



Q4 FY'20

Industry Update &
Key Performance Highlights

25th May, 2020

This presentation may contain certain forward looking statements concerning Steel & power sector , Economy and JSPL'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.

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PRESENTATION OUTLINE

Q4 FY'20

HIGHLIGHTS

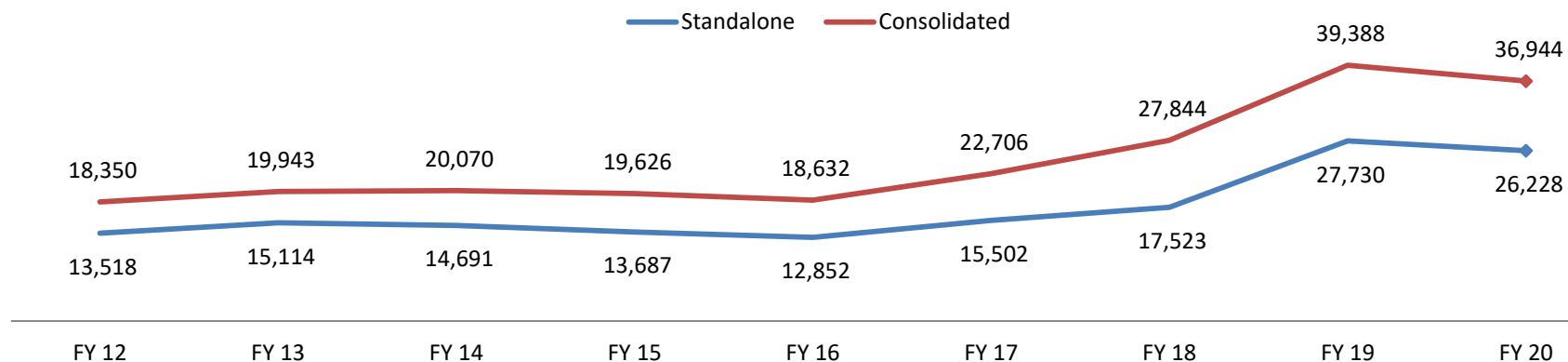
INDUSTRY UPDATE

COMPANY UPDATE



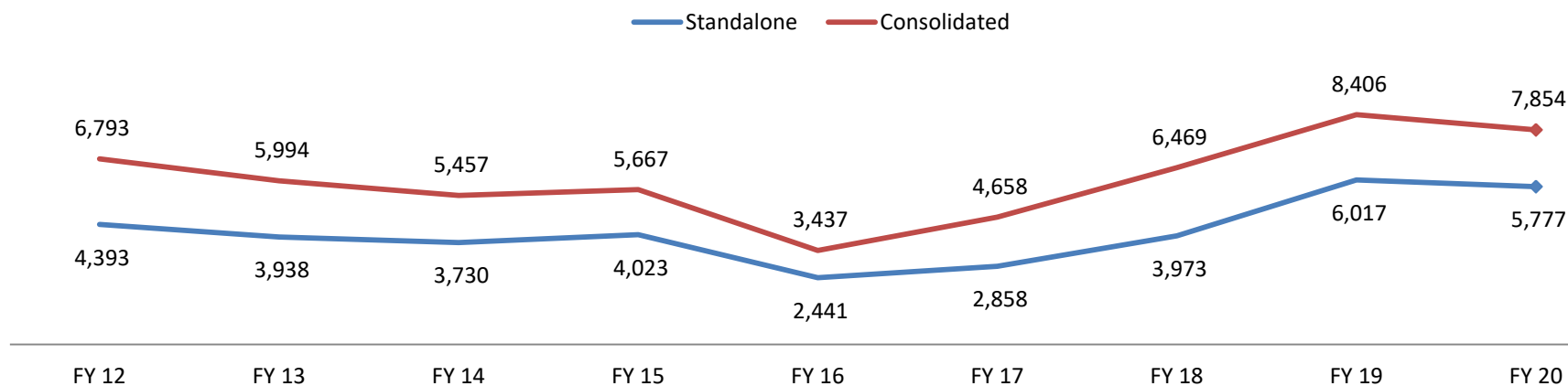
REVENUE (Rs. In Cr)

(Figures in Rs. Crores)

