

April 29, 2017

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**Security Code No.: JINDALSTEL** 

Sub: Intimation under Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investors Presentation

Dear Sir(s),

Please find attached a copy of the Investors Presentation – Q3 of FY 2016-17 for the information of the Stakeholders.

Thanking You.

Yours faithfully,

For Jindal Steel & Power Limited

Company Secretary
Compliance Officer







## Jindal Steel and Power Ltd

Investor Presentation

3Q FY17 (Mar' 17)







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# Jindal Steel & Power Limited Building the Nation of Our Dreams

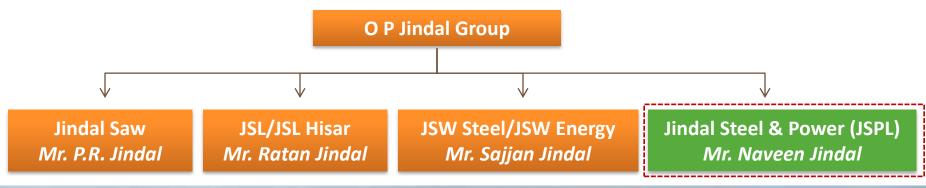








### Ownership Structure - O P Jindal Group

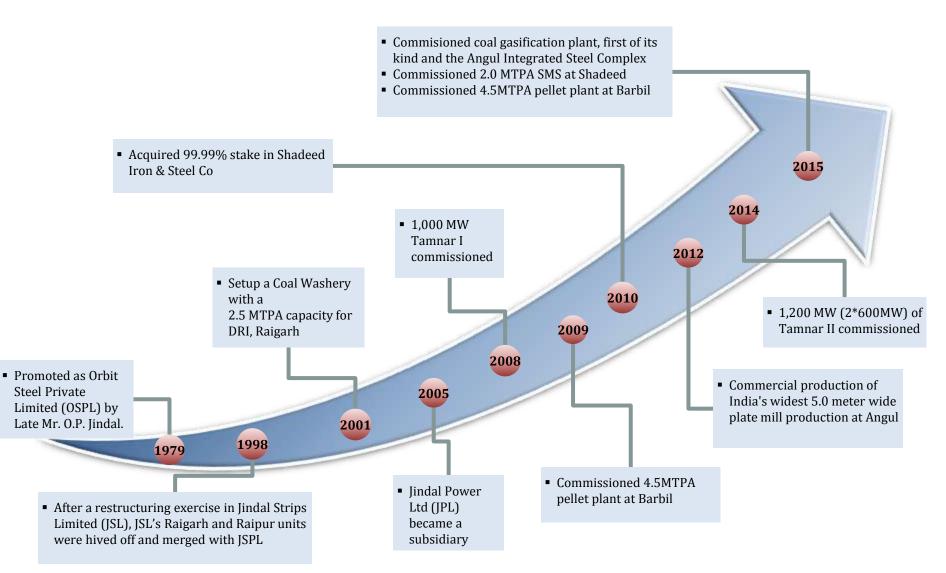








## Key Milestones during our journey

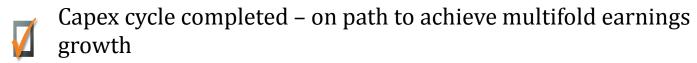






### JSPL - Formidable Steel & Power player







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





# JSPL is at the cusp of turnaround & phenomenal growth ..

- Profits set to increase with unprecedented increase in volumes
- V

Debt reduction to be the key focus with higher cash flows

V

Margins set to expand with

- ◆ Change in product mix to "Value added" & "Premium" products &
- ◆ Amortization of costs over higher volumes









Ravi Uppal MD & Group CEO

• Experience: >36

years

• Qualification: MBA (IIM – A)



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



Arun Kumar Purwar Independent Director

Experience: >30 years

Qualification: M.Com

Former 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 vears

• Qualification: Bcom & CA



Dinesh Kumar Saraogi Wholetime Director

Experience: 32 years

Qualification: Mechanical Engineering



Rajeev Bhadauria Whole time director

Experience: 28

Qualification: LLB



Deepak Sood Nominee director



Anjan Barua Nominee Director



Kuldip Chander Sood Independent Director



Dr Amar Singh Independent Director



## ...& Best in Class Management





Anand Goel
Chief Advisor
Experience:
>36 years



Rajesh Bhatia
CFO

Experience:
>25 years



VK MehtaDirector, S&MExperience: >36 years)



*CEO, Oman*■ Experience: >38 years.

