

Ref : JBIL/SE/2024-25 Date : 27.04.2024

To The Manager Listing Department, National Stock Exchange of India Limited "EXCHANGE PLAZA", C-1, Block G Bandra–Kurla Complex, Bandra (E) <u>Mumbai – 400 051</u> (Company's Scrip Code: JAIBALAJI) To The Manager, **Dept. of Corporate Services** BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, <u>Mumbai – 400 001</u> (Company's Scrip Code: 532976)

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations')

Ref: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are enclosing herewith a copy of Investor Presentation.

The aforesaid Investor Presentation will also be uploaded on the website of the Company i.e. <u>www.jaibalajigroup.com</u>.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Jai Balaji Industries Limited

Ine

Ajay Kumar Tantia Company Secretary

> **Regd. Office :** 5, Bentinck Street, 1st Floor, Kolkata- 700 001. Phone : +91-33-2248 9808, 2248 8173, Fax : +91-33-2243 0021/2210 7893/2242 6263 E-mail : info@jaibalajigroup.com, Website : www.jaibalajigroup.com CIN - L27102WB1999PLC089755



JAI BALAJI INDUSTRIES LTD. (JBIL)

Q4 & FY24 Investor Presentation April 2024







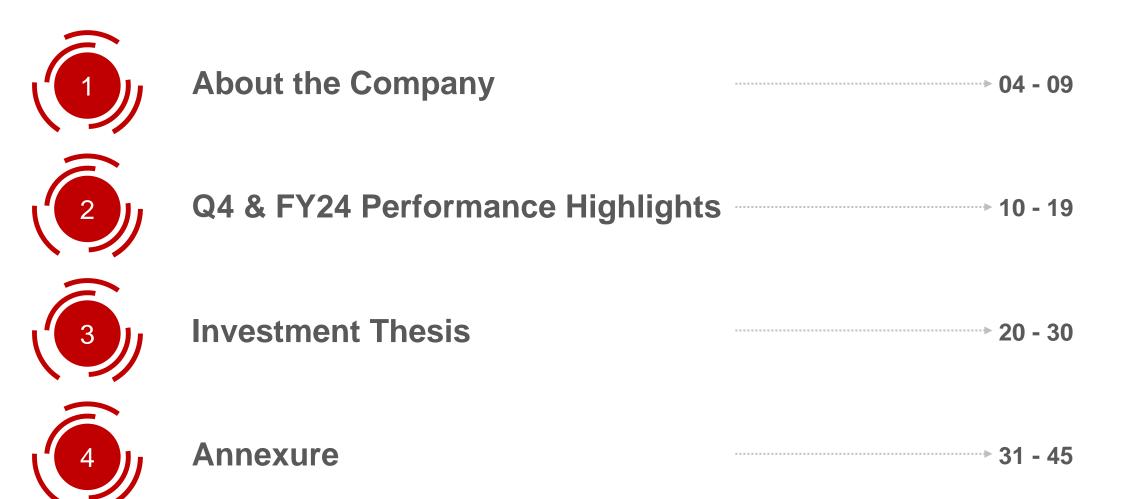
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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the company.

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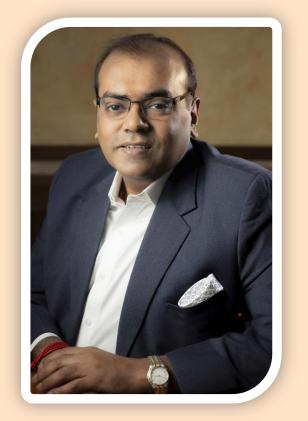




Management Commentary and Business Outlook



"I'm thrilled to announce that FY24 has been an outstanding year for Jai Balaji Industries. This year, we have attained our **highest-ever Revenue**, **EBITDA**, and PAT. Our journey has seen significant turnaround driven by resilience and hard work, resulting in record-breaking performances. With Jai Balaji 2.0, our focus is on expanding margins, reducing costs, and enhancing efficiencies. Looking ahead to FY25, our focus will be on expanding our capacities for DI Pipes and Ferro Alloys and aiming to achieve a Net-Debt-Free status within the next 15 months. With a robust and healthy balance sheet, cost-saving strategies, lowest-cost capital expenditure, operational efficiencies, and the unwavering support of our stakeholders, we are confident in our ability to sustain this momentum and continue delivering exceptional performances in the years ahead."



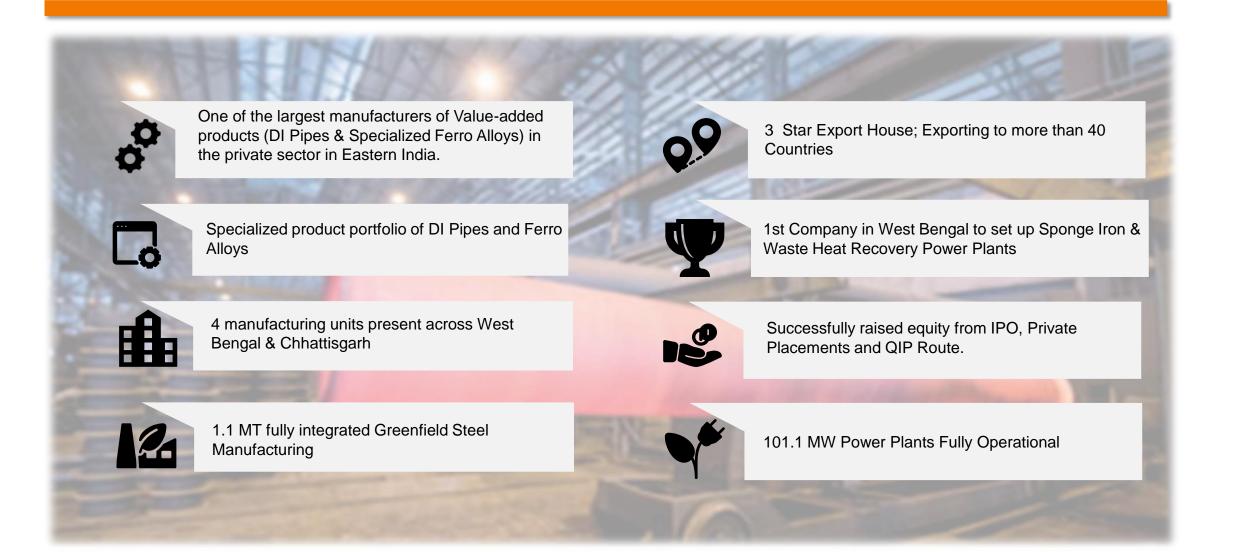
Mr. Aditya Jajodia Chairman and Managing Director

ABOUT THE COMPANY

JBG

Business at a Glance





Jai Balaji 2.0 = Value added Products + Strong Balance Sheet



Objective

Target

Focus on DI Pipes, Specialized Ferro Alloys and Value-added Products o Capacity enhancement -

- DI Pipes capacity expected to grow by 120% to 6.6L TPA
- Ferro Alloys capacity is expected grow by 14% to 1.9L TPA
- Aim to increase Utilization rate above 90%

S

Strong Balance Sheet

- Aim to become Net Debt Free in next 15 months
- Capex from internal accruals



Margin Expansion

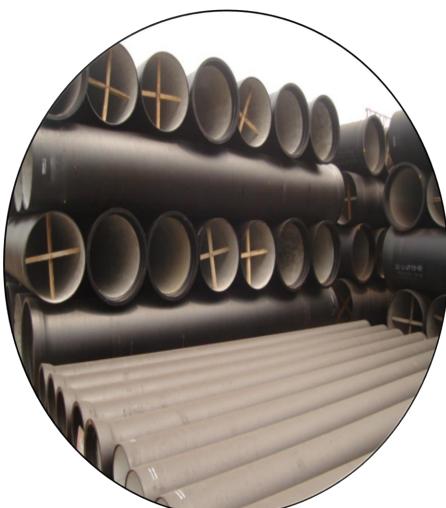
 Revenue contribution of value-added & specialized products (DI Pipes & Specialized Ferro Alloys) to increase from 55% to 80%

