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Dated: 11th July, 2024

Corporate Relationship Department, BSE Limited. 25 th Floor, P.J. Towers, Dalal Street, Mumbai-400 001	The Manager, Listing department, National Stock Exchange of India Ltd. 'Exchange Plaza', C- 1 Block G, Bandra Kurla complex, Bandra (East) Mumbai – 400051	Corporate Relationship Department, Metropolitan Stock Exchange of India Ltd. Building A, Unit 205A, 2nd Floor, Piramal Agastya Corporate Park, L.B.S Road, Kurla West, Mumbai – 400070
BSE Scrip Code: 534600	NSE Scrip Code: JTLIND	MSEI Symbol: JTLIND

REG: INVESTOR PRESENTATION ON UN-AUDITED FINANCIAL RESULTS FOR THE QUARTER ENDED 30TH JUNE, 2024.

Dear Sir/Ma'am,

Pursuant to Regulation 30 and other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith detailed Investors Presentation on Un-Audited Financial Results for the Quarter ended 30th June, 2024.

Kindly take the same on record.

**For JTL Industries Limited
(erstwhile JTL Infra Limited)**

**Amrender Kumar Yadav
Company Secretary & Compliance Officer**



AMONGST THE
**LEADING BUILDING
MATERIAL SOLUTIONS**
COMPANIES



**JTL
INDUSTRIES
LIMITED**

STEEL PIPES

Investor Presentation July 2024

Safe Harbor



Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively Forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. JTL Industries Limited (referred to as "JTL" or "The Company") assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

JTL At A Glance



Infrastructure Capacity

- Installed Capacity:
~**5,86,000 MTPA – Pipe Manufacturing**
~**3,00,000 MTPA – Backward Integration**
- 5 state-of-the-art manufacturing facilities
- Pursuing enhancement and expansion of current facility with DFT technology and an aim of **10 lakh MTPA.**



Geographical Presence & Penetration

- Pan-India presence
- **2000+** talented and skilled employees
- **1000+** distributors and retailers
- **1,000+** SKUs
- Global footprint: **5 Continents** and **20+ Countries**



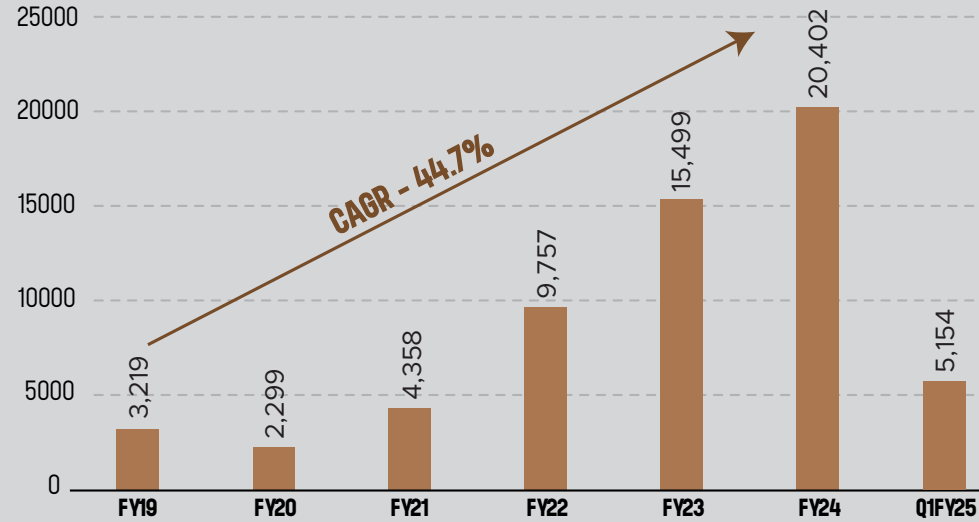
Financial Prowess Q1 FY24 V/s Q1 FY25

- Volume grew by **10.8%**
- Revenue grew by **2.1%**
- EBITDA grew by **20.8%**
- PAT grew by **21.0%**

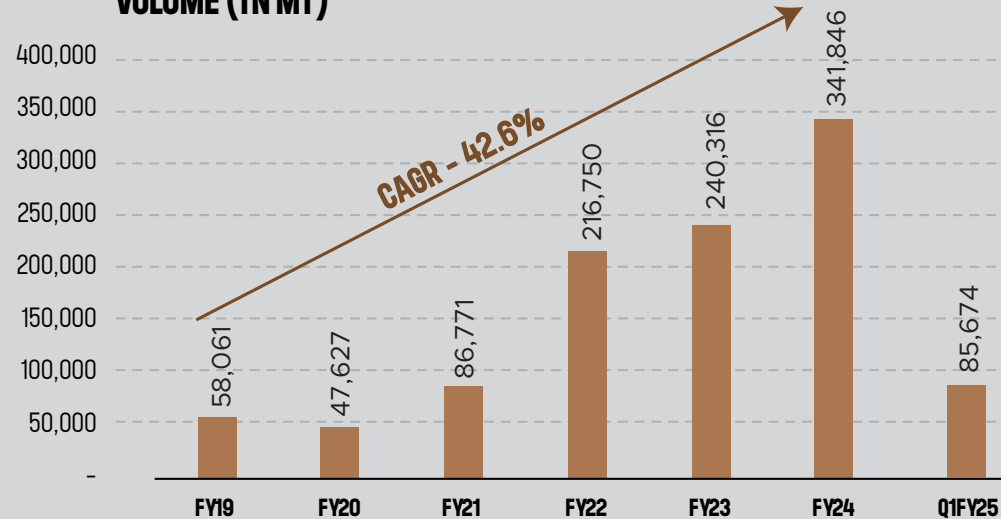
Our Performance Story



REVENUE FROM OPERATIONS (RS. MN)

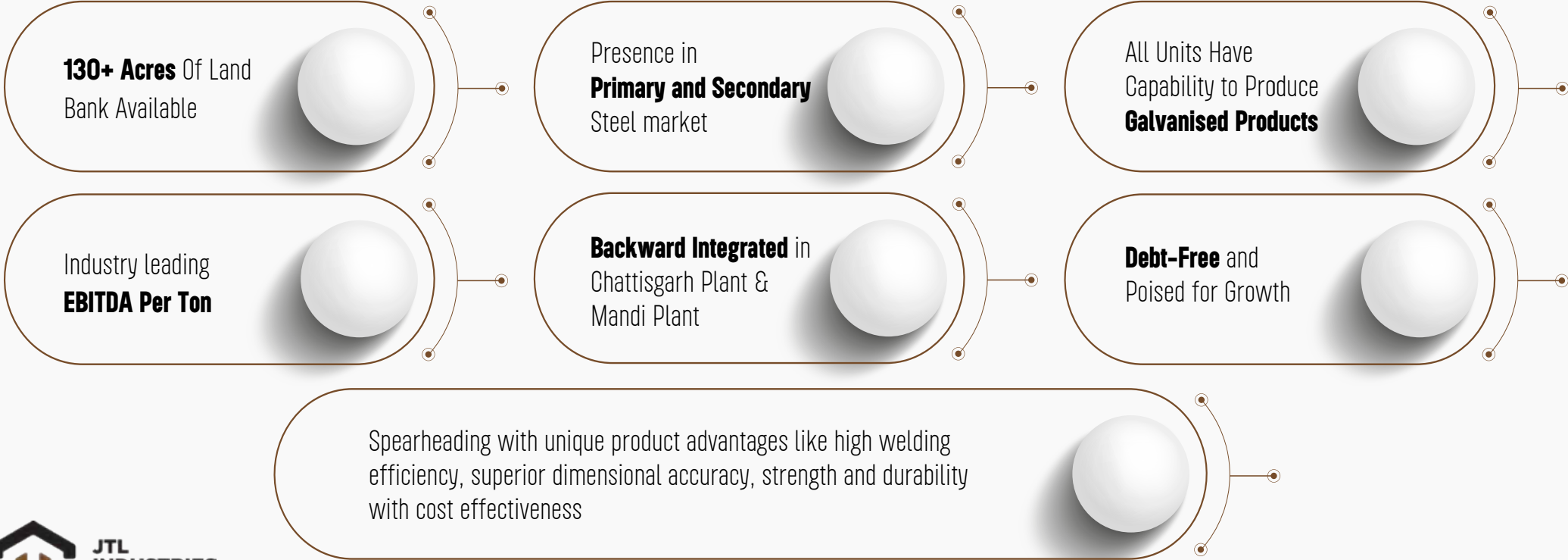


VOLUME (IN MT)



Note: CAGR for FY19 to FY24

Competitive Advantage



Leadership

Mr. Madan Mohan Singla

Managing Director

- 35+ Years of rich experience in Steel Industry
- In-depth knowledge of steel & pipe industry
- Recognized for his proficiency in business finance and strategy.

