

Transcending Technology
Transmuting Innovation
Transforming People



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Transforming People

**THINK
GLOBALLY**

**ACT
LOCALLY**

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Transmuting Innovation
Transforming People

JBM AUTO LIMITED
17th Annual Report 2012-13

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To keep evolving is to keep growing. To think tangentially is to think creatively. And to motivate members is to inspire excellence. At JBM Auto, we realise the importance of Transcending Technology, Transmuting Innovation, Transforming People, today... more than ever before. It is on this blueprint of collective strength of technology, innovation and people that we have effected a change in the way we think and the way we deliver - a change we call 'Think Globally. Act Locally.' We have depicted this continuum of transition through a spectrum of colors in motion, manifesting our combined force of technology, innovation and people facilitating our ability to deliver consistently and steadfastly on our articulated mission.



CORPORATE INFORMATION



Mr. S. K. Arya
Chairman



Mr. Ashok Kumar Agarwal
Director



Mr. M. K. Aggarwal
Director



Mr. Nishant Arya
Director



Mr. H. R. Saini
Executive Director

CHIEF FINANCIAL OFFICER & COMPANY SECRETARY

Mr. N. K. Goel

STATUTORY AUDITORS

MEHRA GOEL & Co.,
Chartered Accountants

SHARE TRANSFER AGENT

MCS Limited

BANKERS

- > Axis Bank Ltd.
- > Canara Bank
- > Central Bank of India
- > Citi Bank N.A
- > DBS Bank Ltd.
- > ICICI Bank Ltd.
- > IndusInd Bank Ltd.
- > ING Vysya Ltd.
- > Kotak Mahindra Bank Ltd.
- > Standard Chartered Bank
- > Yes Bank Ltd.

JBM AUTO LIMITED

As one of India's leading automotive component manufacturer, we are committed to ensure excellence in our field of operations. Through the pillars of 'Technology, Innovation and People', we strive to provide the highest standards of quality, value and service in everything that we do.

In our pursuit to excellence, our dedicated and motivated team has adopted world class technology and maintained a continuous focus on innovation thereby delivering greater satisfaction to our customers and creating better value for our stakeholders.

JBM Auto Limited is an integral part of the diversified conglomerate JBM Group, is among the leading domestic producers of automobile components. With 35 manufacturing plants, 4 Engineering & Design Centres across 19 locations worldwide, 20,000 employees, servicing world renowned global automotive majors, JBM Group enjoys an indomitable position in the industry. Globally recognised for setting new benchmarks in manufacturing automobile products and sub-systems, steel fabrication, construction, engineering and design through extensive use of innovation and technology, the Group is well-positioned to serve the most important vehicle manufacturers as well as automotive suppliers.

“ You can never cross the ocean until you have the courage to lose sight of the shore.”

~ Christopher Columbus

JBM AUTO AT A GLANCE

JBM AUTO IS ENGAGED IN THE MANUFACTURE OF SHEET METAL COMPONENTS, ASSEMBLIES, SUB - ASSEMBLIES, TOOLS, DIES AND MOULDS.

The Company's manufacturing facilities and tool rooms are strategically located in close proximity of leading automobile hubs of India at Bengaluru, Chennai, Faridabad, Greater Noida, Indore, Kosi, Nashik, Pune and Sanand. The Company products are widely used in two-wheelers, cars, tractors and trucks, white goods industries and other sectors in India and overseas.

The Company operates through three main divisions namely Sheet Metal Division, Tool Room Division and special purpose vehicle (SPV).

◆ SHEET METAL DIVISION

(Manufacturing sheet metal components, assemblies, sub-assemblies)

JBM Auto's Sheet Metal Division manufactures metal components, assemblies and sub - assemblies. BIW parts constitute all major sheet metal parts contained by the outer body of the vehicle. These parts are joined together to form sub assemblies, which are then combined to provide various section of the vehicle including structural and load bearing areas. The division also manufactures skin panels which defines the exterior surface for a vehicle which are the most vital parts of the vehicle as they provide the total visual impact, aesthetics and shape to the vehicle.

