



Jamna Auto Industries Limited

Investor Presentation

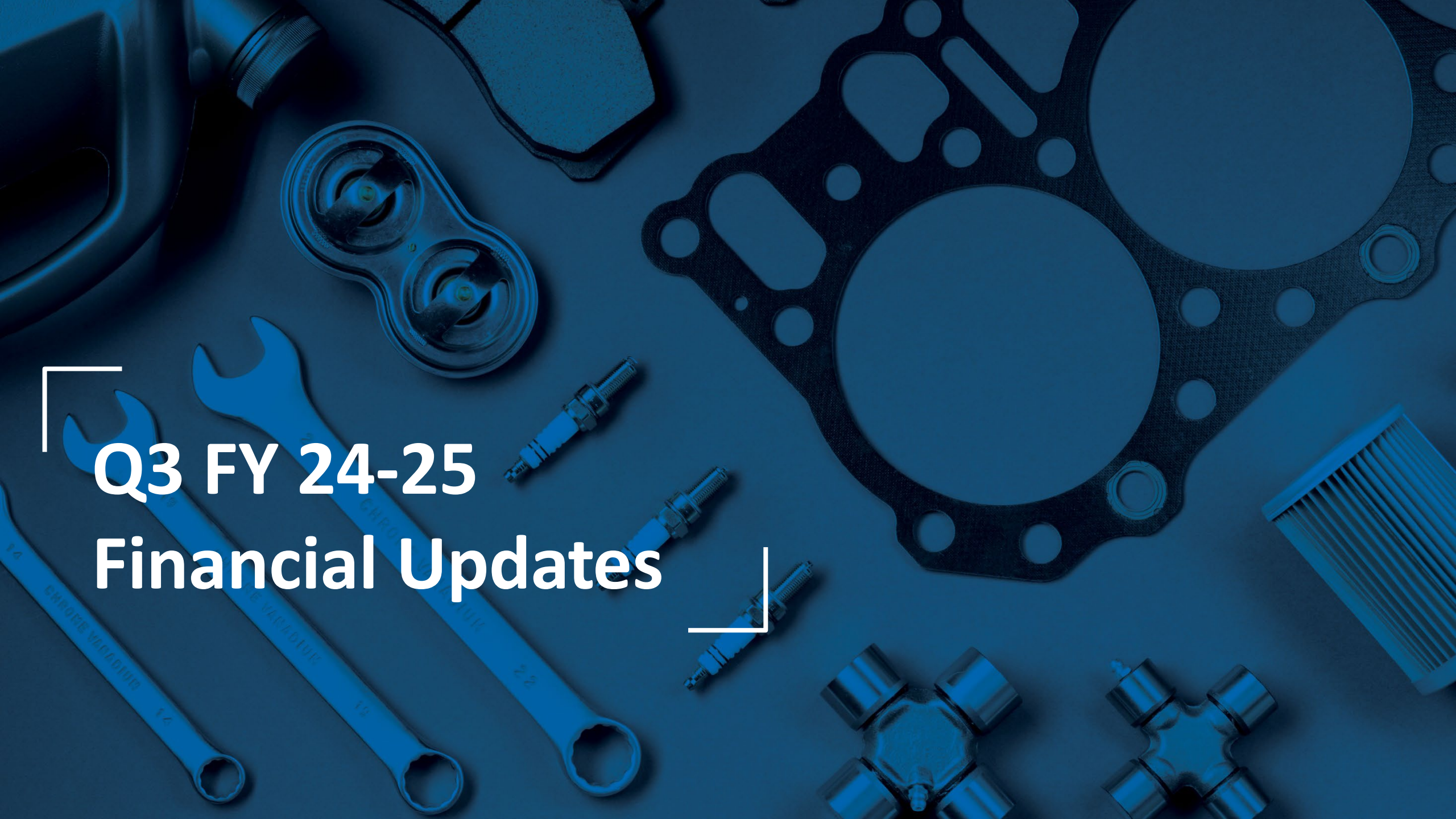
Q3 FY 24-25



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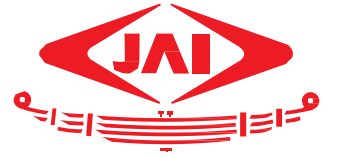
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Q3 FY 24-25
Financial Updates

Financial Trends - QoQ



All figures are in INR crores

	Q3 FY 24-25	Q2 FY 24-25	Q3 FY 23-24
NET SALES	562	513	604
EBITDA	78/13.9%	67/13.1%	87/14.5%
PBT	63/11.2%	56/10.9%	74/12.2%
CASH ACCRUALS	58	51	67

Cash Accruals: PAT+ Depreciation

Financial Trends - YoY

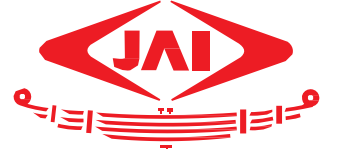


All figures are in INR crores

	9 Months FY 24-25	9 Months FY 23-24	FY 23-24
NET SALES	1,632	1,787	2,427
EBITDA	221/13.6%	242/13.5%	331/13.7%
PBT	183/11.2%	205/11.5%	283/11.7%
CASH ACCRUALS	166	185	250

