

December 31, 2021

BSE Limited	National Stock Exchange of India Limited
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<u>Scrip Code : 532286</u>	Symbol : JINDALSTEL

# Subject: Intimation under Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").

Dear Sir / Madam,

Please find enclosed herewith the Investor Presentation.

We wish to inform you that, Jindal Steel & Power Limited (the "**Company**") has uploaded a corporate presentation on the Company's website at <u>www.jindalsteelpower.com</u>.

Kindly take the same on your records.

Thanking you.

Yours faithfully, For Jindal Steel & Power Limited Amoop Singh Juneja **Company Secretary & Compliance Officer** 

Encl: as above

# STEEL & POWER

# **Investor Presentation**

January 2022



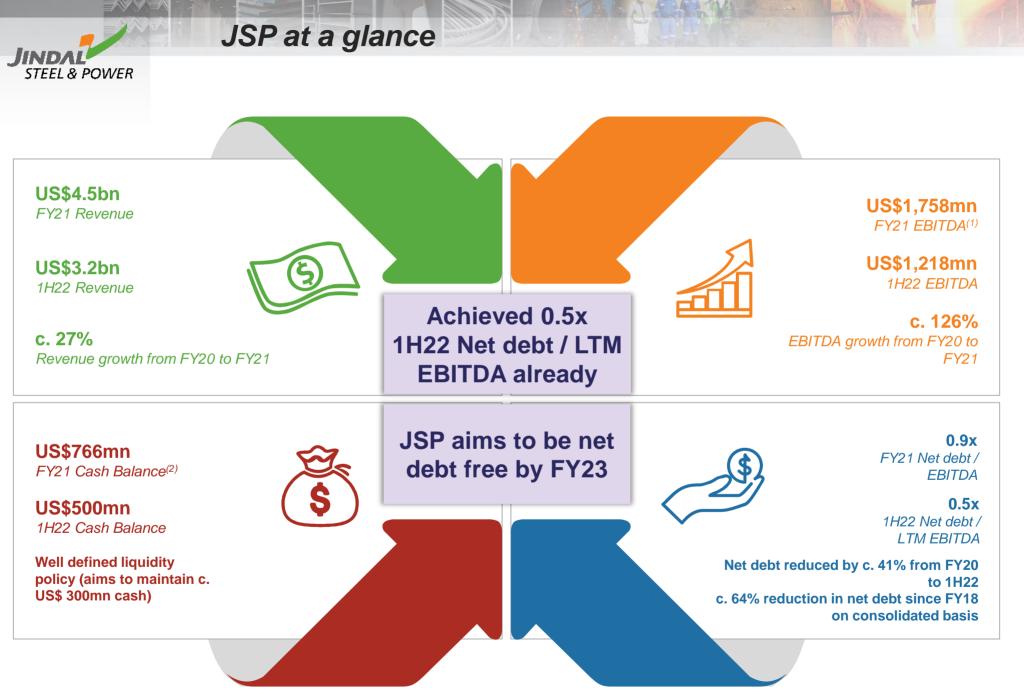
## Disclaimer

This presentation may contain certain forward looking statements concerning Steel sector, Economy and 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.

This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in JSPL or any of it's subsidiary undertakings or any other invitation or inducement to engage in investment activities, neither shall this presentation nor the fact of it's distribution form the basis of, or be relied on in connection with, any contract or investment decision. Few numbers in this presentation are purely indicative & provisional and could change later. Estimates regarding economy, steel & power sector , company and related areas are purely indicative and could change with market conditions and host of other factors.

Section 1: Introducing Jindal Steel and Power ("JSP")



U.S.\$1.00 = ₹74.2551, which was the exchange rate as reported by the FBIL on September 30, 2021.

