



**“Jindal Saw Limited
38th Annual General Meeting”
June 20, 2023**

Management:

- Mr. Neeraj Kumar – Group Chief Executive Officer and Whole-Time Director
- Mr. Girish Sharma – Independent Director
- Ms. Shradha Jatia – Non Executive Director
- Dr. Raj Kamal Aggarwal – Independent Director
- Mr. R. N. Leekha – Independent Director
- Mr. A.K. Hazarika – Independent Director
- Mr. Sanjeev Shankar – Independent Director
- Mr. Abhiram Tayal – Independent Director
- Mr. Sunil Jain – Company Secretary, Chief Legal Officer and Chief Compliance Officer
- Mr. H. S. Chaudhary – Whole-Time Director
- Dr. Vinita Jha – Independent Director
- Mr. Narendra Mantri – Chief Financial Officer
- Mr. Vinay Gupta – President and Head of the Treasury
- Mr. Sougata Mukherjee – Statutory Auditors, M/s. Price Waterhouse, Chartered Accountants
- Mr. Kapil Banka – Internal Auditors, Deloitte
- Mr. N. K. Goel – Partner, Cost Auditors, R J Goel & Company
- Mr. S K Gupta – Managing Partner, Secretarial Auditors, S K Gupta & Company

- Moderator:** Dear shareholders, welcome to the 38th Annual General Meeting of Jindal Saw Limited. I now request Mr. Neeraj Kumar, the Group CEO and Whole-Time Director of the company, to start the proceedings of the meeting. Over to you, Neeraj sir.
- Neeraj Kumar:** Good afternoon to our Independent Directors. Good afternoon, Shradha ji. Good afternoon to all our stakeholders. A very warm welcome to all of you to our 38th Annual General Meeting. Today, Mr. P R Jindal, Ms. Sminu Jindal and Ms. Tripti Jindal would not be able to join this AGM due to their preoccupation. They are travelling and they are not in the country at this point of time. So I would seek the leave of absence for those Directors. They wanted to be there, but due to the preoccupation, they just couldn't make it. Therefore, I would request and I would propose that Girish Sharma, one of our Independent Directors, who has been with us for very long, to chair the Annual General Meeting this time. Mr. Girish Sharma is a member of the Audit Committee. He is also the member of the Stakeholders Relationship Committee and Corporate Social Responsibility Committee. So Girish ji, please accept the chair for this AGM today.
- Girish Sharma:** Thank you, Mr. Neeraj Kumar. I welcome all my colleagues, shareholders, auditors, and ladies and gentlemen to this 38th Annual General Meeting of your company. This meeting is being held through a video conferencing to ensure wider participation of the shareholders. I now request Shri Neeraj Kumar to introduce the directors of your company who are present at this meeting. Neeraj.
- Neeraj Kumar:** Thank you, sir. With your permission, I would like to extend a very warm welcome to all my Directors and let me introduce them one by one. First, Ms. Shradha Jatia. She is the second daughter of Mr. P R Jindal. She has been associated with us now for close to 10 years and has made valuable contribution to the organization. Shradha ji, good afternoon. Maybe you want to share a few words with the shareholders.
- Shradha Jatia:** Namaste, everyone. Good afternoon. Jai Hind. And it gives me immense pleasure to give away the fact that we have done exceedingly well and I feel we only see more and more achhe din ahead of us. So welcome to prosperity and let us all grow together. Namaste. Jai Hind.
- Neeraj Kumar:** Next, I would like to introduce Dr. Raj Kamal Aggarwal. He is the Independent Director and he is also the Chairperson of the Audit Committee, Nomination and Remuneration Committee and Stakeholders' Relationship Committee. Dr. Aggarwal has been the Chairperson for the Audit Committee for some time and has been making very, very valuable contribution. Dr. Aggarwal is a medical professional and he has been associated with the prestigious Sir Ganga Ram Hospital in Delhi. Dr. Aggarwal, welcome to you.
- R. K. Aggarwal:** Thank you very much. I welcome all the shareholders in the 38th Annual General Meeting and I thank all the Directors also and all the management. They are doing very well. They are managing the company very well. And thank you very much.
- Neeraj Kumar:** Next, it is my pleasure to welcome Mr. R. N Leekha. He is another Independent Director, member of the Audit Committee, member of the Nomination and Remuneration Committee and Stakeholders' Relationship Committee. Mr. Leekha, otherwise, is an industrialist and in the chemical industry, he has some valuable innovations and contributions. Welcome, Mr. Leekha.

R. N Leekha: Thank you very much. I welcome all the shareholders on the 38th Annual Meeting of the company. I thank you very much to all the Directors, those who are cooperating with all the staff of the company and promoting the company very well. Thank you.

Neeraj Kumar: Next, a warm welcome to Mr. A. K. Hazarika. He is an Independent Director. He is also a member of the Audit Committee, Nomination and Remuneration Committee and Stakeholders' Relationship Committee. Mr. Hazarika has been the Chairperson of one of the Navratnas, the oil and gas major in the country, and a professional with a very illustrious career. Mr. Hazarika has contributed a lot in all our board meetings as an Independent Director, especially focusing on the safety and other aspects. Welcome Mr. Hazarika.

A. K. Hazarika: Thank you, Mr. Neeraj Kumar, for a nice introduction. Good afternoon, everybody, my colleagues in the board of Jindal Saw and the shareholders. And I welcome all of you to the 38th Annual General Meeting of this company. This company is really doing well. Our best part is that complete transparency in corporate governance. That I must want to appreciate. Our company is doing very well under the leadership of Neeraj Kumar and the CEO and Chairman, Mr. P R Jindal. So I wish this company should do much more better in future. And with this, I congratulate the company for doing excellent performance this year at least. Thank you.

Neeraj Kumar: Thank you, Mr. Hazarika. And in fact, under the able leadership, visionary leadership of Mr. P R Jindal and all the Board of Directors, all of you have constantly guiding us and always inspiring us to do well. So the good result is actually a team effort led by Mr. Jindal, the board of directors and the KMPs of this organization. Thank you, Mr. Hazarika.

Next, I would like to introduce Mr. Sanjeev Shankar. Mr. Sanjeev Shankar is a lawyer by background. He has been a top-notch bureaucrat, served many places, contributed to the government. Now he is a philanthropist and especially in the field of medical and cancer-related patients. So we welcome him. He brings in the CSR angle to the board and was largely responsible for getting all the hospitals in and around our units with the oxygen units. So thank you, Mr. Shankar, for your contribution and bringing in the CSR focus in our board meetings.

Sanjeev Shankar: Thank you, Neeraj ji. Welcome to everyone on the 38th Annual General Meeting of Jindal Saw. I have no hesitation to give this compliment to the Group CEO and all the team members of Jindal Saw for excellent, outstanding performance of the company. Best wishes to everyone. Let's go to Neeraj. Thank you, Neeraj.

Neeraj Kumar: Next, let me introduce Mr. Abhiram Tayal, an Independent Director. And he's also an industrialist related to the iron and steel industry, a very successful, illustrious career, successful, illustrious organization, which he leads. He is an Independent Director and has made very valuable contribution to the board meetings as well as the other committees that he represents. So welcome, Mr. Abhiram Tayal.

Abhiram Tayal: I would thank Mr. Neeraj Kumar for introducing me. I welcome all my fellow directors and the shareholders. You know, the company is doing well and it is time to grow together. And all the shareholders, I would thank you for having trust in us and standing with us through thick-and-thin. Thank you very much.

Neeraj Kumar: Next, it is my pleasure to introduce Dr. Vinita Jha. She is an independent director and she is also a member of the Nomination and Remuneration Committee, Stakeholders Relationship Committee. Dr. Vinita Jha is a medical professional. She is also an HR specialist and leads the HR initiative of one of the major chains in the country related to the medical field. Dr. Jha brings in the human resource aspect to the board, has made some very valuable contributions of how to improve the HR orientation, the culture of the organization. Dr. Jha, welcome.

Vinita Jha: Thank you very much. A very warm welcome to all our shareholders to our 38th Annual General Meeting at Jindal Saw. My heartiest congratulations to chairman, Mr. Jindal, our Whole-Time Directors, our CEO, Mr. Neeraj Kumar and all our Independent Directors for the excellent performance. It is a privilege to be associated with Jindal Saw, a company that believes in upholding the highest standards of execution, implementation and corporate governance, as Mr. Hazarika mentioned. So, a very warm welcome and thank you so much for being with us today.

Neeraj Kumar: Thank you. Last, it is my pleasure to introduce my colleague, Mr. H. S. Chaudhary, who has been with this company. Just before the briefing, I got to know for 38 years. So this is a 38th Annual General Meeting and Mr. Chaudhary has been with us for 38 years. He has largely been responsible for his very important, valuable contribution in building up a whole lot of our plants all across the country. He actually has the expertise of executing a project whenever it's a large-sized project like putting up a plant. Mr. Chaudhary, thank you very much for all your contribution to Jindal Saw and welcome to the AGM.

H. S. Chaudhary: 38 in Kosi Kalan and prior to that also eight, nine years was in New Delhi. Luckily, we landed here on 17, June 1985 in Kosi Kalan. Thank you. Thank you for appreciating and I must say that the company is progressing very well and it is in right hands. Thank you. Aspect will grow more.

Neeraj Kumar: So a warm welcome and thank you to all the Directors who could make it to the Annual General Meeting. Besides our Directors, we also have Mr. Sunil Jain, our Company Secretary, Chief Legal Officer and Chief Compliance Officer. It is also my pleasure to welcome Mr. Narendra Mantri, who is our Chief Financial Officer, the CFO. Mr. Vinay Gupta, who is the President and Head of the Treasury for the entire P R Jindal Group. Our statutory auditors, M/s. Price Waterhouse, Charter Accountants, represented by Senior Partner Mr. Sougata Mukherjee, our Internal Auditors, Deloitte, represented by Mr. Kapil Banka, our Cost Auditors, R J Goel & Company, represented by Mr. N. K. Goel, Partner, the Secretarial Auditors, S K Gupta & Co., represented by Mr. S K Gupta, Managing Partner.

