

JTEKT India Ltd

Investor Presentation – Sep 2022



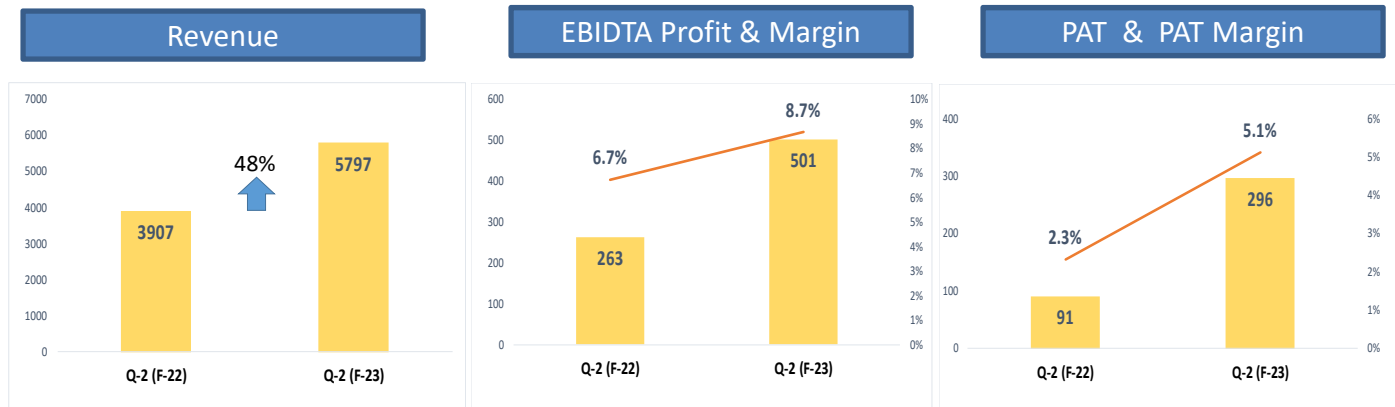
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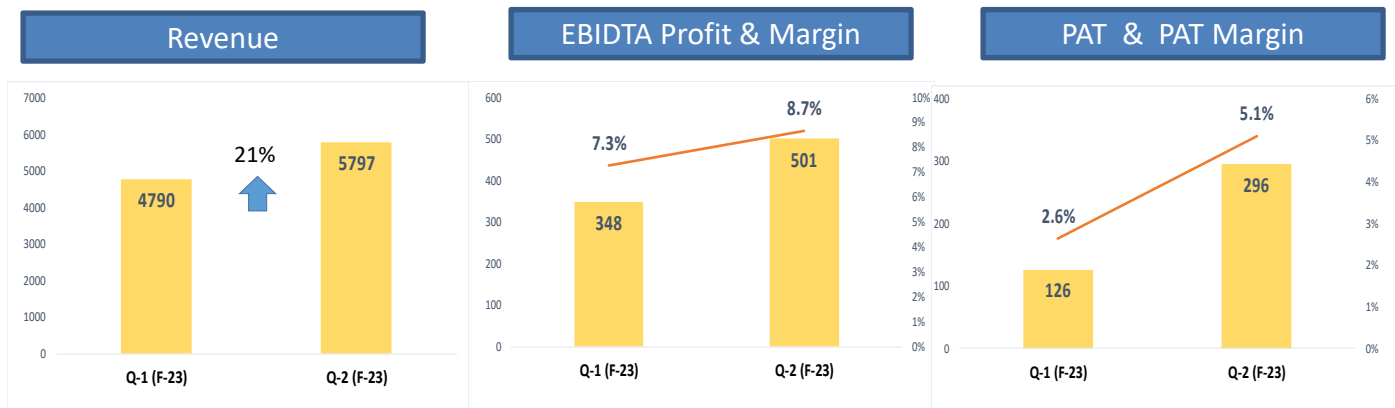
Performance Review-Standalone

Q2 FY 2022-23 Standalone (YoY)



- ❑ Total Revenue is up by 48% at Rs. 5797Mn in Q2 FY23 compared to Rs. 3907Mn in Q2 FY22.
- ❑ EBIDTA margin increased from 6.7% to 8.7%.

Q1 FY 2022-23 Standalone(QOQ)



☐ Total Revenue was up by 21% at Rs. 5797Mn in Q2 FY23 compared to Rs. 4790Mn in Q1 FY23

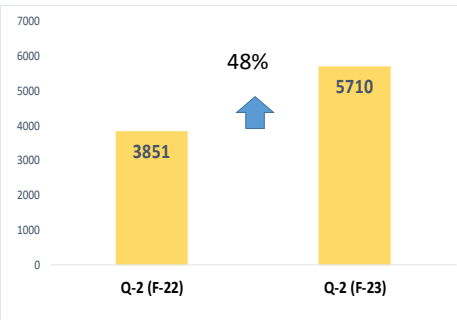
☐ EBIDTA margin up from 7.3% to 8.7%.

