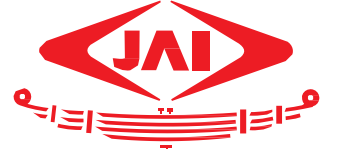




Jamna Auto Industries Limited

Investor Presentation

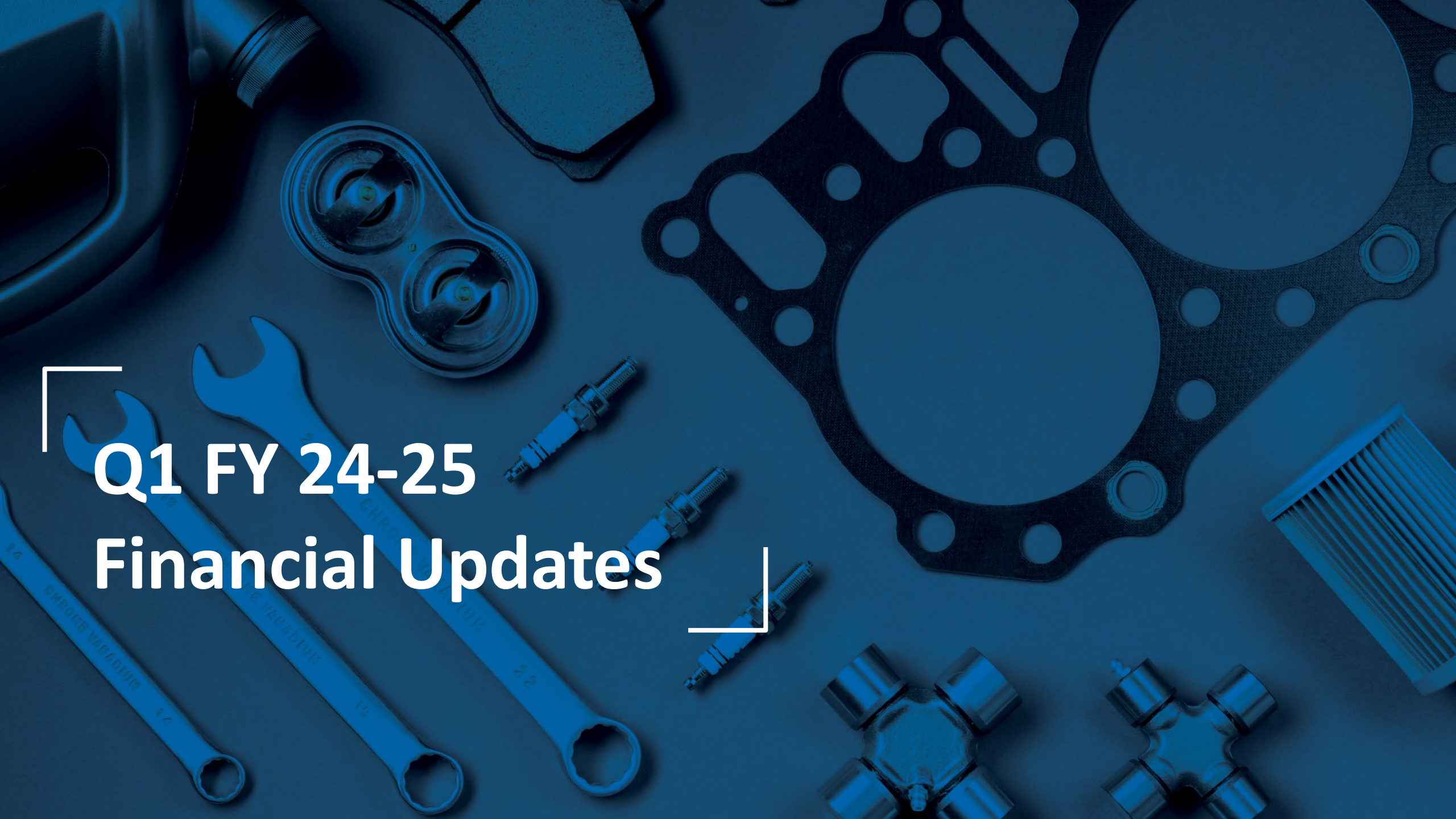
Q1 FY 24-25



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Q1 FY 24-25
Financial Updates

Financial Trends - QoQ

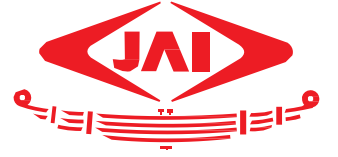


All figures are in INR crores

	Q1 FY 24-25	Q4 FY 24-25	Q1 FY 23-24
NET SALES	557	641	575
EBITDA	76/13.7%	89/13.9%	74/12.9%
PBT	65/11.6%	78/12.2%	63/10.9%
CASH ACCRUALS	57	65	56

