



Jindal Steel and Power Ltd

Investor Presentation

3Q FY20 (January' 20)



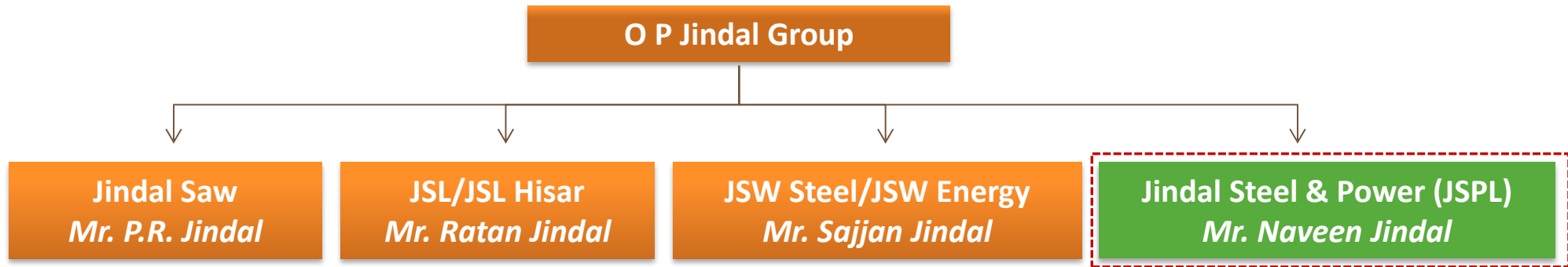
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JINDAL STEEL & POWER LIMITED BUILDING THE NATION OF OUR DREAMS



Aerial View of Raigarh Plant

OWNERSHIP STRUCTURE - O P JINDAL GROUP



JSPL - FORMIDABLE STEEL & POWER PLAYER



✓ Capex cycle completed – on path to achieve multifold earnings growth



✓ Projects at strategic locations – in proximity to raw materials, end markets and evacuation infrastructure



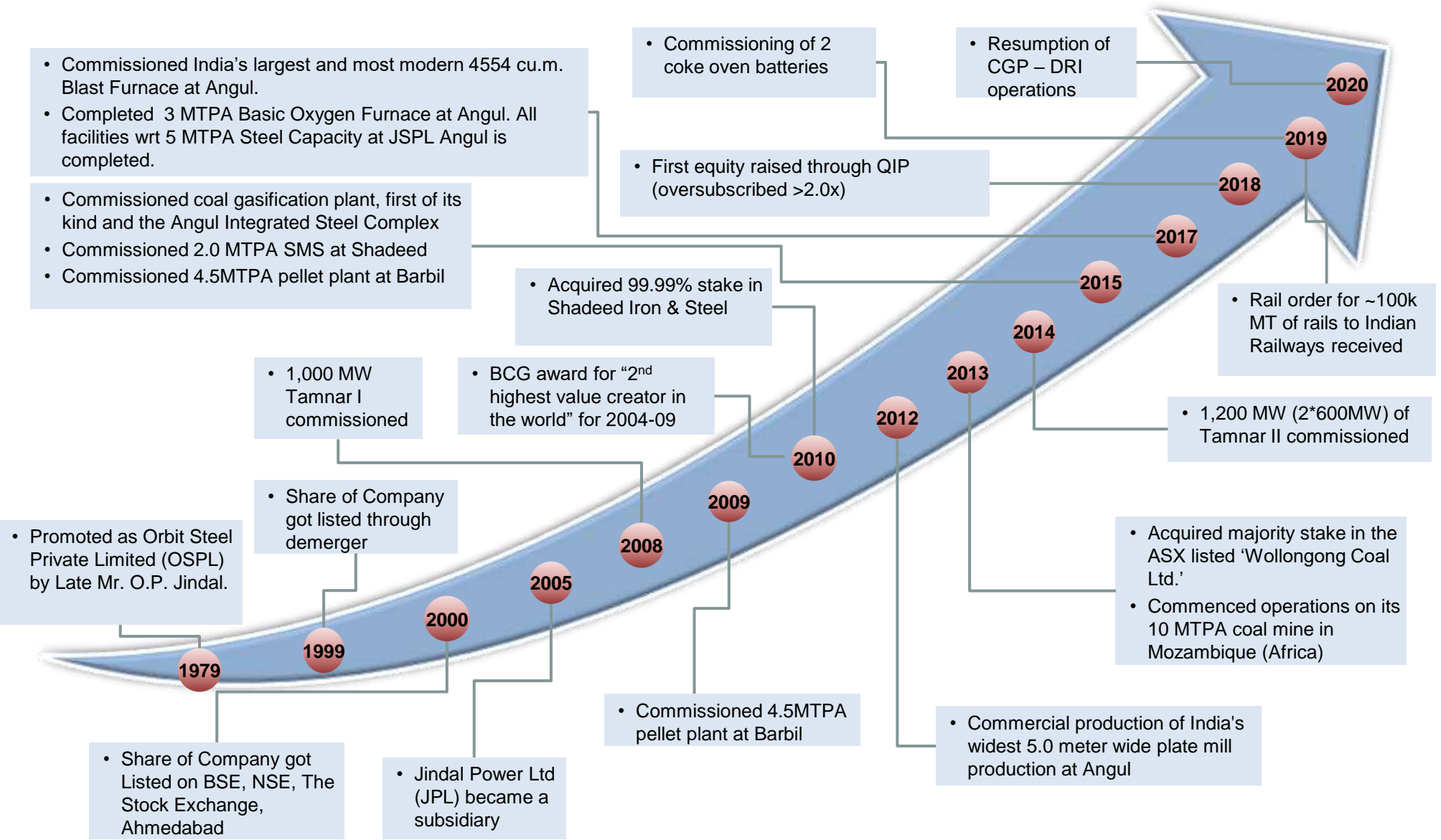
✓ A comprehensive diversified long products portfolio with several unique high value added products



✓ Amongst the lowest cost producers of steel and power in India

✓ 3,400 MW IPPs set up at extremely competitive project cost

KEY MILESTONES DURING OUR JOURNEY



EXPERIENCED BOARD OF DIRECTORS



Naveen Jindal
Chairman

- Experience: 21 years
- Qualification: MBA (University of Texas)



Shallu Jindal
Non Executive Director



R.V. Shahi
Independent Director

- Experience: >48 years
- Qualification: MBA
- Former Power Secretary



Arun Kumar Purwar
Independent Director

- Experience: >30 years
- Qualification: M.Com
- Former CMD, SBI



Sudershan Kumar Garg
Independent Director

- Experience: >45 years
- Qualification: Bcom & CA
- Former Chairman & MD of NHPC and NHDC Limited



Hardip Singh Wirk
Independent Director

- Experience: >11 years
- Qualification: LLB



Dr. Aruna Sharma
Independent Director
[Ex-Secretary, Steel]



V.R Sharma
Wholetime Director

- Experience: >38 years.
- Qualification: Mech. Engineering, MBA (marketing)



Dinesh Kumar Saraogi
Wholetime Director

- Experience: > 38 years
- Qualification: Mechanical Engineering



Anjan Barua
Nominee Director
Experience: > 41 years
Former Director of NSE and CDSL



V.R Sharma

Managing Director

- Experience: >38 years.



