



*Investor Communique
for
Audited (Standalone) Financial
Results for the Quarter ended
& Year Ended 30th June, 2017*

August 22th, 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**
- **20MW Solar Power Plant in Rajasthan**
- **1MW Solar Power “Roof Top” at our factory for captive use.**
- **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

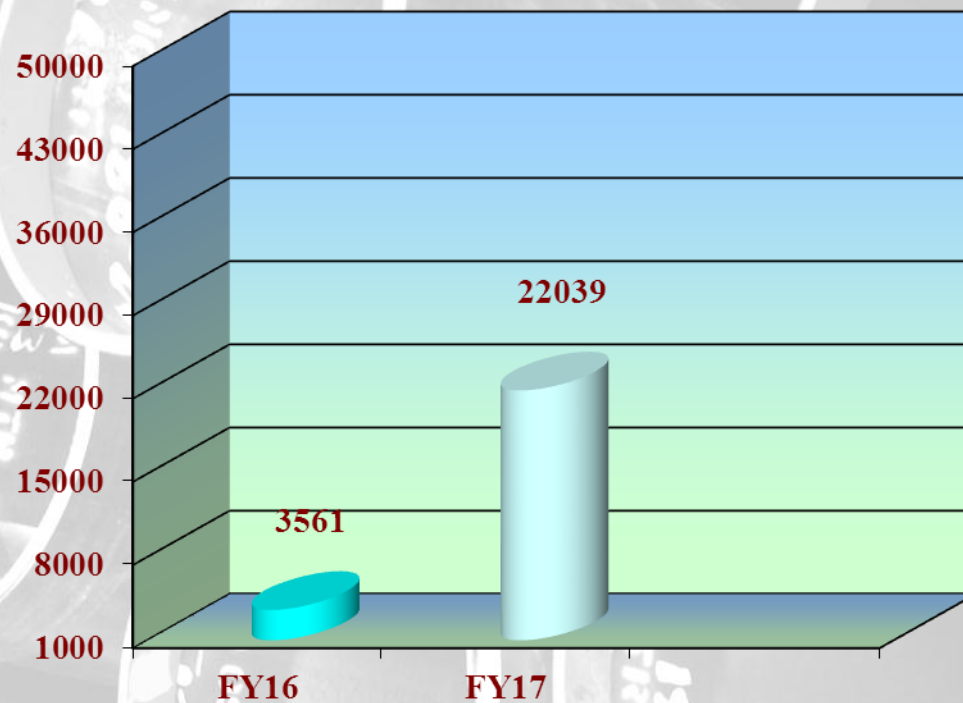
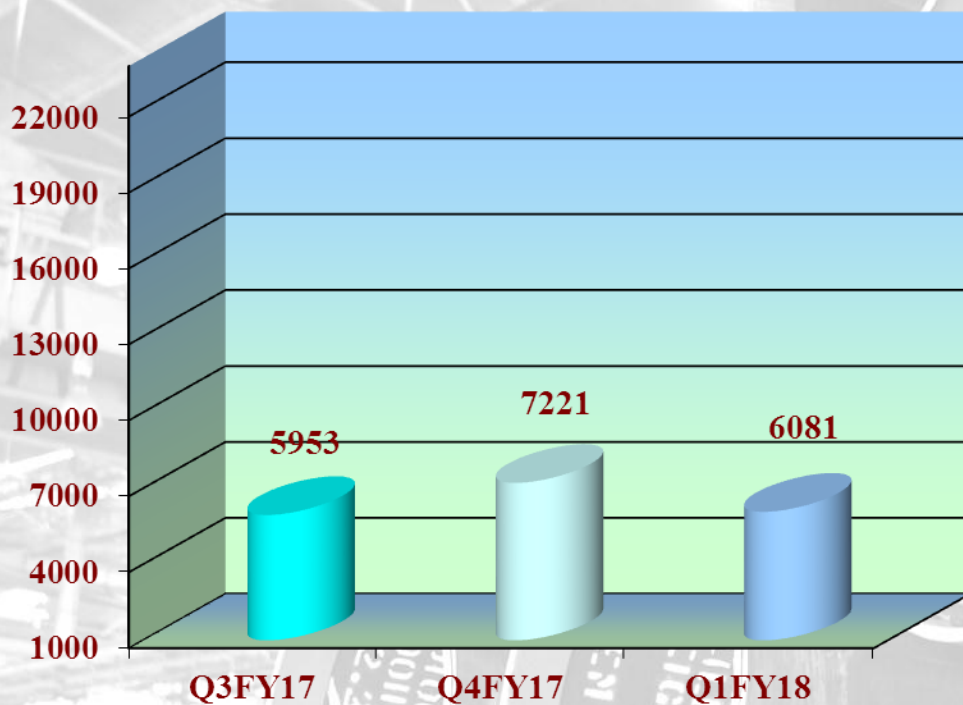
S.No.	Particulars	Q1 FY 18	Q1 17	Q2 17	Q3 17	Q4 17	FY 17
1	Production (MT)						
	- Seamless	70184	47206	41352	54508	66145	209211
	- ERW	11647	15960	22920	18551	14002	71433
2	Dispatch (MT)						
	- Seamless	71772	44434	43264	55453	66595	209746
	- ERW	11960	13775	17591	21735	19230	72331
3	Income from operations (Rs. Lacs)	47971	31,693	33,655	41958	49166	156472
4	Other Operating Income (Rs. Lacs)	181	71	89	144	215	519