Performance Review-
Consolidated

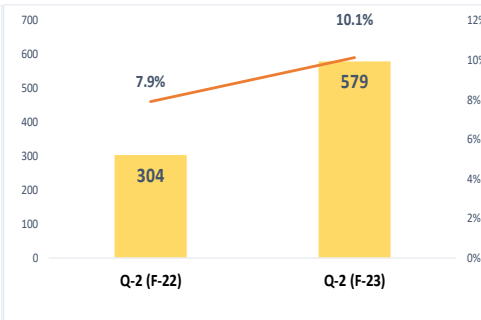
Consolidated Q2 FY 2022-23



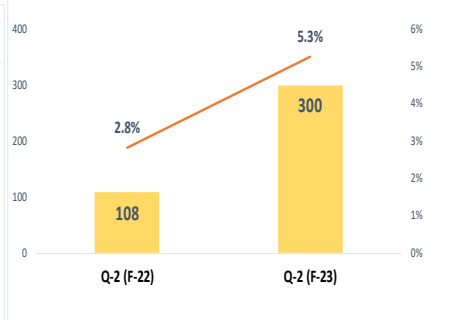
Revenue



EBIDTA Profit & Margin



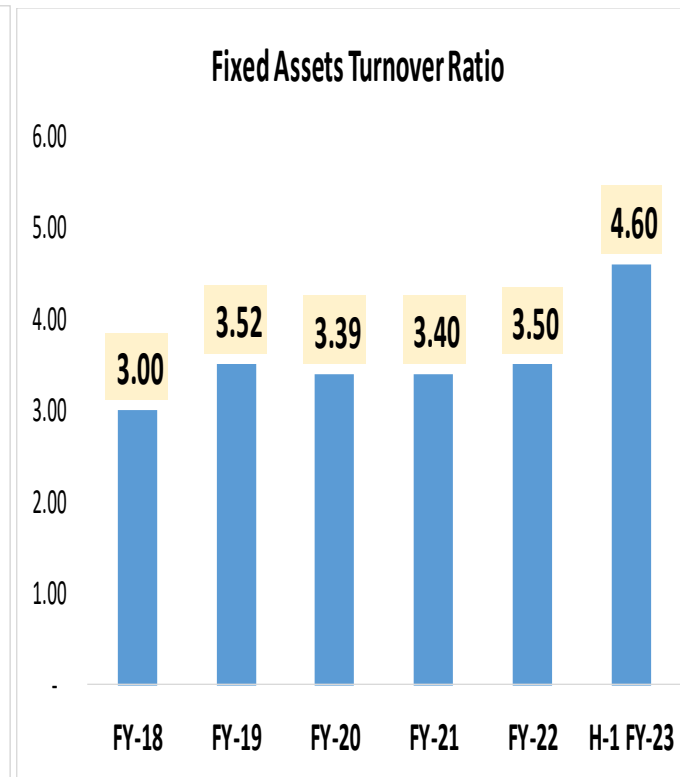
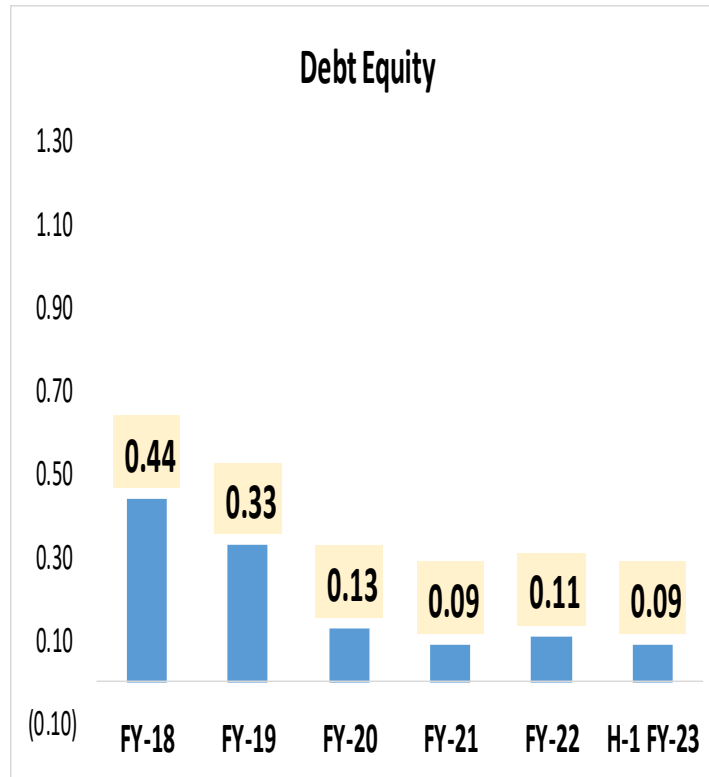
PAT & PAT Margin



Total Revenue is up by 48% at 5710Mn in Q2 FY23 compared to Rs. 3851Mn in Q2FY22.

