

Ref : JBIL/SE/2024-25 Date : 5th March 2025

To
The Manager
Listing Department,
National Stock Exchange of India Limited
"EXCHANGE PLAZA", C-1, Block G
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051
(Company's Scrip Code: JAIBALAJI)

To
The Manager,
Dept. of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers
Dalai Street,
Mumbai – 400 001
(Company's Scrip Code: 532976)

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations')

Ref: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are enclosing herewith a copy of Investor Presentation.

The aforesaid Investor Presentation will also be uploaded on the website of the Company i.e. www.jaibalajigroup.com.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Jai Balaji Industries Limited

Ajay Kumar Tantia Company Secretary

E-mail: info@jaibalajigroup.com, Website: www.jaibalajigroup.com CIN - L27102WB1999PLC089755





JAI BALAJI INDUSTRIES LTD. (JBIL)

Creating a better tomorrow, Today!

Disclaimer



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Certain statements in this presentation 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 the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the company.

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Management Commentary and Business Outlook



"We are pleased to report that Jai Balaji has maintained healthy performance on a year to date basis, amidst challenging market dynamics. On QoQ basis there has been a decline owing to lower production and sales realizations of some of the finished steel products. We are very optimistic for the last quarter of FY25, owing to get better results on the strategic capex done by the company on its value added products. We continue to be focused on the value chain comprising of DI Pipes and Ferro Alloys, which shall continue to contribute more in the topline as well as bottom line of the company.

Despite the complexities of the global operating environment and the pressure on commodity prices due to China's macroeconomic trends, our strategic focus on value-added products and operational efficiencies has enabled us to navigate these challenges effectively. We remain committed to leveraging our strengths to drive sustainable growth and meet the evolving demands of both domestic and international markets."



Mr. Aditya Jajodia Chairman and Managing Director



About the Company

Business at a Glance



One of the largest manufacturers of Value-added products (DI Pipes & Specialized Ferro Alloys) in the private sector in Eastern India

4 manufacturing units present across West Bengal & Chhattisgarh

3 Star Export House; Exporting to more than 40 Countries

1st Company in West Bengal to set up Sponge Iron & Waste Heat Recovery Power Plants





Specialized product portfolio of DI Pipes and Ferro Alloys

1.1 MT fully integrated Greenfield Steel Manufacturing

Successfully raised equity from IPO, Private Placements and QIP Route

101.1 MW Power Plants Fully Operational

Jai Balaji 2.0 = Value added Products + Strong Balance Sheet



	Objective	Target
Ø	Focus on DI Pipes, Specialized Ferro Alloys and Value-added Products	 Capacity enhancement - DI Pipes capacity expected to grow by 120% to 6.6L TPA Ferro Alloys capacity is expected grow by 14% to 1.9L TPA Achieved Target of increasing utilization rate above 90%; the goal now is to maintain this rate going forward.
5	Strong Balance Sheet	 Aim to become Net Term Debt Free in next 12 months Capex from internal accruals
		 Revenue contribution of value-added & specialized products (DI
(5)	Margin Expansion	Pipes & Specialized Ferro Alloys) to increase from 45% - 55% to 80%
		 Aimed to achieve EBITDA Margin of 17%

Transitioning to High Margin Company



Ductile Iron Pipes



Management's strategy is to focus on Value-Added Products like Ductile Iron Pipes and Specialized Ferro Alloys for margin expansion and sustainability

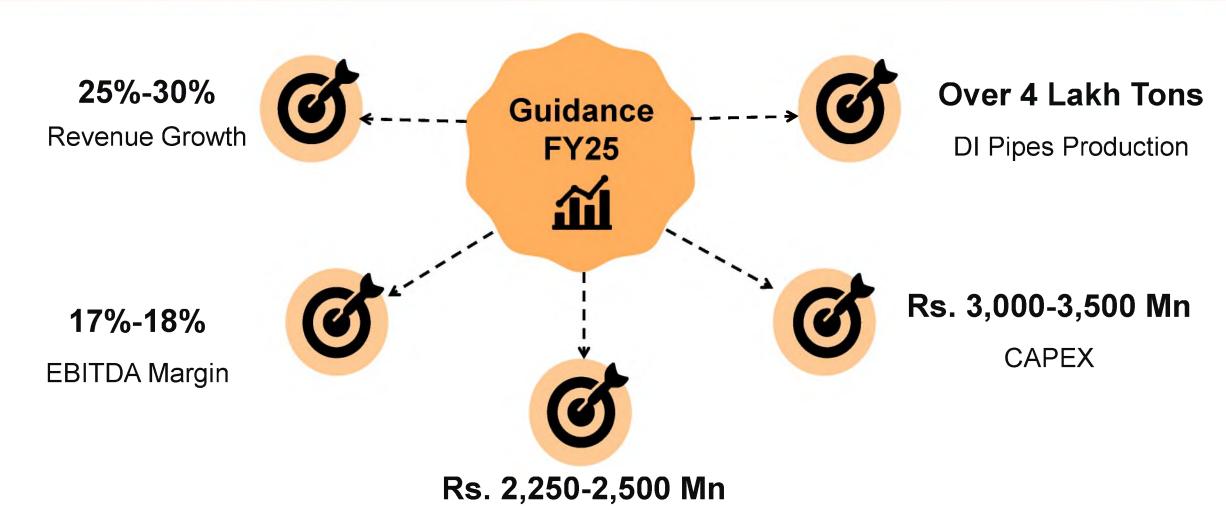
Specialized Ferro Alloys



JBIL is focused on being a Value-Added and Specialized Product company

Guidance FY25





Net Term Debt



Q3 & 9MFY25 Performance Highlights

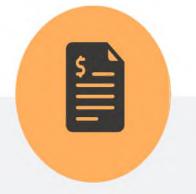
Q3 & 9MFY25 Strategic Updates





Performance Snapshot

- 9MFY25 Financial Performance (YoY) – Revenue, Adjusted EBITDA and PBT demonstrated growth of 4%, 10% and 10%.
 PAT decreased owing to deferred tax provisions
- Operational Performance (YoY) Production volume of all products showed an increasing trend except TMT bar.



Approaching Zero Net Term Debt

- Net Term Debt as on 31st Dec'24 is Rs. 2,590 Mn. The company has been sanctioned Working Capital Loan of Rs. 2,000 Mn.
- Management expects JBIL to be Net Term Debt Free in next 12 months.

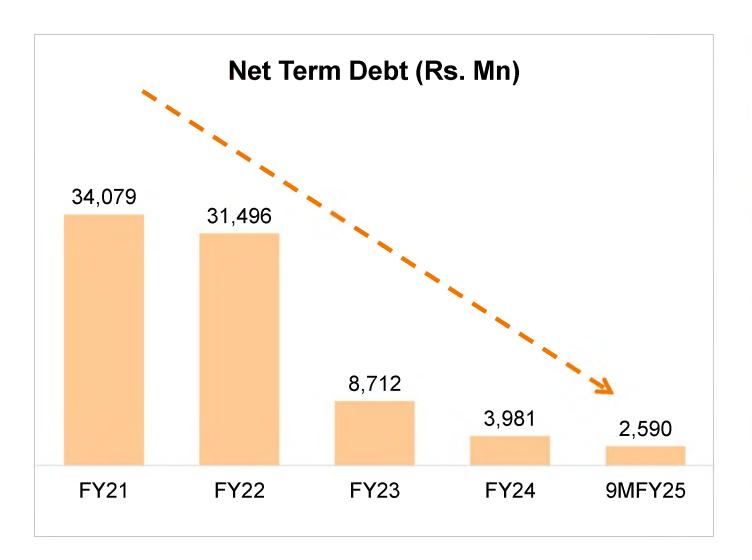


Robust Capex Plan

- Strong Capex plan of Rs. 10,000 Mn in place – out of this Rs. 6,987 Mn has already been spent from internal accruals
- Balance Capex is expected to be completed in approx next 9 Months through internal accruals only

Progress Towards Net Term Debt Zero Status...





