



# **Jamna Auto Industries Limited**

**▼ Investors' Presentation**

**10<sup>th</sup> November, 2021**





# 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



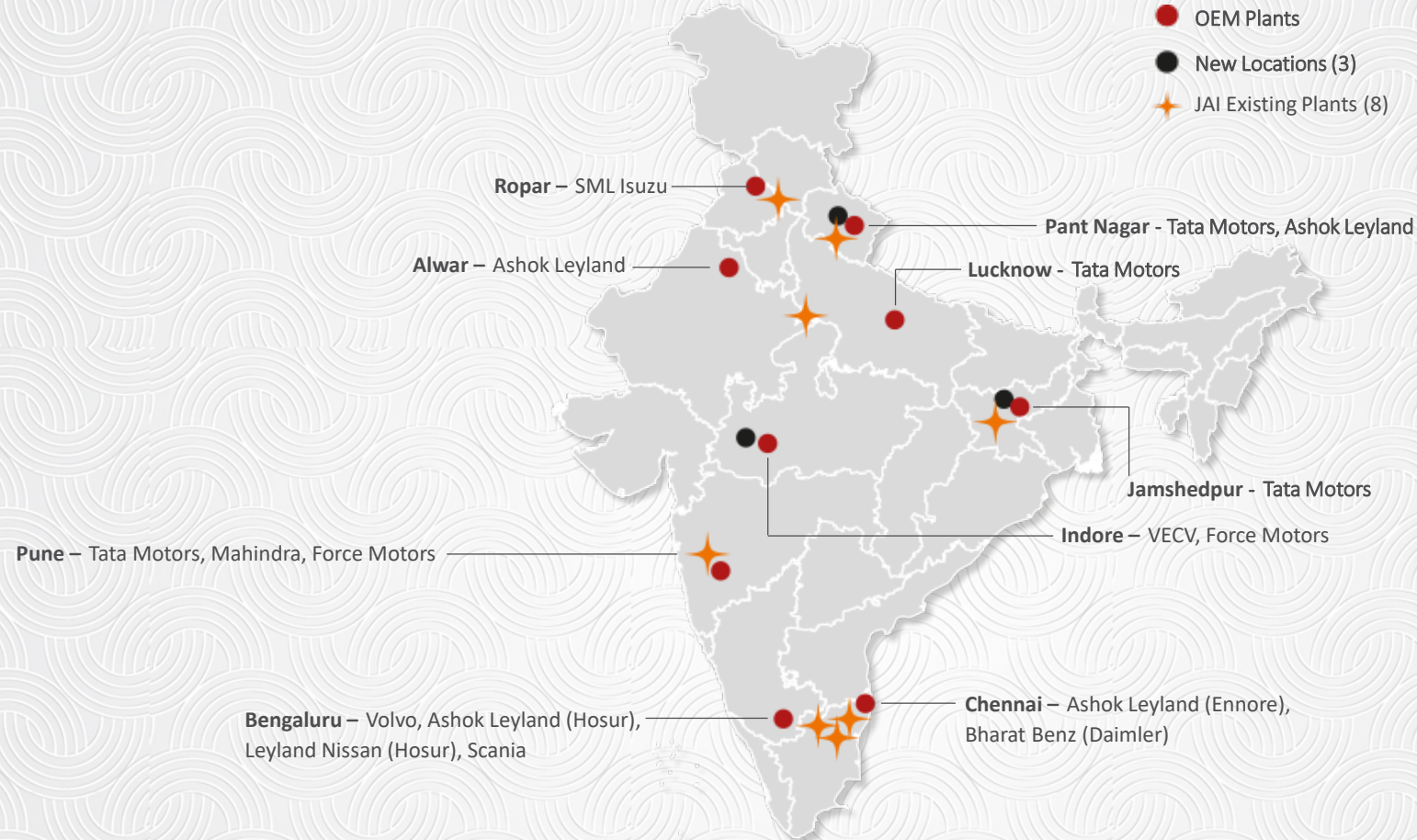
**India's  
Prominent**

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



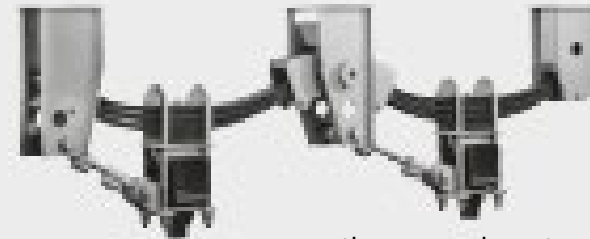
Trailer Air  
Suspension



Lift Axle

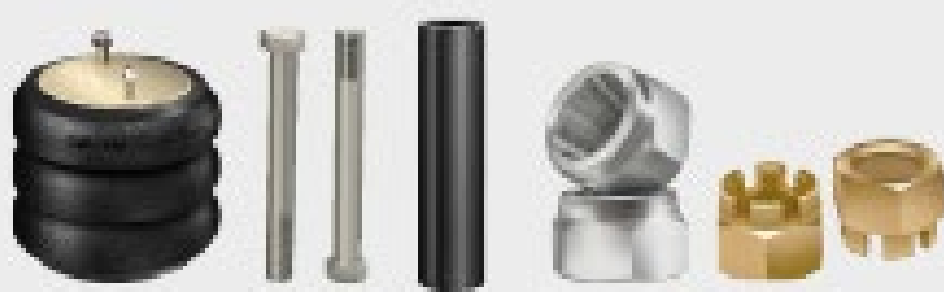


Trailer Mechanical and Air  
Suspension with Lift Axle

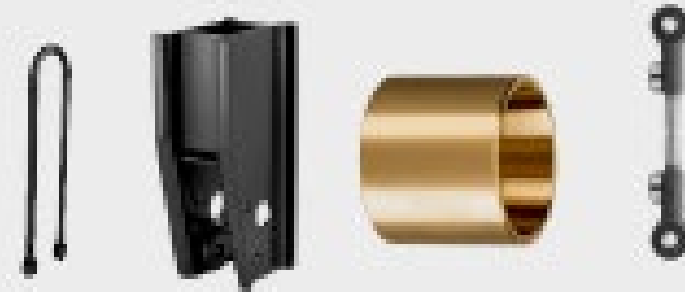


Trailer Mechanical  
