

JINDAL SAW LTD.
TOTAL PIPE SOLUTIONS

SHAREHOLDER PRESENTATION

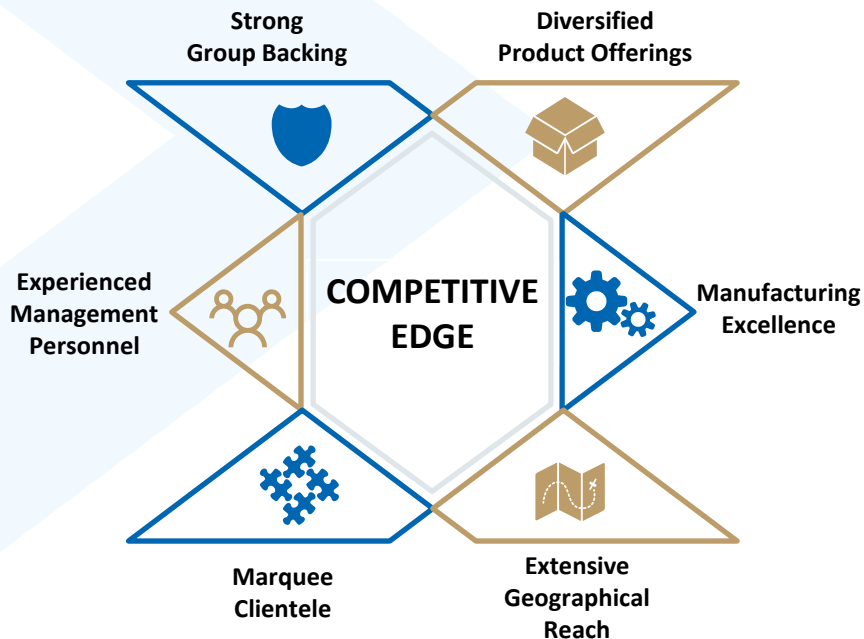
37th Annual General Meeting

Date: 27th September, 2022

Time: 12:30 pm

Building on fundamental strengths to drive profitable growth

Dynamism of business response combined with self-balancing business mix, geared to deliver sustained trajectory of performance



Key Nos. for FY22

Rs. 11,243 Cr

Revenues



Rs. 1,385 Cr

EBITDA



Rs. 405 Cr

PAT

STEADY PERFORMANCE MOMENTUM

- Business mix that self-balances through inclemency to sustain momentum
- Continuous focus on value addition
- Emphasis on debt discipline underpinning balance sheet strength

ROBUST BUSINESS MODEL TO DEREISK AGAINST RISKS

- Strategically diversified business segments
- Attractively placed in key growth categories
- Ahead of the curve in operational execution; dynamically responding to adverse industry trends

Note: Standalone numbers considered for Revenues, EBITDA & PAT

JSAW: A responsible corporate entity

Jindal Saw extended every possible assistance to the society:

- The Company launched the 'Aatm Samman Sahyog Yojana,' through which it provided monetary, educational, and relocation assistance to bereaved families
- Partnered with the Delhi government to provide accessible transportation for its COVID19 vaccination drive for people with limited mobility
 - A social media campaign called #PehleDilliPhirPuriBharat and #SvayamKeLiye promoted the free PRM vaccination Drive

- A social media campaign #AbJunoonJitega was designed to boost morale of the Indian Contingent in which our team arranged for all transfers of the players travelling through Delhi-NCR and ensured a dignified stay for them through Svayam's earlier work making the hotel Ashoka accessible
- Svayam signed an MoU to conduct two courses on accessibility at the O.P Jindal Global University in Sonapat
- Svayam also developed an application for anyone, including the PRMs, looking to book an accessible vehicle within Delhi



Founded on solid principles



COLLABORATION.

DYNAMIC. POWERFUL. PROMISING.