A very warm welcome with all this entire team. It is indeed a pleasure to bring forth the 38th Annual General Meeting. All these people have a very important role to play in making us what we are today. With this, now I seek the permission of the chairperson to proceed ahead with the proceedings of the Annual General Meeting, 38th Annual General Meeting.

Mr. Sharma, you are on mute.

Girish Sharma: Kindly go ahead, Neeraj. Am I audible now?

Neeraj Kumar: Yes. Thank you, sir. Thank you very much. Thank you. Sunil, may I request you to confirm the quorum of the meeting?

Sunil Jain: Thank you, sir. Good afternoon, ladies and gentlemen. I confirm the presence of the quorum. Therefore, with the permission of the Honorable Chairperson, the meeting is called to order.

Neeraj Kumar: Thank you, Sunil. Since Mr. P R Jindal, the Honorable Chairperson of the company, is not able to attend the meeting, may I request Sunil Jain to read Mr. Jindal's message, which is also a part of the Annual Report Chairman's Message.

Sunil Jain: Right, sir. Dear friends, it is a delight to share one of the best performance of Jindal Saw and the visibility gives us the confidence for an even better performance in the future. This has been a watershed year where the first two quarters were focused on dealing with the residual issues arising out of the after effects of the pandemic, a volatile commodity market and disruption in the supply chain management arising out of the geopolitical crisis in Eurasia.

In the second half, we transcended from the subdued performance of first half and gathered enough momentum to record one of the best performance of Jindal Saw in any financial year. The company's turnover surpassed INR15,000 crores mark for the first time and the other financial parameters are also showing signs of improvement. This was largely due to the business opportunities in the domestic and export markets, which we managed to convert into good performance in all business segments.

Recently, we completed a M&A transaction through an IBC process, wherein one of the companies in South India was successfully taken over and merged with Jindal Saw. This has resulted in the enhancement of our capacity in the ductile iron pipe segment and given us a strong foothold in South India water projects. As we all know, the government continues to stay focused on its Jal Jeevan mission, which is giving rise to a lot of opportunities and now the organization is in a unique position to cater to this important business segment across the country.

In the last few months, we have won several large prestigious contracts, both within India and abroad, primarily in large diameter saw pipe segment, which gives us clear visibility of good performance in the near future. The other business segments are also showing signs of good business opportunities, which has facilitated the company in building enough business momentum, which leads us to believe for a better performance in the near future.

The Jindal Saw and Hunting Joint Venture project is nearing completion and in the next few months, the JV will commence its operations. This would be first of its kind initiative in the premium connection of tubular products, which would give us unique positioning in the stable and growing OCTG market. Thus far, these products were being imported and now we would be able to serve the Indian market more efficiently and now we would be able to serve the Indian market more efficiently, saving the valuable foreign exchange for the country. The JV would also have an export potential and both partners are committed to create a centre of excellence with full range of products in premium connections of OCTG market.

The stainless steel pipes and tube segment business has also matured and now we are focusing on value-added segments of superior grades and precision instrumentation, tubing, etcetera, to cater to the important segment of the market. Various, small subsidiaries and associates in the related business are in the process of getting merged with the company to make a robust business

model focused on serving its customer with high-quality products. Over the years, the strategic corporate reorganization exercise has helped Jindal Saw emerge as a global major player, having the most diversified product range with enough capacities to cater to the global market, ensuring customer satisfaction.

The Indian economy has emerged as a high-growth and resilient economy, leading the economic growth among the large countries. Well-thought-out initiatives, backed up by the comprehensive implementation policies, has provided a strong platform for a sustainable growth and a path forward. Initiatives like 'Atmanirbhar Bharat' and 'Jal Jeevan Mission' are providing enough tailwind and opportunities in the market for strong players to emerge and do good business. The infrastructure spend of the government remains high, giving rise to the opportunities for organizations like ours to plan ahead and serve our valuable clients.

The Indian government seems to be conscious of the emerging geopolitical scenario and has played a proactive role to chart the path ahead for the country and build competitive resistance by focusing on key areas like supply chain, multi-modal logistics, development of key infrastructure like roads, ports, airports, industrial hubs, international finance centres, etcetera. We are very hopeful that the growth trajectory of the Indian government will continue in the near to medium term, at least as India emerges among the largest economies in the world.

At Jindal Saw, focus on building and continuous upgradation of technology-based enterprise platform, quality systems, timely and accurate MIS, regular reviews, and corrective actions continue to be the backbone of our support functions, which helps us to build a robust business model. With this, company has a growth-based resilient and sustainable business model capable of handling tough business situations along with vagaries. We would like to build on our support functions as we consolidate our leadership position. Svayam, our CSR initiative has made significant gains in creating awareness about the accessibility at public places for elderly, differently abled, and people with typical conditions.

Human resource continues to be our most valuable asset and as a company, we always invest in their growth, safety, and well-being. Training has become an important module for upgradation of their capabilities and skills. The company takes particular care to be fully compliant with the regulations and maintain high level of business ethics. We would like to express our gratitude to all the government authorities at the central, states and local levels, other stakeholders, business partners, clients, vendors, banks and financial institutions, rating agencies, and all associated with us for their continued support.

At the end, I would like to acknowledge the support and patience of our investors who have supported us through some difficult times and now I would like to assure them that we are able to see good business opportunities ahead of us and the company has all the necessary resources to continue its good performance in the days ahead.

Jai Hind. P R Jindal, Chairman, Non-Executive.

Neeraj Kumar:

Thank you, Sunil. Thank you for reading out the Chairman's message. May I request you to progress further with the other items of the agenda?

Sunil Jain:

Right, sir. Thank you very much. The certificate by the Secretarial Auditors of the company on the Employee's Benefit Scheme approved by the members under SEBI, share based employee's benefit and Sweat Equity Regulations 2021 and the Register of Directors and key managerial personnel and their shareholding that the register of contract maintained under the Companies Act 2013 are available for inspection by the members electronically if they so desire. The notice of this AGM and the annual report for the year 2022-2023 along with the reports of auditors and board having already been circulated to all the shareholders of the company. These are being taken as read with your permission.

Now I would like to inform that as per the Companies Act 2013 and SEBI Listing Obligations and Disclosures Requirement Regulations 2015 which provide for electronic voting, the company had provided to its shareholders the facility to cast their vote to remote e-voting administrated by the National Securities Depository Limited. The remote e-voting period was open from 9 a.m. on Saturday, the 17, June 2023 to 5 p.m. on Monday, 19, June 2023. The members who could not cast their votes through remote e-voting, the facility for voting at the meeting is also being provided to the members present in the meeting.

Members while participating in the proceedings of the meeting may cast their votes on NSDL e-voting website by using the login method detailed in the AGM notice. The facility of voting shall also be made available for 15 minutes after the conclusion of this meeting. Inadvertently the SMS and email sent from NSDL may send the date of e-voting as from 17, June 2023 to 19, July 2023 instead of 19, June 2023. Later the same was corrected and the revised SMS and email was sent to all the shareholders showing the correct dates of the e-voting.

Mr. Awanish Kumar Dwivedi, Practicing Company Secretary of M/s Dwivedi & Associates, Company Secretaries, New Delhi had been appointed as scrutinizer by the Board of Directors to scrutinize the vote cast at this meeting and through e-voting. Since the annual general meeting is being held through video conferencing and the resolutions may mentioned in the notice convening this AGM have already been put to vote through remote e-voting, there will be no proposing and seconding of the resolutions.

There are 21 resolutions seeking your approval as contained in the notice of this annual general meeting. I will briefly inform about these resolutions.

Resolution No. 1 is to consider and adopt audited standalone and consolidated financial statement for the year ended 31, March 2023 and the reports of directors and auditors thereon.

The Resolution No. 2 is to declare dividend on equity shares. The Board has recommended dividend of INR3 per equity shares of INR2 each this year.

Item No. 3 is to appoint Director in place of Shri Prithviraj Jindal, who retires by rotation and being eligible offers himself for reappointment.

Item No. 4 is to appoint Director in place of Ms. Shradha Jatia, who retires by rotation and being eligible offer herself for reappointment.

Item No. 5 is the reappointment of Shri Sanjeev Shankar as an Independent Director for his second term of five consecutive years.

Item No. 6 is reappointment of Shri Girish Sharma as an Independent Director for his second term of five consecutive years.

Item No. 7 is the appointment of Dr. Vinita Jha as independent director for her second term of five years.

Item No. 8 is the revision in remuneration payable to Ms. Sminu Jindal, Managing Director of the company.

Item No. 9 is appointment of Ms. Shradha Jatia as a Whole Time Director of the company for a period of five years.

Item No. 10 is the appointment of Ms. Tripti Arya as a Whole Time Director for a period of five years.

Item No. 11 is the appointment of Sri Neeraj Kumar as Group CEO and Whole Time Director for a further period of five years.

Item No. 12 is reappointment of Shri Hawa Singh Chaudhary as Whole Time Director for a period of two years.

Item No. 13 is to ratify the transactions, related party transactions with JSW Steel Limited.

Item No. 14 is approval of related party transactions with JSW Steel to be entered into during the next year and the year 2024-2025.

Item No. 15 is approval of related party transaction with JSW Steel & Power Limited for two consecutive years.

Item No. 17 is approval under Section 180 of the Companies Act to create hypothecation and mortgage of assets of the company in Favor of lenders.

Item No. 18 is ratification of remuneration to be paid to M/s R. J. Goel & Co., Cost Accountants for the year 2023-2024.

Item No. 20 is approval of issuance of debentures on private placement basis. This is enabling resolution.

Item No. 21 is approval for issuing of securities to qualified institutional buyers. This is also enabling resolution.

So this is the agenda of the meeting.

Neeraj Kumar:

Sunil, would you please read out the item number 16 once again, please? You seem to have missed.

Sunil Jain: Item No. 16 is approval of borrowings up to INR20,000 crores under the provisions of Section 180 of the Companies Act.

Neeraj Kumar: Thank you.

Sunil Jain: Now I move to Group Chief Executive Officer and Whole Time Director to proceed with the presentation on the working of the company, to you.

