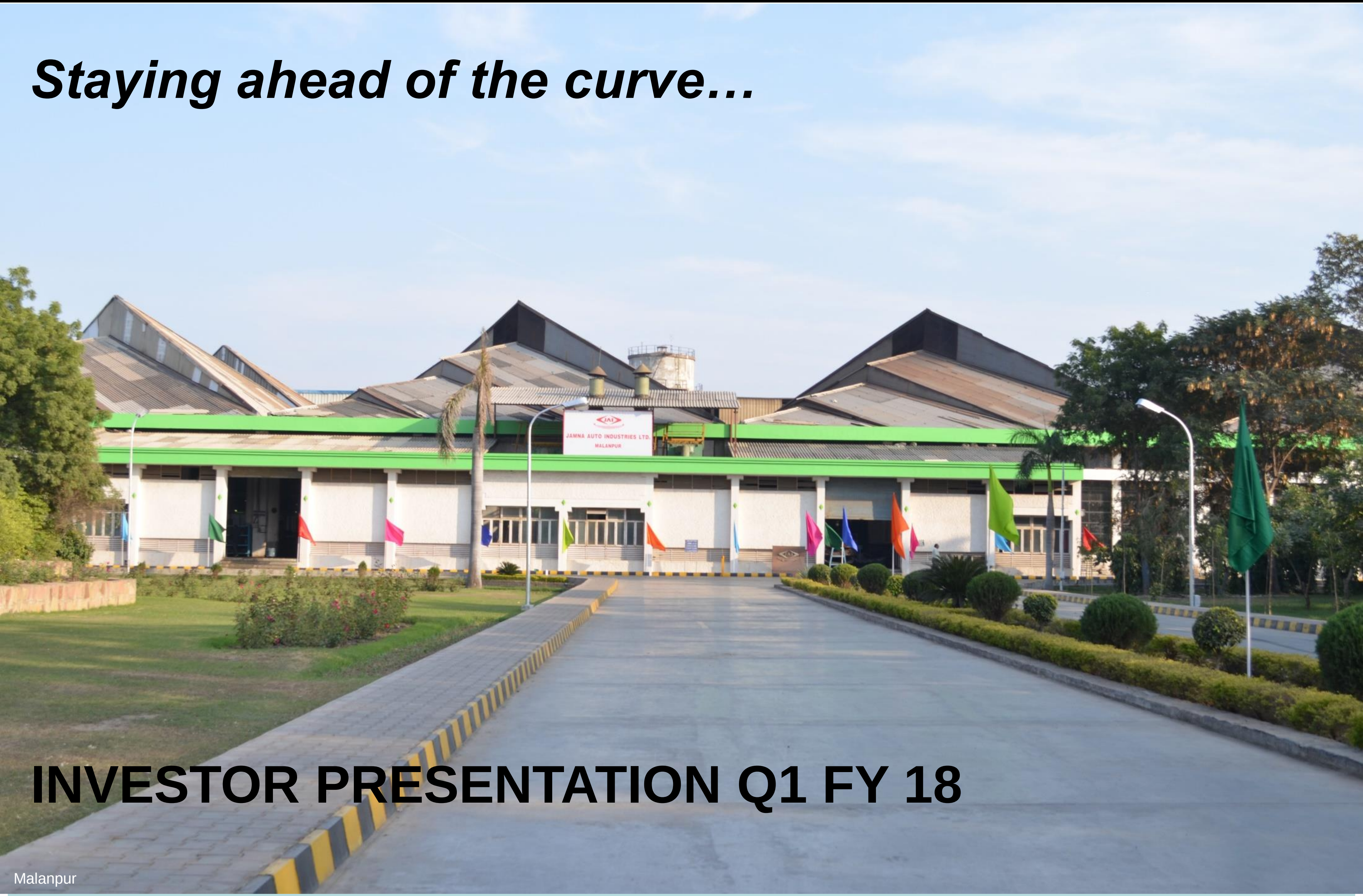
Staying ahead of the curve…



INVESTOR PRESENTATION Q1 FY 18

Malanpur

Contents:

Renovation of Govt. Middle School

Oral Hygiene among Students

Tree Planation Drive

Gifting Books to Needy

Jamna sponsored Sports Person- Shivam (Right) won Silver in Sr. Youth Commonwealth Games in Weightlifting Championship, Malaysia

