

# IPO Note



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***JSW Infrastructure  
Limited***

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## ABOUT COMPANY:

**JSW Infrastructure Limited ("JSW Infra") is the fastest growing port-related infrastructure company in terms of growth in installed cargo handling capacity and cargo volumes handled during Fiscal 2021 to Fiscal 2023, and the 2<sup>nd</sup> largest commercial port operator in India in terms of cargo handling capacity in Fiscal 2023. It was incorporated on April 21, 2006.**

**JSW Infra provides maritime related services including, cargo handling, storage solutions, logistics services and other value-added services to their customers, and is evolving into an end-to-end logistics solutions provider. They develop and operate ports and port terminals pursuant to Port Concessions. Their ports and port terminals typically have long concession periods ranging between 30 to 50 years.**

**Their installed cargo handling capacity in India grew at a CAGR of 15.27% from 119.23 MTPA as of March 31, 2021 to 158.43 MTPA as of March 31, 2023. During the same period, their cargo volumes handled in India grew at a CAGR of 42.76% from 45.55 MMT to 92.83 MMT.**

**The installed cargo handling capacity in India grew from 153.43 MTPA as of June 30, 2022 to 158.43 MTPA as of June 30, 2023, and the volume of cargo handled by them in India grew from 23.33 MMT for the 3 month period ended June 30, 2022 to 25.42 MMT for the 3 month period ended June 30, 2023.**

**The company also operates 2 port terminals under O&M agreements for a cargo handling capability of 41 MTPA in the UAE as of June 30, 2023.**

**JSW Infra have shown consistent financial performance over the last 3 Fiscals, with their revenue from operations, EBITDA and profit after tax having grown at a CAGR of 41.15%, 42.06% and 62.28%, respectively, from Fiscal 2021 to Fiscal 2023.**

**Their JSW Group Customers (Related Parties) are in the process of achieving expanded installed capacities at their facilities in India with JSW Steel aiming to achieve up to 37 MTPA in Fiscal 2025 from 27.7 MTPA in Fiscal 2023, and JSW Energy aiming to achieve up to 10 GW in Fiscal 2025 from 4.8 GW in Fiscal 2023.**

## ISSUE BREAK-UP

Investor	No. of Eq Shares		₹ In Cr	% of Allocation
	@Lower	@upper		
QIB	185,840,708	176,470,589	2,100	75%
NIB	37,168,141	35,294,117	420	15%
-NII 1	24,778,761	23,529,412	280	
-NII 2	12,389,380	11,764,705	140	
Retail	24,778,761	23,529,411	280	10%
<b>Total</b>	<b>247,787,610</b>	<b>235,294,117</b>	<b>2,800</b>	<b>100%</b>

NIB-1=NII Bid between ₹ 2 to 10 Lakhs

NIB-2 =NII Bid Above ₹ 10 Lakhs

**Anchor Bid on: Friday, 22<sup>nd</sup> September 2023**

**Issue opens on: Monday, 25<sup>th</sup> September 2023**

**Issue closes on: Wednesday, 27<sup>th</sup> September 2023**

<b>Issue Details</b>	<b>Fresh Issue of Eq. Shares aggregating upto ₹2,800 Cr</b>
<b>Face value:</b>	₹ 2/-
<b>Price band:</b>	₹ 113 – 119
<b>Bid Lot:</b>	126 Eq. Shares and in multiple thereof
<b>Post Issue Implied Market Cap:</b>	₹ 23,871~ - 24,990^ Cr
<b>Issue size:</b>	₹ 2,800 Cr
<b>Listing on:</b>	BSE & NSE
<b>No. of Share</b>	247,787,610 – 235,294,117 Eq. Share
<b>BRLM</b>	JM Financial, Credit Suisse, DAM Capital, HSBC Securities, ICICI Securities, Kotak Mahindra Capital, SBI Capital Markets
<b>Registrar:</b>	KFin Technologies Ltd

## INDICATIVE TIMETABLE:

Activity	On or about
Finalization of Basis of Allotment	03-10-2023
Refunds/Unblocking ASBA Fund	04-10-2023
Credit of equity shares to DP A/c	05-10-2023
Trading commences	06-10-2023

## SHAREHOLDING (APPROX. NO. OF SHARES):

Pre Issue	Post Issue~	Post Issue ^
1,864,707,450	2,112,495,060	2,100,001,567

~@Lower price Band ^@ Upper Price Band

## SHAREHOLDING PATTERN(%)

Particulars	Pre-Issue	Post-Issue
Promoters	90.91%	80.72%
Promoters Group	5.51%	4.89%
Public	0.00%	11.20%
Shares held by Employee Trust	3.58%	3.18%
<b>Total</b>	<b>100.00%</b>	<b>100.00%</b>

## MINIMUM BIDS APPLICATION:

Category	Retail Category	NII-Bid between ₹ 2 - 10 Lakhs	NII – Bid Above ₹ 10 Lakhs
Minimum Bid Lot (Shares)	126 Shares	1,764 Shares	8,442 Shares
Minimum Bid Lot Amount (₹)	₹ 14,994^	₹ 2,09,916^	₹ 10,04,598^
No. Of Applications For 1x	186,741 Applications	6,669 Applications	13,339 Applications

## BACKGROUND:

### Company and Directors

The Company was originally incorporated as 'JSW Infrastructure & Logistics Limited' on April 21, 2006. Sajjan Jindal Family Trust and Sajjan Jindal are the Promoters of the company. Currently, the Promoters hold 1,695,135,390 Equity Shares representing 90.91% of the Pre-issued, subscribed and paid-up Equity Share capital of the company.

