

JYOTI CNC AUTOMATION LIMITED

CIN: U29221GJ1991PLC014914 Regd. Off.: G – 506, Lodhika GIDC, Kalawad Road, Metoda, Rajkot – 360 021.

Date: May 21, 2024

To,

BSE Limited, Mumbai National Stock Exchange of India Ltd, Mumbai

BSE Script Code: 544081 NSE Script Symbol: JYOTICNC

Dear Sir/ Madam,

SUB: INVESTOR PRESENTATION FOR THE QUARTER AND FINANCIAL YEAR ENDED ON MARCH 31,2024.

In continuation of our letter dated May 16, 2024 on the Subject and in terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, We enclose a copy of Investor Presentation for the quarter and financial year ended on March 31, 2024.

A Copy of the said Investor Presentation is also being available on Company's Website www.jyoti.co.in

Please take the same on your records.

Thanking You,
For Jyoti CNC Automation Limited

Parakramsinh G Jadeja Chairman and Managing Director DIN: 00125050







JYOTI CNC AUTOMATION LTD.

Update on Earnings for Q4 and FY24



Safe Harbor



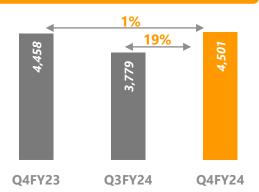
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Q4 AND FY-24 FINANCIALS

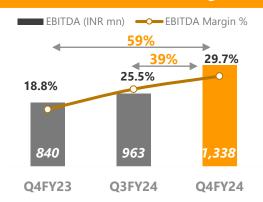
Financial Performance – Q4



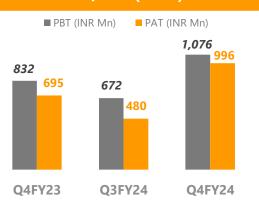




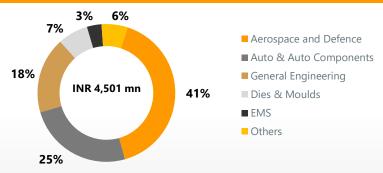
EBITDA (₹ mn) and Margins

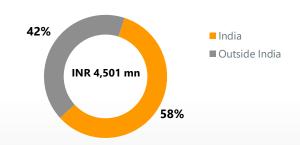


PBT/PAT (₹ mn)



Revenues from Operations across end user industries (excluding scrap and other operating income) for 3 months ended March 31,2024

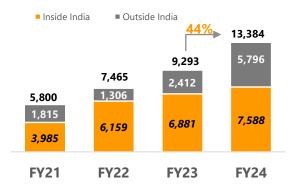




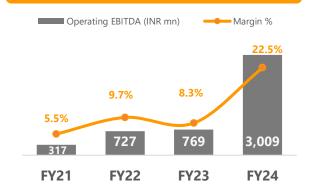
Financial Performance – FY24



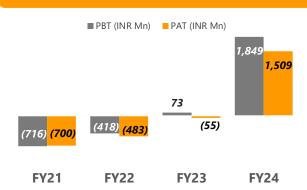
Revenue from Operations (₹ mn)



Operating EBITDA (₹ mn) and margins*



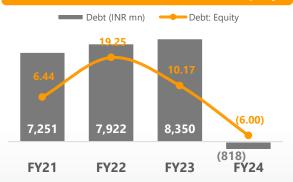
PBT/ PAT (₹ mn)



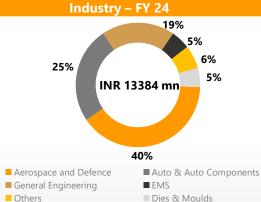
Operating Cash Flow & Capex (₹ mn)



Net Debt (₹ mn) and Net Debt : Equity



Revenue Bifurcation Across End User Industry – FY 24



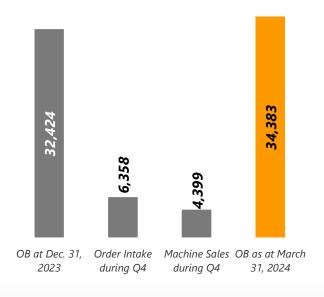
Order Book – Continues to Provide Visibility of Future Growth

