

INVESTOR PRESENTATION Q4 FY 18



Yamuna Nagar

Jamna Auto Industries Ltd.





Company Overview

Key Highlights

Market Capitalization

~INR 3,800 Crores (~ US\$ 580Mn)

(Share Price INR 95 as on May 30, 2018)

Listed on BSE-520051; NSE-JAMNAAUTO

Production Capacity - Springs

2,40,000 Tons per annum

Among World's Top 2

Plants

**9 Plants in 7 States- Existing
2 Plants - Upcoming**

Sales

Q4 FY'18 ~ INR 600 Crores FY'18 ~ INR 1740 Crores

Q4 FY'17 ~ INR 380 Crores

FY'17 ~ INR 1300 Crores

Q3 FY'18 ~ INR 470 Crores

Alliance

Ridewell Corporation (USA) - Air Suspension & Lift Axle

Tinsley Bridge Ltd. (UK) - Extralite Spring Technology & Special Steel Technology

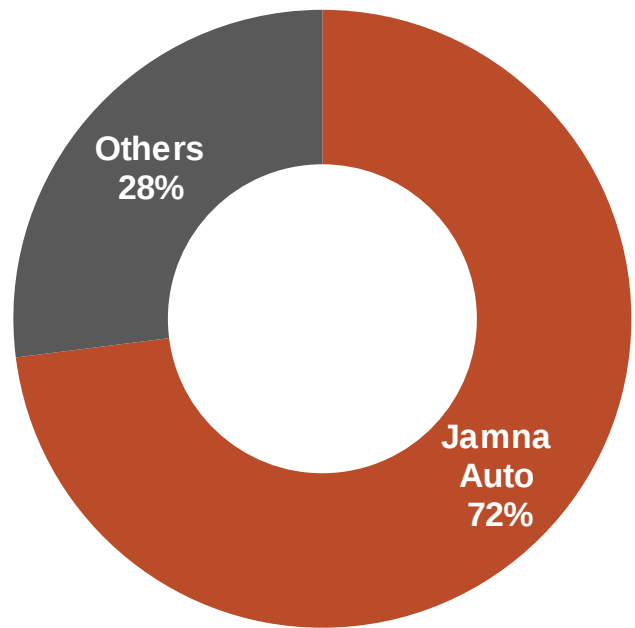
1\$=~INR 65

* Face value INR 1/- per share

Global Spring Manufacturing

Indian Market Scenario

Market Share- OEM India



Data Source- Internal, Q4 Market Share in terms of Tons

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

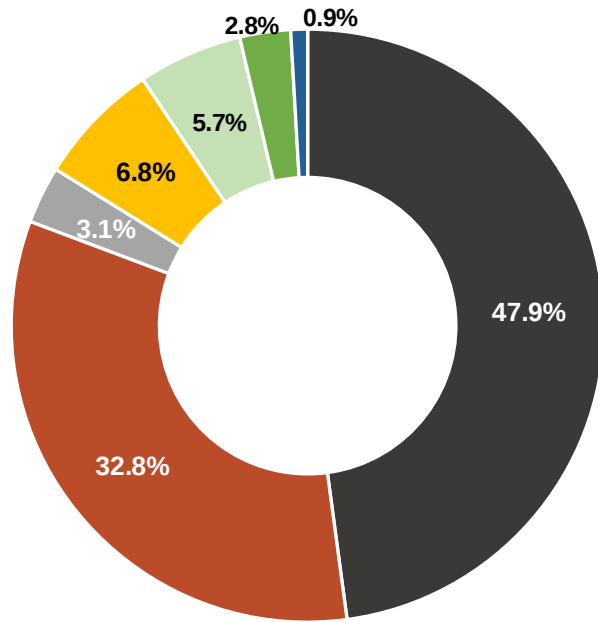
Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
Jamna Auto Industries Ltd.	India	240,000
Hendrickson	Canada & Mexico	216,000
NHK Springs Co. Ltd.	Japan & Thailand	150,000
Dong Feng	China	105,000
FAW	China	100,000
MBHA	Spain	60,000
Olgen	Turkey	40,000
LPDN	Europe	26,500

Capacity in Tons per Annum



Shareholding Pattern

As on 31st Mar 2018



- Promoters
- Bodies Corporate
- FPIs & Others
- Individuals
- Mutual Funds
- Financial Institutions / Banks / Other Institutions

Category	No of shares	In %
Promoters	190,773,150	47.9
Individuals	130,864,809	32.8
Mutual Funds	26,960,918	6.8
FPIs & Others	22,716,023	5.7
Bodies Corporate	12,458,304	3.1
Financial Institutions / Banks / Others	11,035,966	2.8
NRIs	3,654,715	0.9
Total	398,463,885	100