Cash Accruals: PAT+ Depreciation

Profit & Loss Statement



Consolidated QoQ

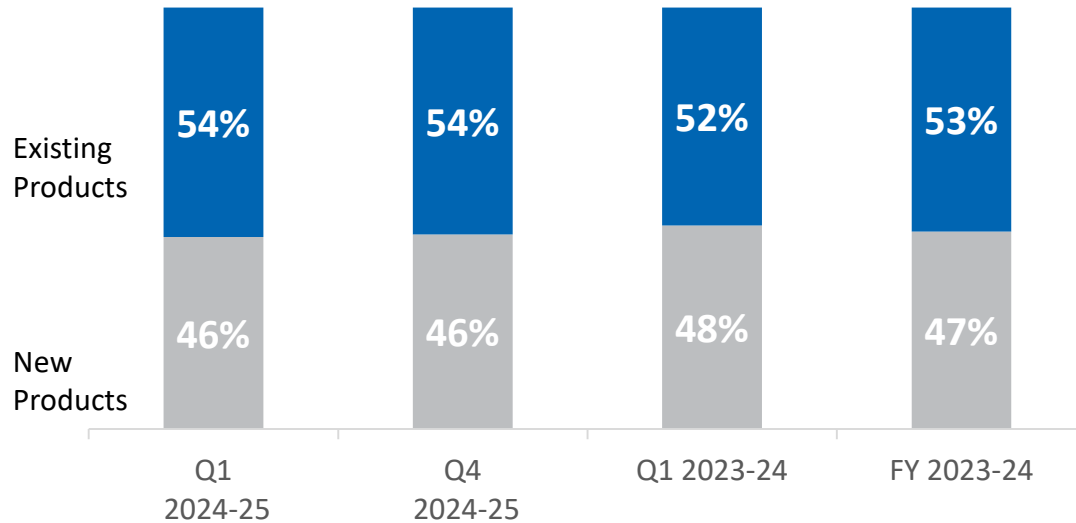
All figures are in INR crores

Particulars	Q1 FY 24-25	Q4 FY 23-24	QoQ	Q1 FY 23-24	YoY
Net Sales	557	641	-13%	575	-3%
EBITDA	76	89	-15%	74	3%
PBT	65	78	-17%	63	3%
PAT	46	55	-15%	44	2%

Revenue Mix

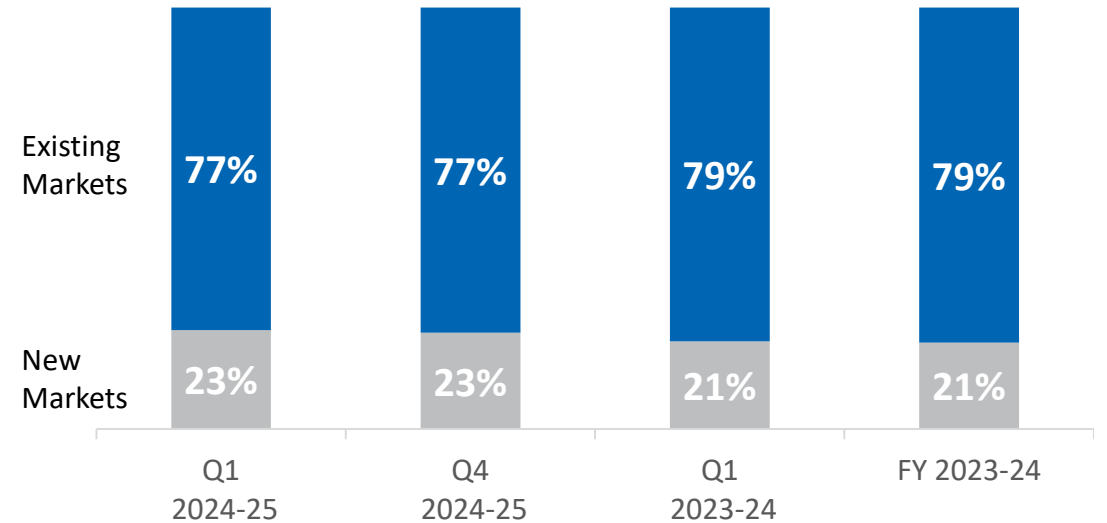


Product Mix



Lakshya Target: **50%** revenue from New Products by FY 2026-27

Market Mix



Lakshya Target: **50%** revenue from New Markets by FY 2026-27



- On July 5, 2024, the Company detected a ransomware incident at its server at Pune, India, that had affected Company's IT systems including accounting software(s). The Company acted promptly and took necessary precautions and protocols to mitigate the impact of the incident and successfully recovered/restored the data from backups with the help of cybersecurity experts. Based on further review and analysis of the data recovered the Company was able to assess that there had been no material impact on systems involved for production, sales and other operations of the Company and no price sensitive information or data was deleted or impacted as a result of this incident.
- The process of recovery of affected data and the re-installation of systems along with performing cyber security procedures took time and as a result there was a delay in submission of the unaudited financial results for the quarter ended on June 30, 2024.
- The Company has also appointed a Cyber Auditor to further assess the Company's IT systems, identify any current shortcomings and recommend any further improvements. As on date, the Company has successfully restored all the data from backups, and our systems are functioning normally, and we have not detected any further anomalies. We continue to monitor our systems closely to ensure ongoing security and stability.

