



**Jamna Auto Industries Ltd.**

May 21, 2019

To,  
BSE Limited  
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 of fourth quarter of Financial Year 2018-19**

Dear Sir,

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 of fourth quarter of Financial Year 2018-19.

Kindly take the above information on record.

Thanking you,

Yours faithfully,

**For Jamna Auto Industries Limited**

**Praveen Lakhera**

**Company Secretary & Head-Legal**

Encl: As above



# Investors' Presentation Q4 FY'19



*Future Ready for Growth...*

Jamshedpur Plant

**Jamna Auto Industries Ltd.**



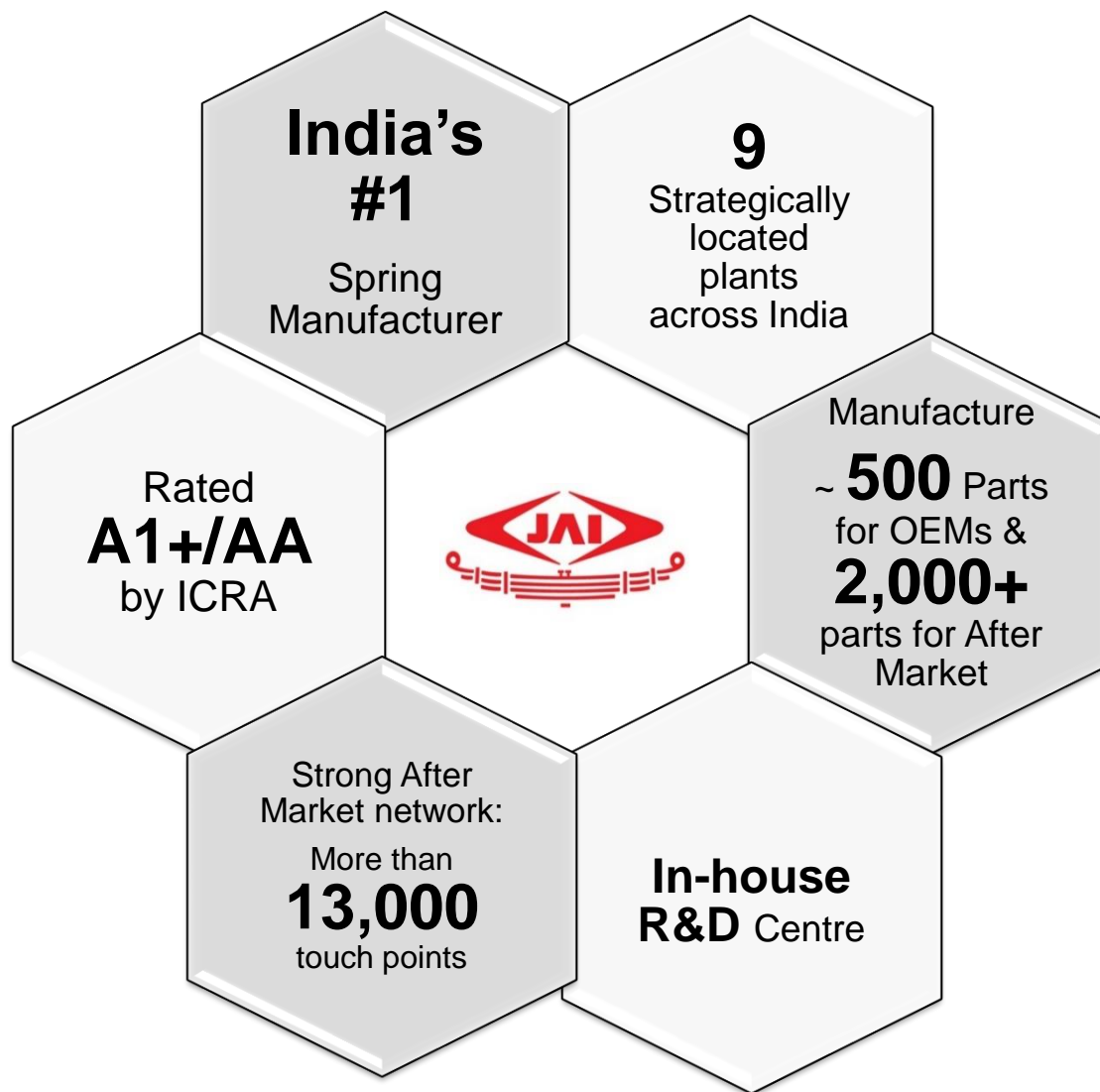


# Company Overview



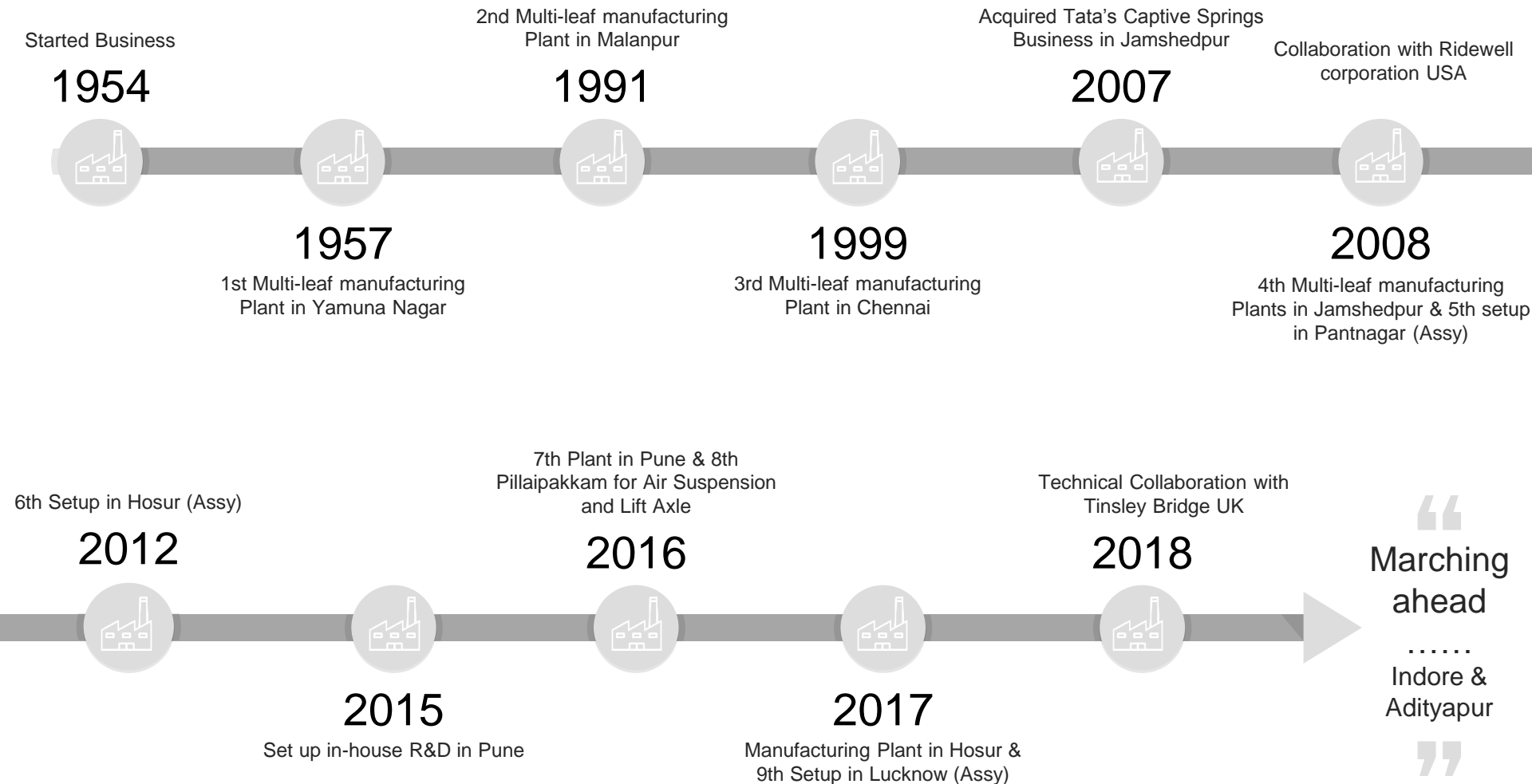
Yamunanagar Plant

# JAI's Capabilities



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

# Key Milestones



# JAI's Corporate Strategy : Growth and Diversification

## Expand Locations

### Manufacturing Plants

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

### Assembly Plants

- ☐ Lucknow\*
- ☐ Pant Nagar\*

### Upcoming Plants

- Indore
- Adityapur\*

\*Under subsidiaries of Jamna

## Diversify Products

### Existing Products

- ☐ Leaf Spring
- ☐ Parabolic Spring
- ☐ Lift Axle
- ☐ Air Suspension

### Products in the pipeline

- Stabilizer Bar
- U Bolt
- Z Springs
- Trailer Suspension

## 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 Tata, Leyland & Daimler

Prudent financial management policies



# Awards & Accolades

Jamna Auto Industries Ltd has been felicitated by **Business Standard** as “**Star SME of the Year 2018**”. Award presented by Mr. Arun Jaitley to Mr. Randeep Singh Jauhar (Vice Chairman and Executive Director, Jamna Auto Industries)



## AUTO COMPONENT AWARDS 2019

For Overall Excellence in Operations

Venue: ITC Grand Central, Mumbai | Date: 19-02-2019



**JAI**  
Jamna Auto Industries Ltd.



Awarded for “**Overall Operational Excellence - February 2019**” by **Auto Components India Magazine**. Award presented to Mr. J J Mohan (Quality Head, Jamna Auto Industries)

