

Staying ahead of the curve...



INVESTOR PRESENTATION Q4 FY 17



**JAMNA AUTO
INDUSTRIES LIMITED**



Contents:

1. Company Overview
2. Q4 Updates
3. Research Reports



CSR Initiatives.....

Company Overview

DIVERSIFYING

- ✓ MARKETS
- ✓ LOCATIONS
- ✓ PRODUCTS

IMPROVEMENT IN INTERNAL
EFFICIENCY & PRODUCTIVITY

**JAI - WORLD'S LEADING
PLAYERS IN LEAF SPRING**

Key Highlights

Sales

FY2016-17 = INR 1,299 crores (~US\$200Mn)

FY 2015-16 = INR 1,256 crores (~ US\$ 194Mn)

Q-4 2016-17 = INR 385 Crores (~ US\$ 59Mn)

Market Capitalization

INR 2200 crores (~ US\$ 340Mn)

(Share Price INR 278 as on 15.06.2017)

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

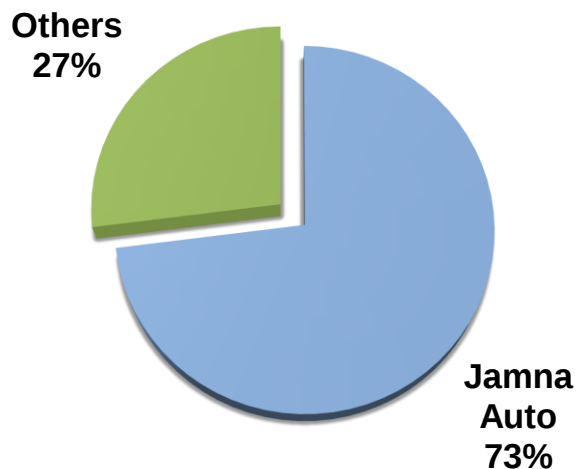
NSE – JAMNAAUTO

\$= INR 64.8 as on 31.03.2017

Global Spring Manufacturing

Indian Market Scenario

OEM Market Share



Note-The data as shown above is for Q4- 2016-17 in tonnage

Data Source- Internal

Global Leaf Market Scale

1980's

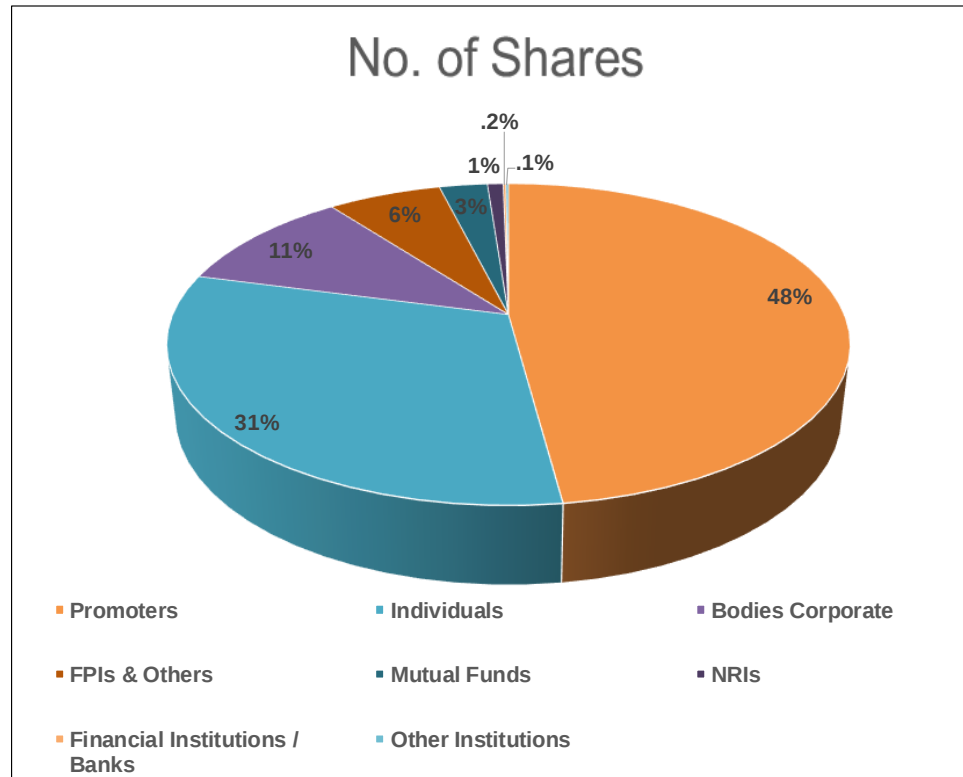
Leaf Spring Manufacturer	Base Country	Capacity
NHK Spring Co. Ltd	Japan	200,000
Delphi	USA	100,000
Eaton/Oxford	Canada	100,000
Krupp	Germany	40,000
Hendrickson	USA	40,000
DSP	USA	40,000
Rejna	Europe	40,000
Hoesh	Germany	30,000
Sarfedern	Germany	20,000
Johns Woodhead	UK	10,000