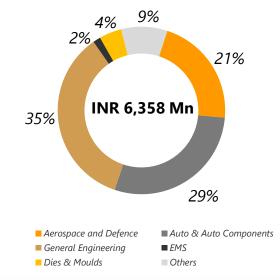


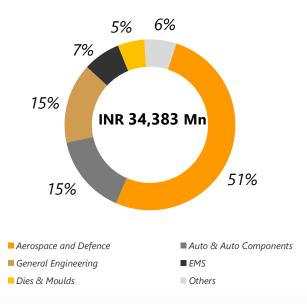
Order Book movement during the Quarter

Q4 Order Intake - End User Industry Segment

Robust Order Book Across Large Spectrum of End-User Industries







Update on Deployment of IPO Proceeds as on 31st March 2024



Purpose of Proceeds	Proposed Utilization of Proceeds	Actual Utilization of Proceeds	Unutilized Amount
Repayment and/or pre-payment	475 Cr.	475 Cr.	-
Funding long-term working capital	360 Cr.	99.56 Cr.	260.44 Cr.
General corporate purpose	114.45	82.21 Cr.	32.24 Cr.

COMPANY PROFILE

Our Mission



Patronizing Technological EducationTo patronize the technological

education and awareness amongst all whosoever are concerned.

Most Preferred Organization to Work
To provide perfect working
environment and seeks to be the
most preferred organization to work

with

Economical / Cultural Contribution

Seeks always to be considered as the major contributor to the society economically and culturally.



Innovation at the Core

Dedicated to the development of technology through scientific excellence and innovations.

Comfort to Human Life through Technology

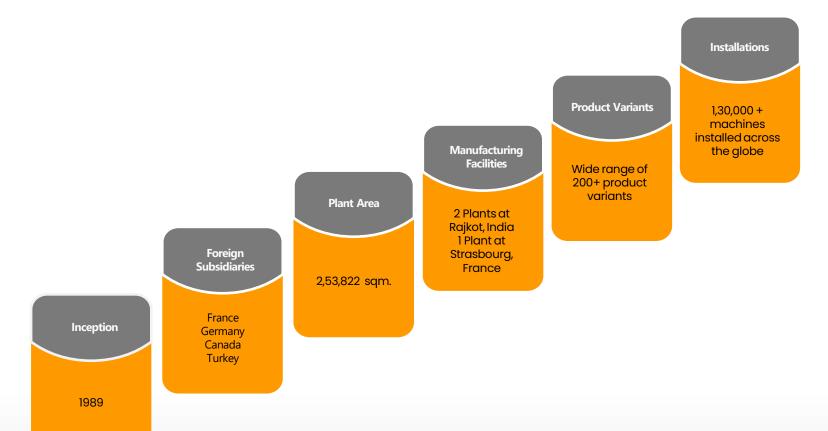
Our purpose leads to the advancement of technology in machine tool arena and thus contributing the comfort and enhancement to the existence of human life.

Happiness for All Stakeholders

Makes life merry to all those who are connected with us (Employees, Customers, Investors, Vendor and all the Associates).

Jyoti at a Glance





Key Milestones



1991 2007 2008 2016

- Originally incorporated as AMB Engineering Company Private Limited in 1991
- Acquired Huron Graffenstaden SAS.
 Increased the installed capacity to 1,500 machines per annum.
- ✓ Inaugurated a R&D facility at Rajkot, Gujarat
- Entered into an MOU with a research institution constituted by the Govt. of India for development of 5 Axis CNC Multi-Tasking Machine

2017 2019 2022 2024

- Launched 7th SENSE, an Industry 4.0 initiative which is geared towards automating sophisticated and repetitive functions which enables seamless management of productivity, health and tool life of the CNC machine.
- Launched KX300 to cater
 Aerospace and Defense segments.
- Launched an Artificial Intelligence
 (A.I) system named 'PreciProtect'
 which is used as collision prevention
 technology, which senses the
 collision in real time and protects
 the machine from accident.
- Developed VST 160 with integrated auto loading and unloading system to cater Electric Vehicles
- Consolidated order book crossed INR 34,000 Mn
- Company got listed on NSE/BSE exchanges