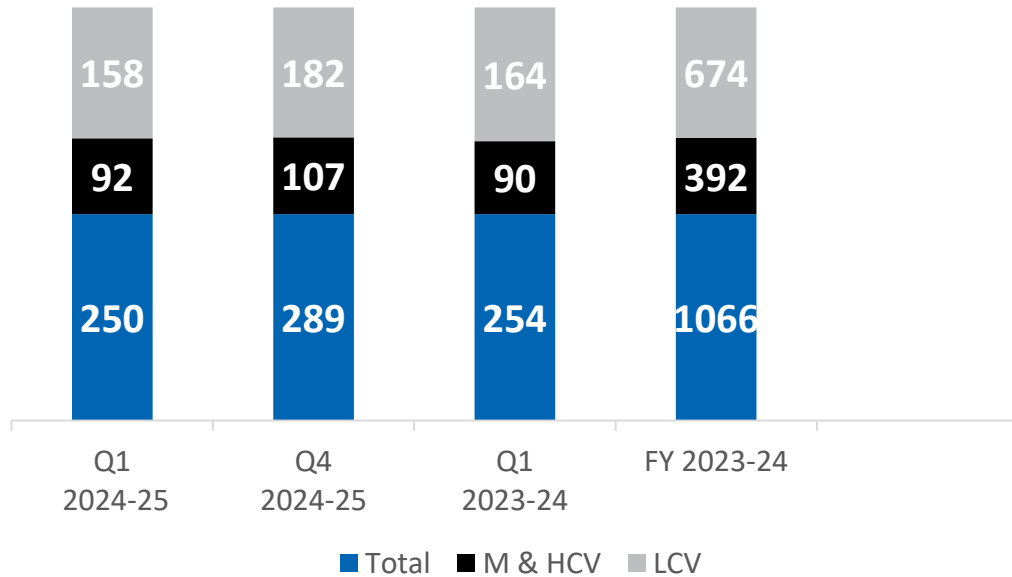


Industry Highlights

Industry Highlights



All figures are in '000



Data Source-SIAM

LCV production changes

- ↓ - Q1 FY25 vs Q4 FY24 - 13% (Decrease)
- ↓ - Q1 FY25 vs Q1 FY24 - 3% (Decrease)

M&HCV production changes

- ↓ - Q1 FY25 vs Q4 FY24 - 14% (Decrease)
- ↑ - Q1 FY25 vs Q1 FY24 - 2% Increase

For the Quarter

QoQ Change %	YoY Change %
-13%	-3%
-14%	2%
-13%	-1%



Company
Overview

JAI at a Glance



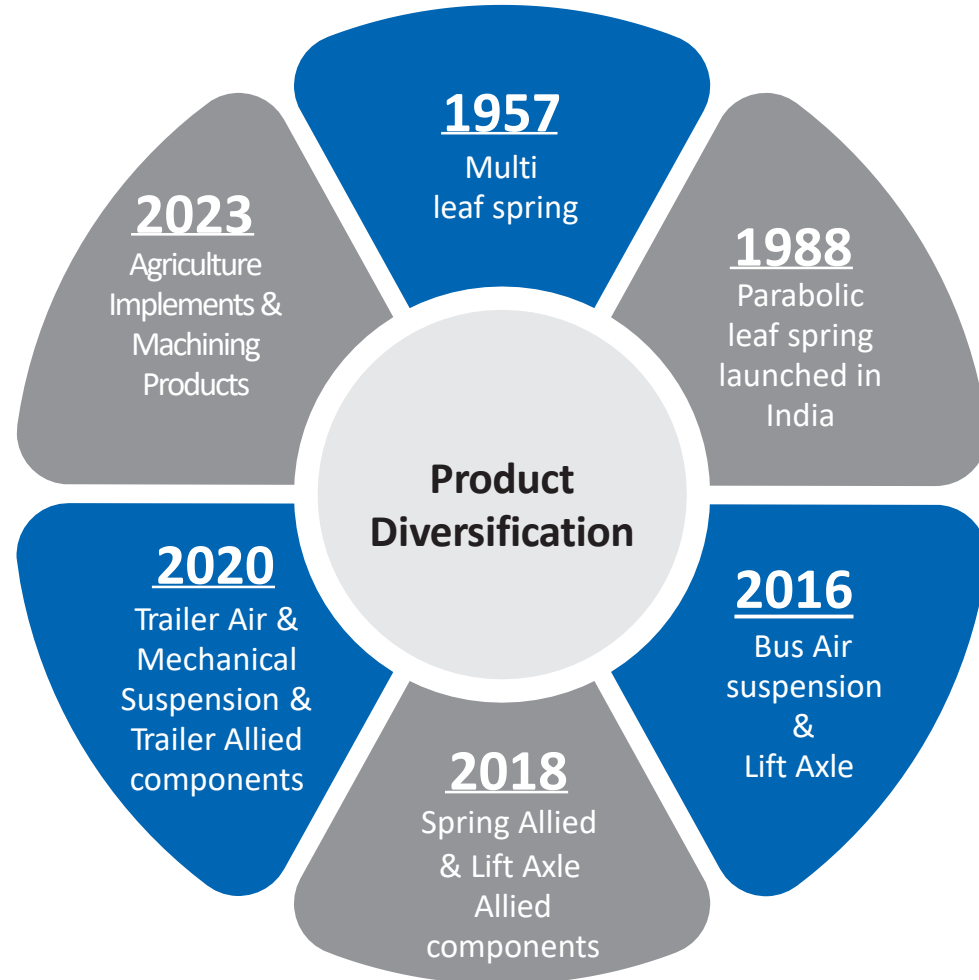
Foundation
JAI is a renowned suspension manufacturer for commercial vehicles.

