

Ref : JBIL/SE/2023-24 Date : 15-01-2024

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 Disclosures 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 above on your record.

Thanking you,

Yours faithfully,

For Jai Balaji Industries Limited

AZZI

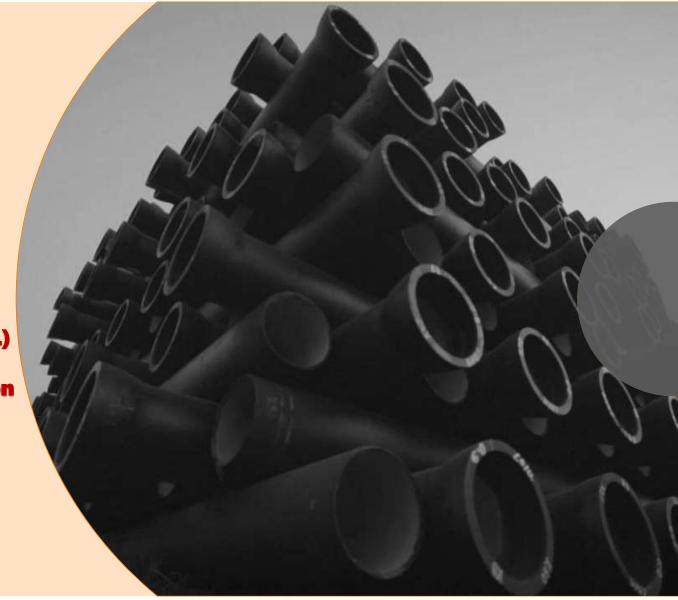
Ajay Kumar Tantia Company Secretary

> **Regd. Office :** 5, Bentinck Street, 1st Floor, Kokata- 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)

Q3 & 9MFY24 Investor Presentation



#### Disclaimer



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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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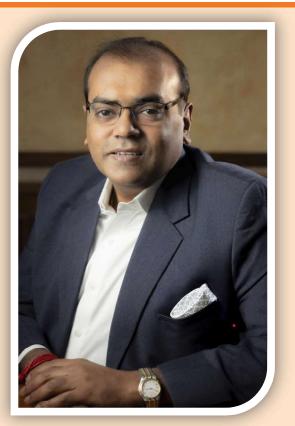
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#### **Management Commentary and Business Outlook**

"Jai Balaji Industries Ltd. is a fully integrated steel company with focus on specialized products like Ductile Iron Pipes and Ferro Alloys. Company faced tough challenges in last 6-7years which are now resolved with the commitment, hard work, faith and resilience of the management, business associates and stakeholders. Jai Balaji 2.0 aims to transition into a high margin business, and we plan to achieve the same by lowest cost capex for capacity enhancement, economies of scale, operational efficiencies and focusing on specialized products.

Coming to Q3 & 9MFY24 performance, I'm thrilled to report a record high performance in Q3 & 9MFY24.marked by robust financial results, strategic expansions, and unwavering commitment to operational excellence. The adjusted EBITDA & PAT for the quarter grew by 96% and 7.4x times YoY respectively. We are steadily progressing towards our aim to become net debt free in the next 18 months. Going forward, we aim for margin expansion by increasing capacity and utilization of value added & specialized products, cost reduction and technological upgradation leading to sustainable growth and value creation.

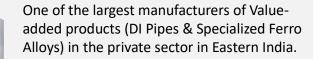


Mr. Aditya Jajodia Chairman and Managing Director

# **ABOUT THE COMPANY**

#### Business at a Glance





Specialized product portfolio of DI Pipes and Ferro Alloys



3 Star Export House; Exporting to more than 40 Countries



1st Company in West Bengal to set up Sponge Iron & Waste Heat Recovery Power Plants



4 manufacturing units present across West Bengal & Chhattisgarh



1.1 MT fully integrated Greenfield Steel Manufacturing

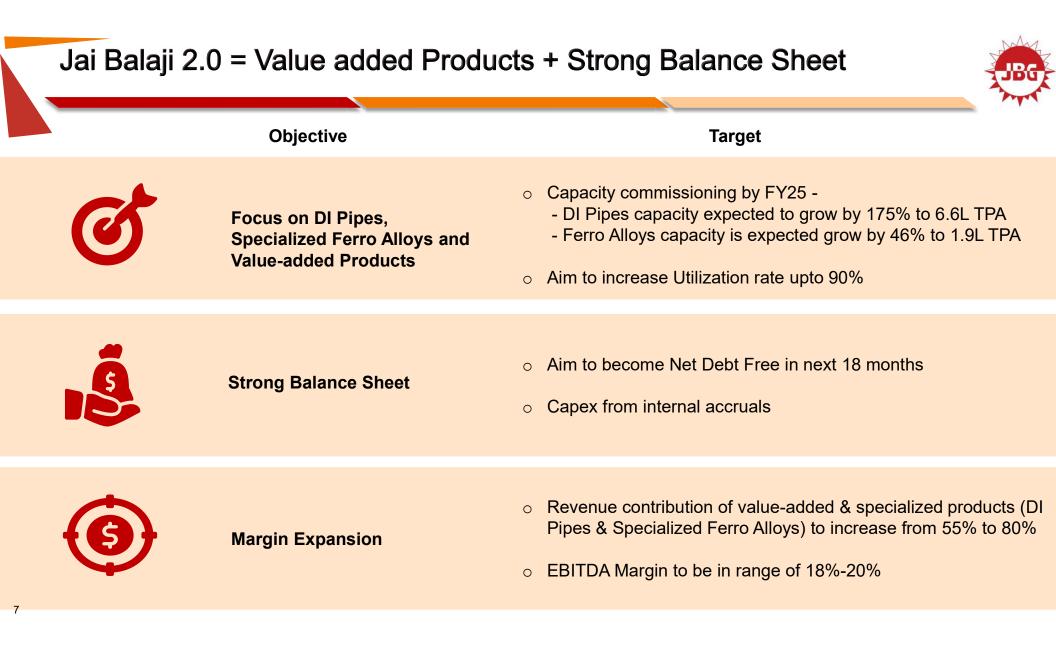


IS.

101.1 MW Power Plants Fully Operational

Successfully raised equity from IPO, Private

Placements and QIP Route.



