



# Jamna Auto Industries Limited

**Investor Presentation**

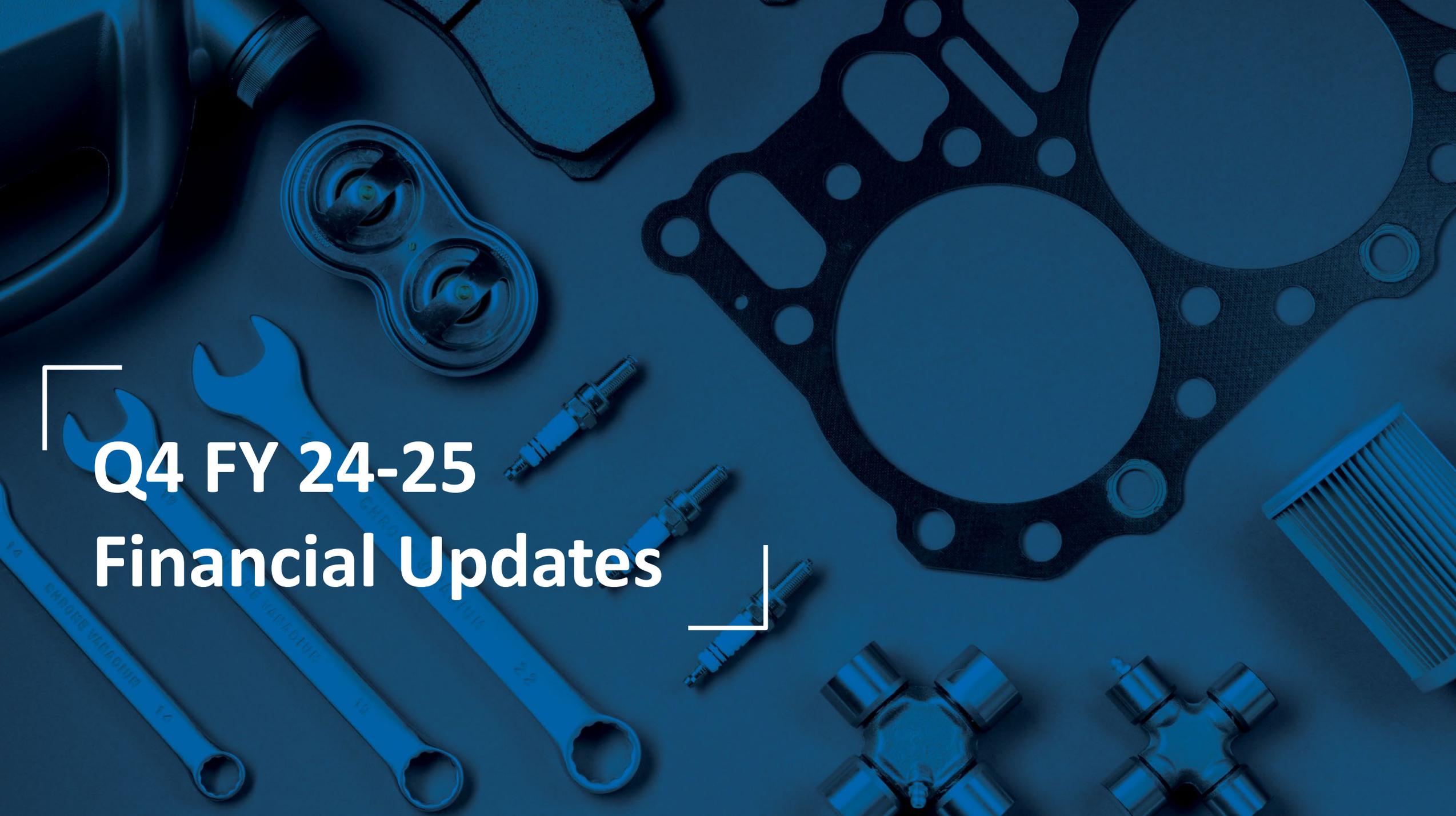
**Q4 FY 24-25**



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Q4 FY 24-25  
Financial Updates

