



**JTEKT INDIA LIMITED**

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18<sup>th</sup> June, 2024

**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 quarter and year ended 31<sup>st</sup> March, 2024.**

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 Audited Financial Results for the quarter and year ended 31<sup>st</sup> March, 2024.

This is for your information and record.

Thanking you,

Yours faithfully,  
For **JTEKT India Limited**

**Saurabh Agrawal**  
**Company Secretary**

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**Regd. Office :** UGF-6, Indra Prakash, 21, Barakhamba Road, New Delhi – 110 001, India.

**Tel :** +91 11 23311924 / 2332 7205

**CIN :** L29113DL1984PLC018415, Website : [www.jtekt.co.in](http://www.jtekt.co.in)

**Email :** [investorgrievance@jtekt.co.in](mailto:investorgrievance@jtekt.co.in)

**Works :** 38/6, Delhi-Jaipur Road, NH-48. Gurugram – 122 001, Haryana, India.

**Tel :** +91 124 468 5000

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**JTEKT India Ltd**  
Investor Presentation – June 2024

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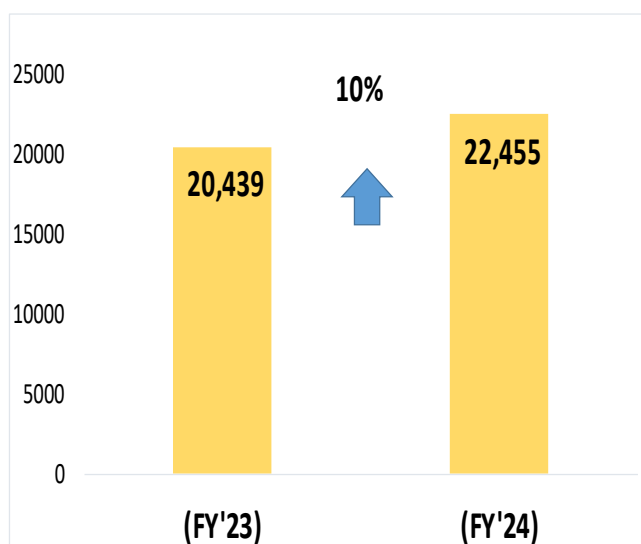


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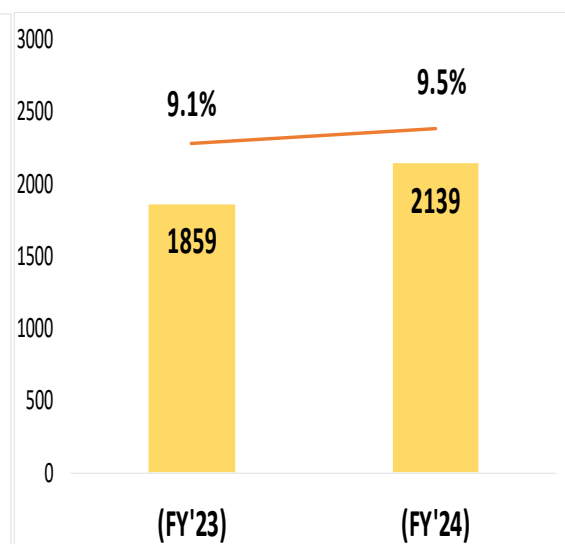
# FY 2023-24 (Full Year)



