



# Jamna Auto Industries Limited

Investor Presentation

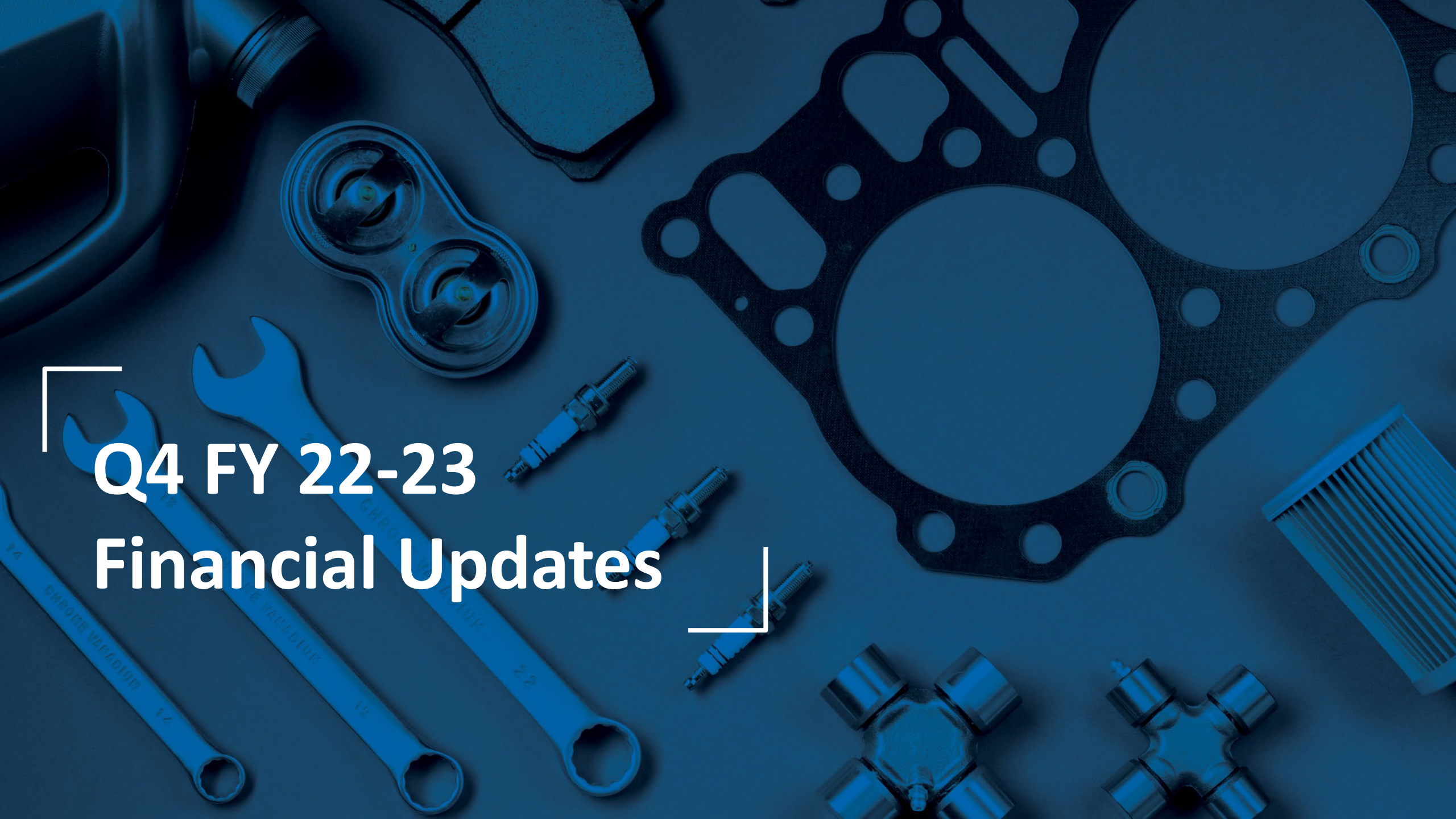
Q4 FY 22-23



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Q4 FY 22-23  
Financial Updates

# Financial Trends - QoQ



All figures are in INR crores

	Q4 FY 22-23	Q3 FY 22-23	Q4 FY 21-22
NET SALES	634	591	626
EBITDA	82/13%	67/11.3%	88/14.1%
PBT	71/11.2%	56/9.5%	77/12.2%
CASH ACCRUALS	63	51	68