Mr. Mithan Lal Singla

Non-Executive Director

- 40+ Years of experience in steel business.
- Played a key role in setting up current manufacturing facilities
- Associated with various ventures in different capacities & conversant with latest industrial techniques

Mr. Rakesh Garg

Executive Director

- 30+ years of rich experience in steel industry
- Specifically assigned to trade and commercial operations, liaising with various agencies and associates
- Wide experience in industrial projects, engineering and management affairs

Mr. Dhruv Singla

Executive Director

- 10+ Years of experience in this industry
- Completed B.com from Punjab University, and pursued masters in management from Kings college, London
- Played a key role in expansion plans at Mangaon along with handling finances at prime

Mr. Pranav Singla

Executive Director

- Completed Bachelor in Economics and Accounting Honors from Cass Business School, London, topped by Masters in Project Management, Finance and Risk.
- Dedicated towards managing Investor relations
- Managing sales and distribution in North India

Mr. Sanjeev Gupta

Executive Director

- 25+ years of experience in prominent steel company namely Bhushan Power and Steel Limited
- Mr. Gupta has exposure of overseas operations while working with Aarti Strips Pvt Ltd in Nepal.
- He has been associated with JTL since 2019 and has expertise in cost and automations



Leadership

Mr. Rakesh Mohan Garg, Independent Director

- 35+ years of experience in serving Indian Revenue Service (IRS).
- He retired as Principal Chief Commissioner of Income Tax, Delhi in the apex scale of Government of India. During his career spanning over 35 years, he handled various assignments at all levels in the Income Tax Department mainly at Delhi, Mumbai, Rajasthan and Punjab.
- He is an MBA from Punjab University and He is a university gold-medallist at graduate level.

Mr. Sukhdev Raj Sharma Independent Director

- 40+ years of experience working as a seasoned banker
- Previously worked as an MD of PNB International Ltd. London (UK), a 100% subsidiary of PNB
- Currently working as Advisor to an Investment Banking Company

Mr. Atul Garg CFO

- Mr. Atul Garg is a Chartered Accountant and has 17+ Years of experience in corporates and large manufacturing set-ups including a listed entity i.e. Jagatjit Industries Limited.
- He has vast experience in various domains viz. Finance, Corporate Strategies, Capital Market, Accounting, Banking, Taxation etc

Mrs. Preet Kamal Kaur Bhatia Independent Director

- 10+ years of experience in Corporate Finance, Accounts, Taxation and other related matters
- Qualified Chartered Accountant
- Associated with company since 2015 as an independent director.

Mr. Ashok Goyal Independent Director

- 30+ years of experience in General Administration and has vast experience in Human resources, Education, Academics, and Strategic Planning.
- Mr. Goyal has done LL.b and Post-Graduation in Economics from Punjab University and has served as a member of Senate of University & Syndicate, Punjab University.
- He is also a director in other listed company viz. Primo Chemicals Limited and a co-opted member of Disciplinary Committee of the Bar Council of Punjab and Haryana.

Mr. Amrender Kumar Yadav Company Secretary

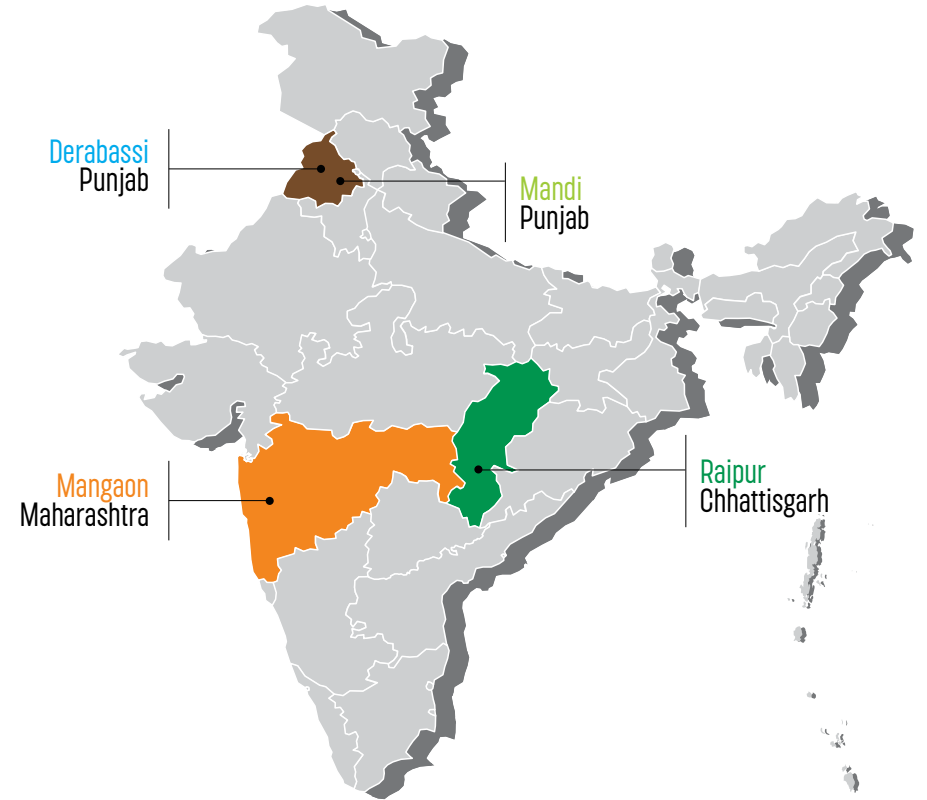
- Mr. Yadav is a commerce and Law graduate and is a Member of the Institute of Companies Secretaries of India.
- He is a qualified Company Secretary professional with 8 years of distinguished experience of listed, unlisted companies, in corporate secretarial and legal functions, litigation, secretarial compliances, corporate affairs and corporate governance, legal drafting, commercial, Contract Management and allied matters.
- He is adroit in dealing with merchant bankers, auditors, legal counsels, stock exchanges, depositories, RTA and share broking companies.



Locational Advantage

JTL has plants located at strategic locations that allow The Company to source raw materials at competitive prices and expand their sales and footprint in domestic and international markets.

