



October 22, 2026

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Rotunga Building Phiroze Jeejeebhoy Towers
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Mumbai - 400 001
Stock code: 500378

National Stock Exchange of India Limited,
Listing Department,
Exchange Plaza,
Bandra Kurla Complex
Bandra (East)
Mumbai – 400 051
Stock code: JINDALSAW

SUB.: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 – Transcript of Investor conference call on the quarterly Financial Earnings of the Company

Dear Sirs,

This is with reference to the captioned subject and further to our letters dated October 14, 2026 and October 19, 2026, please find attached the transcript of the conference call organized by the ICICI Securities Limited for analyst and investors on the Unaudited (Standalone & Consolidated) financial results (Q2FY27) of the Company for the quarter ended September 30, 2026 on Monday, October 19, 2026 at 15:00 Hrs. (IST). The same has already been uploaded on the website of the Company.

This is for your information and record please.

Thanking you,
Yours faithfully,
For JINDAL SAW LTD.,

**Sunil
Kumar
Jain**

**Sunil K. Jain
Company Secretary
FCS- 3056**

Digitally signed by Sunil Kumar Jain
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“Jindal Saw Limited
Q2 FY27 Earnings Conference Call”

October 19, 2026



MANAGEMENT: **MR. NARENDRA MANTRI – CHIEF OPERATING AND
FINANCIAL OFFICER – JINDAL SAW LIMITED
MR. VINAY KUMAR GUPTA – PRESIDENT AND HEAD
TREASURY – JINDAL SAW LIMITED
MR. RAJEEV GOYAL – SENIOR VICE PRESIDENT,
CORPORATE FINANCE – JINDAL SAW LIMITED**

MODERATOR: **MR. VIKASH SINGH – ICICI SECURITIES LIMITED**

Moderator: Ladies and gentlemen, good day, and welcome to Jindal Saw Limited's Q2 FY27 Earnings Conference Call, hosted by ICICI Securities Limited. Please note, this conference call may contain forward-looking statements about the company, which are based on the beliefs, opinions, and expectations of the company as on the date of this call. These statements are not the guarantees of the future performance and involve risks and uncertainties that are difficult to predict.

As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during this conference call, please signal an operator by pressing star then zero on your touchtone phone. Please note that this conference is being recorded.

I now hand over the conference to Mr. Vikash Singh from ICICI Securities Limited. Thank you, and over to you, sir.

Vikash Singh: Thank you, Erna. Good afternoon, everyone. A warm welcome on the Jindal Saw Q2 FY27 conference call. On behalf of ICICI Securities, I would like to thank management for giving us the opportunity. From the management side, we have with us Mr. Narendra Mantri, Chief Operating and Financial Officer; Mr. Vinay Kumar Gupta, President and Head Treasury; and Mr. Rajeev Goyal, Senior Vice President, Corporate Finance.

Without taking any much time, I'll hand over the call to the management for their opening remarks. Over to you, sir.

Vinay Kumar Gupta: Good afternoon, everyone. I am Vinay Gupta, representing Jindal Saw Limited on behalf of our management team, including Mr. Narendra Mantri, Mr. Rajeev Goyal. I'm delighted to welcome you to all to our Q2 2027 earnings conference call. Our sincere thanks goes to the team of ICICI Direct for facilitating this call also.

Now let me take you through the operational and financial performance of Jindal Saw and its key major subsidiaries for the second quarter of FY27, with a focus on the key developments that are shaping our business performance and future growth prospects.

In today's presentation, we will cover three key areas. First, the financial performance, which the board has approved on last Friday. This is for Q2 of FY27 and H1 of FY27. Second, the business scenario and outlook. And third, update on the new projects in MENA region. Through this discussion, we aim to provide you with the key perspective on our performance, business priorities, and growth opportunities going forward.

Now let me first present the high-level summary for the Q2 FY27, comparing it with the Q1 FY27 and the corresponding quarter in the previous year. During Q2 FY27, the company delivered improved top line, with gross revenue hitting INR3,881 crores, which is up by 3% on quarter-to-quarter basis, and 14% year-on-year basis. However, operational has been compressed, the EBITDA to INR265 crores, down from INR341 crores in Q1 of FY27, and INR335 crores, which was in Q2 of FY 2026.

Below the operating line, finance expenses rose to INR92 crores, which includes INR15 crores negative forex impact. Normalized finance cost to that a modest of INR77 crores. And finally, the profit after tax, PAT, came in at INR71 crores, compared to INR110 crores in Q1 of FY27, and INR80 crores in Q2 of FY26. This is net of a INR27 crores tax credit received during the quarter.