• EBITDA Margin to be in range of 18%-20%

Transitioning to High Margin Company



Ductile Iron Pipes



Management's strategy is to focus on Value-Added Products like Ductile Iron Pipes and Specialized Ferro Alloys for margin expansion and sustainability

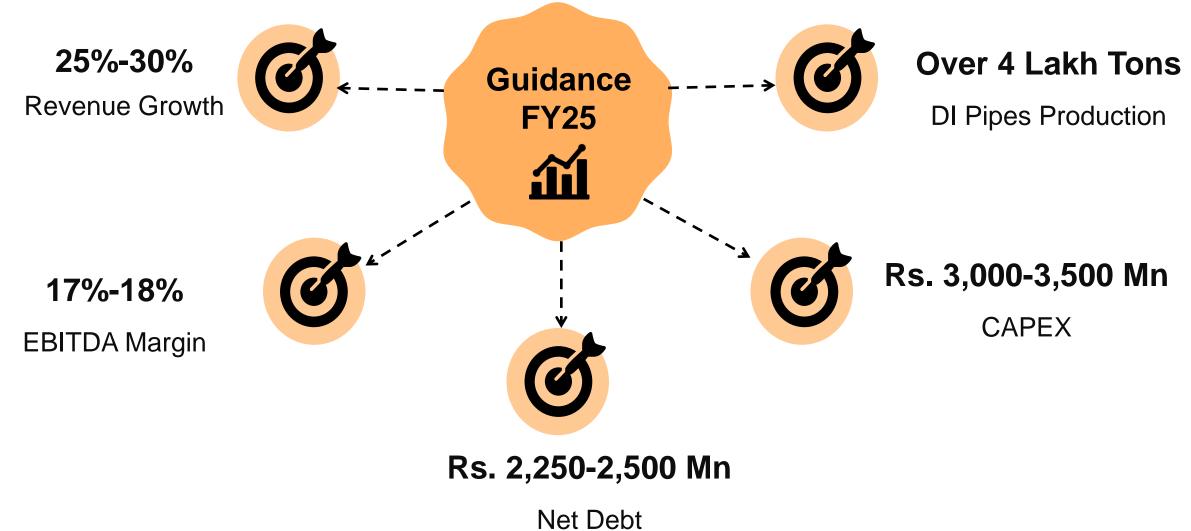
Specialized Ferro Alloys



JBIL is focused on being a Value-Added and Specialized Product company







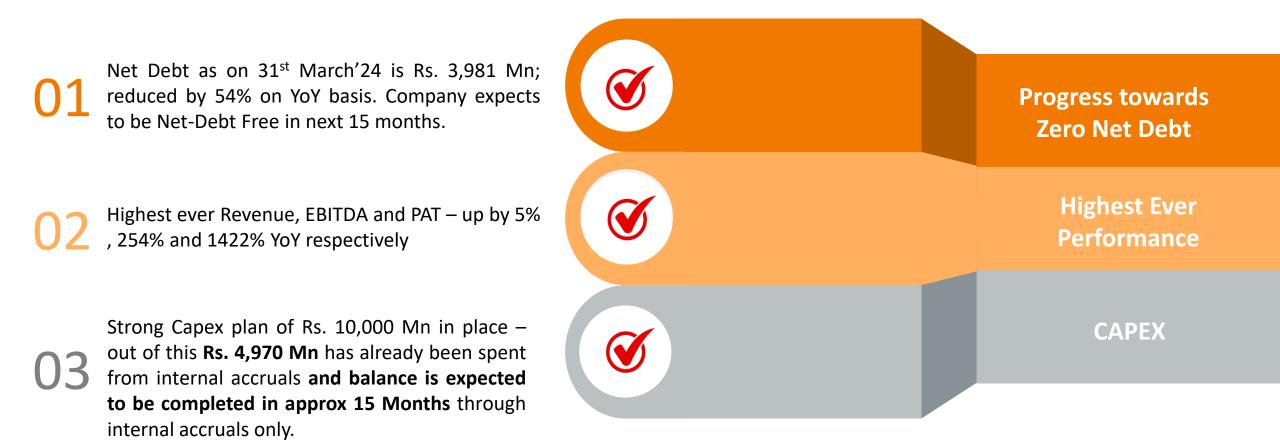
Q4 & FY24 PERFORMANCE HIGHLIGHTS

В

FY24 Strategic Updates

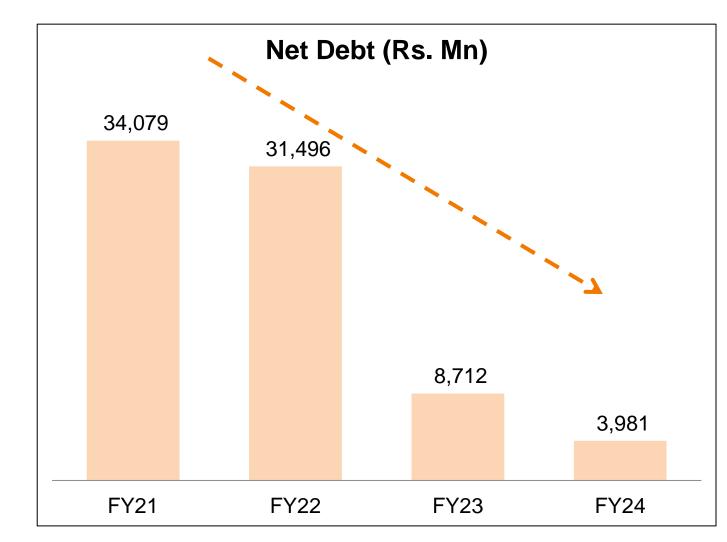


Record high Financial Performance



Progress Towards Net Debt Zero Status...





Present Debt pertains to Tata Capital Limited

FY24 Net Debt to EBITDA = 0.4x (Performed better than the expectation to maintain Net Debt to EBITDA at around 0.6 on 31st March'2024 guided earlier)

> Aim to become Net Debt Free in 15 Months

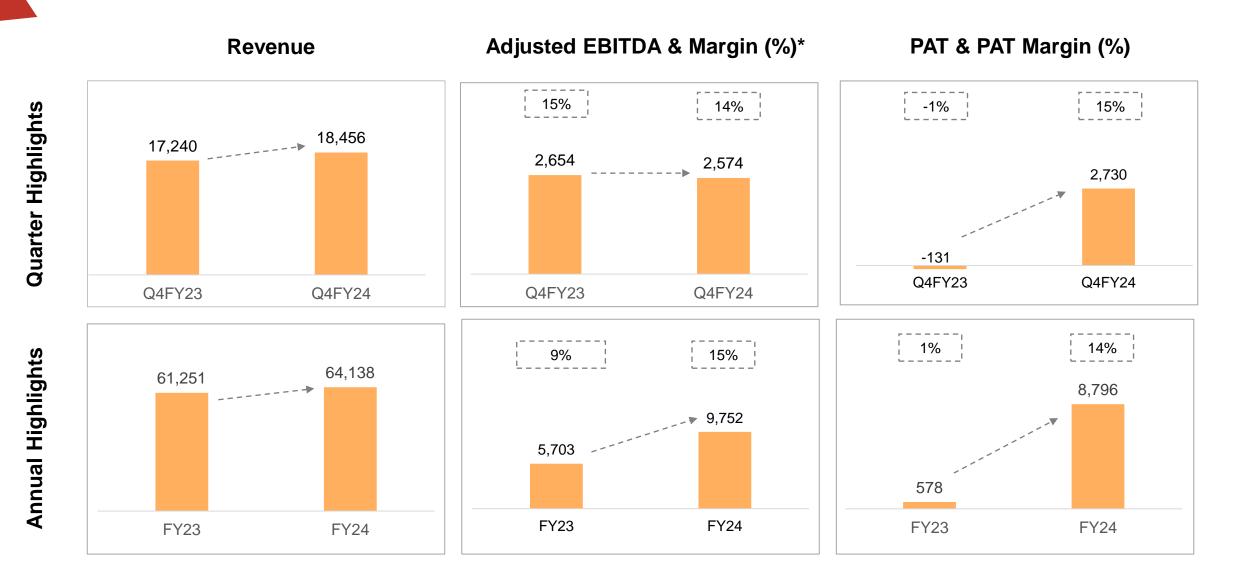
Significant/Proposed Capacity Enhancement



