



enhancing
TECHNOLOGY

enabling
INNOVATION

expanding
HORIZONS

empowering
PEOPLE

Corporate Information



Mr. S. K. Arya
Chairman



Mr. Ashok Kr. Agarwal
Director



Mr. M. K. Aggarwal
Director



Mr. Nishant Arya
Director



Mrs. Vimal Vasisht
Director
*w.e.f. 20th July, 2014



Mr. H. R. Saini
Executive Director
*upto 6th June, 2015



Mr. Sandip Sanyal

Executive Director

*w.e.f. 18th May, 2015

**Chief Financial Officer
& Company Secretary**

Mr. Vivek Gupta

Statutory Auditors

Mehra Goel & Co.,
Chartered Accountants

Share Transfer Agent

MCS Share Transfer Agent Limited

Bankers

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

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About JBM

Today, JBM Auto is all poised to further consolidate its leadership position as one of India's leading automotive component manufacturers. With our extensive product portfolio, marquee customers, strategic market position, strong R&D, global approach and newer avenues of business operations, we have emerged as a key global supplier in the industry. In our pursuit of excellence, we have consistently incorporated world-class technology led by a dedicated team of professionals and maintained a steady focus on innovation thereby delivering greater satisfaction to our customers and creating better value for our stakeholders.

With the launch of our buses this year, JBM Auto has embarked on a journey of evolution to become an integrated automotive player. Going ahead, the bus division shall act as an important driver of overall growth of the company.

JBM Auto Ltd. is the flagship company of \$1.35 bn JBM Group that has a diversified portfolio in the field of automotive, engineering & design services and renewable, with an infrastructure of 35 manufacturing plants and 4 engineering & design centres across 18 locations globally.



JBM's focus on quality delivery, frugal engineering, time to market and art-to-part philosophy has provided the group an indomitable position in the industry.

Sheet Metal Division

MANUFACTURING SHEET METAL COMPONENTS, ASSEMBLIES, SUB-ASSEMBLIES.

JBM Auto's Sheet Metal Division manufactures metal components, assemblies and sub-assemblies. BW 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, as they provide the 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 customization. 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.

Bus Division

JBM GROUP LAUNCHES 'CITYLIFE' TO REVOLUTIONIZE INTRA-CITY BUS TRAVEL IN INDIA.

Recently JBM launched its very own Low Floor Bus – 'CITYLIFE' that has been especially designed for intra-city travel in India. 'CITYLIFE' was launched with much fanfare at the Delhi Auto Expo 2014 in Greater Noida.

Backed by a total investment of Rs. 500cr, the bus will be manufactured in technological partnership with renowned European bus-maker Breda Menarinibus (BMB).



Skill Development Centre

The JBM Group firmly believes in shared prosperity through holistic development of the society. As a step in this direction, JBM Group has established a manufacturing technology based training centre primarily to meet growing demand of skilled manpower in the engineering and automotive sector. The centre would provide skilled manpower initially to the Group companies and later on to the other industries. The facilities include an Advanced Welding Laboratory, Modern Training Workshop with Conventional and CNC machines, CAD / CAM Lab, Fitting and Assembly Section, Class Rooms equipped with latest teaching aids and relevant library. The target group includes candidates from school dropouts to ITIs, Polytechnics and Engineering Students of mechanical and automotive trades.



chairmans' MESSAGE

Dear Shareholders,

With the Indian economy accelerating towards higher growth trajectories, it presents us with prospects of faster development and growth. I feel elated at the consistent performance of your company, the experiences of which, going ahead, will act as catalysts to rise and touch greater milestones. Strengthened by our performance over these years and with the dynamically evolving socio-economic milieu of today, we are confident of taking our flagship company – JBM Auto Ltd. to an all new height with multifold growth in next 5 years. The Art to Part philosophy of the company has already started showing positive signals towards moving up the value chain and bringing in brighter prospects to your company.

The times gone by last year have been positive and full of learnings for us. The auto industry in India produced a total of 23,366,246 vehicles including passenger vehicles, commercial vehicles, three wheelers and two wheelers in April-March 2015 as against 21,500,165 in April-March 2014, registering a growth of 8.68% over the same period last year. The sales of Passenger Vehicles grew by 3.90%, the Commercial Vehicles segment registered a de-growth

of (-) 2.83%, Three Wheelers sales grew by 10.80% and Two Wheelers sales registered growth of 8.09% in April-March 2015 over April-March 2014. The overall automobile exports grew by 14.89 percent over the same period last year. These encouraging numbers have been a result of positive factors such as encouraging policy announcements from a strong and stable political dispensation at the Centre and softening global crude oil prices in the second half of the fiscal.