Financial performance on a standalone basis for H1 '27 and H1 of FY26: the company delivered improved top-line momentum in the first half of H1 FY27, with gross revenues rising 13% year-on-year to INR7,637 crores, up from INR6,736 crores in H1 of the previous year, which is FY26. However, operating profitability faced pressure, as EBITDA contracted to INR606 crores from INR894 crores in the similar period last year.

On a positive note, finance costs fell to INR163 crores from INR239 crores in H1 of FY26, showcasing efficient capital management despite INR depreciation against the USD. Ultimately, higher tax expense in lower operating margins impacted the bottom-line performance of the company. PBT finished at INR189 crores, down from INR412 crores, while the PAT landed at INR181 crores, compared to INR443 crores in H1 '26.

A reflection of INR8 crores tax expenses this half versus INR31 crores tax credit last year. Overall, H1 '27 has delivered a increase in the revenue and lower finance cost, although profitability remained under pressure due to lower operating earnings and couple of other things.

On consolidated basis, this is we'll now discuss Q2 versus Q1 of FY27 with Q2 FY26. On a consolidated basis, gross open income increased by FY by just a sec. Okay, on a consolidated basis, our top-line expanded by its 0.8% sequentially to INR4,523 crores from INR4,476 crores in Q1 FY27 and rose 6% year-on-year basis from INR4,264 crores in Q2 FY26.

The EBITDA slid to INR312 crores from INR420 crores in H1 in Q1 of FY27 and INR482 crores fuel in FY26. Finance expenses rose 15.7% sequentially up INR17 crores to INR125 crores from INR108 crores in Q1 FY27, although remained lower than INR153 crores which was logged in Q2 of FY26.

PBT dropped to INR14 crores after the adjustment of the joint ventures and compared to INR143 crores in the previous quarter and INR183 crores year-on-year. Profit after tax is reported at INR35 crores from INR91 crores in Q1 FY27 and INR139 crores in Q2 FY26. Notably, INR27crores tax credit caused PAT to surpass PBT by that amount. On consolidation basis, our top line continued it our top line continued on a higher side, with gross income expanding by 8% to INR8999 crores. However, severe operating margin pressures impacted overall profitability.

EBITDA declined by 37%, leading to a 5.9 percentage point contraction in EBITDA margin to 8%, while a 27.8% reduction in finance costs, down to INR234 crores, offered some relief. Pretax savings, PBT after JV share, fell 72% to INR157 crores. Finally, the operational slowdown combined with higher tax provisions, resulted in a 77% EBITDA in profit after tax.

Now, in terms of our loan profile indebtedness, as of 30th September '26, the company's standalone net debt narrowed to INR2,245 crores versus INR2,346 crores on 30th June '26. This

includes long-term debt of INR522 crores, which is the NCD subscribed by LIC and it is repayable in year '28, '29 and '30.

The net institutional debt on console basis has reduced to INR2,174 crores as compared to INR2,473 crores as at 30th June 2026. And the long-term as at 30th June '26, the long-term debt was INR532 crores only, including Abu Dhabi, US and all. Further, in June '26, CARE Ratings has affirmed CARE A1 plus for short-term debt facilities, including commercial paper, and CARE AA with outlook stable for long-term debt facilities.

Now, what is the prognosis for these results? Overall, while our revenue increased, profitability got impacted. And the major reasons for this weaker performance are as under. Ongoing geopolitical tension in West Asia have worsened due to recent escalations in Saudi Arabia, a region where we hold significant export order exposure.

The main challenge is not other order cancellation, but rather delay in shipping and revenue recognition. If these project delays delay persists, dedicated production facilities will remain underutilized and continue to drive up fixed and operational costs. Then second, the ongoing global conflict has driven up international and domestic logistics costs.

This directly impacts our operations, particularly because most of the sales contracts are structured on a delivered basis, historically. Surging raw material costs, particularly for coking coal have squeezed margins in the DI pipe business. This pressure was further compounded by lower capacity utilization due to lower execution in water pipe business as softness in domestic water business continues. This resulted in the impact on the profitability.

The Abu Dhabi DI plant is facing a combination of cost overrun, underutilization, and delivery constraints, including difficulties serving customers who cannot be reached through truck-based transportation. This resulted in lower production, sales and impact on profitability. In the seamless business.

While the API license reinstated in June '26 for our eligibility for the key orders, though immediate financial impact remained limited in Q2. The seamless pipe business is currently bidding on new orders to rebuild its order book and is witnessing the improvement in the backlog.