Sudhanshu Saraf

CEO – JSPL

- Experience: >30 years



Bharat Rohra

MD & CEO - JPL

- Experience: >30 years



Deepak Sogani

CFO-JSPL

- Experience: >30 years



Rajeev Jain

CFO - JPL

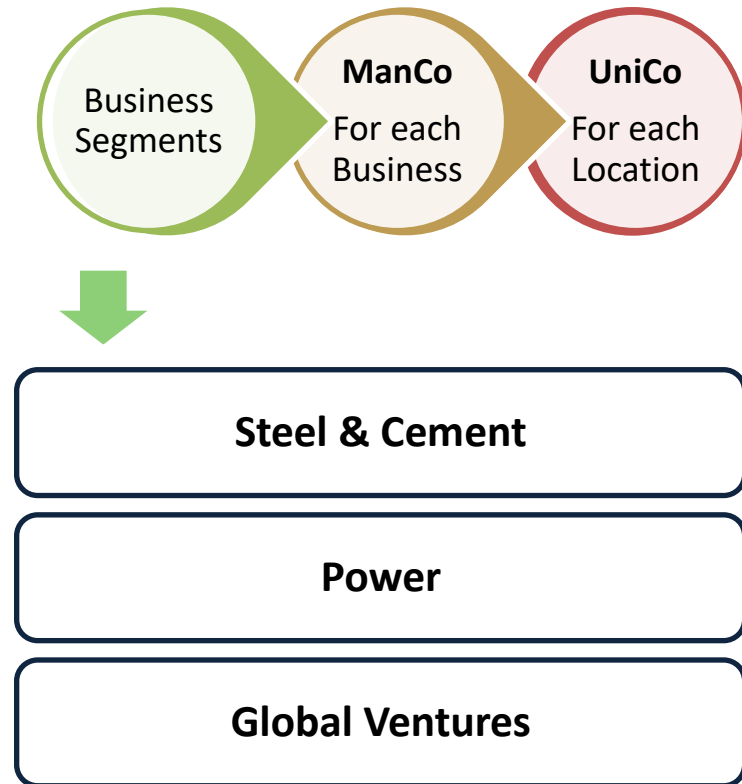
- Experience: >23 years

MOVING TOWARDS PLURAL LEADERSHIP

Strategic Governance Structure



Operational Governance Structure

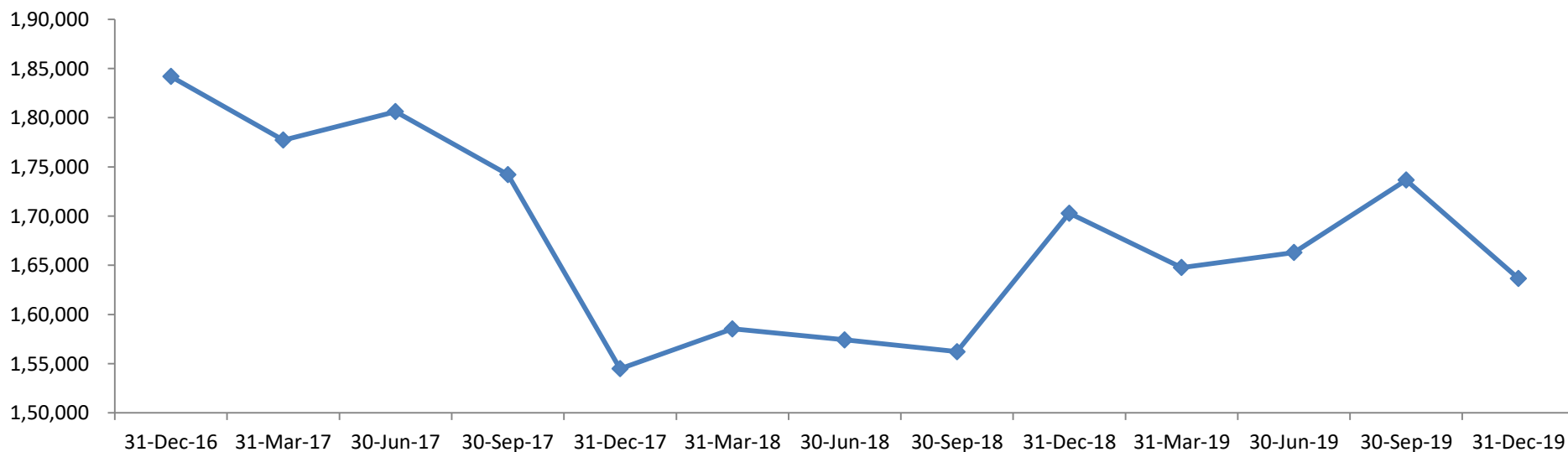


Implementation of Strategic & Operational Governance Structure

SHAREHOLDING OF JSPL FROM DEC'16

	31-Dec-16	31-Mar-17	30-Jun-17	30-Sep-17	31-Dec-17	31-Mar-18	30-Jun-18	30-Sep-18	31-Dec-18	31-Mar-19	30-Jun-19	30-Sep-19	31-Dec-19
Promoters	61.89%	61.89%	61.89%	61.89%	61.96%	58.66%	58.66%	58.66%	58.66%	58.69%	60.52%	60.40%	60.40%
Institutional Investors*	19.39%	19.57%	18.91%	21.22%	23.60%	28.76%	28.85%	29.01%	26.63%	26.26%	23.98%	25.95%	27.00%
Public and other share holding	18.72%	18.54%	19.20%	16.89%	14.44%	12.58%	12.49%	12.33%	14.71%	15.05%	15.50%	13.65%	12.60%
Total	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
Number of share holders	1,84,184	1,77,719	1,80,617	1,74,223	1,54,489	1,58,544	1,57,421	1,56,226	1,70,296	1,64,769	1,66,299	1,73,656	1,63,652

Number of share holders



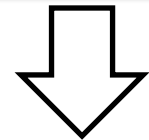
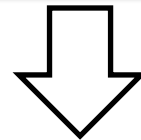
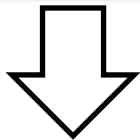
Steel

Power

Global Ventures



Current Capacities – Domestic & Global

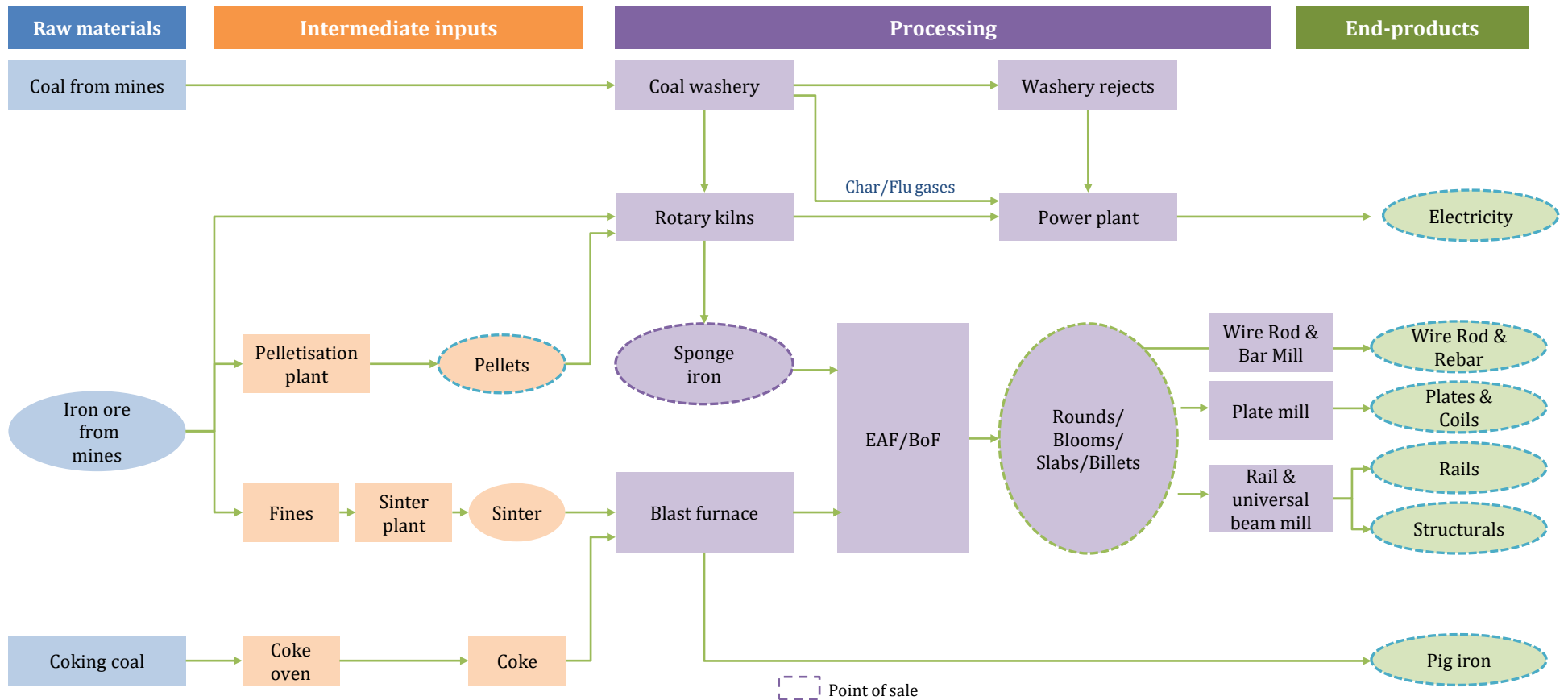


8.6 MTPA Steel*
3.11 MTPA* Iron ore
9 MTPA* Pellet Plant

IPP – 3400MW
CPP – 1634 MW

2.4 MTPA Steel,
Coal & Iron Ore
Mines

INTEGRATED OPERATIONS WITH MULTIPLE POINT OF SALE



Multiple sale points across steel value chain

STEEL CAPACITIES ACROSS LIFE CYCLE

Iron Making (10.25 MTPA)

DRI 4.92 MTPA

BF 5.33 MTPA

Liquid Steel (11.00 MTPA)

SMS 11.00 MTPA

Finished Steel (7.95 MTPA)

