

February 3, 2018

| The BSE Ltd.                      | The National Stock Exchange of India Ltd.              |
|-----------------------------------|--|
| Phiroze Jeejeebhoy Towers,        | Exchange Plaza, 5 <sup>th</sup> Floor, C – 1, Block G, |
| Dalal Street,                     | Bandra – Kurla Complex, Bandra (E),                    |
| Mumbai – 400001                   | Mumbai – 400051 Maharashtra                            |
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| Scrip Code: 532286                | Symbol: JINDALSTEL                                     |

#### <u>Subject</u>: <u>Intimation under Regulation 30(6) of the Securities and Exchange</u> <u>Board of India (Listing Obligations and Disclosure Requirements)</u> <u>Regulations, 2015</u>

Dear Sir/Madam,

Please find enclosed herewith Investor Presentation for Q3 of FY 2017-18 for the information of the Stakeholders.

Submitted for your kind information and records please.

Kindly host the same on your website.

Thanking you Yours faithfully, For **Jindal Steel & Power Limited** 

NEW DELHI **Jagadish** Patrra Vice President & Company Secretary

Encl: as above







# Jindal Steel and Power Ltd

Investor Presentation

3Q FY18 (Jan' 18)









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Aerial View of Raigarh Plant



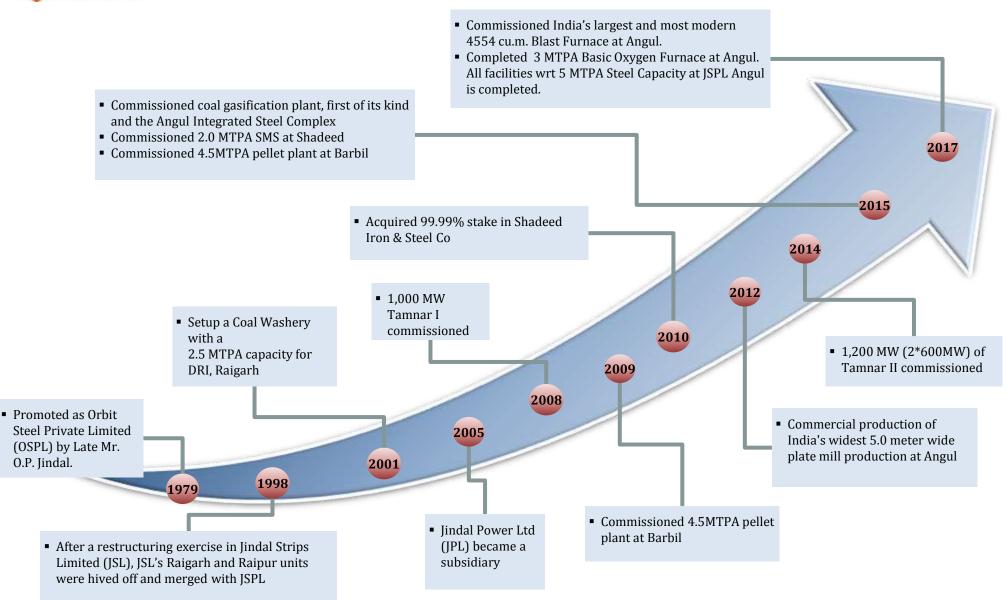
# **Ownership Structure - O P Jindal Group**



JINDAI

### Key Milestones during our journey









## JSPL - Formidable Steel & Power player



Capex cycle completed – on path to achieve multifold earnings growth



Projects at strategic locations – in proximity to raw materials, end markets and evacuation infrastructure



A comprehensive diversified long products portfolio with several unique high value added products



Amongst the lowest cost producers of steel and power in India



3,400 MW IPPs set up at extremely competitive project cost



### **Experienced Board Of Directors**





#### Naveen Jindal Chairman

- Experience: 21 years
- Qualification: MBA (University of Texas)

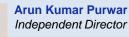


Shallu Jindal Non Executive Director



R.V. Shahi Independent Director

- Experience: >33 years
- Qualification: MBA
- Former Power Secretary



- Experience: >30 years
- Qualification: M.ComFormer CMD, SBI



- Arun Kumar Independent Director
- Experience: 38
  years
  - Qualification: MSc



- Hardip Singh Wirk Independent Director
- Experience: >11 years
- Qualification: LLB



Sudershan Kumar Garg Independent Director

- Experience: 39 years
- Qualification: Bcom & CA



Dinesh Kumar Saraogi Wholetime Director

- Experience: 32 years
- Qualification: Mechanical Engineering



- Rajeev Bhadauria Whole time director
- Experience: 28
- Qualification: LLB



Dr Amar Singh Independent Director



Pradyumna Singh Dubey Nominee director



Anjan Barua Nominee Director



### **...& Best in Class Management**





N.A. Ansari CEO - Steel • Experience: >38 years.