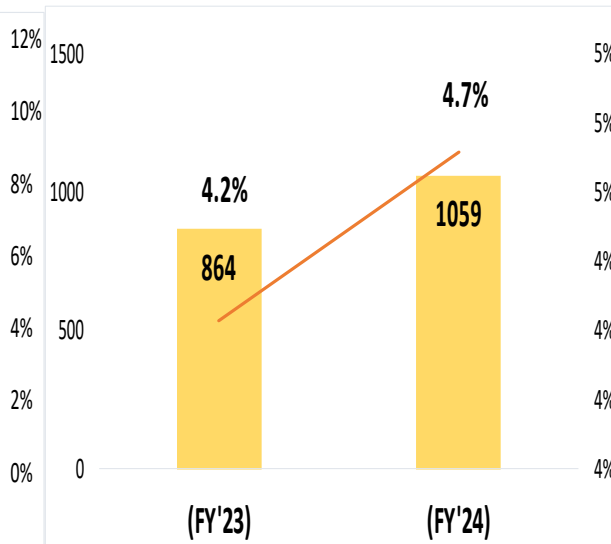
## Revenue



## EBIDTA



## PAT

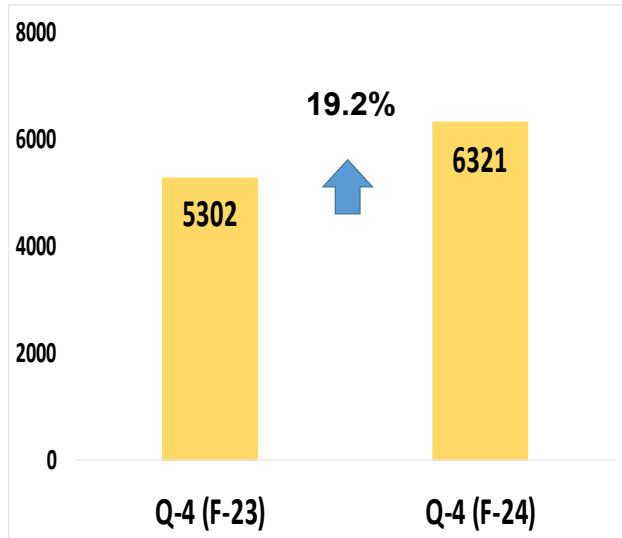


- ❑ Revenue growth of 10% in FY-24 exceeded the Industry growth of 7% mainly due to introduction of new models where JIN is present.
- ❑ EBIDTA margin improved from 9.1% to 9.5%
- ❑ PAT is at Rs. 1059Mn in FY-24, compared to Rs. 864Mn achieved in FY-23.

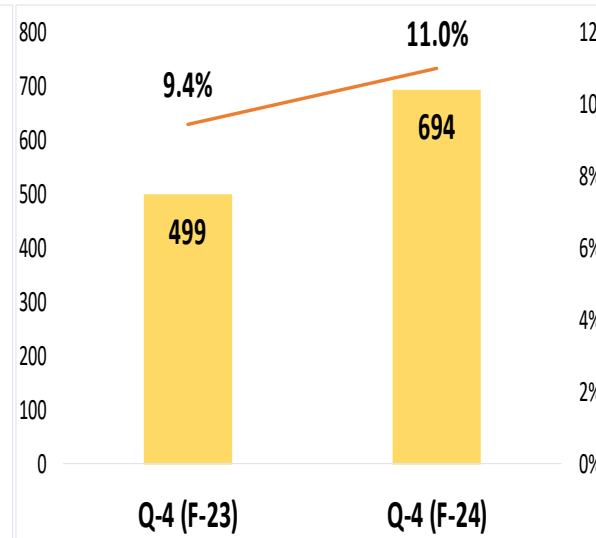
# Q4 FY 2023-24 (YoY)