Board of Directors





Parakramsinh Ghanshyamsinh Jadeja - Promoter, Chairman & Managing Director

- He has been associated with Jyoti Enterprise as a partner since 1989
- He is also a director on the board of Indian Machine Tool Manufacturers Association since December 2015 and Neo Rajkot Foundation since June 2016
- His entrepreneurial nous is well recognised. He has been honoured with the 'Premier Outstanding Entrepreneurship Award' by the IMTMA in 2013, the 'Small Scale Entrepreneur Third Award 2003', by the Ministry of Small Scale Industries, Government of India, and the "CII Best Entrepreneurship of the year award' for 2004-2005
- He was also awarded the Hercules Award in 2013 on "Converting SSI into Indian MNC" by the Gujarat Innovation Society



Sahdevsinh Lalubha Jadeja - Promoter & Whole-time DirectorHe has been associated with Jyoti Enterprise as a partner since 1989



Jignasa Pravinchandra Mehta – Independent Director

She is currently working as Professor of Mechanical Engineering and Dean of Engineering and Technology at Darshan University, Rajkot

She holds a degree of Bachelor of Engineering in mechanical from Saurashtra University, a master's degree in engineering in mechanical from Sardar Patel University. She has also received a degree of Doctor of Philosophy from Sardar Patel University, Gujarat



Vikramsinh Raghuvirsinh Rana - Promoter & Whole-time Director

He was appointed as director in March 26, 2003



Pravinchandra Ratilal Dholakia - Independent Director

He is currently a senior partner at P.R Dholakia & Co., Chartered Accountants

He is a Chartered Accountant and holds a membership from the Institute of Chartered Accountants of India



Yogesh Damodardas Kathrecha – Independent Director

He has completed his bachelor's of technology in mechanical engineering from Indian Institute of Technology, Bombay in 1985.

He is also a director on the board of GM APE Automation (India) Private Limited since June 08, 2021



Vijay Vaman Paranjape - Independent Director

He holds a bachelor's of engineering degree (electrical branch) from Sardar Patel College of Engineering, University of Mumbai

He was previously a director of Siemens Limited. He is also a director on the board of Dol Motors Private Limited since November 11, 2011

Management & Execution Team





Kamlesh Sureshbhai Solanki - Chief Financial Officer

He joined the Company in March 1, 2004 as Manager - Finance and was appointed as Chief Financial Officer with effect from April, 2015

He holds a bachelor's degree in commerce from Saurashtra University, Rajkot



Maulik B Gandhi - Company Secretary and Compliance Officer

He is responsible for managing the secretarial department of the Company He joined the Company as company secretary in September 17, 2012. He was appointed as Compliance Officer of the Company in July 2023

He holds a bachelor's degree in business administration from Saurashtra University, Rajkot. He holds a membership from Institute of Company Secretaries of India



Vijaysinh Pravinsinh Zala - Executive Head - Design

He has been associated with the Company since November 1, 2004

He has completed his bachelor's degree in engineering (Mechanical) from Sardar Patel University



Hitesh Chhaganbhai Patel - General Manager - Assembly

He has been associated with the Company since January 1, 2004

He has completed his bachelor's degree in engineering (Electronics and Telecommunication) from North Maharashtra University, Jalgaon. He has also completed his Master of Business Administration in marketing from Newport University, Newport Beach California



Hiren Mahipatsinh Jadeja - President - Marketing

He has been associated with the Company since January 1, 2004

He has completed his bachelor's degree in engineering (Electronics and Telecommunication) from North Maharashtra University, Jalgaon. He has also completed his Master of Business Administration in marketing from Newport University. Newport Beach California



Vikas Raj Taneja - President - Marketing

He has been associated with the Company since December 1, 2008

He holds a bachelor's degree in engineering (Production) from Shivaji University.

