



**Jamna Auto Industries Ltd.**

June 10, 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 fourth 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 fourth 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**

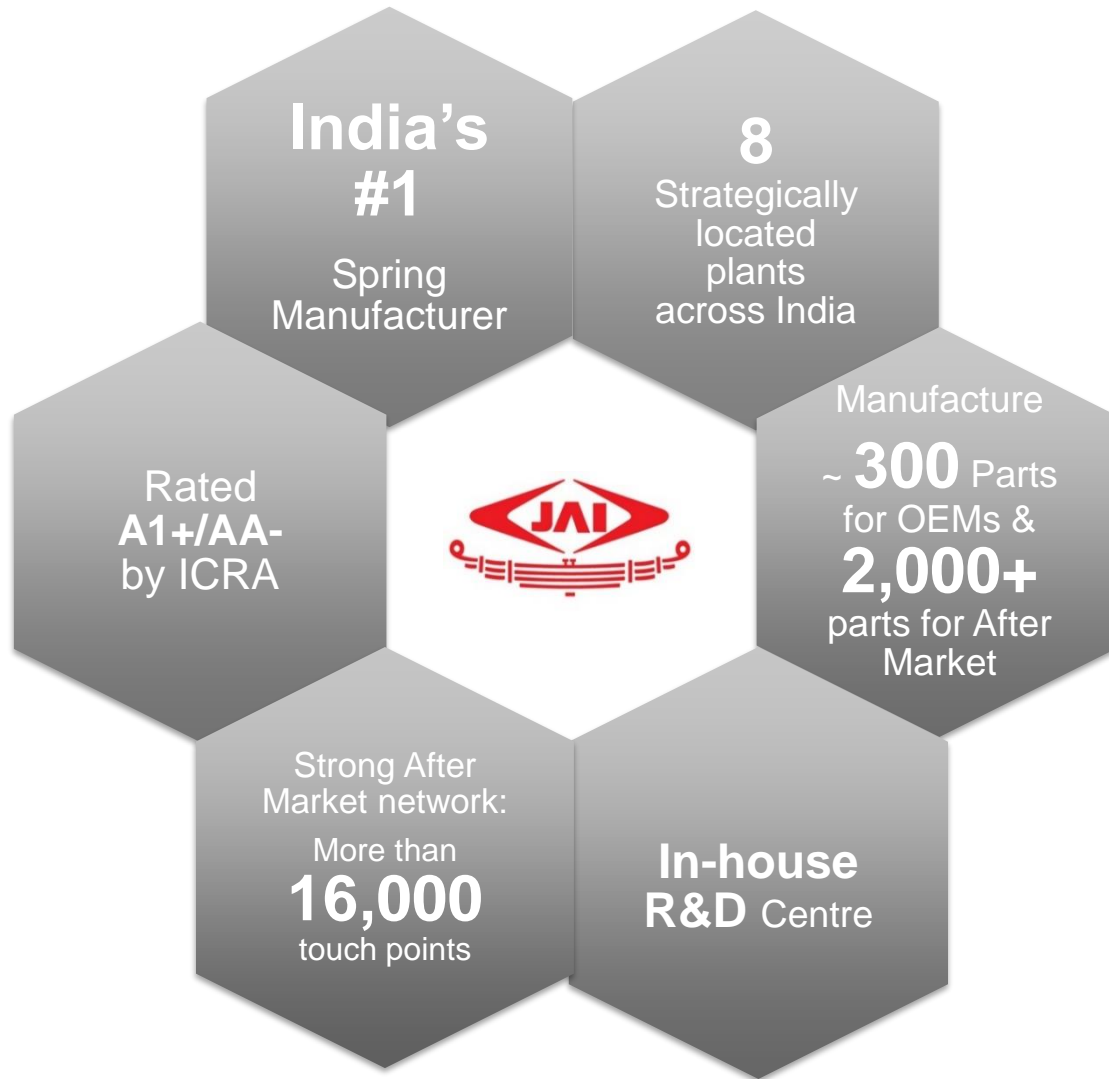
Encl: As above



# Jamna Auto Industries Ltd.

Investors' Presentation  
Q4 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