Cash Accruals: PAT+ Depreciation

# Financial Trends - YoY



All figures are in INR crores

NET SALES

EBITDA

PBT

CASH ACCRUALS

**FY 22-23**

2,325

273/11.7%

230/10%

209

**FY 21-22**

1,718

231/13.4%

191/11.1%

178

Cash Accruals: PAT+ Depreciation

# Profit & Loss Statement



## Consolidated QoQ

All figures are in INR crores

Particulars	Q4 FY 22-23	Q4 FY 21-22	YoY	Q3 FY 22-23	QoQ
Net Sales	634	626	1%	591	7%
EBITDA	82	88	-7%	67	23%
PBT	71	77	-8%	56	26%
PAT	52	57	-9%	41	27%

# Profit & Loss Statement



## Consolidated YoY

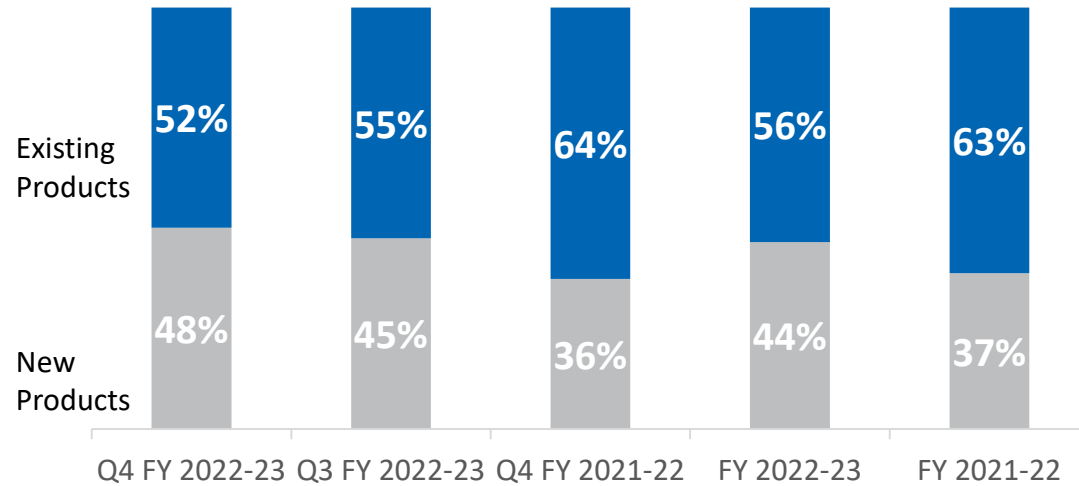
All figures are in INR crores

Particulars	FY 22-23	FY 21-22	YoY
Net Sales	2325	1718	35%
EBITDA	273	231	18%
PBT	229	191	20%
PAT	168	141	20%

