



UNDISPUTED LEADER IN
THE PIPE MARKET

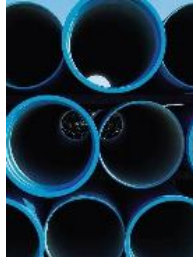
SHAREHOLDER PRESENTATION

35th Annual General Meeting

Date: 25th September 2020

Time: 12:30 pm

Venue: A-1, UPSIDC Indl. Area, Nandgaon Road,
Kosi Kalan, Distt. Mathura – 281 403



CoVID-19: Building performance through resilience

JSAW has used the pandemic-enforced lockdown to innovate and build on its fundamental strength, to stay on course for a stellar performance and good business

FUNDAMENTAL STRENGTH

Strong
Group Backing



Diversified
Product Offerings



Manufacturing
Excellence



Extensive
Geographical
Reach



Marquee
Clientele



Experienced
Management
Personnel



RESILIENT PERFORMANCE

- Steady path to performance backed by strategic restructuring and consistent investments across industry cycles
- Performance direction maintained trend. Positive profitability despite pandemic challenges highlight underlying strength of transformation and growth

Revenues

FY - 20
Rs. 103,274 Mn

EBITDA

Rs. 15,524 Mn

PAT

Rs. 5,945 Mn

WELL-DIVERSIFIED & DERISKED BUSINESS MODEL

- Leadership position across strategic business segments
- Integrated operating model for all piping needs
- Forayed into value added offerings



Atmanirbhar JSAW (आत्मनिर्भर)

- Manufacturing of ancillary things to strengthen the value chain

Svachaalit JSAW (स्वचालित)

- Focus on automation and robotics to improve quality and reduce dependence on human labour force

Nutan JSAW (नूतन)

- Repositioning of the CS/AS/SS Seamless Business based on product development and market penetration

Vayudoot JSAW (वायूदूत)

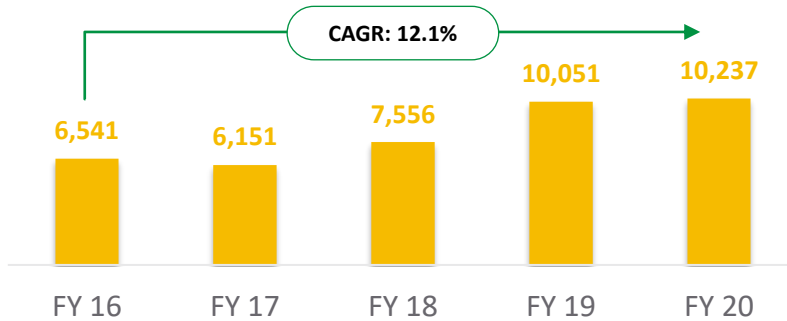
- Digitisation of transport logistics for cost cutting and improved performance

Mrigya JSAW (मृगया)

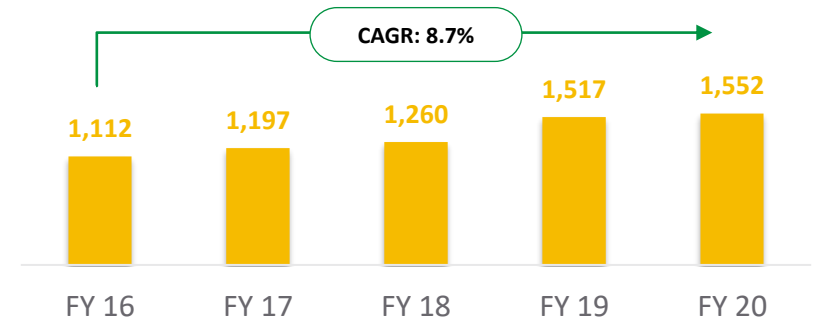
- Strategic mergers and acquisitions

Limitless, Boundless, Fearless

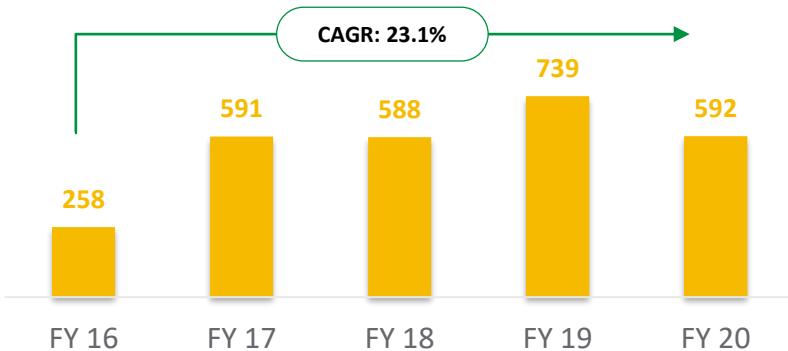
Revenue (Rs. Cr)



EBITDA (Rs. Cr)