Jamna sponsored Sports Person- G.S. Kohli, won Gold in National Double Trap Shooting Championship

Creating Awareness on "Health & Hygiene" for women

Self –Defense Training for Girls during Summer Camp-17

Gifted Tricycles to "Divyang" in Lucknow

Creating awareness on Tobacco Hazardous

Distributing Pension to Needy

CSR Initiatives

Company Overview

DIVERSIFYING

- ✓ **MARKETS**
- ✓ **LOCATIONS**
- ✓ **PRODUCTS**

IMPROVEMENT IN INTERNAL

EFFICIENCY & PRODUCTIVITY

JAI - WORLD'S LEADING PLAYERS IN LEAF SPRING

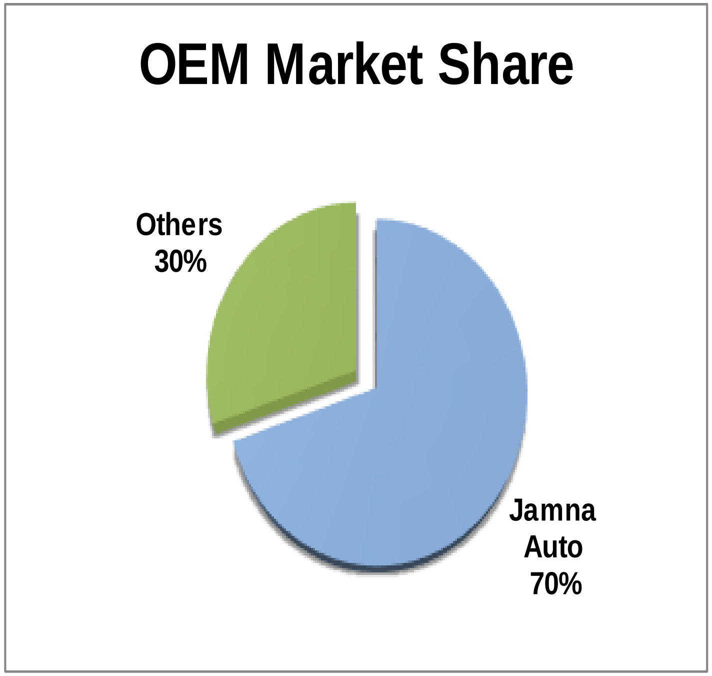
Key Highlights

Sales	**Q1 FY'18 = INR 271 crores** *(~US$42Mn)* **Q1 FY'17 = INR 333 crores** *(~ US$ 52Mn)* Q-4 2016-17 = INR 385 Crores (~ US$ 60Mn)
Market Capitalization	**INR 1,987 crores** *(~ US$ 307Mn)* (Share Price INR 249 as on 30.06.2017**)**
Production Spring Capacity	**Existing : 2,10,000 MT p.a.** *Among World's Top 3*
Alliance	**Ridewell (USA) – Air Suspension & Lift Axle**
Plants	**9 Plants in 7 States**
Listed on Stock Exchange	**BSE – 520051** **NSE – JAMNAAUTO**