He has also completed his Master's Diploma in Business Administration from Institute of Management Development and Research. Pune



Marc Paul Troia - Director General of Huron Graffenstaden SAS

He holds a degree, BAC E (Mathematical and Technic), a degree in (DUT) Mechanical Engineering, Lean Manufacturing, and is a Graduate Engineer in mechanics

Prior to joining huron graffenstaden SAS he worked as president AMADA SA france, group general manager of FOREST-LINÉ (FRANCE), vice president of ABB (FRANCE), export customer RFQ manager of RENAULT AUTOMATION (FRANCE), and site manager of STEIN HEURTEY and NEWELCO newport (UK)



Shivangi Bipinbhai Lakhani – Executive Head - Corporate Communication

She has been associated with the Company since March 1, 2007

She has completed her Bachelors in Commerce from Sadguru Homese & Commerce (E.M.) College, Rajkot, Saurashtra University and her Masters of Business Administration from H. N. Shukla College of Management Studies, Rajkot, Saurashtra University

Workforce Breakdown

2,686
Employees

68.79% Skilled employees

Vertically Integrated Manufacturing Facilities



















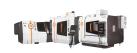
Key Benefits

 Our integrated operations enables us manufacture some of the critical machine components such as spindles, tool-changers, pallet changers, rotary tables and universal heads in-house. This reduces dependence on third parties, streamlines production process and improves operational efficiencies

R & D Capability - The Key Strength







Designed and developed a portfolio of CNC machines in India with over 200+variants across 44 product verticals.



Jyoti CNC has developed '7th Sense' solutions, an Industry 4.0 initiative which is geared towards automating sophisticated and repetitive functions

140+ employees dedicated to R&D in Rajkot, Gujarat & Strasbourg, France*







An Artificial Intelligence (AI) tool developed through inhouse R&D facility



Ability to provide Customized Solutions to our customers

Manufacturing Capacities



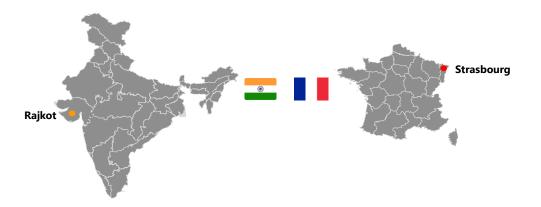
237,408.50

sq. meters of industrial land in India

164,655.32

sq. meters of unutilized land in India

6,000* Machines p.a. Installed Capacity for CNC Machines (*by Sept 2024)



W JYOTI



M) HURON Manufacturing Facility, Huron

16,414

sq. meters in France

9,629

sq. meters of unutilized land

121

Installed Capacity for CNC Machines

Huron – The Technology Backbone



STRATEGIC LOCATION

Located at the Central Europe which is considered as the hub of the machine tool Industry

EXPOSURE TO THE WORLD CLASS MFG.

Exposure to the World Class Manufacturing Methods and Processes

TECHNOLOGY ACCESS

Access to the sophisticated 5 Axis Technology



MARKET REACH

Expansion of the Market Reach through Huron as a global brand in Europe, China, USA & Canada

PRODUCT BASKET

Broadening of Product basket with the addition of 5 Axis High Precision Machining Centers for Jyoti

AEROSPACE & DEFENCE

Swift entry into large Indian Aerospace & Defense companies

BRAND VALUE

Enables to enhance the of Brand Value

Sales & Distribution Network



Sales & Marketing strategy primarily focused on customer engagement along with seeking to establish new relationships with customers





