



Jamna Auto Industries Ltd.

February 15, 2016

National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra East,
Mumbai – 400 051

Company's Listing Code: JAMNAAUTO

Subject: Presentation made to Investor- Analyst

Dear Sir/Madam,

Pursuant to Clause 30 (2) read with Schedule III Part A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 please find attached herewith Presentation made to Investor – Analyst on February 15, 2016.

This is for your information and record.

Thanking you

Yours faithfully,

For Jamna Auto Industries Limited

A handwritten signature in blue ink, appearing to read 'Praveen', is written over a horizontal line.

Praveen Lakhera
Company Secretary & Head-Legal

Jamna Auto Industries Ltd

Company Profile

Jamna Auto Industries Ltd

Sales

Jamna Auto – INR 1,250 Cr

Market Capitalization

INR 1,100 Cr Approx.
(Share Price INR 140/-)

Production Spring Capacity

2013 – 150,000 MT
2014 – 180,000 MT

3rd in the World

Alliance

Ridewell (USA) – Air Suspension & Lift Axle

Manufacturing Plants

7 Plants in 6 States

Listed in Stock Exchange

BSE – 520051
NSE – JAMNAAUTO

Global Spring Manufacturers

Indian Market Scenario

SOB

Jamna Auto
66%

Others
34%

Global Leaf Market Scale

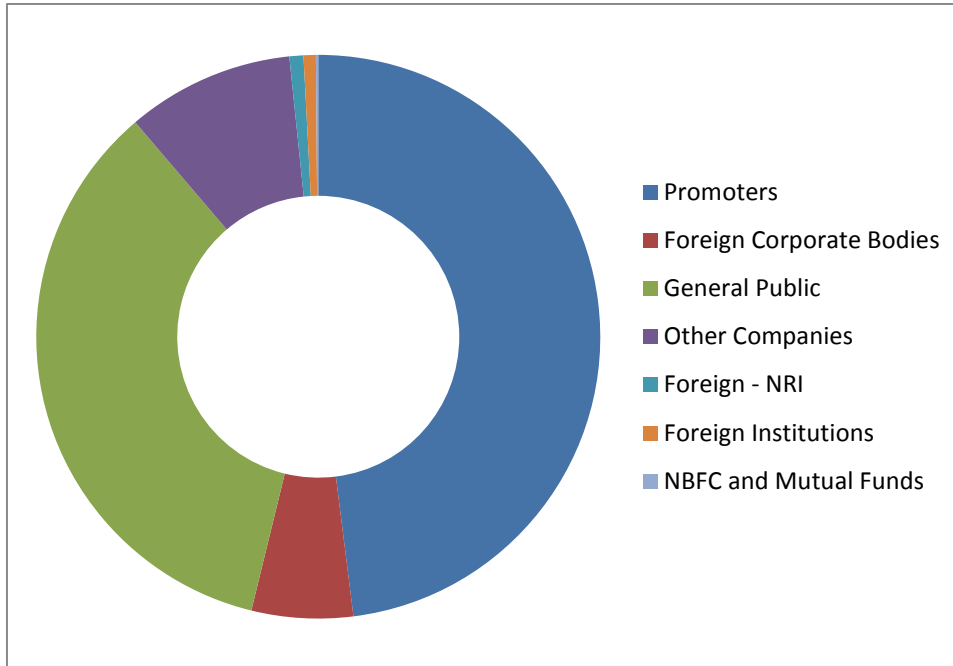
1980's

Leaf Spring Manufacturer	Base Country	Capacity
<u>NHK Spring Co. Ltd.</u>	Japan	2,00,000
Delphi	USA	1,00,000
Eaton/Oxford	Canada	1,00,000
Krupp	Germany	40,000
<u>Hendrickson</u>	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	2,50,000
Hendrickson	Canada & Mexico	1,90,000
Jamna Auto Industries Ltd.	India	1,80,000
NHK Spring Co. Ltd.	Japan & Thailand	1,50,000
Ventanna	Europe	1,10,000
Dong Feng	China	1,05,000
FAW	China	1,00,000
MBHA	Spain	36,000
Olgin	Turkey	28,000
LPDN	Europe	24,000

