

Jindal Steel & Power

Q2FY25 Earnings Presentation
6th November 2024



Safe Harbour Statement

This presentation may contain certain forward looking statements concerning steel sector, economy and JSP's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. 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. This presentation is not intended, and does not, constitute or form part of any offer, invitation or the solicitation of an offer to purchase, otherwise acquire, subscribe for, sell or otherwise dispose of, any securities in JSP or any of its subsidiary undertakings or any other invitation or inducement to engage in investment activities, neither shall this presentation nor the fact of its distribution form the basis of, or be relied on in connection with, any contract or investment decision. Few numbers in this presentation are purely indicative & provisional and could change later. Estimates regarding economy, steel & power sector, company and related areas are purely indicative and could change with market conditions and host of other factors.

Building a nation of our dreams

OVER 3 DECADES OF EXCELLENCE

JSP is focused towards building world-class capabilities to make India self-reliant and a global economic powerhouse



Company Snapshot

Macro and Sectoral Update

Business Update

Social Initiatives

Q2FY25 Results

Project Update



JSP at a Glance

Growth Focussed

Scaling up world-class,
integrated steel production
capacity

Innovative, value-added products
to support India's infrastructure
creation

High performance,
customer-centric culture

Strong Balance Sheet

Net Debt/EBITDA at 1.21x

Expansion program to boost
FCF

Targeting Net Debt / EBITDA
< 1.50x across cycle

Sustainability Driven

World's first and largest coal
gasification plant for steel-
making

200 km eco-friendly
slurry pipeline
Coal Pipe Conveyor

Positively impacting
2.5 million lives



World-class assets – On the cusp of transformative expansion

Mining	Iron Making	Liquid Steel	Finished Steel
	10.42 MTPA → 16.82 MTPA	9.6 MTPA → 15.9 MTPA	7.25 MTPA → 13.75 MTPA
Iron-ore: Tensa 3.11 MTPA Kasia 7.5 MTPA Coal: Gare Palma IV/6 4 MTPA Utkal C 3.37 MTPA Utkal B1 & B2 8 MTPA Mozambique 5 MTPA South Africa 1.2 MTPA Australia 1.2 MTPA	Direct Reduce Iron (DRI) 3.12 MTPA → 4.92 MTPA Blast Furnace (BF) 7.30 MTPA → 11.90 MTPA	Steel Melting Shop (SMS) 9.60 MTPA → 15.9 MTPA	Plate Mill 2.5 MTPA → 3.0 MTPA Bar Rod Mill 2.40 MTPA Special Profiling Mill 0.75 MTPA Wire Rod Mill 0.60 MTPA Rail Mill 1.0 MTPA Hot Strip Mill 6 MTPA CRM Complex 1.2 MTPA (Downstream)
Raigarh (Chhattisgarh)	Angul (Odisha)	Barbil (Odisha)	Patratu (Jharkhand)
BF 3.05 MTPA DRI 1.32 MTPA SMS 3.6 MTPA Plate Mill 1.00 MTPA Rail Mill 1.0 MTPA Special Profiling Mill 0.75 MTPA CPP 824 MW	CGP 225,000 Nm3/Hr BF 4.25 MTPA → 8.85 MTPA DRI 1.8 MTPA → 3.6 MTPA SMS 6 MTPA → 12.3 MTPA Bar Rod Mill 1.4 MTPA Plate Mill 1.5 MTPA → 2.0 MTPA CPP 810 MW Pellet Plant 1 & 2 - 12MTPA ACPP-II 1050 MW Hot Strip Mill 6 MTPA CRM Complex 1.2 MTPA	Pellet Plant 9 MTPA	Wire Rod Mill 0.60 MTPA Bar Rod Mill 1.0 MTPA

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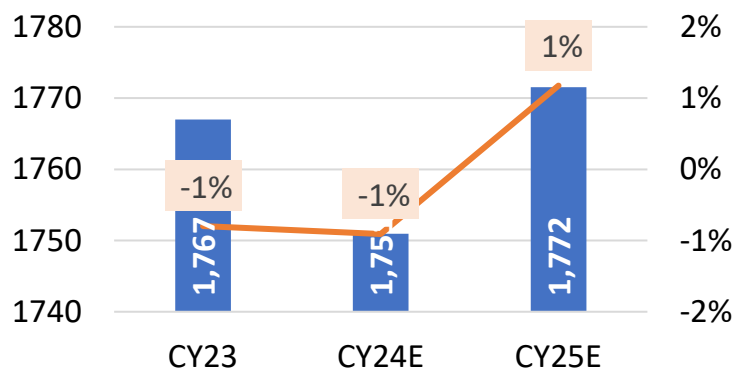
Q2FY25 Results

Project Update



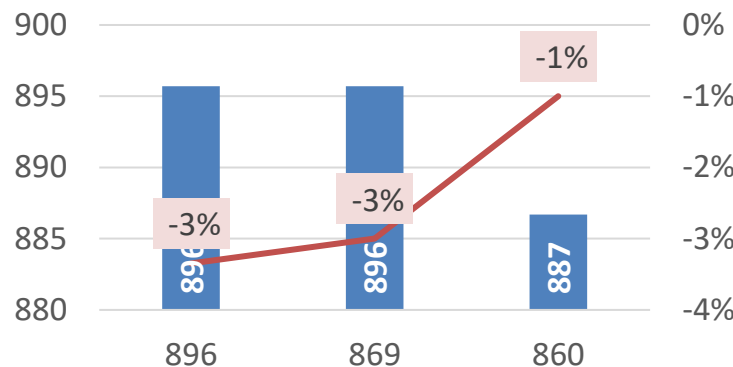
India continues to be the spotlight of global steel growth

World



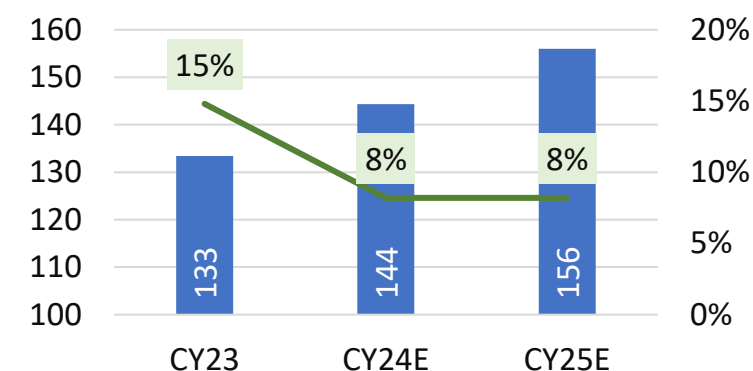
Steel Demand (MT) Demand Growth (YoY%)

China



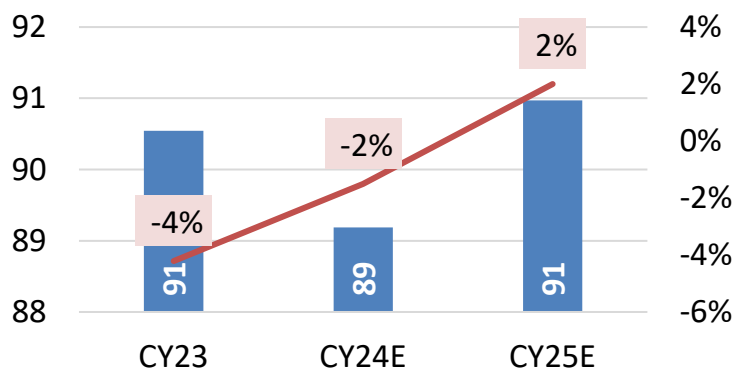
Steel Demand (MT) Demand Growth (YoY%)

India



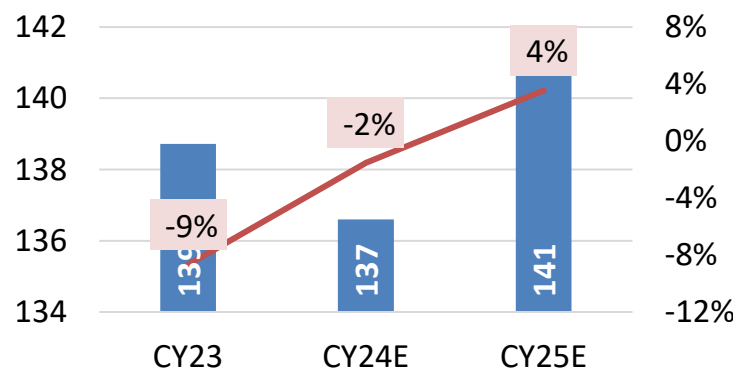
Steel Demand (MT) Demand Growth (YoY%)

USA



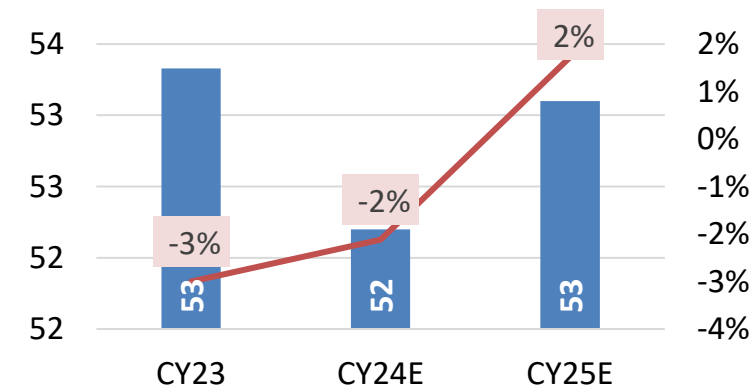
Steel Demand (MT) Demand Growth (YoY%)