## OBJECT OF THE ISSUE :

Objects	Amt (₹ Cr)
Prepayment or repayment, of all outstanding borrowings through investment in the wholly owned Subsidiaries, JSW Dharamtar Port Pvt Ltd and JSW Jaigarh Port Ltd	136
Financing capital expenditure requirements through investment in the wholly owned Subsidiary, JSW Jaigarh Port Ltd, for proposed expansion/upgradation works at Jaigarh Port as follows:	
• LPG Terminal Project	865.75
• Setting up an electric sub-station	59.40
• Purchase and installation of dredger	103.88
Financing capital expenditure requirements through investment in the wholly owned Subsidiary, JSW Mangalore Container Terminal Pvt Ltd, for proposed expansion at Mangalore Container Terminal	151.05
General Corporate Purposes	[ · ]
<b>Total</b>	<b>[ · ]</b>

## KEY FINANCIALS:

(₹ in Cr)

Particulars	As at Jun'30,		As at Mar' 31,		
	2023 (03)	2022 (03)	2023(12)	2022(12)	2021(12)
Share Capital	359.58	59.93	359.58	59.93	59.93
Reserves	3,946.51	3,353.68	3,635.05	3,212.19	2,831.24
Net Worth as stated	4,306.09	3,413.61	3,994.63	3,272.12	2,891.17
Revenue from Operations	878.10	819.70	3,194.74	2,273.06	1,603.57
Revenue Growth (%)	7.12%	-	40.55%	41.75%	-
EBITDA	491.48	472.41	1,798.30	1,215.11	891.13
EBITDA Margin (%)	53.52%	54.86%	53.32%	51.08%	53.10%
Profit before Tax	412.49	240.90	810.99	425.98	392.62
Net Profit for the period	322.20	192.55	749.51	330.44	284.62
Net Profit Margin (%) as stated	35.09%	22.36%	22.22%	13.89%	16.96%
EPS – Basic (₹)	1.78^	1.06^	4.12	1.82	1.62
EPS – Diluted (₹)	1.73^	1.05^	4.01	1.81	1.62
RONW (%) as stated	7.56%^	5.66%^	18.80%	10.21%	10.29%
Net Asset Value (₹) as stated	23.62	18.65	21.88	17.87	15.75
ROCE (%) as stated	5.68%	4.98%	19.49%	10.88%	8.15%

Source: RHP, \*Restated Consolidated; ^ not annualised; EBITDA Margin, Net Profit Margin calculated on total income, NAV calculated on Increased capital

## SHAREHOLDING PATTERN

Shareholders	Pre-offer		Fresh issue and Offer for sale of Shares	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoters	1,695,135,390	90.91%		1,695,135,390	80.72%
Promoters Group	102,730,410	5.51%		102,730,410	4.89%
Total for Promoter and Promoter Group	1,797,865,800	96.42%		1,797,865,800	85.61%
Public	8,520	0.00%	235,294,117	235,302,637	11.20%
Total for Public Shareholders	8,520	0.00%	235,294,117	235,302,637	11.20%
Shares held by Employee Trust	66,833,130	3.58%		66,833,130	3.18%
Total for Shares held by Employee Trust	66,833,130	3.58%		66,833,130	3.18%
Total Equity Share Capital	1,864,707,450	100.00%	235,294,117	2,100,001,567	100.00%

\* Shares at Upper Band

## BUSINESS OVERVIEW:

JSW Infrastructure Limited ("JSW Infra") is the fastest growing port-related infrastructure company in terms of growth in installed cargo handling capacity and cargo volumes handled during Fiscal 2021 to Fiscal 2023, and the 2<sup>nd</sup> largest commercial port operator in India in terms of cargo handling capacity in Fiscal 2023. Their operations have expanded from one Port Concession at Mormugao, Goa that was

acquired by the JSW Group in 2002 and commenced operations in 2004, to 9 Port Concessions as of June 30, 2023 across India, making them a diversified maritime ports company.

Their installed cargo handling capacity in India grew at a CAGR of 15.27% from 119.23 MTPA as of March 31, 2021 to 158.43 MTPA as



**BUSINESS OVERVIEW ( Cont.):**

of March 31, 2023. During the same period, their cargo volumes handled in India grew at a CAGR of 42.76% from 45.55 MMT to 92.83 MMT. Further, their installed cargo handling capacity in India grew from 153.43 MTPA as of June 30, 2022 to 158.43 MTPA as of June 30, 2023, and the volume of cargo handled by them in India grew from 23.33 MMT for the 3 month period ended June 30, 2022 to 25.42 MMT for the 3 month period ended June 30, 2023. In addition to their operations in India, they operate 2 port terminals under O&M agreements for a cargo handling capability of 41 MTPA in the UAE as of June 30, 2023.