Cash Accruals: PAT+ Depreciation

Profit & Loss Statement



Consolidated QoQ

All figures are in INR crores

Particulars	Q3 FY 24-25	Q3 FY 23-24	YoY	Q2 FY 24-25	QoQ
Net Sales	562	604	-7%	513	10%
EBITDA	78	87	-11%	67	16%
PBT	63	74	-14%	56	13%
PAT	44	55	-20%	40	10%

Profit & Loss Statement



Consolidated YoY

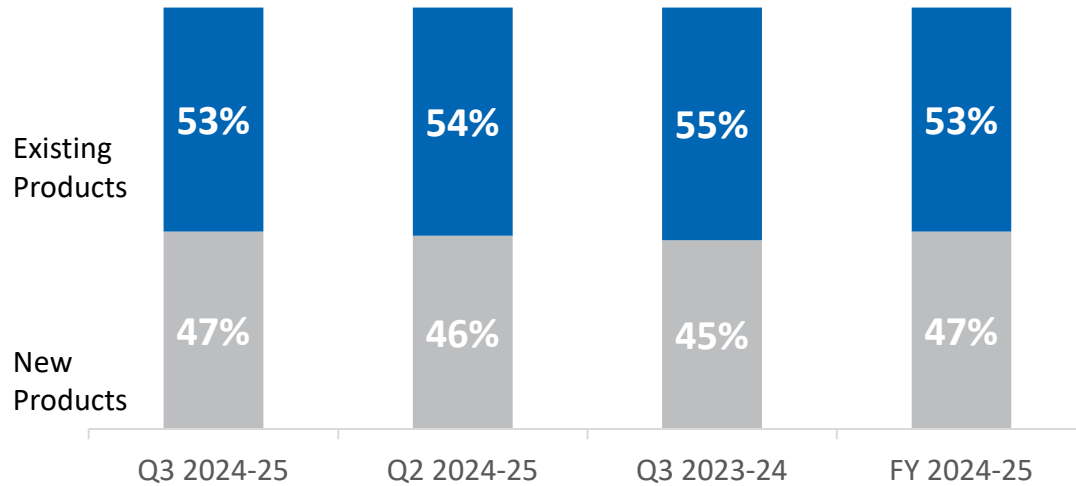
All figures are in INR crores

Particulars	9 Months FY 24-25	9 Months FY 23-24	YoY	12 Months FY 23-24
Net Sales	1,632	1,787	-9%	2427
EBITDA	221	242	-8%	331
PBT	184	205	-11%	283
PAT	130	151	-14%	205

