JBM Group

Our milestones are touchstones

FUTURE READY TO STAY AHEAD

JAY BHARAT MARUTI LIMITED - ANNUAL REPORT 2013-2014

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CORPORATE INFORMATION

Mr. S. K. Arya,
Chairman & Managing Director

Mr. U. C. Agarwal, Director

Mr. R. Dayal, MSIL Nominee, Director

Mr. D. P. Agarwal, Director

PRESIDENT & CFO
Mr. Anand Swaroop

COMPANY SECRETARY
& COMPLIANCE OFFICER
Mr. Dinesh Kumar

JOINT VENTURE PARTNER
Maruti Suzuki India Limited

STATUTORY AUDITORS
Mehra Goel & Co. (Chartered Accountants)

REGISTRAR & SHARE TRANSFER AGENTS
MCS Limited

BANKERS
Canara Bank
DBS Bank
HSBC Bank
ICICI Bank Limited
IndusInd Bank
ING Vysya Bank
Kotak Mahindra Bank
Standard Chartered Bank
The Bank of Tokyo Mitsubishi UFJ Limited
YES Bank Limited

Mr. Achintya Karati, Director

Mr. Nishant Arya, Director

Ms. Esha Arya, Director*

*w.e.f. 10.07.2014

FUTURE READY

At Jay Bharat Maruti Limited (JBML) it has been a long journey spanning three decades; and even today JBML remains one of the fastest growing auto component manufacturing companies in India. An incredible feat achieved through constant upgradation of technology, being inventive at all times, with a committed and talented workforce and most importantly, always thinking ahead.

However, the winds of change are blowing with a decisive government at the centre. Little wonder that today the Indian Auto Industry is entering into a phase of rapid transformation and robust growth. And, as always we at JBML are ready for the future.

We are ready with a new vision and a set of values which will reflect in all our actions going ahead. We have a clear focus on Integrity, Quality and Safety to propel our growth to the next level. We will continue with our series of cost optimisation measures, streamlined operational processes to maximise profitability, lean inventory, working capital management processes and strengthening sourcing partnerships. And above all, we will continue to strengthen our three pillars of business - **People, Innovation and Technology.**

For the next few years, we at JBML will pursue our new vision with fresh vigour, steely determination and renewed passion; in our effort to consolidate further our leadership in the industry.

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CHAIRMAN'S MESSAGE

YOUR COMPANY HAS ACHIEVED A PAT OF ₹16.51 CRORE AND RECORDED GROSS TURNOVER OF ₹1370.67 CRORE FOR THE FINANCIAL YEAR ENDED 31ST MARCH, 2014.

Dear Shareholders,

It is yet again that time of the year, which I eagerly await, when I present to you the performance of your company and share the road map for the next financial year. As we all know, last financial year posed a challenge for most industries including automobile sector as we were facing rapid inflation, increase in fiscal deficit, high fuel price, high interest rate which all resulted in customers postponing their purchases. Emerging economies like India were facing the pressures of rapidly fluctuating exchange rates and increasing turbulence for the end consumers. Factors like IR risks, cost inflation in the manufacturing sector, increasing competition, labour unrest, regulatory and credit risks came as a huge challenge which needed immediate attention and resolution.

Despite all these factors, we worked hard, introduced a series of cost optimisation measures, streamlined operational processes to maximise profitability, lean inventory and working capital management processes, strengthened sourcing partnerships as a result of which your company managed to perform reasonably well in spite of distressed market conditions. The year gone by tested our ability to navigate a difficult market environment and the good news is that we have emerged successful and transformed into a stronger entity.

As we now have a forward looking government at the centre, I project that the coming year will be a time of growth and success. The government has already extended the must required lifeline to industry, excise duty deduction till Dec. 2014. This initiative has already shown its impact, wherein we saw an increase in sales, the first in many quarters. I project business to only get better from here on.

At JBML, we have now decided to have our key focus on IQS (Integrity, Quality and Safety) to propel our growth to the next level. Together, these three will form the JBM DNA which will consistently reflect in all our actions going ahead. These will stand non-negotiable in our processes and systems. We have also laid down our New Vision which encompasses all spheres of our business so that we can meet the expectations of all our stakeholders with renewed commitment.

We have also introspected ourselves and redefined our Values as Integrity & Ethics, Ownership & Commitment, Respect & Teamwork, Customer Trust & Delight and Safety and Green.

All these steps including our focus on TIP (Technology, Innovation and People) as I mentioned in my previous message last year, will strengthen our organisation and transform our way of doing business. We are investing in cutting edge technology and expanding our product range so as to march ahead of our competitors. People are our most valuable asset and we are focussing not only in attracting but also in retaining the talented individuals. Regular training is being provided and a pool of future leaders is being created through our leadership development programme called "Drive" which we are continuing for the past three years.

With the new Government in place with a thumping majority, I am confident that we have a great future ahead. However, we have to work with determination and resilience by imbibing our values in all our activities and reflections, so that all who see us from outside can proudly say that they are "JBM Employees".

