

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.





JSW Group and company overview

Appendix Key highlights

JSW Group – overview



JSW Steel*

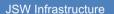
- Among India's leading integrated steel producers (Steel making capacity: 18 MTPA)
- Market capitalisation of **US\$11.7bn**(a)



- Engaged across the value chain of power business
- Operational capacity: 4,531 MW
- Market capitalisation of **US\$1.6bn** (a)







- Engaged in development and operations of ports
- Operational capacity 70MTPA

JSW Cement

- Manufacturer of Portland Slag Cement (PSC), Ordinary Portland Cement (OPC) and Ground Granulated Blast Furnace Slag (GGBS)
- Operational capacity 11.6MTPA



Presence across the core sectors

* Listed company
(a) As of 23-Aug-2018

Note: Translated at 1 USD = 70.3 INR, the rate as of 23rd Aug 18

Source: Bloomberg, Company data

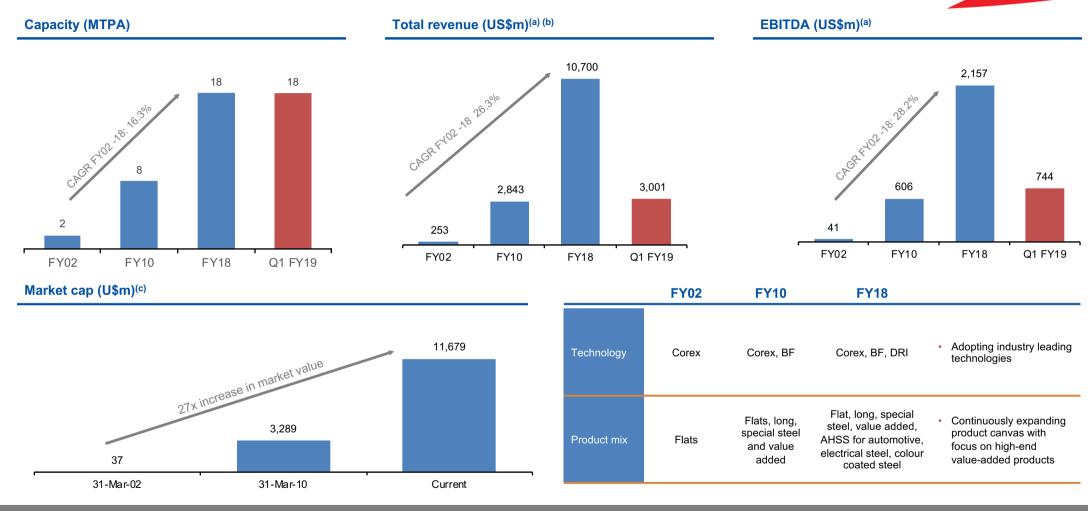


JSW Steel – among India's leading steel manufacturers





Transformational journey to market leadership



Unrelenting value accretive growth through the economic cycles

Note: Translated at 1 USD = 68.5753 INR, RBI Reference rate as of 29th June

(a) Includes other income

(b) Restated Revenue

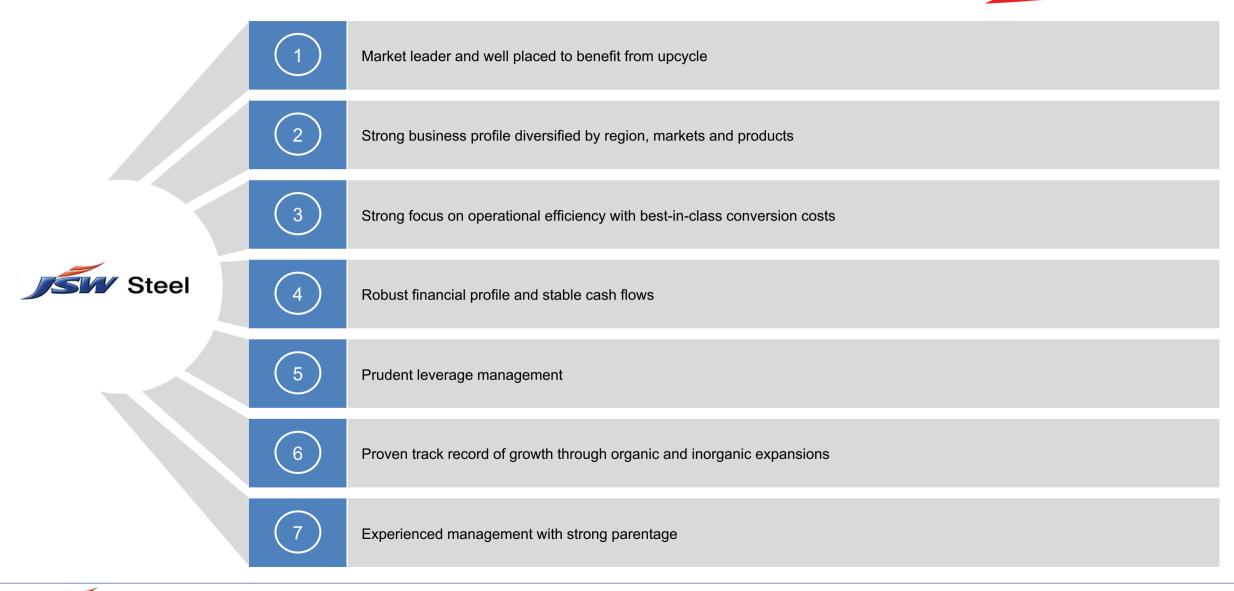
c) INR market cap numbers at all three points translated at 1 USD = 70.3 INR, the rate as of 23rd Aug 18

