Registered & Corporate Office: S.C.O. 18-19, Sector 28-C, Chandigarh 160002, India CIN: L27106CH1991PLC011536

+91 172 4668 000 E contact@jtl.one W www.jtl.one

July 16, 2025

The Manager,

Corporate Relationship Department,

**BSE Limited.** 

25<sup>th</sup> Floor, P.J. Towers, Dalal Street, Mumbai - 400001

The Manager, Listing Department,

National Stock Exchange of India Ltd.

'Exchange Plaza', C- 1 Block G, Bandra Kurla Complex, Bandra (East) Mumbai - 400051

**Scrip Code: 534600 NSE Symbol: JTLIND** 

#### REG: INVESTOR PRESENTATION ON UN-AUDITED FINANCIAL RESULTS FOR THE FIRST QUARTER ENDED JUNE 30, 2025

Dear Sir/Ma'am,

Pursuant to Regulation 30 and other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith detailed Investors Presentation on Un-audited Financial Results for the first quarter ended June 30, 2025.

Kindly take the same on record.

Thanking you,

Yours Sincerely,

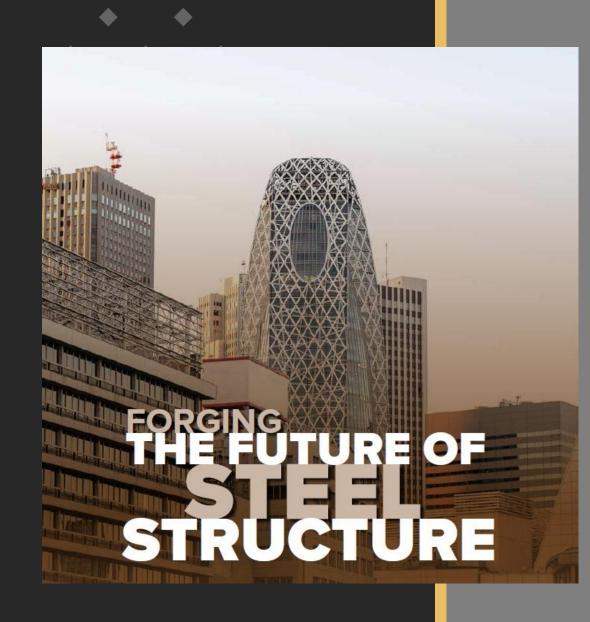
For JTL Industries Limited

**Amrender Kumar Yadav Company Secretary and Compliance Officer** (M. No. A41946)



# AMONGST THE LEADING BUILDING MATERIAL SOLUTIONS COMPANIES

**Investor Presentation July 2025** 





#### Safe Harbor





Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively Forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. JTL Industries Limited (referred to as "JTL" or "The Company") assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



#### JTL enters a new metal - Brass Foils



#### Product Specification

Ultra-thin 0.04mm brass foil for high-precision applications

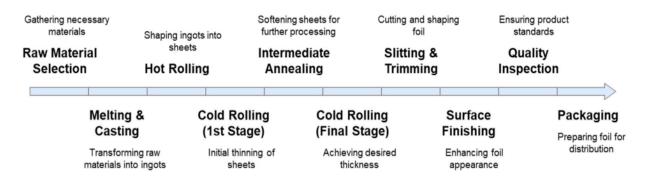
#### Target Applications

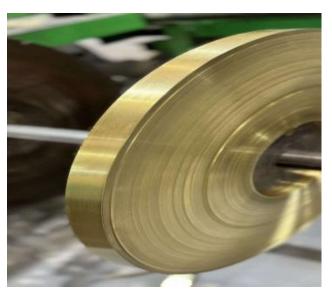
- EMI/RFI shielding, defence-grade ammunition components
- Grounding & sensing, thermal control, gaskets & shims
- Lightweight, corrosion-resistant, and ideal for precision engineering

#### Strategic Impact

- Positions JTL in a niche, high-demand market with limited competition
- Diversifies SKU mix and drives growth in high-margin segments
- Plans underway to begin supplying to the **defence sector** in the coming months

#### JTL Brass Foil: Step-by-Step Manufacturing Process Flow









#### Q1 FY26 At A Glance















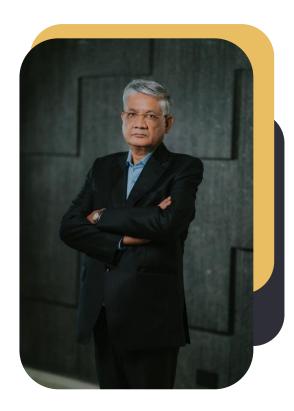


**Note:** Sales volume includes 92,127 MT (JTL) and 16,280 MT (JTL Engineering), totalling 108,406 MT. For consolidation, inter-group sales are eliminated; consolidated financials are based on 100,617 MT.



## From the Managing Director's Desk





The first quarter of Financial Year 2026 has encouraging results with JTL recording total volumes of 1,08,406 MT in Q1 FY25 representing a 26.5% YoY and 32.4% QoQ growth.

During the quarter we did a strategic investment with a capacity expansion initiative to do planned commissioning of new Electric Resistance Welded (ERW) pipe manufacturing line, specifically targeted to serve the ASTM/API-grade pipe market. This initiative is a part of expanding our footprint in high-grade segments such as oil & gas, water transmission, and city gas distribution (CGD) — markets that typically yield superior EBITDA margins, making this expansion significantly value-accretive.