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

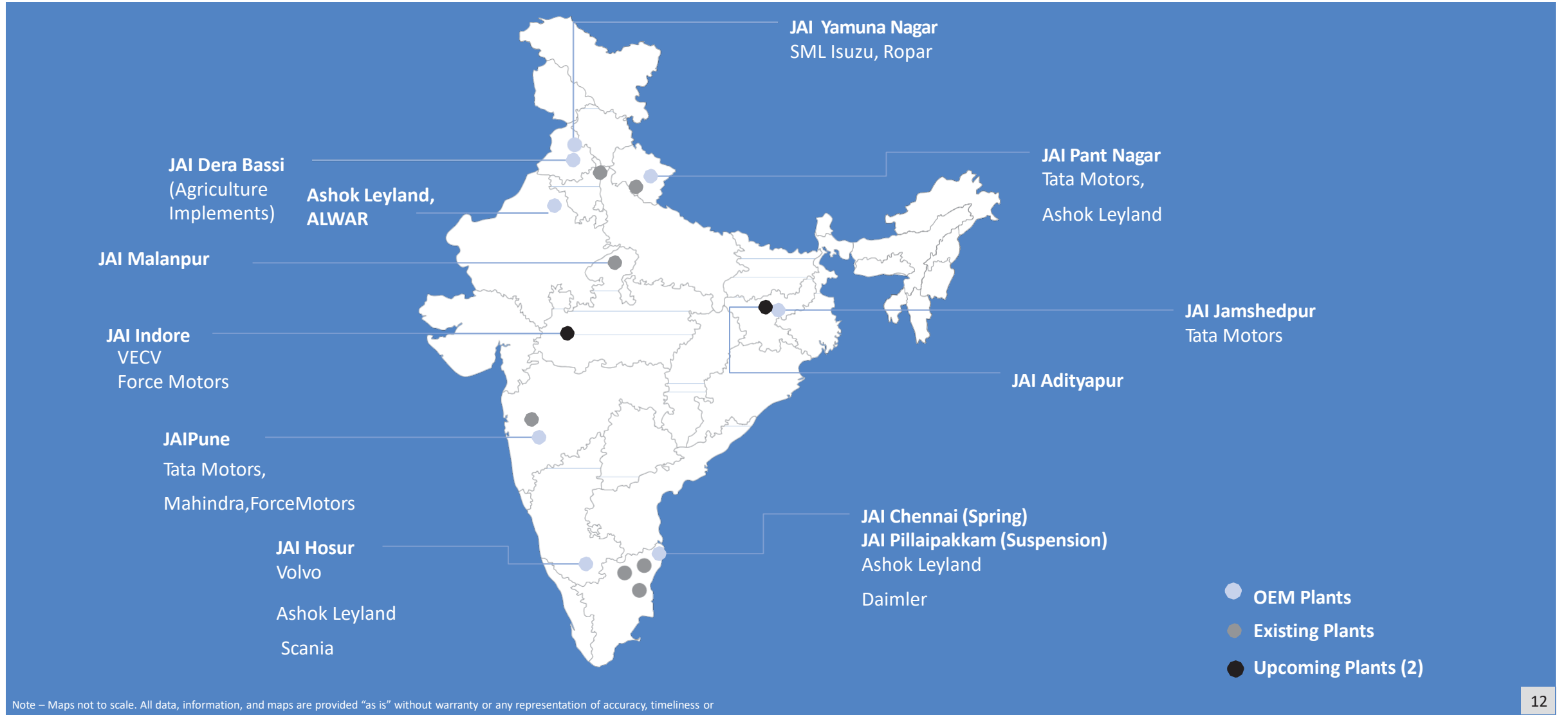
- More than 16,000 touch points
- JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