		Capacity	Capacity After		Capex (in	Rs. Mn.)	Balance to	
Products (Location)	Existing Capacity	Addition	Expansion	Total	Already	Already incurred		Current Status
					Capitalized	Under CWIP		
			Spe	ecialized Pro	ducts			
DI Pipes	300,000 TPA	360,000 TPA	660,000 TPA	4,000	95	865	3,040	Will be done in 2 phases – Phase 1 = out of 2 Lakh T, 60,000 is already commissioned, balance 1.40 Lakh expected to commission by FY25; Phase 2 = 2.2 Lakh T expected to commission by FY26
Ferro Alloys	166,000 TPA	24,000 TPA	190,000 TPA	1,500	1,190	125	185	Capacity already enhanced by 36000 at the end of FY24 under Phase 1 project and Balance will be commissioned by FY25.
				Others				
Revamping Existing Blast Furnaces (Unit III)	630,000 TPA	125,000 TPA	750,000 TPA	2,500	1217		1 783	One furnace has been commisioned . 2 nd furnace will be completed in next FY
Sinter (Unit III)	908,000 TPA	300,000 TPA	1,208,000 TPA	1,100	788	22	290	Will be done in 2 phases; 1st phase i.e. 3 Lakh T has been commissioned and 2 nd phase shall be commissioned in FY25.
BFG Boiler (Unit IV)	0.00 TPH	35 TPH	35 TPH	300		133	167	This is a green energy project which aims to reduce carbon footprints. Plan is to add this in captive power plant for optimizing utilization of waste gases from BF
Misc De-Bottle Necking				600	520	15	65	Includes backward integration to sinter Plant, Upgradation of PCI and Oxygen plant for cost cutting of producing Hot metal from Pig iron Plant.
TOTAL				10,000	3,810	1,160	5,030	

Financial Performance Highlights



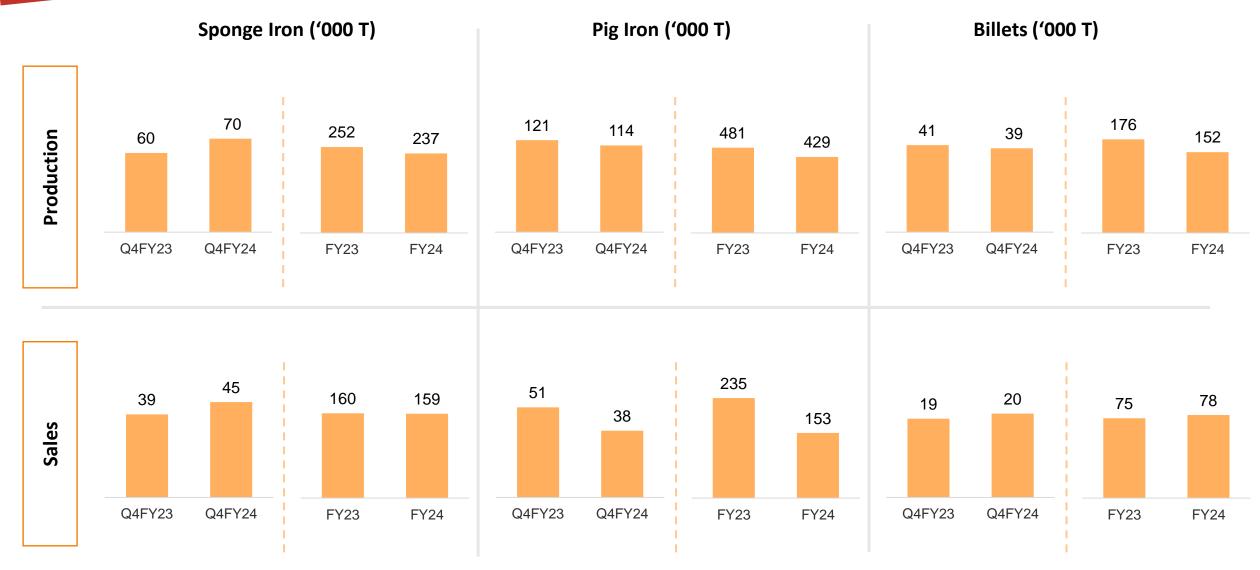


Numbers are in Millions unless stated otherwise

*Adjusted for non-cash items

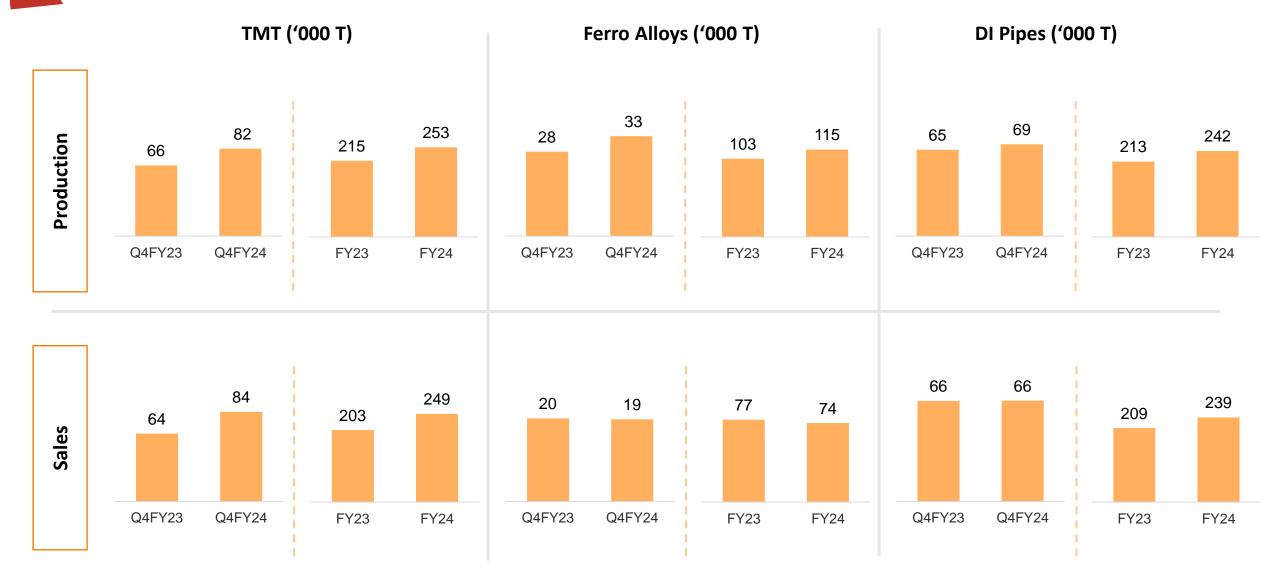
Operational Performance (1/2)





Operational Performance (2/2)





¹⁶ Gap between production and sales numbers majorly represents captive consumption