Avg rate Q1 1$=INR 64.45

Global Spring Manufacturing

Indian Market Scenario



Note-The data as shown above is for Q1- 2017-18 in tonnage

Data Source- Internal

Global Leaf Market Scale

1980's

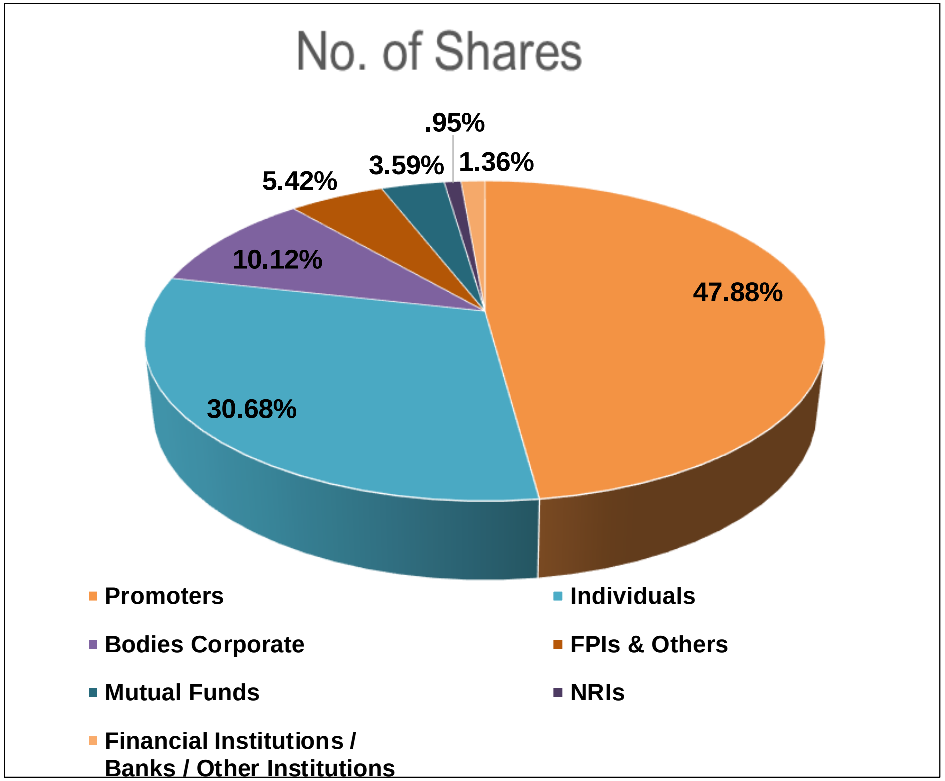
Leaf Spring Manufacturer	Base Country	Capacity
NHK Spring Co. Ltd	Japan	200,000
Delphi	USA	100,000
Eaton/Oxford	Canada	100,000
Krupp	Germany	40,000
Hendrickson	USA	40,000
DSP	USA	40,000
Rejna	Europe	40,000
Hoesh	Germany	30,000
Sarfedern	Germany	20,000
Johns Woodhead	UK	10,000

Current

Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
Hendrickson	Canada & Mexico	216,000
Jamna Auto Industries Ltd.	**India**	**210,000**
NHK Springs Co. Ltd.	Japan & Thailand	150,000
Dong Feng	China	105,000
FAW	China	100,000
MBHA	Spain	60,000
Olgen	Turkey	40,000
LPDN	Europe	26,500

Capacity in Tons per Annum

Shareholding Pattern*



Category	No of shares	In %
Promoters	38,154,630	48
Individuals	24,444,136	31
Bodies Corporate	8,065,659	10
FPIs & Others	4,319,325	5
Mutual Funds	2,864,292	4
NRIs	755,833	1
Financial Institutions / Banks / Other Institutions	1,083,597	1
Total	79,687,472	100

** As on 30.06.2017*

Our Strengths

Manufacturing around 493 Parts for OEMs & ~2000 parts for After Market

OEM Market Share 70% *(Q1- weighted average)*

Pan India Manufacturing facilities

Only company with Spring R & D Centre in India

Strong Credit Rating : Short Term A1+ & Long Term AA- *(ICRA)*

Low Leveraged with Strong Liquidity Position

Presence

Locations

Main Plants

- Yamuna Nagar
- Malanpur
- Chennai:
  - Maraimalai Nagar (Leaf Spring)
  - Pillaipakkam (Lift Axle)
- Jamshedpur
- Pune (Lift Axle & R&D Centre)
- Hosur

Assembly Plants

- Lucknow
- Pant Nagar

9 Locations

Products

- Leaf Spring
- Parabolic Spring
- Lift Axle
- Air Suspension

4 Products

Markets

- OE India
- AM India
- OE – Exports
- AM – Exports

4 Markets

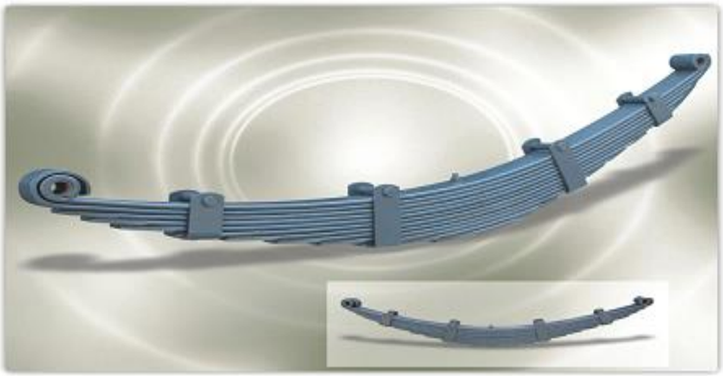
* OE India- Original Equipment Manufacturer

