

#### Jamna Auto Industries Ltd.

May 30, 2025

To,

BSE Limited National Stock Exchange of India Limited

Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001 Maharashtra Exchange Plaza, Plot no. C/1, G Block, Bandra-Kurla Complex, Bandra (E)

Mumbai - 400051, Maharashtra

BSE Code: 520051 NSE Code: JAMNAAUTO

<u>Subject- Investors Presentation on the financial results for the quarter and year ended March 31, 2025.</u>

Dear Sir/Madam,

Pursuant to the requirements of Regulation 30 and Regulation 46 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we are enclosing herewith the presentation by the Company pertaining to the financial results for the quarter and year ended March 31, 2025.

Kindly take the above information on records.

Thanking you,

For Jamna Auto Industries Limited

Praveen Lakhera Company Secretary & Head-Legal



# Jamna Auto Industries Limited

**Investor Presentation** Q4 FY 24-25



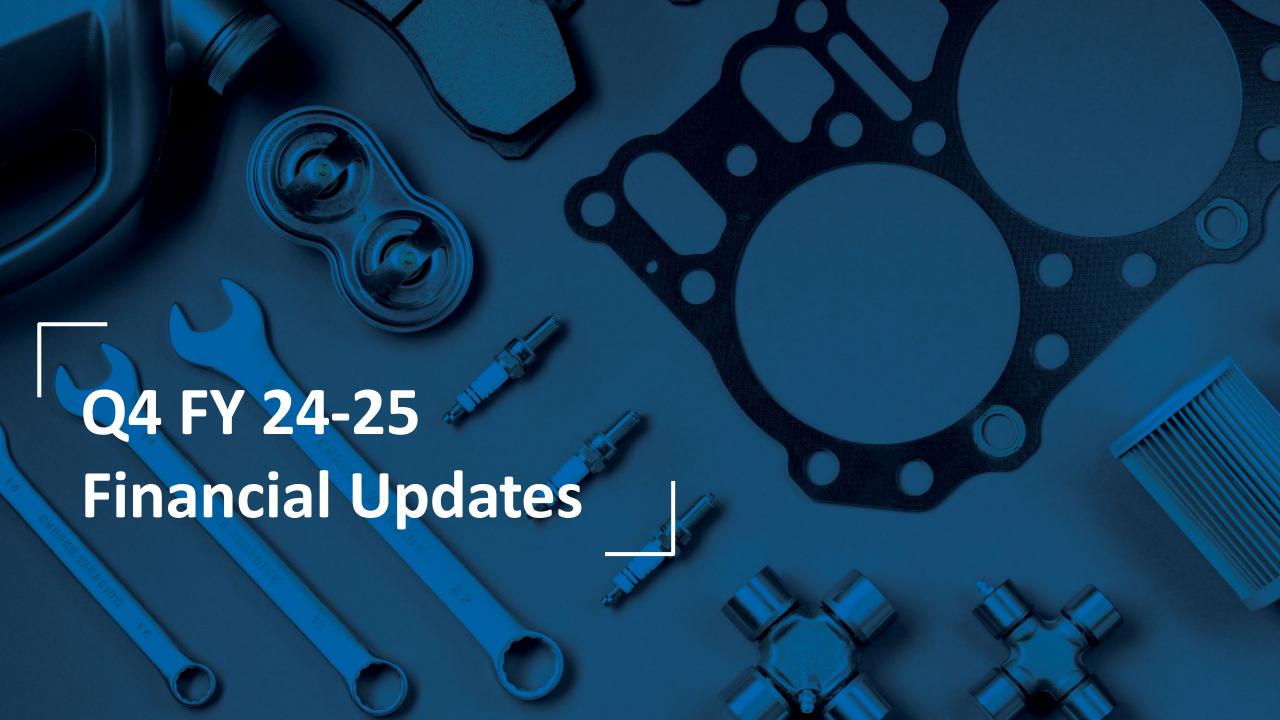
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# Financial Trends - QoQ



|               |   | Q4 FY 24-25 |
|---------------|---|-------------|
| NET SALES     |   | 638         |
| EBITDA        |   | 85/13.3%    |
| PBT           | • | 72/11.3%    |
| CASH ACCRUALS |   | 62          |

| Q3 FY 24-25 | Q4 FY 23-24 |
|-------------|-------------|
| 562         | 640         |
| 78/13.9%    | 89/13.9%    |
| 63/11.2%    | 78/12.2%    |
| 58          | 65          |