# Financial Trends - QoQ



All figures are in INR crores

	Q4 FY 24-25	Q3 FY 24-25	Q4 FY 23-24
NET SALES	638	562	640
EBITDA	85/13.3%	78/13.9%	89/13.9%
PBT	72/11.3%	63/11.2%	78/12.2%
CASH ACCRUALS	62	58	65

Cash Accruals: PAT+ Depreciation

# Financial Trends - YoY



All figures are in INR crores

	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

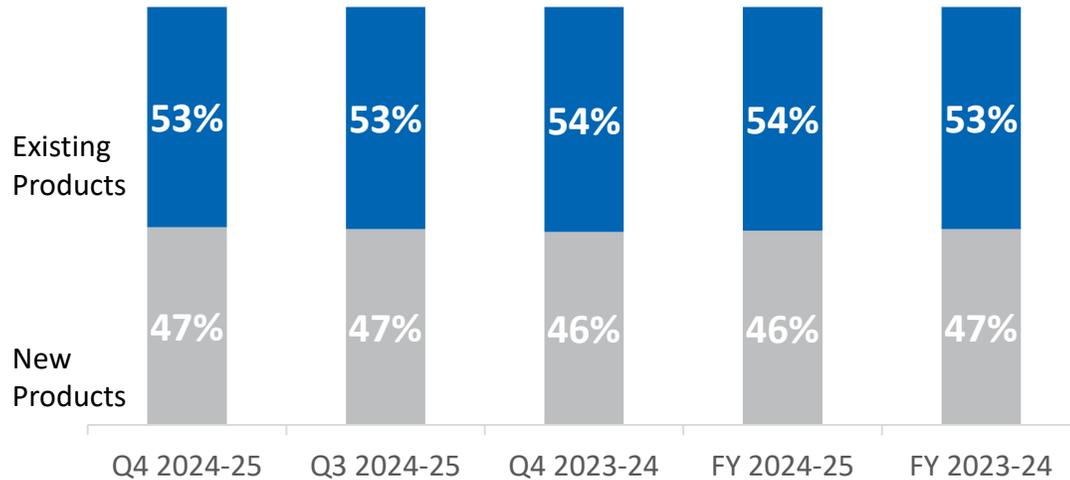
All figures are in INR crores

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