#### **Transitioning to High Margin Company**



#### **Ductile Iron Pipes**

#### **Specialized Ferro Alloys**

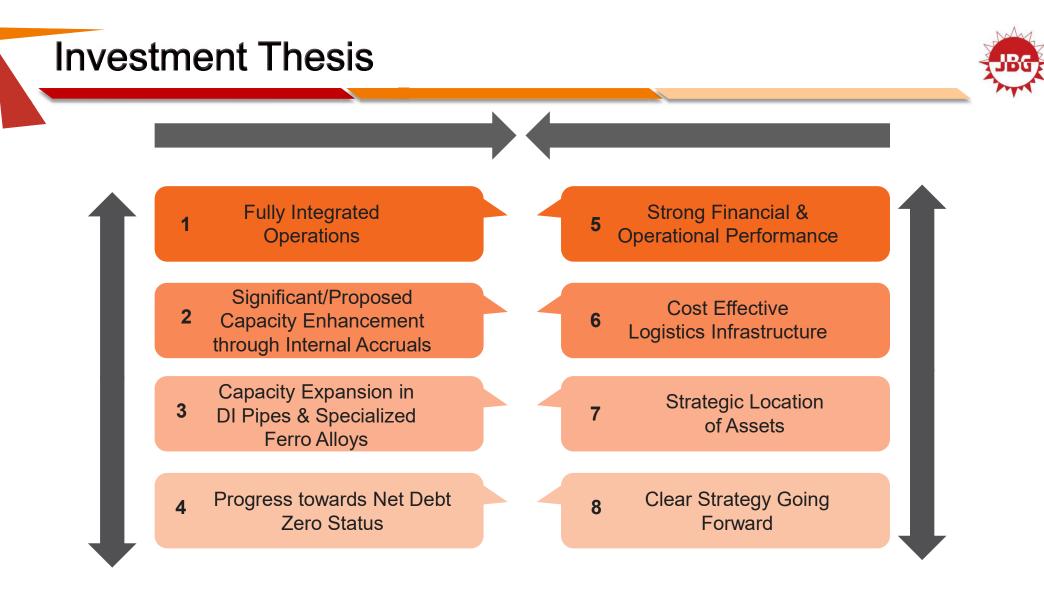


Management's strategy is to focus on Value-Added Products like Ductile Iron Pipes and Specialized Ferro Alloys for margin expansion and sustainability



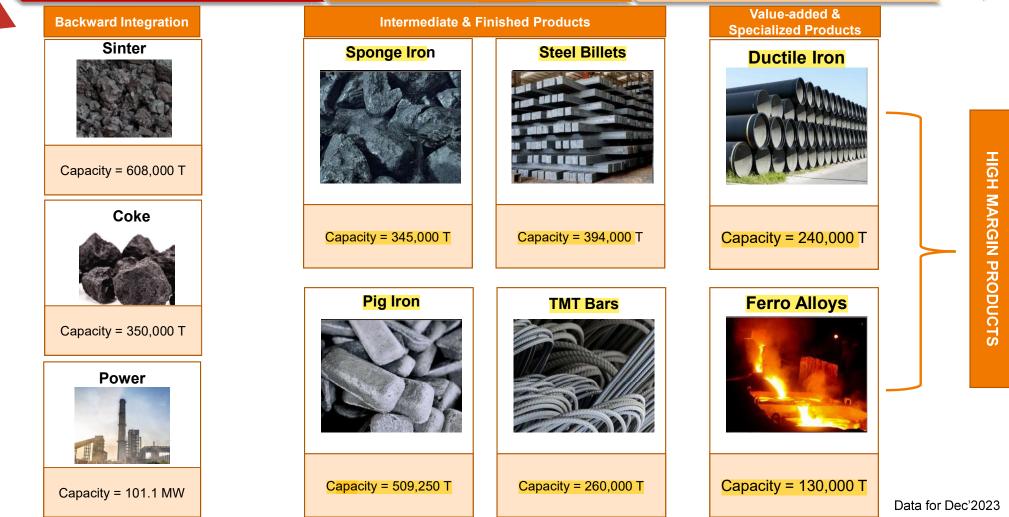
JBIL is focused on being a Value-Added and Specialized Product company

# **INVESTMENT THESIS**





### **Fully Integrated Operations**



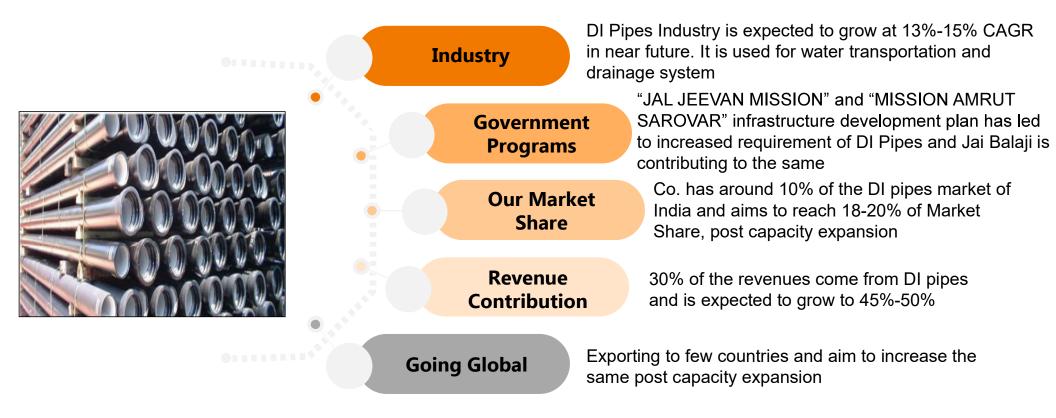


# Significant/Proposed Capacity Enhancement

				Ca	apex (in Rs. Mn	.)	
Products (Location)	Existing Capacity	Capacity Addition	Capacity After Expansion	Total	Already incurred	Balance to be incurred	Current Status
			Specializ	ed Products			
DI Pipes	240,000 TPA	420,000 TPA	660,000 TPA	4,000	681	3319	Will be done in 2 phases – Phase 1 = 2Lac T expected to commission by FY24; Phase 2 = 1.5 Lac T expected to commission by FY25
Ferro Alloys	130,000 TPA	60,000 TPA	190,000 TPA	1,500	815	685	Will be done in two phases- Phase 1 around 36000 TPA to be commissioned by FY24 and Balance will be commissioned by FY25.
			0	thers			
Revamping Existing Blast Furnaces (Unit III)	509,250 TPA	240,750 TPA	750,000 TPA	2,500	1128	1372	1 furnace is under process and is expected to be commissioned by FY24. 2 <sup>nd</sup> furnace will be completed in next FY
Sinter (Unit III)	608,000 TPA	600,000 TPA	1,208,000 TPA	1,100	774	326	Will be done in 2 phases; In process of setting up 1st phase of the same during current FY and 2 <sup>nd</sup> phase shall be commissioned in FY25
BFG Boiler (Unit IV)	0.00 TPH	35 TPH	35 TPH	300	25	275	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	385	215	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	3,808	6,192	