Additionally we entered in to an MOU for production of brass foils on a job-work basis. The aim behind such diversifications is threefold – firstly to enter a high-demand niche market, secondly to expand the value added portfolio which will subsequently secure our margins and last to diversify across alloys so as to reduce dependence and avoid slowdown during an industry downturn. We are continually aiming to not only diversify across sectors, but also SKU's and turn into an exclusive player in the industry.

Financially, Q1 FY26 revenue stood at ₹5,438 million, with EBITDA of ₹233 million and PAT of ₹165 million. EBITDA & PAT margins stood at 4.3% and 3% respectively which shows our resilience considering the downcycle in steel industry.

Looking ahead, we remain optimistic about structural steel demand, driven by infrastructure investments and active projects. Our strategic positioning enables steady growth during high demand and flexibility to focus on secondary products when demand softens, ensuring consistent sales and resilience against market fluctuations.

JTL Industries remains committed to growth through operational excellence and strategic expansion, ensuring long-term value for our stakeholders.

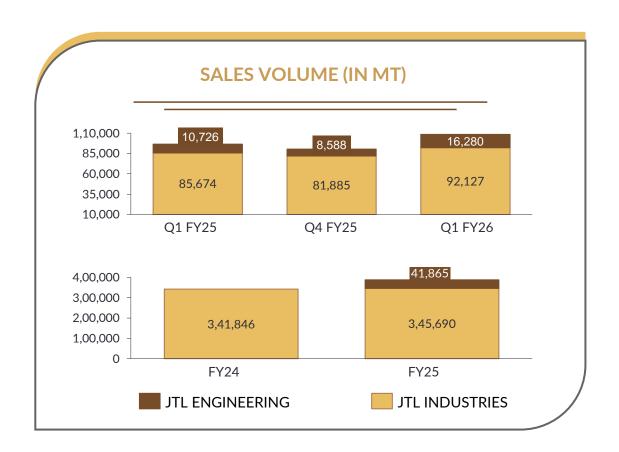


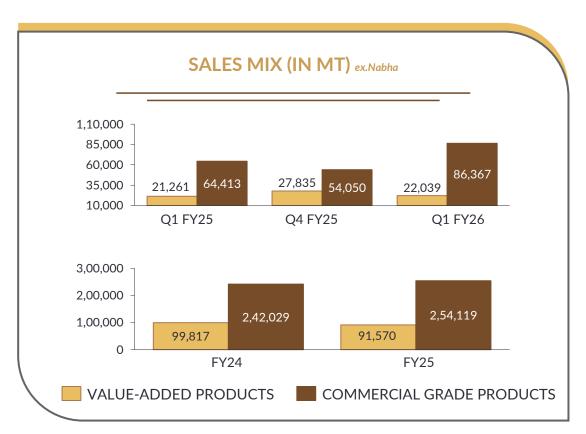
## **Operational Performance - Q1 FY26**



JTL Industries recorded a total sales volume of 1,08,406 MT in Q1 FY25 representing a 26.5% YoY and 32.4% QoQ growth.

Value-added products contributed a significant share of 20% to the total sales mix, driven by strong demand across key markets.

