



JSW Ispat Special Products Ltd.

Formerly known as Monnet Ispat & Energy Ltd.

Corporate Presentation

July 2021

JSW Group overview



- India's leading integrated steel producer
- Installed crude steel capacity of 18 mtpa, growing to **30.5 mtpa**
- Market capitalisation of **\$22.1 bn^(a)**



- Power producer with installed capacity of 4.6 GW (Hydro, Renewable and Thermal)
- Growing to 10 GW in medium-term with **70% renewable portfolio**
- Market capitalisation of **\$3.5bn^(a)**



- Manufacturer of Portland Slag Cement (PSC), Ordinary Portland Cement (OPC) and Ground Granulated Blast Furnace Slag (GGBS)
- Operational capacity of 14 mtpa, growing to **25 mtpa**



- Commenced operations in March 2019
- Annual operating capacity of **130,000 KL**
- Fully automated coil coating capacity
- Only fully-automated, water-based plant in India



- Engaged in development and operations of ports
- Operational capacity **110 mtpa**
- Operations across East, West & Southern coasts of India

**Presence across
the core sectors of
India**

JSW Ispat Special Products Ltd. (JISPL) was acquired jointly by a consortium of JSW Steel Limited and AION Investments Private Limited (AION)

Apollo overview

Firm Profile

Founded: 1990

AUM: ~\$461 bn¹

Employees: 1,700+

Offices Worldwide: 15

Private Equity

180+ Investment Professionals

\$90 bn in AUM¹

Credit

260+ Investment Professionals

\$323 bn in AUM¹

Real Assets

110+ Investment Professionals

\$48 bn in AUM¹

Key Attributes

Value-oriented, contrarian approach

Opportunistic across market cycles

Integrated platform across asset classes and geographies

Deep industry knowledge

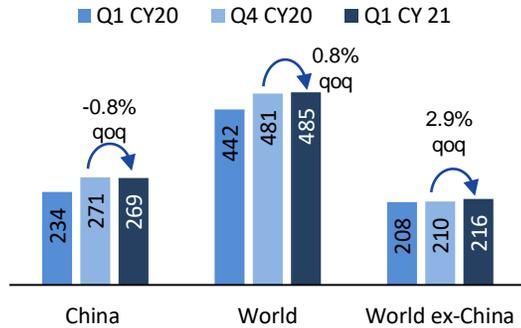
Global Footprint



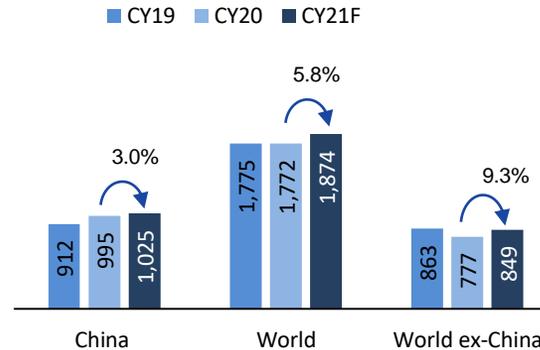
AION is an affiliate entity of Apollo

(1) As of Q1 2021

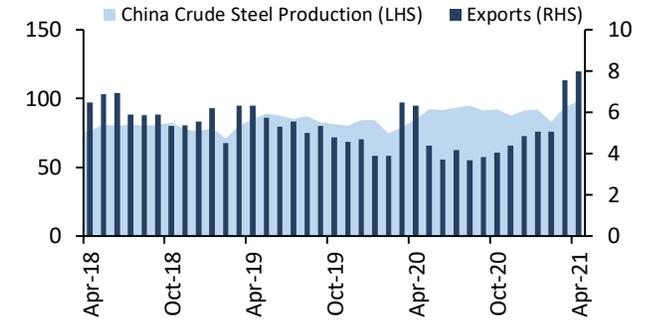
Crude Steel Production - Quarterly (mt)



