



**Jamna Auto Industries Ltd.**

July 28, 2022

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: Investors Presentation on the financial results for the quarter ended June 30, 2022.**

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 the quarter ended June 30, 2022.

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](http://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 Limited**

**Investors' Presentation**

**28<sup>th</sup> June, 2022**



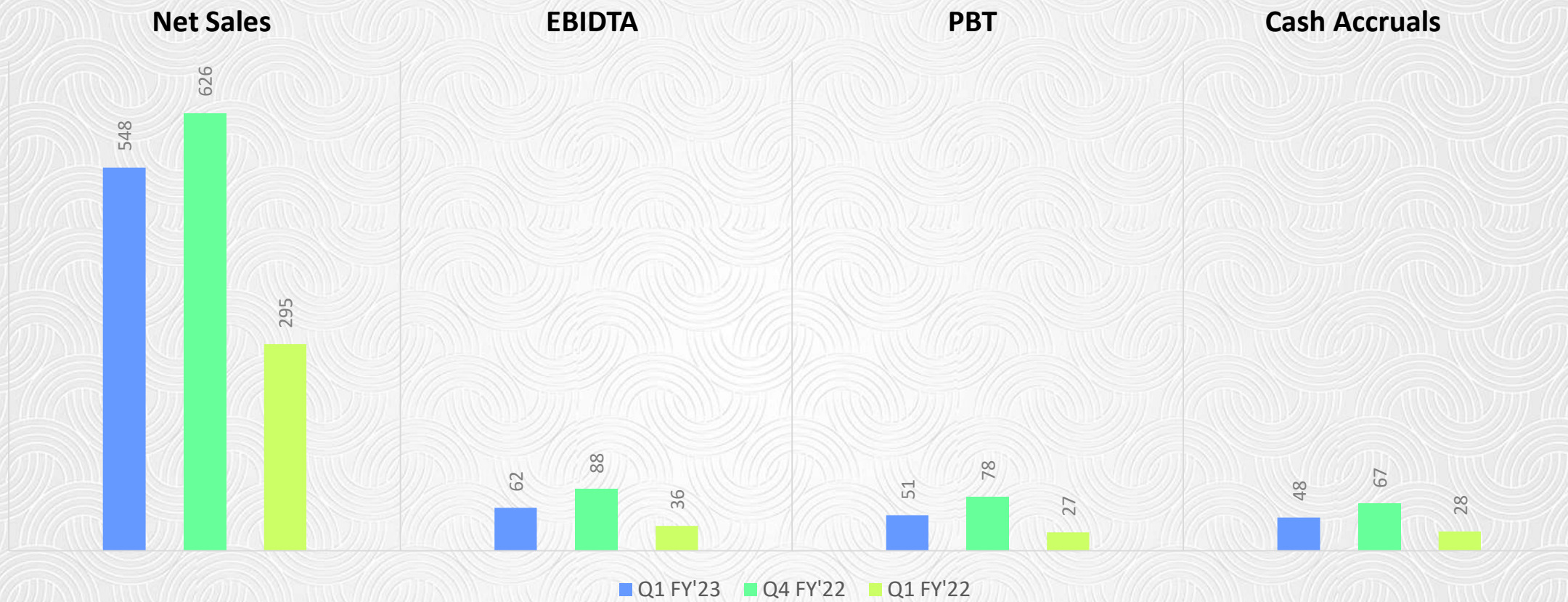


# FINANCIAL UPDATES



# FINANCIAL TRENDS - QoQ

Figures in Rupees Crore



Cash Accruals: PAT+ Depreciation



# FINANCIAL RESULT – Q1 FY'23

*All Figures in Rupees Crore*

| Particulars       | Quarter ended            |                       |                       | Year Ended            |
|-------------------|--------------------------|-----------------------|-----------------------|-----------------------|
|                   | Un-Audited<br>30.06.2022 | Audited<br>31.03.2022 | Audited<br>30.06.2021 | Audited<br>31.03.2022 |
| Net Sales         | 548                      | 626                   | 295                   | 1,718                 |
| EBIDTA            | 62                       | 88                    | 36                    | 231                   |
| PBT               | 51                       | 77                    | 27                    | 191                   |
| PAT               | 37                       | 57                    | 19                    | 141                   |
|                   |                          |                       |                       |                       |
| EBIDTA Margin (%) | 11.2%                    | 14.1%                 | 12.1%                 | 13.4%                 |
| PBT (%)           | 9.3%                     | 12.2%                 | 9.0%                  | 11.1%                 |
| PAT (%)           | 6.8%                     | 9.1%                  | 6.6%                  | 8.2%                  |





# Financial Highlights

## Highlights for the Q1 FY23:

- Net Sales : INR 548 Crores (Down 12% QoQ, Up 85% YoY)
- EBIDTA : INR 62 Crores (Down 30% QoQ, Up 72% YoY)
- PBT : INR 51 Crores (Down 34% QoQ, Up 90% YoY)
- PAT : INR 37 Crores (Down 34% QoQ, Up 92% YoY)

EBIDTA Margins down by (284) bps QoQ, Down (86) bps YoY

PBT Margins down by (298) bps QoQ, Up 23 bps YoY



## Revenue from New Products:

| Lakshya Target | Q1 2022-23 | Q4 2021-22 | Q1 2021-22 | FY2021-22 |
|----------------|------------|------------|------------|-----------|
| 50%            | 43%        | 36%        | 37%        | 37%       |

## Revenue from New Markets :

| Lakshya Target | Q1 2022-23 | Q4 2021-22 | Q1 2021-22 | FY2021-22 |
|----------------|------------|------------|------------|-----------|
| 50%            | 19%        | 23%        | 25%        | 23%       |





