



# ***NMDC Limited***

## ***Corporate Investors***

### ***Presentation***

#### ***on Performance in***

#### ***F/Y 2017-18 (9M)***

***Disclaimer:***

***Cautionary Statement:***

***The statements contained in the Presentation may be forward looking statements and progressive within the meaning of applicable laws and regulations. Actual results may vary from those expressed or implied, depending upon economic conditions, Govt. policies and other incidental factors that may arise. Readers are cautioned not to place undue reliance on the forward looking statements.***



# Summary of Quarterly Performance

Particulars	Quarter Ended			Variance	
	31-Dec-17	30-Sep-17	31-Dec-16	Q3 vs Q2	Q3 Vs Q3
	Q3	Q2	Q3		
<b>Physical Qty in LT</b>					
Production	85.55	71.78	97.07	13.77	(11.52)
				19%	-12%
Sales	80.58	82.96	100.55	(2.38)	(19.97)
				-3%	-20%
<b>Financial Rs. In crore</b>					
1. Revenue from operations	2,469	2,421	2,498	48	(29)
%				2%	-1%
2. Other Income	111	110	156	1	45
%				1%	-29%
3. Total Income	2,580	2,531	2,654	49	(74)
%				2%	-3%
4. Total Expenses	1,348	1,290	1,531	58	(183)
%				4%	-12%
5. EBITDA	1,466	1,313	981	153	485
%				12%	49%
6. Profit before tax	1,377	1,241	921	136	456
%				11%	50%
7. Profit after tax	887	844	595	43	292
%				5%	49%