Cash Accruals: PAT+ Depreciation

# Financial Trends - YoY



|                   | FY 24-25  | FY 23-24  |
|-------------------|-----------|-----------|
| NET SALES ——•     | 2,270     | 2,427     |
| EBITDA ——         | 306/13.5% | 331/13.7% |
| PBT ───◆          | 256/11.3% | 283/11.7% |
| CASH ACCRUALS ——— | 228       | 250       |

Cash Accruals: PAT+ Depreciation

# **Profit & Loss Statement**



#### **Consolidated QoQ**

All figures are in INR crores

| Particulars | Q4 FY 24-25 | Q4 FY 23-24 | YoY   | Q3 FY 24-25 | QoQ |
|-------------|-------------|-------------|-------|-------------|-----|
| Net Sales   | 638         | 640         | -0.4% | 562         | 13% |
| EBITDA      | 85          | 89          | -5%   | 78          | 9%  |
| PBT         | 72          | 78          | -7%   | 63          | 15% |
| PAT         | 50          | 55          | -8%   | 44          | 15% |

# **Profit & Loss Statement**



#### **Consolidated YoY**

All figures are in INR crores

| Particulars | FY 24-25 | FY 23-24 | YoY  |
|-------------|----------|----------|------|
| Net Sales   | 2,270    | 2,427    | -6%  |
| EBITDA      | 307      | 331      | -7%  |
| PBT         | 256      | 283      | -10% |
| PAT         | 180      | 205      | -12% |

## Revenue Mix



# Product Mix Existing Products 47% A47% A46% A46% A46% A46% A47%

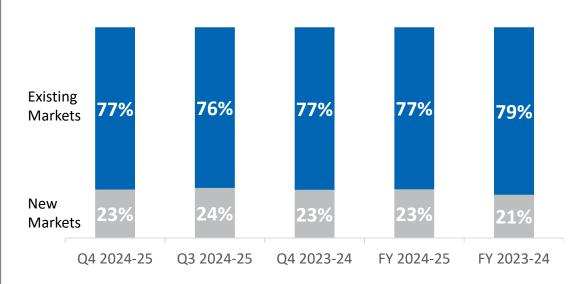
Lakshya Target: **50%** revenue from New Products by FY 2026-27

Q4 2023-24

FY 2024-25

FY 2023-24





Lakshya Target: **50%** revenue from New Markets by FY 2026-27

Q4 2024-25

Q3 2024-25

#### New Developments – Setting up of Integrated Suspension System Plant



#### Strategic Initiative:- Setting up of an Integrated Manufacturing Plant for Suspension System

- > Suspension system with in-house Axle and Rubber Component production
- > Transition to Complete Suspension System Provider

#### **Market Opportunity**

- Suspension systems market growing rapidly
- > Axles contribute ~60% of system value
- Current axle imports limit value addition and control

#### **Key Benefits**

- > Increased Capacity for suspension systems of Group
- > Import Substitution: Reduce reliance on Imported axles
- > Backward Integration: Rubber components (~₹40 Cr/year approximately) will be made in-house
- > Aftermarket Advantage: Improved quality of bushes, bolsters, etc.
- Stronger Value Chain Control & reduced vendor dependency

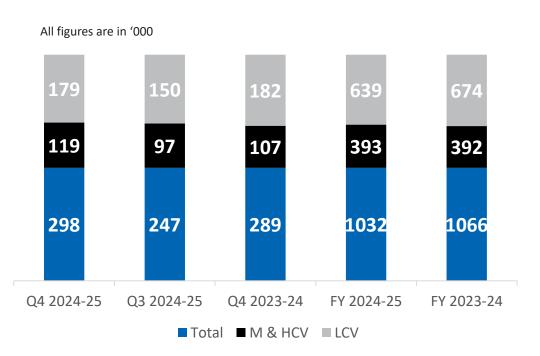
#### **Strategic Impact**

- > Enhanced Quality
- Cost Efficiency
- Market Positioning



# **Industry Highlights**





For the Quarter

| QoQ Change % | YoY Change % |
|--------------|--------------|
| 19%          | -1%          |
| 23%          | 11%          |
| 21%          | 3%           |

