



Jindal Steel and Power Ltd

Investor Presentation

4Q FY19 (May' 19)



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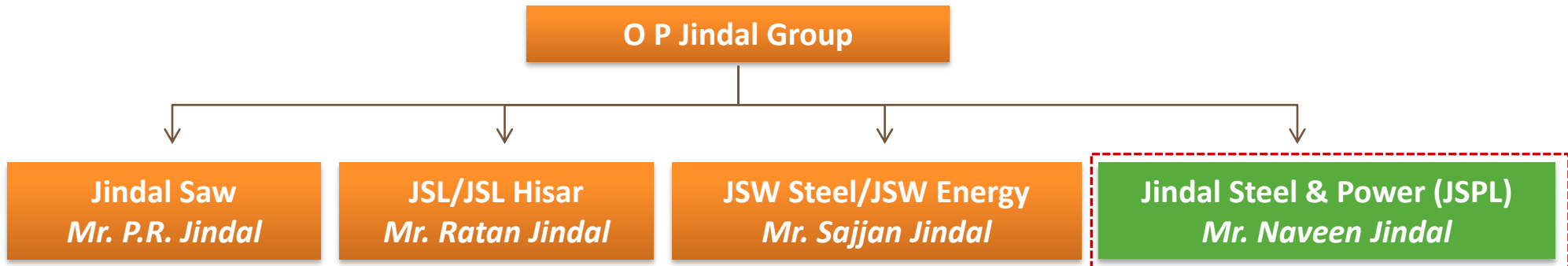
Jindal Steel & Power Limited

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

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: >33 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: 39 years
- Qualification: Bcom & CA
- Former Chairman & MD of NHPC and NHDC Limited

Hardip Singh Wirk

Independent Director

- Experience: >11 years
- Qualification: LLB



N.A. Ansari

Wholetime Director

- Experience: >38 years.
- Qualification: B.Sc. Engineering



Dinesh Kumar Saraogi

Wholetime Director

- Experience: 32 years
- Qualification: Mechanical Engineering



Anjan Barua

Nominee Director

Former Director of NSE and CDSL

...& Best in Class Management



N.A. Ansari

Joint Managing Director

- Experience: >38 years.



Sudhanshu Saraf

CEO – Steel

- Experience: >30 years



Deepak Sogani

CFO

- Experience: >30 years



Bharat Rohra

MD & CEO - Power

- Experience: >30 years



Pankaj Gautam

COO

- Experience : >44 years



Rajeev Jain

CFO - JPL

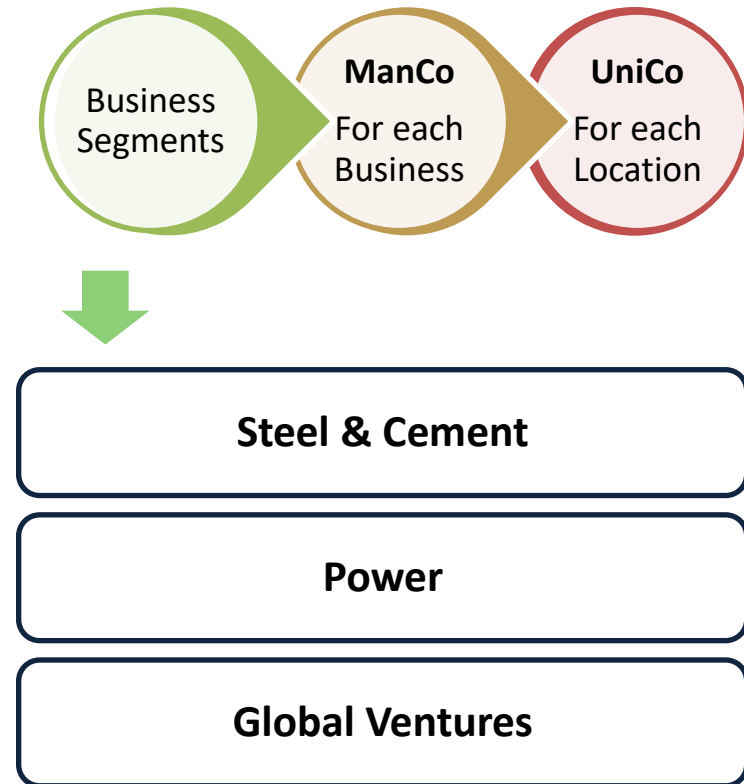
- Experience: >23 years)

Moving Towards Plural Leadership

Strategic Governance Structure



Operational Governance Structure

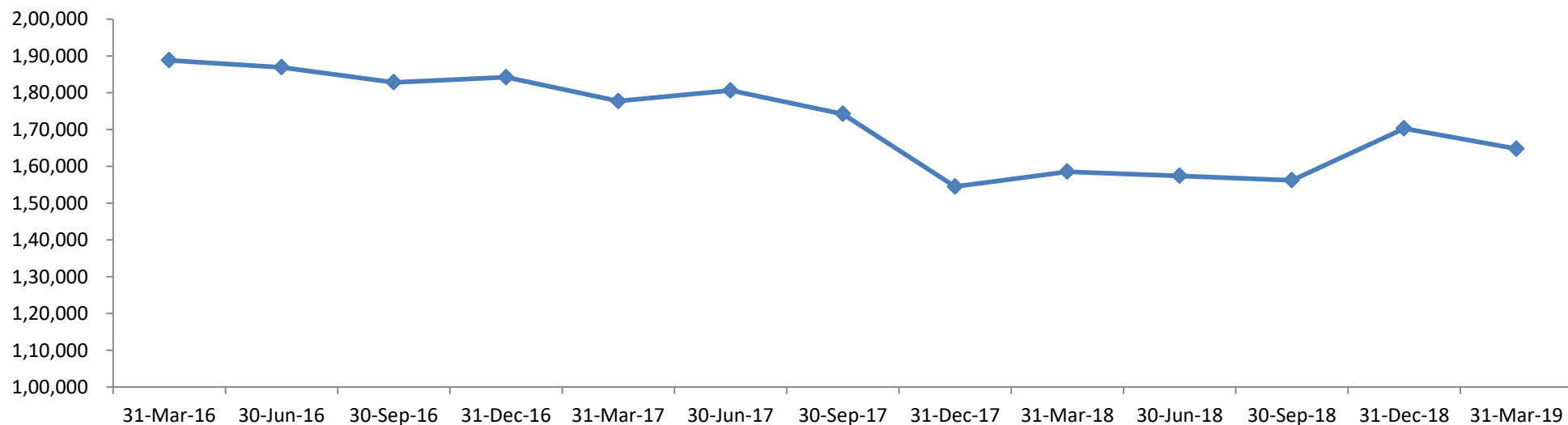


Implementation of Strategic & Operational Governance Structure

Shareholding of JSPL from FY16

	30-Jun-16	30-Sep-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
Promoters	61.89%	61.89%	61.89%	61.89%	61.89%	61.89%	61.96%	58.66%	58.66%	58.66%	58.66%	58.69%
Institutional Investors	21.33%	20.00%	19.39%	19.57%	18.91%	21.22%	23.60%	28.76%	28.85%	29.01%	26.63%	26.26%
Public and other share holding	16.77%	18.11%	18.72%	18.54%	19.20%	16.89%	14.44%	12.58%	12.49%	12.33%	14.71%	15.05%
Total	99.99%	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	1,86,912	1,82,833	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

