

JBM Auto Limited

Plot No. 133, Sector 24,
Faridabad - 121 005 (Haryana)
T : +91 - 129-4090200
F : +91 - 129-2234230
W : www.jbm-group.com



JBMA/SEC/2021-22/31
23rd September, 2021

Listing Department

BSE Limited

Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400001
Script Code: 532605

National Stock Exchange of India Ltd.

Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex, Bandra (E),
Mumbai – 400051
Symbol: JBMA

Sub.: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“SEBI Listing Regulations”)

Dear Sir/ Madam,

In reference to our earlier communication vide letter no. JBMA/SEC/2021-22/29 dated 21st September, 2021 and pursuant to Regulation 30 of SEBI Listing Regulations, this is to inform you that the Company participated in investor meet (online/ virtual) with Dolat Capital Market Private Limited (DART India) held on today i.e. 23rd September, 2021.

Please find the presentation made at the said meeting.

This is for your information and record.

Thanking you,

Yours faithfully,

For **JBM Auto Limited**

Vivek Gupta
Chief Financial Officer
& Company Secretary

Encl.: As Above

Works:

Plant II : Plot No. 5, Sector 31, Kasna Indl. Area, Greater Noida, Gautam Budh Nagar-201 306 T:+91 120 4522500, F:+91 120 4522504
Plant III : 71-72, M.I.D.C. Satpur, Nashik - 422 007 T: +91 253 2207297 F: +91 253 2360559
Plant IV : Plot No. B-2, Survey No. 1, Tata Motors Vendor Park, Sanand, Ahmedabad - 382 170 (Gujarat) T:+91 2717 645180
Plant V : Plot No. 157-E, Sector 3, Pithampur Industrial Area, Distt. Dhar-454 775 (M.P.)
Plant VI : SP-1/891. RIICO Industrial Area, Pathredi, Distt. Alwar, Rajasthan -303107
Corp. Office : Plot No. 9, Institutional Area, Sector 44, Gurgaon- 122003 (Hr.) 7:+91-124-4674500, 4674550 F:4+91-124-4674599
Regd. Office : 601, Hemkunt Chambers, 89, Nehru Place, New Delhi - 110 019 T: +91 11 26427104, F: +91 11 26427100
CIN : L74899DL1996PLC083073



JBM Auto Limited

Corporate Presentation

Forging ahead
with determination

1

JBM Auto Limited

1. Key Milestones
2. Locational Overview
3. Corporate Information
4. Business Segments
5. Key Financials

2

Growth Drivers

1. OEM as complete Ecosystem provider

KEY MILESTONES



LOCATIONAL OVERVIEW

Established in 1996

- Promoters
- Mr. SK Arya
 - Mr. Nishant Arya

3 Business Segments

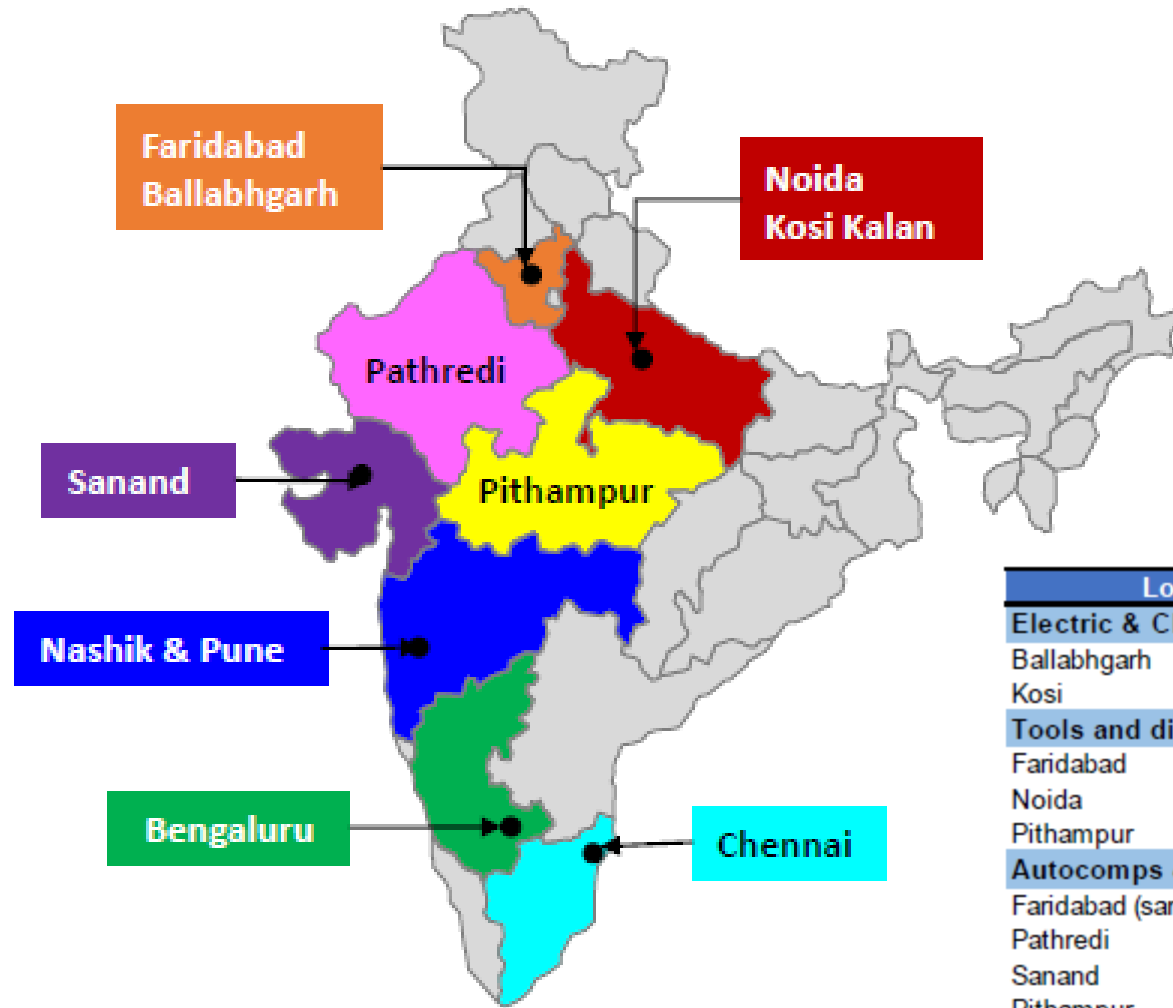
- Autocomp & Systems
- Tools and Dies
- CNG & Electric Buses