# Revenue Mix

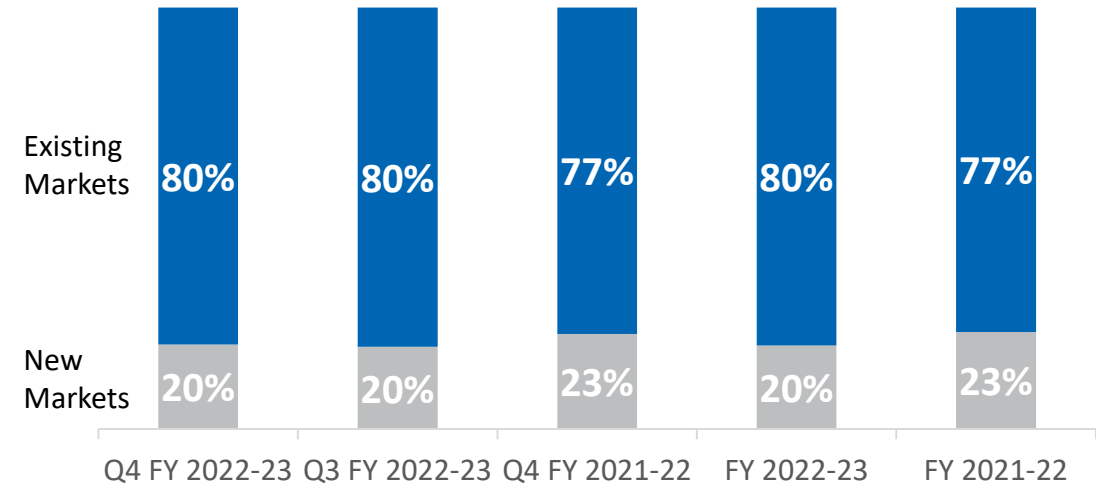


## Product Mix



Lakshya Target: **50%** revenue from New Products

## Market Mix



Lakshya Target: **50%** revenue from New Markets



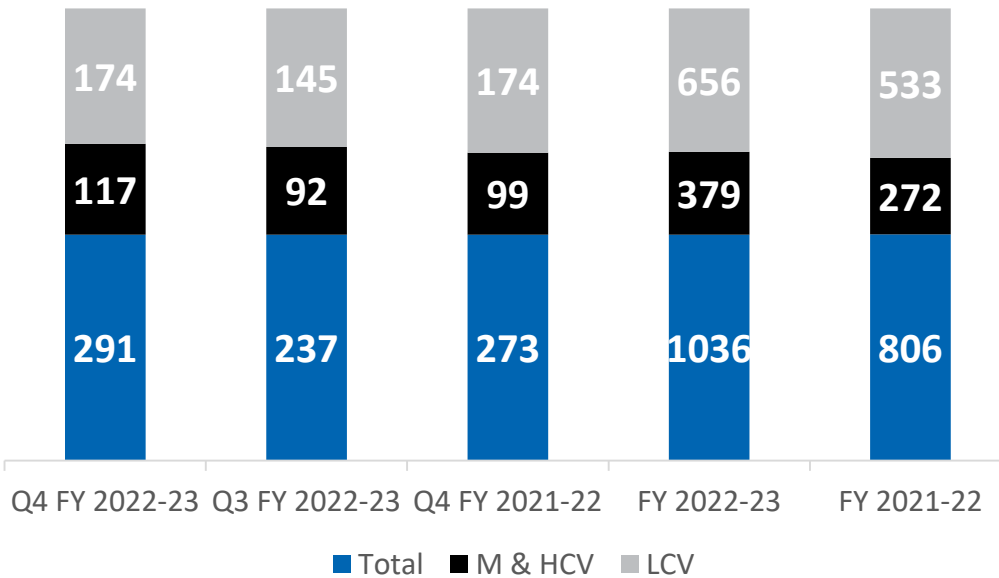


# Industry Highlights

# Industry Highlights



All figures are in '000



Data Source-SIAM

## CV production changes

- ↑ - Q4 FY23 vs Q3 FY23 -23% (Increase)
- ↑ - Q4 FY23 vs Q4 FY22 - 7% (Increase)
- ↑ - FY23 vs FY22 - 29% (Increase)

## M&HCV production changes

- ↑ - Q4 FY23 vs Q3 FY23 - 27%(Increase)
- ↑ - Q4 FY23 vs Q4 FY22 - 18%(Increase)
- ↑ - FY23 vs FY22 - 39%(Increase)

For the Quarter

For Whole Year

QoQ Change %

YoY Change %

YoY Change %

20%

0%

23%

27%

18%

39%

23%

7%

29%



**Company  
Overview**

# JAI at a Glance



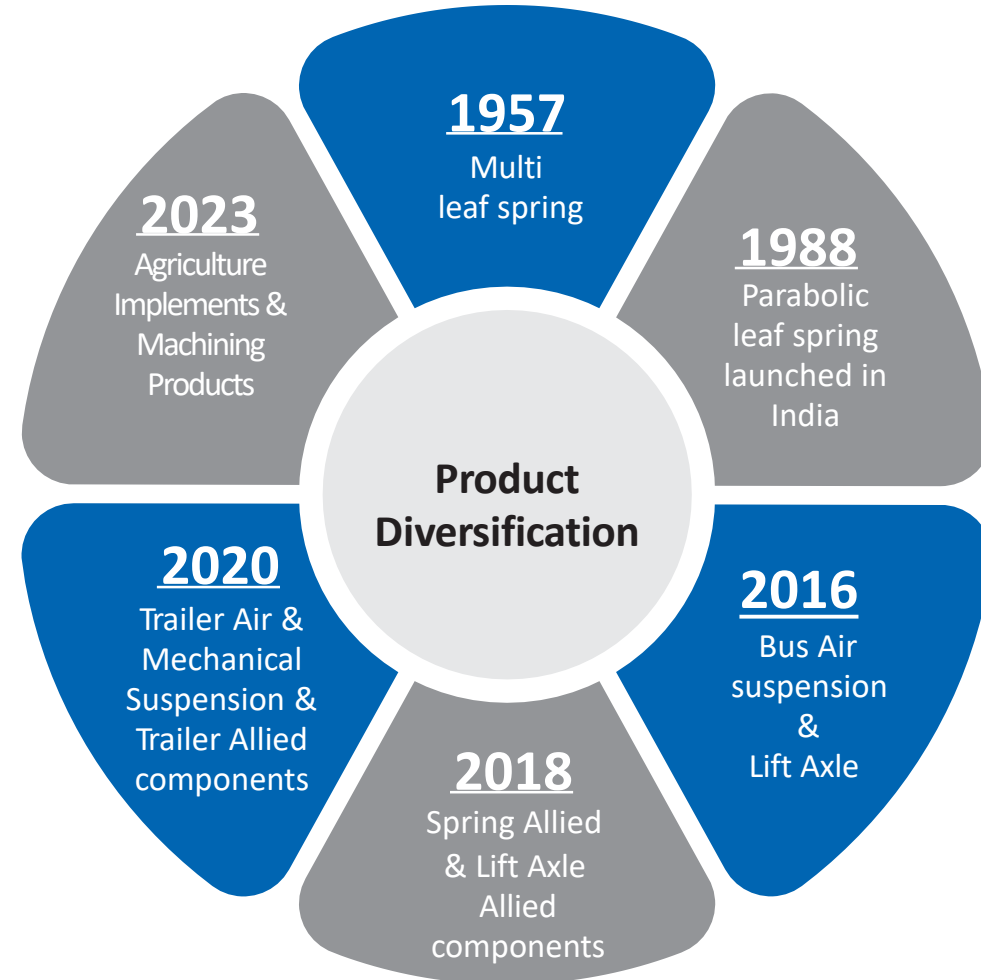
**Foundation**  
JAI is a renowned suspension manufacturer for commercial vehicles.