EU & UK



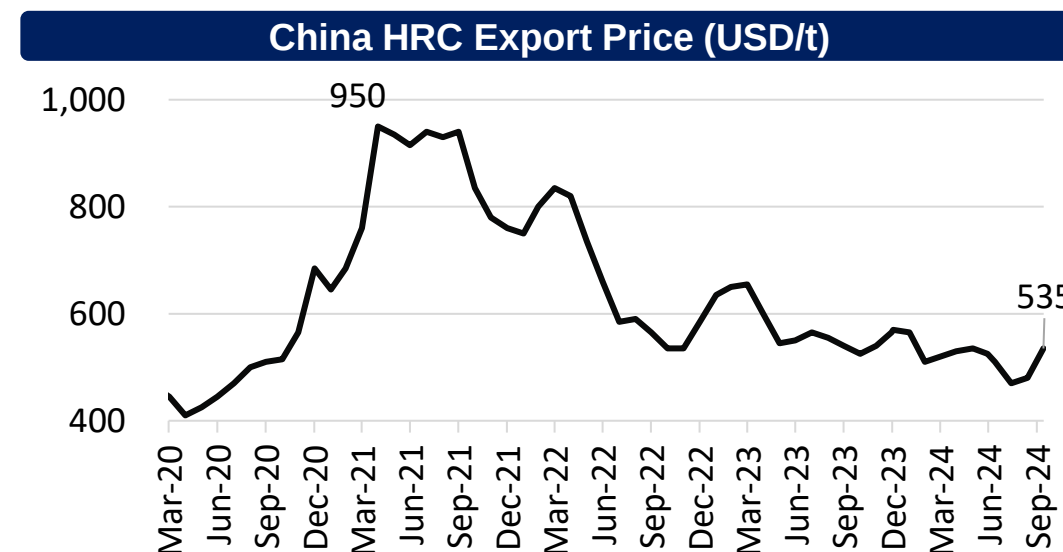
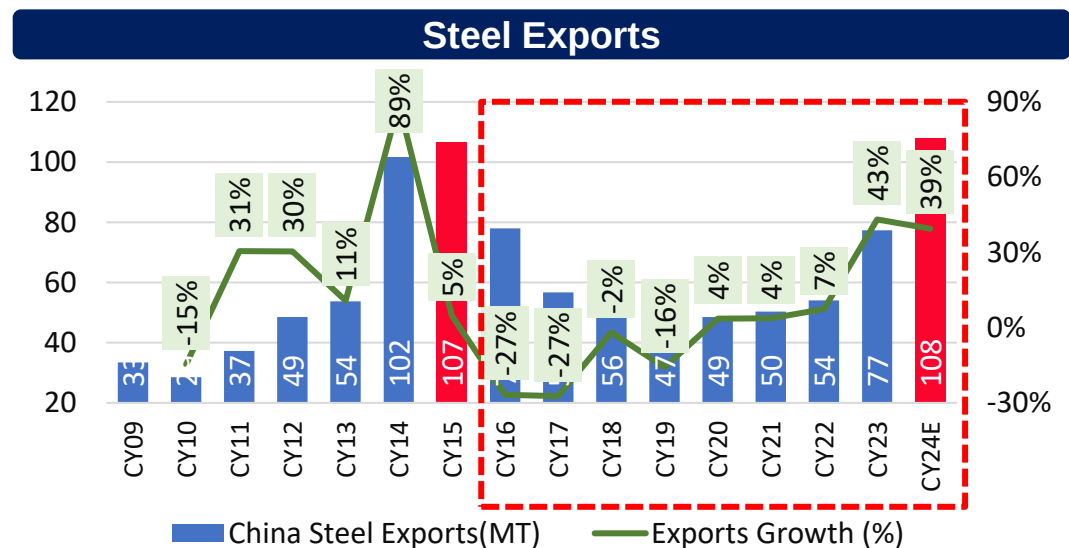
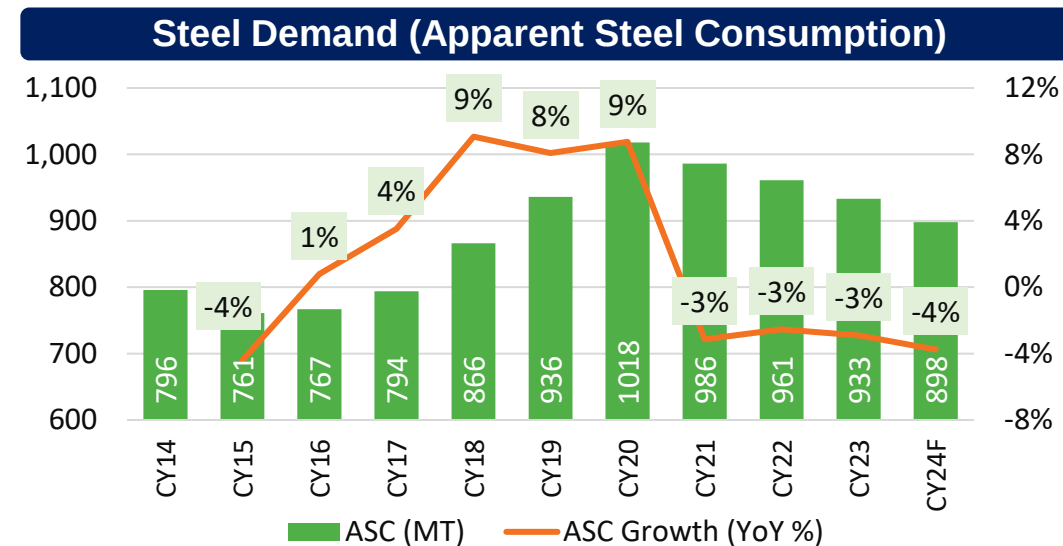
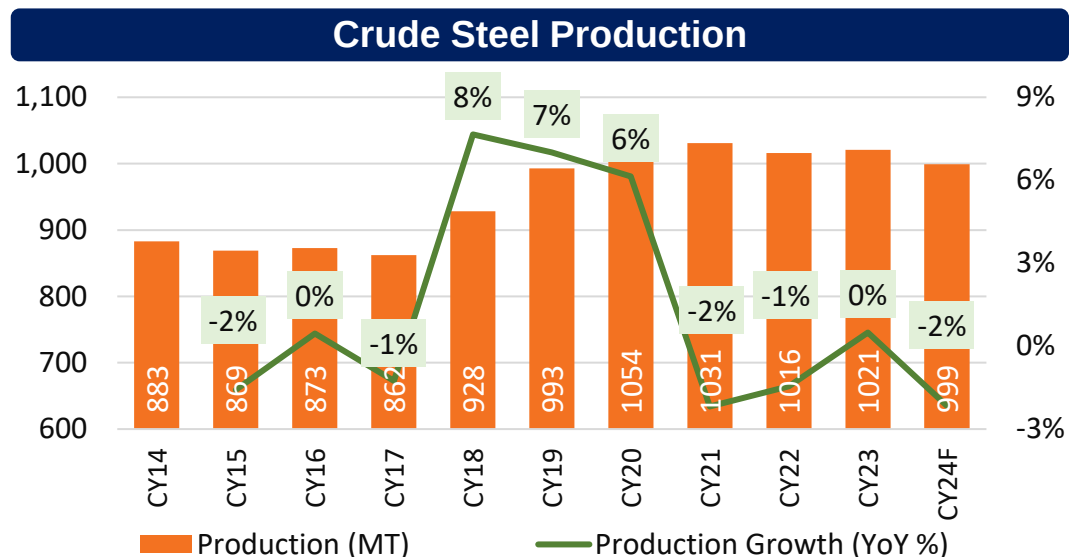
Steel Demand (MT) Demand Growth (YoY%)

Japan



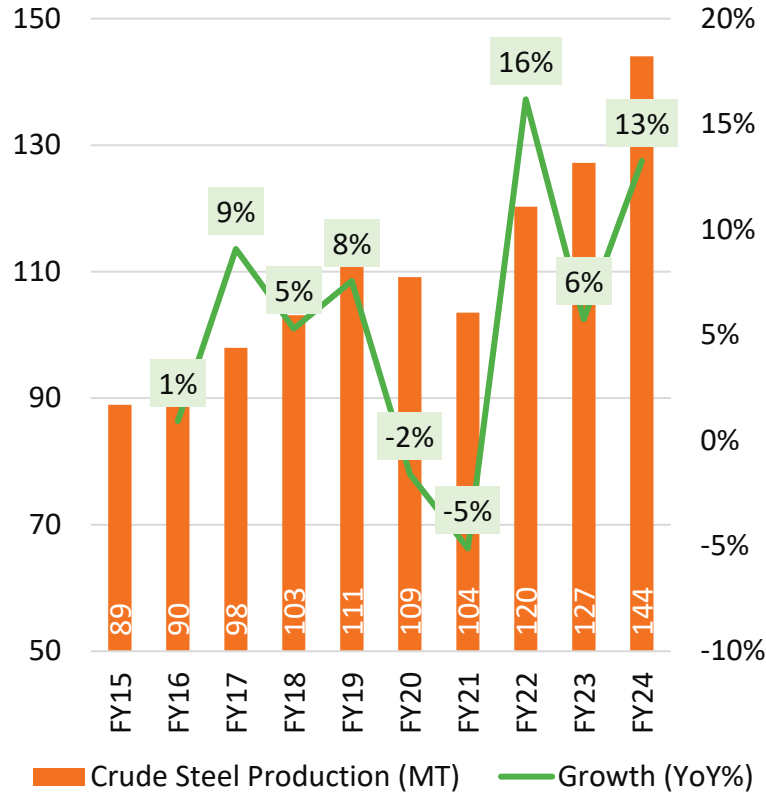
Steel Demand (MT) Demand Growth (YoY%)