16 Plant Locations

- Gujarat
- Haryana
- Karnataka
- Madhya Pradesh
- Maharashtra
- Rajasthan
- Tamilnadu
- Uttar Pradesh

2 Technology Joint Ventures

- Yorozu Corporation (Japan)
- Ogihara (Thailand)



Location	No. of plants
Electric & CNG buses	
Ballabhgarh	1
Kosi	1
Tools and dies	
Faridabad	1
Noida	1
Pithampur	1
Autocomps & Systems	
Faridabad (same plant as above)	1
Pathredi	1
Sanand	2
Pithampur	2
Nashik	1
Pune	2
Bengaluru	1
Chennai	2
Total	16

Board of Directors



Mr. Surendra Kumar Arya,
Chairman



Mr. Nishant Arya,
Vice Chairman & Managing Director



Mr. Sandip Sanyal,
Director



Ms. Pravin Tripathi,
Independent Director



Mr. Praveen Kumar Tripathi,
Independent Director



Mr. Mahesh Kumar Aggarwal,
Independent Director



Mr. J.S Deepak,
Independent Director

Statutory Auditors

Sahni Natrajan and Bahl, Chartered Accountants

Bankers

Axis Bank Ltd.

Canara Bank Ltd.

Citibank N.A.

CTBC Bank Ltd.

DBS Bank India Ltd.

HDFC Bank Ltd.

ICICI Bank Ltd.

IDFC First Bank Ltd.

IndusInd Bank Ltd.

Kotak Mahindra Bank Ltd.

Standard Chartered Bank

RBL Bank Ltd.

Yes Bank Ltd.

NBFC's

Tata Capital Financial Services Ltd.

Bajaj Finance Ltd.

Axis Finance Ltd.

BUSINESS SEGMENTS

1. Autocomp & Systems
2. Tools & Dies
3. Electric & CNG Buses

KEY PRODUCTS

AUTOCOMP & SYSTEMS

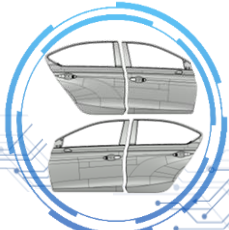


Our milestones are touchstones

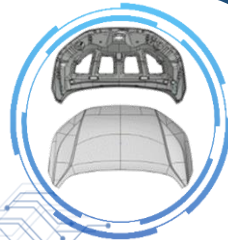
Skin Panels



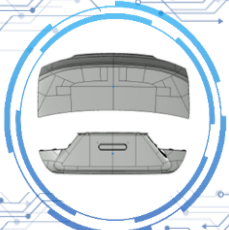
Skin Panel



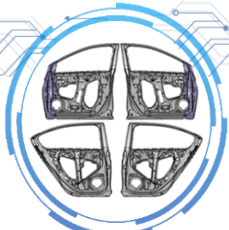
Door Skin



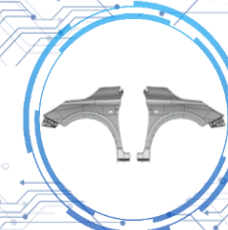
Hood



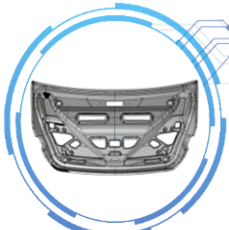
Trunk Lid Outer



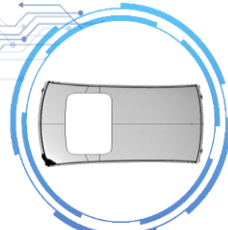
RR Inside



Fender



Trunk Lid Inner



Roof Panel

BIW and Chassis



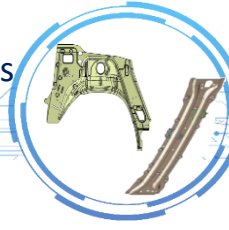
Transfer Dies Parts



Skin



High Tensile



BIW

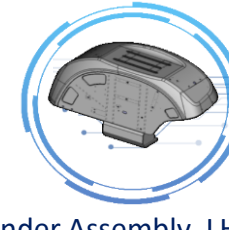


Axle

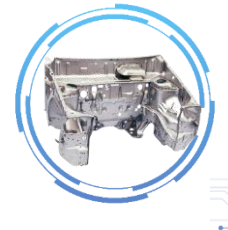
Welded Assemblies



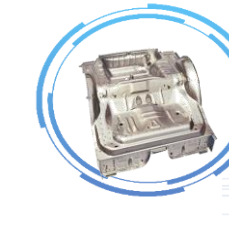
Panel Assembly Hood Top Front



Fender Assembly LH/RH



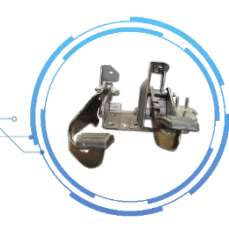
High Level Welded Assembly



High Level Welded Assembly



Fender Apron Assembly



Brake & Clutch Pedal Assembly

KEY CUSTOMERS

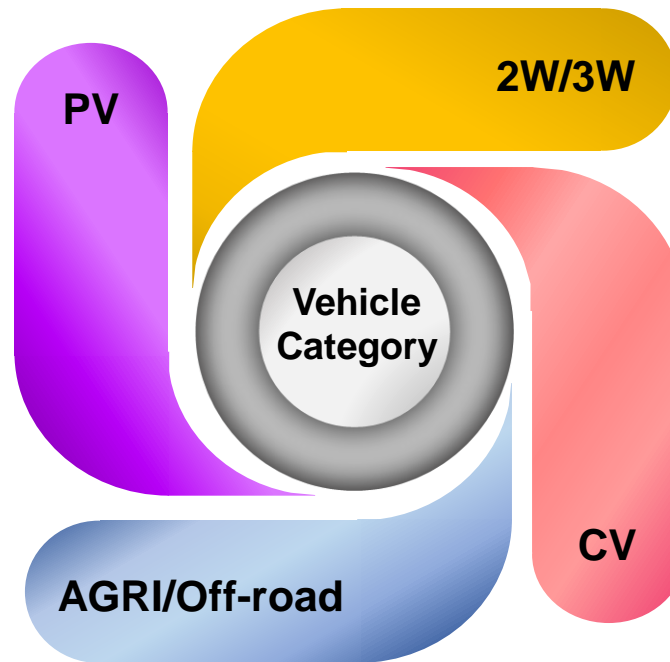
AUTOCOMP & SYSTEMS



Logos included in the purple box: TATA, HONDA, TOYOTA, FCA (FIAT CHRYSLER AUTOMOBILES), MG, PSA GROUPE, NISSAN, RENAULT, VINFAST, ŠKODA.



