



Jamna Auto Industries Limited

▼ Investors' Presentation

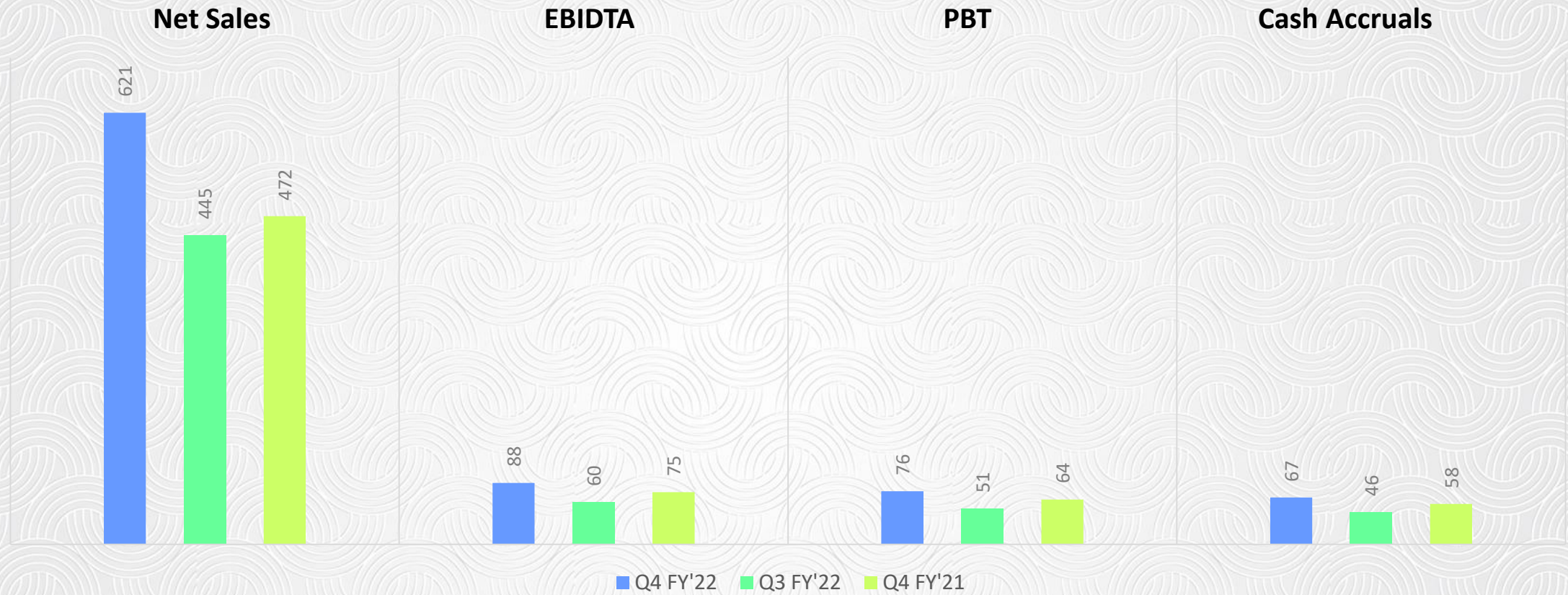
21 May, 2022



FINANCIAL UPDATES

FINANCIAL TRENDS - QoQ

Figures in Rupees Crore

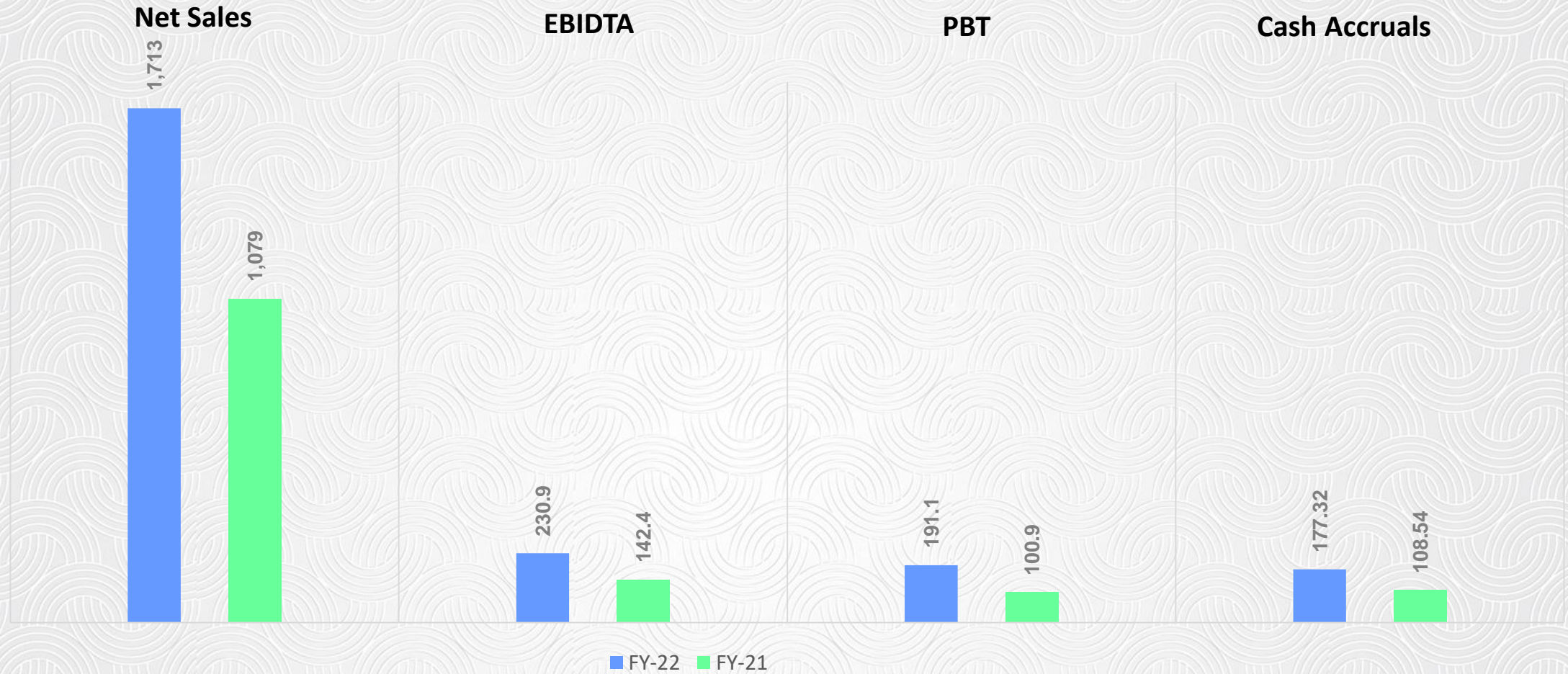


Cash Accruals: PAT+ Depreciation



FINANCIAL TRENDS - YoY

Figures in Rupees Crore



Cash Accruals: PAT+ Depreciation



FINANCIAL RESULT – Q4 FY'22

All Figures in Rupees Crore

Particulars	Quarter ended			Year Ended	
	Audited 31.03.2022	Audited 31.12.2021	Audited 31.03.2021	Audited 31.03.2022	Audited 31.03.2021
Net Sales	621	445	484	1,713	1,079
EBIDTA	88	60	75	231	142
PBT	76	51	64	191	101
PAT	57	37	48	141	73
EBIDTA Margin (%)	14.2%	13.6%	15.5%	13.5%	13.2%
PBT (%)	12.3%	11.5%	13.1%	11.2%	9.3%
PAT (%)	9.1%	8.4%	9.8%	8.2%	6.8%

BALANCE SHEET

All Figures in Rupees Crore

Particulars	(Audited)	(Audited)
	As at March 31, 2022	As at March 31, 2021
Equity and Liabilities		
Shareholders' Funds		
Share capital	40	40
Reserves and surplus	645	540
Sub-total	685	580
Liabilities		
Non-current liabilities		
Long Term Borrowings	-	-
Others	44	43
Current liabilities	465	374
Bills Discounting Facilities	178	115
Trade Payables	203	185
Others	84	75
Sub-total	509	418
Total Liabilities	1,194	998

Particulars	(Audited)	(Audited)
	As at March 31, 2022	As at March 31, 2021
Assets		
Non-current assets		
Net Fixed assets	490	485
Investments	0	0
Deffered Tax assets	9	6
Others	26	28
Sub-total	525	519
Current assets		
Inventories	313	210
Trade receivables	289	170
Cash and Bank Balance	27	41
Others	40	57
Sub-total	669	478
Total Assets	1,193	998