29 Sales and Service Centers spread across 12 states in India



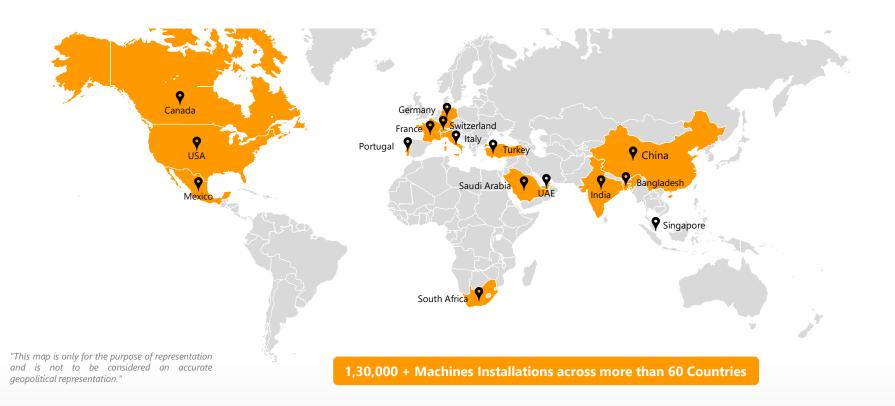
2 Distributors / Dealers in India and 11 distributors / dealers outside India



Jyoti CNC sells products through its dealer network and directly to its customers

Global Customer Base





End User Industry Segments

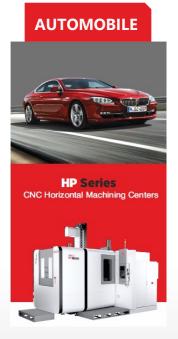












End User Industry Segments











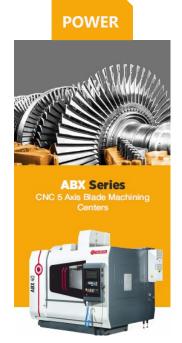
End User Industry Segments













Product Presence Across The Value Chain



200+ product variants across industry segments



Entry Level Machines



Mid-range Machines



High-end Machines

- CNC Turning / Turn Mill Centers
- CNC Vertical Machining Centers
- CNC Horizontal Machining Centers
- CNC 5 Axis Machining Centers
- CNC Multi Tasking Machines

Key Clientele



AEROSPACE - DEFENCE























































Key Clientele



OTHERS



























































Awards FY24





Recognized as 'Best Brand in the Metal Cutting Industry' by Economic Times for 6 consecutive years from 2018 to 2023





IMTMA Export Performance Award 2024 in Machine Tool category in January 2024

Jyoti wins "**The Best Stall Award**" at Mach Auto Expo, Ludhiana in February 2024

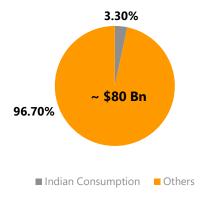


ROAD AHEAD

Global Machine Tool Industry



Global Consumption



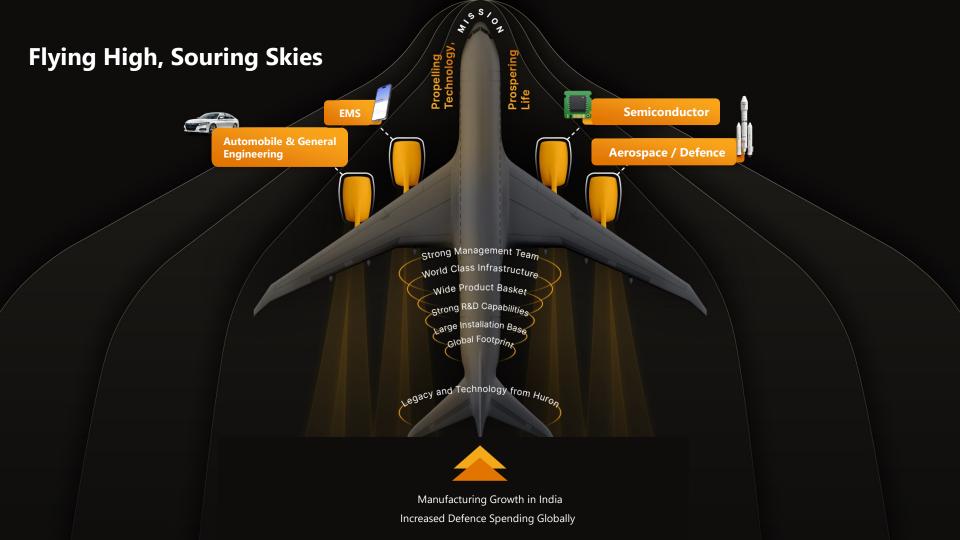
Top 10 Consumers

Rank	Country	% of Global Consumption
1	China	34.50
2	USA	12.70
3	Italy	7.20
4	Germany	6.90
5	Japan	5.10
6	South Korea	3.9
7	India	3.3
8	Russia	2.7
9	Mexico	2.6
10	Taiwan	2.3

