AGM PRESENTATION

SEPTEMBER 29, 2021

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Disclaimer: Certain statements made in this presentation relating to the Company's objectives, projections, outlook, expectations, estimates, among others may constitute 'forward-looking statements' within the meaning of applicable laws and regulations. The business projections are taking in to consideration of customer demand and intended market growth. In the case of any untoward incidents such as covid-19 and other market disruptions the scenario might undergo changes and actual results may differ from such expectations, projections etc., whether express or implied

New Avenues – Future Ready

- Autoline strengthening its E-Cycle business with own brand E-Speed and more variants
- Railway business – Exterior and Interiors
- Foraying in to E-Scooter (3 variants low and high speed meeting FAME2 regulations)

Bogie -Side Wall

Nose Cone

Floor

E-Cycle

Roof

Bogie - Interiors

E-Scooters

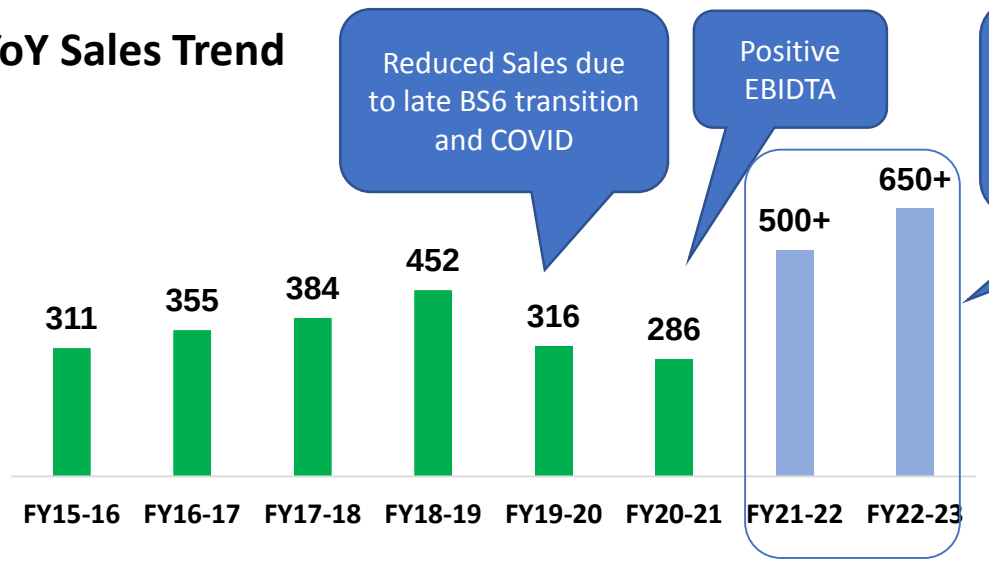
Highlights FY21

- Company achieved annual revenue of Rs. 286 Crs in FY21 with a positive EBIDTA ~ 3.4% and PAT positive in last quarter.
- TML revenue share increased through addition of business.
- Non TML revenue share increased from OEM's like Ashok Leyland & Mahindra adding annualised business of Rs. 45 Cr. reconfirming their faith in Autoline.
- Diversified in to EV business through Addition of customers like PURE EV, Euler, Ace Urban, Keto Opens a new pathway for E.V Two/Three wheeler component business.
- Strengthening the E cycle presence by creating own brand 'E-Speed'. Formation of marketing team and established distribution network with Greaves Care and other distributors across Maharashtra.
- Tool room capability has been enhanced with the addition of new machinery. These machine caters the requirement of OEM's like JCB, Hyundai Constructions, Tata Hitachi, Sany, Motherson etc. for heavy thickness fabricated Parts, Proto manufacturing and major Railway business
- Autoline Design Software Ltd. Currently provides design to Autoline; identified potential business from offshore customers such as Daimler, Clean motion, Sono Corporation. Revenue realization will start from FY22.
- Autoline Locomotive Parts LLP formed: Railway business will use the existing infrastructure, resources. Autoline has well established design and manufacturing along with JV partner. Identified potential business at coach factories across India. Autoline Locomotive Parts LLP will start with interiors of coaches and bogie manufacturing. This business will contribute in the range of 10-15% of total revenue from FY24.

Autoline is aiming to evenly balance the business between Auto & Non-Auto and reduce the dependency on auto sector.

