



# CORPORATE PRESENTATION

MAY 2024





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# OVERVIEW





# Jindal Stainless **Leader in Specialized Products**



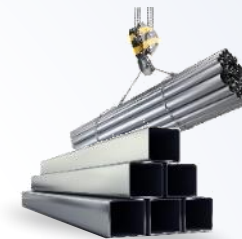
**#1**

Stainless steel  
producer in  
India



**#5**

Top Global producer  
Ex - China



**3mtpa**

Stainless steel capacity



**~₹ 384bn**

Revenue (Net)\*



**~₹ 40bn**

EBITDA\*



**0.2x**

Net Debt/Equity\*



**50+**

Exports to countries



**>120 grades**

Diversified High End  
Product Mix



**> 21,000**

Manpower (incl. contractual)





# Diverse Product Portfolio **Redefining Possibilities**

Unleashing the spectrum of stainless steel solutions



SMS : Steel Melt Shop  
HSM: Hot strip Mill  
HRAP: Hot Rolled Annealing Pickling  
CRAP: Cold Rolled Annealing Pickling





# Ingenuity Meets Manufacturing Excellence

The heart of our operations

**ODISHA**  
Capacity – 2.2 MTPA

**HISAR**  
Capacity - 0.8 MTPA

Million Tonnes per Annum





# SECTOR DYNAMICS & DIVERSIFIED APPLICATIONS



# Stainless Steel At The Vanguard

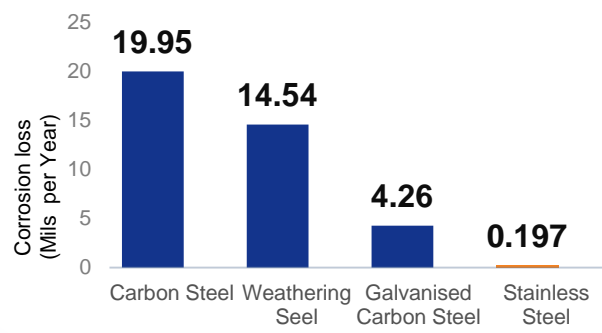
characteristics and popularity

## Value - added & Sustainable Metal



**GREEN**  
WONDER  
METAL

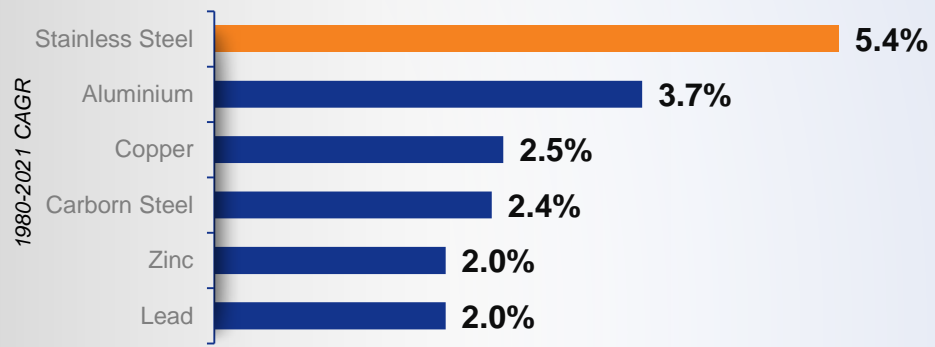
Corrosion resistance under wet /dry salt water environment



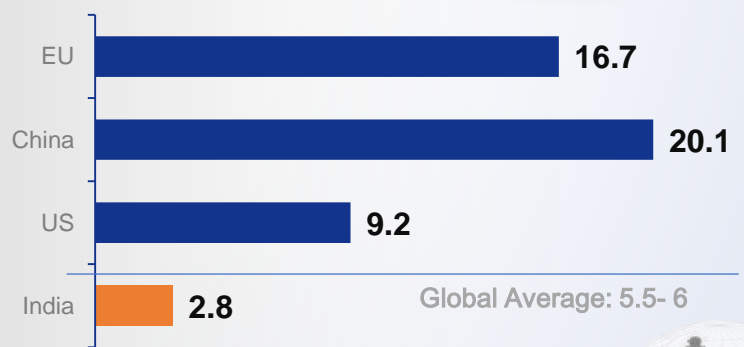
Mils per year unit calculates material loss/ weight loss of a metal surface  
Source- Industry

## Favorable growth trajectory

...With stainless steel as the fastest growing metal



## Per Capita Consumption (kg)



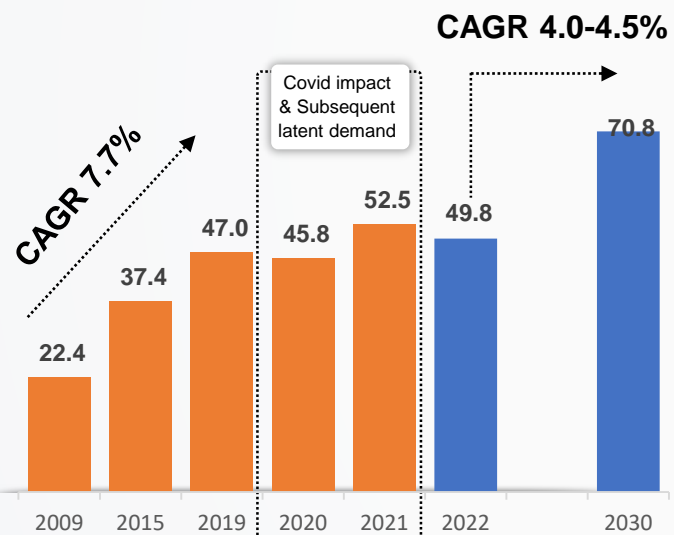
Source- ISSDA, ISSF, CRISIL and World Bank



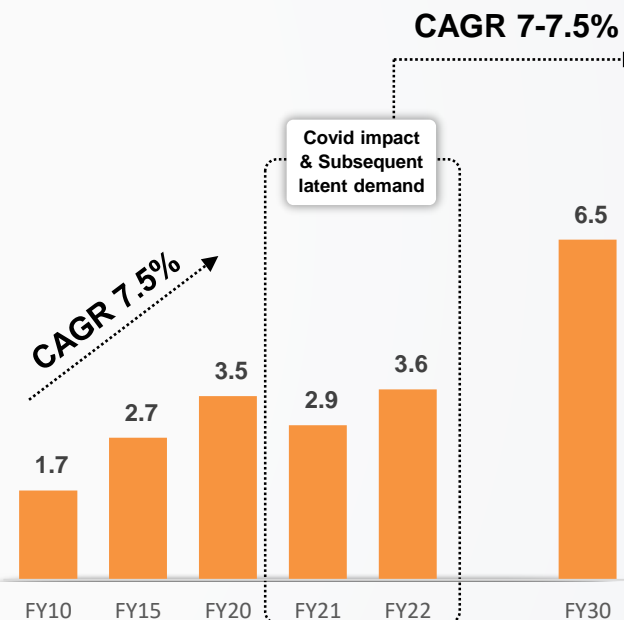


# Stainless Steel's **Shining Surge**

Global SS Consumption (MTPA)



India SS Consumption (MTPA)



