

JAI BALAJI INDUSTRIES LIMITED

Ref : JBIL/SE/2024-25

Date: 29.07.2024

To

The Manager

Listing Department,

National Stock Exchange of India Limited

"EXCHANGE PLAZA", C-1, Block G Bandra-Kurla Complex, Bandra (E)

<u>Mumbai – 400 051</u>

(Company's Scrip Code: JAIBALAJI)

To

The Manager,

Dept. of Corporate Services

BSE Limited

Phiroze Jeejeebhoy Towers

Dalal Street,

Mumbai - 400 001

(Company's Scrip Code: 532976)

Dear Sir/Madam,

Sub: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the 'Listing Regulations')

Ref: Investor Presentation

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations"), we are enclosing herewith a copy of Investor Presentation.

The aforesaid Investor Presentation will also be uploaded on the website of the Company i.e. www.jaibalajigroup.com.

Kindly take the same on record.

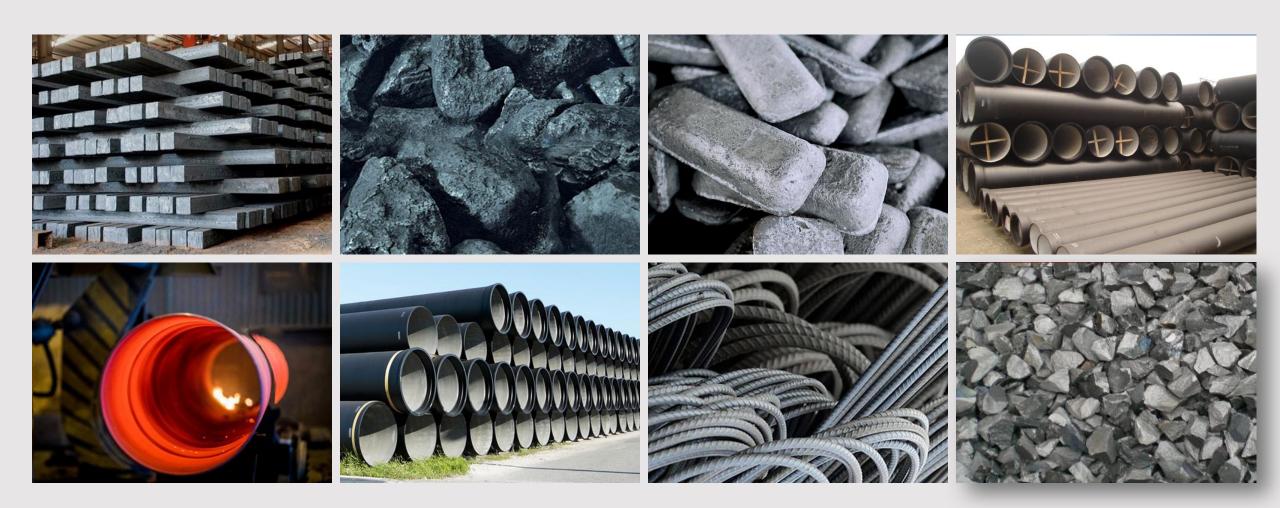
Thanking you,

Yours faithfully,

For Jai Balaji Industries Limited

Ajay Kumar Tantia

Company Secretary





JAI BALAJI INDUSTRIES LTD. (JBIL)

Creating a better tomorrow, Today!

Disclaimer



This presentation and the accompanying slides (the "Presentation"), which have been prepared by Jai Balaji Industries Limited (the "Company") solely for the information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company

Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. The Company does not make any promise to update/provide such presentation along with results to be declared in the coming years.

Table of Contents



	About the Company	→ 04 - 09
2	Q1FY25 Performance Highlights	
3	Investment Thesis	
4	Annexure	

Management Commentary and Business Outlook



"JBIL has kicked off FY25 with a strong start. Our efforts are firmly aligned with the goals outlined in Jai Balaji 2.0. We are focusing on increasing the revenue share from value-added products like DI pipes and specialized products such as specialized ferro alloys by enhancing our capacity. Our goal is to maintain EBITDA margins in the 18%-20% range and to become a net debt-free company in the next 12 months. The company is well-positioned for growth, supported by strong industry tailwinds in DI Pipes and Specialized Ferro Alloys, robust capacity expansion plans, low-cost Capex, a healthy balance sheet, fully integrated operations, cost reduction strategies, experienced management, and backing from all stakeholders.

Coming to Q1FY25 performance, I am happy to share that Revenue, Adjusted EBITDA and PAT has significantly increased by 16%, 58% and 23% on YoY basis due to strong operational performance, increased production & sales volume, cost reduction strategies and decreasing finance costs. We are positive about maintaining this momentum and continuing to provide exceptional results in the future."



Mr. Aditya Jajodia Chairman and Managing Director



About the Company

Business at a Glance





One of the largest manufacturers of Value-added products (DI Pipes & Specialized Ferro Alloys) in the private sector in Eastern India

4 manufacturing units present across West Bengal & Chhattisgarh

Specialized product portfolio of DI Pipes and Ferro Alloys

1.1 MT fully integrated Greenfield Steel Manufacturing

3 Star Export House; Exporting to more than 40 Countries

1st Company in West Bengal to set up Sponge Iron & Waste Heat Recovery Power Plants

Successfully raised equity from IPO, Private Placements and QIP Route

101.1 MW Power Plants Fully Operational

Jai Balaji 2.0 = Value added Products + Strong Balance Sheet



	Objective	Target
G	Focus on DI Pipes, Specialized Ferro Alloys and Value-added Products	 Capacity enhancement - DI Pipes capacity expected to grow by 120% to 6.6L TPA Ferro Alloys capacity is expected grow by 14% to 1.9L TPA Achieved Target of increasing utilization rate above 90%; the goal now is to maintain this rate going forward.
5	Strong Balance Sheet	 Aim to become Net Debt Free in next 12 months Capex from internal accruals
	Margin Expansion	 Revenue contribution of value-added & specialized products (DI Pipes & Specialized Ferro Alloys) to increase from 45% - 55% to 80% Achieved aim of EBITDA Margin to be in the range of 18%-20%; target now is to uphold this range consistently going forward

Transitioning to High Margin Company



Ductile Iron Pipes



Management's strategy is to focus on Value-Added Products like Ductile Iron Pipes and Specialized Ferro Alloys for margin expansion and sustainability