Logos included in the blue box: ESCORTS, CNH INDUSTRIAL, TAFE.




Logos included in the yellow box: HONDA, ROYAL ENFIELD, ATUL, PIAGGIO.



Logos included in the red box: VE COMMERCIAL VEHICLES (A VOLVO GROUP AND Eicher MOTORS JOINT VENTURE), SML ISUZU, ASHOK LEYLAND, DAIMLER, FORCE MOTORS.

BUSINESS SEGMENTS

1. Autocomp & Systems
2. Tools & Dies
3. Electric & CNG Buses

KEY PRODUCTS

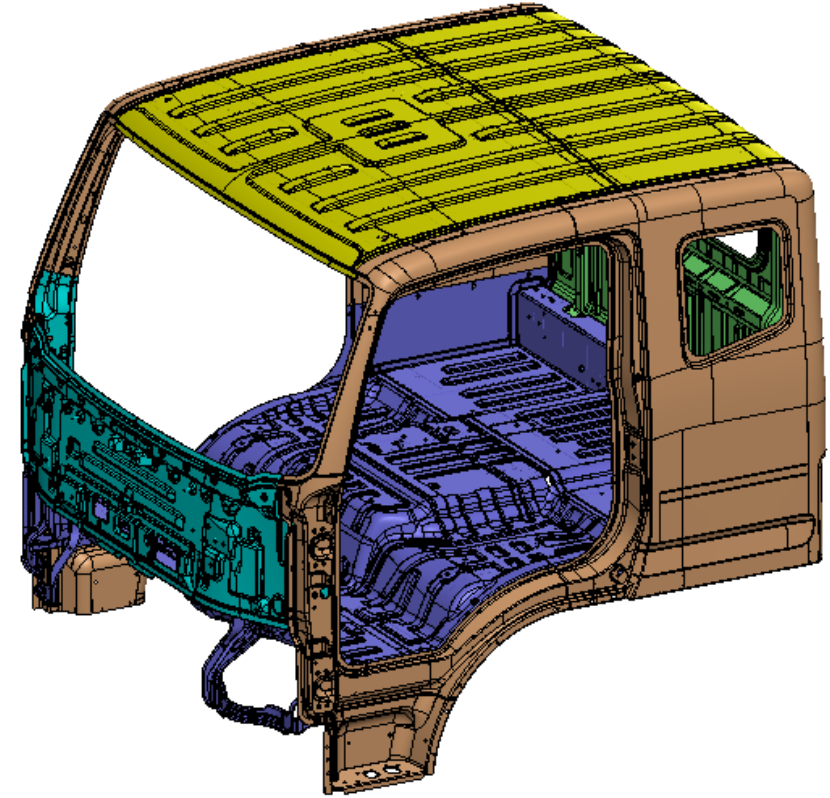
TOOLS & DIES



Battery Bracket Project successfully completed with good appreciation from Customer.



Design and execution of a complex transfer system which is one of a kind.



First Turnkey Project for setting up complete Body Shop

KEY CUSTOMERS

AUTOCOMP & SYSTEMS



Logos of major automotive brands: TATA, HONDA, TOYOTA, FCA (FIAT CHRYSLER AUTOMOBILES), MARUTI SUZUKI, MG, RENAULT, VINFAST, ŠKODA, PSA GROUPE, NISSAN, VW, and MERCEDES-BENZ.

← Passenger Vehicle

→ Two/Three Wheelers

→ Commercial Vehicle

← Agri/off Road



Logos of two/three-wheeler manufacturers: HONDA, ROYAL ENFIELD, ATUL, and PIAGGIO®.



Logos of commercial vehicle manufacturers: VE COMMERCIAL VEHICLES (A VOLVO GROUP AND Eicher MOTORS JOINT VENTURE), SML ISUZU, ASHOK LEYLAND, DAIMLER, and FORCE MOTORS.



Logos of agri/off-road vehicle manufacturers: ESCORTS, CNH INDUSTRIAL, and TAFE.

BUSINESS SEGMENTS

1. Autocomp & Systems
2. Tools & Dies
3. Electric & CNG Buses



BUS MANUFACTURING FACILITY



BUS: PLATFORMS



CNG
Buses



CITYLIFE



SKOOLIFE



SKYLIFE



Electric
Buses



 **e12**
ECOLIFE



 **e9**
ECOLIFE

STRONG PRODUCT WITH ONE OF THE MOST COMPETITIVE TCO

High quality product with one of the most competitive TCOs



Li-ion advance chemistry battery packs are used that ensure higher energy density of the battery resulting in longer battery life and faster charging/ discharging rate



Longer range – Regenerative braking systems resulting in reduced net energy consumption per km that helps give a longer range (per charge)



Better charging efficiency and charger resulting in a better TCO



Better uptime during complete project tenure compared to competitors



Depth of discharge is better than competitors which helps improve range and battery life



It is a best-in-class and modern bus built with cutting edge technology that has established benchmarks in the areas of passenger comfort, safety, affordability and innovation

ECOLIFE – JBM’s first 100% electric bus series

ECOLIFE is a **zero-emission vehicle (ZEV)**, as it is powered by lithium-ion batteries, with fast charging solutions. **Range provided is adequate for full day bus operations** (can run 200-250 km in 10-15 hours of daily city bus operations depending on the city’s traffic conditions). **JBM’s e-buses are designed for Indian conditions**

