



Jamna Auto Industries Limited

Investor Presentation

Q3 FY 22-23



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Q3 FY 22-23
Financial Updates

Financial Trends - QoQ



All figures are in INR crores

	Q3 FY 22-23	Q2 FY 22-23	Q3 FY 21-22
NET SALES	591	553	445
EBITDA	67/11.3%	63/11.4%	60/13.6%
PBT	56/9.5%	52/9.4%	51/11.5%
CASH ACCRUALS	51	47	46

Cash Accruals: PAT+ Depreciation

Financial Trends - YoY



All figures are in INR crores

	9 Months FY 22-23	9 Months FY 21-22	FY 21-22
NET SALES	1,691	1092	1,718
EBITDA	191/11.3%	143/13.1%	231/13.4%
PBT	159/9.4%	115/10.5%	191/11.1%
CASH ACCRUALS	146	110	178

Cash Accruals: PAT+ Depreciation

Profit & Loss Statement



Consolidated QoQ

All figures are in INR crores

Particulars	Q3 FY 22-23	Q3 FY 21-22	YoY	Q2 FY 22-23	QoQ
Net Sales	591	445	33%	553	6%
EBITDA	66	60	10%	63	6%
PBT	56	51	10%	52	7%
PAT	41	37	10%	37	9%

Profit & Loss Statement



Consolidated YoY

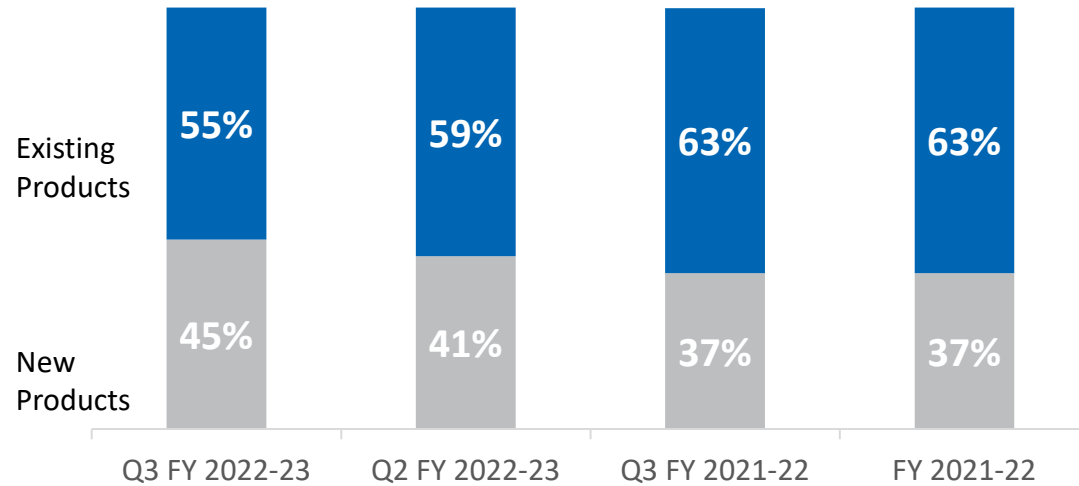
All figures are in INR crores

Particulars	9 Months FY 22-23	9 Months FY 21-22	YoY	12 Months FY 21-22
Net Sales	1,691	1092	55%	1,718
EBITDA	191	143	34%	231
PBT	159	115	38%	191
PAT	116	84	38%	141

