



Jamna Auto Industries Limited

▼ Investors' Presentation

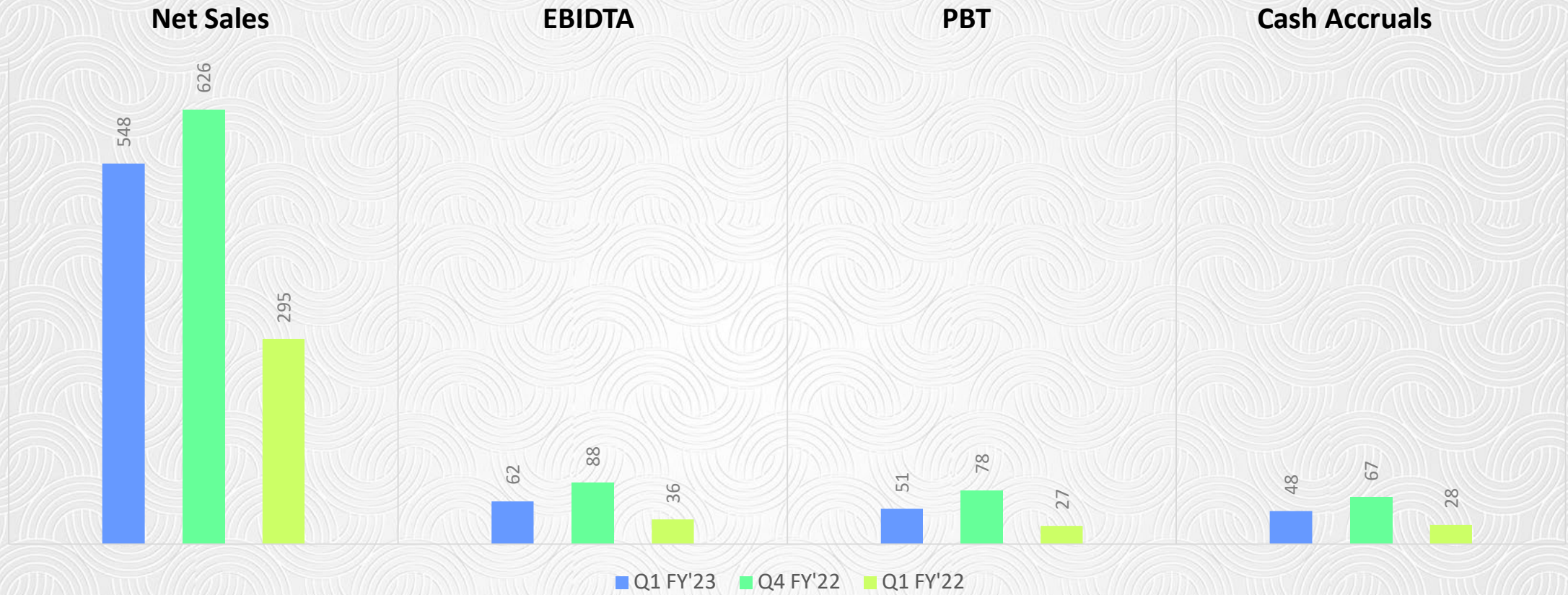
28th July, 2022



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 30.06.2022	Audited 31.03.2022	Audited 30.06.2021	Audited 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%