Number of share holders



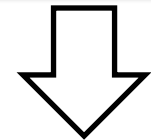
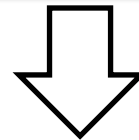
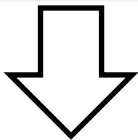
Steel

Power

Global Ventures



Current Capacities – Domestic & Global

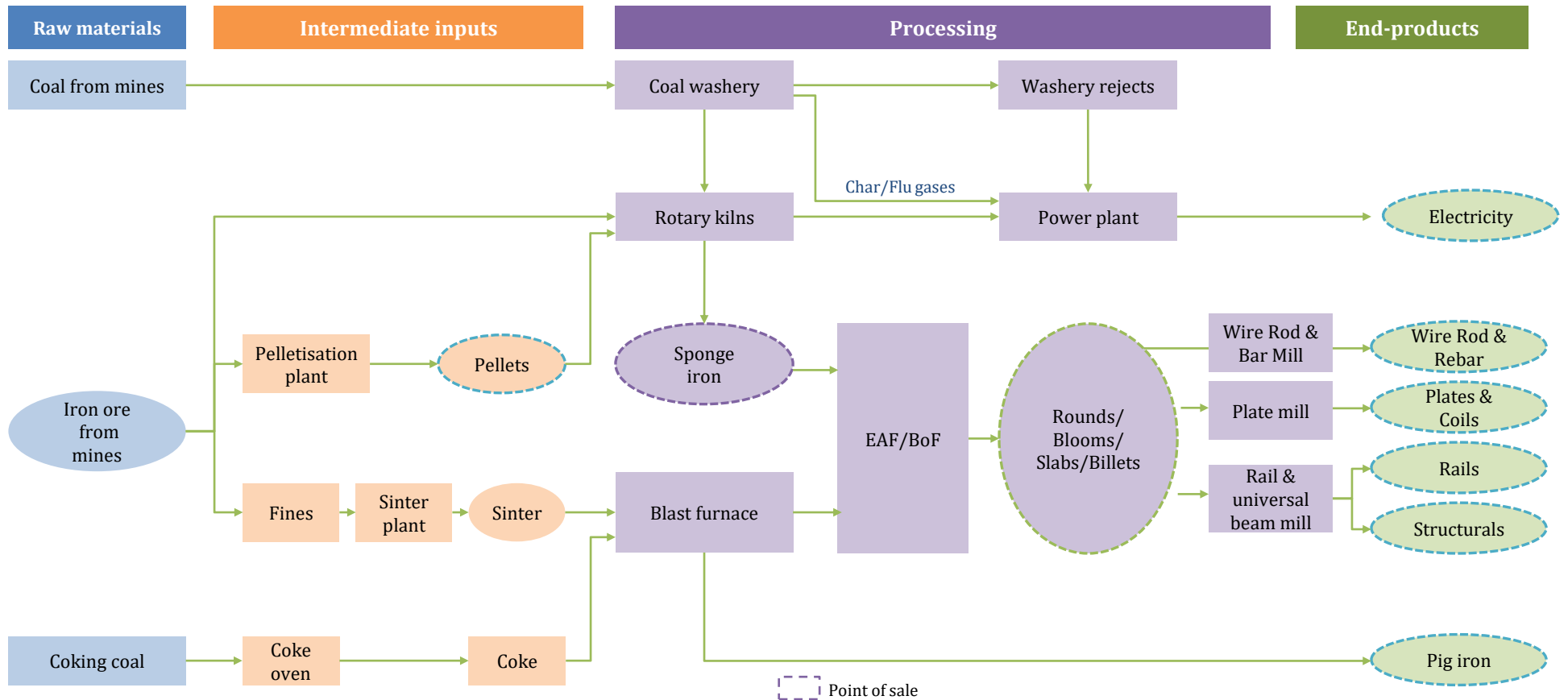


8.6 MTPA Steel*
3.11 MTPA* Iron ore
9 MTPA* Pellet Plant

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 (9.95 MTPA)

DRI 3.12 MTPA

BF 5.33 MTPA

HBI 1.50 MTPA

Liquid Steel (11.00 MTPA)

SMS 11.00 MTPA

Finished Steel (7.95 MTPA)

