



**Jamna Auto Industries Limited  
Press Release  
Q4 FY21 Results**

**Highlights for the Q4FY21:**

- Net Sales : INR 484 Crores (Up 41% QoQ, Up 104% YoY)
- EBIDTA : INR 75 Crores (Up 43% QoQ, Up 131% YoY)
- PBT : INR 64 Crores (Up 53% QoQ, Up 223% YoY)
- PAT : INR 48 Crores (Up 58% QoQ, Up 330% YoY)

EBIDTA Margins up by 23 bps QoQ, Up 182 bps YoY

PBT Margins up by 103 bps QoQ, Up 485 bps YoY

**Highlights for the 12M FY21**

- Net Sales : INR 1079 Crores (Down 4% YoY)
- EBIDTA : INR 142 Crores (Up 9% YoY)
- PBT : INR 101 Crores (Up 41% YoY)
- PAT : INR 73 Crores (Up 52% YoY)

EBIDTA Margins Up by 165 bps

PBT Margins Up by 300 bps

**Debt Position:** The Company has become debt free as of 31<sup>st</sup> March 2021.

**Cash Position:** Surplus INR 41.1 Crore

**Net Debt Position:** INR (41.1) Crore

- The Company has able to achieve the same due to efficient working capital deployment and conserving cash accruals.



## Jamna Auto Industries Ltd.

- **Sales-Product Mix :**

	Q4 FY21	FY'21	FY'20
Conventional Springs	64%	66%	68%
New Products	36%	34%	32%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

- **Sales-Market Mix:**

	Q4 FY21	FY'21	FY'20
OEM	77%	71%	76%
New Markets	23%	29%	24%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

### **Commentary:**

M&HCV production in FY'21 Decreased by 23% YoY to from 233,979 units in FY'20 to 181,303 in FY'21 (source: SIAM data).

**Other Communication:** The Board has recommended final dividend of Rs. 0.50 per equity share subject to approval of members of the Company. The Company has already paid an interim dividend of Rs. 0.25 per share during FY'21. The total dividend payout would be Rs 0.75 per equity share (41% pay-out on 12 month's period) for the FY'21.

***Cautionary Statements:** Statements in this Press Release describing the company's objections, projections, estimates, expectations or predictions may be forward looking statements within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include demand supply conditions, raw material and other input prices, cyclical demands and pricing in the markets, change in government regulations, tax regimes, economic development/conditions in the country and other factors such as litigation and labor negotiations.*

*The company assumes no responsibility to publicly amend, modify or revise any forward looking statement on the basis of any subsequent development, information or events or otherwise.*

### **About Jamna Auto Industries Ltd** (BSE code: 520051) (NSE code: JAMNAAUTO)

Jamna Auto Industries is India's market leader in automotive suspension solutions. We are the second largest player in the world in multi-leaf springs. The manufacturing facilities are located at Yamuna Nagar (Haryana), Chennai (Tamil Nadu), Hosur (Tamil Nadu), Pillaipakkam (Tamil Nadu), Malanpur (Madhya Pradesh), Pune (Maharashtra) and Jamshedpur (Jharkhand) and a plant at Pant Nagar (Uttarakhand) of Jai Suspension Systems LLP, in which Jamna Auto is a major partner.

For Further Information please contact:

