Jamna Auto Industries Ltd

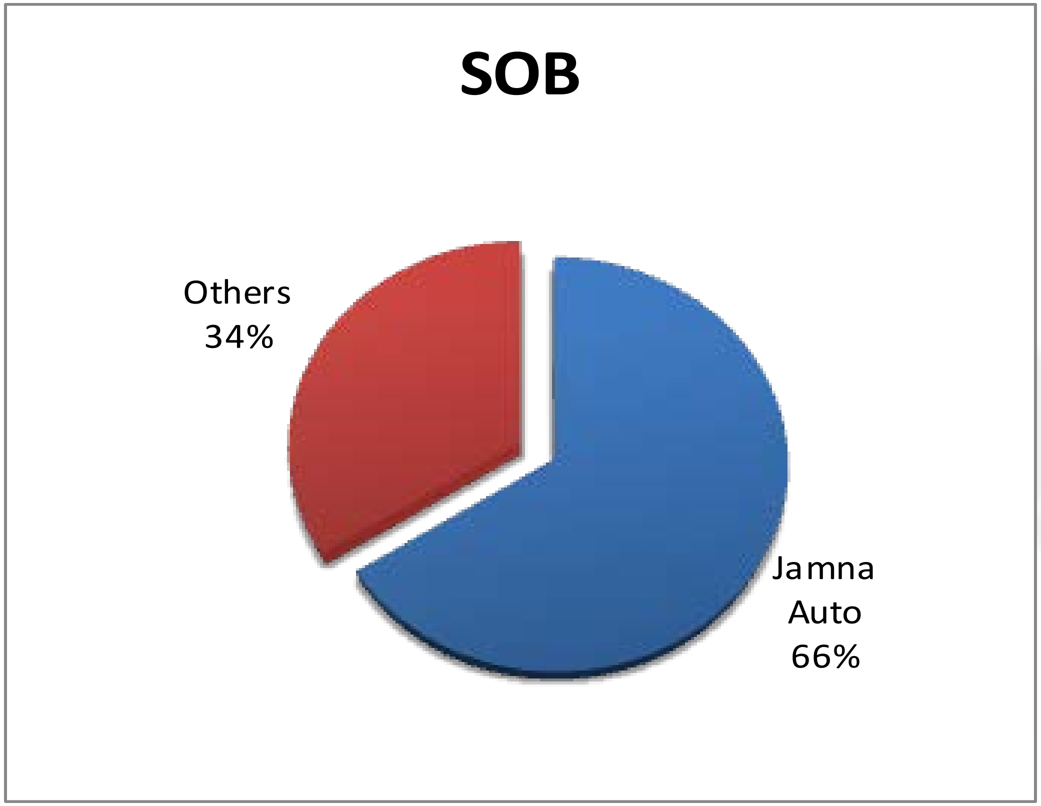
Company Profile

Jamna Auto Industries Ltd

Sales	**Jamna Auto : FY 2015-16 = INR 1,255 Cr**
Market Capitalization	**INR 1,200 Cr** Approx. (Share Price INR 150/-)
Production Spring Capacity	2013 – 150,000 MT **2014***(onwards)* **– 180,000 MT** 3rd in the World
Alliance	**Ridewell (USA) – Air Suspension & Lift Axle**
Manufacturing Plants	**8 Plants in 6 States**
Listed on Stock Exchanges	**BSE – 520051** **NSE – JAMNAAUTO**

