

16<sup>th</sup> November, 2022**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**

**Sub : Presentation for Analyst and Institutional Investors for the second quarter ended 30<sup>th</sup> September, 2022.**

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 Unaudited Financial Results for the second quarter ended 30<sup>th</sup> September, 2022.

This is for your information and record.

Thanking you,

Yours faithfully,

For **JTEKT India Limited**

**Ashish**  
**Srivast**  
**ava**

Digitally signed by Ashish  
Srivastava  
DN: c=IN, o=Personal,  
2.5.4.20=1f6614c400bbaaf45  
38e954ae3e8037a2e480234e7  
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cn=Ashish Srivastava  
Date: 2022.11.16 14:30:01  
+05'30'

**Ashish Srivastava**  
**Company Secretary**

**Regd. Office :** UGF-6, Indra Prakash 21, Barakhamba Road, New Delhi - 110 001, India.  
**Tel :** +91 11 2331 1924 / 2332 7205, **Telefax :** +91 11 2332 7205  
**CIN :** L29113DL1984PLC018415, **Website :** www.jtekt.co.in

**Corporate Office :** 38/6, Delhi-Jaipur Road, NH-48, Gurugram - 122 001, Haryana, India.  
**Tel :** +91 124 468 5000, **Fax :** +91 124 410 4611.

# JTEKT India Ltd

## Investor Presentation – Sep 2022



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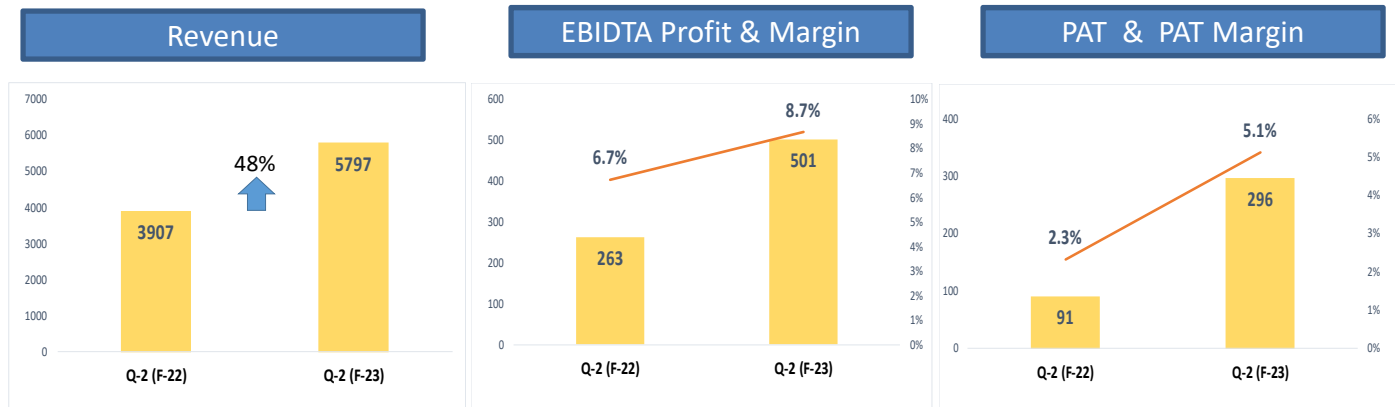


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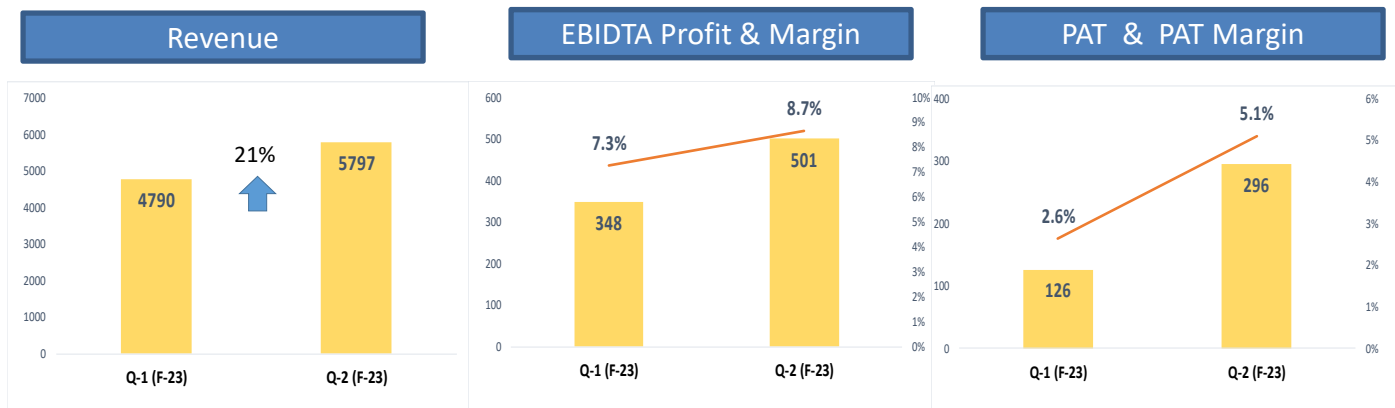
**Performance Review-Standalone**

