

18th November, 2019

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 September, 2019.

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 September, 2019.

This is for your information and record.

Thanking you,

Yours faithfully,
For JTEKT INDIA LIMITED



VIKAS GOEL
DY. CHIEF FINANCIAL OFFICER





JTEKT India Ltd

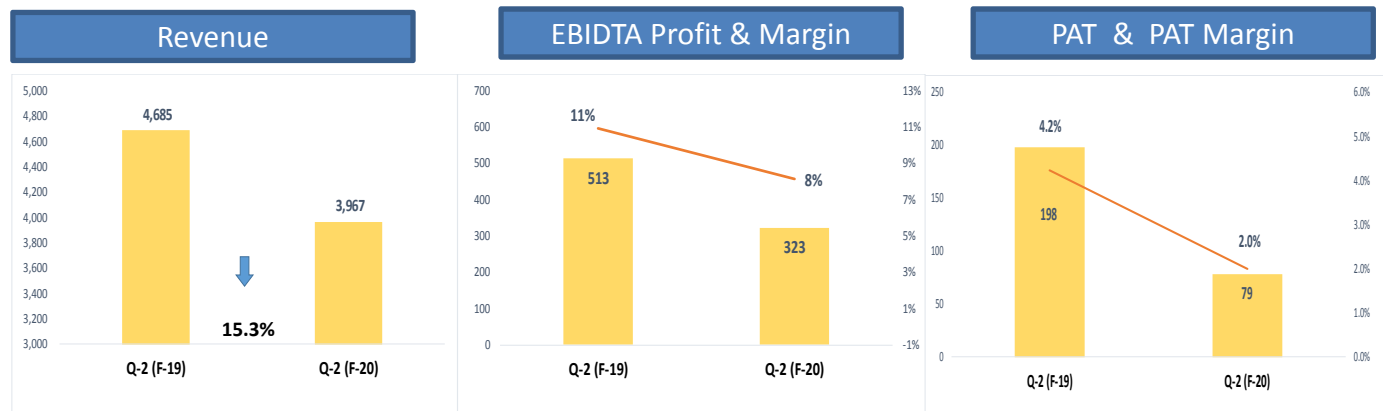
Investor Presentation – Q2 FY20



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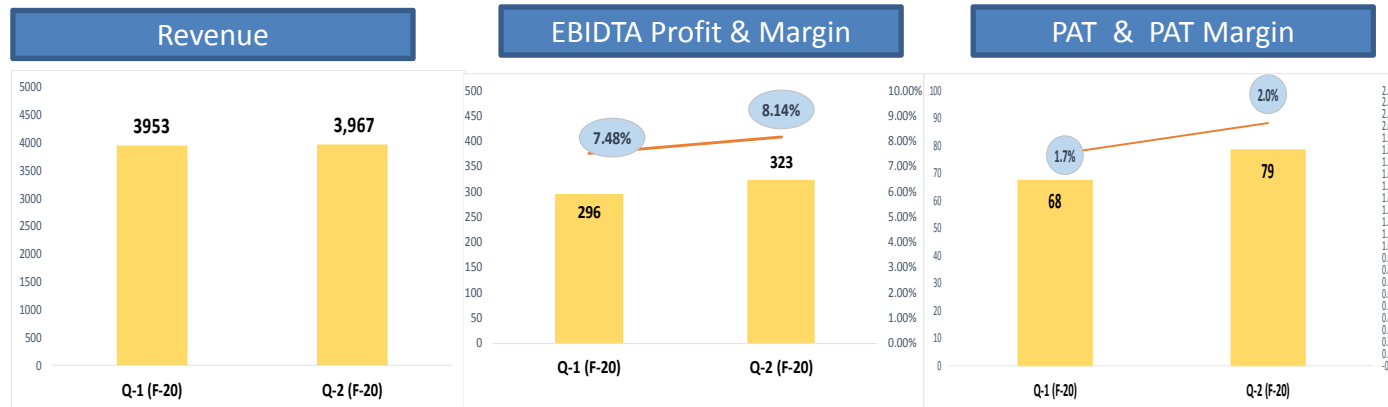
Performance Review-Standalone

Q2 FY20 Standalone (YoY)



- ❑ Total Revenue was down by 15.3% at Rs. 3967 Mn in Q2 FY20 compared to Rs. 4685 mn in Q2FY19. This is against decline in Passenger Vehicle Market segment of 22.9%.
- ❑ EBIDTA margin declined from 10.9% to 8.1% as lower sales could not absorb fixed cost towards Employee and Admin
- ❑ PAT declined despite strict control on Fixed Costs. There was decline in Depreciation and interest Cost. Depreciation cost not increased as a result of strict control on Capital Expenditure.

