

August 6, 2020

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Sub : Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Investor presentation

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the Investor presentation of Jindal Stainless (Hisar) Limited ("the Company"). The same is also being uploaded on the website of the Company - www.jshlstainless.com.

Please note the above information on record.

Thanking you.

Yours sincerely,
For **Jindal Stainless (Hisar) Limited**

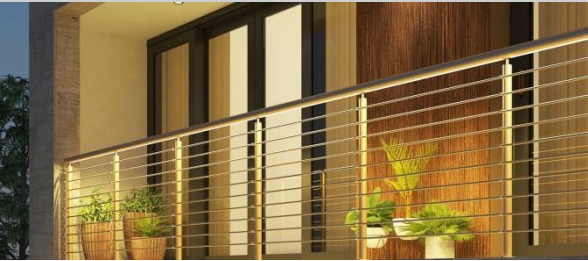


(Bhartendu Harit)
Company Secretary

Encl.: As mentioned above

JINDAL STAINLESS (HISAR) LIMITED (JSHL)

Corporate Presentation



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Company Overview



Snapshot

Jindal Stainless (Hisar) Ltd. – Pioneer of specialty stainless steel products in India

#1

Specialty
stainless
steel player
in India

~4

Decades of
excellence

>25%

Domestic
market
share

0.8

MN tonnes
per annum
stainless steel
capacity

~Rs.83 bn

FY20
Revenue
(Net)*

~Rs.9 bn

FY20
EBITDA*

Company Overview

- Jindal Stainless (Hisar) Ltd. (JSHL) is the market leader in the domestic stainless steel market with a wide value-added products portfolio
- Operates a stainless steel plant with a melting capacity of 8,00,000 TPA at Hisar, Haryana
 - The world's largest producer of stainless steel strips for razor blades and India's largest producer of coin blanks
- JSHL's subsidiary, JSL Lifestyle Ltd. creates exclusive stainless steel lifestyle products catering to various segments like modular kitchen and kitchenware, home cooking utensils, tableware, dining range, office accessories, etc.
- Jindal Stainless Steelway Ltd. (JSSL) offers customized products and just-in-time services to the doorsteps of its customers
- Strategic positioning for the last 40 years, efficient distribution network, and long term relationships with customers and suppliers give JSHL an edge over competitors

| Facilities (Hisar Plant) | Unit | Capacity |
|-----------------------------|------|----------|
| SMS Melting | MT | 800,000 |
| Hot Rolling – Steckel | MT | 720,000 |
| HR – Tandem Strip Mill | MT | 300,000 |
| HRAP & Plates Finishing | MT | 175,000 |
| Cold Rolling | MT | 375,000 |
| Specialty Products Division | MT | 30,000 |
| Coin Blanks | MT | 10,000 |

