



**Jamna Auto Industries Ltd.**

November 05, 2020

To,  
BSE Limited  
Exchange Plaza, Plot No. C/1, G- Block,  
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 financial results**

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 presentation by the Company pertaining to financial results for the quarter and half year ended on September 30, 2020.

Kindly take the above information on records.

Thanking you,  
Yours Faithfully,  
**For Jamna Auto Industries Limited**

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

Encl: As above

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

Tele: +91-11-26893331 | Fax: +91-11-26893180 | [www.jaispring.com](http://www.jaispring.com) | CIN: L35911HR1965PLC004485

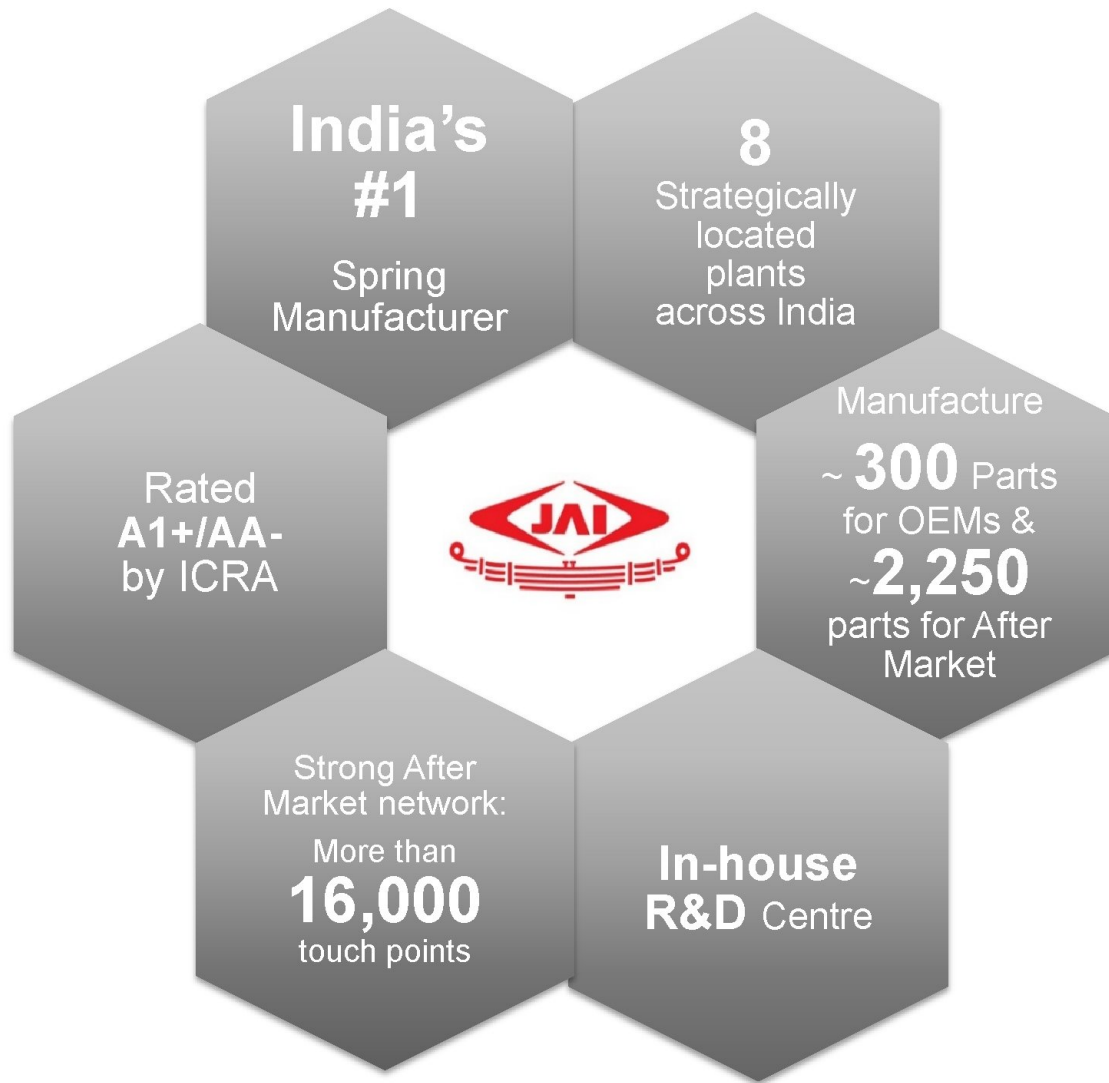
**Regd Office:** Jai Spring Road, Yamuna Nagar (Haryana)-135 001, India | Tel: +91-1732-251810 | Fax: +91-1732-251820  
YAMUNA NAGAR | MALANPUR | CHENNAI | JAMSHEDPUR | PANTNAGAR | HOSUR | PUNE