Suspension

# JAI'S PRODUCT PORTFOLIO



LIFT AXLE ALLIED Components



Trailer ALLIED Components



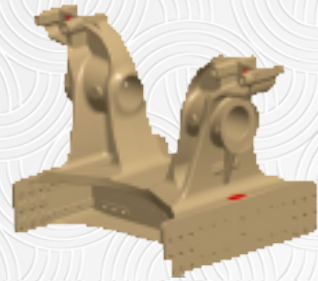
SPRING ALLIED Components

Some of the Products above are only traded

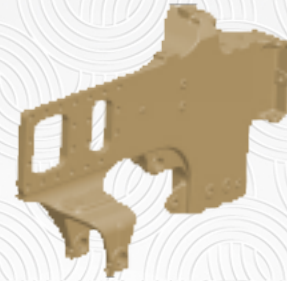


# INCREASING CONTENT PER VEHICLE

## Upcoming products



Bogie Bracket



NODO Bracket



ATS Bracket



HANGER SHACKLES



SPRING PIN



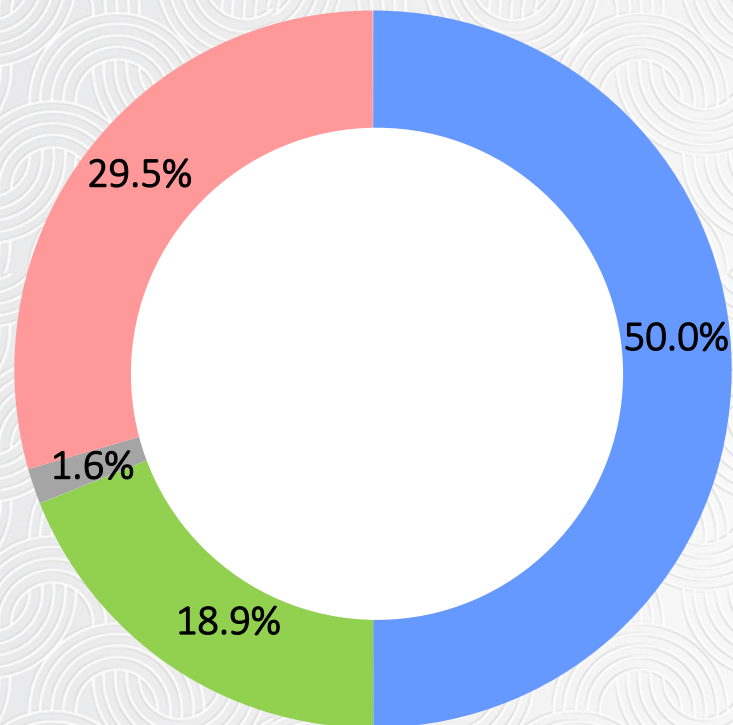
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# SHAREHOLDING PATTERN AS ON SEPTEMBER 30, 2021

