



# MAHARASHTRA SEAMLESS LIMITED

**CORPORATE OFFICE :** Plot No. 30, Institutional Sector-44, Gurgaon-122 002 Haryana (India)  
Phone No. : 91-124-4624000, 2574326, 2574325, 2574728 • Fax : 91-124-2574327  
E-mail : [contact@mahaseam.com](mailto:contact@mahaseam.com) Website : [www.jindal.com](http://www.jindal.com)  
CIN No: L99999MH1988PLC080545

5<sup>th</sup> November, 2018

Ref: MSL/G/SEC/SE/2018-19/

## BSE LIMITED

Corporate Relationship Department  
1<sup>ST</sup> Floor, New Trading Ring  
Rotunda Building, P J Towers  
Dalal Street, Fort,  
Mumbai - 400 001  
Fax No. 022-22723719/2037/39

## NATIONAL STOCK EXCHANGE OF INDIA LTD.

"Exchange Plaza", C-1, Block G,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai – 400 051  
Fax No. 022-26598237/38/347/48

Stock Code : 500265

Scrip ID : MAHSEAMLES

## Sub. – Corporate Presentation

Dear Sir,


Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed a copy of Corporate Presentation on the Financial results of the Company for the quarter and half year ended 30<sup>th</sup> September, 2018.

This is for your information and record please.

Thanking you,

Yours faithfully,

For **MAHARASHTRA SEAMLESS LIMITED**

  
**D.C. GUPTA**  
V.P. & Company Secretary

**JINDAL**  
D.P. JINDAL GROUP

**REGD. OFF. & WORKS :** Pipe Nagar, Village, Sukeli, N.H.17, B.K.G. Road, Taluka-Roha, Distt. Raigad-402 126 (Maharashtra)  
Phone : 02194-238511, 238512, 238567, 238569 • Fax : 02194-238513

**MUMBAI OFFICE :** 402, Sarjan Plaza, 100 Dr. Annie Besant Road, Opp. Telco Showroom, Worli, Mumbai-400 018  
Phones : 022-2490 2570 /72 /74 • Fax : 022-2492 5473

**HEAD OFFICE :** 5, Pusa Road, 2nd Floor, New Delhi-110005 Phones : 011-28752862, 28756631 Email : [jpdelhi@bol.net.in](mailto:jpdelhi@bol.net.in)

**KOLKATA OFFICE :** Sukhsagar Apartment, Flat No. 8A, 8th Floor, 2/5, Sarat Bose Road, Kolkata - 700 020  
Phone : 033-2455 9982, 2454 0053, 2454 0056 • Fax : 033 - 2474 2290 E-mail : [msl@cal.vsnl.net.in](mailto:msl@cal.vsnl.net.in)

**CHENNAI OFFICE :** 3A, Royal Court. 41, Venkatnarayana Road, T. Nagar Chennai-600017  
Phone : 044-2434 2231 • Fax : 044-2434 7990