N.A. Ansari



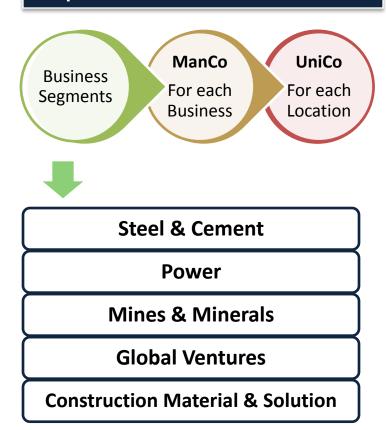


## Moving Towards Plural Leadership

### **Strategic Governance Structure**



### **Operational Governance Structure**



Implementation of Strategic & Operational Governance Structure

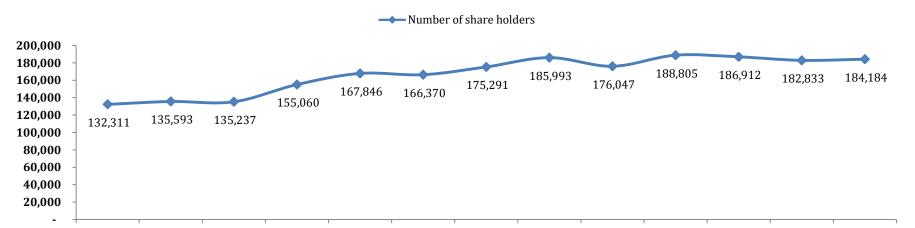




## Shareholding of JSPL from FY13

	31-Mar-13	31-Mar-14	31-Mar-15	30-Jun-15	30-Sep-15	31-Dec-15	31-Mar-16	30-Jun-16	30-Sep-16	31-Dec-16
Promoters	59.13%	60.41%	61.29%	61.34%	61.89%	61.89%	61.89%	61.89%	61.89%	61.89%
Institutional Investors	27.45%	26.45%	22.66%	21.91%	19.53%	22.35%	21.08%	21.33%	20.00%	19.39%
Public and other share holding	13.42%	13.14%	16.05%	16.75%	18.58%	15.76%	17.03%	16.77%	18.11%	18.72%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Number of share holders	1,32,311	1,35,593	1,66,370	1,75,291	1,85,993	1,76,047	1,88,805	1,86,912	1,82,833	184,184

#### Number of share holders



31-Mar-13 31-Mar-14 30-Jun-14 30-Sep-14 31-Dec-14 31-Mar-15 30-Jun-15 30-Sep-15 31-Dec-15 31-Mar-16 30-Jun-16 30-Sep-16 31-Dec-16



### Focus for FY17



### Capacity Utilization

- Ensure Full Utilization of Steel Capacity
- Increase Operational efficiency of all processes
- Transition of product mix More "Value Added" & "Premium" products
- Commission & Commercial production from Rebar mill in Angul
- Optimally utilize power capacities to generate higher operating profits

### **Financial Prudence**

- Cost Savings & Incremental Operating Profits by Completion of Angul Phase IB
- Substantially increase margins in Oman utilize full Rebar capacity
- Further reduction in Working Capital
- Fixed Cost Reduction



