



# Jamna Auto Industries Limited

Investor Presentation

Q2 FY 22-23



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**Q2 FY 22-23  
Financial Updates**

# Financial Trends - QoQ



All figures are in INR crores

	Q2 FY 22-23	Q1 FY 22-23	Q2 FY 21-22
NET SALES	553	548	352
EBITDA	63/11.4%	62/11.2%	47/13.2%
PBT	52/9.4%	51/9.3%	37/10.5%
CASH ACCRUALS	47	48	36

Cash Accruals: PAT+ Depreciation

# Financial Trends - YoY



All figures are in INR crores

	H1 FY 22-23	H1 FY 21-22	FY 21-22
NET SALES	1,100	647	1,718
EBITDA	124/11.3%	82/12.7%	231/13.4%
PBT	103/9.3%	64/9.8%	191/11.1%
CASH ACCRUALS	95	64	178

Cash Accruals: PAT+ Depreciation

# Profit & Loss Statement



## Consolidated QoQ

All figures are in INR crores

Particulars	Q2 FY 22-23	Q2 FY 21-22	YoY	Q1 FY 22-23	QoQ
Net Sales	553	352	57%	548	1%
EBITDA	63	47	35%	62	2%
PBT	52	37	41%	51	2%
PAT	37	27	38%	37	0%

# Profit & Loss Statement



## Consolidated YoY

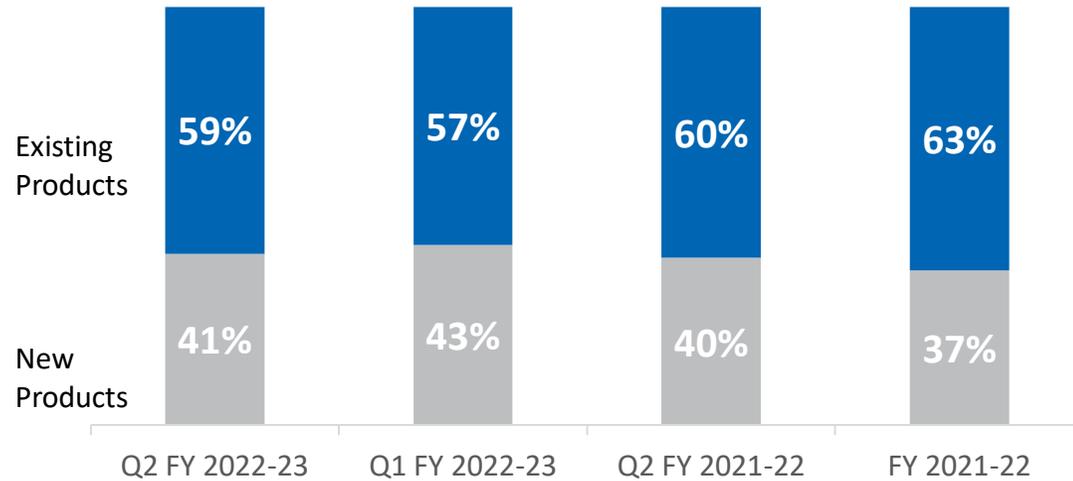
All figures are in INR crores

Particulars	H1 FY 22-23	H1 FY 21-22	YoY	12 Months FY 21-22
Net Sales	1,100	647	70%	1,718
EBITDA	124	82	51%	231
PBT	103	64	62%	191
PAT	75	47	61%	141

