

13th August, 2018

The BSE Limited

Department of Corporate Services
Floor 1, New Trading Ring
Rotunda Building. P.J. Towers
Dalal Street, Fort
Mumbai 400 001.

Scrip Code - 520057

National Stock Exchange of India Ltd.

Exchange Plaza, 5th Floor,
Plot No. C/1, G Block
Bandra – Kurla Complex
Bandra (E)
Mumbai 400 051.

Symbol – JTEKTINDIA; Series – EQ

Sub : Presentation for Analyst and Institutional Investors for the quarter ended 30th June, 2018.

Dear Sir,

Pursuant to applicable regulations of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, enclosed please find herewith a presentation that shall be shared with the Analyst and Institutional Investors with respect to the Un-audited Financial Results for the quarter ended 30th June, 2018.

This is for your information and record.

Thanking you,

Yours faithfully,

For JTEKT INDIA LIMITED



NITIN SHARMA
DY. COMPANY SECRETARY





JTEKT

Koyo | **TOYODA**

Investor Presentation June 2018

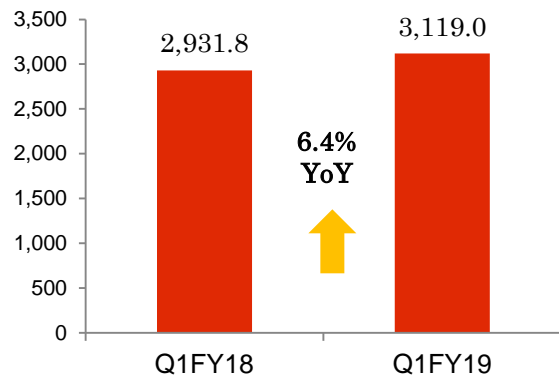
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Performance Review - Standalone

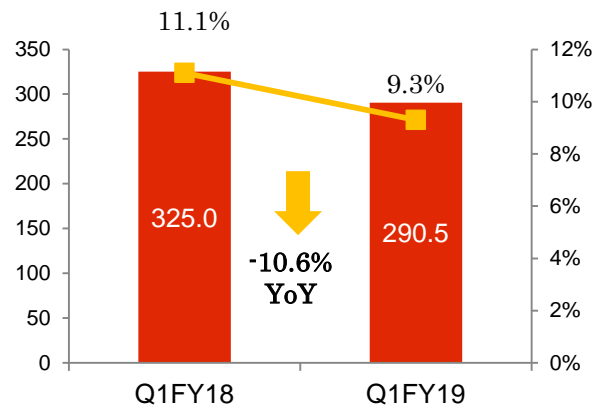
Q1FY19 Standalone (YoY): Steady revenue with robust growth in profit

All figures in Rs Mn

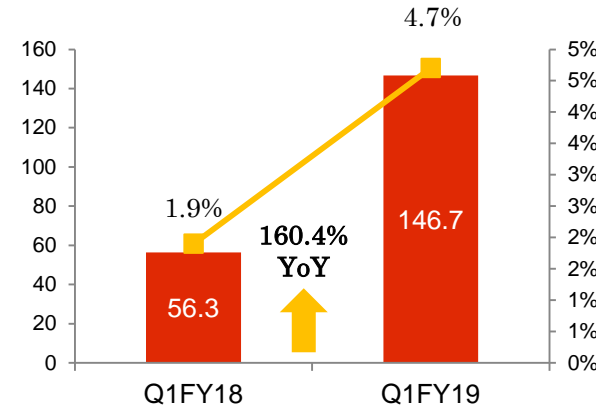
Revenue



EBITDA & EBITDA Margin



PAT & PAT Margin



- **Total revenue was up at Rs 3,119 mn in Q1FY19 as compared to Rs 2,931.8 mn in Q1FY18**

- ✓ On account of increase in sales growth of OEM's

- **EBITDA was down to Rs 290.5 mn in Q1FY19 compared to Rs 325 mn in Q1FY18**

- ✓ EBITDA margin decreased due to increase in raw material as a percentage of revenues from 66.2% in Q1FY18 to 67.2% in Q1FY19 and marginal increase in staff costs as a percentage of revenues from 12.3% in Q1FY18 to 12.6% in Q1FY19.