WRM 0.60 MTPA

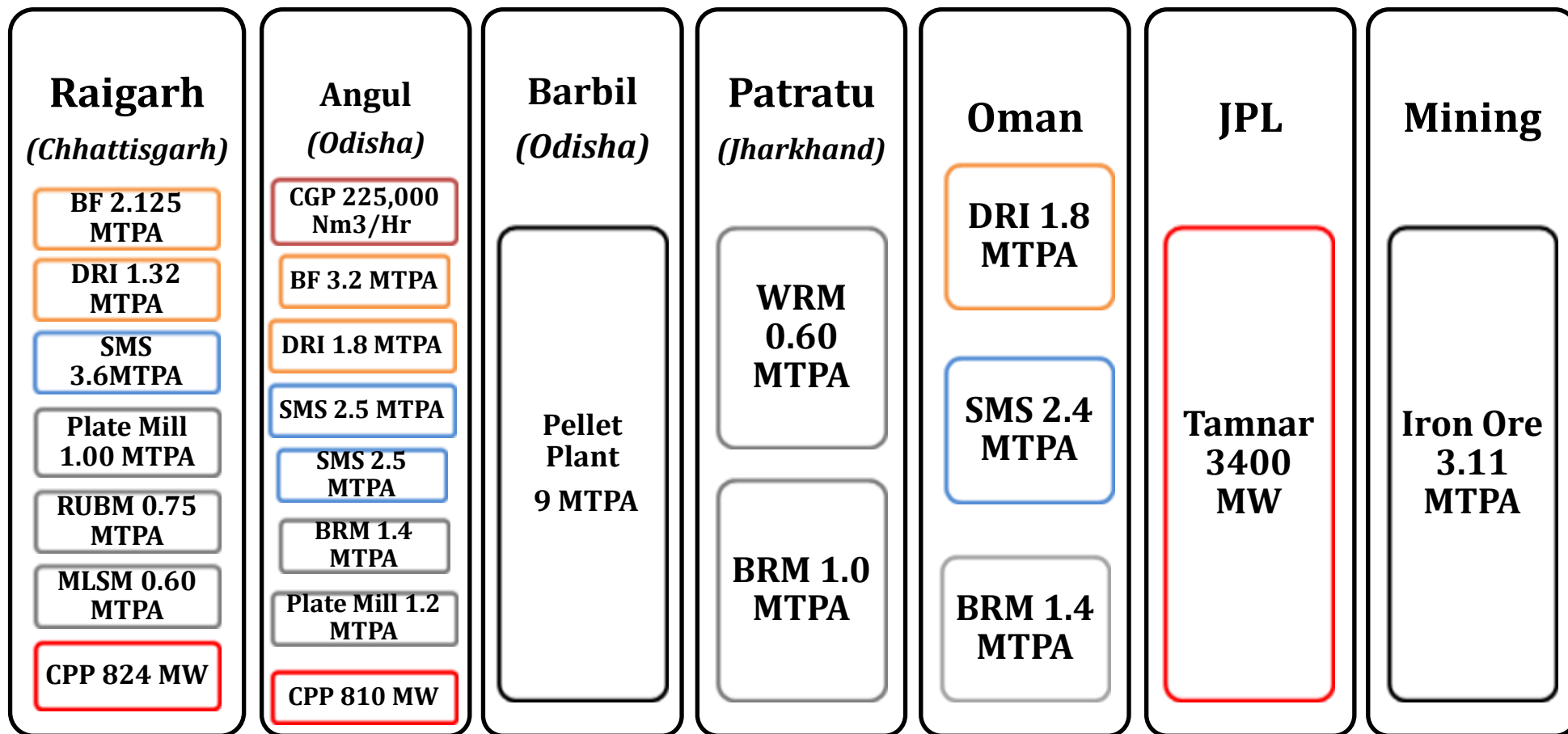
RUBM 0.75 MTPA

MLSM 0.60 MTPA

Plate Mill 2.20 MTPA

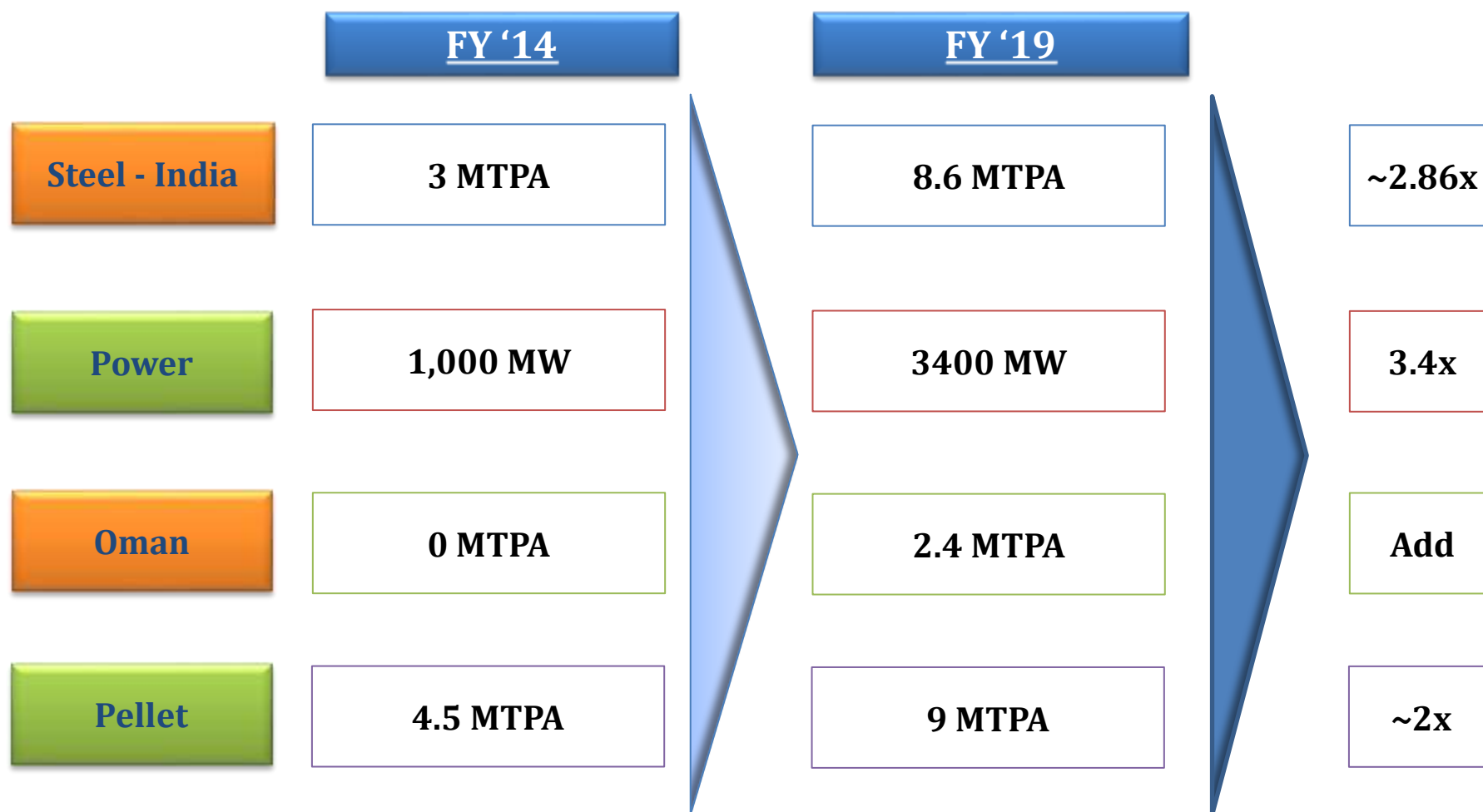
BRM 3.80 MTPA

DETAILED PLANT WISE CAPACITIES



Power
 Hot Metal
 Liquid Steel
 Finished Steel

MANIFOLD GROWTH IN THE LAST 5 YEARS



All major capex completed – scale of growth is approx. Three Times

..... POTENTIAL FOR BIG LEAP

	FY19 Capacity	Production in FY19	Upside Potential
Steel - India Capacity	8.6 MTPA	5.25 MTPA	64%
Steel - Oman Capacity	2.4 MTPA	1.71 MTPA	40%
Independent Power Capacity	3,400 MW	1187 MW	186%
Pellet Capacity	9.0 MTPA	7.08 MTPA	27%

Upside potential remains to be exploited

JSPL PRODUCT RANGE

LONG PRODUCTS



Rail
Track Rail: IRS 52, UIC 60(E1&E2), UIC 54E
Crane Rails: CR 80, CR 100



Parallel Flange Beams & Columns
Sections: UB, UC, NPB, WPB, IPE and HE series.
Size range: 180mm to 900mm



Channel
Sizes: 75mm to 400mm



Angles
Sizes: 50mm to 250mm



Wire Rods
Grades: MS, MC & HC, EQ, Boron and other Alloy Steel
Size range: 5.2mm, 5.5mm to 22mm



Jindal Panther TMT Rebars
Grades: 500, 500D, 550, 550D, 600 and CRS
Size range: 6mm to 40mm, 45°, 50°

JSPL PRODUCT RANGE



Plates
Width: 1500mm to 4900mm
Thickness: 5mm to 150mm



Coils
Width: 1500mm to 2500mm
Thickness: 5mm to 25mm



Fabricated Structures
Sections: H-type Beam, I-type Beams, Box Sections and Star Coultums
Sections: Depth: 350mm - 3000mm, Flange Width: 250mm - 1000mm, Length: 3 to 18 meters



