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JSWSL: SECT: MUM: SE: 2017-18
August 01, 2017

1. National Stock Exchange of India Ltd. Exchange Plaza Plot No. C/1, G Block Bandra – Kurla Complex Bandra (E), Mumbai – 400 051 NSE Symbol: JSWSTEEL Kind Attn.: Mr. Hari K, President (Listing)	2. BSE Limited Corporate Relationship Dept. Phiroze Jeejeebhoy Towers Dalal Street, Mumbai – 400 001. Scrip Code No.500228 Kind Attn: The General Manager (CRD).
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Sub: Investor/Analyst Presentation - Regulation 30 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, ("Listing Regulations 2015")

Dear Sir,

Pursuant to Regulation 30 of the Listing Regulations 2015, we enclose herewith for your information a copy of the presentation made to Analysts for the 2nd Quarter ended on 30.09.2017.

This is for the information of your members and all concerned.

Thanking you,

Yours faithfully,
For **JSW STEEL LIMITED**

Lancy Varghese
Company Secretary

T H E W I L L

T O W I N



JSW Steel Limited

Q2 FY 2017-18 Results Presentation

October 31, 2017

Key highlights – Q2 FY18

Standalone performance

- ✓ Crude Steel production: 3.94 million tonnes
- ✓ Saleable Steel sales: 3.92 million tonnes
- ✓ Quarterly Operating EBITDA : ₹2,927 crores
- ✓ Quarterly PAT : ₹845 crores
- ✓ Net Debt to Equity: 1.62x and Net Debt to EBITDA: 3.66x

Consolidated performance

- ✓ Highest ever quarterly Saleable Steel sales: 3.96 million tonnes
- ✓ Quarterly Operating EBITDA ₹3,036 crore and PAT ₹836 crores
- ✓ Net Debt to Equity: 1.87x and Net Debt to EBITDA: 3.67x

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Agenda

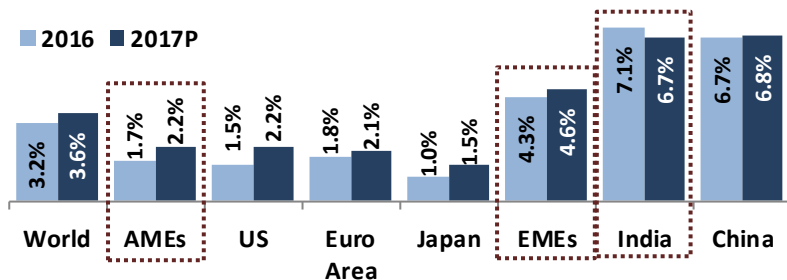
Business Environment

Operational Performance

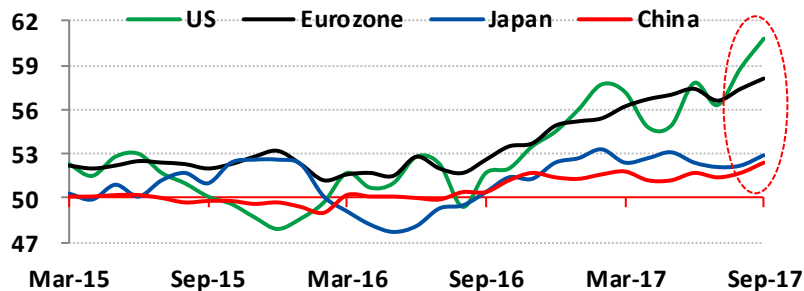
Financial Performance

Global economy

GDP growth - IMF projections for 2016 and 2017 (%YoY)