Revenue Mix

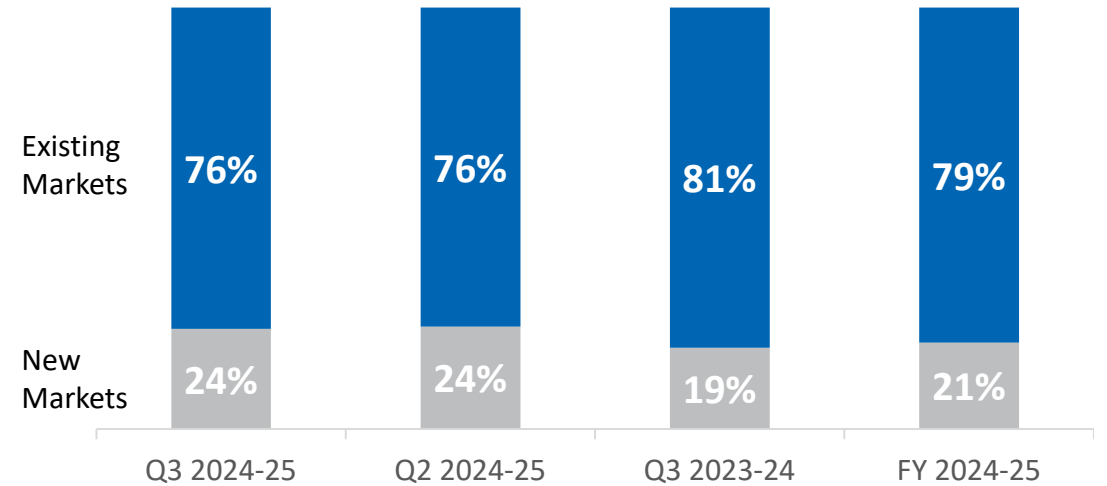


Product Mix



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

Market Mix



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

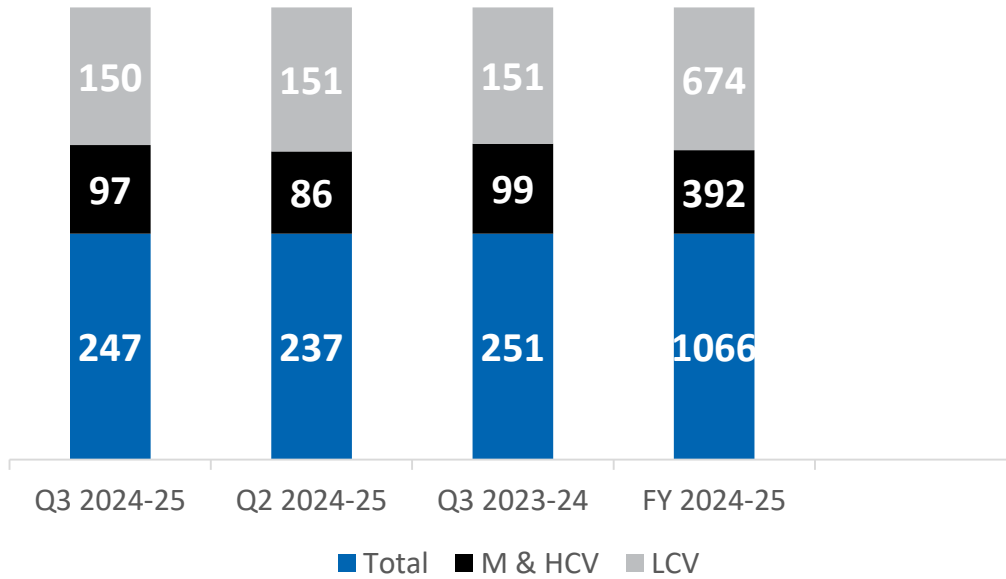


Industry Highlights

Industry Highlights



All figures are in '000



Data Source-SIAM

LCV production changes

- ↓ - Q3 FY25 vs Q2 FY25 - 1% (Decrease)
- ↓ - Q3 FY25 vs Q3 FY24 - 1% (Decrease)

M&HCV production changes

- ↑ - Q3 FY25 vs Q2 FY25 - 12% Increase
- ↓ - Q3 FY25 vs Q3 FY24 - 3% (Decrease)

For the Quarter

QoQ Change %	YoY Change %
- 1%	-1%
12%	-3%
4%	-1%

Company Update



