



**Jamna Auto Industries Ltd.**

February 12, 2020

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai- 400001 Maharashtra

**BSE Code: 520051**

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E)  
Mumbai - 400 051, Maharashtra  
**NSE Code: JAMNAAUTO**

**Subject–Presentation on the financial results for third quarter of Financial Year 2019-20**

Dear Sir,

Pursuant to the requirements of Regulation 30 and Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation pertaining to the financial results for third quarter of Financial Year 2019-20.

Kindly take the above information on record.

Thanking you,

Yours faithfully,

**For Jamna Auto Industries Limited**

  
**Praveen Lakhera**

**Company Secretary & Head-Legal**



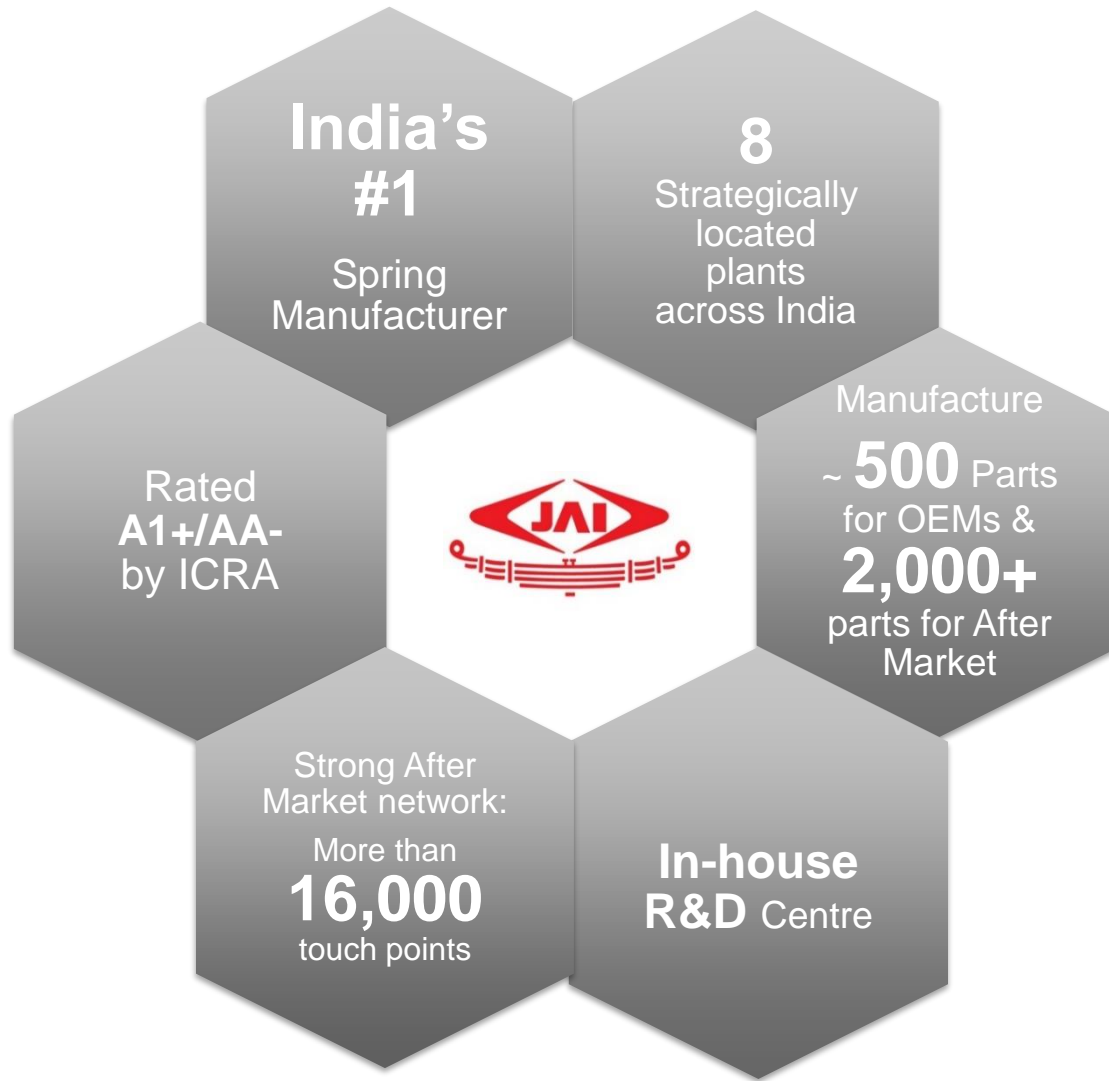
Encl: As above



# Jamna Auto Industries Ltd.

Investors' Presentation  
Q3 FY'20

# Company Overview



*Jamna Auto Industries Limited is referred to as "JAI" hereafter*

## Expand Locations

### Manufacturing Plants

- Yamuna Nagar
- Malanpur
- Chennai 1- Leaf Spring
- Chennai 2- Suspension
- Jamshedpur
- Pune
- Hosur