All numbers are on standalone basis, unless stated otherwise

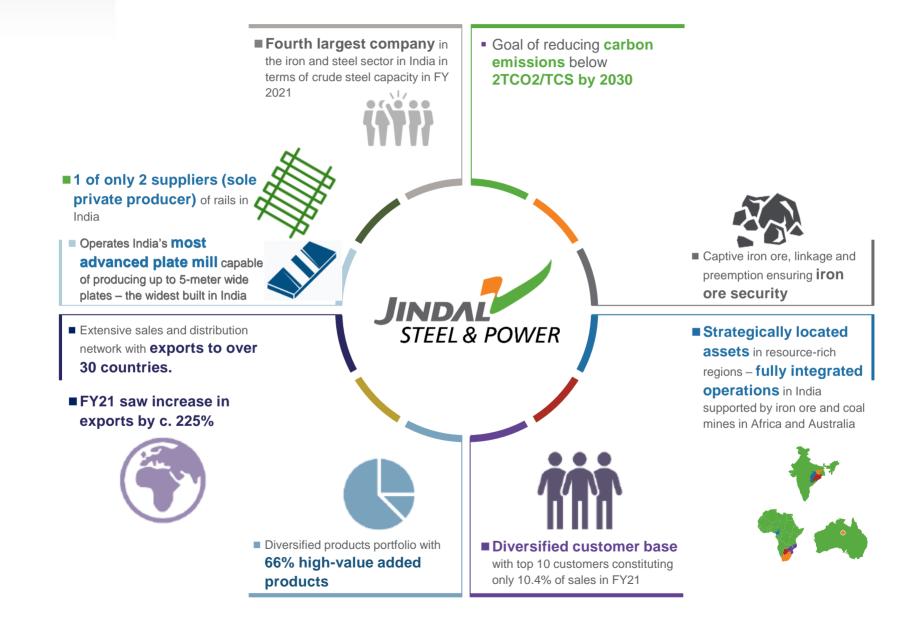
(1) EBITDA is calculated as profit/(loss) for the year/period + net finance income (expenses) +(-) depreciation and amortization expenses +(-) income tax and social contributions + exceptional items – other income

(2) Cash Balance = Cash and cash equivalents + Bank balances

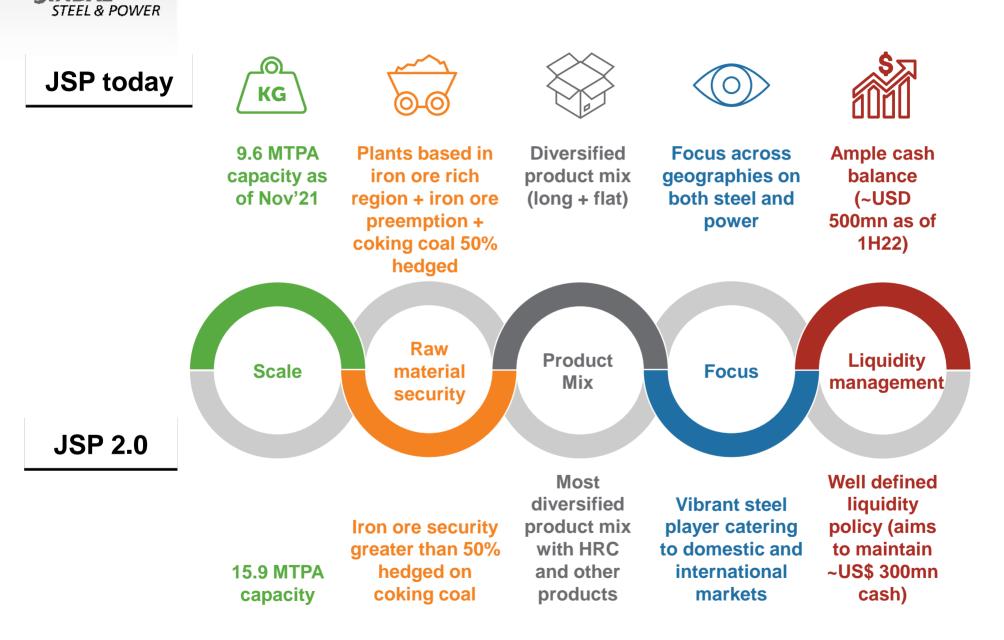
## JINDAL STEEL & POWER

# JSP – An Infrastructure Steel Company

Making in India – Producing for the World



## **JSP: Progress & Promise**



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JINDA

# Section 2: Industry Outlook

# Focused on Leading India's Growth Story



## **Indian Steel Demand Forecast**

### A healthy 6-6.5% growth in India's steel demand is expected in the long-term

### Long term drivers intact

	Housing For All	Bharatmala	Sagarmala	Freight Corridor
Objective	PMAY-U (11.2 mn houses to be constructed); PMAY-G (29.5 mn houses constructed till 2023-24)	Bharatmala Pariyojana of 65,000 kms with total outlay of 6.9 trillion	Rs. 8.5 trillion for port modernization through >577 projects during 2015-2035	Rs 815 billion planned construction capex in 2 freight corridors (3,360 km)
Status	PMAY-U: 4.05 mn houses constructed (up till Dec 20) PMAY-G: 12.4 mn houses constructed till Dec 2020	~10,237 km of roads constructed in FY20 against 10,855 km in FY19, Phase 2 likely to be completed by FY25	As of Sept 19, 121 projects completed and 210 projects under implementation	As of Sep 2020, ~physical & financial progress of 63% & 61% achieved under EDFC and WFC respectively; ~98% of land is acquired
Potential Steel Demand for entire project	50-60 MT	18-20 MT	13-15 MT	6-7 MT

