Jindal Steel and Power Ltd

Investor Presentation

4Q FY19 (May’ 19)
# Table of Contents

<table>
<thead>
<tr>
<th>S No.</th>
<th>Content</th>
<th>Slides</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>The Company</td>
<td>3-9</td>
</tr>
<tr>
<td>2</td>
<td>Overview &amp; Business Segments</td>
<td>10-20</td>
</tr>
<tr>
<td>3</td>
<td>Power Business</td>
<td>21-27</td>
</tr>
<tr>
<td>4</td>
<td>Global Ventures</td>
<td>28-35</td>
</tr>
<tr>
<td>5</td>
<td>Consolidated Performance</td>
<td>36-39</td>
</tr>
<tr>
<td>6</td>
<td>Facilities at a glance</td>
<td>40-50</td>
</tr>
<tr>
<td>7</td>
<td>CSR Initiatives</td>
<td>51-56</td>
</tr>
<tr>
<td>8</td>
<td>Rewards &amp; Recognitions</td>
<td>57</td>
</tr>
<tr>
<td>9</td>
<td>Contact Us</td>
<td>58</td>
</tr>
</tbody>
</table>
Jindal Steel & Power Limited
Building the Nation of Our Dreams

Aerial View of Raigarh Plant
Ownership Structure - O P Jindal Group

O P Jindal Group

Jindal Saw
Mr. P.R. Jindal

JSL/JSL Hisar
Mr. Ratan Jindal

JSW Steel/JSW Energy
Mr. Sajjan Jindal

Jindal Steel & Power (JSPL)
Mr. Naveen Jindal
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

JSPL - Formidable Steel & Power player
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
N.A. Ansari
Joint Managing Director
• Experience: >38 years.

Deepak Sogani
CFO
• Experience: >30 years

Sudhanshu Saraf
CEO – Steel
• 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
- Core Management Team
- Group Executive Committee
- Senior Management Committee

Operational Governance Structure
- Business Segments
- ManCo: For each Business
- UniCo: For each Location

Implementation of Strategic & Operational Governance Structure
- Steel & Cement
- Power
- Global Ventures
## Shareholding of JSPL from FY16

<table>
<thead>
<tr>
<th></th>
<th>30-Jun-16</th>
<th>30-Sep-16</th>
<th>31-Dec-16</th>
<th>31-Mar-17</th>
<th>30-Jun-17</th>
<th>30-Sep-17</th>
<th>31-Dec-17</th>
<th>31-Mar-18</th>
<th>30-Jun-18</th>
<th>30-Sep-18</th>
<th>31-Dec-18</th>
<th>31-Mar-19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Promoters</td>
<td>61.89%</td>
<td>61.89%</td>
<td>61.89%</td>
<td>61.89%</td>
<td>61.89%</td>
<td>61.89%</td>
<td>61.96%</td>
<td>58.66%</td>
<td>58.66%</td>
<td>58.66%</td>
<td>58.66%</td>
<td>58.69%</td>
</tr>
<tr>
<td>Institutional Investors</td>
<td>21.33%</td>
<td>20.00%</td>
<td>19.39%</td>
<td>19.57%</td>
<td>18.91%</td>
<td>21.22%</td>
<td>23.60%</td>
<td>28.76%</td>
<td>28.85%</td>
<td>29.01%</td>
<td>26.63%</td>
<td>26.26%</td>
</tr>
<tr>
<td>Public and other share holding</td>
<td>16.77%</td>
<td>18.11%</td>
<td>18.72%</td>
<td>18.54%</td>
<td>19.20%</td>
<td>16.89%</td>
<td>14.44%</td>
<td>12.58%</td>
<td>12.49%</td>
<td>12.33%</td>
<td>14.71%</td>
<td>15.05%</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>99.99%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
<td><strong>100.00%</strong></td>
</tr>
<tr>
<td>Number of share holders</td>
<td>1,86,912</td>
<td>1,82,833</td>
<td>1,84,184</td>
<td>1,80,617</td>
<td>1,74,223</td>
<td>1,54,489</td>
<td>1,58,544</td>
<td>1,57,421</td>
<td>1,56,226</td>
<td>1,70,296</td>
<td>1,64,769</td>
<td></td>
</tr>
</tbody>
</table>