- **Unit I: Derabassi (Punjab), Capacity – 1,00,000 MTPA.**
- **Unit II: Mangaon (Maharashtra), Capacity – 2,00,000 MTPA.**
 - Presence near port helps in boosting export sales.
- **Unit III: Mandi (Punjab), Capacity – ~2,00,000 MTPA.**
 - Out of **2,00,000 MTPA** capacity, **1,86,000 MTPA** is commercialised and the remaining **14,000 MTPA** is expected to be commenced in the upcoming quarters
 - Derabassi and Mandi plants allows JTL to cater to Northern market of India.
- **Unit IV: Raipur (Chhattisgarh), Capacity – 1,00,000 MTPA.**
 - 50% is dedicated towards producing value-added products
 - The strategic location of the plant offers an advantage of backward integration to JTL ensuing cost synergies, and greater proximity to raw materials facilitating JTL to procure raw materials at competitive prices.
- **Unit V: Nabha Steels and Metals, Mandi, Capacity - 200,000MTPA**
 - We have successfully commercialized the first phase of Nabha Steel and Metal, commencing operations in June 2024.
 - This phase has demonstrated a strong performance, achieving overall sales of **10,726 MT** in June itself

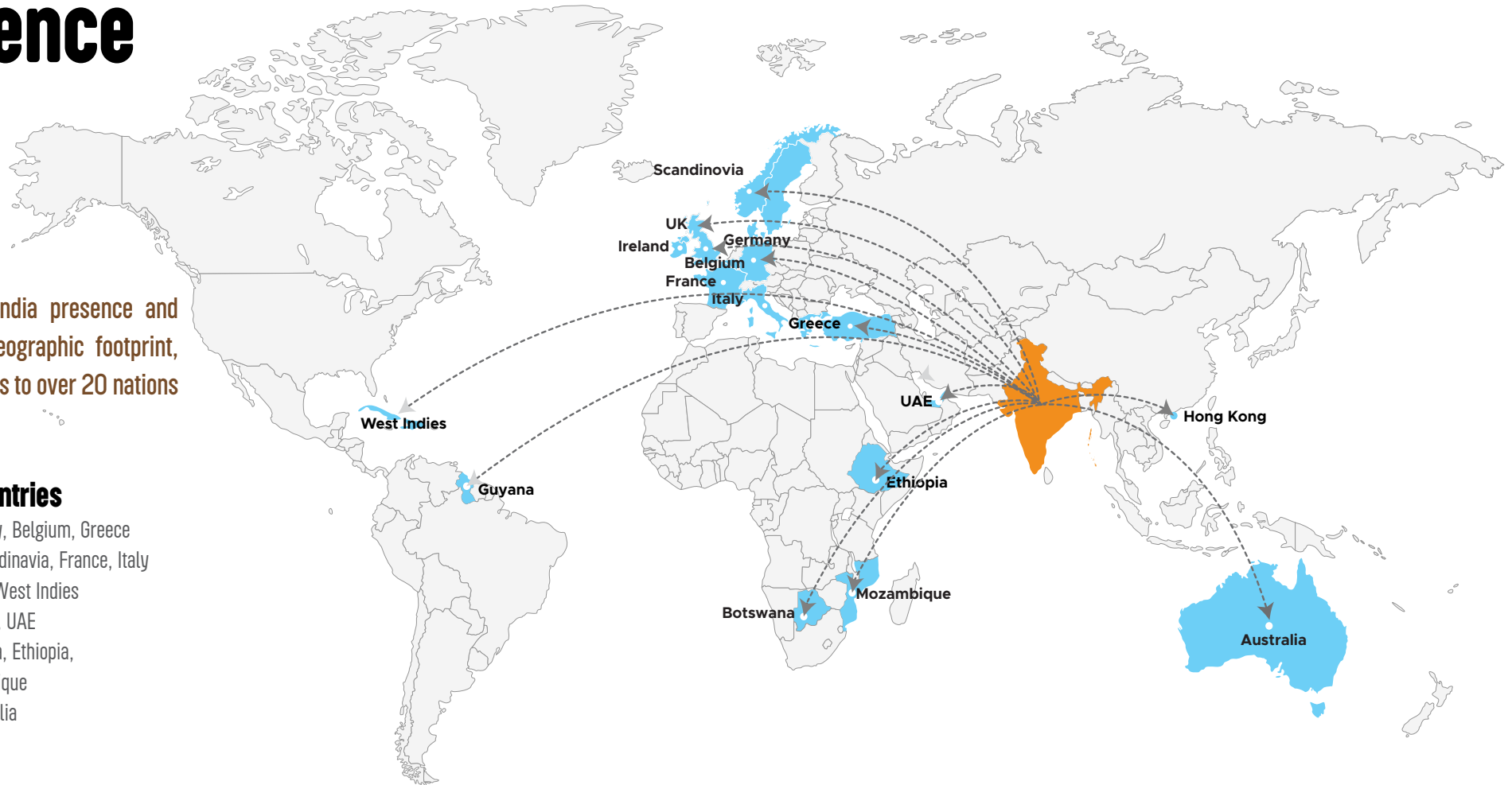


Geographical Presence

JTL has a pan-India presence and has a diverse geographic footprint, providing products to over 20 nations in 5 continents.

Exporting Countries

- Europe : Germany, Belgium, Greece, Ireland, UK, Scandinavia, France, Italy
- North America : West Indies
- Asia : Hong Kong, UAE
- Africa : Botswana, Ethiopia, Guyana, Mozambique
- Australia : Australia



Matching International Standards



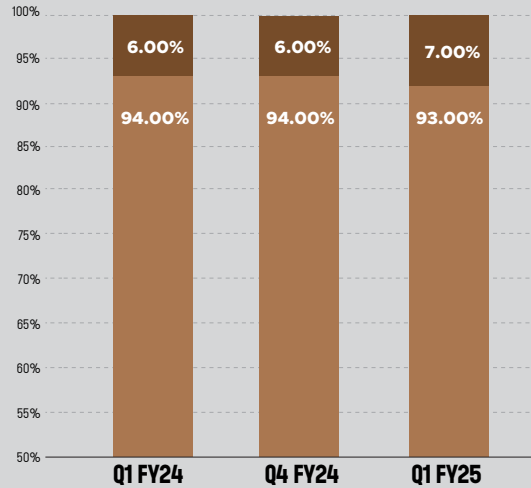
INDIAN STANDARD	AMERICAN STANDARD	BRITISH STANDARD	JAPANESE STANDARD	EUROPEAN STANDARD
IS 1161-2014 -	ASTM A500 GR A/1993	BS 4360 BS 7613 / 1994	JIS G3444/1994 -	EN 10219 -
IS - 1239 (Part 1)/2004	ASTM A53 / 1993 Elong.20% For All Galv. 550Gms/m2	BS 1387 / 1985 -	- -	EN 10255 -
IS 9295 / 1983	ASTM A-513	BS 6323 / 1982		
IS 3601/2006	-	BS 1775 BS 6323 / 1982	JIS G3345/1983	EN 10219
IS 4923/1997	ASTM A500 GRA / 1993	BS 6363	JIS G3466/1982	EN 10219
IS 4270 / 2001	-	BS 879	-	-
IS 3589 / 2001	-	BS 5534	-	-
IS 9537 / II	-	BS4568	-	-

JTL's products quality is in line and complies with international standards

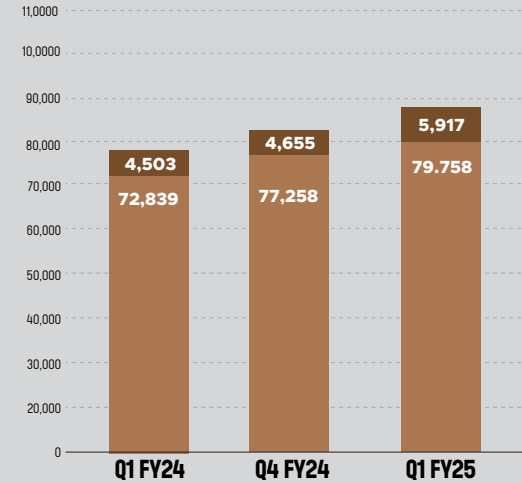
Quarterly Geography Wise Sales Mix

GEOGRAPHY SALES MIX (%)

