



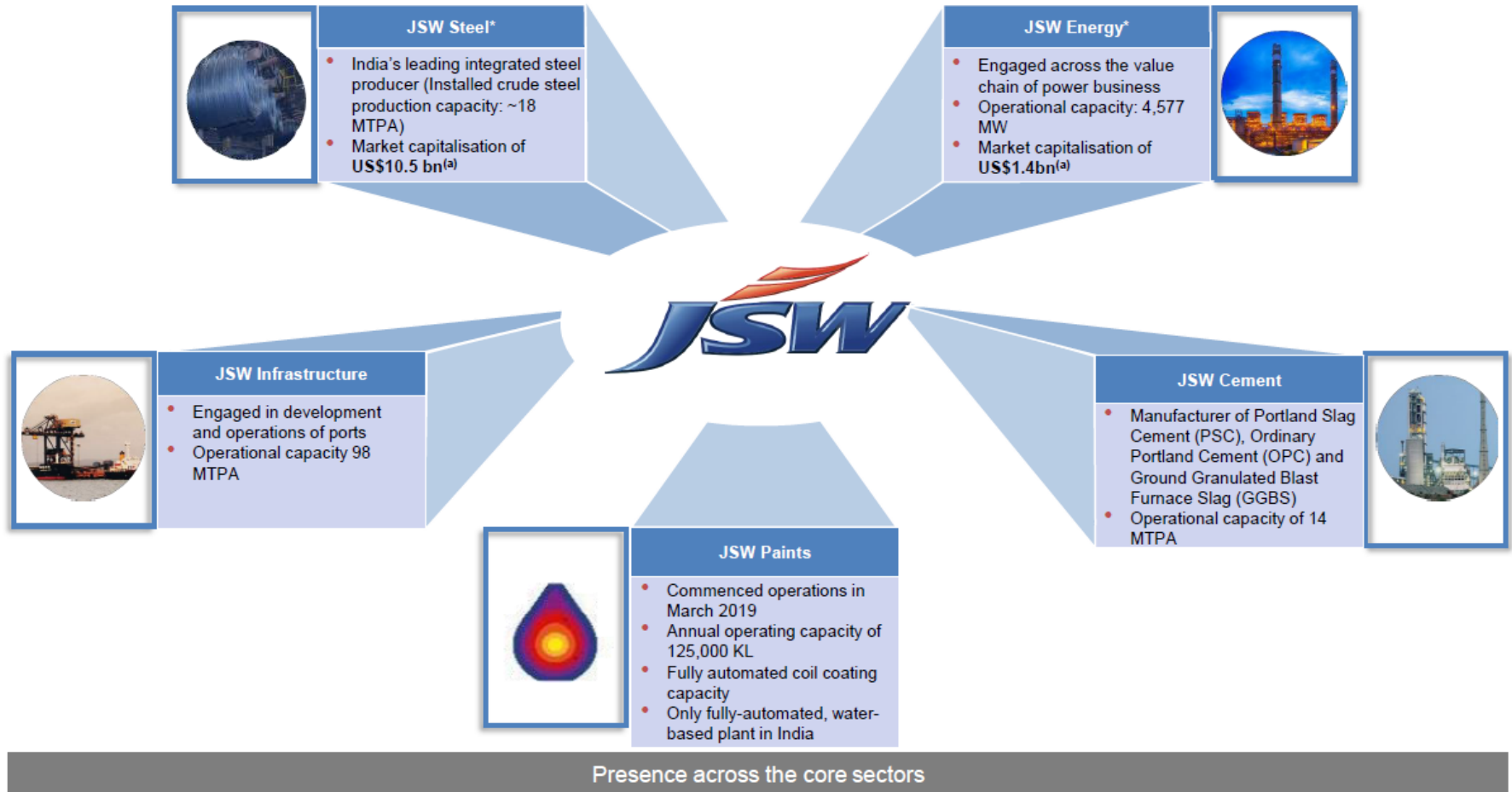
**JSW Ispat Special Products Ltd.**

*Formerly known as Monnet Ispat & Energy Ltd.*

**Corporate Presentation**

January 2021

# JSW Group overview



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

\*Listed Company  
(a) USDINR = 73.68 as of 11<sup>th</sup> December 2020

# Apollo overview

Apollo Global Management is a leading global alternative investment manager with expertise in credit, private equity, and real assets



