



## Jamna Auto Industries Ltd.

August 06, 2020

To,  
BSE Limited  
Phiroze Jeejeebhoy Towers, Dalal Street,  
Mumbai- 400001 Maharashtra

**BSE Code: 520051**

To,  
National Stock Exchange of India Limited  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E)  
Mumbai - 400 051, Maharashtra  
**NSE Code: JAMNAAUTO**

### **Subject–Presentation on the financial results for first quarter of Financial Year 2020-21**

Dear Sir,

Pursuant to the requirements of Regulation 30 and Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the investors' presentation pertaining to the financial results for first quarter of Financial Year 2020-21.

Kindly take the above information on record.

Thanking you,  
Yours faithfully,

**For Jamna Auto Industries Limited**

Praveen  
Lakhera

Digitally signed by  
Praveen Lakhera  
Date: 2020.08.06  
16:27:04 +05'30'

**Praveen Lakhera**  
**Company Secretary & Head-Legal**

Encl: As above

**Corporate Office:** 2, Park Lane, Kishangarh, Vasant Kunj, New Delhi-110070

Tele: +91-11-26893331, 26896960, 32648668 | Fax: +91-11-26893192 | [www.jaispring.com](http://www.jaispring.com) | CIN: L35911HR1965PLC004485

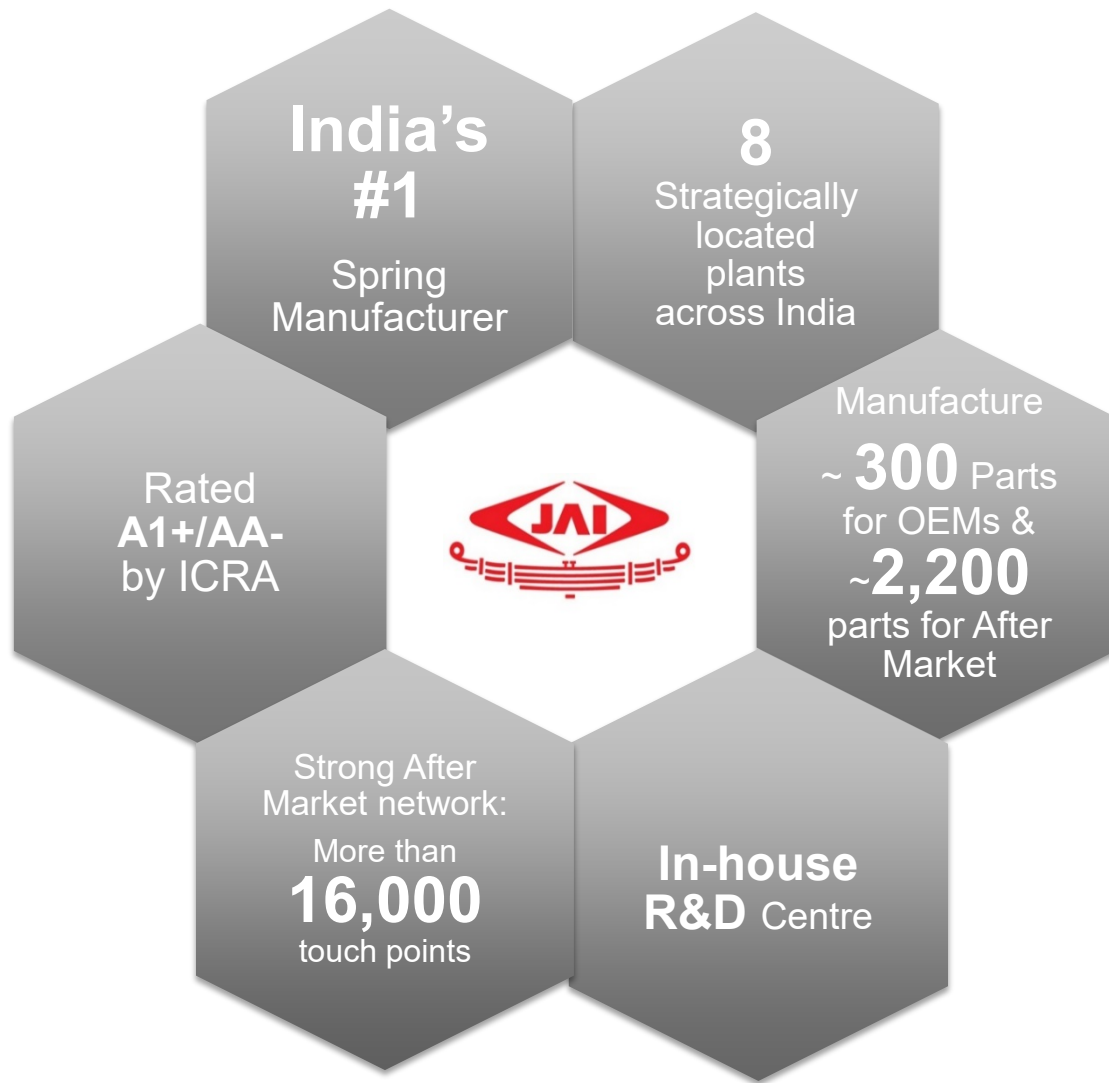
**Regd Office:** Jai Spring Road, Yamuna Nagar (Haryana)-135 001, India | Tel: +91-1732-251810 | Fax: +91-1732-251820  
YAMUNA NAGAR | MALANPUR | CHENNAI | JAMSHEDPUR | PANTNAGAR | HOSUR | PUNE