China steel exports close to 10-yr high on weak domestic demand & surplus production

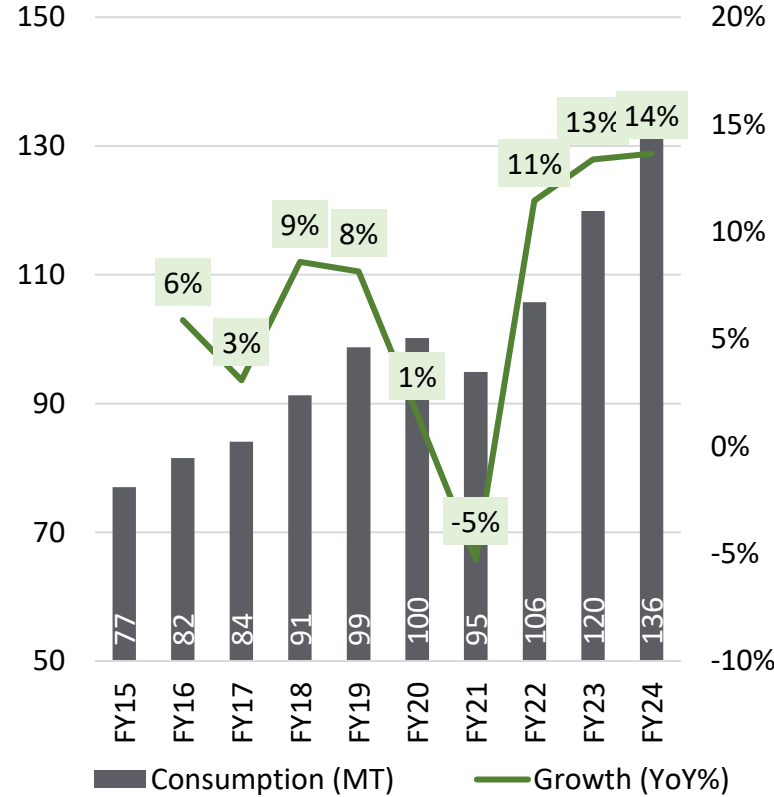


India steel demand continues to remain robust as both capacity addition & utilization improves

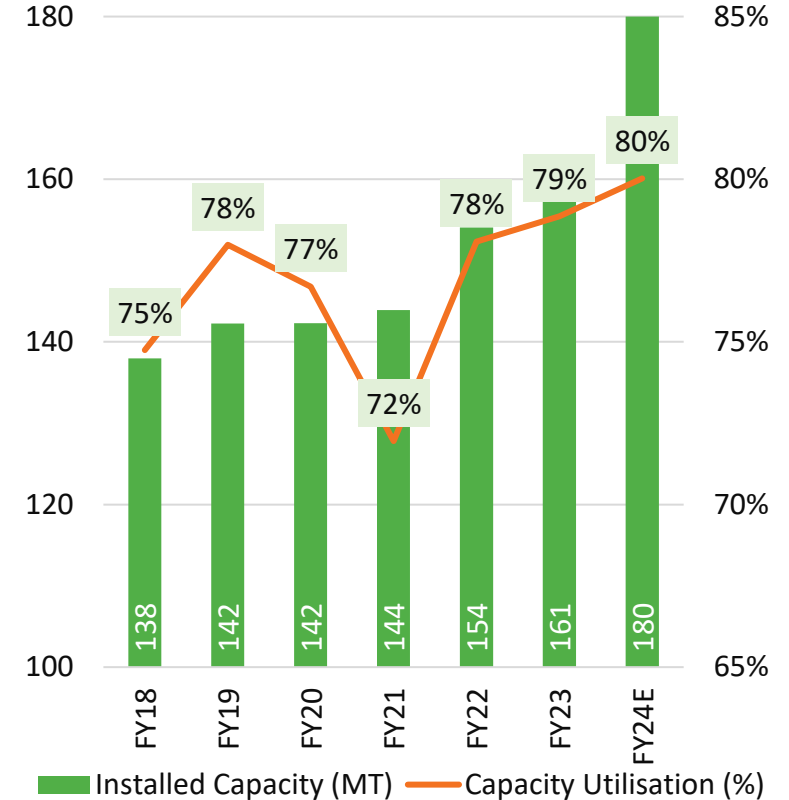
Crude Steel Production



Finished Steel Consumption



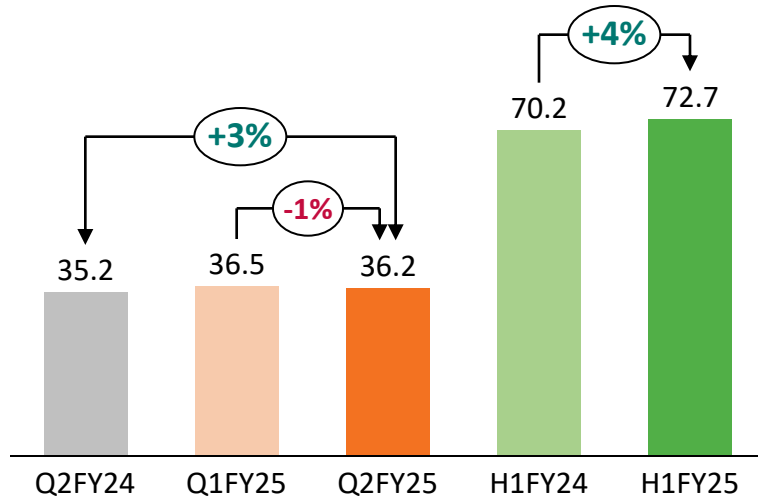
Crude Steel Capacity and Utilisation %



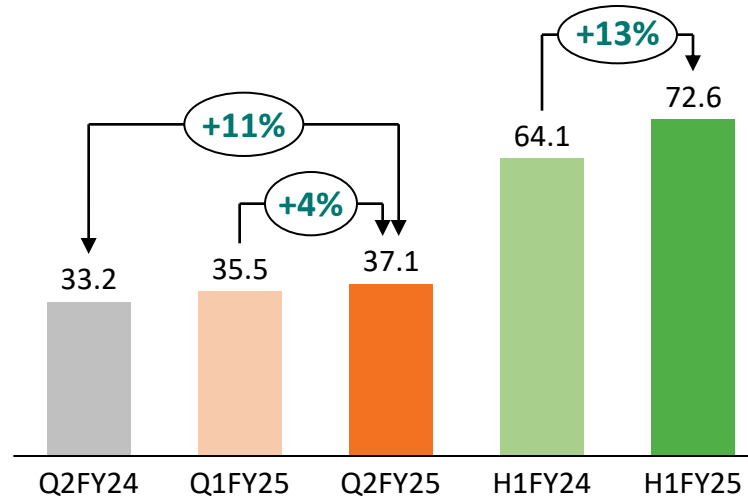
- **National Steel Policy, 2017 envisages India's steel production capacity of 300mt by 2030 by enhancing domestic per capita consumption to 160 kg**
- **Steel capacity and production continues to rise in line with Govt's vision of capacity/production of 300mt/258mt by 2030.**

India Steel Scenario – Q2FY25

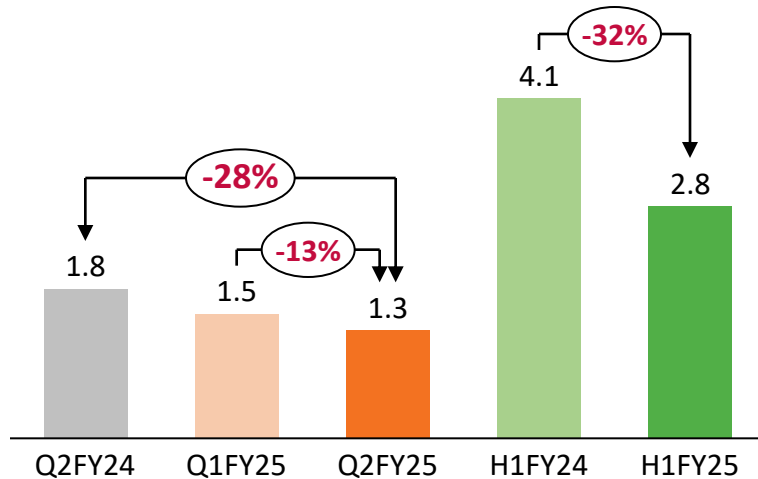
Crude Steel Production (mt)