# JAI's Corporate Strategy : Lakshya

## 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'19

34%

Revenue from  
New Products

16%

Revenue from  
New Market

55%

ROCE

33%

Dividend\*  
Payout

*\*9<sup>th</sup> consecutive year of dividend payout*



# JAI's Product Portfolio

## Existing Products

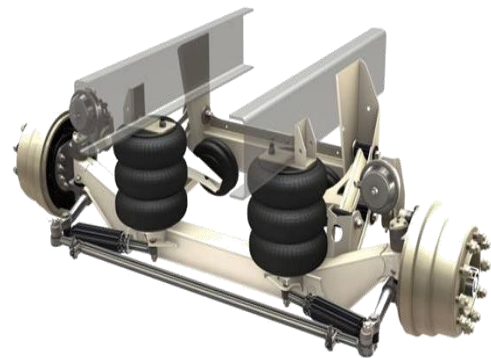
1) Conventional Leaf Spring



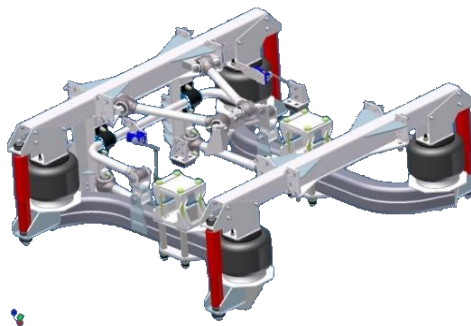