Domestic (%) ●
Export (%) ●



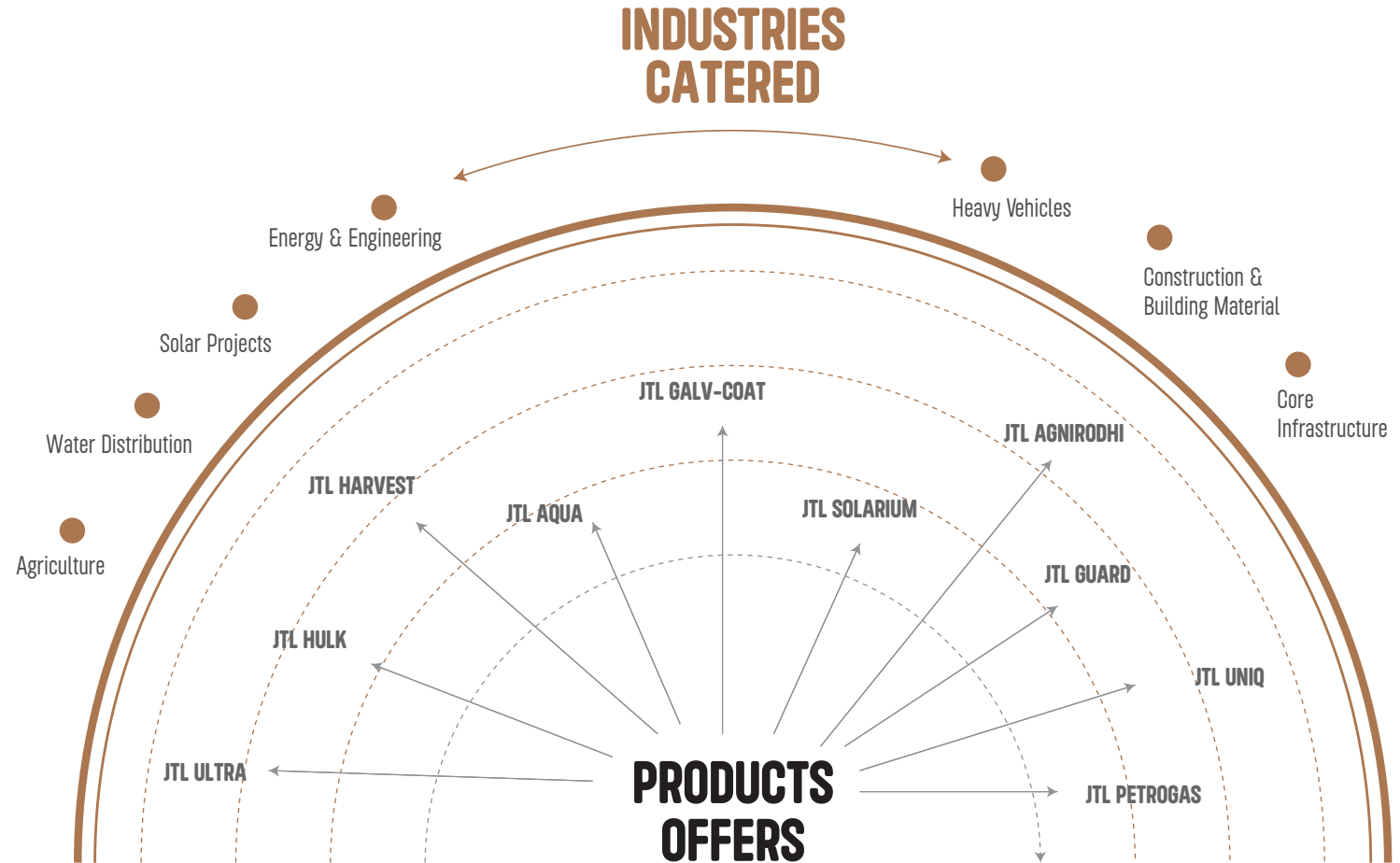
Domestic (MT) ●
Export (MT) ●



Products Offered & Industries Catered To

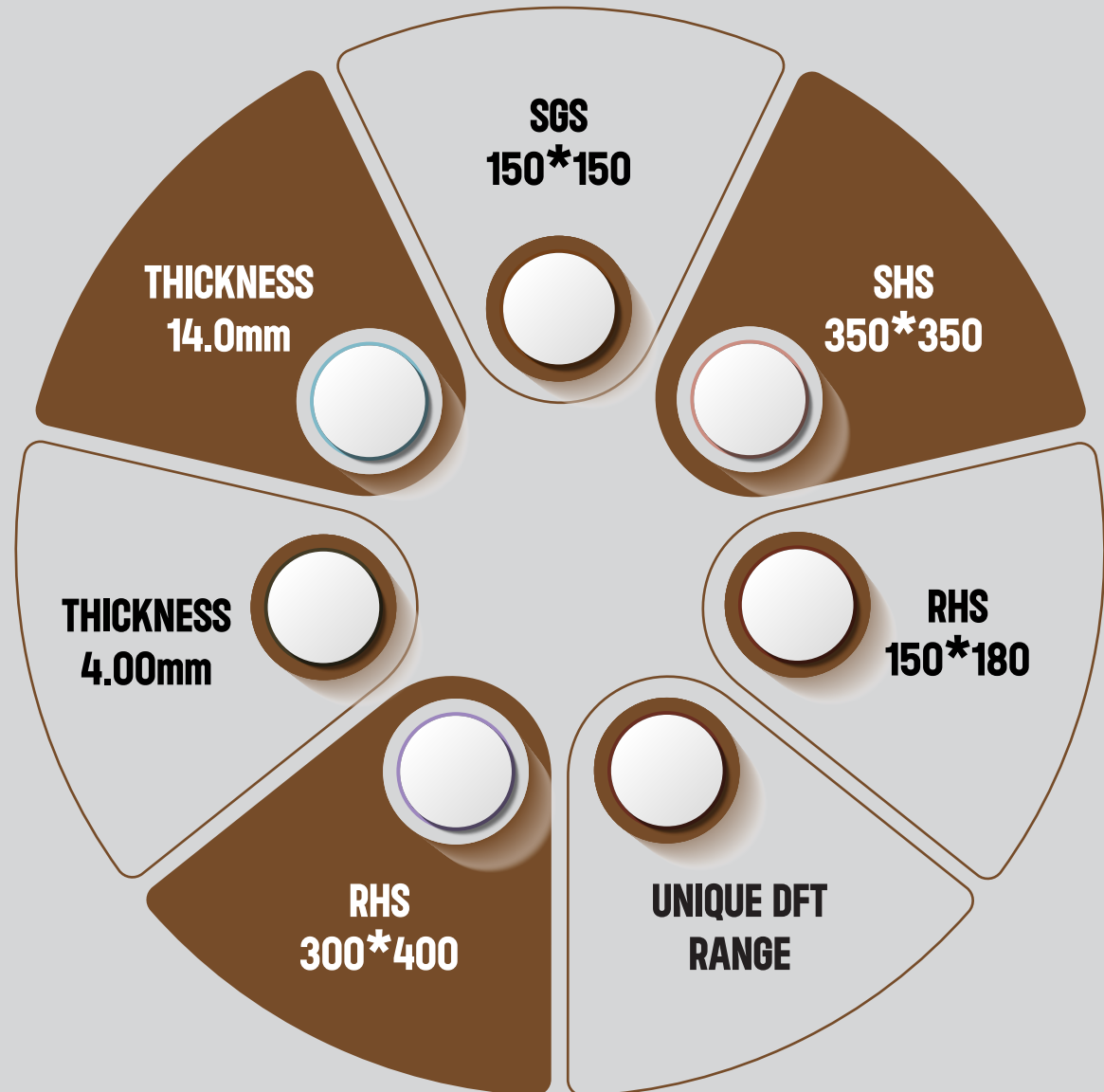


PROVIDING INDUSTRY WIDE SOLUTIONS



Our Product Pipeline From DFT

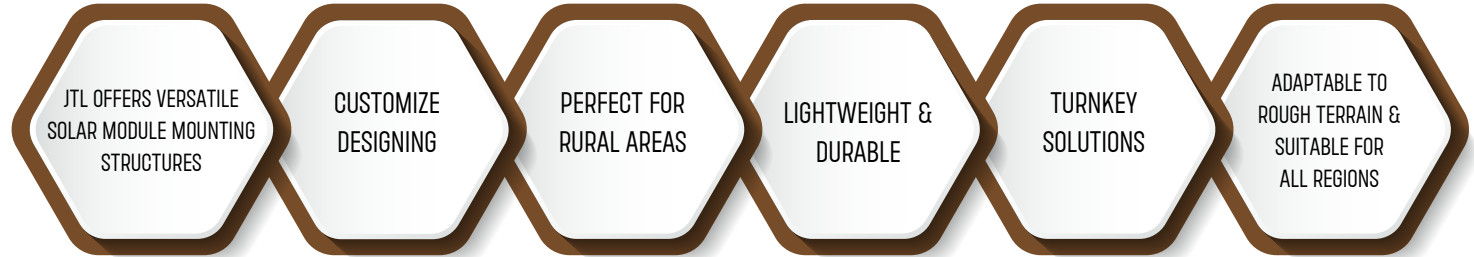
JTL is investing in upgrading their Maharashtra plant to become a state-of-the-art facility in Western India. Utilizing the latest Direct Forming Technology (DFT), JTL Industries leverages high-speed welding to produce square and rectangular section tubes efficiently. DFT is a revolutionary advancement, eliminating traditional roll changes and labor-intensive processes, integrating seamlessly into existing mill ranges. This technology significantly enhances production speeds, reduces overall production time, and ensures on-time delivery of premium materials to customers.



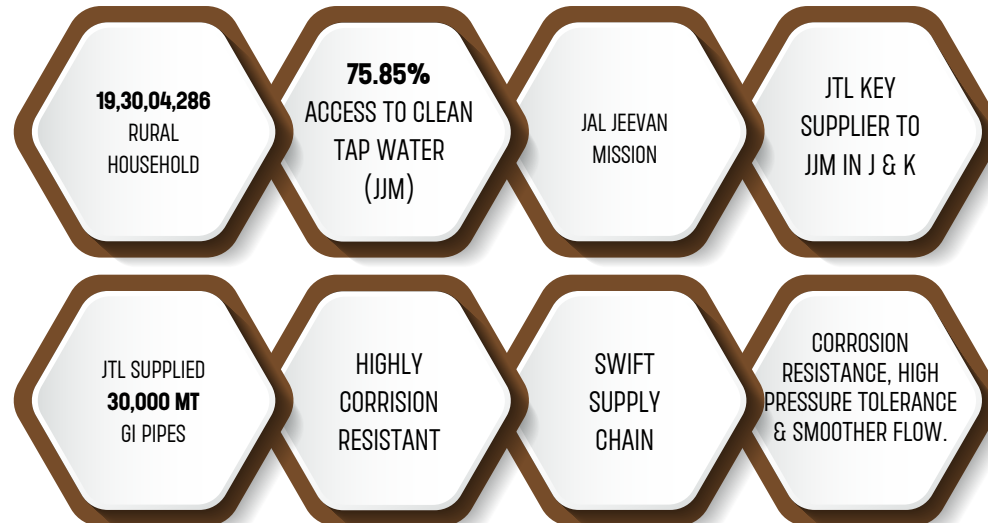
Products Supporting the Key National Programs



JTL PRODUCTS THAT SUPPORT GREEN ENERGY



JTL HAS BEEN CHOSEN AS THE KEYSUPPLIER FOR THIS CRITICAL PROJECT LIKE JAL JEEVAN MISSION BECAUSE OF ITS EXCEPTIONAL QUALITIES, INCLUDING RELIABILITY, INNOVATION, AND UNMATCHED PERFORMANCE.



Clients

OUR DIRECT CLIENTELE



THROUGH OUR DISTRIBUTION CHANNEL



Contd..



- Directors General of Suppliers and disposals, New Delhi