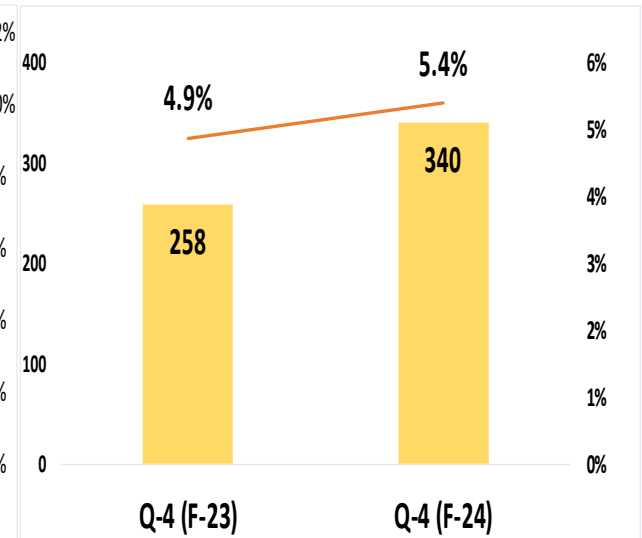
## Revenue



## EBIDTA

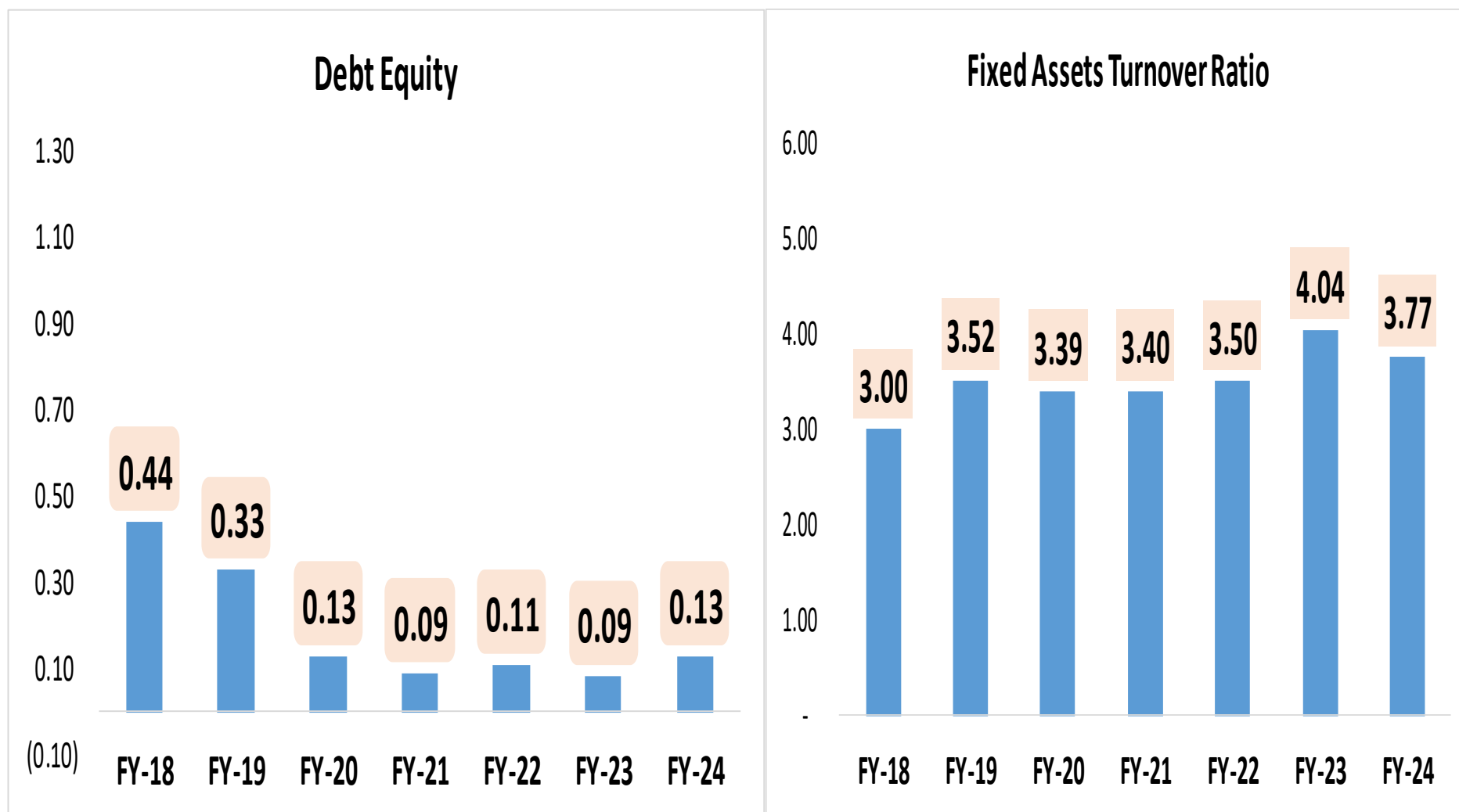


## PAT



- ❑ JIN achieved the highest ever Quarterly sale in Q4 FY 24, revenue was up by 19.2% at Rs. 6321Mn in Q4 FY 24 compared to Rs. 5302Mn in Q4 FY23.
- ❑ EBIDTA margin improved from 9.4% to 11.4% mainly due to higher sales and control over cost
- ❑ The PAT at Rs. 340Mn in Q-4 FY-24, compared to Rs. 258Mn achieved in Q-4 FY-23.