Jamna Auto Industries Ltd - Shareholding



Category	No. of Shares	Percentage
Promoters	3,81,54,630	48.01
Foreign Corporate Bodies	46,17,018	5.81
General Public	2,77,72,602	34.94
Other Companies	76,30,723	9.60
Foreign - NRI	6,36,529	0.80
NBFC and Mutual Funds	5,60,160	0.70
Financial Institutions	1,06,300	0.13
Total	7,94,77,962	100.00

JAI's Strength

OEM Market Share 66%, OEM Share in Parabolic: 95%

Manufacturing more than 350 Parts

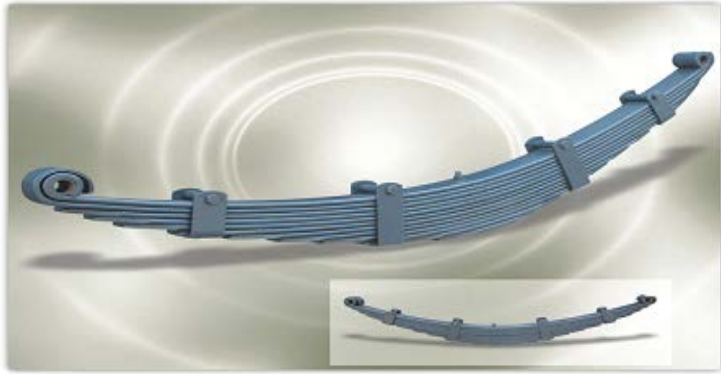
Industry Leader (in India) nearest competitor 15 % Market Share

Strategically located all over India

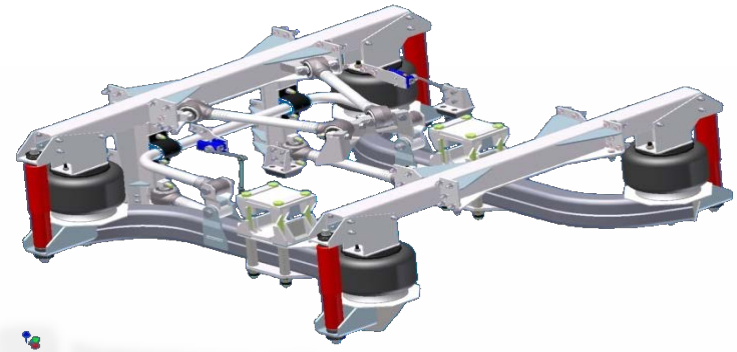
FY 16 estimated Sales INR 1,250 Cr & Installed Capacity 180,000 MT p.a.

Products

Current Products



Conventional Leaf spring



Air Suspension



Parabolic Leaf Spring



Lift Axle

Presence

Locations

Products

Markets

Main Plants

- ❖ Yamuna Nagar
- ❖ Malanpur
- ❖ Chennai
- ❖ Jamshedpur
- ❖ Pune (Plant & R&D Centre)