Current

Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
Hendrickson	Canada & Mexico	220,000
Jamna Auto Industries Ltd.	India	210,000
NHK Springs Co. Ltd.	Japan & Thailand	150,000
Ventanna	Europe	110,000
Dong Feng	China	105,000
FAW	China	100,000
MBHA	Spain	36,000
Olgin	Turkey	28,000
LPDN	Europe	24,000

Capacity in Tons per Annum

Shareholding Pattern*



Category	No of shares	In %
Promoters	38,154,630	47.9
Individuals	24,904,570	31.3
NRIs	708,242	0.9
Bodies Corporate	8,390,754	10.5
Other Institutions	117,483	0.1
Mutual Funds	2,166,892	2.7
Financial Institutions / Banks	121,954	0.2
FPIs & Others	5,118,251	6.4
Total	79,682,776	100.0

* As on 31.03.2017

Our Strengths

Manufacturing around 480 Parts for OEMs & ~2000 parts for After Market

OEM Market Share 73% *(Q4- weighted average)*

Pan India Manufacturing facilities

Only company with Spring R & D Centre in India

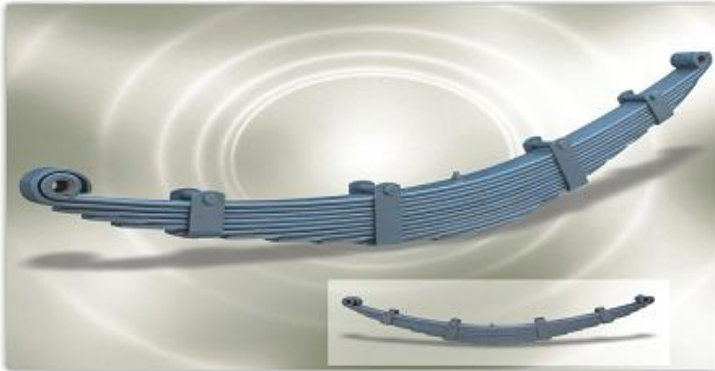
Strong Credit Rating : Short Term A1+ & Long Term AA- *(ICRA)*