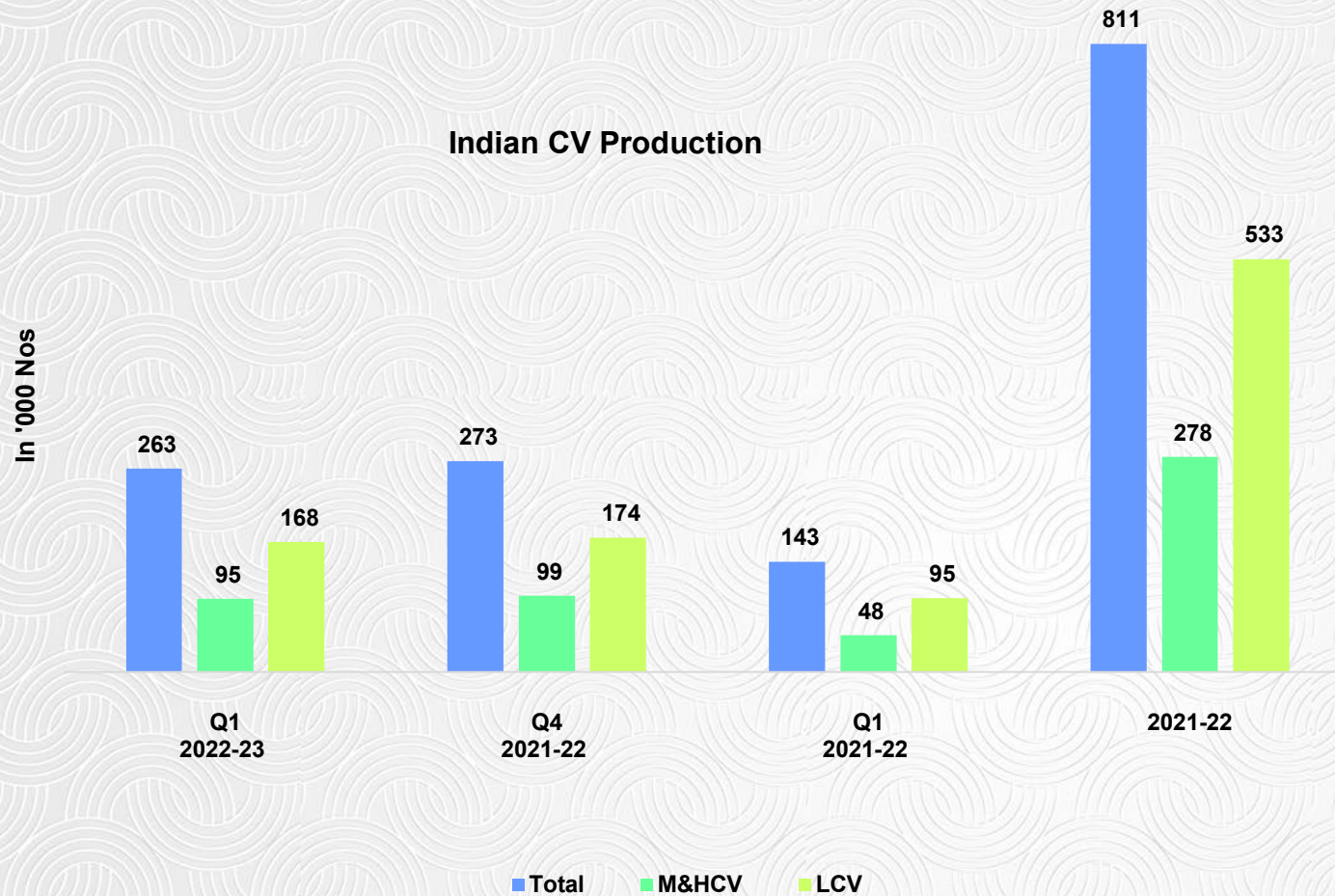


INDUSTRY HIGHLIGHTS



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

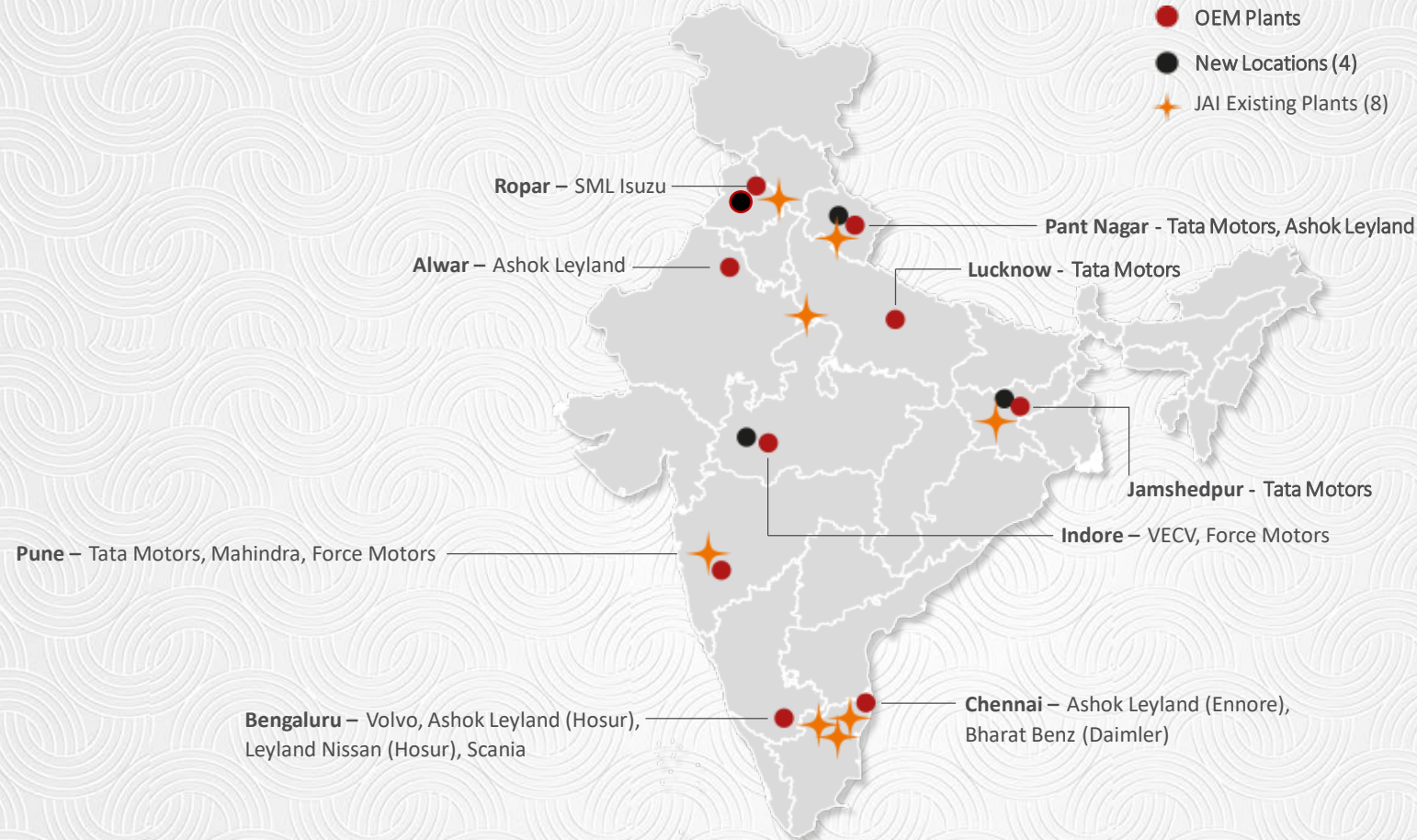


**India's
Prominent**

Suspension Manufacturer



JAI'S PLANTS : STRATEGICALLY LOCATED ACROSS CV HUBS



JAI'S OEM CUSTOMERS

 ASHOK LEYLAND	 BHARATBENZ	 FORCE MOTORS	 FUSO	
 ISUZU <i>Your responsible partner</i>	 Mahindra	 RENAULT NISSAN	 SCANIA	 SML ISUZU
 TADANO	 ESCORTS	 TATA	 UD TRUCKS	
 VE COMMERCIAL VEHICLES A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE				

JAI'S PRODUCT PORTFOLIO



Conventional Leaf Spring



Parabolic Leaf Spring



Z-Spring



Stabilizer Bar

JAI'S PRODUCT PORTFOLIO



Bus Air
Suspension