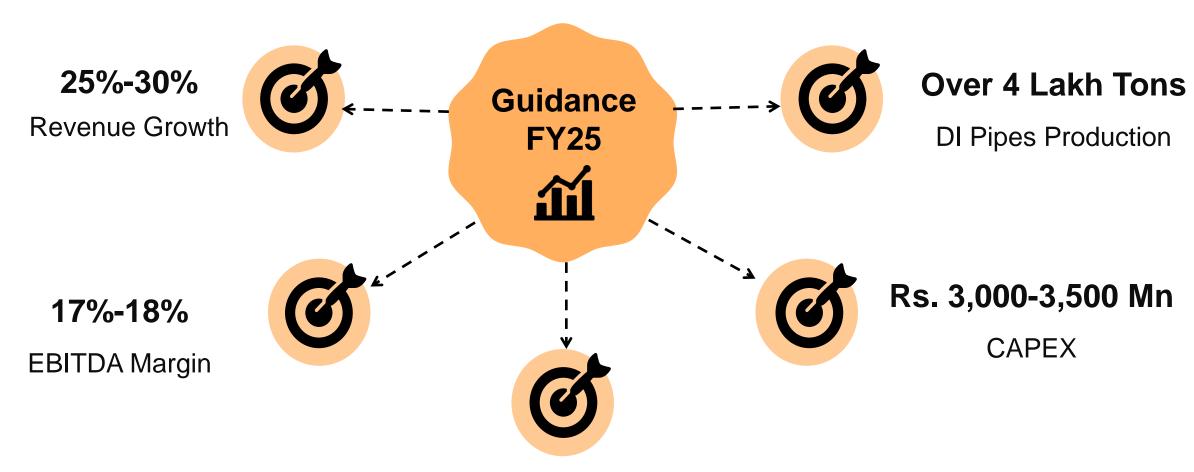
Specialized Ferro Alloys



JBIL is focused on being a Value-Added and Specialized Product company

Guidance FY25





Rs. 2,250-2,500 Mn

Net Debt



Q1FY25 Performance Highlights

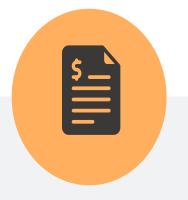
Q1FY25 Strategic Updates





Strong Performance

- Financial Performance (YoY) –
 Revenue, Adjusted EBITDA and
 PAT demonstrated impressive
 growth of 16%, 58% and 23%
- Operational Performance (YoY) –
 Production and sales volume of
 DI Pipes and Ferro Alloys
 showed an increasing trend.



Approaching Zero Net Debt

 Net Debt as on 30th June'24 is Rs. 3,841 Mn, reduced from Rs. 3,981 in FY24.

 Management expects JBIL to be Net-Debt Free in next 12 months.

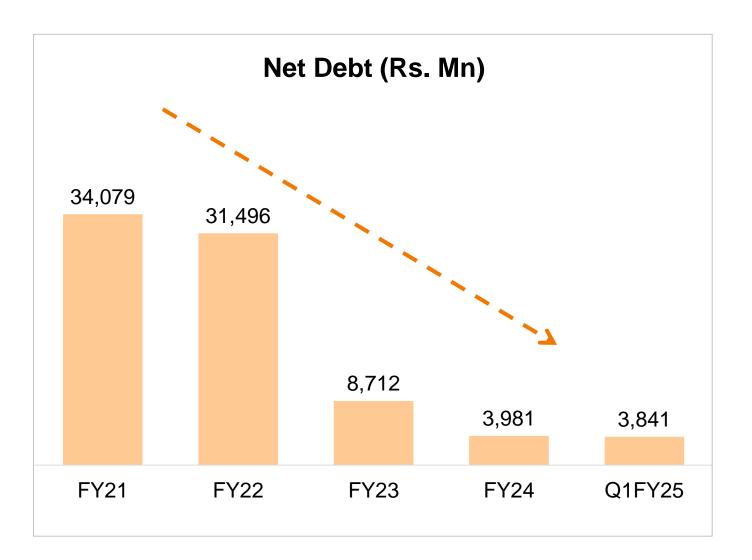


Robust Capex Plan

- Strong Capex plan of Rs.
 10,000 Mn in place out of this
 Rs. 6,052 Mn has already been spent from internal accruals
- Balance Capex is expected to be completed in approx next 12 Months through internal accruals only

Progress Towards Net Debt Zero Status...





Present Debt pertains to Tata Capital Limited and co-lenders

FY24 Net Debt to EBITDA = 0.4x (Performed better than the expectation to maintain Net Debt to EBITDA at around 0.6 on 31st March'2024 guided earlier)

Aim to become Net Debt Free in 12 Months

Significant/Proposed Capacity Enhancement



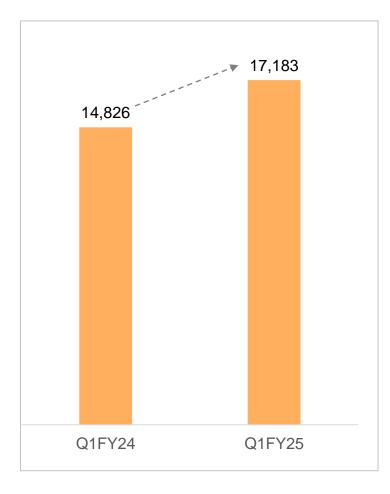
	Capacity After Capacity Capacity After			Rs. Mn.)	Balance to				
Products (Location)	Existing Capacity	Capacity Addition	Expansion	Total	Already	Already incurred			
	•	'				Under CWIP			
	Specialized Products								
DI Pipes	300,000 TPA	360,000 TPA	660,000 TPA	4,000	95	1,589	2,316	Will be done in 2 phases – Phase 1 = out of 2 Lakh T, 60,000 is already commissioned, balance 1.40 Lakh expected to commission by FY25; Phase 2 = 2.2 Lakh T expected to commission by FY26	
Ferro Alloys	166,000 TPA	24,000 TPA	190,000 TPA	1,500	1,190	250	60	Capacity already enhanced by 36000 at the end of FY24 under Phase 1 project and Balance will be commissioned by FY25.	
	Others								
Revamping Existing Blast Furnaces (Unit III)	630,000 TPA	120,000 TPA	750,000 TPA	2,500	1217	117	1 1166	One furnace has been commissioned . 2 nd furnace will be completed in Q1FY26	
Sinter (Unit III)	908,000 TPA	300,000 TPA	1,208,000 TPA	1,100	788	54	258	Will be done in 2 phases; 1st phase i.e. 3 Lakh T has been commissioned and 2 nd phase shall be commissioned in FY25.	
BFG Boiler (Unit IV)	0.00 TPH	35 TPH	35 TPH	300		217	83	This is a green energy project which aims to reduce carbon footprints. Plan is to add this in captive power plant for optimizing utilization of waste gases from BF. This is expected to be commissioned in next 2 months.	
Misc De-Bottle Necking				600	520	15	05	Includes backward integration to sinter Plant, Upgradation of PCI and Oxygen plant for cost cutting of producing Hot metal from Pig iron Plant.	
TOTAL				10,000	3,810	2,242	3,948		

¹³ Note - Other repair capex of Rs. 60 Mn done in Q1FY25 apart from the above capex.

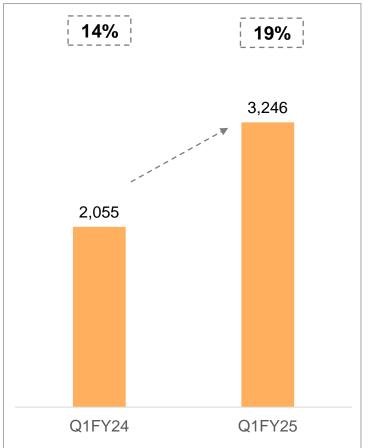
Financial Performance Highlights



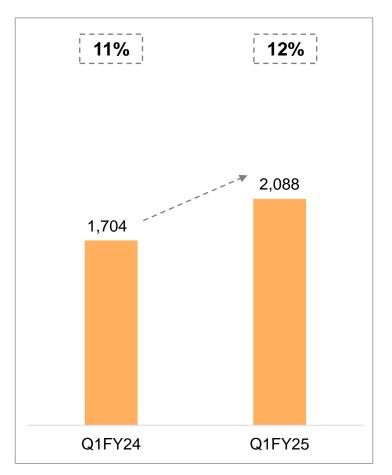
Revenue



Adjusted EBITDA & Margin (%)*



PAT & PAT Margin (%)



