

Date – September 27, 2025

To,

The BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai- 400001  
General Manager, Listing  
Corporate Relations Department  
BSE – 532797

The National Stock Exchange of India Ltd  
Exchange Plaza, C-1, Block G, Bandra Kurla  
Complex, Bandra (E) Mumbai – 400 051  
Vice President, Listing  
Corporate Relations Department  
NSE - AUTOIND

**Sub: Intimation of Presentation in 29<sup>th</sup> Annual General Meeting.**

Dear Sir/Madam,

Pursuant to above mentioned subject we hereby submit the presentation which was showcased to the Members in the 29<sup>th</sup> Annual General Meeting of the Company held today, September 27, 2025 is attached herewith.

Kindly take the same on record and acknowledge the receipt of the same.

Yours sincerely,

For Autoline Industries Limited

PRANVESH  
TRIPATHI

Digitally signed by  
PRANVESH TRIPATHI  
Date: 2025.09.27  
17:57:48 +05'30'

**Pranvesh Tripathi**  
**Company Secretary & Compliance Officer**  
**M.No. 47945**  
**Place: Pune**

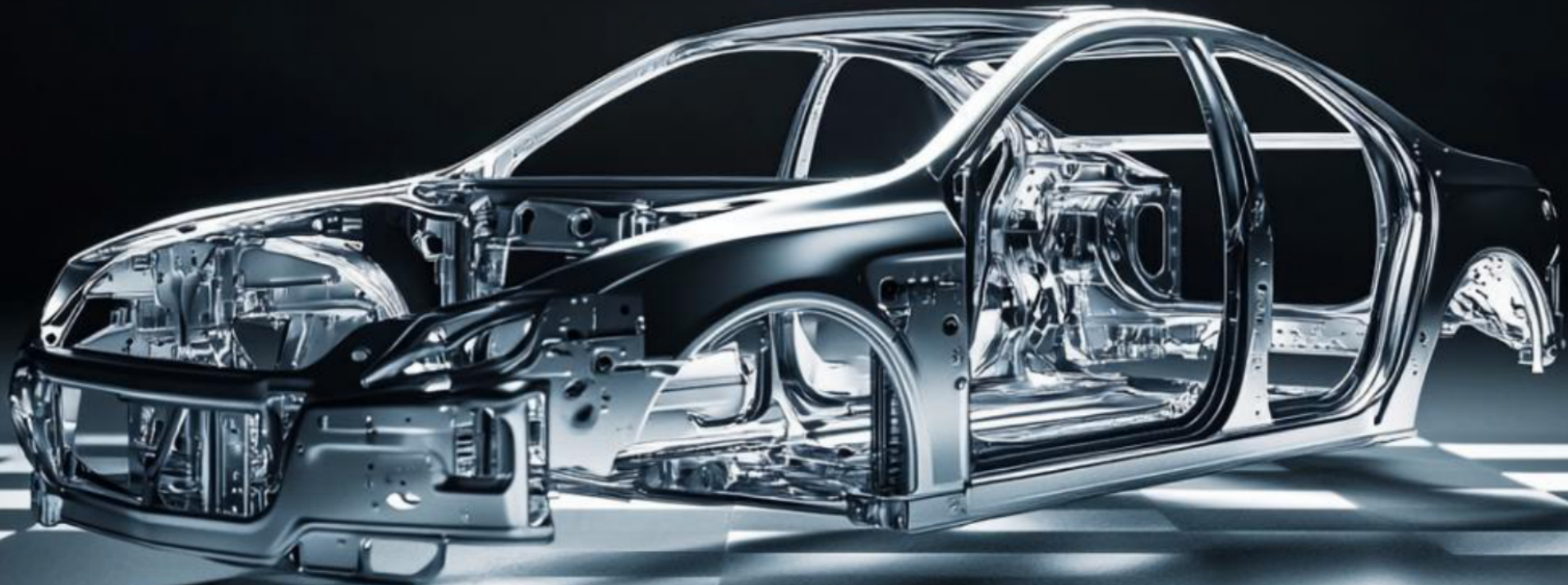
# Autoline Industries Ltd.