- Uttar Pradesh Jal Nigam



- Director Supplies and Disposal, Haryana



- Public Health Engineering Department, Jammu (J&K)



- Public Health Engineering Department, Srinagar (J&K)



- Himachal Pradesh Civil Supply Corporation.



- Bharat Heavy Electricals Limited.



- Tata Powers, Delhi.

Certification

PERFORMANCE CERTIFICATE



Himachal Pradesh



Srinagar



Jammu



ISO Certification



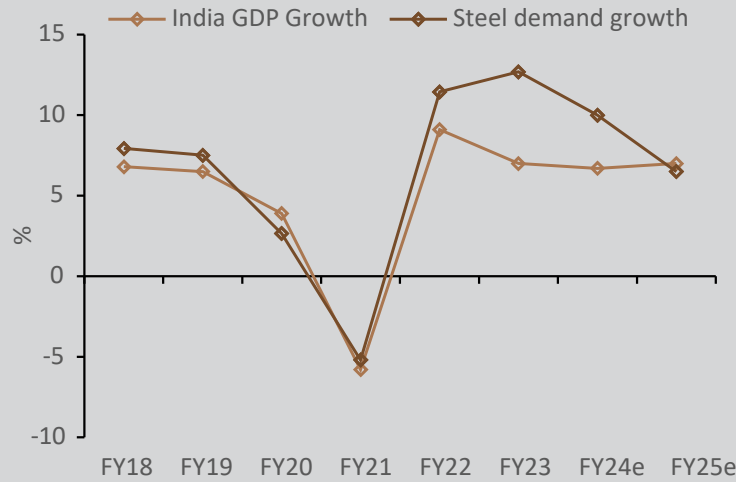
Trade Mark



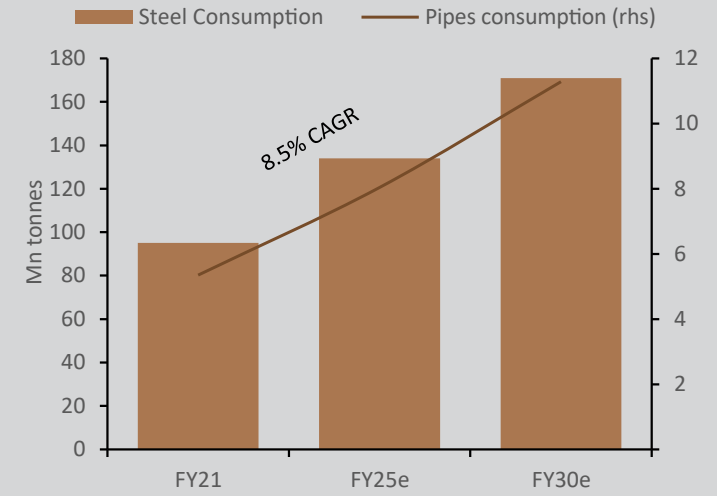
Industry Overview

Indian steel demand shows a strong correlation with GDP. While Indian GDP is forecasted to grow at **6.7%** in FY24 and then maintain a run-rate of c.7%, we expected steel demand to grow at a better rate of c.**10%** for FY24. **ERW pipes to grow at a faster pace than the steel industry – at 12-13% in FY24** and then by 8-9% for the next couple of years considering it is still in the process of replacing some traditional long products that were previously used in construction

GDP VS. STEEL DEMAND – NEAR-PERFECT CORRELATION



EXPECT STRUCTURAL STEEL PIPE CAGR OF 8.5% OVER FY25-30



Source: IEA, PhillipCapital India Research



Growth Opportunities

The demand for structural steel tubes is driven by a substantial government commitment to bolster infrastructure in sectors such as construction, oil & gas, water supply, and agriculture.