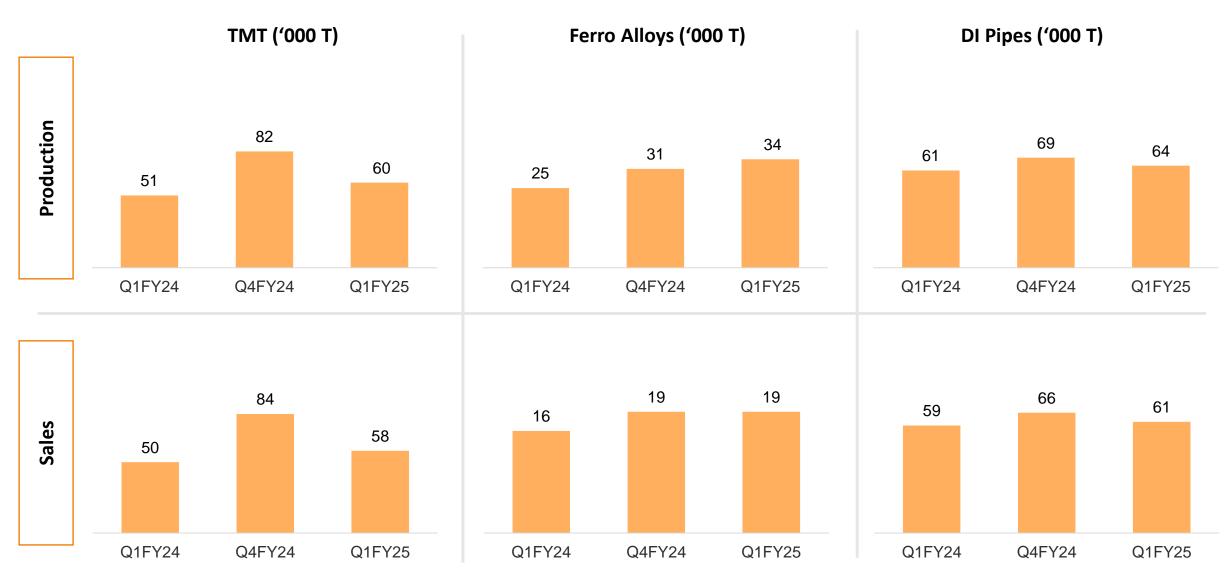
Operational Performance (1/2)





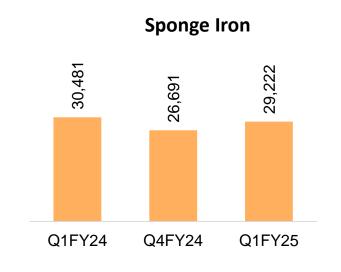
Operational Performance (2/2)

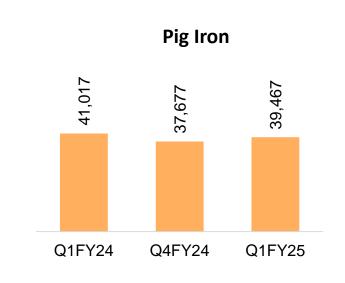


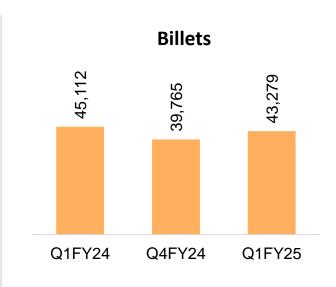


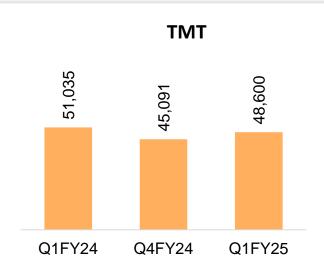
Realization Summary

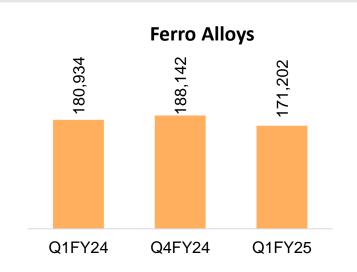


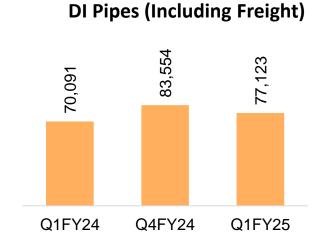












Income Statement



Particulars (Rs. Million)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ
Revenue from Operations	17,183	14,826	16%	18,456	-7%
Cost of Goods Sold	10,475	9,753	7%	11,891	-12%
Employee Benefits Expense	419	370	13%	352	19%
Other Expenses	3,131	2,650	18%	3,805	-18%
EBITDA	3,158	2,052	54%	2,408	31%
Adjusted EBITDA*	3,246	2,055	58%	2,574	26%
Adjusted EBITDA Margin (%)	19%	14%		14%	
Depreciation	222	214	4%	228	-3%
Finance Cost	158	212	-26%	176	-10%
Other Income	95	78		1,562	
Exceptional Items					
Profit Before Tax (PBT)	2,873	1,704	69%	3,566	-19%
Tax Expense	785			836	
Profit After Tax (PAT)	2,088	1,704	23%	2,730	-24%
PAT Margin (%)	12%	11%		15%	
EPS (Rs.)(Basic)	12.10	11.34	7%	16.95	-29%
EPS (Rs.)(Diluted)	11.76	9.61	22%	15.77	-25%

Balance Sheet



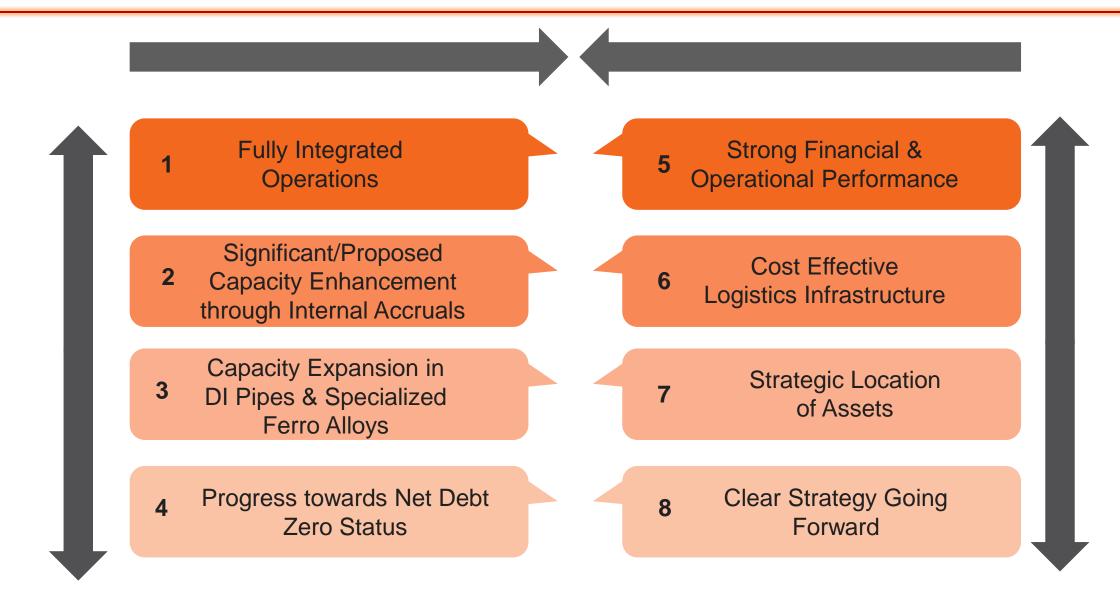
Particulars (Rs. Million)	31st March'24	31st March'23	Particulars (Rs. Million)	31st March'24	31st March'23
ASSETS		010011101101120	EQUITY AND LIABILITIES		0.00
Non Current assets			EQUITY		
(a) Property, Plant and Equipment	13,773	11,268	(a) Equity share capital	1,637	1,455
(b) Capital work-in-progress	1,162	688	(b) Other equity	13,405	4,106
(c) Right to use assets	44	45	Sub Total - Equity	15,041	5,561
(c) Hight to use assets	77	70	Oub Total - Equity	10,041	3,301
(d) Intangible Assets	2	3	LIABILITIES		
(e) Financial assets		_	Non-current liabilities		
(i) Investments	8	11	(a) Financial Liabilities		
(ii) Loans	0	0	(i) Borrowings	3,033	6,260
(iii) Other financial assets	1,051	689	(ii) Lease Liabilities	6	6
(f) Deferred Tax Assets (Net)	2,075	2,909	(b) Other non Current Liabilities	325	292
(g) Other Non Current Assets	338	271	(c) Provisions	120	115
Sub Total - Non Current Assets	18,453	15,884	Sub Total - Non Current Liabilities	3,484	6,673
Current Assets			Current liabilities		
(a) Inventories	9,497	8,214	(a) Financial Liabilities		
(b) Financial assets -			(i) Borrowings	1,685	2,337
(i) Trade Receivables	2,418	2,293	(ii) Lease Liabilities	1	1
(ii) Cash and cash equivalents	477	245	(ii) Trade Payables - MSME	137	122
(iii) Bank balances other than (iii) above	433	270	- Others	8,568	8,867
(iv) Other financial assets	267	292	(iii) Other financial liabilities	1,951	1,931
(c) Current tax assets (net)	101	123	(b) Other current liabilities	2,644	4,104
(d) Other current assets	1,899	2,279	(c) Provisions	34	3
Sub Total - Current Assets	15,092	13,715	Sub Total - Current Liabilities	15,019	17,365
Total Assets	33,545	29,599	Total Equity and Liabilities	33,545	29,599