Revenue Mix

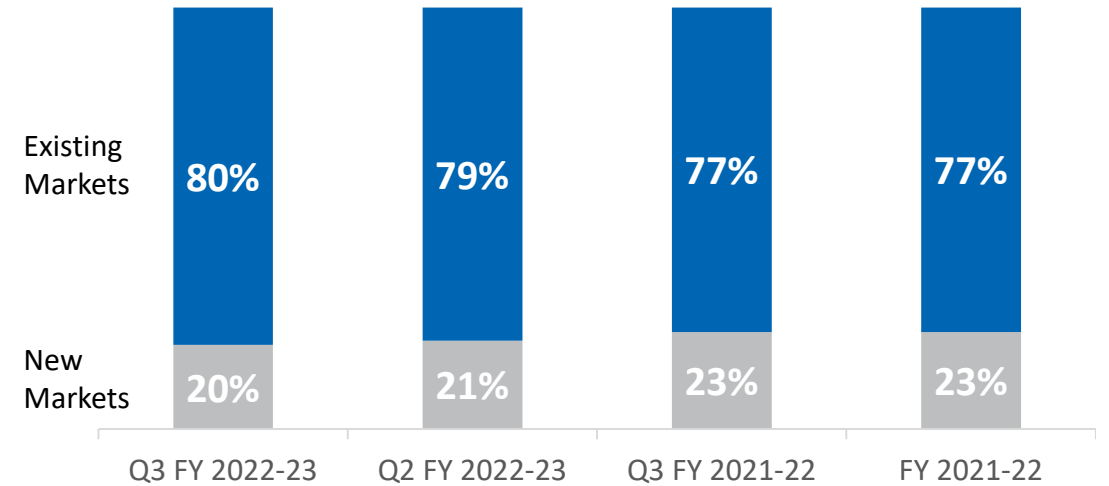


Product Mix



Lakshya Target: **50%** revenue from New Products

Market Mix



Lakshya Target: **50%** revenue from New Markets

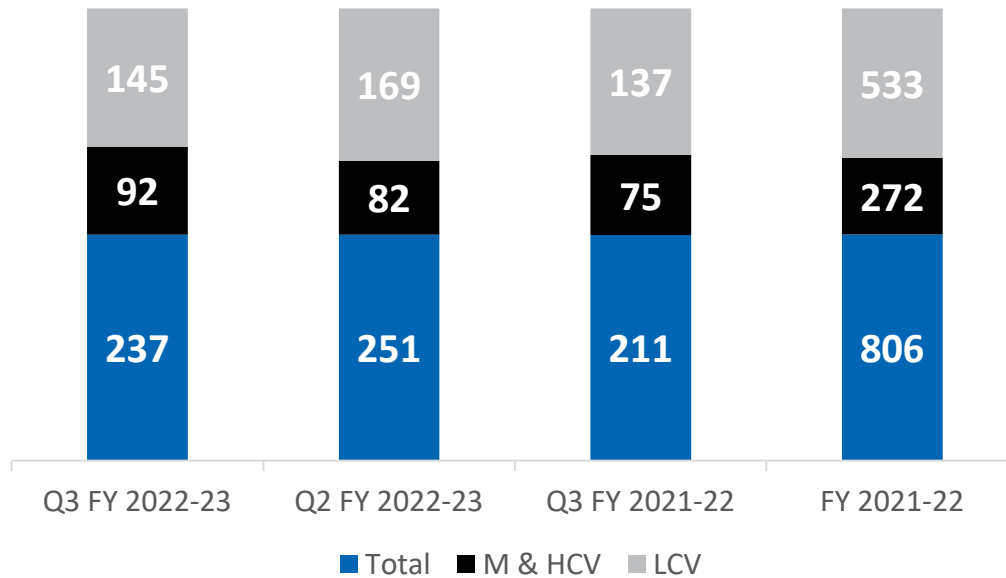


Industry Highlights

Industry Highlights



All figures are in '000



QoQ Change %

YoY Change %

-14%

6%

12%

23%

-6%

12%

Data Source-SIAM

CV production changes

↑ - Q3 FY23 vs Q2 FY23 - (-6%) (Decrease)