Q2 FY20 Standalone(QOQ)



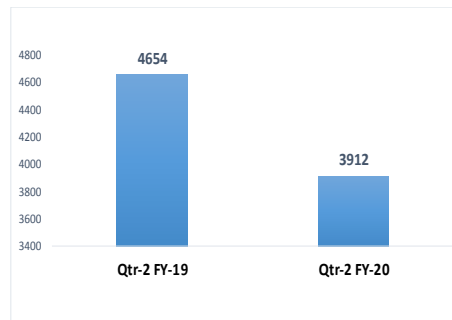
- ❑ Total Revenue was slightly up by 0.4% at Rs. 3967 million in Q2 FY20 compared to Rs. 3953 million in Q1 FY20
- ❑ Variable cost (Material, Manufacturing, Selling) declined from 77.9% to 76.9%. Fixed costs were restricted at the last quarter level
- ❑ Thereby, EBIDTA margin improved from 7.48% to 8.14% and PBT improved from Operating Profits improved from 1.9% to 2.6%.

Performance Review- Consolidated

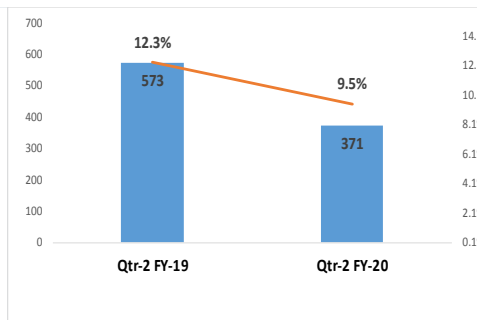
Consolidated Q1FY20



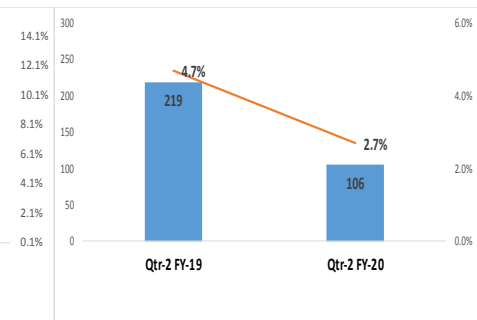
Revenue



EBIDTA Profit & Margin

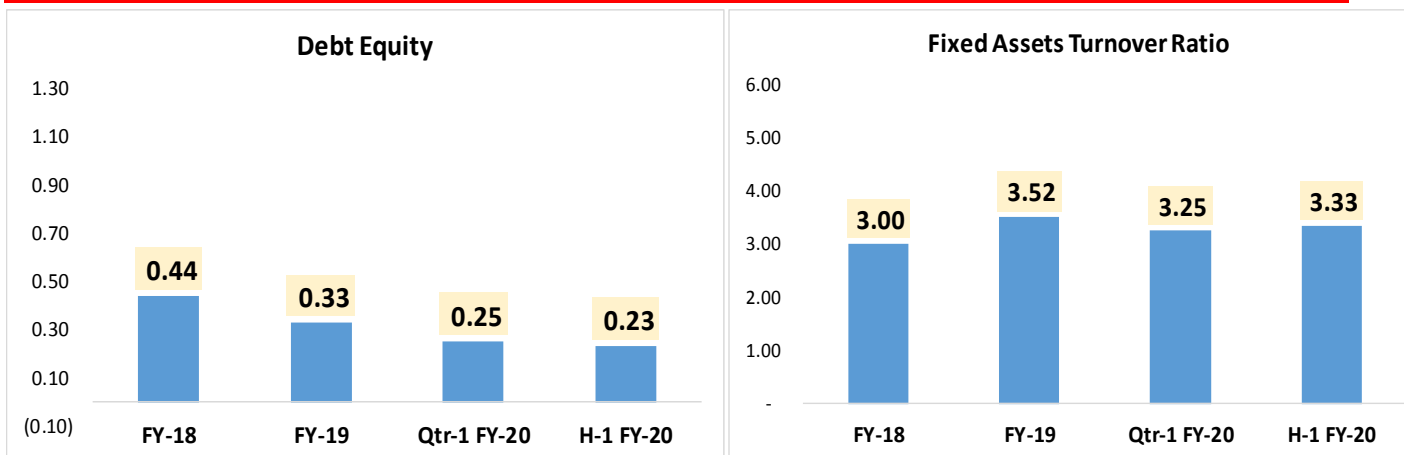


PAT & PAT Margin



- ❑ Total Revenue was down by 15.9% at 3912 mn in Q2 FY20 compared to Rs. 4654 mn in Q2FY19. This is against decline in Passenger Vehicle Market segment of 22.9%.
- ❑ EBIDTA margin declined from 12.3% to 9.5% as lower sales could not absorb fixed cost towards Employee and Admin