\$433 billion

Total Assets Under Management<sup>1</sup>



\$258 billion

AUM in Permanent Capital Vehicles



39%

Gross IRR in Private Equity  
Since 1990<sup>2</sup>

## APOLLO



\$312 billion

Largest Alternative Credit  
Platform



\$25 billion

One of the Largest Private Equity  
Funds Ever Raised



21%

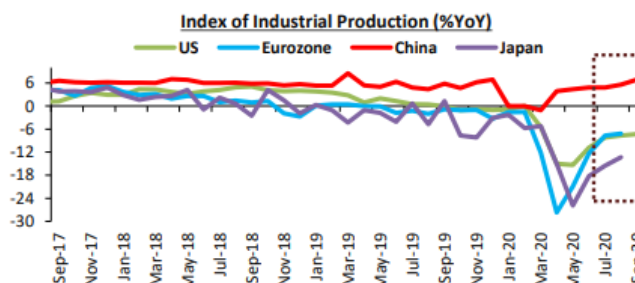
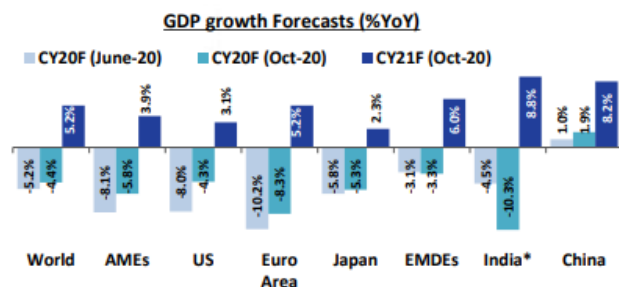
Fee Related Earnings CAGR  
Since IPO<sup>3</sup>

*AION is an affiliate entity of Apollo*

- (1) As of Sep'20
- (2) Returns from 1990 to 30 Sep'20. Net IRR of 24%
- (3) FRE CAGR since IPO is being calculated from LTM 1Q'11 to LTM 3Q'20

# Recent developments in Steel Market

*Unwavering resolve on policies to aid growth, waves of re-infections pose risks to the outlook*



- Synchronized monetary and fiscal policy measures have limited the impact of economic fall out in the near term, accommodative monetary stance likely to aid momentum
- India has started one of the largest COVID-19 vaccination programs globally which should further bolster the economic recovery
- Steel spreads have improved with upward trajectory of steel prices and weaker coking coal prices

**Strong recovery in global steel prices....**



**...supported by increasing iron ore and weaker coking coal prices (a) (b) ...**



**....leading to enhanced steel spreads (c)**



- (a) SBB premium hard coking coal - FOB east coast port  
 (b) Iron-Ore delivered to Qindago China - 62% ferrous content  
 (c) Raw material costs calculated as 1.7 times the Iron ore prices plus 0.9 times coking coal price

# JISPL overview

## 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

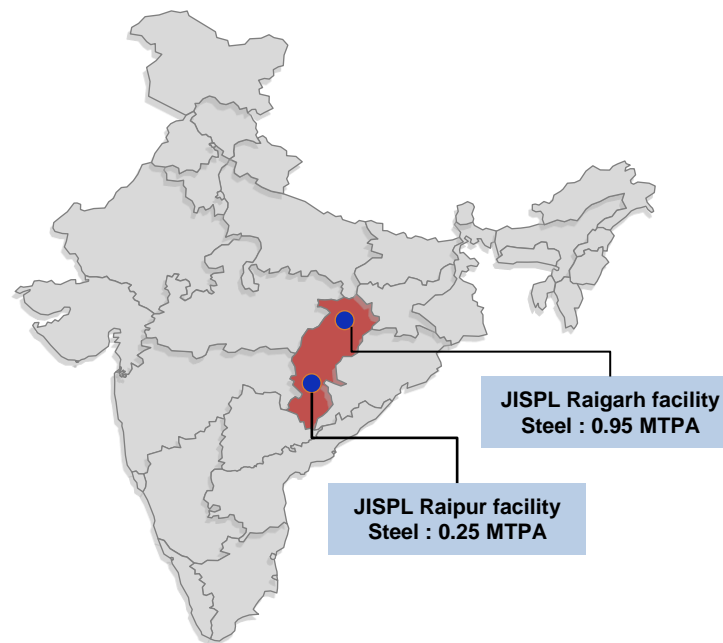
- Company's proximity to mineral rich belt gives it an advantage to source iron ore and coal
- JISPL is flexible to **import coke or coking coal and get it converted at local cookeries** with favorable long-term arrangements
- **Balanced route of production** with c.50% of steel production possible through 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