So now to summarize the performance for Q2, the weaker performance appears to be the result of a combination of geopolitical disruption, continued weaker demand of the offtake in domestic infra water infra segment, increased raw material prices, increased logistics costs and other cost inflationary factors and also supply chain constraints rather than a single adverse factor.

The impact is particularly visible in the ductile pipes in ductile pipes and seamless pipes businesses, where increased costs and sub-optimal capacity utilization have impacted the profitability. Now to mitigate or minimize the impact of the above risk to the businesses, company is positioning ourselves.

And we are taking couple of -- we are now highlighting couple of pointers that how we should be positioning ourselves for the Q3 or H2. The company has order book of confirmed order book

of USD1.135 billion, which approximately INR10,700 crores. And it further includes letter of intent for approximately USD575 million, which is mix of export and domestic business.

These LOIs for USD575 million, these orders are not from MENA region. And the export out of 575 constitute USD425 million approximately and this is oil and gas sector. With this and on receipt of the order, our order book will be at approximately INR16,200 crores. And the LOIs might get converted in next couple of weeks.

But the execution of these orders is likely to be from the month of February, March, because we would be receiving steel accordingly. Now, another good thing is that post the board meeting on Friday, we have received another LOI for approximately USD50 million. This is for export to South East Asia.

So, if we add this 50 million further, so this will be the our total order book would be in the vicinity of INR17,000 crores. Now, the existing job work order of approximately 6 lakh metric tons to Saudi has been delayed significantly, primarily because of the war in Middle East. While it has not blocked our working capital because it's a job work order, but it impacted the capacity utilization and revenue recognition.

Now, parties including the buyer are engaged to work out an out-of-the-box solution for transportation or logistics services. If a solution works out, then we may see the positive impact on the capacity utilization, revenue recognition in next few months' time. Now on the seamless, while the API license is reinstated in June 2026, the company is bidding for new API orders very aggressively. API business fetch you better margins. We expect the impact of the same in next quarters.

Ductile business may take some more time due to the micro and macro-economic issues. However, we expect some export orders in DI business, where we could be able to reduce concentration of business in the domestic market.

Pellet business and profitability has been impacted and may remain impacted to some extent due to increase in the diesel prices, low Fe content in the iron ore, coupled with higher stripping ratio. We have seen reduction of current assets in Q2, and we expect further reduction in the inventory and receivable amounts.

This helps us to improve our liquidity position and thereby reduce bank borrowings. We are focusing on improved capacity utilization in all facilities, overhead reduction, cost control, and deliveries. We are also keeping our eyes open on the capital allocation for capex not only in India, but also in the MENA region.

All these measures should start showing better results or demonstrate better volumes and thereby better margins. And we expect, as we have said last time also, we expect H2 to be better than H1. Now let us discuss about the MENA region. The company initiated these projects when the region -- when the MENA region was stable.

Our pipe manufacturing investments in UAE, Saudi Arabia were designed from day one to serve as permanent foundation for the region's essential energy and water ecosystem. The economic

fundamentals underpinning these projects remain entirely unchanged. Today, the project implementation is progressing well.

By manufacturing locally, we are mitigating international logistics risks, improving local content integration, which is ICV in UAE and ICTVA in Saudi, and ensuring that critical utility infrastructure continues to build without disruption.

Now let's talk a bit about our progress of our seamless pipe plant in Abu Dhabi. Jindal Saw proposed seamless pipe manufacturing project in KEZAD industrial area, Abu Dhabi, UAE is progressing to the initial development and construction phase.

The project, with a proposed capacity of 300,000 tons per annum and an estimated investment of approximately USD330 million, is intended to strengthen the company's presence in Middle East oil and gas market. By securing a developed leasehold land with existing civil infrastructure, we have accelerated our construction timeline.

Procurement of critical long-lead equipment is underway, supported by active Letter of Credit and initial cash advances. With financial closure projected in coming months, the project remains firmly on track to commence commercial operations in FY28-'29.

Jindal Saw's Abu Dhabi strategy reflects a deliberate move to establish a strong regional manufacturing hub by combining seamless steel pipes for the oil and gas sector and ductile iron pipes for water sector infrastructure.

This dual platform approach is strategically aimed at capitalizing on the Middle East long-term investments in energy security, hydrocarbon development, and water infrastructure, while strengthening customer proximity, enhancing regional market access, and creating a diversified platform for sustainable growth across the energy and water sectors.

