

July <u>25</u>, 2018

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Security Code No.: 532508

Security Code No.: JSL

Sub.: Intimation pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – updated Investors' presentation.

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith the updated Investors' presentation of Jindal Stainless Limited ("the Company"). The same is also being uploaded on the website of the Company – www.jslstainless.com.

Please take the above information on record.

Thanking you,

Yours Faithfully,

For Jindal Stainless Limited

Navneet raghuvanshi Company Secretary

Encl.: a.a.





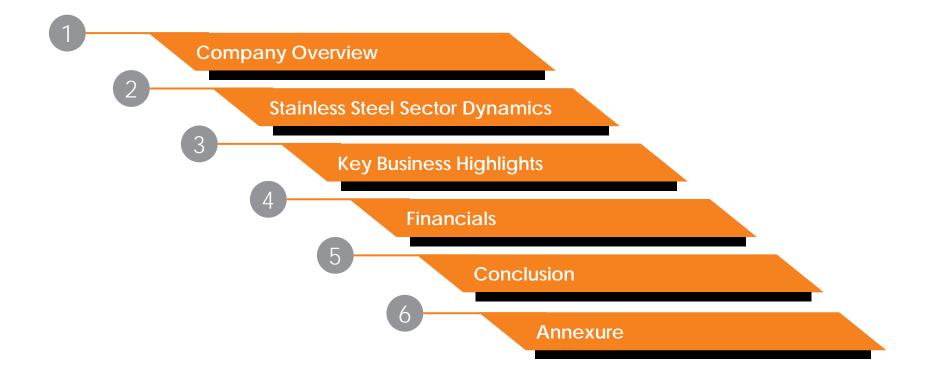


**Corporate Presentation – July 2018** 

# JINDAL STAINLESS LIMITED

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# Company Overview





# Snapshot



### Jindal Stainless - Pioneers of the Stainless Steel Industry in India

#1

Stainless Steel player in India

~4

Decades of Group

Excellence

>25%

Domestic Market Share 40+

Exports to countries

~800

Acre Total Land Area (Infra and other facilities in-place for brownfield expansion) **0.8**Mn Tonnes

Per Annum Stainless Steel Capacity – with scalable infrastructure in -place ~Rs. 108bn

FY18 Revenues (Net)\*\*

~Rs. 13bn

FY18 EBITDA\*\*

Note: \*\*Standalone financials

# **Company Overview**



- Largest stainless steel manufacturer in India
- Operates an integrated stainless steel plant at Jajpur,
   Odisha
  - 'State-of-the-Art' machinery and engineering from the best of European suppliers, capable of producing globally competitive stainless steel products
- Well established distribution network with service center access in both Domestic and overseas market to optimize customer service and deliveries

#### **Product Basket**







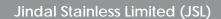


Integrated Facilities	Unit	Capacity	Equipment Suppliers
Ferro Alloys	MMTPA	250,000	SMS Siemag, Germany
Captive Power Plant	MW	264	BEHL, India
Steel Melting Shop (SMS)	MMTPA	800,000	SMS Siemag, Germany
Cold Rolled Annealed Pickle (CRAP)	MMTPA	450,000	Andritz, Austria

# **Jindal Stainless Group**







- PT Jindal Stainless Indonesia (PTJSI)
- Iberjindal Spain

#### FY18\* (Rs. million)

Revenue (Net)	107,846
EBITDA	12,809
Networth	23,516
Market Cap**	32,371

#### **Shareholding Pattern\*\***

66.5%		33.5%
Promoter	Ot	hers

#### Jindal Stainless (Hisar) Limited (JSHL)

- Jindal Stainless Steelways Ltd.
- JSL Lifestyle Ltd

#### FY18\* (Rs. million)

Revenue (Net)	92,586
EBITDA	11,395
Networth	12,560
Market Cap**	31,674

#### **Shareholding Pattern\*\***

57.7%	42.3%
Promoter <b></b>	Others

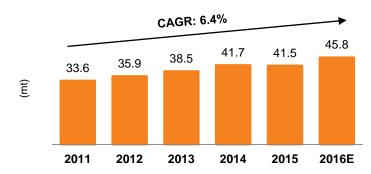
Notes: \*Standalone financials; \*\*As on 29th June 2018



# Favourable sector dynamics...



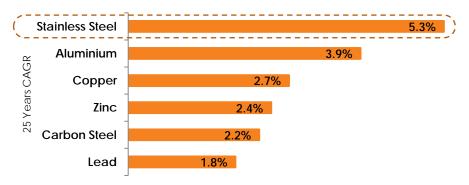
Healthy growth in global stainless steel demand...