Global Spring Manufacturers

Indian Market Scenario



Note-The data as shown above is for the FY 2015-16.
Data Source- Internal

Global Leaf Market Scale

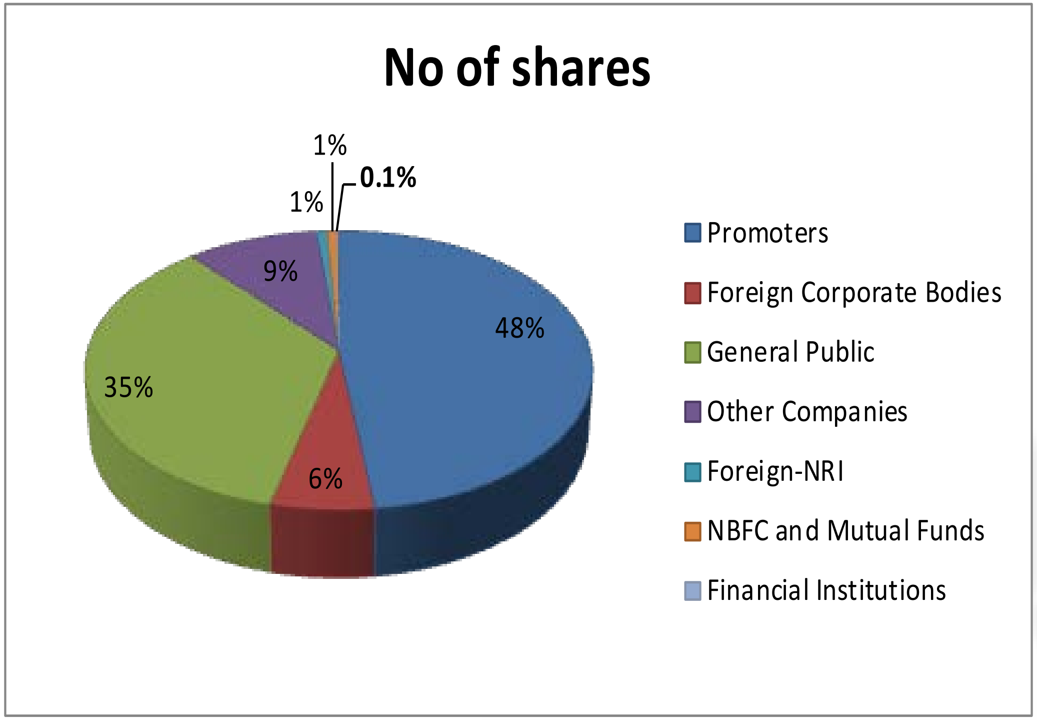
1980's

Leaf Spring Manufacturer	Base Country	Capacity
NHK Spring Co. Ltd.	Japan	*2,00,000*
Delphi	USA	*1,00,000*
Eaton/Oxford	Canada	*1,00,000*
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	2,50,000
Hendrickson	Canada & Mexico	1,90,000
Jamna Auto Industries Ltd.	**India**	**1,80,000**
NHK Springs Co. Ltd.	Japan & Thailand	1,50,000
Ventanna	Europe	1,10,000
Dong Feng	China	1,05,000
FAW	China	1,00,000
MBHA	Spain	36,000
Olgin	Turkey	28,000
LPDN	Europe	24,000

Jamna Auto Industries Ltd - Shareholding



Category	No of shares	Percentage
Promoters	3,81,54,630	48%
Foreign Corporate Bodies	46,17,018	6%
General Public	2,77,72,602	35%
Other Companies	76,30,723	10%
Foreign-NRI	6,36,529	1%
NBFC and Mutual Funds	5,60,160	1%
Financial Institutions	1,06,300	0.1%
TOTAL	**7,94,77,962**	**100%**

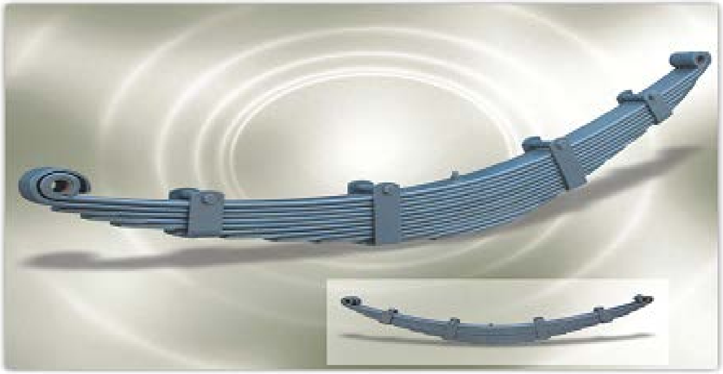
Note- The Shareholding Pattern shown above is as on March 31,2016