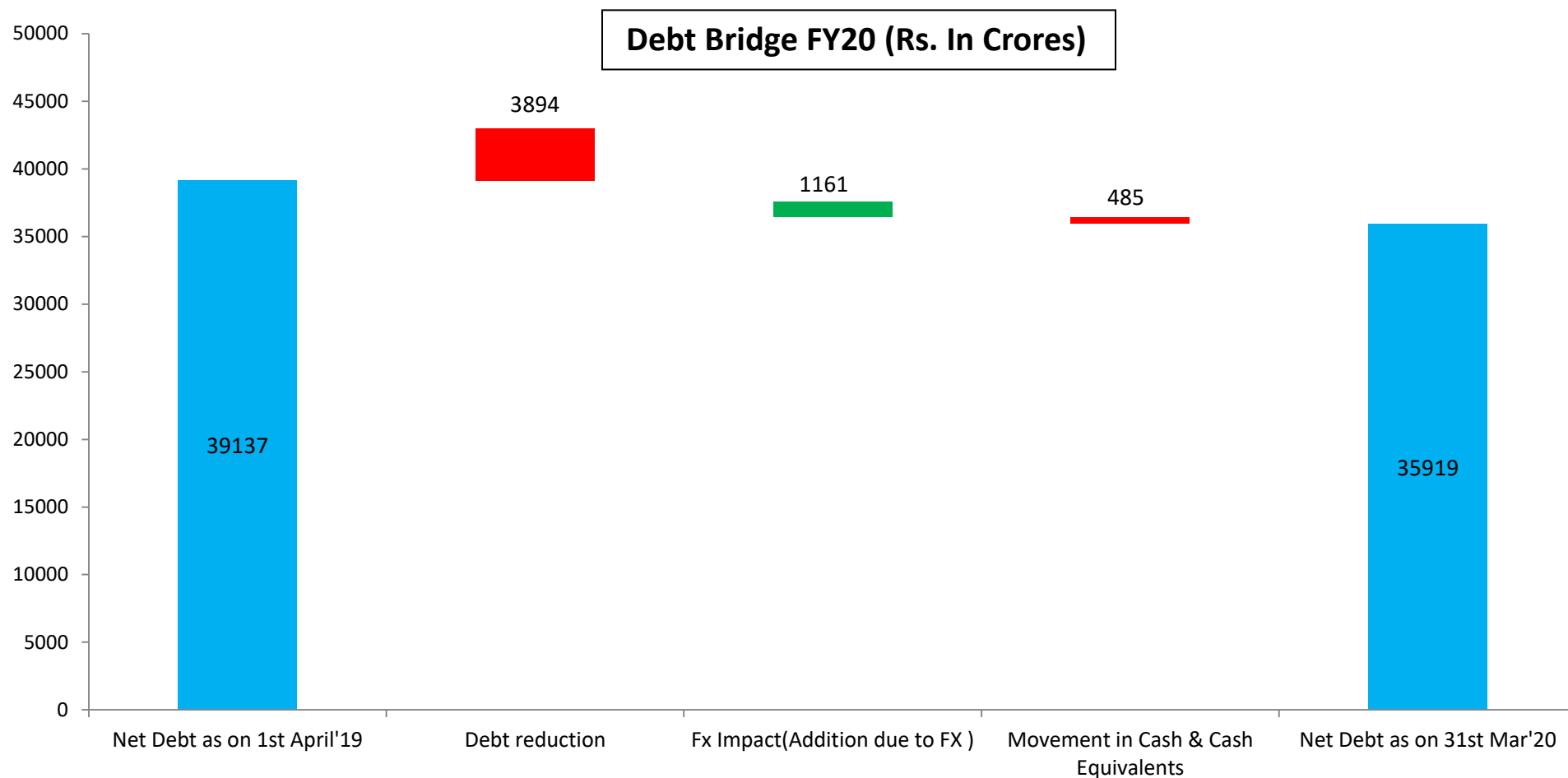


EBIDTA (Rs. In Cr)

(Figures in Rs. Crores)



JSPL CONSOLIDATED DEBT BRIDGE



In Opening Debt Numbers Adjustment due to IND AS of Rs 54 Crs is added back (Ignoring that the Net Debt is Rs.39084 Cr)

PRESENTATION OUTLINE

Q4 FY'20

HIGHLIGHTS

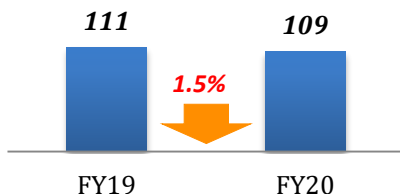
INDUSTRY UPDATE

COMPANY UPDATE



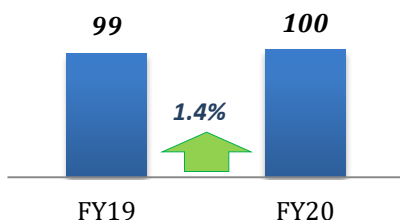
INDUSTRY UPDATE

(All Fig in Mt)



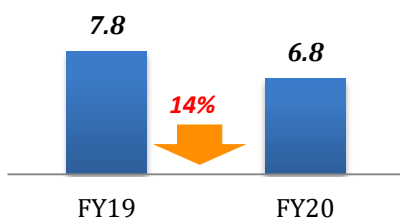
Crude Production

- ✓ The **Crude steel production** decreased by 1.5 % (y-o-y)
- ✓ The **Primary producers** production **down** by 1% (63 Mt) while **Other Producers** production **down** by 2.5% (46 Mt) , (share of production 58:42)



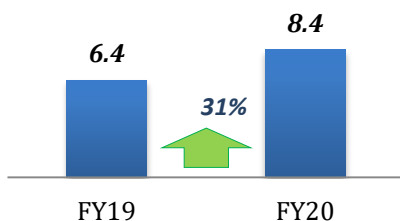
Finished Steel Consumption

- ✓ Finished **Steel Consumption Grew up** by 1.4 %



Imports

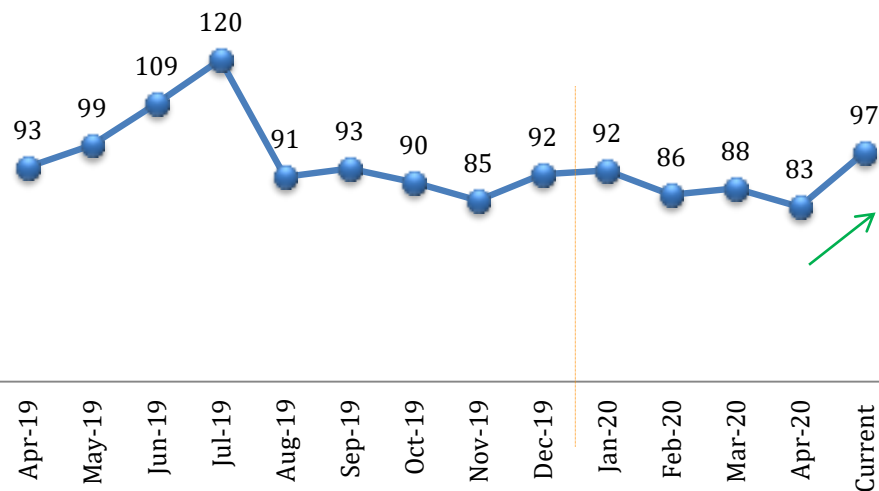
- ✓ Imports **decreased** by 14 %
- ✓ **Korea** (40%), **China** (18%) **Japan** (15%), & **Indonesia** (7%) remains the biggest exporters to India
- ✓ **Share of FTA imports** has gradually increased to 64% in Q4 FY20 Vs 59% in Q419



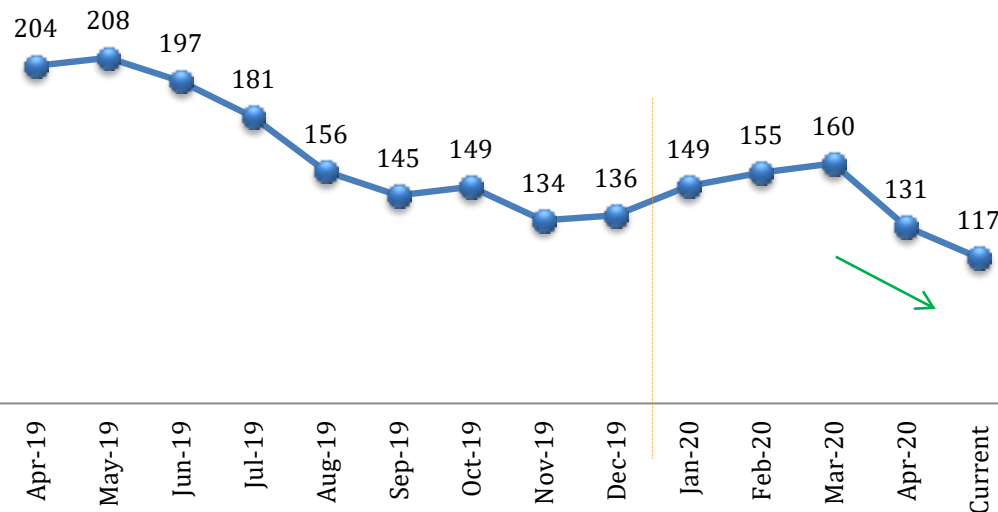
Exports

- ✓ Exports **Increased** by 31% .
- ✓ **India Again Becomes Net Exporters**
- ✓ **Vietnam (28%), Nepal (11%), UAE(10%), Italy (9%),** remains biggest export destination

