

JYOTI CNC AUTOMATION LIMITED CIN : U29221GJ1991PLC014914 G-506, Lodhika GIDC, VIII. Metoda, Dist. Rajkot-360 021, India Tel.: +91-2827-235100, 235101, Fax: +91-2827-235141 E-mail: info@jyoti.co.in Web.jyoti.co.in

Date: February 16, 2024

To, The Department of Corporate Services, BSE Limited, Mumbai To, The Listing Compliance Dept. National Stock Exchange of India Ltd, Mumbai

BSE Script Code: 544081

NSE Script Symbol: JYOTICNC

Dear Sir/ Madam,

SUB: INVESTOR PRESENTATION FOR THE QUARTER AND NINE MONTHS ENDED ON DECEMBER 31,2023.

In continuation of our letter dated February 13, 2024 on the Subject and in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, We enclose a copy of Investor Presentation for the quarter and nine months ended on December 31, 2023.

A Copy of the said Investor Presentation is also being available on Company's Website www.jvoti.co.in

Please take the same on your records.

Thanking You, For Jyoti CNC Automation Limited

TAS

NTOMATIO · MET

Maulik B Gandhi Compliance Officer and Company Secretary Membership No.: F8819



Update on earnings for Q3 and 9MFY24



Safe Harbor

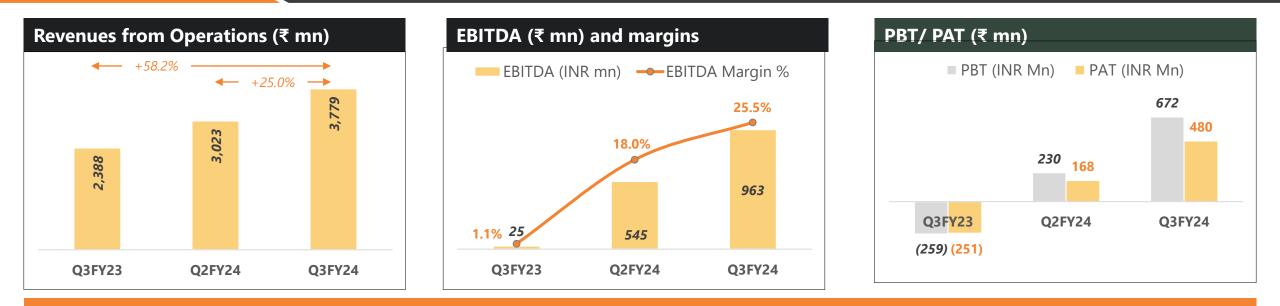


This presentation and the accompanying slides (the "Presentation"), which have been prepared by Jyoti CNC Automation Limited (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the industry in India and world-wide, competition, the company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statem

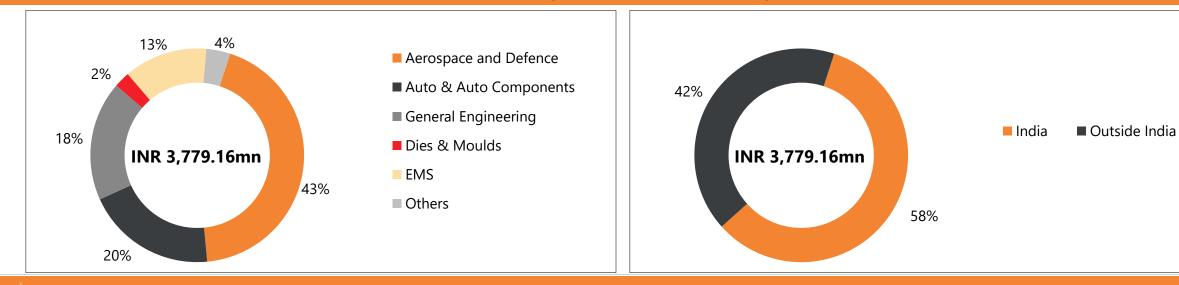
Q3 and 9MFY24 Financials and Business Developments

