



JYOTI CNC AUTOMATION LIMITED

CIN: L29221GJ1991PLC014914

Regd. Off.: G – 506, Lodhika GIDC, Kalawad Road,

Metoda, Rajkot – 360 021.

Date: August 14, 2024

To,
The Department of Corporate Services,
BSE Limited, Mumbai

To,
The Listing Compliance Dept.
National Stock Exchange of India Ltd, Mumbai

BSE Script Code: 544081

NSE Script Symbol: JYOTICNC

Dear Sir/ Madam,

SUB : INVESTOR PRESENTATION FOR THE QUARTER ENDED ON JUNE 30,2024.

In continuation of our letter dated August 10, 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 ended on June 30, 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

Maulik B Gandhi
Compliance Officer and Company Secretary
Membership No.: F8819



**PROPELLING TECHNOLOGY
PROSPERING LIFE**

JYOTI CNC AUTOMATION LIMITED

Update on Earnings for Q1 FY25



AEROSPACE



DEFENCE



EMS
(Electronic Manufacturing Services)



ELECTRIC VEHICLES



GENERAL ENGINEERING

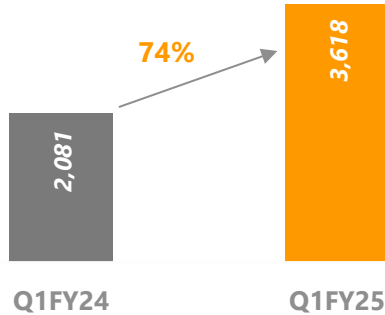
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Q1 FY25 FINANCIALS

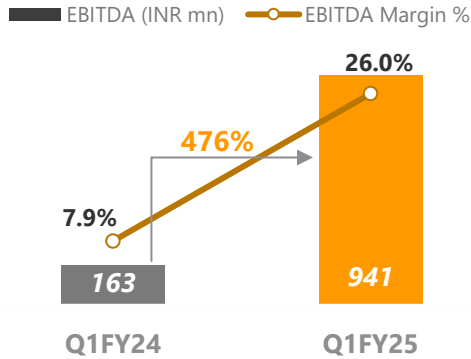
Consolidated Financial Performance – Q1 FY25



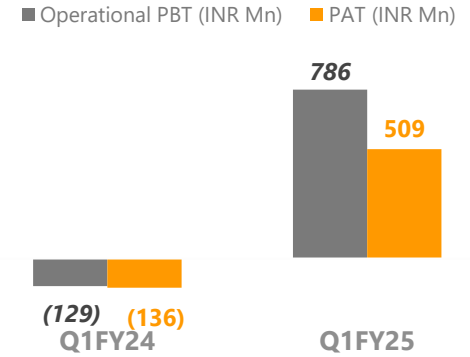
Revenue from Operations (₹ mn)



EBITDA (₹ mn) and Margins

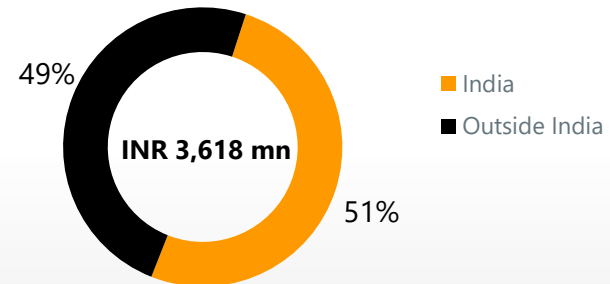
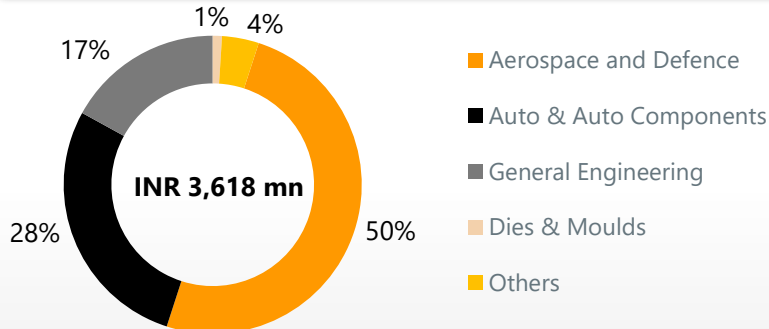