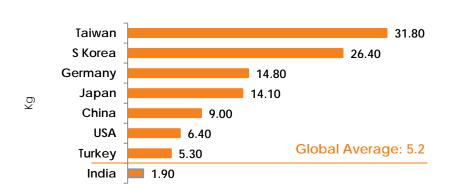
India continues to be the second largest consumer with consistent growth over the years...



...with the fastest growth of metal



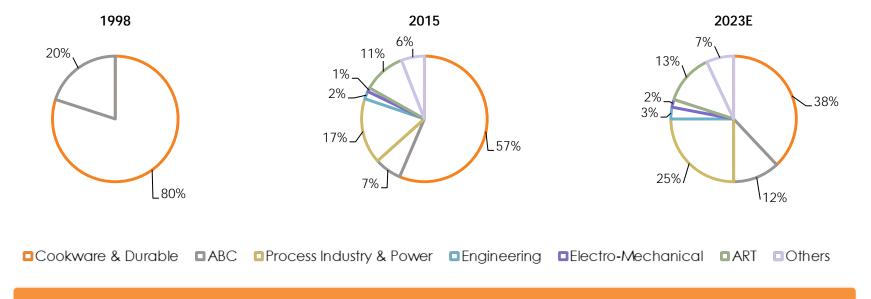
...given low per capita consumption (in kg)



Source: CRISIL, World Bank, ISSF

# Consumption Pattern diversifying across categories

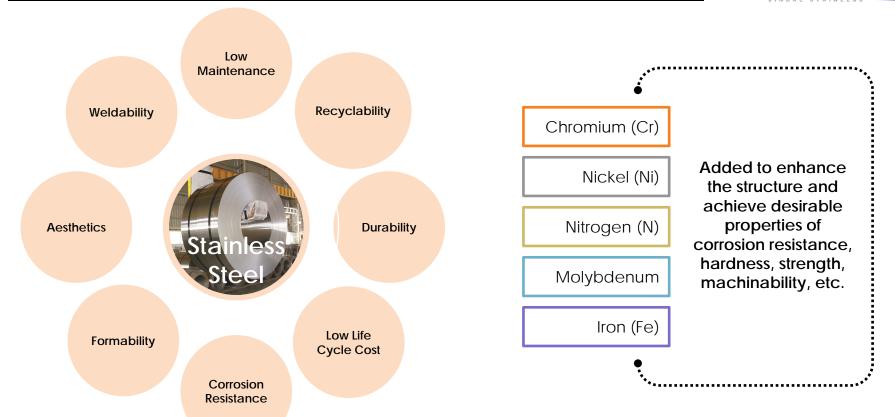




Over the past 2 decades, stainless steel consumption in India has moved away from the most primary usage in cookware/durable to new value added categories of ABC, ART and process industries

## Stainless 'Value-Added' Steel





Stainless Steel - The "Green wonder Metal"

# Stainless Steel Product Applications





# Architecture Building Construction (ABC)

Decorative and color coated Stainless Steel

Decorative Panels Street furniture

Home furniture | Escalators, elevators

Sculptures & designer items | Claddings

Commercial Complexes Railings

SS roofing sheets Gates

Railway station upgradation

















# Automobile Railway Transport (ART)

#### Bus bodies

Exhaust systems, auto chassis, trims, suspension parts, fuel tanks, catalytic convertors

Railway wagons and coaches

Metro coaches





















# Process & Engineering

Nuclear grade SS for fuel containment and waste handling

Super critical boilers in power plants

Water treatment and drinking water supply

Desalination applications

Chemicals, petro-chemical & fertilizer plants













# Consumer Durables

**Nashing Machine** 

Microwaye

Refrigerator

Utensils

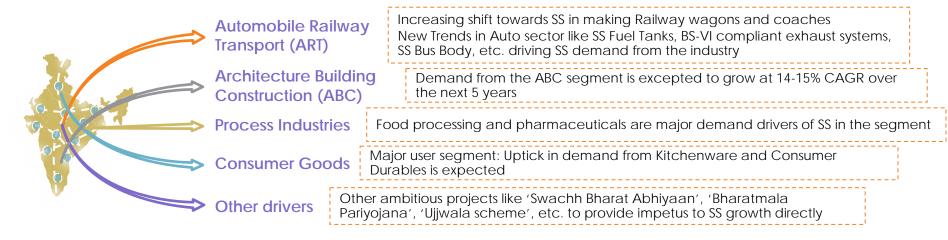
Components thereof



# Macro factors driving domestic SS Consumption Trends



#### **Emerging Trends expected to drive SS usage**



#### Supportive Govt. initiatives to drive SS usage further...

Greater shift towards organized sector and bringing unorganized segment into the mainstream