Financial Highlights

Highlights for the Q4FY22:

- Net Sales : INR 621 Crores (Up 40% QoQ, Up 28% YoY)
- EBIDTA : INR 88 Crores (Up 46% QoQ, Up 17% YoY)
- PBT : INR 76 Crores (Up 50% QoQ, Up 20% YoY)
- PAT : INR 57 Crores (Up 51% QoQ, Up 19% YoY)

EBIDTA Margins up by 64 bps QoQ, Down (-130) bps YoY

PBT Margins up by 81 bps QoQ, Down (-83) bps YoY

Highlights for the 12M FY22

- Net Sales : INR 1713 Crores (Up 59% YoY)
- EBIDTA : INR 231 Crores (Up 62% YoY)
- PBT : INR 191 Crores (Up 89% YoY)
- PAT : INR 141 Crores (Up 93% YoY)

EBIDTA Margins Up by 28 bps

PBT Margins Up by 181 bps



Sales Product Mix:

	Q4 2021-22	FY 2021-22	FY 2020-21
OEM	64%	63%	66%
New Market	36%	37%	34%
Total	100%	100%	100%

Sales Market Mix

	Q4 2021-22	FY 2021-22	FY 2020-21
OEM	77%	77%	71%
New Market	23%	23%	29%
Total	100%	100%	100%



Important Communications

- 1) Bill Discounting Facility
 - a) In relation to one of our customer, the Company has obtained a bill discounting facility from the Company's bank wherein the customer has a principle liability to pay to bank. The obligation of the Company, to the bank may only arise in an unforeseen event of an occurrence of default by the customer. The customer is of very high standing and with an impeccable payment record and has no defaults till date. The Company accordingly saw no risk of any liability arising on this account and had accordingly shown bill discounting amount of INR 115 Crores as a contingent liability as at March 31, 2021.
 - b) For the year ended on March 31, 2022, the Company has recognized the bill discounting amount of INR 178 Crores as a current liability, with a corresponding amount of INR 178 Crores as receivables from the same customer as at March 31, 2022.



Important Communications

- 2) Jai Suspension System Pvt. Ltd., a subsidiary of the Company has signed a Business Transfer Agreement (BTA) with M/s Kalka Steels, a partnership firm, to acquire their tractor parts business i.e. manufacturing of tractor seats on going concern basis subject to fulfillment of conditions stated therein.
- 3) The Board has recommended final dividend of Rs.1 per equity share subject to approval of members of the Company. The Company has already paid an interim dividend of Rs.0.50 per share during FY'22. The total dividend payout would be Rs.1.50 per equity share (42.5 % pay-out on 12 months period) for the FY'22.



