



*Investor Communique
for
Unaudited (Standalone)
Financial Results for the
Quarter ended 31st December,
2016*

February 15, 2017





Forward Looking & Disclaimer Statement

This Investor Communique contains “forward-looking statements” about our business, financial performance, skills and prospects. Statements about our plans, intentions, expectations, beliefs, estimates, prediction or similar expression for the future are forward-looking statements.

Forward looking statements are based on management’s current views and assumptions and involve known and unknown risks that could cause actual results, performance or events to differ materially from those expressed or implied by those statements. These risks include but are not limited to risks arising from uncertainties as to future Oil & Gas Prices and their impact on investment programs by Oil & Gas Companies, Steel Prices worldwide & domestic, economic & political conditions. We can not assure that outcome of this forward-looking statements will be realized.

The Company disclaims any duty to update the information presented here. The material presented can not be used for any other purpose in any form without our express written consent.



HIGHLIGHTS OF MAHARASHTRA SEAMLESS LIMITED

- **5,50,000 MT p.a. of Seamless Pipes & Tubes (upto 20”)**
- **2,00,000 MT p.a. of ERW Pipes (upto 21”)**
- **7 MW wind power mill at Satara, Maharashtra**
- **5 MW solar power plant at Pokhran, Rajasthan**
- **History of regular dividend payouts**
- **‘MAHA’ is a globally recognized brand for seamless pipe and ‘Jindal Star’ enjoys brand leadership in the ERW segment.**





Quantitative & Financial Information

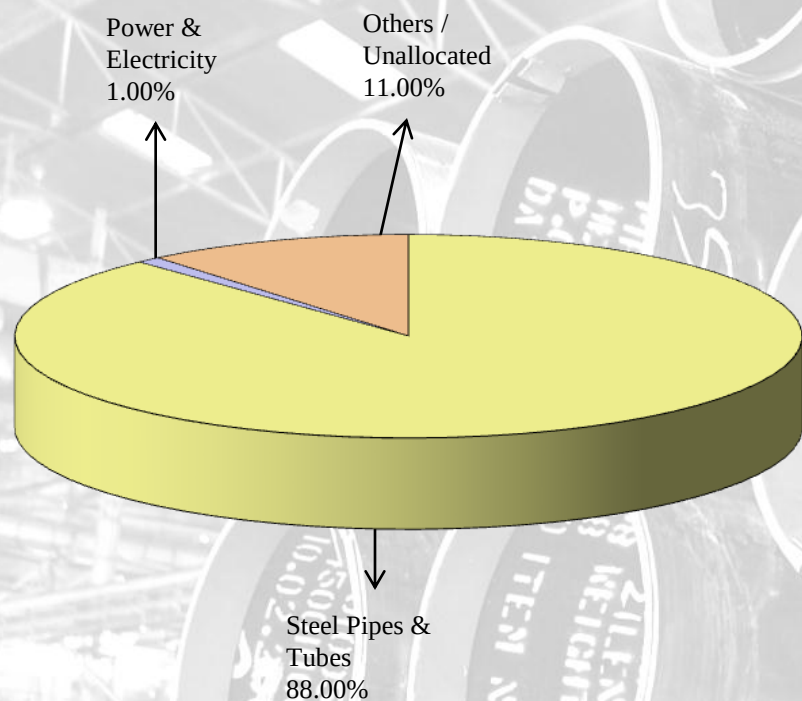
S.No.	Particulars	Q1 17	Q2 17	Q3 17	9M 17	Q1 16	Q2 16	Q3 16	9M 16
		Declared	Declared	Declared	Declared	Declared	Declared	Declared	Declared
1	Production (MT) - Seamless - ERW	47206 15960	41352 22920	54508 18551	143066 57431	27643 16545	40554 19016	26150 11138	94347 46699
2	Dispatch (MT) - Seamless - ERW	44434 13775	43264 17591	55453 21735	143151 53101	30744 13984	38395 16873	27693 13749	96832 44606
3	Income from operations (Rs. Lacs)	31,693	33,655	41958	107306	25,766	28,927	20639	75332
4	Other Operating Income (Rs. Lacs)	71	89	144	304	64	71	54	189
	Income From Operations (Rs. Lacs)	31,764	33,744	42,102	107,610	25,830	28,998	20,693	75,521
5	EBIDTA (Rs. Lacs) - Seamless - ERW - Solar Power - Wind Power	1,675 760 219 269	4,530 860 301 251	5111 552 235 55	11316 2172 755 575	(1,481) (349) 252 123	(385) - 242 230	(76) (34) 223 40	(1,942) (383) 717 393
	Total	2,923	5,942	5,953	14,818	(1,455)	87	153	(1,215)
6	EBIDTA (%)	9.2%	17.6%	14.1%	13.8%	-5.6%	0.3%	0.7%	-1.6%
7	Other Income	2,427	1,931	2,539	6,897	1,578	2,238	2,440	6,256
8	PBT (Rs. Lacs)	3,502	6,003	6,524	16,029	(1,724)	476	534	(714)
9	Net Profit (Rs. Lacs)	2,390	3,882	4,365	10,637	(1,491)	382	508	(601)
10	Net Sales Realisation (Rs. Per MT) - Seamless - ERW	50,718 38,185	52,200 38,167	52,068 38,325	51,689 38,237	56,736 38,115	49,876 36,532	49,207 33,915	51,863 36,222
11	EBIDTA (Rs. Per MT) - Seamless - ERW	3,770 5,517	10,471 4,889	9,217 2,540	7,905 4,090	(4,817) (2,496)	(1,003) -	(274) (247)	(2,006) (859)



