

## Q1 FY2025 Results Presentation



18 July 2024



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## Agenda

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JSW Infrastructure- An Overview

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Q1 FY2025 Operational & Financial  
Performance

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Growth Strategy and Business Update

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Sustainability

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Appendix

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## An Overview



# JSW Group Overview



Amongst India's leading  
Conglomerates with a  
turnover of US\$24 Bn<sup>1</sup>



## Infrastructure

- Second largest private port operator in India -170 mtpa capacity
- Strategically located Ports and Terminals on the west and east coast of India
- Equity listing in Oct 2023, current market cap of ~US\$8.6 Bn



## JSW Energy

- 9.8 GW power generation portfolio by end-CY24
- Targeting 20GW generation along with 40GWh of Storage by FY30
- Market Cap: ~US\$15 Bn



## Paints

- Capacity of 170,000 klp
- State-of-the-art plants in Karnataka and Maharashtra
- Targeting 800,000 klp capacity by FY30



## Ventures

- Early-stage institutional venture capital fund investing in technology companies across Platform and SaaS businesses at pre-series A to series A stages

Note: Market cap as of July 16, 2024 | 1. As of FY24 2. Capacity of 6.5mt under commissioning  
mtpa: million tonnes per annum, GWh: Gigawatt hours, GW: Gigawatt, klp: kilo litres per annum



## Steel

- India's largest steel producer
- Consol. capacity of 36.2<sup>2</sup> mtpa, growing to 43.5 mtpa by Sep'27
- Targeting 51.5 mtpa capacity by FY31
- Market Cap: ~US\$27.3 Bn



## Cement

- Capacity of 20.6 mtpa, growing to ~40 mtpa
- Lowest CO2 emission intensity in Indian cement industry and among major global companies
- Targeting 60 mtpa capacity



## EV

- 35% stake in JSW MG Motors India
- Plan to build largest EV complex in India
- Targeting 300k of PV and 100k of CV capacity by 2030