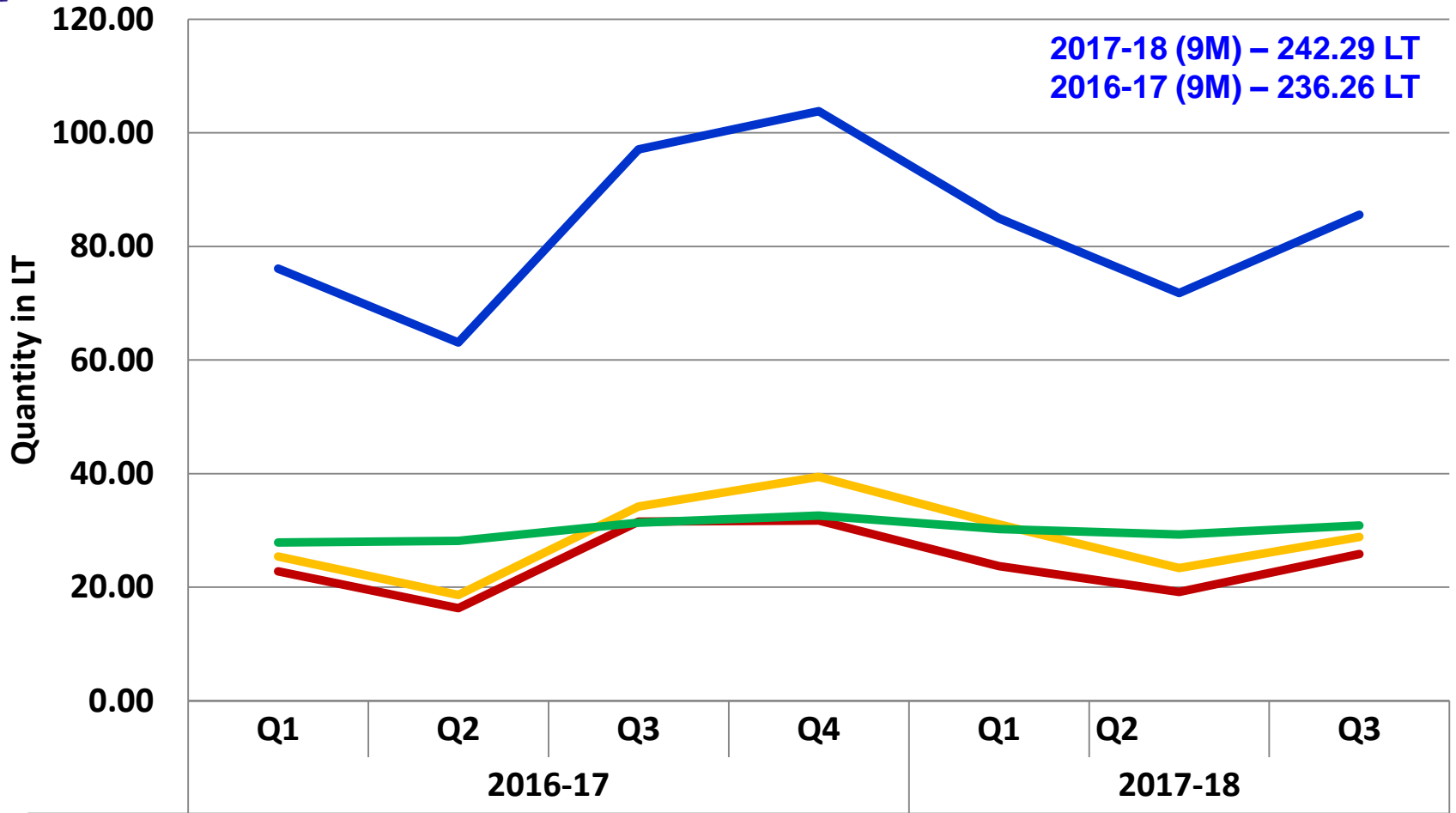


## Performance Highlights of 9M (2017-18) Vs 9M (2016-17)

Particulars	2017-18 (9M)	2016-17 (9M)	Variance	(%)
<b>Physical Qty in LT</b>				
Iron Ore Production	242.29	236.26	6.03	3
Iron Ore Sales	255.38	258.46	(3.08)	(1)
<b>Financials (Rs. Crore)</b>				
<b>Revenue from Operations</b>	<b>7,732</b>	<b>5,958</b>	<b>1,774</b>	<b>30</b>
Interest Income	266	610	(344)	(56)