Speed Floor
Available Joist Depth: 200mm, 250mm, 300mm, 400mm



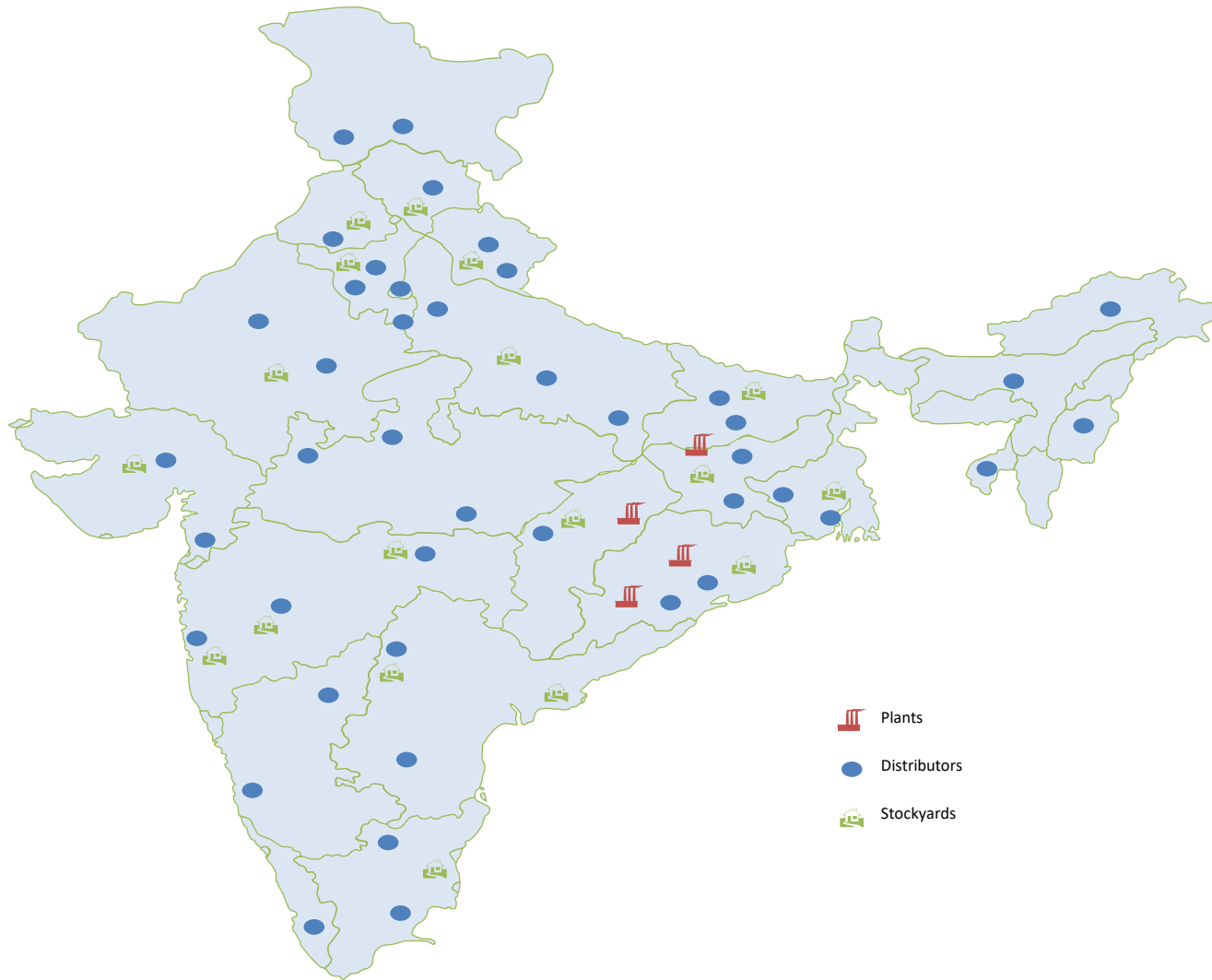
Cut & Bend
 Customized and Ready to Use
 TMT Rebars



Welded Wire Mesh
Width: 1200mm to 3200mm
Length: 2000mm to 6000mm



- *Developed steel grades for various critical applications like boilers, ship building, petroleum pipes, high strength grades for automotive and earth movers, structural steel for oil exploration platforms, grades for making warships , ballistic launch applications and bullet proof vehicles, stainless steel low thickness plates for nuclear application*



Pan India presence with multiple customer touch points

POWER BUSINESS





Independent Power Projects (IPP)

Project	Capacity (MW)	Fuel	Configuration	Status
Tamnar 1	1,000	Coal	4x250 MW	Operational
Tamnar 2	2,400	Coal	4x600 MW	Operational

Captive power projects (within JSPL)

Project	Capacity (MW)	Fuel	Configuration	Status
DCPP, Raigarh	540	Coal	4x135 MW	Operational
JSPL, Raigarh	284	Coal & waste heat	1x24 MW (Waste heat) 2x55 MW 6x25 MW	Operational
Angul, Odisha	810	Coal	6 x135 MW	Operational

One of the largest & cost-efficient thermal portfolios in India

96.43% subsidiary of JSPL



EUP - I

1000MW (4 X 250)




EUP - II

1200MW (2 X 600)

EUP - III

1200MW (2 X 600)

KEY CONTRACTUAL ARRANGEMENTS FOR JPL

		Tamnar-I, 1,000 MW (EUP I)	Tamnar-II - 1,200 MW (EUP II)	Tamnar-II - 1,200 MW (EUP III)
FSA		<ul style="list-style-type: none"> Coal sourced through - market purchase and e-auction 	<ul style="list-style-type: none"> Long term linkage from Mahanadi Coal Limited (MCL) and South Eastern Coalfields Limited (SECL) 	<ul style="list-style-type: none"> Coal sourced through - market purchase and e-auction
PPA		<ul style="list-style-type: none"> Bilateral/short term/exchange 	<ul style="list-style-type: none"> TNEB - 400MW CSEB - 60MW KSEB - 200MW KSEB - 150MW 	<ul style="list-style-type: none"> CSEB - 60MW
Evacuation		<ul style="list-style-type: none"> Open access available 	<ul style="list-style-type: none"> Open access available 	<ul style="list-style-type: none"> Open access available

Raw materials, transmission & PPAs in place for achieving higher PLF

PPA ARRANGEMENTS

Project	Buyer	Type	Period		Quantum (MW)
			From	To	
Tamnar II (Phase 1)	Tamil Nadu	Long Term	Feb-14	Sep-28	400
Tamnar II (Phase 1)	KSEB	Long Term	Jun-16	May-41	200
Tamnar II (Phase 1)		Long Term	Oct-17	Sep-42	150
Tamnar II (Phase 1)	Chhattisgarh	Long Term	After commercial operation of Unit and for complete life of plant		60
Tamnar II (Phase 2)		Long Term			60

Close to 30% of total capacity tied up *

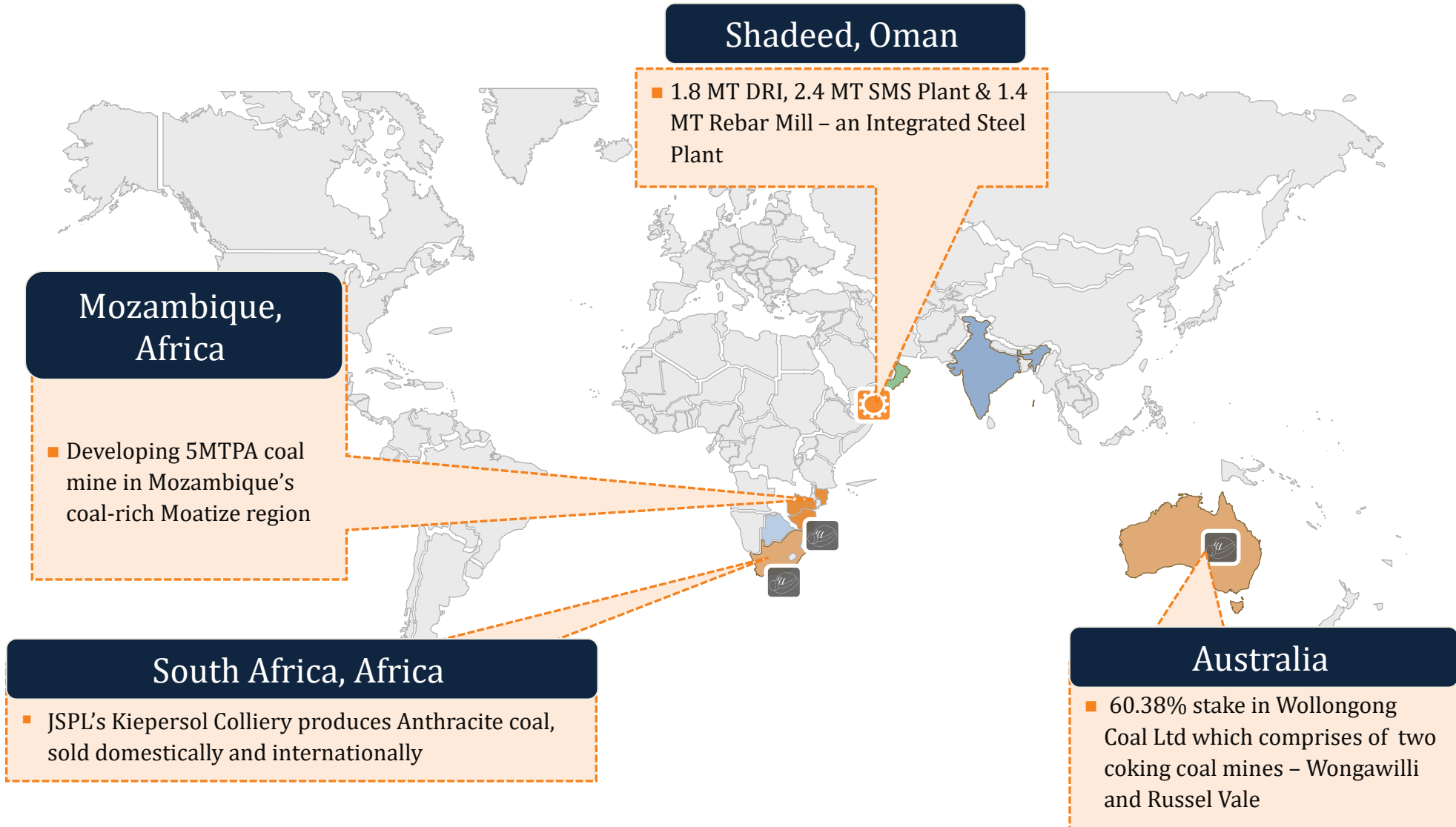
Particulars	Net Sales (Rs. Cr.)	Generation (MU)	Cash Profit (Rs. Cr.)
Year 2018-19	3858	10396	816
Year 2017-18	4,059	10,905	778
Year 2016-17	3,119	9,176	656
Year 2015-16	2,997	9,542	706
Year 2014-15	3,228	10636	523
Year 2013-14	2,457	8282	1,386
Year 2012-13	2,510	7973	1,420