# Jamna Auto Industries Ltd.

Investors' Presentation  
Q1 FY'21

# Company Overview



*Jamna Auto Industries Limited is referred to as "JAI" hereafter*

## Expand Locations

### Manufacturing Plants

- Yamuna Nagar
- Malanpur
- Chennai 1- Leaf Spring
- Chennai 2- Suspension
- Jamshedpur
- Pune
- Hosur

### Assembly Plant

- Pant Nagar\*

### New Locations

- Indore\*
- Adityapur\*

\*Under subsidiaries of Jamna

## Diversify Products

### Existing Products

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

### Products in the pipeline

- Stabilizer Bar
- Z Springs
- U Bolt

## De-risk Markets

### Existing Markets

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

## Key Strengths

Team of expert, innovative, self driven people

Best in class manufacturing facilities

Largest Supplier to Tata, Leyland & Daimler

Prudent financial management policies

## Operational Goals

## Financial Goals

### Product De-risking

### Diversifying Markets

### Maximizing Returns

### Value Creation

GOALS

33%

Revenue from  
New Products

33%

Revenue from  
New Market

33%

ROCE

33%

Dividend  
Payout

ACHIEVED  
FY'20

32%

Revenue from  
New Products

24%

Revenue from  
New Market

16%

ROCE

40%

Dividend\*  
Payout