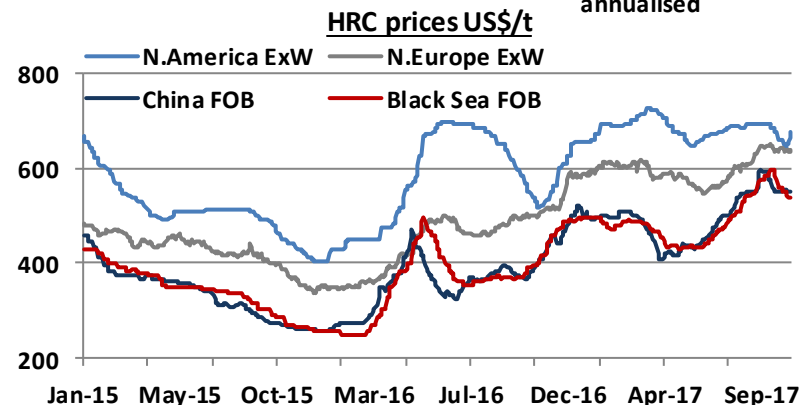
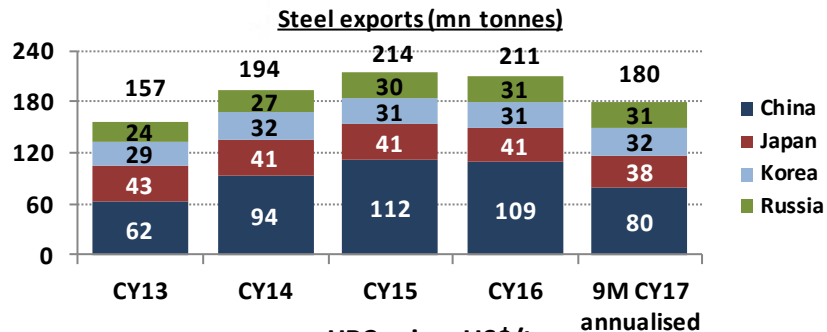
Manufacturing PMI



- Global growth outlook remains positive over the near term as economic indicators across regions point towards accelerating momentum.
- US growth remains firmly on course with strong business and consumer confidence, supported by accommodative financial conditions
- Recovery for the Euro area continues with steady domestic demand and higher exports amidst expansionary monetary policy, and lower political risk and policy uncertainty
- Outlook for Japan is improving with strengthening global demand and supportive fiscal stance
- Economic growth in China has been strong with high public investments and the momentum is expected to continue with robust domestic demand

Global growth momentum is broad based and remains buoyant

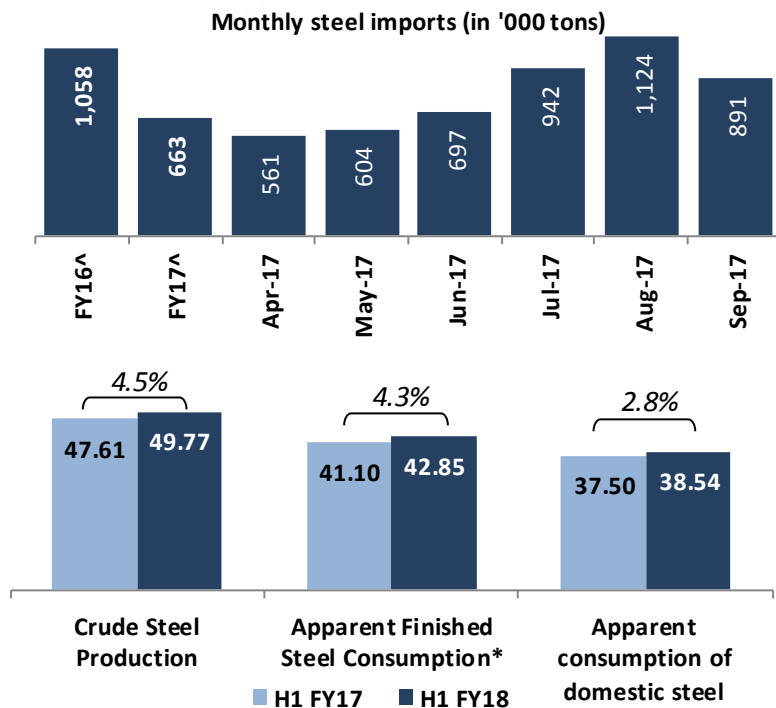
Global steel scenario



- WSA expects world steel demand to grow at 2.8%* in 2017 - more than double of the growth rate expected at the beginning of the year
- Steel exports from China has reduced further in the last quarter with closure of inefficient production facilities and continued strong domestic demand
- Exports from Japan reduced slightly with stronger domestic demand but Korean exports continue to remain at elevated levels with weakness in the domestic market
- Steel prices have strengthened with improved demand outlook, production discipline and support from raw material prices