33%

Revenue from  
New Products

33%

Revenue from  
New Market

33%

ROCE

33%

Dividend  
Payout

ACHIEVED  
FY'20

32%

Revenue from  
New Products

24%

Revenue from  
New Market

16%

ROCE

40%

Dividend\*  
Payout

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

# JAI's OEM Customers



## Existing Products

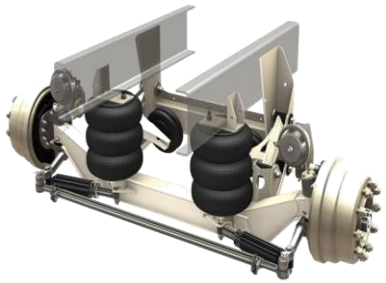
**Conventional Leaf Spring**



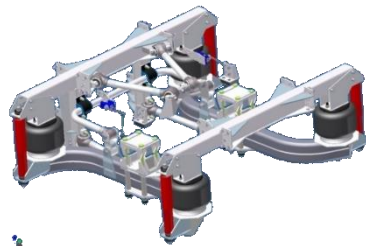
**Parabolic Leaf Spring**



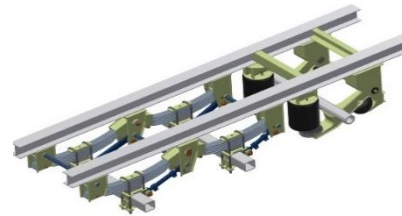