# Revenue Mix

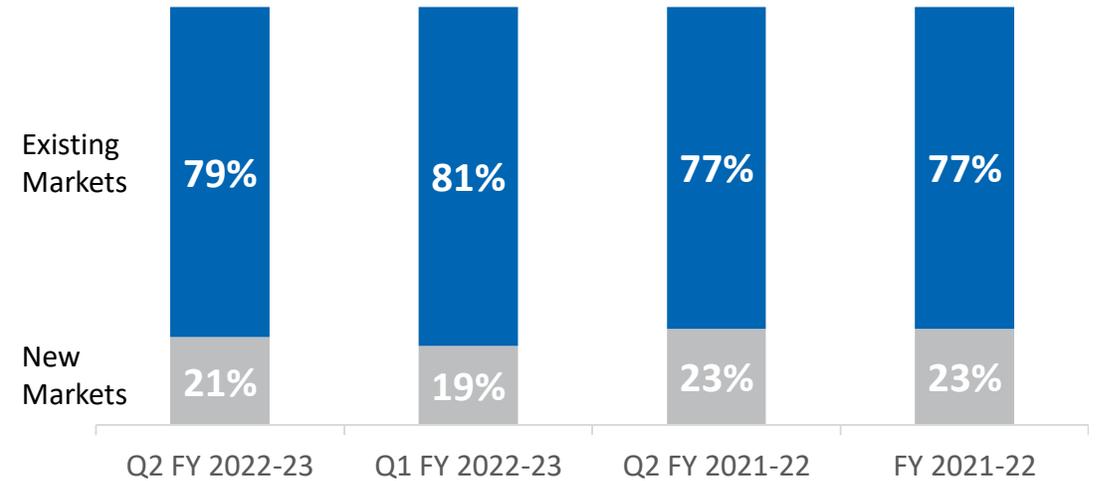


## Product Mix



Lakshya Target: **50%** revenue from New Products

## Market Mix



Lakshya Target: **50%** revenue from New Markets

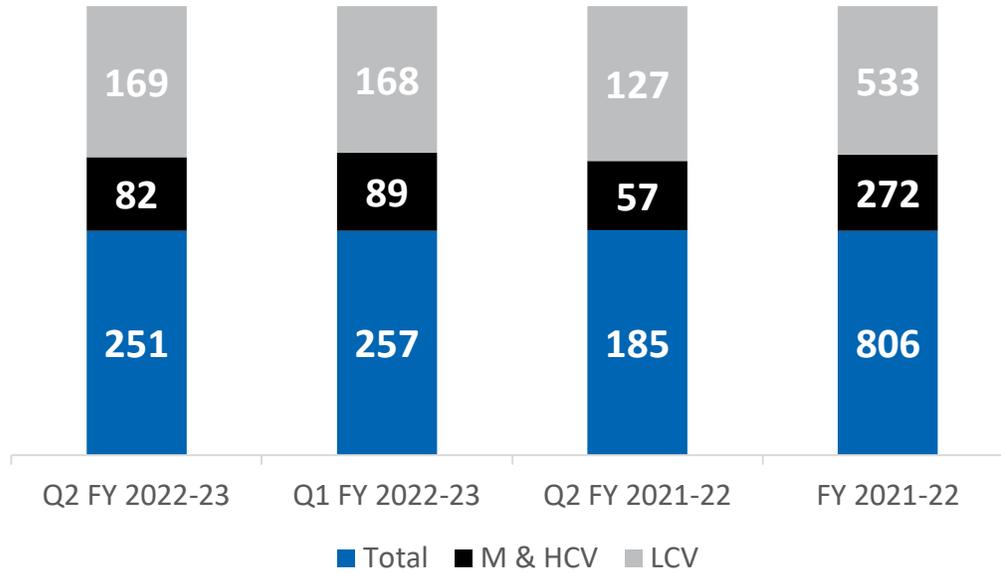


Industry  
Highlights

# Industry Highlights



All figures are in '000



QoQ Change %

YoY Change %

1%  
-8%  
-2%

33%  
43%  
36%

Data Source-SIAM

## CV production changes

- ↑ - Q2 FY23 vs Q1 FY23 - 1% (Increase)
- ↑ - Q2 FY23 vs Q2 FY22 - 33%(Increase)

## M&HCV production changes

- ↓ - Q2 FY23 vs Q1 FY23 - (-8%)(Decrease)
- ↑ - Q2 FY23 vs Q2 FY22 - 43%(Increase)