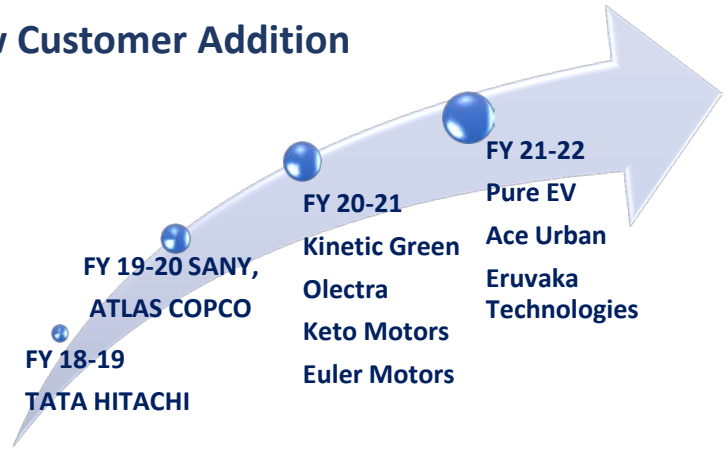
Business Performance Actuals and Projected

YoY Sales Trend



Company expected to to achieve 20% more revenues over FY23 ~ 650+ Crs with EBITDA ~ 12%+

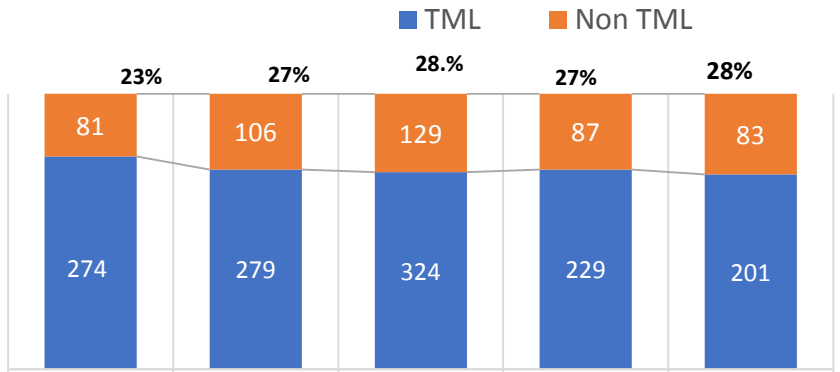
New Customer Addition



Long Associated Customers

TATA MOTORS
MAHINDRA
ASHOK LEYLAND
DAIMLER
CUMMINS - USA
VOLKSWAGEN

Customer Mix



	16-17	17-18	18-19	19-20	20-21
Non TML	81	106	129	87	83
TML	274	279	324	229	201

* All Figures in Cr

Single customer dependency has been reduced through revenue share over a period with the addition of new customers.

New Customers Identified / Added

FY 2021-2022

Added

- Pure EV
- Ace Urban
- Eruvaka Technologies
- EFEV
- Evage Automotive

WIP

- TTL – Hinjewadi
- Caterpillar
- Accurina (ELEST GROUP)
- Captain Tractors
- SONO Motors
- ALTI Green

FY2019 - 20

Added

- Atlas Copco
- Sany
- Tata Hitachi (Auto-Mech)
- Hyundai Construction
- Kinetic Green
- Plastic Omnium
- Olectra-BYD (Hyderabad)
- Keto (Hyderabad)

WIP

- Caterpillar
- Plastic Omnium
- Accurina (ELEST GROUP)
- TACO
- Schindler Elevators
- Escorts
- MG Motors
- TAFE Tractors
- Ace cranes
- Sonalika tractors
- Scania
- Euler Motors

Autoline Will Add approximate business of Rs. 200 Cr. in the next 2 to 3 years through relentless efforts of identifying different category of customers demonstrating capability and capacity.

Business Profitability Improvement Initiatives

Turn around activities have been taken up in FY21 and continued in FY22 in the form cost optimization. Based on various ideas captured through benchmarking and employee involvement.

a) Potential Cost Reduction Areas for FY22 – Direct Cost savings and Operational efficiency improvements

Cost Heads	Scope for improvement
Raw Material	3.00%
Power & Fuel Cost	1.00%
Other Manufacturing expenses	2.00%
Direct Labour	2.00%
Total Scope for Improvement	**8.00%**

b) Price Increase: Targeted to get from OEMs in FY22

2-3% increase in the conversion cost on current price. Already RM increase given by OEMs

Major focus on Cost control and reducing the manufacturing expenses.