◆ TOOL ROOM DIVISION

(Manufacturing tools, dies and moulds)

Tool- making requires extensive collaboration with the customer, due to the high degree of production customisation. To meet the ever-evolving requirements of the customers, the Company's tool rooms are continuously upgraded to interface with the latest industry- grade software and technology.

◆ COMPREHENSIVE PRODUCT RANGE

Some of the Company's key products manufactured include: door panel, back panel, floor panels, dash panels, wind shield, door inners, tail gate inner, cover plate longitudinal, rare floor upper, rear bumper, bonnet, tipper, draw (upper), tunnel assembly, drum assembly, lower arm assembly, panel RR inner, cross car beam, pillar B inner, roof, axle, etc.

OUR VALUE PROPOSITION



CHAIRMAN'S COMMUNIQUE



“The Company's total turnover for the year ended 31st March, 2013 was ₹1321.85 crores, representing a growth of nearly 22% while the net profit touched nearly ₹38 crores representing an increase of 19% over the previous fiscal.”

Dear Shareholders,

I am happy to share with you the performance of JBM Auto through this edition of Annual Report (Financial Year 2012-13). At JBM Auto, we have the integrated capacity base in place by the support of growing customer relationships. We are going to leverage both these to gain the market share and continue with our growing path. We remain cautiously optimistic on delivering results with a strong focus on delivering improved returns on capital employed.

The global business scenario is not encouraging, as uncertainty looms large in Europe, USA and most emerging economies. India's enormous domestic market and an aspiring population with disposable income create reasons for sustained optimism for the automobile sector.

With the Indian economy clocking a modest 5% GDP growth last year, during 2012-13, overall the Indian Auto Industry grew by 2% and its domestic sales by 2.6%, despite negative growth in passenger cars and Commercial Vehicle Market. And the domestic two-wheeler sales grew by 2.9%. The Company's total turnover for the year ended 31st March, 2013 was ₹1321.85 crores, representing a growth of nearly 22% while the net profit touched nearly ₹38 crores representing an increase of 19% over the previous fiscal.

Due to these unprecedented changes, we have always ensured that your company had the necessary flexibility to adapt to the changing times and grow, year after year. We are keen on breaking barriers, pushing against the 'no one can do' attitudes and inspired and keyed up by the opportunities around us. We are driven by our commitment and a passion for innovative thinking,

embracing new technologies, nurturing talent and helping our customers to get where they want to be, quickly and cost-efficiently.

We at JBM Auto, think globally and act locally to be distinct in our efforts to provide automotive solutions that are innovative and best. We will continue to stay to our values and mission – a company focussed on becoming the world's best integrated automotive enterprise driven by the quality of our products and passion of our human capital. Our entire assessment revolves around Technology, Innovation and People. These principles strengthen our services based on commitment to excel by continuously improving the value proposition.

In the years gone by, our crucial point was to influence on our strengths of in-house engineering and manufacturing prowess. We also maintain healthy relationship with our suppliers and technical partners. Over the years, our business priorities have changed. Our policies and strategies have changed, however what has remained constant are our values and principles of serving the customer at the right time, right place, with the right products and at right price.

We focused on training and nurturing our employees, identified safety measures and took initiatives to enhance customer and vendor services. The outcome has been extremely positive and encouraging. We would continue to concentrate on strengthening our core competencies by laying emphasis on technological up-gradation, advancement in innovation and people empowerment. Our aim is to acquire technical competence, understand the evolving needs of the customers and deliver in a timely manner.

At JBM Auto, we believe in doing things innovatively and are committed to leverage this optimism to

reach new heights of excellence. Let me take this opportunity to express my gratitude to our partners and shareholders for their immense support and co-operation. I thank our customers, people, business associates and the wider stakeholder community for keeping faith in our capabilities and business model. And together we look forward to enhance value, drive growth and create opportunities.