THE SPIRIT OF TEAM JINDAL SAW (JSAW)

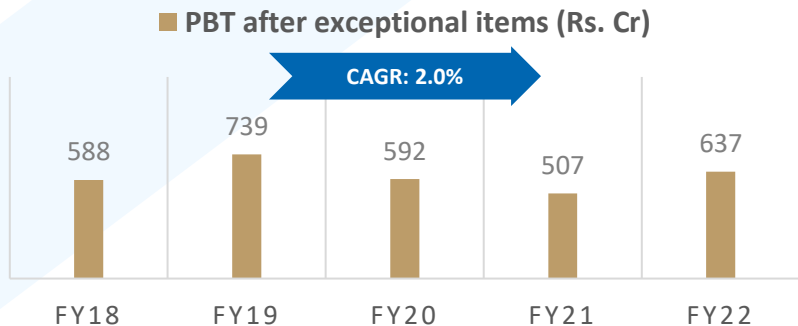
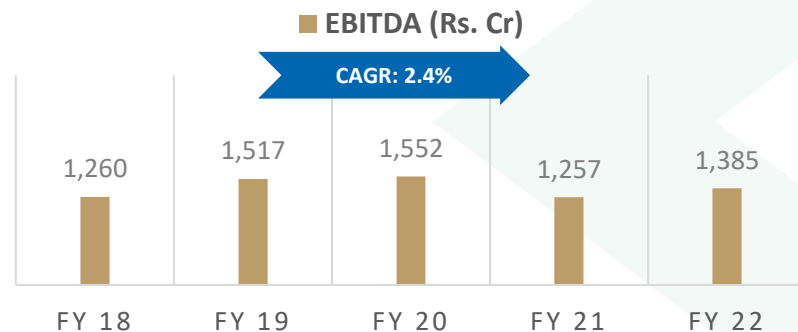
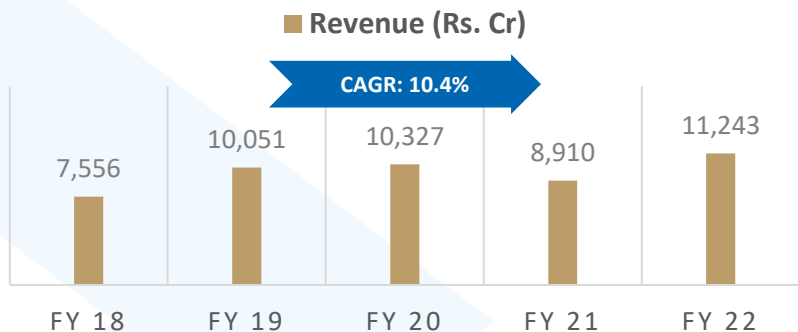
When formidable forces join hands, great things happen. They define destiny, defy challenges, make history. They make the world go round.

The last two years have taught us much.

As we emerge into the light, we see opportunities to rebuild, potential to prosper and dart forward into a golden future. And so, we have begun planning, strategizing and collaborating. When we collaborate, we only grow stronger.

The coming together of two different forces gives birth to something new, something phenomenal and exhilarating.

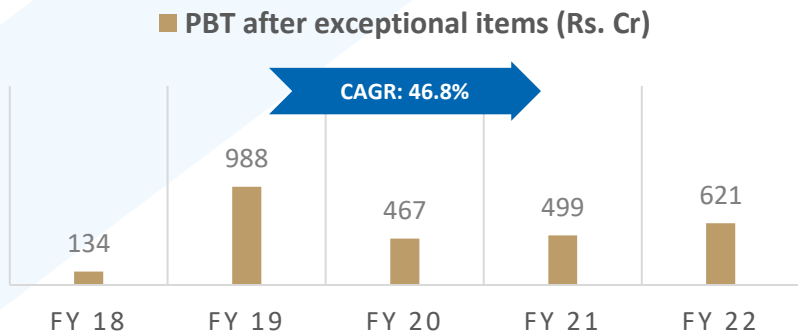
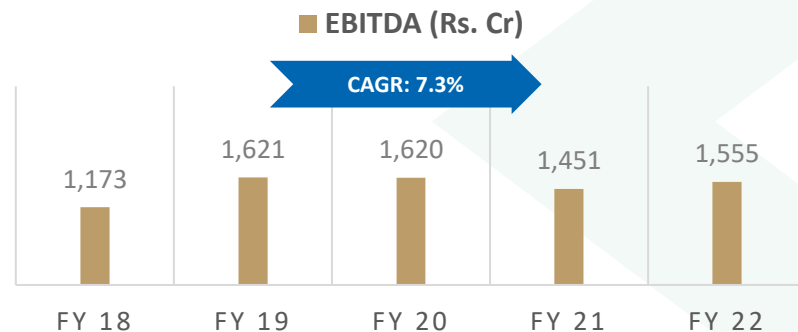
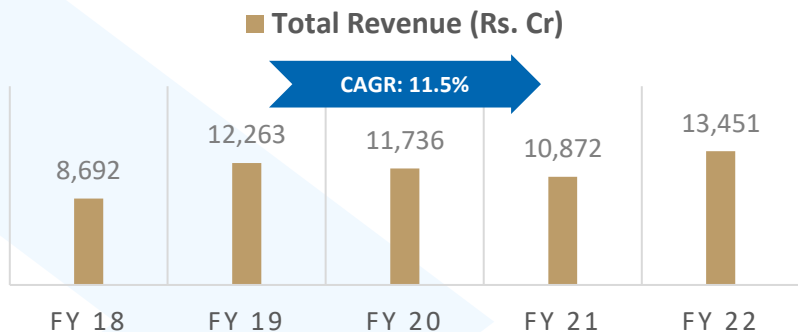
Historical Financial Trends: JSAW (Standalone)