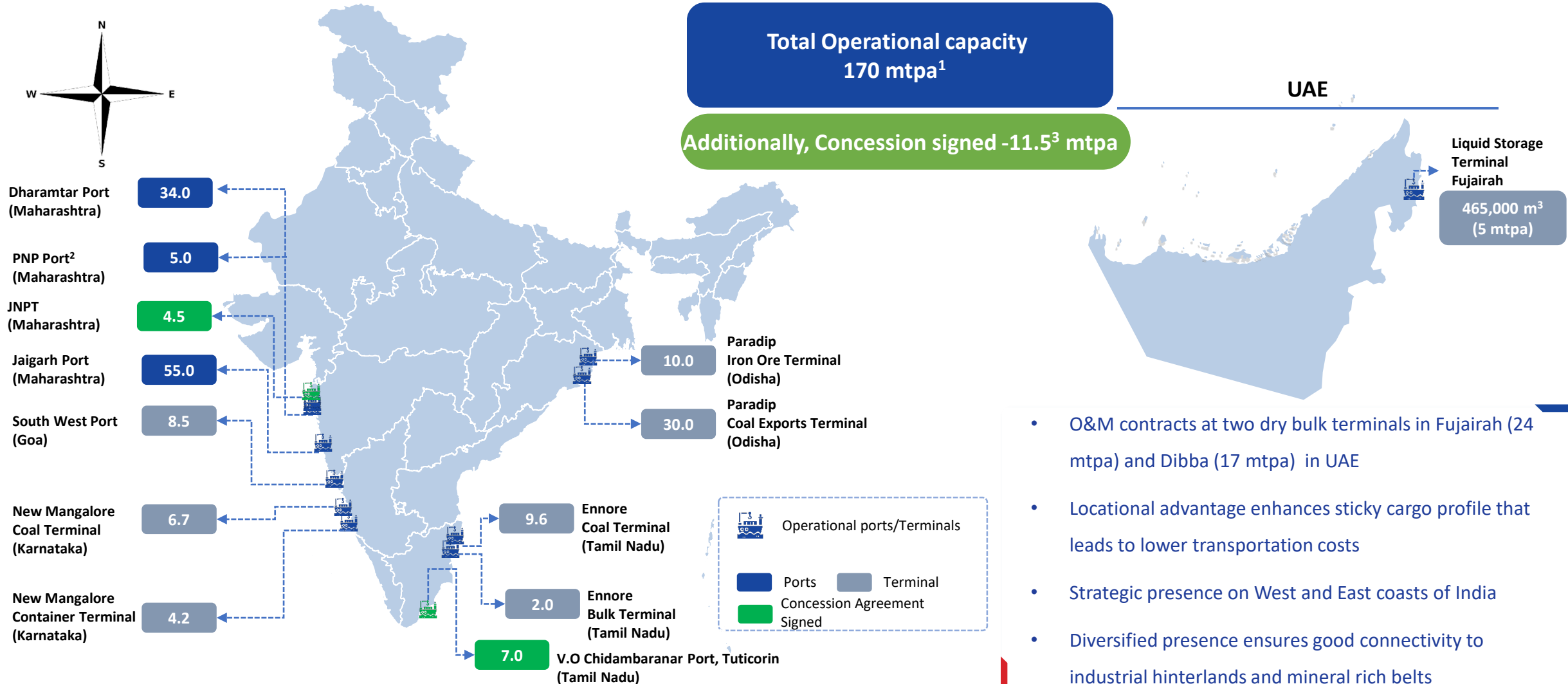


## Sports

- High Performance Training centre at Vijayanagar and 4 satellite centres – trained Olympic medal winners
- Teams Owned: Delhi Capitals, Pretoria Capitals, Bengaluru FC and Haryana Steelers

## India

## International



- O&M contracts at two dry bulk terminals in Fujairah (24 mtpa) and Dibba (17 mtpa) in UAE
- Locational advantage enhances sticky cargo profile that leads to lower transportation costs
- Strategic presence on West and East coasts of India
- Diversified presence ensures good connectivity to industrial hinterlands and mineral rich belts





Q1FY 2025 Results update

Operational & Financial Performance





## Operational & Strategic Updates

- Total Cargo Handled of 27.8 MT in Q1 FY25
  - Strong growth of 9% YoY
  - Third-party customer share of 50% in Q1 FY25 vs 37% in Q1 FY24
- Acquisition of Majority Stake in Navkar Corporation
- Construction & Operation of “Gati Shakti Multi-Modal Cargo Terminal” (GCT) at Arakkonam, Chennai
- Signed a concession agreement with V.O. Chidambaranar Port, Tamil Nadu to develop a new 7 MPTA Cargo Berth



## Financials

- Total Revenue of ₹1,104 Crore up 20% YoY
- EBITDA of ₹609 Crore up 24% YoY
- PBT of ₹392 Crore
- PAT of ₹297 Crore
- Strong Balance Sheet, net cash of ₹195 Crore
  - Cash and Bank balance of ₹4,571 Crore and Gross Debt of ₹4,376 Crore (as of 30th June 2024)

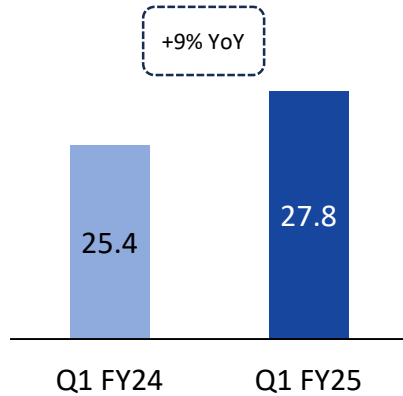


## Awards & Recognitions

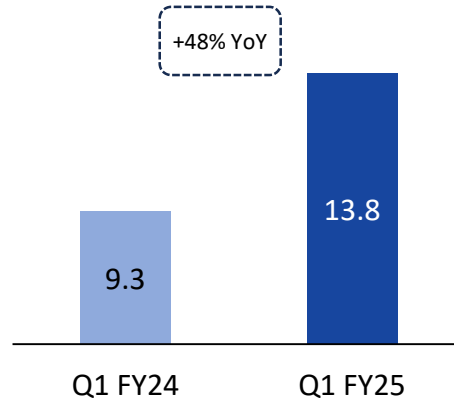
- Paradip Coal Terminal won the prestigious International Safety Award from the British Safety Council
- Jaigarh Port won the “Global EHS best practices award” by Greentech Global