Neeraj Kumar: Thank you, Sunil. Swapnil, I may request you to put up the presentation and help me with the slides, please. Dear shareholders, if you see this year's performance has been a best ever performance for the company. And as stated in the Chairman's statement, we actually got the momentum in the second half, where the revenues have crossed INR15,000 crores for the first time for the standalone. The EBITDA is INR1,630 crores. The PAT is INR709 crores. In the EBITDA, if you see the balance sheet, there is a RPS income, which is an accounting entry, which is for INR197 crores, which has been excluded for the presentation so that the shareholders get a fair picture, where this RPS income which is more of an accounting entry, is not included.

Now, the core strength of Jindal Saw has always been a diversified product offering. That is by choice. A strong group backing is something that we have enjoyed and it has helped us in many ways through our businesses. Manufacturing excellence is something that we all are very proud of. In fact, our chairman, his innovation, his intervention to improve the productivity, to improve the processes, cost cutting, has something that has helped us make the company operations more efficient. Experienced management professional, again, as read out, there is a lot of value that we attach to human resources. And also, if you see in all our KMPs, as well as the other management, non-management staff, there is a continuity. People have a liking who work with us and therefore they continue to work with us along.

Diversified product offering and extensive geographical reach. We are present in the US by way of a manufacturing facility. Now we have a small presence in Europe. Abu Dhabi, we have the largest private sector investment in our industrial setup in Abu Dhabi. And India, we have multiple locations through which we make all our products. If you see now Jindal Saw, it is at a cusp. It is poised for growth. The business has started scaling up in line with all the investments, the hard effort that we have made. And India is offering a lot of market opportunities. Even the export market in our industry segment are showing good potential.

The strong presence in the water sector, which is the initiative by the government, the Jal Jeevan Mission and others, have given us a lot of business and visibility for the next few years. Now we have balanced this with the high value sectors like oil and gas, like OCTG, which is helping us improve the margins. The focus is now on margin creation through value addition, be it our stainless segment, be it going into the duplex, super duplex, or entering the exotic industries like space, nuclear, defence. We have continuously focused on maintaining a very strong balance sheet and not letting our leverage really go out of control. If you look at our long-term debt, it has been constantly on the decline, even though we continue to show very strong performance and we are committed that we will keep the debt within very reasonable levels.

We have a product range which caters to a very wide industry applications and that adds a very robust performance because then we are not dependent on the cyclicity of any one industry or any one segment. And therefore, if you see, Jindal Saw has consistently performed or continued to perform well. Obviously, we have chosen to give up the spikes that might occur whenever there is an opportunity in any segment. But in the process, having given up, we have also avoided that whenever an industry goes through a trough or a valley, we do not suffer because the other divisions are balancing.

Execution has been our hallmark, which has helped us pick up post-pandemic scale-up of our business. And we are now very encouraged seeing the order book the way it has swelled. It is much beyond a sweet spot and that gives us a visibility that in the next 12 months to 18 months, we are going to be very busy with the current order book itself.

Jindal Saw has been focused on our role in the society, which is really making an impact. Sminu Jindal, our Managing Director, she has this initiative Svayam, which is run through a charitable trust. She is very passionate about the accessibility and now she has collaborated with the government, the international agencies, and has really made an impact in the country, especially the heritage sites, the offices, and many places. She continues to work tirelessly and now Svayam has got a lot of acceptability and visibility, both in collaboration with the government and other international agencies.

After the pandemic, the Indian economy has emerged very strong. And now it looks like India is poised to become one of the major economies in the world and would have a sustainable growth. All the fundamentals of the Indian economy are indicating that now it is inevitable because of the way the whole geopolitics is shaping out, the emphasis that India is paying on Atmanirbhar Bharat, on the supply chain, now on the defence sector. So it is becoming very evident that the growth of India is inevitable because there is a holistic plan and a strategy in place which is catering to all the engines of growth.

Now, in Jindal Saw, because of our diversified product range, we have kept ourselves absolutely ready to take advantage of everything that the economy throws on us in terms of opportunities, new sectors, Make in India initiative. So we would continue to shine in an uncertain world because India offers a very large domestic market and some of the segments of where we cater in this part of the world, be it MENA region or Europe, are also offering a good opportunity. So all-in-all, both domestic as well as export market is looking very robust for us and we would continue to grow in the near future or whatever visibility we have.

Look at some numbers. Last three years post-pandemic, our revenue, CAGR of 20%, which is a standalone, EBITDA has grown at 9%. The PBT, 22%, PAT again 29%. On the EBITDA side, if you see the growth appears to be a little less compared to the revenue growth, primarily because this year or this period has also seen a very volatile commodity cycle where our raw material prices went a little out of whack. Otherwise, if you see the performance, it will give you a trend and going forward, we are hopeful that this trend would continue.

If you look at the consolidated, it gives you a similar picture. What is now important for all our shareholders to note that the number of subsidiaries have reduced. In fact, all subsidiaries now

or associates which continue to be a part of Jindal Saw consolidated balance sheet are primarily focused on pipes and tubes industry and they are in different geographical regions. All of the non-related businesses are no longer a part of the Jindal Saw consolidated results. They have been demerged or they have been taken out of and all subsidiaries, whether it is in US or Abu Dhabi, has started positively contributing to the financials and that trend is likely to continue.

Now, this is an important thing. As I was mentioning, ever-growing net worth continuously and a debt under control. So if you really look at the growth of the company and the debt, it is well within a very reasonable or a very, which is also reflected in the credit rating that we enjoy, which we have maintained for long. We continue to be focused on debt reduction. We continue to focus on lowering our input cost, bringing better business efficiencies and we are aiming for sustenance. Resilience sustenance is something that in Jindal Saw we focus a lot so that we do not have a flash in a pan kind of a performance and there is a certain amount of consistency and resilience that we are building all around us.

A similar trend as we said in performance also on the balance sheet parameters, net worth, debt, absolutely similar trend. Businesses are now getting aligned in all our subsidiaries with Jindal Saw because primarily they are all focused on the similar segments, which is our core business, the pipe and tube segment.

This is an important initiative. We have been talking about it. We are happy to let the shareholders know that within this calendar year, our Jindal-Hunting joint venture would become operational. This facility is co-located with our Nashik seamless facility, which has also been doing well. A lot of initiatives, a lot of effort have gotten with this, this combined Nashik facility of the joint venture and the seamless would cater to the important OCTG market in the country. So far, these products were imported. Now, we would be able to supply all these products from our system. Plus, we would build this as a center of excellence in this part of the world.

And therefore, not only it will save valuable foreign exchange by substituting all the imported pipes and tubes, which go in the hole when it comes to drilling of oil and gas or recovery of oil and gas, it will not only import, substitute, save value foreign exchange for us, but also create a lot of export potential because we would have a natural advantage of the cost of production. And with Hunting technology, with Hunting assistance, transfer of technology and name, we hope to make a mark in the international market as well and be among the frontline OCTG suppliers of the world. Very soon, the moment we launch, we are completely now getting ready. We are looking for a grand launch before the end of this calendar year.

I have already spoken about this, that the current order book is above our sweet spot. We are at 1.4 billion. Usually, our sweet spot is around 1 billion. When we were going through a very volatile commodity cycle, as you would see in the past two years, we had deliberately kept our order book low so that we don't get exposed to an adverse movement in the raw material prices while we have our order book intact with fixed price. We have also made a lot of effort with the government's various state level, national level governments. And we have succeeded in now introducing a price variation clause where the raw material price benchmark is also taken into consideration when our contract revenue is decided.

That gives us a little amount of comfort and a hedge against a very volatile commodity market whenever it comes next. So now we are hopeful that with this PVC clause introduced in a lot of our contracts and the commodity market kind of stabilizing, our assessment is that it would remain stable for the next few years. We have now swelled our order book. There is enough opportunity. And this gives us the confidence that indeed the coming year and the next year would be a very good performance for us. By then, obviously, a lot of other initiatives that the company has taken would come into play by way of the M&A, by way of entering new segments. So Jindal Saw seems to be very firmly now on a good growth, sustainable growth path.

Sathavahana Ispat, a very successful and landmark kind of a judgment where through NCLT, we could not only achieve a smooth takeover but in the same order, a simultaneous merger into Jindal Saw. Today, this company is one of the division of DI, the South India division of the DI for Jindal Saw is what earlier was Sathavahana Ispat. We believe this is a strategic acquisition, a timely strategic acquisition because the water sector, as we all know, the government initiative is there. It has a strategic location. We did not have a presence in the South. And it also adds to our core capability, which will help other operations. So there is a very good fit in terms of strategic location, similarity in product range, and the inputs that can be used in other facilities as well.

So this plant is already operating now and operating very well. We expect that, it would make a good contribution to the financial results of the company during the current year. So the entire M&A process is complete. It is operating as a division. The order book is there. Performance is there. And now it is business as usual for this South India division of DI for Jindal Saw Limited. So I need to thank a lot of our experts, our commercial team, the accounts team, the treasury for arranging the entire financing. So all was very well coordinated and everything happened on time. And we are hopeful that, this would make us a very strong player in the DI market in India, not only in terms of the capacity, but in terms of strategic locations in West and South, where we would be able to cater to all our valuable clients.

If you see the emphasis on value creation for stakeholders has always been there, but now, we are very happy that now, at least the market cap is beginning to look at the fundamentals of the organization on which we have been working very hard for now a few years. So if you see the market cap, there is, it looks like a breakaway. I'm sure all of you will be watching the share price. So this gives us a lot of confidence.

And I'm also happy to tell you that, still we see a lot, a long way ahead. We still have not reached a value that, we think we are capable of. We haven't reached, the shareholders have not rewarded us, has not been able to factor in on the value that we have created. We will continue to work tirelessly with a hope. And that is where this year, when we got a good result, financial result, we have increased the dividend as well. So that the shareholders also become a part of the good financial story that now Jindal Saw is all about.