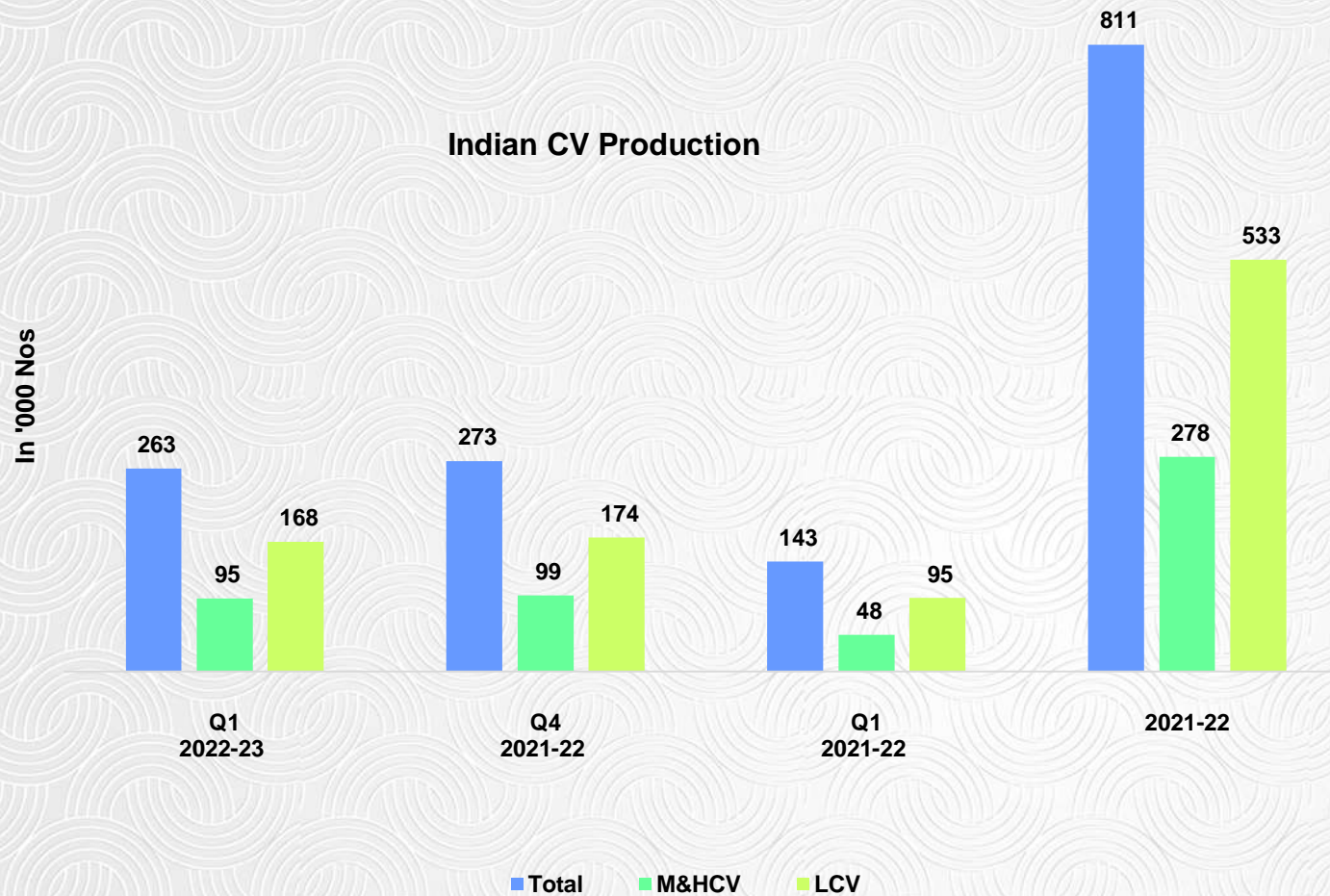
# INDUSTRY HIGHLIGHTS





# INDUSTRY HIGHLIGHTS

Indian CV Production



- CV production increased by
  - Q1 FY23 vs Q4 FY22 - (3%)
  - Q1 FY23 vs Q1 FY22 - 77%.
- M&HCV production increased by
  - Q1 FY23 vs Q4 FY22 - (4%)
  - Q1 FY23 vs Q1 FY22 - 100%.