#### **Specialized Products - DI Pipes**





#### **Specialized Ferro Alloys**



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



#### Cost Reduction Strategies...



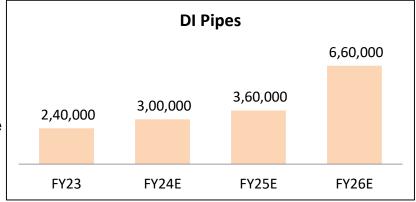
#### **Capacity Expansion Plans (Tons)**

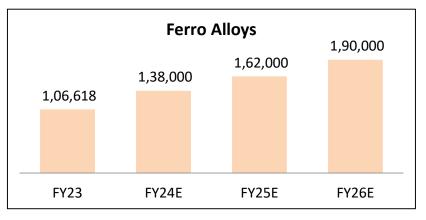
Lowest cost capacity expansion plans, Economies of scale, Operational efficiencies

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





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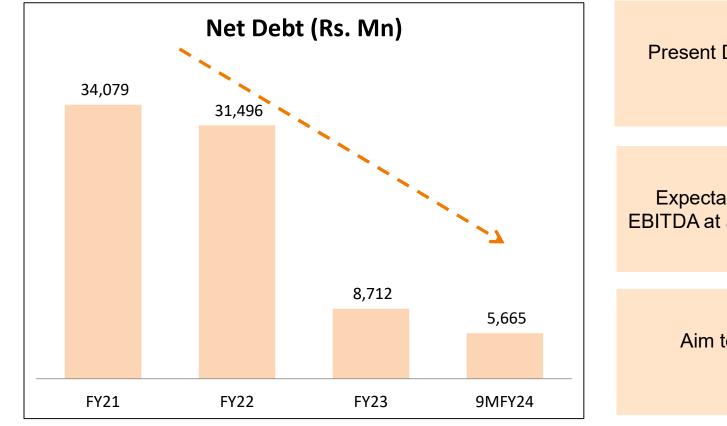
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#### Progress Towards Net Debt Zero Status...



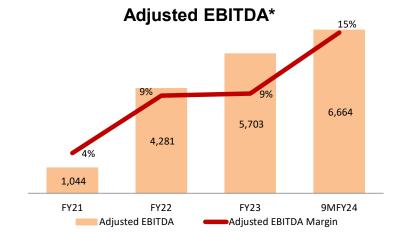
Present Debt pertains to Tata Capital Financial Services

Expectation to maintain Net Debt to EBITDA at around 0.6 on 31<sup>st</sup> March'2024

Aim to become Net Debt Free in 18 Months

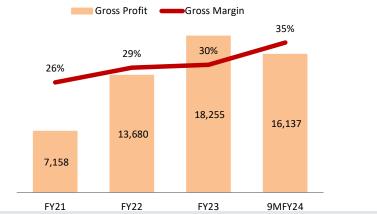
### Flourishing Financial Health

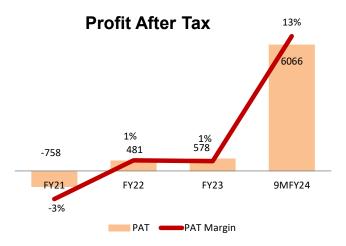




<sup>17</sup> \*Adjusted for non-cash items







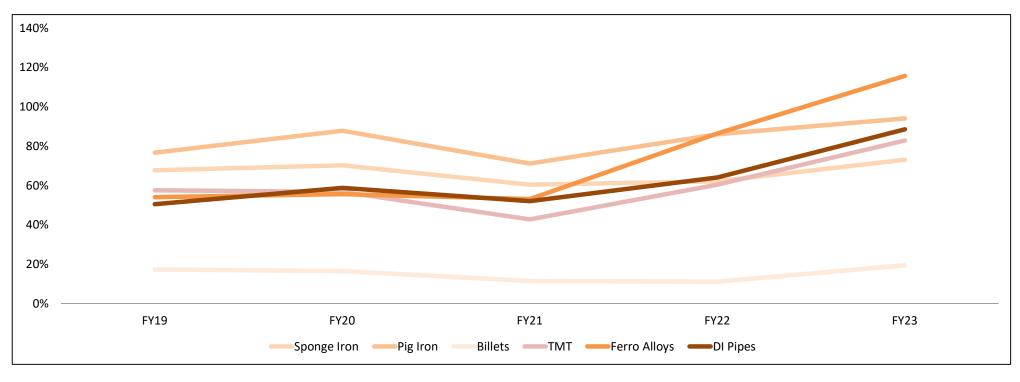
Consolidated Numbers and Numbers are in Millions



#### **Robust Operational Performance**





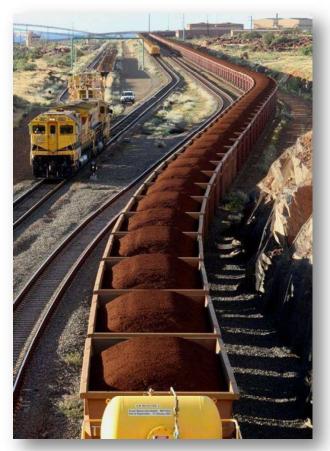


Increased focus on capacity utilization of Value-Added Products ensures margin expansion

<sup>18</sup> \*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.

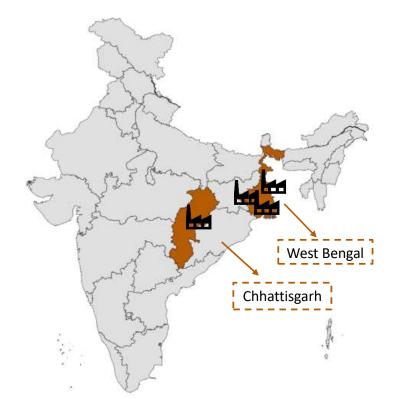
Have dedicated Railway Sidings at both loading in Odisha and unloading at our plant.

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.