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CFO

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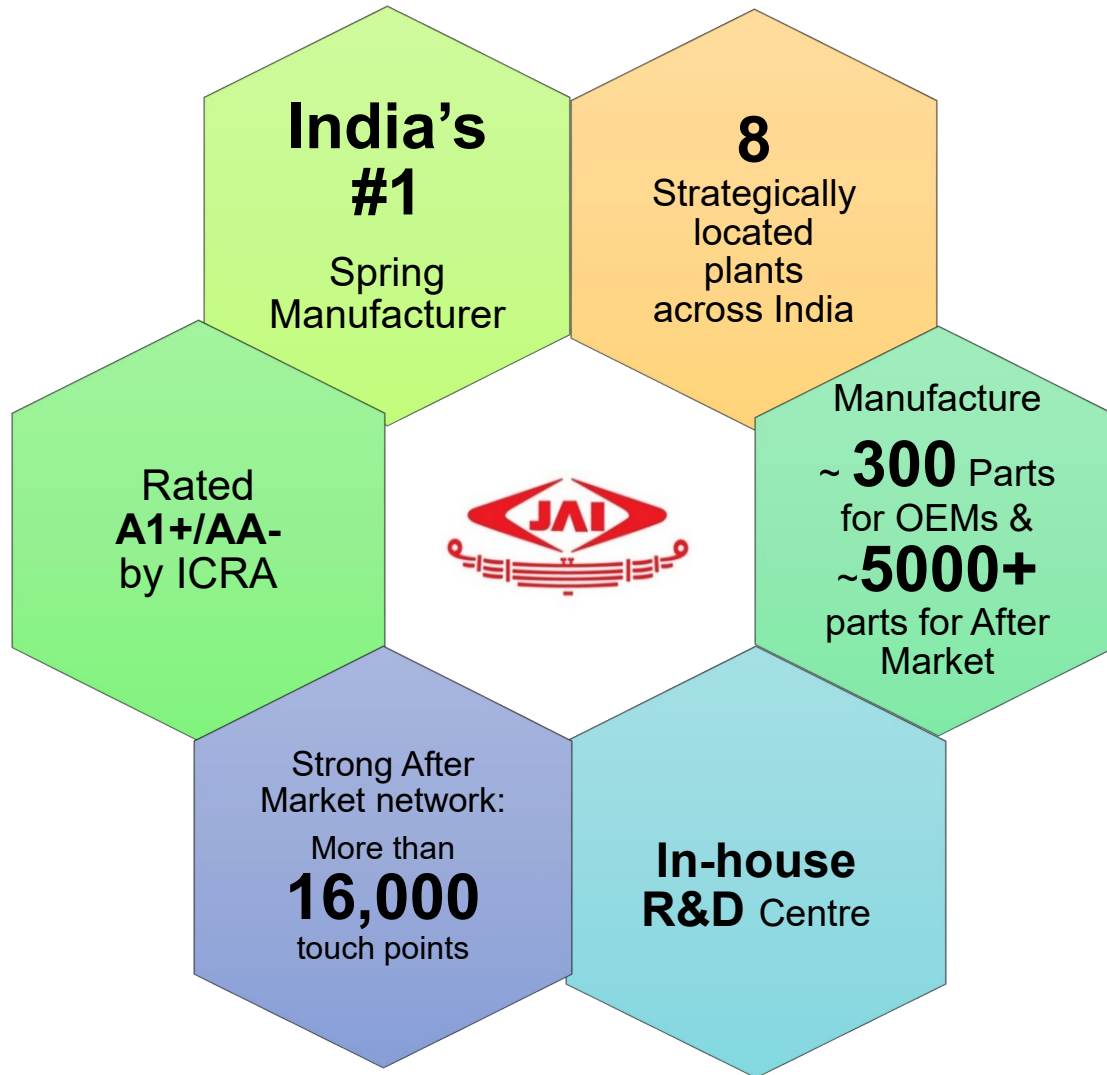
Jamna Auto Industries Limited



# Jamna Auto Industries Ltd.

Investors' Presentation  
Q4 FY'21

# 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\*
- Pant Nagar 2 -Machining Plant\*

\*Under subsidiaries of Jamna

## Diversify Products

- Leaf Spring
- Parabolic Spring
- Lift Axle
- Air Suspension
- Trailer Suspension
- Stabilizer Bar
- Z Springs
- Spring Allied Components
- Lift Allied Components

### New Product in Offering:

- Machining Products

*\*Some of the products above are only traded*

## 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 TML, ALL , DICV , VECV

Prudent financial management policies



## Operational Goals

## Financial Goals

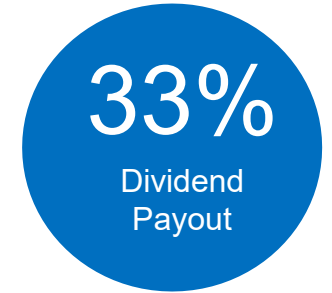
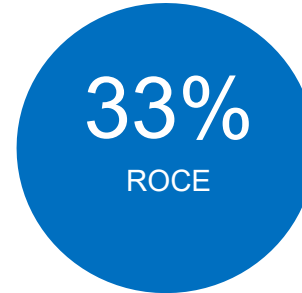
GOALS