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

- ❖ OE India
- ❖ AM India
- ❖ OE – Exports
- ❖ AM – Exports

Assembly Plants

- ❖ Pant Nagar
- ❖ Hosur

7 Locations

4 Products

4 Markets

* OE India- Original Equipment Manufacturer

* AM India – After Market India

**Serving more than 20 OEM Customer Locations
in India**



Domestic Customers



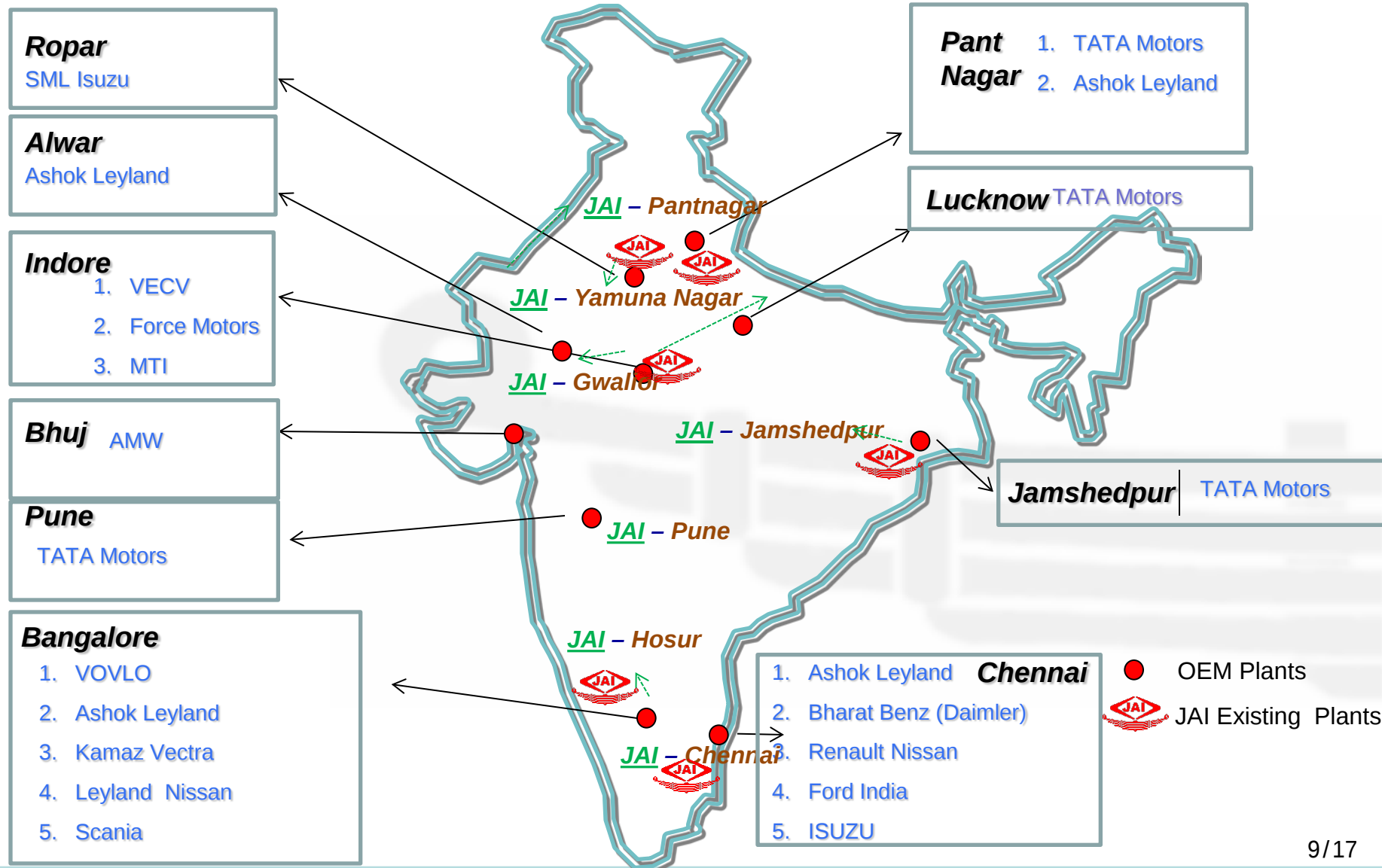
RENAULT NISSAN



International Customers

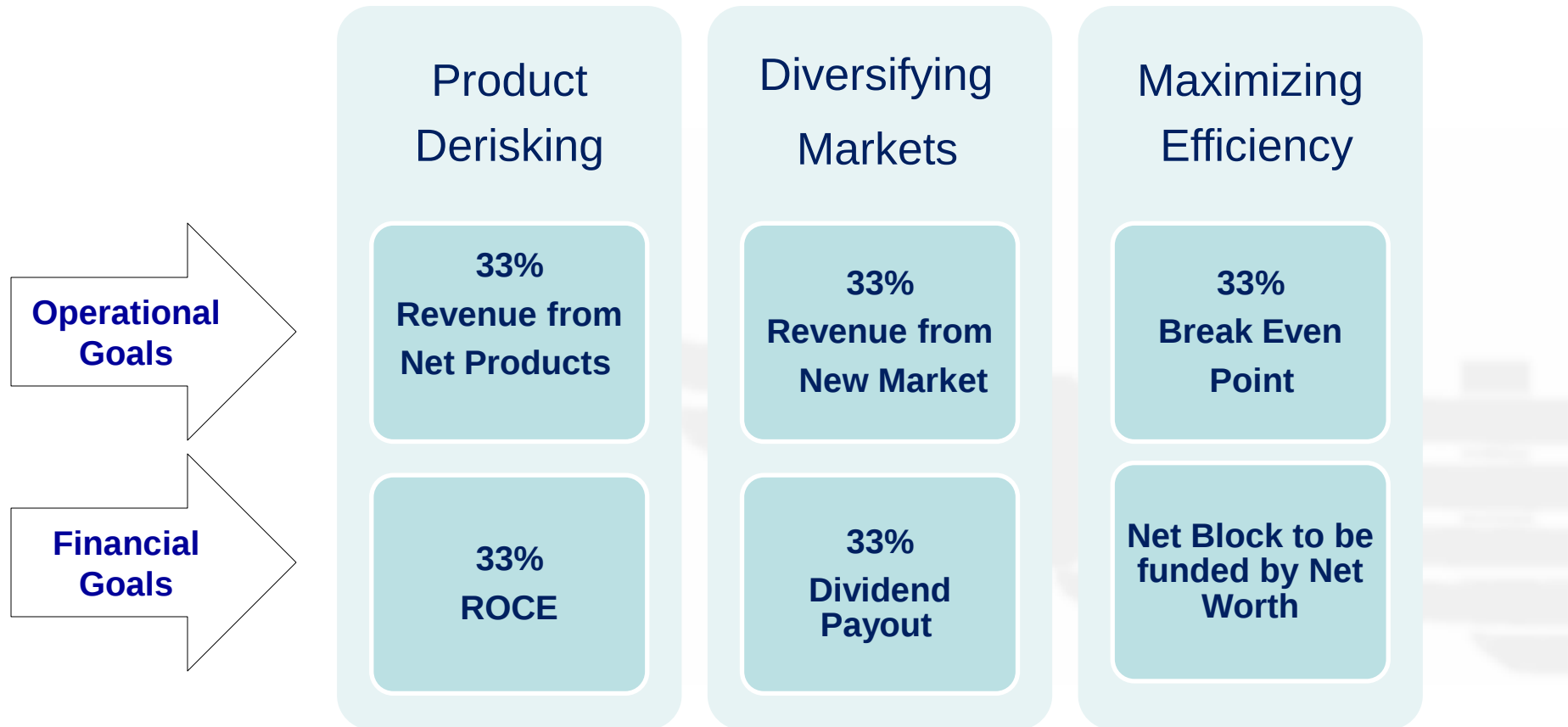


JAI & OEMs Presence in India



Project Lakshya

Jai's medium term strategy focused on value creation



Jamna Auto Industries Ltd

Q3 Update

2015-16



Jamna Auto Industries Ltd

9 Months Highlights

- **Upgradation of Credit Ratings by ICRA**

Long Term Rating from [ICRA]A- to [ICRA] **AA-**

Short Term Rating from [ICRA]A2+ to [ICRA] **A1+**

- **Healthy Liquidity**

	INR in Cr
Unutilized Working Capital Limits (PO Finance & Cash Credit)	36
BOE/Discountable Invoices in hand (Volvo, Nissan, SML, VE Commercial)	6
Balance in Current Accounts	5
Total	47