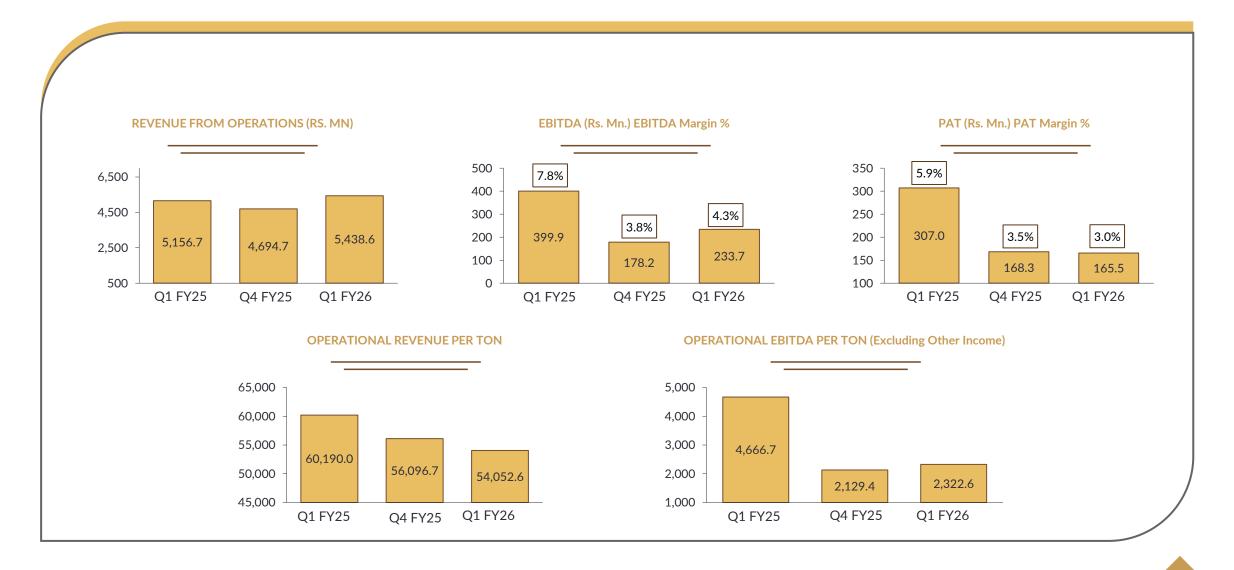






#### **Financial Performance - Q1 FY26**







# **Consolidated Income Statement Highlights**



Particulars (Rs. Mn)	Q1 FY26	Q4 FY25	QoQ	Q1 FY25	YoY	FY25	FY24	YoY
Volume (Consolidated Data)	1,08,406	90,473	19.82%	96,400	12.45%	3,45,689	3,41,846	1.12%
Revenue from operations	<mark>5,438.6</mark>	4,694.7	15.85%	5,156.7	5.47%	19,163.1	20,407.5	-6.10%
Other income	57.5	88.4		38.8		224.5	81.5	
Total Income	5,496.1	4,783.1	14.91%	5,195.6	5.78%	19,387.6	20,489.0	-5.38%
Total Expenses	5,204.9	4,516.5		4,756.9		17,933.6	18,880.4	
<b>EBITDA</b>	<mark>233.7</mark>	178.2	31.13%	399.9	-41.56%	1,229.6	1,527.1	-19.48%
EBITDA Margin %	4.3%	3.8%	50 bps	7.8%	(346 bps)	6.4%	7.5%	-107 bps
Depreciation & Amortization	44.4	30.0		18.9		92.7	55.6	
Finance Cost	27.8	12.8		12.6		45.2	50.9	
Exceptional Items	0.0	0.0		0.0		0.0	0.0	
Tax Expense	53.4	55.6		100.2		327.9	372.0	
PAT	165.5	168.3	-1.64%	307.0	-46.10%	988.3	1130.1	-12.55%
PAT Margin %	3.0%	3.5%	(51 bps)	5.9%	(290 bps)	5.1%	5.5%	-42 bps
Other Comprehensive Income	12.6	-77.3		-7.4		-102.4	-60.9	
Net PAT	178.1	90.9		299.6		885.8	1069.2	:
Diluted EPS (not annualised)	0.37	0.38		0.83		2.30	3.26	

Our Q1 FY26 revenue from operations stood at ₹5,438.6 Mn, a notable growth of 16% QoQ reflecting our operational and strategic efficiency.

Our EBITDA for the quarter stood at ₹233.7 Mn, with a strong growth of 31% QoQ.

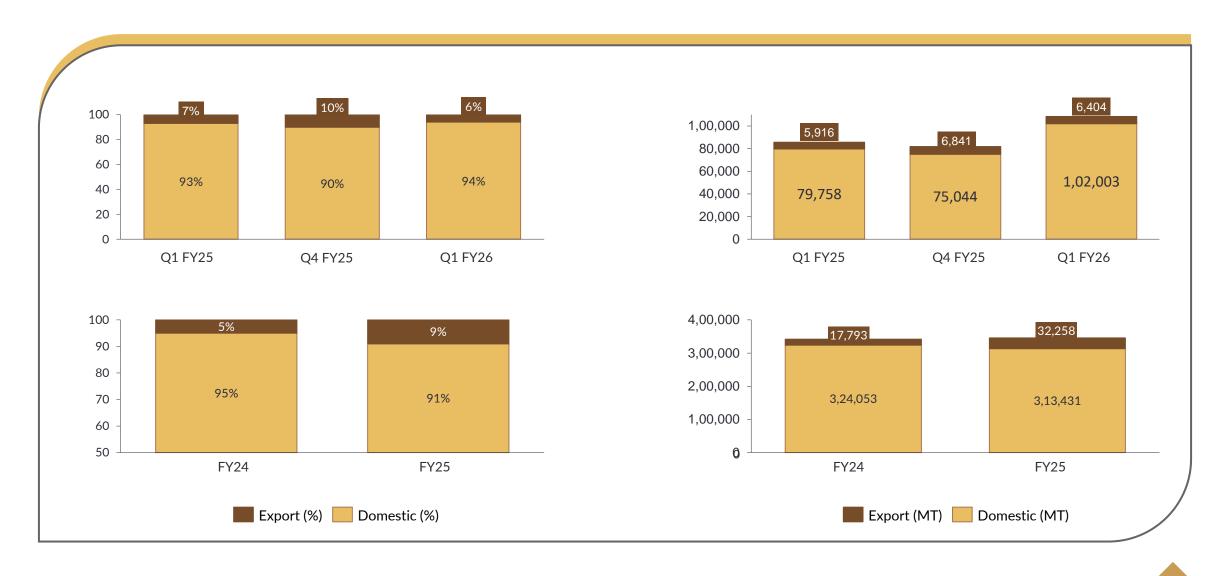
PAT stood at ₹165 Mn, achieving a PAT margin of 3%.