Financial Performance - Quarterly



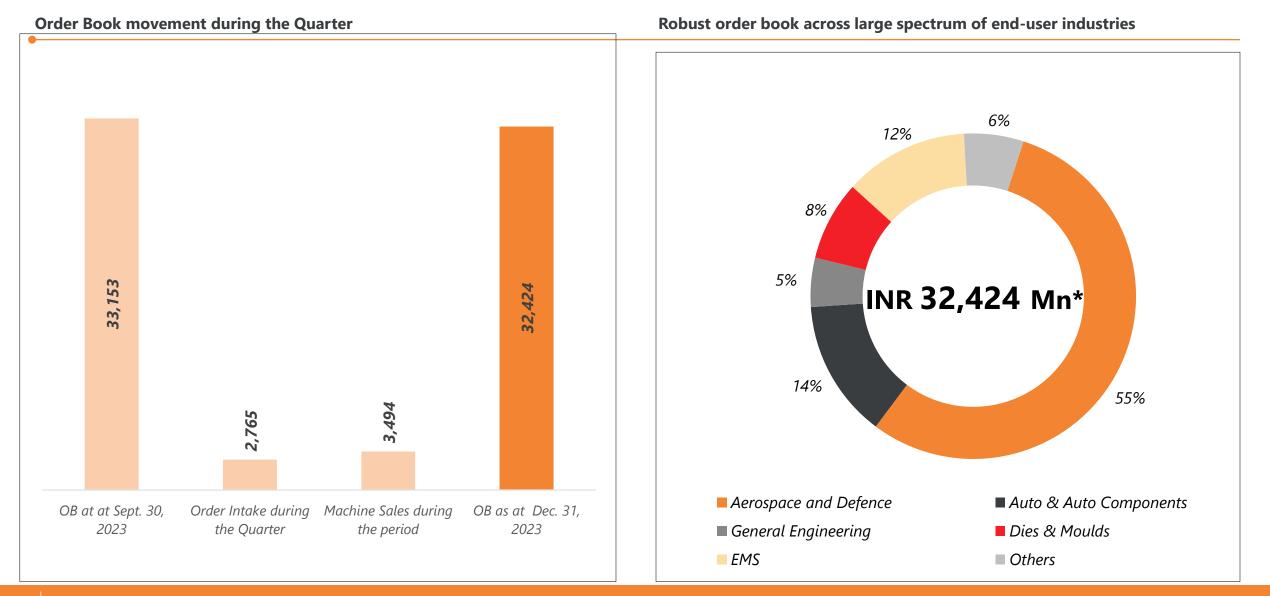


Revenues from Operations across end user industries (excluding scrap and other operating income) for 3 months ended December 31, 2023



Order Book – continues to provide visibility of future growth



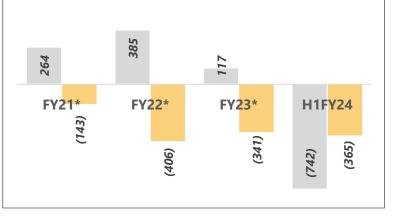


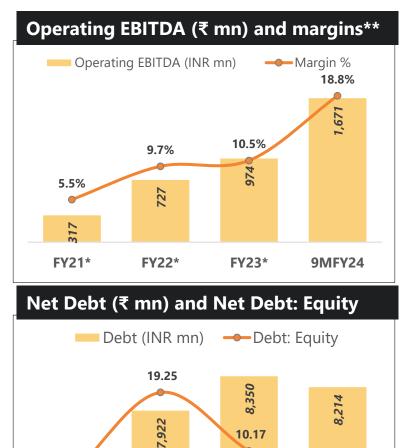
Financial Performance – Annual/ YTD

Total Revenues from Operations (₹ mn) Inside India Outside India 9,292.6 8,883.3 7,464.9 2,412 3,877 5.800.6 1,306 1,815 6,881 6,159 5,007 3,985 FY21* FY22* FY23* **9MFY24**

Operating Cash Flows & Capex (₹ mn)

CFO (INR Mn)





10.17

FY23*

3.25

6MFY24

7,464.9

PBT/ PAT (₹ mn) PBT (INR Mn) PAT (INR Mn) 279 151

FY22*

(483)

(418)

FY21*

(716)

(200)

5,800.6

Update on deployment of IPO Proceeds

FY23*

- > Repayment of Debt ~INR 4,750mn; expected interest savings to be visible from mid-January onwards;
- > Deployment towards working capital requirements ~INR 1,000mn;
- > We intend to use part of the balance funds towards working capital needs (in-line with Objects of the IPO), deployment of some funds in our overseas entities, for our capex plans in India and other permitted uses

Note : * indicates that numbers are based on Restated Financials; Operating EBITDA (less Other Income) / Revenues from Operations; Operating EBITDA Margin = Operating EBITDA/ Revenues from Operations

FY22*

6.44

254

FY21*

Capex (INR Mn)

HURO

773

512

9MFY24

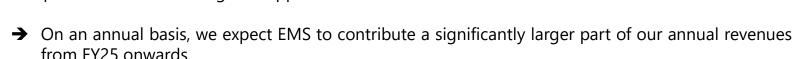
9,292.6



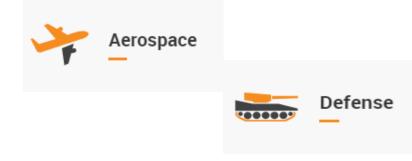
Revenues and business visibility:

a. EMS segment:

- → Revenues from EMS segment in Q3 was INR ~48crs which is ~12.5% of our overall Revenues.
- → Received sample orders from 2 new customers in EMS segment.
- → Working on New Product Development to cater to new lines of business within the EMS space products at various stages of approval.







b. Aerospace and Defence:

- → We already have a healthy orderbook from Aero-Def segment and we are currently focused on deliveries.
- ➔ Enquiries for new business continue to be strong. We continue to witness healthy pipeline especially in Defense Segment.