### Assembly Plant

- Pant Nagar\*

### New Locations

- Indore\*
- Adityapur\*

\*Under subsidiaries of Jamna

## Diversify Products

### Existing Products

- Leaf Spring
- Parabolic Spring
- Lift Axle
- Air Suspension
- Trailer Suspension

### Products in the pipeline

- Stabilizer Bar
- Z Springs
- U Bolt

## De-risk Markets

### Existing Markets

- OE India
- AM India
- AM Exports
- OE Exports

## Key Strengths

Team of expert, innovative, self driven people

Best in class manufacturing facilities

Largest Supplier to Tata, Leyland & Daimler

Prudent financial management policies

## Operational Goals

## Financial Goals

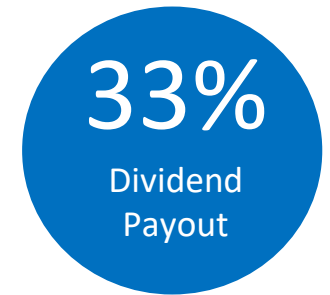
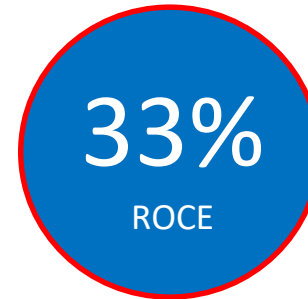
Product De-risking

Diversifying Markets

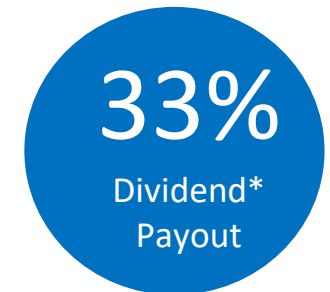
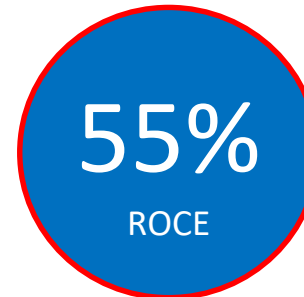
Maximizing Returns