### **Business Segments**



Steel

Power

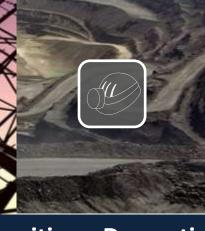
Mines & Minerals

Global Ventures

Construction Material & Solution











**Current Capacities – Domestic & Global** 











5.1 MTPA Steel\*

IPP - 3400 MW\*\* CPP - 1634 MW

3.11 MTPA\*

2 MTPA Steel & Mines Cement Road solutions LGS

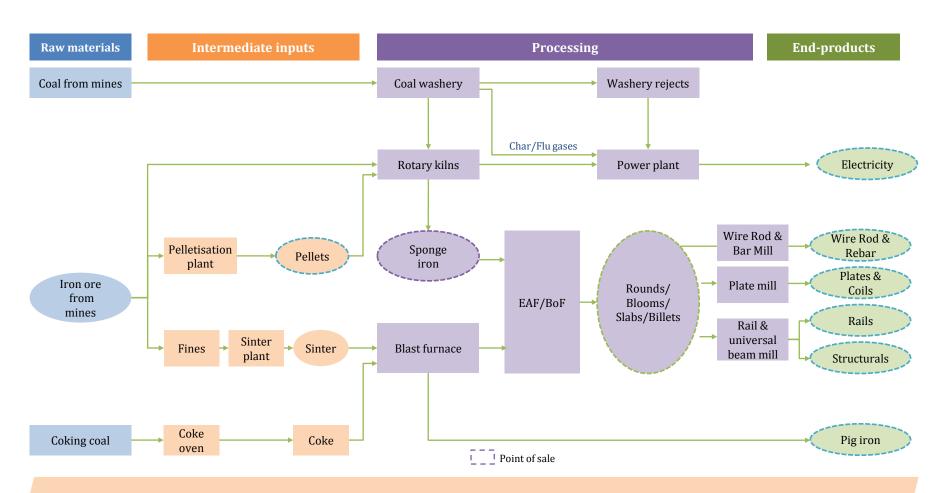
Domestic

<sup>\*\* 1000</sup> MW Divestment announced





## Integrated Operations with multiple point of sale



Multiple sale points across steel value chain







**Iron Making** (6.75 MTPA)

**DRI 3.12 MTPA** 

**BF 2.13 MTPA** 

**HBI 1.50 MTPA** 

**Liquid Steel** (7.10 MTPA)

**SMS 7.10 MTPA** 

**Finished Steel** (6.65 MTPA)

**WRM 0.60 MTPA** 

**RUBM 0.75 MTPA** 

MLSM 0.70 MTPA

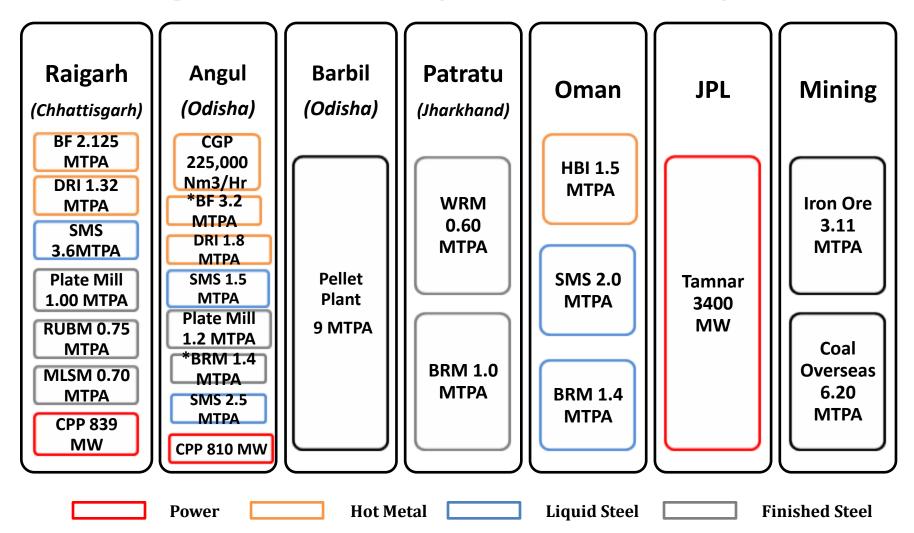
Plate Mill 2.20 MTPA

**BRM 2.4 MTPA** 

BRM in Angul 1.4 MTPA - Commissioning in FY17 Effective Finished Steel 7.95 MTPA



### Integrated & Diversified operations of scale



<sup>\*</sup>To be commissioned



## JSPL Product Range





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



Angles Sizes: 50mm to 250mm

### LONG PRODUCTS



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



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



Channel Sizes: 75mm to 400mm



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



### JSPL Product Range





**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



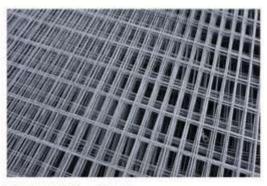
Speed Floor

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



Cut & Bend

Customized and Ready to Use TMT Rebars



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



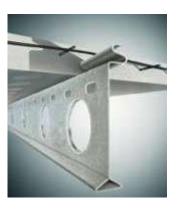


### **Value Added Products – help in higher Turnover & EBITDA margins**











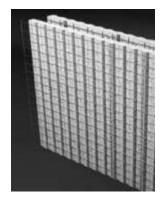
Cement

Cut & Bend

Welded Mesh

Speed Floor

LGS







Road Stabilizer



**Bricks & Pavers** 

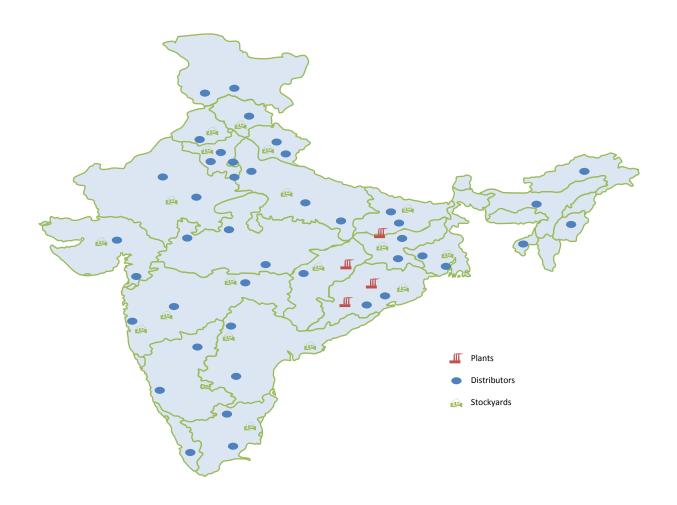


LWA



## Extensive Sales and Distribution Network





Pan India presence with multiple customer touch points



### Steady customer base of marquee corporates JINDAL













































































नालको (A) NALCO

A Navratna Company



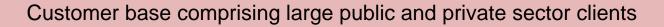


GROUP













## **POWER BUSINESS**





### Power Capacities at a glance





### Independent Power Projects (IPP)

Project	Capacity (MW)	Fuel	Configurati on	Status
Tamnar 1 <sup>(a)*</sup>	1,000	Coal	4x250 MW	Operational
Tamnar 2 <sup>(a)</sup>	2,400	Coal	4x600 MW	Operational

\*Divestment announced

### Captive power projects (within JSPL)

Project	Capacity (MW)	Fuel	Configuration	Status
DCPP, Raigarh	540	Coal	4x135 MW	Operational
JSPL, Raigarh	299	Coal & waste heat	2x25 MW & 40 MW (Waste heat) 2x55 MW 3x25 MW 24 MW	Operational
Angul, Odisha	810	Coal	6 x135 MW	Operational