*\*9<sup>th</sup> consecutive year of dividend payout*

# JAI's OEM Customers



## Existing Products

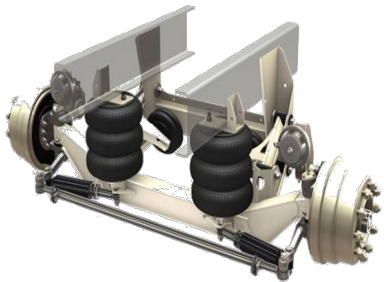
**Conventional Leaf Spring**



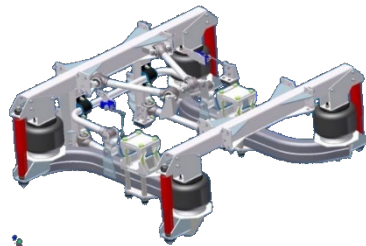
**Parabolic Leaf Spring**



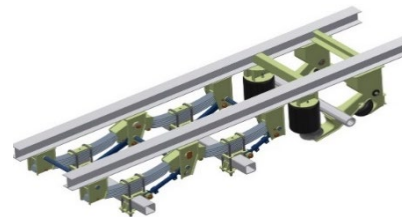
**Lift Axle**



**Air Suspension**



**Trailer Suspension**



## Upcoming Products

**Stabilizer Bar**



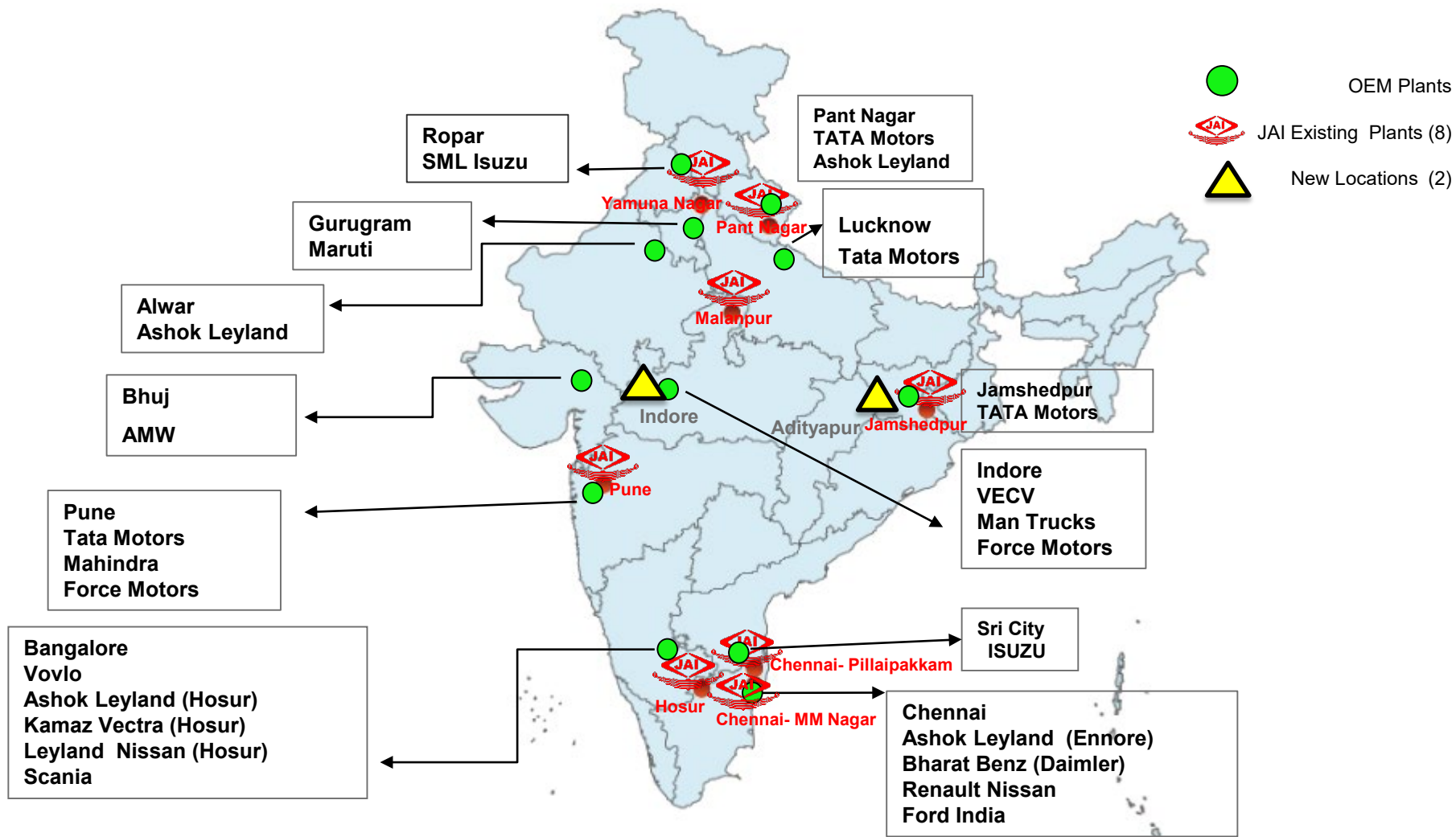
**Z Spring**



**U Bolt**

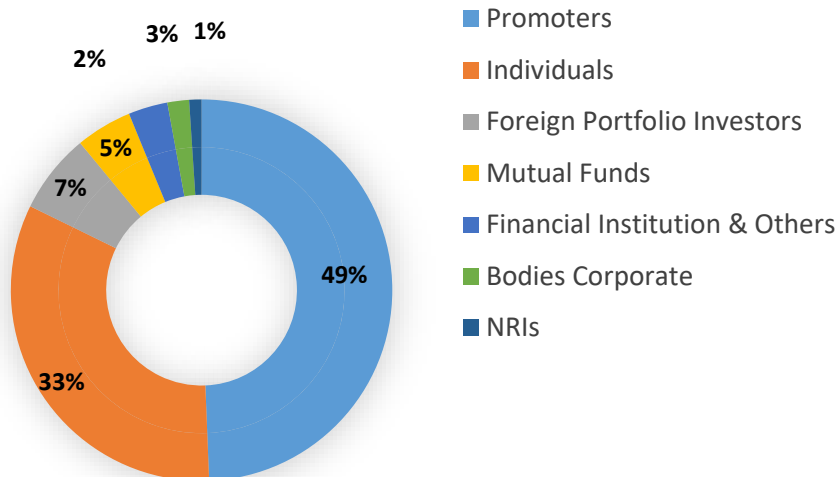


# JAI's Plants: Strategically located across CV hubs



Map Source: as available on [www.surveyofindia.gov.in](http://www.surveyofindia.gov.in) dated 17.02.2017  
The Map is for illustrative purpose only

## Category Wise Breakup

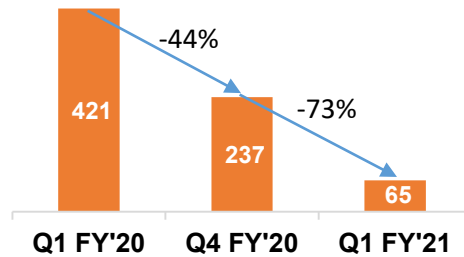


| Categories                     | % Holding   |
|--------------------------------|-------------|
| Promoters                      | 49%         |
| Individuals                    | 33%         |
| Foreign Portfolio Investors    | 7%          |
| Mutual Funds                   | 5%          |
| Financial Institution & Others | 3%          |
| Bodies Corporate               | 2%          |
| NRIs                           | 1%          |
| <b>Total</b>                   | <b>100%</b> |