<sup>\*</sup>EBITDA is calculated excluding other income



## **Geography-Wise Sales Mix - Q1 FY26**







# Strong Performance in Numbers

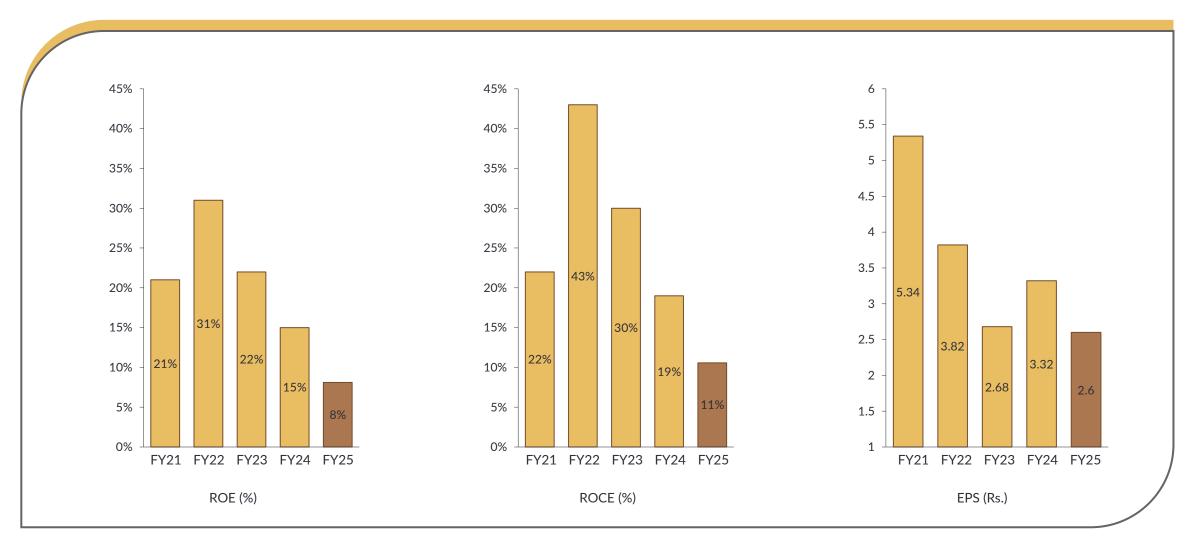


(Rs. Mn.)	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3FY25	Q4FY25	Q1FY26
Sales Volume (MT)	50,667	52,102	57,277	80,270	77,343	81,686	1,00,905	·	85,675	90,417	87,714	81,885	1,08,406
Operational Revenue	3,680	3,659	3,433	4,726	5,048	5,021	5,674	4,659	5,154	4,795	4,514	4,694	5,439
Operational Revenue/ton (Rs.)	72,638	70,233	59,942	58,879	65,268	61,467	56,230	56,899	60,155	53,038	51,484	56,097	54,053
Operational EBITDA	154	311	290	528	355	374	425	367	397	298	351	178	234
Operational EBITDA/ton (Rs.)	3,035	5,963	5,071	6,577	4,594	4,580	4,213	4,502	4,632	3,300	4,021	2,129	2,322
Net Profit	121	209	205	367	254	279	302	295	307	264	249	168	165



## **Key Financial Ratios**





EPS post split on 15-11-2024



#### **Capacity Expansion**





#### **MANGAON**

Mangaon currently has a total installed capacity of 4,50,000 MTPA, which includes 2,50,000 MTPA with DFT (Direct Forming Technology) already in place.

This plant will also be the manufacturing unit for 3,00,000 MTPA of ARW/API-grade ERW pipes to be commissioned in a year.

Additionally, 4,00,000 MPTA of capacity to be added of GI COIL, enhancing our pre-galvanized product range which will be commissioned by Q3FY26.

JTL also adding 6,00,000 MTPA of colour-coated coil capacity, enhancing our colour-coated product range by H1FY27.



#### **MANDI**

The plant delivers a total of 5,000 metric tons per month of HR coils from JTL Engineering (previously Nabha Steels) which will be doubled by end of FY26.



## Plant-wise Capacity Summary (Post Capex)



Particulars	Tube Capacity (MT)	Comments				
Derabassi, Punjab	1,00,000	Legacy Plant				
Mandi, Gobindgarh, Punjab	2,00,000	Commissioned under JTL in 2020				
Raipur, Chattisgarh	2,00,000	Merged with JTL in 2023				
Mangaon, Maharashtra	17,50,000	Includes original plant commissioned in 2019, DFT line and upcoming colour-coated and API-grade products				
TOTAL	22,50,000					

Particulars	Backward Integration Capacity (MT)	Comments
Chetan Industries (Merged)	1,50,000	Merged in FY23 (effective FY21)
Nabha Steel/JTL Engineering	2,00,000	Acquired in FY25 for captive sourcing
TOTAL	3,50,000	





## JTL – A Leading Building Material Solutions Company





# Infrastructure Capacity

- Installed Capacity:
- ~9,36,000 MTPA Pipe Manufacturing
- ~3,00,000 MTPA Backward Integration
- 5 state-of-the-art manufacturing facilities
- DFT implemented at Mangaon facility.



