

***Staying ahead of the curve...***



## **INVESTOR PRESENTATION Q1 FY 18**

Malanpur

**JAMNA AUTO INDUSTRIES LIMITED**





# Contents:

- 1. Company Overview
- 2. Q1 Updates

## 3. Research Reports



Renovation of Govt. Middle School



Oral Hygiene among Students



Tree Planation Drive



Gifting Books to Needy



Jamna sponsored Sports Person- Shivam (Right) won Silver in Sr. Youth Commonwealth Games in Weightlifting Championship, Malaysia



Jamna sponsored Sports Person- G.S. Kohli, won Gold in National Double Trap Shooting Championship



Creating Awareness on “Health & Hygiene” for women



Self –Defense Training for Girls during Summer Camp-17



Gifted Tricycles to “Divyang” in Lucknow



Creating awareness on Tobacco Hazardous



Distributing Pension to Needy

## CSR Initiatives





# Company Overview

## DIVERSIFYING

- ✓ MARKETS
- ✓ LOCATIONS
- ✓ PRODUCTS

IMPROVEMENT IN INTERNAL  
EFFICIENCY & PRODUCTIVITY



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

# Key Highlights

## Sales

**Q1 FY'18 = INR 271 crores** (~US\$42Mn)

**Q1 FY'17 = INR 333 crores** (~ US\$ 52Mn)

Q-4 2016-17 = INR 385 Crores (~ US\$ 60Mn)

## Market Capitalization

**INR 1,987 crores** (~ US\$ 307Mn)

(Share Price INR 249 as on 30.06.2017)

