



Jamna Auto Industries Ltd.

May 31, 2021

To,
BSE Limited
Exchange Plaza, Plot No. C/1, G- Block,
Phiroze Jeejeebhoy Towers, Dalal
Street, Mumbai- 400001 Maharashtra
BSE Code: 520051

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex, Bandra (E)
Mumbai - 400 051, Maharashtra
NSE Code: JAMNAAUTO

Subject: Presentation on the financial results for fourth quarter of Financial Year 2020-21

Dear Sir/Madam,

Pursuant to the requirements of Regulation 30 and Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation by the Company pertaining to the financial results for fourth quarter of Financial Year 2020-21.

Kindly take the above information on records.

Thanking you,

Yours Faithfully,

For Jamna Auto Industries Limited

Praveen Lakhera
Company Secretary & Head-Legal

Encl: As above

Corporate Office: 2, Park Lane, Kishangarh, Vasant Kunj, New Delhi-110070

Tele: +91-11-26893331 | Fax: +91-11-26893180 | www.jaispring.com | CIN: L35911HR1965PLC004485

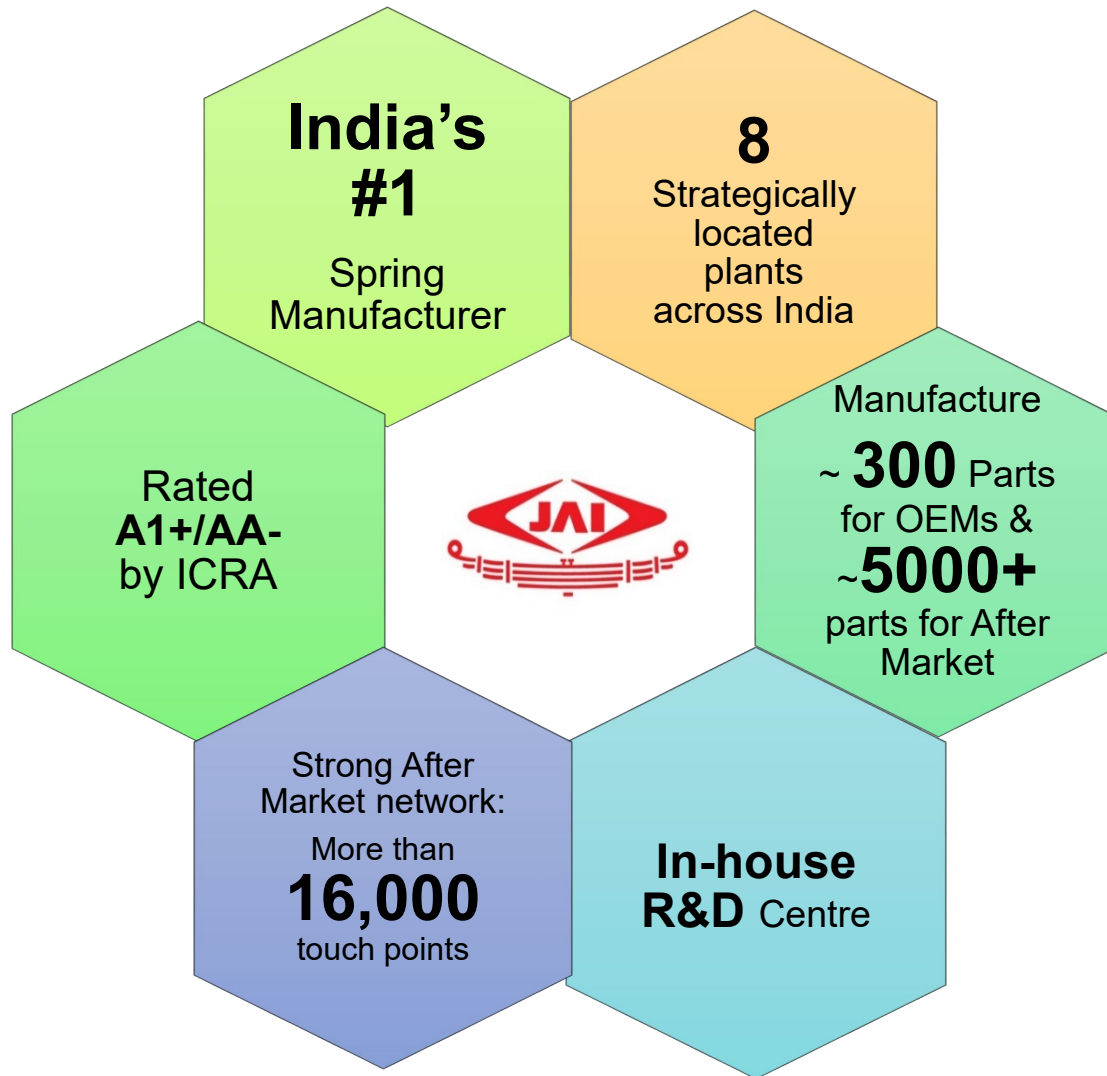
Regd Office: Jai Spring Road, Yamuna Nagar (Haryana)-135 001, India | Tel: +91-1732-251810 | Fax: +91-1732-251820
YAMUNA NAGAR | MALANPUR | CHENNAI | JAMSHEDPUR | PANTNAGAR | HOSUR | PUNE