Source: Company data, BSE





Key highlights





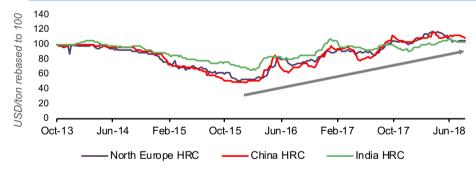


Market leader and well placed to benefit from upcycle

JSW Steel is a leading player in India

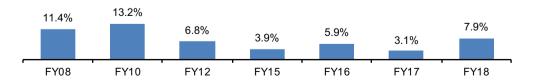


Steel prices have trended upward since Q4 CY15



Change since 1-Jan- 16 ^(c)					
49.4%					
113.7%					
96.2%					

India apparent steel consumption expected to grow significantly



- (a) CY17 data as per World Steel Association (WSA)
- Steel consumption as per WSA for calendar years 2018 and 2019
- (c) Change from 31st December 2016 to 15th August 2018

Buoyant steel market conditions

Indiar	1
marke	ŧ

Global

market

- · Government focus on infrastructure development
- INR 5.97th planned to be spent on infrastructure in FY19
- National steel policy to achieve 300MT by 2030-31
- · Bank recapitalisation to help credit growth and restart investment cycle
- Current low per capita steel consumption (<65 kg per annum^(a))
- Steel consumption is expected to grow at 5.5-6.0% over 2018 and 2019(b)

China

- Accounts for c.50% of global steel production
- Decreasing exports from China due to:
 - ✓ continuing closure of inefficient production facilities
 - ✓ pollution-induced production curtailments
 - strong domestic demand
- Utilization to remain high resulting in higher steel spreads

Europe

- · Supportive business conditions to result in robust steel demand growth
- Continued elevated steel spreads and stable profitability expectations

US

• US spreads have widened, driven by robust demand and trade measures



Well placed to benefit from weaker global raw material prices



Lower cost from commencement of captive iron ore mines and improved availability



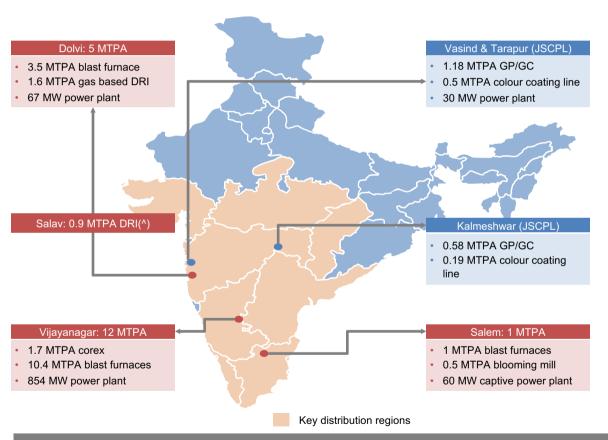
Stable margins through the cycle



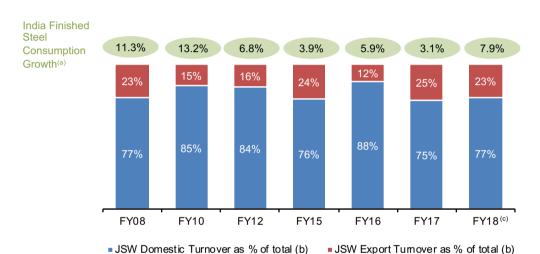


Strong business profile diversified by region, markets and products

Geographically diversified with manufacturing facilities in South and West India along with strategic overseas presence



Flexibility to judiciously shift between domestic and international markets based on market conditions



- One of the largest exporter of steel products from India with export presence in over 100 countries
- ✓ Ability to re-align sales effort as per market conditions
 - strategically reduced share of exports to 12% of total sales in FY16, as global steel consumption declined 3% YoY (d) in CY15
 - increased exports in FY17 and FY18 to leverage upon robust demand and pricing environment in international markets

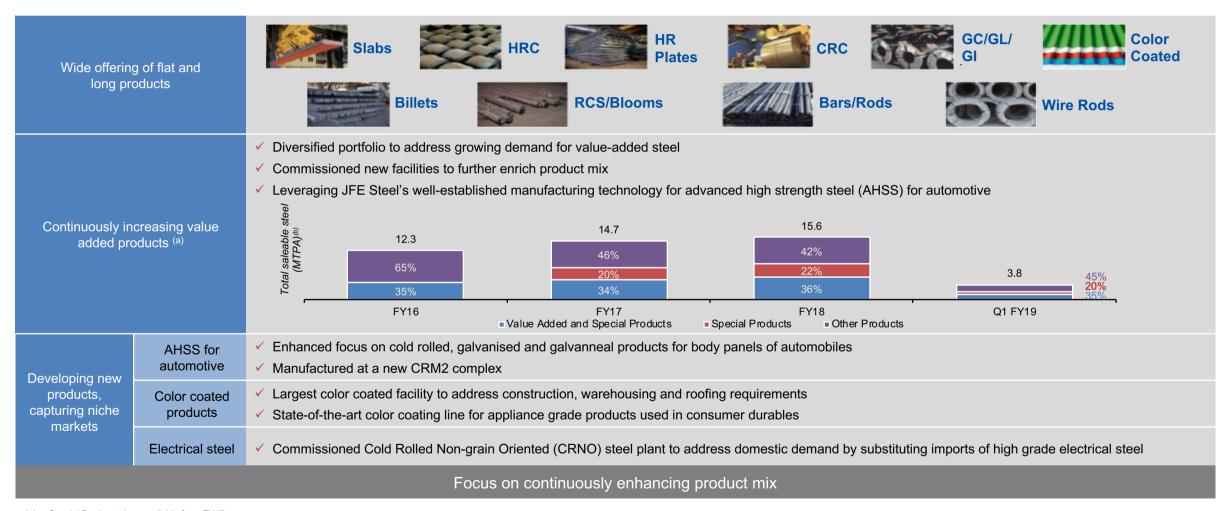
Extensive geographical presence in India with nimble sales setup to shift sales judiciously between domestic market and exports

