

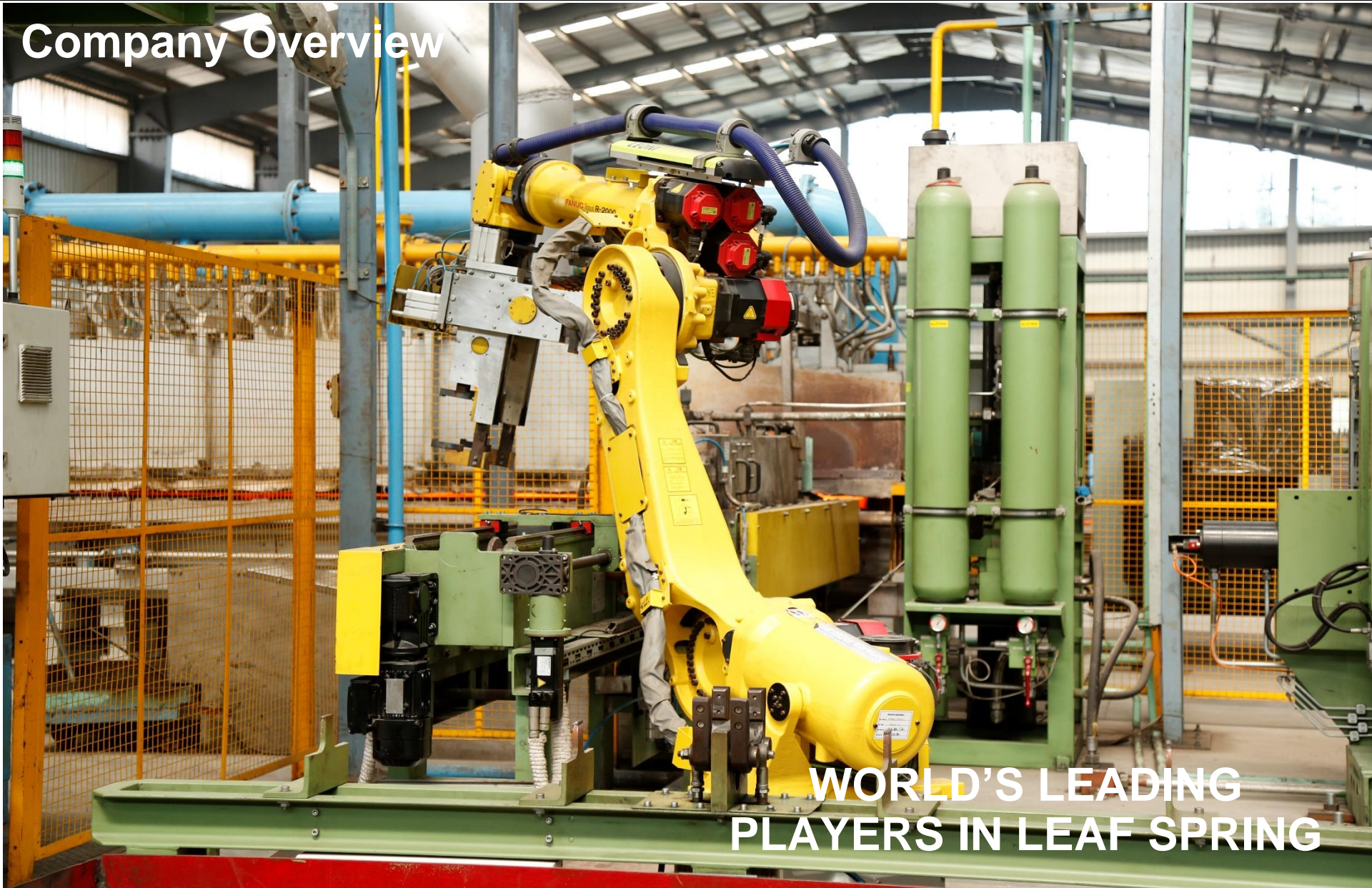
***Staying ahead of the curve...***



**INVESTOR PRESENTATION Q3 FY 18**



# Company Overview



WORLD'S LEADING  
PLAYERS IN LEAF SPRING

# Key Highlights

## Market Capitalization

**~INR 3,200 Crores** (~ US\$ 500Mn)

(Share Price INR 81\* as on Dec.17)