Regarding our SAW pipe plant in Saudi Arabia, we communicated earlier also that we have established a strategic joint venture in Saudi Arabia, where Jindal Saw will hold 51% equity stake and Buhur of Kingdom of Saudi Arabia will hold 49%.

The joint venture envisages setting up two advanced pipe manufacturing facilities, helical pipes and longitudinal pipes with a capacity of 300,000 metric ton each, catering to the region's growing water infrastructure and energy requirement. The project is progressing well. Land has been secured. LCs for long-lead items has been established.

We remain focused on accelerating project execution, with interim financial closure expected on over the next few months. We recognize that prevailing geopolitical environment and heightened regional security concerns may create some near-term uncertainties around project execution, logistics, and investment timing. Nevertheless, our approach remains guided by the long-term fundamentals of Saudi Arabia's energy and water infrastructure requirements.

Beyond serving domestic demand, the facilities are strategically positioned to capitalize on emerging regional opportunities, including the potential for alternative energy transportation and export routes that reduce dependence on the Strait of Hormuz. We remain committed to a

disciplined approach to project implementation, while closely monitoring the evolving situation in MENA region.

The Jindal Saw's Middle East strategy leverages a dual platform approach to target critical investment in energy security, hydrocarbon development, and water infrastructure. The company's Abu Dhabi hub serves as a controlled high-end base for seamless pipes and ductile iron pipes, optimizing customer access.

Meanwhile, its Saudi Arab joint venture focuses on localized longitudinal and helical pipes, creating a balanced, diversified corridor positioned for the sustainable regional growth. Now let's talk very quickly about our ductile iron pipe operations in Abu Dhabi. You know like regional conflicts in MENA have disrupted operations at our Abu Dhabi facility.

The facility remains highly impacted due to the war. Due to these circumstances, and with employee safety as our top priority, operations have been reduced to meet essential demand. The sales from Abu Dhabi plant are restricted to customers in the countries which are working -- which are within the trucking range.

In this backdrop, Q2 of FY27 for Abu Dhabi, they delivered 29,000 metric ton pipes as compared to 34,000 metric ton pipes in Q1 of FY27 for the DI pipes. As of September 2026, the subsidiary holds order book valued approximately USD195 million for corresponding 177,000 ton pipes, ensuring operational visibility for next 9 to 12 months. This backlog is independent of Jindal Saw India's standalone order book of close to 17,000 including orders plus LOIs.

Now about Jindal Hunting, a joint venture with Hunting Energy Services Private Limited, Singapore, in which Jindal Saw holds controlling interest of 51%, it generated revenue of INR9.70 crores and a loss of INR1.5 crores in Q2 of FY27. This dismal performance is a result of suspension of API license, which is likely to improve in coming quarters with API license -- sorry, as API license has been reinstated.

Now the last about the litigation in Jindal ITF versus NTPC. In this legal conflict, a division bench of Delhi High Court delivered a split verdict. Consequently, Chief Justice has referred the matter to a third judge, who has now been appointed. The next hearing is scheduled for January 2027.

So this is from the presentation for today, and we now leave the floor open for to take certain question. Mr. Narendra Mantri and Mr. Rajeev Goyal are with me to address any of the questions. Thank you very much, and let's start the question-and-answer session.

Moderator:

Thank you very much. We will now begin with the question-and-answer session. The first question is from the line of Shaurya Shah from Equirus Securities Private Limited. Please go ahead.

Shaurya Shah:

Yes, thank you for taking my question. So, the first question I have is regarding the new LOIs, right? So, just wanted to know how firm are these LOIs and approximate date as to when are they expected to translate into some dispatches? And the other thing is that can these orders kind of to an extent replace the affected MENA volumes at a comparable margins?

Vinay Kumar Gupta: Can you come for the second question, then we will provide answers for the first also. Can you repeat the second question?

Shaurya Shah: Yes, the second part of the question is that the LOIs that we have received already, the 575 million of LOIs, and majority of them being outside of UAE region. So, just wanted to know whether these whether these will kind of replace the affected MENA volumes, or the delayed MENA volumes, at comparable margins?

Vinay Kumar Gupta: Okay. So, we will not talk about the margin at this point of time. Let me discuss two things which you rightly pointed out. One is that, first of all, we have now, after announcement of – after let us say receiving the additional LOI of USD50 million, so the total LOIs other than the confirmed orders are USD625 million. That's one. Out of this, 430 plus 50, let us say, USD480 million is export. And the USD430 million is in CIS countries and this USD50 million is from South East Asia.