Sanjay Sagar MD - Power

• Experience: >35 years)



Deepak Sogani*CFO*Experience: >30 years



- **Pravin Purang** Head- Organisational Transformation
- Experience: >30 years



Bharat Rohra*CEO - Power*Experience: >30 years



**Gian Bansal** CFO - Power

• Experience: >35 years)



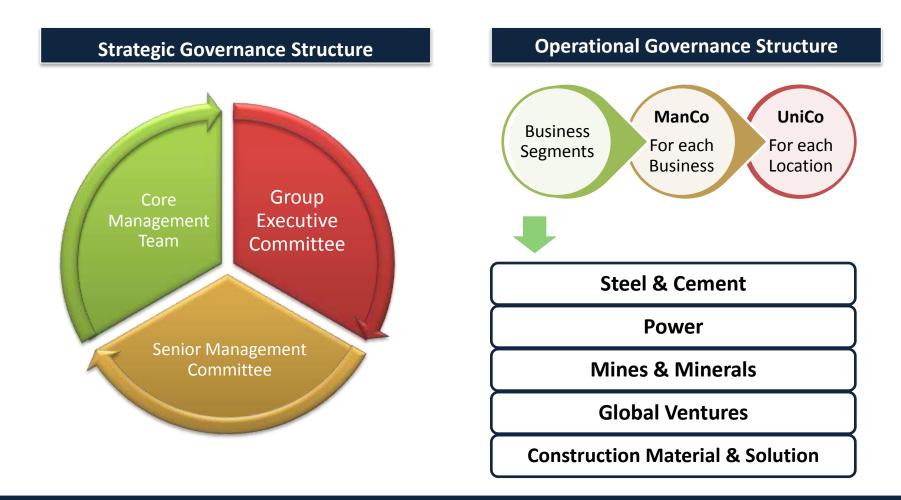
Ashish Kumar Head – Mines & Minerals

• Experience: >20 years



JINDAL

### **Moving Towards Plural Leadership**



Implementation of Strategic & Operational Governance Structure

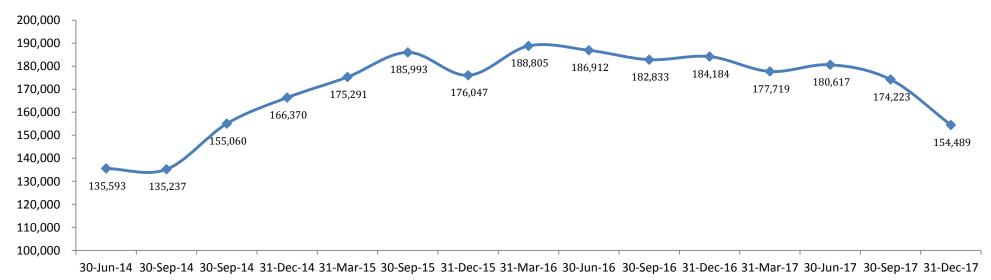




## Shareholding of JSPL from FY15

|                                | 30-Jun-15 | 30-Sep-15 | 31-Dec-15 | 31-Mar-16 | 30-Jun-16 | 30-Sep-16 | 31-Dec-16 | 31-Mar-17 | 30-Jun-17 | 30-Sep-17 | 31-Dec-17 |
|--------------------------------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|-----------|
| Promoters                      | 61.34%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.89%    | 61.96%    |
| Institutional Investors*       | 21.91%    | 19.53%    | 22.35%    | 21.08%    | 21.33%    | 20.00%    | 19.39%    | 19.57%    | 18.91%    | 21.22%    | 23.60%    |
| Public and other share holding | 16.75%    | 18.58%    | 15.76%    | 17.03%    | 16.77%    | 18.11%    | 18.72%    | 18.54%    | 19.20%    | 16.89%    | 14.44%    |
| Total                          | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   | 100.00%   |
| Number of share holders        | 175,291   | 185,993   | 176,047   | 188,805   | 186,912   | 182,833   | 184,184   | 177,719   | 180,617   | 174,223   | 154,489   |