2) Parabolic Leaf Spring



3) Lift Axle



4) Air Suspension



## Upcoming Products

Stabilizer Bar



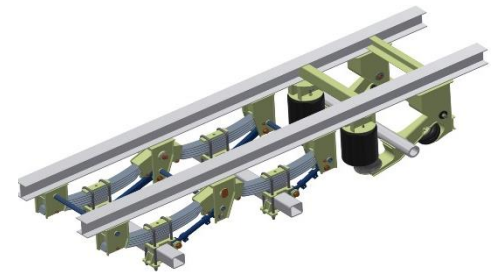
U Bolt



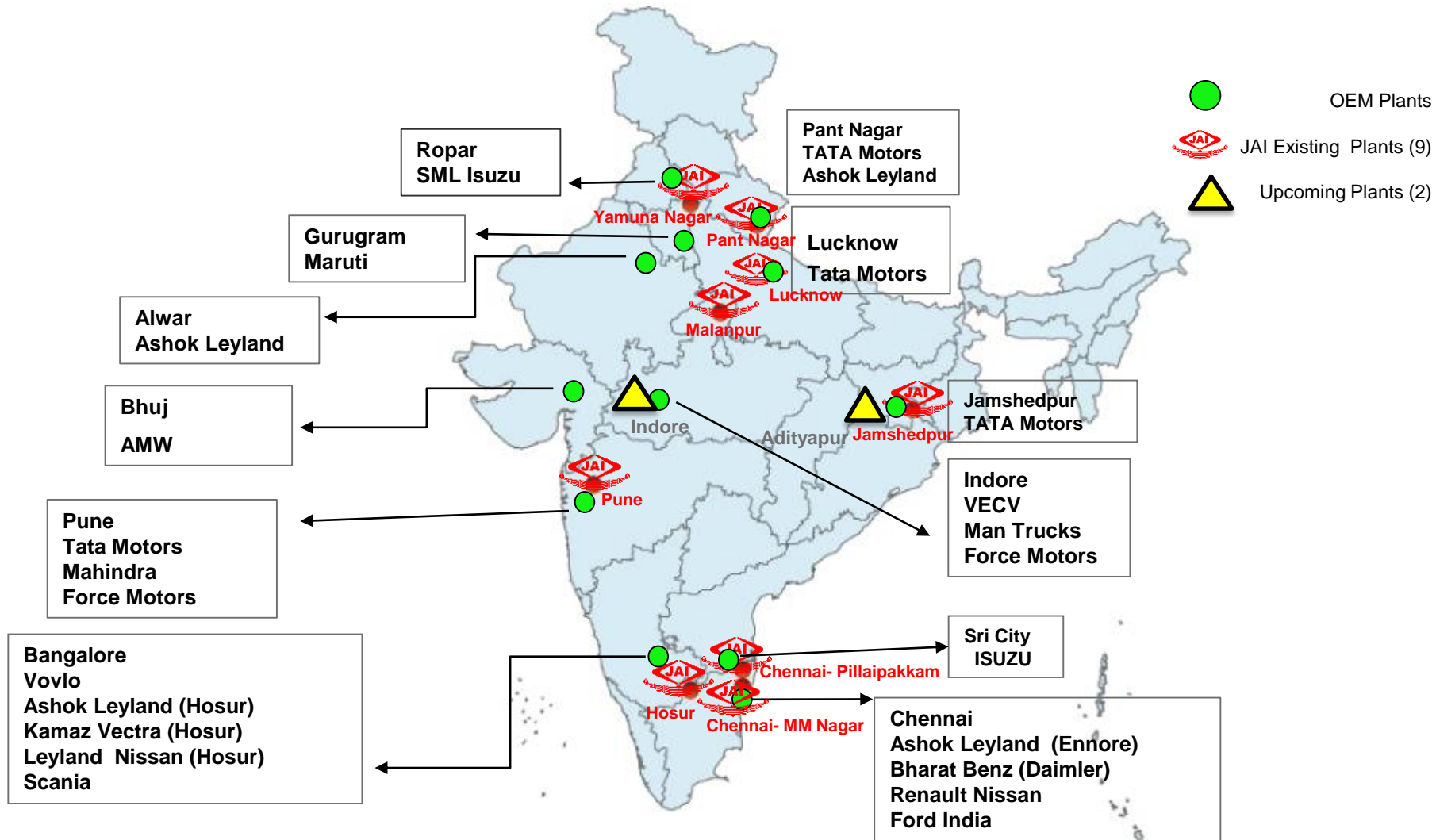
Z Spring



Trailer Suspension



# JAI's Plants: Strategically located across CV hubs



Map Source: as available on [www.surveyofindia.gov.in](http://www.surveyofindia.gov.in) dated 17.02.2017  
The Map is for illustrative purpose only