JINDA

**STEEL & POWER** 

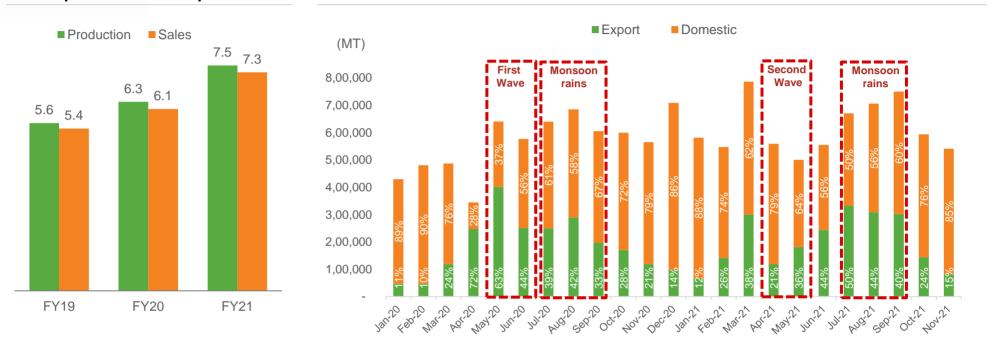
# Improving Realizations and Demand Triggering Expansions

### Scale-up in Standalone operations

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V

**Resilience in sales mix for JSP** 



### Indian Steel expected to post double-digit growth

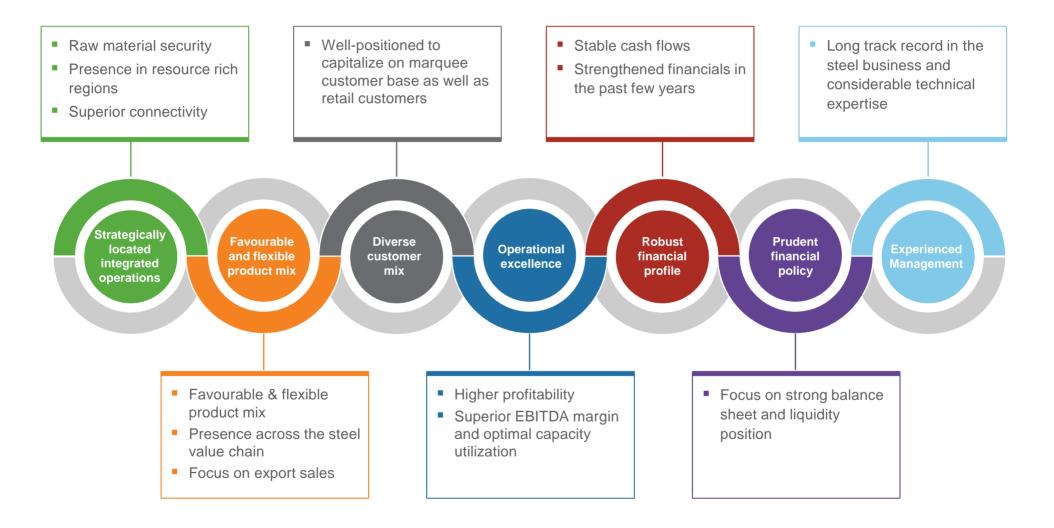
The Indian steel sector is slated to post double-digit demand growth of 15-17% in fiscal 2022 after dropping by 6% in fiscal 2021

With respect to steel end use segments, the double-digit recovery expected in FY22 is to be driven by 16-18% rise from infra, healthy rise in housing led by real estate construction and 12-15% increase in auto production

# **Section 3: Key Credit Highlights**



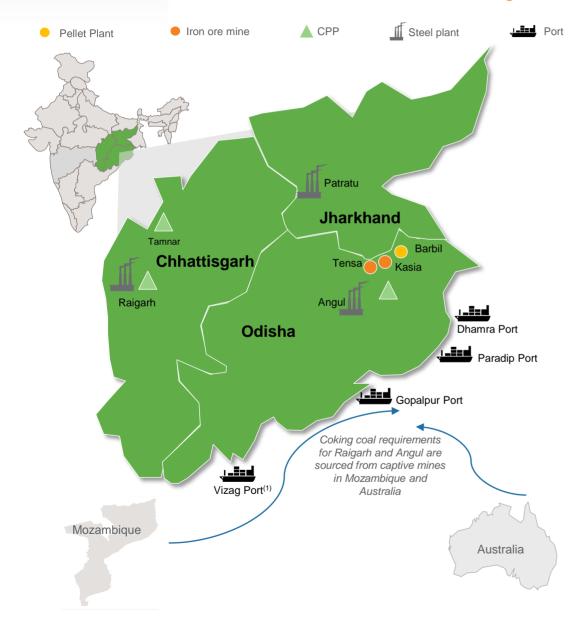
# JSP: A continuously improving credit





# Strategically located integrated operations with raw material security

Presence in resource rich regions with superior connectivity



# Key Assets Located in Vicinity of Critical Infrastructural Assets

 Logistically well connected through ports, national road highways and major rail networks, which act as distribution enablers.