WRM 0.60 MTPA

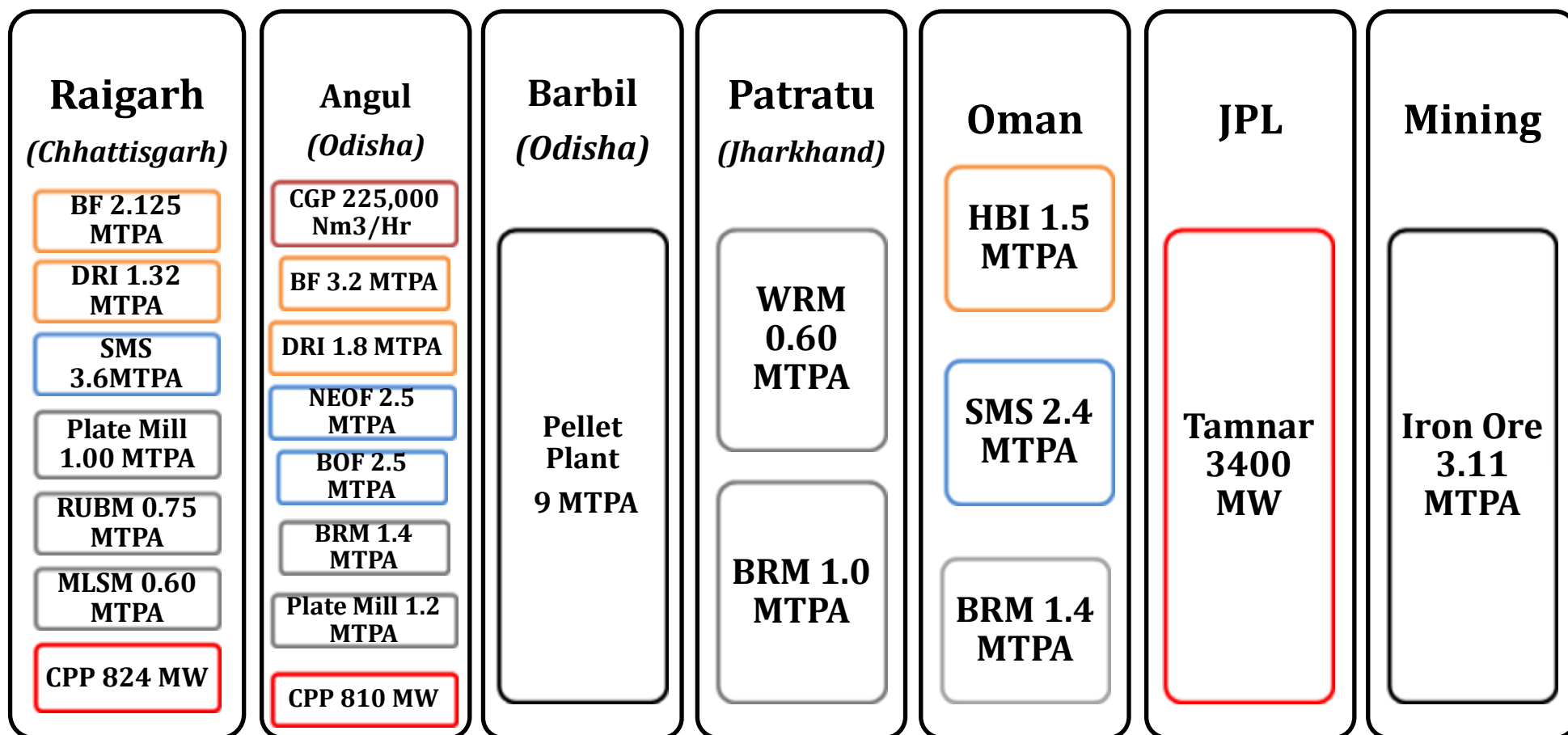
RUBM 0.75 MTPA

MLSM 0.60 MTPA

Plate Mill 2.20 MTPA

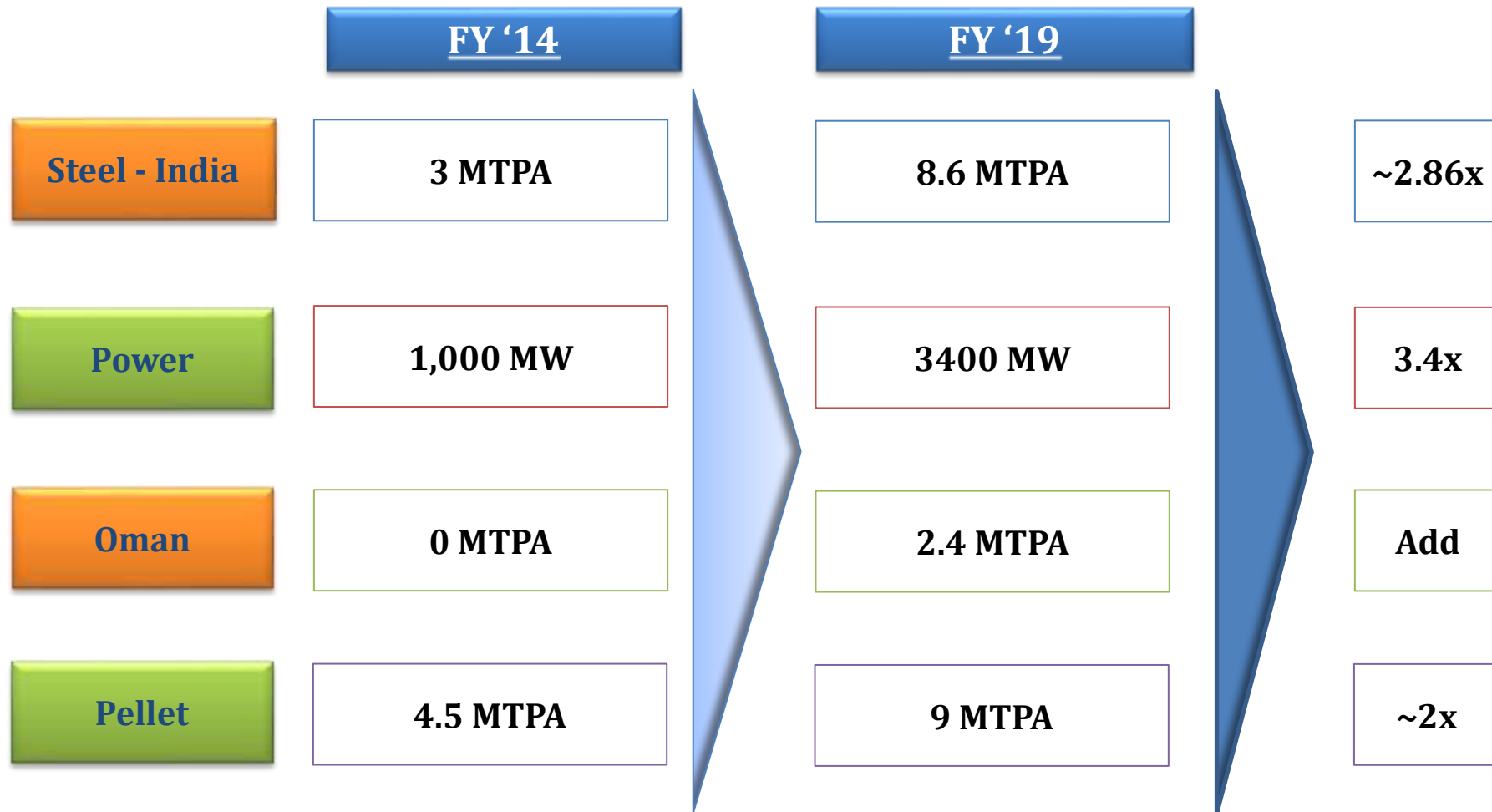
BRM 3.80 MTPA

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⁾	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

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 Couiums
Sections: Depth: 350mm - 3000mm, Flange Width: 250mm - 1000mm, Length: 3 to 18 meters