Operational PBT* / PAT (₹ mn)

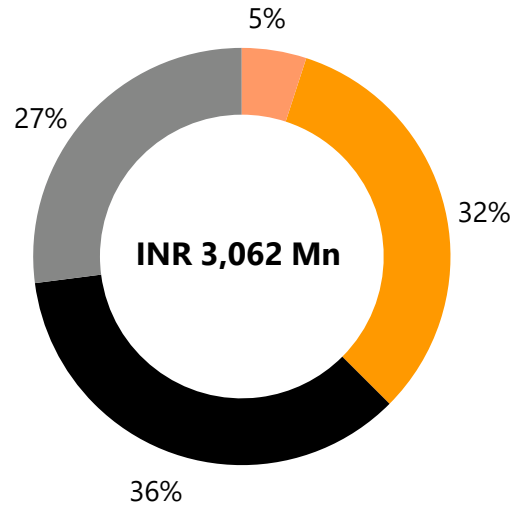


* Excluding Exceptional Item

Revenue from Operations across end user industries for 3 months ended June 30, 2024



Q1 Order Intake - End-user Industry Segment

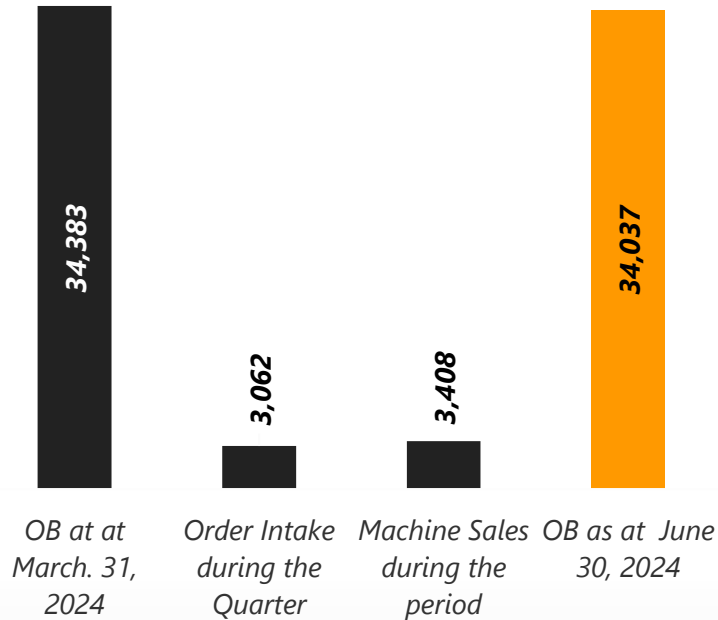


- Aerospace and Defence
- Auto & Auto Components
- General Engineering
- Others

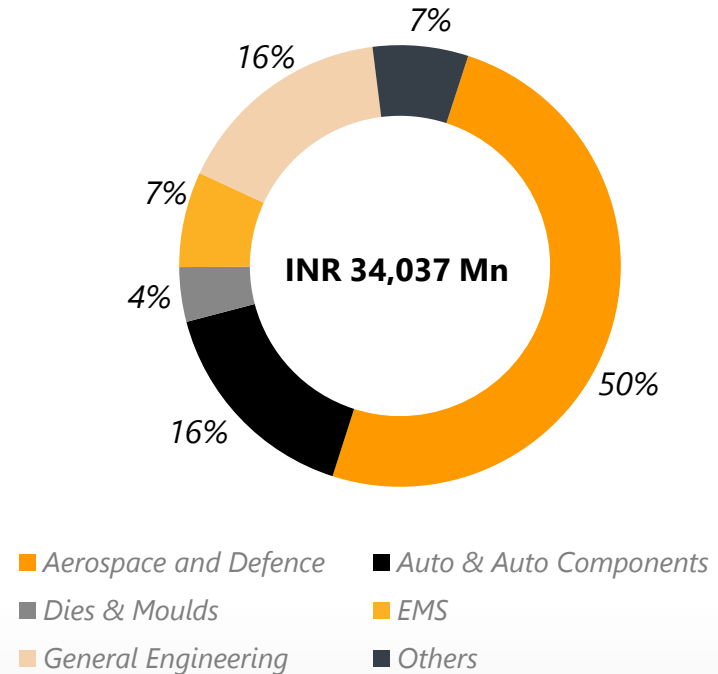
Order Book – Continues to provide visibility of future growth



Order Book movement during the Quarter



Robust order book across large spectrum of end-user industries



Update on Deployment of IPO Proceeds as on 30th June 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.	303.82 Cr.	56.18 Cr.
General corporate purpose	114.45	104.71 Cr.	9.74 Cr.
Total	949.45 Cr.	883.53 Cr.	65.92 Cr.