# COMPANY OVERVIEW





# JAI AT A GLANCE



**8**

Strategically  
located plants  
across India



Manufacture

**~ 300**

Parts for OEMs &

**~5000+**

Parts for After Market



**In-house  
R&D**

Centre



Strong After Market  
network: More than

**16000**

touch points



Rated

**A1+/AA-**

by ICRA



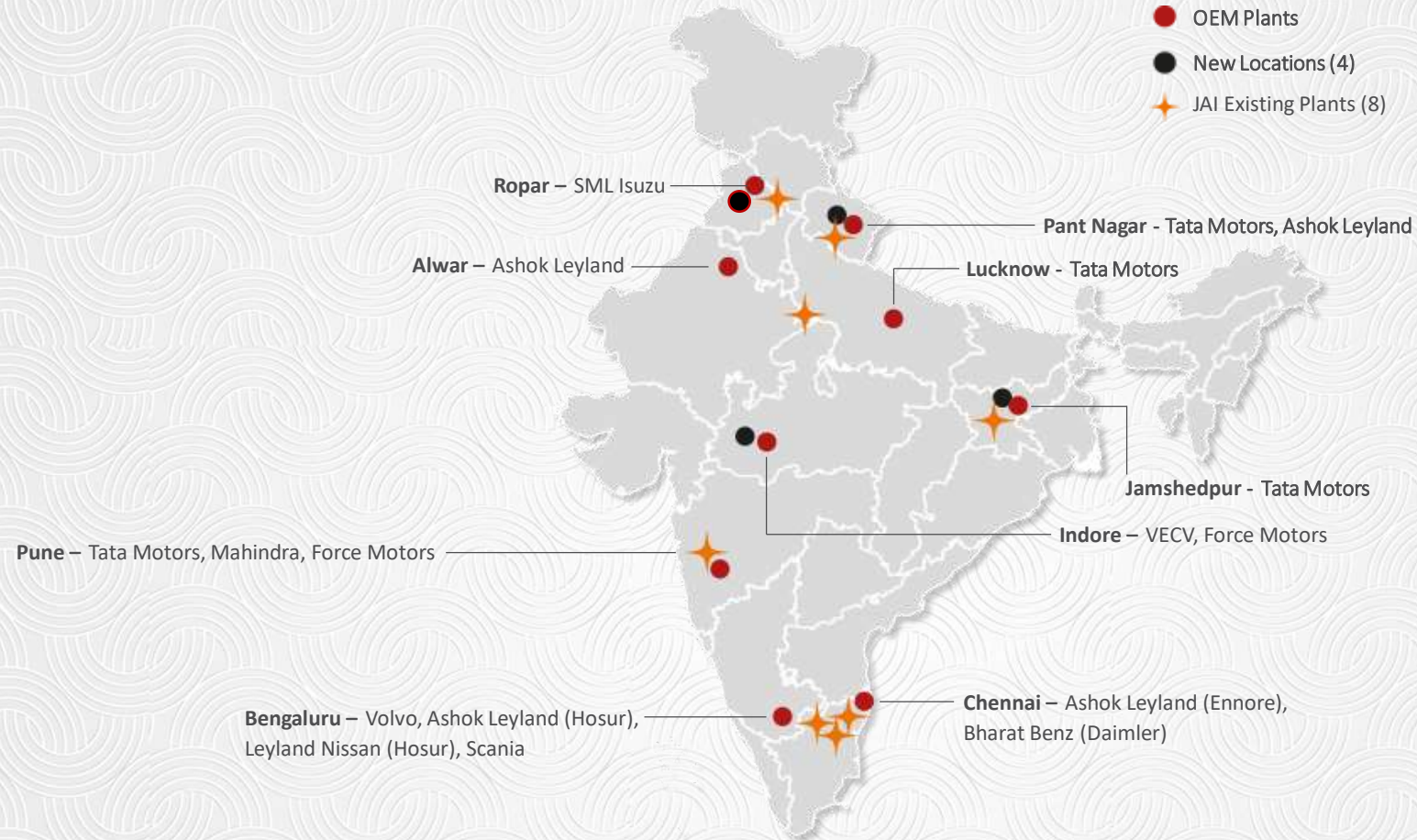
**India's  
Prominent**

Suspension Manufacturer





# JAI'S PLANTS : STRATEGICALLY LOCATED ACROSS CV HUBS





# JAI'S OEM CUSTOMERS





# JAI'S PRODUCT PORTFOLIO



Conventional Leaf Spring

Parabolic Leaf Spring



Z-Spring



Stabilizer Bar



# JAI'S PRODUCT PORTFOLIO



Bus Air  
Suspension



Trailer Air  
Suspension



Lift Axle



Trailer Mechanical and Air  
Suspension with Lift Axle



Trailer Mechanical  
Suspension



# After Market India

## JAI'S PRODUCT PORTFOLIO



LIFT AXLE ALLIED Components



Trailer ALLIED Components



SPRING ALLIED Components

Most of the Products above are only traded



# After Market India

## JAI'S PRODUCT PORTFOLIO

Brake lining



Trailer Axle



Water Pump



Clutch



Bearing



Jack Rod





# OEM INCREASING CONTENT PER VEHICLE

Upcoming products



Bogie Bracket



NODO Bracket



ATS Bracket



HANGER SHACKLES



SPRING PIN



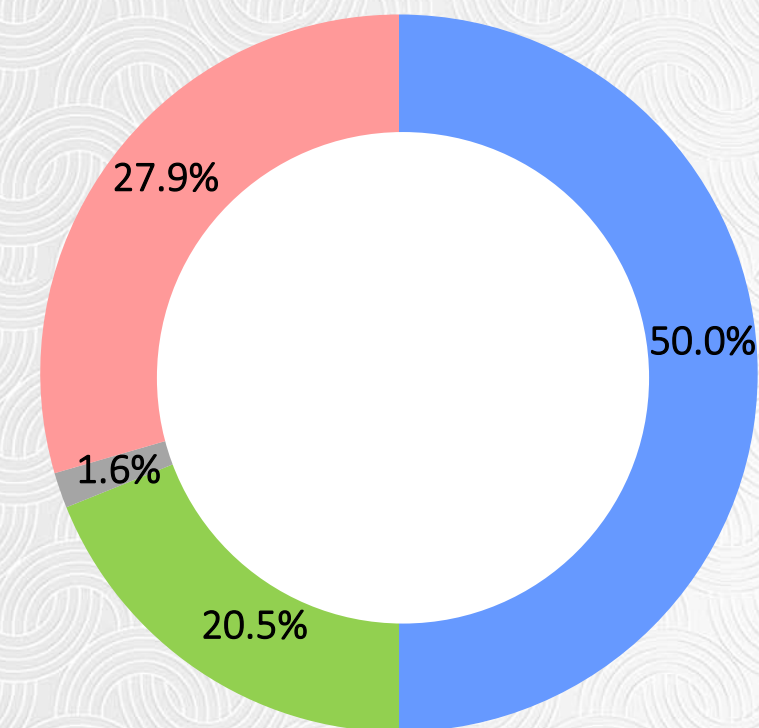
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# SHAREHOLDING PATTERN AS ON JUNE 30, 2022

Category Wise Breakup



● Promoters
 ● Institutional Investors  
● Body Corporate
 ● Individual & Others