# Geographical Presence & Penetration

- Pan-India presence
- 1400+ talented and skilled employees
- 1000+ distributors and retailors
- 1,000+ SKUs
- Global footprint: 5 Continents and 20+ Countries



# Financial Prowess FY24 v/s FY25

- Volume grew by 13%
- Revenue de-grew by 6.1%
- EBITDA de-grew by 19.4%
- PAT de-grew by **12.5**%



#### **Competitive Advantage**





130+ Acres Of Land Bank Available



Presence in
Primary and Secondary
Steel market



All Units Have
Capability to Produce
Galvanised Products



Industry leading **EBITDA Per Ton** 



Backward Integrated in
Chattisgarh Plant &
JTL Engineering Plant
(previously Nabha Steels)



**Debt-Free** and Poised for Growth



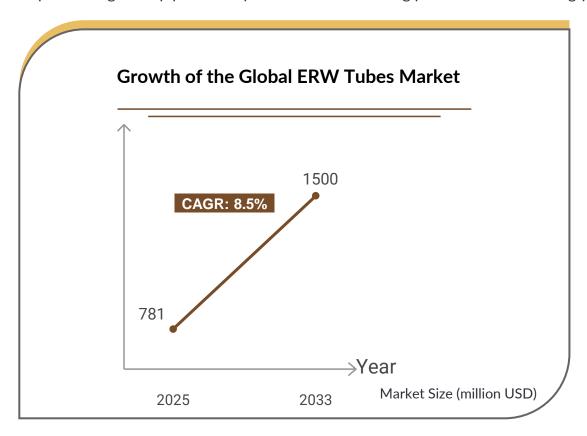
Spearheading with unique product advantages like high welding efficiency, superior dimensional accuracy, strength and durability with cost effectiveness

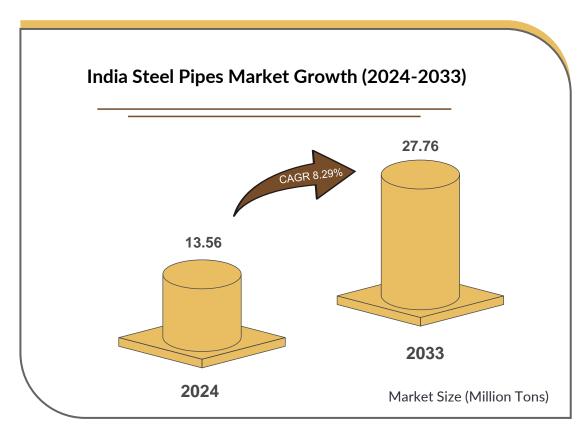


## **Industry Overview**



India's steel pipes market continues to outpace broader steel demand, supported by sustained infrastructure investment, growth in oil & gas projects, and rising exports. The market is projected to grow at a CAGR of 8.29% during 2024–2033, reaching 27.76 million tons by 2033. Globally, infrastructure accounts for over 50% of ERW tube consumption, with urbanization in emerging economies driving a 35% increase in ERW demand across high-rise buildings and transport networks. In India, government-led initiatives have led to a 40% rise in ERW tube usage for construction and a 30% increase in pipeline installations, positioning ERW pipes to outperform traditional long products in the coming years.





Source: Globalgrowthinsights, Imarcgroup



#### **Growth Opportunities**



The demand for structural steel tubes is driven by a substantial government commitment to bolster infrastructure in sectors such as construction, oil & gas, water supply, and agriculture.



Warehousing

According to JLL, the Indian warehousing sector is projected to experience significant growth, with demand expected to reach approximately 1.2 billion square feet by 2027 across Grade A, B, and C facilities.



India's metro rail network is set to become the world's secondlargest in 3-4 years, surpassing the U.S. and China. Currently spanning 973 km across 23 cities, the government has approved three new metro projects worth ₹31,000 crore to boost urban transport. This will create a lucrative opportunity for ERW pipes, as metro networks have a high density of stations where these pipes can be used in plenty.



Airports

India's civil aviation industry is expected to grow significantly, requiring 4,000 more aircraft and 200 additional airports over the next 20 years. Currently, there are 157 airports, doubling in the last decade, with plans to add 50 more in the next 5 years to meet rising demand



Jal Jeevan Mission

Government allotted ₹70,163 crore for 2024-25, the initiative has already equipped over 77% of rural households with water connections, up from 17% at launch in 2019. The aim is to provide clean drinking water to over 180 million rural households by 2024.



Affordable Housing

India's housing market is projected to grow from approximately \$450 billion today to between \$6,000-\$8,000 billion by 2050, driven by rapid urbanization and rising disposable incomes. Residential real estate is expected to maintain an annual growth rate of 10–12%, bolstered by schemes like the Pradhan Mantri Awas Yojana (PMAY).



**Indian Railways** 

The Amrit Bharat Station Scheme is set to transform 1,300 railway stations across the country, backed by a substantial investment of approximately ₹24,470 crore.



## Precision. Speed. Scale. — JTL's DFT Revolution Begins



From Capability to Competitive Edge



# **DFT Implementation**

- Current Mangaon capacity: 4,50,000 MTPA
- DFT-enabled capacity: 3,00,000 MTPA



# Technological Edge

- Roll-less forming
  - Square: up to **350×350 mm**,
  - Rectangular: up to 400×300 mm
- Material thickness up to 14 mm