I also take this opportunity to thank our esteemed Joint Venture Partner, Maruti Suzuki India Limited, and all our valuable shareholders for their continued trust and support. On behalf of the management of JBML, I would also like to thank all our esteemed stakeholders for their consistent support and look forward to their enthusiastic participation to achieve the objective of the organisation. We will keep on updating you on our progress throughout the coming year.

Sincerely,

S. K. Arya
Chairman & Managing Director

FINANCIAL HIGHLIGHTS

FINANCIAL PERFORMANCE

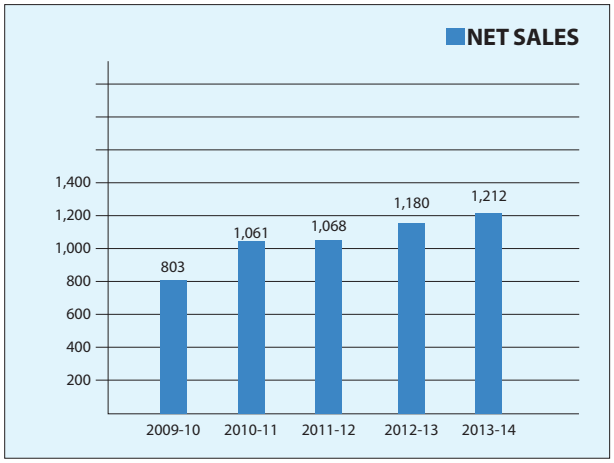
JBML's progress ever since inception has been clearly remarkable - a feat achieved through its commitment to engineering ingenuity as well as to the values of product and organisation integrity.

₹ In Crores

FINANCIAL HIGHLIGHTS					
Particulars	**2009-10**	**2010-11**	**2011-12**	**2012-13**	**2013-14**
Gross Sales	879.62	1,189.09	1,213.84	1,338.56	1,370.68
Net Sales	803.21	1,060.55	1,068.31	1,180.23	1,211.58
Other Income	2.31	5.57	2.23	3.42	2.64
Total Income (Net)	805.52	1,066.12	1,070.54	1,183.65	1,214.22
EBIDTA	83.17	106.07	88.45	97.05	108.83
Financial Charges	12.27	14.34	21.51	19.50	21.58
Depreciation - Fixed Assets	38.08	35.09	38.02	45.54	45.54
Profit before Tax (excluding exceptional item)	32.82	56.64	28.92	32.00	41.71
Exceptional Item	-	-	-	-	14.41
Profit Before Tax	32.82	56.64	28.92	32.00	27.30
Tax	11.81	18.34	9.29	10.47	10.79
Profit After Tax	21.01	38.30	19.63	21.53	16.51
Share Capital	10.83	10.83	10.83	10.83	10.83
Reserve & Surplus	81.26	114.53	130.39	148.12	161.47
Net Worth	92.08	125.36	141.21	158.94	172.30
Inventory/Net Turnover (Times)	25.02	20.14	14.15	14.00	12.25

KEY INDICATORS					
EBIDTA/Net Sales (%)	10.35	10.00	8.28	8.22	8.98
PBT/Net Sales (%)	4.08	5.34	2.71	2.71	2.25
PAT/Net Sales (%)	2.61	3.61	1.84	1.82	1.36
RONW (PAT/Net Worth) (%)	22.82	30.55	13.90	13.55	9.59
Earning Per Share (₹)	9.70	17.69	9.07	9.95	7.63
Cash Earning Per Share (₹)	27.29	33.90	26.63	30.98	28.66
Dividend Per Share (₹)	1.50	2.00	1.50	1.50	1.25
Book Value per Share (₹)	42.53	57.90	65.22	73.42	79.58
Price/Earning Ratio (Times)	7.14	4.48	4.97	4.57	8.24
Market price of share as on 31st March (₹)	69.26	79.25	45.10	45.45	62.90
Market Capitalisation (₹ In Crores)	150.00	172.00	98.00	98.00	136.18
Dividend (₹ In Crores)	3.25	4.33	3.25	3.25	2.71
Corporate Dividend Tax (₹ In Crores)	0.55	0.70	0.53	0.55	0.46
Dividend Payout Ratio (%) (including Dividend Distribution Tax)	18.08	13.14	19.23	17.65	19.19

₹ in Crores



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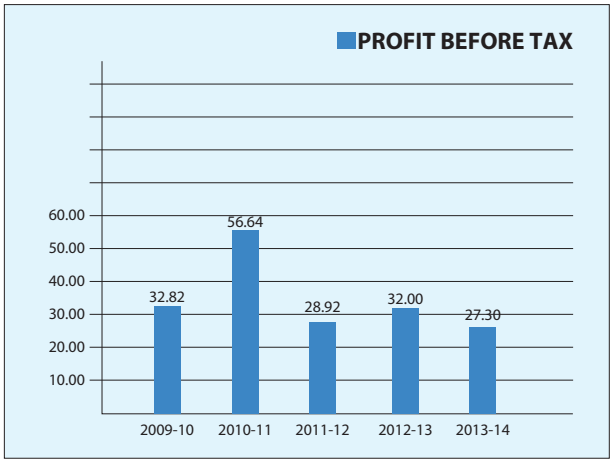