| Categories              | % Holding 30.06.22 | % Holding 31.03.22 |
|-------------------------|--------------------|--------------------|
| Promoters               | 50.0%              | 50.0%              |
| Institutional Investors | 20.5%              | 19.1%              |
| Bodies Corporate        | 1.6%               | 1.6%               |
| Individual and Others   | 27.9%              | 29.3%              |
| <b>Total</b>            | <b>100%</b>        | <b>100%</b>        |



# CONTRIBUTING TO THE SOCIETY

We are committed to contribute to the social and economic welfare of communities in which we operate. Playing an active role in sustaining positive change within society, we aim to create opportunities for the holistic development of people from all sections of society.



Cleanliness Drive by rural women on the bank of Yamuna river in Kalesar, YNR



Career Counselling Session for students in Govt. High School, Chilgu, JSR



Our sponsored sportsperson Karamveer with his trophy and medal in Karate



Awareness Rally on tobacco hazardous in Tazewala village, YNR







# CONTRIBUTING TO THE SOCIETY

## 1. Environment

- Celebrated World Earth Day & Environment Day by planting 1780 saplings across plant locations.
- Sensitized our beneficiaries for not to use Plastic bags by distributing jute and cloth bags in adopted villages, YNR.
- Conducted 03 cleanliness drives by involving local people at public places and on the bank of Yamuna river.