JAI's Corporate Strategy: Lakshya 50XT

Operational Goals

Financial Goals

Diversifying Products

Diversifying Markets

Maximizing Returns

Value Creation

TARGETS
for FY'26

50%

Revenue from
New Products

50%

Revenue from
New Market

50%

ROCE

50%

Dividend
Payout

UPDATE
for FY'22

37%

Revenue from
New Products

23%

Revenue from
New Market

26%

ROCE

42.5%

Dividend*
Payout

* 33% Net off Bill Discounting

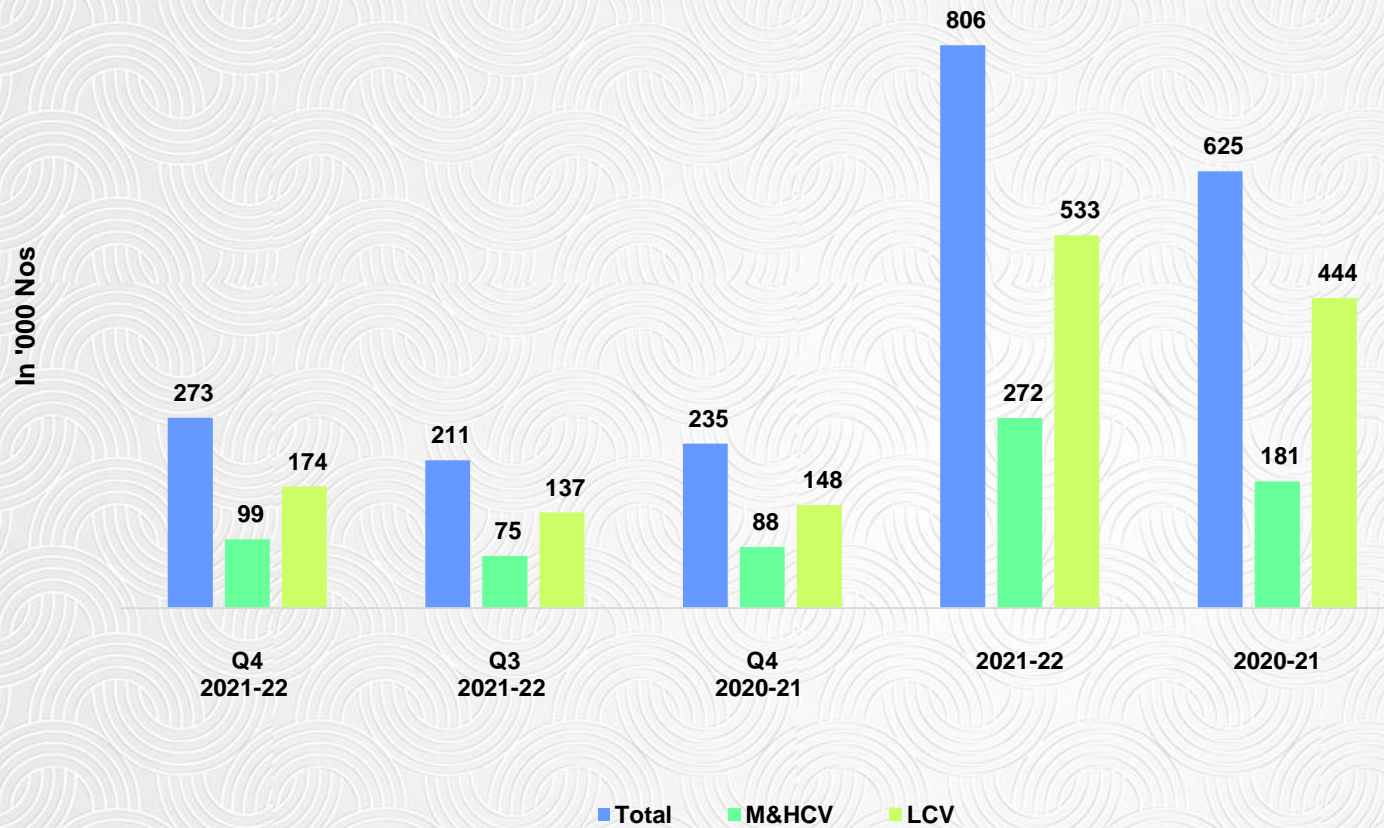


INDUSTRY HIGHLIGHTS



INDUSTRY HIGHLIGHTS

Indian CV Production



- CV production increased by
 - FY21 vs FY22 - 29%
 - Q3 vs Q4 FY22 - 29%
 - Q4 FY21 vs Q4 FY22 - 16%.
- M&HCV production increased by
 - FY21 vs FY22 - 50%
 - Q3 vs Q4 FY22 - 32%
 - Q4 FY21 vs Q4 FY22 - 13%.