	Income From Operations (Rs. Lacs)	48,152	31,764	33,744	42,102	49,381	156,991
5	EBIDTA (Rs. Lacs)						
	- Seamless	5063	1,675	4,530	5111	5823	17139
	- ERW	592	760	860	552	1151	3323
	- Solar Power	319	219	301	235	242	997
	- Wind Power	107	269	251	55	5	580
	Total	6,081	2,923	5,942	5,953	7,221	22,039
6	EBIDTA (%)	12.6%	9.2%	17.6%	14.1%	14.6%	14.0%
7	Other Income	1,736	2,427	1,931	2,539	1,604	8,501
8	PBT (Rs. Lacs)	5,831	3,502	6,003	6,524	6,542	22,571
11	Total Tax Expenses	2,106	1,112	2,121	2,159	2,159	3,233
9	Net Profit (Rs. Lacs)	3,725	2,390	3,882	4,365	3,915	14,552
10	Net Sales Realisation (Rs. Per MT)						
	- Seamless	50,054	50,718	52,200	52,068	52,815	52,179
	- ERW	42,414	38,185	38,167	38,325	43,402	39,667
11	EBIDTA (Rs. Per MT)						
	- Seamless	7,054	3,770	10,471	9,217	8,744	8,171
	- ERW	4,950	5,517	4,889	2,540	5,985	4,594