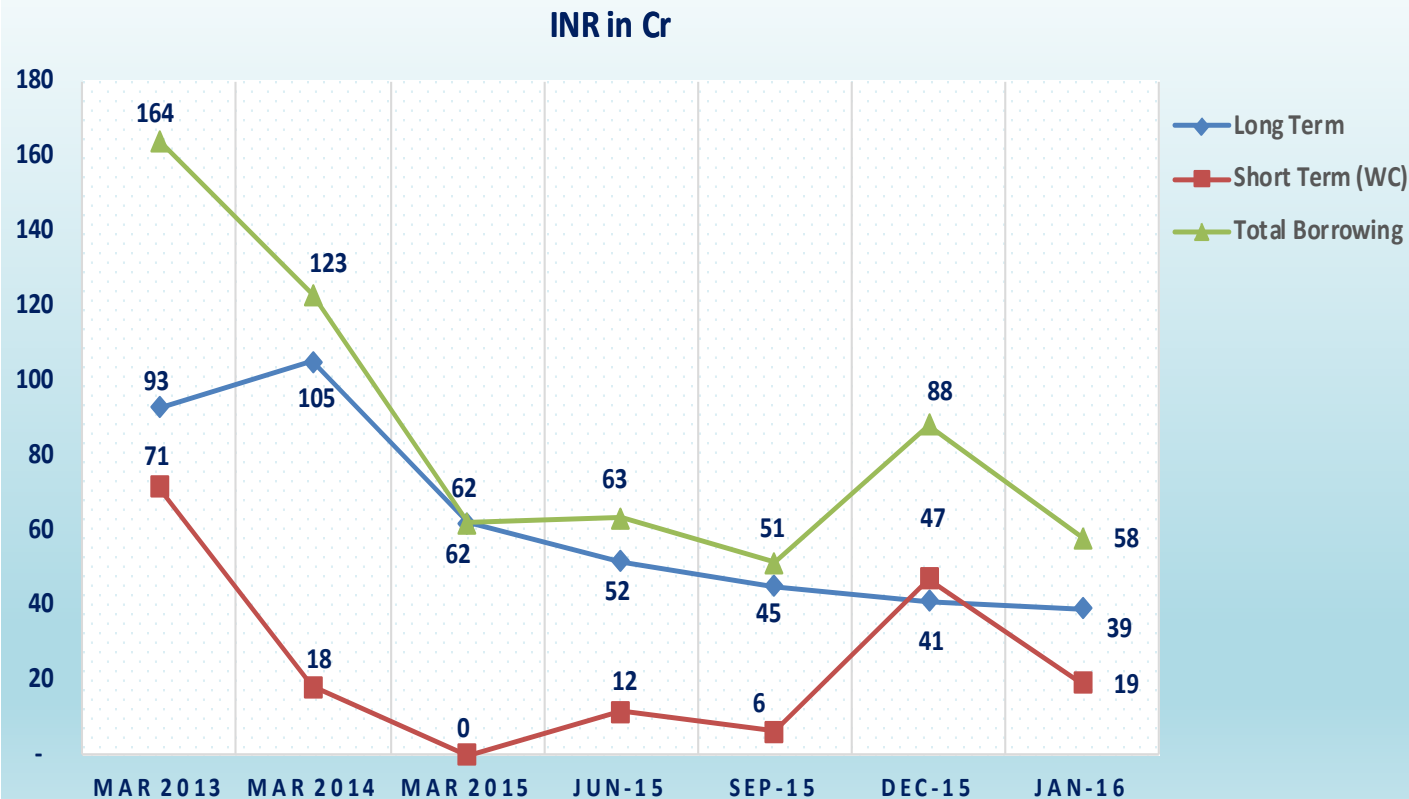


Since Jamna is into CV Industry which is cyclical in nature, these funds will be used for better cash flow management during down trend

Note: Above liquidity is after Steel Buying of INR 31 Cr done on Cash Discount basis in Q3.

Jamna Auto Industries Ltd

Borrowing Trend



- ❑ Current year Capex of INR 75 Cr will be met out of internal cash generations
- ❑ Capex incurred till date INR 52 Cr

Note: a) Long Term Debt as on 31.12.2015 includes one year Term Loan liability of INR 35 Cr
b) Figures shown above are excluding Buyer's credit for RM imports.

Jamna Auto Industries Ltd

Commercial Vehicle Trends & Market Share

	9m 2014-15	9m 2015-16	9m Growth	Growth in 2014-15
M & HCV Production (Nos.)	1,86,221	2,38,115	28%	21%
LCVs (Nos.)	3,17,310	3,46,873	9%	-10%
Vehicle Production (Nos.)	5,03,531	5,84,988	16%	-0.3%
Spring Demand (MTs)	1,13,989	1,26,255	11%	20%
JAI 's Business (MTs) – OEM	71,813	83,328	16%	33%
Market Share (%)	63	66	3%	6%

JAI's presence

Vehicle Production information source : SIAM

Jamna Auto Industries Ltd

Sales Comparison (In MTs)

Springs (Figures in MT)