COMPANY OVERVIEW



JAI AT A GLANCE



8

Strategically
located plants
across India



Manufacture

~ 300

Parts for OEMs &

~5000+

Parts for After Market



**In-house
R&D**

Centre



Strong After Market
network: More than

16000

touch points



Rated

A1+/AA-

by ICRA

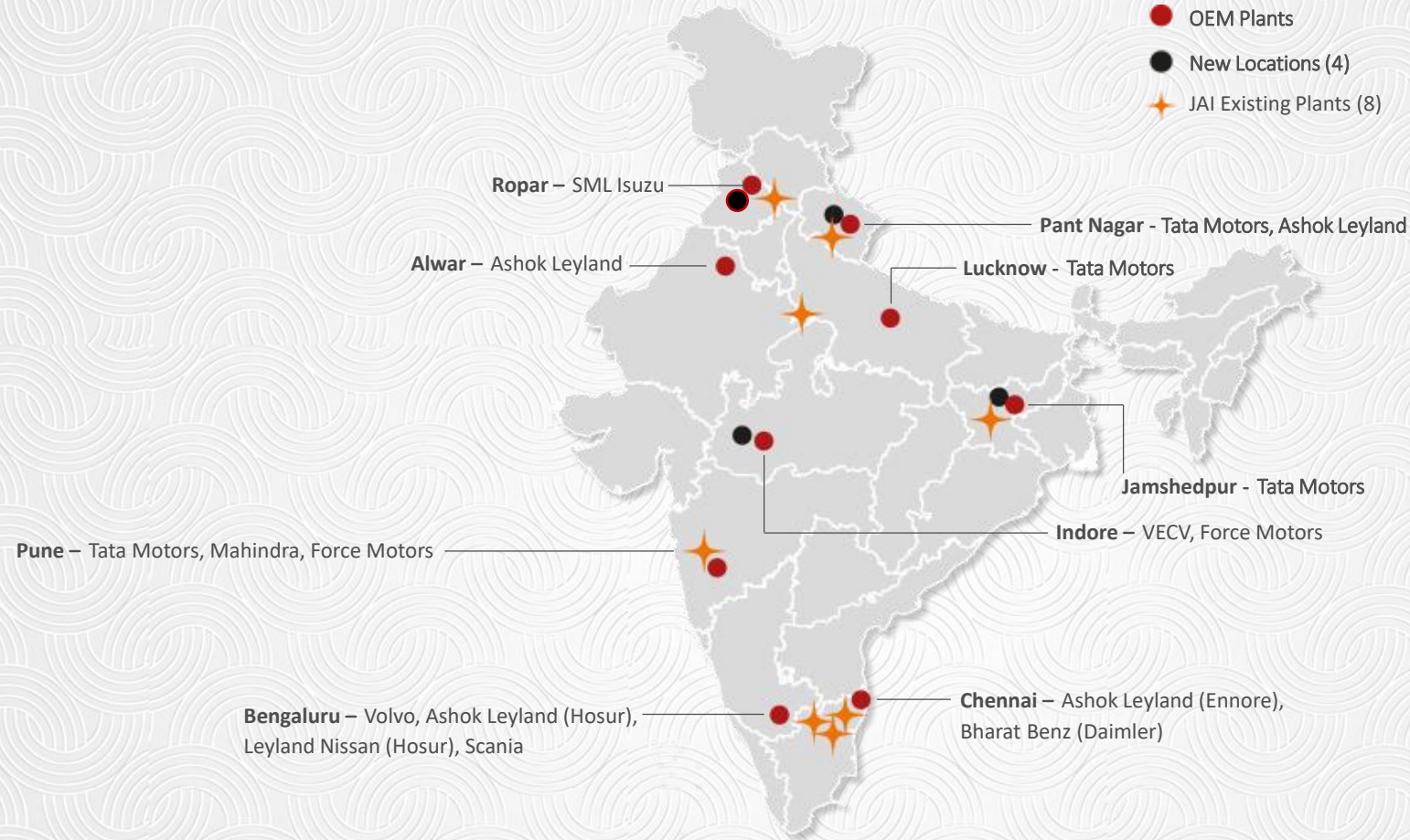


**India's
Prominent**

Suspension Manufacturer



JAI'S PLANTS : STRATEGICALLY LOCATED ACROSS CV HUBS





JAI'S OEM CUSTOMERS

 ASHOK LEYLAND	 BHARATBENZ	 FORCE MOTORS	 FUSO	
 ISUZU <i>Your responsible partner</i>	 Mahindra	 RENAULT NISSAN	 SCANIA	 SML ISUZU
 TADANO	 ESCORTS	 TATA	 UD TRUCKS	
 VE COMMERCIAL VEHICLES A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE				