Product Basket



Hot Rolled Coil



Plates



HRAP Coil



CRAP Coil



Precision Strips



Razor Blade Steel



Coin blanks



Kitchenware



Modular Kitchen

Stainless Steel Sector Dynamics



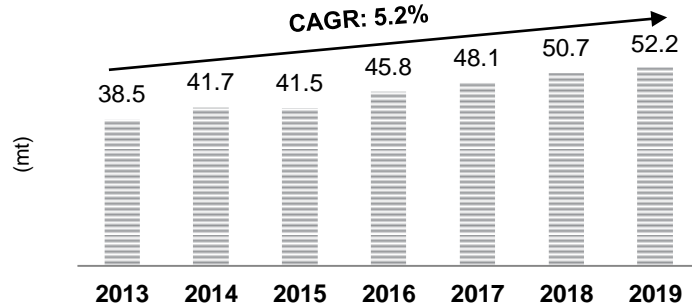
Stainless 'Value-Added' Steel



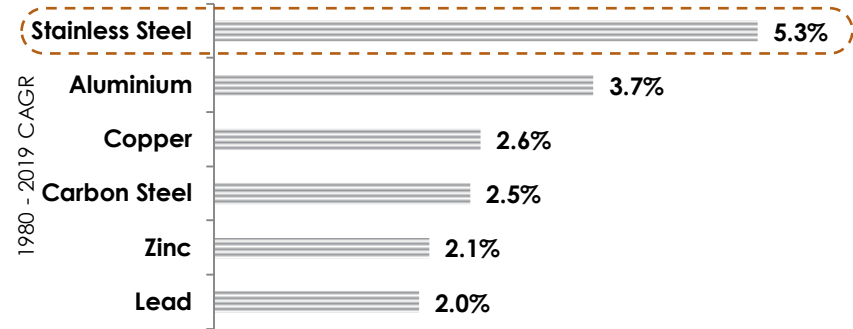
Stainless Steel - The "Green Wonder Metal"

Favourable Sector Dynamics...

Healthy growth in global stainless steel demand...



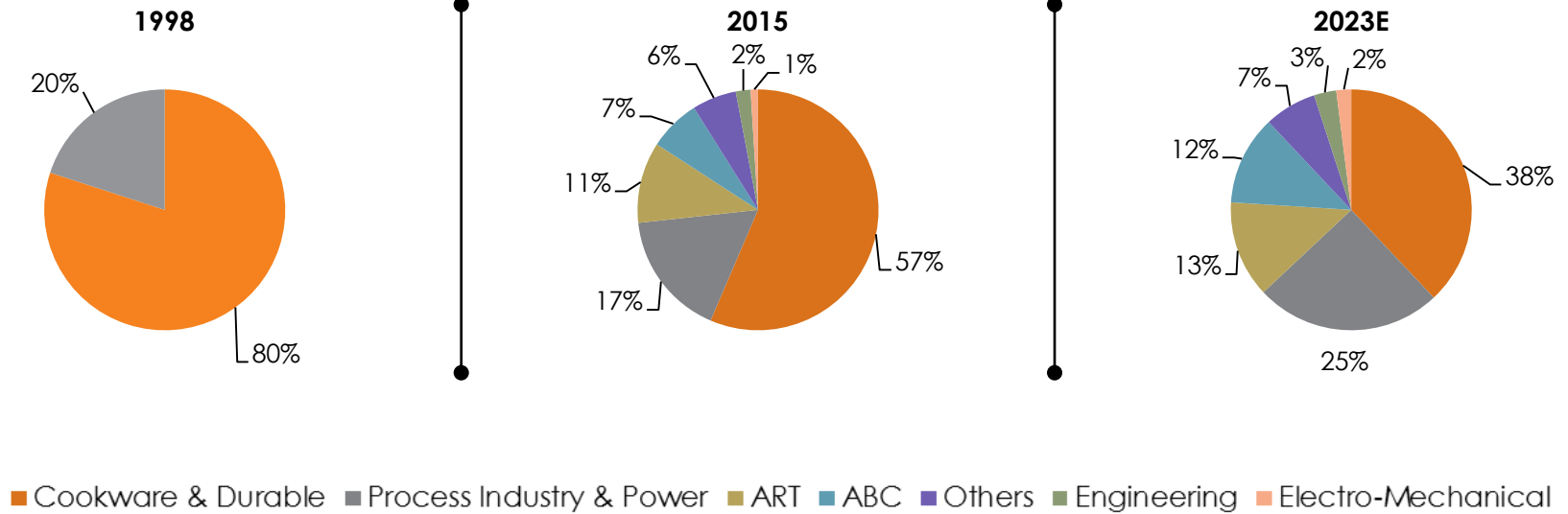
...with stainless steel as the fastest growing metal



India continues to be the second largest consumer with consistent growth over the years given its low per capita consumption (in kg)



Diversified Consumption Pattern



Over the past 2 decades, stainless steel consumption in India has diversified to new value-added categories of ABC, ART and process industries from the most primary usage in Cookware/Durables

Stainless Steel Product Applications



JSHL caters to a wide range of applications...