CVD & Anti-Dumping duty Encouraging domestic steel production by creating a level playing field

Bureau of Indian Standards (BIS) certification Mandatory Bureau of Indian Standards (BIS) certification to elevate Indian SS standards

Make in India

To boost demand immensely from the Process & Engineering segment



SS emerging as a perfect metal for BS-VI compliant exhaust system



Successfully developed Stainless Steel fuel tanks for commercial vehicles



Indian Railways to introduce all Stainless Steel body coaches and wagons

Innovative solutions driving usage in newer applications



# Integrated operations with huge opportunity to drive operating Leverage





High quality infrastructure and facilities in place - 0.8 million tonne capacity with scalable infrastructure

Low capex to support growth over the next few years

# Structural initiatives – leading to sustainable turnaround





#### Lowered logistics cost

- Railway sidings within the plant led to multifold benefits
  - Lowered freight costs & reduced dependence on cartelized local transporters
  - Improved WC cycle by reducing lead time for RM & FG movement



# Diversification and reliable sourcing of Raw Materials

- Expanded resources of Chrome ore
  - Rational pricing mechanism from OMC
  - Captive mines



#### Innovation-led operational efficiency

- → Increased usage of liquid Ferro Chrome and partial substitution of expensive propane with coke oven gas led to significant savings in operational costs
- Recover key metals like Nickel and Chromium from the waste produced in the manufacturing process



### Improved balance sheet position

- → Asset Monetization Plan assisted in unlocking value
  - Deleveraging of the balance sheet and equity infusion helped lower interest burden and serviceability



#### Created a customerorientated culture

- Expanded distribution network through service centers
- Delivered Just In Time (JIT) services for client stickiness & strengthening relationship
  - Clear edge over imports

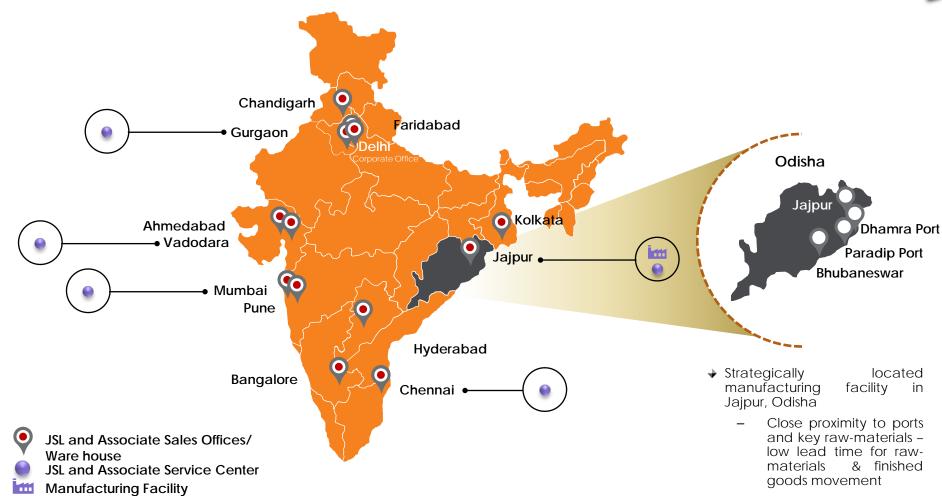


#### Optimal utilization of

- Increase in utilization levels enabled the Company to drive overall profitability
- Created multiple demand drivers by developing the SS ecosystem in the region

# JSL – Domestic Footprint





# JSL – Global Footprint







JSL and Associate Representative Offices



**JSL and Associate Service Center** 

İm

**Manufacturing Facility** 

# **Key Growth Drivers**





#### Structural growth of Stainless Steel demand in India

- One of the fast growing value-added metal
- Various Government initiatives to further drive Stainless Steel Demand



#### Wide range of product applications and new segment penetration

- Increasing premiumization trend and demand shift towards ABC & ART segments
- To leverage presence across verticals to deliver above industry average growth rates



#### Huge operating leverage

 High quality infra in place ~800 acre facility – to support growth with relatively lower capex