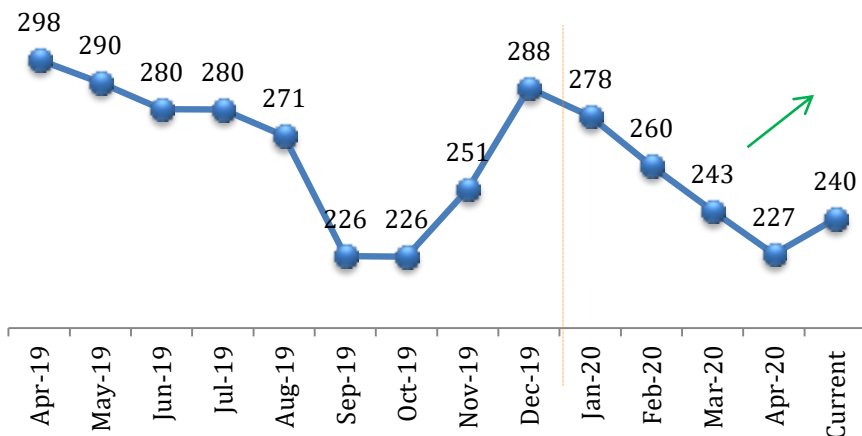
> Iron Ore : 62% CFR China (\$/MT)



> Met Coal : PLV FOB Australia (\$/MT)

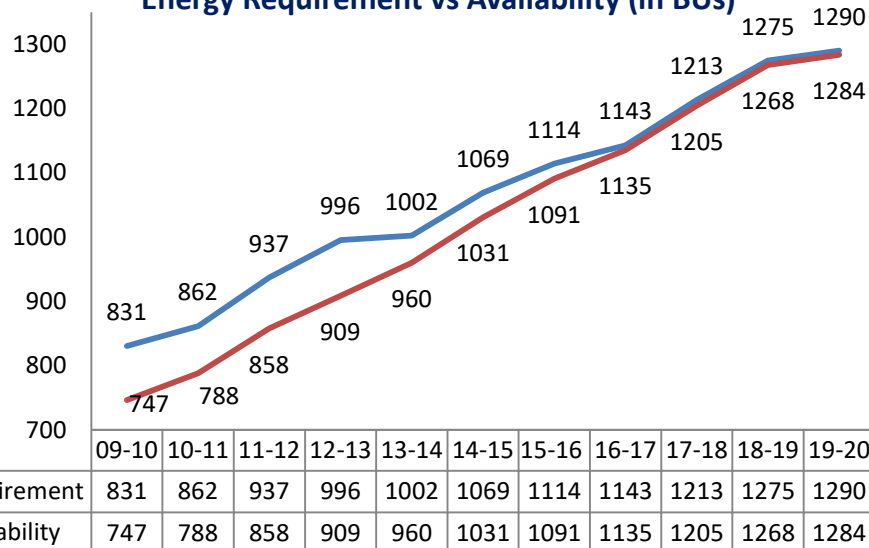


> Scrap HMS (75:25): Turkish Import (\$/MT)

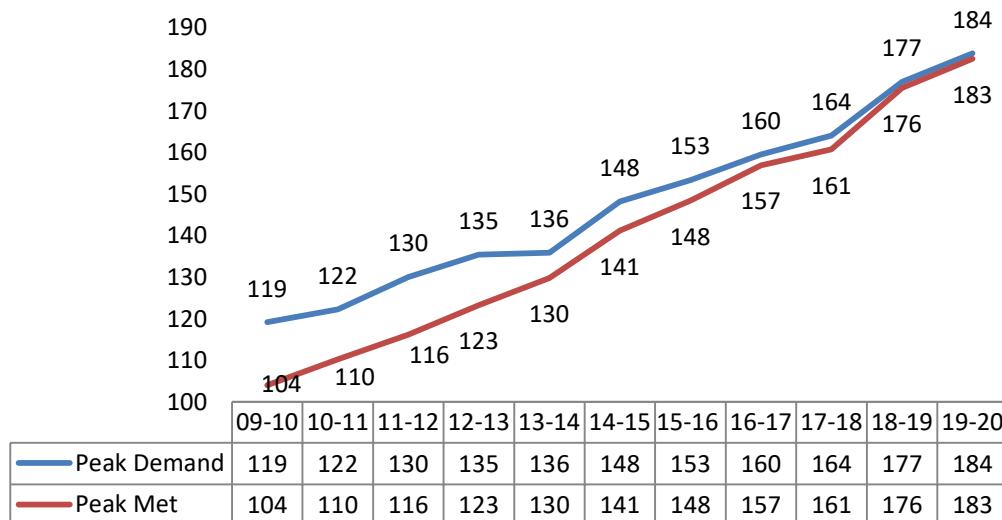


- Seaborne Iron prices remain firm due to healthy demand from China
- Met Coal Prices softened post March 2020 due to declined Steel production
- Strong Recovery of Scrap post Covid outbreak

Energy Requirement vs Availability (in BUs)

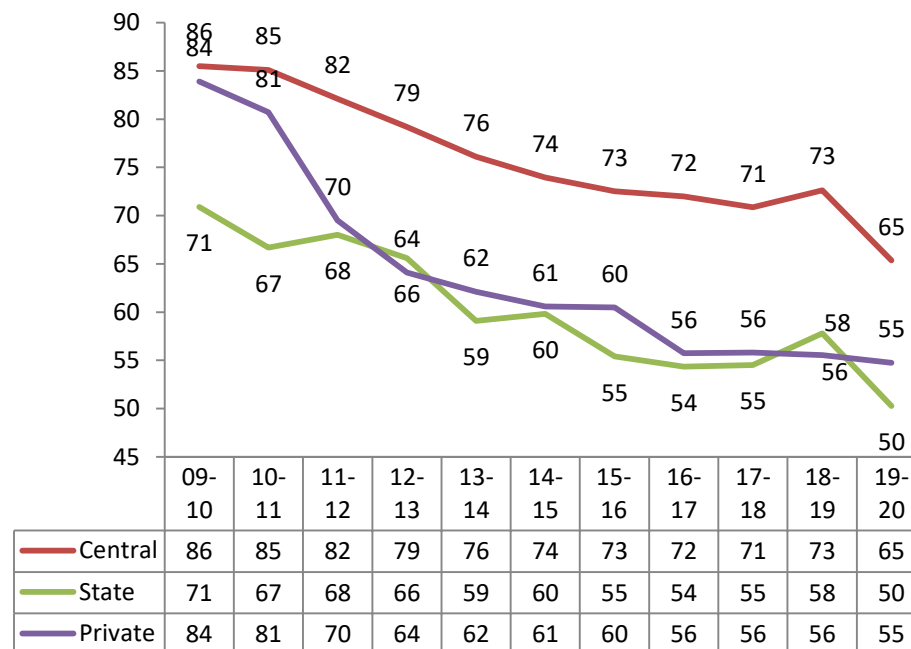


Peak Demand V/s Peak Met (in GW)