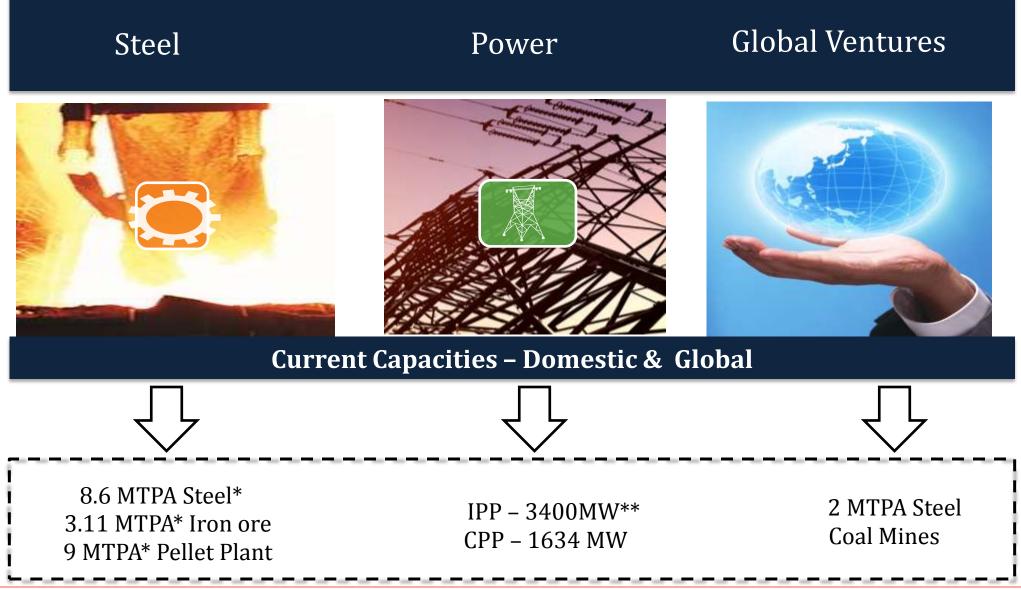
Number of share holders



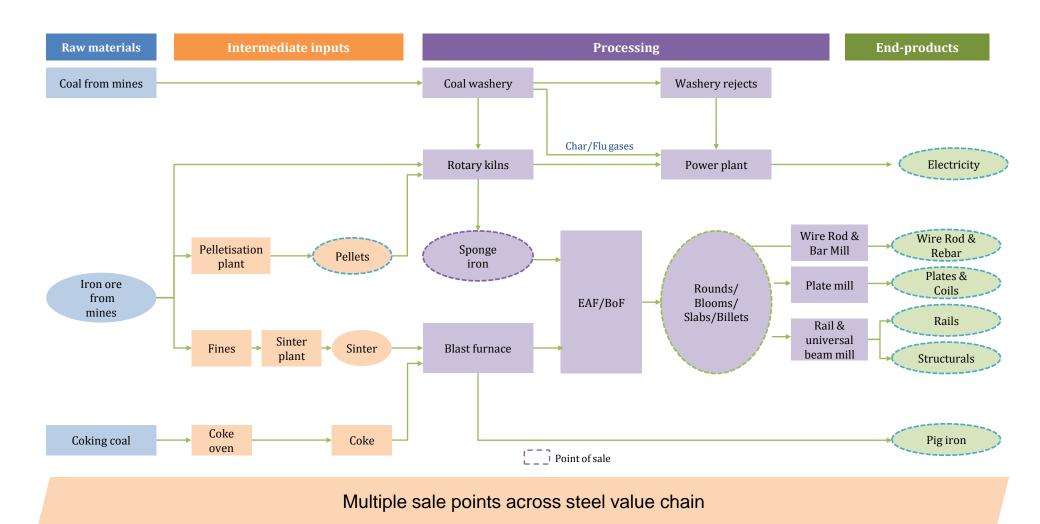


### **Business Segments**



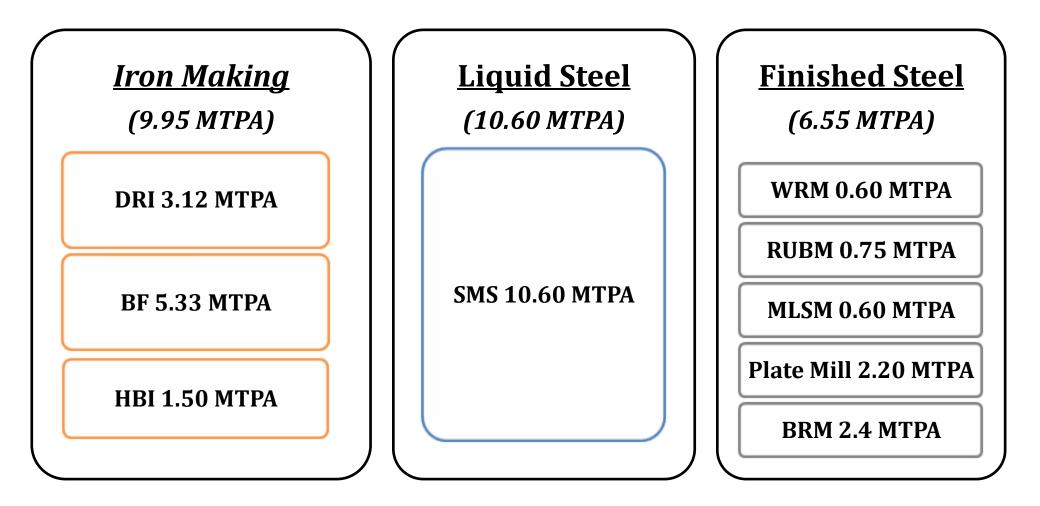


**PANTHER** Integrated Operations with multiple point of sale





Steel Capacities across Life Cycle

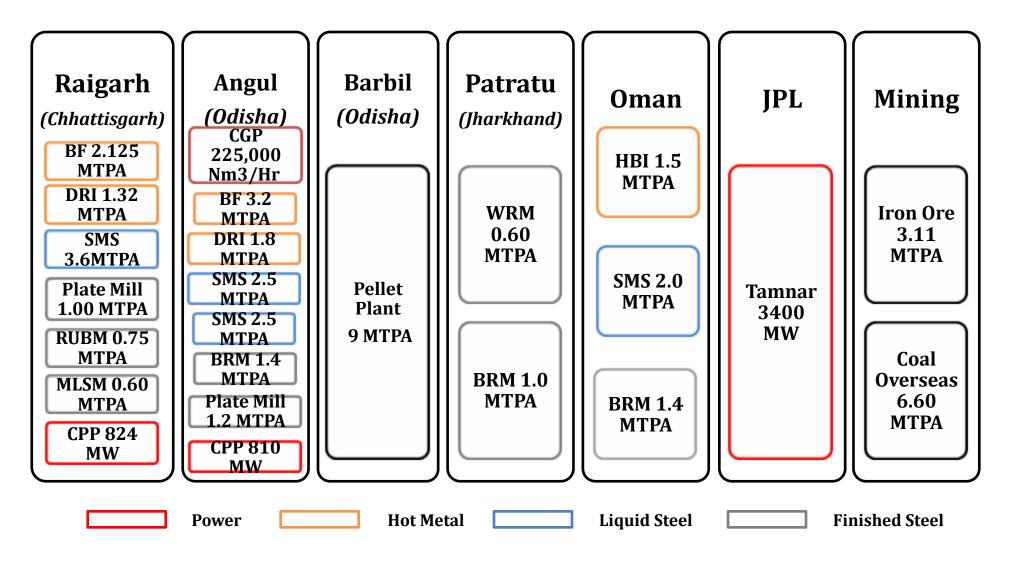


JINDA



### **Detailed plant wise capacities**





\*Plant capacities shown above are completed but not all are commissioned



### JSPL Product Range





Rail Track Rail: IRS 52, UIC 60(E1&E2), UIC 54E Crane Rails: CR 80, CR 100

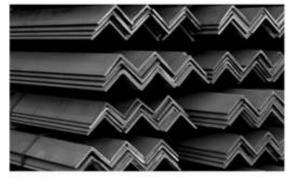




Parallel Flange Beams & Columns Sections: UB, UC, NPB, WPB, IPE and HE series. Size range: 180m to 900mm



Channel Sizes: 75mm to 400mm



Angles Sizes: 50mm to 250mm



Wire Rods Grades: MS, MC & HC, EO, Boron and other Alloy Steel Size range: 5.2mm, 5.5mm to 22mm



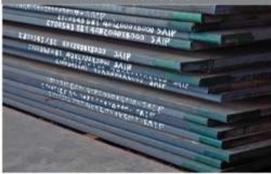
Jindal Panther TMT Rebars Grades: 500, 500D, 550, 550D, 600 and CRS Size range: 6mm to 40mm, 45\*, 50\*



