GROWING BIGGER AND BETTER, EVERY QUARTER.

Analyst Meet Presentation
Q3 FY11
Key Developments

**Highest ever production and Sales**
- Highest ever quarterly crude steel production: 1.64 mtpa
- Highest ever quarterly sales volume: 1.59 mtpa
- Highest ever gross turnover: ₹6,286 crores

**Chile Update**
- Commenced iron ore mining operations in Chile in Nov 2010 and 1st shipment is expected in Q1 FY12

**Coke oven**
- Coke oven “Battery B” commissioned in Dec 2010

**Ispat Acquisition**
- An inorganic growth opportunity providing access to 3.3 mtpa state of the art facilities
- Quick turnaround due to significant operational synergies
- Poised to be the largest steel producer in India by Crude steel capacity

**Bellary Steel’s assets purchase**
- Total investment: ₹210 crores
- Access to approximately 700 acres land, buildings and equipments pertaining to proposed 0.5 mtpa integrated steel plant located close to JSW’s Vijayanagar Plant

# Production and sales figures are for standalone operations
Economic & Steel Scenario
Global Economy

Global economy remains on recovery path, IMF has continuously upgraded GDP forecast for 2010

The Purchasing Managers’ Indices in global economies continue to remain above 50

Annual GDP growth (% YoY)

2010 GDP Forecast Dates

Source: IMF, Reuters
Even though rising inflation and fluctuating industrial production numbers are areas of concern......
Indian Economy Contd...

......However, the composite Leading Indicator (CLI) and Purchasing Managers’ Index are above 100 and 50 respectively, indicating that economy is expanding......

......Non Food Credit is growing and vehicle sales is also up trending post festival month.
Steel demand outlook remains robust with Industry exercising supply side discipline ……
…… India to lead in terms of demand growth
Raw Material prices firming up...

Iron ore and Scrap prices are up by more than 25% since Sep 2010.

Spot Coking coal prices jumped by ~20% since Sep 2010 due to floods in Australia.

Despite this JSW has secured its entire coking coal requirement for Q4FY11 at quarterly contract prices.

Source: SBB
.... Leading to increase in HRC prices

Prices are up trending due to sharp cost push from raw materials as well as robust demand

Source: SBB (All figures are in USD/ton)

Indicating margin improvement in Q4 FY11
China Steel Market… reduced competitiveness

Finished Steel Production

Exports as a % of Finished Steel Production

Increased iron ore prices, pressure of interest cost and currency will keep competitiveness low

Removal of export rebate resulted in reduced competitiveness

Source: Mysteel, World Steel (Production figures are in million tonnes)
Indian Steel Market … reduced import pressure

9M Production vs. Consumption

- Finished Steel Production:
  - Apr-Dec '09: 38.9
  - Apr-Dec '10: 41.5
  - Increase: 7%

- Apparent Steel Consumption:
  - Apr-Dec '09: 41.0
  - Apr-Dec '10: 44.4
  - Increase: 8%

Monthly Imports vs. Exports

- Imports:
  - Oct '09: 0.57
  - Nov '09: 0.55
  - Dec '09: 0.97
  - Jan '10: 0.18
  - Feb '10: 0.18
  - Mar '10: 0.26
  - Apr '10: 0.0
  - May '10: 0.2
  - Jun '10: 0.4
  - Jul '10: 0.6
  - Aug '10: 0.8
  - Sep '10: 1.0

- Exports:
  - Oct '09: 0.29
  - Nov '09: 0.26

Source: JPC (All figures are in million tonnes)

* Production and consumption data has been netted off for double counting effect.
Performance Highlights
Production – Q3 FY 11

Crude Steel

Q3 '10: 1.469
Q3 '11: 1.636
Q2 '11: 1.571

Rolled: Long

Q3 '10: 0.941
Q3 '11: 1.249
Q2 '11: 1.271

Rolled: Flat

Q3 '10: 0.237
Q3 '11: 0.281
Q2 '11: 0.264

YoY %: 11% - 4%
YoY %: 33% - 2%
YoY %: 11% - 6%
QoQ %: 4%
QoQ %: 6%
QoQ %: 6%

All figures are in million tonnes
Production – 9M FY 11

Crude Steel

- 9M FY 10: 4.386 million tonnes
- 9M FY 11: 4.780 million tonnes

YoY %: 9%

Rolled: Long

- 9M FY 10: 2.735 million tonnes
- 9M FY 11: 3.613 million tonnes

YoY %: 32%

Rolled: Flat

- 9M FY 10: 0.635 million tonnes
- 9M FY 11: 0.855 million tonnes

YoY %: 35%

All figures are in million tonnes.
Saleable Steel Sales – Q3 FY11

Total Sales

- Rolled: Flat
  - Q3 '10: 0.908
  - Q3 '11: 1.240
  - Q2 '11: 1.215
  - YoY %: 37%
  - QoQ %: 2%

- Rolled: Long
  - Q3 '10: 0.245
  - Q3 '11: 0.276
  - Q2 '11: 0.281
  - YoY %: 13%
  - QoQ %: -2%

