

26th Annual Report
2021-22



AUTOLINE INDUSTRIES LTD

Turnaround, Stability and Growth



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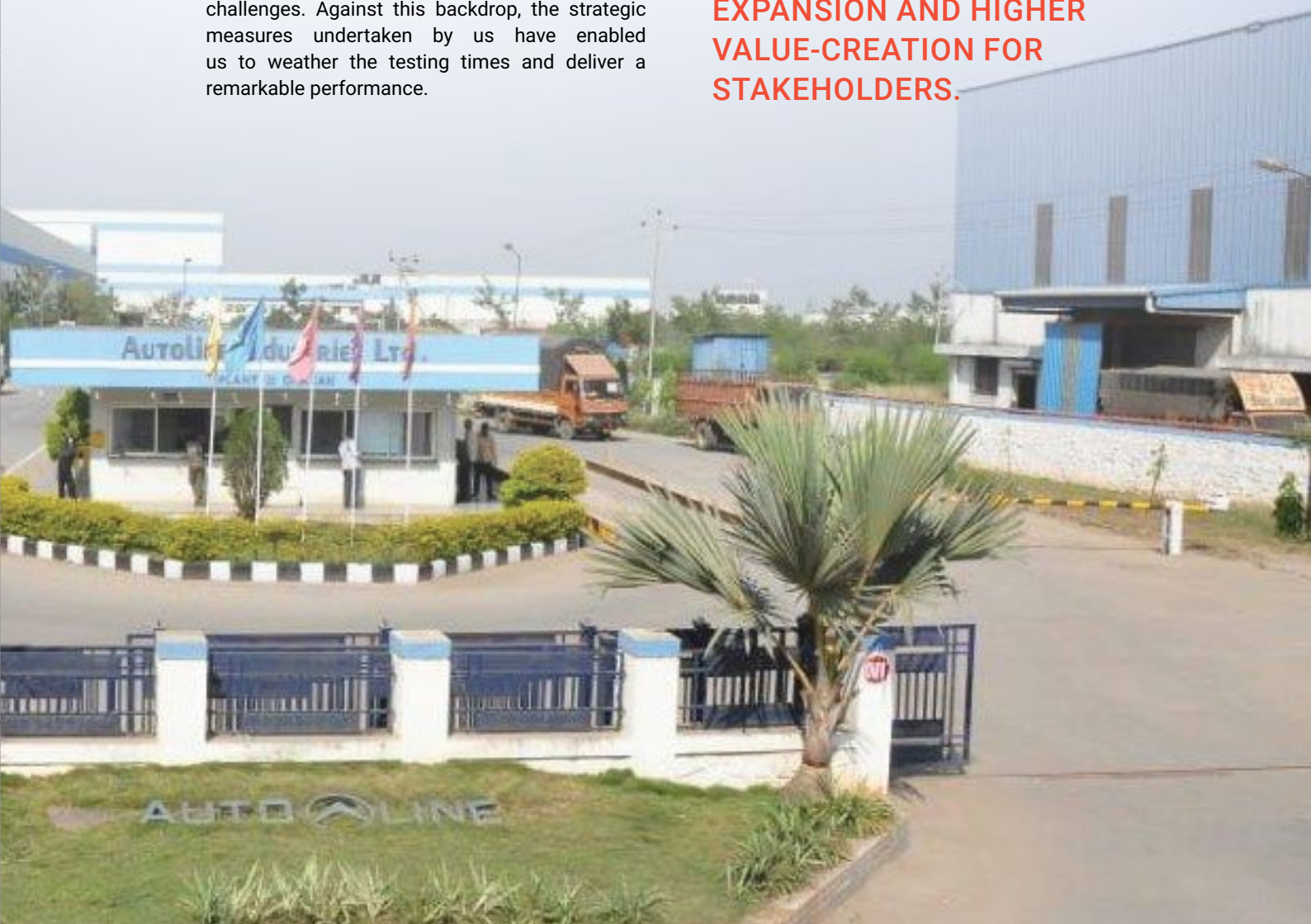
To view our report
online, please visit:
www.autolineind.com

In our journey of over two decades, we have witnessed several landmark achievements as well as hiccups and disruptions. Having commenced operations in 1995, the Company entered the capital markets with an Initial Public Offering in 2007. The Company with its focus on providing cost-effective and customized solutions to OEMs driven by innovation and improvement was rising steadily on a growth path towards being an Art-to-Part Service provider. However, since FY 2012-13, the global turmoil and tight liquidity conditions had caused an unprecedented number of downgrades in the auto components industry. Overall growth in the auto sector globally has slowed down and the Company has also not been an exception for the same. FY 2021-22 was a milestone year with the Company recording strong growth and profitability after incurring losses for the past Eight years.