Revenues and business visibility:

C. Other segments:

- ➔ Demand continues to be strong in Automobile, General Engineering, Die Mould, Infrastructure and Railway segments.
- Capacity and delivery related challenges continue to guide our new order bookings.

Capacity Addition:

- ➔ In-line with business enquiries we are evaluating expediting expansion in Rajkot and will firm up plans over the next 3 months.
- → We are also investing up to INR 40 crs in France which will improve our capacities for manufacturing large machines.





Statement of Profit and Loss (Quarterly)

Particulars (₹ mn)	Q3FY24	Q2FY24	Q-o-Q %	Q3FY24	Y-o-Y %
	3,779.2	3,022.8	25.0%	2,388.4)	58.2%
	31.0	13.2	134.7%	264	17.2%
Total income ()	3,810.2	3,036.0	25.5%	2,414.9	57.8%
					- 1 d ^a
Expenses					/ X/
Cost of materials consulted + Charges in inventories of finished goods & WIP	1,829.5	1,611.2	13.5%	1,369.7	17.6%
Employee costs	555.9	502.6	70.6%	\$50.3	1.0%
Finance costs	235.5	248.6	(5.3%)	225.1	4.6%
Depreciation and amortization expense	86.5	79.6	8.7%	35.6	1.1%
Other expenditure	431.1	363.9	18.5%	442.9	1 1 1 1 1 2 7%)
Total expenses (III)	3,138.4	2,805.7	2 11 9%	2,673.7	17.4%
			ELLE	7	
Profix before tax/ exceptional/ extraol ary items (III) = (I - II)	671.7	230.3	191 7%	(258.6)	
Tax expense					
	186.2	69.5	7 167,8% /	9.0	NM IN NM
Reining and Marger (Spedit)	5.1	(6.8)	NuM	ATTACK (ROO)	NM
Potal top the second seco	191.4	<u>62.7</u>	205.0%	1.11.18.07	NM
		$, \vee \ominus$			
Pretit for the period (V) = (III - IV)	480.4	167.6	186.7%	- (250.8)	NM

Statement of Profit and Loss (Annual/ nine-month period)

Particulars (₹ mn)	9MFY24	FY23*	FY22*	FY21*
Decome				
	8,883.3	9,292.6	7,464.9	5,800.6
Othe Mincollie XXIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIIII	34.9	233.4	35.7	/ 100.3
	8,918.3	9,526.0	7,500,6	5,990.9
Sost of mategals iconsumed + Changes in interprotection of thished goods & WIP	4,425.9	5,32,6.1	2.9et 199.9	3,189\$
Employee costs (1,478.5	1,662	1,418.4	1,213,9,
Finance costs	690.3	897.0	822.0	7,85.7
Depreciation and amovization expense	242.7	336.2	A 1 A 35/2.9	377.&
	1,307.7	1,330. 3 ⁄	1	980.3
Total expenses (II)	8,145.0	9,552.0	7,918.4	 √[]]6,616.7
Profit before tax exceptional extraordinary tems (III) = (I - II)	773.2	(26.0)	a <u>(417.5)</u>	义(7月57)
Exceptional Items (W)		/ 304		
Max experise				
Current tax expenses	2562>	<u>کیک</u> ا	65.0	
Prior year tak				
Peferrad tax that he / (credit)		(8.4)	1.5	
	261.0	127.9	W/ Alleba	\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\\
Protection the period and a contract of the p	512.2	150.6		(700.3)

Balance Sheet - Snapshot

Particulars (₹ mn)	H1FY24	FY23*	FY22*	FY21*
ASSET8			$ \rightarrow f$	\rightarrow
Property Rant and Equipment	-2,829\$7	1 2,689.02	2,745.55	2,991.55
Capital production of the contract of the cont	150.30	82.79	8.97	510.89
Right of Use Asses	0.06		Ø.36	0.86
Intangible assets	130.30	141.60	/179.12	219.75
intengible assets under development	-83,62	71.01	45.81	26.37
Financial Assets				
- hovesthents	34.76	33.88	19.58	18.55
- Other financial assets	- C 1 1 89	100.47	49.76	118.92
Other non-current assets	263.26	240.78	243.89	107.76
Total Non-Current Assets	3,508,55	3,359.61	3,293.04	3,994.65
		\overline{D}		
Current Assets				
Inventories	8,683	8,199.19	6,340.41	6,447.06
- Trade Receivables		1,458.78	2,001.90	2,166.40
- Cash & Cash Equivalents	86.05	160.92	24.44	101.15
Other Balances with Bank	209.19	121.97	201.21	123.47
	31.17	59.30	48.51	47.22
Kotsekinancia lasets	2,539.20	1,410.72	331.40	513.31
ather covent assets	628.45	336.38	587.25	488.66
Current by an internet of the first	42.32	46.94	34.20	
Total Corrent Are	13,551,40	11,794,20	9,569,31	9,887.27
Total Asses	17.060.65	15.153.81	12.862.35	13.881.92