Category Wise Breakup



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

Categories	% Holding 30.09.21	% Holding 30.06.21
Promoters	50.0%	50.0%
Institutional Investors	18.9%	17.3%
Bodies Corporate	1.6%	1.7%
Individual and Others	29.5%	31.0%
<b>Total</b>	<b>100%</b>	<b>100%</b>



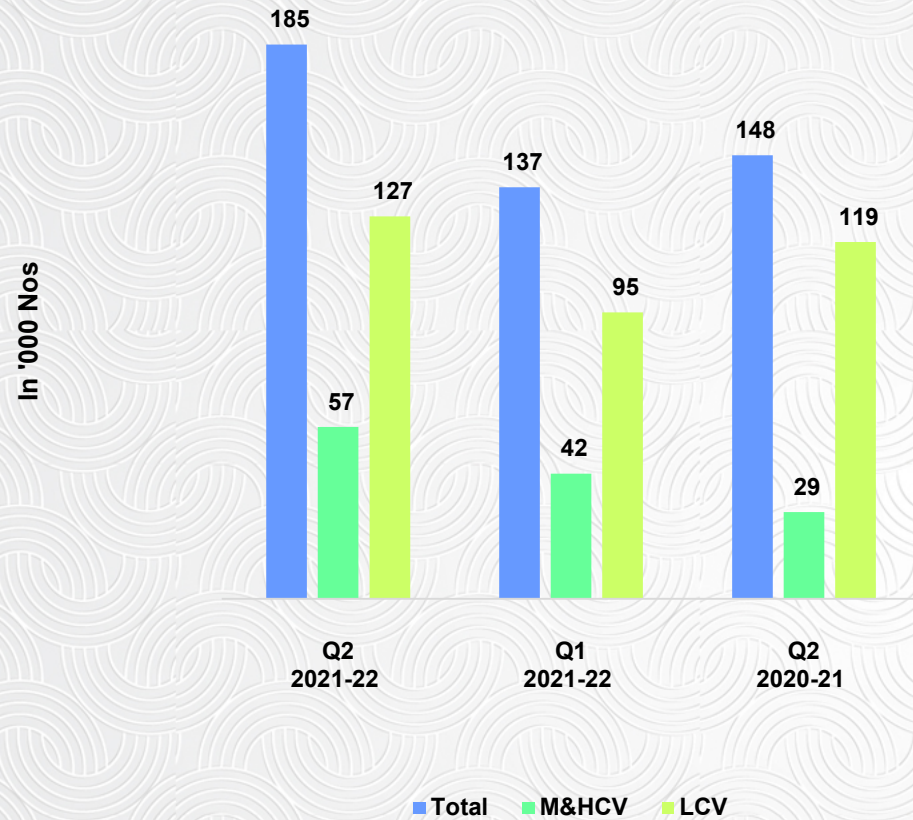


# INDUSTRY HIGHLIGHTS



# INDUSTRY HIGHLIGHTS

## Indian CV Production



- Total CV production increased by 35% QoQ & 25% YoY
- M&HCV production increased by 37% QoQ & 99% YoY