EBIDTA margin increased from 7.9% to 10.1%.

Key Ratios : Financials



Operational Highlights

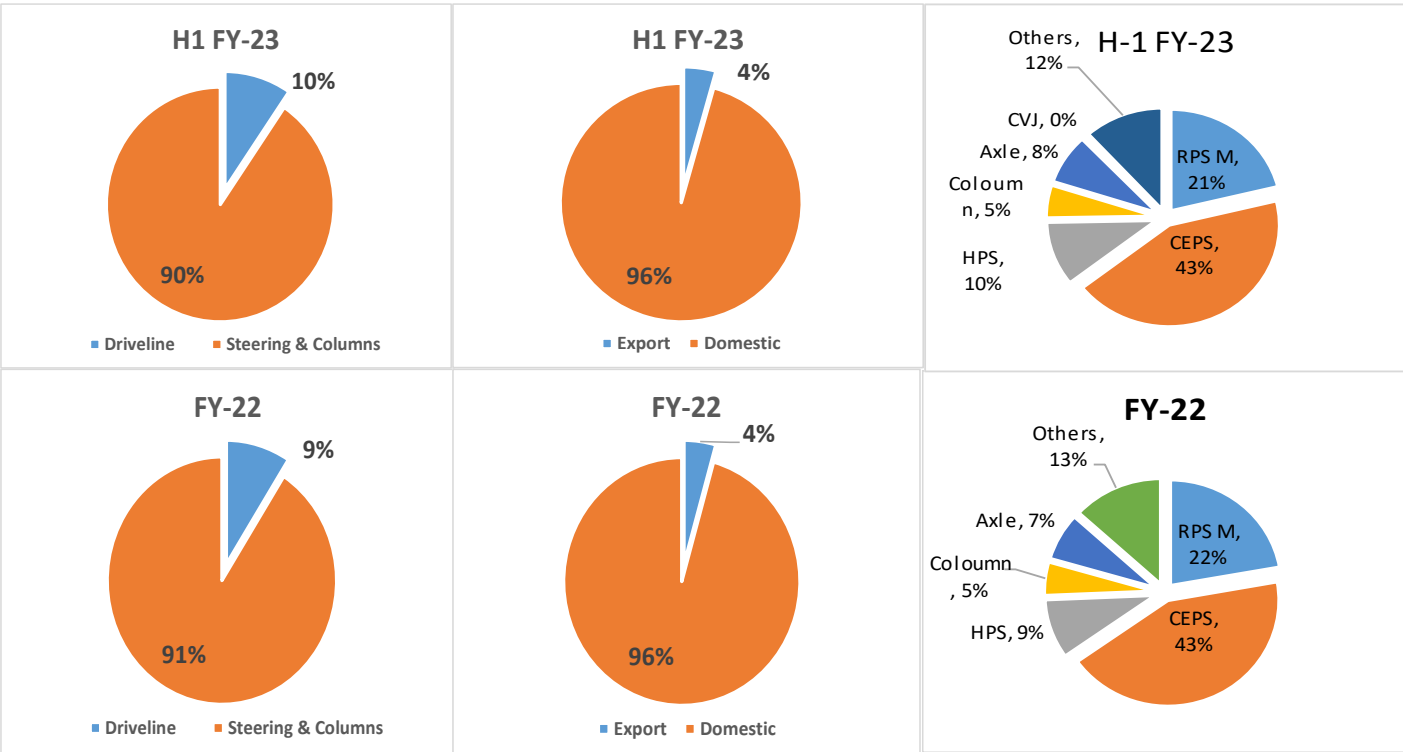
Product Wise & Geographic Sales Mix



Product Wise Sales Mix*

Geographic Sales Mix

Product Revenue Breakup



Financial Statements

P&L –Standalone



Particulars	Rs/Million				
	Qtr-2 F22	Qtr-2 F23	YOY %	Qtr-1 F23	QOQ %
Sales Revenue	3907	5797	48%	4790	21%
Material Cost	2819	4302	53%	3501	23%
Manufacturing Cost	212	289	36%	264	9%
Selling Cost	59	86	47%	79	10%
Employee Cost	475	525	10%	510	3%
Administrative Cost	79	93	17%	89	4%
EBITDA	263	501	91%	348	44%
Depreciation	171	164	-4%	158	4%
Operating Profit	92	337	266%	191	77%
Financial Cost	9	12	41%	12	2%
Other Income	39	66	69%	26	155%
PBT from Operations	122	391	220%	204	91%
Profit After Tax	91	296	225%	126	134%
PAT after recognising IND AS Impact	91	296	225%	126	134%
Key Ratios as a % of Total Revenue	Qtr-2 F22	Qtr-2 F23	Qtr-1 F23		
EBIDTA	6.7%	8.7%	7.3%		
Operating Profit	2.4%	5.8%	4.0%		
PAT	2.3%	5.1%	2.6%		
Total Expenditure	93.3%	91.3%	92.7%		
Raw Material	72.1%	74.2%	73.1%		
Staff Cost	12.2%	9.1%	10.6%		
Other Expenditure	9.0%	8.1%	9.0%		

P&L –Consolidated



Particulars	Rs/Million				
	Qtr-2 F22	Qtr-2 F23	YOY %	Qtr-1 F23	QOQ %
Sales Revenue	3851	5710	48%	4717	21%
Material Cost	2668	4076	53%	3319	23%
Manufacturing Cost	224	306	37%	279	10%
Selling Cost	59	87	46%	79	10%
Employee Cost	511	564	10%	547	3%
Administrative Cost	83	98	17%	95	3%
EBITDA	304	579	90%	399	45%
Depreciation	183	178	-3%	171	4%
Operating Profit	121	402	231%	227	77%
Financial Cost	9	12	40%	12	2%
Other Income	34	21	-38%	27	-22%
PBT from Operations	146	411	180%	242	69%
PBT from Operations before exceptional	146	411	180%	210	96%
Profit After Tax	108	300	177%	155	94%
PAT after recognising IND AS Impact	108	300	177%	155	94%
Key Ratios as a % of Total Revenue	Qtr-2 F22	Qtr-2 F23		Qtr-1 F23	
EBIDTA	7.9%	10.1%		8.5%	
Operating Profit	3.1%	7.0%		4.8%	
PAT	2.8%	5.3%		3.3%	
Total Expenditure	92.1%	89.9%		91.5%	
Raw Material	69.3%	71.4%		70.4%	
Staff Cost	13.3%	9.9%		11.6%	
Other Expenditure	9.5%	8.6%		9.6%	

About JTEKT India Limited (Company Background)



- ❑ Established in 1984, JTEKT India Limited (formerly known as Sona Koyo Steering Systems Limited) (JIN) is one of the major manufacturer of steering systems for the passenger car and utility vehicle market in India, catering to passenger cars, utility vehicles and light commercial vehicles. The Company gets its technology from JTEKT Corporation, Japan the largest producer of passenger vehicles' steering systems in the world.