* AM India – After Market India

Products

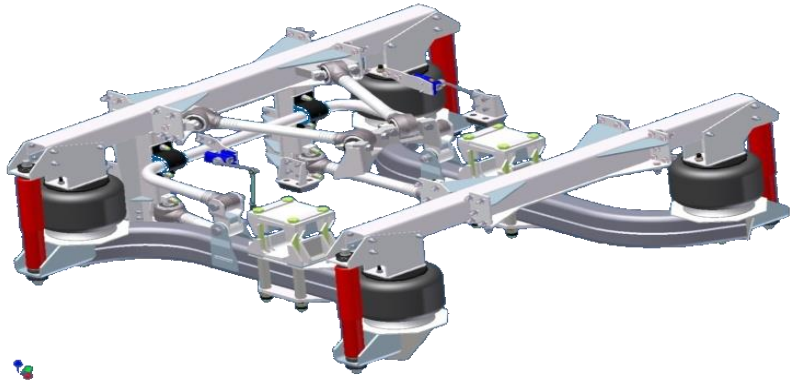
Diversifying products

1) Conventional Leaf Spring



2) Parabolic Leaf Spring

3) Air Suspension



4) Lift Axle

Customers

AMW
BUILT TO WIN

Ashok Leyland

BHARATBENZ

GM

ISUZU
Your responsible partner

KAMAZ
VECTRA

MAN

SML
ISUZU

TATA

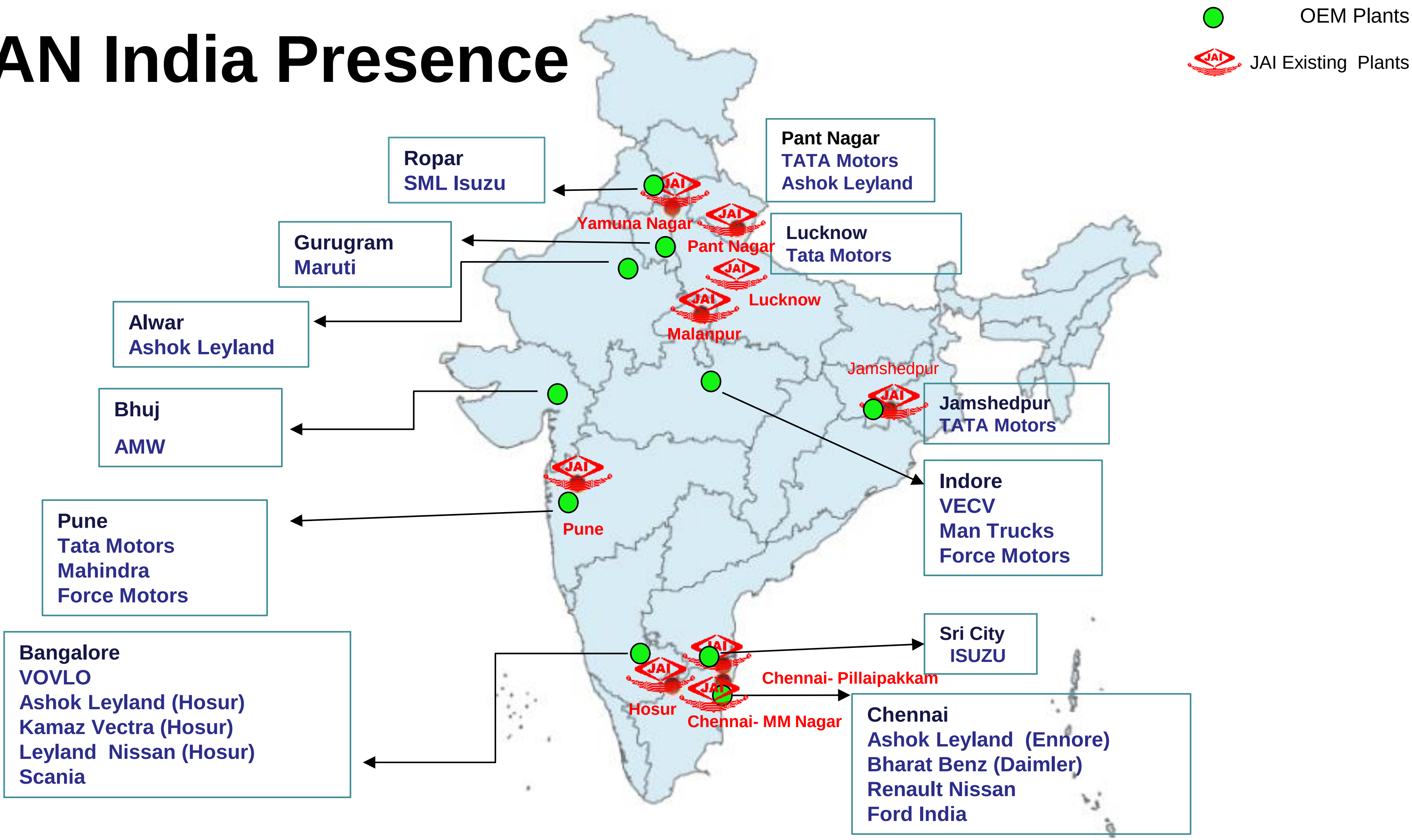
TOYOTA

UD
UD TRUCKS

VOLVO

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

PAN India Presence



Map Source: as available on www.surveyofindia.gov.in dated 17.02.2017
The Map is for illustrative purpose only.