↑ - Q3 FY23 vs Q3 FY22 - 12% Increase

M&HCV production changes

↓ - Q3 FY23 vs Q2 FY23 - 12% Increase

↑ - Q3 FY23 vs Q3 FY22 - 23% Increase



Company
Overview

JAI at a Glance



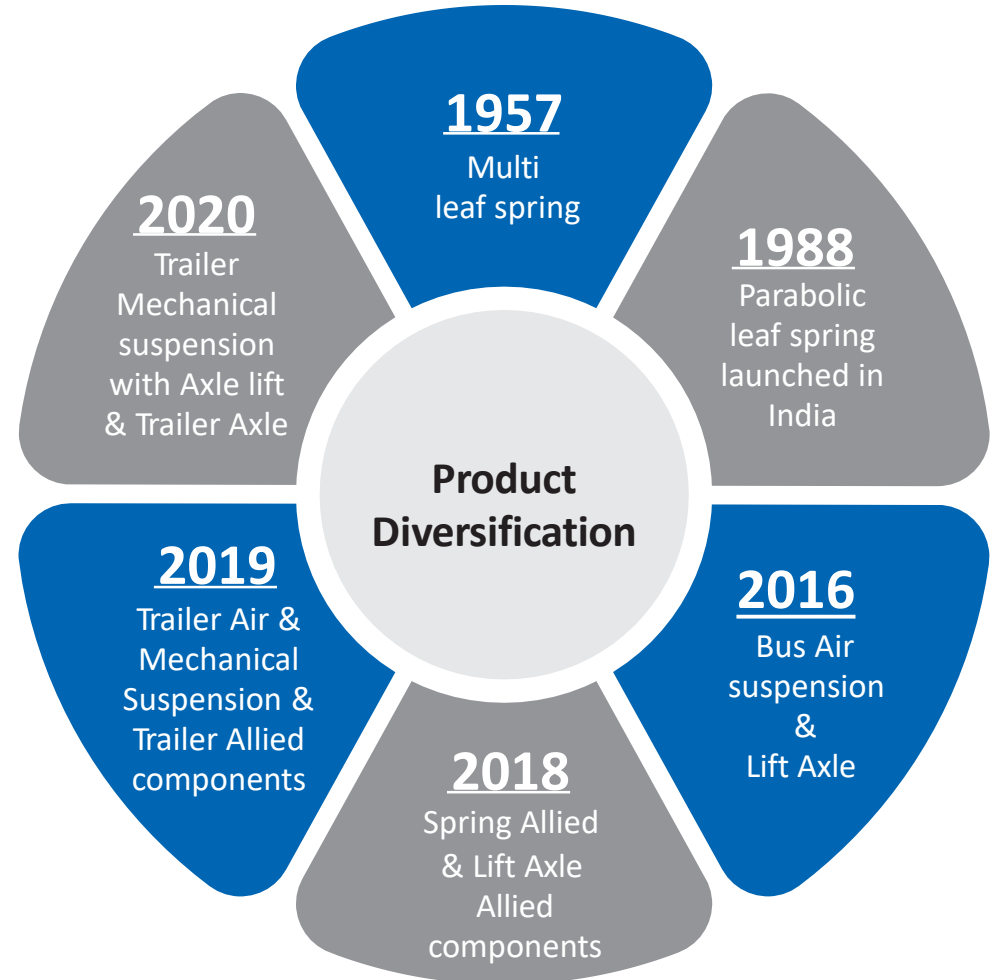
Foundation
JAI is a renowned suspension manufacturer for commercial vehicles.