COMPANY PROFILE

Jyoti at a Glance



Inception in 1989

**Foreign Subsidiaries
in France, Germany,
Canada and Turkey**

**2,53,822 sqm of
Plant Area**

**Manufacturing Facilities
2 plants at Rajkot, India
and 1 plant in
Strasbourg, France**

**Wide range of 200+
product variants**

**1,30,000 + machines
installed across the
globe**

Key Milestones



1991

- ✓ Originally incorporated as AMB Engineering Company Private Limited in 1991

2007

- ✓ Acquired Huron Graffenstaden SAS.
- ✓ Increased the installed capacity to 1,500 machines per annum.

2008

- ✓ Inaugurated a R&D facility at Rajkot, Gujarat

2016

- ✓ Entered into an MOU with a research institution constituted by the Govt. of India for development of 5 Axis CNC Multi-Tasking Machine

2017

- ✓ 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.

2019

- ✓ 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.

2022

- ✓ Developed VST 160 with integrated auto loading and unloading system to cater Electric Vehicles

2024

- ✓ 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 Director

He has been associated with Jyoti Enterprise as a partner since 1989



Vikramsinh Raghuvirsinh Rana - Promoter & Whole-time Director

He was appointed as director in March 26, 2003



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



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



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.



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

Total Workforce

2,989
Employees

Vertically Integrated Manufacturing Facilities



Foundry



Machine Shop Building



Sheet Metal Unit



Paint Shop, Rajkot



Assembly Building



Assembly Line 1



Assembly Line 2



Manufacturing Facility, France

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



Leonardo Da Vinci R & D Center



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*



PRECIPROTECT

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



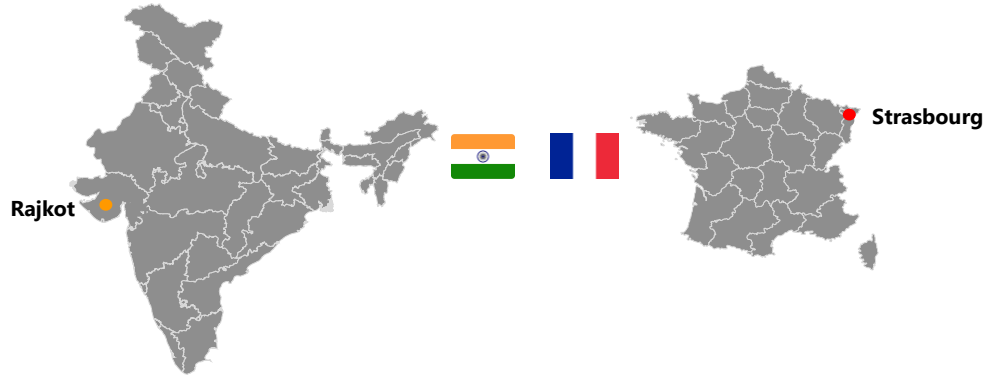
Ability to provide Customized Solutions to our customers

Manufacturing Capacities



237,408.50

sq. meters of industrial land in India



16,414

sq. meters in France

164,655.32

sq. meters of unutilized land in India

9,629

sq. meters of unutilized land

6,000*

Machines p.a.