12mtr - low floor, 250 kms range, seating capacity upto 40

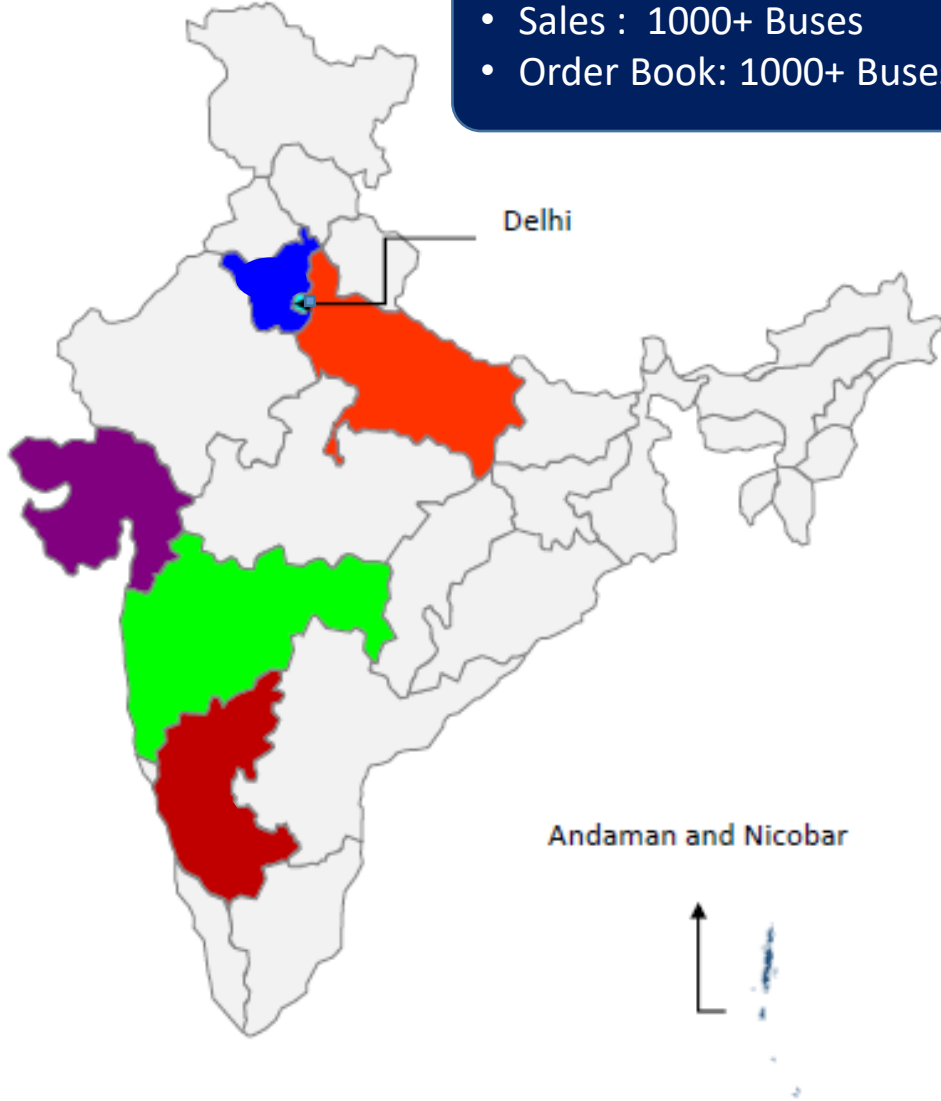
9mtr - low/ high floor, 200 kms range, seating capacity upto 35



One electric bus of JBM will lead to a reduction of **1000 tons of CO₂** and saving of **3,50,000 litres of diesel** over **10 years**

PRESENCE OF JBM BUSES

- Sales : 1000+ Buses
- Order Book: 1000+ Buses



CNG Buses sold



Noida



Gurgaon



Delhi Airport



Delhi

Electric Buses sold



Navi Mumbai



Andaman



Ahmedabad



**World Auto Forum – WAF Star
JBM Auto Limited for ECO-LIFE Electric Bus**



**EV Manufacturing & Design Show 2021
Electric bus manufacturer of the year ECO-LIFE**



**Best City Bus Service Project- 2019,
Gurugram Metropolitan Area**



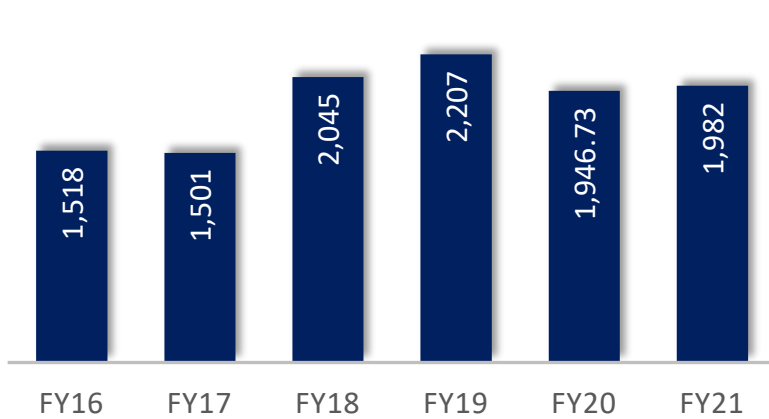
**Frost & Sullivan - 2019 Indian
Shared Mobility Solution Provider
of the Year Award - Public
Transportation**



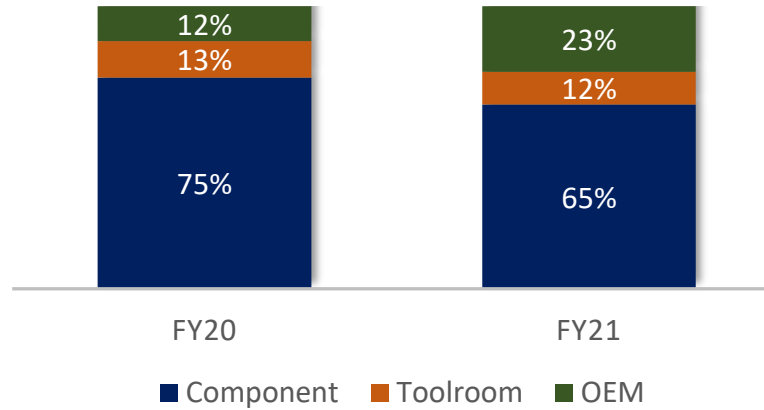
**Best City in Urban Transport
Initiatives- 2019, Navi Mumbai**