### **Raw Material Security**

- Steel plants in iron ore rich regions and power plants near steel plants
- JSP's captive iron ore mines meet ~60% of its total iron ore requirement
- The company also has Odisha based plant with iron ore pre-emption
- JSP is one of the most backward integrated companies in terms of coking coal
- Australia and Mozambique mines to provide ~50% of the coking coal requirements for JSP's operations.

Iron Ore Production		
3.11 MTPA		
7.50 MTPA		
Coking Coal Production		
1.2 MTPA		
1.2 MTPA		

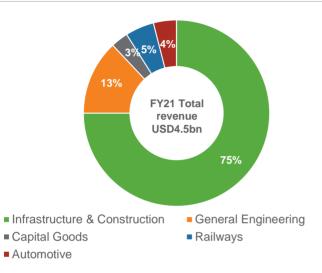


# Pavourable and flexible product mix to stay attuned to macro megatrends

## Focus on export sales and right product mix

JSP is not only a leading supplier to infrastructure-linked sectors with leading steel demand domestically...

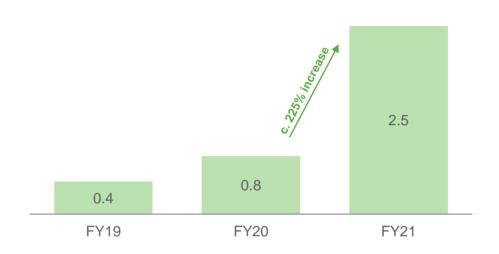
... but has also successfully pivoted to focus on increasing exports when domestic demand was soft



# 66% of JSP's sales derived from high-margin value added products...



JSP's total exports (in MT)



... and company proactively manages its product mix to align with the demands of the broader market





# Well-positioned to capitalize on marquee customer base

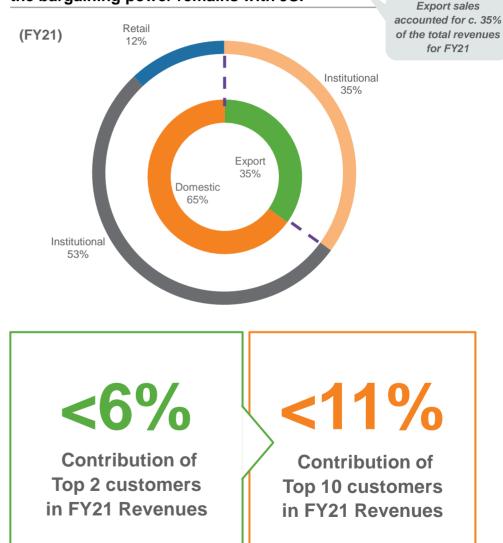
Key supplier to multiple well-respected institutions across the country...

(3)

- Presence across 450 districts, with 3,000+ dealers has resulted in a portfolio of marquee clients
- Preferred Indian supplier of Rails (Including Specialty Rails) to Indian Railways and its controlled entities including Dedicated Freight Corridor Corporation of India Limited (DFCCIL) and metro projects
- Indigenous supplier of plates to defence for various Applications – Special plates Quench and tempered, Shot blasted and Primer Plates
- Approved supplier empaneled with respectable institutions like Caterpillar, Komatsu, Tata Hitachi, METSO

JSP High Strength Steel Customized Plates supplied for marquee bridge projects

### ... yet no customer concentration in its sales mix ensures the bargaining power remains with JSP

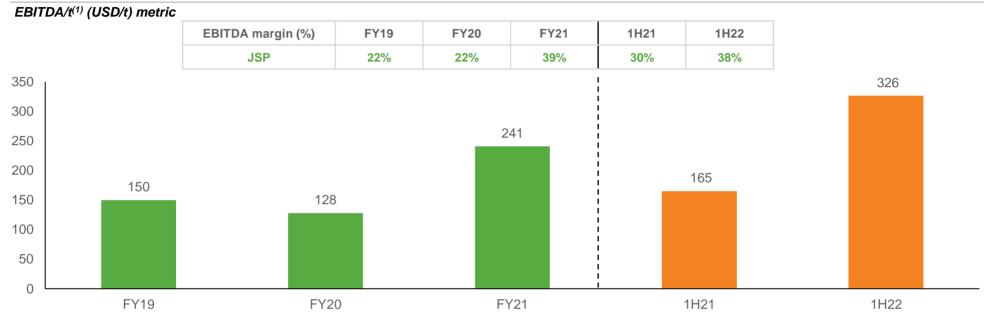




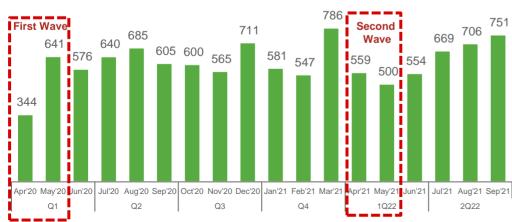
# Operational excellence translating into higher profitability