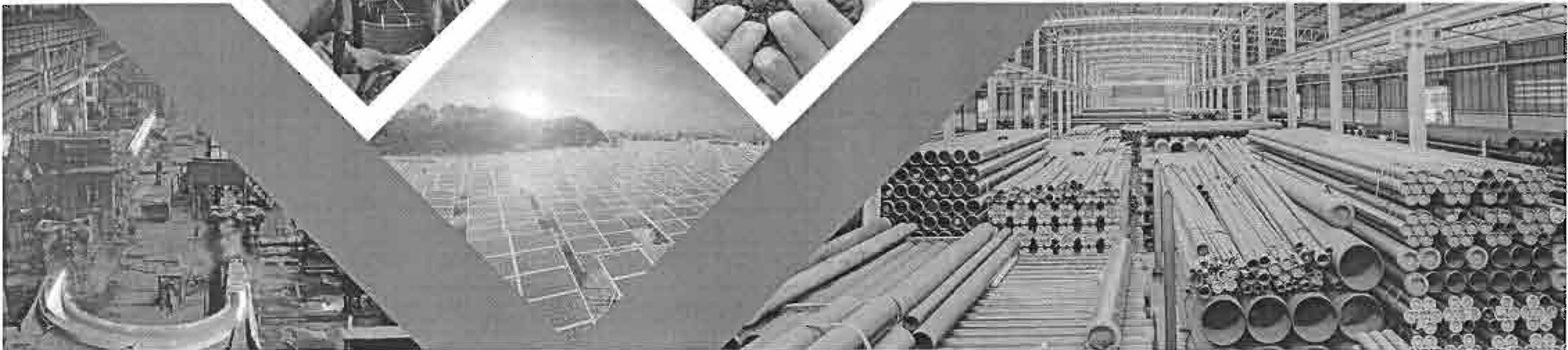


**MAHARASHTRA  
SEAMLESS LIMITED**

## **Earnings Presentation**

**Q2 FY2019**

**November 2018**



## Forward Looking & Disclaimer Statement



This document contains “forward-looking statements” about our business, financial performance, skills and prospects. Statements about our plans, intentions, expectations, beliefs, estimates, prediction or similar expression for the future are forward-looking statements.

Forward looking statements are based on management’s current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements. These risks include but are not limited to risks arising from uncertainties as to future Oil & Gas Prices and their impact on investment programs by Oil & Gas Companies, Steel Prices worldwide & domestic, economic & political conditions. We can not assure that outcome of this forward-looking statements will be realized.

The Company disclaims any duty to update the information presented here. The material presented can not be used for any other purpose in any form without our express written consent.



# Maharashtra Seamless: Overview



**#1 producer of seamless pipes in India,  
capacity 550 ktpa**

**Major producer of ERW pipes in India,  
capacity 200 ktpa**

**Leading supplier to Oil & Gas industry**

**43 MW Solar and Wind energy portfolio**



**MAHARASHTRA  
SEAMLESS LIMITED**

**"MAHA"**

**A globally recognised brand**



**"Jindal Star"**

**A national brand**

**Market cap: Rs. 3,300 crore**

**Regular dividends since IPO;  
25% payout ratio for FY2018**

**H1 FY2019 Revenues: Rs. 1,310 crore;  
EBITDA: Rs. 272 crore, 20.7% margin**

**Strong balance sheet: Net cash,  
investments and ICD of Rs. 697 crore\***

\*Standalone numbers as of 30 Sep 2018



### Business Highlights

- Total pipes sales volume up 12% yoy to 94,487 MT
  - Total pipes production volume of 81,830 MT, down 6% yoy
  - Maintenance shutdown taken at Nagothane seamless plant during Q2 for approx. 30 days
- Strong order book position of Rs. 950 Cr
- Continued ramp-up of capacities at Nagothane and Mangaon seamless pipe plants
- MSL generated 90% of power requirement through renewable sources
- Emerged as highest bidder for United Seamless Tubulaar Pvt. Ltd., Telangana, in the auction under the IBC process. Seamless pipe capacity of 350 kMTPA. Expected to complete in FY 2019.

### Financial Highlights

- Total Revenue of Rs. 703 Cr, up 45% yoy
- EBITDA of Rs. 128 Cr, up 113%
- PBT of Rs. 136 Cr, up 150%
- PAT of Rs. 88 Cr, up 160%

## Industry and Market Trends



Strong energy prices generating strong demand for pipes from O&G industry globally

Indian market seeing strong demand for Seamless and Welded pipes from new oil refineries, pipelines, upgrade of refineries to BS-VI, ongoing replacement of old O&G pipelines in Mumbai High, Gujarat