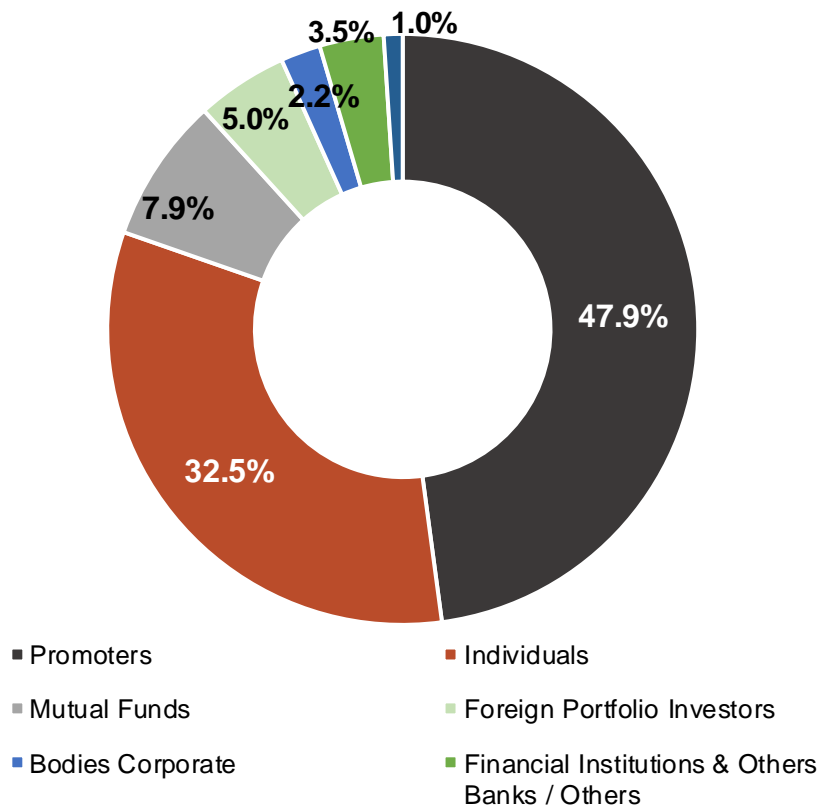
# JAI's OEM Customers





# Shareholding Pattern as on Mar 31, 2019

## Category-wise break-up



Category	No of shares	in %
Promoters	190,773,150	47.9
Individuals	129,341,138	32.5
Mutual Funds	31,605,788	7.9
Foreign Portfolio Investors	19,956,813	5.0
Bodies Corporate	8,711,307	2.2
Financial Institutions & Others	13,964,393	3.5
NRIs	4,111,296	1.0
<b>Total</b>	<b>398,463,885</b>	<b>100</b>

# Industry Highlights



Yamunanagar Plant

Jamna Auto Industries Ltd.



