Jamna Auto Industries Ltd.

Q2 FY26-27

# INVESTOR PRESENTATION

India's Pioneer & Market Leader in Automotive Suspension Solutions

| BSE CODE | NSE SYMBOL | DATE |
| --- | --- | --- |
| 520051 | JAMNAAUTO | 14th Nov, 2026 |

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Jamna Auto Industries Ltd.

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# MANAGEMENT COMMENTARY

Jamna Auto Industries Ltd.

## Operations Performance and Cost Dynamics

The Indian commercial vehicle industry recorded its strongest-ever second quarter during Q2 FY 2026-27. According to SIAM, domestic commercial vehicle sales grew 34% year-on-year, with the medium and heavy commercial vehicle segment — where spring content is most prominent — growing 37%. Growth was supported by festive demand, improved affordability following the GST reforms and sustained infrastructure investment.

The Company's revenue performance was aligned with industry trends, particularly within the M&HCV segment.

Commercial settlement with our customers in respect of the steel and energy cost increases reported in the first quarter has been Completed..

## New Business

The Company has been awarded the stabilizer bar business by Daimler India Commercial Vehicles.. The award extend established customer relationships,.

## Dividend

Board of Directors has approved payment of interim dividend of Rs 1 per equity share.The Company may, in future, consider share buy-back and/or dividend as part of its shareholder payout.

## Production Readiness — Indore

First-phase which is assembly operations for the Trailer Suspension and Axle projects at Indore are ready. Commencement of production awaits the requisite administrative approval, which the Company expects to receive during November 2026.

## Owen Springs Limited — Acquisition Completed

The acquisition of Owen Springs Limited, approved by the Board on 24 July 2026, was completed on 1 September 2026. The business is consolidated with effect from that date and is reflected in the results for the quarter.



Mr. Randeep Singh Jauhar
Chairman & Executive Director

## Q2 Results

| | |
|---|---|
| **Revenue** | 786 |
| **EBITDA** | 108/13.8% |
| **PBT** | 84/10.6% |
| **PAT** | 56/7.2% |

# LEAF SPRING LINE — SHIFT FROM ADITYAPUR TO MALANPUR

Jamna Auto Industries Ltd.

## Planned Conventional Leaf Spring Line — Location Revised from Adityapur to Malanpur

in our updates last quarter, we had announced a new conventional leaf spring production line of 1,500 MT per month, which was proposed to be set up at the Adityapur plant under our subsidiary, Jai Suspensions Limited. This proposed 1,500 MT per month conventional leaf spring line is being relocated from the subsidiary's Adityapur plant to the Company's existing Malanpur facility. While the capacity and scope remain completely unchanged, this brownfield expansion leverages existing land and utilities to optimize capital expenditure and operating efficiency.

Malanpur offers access to a wider customer base across several regions, while retaining brownfield economics.

- Capacity unchanged at 1,500 MT per month — a change of site, not an additional line
- Central location serving OEM and aftermarket demand across North, Central and West India
- Brownfield economics on existing land and utilities

## Alignment with Lakshya RISE 5000 and Customer Demand

**Strategic fit**

Creates proactive, demand-led capacity in support of the Company’s five-year Lakshya growth framework.

**Customer centricity**

Serves OEM requirements and aftermarket territories across North, Central and West India, with operational flexibility to supply other regional markets.

# JAI AT A GLANCE

Jamna Auto Industries Ltd.

From our beginnings in 1954 to market leadership today, JAI is India's largest and a global leader in tapered and parabolic leaf springs — with a growing portfolio that now includes lift axles and suspension systems, trusted by major OEMs.