Listed on BSE-520051; NSE-JAMNAAUTO

## Production Capacity - Springs

**2,40,000 Tons per annum**

Among World's Top 3

## Plants

**9 Plants in 7 States**

## Sales

**Q3 FY'18 = INR 470 Crores** (~US\$ 73Mn)

Q3 FY'17 = INR 304 Crores (~US\$ 47Mn)

Q2 FY'18 = INR 385 Crores (~ US\$ 59Mn)

## Alliance

**Ridewell (USA) – Air Suspension & Lift Axle**

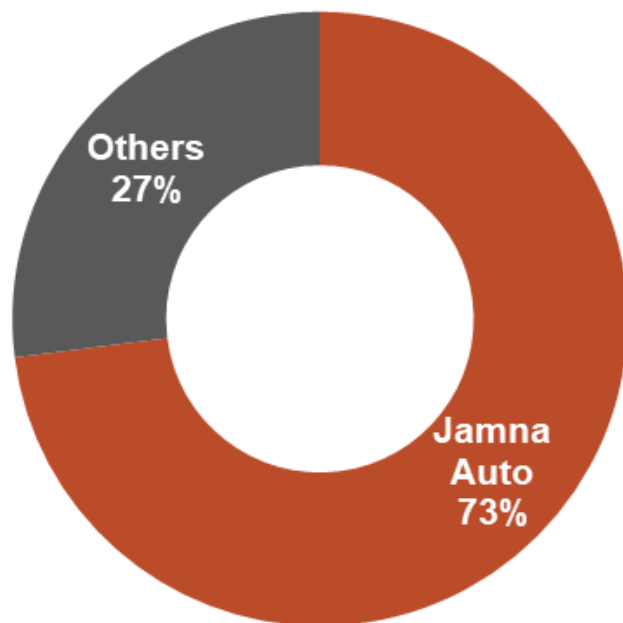
1\$=~INR 64

\* Face value INR 1/- per share

# Global Spring Manufacturing

## Indian Market Scenario

### Market Share- OEM India



Data Source- Internal, Q3 Market Share in terms of Tons

## 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

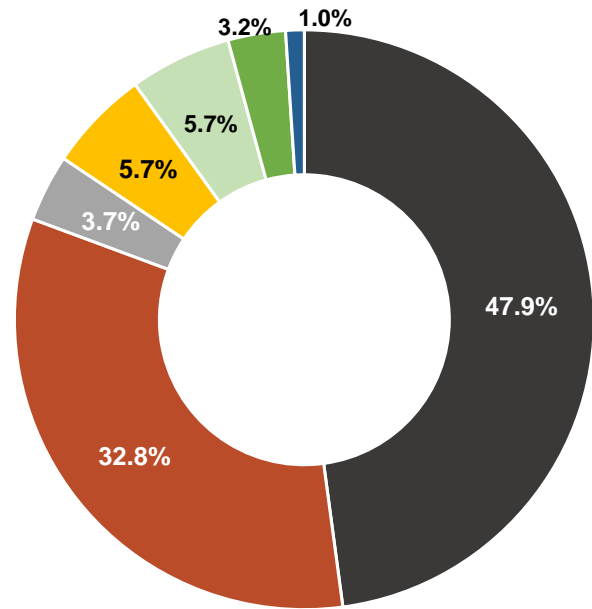
### Current

Leaf Spring Manufacturer	Base Country	Capacity
Rassini	Mexico	250,000
<b>Jamna Auto Industries Ltd.</b>	<b>India</b>	<b>240,000</b>
Hendrickson	Canada & Mexico	216,000
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

As on 31st Dec 2017



- Promoters
- Bodies Corporate
- FPIs & Others
- Individuals
- Mutual Funds
- Financial Institutions / Banks / Other Institutions

Category	No of shares	In %
Promoters	190,773,150	47.9
Individuals	130,570,058	32.8
Bodies Corporate	14,933,663	3.7
Mutual Funds	22,653,021	5.7
FPIs & Others	22,621,255	5.7
Financial Institutions / Banks / Others	12,783,650	3.2
NRIs	4,129,088	1.0
Total	398,463,885	100



# Our Strengths

**Manufacturing ~ 500 Parts for OEMs & ~2000 parts for After Market**

**OEM Market Share 73%** *(Q3- weighted average)*

**Manufacturing Facilities at 9 Locations in 7 States**

**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**

# Diversification Strategy

## Locations

### MAIN PLANTS

- ☐ Yamuna Nagar
- ☐ Malanpur
- ☐ Chennai:
  - Maraimalai Nagar (Leaf Spring)
  - Pillaipakkam (Lift Axle & Air Suspension)
- ☐ 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**