Architecture Building Construction (ABC)

Decorative and color coated stainless steel

Decorative panels Street furniture

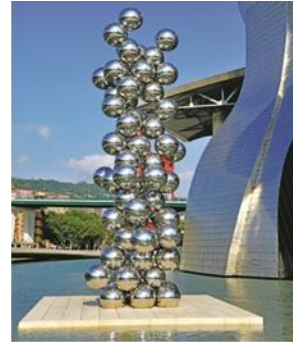
Home furniture Escalators Elevators

Sculptures & designer items Claddings

Commercial complexes Railings

Stainless steel roofing sheets Gates

Railway station upgradation



Automobile Railway Transport (ART)



Bus bodies

Exhaust systems, auto chassis, trims, suspension parts, fuel tanks, catalytic converters

Railway wagons and coaches

Metro coaches



Process & Engineering Industry

Nuclear grade stainless steel for fuel containment and waste handling

Super critical boilers in power plants

Water treatment and drinking water supply

Desalination applications

Chemicals, petro-chemical & fertilizer plants

Food processing and transportation, dairy



Consumer Durables & Others

Washing Machine

Microwave

Refrigerator

Components thereof

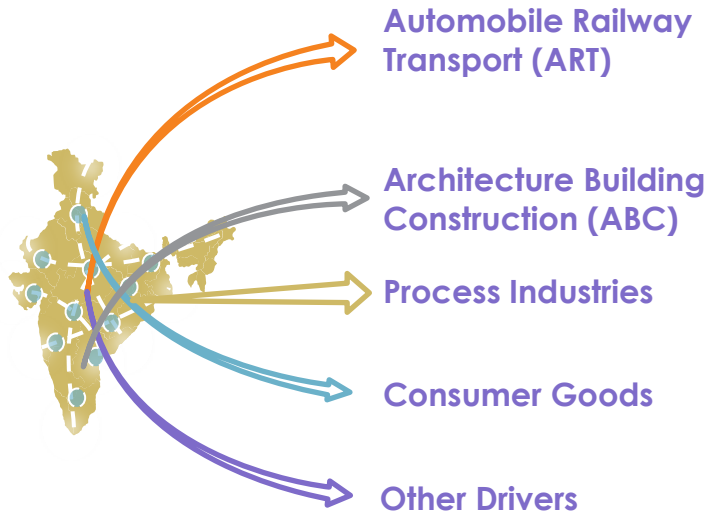
Utensils

Public infrastructure



Stainless Steel Growth Drivers

Macro factors driving domestic stainless steel usage



Increasing shift towards manufacturing of stainless steel Railway wagons and coaches
New trends in Auto sector like stainless steel fuel tanks, BS-VI compliant exhaust systems, stainless steel bus body, etc.
Demand from the ART segment is expected to grow at 8-9% CAGR over the next decade

Demand from the ABC segment is expected to grow at 10-11% CAGR from 2018-19 to 2022-23

Food processing and pharmaceuticals are major demand drivers of Stainless steel

Major user segment: Expected growth in demand from Kitchenware and Consumer Durables

Other ambitious projects and economic relief packages like, 'Atmanirbhar Bharat Abhiyan', 'National Infrastructure Pipeline; 'Bharatmala Pariyojana', etc. to provide impetus to stainless steel growth directly

In the Union Budget 2019-20, multiple announcements with regards to improvement of the railway infrastructure have been made

Furthermore, two-wheeler and healthcare sectors are expected to drive further growth in Stainless steel demand in near to medium term

Key Business Highlights



Growth Through Specialization



- ◆ Market leadership in domestic stainless steel specialty products
- ◆ Precision Strips of customized chemical composition, superior mechanical properties, precise dimensional and shape tolerance
- ◆ The world's largest producer of stainless steel strips for razor blades
- ◆ Focused on process improvements & development of new value added stainless steel grades
- ◆ Strong presence in the Indian Defence segment as manufacturer and supplier of specialty steel
 - License agreement with the Defence Research & Development Organization (DRDO) for manufacturing High Nitrogen Steel (HNS) for armour applications
- ◆ Focused on steady rise in downstream value-added products
- ◆ Presence in B2C segment through subsidiary JSL Lifestyle Ltd.