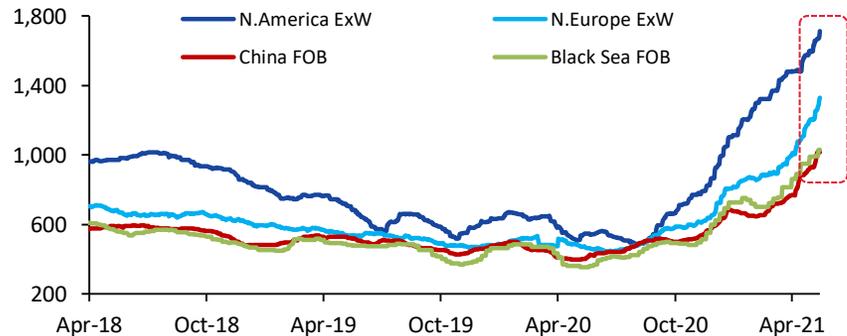
Steel Demand- Annual (mt)



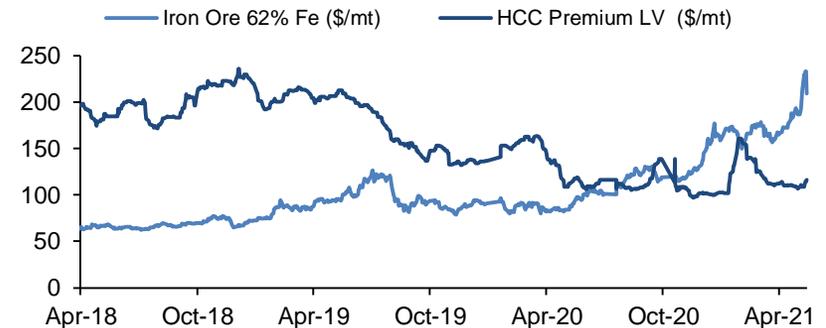
China Steel Production and Export* (mt)



HRC prices \$/t



Raw Material Price Trend

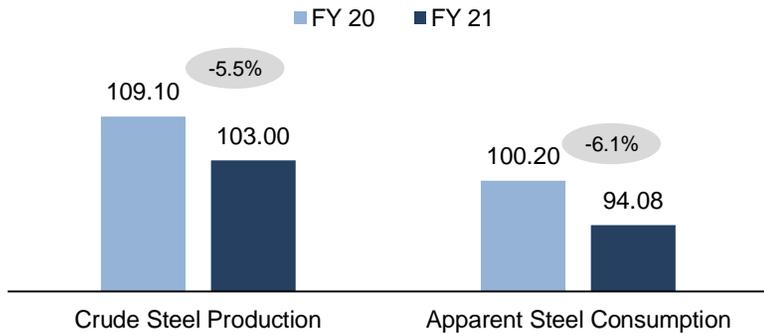


Strong demand recovery and iron ore price have led to robust steel prices

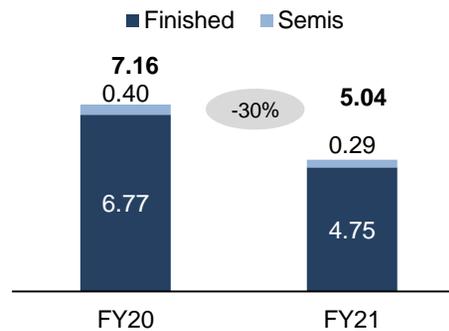
Source: Crude Steel Production (WSA) and Global Steel Demand (WSA - April 2021). Other data from Bloomberg, Platts and NBS China.
*China published Export figure for Jan '21 and Feb '21 combined at 10.14 Mnt. The number has been equally distributed over Jan and Feb in the chart

Indian Steel – Annual Trend

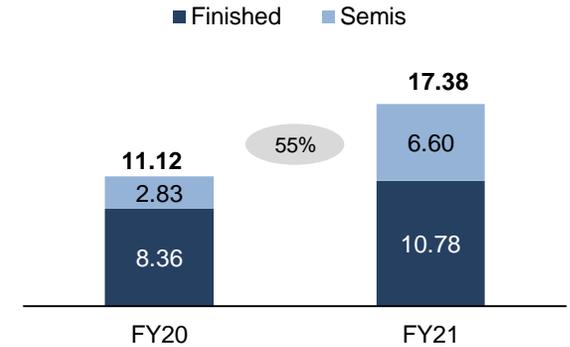
Production and Consumption (mt)



