



**Highlights of Financial and Operational performance for the First Quarter ended
30th June 2017**

3rd August 2017

Announcement of financial results

Jindal Saw Limited (“JSAW” or “the Company”) reported its un-audited financial results for the First quarter ended 30th June 2017 which has been approved in the meeting of the Board of Directors held on 3rd August 2017.

Particulars	Q1	Q1	Q4	
	FY-18	FY17	FY-17	FY-17
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
	Rs in Mio	Rs in Mio	Rs in Mio	Rs in Mio
	June 30,2017	June 30, 2016	March 31, 2017	March 31, 2017
Total Income	15,196	13,658	18,756	61,504
Total Expenditure:				
Total Raw Material Cost	8,269	6,475	9,747	30,082
Staff Cost	1,230	1,166	1,205	4,655
Other Expenditure	3,362	3,176	4,655	15,555
EBITDA	2,335	2,841	3,149	11,212
Financial Charges	873	1,260	751	3,799
Depreciation	616	578	660	2,394
Exceptional Items	-	-	(34)	312
PBT	846	1,004	1,772	4,707
Provision for Tax	206	346	633	1,630
PAT	640	658	1,139	3,077
RATIOS				
EBITDA to total income	15.36%	20.80%	16.79%	18.22%
RM to total income	54.41%	47.40%	51.96%	48.91%
Finance cost to total income	5.74%	9.22%	4.00%	6.17%
PBT to total income	5.56%	7.35%	9.45%	7.65%
PAT to total income	4.21%	4.82%	6.07%	5.00%

OPERATIONAL & FINANCIAL HIGHLIGHTS

Sales break up for 1st Quarter ended 30th June 2017 is given hereunder:

Products	Q1 – FY 18
PIPES	
- Large Diameter Saw Pipes	
- L Saw	16,570
- H Saw	30,200
- Ductile Iron Pipes	97,600
- Pig Iron	13,500
- Seamless Tubes	40,000
Total – Pipes & Pig Iron	217,400
- Pellets	4,53,500
Exports (To Turnover)	11%

Operational performance:
Overall Productivity

During 1st quarter ended 30th June 2017, Company produced (i) Pipes & pig Iron of app. 202,000 MT (excluding Job work) and (ii) Pellets - app. 435,000 MT. Pipes production is lower than the production of pipe in Q1 FY 17 however pellet production is higher than the pellet production in Q1 of FY 2017.

Iron & Steel Segment performance - 1st Quarter ended 30th June 2017:

Saw Pipe Strategic Business Unit: The current order book stands at app. 6.11 lakh MT.(Including 2.57 lac on job work). The order book is almost equally divided for L Saw and H Saw (H Saw orders are largely from the domestic water sector). Company produced app. 0.86 Lac MT of Pipes (including pipes for job work) which corresponds to the planned production and delivery schedules. We expect additional business opportunities primarily in domestic water sector. Order execution in this segment was slow which is expected to increase in the coming quarters.

DI Pipes and Pig Iron Strategic Business Unit: Operations were in line with the planned production in this Quarter where company has produced more than 0.94 lakh MT DI Pipe and 21,900 MT of pig iron. Current order book stands at app. 3.5 lac MT of DI pipes. Demand is expected to increase in the coming quarters.

Seamless Pipes Strategic Business Unit: The demand of Seamless Pipes has shown significant improvement mainly on account of diversification in the product portfolio and domestic market conditions and order book is appox. 70,000 MT. The production of Seamless Pipes in 1st quarter was app. 39,700 MT as compared to app. 24,800 MT in the quarter ended June 2016.

Iron Ore Mines and Pellet Strategic Business Unit: Due to improvement in the iron ore prices and steel demand in the market, operations in Pellet plant were at peak level and the Company produced app. 4,35,000 MT of Pellets in Q1 FY 17. Profitability was better on account of improvement in sale prices and cost control measures taken in this segment.