- ❑ PAT declined despite strict control on Fixed Costs. There was decline in Depreciation and interest Cost.

Key Ratios



- ❑ Borrowings have reduced from a high of Rs. 2322 Million as on 31/3/2018 to Rs. 1884 Million as on 31/3/2019 and now stands at Rs. 1318 Million as on 30/9/2019
- ❑ Company also has Cash Reserves of Rs. 625 Million to internally manage future expansion without raising any additional borrowings
- ❑ Company has been allowed to increase its banking credit limit to Rs. 850 Million from Japanese Banks operating in India which is supported by Guarantee from JTEKT Corporation, Japan. This has helped to reduce high cost borrowings from existing banks thereby reducing Interest cost

Operational Highlights

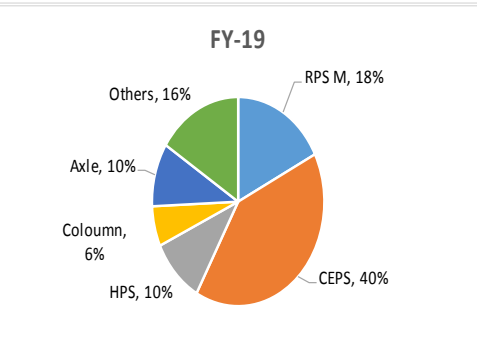
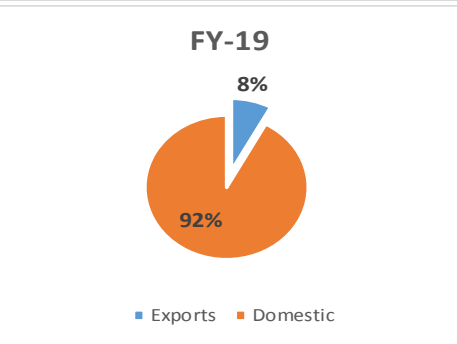
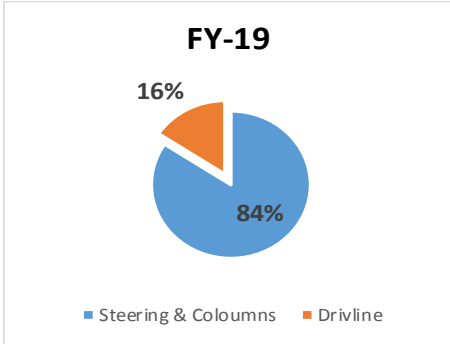
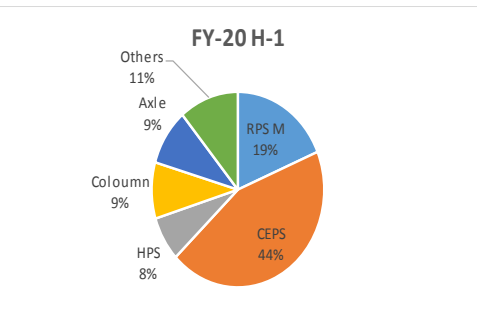
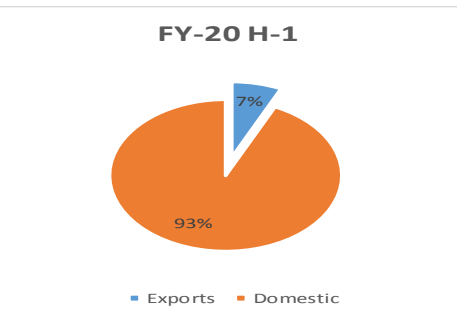
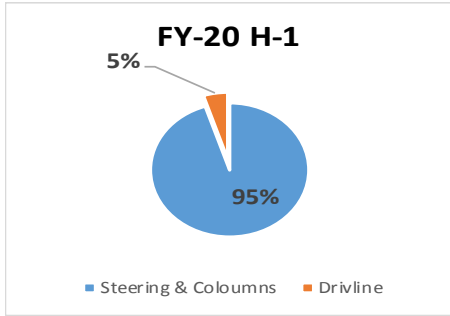
Product Wise & Geographic Sales Mix