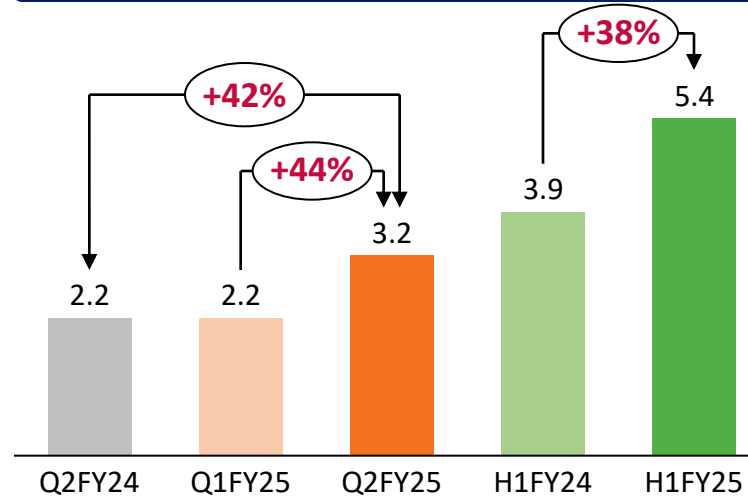
Finished Steel Consumption (mt)



Total Exports (mt)



Total Imports (mt)



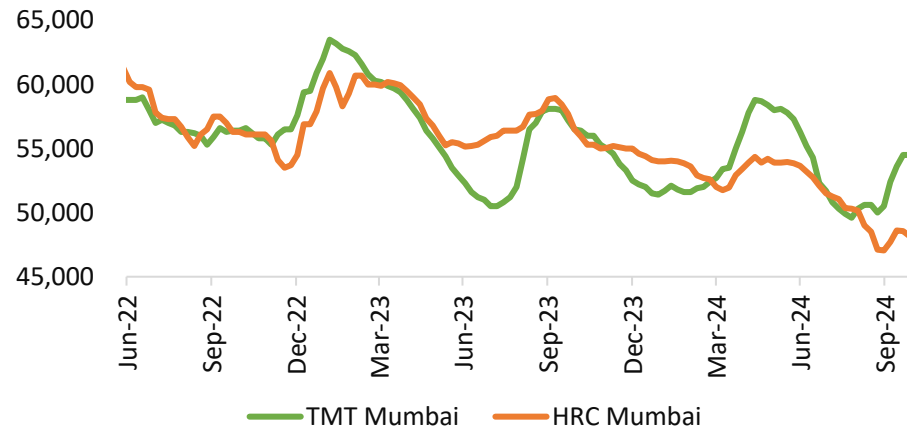
India turns net importer in FY24

- Crude Steel production grew 3% YoY during Q2FY25 to 36.2mt and 4% YoY in H1FY25 to 72.7mt
- Finished steel consumption grew 11% YoY during Q2FY25 to 37.1mt and 13% YoY during H1FY25 to 72.6 mt. Strong consumption is reflection of the underlying strength in the economy.
- Total Steel Exports declined by 13% sequentially during Q2FY25 primarily driven by lower exports of HRC. Steel exports declined 32% at 2.8mt during H1FY25. Steel exports were down both YoY and QoQ during Q2FY25 as surplus production in China kept global prices in check
- Total Steel Imports continued to rise with 44% sequential increase during Q2FY25. and 42% YoY. During H1FY25 , imports were up 38% YoY as international prices remained lower than domestic prices . However, domestic prices are now at a discount to the import prices

Key Steel and RM Prices Trend

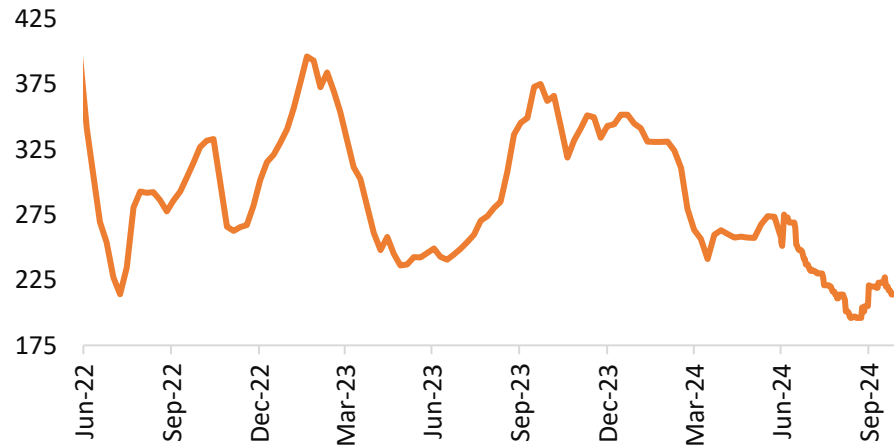
India HRC vs Rebar

Fig in ₹/tonnes



Coking Coal: Premium HCC (CNF Australia origin)

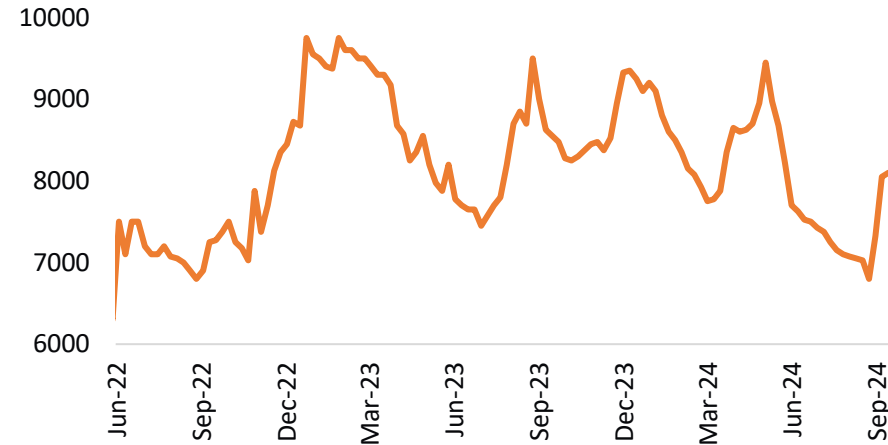
Fig in USD/tonnes



Source: Steelmint

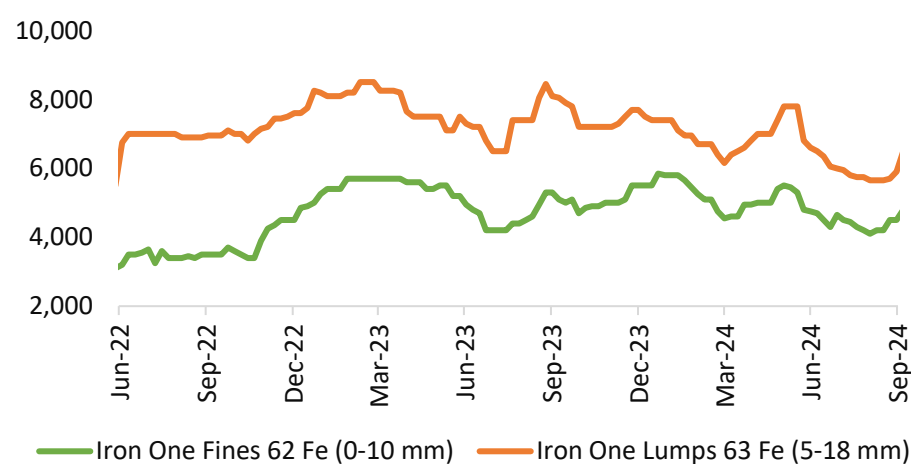
Domestic Pellet prices (Barbil)

Fig in ₹/tonnes



Iron Ore fines and Lumps (Odisha Index)

Fig in ₹/tonnes



- Indian Steel prices have corrected during Q2FY25 due to seasonal effect which was further impacted by slowdown in China, but have picked up since Oct'24
- TMT remained at a discount to HRC in July on account of seasonal weakness. However, it reverted to premium to HRC since Aug'24
- Iron ore fines and lumps prices have remained largely flat despite correction in flat steel prices
- PHCC prices remained soft trending in line with international steel prices