Realization Summary

DU

42,626

77,106

FY24



Numbers are in Rs. Per Ton 17

Income Statement



Particulars (Rs. Million)	Q4FY24	Q3FY24	QoQ	Q4FY23	YoY	FY24	FY23	YoY
Revenue from Operations	18,456	15,390	20%	17,240	7%	64,138	61,251	5%
Cost of Goods Sold	11,891	9,756	22%	11,542	3%	41,436	42,996	-4%
Employee Benefits Expense	352	418	-16%	372	-5%	1,543	1,288	20%
Other Expenses	3,805	2,747	38%	4,691	-19%	12,096	14,405	-16%
EBITDA	2,408	2,468	-2%	634	280%	9,063	2,562	254%
Adjusted EBITDA*	2,574	2,474	4%	2,654	-3%	9,752	5,703	71%
Adjusted EBITDA Margin (%)	14%	16%		15%		15%	9%	
Depreciation	228	206	10%	245	-7%	856	979	-13%
Finance Cost	176	150	17%	261	-33%	725	889	-18%
Other Income	1,562	234		212		2,151	355	506%
Exceptional Items		0		0			0	
Profit Before Tax (PBT)	3,566	2,346	52%	340	948%	9,632	1,049	818%
Tax Expense	836	0		471		836	471	78%
Profit After Tax (PAT)	2,730	2,346	16%	-131	-	8,796	578	1422%
PAT Margin (%)	15%	15%		-1%		14%	1%	
EPS (Rs.)(Basic)	16.95	14.72	15%	-1.26	-	55.8	4.49	1143%
EPS (Rs.)(Diluted)	15.77	13.22	19%	-0.73	-	49.82	4.11	1112%

Balance Sheet



Particulars (Rs. Million)	31st March'24	31st March'23	Particulars (Rs. Million)	31st March'24	31st March'23
ASSETS			EQUITY AND LIABILITIES		
Non Current assets			EQUITY		
(a) Property, Plant and Equipment	13,773	11,268	(a) Equity share capital	1,637	1,455
(b) Capital work-in-progress	1,162	688	(b) Other equity	13,405	4,106
(c) Right to use assets	44	45	Sub Total - Equity	15,041	5,561
		0			
(d) Intangible Assets	2	3	LIABILITIES		
(e) Financial assets			Non-current liabilities		
(i) Investments	8	11	(a) Financial Liabilities	0.000	0.000
(ii) Loans	0	0	(i) Borrowings	3,033	6,260
(iii) Other financial assets	1,051	689	(ii) Lease Liabilities	6	6
(f) Deferred Tax Assets (Net)	2,075	2,909	(b) Other non Current Liabilities	325	292
(g) Other Non Current Assets	338	271	(c) Provisions	120	115
Sub Total - Non Current Assets	18,453	15,884	Sub Total - Non Current Liabilities	3,484	6,673
Current Assets			Current liabilities		
(a) Inventories	9,497	8,214	(a) Financial Liabilities		
(b) Financial assets -			(i) Borrowings	1,685	2,337
(i) Trade Receivables	2,418	2,293	(ii) Lease Liabilities	1	1
(ii) Cash and cash equivalents	477	245	(ii) Trade Payables - MSME	137	122
(iii) Bank balances other than (iii) above	433	270	- Others	8,568	8,867
(iv) Other financial assets	267	292	(iii) Other financial liabilities	1,951	1,931
(c) Current tax assets (net)	101	123	(b) Other current liabilities	2,644	4,104
(d) Other current assets	1,899	2,279	(c) Provisions	34	3
Sub Total - Current Assets	15,092	,	Sub Total - Current Liabilities	15,019	17,365
Total Assets	33,545	29,599	Total Equity and Liabilities	33,545	29,599

INVESTMENT THESIS

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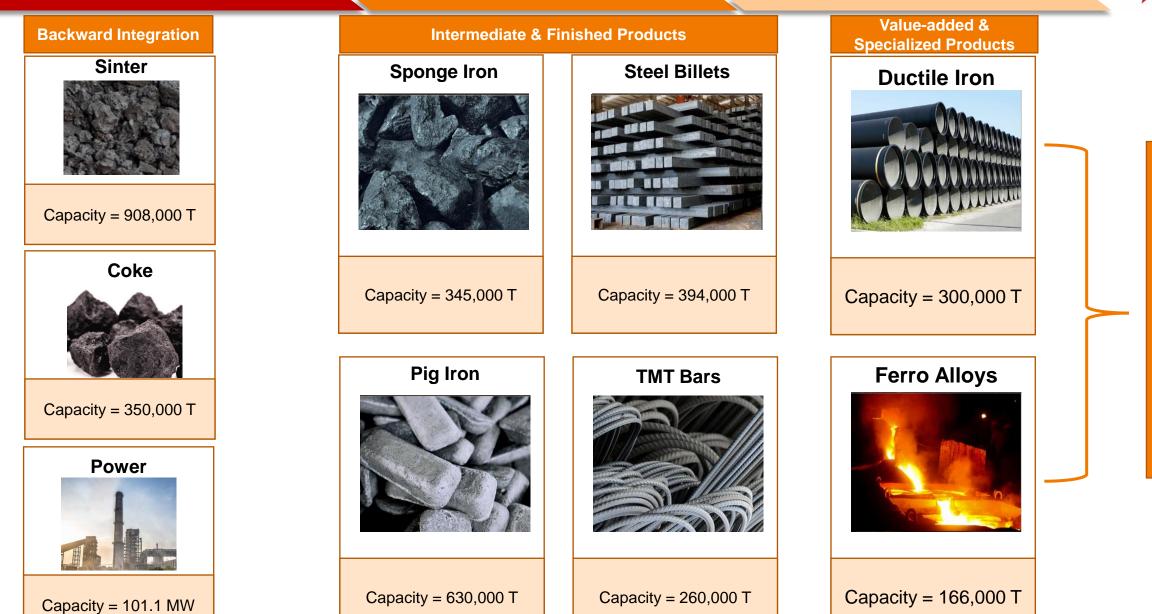