Second point is that how confirmed we are for the sale order. So, eventually, this is a process every buyer has their own systems and all. So, we when we receive the LOI, then from there only two-three things remains pending. One is, let us say, conversion of this LOI into a firm sale order, which is a legal thing so that you negotiate the legal thing and do start doing the thing. But there is the possibilities of, let us say, not getting the order remain very, very low.

And eventually, we have already started booking steel for this these orders also. In terms of the production and dispatches, these production would start sometime in February, March, and because the LOI once we get the confirmed order in next couple of days or weeks, after that, the raw material which has been already been blocked, we expect to receive the raw material from January or February. So, effectively, these new orders production would start against the new order sometime towards the end of the year.

But having said about the MENA region order, it is a one of the largest order what we received in terms of volume, 6 lakh ton. And incidentally, that the buyer is our joint venture partner in Saudi project also. We are we are, like, we are not replacing the capacity. For some time, the capacity might not be fully utilized. What we are trying to do, we are trying to find, along with the buyer, alternative routes for transportation. So, if that works out or if the scenario in general improves, then our facilities would get booked very quickly.

Shaurya Shah: Okay, understood. Thank you for your response. The other thing I wanted to ask is that there is also some imposition of anti-dumping duty on DI pipe imports into Saudi Arabia. So, just wanted to know your exposure to Saudi region, specifically for DI pipes, and can you explain like the specific rates, if possible, as in the anti-dumping rate that could be applicable if possible, on our DI pipes exports to Saudi?

Rajeev Goyal: Yes, so basically you're right that anti-dumping duty has been imposed by Saudi Arabia government on the Indian exporters. But good thing is that since we did not export pipes from India to Saudi, so we are not into that anti-dumping duty imposition. And we are doing sale to Saudi Arabia through our Abu Dhabi subsidiary. So, this is not impacting us. However, the other manufacturers in India, the duty is being imposed on them in the range of 16% to 25% to 30%,

based on the -- their export to this region and their pricing. So, that is something which is positive for us that we are not included in the anti-dumping duty liability.

Vinay Kumar Gupta: Yes. So, to add one line here is that it will be -- it is good for our Abu Dhabi facility. Since because of the anti-dumping duty, the Indian producers, the cost of the pipe, the profitability will reduce, thereby, we can sell more pipes in Saudi Arab market from Abu Dhabi facility.

Shaurya Shah: Okay, understood. Okay. And lastly, one thing I wanted to know is that we had mentioned that we have got some initial order placements from our upcoming SAW pipe facility at Saudi. So, I do not know if you have already mentioned it, but if you could just assign some approximate number as to how much order filling has happened for this plant?

Vinay Kumar Gupta: You are talking about Saudi facility?

Shaurya Shah: Yes, correct.

Vinay Kumar Gupta: No, no. So, this is -- it is a long process. So, first of all, so as we had mentioned in this call, previous call also, we have acquired land and the land development work is going on. The plant, once it gets implemented, then it will go for inspection. After that, once the approval is received, then only we can participate in the orders. So, maybe '28, '29 is the time when we are targeting the commercial operation. Prior to that, we will not get orders for this facility.

Even though what can happen that our JV partner, he can -- maybe the moment we start the operations, because they are one of the largest EPC contractor in Saudi, maybe they can take the order, and they can download the order on the Saudi facility. But at this point of time, there is nothing. We have not secured any order. We have not we do not have manufacturing facility also there.

Shaurya Shah: Okay. Just one last question if I could push in. There was some something mentioned about a hold-up in terms of our Saudi DI pipe project in the presentation. So, just any guestimate as to when this is expected to kind of move forward? So, it will still be within the timelines, right, or will there be certain delays in terms of commissioning?

Vinay Kumar Gupta: See, that facility in any case, initially that facility was not let us say utilized, a complete, back-to-back or integrated facility. It was like kind of taking the semi-finished pipe from UAE and finishing it and doing couple of other processes in Saudi. Right now, considering the Saudi scenario, we have put on hold that venture.

It in any case was very small. And till that time we finalize, let us say, our thoughts again, so we would be serving that market from the Abu Dhabi only. So that is not that will, otherwise also, that was not adding to the top line or productivity. These were the semi-finished pipes getting finished in Saudi and being sold in the Saudi market, which we would we will continue to do from the Saudi or Abu Dhabi facility.

Shaurya Shah: Okay. Okay. Understood. Yes, these are the questions from my end. Thank you for answering.

Vinay Kumar Gupta: Thank you.