Company Snapshot

Macro and Sectoral Update

Business Update

Social Initiatives

Q2FY25 Results

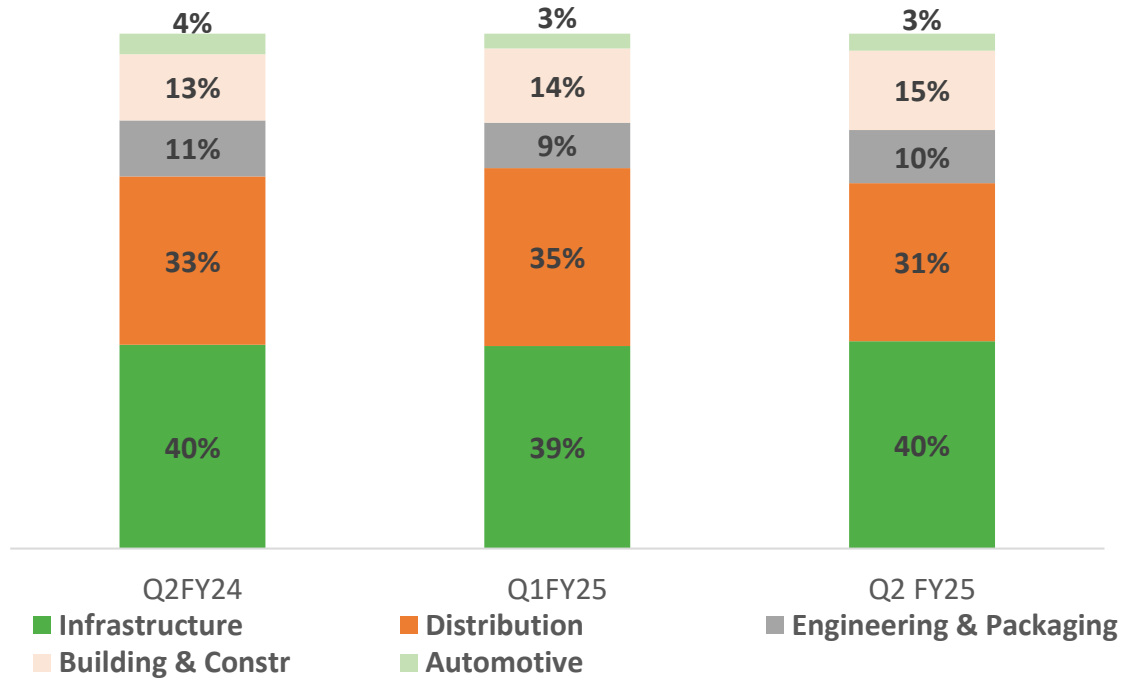
Project Update



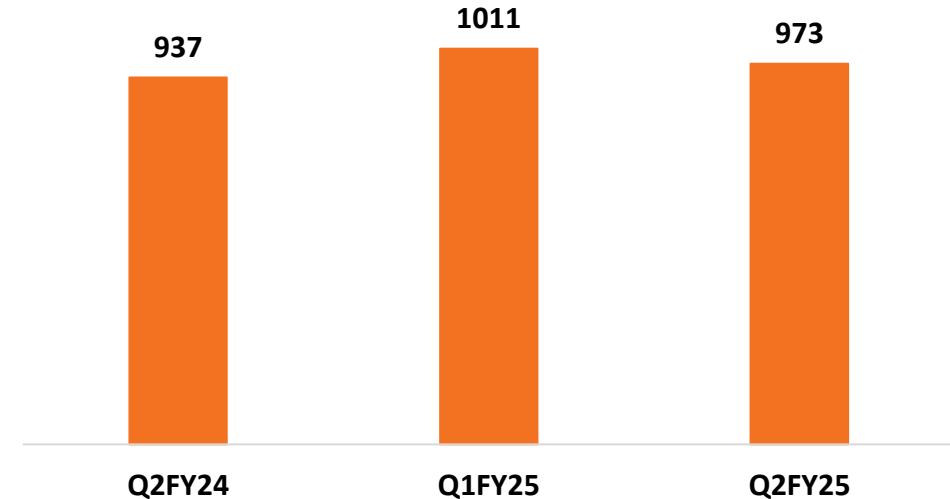
Sector wise & Value-added Sales

Make in India for India – Fulfilling India's infrastructure ambitions

Sector wise Sales distribution



Value added Sales, 000'tonnes

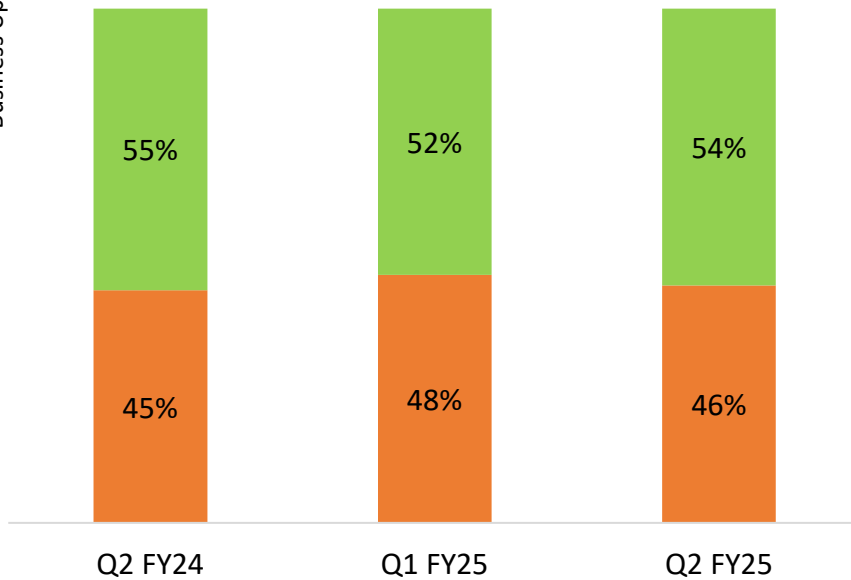


- ✓ 55 % share in Construction & Infrastructure Segment by strategically developing customized product offerings in Plates, Structural, Rebar & Fabricated Solutions.
- ✓ Driving up overall share of VAG Products by developing grades for High CAGR sectors such as Shipbuilding, Renewables and Defence.
- ✓ Ever highest Quarterly Exports of Rails

Retail Segment Performance

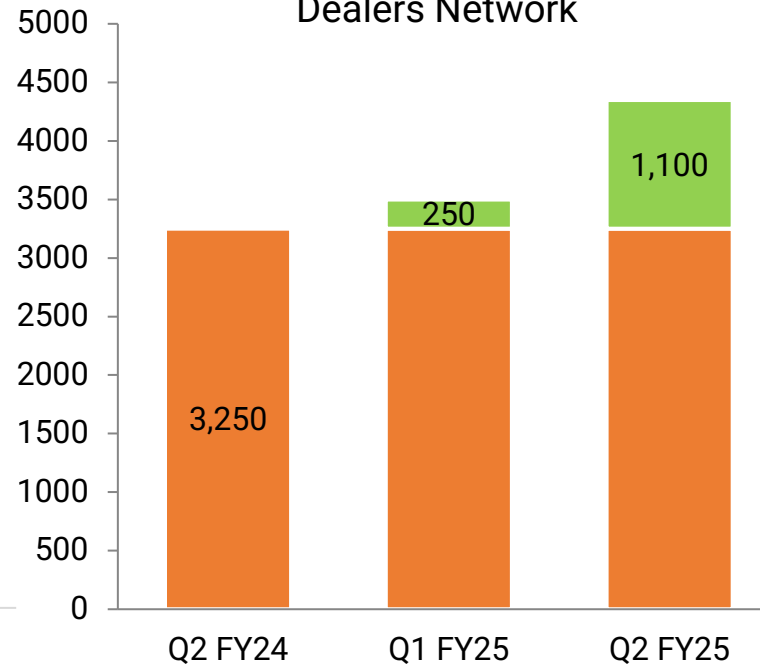
Strengthening presence across strategic locations

TMT Retail Sales, distribution



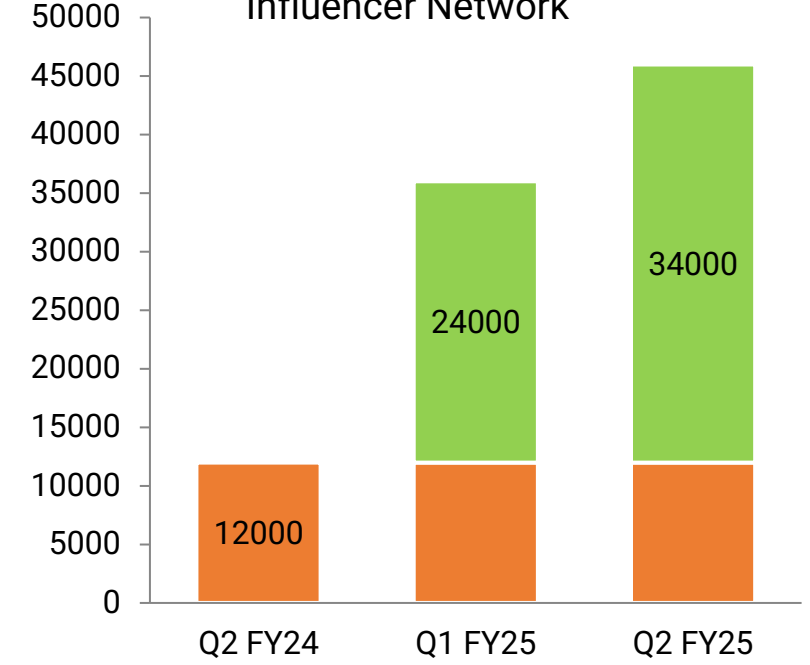
Projects Retail

Dealers Network



Addition Dealer

Influencer Network



Addition Enrolled Influencers

- ✓ Strong distribution channel of **47** Distributors and 6 yards
- ✓ Presence across India in all states with **4350** Dealer Network
- ✓ **19** Experience centers at strategic locations
- ✓ **34,000** influencers enrolled across **9** high growth states
- ✓ Retail product portfolio has been expanded with the introduction of the hollow sections

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Empowering our Communities – Key achievements during the quarter



HEALTH & NUTRITION

VATSALYA aims to reduce Infant Mortality Rate and Maternal Mortality Rate. Benefitted **12575** women and infants. Over 7.5 lakh women and infants have been benefitted so far.