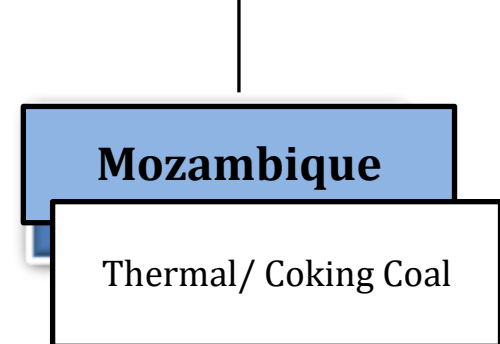
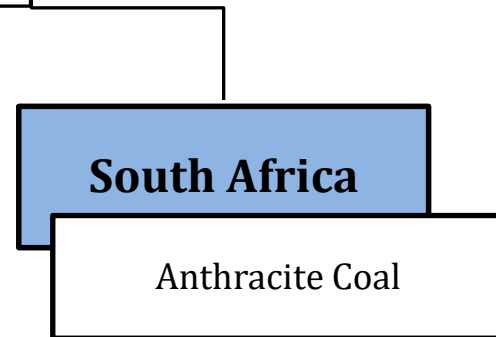
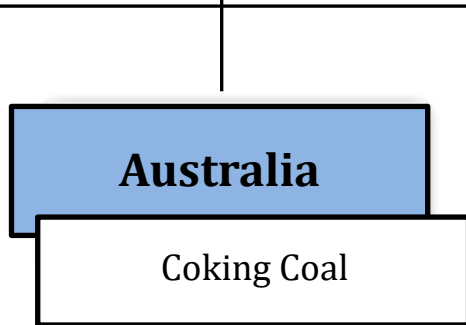
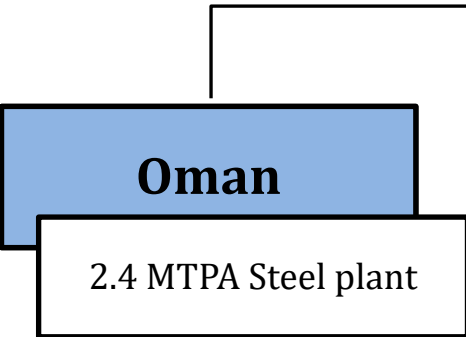
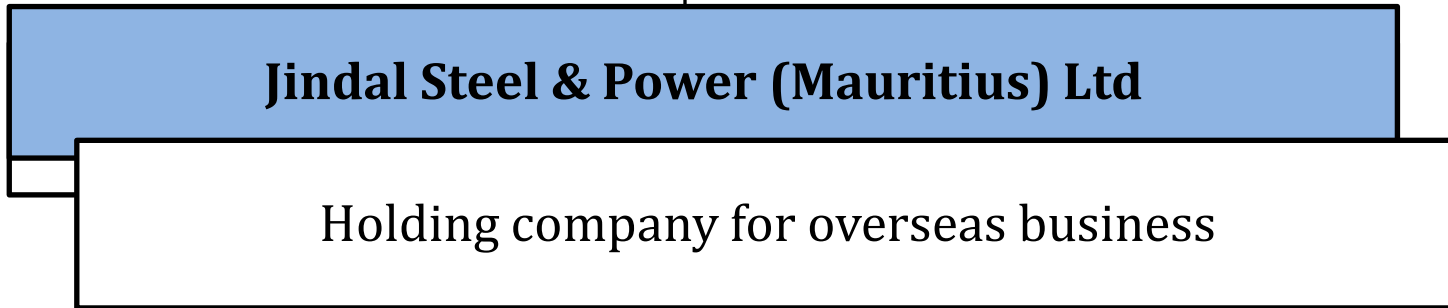
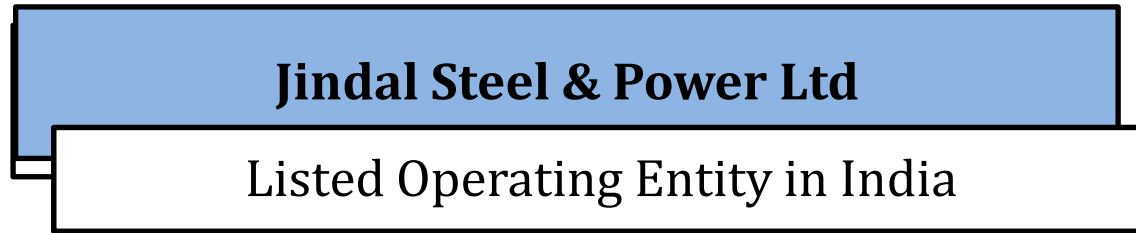
GLOBAL VENTURES



SUMMARY OF INTERNATIONAL OPERATIONS



HOLDING STRUCTURE FOR GLOBAL OPERATIONS



JINDAL SHADEED IRON & STEEL, OMAN

Marching towards becoming a Fully Integrated Steel Plant



OMAN - SALIENT FEATURES

- First & Largest Integrated steel plant of Oman
- Second largest in Arabian Peninsula
- Port based steel plant
- Largest Arc furnace in Arabian Peninsula, with contracted natural gas
- One of the World's Best Performing Midrex plant
- Products : TMT Rebars, HBI, Blooms & Billets

SOURCING OF RAW MATERIALS - OMAN PLANT

- Iron Ore Pellets from **Vale** (*Next door plant*)
- Natural Gas from Oman Government through long term contract (*at concessional prices*)
- Scrap from External Sources

An Underground Anthracite and Lean Bituminous Coal mine



- **Location:** Piet Retief in Mpumalanga province, South Africa
- **Resources :** Up to 40 MT
- **Reserves:** 22 MT
- **Products :** Anthracite coal
- **Mining Capacity :** Can be expanded to 1.2 MTPA capacity annually

Open Cut Coking & Thermal Coal Mine



- **Location:** Chirodzi, Mozambique (105 kms from Tete)
- **Resources :** 2,000 MT
- **Reserves:** 750 MT
- **Products :** Semi Hard coking coal , High Grade Thermal Coal
- **Mining Capacity :** 5 MTPA

Two Mines with Unique unmatched location & strategic advantages



- **Location:** Russell Vale & Wongawilli
- **Reserves :** 125 MT
- **Products :** High Quality Coking Coal
- **Logistics :** Port Kembla - Less than 20 kms

OTHER IRON ORE ASSETS

	Namibia	Melmoth (South Africa)	Cameroon
Resources	<ul style="list-style-type: none"> 986 million tonnes 	<ul style="list-style-type: none"> 1,155 million tonnes 	<ul style="list-style-type: none"> 1,301 million tonnes
Iron ore content	<ul style="list-style-type: none"> 70.9% 	<ul style="list-style-type: none"> 68.4% 	<ul style="list-style-type: none"> 69.2%
Yield	<ul style="list-style-type: none"> 27.0% 	<ul style="list-style-type: none"> 25.2% 	<ul style="list-style-type: none"> 31.5%
JSPML stake	<ul style="list-style-type: none"> 85% 	<ul style="list-style-type: none"> 74% 	<ul style="list-style-type: none"> 90%
Development stage	<ul style="list-style-type: none"> Scoping and exploration study completed 	<ul style="list-style-type: none"> Pre feasibility study completed 	<ul style="list-style-type: none"> Exploration partially completed
Nearest port	<ul style="list-style-type: none"> 460 km 	<ul style="list-style-type: none"> 90 km 	<ul style="list-style-type: none"> 150 km