**World class Manufacturing Infrastructure**  
10 Manufacturing units including 1 In-house R&D center

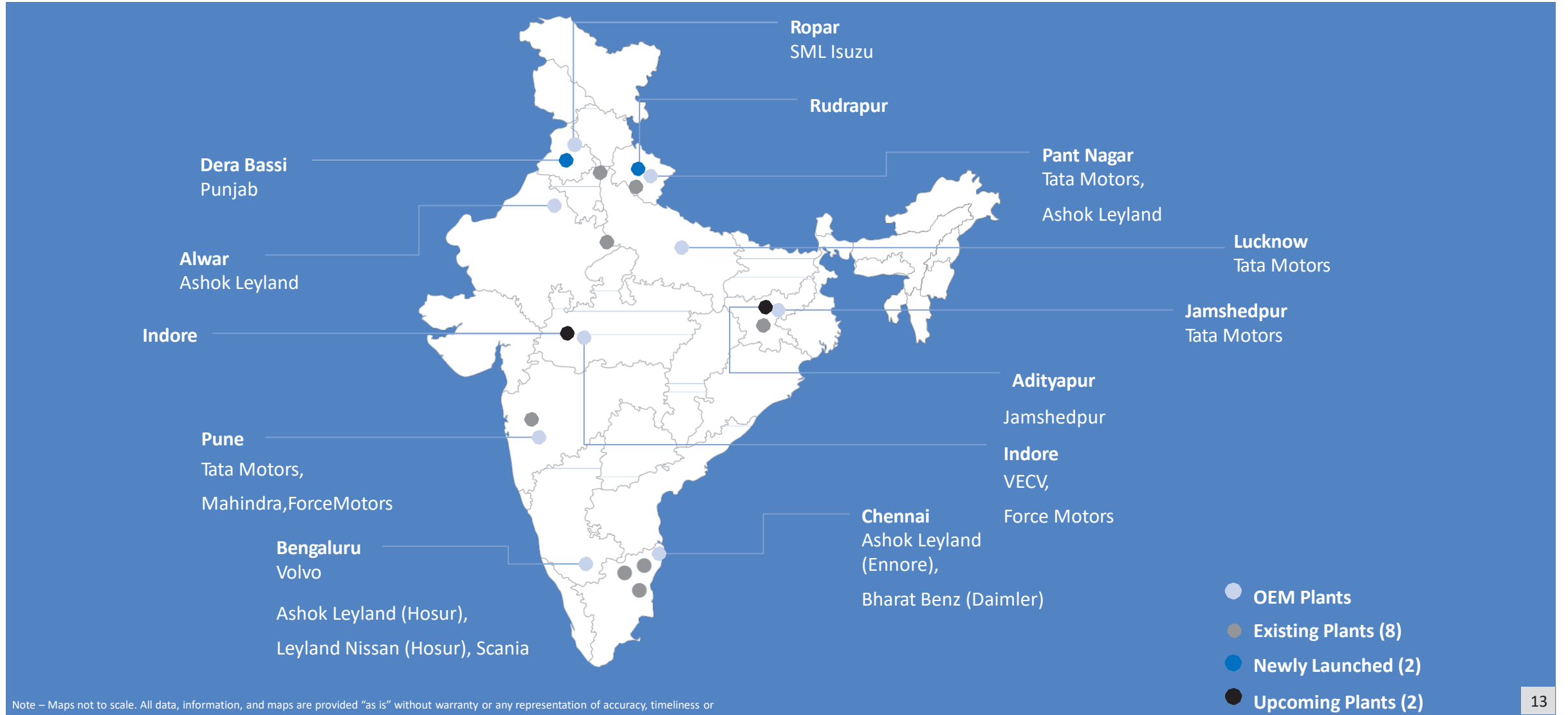
- More than 16,000 touch points
- Opened JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