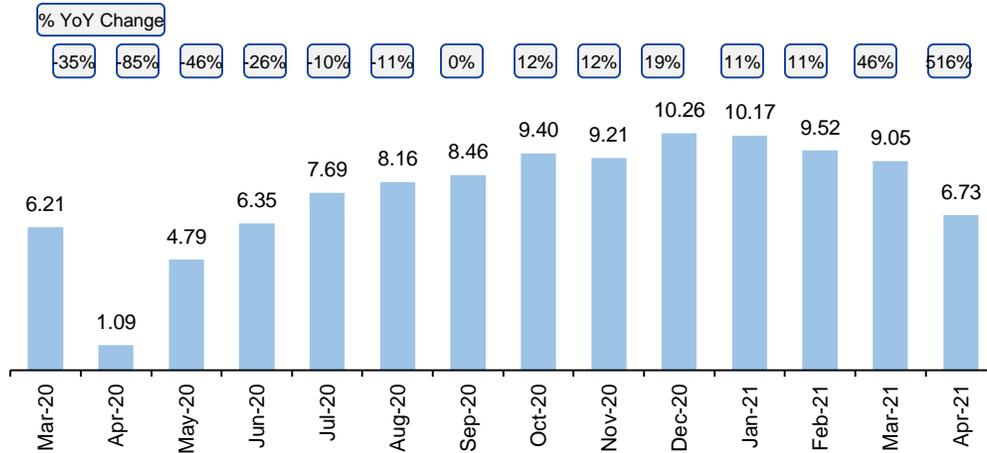
Steel Imports (mt)



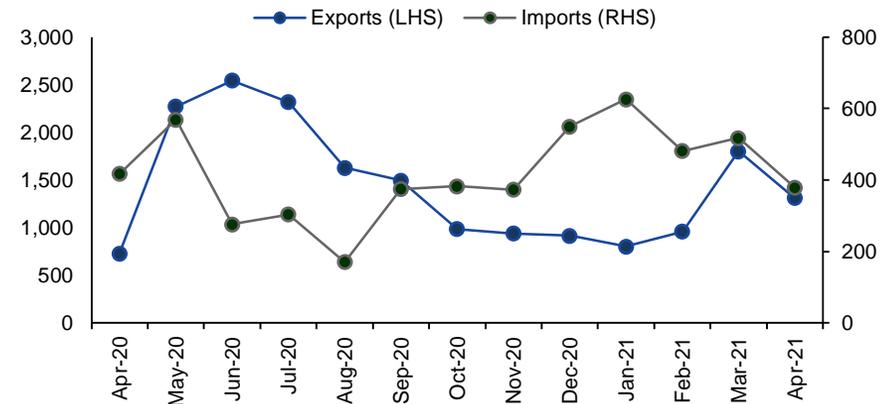
Steel Exports (mt)



Apparent Steel Consumption (mt) and YoY Growth



Monthly Steel Imports (kt) and Exports (kt)



Sharp rebound in production and demand post the 2020 lockdown

Business Overview

Among the top 10 integrated steel plants in India located in Chhattisgarh with:

- a) **0.95 MTPA** integrated operational steel plant at **Raigarh**
- b) Direct Reduced Iron (“DRI”) process-based sponge iron plant with capacity of **0.3 MTPA**, a **steel melting capacity of 0.25 MTPA** and **0.044 MTPA ferro alloy** at its facility at **Raipur**

➤ Salient features of Raigarh facility

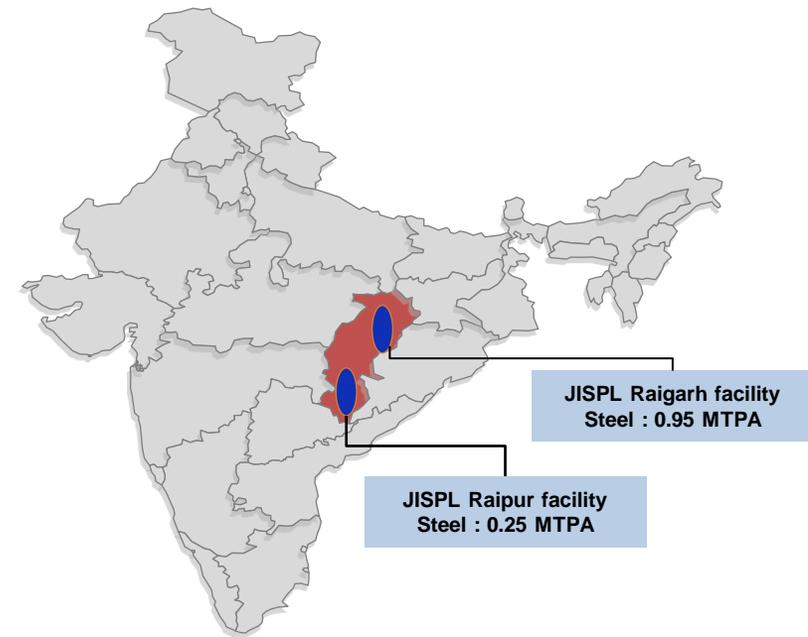
- Company’s proximity to mineral rich belt gives it an advantage to source iron ore and coal. Continuous, reliable & easy access to JSW Mines for Ore.
- JISPL is flexible to **import coke or coking coal and get it converted at local cookerries** with favorable long-term arrangements
- **Balanced route of production** with c.50% of steel production possible through the blast furnace route (using coking coal) with the balance using the direct reduced iron route (using thermal coal)
- Product targeted towards **specialized applications (alloy steel)** having higher realizations & margin