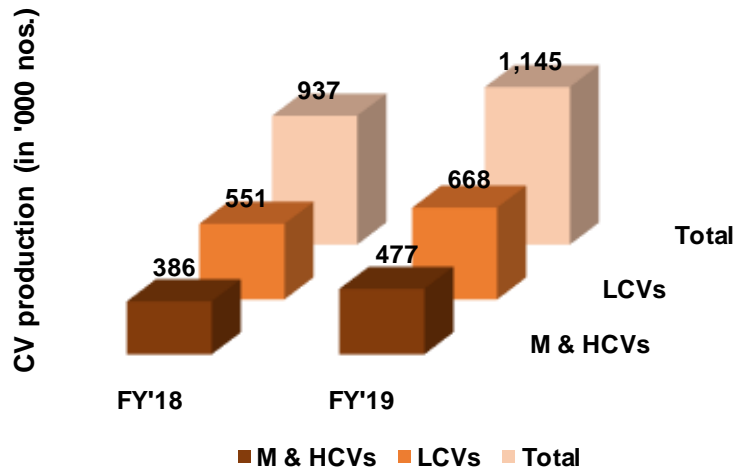
# Industry Highlights

## Good Growth in the CV Industry

- Total CV production grew by 22% YoY
- M&HCV production saw a jump of 24% YoY

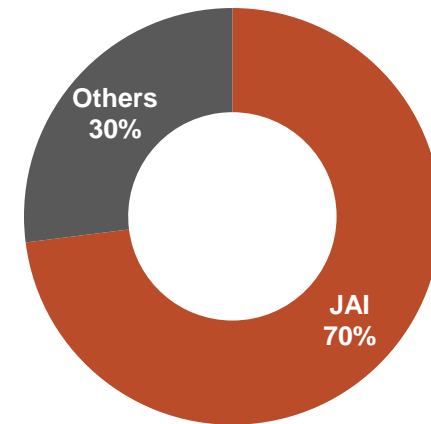
JAI maintained its market share at 70% for the year

CV Production: FY'18 vs. FY'19



Data Source- SIAM + Internal

Market Share- OEM India



Data Source- Internal



# Shift in Global Leaf Spring Market

## 1980's

Leaf Spring Manufacturer	Base Country	Capacity
NHK Spring Co. Ltd	Japan	200,000
Delphi	USA	100,000
Eaton/Oxford	Canada	100,000
Krupp	Germany	40,000
Hendrickson	USA	40,000
DSP	USA	40,000
Rejna	Europe	40,000
Hoesh	Germany	30,000
Sarfedern	Germany	20,000
Johns Woodhead	UK	10,000

## 2019's

Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
<b>Jamna Auto Industries Limited</b>	<b>India</b>	<b>250,000</b>
Hendrickson	Canada & Mexico	216,000
NHK Spring Co. Ltd	Japan & Thailand	150,000
Dong Feng	China	105,000
FAW	China	100,000
MBHA	Spain	60,000
Olgen	Turkey	40,000
LPDN	Europe	26,500

*Capacity in Tons per Annum*

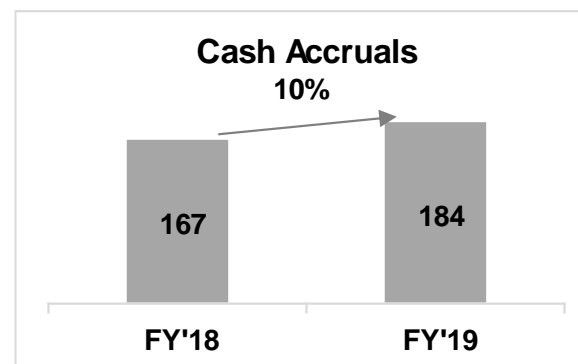
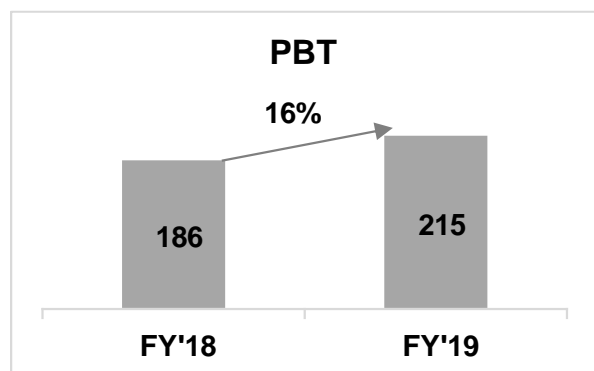
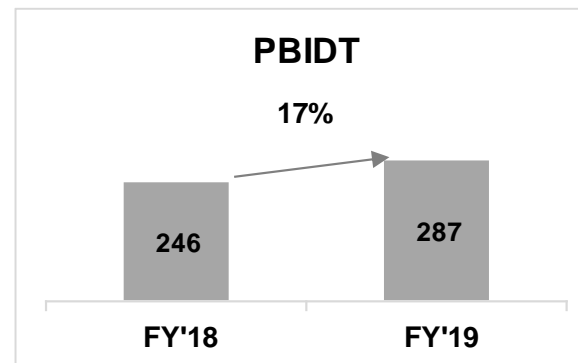
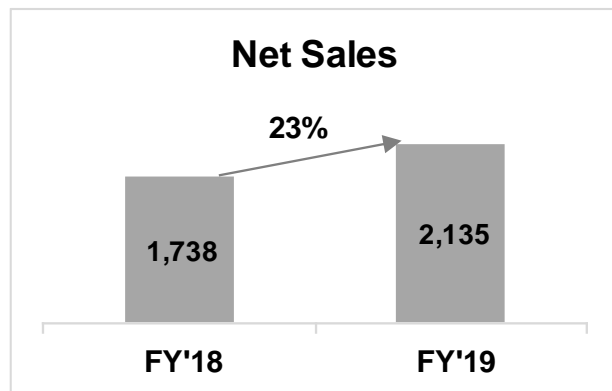
# Financial Updates