Jamna Auto Industries Ltd.

Investors' Presentation
Q4 FY'21

Company Overview



Jamna Auto Industries Limited is referred to as "JAI" hereafter

Expand Locations

Manufacturing Plants

- Yamuna Nagar
- Malanpur
- Chennai 1- Leaf Spring
- Chennai 2- Suspension
- Jamshedpur
- Pune
- Hosur

Assembly Plant

- Pant Nagar*

New Locations

- Indore*
- Adityapur*
- Pant Nagar 2 -Machining Plant*

*Under subsidiaries of Jamna

Diversify Products

- Leaf Spring
- Parabolic Spring
- Lift Axle
- Air Suspension
- Trailer Suspension
- Stabilizer Bar
- Z Springs
- Spring Allied Components
- Lift Allied Components

New Product in Offering:

- Machining Products

**Some of the products above are only traded*

De-risk Markets

Existing Markets

- OE India
- AM India
- AM Exports
- OE Exports

Key Strengths

Team of expert, innovative, self driven people

Best in class manufacturing facilities

Largest Supplier to TML, ALL , DICV , VECV

Prudent financial management policies

Operational Goals

Financial Goals

GOALS

Product De-risking

Diversifying Markets

Maximizing Returns

Value Creation

33%

Revenue from
New Products

33%

Revenue from
New Market

33%

ROCE

33%

Dividend
Payout