KEY FINANCIALS

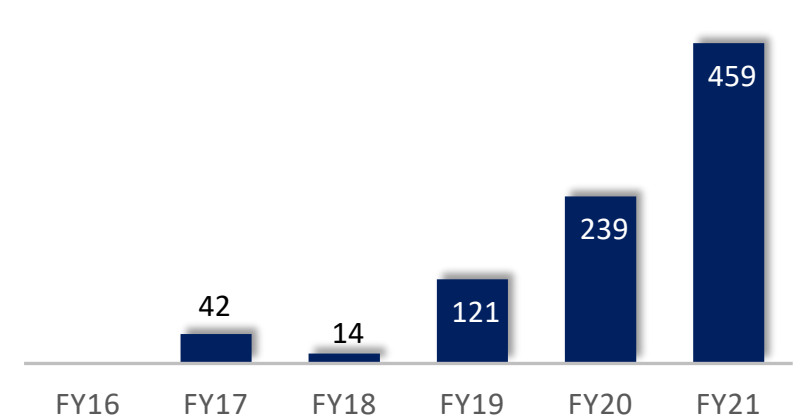
Company's Top Line



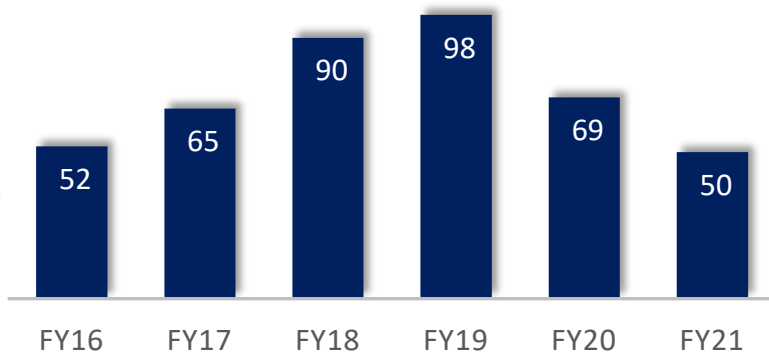
Segment wise Revenue



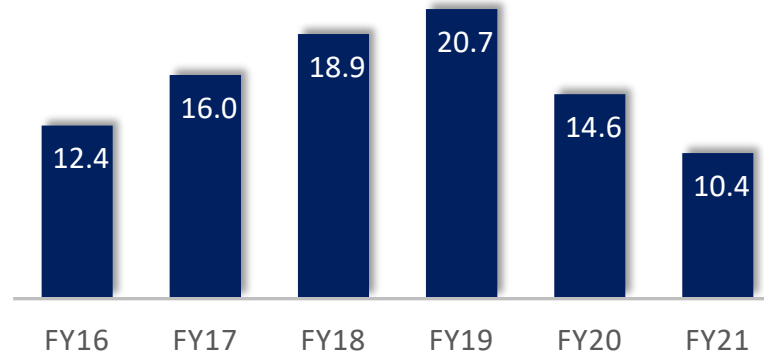
Top Line (Bus Division)



PAT

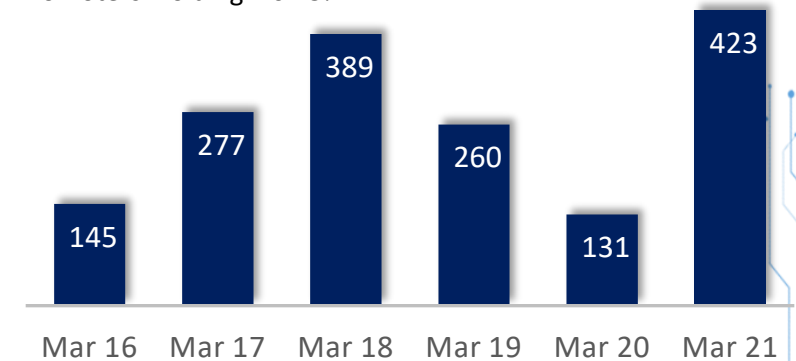


EPS (In Rupees)



Share Price (In Rupees)

No of Shares : 4.73 Cr
Promoters' holding : 67.5%



KEY GROWTH TRIGGERS

AUTOCOMP & TOOLING

1. Moved up the value chain from Components to Systems
2. Have increased the scale of tooling business substantially including exports to OEM customers
3. Indigenization for tools and dies by OEMs
4. Number of models increasing in the market
5. With our recent merger, created a value centre of excellence
6. Well poised for take off with focus on TIP (Technology, Innovation and People)

ELECTRIC BUSES

Internal Strength

1. EV Ecosystem Player in the public transport system in India
2. Inhouse Technology & strategic partnerships with global technology players based on requirements
3. Product positioning based on TCO instead of cheap products
4. Leading manufacturer of true Low Floor CNG & EV Buses in India

External Factors

1. Highest allocation of public transport in FAME II and its extension upto FY24

1

JBM Auto Limited

1. Historical Milestones
2. Overview
3. Entity Structure
4. Corporate Information
5. Business Segments
6. Key Financials

2

Growth Drivers

1. OEM as complete Ecosystem provider

*Growth Driver :
OEM as complete Ecosystem
Provider*



ELECTRIC BUS IS A NECESSITY NOT AN OPTION



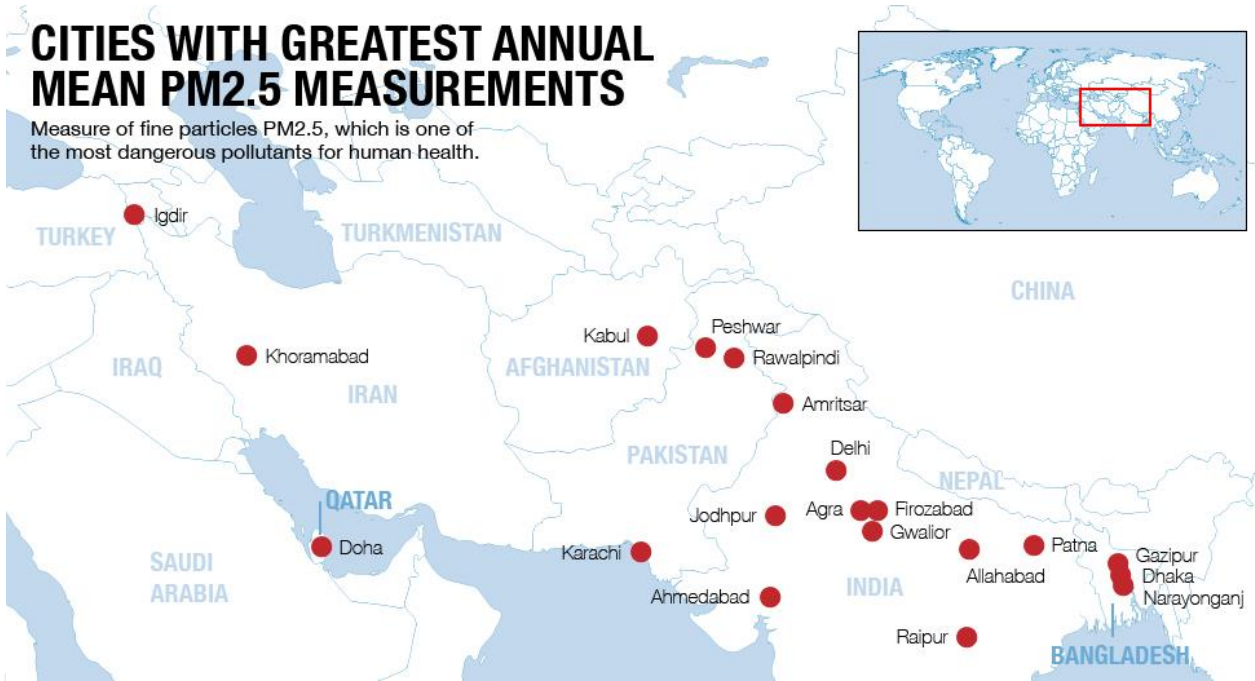
JBM through its Electric bus technology is ensuring green, safe, comfortable and affordable public transport.