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

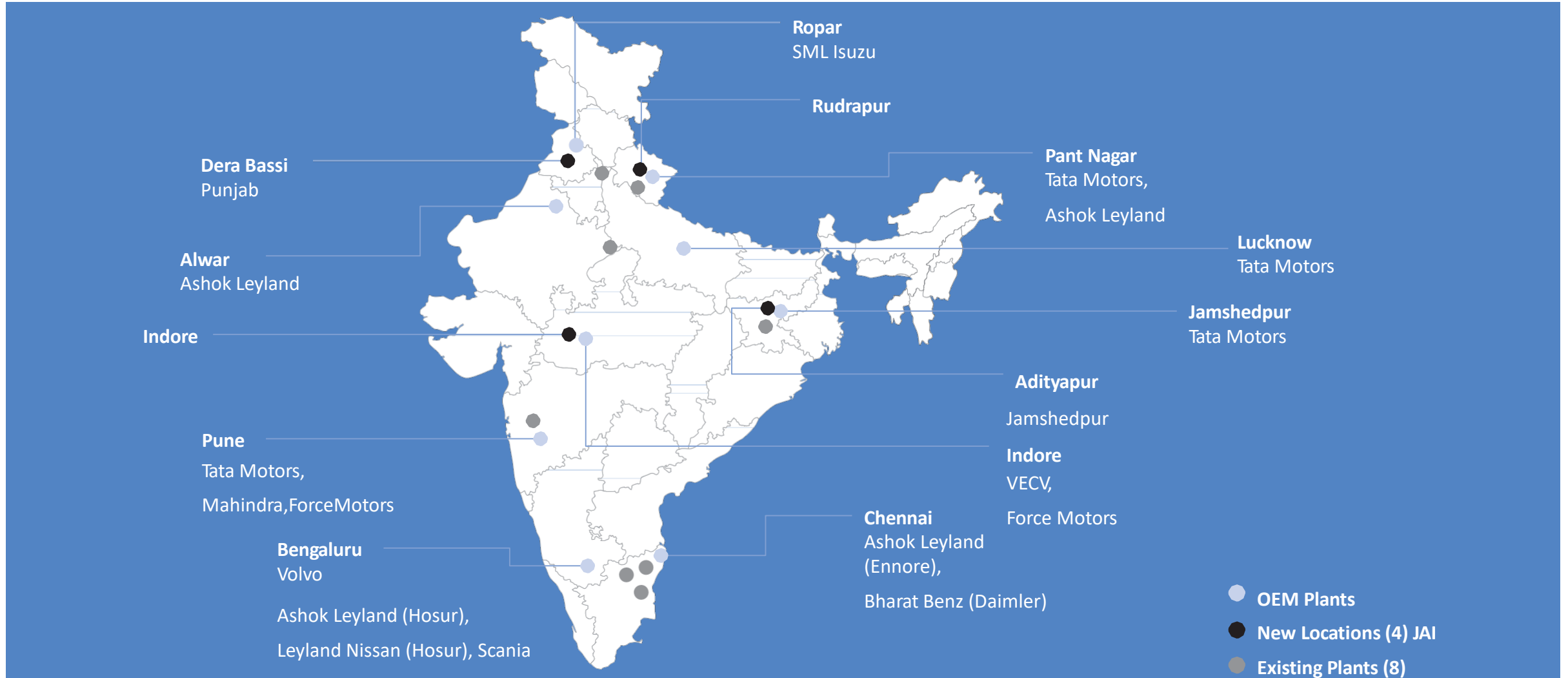
- More than 16,000 touch points
- Opened JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