Jai Automotive Components Limited, our Wholly Owned Subsidiary, have closed its manufacturing units at Pant Nagar, Uttarakhand and Dera Bassi, Punjab. These closures do not have any material impact on the consolidated financial results.


The decision aligns with group's strategic focus on core products, particularly the manufacturing of springs, Suspension, U-bolts, and other upcoming products which are in pipeline. This restructuring will enable us to enhance efficiency and better allocate resources toward our upcoming facilities





Company Overview

JAI at a Glance





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

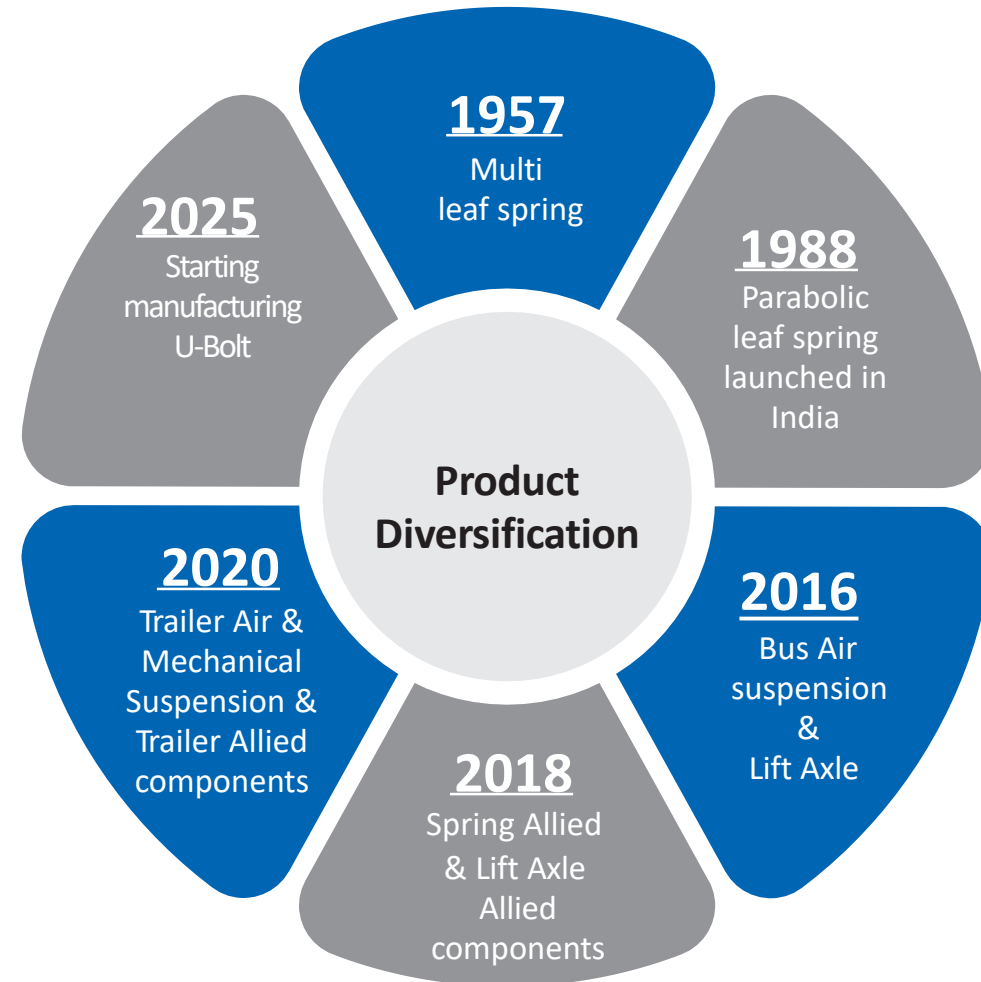
 **World class Manufacturing Infrastructure**
8 Manufacturing units including 1 In-house R&D center