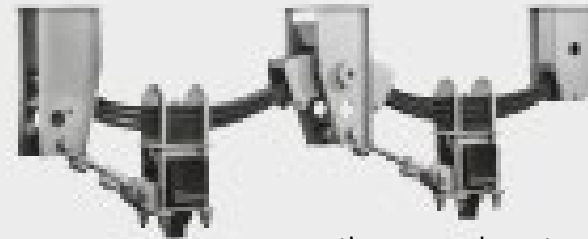
Trailer Air
Suspension



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

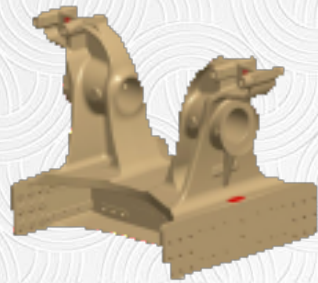


Jack Rod



OEM INCREASING CONTENT PER VEHICLE

Upcoming products



Bogie Bracket



NODO Bracket



ATS Bracket



HANGER SHACKLES



SPRING PIN

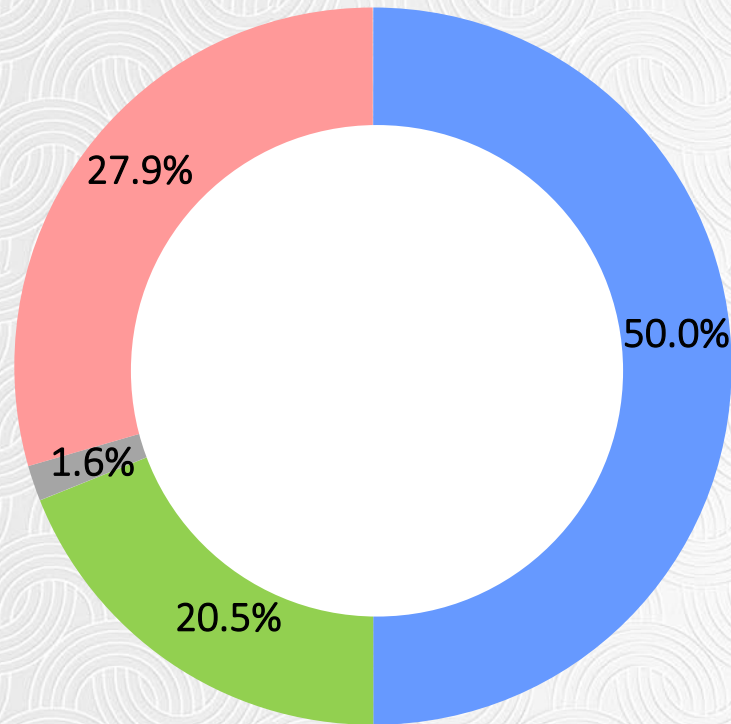


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SHAREHOLDING PATTERN AS ON JUNE 30, 2022

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%
Total	100%	100%

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 sportsman 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 10th to 12th 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