Company  
Overview

# JAI at a Glance



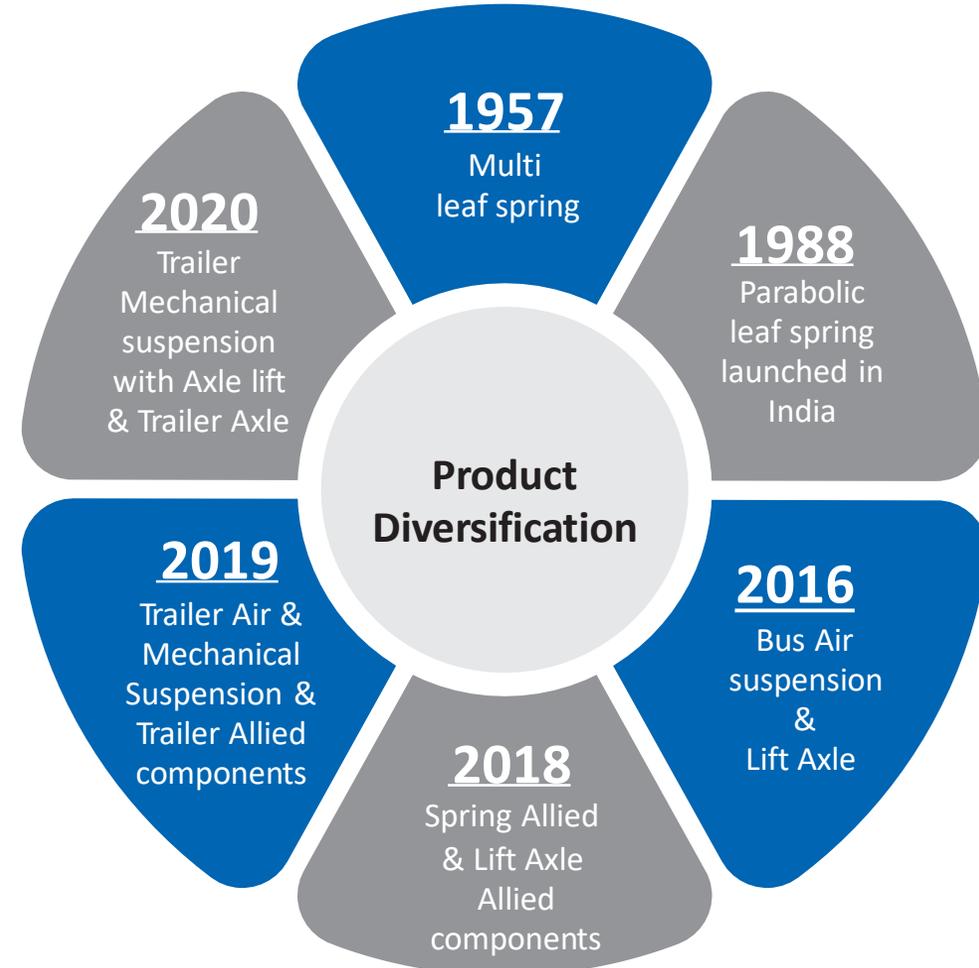
**Foundation**  
JAI is a renowned suspension manufacturer for commercial vehicles.

**World class Manufacturing Infrastructure**  
8 Manufacturing units including 1 In-house R&D center

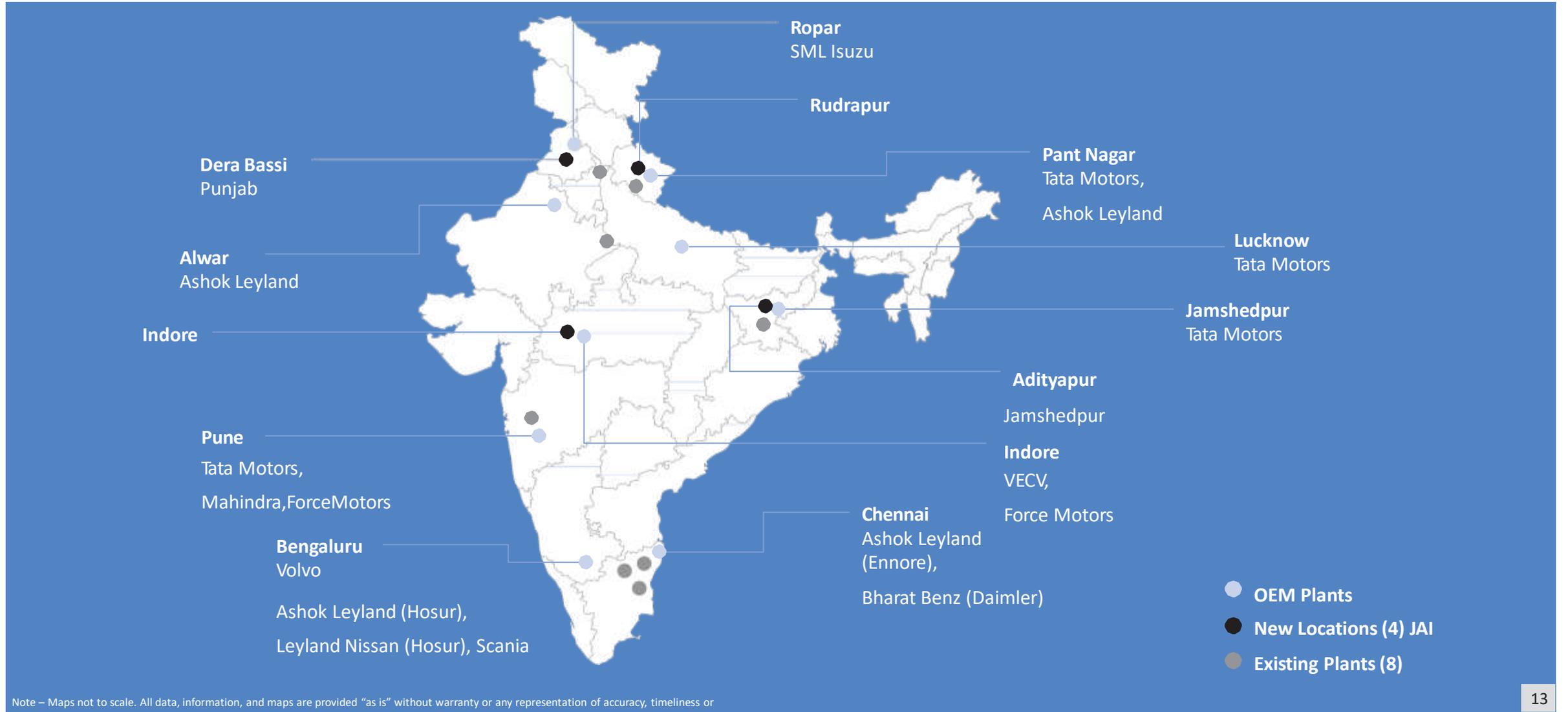
- More than 16,000 touch points
- Opened JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