JSW Infra provides maritime related services including, cargo handling, storage solutions, logistics services and other value-added services to their customers, and is evolving into an end-to-end logistics solutions provider. They develop and operate ports and port terminals pursuant to Port Concessions. Their ports and port terminals typically have long concession periods ranging between 30 to 50 years, providing them with long-term visibility of revenue streams. As of June 30, 2023, the capacity weighted average balance concession period of their operational ports and terminals is approximately 25 years with Jaigarh Port, one of their largest assets, having a balance concession period of 35 years.

The company has a diversified presence across India with Non-Major Ports located in Maharashtra and port terminals located at Major Ports across the industrial regions of Goa and Karnataka on the west coast, and Odisha and Tamil Nadu on the east coast. Their Port Concessions are strategically located in close proximity to their JSW Group Customers (Related Parties) and are well connected to cargo origination and consumption points. This enables them to serve the industrial hinterlands of Maharashtra, Goa, Karnataka, Tamil Nadu, Andhra Pradesh and Telangana, and mineral rich belts of Chhattisgarh, Jharkhand, and Odisha, making their ports a preferred option for their customers. In addition, they benefit from strong evacuation infrastructure at their ports and port terminals that comprises of multi-modal evacuation techniques, such as coastal movement through a dedicated fleet of mini-bulk carriers, rail, road network and conveyor systems.

Company's JSW Group Customers (Related Parties) benefits from relatively low cost of delivery for their cargo due to proximity of their Port Concessions to their facilities and customized services provided by them. They have long-term contracts with the JSW Group Customers (Related Parties), some of which have take-or-pay provisions. As of March 31, 2023, the minimum annual volume of cargo committed under such contracted take-or-pay provisions aggregated to 25.40 MMT, which represented 27.36% of the total volume of cargo handled in India in Fiscal 2023. They have been able to consistently increase the cargo handled for their JSW Group Customers (Related Parties) which grew at a CAGR of 34.38% from 34.25 MMT in Fiscal 2021 to 61.85 MMT in Fiscal 2023 and was 16.11 MMT in the 3 month period ended June 30, 2023, reflecting a high degree of stickiness.

In addition to partnering with their JSW Group Customers (Related Parties) to pursue their growth strategies, they have diversified their customer base to include third-party customers across geographies and have expanded their cargo mix by leveraging their locational advantage and maximizing asset utilization. Their efforts to expand the customer base has led to an increase in cargo handled for third-party customers in India that grew at a CAGR of 65.58% from 11.30 MMT in Fiscal

2021 to 30.98 MMT in Fiscal 2023, and by 32.29% from 7.03 MMT in the 3 month period ended June 30, 2022 to 9.30 MMT in the 3 month period ended June 30, 2023. Cargo handled for third-party customers in India as a proportion of their total cargo handled (by volume) in India increased from 24.81% in Fiscal 2021 to 33.37% in Fiscal 2023, and from 30.12% in the 3 month period ended June 30, 2022 to 36.60% in the 3 month period ended June 30, 2023.

Accordingly, their "sticky cargo", i.e., volume of cargo handled for their JSW Group Customers (Related Parties) and Long-Term Third-Party Customers, increased at a CAGR of 33.68% from 35.17 MMT in Fiscal 2021 to 62.85 MMT in Fiscal 2023, and was 16.47 MMT in the 3 month period ended June 30, 2022 and 16.37 MMT in the 3 month period ended June 30, 2023 which represented 64.40% of the total cargo handled in the 3 month period ended June 30, 2023.

The company intends to capitalize on the strong growth momentum by broadening their cargo profile, expanding geographical presence and diversifying their revenue streams. They propose to achieve this by leveraging on their experience in developing and acquiring assets across geographies and catering to diverse cargo types. They have developed 2 greenfield Non-Major Ports, 4 port terminals at Major Ports including a container terminal project in New Mangalore (Karnataka), and have acquired 3 port terminals in India. They are in the process of undertaking similar greenfield projects and are exploring selective inorganic growth opportunities to further expand their capacities, customers, service offerings and geographical footprint. To this end, the company proposes to develop a port at Jatadhar (Odisha) to cater to JSW Steel Ltd's ("JSW Steel") upcoming steel facility in Odisha.