Global steel prices are supported by improving demand and steady raw material prices

Indian economy and steel industry



- Steel imports have increased sharply in the last quarter displacing domestic volumes. Q2FY18 imports run rate was ~12mt (up by 59% QoQ). Imports from Korea, China and Japan continue to be ~70% of total imports.
- A surge in imports of flat products in Q2 met almost the entire Q/Q growth in flat products consumption in Q2FY18
- Rising imports of defective material and import of substandard products under the garb of prime products, especially in the coated segment is alarming
- Crude steel production increased by 4.5%YoY in H1FY18, while apparent finished steel consumption grew by 4.3%YoY. However, consumption of domestic steel increased only by 2.8%YoY.
- Steel demand is expected to improve further with government focus on infrastructure build up like roads, DFC, water & gas pipelines, metro, irrigation projects, solar energy, power T&D etc. Bank recapitalisation will pave way for an uptick in credit growth and possible restart of the investment cycle.

Rising imports despite trade measures need immediate intervention

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Agenda

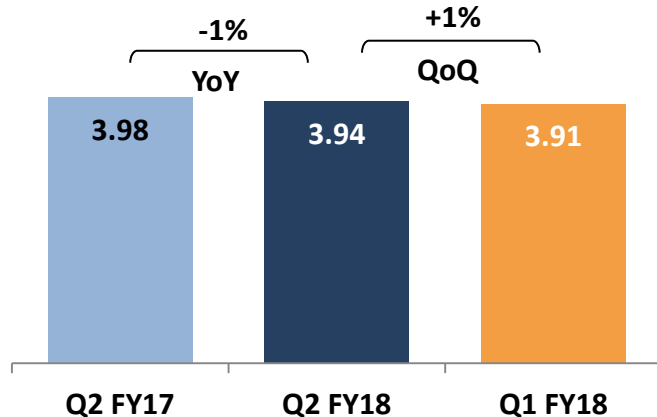
Business Environment

Operational Performance

Financial Performance

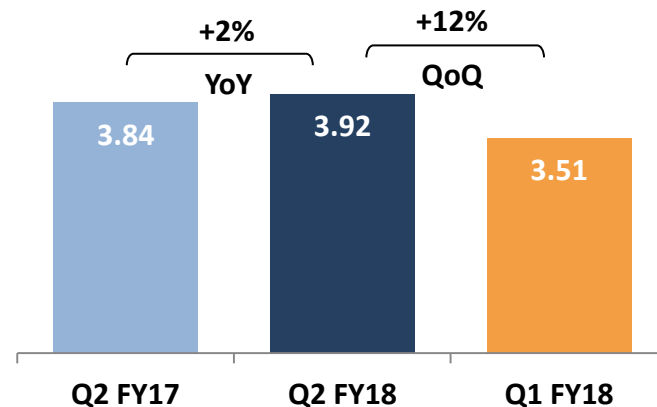
Quarterly volumes – standalone

Crude Steel Production



	Q2 FY17	Q2 FY18	Q1 FY18
Flat	2.86	2.89	2.76
Long	0.79	0.77	0.83

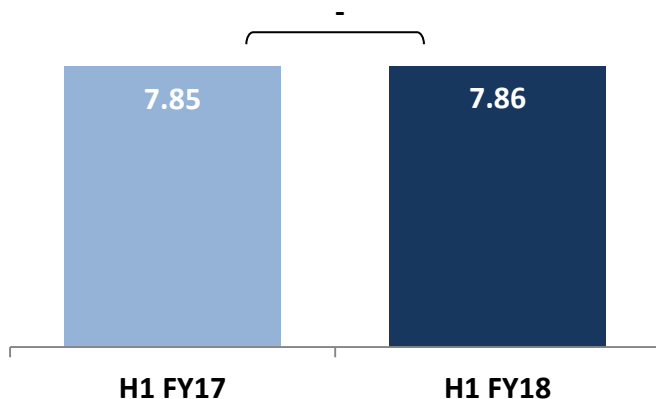
Steel Sales



	Q2 FY17	Q2 FY18	Q1 FY18
Flat	2.80	2.83	2.57
Long	0.81	0.86	0.75
Semis	0.23	0.24	0.18