**Manufacturing**  
~300+ OEM parts  
~5,000+ AMI parts

**Sound Financials**  
CRISIL A1+/AA-



# Jai's Plants : Strategically Located Across OEM Plants



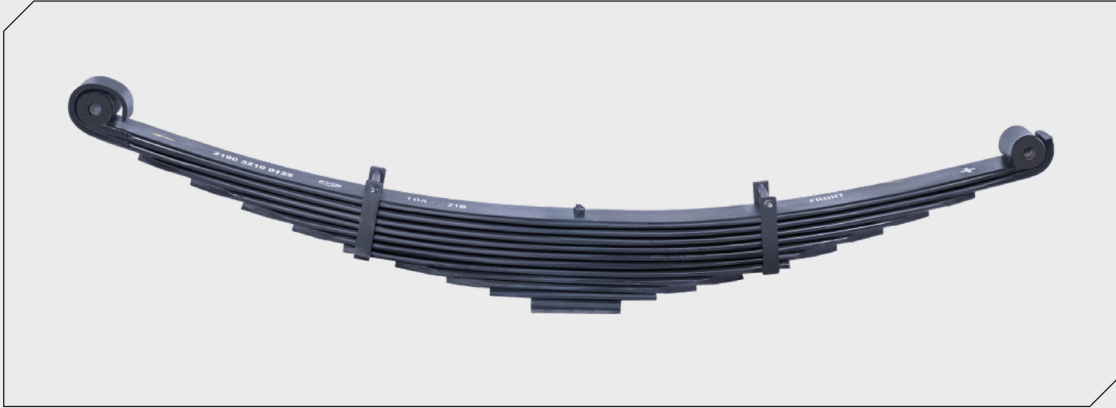
Note – Maps not to scale. All data, information, and maps are provided “as is” without warranty or any representation of accuracy, timeliness or