### Strategic Location of Assets

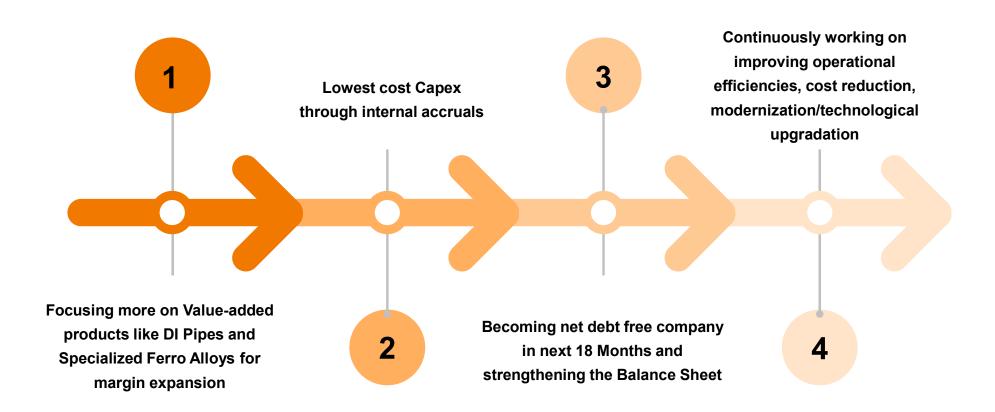




Plant	Location	Facilities	Products	Installed Capacity (MT)
Unit I	Baktarnagar, Burdwan, West Bengal	<ul><li>Ferro Alloys</li><li>DRI</li><li>Power</li></ul>	<ul> <li>Ferro Silicon Alloys/Ferro Chrome</li> <li>Sponge Iron</li> <li>Power</li> </ul>	<ul><li>30,118</li><li>1,05,000</li><li>18.3 MW</li></ul>
Unit III	Rajbandh, Burdwan, West Bengal	<ul><li> Pig Iron</li><li> DIP</li><li> Sinter</li></ul>	<ul><li>Blast Furnace</li><li>Ductile Iron Pipe</li><li>Sinter</li></ul>	<ul><li>4,28,750</li><li>2,40,000</li><li>6,08,000</li></ul>
Unit IV	Rajabndh, Burdwan, West Bengal	<ul> <li>Sponge</li> <li>PIG Iron</li> <li>Billets</li> <li>Rolling Mill</li> <li>Ferro Alloys</li> <li>Coke Oven</li> <li>Captive Power</li> </ul>	<ul> <li>Sponge Iron</li> <li>Blast Furnace</li> <li>SMS</li> <li>TMT</li> <li>Ferro Chrome/Special Grade Ferro Alloys</li> <li>Coke</li> <li>Power</li> </ul>	<ul> <li>1,20,000</li> <li>80,500</li> <li>2,94,030</li> <li>2,60,000</li> <li>100,000</li> <li>3,50,000</li> <li>70 MW</li> </ul>
Unit V	Rasmada, Durg, Chhattisgarh	<ul><li>Billets</li><li>Sponge</li><li>Captive Power</li></ul>	<ul><li>SMS</li><li>Sponge Iron</li><li>Power</li></ul>	<ul> <li>1,00,000</li> <li>1,20,000</li> <li>12.8 MW</li> </ul>

#### **Clear Strategy Going Forward**





#### Q3 & 9MFY24 PERFORMANCE HIGHLIGHTS

#### **Strategic Updates**



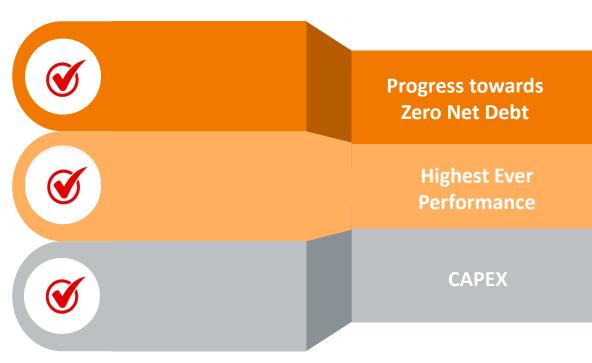
#### **Record high Financial Performance**

01

Net Debt as on 31<sup>st</sup> Dec'23 is Rs. 5,665 Mn. post entering into facility agreement with Tata Capital Financial Services

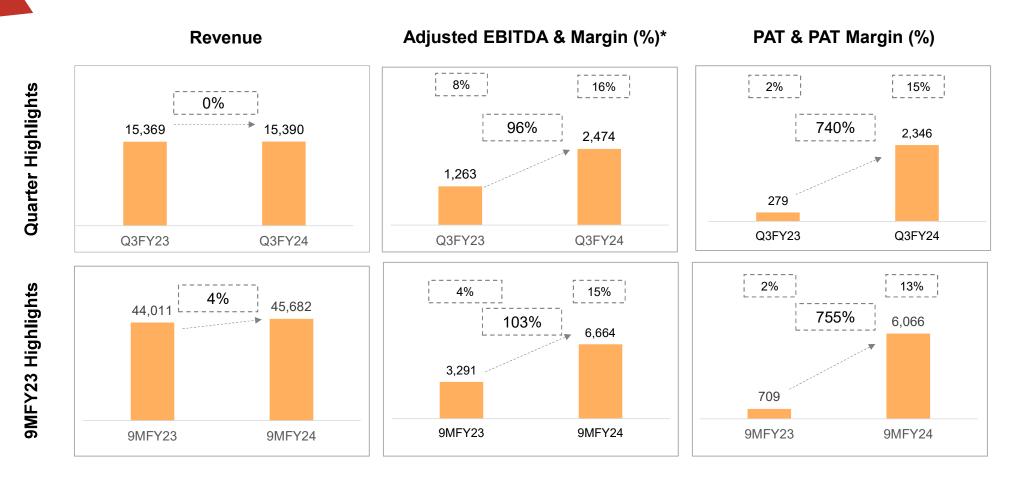
Highest ever Quarterly and Nine Months financial
 performance of EBITDA & PAT. Record high
 production & sales of DI Pipes for 9MFY24

Strong Capex plan of Rs. 10,000 Mn in place – out of this Rs. 3,808 Mn has already been spent from internal accruals and balance is expected to be completed in 18 to 24 Months through internal accruals only.