- a) As per India Brand Equity Foundation, Joint Plant Committee
- (b) Revenue from operations as per Ind-AS from FY16 onwards
- (c) FY18 based on restated financials
- As per WSA for calendar year 2015 as compared to 2014



$\left(2\right)$

Strong business profile diversified by region, markets and products (continued)



⁽a) Special Products data available from FY17

⁽b) Total sales (JSW Standalone + JSW Steel Coated Products after netting-off inter-company sales). Value added and Special products (VASP) include HRPO, CRFH, CRCA, ES, Galvanised, Colour Coated and Special Bars and Rounds. Special products include HR special, TMT Special and WR Special





Strong focus on operational efficiency with best-in-class conversion costs

Ongoing cost benefit initiatives

Project	Description
Vijayanagar Works	
Blast Furnace upgradation	 Revamp and upgrade of Blast Furnace-3 at Vijayanagar from 3 MTPA to 4.5 MTPA, along with associated auxiliary units
Pipe Conveyor system	 To transport Iron ore from the mines to the Vijayanagar plant with a capacity of 20 MTPA Environmental friendly solution and reduction of transportation costs
Coke drying unit	Establish coke drying unit for Blast Furnace-1 to utilize the waste heat of Sinter Plant-1 to reduce moisture in coke
Salem Works	
Pre- and Post- pickling treatment	Addition of pre- and post-pickling treatment with a capacity of 84000 TPA for BRM products
Stove upgradation	Upgradation of stove in BF 1 to improve hot blast temperature
Dolvi Works	
Capacity expansion	5.75 mtpa sinter plant, 4 mpta pellet plant and 4 kilns of 600 TPD LCPs
Vasind Works, Tarap	our Works and Kalmeshwar Works

Parameter ^(b)	SW/ Steel	TATA STEEL	posco (NUCOR ()	voestalpine	Severstal	NIPPON STEEL & SUMITOMO METAL
Expanding Capacity	10 / 10	9	8	9	7	6	6
Location in high growth markets	10 / 10	9	6	6	5	7	4
Conversion costs; yields	10 / 10	8	10	10	10	8	10
Labor costs	10 / 10	7	7	8	5	9	6
Cost cutting efforts	9 / 10	7	10	6	10	8	8
Aggregate rank	8	15		2	3	4	5



#1 ranked Indian player



#3 ranked Asian player



#8 ranked Global player

Note: 1 USD = 68.5753 INR, RBI Reference Rate as of 29th Jun 18

- (a) Calculated as a sum total of employee benefit expenses and other expenses less exchange difference, commission on sales, donations, CSR expenses, allowance for doubtful advances, loss on sale of PPE and carriage and freight costs, divided by standalone annual crude steel volume
- (b) All quoted numbers are scores assigned out of 10 on World Steel Dynamics' World-Class Steelmaker Rankings as of June 2018

PLTCM planed as an alternative to earlier planned 0.96 MTPA BCTM

(c) On the basis of weighted average score out of 10 across 23 different parameters from World Steel Dynamics' World-Class Steelmaker Rankings as of June 2018

Modernization and enhancement of capacity by 1.5 MTPA by setting up PLTCM



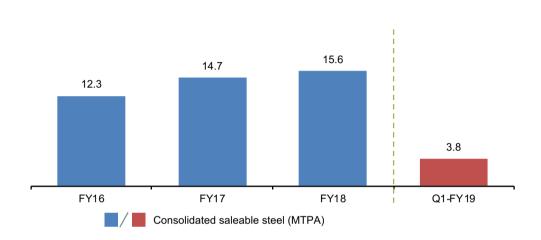
Capacity

modernization

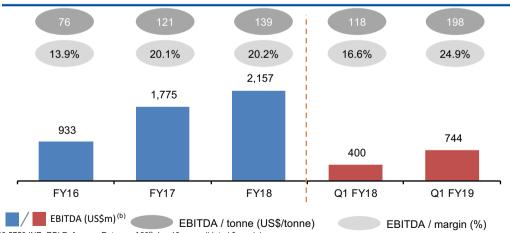
Source: World Steel Dynamics, Company data