CLIMATE CHANGE: MAJOR CONCERN ACROSS THE WORLD

CITIES WITH GREATEST ANNUAL MEAN PM2.5 MEASUREMENTS

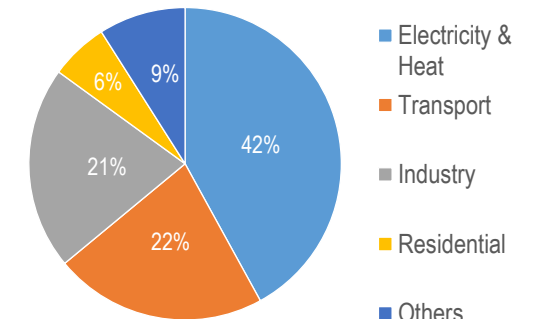
Measure of fine particles PM2.5, which is one of the most dangerous pollutants for human health.



- Climate change due to green house effect and air pollution from industry & transport emissions has led to the dangerous levels of harmful gases such as SO₂ & NO₂ in the atmosphere, making the planet unbreathable.
- Indian cities have the highest levels of PM10 and PM 2.5
- Air pollution limits are six times more than the WHO safe limit

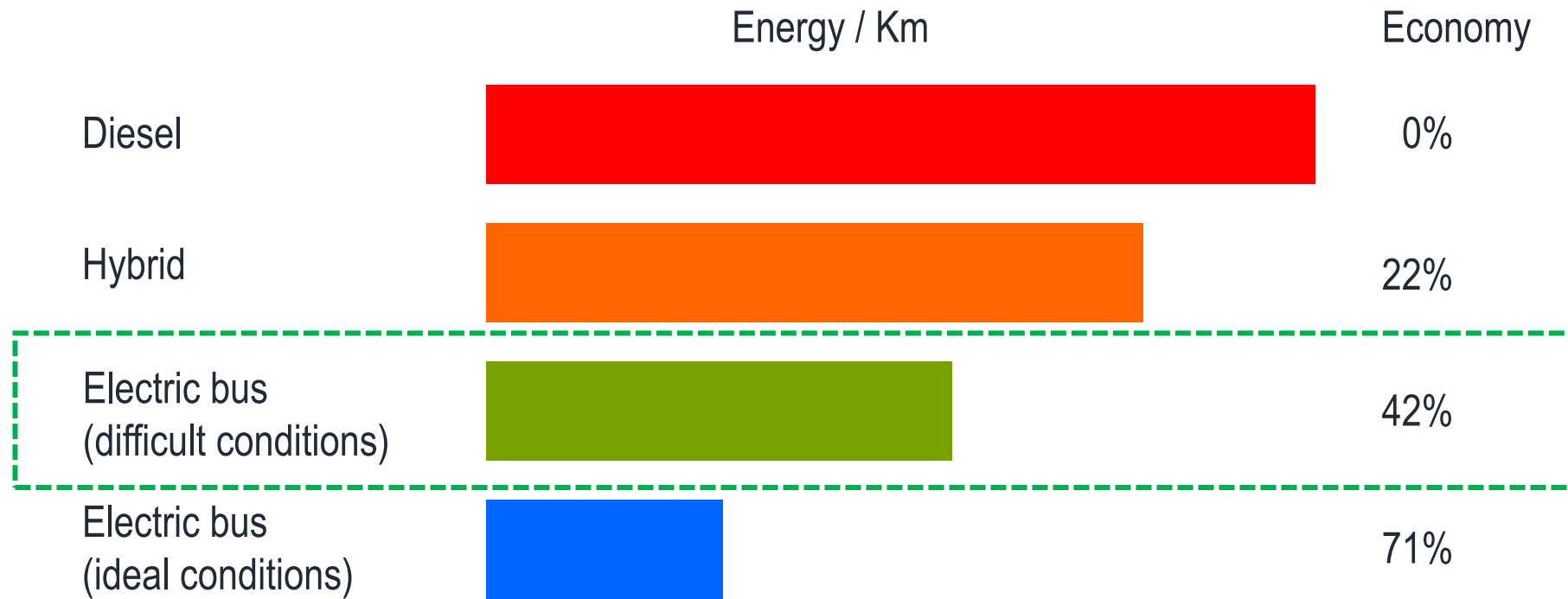
- > Asia Pacific has major concentration of air pollution
- > 14 out of 20 most polluted cities are in India

Transport is one of the largest contributor of pollution	2020	2030
Transport contribution to pollution	22%	35%
Car penetration per thousand	30	65










WHY E-BUSES?



Future public transportation must be energy efficient

FUEL COST OPTIMIZATION

Comparison between different types of Buses (by Powertrain)

	Diesel buses	CNG buses	Electric buses
 Ex-showroom price	~ Rs. 9 million	~ Rs. 9 million	~Rs. 10-17 million (pre-subsidy)
 Fuel Efficiency	~ 2.5-3.5km/Litre	~ 2-3km/kg	~ 0.85- 1.4/Kwh per KM
 Fuel Price	Rs. 100/ Litre	Rs. 45/ kg	Rs. 5-7/ Kwh
 Running cost (for fuel)	~ Rs. 30/Km	~ Rs. 14-23/ Km	~ Rs. 5-8.5/ Km
 Charging/Fueling time	5 minutes	5-6 minutes	30-90 mins (fast charging) 4-8 hrs (slow charging)