Investment Thesis

Investment Thesis





HIGH MARGIN PRODUCTS

Fully Integrated Operations



Backward Integration





Capacity = 908,000 T

Coke



Capacity = 350,000 T

Power



Capacity = 101.1 MW

Intermediate & Finished Products

Sponge Iron



Capacity = 345,000 T

Pig Iron

Capacity = 630,000 T

Steel Billets



Capacity = 394,000 T

TMT Bars



Capacity = 260,000 T

Value-added & **Specialized Products**

Ductile Iron



Capacity = 300,000 T

Ferro Alloys



Capacity = 166,000 T

Specialized Products - DI Pipes





Industry

DI Pipes Industry is expected to grow at 13%-15% CAGR in near future. It is used for water transportation and drainage system

Government Programs

SAROVAR" infrastructure development plan has led to increased requirement of DI Pipes and Jai Balaji is contributing to the same

Co. has around 10% of the DI pipes market of India and aims to reach 15%-20% of Market

"JAL JEEVAN MISSION" and "MISSION AMRUT

Our Market Share

Revenue Contribution

30% of the revenues come from DI pipes and is expected to grow to 45%-50% by FY25-26

Going Global

Exporting to few countries and aim to increase the same post capacity expansion

Share, post capacity expansion

Specialized Ferro Alloys



Exports Ferro Alloys to 40+ Countries in the world & Secured Three Star Export House status



Features of our High-Grade Ferro Alloys

- High chrome content
- Lower carbon content
- Lower trace elements
- Lower sulphur/phosphorus

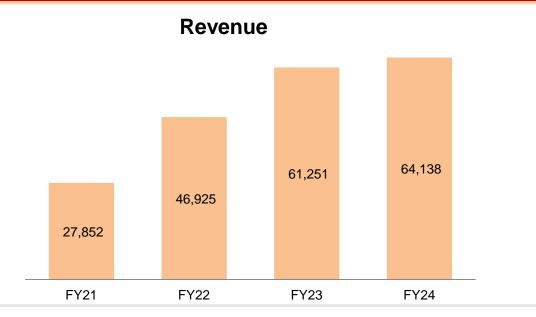
Revenues from Specialized Ferro Alloys expected to grow from 20%-25% to 30%-35% by FY25-26

Sold at
significant
premium to
benchmark Ferro
Alloy prices

Co. has Long Term Contracts with Indian as well as International Clients

Flourishing Financial Health (1/2)





Gross Profit Gross Margin 29% 30% 26% 13,680 7,158

FY23

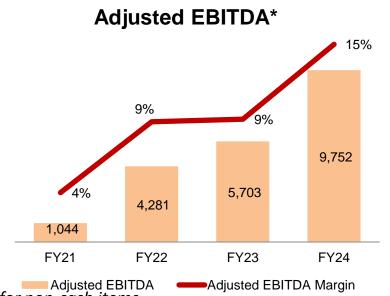
FY24

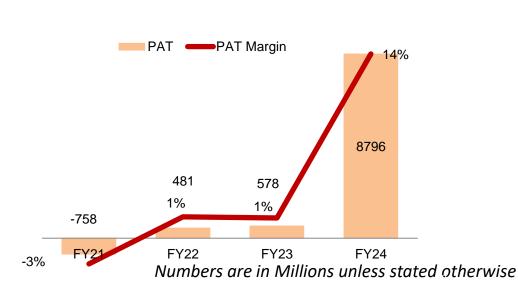
Gross Profit

FY22

Profit After Tax

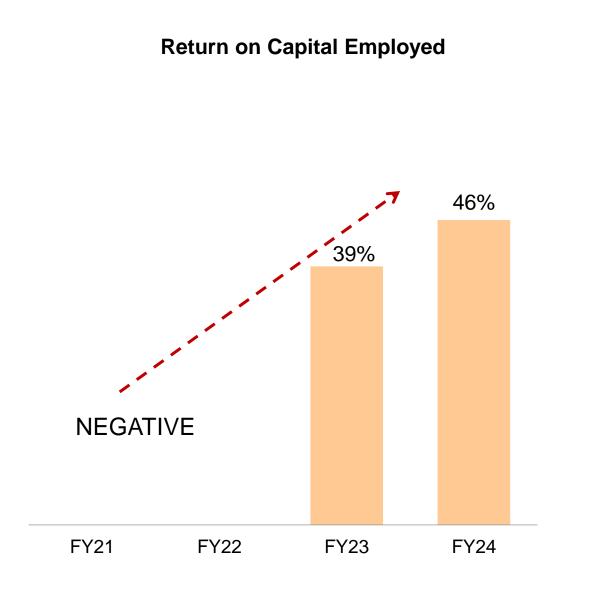
FY21

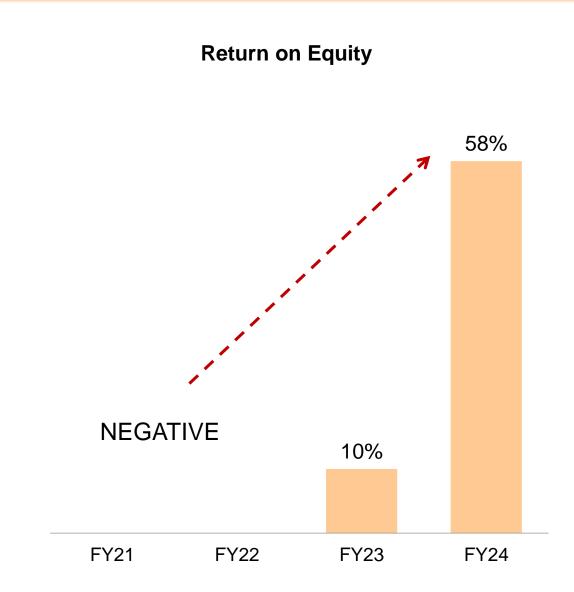




Flourishing Financial Health (2/2)