Product De-risking

Diversifying Markets

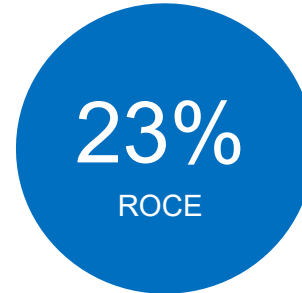
Maximizing Returns

Value Creation



ACHIEVED

FY'21



*\*11<sup>th</sup> consecutive year of dividend payout*



# JAI's OEM Customers





# JAI's Product Portfolio



Conventional Leaf Spring



Parabolic Leaf Spring



Z Spring



Spring Allied Products

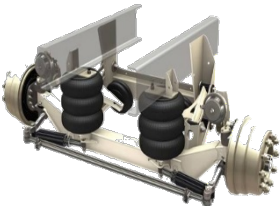
Stabilizer Bar



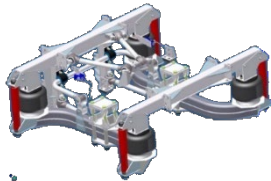
Hanger Shackle



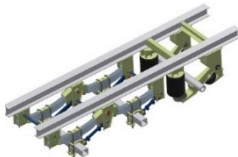
Lift Axle



Air Suspension



Trailer Suspension



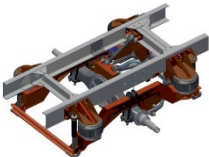
U Bolt



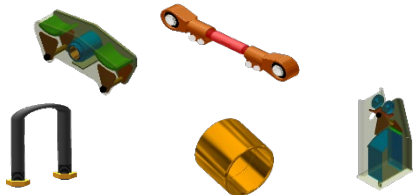
Spring Pin



Bus Air Suspension



Trailer Allied Products



Lift Axle Allied Products



Centre Bolt



Bush

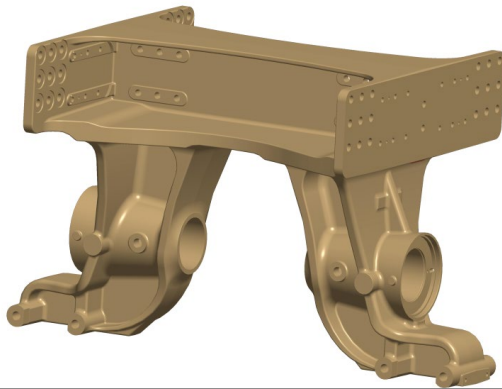


Future ready for growth...