I am happy to share with you that your company is riding on the opportunities created by these positive macroeconomic initiatives. To sustain the momentum, your company has also continuously introduced a series of cost-optimization measures, frugal engineering and lean manufacturing processes to improve the operational efficiencies, increased the product portfolio as a result of which we managed to perform exceedingly well. For the year ended 31st March 2015, your company has posted a 52% jump in the profit after tax at Rs 76.41 crore (Rs 50.21 crore in FY13-14) on a Sales of Rs 1556.95 crore (Rs 1363.89 crore in FY13-14). On an increased equity following the 1:1 bonus in October 2014, your company's earnings stood at Rs 18.25 per share, compared with Rs 12.19 per share (on

fully-diluted basis) during the previous year. Your company also split the face value of its equity shares from Rs 10 to Rs 5 last year.

The Board has recommended a 50% dividend on the increased equity - the highest ever in your company's history. The stellar performance came despite the headwinds of inflation, high interest rates, increasing competition and sluggish industry growth. This would not have been possible without the commitment of all my colleagues and the unstinted support of all our stakeholders.

There has been remarkable progress at the Bus Division of your company that was launched last year. The CNG variant of 'CITYLIFE', having undergone the product validation process, has now secured the homologation certificate as well. The series production of this model has started with both the bus plants having commenced production from the first half of FY15-16. Your company is manufacturing India's first true low-floor city buses which have created a new segment in the public transportation domain. The buses are being manufactured at the company's state-of-the-art facilities at Faridabad and Kosi Kalan with an annual capacity of 2000 buses. The roll out of first batch of these buses will start from the second quarter of FY15-16. The Company is betting high on 'CITYLIFE' and expects to capture significant market share in the major Metros of the country by the end of current financial year. State of the art in-house test track and prototyping facilities have also been provisioned at the Kosi facility. Further, the Bus project is currently engaged towards development of new models and multiple variants. Looking ahead, the bus project will be a major revenue driver for your company in the coming years.

Last year also witnessed enhancement of capacities at our plants in Chennai and Indore with an investment of Rs 100 crore each. The two facilities in the Chennai region - one in Maraimalai Nagar and one in Oragadam serve as the key automotive clusters in the state. These plants cater to major OEMs including Ford, Renault-Nissan, Daimler, TAFE, Ashok Leyland and many more. The investment has enhanced the capacity from 75,000 to 100,000 components and assemblies per day. Products manufactured in these facilities include chassis and suspension systems, welded assemblies, cross car

beams and others. The facility in Indore supplies to VECV that specialises in manufacturing truck cabins, exhaust systems, fuel tanks, air tanks among other components and assemblies. Besides catering to the domestic market, these plants also cater to some major OEMs in Europe, ASEAN countries, emerging markets and America.

Recently, we inaugurated a new manufacturing plant in Sanand, Gujarat for manufacturing auto components for Ford and other upcoming customers in the region with an initial investment of Rs.200 crore. The Sanand facility will primarily manufacture components such as bumper assembly, under body parts and other high-level assemblies for Ford. Your company has had a long-standing association with Ford India and we have partnered and witnessed the Ford growth story in the Indian Automobile market. With this new manufacturing facility in Sanand, we intend to further consolidate this association with a vision to offer the best quality products at the right time, which has been a constant strength for the JBM Group. The Sanand plant has capacity to cater to 2.5 lakh vehicles per annum.

We are a lot more optimistic about the future today than we were last year. With crude oil having fallen below \$50 a barrel, we envisage steady growth of the automobile sector in India as well as globally. The new government's focus on infrastructure development and manufacturing sector also augurs well with your company's business. With rapid urbanization and rising per capita incomes, newer models being introduced in the market, we are confident of automobile sales in India to remain robust in the coming years. Over the last decade, India has continuously outperformed emerging market peers and I firmly believe that it will continue to do so going ahead.

I also take this opportunity to thank our esteemed shareholders for their continued trust and support. On behalf of the management of JBM Auto, I would also like to thank all our esteemed stakeholders and bankers for their consistent support and look forward to their enthusiastic participation to achieve the ever aspiring objectives of the organisation.