Segment	2014-15 Q3		%	2015-16 Q3		%	2014-15 9m		%	2015-16 9m		%
OEM	24,593		81.5%	24,928		79.6%	71,813		82.3%	83,328		82.9%
Replacement	5,569		18.5%	6,379		20.4%	15,429		17.7%	17,181		17.1%
Total	30,162		100%	31,307		100%	87,242		100%	1,00,509		100%

Growth

4%

15%

Net Sales (INR in Cr) (Standalone)

2014-15 9m	2015-16 9m	2014-15 FY
677	771	979

Growth

14%

Net Sales (INR in Cr) (Consolidated)

2014-15 9m	2015-16 9m	2014-15 FY
753	889	1,095

Growth

18%

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Financial Results (Standalone)

Standalone Q3

	INR in Cr			
	2014-15 Q3	2015-16 Q-2	2015-16 Q3	Growth* in %
Net Sales	234.2	275.4	241.3	3%
Export Sales	2.2	1.5	2.8	29%
EBITDA	20.2	34.0	34.0	68%
Operating Margin	13.4	22.5	21.7	62%
PBT	9.2	18.9	18.3	99%
PAT	5.7	15.3	15.0	163%
Cash Accruals	12.5	26.8	27.4	118%
EBITDA Margin (%)	8.6%	12.4%	14.1%	64%
Operating Margin (%)	5.7%	8.2%	9.0%	57%
PBT (%)	3.9%	6.9%	7.6%	93%
PAT (%)	2.4%	5.5%	6.2%	156%
Cash Accruals	5.3%	9.7%	11.3%	112%

* Growth over Q3 of 2014-15

9 Months

	INR in Cr			
	2014-15 FY	2014-15 9m	2015-16 9m	Growth* in %
Net Sales	979.2	677.3	770.9	14%
Export Sales	10.8	8.5	7.0	-18%
EBITDA	86.0	50.0	95.7	91%
Operating Margin	56.7	30.9	64.0	107%
PBT	39.8	18.2	54.2	198%
PAT	29.4	14.3	44.2	209%
Cash Accruals	58.7	33.4	75.9	127%
EBITDA Margin (%)	8.8%	7.4%	12.4%	68%
Operating Margin (%)	5.8%	4.6%	8.3%	82%
PBT (%)	4.1%	2.7%	7.0%	162%
PAT (%)	3.0%	2.1%	5.7%	172%
Cash Accruals (%)	6.0%	4.9%	9.8%	100%

* Growth over 9m of 2014-15



Jamna Auto Industries Ltd

Financial Results (Consolidated)

Consolidated Q3

	INR in Cr			
	2014-15 Q3	2015-16 Q2	2015-16 Q3	Growth* in %
Net Sales	262.1	317.7	281.6	7%
Export Sales	2.2	1.5	2.8	29%
EBITDA	22.3	37.7	38.5	73%
Operating Margin	15.2	25.9	25.8	71%
PBT	10.7	22.2	22.1	107%
PAT	5.4	15.3	15.5	185%
Cash Accruals	12.6	27.1	28.2	123%
EBITDA Margin (%)	8.5%	11.9%	13.7%	61%
Operating Margin (%)	5.8%	8.2%	9.2%	59%
PBT (%)	4.1%	7.0%	7.8%	93%
PAT (%)	2.1%	4.8%	5.5%	165%
Cash Accruals	4.8%	8.5%	10.0%	108%

* Growth over Q3 of 2014-15

9 Months

	INR in Cr			
	2014-15 FY	2014-15 9m	2015-16 9m	Growth* in %
Net Sales	1,095.0	753.0	889.4	18%
Export Sales	10.8	8.5	7.0	-18%
EBITDA	96.5	56.7	106.4	88%
Operating Margin	65.4	36.1	73.7	104%
PBT	47.4	22.5	63.0	180%
PAT	29.4	14.1	43.6	210%
Cash Accruals	60.5	34.6	76.4	121%
EBITDA Margin (%)	8.8%	7.5%	12.0%	59%
Operating Margin (%)	6.0%	4.8%	8.3%	73%
PBT (%)	4.3%	3.0%	7.1%	137%
PAT (%)	2.7%	1.9%	4.9%	162%
Cash Accruals (%)	5.5%	4.6%	8.6%	87%

* Growth over 9m of 2014-15





Thank You