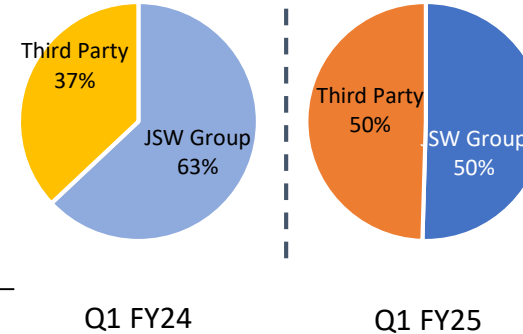
## Cargo Handled (MT)



## Third Party Cargo (MT)



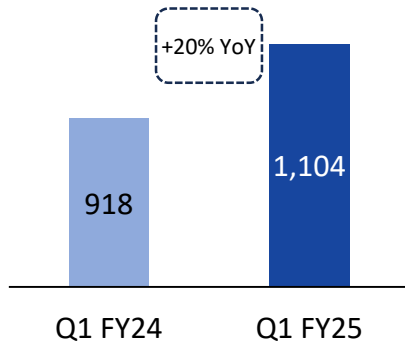
## Cargo Handled (Customer Mix)



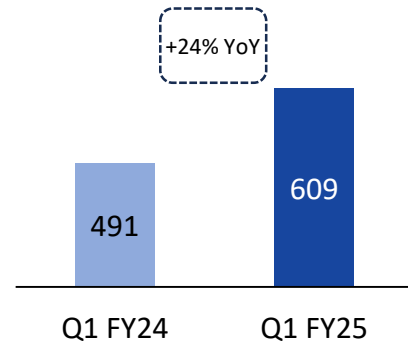
## Key Drivers

- Total Cargo Handled of 27.8 MT in Q1 FY25, growth of 9% YoY
  - Recently acquired assets (PNP and Liquid Terminal, UAE) contributed to the growth
  - Increase in capacity utilization at the Paradip Coal Terminal and Iron Ore
  - Cargo handled volumes at Dharamtar and Jaigarh was impacted by the planned maintenance shutdown at the Dolvi steel-making facility of the anchor customer
- Revenue growth is driven by an increase in Cargo volume and a change in the realization mix
- EBITDA growth on the back of increased revenue

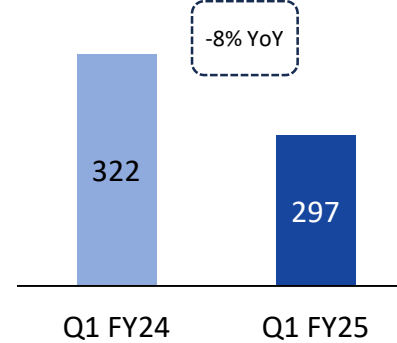
## Total Revenue (₹ Crore)