### JSPL Product Range



#### FLAT PRODUCTS



Plates Width: 1500mm to 4900mm Thickness: 5mm to 150mm



Coils Width: 1500mm to 2500mm Thickness: 5mm to 25mm



Fabricated Structures Sections: H-type Beam, I-type Beams, Box Sections and Star Coulums Sections: Depth: 350mm - 3000mm, Flange Width: 250mm - 1000mm, Length: 3 to 18 meters

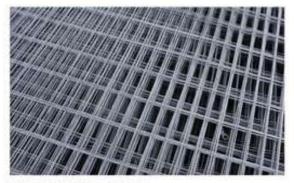
#### **INNOVATIVE PRODUCTS**



Cut & Bend Customized and Ready to Use TMT Rebars



Speed Floor Available Joist Depth: 200mm, 250mm, 300mm, 400mm



Welded Wire Mesh Width: 1200mm to 3200mm Length: 2000mm to 6000mm



### Special Grade Plates – Angul



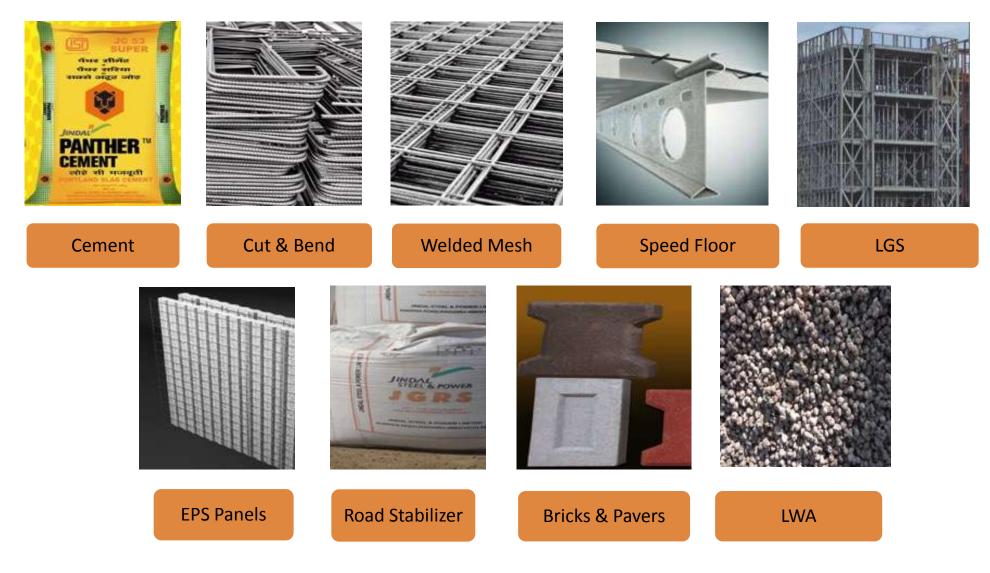


 Developed steel grades for various critical applications like boilers, ship building, petroleum pipes, high strength grades for automotive and earth movers, structural steel for oil exploration platforms, grades for making warships, ballistic launch applications and bullet proof vehicles, stainless steel low thickness plates for nuclear application