**10**
MANUFACTURING LOCATIONS

**5,000+**
PART NUMBERS

**CARE A1+/AA**
**ICRA A1+/AA (Stable)**
SOUND CREDIT PROFILE

**20,000+ Touch Points**
AMI NETWORK

**17**
EXPORT COUNTRIES

## Product Portfolio

- Leaf Springs
- Parabolic Springs
- Stabilizer Bar
- Lift Axle
- Drop Axle
- Slipper Suspension
- Trailer Suspension
- Allied Products

**Revenue Mix**




## Marquee Customers

- Tata Motors
- Ashok Leyland
- BharatBenz
- VE Commercial Vehicles
- Mahindra
- Fuso
- Volvo
- Force Motors
- ISUZU
- SCANIA
- SML Isuzu
- TADANO Escort
- UD Trucks

## Robust Infrastructure

**Proximity:**
Plants located near key OEM hubs

**Scale:**
Low-cost producer with economies of scale.

**R&D:**
In-house R&D centre for product design & testing.

**Distribution:**
Pan-India aftermarket network with digital integration.

# STRATEGIC ROADMAP

Jamna Auto Industries Ltd.

**LAKSHYA RISE 5000** Our blueprint for the next phase of accelerated growth and value creation

- Target is to achieve ₹ 5,000 crore of revenue, New Markets (Aftermarket India + Exports) to be 40% of Revenue, deliver 40% ROCE and 50% Dividend payout, by FY 2029-30.
- As, we go further, to ensure lasting value, we are deepening our focus on New Markets
- This strategic shift empowers us to maintain steady performance not only in periods of economic expansion, but also remain stable and reliable, no matter the macro environment.
- As we embark on this journey, every action is aligned to propel us into the league of growth champions. Together, we RISE to new horizons.




| | REVENUE TARGET | NEW MARKETS | ROCE | DIVIDEND PAYOUT |
|---|---|---|---|---|
| **RISE 5000** | **₹ 5,000 Cr** | Aftermarket India + Exports **40%** | **40%** | **50%** |

# FINANCIAL TRENDS - QUARTERLY

Jamna Auto Industries Ltd.

## Profit & Loss Statement

Consolidated

All figures are in ₹ crore

| Particulars | Q2 FY 26-27 | Q1 FY 26-27 | QoQ | Q2 FY 25-26 | YoY |
|---|---|---|---|---|---|
| Net Sales | 786 | 612 | 28% | 531 | 48% |
| EBITDA | 108 | 88 | 23% | 72 | 51% |
| PBT | 84 | 66 | 27% | 56 | 49% |
| PAT | 56 | 49 | 17% | 40 | 42% |

# FINANCIAL TRENDS – Half Yearly

Jamna Auto Industries Ltd.

## Profit & Loss Statement

Consolidated

All figures are in ₹ crore

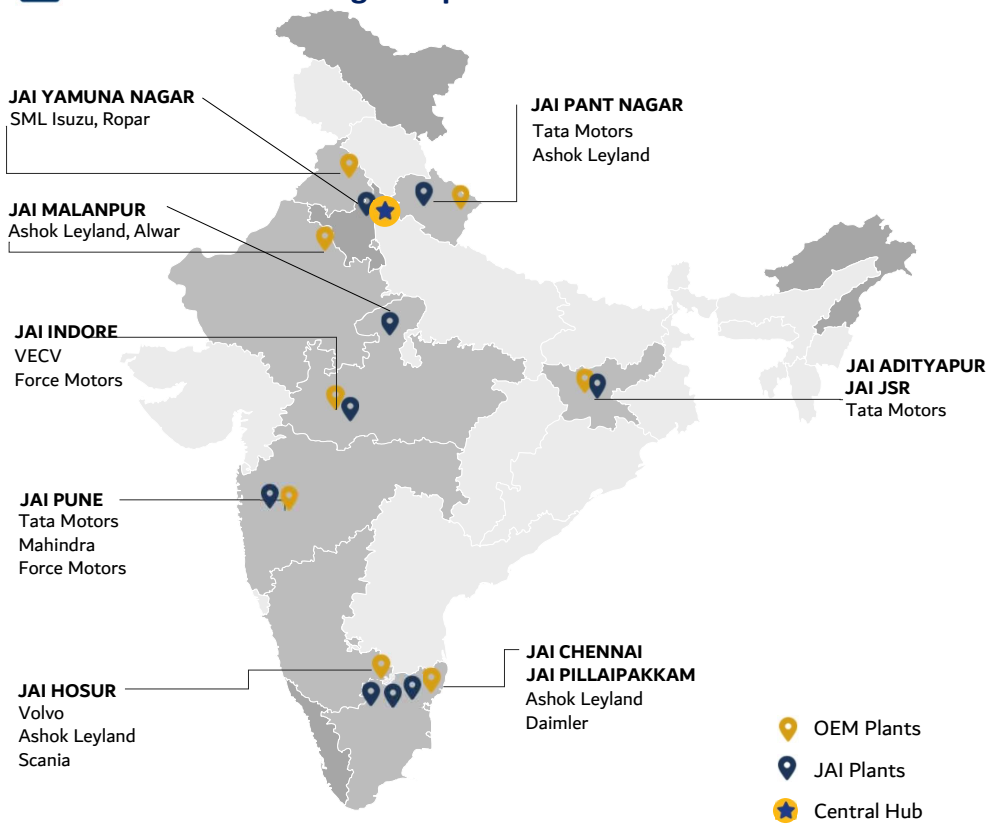
| Particulars | H1 FY 26-27 | H1 FY 25-26 | YoY |
|---|---|---|---|
| Net Sales | 1397 | 1104 | 27% |
| EBITDA | 196 | 150 | 31% |
| PBT | 149 | 121 | 24% |
| PAT | 105 | 85 | 23% |