Cross-country gas pipeline to generate strong demand for ERW pipes

Pharmaceutical and pre-fabricated industries are opportunities for ERW pipes

Smart cities projects to increase demand of pipes required for basic facilities

Anti-dumping duties imposed by India, US and Europe benefiting Indian producers

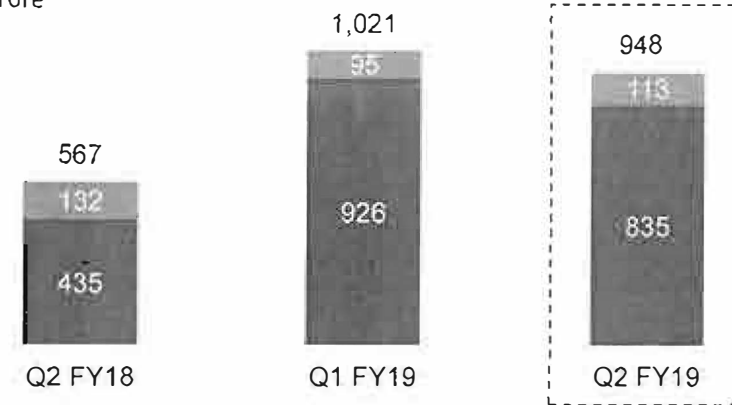


# Near Term Strategic Priorities

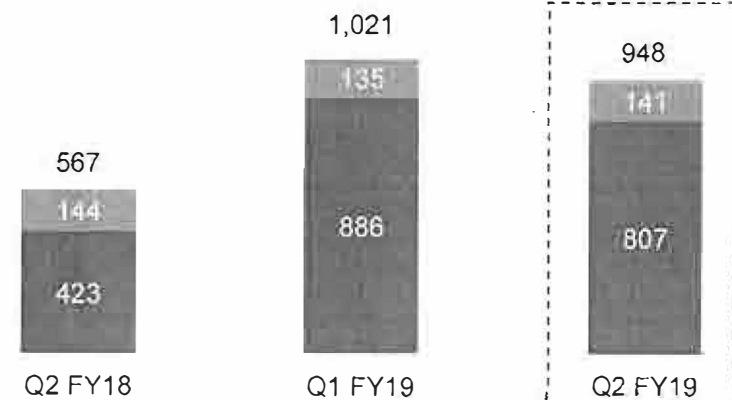
- **Continued production ramp-up to cater to strong demand for Seamless pipes**
  - 200 kMTPA Mangaon plant was re-started in Q3 FY2018. Expected to reach full capacity in 2019
  - 350 kMTPA Nagothane plant expected to reach full capacity by December 2018
- **Acquisition of United Seamless, Telangana under IBC process**
  - Capacity of 350 kMTPA
  - Bid of Rs. 477 crore Enterprise Value
  - Expected to complete during FY19
- **IBC process may present further opportunities**
  - Will evaluate and pursue only if there is strategic fit and potential for shareholder value generation

## Strong Oder Book of Rs. 950 crore

Rs. Crore



■ Domestic ■ Exports



■ Seamless ■ ERW



# Operational and Financial Performance



Particulars	Q2 FY19		Q2 FY18		Q1 FY19	
	Seamless	ERW	Seamless	ERW	Seamless	ERW
Production (kMT)	64	18	72	14	75	16
Sales Volume (kMT)	76	19	69	15	65	16
EBITDA (Rs. Cr)	104	11	52	2	121	12
EBITDA/ton (Rs.)	13,783	5,719	7,466	1,212	18,567	7,580

## Standalone Financials

Particulars (Rs. Cr)	Q2 FY19	Q2 FY18	YoY Growth	Q1 FY19	QoQ Growth
Income from Operations	703	484	45.3%	607	15.7%
EBITDA	128	60	113.2%	144	(10.9)%
EBITDA Margin	18.2%	12.4%		23.7%	
PAT	88	34	160.4%	100	(11.8)%
PAT Margin	12.6%	7.0%		16.5%	
EPS (Rs.)	13.21	5.07	160.6%	14.98	(11.8)%