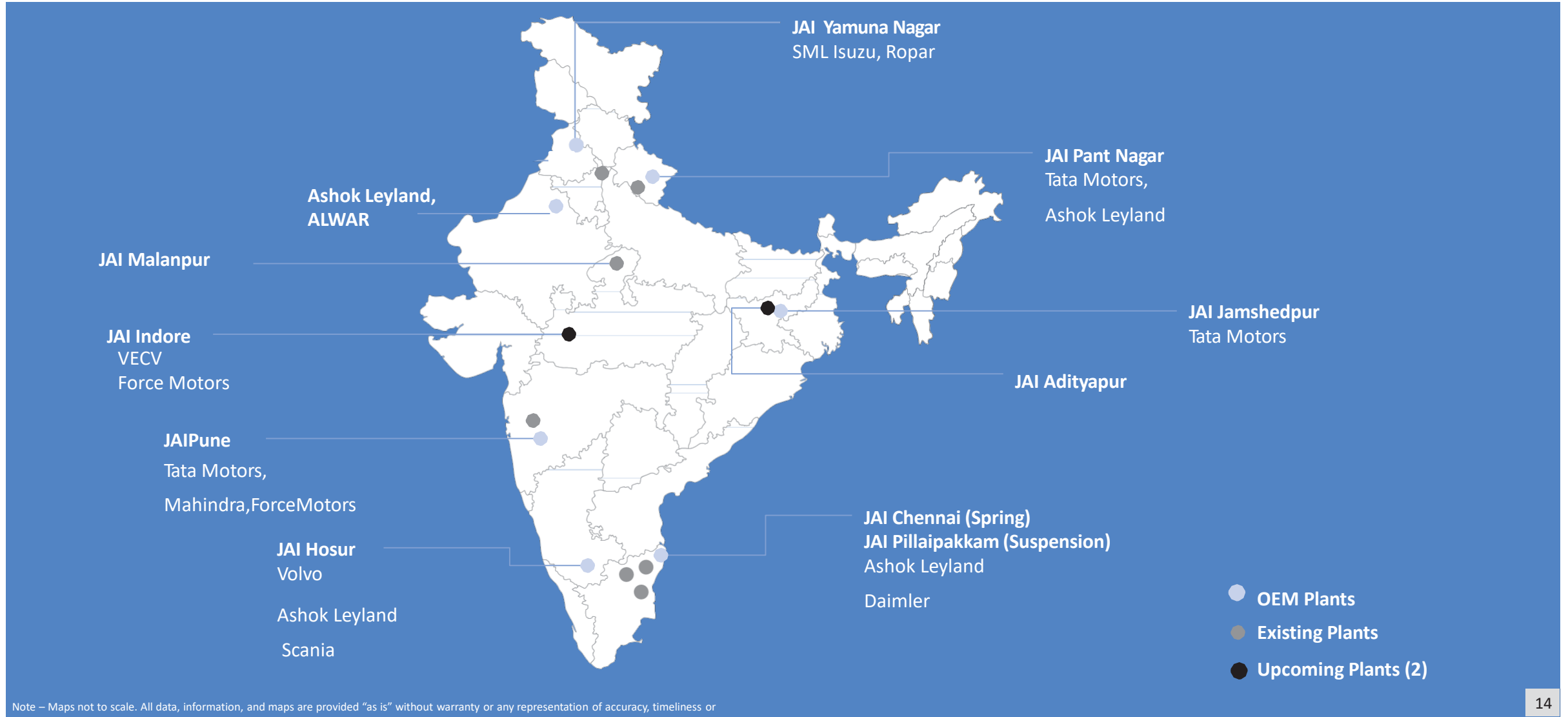
- More than 16,000 touch points
- JAI Shoppe in Sanjay Gandhi Transport Nagar, Delhi which is one of the largest trucking center in India.