## EBITDA (₹ Crore)

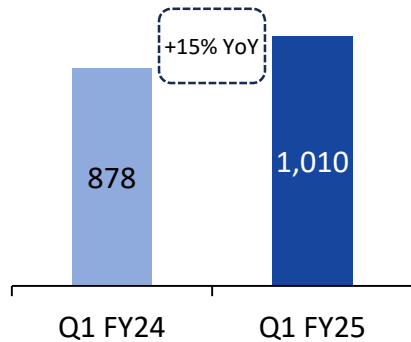


## PAT (₹ Crore)

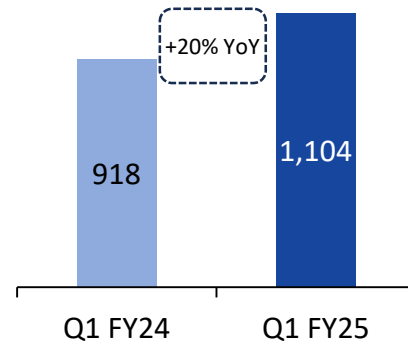


# Q1 FY25 -Key Performance Indicators

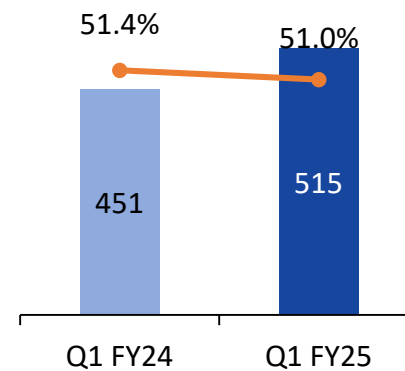
## Revenue from operations (₹ Crore)



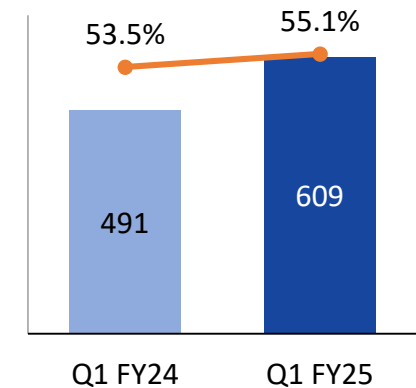
## Total Revenue (₹ Crore)



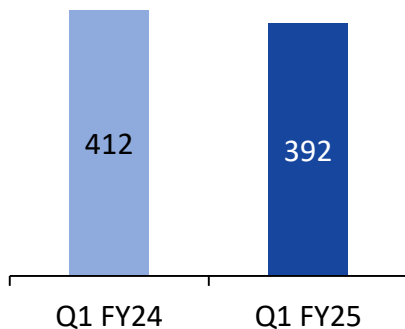
## Operating EBITDA (₹ Crore) & Margin (%)



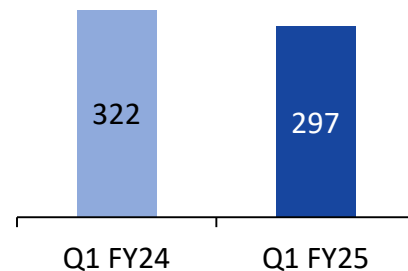
## EBITDA (₹ Crore) & Margin (%)



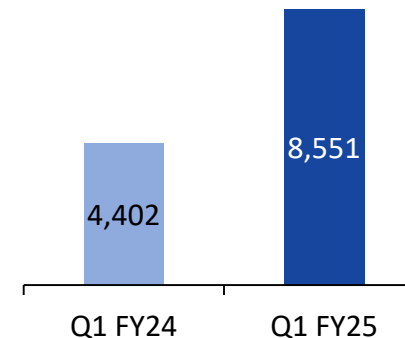
## PBT (₹ Crore)



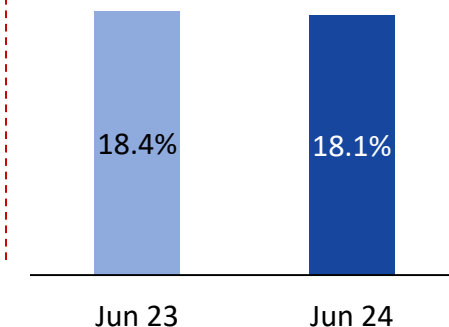
## PAT (₹ Crore)