The company is part of the JSW Group, a multinational conglomerate with an international portfolio of diversified assets across various sectors, including steel, energy, infrastructure, cement, paints, venture capital and sports. Being a member of JSW Group, they received initial cargo from their JSW Group Customers (Related Parties), which facilitated swift ramp-up of their assets and improved utilization of their capacities. They expect to continue to benefit from the growth of various businesses within the JSW Group. Their JSW Group Customers (Related Parties) are in the process of achieving expanded installed capacities at their facilities in India with JSW Steel aiming to achieve up to 37 MTPA in Fiscal 2025 from 27.7 MTPA in Fiscal 2023, and JSW Energy aiming to achieve up to 10 GW in Fiscal 2025 from 4.8 GW in Fiscal 2023. The company expect such expansions to add to the growth of cargo volumes across their

## BUSINESS OVERVIEW ( Cont.):

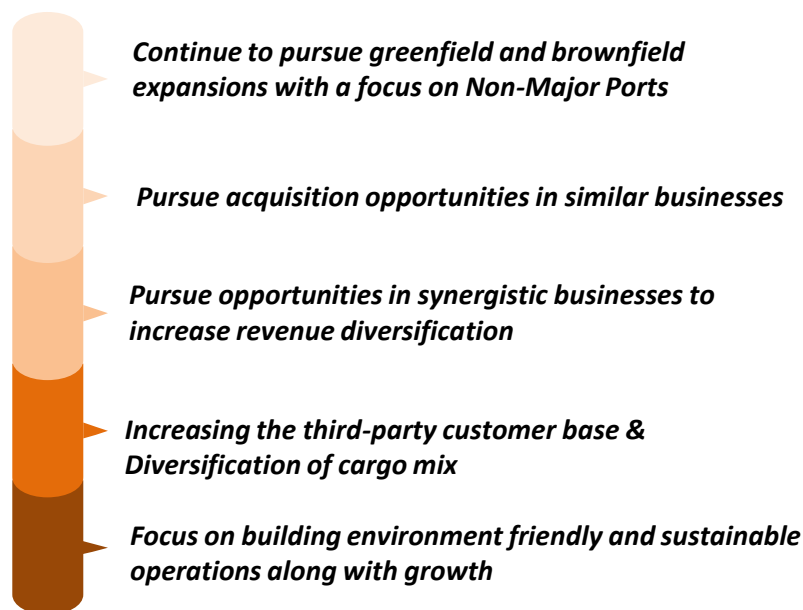
existing assets and provide a base for future growth at new locations.

JSW Infra has shown consistent financial performance over the last 3 Fiscals, with their revenue from operations, EBITDA and profit after tax having grown at a CAGR of 41.15%, 42.06% and 62.28%, respectively, from Fiscal 2021 to Fiscal 2023.

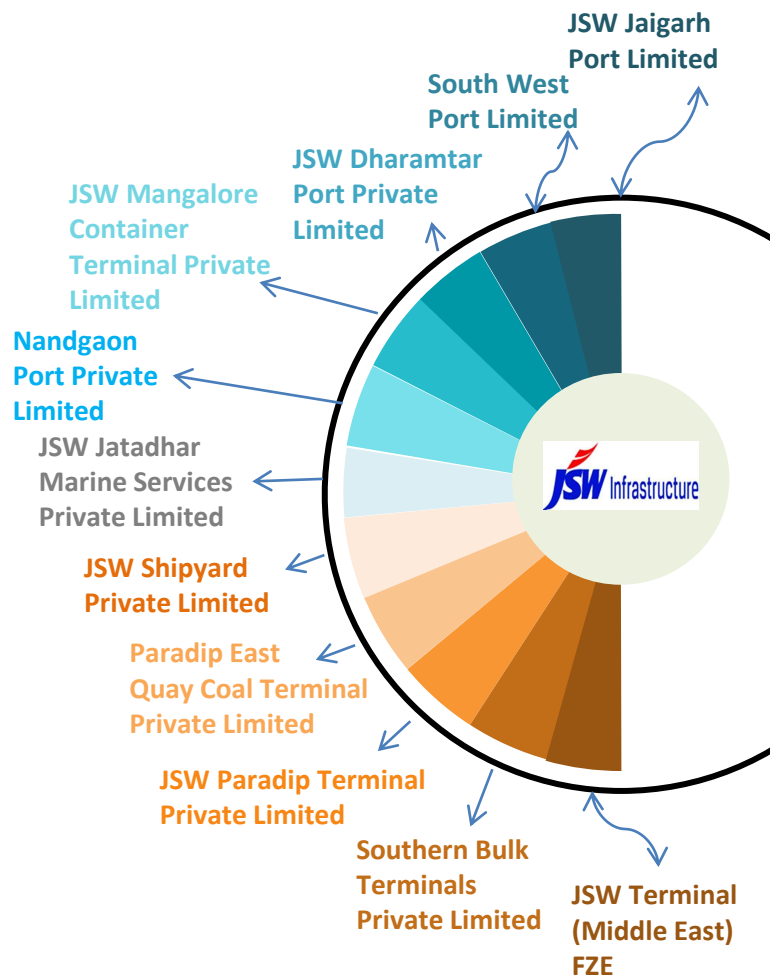
The company is led by a management team comprising professionals with extensive industry knowledge. Their Board of Directors have vast experience in infrastructure, management, architecture, and financial services, with an average experience of 20 years. The majority of their Directors and Key Managerial Personnel have also been with the JSW Group for more than 7 years, demonstrating a high degree of continuity and commitment.