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

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



Jai's Plants : Strategically Located Across OEM Plants



Strength and Key Focus Areas

Strength

- Manufacturing footprint with logistics benefit.
- Low BEP with Low Leveraged.
- Spare capacity to capture unprecedented demand from all Markets.
- Wide After Market Network
300+ Distributors,
11500+Retailers,
15000+ Mechanics.



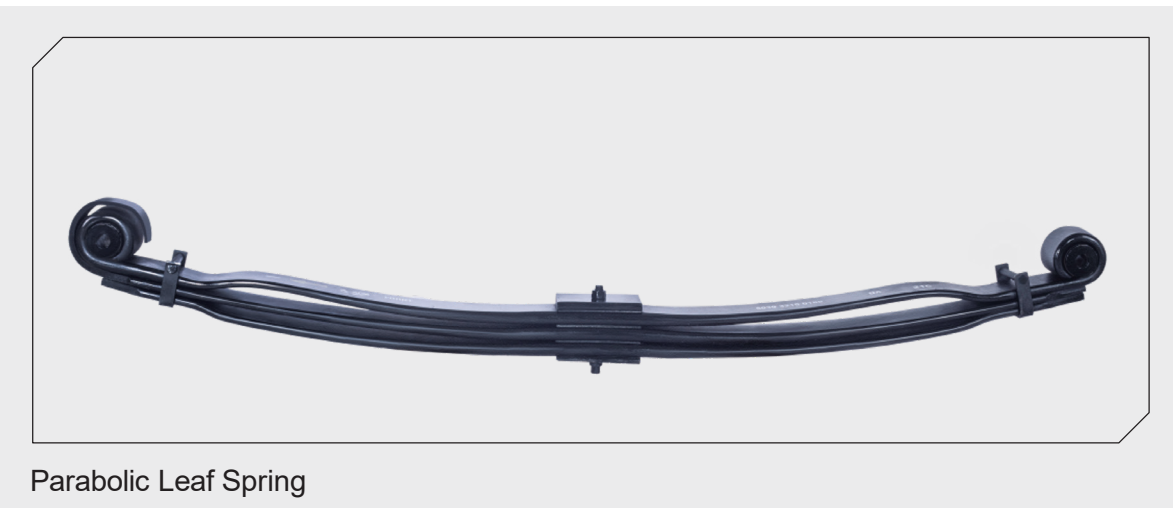
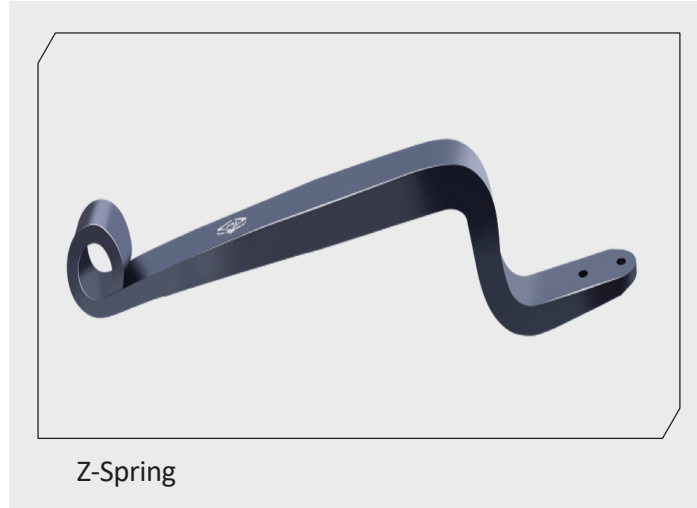
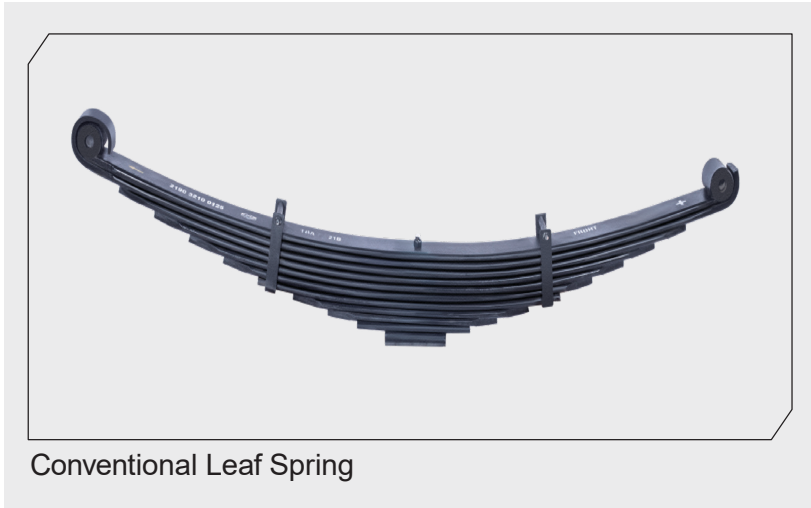
Key Focus Areas

- New Markets (AMI, AME).
- New Products (Trailer, CPV in CV).