Source: CEA

Sector-wise PLF (%)



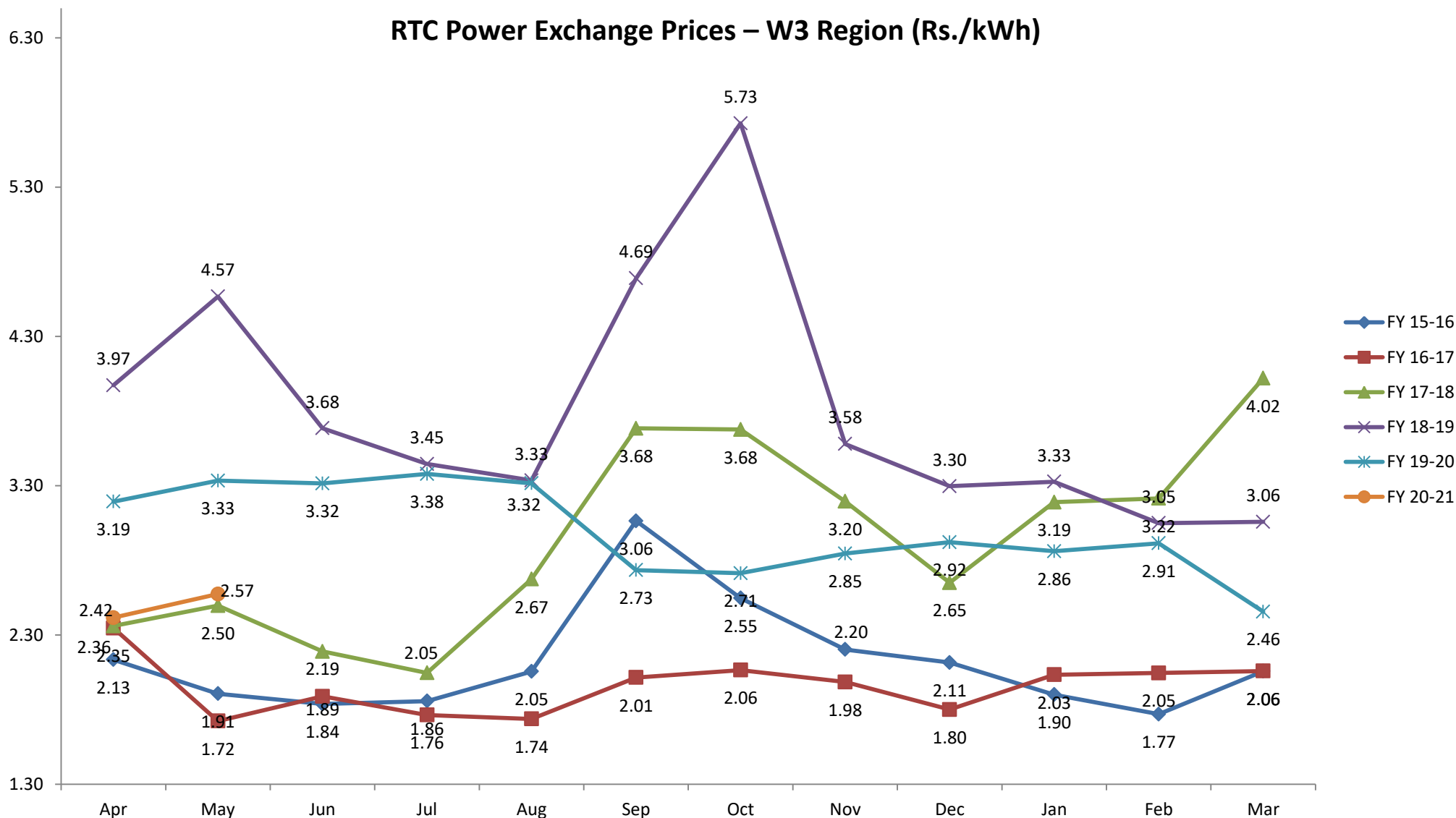
29 % PLF for private sector reduced by 29% in last decade

0.46% Gap between Energy Requirement and Availability reduced to 0.46% in FY 19-20 as compared to 0.55% in FY 18-19.