EBIDTA of last three Quarter & two Year Ended

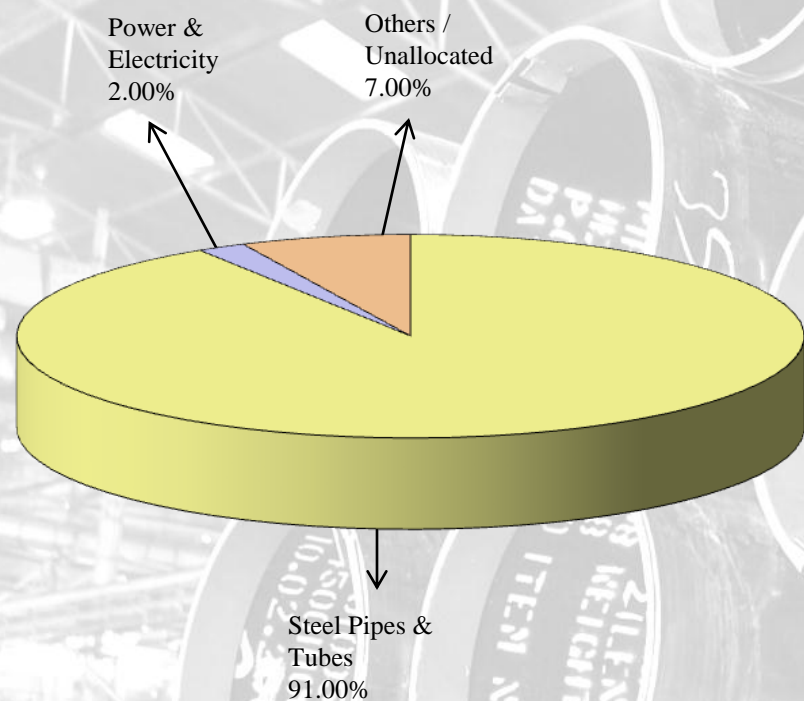
Rs. in Lacs



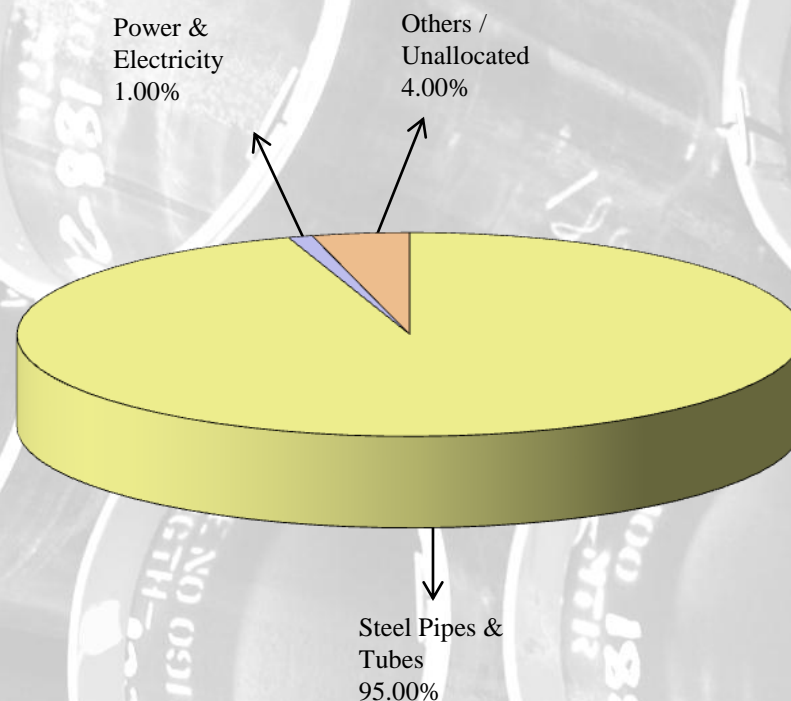


Segment Revenue Mix –Q1FY18 V/s Q1FY17

Revenue Mix for Q1FY17



Revenue Mix for Q1FY18





Summary of Financials

(Rs. in Crs.)

Particulars	FY15	FY16	FY17
Income from Operations (Net)	1,355	1,015	1,428
EBIDTA	102	36	220
EBIDTA (%)	7.5%	3.5%	15.4%
Other Income	83	95	85
PBT	160	54	226
PAT	123	31	146





OTHER HIGHLIGHTS

- Investments, Inter Company Deposits & FDs etc. as on 30th June 2017 is Rs. 702 Crore.
- 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	400	145	545
Export	102	5	107
TOTAL	502	150	652





Market Background & Current Outlook

- 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.
- MSL has successfully defended Antidumping case and Department of Commerce of United States of America has removed the Antidumping duty order on company which means there is no Antidumping duty on OCTG exported to USA.
- USA, Brazil, Latin America, Colombia & Canada have imposed anti-dumping duties on Chinese pipes and Europe considering re-imposition of anti-dumping duty.
- Govt. of India to encourage domestic industry & increase demand for steel pipes & tubes has come out with steel policy 2017 & also released policy for providing preference to domestically manufactured Iron & Steel products in Govt. procurement.





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Market Background & Current Outlook

- Demand for steel pipes & tubes has increased in current year and will continue to increase 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

- Plan to Setup 12MW Solar Power Plant in Maharashtra to be used as captive power plant.
- Foray into renewable energy sector with dual objective – Cost efficiency & Preservation of environment.
- Company generates 27% power through renewable energy sources (Wind Power & Solar Power) equivalent to its total electricity consumption of 2016-17.





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





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THANK YOU