\* ISSF melt data converted to conversion by yield loss factor of 10%





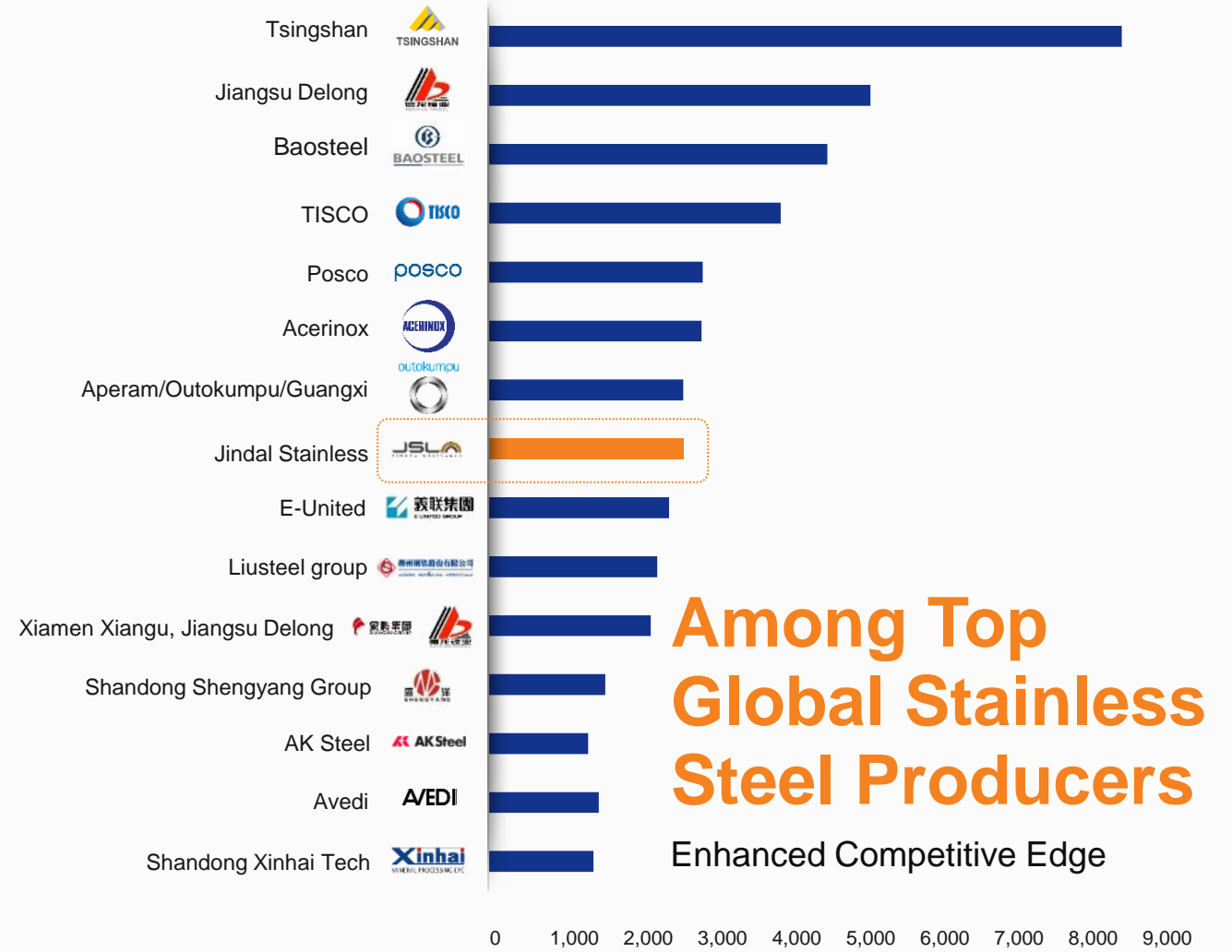
# JSL Shaping the **Global Landscape**

Setting new benchmarks in the global stainless steel market

Among  
**Top**



EX CHINA



Industry/Company estimates



# Empowering Industries with an Extensive Product Portfolio

Offering a  
comprehensive  
selection of quality  
products for existing  
and new sectors

# 360°

**PRODUCT  
APPLICATIONS**



**Automobile  
Railway & Transport**



**Process  
& Engineering**



**Architecture  
Building Construction**



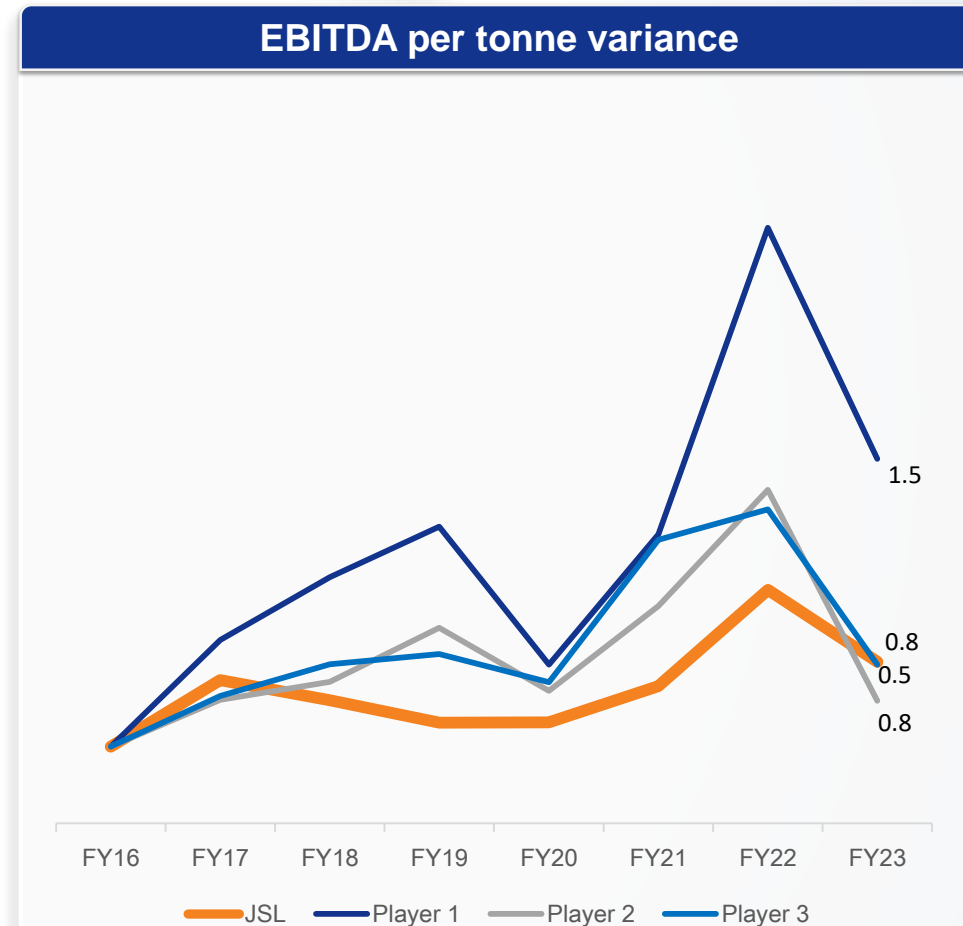
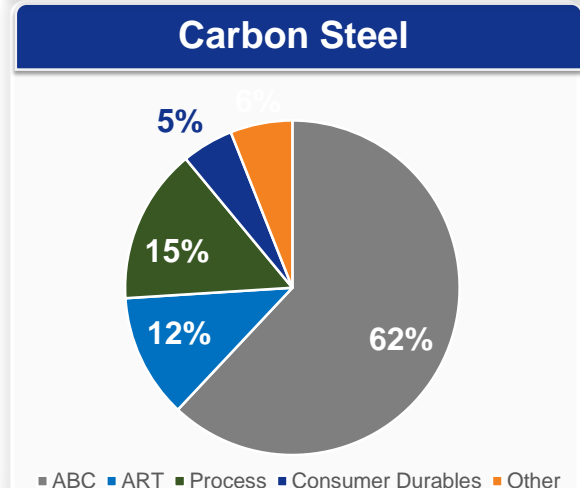
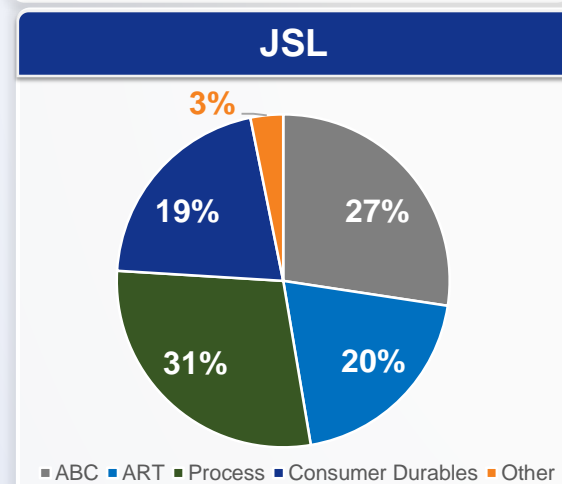
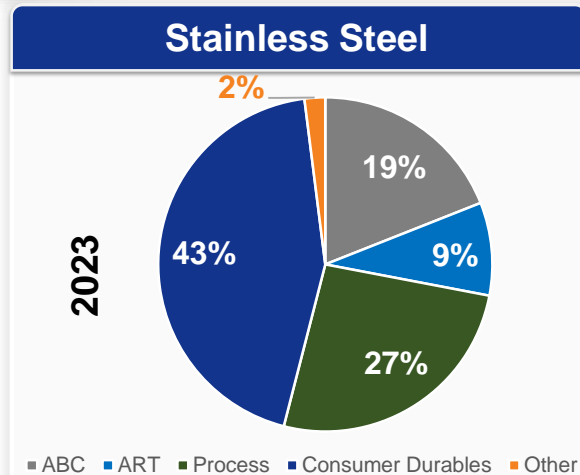
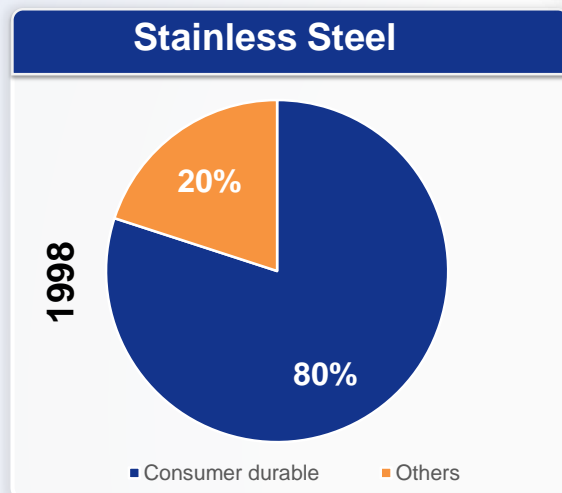
**Consumer Durables**