JAI's Strength

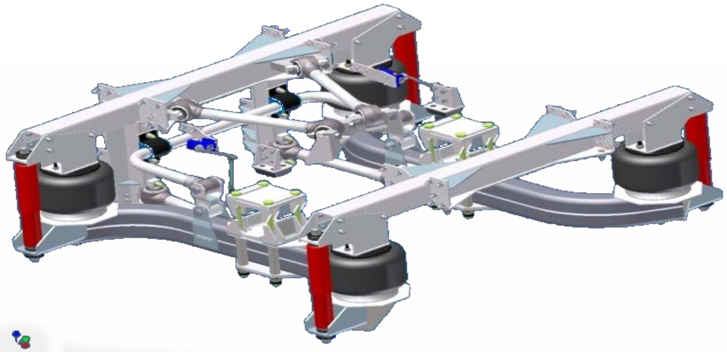
- OEM Market Share 66%
- Manufacturing more than 450 Parts
- Industry Leader (in India) nearest competitor 15 % Market Share
- Strategically located all over India
- FY 16 Sales INR 1,255 Cr & Installed Capacity 180,000 MT p.a.

Products

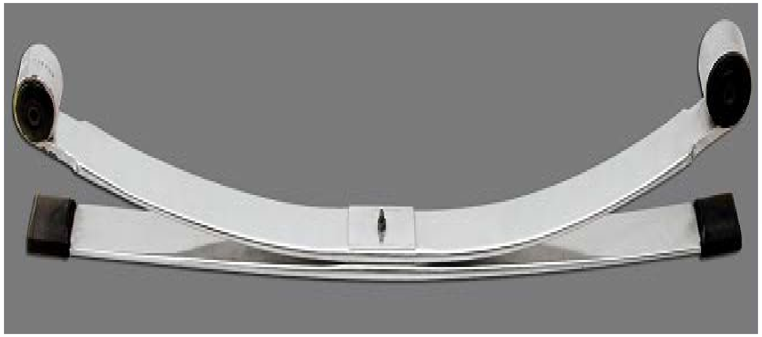
Current Products



Conventional Leaf spring



Air Suspension



Parabolic Leaf Spring

Lift Axle

Presence

Locations

Main Plants

- Yamuna Nagar
- Malanpur
- Chennai:
  - Leaf spring plant
  - Lift Axle plant
- Jamshedpur
- Pune (Plant & R&D Centre)