The company has a strong focus on sustainability and has adopted an ESG strategy to lower their carbon footprint and implemented several ESG initiatives. In January 2022, they issued USD 40 crore, 4.95% sustainability-linked senior secured notes due in 2029 which are listed on the India International Exchange (IFSC) Limited (India INX) ("Senior Notes"). The bond features specific sustainability-linked targets such as reducing their CO2 emissions intensity by March 31, 2026 to 1.06 kgCO2e/tch, a reduction of approximately 15% in emissions from 1.25 kgCO2e/tch during the base year of Fiscal 2021. International credit rating services such as Moody's and Fitch Ratings have assigned a Ba2 Corporate Family Rating and "BB+/ Stable", respectively, to the sustainability-linked bond, and Moody's has recently upgraded the rating to "Ba2/ Positive".

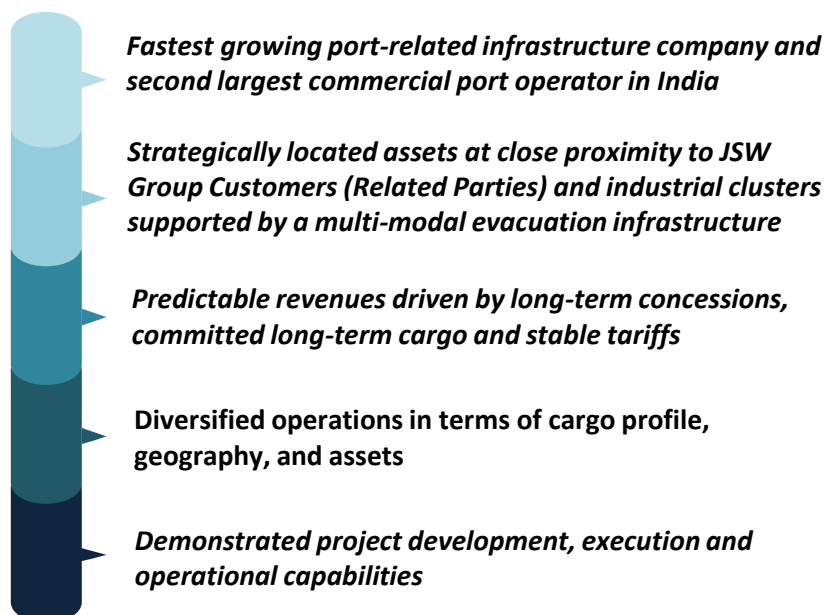
## KEY BUSINESS STRATEGIES



## SUBSIDIARIES:



## COMPETITIVE STRATEGIES:



## CAPACITY AND UTILIZATION

The information on the installed capacities, actual volume of cargo handled in India and capacity utilization at their Port Concessions:

Customer Category	For the 3onth period ended June 30,		For Fiscal		
	2023	2022	2023	2022	2021
Installed capacity (MTPA)	158.43	153.43	158.43	153.43	119.23
Total cargo volume handled in India (MMT)	25.42	23.33	92.83	61.96	45.55
Capacity utilization (%)	62.64%	59.10%	56.88%	38.41%	35.19%

The summary of the long-term take-or-pay contracts for cargo handling services as of March 31, 2023 and the volume of cargo handled during Fiscal 2023:

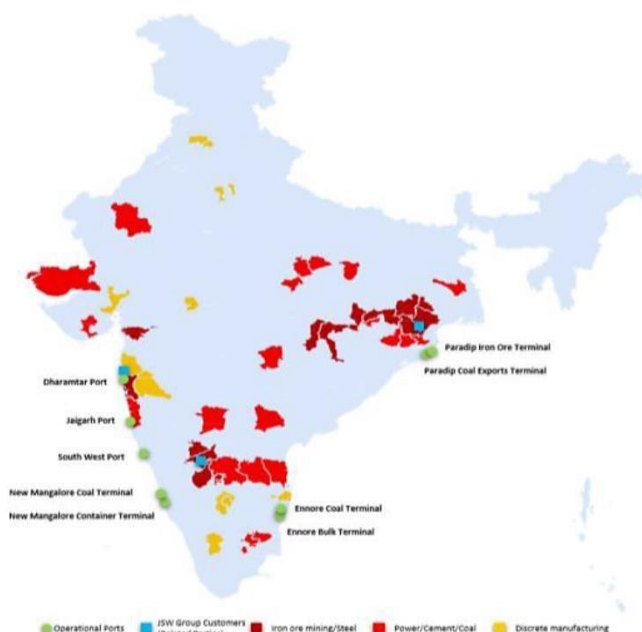
Customer	Minimum Commitment for Fiscal 2023 (MMT)	Actual volume handled during Fiscal 2023 (MMT)	Tenor (Calendar Year)	Service Type	At Port/Terminal
JSW Steel	15.00	22.89	Through 2030	Cargo handling	Dharamtar Port
JSW Steel	4.00	13.77	Through 2030	Cargo handling	Jaigarh Port
Western Concessions Pvt Ltd (formerly known as H-Energy Gateway Pvt Ltd) ("Western Concessions")	1.40	0.00	Through 2058	Cargo handling	Jaigarh Port
JSW Steel	4.00	2.81	Through 2035	Cargo handling	Ennore Coal Terminal
JSW Steel	1.00	0.30	Through 2035	Cargo handling	Ennore Bulk Terminal
JSW Energy Ltd part of its tolling arrangements with JSW Steel, Amba River Coke Ltd, JSW Cement Ltd, JSW Steel coated Products Ltd	Fixed sum	Fixed sum	Through 2024	Cargo handling	Jaigarh Port
<b>Total</b>	<b>25.40</b>	<b>39.77</b>			