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

Sound Financials
CRISIL A1+/AA-



Jai's Plants : Strategically Located Across OEM Plants



Strength and Key Focus Areas

Strength

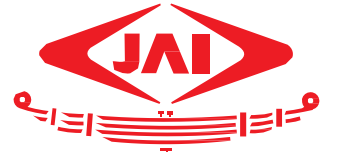
- Manufacturing footprint with logistics benefit.
- Low BEP with Low Leveraged.
- Spare capacity to capture unprecedented demand from all Markets.
- Wide After Market Network
300+ Distributors,
11500+Retailers,
15000+ Mechanics.



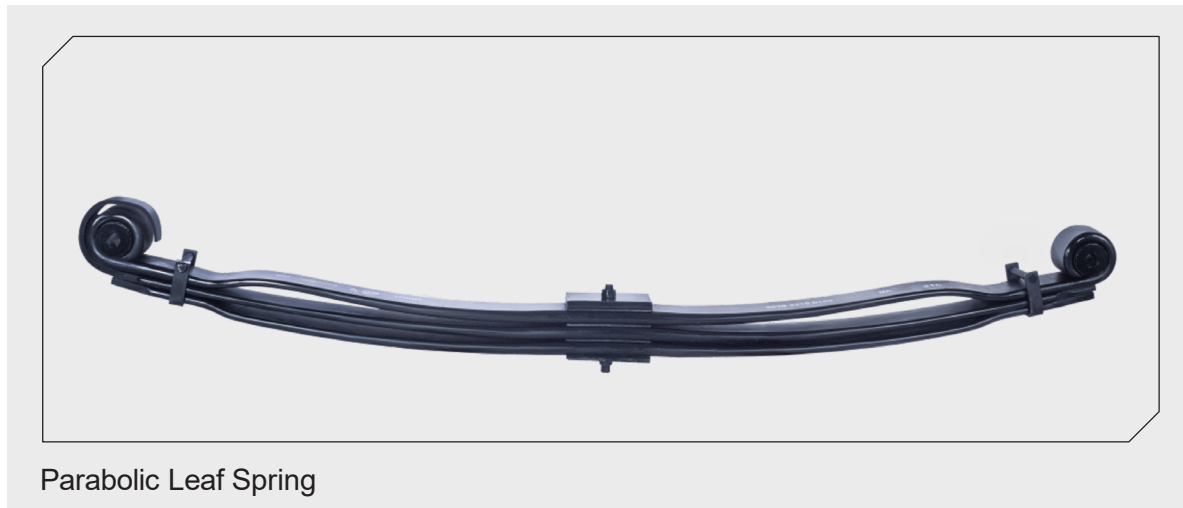
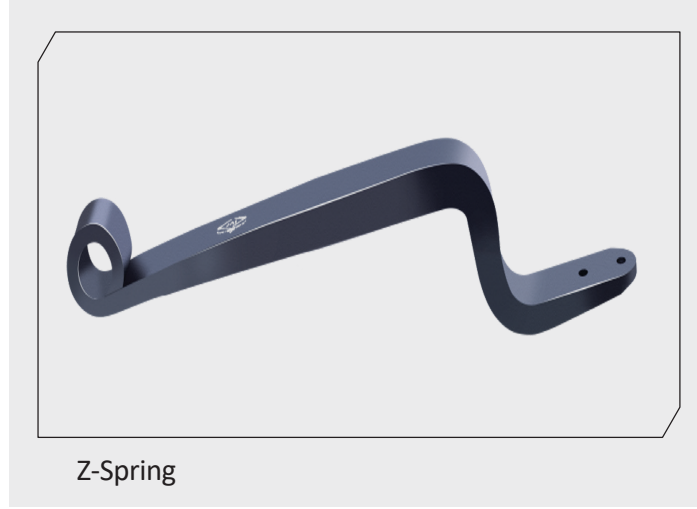
Key Focus Areas

- New Markets (AMI, AME).
- New Products (Trailer, CPV in CV).