### Number of Share Holders

![Number of Share Holders Chart](chart.png)
Business Segments

Steel

Current Capacities – Domestic & Global

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

Power

- IPP – 3400MW**
- CPP – 1634 MW

Global Ventures

- 2.4 MTPA Steel, Coal & Iron Ore Mines

*Domestic
**1000 MW Divestment announced

---

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

Raw materials
- Coal from mines

Intermediate inputs
- Iron ore from mines
  - Pelletisation plant
  - Sinter plant
- Coking coal
  - Coke oven

Processing
- Coal washery
- Rotary kilns
- Blast furnace
- Sponge iron
- EAF/BoF

End-products
- Wire Rod & Rebar
- Plates & Coils
- Rails
- Structural
- Plates & Coils
- Rounds/Blooms/Slabs/Billets
- Rail & universal beam mill
- Plate mill
- Wire Rod & Bar Mill
- Electricity

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

<table>
<thead>
<tr>
<th>Location</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Raigarh</td>
<td>BF 2.125 MTPA</td>
</tr>
<tr>
<td></td>
<td>DRI 1.32 MTPA</td>
</tr>
<tr>
<td></td>
<td>SMS 3.6 MTPA</td>
</tr>
<tr>
<td></td>
<td>Plate Mill 1.00 MTPA</td>
</tr>
<tr>
<td></td>
<td>RUBM 0.75 MTPA</td>
</tr>
<tr>
<td></td>
<td>MLSM 0.60 MTPA</td>
</tr>
<tr>
<td></td>
<td>CPP 824 MW</td>
</tr>
<tr>
<td>Angul</td>
<td>CGP 225,000 Nm3/Hr</td>
</tr>
<tr>
<td></td>
<td>BF 3.2 MTPA</td>
</tr>
<tr>
<td></td>
<td>DRI 1.8 MTPA</td>
</tr>
<tr>
<td></td>
<td>NEOF 2.5 MTPA</td>
</tr>
<tr>
<td></td>
<td>BOF 2.5 MTPA</td>
</tr>
<tr>
<td></td>
<td>BRM 1.4 MTPA</td>
</tr>
<tr>
<td></td>
<td>Plate Mill 1.2 MTPA</td>
</tr>
<tr>
<td></td>
<td>CPP 810 MW</td>
</tr>
<tr>
<td>Barbil</td>
<td>Pellet Plant 9 MTPA</td>
</tr>
<tr>
<td>Patratu</td>
<td>WRM 0.60 MTPA</td>
</tr>
<tr>
<td></td>
<td>DRI 1.8 MTPA</td>
</tr>
<tr>
<td></td>
<td>BF 3.2 MTPA</td>
</tr>
<tr>
<td></td>
<td>NEOF 2.5 MTPA</td>
</tr>
<tr>
<td></td>
<td>BOF 2.5 MTPA</td>
</tr>
<tr>
<td>Oman</td>
<td>HBI 1.5 MTPA</td>
</tr>
<tr>
<td></td>
<td>SMS 2.4 MTPA</td>
</tr>
<tr>
<td>JPL</td>
<td>Tamnar 3400 MW</td>
</tr>
<tr>
<td>Mining</td>
<td>Iron Ore 3.11 MTPA</td>
</tr>
</tbody>
</table>

### Power
- CPP 824 MW
- CPP 810 MW

### Hot Metal
- CGP 225,000 Nm3/Hr
- BOF 2.5 MTPA
- NEOF 2.5 MTPA
- BRM 1.4 MTPA
- Plate Mill 1.2 MTPA
- Plate Mill 1.00 MTPA

### Liquid Steel
- BF 3.2 MTPA
- DRI 1.8 MTPA
- NEOF 2.5 MTPA
- BOF 2.5 MTPA
- BRM 1.4 MTPA

### Finished Steel
- BF 2.125 MTPA
- DRI 1.32 MTPA
- SMS 3.6 MTPA
- Plate Mill 1.00 MTPA
- RUBM 0.75 MTPA
- MLSM 0.60 MTPA
Manifold Growth in the Last 5 Years

**FY ‘14**
- Steel - India: 3 MTPA
- Power: 1,000 MW
- Oman: 0 MTPA
- Pellet: 4.5 MTPA

**FY ‘19**
- Steel - India: 8.6 MTPA
- Power: 3400 MW
- Oman: 2.4 MTPA
- Pellet: 9 MTPA

~2.86x
~3.4x
Add
~2x

All major capex completed – scale of growth is approx. Three Times
... potential for BIG LEAP