ACHIEVED

FY'21

34%

Revenue from
New Products

29%

Revenue from
New Market

23%

ROCE

41%

Dividend*
Payout

**11th consecutive year of dividend payout*

JAI's OEM Customers



Conventional Leaf Spring



Parabolic Leaf Spring



Z Spring



Spring Allied Products

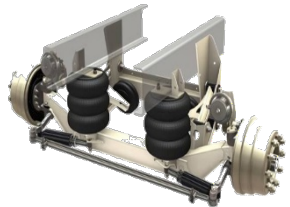
Stabilizer Bar



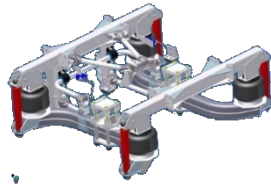
Hanger Shackle



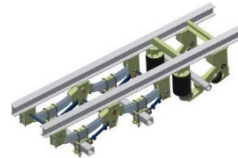
Lift Axle



Air Suspension



Trailer Suspension



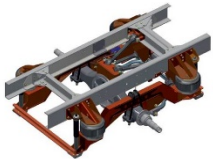
U Bolt



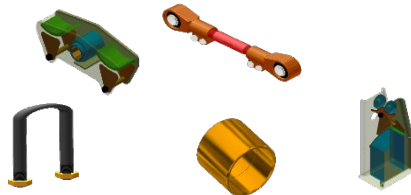
Spring Pin



Bus Air Suspension



Trailer Allied Products



Lift Axle Allied Products



Centre Bolt

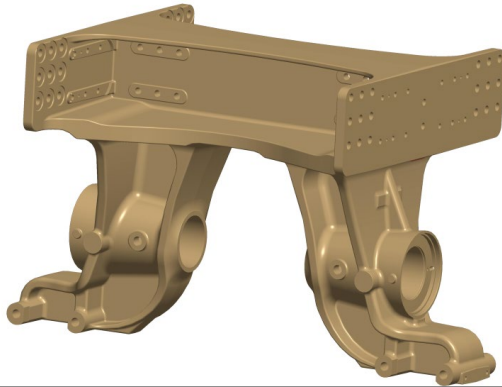


Bush

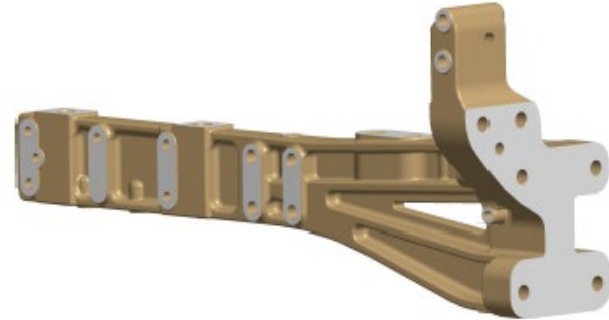


Launching New Machining Products

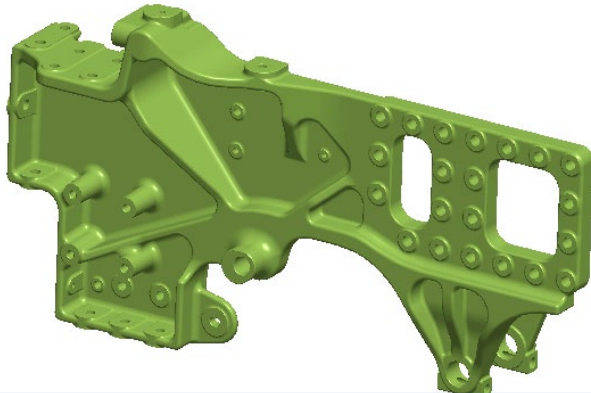
Bogie



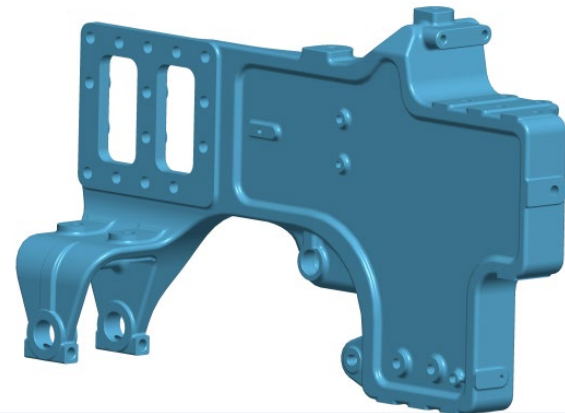
ATS



Nodo

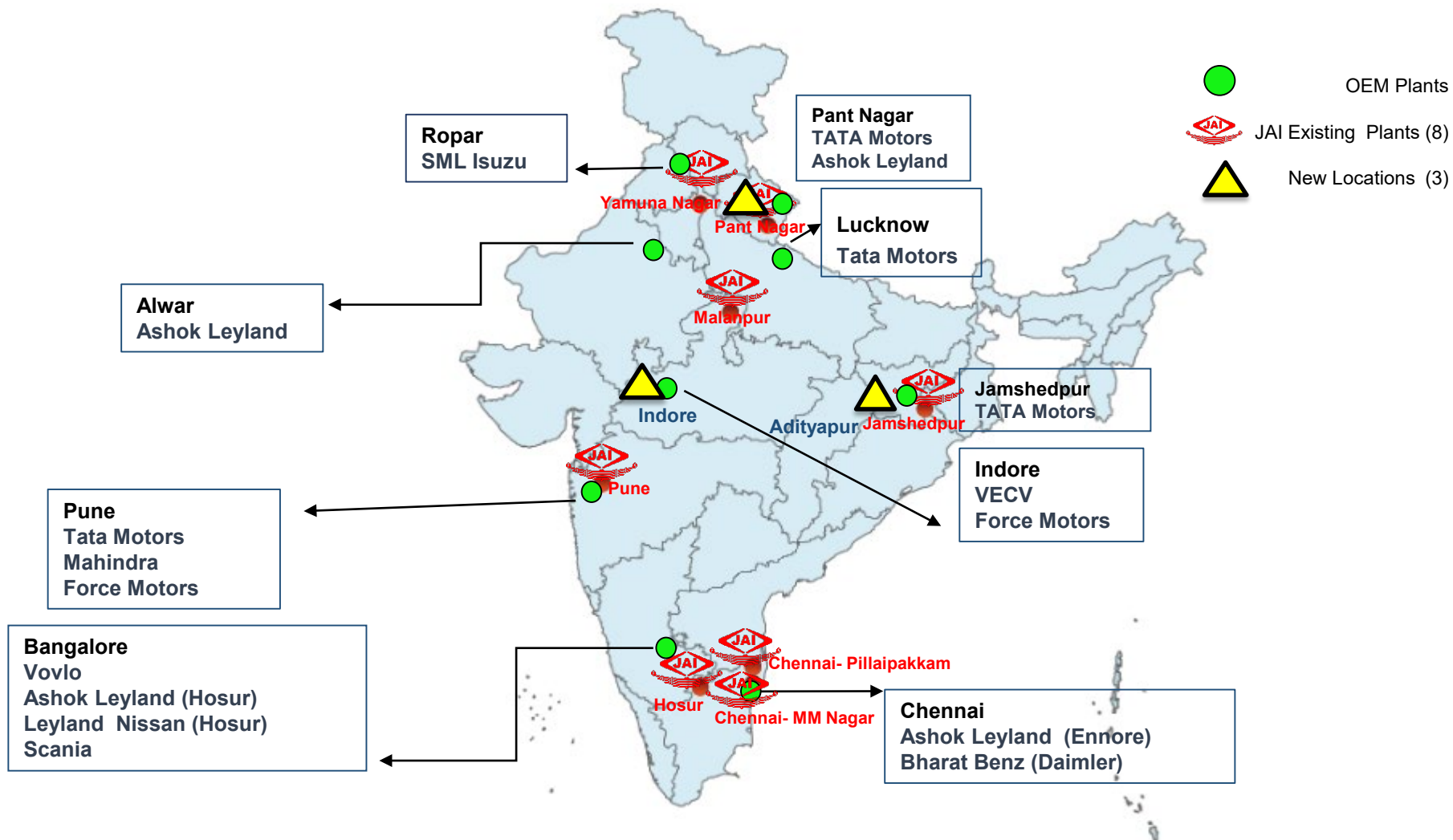


Eco Nodo



**A New Manufacturing Facility is being set up at Pant Nagar , Uttarakhand
(Under Subsidiary) for these Machining Products in FY 21-22**

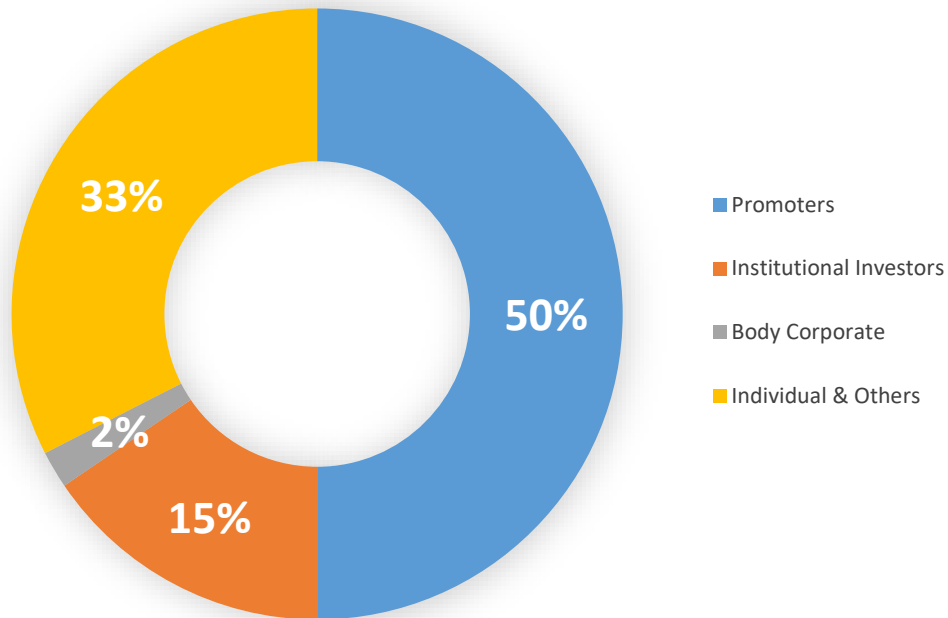
JAI's Plants: Strategically located across CV hubs