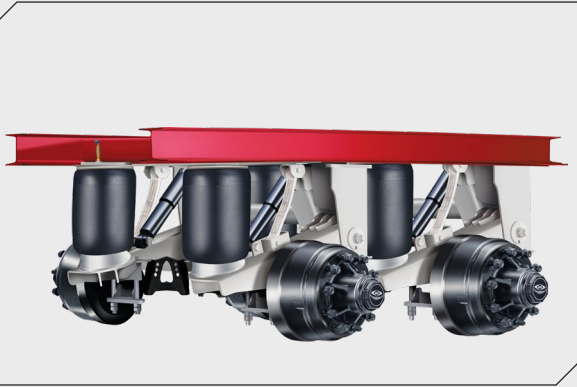
JAI's OEM Customers



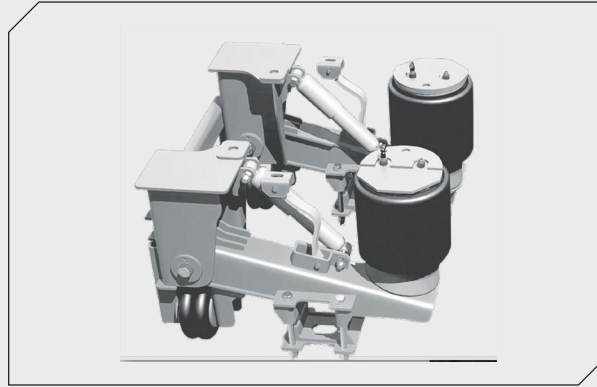
JAI's Product Portfolio



JAI's Product Portfolio



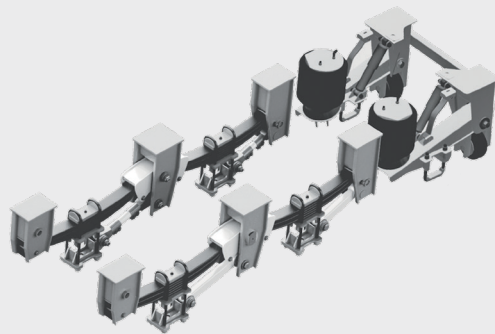
Bus Air Suspension



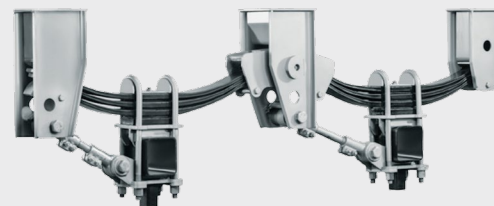
Trailer Air Suspension



Lift Axle



Trailer Mechanical and Air Suspension with Lift Axle



Trailer Mechanical Suspension

JAI's Product Portfolio



Agriculture Implements



Fertilizer Broadcaster



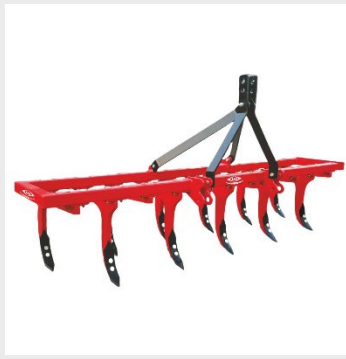
Fertilizer Broadcaster



Laser Land Leveller

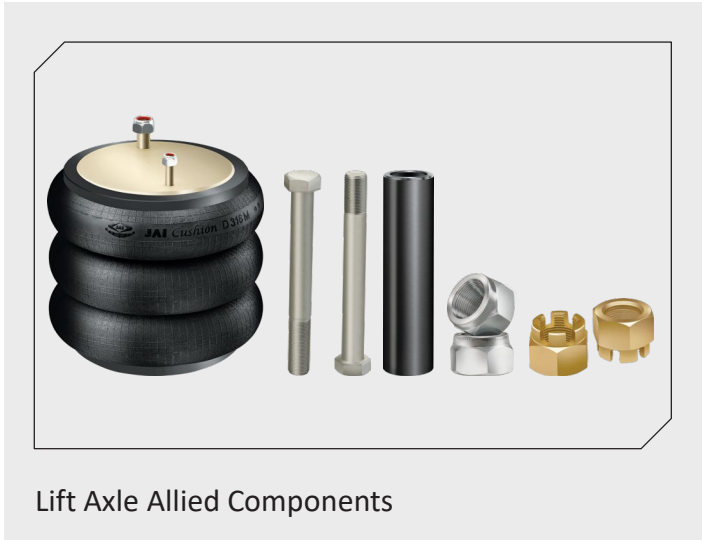
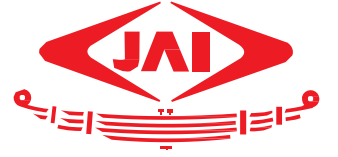