**Steel – India Capacity**
- FY19 Capacity: 8.6 MTPA
- Production in FY19: 5.25 MTPA
- Upside Potential: 64%

**Steel – Oman Capacity**
- FY19 Capacity: 2.4 MTPA
- Production in FY19: 1.71 MTPA
- Upside Potential: 40%

**Independent Power Capacity**
- FY19 Capacity: 3,400 MW
- Production in FY19: 1187 MW
- Upside Potential: 186%

**Pellet Capacity**
- FY19 Capacity: 9.0 MTPA
- Production in FY19: 7.08 MTPA
- Upside Potential: 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, E0, 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**

**FLAT PRODUCTS**

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

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

**INNOVATIVE PRODUCTS**

- **Fabricated Structures**
  - **Sections:** H-type Beam, I-type Beams, Box Sections and Star Columns
  - **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 TMF 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.
Extensive Sales and Distribution Network

Pan India presence with multiple customer touch points
### JSPL Standalone Key Financials

(Figures in Rs. Crores)

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

(Figures in Rs. Crores)

<table>
<thead>
<tr>
<th>Parameter</th>
<th>FY 2018-19</th>
<th>FY 2017-18</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>27,730</td>
<td>17,523</td>
<td>58%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>6,017</td>
<td>3,973</td>
<td>51%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>22%</td>
<td>23%</td>
<td></td>
</tr>
<tr>
<td>Depreciation + Amortization</td>
<td>2,307</td>
<td>1,910</td>
<td>21%</td>
</tr>
<tr>
<td>Interest</td>
<td>2,896</td>
<td>2,391</td>
<td>21%</td>
</tr>
<tr>
<td>PBT (Before Exceptional)</td>
<td>829</td>
<td>(328)</td>
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<td>Exceptional</td>
<td>1,398</td>
<td>344</td>
<td>306%</td>
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<tr>
<td>PBT</td>
<td>(570)</td>
<td>(672)</td>
<td>15%</td>
</tr>
<tr>
<td>PAT</td>
<td>(263)</td>
<td>(362)</td>
<td>27%</td>
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</table>
POWER BUSINESS
**Power Capacities at a glance**

### Captive power projects (within JSPL)

<table>
<thead>
<tr>
<th>Project</th>
<th>Capacity (MW)</th>
<th>Fuel</th>
<th>Configuration</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>DCPP, Raigarh</td>
<td>540</td>
<td>Coal</td>
<td>4x135 MW</td>
<td>Operational</td>
</tr>
<tr>
<td>JSPL, Raigarh</td>
<td>284</td>
<td>Coal &amp; waste heat</td>
<td>1x24 MW (Waste heat) 2x55 MW 6x25 MW</td>
<td>Operational</td>
</tr>
<tr>
<td>Angul, Odisha</td>
<td>810</td>
<td>Coal</td>
<td>6 x135 MW</td>
<td>Operational</td>
</tr>
</tbody>
</table>

### Independent Power Projects (IPP)

<table>
<thead>
<tr>
<th>Project</th>
<th>Capacity (MW)</th>
<th>Fuel</th>
<th>Configuration</th>
<th>Status</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tamnar 1*</td>
<td>1,000</td>
<td>Coal</td>
<td>4x250 MW</td>
<td>Operational</td>
</tr>
<tr>
<td>Tamnar 2</td>
<td>2,400</td>
<td>Coal</td>
<td>4x600 MW</td>
<td>Operational</td>
</tr>
</tbody>
</table>

*Divestment announced*
IPP - JINDAL POWER LIMITED

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

<table>
<thead>
<tr>
<th></th>
<th>Tamnar-I, 1,000 MW (EUP I)</th>
<th>Tamnar-II - 1,200 MW (EUP II)</th>
<th>Tamnar-II - 1,200 MW (EUP III)</th>
</tr>
</thead>
<tbody>
<tr>
<td>FSA</td>
<td>• Coal sourced through – market purchase and e-auction</td>
<td>• Long term linkage from Mahanadi Coal Limited (MCL) and South Eastern Coalfields Limited (SECL)</td>
<td>• Coal sourced through – market purchase and e-auction</td>
</tr>
<tr>
<td>PPA</td>
<td>• Bilateral/short term/exchange</td>
<td>• TNEB – 400MW</td>
<td>• CSEB – 60MW</td>
</tr>
<tr>
<td></td>
<td>• TNEB – 200 MW</td>
<td>• CSEB – 60MW</td>
<td></td>
</tr>
<tr>
<td>Evacuation</td>
<td>• Open access available</td>
<td>• Open access available</td>
<td>• Open access available</td>
</tr>
</tbody>
</table>