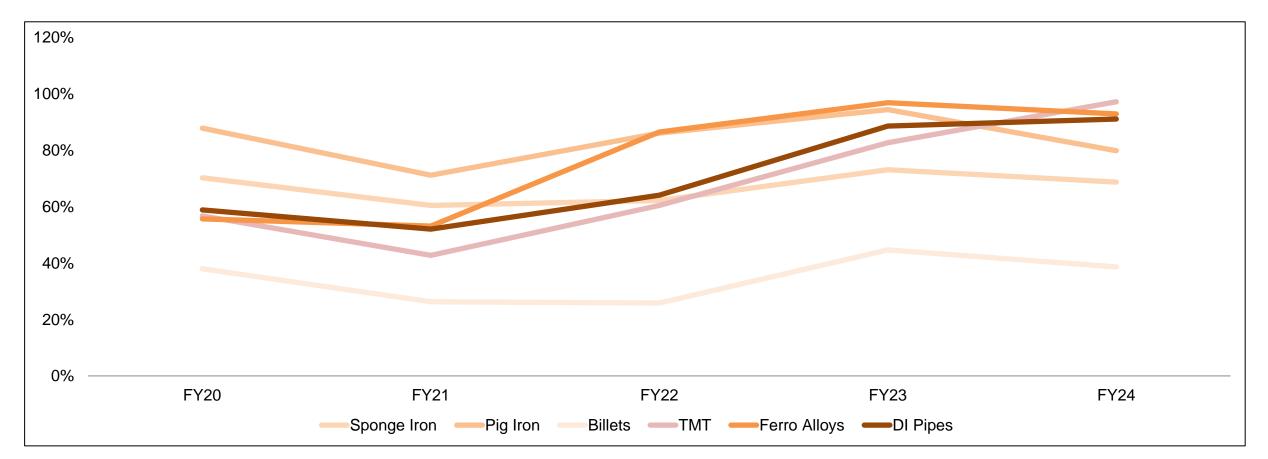




Robust Operational Performance



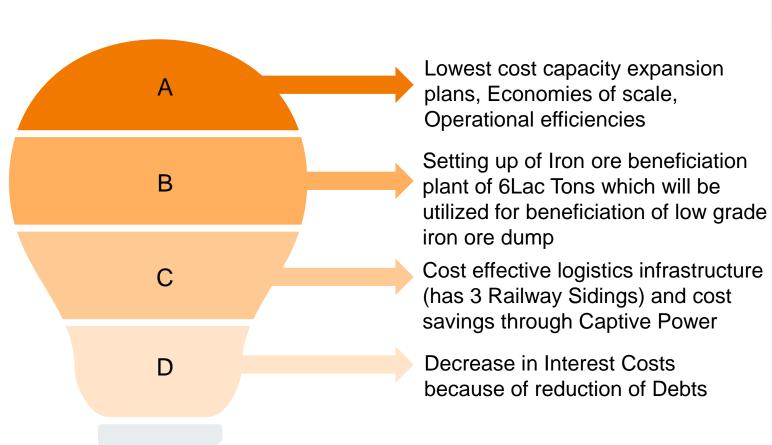
Capacity Utilization (%)



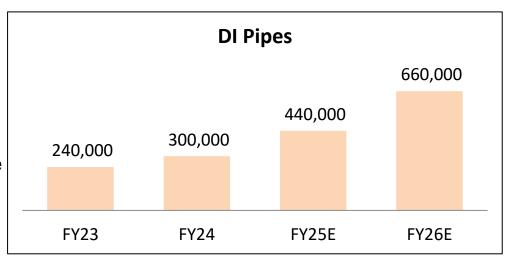
Increased focus on capacity utilization of Value-Added Products ensures margin expansion

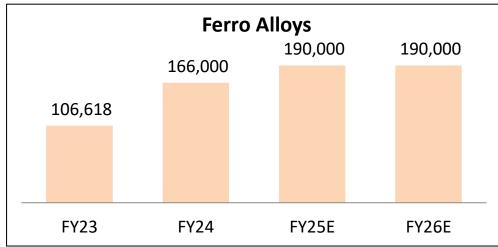
Cost Reduction Strategies...





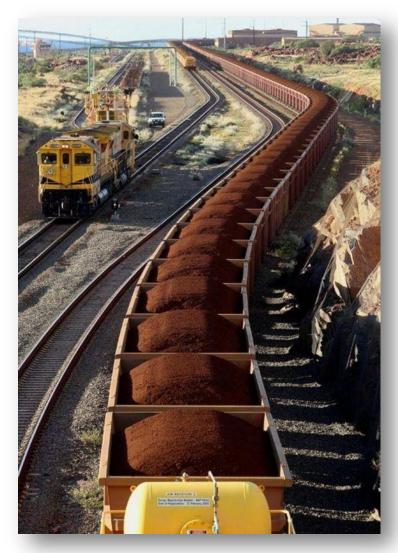
Capacity Expansion Plans (Tons)





Cost Effective Logistics Infrastructure





1

JBIL is the one of the few companies with Railway Sidings and has 3 Railway Sidings which leads to increased flexibility in delivering finished goods & reduced turnaround time. 2

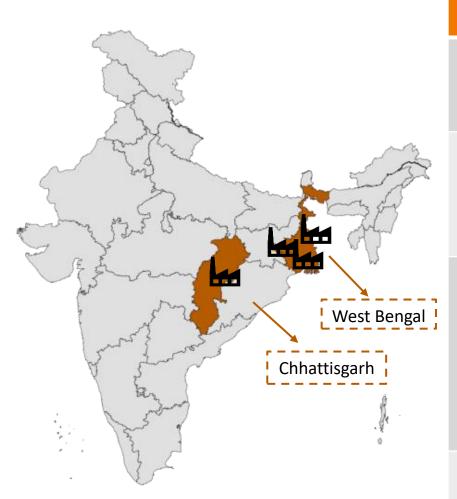
Have dedicated Railway Sidings at both loading in Odisha and unloading at our plant.



Approx 3 tons of raw material is required for every 1 ton of steel & Co. saves significant costs by using Railway Sidings instead of road transport.