Top 10 Producers

Rank	Country	% of Global Production
1	China	32.8
2	Japan	12.7
3	Germany	12.4
4	Italy	8.3
5	USA	7.2
6	South Korea	5.4
7	Taiwan	4.8
8	Switzerland	3.1
9	India	1.7
10	Russia	1.1

Source: Gardner Business Media Inc.



Leveraging Emerging Industrial Sectors Semiconductor Aerospace / Aerospace / Defence Aerospace / Defence Defence Automobile & Automobile & **Automobile &** Automobile & SEA A General SEA D General General TAL General 750 D **Engineering** Engineering Engineering **Engineering**

2023 2024 2025 2026 2027

Our Growth Engines



AEROSPACE AND DEFENCE

- ✓ The Global Aerospace and Defence market size is expected to reach as ~US\$ 1388 B (@ 8.2% CAGR) by 2030
- ✓ Increase in Defence spendings globally due to Geo-Political circumstances





EMS

- ✓ I-phone exports from India during FY24 has reached all time high at USD 15 B. (source: The Economic Times)
- ✓ The overall electronics exports jumped nearly 24% to \$29.12 billion in FY24 (source : The Economic Times)
- ✓ The Indian EMS industry is expected to grow at an annual rate of 34% until FY26, reaching a staggering value of \$54.21 billion (source : F&S)
- ✓ The potential CNC Machine demand for EMS industry in India is over 1,00,000 machines within the span of next 5 years.

ELECTRIC VEHICLES

- ✓ The global Electric Vehicle market is expected to grow at 17.8% CAGR during 2024-2030. (source: Fortune Business Insights
- ✓ The Electric Car market in India is expected to grow at a 56.0% CAGR during 2024–2030.
- ✓ Global EV market size is expected to reach ~ US\$623.3bn and will grow at 9.82% CAGR by 2028. (source: www.statista.com)



SEMI CONDUCTOR INDUSTRY

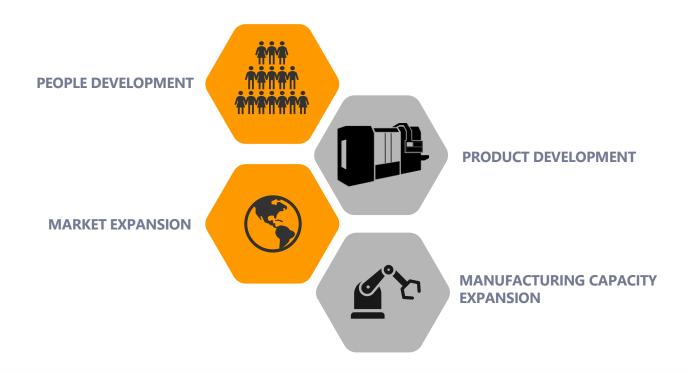
- ✓ The Indian semiconductor industry is expected to grow at a CAGR of 19.7% from 2022-23 FY to 2026-27 FY.
- ✓ Tata's semiconductor chip fabrication unit in Gujarat was approved with an outlay of nearly INR 500 billion.



STRATEGIES FOR THE NEXT LEAP

Strategies for the Next Leap





People Development



Extensive focus on skill development of existing manpower and new entrants through COE (Center Of Excellence)



New Product Development



Leveraging R & D strength to design and develop new product variants in line with global industry demands.