- Value Added
  - Q3 '10: 0.401
  - Q3 '11: 0.433
  - Q2 '11: 0.451
  - YoY %: 8%
  - QoQ %: -4%

- Semis
  - Q3 '10: 0.077
  - Q3 '11: 0.086
  - Q2 '11: 0.272
  - YoY %: -72%
  - QoQ %: -11%

All figures are in million tonnes.
Saleable Steel Sales – 9M FY11

Total Sales

Rolled : Flat

Rolled : Long

Value Added

Semis

- All figures are in million tonnes

4% YoY %
26% YoY %
7% YoY %
35% YoY %
-73% YoY %
Retail Shoppe Sales

Sales through JSW Shoppe - Q3 FY11

Q3 FY10: 177 (In ‘000 tonnes)
Q3 FY11: 344

% Share through JSW Shoppe - Q3 FY11

Domestic sales excluding semis, mnt, % Share

- 0.994 (74%)
- 0.344 (26%)

Other products:
- Value Added: Flat
- Rolled: Long (43%)
- Rolled: HR Products (43%)

Retail Shoppe Sales

Others
JSW Shoppe
### Financials – Q3 FY11 (Standalone)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3 FY 11</th>
<th>Q3 FY 10</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹ Cr.</td>
<td>₹ Cr.</td>
<td>%</td>
</tr>
<tr>
<td>Net Sales</td>
<td>5,771</td>
<td>4,588</td>
<td>26%</td>
</tr>
<tr>
<td>Op. EBITDA (excl. Fx Variance)</td>
<td>1,000</td>
<td>1,119</td>
<td>-11%</td>
</tr>
<tr>
<td>Op. EBITDA Margin (excl. Fx Variance)</td>
<td>17.2%</td>
<td>24.2%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,008</td>
<td>1,221</td>
<td>-17%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>17.4%</td>
<td>26.5%</td>
<td></td>
</tr>
<tr>
<td>Less: Net Finance Charges</td>
<td>132</td>
<td>217</td>
<td>-39%</td>
</tr>
<tr>
<td>Less: Depreciation</td>
<td>346</td>
<td>286</td>
<td>21%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>530</td>
<td>718</td>
<td>-26%</td>
</tr>
<tr>
<td>Profit after Tax</td>
<td>382</td>
<td>514</td>
<td>-26%</td>
</tr>
</tbody>
</table>
## Financials – 9M FY11 (Standalone)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>9M FY 11</th>
<th>9M FY 10</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹ Cr.</td>
<td>₹ Cr.</td>
<td>%</td>
</tr>
<tr>
<td>Net Sales</td>
<td>16,131</td>
<td>13,035</td>
<td>24%</td>
</tr>
<tr>
<td>Op. EBITDA (Excl. Fx Variance)</td>
<td>3,130</td>
<td>3,059</td>
<td>2%</td>
</tr>
<tr>
<td>Op. EBITDA Margin (Excl. Fx Variance)</td>
<td>19.2%</td>
<td>23.3%</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>3,198</td>
<td>3,375</td>
<td>-5%</td>
</tr>
<tr>
<td>EBITDA Margin</td>
<td>19.7%</td>
<td>25.7%</td>
<td></td>
</tr>
<tr>
<td>Less: Net Finance Charges</td>
<td>542</td>
<td>665</td>
<td>-18%</td>
</tr>
<tr>
<td>Less : Depreciation</td>
<td>996</td>
<td>838</td>
<td>19%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>1,660</td>
<td>1,872</td>
<td>-11%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>1,178</td>
<td>1,306</td>
<td>-10%</td>
</tr>
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</table>
**EBITDA MOVEMENT – Q3 FY 11 (Standalone)**

<table>
<thead>
<tr>
<th></th>
<th>Volume</th>
<th>Cost</th>
<th>NSR</th>
<th>Mix</th>
<th>CER/Others</th>
<th>Foreign Exchange</th>
<th>EBITDA Q3 FY11</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA Q3 FY10</td>
<td>1,221</td>
<td></td>
<td>128</td>
<td>-936</td>
<td></td>
<td>-94</td>
<td>1,008</td>
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<tr>
<td>EBITDA Q3 FY11</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td>143</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
### Operational & Financial Performance – US Plate & Pipe Mill

#### Production (NT)

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY11</th>
<th>Q3 FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plate Mill</td>
<td>30,323</td>
<td>49,210</td>
</tr>
<tr>
<td>Pipe Mill</td>
<td>15,442</td>
<td>27,800</td>
</tr>
</tbody>
</table>

#### Sales (NT)

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY11</th>
<th>Q3 FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plate Mill</td>
<td>21,283</td>
<td>24,252</td>
</tr>
<tr>
<td>Pipe Mill</td>
<td>15,446</td>
<td>24,460</td>
</tr>
</tbody>
</table>