• SKU expanded: 1,200 to 2,000+



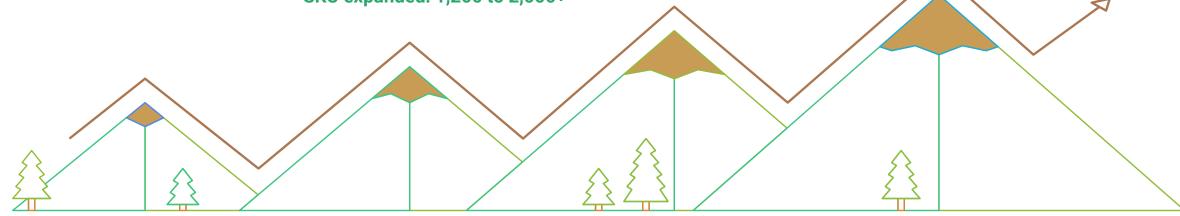
# Operational Efficiency

- 33% downtime reduction
- 25% drop in cost
- Fast setups, no roll swaps



## Stronger Value Proposition

- >50% of sales = Value-Added Products
- Catering to wider domestic & global demand

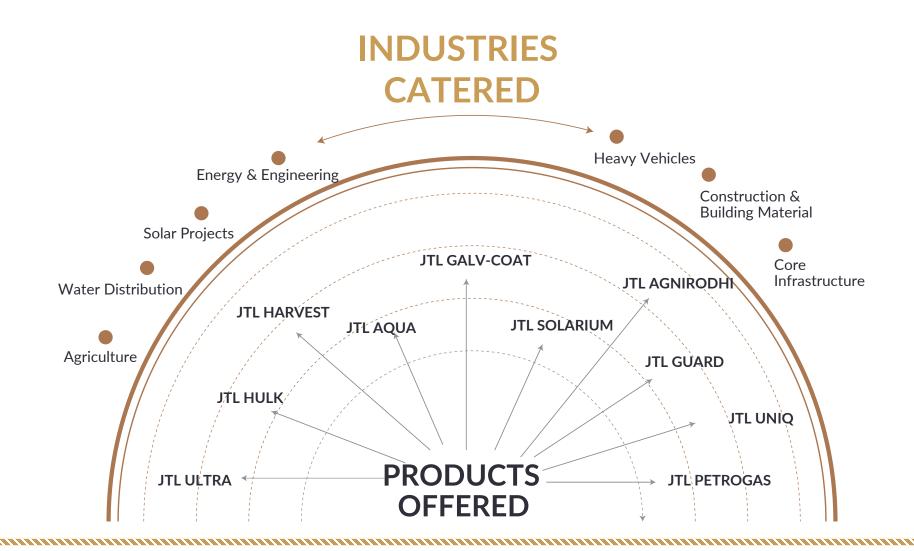




#### **Products Offered & Industries Catered To**



**Providing Industry Wide Solutions** 





## **Diverse Geographical Presence**

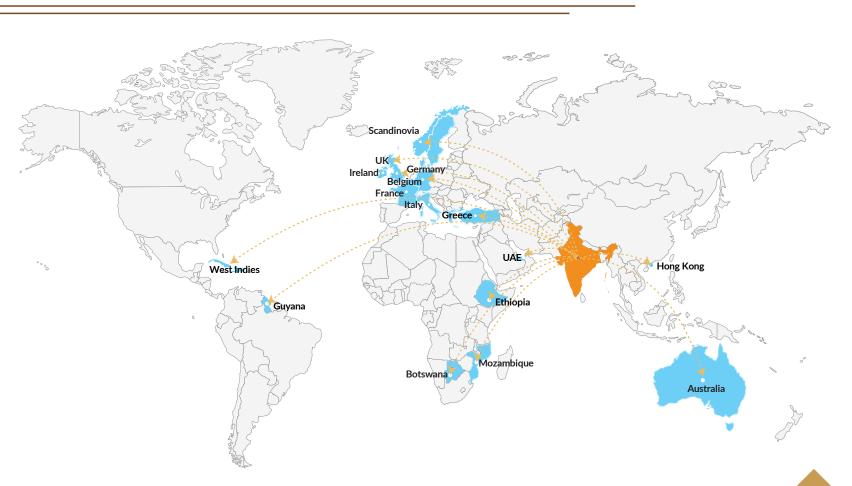


JTL has a pan-India presence and has a diverse geographic footprint, providing products to over 20 nations in 5 continents.



#### **Exporting Countries**

- Europe : Germany, Belgium, Greece Ireland, UK, Scandinavia, France, Italy
- North America: West Indies
- Asia : Hong Kong, UAE
- Africa: Botswana, Ethiopia,
- Guyana, Mozambique
- Australia : Australia





## **Complying with International Standards**





INDIAN STANDARD	AMERICAN STANDARD	BRITISH STANDARD	JAPANESE STANDARD	EUROPEAN STANDARD
IS 1161-2014 -	ASTM A500 GR A/1993	BS 4360 BS 7613 / 1994	JIS G3444/1994 -	EN 10219 -
IS - 1239 (Part 1)/2004	ASTM A53 / 1993 Elong.20% For All Galv. 550Gms/m2	BS 1387 / 1985 -	<del>-</del> -	EN 10255 -
IS 9295 / 1983	ASTM A-513	BS 6323 / 1982		
IS 3601/2006	<del>-</del>	BS 1775 BS 6323 / 1982	JIS G3345/1983 -	EN 10219 -
IS 4923/1997	ASTM A500 GRA / 1993	BS 6363 -	JIS G3466/1982 -	EN 10219 -
IS 4270 / 2001	-	BS 879	-	-
IS 3589 / 2001	-	BS 5534	-	-
IS 9537 / II	-	BS4568	-	<del>-</del>