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

Sound Financials
CRISIL A1+/AA-



Jai's Plants : Strategically Located Across OEM Plants



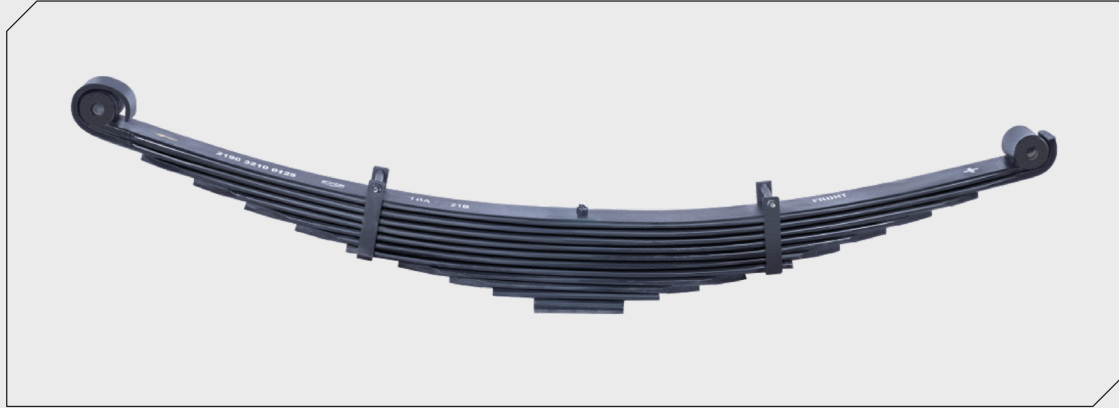
Note – Maps not to scale. All data, information, and maps are provided “as is” without warranty or any representation of accuracy, timeliness or