Our key drivers for growth, which gives us a visibility in the near term to medium term, Make In India. We have addressing that through our joint venture, Jal Jeevan Mission, where now the SIL acquisition would add to our capacity, would add to our reach, would add to our competitiveness. The national infrastructure of pipeline has announced a lot of oil and gas, and

it is having a lot of momentum. So that again gives us an opportunity to diversify into the oil and gas sector, which typically is a slightly higher margin sector. And we are ready. We will contribute a bit in that as well.

The infrastructure spent by the Government of India, also in the key sectors like defence, now are seamless and stainless. And these products absolutely contribute directly to these. And these sectors, where there is emphasis gives rise to opportunities for which we have been gearing for some time. We have made a lot of effort to have an integrated operation, like we put a forging unit, which will now add to our connector capability. So we are putting a lot of effort to put those bits and pieces together and have a jigsaw puzzle, which is complete, robust, and caters to the entire spectrum of clients, so that, we continue with our robust XPR performance.

So this was a short presentation. Thank you all very much. I hope I have been able to give our shareholders a good glimpse on, where we stand and what lies ahead of us. I would be now happy to take a few questions from the shareholders. So Swapnil, may I request you to moderate that for us, please?

Moderator:

Thank you so much, sir. We will now take our first question from Mr. O.P. Kejriwal. Mr. Kejriwal, please accept the prompt on your screen, and you can go ahead with your question. Please go ahead.

O.P. Kejriwal:

Thank you. Good afternoon, sir ji, and good afternoon to everybody attending this AGM. Myself, Om Prakash Kejriwal, your equity shareholder from Kolkata. Thank you for providing me the platform to speak something before you. Thanks to our secretarial team for helping me in registration as a speaker shareholder. Sir ji, this is my second AGM, only due to virtual. Though I am your very old shareholder, it is just an opportunity for me to attend this AGM sitting in Kolkata. If possible, please follow this virtual AGM next year also. sir ji, what a result, sir ji. What a performance.

Congratulations to all the Directors and employees for giving such a good result. Congratulations. Now we will achieve our old glory. The share price will increase to INR300-INR350 very shortly. As we said to Mr. Jindal in the last AGM. Sir ji, our December quarter result was very good. Core EPS INR8.36 and March quarter was more excellent. Core EPS INR11.16. Mind-blowing performance, sir ji. How it happened. And are you repeating such type of performance in current year also? Please share your views regarding export also? Congratulations again, sir ji. A good job must be appreciated. It is said in Bhagavad Gita also.

You increased our dividend from INR2 to INR3. 50% increase. Thank you for the same. But sir ji, this heart is asking for more. Because our standalone EPS increased from INR12.76 to INR22.33. And our pay-out is less than 14% of net profit. One more thing, our paid-up capital is only INR64 crores. And we are paying interest INR529 crores in current year. If you give any right issue in this, it will be a reward for we shareholder. Just like mini bonus. If you give right issue in 1:1 ratio and in INR50 premium, it will reduce our interest liability and our balance sheet will become more strong. And also our EPS will become more strong. Please consider this idea. This will reduce our interest liability and loan liability. And we will move through debt-free company.

Similarly, our capital is very small. In comparison, our annual revenue is more than INR15,000 crores. In that, our capital is only INR64 crores. If we increase this, there is no problem. And this will reduce our interest liability. Please consider this. And we will get more dividend. You will get more benefit because you are the majority shareholder. We are minority shareholder. You will get more benefit. Please consider this. Thank you for having AGM three months early. Thank you for keeping my request in last AGM.

Are you planning to increase your holding? This time your holding is 73.25%. I have a request. Please send a physical copy of current annual report. Last year also, I requested for sending physical copy. But I did not get till the date. Please send the physical annual report of current year. I will get a lot of help from this. In your presentation, you mentioned about Namami Ganga program. Government of India is spending INR20,000 crores. What type of benefit will we get from this program? Please tell us.

Last year also, I requested for factory visit. Make a program for factory visit so that, shareholders can see how our company is growing. We are old shareholder and I have a lot of interest. Please make this program and invite us. I got share of JITF Infralogistics Company after spin-off in 2016. What is its future prospect? Please tell us. At last, sir ji, thank you very much. We are missing Jindal ji in the company. Once in a year, there is AGM. Please request him to not miss this AGM. We feel satisfied, when we interact with him. Please tell him that, we feel happy, have met the big boss, please let him know. At last, thank you very much. Happy Rath Yatra. Thank you.

Neeraj Kumar:

Kejriwal ji, thank you very much. It is so heartening to see a shareholder, who has been with us for very long and is now at least satisfied with our performance. Also, he is hopeful and aspirational about this organization. Now Kejriwal ji, there are a lot of things that you have mentioned. I have taken note of all of these. Let me address the important ones, not necessarily in the order in which you have said it.

The annual report, yes, we have taken note. You would get a physical copy of the new annual report. It is there. But in the meantime, you can go to our website. You will find the entire annual report in the virtual form on the website. Now, one thing that I would request you to check on. You mentioned a certain percentage about the promoter holding. I am not sure, you had an accurate number. So please recheck your promoter holding number. And if you need, then write to us. Maybe our secretarial department would respond properly.

You asked a question on JITF. Let me address that quickly, even though this is an AGM for Jindal Saw. JITF is a spin-off of Jindal Saw, which was achieved through a vertical demerger, where all the unrelated businesses of Jindal Saw were put in that bucket, namely the railway, the EPC, and the waste to energy. Now, all of them are doing reasonably well. And obviously, since you are a shareholder there, more details we would be able to give you, when we are holding the AGM for JITF. But just for this, it would suffice to say that, you got the shares as a result of the vertical demerger that we did. Essentially, to spin off all the non-core businesses of Jindal Saw into a separate, and now all of them are doing well.

Your suggestion? Continue with virtual AGMs? Yes. We are also seeing the value of a virtual AGM, in terms of, larger participation, in terms of less convenience. And now, especially the way the technology has evolved, we are getting full satisfaction. I am getting very good feedback. So we will continue with this practice. Mr. P. R. Jindal was very keen on joining this, but currently, he is in a different part of the world, where it will have been post-midnight and very inconvenient for him to come in and join this. Therefore, I am definitely going to convey your best wishes to him. And if you are visiting Delhi, if Mr. Jindal is here, please write to us. We can always arrange a meeting, so that you could get a chance to spend some time with him and get his vision about Jindal Saw going forward.

You mentioned about now interest on loan. Mr. Kejriwal ji, please look at the loan portfolio carefully. There is a working capital loan and there is a term loan. The term loan of the company is at a very reasonable level. In fact, if you take the long-term debt to net worth, it is much below one, which is a sign of a very robust and a strong balance sheet. For us, for an organization like us, working capital loan or trade finance is very much a part and parcel of our operations.

Our entire operations, the trade finance almost runs on a parallel track along with our operations. And therefore, as the business scale up, the working capital utilization will go up and it will have that necessary impact on the financials. And therefore, the interest load on the P&L of the company must be looked at in light of the term loan as well as the working capital loan. I repeat, the working capital loan is part and parcel. The trade finance moves in parallel with our operations.

However, I have taken note of the small capital base that you have mentioned and trying to mobilize resources through an equity route or through a mezzanine route. But for that, Kejriwal ji, probably will have to wait for some time because at least, the market cap should be somewhere near where, we believe that, as an organization and as a shareholders, there is a win-win situation and there is a value for both.

You asked about the Namami Gange project. It's not just Namami Gange. It is a combination of all the initiatives that, now the Government of India as well as various state governments have with the emphasis on the water sector. That gives rise to a lot of opportunities for our products. If you see, Jindal Saw is the only organization in the country, where we have large diameter SAW pipes, which can be used for transmission, for linking of water bodies, for irrigation projects.

Then we have a DI pipe, which we start from 100 mm going up to 1.2 meters in diameter that can be used for distribution within the city. Essentially, it can be used for portable water. And we also have an HDPE facility, which makes smaller diameter pipes for last mile connectivity. So, any emphasis on water, any emphasis initiative, where now in an integrated manner, the water grid is being built in every state gives rise to a lot of opportunity for us. So, that is how we see the Namami Gange.

The AGM early, I hope, we would be able to repeat this performance year-on-year, because we always want the shareholders to get the dividend as early as possible. And also give them an opportunity to have such valuable interaction, where you get to know about the performance of

the company and also a road ahead. So, we would make an effort to hold AGM early year-on-year. For this, I need to thank our accounts, commercial team, very well supported by our statutory auditors, very well supported by our internal auditors. So, this team actually put in a lot of effort to make this possible. And as some Independent Directors have also mentioned, we do maintain now a very high level of corporate governance, very transparent governance.

The entire operations are on SAP. And therefore, even though, we are in multiple locations, different geographical locations, through our subsidiaries, we are able to get our financial results ready in very quick time. The auditors, I must acknowledge and compliment both internal as well as external auditors, they put in commensurate effort and the early AGM is a result of that.

Dividend you made, yes. Please stay hopeful, look for how we improve our dividend policy as we move forward. The one thing that, I have always been emphasized in Jindal Saw, we focus on maintaining consistency. We focus on making sure that, there is a robust and predictable behaviour of the company and we don't go through the spikes and the troughs in any field. So, we do want to now reward the shareholders through the dividend as well. But we also need to conserve some of our cash because we do have some expansion plans, we do have some plans, where these company funds can be put to good use and thereby reduce the burden on the term loan.

So, hopefully I have covered all your points. Last, about factory visit, we will try and see if we can organize a factory visit and then invite shareholders to showcase them, our manufacturing capabilities. So, that is something which I am sure our secretarial department has taken note of and we will try and do something about it. So, I hope now, I have answered all your questions and I must thank you once again for staying with us for very long. I am happy that now, you are happy and you would get rewarded.

You also mentioned about the majority and the minority. In fact, that is not how we look at all our shareholders. All our shareholders are valuable shareholders and the company's effort is to create value for all shareholders. So, thank you once again and hopefully, we will see you in the next AGM. Thanks. Swapnil, next question please.

Moderator:

Thank you so much, sir. We will now move to our next question. That is from Mr. Aspi Bhesania. Mr. Bhesania, you can accept the prompt on your screen and you can go ahead with your question.