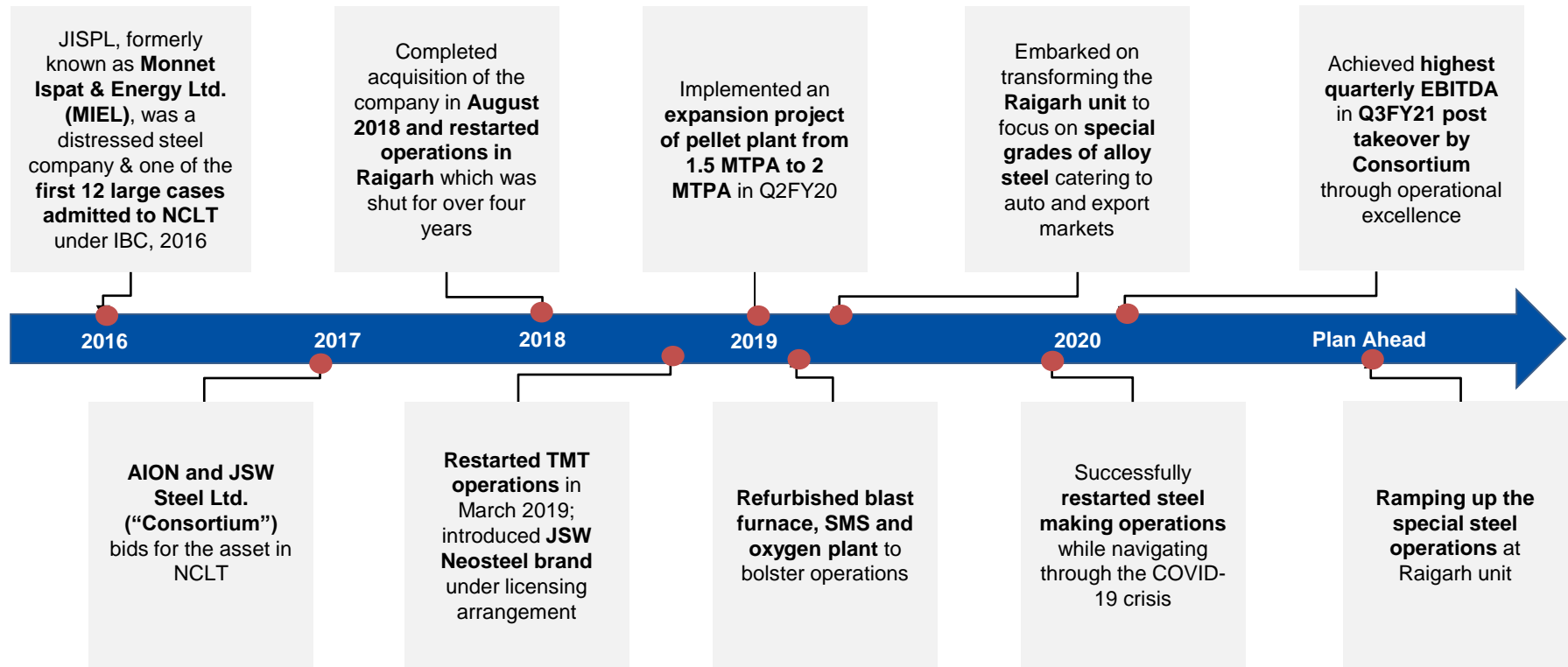
### **Best Positioned to service the deficit in North India market**