#### **Financial Performance Highlights**





Consolidated Numbers and Numbers are in Millions

\*Adjusted for non-cash items

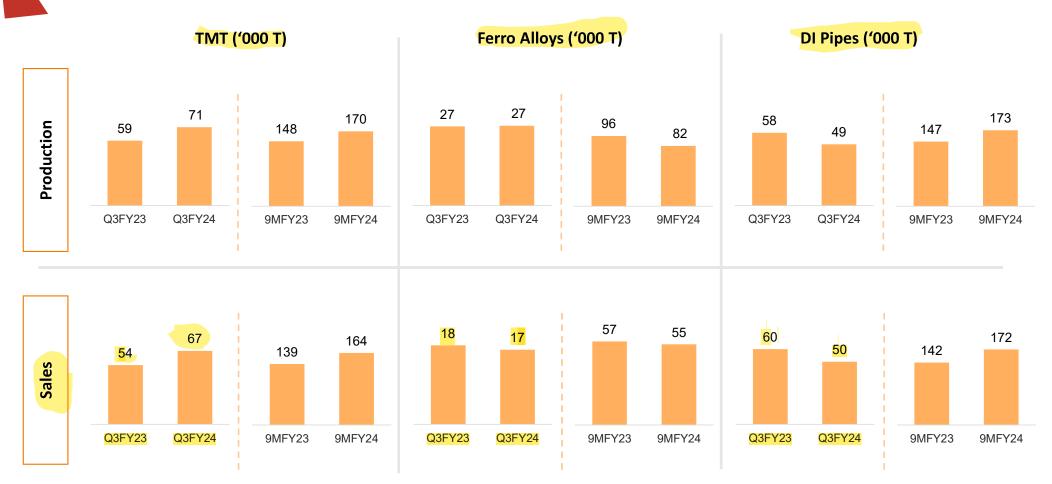
### Operational Performance (1/2)



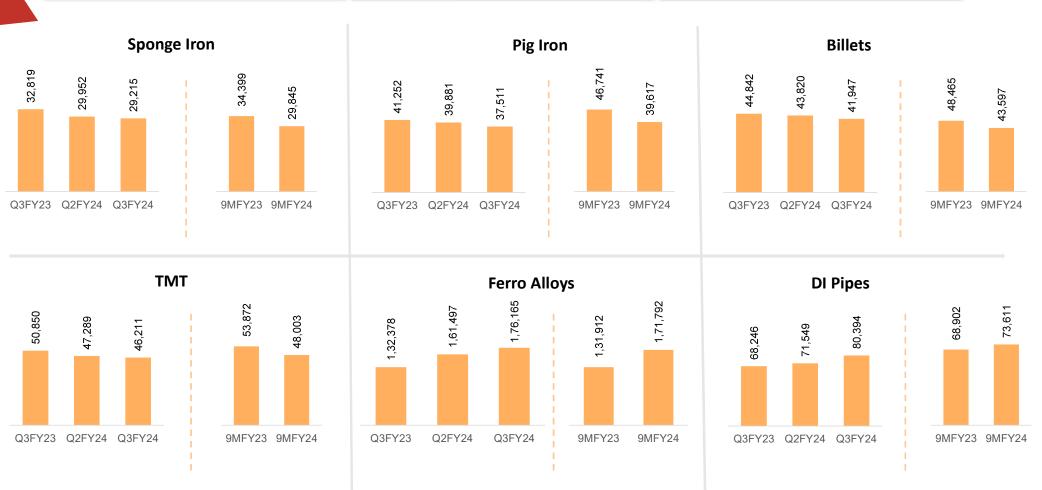


### Operational Performance (2/2)





### **Realization Summary**



<sup>27</sup> Numbers are in Rs. Per Ton

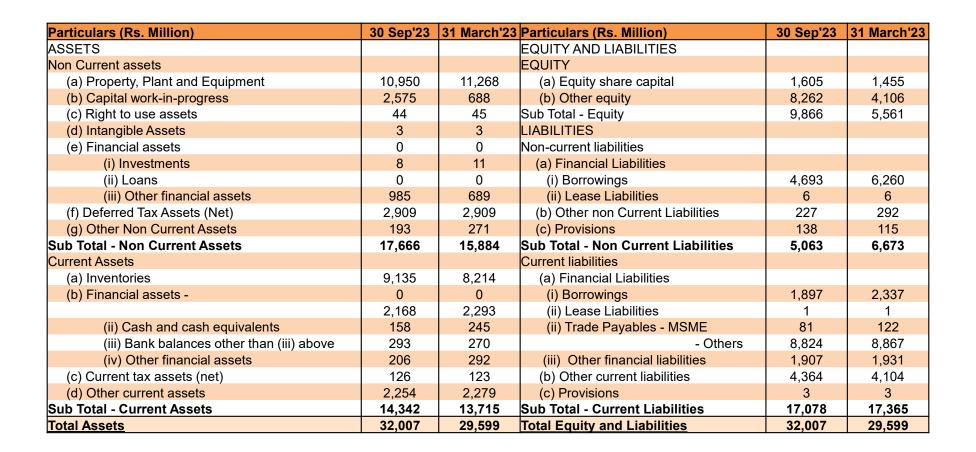


#### **Consolidated Income Statement**

Particulars (Rs. Million)	Q3FY24	Q2FY24	QoQ	Q3FY23	YoY	9MFY24	9MFY23
Revenue from Operations	15,390	15,466	0%	15,369	0%	45,682	44,011
Cost of Goods Sold	9,756	10,035	-3%	10,869	-10%	29,545	31,453
Employee Benefits Expense	418	403	4%	328	27%	1,191	944
Other Expenses	2,747	2,893	-5%	3,468	-21%	8,291	9,685
EBITDA	2,468	2,135	16%	704	251%	6,655	1,928
Adjusted EBITDA	2,474	2,135	16%	1,263	96%	6,664	3,291
Adjusted EBITDA Margin (%)	16%	14%		8%		15%	7%
Depreciation	206	208	-1%	251	-18%	628	734
Finance Cost	150	187	-20%	199	-25%	549	628
Other Income	234	276		25		589	143
Exceptional Items	0	0		0			0
Profit Before Tax (PBT)	2,346	2,016	16%	279	740%	6,066	709
Tax Expense	0	0		0		0	0
Profit After Tax (PAT)	2,346	2,016	16%	279	740%	6,066	709
PAT Margin (%)	15%	13%		2%		13%	2%
EPS (Rs.)(Basic)	14.72	12.79	15%	2.03	625%	38.85	5.75
EPS (Rs.)(Diluted)	13.22	11.22	18%	1.58	737%	34.05	4.38