“Rising to the Occasion: From Capacity to Growth”

AGM

Date: 27<sup>th</sup> Sep'25



# Agenda

- ▶ Rising to the Occasion
- ▶ Financial Growth Trajectory
- ▶ Capacity Built – Ready for Utilization
- ▶ State-of-the-Art Facilities
- ▶ Technology Center
- ▶ E-Mobility Solutions
- ▶ Customer Centricity
- ▶ Investor Value Proposition
- ▶ Closing & Q&A



Team Autoline

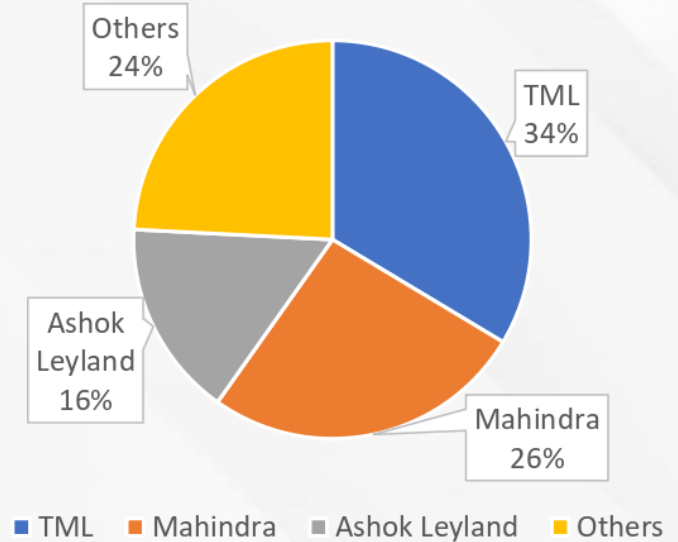
HAPPY DUSSEHRA



# Rising to the Occasion – Auto Industry

## Commercial Vehicle :

- ▶ India's CV industry entering recovery cycle with government infrastructure spend and scrappage policy led replacement demand.
- ▶ Export growth (+23% YoY) provides resilience against domestic cycles.
- ▶ OEM market share churn creates openings for Tier-1 suppliers like Autoline to deepen penetration.
- ▶ Autoline is well-positioned with scalable capacity and Industry 4.0 readiness to capture this cyclical upturn.



### Key Players and Market Share (as of mid-2025)

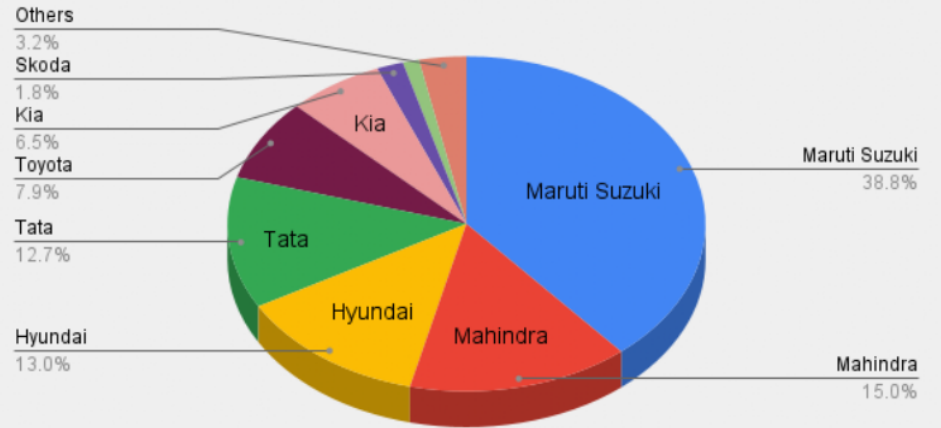
- Tata Motors:** Holds the top position, with a market share of approximately 33.58%
- Mahindra & Mahindra:** At the second spot, with a market share around 26.23%
- Ashok Leyland:** The third-largest player, holding about 16.06% in

# Rising to the Occasion

## Passenger Vehicles - Multifuel & Hybrid Vehicles

- EVs and hybrids to nearly double India's auto market to \$260B by 2030, supported by regulatory incentives.
- OEMs scaling EV launches; Autoline's automation and flexible manufacturing strengthen its role in these new programs.
- Consumer demand shift to performance, safety, and sustainability ensures a decade-long runway.
- Autoline's customer-focused, agile manufacturing model is primed for EV-driven growth.