Superior EBITDA margin and optimal capacity utilization

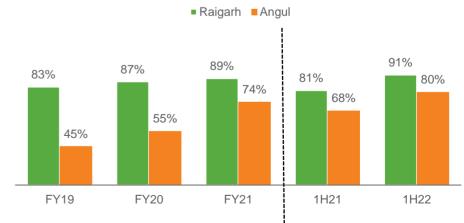
### Demonstrating resilience in COVID period



### Sales volume ('000 tonnes)



### Capacity utilization (%)

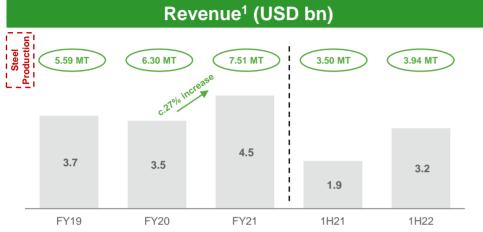


Source: Company Data; U.S.\$1.00 = ₹74.2551, which was the exchange rate as reported by the FBIL on September 30, 2021 Notes: <sup>1</sup> Derived by dividing EBITDA / Adjusted EBITDA by steel sales

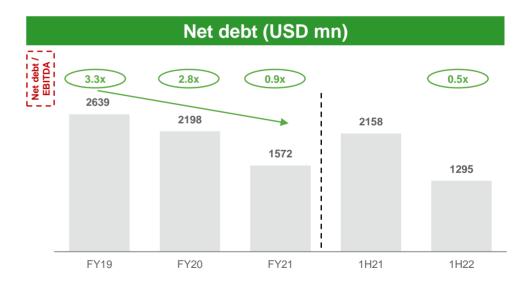


# **5** Robust financial profile and stable cash flows

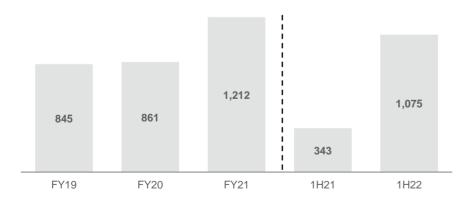
JSP Standalone financials have strengthened in the past few years



### EBITDA<sup>2</sup> & EBITDA Margin (USD mn,%) EBITDA 22% 30% 22% 39% 38% Best-in-class profitability C. 20% 1,758 1,218 810 778 574 FY19 FY20 FY21 1H21 1H22



## Free Operating Cash Flow<sup>3</sup> (USD mn)



Note: <sup>1</sup>Revenue from operations; Steel Production shown is only for India operations and includes Pig Iron; <sup>2</sup>EBITDA is calculated as profit/(loss) for the year/period + net finance income (expenses) +(-) depreciation and amortization expenses +(-) income tax and social contributions + exceptional items - other income

 $^{3}$ Free operating cash flow = cash flow from operations – capex;

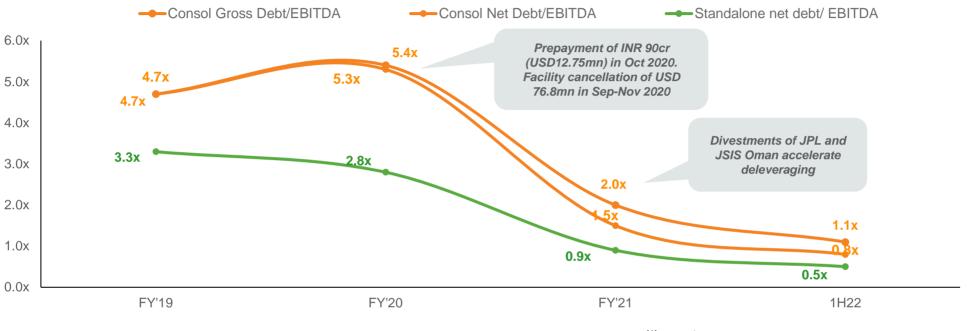
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# 6 Prudent financial policy focused on proactive leverage management and strong liquidity position