JAI's OEM Customers



VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

JAI's Product Portfolio



Conventional Leaf Spring



Z-Spring



Parabolic Spring

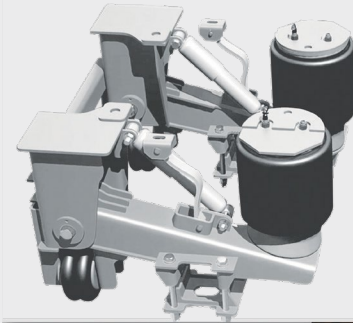


Stabilizer Bar

JAI's Product Portfolio



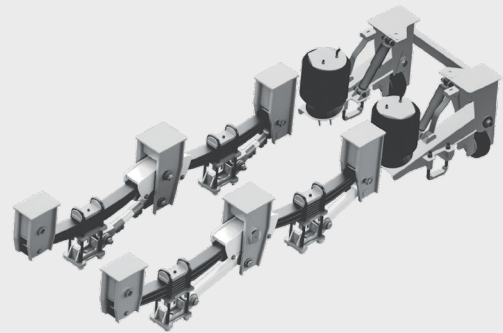
Bus Air Suspension



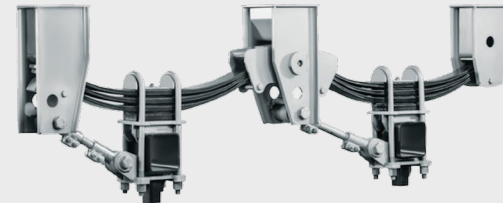
Trailer Air Suspension



Lift Axle

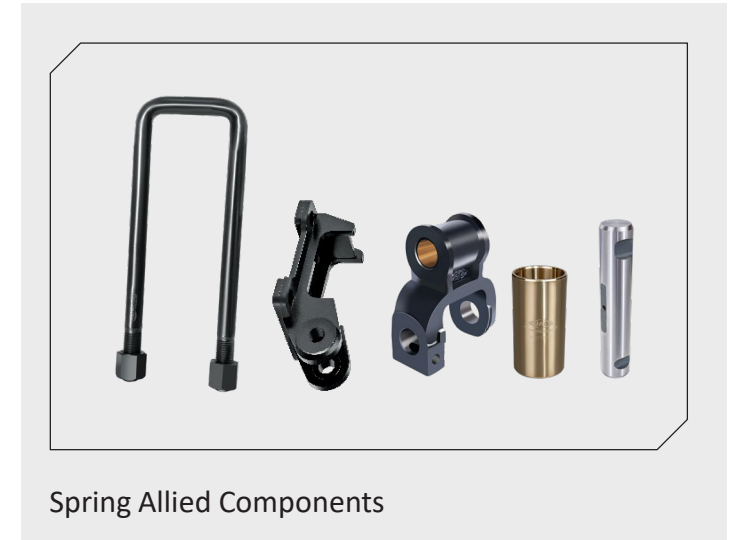
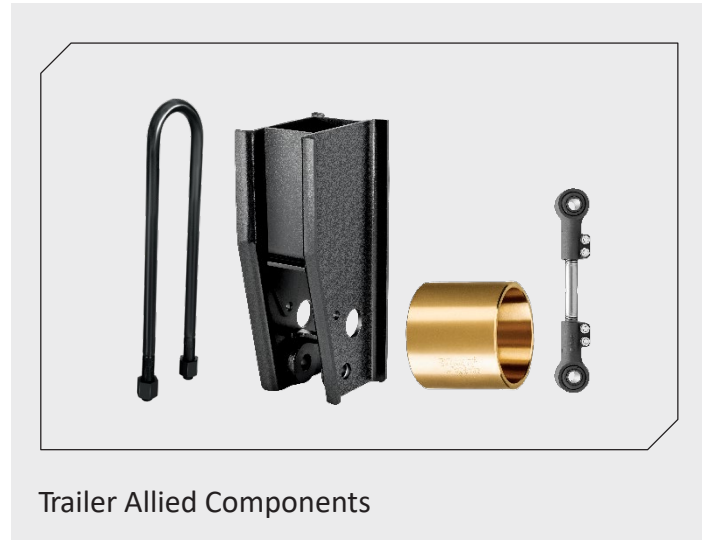
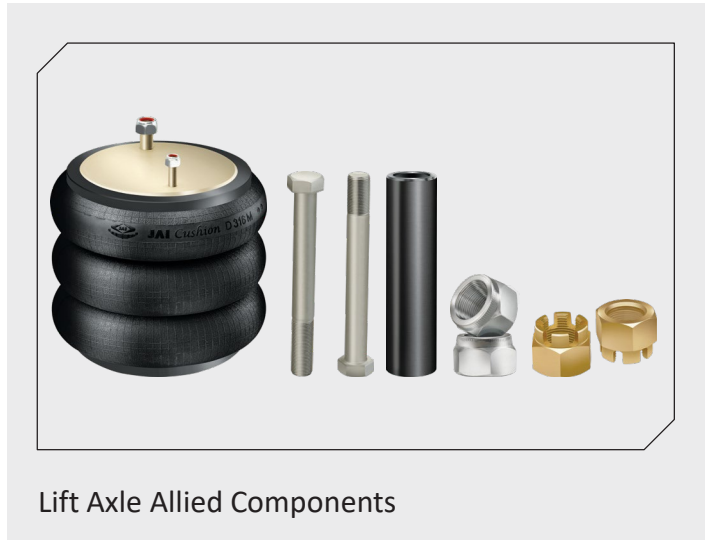
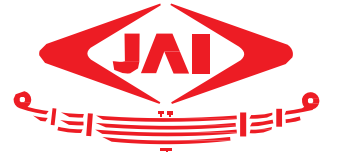


Trailer Mechanical and Air Suspension with Lift Axle



Trailer Mechanical Suspension

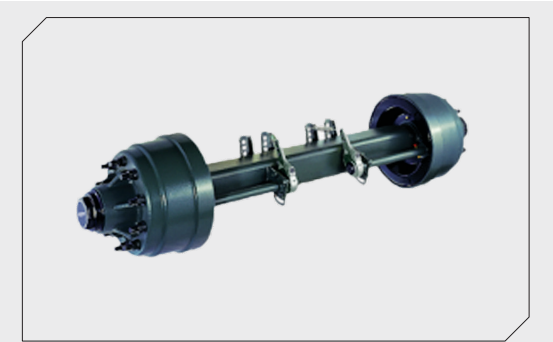
After Market India JAI's Product Portfolio