PV OEMs Market Share (Q1 FY26)



### EV Business Share

Company	Key Models & Highlights	OEM Market Share (Aug 2025)
Tata Motors	Nexon EV, Tiago EV, Harrier EV – strong domestic presence	40.98%
MG Motor	ZS EV, Comet, Windsor – premium features, rapid growth	27.51%
Mahindra	XUV400 EV, Treo – aggressive expansion in SUVs & 3-wheelers	20.20%
Hyundai India	Kona EV, Ioniq 5 – gaining ground in urban markets	3.37%

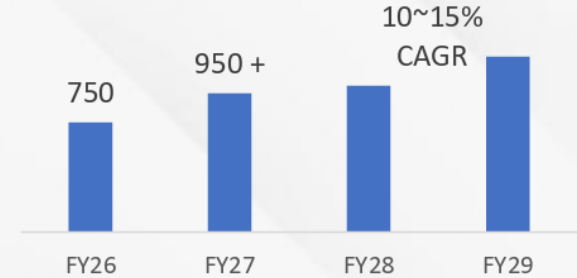
EVs driving explosive passenger vehicle growth with policy support and shifting consumer demand.

# Future Outlook

“Customer – first” across product lifecycle has helped Autoline to get new business from existing customers as well as adding new customers.

- ▶ Revenue guidance: Main driver of economy growth GST reforms, scrappage policy leading to 15-20% growth in FY26, in continuation revenue outlook of ₹ 950+ Crs in FY27 and 10-15% sustainable growth
- ▶ ₹ 150+ Crs order book from New Products and Non Auto e.g. Solar.
- ▶ Growth comes from diversified programs, not one-offs, underlining resilience.
- ▶ Industry 4.0-enabled plants with automated Robotic Press and weld lines provide the base for profitable scale-up.

Revenue Projections – Crores



Revenue to hit ₹750 Cr FY26 and ₹950+ Cr FY27 with 10–15% CAGR beyond.

# Capacity Built for Domestic & MNC – Flexible Manufacturing

- ▶ Plants at Pune and Sanand at 60% utilization; 40% headroom available without additional heavy capex.
- ▶ Industry 4.0 automation ensures rapid, cost-efficient scaling in FY26–27.
- ▶ New OEM programs are directly linked to this built capacity.
- ▶ Flexible manufacturing, efficiency gains, and readiness to expand make capacity a strategic growth lever.



Plants running at 60% with automation ready to unlock 40% growth capacity.

# State - of - the - art Facilities

Investments done in New and highly efficient machinery at Sanand & Pune to increase business from Existing and new potential customers to meet the dynamic delivery schedules at vendor park and distant locations. Autoline identifying every opportunity to maximise productivity levels through digitalization and AI driven approach.