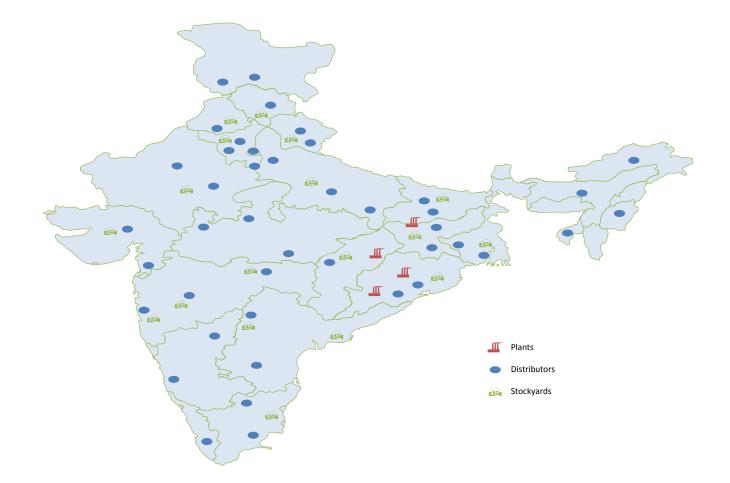




### Value Added Products – help in higher Turnover & EBITDA margins



# **PANTHER** Extensive Sales and Distribution Network JINDAL



Pan India presence with multiple customer touch points



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### THER Standalone 3Q FY 18 - Snapshot of Key Financials

(Figures in INR Crores)

| Particulars              | Q3FY18 | Q2FY18 | Q3FY17 | %QoQ  | %YoY |
|--------------------------|--------|--------|--------|-------|------|
| Total Revenue            | 4,272  | 3,668  | 3,898  | +16%  | +10% |
| EBITDA                   | 921    | 784    | 784    | +17%  | +17% |
| EBITDA %                 | 22%    | 21%    | 20%    |       |      |
| Depreciation             | 465    | 496    | 542    | -6%   | -14% |
| Finance Cost             | 594    | 578    | 540    | +3%   | +10% |
| PBT (Before Exceptional) | (138)  | (290)  | (298)  | +52%  | +54% |
| Exceptional              |        | 150    |        |       |      |
| Profit/(Loss) Before Tax | (138)  | (440)  | (298)  | +69%  | +54% |
| Profit/(Loss) After Tax  | (74)   | (255)  | (187)  | +71%  | +60% |
| Cash Profit              | 327    | 56     | 244    | +484% | +34% |





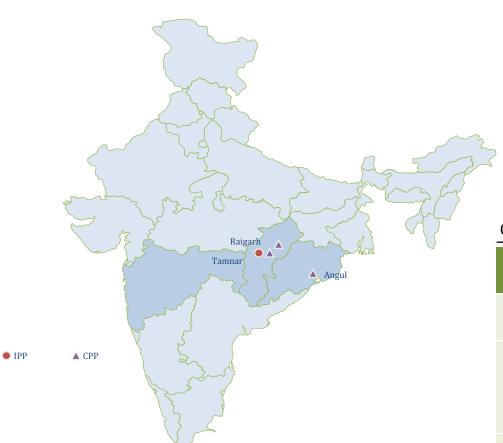
# **POWER BUSINESS**





### Power Capacities at a glance





Independent Power Projects (IPP)

| Project   | Capacity<br>(MW) | Fuel | Configuratio<br>n | Status      |
|-----------|------------------|------|-------------------|-------------|
| Tamnar 1* | 1,000            | Coal | 4x250 MW          | Operational |
| Tamnar 2  | 2,400            | Coal | 4x600 MW          | Operational |

Captive power projects (within JSPL)

| Project       | Capacity<br>(MW) | Fuel                    | Configuration                                 | Status      |
|---------------|------------------|-------------------------|---|-------------|
| DCPP, Raigarh | 540              | Coal                    | 4x135 MW                                      | Operational |
| JSPL, Raigarh | 284              | Coal &<br>waste<br>heat | 1x24 MW<br>(Waste heat)<br>2x55 MW<br>6x25 MW | Operational |
| Angul, Odisha | 810              | Coal                    | 6 x135 MW                                     | Operational |

### One of the largest & cost-efficient thermal portfolios in India



### **IPP - JINDAL POWER LIMITED**





**EUP -I** 1000MW (4 X 250) **EUP -II** 1200MW (2 X 600) **EUP -III** 1200MW (2 X 600)





### **Key Contractual Arrangements for JPL**



#### Raw materials, transmission & PPAs in place for achieving higher PLF



### **PPA Arrangements**



|                        |              |             | Per                        | Period                  |      |  |
|------------------------|--------------|-------------|----------------------------|-------------------------|------|--|
| Project                | Buyer        | Туре        | From                       | То                      | (MW) |  |
| Tamnar II<br>(Phase 1) | Tamil Nadu   | Long Term   | Feb-14                     | Sep-28                  | 400  |  |
| Tamnar I               | Tallill Nauu | Medium Term | Sep-17                     | Aug-19                  | 200  |  |
| Tamnar II<br>(Phase 1) | KSEB         | Long Term   | Jun-16                     | May-41                  | 200  |  |
| Tamnar II<br>(Phase 1) | KSED         | Long Term   | Oct-17                     | Sep-42                  | 150  |  |
| Tamnar II<br>(Phase 1) | Chhattiagach | Long Term   | After commercial operation |                         | 60   |  |
| Tamnar II<br>(Phase 2) | Chhattisgarh | Long Term   |                            | r complete life<br>lant | 60   |  |

### **Over 30% of total capacity tied up \***

\* Out of 3400 MW (IPP)



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### JPL- Snapshot of Key Financials