Order Book Position

- The current order book for pipes and pellets is app. US\$ 750 million, the break up is as under:
 - Large Diameter Pipes – US\$ 400 Mio
 - Ductile Iron Pipes – US\$ 265 Mio
 - Seamless Pipes & others – US\$ 70 Mio
 - Pellets – US\$ 15 Mio

Order Book position in terms of volume is over 1.20 Mio MT. The orders for Large Diameter Pipes are expected to be executed in next 12-18 months and in case of Ductile Iron Pipes the same are slated to be executed over next 15-18 months or more. Company is working on new business opportunities and expected to get additional orders in phases. The current order book includes export of app 40%.

Financing and Liquidity

As at 30th June 2017, net institutional debt of the Company (at standalone level) was app. Rs 38,695 Mio (~ Rs 41,072 Mio in March 2017.) including ECB/ long term loans and fund based working capital.

This includes Net working capital borrowings (short term) at at 30th June 2017 Rs 17,165 Mio (~ Rs 19,270 Mio at 31st March 2017) and Long term loans (ECB/ Rupee Loans / Rupee NCD) of Rs 21,530 Mio (~ Rs 21,802 Mio). Company has completed its debt re-profiling.

Credit Ratings

The Company enjoys short term A1(+) and long term credit A(+) ratings from CARE Ratings.

STATUS OF NEW PROJECTS/ CAPITAL EXPENDITURES

Additional Projects/ new capital expenditures: Company is not undertaking any additional major capex/projects other the normal/maintenance capex.

The Company has deferred its decision to implement Steel Plant at Bhilwara (Rajasthan)for the time being.

Company Overview

Company is a leading global manufacturer and supplier of Iron & steel pipe products, fittings and accessories with manufacturing facilities in India, USA, Europe and UAE (MENA). Our customers include world's leading oil and gas companies, engineering companies and authorities dealing in irrigation and water resources, oil and gas exploration, transportation, power generation, supply of water for drinking and irrigation purposes and other industrial applications.

We have a unique business model well diversified in terms of strategic locations, markets, products, industries and customers. This business model is built to hedge the organization against various risks which allows us to operate and perform well in difficult economic and geopolitical circumstances. Our domestic and exports markets are well balanced and our businesses operate through four strategic business divisions including SAW Pipes, DI Pipes & Fittings, Seamless Pipes & tubes and Mining & Pellets.

Being a diversified pipe producer, the Company procures and consumes steel however it is not a steel producer.

OUTLOOK

Company' product portfolio includes SAW Pipes (LSAW and HSAW pipes), Seamless tubes and pipes, DI pipes of various grades and dimensions and Pellets.

As the Company is not producing steel rather commodities like steel, iron ore and coking coal are raw materials for its products.

Export of pipes from India has been impacted negatively to countries like USA, Europe and Mexico due to imposition of anti-dumping duties by these countries on Indian Pipes however base demand is helping to keep the pace in this segment. Execution in this segment is expected to pick up from august onward. Government measures, to protect the domestic market, have started reflecting in seamless industry and steel industry as well.

Oil & Gas sector- Company's revenues portfolio is well diversified where app. 1/3rd of the revenue is generated from oil and Gas sector. Oil & Gas sector overseas and domestic both are showing signs of improvement due to stability in oil prices and OPEC countries decision to cut the production. Further in domestic market, government projects are expected to come where domestic players may expect new opportunities in this segment. However geo-political and war like situation in MENA region may still have a negative impact on the new demand for the steel pipes required for this sector and OCTG products etc.

Water Sector: Specific and renewed focus of Government of India as well as of various States on the development of infrastructure including urbanization is expected to accelerate the demand of H Saw and Ductile Iron Pipes, in near future. We expect that India would also need more pipelines primarily for water and industrial applications.

Pellets: A higher commodity prices in last couple of months has helped to improve the iron ore and lumps prices in domestic as well as in international market. This is likely to continue in the coming quarters.

Forward Looking Statements

This document contains statements that constitute "forward looking statements" including, without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to our future business developments and economic performance. While these forward looking statements represent our judgment and future expectations concerning the development of our business, a number of risks, uncertainties and other important factors could cause actual developments and results to differ materially from our expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that we have indicated could adversely affect our business and financial performance. Jindal Saw undertakes no obligation to publicly revise any forward looking statements to reflect future events or circumstances.