- **Raipur facility:** Steel plant with capacity of 0.25 MTPA catering into various industrial constructions

Strategic Plant Location

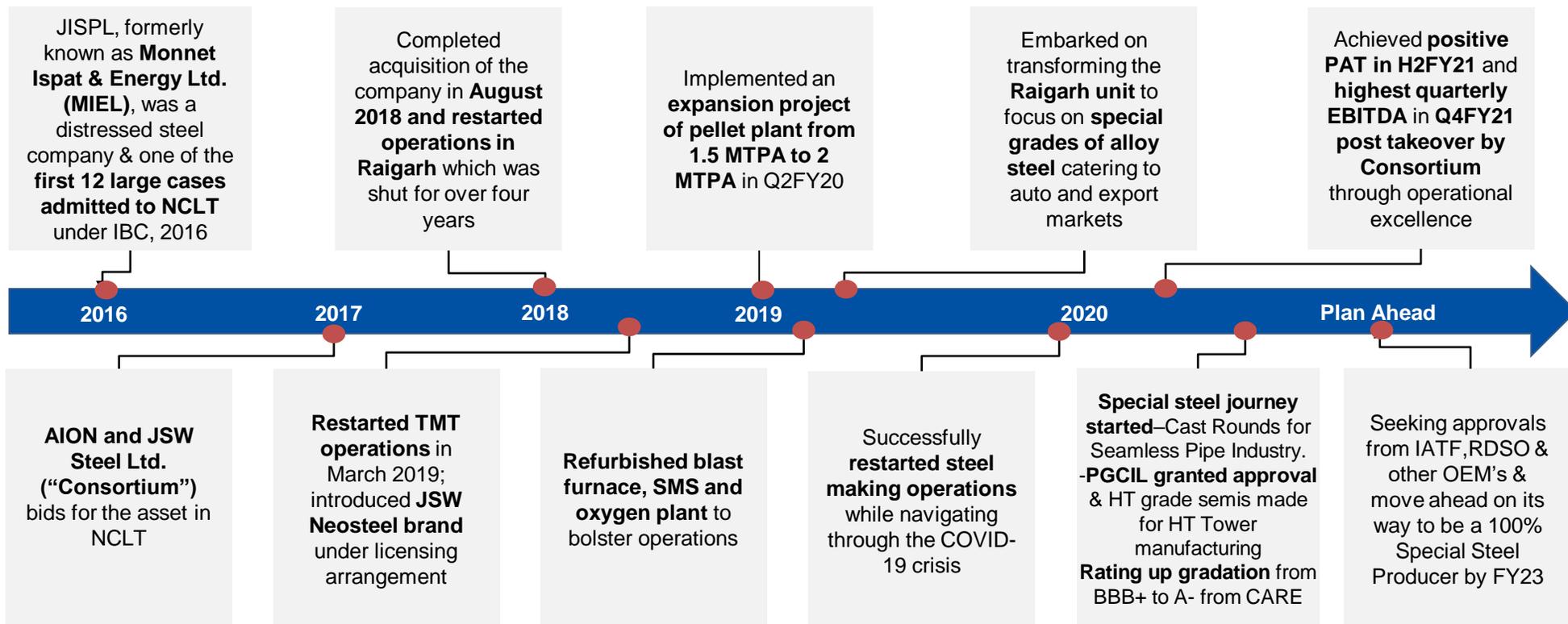
Best Positioned to service the deficit in North India market