# GEOGRAPHIC EXPANSION STRATEGY — 10 PLANTS

Jamna Auto Industries Ltd.

## India Manufacturing Footprint

Strategic proximity to key OEM hubs




## Logistics Strategy- After Market India

Inventory Optimisation



# MILESTONES & EVOLUTION

Jamna Auto Industries Ltd.

## 1954
**FOUNDING ERA**

- ✓ Established as a spring manufacturing unit
- ✓ Early focus on spring assembly and repairs
- ✓ Laid foundation for engineering excellence

## 1990-2010
**EXPANSION**

- ✓ Established national manufacturing footprint
- ✓ Became key supplier to major OEMs
- ✓ Modernised plants with new technology
- ✓ Merged 3 entities for Economies of Scale and Better Corporate governance
- ✓ Infused funding from Private Equity to replace high Cost Debt and Support expansion

## 2011-24
**DIVERSIFICATION**

- ✓ Scaled up aftermarket business significantly
- ✓ Launched new products
  - Heavy Parabolic Springs :
  - Spring Allied
  - Lift Axles
  - Trailer Air Suspension
  - and Mechanical Suspension
  - Allied Components

## FY20-++
**DIGITAL ERA**

- ✓ JAI Connect
- ✓ Data Analytics
- ✓ DMS
- ✓ ERP WhatsApp Bot

## FY26+
**FUTURE READY**

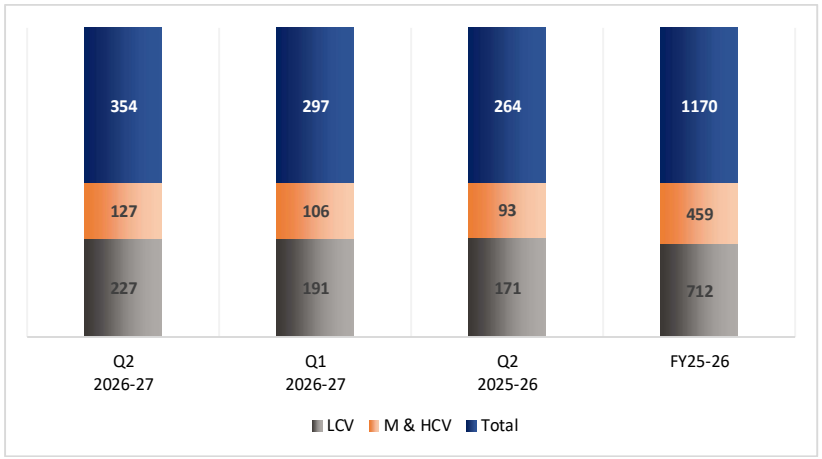
- ✓ Started Manufacturing U-Bolt
- ✓ Capacity expansion: Indore, Jharkhand
- ✓ Establishing New Facilities for integrated suspension system plant including in house manufacturing of Axle & Rubber