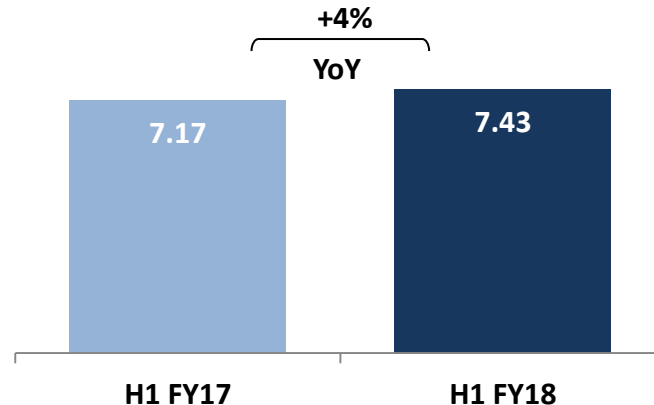
Half yearly volumes – standalone

Crude Steel Production



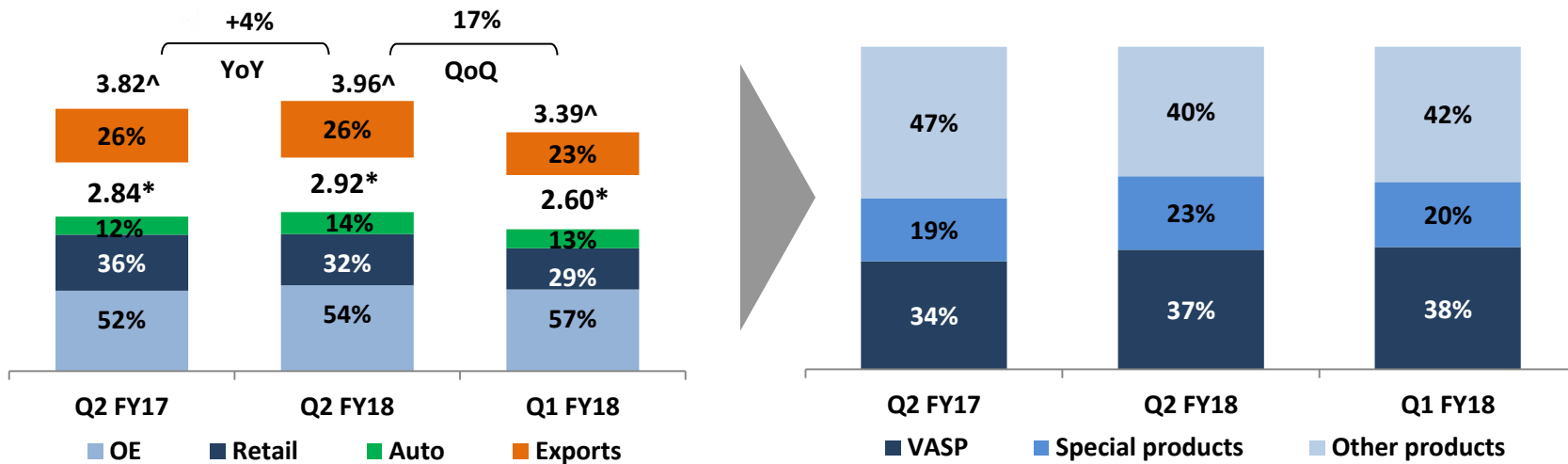
	H1 FY17	H1 FY18
Flat	5.60	5.65
Long	1.64	1.61