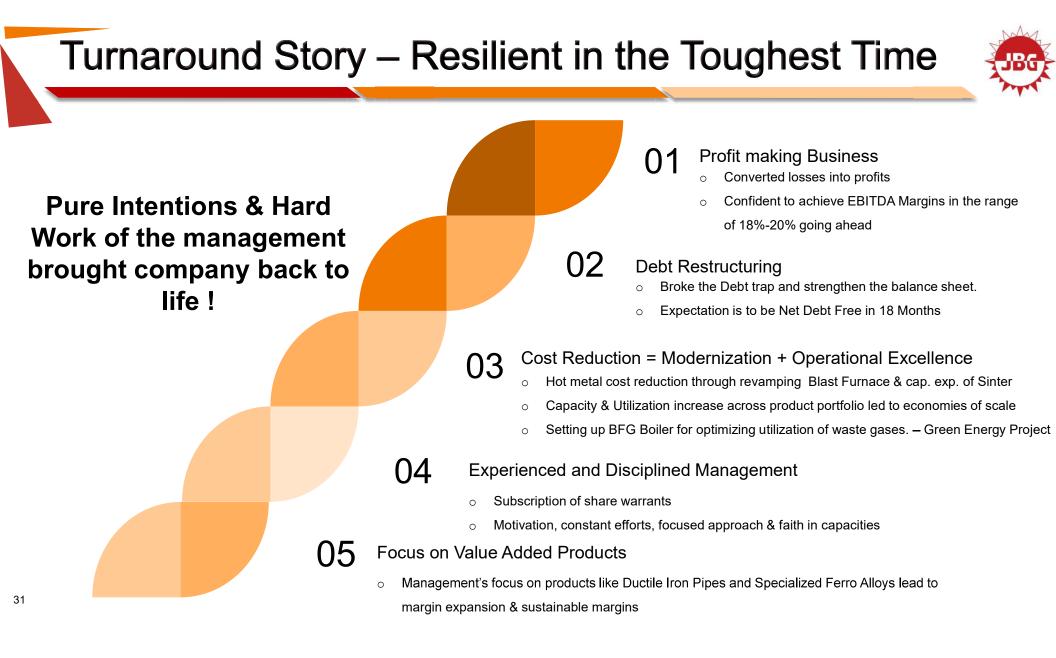
<sup>28</sup> \*Adjusted for non-cash items

#### **Consolidated Balance Sheet**



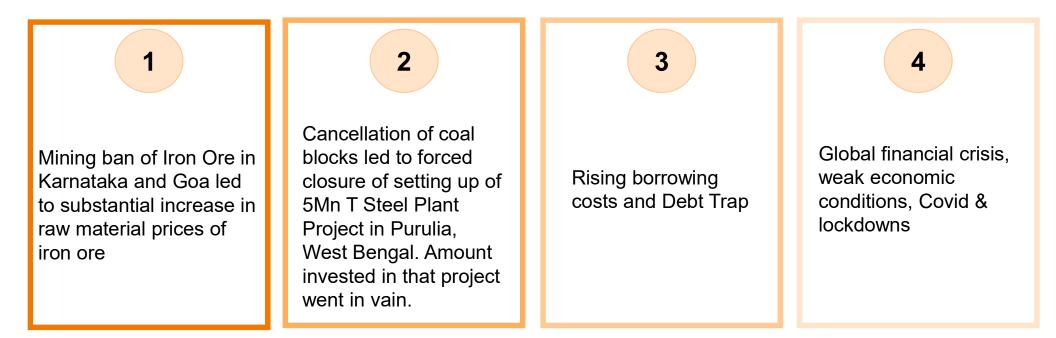
#### ANNEXURE





#### What went Wrong

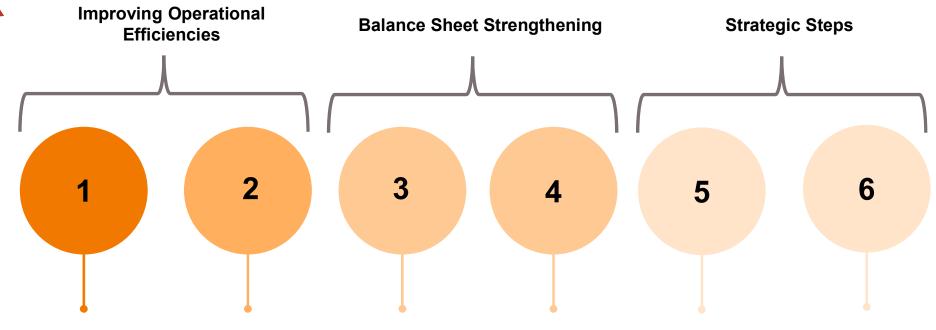




#### Resilient Promoters took the right steps to bounce back and corrected the things that went wrong!

#### 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

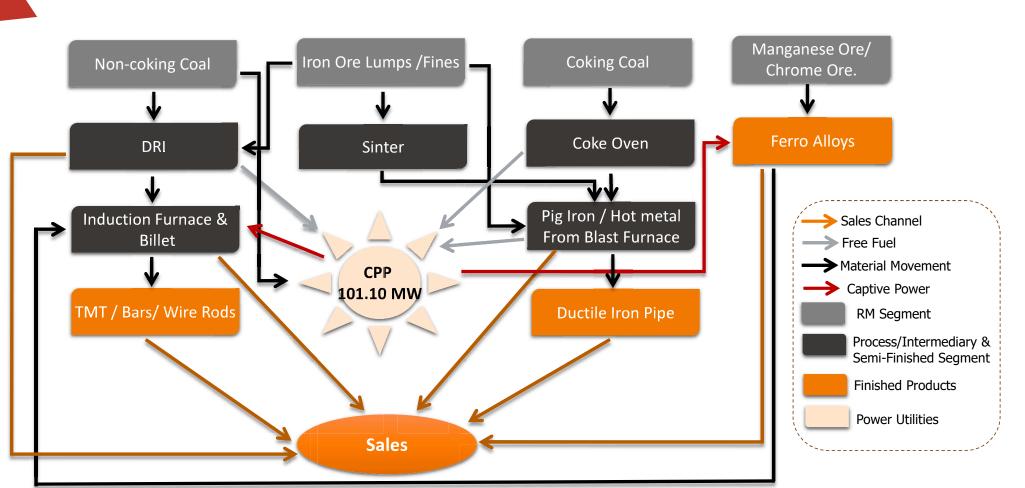
#### Where We Stand Now



Corrective action plan to ensure success...