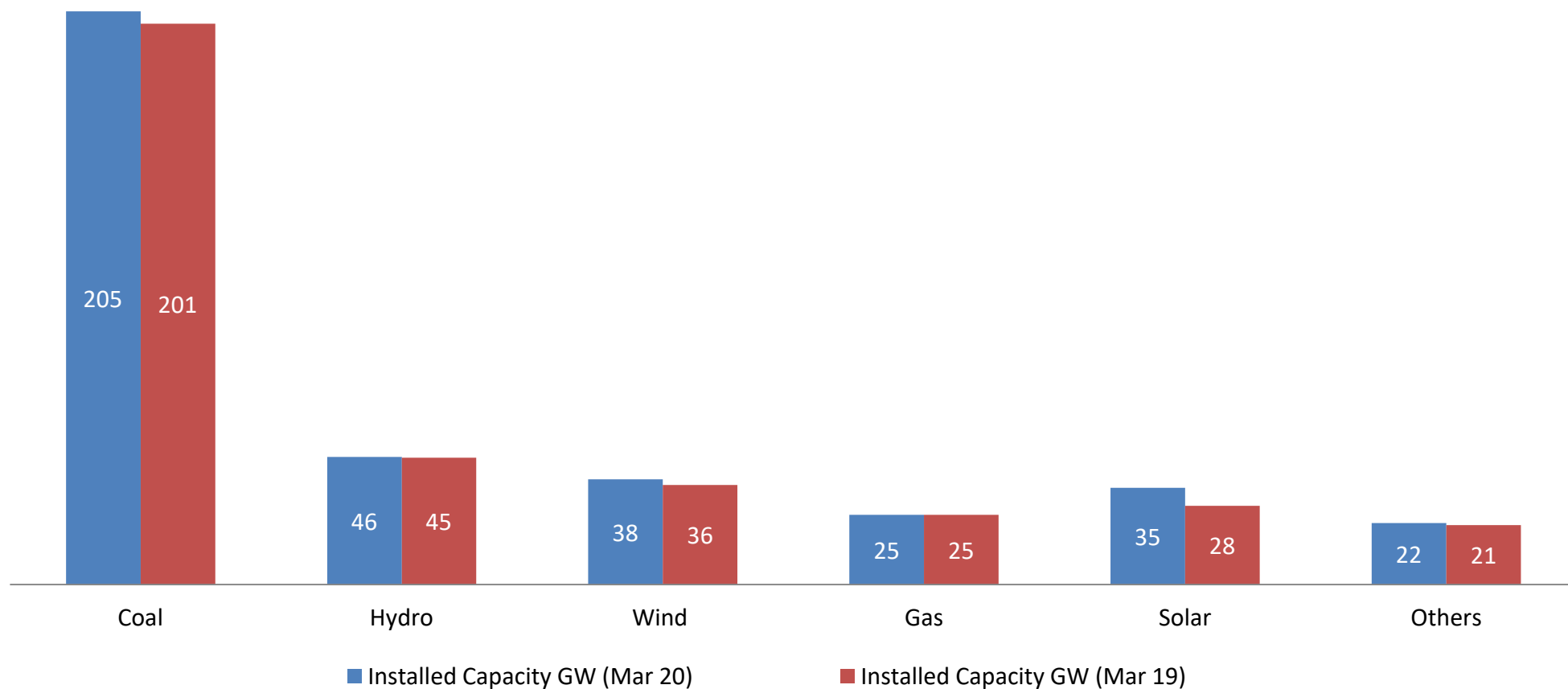
1% While Demand increased by 1%, the fall in PLF of IPPs is due to coal shortage and rapid addition of conventional & renewable capacities.

IEX CLEARING PRICE TREND

RTC Power Exchange Prices – W3 Region (Rs./kWh)



Installed Capacity in India as on 31st Mar 2020 is 370 GW vis-à-vis 356 GW as on 31st Mar 2019



PRESENTATION OUTLINE

Q4 FY'20

HIGHLIGHTS

INDUSTRY UPDATE

COMPANY UPDATE



BUSINESS SEGMENTS

STEEL



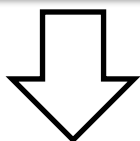
POWER



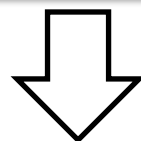
GLOBAL VENTURES



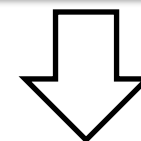
Current Capacities – Domestic & Global



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

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

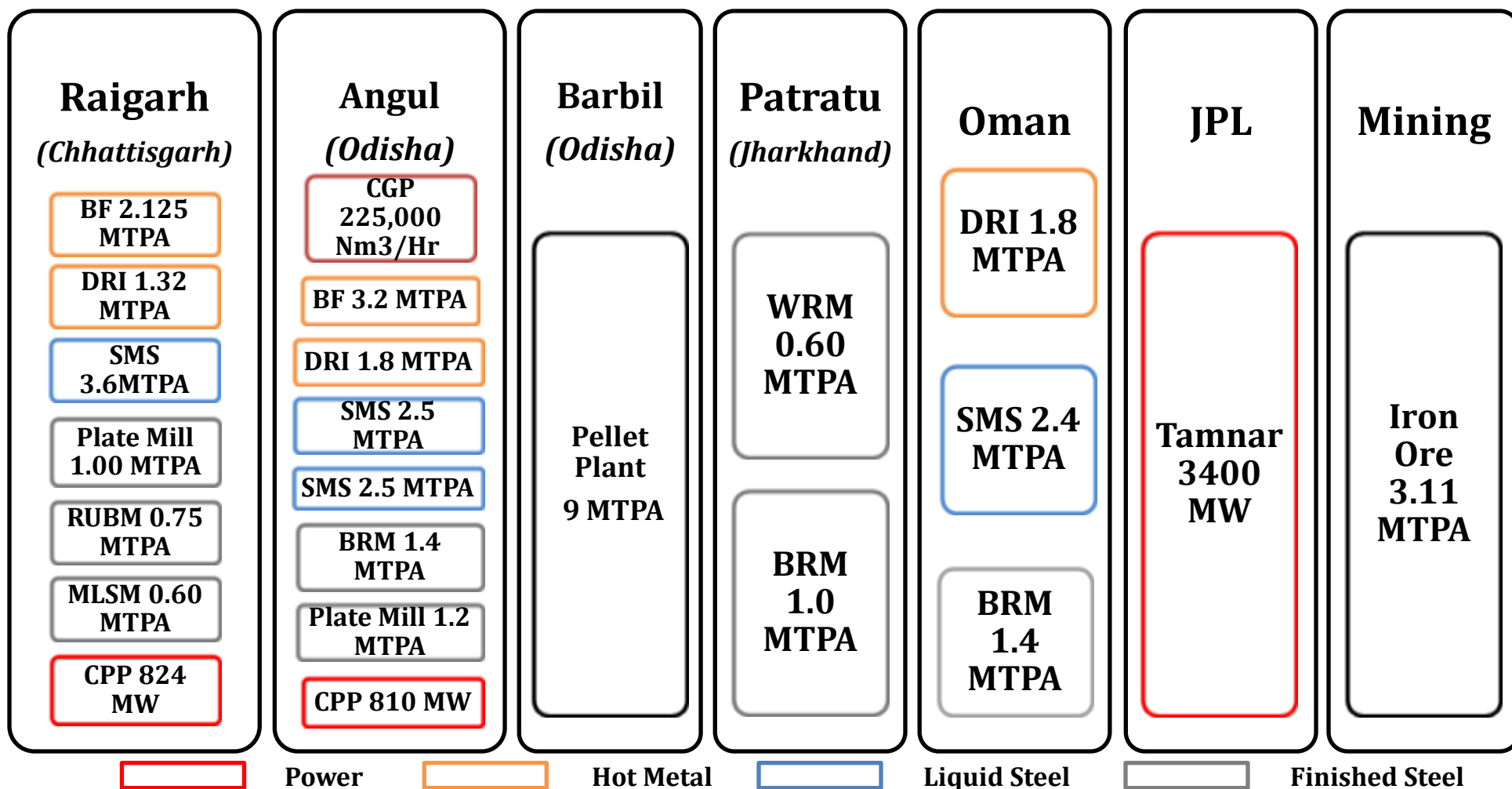
RUBM 0.75 MTPA

MLSM 0.60 MTPA

Plate Mill 2.20 MTPA

BRM 3.80 MTPA

DETAILED PLANT WISE CAPACITIES



MANIFOLD GROWTH IN CAPACITY IN LAST 6 YEARS

	FY '14		FY '20	
STEEL - INDIA	3 MTPA		8.6 MTPA	~2.86x
POWER	1,000 MW		3400 MW	3.4x
OMAN	0 MTPA		2.4 MTPA	Add
PELLET	4.5 MTPA		9 MTPA	~2x