Freight cost advantage supplying to Central & North India (India’s largest Steel market with limited capacity vs steel producers in South India)



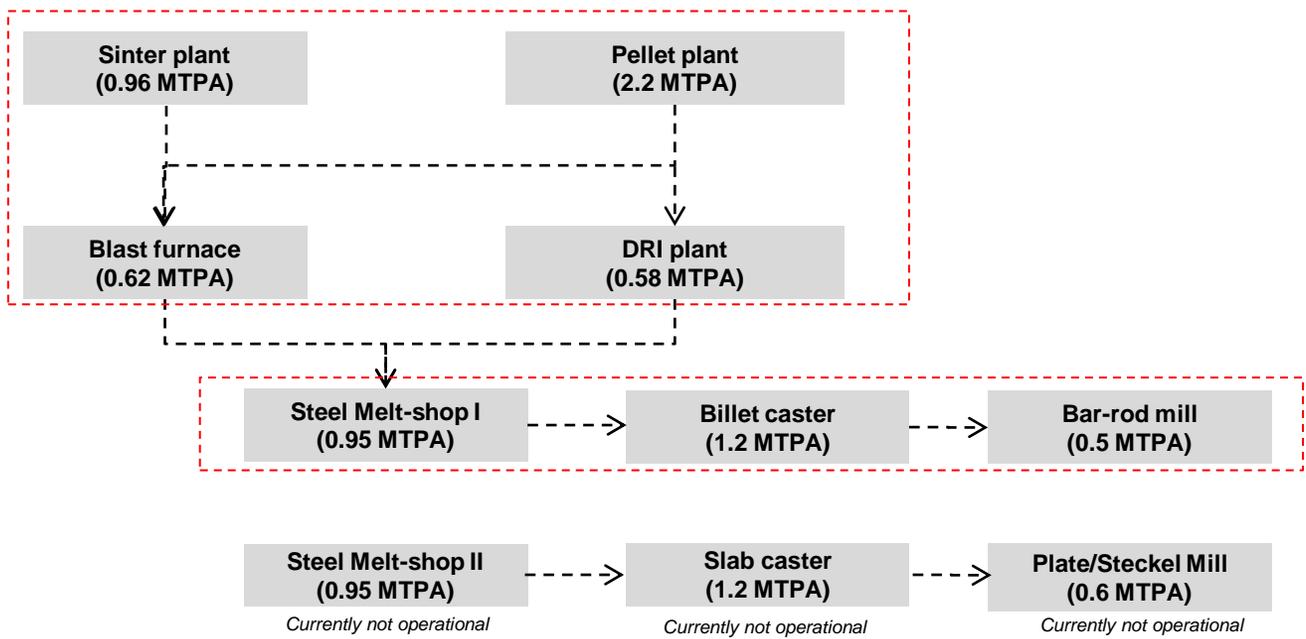
JISPL’s plant in Raigarh enjoys significant locational advantage in terms of logistics cost & accessibility for procuring key raw materials.