- Moderator:** Thank you. The next question is from the line of Sailesh Raja from 360 ONE Capital. Please go ahead.
- Sailesh Raja:** Yes. Thanks for the opportunity, sir. Sir, our gross profit per kg, it has declined over the past few quarters from INR51 to, you know, INR41 per kg in this current quarter, reportedly due to an unfavourable product or segment mix you were referring. So, given the current order backlog of 2.5 million tons that includes including as this LOI I am I am talking 0.5 million ton with approximately 55 percentage is exports and Abu Dhabi operations.
- So, how should we assess the quality and profitability of the order book? And over the next 12 months, what trajectory that do you expect for gross profit to improve, and what could it return to you know, when it will return to that the INR51 spread, which was reported in last year?
- Rajeev Goyal:** So, Yes, Sailesh, you are right. Because of geopolitical situation and other domestic market situation, profit margin per kg has reduced drastically, which is reflected in the numbers also. What we see that the new order booking other than the MENA region and the execution possibilities are much stronger than what we are experiencing right now in the MENA region. We are looking for better margins and our target is to again reach to that level what we were in '25. So, this is the endeavour of the company management.
- And we are seeing that from Q3 onwards, we may see some upward trend in terms of margins also because this new orders will change the product mix in the time to come. Because the majority of the orders are coming from the oil and gas sector and exports. Again, export which is executable. So, it will give the product mix, which will lead definitely to the better margins.
- So, we can expect Q3, Q4 onward that the margins will be moved towards, you know, double-digit and we are expecting and we expect that very soon this situation will be same what we were doing few quarters back.
- Sailesh Raja:** Okay. Okay. Great, sir. Sir, our effective utilization is around 67%. Our effective capacity I'm taking 2.3 million tons. So, by when do you expect that utilization will reach 80%, sir? Either in third quarter or fourth quarter?
- Rajeev Goyal:** No. So, 80% utilization and all, all depends on the execution of multiple orders. So, in the best-case scenario also, our execution level was somewhere 75%, not crossing that. We achieved the highest volume somewhere in '24-'25, when we achieved 1.8 million tons. So, what we feel that reaching to that level of execution will take time. However, improvement in the execution, we are expecting Q4 onward, definitely.
- Sailesh Raja:** Okay. Okay, okay. Sir, one question that the LOI we have received, INR6,000 crores, from non-MENA market, is this fully FOB order?
- Rajeev Goyal:** No. So, generally the trend in the export market is completely it is not FOB, it is generally a CIF, where the freight is also included. But since the current situation is more volatile, so we have taken a sufficient cushion about the pricing of all elements which is on our part. So, we have taken care in our pricing, and it is very well taken care of.

- Sailesh Raja:** Okay. So, in the same region, do we expect, in next two-three quarters more sizable orders in the same region? How strong is the current pipeline?
- Rajeev Goyal:** So, current inquiry levels are quite high and we are participating in all large inquiries. And we are hoping might be things may crystallize, but as of now, inquiry levels are high everywhere: oil and gas and water sector, especially in the export market.
- Sailesh Raja:** Okay. Okay, sir. Only last question. Sir, can you provide update on performance of key subsidiaries, particularly the US and Abu Dhabi? Could you please talk about how it has performed in terms of operating profit levels?
- Rajeev Goyal:** So, in Abu Dhabi, as Vinay-ji mentioned in his initial remarks that because of MENA region situation, the Abu Dhabi facility is operating at around 50% utilization level. And we achieved 34,000 ton in a quarter, against I think 43,000 ton. So, in that scenario, this because the situation is continuously situation is, again, worsened in this region, so we are able to maintain that run rate.
- But we are hoping because of this anti-dumping duty on Indian exporters in Saudi, we may get the benefit of it and we may increase our supplies to Saudi, which will definitely improve the execution in Abu Dhabi facilities in the coming quarters. They are Abu Dhabi facility is contributing at EBITDA level positively, though the EBITDA margins have reduced because of the underutilization of capacity.
- The US facilities which are under Jindal Saw fold, they are performing well. They are contributing positive. They are largely in job-work areas where double jointing, coating, and some helical anchor activities we are doing in various entities in US. So, these entities are contributing positive.
- Sailesh Raja:** Okay. Now, compared to last year, is there any improvement that you see, sir?
- Rajeev Goyal:** So, their performance is quite consistent. US entities' performance is quite consistent. However, there is a decline as compared to last year in Abu Dhabi facility because of Middle East situation.
- Sailesh Raja:** Yes. Okay. Thank you, sir. Thanks.
- Rajeev Goyal:** Yes.
- Moderator:** Thank you. The next question is from the line of Vipulkumar Anopchand Shah from Sumangal Investments. Please go ahead.
- Vipulkumar Shah:** Hi. So, in your presentation, you have mentioned that export volume is 41% of your total order, but value-wise, it is 28%. So, are we getting substantially reduced realization per ton in export market, or is my understanding wrong?
- Rajeev Goyal:** No. So, volumes are including the job-work order of roughly 16 lakh ton, where the volumes are high, however, this order is job-work order where only the job-work value is included. That's why in terms of value, it is 28%. However, in terms of quantities or volumes, it is high.