The ability to deliver even in difficult times attributes to JBM Auto's strategic positioning as an integrated business catering to different geographies. We need to take this organisation forward with the support and guidance of all stakeholders. We are confident that with the strategic focus on Technology, Innovation and People, we are well set to achieve the next phase of growth. I am confident that the organisation's future progress will continue to enjoy the enthusiastic participation of all members of the JBM Auto family.

Sincerely,

S. K. Arya

Chairman

New Delhi - 23rd May, 2013



JBM AUTO SCORECARD

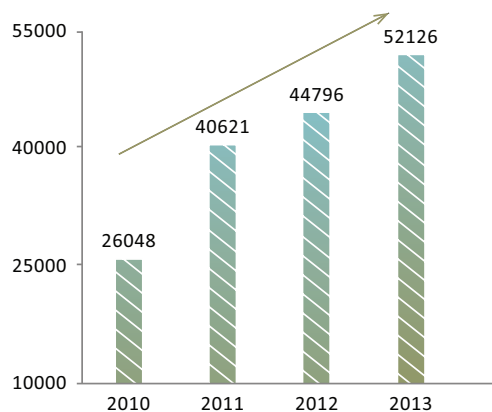
CONSOLIDATED

(₹ in lacs)

Particulars	2010	2011	2012	2013
Gross Sales	44886	81950	108233	132185
Net Sales	41469	73105	96732	117096
Other Income	185	238	578	381
Total Income (Gross)	45071	82188	108811	132566
Profit Before Depreciation & Tax (PBDT)	3608	6007	7818	9295
Cash Profit	3006	4827	6483	7606
Profit Before Tax (PBT)	1513	3741	4784	5984
Profit After Tax (PAT)	946	2485	3199	3795
Equity Share Capital	1020	1020	1020	1020
Reserve & Surplus	8421	10455	12954	15854
Net Worth	9441	11475	13974	16874
PBT/Net Sales (%)	3.65	5.12	4.95	5.11
PAT/Net Sales (%)	2.28	3.40	3.31	3.24
RONW (PAT/Net worth) %	10.02	21.66	22.89	22.49
Debt Equity Ratio	1.64	1.58	1.65	1.35

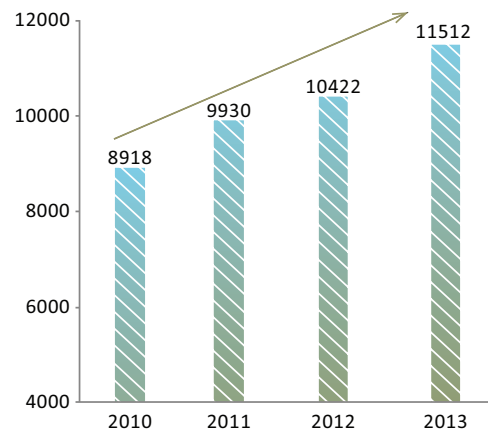
GROSS SALES & OTHER INCOME

(₹ in lacs)



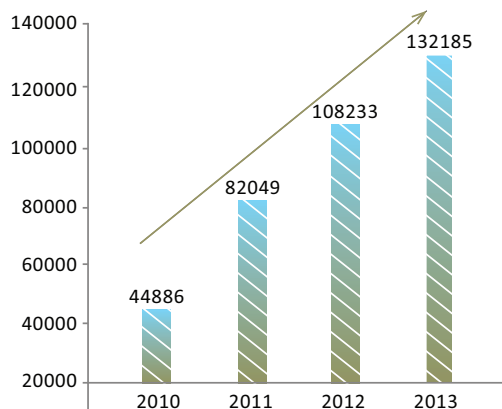
NET SALES

(₹ in lacs)



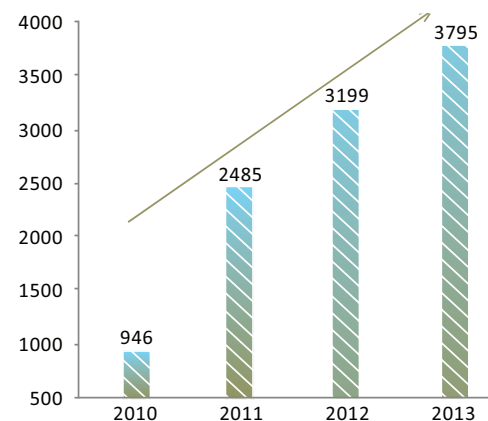
TURNOVER (CONSOLIDATED)