S K Arya
Chairman

The Board has recommended a 50% dividend on the increased equity - the highest ever in your company's history. The stellar performance came despite the headwinds of inflation, high interest rates, increasing competition and sluggish industry growth.

financial HIGHLIGHTS

STANDALONE

(₹ In Lacs)

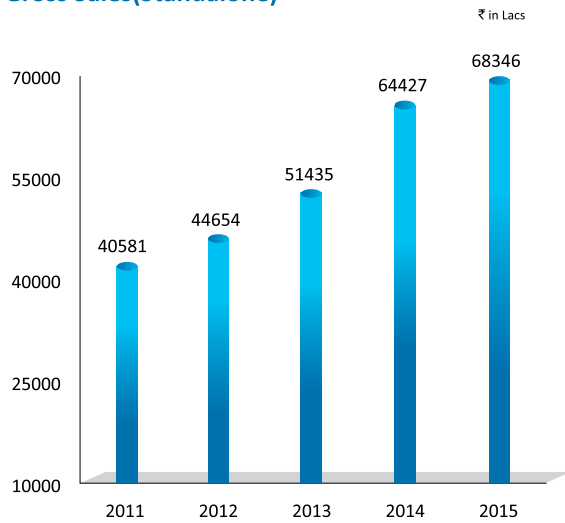
Particulars	2011	2012	2013	2014	2015
Gross Sales	40581	44654	51435	64427	68346
Net Sales	36485	39587	45217	56581	60011
Other Income	41	142	691	657	839
Total Income (Gross)	40621	44796	52126	65084	69186
Profit Before Depreciation & Tax (PBDT)	2689	2275	3242	4826	5509
Profit Before Tax (PBT)	1872	1143	2059	3390	3918
Profit After Tax (PAT)	1296	716	1375	2431	3360
Equity Share Capital	1020	1020	1020	1020	2040
Reserve & Surplus	8910	9402	10492	15113	16151
Net Worth (Standalone)	9930	10422	11511	16133	18191
PBT/Net Sales (%)	5.13	2.89	4.55	5.99	6.53
PAT/Net Sales (%)	3.55	1.81	3.04	4.30	5.60
RONW (PAT/Net worth)%	13.05	6.87	11.95	15.07	18.47
Debt Equity Ratio (Times)	0.97	1.14	0.85	0.48	0.73

CONSOLIDATED

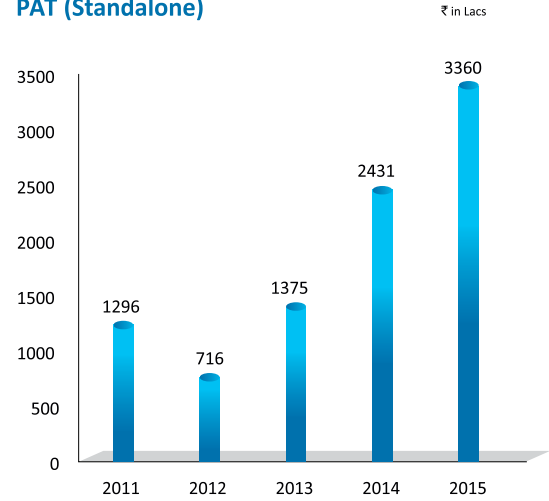
(₹ In Lacs)

Particulars	2011	2012	2013	2014	2015
Gross Sales	81950	108233	132185	154041	174704
Net Sales	73105	96732	117096	136389	155695
Other Income	238	578	381	559	409
Total Income (Gross)	82188	108811	132566	154600	175113
Profit Before Depreciation & Tax (PBDT)	6007	7818	9295	12417	16212
Profit Before Tax (PBT)	3741	4784	5984	8402	12236
Profit After Tax (PAT)	2152	2588	3260	5021	7641
Equity Share Capital	1020	1020	1020	1020	2040
Reserve & Surplus	10455	12954	15854	22706	28023
Net Worth	11475	13974	16874	23726	30063
PBT/Net Sales (%)	5.12	4.95	5.11	6.16	7.86
PAT/Net Sales (%)	2.94	2.68	3.24	3.68	4.91
RONW (PAT/Net worth)%	18.75	18.52	22.49	21.16	25.42
Debt Equity Ratio (Times)	1.58	1.65	1.35	0.66	0.88

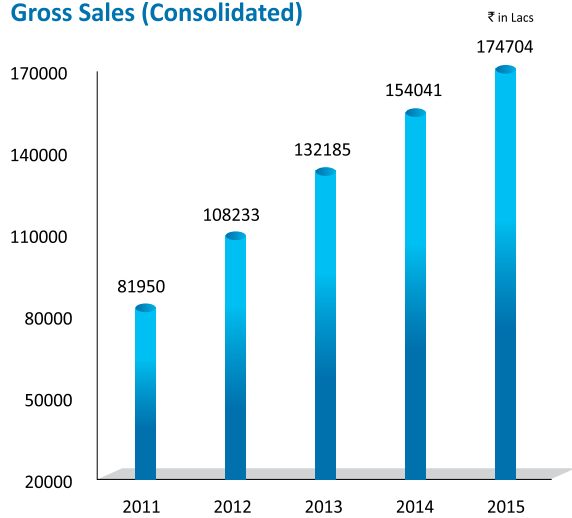
Gross Sales(Standalone)