- Balanced segmental mix resulted in improved YoY performance

Strategically balanced business mix remained key to performance

Historical Financial Trends: JSAW (Consolidated)

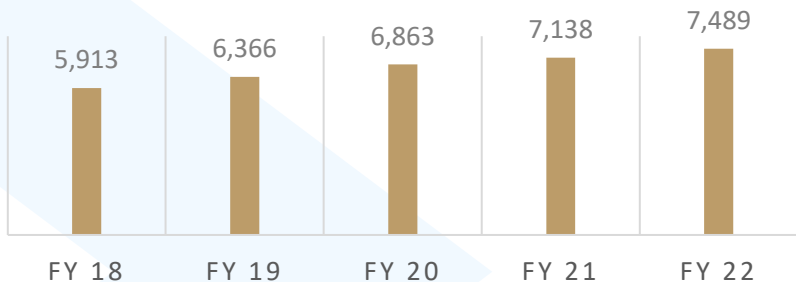


- Improved performance at consol. level
- From FY23, full consolidation of UAE subsidiary as it has become a 100% subsidiary during FY23

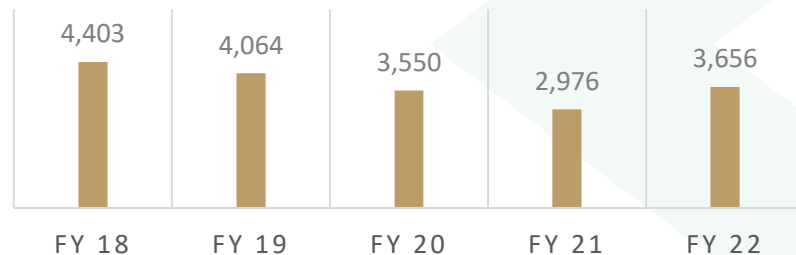
Strategically balanced business mix remained key to performance

Historical Financial Trends: JSAW (Standalone)

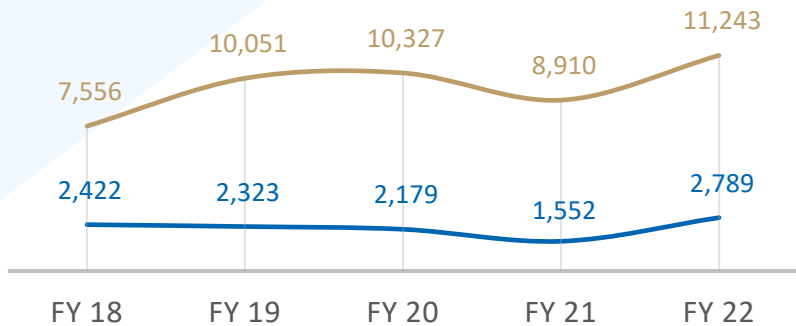
■ Networth (Rs. Cr)



■ Net Debt (Rs. Cr)