## 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

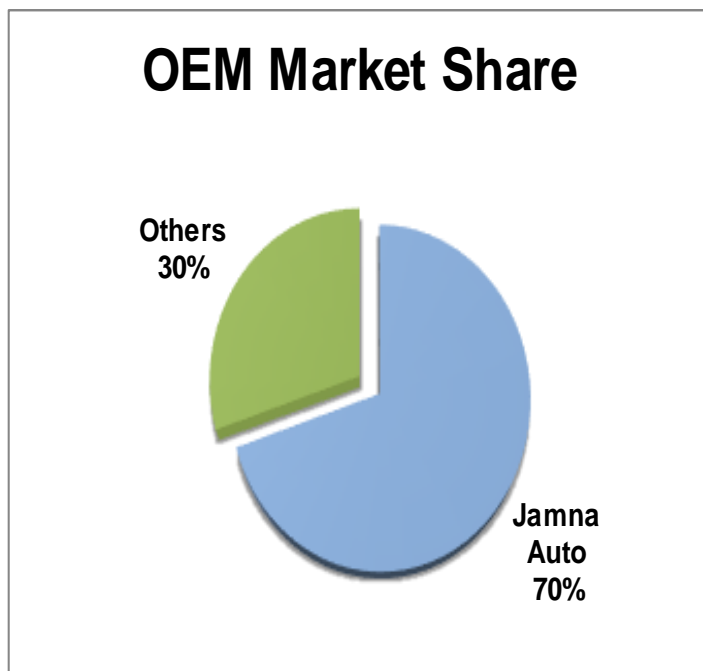
**BSE – 520051**

**NSE – JAMNAAUTO**

Avg rate Q1 1\$=INR 64.45

# Global Spring Manufacturing

## Indian Market Scenario



Note-The data as shown above is for Q1- 2017-18 in tonnage

Data Source- Internal

## Global Leaf Market Scale

### 1980's

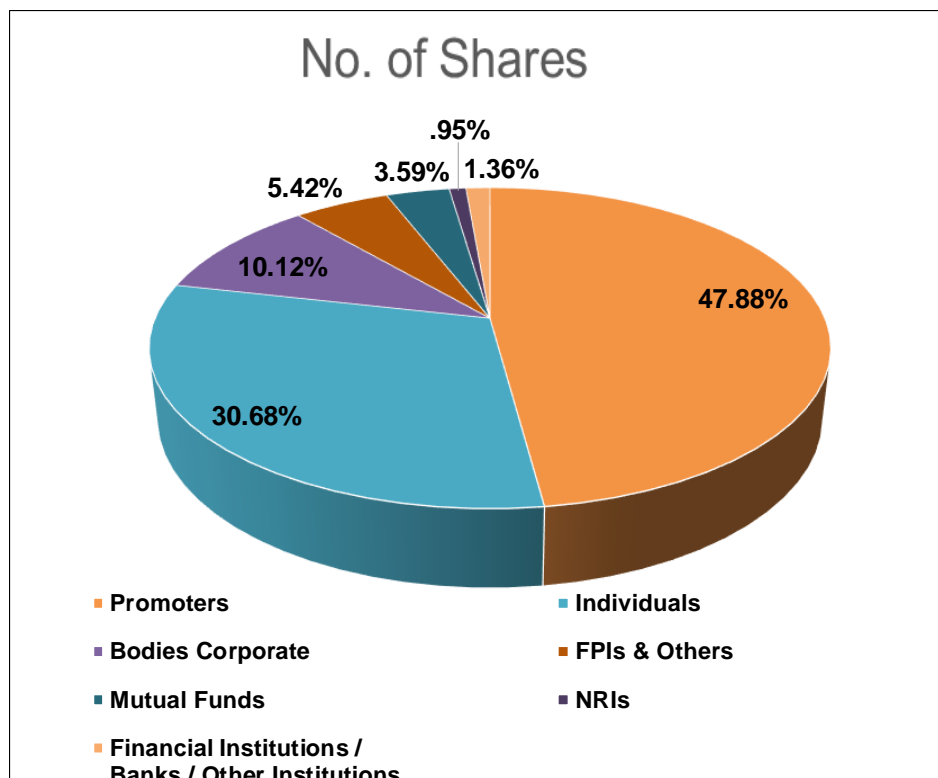
Leaf Spring Manufacturer	Base Country	Capacity
NHK Spring Co. Ltd	Japan	200,000
Delphi	USA	100,000
Eaton/Oxford	Canada	100,000
Krupp	Germany	40,000
Hendrickson	USA	40,000
DSP	USA	40,000
Rejna	Europe	40,000
Hoesh	Germany	30,000
Sarfedern	Germany	20,000
Johns Woodhead	UK	10,000

### Current

Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
Hendrickson	Canada & Mexico	216,000
<b>Jamna Auto Industries Ltd.</b>	<b>India</b>	<b>210,000</b>
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\*



Category	No of shares	In %
Promoters	38,154,630	48
Individuals	24,444,136	31
Bodies Corporate	8,065,659	10
FPIs & Others	4,319,325	5
Mutual Funds	2,864,292	4
NRIs	755,833	1
Financial Institutions / Banks / Other Institutions	1,083,597	1
<b>Total</b>	<b>79,687,472</b>	<b>100</b>

\* As on 30.06.2017

# Our Strengths

**Manufacturing around 493 Parts for OEMs & ~2000 parts for After Market**

**OEM Market Share 70%** *(Q1- 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**

# Presence

## Locations

### Main Plants

- ☐ Yamuna Nagar
- ☐ Malanpur
- ☐ Chennai:
  - Maraimalai Nagar (Leaf Spring)
  - Pillaipakkam (Lift Axle)
- ☐ Jamshedpur
- ☐ Pune (Lift Axle & R&D Centre)
- ☐ Hosur