Transformational journey to Special Steel Producer



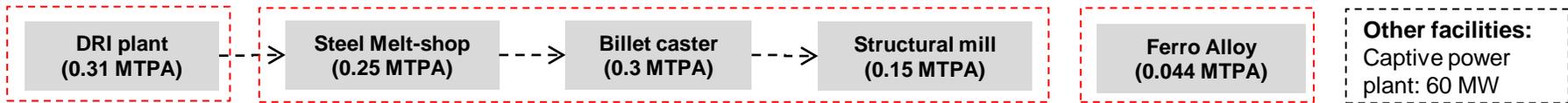
Overview of manufacturing facilities

Raigarh Manufacturing Facility Overview

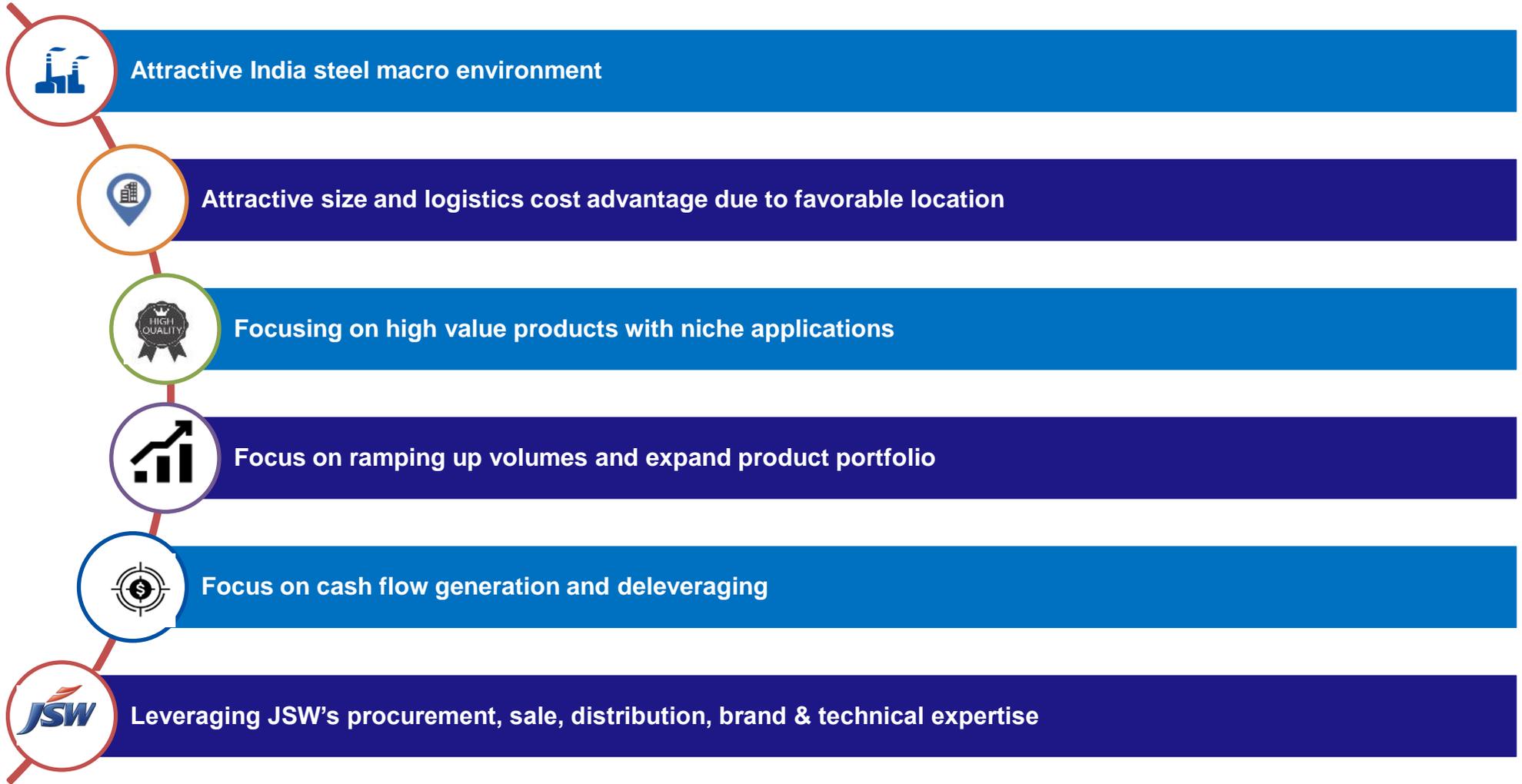


- Other operational facilities:**
1. Oxygen Plant: 400 TPD
 2. Captive power plant: 174 MW
 3. Railway siding

