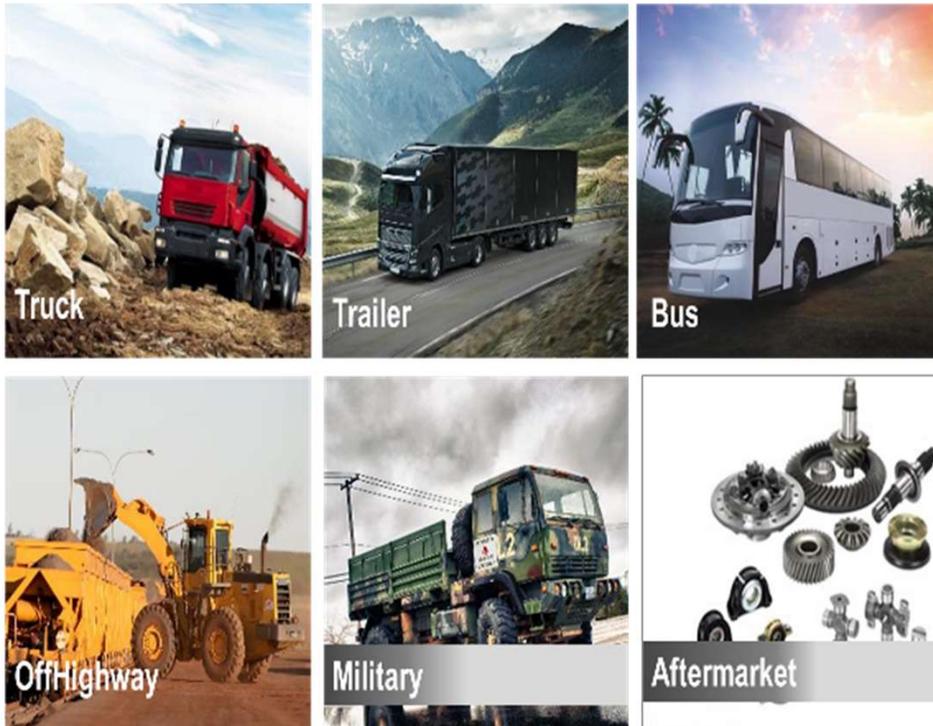


**#1 Axles (Independent)**  
**#2 Brakes**



# DIVERSE End Markets and Major Customers

## Diverse End Markets



## Major Customers

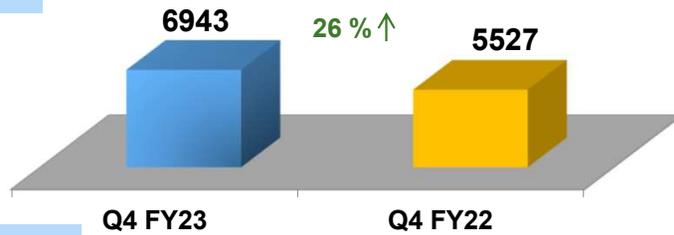


# FINANCIAL RESULTS

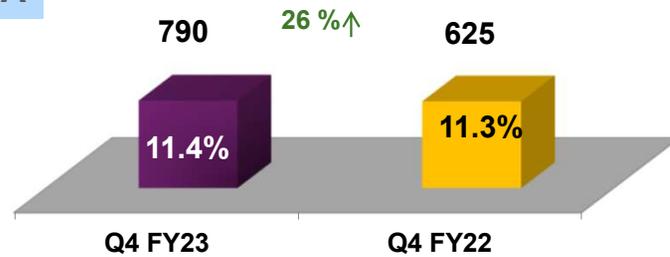
Values in INR Mn

## Q4 FY23 Performance

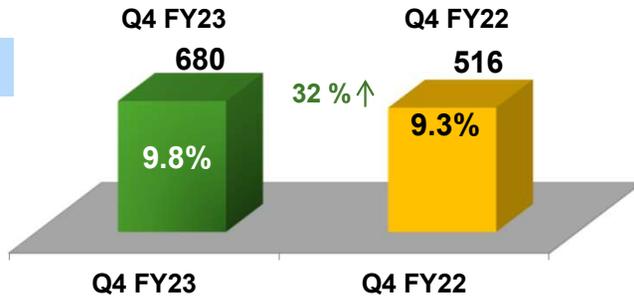
### Sales



### EBIDTA

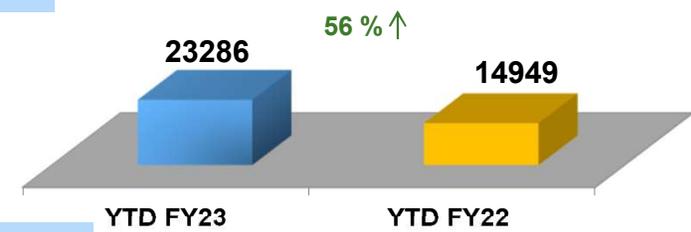


### PBT

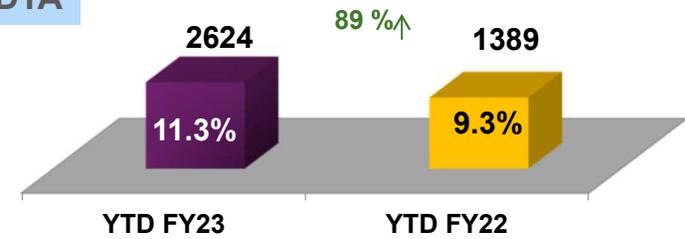


## 12 months FY23 Performance

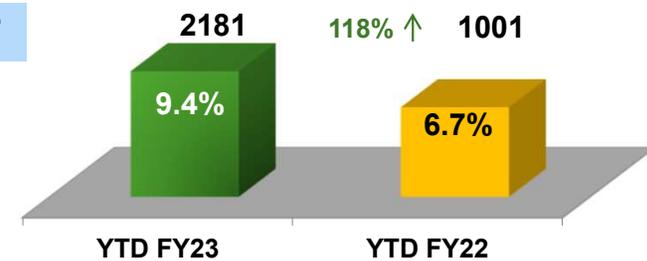
### Sales



### EBIDTA



### PBT



# FY22-23 NPD LAUNCH

**MS 109**



**MS 185**



**160 EVO**



**Dia 325 Brakes**



**15i 18TG BGS**



**Dia 394 Brakes**



**Dia 360 Brakes**



# CIRCULAR ECONOMY



## Destination Zero

80% of Power consumption through renewable energy by 2028



Destination

### ESG Initiatives



Reducing packaging in Supply chain



Reduce emission in Supply chain



End-Customer recycling



Changing Sourcing Standards



Renewable energy



Other social issues



Changing consumer preferences