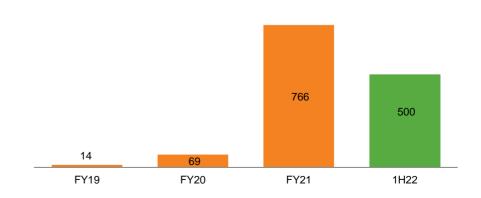
### Evolution of JSP's historical leverage over the years



### **Liquidity Policy**

- JSP aims to maintain US\$ 300mn cash at all times
- JSP has unutilized CC limit available
- Regularly monitoring cash blockage through ToC concepts (ToC sessions conducted every Saturday by external agency and attended by CFO)

### Cash Balances<sup>(1)</sup> (US\$mm)



Source: Company filings

U.S.\$1.00 = ₹74.2551, which was the exchange rate as reported by the FBIL on September 30, 2021

2020 consolidated numbers are reinstated numbers

(1) Cash Balance includes Cash and cash equivalents + Bank balances



### (7) Experienced board of directors and best in class management



Naveen Jindal Chairman

 President - Flag Foundation of India Qualification: MBA (University of Texas)



Shallu Jindal

Director ex-Chairperson of the National Bal Bhavan

Founder President of Young FICCI Ladies Organisation



Bhaskar Chatterjee **Independent Director**  Former IAS officer Post graduate in

History, M.Phil, M.B.A., Ph.D. & IΙΒ



Anil Wadhwa Independent Director Member of IFS Former Indian Ambassador and permanent Representative to FAO, IFAD, WFP

UNESCAP



Shivani Wazir Pasrich **Independent Director** 

· Actor. activist Founder of the Commonwealth Cultural Forum



Kanika Agnihotri **Independent Director**  Managing Partner – SKV Associates • LLB



VR Sharma Managing Director

Experience: >36 years. Qualification:. Mech. Engineering, MBA (marketing)



**Dinesh Saraogi** Chief Operating Officer -Chhattisgarh Operations, JSP

 Qualification: Mechanical Engineering





- Chairman SONA
- Comstar I td.

Member of CII



**VR Sharma** MD – JSP Experience: >36 years



Vijaya Gupta Acting CFO – JSP Experience: c. 20 years

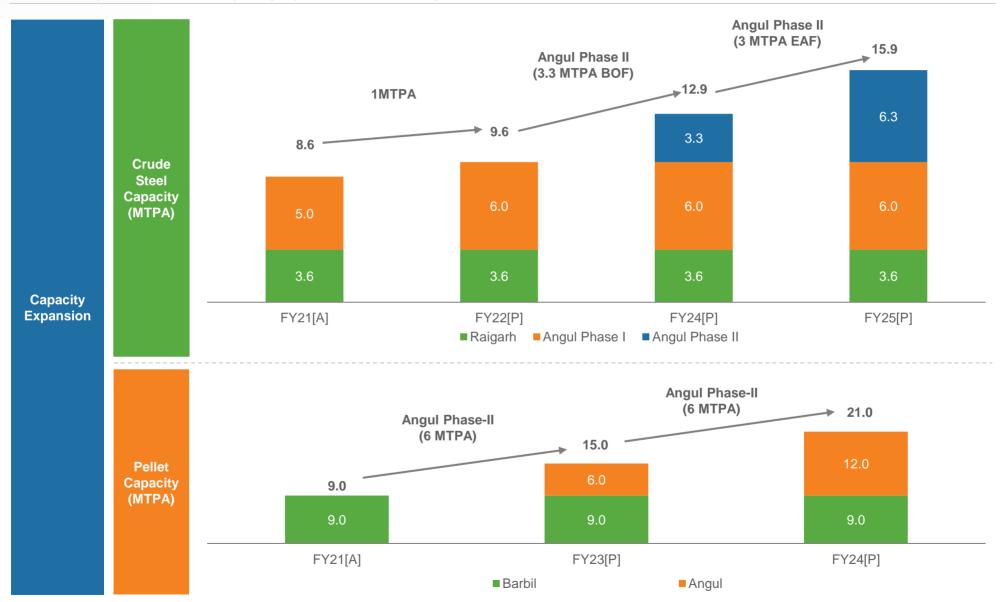
JSP derives its strength from its promoters' and management's long track record in the steel business, considerable technical expertise and commercial acumen garnered through several cycles