Map Source: as available on www.surveyofindia.gov.in dated 17.02.2017
The Map is for illustrative purpose only



Category Wise Breakup



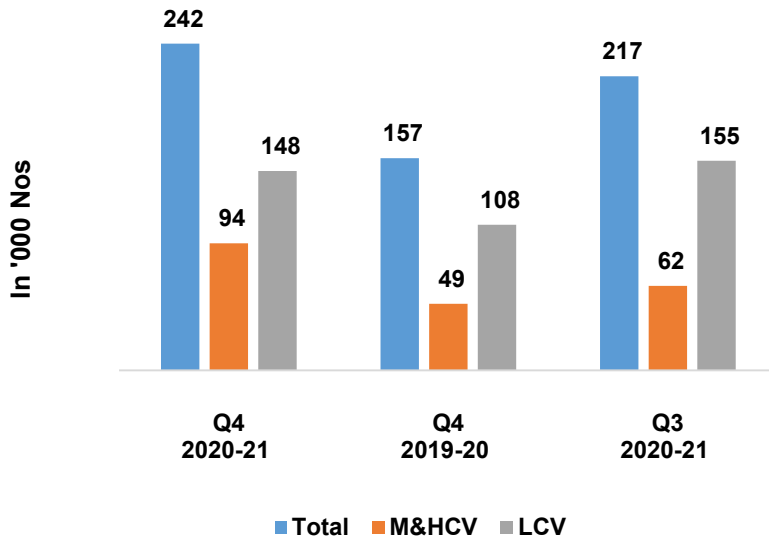
Categories	% Holding 31.03.21	% Holding 31.03.20
Promoters	50.0%	48.9%
Institutional Investors	15.5%	13.1%
Bodies Corporate	2.0%	4.3%
Individual and Others	32.5%	33.7%
Total	100.0%	100.0%

Industry Highlights

Improvement in the CV Industry

- Total CV production increased by 54% YoY
- M&HCV production saw an increase of 91% YoY