Particulars (₹ mn)	H1FY24	FY23*	FY22*	FY21*
EQUITY & LIABILITIES				MV V
Equity Share Capital	391.51	\$29.29	294.72	294.7
Compulsory Convertible Preference Share entirely in Equity Nature	3.93			
Other Equity	2,133,29	49 185	116.74	831.07
Total Equity	2,328,73	820.63	411.54	125.86
Non-current Liabilities				
Borrowings	1,042.91	,274.65	T,402.63	1,194.28
Provisions	130.92	. 127.78	//124.67/	233.02
Deferred Tax Liabilities (net)	202.37	120 AV	207,80	207.16
Total Non-Current Liabilities	1,375.60	- 160454	1,732.10	1,634.46
Current Liabilities			Ž	VIIIN
Financial liabilities				
- Borrowings	7,7113	7,075.09	6,518,94	6056.89
- Trade payables	EATP	1		
a. Micro & Small enterprises	21.46	17.90	ALL 7:281	12.13
b. Other than where some it enterprises	3870.42	4,112.01		3,107,08
- Other Finapcial Tabilities	480.33	× , 397158	30880	629.01
Other Current Nabilities	1,695.70	97832	857.34	1,299.68
Provisions	17.83	4 1117,48K	18,4	16.81
Current Tax Liabilities	199.45	· · · · · · · · · · · · · · · · · · ·	61/87	
Total Current Liabilities	13,156.32	12,728,64	10,718.71	11,121.60
Total Liabilities	17,060.65	15,453.8	12,862.35	13,981.92

[•] Data based on restated financial

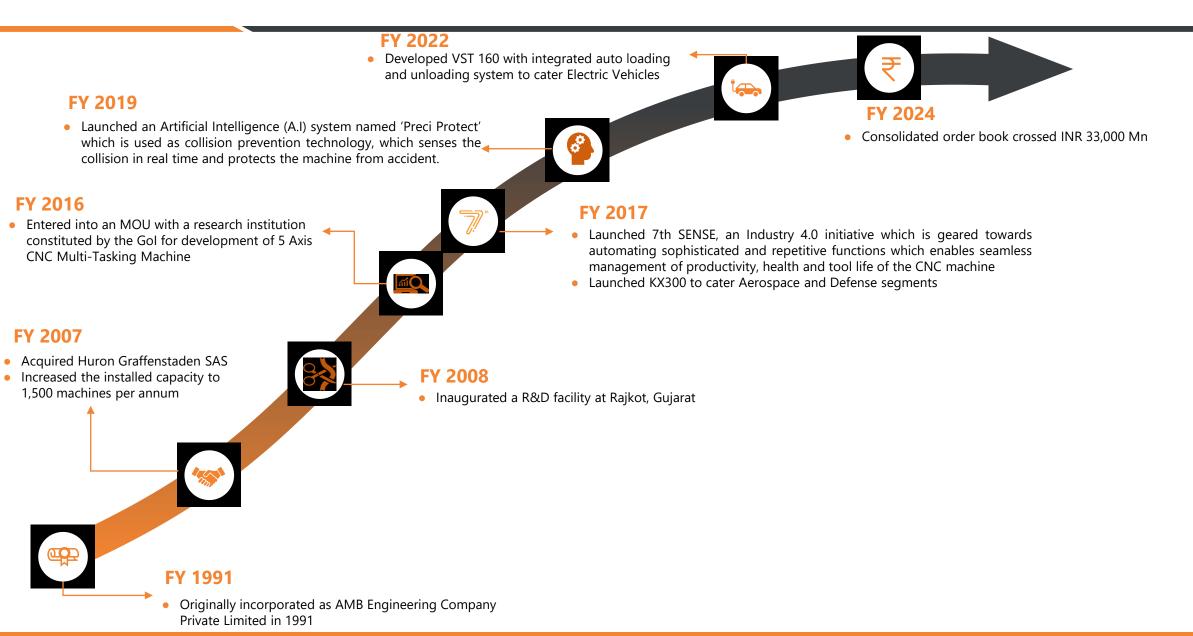
Company Overview

Jyoti CNC | 12th largest manufacturer of CNC machines globally & one of the largest manufacturer of CNC machines in India^{**}









One of the leading CNC machine manufacturing companies globally as well as in India...