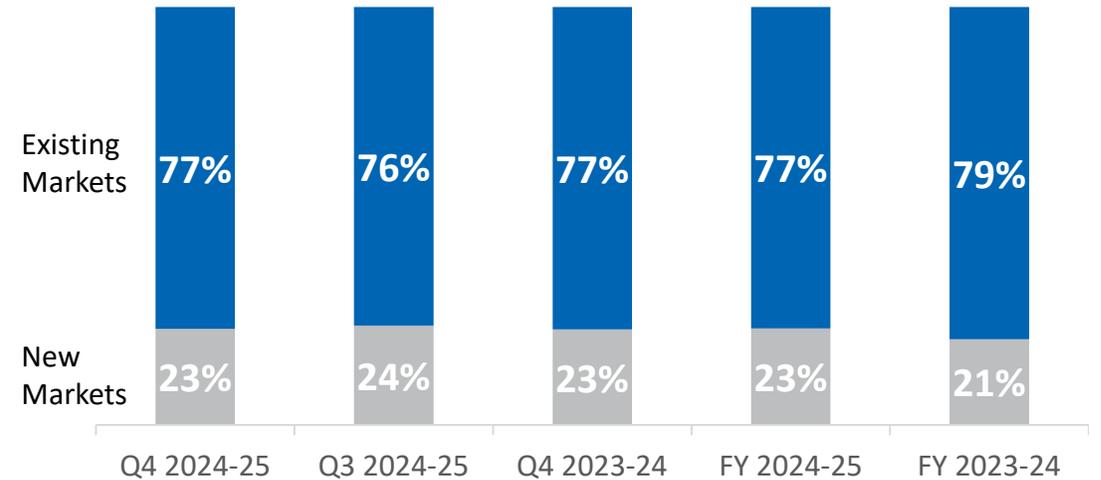


## Product Mix



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

## Market Mix



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

# 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

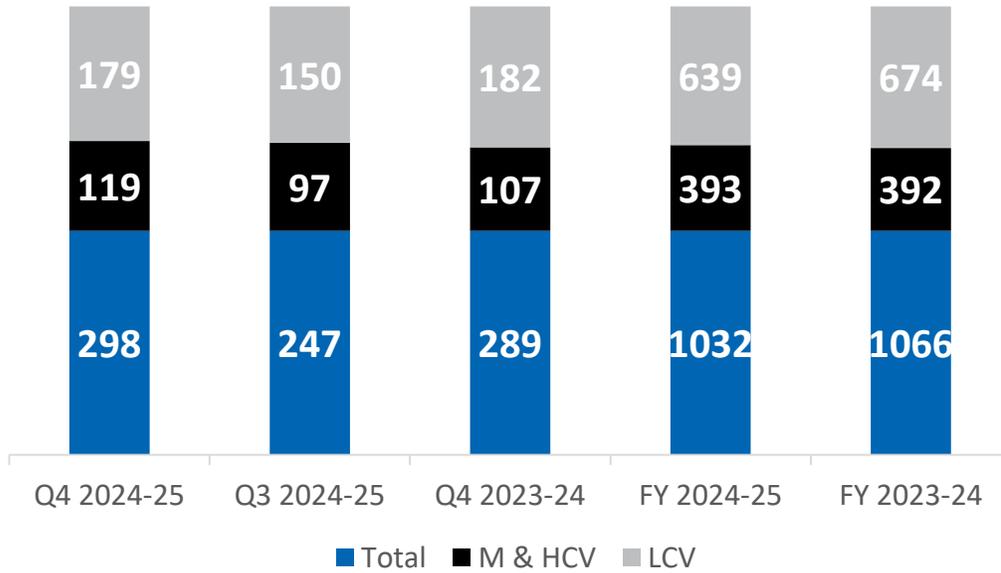


# Industry Highlights

# Industry Highlights



All figures are in '000



For the Quarter

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

Data Source-SIAM

## LCV production changes

↓ - YOY FY25 vs FY24 - 5% (Decrease)