# JAI's OEM Customers



**VE COMMERCIAL VEHICLES**  
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

# JAI's Product Portfolio



Conventional Leaf Spring



Z-Spring



Conventional Leaf Spring

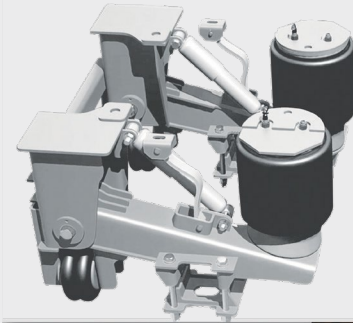


Stabilizer Bar

# JAI's Product Portfolio



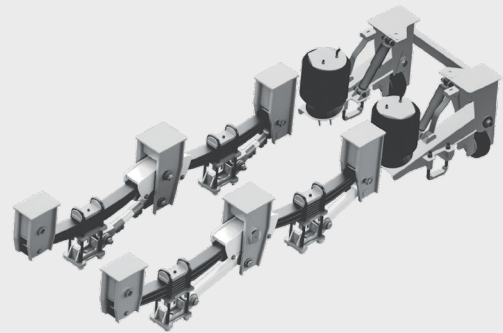
Bus Air Suspension



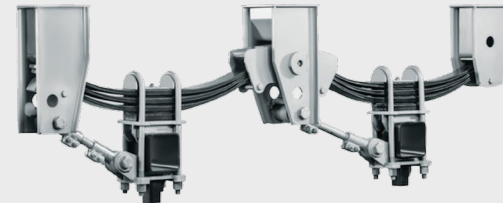
Trailer Air Suspension



Lift Axle



Trailer Mechanical and Air Suspension with Lift Axle



Trailer Mechanical Suspension



# JAI's Product Portfolio – New Launches



## Agriculture Implements



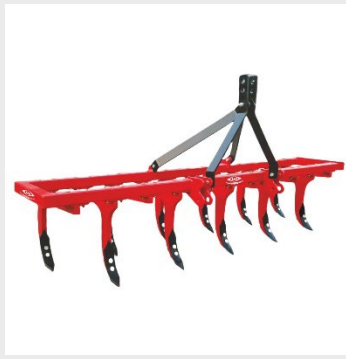
Fertilizer Broadcaster



Fertilizer Broadcaster

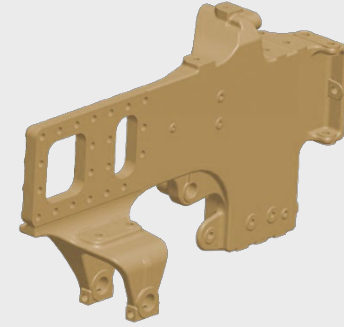


Rotavator



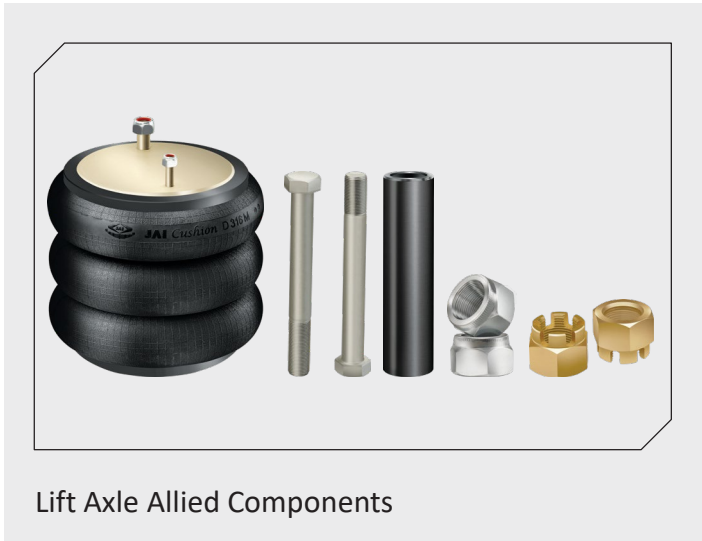
Cultivator

## Machining

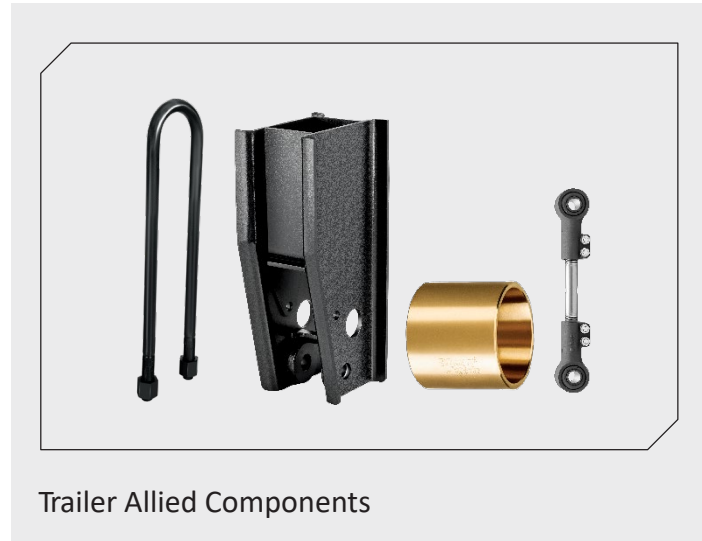


NODO Bracket

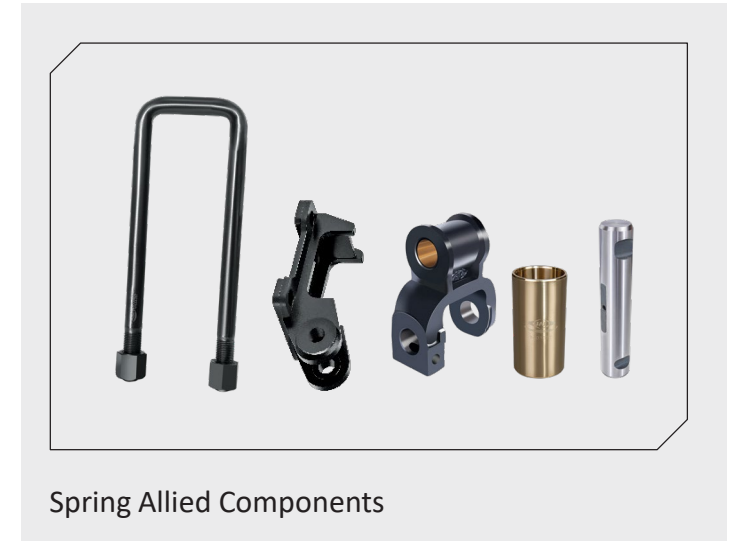
# After Market India JAI's Product Portfolio