The business environment for the past two years has been dynamic and uncertain, and the COVID-19 pandemic has exacerbated the challenges. Against this backdrop, the strategic measures undertaken by us have enabled us to weather the testing times and deliver a remarkable performance.

We focused on organic restructuring, customer delight, diversification of portfolio; and raising long-term funds from marquee investors to support our ambitious plans. Our efforts towards rationalizing costs, adding new revenue streams, and ensuring timely delivery to customers have led us to accomplish operational excellence and stable growth.

**WE REMAIN OPTIMISTIC
ABOUT THE FUTURE AND
READY TO CATER TO THE
EMERGING OPPORTUNITIES
IN THE AUTOMOTIVE
INDUSTRY, PURSUING
FURTHER GROWTH AND
EXPANSION AND HIGHER
VALUE-CREATION FOR
STAKEHOLDERS.**



Corporate Snapshot



About Us

Established in 1996, Autoline Industries is an integrated design, engineering, and manufacturing auto ancillary company engaged in manufacturing sheet metal components, sub-assemblies and assemblies, parking brakes, hinges, cab stay and cab tilt, exhaust systems, tubular structures, etc. for the automotive industry. It has metamorphosed from being a Sheet Metal Stamping and Pressing Company to an Auto Ancillary Company having presence across the entire automotive value chain.

We are a prominent auto components manufacturer and supplier to Original Equipment Manufacturers (OEMs) and automobile companies with a presence in both domestic and international markets. We cater to reputed global OEMs supplying over 2,000 products getting assembled into different passenger cars and commercial vehicles.

Vision

D.R.I.V.E

Dependable **R**eliable **I**nnovative solutions to create **V**alue for stakeholders through **E**ffective empowerment.

Mission

PEOPLE

Empowering people to act like owners.

STAKEHOLDERS

Adding value for stakeholders.

ENVIRONMENT

Driving quality, safety, and environmental care.

CUSTOMER

Exceeding customer expectations.

WORKPLACE

Functioning with energy and passion.

EFFECTIVENESS

Emphasis effectiveness through efficient actions.

Values

RESPECT

Treat everyone with dignity and respect.

DIVERSITY

Embrace the diverse perspectives.

INCLUSION

Maintain an open and inclusive environment in team Autoline.

INTEGRITY

Say and do only what is right.

GROWTH

Work towards growth as a way of life.

QUALITY

Right the first time, on time, every time.

Integrated Infrastructure

Our manufacturing infrastructure comprises 5 state-of-the-art units equipped with advanced tools and machinery to design, develop, and produce complex sheet metal parts. All our manufacturing facilities are certified as IATF 16949 QMS Compliant by TUV (Rh), Germany.

We also have a dedicated design and engineering unit with the latest CAD and CAE software and the second largest tool room in Pune with a built-up area of 60,000 sq. ft. The tool room is equipped with ultra-modern CNC and dedicated presses for tool tryouts. An in-house testing and validation facility has been established for testing our own proprietary products.

Major certifications



AUGUST 2022 - TATA MOTORS AWARDED "AUTOLINE" FOR THE BEST PERFORMANCE IN PASSENGER VEHICLES SEGMENT (PV)