Saleable Steel Sales



	H1 FY17	H1 FY18
Flat	5.28	5.40
Long	1.55	1.61
Semis	0.35	0.42

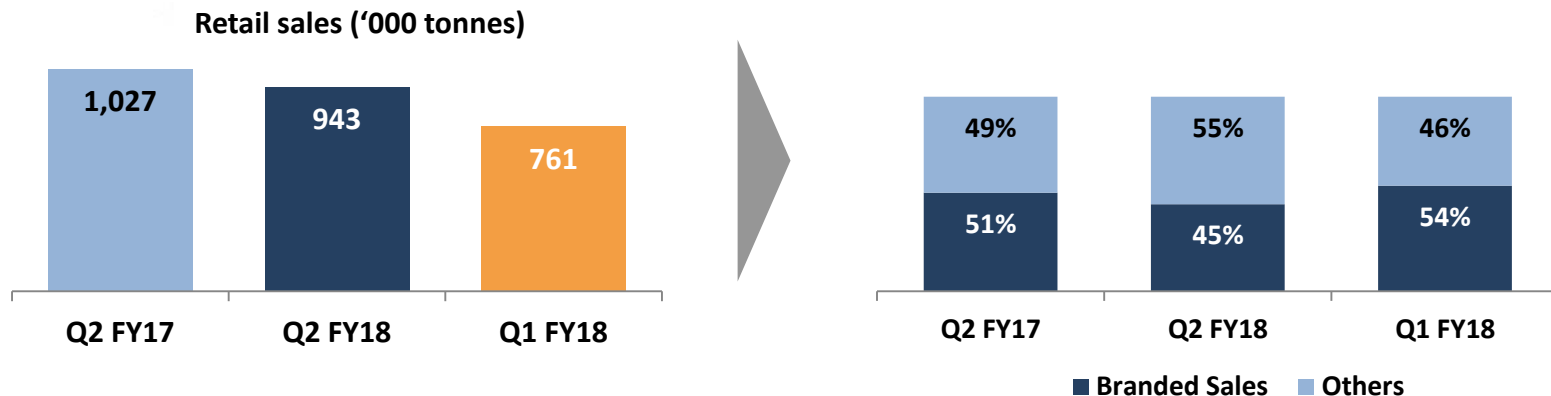
Quarterly sales highlights – consolidated



- ✓ Overall sales grew 4%YoY
- ✓ Overall Value added & special products (VASP) and Special products sales grew by 17%YoY –
 - CRCA sales grew 11%, Galvanised sales grew 9%, Colour Coated sales grew 30% and Electrical Steel sales grew 30%
 - 22% growth in sales to Automotive customers, 71% growth in sales to Appliance segment, and 67% growth in sales to the Solar segment

Focused efforts towards value added & special products sales

Retail segment highlights for Q2 FY18



- ✓ Retail sales improved by 24% QoQ as the effects of GST rollout on channel demand is stabilising
- ✓ Added 447 new Retailers and 20 new Distributors to the network – JSW now has footprints across 575 districts with over 8,500 exclusive and non-exclusive retail outlets
- ✓ Engaged with 7500+ influencers through 744+ meets

New Product/Grade approvals in Q2 FY18

SPCE /IF grade (CR)



Oil Pan

SPFC 490 (CR)



Muffler Part

650MC (HR)



ATM cash cabinet

SPCC (CR)



Barrels for petrochemicals

DX 51D (Coated)