KISHORI EXPRESS addresses adolescent anemia control among adolescent girls. Benefitted **20524** adolescent girls by anemia level testing and counselling. Over 7.5 lakh girls benefitted so far.

PM'S TB MUKT BHARAT

Under Ni-Kshay Poshan Yojna of NTEP **7400** TB patients provided with nutrition support. Govt. declared 10 GPs of Raigarh project locations as TB free areas.

JINDAL AROGYAM HOSPITALS

- Construction of 100 bedded multispecialty hospital in Angul and 19 bedded hospital in Barbil is in progress.
- Under Jindal Arogyam Seva, **41,077** underprivileged people have received super-speciality facility free of cost during the quarter.



EDUCATION

JINDAL ASHA program for the rehabilitation and empowerment of children with special needs and for persons with disabilities. **309** children enrolled in the quarter

- Special education for **5739** differently-abled children

COMMUNITY TEACHER Reduced student-teacher ratio to 1:25 by deploying **83** community teachers and impacting over **14,375** students and improving educational quality

JINDAL GYAN: Assistive library for improving language, mathematics, functional skills, and entertainment of **1100+** visually challenged youths & Children



SKILL EDUCATION

O.P. JINDAL COMMUNITY COLLEGES at Angul, Punjipantra, and Patratu imparting skills to rural and underprivileged youths in 14 various trades

- 624** candidates got enrolled during the quarter
- Contributed **1.6 lakh+** youths to national skill pool and **4000+** trainers and assessors

LIGHTHOUSE empowers and enskill young boys and girls in a participative, inclusive, and expressive manner

- 1003** youth from rural, semi-rural background are imparted industry & market focused employability skill training in, Angul & Barbil. 85% have been placed in organizations of national repute. 631 youths have been placed.

Empowering our Communities – Key achievements during the quarter



ENVIRONMENT AND AGRICULTURE

JINDAL VET SEVA Jindal Vet Seva, the Mobile Veterinary Ambulance for Animal Welfare provided veterinary care to **8093** animals and **35589** animals so far have been benefitted from this initiative

SUSTAINABLE LIVELIHOOD

2500+ micro-enterprises for women have been supported and livelihood options have been created. This has enhanced the supplementary annual income women over Rs. 50,000/-.



SPORTS

- **412** Wushu Players, **50** Girls Archery Players, **124** Girls Football Players & **100** girls Hockey Players trained and participated in State, National and International events.
- **Ms. Sweta Rani Mahanta was won GOLD MEDAL for Wushu in 1st South Asian School Combat Games at Dhaka Bangladesh**
- **In 33rd Sr. National Wushu Championship Babulu Munda won GOLD MEDAL and Manju Munda won BRONZE MEDAL**
- **Mr. Manjesh Yadav, para-athlete, (Chhattisgarh), won GOLD MEDAL in National Bocce Championship, organised by Special Olympics Bharat.**
- **2 Girls of Patratu unit have been selected – Under 14 State Level Football for Jharkhand State team. The team is Champion of Ramgarh District.**



SOCIAL INCLUSION

JINDAL PRAYAS CENTRE OF EXCELLENCE provides state-of-art facilities for holistic care and nourishment for **150** abandoned and impoverished children

JINDAL ELDERLY CARE AND WELLNESS CENTER at Gadamuketswar in U.P.: Centre-based nourishment, clothing, physical, spiritual, mental health, and rehabilitation facilities to old age persons

- **500+** senior citizens are provided nourishment care

NUTRITION AND HEALTH CARE SUPPORT TO DESTITUTE CHILDREN REHABILITATED IN CHIDRTEN HOMES: **600+** abandoned and underprivileged children being nourished in Odisha and Chhattisgarh

NUTRITION SUPPORT TO DESTITUTE AND ABANDONED CHILDREN, WOMEN AND ELDERLY UNDER MISSION ZERO HUNGER

- **22,03,777** underprivileged people supported with hot cooked food and dry rations in different business locations and other parts of the country

Awards & Recognitions



- **National CSR Award, by Ministry of Corporate Affairs, GoI (Aug'22)**
 - CSR in Aspirational Districts/Difficult Terrains in Eastern India
 - Contribution in National Priority Areas and support to differently abled
- **Golden Peacock CSR Award 2019 for holistic Corporate Social Responsibilities**
- **Golden Peacock Award 2022 for Corporate Social Responsibility by the Institute of Directors**
- **OTV Business Odisha Awards-2023 by OTV Network**
- **Eastern India Leadership Awards 2023 for Best CSR Impact Initiative.**
- **FAME National Award 2023 for Best CSR practices in Diamond Category.**
- **Global CSR Award 2024" by GEEF for CSR Management Company of the Year 2024 Category".**
- Sustainable Livelihood Women Empowerment**
 - Women Achievers Award 2019 to Chairperson, JSP foundation, Smt. Shallu Jindal by ASSOCHAM - Best Women Empowerment Initiative
 - The FICCI CSR Award 2019 for Women Empowerment
 - International Woman of the Year Award 2023 conferred to Chairperson JSP Foundation, Smt. Shallu Jindal by D' Tribes Chicago, USA
 - Best Women Empowerment Initiative'2023 by Interview Times
 - CSR Times Award-2024 for Sustainable Livelihood
- Health and Nutrition**
 - Mahatma Award 2021 for Multi-dimensional social intervention to support the community during the COVID 19 Pandemic in India
 - FICCI CSR Award 2022 for the fight against COVID-19
 - Times Business Award for Sustainable Rural Health Care by Times of India
 - IHW CSR Health Impact Gold Award-2023 for COVID Relief Initiatives in the Mega Projects Category.
 - CSR Times Award-2024 for Eradicating Extreme Hunger, Poverty and Malnutrition
- Welfare of Differently abled Children.**
 - 10th Greentech CSR India Award 2023 for the Welfare of Divyangs
- Sports**
 - CSR Journal Excellence Award-2023 for contribution to the promotion of sports in rural and tribal areas.
 - Indian Social Impact Award 2024 for Best Sports Welfare Initiative of the Year
 - CSR Journal Excellence Award-2024 for promotion of sports in rural and tribal areas.
- Water Conservation and Management**
 - Green Tech CSR Award 2019, for best practices in Natural Recourse Management in Watershed Development
 - AIBCF CSR & Sustainability Award 2024, under Water Conservation and Management
- CSR Sustainability**
 - Odisha Leadership Award 2024 for Sustainable Community Development
 - Kalinga Excellence Awards2024 for Energy, Corporate Social Responsibility (CSR) and Sustainability in Gold Category
 - Odisha CSR and Sustainability Excellence Award 2024 by Odisha, ASSOCHAM.



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Q2FY25 Highlights – Consolidated

Gross revenue* Q2FY25	Adjusted EBITDA# Q2FY25	Adj. EBITDA per ton Q2FY25	PAT Q2FY25
₹13,025 Cr	₹2,124 Cr	₹11,467	₹860 Cr
Q1FY25 - ₹15,788 Cr Q2FY24 - ₹14,128 Cr	Q1FY25 - ₹2,831 Cr Q2FY24 - ₹2,213 Cr	Q1FY25 - ₹13,527 Q2FY24 - ₹11,003	Q1FY25 - ₹1,338 Cr Q2FY24 - ₹1,390 Cr

Q2FY25 Highlights - Consolidated

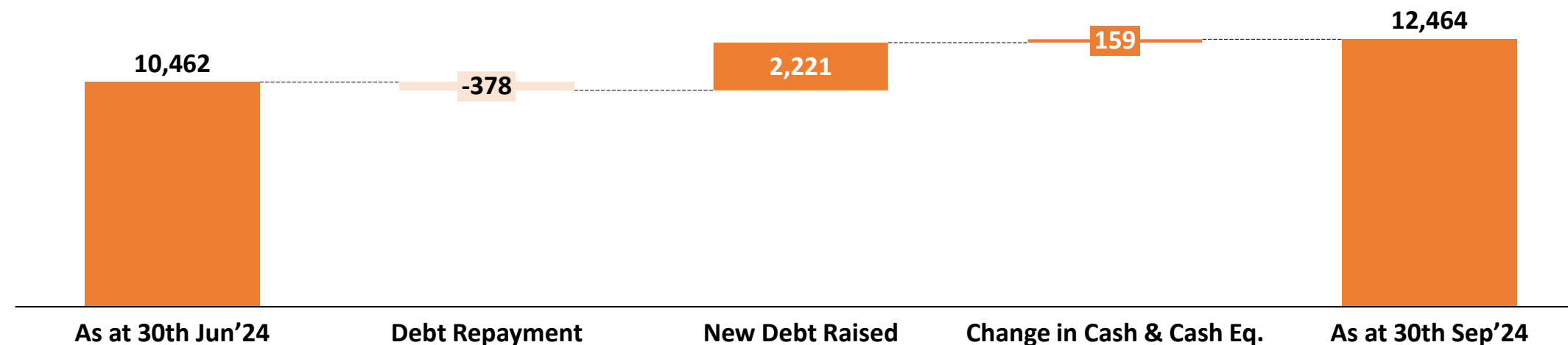
Steel Production Q2FY25	Steel Sales Q2FY25	Net Debt Q2FY25	Net Debt to EBITDA(TTM) Q2FY25
1.97 MT	1.85 MT	₹12,464 Cr	1.21
Q1FY25 – 2.05 MT Q2FY24 – 1.90 MT	Q1FY25 – 2.09 MT Q2FY24 – 2.01 MT	Q1FY25 - ₹10,462 Cr Q2FY24 - ₹7,313Cr	Q1FY25 – 1.0 Q2FY24 -0.77