## M&HCV production changes

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



Company  
Overview

# JAI at a Glance



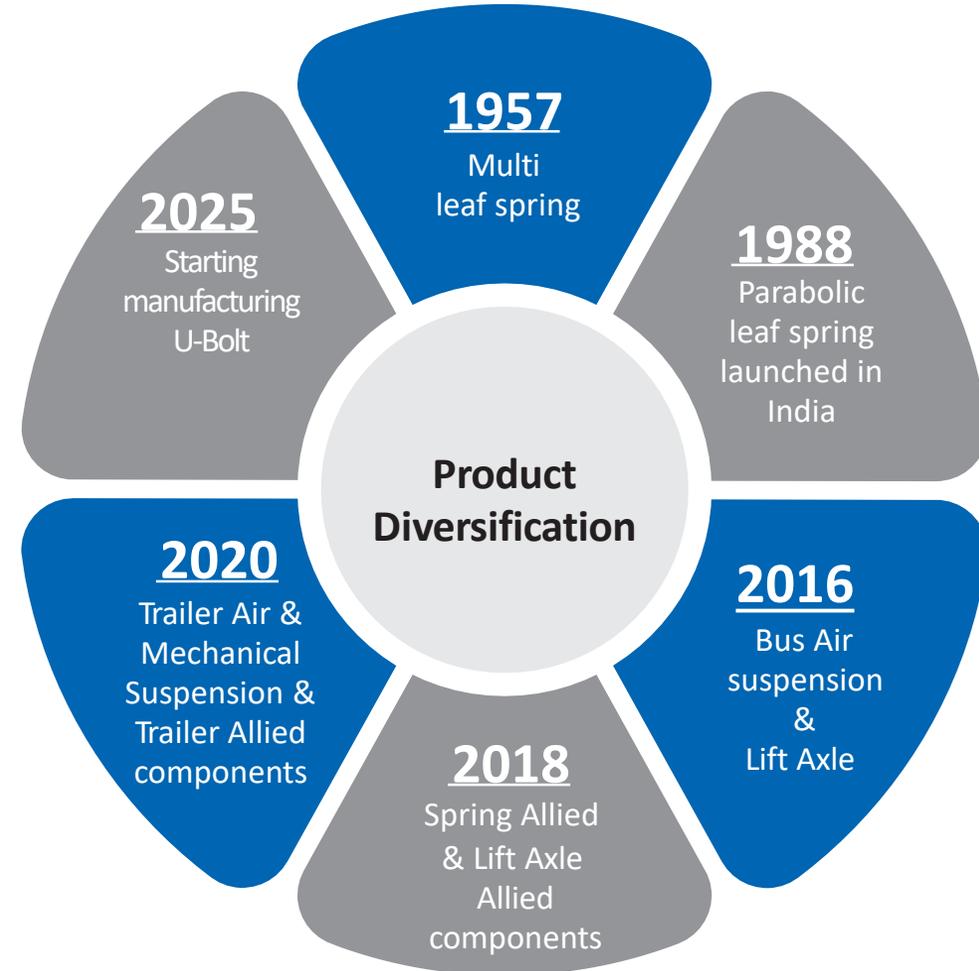
**Foundation**  
JAI is a renowned suspension