Installed Capacity for CNC Machines (*by Sept 2024)



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

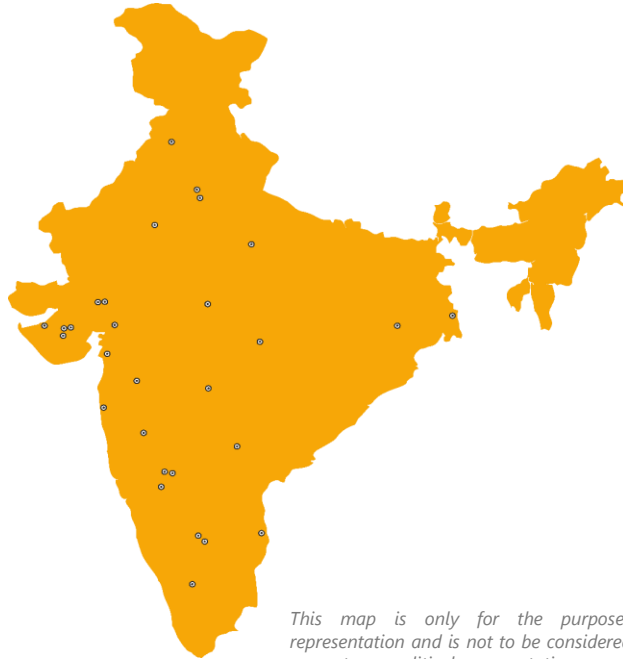
BRAND VALUE

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



This map is only for the purpose of representation and is not to be considered an accurate geopolitical representation.



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



"This map is only for the purpose of representation and is not to be considered an accurate geopolitical representation."