# Key Ratios : Financials



# Operational Highlights

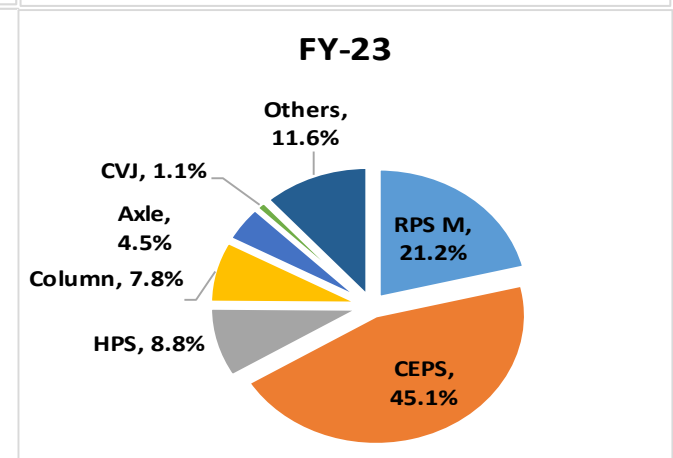
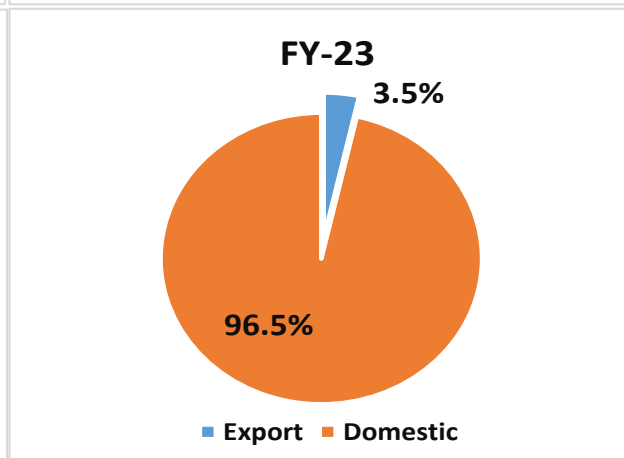
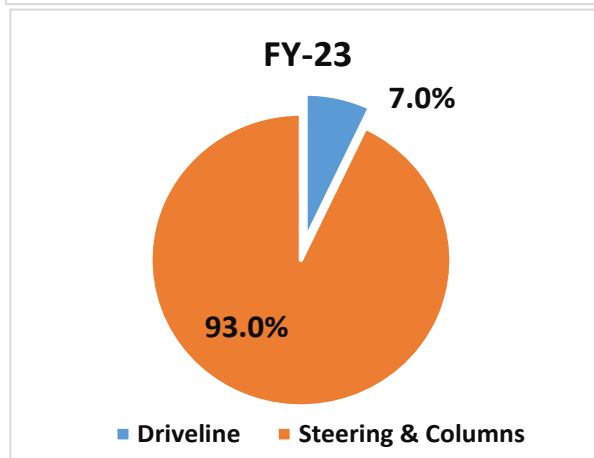
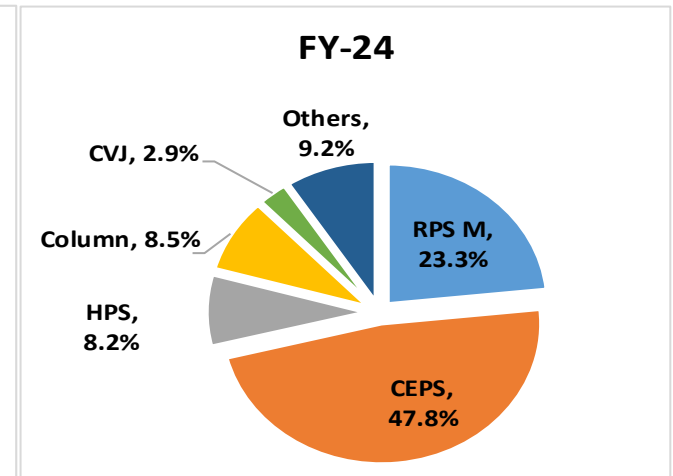
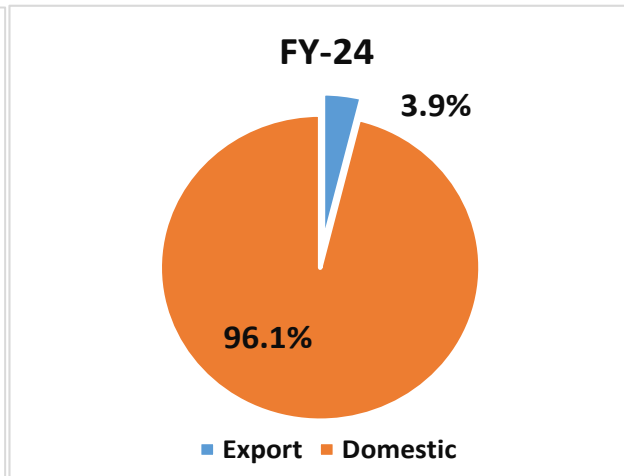
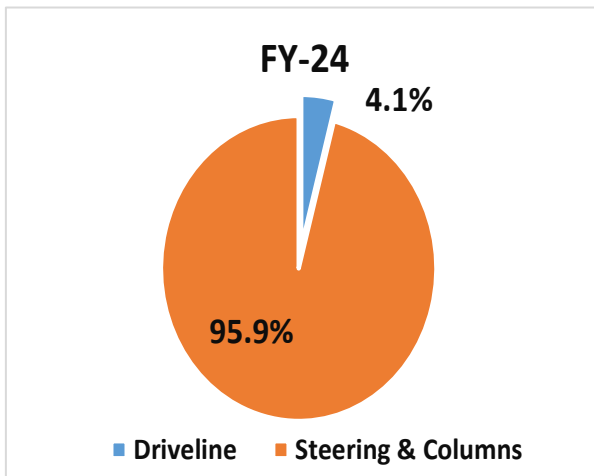
# Product Wise & Geographic Sales Mix