Low Leveraged with Strong Liquidity Position

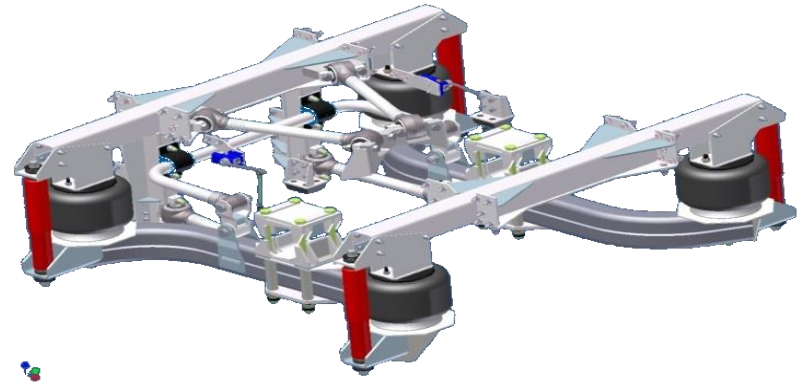
Products

Diversifying products

1) Conventional Leaf Spring



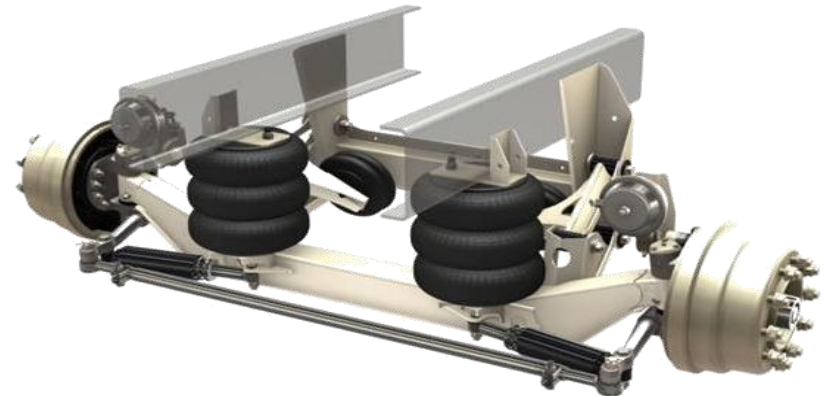
3) Air Suspension