# INDUSTRY HIGHLIGHTS

## Highlights

For the Quarter

All figures are in '000 units




| | QoQ Change % | YoY Change % |
|---|---|---|
| LCV | 19% | 34% |
| M & HCV | 19% | 37% |
| Total | 19% | 33% |

Data source: SIAM

### LCV Production Changes

- ⬆ Q2 FY27 vs Q1 FY27 19%
- ⬆ Q2 FY27 vs Q2 FY26 33%

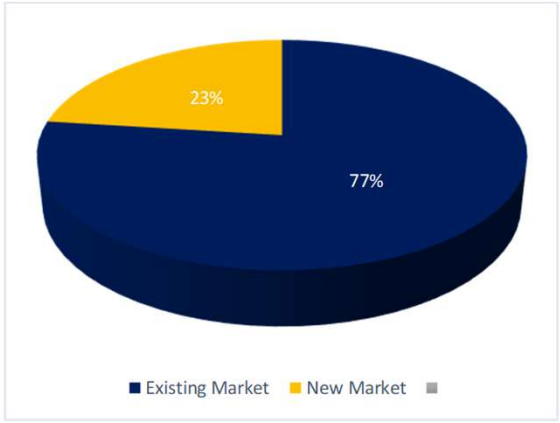
### M&HCV Production Changes

- ⬆ Q2 FY27 vs Q1 FY27 19%
- ⬆ Q2 FY27 vs Q2 FY26 37%

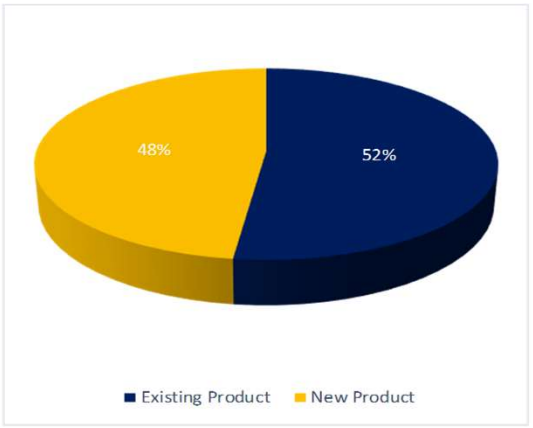
# REVENUE MIX AND PRODUCT MIX

Jamna Auto Industries Ltd.

## Revenue Mix




## Product Mix



# DIGITAL TRANSFORMATION JOURNEY

Jamna Auto Industries Ltd.

## FRONT-END / INPUTS

- Mechanic App — Deployed
- RLP App — Live
- JAI Connect — Active
- ERP WhatsApp Bot — Deployed

## CORE OPERATIONS

- Dealer Portal — Rolled Out
- DMS — Live
- VTS — Operational
- ERP-Banking — Live

## ANALYTICS & OUTPUT

tableau

**Tableau BI**

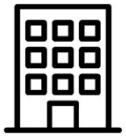
Across Functions

Real-time Decision Making

# INNOVATION & R&D SHOWCASE

Jamna Auto Industries Ltd.

## World-Class R&D Infrastructure



**In-House R&D Centre**



**Fatigue Test Rigs**



**FEA & Simulation**



**Prototyping Lab**

JAI is constantly adapting to evolving technology in order to keep up with the times and offer its clients cutting-edge products. The company uses the best equipment that complies with international standards. The development of in-house technological capabilities for the design and production of innovative suspension products is given significant consideration by JAI.

## Our Achievements

- First to Introduce Parabolic Spring for Indian Roads
- First to start Leaf Spring Design Centre in India
- In House R&D Centre with full Design, Simulation, and Validation Capabilities ,capable to design Multi, Parabolic Leaf Spring, Lift Axle and Air Suspension for all automobile applications

## IP Portfolio

- 140+ copyrighted designs across springs and suspension products.
- Patents for air suspension systems (including trailer applications)
- “JAI” trademark registered in 16 countries

# CORPORATE GOVERNANCE FRAMEWORK

Jamna Auto Industries Ltd.