manufacturer for commercial vehicles.

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

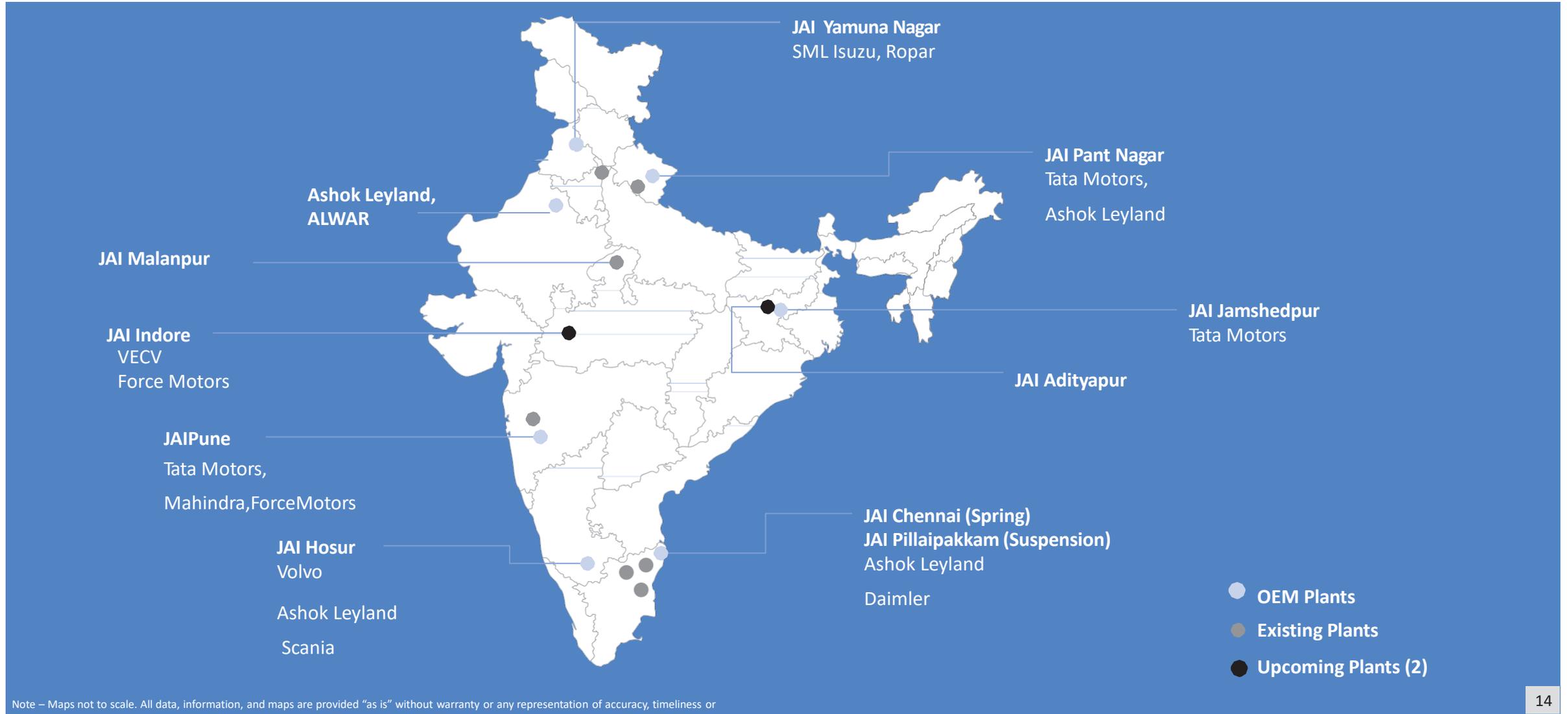
- More than 16,000 touch points
- JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