### One of the largest 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

#### Tamnar-I, 1,000 MW (EUP I)

#### Tamnar-II - 1,200 MW (EUP II)

#### Tamnar-II - 1,200 MW (EUP III)

FSA



Coal sourced through – market purchase and e-auction

 Long term linkage from Mahanadi Coal Limited (MCL) and South Eastern Coalfields Limited (SECL)

 Market purchase and eauction

PPA



■ TNEB – 200 MW

 Bilateral/short term/ merchant ■ TNEB - 400MW

CSEB – 60MW

KSEB – 200MW

KSEB – 150MW

CSEB – 60MW

Evacuation



 258km transmission line from plant to national grid

Open access against PPAs

Open access to be finalised against PPAs

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

Excluding auxiliary consumption





## **PPA Arrangements**

			Per	Quantum	
Project	Buyer	Type	From	То	(MW)
Tamnar II (Phase 1)	Tamil Nadu	Long Term	Feb-14	Sep-28	400
Tamnar I	Tallili Nauu	Medium Term	Sep-12	Aug-17	200
Tamnar II (Phase 1)	KSEB	Long Term	Jun-16	May-41	200
Tamnar II (Phase 1)	KSED	Long Term	Oct-17	Sep-42	150
Tamnar II (Phase 1)	Chhattiagash	Long Term	After commercial operation of Unit and for complete life of plant		60
Tamnar II (Phase 2)	Chhattisgarh	Long Term	After commercial operation of Unit and for complete life of plant		60

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



## JPL Financials



Particulars	Net Sales (Rs. Cr.)	PAT (Rs. Cr.)	Generation (MU)	PLF
Year 2015-16	3,015	(102)	9,542	59% (EUP1) 28% (EUP 2)
Year 2014-15	3,228	(171)	10636	93% (EUP 1)
Year 2013-14	2,457	1,107	8282	92%
Year 2012-13	2,510	1,113	7973	91%
Year 2011-12	3,040	1,765	8589	98%









(Figures in INR Crores)

Particulars	Q3FY17	Q3FY16	Q2FY17	%YoY	%QoQ
Net Sales	854	815	734	+5%	+16%
EBITDA	302	182	182	+66%	+66%
EBITDA %	35%	22%	25%		
Profit/(Loss) Before Tax	(182)	(135)	(246)	+35%	-26%
Profit/(Loss) After Tax	(162)	(140)	(205)	+16%	-21%
Depreciation + Amortization	385	312	354	+23%	+9%
Cash Profit	203	169	107	+20%	+90%
Generation (MU)	2,356	2,580	2,313	-9%	+2%
PLF(%) - 4X250 MW	52%	70%	51%		
PLF(%) - 3X600 MW	28%	26%	30%		