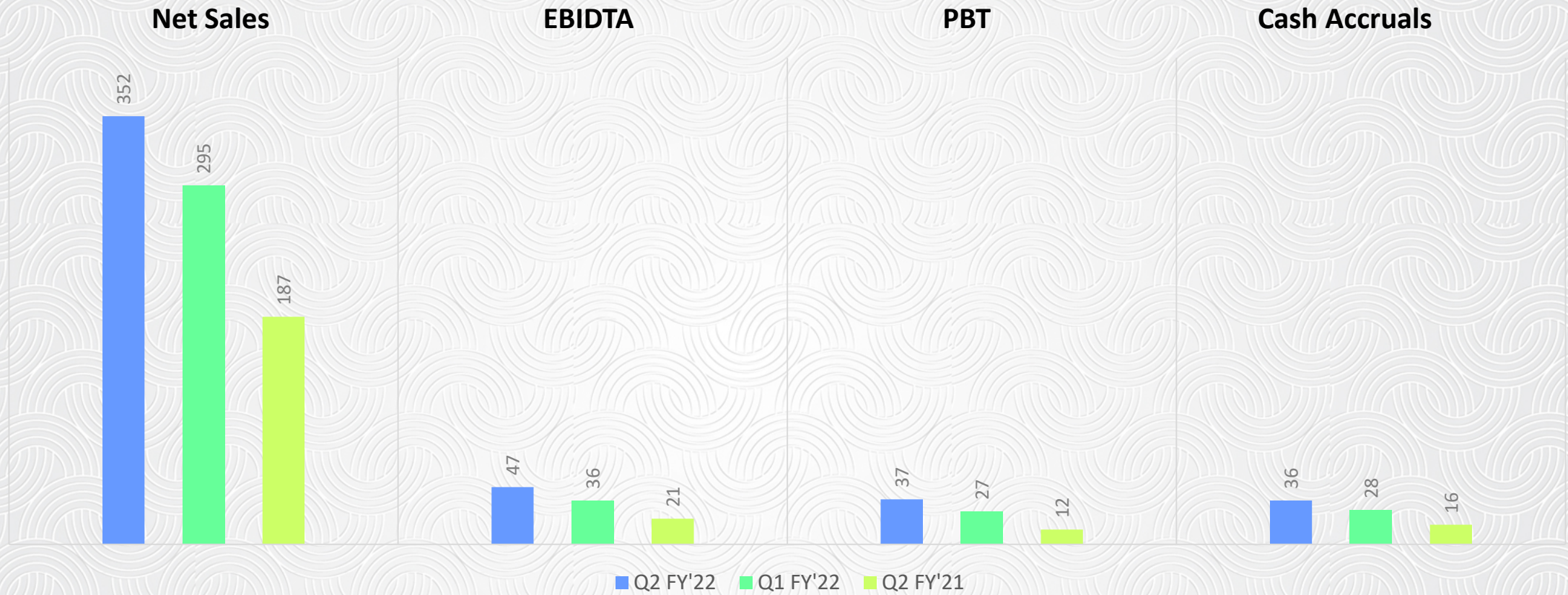


# FINANCIAL UPDATES



# FINANCIAL TRENDS

Figures in Rupees Crore



Cash Accruals: PAT+ Depreciation





# FINANCIAL RESULT – Q2 FY'22

All Figures in Rupees Crore

Particulars	Quarter ended			Half year ended		Year ended
	(Unaudited) 30.09.2021	(Unaudited) 30.06.2021	(Unaudited) 30.09.2020	(Unaudited) 30.09.2021	(Unaudited) 30.09.2020	(Audited) 31.03.2021
Net Sales	352	295	187	647	252	1,079
EBIDTA	47	36	21	82	15	142
PBT	37	27	12	64	(4)	101
PAT	27	19	8	47	(5)	73
EBIDTA Margin (%)	13.2%	12.1%	11.4%	12.7%	5.9%	13.2%
PBT (%)	10.5%	9.0%	6.4%	9.8%	-1.7%	9.3%
PAT (%)	7.7%	6.6%	4.4%	7.2%	-1.8%	6.8%



# 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.



Plantation Distribution Drive at Govt. school, Jamshedpur.



Donation of computers and other related equipment in Govt. school, Kalesar.



Shivam Saini, a Jamna Auto sponsored weightlifter, won silver medal at 73<sup>rd</sup> Senior National Weightlifting championship.



Distribution of Ration Kits to the villagers affected by flood in Bhind & MP.







# CONTRIBUTING TO THE SOCIETY

## 1. Environment

- 10999 saplings planted and distributed across plant locations.
- Conserved rain water through constructed check dams and storage of water in tanks.
- Distributed 600 jute bags to families in the community and to government institutions.

## 2. Education

- Donated computers and other related equipment for computer classes to Govt. school- Kalesar, Govt. school-Dussani and Govt. school-Mandoli.
- Govt. school-Dussani and Govt. school-Mandoli.
- Distributed 100 school bags to students in Primary School Faizpur.
- Renovated basic facilities and infra in Govt. school, Mandol, Yamuna Nagar.

## 3. Sports

- Sponsored 31 star sportspersons for their diet and other monthly sports requirements.
- Sponsored Greco Roman State Wrestling championship 2021 Jalandhar.
- Shivam Saini, a Jamna sponsored sportsperson, won silver medal at 73<sup>rd</sup> Senior National Weightlifting Championship.

## 4. Community Outreach

- Distributed Poshan Kits to 90 beneficiaries- malnourished children and anaemic pregnant women- and organized awareness sessions for children, adolescent girls and women under Poshan Maah in villages in Yamuna Nagar.
- Distributed 760 dry ration kits to the families affected by flood in Bhind district (MP) and to the needy people in Chennai.
- 274 trainees successfully completed their respective vocational courses.
- Awarded certificate to 31 passed out trainees in computer course in Delhi.
- Donated 500 COVID care kits and 2500 masks and sanitizers (each) to the various govt. department in Haryana.
- Renovated and created public infrastructure-bus stop, water tanks and village entrance gate- in Kalesar and Faizpur, Yamuna Nagar.



## **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**