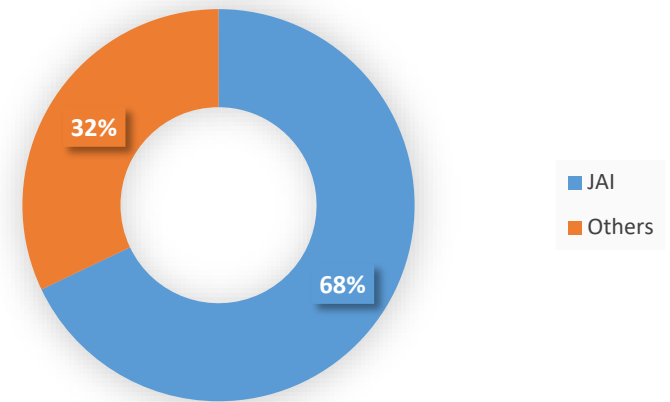
Indian CV Production



Data Source- SIAM + Internal

JAI's market share at 68% for the quarter

Market Share - OEM India



Data Source- Internal

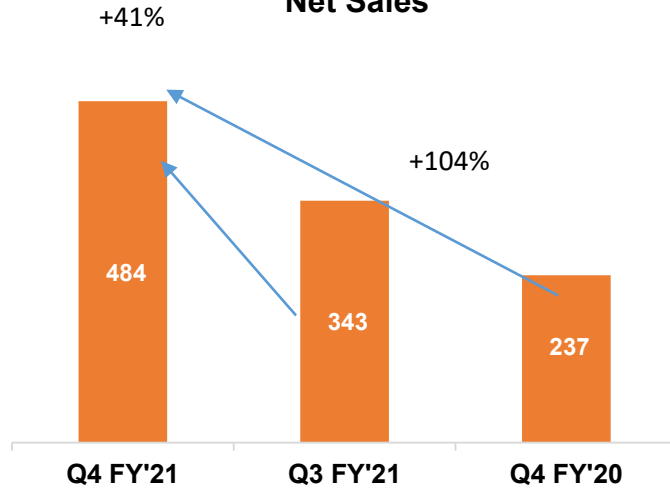
Financial Updates

Financial Trends (QoQ)