- - 29





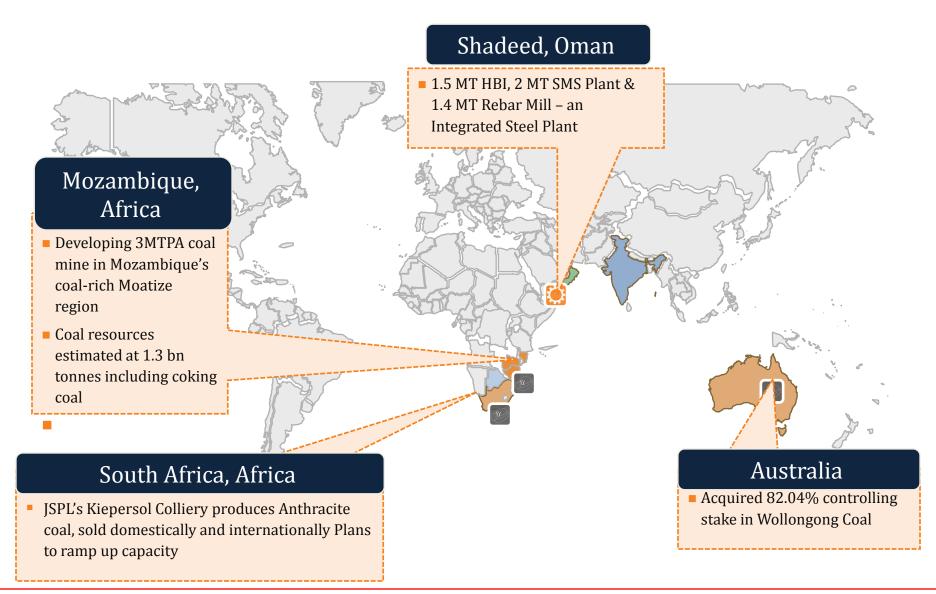
## **GLOBAL VENTURES**







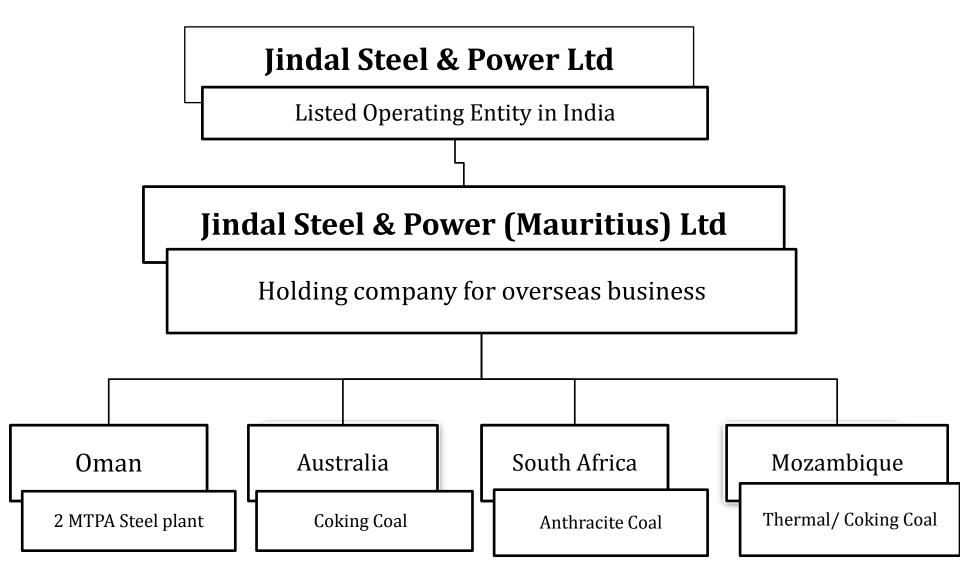
## Summary of International Operations







## Holding structure for global operations





### Jindal Shadeed Iron & Steel, Oman



### Marching towards becoming a Fully Integrated Steel Plant



1.5 HBI — 2 MTPA SMS — 1.4 MTPA Rolling Mill





### **Oman - Salient Features**

- First & Largest Integrated steel plant of Oman
- Third largest in Arabian Peninsula
- Port based steel plant
- Largest Arc furnace in Arabian Peninsula, with contracted natural gas
- Worlds 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 neighbour)
- Natural Gas from Oman Government through long term contract (at concessional prices)
- Scrap from External Purchase



### 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





### **Mozambique - Salient Features**



### **Coking Coal Asset**

Exploration License over 100 square kms. in Central Kalimantan

Medium to large size deposits of hard coking

#### Thermal Coal Asset

- Large size deposit of low ash low sulphur thermal coal for open cast operation
- MoU signed with Bupati Barito to develop road for coal hauling
- Return load for 200,000 MT tonnages secured resulting in decrease of logistics costs
- Infrastructure developed in Moatize for storage and loading of coal into trains



### 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

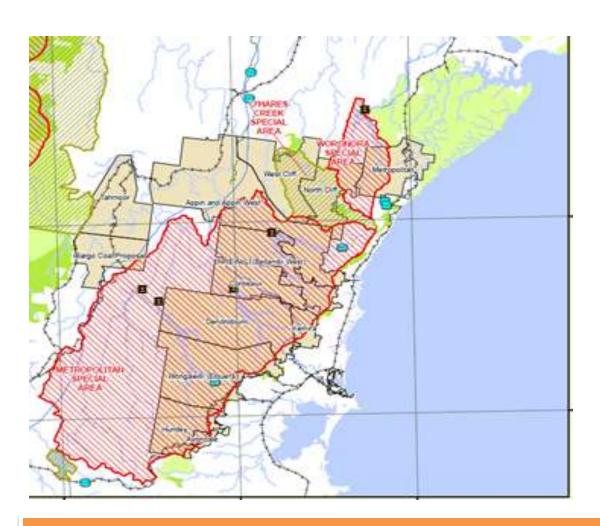
➤ **Mining Capacity**: Targeting 2 MTPA

**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 significant strategic advantages





# Financials & Operational Highlights

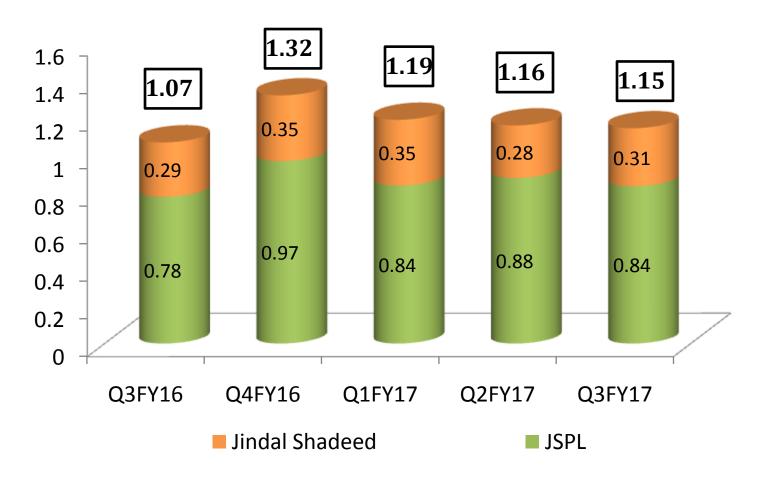




### **Consolidated Steel Production**



(Figures in Million Tonnes)