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



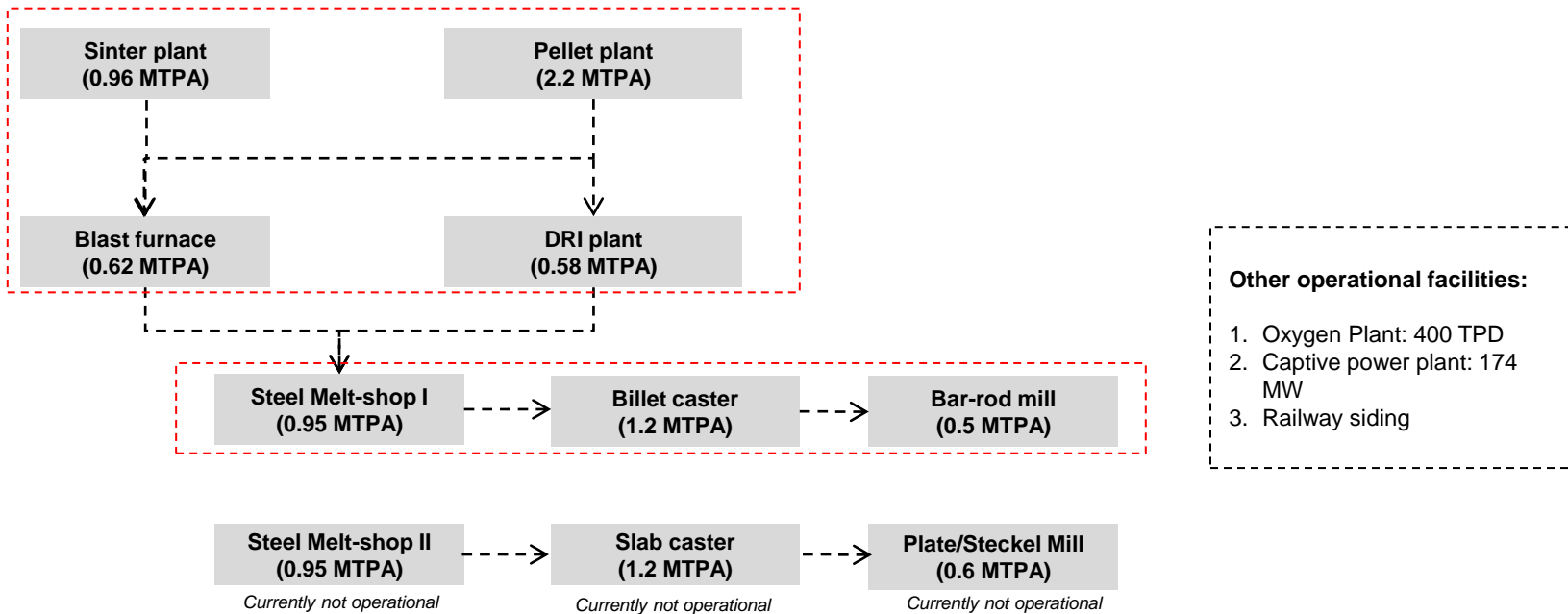
**JISPL's plant in Raigarh enjoys significant locational advantage in terms of logistics cost & accessibility for procuring key raw materials.**