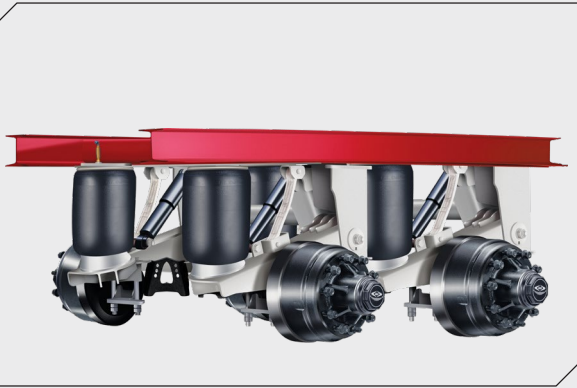
JAI's OEM Customers



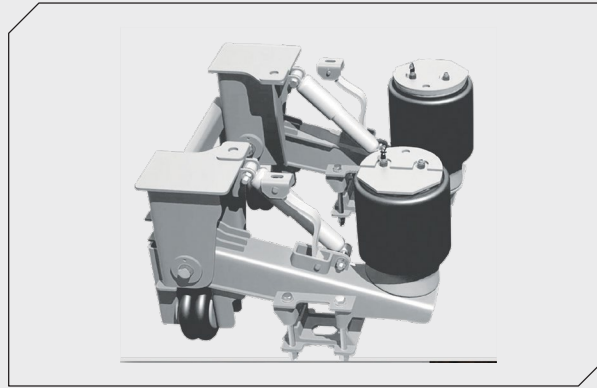
JAI's Product Portfolio



JAI's Product Portfolio



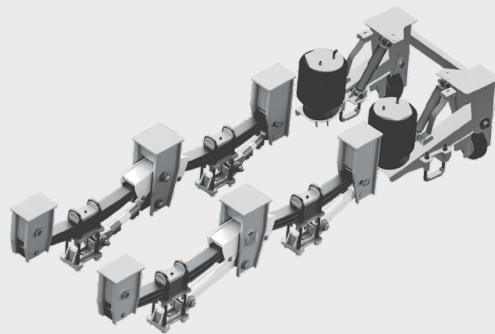
Bus Air Suspension



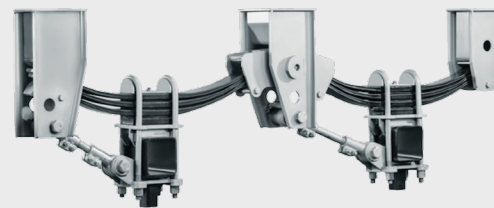
Trailer Air Suspension



Lift Axle

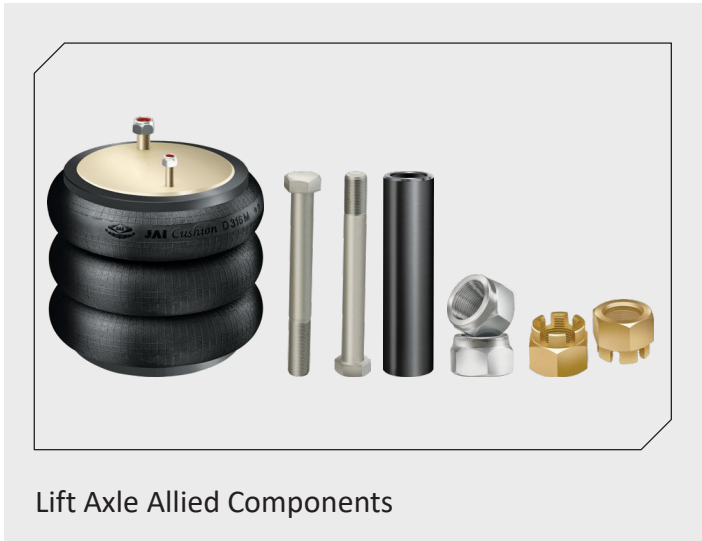


Trailer Mechanical and Air Suspension with Lift Axle

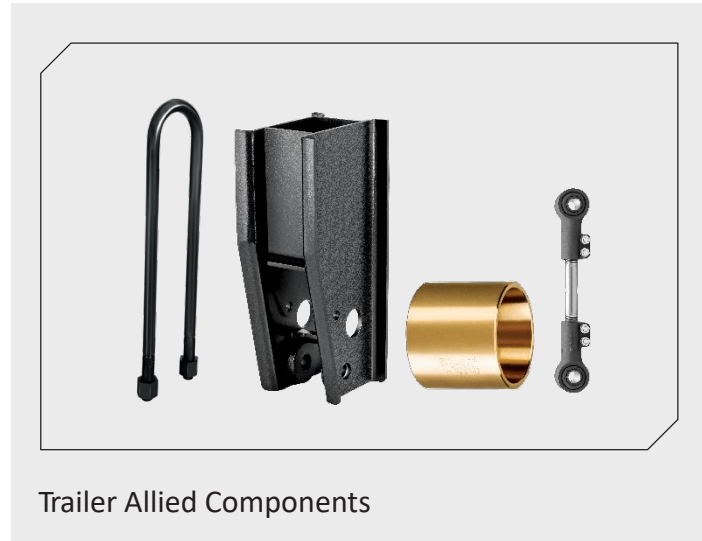


Trailer Mechanical Suspension

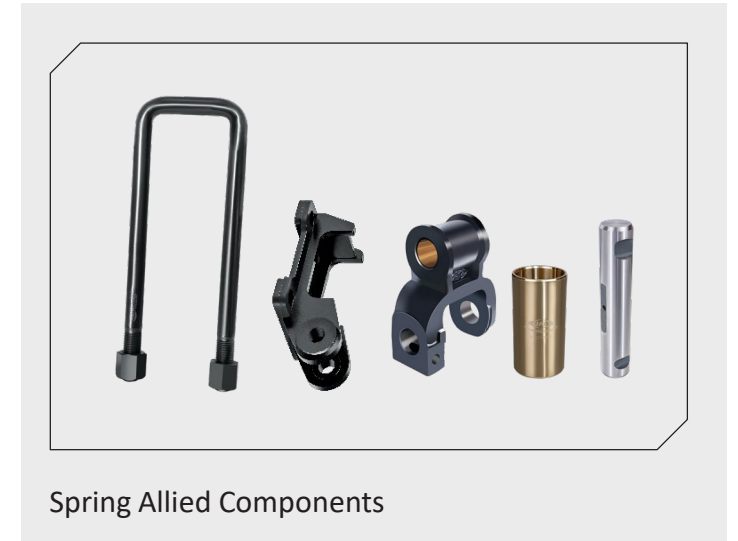
After Market India JAI's Product Portfolio