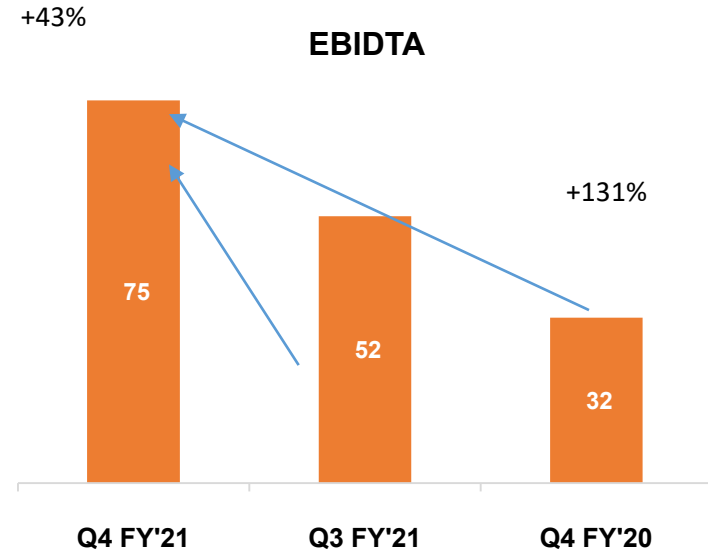


Figures in Rupees Crore,
trends in %

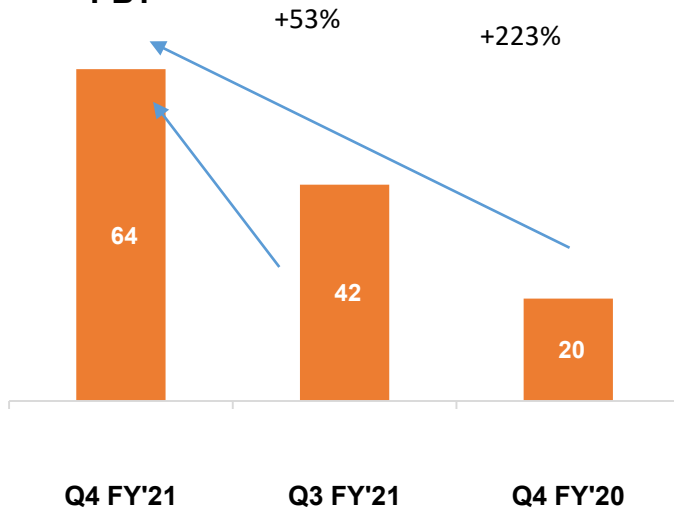
Net Sales



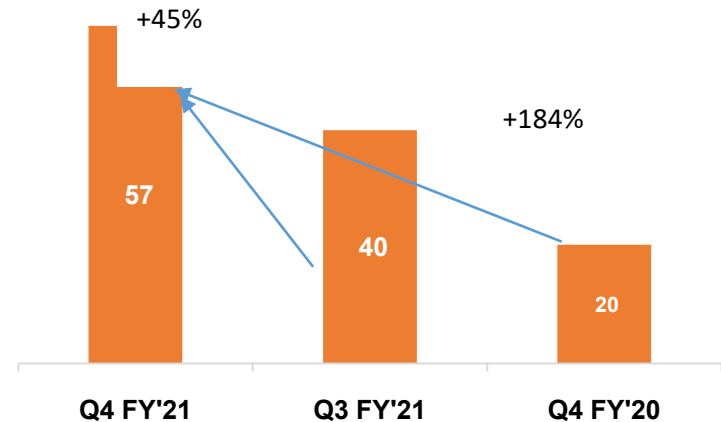
EBIDTA



PBT



Cash Accruals



Cash Accruals: PAT+ Depreciation

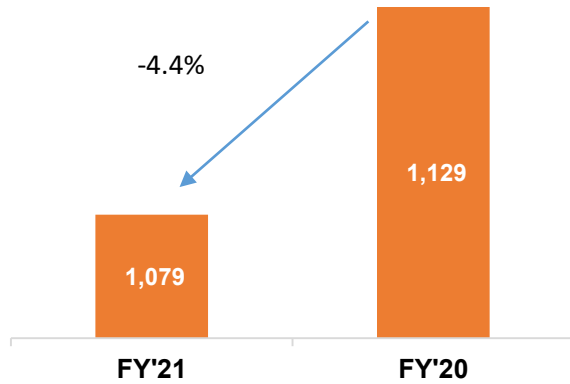


Financial Trends (YoY)

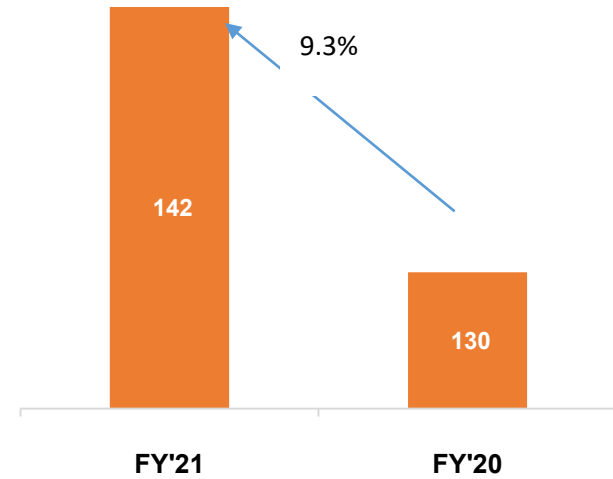


Figures in Rupees Crore,
trends in %

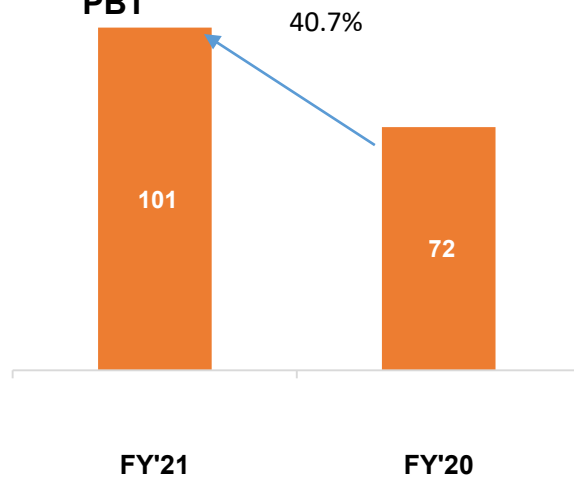
Net Sales



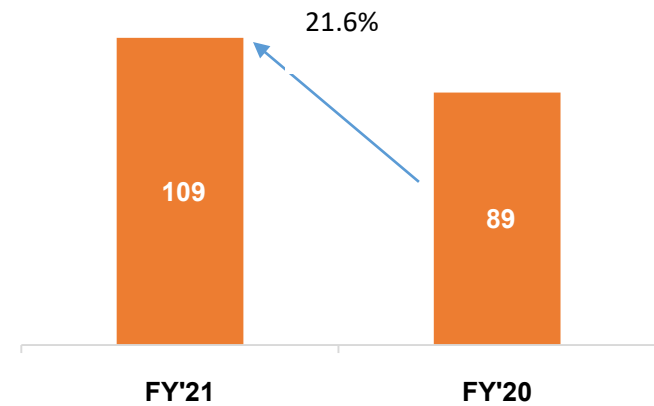
EBIDTA



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Cash Accruals



Cash Accruals: PAT+ Depreciation



Financial Result – Q4 FY'21



All Figures in Rupees Crore

Revenue and Profitability Indicators					
Particulars	2020-21	2020-21	2019-20	2020-21	2019-20
	Q4 31 st Mar'21	Q3 31 st Dec'21	Q4 31 st Mar'20	12 Months 31 st Mar'21	12 Months 31 st Mar'20
Net Sales	484	343	237	1,079	1,129
EBITDA	75	52	32	142	130
PBT	64	42	20	101	72
PAT	48	30	11	73	48
EBIDTA (%)	15.5%	15.3%	13.7%	13.2%	11.5%
PBT (%)	13.1%	12.1%	8.3%	9.3%	6.3%
PAT (%)	9.8%	8.8%	4.6%	6.8%	4.2%