### Assembly Plants

- ☐ Lucknow
- ☐ Pant Nagar

**9 Locations**

## Products

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

**4 Products**

## Markets

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

**4 Markets**

\* OE India- Original Equipment Manufacturer

\* AM India – After Market India

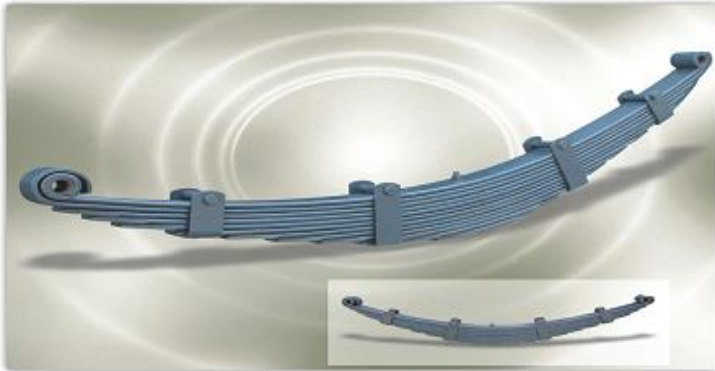




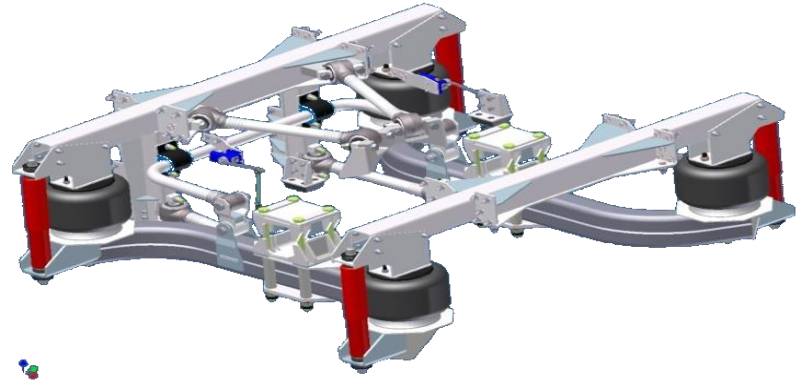
# Products

*Diversifying products*

## 1) Conventional Leaf Spring



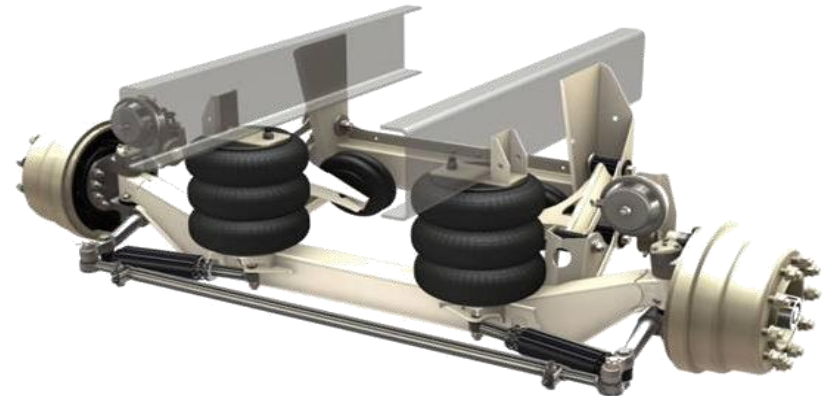