JTL's products quality is in line and complies with international standards



#### **Certifications**



#### **PERFORMANCE CERTIFICATE**

#### ISO CERTIFICATION

#### **TRADE MARK**











Himachal Pradesh

Srinagar

Jammu

**ISO** Certification

Trade Mark



## Products Supporting the Key National Programs







JTL OFFERS VERSATILESOLA R MODULE MOUNTING STRUCTURES



CUSTOMIZE DESIGNING



PERFECT FOR RURAL AREAS



LIGHTWEIGHT & DURABLE



TURNKEY SOLUTIONS



ADAPTABLE TO ROUGH TERRAIN & SUITABLE FOR ALL REGIONS

JTL HAS BEEN CHOSEN AS THE KEYSUPPLIER FOR THIS CRITICAL PROJECT LIKE JAL JEEVAN MISSION BECAUSE OF ITS EXCEPTIONAL QUALITIES, INCLUDING RELIABILITY, INNOVATION, AND UNMATCHED PERFORMANCE.

19,30,04,286 RURAL HOUSEHOLD 75.85% ACCESS TO CLEAN TAP WATER (JJM)

JAL JEEVAN MISSION JTL KEY SUPPLIER TO JJM IN J & K

JTL SUPPLIED 30,000 MT GI PIPES HIGHLY CORRISION RESISTANT SWIFT SUPPLY CHAIN CORROSION RESISTANCE, HIGH PRESSURE TOLERANCE & SMOOTHER FLOW.



## **Products Supporting the Key National Programs**



#### **OUR DIRECT CLIENTELE**











## THROUGH OUR DISTRIBUTION CHANNEL



































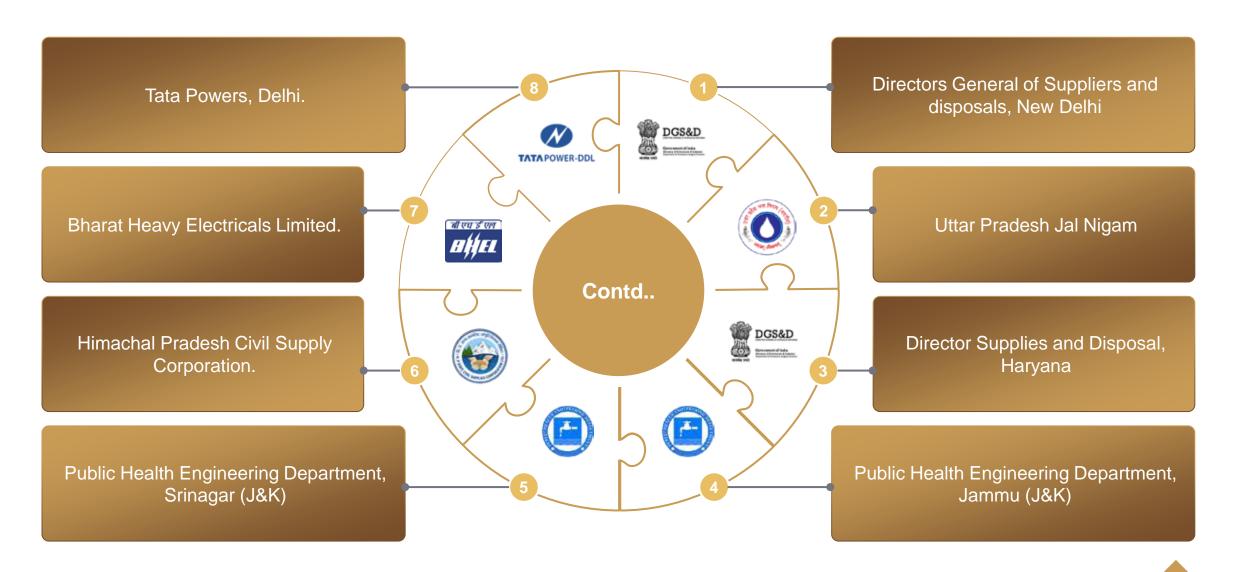














#### Leadership





Mr. Madan Mohan Singla Managing Director

- 35+ Years of rich experience in Steel Industry
- In-depth knowledge of steel & pipe industry
- Recognized for his proficiency in business finance and strategy.



Mr. Rakesh
Garg
Executive Director

- 30+ years of rich experience in steel industry
- Specifically assigned to trade and commercial operations, liaising with various agencies and associates
- Wide experience in industrial projects, engineering and management affairs



Mr. Dhruv
Singla
Executive Director

- 10+ Years of experience in this industry
- Completed B.com from Punjab University, and persued masters in management from Kings college, London
- Played a key role in expansion plans at Mangaon along withhandling exports



Mr. Pranav
Singla
Executive Director

- 5+ years of experience in the industry.
- Completed Bachelor in Economics and Accounting Honors from Cass Business School, London, topped by Masters in Project Management, Finance and Risk.
- Looking after the expansion plans in Maharashtra
- Managing sales and distribution in North India



Mr. Sanjeev
Gupta
Executive Director

- 25+ years of experience in prominent steel company namely Bhushan Power and Steel Limited
- Mr. Gupta has exposure of overseas operations while working with Aarti Strips Pvt Ltd in Nepal.
- He has been associated with JTL since2019 and has expertise in cost and automations



#### Leadership





Mr. Rakesh Mohan Garg, Independent Director

- 35+ years of experience in serving Indian Revenue Service (IRS).
- He retired as Principal Chief Commissioner of Income Tax, Delhi in the apex scale of Government of India. During his career spanning over 35 years, he handled various assignments at all levels in the Income Tax Department mainly at Delhi, Mumbai, Rajasthan and Punjab.
- He is an MBA from Punjab University, and he is a university gold-medallist at graduate level.