Value Creation

GOALS



ACHIEVED  
FY'19



*\*9<sup>th</sup> consecutive year of dividend payout*

# JAI's OEM Customers



## Existing Products

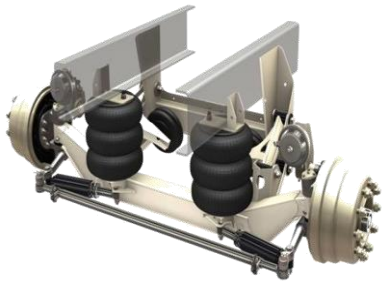
**Conventional Leaf Spring**



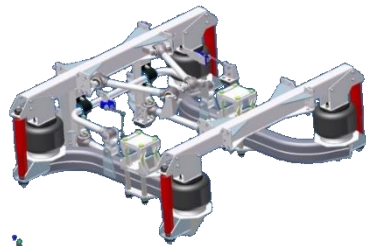
**Parabolic Leaf Spring**



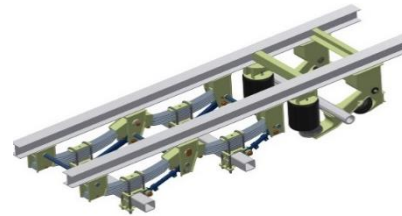
**Lift Axle**



**Air Suspension**



**Trailer Suspension**



## Upcoming Products

**Stabilizer Bar**



**Z Spring**

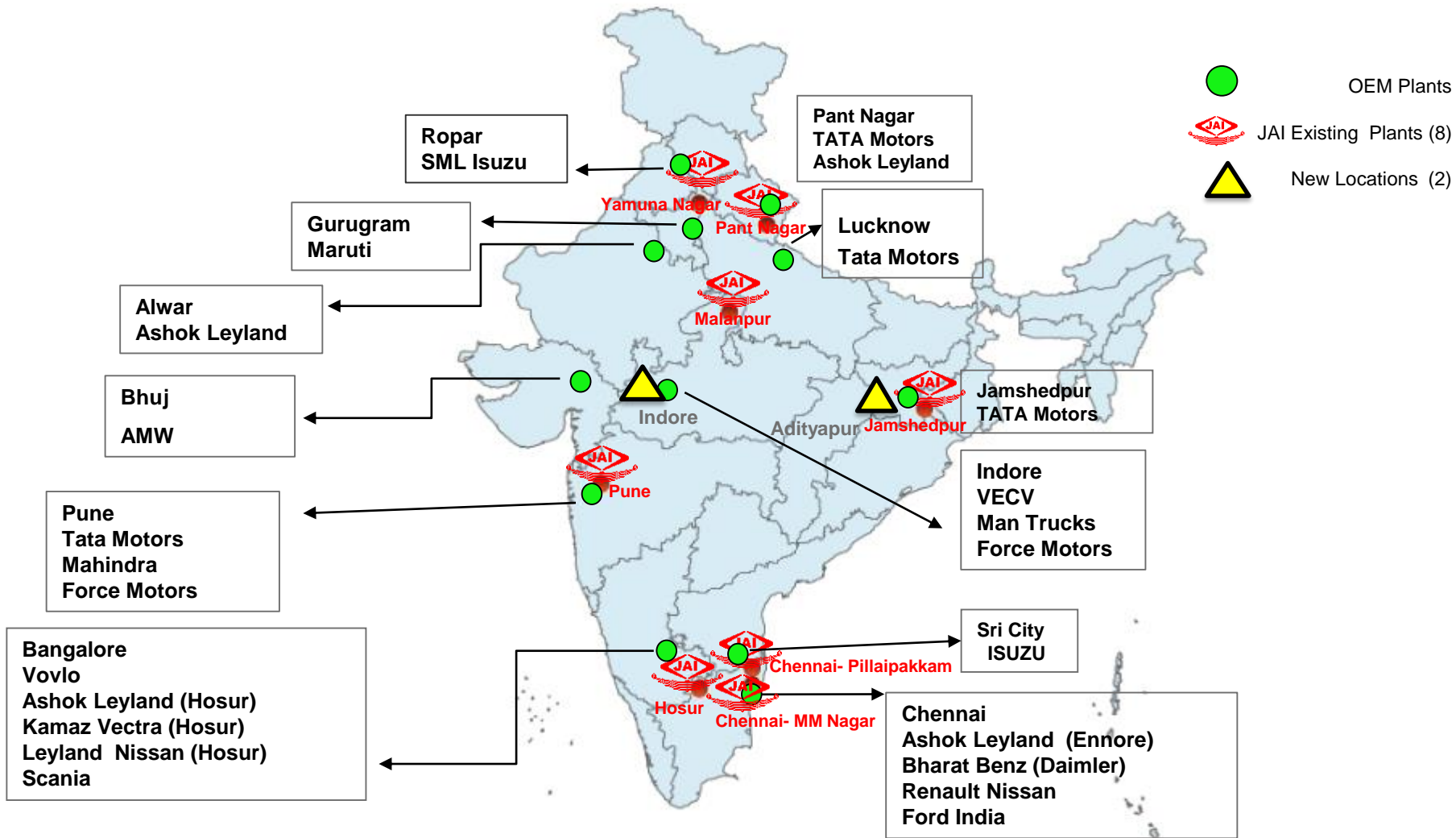


**U Bolt**



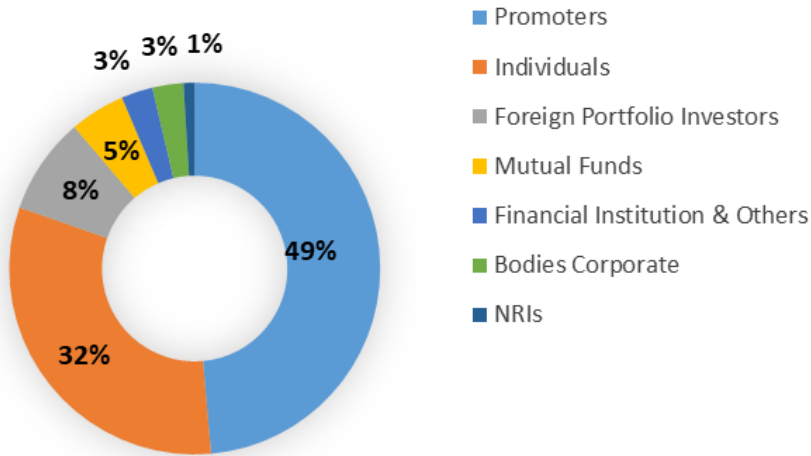


# JAI's Plants: Strategically located across CV hubs



Map Source: as available on [www.surveyofindia.gov.in](http://www.surveyofindia.gov.in) dated 17.02.2017  
The Map is for illustrative purpose only