12th Largest manufacturer of CNC machines globally*

>30,000 machines

supplied globally since April 1, 2004

>8,400 machines to >3,500 customers

in India and across Asia (excluding India), Europe, North America and rest of the world during the last 6 months period ended Sept 30, 2023, and during the last 3 Fiscals

A diverse portfolio

of CNC machines in India with presence across the CNC metal cutting machinery value chain. Offer 200+ variants over 44 series

Prominent manufacturer

of simultaneous 5-Axis CNC machines in India*

Awarded

Best Metal Cutting Brands by Economic Times for 5 consecutive years from 2018 to 2022

...with presence across the CNC metal cutting machinery value chain



Jyoti has a strong presence across the CNC metal cutting product range – offering customers a choice of 200 variants in 44 series



CNC Turning Centers and CNC Turn Mill Center



CNC Vertical Machining Center



CNC Horizontal Machine Center



CNC Simultaneous 5-Axis Machining Centers



CNC Multitasking Machines

Solutions suited for transitioning towards 'Industry 4.0'



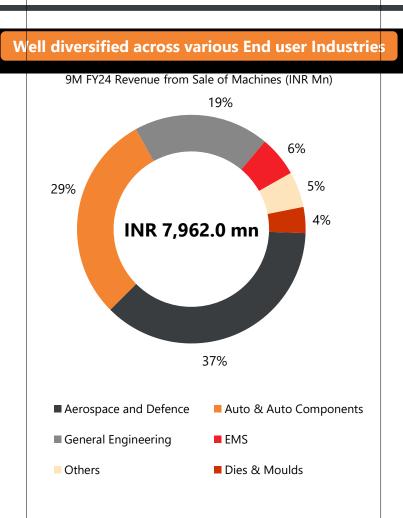
Further, Jyoti CNC constantly focuses on developing its ability to provide technologically relevant and highly customized solutions including its flagship multifunctional solutions package viz., '7th Sense', which is geared towards automating sophisticated and repetitive functions diagnostic and analytical functions which enables seamless management of productivity, health and tool life of the CNC machine.

Jyoti's CNC Machines with 'Linear Motor Technology' are geared towards enabling higher productivity due to reduced friction and other advantages.

Well diversified customer base spread across end-user industries







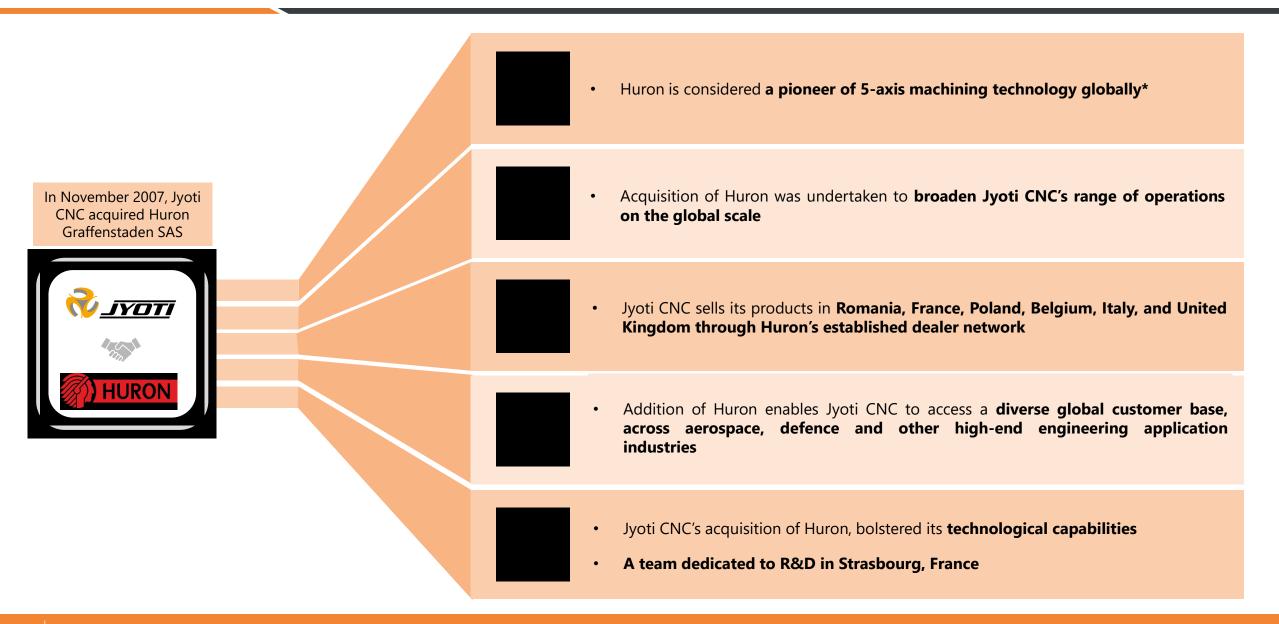


Jyoti CNC has recently forayed into supplying products for companies in EMS industry