1,30,000 + Machines Installations across more than 60 Countries

End User Industry Segments



DEFENCE



MX Series
CNC 5 Axis Mill Turn
Machining Centers



AEROSPACE



KX Large Series
CNC 5 Axis Double Column
Machining Centers



ELECTRONICS



TACHYON Series
CNC High Speed Drill Tap Centers



AUTOMOBILE



HP Series
CNC Horizontal Machining Centers



End User Industry Segments



RAILWAY



NX Series
CNC Double Column
Machining Centers



DIE & MOULD



K MILL Series
CNC Bridge Type Machining Centers



INFRASTRUCTURE



VMC Large Series
CNC High Speed Drill Tap Centers



OIL & GAS



DX Large Series
CNC Turning Centers



End User Industry Segments



HEALTHCARE



KX/K3X Five Series
CNC 5 Axis Vertical Machining Centers



PUMP & VALVES



VTL Series
CNC Vertical Turning Centers



POWER



ABX Series
CNC 5 Axis Blade Machining Centers



BEARINGS



TS Series
CNC Twin Spindle Twin Turret with Gantry Robot



Product Presence Across The Value Chain



200+ product variants across industry segments



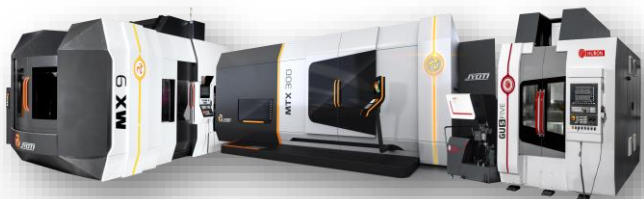
Entry Level Machines

- CNC Turning / Turn Mill Centers
- CNC Vertical Machining Centers



Mid-range Machines

- CNC Horizontal Machining Centers
- CNC 5 Axis Machining Centers



High-end Machines

- CNC Multi Tasking Machines

Key Clientele



AEROSPACE - DEFENCE



AUTOMOBILE



Key Clientele



OTHERS



Recent Awards



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



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



Jyoti wins **"Best Innovative Product"** Award at INTEC Exhibition, Coimbatore

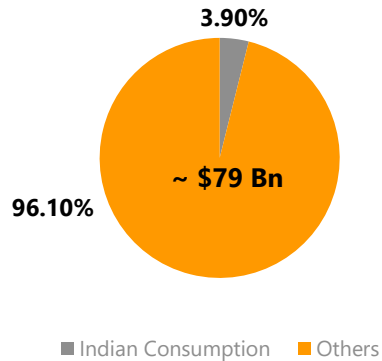


ROAD AHEAD

Global Machine Tool Industry



Global Consumption



Top 10 Consumers

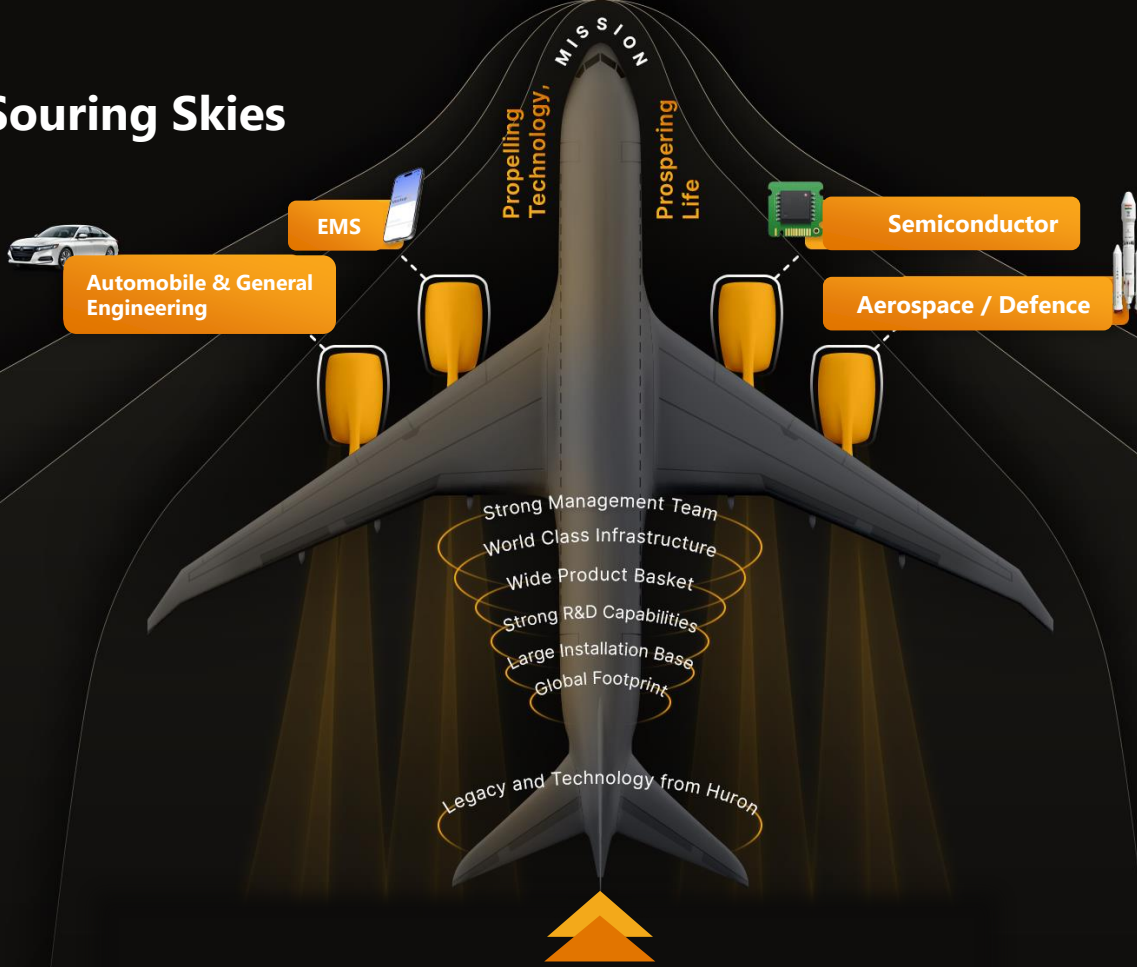
Rank	Country	% of Global Consumption
1	China	32.5
2	USA	16.2
3	Germany	7.5
4	Italy	6.5
5	Japan	5.0
6	India	3.9
7	South Korea	3.7
8	Mexico	3.1
9	Turkey	2.4
10	Taiwan	1.7

Top 10 Producers

Rank	Country	% of Global Production
1	China	32.0
2	Germany	13.0
3	Japan	11.0
4	USA	9.0
5	Italy	7.5
6	South Korea	6.0
7	Taiwan	4.0
8	Switzerland	3.0
9	India	1.75
10	Spain	1.5