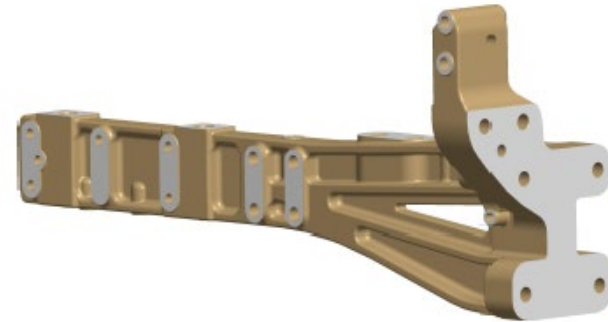


## Launching New Machining Products

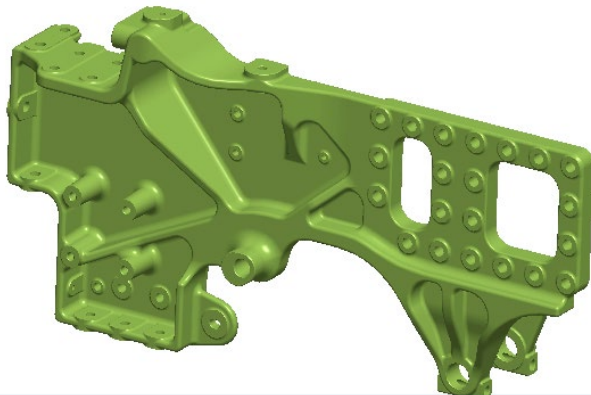
Bogie



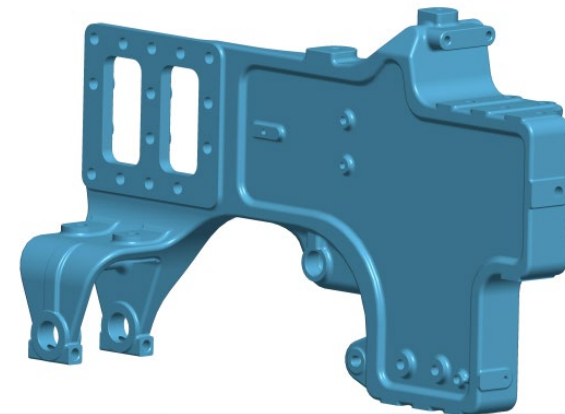
ATS



Nodo

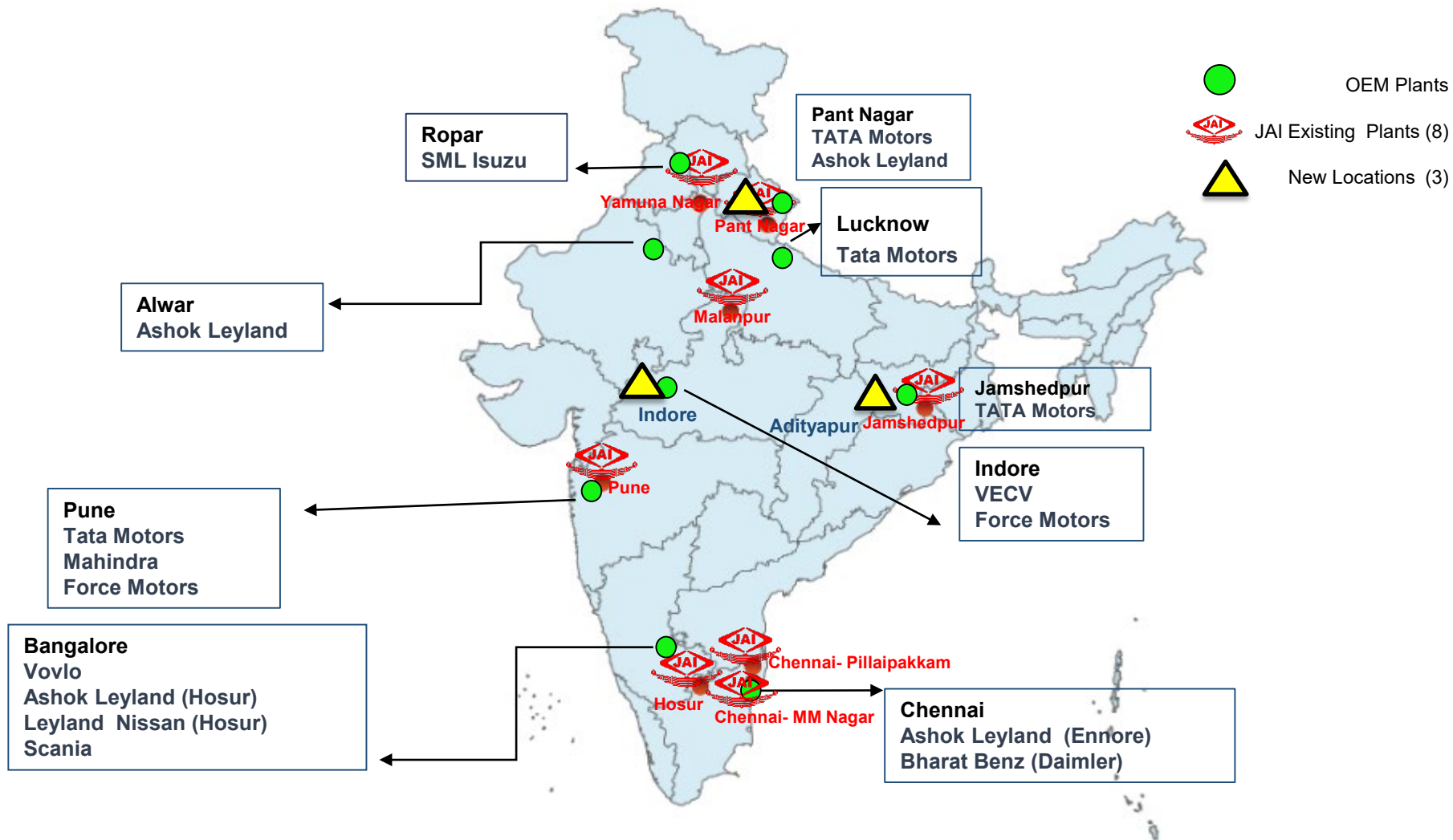


Eco Nodo



**A New Manufacturing Facility is being set up at Pant Nagar , Uttarakhand (Under Subsidiary) for these Machining Products in FY 21-22**