Hosur Plant

# Key Financial Trend : FY'18 Vs. FY'19

*All Figures in Rupees Crore*



*Cash Accruals: PAT+ Depreciation*



# Financial Results – Q4 FY'19

*All Figures in Rupees Crore*

Particulars	2017-18 Last Year	2018-19 12M	2018-19 Q4	2017-18 Q4	2018-19 Q3	% Growth Q4 FY'19 Vs Q4 FY'18	% Growth FY'19 Vs FY'18
<b>Net Sales</b>	1,738	2,135	543	597	487	-9.0%	22.8%
<b>PBIDT</b>	246	287	71	91	67	-22.3%	17.0%
<b>Operating Margin</b>	204	241	58	76	55	-23.4%	17.9%
<b>PBT</b>	186	215	54	70	46	-23.1%	15.8%
<b>PAT</b>	125	137	33	47	29	-28.6%	9.7%
<b>Cash Accruals</b>	167	184	45	61	41	-25.7%	10.3%
<b>PBDIT Margin (%)</b>	14.1%	13.5%	13.0%	15.2%	13.8%	-2.2%	-0.7%
<b>Operating Margin (%)</b>	11.8%	11.3%	10.8%	12.8%	11.3%	-2.0%	-0.5%
<b>PBT (%)</b>	10.7%	10.1%	9.9%	11.7%	9.5%	-1.8%	-0.6%
<b>PAT (%)</b>	7.2%	6.4%	6.1%	7.8%	5.9%	-1.7%	-0.8%
<b>Cash Accruals (%)</b>	9.6%	8.6%	8.4%	10.3%	8.4%	-1.9%	-1.0%

*Cash Accruals: PAT+ Depreciation*

# Contributing to Society

## Other Achievements made in Q4 FY'19:

**Environment:** Distributed 2300 jute bags to discourage use of plastic bags in and around our units nationwide.

**Education:** Awarded scholarship to 271 meritorious & deserving students in Yamuna Nagar and Delhi.

**Sports:** Our sponsored star sports person Shivam Saini won Gold medal in All India Railway Weightlifting Championship.

**Community Outreach:** More than 1800 girl students were benefitted by installing a sanitary vending machine and incinerator in Govt. Girls Sr. Sec. School. Faridabad



Honored 20 martyrs as “Bharat ke Veer” from para-military forces from 5 States of India by supporting their families and dependents financially in Delhi.



Facilitated food for more than 62 thousand poor people in Delhi, YNR and Allahabad during Kumbh Mela-2019



Initiated a MOU with “Yuvraj Singh Foundation” to screen people for oral and breast cancer nationwide. More than 700 people were screened in YNR & JSR till March and almost 1000 people were sensitized on hazardous of tobacco use.



Started three new “Jamna Stitching & Tailoring Centers” in Yamuna Nagar & Malanpur

# 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**