## Governance Structure




## Risk Monitoring & Controls

**Centralized Decisions**
Unified framework for strategic alignment

**Cross-Functional Teams**
CFTs for strategic initiative execution

**Periodic Reviews**
Monthly/Quarterly management cadence

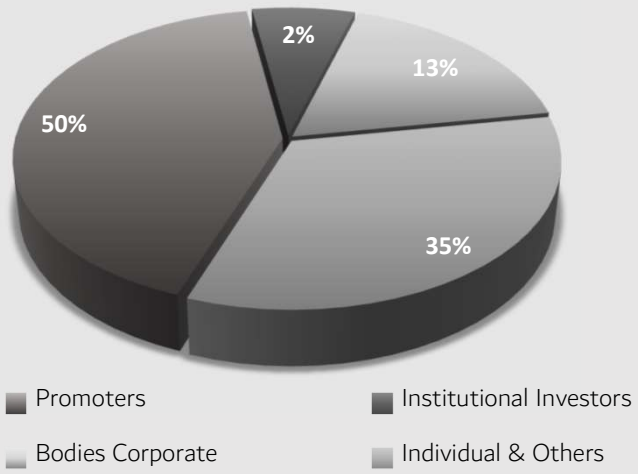
**Internal Audit**
Continuous monitoring program

**Risk Dashboards**
Real-time escalation protocols

## Compliance & Policy Framework

- SEBI LODR Regulations
- Related Party Transactions
- Code of Conduct & Ethics
- ESG Oversight Framework
- Whistleblower Policy
- Cyber Security Policy

# SHAREHOLDING PATTERN




| Categories | % Holding as on 30.09.2026 | % Holding as on 30.06.2026 |
|---|---|---|
| Promoters | 45 | 50% |
| Institutional Investors | 22 | 13% |
| Bodies Corporate | 2 | 2% |
| Individual & Others | 31 | 35% |
| Total | 100% | 100% |

# CONTRIBUTING TO THE SOCIETY




# ESG & CSR

# ESG ROADMAP & TARGETS

**FY 2030**

**Sustainability Vision**

I. Accelerating Decarbonisation: Reduction of 18% (Baseline H2FY2025)

II. Renewable Energy transition: RE usage upto 80% (Baseline FY2025)

III. Water Stewardship & Neutrality: Reduction of 75% (Baseline FY2025)

IV. Promoting Circular Economy: 100% Waste Recycled (Baseline FY2025)

V. Towards Zero Plastic: Reduction of 100%. (Baseline FY2025)

VI. Diversity and Inclusion: 10% Gender diversity ratio

VII. Employee safety and well-being

**Sustainability Roadmap towards ESG KPIs**

I. Focused transition to green fuels and renewable energy, infrastructure upgrades, and strategic initiatives.

II. Expanding the renewable energy footprint across all manufacturing plants.

III. Adherence to the Reduce–Reuse–Recharge principle for water stewardship.

IV. Reducing waste through process innovation, reuse, and sustainable disposal.

V. Adopting sustainable alternatives and eliminating single-use plastics across the value chain.

VI. Increasing female workforce participation to foster gender diversity and inclusive growth.

VII. Driving employee well-being with a zero-accident culture, ISO 45001 standards, and focus on work ergonomics and training.

# CONTRIBUTING TO THE SOCIETY

Jamna Auto Industries Ltd.

## Environment

- Planted & distributed 2,265+ saplings in YNR, MLP, GGN, Delhi & Chennai.
- Installed 35 tree guards to protect saplings in Chennai.
- Prepared and sowed 2,500 seed balls to encourage natural regeneration at Malanpur.
- Maintained green belts, parks and forest area by watering, planting native species, pruning etc. in Delhi, YNR, MLP & Pant Nagar.
- Repaired protective grills and installed in Tikona Park, Yamuna Nagar.
- Produced 2200 liters of bio-fertilizers & 800 kg vermi compost by recycling organic waste in Malanpur, JSR & Delhi.
- Celebrated "International Coastal Cleanup Day" by participating in beach cleanup drive by our employees in Chennai.
- Distributed 350 cloth bags to discourage use of plastic bags in surrounding communities in Delhi & YNR
- Renovated and restored 03 ponds to conserve rain water and improve groundwater recharge in Chennai.