JAI'S PRODUCT PORTFOLIO



Conventional Leaf Spring



Parabolic Leaf Spring



Z-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



LIFT AXLE ALLIED Components



Trailer ALLIED Components



SPRING ALLIED Components

Most of the Products above are only traded

After Market India JAI'S PRODUCT PORTFOLIO

Brake lining



Water Pump



Clutch



Bearing



Jack Rod



OEM INCREASING CONTENT PER VEHICLE

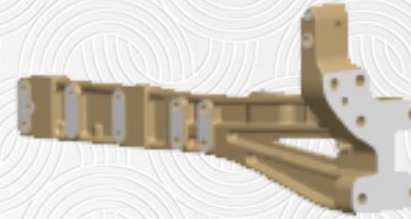
Upcoming products



Bogie Bracket



NODO Bracket



ATS Bracket



HANGER SHACKLES



SPRING PIN

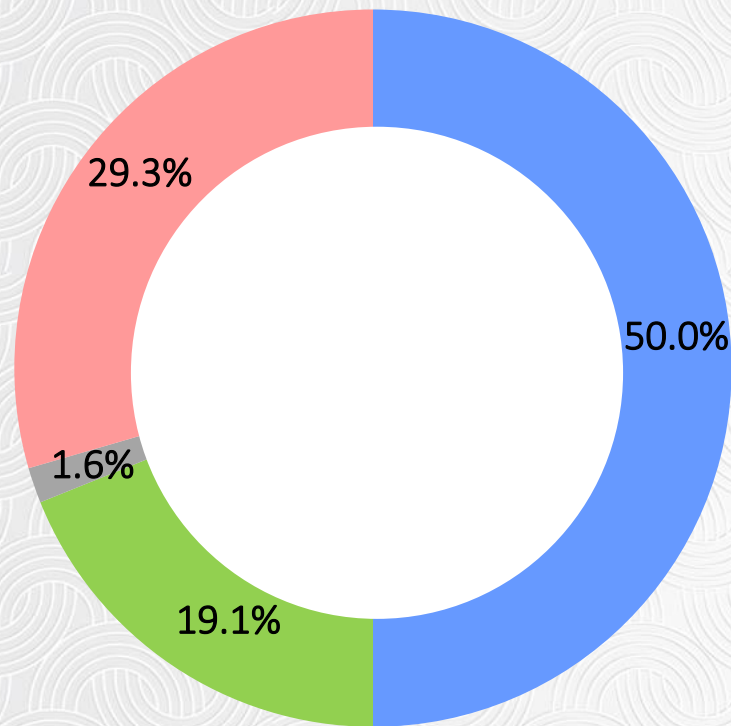


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SHAREHOLDING PATTERN AS ON MARCH 31, 2022

Category Wise Breakup



- Promoters
- Institutional Investors
- Body Corporate
- Individual & Others

Categories	% Holding 31.03.22	% Holding 31.03.21
Promoters	50.0%	50.0%
Institutional Investors	19.1%	15.5%
Bodies Corporate	1.6%	2.0%
Individual and Others	29.3%	32.5%
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.



Distribution of Jute bags to beneficiaries in Kalesar, YNR



Set up non formal education center for slum children in YNR



Sponsored 29th District Bodybuilding Championship, YNR 2022



Opening ceremony of Jamna Sewing Centre in Chikkan





CONTRIBUTING TO THE SOCIETY

1. Environment

- 1200 saplings planted and distributed across plant locations.
- Installed 35 heavy duty dustbins in District Prison Panipat for waste management.
- Distributed jute bags to villagers in Kalesar, Chikkan and Faizpur in Yamuna Nagar.

2. Education

- Distributed 800 Chehak magazines to Govt. middle school, Chandpur and Govt. Girls Sr. Sec. School Chachrauli to encourage reading.
- Awarded JAI Annual Scholarship to 634 meritorious and deserving college students in Yamuna Nagar.
- Improved facilities & infra in Govt. Schools in Yamuna Nagar & Rudrapur.

3. Sports

- Sponsored 31 star sportspersons for diet on monthly basis and 60 start sportspersons one time in year
- Awarded Annual Sponsorship to 60 sportspersons in Yamuna Nagar.
- Sachin Gupta, and Women Taekwondo team our sponsored sportspersons, won medals in national and international games-like archery, and Taekwondo.

4. Community Outreach

- Organised an Animal Health Camp in Faizpur villages. 63 animals identified down with various seasonal diseases and were given medicines.
- Distributed 115 sewing machines and 35 beauty kits were distributed to sewing and beautician trainees on the occasion of IWD.
- Provided monthly pension to 95 beneficiaries in Faizpur, Kalesar, Mandoli and Dussani villages.
- Organised International Women's Day across location wherein we felicitated women achievers in their respective fields which includes aganwadi workers as well as teachers. village Kalesar, YNR.
- Started 6 new Jamna Sewing Centers in Kalesar, Araiyanwala, Tajewala, Chikkan in YNR & in District Prison Panipat to train women in sewing.

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 with in 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