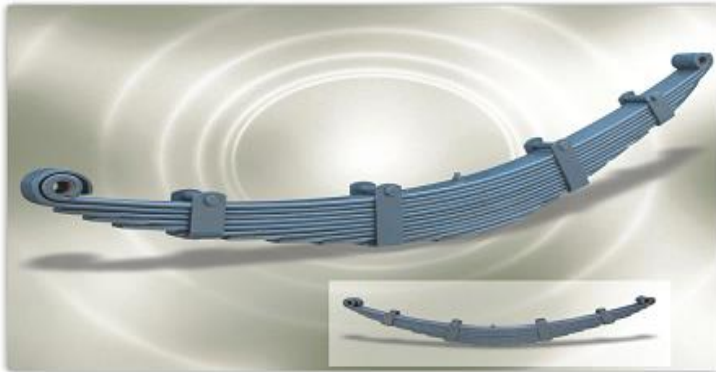
*\*Under subsidiary entity of Jamna*

*\* OE - Original Equipment Manufacturer \* AM – After Market*

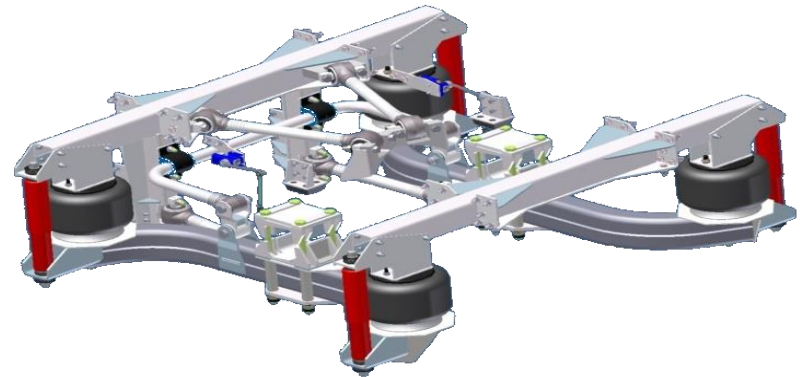
# Products

## *Diversifying Products*

### 1) Conventional Leaf Spring



### 3) Air Suspension



### 2) Parabolic Leaf Spring



### 4) Lift Axle




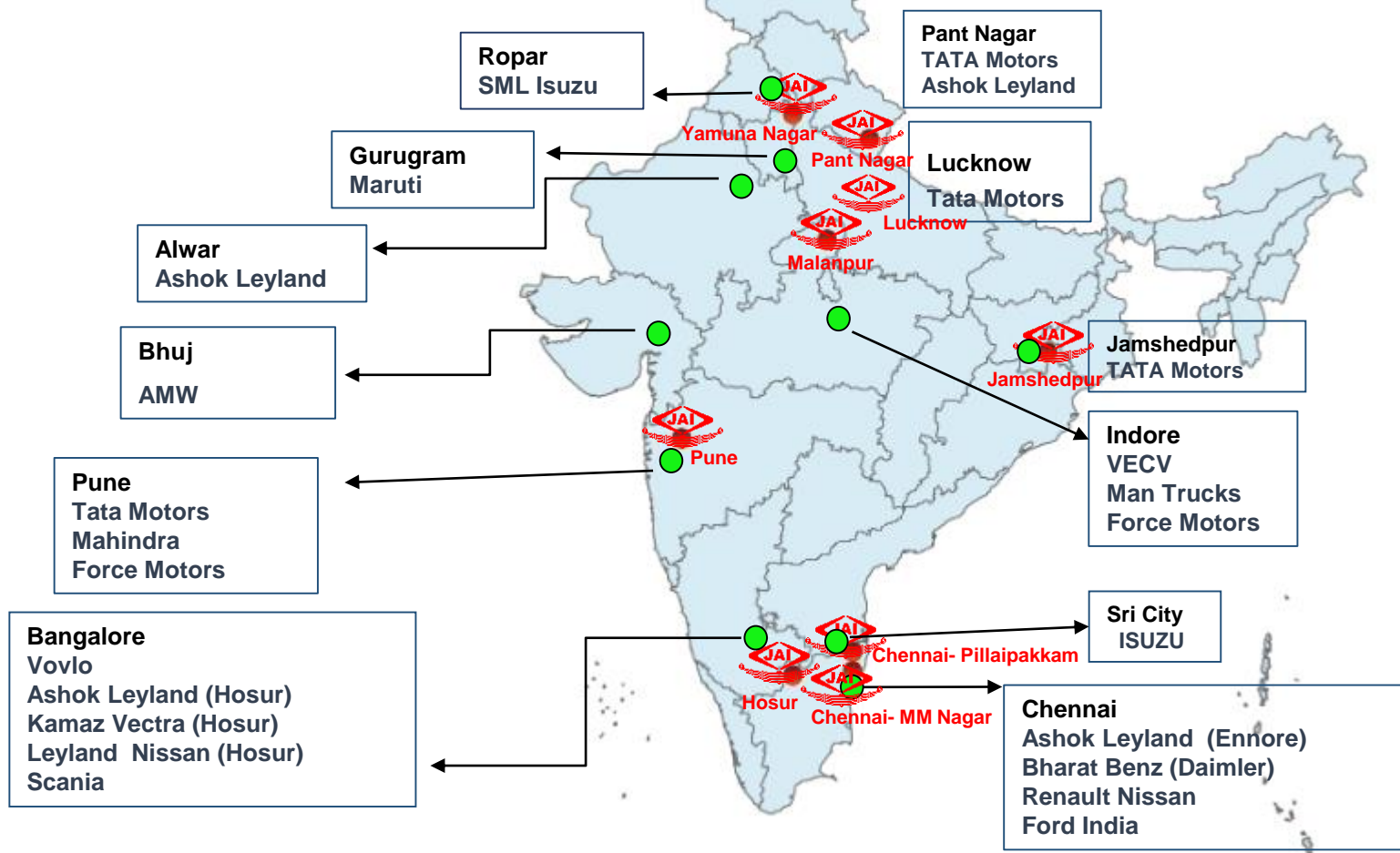


# Customers



# 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



Lakshya - JAI's Medium Term Strategy focused on **Value Creation**

## Q3 FY'18 Updates

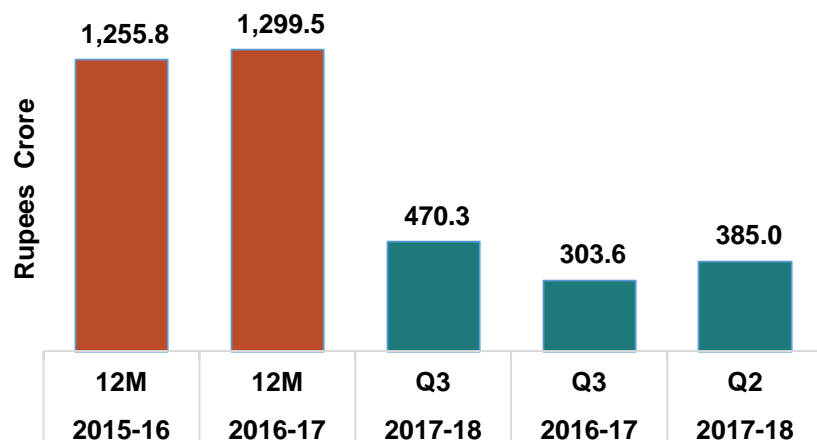