After Market India JAI's Product Portfolio



Brake lining



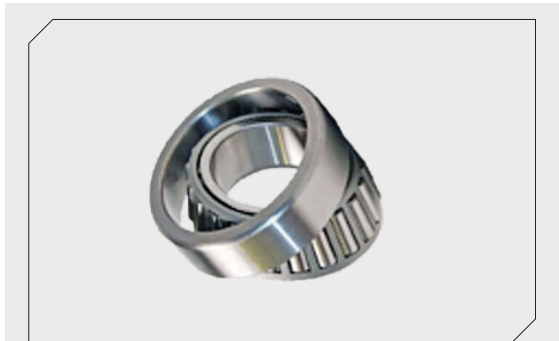
Trailer Axle



Water Pump



Clutch



Bearing



Jack Rod



Universal Joint Cross

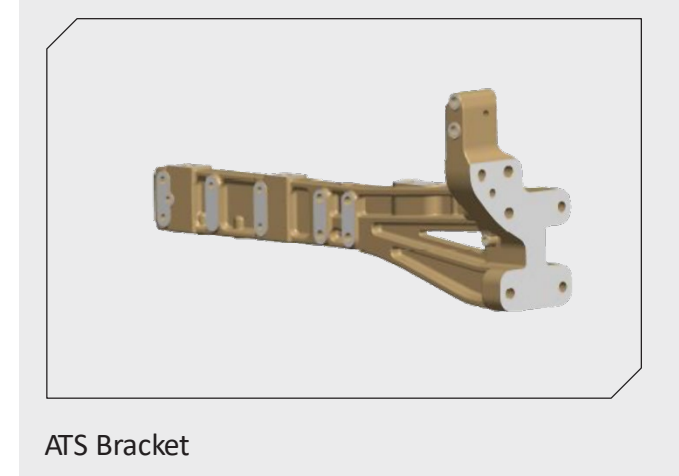
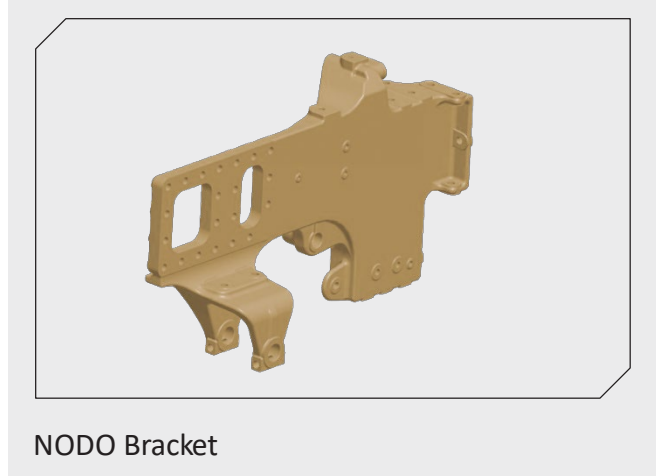
Most of the products above are only traded

Jamna Auto Industries Limited ('JAI')

OEM-Increasing Content Per Vehicle



Upcoming products



Key Developments for the Q-3



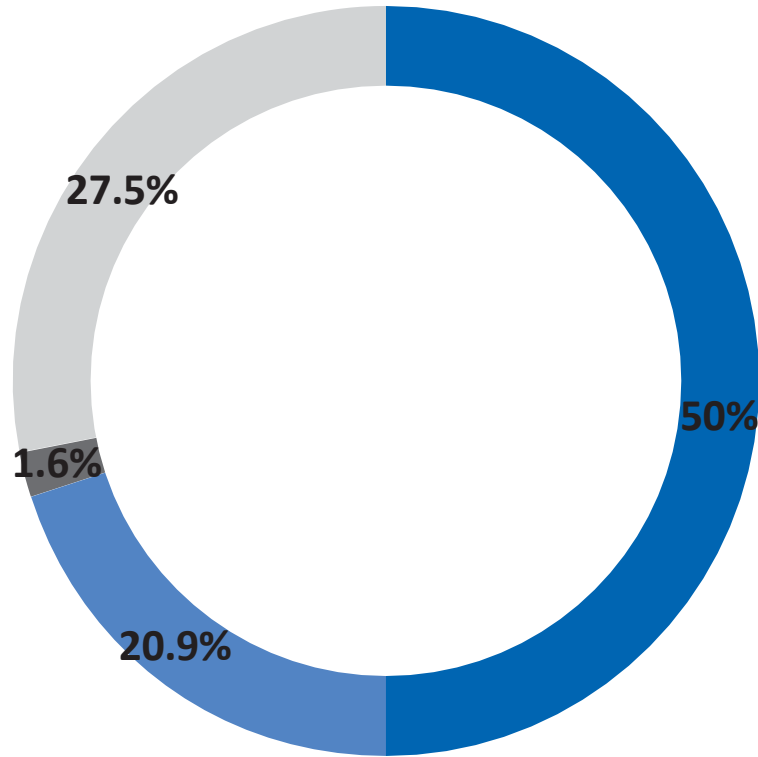
1) Launched special application products in AMI such as springs with factory fitted bushes and heavy duty springs for hilly areas.