Robust financial profile and stable cash flows

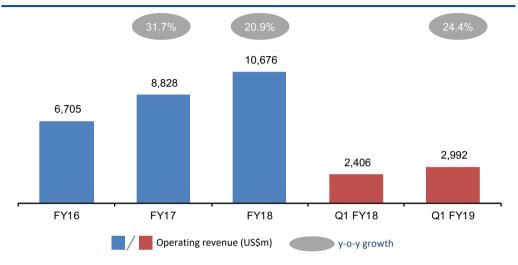
Strong track record of volume growth



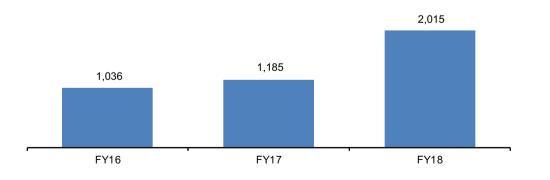
EBITDA margin improvement of 1096 bps from FY15 to Q1 FY19



Continued positive momentum in operating revenues



Cashflow from operations (US\$m) (d)



Note: 1 USD = 68.5753 INR, RBI Reference Rate as of 29th Jun 18, consolidated financials

Excluding income taxes paid



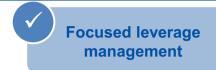
a) FY18 numbers based on restated financials

EBITDA calculated as total profit /(loss) for the year/period +(-) share of profit/ loss from associate + (-) share of profit / loss from joint ventures (net) +(-) taxes/(benefit) + exceptional items + depreciation and amortization expense + finance costs - other income

Based on consolidated saleable steel volume

5 Prudent leverage management

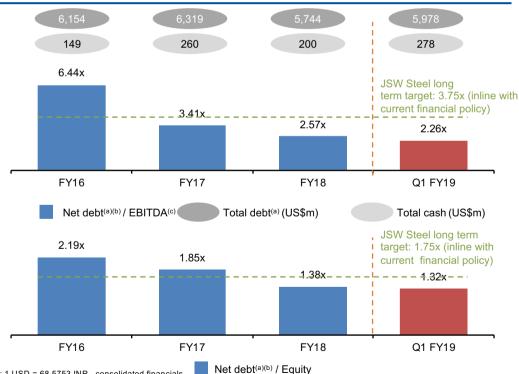
Publicly stated financial policies







Strong y-o-y profitability improvement -> reduction in net leverage



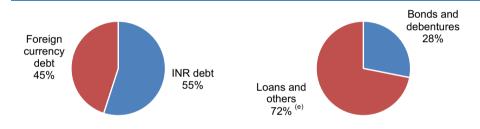
Note: 1 USD = 68.5753 INR, consolidated financials

Steel Steel

a) Debt excludes acceptances

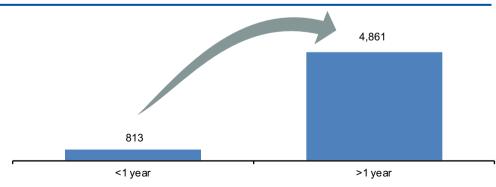
Net debt calculated as Non-current Borrowings + current borrowings + current maturities of long-term borrowings - cash and cash equivalents - bank balances other than cash and cash equivalents - current investments

Diverse sources of funding (d)



- √ Financial flexibility to raise capital
- \checkmark Strong relationships with over 50 banks / financial institutions with access to low cost credit
- ✓ Healthy mix with 45% of debt being foreign currency

Maturity profile of long term borrowings^(f) (US\$)





⁽d) As of 30-Jun-2

(f) Comprises only term loans, as of 30-Jun-2018

⁽e) Excluding preference share capital and unamortized upfront fees

EBITDA calculated as total profit /(loss) for the year/period +(-) share of profit/ loss from associate + (-) share of profit / loss from joint ventures (net) +(-) taxes/(benefit) + exceptional items + depreciation and amortization expense + finance costs - other income



Proven track record of growth through organic and inorganic expansions

Combination of organic and inorganic growth

2007 2009 2011 2013 2015 • 4.8 MTPA 14.3 MTPA post CRM2 – Phase 2 • 49.3% stake in Capacity at 7.8 1.0 MTPA – CRM • 0.2 MTPA Ispat industries Ispat merger **MTPA** Plate and pipe mill in US electrical steel Coal mining concessions in Mozambique 2015

- 2012 HSM-2 capacity expansion to 5 MTPA

2014

- New CRM2 Phase I 4 MTPA – Pellet Plant(b)
- 1 MTPA Coke Oven(b)
- Welspun Maxsteel

50% stake in Vallabh Tinplate

2017

- 74% stake in Praxair's(c) industrial gases JV^(d)
- Won 5 iron ore mines in Karnataka (111mn tonnes estimated resources)







- 2018 Acero Junction. Ohio based steel mill
- Aferpi, steel plant in

India

Key new projects

- Dolvi: Ongoing capacity expansion from 5 MTPA to 10.66 MTPA
- Vijayanagar: Augmentation to 13 MTPA, BF-3 revamp and upgradation, CRM-1 complex capacity expansion
- Salem: Capacity expansion to 1.2 MTPA
- Vasind and Tarapur: Modernization-cumcapacity enhancement

International

- Investment of USD 500mn, in phases, to develop steel manufacturing infrastructure in Baytown, Texas
 - USD 150mn brownfield investment to augment existing unit capabilities
 - Up to USD 350mn to setup a new hot end facility
- Integration of acquired Aferpi to build a strong foothold in the Italian and European markets
- Investment of upto US\$500m, in phases, to acquire and upgrade Acero Junction Inc, steel manufacturing unit at Ohio