* Incl. GST (goods and service tax) and Other income

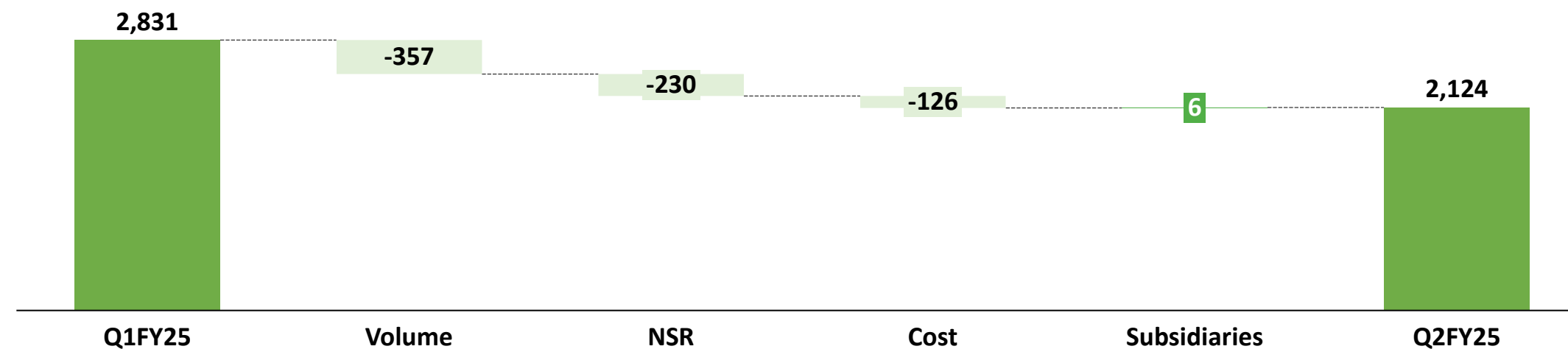
Adjusted for one-off FX Gain of INR 76 Cr in Q2FY25, INR 9 Cr in Q1FY25 and INR 73 Cr in Q2FY24

Net Debt and EBITDA bridge

Consolidated Net Debt Movement (QoQ) (INR Cr)



Consolidated Adjusted EBITDA Movement (QoQ) (INR Cr)



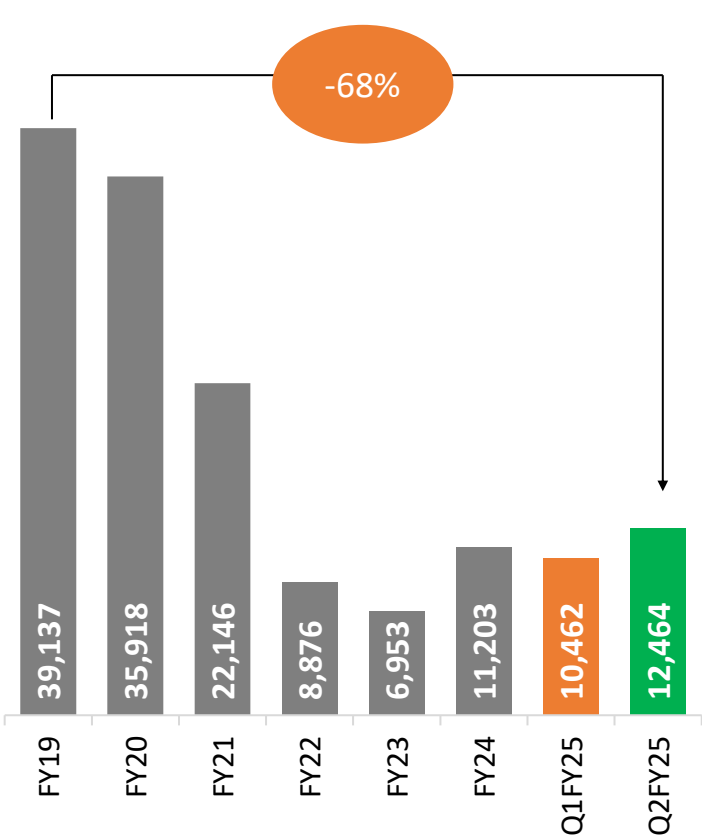
Strengthening Fundamentals to Drive Sustainable Growth



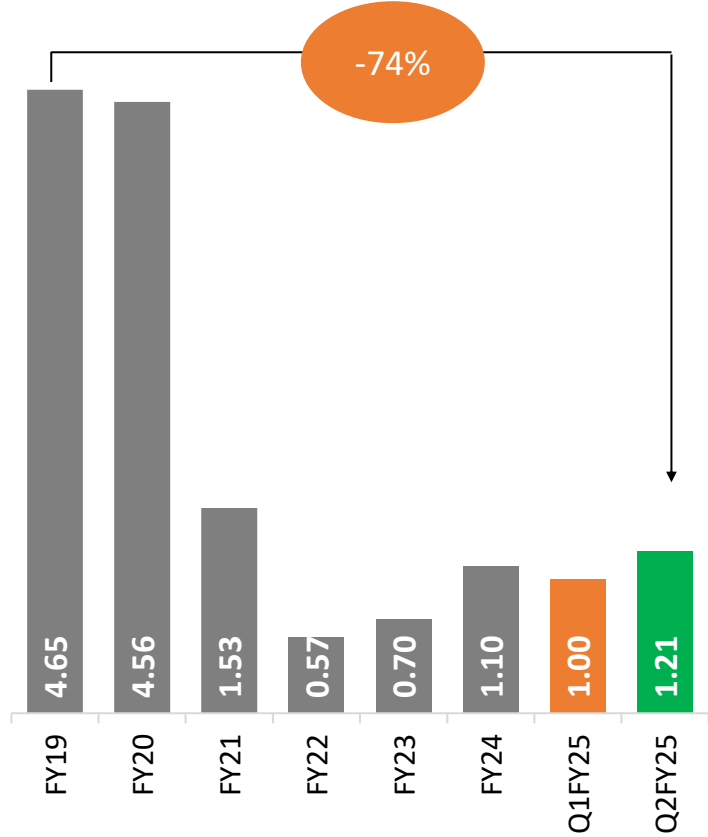
Q2FY25 Result

Consolidated Performance

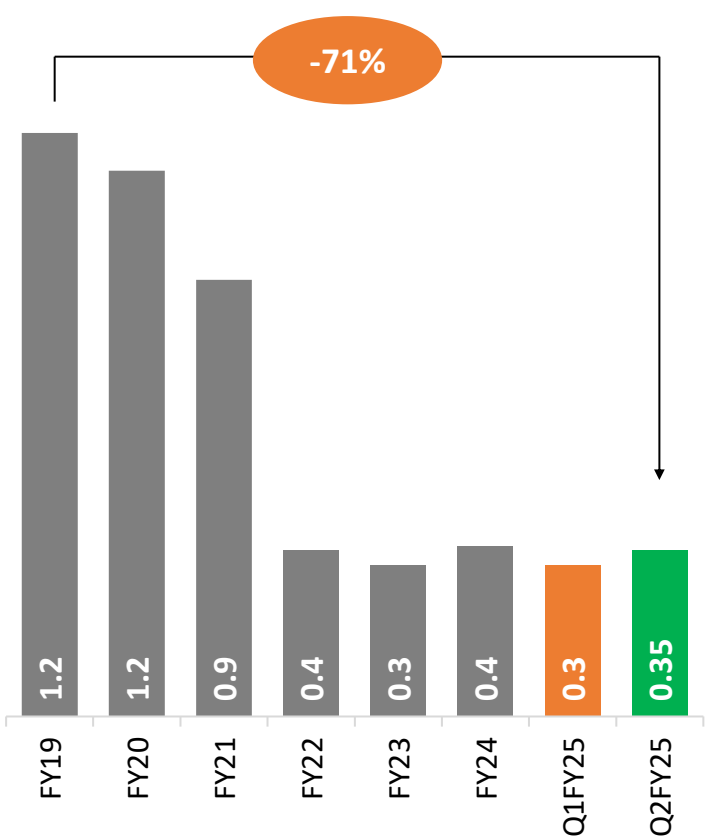
Net Debt (INR Cr)



Net Debt/EBITDA (x)



Debt/Equity (x)



Financial Performance – Consolidated



INR Crore	Quarterly Performance			Half yearly Performance	
Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Gross Revenue*	13,025	15,788	14,128	28,813	28,668
Net Revenue	11,248	13,652	12,282	24,900	24,926
Adjusted EBITDA**	2,124	2,831	2,213	4,955	4,917
Depreciation + Amortization	696	683	604	1,379	1,191
Finance Cost (net)	326	332	329	658	658
PBT	1,213	1,859	1,385	3,072	3,151
Reported PAT /(Loss)	860	1,338	1,390	2,198	3,082

* Incl. GST (goods and service tax) and Other income

** Adjusted for one-off FX Gain of INR 76 Cr in Q2FY25, INR 9 Cr in Q1FY25 and INR 73 Cr in Q2FY24. Gain of INR 84 Cr in H1 FY25 and loss of INR 3 Cr H1FY24.