Customer-centric Brand Portfolio



Arttd'inox provides exclusive stainless steel lifestyle products

- Range encompasses tableware, serving ware, gifts, home and office accessories



Arc focuses on versatile and innovative stainless steel solutions

- Range includes modular kitchen, commercial kitchens, wardrobes, and bathroom vanity, apart from other architectural requirements

R&D: The Growth Driver of Specialty Products

Well equipped with cutting-edge technology in the Specialty Products Division and state-of-the-art R&D Wing

- JSHL continues to be at the forefront in technology adoption in the Indian stainless steel industry
 - Successfully developed high-value specialty products with the help of its advanced R&D division – a key factor driving new customer additions
 - Foray into the Defence sector driven by R&D expertise
- Efficiently catering to the on-going requirements of existing customers through customization
- Close interaction with reputed national & international laboratories/ scientific institutions/ universities for critical investigations



R&D division plays a pivotal role in retaining and consolidating JSHL's leadership position in the stainless steel industry

New Age Applications

Stainless steel body coaches and wagons



Stainless steel Foot-over-bridges



Increased stainless steel usages in modernization of railway infrastructure



Stainless steel emerging as a perfect metal for BS-VI compliant exhaust system



Stainless steel Overhead Water Tanks



Stainless steel body E-rickshaws



Innovative solutions driving usage in new applications

Key Growth Enablers

Structural growth of stainless steel demand in India

- One of the fastest growing value-added metals
- Various government initiatives to further drive stainless steel demand

Wide range of product applications and new segment penetration

- Increasing premiumization trend and demand shift towards ABC & ART segments
- Dominant position in stainless steel specialty and value-added products

Cutting edge R&D to provide further impetus to specialty products portfolio

- Proven competence in R&D and unparalleled technical expertise in the industry continues to provide the company with a major competitive advantage
- Continuous R&D initiatives leading to penetration in new-age applications

Robust domestic and global distribution network

- Wide presence across the globe through effective distribution network
- Geographical advantage to effectively cater to northern market in India
- Focus on customer engagement to maintain strong business relations

Strong management expertise

- 4 decades of experience in stainless steel industry to ensure dominant market presence

Financial & Operational Overview

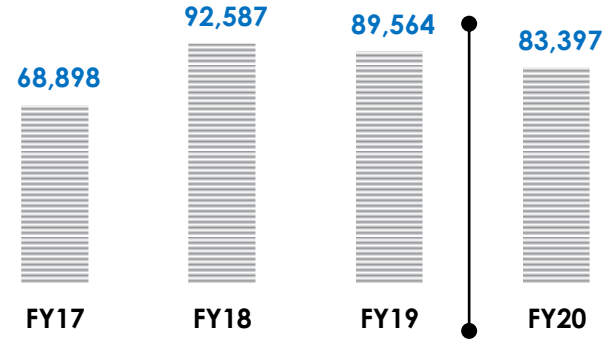


Financial Performance

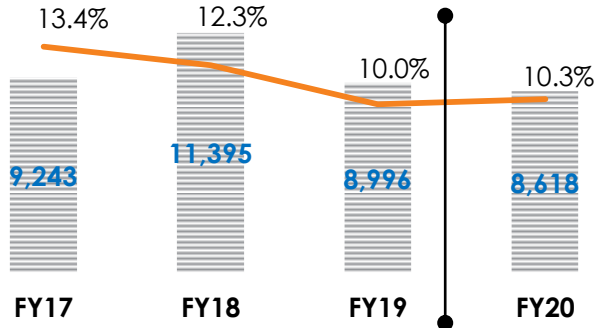
Stainless Steel Sales Volume (MT)