**Section 4: Future Plans** 

# Capacity Ramp up plan : Steel & Pellets

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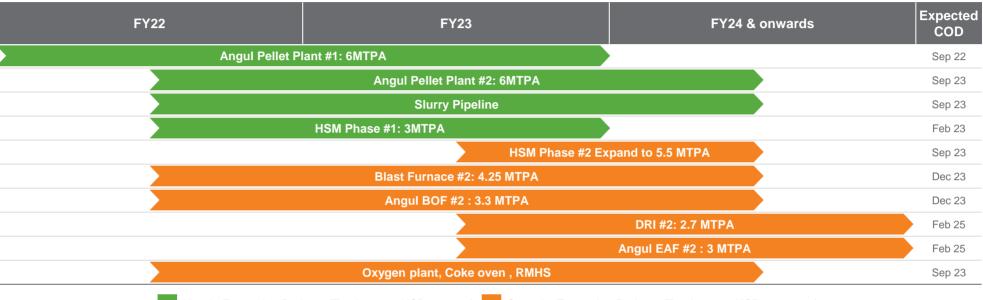
Planned Expansion : Steel capacity up 66% and Pellet by 133%





## Angul Phase II : Disciplined capex approach over next 5 years

Major projects' timeline



Margin Expansion Projects (Total capex: USD 888 mn) Capacity Expansion Projects (Total capex: USD 1,532 mn)

### Expansion Capex (USD Mn)



- On the back of strong cash flows, JSP Group has announced a round of growth capex to propel its steel capacity from 9.6MT to 15.9MT (+66%) through brownfield expansion
  - The 6.3MT expansion is proposed at a modest capex of c. US\$400/t, among the lowest in the industry, driven by its Blast Furnace and Electric Arc Furnace
  - The expansion also includes investment in cost saving projects like pellet plant, slurry pipeline, etc.
- The projects, which are expected to increase steel capacity by 66% and pellet by 133%, will be commissioned in a modular fashion from Sep 2022 to Feb 2025, thereby largely self-funding the cash flow needed for the capex

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# Steadfast commitment to the community





## Environment

- Adopted goal of reducing carbon emissions below 2TCO<sub>2</sub>/TCS by 2030
- The company is in process of divestment of Jindal Power Limited, coal fired power plant
- Reduce road/rail transport and hence diesel consumption by way of -
  - Slurry pipeline
  - Pellet plant
- To make operations more carbon-efficient, installation of
  - Top Pressure Recovery Turbine (TRT) at the Blast Furnace
  - Waste Heat recovery boilers for power generation
  - Modification of Electric Arc Furnace to Neo-Oxy furnace
- Installing a vertical DRI (as against horizontal DRI) to consume waste gas from Coke oven

## Social

- Lifesaving liquid Medical Oxygen continuously supplied across the country through Cryogenic Tankers and Oxygen Express
- In fiscal year 2020, our Company contributed INR250 million contributed to PM CARES Fund andINR20 million to Chhattisgarh Chief Minister Relief Fund for COVID-19
- Established a COVID-19 vaccination Centre ("CVC") that covers all employees and family members as per the Government notification for different categories
- Regular and periodic screening of employees, workforce and community are being carried out to address the containment of the pandemic.
  - The Company is providing free COVID-19 testing in all villages around the periphery of our plants

## Governance

- Maintain highest standards of corporate governance with 5 out of 9 board members being independent
- High Female representation in the Board in India steel industry
- JSP endorses diversity with Board members having distinguished careers across various sectors (financial, operations, marketing, administration, Social, Environment, arts etc.)
- Focus on building a long term sustainable business with JSP constituting a Health, Safety, Corporate Social Responsibility and Environment Committee





# **Section 6: Roadmap for the Future**







# Jindal Power Limited divestment will help the company go green

Process for divestment of JPL is on track and committed towards transparent value unlocking for JSP

A competitive bidding process to realize the highest value possible	The transparent bidding process was advertised in the public	The move is a part of the group's commitment to its primary goal of	The competitive bid process for the proposed sale of Equity
from the JPL stake sale, using the Revised Offer of USD 1,007 mn as the base offer	domain and presented an equal opportunity for interested bidders from around the world to come forward and improve or better the present Revised Offer of USD 1,007 mn. Bidding process is now completed	value maximization from the JPL divestment and protecting the interests of all its stakeholders, including its minority shareholders	Shares and RPS would be undertaken by the Company through Grant Thornton Advisory Pvt. Ltd., the process advisor for the bid process. The details of the bid process will be advertised and made available in the public domain
Original Proposal from		Revised Proposal	
WorldOne	Equit	у	Debt
USD ~408 mn payable in cash for equity	USD ~408 mn payable in cash	c. USD ~599 mn by takeover of liabilities of JSP w.r.t ICDs & advances	Additionally USD ~898 mn debt also moves out of JSP consolidated balance sheet