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



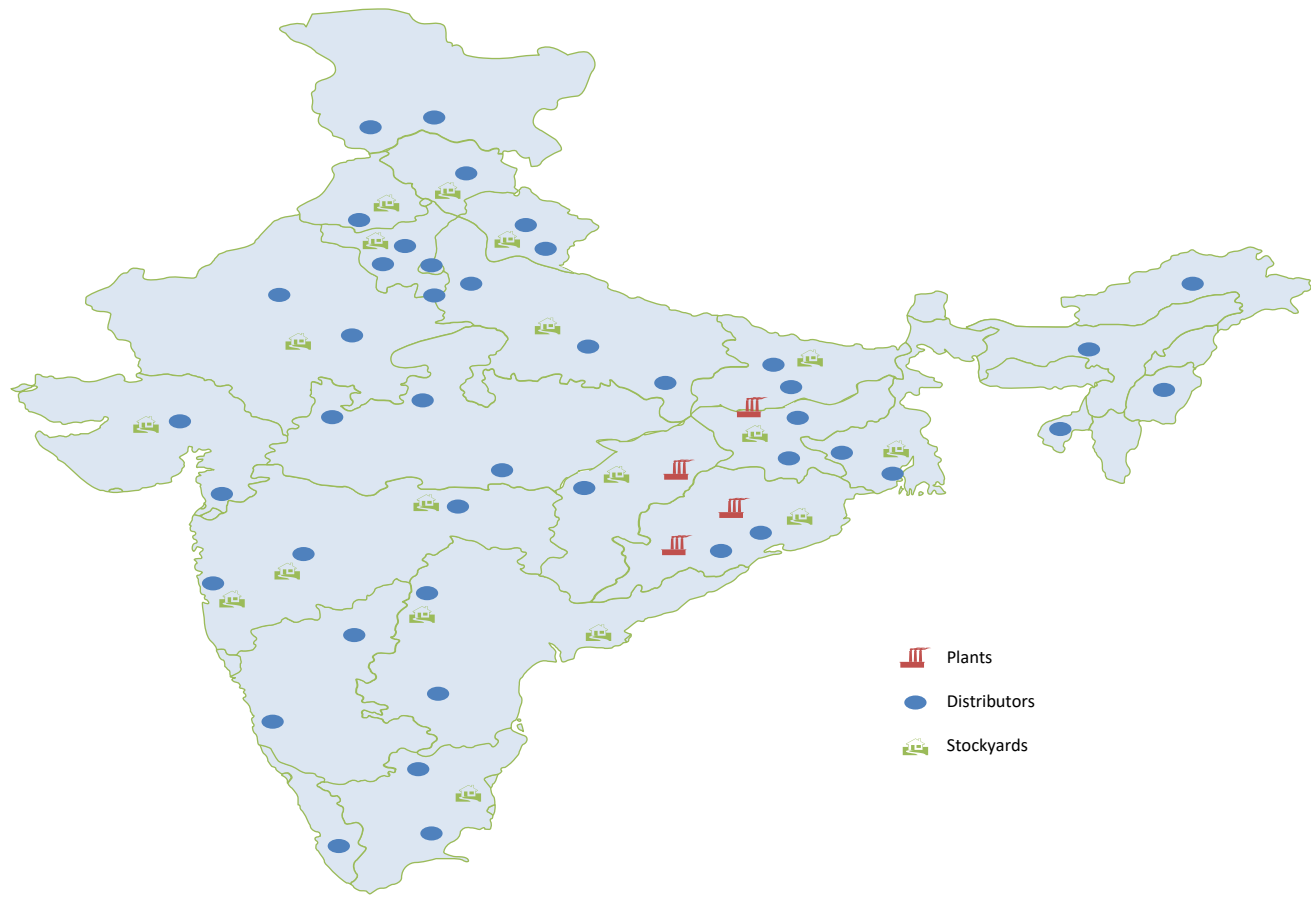
Cut & Bend
 Customized and Ready to Use
 TMT Rebars



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

(Figures in Rs. Crores)

Parameter(in Crores of INR)	Q4 FY 2018-19	Q3 FY 2018-19	Q4 FY 2017-18	%QoQ	%YoY
Turnover	7,402	6,745	5,752	10%	29%
EBITDA	1,440	1,480	1,519	-3%	-5%
EBITDA %	19%	22%	26%		
Depreciation + Amortization	576	572	468	1%	23%
Interest	980	635	686	54%	43%
PBT (Before Exceptional)	(115)	287	364		
Exceptional	1,654	-	194		
PBT	(1,769)	287	170		
PAT	(1,154)	177	145		

(Figures in Rs. Crores)

Parameter(in Crores of INR)	FY 2018-19	FY 2017-18	%YoY
Turnover	27,730	17,523	58%
EBITDA	6,017	3,973	51%
EBITDA %	22%	23%	
Depreciation + Amortization	2,307	1,910	21%
Interest	2,896	2,391	21%
PBT (Before Exceptional)	829	(328)	
Exceptional	1,398	344	306%
PBT	(570)	(672)	15%
PAT	(263)	(362)	27%

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 TNEB – 200 MW 	<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 I		Medium Term	Sep-17	Aug-19	200
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

Over 30% of total capacity tied up *

(Figures in Rs. Crores)

Parameter(in Crores of INR)	Q4 FY 2018-19	Q3 FY 2018-19	Q4 FY 2017-18	%QoQ	%YoY
Turnover	999	990	947	1%	5%
EBITDA	267	273	265	-2%	1%
EBITDA %	27%	28%	28%		
Depreciation + Amortization	324	334	377	-3%	-14%
Interest	236	219	237	8%	0%
PBT (Before Exceptional)	44	(202)	(282)		
Exceptional	81	-	-		
PBT	(37)	-	-		
PAT	13	(160)	(292)	108%	
Cash Profit	368	131	98	180%	277%
Generation (million units)	2,609	2,609	2,310	-	13%

(Figures in Rs. Crores)

Parameter(in Crores of INR)	FY 2018-19	FY 2017-18	%YoY
Turnover	3,858	4,059	-5%
EBITDA	1,155	1,434	-19%
EBITDA %	30%	35%	
Depreciation + Amortization	1,320	1,508	-12%
Interest	893	936	-5%
PBT (Before Exceptional)	(504)	(733)	31%
Exceptional	81	-	
PBT	(585)	-	
PAT	(436)	(673)	35%
Cash Profit	816	778	5%
Generation (million units)	10,396	10,905	-5%