Ceiling Electrical Panel

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Agenda

Business Environment

Operational Performance

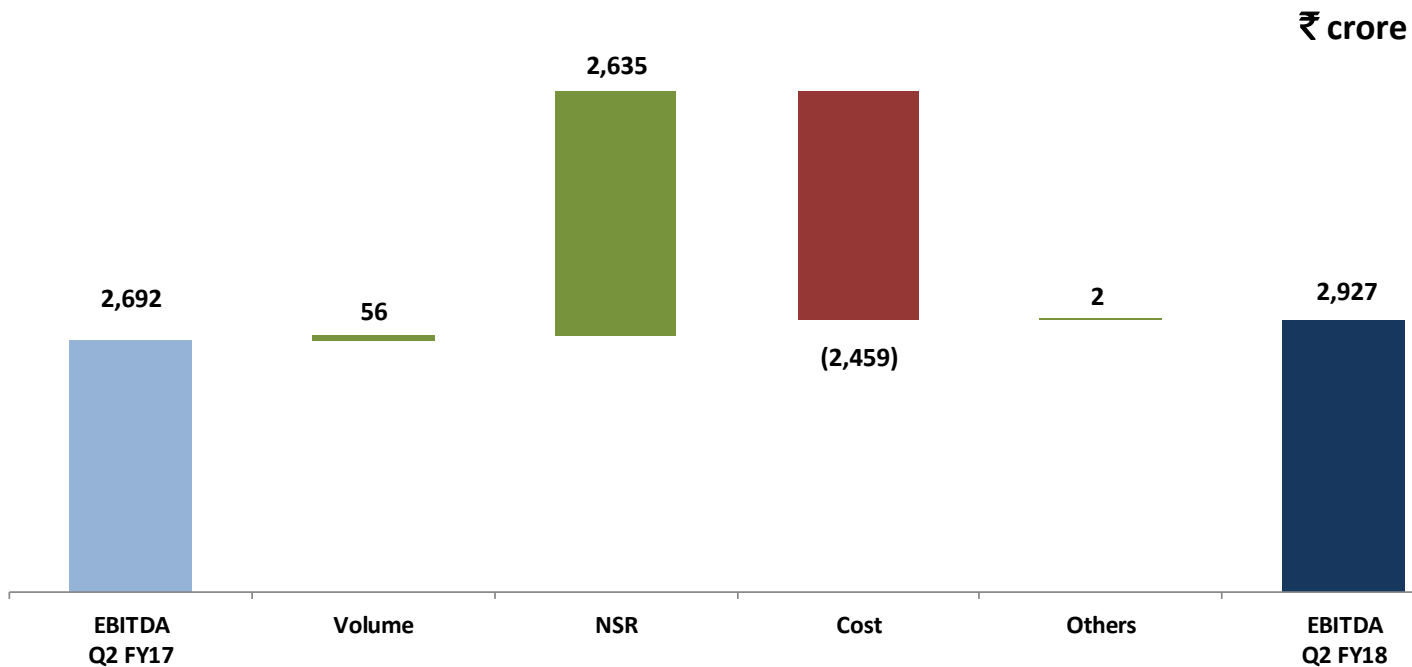
Financial Performance

Financials – standalone

₹ crore

Particulars	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Revenue from operations	14,956	13,357	30,052	25,378
Operating EBITDA	2,927	2,692	5,125	5,778
Other Income	49	53	97	96
Finance Cost	919	916	1,826	1,779
Depreciation	772	763	1,504	1,493
Profit Before Tax	1,285	1,066	1,892	2,602
Tax	440	395	628	848
Profit after Tax	845	671	1,264	1,754
Diluted EPS (₹)*	3.50	2.78	5.23	7.26

Operating EBITDA movement – standalone



Operational performance – JSW Steel Coated Products

Million tonnes

Volumes	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Production	0.43	0.45	0.87	0.86
Sales	0.56	0.44	1.04	0.84

₹ crore

Key P&L data	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Revenue from Operations	3,416	2,389	6,486	4,583
Operating EBITDA	141	167	346	326
Profit after Tax	53	79	170	153

Operational performance – US Plate & Pipe Mill

Production (net tonnes)	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Plate Mill	52,315	48,787	1,17,806	86,646
Utilization (%)	22%	20%	25%	18%
Pipe Mill	11,488	12,249	23,050	16,847
Utilization (%)	8%	9%	8%	6%

Sales (net tonnes)	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Plate Mill	49,226	30,925	1,01,635	58,468
Pipe Mill	11,822	12,564	23,815	18,182