## Net Worth (₹ Crore)



## RoCE (%), TTM\*

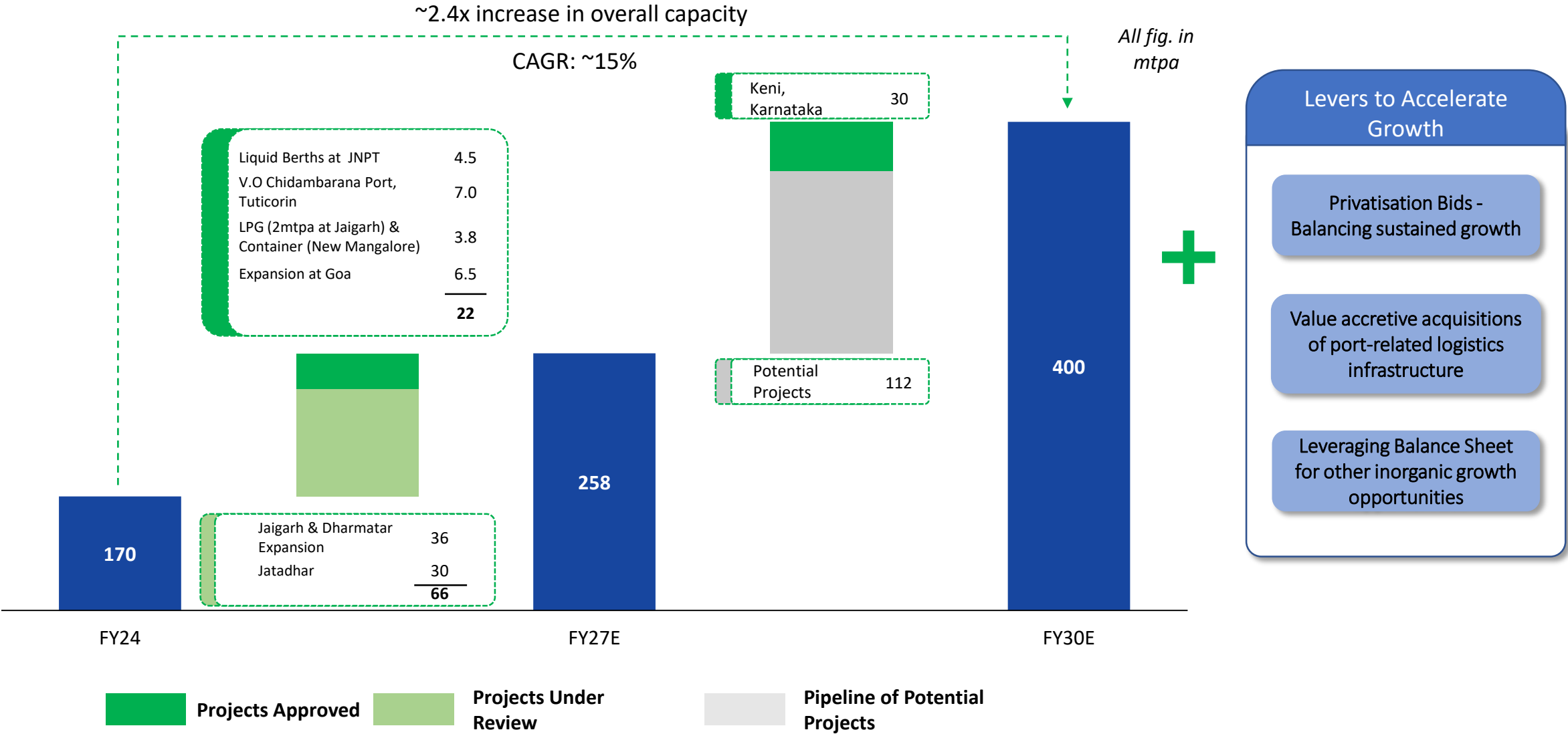




## Growth Strategy and Business Update



# 2030 Road Map for Growth and Value Creation





## Strategic Transaction

JSW Infrastructure Limited through its wholly owned subsidiary JSW Port Logistics Private Limited, has agreed to acquire 70.37% shareholding held by Promoters and Promoter Group in Navkar Corporation Limited. Necessary definitive agreements have been signed between the parties.