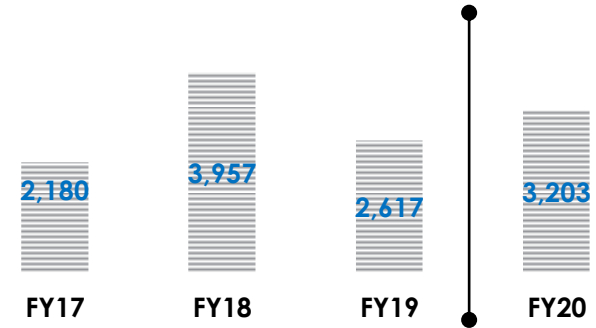
Net Revenue (Rs. mn)



EBITDA (Rs. mn) Margins (%)

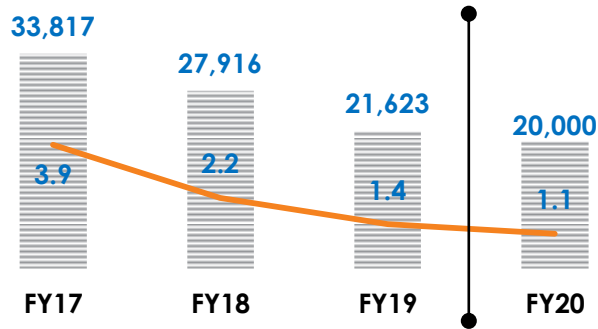


PAT (Rs. mn)

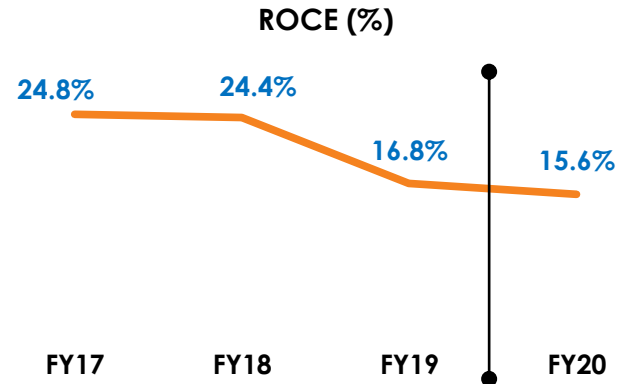
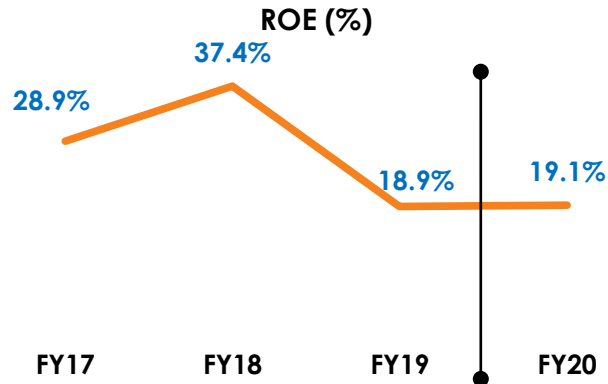
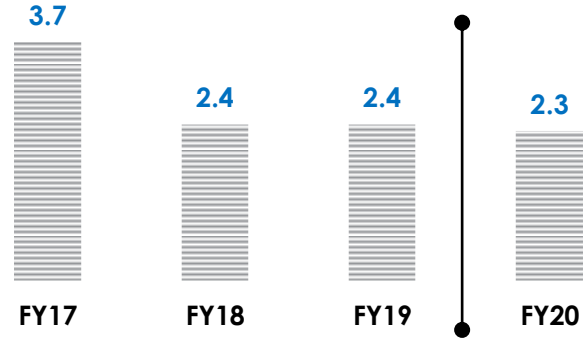


Strengthening the Balance Sheet

Net Debt (Rs. mn) — Net Debt/Equity Ratio



Net Debt/EBITDA



1) Net Debt includes short-term & long term debt less cash & investments 2) ROE(%) is calculated as PAT/Avg. Networth 3) ROCE(%) is calculated as EBIT/Avg. Capital employed