## 3) Air Suspension



## 2) Parabolic Leaf Spring




## 4) Lift Axle

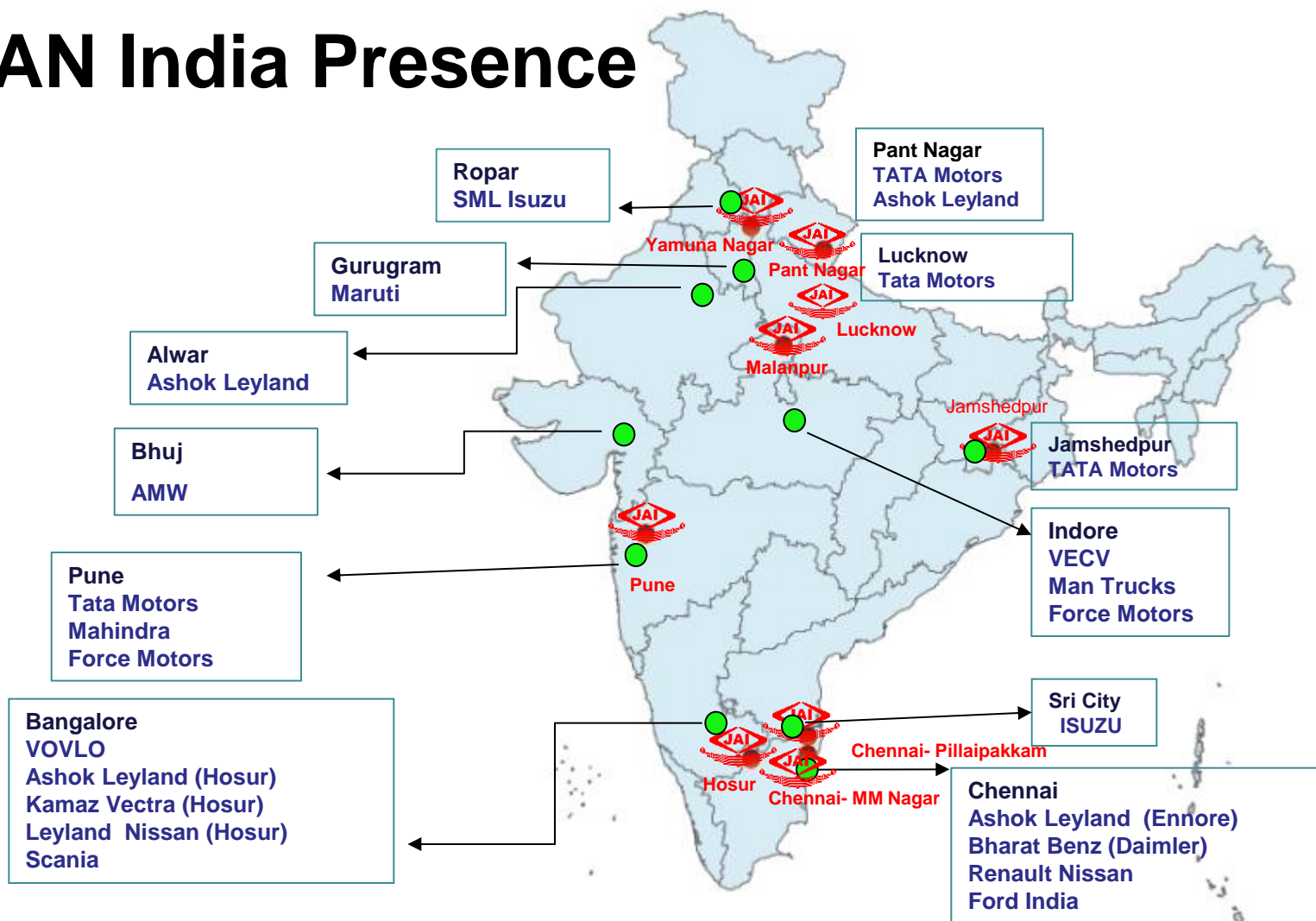


# Customers



# PAN India Presence

● OEM Plants  
 JAI Existing Plants



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.

# Project Lakshya

## OPERATIONAL GOALS



## FINANCIAL GOALS



*JAI's medium term strategy focused on value creation*

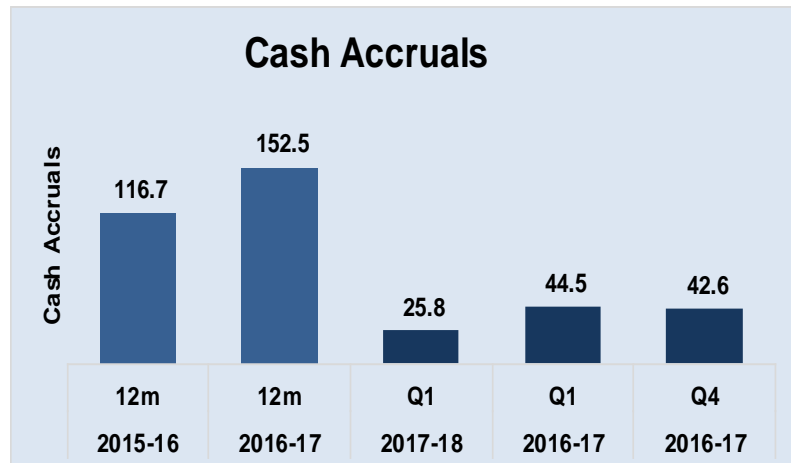
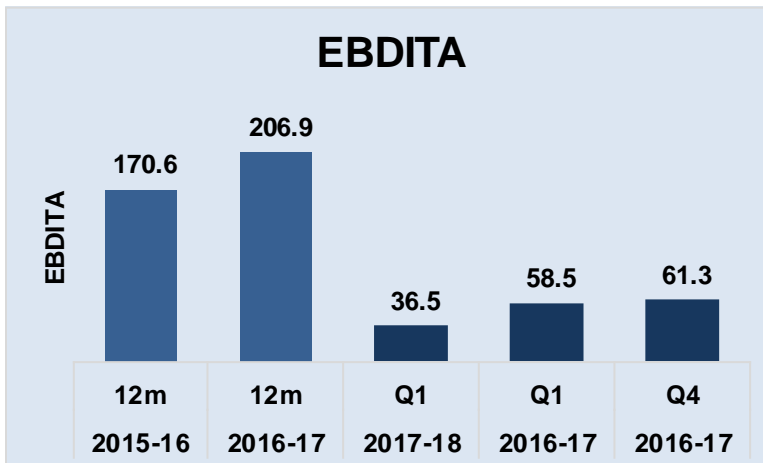
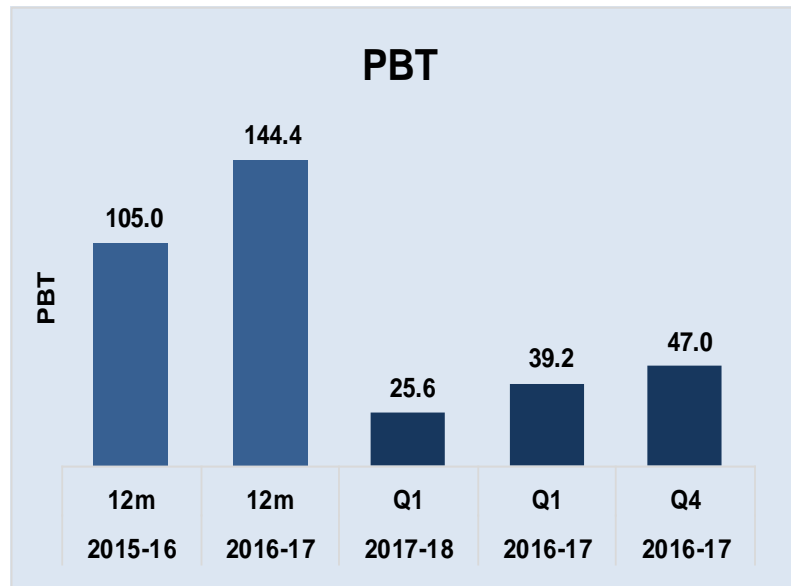
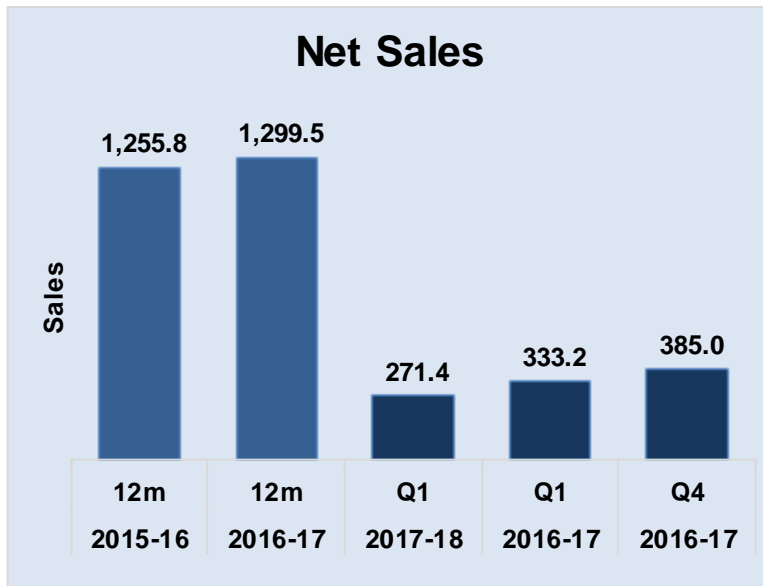