Rotavator

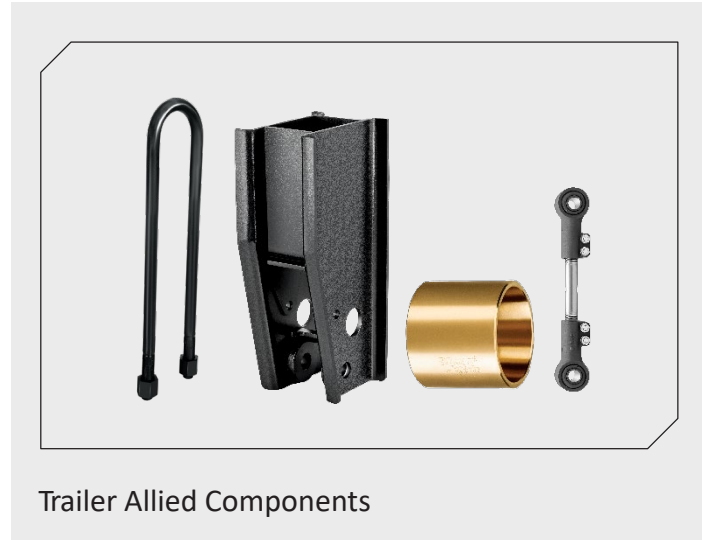


Cultivator

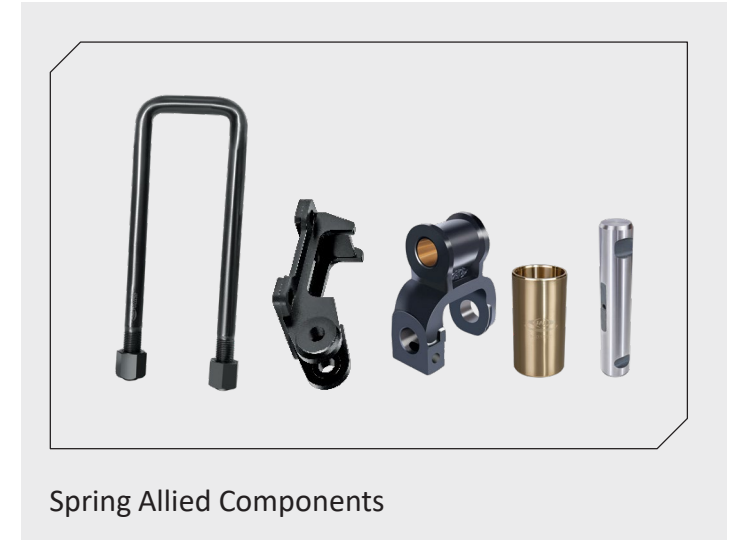
After Market India JAI's Product Portfolio