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

	PRODUCTION IN FY19	PRODUCTION IN FY20	GROWTH
STEEL - INDIA*	5.59 MT	6.30 MT	13%
STEEL - OMAN	1.71 MT	1.87 MT	9%
ROM-MOZAMBIQUE (COKING COAL)	1.71 MT	2.50 MT	47%
PELLET	7.08 MTPA	7.28 MTPA	3%
ROM-SOUTH AFRICA (ANTHRACITE COAL)	0.34 MT	0.43 MT	27%

*incl. Pig Iron

JSPL STANDALONE KEY FINANCIALS

(Rs. In Crores)

Q3 FY 20	Q4 FY 20	PARAMETER	Q4 FY 20	Q4 FY 19
7,542	6,767	Gross Revenue*	6,767	8,544
6,640	5,930	Net Revenue	5,930	7,402
1,352	1,562	EBITDA	1,562	1,440
20%	26%	EBITDA %	26%	19%
570	568	Depreciation + Amortization	568	576
634	623	Interest	623	980
148	372	PBT (Before Exceptional)	372	(115)
-	-	Exceptional	-	1654
148	372	PBT	372	(1769)
97	282	PAT	282	(1154)

PARAMETER	FY 2019-20	FY 2018-19
Gross Revenue*	30,021	31,806
Net Revenue	26,228	27,730
EBITDA	5,777	6,017
EBITDA %	22%	22%
Depreciation + Amortization	2,287	2,307
Interest	2,611	2,896
PBT (Before Exceptional)	880	829
Exceptional	-	1,398
PBT	880	(570)
PAT	618	(263)

*Incl. Gst

JSPL - POWER CAPACITIES



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 thermal portfolios in India

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)

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
TAMNAR II	PFC Pilot Scheme-II **	Medium Term	3 Years		315
TAMNAR I	PFC Pilot Scheme-II **	Medium Term	3 Years		105

Close to 38% of total capacity tied up *

JPL KEY FINANCIALS

(Rs. In Crores)

Q3 FY 20	Q4 FY 20	PARAMETER	Q4 FY 20	Q4 FY 19
784	913	Turnover	913	999
257	333	EBITDA	333	267
33%	36%	EBITDA %	36%	27%
292	334	Depreciation + Amortization	334	324
219	208	Interest	208	236
(111)	(188)	PBT	(188)	(37)
(83)	(134)	PAT	(134)	11
181	265	Cash Profit	265	368
1,900	2,430	Generation (million units)	2,430	2,609

PARAMETER	FY 2019-20	FY 2018-19
Turnover	3,758	3,858
EBITDA	1,249	1,155
EBITDA %	33%	30%
Depreciation + Amortization	1,207	1,320
Interest	858	893
PBT	(365)	(585)
PAT	(229)	(436)
Cash Profit	961	816
Generation (million units)	9,583	10,396

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		Coal sourced through – market purchase and e-auction	Long term linkage from Mahanadi Coal Limited (MCL) and South Eastern Coalfields Limited (SECL)	Coal sourced through – market purchase and e-auction
PPA		- Bilateral/short term/ exchange - PFC_II-105MW*	- TNEB – 400MW - CSEB – 60MW - KSEB – 200MW - KSEB – 150MW - PFC_II – 315MW*	CSEB – 60MW
EVACUATION		Open access available	Open access available	Open access available

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

**JPL declared L-1 bidder under Pilot Scheme-II tender by PFC Consulting*

SUMMARY OF INTERNATIONAL OPERATIONS

SHADEED, OMAN

- 1.8 MT DRI , 2.4 MT SMS Plant & 1.4MTPA Rebar Mill – an Integrated Steel Plant

MOZAMBIQUE, AFRICA

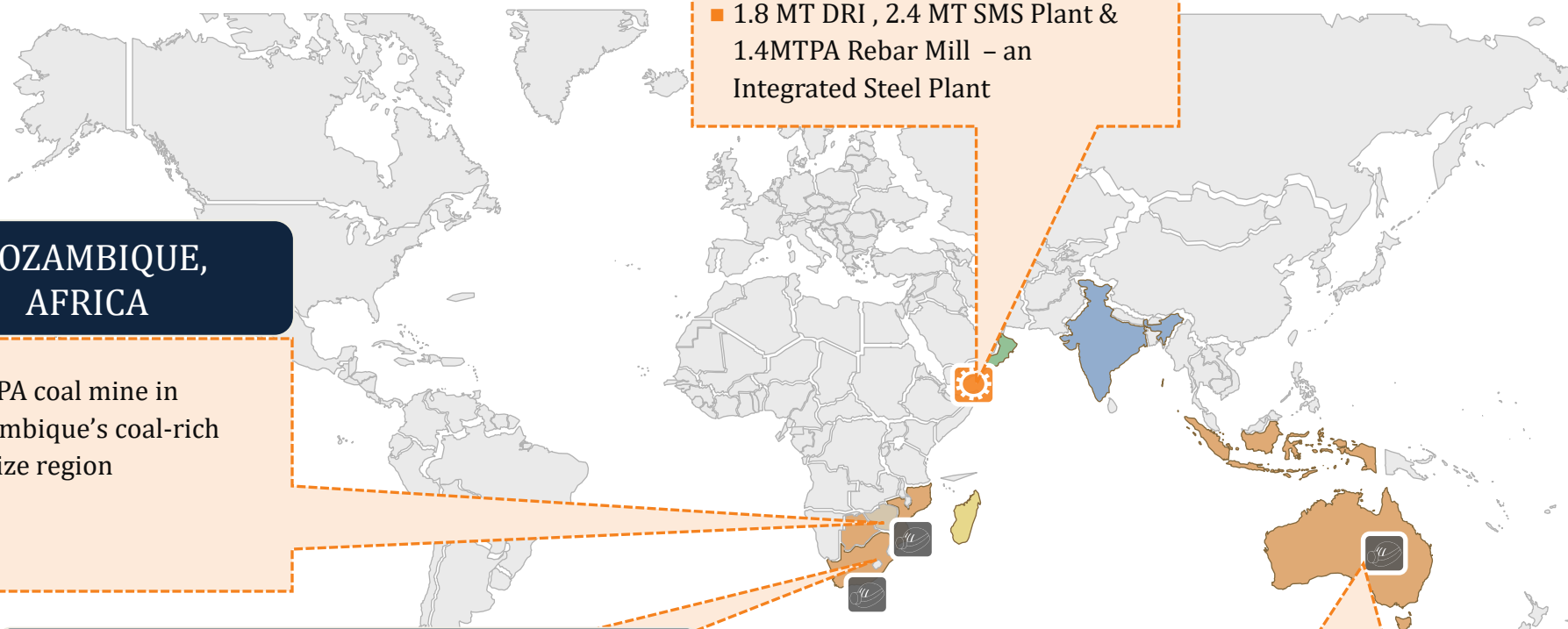
- 5 MTPA coal mine in Mozambique's coal-rich Moatize region