# Q2 FY 2022-23 Standalone (YoY)



- ❑ Total Revenue is up by 48% at Rs. 5797Mn in Q2 FY23 compared to Rs. 3907Mn in Q2 FY22.
- ❑ EBIDTA margin increased from 6.7% to 8.7%.

# Q1 FY 2022-23 Standalone(QOQ)



☐ Total Revenue was up by 21% at Rs. 5797Mn in Q2 FY23 compared to Rs. 4790Mn in Q1 FY23

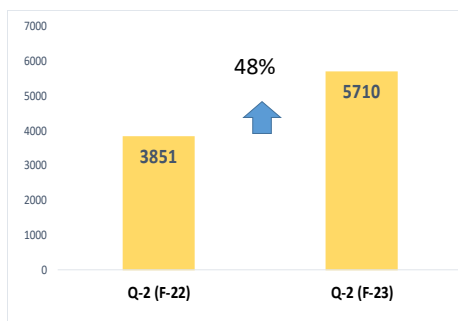
☐ EBIDTA margin up from 7.3% to 8.7%.

Performance Review-  
Consolidated

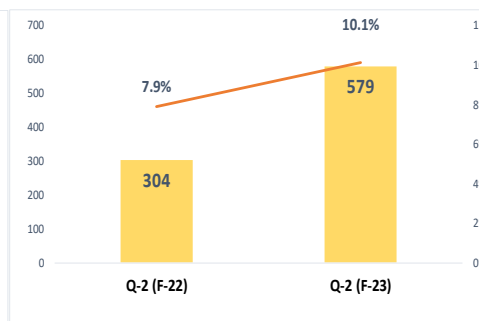
# Consolidated Q2 FY 2022-23



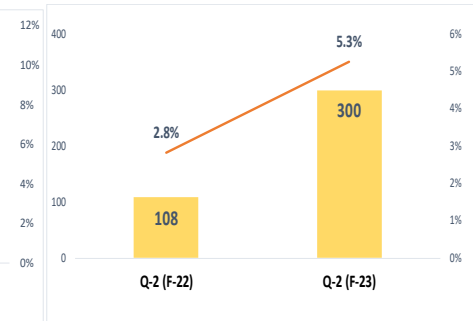
## Revenue



## EBIDTA Profit & Margin



## PAT & PAT Margin

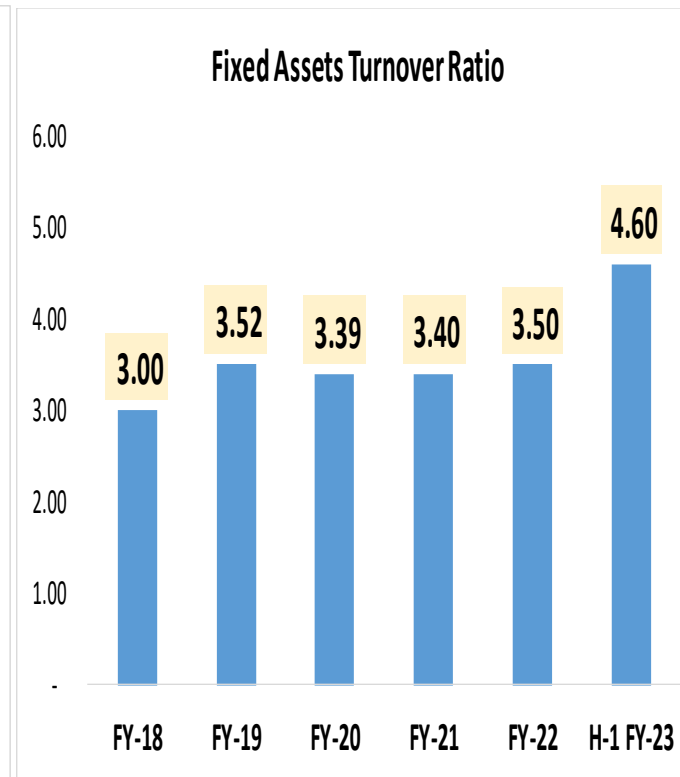
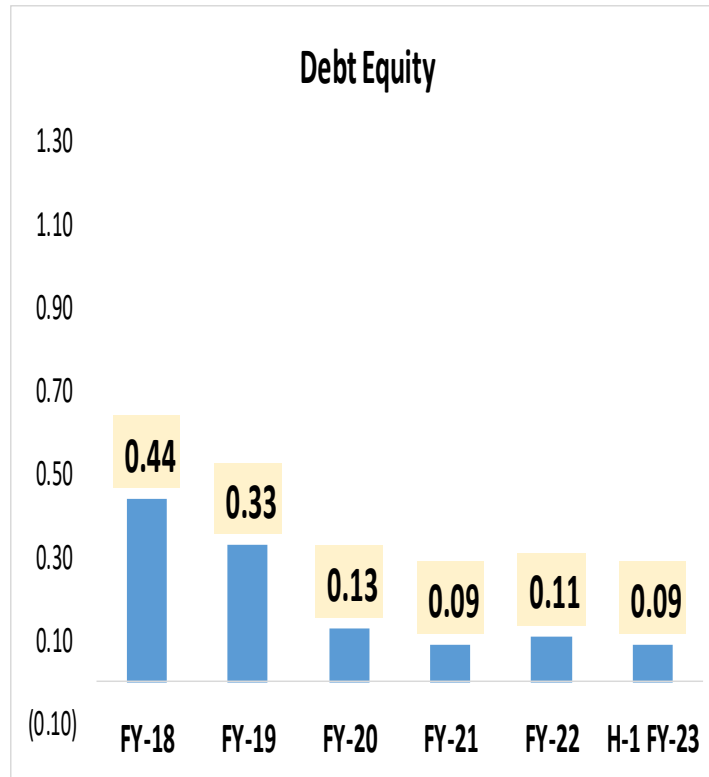