Reduced Debt to Expanding capacities Margin expansion by Lowest cost of Capex Improving operational Rs. 6,370 Mn as on 31<sup>st</sup> through internal focusing on value- because of Brownfield efficiencies and Dec'23; Expectation is to accruals added products Expansions capacity utilizations be Net Debt Free in 18 Months



#### Processes

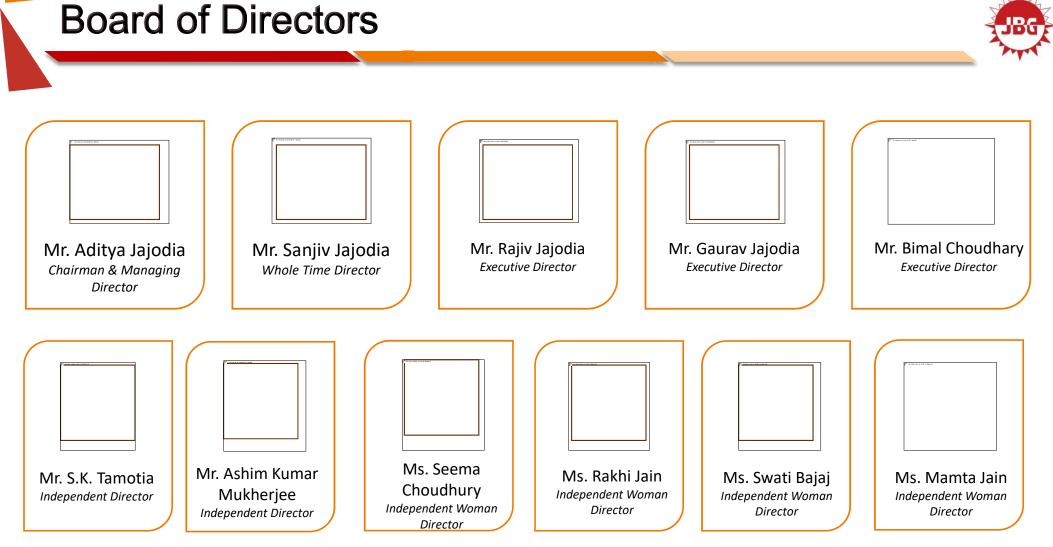
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# **SWOT Analysis**





- 6,322Cr. for steel sector growthGrowth plans of other industries like
  - Railways, Logistics etc.



# Yearly Trend | Production (1/5)

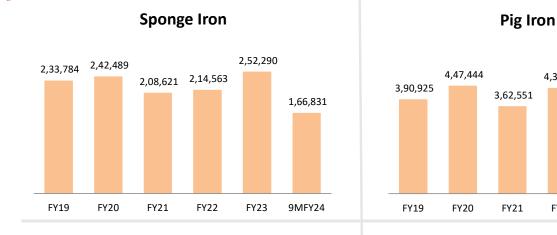


1,12,966

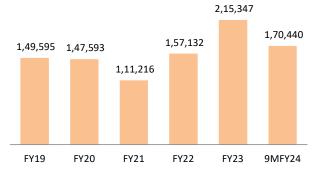
9MFY24

1,76,038

FY23



TMT





4,79,468

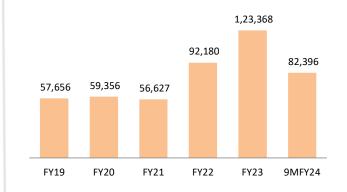
FY23

3,14,029

9MFY24

4,38,461

FY22



**DI Pipes** 

FY21

**Billets** 

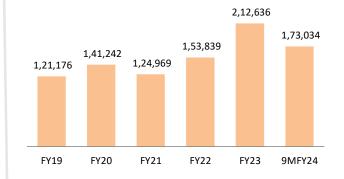
1,03,708 1,01,778

FY22

1,56,845 1,49,815

FY19

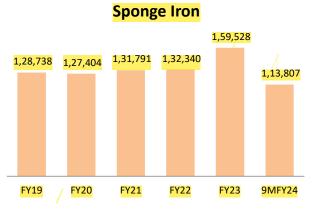
FY20

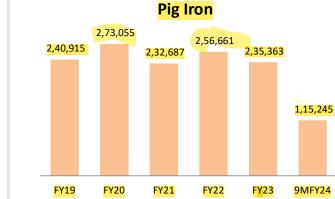


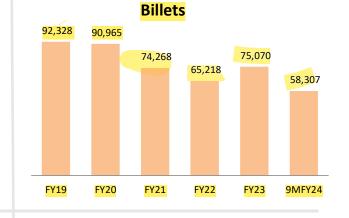
<sup>38</sup> Figures in Tons

#### Yearly Trend | Sales (2/5)

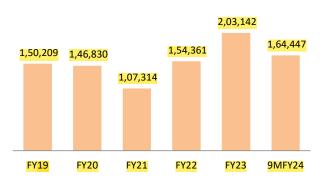




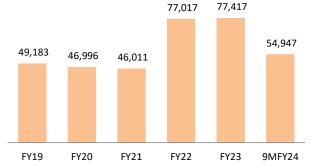




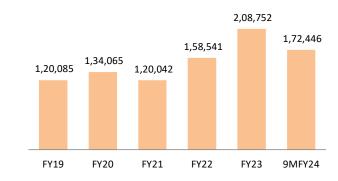
TMT



Ferro Alloys



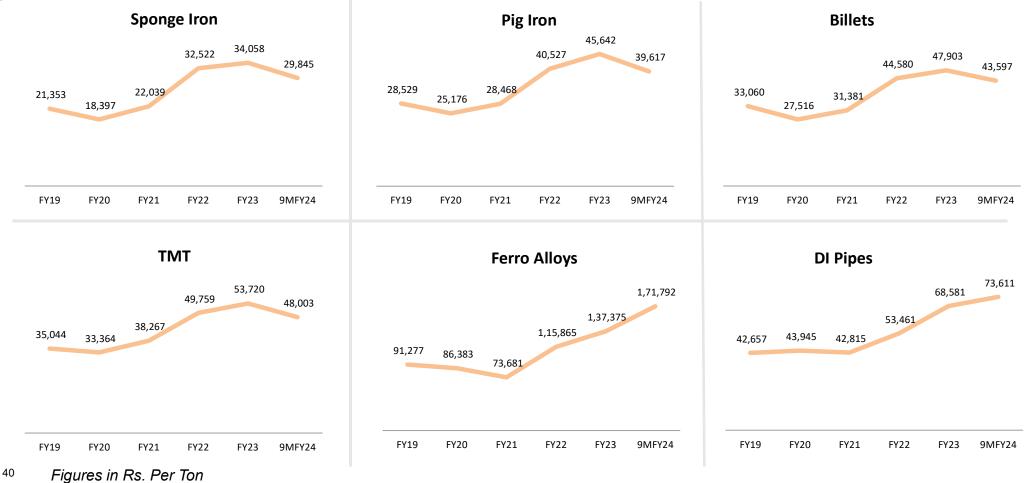
**DI Pipes** 



<sup>39</sup> Figures in Tons

### Yearly Trend | Realization (3/5)





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### Yearly Trend | Income Statement (4/5)