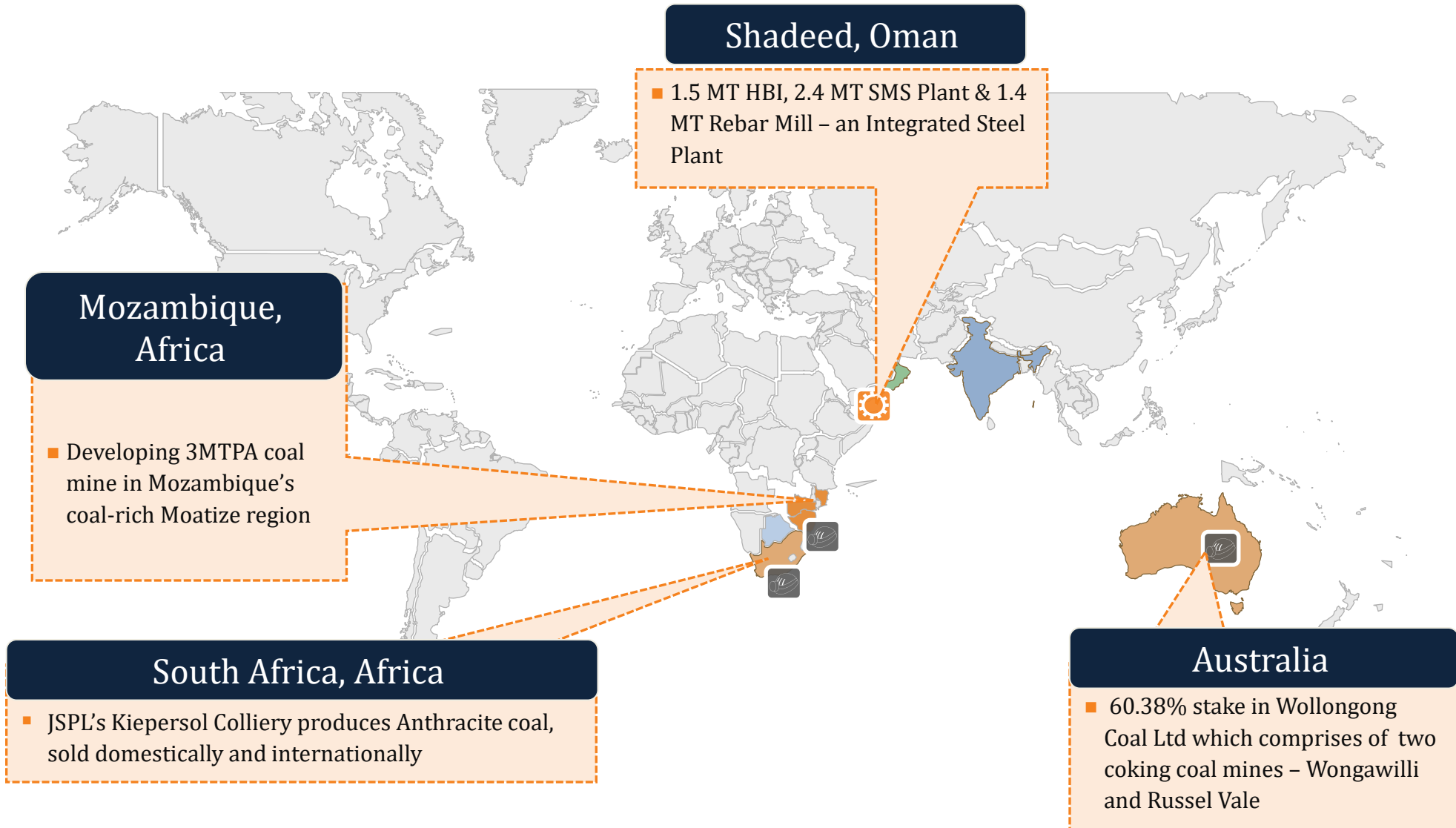
Particulars	Net Sales (Rs. Cr.)	PAT (Rs. Cr.)	Generation (MU)	Cash Profit (Rs. Cr.)
Year 2018-19	3858	(436)	10396	816
Year 2017-18	4,059	(673)	10,905	778
Year 2016-17	3,119	(668)	9,176	656
Year 2015-16	2,997	(766)	9,542	706
Year 2014-15	3,228	(171)	10636	523
Year 2013-14	2,457	1,107	8282	1,386
Year 2012-13	2,510	1,113	7973	1,420



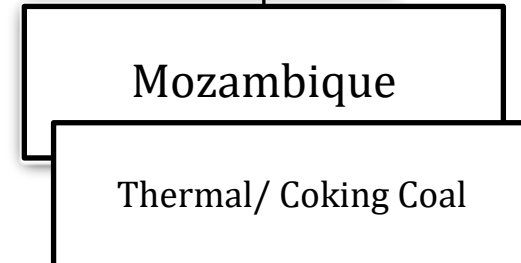
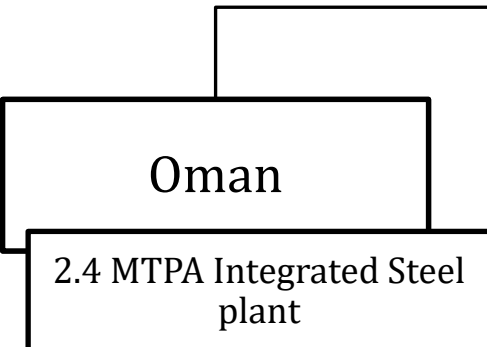
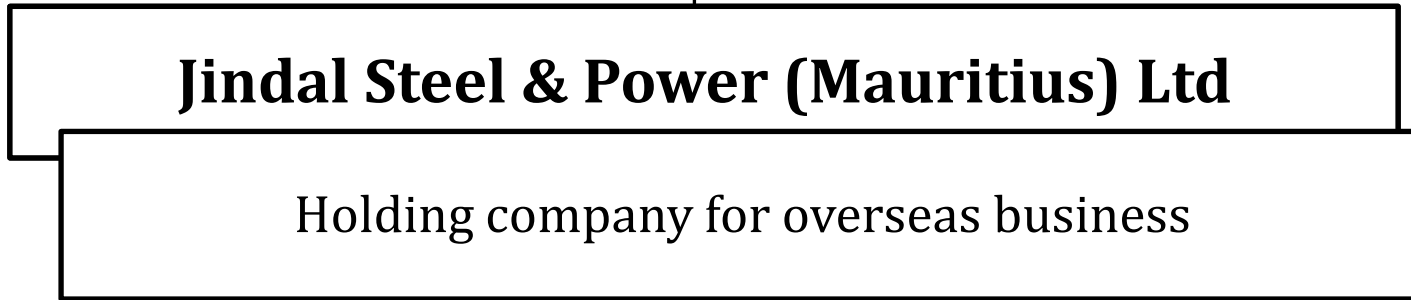
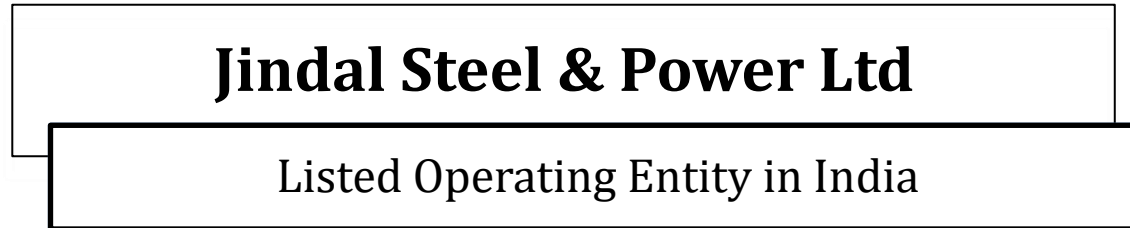
GLOBAL VENTURES