(Figures in INR Crores)

| Particulars                 | Q3FY18 | Q2FY18 | Q3FY17 | %QoQ | %YoY |
|-----------------------------|--------|--------|--------|------|------|
| Net Sales                   | 1,172  | 878    | 854    | +33% | +37% |
| EBITDA                      | 356    | 345    | 302    | +3%  | +18% |
| EBITDA %                    | 30%    | 39%    | 35%    |      |      |
| Depreciation + Amortization | 381    | 377    | 385    | +1%  | -1%  |
| Interest                    | 244    | 227    | 200    | +8%  | +22% |
| Profit/(Loss) Before Tax    | (198)  | (190)  | (182)  | -4%  | -8%  |
| Profit/(Loss) After Tax     | (173)  | (176)  | (162)  | +1%  | -7%  |
| Cash Profit                 | 186    | 187    | 203    |      | -8%  |
| Generation (MU)             | 2,982  | 2,427  | 2,356  | +23% | +27% |



### JPL Financials



| Particulars  | Net Sales<br>(Rs. Cr.) | PAT<br>(Rs. Cr.) | Generation<br>(MU) | Cash Profit<br>(Rs. Cr.) |
|--------------|------------------------|------------------|--------------------|--------------------------|
| Year 2016-17 | 3,119                  | (668)            | 9,176              | 656                      |
| Year 2015-16 | 2,997                  | (766)            | 9,542              | 706                      |
| Year 2014-15 | 3,228                  | (171)            | 10636              | 523                      |
| Year 2013-14 | 2,457                  | 1,107            | 8282               | 1,386                    |
| Year 2012-13 | 2,510                  | 1,113            | 7973               | 1,420                    |



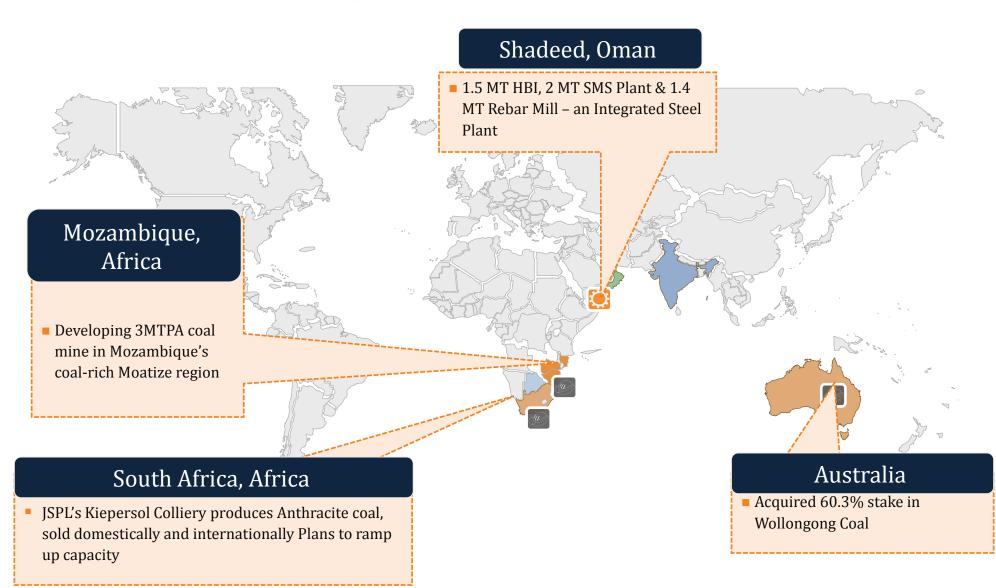




# **GLOBAL VENTURES**





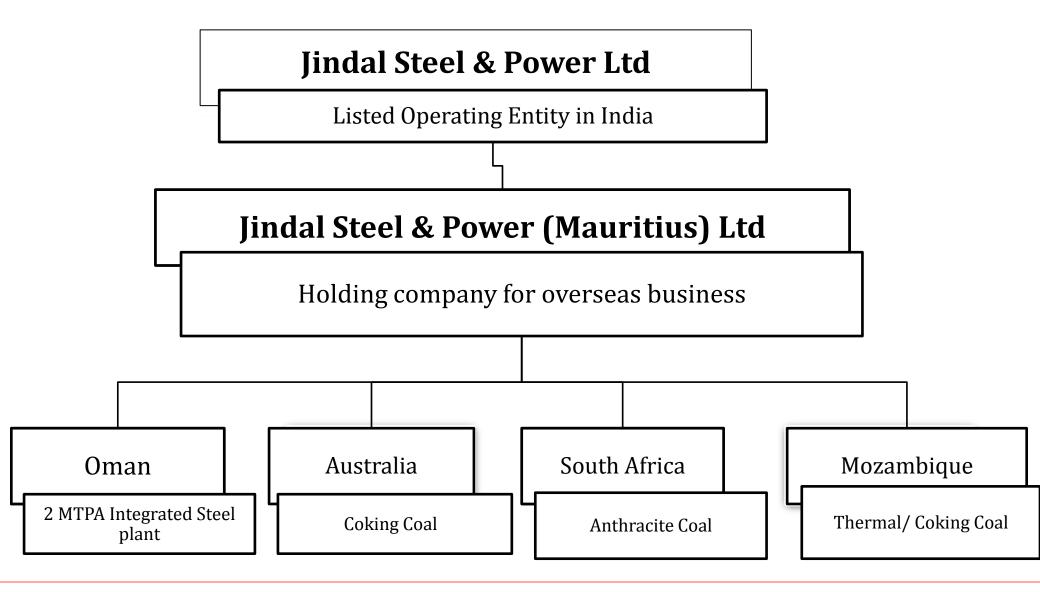


JINDAL





### Holding structure for global operations







### Jindal Shadeed Iron & Steel, Oman

### Marching towards becoming a Fully Integrated Steel Plant









### **Oman - Salient Features**

- First & Largest Integrated steel plant of Oman
- Second largest in Arabian Peninsula
- Port based steel plant
- Largest Arc furnace in Arabian Peninsula, with contracted natural gas
- One of the World's Best Performing Midrex plant (category 1.5MTPA)
- Products : TMT Rebars, HBI, Blooms & Billets

