



**GROWTH AND  
EXPANSION**

Jay Bharat Maruti Limited  
Annual Report | 2 0 1 7 - 1 8

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### Cautionary Statement Regarding Forward-Looking Statement

The information and opinion expressed in this Annual Report may contain certain forward-looking statements relating to the future business, development and economic performance. Such statements may be subject to a number of risks and uncertainties which could cause actual developments and results to differ materially from the statements made in this Report. Jay Bharat Maruti Limited shall not be liable for any loss, which may arise as a result of any action taken on the basis of the information contained herein. Furthermore, certain industry data are collected from various reports and sources publicly available. We cannot authenticate the correctness of the same and readers are requested to exercise their own judgment in assessing the risk associated with the Company.

# GROWTH AND EXPANSION

Time is never constant and so is evolution and if tandem between both is established on a common ground; the result of such rhythmic combination is exemplified by Jay Bharat Maruti Limited. The organization has successfully surpassed the 3-decade milestone and this feat has been a result of consolidating a grounded approach of 'Growth driven by a foundation of experiential knowledge and Expansion using the corporate art of quick adaptability to technology and innovation'.

Growth And Expansion of Jay Bharat Maruti Limited has been achieved by repeatedly re-examining the sense of purpose in the business, aligning business dealing on ethics and strengthening the process and system to fulfil the purpose of being a conscious vendor to its partner.

Jay Bharat Maruti Limited (JBML) the forerunner of the JBM Group has continued its path of 'Growth And Expansion and this has been attributed because of carefully selected, trained and nurtured intellectual capital, engineering design services to compliment vendor relations, high quality precision product delivery using state-of-the-art technology and continuous improvement in manufacturing automation. These are the attributes that have created a foundation for growth and space for expansion.

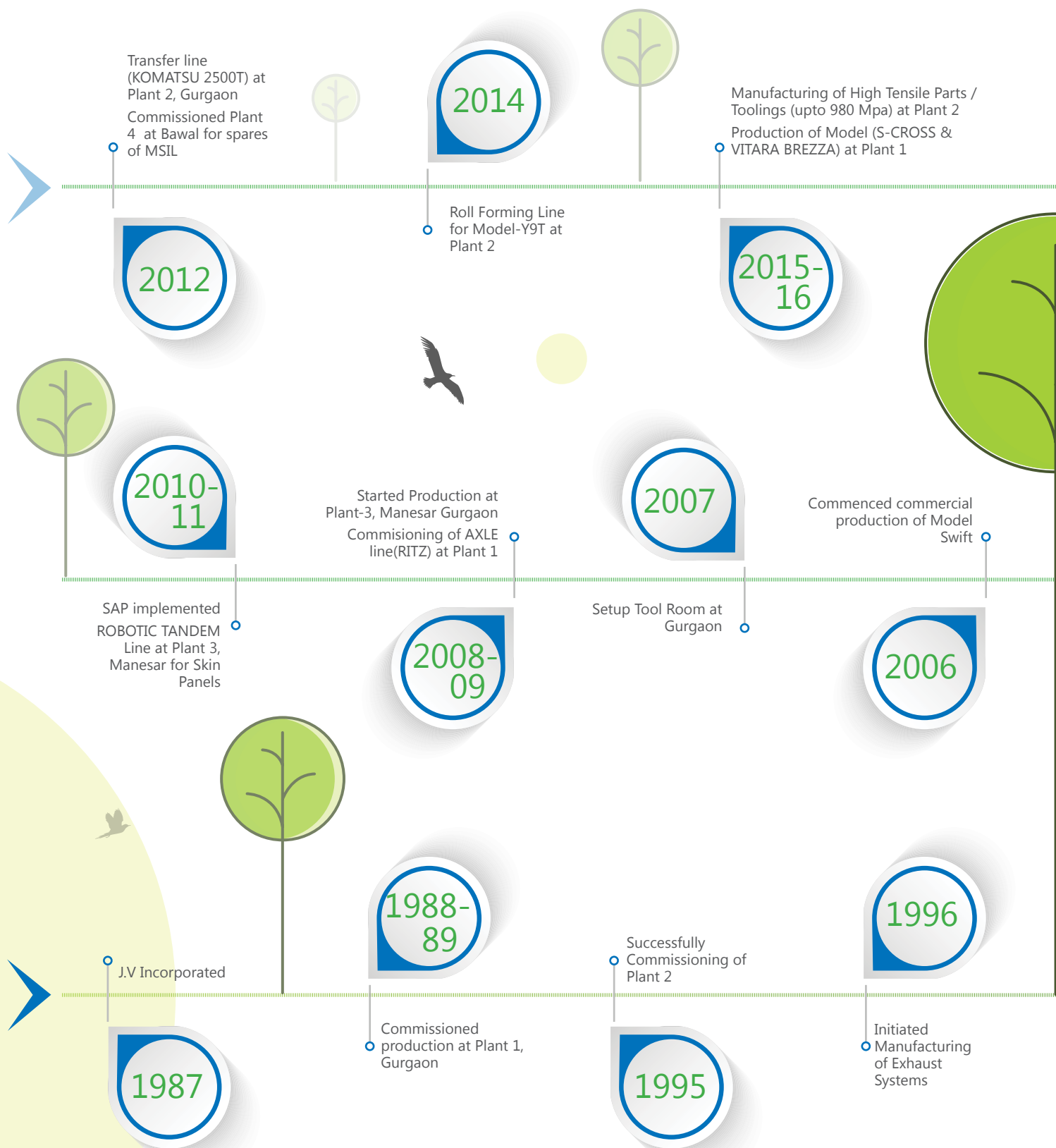
Our journey of metamorphosis has been made possible due to the conscientiousness in our actions; integrating and upgrading to latest technology for product development for a consistent manufacturing evolution. Employing innovation in design, with technology enhancing the overall output has spurred our phenomenal growth, which has been both dramatic and incremental. This in turn has created the scale for expansions into business horizons to tap newer opportunities.