TOTAL COST OF OWNERSHIP: KEY FOR PARITY WITH ICE



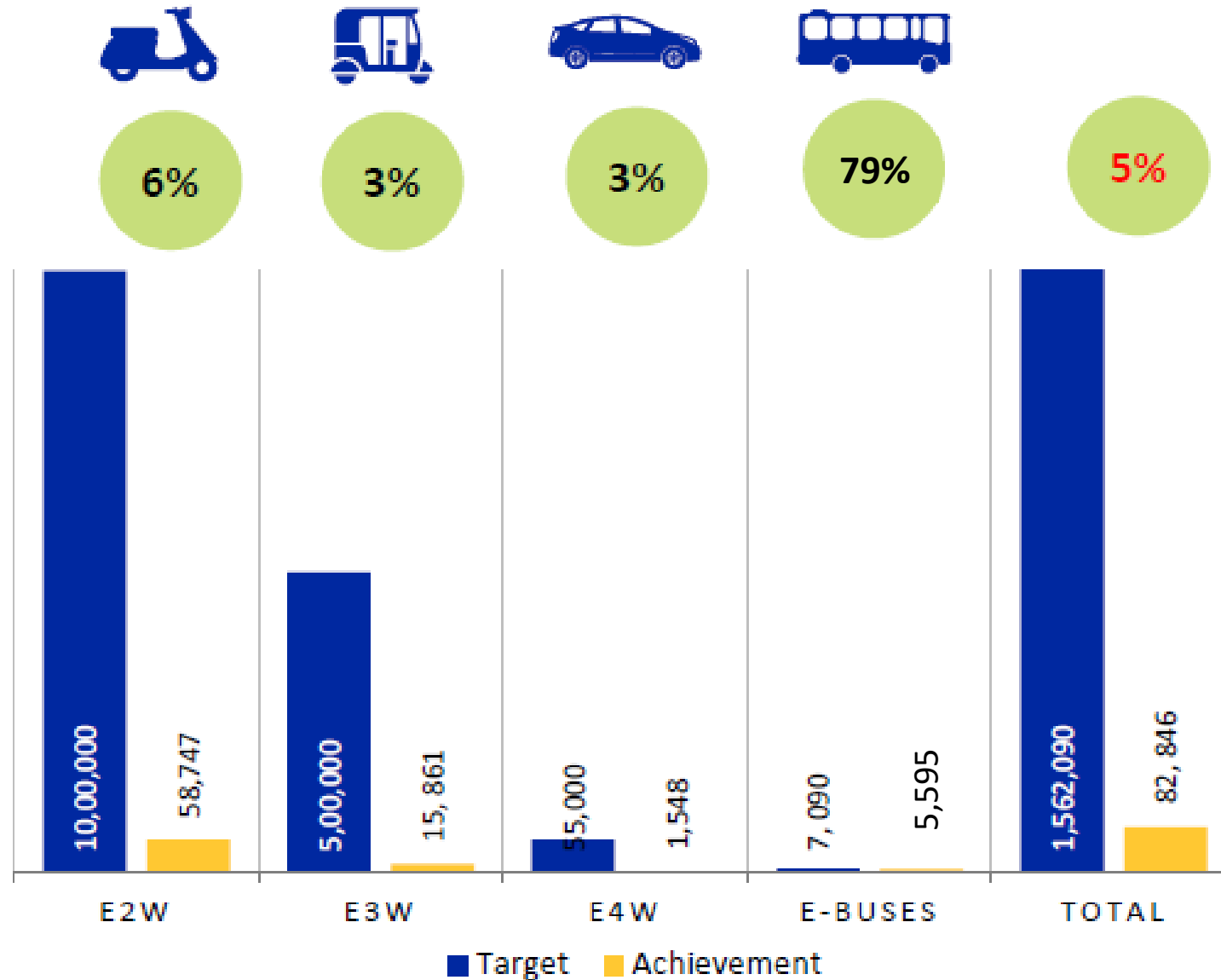
Improvement of Energy Efficiency:

- Light weighting
- Optimum powertrain configuration
- System efficiency improvement
- Reduction of parasitic losses
- Optimization through RLDA/ route mapping