- ❑ JIN's customer base includes major vehicle manufactures in India such as Maruti Suzuki, Toyota, Tata Motors, Mahindra & Mahindra, Isuzu Motors, Honda and Renault Nissan.
- ❑ The Company has operations across India through its 6 Plants (1 plants in Gurgaon, 3 plants in Dharuhera, 1 plant in Chennai, & 1 in Bawal).
- ❑ The product portfolio of the company includes High performance Rack and Pinion Manual Steering Gear, Hydraulic power steering System, Recirculating Ball Screw Assembly, Column type Electric Power Steering for passenger Vehicle , Tilt & telescopic steering column, intermediate shaft , Advanced column & telescopic Intermediate shaft for Commercial Vehicles, Rear Axle Assy and CVJ Driveline products.

About JTEKT Corporation Japan

About JTEKT Corporation

(Company Background)



- ❑ JTEKT Corporation was established in January 2006 through the merger of Koyo Seiko Co. Ltd., a world-class bearing manufacturer, and Toyoda Machine Works, Ltd., a machine tool manufacturer excelling in world-leading technologies. Combining the most advanced technologies and the manufacturing passion of the two companies, JTEKT is now a trusted systems supplier of automotive components, bearings and machine tools, providing customers with world-class products.
- ❑ JTEKT pioneered the successful development and mass production of electric power steering systems, and they still hold No.1 share in the global market today. They were also the first manufacturer in Japan to develop high-precision, durable bearings capable of reliable performance in severe environments such as steel rolling mills, where temperatures exceed 1,200°C, thereby contributing to the expansion of various industries.
- ❑ JTEKT has 150 subsidiaries in 30 countries across the Globe supported by a strong team of approximately 50000 employees and having an annual revenue of 1428.4 billion yen (approx. Rs. 800 billion)
- ❑ **Company Philosophy:** Seek to contribute to the happiness of people and the abundance of society through product manufacturing that wins the trust of society.

Shaping a Better Future through the spirit of “No. 1 & Only One”

The Journey Continues

JTEKT