The summary of the fee arrangements for customized services as of March 31, 2023 and the volume of cargo handled under these arrangements during Fiscal 2023:

Customer	Minimum Commitment for Fiscal 2023 (MMT)	Actual volume handled during Fiscal 2023 (MMT)	Tenor (Calendar Year)	Service Type	At Port/Terminal
JSW Steel	4.00	2.16	Through 2031	Mini-bulk carriers	Jaigarh Port
JSW Steel	9.00	13.77	Through 2030	Dredging fee	Jaigarh Port
JSW Energy as part of its tolling arrangements with JSW Steel, Amba River Coke, JSW Cement, JSW Steel Coated Products	Fixed Sum	Fixed Sum	Through 2030	Dredging fee	Jaigarh Port
Trans Impex LLP ("Trans Impex")	Fixed sum	Fixed sum	Through 2027	Liquid storage facility	Jaigarh Port
<b>Total</b>	<b>13.00</b>	<b>15.93</b>			

## GEOGRAPHICAL LOCATIONS

The location of the assets and their proximity to the facilities of the JSW Group Customers (Related Parties) and key industrial clusters in India. In addition to the locational advantages, their assets benefit from a multi-modal evacuation infrastructure comprising a network of roadways, railways, mini-bulk carriers and conveyor systems, which enables them to provide customized supply chain solutions to their customers.



## KEY PERFORMANCE INDICATORS

(₹ in Cr, unless otherwise specified)

Particulars	For the 3onth period ended June 30,		For Fiscal		
	2023	2022	2023	2022	2021
Revenue from operations	878.10	819.70	3,194.74	2,273.06	1,603.57
Revenue Growth (%)	7.12%	NA	40.55%	41.75%	40.28%
Total income	918.24	861.12	3,372.85	2,378.74	1,678.26
Operating EBITDA	451.34	430.99	1,620.19	1,109.43	816.44
Operating EBITDA Margin (%)	51.40%	52.58%	50.71%	48.81%	50.91%
EBITDA	491.48	472.41	1,798.30	1,215.11	891.13
EBITDA Margin (%) (4)	53.52%	54.86%	53.32%	51.08%	53.10%
Restated profit after tax	322.20	192.55	749.51	330.44	284.62
PAT Margin (%)	35.09%	22.36%	22.22%	13.89%	16.96%
Net Worth	4,246.10	3,353.62	3,934.64	3,212.13	2,831.18
Net Debt	1,873.78	3,191.36	2,215.75	3,331.12	3,609.05
Net Debt / Operating EBITDA	4.15	7.40	1.37	3.00	4.42
Net Debt to Equity (Gearing Ratio)	0.43	0.88	0.54	0.96	1.17
Net Debt / Equity	0.43	0.88	0.54	0.96	1.17
ROE (%)	7.32%	5.32%	18.33%	9.52%	9.22%
ROCE (%)	5.68%	4.98%	19.49%	10.88%	8.15%
EPS (basic and not diluted) (₹)	1.78	1.06	4.12	1.82	1.62
Operating Cash Flow	364.46	392.68	1797.23	1176.23	990.19
Installed Capacity (MTPA)	158.43	153.43	158.43	153.43	119.23
Capacity Utilization (%)	62.64%	59.10%	56.88%	38.41%	35.19%
Total cargo volume handled in India (MMT)	25.42	23.33	92.83	61.96	45.55
Total Cargo Growth (for total cargo volume handled in India) (%)	8.96%	NA	49.81%	36.03%	33.93%

## REVENUE FROM OPERATIONS

Customer Category	For the 3onth period ended June 30,				For Fiscal					
	2023		2022		2023		2022		2021	
	Revenue ₹ Cr	% to Total revenue from operation	Revenue ₹ Cr	% to Total revenue from operation	Revenue ₹ Cr	% to Total revenue from operation	Revenue ₹ Cr	% to Total revenue from operation	Revenue ₹ Cr	% to Total revenue from operation
Cargo Handling	743.77	84.70%	674.64	82.30%	2,707.66	84.76%	1,930.66	84.94%	1,390.87	86.73%
JSW Group Customers (Related Parties)	447.99	51.02%	429.96	52.45%	1,657.30	51.88%	1,266.79	55.73%	906.24	56.51%
Third-Party Customers	295.78	33.68%	244.68	29.85%	1,050.36	32.88%	663.87	29.21%	484.63	30.22%
Vessel Related Charges	134.33	15.30%	145.06	17.70%	487.08	15.25%	342.41	15.06%	212.70	13.26%
Vessel related charges	134.33	15.30%	145.06	17.70%	487.08	15.25%	342.41	15.06%	212.70	13.26%
Total	878.10	100.00%	819.70	100.00%	3,194.74	100.00%	2,273.06	100.00%	1,603.57	100.00%