- Jyoti CNC has set up 2 dedicated assembly lines for the manufacturing of machines for the EMS industry in Rajkot
- Jyoti intends to augment focus on the EMS industry and is expecting significant business opportunities in the space



Model Tachyon 5FT with RT 200 direct drive rotary table for EMS industry Acquisition of Huron enriched Jyoti CNC to become one of the most sophisticated technology leaders across the globe^{*}







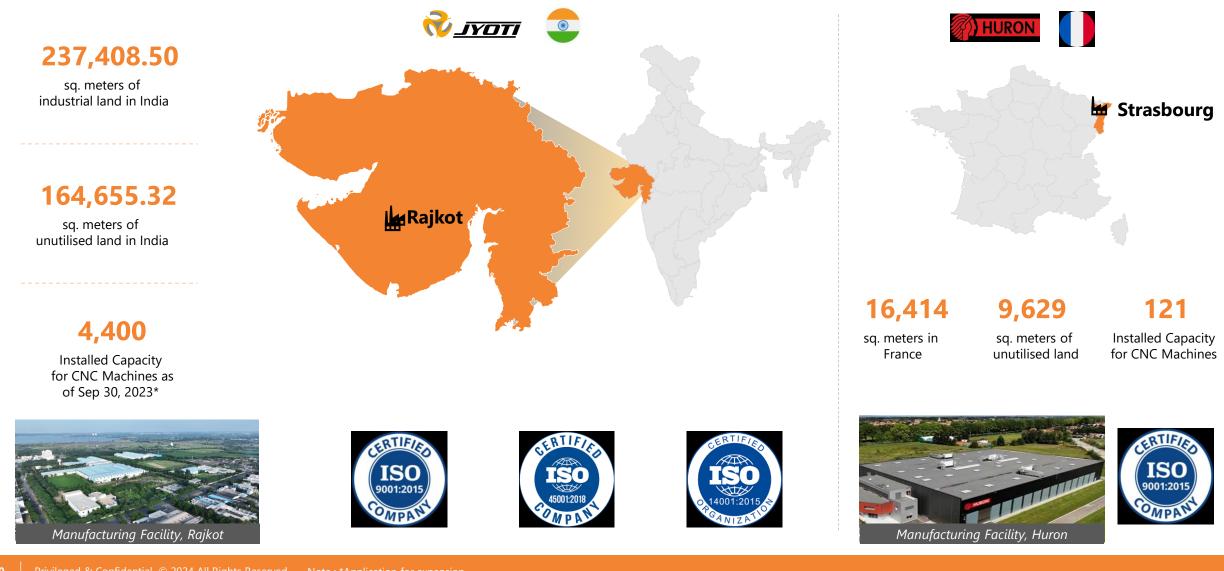
Jyoti CNC has supplied 9,300+ machines to 4,500+ customers in India and 16 other countries across the globe in the past 3.5 years

International operations, and geographic reach, has been bolstered since the acquisition of Huron

The Company sells products through its subsidiaries in Germany, France, Turkey & Canada and in Italy, Romania, France, Poland, Belgium and United Kingdom through Huron's established dealer network Jyoti CNC operates out of 3 manufacturing facilities which are equipped with capabilities to design, develop and manufacture its product portfolio



Jyoti CNC operates out of 3 manufacturing facilities – 2 in Rajkot, Gujarat and 1 in Strasbourg, France



Vertically integrated operations which enables customisation and production efficiencies





- Capacity of 1,500 metric tons per month
- Manufactures small, mid and large sized castings of upto 15 tons



Machine Shop Building, Rajkot

 Equipped with universal machining centres, horizontal machining centres, vertical machining centres, turning centres, cylindrical grinders, surface grinders and drilling machines



Sheet Metal Unit, Rajkot

 Has machines with laser cutting technology, CNC press brake / bending machines, robotic welding machines, welding machines and grinding machines