Strategic Location of Assets

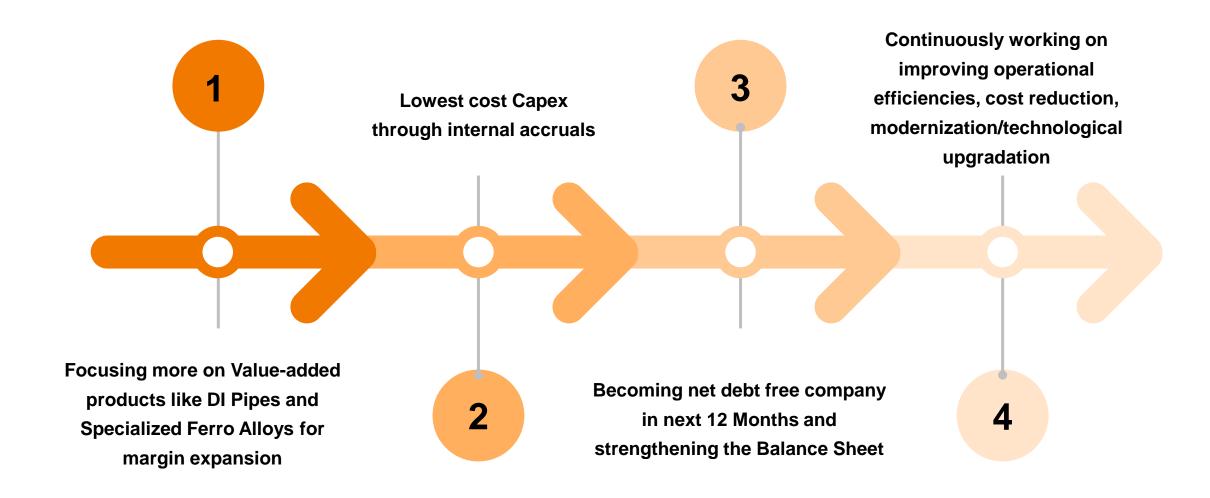




Plant	Location	Facilities	Products	Installed Capacity (MT)
Unit I	Baktarnagar, Burdwan, West Bengal	Ferro AlloysDRIPower	Ferro Silicon Alloys/Ferro ChromeSponge IronPower	30,1181,05,00018.3 MW
Unit III	Rajbandh, Burdwan, West Bengal	Pig IronDIPSinterFerro Alloys	 Blast Furnace Ductile Iron Pipe Sinter Ferro Chrome/Special Grade Ferro Alloys 	5,49,5003,00,0009,08,00036,000
Unit IV	Rajabndh, Burdwan, West Bengal	 Sponge PIG Iron Billets Rolling Mill Ferro Alloys Coke Oven Captive Power 	 Sponge Iron Blast Furnace SMS TMT Ferro Chrome/Special Grade Ferro Alloys Coke Power 	 1,20,000 80,500 2,94,030 2,60,000 100,000 3,50,000 70 MW
Unit V	Rasmada, Durg, Chhattisgarh	BilletsSpongeCaptive Power	SMSSponge IronPower	1,00,0001,20,00012.8 MW

Clear Strategy Going Forward







Annexure

Turnaround Story – Resilient in the Toughest Time





01

Profit making Business

- Converted losses into profits
- Confident to achieve EBITDA Margins in the range
 of 18%-20% going ahead

02

Debt Restructuring

- o Broke the Debt trap and strengthen the balance sheet.
- Expectation is to be Net Debt Free in 12 Months

03

Cost Reduction = Modernization + Operational Excellence

- Hot metal cost reduction through revamping Blast Furnace & cap. exp. of Sinter
- Capacity & Utilization increase across product portfolio led to economies of scale
- Setting up BFG Boiler for optimizing utilization of waste gases. Green Energy Project

04

Experienced and Disciplined Management

- Subscription of share warrants
- Motivation, constant efforts, focused approach & faith in capacities

5 Focus on Value Added Products

 Management's focus on products like Ductile Iron Pipes and Specialized Ferro Alloys lead to margin expansion & sustainable margins

What went Wrong



1

Mining ban of Iron Ore in Karnataka and Goa led to substantial increase in raw material prices of iron ore 2

Cancellation of coal blocks led to forced closure of setting up of 5Mn T Steel Plant Project in Purulia, West Bengal. Amount invested in that project went in vain.

3

Rising borrowing costs and Debt Trap

4

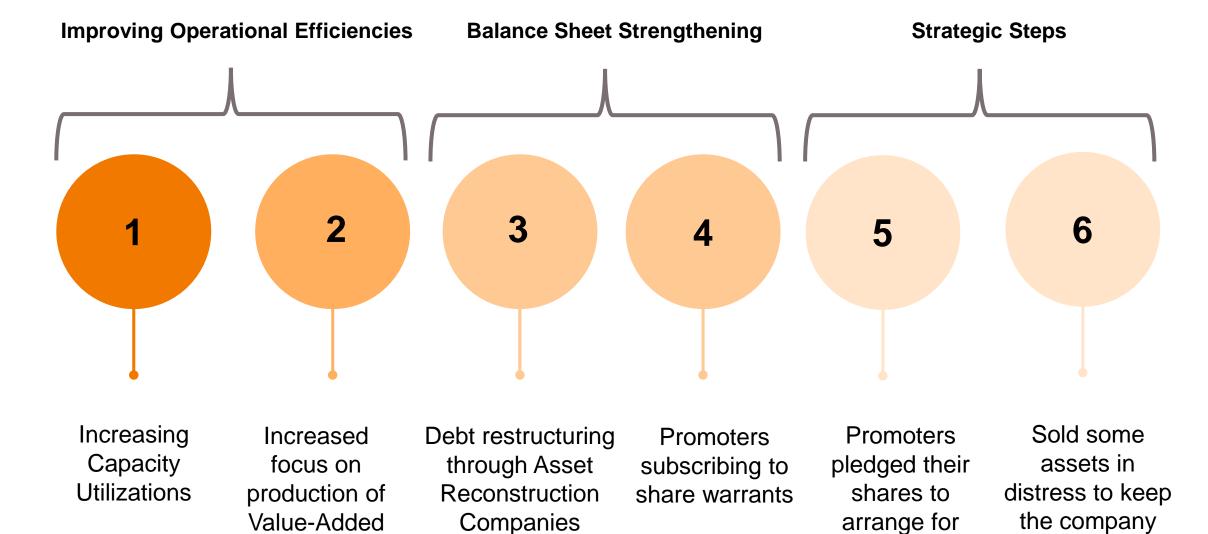
Global financial crisis, weak economic conditions, Covid & lockdowns

Resilient Promoters took the right steps to bounce back and corrected the things that went wrong!

Steps Taken to Bounce Back

Products





funds from

private parties

going concern

Where We Stand Now



Corrective action plan to ensure success...



Reduced Net Debt to Rs. 3,841 Mn as on 30th June'2024. Expectation is to be Net Debt Free in 12 Months

through internal accruals

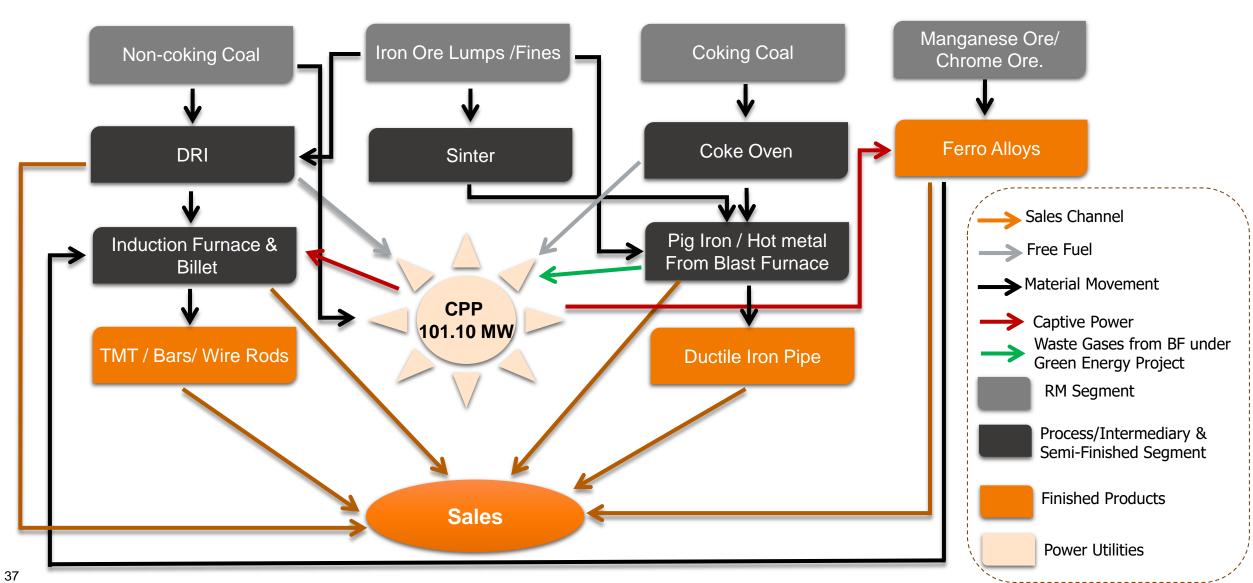
Expanding capacities Margin expansion by focusing on valueadded products