### Transaction details

- The enterprise value of ₹1,644 crore
- Transaction expected to close by Q3FY25



Diverse logistic solutions for last mile connectivity



Facilities at Strategic Location



Potential synergies with the anchor customer of the company



Access to Large Land Resources in the Mumbai Metropolitan Region (MMR)



Facilitates strategic tie up's and partnerships

**The acquisition is a step towards the long-term vision of building and scaling an efficient pan-India logistics network**



Established in

2008



Operates

3 CFS, 2 GCT  
& 1 ICD



Owens CTO  
Licence

Category 1  
& 2



Listed Entity

NSE/BSE



Promoter  
Shareholding

70.45%



Land Bank  
Owned

283 Acres





|                      | Somathane<br>(Maharashtra) | Ajivali CFS I & II<br>(Maharashtra)  | Morbi ICD<br>(Gujarat) |
|----------------------|----------------------------|--------------------------------------|------------------------|
| Operational since    | May' 09                    | CFS-I : May'08<br>CFS-II – May'06    | Jan'23                 |
| Land Area (acres)    | 61 acres                   | CFS-I : 10 acres<br>CFS-II :24 acres | 140 acres              |
| Custom Notified Area | 25 acres                   | CFS-I : 3 acres<br>CFS-II :10 acres  | 24 acres               |
| Domestic Warehouse   | 80,000 s.q.feet            | -                                    | -                      |
| PFT Facility         | Yes                        | No                                   | Yes                    |
| Connectivity         | Rail & Road                | Road                                 | Rail & Road            |

## Key Equipments



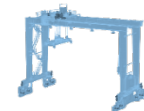
**2400+**  
Domestic standard containers



**700+**  
Trailers for last mile delivery



**8**  
Rakes



**6**  
RTG Cranes

|                       | Land Bank (Acres) |             |            |
|-----------------------|-------------------|-------------|------------|
| Particulars           | Developed         | Undeveloped | Total      |
| Panvel<br>Maharashtra | 84                | 59*         | 143        |
| Morbi, Gujarat        | 80                | 60          | 140        |
| <b>Total</b>          | <b>164</b>        | <b>119</b>  | <b>283</b> |

## Gati Shakti Multi-Modal Cargo Terminal” (GCT) at Arakkonam, Chennai

Letter of Acceptance from Southern Railway, Chennai Division for “Contract for Construction & Operation of Gati Shakti Multi-Modal Cargo Terminal (GCT)” at Arakkonam, Chennai, Tamil Nadu.

- Commence construction within three months of the grant of approval of construction
- Construction timeline of 18 months and capex estimated at ₹150 crores



Aligns with the vision of a pan-India logistics network for last-mile connectivity



Long-term visibility: 35 years contract



Excellent Connectivity: Connected to Road, Rail and proximity to Port



Solid Cargo Visibility  
Synergies with the anchor customer



## Sustainability



16 Focus Areas



Climate Change:

- Curtail direct GHG emissions and achieve Net-Neutrality by 2050
- Aligned with India’s Nationally Determined Contributions targets for reduction in Emission Intensity as per Paris Accord
- 15% reduction in CO<sub>2</sub>e emission intensity by 2025-26 (vs. base year 2020-21)
- 35% reduction in CO<sub>2</sub>e emission intensity by 2030-31 (vs. base year 2020-21)



Biodiversity: No Net Loss for Biodiversity



Waste Water: Strive for Zero Liquid Discharge



Water Resources: Reduction in fresh water consumption



Waste: Strive for 100% solid waste utilization



Making our World a Better Place



Social Sustainability



Local Considerations



Indigenous People



Human Rights



Labour Practices & Employment



Employee Health, Safety & Wellbeing



Air Emissions



Business Ethics



Cultural Heritage



Energy

Aligned to National & International Frameworks



Governance and Oversight By Board-level Business Responsibility and Sustainability Committee