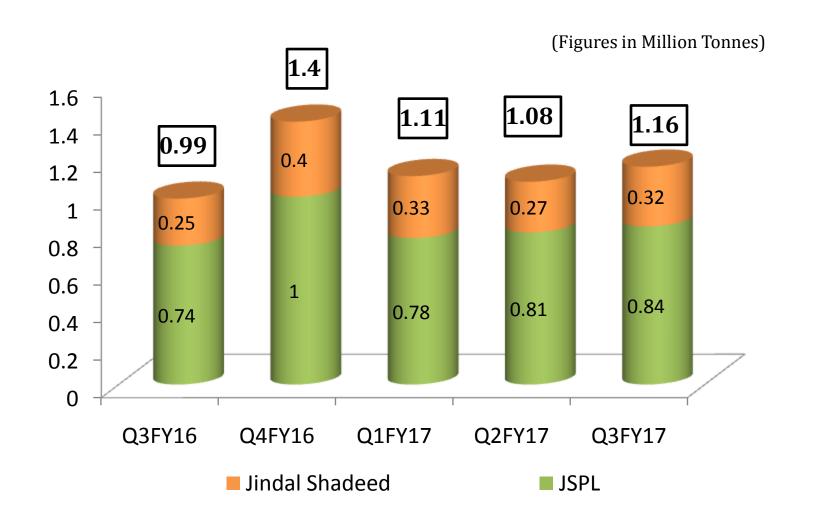


\*Quarter on Quarter





### **Consolidated Steel Sales Volumes**



\*Quarter on Quarter





### Consolidated Financials at a Glance

(Figures in INR Crores)

								( 0	
	FY08	FY09	FY10	FY11	FY12	FY13	FY14	FY15	FY16
INCOME STATEMENT									
Revenue	5,539	10,913	11,152	13,194	18,351	19,943	19,352	19,626	18,632
EBITDA	2,253	5,908	5,232	6,398	6,935	6,131	5,522	5,708	3,633
PAT	1,251	3,007	3,635	3,804	4,002	2,912	1,894	-1,455	-1,999
Cash Profit	1,810	4,194	4,760	5,115	5,575	4,594	3,876	2,065	240
SIGNIFICANT RATIOS									
EBITDA Margin (%)	41%	54%	47%	48%	38%	31%	29%	29%	20%
Net Profit to Sales (%)	23%	28%	33%	29%	22%	15%	10%	-8%	-11%
EPS(INR/Share)	13.5	32.4	39.1	40.8	42.42	31.13	20.53	-13.97	-20.79





### Standalone 3Q FY 17 - Snapshot of Key Financials

(Figures in INR Crores)

Particulars	Q3FY17	Q3FY16	Q2FY17	%YoY	%QoQ
Total Revenue	3,519	2,919	3,126	+21%	+13%
EBITDA	784	419	531	+87%	+48%
EBITDA %	22%	14%	17%		
Depreciation	542	570	524	-5%	+3%
Finance Cost	540	657	654	-18%	
Profit/(Loss) Before Tax	(298)	(807)	(647)	+63%	+54%
Tax	(111)	(288)	(240)		
Profit/(Loss) After Tax	(187)	(519)	(407)	+64%	+54%

Particulars	9MFY17	9MFY16	%YoY
Total Revenue	9,768	9,234	+6%
EBITDA	1,974	1775	+11%
EBITDA %	20%	19%	
Depreciation	1,555	1617	-4%
Finance Cost	1,795	2021	-11%
Profit/(Loss) Before Tax	(1,376)	(1,839)	+25%
Tax	(506)	(638)	
Profit/(Loss) After Tax	(870)	(1,201)	+28%

-





### Consolidated 3Q FY 17 - Snapshot of Key Financials

(Figures in INR Crores)

Particulars	Q3FY17	Q3FY16	Q2FY17	%YoY	%QoQ
Total Revenue	5,408	4,336	4,666	+25%	+16%
EBITDA	1,277	542	848	+136%	+51%
EBITDA %	24%	12%	18%		
Depreciation	1,027	995	999	+3%	+3%
Finance Cost	835	806	872	+4%	-4%
Exceptional Items		91			
Profit/(Loss) Before Tax	(586)	(1164)	(1021)	+50%	+43%
Tax	(131)	(282)	(274)		
Profit/(Loss) After Tax	(455)	(882)	(747)	+48%	+39%

Particulars	9MFY17	9MFY16	%YoY
Total Revenue	14,760	13,499	+9%
EBITDA	3,140	2,574	+22%
EBITDA %	21%	19%	
Depreciation	2,943	2,836	+4%
Finance Cost	2,560	2,422	+6%
Exceptional Items	(626)	(348)	
Profit/(Loss) Before Tax	(2,987)	(2,996)	0%
Tax	(546)	(547)	
Profit/(Loss) After Tax	(2,441)	(2,449)	0%

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# Key Initiatives & Project Updates