• Fully automated paint shop comprising 7 tank pre-treatment process





Assembly Line 2, Rajkot



Manufacturing Facility, Huron

Vertically integrated manufacturing operations provide key benefits

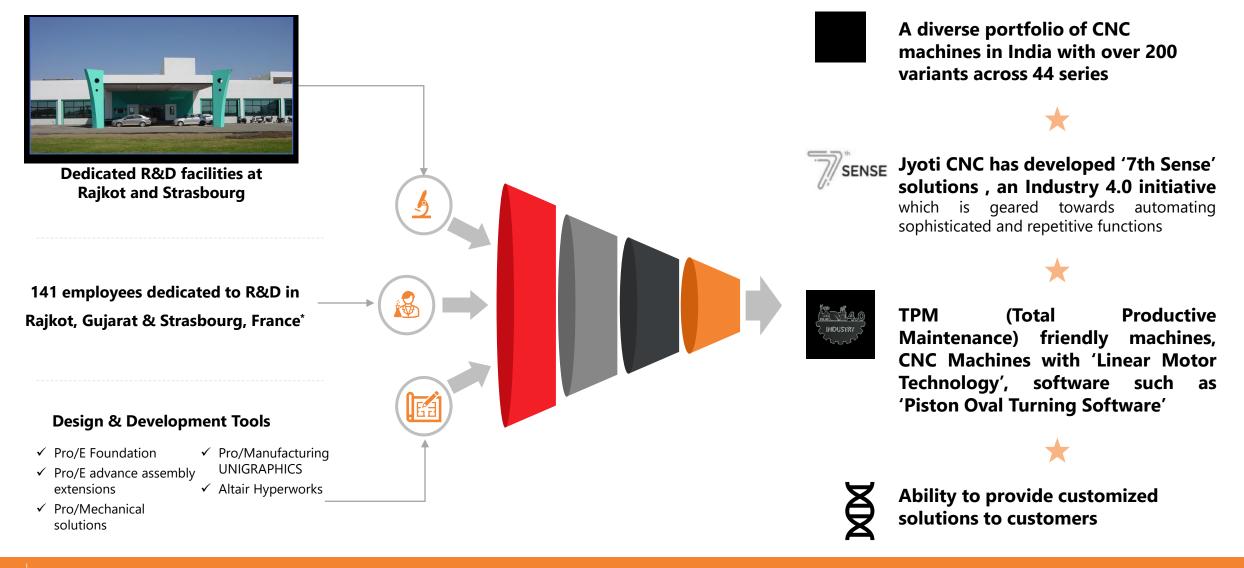
Assembly is equipped with customized fixtures and precision inspection equipment

- Jyoti CNC's integrated operations enables it to manufacture some of the critical machine components such as spindles, tool-changers, pallet changers, rotary tables and universal heads in-house. This reduces dependence on third parties, streamlines production process and improves operational efficiencies
- Design capabilities including used of 3D computer aided software, and prototype testing facilities enable customization of products to meet customer specifications and also decreases time to market products and solutions

Focus on technology and ability to deliver innovative solutions bolstered by dedicated R&D facilities



Jyoti CNC's R&D team focuses on continually developing and customizing products and solutions





Sales & Marketing strategy primarily focused on customer engagement along with seeking to establish new relationships with customers



This map is only for the purpose of representation and is not to be considered an accurate geopolitical representation.

29 sales and service centers spread across 12 states in India*

2 distributors / dealers in India and 11 distributors / dealers outside India*

Jyoti CNC sells products through its dealer network and directly to its customers through various branch offices located across including in Rajkot, Ahmedabad, Mumbai, Delhi, Pune, Indore, Bangalore, Chennai, Coimbatore, Hyderabad, Kolkata, Jamshedpur and Jaipur

Jyoti CNC participates in exhibitions and organizes "Open House" events where products and demonstrated exclusively and target customers are invited. The Company also organizes "Technology-Seminars" at various locations bringing the Company closer to its customers and potential customers by enhancing their technological knowledge and providing them a forum to discuss issues related to manufacturing. The Company also demonstrates its products at Technology Centers located at Rajkot, Chennai and Pune





Parakramsinh Ghanshyamsinh Jadeja - Promoter, Chairman & Managing Director

- He has been associated with Jyoti Enterprise as a partner since 1989
- He is also a director on the board of Indian Machine Tool Manufacturers Association and Neo Rajkot Foundation since December 2015 and June 2016, respectively
- His entrepreneurial nous is well recognised. He has been honoured with the 'Premier Outstanding Entrepreneurship Award' by the IMTMA in 2013, the 'Small Scale Entrepreneur Third Award – 2003', by the Ministry of Small Scale Industries, Government of India, and the "CII Best Entrepreneurship of the year award' for 2004-2005
- He was also awarded the Hercules Award in 2013 on "Converting SSI into Indian MNC" by the Gujarat Innovation Society



Sahdevsinh Lalubha Jadeja - Promoter & Whole-time Director

• He has been associated with Jyoti Enterprise as a partner since 1989



Jignasa Pravinchandra Mehta – Independent Director

- She is currently working as Professor of Mechanical Engineering and Dean of Engineering and Technology at Darshan University, Rajkot
- She holds a degree of Bachelor of Engineering in mechanical from Saurashtra University, a master's degree in engineering in mechanical from Sardar Patel University. She has also received a degree of Doctor of Philosophy from Sardar Patel University, Gujarat