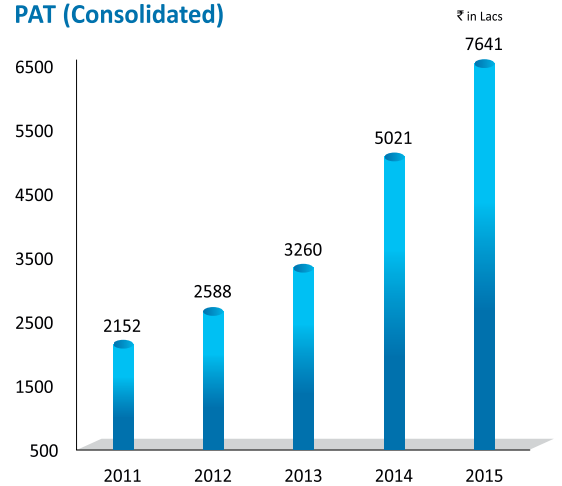
PAT (Standalone)



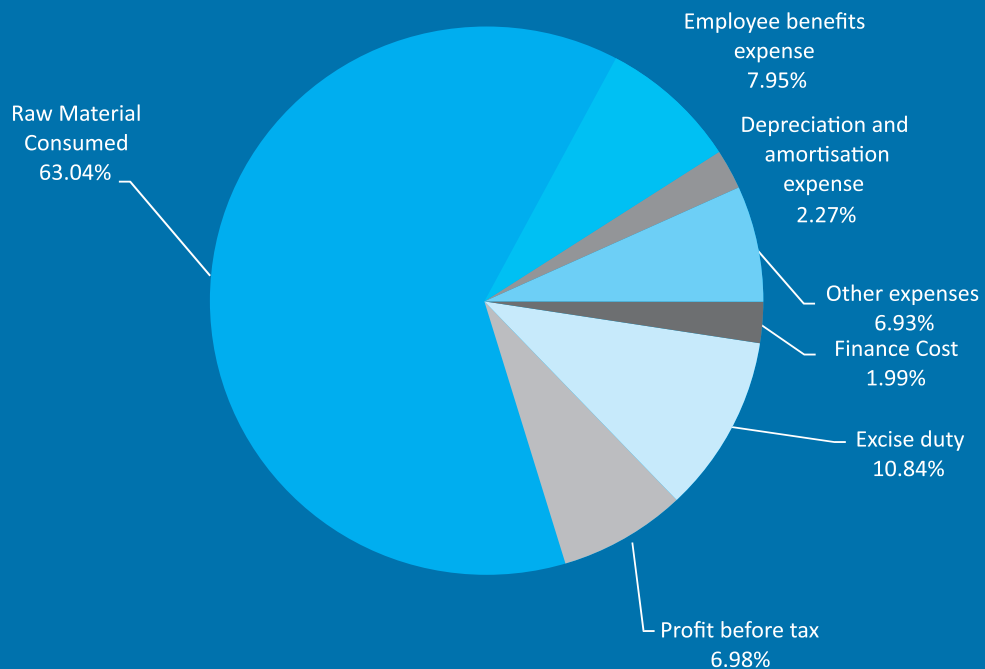
Gross Sales (Consolidated)



PAT (Consolidated)



Distribution of Income 2015



vision & VALUES

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

Our Vision

Expanding leadership in our business by creating an agile environment that delivers excellence and delight to stakeholders through the power of people, innovation and technology.

Our Values

- **Integrity & Ethics** by having the conscience to be honest and sincere, resulting in appropriate conduct without being overseen.
- **Ownership & Commitment** by feeling a sense of accountability towards all tasks undertaken and taking complete responsibility for the outcomes.
- **Respect & Teamwork** by fostering trust among people and an appreciation for diversity of ideas, thereby harnessing the potential of individuals and channeling it to accomplish greater group goals.
- **Customer Trust & Delight** by meeting commitments, being sensitive to customer needs and addressing matters with clarity and speed.
- **Safe & Green** by being, in all our actions, a conscientious corporate citizen that prioritizes the safety of its people, protects the environment and contributes to the wellbeing of society.