### India's largest Blast Furnace all set to Commission in March







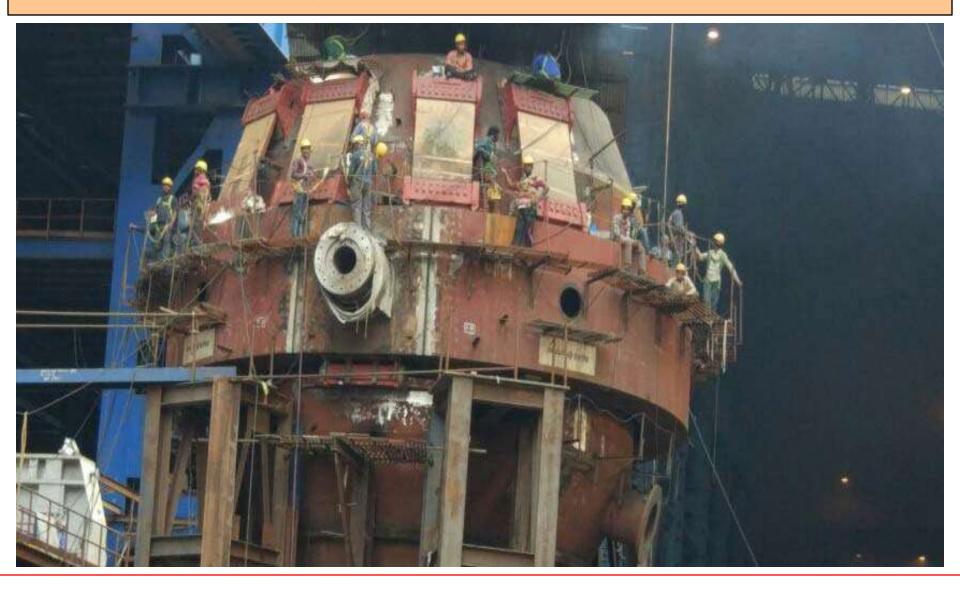
### **Blast Furnace Stoves**







### **BOF under construction**







### Converted: EAF to NEOF (Zero power furnace), Raigarh



- ➤ JSPL has successfully converted one of its Electric Arc Furnace(EAF) to a basic oxygen type furnace.
- ➤ Would result in i) lower Thermal coal requirement (as more hot metal produced through Blast Furnace route will be used) ii) power savings and iii) eliminates consumption of Electrodes.
- > This will result in substantial saving in our steel making (liquid steel) cost at Raigarh. .