Aspi Bhesania:

Sir, I am Aspi from Bombay. Thanks for giving me an opportunity to talk. Sir, this is the first time I am attending your AGM although I am a shareholder for many years. Sir, Veza had called me and I told them that, somebody from the share department should call me but nobody called. So, please ask the secretary to communicate with the shareholders. Sir, now you got 100% stake in Sathavahana Ispat. I feel this was a listed company. So, what happened to the existing shareholders? They got nothing like in other companies?

Sir, as per presentation and your explanation to my predecessor, debt has reduced. However, interest expense has increased in spite of low interest rates. So, that means, working capital loans have increased. So, you should try to reduce the dividend or at least maintain it now and try to

reduce the debt as far as possible. Sir, and Q4 and Q3 income is almost the same but PBT has increased. So what is the reason? Is it due to increase in the selling prices and is it maintainable? This margin is this maintainable?

Sir, receivables are double. Inventory has also increased. That's how the working capital has increased. So waterways logistic segment revenue has increased from INR27 crores to INR28 crores. So how much do you see in future? Sir, do we make seamless or with a joint pipes? Because we have one in Maharashtra, seamless also in Maharashtra. Sir, INR18,000 crores revenue after 38 years. So when do you expect to double it? After how many years? So I would request you to continue with the hybrid AGM even when you can have a physical AGM. So promoter holding is 63%.

Whereas there was a mistake in the figure mentioned by our predecessor. Sir, is there any proposal to increase it? Sir, expansion should be financed by way of rights issue rather than going for a QIP or only for the promoter. Sir, I would also like to meet Mr. Jindal in case he comes to Bombay, since I am from Bombay. Sir, thank you very much and all the best for the future. I hope, I can respond to your replies. The moderator should not mute me till your replies are over. Thank you, sir.

Neeraj Kumar:

Welcome. It's again a pleasure to see now one shareholder from Calcutta, one from Bombay, both having so much interest, both expressing satisfaction. Let me address some of your queries. Yes, SIL was a listed entity. Those shares have been extinguished and everything was done as per the resolution plan approved by NCLT, where those shares got extinguished. The SIL entity got merged as a division of Jindal Saw and today, it is operating as a division of Jindal Saw.

Whatever was there in the resolution plan, we could be as generous as possible. We have tried to satisfy all stakeholders in the resolution plan, which was passed by the NCLT. Now, on interest, you made a note of that, these interest rates have softened. On the contrary, because RBI has been raising the benchmark rates to contain inflation, the interest rates have actually gone up in the near past. Now, they are beginning to taper.

And you are right. Since the scale of operations have gone up, the working capital utilisation has gone up, which is reflected in an increased inventory level and increased receivable level. As I have always been maintaining, I have also said previously, trade finance for us runs on a parallel path with operations. Whenever you see the operations scaling up, there would be a commensurate increase in the working capital.

The term debt, we will continue to focus on and we will continue to reduce the way it is. I take note of the right issue that you have spoken about. Thank you for correcting the promoter holding. And you have asked a very interesting question that, INR18,000 crores on a consolidated basis, when do we expect to double? If we go as per our current plan, probably you can expect that, to happen in less than 10 years, maybe more in the five years- seven years range is what, we have to look at.

But there, it also depends on some extraneous or external factors, which is the geopolitical stability, the business environment and the way, a country continues to have its growth

momentum. But we definitely are hopeful that, we would see a continued accelerated growth for our organization, because there has been a lot of hard work and there has been a lot of effort that has gone in to build a very robust business model. And now we are beginning to see the fruits of that, margins will continue to improve. What you have seen will continue to improve.

The commodity prices have settled down in the last quarter. There was still some volatility earlier. And therefore, you have seen the margins to improve. We see there is some more headroom. And because we are making a constant effort to enter the value added segment, we should see the margins improve in the coming years.

Yes, we do have both seamless as well as welded pipes and tubes in the smaller diameter. In all three segments, which is the carbon steel, alloy steel, as well as stainless steel. In carbon steel, we make all grades, starting from the commercial, going into the boiler grades, automobiles and all of those. In alloy steel, we are into the exotic grades like 13 chrome, the CRA, others. Stainless steel, also now, we are beginning to enter the value added segment, the exotic segment like the duplex, super duplex. And finally, we wish to end up. So, we do have a full range of production capability, from small diameter, which is half a centimetre. We can go up to 16 inches, in our seamless segment. And it has a combination of largely seamless.

In the stainless welded segment, we can even make large stainless steel pipes of diameters of 48 inches and above 60 inches. So, we can cater to the entire range and our range of alloy steel, carbon steel, stainless steel, seamless and welded offers a much wider range than any of our peers, in the country. Now, with the joint venture, we would also be able to provide premium connections, which are essentially used in the OCTG, the oil and gas sector. So, we do have a very robust business, which will improve as we see, because all these things are now beginning to come together.

So, I hope I have answered all your questions. Thank you very much. Still, if you have anything left, please write to us. And I have taken note of that my secretariat department or the share department would get in touch with you and would try and help you whichever way you want. Thank you very much.

Moderator:

Thank you, sir. We will move to our next speaker shareholder, Ms. Kanika Sharma. Ms. Sharma, please unmute your audio and video. And you can go ahead with your question.

Kanika Sharma:

Good afternoon, sir. And good afternoon, everyone. Firstly, I want to congratulate you for the performance of the company. And this virtual AGM is a really great initiative taken by the company, a person like me, who's working can also attend the AGM of the company. And I have two questions. The first is, why the return on capital employed and return on equity of Jindal Saw is less than the other peer companies? My second question is the, what steps the company is taking for increase this year?

Neeraj Kumar:

Thank you, Kanika. And thank you for kind words. Now, ROE and ROCE return on equity return on capital employed are indeed one of the important benchmarks that all stakeholders, especially shareholders look at. And if you see, there has been a very comprehensive three prong plan operating in Jindal Saw, in the last few years, wherein the first thing that, we embarked on

is, corporate reorganization, corporate restructuring, where all the non-core businesses have been separated from Jindal Saw.

Second was entering value-added segments to improve the margin, essentially EBITDA margin of the operations on a sustainable basis. The third important aspect has been dealing with some of the balance sheet legacy issues. Thereby, what I mean is the loans and advances portfolio, the investments in non-related industries, in non-related. So, a combined impact of all three, because if you look at, all three have an impact on either ROE or ROCE, if your investments or if your margins or if you have businesses, which are not contributing, they all act as a drag on your organization.

So, as Jindal Saw, we have a very comprehensive three prong strategy to attend to all of these factors, which makes Jindal Saw a very robust organization. And if you really look at our ROE, ROCE trend over the last three years, it would give you a very strong, I'm not talking about a marginal improvement, but both these important business parameters have shown a very strong improvement and would continue to grow. I'm certain that, the way we are progressing, the kind of visibility that we have and the kind of plans that we have in the next one year or so, we would be able to catch up or even improve upon the ROE and ROCE benchmarks of our peers.

But more important, it's not just important to catch up or surpass, what we lay a lot of emphasis on that, we would be able to sustain that. We would make a robust and resilient business, where we will reach those, surpass those, and we will be able to sustain those. I hope, I have answered your question. Thank you.

Moderator:

Thank you, sir. We will have our next speaker shareholder, Mr. Hiranand Kotwani. Mr. Kotwani, please unmute your audio and video and please go ahead with your question.

Hiranand Kotwani:

Great pleasure to join you, respected Neeraj Kumar and other dignitaries attending this meeting. It's a great meeting. Last year, I also enjoyed this meeting. Company is doing well. Certainly, congratulations to all. But certainly, the expansion, I want to know that, the 38 year operation, still excellence yet to come. Excellence in the case of the reward to the shareholder and particularly, to the increase in the dividend. And as we are going for expansion in our enabled resolution regarding the borrowing. So, I am also joining one of the shareholder, others, slightly at a lesser premium. So, we can contribute the future growth.

Certainly, I want to know from this gentleman, how the future growth will come. And Har Ghar Jal, what is our company's program with this Har Ghar Jal program from this Prime Minister? Are we participating in that? And can the order received our organization from this Har Ghar Jal and what is allocation and what is amount, we will get? If there is any, kindly convey that our future growth and expansion. Thank you and good luck. And certainly, this visit will come and kindly invite me. I used to be unable to read the electronic. Certainly, ask for the physical. But this time, this address is quite good and I can get the whole picture of the organization. And the gentleman already given so many answers. Thank you. Good luck.

Neeraj Kumar:

Thank you, sir. Straight away to answer a few questions. I have taken note of your request for having a right issue. But as I said, we will have to time it properly based on the market cap,

based on the fund requirement of the organization. And what we believe is the best capital mix to mobilize resources. So, I have taken note of that. I am happy that, you acknowledge that now, we are paying out, dividend pay-out is more. I assure you, as we move forward, we would definitely wish to continue to share our good results, share our earnings with our shareholders.

PM Jal Jeevan Mission, we are very much a part of that growth story. In fact, we are one of the organizations, who is largely contributing to all the water grids in the major states of the country, namely, UP, Rajasthan, Madhya Pradesh, Maharashtra, Tamil Nadu, Andhra, Telangana. So, all these major states, who have embarked on the Jal Se Nal mission.

Also, there are a few related projects like the Amrit scheme. We are a contributor of pipes in a major way. One of our associates now, the EPC business of Jindal Saw, which has been spun into a separate joint venture, is also contributing. They have become one of the very strong EPC players in the water segment, and they are now building STP water pipelines. That also is adding and giving us synergistic approach.

You talked about expansion. Now, one thing that we are very sure, the expansion in Jindal Saw would always be in and around the core sector, where either we will go for value addition, backward integration, or whenever we see that the capacity is nearing our peak capacity, we may expand capacity. So, that you be rest assured that with a lot of effort, now Jindal Saw has become an organization which is very focused on the pipes and tubes in all segments.