- **PBT excluding other income up by 27.5% YoY to reach Rs 88.4 mn in Q1FY19**

- ✓ Due to reduced finance charges by 31.6% and 17.6% reduction in Depreciation and Amortization expense

- **PAT in Q1FY19 up 160.4% at Rs 146.7 mn compared to Rs 56.3 mn in Q1FY18**

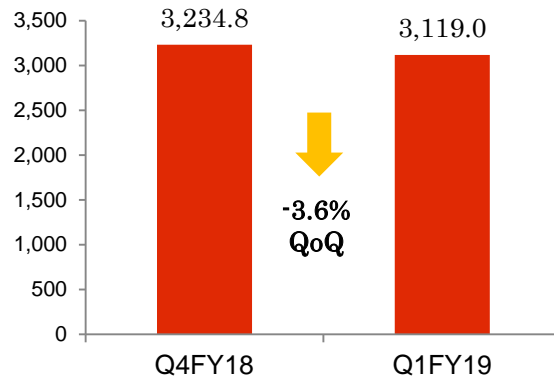
- ✓ On the account of increase in other income from to Rs 92.8 mn in Q1FY19 due to dividend received from subsidiary

Refer Slide 10 for detailed P&L Statement

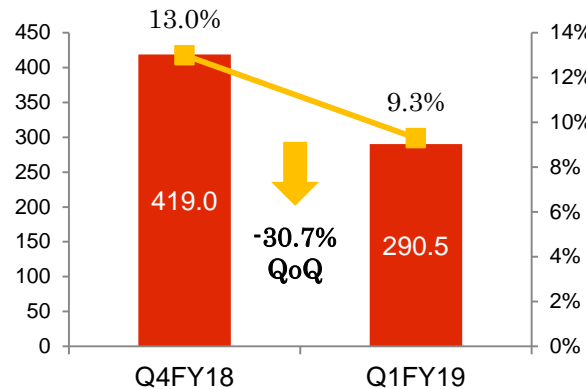
Q1FY19 Standalone (QoQ): PAT up by 5%

All figures in Rs Mn

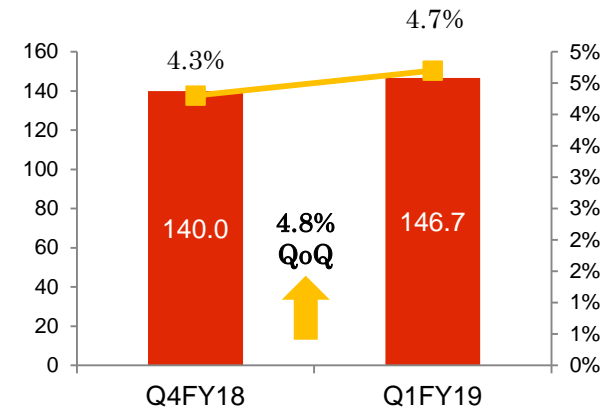
Revenue



EBITDA & EBITDA Margin



PAT & PAT Margin



- Total revenue decreased by 3.6% QoQ in Q1FY19 at Rs 3,234.8 mn compared to Rs 3,119 mn in Q4FY18
- EBITDA at Rs 290.5 mn in Q1FY19 compared to Rs 419 mn in Q4FY18
 - ✓ EBITDA margin decreased due to increase in raw materials as a percentage of revenues from 65.4% in Q4FY18 to 67.2% in Q1FY19 and increase in staff costs as a percentage of revenues from 11.2% in Q4FY18 to 12.6% in Q1FY19.
- PAT in Q1FY19 up 4.8% at Rs 146.7 mn compared to Rs 140 mn in Q4FY18
 - ✓ Higher PAT margins for Q4 FY18 on the account of increase in other income, reduced finance charges by 1.6% and reduced Depreciation & Amortization expense by 3.5%

Refer Slide 10 for detailed P&L Statement

Operational Highlights

Product Wise Sales Mix*



*Note: Break-up on gross basis, Steering & column product group includes EPAM sales