Present Debt pertains to Tata Capital Limited and co-lenders

FY24 Net Debt to EBITDA = 0.4x (Performed better than the expectation to maintain Net Debt to EBITDA at around 0.6 on 31st March'2024 guided earlier)

Aim to become Net Term Debt Free in 12 Months. The company has been sanctioned Working Capital Loan of Rs. 2,000 Mn.

Significant/Proposed Capacity Enhancement



Products (Location)	Existing	Capacity Addition	Capacity After	Capex (in Rs. Mn.)			Current Status		
1 Todaots (Escation)	Capacity	Oupdoity Addition	Expansion	Total	Already incurred		Balance to be incurred		
						Under CWIF			
			Spec	ialized Product	S				
DI Pipes	300,000 TPA	360,000 TPA	660,000 TPA	4,000	148	2,696	1,156	Will be done in 2 phases – Phase 1 = out of 2 Lakh T, 60,000 is already commissioned, balance 1.40 Lakh expected to commission by FY25; Phase 2 = 2.2 Lakh T expected to commission by FY26	
Ferro Alloys	166,000 TPA	24,000 TPA	190,000 TPA	1,500	1,190	307		Capacity already enhanced by 36000 at the end of FY24 under Phase 1 project and Balance will be commissioned by Q1FY26	
				Others					
Revamping Existing Blast Furnaces (Unit III)	630,000 TPA	120,000 TPA	750,000 TPA	2,500	1217	266	1 1017	One furnace has been commissioned . 2nd furnace will be completed in Q1FY26	
Sinter (Unit III)	908,000 TPA	300,000 TPA	1,208,000 TPA	1,100	788	67	245	Will be done in 2 phases; 1st phase i.e. 3 Lakh T has been commissioned and 2 nd phase shall be commissioned in Q1FY26.	
BFG Boiler (Unit IV)	0.00 TPH	35 TPH	35 TPH	300	307	0	0	This is a green energy project which aims to reduce carbon footprints. Plan is to add this in captive power plant for optimizing utilization of waste gases from BF. Already commissioned.	
Misc De-Bottle Necking				600	520	70	10	Includes backward integration to sinter Plant, Upgradation of PCI and Oxygen plant for cost cutting of producing Hot metal from Pig iron Plant. Mostly Completed.	
TOTAL				10,000	4,170	3406	2431		

¹³ Note - Other repair capex of Rs. 38 Mn done in Q2FY25 apart from the above capex.

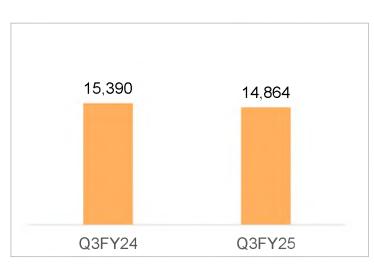
Financial Performance Highlights



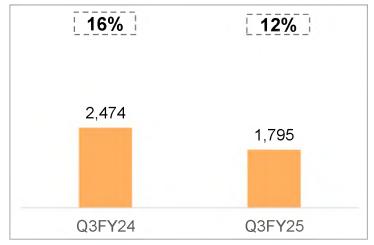
Quarter Highlights

Nine-Month Highlights

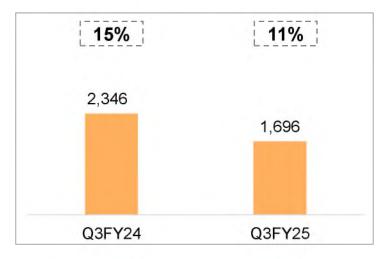
Revenue

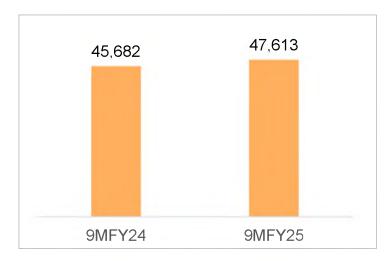


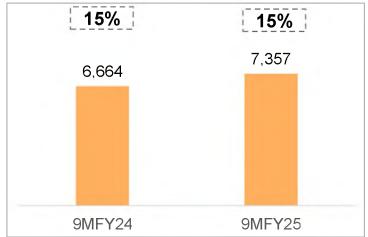
Adjusted EBITDA & Margin (%)*

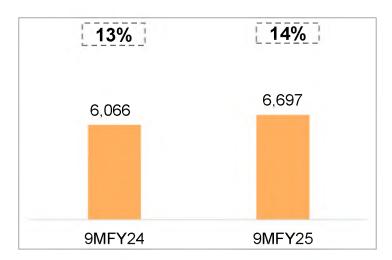


PBT & PBT Margin (%)









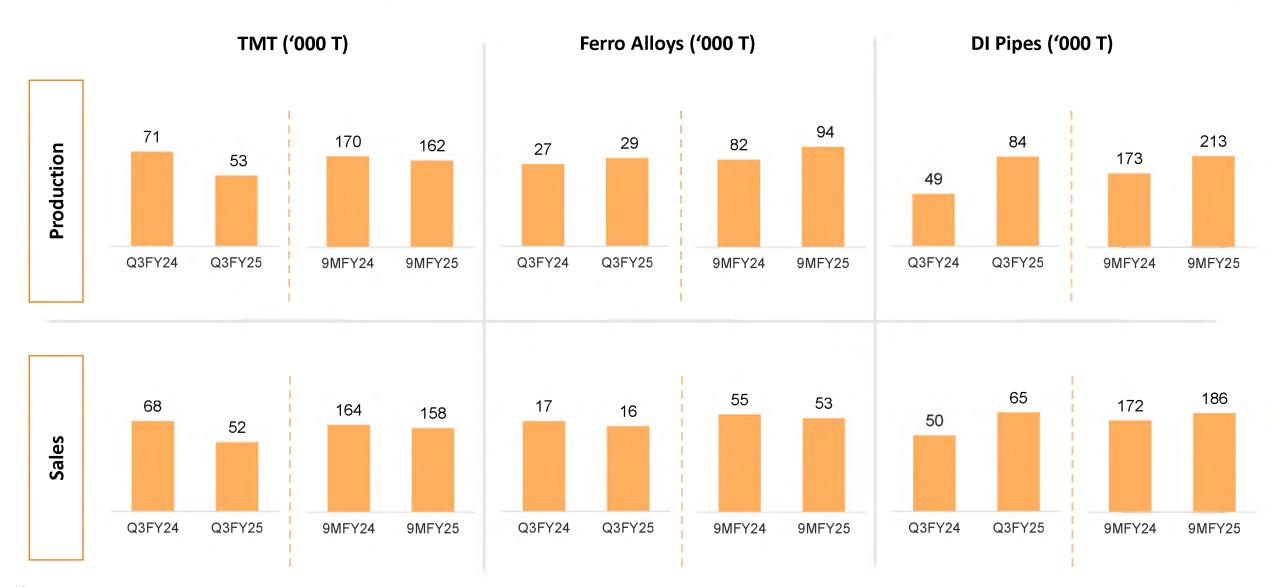
Operational Performance (1/2)