Assembly Plants

- Pant Nagar
- Hosur

8 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

Serving more than 20 OEM Customer Locations in India

Customers

Ashok Leyland

AMW
THE GLOBAL TRUCK

ASHOK LEYLAND NISSAN

BHARATBENZ

SML ISUZU

KAMAZ VECTRA

MAN

RENAULT NISSAN

VOLVO

TATA

VE COMMERCIAL VEHICLES
A VOLVO GROUP AND EICHER MOTORS JOINT VENTURE

ISUZU
Your responsible partner

UD TRUCKS

JAI &OEMs Presence in India

OEM Plants
JAI Existing Plants

Ropar
SML Isuzu

Alwar
Ashok Leyland

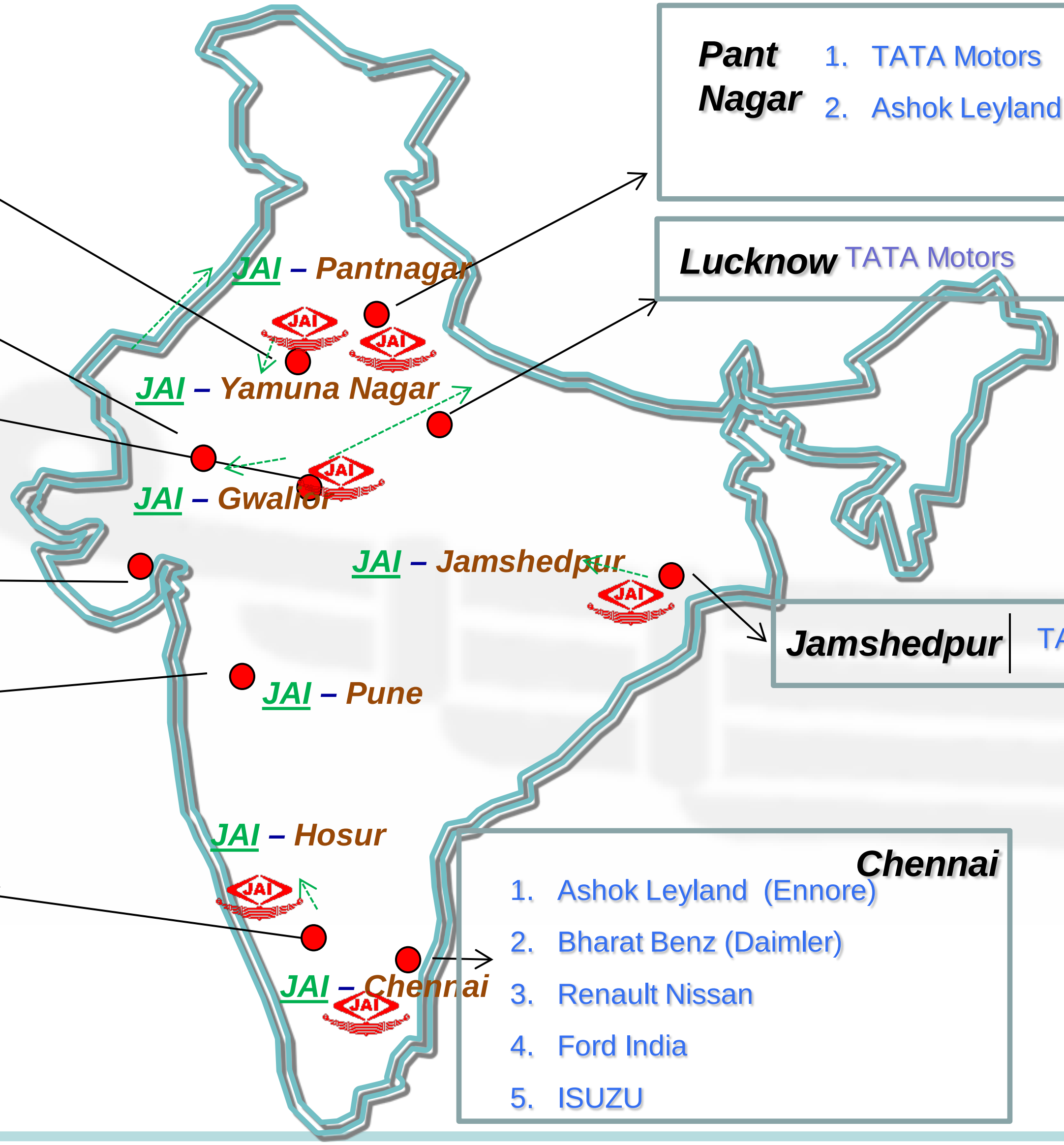
Indore
1. VECV
2. MTI

Pithampur
1. Force Motors

Bhuj AMW

Pune
TATA Motors
Mahindra

Bangalore
1. VOVLO
2. Ashok Leyland (Hosur)
3. Kamaz Vectra (Hosur)
4. Leyland Nissan (Hosur)
5. Scania



Pant Nagar
1. TATA Motors
2. Ashok Leyland

Lucknow TATA Motors

Jamshedpur | TATA Motors

Chennai
1. Ashok Leyland (Ennore)
2. Bharat Benz (Daimler)
3. Renault Nissan
4. Ford India
5. ISUZU

Project Lakshya
Jai's medium term strategy focused on value creation

	Product Derisking	Diversifying Markets	Maximizing Efficiency
Operational Goals	**33% Revenue from New Products**	**33% Revenue from New Markets**	**33% Break Even Point**
Financial Goals	**33% ROCE** *ACHIEVED*	**33%(minimum) Dividend Payout** *ACHIEVED*	**Net Block to be funded by Net Worth FY 2016-17**