Data Source-SIAM

#### **LCV** production changes

#### **M&HCV** production changes

1 - YOY FY25 vs FY24 - 0.2% (increase)



### JAI at a Glance





#### **Foundation**

JAI is a renowned suspension manufacturer for commercial vehicles.



**World class Manufacturing Infrastructure** 

9 Manufacturing units including 1 In-house R&D center



- More than 16,000 touch points
- JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.



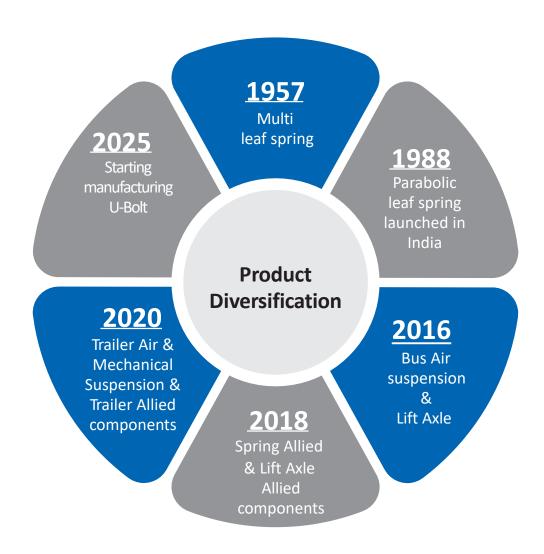
#### **Manufacturing**

~300+ OEM parts ~5,000+ AMI parts



**Sound Financials** 

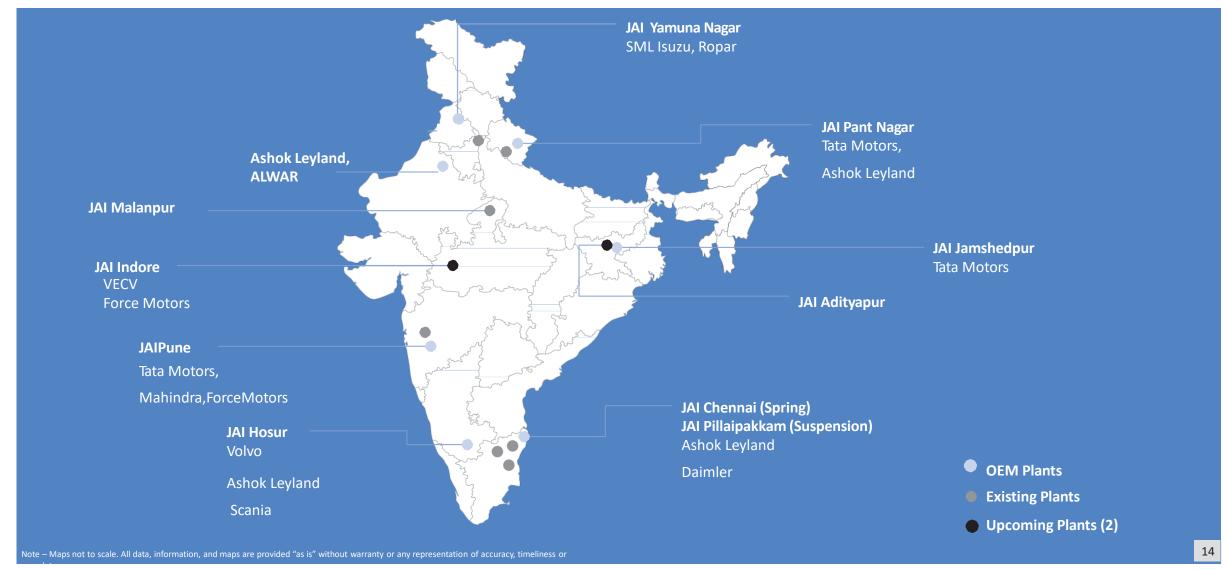
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# Jai's Plants: Strategically Located Across OEM Plants