Lift Axle Allied Components

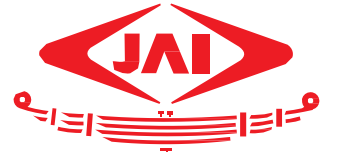


Trailer Allied Components

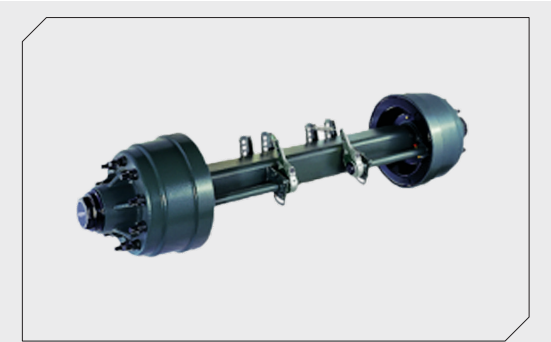


Spring Allied Components

After Market India JAI's Product Portfolio



Brake lining



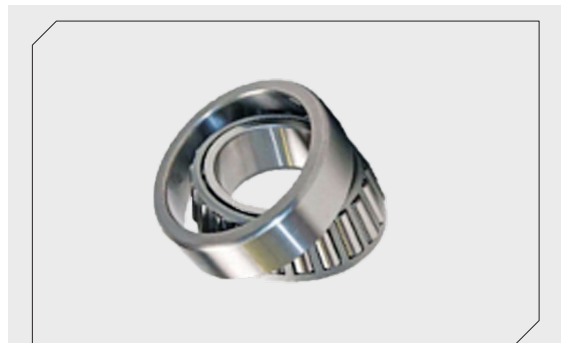
Trailer Axle



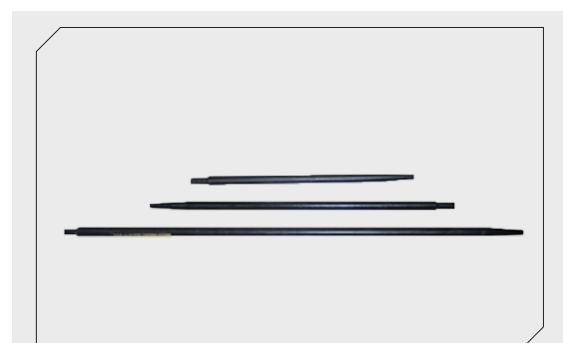
Water Pump



Clutch



Bearing

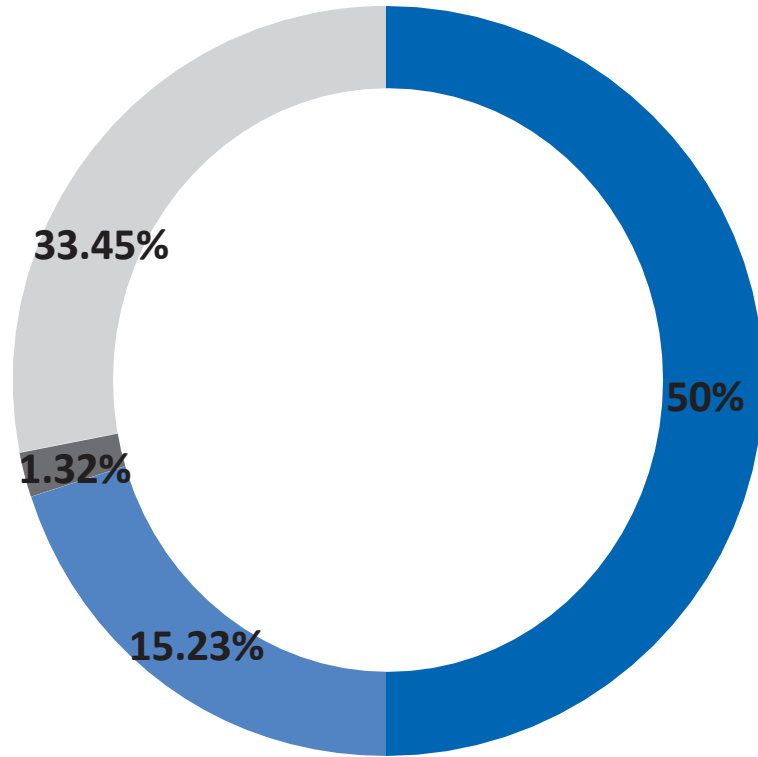


Jack Rod

Most of the products above are only traded

Jamna Auto Industries Limited ('JAI')

Shareholding Pattern as on 30th June 2024



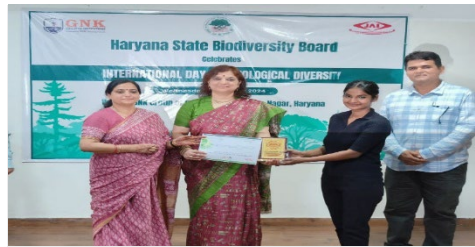
- Promoters
- Institutional investors

Categories	% Holding as on 30.6.2024	% Holding as on 31.3.2024
Promoters	50%	50%
Institutional Investors	15.23 %	14.81%
Bodies Corporate	1.32%	1.75%
Individual & Others	33.45%	33.44%
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.



Celebrated International Day of Biological Diversity in GNK institute, YNR



DEO, YNR inaugurated drinking water station in Govt. school, Chandpur, YNR



Jai Sponsored swimmer set a National Record in XXIII-National Para Swimming Championship.



Conducted Eye check-up camp in Faizpur, YNR



Contributing to the Society



Environment

- Planted 200 saplings on the occasion of World Environment Day in Delhi, Yamuna Nagar, Malanpur & Pant Nagar.
- Celebrated World Earth Day by organising awareness activities like poster making rally and cleanliness drives.
- Distributed 2250 jute bags among beneficiaries to reduce plastic use in Delhi, Pillaipakkam, Delhi. YNR & Pune .
- Celebrated International Day of Biological Diversity, by awarding organic farmers and creating awareness lectures by Chief Conservator of Forests and DFO, Yamuna Nagar.
- Produced 500 kg vermin-compost in YNR & Jamshedpur.



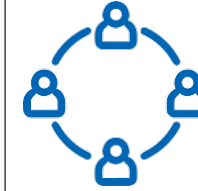
Education

- Installed 04 water coolers in adopted Govt. schools in Yamuna Nagar.
- Gifted 05 computers to public library in Police line, YNR.
- Total 39 female were trained in advance stitching and tailoring course in Yamuna Nagar.
- Set-up a new Sewing Training Centre for 55 female trainees in Gandhi Nagar, Yamuna Nagar



Sports

- Sponsored monthly diet to 15 sportspersons in YNR, Mohali and Jamshedpur.
- 25 children under training in Jamna Archery Academy, Jamshedpur.
- Celebrated World Yoga Day in skill training and NFE centers to mark health and fitness.
- Our Sponsored swimmer Tejas N. set a National Record in the XXIII-National Para Swimming Championship.



Community Reach

- More than 5000 people sensitized on occasion of World No Tobacco day by creating awareness sessions by experts, film shows, oral screening camps etc. at various locations.
- 220 nutrition kits were distributed to anemic girls & pregnant women in Yamuna Nagar & Chennai.
- Screened 121 people in eye check-up camp and distributed medicines & 100 spectacles to the needy patients in Yamuna Nagar.
- Served food to more than 500 migrant labor and orphan children every month in YNR.
- Financially supported to 04 BPL families for daughters marriage.
- Distributed monthly pension to 119 sr. citizens, widow and PwD's in Yamuna Nagar.





Thank You