### **Sourcing of Raw Materials - Oman Plant**

- Iron Ore Pellets from Vale (Next door plant)
- Natural Gas from Oman Government through long term contract (at concessional prices)
- Scrap from External Sources



### Kiepersol Colliery, South Africa



#### An Underground Anthracite and Lean Bituminous Coal mine



- > Location: Piet Retief in Mpumalanga province, South Africa
- **Resources :** Up to 40 MT
- ➢ Reserves: 22 MT
- Products : Anthracite coal
- Mining Capacity : Can be expanded to 1.2 MTPA capacity annually



### Chirodzi Mine - Mozambique, Africa



### **Open Cut Coking & Thermal Coal Mine**



- Location: Chirodzi, Mozambique (105 kms from Tete)
- **Resources :** 2,000 MT
- ➢ Reserves: 132 MT
- Products : Semi Hard coking coal , High Grade Thermal Coal
- Mining Capacity : 3 MTPA



## Wollongong Coal Ltd., Australia



### Two Mines with Unique unmatched location & strategic advantages

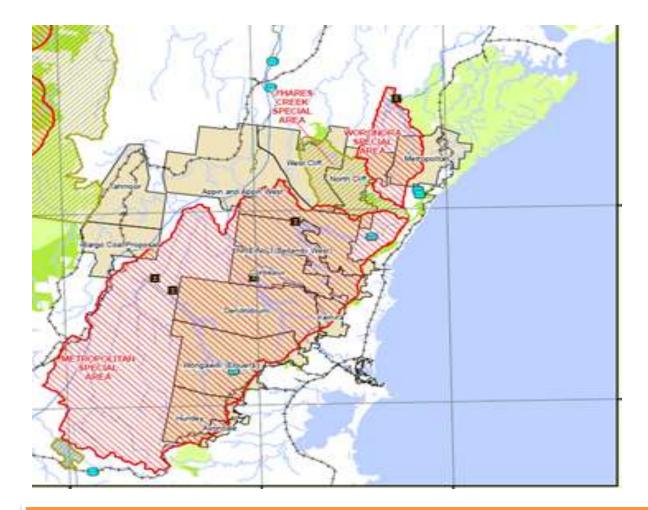


- Location: Russell Vale & Wongawilli (Wollongong 80 kms. South of Sydney)
- ➢ Reserves : 175 MT
- Products : High Quality Coking Coal
- Mining Capacity : Targeting 2 MTPA
- Logistics : Port Kembla Less than 20 kms





### **Australia - Salient Features**



#### Unique Geographic Location

- Wollongong(80 kms. South of Sydney)
- Experienced mining community available
- Port Kembla: Less than 20 kms with sufficient coal handling and Cape size capacity
- Easy and reliable connectivity through Rail and Road

#### Unique unmatched location with strategic advantages

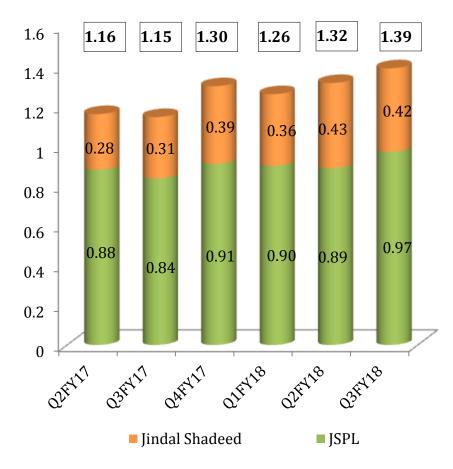


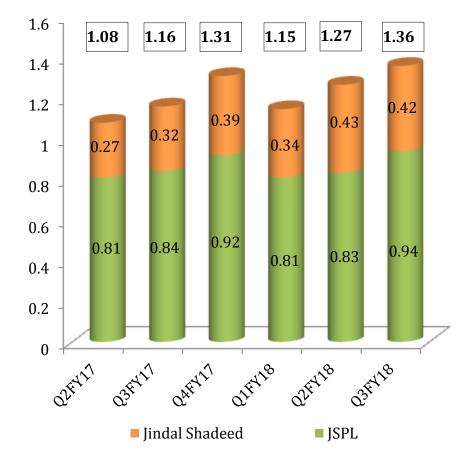


#### **Consolidated Steel Production**

#### **Consolidated Steel Sales**









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# **STHER JINDAL Consolidated 3Q FY 18 - Snapshot of Key Financials**