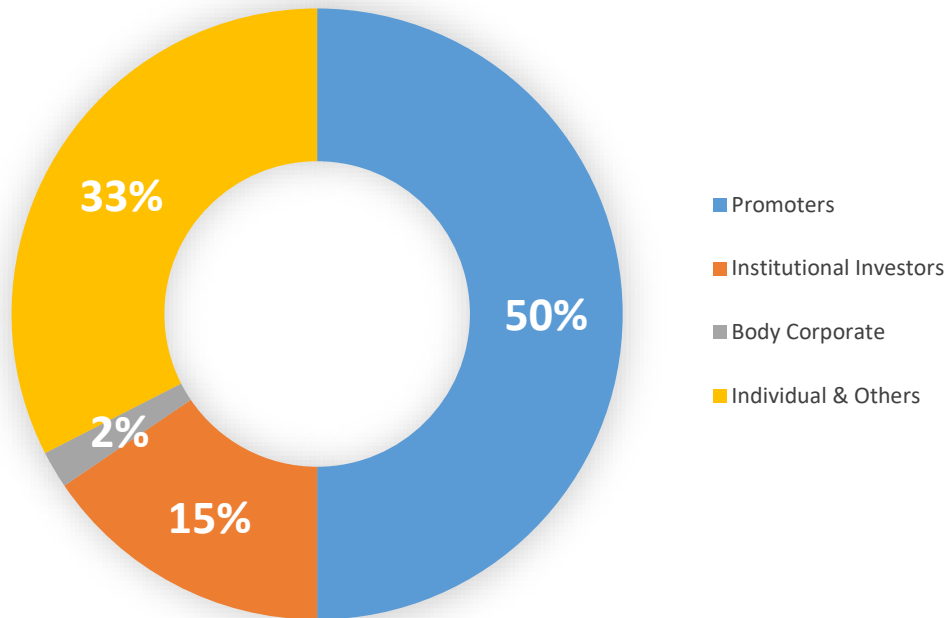
# JAI's Plants: Strategically located across CV hubs



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



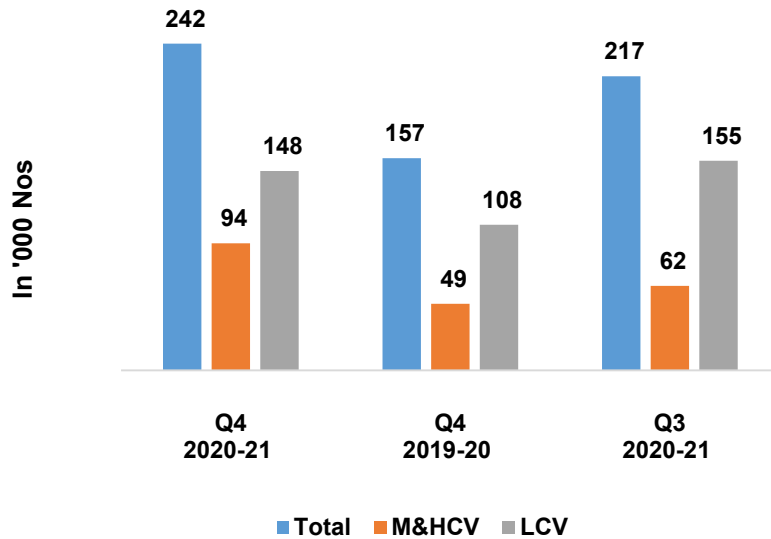
Categories	% Holding 31.03.21	% Holding 31.03.20
Promoters	50.0%	48.9%
Institutional Investors	15.5%	13.1%
Bodies Corporate	2.0%	4.3%
Individual and Others	32.5%	33.7%
Total	100.0%	100.0%

# Industry Highlights

## Improvement in the CV Industry

- Total CV production increased by 54% YoY
- M&HCV production saw an increase of 91% YoY