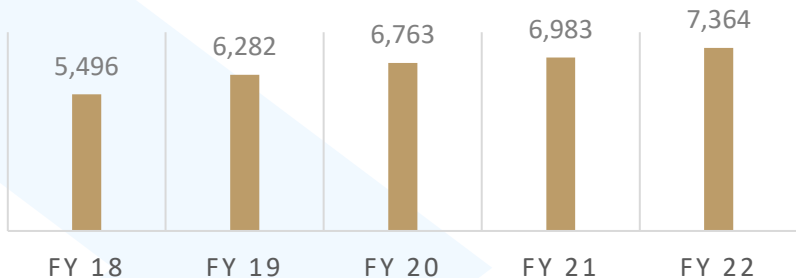
— Revenue (Rs. cr) — Working Capital Debt (Rs. cr)



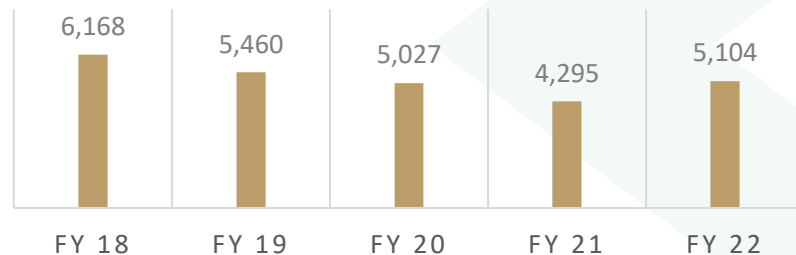
- Balanced debt profile
- Increased working capital loans primarily due to higher inventory on account of higher commodity prices
- Close monitoring of working capital cycle for debt management

Historical Financial Trends: JSAW (Consolidated)

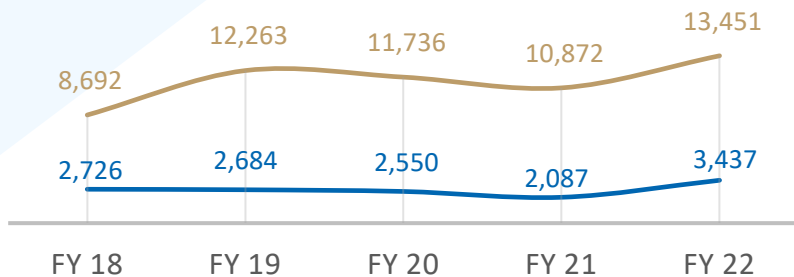
■ Networth (Rs. Cr)



■ Net Debt (Rs. Cr)



— Revenue (Rs. cr) — Working Capital Debt (Rs. cr)



- Disciplined approach to debt management together with efficient treasury management
- Focus on efficiency in working capital management

Entered in a Joint Venture to unlock a Key Growth Lever



As an established market leader and a leading global manufacturer of Iron & Steel pipe products, Jindal Saw has set up manufacturing facilities across India, USA, Europe and UAE (MENA).



Hunting Energy Services PTE Ltd., Singapore (Hunting) a world leading technology company in the OCTG premium segment

Jindal Saw has formed a 51:49 joint venture with Hunting, Plc, Singapore, a world leader in the OCTG premium segment. This JV will have access to Hunting's patented intellectual property, which is backed by a strong R&D foundation.

- The JV is a formidable partnership of entrenched entities with complimentary core values
- Planned facility is expected to be operational during FY 2023 and will produce Coupling and Pipes with Premium Threading Connections.
- The facility would be co-located with Jindal SAW's Nashik facility for Seamless Pipes and Tubes and would have an initial capacity of 50,000 MT per year spread over 1,30,000 Sq. Ft.
- JSAW seeks to strengthen its presence in premium, value-added products in line with the country's 'ATMANIRBHAR BHARAT' initiative, as well as to replace pipes and couplings with premium connections that are currently imported
- Its target market in India would be USD 200 million per year, and it would also open the export market, particularly in the MENA region due to market proximity, as well as the rest of the world (ROW) based on cost competitiveness

Challenges

Steps taken to Mitigate

Unprecedented and unidirectional volatility in key input prices such as coking coal, iron ore, steel, etc.