Project Lakshya

OPERATIONAL GOALS

PRODUCT DERISKING

33%
Revenue from New Products

DIVERSIFYING MARKETS

33%
Revenue from New Market

FINANCIAL GOALS

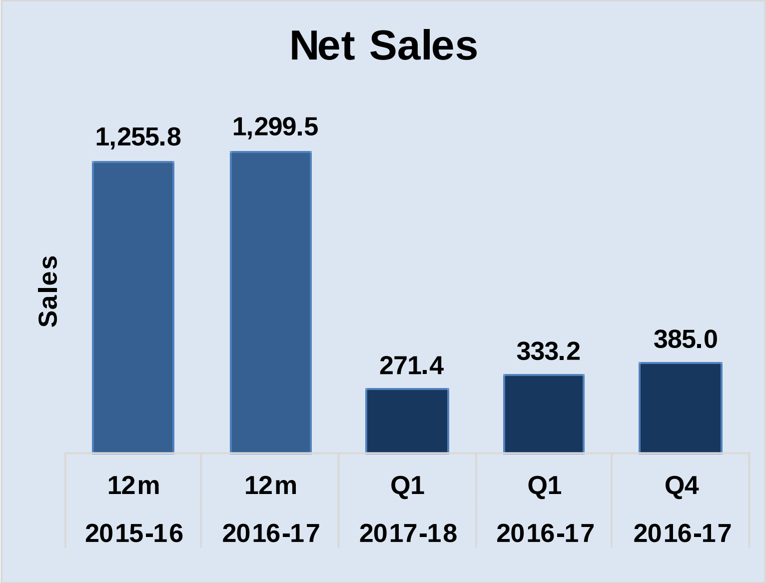
33%
ROCE

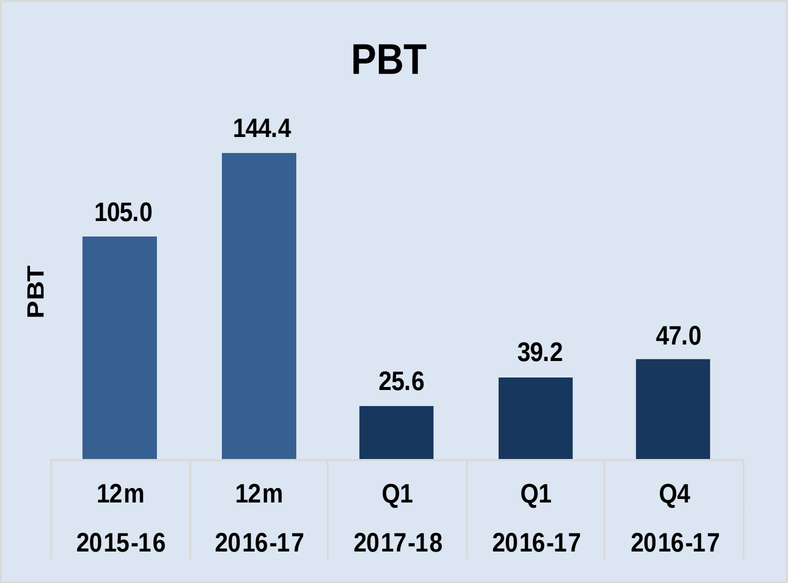
33%
Dividend Payout

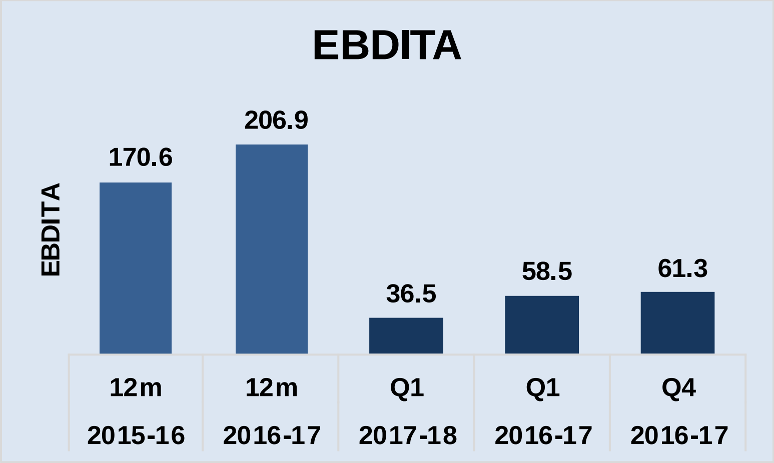
JAI's medium term strategy focused on value creation

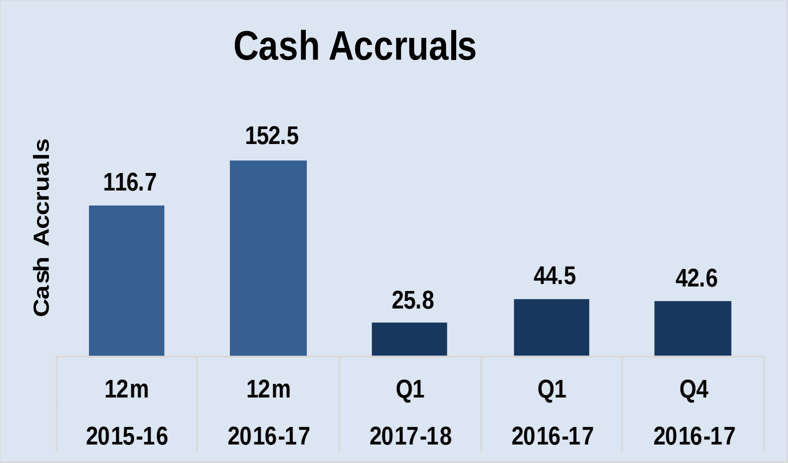
Q1 Updates

Key Financial Trend









Figures are in INR Crores (or INR 10Million)

Financial Results – Q1 FY'18

	2015-16 12m	2016-17 12m	2017-18 Q1	2016-17 Q1	2016-17 Q4
Net Sales	1,255.8	1,299.5	271.4	333.2	385.0
Export Sales	10.8	9.6	2.6	2.5	3.7
EBDITA	170.6	206.9	36.5	58.5	61.3
Operating Margin	125.3	159.1	28.1	41.1	51.6
PBT	105.0	144.4	25.6	39.2	47.0
PAT	71.5	104.7	17.4	27.2	32.9
Cash Accruals	116.7	152.5	25.8	44.5	42.6
EBIDITA Margin (%)	13.6%	15.9%	13.4%	17.6%	15.9%
Operating Margin (%)	10.0%	12.2%	10.3%	12.3%	13.4%
PBT (%)	8.4%	11.1%	9.4%	11.8%	12.2%
PAT (%)	5.7%	8.1%	6.4%	8.2%	8.5%
Cash Accruals	9.3%	11.7%	9.5%	13.4%	11.1%

Cash Accruals= PAT + Depreciation

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 within 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