GU 5 FIVE

5 Axis Gantry Type Machining Center



End User Segments: Automobile, Aerospace, Defence,

Oil & Gas, Healthcare, Die & Mould

Global Market Size: ~0.42B USD

Tachyon 4FT

High Dynamic High Precision Drill-tap Center



End User Segments : EMS, Healthcare

Global Market Size: ~2.4B USD

TS 200

Twin Spindle Twin Turret with Gantry



End User Segments: Bearing Industry, Automobile,

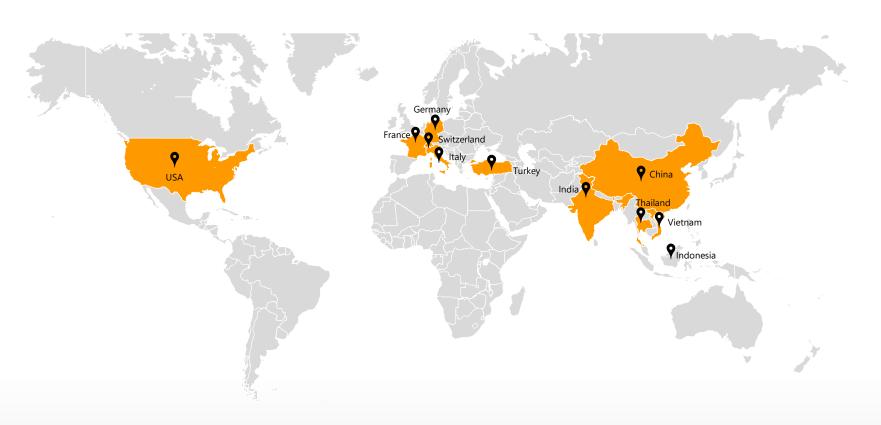
Textile, Agriculture

Global Market Size: ~0.3B USD

Market Expansion



Exploring under-penetrated market demography such as USA, South Asia (Thailand, Vietnam, Indonesia) etc.



Manufacturing Capacity Expansion



Constructing the additional machine building capacity through expansion of assembly, sub-assembly and foundry.







Capacity enhancement will lead to production capacity up to 6,000* machines p.a. (*by Sept. 2024)





Q4 & FY24 FINANCIALS

Statement of Profit & Loss - Quarterly



Particulars (₹ mn)	Q4FY24	Q3FY24	Q-o-Q %	Q4FY23	Y-o-Y %
Income					
Revenue from operations	4,501.3	3,779.2	19.1%	4,457.8	1.00%
Other income	29.9	31.0	(3.54%)	109.5	(72.68%)
Total income (I)	4,531.2	3,810.2	18.9%	4,567.3	(0.79%)
Expenses					
Cost of materials consumed + Changes in inventories of finished goods & WIP	2,311.1	1,829.5	26.3%	2,902.0	(20.4%)
Employee costs	566.6	555.9	1.93%	397.3	42.6%
Finance costs	206.8	235.5	(12.1%)	316.2	(35.5%)
Depreciation and amortization expense	84.8	86.5	(1.9%)	105.4	(19.5%)
Other expenditure	285.4	431.1	(33.8%)	318.5	(10.4%)
Total expenses (II)	3,455.0	3,138.4	10.1%	4,039.4	(14.5%)
Profit before tax/ exceptional/ extraordinary items (III) = (I - II)	1,076.2	671.7	60.21%	527.9	103.88%
Extraordinary Income				305.5	NM
Tax expense					
Current tax expenses	207.8	186.2	11.6%	135.8	53.0%
Deferred tax charge / (Credit)	(127.9)	5.1	NM	1.71	NM
Total tax expense (IV)	79.83	191.4	(58.28%)	137.5	(42.0%)
Profit for the period (V) = (III - IV)	996.41	480.4	107.4%	694.9	43.4%