- JSP to become pure-play India steel story where capacity expansion can be funded with the operating cash flows
- In the revised structure international operations complement the domestic business with critical coal supplies and hence part of the strategic focus. This has achieved fruition from commitment to actuality in less than a year
- WCL and JMML to provide 50% of the coking coal requirements for JSP's operations thus making it appropriately hedged private steel player in coking coal supplies in India



# India: Superior performance by technologyenabled plants





Plant (Location / Capacity)	Angul Steel Plant (Odisha / 5.0 MTPA for SMS)	Raigarh Steel Plant (Chhattisgarh / 3.6 MTPA for SMS)
Technological Specifications	<ul> <li>3.25 MTPA blast furnace, one of the largest in India.One of the largest 5 MTPA sinter plants</li> <li>1.2 MTPA plate mill that produces plates of up to 5 meters in width</li> <li>1.5 MTPA bar mill that produces a wide range of the Jindal Panther branded TMT rebars</li> <li>6.5 MTPA coal washery, 2 x 500 TPD lime and dolomite plant</li> </ul>	<ul> <li>Blast furnace (3.05 MTPA)</li> <li>1.32 MTPA DRI plant the world's largest coal-based sponge iron manufacturing facility</li> <li>Head-hardened rail manufacturing facility that produces up to 121m long rail pieces</li> <li>State-of-the-art plate mill (1.0 MTPA)</li> <li>Medium and light structural mill (0.6 MTPA)</li> <li>Modern rail and universal beam mill (0.75 MTPA)</li> </ul>
Product Mix	Plate, TMT, Billet	Rail, Structures, Plates, HRC, Bloom, Billet, Rounds
Raw Materials Sourcing	<ul> <li>Iron ore from captive mine in Kasia (Odisha), Tensa (Odisha) and open market</li> <li>Pellet from Barbil plant</li> <li>Coking coal sourced from Australia, Mozambique mine and merchant mining groups</li> </ul>	<ul> <li>Iron ore from captive mine in Kasia (Odisha), Tensa (Odisha) and open market</li> <li>Pellet from Barbil plant</li> <li>Coking coal sourced from Australia, Mozambique mine and merchant mining groups</li> </ul>
Power / Coal Preparation	<ul> <li>810 MW captive power plant</li> <li>Coal washery (6.5 MTPA)</li> </ul>	<ul> <li>284 MW coal and waste heat captive power plant</li> <li>540 MW coal captive power plant at Dongamauha</li> </ul>
FY21 Utilization	• 73.6% (SMS)	• 88.7% (SMS)





Plant (Location)	Barbil (Odisha / 9.0 MTPA)	Patratu (Jharkhand / 0.6 MTPA for WR and 1.0 MTPA for TMT)
Technological Specifications	<ul> <li>4.50MTPA dry-grinding and 4.50MTPA wet-grinding palletisation unit</li> <li>Barbil Plant has emerged as pellet exporter in recent years</li> <li>9 MTPA Pelletization complex</li> </ul>	<ul> <li>Finished steel installed capacity of 1.6 MTPA, including a 1 MTPA bar mill and a 0.6 MTPA wire rod mill</li> </ul>
Product Mix	Pellet	TMT, Wire Rod
Raw Materials Sourcing	Iron ore from captive mine in Kasia (Odisha), Tensa (Odisha), and open markets	Billet for WRM and TMT from Angul and Raigarh Plant
Power / Coal Preparation	Maximum sourced from 810MW captive power plant; remaining sourced from grid	Entire power requirements from DVC – Damodar Valley Corporation
FY21 Utilization	• 80.8%	• 72.6% (WR), 21.1% (TMT)



# JSP has adeptly navigated the challenges brought on by the COVID-19 pandemic



Best ever performance in terms of EBITDA achieved during COVID. FY21 the best year ever despite the devastating COVID impact

# **Global Footprint - Providing raw material security**

## Africa

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## South Africa

- Own and operate an underground anthracite coal mine located in Kiepersol, South Africa through step-down subsidiary Jindal Mining SA (Pty) Limited
- Anthracite coal mine, the Kiepersol Project, produces high grade Anthracite Coal (max.1.2 MTPA)
- Private railway siding enables the mine to dispatch orders directly to customers and to shipping ports for export

### Mozambique

- Open cast coking coal mine in Chirodzi
- The mining area is under a lease period valid until 2035
- According to a third party report from 2012, the mine has resources of approximately 1,708.65 MT, with a mine reserve life of approximately 15 years
- The current capacity of the mine is 5 MTPA



### Russell Vale Mines

- The mining approval from NSW Department of Planning, Industry and Environment (DPIE) and the Independent Planning Commission (IPC) was received in Dec'20 and the company received clearances for extraction of 3.7MT of coal over five years from Russell Vale mine.
- The company commenced mining in September 2021

## Australia

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# Thank you!