JSPL CONSOLIDATED FINANCIALS

Particulars	Net Sales (Rs. Cr.)	EBITDA (Rs. Cr.)	EBITDA %	Interest (Rs. Cr.)
Year 2018-19	39,372	8,406	21%	4,264
Year 2017-18	27,841	6,469	23%	3,866
Year 2016-17	22,696	4,709	21%	3,441
Year 2015-16	20,368	3,437	17%	3,254
Year 2014-15	19,359	5,440	28%	2,606
Year 2013-14	18,218	5,456	30%	1,181
Year 2012-13	19,974	5,994	30%	758

FINANCIAL & OPERATIONAL PERFORMANCE

JISPL CONSOLIDATED KEY FINANCIALS

(Rs. In Crores)

Q2 FY 20	Q3 FY 20	PARAMETER	Q3 FY 20	Q3 FY 19
8,939	9,300	Turnover	9,300	9,566
1,642	1,820	EBITDA	1,820	2,077
18%	20%	EBITDA %	20%	22%
1,039	1,018	Depreciation + Amortization	1,018	1036
1,030	1,002	Interest	1,002	1042
(427)	(201)	PBT	(201)	14
(399)	(219)	PAT	(219)	(87)

PARAMETER	9 months FY 2019-20	9 months FY 2018-19
Turnover	28,185	29,213
EBITDA	5,634	6,561
EBITDA %	20%	22%
Depreciation + Amortization	3,110	3,107
Interest	3,142	3,101
PBT (Before Exceptional)	(616)	368
Exceptional	-	(255)
PBT	(616)	624
PAT	(705)	302

JSPAL STANDALONE KEY FINANCIALS

(Rs. In Crores)

Q2 FY 20	Q3 FY 20	PARAMETER	Q3 FY 20	Q3 FY 19
6,573	6,640	Turnover	6,640	6,731
1,255	1,352	EBITDA	1,352	1,480
19%	20%	EBITDA %	20%	22%
582	570	Depreciation + Amortization	570	572
657	634	Interest	634	635
16	148	PBT	148	287
15	97	PAT	97	177

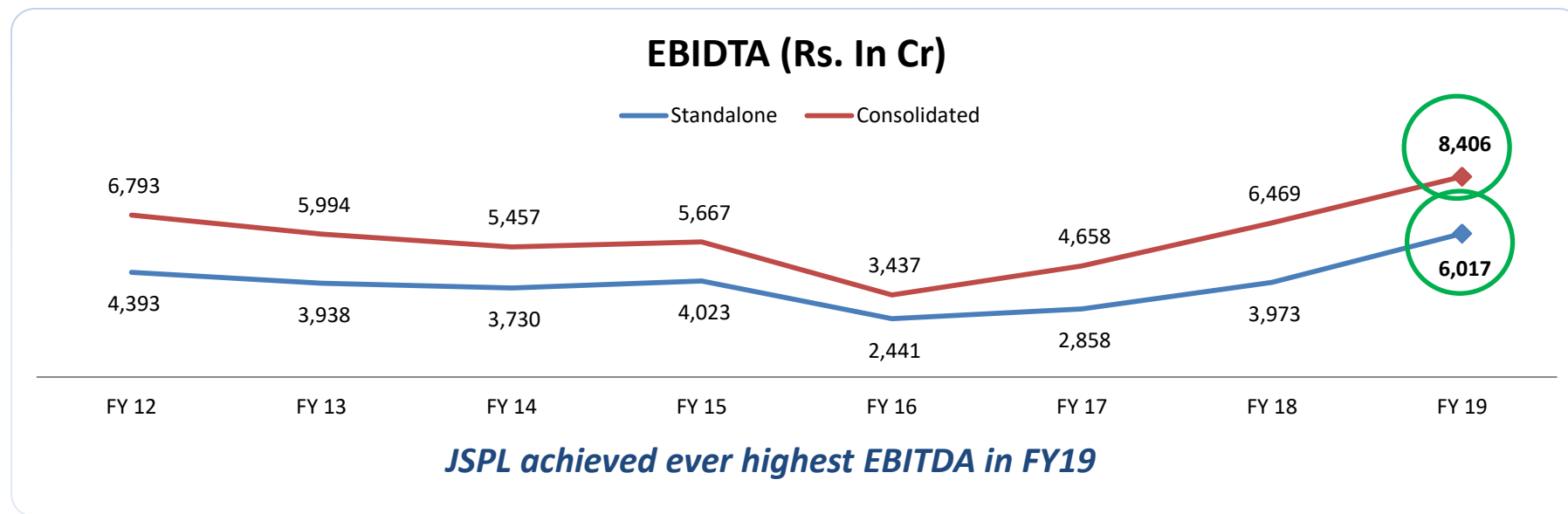
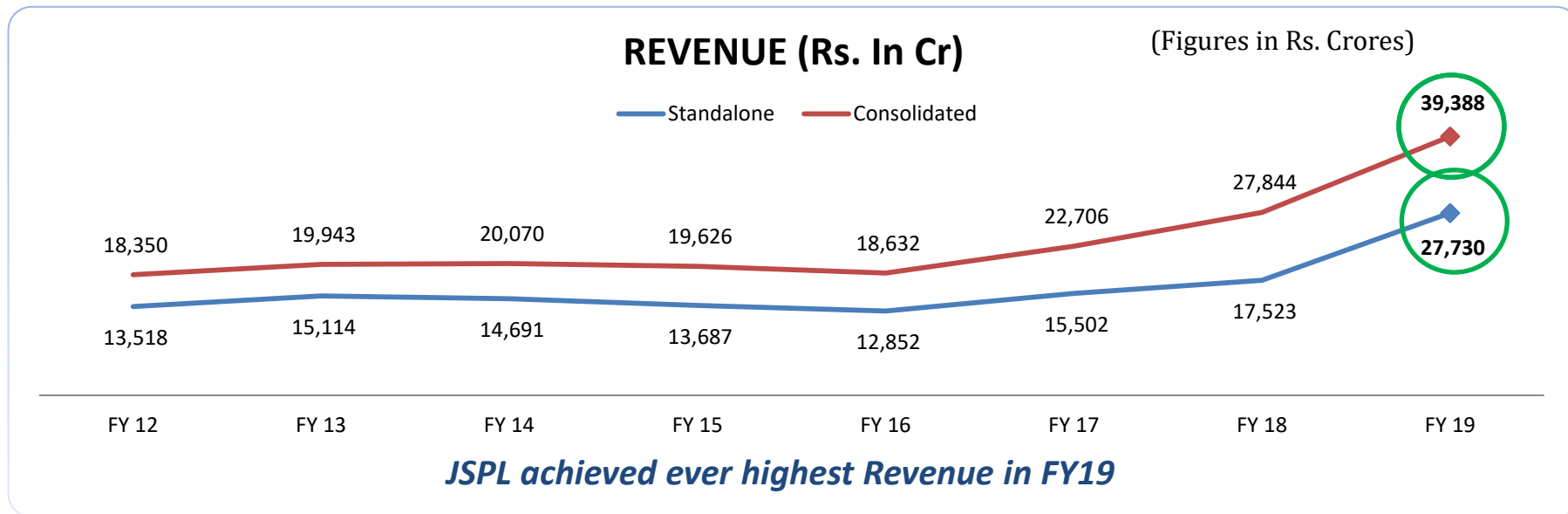
PARAMETER	9 months FY 2019-20	9 months FY 2018-19
Turnover	20,298	20,314
EBITDA	4,215	4,577
EBITDA %	21%	23%
Depreciation + Amortization	1,720	1,731
Interest	1,988	1,916
PBT (Before Exceptional)	507	944
Exceptional		(255)
PBT	507	1,200
PAT	336	8912