2) Parabolic Leaf Spring



4) Lift Axle



Customers

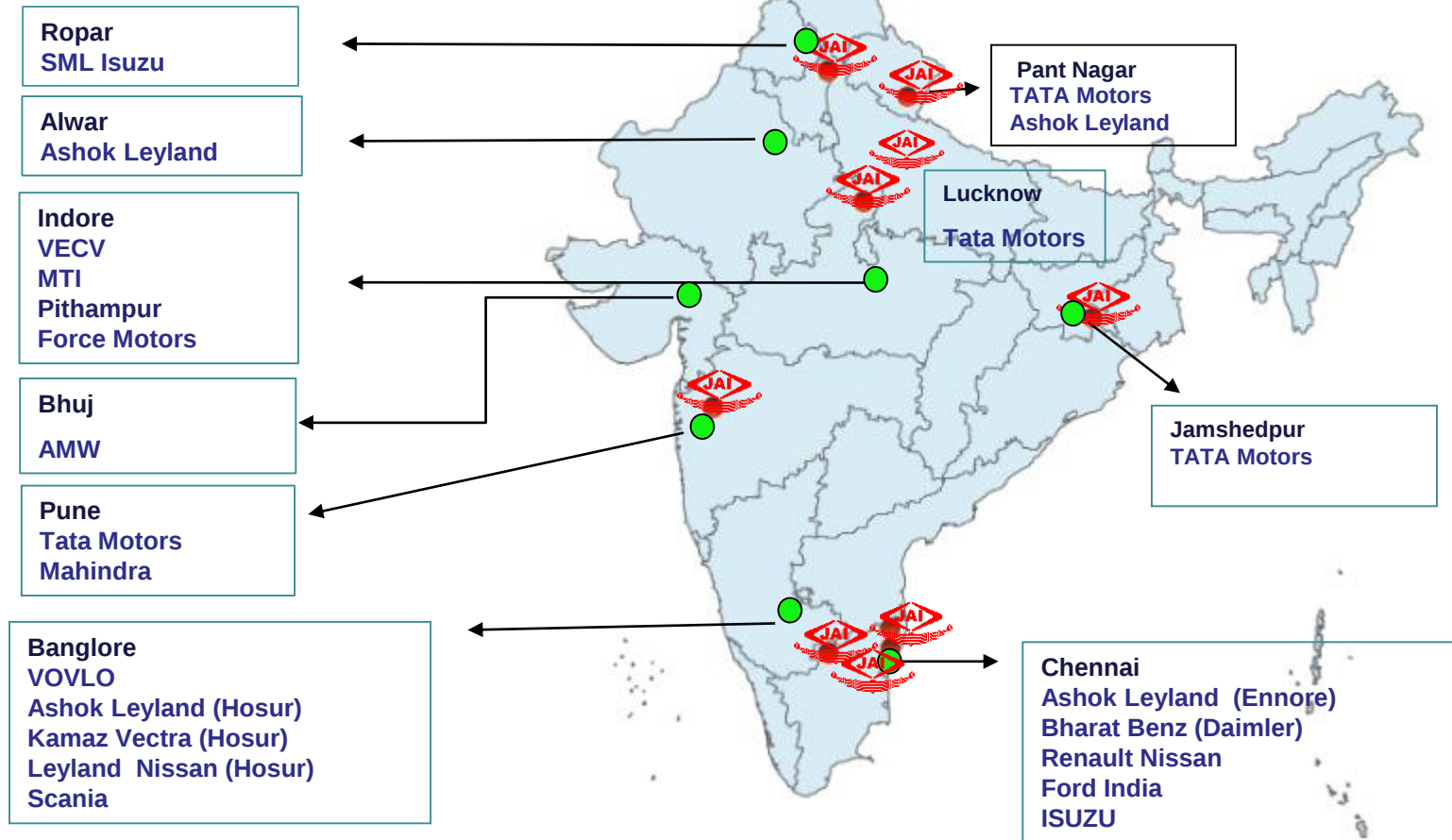


Serving more than 20 OEM Customer Locations in India



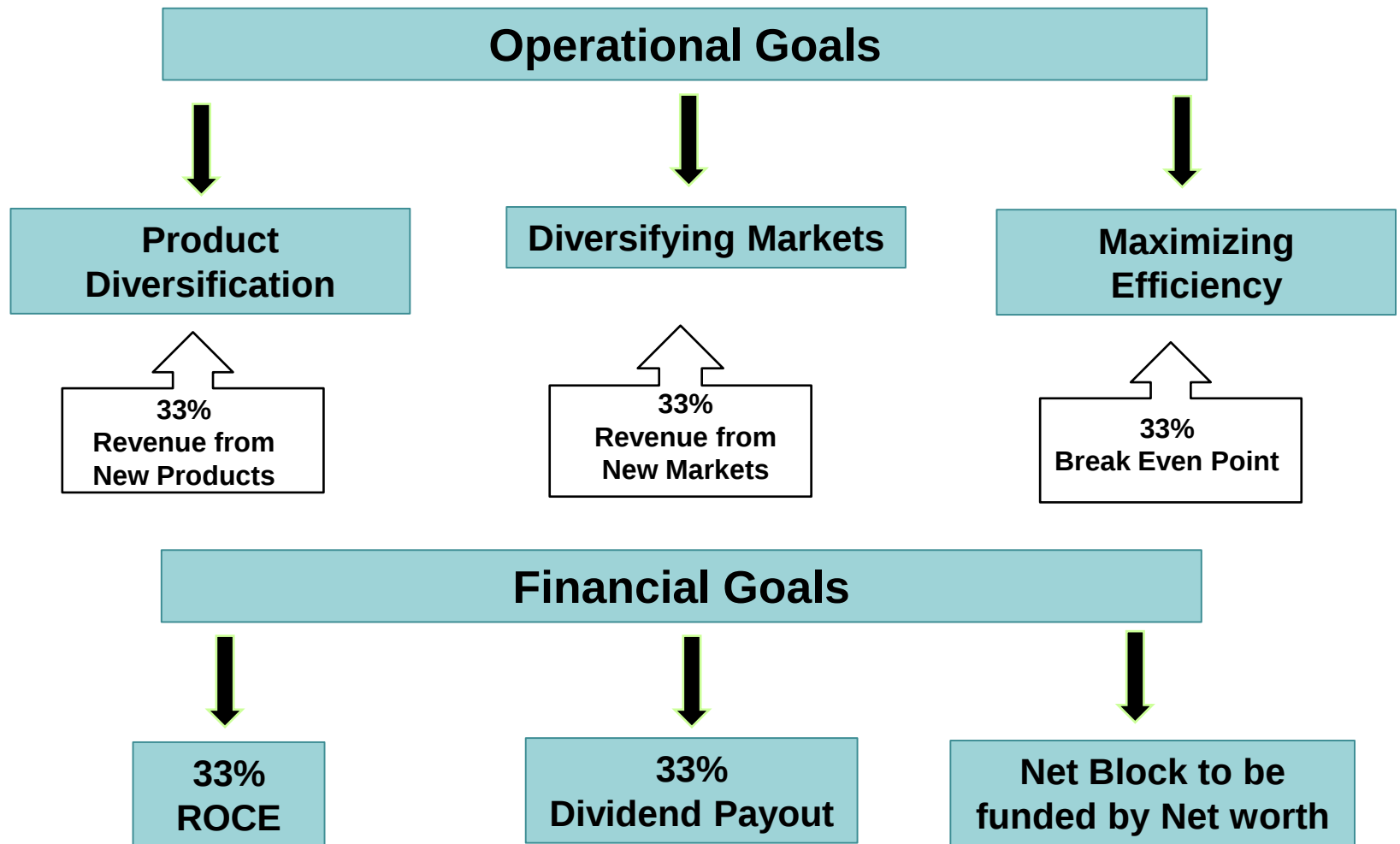