# Diversified Consumption Pattern

## Evolution in Sectoral growth



ABC - Architecture Building Construction | ART - Automobile Railway & Transport



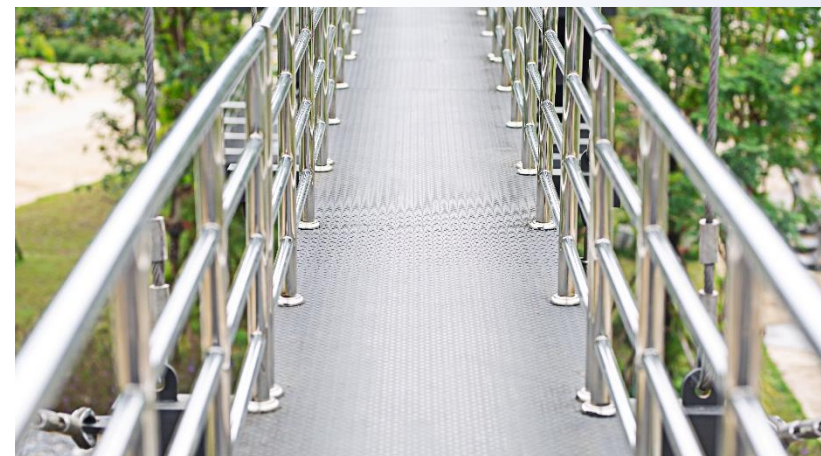


# Charting New Territories in Consumption

Discover the latest market developments and stainless steel applications

## Progressive Potential Market

Particulars	Foot Over Bridge	Road Over Bridge	Flyovers	Underframes	Railway Station (ABC+Structurals)	Airport ABC+Structurals
Consumption	100-150Mt/Bridge	250-350MT/ROB	2000-2500MT/Flyover	6.6 MT/coach	1500-2000MT/Station	2000-2500MT/Airport
Why SS	Corrosion resistance, Weight reduction, Durability, Safety, Aesthetics, Low maintenance, Faster construction					
Potential	1000 FOB/Yr	300/Yr	1000 Bridges/Yr	8000 coaches	7700 (Redevelopment-1275)	137 Airports





# Charting New Territories in Consumption

Discover the latest market developments and stainless steel applications

Progressive Potential Market				
Particulars	Ethanol	Hydrogen	Water	Nuclear
Consumption	per 100 klpd, 450-500 MT	5MMTA of hydrogen will use 70-80KT of SS	300-500 MT per 100 MLD treatment plant	Nuclear plant of 700-800 MV uses 7000-8000 MT SS
Why SS	Corrosion resistant, Long LCC, Non-contaminated, Embrittlement resistance, better ductility at cryogenic temp., Hygiene, good weldability. Long lasting, easy to manufacture in different shapes			
Potential	Current capacity 700 cr litre and will grow 8.5% cagr per annum/1500 cr by 2030	At least 5 mn MT per year by 2030	1.5 trillion metric cube of water by 2030 with 38,000 MLD of WTP	Current capacity 6780 mw, 20,000 mw by 2030
Applications	Fermentation tanks, Beer well, CO2 Column, Applications Analyzer column, Heavy molasses tank, Rectifier column	<b>Hydrogen Electrolysers:</b> Bi Polar Plate Hydrogen <b>Generation Equipment:</b> LP Piping, Buffer Tanks, Heat Exchanger, Driers, Cryogenic Storage	<b>Water Treatment Plant:</b> Trash rack equipment, Intake Screens, Weirs, Gates, Piping, Agitators. Treatment sections, Dryers etc	Super critical boilers, Piping. Fission Reactors, Tanks, chimneys





## PROJECT – FOB – Naupada – East Coast Railway

### Application

All load Bearing Members including Girders, Columns, Cross Beams etc.

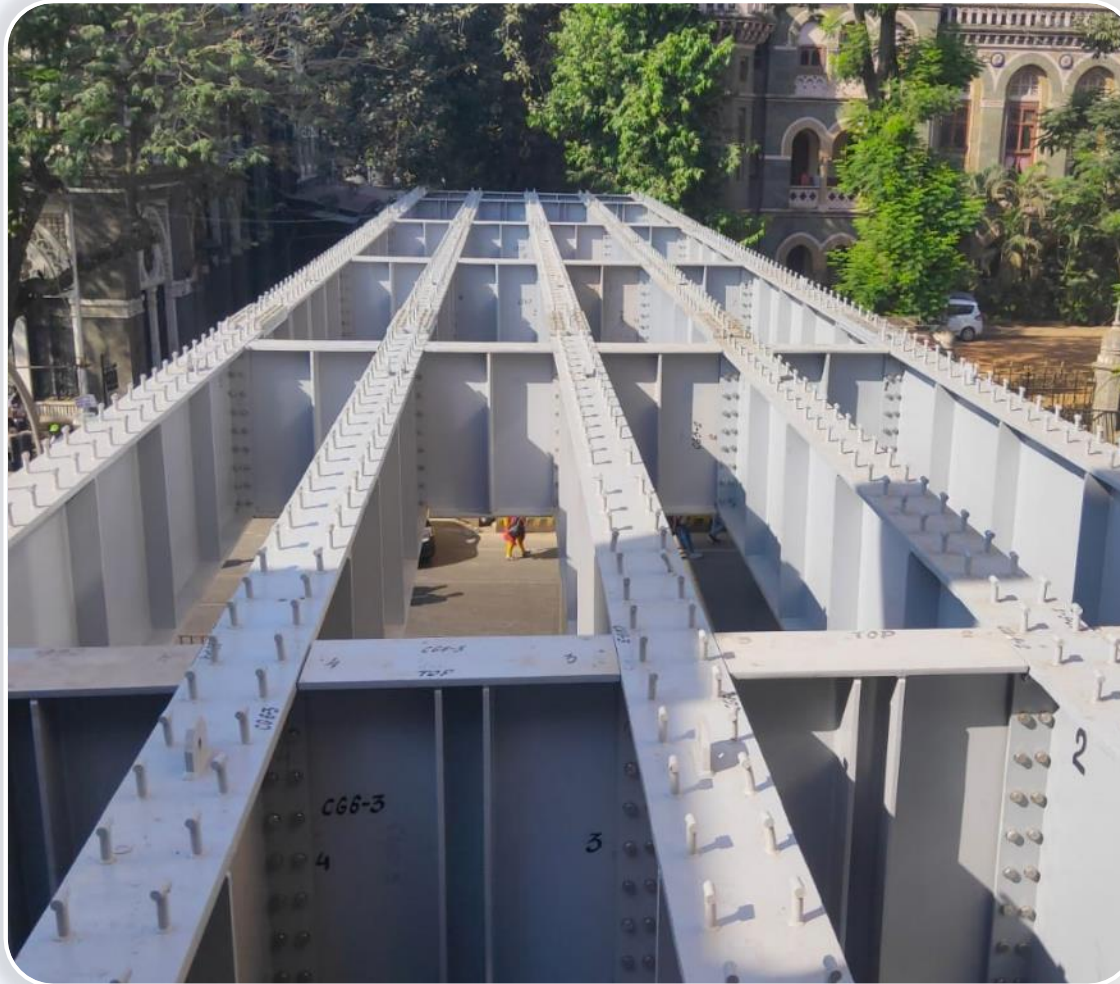




## PROJECT – HIMALAYA FOB – CSMT, BMC, Mumbai

### Application

All load Bearing Members including Girders, Columns, Cross Beams etc.





## **Application**

**Foundations of Bridges, Columns etc.**





# India Growth & Infrastructure Push -Driving Demand

Leveraging sectoral opportunities



## Auto Railways and Transport

400 new Vande Bharat trains to be introduced in the next three years, alongside a 14% rise in railway capital spending. The funds will be used for new lines, track doubling, and implementing the Kavach System.