2) As a part of digitalization, we have successfully implemented RAMCO ERP in Uttarakhand plant which counts to implementation in total 5 of our plants and after market operations.

JAI participation in 16th Auto Expo 2023 - Components



Shareholding Pattern as on 31st December 2022



- Promoters
- Institutional investors

Categories	% Holding as on 31.12.2022	% Holding as on 30.9.2022
Promoters	50%	50%
Institutional Investors	20.9%	20.5%
Bodies Corporate	1.6%	1.6%
Individual & Others	27.5%	27.9%
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.



Distributed saplings and jute bags to Govt. school students in Chennai



Awarded bicycles, tabs, and smart phones to Govt. school's meritorious students in YNR



Our sponsored wrestler Ms. Manpreet Kaur won bronze in Senior National Wrestling Championship, Visakhapatnam



Distributed blankets to needy people in slum areas of Delhi & NCR



Contributing to the Society



Environment

- Planted 2307 saplings across all plants locations.
- Constructed Vermi Compost Pit & trained 50 inmates on making of vermi compost in District Prison, Panipat.
- Installed 60 twin bins for waste segregation in 10 Govt. schools in YNR.



Education

- Awarded meritorious students by distributing laptop, smart phones and bicycles in Govt. schools of YNR & JSR.
- Awarded annual scholarship to 265 meritorious and deserving college students in YNR.
- Enrolled 122 students for short term job oriented courses in “School of Employability Project, GNKITM campus, YNR.
- 99 Students got placed in various organization, who were completed various short term vocational course through our School of Employability Project in YNR.
- Distributed dental kit amongst 780 school students & sensitized on dental hygiene in JSR.
- Total 190 female including prison inmates passed out 6 months certificate course from Jamna Sewing Training centers in YNR & Panipat



Sports

- Sponsored 18 star sportsperson for diet on monthly basis in YNR & Punjab
- Signed an MoU with Abhinav Bindra Foundation to sponsor athletes preparing for Olympic & Paralympic games in Mohali, Punjab.
- Ms. Pooja Raghav, our sponsored player, won bronze medal in 5th India Open International Taekwondo Championship-2022.



Community Reach

- Total 352 community people were screened during 2 eye check up camps in Yamuna Nagar & Jamshedpur, and distributed 200 free spectacles & medicines to the needy ones
- Gifted Stretcher, Wheel chair & E-rickshaw to Central Jail, Ambala on request.
- Gifted 25 Wheelchairs to District Administration Gurugram for elderly and physically disabled voters to cast their vote during The panchayat Elections.
- Distributed nutrition kits to 366 pregnant women and 87 malnutrition children in 08 adopted villages in YNR, JSR and .H.C Chennai on monthly basis.
- Distributed monthly pension to 118 sr. citizens, widow ladies and PWDs in 05 adopted villages, YNR
- Distribute 815 blankets to migrant labors, poor people and inmates in Ambala, Delhi & NCR



Thank You