Independent Directors

Mrs. Ameeta Chatterjee



Mr. Nirmal Kumar Jain



Executive Directors

Mr. Arun Maheshwari



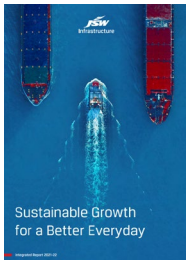
Mr. Lalit Singhvi



Reporting



FY 2021



FY 2022

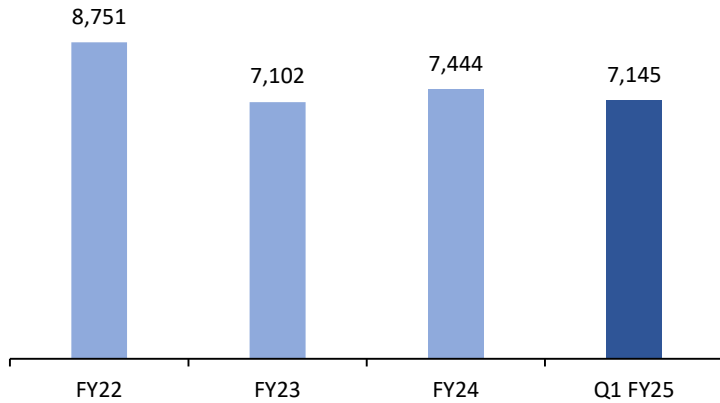


FY 2023

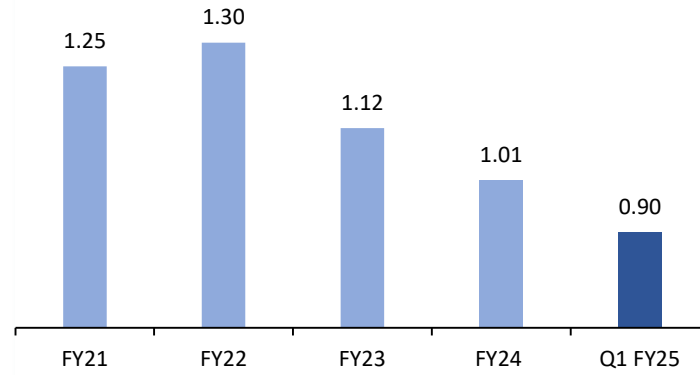


FY 2024

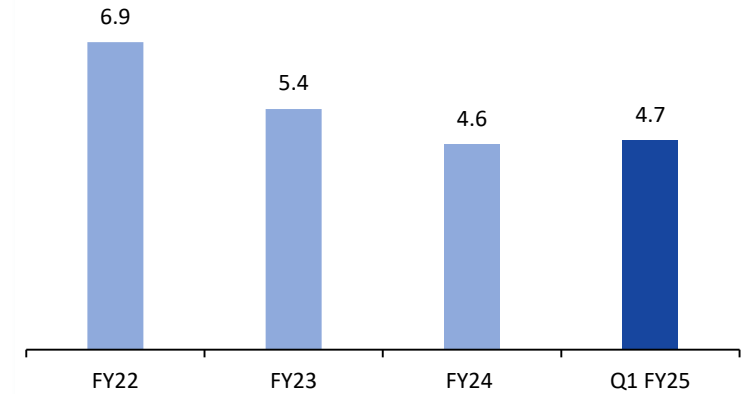
## Specific Energy Consumption (KJ/tch)



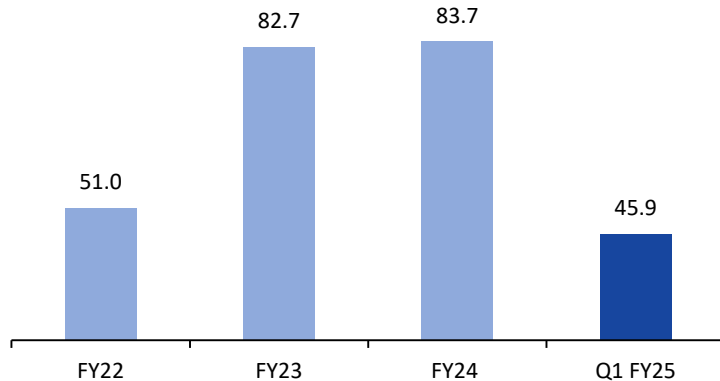
## GHG Emission Intensity (Kg CO<sub>2</sub> e/tch)