Raipur Manufacturing Facility Overview



Key highlights



Q1FY22 performance at a glance – standalone

Total production

	Intermediates	Billets	Rolled Products#
	560 KT	141 KT	50 KT

Total sales*

	Intermediates	Billets	Rolled Products#
	300 KT	89 KT	56 KT

Revenue



INR 1,462 Cr

EBITDA



INR 178 Cr

PAT



INR 63 Cr

Cash PAT



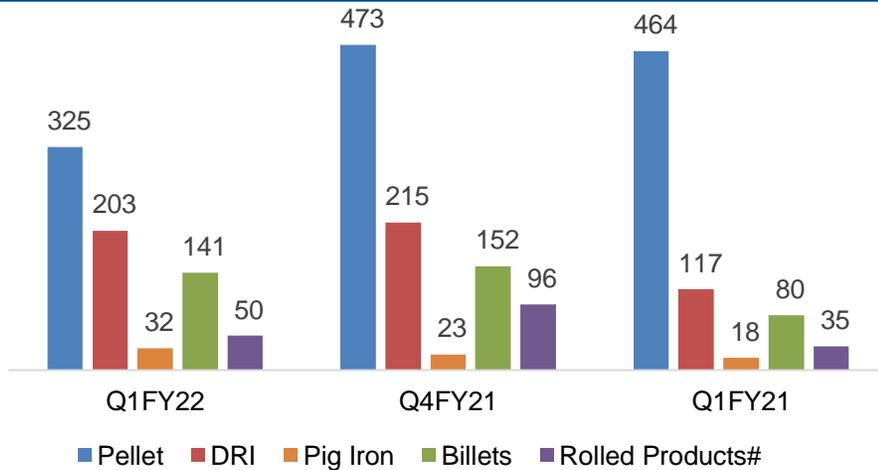
INR 118 Cr

*Sales are net of internal consumption

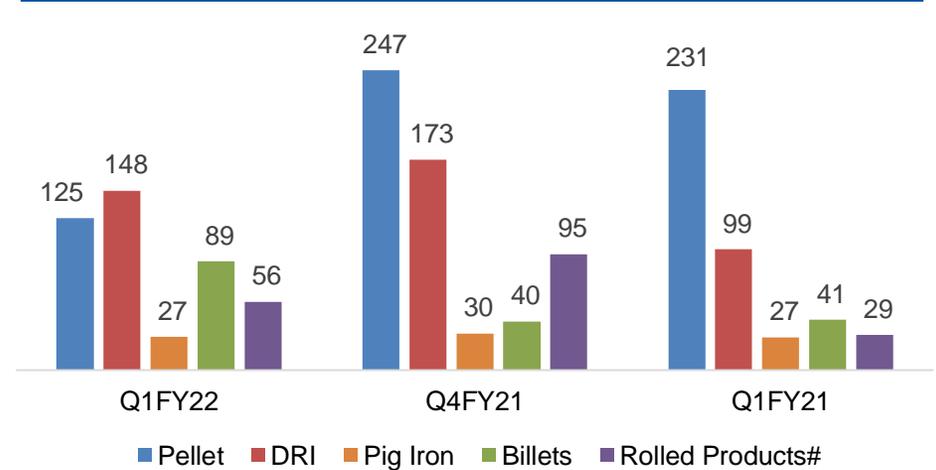
#Rolled products include TMT, Special Rolled, Structural Steel & Ferro Alloys

Standalone quarterly operational & financial performance snapshot

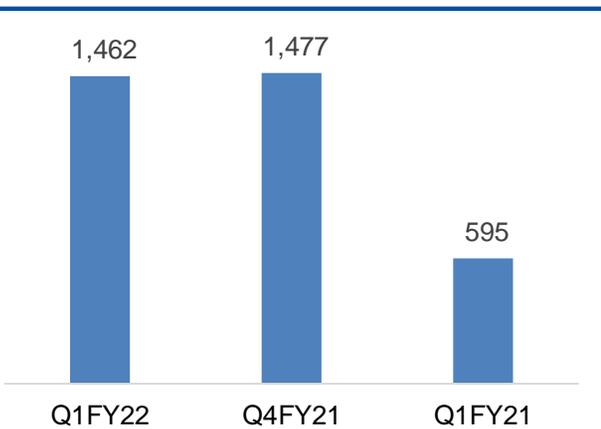
Total production (KT)