- Vipulkumar Shah:** So, will it not be better if you put the separate slides to the presentation so that this confusion does not. So, overall, for manufacturing export and domestic margins are almost same or is there any difference between the two?
- Rajeev Goyal:** In general, export orders are more profitable than the domestic margin in terms of water. Oil and gas, they are pretty similar.
- Vipulkumar Shah:** So, these 6 lakh tons which you are referring to is pure job-work order, that's why its margin is low?
- Rajeev Goyal:** So, it's a water pipe order. Job work is generally, basically, the raw material cost is not included, that's why the value is lower.
- Vipulkumar Shah:** Okay.
- Rajeev Goyal:** So, the raw material is being supplied by the buyer free of cost to us, and we are doing the value addition, making the pipe and selling them. So, it is only the conversion and the margins which are included in the order. That's why the value, in terms of value, it is low.
- Vipulkumar Shah:** So, I would request if competitive pressures do not forbid you, then you make some separate disclosures like these orders in the presentation.
- Rajeev Goyal:** Okay, well noted.
- Vipulkumar Shah:** Thank you, sir.
- Moderator:** Thank you. The next question is from the line of Saket Kapoor from Kapoor & Company. Please go ahead.
- Saket Kapoor:** Yes. Namaskar, sir, and thank you for the opportunity. Hope I'm audible.
- Rajeev Goyal:** Yes, you are audible, Saket.
- Saket Kapoor:** Yes. Yes, thank you. Sir, firstly, in terms of the tonnages part, how are we seeing our tonnage scheduled for H2? And what kind of volume growth are we expecting comparison to what we did for FY26 in terms of the only pipe segment?
- Rajeev Goyal:** So, in terms of pipe segment, we are expecting some betterment in terms of volume in pipe segment specifically because till H1, volumes are higher than the previous H1 figures. So, we expect that the same momentum should continue in H2. So, overall, volumes in FY'27 should be higher than FY'26 volumes.
- Saket Kapoor:** And sir, when we look at our realizations also, since the volume was up, but the realization was not commensurate to that and hence the margins were also lower. So, taking into account the existing order book, excluding the LOI one and the recently added orders, are we expecting the margin profile for the pending order book, which is to be executed for H2, also remaining in the same vicinity as was for the quarter 2?

- Rajeev Goyal:** So, in H2, we are expecting a little bit change in terms of sales mix because this quarter sales mix was all together towards water sector, which is in general a low margin. And specifically in domestic market, where now oversupply situation is there, due to which margin pressures we are experiencing. However, in the coming quarters, Q3 and Q4, we are expecting some improved volumes in oil and gas sector, which will definitely lead some better margin or margin improvement as compared to H1.
- Saket Kapoor:** And so, this EBITDA margin should have bottomed out in this 6.8 percentage level? Last year also when we had the December quarter, we had double-digit margin and margins were always closer to 10%. So, can Q3 itself see the reversal and an improvement in the margin or how should we continue in the EBITDA margin profile for H2, taking into account what H1 was?
- Rajeev Goyal:** Right now, we can comment on H2 blended because things are so volatile. We are working out certain modalities to export even the job-work order also. So, we cannot comment on exact numbers as of now, but H2 should be better than H1. That is something which we are sensing right now.
- Saket Kapoor:** Right, sir. And for the pellet segment, sir was commenting about some factors that had led to the decrease in the margin. So, can you elaborate what exactly are the troubles in the pellet segment? And I think so, some EC clearance was also pending for enhancement of the capacity. So, where are we in terms of pellet performance going ahead?
- Rajeev Goyal:** So, in pellet, as Vinay ji mentioned in his initial remarks that...
- Narendra Mantri:** Okay. Saket, in pellet, the kind of mines which we have, we have high stripping ratio and low grade of iron ore. So, because of that, our margins are under pressure now. And the depth of the mine has gone up and we are working how to enhance or maintain the margins there. As far as EC is concerned, we have the application has already been made, and we are discussing with the MoEF for getting their final approvals on whatever application which we have made.
- The EC enhancement, technically it is not there because the ROM will remain this at the same level. Because of high stripping ratio, our total overall mining quantities have increased, including the OB. But otherwise, ROM or the iron ore quantum will remain same what whatever we were doing it in last year.
- Saket Kapoor:** Ma'am, I will only conclude Ma'am, I will only conclude to what Vinay sir was addressing, if you may allow. Sir, if I may conclude?
- Rajeev Goyal:** Yes, please continue. Please.
- Narendra Mantri:** Yes. Please.
- Saket Kapoor:** Yes, sir. Sir, in terms of the pellet volumes, that are on the higher side, and what we understood that pellet being a commodity, the prices have also trended up. So, the contribution margins have also been lowered for the first half, or what is the color on that sense, sir?
- Narendra Mantri:** Okay. As far as the selling price is concerned, it is linked to the market conditions and other things. When I say that the there is a higher stripping ratio or low-grade ROM, that means the