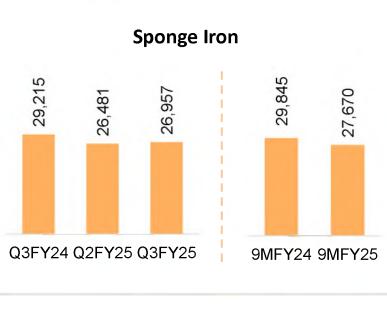
Operational Performance (2/2)

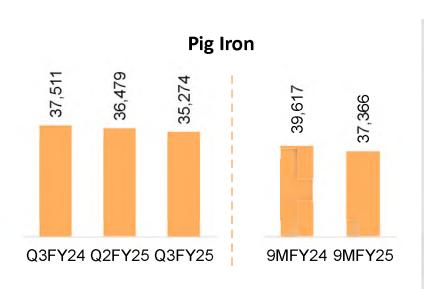


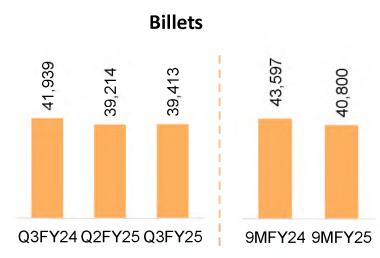


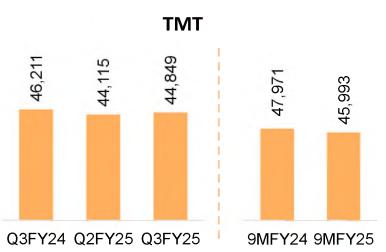
Realization Summary

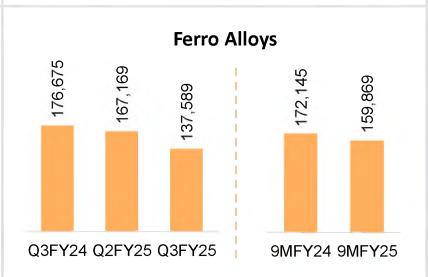


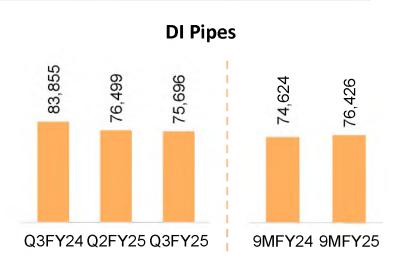












Income Statement



Particulars (Rs. Million)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue from Operations	14,864	15,390	-3%	15,566	-5%	47,613	45,682	4%
Cost of Goods Sold	9,540	9,756	-2%	9,871	-3%	29,886	29,545	1%
Employee Benefits Expense	448	418	7%	418	7%	1,285	1,191	8%
Other Expenses	2,977	2,747	8%	2,995	-1%	9,103	8,291	10%
EBITDA	1,899	2,468	-23%	2,282	-17%	7,339	6,655	10%
Adjusted EBITDA*	1,795	2,474	-27%	2,316	-22%	7,357	6,664	10%
Adjusted EBITDA Margin (%)	12%	16%		15%		15%	15%	
Depreciation	229	206	11%	225	2%	676	628	8%
Finance Cost	149	150	-1%	150	-1%	456	549	-17%
Other Income	175	234	-25%	220	-20%	490	589	-17%
Exceptional Items								
Profit Before Tax (PBT)	1,696	2,346	-28%	2,127	-20%	6,697	6,066	10%
Tax Expense	492		NA	596	-17%	1,873		NA
Profit After Tax (PAT)	1,204	2,346	-49%	1,532	-21%	4,824	6,066	-20%
PAT Margin (%)	8%	15%		10%		10%	13%	
EPS (Rs.)(Basic)	1.32	2.94	-55%	1.68	-21%	5.42	7.77	-30%
EPS (Rs.)(Diluted)	1.32	2.64	-50%	1.68	-21%	5.35	6.81	-21%

Balance Sheet

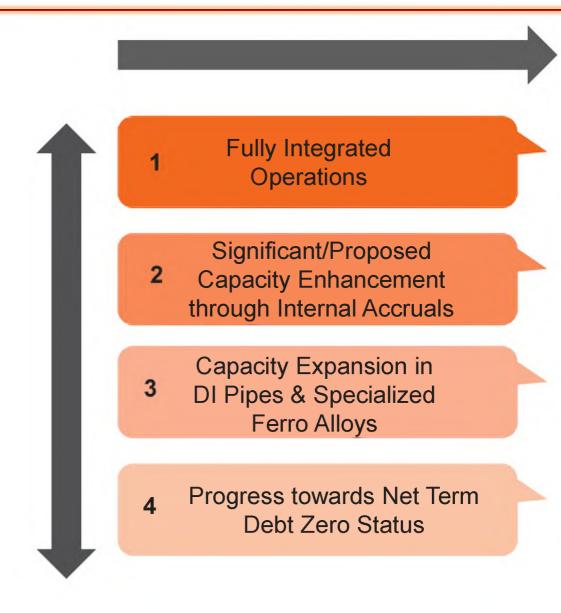


Particulars (Rs. Million)	30th Sept'24	31st Mar'24	Particulars (Rs. Million)	30th Sept'24	31st Mar'24
ASSETS			EQUITY AND LIABILITIES		
Non Current assets			EQUITY		
(a) Property, Plant and Equipment	13,764	13,773	(a) Equity share capital	1,825	1,637
(b) Capital work-in-progress	2,803	1,162	(b) Other equity	17,460	13,405
(c) Right of use assets	43	44	Sub Total - Equity	19,285	15,042
(d) Intangible Assets	2	2			
(e) Intangible Assets Under Development	14		LIABILITIES		
(f) Financial assets			Non-current liabilities		
(i) Investments	8	8	(a) Financial Liabilities		
(ii) Loans		0	(i) Borrowings	2,527	3,033
(iii) Other financial assets	1,301	1,051	(ii) Lease Liabilities	6	6
(g) Deferred Tax Assets (Net)	694	2,075	(b) Other non Current Liabilities	326	325
(h) Other Non Current Assets	358	299	(c) Provisions	125	120
Sub Total - Non Current Assets	18,987	18,414	Sub Total - Non Current Liabilities	2,984	3,484
Current Assets			Current liabilities		
(a) Inventories	12,900	9,497	(a) Financial Liabilities		
(b) Financial assets -			(i) Borrowings	1,787	1,685
(i) Trade Receivables	3,008	2,418	(ii) Lease Liabilities	1	1
(ii) Cash and cash equivalents	528	477	(ii) Trade Payables - MSME	77	137
(iii) Bank balances other than (iii) above	329	433	- Others	8,543	8,568
(iv) Other financial assets	267	267	(iii) Other financial liabilities	2,000	1,976
(c) Current tax assets (net)	95	101	(b) Other current liabilities	2,870	2,618
(d) Other current assets	1,471	1,938	(c) Provisions	38	34
Sub Total - Current Assets	18,598	15,131	Sub Total - Current Liabilities	15,316	15,019
<u>Total Assets</u>	37,585	33,545	Total Equity and Liabilities	37,585	33,545