Lowest cost of Capex because of Brownfield Expansions

Improving operational efficiencies and capacity utilizations

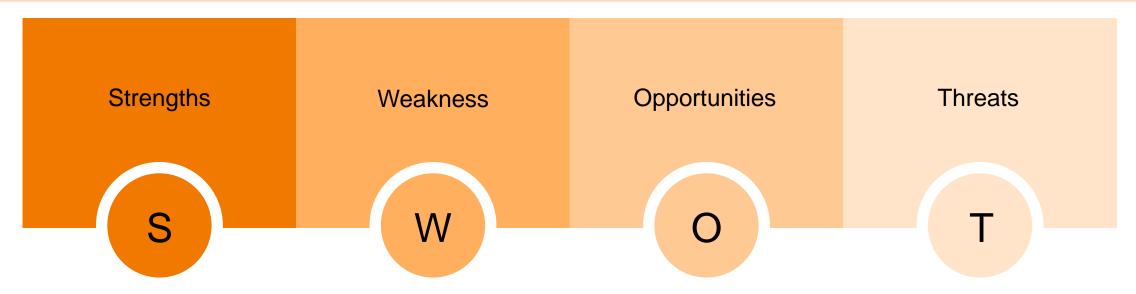
Processes





SWOT Analysis





- Fully integrated steel company
- Diversified product range
- Experienced leadership
- Lowest cost of Capex

- Weak performance in the openingpast
- Commodity price impacts o
- Strengthening of Special Grade Ferro Alloys market
- "Jal Jeevan Mission" & "Mission Amrut Sarovar" has led to great opportunities in DI Pipes segment
- Government investing heavily in infrastructure sector helping steel sector growth
- Growth plans of other industries like Railways, Logistics etc.

- Ongoing inflation
- Lingering effects of Russia's invasion of Ukraine

Board of Directors





Mr. Aditya Jajodia
Chairman & Managing
Director



Mr. Sanjiv Jajodia

Whole Time Director



Mr. Rajiv Jajodia

Executive Director



Mr. Gaurav Jajodia

Whole Time Director



Mr. Bimal Kumar Choudhary Whole Time Director



Mr. Ashim Kumar Mukherjee Independent Director



Ms. Seema Chowdhury

Independent Woman Director



Ms. Rakhi Bajoria

Independent Woman Director



Ms. Swati Bajaj

Independent Woman Director

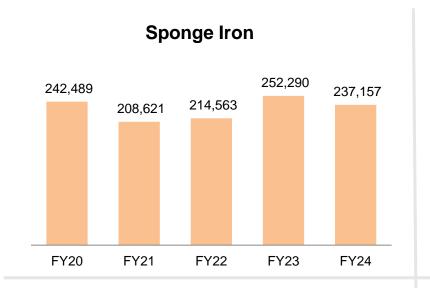


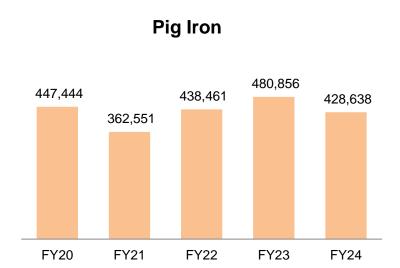
Ms. Mamta Jain

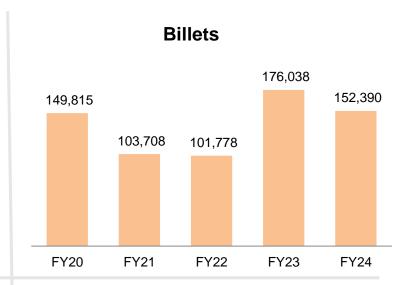
Independent Woman Director

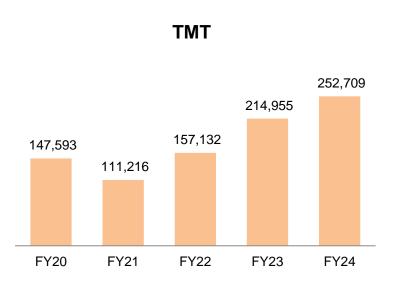
Yearly Trend | Production (1/5)

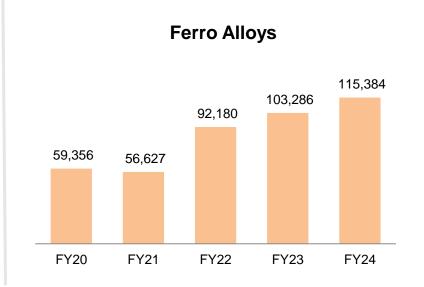


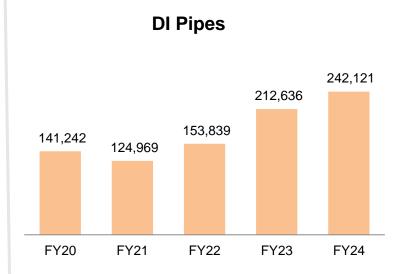






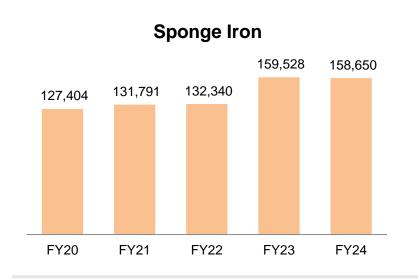


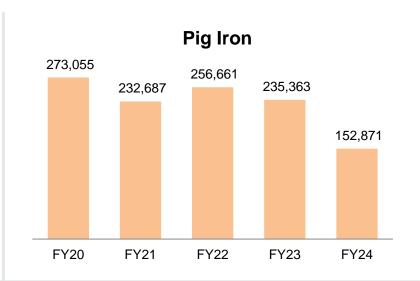


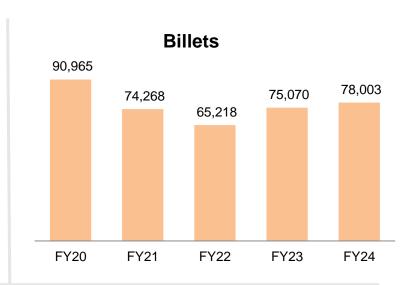


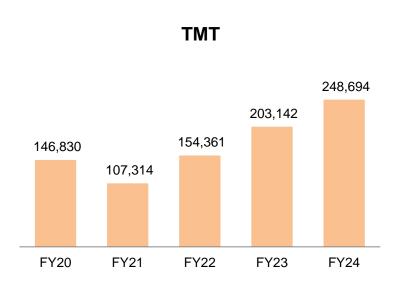
Yearly Trend | Sales (2/5)