Financial Performance – Standalone



INR Crore	Quarterly Performance			Half yearly Performance	
Particulars	Q2FY25	Q1FY25	Q2FY24	H1FY25	H1FY24
Gross Revenue*	13,433	14,929	13,953	28,363	28,173
Net Revenue	11,529	12,865	12,108	24,394	24,432
Adjusted EBITDA**	1,916	2,694	2,244	4,609	4,908
Depreciation + Amortization	573	564	555	1,137	1,094
Finance Cost (net)	167	183	258	350	516
PBT	1,224	1,975	1,526	3,199	3,395
Reported PAT /(Loss)	894	1,457	1,109	2,351	2,508

* Incl. GST (goods and service tax) and Other income

** Adjusted for one-off FX Gain of INR 24 Cr in Q2FY25, INR 5 Cr in Q1FY25, and INR 69 Cr in Q2FY24. Gain of INR 30 Cr in H1 FY25 and Gain of INR 57 Cr in H1 FY24.

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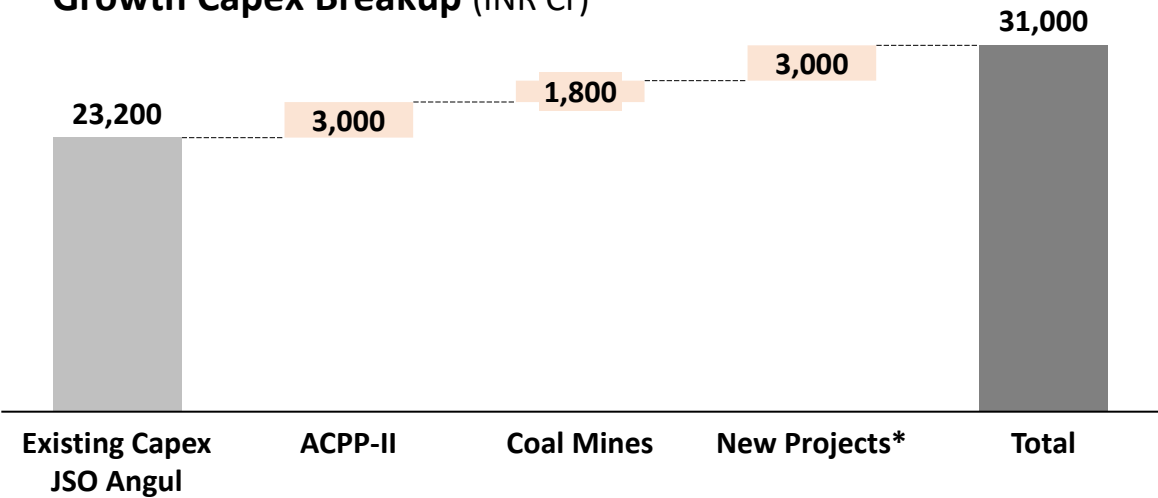
Project Update



Scaling-up for Market Leadership

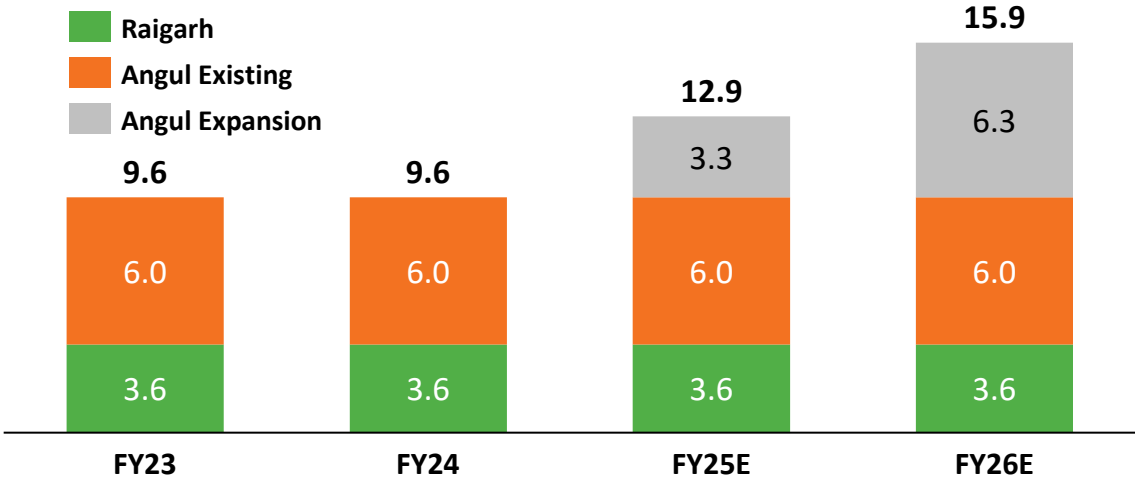


Growth Capex Breakup (INR Cr)

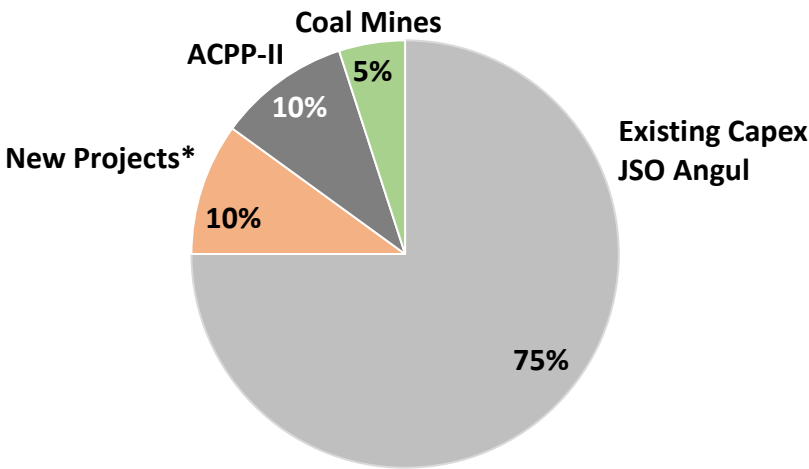


*New Projects include Q&T, Rakes, Micro Pelletization etc.

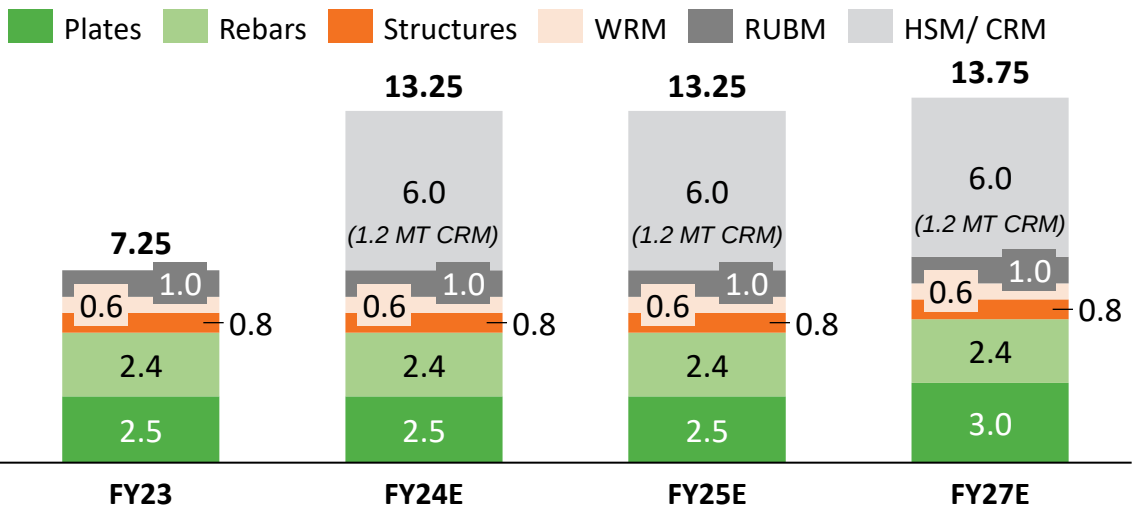
Crude Steel Capacity (MTPA)



Share of Capex Categories



Finished Steel Capacity (MTPA)



Project Completion Status



Projects	Indicative Timeline	Civil	Mechanical	Electrical
Pellet Plant – I		Commissioned		
HSM		Commissioned		
Slurry Pipeline	Q4FY25			
Pellet plant – II	Q4FY26			
BOF – II	Q4FY25			
ASU, Coke oven, RMHS	Q1FY26			
BF – II	Q4FY25			
ACPP – II	Q3FY25			
BOF – III	Q3FY26			
DRI – II	Q3FY26			
CRM Complex	Q1FY26			
Plate Mill	Q1FY27			

Blast Furnace



Lime Dolo Plant



Coke Oven Battery



Slurry Pipeline



RMHS



Project Status Update

ACPP2



CRM



Thank you