Investment of ₹ 75,000 crores, including ₹ 15,000 crores from private sources, for 100 critical transport infrastructure projects, for last and first-mile connectivity for ports, coal, steel, fertilizer and food grains sectors.

Railways received ₹2.40 lakh crore for capital outlay, including a project to redevelop over 50 stations into multimodal transit facilities

100 PM GatiShakti Cargo terminals for multimodal logistics to be developed

Replacing old polluting government and municipal vehicles will boost the manufacturing sector, particularly the auto industry, and ultimately increase stainless steel demand in the country.

## Infrastructure

Transforming 508 railway stations across the country under Amrit Bharat Station Scheme with an investment of ₹ 25,000 crore

An amount of ₹ 10,000 cr is expected to make available for creating urban infrastructure in Tier 2 and Tier 3 cities

Completion of 25,000km of national highways

50 additional airports and associated air connectivity

Completion of 8 million houses (under the Awas Yojna plan)

## Process Industry

For achieving 280 GW of solar capacity by 2030, ₹ 19,500 crore is allocated for PLI for manufacturing units for solar modules

Four pilot projects for coal gasification and conversion of coal into chemicals required for the industry

Improved scientific management of dry and wet waste and modernized sewers with 100% mechanical desludging of septic tanks and sewers, transitioning from manhole to machine-hole mode.

Implementation of the Ken Betwa Link Project to beneficiate 910,000 hectares of farmland, providing drinking water to 6.2 million people





# Government Notifications

## Strong Regulatory Support for SS Adoption

With a view to strengthening the quality of infrastructure build-out in the country, the Government of India has issued several circulars directing the usage of Stainless Steel in key infrastructure sectors. This is providing a tailwind to the demand in the country



**The Ministries of Road Transport and Railways** now require stainless steel for reinforced bridges in marine government projects to prevent corrosion and maintain bridge strength.



**Indian Railway Standard Code of Practice for General Bridge Construction (2018)** allows for the use of high-strength deformed stainless steel bars and wires as concrete reinforcement, especially in extreme conditions and coastal areas.



**Ministry of Road Transport & Highways Circular: Stainless steel (IS:16651:2017)** must be used for reinforced concrete bridges on National Highways in extreme environments.



In March 2023, **RDSO** issued alteration drawings requiring the use of anti-skid checkered plates (**IS 6911 compliant**) for gangways, troll refuges, man refuges, side pathways, etc. They also specified the use of recommended stainless steel grade fasteners by the manufacturer.

**Stainless steel Durability earns the trust of Minister**

**Circulars released by RDSO for Adoption of Stainless Steel checkered plates in Bridge Application**

**Letter Release by Indian Railways And MORTH for use of Stainless Steel Rebars**

Printed from  
THE TIMES OF INDIA

### Need to make use of stainless steel mandatory in bridges close to the sea: Gadkari

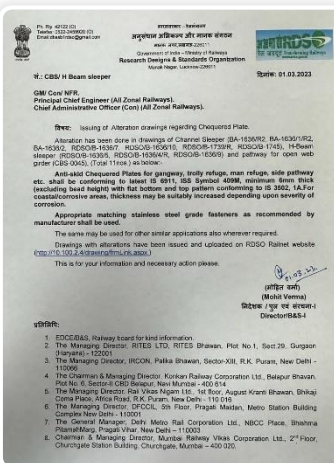
TNN | Jan 4, 2022, 09:51 PM IST



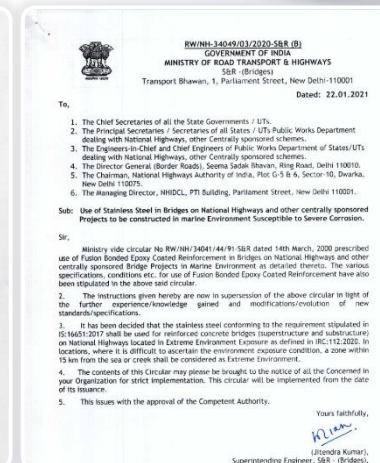
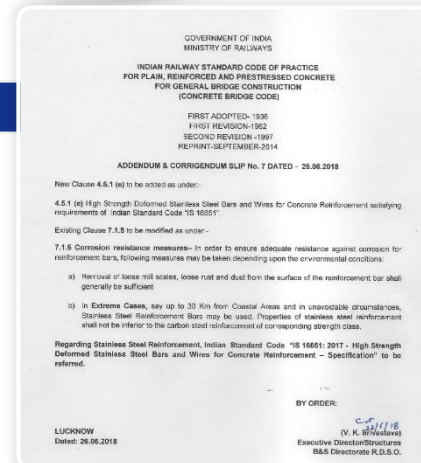
solutions."

NEW DELHI: Union road transport and highways minister, Nitin Gadkari on Tuesday hinted that the government may bring a policy making the use of stainless steel mandatory in bridges in areas that are close to the sea. The minister said this is necessary while flagging how corrosion is one of the major reasons for weakening the strength of bridges. Releasing a book titled "Building Bridges", which captures how his ministry undertook the task of setting up Indian Bridge Management System (IBMS), the minister said, "In localities like Mumbai and other areas close to the sea there is a common problem of rusting of the steel and that reduces strength of buildings and bridges. We may have to make a law that in areas within 30-50 km of a sea, we need to use only stainless steel. Rusting is a big problem. We also need to carry out more studies to find

The minister also said there is a dire need to fix the life or expiry date of bridges; carry out timely repair, but that's possible only when there is data on the status of the bridge. "For this we need to have proper audit reports," Gadkari said.



Indian  
Railways



MoRTH



# CORE STRENGTHS





# Solution Provider

Exploring the various solutions

## One stop solution provider



**Grade  
recommendation /  
customization**



**Quality  
Control**



**Ensures availability  
of all supportive  
components for  
implementation**



**Identifying  
implementation  
vendors**



**Dedicated JSL  
technical resource**



**Welder  
training**



**Consultancy in  
newer application**



**Fabrication  
support**





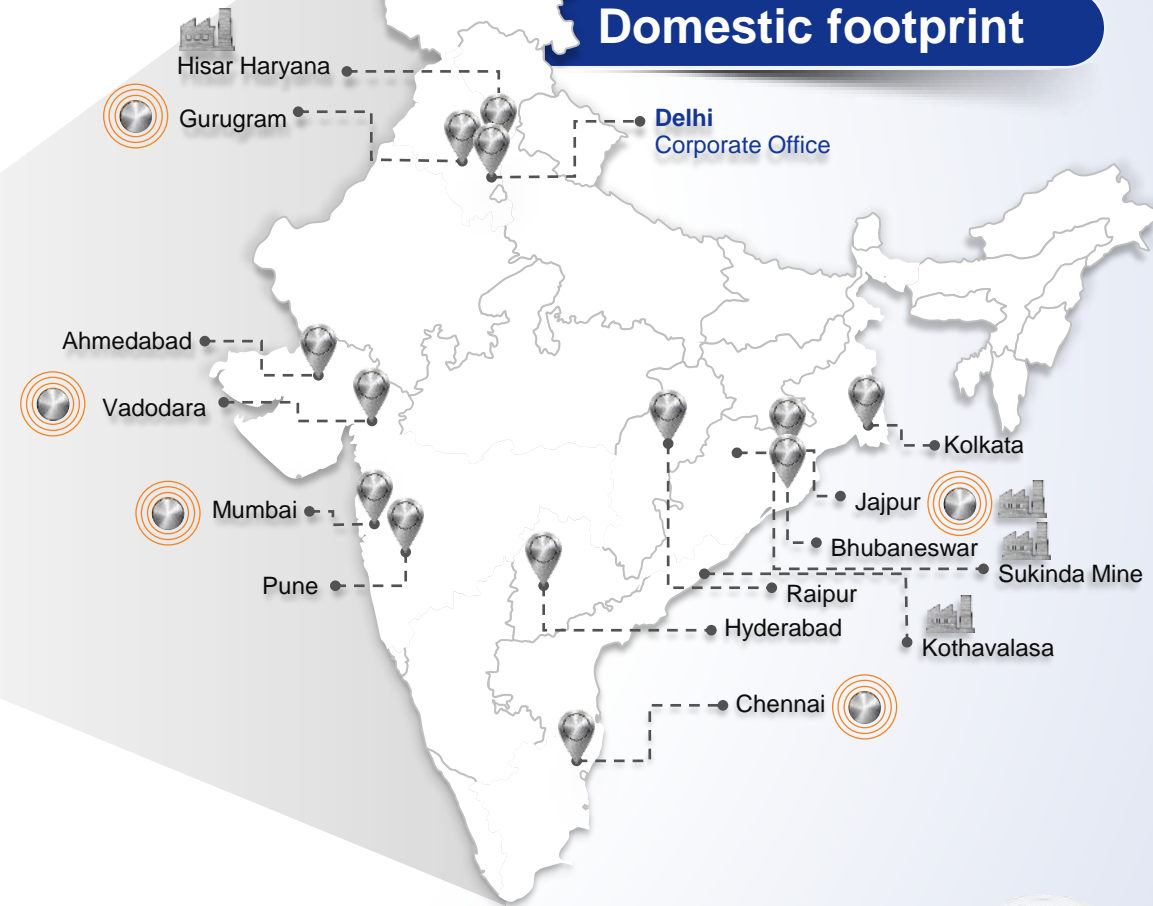
# Reaching New Horizons **with our Presence**

Extending our footprint worldwide, empowering growth and collaboration.