# Jamna Auto Industries Ltd.

Investors' Presentation  
Q2 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
- Stabilizer Bar

### Products in the pipeline

- 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

# JAI's OEM Customers



## Existing Products

**Conventional Leaf Spring**



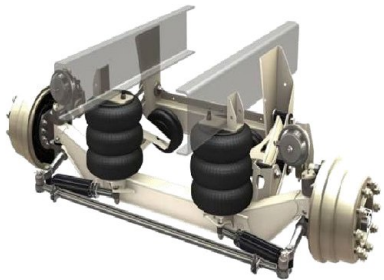
**Parabolic Leaf Spring**



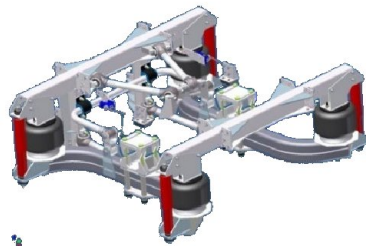
**Stabilizer Bar**



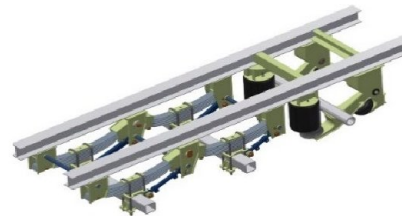
**Lift Axle**



**Air Suspension**



**Trailer Suspension**



## Upcoming Products

**Z Spring**

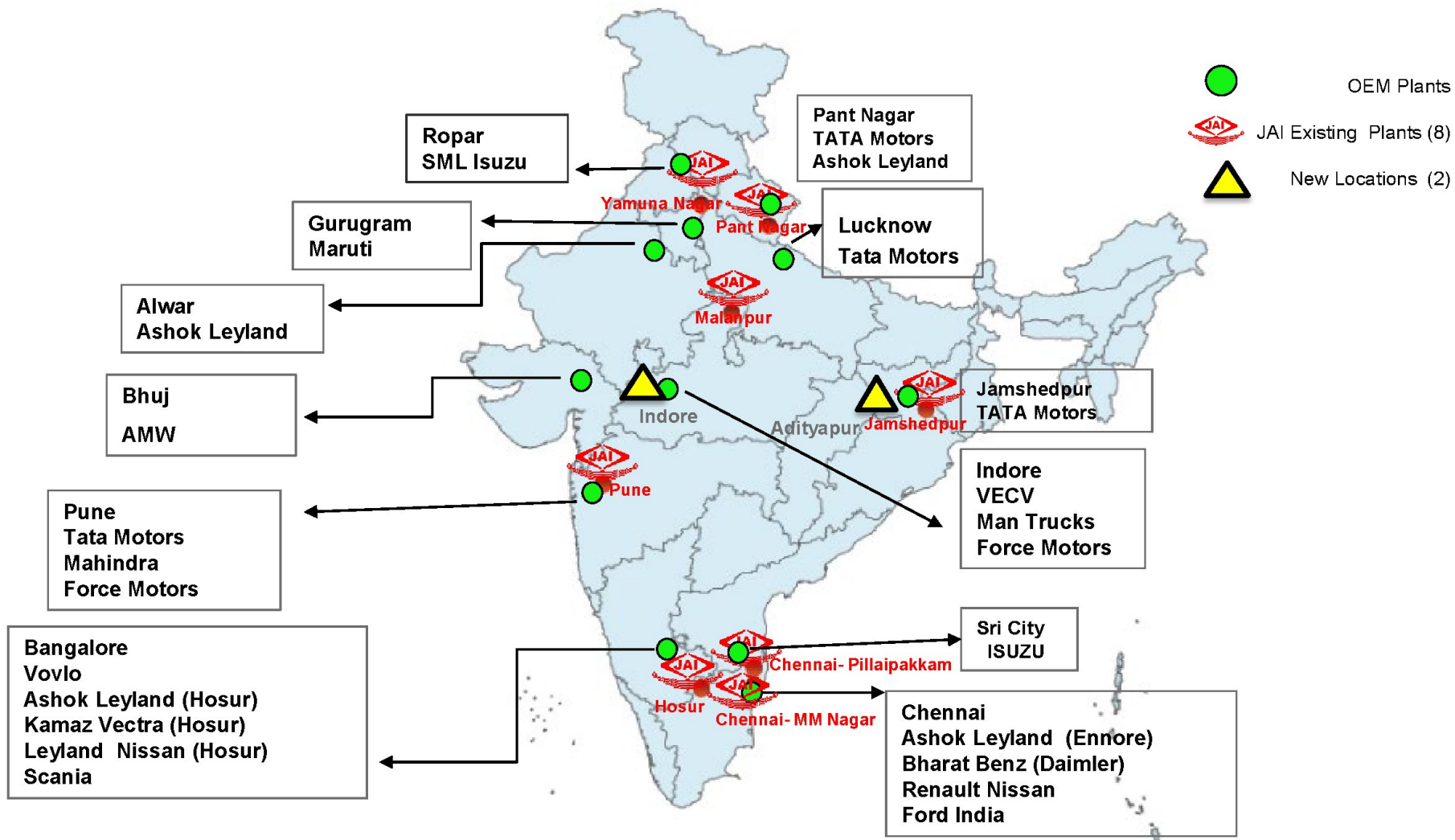