Warehousing – According to IBEF, the Indian warehousing market is set to grow at a **CAGR of 15.64%** to \$34.99 bn by 2027.



Metro – The government plans to expand its total metro network to **c.2,660 km** from present **c.690km** by expanding the network in exiting cities and introducing the metro in new cities. This will create a lucrative opportunity for ERW pipes, as metro networks have a high density of stations where these pipes can be used in plenty.



Airports – Government of India plans to build over **70-80** airports by 2025 under its Udaan Scheme. For this AAI and the private sector will invest Rs 1 trillion in the next 2-3 years for this expansion.



Jal Jeevan Mission – Government allotted Rs. 70,000 crores towards Jal Jeevan Mission which aims to provide clean drinking water to over **180 million** rural ouseholds by 2024.

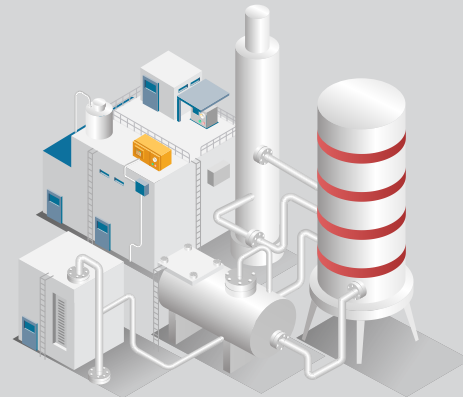
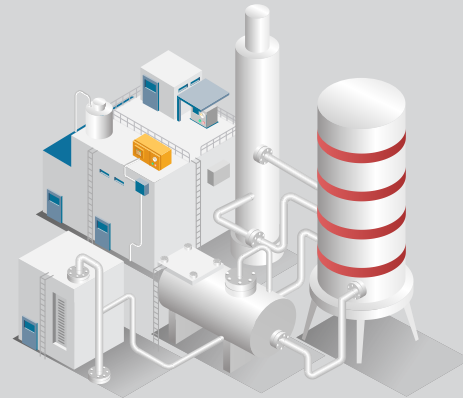
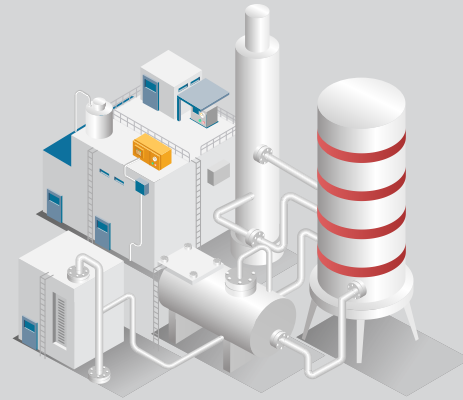


Affordable Housing – For FY24, the Government of India has enhanced their total budgeted allocation for PMAY by 66% to Rs. 796 billion. Under PMAY, Government has a task of completing **4.5 million** households, which will continue to drive demand for the next 3-4



Indian Railways – Government plans to modernise & upgrade as many as **1,275** railway stations under 'Amrit Bharat Station' Scheme. To support this, In its last budget, the Indian Railways increased its total capex for upgradation by 240% yoy to Rs 130 billion.

Capacity Expansion



MANGAON

1,00,000 MTPA of capacity will be equipped with **DFT** which will facilitate the company to produce larger sizes of hollow section pipes without roll change, increasing efficiency and capacity and SKU's.

1,00,000 MTPA of capacity will be of **ERW** black pipes which will augment the manufacturing capability of JTL.

Enhancing our capacity by **10,00,000 MTPA** to enhance efficiency and diversify our product portfolio and enter into new markets

RAIPUR

1,00,000 MTPA of capacity will be equipped with **DFT** which will facilitate the company to produce larger sizes of hollow section pipes without roll change, increasing efficiency and capacity and SKU's.

1,00,000 MTPA of capacity will be of **ERW** black pipes which will augment the manufacturing capability of JTL.

MANDI

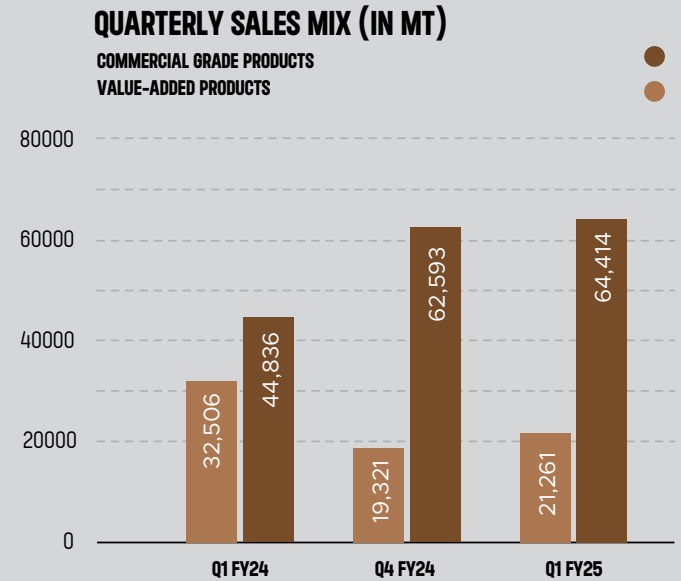
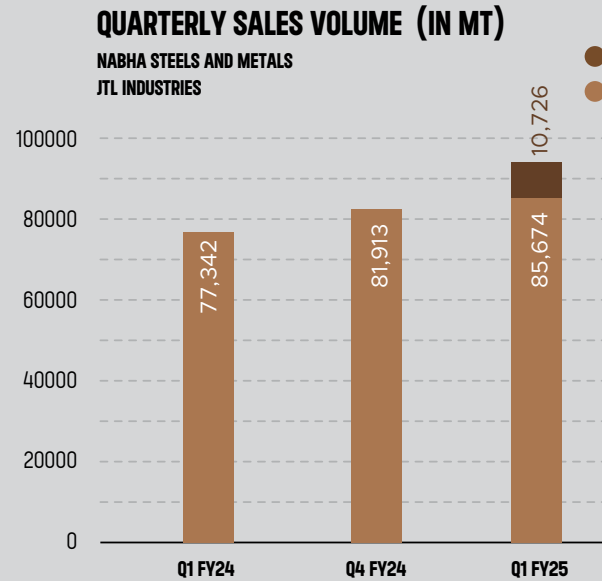
In this quarter we acquired Nabha Steels and Metals and Phase 1 of the expansion is commercialized which is set to deliver a production of **5,000** metric tons per month of HR coils.

It will be fully commercialized in the upcoming quarters

Our Operational & Financial Performance

For Our Operational & Financial Performance slide: JTL Industries has demonstrated significant sales volume growth, with a **10.8%** increase on a YoY basis, reaching **85,674 MT** in Q1FY25 from **77,342 MT** in Q1FY24. This reflects strategic initiatives and operational excellence, fueled by strong demand for structural steel tubes and pipes in infrastructure and industrial sectors in both domestic and international markets.

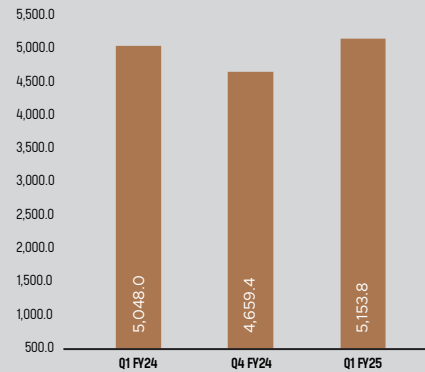
In Q1FY25, JTL recorded sales volumes of **21,261 MT** for value-added products, contributing for **25%** of the total sales mix. JTL has also achieved its highest-ever quarterly sales volume in term of export volumes, showcasing a strong growth of **31.4%** from **4,503 MT** in Q1FY24 to **5,917 MT** in Q1FY25. Export sales contributed **6.9%** to the total sales volume for Q1 FY25.