PAN India Presence

● OEM Plants
 JAI Existing Plants



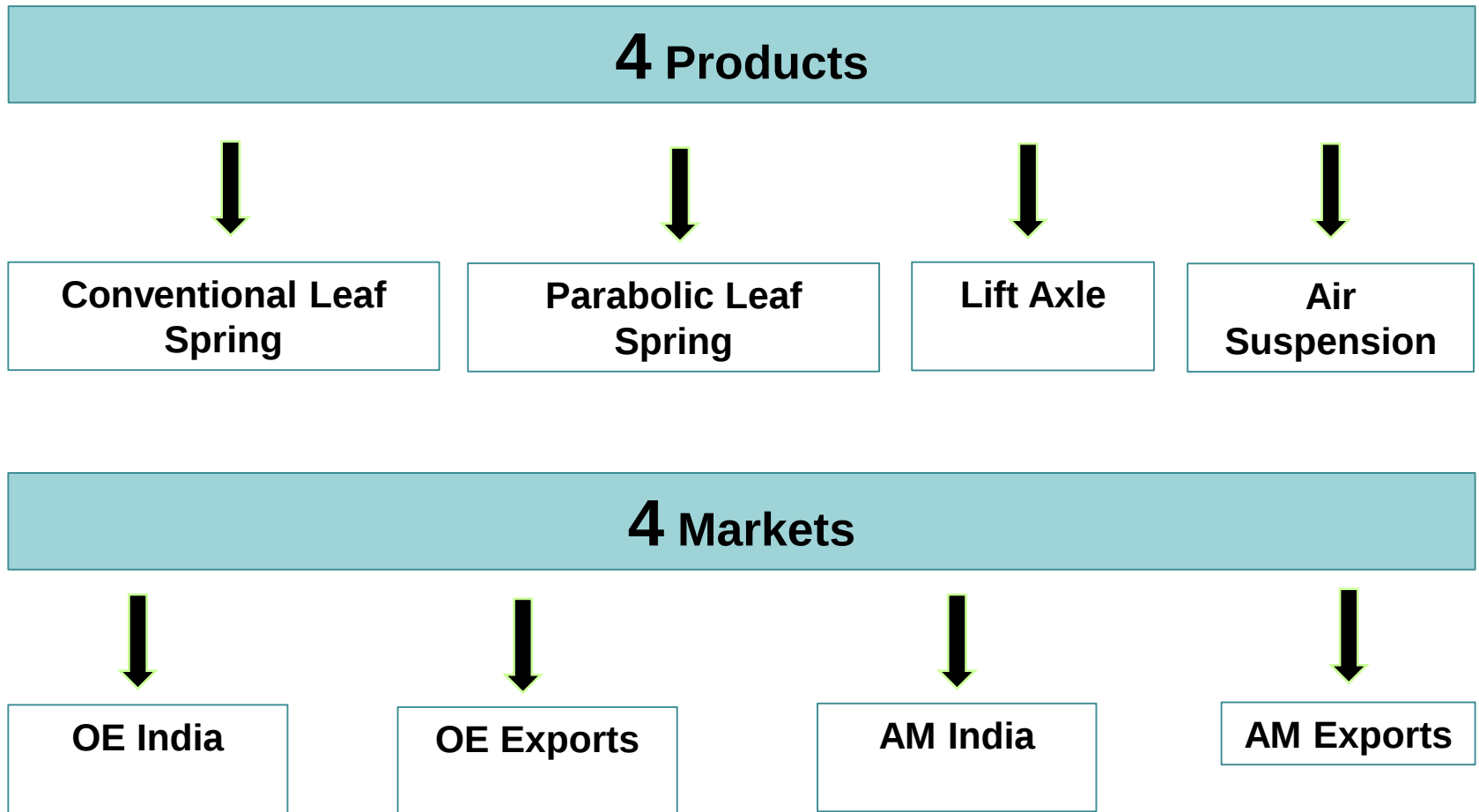
Map Source: as available on www.surveyofindia.gov.in dated 17.02.2017
 The Map is for illustrative purpose only.