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

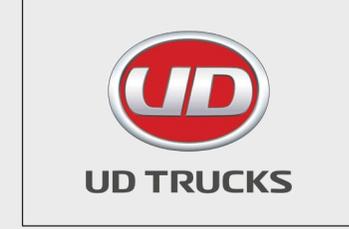
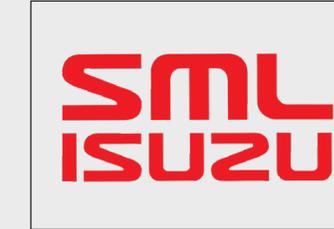
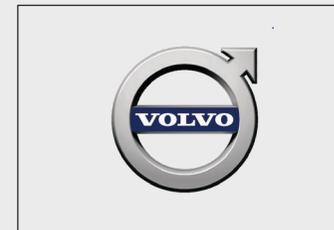
**Sound Financials**  
CARE A1+/AA-  
ICRA A1+/AA-



# Jai's Plants : Strategically Located Across OEM Plants



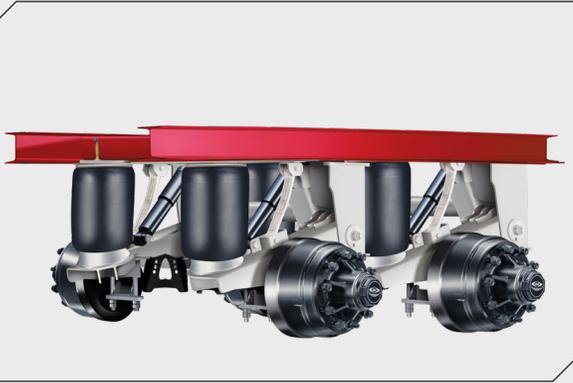
# JAI's OEM Customers



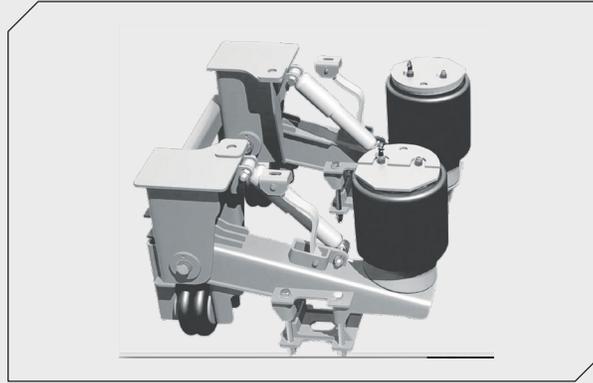
# JAI's Product Portfolio



# JAI's Product Portfolio



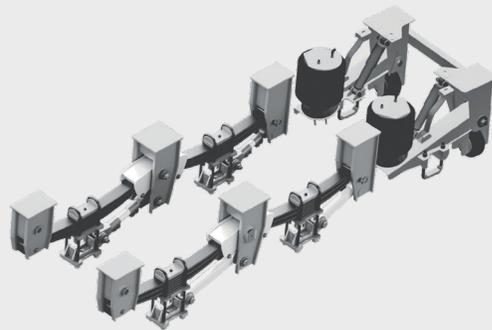
Bus Air Suspension



Trailer Air Suspension



Lift Axle



Trailer Mechanical and Air Suspension with Lift Axle

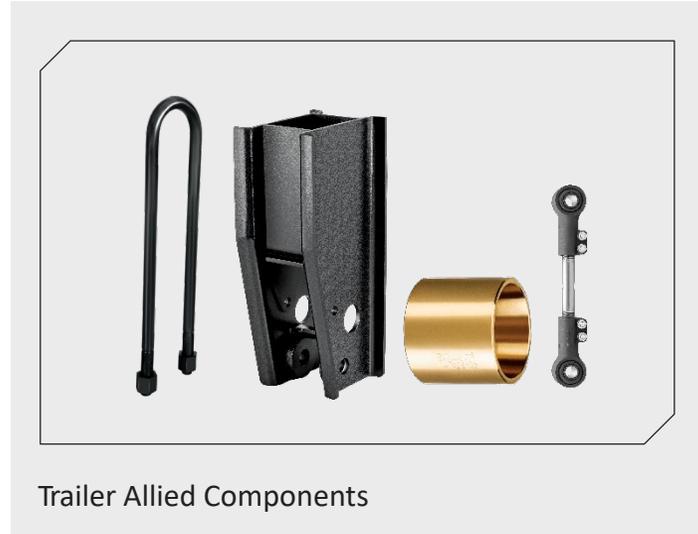


Trailer Mechanical Suspension

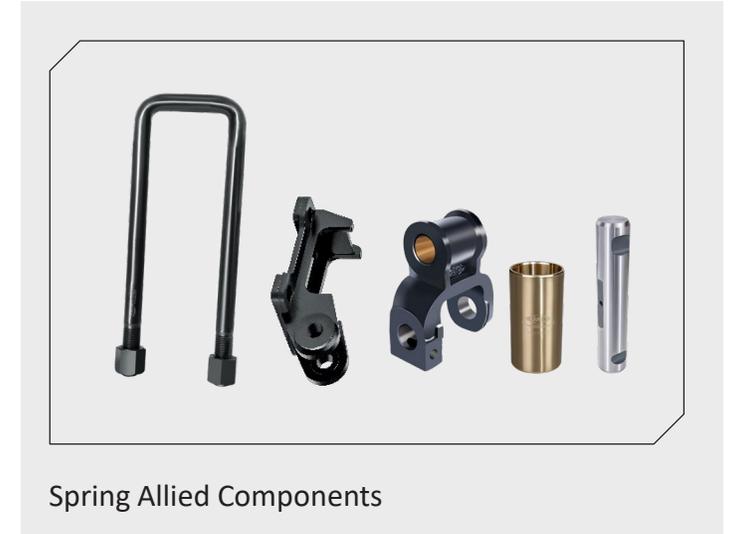
# After Market India JAI's Product Portfolio