We will continue to remain that way. In all segments, if you really see from an operation standpoint, the core competency remains the same in terms of caring for the customer, the quality, iron and steel, raw material. So, there are a lot of commonalities. And with this diversified product range, we are able to cater to different segments of the economy, and which adds to the stability. So, our expansion or any investment would continue to focus on these areas only. I hope I have answered all your questions. Thank you.

Moderator:

Thank you, sir. We will now invite Mr. Saket Kapoor, our next speaker shareholder. Mr. Kapoor, please unmute your audio and video, and please go ahead with your question. Mr. Kapoor, you can unmute. Yes, please.

Saket Kapoor:

Thank you for this opportunity. And my heartiest congratulations to the team. Definitely, the secondary team has also put up a very strong execution, a very strong performance. And I think, you know, the team is very strong. The secondary team has also put up a very strong execution, a very strong set of execution in which the AGM is being held before the completion of the first quarter of the next financial year.

So, kudos to Jain Saab and his team for putting up a commendable job, sir. So, just to reiterate a few of the points, Neeraj sir, it is really heartening to see the way in which you conduct not only the con calls, but also now the AGMs, wherein you take pain in explaining things, even the layman can have a, who takes interest in whatever you speak, can have an understanding what you are trying to convey.

So, I just put down just of the same and just allude to the point which you have earlier said, and kindly correct me wherever I have gone wrong. Sir, firstly, had Mr. P.R. Jindal being here,

attended, that would have been icing on the cake on this performance. But anyway, Shradha ma'am is here. So, firstly, I would like to congratulate her. Actually, she has walked the talk by even making an investment to the tune of more than 7 lakh shares, which she bought and she gave us, yes, sir, it's an endorsement.

You say something and there should be no difference in what you do. She was the one who bought first at 7 lakh shares at INR102 or INR105. So, that was the turning point if investors would have taken note of, which we would have also loved to see the participation, which I asked Mr. Jindal last in the last AGM. So, ma'am, first of all, thank you.

You accept that the thing you said that good days are going to come and good days are going on, in those good days, you also invested your car earnings, like we investors who are sitting here in the AGM and have been investing for a long time in this company and want to evaluate it correctly that when will we get the right value and Mr. Neeraj has set it with a pattern and shown it. It is still visible that maybe this structure is ready that we have become aggressive on a proper growth path.

We are on the way forward to strong growth ahead. So, if I could reiterate the point, Mr. Neeraj, which you have spoken earlier in the con call also. So, what we reported in the Q4 numbers are not a flash in the pan and these are on back of strong operational numbers and we can look at analyzing the same, if not less than that.

So, even if we take into account that other income component, which you spoke about, which was including the EBITDA of INR1,700 crores, INR1,800 crores, whatever the 1680 number, which you mentioned, it seems very likely that in terms of the visibility and the other booking and the raw material scenario, we are very likely to supersede that number for the year, for this financial year.

This should be the bare minimum, we should grow on that. I think so, if you look at an EBITDA number of above 22, 2500, that should be the vicinity with which the team must be working. Correct me there, sir. If you give a ballpark number also, it will give us better understanding. Since you have already spoken that we have not received the right valuation in terms of the market cap.

So, would definitely like to again, put forward my point that, so we need to be present in places, in conferences, wherein different sets of investors can look at your story. And sir, just to go back again, the presentation which was provided to us today during the AGM, which has been a ritual earlier also, has explained the things in a very elaborate manner.

So, I don't have much to speak also, in terms of asking any questions. I would request Mr. Jain to upload this presentation also, to the stock exchanges, so that they are decimated to all set of investors, whoever is interested in the Jindal Saw, that gives a much, much, much better picture of what the path going ahead is.

Sir, one point I have always felt is that in consolidation, there is one BPO that gets clubbed, the BPO revenues and the expenses. There is an outsourcing unit in U.S., whose expenses, income and expenses are debited. Correct me there if I'm speaking something which is incorrect. But I

found that in your earlier answers also, you did mention that there's some BPO part that gets clubbed.

So, if because when you look at your margins for stand-alone and the console part, the margins get diluted and get correct me there also, so you have the numbers in front of you. So, what is this BPO role in our company? And how can we eliminate the revenue and the expense line item of the BPO? I think it's the U.S. quoting part, as I mentioned during the call, I may be entirely wrong on my comment. So, correct me there.

So, for Sathavahana, you did mention that it was one of the very unique transaction, wherein at one go, we were able to do everything that you would have pursued earlier. So, now Sathavahana is a unit and no longer a subsidiary or ABCD anything else. Now, it's a unit, it's a plant, we have as we have other units. So, I would like to understand that this facility we were taking care of for the last seven, eight months.

So, I would like to understand that this will be breakeven from day one, sir. Because in last call you've informed we have done the order booking for this plant, for DI Pipe. So, taking into account, I think, and also we took a loan of INR1,000 crores, the long-term loan, once that we made to the JC Flower and other creditors.

So, I would like to understand that aspect, the contribution from day one, whether it's breakeven or it's because you have scaled up as you have told earlier. So, please do inform us on this. Sir, you mentioned about turnover double, 5 years, 7 years, whatever you have made, how will you do capex and what is the capacity augmentation in the mind of the group?

Currently, we are the largest, I think, showing the DI pipe in a single facility also and it's taken as a whole also. And other platform, I don't have much attention on it. So, the effort you have made to reflect doubling the turnover, how organic is it? In which aspect do you think we can double?

Because, one is the conversion cycle, that we convert, we don't know the prices of raw material, 5% down the range, but we know the averages. So, please explain on this point, how do you double our business in 5-7 years or 10 years? And what kind of capex do you do? Regarding steel plant, you said that the Rajasthan government is bringing some special scheme, you want to install a small mini steel plant. So, please talk about that further because they will be moving into election at the end of the year or sometime from now.

Sir, you have talked about reassurance, if we see in the valuation aspect, the underperformance the stock has exhibited and the time, the opportunity lost by the investors, who have invested in the stock, we are invested in Jindal Saw. You can imagine, in 2018 also, the price was INR175-INR180, it was up to INR195-INR200 something like that. And today, 5 years down the line, after doing all the restructuring, hard work, we are at INR235. If we calculate with simple interest, we are still losing our money.

So, taking into account, what else are you going to do to give the market the right multiples? Should the multiples be correct for our organization when we are giving an EBITDA of INR2500

crores for earnings? And you as an individual and also your KMP's, what steps do you take to get the right value?

Because when you have a welfare scheme, share appreciation trust, it keeps on selling shares. So, what is the reason for this? You have said that it has a lot of value, it will continue to have value. So, who are these employees who are in a hurry to sell these shares? And what is the setup? How have you made this trust?

And why does this trust have to sell these shares at regular interest? This is a disclosure that has been made to the stock exchange. And other than that, you have definitely told us about the finance cost that this is our raw material. But as a percentage of sales, what is going to be there going ahead?

And overall, sir, it has been a very tough journey for you at the managerial level and we as investors, as we have been at the receiving end for a very long time. So, look at our plight also in understanding at what valuations means when we look at other pipe manufacturers trading at 25-30p multiples. So, that is what the brief point I have to conclude, sir. And I hope that they would be addressed as has been already been addressed earlier also.

And Shradha madam, please do convey my regards to Jindal sir and do give him the message that definitely the organization is on the right track, but we should take seize of this opportunity. And this opportunity should not slip from the hand again, as has been the case earlier also. And we hope that the coming year should be even much, much better than what this year is.

So, sir, correct me on all facts and all words, whatever I have spoken, wherever I have gone wrong, to take this opportunity and the forum to correct me point by point so that I stand corrected here now. Thank you for the patient hearing, sir. You have been very patient always. Thank you.

Shradha Jatia: Namaste, team. May I please respond something here? Is it right, Neeraj ji?

Neeraj Kumar: No, no, Shradha ji. Yeah, exactly. I was asking Swapnil to get you on the screen, that Saket can see you. And we all acknowledge your contribution, also the signal of putting your wealth, it shows a lot of confidence. So, please go ahead.

Shradha Jatia: Saket ji, thank you very, very much. And you are such an aware shareholder that you keep watching everyone's activities. This is a matter of surprise for me because I am not like that. I buy, but I buy by seeing the performance of the company, its awareness, its enthusiasm. But I never see what the promoter is doing.

Maybe this is a new subject for me today and I will learn from it. However, I want to assure you that this is not just my hope, it is my desire and it will be my effort that this company works aggressively and its progress should be progressive. But it is not just a hopeful message, I want to assure you that our entire policy is that we run this company successfully, not just run it, but make it double and quadruple.

And we want not only the confidence of every shareholder, but also support. And I observed that its probability of increase is high, so I have invested so much and I hope to invest more in the future. And I have realized that we have lacked in supporting since 2018, but since my investment I must share here with you, I have more than doubled. So, hope that you also reap such benefits and congratulations for being such an aware investor. It will only take you a very far place. Thank you. Namaste everyone. Congratulations to all of us in achieving whatever we have achieved. Thank you very much.

Neeraj Kumar:

Now, Saket, to address some of the points that we have raised, some of them is a duplication from the previous question answer session. So, I would pick on the things which you have raised, which are new. A, SIL, as I said, yes, it would not only breakeven this year, but would make a positive contribution to the financial statement of Jindal Saw. When we end the year on 31st March, 2024. So, SIL already is operating at a high-capacity utilization and it is operating well, so it will contribute.

Second question that you talked about is the steel plant. Government of Rajasthan has given us some time, wherein now we have some time to plan a proper steel plant and put up at Bhilwara. The way things stand at present, we are still in the thinking stage. It's still in the drawing board stage. The moment we have something concrete, whether through one of the quarterly calls that we conduct or through a communication, we will reach out and we will let you know.

You also had a statement about the SAR scheme or the Share Appreciation Right scheme that we have. Now, these are managed by an independent trust, where some of our independent directors are guiding us through and through with that. What you are seeing is a marginal liquidation by some of the KMPs, because over a period of time, it keeps on vesting in them.

So that again, if you look at the larger context in terms of the overall scheme, it is something which is very marginal. And you can expect that because the KMPs, sometimes they may have their own financial requirements, namely in terms of children education, children marriage, maybe some investment plans.