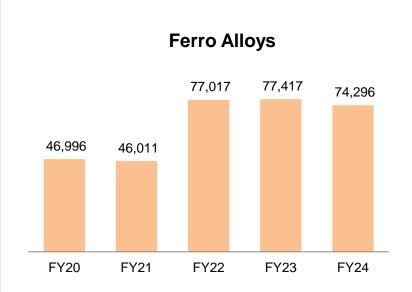


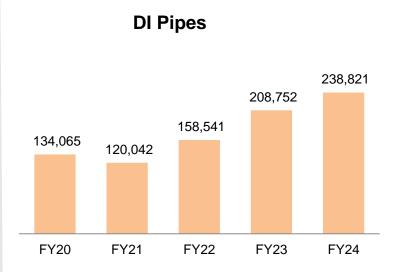






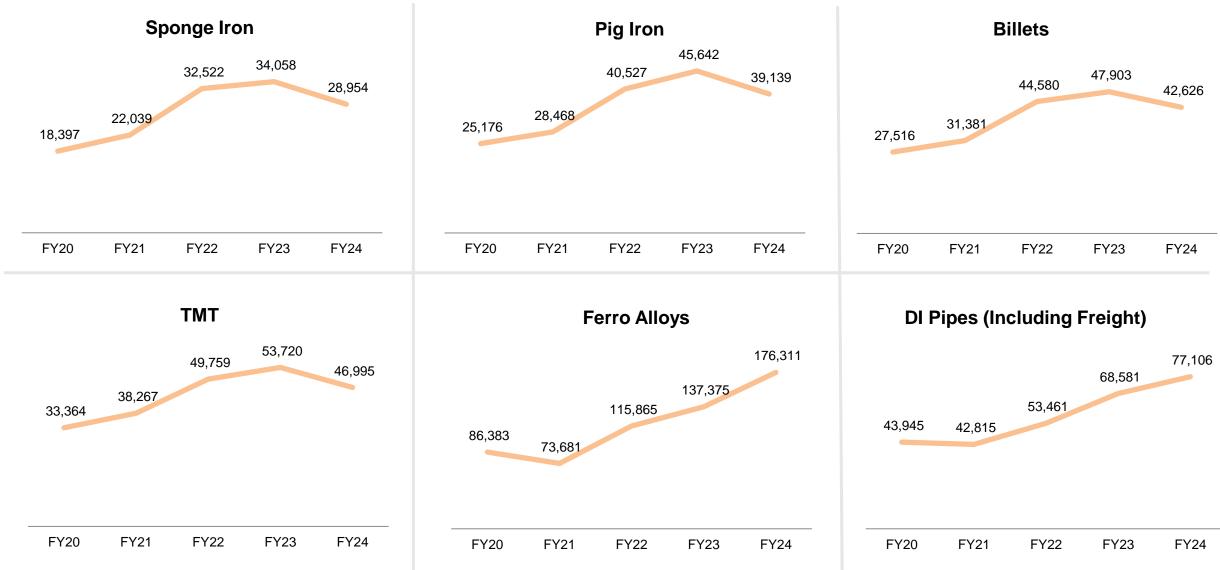






Yearly Trend | Realization (3/5)





Yearly Trend | Income Statement (4/5)



Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Revenue from Operations	64,138	61,251	46,925	27,852	29,123
Cost of Goods Sold	41,436	42,996	33,245	20,693	22,398
Employee Benefits Expense	1,543	1,288	1,089	887	900
Other Expenses	12,096	14,405	10,508	5,318	5,517
EBITDA	9,063	2,562	2,083	954	308
EBITDA Margin (%)	14%	4%	4%	3%	1%
Depreciation	856	979	913	940	968
Finance Cost	725	889	988	880	1,028
Other Income	2,151	355	299	108	602
Exceptional Items		0	0	0	-58
Profit Before Tax (PBT)	9,632	1,049	481	-758	-1,144
Tax Expense	836	471	0	0	0
Profit After Tax (PAT)	8,796	578	481	-758	-1,144
PAT Margin (%)	14%	1%	1%	-3%	-4%
EPS (Rs.)	55.8	4.5	4.4	-6.9	-11.1

Yearly Trend | Balance Sheet (5/5)



Equity & Liabilities

Assets

Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
Equity & Liabilities					
Equity					
Share Capital	1,637	1,455	1,105	1,105	1,105
Other Equity	13,405	4,106	-17,733	-18,435	-17,684
Total Equity	15,041	5,561	-16,628	-17,331	-16,579
Non-Current Liabilities -					
Long term Borrowings	3,033	6,260	5,861	5,781	6,617
Lease Liabilities	6	6	6	6	0
Other non Current Liabilities	325	292	0	0	0
Provisions	120	115	0	0	0
Total Non-Current Liabilities	3,484	6,673	5,867	5,787	6,617
Current Liabilities -					
Short Term Borrowings	1,685	2,337	25,825	28,548	28,021
Lease Liabilities	1	1	1	1	0
Trade Payables	8,705	8,990	8,187	7,503	6,904
Financial Liabilities - Others	1,951	1,931	1,852	2,188	1,868
Other Current Liabilities	2,644	4,104	4,499	3,272	2,866
Provisions	34	3	89	94	95
Total Current Liabilities	15,019	17,365	40,453	41,606	39,754
Total Equity and Liabilities	33,545	29,599	29,691	30,062	29,793

Particulars (Rs. Million)	FY24	FY23	FY22	FY21	FY20
<u>Assets</u>					
Non-Current Assets -					
Property, Plant and Equipment	13,773	11,268	11,601	11,766	12,332
Right to use assets	44	45	46	46	47
Capital Work-In-Progress	1,162	688	523	1,017	977
Intangible assets	2	3	4	2	3
Loans	0	0	0	0	153
Intangible Assets under					
development	0			2	
Financial Assets - Investment	8	11	11	11	11
Financial Assets - Others	1,051	689	424	419	44
Deferred Tax Assets (Net)	2,075	2,909	2,909	2,909	2,909
Other Non-Current Assets	338	271	1,257	881	879
Total Non-Current Assets	18,453	15,884	16,773	17,053	17,354
Current Assets -					
Cash and Bank	910	515	221	258	228
Inventories	9,497	8,214	7,580	6,992	5,786
Trade Receivables	2,418	2,293	1,561	2,440	2,844
Short Term Loans & Advances	0	0	30	26	441
Other Financial Assets	267	292	282	266	0
Current Tax Assets (Net)	101	123	0	0	0
Other Current Assets	1,899	2,279	3,244	3,027	3,140
Total Current Assets	15,092	13,715	12,918	13,009	12,438
Total Assets	33,545	29,599	29,691	30,062	29,793

CSR Activities – Serving Society through Industry







World Environment Day Celebration

Tree Plantation

Free Distribution of Artificial Limbs



Use of Artificial Limb Callipers



Health Check-ups Organised

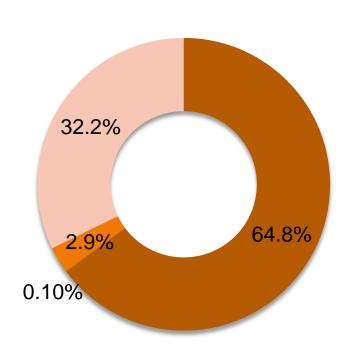


Scholarship for Young Generation

Shareholding Pattern as on 11th July'2024



Share Holding Pattern



Sr. No.	Category of Shareholders	No. of Shares Held	Holding (%)
1	Promoter & Promoter Group	11,83,04,046	64.8%
2	Public		
а	Domestic Institutions	1,52,552	0.1%
b	Foreign Portfolio Investors	52,37,564	2.9%
С	Non-Institutions	5,87,56,124	32.2%
	Total Shareholding (1+2)	18,24,50,286	100%

■ Promoter & Promoter Group

■ Domestic Institutions

■ Foreign Portfolio Investors

Public Group Non-Institutions

Source : BSE



Thank You

Investor Relations

Sana Kapoor Go India Advisors sana@GoIndiaAdvisors.com M:+91 81465 50469

Sheetal Khanduja Go India Advisors <u>sheetal@GoIndiaAdvisors.com</u> M:+91 97693 64166

Company Contact:

Mr. RK Sharma - CFO r.k.sharma@jaibalajigroup.com

Mr. Ajay Tantia – CS <u>atantia@jaibalajigroup.com</u>

Mr. Vijay Bagri – President Finance vijay.bagri@jaibalajigroup.com