# JAI's OEM Customers





























# JAI's Product Portfolio













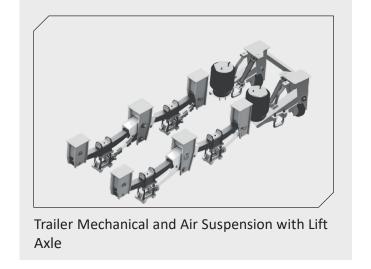
# JAI's Product Portfolio







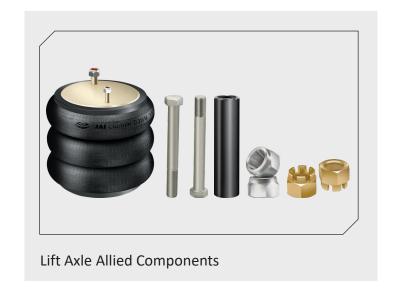


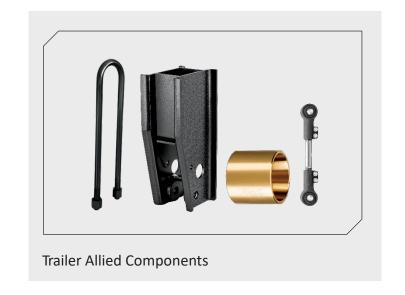


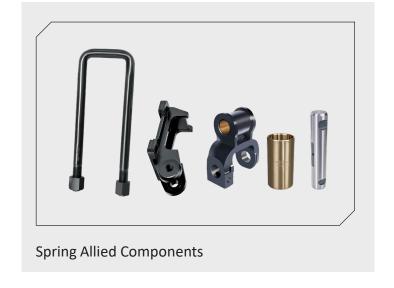


# After Market India JAI's Product Portfolio









# After Market India JAI's Product Portfolio



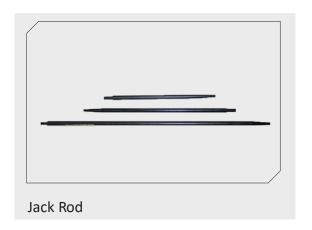












# JAI's Corporate Strategy: Lakshya 50XT



#### **Operational Goals**

#### **Financial Goals**



for FY'27 for FY'27 for FY'27 for FY'27 for FY'27 for Particular for FY'27 f

**Diversifying Markets** 



**Maximizing Returns** 



**Value Creation** 





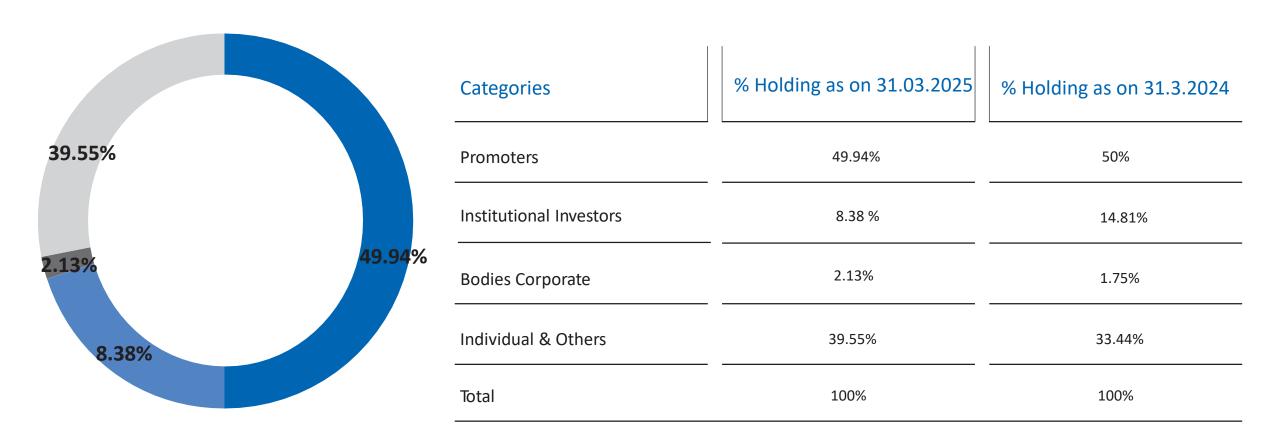






# Shareholding Pattern as on 31st Mar 2025





Promoters

Institutional investors

# Contributing to the Society



We are committed to contribute to the social and economic welfare of communities in which we operate. Playing an active role in sustaining positive change within society, we aim to create opportunities for the holistic development of people from all sections of society.



Saplings plantation in Malanpur



Legal Awareness Programme for Women in YNR



Sponsored sub junior rugby Championship-2024



Provided Winter Kits and ration kits to homeless widows in Vrindayan



# Contributing to the Society



#### **Environment**

- Planted 3083 saplings in YNR, MLP, Hosur & PNR.
- Maintained 5500 meter green belt in Malanpur, YNR & Pant Nagar.
- Produced 12000 kg shivansh manure, 23000 kg vermin-compost in Delhi, YNR & Jamshedpur.
- Installed 80 dustbins & 40 tree Guards in Gurugram, YNR & Pune.
- Distributed 1290 jute bags to factory workers and villagers in Yamuna Nagar, hosur & Pant Nagar.
- Developed a community park near pond in YNR.
- Celebrated World Forest Day and organized tree plantation and awareness session on importance of trees at Hosur, YNR, MLP & PNR



#### **Education**

- Renovated stage with teen shed and tiling work in 8 Govt. school in YNR, JSR, PNR & Chennai.
- Constructed toilets in 3 govt. schools in Chennai, YNR & Gurugram.