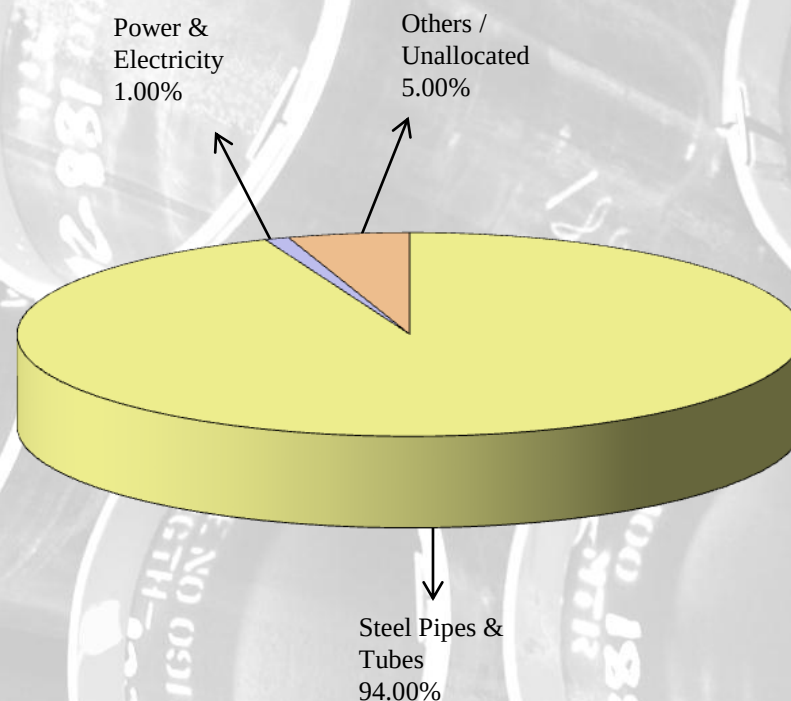


Segment Revenue Mix –Q3FY17 V/s Q3FY16

Revenue Mix for Q3FY16



Revenue Mix for Q3FY17





Summary of Financials

(Rs. in Crs.)

Particulars	FY15	FY16	9MFY17
Income from Operations	1,355	1,019	1,076
EBIDTA	102	33	148
EBIDTA (%)	7.5%	3.2%	13.8%
Other Income	83	65	69
PBT	160	66	160
PAT	123	39	106





OTHER HIGHLIGHTS

- No Lien / Pledge by Promoters on any of its MSL Shares held.
- MSL has a advantageous position over others having in house 3 LPE and Galvanized coating over both Seamless and ERW steel pipes and tubes in bagging the orders.
- Company's operations during the quarter were positively impacted on account of:-
 - Demand from Oil & Gas sector, Power sector & Projects
 - Focus on cost cutting and productivity