## Global footprint



## Domestic footprint





# Nurturing **Expertise & Brand Excellence**

Building enduring partnerships with key customers

Investing in various  
**Branding & marketing**  
Initiatives to enhance  
overall market  
potential

## Jindal Saathi

### Stainless Steel Pipes & Tubes campaign

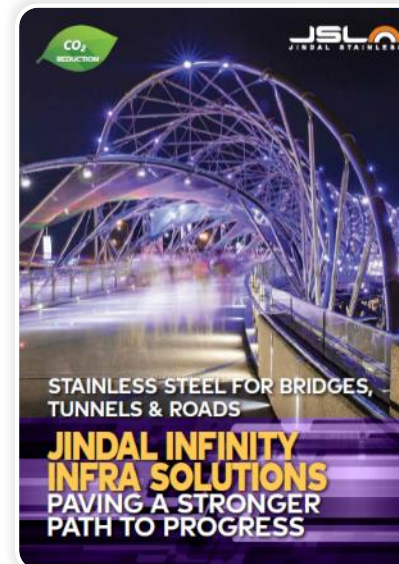
Increased genuine Jindal Saathi Seal recognition among fabricators and retailers in 55 cities.



## Jindal Infra

### Jindal Infinity Infra Solutions

Unified separate entities under the Jindal Infinity Infra Solutions brand, offering comprehensive stainless steel solutions and services in the infrastructure sector.





# The Stainless Academy **Redefining Stainless Power**

## Stainless Academy (Awareness & Eco - system Development)

### Stainless Education

Courses in **11 Leading institutes** likes IITs

Introduction of **SS** courses in all the polytechnic of **Odisha & Haryana**

Workshops for **hands-on trainings** like **Production Units of Indian Railways, FOB contractor welders,**

Skill enhancement program across **downstream MSME industries** in partnership with NSDC



### Fabrication Upskilling

**18,000+ Fabricators** trained under 200 programs conducted across 150 cities

Under Skill India training program, 41 trainings over 1300+ fabricators trained

Supported by **Ispati irada & Skill India**

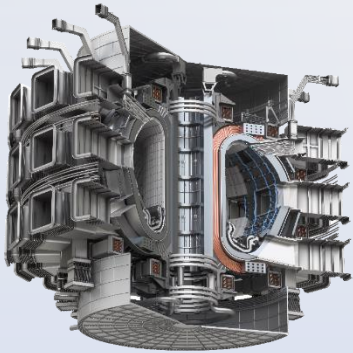


# Empowering Our Nation: Safeguarding Security and Driving Growth

## Nuclear Applications

We are one of the two companies globally to supply to the prestigious International Thermonuclear Experiment Reactor (ITER) project, ITER's Cryostat Project in France.

Also, supplied to nuclear power projects at Bhabha Atomic Research Centre and Indira Gandhi Centre for Atomic Research.



## Space Application

Supplying Critical special alloys including low alloy steel grade for the booster engine in satellite launch vehicles and Chandrayaan programs



## Green Hydrogen

Supplied 40 Mt for 238 MT Storage capacity in LH2 approx. 10 % of 5MMT storage cap in LH2. Balance SS 316L in Low Pressure Piping, Buffer tanks, Heat Exchangers, Drier etc.



## Ballistic And Blast Protection

Various grades for the both ballistic and blast application. The material has been used in various OEMs in India for bullet proof vehicles in India Materials for space application



## Marine Application

Super duplex alloy for the submarine rocket launcher system



## Missile Application

Stainless steel for various parts: high ductility low alloy steel for the missile launcher and booster engine, martensitic steel for missile and launcher components, spring steel for wing locks and missile wings, and low alloy steel grade for the missile canister.





# Harnessing Technology for Customer Experience

Unlocking efficiency and connectivity through digitization



# Fueling **Innovation** and **Advancement** through R&D

R&D division plays a pivotal role in retaining and consolidating JSL's leadership position providing agility to alter product and geographical mix with market dynamics

Developing new R&D center in Odisha



## Key focus areas for innovation



Advance R&D division - a key factor driving new customer additions

Successfully developed high-value specialty products to serve niche markets



New grades and variants developed for Nuclear, green hydrogen, lift, and elevator, Auto, metro, railways, foot-over bridge, among others



Foray into the Defence sector driven by R&D expertise



Efficiently catering to the on-going requirements of existing customers through customization



Quality upgradation of existing products to cater to all and newly evolving end-user segments



Close interaction with reputed national & international laboratories /scientific institutions / universities for critical investigations





# Structural Changes

Sourcing and sales strategy



Planning, operations, sales, and sourcing underwent a complete overhaul ; Adoption of Theory of Constraints (ToC)



More than Five decades of experience supported by data analytics helped in transforming the production from Made to Order (MTO) to Made to Anticipation (MTA).

70% shift to MTA resulting in a reduction in lead time by more than one-third, thereby yielding significant productivity improvement



Drastic shift in raw material procurement moved to domestic sources – switch from far off to near by shores to further shorten the supply chain, suppliers' yards moved closer to the factories



Reduced inventory pipeline, releasing working capital. Debtor days also reduced, strengthening cash flows and balance sheets





ESG

ESG  
ENVIRONMENTAL SOCIAL GOVERNANCE





# JSL's Commitment to **Environmental Responsibility**

Championing environmental stewardship aligned to global standards

## Environment

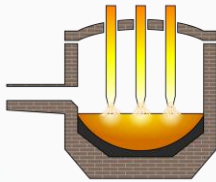
### Climate Change

Committed to  
**Net Zero**  
carbon emissions by  
**2050**



### Emission Intensity

**Electric Arc Furnace**



### Circular Economy

Majority Recycled material utilized, Scrap utilization  
**Scrap Based Process**



### Renewable Energy

**Incremental power committed through renewable sources**



### Water Management

Zero Liquid Discharge  
**100% water recycling**  
at all plants



### Contribution to Biodiversity

**35 Lakh+**  
Trees planted



Aligned to National & International Frameworks



United Nations  
Global Compact





# Promoting Social Welfare & Enriching Communities

Empowering lives through training, safety, and social initiatives



## Social

### Community Development

**4.5 Lakh+ Beneficiaries**  
through our intensive  
CSR programs to date

### Safety management

#### Continuous safety programs

Implemented several safety measure & rolled out “Accident free steel” a program which necessitates safe working procedures on site

### Training and development

E-learning modules for workers in local language. All employees participate in Toolbox Talks (TBT) which serve as an informal platform to consult all levels of workmen regarding safe work practices

### Learning & Development

**PARIVARTAN**  
a high potential development program.  
**AROHAN**  
Customized skill upgradation. Aspire & Achieve, Being Better, Masterful Management-Individual Development Programmes  
**Engaging Activities at Plants**  
International Labour Day, International Women’s Day, Safety Celebration Week

Aligned to National & International Frameworks



United Nations  
Global Compact





# Leading with Integrity and Responsibility

Upholding ethical standards and effective governance frameworks

## Governance

### Policies

Jindal Stainless have formulated several policies within the Company's Corporate Governance framework. These policies help foster an organizational culture that results in transparent, ethical, and responsible operations of the group. Some of the policies and codes adopted by the Company are as featured below:

**Whistle blower policy**

**Policy on disclosure of material event information**

**Dividend distribution policy**

**Investor & Shareholder Grievance policy**

**Remuneration policy**

**Policy on material subsidiaries**

**Anti Bribery & Anti corruption policy**

**Human Right policy**

**CSR policy**

**Related party policy**

**POSH policy**

**Forex Risk management**

**Equal Opportunity policy**

### Product Stewardship

R&D lab at both plants implemented a laboratory management system as per ISO 17025:2017 and certification by NABL to ensure compliance of products as per required specifications.