- Constructed hand wash station and renovated library and multipurpose hall in Govt. school Chennai.
- Building renovation, whitewash, wall paintings & provided furniture and swings to 16 anganwadi centers in Yamuna Nagar.
- Distributed quarterly dental kits to 2200 students in Govt. primary schools in YNR, JSR, PKM & Pant Nagar.
- Set-up a new computer center in kishanpura village YNR.
- Total 55 youths & inmates completed computer course
   & 22 female inmates completed stitching & tailoring
   course in Delhi, Gurgaon, Jamshedpur & Panipat



#### **Sports**

- Sponsored Sub Junior Girls National Rugby 7th championship 2024, held in Gwalior, Madhya Pradesh.
- Sponsored 4<sup>th</sup> Wako India Open International Kickboxing Tournament-2025, held in New Delhi.
- Upgradation of Jamna Archery academy by providing new kits to 22 tribal youths in Jamshedpur
- Awarded annual sponsorship to 05 athlete's in Abhinav Bindra Foundation for one year training programme.
- Sponsored monthly diet to 11 sportspersons in YNR .
- Our sponsored shotgun shooter Mr. Abahy Singh won bronze in individual and gold in team in World University Championship, New Delhi.





#### **Community Reach**

- Organized 04 multispecialty health camps for community, 670 patients were screened and treated in YNR, MLP & Hosur.
- Constructed 56 toilets for BPL families in Yamuna Nagar.
- Celebrated international women day 2025 to honor women's contributions to society and creating awareness about their rights at Chennai, Hosur, MLP, YNR & JSR.
- Provided equipment to 17 needy PwD's in MLP & District prison Gurugram.
- Distributed 1000 winter kits to homeless widows in Vrindavan, UP
- Monthly 500 ration kits distributed to homeless widows in Vrindavan, UP & monthly 1000 meals serve to migrant labour in YNR & Delhi.
- 60 nutrition kits distributed to needy anemic pregnant women in Chennai.
- Monthly nutrition kits distributed to needy 150 TB patients in Gurugram & JSR.
  - Financial support to 05 BPL families for their daughters marriage.
- Distributed monthly pension to 124 sr. citizens, widow and PwD's in YNR.