Our Strengths

Manufacturing ~ 500 Parts for OEMs & ~2000 parts for After Market

Strategic proximity to OEM Customers

OEM Market Share 72% *(Q4- weighted average)*

Largest After Market presence for springs in India

Only Company with Spring R & D Centre in India

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

Diversification Strategy

Locations

Main Plants

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

Assembly Plants*

- ☐ Lucknow
- ☐ Pant Nagar

9 Locations

Upcoming Plants

- ☐ Indore
- ☐ Jamshedpur* 2

Products

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

4 Products

Upcoming Products

- ☐ Stabilizer Bar
- ☐ U Bolt
- ☐ Z Springs

Markets

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

4 Markets

*Under subsidiaries of Jamna

OE - Original Equipment Manufacturer AM – After Market

Products

Existing Products

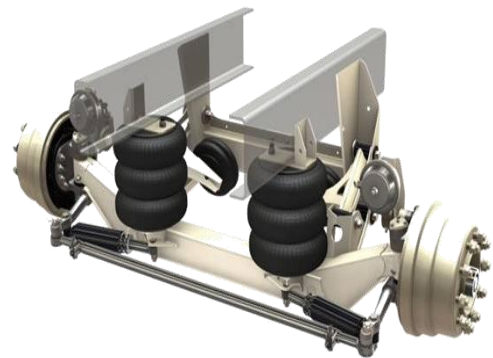
1) Conventional Leaf Spring



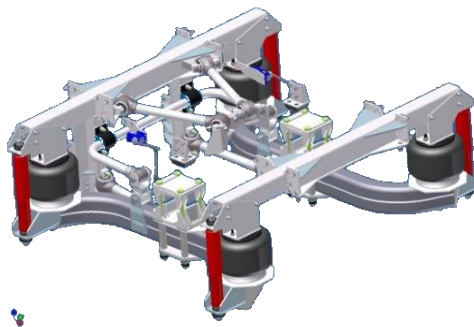
2) Parabolic Leaf Spring



3) Lift Axle



4) Air Suspension



Upcoming Products

Stabilizer Bar



U Bolt



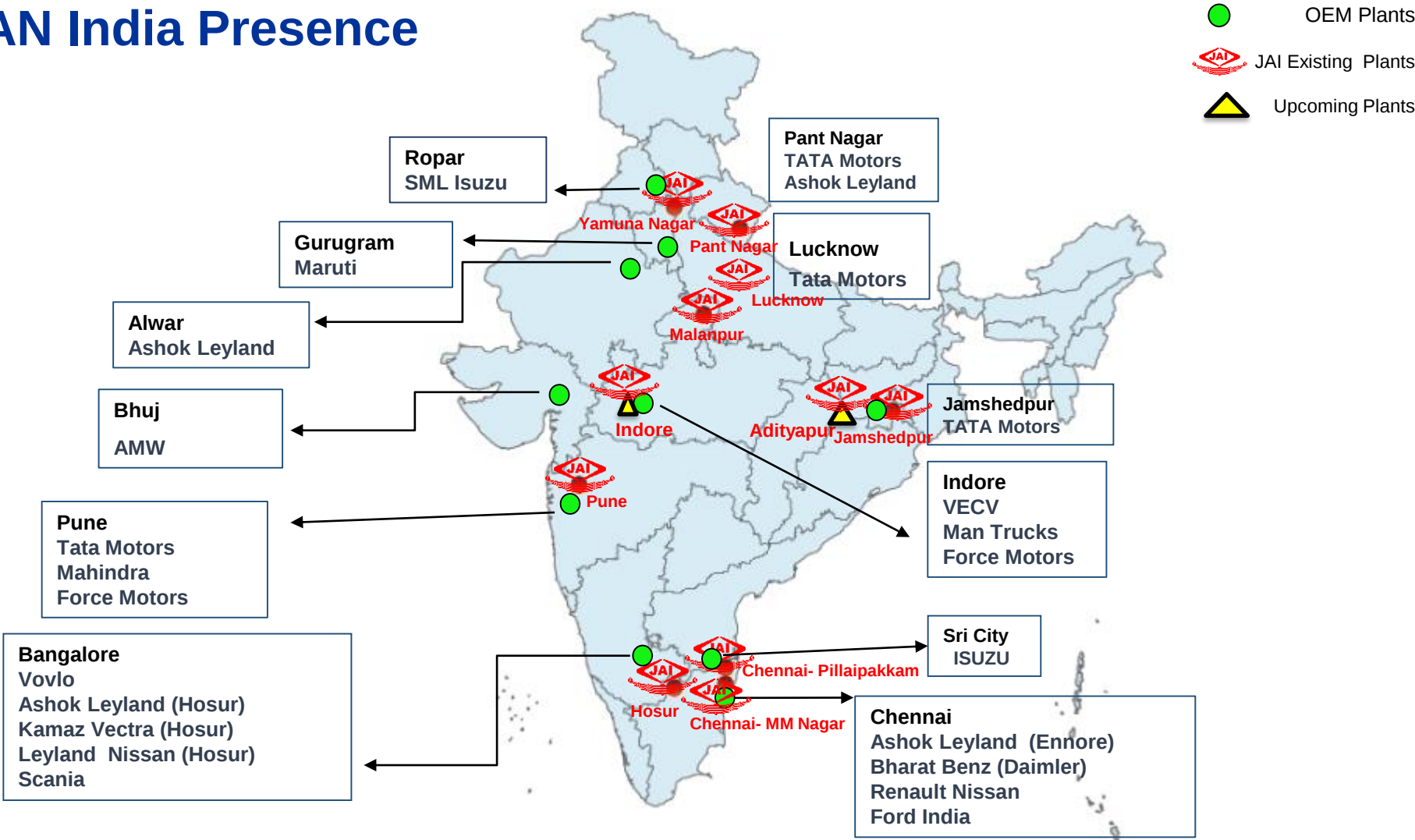
Z Spring



Customers



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



FINANCIAL GOALS

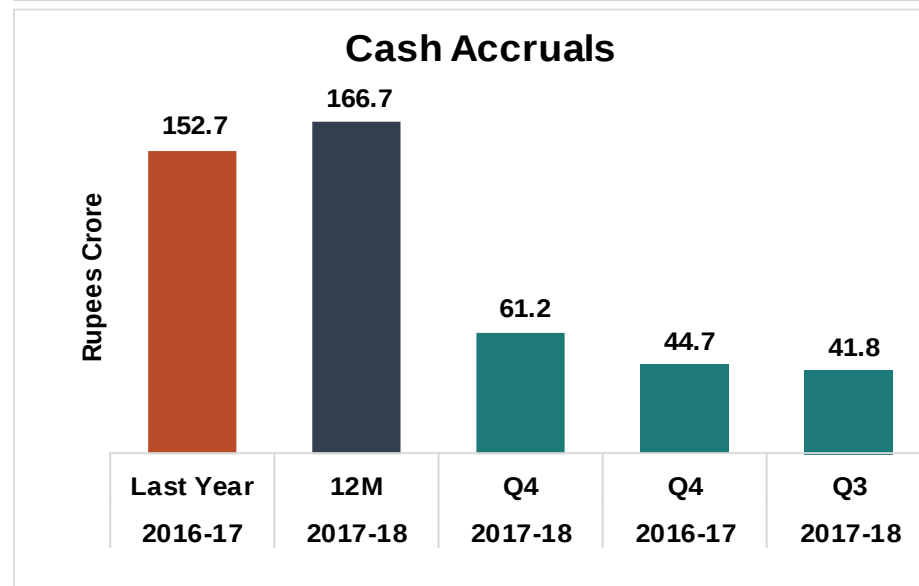
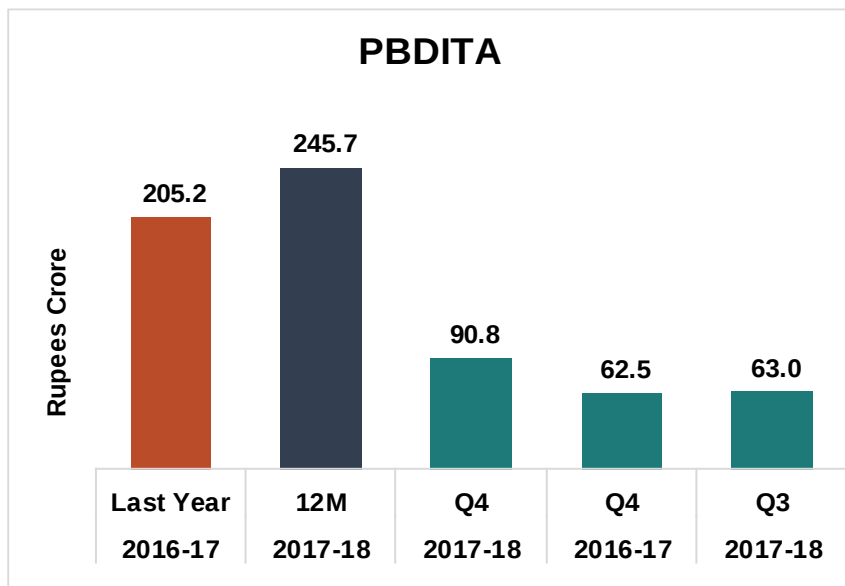
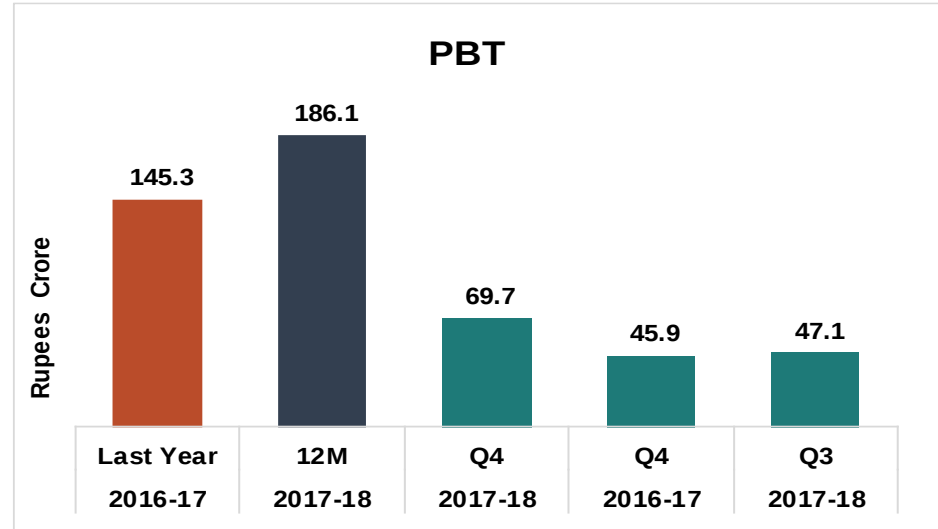
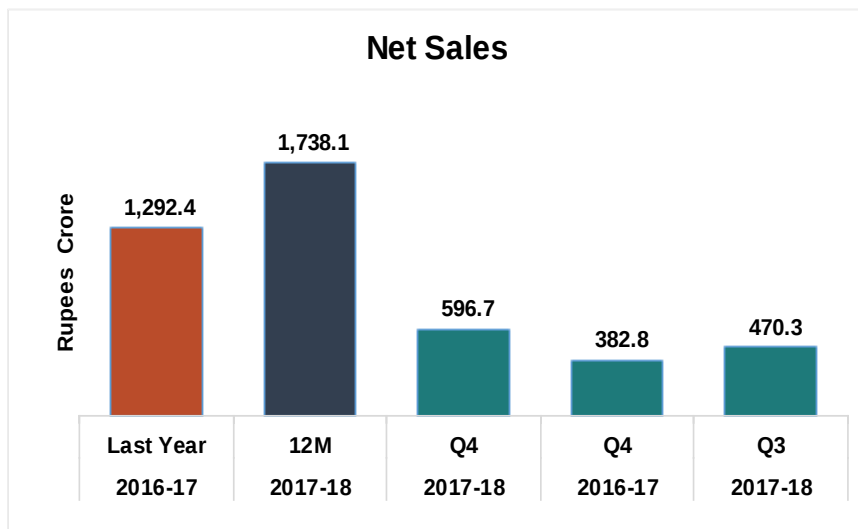