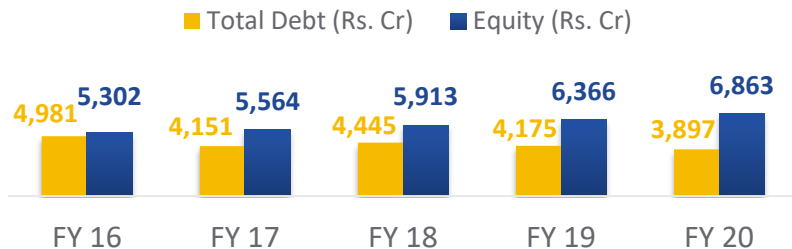
PBT (Rs. Cr)



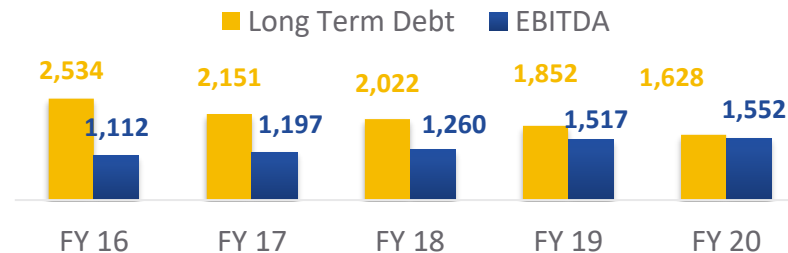
- Year on year improved performance on all critical parameters.
- Sustained and visible growth in spite of changing market dynamic and situations.
- Demonstrates the resilience and fundamental strengths of the business model.

Robust financial momentum that is sustainably rising

Total Debt vs Equity (Rs. Cr)

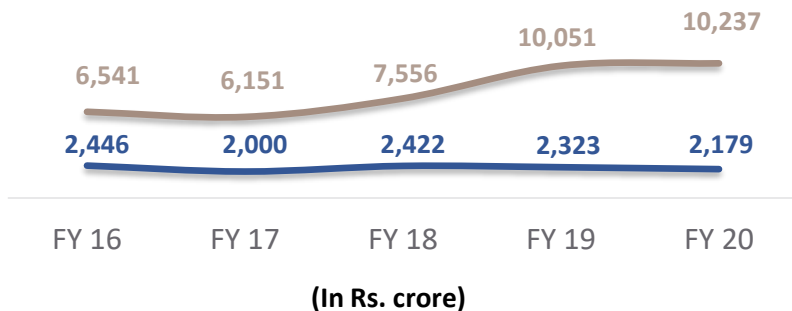


Long Term Debt (Rs. Cr) v/s. EBITDA (Rs. Cr)



Significant reduction in Term Debt from FY16 to FY20, by Rs. 906 cr.

Revenue vs Working Capital Debt

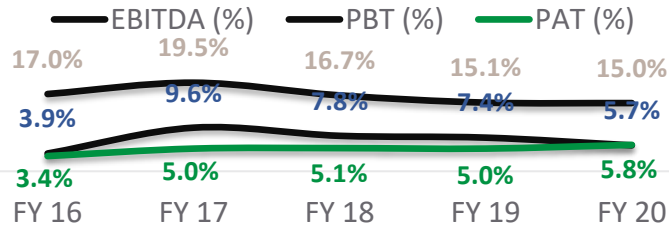


- Working capital has sustained over the past few years, while revenues have increased from ~Rs. 6,500 crore to ~Rs. 10,200 crore showing effective utilisation of working capital
- Trade Finance is an operative part of JSAW Business Model and since there are no significant write offs on account of receivables and inventory, working capital financing has always been self liquidating.

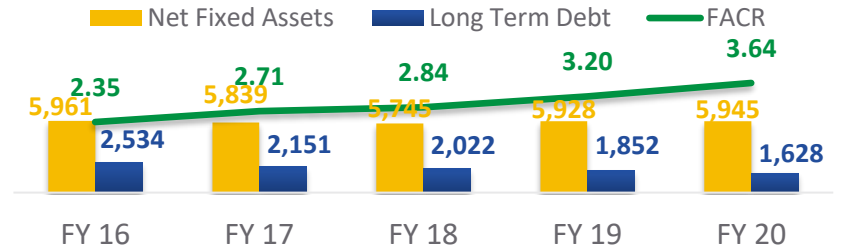
Profitable progress momentum a cornerstone of performance



Margins (%)



Net Fixed Assets & Long-Term Debt (Rs. Cr)



Capital Employed Vs. Profit Before Tax (in INR Cr.)