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



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 Steel plant

Australia

Coking Coal

South Africa

Anthracite Coal

Mozambique

Thermal/ Coking Coal

JSPL CONSOLIDATED KEY FINANCIALS

(Rs. In Crores)

Q3 FY 20	Q4 FY 20	PARAMETER	Q4 FY 20	Q4 FY 19
10,203	9,674	Gross Revenue*	9,674	11,304
9,300	8,835	Net Revenue	8,835	10,159
1,820	2,220	EBITDA	2,220	1,845
20%	25%	EBITDA %	25%	18%
1,018	757	Depreciation + Amortization	757	2373
1,002	1,008	Interest	1,008	1163
(201)	480	PBT (Before Exceptional)	480	(1,692)
-	109	Exceptional	109	1,734
(201)	370	PBT	370	(3,426)
(219)	306	PAT	306	(2,713)

PARAMETER	FY 2019-20	FY 2018-19
Gross Revenue*	40,744	43,471
Net Revenue	36,944	39,388
EBITDA	7,854	8,406
EBITDA %	21%	21%
Depreciation + Amortization	3,867	5,480
Interest	4,149	4,264
PBT (Before Exceptional)	(136)	(1,323)
Exceptional	109	1,478
PBT	(246)	(2,802)
PAT	(400)	(2,412)

*Incl. Gst

JSPL's response to COVID- 19 crisis!



JSPL Contributed Rs. 25 crores to the PM Cares Fund

Each JSPL Employee has contributed to the PM cares Fund

*JSPL has upgraded its hospitals to fight the pandemic by equipping them with **additional ventilators/PPE kits** and **creating isolation wards***

*JSPL has committed to **supply free oxygen if any hospital** in the states of Chhattisgarh and Odisha is short of Oxygen*

*JSPL is providing **medical support through its hospitals & OSH health care centers** and has **created quarantine facilities** at its manufacturing locations*

JSPL Foundation has launched JSPL's Mission Zero Hunger in the states of Chhattisgarh, Odisha & Jharkhand to end hunger and ensure food security

***Cooked food** is being served to **truck drivers, migrants and other vulnerable communities** in coordination with the local administration*

***Vegetable and dairy farmers** are **facilitated to supply their farm/dairy products** in the local community and market*

Dry food material** to meet the minimum food requirement **is being provided to Institutions like child care homes, old age homes,, shelter homes for women and homes for special children

Baby food** is being provided. for **infants

***Women self-help groups (SHGs)** are making **disposable and washable masks** for the workforce, hospitals and nearby communities*

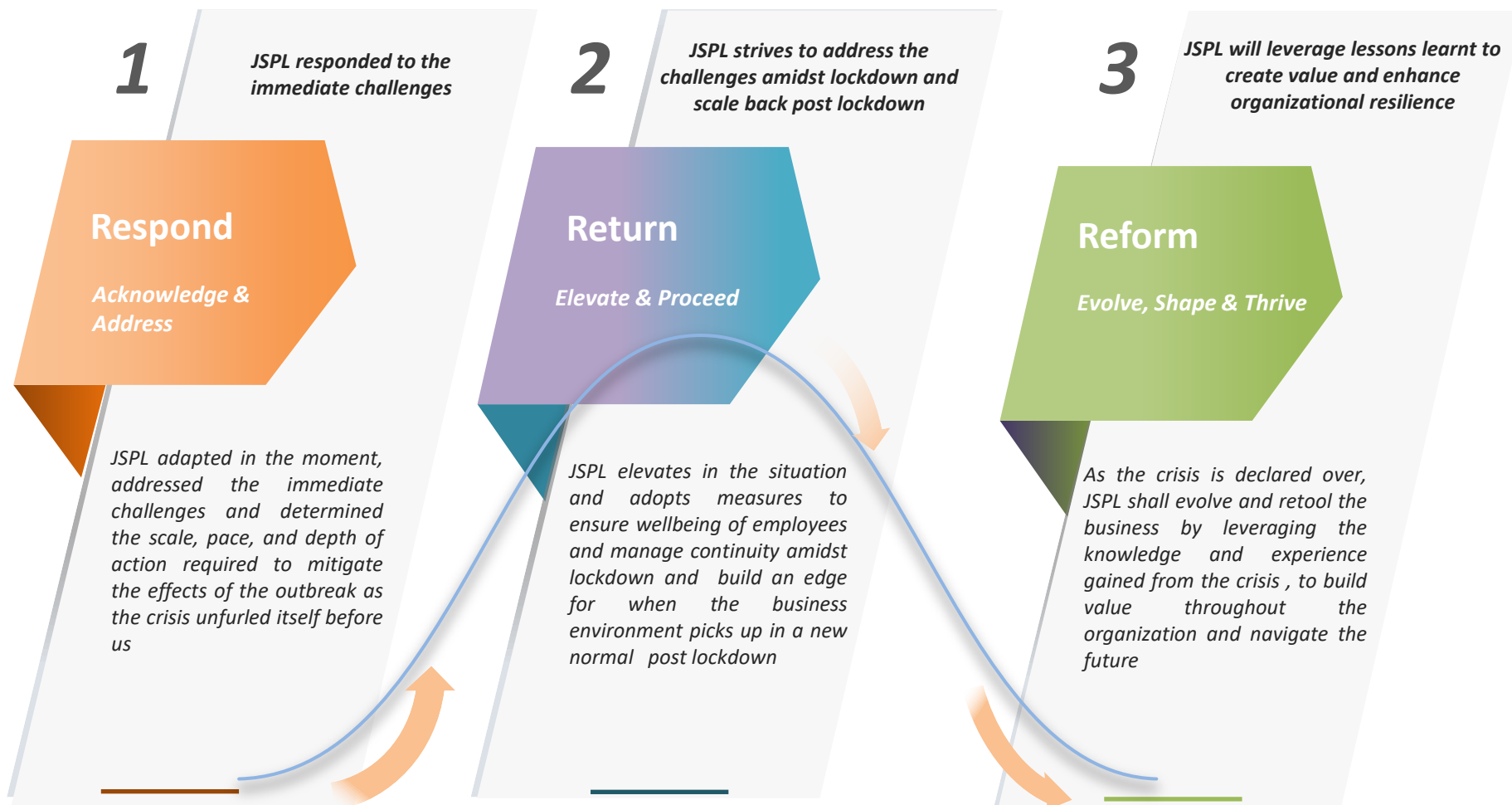
Liquid herbal hand-wash and phenyl** is made and supplied by SHGs to **local institutions and households