JPL KEY FINANCIALS

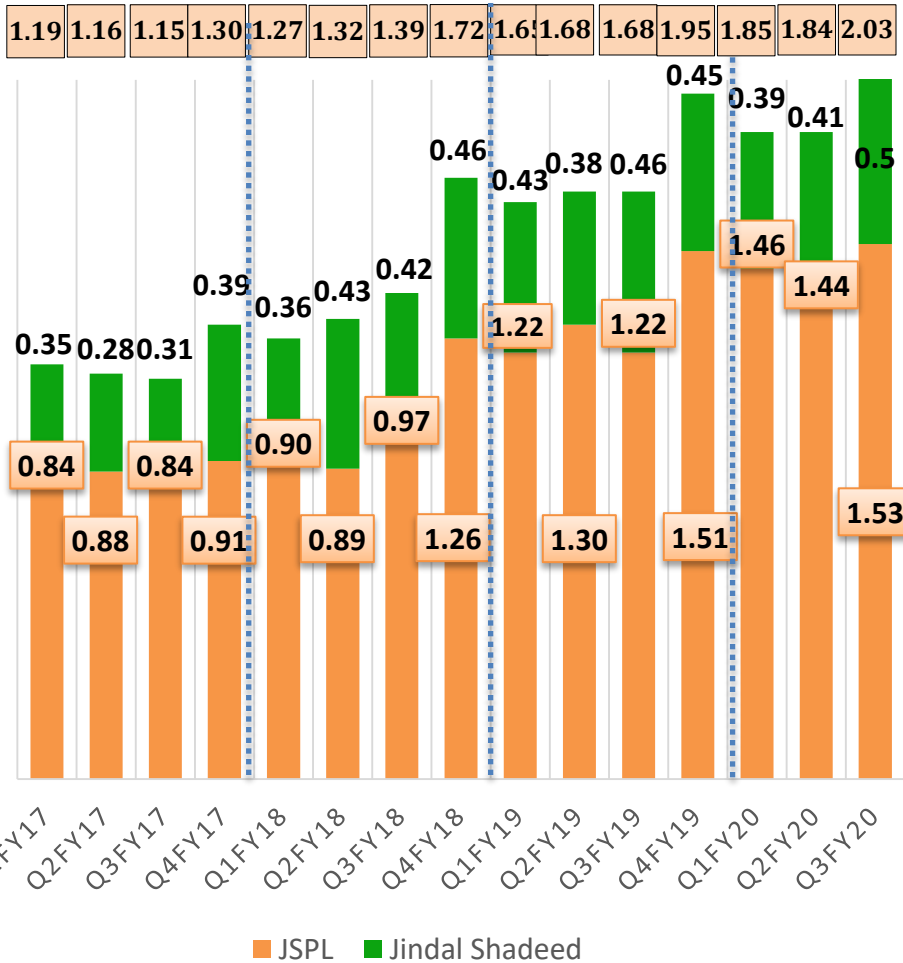
(Rs. In Crores)

Q2 FY 20	Q3 FY 20	PARAMETER	Q3 FY 20	Q3 FY 19
947	784	Turnover	784	1,004
299	257	EBITDA	257	273
32%	33%	EBITDA %	33%	27%
292	292	Depreciation + Amortization	292	334
214	219	Interest	219	219
(64)	(111)	PBT	(111)	(203)
(35)	(83)	PAT	(83)	(160)
228	181	Cash Profit	181	131
2,271	1900	Generation (million units)	1900	2,609

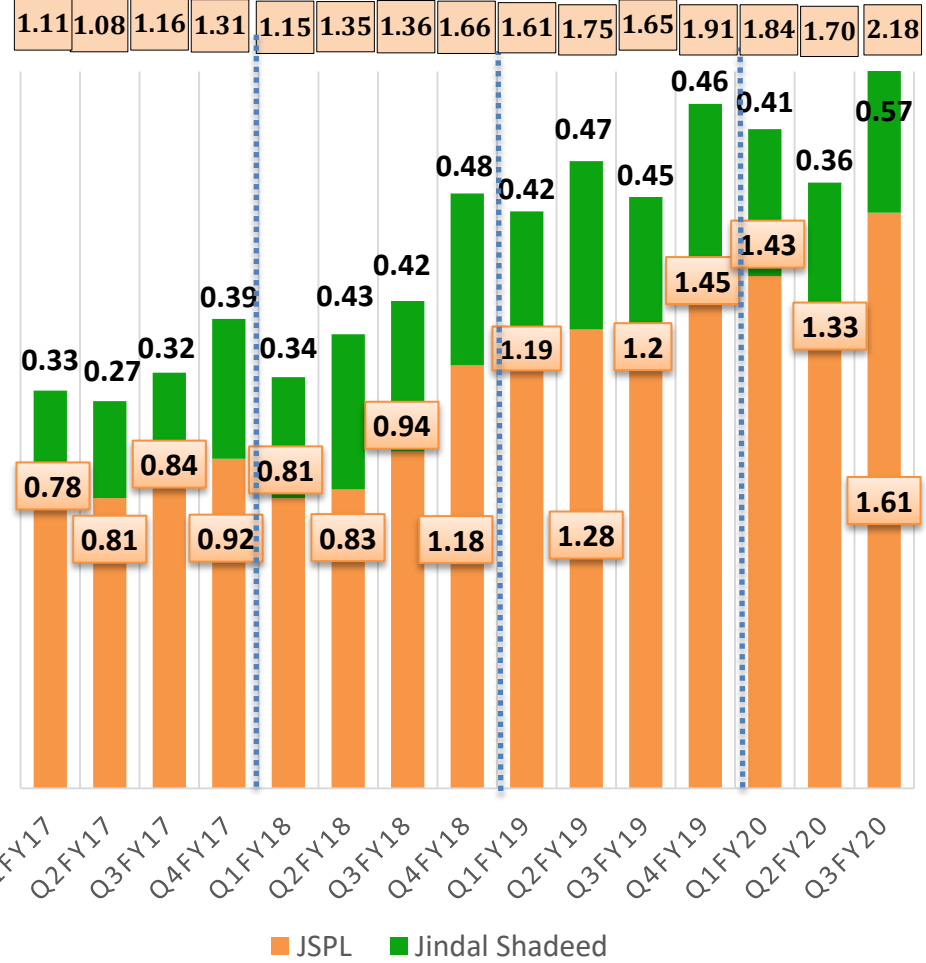
PARAMETER	9 months FY 2019-20	9 months FY 2018-19
Turnover	2845	2,883
EBITDA	917	889
EBITDA %	32%	31%
Depreciation + Amortization	874	996
Interest	649	657
PBT	(178)	(548)
PAT	(96)	(447)
Cash Profit	696	448
Generation (million units)	7152	7787