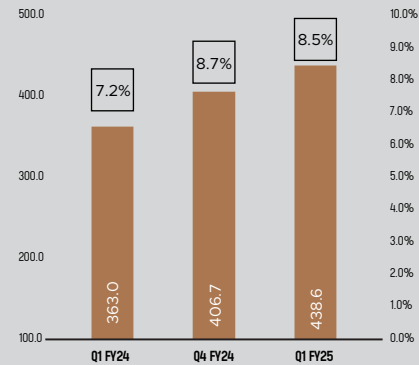
Financial Snapshot

Consolidated Financial Performance Snapshot:

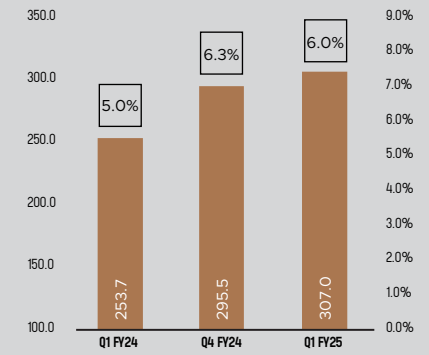
REVENUE FROM OPERATIONS (RS. MN)



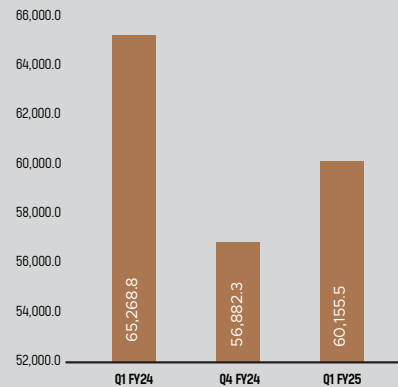
EBITDA (Rs. Mn.)
EBITDA Margin %



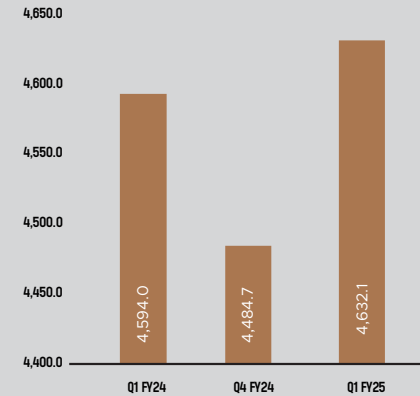
PAT (Rs. Mn.)
PAT Margin %



REVENUE PER TON



EBITDA PER TON(Excluding Other Income)



Consolidated Income Statement Highlights

Figures in Rs. million Except EPS

Particulars (Rs. Mn.)	Q1 FY25	Q1 FY24	YoY%	Q4 FY24
Volume (Consolidated Data)	85,674	77,342	10.8%	81,913
Revenue from operations	5,153.8	5,048.0	2.1%	4,659.4
Other income	41.8	7.7		39.3
Total Income	5,195.6	5,055.7		4,698.7
Total Expenses excluding Depreciation, Amortization & Finance Cost	4,756.9	4,692.7		4,292.0
EBITDA	438.6	363.0	20.8%	406.7
EBITDA Margin %	8.5%	7.2%	130 BPS	8.7%
Depreciation & Amortization	18.9	11.5		15.5
Finance Cost	12.6	12.4		9.5
Exceptional Items	0.0	0.0		0.0
Tax Expense	100.2	85.3		86.2
PAT	307.0	253.7	21.0%	295.5
PAT Margin %	6.0%	5.0%	100 BPS	6.3%
Other Comprehensive Income	-7.4	0.0		-89.6
Net PAT	299.6	253.7		205.8
Diluted EPS	1.65	1.31		1.68

*EBITDA is calculated excluding other income

- Our revenue for the quarter reached **Rs.5,153.8 Mn**, up from **Rs.5,048.0 Mn** in **Q1FY24**, driven by strategic market expansion, increased product demand, higher sales volumes, and enhanced product offerings.
- EBITDA for Q1FY25 stood at **Rs.438.6 Mn**, reflecting a **20.8%** increase from Q1FY24, underscoring our efficient cost management and operational excellence. The EBITDA margin improved to **8.5%** in Q1FY25, up from **7.2%** in Q1FY24, driven by our strategic focus on high-margin products.
- PAT increased by **21.0%** to **Rs. 307.0 Mn** **Q1 FY25** from **Rs. 253.7 Mn** in **Q1 FY24**.

From the Managing Director's Desk



“

In Q1FY25, JTL Industries delivered stable financial results, demonstrating sustained growth year-over-year. Our revenue for the quarter reached **Rs.5,153.8 Mn, up from Rs.5,048.0 Mn in Q1FY24**, driven by strategic market expansion, increased product demand, higher sales volumes, and enhanced product offerings.

EBITDA for Q1FY25 stood at **Rs.438.6 Mn**, reflecting a **20.8%** increase from Q1FY24, underscoring our efficient cost management and operational excellence. The EBITDA margin improved to **8.5%** in Q1FY25, up from 7.2% in Q1FY24, driven by our strategic focus on high-margin products.

Sales volume grew by **10.8%** year-over-year, reaching **85,674 MT** in Q1FY25 compared to **77,342 MT** in Q1FY24. Notably, value-added products contributed **25%** to our total sales mix, with sales volumes of **21,261 MT**. Quarterly export volumes reached a record high of **5,917 MT**, a robust **31.4%** increase from Q1FY24.

According to our internal schedule, we have successfully commercialized the first phase of Nabha Steels and Metals which began operations in June, achieving strong performance with total sales of **10,726 MT**. This acquisition marks a significant milestone in our backward integration strategy, enhancing yield, generating synergies, and boosting profitability.