Community settlements, Tribal hamlets** and villages in Chhattisgarh, Jharkhand & Odisha are being **regularly sensitized on COVID19 preventive measures

Awareness Jingles** have been made and are being propagated in **local language also



JSPL adopted a three phase response to battle COVID-19 – **Respond, Return & Reform**. The 3 phases kick in one by one as the COVID-19 curve progresses across the Nation with '**Respond**' being JSPL's **immediate reaction** to the outbreak; '**Return**', being the stage in which JSPL **strives to address challenges amidst lockdown** and **scale-up post lockdown** and '**Reform**' being the stage in which **JSPL will leverage lessons learnt to create value and enhance organizational resilience** as the COVID19 curve declines.



1. Respond**2. Return****3. Reform**

07 March 2020
Awareness sessions on COVID-19, its impact and precautionary measures

07 March 2020
Travel Curtailed & new Travel & Meeting Guidelines issued

07 March 2020
Safety measures & Administrative preparations at workplace (Manufacturing & Office locations) launched

16 March 2020

- Health Facilities up gradation
- Connecting with Local communities
- Portal for COVID -19 updates

14 March 2020

Advisory & Action plan formulation for Business Continuity

09 March 2020

Formulation of Crisis Management Group.

20 March 2020

Work from Home Guidelines released

23 March 2020

Redesigned Meeting spaces & workplace to carry out work & maintain Physical Distance

24 March 2020

Secured permission to continue manufacturing under Essential Services Maintenance Act (ESMA)

01 April 2020

Launched Organization-Wide Engagement Plans with series of Webinars

31 March 2020

Donation to the PM Cares Fund

26 March 2020

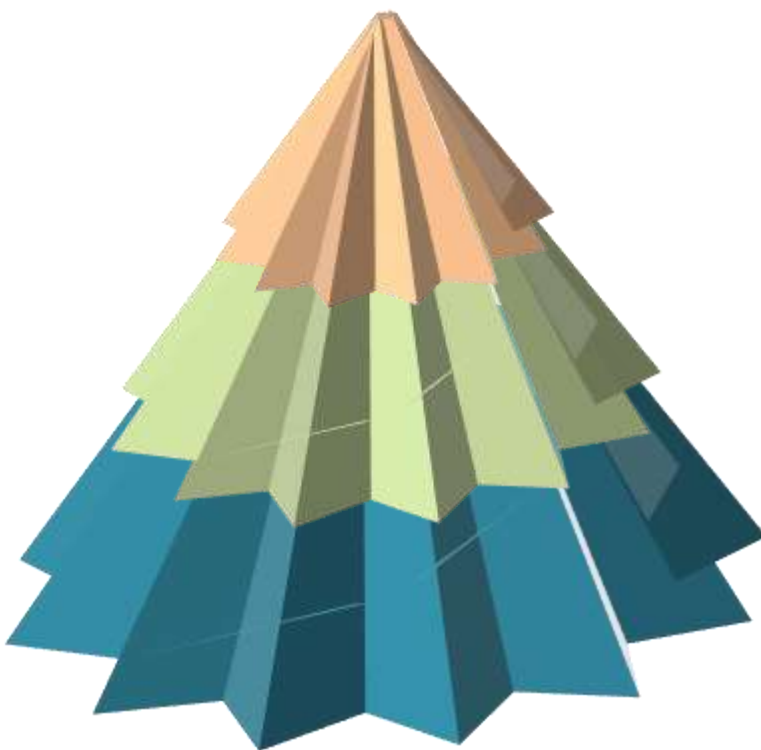
Continuous communication from the Leadership

1. Respond

2. Return

3. Reform

In the second phase, JSPL endeavored to recognize the people's perspective and adopted measures to ensure their holistic well-being, thereby ensuring business continuity during and after lockdown. JSPL takes cognizance of the fact that employee experiences are known to have an impact on the innovation levels, quality of work, engagement with the organization’s mission and customer experiences and thus believes that investing in people is an investment in customer experience and, ultimately the bottom line.



Relational needs

Needs for connection and belonging

Mental needs

Needs for cognitive and psycho emotional well being to build resilience

Physical needs

Needs to feel secure and safe

1. Respond

2. Return

3. Reform

*The key to winning in the new realm **rests on the resilience and agility** we build in the organization today. The crisis is an ultimate test of our strength and **JSPL's success would depend on our ability to leverage the lessons of today and reform.***

In the aftermath of a crisis, recovering operations takes priority and thus lessons learned may be forgotten. Data suggests that organization that kept their crisis plan up to date and implemented the lessons learned were four times more likely to come out on top. ¹

A thorough evaluation should follow immediately after the crisis is declared over to examine the events and actions for identification of improvement opportunities, while considering the following :

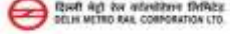
- **The extent of impact of the crisis** on the organization's assets, reputation, employees and other stakeholders
- **Learning & experiences** that may aid enhancement of overall **organizational resilience**
- **Organization's response and effectiveness.** Aspects that were handled well and those that could be improved to prepare for a future response
- **Legacy business models/procedures** and its **viability** for the organization in the **New Normal**
- **New people capabilities** that would prove to be **critical in the future** and which would have to be built through **cross training & up skilling** – crisis management, automation, etc.
- Aspects of **business that could be digitized /automated** to ensure sustainable **virtual and team-based working**, enhance the way **services are delivered** and enable **flexibility**

Crisis Management is more than an opportunity and can be translated into a Competitive Advantage.



KEY CUSTOMERS & ADDING...

ODISHA



**INTEGRATED STEEL PLANT ,
ANGUL**

PELLET PLANT, BARBIL



INTEGRATED STEEL PLANT, RAIGARH



STEEL FABRICATION PLANT, PUNJIPATRA



HEAVY MACHINERY DIVISION, RAIPUR



TAMNAR, 3400 MW POWER PLANT



JHARKHAND



WRM & BRM, PATRATU



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To the Taskforce guarding INDIA against the Corona Virus Pandemic



Thank You !