**U Bolt**





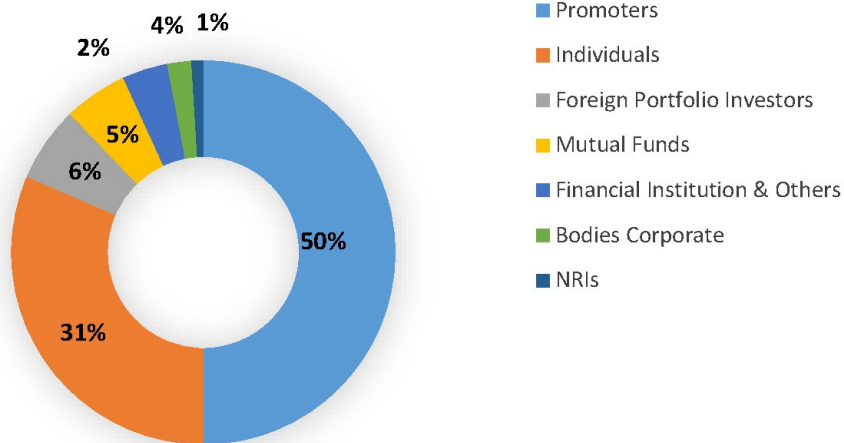
# JAI's Plants: Strategically located across CV hubs



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

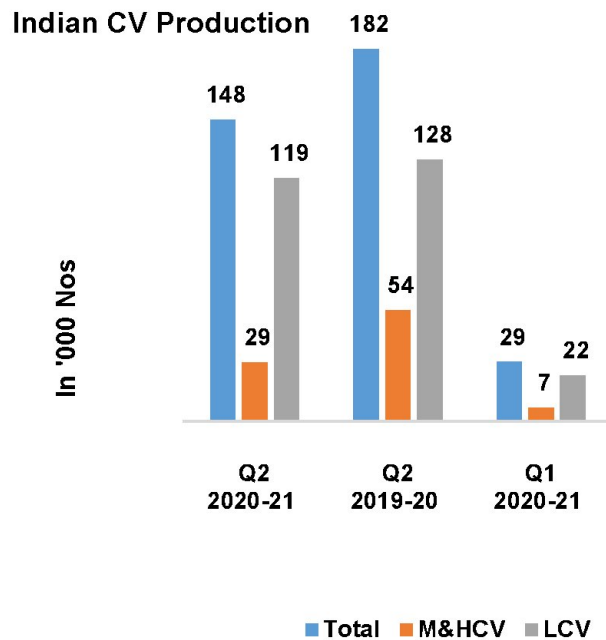


Categories	% Holding
Promoters	50%
Individuals	31%
Foreign Portfolio Investors	6%
Mutual Funds	5%
Financial Institution & Others	4%
Bodies Corporate	2%
NRIs	1%
<b>Total</b>	<b>100%</b>

# Industry Highlights

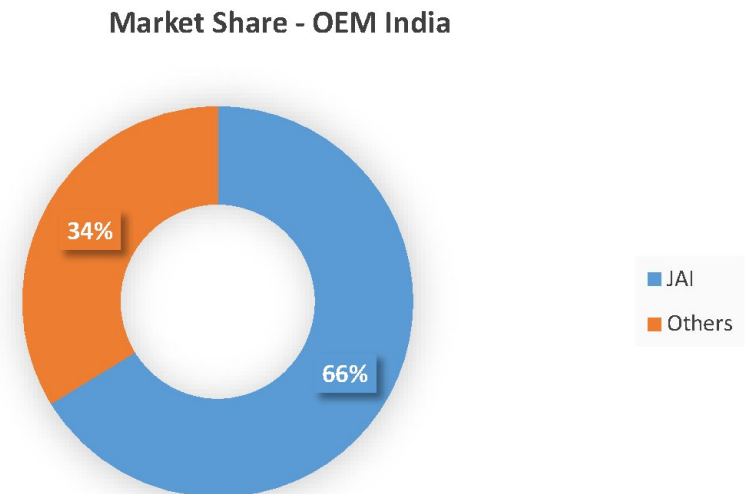
## Decline in the CV Industry

- Total CV production declined by 19% YoY
- M&HCV production saw a decline of 47% YoY