Geographic Sales Mix

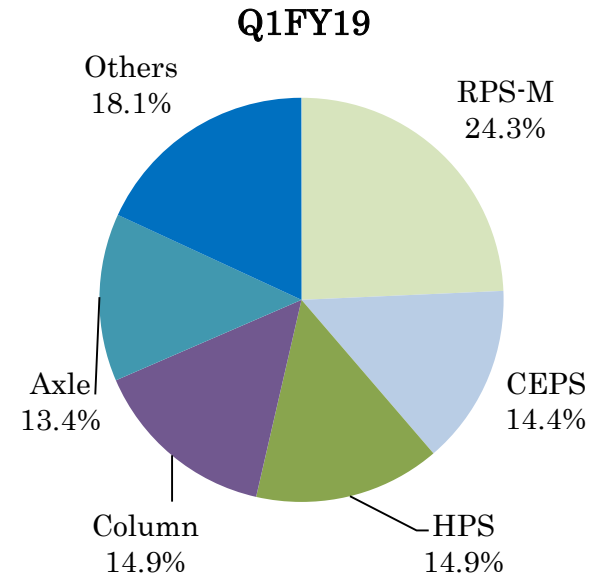
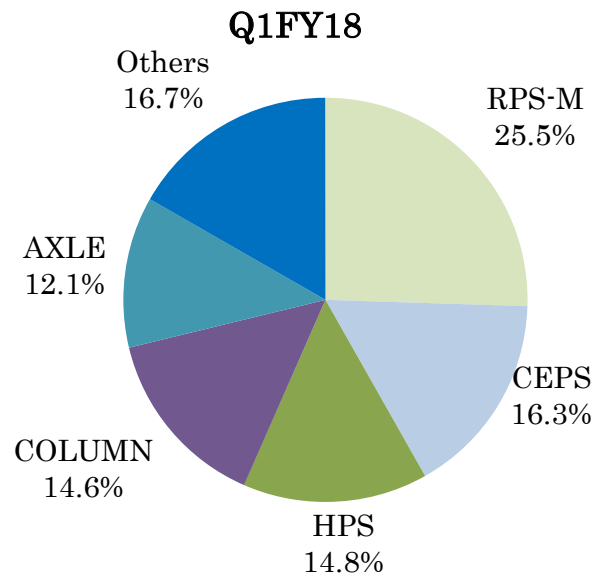


*Note: Break up on standalone basis

Capacity utilization

- Capacity Utilization across product categories during YTD June FY19
 - ✓ Steering Products Group – 62.0%
 - ✓ Drive line Products Group – 34.0%

Key steering & driveline products revenue break-up



Note: Break up on standalone basis

Financial Statements

Amount in Rs Mn

Standalone Unaudited Income Statement

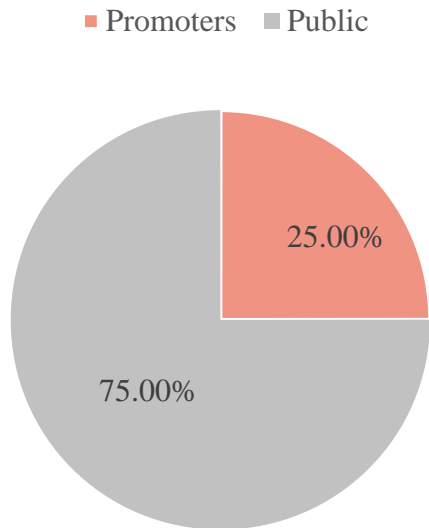
Particulars	Q1 FY19	Q4 FY18	QoQ (%)	Q1 FY18	YoY (%)
Revenue from Operations	3,119.0	3,234.8	(3.6%)	2,931.8	6.4%
Total Expenditure	2,828.6	2,815.8	0.5%	2,606.8	8.5%
Consumption of Raw Material	2,096.0	2,116.6	(1.0%)	1,940.9	8.0%
Staff Cost	392.1	362.6	8.1%	360.9	8.7%
Other Expenditure ¹	340.5	336.6	1.2%	305.0	11.6%
EBITDA	290.5	419.0	(30.7%)	325.0	(10.6%)
Depreciation & Amortisation	160.6	166.5	(3.5%)	195.1	(17.6%)
EBIT	129.8	252.5	(48.6%)	130.0	(0.1%)
Finance Charges	41.5	42.1	(1.6%)	60.7	(31.6%)
Other Income	92.8	3.4	2663.3%	10.4	795.5%
PBT	181.1	213.8	(15.3%)	79.7	127.3%
Tax (including deferred)	34.4	73.8	(53.3%)	23.3	47.5%
PAT	146.7	140.0	4.8%	56.3	160.4%