Note: Standalone Financials

Comfortable Debt Position

| Description - Borrowings | As on March 2020 | As on March 2019 | As on March 2018 |
|--|------------------|------------------|------------------|
| Long term debt | 19,292 | 21,093 | 23,565 |
| Short term borrowing (less than 12 months) | 900 | 719 | 4,424 |
| Total Debt | 20,192 | 21,812 | 27,988 |
| Cash & Investments | 189 | 189 | 72 |
| Net Debt | 20,003 | 21,623 | 27,916 |
| Long Term Debt Breakup: | | | |
| -INR Debt | 19,292 | 21,093 | 23,565 |
| -Foreign Currency Debt | - | - | - |

| Borrowings (Subsidiaries) (Rs. million) | As on March 2020 | As on March 2019 | As on March 2018 |
|--|------------------|------------------|------------------|
| Long term debt | 330 | 517 | 510 |
| Short term borrowing (less than 12 months) | 1,290 | 1,337 | 746 |
| Total | 1,620 | 1,854 | 1,256 |

Healthy cash generation to comfortably support debt repayment

Conclusion



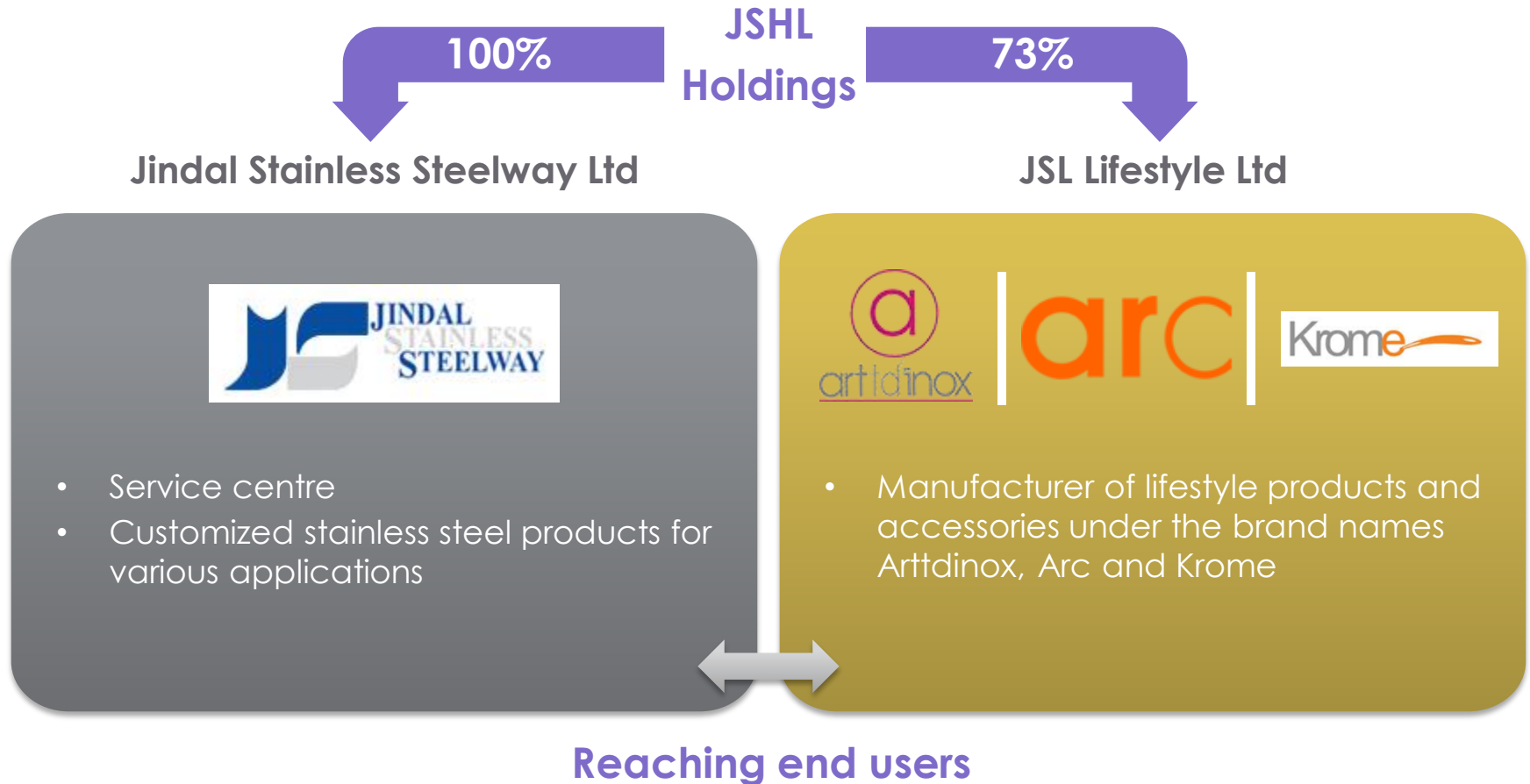
Leadership Play



Annexure



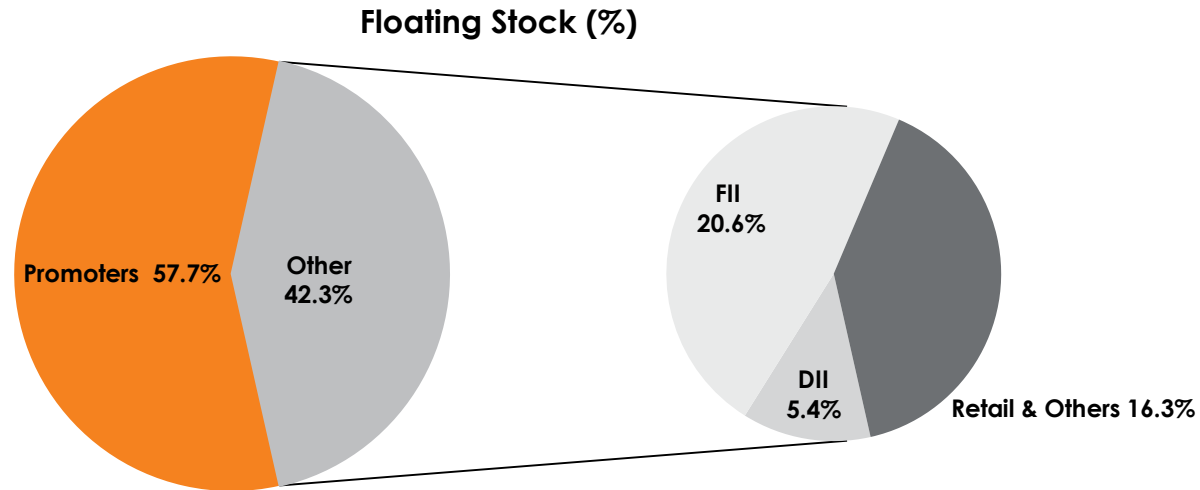
Extensive Reach to Customers



Pledging of Promoters' shares

- There is no loan raised against the promoters' shares (LAS), and therefore there is no linkage between the pledged shares and their market value
- Accordingly, there is no requirement of maintaining any margins, since the aforesaid shares are offered only as an additional collateral/secondary security and the operating company assets remain as the primary security
- Therefore, any change in the share price does not trigger any margin requirements/calls by lenders

Shareholding Pattern



Contact Us

About Us:

Jindal Stainless (Hisar) Ltd. (JSHL) is the largest specialty stainless steel producer in India with a diversified value-added product portfolio. The company operates a stainless steel plant at Hisar, Haryana with a total melting capacity of 0.8 million tonnes per annum.

A dedicated R&D Division helps JSHL foray into the development of innovative high-value specialty products. Over the last 4 decades, the company has been a market leader in domestic stainless steel production, catering to various applications, from kitchenware & lifestyle to industrial & process engineering sectors.

JSHL's growth over the years has been backed by its cutting edge research & development, world class manufacturing infrastructure, efficient distribution network, deep consumer insights and robust people practices.

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Thank You