Vikramsinh Raghuvirsinh Rana - Promoter & Whole-time Director

• He was appointed as director in March 26, 2003



Yogesh Damodardas Kathrecha – Independent Director

- He has completed his bachelor's of technology in mechanical engineering from Indian Institute of Technology, Bombay in 1985
- He is also a director on the board of GM APE Automation (India) Private Limited since June 08, 2021



Pravinchandra Ratilal Dholakia – Independent Director

- He is currently a senior partner at P.R Dholakia & Co., Chartered Accountants
- He is a Chartered Accountant and holds a membership from the Institute of Chartered Accountants of India.



Vijay Vaman Paranjape – Independent Director

- He holds a bachelor's of engineering degree (electrical branch) from Sardar Patel College of Engineering, University of Mumbai
- He was previously a director of Siemens Limited. He is also a director on the board of Dol Motors Private Limited since November 11, 2011

...supported by a strong management and execution team





Kamlesh Sureshbhai Solanki – Chief Financial Officer

He joined the Company in March 1, 2004 as Manager - Finance and was appointed as Chief Financial Officer with effect from April, 2015

He holds a bachelor's degree in commerce from Saurashtra University, Rajkot

Maulik B Gandhi – Company Secretary and Compliance Officer



- He is responsible for managing the secretarial department of the Company
- He joined the Company as company secretary in September 17, 2012. He was appointed as Compliance Officer of the Company in July 2023
 - He holds a bachelor's degree in business administration from Saurashtra University, Rajkot. He holds a membership from Institute of Company Secretaries of India



Vijaysinh Pravinsinh Zala – Executive Head - Design

- He has been associated with the Company since November 1, 2004
- He has completed his bachelor's degree in engineering (Mechanical) from Sardar Patel University



Hitesh Chhaganbhai Patel – General Manager - Assembly

- He has been associated with the Company since January 1, 2004
- He has completed his bachelor's degree in engineering (Electronics and Telecommunication) from North Maharashtra University, Jalgaon. He has also completed his Master of Business Administration in marketing from Newport University, Newport Beach California

Hiren Mahipatsinh Jadeja – President - Marketing

- He has been associated with the Company since January 1, 2004
- He has completed his bachelor's degree in engineering (Electronics and Telecommunication) from North Maharashtra University, Jalgaon. He has also completed his Master of Business Administration in marketing from Newport University, Newport Beach California



Vikas Raj Taneja – President - Marketing

- He has been associated with the Company since December 1, 2008
- He holds a bachelor's degree in engineering (Production) from Shivaji University. He has also completed his Master's Diploma in Business Administration from Institute of Management Development and Research, Pune

Marc Paul Troia – Director General of Huron Graffenstaden SAS



- He holds a degree, BAC E (Mathematical and Technic), a degree in (DUT) Mechanical Engineering, Lean Manufacturing, and is a Graduate Engineer in mechanics
- Prior to joining huron graffenstaden SAS he worked as president AMADA SA france, group general manager of FOREST-LINÉ (FRANCE), vice president of ABB (FRANCE), export customer RFQ manager of RENAULT AUTOMATION (FRANCE), and site manager of STEIN HEURTEY and NEWELCO newport (UK)

Shivangi Bipinbhai Lakhani – Executive Head - Corporate Communication

- She has been associated with the Company since March 1, 2007
- She has completed her Bachelors in Commerce from Sadguru Homese & Commerce (E.M.) College, Rajkot, Saurashtra University and her Masters of Business Administration from H. N. Shukla College of Management Studies, Rajkot, Saurashtra University

Workforce breakdown

2,339 Employees*

66.91% Skilled employees* 6.11 years

Average duration

Awards



2018 2019 2020 The Econome The DECEMPTION BRANDS COLORADO	Recognized as 'Best Brand in the Metal Cutting Industry' by Economic Times for 5 consecutive years from 2018 to 2022	
Year	Awards	TTEC 2019 INTEC 2019 Internet
2022	P Received a recognition for 'Non- IT Fraternity Digital Change Maker' and 'Stalwart Torch Bearer and Doyen of Futuristic Digitalization Adoption in Gujarat's Business Fraternity' at Digital Management Conclave	'Best Innovative Product Award' in INTEC Exhibition
2019	P Received 'Best Innovative Product Award' in INTEC Exhibition at Coimbatore, India	
2017	P Received 'Best Innovative Product Award' in INTEC Exhibition at Coimbatore, India	
2013	Hercules Award by Gujarat Innovation Society for Converting SSI to Indian MNC	Hercules Award by Gujarat Innovation Society

26 Privileged & Confidential, © 2024 All Rights Reserved

Thank You!