Product Wise Sales Mix\*

Geographic Sales Mix

Product Revenue Breakup





# Financial Statements

# P&L (Quarter)



Particulars	Rs/Million				
	Qtr-4 F23	Qtr-4 F24	QoQ %	Qtr-3 F24	QoQ %
<b>Sales Revenue</b>	<b>5302</b>	<b>6321</b>	<b>19%</b>	<b>5520</b>	<b>15%</b>
Material Cost	3717	4456	20%	3933	13%
Manufacturing Cost	281	335	19%	319	5%
Selling Cost	79	76	-3%	82	-7%
Employee Cost	522	565	8%	578	-2%
Administrative Cost	204	194	-5%	101	93%
<b>EBITDA</b>	<b>499</b>	<b>694</b> <span style="color: green;">▲</span>	<b>39%</b>	<b>507</b>	<b>37%</b>
Depreciation	192	230	19%	199	16%
<b>Operating Profit</b>	<b>307</b>	<b>464</b> <span style="color: green;">▲</span>	<b>51%</b>	<b>308</b>	<b>51%</b>
Financial Cost	12	21	76%	15	46%
Other Income	20	43	119%	15	193%
<b>PBT from Operations</b>	<b>314</b>	<b>485</b> <span style="color: green;">▲</span>	<b>55%</b>	<b>308</b>	<b>58%</b>
<b>PBT from Operations before exceptional item and tax</b>	<b>314</b>	<b>485</b> <span style="color: green;">▲</span>	<b>55%</b>	<b>308</b>	<b>58%</b>
<b>Profit After Tax</b>	<b>258</b>	<b>340</b> <span style="color: green;">▲</span>	<b>32%</b>	<b>235</b>	<b>45%</b>
<b>PAT after recognising IND AS Impact</b>	<b>258</b>	<b>340</b> <span style="color: green;">▲</span>	<b>32%</b>	<b>235</b>	<b>45%</b>
<b>Key Ratios as a % of Total Revenue</b>	<b>Qtr-4 F23</b>	<b>Qtr-4 F24</b>		<b>Qtr-3 F24</b>	
EBIDTA	9.4%	11.0%		9.2%	
Operating Profit	5.8%	7.3%		5.6%	
PAT	4.9%	5.4%		4.3%	
Total Expenditure	90.6%	89.0%		90.8%	
Raw Material	70.1%	70.5%		71.3%	
Staff Cost	9.8%	8.9%		10.5%	
Other Expenditure	10.6%	9.6%		9.1%	

# P&L (Full Year)



Particulars	Rs/Million		
	FY'23	FY'24	YoY %
<b>Sales Revenue</b>	<b>20439</b>	<b>22455</b>	<b>10%</b>
Material Cost	14461	15965	10%
Manufacturing Cost	1138	1275	12%
Selling Cost	321	310	-3%
Employee Cost	2171	2273	5%
Administrative Cost	489	494	1%
<b>EBITDA</b>	<b>1859</b>	<b>2139</b>	<b>15%</b>
Depreciation	732	814	11%
<b>Operating Profit</b>	<b>1127</b>	<b>1324</b>	<b>17%</b>
Financial Cost	47	61	29%
Other Income	86	115	34%
<b>PBT from Operations</b>	<b>1165</b>	<b>1378</b>	<b>18%</b>
<b>PBT from Operations before exceptional item and tax</b>	<b>1133</b>	<b>1452</b>	<b>28%</b>
<b>Profit After Tax</b>	<b>864</b>	<b>1059</b>	<b>23%</b>
<b>PAT after recognising IND AS Impact</b>	<b>864</b>	<b>1059</b>	<b>23%</b>
<b>Key Ratios as a % of Total Revenue</b>			
	<b>FY'23</b>	<b>FY'24</b>	
EBIDTA	9.1%	9.5%	
Operating Profit	5.5%	5.9%	
PAT	4.2%	4.7%	
Total Expenditure	90.9%	90.5%	
Raw Material	70.8%	71.1%	
Staff Cost	10.6%	10.1%	
Other Expenditure	9.5%	9.3%	

## About JTEKT India Limited (Company Background)



- ❑ Established in 1984, JTEKT India Limited (JIN) manufactures 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 45717 employees and having an annual revenue of 1891 billion yen**
- ❑ **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*