**Total Revenue is up by 48% at 5710Mn in Q2 FY23 compared to Rs. 3851Mn in Q2FY22.**

**EBIDTA margin increased from 7.9% to 10.1%.**



## Key Ratios : Financials



# Operational Highlights

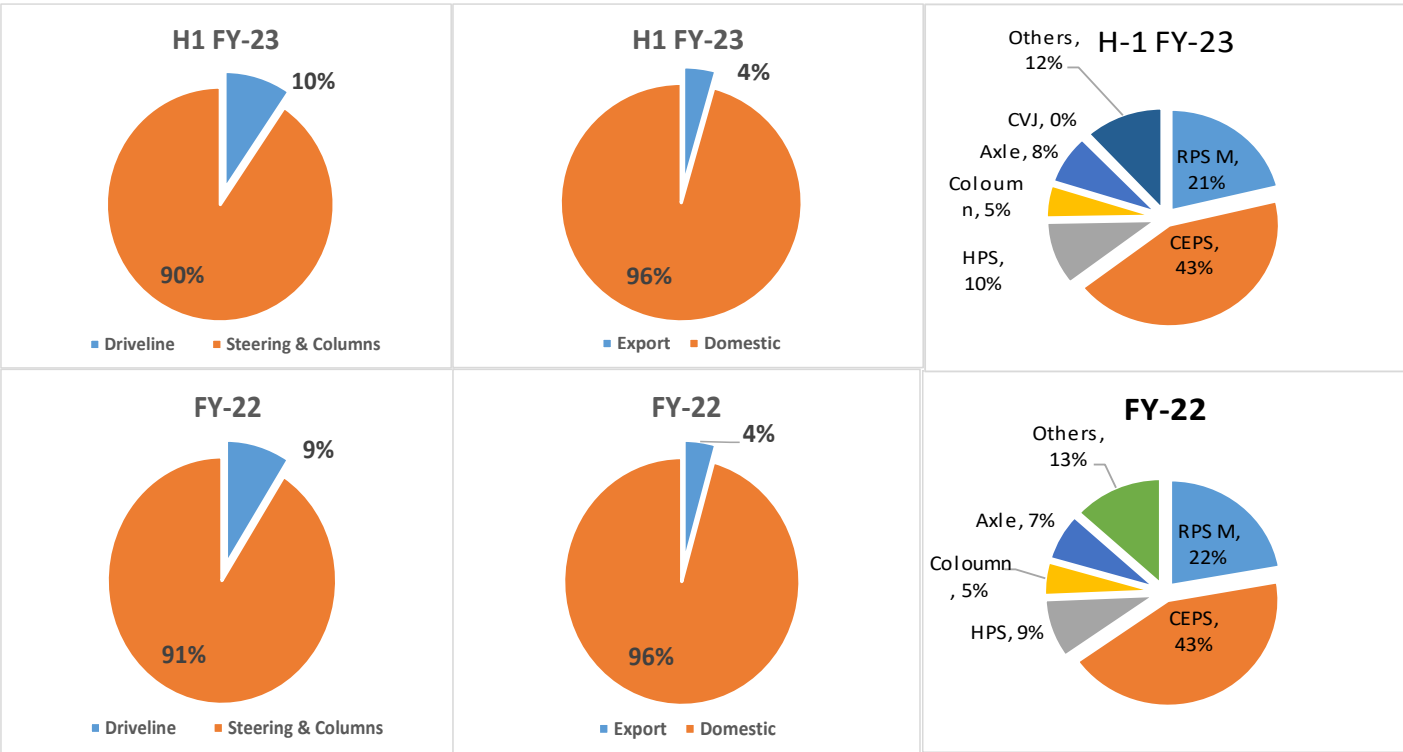
# Product Wise & Geographic Sales Mix



Product Wise Sales Mix\*

Geographic Sales Mix

Product Revenue Breakup



**Financial Statements**

## P&L –Standalone



Particulars	Rs/Million				
	Qtr-2 F22	Qtr-2 F23	YOY %	Qtr-1 F23	QOQ %
<b>Sales Revenue</b>	<b>3907</b>	<b>5797</b>	<b>48%</b>	<b>4790</b>	<b>21%</b>
Material Cost	2819	4302	53%	3501	23%
Manufacturing Cost	212	289	36%	264	9%
Selling Cost	59	86	47%	79	10%
Employee Cost	475	525	10%	510	3%
Administrative Cost	79	93	17%	89	4%
<b>EBITDA</b>	<b>263</b>	<b>501</b>	<b>91%</b>	<b>348</b>	<b>44%</b>
Depreciation	171	164	-4%	158	4%
<b>Operating Profit</b>	<b>92</b>	<b>337</b>	<b>266%</b>	<b>191</b>	<b>77%</b>
Financial Cost	9	12	41%	12	2%
Other Income	39	66	69%	26	155%
<b>PBT from Operations</b>	<b>122</b>	<b>391</b>	<b>220%</b>	<b>204</b>	<b>91%</b>
<b>Profit After Tax</b>	<b>91</b>	<b>296</b>	<b>225%</b>	<b>126</b>	<b>134%</b>
<b>PAT after recognising IND AS Impact</b>	<b>91</b>	<b>296</b>	<b>225%</b>	<b>126</b>	<b>134%</b>
<b>Key Ratios as a % of Total Revenue</b>	<b>Qtr-2 F22</b>	<b>Qtr-2 F23</b>	<b>Qtr-1 F23</b>		
EBIDTA	6.7%	8.7%	7.3%		
Operating Profit	2.4%	5.8%	4.0%		
PAT	2.3%	5.1%	2.6%		
Total Expenditure	93.3%	91.3%	92.7%		
Raw Material	72.1%	74.2%	73.1%		
Staff Cost	12.2%	9.1%	10.6%		
Other Expenditure	9.0%	8.1%	9.0%		