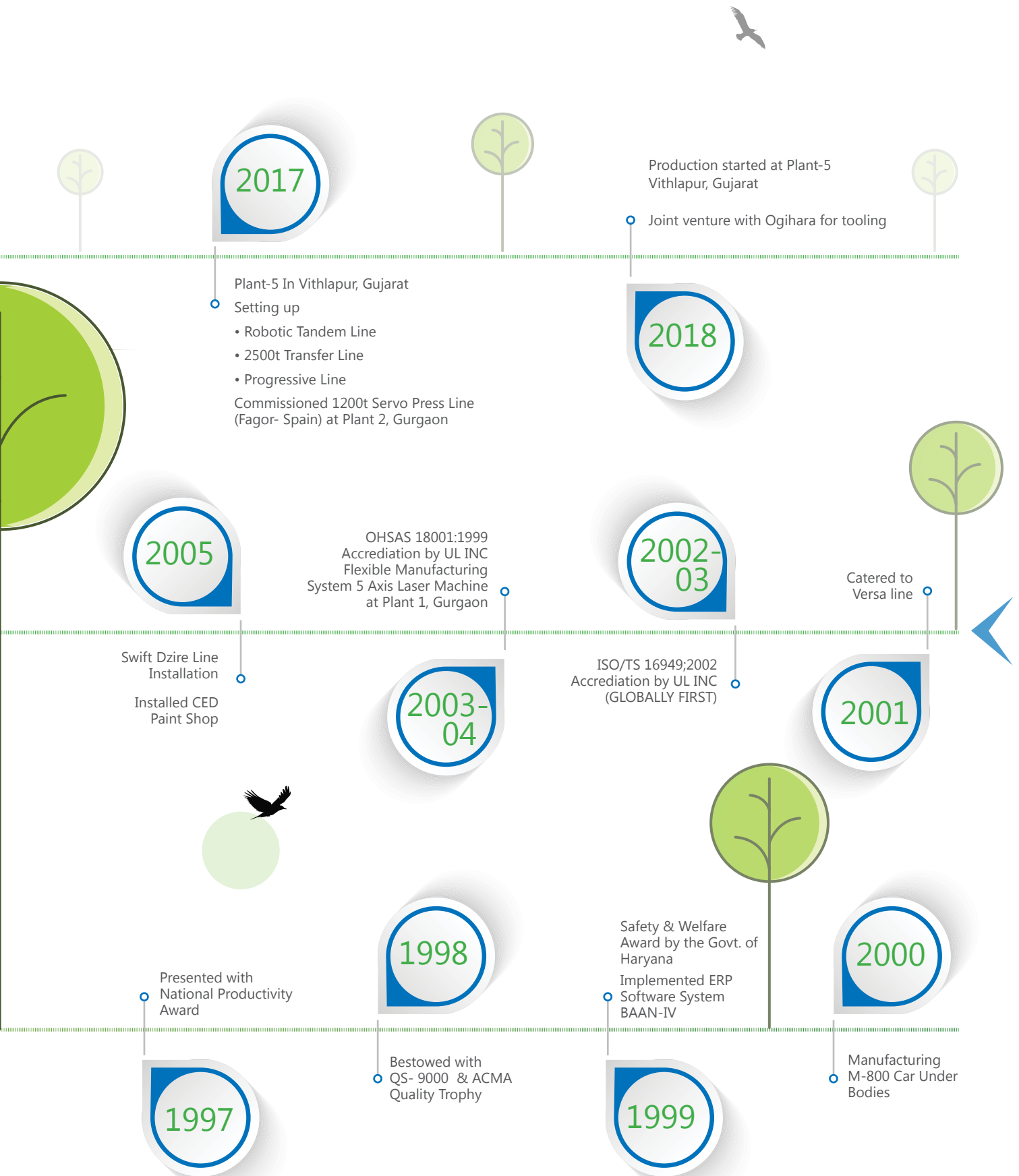
With a right mix of intent, ability and opportunity and thereby leveraging the foundation on which Jay Bharat Maruti Limited has been built on; the organization has been able to fundamentally transform and bridge technology evolution to tap opportunity. Assimilating technology and innovation within the business process has garnered the credibility Jay Bharat Maruti Limited enjoys with its business association with Maruti Udyog Limited.