Lift Axle Allied Components



Trailer Allied Components

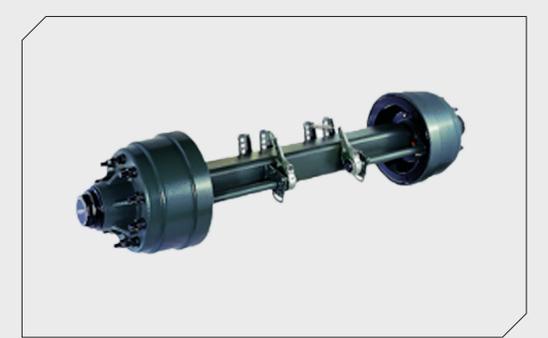


Spring Allied Components

# After Market India JAI's Product Portfolio



Brake lining



Trailer Axle



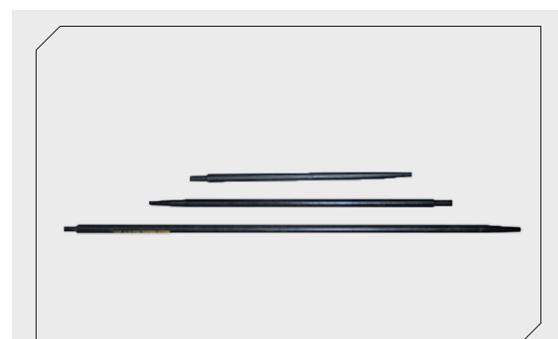
Water Pump



Clutch



Bearing



Jack Rod

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

Jamna Auto Industries Limited ('JAI')

# JAI's Corporate Strategy: Lakshya 50XT



## Operational Goals

## Financial Goals

### Diversifying Products

### Diversifying Markets

### Maximizing Returns

### Value Creation

TARGETS  
for FY'27

50%

Revenue from  
New Products

50%

Revenue from  
New Market

50%

ROCE

50%

Dividend  
Payout

UPDATE  
for FY'25

46%

Revenue from  
New Products

23%

Revenue from  
New Market

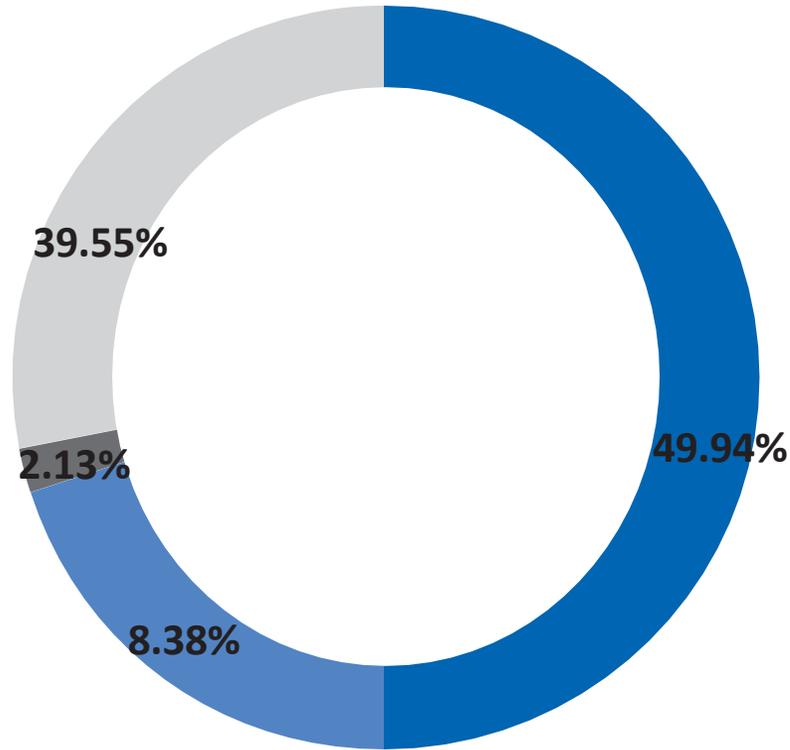
\*27  
%

46.4%

Dividend\*  
Payout

\*29%- Net of Bill Discounting

# Shareholding Pattern as on 31<sup>st</sup> Mar 2025



- Promoters
- Institutional investors

Categories	% Holding as on 31.03.2025	% Holding as on 31.3.2024
Promoters	49.94%	50%
Institutional Investors	8.38 %	14.81%
Bodies Corporate	2.13%	1.75%
Individual & Others	39.55%	33.44%
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.



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 Vrindavan



# 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.  
**Skills:**
- 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.





**Thank You**

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