And therefore, that should not be seen in any other way that some of the KMPs have this benefit, and they are using it to support their own personal aspirations in terms of investments, or to support their family in terms of maybe education of children or a marriage or a medical thing.

The other thing that you talked about is we see we doubling ourselves in the next 7 to 10 years. Capex, as I told you, would largely be in three areas, all in and around our core competency, which is the pipe and tube market. We will go for integration, so that rather than just becoming or staying a converter, we become a full value-added service.

And therefore, it would be either backward integration or forward integration in terms of value-add segment. The steel plant, whenever it comes, would again come as something that would integrate and would provide all raw material requirements for our seamless billets is what the thought is. But it would be premature for me to at this point of time talk about it, because it still is in the planning stage. So, I give you an example of backward integration.

Forward integration, the joint venture is a classic example, where we are going to get the seamless pipes from our Nashik division, and we will put premium threads on them, and they become then either a premium drill pipe or a casing pipe. Likewise, in other segments also, for example, in DI, we have come up with double chamber pipes, and many countries have actually granted us patent on that.

So, double chamber pipes is again a new segment where the hilly terrain or when you go for a trenchless application, the double chamber pipes can become very handy. In stainless, now we are getting into the instrumentation segment, which is a very narrow tube and has some very specialist applications. So, all capex that we see would all be centred around it.

And the doubling of the financials for the company would happen as a combination of capacity expansion as a function of or as a result of the expansion of capacity, entering into new and related value-added segments, I mentioned some of them, and backward and forward integration to bring in more value within the company's fold. So, that's how we will try and achieve this.

You have talked about the finance cost. As I told you, the finance cost dynamics I have already explained. We hope that as the inflation for the country comes under control, as the RBI lowers the benchmark rates, our financial cost as a percentage of turnover or as a percentage of EBITDA should improve. But now also, if you look at Saket and do a proper analysis, it is not something which is out of the bag.

We are not a zero-debt company because, as I have explained earlier also, in a zero-debt company, the reward to the shareholder is not at the most optimal level. You must have an optimal level of debt because the return expectation on an equity and what we pay as a weighted average cost of capital, there is always a differential where the equity shareholder expects a higher return than normally what we pay, maintaining our credit rating on our debt instrument.

So, becoming a zero-debt company is something that we believe is not one of the most efficient way of rewarding, as long as we have a robust business model. See, I am not commenting on some of the peers who have gone for zero debt, primarily because they are a lot more exposed to the vagaries of the movements in the market because they go to the peak and then they get into the valley as well.

And therefore, having a capital structure where there is no debt kind of keeps them safe in that kind of a scenario. But since consciously we are making a business model which is very robust, where the chances of such peaks and valleys are very low, having a reasonable amount of long-term debt, which is with a proper door to door repayment profile, so that your cash flow doesn't get constrained too much, would actually be in the interest of the shareholders, because then relatively your return on equity will be higher.

And how to reward our shareholders who have been with us, this is an effort that we continuously are making. As I would repeat, as I always say that we always do the good work to build the fundamentals of the business, fundamentals of the organization. And then we expect the shareholders to realize that value and get reflected in the multiples that are giving us the right kind of valuation.

We believe that indeed now the shareholders have started looking at us closely, but still there is some way to go. And already some of the initial shareholders, while they were asking questions, have given us some hope that yes, the market is looking at that the market cap, there is a lot of potential still left and we have a road ahead to go. So I hope I have addressed all your questions. Thank you very much.

Moderator: Thank you so much, sir. We will now invite our next speaker shareholder, Mr. N.K. Aggarwal. Mr. Aggarwal, please accept the prompt on your screen. Mr. Aggarwal.

N K Aggarwal: Yes, sir, we can see you. Good afternoon, sir. I am a chartered accountant by profession and speaking from Delhi. I used to go to the balance sheets while congratulating the team Jindal Saw for the performance for the financial year 2022-23 in terms of its turnover and profitability.

I have one question to ask that while going through the known current assets of the company at the end of 31st March, '23, I observed that the loans and advances, which were in the range of INR125 crores at the end of last year, has reduced to only INR3 crores. May I know your thought process in this connection, how we manage our loans and advances to other companies?

Neeraj Kumar: Thank you, Mr. Aggarwal. And I must thank you for joining from Delhi. So now we have shareholders representing Calcutta, Mumbai and Delhi. Only the high-tech cities like Bangalore and Hyderabad are yet to join in terms of, so hopefully now we would reach out and we would have some shareholders from those cities as well, maybe Chennai.

Now with Sathavahana, I am sure shareholders from Chennai also would find us as an attractive opportunity, something that they would connect. Now, you have asked about the loans and advances. I already explained that we have a three-pronged strategy to get Jindal Saw into shape, the comprehensive reorganization, the improvement in the margin by value addition and dealing with the legacy issues.

So the loan and advance that you are referring to is one of the legacy loan which was sitting on the balance sheet of Jindal Saw in an unrelated business. That loan was to an entity which has nothing to do with the pipes and tubes. And therefore, we got that loan repaid because as I said, going forward, this process will continue and very soon, maybe in the next 12 to 18 months, we should have our balance sheet very clean where all such non-related either investments or loans and advances, etcetera would all be cleaned up, would all be repaid.

Because now the intention is to make Jindal Saw a very strong operating company listed entity with a focus on pipes and tubes for all segments. As a part of an entire comprehensive restructuring, we also have been able to create a holding entity which is now going to get registered as a CIC, the Core Investment Company.

That allows the group to make whatever investments and provide whatever support to different businesses where Jindal Saw becomes the flagship and becomes one of them. So, we do have now a very clean structure in place where the P R Jindal group would be able to pursue all of these interests without actually coming in conflict with any business or any entity.

And therefore, you can expect going forward, all these legacy loans, all these legacy issues, which are non-related to the pipes and tube segment will all get addressed. And the timeline that we see is next, maybe 12 to 18 months. Thank you.

Moderator: Thank you so much, sir. The next participant shareholder, Yashvee Kothari. We request you to please unmute your audio and video. Please go ahead with your question.

Yashvee Kothari: Thanks for the opportunity. My question was around, sir, what is breakup of domestic revenue like in from oil and gas sector and from water sector? And same, what is breakup of international business from oil and gas and water sector? And, sir, my second question is on side of what. So, how is demand in the U.S. market?

So, I was attending con call of Welspun Corp. Like they said, they're at so facilities fully booked for a one year. But when we read in news like there are a lot of news around recession in U.S. market. So, how U.S. infra is moving? How is U.S. market and what is driving our international demand? So, these two questions I have, sir.

Neeraj Kumar: Okay. Thank you for the question. A, you have asked for certain revenue breakups into domestic segment and export segment plus in the industries. At present, I do not have all those numbers readily available. So, we'll make sure that the secretarial department would reach out to you and would give you a breakup, because I would not like to hazard guess on the breakups and the numbers that we have asked for.

Second, I would not comment on any of our peers assessment about the situation. In U.S., as Jindal Saw, we have a coating unit where we do a job work and what we are seeing that the capacity utilization, the load is increasing. And therefore, looking at the coating job work that we do, which is relatively smaller in investment, relatively smaller in business, we are definitely seeing some traction because of maybe our strategic location because the activity in the oil and gas sector is definitely improving, even though on the overall, the U.S. economy is slated to be heading towards a recession.

But in this segment, we indeed are seeing certain growth, which is getting reflected in the functioning of the coating facility that we have as a subsidiary of Jindal Saw in India. We do not have any other manufacturing facility of pipes and tubes in U.S. as a part of the Jindal Saw consolidated results. So, that part you would have to rely on other reports.

So, I have addressed hopefully your one question, the other the breakup. As I said, since you are looking for the numbers, we would reach out to you and we will send you all of those in a follow up mail. So, thank you very much.

Moderator: Thank you so much, sir. We will have our next question from R P Tulsian.

Neeraj Kumar: Swapnil, can we make this the last one?

Moderator: Yes, sir. No problems. Mr. Tulsian, please unmute your audio and video. Please go ahead with your question.

R P Tulsian:

Mr. Neeraj, I would like to congratulate you without any formalities. You have won our hearts and broken the record. The performance and results that Jindal Saw showed, and the corporate governance that you showed in the court, in acquiring Sathavahana Steel, I would like to ask what your legal team and secretaries did to the lawyers there?

You acquired the company without any expenses, otherwise it takes years to get people's approval. Congratulations to you. The performance that you showed, your market cap was INR2,900 crores-INR2,800 crores, and it has become INR8,000 crores. That's great. I have no words to complain about my company. People say that I am afraid to praise your performance. It is such a good performance that it should not be seen. INR18,000 crores. It is amazing.

If I see your performance in the next 6-9 months, I am afraid of what will happen in June. Be ready. We have praised you a lot. Be ready for the future. Mr. Neeraj, you are a very good person in marketing. The classes that you have given, from the director to the officers, I salute you. Reason being, if there is a person like you at the top, then performance and governance will improve. This is my comment. I don't want to ask you any questions. You can give me any dividend. Every dividend is okay, if the performance is good. For us, shareholders, dividends are not important.

For us, capital appreciation is important. I don't ask you why you didn't do it earlier. Because I am talking about the future. I hope that the double turnover that you have mentioned, it is good that you do it in 3-5 years. We are hopeful. We are with you. I want to say a few things about Sathavahana Steel. Congratulations on buying. Congratulations on buying Merge Entity. Now tell me, after investing INR1,000 crores, will you be able to save in tax? Because I think, if we talk about the loss in tax, Mr. Jindal should be profiting INR300 crores-INR400 crores. I think that your tax payment is a complaint. Reduce it.

The government does not ask you to pay more tax. The government says that you should make India. And give a good performance. There is no worry about tax. If you do all the work of water and energy, in south, I think it will be a bigger task than tax. Because we all want a self-governing India. And for shareholders, it will be a big thing. When I go somewhere, and the people there say, that there is water in our house, Jindal Saw came from there, I had to go 5 km to get water. I think that will be our credibility.