Investment Thesis

Investment Thesis





5 Strong Financial & Operational Performance

6 Cost Effective Logistics Infrastructure

7 Strategic Location of Assets

8 Clear Strategy Going Forward

HIGH MARGIN PRODUCTS

Fully Integrated Operations



Backward Integration





Capacity = 908,000 T

Coke



Capacity = 350,000 T

Power



Capacity = 101.1 MW

Intermediate & Finished Products

Sponge Iron



Capacity = 345,000 T

Steel Billets



Capacity = 394,000 T

Pig Iron



Capacity = 550,000 T

TMT Bars



Capacity = 260,000 T

Value-added & **Specialized Products**

Ductile Iron



Capacity = 300,000 T

Ferro Alloys



Specialized Products - DI Pipes





Industry

DI Pipes Industry is expected to grow at 13%-15% CAGR in near future. It is used for water transportation and drainage system

Government Programs

"JAL JEEVAN MISSION" and "MISSION AMRUT SAROVAR" infrastructure development plan has led to increased requirement of DI Pipes and Jai Balaji is contributing to the same

Our Market Share Co. has around 10% of the DI pipes market of India and aims to reach 15%-20% of Market Share, post capacity expansion

Revenue Contribution

30% of the revenues come from DI pipes and is expected to grow to 45%-50% by FY25-26

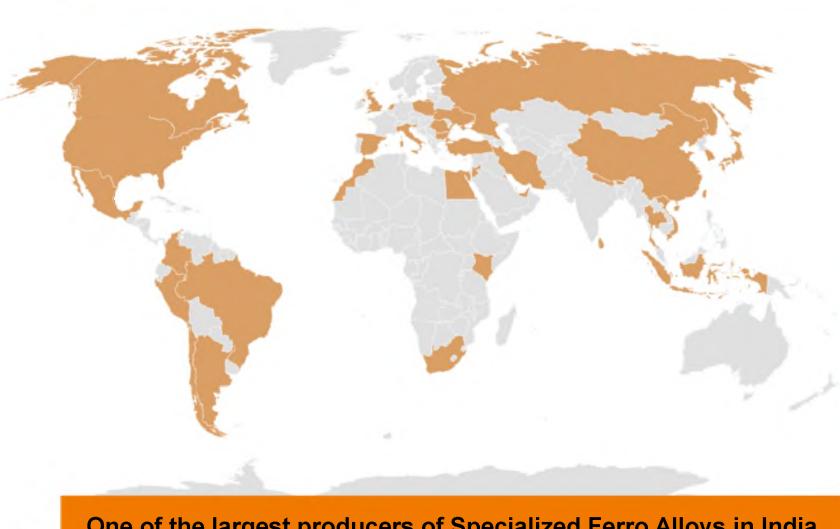
Going Global

Exporting to few countries and aim to increase the same post capacity expansion

Specialized Ferro Alloys



Exports Ferro Alloys to 40+ Countries in the world & Secured Three Star Export House status



Features of our High-Grade Ferro Alloys

- High chrome content
- Lower carbon content
- Lower trace elements
- Lower sulphur/phosphorus

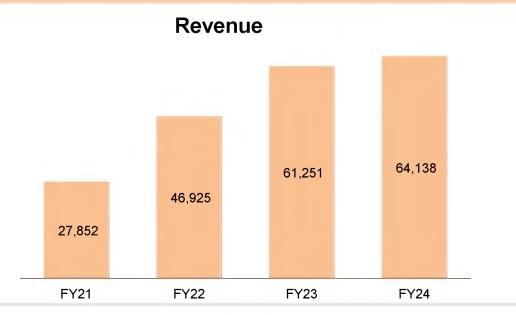
Revenues from Specialized Ferro Alloys expected to grow from 20-25% to 30-35% by FY25-26

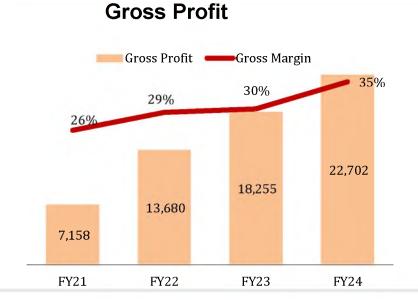
Sold at significant premium to benchmark Ferro Alloy prices

Co. has Long Term Contracts with Indian as well as International Clients

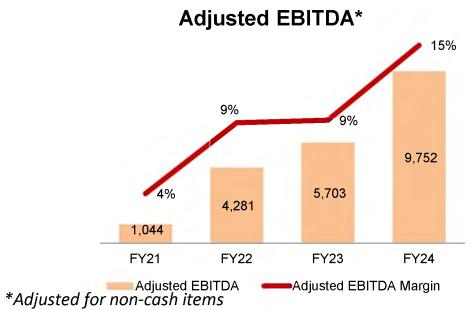
Flourishing Financial Health (1/2)

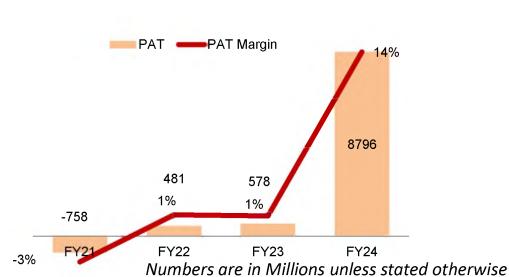






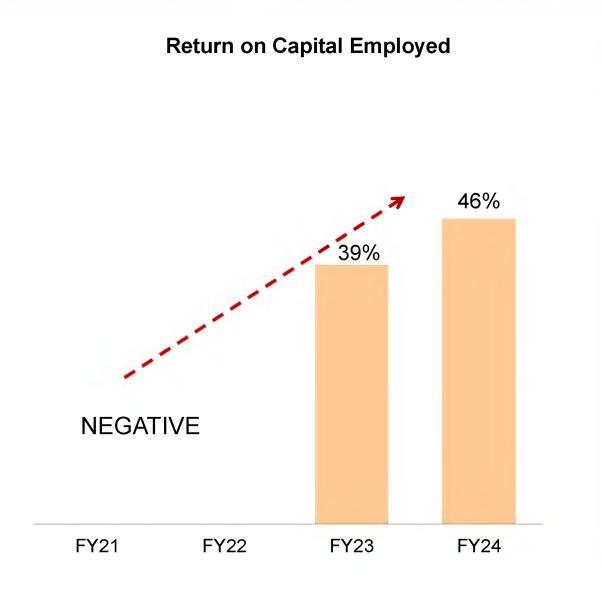
Profit After Tax

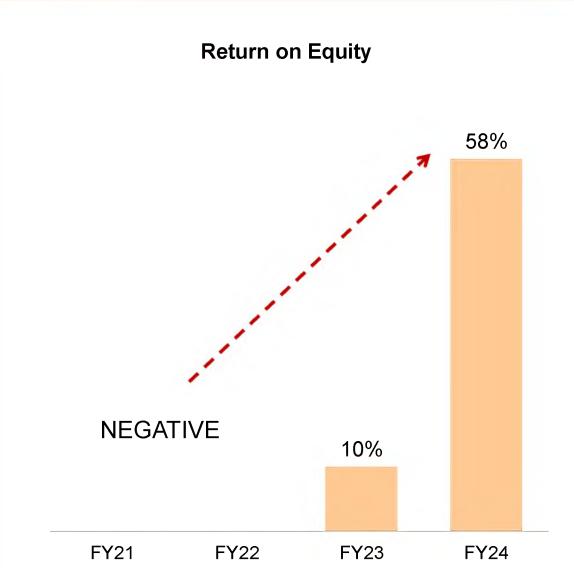




Flourishing Financial Health (2/2)