### **Construction & Solutions Growth: BKC, Mumbai**





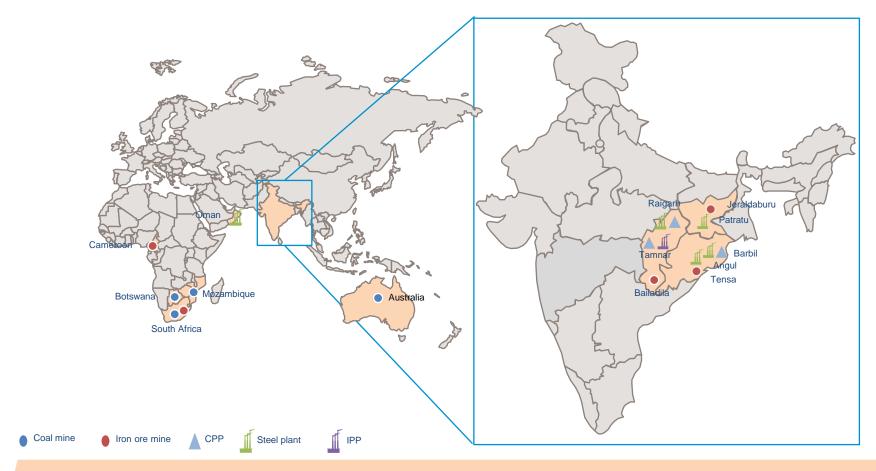


# Facilities at a glance





### Global Presence in attractive markets



Presence in resource rich regions well connected with evacuation infrastructure





# Chhattisgarh State



# JSPL, Raigarh









### Structural Steel Division, Punjipatra







# Heavy Machinery Division, Raipur





### PANTHER Jindal Power Ltd. - 4x600 MW - Tamnar JINDAL









# Odisha State



# JSPL, Angul







## Pellet Plant, Barbil









# Jharkhand State



# JSPL, Patratu







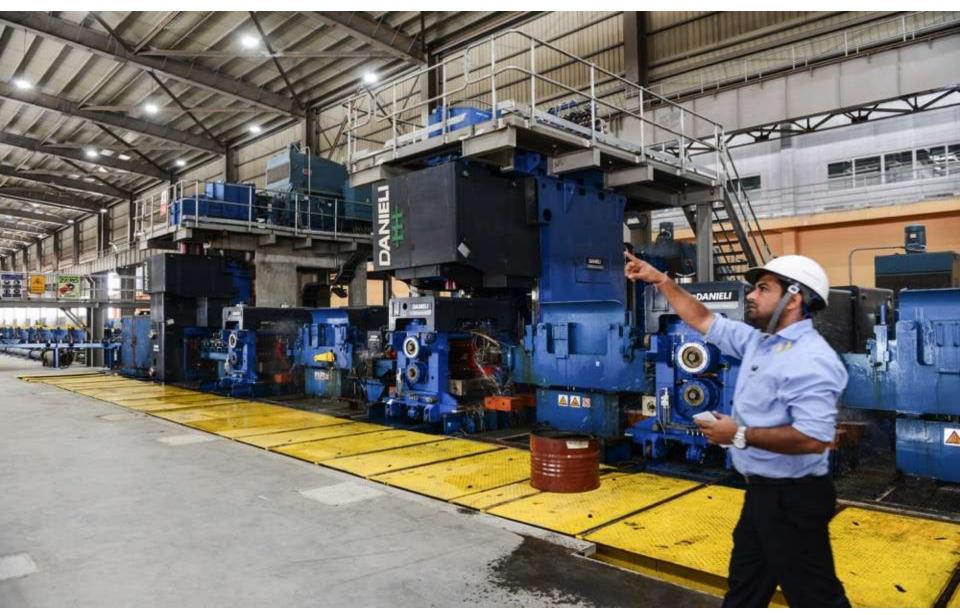


# Oman



### Jindal Shadeed, Oman







### Jindal Shadeed, Oman







# Making Sustainability A Focus Priority JINDAL







### A Responsible Corporate Citizen



### 9 PILLARS OF CSR





# A Responsible Corporate Citizen



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

As of 31st March'2016 69



### Health & Safety Best Practices













## Health & Safety Best Practices















### Recent Awards & Recognitions

- Mr. Naveen Jindal, Chairman, JSPL received the 'Steelie Award 2016' for being the "Industry Communicator of the Year"
- 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
- Jindal Shadeed won following laurels
  - Prestigious "Sultan Qaboos Award" for Industrial Excellence by the Ministry of Commerce and Industry on February 9, 2016
  - 2016 Steel Manufacturing Product Line Strategy Leadership Award, GCC", at GIL 2016: Middle East, Dammam, Saudi Arabia on February 10, 2016
- Jindal Shadeed have received 2 Awards from Midrex
  - For the achievement of 5 Million tons of production within 4 years of Operation [2011 2014]
  - For the achievement of Exceptional annual operational availability for the year 2014 98.51%. (Total 3 plants have received the awards out of 72 Midrex DR Plants in the world, and Jindal Shadeed stands number 2.)
- JSPL Raigarh got placed in Limca book of world records' for manufacturing longest 121 meter long single piece track rail
- JPL received "Par Excellence Award for 5'S implementation" by QCFI on 26th Nov'16
- JPL was awarded 2<sup>nd</sup> rank amid the top 25 'Best in Industry' companies in Dale Carnegie Global Leadership Award
- MRIG TRISHNA (Coal Washery), AGNI (Operation) & AAKASH (Ash Handling Plant) won the prestigious "Par Excellence Award" at NCQC-2016, Raipur



### Award and Accolades for JSPL (2014-15)

- National Award for Excellence in Energy Management 2014, CII
- National Award for Innovative Training Practices, ISTD Delhi, 2014
- Dun & Bradstreet Infra Award 2014 in Power Category
- Chhattisgarh Industrial Health & Safety Award, Govt of Chhattisgarh, 2014
- Award for Innovative HR Practices, Global HR Excellence Awards, 2015
- Best CSR Practice Education, Think Media Inc., 2014
- Project Excellence Award, Global Symposium, 2014
- Procurement Excellence Award: "Outstanding Leader in Procurement" at the 2nd Annual CPO Forum India & Awards 2014.
- Innovation in Employee Retention Strategies, Greentech Foundation, 2014
- 2nd Best in Overall Mining Mega Mines Group, Annual Safety Fortnight Competitions, 2015



### Other Award and Accolades



International Safety Award with merit 2014 by British Safety Council, UK. 2013 World CSR Congress Award 2013 Greentech CSR Award 2013 2012 Golden Peacock National CSR Award 2012 Ranked No.1 as Wealth Creator in India over a 10- year period (Business World) Awarded the Dun & Bradstreet- Rolta Corporate Awards 2011 Ranked 3rd in the Metals Category of Business World's India's Most Respected Companies Survey 2011 Received the Forbes Asia's 'Fabulous 50' International Award Golden Peacock Innovation Management Awards Greentech Award for 1st Position in Metal & Mining Industries World HRD Congress CSR Award on women empowerment Rated the World's 2nd Largest Value Creator by Boston Consulting Group (BCG), based on Total Shareholder Return from 2005-2009, and the largest Value Creator in Mining and Materials category Received the Forbes Asia's 'Fabulous 50' International Award 2010 Golden Peacock Innovation Management Awards CSR Excellence Award 2010 by ASSOCHAM for promoting and propagating Corporate Social Responsibility initiatives Received the CNBC's Most Promising Entrant into the Big League at IBLA







2009 National Energy Conservation Award
Golden Peacock Innovation Award 2009
Winner of 'Shrishti Green Cube Award 2009
SAIL HR Excellence Award 2009





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