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

<table>
<thead>
<tr>
<th>Project</th>
<th>Buyer</th>
<th>Type</th>
<th>Period</th>
<th>Quantum (MW)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Tamnar II (Phase 1)</td>
<td>Tamil Nadu</td>
<td>Long Term</td>
<td>Feb-14 to Sep-28</td>
<td>400</td>
</tr>
<tr>
<td>Tamnar I</td>
<td>Tamil Nadu</td>
<td>Medium Term</td>
<td>Sep-17 to Aug-19</td>
<td>200</td>
</tr>
<tr>
<td>Tamnar II (Phase 1)</td>
<td>KSEB</td>
<td>Long Term</td>
<td>Jun-16 to May-41</td>
<td>200</td>
</tr>
<tr>
<td>Tamnar II (Phase 1)</td>
<td>KSEB</td>
<td>Long Term</td>
<td>Oct-17 to Sep-42</td>
<td>150</td>
</tr>
<tr>
<td>Tamnar II (Phase 1)</td>
<td>Chhattisgarh</td>
<td>Long Term</td>
<td>After commercial operation of Unit and for complete life of plant</td>
<td>60</td>
</tr>
<tr>
<td>Tamnar II (Phase 2)</td>
<td>Chhattisgarh</td>
<td>Long Term</td>
<td>After commercial operation of Unit and for complete life of plant</td>
<td>60</td>
</tr>
</tbody>
</table>

*Over 30% of total capacity tied up*  

*Out of 3400 MW (IPP)*
## JPL Key Financials

(Figures in Rs. Crores)

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

(Figures in Rs. Crores)

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

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Net Sales (Rs. Cr.)</th>
<th>PAT (Rs. Cr.)</th>
<th>Generation (MU)</th>
<th>Cash Profit (Rs. Cr.)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Year 2018-19</td>
<td>3858</td>
<td>(436)</td>
<td>10396</td>
<td>816</td>
</tr>
<tr>
<td>Year 2017-18</td>
<td>4,059</td>
<td>(673)</td>
<td>10,905</td>
<td>778</td>
</tr>
<tr>
<td>Year 2016-17</td>
<td>3,119</td>
<td>(668)</td>
<td>9,176</td>
<td>656</td>
</tr>
<tr>
<td>Year 2015-16</td>
<td>2,997</td>
<td>(766)</td>
<td>9,542</td>
<td>706</td>
</tr>
<tr>
<td>Year 2014-15</td>
<td>3,228</td>
<td>(171)</td>
<td>10636</td>
<td>523</td>
</tr>
<tr>
<td>Year 2013-14</td>
<td>2,457</td>
<td>1,107</td>
<td>8282</td>
<td>1,386</td>
</tr>
<tr>
<td>Year 2012-13</td>
<td>2,510</td>
<td>1,113</td>
<td>7973</td>
<td>1,420</td>
</tr>
</tbody>
</table>
GLOBAL VENTURES
Mozambique, Africa
- Developing 3MTPA coal mine in Mozambique’s coal-rich Moatize region

South Africa, Africa
- JSPL’s Kiepersol Colliery produces Anthracite coal, sold domestically and internationally

Australia
- 60.38% stake in Wollongong Coal Ltd which comprises of two coking coal mines – Wongawilli and Russel Vale

Shadeed, Oman
- 1.5 MT HBI, 2.4 MT SMS Plant & 1.4 MT Rebar Mill – an Integrated Steel Plant
Holding structure for global operations

Jindal Steel & Power Ltd
Listed Operating Entity in India

Jindal Steel & Power (Mauritius) Ltd
Holding company for overseas business

Oman
2.4 MTPA Integrated Steel plant

Australia
Coking Coal

South Africa
Anthracite Coal

Mozambique
Thermal/ Coking Coal
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
Kiepersol Colliery, South Africa

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
Chirodzi Mine - Mozambique, Africa

- **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
Wollongong Coal Ltd., Australia

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 Million Tonnes)
Highest ever Revenue & EBITDA in FY19

**Revenue (Rs. In Cr)**

![Revenue Graph](image)

*JSPL achieved ever highest Revenue in FY19*

**EBITDA (Rs. In Cr)**

![EBITDA Graph](image)

*JSPL achieved ever highest EBITDA in FY19*
### JSPL Consolidated Key Financials

(Figures in Rs. Crores)