CAGR FY2002 - FY2018



2008

 Iron ore mines in Chile

Capacity CAGR: 16.3%



Total revenue CAGR: 26.3%

2010

• 3.5 MTPA - HSM-2

JSW-JFE strategic

concessions in US

partnership

Coal mining

Continuously evaluating opportunities to deliver value enhancing growth

2016

• 18 MTPA

Won Moitra coal

mine in Jharkhand

Note: Highlighted portions indicate acquisitions

- Southern Iron and Steel Company
- (b) Amba River Coke Limited
- Praxair India Private Limited
- JSW Praxair Oxygen Private Limited





Proven track record of growth through organic and inorganic expansions (continued)



JSW Steel has a proven track record of identifying, acquiring and integrating assets creating synergies and optimizing costs

Completed initiatives – FY2011 – 2015

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FY2018 - 2020

- Plant under maintenance
- · Loss making at EBITDA level
- · High interest cost
- · Financially distressed

- · Infusion of equity
- Alignment of marketing strategies resulting in freight synergies and VAT benefits
- Reduction of high cost working capital funding
- Refinancing of existing debt
- Electricity sourcing from JSW Energy at competitive prices
- Commissioning of 4MTPA pellet plant^(a), 1MTPA coke oven^(a), waste gas based 55MW power plant, railway siding, and lime calcination plant

- · Capacity expanded to 5MTPA
- Diversified product offering from Flat steel only to mix of Flat and Long steel

FY2016 - 2017

- Capacity expected to be increased to 10MTPA from current 5MTPA
- · Major facilities being setup include:
 - 4.5 MTPA Blast furnace with 5 MTPA Steel Melt Shop
 - 5MTPA Hot Strip Mill

- Inability to service existing debt
- Inadequate cashflows
- Corporate debt restructuring (CDR) case
- Exit from CDR
- Generating positive profit after tax

- Stabilized/ ramped-up the expanded capacity
- Further expansion and operational improvements underway

Able to leverage an acquisition to maximum value accretion through application of knowledge and experience

(a) Implemented in a wholly owned subsidiary Amba River Coke Limited

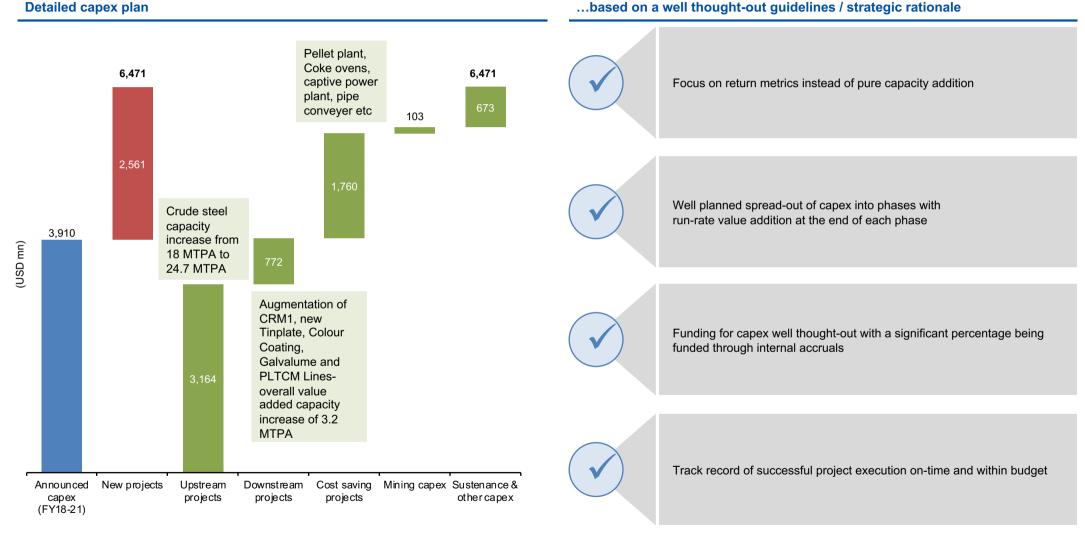


Source: Company data



Proven track record of growth through organic and inorganic expansions (continued)

...based on a well thought-out guidelines / strategic rationale



Note: 1 USD = 68.5753 INR, RBI Reference Rate as of 29th Jun 18



Source: Company data



Experienced management with strong parentage





Savitri Devi Jindal

Promoter Director



Sajjan Jindal Chairman and Managing Director

Executive Directors



Seshagiri Rao M.V.S Joint Managing Director and Group CFO



Dr. Vinod Nowal

Dy. Managing Director



Jayant Acharya Director (Commercial and Marketing)

Nirupama Rao

Independent Directors



Malay Mukherjee 40yrs of rich experience in mining and steel industry



Dr. Punita Kumar Sinha Former CIO at The Asia Tigers Fund



Harsh Charandas Mariwala Chairman of Marico, Chairman and MD of Kaya



40yrs of experience as a diplomat, Ex-Foreign Secretary of India



Haigreve Khaitan Senior Partner at M/s. Khaitan & Co



Seturaman Mahalingam CA, Ex-CFO of TCS, Ex member of the Tax Administration Reform Commission

Nominee Directors



Gunjan Krishna, IAS Nominee Director of KSIIDC



Hiroyuki Ogawa Nominee Director of JFE Steel Corporation



JSW-JFE partnership

Partnership overview

- 14.99% minority stake bought by JFE in July 2010
- Access to cutting edge technologies
- Operational excellence for cost reduction
- Balance Sheet deleveraging to support growth