## Operational Port Concessions:

Port Name	Jaigarh Port	Dharamtar Port	South West Port	Paradip Iron Ore Terminal	Paradip Coal Exports Terminal	New Mangalore Container Terminal	New Mangalore Coal Terminal	Ennore Coal Terminal	Ennore Bulk Terminal	Bulk Terminal Total	Fujairah Terminal	Dibba Terminal
Hinterland	Maharashtra		Goa	Odisha		Karnataka		Tamil Nadu		Pan-India	UAE	
Installed capacity as of June 30, 2023(MTPA)	55.00	34.00	8.50	10.00	30.00	4.20	6.73	8.00	2.00	158.43	24.00	17.00
CY in which operations commenced under the Group	2010	2012	2004	2019	2021	2022	Acquired in 2020	Acquired in 2020	Acquired in 2020	N/A	2017	2022
CY in which the concession period ends	2058	2044	2029	2045	2047	2050	2047	2038	2045	N/A	2027	2028
Number of Berths	7	5	2	1	2	1	1	1	1	21	2	1
Tariff fixation	Commercially Negotiated	Commercially Negotiated	Until Fiscal 2022 – Regulated Post 2022 – WPI linked	Fixed at bidding and WPI-linked	Fixed at bidding and WPI-linked	Fixed at bidding and WPI-linked	Fixed at bidding and WPI-linked	Fixed by The operator for various services across customer	Fixed by the operator for various services across customer	N/A	N/A	N/A

Source: RHP; \*subject to revisions by the Maharashtra Maritime Board

## INDUSTRY OVERVIEW :

### Profile of key port/terminal operators in India

Company	Capacity (FY23)	Revenue from operations (FY23)	Traffic (FY23)	Ports/Terminals	Key commodity groups
APSEZ	602 MT	₹ 20,852 Cr	339 MT	Ports: Mundra, Hazira, Dahej, Kattupalli, Krishnapatnam, Gangavaram (Acquired in FY22), Dhamra Tajpur (greenfield port in FY2023) Terminals: Kandla, Mormugao, Ennore, Vizag	Containers, Dry Bulk and Liquid and gas cargo
JSWIL	153 MT	₹ 3,195 Cr	92.8 MT	Ports/Jetties: Dharamtar, and Jaigarh Terminals: Mormugao, New Mangalore, Ennore, Paradip	Coal, Iron Ore, Others
JM Baxi	42 MT (as on 7 April 2023)	₹ 2,316 Cr	21.3 MT	Terminals: Kandla, Vizag, Paradip, Haldia and Rozi Jetty (Jamnagar)	Containers and Dry Bulk
Gujarat Pipavav Port Ltd (GPPL)	~1.35 MTEU ~5 MT (Bulk) ~2 MT (Liquid)	₹ 916 Cr	11.4 MT	Ports: Gujarat Pipavav (Container, Dry/Liquid Bulk)	Containers, Dry bulk, Liquid cargo
DP World	~5.7 MTEU	NA	~3.6 MTEU (~54 MT)	Terminals: Mundra, JNPT, Cochin, Chennai	Containers
PSA International	~4.2 MTEU	₹ 968 Cr	~2.5 MTEU (~37.5 MT)	Terminals: JNPT, Chennai, Tuticorin (PSA and SICAL), Kolkata (PSA International provides O&M services)	Containers







## Trend in capacity addition and traffic handled by key players

Port name	Key diversified commercial port operators – Capacity in million tonnes (MT)				Key diversified commercial port operators – Traffic handled in million tonnes (MT)			
	CAGR Fiscal 2021 to Fiscal 2023	Mar-2023	Mar-2022	Mar 2021	CAGR Fiscal 2021 to Fiscal 2023	Mar-2023	Mar-2022	Mar 2021
APSEZ	10%	602 MT	560 MT	498 MT	17%	339 MT	312 MT	247 MT
JSWIL	13%	153 MT	153 MT	119 MT	43%	93 MT	62 MT	46 MT
JM Baxi*	7%	42 MT	42 MT	37 MT	4%	21 MT	21 MT	20 MT
GPPL#	0%	27 MT	27 MT	27 MT	5%	11 MT	10 MT	10 MT

\*JM Baxi Rating rational (dated as on 7th April 2023)