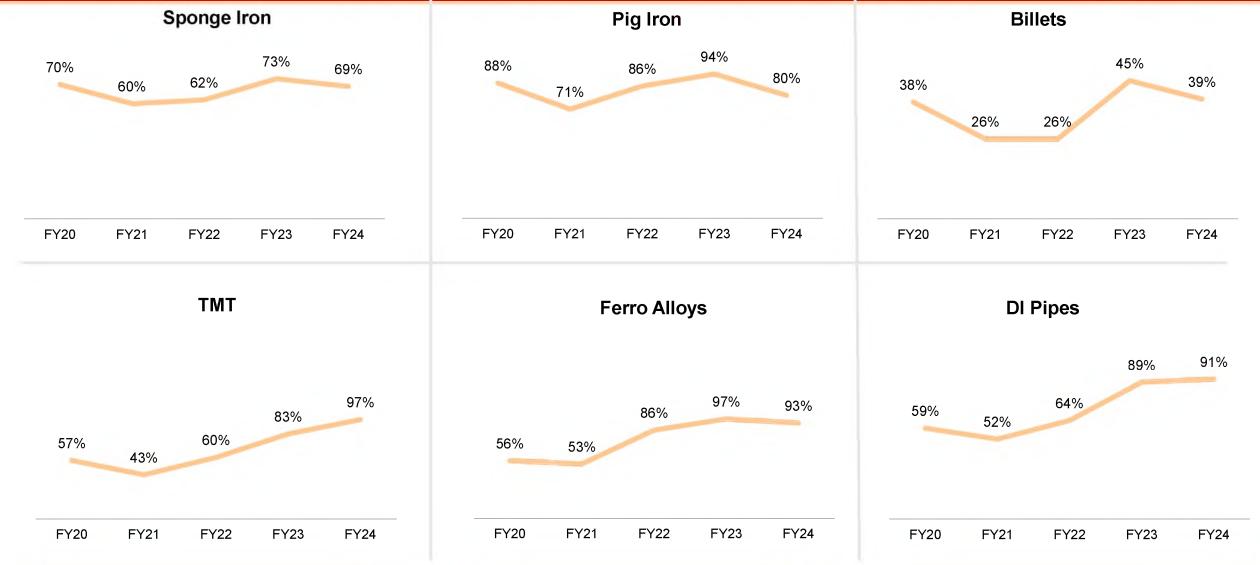






Robust Operational Performance - Capacity Utilization (%)

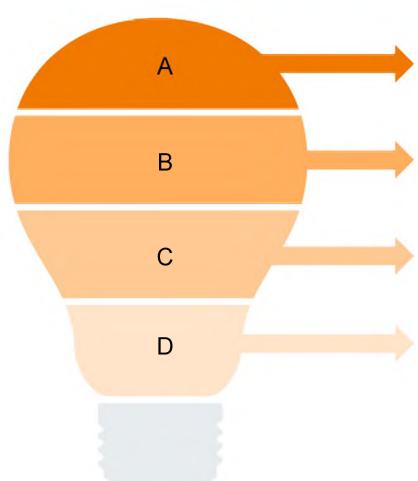




Increased focus on capacity utilization of Value-Added Products ensures margin expansion

Cost Reduction Strategies...





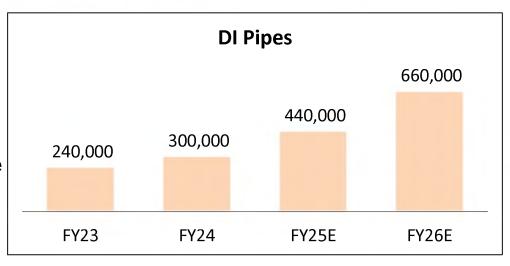
Lowest cost capacity expansion plans, Economies of scale, Operational efficiencies

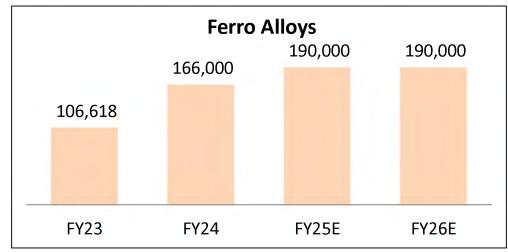
Setting up of Iron ore beneficiation plant of 6Lac Tons which will be utilized for beneficiation of low grade iron ore dump

Cost effective logistics infrastructure (has 3 Railway Sidings) and cost savings through Captive Power

Decrease in Interest Costs because of reduction of Debts

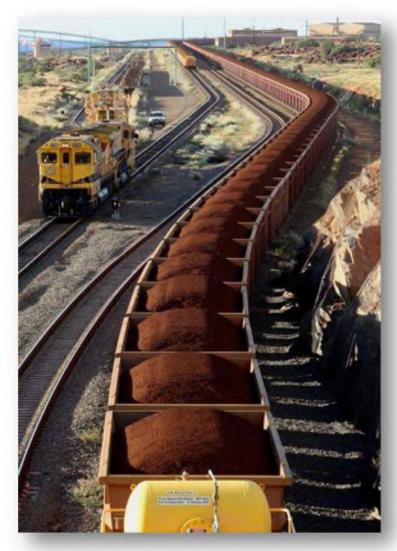
Capacity Expansion Plans (Tons)





Cost Effective Logistics Infrastructure





1

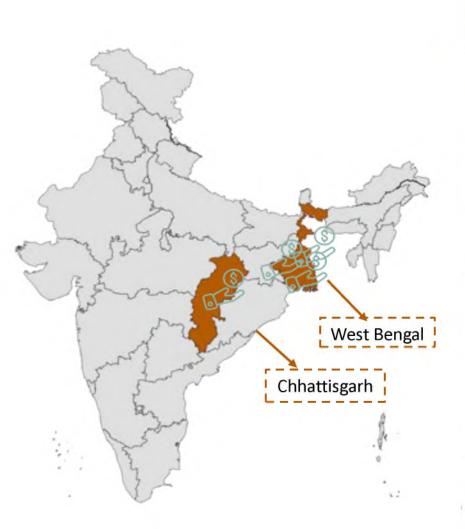
JBIL is the one of the few companies with Railway Sidings and has 3 Railway Sidings which leads to increased flexibility in delivering finished goods & reduced turnaround time. 2

Have dedicated
Railway Sidings
at both loading in
Odisa and
unloading at our
plant.