# Transformational journey to Special Steel Producer

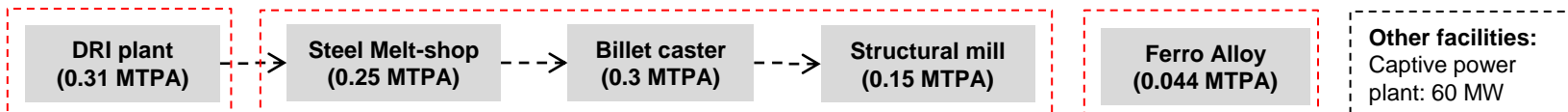


# Overview of manufacturing facilities

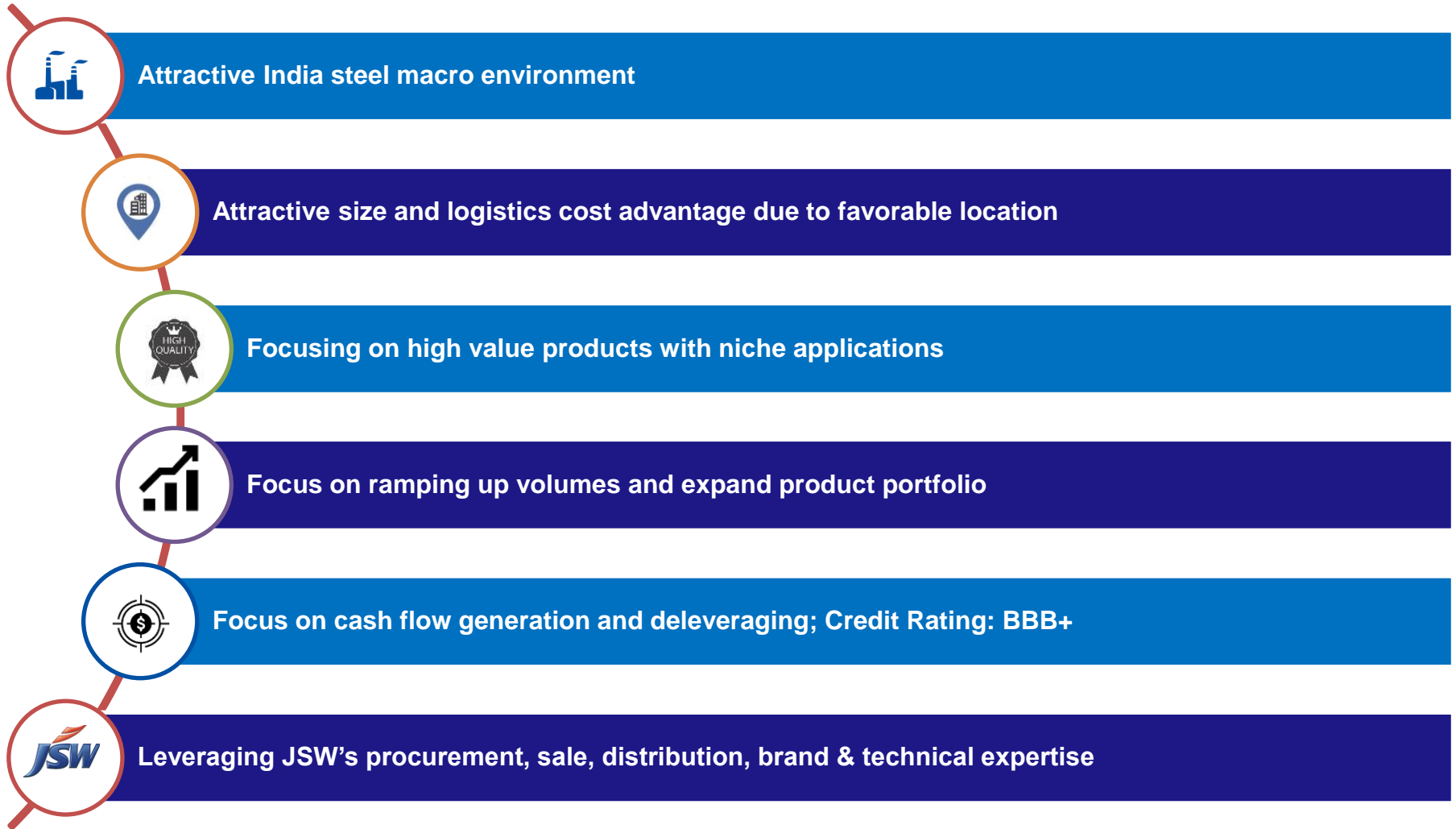
## Raigarh Manufacturing Facility Overview