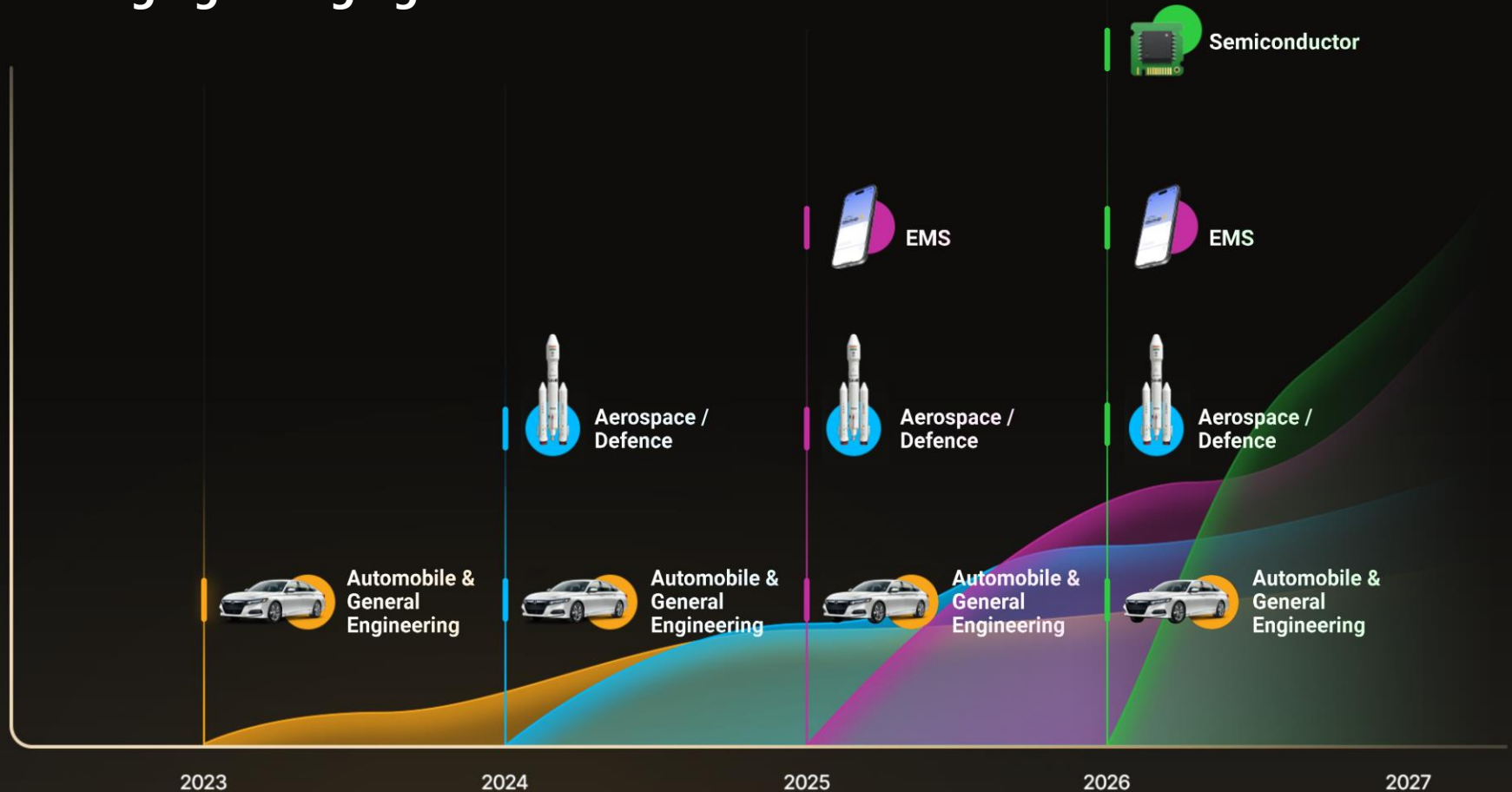
Source : Gardner Intelligence World Machine Tools Survey 2023

Flying High, Souring Skies



Manufacturing Growth in India
Increased Defence Spending Globally

Leveraging Emerging Industrial Sectors



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



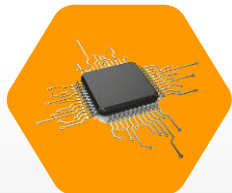
- ✓ I-phone exports from India during FY24 has reached all time high at USD 15 B. (source : *The Economic Times*)
- ✓ The overall electronics exports jumped nearly 24% to \$29.12 billion in FY24 (source : *The Economic Times*)
- ✓ The Indian EMS industry is expected to grow at an annual rate of 34% until 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