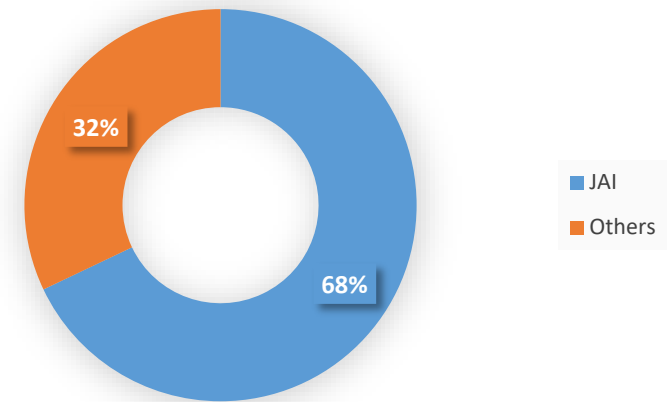
## Indian CV Production



Data Source- SIAM + Internal

## JAI's market share at 68% for the quarter

### Market Share - OEM India



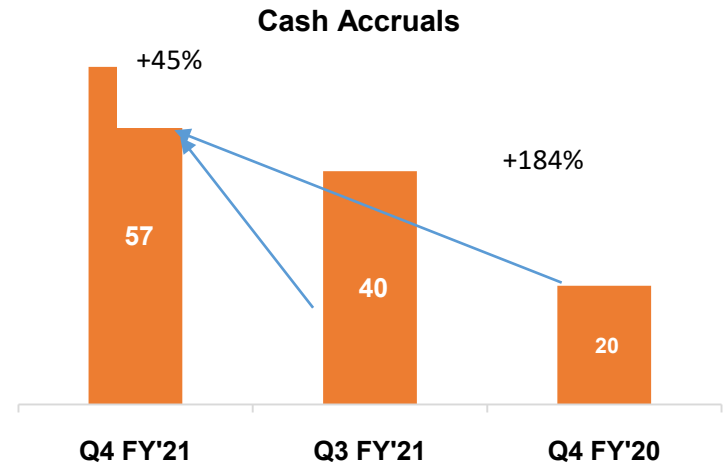
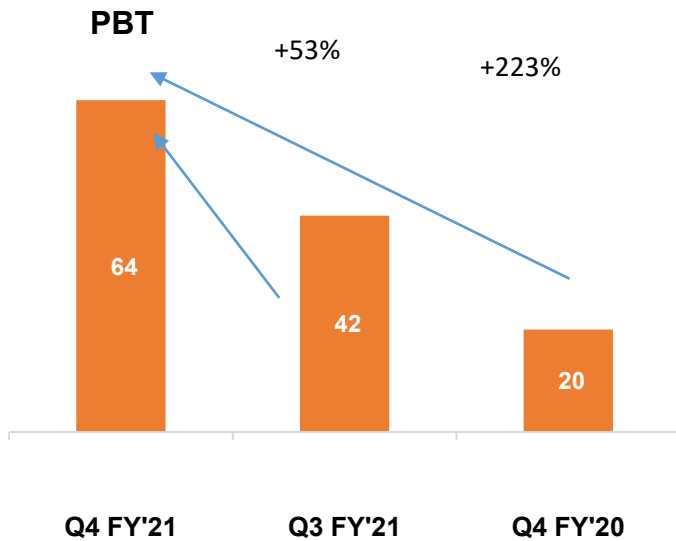
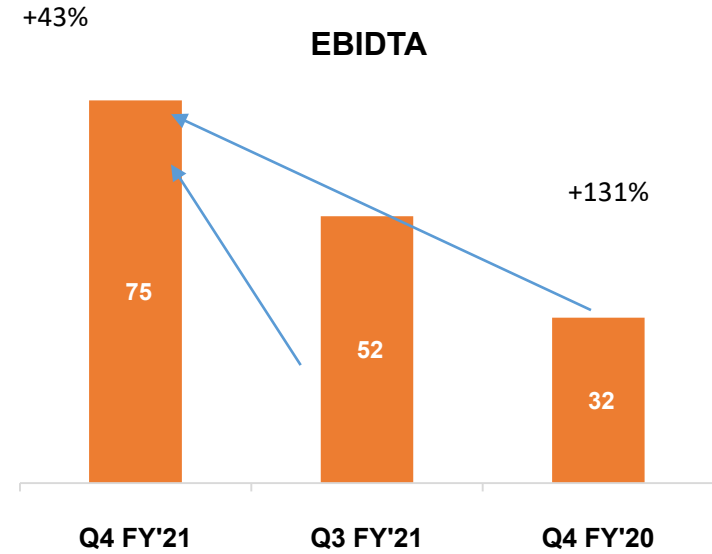
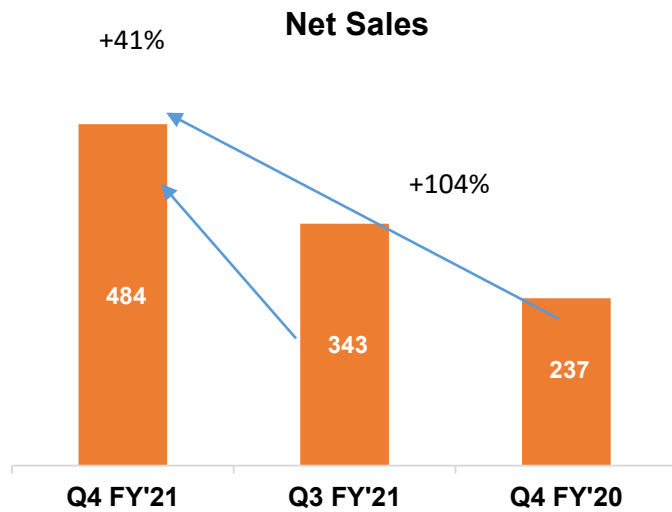
Data Source- Internal