## Financials for key port operator companies

Particulars	 Adani Ports and Special Economic Zone Ltd (Consolidated)				 J M Baxi Ports and Logistics Ltd (Consolidated)			
	CAGR Fiscal 2021 to Fiscal 2023	Mar-2023	Mar-2022	Mar 2021	CAGR Fiscal 2020 to Fiscal 2022	Mar-2022	Mar-2021	Mar 2020
Revenue from operations	29%	20,852	15,934	12,550	23%	2,316	1,561	1,542
Total income	24%	22,405	18,989	14,520	21%	2,341	1,598	1,595
Net Profit	3%	5,393	4,795	5,049	NM	104	32	(46)
OPM	-	462%	56%	70%	-	17%	25%	21%
NPM	-	26%	30%	40%	-	5	2	(3)%
Total Debt	17%	50,518	47,859	36,902	(1%)	1,844	1,192	1,889
Interest Coverage	-	2.6	4.4	4.7	-	3.1	1.7	1.4

Particulars	 JSW Infrastructure Ltd (Consolidated)				 Gujarat Pipavav Port Ltd (GPPL)			
	CAGR Fiscal 2021 to Fiscal 2023	Mar-2023	Mar-2022	Mar 2021	CAGR Fiscal 2021 to Fiscal 2023	Mar-2023	Mar-2022	Mar 2021
Revenue from operations	41%	3,195	2,273	1,604	12%	917	744	734
Total income	42%	3,373	2,379	1,678	12%	968	772	774
Net Profit	62%	750	321	285	15%	292	197	222
OPM	-	51%	49%	51%	-	52%	56%	58%
NPM	-	23%	14%	18%	-	32%	26%	29%
Total Debt	4%	244	4,409	946	-	-	-	-
Interest Coverage	-	2.9	2.9	3.9	-	69.5	91.9	72.7

Note: JM Baxi Fiscal 2023 financials not available

## COMPARISON WITH LISTED INDUSTRY PEERS (As On 31st March 2023)

Name of the Company		Face Value	Revenue from Operation for Fiscal 2023 (₹ in Cr)	EPS		EV/Operating EBITDA	NAV	Net Worth	P/E	RoNW (%)
				Basic	Diluted					
	JSW Infrastructure Ltd	2	3,194.74	4.12	4.01	[ · ]	21.88	3,934.64	[ · ]	18.80%
	Adani Ports and SEZ Ltd	2	20,851.91	24.58	24.58	17.99	211.02	45,583.58	35.95	11.65%

Source:RHP; P/E Ratio has been computed based on the closing market price of equity shares on NSE on September 11,,2023

### HENSEX OUTLOOK: “**SUBSCRIBE**”

**Rating: Apply for Listing Gains as well as for Long Term Investment**

Considering company's Fastest growing business model, with significant market share, Diversified operations in terms of cargo profile; geography and assets, Strategically located assets at close proximity to JSW Group Customers (Related Parties) and industrial clusters supported by a multi-modal evacuation infrastructure, Governments initiatives, Strong financial metrics with a growing margin profile, return metrics and growth, and growth prospects considering Greenfield and Brownfield expansion Plans We recommend a 'SUBSCRIBE' to the issue.

#### Points to consider:

- ✓ IPO is fairly priced compared to its Peers, at a PE multiple of 19x (on the upper band)
- ✓ JSW Infra have shown consistent financial performance over the last 3 Fiscals, with their revenue from operations, EBITDA and profit after tax having grown at a CAGR of 41.15%, 42.06% and 62.28%, respectively, from Fiscal 2021 to Fiscal 2023.
- ✓ Company has a diversified presence across the Indian coastline and in the UAE.
- ✓ Company shall use 136Cr of raised fund for debt repayment, which in turn will improve the Debt to Equity ratio of the company.

### MAJOR RISK FACTOR:

- ✓ Company operates in a Capital Intensive Operations
- ✓ Changes in government policies & regulations
- ✓ The company generates almost 51% of its Revenue from its Top 5 Customers



## Our Branches

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JODHPUR-342005(Rajasthan)

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Opp. Bombay Stock Exchange, Fort  
Mumbai, 400001

### JAIPUR

5th Floor, Okay Plus Tower,  
Government Hostel Circle, Ajmer  
Road, Jaipur, 302001 (Raj).

### UDAIPUR

210, Daulat Chamber, 2nd Floor,  
Sardarpura, Near Meera Girls  
College Udaipur, 313011(Raj.)



### AHMEDABAD

928, Shyamal Iconic, Shyamal  
Cross Road, Shyamal,  
Ahmedabad 380015

### VADODARA

151-153, Paradise Complex,  
sayajiganj, Vadodara - 390005,  
Gujarat.

### BENGALURU

No. 156/1, 1st Floor, Opp.  
Karnataka Bank, Near Minerva  
Circle, R.V. Road, V.V. Puram,  
Bangalore, 560004

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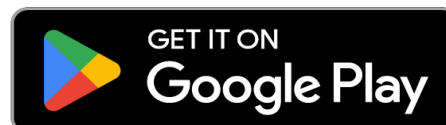
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