And I will earn money in a minute. If someone says that, because of Jindal Saw, water has reached my house, and I had to go. I would like to say that, along with corporate governance, we need to pay attention to CSR. And I think that the way you have done the inquiry, by God, this is the first company, in which the moderator has no courage to interrupt. Because when the CEO is answering, there is no problem. And you are getting a lot of answers. I have noted down how many minutes you have given.

I said, let me interrupt. But you were very firm. You did not interrupt any shareholder for a minute. In fact, you answered their questions more. Congratulations to the entire Jindal Saw team. And after listening to Shradha madam, and after listening to her voice, the point that has been replied, I would say that the future of our company is in the hands of women. She said a

very beautiful thing. I am happy to see the performance of the company. I do not know what the promoter is doing. This is definitely the right thing. They took the right step at the right time.

And those who paid attention to their steps, have doubled their money. Now I have told you a few things. Next time, you do not have to ask too many questions. In your performance, in the presentation, sector-wise, segment-wise, as far as reporting is concerned, I am not putting any condition that you should do this. As far as possible, as far as is appropriate. And the expectation of a common shareholder from you, if you do reporting in that segment, then the shareholder will listen to you more. I liked your English.

I thought you were speaking in Hindi. But if you had put a little Hindi, it would have been better. Try it. Your Shradhaji has fulfilled this. By speaking in between. Next, I hope that you will tell me about dividend. I have no comment. You have increased the dividend by 50 days. And we will keep saying more. But we will also keep telling you. We will hold you from both sides. Interest should be less. Whether the loan is less or not, interest should be less.

Now it is your job to see how to take a loan at a low rate. Do reduce the loan. And our expectation is to do a zero-debt company. This is our expectation. How far will you go? I will give you the entire assignment for that. And you made the subsidiary profitable. You made the subsidiary profitable. And you are going to the consolation. I hope that next year you will give good news. That we have made the subsidiaries profitable. Or we have merged them. U.S. Middle East. And you said that there are multiple units in India.

And I think that in the coming time, when our market cap and turnover will increase, then our performance will be equal. I want to assure you that the performance you are giving in the last 6 months, after every 3 months, the performance is getting better and better. And your credit rating has automatically improved. There is no need to say this. I want to tell you a few things to make you happy. We can meet you once a year. So I will say that you have done a joint venture. You have said that once the production starts, you will start importing. And you will also look for the possibility of export. I hope you will be able to give some more information about this. It will be very good.

And regarding the Sathavahana Steel, I had asked you a question that will we get a concession in tax? Has the production started? What contribution will we be able to make in the coming quarters or in 2023-2024 in our existing turnover? Because it will be a milestone. If we are able to include it, then what is the scheme of depreciation and tax concession and what is the scheme of LOS? How will you handle LOS? I hope that the LOS will be over soon in the performance that you are giving. So, if you can tell me a little about this, I will be very happy.

And if you want to tell me something new, I don't want to take up much of your time. I want to talk about an NTPC.

Although you have said that there will be no adjustment. If this is the case, then it is very good. If you have time, please brief us about the situation of getting NTPC and LOS and if you can use the LOS in repayment of loan. Is it possible? And when will Sathavahana start at full capacity? After all these things, I will congratulate you again and I hope that as you have

conducted this AGM today, you will continue to conduct your company throughout the year with the same hope.

I would like to congratulate your legal team and on my behalf, we can praise and congratulate your legal team and your legal team but my personal wish is that you should give them the appropriate reward for acquiring Sathavahana Steel in the form of Certificate of Appreciation or any other way. Because when we do something like this, it improves the company. With these words, when we meet next time, I hope our market cap will be in 5 figures. Thank you very much.

Neeraj Kumar: Thank you Swapnil. Shradha ji are you still there on the screen.

Shradha Jatia: Yes.

Neeraj Kumar: Okay, so Shradha ji here is one more shareholder.

Shradha Jatia: You talked in Hindi and Hindi is our mother tongue and I am a Hindi expert not only in terms of language but also in terms of culture and in all aspects. Congratulations to you. And today's event is very auspicious not only for you all but also for us. Our share is 3% up today. 1.49% up. And Congratulations to you all. And I am very grateful for your appreciation. My only wish is that I can walk on the footsteps of my father and my father's footsteps more than that. Namaste. Jai Hind.

Neeraj Kumar: Now, Tulsian ji, just to address some of the major especially the new issues that you have raised. June quarter is likely to end. And as we have been doing, we will be back in front of you. Next quarter, I will be at the investor call. And hopefully, we will be able to again impress you with our results in the quarter. But let me just give you a word of caution. Typically, if you look at the first quarter of Jindal Saw, it's always a little subdued. Primarily because it's just over the last quarter where there is a lot of push. As most of our clients are government clients, and the budget allocation, they are in a hurry to complete.

Now, this is the beginning of the year. First quarter of the year. So, some of the government, some of the schemes, they have their budgetary constraints. But in spite of those constraints that we have, how the performance behaves, we are hopeful that next month when we come on the investor call, you would remain happy. You would be satisfied.

Second, I must take, you talked about zero debt. I have already answered why we do not prefer a zero-debt organization because actually the ROE gets adversely impacted once you become a zero debt company. So, we believe in a very modest, properly leveraged debt which we have at this point of time. It is very much less than a 1:1 ratio or it would be close to or somewhere around half. Which we believe is a good level of debt which also gets reflected in the high rating that we maintain. SIL, yes, as I have told you, I accept all the kudos and acknowledgment on behalf of our secretarial team, commercial team, legal team and the auditors.

They have done a commendable job. It was very well prepared and we had the benefit of good lawyers as well. Both people who stood in front of the judge and the people who did all the background work. So, all in all, what you saw in Sathavahana was a team effort where our

employees were involved and all the experts and other people supported us through and through. You mentioned about tax loss, yes. Now, since it has become a division of Jindal Saw, whatever is the tax loss, it would definitely impact the overall tax liability and we would get that tax shield as per the accounting standard and as per the income tax rules. So, that would come in our way for sure.

Then you talked about our income tax regime. See, we have already chosen to go in the new scheme of income tax regime which is at a lower rate of marginal interest which is 25%. Instead of getting into the hassles of going for a higher and then taking deductions, etc. because there it also becomes an administrative hassle. So, we have taken that path, we have chosen that path that we would rather like to have a stable and a much more clean tax.

We would rather have a very clean tax regime and we would have a very clean tax management system for our company so that we avoid any unnecessary litigation or we avoid any unnecessary complications. CSR, as I mentioned to you that we do have an initiative, a SWEM where Sminuji is very passionate and we do spend whatever is mandated by the company law on CSR in and around our units where you have the village panchayats, fodder scheme, school, hospital and all of those I already mentioned to you that we put oxygen plants in all the hospitals in and around post-pandemic.

So, we do spend the required amount there and we continue to make sure that we impact the community within which we have our plants in a positive way through our CSR initiative. You talked about the joint venture. See, as I told you, these joint ventures, the joint venture specializes in doing premium connections. Premium connections has specialized connections where it helps join the casings and join the pipes which actually go down the hole when it comes to oil drilling or gas drilling or recovery of oil and gas, that is where the casings are put.

So, this joint venture would help us enter that segment because already our elastic unit produces these pipes which are used for the drilling as well as the casing and this would be a unique facility, one of its kind in this part of the world. We are clear that through technology transfer bringing in the right quality benchmark, it would become a centre of excellence as per even hunting standards and you know the US organization, hunting as you know is centered in Europe, London and in US.

When they say centre of excellence, they mean a facility of a certain standard where we would be able to address all the oil and gas such requirement which is called the OCTG market across the globe but definitely India and this part of the geography where is the MENA some far east some segments in Europe where we have the cost advantage in terms of manufacturing cost plus the freight cost. So, it would give us good opportunity on both. So, I have covered most of your things.

Yes, performance. Thank you for all those nice words and I think we have a business model where such performance we would be able to sustain at least at this point of time. The order book suggests that we would be able to sustain that kind of performance. So, with that thank you all the shareholders and if there are any remaining questions from any of the shareholders

I would urge you, request you please send a mail to our secretarial department or you can even go in on our website and put your query. We assure you that we will reach out to you for sure. So, with that Swapnil, I thank you for being the moderator for the presentation as well as the Q&A session. It's a job well done as is reflected by all the appreciation that we have received from the shareholders. So, thank you very much. Sunil, may I request you now to complete the rest of the formalities as we come towards the closure of this AGM.

Sunil Jain:

Thank you, sir. The scrutinizer will prepare the consolidated report on remote e-voting and voting at the AGM and will hand over his report to the honourable chairperson or to me. The results of this AGM will be declared in due course of time and will be posted on the website of the company as well as informed to the stock exchanges. Since the business of the meeting is over, the meeting is concluded with the permission of honourable chairperson. Now, I would request Mr. Neeraj Kumar to propose a vote of thanks to the directors and shareholders for their active participation at this Annual General Meeting. Mr. Neeraj Kumar.

Neeraj Kumar

Thank you, Sunil. Thank you, all shareholders and all independent directors, statutory auditors, internal auditors, cost auditors, everybody who has been there and who has contributed in helping us put this AGM together so early in the year, within the first quarter. A big, big thank you to all of you. Thanks to all the independent directors for showing us, guiding us, giving your valuable inputs in your areas of expertise.

I would like to thank all of those and I assure on behalf of everybody, me and Shradha ji will carry back all the messages, will carry back all the good wishes that all of you have expressed towards our honourable chairman, Mr. P R Jindal. It is his guidance, vision and support, constant encouragement that has helped us come here. Still, Sunil, I believe that you would have to open the window for 15 minutes for voting, but I can always, I am also keeping a watch on the clock.

It has been two and a half hours and therefore I would formally propose a vote of thanks to all participants, all my shareholders, all the other stakeholders, directors, promoter directors. Thank you all very much and Swapnil, I hope while you now start the voting process and give that window, can leave at their at the end, I must thank Girish Sharma ji for accepting our invitation to chair the meeting for today. Girish Sharma ji, thank you very much.

Moderator:

Thank you, Neeraj sir. We will put the e-voting timer on now.