## P&L –Consolidated



Particulars	Rs/Million				
	Qtr-2 F22	Qtr-2 F23	YOY %	Qtr-1 F23	QOQ %
<b>Sales Revenue</b>	<b>3851</b>	<b>5710</b>	<b>48%</b>	<b>4717</b>	<b>21%</b>
Material Cost	2668	4076	53%	3319	23%
Manufacturing Cost	224	306	37%	279	10%
Selling Cost	59	87	46%	79	10%
Employee Cost	511	564	10%	547	3%
Administrative Cost	83	98	17%	95	3%
<b>EBITDA</b>	<b>304</b>	<b>579</b>	<b>90%</b>	<b>399</b>	<b>45%</b>
Depreciation	183	178	-3%	171	4%
<b>Operating Profit</b>	<b>121</b>	<b>402</b>	<b>231%</b>	<b>227</b>	<b>77%</b>
Financial Cost	9	12	40%	12	2%
Other Income	34	21	-38%	27	-22%
<b>PBT from Operations</b>	<b>146</b>	<b>411</b>	<b>180%</b>	<b>242</b>	<b>69%</b>
<b>PBT from Operations before exceptional</b>	<b>146</b>	<b>411</b>	<b>180%</b>	<b>210</b>	<b>96%</b>
<b>Profit After Tax</b>	<b>108</b>	<b>300</b>	<b>177%</b>	<b>155</b>	<b>94%</b>
<b>PAT after recognising IND AS Impact</b>	<b>108</b>	<b>300</b>	<b>177%</b>	<b>155</b>	<b>94%</b>
<b>Key Ratios as a % of Total Revenue</b>	<b>Qtr-2 F22</b>	<b>Qtr-2 F23</b>		<b>Qtr-1 F23</b>	
EBIDTA	7.9%	10.1%		8.5%	
Operating Profit	3.1%	7.0%		4.8%	
PAT	2.8%	5.3%		3.3%	
Total Expenditure	92.1%	89.9%		91.5%	
Raw Material	69.3%	71.4%		70.4%	
Staff Cost	13.3%	9.9%		11.6%	
Other Expenditure	9.5%	8.6%		9.6%	

## About JTEKT India Limited (Company Background)

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- ❑ Established in 1984, JTEKT India Limited (formerly known as Sona Koyo Steering Systems Limited) (JIN) is one of the major manufacturer of steering systems for the passenger car and utility vehicle market in India, catering to passenger cars, utility vehicles and light commercial vehicles. The Company gets its technology from JTEKT Corporation, Japan the largest producer of passenger vehicles' steering systems in the world.
- ❑ JIN's customer base includes major vehicle manufactures in India such as Maruti Suzuki, Toyota, Tata Motors, Mahindra & Mahindra, Isuzu Motors, Honda and Renault Nissan.
- ❑ The Company has operations across India through its 6 Plants (1 plants in Gurgaon, 3 plants in Dharuhera, 1 plant in Chennai, & 1 in Bawal).
- ❑ The product portfolio of the company includes High performance Rack and Pinion Manual Steering Gear, Hydraulic power steering System, Recirculating Ball Screw Assembly, Column type Electric Power Steering for passenger Vehicle , Tilt & telescopic steering column, intermediate shaft , Advanced column & telescopic Intermediate shaft for Commercial Vehicles, Rear Axle Assy and CVJ Driveline products.

# About JTEKT Corporation Japan



## About JTEKT Corporation

### (Company Background)



- ❑ JTEKT Corporation was established in January 2006 through the merger of Koyo Seiko Co. Ltd., a world-class bearing manufacturer, and Toyoda Machine Works, Ltd., a machine tool manufacturer excelling in world-leading technologies. Combining the most advanced technologies and the manufacturing passion of the two companies, JTEKT is now a trusted systems supplier of automotive components, bearings and machine tools, providing customers with world-class products.
- ❑ JTEKT pioneered the successful development and mass production of electric power steering systems, and they still hold No.1 share in the global market today. They were also the first manufacturer in Japan to develop high-precision, durable bearings capable of reliable performance in severe environments such as steel rolling mills, where temperatures exceed 1,200°C, thereby contributing to the expansion of various industries.
- ❑ JTEKT has 150 subsidiaries in 30 countries across the Globe supported by a strong team of approximately 50000 employees and having an annual revenue of 1428.4 billion yen (approx. Rs. 800 billion)
- ❑ **Company Philosophy:** Seek to contribute to the happiness of people and the abundance of society through product manufacturing that wins the trust of society.

Shaping a Better Future through the spirit of “No. 1 & Only One”

*The Journey Continues*

**JTEKT**