#### Robust Domestic and Global distribution network

• Focus on customer engagement to continuously assist healthy demand



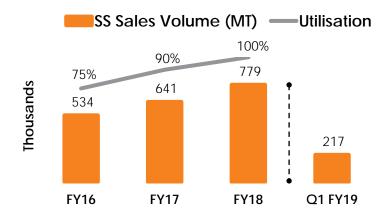
#### Strong management expertise

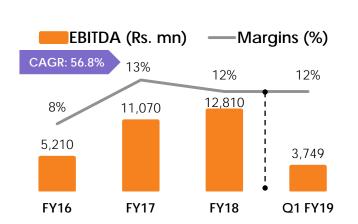
• 4 decades of experience in Stainless Steel industry to ensure sustainable growth

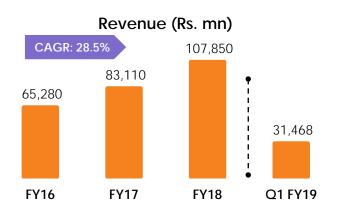


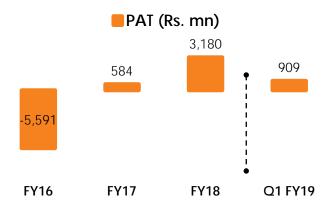
### **Turnaround in Performance**





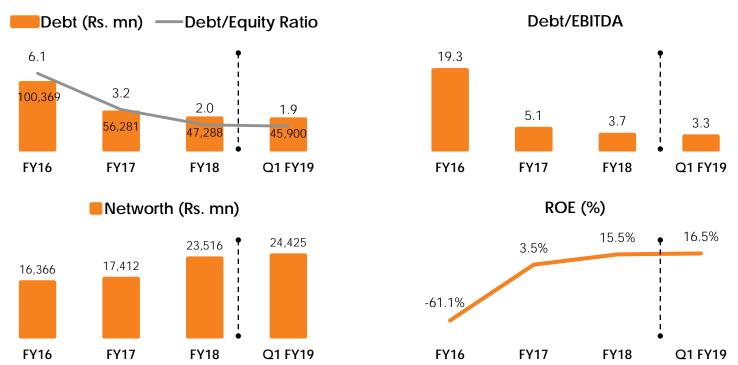






# Focus on strengthening the Balance Sheet





- Successful implementation of Asset Monetization Plan (AMP) helped substantially reduce debt
- ◆ Better allocation of debt post AMP ensured sustainability and considerable comfort
- Uptick in profitability to further drive deleveraging and improve return ratios going forward

<sup>1)</sup> Debt includes short-term & long term debt 2) Q1 FY19 EBITDA figures based on TTM 3) ROE(%) is calculated as PAT/Avg. Networth Note: Standalone Financials

### **Comfortable Debt Position**



Q1 FY19

Description - Borrowings (Rs. mn)	As on March 2017	As on March 2018	As on June 2018
Long term debt	34,050	24,565	24,354
Inter corporate loan from related party	4,850	9,000	9,000
OCRPS*	-	6,065	6,226
Total Long term debt	38,900	39,630	39,580
Short term borrowing (less than 12 months)	17,381	7,655	6,320
Total Debt	56,281	47,285	45,900
Cash & Investments	420	371	217
Net Debt	55,861	46,915	45,684
Long Term Debt Breakup:			
-INR Debt	29,023	26,416	25,843
-Foreign Currency Debt	9,877	7,149	7,511

Note: \*Optionally Convertible Redeemable Preference Shares Standalone financials; All figures in Rs. million unless stated otherwise

- Healthy Cash generation to comfortably support debt repayment
- Focus on further improving debt position going forward

# Net Debt/EBITDA 5.0 3.7 3.3

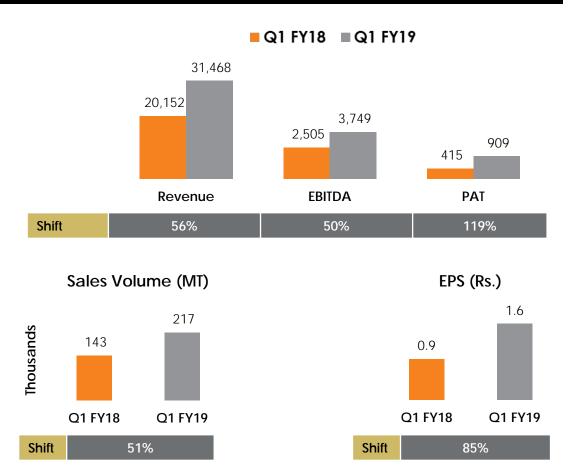
Note: Q1 FY19 EBITDA figures based on TTM