## Education

- Awarded scholarship to 04 meritorious students to pursue B.Ed. & BCA course in YNR & Chennai.
- 35 meritorious students were awarded by gifting laptop, smart phones & bicycles in YNR, Chennai & PPKM
- Gifted 25 bicycles to underprivileged girl students in Govt. schools, YNR.
- Gifted books & stationery to 200 needy students in flood-affected schools in Pune.
- Gifted 475 books to upgrade library in Govt. school, Gurgaon and District Prison, YNR.
- Appointed 02 new guest teachers in Govt. schools, Yamuna Nagar.
- Installed 05 water coolers & gifted 100 utensils for mid day meal in Govt. schools, YNR.
- Distributed 1,375 dental kits in adopted Govt. schools, Yamuna Nagar.

Skill:

- Successfully trained 316 rural youth and women in computer and sewing course in YNR and Delhi /NCR.
- Set up 05 new sewing training centers for rural women in Yamuna Nagar.
- 50 trainees were empowered on "Legal Rights & Cyber Security" in Skill Training Center, Delhi.

# CONTRIBUTING TO THE SOCIETY

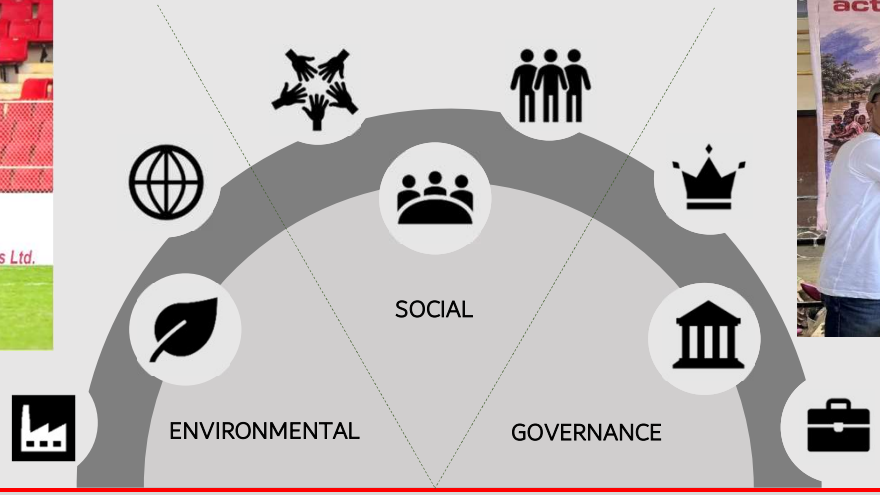
We are committed to contribute to the social and economic welfare of communities in which we operate. Playing an active role in sustaining positive change within society. We aim to create opportunities for the holistic development of people from all sections of society.












# CONTRIBUTING TO THE SOCIETY

Jamna Auto Industries Ltd.

## Sports

- Sponsored National Junior & Sub-Junior Championships organised by Indian Rugby Football Union.
- Sponsored "11th Delhi State Gatka Championship" Organised by Delhi Gatka Association
- Released annual sponsorship to 2 international sportspersons Abhay Singh (shotgun shooter) and Hitaashee Bakshi (golfer).
- Distributed sports equipment and 250 yoga mats to the NCC Training Centre, Yamuna Nagar.
- Installed 02 open gym to promote health & fitness among inmates in District Prison, Panipat & Sonipat