Manufacturing Locations

Strategic presence with customer footprint optimization



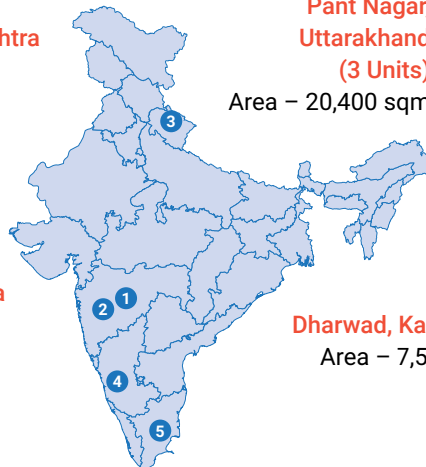
1

**Chakan Unit I
Pune, Maharashtra**
Unit I Area –
11,400 sqm



2

**Chakan Unit II
Pune, Maharashtra**
Unit II Area –
58,364 sqm



3

**Pant Nagar,
Uttarakhand
(3 Units)**
Area – 20,400 sqm



4

Dharwad, Karnataka
Area – 7,500 sqm



5

Hosur, Tamil Nadu
Area – 3,200 sqm



Our Product Portfolio

BIW PANELS



Floor Panels



Cowl Front Center



Assembly- Central Panel



Assembly Sub
structure with Floor



Assembly Under
Body Complete



Load Body

HANGING PARTS



Assembly Door Boost



Assembly Front Grill



Assembly Panel Bluster LCV



Assembly Front Bumper



Assembly Fender LH RH



Assembly Rocker Cover

WELDED ASSY

Assembly Narrow
Firewall



Assembly Firewall



Assembly Sidewall

KINEMATIC ASSY

Foot Control Modules



Parking Brakes



Hinges



Cab Stay Tilt Assembly



Cab Mounting Assembly-Brake



Assembly- Brake Pedal

EXHAUST AND OTHER SUB ASSEMBLIES

Air Baffle Assembly



Assembly- Air Pre-Cleaner



Assembly Housing Air Cleaner

Key Differentiators

- ▶ Company with a strong design and development team having executed key projects with global OEMs
- ▶ Company with one of the largest press shop in Pune
- ▶ Company with one of the biggest press machine in Pune – 2000T Hyd
- ▶ Company with the largest integrated tool room in Pune
- ▶ Diverse product portfolio
- ▶ Long-standing association with OEMs

Key Figures



5

Manufacturing units



2,000+

Products



4

States of presence



84,000 MT

Installed steel processing capacity



₹566.38 Crores

Actual revenue for FY 2021-22

Marquee Clientele

We are preferred suppliers to...

BIW* Parts



Small Mechanical Assemblies



Exhaust Systems



Other Major Customers



*BIW: Body in White

Our Journey

1996-1998

Incorporated as Autoline Stamping Private Limited

Obtained the vendor code for direct supplies to Bajaj Auto Limited and Tata Motors Limited

Started manufacturing units at Kudalwadi

1999-2005

Started manufacturing units at Chakan and Pimpri

2006-2012

Started manufacturing units at Pantnagar (Uttarakhand), Bhosari (Pune), and Dharwad (Karnataka)

Acquired 100% stake in Dimensions Engineering Services and Nirmiti Auto Components

Listed on BSE and NSE

Overseas investment – acquired 100% stake in an Auto Ancillary Entity in USA

Set up AIPL for development of residential/ commercial projects

2013-2016

Expanded product portfolio and client base

Started supplying to OEMs

Commenced consolidation of manufacturing facilities

Debt restructuring

Infusion of funds by the Promoters

2017-2022

Started manufacturing unit at Hosur, Tamil Nadu

Entry of Marquee Investors by contributing in equity capital

Strategically consolidated three plants in Pune and one in Dharwad

Technology collaboration with Tae Sung

Forayed into new product lines; E-bicycle

Penetrated in Railway business



Chairman's Message



WE ARE OPTIMISTIC AND POSITIVELY LOOKING FORWARD TO THE FRUITION OF THESE DEVELOPMENTS. WE HAVE GOOD MOMENTUM IN THE COMING YEARS AND ARE CONFIDENT THAT WE WILL CONTINUE TO EXECUTE IN LINE WITH OUR STRATEGY AND DRIVE HIGH GROWTH.

Dear Shareholders,
Hope you all are doing well and safe!
It gives me immense pleasure to present our Annual Report for FY 2021-22. Despite the challenging business environment, your Company witnessed remarkable revenue growth and higher EBITDA margins during the year.

The automotive industry remained subdued in the first quarter of FY 2021-22 owing to rising incidences of the COVID-19 pandemic. As we moved into the second quarter, the semiconductor chip shortage and inflationary pressures impacted the industry's demand for automobiles. The fourth quarter witnessed the Russia-Ukraine conflict, which impacted the global economy and raised prices.

On the positive side, the technology landscape is fast-changing. The transition to electric mobility, energy efficiency, and alternate fuel usage are some of the emerging trends. This calls for technological upgrades across the sector to keep up with evolving market trends.