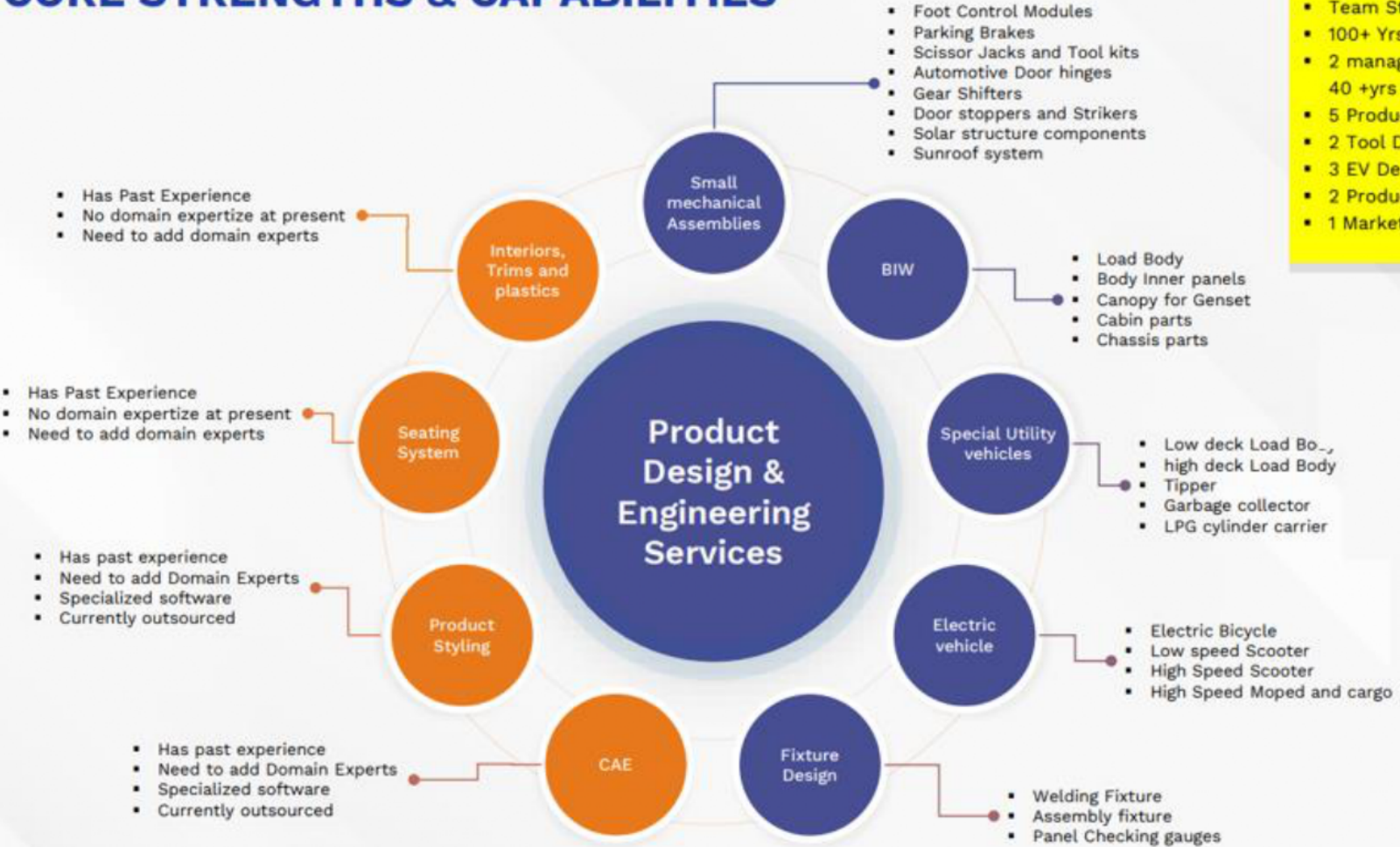
- ▶ IoT and AI systems cut downtime, reduce maintenance cost by 20–25%, and improve throughput by 15–20%.
- ▶ Lean practices (Kaizen, JIT, SMED) enhance global competitiveness.
- ▶ Automation investments already showing margin and productivity gains.
- ▶ These Industry 4.0-enabled facilities form the backbone of Autoline's next growth phase.



IoT-enabled facilities boosting efficiency, cost savings, and lean practices.

# Technology Center – Autoline Design Software Limited

## CORE STRENGTHS & CAPABILITIES



**Team Strength**

- 100+ Yrs. of total Experience
- 2 managers: 40 +yrs total product design Exp.
- 5 Product design Engineers
- 2 Tool Design Engineers
- 3 EV Design Engineers
- 2 Product Testing Engineer
- 1 Marketing executive

- ▶ End-to-end “art to part” capability boosts customer stickiness and creates barriers to entry.
- ▶ Expertise in kinematic assemblies adds high-value differentiation.
- ▶ Innovation-led processes enhance efficiency and give Autoline pricing power.