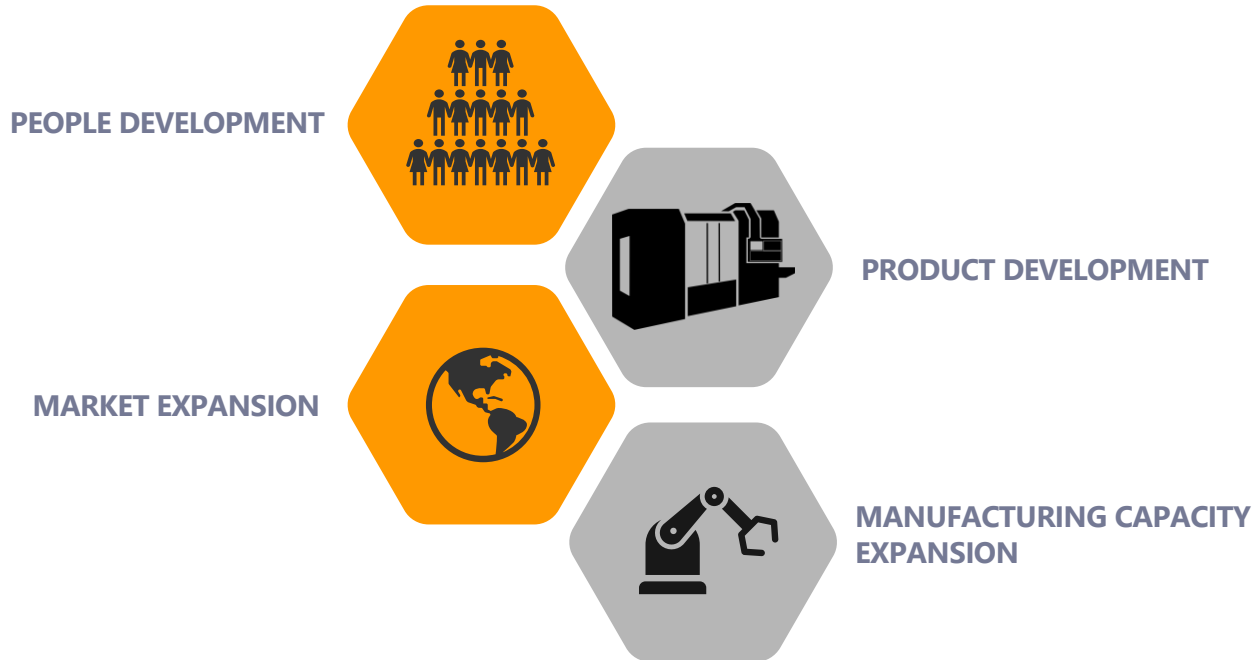


- ✓ The Indian semiconductor industry is expected to grow at a CAGR of 19.7% from FY2022-23 to FY2026-27.
- ✓ Tata's semiconductor chip fabrication unit in Gujarat was approved with an outlay of nearly INR 500 billion.

A large orange arrow graphic pointing to the right, with a rounded tip, set against a white background. The text is positioned on the left side of the arrow.

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)