Particulars (Rs. Million)	9MFY24	FY23	FY22	FY21	FY20	FY19
Revenue from Operations	45,682	61,251	46,925	27,852	29,123	30,775
Cost of Goods Sold	29,545	42,996	33,245	20,693	22,398	23,993
Employee Benefits Expense	1,191	1,288	1,089	887	900	818
Other Expenses	8,291	14,405	10,508	5,318	5,517	5,768
EBITDA	6,655	2,562	2,083	954	308	196
EBITDA Margin (%)	15%	4%	4%	3%	1%	1%
Depreciation	628	979	913	940	968	1,016
Finance Cost	549	889	988	880	1,028	1,116
Other Income	589	355	299	108	602	400
Exceptional Items		0	0	0	-58	0
Profit Before Tax (PBT)	6,066	1,049	481	-758	-1,144	-1,536
Tax Expense	0	471	0	0	0	0
Profit After Tax (PAT)	6,066	578	481	-758	-1,144	-1,536
PAT Margin (%)	13%	1%	1%	-3%	-4%	-5%
EPS (Rs.)	38.8	4.5	4.4	-6.9	-11.1	-15.9

Consolidated Numbers

#### Yearly Trend | Balance Sheet (5/5)

#### **Equity & Liabilities**

Particulars (Rs. Million)	FY19	FY20	FY21	FY22	FY23	H1FY24	Particulars (Rs. Million)	FY19	FY20	FY21	FY22	FY23	H1FY24
Equity & Liabilities							<u>Assets</u>						
Equity							Non-Current Assets -						
-	004	4 4 9 5	4 405	4 405		4 005	Property, Plant and Equipment	13,191	12,332	11,766	11,601	11,268	10,950
Share Capital	964	1,105	1,105	1,105	1,455	1,605	Right to use assets	48	47	46	46	45	44
Other Equity	-16,763	-17,684	-18,435	-17,733	4,106	8,262	Capital Work-In-Progress	790	977	1,017	523	688	2,575
Total Equity	-15,799	-16,579	-17,331	-16,628	5,561	9,866	Intangible assets	2	3	2	4	3	3
Non-Current Liabilities -							Loans	136	153	0	0	0	0
Long term Borrowings	16,139	6,617	5,781	5,861	6,260	4,693	Intangible Assets under development			2			
Lease Liabilities	0	0	6	6	6	6	Financial Assets - Investment	11	11	11	11	11	8
Other non Current Liabilities	0	0	0	0	292	227	Financial Assets - Others	92	44	419	424	689	985
Provisions	0	0	0	0	115	138	Deferred Tax Assets (Net)	2,909	2,909	2,909	2,909	2,909	2,909
Total Non-Current Liabilities	16,139	6,617	5,787	5,867	6,673	5,063	Other Non-Current Assets	891	879	881	1,257	271	193
	10,133	0,017	5,707	5,007	0,075	3,003	Total Non-Current Assets	18,070	17,354	17,053	16,773	15,884	17,666
Current Liabilities -							Current Assets -						
Short Term Borrowings	20,244	28,021	28,548	25,825	2,337	1,897	Cash and Bank	75	228	258	221	515	451
Lease Liabilities	0	0	1	1	1	1	Inventories	4,960	5,786	6,992	7,580	8,214	9,135
Trade Payables	6,702	6,904	7,503	8,187	8,990	8,905	Trade Receivables	3,941	2,844	2,440	1,561	2,293	2,168
Financial Liabilities - Others	2,205	1.868	2,188	1,852	1,931	1,907	Short Term Loans & Advances	1,061	441	26	30	0	0
Other Current Liabilities	2.461	2,866	3,272	4,499	4,104	4,364	Other Financial Assets	0	0	266	282	292	206
	, -					4,304	Current Tax Assets (Net)	0	0	0	0	123	126
Provisions	88	95	94	89	3	3	Other Current Assets	3,933	3,140	3,027	3,244	2,279	2,254
Total Current Liabilities	31,700	39,754	41,606	40,453	17,365	17,078	Total Current Assets	13,970	12,438	13,009	12,918	13,715	14,342
Total Equity and Liabilities	32,040	29,793	30,062	29,691	29,599	32,007	Total Assets	32,040	29,793	30,062	29,691	29,599	32,007

42 Consolidated Numbers Assets



# CSR Activities – Serving Society through Industry



#### World Environment Day Celebration



**Tree Plantation** 



**Free Distribution of Artificial Limbs** 



**Use of Artificial Limb Callipers** 



Health Check-ups Organised

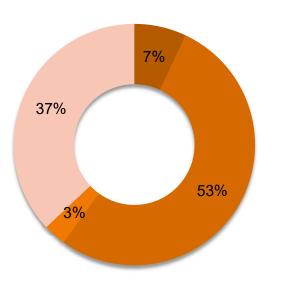


Scholarship for Young Generation

#### Shareholding Pattern as on Dec'2023



#### **Share Holding Pattern**



or No.	Category of the Shareholders	No. of shares held	Holding (%)
1	Promoter & Promoter group		
а	Individuals/Hindu undivided Family	1,05,13,323	7%
b	Bodies Corporate	8,57,90,723	53%
	Group Total	9,13,04,046	60%
2	Public		
а	Foreign Portfolio Investors	41,19,839	3%
b	Non-Institutions	6,00,26,401	37%
	Group Total	6,41,46,240	40%
	Total Shareholding of the Company (1+2)	16,04,50,286	100%

Promoters Group Individuals/HUF Promoters Group Bodies Corporate

Foreign Portfolio Investors
 Public Group Non-Institutions



# **Thank You**

#### **Investor Relations**

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