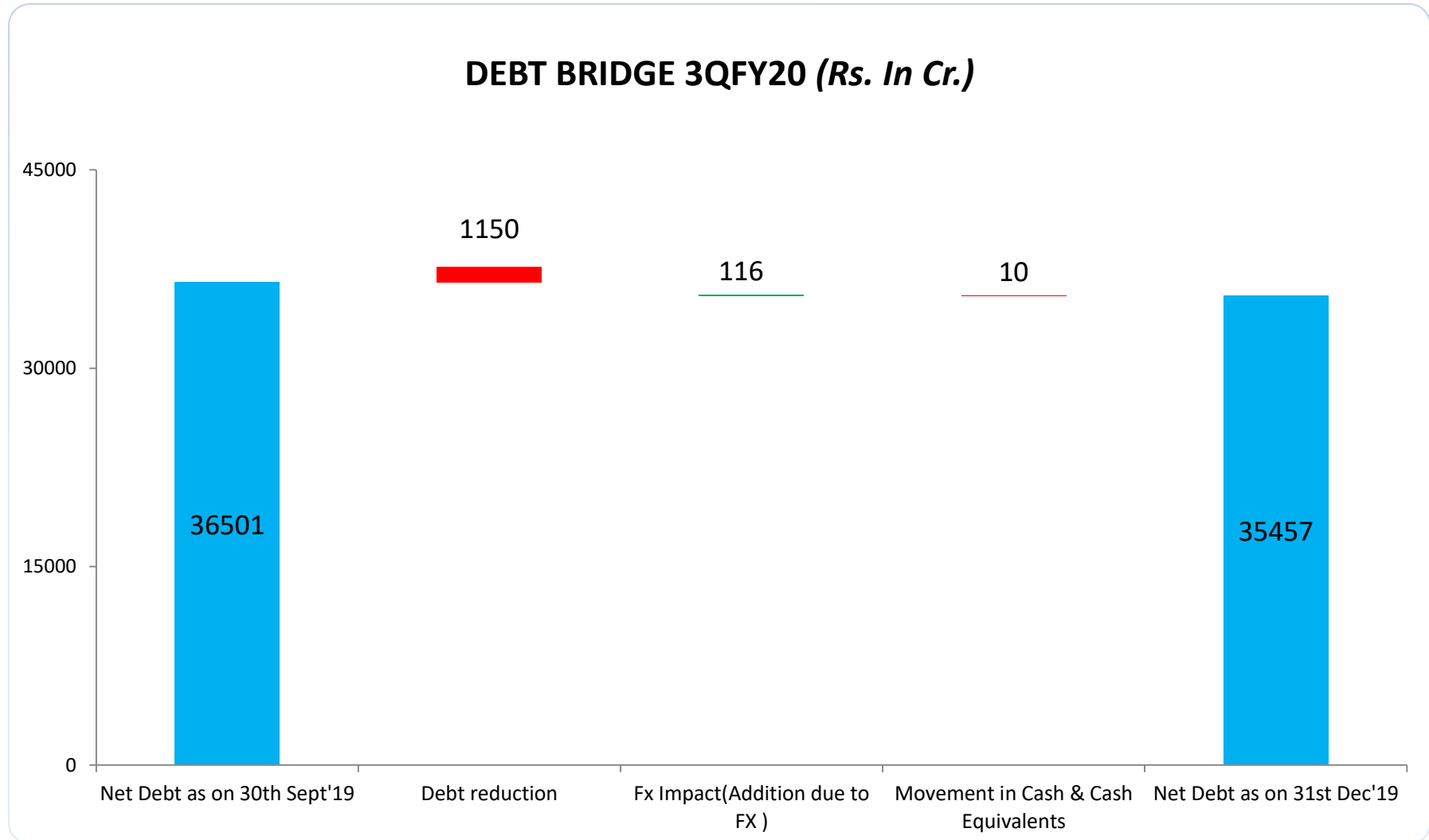
Consolidated Steel Production



Consolidated Steel Sales

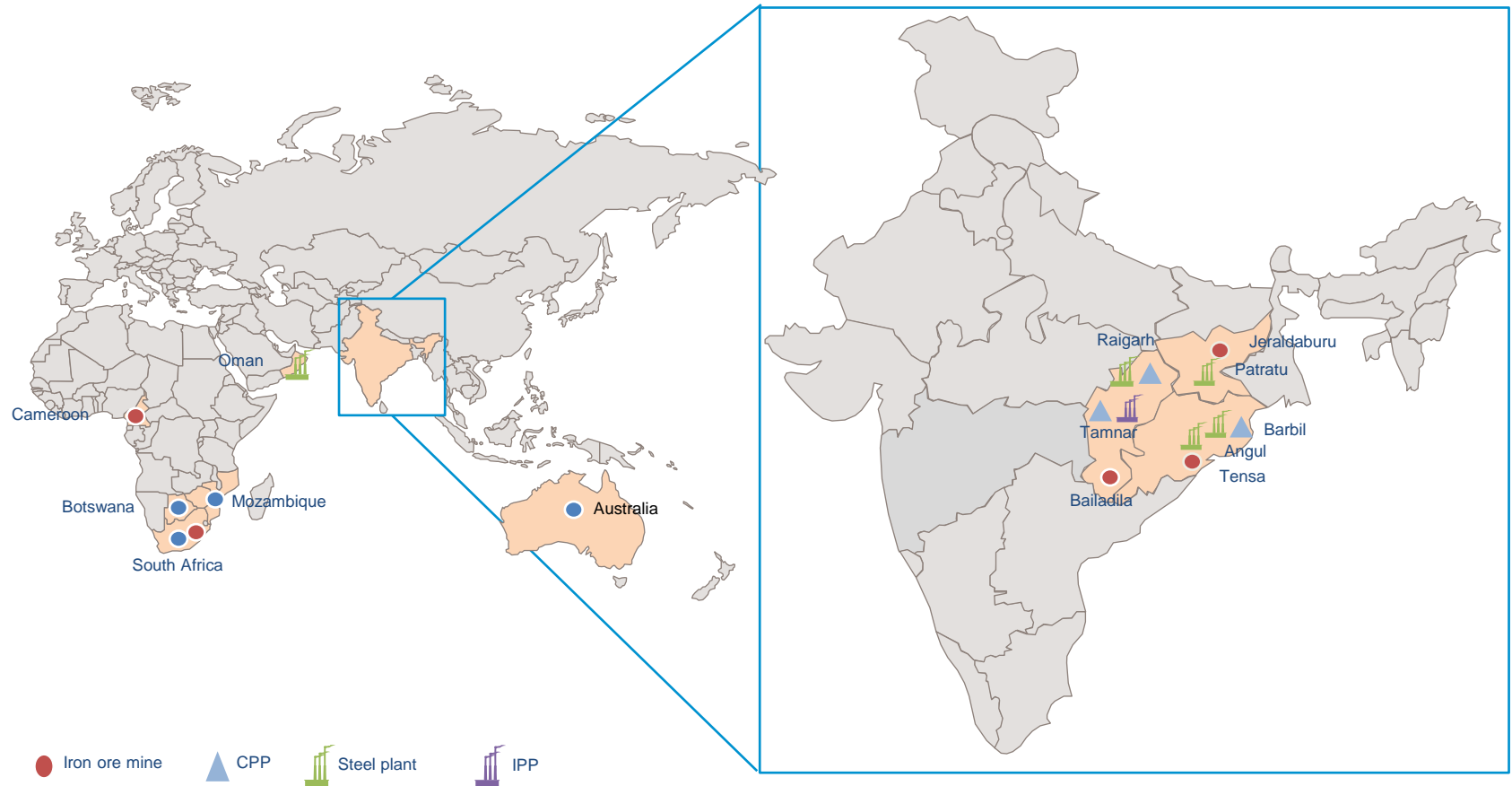


JSPL CONSOLIDATED DEBT BRIDGE QoQ



FACILITIES AT A GLANCE

GLOBAL PRESENCE IN ATTRACTIVE MARKETS



Presence in resource rich regions well connected with evacuation infrastructure

INDIA

Integrated Steel Plant, Raigarh



Steel Fabrication Plant, Punjipatra



Heavy Machinery Division, Raipur



Tamnar, 3400 MW Power plant





*Integrated Steel Plant ,
Angul*

Pellet Plant, Barbil





*WRM & BRM,
Patratu*

Oman



MAKING SUSTAINABILITY A FOCUS PRIORITY



PILLARS OF CSR

HEALTH & NUTRITION



ENVIRONMENT & AGRICULTURE



DRINKING WATER & SANITATION



SPORTS



EDUCATION



ART & CULTURE



SKILL EDUCATION



RURAL INFRASTRUCTURE



SUSTAINABLE LIVELIHOOD &
WOMEN EMPOWERMENT



SOCIAL INCLUSION



SUSTAINABLE CSR

HEALTH & NUTRITION	DRINKING WATER & SANITATION	EDUCATION	SKILL BUILDING	SUSTAINABLE LIVELIHOOD & WOMEN EMPOWERMENT
2.7 Lakh+	22 Lakh+	78000+	1 Lakh +	10000+
Adolescent girls and women benefitted from our reproductive healthcare initiatives	People provided with safe and clean drinking water facilities	Students empowered through quality education	People provided with vocational training and contributing to National Skill Pool	Women empowered through SHGs
12 Lakh +	71000+	10000+	6000+	15000+
People benefitted from our health interventions	Families provided by improved community sanitation facilities	Scholarships for poor and underprivileged children	Students empowered through industry specific programs and through world class universities	Sustainable Livelihood options generated for Rural Families

SUSTAINABLE CSR

ENVIRONMENT & AGRICULTURE	SPORTS	ART & CULTURE	COMMUNITY INFRASTRUCTURE	SOCIAL INCLUSION
30 Lakh+	11000+	1500+	12 Lakh+	150+
Saplings Planted/ 10 Lakh through community initiatives	Sports talents trained and developed for National and International arena	Performing artists and traditional artisans mainstreamed through various programs	People provided/ benefitted with infrastructural development facilities	Parentless children supported with shelter home
4000+	900+	370+	250+	70+
4000 acres catchment area of Watershed developed and 335 acres of WADI land reclamation	Youths including women players supported with coaching and nutrition care	Grass root level change makers mainstreamed through Swayamsiddh Samman	Kilometres roads laid for connectivity and linkage	Senior citizens provided with nourishment care

HEALTH & SAFETY BEST PRACTICES



SAFETY INDUCTION



ON-THE-JOB SAFETY TRAINING



SAFETY REVIEWS



SAFETY AUDITS / INSPECTIONS

HEALTH & SAFETY BEST PRACTICES



TOOL BOX MEETINGS



SAFETY AWARDS/REWARDS



MEDICAL EXAMINATIONS/ WORLD CLASS PPEs



MOCK DRILLS

RECENT AWARDS & RECOGNITIONS

- *Prestigious Award for Achievement in Supply of Railway Tracks, Rail Analysis Award 2019*
- *JSPL was awarded "FICCI CSR Award " for Women Empowerment 2018*
- *JSPL was awarded "Platinum Award " for Health & Safety Excellence at the Apex India Excellence Award 2018-19*
- *JSPL was awarded "Odisha Excellence Award, 2018", for its sustainable social development in the state.*
- *Jindal Panther was awarded "Iconic Brand of the Year" by Economic Times*
- *Jindal Panther bagged "India's Most Trusted Brand Award" organised by IBC Info Media Corp USA*
- *JSPL honoured with the prestigious Odisha INC Award for its innovative CSR activities in Odisha.*
- *Mahatma Gandhi CSR Excellence Award and Social Good Awards to JSPL Foundation*
- *"Grow Care India CSR Awards 2019" JSPL Foundation "Platinum Award 2019" for Metal and Mining Sector.*
- *UBS Award for Best CSR Impact Award under Steel and Energy Sector .*
- *Award of Appreciation from Jharkhand State AIDS Control Society – Significant contribution in Voluntary Blood Donation.*
- *JSPL Foundation Co-Chairperson Smt. Shallu Jindal has been honoured with Best CSR Practices Award 2019 in Social Entrepreneurship for her contribution to the society as well as art and culture of India.(She received the award from Life University Founder & Chairman Dr. Newton Kondaveti and Dr. Lakshmi Kondaveti at the 9th Best CSR Practices Award Ceremony organized by CMO Asia at Singapore)*
- *JSPL Foundation's Chairperson Smt. Shallu Jindal has been awarded with the Golden Peacock Award for Social & Cultural Leadership 2019. The award was presented for her relentless efforts in promoting public health, education, and vocational skills in rural India.*

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