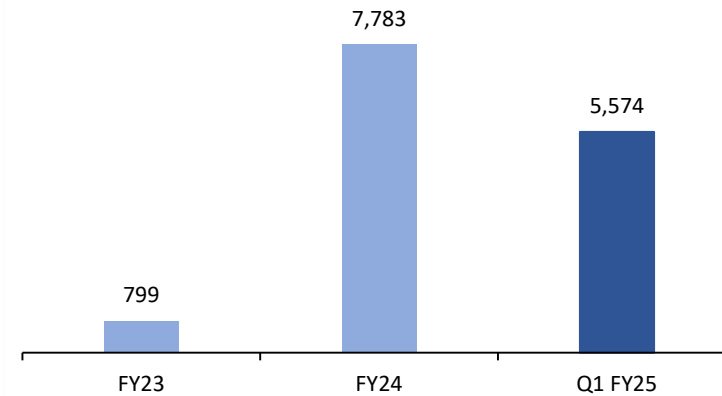
## Specific Freshwater Consumption (L/tch)



## Waste Recycled (%)



## Renewable Energy (MWh)







## Health and Nutrition

- **78 health camps** conducted through mobile health unit in Pradip, **benefitted 3,323 patients**
- **2,898 patients attended** at Urja Clinic in Jaigad



## Education

- **409 students from 3 schools and colleges** were felicitated and has been facilitated for exposure visit to Jeevak medical garden (Ayurveda) in Jaigad
- Water purifiers were installed in government school **providing safe drinking water to 254 students** in Ennore



## Water, Environment and Sanitation

- **Women exclusive toilet facility** at Paradip beach is being used by more than 200 women daily
- **2,600 plants** are being maintained under Miyawaki plantation at Paradip
- **150 tons of compost** generated out of municipal solid waste at Paradip



Health and Nutrition



Education



Agriculture and Allied Livelihoods



Water, Environment and Sanitation



Waste Management



Skill Development



Sports Promotion



Art, Culture and Heritage



## Appendix



| Legal Entity                                     | Particulars           | Cargo Handled<br>(MT) |             |              |
|--|-----------------------|-----------------------|-------------|--------------|
|  |                       | Q1 FY 24              | Q1 FY25     | FY24         |
| JSW Infrastructure Limited                       | Standalone            | 0.6                   | 0.8         | 2.7          |
| JSW Jaigarh Port Limited                         | Jaigarh Port          | 5.8                   | 4.6         | 21.5         |
| JSW Dharamtar Port Private Limited               | Dahramtar Port        | 6.6                   | 5.1         | 25.1         |
| South West Port Limited                          | Goa                   | 1.8                   | 1.7         | 7.2          |
| JSW Paradip Terminal Private Limited             | Paradip, Iron Ore     | 2.2                   | 3.4         | 12.4         |
| Paradip East Quay Coal Terminal Limited          | Paradip, Coal Exports | 3.9                   | 4.5         | 16.8         |
| Ennore Coal Terminal Private Limited             | Ennore Coal           | 2.2                   | 2.4         | 9.3          |
| Ennore Bulk Terminal Private Limited             | Ennore Bulk           | 0.4                   | 0.4         | 1.5          |
| Mangalore Coal Terminal Private Limited          | Mangalore Coal        | 1.2                   | 1.7         | 4.8          |
| JSW Mangalore Container Terminal Private Limited | Mangalore Container   | 0.6                   | 0.6         | 2.6          |
| PNP Maritime Services Private Limited            | PNP Port              | -                     | 1.5         | 1.3          |
| JSW Middle East Liquid Terminal Corp             | Liquid Terminal UAE   | -                     | 1.3         | 1.4          |
| <b>Total Cargo Handled</b>                       |                       | <b>25.4</b>           | <b>27.8</b> | <b>106.5</b> |





# THANK YOU

Investor Relations Contact

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