# Financial Updates

# Financial Trends (QoQ)



Figures in Rupees Crore,  
trends in %



Cash Accruals: PAT+ Depreciation



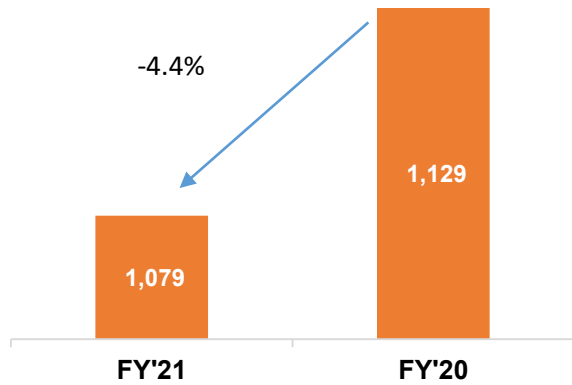


# Financial Trends (YoY)

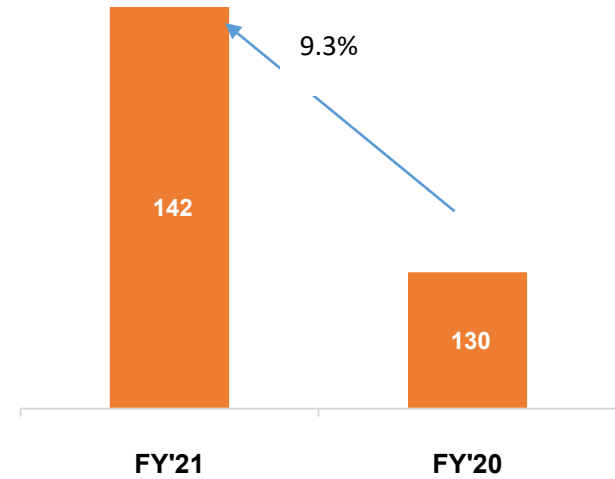


Figures in Rupees Crore,  
trends in %

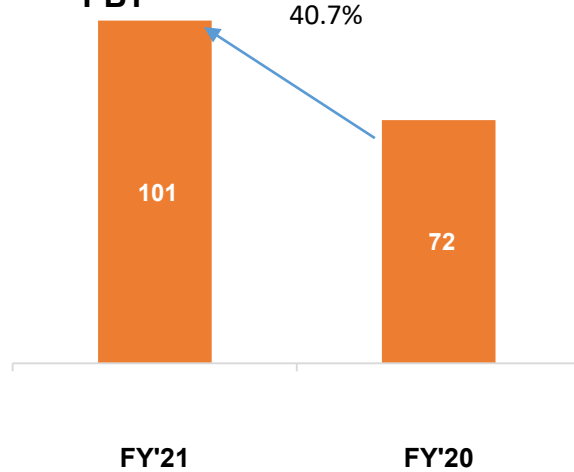
## Net Sales



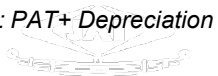
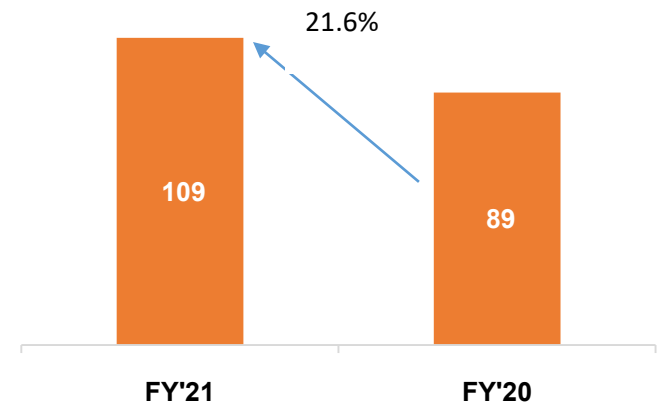
## EBIDTA