TCO gives an edge by improving customer value proposition

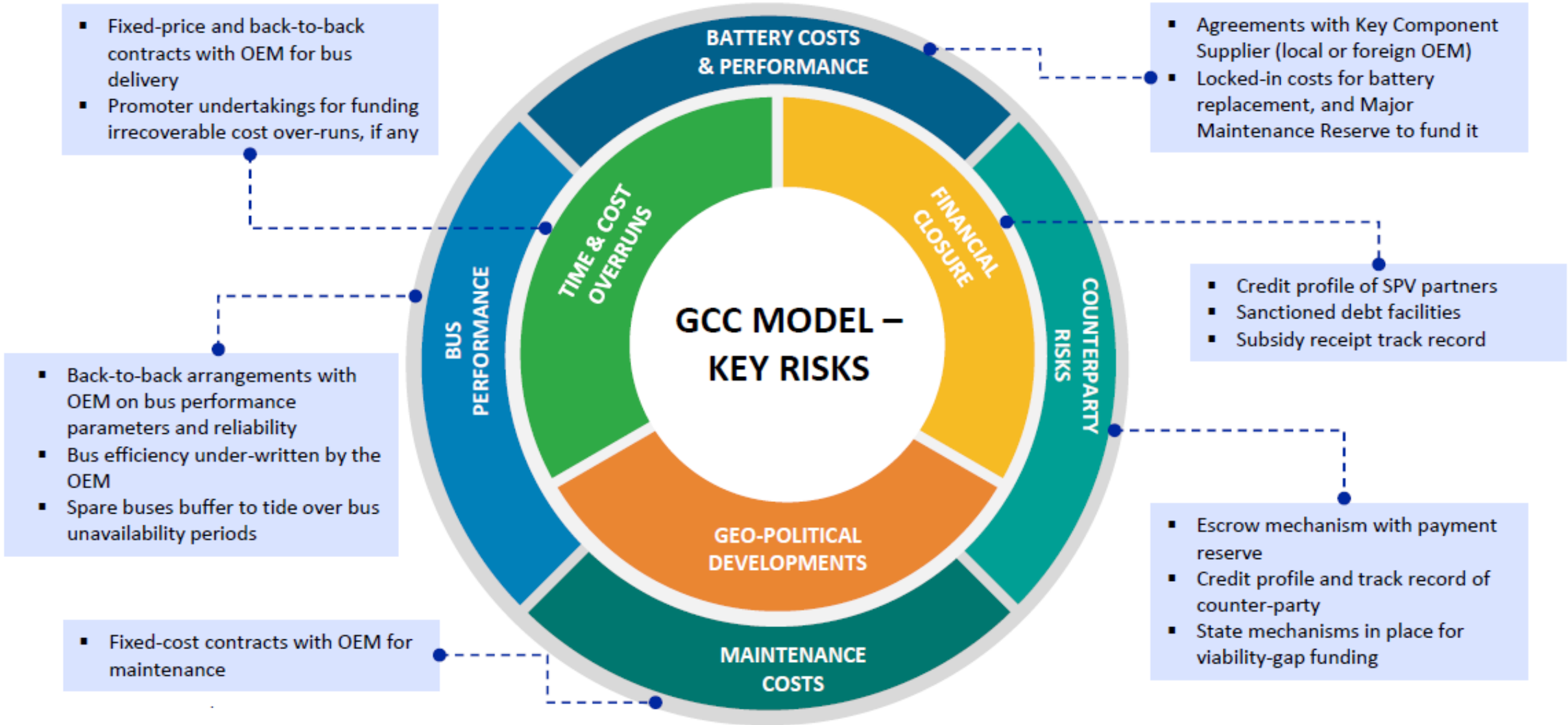


FAME II TARGET VS ACHIEVEMENT



- Only 5% of the targeted EV sold under FAME II in over two years.
- Only 8% of the total outlay, of Rs.10,000 crore has been utilized
- 2W and 3W were expected to penetrate faster due to favorable economic conditions and limited reliance. However it has been restrained due to price difference and stringent eligibility norms with ICE counterparts.

ANALYSIS OF GCC MODEL



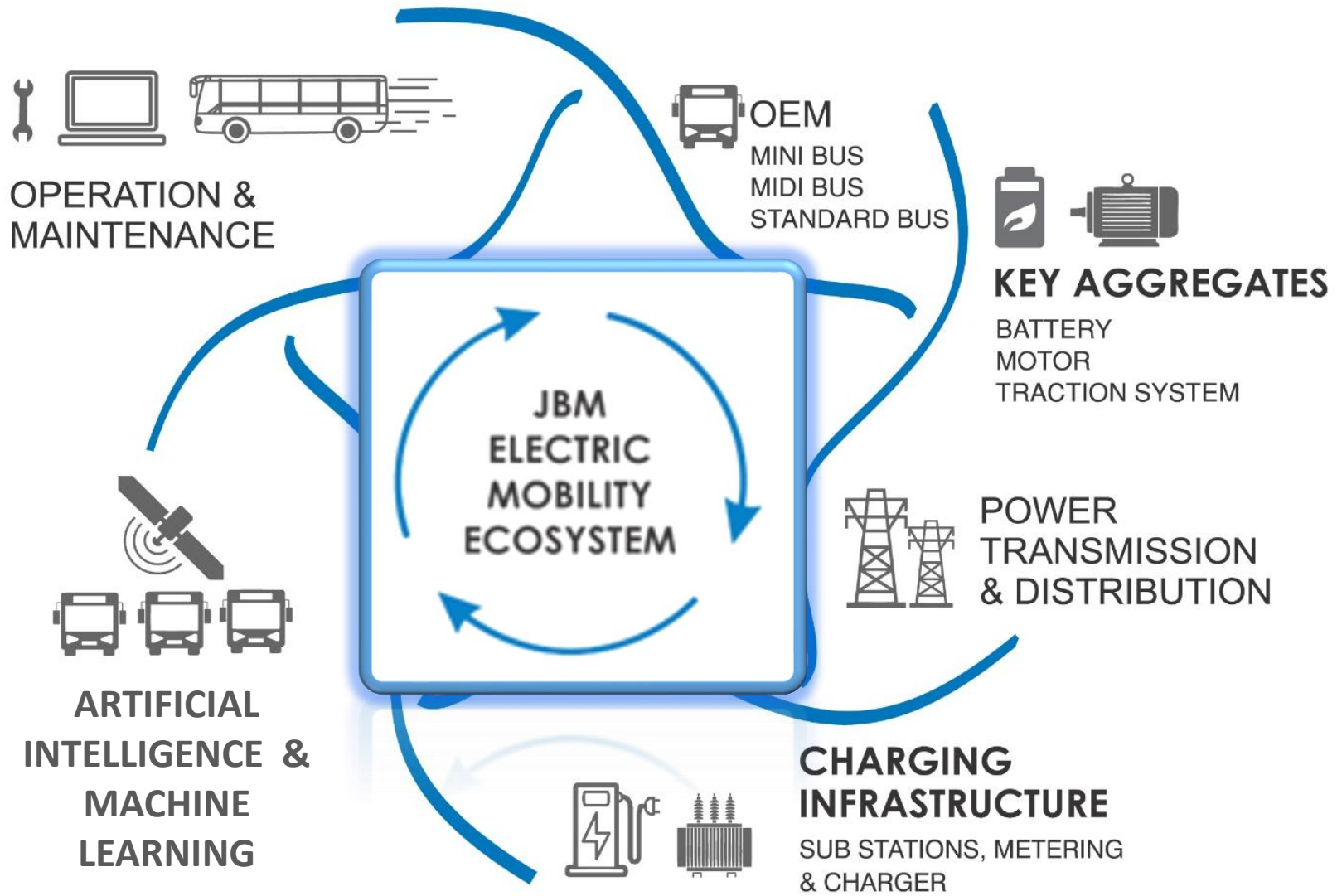


ELECTRIC BUS TECHNOLOGY ROADMAP

	2020	2025	2030
Drive Architecture	Conventional (Central & Carrier Motor Drive)		
	E-Axle and Wheel Hub Motor Drive		
Motor Type	Permanent Magnet Synchronous Motor (PMSM)		
	Asynchronous Motor (ASM)		
Inverter Type	Insulated Gate Bipolar Transistor (IGBT)		
		Wide-band Gap (WBG) MOSFET	
Motor Power	200 – 420 KW		
Range	200 – 550 Km		650 – 850 Km
Battery Chemistry	NMC/LFP/LTO/Solid State Batteries		
Battery Capacity	440 – 660 KWh		700-800KWh



JBM EV ECOSYSTEM APPROACH





Disclaimer

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to JBM Auto Limited’s (“JBMA” or the Company) future business developments and economic performance.

While these forward looking statements indicate our assessment and future expectations (based on reports, graphics and analysis available in public domain) concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. JBMA undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



think global 
act local