Lift Axle Allied Components



Trailer Allied Components

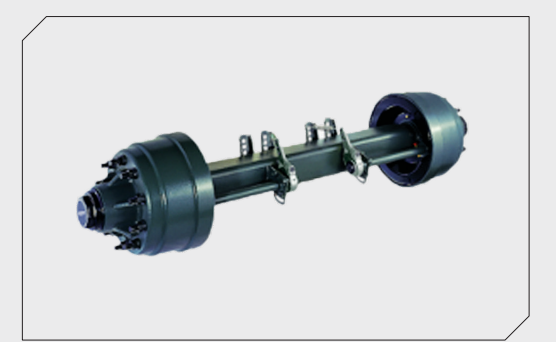


Spring Allied Components

# After Market India JAI's Product Portfolio



Brake lining



Trailer Axle



Water Pump



Clutch



Bearing



Jack Rod



Universal Joint Cross

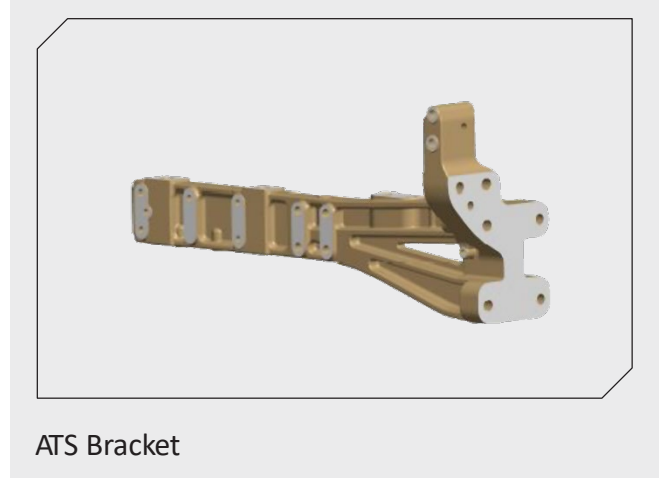
**Most of the products above are only traded**

Jamna Auto Industries Limited ('JAI')

# OEM-Increasing Content Per Vehicle



## Upcoming products



# Key Developments for the Q-4



1) Launched Rotavator, Fertilizer broadcaster and Cultivator. This will mark JAI's entry into new business segment.

2) Series supply started for NODO Bracket to Ashok Leyland and sample order expected to be received for Bogie Bracket.

3) Added new countries Portugal & Hungary in After Market Export segment. Also new distributors added in Germany, Russia, Turkey and UK for both Spring and Allied Products.