Fully Integrated Operations

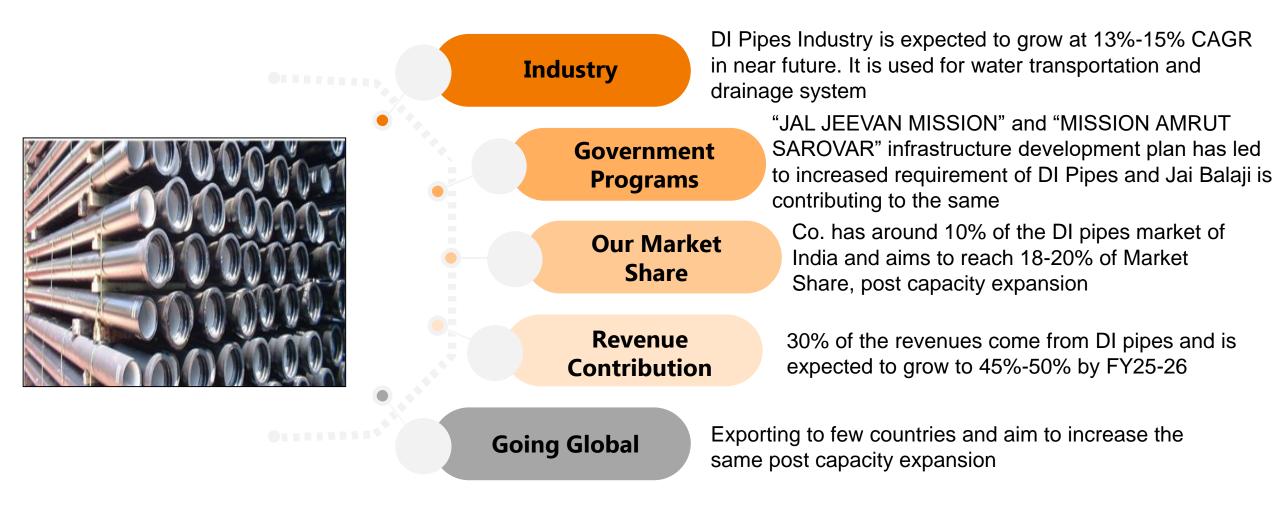




Data for March'24

Specialized Products - DI Pipes

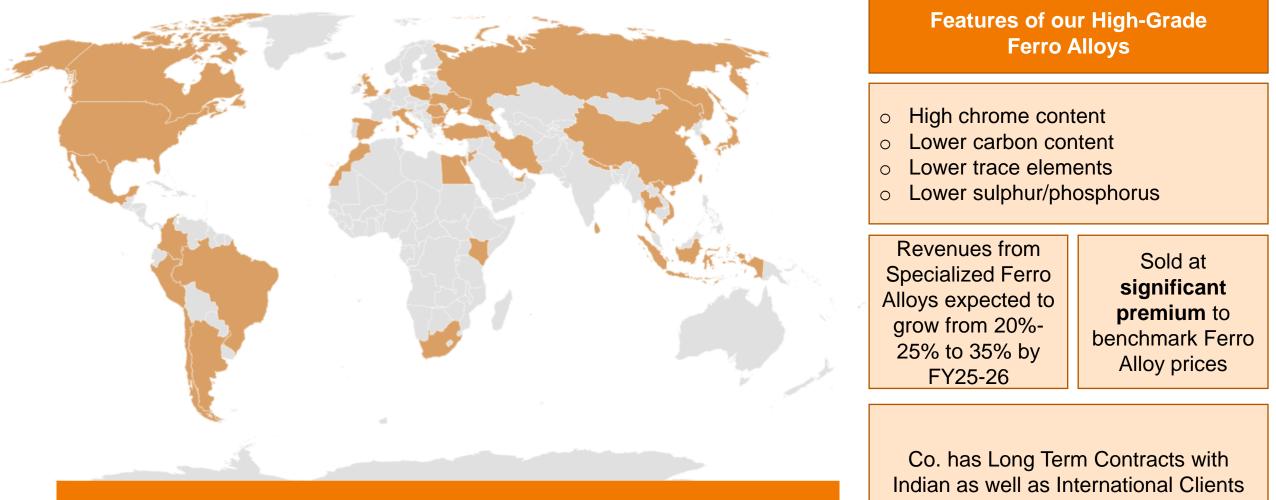




Specialized Ferro Alloys



Exports Ferro Alloys to 40+ Countries in the world & Secured Three Star Export House status

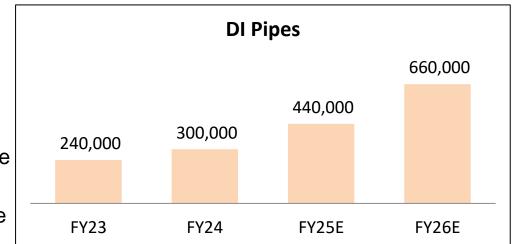


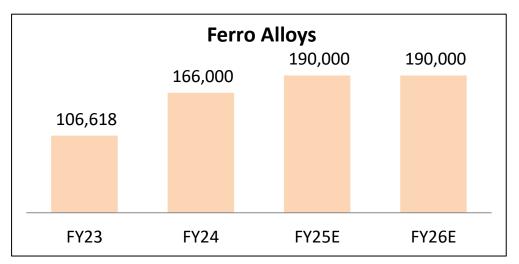
One of the largest producers of Specialized Ferro Alloys in India

Cost Reduction Strategies...



Capacity Expansion Plans (Tons)





Lowest cost capacity expansion plans, Economies of scale, Operational efficiencies

Setting up of Iron ore beneficiation plant of 6Lac Tons which will be utilized for beneficiation of low grade iron ore dump

Cost effective logistics infrastructure (has 3 Railway Sidings) and cost savings through Captive Power

Decrease in Interest Costs because of reduction of Debts

A

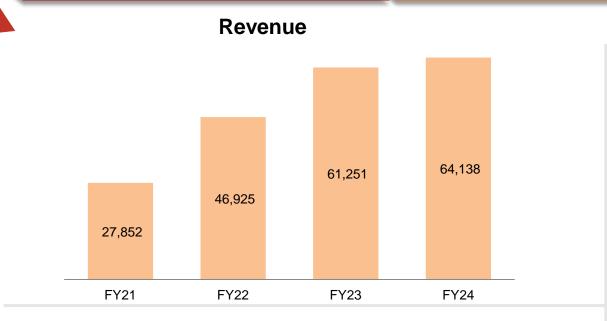
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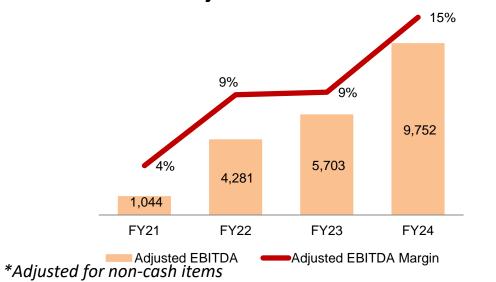
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Flourishing Financial Health



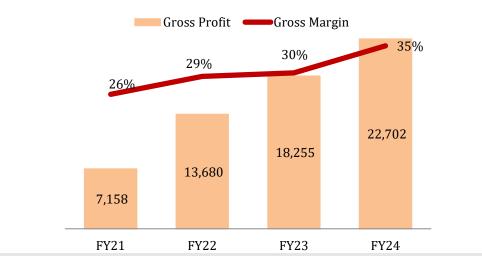


Adjusted EBITDA*

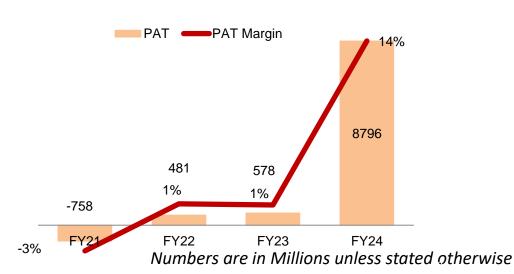


26

Gross Profit



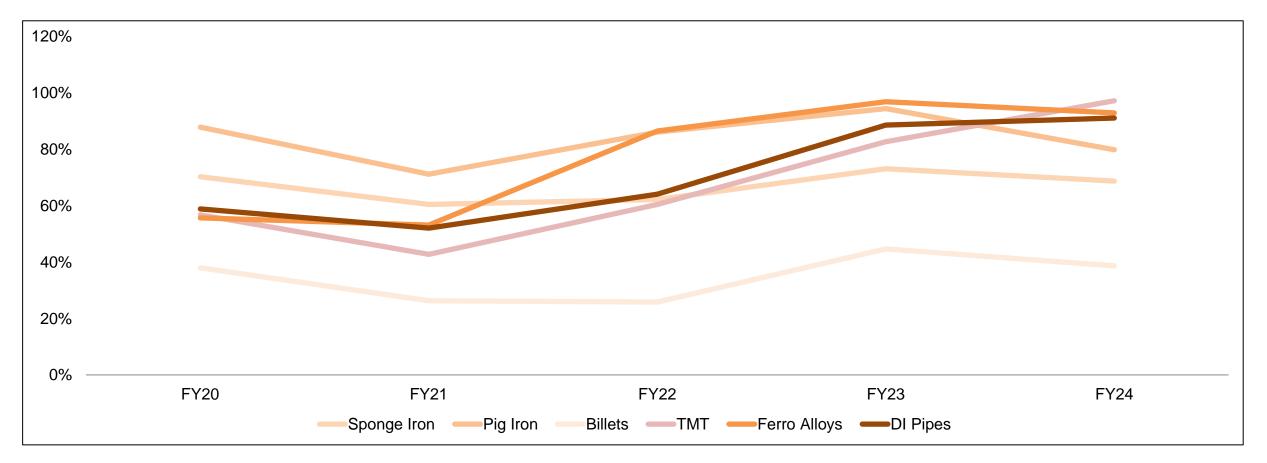
Profit After Tax



Robust Operational Performance



Capacity Utilization (%)

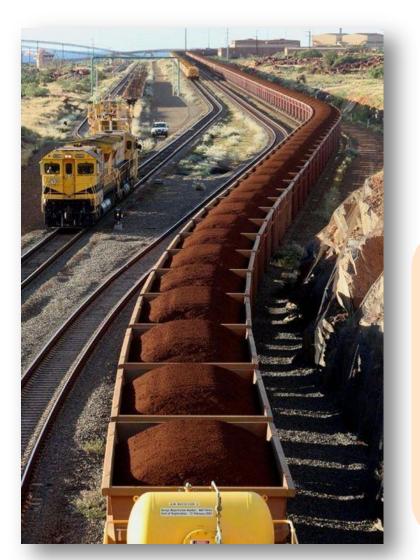


Increased focus on capacity utilization of Value-Added Products ensures margin expansion

²⁷ *Includes Sponge Iron, Pig Iron, Billets, TMT, Ferro Alloys, DI Pipes

Cost Effective Logistics Infrastructure







JBIL is the one of the few companies with Railway Sidings and has 3 Railway Sidings which leads to increased flexibility in delivering finished goods & reduced turnaround time. Have dedicated Railway Sidings at both loading in Odisha and unloading at our plant.