- Dispatches of pipes higher in Q2
- Income from operations up 45% yoy mainly due to better price realization
- EBITDA lower (qoq):
  - Approx. 30 days scheduled shut down at Nagothane resulting in lower production. Plants are operational now
  - Increase in raw material prices
- PAT lower (qoq) due to lower EBITDA and Other income lower by ~Rs 6 Cr





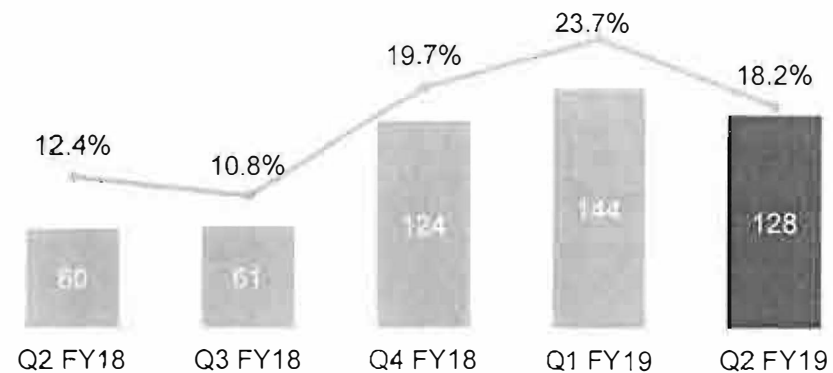
# Financial Performance



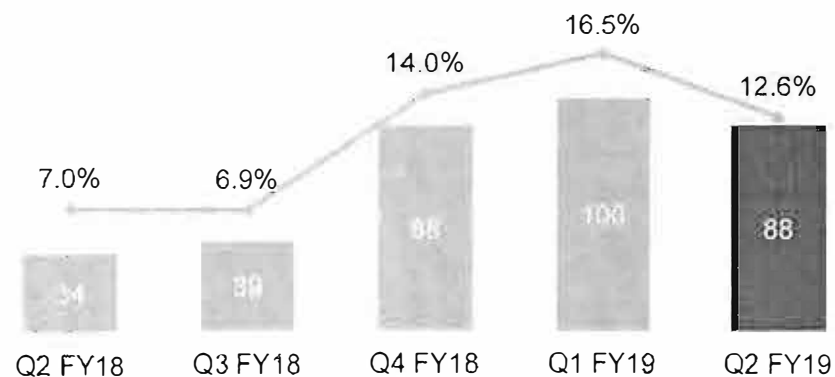
## Revenue



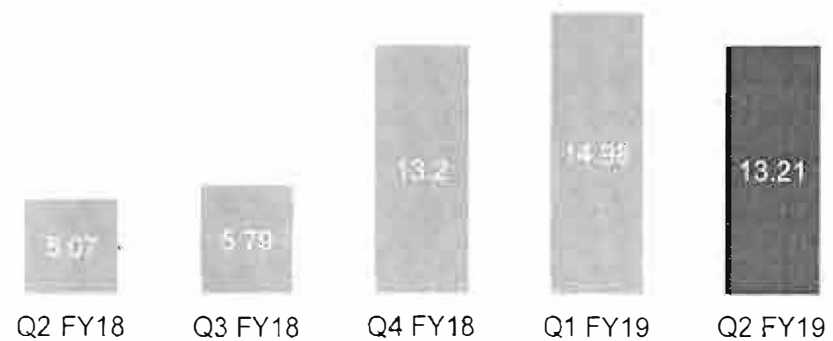
## EBITDA and EBITDA Margin



## PAT and PAT Margin



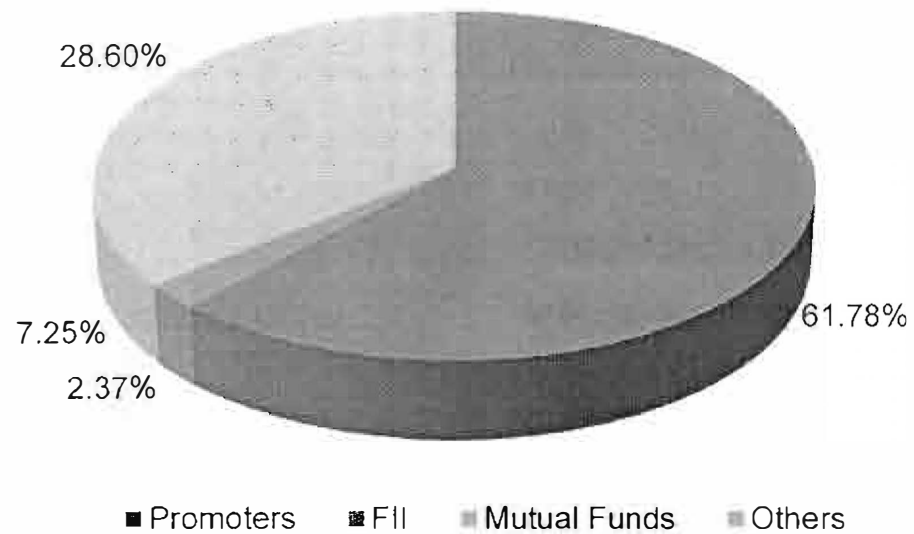
## EPS (Rs.)