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

**Sound Financials**  
CRISIL A1+/AA-



# Jai's Plants : Strategically Located Across OEM Plants



Note – Maps not to scale. All data, information, and maps are provided “as is” without warranty or any representation of accuracy, timeliness or

# JAI's OEM Customers



# JAI's Product Portfolio



Conventional Leaf Spring



Z-Spring



Conventional Leaf Spring

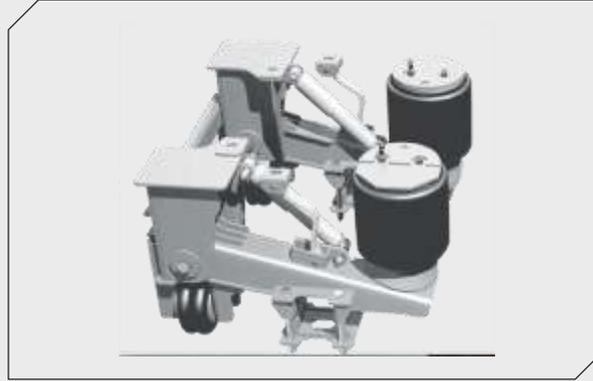


Stabilizer Bar

# JAI's Product Portfolio



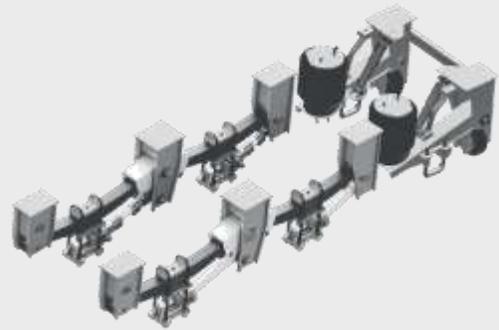
Bus Air Suspension



Trailer Air Suspension



Lift Axle



Trailer Mechanical and Air Suspension with Lift Axle



Trailer Mechanical Suspension

# After Market India JAI's Product Portfolio



Lift Axle Allied Components



Trailer Allied Components



Spring Allied Components

# After Market India JAI's Product Portfolio



Brake lining



Trailer Axle



Water Pump



Clutch



Bearing



Jack Rod



Universal Joint Cross

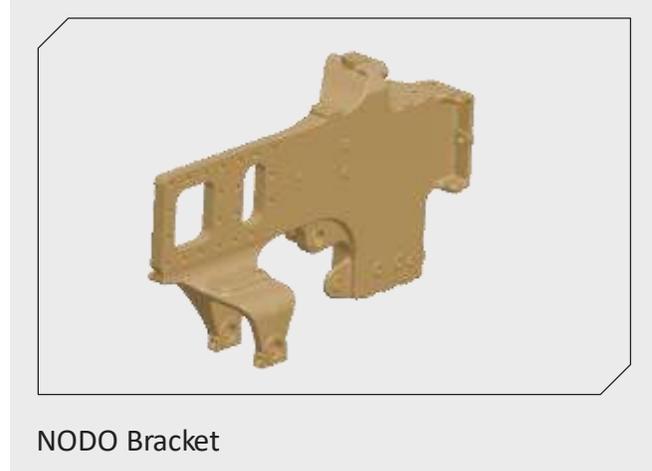
**Most of the products above are only traded**