Raw material volatility

- Booking of steel against order of steel pipes upon receipt of pipe order
- Pellet segment acted as a hedge against iron ore price movement
- Cautious order booking approach with focus on short to medium term orders

Underperformance in some of the business segments during the fiscal

Geopolitical turmoil

- Company's diversified business model, catering to infrastructure sector's requirements (Oil, Gas & Water etc.) both in domestic & export market, has acted as a self hedge against various uncertainties
- JSAW is exploring various other options to insulate its business and profitability in volatile circumstances

Dislocation of normal demand supply cycles resulted in impact on cost of doing business and logistics

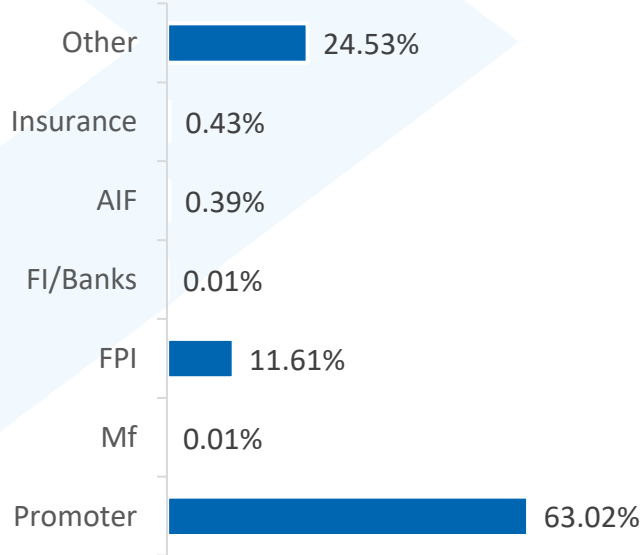
Inflationary headwinds

The business model of the company has the necessary architecture to streamline its operating performance in order to withstand adverse macroeconomic impacts. Its diverse business mix naturally diversified cash flows and hedged against the macro environment

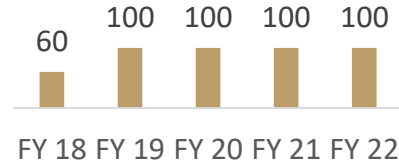
Emphasis on shareholder value creation

Strong promoter holding at ~63%

Shareholding as on March 2022



Dividend Declared (% of FV)

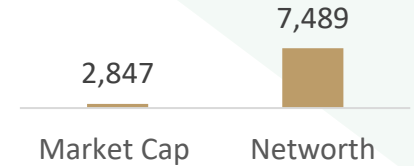


Focus on value for shareholders

Maintained dividend track record during FY22 whilst facing a severely volatile macro environment

Dividends paid to investors continuously since fiscal year 1991-92

Market Cap to Network (Rs. Cr)



Market Cap missing the signal

Market Cap is ~ 38% Network as on 31st March, 2022

Emphasis is on creating value for shareholders through relentless focus on quality of execution and value addition

Drivers of growth

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



Over the coming years, a major focus will be on sustained initiatives by the GOI and State Governments to facilitate a robust water and sewage infrastructure

- Only close to half of the rural households in India have access to Piped Water Supply (PWS), according to the latest data by the Ministry of Jal Shakti.
- As of February 2022, the coverage is 47.28 per cent for rural households with access to a water pipeline. Vast portion is still pending
- Rs.3.60 lakh crore has been set aside to complete the massive task of providing tap water to every rural household in five years



A focused push on domestic oil and gas infrastructure investment to go along with the restoration of demand in important global geographies

- India's oil consumption stood at almost 4.9 million barrels per day (BPD) in 2021, up from 4.65 million BPD in 2020.
- India's medium-term outlook for natural gas consumption remains solid due to rising infrastructure and supportive environment policies. Pace of economic recovery to guide restoration of oil demand
- The Government of India has allowed 100% (FDI) in many segments of the sector, including natural gas, petroleum products and refineries, etc
- The Union Budget 2022-23 permitted the reduction of customs duty on certain critical chemicals for petroleum refining
- Sustained oil prices & pent-up demand in GCC region and focus on urbanization in Petro – economies leading to new export business potential

JSAW will cater to a diverse range of applications through buildup of its value-added Stainless business, including alloy steel, carbon steel, and stainless steel pipes and tubes. This will be a key growth driver complementing robust strengths from Large Diameter/DI Segments



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Thank You

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.