USD mn

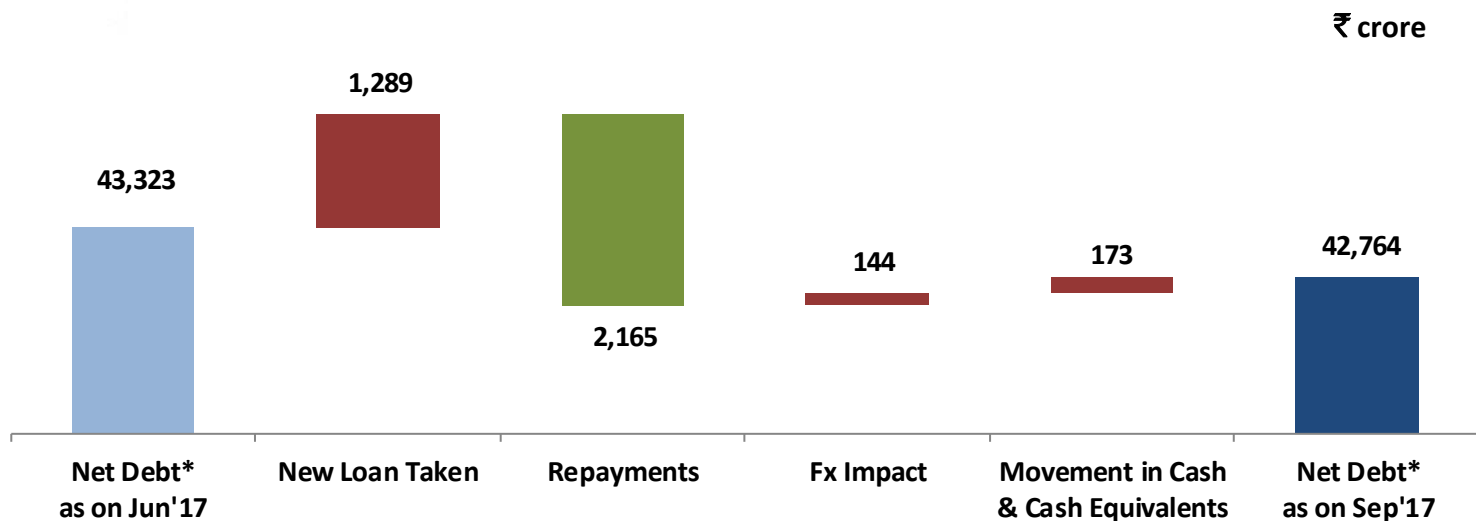
Key P&L data	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Revenue from Operations	54.24	37.31	112.91	62.57
EBITDA	1.00	0.22	6.10	(5.23)

Financials – consolidated

₹ crore

Particulars	Q2 FY18	Q2 FY17	H1 FY18	H1 FY17
Revenue from operations	16,818	14,421	32,795	27,307
Operating EBITDA	3,036	2,933	5,653	6,189
Other Income	39	30	80	63
Finance Cost	950	964	1,895	1,900
Depreciation	851	867	1,670	1,684
Profit Before Tax	1,274	1,132	2,168	2,668
Tax	445	473	729	924
Share of Associates and Joint Ventures	7	(12)	21	(1)
Profit after Tax	836	647	1,460	1,743
Diluted EPS (₹)*	3.47	3.01	6.06	7.59

Net debt movement – consolidated



Particulars	30.09.2017	30.06.2017
Cash & cash equivalent (₹ crore)	1,163	1,336
Net Debt/Equity (x)	1.87	1.97
Net Debt/EBITDA (x)	3.67	3.76

Project updates

Pipe conveyor at Vijayanagar
(expected commissioning: May 2018)



Kiln refractory at Dolvi
(expected commissioning: March 2020)



CAL furnace erection for Tinplate at Tarapur
(expected commissioning: June 2018)



BF#2 reinforcement work at Dolvi
(expected commissioning: March 2020)



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Forward looking and cautionary statement

Certain statements in this report concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risk and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition within Steel industry including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, our ability to commission mines within contemplated time and costs, our ability to raise the finance within time and cost client concentration, restrictions on immigration, our ability to manage our internal operations, reduced demand for steel, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the Company has made strategic investments, withdrawal of fiscal/governmental incentives, impact of regulatory measures, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the company.

Thank you