



*Investor Communique
for
Unaudited (Standalone)
Financial Results for the
Quarter ended 30th September,
2016*

December 14, 2016





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

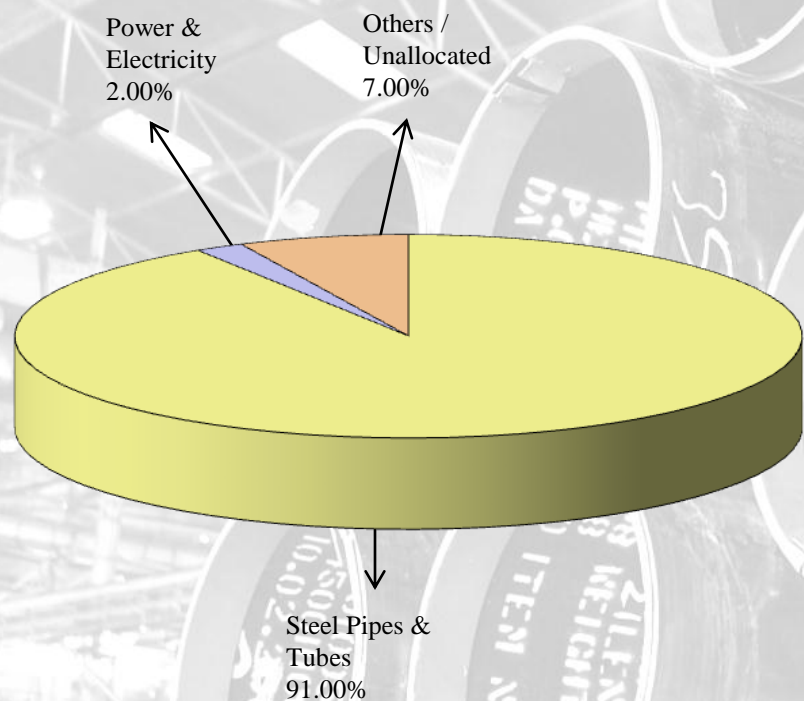
S.No.	Particulars	Q1 17	Q2 17	H1 17	Q1 16	Q2 16	H1 16
		Declared	Declared	Declared	Declared	Declared	Declared
1	Production (MT) - Seamless - ERW	47206 15960	41352 22920	88558 38880	27643 16545	40554 19016	68197 35561
2	Dispatch (MT) - Seamless - ERW	44434 13775	43264 17591	87698 31366	30744 13984	38395 16873	69139 30857
3	Income from operations (Rs. Lacs)	31,693	33,655	65348	25,766	28,927	54693
4	Other Operating Income (Rs. Lacs)	71	89	71	64	71	64
	Income From Operations (Rs. Lacs)	31,764	33,744	65,508	25,830	28,998	54,828
5	EBIDTA (Rs. Lacs) - Seamless - ERW -Solar Power - Wind Power Total	1,675 760 219 269 2,923	4,530 860 301 251 5,942	6205 1620 520 520 8,865	(1,481) (349) 252 123 (1,455)	(385) - 242 230 87	(1,866) (349) 494 353 (1,368)
6	EBIDTA (%)	9.2%	17.6%	13.5%	-5.6%	0.3%	-2.5%
7	Other Income	2,427	1,931	4,358	1,578	2,238	3816
8	PBT (Rs. Lacs)	3,502	6,003	9505	(1,724)	476	-1248
9	Net Profit (Rs. Lacs)	2,390	3,882	6272	(1,491)	382	-1109
10	Net Sales Realisation (Rs. Per MT) - Seamless - ERW	50,718 38,185	52,200 38,167	51,449 38,175	56,736 38,115	49,876 36,532	52,927 37,249
11	EBIDTA (Rs. Per MT) - Seamless - ERW	3,770 5,517	10,471 4,889	7,075 5,165	(4,817) (2,496)	(1,003) -	(2,699) (1,131)



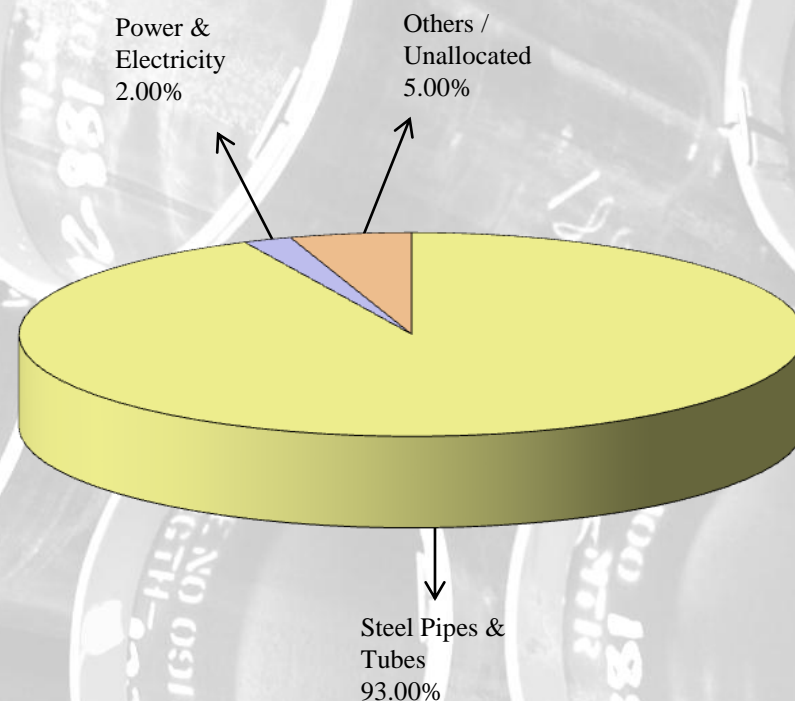


Segment Revenue Mix – Q2FY17 V/s Q2FY16

Revenue Mix for Q2FY16



Revenue Mix for Q2FY17



Selected Audited Financial Indicators of Last 3 Years

(Rs. In Crs)

Particulars	FY14	FY15	FY16
Income from Operations	1,206	1,355	1,019
EBIDTA	88	102	33
EBIDTA (%)	7.3%	7.5%	3.2%
Other Income	63	83	65
PBT	111	160	66
PAT	97	123	39
Net Worth	2,791	2,802	2,781
Gross Block	1,706	1,730	1,741
EPS (Basic/Diluted) (Rs.)	14	18	6
Book Value (Rs.)	409	418	415
Dividend Per Share (Rs.)	6	5	2.5





OTHER HIGHLIGHTS

- Investments, Inter Company Deposits & FDs etc. as on 30th September 2016 is Rs. 1061 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	221	24	245
Export	61	2	63
TOTAL	282	26	308





Market Background & Current Outlook

- 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%.
- USA, Brazil, Latin America, Colombia & Canada have imposed anti-dumping duties on Chinese pipes and Europe considering re-imposition of anti-dumping duty.

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Market Background & Current Outlook

- 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

- Won 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





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THANK YOU