Other Income	84	164	(80)	(49)
Total Income	8,082	6,732	1,350	20
Total Expenses	4,039	3,469	570	16
<b>Profit Before Tax</b>	<b>4,187</b>	<b>3,062</b>	<b>1,125</b>	<b>37</b>
Operating Profit	3,722	2,503	1,219	49
<b>Profit After Tax</b>	<b>2,700</b>	<b>2,077</b>	<b>623</b>	<b>30</b>



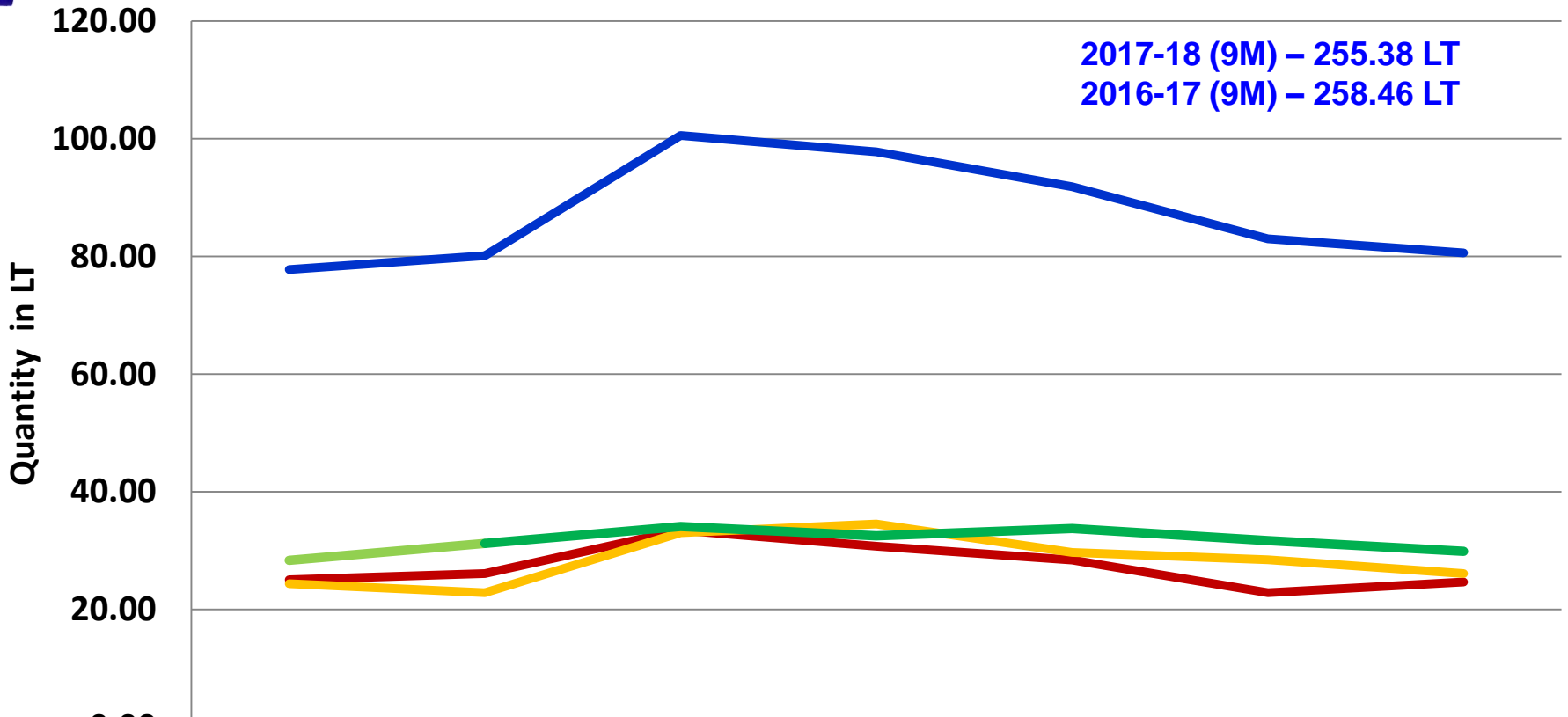
# UNITWISE QUARTERLY PRODUCTION TREND OF IRON ORE (LT)