Technology agreements benefits:

- ✓ Access to fast growing auto steel market
- ✓ Technical know-how for electrical steel manufacturing
- Short learning curve
- ✓ Application engineering
- ✓ New product development
- Benchmarking and personnel training

Other benefits:

- ✓ Improvement in quality, productivity, yield, energy efficiency
- ✓ Sharing best maintenance, environment and safety practices
- Benchmarking, training and talent sharing
- ✓ Standardization of processes



Conclusion



Market leadership



One of the largest steel exporters in India^(a)

58% share of VASP and special products(b)



Strong asset portfolio

Geographically diversified with manufacturing facilities in South and West India

Focus on flat steel products (approximately 70% of capacity) with higher entry barriers, differentiated end-product and sticky customer base

Wide product range and new product development targeted at capturing niche markets eg. AHSS for auto, electrical steel for electrical motors, generators, power plants

Flexibility to shift sales between domestic and international markets based on market conditions



Well placed to capitalize on improving macro environment

Well placed to benefit from flexible raw material blends

Lower cost from recently commenced captive iron ore mines with cumulative capacity of 4.7 MTPA

Two of the five iron ore mines already operational

Planned capex and brownfield expansions to further catalyze growth



Strong growth with improving leverage and robust financial profile

✓ 12.7% saleable steel CAGR and 26.2% revenue CAGR FY16-18

1096 bps EBITDA margin expansion from FY16 through Q1 FY19

Strong balance sheet position with net leverage reduced from 6.44x in FY16 to 2.26x(c) in Q1 FY19

Note 1: Net debt calculated as Non-current Borrowings + current borrowings + current maturities of long-term borrowings - cash and cash equivalents - bank balances other than cash and cash equivalents - current investments

Note 2: EBITDA calculated as total profit /(loss) for the year/period +(-) share of profit/ loss from associate + (-) share of profit / loss from joint ventures (net) +(-) taxes/(benefit) + exceptional items + depreciation and amortization expense + finance

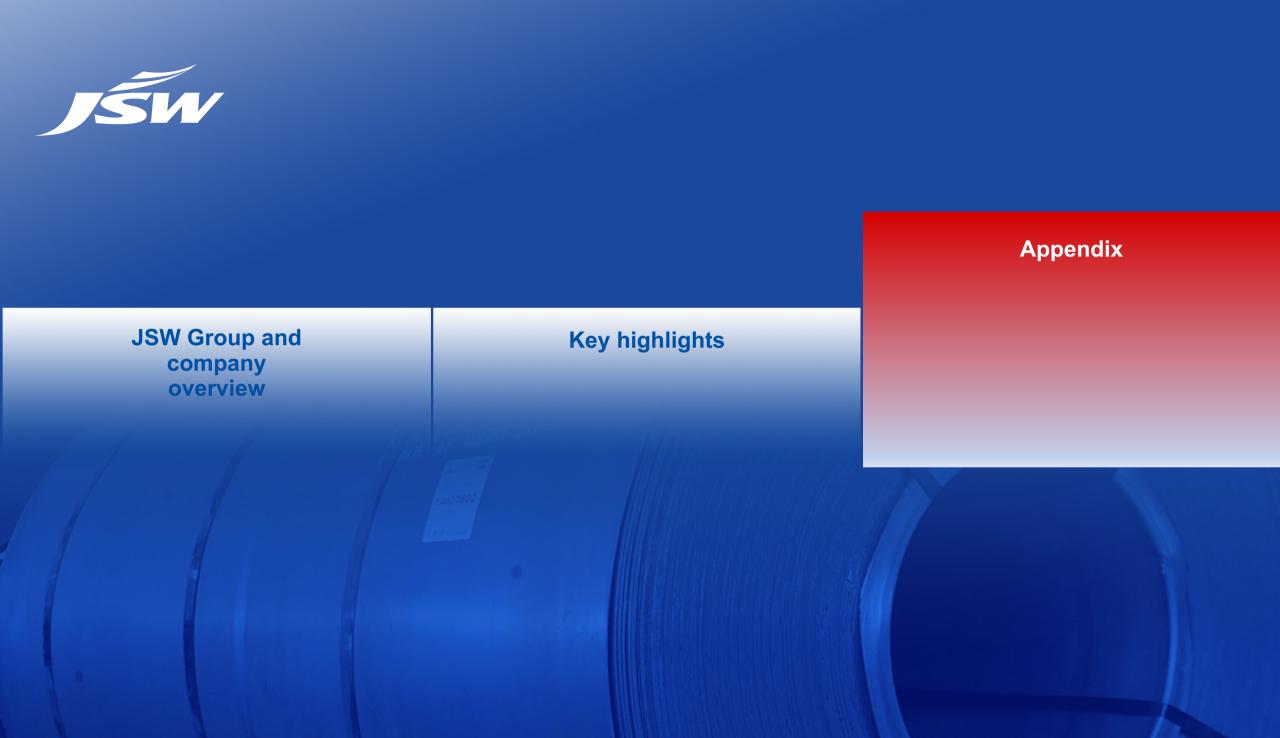
costs - other income



⁽a) Based on FY18 statistic

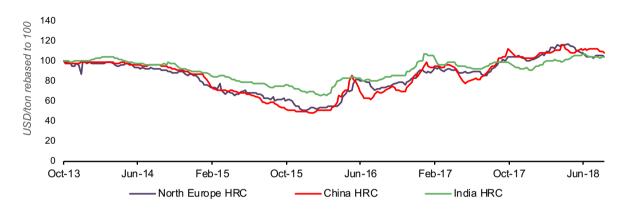
⁽b) Split by FY18 consolidated saleable steel volume

