

To all our valued **Business Partners**,

On the onset, I would like to thank you all for your constant support and faith that you have shown towards Jamna Auto Industries Ltd. Your enduring trust in us continuously fuels us to set milestones, in production as well as in sales.

I am pleased to share some of our achievements in FY2018-19.



**Proud** to inform you that JAI has been selected as the “**Star SME**” in the prestigious Business Standard Awards for Corporate Excellence 2018. We have been chosen as one of the “**Best Seven**” by a high-profile jury for focusing on scale, sustainability, leadership and innovation.



As promised in the previous year, this year too, we have emphasised on quality. And this has been proven by the award of **Overall Excellence in Operations**, bestowed on us in the prominent Auto Components India 2019 Awards.

**R&D** team has transformed JAI from a leaf spring company to a **complete suspension solution provider**. Our R&D team provides JAI a competitive edge over its competitors and speeding up its growth by introducing breakthrough products in the market. We plan to continuously invest to enhance our R&D capabilities and introduce new technologies.



**Brand** building and promotion was in full swing this year. We marked our presence in Truck Trailer and Tyre Expo 2018, Gujarat, ACMA Northeast Expo 2018, Guwahati and Jharkhand Vendor Development Program 2018 and generated fruitful business from there.



This year, we sponsored two After-Market conferences of ACMA (Automotive Component Manufacturers Association of India), strengthening our position among our industry peers. With consistent growth, new product launches and dynamic business strategy, JAI was the talk of the town in FY 2018-19. All the veteran magazines of auto-components industry featured us, keeping a track of our milestones and events.



We branded 44 distributors shops in the north zone, and we aim to make shops of all distributors across India JAI branded in the coming years. Our retailers and mechanics are JAI's superheroes and we plan to renovate their shops as well. We will start in the coming year by installing Jamna signboards at south zone retailers' and mechanics' shops.



CSR team has been busy too this year, being actively involved in environment protection, education, rural healthcare, sports, etc. to make a difference in the society. We felicitated 20 martyrs' families of Central Armed Police Forces by honouring their wives with a cheque of Rs. 2.5 lakhs each. We signed an MOU with the "Yuvraj Singh Foundation" for "Creating Awareness of Cancer and Screening Camps (Oral & Breast)", and extended our support to Kerala flood victims by distributing relief materials.



**Aftermarket India** achieved its set goal of Lakshya 30 with record sales and this has been possible because of your tremendous support and commitment. Our heartfelt thanks to you for standing by our side and enabling us to achieve this milestone.

In view of the massive growth and demand in the OEM market, we have launched new range of suspension solution products such as **Trailer Mechanical Suspension & its allied parts** and **Lift Axle & its allied parts** in the Indian aftermarket. These products were unveiled in a grand event at Hotel Novotel, Dona Sylvania, Goa, which was attended by our key distributors.



JAI's growth is attributed to all our channel partners. With our **JAI Vistar** initiative, we are taking our relationship with you to new heights.



We are delighted to share with you that more than 13,000 mechanics and their families are getting benefitted with **JAI HO!** scheme.

Through our **JAI Ustad – Mechanic Engagement Program** approx. 250 mechanics visited JAI plants and learned various aspects of JAI products and processes.

With our **JAI Sarathi, Retailers Loyalty Program**, with the tagline of Pragati Ke Path Par, a total of 10,000 approx. retailers have got registered so far, and **more than 3000** retailers are active on JAI Sarathi app.



As the Sun sets on the eve of 31<sup>st</sup> March 2019, a beginning of a new and exciting journey awaits for Team JAI. **This new financial year, we aim to achieve a substantial sales turnover tonnes and an increase of 50% in our retailers and mechanics base. But as always, we need your continuing support and trust to achieve our goals. So come, let's synergize and start another fruitful voyage to touch new horizons.**

**Bhupesh Kumar Mehta**

**Head – After Market (India)**

**Lakshya '19-'20**  
CHAMPIONS BY NATURE