Recent 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



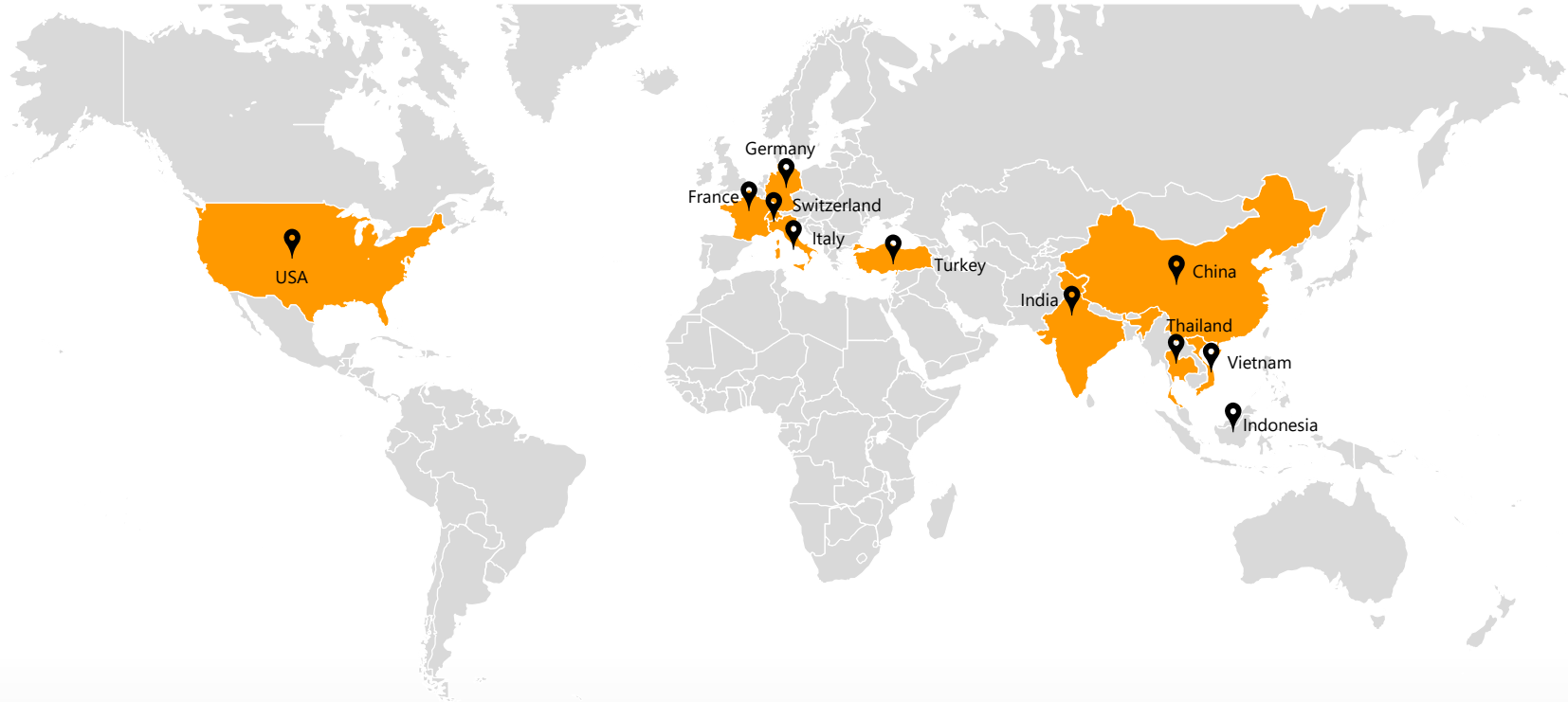
End User Segments : Bearing Industry, Automobile, Textile, Agriculture

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.



New Assembly Line – Exterior View



New Assembly Line – Interior View

Capacity Expansion to 2000 tons p.m.



New Sub-Assembly – Under Construction

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



Foundry – Interior View

Q1 FY25 Financials

Statement of Profit & Loss – Q1 FY25



Particulars (₹ mn)	Q1FY25	Q1FY24	Y-o-YQ %	Q4FY24	Q-o-Q %
Income					
Revenue from operations	3,618.4	2,081.3	73.9%	4,501.3	(19.6%)
Other income	39.8	(9.3)	NM	29.9	33.1%
Total income (I)	3,658.2	2,072.1	76.6%	4,531.2	(19.3%)
Expenses					
Cost of materials consumed + Changes in inventories of finished goods & WIP	1,692.9	985.2	71.8%	2,311.1	(26.7%)
Employee costs	570.4	420.0	35.8%	566.6	0.7%
Finance costs	110.2	206.2	(46.6%)	206.8	(46.7%)
Depreciation and amortization expense	84.1	76.6	7.8%	84.8	(0.9%)
Other expenditure	414.4	512.8	(19.2%)	285.4	45.2%
Total expenses (II)	2,871.9	2,200.9	30.5%	3,455.0	(16.9%)
Profit before tax/ exceptional/ extraordinary items (III) = (I - II)	786.3	(128.8)	NM*	1,076.2	(26.9%)
Extraordinary Income / (Expense)	(90.71)		NM		NM
Tax expense					
Current tax expenses	160.6	0.5		207.8	(22.7%)
Deferred tax charge / (Credit)	25.83	6.5		(127.9)	NM
Total tax expense (IV)	186.38	6.9		79.8	133.5
Profit for the period (V) = (III - IV)	509.2	(135.8)	NM	996.4	(48.9%)

* NM = Non-Measurable

Thank you !