Jamna Auto Industries Ltd

Q4 Update

2015-16

Jamna Auto Industries Ltd

12 Months Highlights

- **Upgradation of Credit Ratings by ICRA**

  Long Term Rating from [ICRA]A+ to [ICRA] **AA-**

  Short Term Rating from [ICRA]A2+ to [ICRA]**A1+**

- **Healthy Liquidity**

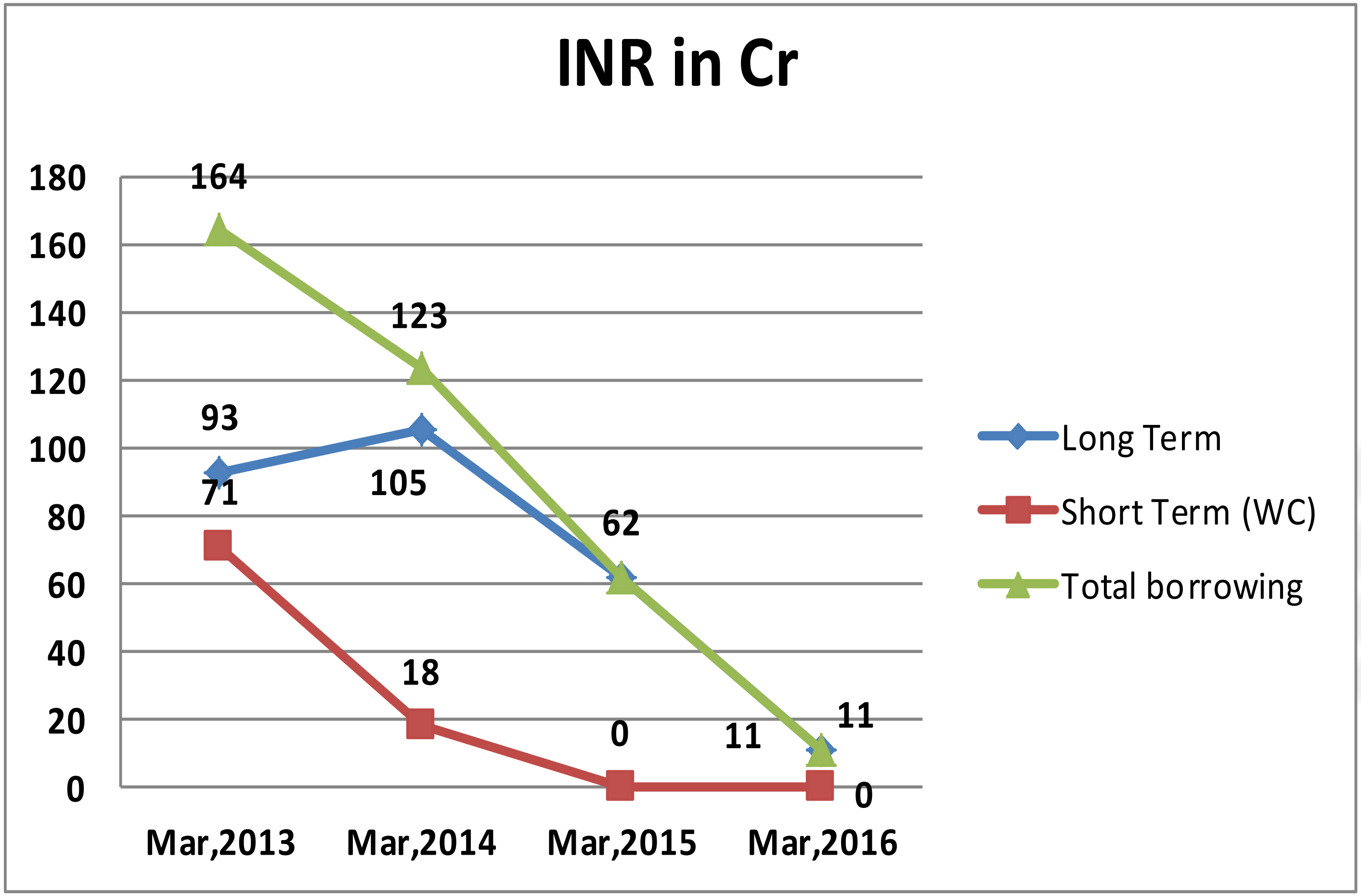
	INR in Cr
Unutilized Working Capital Limits (PO Finance & Cash Credit)	59
BOE/Discountable Invoices in hand (Volvo, Nissan, SML, VE Commercial)	7
Balance in Current Accounts	5
Total	**71**