Project Lakshya



JAI's medium term strategy focused on value creation

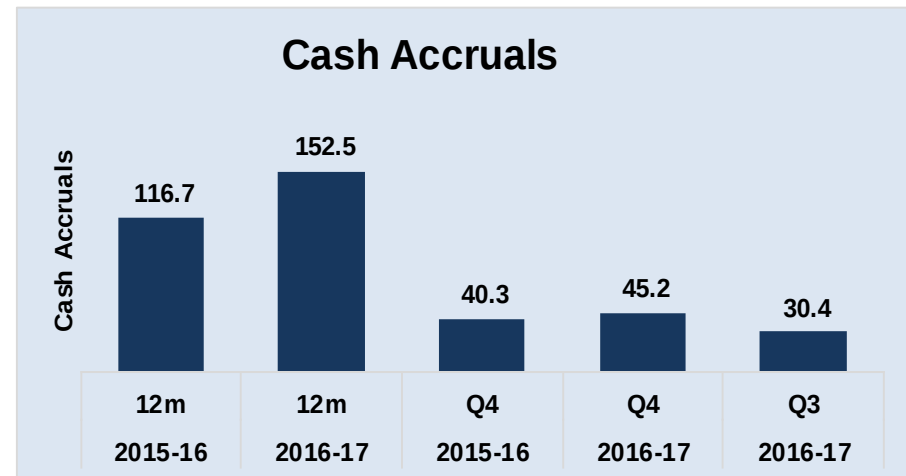
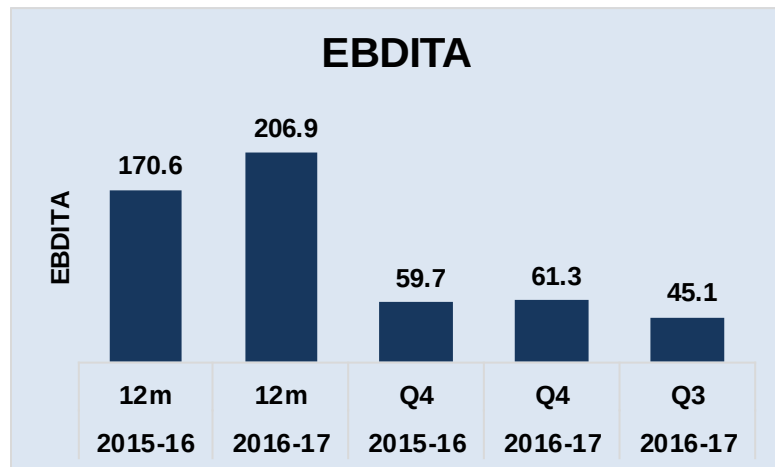
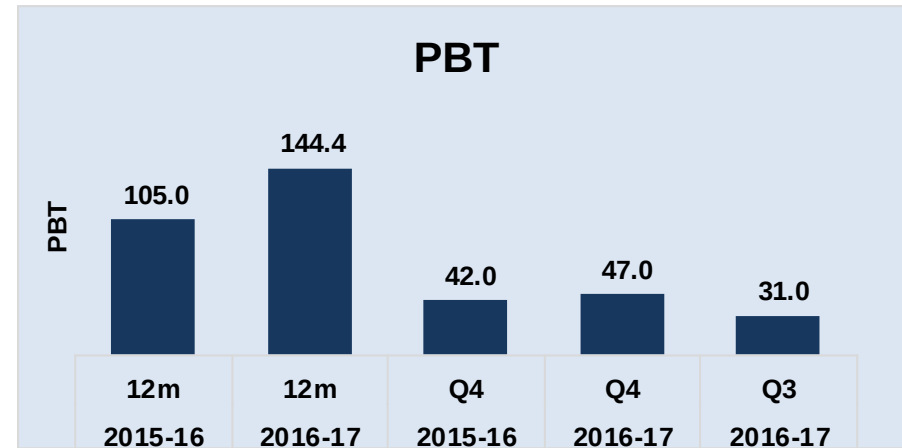
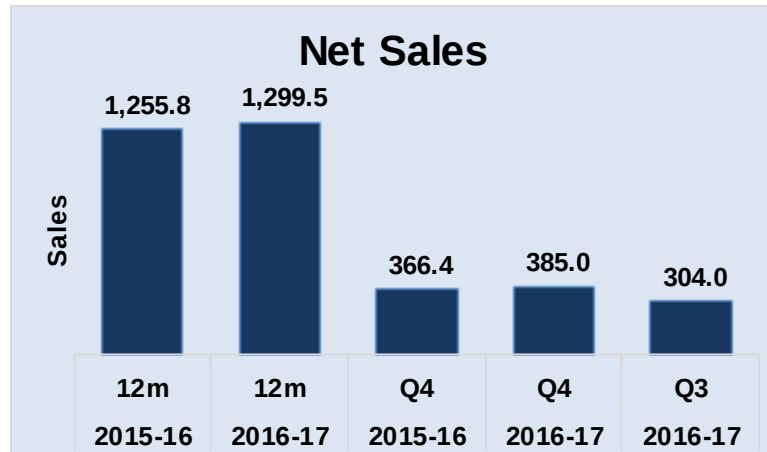
Diversifying Portfolio: Products & Markets



Q4 Updates



Key Financial Trend



Figures are in INR Crores (or INR 10Million)

Financial Results – Q4 FY'17

	2015-16 12m	2016-17 12m	2015-16 Q4	2016-17 Q4	2016-17 Q3
Net Sales	1,255.8	1,299.5	366.4	385.0	304.0
Export Sales	10.8	9.6	3.7	3.0	1.7
EBDITA	170.6	206.9	59.7	61.3	45.1
Operating Margin	125.3	159.1	47.3	51.6	35.5
PBT	105.0	144.4	42.0	47.0	31.0
PAT	71.5	104.7	27.9	35.4	20.9
Cash Accruals	116.7	152.5	40.3	45.2	30.4
EBIDITA Margin (%)	13.6%	15.9%	16.3%	15.9%	14.8%
Operating Margin (%)	10.0%	12.2%	12.9%	13.4%	11.7%
PBT (%)	8.4%	11.1%	11.5%	12.2%	10.2%
PAT (%)	5.7%	8.1%	7.6%	9.2%	6.9%
Cash Accruals	9.3%	11.7%	11.0%	11.7%	10.0%

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