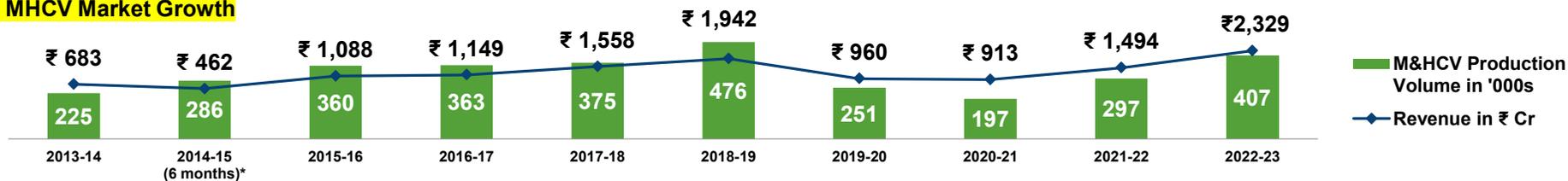
Diversify and inclusion initiatives



Employee safety, health and fair treatment

# Mission 25 Growth Strategy

**AAL Vs MHCV Market Growth**



- 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.

**Status- On track**

# Key Actions to Manage Business Successfully

## Business Growth Strategy

- Successful implementation of LTA agreement
- Gold Award in Cost savings category by AL
- Focus on export business opportunities
- Improve operational performance & Increase share of business with OE
- Product Development – Launch of New products
- Drive e-mobility 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
- Continuous Focus on M 25 initiatives, and Significant savings expected through M2025 timeframe
- Further cost measures in place for Conversion, Material and Manpower cost control



## Safety Practices

- ESG strategy & implementation in progress
- Specific steps on to improve ESG standards and the reporting requirements.
- Focus on safety of employees continues though COVID pressure is low





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