Lift Axle Allied Components



Trailer Allied Components

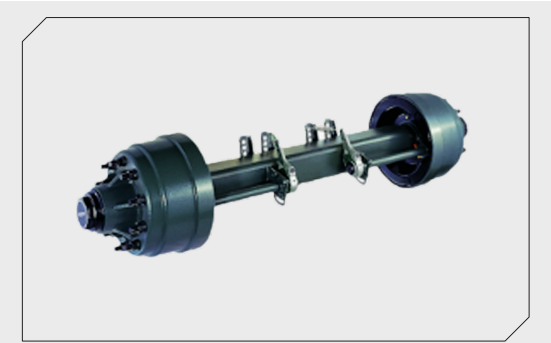


Spring Allied Components

After Market India JAI's Product Portfolio



Brake lining



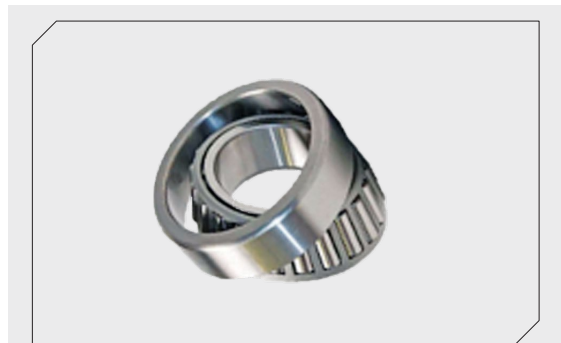
Trailer Axle



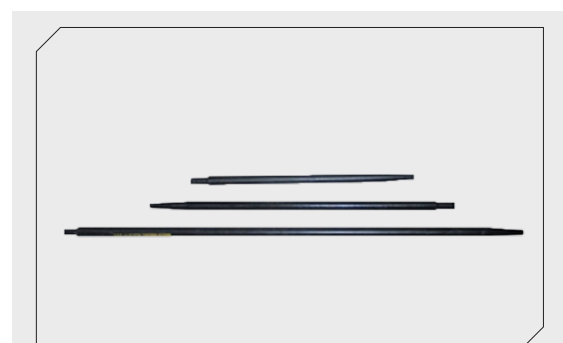
Water Pump



Clutch



Bearing

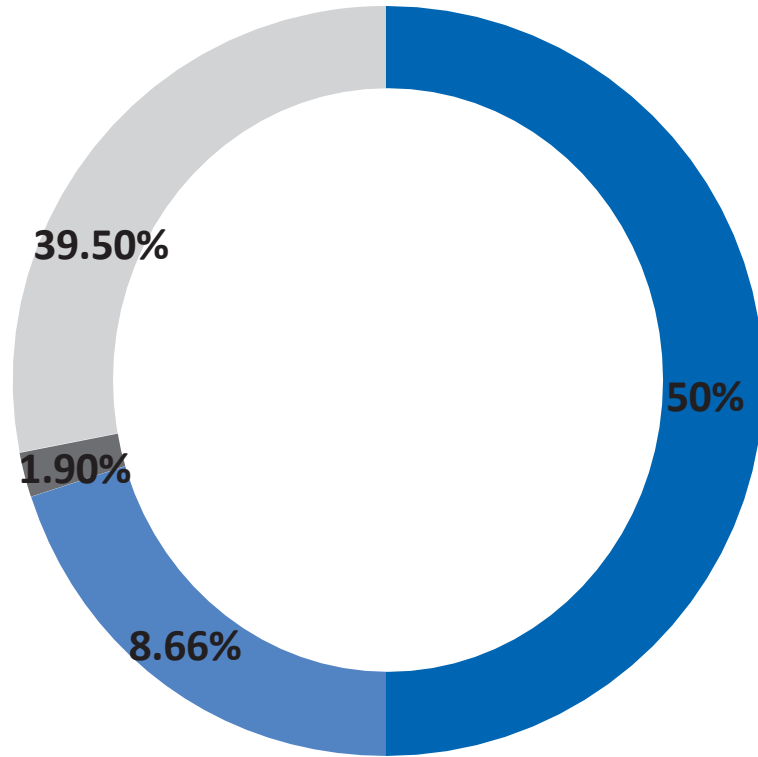


Jack Rod

Most of the products above are only traded

Jamna Auto Industries Limited ('JAI')

Shareholding Pattern as on 31st Dec 2024



- Promoters
- Institutional investors

Categories	% Holding as on 31.12.2024	% Holding as on 31.3.2024
Promoters	50%	50%
Institutional Investors	8.66 %	14.81%
Bodies Corporate	1.9%	1.75%
Individual & Others	39.5%	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.



Planted saplings in green belt, Pant Nagar



Awarding scholarship to girl students in Akaal University, Bhatinda



Awarded winners in sponsored Half Marathon event in Gurgaon



Provided blankets and ration kits to homeless widows in Vrindavan



Contributing to the Society



Environment

- Planted 1310 saplings in YNR, JSR & Pant Nagar.
- Maintained 5500 meter green belt in Malanpur, YNR & Pant Nagar.
- Produced 15000 kg shivansh manure, 25000 kg vermin-compost in Delhi, YNR & Jamshedpur.
- Conducted a cleanliness drive in Yamuna Nagar by involving Govt. school students, community people & volunteers.
- Distributed 500 jute bags to factory workers and villagers in Yamuna Nagar & Pant Nagar.



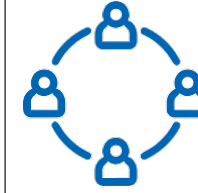
Education

- Awarded annual scholarship to 470 meritorious and needy students to support their studies.
- Awarded 188 meritorious students in Govt. Schools by gifting laptop, smart phones & bicycles in YNR, JSR & Pillaipakkam.
- Provided study material & furniture to 18 Govt. schools in Yamuna Nagar & Chennai.
- Distributed quarterly dental kits (2200) to students in Govt. primary schools in YNR, JSR, PKM & Pant Nagar.
- Total 206 female completed stitching & tailoring course in YNR & Delhi.
- Total 81 youths & inmates completed basic and advance course in Delhi, JSR & Gurgaon



Sports

- Awarded annual sponsorship to 54 star sportspersons in Guru Nanak Khalsa College, YNR
- Awarded annual sponsorship to 05 athlete's in Abhinav Bindra Foundation for one year training programme
- Powered sponsored Karma Lakelands Half Marathon-2024 in Gurgaon.
- Sponsored monthly diet to 11 sportspersons in YNR .
- Provided sports equipment to 20 Govt. schools in YNR, JSR & Pant Nagar.
- Sponsored to Kabaddi team in state level tournament in Tamilnadu.
- Constructed toilets for boys and girls trainees in NCC Training Centre, 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 06 multispecialty health camps for community, 750 patients were screened and treated in YNR, JSR, Hosur.
- Operated cataract for 39 patients in Yamuna Nagar.
- Distributed 3200 blankets to homeless people, rain basera, slums & streets in Vrindavan, GGN, Pant Nagar & JSR.
- Provided equipment to 65 needy PwD's in Yamuna Nagar on the occasion of World Disability Day.
- 500 ration kits distributed to homeless widows in Vrindavan, UP.
- 60 nutrition kits distributed to needy anemic pregnant women in Chennai.
- Monthly nutrition kits distributed to needy 50 TB patients in JSR.
- Provided 04 water heaters for Child Care Home, financial support to 04 BPL families for their daughters marriage.
- Distributed monthly pension to 124 sr. citizens, widow and PwD's in YNR.
- Installed 85 street lights in adopted villages and Govt. schools in Yamuna Nagar.





Thank You