## Community Reach

- Facilitated 100 senior citizens by gifting clothes, bedding & daily essentials in rehabilitation center, Chennai.
- Distributed monthly pension to 114 senior citizens, widow ladies & PWD's in YNR & Malanpur.
- Constructed 30 toilets for BPL families to improve sanitation & hygiene in Malikpur Khadar, YNR.
- Organized a multi-specialty health check up camp in YNR and ensured total well being of almost 193 villagers.
- Distributed ration & hygiene kits to 500 flood-affected laborers in Assam in collaboration with ActionAid Association.
- Distributed 200 raincoats & 50 surgical masks to police staff & needy laborers during monsoon.
- Distributed monthly nutrition kits to 200 TB patients in Pant Nagar & Gurugram.
- Served cooked meals to 2,850+ migrant laborers in Yamuna Nagar & Delhi.
- Sponsored Republic Day Tiranga Yatra organized by District Administration, Gurugram.

# CUSTOMER CONCENTRATION AND DIVERSIFICATION

Jamna Auto Industries Ltd.

## OEM Customers

TATA
ASHOK LEYLAND
Mahindra
SML ISUZU
BHARATBENZ
VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE
VOLVO
SCANIA
TADANO
ESCORTS
FORCE MOTORS
FUSO
UD TRUCKS

## Aftermarket Network

| 350+ | 20K+ | 25K+ |
|---|---|---|
| **Distributors** | **Retailers** | **Mechanics** |

# PRODUCT PORTFOLIO AND APPLICATIONS

Jamna Auto Industries Ltd.

## Comprehensive Suspension Solutions



Conventional Leaf Spring



Hybrid Leaf Spring Assembly



Z-Spring



Parabolic Leaf Spring



Stabilizer Bar

# PRODUCT PORTFOLIO AND APPLICATIONS

Jamna Auto Industries Ltd.

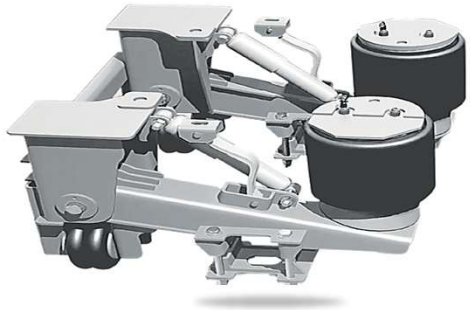
## Comprehensive Suspension Solutions



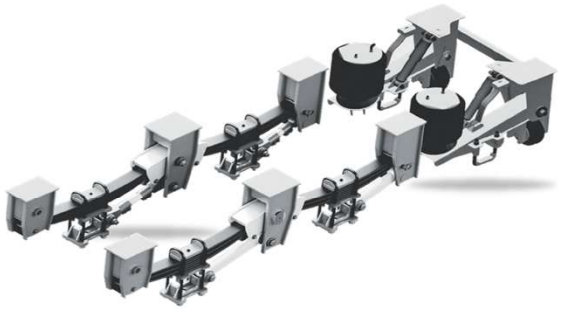
Bus Air Suspension



Lift Axle



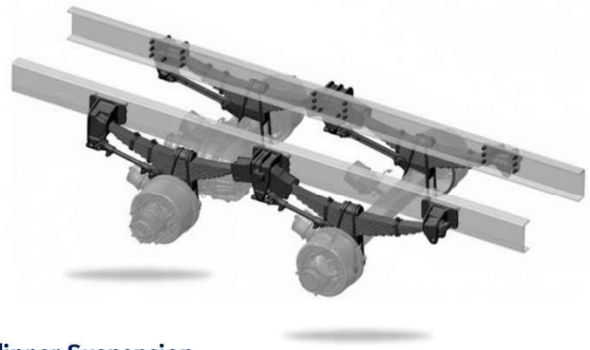
Trailer Air Suspension



Trailer Mechanical and Air Suspension with Lift Axle



Trailer Mechanical Suspension



Slipper Suspension

# PRODUCT PORTFOLIO AND APPLICATIONS

Jamna Auto Industries Ltd.

## Aftermarket India — JAI's Product Portfolio



Trailer Allied Components



Spring Allied Components



Lift Axle Allied Components



Trailer Axle



Jack Rod