Summary of International Operations



Holding structure for global operations



Jindal Shadeed Iron & Steel, Oman

Marching towards becoming a Fully Integrated Steel Plant



1.5 HBI → **2.4 MTPA SMS** → **1.4 MTPA Rolling Mill**

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 (category 1.5MTPA)
- 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:** 132 MT
- **Products :** Semi Hard coking coal , High Grade Thermal Coal
- **Mining Capacity :** 3 MTPA

Two Mines with Unique unmatched location & strategic advantages

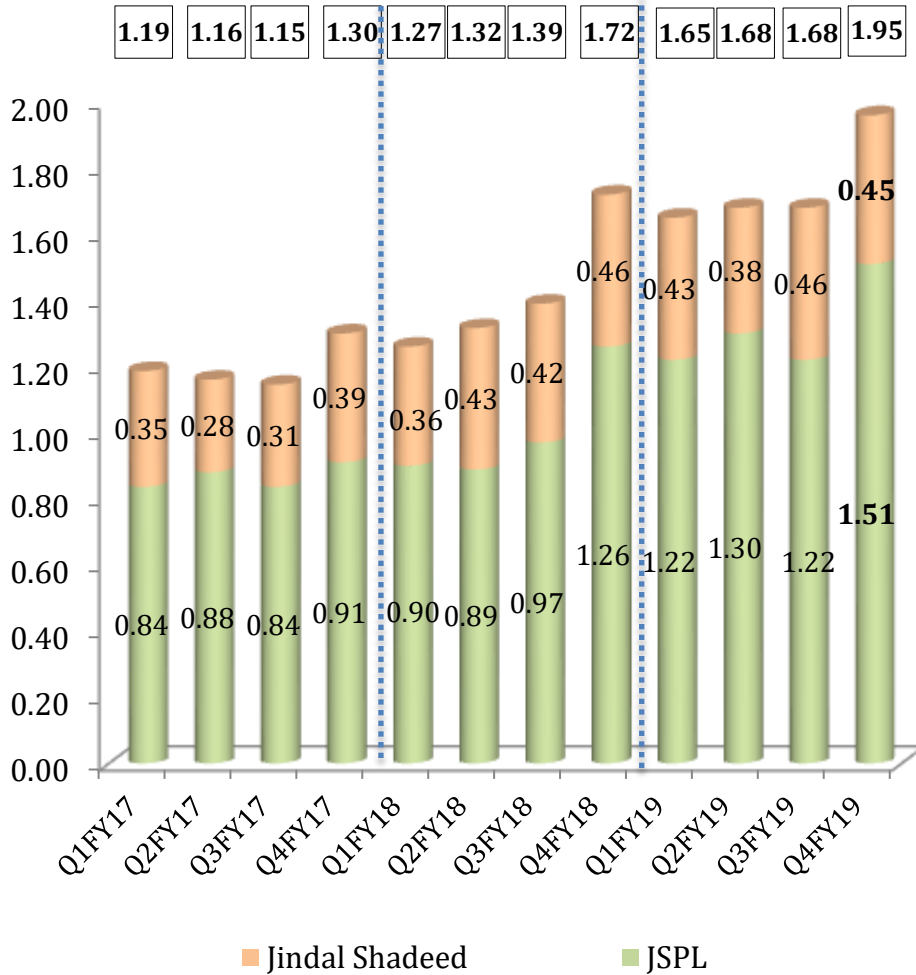


- **Location:** Russell Vale & Wongawilli
- **Reserves :** 125 MT
- **Products :** High Quality Coking Coal
- **Mining Capacity :** Targeting 2 MTPA
- **Logistics :** Port Kembla - Less than 20 kms