FY18

**FY17** 

# **Key Financials Highlights – Q1FY2019**







# **Leadership Play**



Leadership position in the fast growing Value-Added Stainless Steel sector – clear proxy to the sector

Fast deleveraging to significantly strengthen balance sheet



Integrated operations with state-of-art facilities

Huge operating leverage low incremental capex to drive future growth

Wide spread distribution network and established supply chain Shifting from turnaround to growth mode

# Focus on expanding Brand and Market presence

- Investing in various Branding & marketing initiatives to enhance overall market potential by:









**Home Smart Home Campaign** 



**SS Doors SS Water Tank** 

SS Modular Kitchen



**Exhibitions** 

Campaigns









**Road Shows** 

Safe Storage

**Health first** 



### **JSL Stainless Ltd**

#### **Global Outreach**



#### **Iber Jindal Spain**

- Stainless Steel Service Center
- Offers customized to the doorsteps of customers in Spain



#### P. T. Jindal Stainless Indonesia

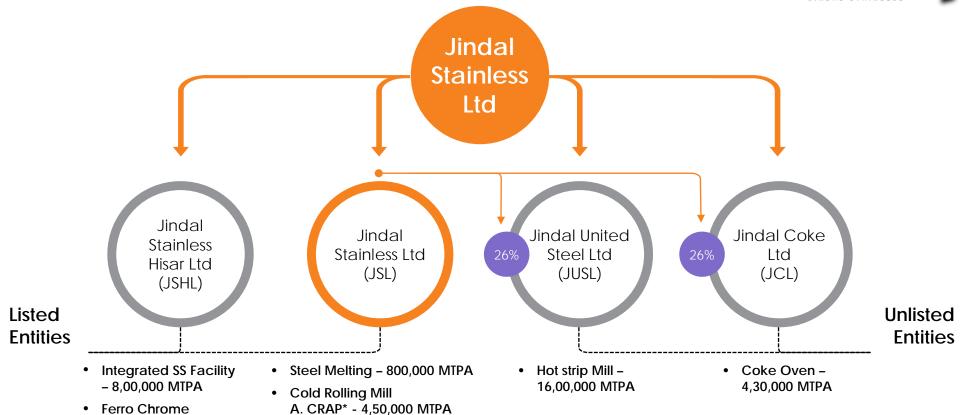
- Manufacturing Unit 150,000 MTPA CR capacity
- Key producer of Stainless steel in South East Asian market

# **Asset Monetization Plan (AMP)**

Ferro Alloys – 2,50,000 MTPA

Power Plant – 264 MW





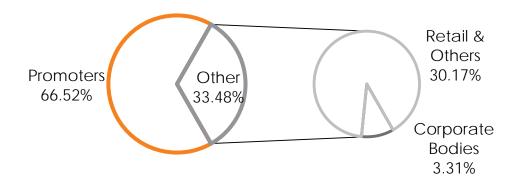
Ferro Chrome
- 40,000 MTPA

# **Key Market Statistics**



Key Market Statistics	As on June 29, 2018
BSE/NSE Ticker	JSL/ 532508
Industry	Stainless Steel
CMP (Rs.)	67.6
Market Cap (Rs. mn)	32,371
Number of outstanding shares (mn)	479.2
Face Value (Rs.)	2.00
52-week High / Low (Rs.)	126.05/65.05

#### Floating Stock (%)



### **Contact Us**



#### **About Us:**

Jindal Stainless Ltd. (JSL) is amongst the leading stainless steel manufacturing companies in the world and India's largest stainless steel manufacturer. The Company operates an integrated stainless steel plant at Jajpur, Odisha. The complex has a total stainless steel capacity of 0.8 million tonnes per annum.

JSL has the 'State-of-the-Art' machinery and engineering from the best of European suppliers, capable of producing globally competitive stainless steel products. The Company has a well-established distribution network with service centers in both domestic and an overseas market to serve its customers.

A leader and a name synonymous with 'Enterprise', 'Excellence' and 'Success', Company's ethos mirrors most characteristics similar to the metal it produces; akin to stainless steel JSL is innovative and versatile in its thought process; strong and unrelenting in its operations. JSL's growth over the last 4 decades has been backed by the excellence of its people, value driven business operations, customer centricity, adoption of one of the best safety practices in the stainless steel industry and a commitment for social responsibility.

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