Approx. 3 tons of raw material is required for every 1 ton of steel & Co. saves significant costs by using Railway Sidings instead of road transport.

Strategic Location of Assets



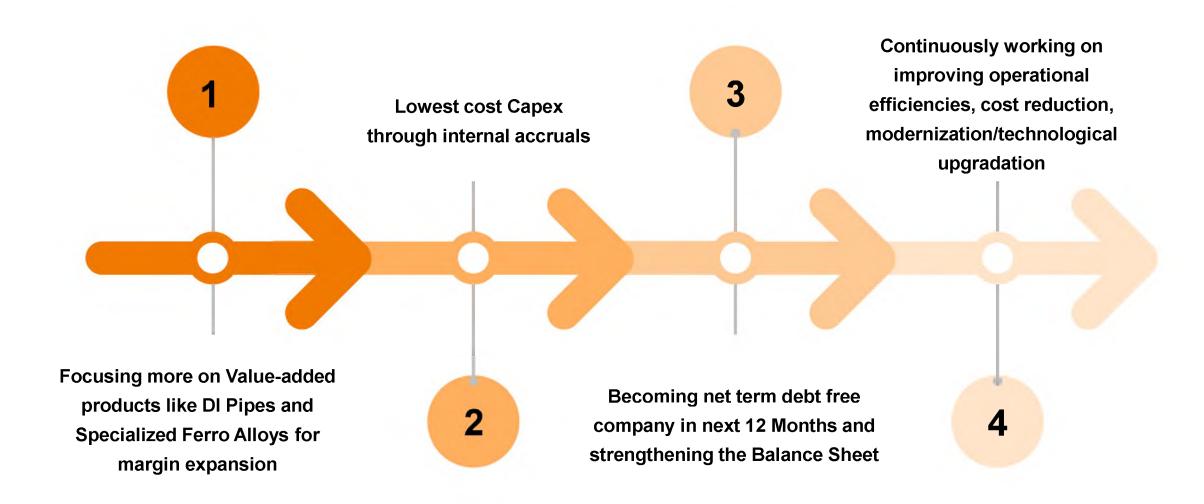
Plant	Location
Unit I	Baktarnagar, Burdwan, West Bengal
Unit III	Rajbandh, Burdwan, West Bengal
Unit IV	Rajabndh, Burdwan, West Bengal
Unit V	Rasmada, Durg, Chhattisgarh



Facilities	Products	Installed Capacity (MT)
Ferro AlloysDRIPower	Ferro Silicon Alloys/Ferro ChromeSponge IronPower	30,1181,05,00018.3 MW
Pig IronDIPSinterFerro Alloys	 Blast Furnace Ductile Iron Pipe Sinter Ferro Chrome/Special Grade Ferro Alloys 	5,49,5003,00,0009,08,00036,000
 Sponge Billets Rolling Mill Ferro Alloys Coke Oven Captive Power 	 Sponge Iron SMS TMT Ferro Chrome/Special Grade Ferro Alloys Coke Power 	 1,20,000 2,94,030 2,60,000 100,000 3,50,000 70 MW
BilletsSpongeCaptive Power	SMSSponge IronPower	1,00,0001,20,00012.8 MVV

Clear Strategy Going Forward







Annexure

Turnaround Story – Resilient in the Toughest Time





01

Profit making Business

- Converted losses into profits
- Confident to achieve EBITDA Margins in the range of 18%-20% going ahead

02

Debt Restructuring

- o Broke the Debt trap and strengthen the balance sheet.
- Expectation is to be Net Term Debt Free in 12 Months

03

Cost Reduction = Modernization + Operational Excellence

- Hot metal cost reduction through revamping Blast Furnace & cap. exp. of Sinter
- Capacity & Utilization increase across product portfolio led to economies of scale
- Setting up BFG Boiler for optimizing utilization of waste gases. Green Energy Project

04

Experienced and Disciplined Management

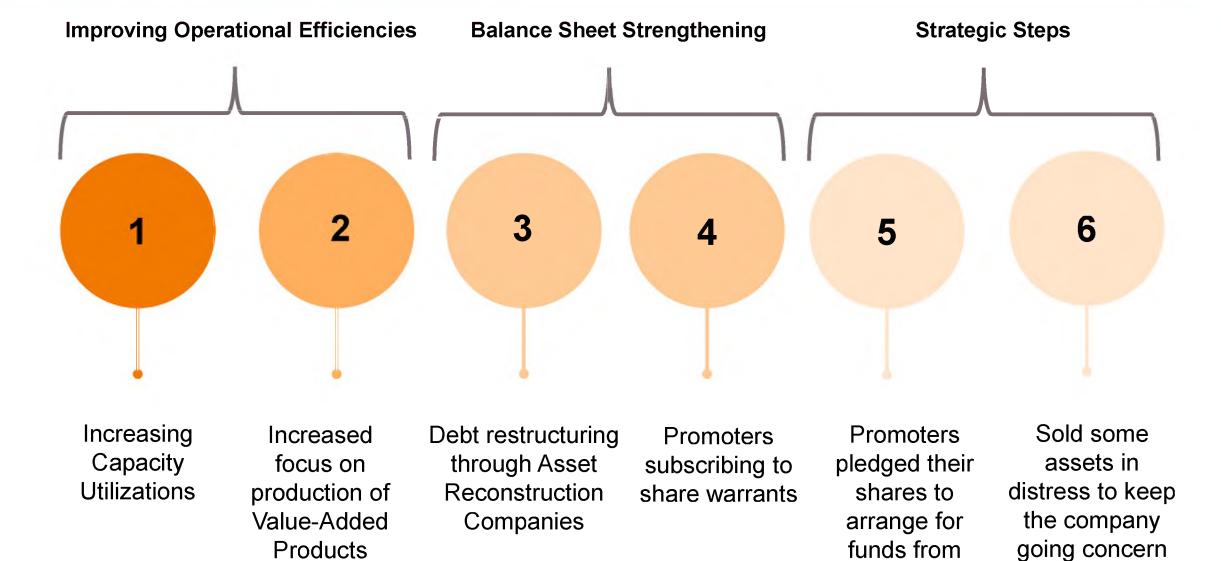
- Subscription of share warrants
- Motivation, constant efforts, focused approach & faith in capacities

75 Focus on Value Added Products

Management's focus on products like Ductile Iron Pipes and Specialized Ferro Alloys lead to margin expansion & sustainable margins

Strategies Undertaken





private parties

Where We Stand Now



Corrective action plan to ensure success...