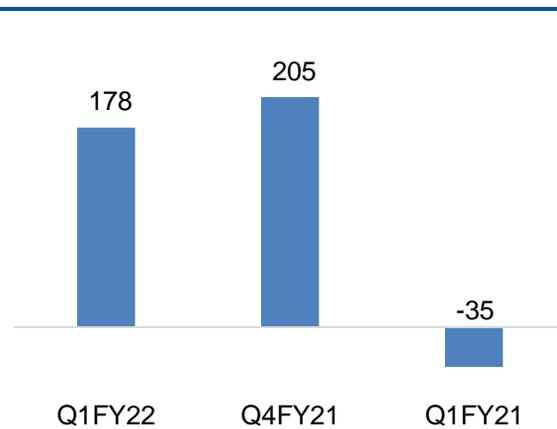
Total sales (KT)*



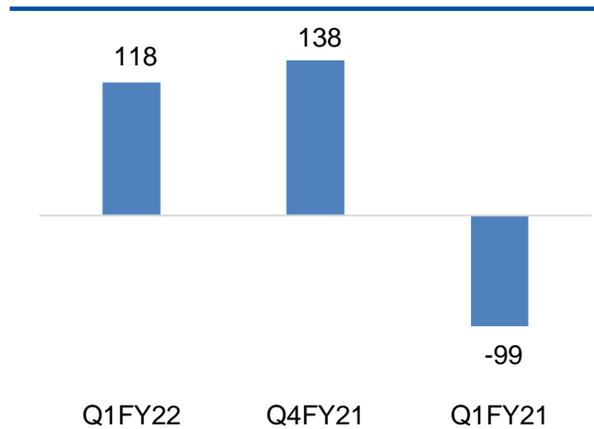
Revenue (INR Cr)



EBITDA (INR Cr)



Cash PAT (INR Cr)



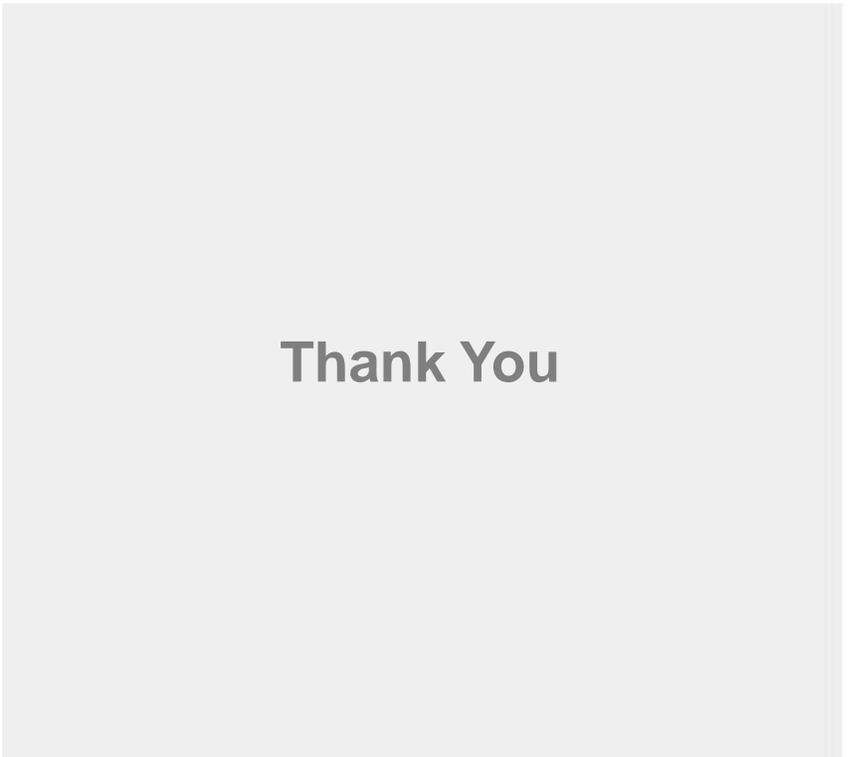
*Sales are net of internal consumption
#Rolled products include TMT, Special rolled, Structural Steel & Ferro Alloys

Financial summary – standalone

Particulars (INR Cr)	Q1FY22	Q4FY21	Q1FY21
Revenue from operations	1,462	1,477	595
EBITDA	178	205	(35)
Other Income	6	4	3
Finance Cost	66	72	66
Depreciation	55	57	55
Profit Before Tax	63	81	(154)
Tax Expense/(Credit)	-	-	-
Profit After Tax	63	81	(154)
Cash PAT	118	138	(99)

Forward looking and cautionary statement

Certain statements in this report concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risk and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition within Steel industry including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, our ability to commission mines within contemplated time and costs, our ability to raise the finance within time and cost client concentration, restrictions on immigration, our ability to manage our internal operations, reduced demand for steel, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the Company has made strategic investments, withdrawal of fiscal/governmental incentives, impact of regulatory measures, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the company.



Thank You