# Q1 Updates



Jamshedpur

# Key Financial Trend



Figures are in INR Crores ( or INR 10Million)

# Financial Results – Q1 FY'18

	2015-16	2016-17	2017-18	2016-17	2016-17
	12m	12m	Q1	Q1	Q4
<b>Net Sales</b>	<b>1,255.8</b>	<b>1,299.5</b>	<b>271.4</b>	<b>333.2</b>	<b>385.0</b>
<b>Export Sales</b>	<b>10.8</b>	<b>9.6</b>	<b>2.6</b>	<b>2.5</b>	<b>3.7</b>
<b>EBDITA</b>	<b>170.6</b>	<b>206.9</b>	<b>36.5</b>	<b>58.5</b>	<b>61.3</b>
<b>Operating Margin</b>	<b>125.3</b>	<b>159.1</b>	<b>28.1</b>	<b>41.1</b>	<b>51.6</b>
<b>PBT</b>	<b>105.0</b>	<b>144.4</b>	<b>25.6</b>	<b>39.2</b>	<b>47.0</b>
<b>PAT</b>	<b>71.5</b>	<b>104.7</b>	<b>17.4</b>	<b>27.2</b>	<b>32.9</b>
<b>Cash Accruals</b>	<b>116.7</b>	<b>152.5</b>	<b>25.8</b>	<b>44.5</b>	<b>42.6</b>
<b>EBIDITA Margin (%)</b>	<b>13.6%</b>	<b>15.9%</b>	<b>13.4%</b>	<b>17.6%</b>	<b>15.9%</b>
<b>Operating Margin (%)</b>	<b>10.0%</b>	<b>12.2%</b>	<b>10.3%</b>	<b>12.3%</b>	<b>13.4%</b>
<b>PBT (%)</b>	<b>8.4%</b>	<b>11.1%</b>	<b>9.4%</b>	<b>11.8%</b>	<b>12.2%</b>
<b>PAT (%)</b>	<b>5.7%</b>	<b>8.1%</b>	<b>6.4%</b>	<b>8.2%</b>	<b>8.5%</b>
<b>Cash Accruals</b>	<b>9.3%</b>	<b>11.7%</b>	<b>9.5%</b>	<b>13.4%</b>	<b>11.1%</b>

Cash Accruals= PAT + Depreciation

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## **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**