## Raipur Manufacturing Facility Overview



# Key highlights






# Q3FY21 performance at a glance - standalone

## Total production

	Intermediates	Billets	Rolled Products <sup>#</sup>
	778 KT	100 KT	83 KT

## Total sales

	Intermediates	Billets	Rolled Products <sup>#</sup>
	522 KT	16 KT	64 KT

## Revenue



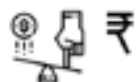
INR 1,161 Cr

## EBITDA



INR 152 Cr

## PAT



INR 30 Cr

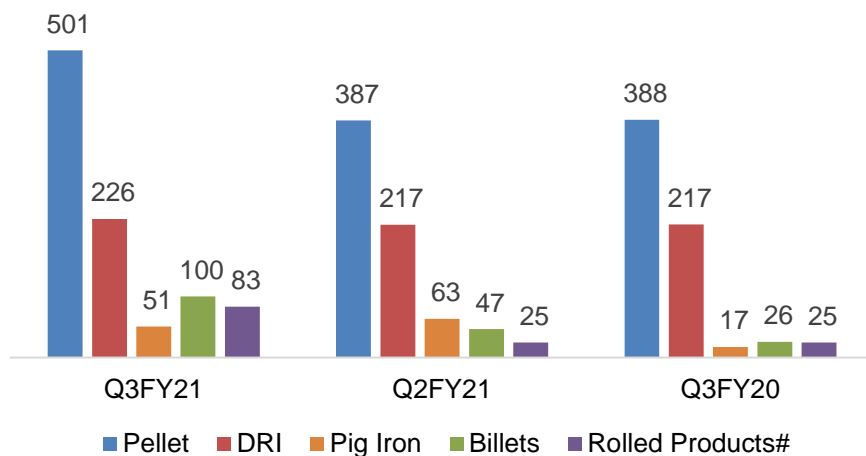
## Cash PAT



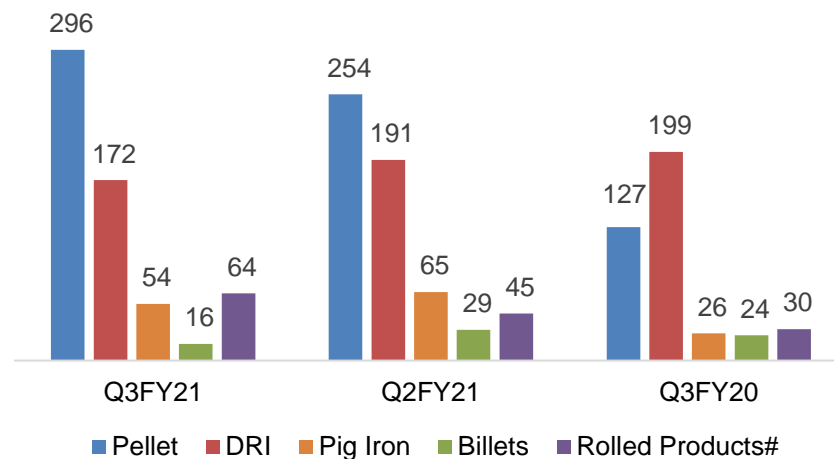
INR 87 Cr

# Standalone operational & financial performance snapshot

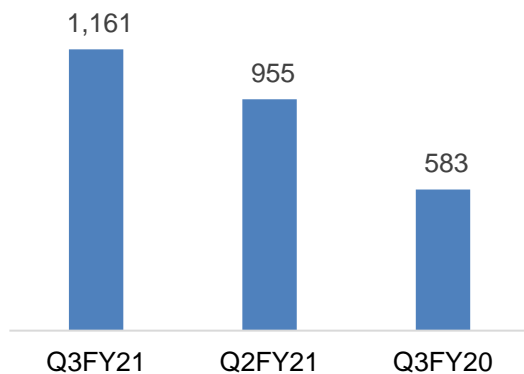
## Total production (KT)



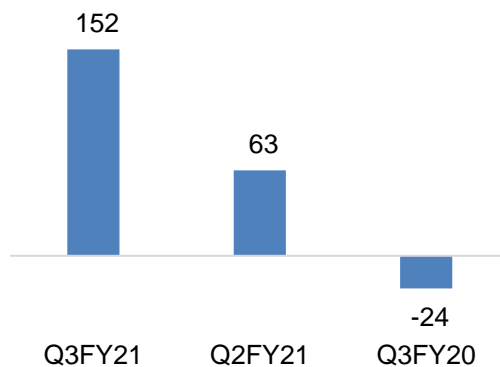
## Total sales (KT)\*



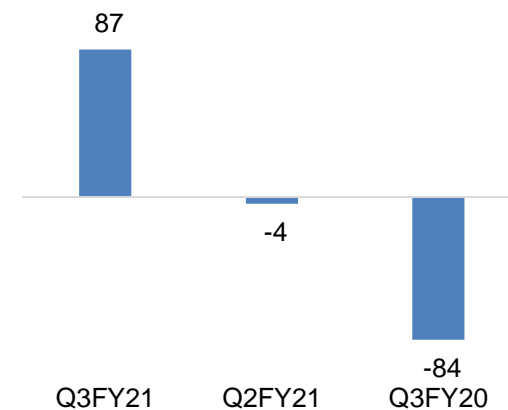
## Revenue (INR Cr)



## EBITDA (INR Cr)



## Cash PAT (INR Cr)



\*Sales are net of internal consumption

#Rolled products include TMT, Structural Steel & Ferro Alloys

## Financial summary - standalone

Particulars (INR Cr)	Q3FY21	Q2FY21	Q3FY20
Revenue from operations	<b>1,161</b>	955	583
Operating EBITDA	<b>152</b>	63	(24)
Other Income	<b>3</b>	2	4
Finance Cost	<b>68</b>	69	64
Depreciation	<b>57</b>	58	53
Profit Before Tax	<b>30</b>	(62)	(137)
Tax Expense/(Credit)	-	-	-
Profit After Tax	<b>30</b>	(62)	(137)
Cash PAT	<b>87</b>	(4)	(84)

# 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**