IoT-enabled facilities boosting efficiency, cost savings, and lean practices.



# Technology Center

## OTHER DOMAIN EXPERTISE

BIW Part and Assemblies



Special Utility Vehicles



Jigs and Fixture Design

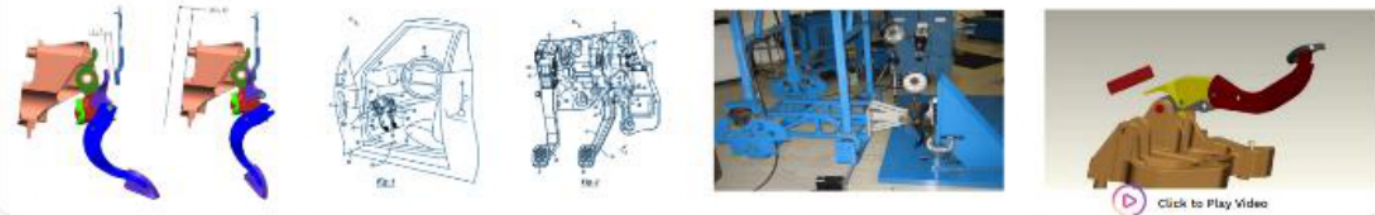


- Autoline specializes in Kinematic assemblies with full design & validation support. Global OEM's have been our customers.

- Autoline has a dedicated technology centre with "art to part" facility as a full service supplier.
- Design optimization, process optimization. Tool size optimization adds value in bringing new business.

## PEDAL SYSTEM- NEW PATENTED TECHNOLOGIES

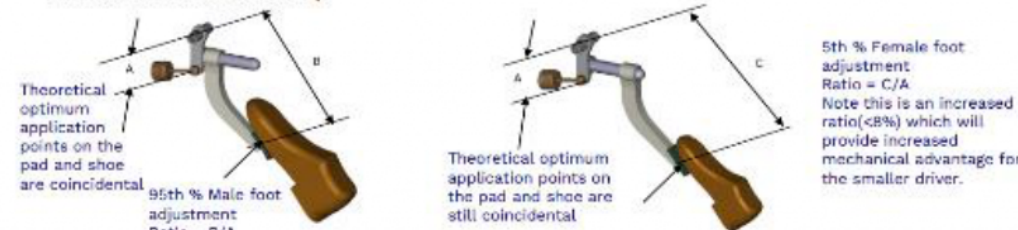
Pedal Release System / Crash Pedals



Adjustable Pedal Solutions



Pedal Release Test Set-up



Technology Center adds value through design, process, and assembly expertise.

# Autoline E-Mobility

## ELECTRIC VEHICLE

### Electric Bicycle:

- Drive train selection
- Chassis design
- Battery configuration
- Testing and mileage accumulation
- Supplier development
- ARAI certification



External battery



Integrated battery



Cargo

Continuous support to AEMPL for ongoing Activities

Off the shelf parts selection – saved approx..  
5-8 cr as part of cost optimization.

Planning to file patent,  
prototype is in process

### Electric Scooter and Moped:

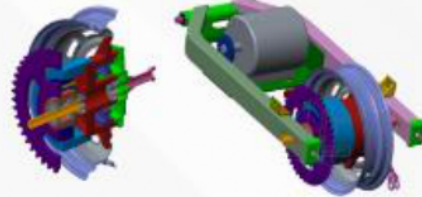
- Styling and CAS generation for e-scooter **Outsourced** and for Moped **In-house**
- Chassis Design
- Electric powertrain
- System design and validation
- Vehicle integration
- On road testing and mileage accumulation
- 95% Indigenized Vehicle
- Made for Indian customer and road conditions
- Design valuation to be done with and without certification.



High Speed Scooter



Electric Moped :  
Passenger + Cargo



Electric Powertrain

- ▶ E-cycle retail presence demonstrates execution in new mobility.
- ▶ Launch of Low-speed scooters in FY26 and high-speed scooters in FY27 expanding EV adjacency.
- ▶ This diversification leverages for green mobility growth.