IATF certification as per IATF 16949:2016 obtained which enforces best practices under Total Preventive Maintenance (TPM).

### Stakeholder engagement

The process of identifying stakeholders and engaging with them is based on four elements:

**Identification**

**Open and interactive**

**Inclusive and proactive**

**Transparent**

Aligned to National & International Frameworks



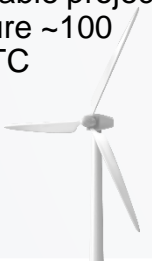
United Nations  
Global Compact





## Renewable Energy

For incremental energy requirement of 1MTPA expansion in Odisha, signed MoU with M/s Renew Power- ~300 MW Wind-Solar Hybrid Renewable project to ensure ~100 MW RTC



Jindal Stainless imports RE power through Open Access to comply the RPO by SERC



To increase the Renewable Energy Portfolio into the Energy mix. 21 MWp rooftop solar project is underway



Floating Solar Project (Installed capacity = 7.3MWp, 25 years project; 225,364 MWh energy generation & 2.2 Lakh tCO2 abatement potential



Partnered with Hygenco India Private Ltd.



## Green Hydrogen

Green Hydrogen to replace fossil fuels



Expected Carbon abatement tCO2/yr 2700 MT per annum



First Green hydrogen plant, catalyze our transition to thermal to clean energy





# FINANCIALS

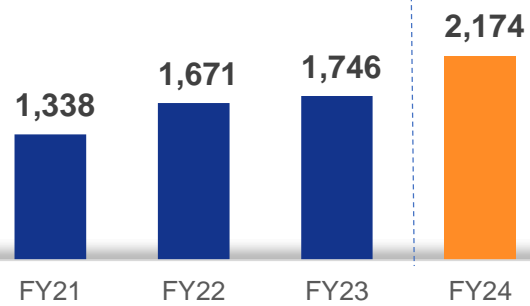




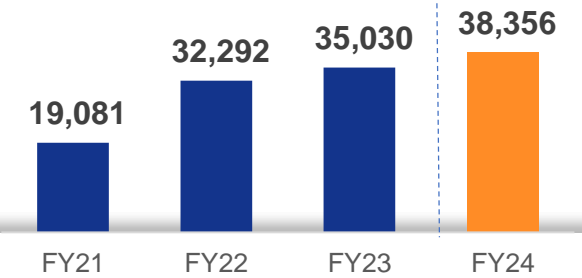
# JSL's Stellar Performance



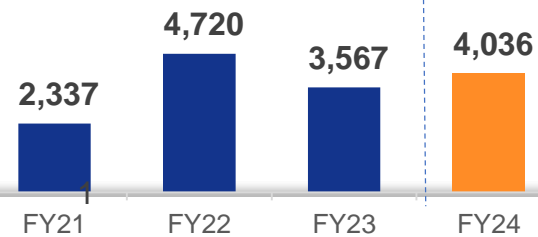
Sales Volume ('000)



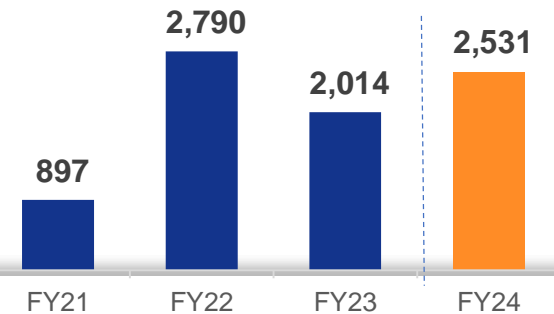
Revenue (Rs. Cr)



EBITDA (Rs. Cr)



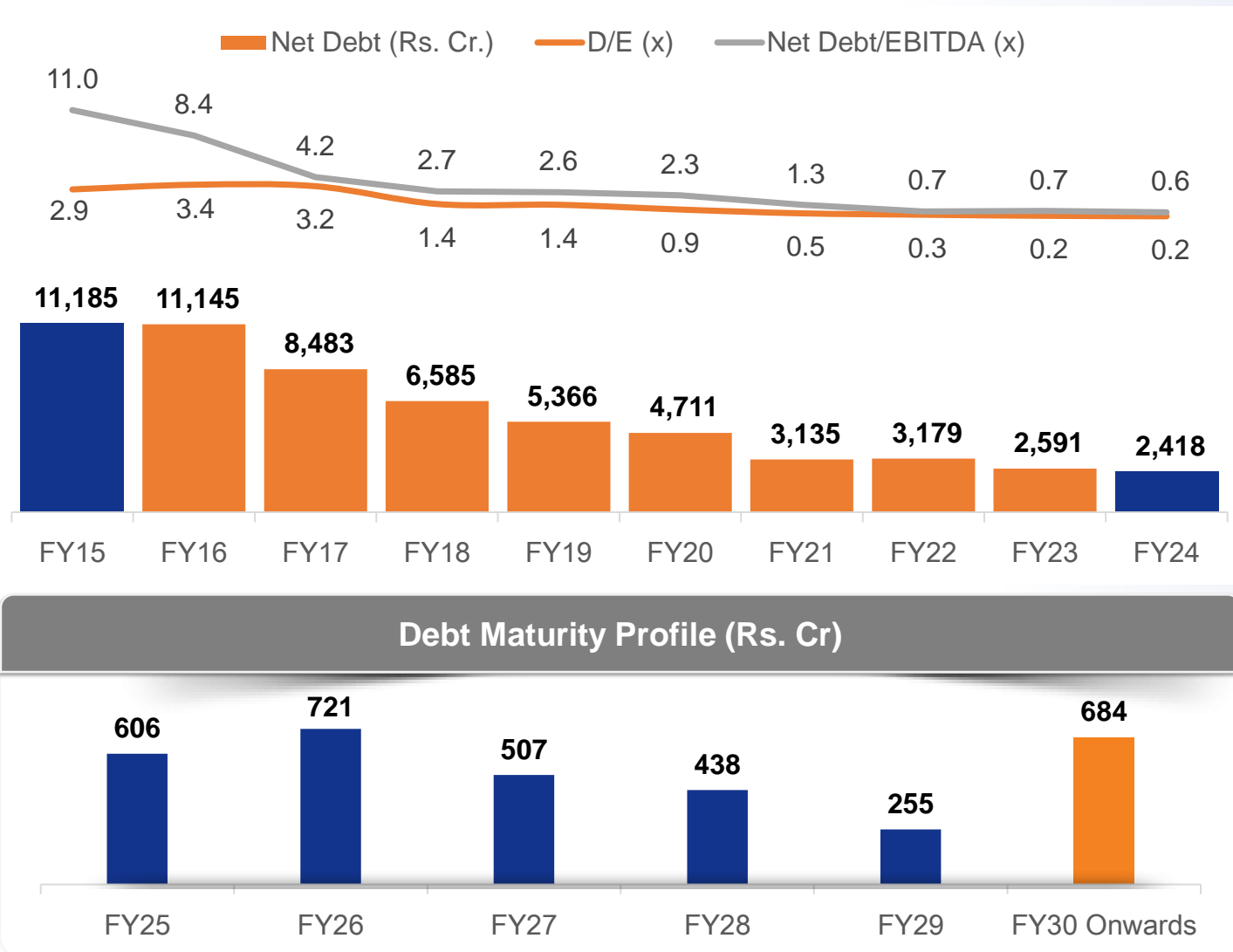
PAT (Rs. Cr)