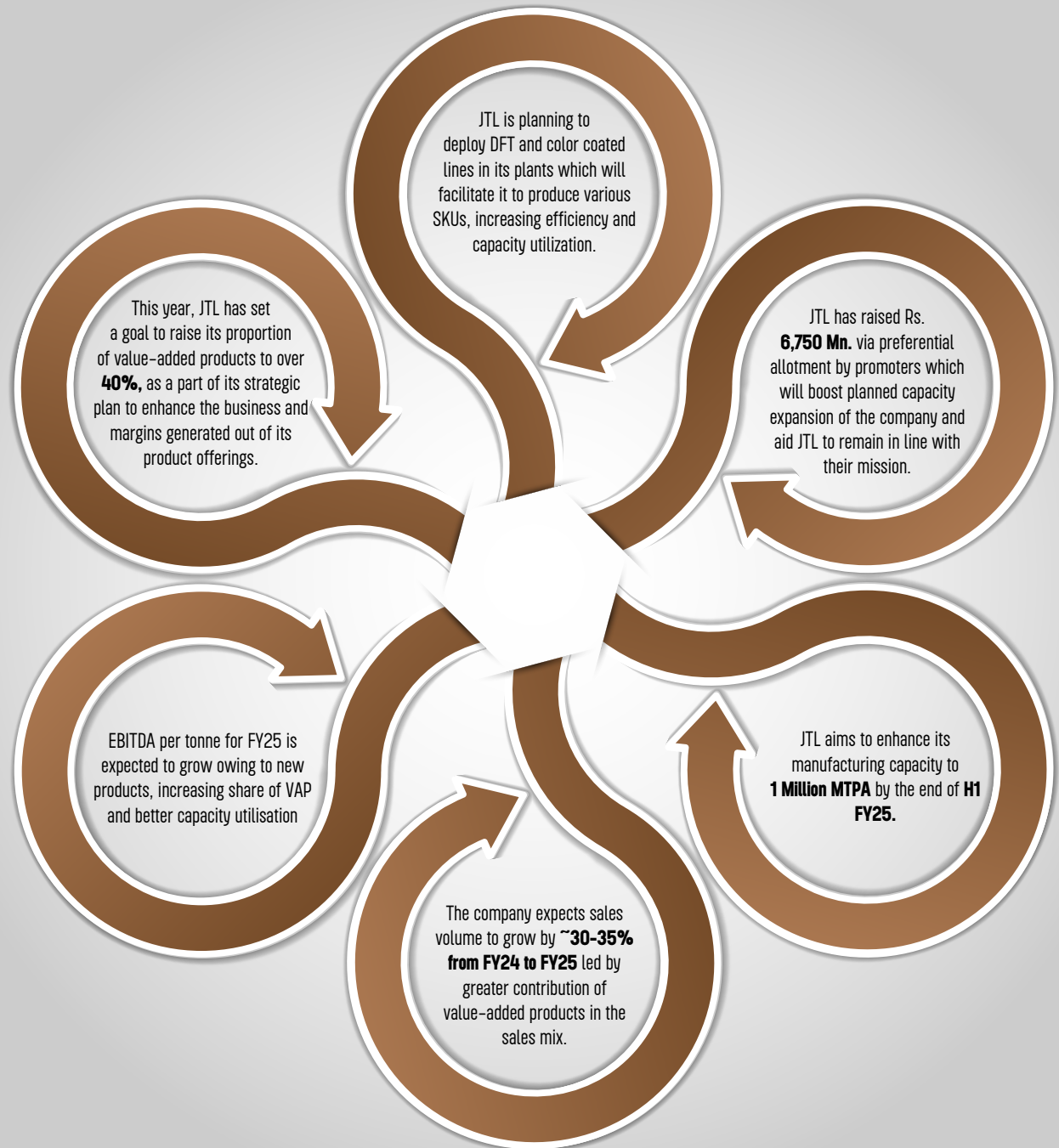
Looking ahead, the launch of DFT lines will bolster our manufacturing capabilities, increase plant capacity utilization, and enhance production efficiency. These advancements will help us meet the growing demands of our valued customers, supported by the introduction of over 300 value-added SKUs. We aim to achieve a 50% contribution from value-added products in our total sales mix, driving higher turnover and improved EBITDA margins.

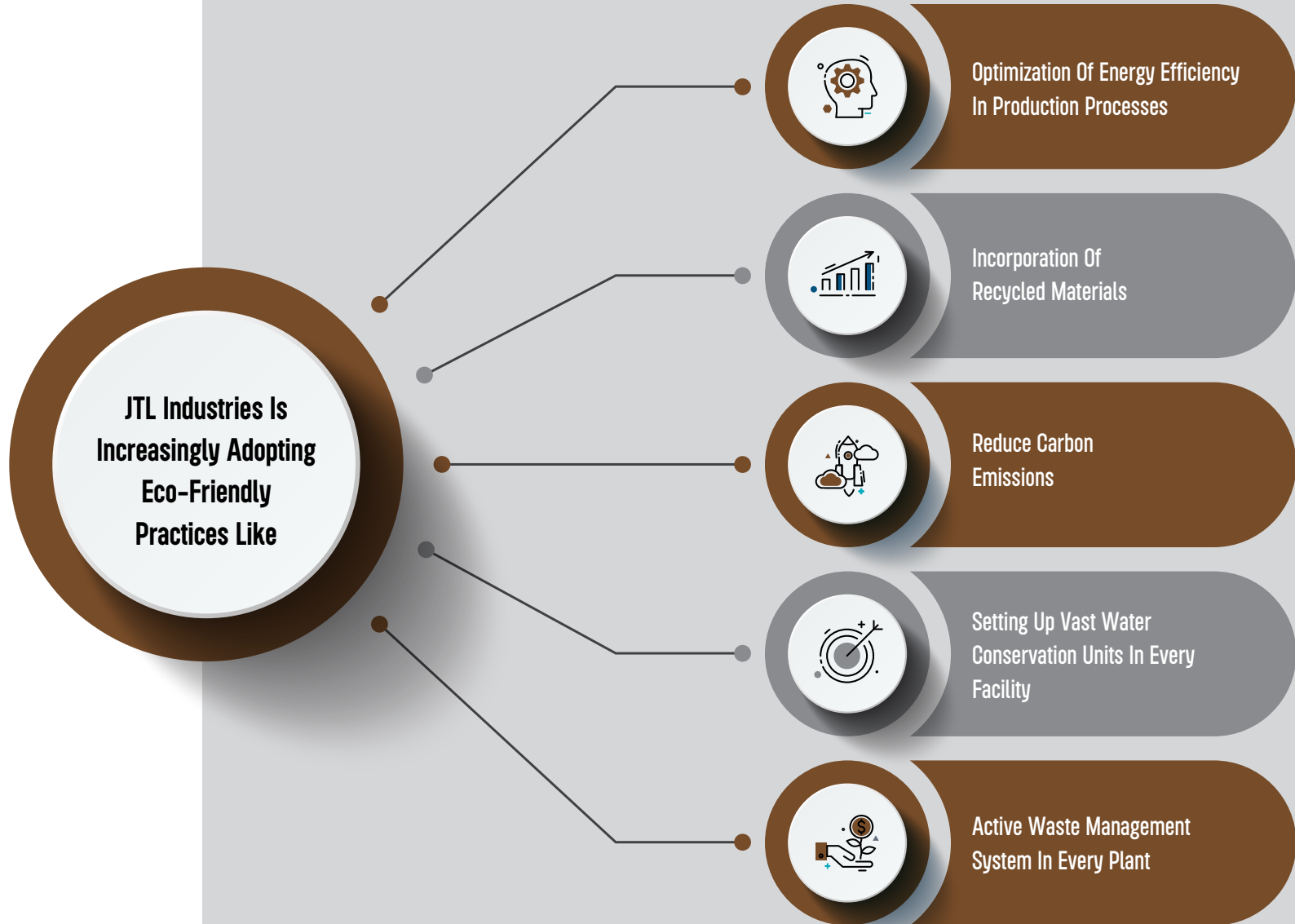
Our focus on expanding global footprint and seizing export opportunities remains strong. We anticipate robust demand for our structural pipes, supported by their quality and reliability, further strengthening our export contribution and enhancing financial performance.

In conclusion, JTL Industries is dedicated to sustainable growth through strategic expansions, a robust focus on value-added products, and leveraging global opportunities. These initiatives position us well for continued market leadership and value creation for our stakeholders.

”

Management Guidance





Capital Market Information

Shareholding pattern as on June, 2024

Particulars %	Shareholding
Promoter and Promoter Group	54.24%
Institutions	5.81%
Public	39.95%
TOTAL	100.00%

Market Indicators

Incorporated	1991
Listed on	NSE, BSE & MSE
BSE Scrip Code / NSE Symbol	534600/ JTLIND
Issued shares	17,72,10,830
Share price (as on 10th July 2024)	217.5
Market Capital (Rs. Mn.)	37,299.3 Mn
52 week High/Low	Rs. 276.60/ Rs.167.10

*Source BSE





JTL
INDUSTRIES
LIMITED
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BUILDING A BETTER FUTURE

THANK YOU

For further information contact
www.jtl.one

Mr. Atul Garg
(CFO)

JTL Industries Limited
Email: cfo@jtl.one

Krunal Shah | Naman Maheshwari

Captive IR Strategic Advisors Pvt. Ltd.

Email: krunal@cap-ir.com /

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Contact: +91 93724 67194