**Lift Axle**



**Air Suspension**



**Trailer Suspension**



## Upcoming Products

**Stabilizer Bar**



**Z Spring**

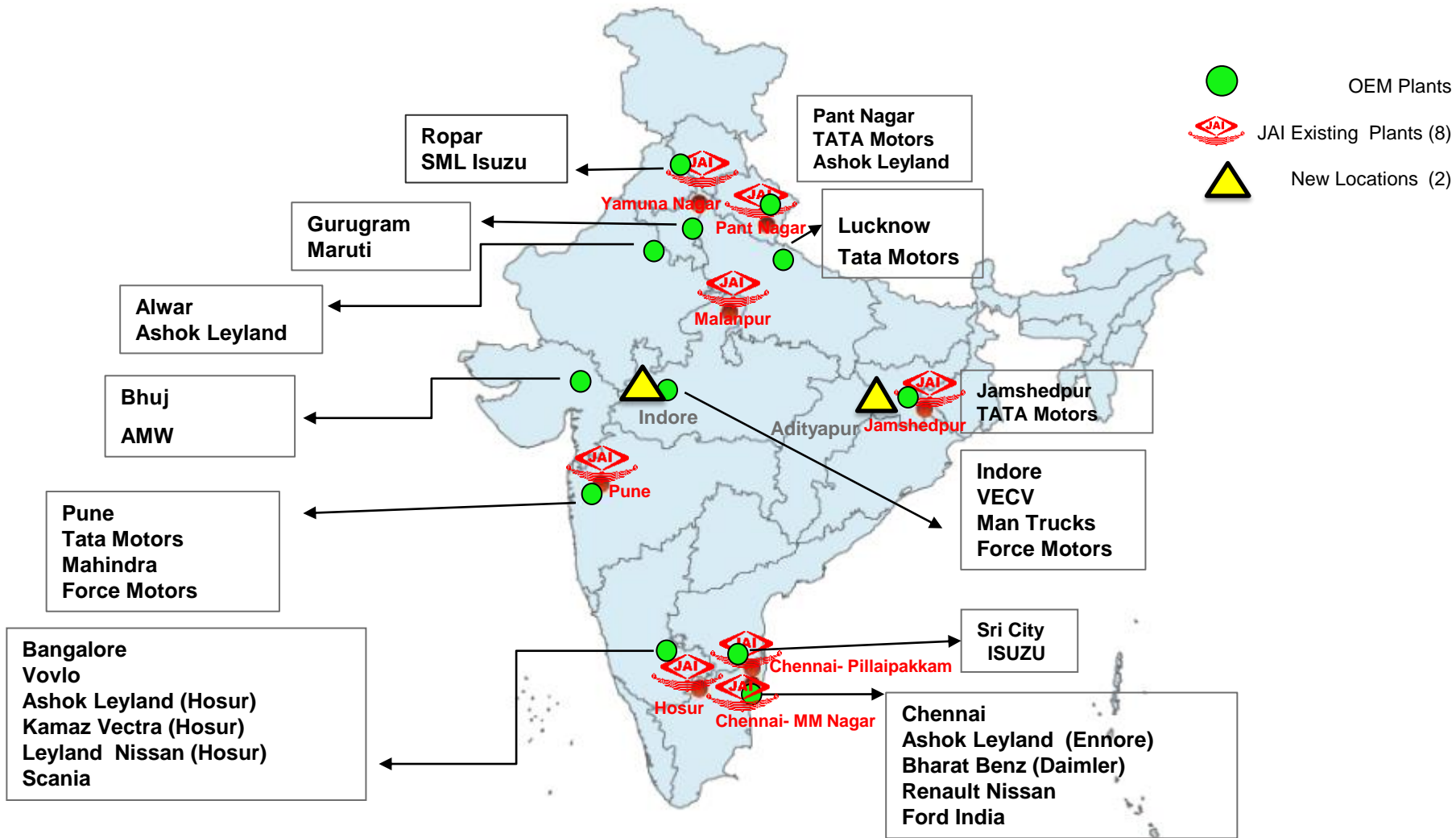


**U Bolt**





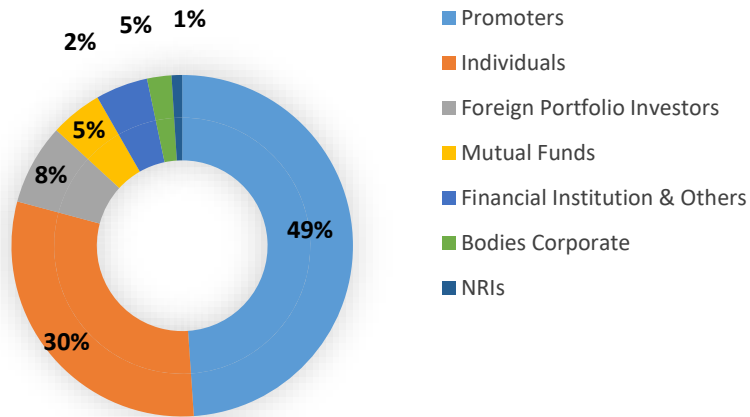
# JAI's Plants: Strategically located across CV hubs



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



## Category Wise Breakup



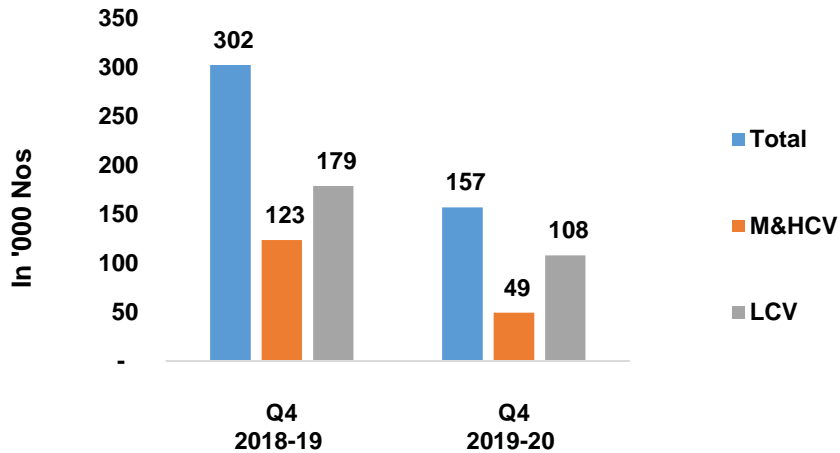
Categories	% Holding
Promoters	49%
Individuals	30%
Foreign Portfolio Investors	8%
Mutual Funds	5%
Financial Institution & Others	5%
Bodies Corporate	2%
NRIs	1%
<b>Total</b>	<b>100%</b>