Net Term Debt is Rs. 2,590 Mn. as on 31st through internal Dec'2024. Expectation is accruals to be Net Term Debt Free in 12 Months

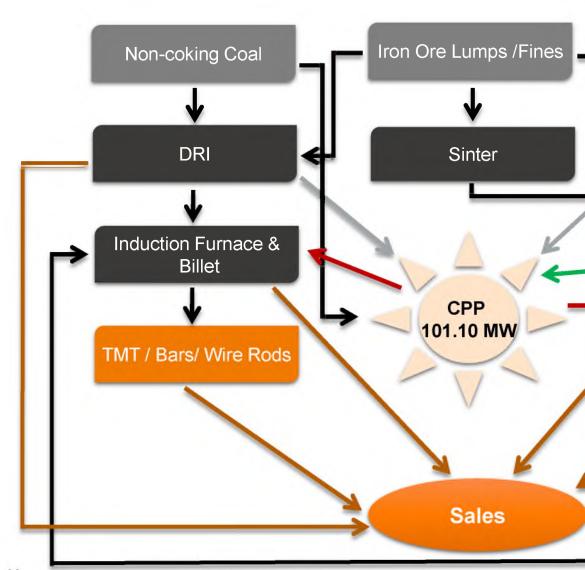
Expanding capacities Margin expansion by

focusing on valueadded products

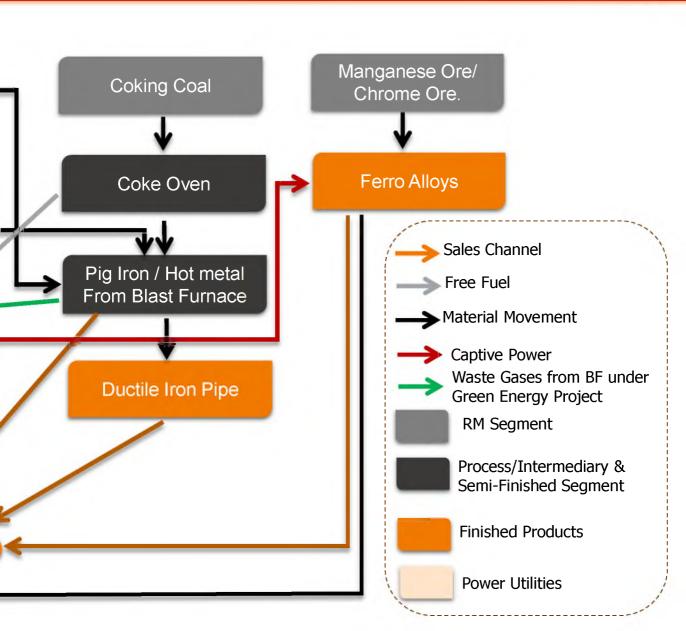
Lowest cost of Capex because of Brownfield Expansions

Improving operational efficiencies and capacity utilizations

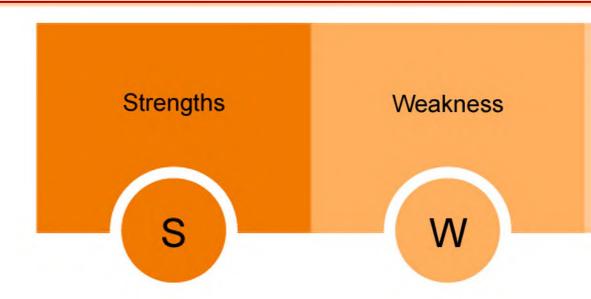
Processes







SWOT Analysis



- Fully integrated steel company
- Diversified product range
- Experienced leadership
- Lowest cost of Capex

- Weak performance in the operation
- Commodity price impacts o

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Opportunities Threats O T

Strengthening of Special Grade
Ferro Alloys market

"Jal Jeevan Mission" & "Mission
Amrut Sarovar" has led to great
opportunities in DI Pipes segment
Government investing heavily in
infrastructure sector helping steel
sector growth
Growth plans of other industries like
Railways, Logistics etc.

- Ongoing inflation
- Lingering effects of Russia's invasion of Ukraine

Board of Directors





Mr. Aditya Jajodia

Chairman & Managing Director



Mr. Sanjiv Jajodia

Whole Time Director



Mr. Rajiv Jajodia
Whole Time Director



Mr. Gaurav Jajodia

Whole Time Director



Mr. Bimal Kumar Choudhary

Executive Director



Mr. Ashim Kumar Mukherjee Independent Director



Mr. Rajendra Prasad Ritolia Independent Director



Ms. Seema Chowdhury

Independent Woman Director



Ms. Rakhi Bajoria Independent Woman Director



Ms. Swati Bajaj
Independent Woman Director

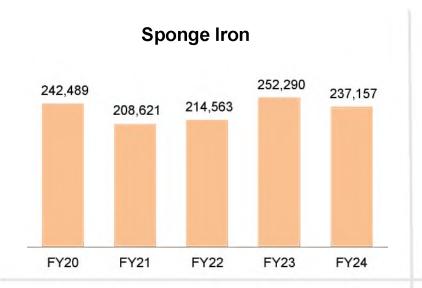


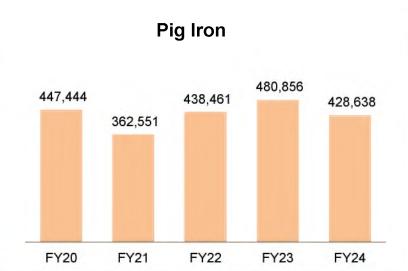
Ms. Mamta Jain

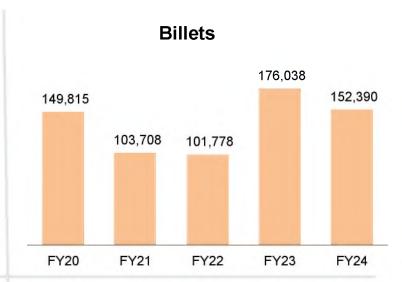
Independent Woman Director

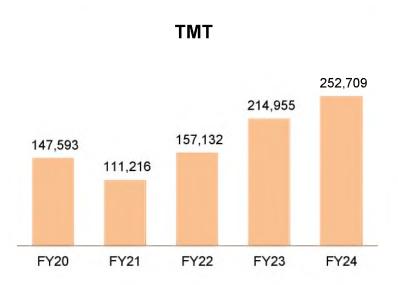
Yearly Trend | Production (1/5)

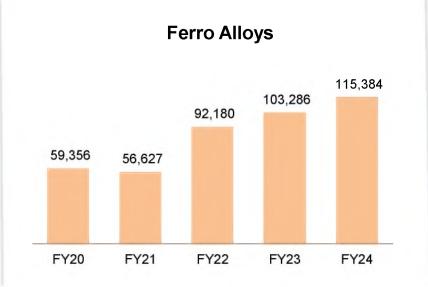


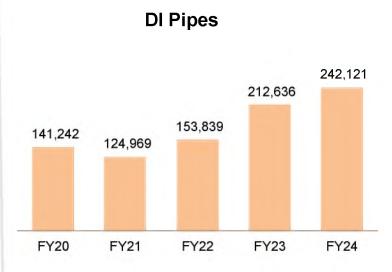






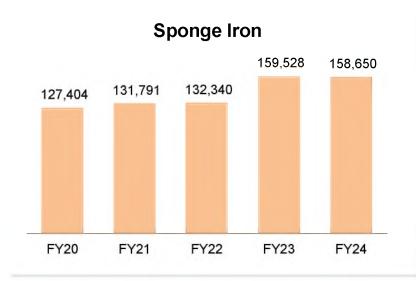


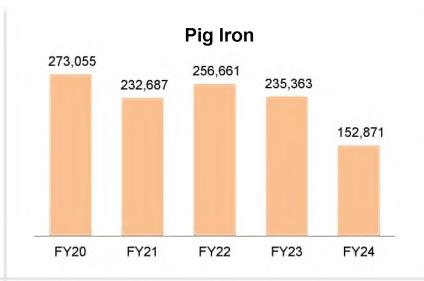


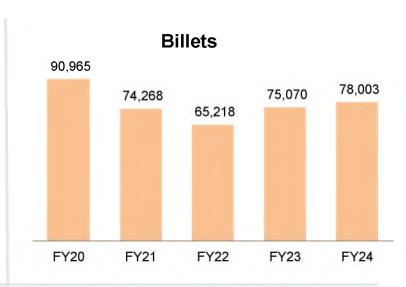


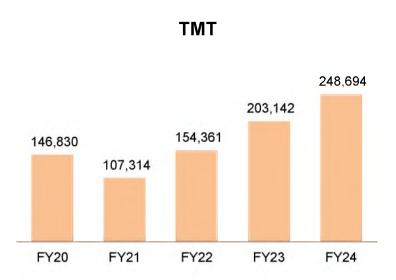
Yearly Trend | Sales (2/5)