# JAI's Corporate Strategy: Lakshya 50XT



## Operational Goals

## Financial Goals

### Diversifying Products

### Diversifying Markets

### Maximizing Returns

### Value Creation

TARGETS  
for FY'27

50%

Revenue from  
New Products

50%

Revenue from  
New Market

50%

ROCE

50%

Dividend  
Payout

UPDATE  
for FY'23

44%

Revenue from  
New Products

20%

Revenue from  
New Market

\*30%

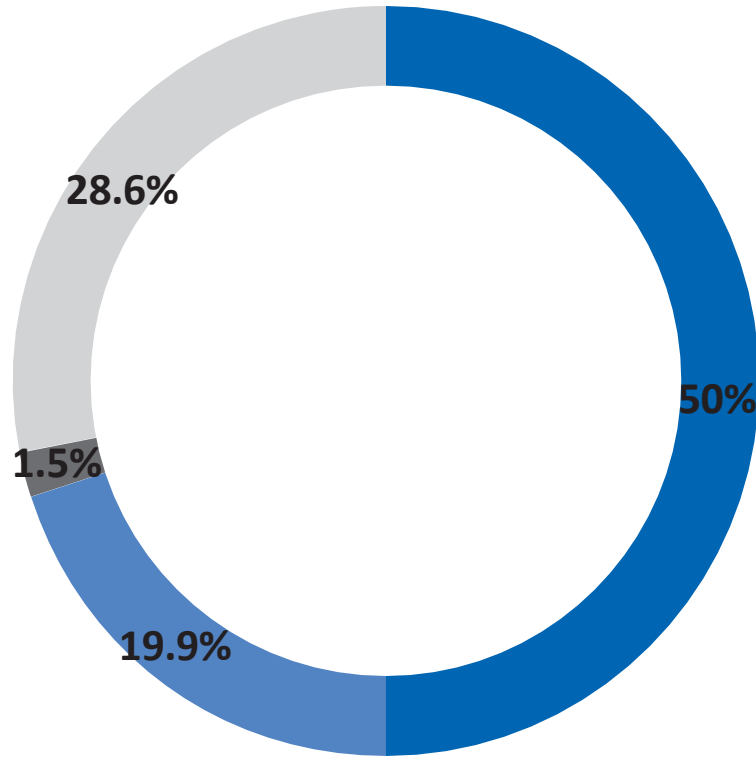
ROCE

45%

Dividend  
Payout

\*34%- Net of Bill Discounting

# Shareholding Pattern as on 31<sup>st</sup> March 2023



- Promoters
- Institutional investors

Categories	% Holding as on 31.3.2023	% Holding as on 31.3.2022
Promoters	50%	50%
Institutional Investors	19.9%	19.1%
Bodies Corporate	1.5%	1.6%
Individual & Others	28.6%	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.



Sapling planted by the Superintendent of Police, YNR on occasion of World Forest Day, 2023



Celebrated International Women's Day across all locations of JAI



Our sponsored weightlifter Mr. Anshul won Gold Medal in All-India Inter-University Championship-2023



Inauguration & handing over of Free Ambulance & Water Tanker to the stakeholders for public use in surrounding villages by the Deputy Commissioner, YNR





# Contributing to the Society



## Environment

- Planted 1360 saplings across plant locations.
- Installed 60 heavy duty dustbins, 50 in Govt. schools in YNR and 10 in Faridabad prison.
- Produced 1450 kgs of vermi compost from vermi compost pits Jamshedpur
- Celebrated World Forest Day in Kalesar and planted 100 fruits and forestry saplings by honorable Deputy Commissioner & Superintendent of Police, YNR along with village stakeholders.
- Organized a poster making competition in Govt. school, Tazewala on Occasion of World Water Day and conducted session on Importance of Water



## Education

- Enrolled 410 students for short term job oriented courses in "School of Employability Project, GNKITM campus, YNR, Kaithal & Nuh districts
- Total 34 females got certificate after completion of their one year diploma course in beauty therapy from Jamna Beautician Training Center in YNR.
- Distributed dental kit amongst 760 school students & sensitized on dental hygiene in JSR & YNR.
- Total 164 females got certificate after completion of their 6 months sewing course from Jamna Sewing Training Centers in YNR.
- Distributed 124 sewing machines passed out needy women to start their own business in YNR
- Provided a multi-food processing machine & 02 days training including juice/gel/soap/shampoo making training to 40 inmates in District Prison, Faridabad



## Sports

- Sponsored 18 star sportsperson for diet on monthly basis in YNR & Punjab
- Awarded with cash prize to our sponsored Weightlifter Mr. Anshul (GNK College) for winning Gold in All India Inter-University Championship-2023.
- Financially supported to District Bodybuilding Association for organizing District Bodybuilding Championship-2023 in YNR.
- Installed sports equipment like slides, swings, hip twister, see saw, single bar in nearby Govt. school in Chennai.



## Community Reach

- 03 community health check-up camps were organized, covering 470 people in YNR, Hosur, and JSR. The eye camp is in YNR, the general health camp is in Hosur, and the dental camp is in JSR
- Constructed 12 toilets for BPL families under the Open-Defecation Fee Village Campaign in Tazewala village and a Community toilet in Jagadhari YNR.
- Organized Gynecologist health check-up camp for women in Faizpur village, screened 234 women's in the camp and distributed required medicines.
- In order to assist the girls with their periods, we distributed 3474 sanitary pads in the Faizpur Village. Each woman will receive 18 pads, enough for three months, and we will give them on a quarterly basis in each of the ten adopted villages.
- Operated 89 cataract patients from Aurrayanwala and nearby villages and continues follow-up with patients after operation.
- Handover the Ambulance & Water tanker to Sarpanches of Adopted village in the presence of Rahul Hooda DC, YNR and Mohit Handa SP, YNR.
- Celebrate International Women's Day across all the locations and Sensitized over 2500 people on the Social issues facing by Women's in the society.





**Thank You**

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