## PBT



## Cash Accruals



# Financial Result – Q4 FY'21



All Figures in Rupees Crore

Revenue and Profitability Indicators					
Particulars	2020-21	2020-21	2019-20	2020-21	2019-20
	Q4 31 <sup>st</sup> Mar'21	Q3 31 <sup>st</sup> Dec'21	Q4 31 <sup>st</sup> Mar'20	12 Months 31 <sup>st</sup> Mar'21	12 Months 31 <sup>st</sup> Mar'20
<b>Net Sales</b>	484	343	237	1,079	1,129
<b>EBITDA</b>	75	52	32	142	130
<b>PBT</b>	64	42	20	101	72
<b>PAT</b>	48	30	11	73	48
<b>EBIDTA (%)</b>	15.5%	15.3%	13.7%	13.2%	11.5%
<b>PBT (%)</b>	13.1%	12.1%	8.3%	9.3%	6.3%
<b>PAT (%)</b>	9.8%	8.8%	4.6%	6.8%	4.2%



## 1. Environment

- Planted & distributed 175 saplings to beneficiaries in Malanpur, Yamuna Nagar and Delhi.
- Installed 62 dustbins in government educational institutions and district prisons of Haryana to ensure a clean and disease-free premise by managing waste.

## 2. Education

- Awarded annual scholarships to 721 meritorious and needy students who belongs to economical weaker section of society.
- Encouraged meritorious students by gifting bicycles, laptop and tablets in government school of Malanpur, Yamuna Nagar and Jamshedpur.

## 3. Sports

- Sponsored 135 sportspersons for their diet, coaching and equipment in Haryana
- Sponsored 65<sup>th</sup> Man Greco Roman Style Wrestling National Championship held in Jalandhar, Punjab.
- Sponsored "District Body-Building Championship 2021" in Yamuna Nagar, Haryana.

## 4. Community Outreach

### a. Healthcare

- Facilitated 49 cataract surgery of needy people in District Yamuna Nagar.
- Installed 35 hand sanitizer dispensers in educational institutions to protect children from COVID 19 pandemic.

### b. Skill Development

- Distributed 22 sewing machine to needy women to encourage entrepreneurship.
- Started 2 new sewing centers in village Kalesar and Faizpur to train rural women.

### c. Support to destitute-

- 175 dry ration kits, face mask and sanitizer were distributed to migrant labor in Delhi during COVID 19 pandemic.
- Distributed JAI-Pension to 68 Sr. citizens, widows and PWDs.

### d. Women Empowerment

- 41 rural girls were trained in self-defense training in Malanpur.
- Almost 1050 women and children were made aware and sensitized on POSCO & POSH Act on occasion of International Women's Day in Yamuna Nagar.
- Inaugurated Swachha Vrindavan Abhiyan to make city clean & green in collaboration with Hare Krishna Movement, Vrindavan.



Installed dustbins in government institutions



Sponsored District Bodybuilding Championship-2021, Yamuna Nagar



Awarded meritorious students from government schools



Inaugurated Jamna sewing center in Kalesar village



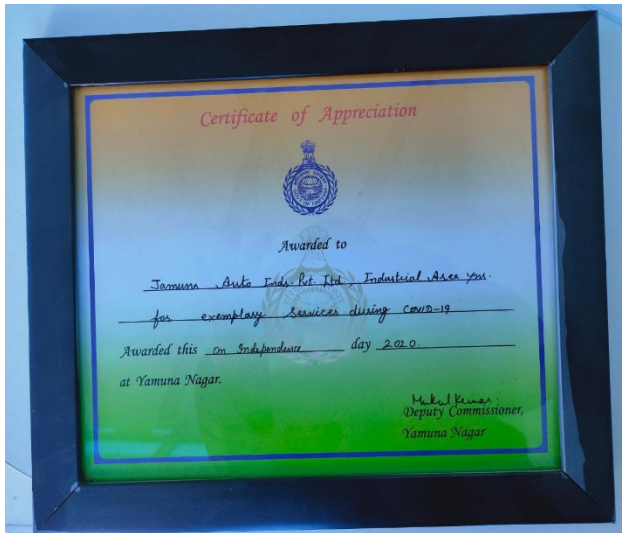
101 Most Influential Women



The Real Superwomen 2020 in Social Work Category



Mahatma Award 2020 for CSR Excellence



Certificate of Appreciation for COVID Relief Work in Haryana  
*Future ready for growth...*



### **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