⇨ **Since Jamna is into CV Industry which is cyclical in nature, these funds will be used for better cash flow management during down trend**

Note: Above liquidity is after Steel Buying of INR 48 Cr done on Cash Discount basis in Q4.

Jamna Auto Industries Ltd

Borrowing Trend



- Current year Capex of INR 72 Cr met out of internal cash generations
- Long Term borrowing includes INR 6 Cr payable within 1 year

Note: a) Figures shown above are excluding Buyer's credit for RM imports INR 4 cr

Jamna Auto Industries Ltd

Commercial Vehicle Trends & Market Share

	12m 2014-15	12m 2015-16	Growth in 2015-16	Growth in 2014-15
M & HCV Production (Nos.)	2,83,558	3,58,181	26%	21%
LCVs (Nos.)	4,29,740	4,41,633	3%	-10%
Vehicle Production (Nos.)	**7,13,298**	**7,99,814**	**12%**	**-0.3%**
Spring Demand (MTs)	1,60,428	1,78,485	11%	20%
JAI 's Business (MTs) – OEM	**1,01,667**	**1,17,725**	16%	33%
Market Share (%)	**63**	**66**	**3%** ↑	**6%** ↑

JAI's presence

*Vehicle Production information source : **SIAM (i.e adjusted for Diamler India Commercial Vehicles Ltd(DICV).***

Jamna Auto Industries Ltd

Sales Comparison

Springs (Figures in MT)

Segment	2014-15 Q4	%	2015-16 Q4	%	2014-15 12m	%	2015-16 12m	%
OEM	31,271	81.5%	34,397	82.2%	1,01,667	81.0%	1,17,725	82.7%
Non-OEM	6,774	17.7%	7,138	17.1%	22,756	18.1%	23,619	16.6%
Exports	312	0.8%	315	0.8%	1,165	0.9%	1,015	0.7%
Total	**38,357**	100%	**41,850**	100%	**1,25,588**	100%	**1,42,359**	100%

Growth **9%** **13%**

Net Sales* (INR in Cr) (Standalone)

2014-15 12m	2015-16 12m
979	**1,092**

Growth **11%**

Net Sales* (INR in Cr) (Consolidated)

2014-15 12m	2015-16 12m
1,095	**1,256**

Growth **15%**

Net sales*- Leaf Spring sales +Lift axle sales

Jamna Auto Industries Ltd
Financial Highlights (Consolidated)

- Sales in MT increased by 13% and 15% in terms of value.
- Consolidated EBIDTA margins achieved by the company during the year is 13.1% indicating the YoY growth of 49%.
- The company's growth in terms of volume is better than the CV industry growth.
- Debt level of INR 62 cr in FY 2014-15 reduced to INR 11 cr (excluding Buyer's credit for RM imports) indicating that the company is virtually debt-free.
- Capex expenditure of INR 72 Cr in FY 2015-16 met out of internal cash generations. The plan is to achieve the Lakshay Target of NW=NB in FY 2016-17.
- Debtor days substantially reduced from 21 days to 10 days.
- The company has substantially improved ROCE from 22% to 51% thus maintaining the LAKSHAY target as announced in FY 2013-14.
- The company has maintained the minimum dividend payout ratio of 33% .
- ICRA upgraded the rating for term loans from 'A+' to 'AA-'.