<table>
<thead>
<tr>
<th>Parameter (in Crores of INR)</th>
<th>Q4 FY 2018-19</th>
<th>Q3 FY 2018-19</th>
<th>Q4 FY 2017-18</th>
<th>%QoQ</th>
<th>%YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>10,159</td>
<td>9,580</td>
<td>8,599</td>
<td>6%</td>
<td>18%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,845</td>
<td>2,077</td>
<td>2,137</td>
<td>-11%</td>
<td>-14%</td>
</tr>
<tr>
<td>EBITDA %</td>
<td>18%</td>
<td>22%</td>
<td>25%</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Depreciation + Amortization</td>
<td>2,373</td>
<td>1036</td>
<td>960</td>
<td>129%</td>
<td>147%</td>
</tr>
<tr>
<td>Interest</td>
<td>1,163</td>
<td>1,042</td>
<td>1071</td>
<td>12%</td>
<td>9%</td>
</tr>
<tr>
<td>PBT (Before Exceptional)</td>
<td>(1,692)</td>
<td>14</td>
<td>106</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Exceptional</td>
<td>1,734</td>
<td>0</td>
<td>438</td>
<td></td>
<td></td>
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<tr>
<td>PBT</td>
<td>(3,426)</td>
<td>14</td>
<td>(332)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>(2,713)</td>
<td>(87)</td>
<td>(426)</td>
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<td></td>
</tr>
</tbody>
</table>

(Figures in Rs. Crores)

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

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

Presence in resource rich regions well connected with evacuation infrastructure
INDIA
Chhattisgarh State
Odisha State
JSPL, Angul

Pellet Plant, Barbil
Jharkhand State
JSPL, Patratu
Oman
Jindal Shadeed, 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

<table>
<thead>
<tr>
<th>HEALTH &amp; NUTRITION</th>
<th>DRINKING WATER &amp; SANITATION</th>
<th>EDUCATION</th>
<th>SKILL BUILDING</th>
<th>SUSTAINABLE LIVELIHOOD &amp; WOMEN EMPOWERMENT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.5 Lakh+</td>
<td>12 Lakh+</td>
<td>15000+</td>
<td>1 Lakh +</td>
<td>9000+</td>
</tr>
<tr>
<td>Adolescent girls and women benefitted from our reproductive healthcare initiatives</td>
<td>People provided with safe and clean drinking water facilities</td>
<td>Students empowered through quality education</td>
<td>People provided with vocational training and contributing to National Skill Pool</td>
<td>Women empowered through SHGs</td>
</tr>
<tr>
<td>12 Lakh +</td>
<td>30000+</td>
<td>10000+</td>
<td>6000+</td>
<td>10000+</td>
</tr>
<tr>
<td>People benefitted from our health interventions</td>
<td>Families provided by improved community sanitation facilities</td>
<td>Scholarships for poor and underprivileged children</td>
<td>Students empowered through industry specific programs and through world class universities</td>
<td>Sustainable Livelihood options generated for Rural Families</td>
</tr>
<tr>
<td>ENVIRONMENT &amp; AGRICULTURE</td>
<td>SPORTS</td>
<td>ART &amp; CULTURE</td>
<td>COMMUNITY INFRASTRUCTURE</td>
<td>SOCIAL INCLUSION</td>
</tr>
<tr>
<td>---------------------------</td>
<td>--------</td>
<td>--------------</td>
<td>--------------------------</td>
<td>------------------</td>
</tr>
<tr>
<td>30 Lakh+</td>
<td>8000+</td>
<td>400+</td>
<td>12 Lakh+</td>
<td>150+</td>
</tr>
<tr>
<td>Saplings Planted/ 10 Lakh through community initiatives</td>
<td>Sports talents trained and developed for National and International arena</td>
<td>Performing artists and traditional artisans mainstreamed through various programs</td>
<td>People provided/benefitted with infrastructural development facilities</td>
<td>Parentless children supported with shelter home</td>
</tr>
<tr>
<td>4000+</td>
<td>830+</td>
<td>350+</td>
<td>250+</td>
<td>65+</td>
</tr>
<tr>
<td>4000 acres catchment area of Watershed developed and 335 acres of WADI land reclamation</td>
<td>Youths including women players supported with coaching and nutrition care</td>
<td>Grass root level change makers mainstreamed through Swayamsiddh Samman</td>
<td>Kilometres roads laid for connectivity and linkage</td>
<td>Senior citizens provided with nourishment care</td>
</tr>
</tbody>
</table>
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 “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
For any information please contact: -

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