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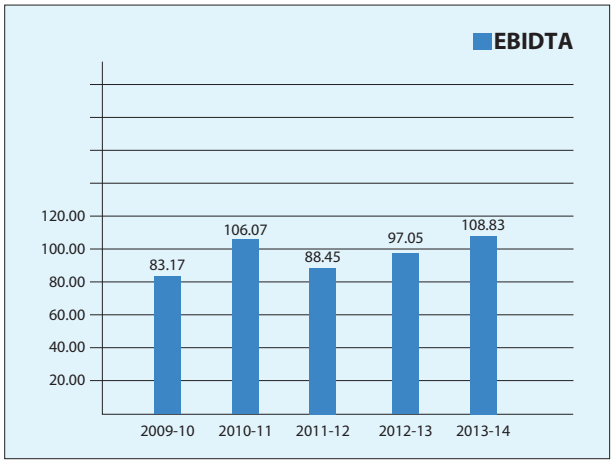

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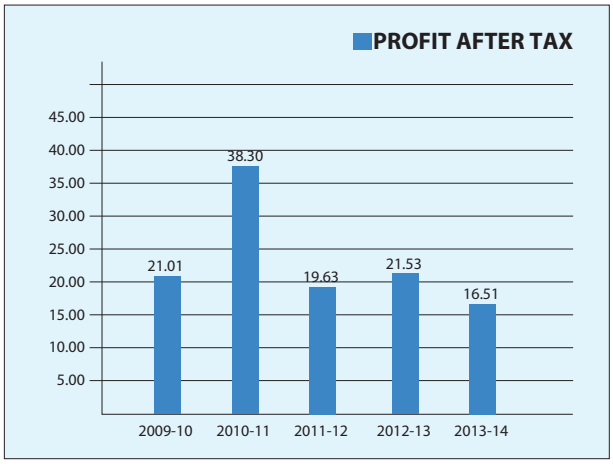

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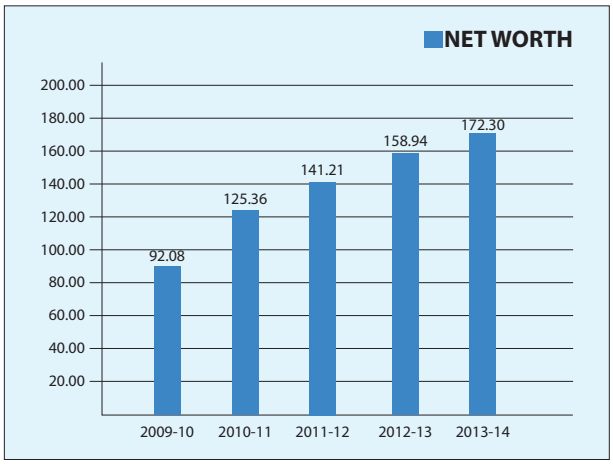

ABOUT JBML

Jay Bharat Maruti Ltd. (JBML) is one of the fastest growing Indian auto component manufacturing companies. Founded in 1986 in collaboration with Maruti Suzuki India Limited (MSIL), the partnership represents the largest joint venture of MSIL for manufacture of sheet metal components, welded assemblies, exhaust systems, fuel fillers, chassis and suspension parts.

The manufacturing plants, incorporating advanced technology, are located at Gurgaon and Manesar. JBML manufactures world-class auto component and thus provides a competitive advantage to its customers.

The Company is listed on the Bombay Stock Exchange (BSE) and the National Stock Exchange (NSE) of India.

POWERED BY ENGINEERING INGENUITY FOR SUPERIOR PRODUCT DELIVERY

PRODUCT PORTFOLIO

- Sheet Metal Components (including skin panels)
- Welded Assemblies
- Chassis and Suspension Parts and Assemblies
- Exhaust Systems
- Fuel Fillers (Fuel pipe)

DRIVING AHEAD THROUGH ROBUST SYSTEMS

OPERATIONS & FACILITIES

- Stamping, Welding, Fuel Pipe Manufacturing, Die Manufacturing, Painting and Plating
- Press Shop - 20T to 2500T Presses - Standalone, Hydraulic Robotic, Automated and Transfer Press Lines. Die Design Development and Manufacturing CNC Machines - Die Spotting, Assembly - Trial and TPMs
- Weld Shop - MIG / MAG Welding - Manual Robotic, Spot Welding - SSW, PSW, IT Gun, MSW, Robotic Projection Welding - MSW, PSW, SSW, and Laser Cutting Rules
- Coordinate measuring rules and other quality control/assurance related equipment
- Die manufacturing for large panels
- Fuel pipe manufacturing machines
- Others - World-class Paint and Plating shops