Jamna Auto Industries Ltd

Financial Results (Standalone)

Standalone

Q4

INR in Cr

	2014-15 Q4	2015-16 Q3	2015-16 Q4	Growth* in %
Net Sales	**301.9**	**241.3**	**320.7**	6%
Export Sales	**2.3**	**2.8**	**2.9**	25%
EBITDA	**36.0**	**34.0**	**55.3**	54%
Operating Margin	**25.8**	**21.7**	**43.1**	67%
PBT	**21.7**	**18.3**	**39.3**	82%
PAT	**15.2**	**15.0**	**28.1**	86%
Cash Accruals	**25.4**	**27.4**	**40.4**	59%
EBITDA Margin (%)	**11.9%**	**14.1%**	**17.2%**	45%
Operating Margin (%)	**8.5%**	**9.0%**	**13.4%**	57%
PBT (%)	**7.2%**	**7.6%**	**12.3%**	71%
PAT (%)	**5.0%**	**6.2%**	**8.8%**	75%
Cash Accruals	**8.4%**	**11.3%**	**12.6%**	50%

Cash Accruals- PAT + Depreciation

***Growth over Q4 of 2014-15**

12 Months

INR in Cr

	2014-15 12m	2015-16 12m	Growth* in %
Net Sales	**979.2**	**1,091.6**	11%
Export Sales	**10.8**	**9.9**	-9%
EBITDA	**86.0**	**151.0**	76%
Operating Margin	**56.7**	**107.1**	89%
PBT	**39.8**	**93.5**	135%
PAT	**29.4**	**72.3**	146%
Cash Accruals	**58.7**	**116.2**	98%
EBITDA Margin (%)	**8.8%**	**13.8%**	58%
Operating Margin (%)	**5.8%**	**9.8%**	70%
PBT (%)	**4.1%**	**8.6%**	111%
PAT (%)	**3.0%**	**6.6%**	120%
Cash Accruals (%)	**6.0%**	**10.6%**	78%

***Growth over 12m of 2014-15**

Jamna Auto Industries Ltd

Financial Results (Consolidated)

Consolidated

Q4

INR in Cr

	2014-15 Q4	2015-16 Q3	2015-16 Q4	Growth* in %
Net Sales	**342.1**	**281.6**	**366.4**	7%
Export Sales	**2.3**	**2.8**	**2.9**	25%
EBITDA	**39.8**	**38.5**	**58.5**	47%
Operating Margin	**29.3**	**25.8**	**46.1**	57%
PBT	**24.9**	**22.1**	**42.0**	69%
PAT	**15.3**	**15.5**	**27.9**	82%
Cash Accruals	**25.9**	**28.2**	**40.3**	56%
EBITDA Margin (%)	**11.6%**	**13.7%**	**16.0%**	37%
Operating Margin (%)	**8.6%**	**9.2%**	**12.6%**	47%
PBT (%)	**7.3%**	**7.8%**	**11.5%**	58%
PAT (%)	**4.5%**	**5.5%**	**7.6%**	70%
Cash Accruals	**7.6%**	**10.0%**	**11.0%**	46%

Cash Accruals- PAT + Depreciation

**** Growth over Q4 of 2014-15***

12 Months

INR in Cr

	2014-15 12m	2015-16 12m	Growth* in %
Net Sales	**1,095.0**	**1,255.8**	15%
Export Sales	**10.8**	**9.9**	-9%
EBITDA	**96.5**	**164.9**	71%
Operating Margin	**65.4**	**119.7**	83%
PBT	**47.4**	**105.0**	122%
PAT	**29.4**	**71.5**	143%
Cash Accruals	**60.5**	**116.7**	93%
EBITDA Margin (%)	**8.8%**	**13.1%**	49%
Operating Margin (%)	**6.0%**	**9.5%**	60%
PBT (%)	**4.3%**	**8.4%**	93%
PAT (%)	**2.7%**	**5.7%**	112%
Cash Accruals (%)	**5.5%**	**9.3%**	68%

**** Growth over 12m of 2014-15***

Thank You