The organization continues to take mindful steps toward continuously shaping its infrastructure to achieve a healthy growth trajectory and create expansive business agility.



# OUR MILESTONES







## FROM THE CHAIRMAN'S DESK



### Dear Shareholders,

Synergies in relationships create value and a symbiotic approach is essential to create a win - win result. A cohesive organization has been our guiding principle that formed Jay Bharat Maruti Ltd.'s FY17-18 mission of 'Growth & Expansion'.

With consistent growth over the years, India is the fastest growing G20 economy today. Increasing investments and exports, aptly supported by the smooth implementation of the new Goods and Services Tax (GST), have been the major growth engines. With capacity utilization rising, corporate earnings recovering and the recapitalization of public banks, investment has revived. Private consumption has suffered from the confidence and employment shocks associated with demonetization. However, recovery is underway as depicted by the rebound in vehicle sales. Our Government's dual objective of bringing the unorganized sectors into the tax compliant mainstream and propelling the benefits of economic growth to larger sections of our society have strengthened the foundation of a new India that is already on its way towards a sustained economic growth in the coming decades.

The Automotive Mission Plan 2026 aims to propel the Indian Automobile Industry to be a frontrunner in the "Make In India" programme, as it is amongst the foremost drivers of the manufacturing sector. Over the next decade, the Indian automotive sector is likely to contribute in excess of 12% of the country's GDP and comprise more than 40% of its manufacturing sector. The AMP envisages that the Indian Automotive Industry will grow 3.5-4 times in value from its current output of around Rs 4,64,000 cr to about Rs. 16,16,000 – Rs. 18,88,500 cr by 2026, thereby, constituting almost 50% of the total manufacturing GDP.

Fiscal 2017- 2018 was a year of growth driven by a founding principle of being responsible, dynamic, efficient, transparent and reliable. The Indian automobile industry grew by 14.81% to reach 29.07 million vehicles. The passenger vehicle segment recorded an annual growth of 7.87%, riding on a robust growth of 20.97% in the demand of utility vehicles. Moreover, the sale of commercial vehicles and two wheelers grew by 21.13% and 14.79%, respectively. The overall automobile exports in FY17-18 registered a growth of 16.38%, backed by strong growth of 20.51% in 2 wheeler and 40.74% in 3 wheeler vehicles segments. According to ACMA,



The highlights of the year have been start of production at your company's state of the art plant in Vithalapur, Gujarat which is catering to the requirements of Suzuki Motor Corporation. JBML also entered into a strategic joint venture with Ogihara with an objective of strengthening our tooling capabilities. Your company's performance has been driven by a double digit growth in revenues by 13.48% at Rs. 17340.21 million. EBIDTA witnessed a remarkable jump of 18.39% from Rs 1345.22 million in FY17 to Rs 1592.58 million in FY18. The EBIDTA margin in FY18 increased to 9.26% from 8.8%. The net profit for the year stood at Rs 588.91 million, as against Rs 537.74 million in FY17.

the Indian Auto Components Industry would grow to US\$ 100 billion by 2020, backed by strong exports estimated to be of US\$ 80-100 billion by 2026, from the current US\$ 11.2 billion. With this as its core we were able to deliver quality products to our partners, driven by our efficiency in design and advanced automation.