**FOCUS - INTERNAL EFFICIENCY & PRODUCTIVITY**

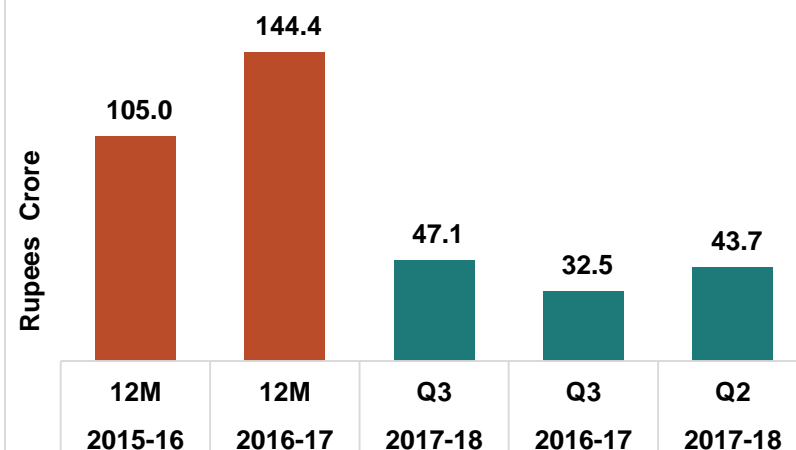


# Key Financial Trend

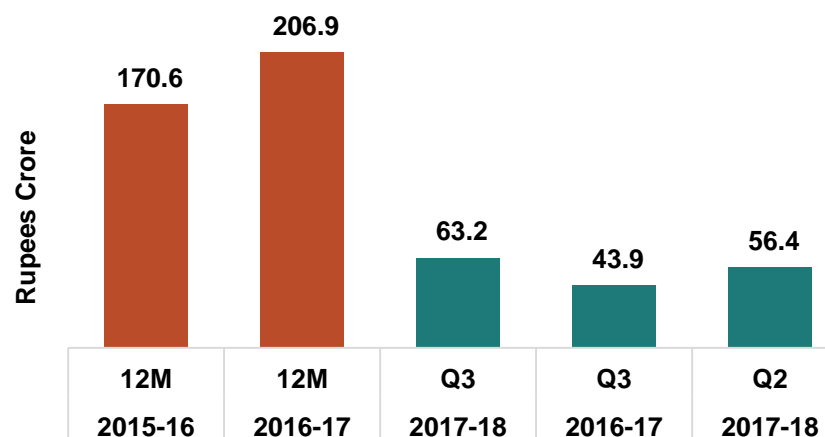
## Net Sales



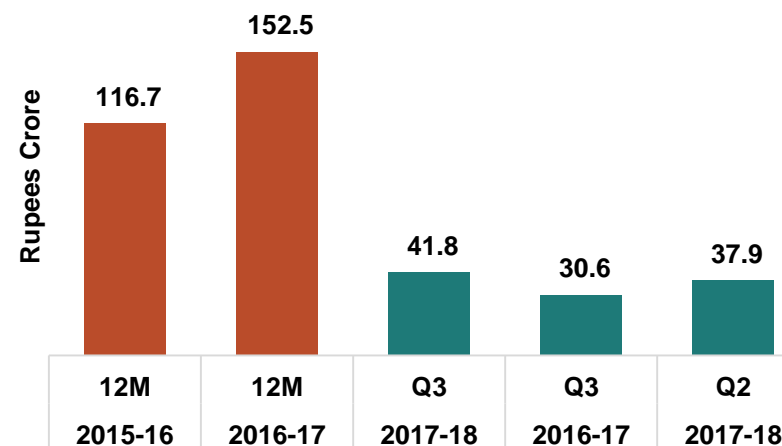
## PBT



## EBDITA



## Cash Accruals



# Financial Results – Q3 FY'18

*Rupees Crores*

Particulars	2016-17	2017-18	2016-17	2017-18	% Growth	% Growth
	Last Year	Q3	Q3	Q2	Q3 FY'18 Vs Q3 FY'17	Q3 FY'18 Vs Q2 FY'18
<b>Total Net Sales</b>	1,299.5	470.3	303.6	385.0	54.9%	22.1%
<b>Export out of above</b>	9.6	3.7	1.7	3.2	117.6%	14.6%
<b>EBDITA</b>	206.9	63.2	43.9	56.4	43.7%	11.9%
<b>Operating Margin</b>	159.1	53.1	34.4	48.0	54.2%	10.6%
<b>PBT</b>	144.4	47.1	32.5	43.7	45.2%	7.9%
<b>PAT</b>	104.7	31.7	21.1	29.4	50.1%	7.7%
<b>Cash Accruals</b>	152.5	41.8	30.6	37.9	36.4%	10.3%
<hr/>						
<b>EBDITA Margin (%)</b>	15.9%	13.4%	14.5%	14.7%	-1.0%	-1.2%
<b>Operating Margin (%)</b>	12.2%	11.3%	11.3%	12.5%	-0.1%	-1.2%
<b>PBT (%)</b>	11.1%	10.0%	10.7%	11.3%	-0.7%	-1.3%
<b>PAT (%)</b>	8.1%	6.7%	7.0%	7.6%	-0.2%	-0.9%
<b>Cash Accruals (%)</b>	11.7%	8.9%	10.1%	9.8%	-1.2%	-1.0%

Cash Accruals= PAT + Depreciation

# CSR Initiatives





# 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.