⁽c) Net debt as of June 2018 upon LTM EBITDA as of June 2018



Strong momentum in steel prices, with increase faster than raw material cost rise leading to positive spread

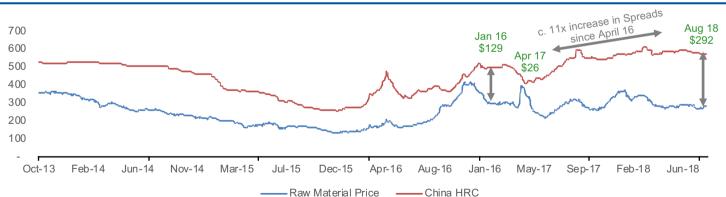
Steel prices have trended upward since Q4 CY15



Raw material price trends (US\$/tonne) (a) (b)



Steel spreads (US\$/tonne)^(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 prices

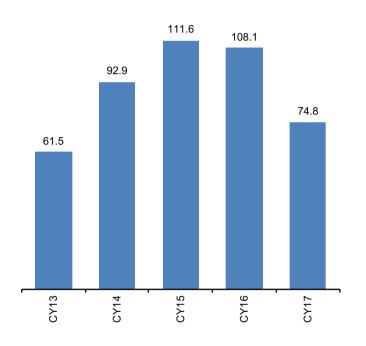


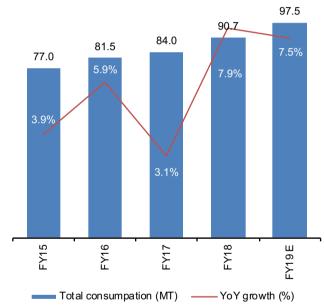
Reducing Chinese steel exports supplemented with strong fundamentals for domestic consumption growth

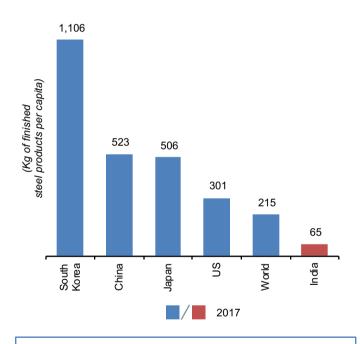
China steel exports (MTPA)

Positive India steel consumption environment

Significant room for improvement in per-capita consumption in India







- China has closed most of its outdated and inefficient induction furnaces
- ✓ The government has introduced pollution-induced production curtailments
- ✓ Strong domestic demand in China

- ✓ Total consumption of steel was 90.7 MT in FY18 as compared to 84.0 MT in FY17
- ✓ Real steel consumption has grown at a CAGR FY08-FY18 of 5.7%
- Strong growth in steel end-user sector to drive demand

- Lower per capita consumption compared to international average
- ✓ Infrastructure, oil and gas and automotives expected to drive the growth of the industry
- Improving policy support from the central government

Source: WSA, IBEF, Joint Plant Committee, World Steel Association, National Steel Policy 2017



Consolidated Financials



Particulars (US\$m)	FY16	FY17	FY18 ^(a)	Q1-FY18 ^(a)	Q1-FY19
Operating revenue	6,705	8,828	10,676	2,406	2,992
Operating EBITDA ^(b)	933	1,775	2,157	400	744
% margin	13.9%	20.1%	20.2%	16.6%	24.9%
Profit before tax	(360)	748	1,110	149	492
Profit after tax	(70)	506	891	103	341
Shareholder's equity ^(c)	2,737	3,267	4,015	4312	4,312
Net Debt	6,006	6,059	5,544	6318	5,700
Net Debt / Equity	2.19x	1.85x	1.38x	1.97	1.32x
Net Debt / EBITDA	6.44x	3.41x	2.57x	3.76	2.26x

Note 1: Financials as per Ind-AS, translated at 1 USD = 68.5753 INR

Note 3: EBITDA calculated as total profit /(loss) for the year/period +(-) share of profit / loss from associate + (-) share of profit / loss from joint ventures (net) +(-) taxes/(benefit) + exceptional items + depreciation and amortization expense + finance costs -



⁽a) FY18 and Q1-FY18 financials restated

(c) Includes minority Source: Company data

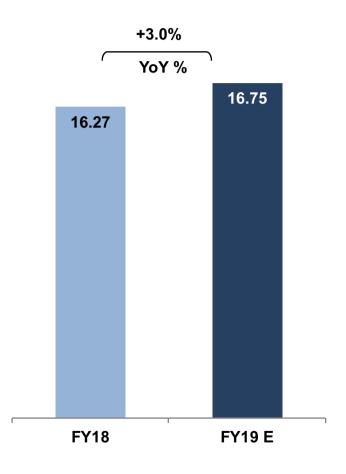
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⁽b) EBITDA based on group definition