E-Mobility pipeline spans certified e-cycles to scooters launching FY26–27.

# Customer Centricity – Auto Industry

“Customer – first” across product lifecycle has helped Autoline to get new business from existing customers as well as adding new customers.

- ▶ Trusted OEM partnerships with Tata, Mahindra, Ashok Leyland, Volkswagen, MG, Hyundai.
- ▶ Zero-defect, first-time-right quality ensures repeat program allocations.
- ▶ Flexible, Industry 4.0-enabled plants allow quick adoption of new models, securing growth volumes.



Auto partnerships anchored by zero-defect execution and rapid new model adoption.



# Customer Centricity – Non-Auto Industry

- Solar and energy solutions projected to grow to 20% share in FY26.
- Strong partnerships with Tata Power, Mahindra Solarize, HCT Sun, etc.
- Facility upgrades enhance scalability for renewable infrastructure demand.
- Autoline leverages its built capacity to diversify into high-CAGR non-auto markets.



Solar frame structure



MIVAN construction technology



Solar frame Assy line



Solar profiling machine



Non-auto growth driven by solar and structural solutions targeting 10% share.



# Sustainability & Capability Readiness

- ▶ “Gurukul” training ensures a skilled, safe workforce for advanced Industry 4.0 facilities, reducing quality risks and enabling scale.
- ▶ Net Zero 2040 commitment with visible progress in Scope-2 reductions; LTIR down ~96% demonstrating license-to-operate credibility.



“Gurukul” – In-house Skillset improvement, training and assessment centre

- ▶ Board-level ESG roadmap ensures compliance, investor alignment, and integration of sustainability into Autoline’s growth story.
- ▶ Maharashtra solar project adds 7.5 KVA of green energy, cutting costs and strengthening efficiency of Industry 4.0 facilities.



## ***Sustainability Initiative***

***Open access solar project conceived in Maharashtra which will provide 7.5 KVA of Green energy to Autoline.***

“Gurukul” builds workforce skills and embeds safety culture.

# Recognition & Accolades

- ▶ Awards from OEMs (Sep'25) validating execution excellence and reliability.
- ▶ Credibility reinforces Autoline's ability to win more business in its growth-ready state.
- ▶ Sustainability integrated into growth story, aligning with investor expectations.



Launch Excellence Award from  
TML Passenger Vehicle



Supply Chain Outperformer Award

Recognitions reinforce reliability in launches and supply chain excellence.

# Investor Engagement

**Autoline's commitment to shareholders Improving ROCE (return on capital employed) by use of automation, lean operations.**

- ▶ Growth Visibility: Main driver of economy growth GST reforms, scrappage policy leading to 15-20% growth in FY26, in continuation revenue outlook of ₹ 950+ Crs in FY27 and 10-15% sustainable growth
- ▶ Capacity Leverage: Plants at 60% utilization with 40% headroom ready — growth without heavy new capex.
- ▶ Diversification: EV, solar, and non-auto businesses add resilience and tap into >20% industry CAGRs.
- ▶ Operational Edge: Industry 4.0, automation, and IoT drive cost savings, throughput gains, and margin uplift.
- ▶ ESG Alignment: Net Zero 2040 roadmap, strong safety culture, and compliance readiness enhance investor confidence.
- ▶ Investor Promise: Future-ready Tier-1 supplier with governance, profitability, and long-term value creation focus

Investor value built on governance, lean operations, and scalable high-return growth.



## **Closing Summary – Driving Forward with Confidence**

Our commitment remains unwavering: to deliver zero-defect, first-time-right quality and create enduring value for our customers, partners, and investors. With scalable manufacturing, smart technologies, and a skilled, agile workforce, we are positioned to lead this transformation and shape the mobility landscape of tomorrow.

## **Thank You & Reaffirmation of Vision**

Thank you for your time, trust, and belief in our journey. We reaffirm our vision: To build sustainable and customer-centric mobility solutions.



## Open Floor for Investor Questions

We now invite your questions, insights, and perspectives. Let's explore how we can grow together and unlock the full potential of this exciting transition.