Statement of Profit & Loss – Annually



Particulars (₹ mn)	FY24	FY23	FY22	FY21
Income				
Revenue from operations	13,384.7	9,292.6	7,464.9	5,800.6
Other income	64.9	233.4	35.7	100.3
Total income (I)	13,449.5	9,526.0	7,500.6	5,900.9
Cost of materials consumed + Changes in inventories of finished goods & WIP	6,737.0	5,516.0	4,196.9	3,189.6
Employee costs	2,045.11	1,662.4	1,418.4	1,313.9
Finance costs	897.2	897.0	822.0	755.1
Depreciation and amortization expense	327.5	336.2	357.9	377.8
Other expenditure	1,593.2	1,345.9	1,123.0	980.3
Total expenses (II)	11,600.0	9,757.4	7,918.1	6,616.7
Profit before tax/ exceptional/ extraordinary items (III) = (I - II)	1,849.5	(231.2)	(417.5)	(715.7)
Exceptional Items (IV)	-	304.5	-	-
Tax expense				
Current tax expenses	464.0	135.8	65.0	-
Prior year tax	-	0.5	-	-
Deferred tax charge / (Credit)	(123.13)	(8.4)	0.5	(15.4)
Total tax expense (V)	340.9	127.9	65.5	(15.4)
Profit for the period (VI) = (III + IV - V)	1508.6	(54.64)	(483.0)	(700.3)

Balance Sheet - Snapshot



Particulars (₹ mn)	FY24	FY23	FY22	FY21
ASSETS				
Property, Plant and Equipment	3,086.43	2,688.86	2,745.55	2,991.55
Capital work-in-progress	487.28	82.79	8.97	510.89
Right of Use Assets	0.06	0.06	0.36	0.86
Intangible assets	136.71	141.60	179.12	219.75
Intangible assets under development	9824	71.01	45.81	26.37
Deferred Tax Asset (Net)	5.80	-	-	-
Financial Assets				
- Investments	36.59	33.88	19.58	18.55
- Other financial assets	-	100.47	49.76	118.92
Other non-current assets	318.34	240.78	243.89	107.76
Total Non-Current Assets	4,160.46	3,359.45	3,293.04	3,994.65
Current Assets				
Inventories	8,659.89	8,199.03	6,340.41	6,447.06
Financial Assets				
- Trade Receivables	2,491.01	1,458.78	2,001.90	2,166.40
- Cash & Cash Equivalents	3023.35	160.92	24.44	101.15
- Other Balances with Bank	832.79	121.97	201.21	123.47
- Loans	38.66	59.30	48.51	47.22
- Other financial assets	1,807.24	1,410.72	331.40	513.31
Other current assets	727.73	336.38	587.25	488.66
Current tax asset (net of provision)	42.32	46.94	34.20	-
Total Current Assets	17,622.99	11,794.04	9,569.31	9,887.27
Total Assets	21,783.45	15,153.49	12,862.35	13,881.92

<u> </u>				
Particulars (₹ mn)	FY24	FY23	FY22	FY21
EQUITY & LIABILITIES				
Equity Share Capital	454.85	329.29	294.79	294.79
Compulsory Convertible Preference Share entirely in Equity Nature	-	-	-	-
Other Equity	13,191.41	491.15	116.74	831.07
Total Equity	13,646.26	820.44	411.54	1,125.86
Non-current Liabilities				
Borrowings	84.13	1,274.65	1,402.63	1,194.28
Provisions	152.81	127.78	121.67	233.02
Deferred Tax Liabilities (net)	-	202.11	207.80	207.16
Total Non-Current Liabilities	997.94	1,604.54	1,732.10	1,634.46
Current Liabilities				
Financial liabilities				
- Borrowings	2,192.69	7,075.09	6,518.94	6,056.89
- Trade payables				
a. Micro & Small enterprises	60.82	17.90	7.28	12.13
b. Other than Micro & Small enterprises	3,654.66	4,112.01	2,946.33	3,107.08
- Other Financial Liabilities	586.58	397.54	308.80	629.01
Other Current liabilities	509.64	978.32	857.35	1,299.68
Provisions	25.92	17.40	18.14	16.81
Current Tax Liabilities	108.94	130.34	61.87	-
Total Current Liabilities	7,139.25	12,728.52	10,718.71	11,121.60
Total Liabilities	21,783.45	15,153.49	12,862.35	13,881.92

THANK YOU!