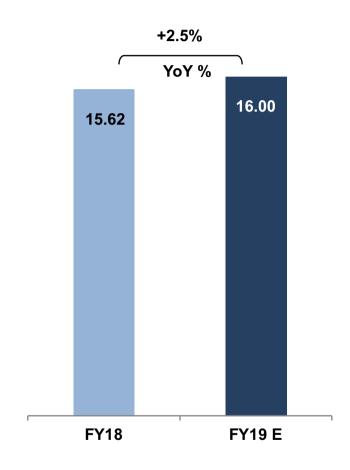
⁽c) Includes minority interest

Volume guidance for FY19





Crude Steel Production



Saleable Steel Sales



Key Projects



Dolvi: increasing steel making capacity to 10 MTPA	 Total project cost – `15,000 crore (USD \$2,190M) Total capacity will be increased from 5 MTPA to 10 MTPA. The major facilities to be set-up under the expansion project are: 4.5 MTPA Blast furnace with 5 MTPA Steel Melt Shop 5 MTPA Hot Strip Mill Commissioning: by March 2020
Dolvi Augmentation to 10.66 MTPA	 Total project cost – `1,375 crore (USD \$200M) Increase DRI Capacity in Salav from 0.9 MTPA to 1.6 MTPA Modify and augment SMS at Dolvi for Hot Charging of DRI Commissioning: by March 2020
Vijayanagar Augmentation to 13 MTPA	 Total project cost – `2,300 crore (USD \$335M) Enhance SMS capacity, augment existing HSM and Wire Rod Mills to support enhanced BF-3 capacity Commissioning: by March 2020



Key Projects



Vijayanagar: CRM-1 complex capacity expansion	 Total project cost – `2,000 crore (USD \$292M) CRM1 complex capacity will be increased from 0.85 MTPA to 1.80 MTPA alongwith two Continuous Galvanizing Line of 0.45 MTPA each, a new 1.2 MTPA Continuous Pickling Line for HRPO products Commissioning: by September 2019
Vasind and Tarapur: modernisation- cum-capacity enhancement	 Total project cost – `1,730 crore (USD \$252M) The modernisation cum capacity enhancement project includes: increase in GI/GL capacity by 1.08 MTPA increase in colour coating capacity by 0.28 MTPA Commissioning: by September 2019
Downstream: modernisation-cum- capacity enhancement	 Total project cost – `940 crore (USD \$137M) The modernisation cum capacity enhancement project includes: Setting up Color Coating Line at Vijayanagar of 0.3 MTPA Additional Tinplate Line at Tarapur 0.2 MTPA Capacity enhancement of PPGL at Kalmeshwar by 0.22 MTPA Commissioning: between September 2019 and March 2020



Key Projects



Vijayanagar: Manufacturing Integration	 Total project cost – `5,200 crore (USD \$758M) Pellet plant 8 MTPA Coke oven battery 1.5 MTPA Commissioning: by March 2020
Dolvi – Captive Power	 Total project cost – `975 crore (USD \$142M) Instal 175 MW WHRB and 60 MW CPP to harness flue gases and steam from CDQ Commissioning: by March 2020
Dolvi Coke Projects Phase 2	 Total project cost – `2,050 crore (USD \$299M) Phase 2: Second line of 1.5 MTPA coke oven battery along with CDQ Commissioning: by June 2020



JSW Steel Branded Portfolio







Beautiful Inside. Beautiful Outside



Premium Al-Zn Colour Coated Sheets

Roofs that add beauty to your home



Premium GALVALUME Coil & Sheets

Cost-effective Galvalume sheets that stand the test of time



Lead Free Galvanised Sheets

100% eco-friendly galvalume sheets



Excellent and innovative mix of colour and durability



Colour Coated Sheets

Cost-effective coloured roofing solutions





Premium Hot Rolled Sheets





Foundation to every strong structure



Premium GC Sheets

Finest quality steel roofs



Premium AL-Zn Sheets

Anti-corrosive sheets that stand the test of time



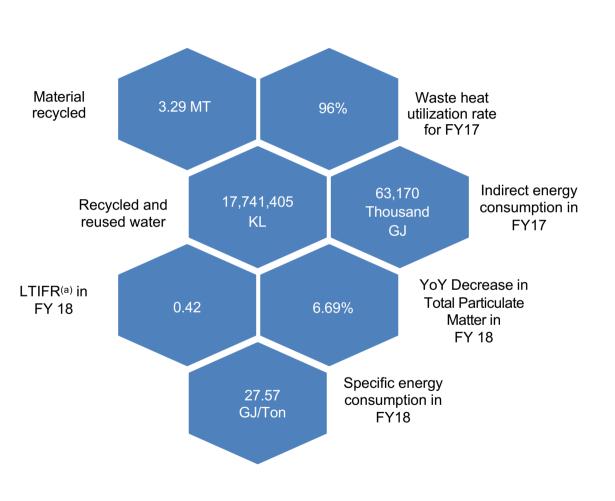


Steel Toilet

Quality sanitation is everyone's right



Performance on sustainability metrics



Greentech Environment Award to Dolvi works in 2018 in Metal & Mining

2017 Golden Peacock Innovative Product Award

"National Award for Supply Chain and Logistics Excellence" under the steel industry category by the Confederation of Indian Industry

""Indu

"Industry Leadership Award" in steel, metals and mining at Platts Global Metals Awards

1

Best Integrated Steel Plant in India and the Steel Minister's Trophy Gold Category

28

Lost time injury frequency rate



Source: Company data

2016

2015

2014