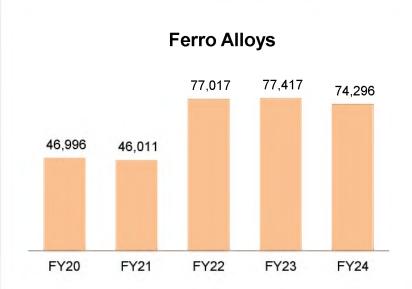


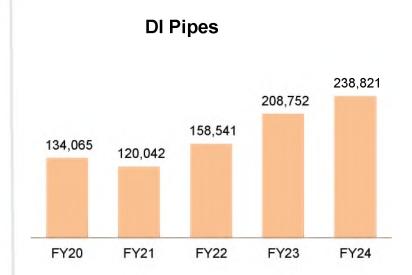












Yearly Trend | Realization (3/5)





Yearly Trend | Income Statement (4/5)



Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	64,138	61,251	46,925	27,852	29,123
Cost of Goods Sold	41,436	42,996	33,245	20,693	22,398
Employee Benefits Expense	1,543	1,288	1,089	887	900
Other Expenses	12,096	14,405	10,508	5,318	5,517
EBITDA	9,063	2,562	2,083	954	308
EBITDA Margin (%)	14%	4%	4%	3%	1%
Depreciation	856	979	913	940	968
Finance Cost	725	889	988	880	1,028
Other Income	2,151	355	299	108	602
Exceptional Items		0	0	0	-58
Profit Before Tax (PBT)	9,632	1,049	481	-758	-1,144
Tax Expense	836	471	0	0	0
Profit After Tax (PAT)	8,796	578	481	-758	-1,144
PAT Margin (%)	14%	1%	1%	-3%	-4%
EPS – Basic (Rs.)	55.8	4.5	4.4	-6.9	-11.1

Yearly Trend | Balance Sheet (5/5)



Equity & Liabilities

Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Equity & Liabilities					
Equity					
Share Capital	1,637	1,455	1,105	1,105	1,105
Other Equity	13,405	4,106	-17,733	-18,435	-17,684
Total Equity	15,042	5,561	-16,628	-17,331	-16,579
Non-Current Liabilities -					
Long term Borrowings	3,033	6,260	5,861	5,781	6,617
Lease Liabilities	6	6	6	6	0
Other non Current Liabilities	325	292	0	0	0
Provisions	120	115	0	0	0
Total Non-Current Liabilities	3,484	6,673	5,867	5,787	6,617
Current Liabilities -					
Short Term Borrowings	1,685	2,337	25,825	28,548	28,021
Lease Liabilities	1	1	1	1	0
Trade Payables	8,705	8,990	8,187	7,503	6,904
Financial Liabilities - Others	1,976	1,931	1,852	2,188	1,868
Other Current Liabilities	2,618	4,104	4,499	3,272	2,866
Provisions	34	3	89	94	95
Total Current Liabilities	15,019	17,365	40,453	41,606	39,754
Total Equity and Liabilities	33,545	29,599	29,691	30,062	29,793

Assets

Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
<u>Assets</u>					
Non-Current Assets -					
Property, Plant and Equipment	13,773	11,268	11,601	11,766	12,332
Right to use assets	44	45	46	46	47
Capital Work-In-Progress	1,162	688	523	1,017	977
Intangible assets	2	3	4	2	3
Loans	0	0	0	0	153
Intangible Assets under development	0			2	
Financial Assets - Investment	8	11	11	11	11
Financial Assets - Others	1,051	689	424	419	44
Deferred Tax Assets (Net)	2,075	2,909	2,909	2,909	2,909
Other Non-Current Assets	299	271	1,257	881	879
Total Non-Current Assets	18,414	15,884	16,773	17,053	17,354
Current Assets -					
Cash and Bank	910	515	221	258	228
Inventories	9,497	8,214	7,580	6,992	5,786
Trade Receivables	2,418	2,293	1,561	2,440	2,844
Short Term Loans & Advances	0	0	30	26	441
Other Financial Assets	267	292	282	266	0
Current Tax Assets (Net)	101	123	0	0	0
Other Current Assets	1,938	2,279	3,244	3,027	3,140
Total Current Assets	15,131	13,715	12,918	13,009	12,438
Total Assets	33,545	29,599	29,691	30,062	29,793

CSR Activities - Serving Society through Industry





World Environment Day Celebration



Tree Plantation



Health Check-ups Organised



Free Distribution of Artificial Limbs



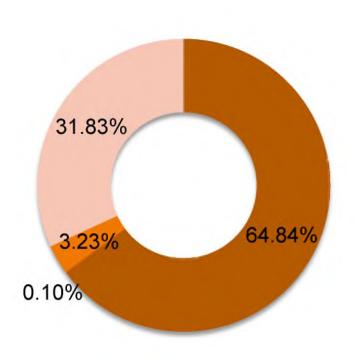
Scholarship for Young Generation

Use of Artificial Limb Callipers

Shareholding Pattern as on 31st December'2024



Share Holding Pattern



Sr. No.	Category of Shareholders	No. of Shares Held	Holding (%)
1	Promoter & Promoter Group	11,83,04,046	64.84%
2	Public		
а	Domestic Institutions	1,81,004	0.10%
b	Foreign Portfolio Investors	58,96,484	3.23%
С	Non-Institutions	5,80,68,752	31.83%
	Total Shareholding (1+2)	18,24,50,286	100%

■ Promoter & Promoter Group

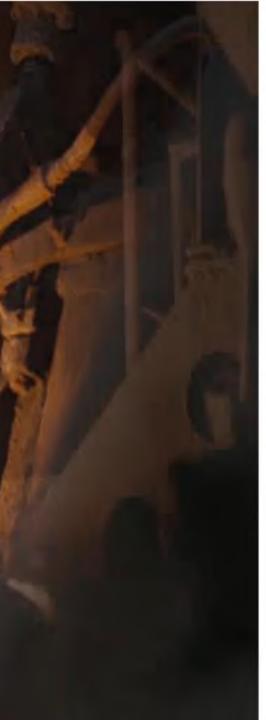
■ Domestic Institutions

■ Foreign Portfolio Investors

■ Public Group Non-Institutions

Source: BSE





Thank You

Investor Relations

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