Lakshya - JAI's Medium Term Strategy focused on **Value Creation**

Q4 FY'18 Updates



Key Financial Trend



Financial Results – Q4 FY'18

Rupees Crores

Particulars	2016-17 Last Year	2017-18 12M	2017-18 Q4	2016-17 Q4	2017-18 Q3	% Growth Q4 FY'18 Vs Q4 FY'17	% Growth Q4 FY'18 Vs Q3 FY'18
Total Net Sales	1,292.4	1,738.1	596.7	382.8	470.3	55.9%	26.9%
PBDITA	205.2	245.7	90.8	62.5	63.0	45.3%	44.1%
Operating Margin	157.5	204.3	76.3	52.8	53.0	44.7%	44.1%
PBT	145.3	186.1	69.7	45.9	47.1	51.8%	47.9%
PAT	105.0	125.3	46.7	35.0	31.7	33.5%	47.3%
Cash Accruals	152.7	166.7	61.2	44.7	41.8	36.8%	46.4%
PBDITA Margin (%)	15.9%	14.1%	15.2%	16.3%	13.4%	-1.1%	1.8%
Operating Margin (%)	12.2%	11.8%	12.8%	13.8%	11.3%	-1.0%	1.5%
PBT (%)	11.2%	10.7%	11.7%	12.0%	10.0%	-0.3%	1.7%
PAT (%)	8.1%	7.2%	7.8%	8.3%	6.7%	-0.5%	1.1%
Cash Accruals (%)	11.8%	9.6%	10.3%	11.7%	8.9%	-1.4%	1.4%

Cash Accruals= PAT + Depreciation

CSR Initiatives



Save Earth campaign



Self Defense training to young girls



Environment Cleanliness initiative



Sewing Machine Learning Centre



Distributing Pension to Needy



Promoted personal hygiene among rural girls

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.