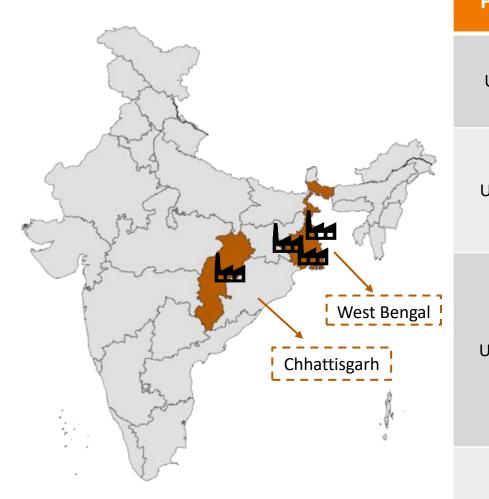
2

Approx 3 tons of raw material is required for every 1 ton of steel & Co. saves significant costs by using Railway Sidings instead of road transport.

3

Strategic Location of Assets

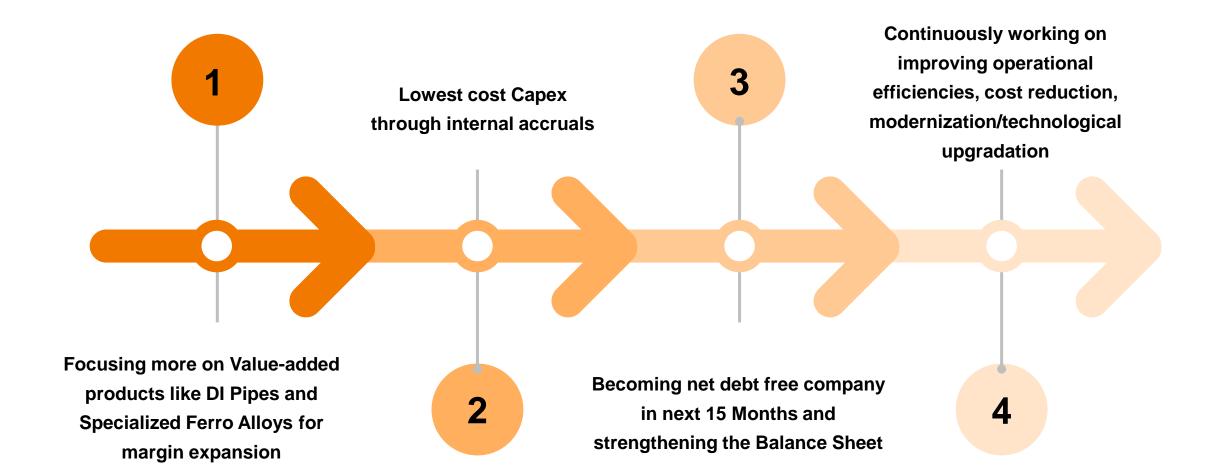




Plant	Location	Facilities	Products	Installed Capacity (MT)
Unit I	Baktarnagar, Burdwan, West Bengal	Ferro AlloysDRIPower	 Ferro Silicon Alloys/Ferro Chrome Sponge Iron Power 	 30,118 1,05,000 18.3 MW
Unit III	Rajbandh, Burdwan, West Bengal	 Pig Iron DIP Sinter Ferro Alloys 	 Blast Furnace Ductile Iron Pipe Sinter Ferro Chrome/Special Grade Ferro Alloys 	 5,49,500 3,00,000 9,08,000 36,000
Unit IV	Rajabndh, Burdwan, West Bengal	 Sponge PIG Iron Billets Rolling Mill Ferro Alloys Coke Oven Captive Power 	 Sponge Iron Blast Furnace SMS TMT Ferro Chrome/Special Grade Ferro Alloys Coke Power 	 1,20,000 80,500 2,94,030 2,60,000 100,000 3,50,000 70 MW
Unit V	Rasmada, Durg, Chhattisgarh	BilletsSpongeCaptive Power	SMSSponge IronPower	 1,00,000 1,20,000 12.8 MW

Clear Strategy Going Forward





ANNEXURE



Turnaround Story – Resilient in the Toughest Time



Pure Intentions & Hard Work of the management brought company back to life !

Profit making Business

- Converted losses into profits
- \circ $\,$ Confident to achieve EBITDA Margins in the range

of 18%-20% going ahead

Debt Restructuring

- Broke the Debt trap and strengthen the balance sheet.
- Expectation is to be Net Debt Free in 15 Months

03 Cost Reduction = Modernization + Operational Excellence

- \circ $\;$ Hot metal cost reduction through revamping Blast Furnace & cap. exp. of Sinter $\;$
- o Capacity & Utilization increase across product portfolio led to economies of scale
- Setting up BFG Boiler for optimizing utilization of waste gases. Green Energy Project
- 04 Experienced and Disciplined Management
 - Subscription of share warrants

02

o Motivation, constant efforts, focused approach & faith in capacities

Focus on Value Added Products

05

• Management's focus on products like Ductile Iron Pipes and Specialized Ferro Alloys lead to

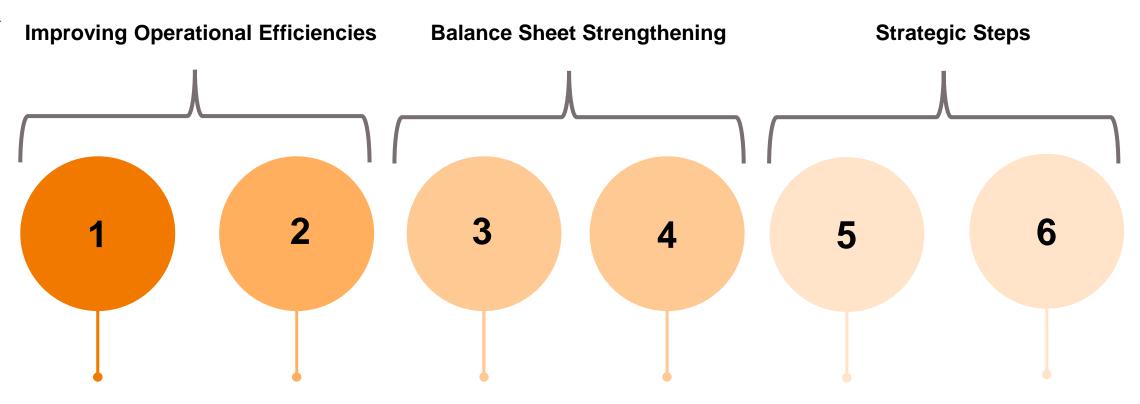


2 3 4 Mining ban of Iron Ore in Cancellation of coal Rising borrowing costs Global financial crisis, Karnataka and Goa led blocks led to forced and Debt Trap weak economic to substantial increase in closure of setting up of conditions, Covid & raw material prices of 5Mn T Steel Plant lockdowns Project in Purulia, iron ore West Bengal. Amount invested in that project went in vain.

Resilient Promoters took the right steps to bounce back and corrected the things that went wrong!

Steps Taken to Bounce Back





Increasing Capacity Utilizations Increased focus on production of Value-Added Products Debt restructuring through Asset Reconstruction Companies

Promoters subscribing to share warrants Promoters pledged their shares to arrange for funds from private parties Sold some assets in distress to keep the company going concern

Where We Stand Now



Corrective action plan to ensure success...