In Rs. Crores, unless otherwise stated



# Shareholding Structure

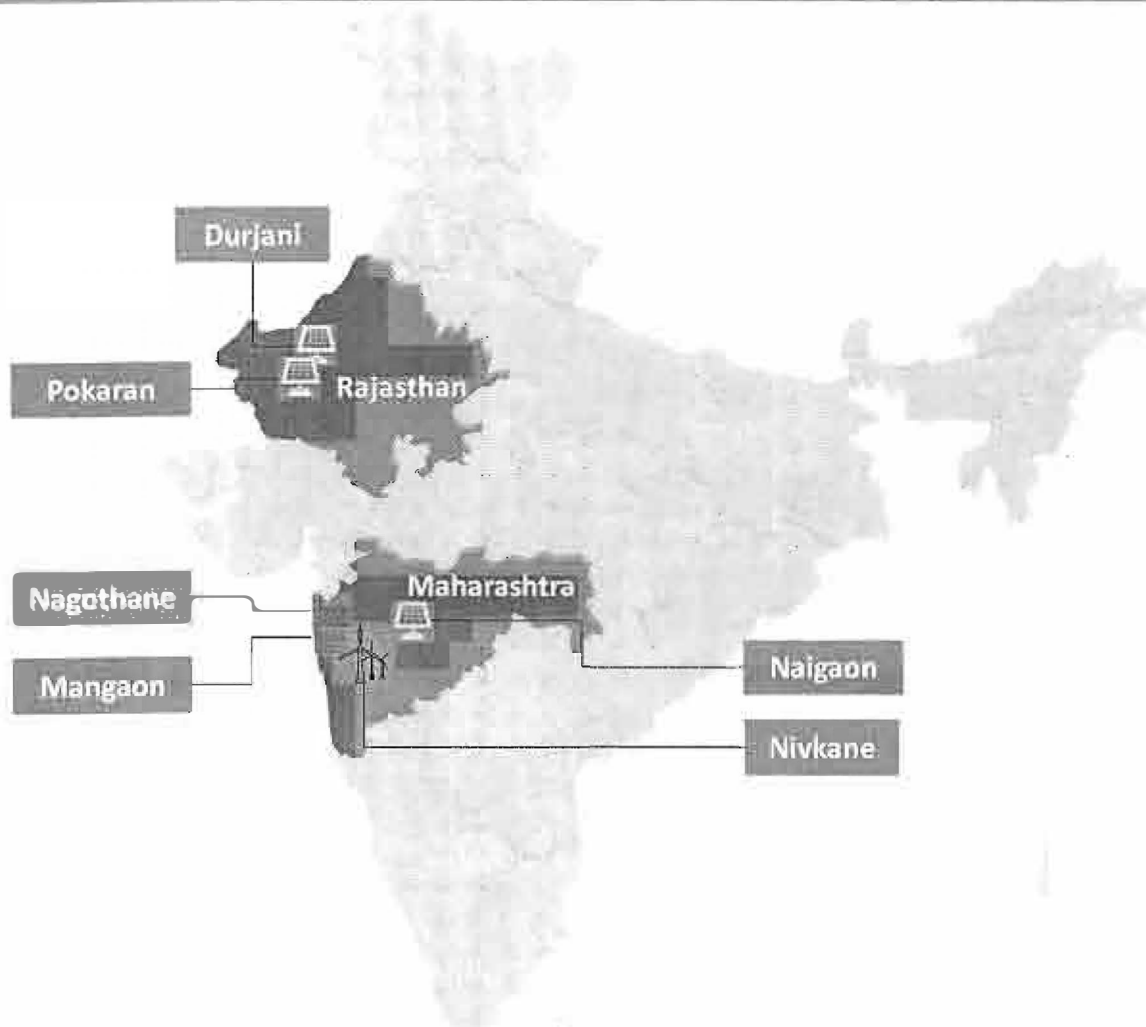


Select Major Investors	% O/S
<b>Mutual Funds</b>	
L&T Mutual Fund	4.79%
IDFC Sterling Value Fund	1.39%
BNP Paribas Mutual Fund	0.29%
DSP Black Rock Small Cap Fund	0.78%
<b>Total</b>	<b>7.25%</b>

Note: As of September 30, 2018



# Manufacturing Facilities



Facility	Products	Capacity
Sukeli, Raigad	Seamless	350 kMTPA
	ERW	200 kMTPA
Bhagad, Mangaon	Seamless	200kMTPA
Durjani, Jodhpur	Solar Power	20 MW
Pokaran, Jaisalmer	Solar Power	5 MW
Naigaon, Beed and Sukeli, Raigad	Solar Power	11 MW
Nivkane, Satara	Wind Power	7 MW



Manufacturing Facilities



Wind Power Plant



Solar Power Plant



# Select Customers

## Oil and Gas



## Infrastructure



# Products and Industries Served



Industries Served	Seamless Pipes	ERW Pipes	Others (Coated and Premium Connection Pipes and Pipe Fittings)
Agriculture	✓		✓