1 Other Expenditure includes manufacturing costs, administrative costs, selling costs and other expenses

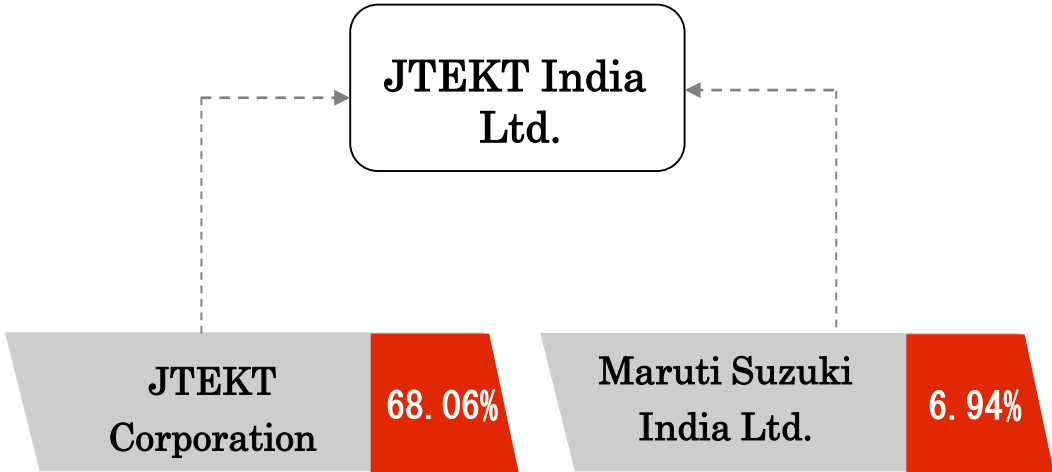
Key Ratios as a % of Total Revenue	Q1 FY19	Q4 FY18	Q1 FY18
EBITDA	9.3%	13.0%	11.1%
PAT	4.7%	4.3%	1.9%
Total Expenditure	90.7%	87.0%	88.9%
Raw material	67.2%	65.4%	66.2%
Staff Cost	12.6%	11.2%	12.3%
Other Expenditure	10.9%	10.4%	10.4%

Shareholding pattern (As on 30th June 2018)

Equity Shares Outstanding-198,741,832



Promoter and Promoter Group Shares outstanding – 149,056,374



For any Investor Relations queries please contact:

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About JTEKT India Ltd.

JTEKT India Ltd. is a subsidiary of JTEKT Corporation, Japan, the global technology leader in Steering Systems. With a market share of 45%, JTEKT India Ltd. is the largest manufacturer of steering gears in India and is the leading supplier of Hydraulic Power Steering Systems, Electric Power Steering Systems, Manual Rack & Pinion Steering Systems and Collapsible, Tilt and Rigid Steering Columns for Passenger Vans and MUVs. JTEKT India Ltd. is the first steering systems company in the world to have bagged the prestigious Deming award, the world's most coveted honour for excellence in Total Quality Management. For more information please visit www.jtekt.co.in

Forward Looking Statement

Certain statements in this document with words or phrases such as “will”, “should”, etc., and similar expressions or variation of these expressions or those concerning our future prospects are forward looking statements. Actual results may differ materially from those suggested by the forward looking statements due to a number of risks or uncertainties associated with the expectations. These risks and uncertainties include, but are not limited to, our ability to successfully implement our strategy and changes in government policies. The company may, from time to time, make additional written and oral forward looking statements, including statements contained in the company’s filings with the stock exchanges and our reports to shareholders. The company does not undertake to update any forward-looking statements that may be made from time to time by or on behalf of the company.