Product Wise Sales Mix*

Geographic Sales Mix

Product Revenue Breakup



Financial Statements

P&L –Standalone



Rs/Million

Particulars	Qtr-2 F 19	Qtr-2 F 20	YOY %	Qtr-1 F 20	QOQ %
Sales Revenue	4685	3967	-15%	3953	0%
Material Cost	3217	2792	-13%	2783	0%
Manufacturing Cost	269	217	-19%	229	-5%
Selling Cost	123	21	-83%	45	-53%
Employee Cost	460	511	11%	508	1%
Administrative Cost	103	103	0%	93	11%
EBITDA	513	323	-37%	296	9%
Depreciation	228	220	-4%	223	-1%
Operating Profit	285	103 ▼	-64%	73 ▼	41%
Financial Cost	37	26	-31%	33	-21%
Other Income	46	20	-57%	51	-61%
PBT from Operations	294	97 ▼	-67%	91 ▼	6%
Profit After Tax	192	79	-59%	67	18%
PAT after recognising IND AS Impact	198	79	-60%	68	16%

Key Ratios as a % of Total Revenue	Qtr-2 F 19	Qtr-2 F 20	Qtr-1 F 20
EBIDTA	10.9%	8.1%	7.5%
Operating Profit	6.1%	2.6%	1.8%
PAT	4.2%	2.0%	1.7%
Total Expenditure	89%	92%	93%
Raw Material	68.7%	70.4%	70.4%
Staff Cost	9.8%	12.9%	12.8%
Other Expenditure	11%	9%	9%

P&L –Consolidated



Particulars	Rs/Million				
	Qtr-2 F 19	Qtr-2 F 20	YOY %	Qtr-1 F 20	QOQ %
Sales Revenue	4654	3912	-16%	3904	0%
Material Cost	3080	2636	-14%	2640	0%
Manufacturing Cost	283	232	-18%	244	-5%
Selling Cost	125	21	-83%	45	-52%
Employee Cost	484	538	11%	535	1%
Administrative Cost	109	112	3%	100	13%
EBITDA	573	371 ▲	-35%	341	9%
Depreciation	241	235	-2%	237	-1%
Operating Profit	332	136 ▲	-59%	104	31%
Financial Cost	37	26	-30%	33	-21%
Other Income	33	21	-37%	26	-20%
PBT from Operations	328	131 ▲	-60%	97	35%
Profit After Tax	213	106	-50%	62	70%
PAT after recognising IND AS Impact	219	106	-52%	63	67%

Key Ratios as a % of Total Revenue	Qtr-2 F 19	Qtr-2 F 20	Qtr-1 F 20
EBIDTA	12.3%	9.5%	8.7%
Operating Profit	7.1%	3.5%	2.7%
PAT	4.7%	2.7%	1.6%
Total Expenditure	88%	91%	91%
Raw Material	66.2%	67.4%	67.6%
Staff Cost	10.4%	13.8%	13.7%
Other Expenditure	11%	9%	10%

About JTEKT

About JTEKT India Limited

(Company Background)



- ❑ Established in 1984, JTEKT India Limited (formerly known as Sona Koyo Steering Systems Limited) (JIN) is currently the largest 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, General Motors, Fiat India, Isuzu Motors, Honda and Renault Nissan.
- ❑ The Company has operations across India through its 8 Plants (2 plants in Gurgaon, 3 plants in Dharuhera, 1 plant in Chennai, 1 in Sanand & 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, Tilt & telescopic steering column, intermediate shaft , Advanced column & telescopic Intermediate shaft for Commercial Vehicles, Electric Power Assist Module (EPAM) for Off Highway and Farm Sector, Rear Axle Assy and other Driveline products.

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 151 subsidiaries in 28 countries across the Globe supported by a strong team of approximately 49000 employees and having an annual revenue of 1.52 trillion JPY (approx. Rs. 995 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