I am glad to report a double digit growth in your company's revenues by 13.48% at Rs. 17340.21 million. EBIDTA witnessed a remarkable jump of 18.39% from Rs 1345.22 million in FY17 to Rs 1592.58 million in FY18. The EBIDTA margin in FY18 increased to 9.26% from 8.8%. Your company's net profit for the year stood at Rs 588.91 Million, as against Rs 537.74 million in FY17.

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To conclude, I would like to formally thank our partner Maruti Suzuki India Ltd for their continued patronage on our delivery prowess. I extend my sincere appreciation to the management and the staff of the company for their valued contribution, as always. A big thanks to you, our valued shareholders. Your faith and trust in our capabilities keeps motivating us to evolve higher and stronger.

Finally, I would like to end this note by quoting Benjamin Franklin,

"Without continual growth and progress, such words as improvement, achievement, and success have no meaning."

**Thank You and Jai Hind.**

**Surendra Kumar Arya**  
**Chairman**



# FINANCIAL HIGHLIGHTS

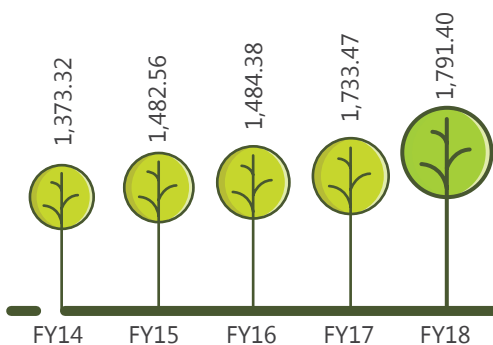
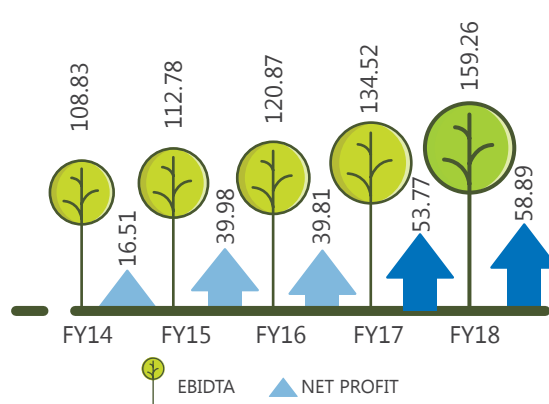
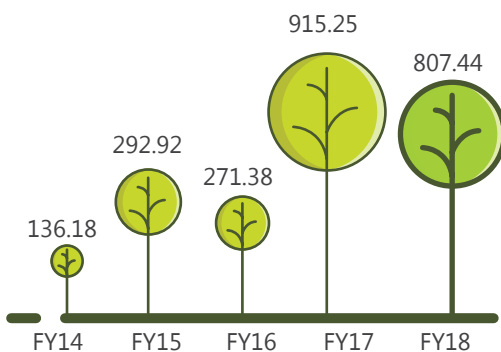
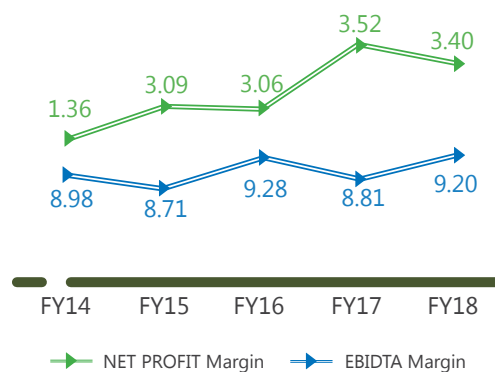
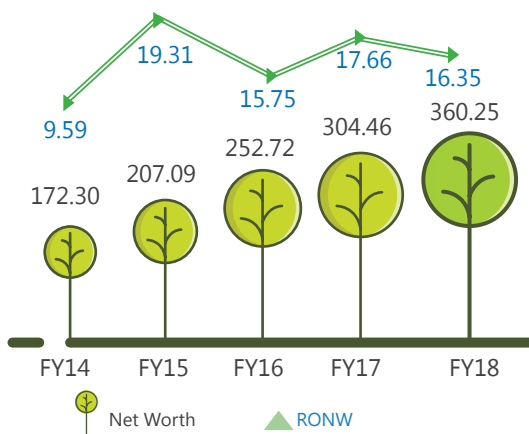
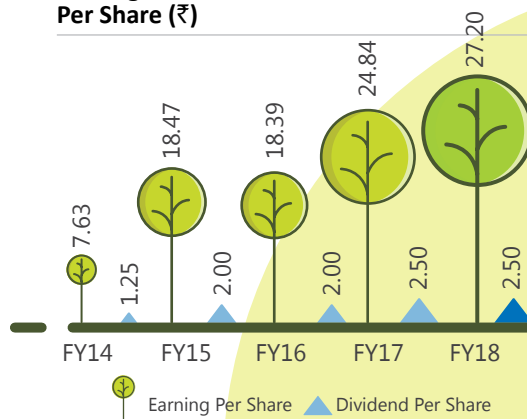
₹ In Crore