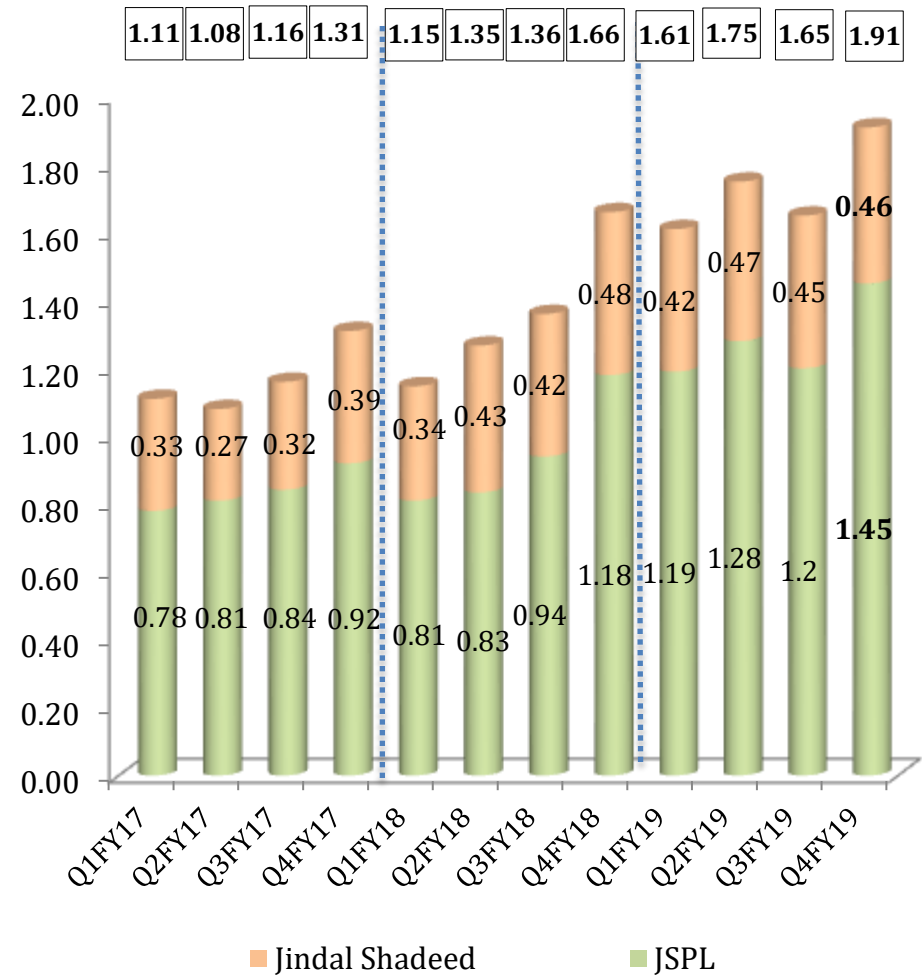
Operational Performance

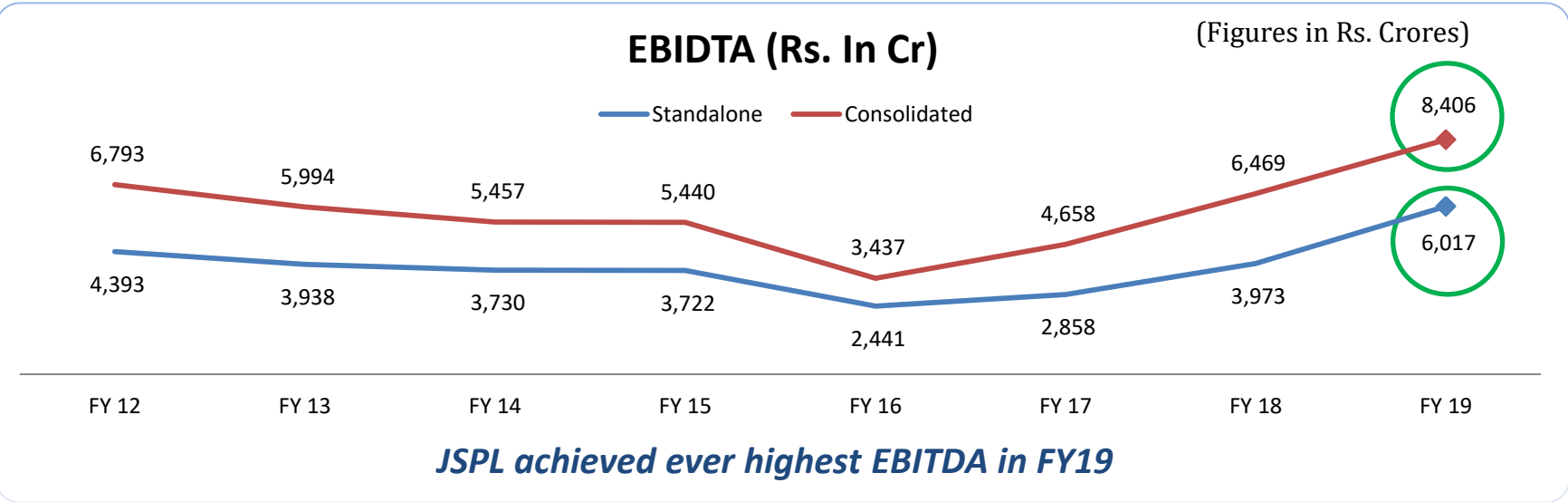
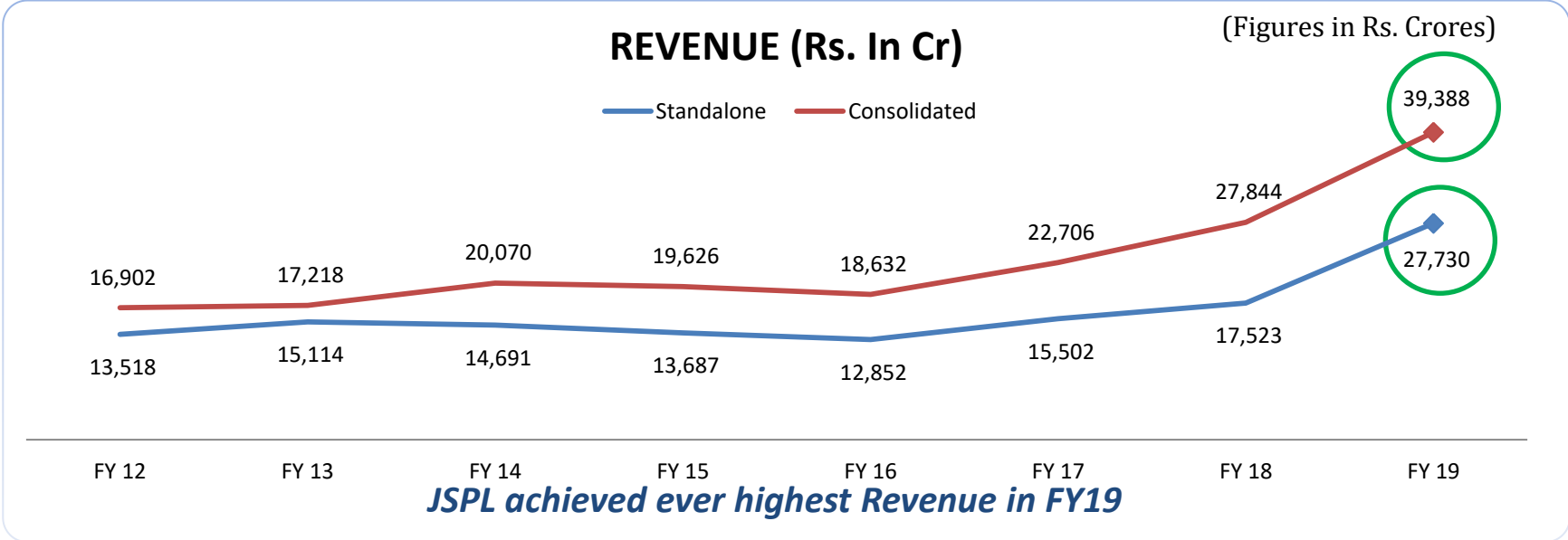
Highest Ever Production & Sales

Consolidated Steel Production



Consolidated Steel Sales





(Figures in Rs. Crores)

Parameter(in Crores of INR)	Q4 FY 2018-19	Q3 FY 2018-19	Q4 FY 2017-18	%QoQ	%YoY
Turnover	10,159	9,580	8,599	6%	18%
EBITDA	1,845	2,077	2,137	-11%	-14%
EBITDA %	18%	22%	25%		
Depreciation + Amortization	2,373	1,036	960	129%	147%
Interest	1,163	1,042	1,071	12%	9%
PBT (Before Exceptional)	(1,692)	14	106		
Exceptional	1,734	0	438		
PBT	(3,426)	14	(332)		
PAT	(2,713)	(87)	(426)		

(Figures in Rs. Crores)