Reduced Net Debt toExpanding capacitiesRs. 3,981 Mn as on 31stthrough internalMarch'24; Expectation isaccrualsto be Net Debt Free in15 Months

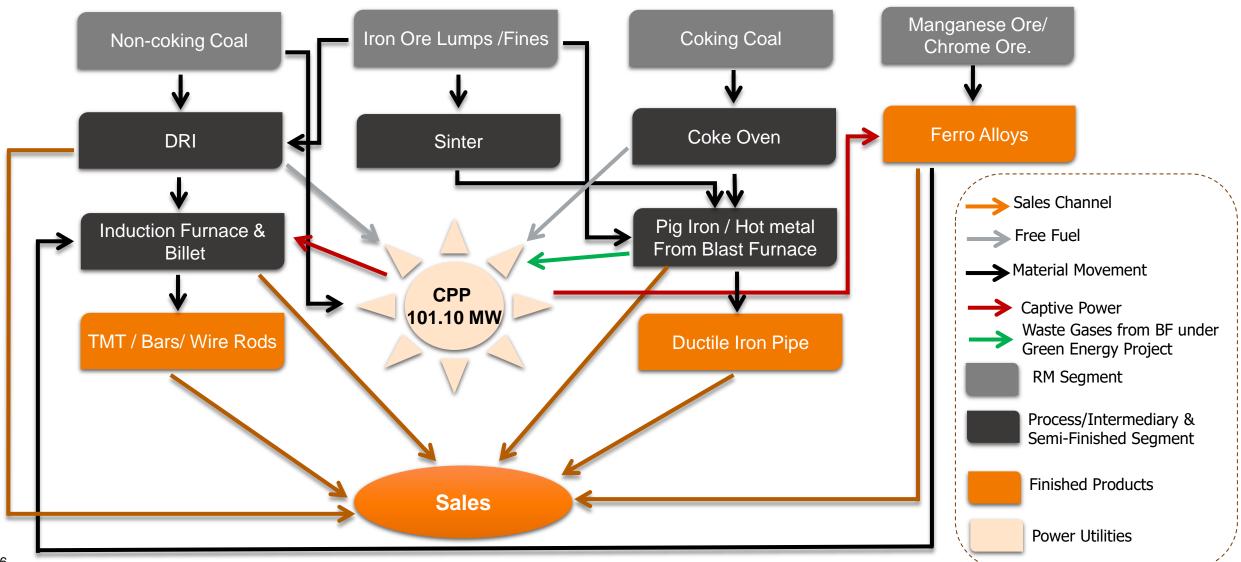
Expanding capacitiesMargin expansion bythrough internalfocusing on value-accrualsadded products

Lowest cost of Capex because of Brownfield Expansions

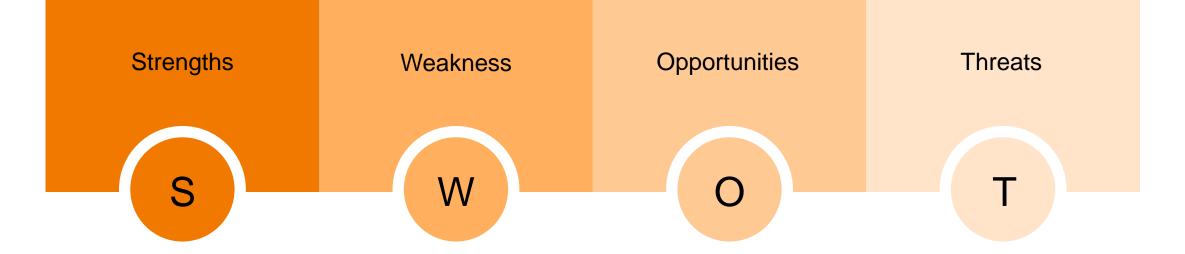
Improving operational efficiencies and capacity utilizations











- \circ Fully integrated steel company \circ
- o Diversified product range
- Experienced leadership
- Lowest cost of Capex

- Weak performance in the opast
- \circ Commodity price impacts \circ
- Strengthening of Special Grade Ferro Alloys market
- "Jal Jeevan Mission" & "Mission Amrut Sarovar" has led to great opportunities in DI Pipes segment
- Government investing heavily in infrastructure sector helping steel sector growth
- Growth plans of other industries like Railways, Logistics etc.

- Ongoing inflation
- Lingering effects of Russia's invasion of Ukraine

Board of Directors





Yearly Trend | Production (1/5)

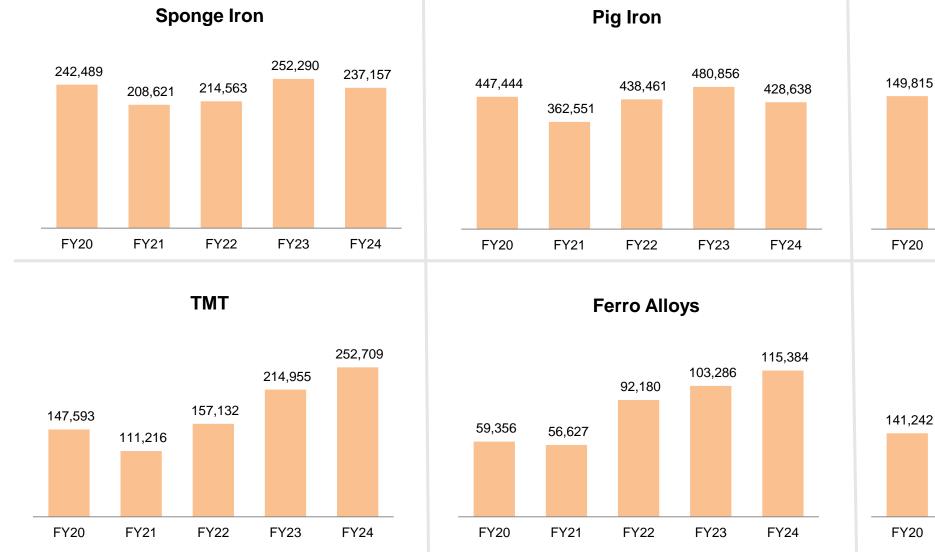
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152,390

FY24

176,038

NA

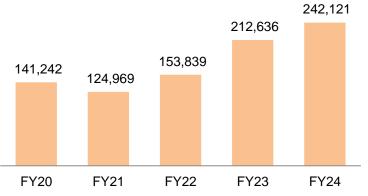


 103,708
 101,778

 FY20
 FY21
 FY22
 FY23

Billets

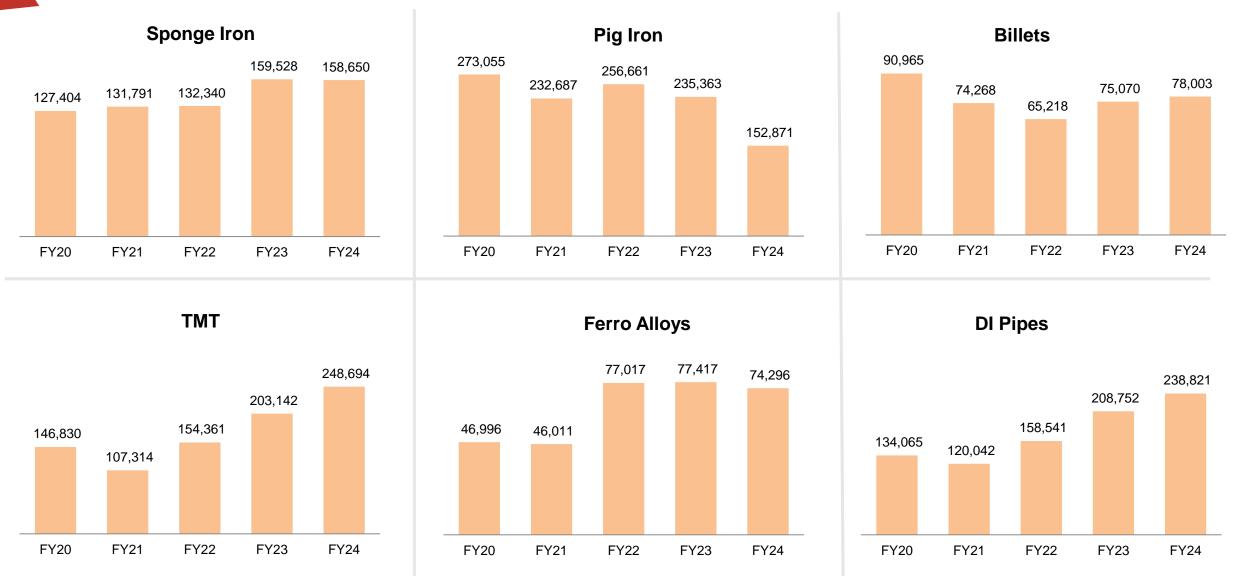
DI Pipes



³⁹ Figures in Tons

Yearly Trend | Sales (2/5)