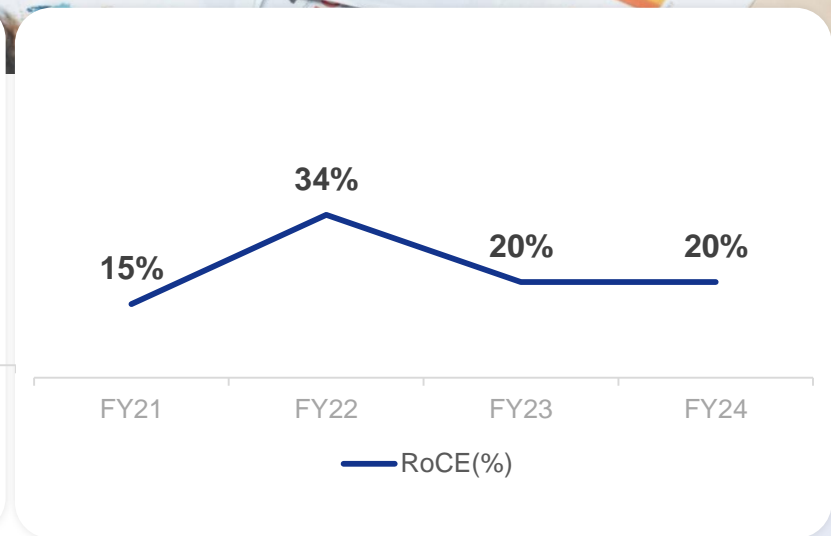
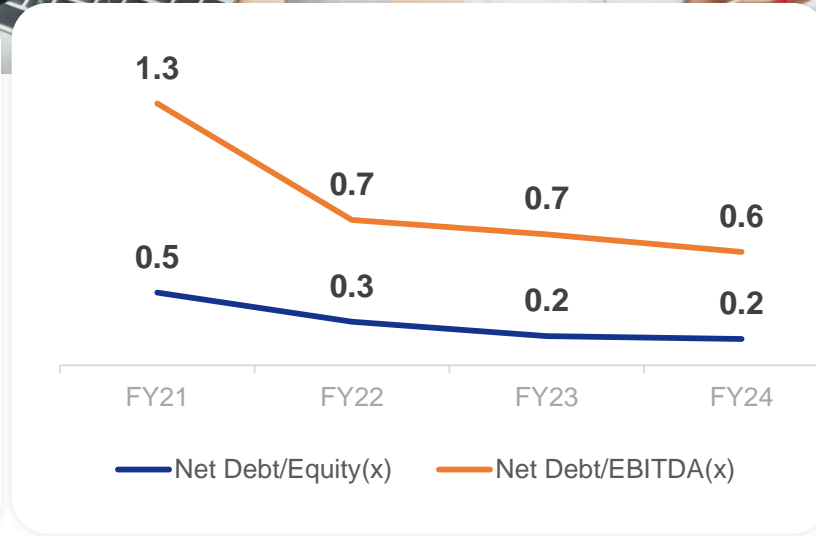
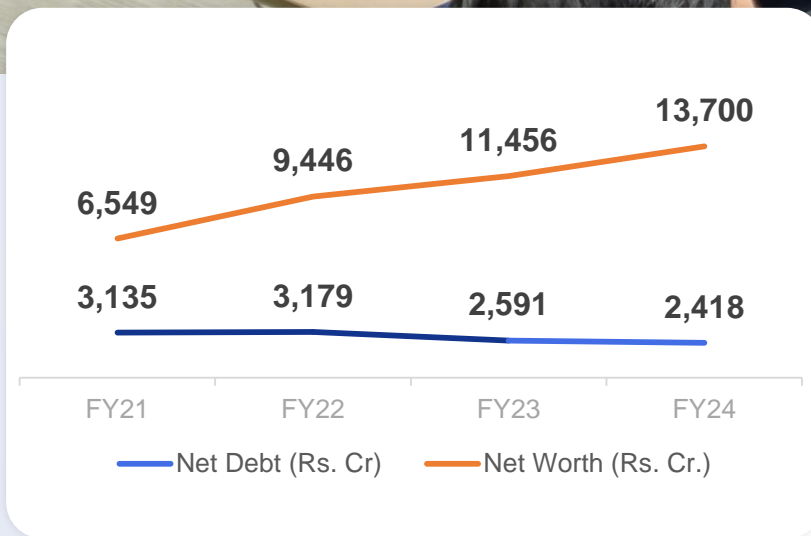
# Strengthening Financial Position

Charting the path for De-leveraging



# Financial Metrics

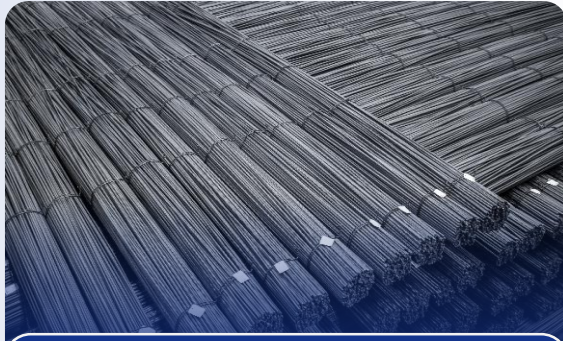
Cultivating value through streamlined operations and improved financial performance





# Noteworthy Acquisition

Significant progress and milestones in JSL's journey



## Rathi Super Steel Ltd Product Diversification

In November 2022, Jindal Stainless Ltd achieved a successful acquisition of Rath Super Steel Ltd, adding wire rod and re-bars rolling capacity of 0.16 million tons.

Approach towards product diversification, adds long product (Wire rods & Rebars) in existing product portfolio.



## JUSL Integrating the Operations

JUSL acquisition completed on July 20, 2023, with JSL acquiring balanced 74% equity stake for a cash consideration of INR 958 crores.

This acquisition would result in improved synergies between both the companies and a preferred governance structure, thereby enhancing value for all stakeholders.



## Stake in NPI Facility Enhancing Raw Material Security

The company has entered into a collaboration agreement with New Yaking Pte Ltd to acquire a 49% stake in a Nickel Pig Iron (NPI) smelter facility in Indonesia.

This strategic partnership aims to strengthen the company's raw material security.

The stake acquisition in the NPI facility marks a significant step towards achieving greater operational efficiency and sustainability.



## Rabirun Vinimay Pvt Ltd Product Diversification

In December 2023, Jindal Stainless Ltd achieved a successful acquisition of Rabirun Vinimay Pvt Ltd,

Pipe & tubes capacity of 50KTPA  
The plant is located at Vidyasagar Industrial Park, Kharagpur, West Bengal in ~ 60 acres of land area





# Strategic Capital Allocation for Sustainable Growth

Optimizing returns through resource optimization

## Capital Allocation

### Capital Expenditure

**Organic & inorganic Capex**  
Growth projects  
ensure IRR ~15%

**Sustaining Capex**  
for cost and  
operational efficiencies

### Dividend

Target a dividend pay-out upto  
20% of the PAT, in any financial year,  
on progressive basis in future

### Optimize Leverage Ratio

**Strong balance sheet  
with controlled leverage:**  
Net Debt/EBITDA <1.5X





# Journey to Superior Ratings

Advancing credit ratings to increase investor confidence




# Leading the Way

Strong Growth and Sustainable Practices in the Value-Added Stainless Steel Sector





# Contact Us



India's leading stainless steel manufacturer, Jindal Stainless, has an annual turnover of ~INR 386 bn (US \$4.7 billion) in FY24, and is ramping up its facilities to reach 4.2 million tonnes of annual melt capacity. It has seven stainless steel manufacturing and processing facilities in India and abroad, including in Spain and Indonesia, and a world wide network in 15 countries. In India, there are 10 sales offices and six service centers. The Company's product range includes stainless steel slabs, blooms, coils, plates, sheets, precision strips, blade steel, and coin blanks.

Integrated operations have given Jindal Stainless the edge in cost competitiveness and operational efficiency, making it one of the world's top five stainless steel players (ex-China). Founded in 1970, Jindal Stainless continues to be inspired by a vision for innovation and enriching lives and is committed to social responsibility. The Company boasts of an excellent workforce, value-driven business operations, customer centricity and the best safety practices in the industry.

JSL remains committed to a greener, sustainable future, fueled by environmental responsibility. The company manufactures stainless steel using scrap in an electric arc furnace, the least greenhouse gas emission route since it enables 100% recyclability with no reduction in quality, thereby achieving a circular economy. The company aims to reduce carbon emission intensity by 50% until FY 2035 and achieve Net Zero by 2050.