Automotive		✓	
Bearing		✓	
Chemical		✓	
Engineering	✓		✓
Fertilizers		✓	
Housing	✓		✓
Irrigation	✓		✓
Mechanical		✓	✓
Oil and Gas	✓	✓	✓
Petrochemical		✓	
Power		✓	
Public Health	✓	✓	✓
Types	<ul style="list-style-type: none"> <li>• Hot Finished Pipes &amp; Tubes</li> <li>• Cold Pilgered / Cold Drawn Tubes</li> <li>• Boiler Tubes</li> <li>• API Line Pipes</li> <li>• OCTG Pipes</li> </ul>	<ul style="list-style-type: none"> <li>• OCTG Casing and Tubing</li> <li>• OCTG Drill Pipe</li> </ul>	<ul style="list-style-type: none"> <li>• MS &amp; GI Pipes</li> <li>• API Line Pipes</li> <li>• OCTG Pipes and Casing</li> <li>• Tubing</li> </ul>
			<ul style="list-style-type: none"> <li>• 3LPE,3LPP and FBE Coated Pipes</li> <li>• Internal Coating Pipes</li> <li>• Pipe Fittings</li> <li>• Premium Connection Pipes</li> </ul>





**MAHARASHTRA  
SEAMLESS LIMITED**

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