(Figures in INR Crores)

| Particulars              | Q3FY18 | Q2FY18 | Q3FY17 | %QoQ  | %YoY |
|--------------------------|--------|--------|--------|-------|------|
| Total Revenue            | 6,993  | 6,123  | 5,787  | +14%  | +21% |
| EBITDA                   | 1,606  | 1,373  | 1,277  | +17%  | +26% |
| EBITDA %                 | 23%    | 22%    | 22%    |       |      |
| Depreciation             | 963    | 998    | 1,027  | -3%   | -6%  |
| Finance Cost             | 967    | 927    | 835    | +4%   | +16% |
| PBT Before Exceptional   | (323)  | (550)  | (586)  | +41%  | +45% |
| Exceptional              |        | 150    |        |       |      |
| Profit/(Loss) Before Tax | (323)  | (699)  | (586)  | +54%  | +45% |
| Profit/(Loss) After Tax  | (277)  | (499)  | (455)  | +44%  | +39% |
| Cash Profit              | 643    | 298    | 442    | +116% | +45% |



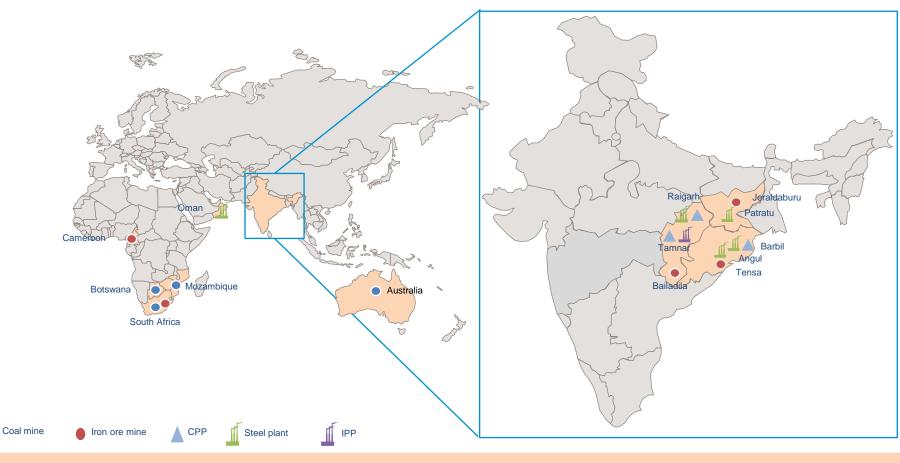


# Facilities at a glance





### **Global Presence in attractive markets**



Presence in resource rich regions well connected with evacuation infrastructure





# INDIA





# Chhattisgarh State



#### Raigarh







Tamnar,3400 MW Power plant









## **Odisha State**



#### JSPL, Angul





#### Pellet Plant, Barbil







# **Jharkhand State**

















### Jindal Shadeed, Oman







### Making Sustainability A Focus Priority





### A Responsible Corporate Citizen



#### **9 PILLARS OF CSR**





### A Responsible Corporate Citizen



| Health   | Education & Skill<br>development                   | Infrastructure  | Women<br>empowerment   | Environment                  |
|--|--|---|--|------------------------------|
| 85,000   | 15,000   | 2,50,000  | 1,000  | 87,000+                      |
| Adolescent Girls<br>benefited from our<br>healthcare initiatives | Students empowered<br>through quality<br>education | People provided with safe<br>and clean drinking water | Women entrepreneurs<br>developed   | Saplings planted             |
| 200,000  | 24,000+  | 10,000  | 1,500+   | 343                          |
| People benefited from<br>our health initiatives                  | People provided with<br>vocational training        | People benefited by 1,000 sanitation facilities       | Women benefited by<br>150+ Self Help Groups<br>through income generation<br>activities | Acres of watershed developed |



#### Health & Safety Best Practices





SAFETY INDUCTION



**ON-THE-JOB SAFETY TRAINING** 



**SAFETY REVIEWS** 



SAFETY AUDITS / INSPECTIONS



### Health & Safety Best Practices





TOOL BOX MEETINGS



SAFETY AWARDS/REWARDS







- Mr. Naveen Jindal, Chairman, JSPL received the 'Steelie Award 2016' for being the "Industry Communicator of the Year"
- JSPL has been ranked by Institutional Investor Magazine:
  - *#1 in Asia in Best IR Professionals Rankings (Sell Side) in Basic Material Sector*
  - #1 in India in Best IR Professionals Rankings (Combined) in Basic Materials Sector
  - #3 in Asia in Best IR Professionals Rankings (Combined) in Basic Materials Sector
- Jindal Shadeed won Frost and Sullivan's '2017 GCC Ferrous Company of the Year Award' for Business Excellence best practices.
- JSPL Barbil and Patratu won the "Golden Bird Safety Awards in Platinum Category" for implementing the best health and safety practices during the year 2016-17
- JSPL honoured with the prestigious Odisha INC Award for its innovative CSR activities in Odisha.
- JSPL-Barbil Pellet Plant awarded with most prestigious JIPM award for TPM –Excellence
  - First pellet plant in the world to be conferred with this JIPM award
- JPL was awarded 2<sup>nd</sup> rank amid the top 25 'Best in Industry' companies in Dale Carnegie Global Leadership Award
- The signature initiative "NIPUN" of JPL- Tamnar won the prestigious People Matters L&D League Awards 2017
- JPL was also awarded as the 2nd Best in "Best in Accelerating Leadership Development" in 2017





#### For any information please contact: -

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This presentation may contain certain forward looking statements concerning JSPL's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.

The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, etc., interest and other fiscal costs generally prevailing in the economy. Past performance may not be indicative of future performance. We do not undertake to update our forward-looking statements.

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# **THANK YOU**