## Category Wise Breakup



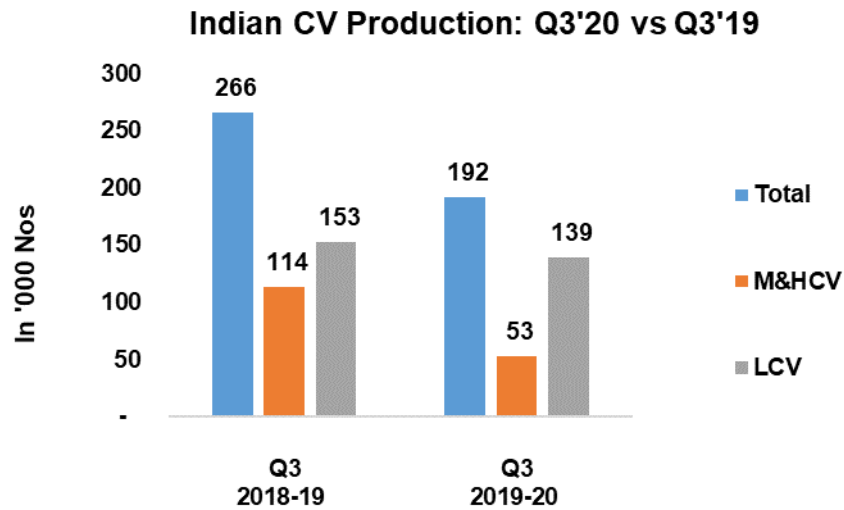
Categories	% Holding
Promoters	49%
Individuals	32%
Foreign Portfolio Investors	8%
Mutual Funds	5%
Financial Institution & Others	3%
Bodies Corporate	3%
NRIs	1%
<b>Total</b>	<b>100%</b>

# Industry Highlights

- Global economic growth downgraded for period ranging from 2019 to 2021 due to negative surprises from emerging economies like India, according to IMF World Economic Outlook.
- CV Sector impacted by demand slowdown because of weak sentiment in Indian industry, liquidity stress, inventory liquidation by OEMs due to BS VI.
- M&HCV production declined by 53% YoY quarter in Q3'20 resulting in 53% drop in JAI's turnover.

## Decline in the CV Industry

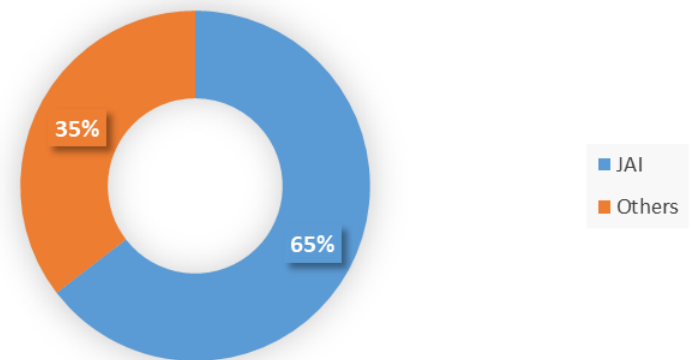
- Total CV production declined by 28% YoY
- M&HCV production saw a decline of 53% YoY