Data Source- SIAM + Internal

## JAI's market share at 66% for the quarter

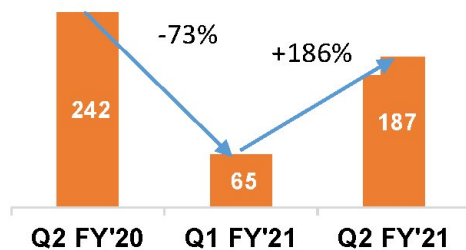


Data Source- Internal

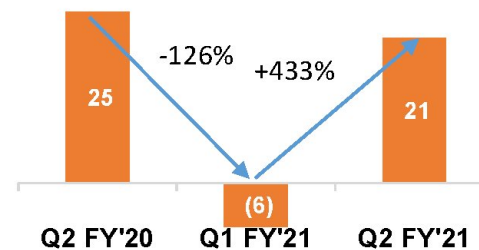
# Financial Updates

Figures in Rupees Crore,  
trends in %

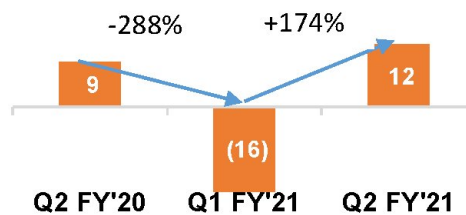
## Net Sales



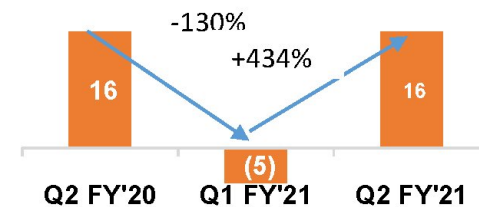
## EBIDTA



## PBT



## Cash Accruals



Cash Accruals: PAT+ Depreciation

# Financial Result – Q2 FY'21



All Figures in Rupees Crore

Revenue and Profitability Indicators`						
Particulars	2019-20	2020-21	2019-20	2019-20	% Growth	% Growth
	12M	Q2	Q2	Q1	Q2 FY'21 Vs Q2 FY'20	Q2 FY'21 Vs Q1 FY'21
Net Sales	1,129	187	242	65	-23%	186%
EBITDA	130	21	25	(6)	-15%	433%
Operating Margin	89	13	15	(14)	-13%	192%
PBT	72	12	9	(16)	38%	174%
PAT	48	8	6	(13)	28%	164%
Cash Accruals	89	16	16	(5)	0%	434%
PBDITA Margin (%)	11.5%	11.4%	10.4%	-9.8%		
Operating Margin (%)	7.9%	7.1%	6.3%	-21.8%		
PBT (%)	6.3%	6.4%	3.6%	-24.9%		
PAT (%)	4.2%	4.4%	2.6%	-19.5%		
Cash Accruals (%)	7.9%	8.7%	6.8%	-7.5%		
Cash Accruals: PAT+ Depreciation						



## Major Achievements made in Q2 FY'21:

**Environment-** Planted and distributed 6,740 forestry & fruit saplings in all locations. and ensured regular care and maintenance of 4000 meter Green Belt in Delhi, Chennai, Malanpur, Yamuna Nagar. Prepared approximate 15 ton vermi compost in Malanpur and Jamshedpur.

## Education-

- Constructed water tank in Government School- Dusani, Yamuna Nagar.
- Provided financial support to a needy student for admission in Pharmacy course.

**Sports-** Sponsored 5 outstanding sports person preparing for Olympic Games.

## Community Outreach

## Relief Work for COVID 19-

- Distributed 1500 face mask and dry ration kits to more than 565 needy families and 100 hygiene kits to inmates in District Prison, Gurgaon.
- 336 villagers were screened for COVID 19 in collaboration with District Civil surgeon, Chandil, Jamshedpur.
- Provided oxygen cylinder and printer cum scanner for online reporting of ICMR portal, N95 Mask and Fumigator Machine in government hospital, Guduvancherry, Chennai.

## Skill Development-

- A group of women were trained in stitching cloth face mask for public distribution.
- 20 trainees successfully completed computer course in Skill Training Center, New Delhi
- 73<sup>rd</sup> Independence Day was celebrated by slogan writing and painting competition in Yamuna Nagar and Delhi.
- 47 trainees completed sewing course and distributed sewing machine to 19 needy women to help them to start self employment.
- Ensured well -being of needy people by giving monthly pension & medical assistance in Yamunanagar.



Distributed saplings among beneficiaries



Distributed dry ration kits to needy people



Distributed face mask to protect people from Corona



Certificate Award Ceremony for pass out trainees

### **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