#### Particulars

<table>
<thead>
<tr>
<th></th>
<th>Q3 FY11</th>
<th>Q3 FY10</th>
</tr>
</thead>
<tbody>
<tr>
<td>Turnover</td>
<td>34.58</td>
<td>43.68</td>
</tr>
<tr>
<td>EBITDA + Other Income</td>
<td>1.67</td>
<td>(8.40)</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>(12.93)</td>
<td>(10.99)</td>
</tr>
</tbody>
</table>
## Financials Q3 FY 11 (Consolidated)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3 FY11</th>
<th>Q3 FY10</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹ Cr.</td>
<td>₹ Cr.</td>
<td>%</td>
</tr>
<tr>
<td>Total Income</td>
<td>6,003</td>
<td>4,823</td>
<td>24%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1,020</td>
<td>1,181</td>
<td>-14%</td>
</tr>
<tr>
<td>Less: Net Finance Charges</td>
<td>197</td>
<td>257</td>
<td>-23%</td>
</tr>
<tr>
<td>Less :Depreciation</td>
<td>391</td>
<td>330</td>
<td>18%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>433</td>
<td>594</td>
<td>-27%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>292</td>
<td>430</td>
<td>-33%</td>
</tr>
</tbody>
</table>
## Financials – 9M FY11 (Consolidated)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>9M FY 11</th>
<th>9M FY 10</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>₹ Cr.</td>
<td>₹ Cr.</td>
<td>%</td>
</tr>
<tr>
<td>Total Income</td>
<td>16,833</td>
<td>13,593</td>
<td>24%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>3,285</td>
<td>3,184</td>
<td>3%</td>
</tr>
<tr>
<td>Less: Net Finance Charges</td>
<td>728</td>
<td>855</td>
<td>-15%</td>
</tr>
<tr>
<td>Less: Depreciation</td>
<td>1,131</td>
<td>972</td>
<td>16%</td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>1,426</td>
<td>1,356</td>
<td>5%</td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>960</td>
<td>987</td>
<td>-2%</td>
</tr>
</tbody>
</table>
### Net Debt Movement (Consolidated)

<table>
<thead>
<tr>
<th></th>
<th>₹ Cr.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Debt as on Sep’10</td>
<td>12,188</td>
</tr>
<tr>
<td>New Loan Taken</td>
<td>208</td>
</tr>
<tr>
<td>Movement in FD / MF</td>
<td>876</td>
</tr>
<tr>
<td>Repayments</td>
<td>(704)</td>
</tr>
<tr>
<td>Prepayments</td>
<td>(408)</td>
</tr>
<tr>
<td>Foreign Exchange</td>
<td>(13)</td>
</tr>
<tr>
<td>Net Debt as on Dec’10</td>
<td>12,147</td>
</tr>
</tbody>
</table>

**Cash and Cash equivalent - ₹ 470 Crs.**

**FD/Mutual Fund - ₹ 1,675 Crs.**
## Financial Ratios

### Particulars (Standalone)

<table>
<thead>
<tr>
<th>Particulars</th>
<th>Q3 FY 11</th>
<th>Q3 FY 10</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA Margin</td>
<td>17.4%</td>
<td>26.5%</td>
</tr>
<tr>
<td>PAT Margin</td>
<td>6.6%</td>
<td>11.2%</td>
</tr>
<tr>
<td>Diluted EPS (₹) *</td>
<td>16.97</td>
<td>27.04</td>
</tr>
<tr>
<td>ROCE</td>
<td>9.15%</td>
<td>16.52%</td>
</tr>
</tbody>
</table>

### Particulars

<table>
<thead>
<tr>
<th>Particulars</th>
<th>31.12.2010</th>
<th>30.9.2010</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Total Debt/Equity (x)</td>
<td>0.47</td>
<td>0.48</td>
</tr>
<tr>
<td>Net Total Debt/EBITDA (x)</td>
<td>1.77</td>
<td>1.64</td>
</tr>
<tr>
<td>Net Total Debt/Equity-Consolidated (x)</td>
<td>0.74</td>
<td>0.80</td>
</tr>
<tr>
<td>Net Total Debt/EBITDA-Consolidated (x)</td>
<td>2.68</td>
<td>2.65</td>
</tr>
</tbody>
</table>

*Not Annualized*
Ispat - update

**Preferential Allotment of Equity shares**
- Ispat's Shareholders’ approval received
- CDR Lender’ approval received
- Stock exchanges’ in principle approval received
- Preferential allotment of 108.66 mn Equity Shares to JSW completed on January 24, 2011 following total investment of ₹ 2,157 crores

**Open Offer**
- On receipt of approval from SEBI, Open Offer formalities will be completed

**Plant Operations**
- Operations at Ispat’s Dolvi plant has been recommenced and the plant is operating close to rated capacity
- Work is in progress to capture synergies
Projects Update
As on Sep 10

As on Dec 10
Battery “B” commissioned in December 2010
Sinter Plant

As on Sep 10

As on Dec 10
Beneficiation Plant

As on Sep 10

As on Dec 10
As on Sep 10

As on Dec 10
Q & A Session
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