Data Source- SIAM + Internal

## JAI's market share at 65% for the quarter

### Market Share - OEM India



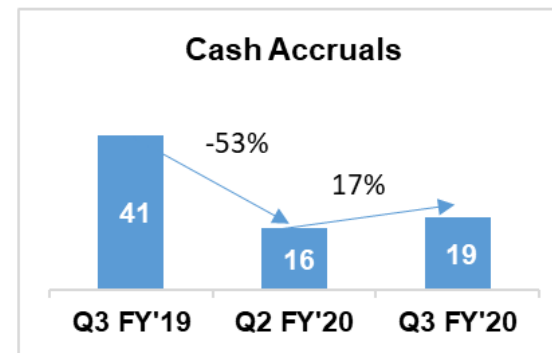
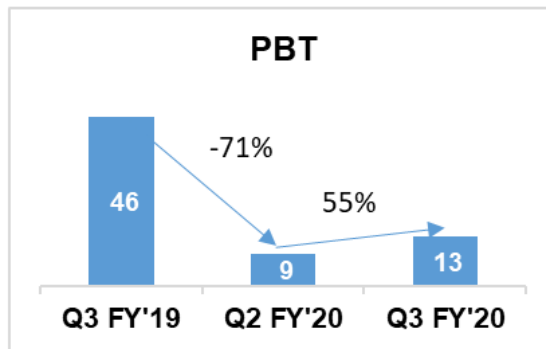
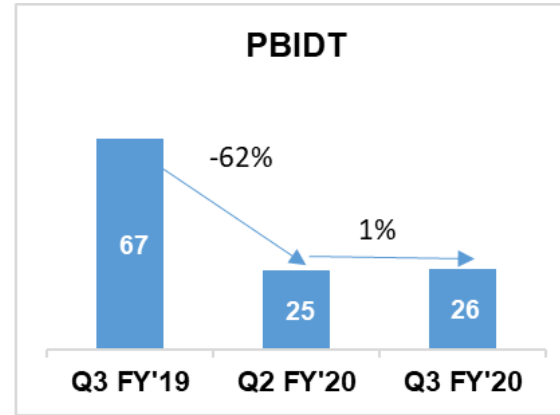
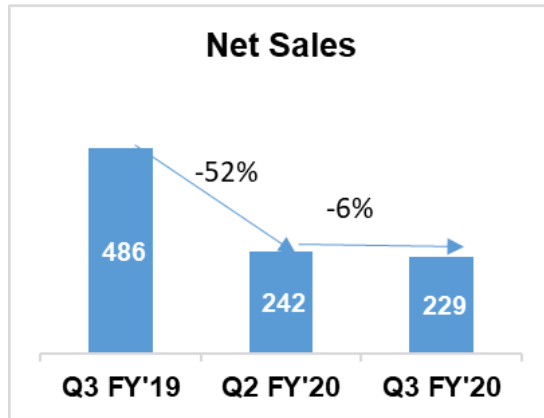
Data Source- Internal

# Financial Updates

# Key Financial Trend



All Figures in Rupees Crore



Recovery in margins despite drop in Net Sales in Q3'20 vis-à-vis Q2'20

Cash Accruals: PAT+ Depreciation

# Financial Result – Q3 FY'20



All Figures in Rupees Crore

Revenue and Profitability Indicators`						
Particulars	2018-19	2019-20	2018-19	2019-20	% Growth	% Growth
	12M	Q3	Q3	Q2	Q3 FY'20 Vs Q3 FY'19	Q3 FY'20 Vs Q2 FY'20
Net Sales	2,135	229	486	242	-53%	-6%
PBIDT	287	26	67	25	-62%	1%
Operating Margin	241	16	55	15	-70%	8%
PBT	215	13	46	9	-71%	55%
PAT	137	10	29	6	-65%	58%
Cash Accruals	184	19	41	16	-53%	17%
PBDITA Margin (%)	13.4%	11.2%	13.8%	10.4%		
Operating Margin (%)	11.3%	7.2%	11.3%	6.3%		
PBT (%)	10.1%	5.9%	9.5%	3.6%		
PAT (%)	6.4%	4.4%	5.9%	2.6%		

Cash Accruals: PAT+ Depreciation

Key Capital indicators			
Particulars	Q3'20	Q3'19	Q2'20
TOL/TNW	0.6	1.3	0.7
Debt to Equity	0.1	0.1	0.1



## CSR Achievements in Q3 FY'20:

**Environment:** Sensitized our beneficiaries on plastic hazards and distributed 5250 jute bags and glass bottles.

**Education:** Awarded JAI Scholarship to 545 needy and meritorious students in YNR & Delhi to continue excel in study.

### Sports:

- Shivam Saini our sponsored weightlifter won Gold in "All India Railway Weightlifting Chamionship-2019"
- Sachin Gupta our sponsored player won Gold & Silver in "All India Inter University Archery Championship -2019.
- Ms. Gifita Angelin.S our sponsored players from Chennai won Gold in Karate Championship- 2019 held in Sri Lanka.

### Community Service :

- 130 trainees successfully completed their advance course in sewing & computer training in Delhi, Gurgaon & Yamuna Nagar. Distributed 62 sewing machines to needy women in Yamuna Nagar to help them to start support their family income in village Faizpur, Yamuna Nagar.
- Celebrated "World Sr. Citizen's Day-2019" to facilitate sr. citizens in Jamshedpur, Hosur, Chennai & Gurgaon by organizing cultural events, health check-up camps & counselling sessions.



Educating next generation on environment management



Awarding JAI Scholarship to meritorious student on occasion of Children's Day.



Ms. Gifita Angelin.S our sponsored players from Chennai won Gold in Karate Championship- 2019 held in Sri Lanka.



Sewing Machine distribution to needy women in village Faizpur, Yamuna Nagar..

### **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 within 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