1. Environment

- Planted & distributed 175 saplings to beneficiaries in Malanpur, Yamuna Nagar and Delhi.
- Installed 62 dustbins in government educational institutions and district prisons of Haryana to ensure a clean and disease-free premise by managing waste.

2. Education

- Awarded annual scholarships to 721 meritorious and needy students who belongs to economical weaker section of society.
- Encouraged meritorious students by gifting bicycles, laptop and tablets in government school of Malanpur, Yamuna Nagar and Jamshedpur.

3. Sports

- Sponsored 135 sportspersons for their diet, coaching and equipment in Haryana
- Sponsored 65th Man Greco Roman Style Wrestling National Championship held in Jalandhar, Punjab.
- Sponsored "District Body-Building Championship 2021" in Yamuna Nagar, Haryana.

4. Community Outreach

a. Healthcare

- Facilitated 49 cataract surgery of needy people in District Yamuna Nagar.
- Installed 35 hand sanitizer dispensers in educational institutions to protect children from COVID 19 pandemic.

b. Skill Development

- Distributed 22 sewing machine to needy women to encourage entrepreneurship.
- Started 2 new sewing centers in village Kalesar and Faizpur to train rural women.

c. Support to destitute-

- 175 dry ration kits, face mask and sanitizer were distributed to migrant labor in Delhi during COVID 19 pandemic.
- Distributed JAI-Pension to 68 Sr. citizens, widows and PWDs.

d. Women Empowerment

- 41 rural girls were trained in self-defense training in Malanpur.
- Almost 1050 women and children were made aware and sensitized on POSCO & POAH Act on occasion of International Women's Day in Yamuna Nagar.
- Inaugurated Swachha Vrindavan Abhiyan to make city clean & green in collaboration with Hare Krishna Movement, Vrindavan.



Installed dustbins in government institutions



Sponsored District Bodybuilding Championship-2021, Yamuna Nagar



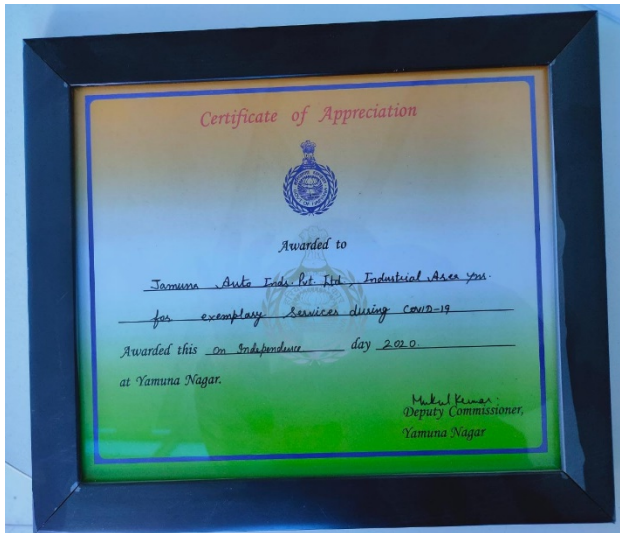
Awarded meritorious students from government schools



Inaugurated Jamna sewing center in Kalesar village



101 Most Influential Women



Certificate of Appreciation for COVID Relief Work in Haryana
Future ready for growth...



The Real Superwomen 2020 in Social Work Category



Mahatma Award 2020 for CSR Excellence



Forward Looking Statement

This presentation is made to enable investors to comprehend our prospects and take informed investment decisions. This presentation may contain certain forward looking statements within the meaning of applicable laws and regulations. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Thank You