## 2. Education

- Distributed books and stationery items to children in Jamna Phulwari centers in JSR & YNR
- Conducted a Career Counselling session for 125 students from 10<sup>th</sup> to 12<sup>th</sup> standard in Govt. High School, Chilgu, JSR
- Certificates awarded to 28 inmate on successfully completion of computer courses in District Prison, Gurgaon.

## 3. Sports

- Sponsored 16 wrestlers for diet and coaching in YNR & Punjab.
- Our sponsored sportsperson Karamveer won bronze medal in karate and Sachin Gupta won 3 gold metals in archery in Khelo India University games.
- Anil Kumar won bronze medal in 5000 km race in National Open Championship held in Gujrat.

## 4. Community Outreach

- On occasion of World Health Day, 154 beneficiaries were screened during a multi health check up camp in collaboration with Gaba Hospital, YNR. and provided support for their treatment and medicines.
- 190 people were screened during an Eye Care camp in YNR and 38 needy patients were operated for cataract surgery.
- Around 1300 beneficiaries were sensitized on tobacco hazardous in surrounding communities on occasion of World No Tobacco Day all over locations.
- Formed and strengthened Jamna Self Help Group by involving rural women in livelihood skills.
- Distributed monthly pension to 110 needy people in adopted villages, YNR





## **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 with in 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**