yield of yield from the iron ore is lower. So, that result into the higher operating cost. And that is why there is a low margin. But by making the other sources of our acquisition of similar kind of material, we are trying to reach to the level of pellet generation, whatever we did in the last year.

Moderator: The next question is from the line of Parth Bhavsar from Investec India. Please go ahead.

Parth Bhavsar: Hello. Am I audible?

Vinay Kumar Gupta: Gupta: Yes. Hi, sir.

Moderator: Yes, sir, you're audible.

Parth Bhavsar: Yes. So, I had a couple of questions on demand. One is, you highlighted in the exports market, you are looking at good demand undercurrents. Wanted to know like which are these countries where ex of MENA where you are getting a good response?

Vinay Kumar Gupta: So, we have already highlighted the LOIs which we have received from CIS countries and South Asian countries. So, please allow us to give some space till the time we receive the confirmed PO. This bit sensitive, so, but these are the LOIs not from MENA region.

Parth Bhavsar: Okay, so CIS and South East Asia, right?

Vinay Kumar Gupta: Yes, USD430 million CIS, South East Asia USD50 million.

Parth Bhavsar: Got it. Perfect. And sir, just on that the domestic front, we've been hearing that there are fund releases in JJ JJM, right, Jal Jeevan Mission, where, you know, INR7,000 crores has been released. So, what is happening on the ground? Are you hearing about these releases, or are there any new workflows that are new orders that are being placed?

Vinay Kumar Gupta: Okay, so funds release is happening in gradual manner, and that is why in our presentation, we have said release or reduction in the levels of receivable and as well as inventory. So, we have seen funds getting released, but yes, albeit the -- it's slower. It's not like cleaning of the existing payable by the government. That's one.

Second thing is that for some time, the orders would not be issued under Jal Jeevan Mission scheme. It would be from the State government side. So, state will raise the funds, they are issuing the orders, they will issue the orders. So, orders are coming, but yes, it is through the State now.

Parth Bhavsar: Okay. Got it. And how positive are you on these orders? Do you think this can maybe a good chunk of your order book over the next maybe six to a one year or two-year period?

Vinay Kumar Gupta: Okay, see execution is the key at this point of time. For example, we would still have all our ductile facilities fully booked for almost one year. The challenge is not the order; the challenge is like the execution of the of the project on ground. So, because we supply majority of our pipes to EPC contractors, and EPC contractors would be doing work across the country. So, maybe they are receiving money in one or two states, they are getting the money getting delayed in few states.

So, EPC at this point of time, they are the business is not being fully implemented. So, that is where some lag impact has come and the value chain has, let's say, got impacted. It is it's likely to be reversed, likely to get improved gradually. It doesn't it will not happen overnight. But orders are there. We are fully booked for all our facilities.

Parth Bhavsar: Got it. That that was very helpful, sir. Thank you so much.

Vinay Kumar Gupta: Thank you.

Moderator: Thank you. Ladies and gentlemen, that was the last question. I would now like to hand the conference over to the management for the closing comments. Over to you, sir.

Vinay Kumar Gupta: Yes, thank you very much for all the participants. And hope that we could clarify, provide our perspective on the business and scenario in India, overseas. We are happy to take the questions. Our team is there. Mr. Rajeev Goyal is there. You can approach you can approach to them one to one. And thank you very much once again for joining this call.

Moderator: Thank you. On behalf of ICICI Securities Limited, that concludes this conference. Thank you for joining us and you may now disconnect your lines.