Order Book Position as on date

(Rs. in Crs)

DESCRIPTION	SEAMLESS	ERW	TOTAL
Domestic	704*	57	761
Export	96	16	112
TOTAL	800	73	873

* It includes Rs 421 Crs. (Us\$ 61 Million) order for supply of Seamless Casings to ONGC





Market Background & Current Outlook

- Company has successfully bagged Rs 421 Crs. (Us\$ 61 Million) order for supply of Seamless Casings to ONGC against stiff competition from domestic as well as foreign manufactures from China,Russia,Ukraine,Romania,Argentina and Others.
- Govt. of India has imposed provisional anti-dumping duties in May 2016 on the import of Seamless pipes and tubes from China PR.

In Continuation thereafter, Govt. of India has now confirmed on December 9th, 2016, the final Anti-Dumping duties that will be imposed on Import of Seamless pipes and tubes from China PR.
- Anti-dumping duties levied by Govt. of India has resulted in opportunity for domestic industries in the below mentioned segments which other wise being catered by Chinese mills.
 - Upstream (ONGC, OIL and Other Pvt. Explorers).
 - Power Sector, Projects of Green Field Process Industries, General Engineering and Dealer Segment.
 - Down stream – Refineries need to go in for expansion of Sulphur recovery plants to meet the Euro-6 norms.
- Department of Commerce of United States of America had levied 2.05% anti-dumping duty (effectively NIL duty) & 5.67% countervailing duty giving the Company a competitive edge over its domestic and international competitors who were levied duties ranging between 10% to 118%.

Contin....





Contin...

Market Background & Current Outlook

- USA, Brazil, Latin America, Colombia & Canada have imposed anti-dumping duties on Chinese pipes and Europe considering re-imposition of anti-dumping duty.
- Demand for steel pipes & tubes will increase in current year and in future on account of following:
 - With Government emphasis on North-Eastern part of India and PNGR is planning for cross country pipe line connection.
 - Replacement of the old Oil / Gas pipelines in Mumbai high / Gujarat is going on and will continue for a few years.
 - Pan India pipe line connectivity for gas likely to increase in the future as the same is receiving prime importance from the Government.
 - Government has re-started the City-Gas projects in a numbers of Cities, which will give a push to the demand of pipes & tubes mainly in ERW 3 LPE coated pipes.
 - Government's "Make in India" initiative has evinced a lot of interest among both domestic & foreign investors. Large capex investments have been committed by prominent industrial houses. Most of investments to be in infrastructure sectors and will give a boost on demand of Steel Pipes & Tubes.
 - In the 1st stage of the "Smart Cities Mission" the Govt. has selected 20 cities for implementation. These cities will have assured water & electricity supply, efficient public transport system, waste management & e-governance. This will give a push to the demand of pipes in these projects.





EXPANSION PLANS

- Setting up 20MW Solar Power Plant with NTPC in Rajasthan.
- Setting up 2MW Solar Power “Roof Top” at our factory.
- Foray into renewable energy sector with dual objective – Cost efficiency & Preservation of environment.
- Company generates 29% power through renewable energy sources (Wind Power & Solar Power) equivalent to its total electricity consumption of 2015-16.





Sustaining Success: Key Points

1. Innovation

2. Strong Financial Discipline

3. Cost competitive manufacturer

4. Right move at an early stage of cycle

5. Constant Creation/Addition of Value

6. Valued Customer Base / Relationships

7. Ability to contain both Capital and Operating Cost





Contacts

Ashok Soni

CFO - D.P. Jindal Group

Tel. No.: 91-124-4624320

E-Mail : ashok@mahaseam.com

Sanjiv Gupta

DGM - Finance

Tel. No.: 91-124-4624321

E-Mail : sanjiv@mahaseam.com

Regd. Office & Works

:

**Pipe Nagar, Village Sukeli,
N.H. 17, B.K.G. Road, Taluka Roha
Dist. Raigad - 402126 (Maharashtra)**

Corporate Office

:

**Plot No.30, Institutional Sector-44,
Gurgaon – 122002 (Haryana)
Tel. No.91-124-2574325, 4624000
Fax No.91-124-2574327**

Website

:

www.jindal.com/msl.htm





THANK YOU