## Shreya Sharma

Head – Investor Relations

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## Jindal Stainless Limited

Tel: +91 11 2618 8345







THANK YOU

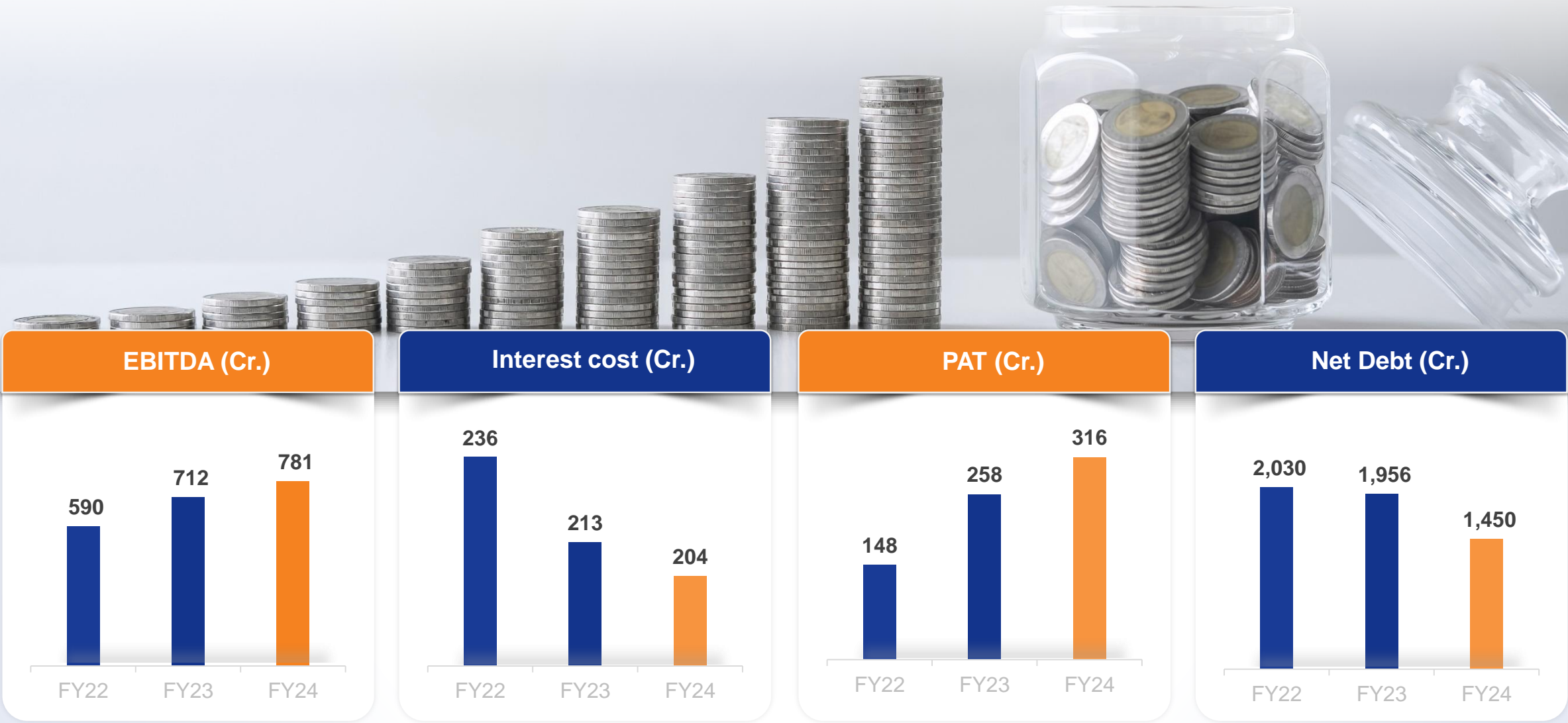




# ANNEXURES









# Accolades of Distinction

Recognitions and certifications highlighting industry leadership



## Quality

Best Raw Material  
Supplier Award given to  
Stainless by Honda  
Motorcycle & Scooter India

Supplier  
Excellence Award  
by Whirlpool

Supplier Excellence  
Award by Sulzer  
Excellence Award



## Safety

International Safety Award  
2021 to JSHL by British  
Safety Council



## Learning & Development

Young L&D Leader of the year  
(30-40) at the 5th Edition L&D  
Vision & Innovation Summit  
& Award 2022



## Environment Management

22ND GREENTECH  
Environment Award  
2022 given to JINDAL  
STAINLESS in the Metal  
& Mining Sector

Fame Environment Excellence  
Award 2022 (Platinum) Given To  
JINDAL Stainless In The Metal &  
Mining Sector By Foundation For  
Accelerated Mass Empowerment



Platinum Award in  
"The Energy &  
Environment  
Foundation Global  
Award-2022



## Energy Efficiency

Golden Peacock Award  
for Energy Efficiency  
for the year 2022 by the  
institute of Directors

SEEM National Energy  
Management Awards  
(Platinum category -  
steel sector)



2<sup>nd</sup> prize in State  
level Energy  
Conservation Award  
2020 by HAREDA



JSHL awarded Winner  
of Golden Peacock  
Award for Energy  
Efficiency 2021



JSHL awarded Winner  
of Golden Peacock  
Award for Energy  
Efficiency 2022



Platinum Award in "The  
Energy & Environment  
Foundation Global  
Award-2021



'Excellent Energy  
Efficient Unit' Award in  
CII National Energy  
Management Award-2021



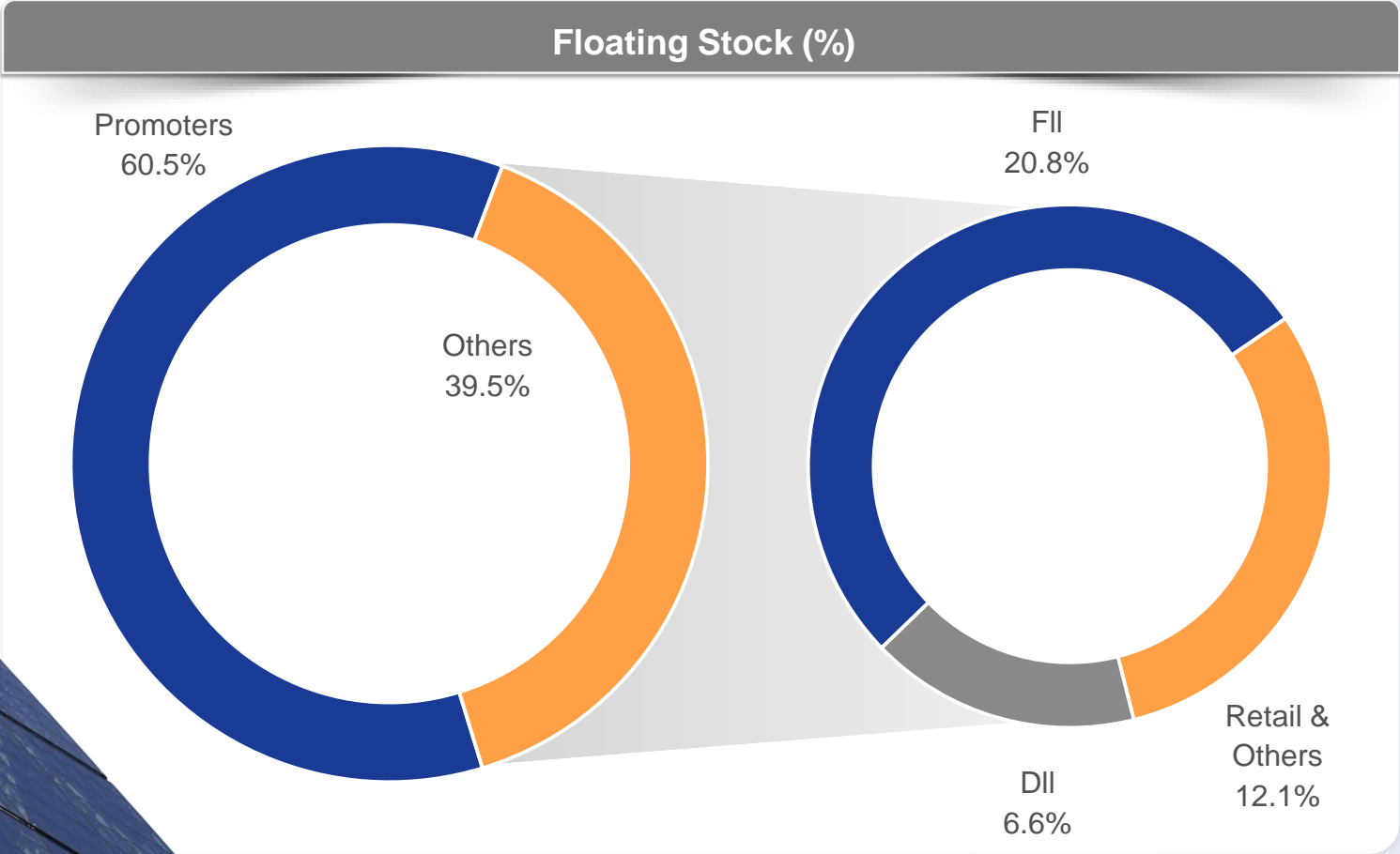
Platinum Award in "Iron  
& Steel Sector" in SEEM  
-2020 held on 26th  
June 2021.



Winner under large  
Scale Deployment



# Shareholding Pattern



Note: Period ending March 31, 2024