<u>Rs. In crore</u>	<u>Total Capital Employed</u>	<u>PBT</u>
FY 16	10,282	258
FY 20	10,670	592
Incremental	388	334

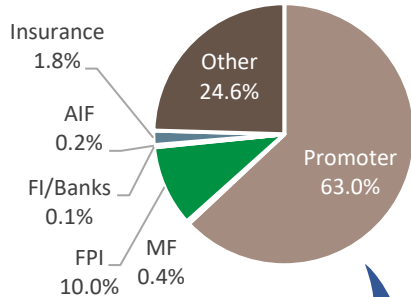
ROCE ROE



- Momentum in business turnover matched by singular focus on profitability, resulting in improving margins trajectory
- Robust cash flows driving consistent reduction in term debt
- Capital employed efficiency on enhancing curve on the back of directional up move in key earnings

Strong accretion to shareholder

Shareholding as on March 2020 Strong promoter holding at ~63%



Stable Promoter Holding

Key Shareholders

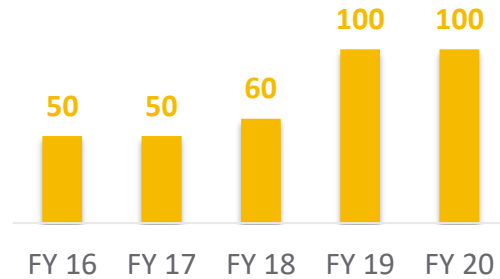
Vanguard Funds

Life Insurance Corporation of India

Government Pension Fund Global

Dimensional Funds

Dividend Declared (% of FV)

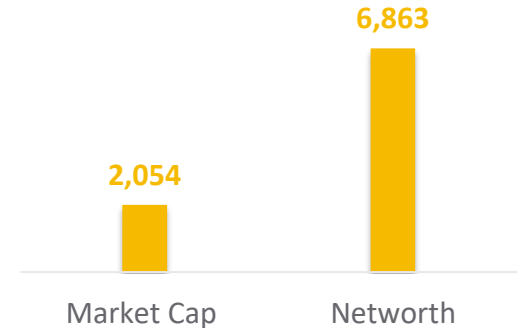


Continued business confidence

Sustained increase in dividend payout in the past few years

Consistently paid dividends to investors for the past 20 years starting 1998

Market Cap to Networth (Rs. Cr)



Market Cap missing the signal

Market Cap is close to 1/3rd of the Networth as on March 2020

Consistent value creation through astute strategy and execution driving growth in shareholder funds

Note: Market cap as on 23rd Sept, 2020

Strategic alliances to reposition Jindal SAW



Jindal Saw is an undisputed leader and a leading global manufacturer and supplier of Iron & Steel pipe products, fittings and accessories with manufacturing facilities in India, USA, Europe and UAE (MENA).



Hunting Energy Services PTE Ltd., Singapore (Hunting) is a world leader in developing premium connection solutions to meet the ever increasing demands of the world's oil and gas industry.



Jindal Saw has entered into a Strategic Alliance Agreement with Hunting Energy Services PTE Ltd. to manufacture, market and sell products which would be based on the technology available with Hunting and the manufacturing facilities available with Jindal Saw. This is based on identified potential opportunities in oil and gas sector with premium products of Hunting.

Moved up the value chain by venturing into 13 Chrome segment by securing the first order from a large domestic oil & gas conglomerate

Successfully forayed into the stainless steel and high value-added pipes and tubes segment,

Strategic Alliance with Hunting (Cutting Edge Technology Partner) for Premium Connection would prove to be a game changer not only for Indian Oil & Gas Sector but would redefine the competitiveness of existing Global Players in International market

Value Added Products / Premium Market Segment

Initiatives of the Govt. towards robust Water Management System backed up by investments in related infrastructure will give rise to sustained demand.

Jal Shakti Abhiyan
(To promote water conservation in 256 of India's most water stressed districts)

Jal Jeevan Mission
(To provide piped water connections to 146 million rural households by 2024)

Atal Bhujal
(Groundwater) Yojana
(To improve groundwater management through community participation in seven Indian states)

Jeevan Mission (JJM)
(Aims to provide piped drinking water to all rural households by 2024, saw an increase of just 15 per cent in the budget allocation for financial year 2020-21)

Series of national initiatives announced by Govt. will raise public awareness about water conservation and drive growth in the sector

Sustained consumption in the Oil & Gas Sector in India will keep up the growth in the infrastructure development.

Open Acreage Licensing Policy (OALP) and Coal Bed Methane (CBM) policy

100% Foreign Direct Investment (FDI) in companies and 49% in refining under the automatic route

FDI inflow in India's petroleum and natural gas sector stood at US\$ 7.07 billion during April 2000–December 2019

Investment of US\$ 2.86 billion in upstream oil and gas production to double the natural gas production to 60 bcm and drill more than 120 exploration wells by 2022

Rising demand for oil in India is expected to drive investment in refining capacity expansions and upstream production.

Key initiatives by Govt will help boost demand and support growth for the Oil & Gas sector

Atmanirbhar Bharat and Geo-political situation would boost the Indian manufacturing sector including key areas which are opening up like defence etc.



JINDAL SAW LTD.
TOTAL PIPE SOLUTIONS

Thank You

Disclaimer

Statements made during today's discussion and those contained in this document could constitute "forward looking statements" including, without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance. Jindal Saw undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.