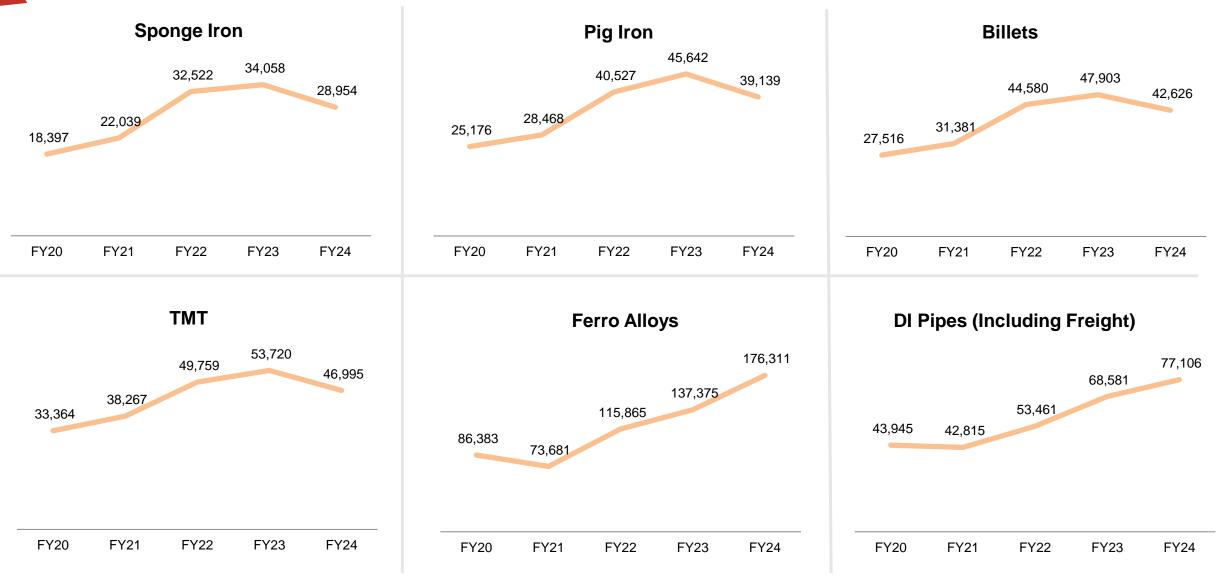




⁴⁰ Figures in Tons and Gap between production and sales numbers majorly represents captive consumption

Yearly Trend | Realization (3/5)





⁴¹ Figures in Rs. Per Ton

Yearly Trend | Income Statement (4/5)



Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	64,138	61,251	46,925	27,852	29,123
Cost of Goods Sold	41,436	42,996	33,245	20,693	22,398
Employee Benefits Expense	1,543	1,288	1,089	887	900
Other Expenses	12,096	14,405	10,508	5,318	5,517
EBITDA	9,063	2,562	2,083	954	308
EBITDA Margin (%)	14%	4%	4%	3%	1%
Depreciation	856	979	913	940	968
Finance Cost	725	889	988	880	1,028
Other Income	2,151	355	299	108	602
Exceptional Items		0	0	0	-58
Profit Before Tax (PBT)	9,632	1,049	481	-758	-1,144
Tax Expense	836	471	0	0	0
Profit After Tax (PAT)	8,796	578	481	-758	-1,144
PAT Margin (%)	14%	1%	1%	-3%	-4%
EPS (Rs.)	55.8	4.5	4.4	-6.9	-11.1

Yearly Trend | Balance Sheet (5/5)



Equity & Liabilities

Assets

Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20	Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Equity & Liabilities						<u>Assets</u>					
Equity						Non-Current Assets -					
	4 007	4 455	4 405	4 405	4.405	Property, Plant and Equipment	13,773	11,268	11,601	11,766	12,332
Share Capital	1,637	1,455	1,105	1,105	1,105	Right to use assets	44	45	46	46	47
Other Equity	13,405	4,106	-17,733	-18,435	-17,684	Capital Work-In-Progress	1,162	688	523	1,017	977
Total Equity	15,041	5,561	-16,628	-17,331	-16,579	Intangible assets	2	3	4	2	3
Non-Current Liabilities -						Loans	0	0	0	0	153
Long term Borrowings	3,033	6,260	5,861	5,781	6,617	Intangible Assets under development	0			2	
Lease Liabilities	6	6	6	6	0	Financial Assets - Investment	8	11	11	11	11
Other non Current Liabilities	325	292	0	0	0	Financial Assets - Others	1,051	689	424	419	44
Provisions	120	115	0	0	0	Deferred Tax Assets (Net)	2,075	2,909	2,909	2,909	2,909
Total Non-Current Liabilities	3,484	6,673	5,867	5,787	6,617	Other Non-Current Assets	338	271	1,257	881	879
	0,404	0,010	0,001	0,101	0,017	Total Non-Current Assets	18,453	15,884	16,773	17,053	17,354
Current Liabilities -						Current Assets -					
Short Term Borrowings	1,685	2,337	25,825	28,548	28,021	Cash and Bank	910	515	221	258	228
Lease Liabilities	1	1	1	1	0	Inventories	9,497	8,214	7,580	6,992	5,786
Trade Payables	8,705	8,990	8,187	7,503	6,904	Trade Receivables	2,418	2,293	1,561	2,440	2,844
Financial Liabilities - Others	1,951	1,931	1,852	2,188	1,868	Short Term Loans & Advances	0	0	30	26	441
Other Current Liabilities	2,644	4,104	4,499	3,272	2,866	Other Financial Assets	267	292	282	266	0
	,			,		Current Tax Assets (Net)	101	123	0	0	0
Provisions	34	3	89	94	95	Other Current Assets	1,899	2,279	3,244	3,027	3,140
Total Current Liabilities	15,019	17,365	40,453	41,606	39,754	Total Current Assets	15,092	13,715	12,918	13,009	12,438
Total Equity and Liabilities	33,545	29,599	29,691	30,062	29,793	Total Assets	33,545	29,599	29,691	30,062	29,793

CSR Activities – Serving Society through Industry







A COLORADO CONTRACTOR OF CONTR

World Environment Day Celebration

Tree Plantation

Free Distribution of Artificial Limbs



Use of Artificial Limb Callipers



Health Check-ups Organised

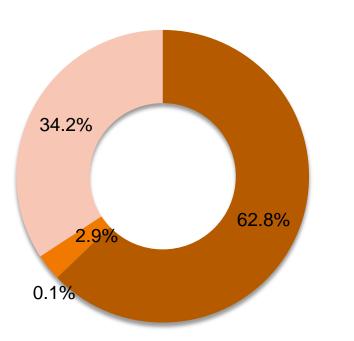


Scholarship for Young Generation

Shareholding Pattern as on 10th April'2024



Share Holding Pattern



Sr. No.	Category of Shareholders	No. of Shares Held	Holding (%)
1	Promoter & Promoter Group	10,83,04,046	62.8%
2	Public		
а	Domestic Mutual Funds	1,14,862	0.1%
b	Foreign Portfolio Investors	49,98,086	2.9%
С	Non-Institutions	5,90,33,292	34.2%
	Total Shareholding (1+2)	17,24,50,286	100%

Promoter & Promoter Group

Domestic Mutual Funds

Foreign Portfolio Investors
Public Group Non-Institutions



Thank You

Investor Relations

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