Mrs. Raman Chadha Independent Director

- Accomplished academic and seasoned professional with over 40 years of experience in the field of education, specializing in Physics
- Demonstrated consistent academic excellence, securing top ranks in B.Sc., M.Sc., and M.Phil. Programs
- Honored with numerous accolades throughout her distinguished career
- Renowned for her commitment to education, subject expertise, and dedicated mentorship



Mr. Sukhdev Raj Sharma Independent Director

- 40+ years of experience working as a seasoned banker
- Previously worked as an MD of PNB International Ltd. London (UK), a 100% subsidiary of PNB
- Currently working as Advisor to an Investment Banking Company



Mr. Ashok
Goyal
Independent Director

- 30+ years of experience in General Administration and has vast experience in Human resources, Education, Academics, and Strategic Planning.
- Mr. Goyal has done LL.b and Post-Graduation in Economics from Punjab University and has served as a member of Senate of University & Syndicate, Punjab University.
- He is also a director in other listed company viz. Primo Chemicals Limited and a co-opted member of Disciplinary Committee of the Bar Council of Punjab and Haryana.



Mr. Atul Garg CFO

- Mr. Atul Garg is a Chartered Accountant and has 17+ Years of experience in corporates and large manufacturing set-ups including a listed entity i.e. Jagatjit Industries Limited.
- He has vast experience in various domains viz. Finance, Corporate Strategies, Capital Market, Accounting, Banking, Taxation etc



Mr. Amrender Kumar Yadav cs

- Mr. Yadav is a commerce and Law graduate and is a Member of the Institute of Companies Secretaries of India.
- He is a qualified Company Secretary professional with 8 years of distinguished experience of listed, unlisted companies, in corporate secretarial and legal functions, litigation, secretarial compliances, corporate affairs and corporate governance, legal drafting, commercial,
- Contract Management and allied matters.
- He is adroit in dealing with merchant bankers, auditors, legal counsels, stock exchanges, depositories, RTA and share broking companies.



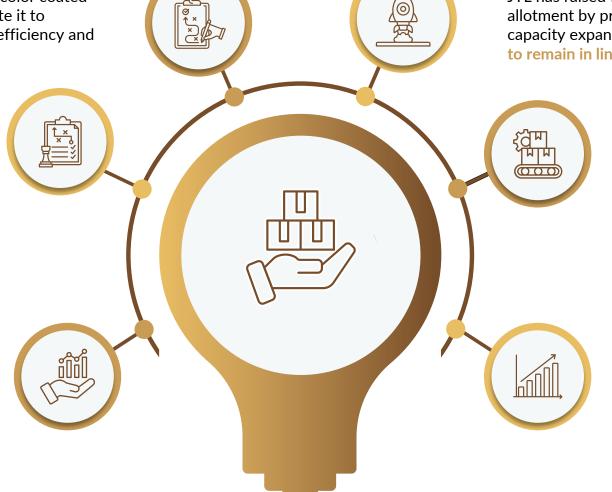
#### **Management Guidance**



JTL is planning to deploy DFT and color coated lines in its plants which will facilitate it to produce various SKUs, increasing efficiency and capacity utilization.

This year, JTL has set a goal to raise its proportion of value-added products to over 40%, as a part of its strategic plan to enhance the business and margins generated out of its product offerings.

EBITDA per tonne for FY25 is expected to grow owing to new products, increasing share of VAP and better capacity utilisation



JTL has raised Rs. 6,750 Mn. via preferential allotment by promoters which will boost planned capacity expansion of the company and aid JTL to remain in line with their mission.

JTL aims to enhance its manufacturing capacity to 1 Million MTPA by the end of FY25.

The company expects sales volume to grow by ~20-25% from FY 24 to FY25 led by greater contribution of value-added products in the sales mix.









Optimization Of Energy Efficiency In Production Processes



Incorporation Of Recycled Materials



Reduce Carbon Emissions



Setting Up Vast
Water Conservation
Units In Every
Facility



Active Waste Management System In Every Plant



# Capital Market Information



Shareholding pattern as on , 30 <sup>th</sup> June 2025					
Particulars %	Shareholding				
Promoter and Promoter Group	48.91%				
Institutions	7.80%				
Public	43.28%				
TOTAL	100.00%				

Market Indicators				
Incorporated	1991			
Listed on	NSE & BSE			
BSE Script Code / NSE Symbol	534600/ JTLIND			
Issued shares	39,30,81,630			
Share price (as on 15 <sup>th</sup> July 2025)	83.06			
Market Capital (Rs. Mn.)	31,732			
52 week High/Low	Rs. 123.50/ Rs. 59.70			

<sup>\*</sup>Source BSE



# **THANK YOU**

For further information contact www.jtl.one



Mr. Amrender Yadav (Company Secretary) secretarial@jtl.one



Kunal Bhoite kunal.bhoite@in.ey.com

Advait Bhadekar advait.bhadekar@in.ey.com