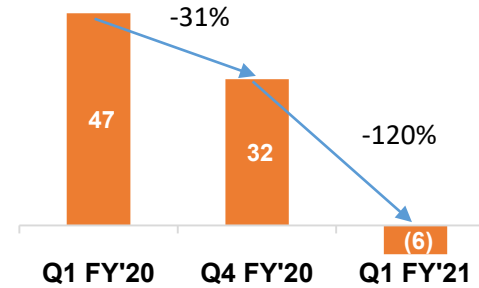
# Financial Updates

Figures in Rupees Crore,  
trends in %

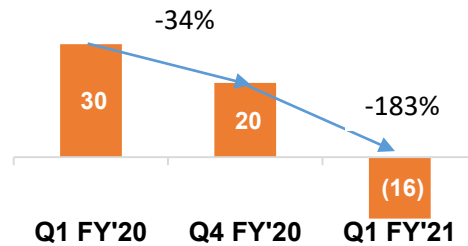
## Net Sales



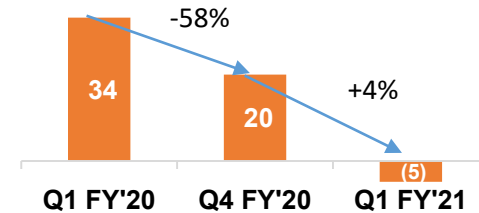
## EBIDTA



## PBT



## Cash Accruals



Cash Accruals: PAT+ Depreciation

# Financial Result – Q1 FY'21



All Figures in Rupees Crore

| Revenue and Profitability Indicators` |         |         |         |         |                            |                            |
|---------------------------------------|---------|---------|---------|---------|----------------------------|----------------------------|
| Particulars                           | 2019-20 | 2020-21 | 2019-20 | 2019-20 | % Growth                   | % Growth                   |
|                                       | 12M     | Q1      | Q1      | Q4      | Q1 FY'21<br>Vs<br>Q1 FY'20 | Q1 FY'21<br>Vs<br>Q4 FY'20 |
| Net Sales                             | 1,129   | 65      | 421     | 237     | -84%                       | -73%                       |
| EBITDA                                | 130     | (6)     | 47      | 32      | -114%                      | -120%                      |
| Operating Margin                      | 89      | (14)    | 34      | 23      | -142%                      | -161%                      |
| PBT                                   | 72      | (16)    | 30      | 20      | -154%                      | -183%                      |
| PAT                                   | 48      | (13)    | 20      | 11      | -162%                      | -215%                      |
| Cash Accruals                         | 89      | (5)     | 34      | 20      | -115%                      | -124%                      |
|                                       |         |         |         |         |                            |                            |
| PBDITA Margin (%)                     | 11.5%   | -9.8%   | 11.2%   | 13.7%   |                            |                            |
| Operating Margin (%)                  | 7.9%    | -21.8%  | 8.1%    | 9.8%    |                            |                            |
| PBT (%)                               | 6.3%    | -24.9%  | 7.1%    | 8.3%    |                            |                            |
| PAT (%)                               | 4.2%    | -19.5%  | 4.9%    | 4.6%    |                            |                            |
| Cash Accruals (%)                     | 7.9%    | -7.5%   | 8.0%    | 8.5%    |                            |                            |

Cash Accruals: PAT+ Depreciation



## Major Achievements made in Q1 FY'21:

### a. Environment

- Planted 1500 forestry & fruit saplings in Delhi & YNR on occasion of World Environment Day.
- Initiated ground work to save rainwater by digging of pits and pounds in Delhi.
- Ensured regular care and maintenance of 4000 meter Green Belt in Malanpur, Yamuna Nagar and Delhi.
- Recycled green waste into 15 ton vermi compost in Malanpur and Jamshedpur.

### b. Education

- Renovated computer lab in Govt. Sr. Sec. School, Mandoli, Yamunanagar by gifting 5 new computers.
- Initiated whitewash work in Govt. school & community hall in village Faizpur, Yamunanagar.

### c. Sports

- Sponsored 4 outstanding sports person in Olympic Games in Delhi & Jamshedpur.
- Provided 10 foot operated sanitizer stands to Tezali Sports Complex, Yamunanagar.
- Supported "Archery Association of India", Delhi by providing them financial help to promote sports.

### d. Community Outreach

#### 1. COVID-19- Relief Work

- Distributed 6500 face masks to beneficiaries in Delhi, Yamunanagar, Jamshedpur, Pune & Malanpur.
- Distributed 250 hygiene kits to inmates in District Prison, Gurgaon.
- Distributed dry ration kits to more than 1800 needy families in Delhi, Yamunanagar, Jamshedpur, Chennai and Pillaipakkam.
- Served food to 100 needy patient's on daily basis in Govt. hospital in Chennai.

#### 2. Skill Training

- Trainees were trained in making of face mask in Delhi & YNR. A small unit was set up to provide income generation activity to rural women.

#### 3. Support to destitute

- Ensured well-being of deprived people by giving monthly pension & medical assistance in YNR.



### **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