# Industry Highlights

## Decline in the CV Industry

- Total CV production declined by 48% YoY
- M&HCV production saw a decline of 60% YoY

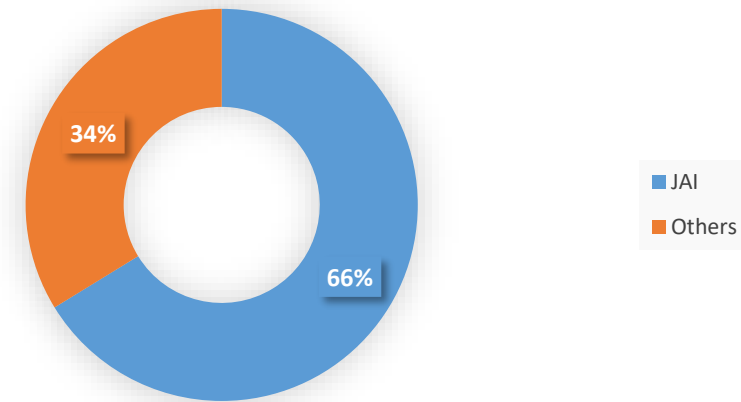
Indian CV Production: Q4'20 vs Q4'19



Data Source- SIAM + Internal

## JAI's market share at 66% for the quarter

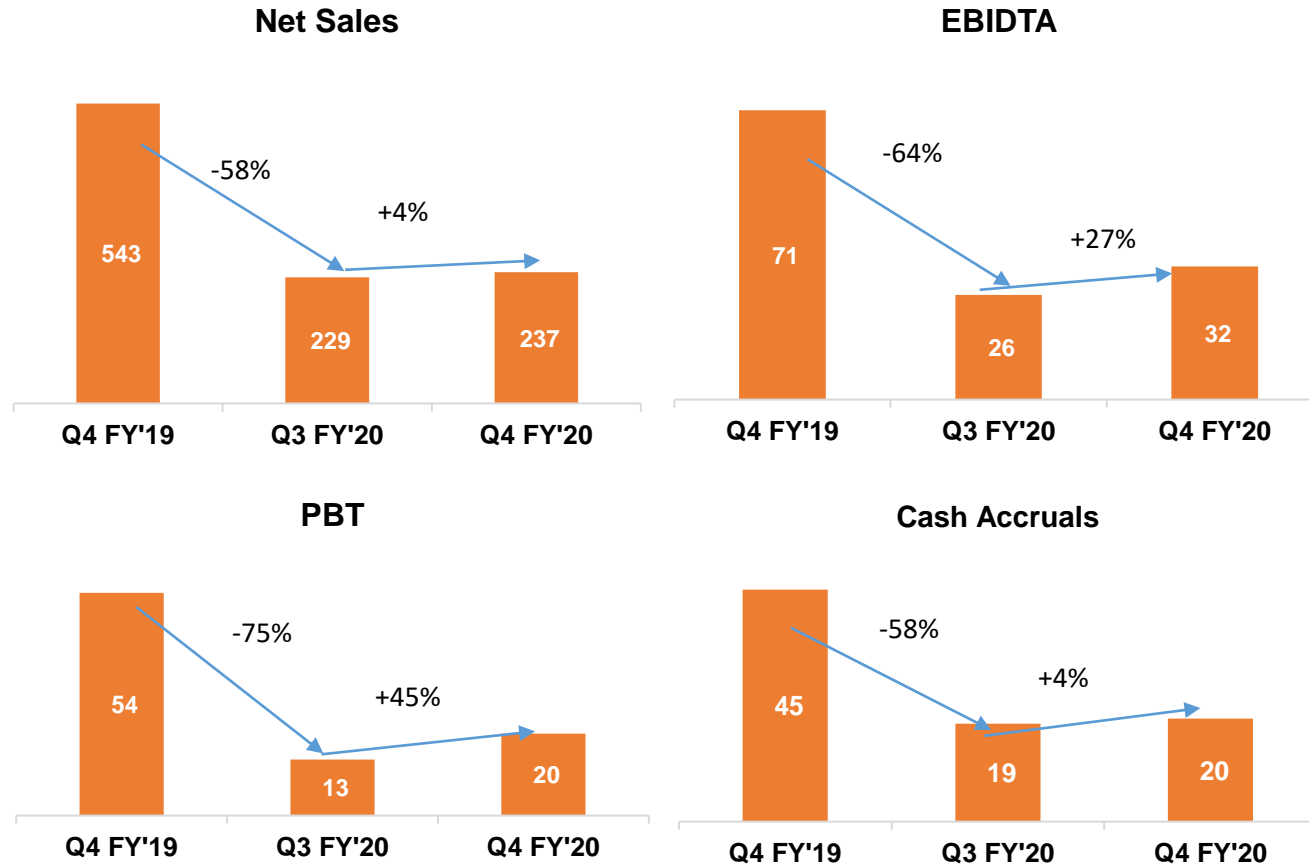
Market Share - OEM India



Data Source- Internal

# Financial Updates

Figures in Rupees Crore,  
trends in %



**Recovery in Sales and margins in Q4'20 vis-à-vis Q3'20**

Cash Accruals: PAT+ Depreciation

# Financial Result – Q4 FY'20



All Figures in Rupees Crore

Revenue and Profitability Indicators`						
Particulars	2019-20	2019-20	2018-19	2019-20	% Growth	% Growth
	12M	Q4	Q4	Q3	Q4 FY'20 Vs Q4 FY'19	Q4 FY'20 Vs Q3 FY'20
Net Sales	1,129	237	543	229	-56%	4%
PBIDT	130	32	71	26	-54%	27%
Operating Margin	89	23	58	16	-60%	42%
PBT	72	20	54	13	-63%	47%
PAT	48	11	33	10	-67%	10%
Cash Accruals	89	20	45	19	-56%	5%
PBDITA Margin (%)	11.5%	13.7%	13.0%	11.2%		
Operating Margin (%)	7.9%	9.8%	10.8%	7.2%		
PBT (%)	6.3%	8.3%	9.9%	5.9%		
PAT (%)	4.2%	4.6%	6.1%	4.4%		

Cash Accruals: PAT+ Depreciation

Key Capital indicators			
Particulars	Q4'20	Q4'19	Q3'20
TOL/TNW	0.8	0.9	0.6
Debt to Equity	0.1	0.1	0.1

## Major Achievements made in Q4 FY' 20:

**Environment-** Planted and gifted 850 saplings, distributed 250 jute bags to beneficiaries, created awareness on hazards of plastic use and waste management.

**Education-** Awarded scholarship to 42 needy students to pursue Digital Marketing course and basic school education. Improved quality of education in 8 Govt. schools by facilitating study materiel, music system, whitewash etc. in Jamshedpur, Gurgaon & Yamuna Nagar and sensitized approximately 2000 students in adopted schools on oral hygiene and distributed dental kit to all students.

**Sports-** Sponsored 16 sports person's training, diet and coaching, Supported "Archery Association of India "and Bodybuilding Championship in Yamuna Nagar to promote sports at local level.

### Community outreach

Sponsored blood donation camp in GNK College, total **182** units of blood donated by the students & staff members, 95 patients were screened in eye check-up camp in Faizpur village. Distributed medicines & spectacles to the needy ones, fed more than 17,500 poor people in Delhi, YNR and Chennai also distributed dry ration kits to 1150 families during Covid-19 pandemic in Delhi, YNR, JSR & Tamilnadu.





### **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