Jamna Auto Industries Limited ('JAI')

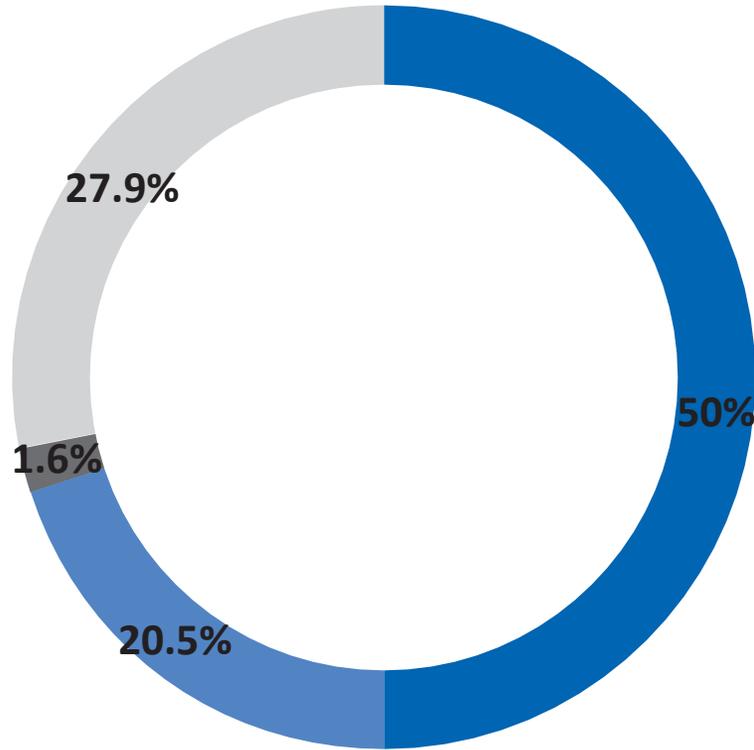
# OEM-Increasing Content Per Vehicle



## Upcoming products



# Shareholding Pattern as on 30<sup>th</sup> September 2022



- Promoters
- Institutional investors

Categories	% Holding as on 30.9.2022	% Holding as on 30.6.2022
Promoters	50%	50%
Institutional Investors	20.5%	20.5%
Bodies Corporate	1.6%	1.6%
Individual & Others	27.9%	27.9%
Total	100%	100%

# 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.



Planted saplings all over locations by on the occasion of "Van-Mahotshav".



Har Ghr Tiranga - Distributed 12000 flags to mark the 75th Independence Day.



Gifted sports equipment to inmates in District Prison, Panipat.



Formation of Self Help Group for rural women in YNR.



# Contributing to the Society



## Environment

- Celebrated Van-Mahotshav by planted 10455 saplings across plant locations.
- Constructed a vermi compost pit in District Prison, Panipat for waste management.
- Developed a small forest in GNK College premise by planting 550 saplings through “miyawaki forest technique“.
- Installed 56 dustbins in adopted Govt. schools in YNR & JSR.



## Education

- Distributed study materials in Govt. schools in YNR
- Distributed shoes & socks to 300 needy students in Govt. Primary school, Pune.
- Awarded certificates to 28 inmate on successfully completion of basic and advance computer courses in District Prison, Gurgaon.
- Distributed dental kit to 440 school students & sensitized them on oral hygiene in JSR & YNR.



## Sports

- Sponsored 19 star sportsperson for diet on monthly basis in YNR & Punjab
- Developed badminton court & volleyball court & provided sports equipment to inmates in District Prison, Panipat.
- Distributed sports equipment to 12 Govt. schools in YNR & JSR.



## Community Reach

- 68 community people were screened and treated also during health check up camp in Jamshedpur.
- Provided 30 mattress and 60 bedsheets to District prison Yamuna Nagar for hospital renovation..
- Provided nutrition food to 25 pregnant women in Govt. Pprimary health Centre, Chennai.
- Set-up a sewing training center in District Prison, Yamuna Nagar for female inmates.
- Set-up a Self Help Group by engaging rural wo men to stitch cloth bags and market them as an income generation activities in Delhi & YNR.
- Celebrated “Aazadi Ka Amrit Mahotshav” & distributed 12000 national flags and 100 t-shirts to Govt. institutions, skill centers and among community people on occasion of 75th Independence Day.
- Distributed monthly pension to 118 people in 05 villages, YNR



**Thank You**

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