Particulars	2013-14	2014-15	2015-16	2016-17	2017-18
Revenue from operations	1,370.68	1,475.16	1,480.60	1,732.05	1,787.79
Less Excise Duty	159.10	181.03	178.68	205.42	57.38
Net Sales	1,211.58	1,294.14	1,301.92	1,526.63	1,730.41
Other Income	2.64	7.40	3.78	1.42	3.61
Total Income	1,373.32	1,482.56	1,484.38	1,733.47	1,791.40
EBIDTA	108.83	112.78	120.87	134.52	159.26
Financial Charges	21.58	21.33	22.14	18.30	20.12
Depreciation - Fixed Assets	45.54	38.20	39.02	41.43	49.10
Profit Before Tax (excluding exceptional Item)	41.71	53.25	59.71	74.79	90.04
Exceptional Item	14.41	-	-	-	-
Profit Before Tax	27.30	53.25	59.71	74.79	90.04
Tax	10.79	13.27	19.90	21.02	31.15
Profit After Tax	16.51	39.98	39.81	53.77	58.89
Share Capital	10.83	10.83	10.83	10.83	10.83
Reserve & Surplus	161.47	196.26	241.90	293.63	349.42
Net Worth	172.30	207.09	252.72	304.46	360.25
Inventory/Net Turnover (Times)	12.25	10.33	9.72	13.34	8.55

Key Indicators					
EBIDTA/Net Sales (%)	8.98	8.71	9.28	8.81	9.20
PBT/Net Sales (%)	2.25	4.11	4.59	4.90	5.20
PAT/Net Sales (%)	1.36	3.09	3.06	3.52	3.40
RONW (PAT/Net Worth) (%)	9.59	19.31	15.75	17.66	16.35
Earning Per Share (₹)	7.63	18.47	18.39	24.84	27.20
Cash Earning Per Share (₹)	28.66	36.11	36.41	43.97	49.88
Dividend Per Share (₹)	1.25	2.00	2.00	2.50	2.50
Book Value per Share (₹)	79.58	95.65	116.73	140.63	166.40
Price/Earning Ratio (Times)	8.24	7.33	6.82	17.02	13.71
Market price of share as on 31 <sup>st</sup> March' (₹)*	62.90	135.30	125.35	422.75	372.95
Market Capitalisation (₹ in crores)	136.18	292.92	271.38	915.25	807.44
Proposed Dividend (₹ in crores)	2.71	4.33	4.33	5.41	5.41
Corporate Dividend Tax (₹ in crores)	0.46	0.87	0.88	1.10	1.10
"Dividend Payout Ratio(%) (including Dividend Distribution Tax)"	19.20	12.99	13.09	12.11	11.06

Note:  
\* as per NSE prices



**Total Income (₹ In Crore)****EBITDA and Net Profit (₹ In Crore)****Market Capitalisation (₹ In Crore)****Profitability Margin (₹ In Crore)****Net Worth and RONW (₹ In Crore)****Earning Per Share and Dividend Per Share (₹)**

# JAY BHARAT MARUTI LTD. IN BRIEF



Jay Bharat Maruti Limited (JBML), founded in 1986, in collaboration with Maruti Suzuki India Limited (MSIL), is the leading manufacturer of key auto components and assemblies such as BIW parts, exhaust systems, fuel fillers (fuel pipe), and suspension parts for passenger cars. Our five state-of-the-art manufacturing plants, located in Gurgaon, Bawal, Manesar (Haryana) and Gujarat are well equipped with advanced production lines to develop products of highest quality.

## 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.

## Mission

To make JBML a synonym for a world-class organization, excelling in sheet metal technologies.

**1700+**  
crore turnover

**5**  
state-of-the-art  
manufacturing  
facilities

**720**  
components/assemblies  
produced