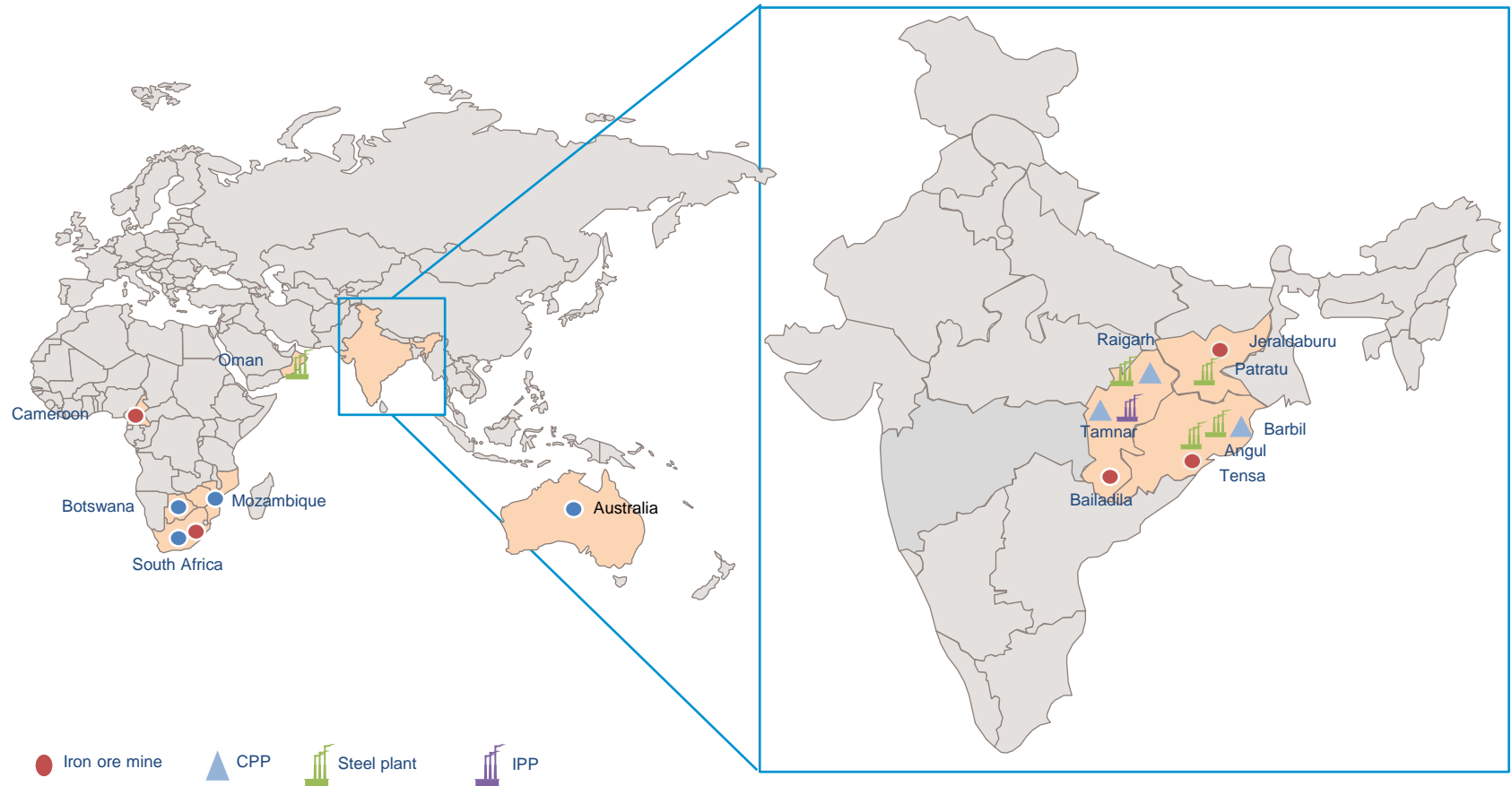
Parameter(in Crores of INR)	FY 2018-19	FY 2017-18	%YoY
Turnover	39,388	27,844	41%
EBITDA	8,406	6,469	30%
EBITDA %	21%	23%	
Depreciation + Amortization	5,480	3,883	41%
Interest	4,264	3,866	10%
PBT (Before Exceptional)	(1,323)	(1,277)	-4%
Exceptional	1,478	587	152%
PBT	(2,802)	(1,864)	-50%
PAT	(2,412)	(1,624)	-48%

JSPL Consolidated Financials

Particulars	Net Sales (Rs. Cr.)	EBITDA (Rs. Cr.)	EBITDA %	Interest (Rs. Cr.)	PAT (Rs. Cr.)
Year 2018-19	39,372	8,406	21%	4,264	(2,412)
Year 2017-18	27,841	6,469	23%	3,866	(1,624)
Year 2016-17	22,696	4,709	21%	3,441	(2,540)
Year 2015-16	20,368	3,437	17%	3,254	(3,086)
Year 2014-15	19,359	5,440	28%	2,606	(1,455)
Year 2013-14	18,218	5,456	30%	1,181	1,894
Year 2012-13	19,974	5,994	30%	758	2,912

Facilities at a glance

Global Presence in attractive markets



Presence in resource rich regions well connected with evacuation infrastructure

INDIA

Chhattisgarh State

Raigarh



Raipur



Tamnar, 3400 MW Power plant



Odisha State

JSPL, Angul



Pellet Plant, Barbil



Jharkhand State

JSPL, 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
1.5 Lakh+	12 Lakh+	15000+	1 Lakh +	9000+
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 +	30000+	10000+	6000+	10000+
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+	8000+	400+	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+	830+	350+	250+	65+
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

- *Prestigious Award for Achievement in Supply of Railway Tracks, Rail Analysis Award 2019*
- *JSPL was awarded “Outstanding Company in Steel- Construction Category, EPC World Award 2018”*
- *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*
- *JSPL has been ranked by Institutional Investor Magazine in 2018:*
 - *#1 in Asia in Best IR Professionals Rankings (Sell Side) in Basic Material Sector*
- *Jindal Panther bagged “India’s Most Trusted Brand Award” organised by IBC Info Media Corp USA*
- *Jindal Shadeed - Sultan QABOOS award for Industrial Excellence & Innovation 2017-18*
- *JSPL Tensa was conferred with 23 prizes during 55th Annual Mines Safety Week celebration 2017*
- *Jindal Shadeed won Frost and Sullivan’s ‘2017 GCC Ferrous Company of the Year Award’ for Business Excellence best practices.*
- *JSPL Barbil and Patratu won the “Golden Bird Safety Awards in Platinum Category” for implementing the best health and safety practices during the year 2016-17*
- *JSPL honoured with the prestigious Odisha INC Award for its innovative CSR activities in Odisha.*
- *JSPL-Barbil Pellet Plant awarded with most prestigious JIPM award for TPM –Excellence*
 - *First pellet plant in the world to be conferred with this JIPM award*

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The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and the target countries for exports, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions with respect to investments, fiscal deficits, regulations, etc., interest and other fiscal costs generally prevailing in the economy. Past performance may not be indicative of future performance. We do not undertake to update our forward-looking statements.

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