(₹ in lacs)

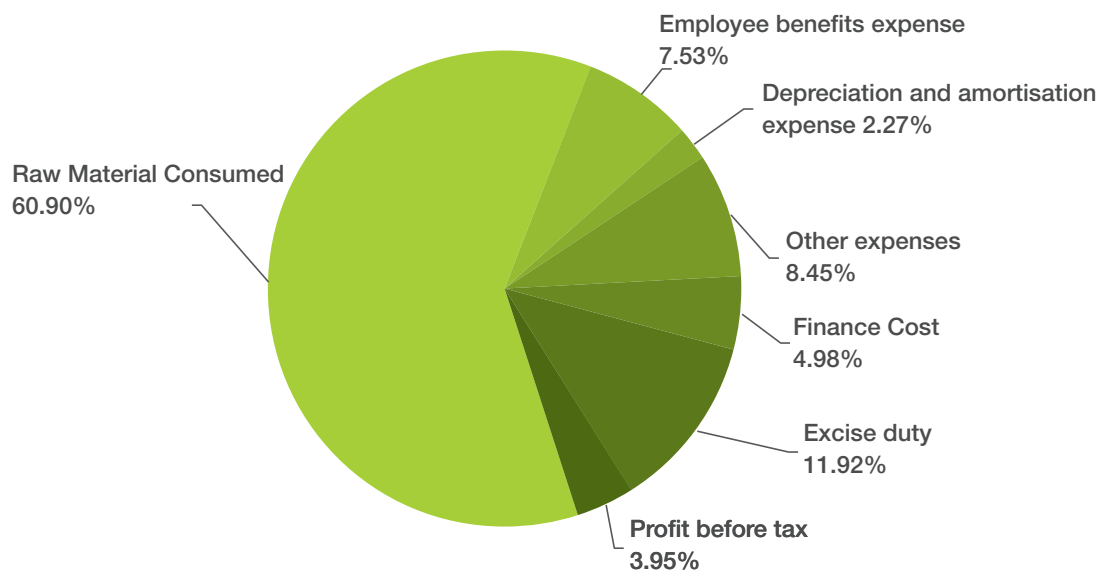


PAT (CONSOLIDATED)

(₹ in lacs)



DISTRIBUTION OF INCOME 2013



OUR VISION

Expanding leadership in our business
through people, keeping pace with market trends and technology...

THE WAY WE WORK

Values are the foundation of JBM Group's constitution. Values are the bedrock on which JBM Auto is built to stand tall...

1

SIMPLICITY

LIES IN OUR FLEXIBLE APPROACH, OPENNESS TO NEW LEARNING AND EFFECTIVE COMMUNICATION FOR CAPACITY BUILDING AND PERSONAL DYNAMISM.

TEAMWORK

WITH WELL-DEFINED RESPONSIBILITIES, AUTHORITIES AND ACCOUNTABILITY.

2

3

TRUST AMONGST PEOPLE

BOND, BINDING THE PEOPLE IN JBM FAMILY, IS THE NERVE CENTER THAT GOVERNS THE GROWTH AND THE DEVELOPMENT OF THE GROUP.

CUSTOMER FOCUS

TO THE OPTIMUM LEVEL IS THE FOCUSED AREA OF OUR POLICY PLANNING THAT CONTINUOUSLY DRIVES US TO VENTURE IN INNOVATIVE AND LATEST DESIGNS AND MANAGEMENT PRACTICES.

4

5

TRUST AMONGST PEOPLE

BOND, BINDING THE PEOPLE IN JBM FAMILY, IS THE NERVE CENTER THAT GOVERNS THE GROWTH AND THE DEVELOPMENT OF THE GROUP.