<b>— KDL</b>	<b>22.80</b>	<b>16.33</b>	<b>31.53</b>	<b>31.74</b>	<b>23.69</b>	<b>19.16</b>	<b>25.82</b>
<b>— BCH</b>	<b>25.42</b>	<b>18.63</b>	<b>34.20</b>	<b>39.43</b>	<b>31.05</b>	<b>23.35</b>	<b>28.86</b>
<b>— DONI</b>	<b>27.87</b>	<b>28.14</b>	<b>31.34</b>	<b>32.62</b>	<b>30.22</b>	<b>29.27</b>	<b>30.87</b>
<b>— TOTAL</b>	<b>76.09</b>	<b>63.10</b>	<b>97.07</b>	<b>103.79</b>	<b>84.96</b>	<b>71.78</b>	<b>85.55</b>



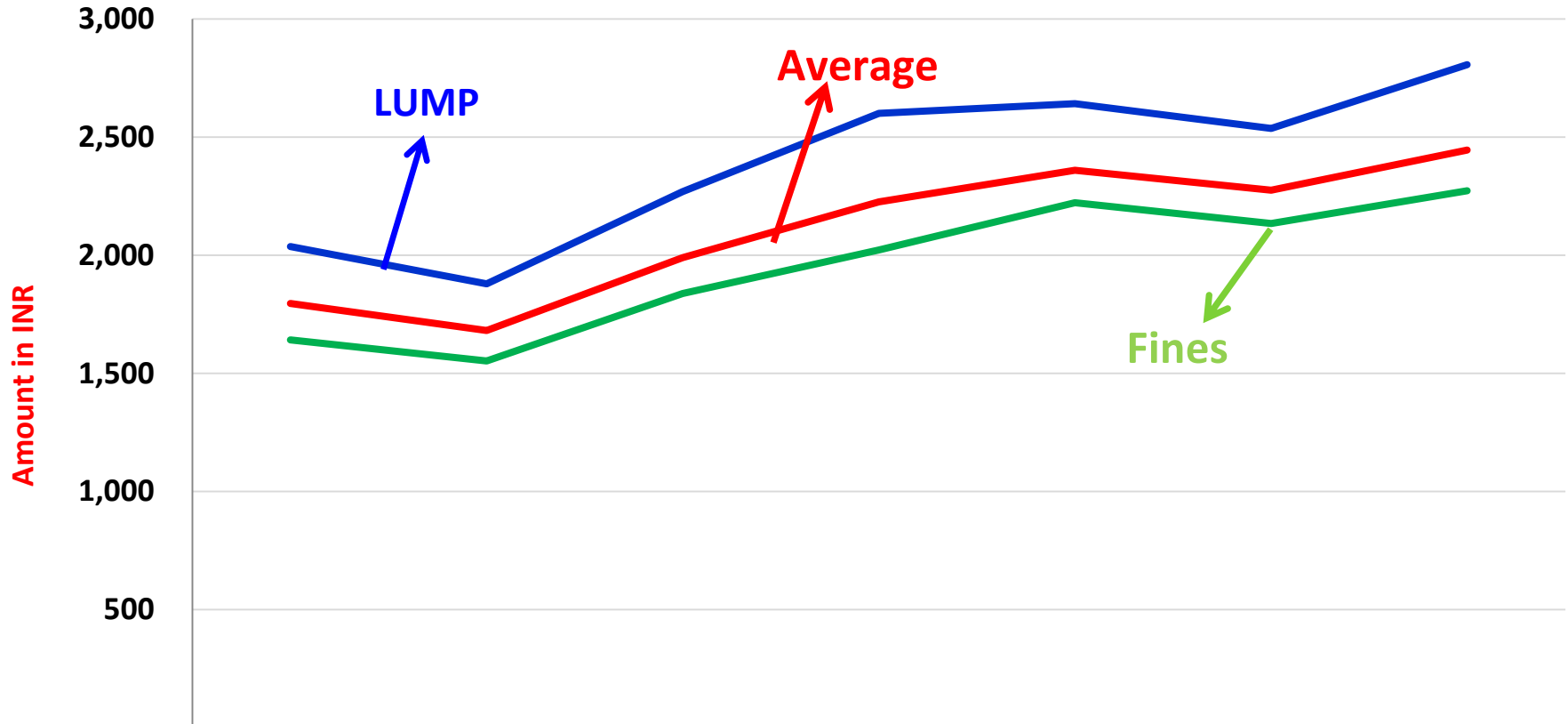
# UNITWISE QUARTERLY SALES TREND OF IRON ORE (LT)



	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2016-17				2017-18		
<span style="color: red;">—</span> KDL	25.04	26.09	33.44	30.72	28.40	22.86	24.65
<span style="color: yellow;">—</span> BCH	24.38	22.82	33.05	34.53	29.70	28.43	26.07
<span style="color: green;">—</span> DONI	28.36	31.22	34.06	32.51	33.74	31.67	29.86
<span style="color: blue;">—</span> TOTAL	77.78	80.13	100.55	97.76	91.84	82.96	80.58



# PRODUCT WISE BASIC AVERAGE DOMESTIC PRICES OF IRON ORE (EXCL STATUTORY LEVIES)



	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2016-17				2017-18		
<b>LUMP</b>	2,037	1,879	2,270	2,601	2,642	2,537	2,807
<b>FINES</b>	1,642	1,552	1,838	2,022	2,222	2,134	2,273
<b>AVG</b>	1,796	1,681	1,990	2,226	2,360	2,276	2,445



# SALES VARIANCE ANALYSIS

## 9M (2017-18) Vs 9M (2016-17)

- **Turnover** increased to **Rs 7,732 crore** from **Rs 5,958 crore (30%) (mainly due to prices)**

## Q3 (2017-18) Vs Q2 (2017-18)

- **Turnover** Increased to **Rs 2,469 crore** from **Rs 2,421 crore (2%)**
- Analysis of Variance in Iron Ore Sales: (Rs. 34 Crore)
  - i) **Decrease due to quantity** Rs. 86 crore
  - ii) **Increase due to prices** Rs. 120 crore

**Avg. Basic Domestic Iron Ore price** increased to **Rs. 2,445** from **Rs. 2,276 (7%)**



# SALES VARIANCE ANALYSIS

## Q3 (2017-18) Vs Q3 (2016-17)

- **Turnover** decreased to **Rs 2,469 crore** from **Rs 2,498 crore (-1%)**
- Analysis of Variance in Iron Ore Sales: **(Rs. 40 Crore)**
  - i) **Decrease due to quantity**                      **Rs. 517 crore**
  - ii) **Increase due to prices**                      **Rs. 477 crore**

**Avg. Basic Domestic Iron Ore price increased to Rs. 2,445 from Rs. 1,990 (23%)**





## Significant Issues in 2017-18 (9M)

- 1. An amount of Rs. 68.17 crore is provided towards mines closure obligation and included under “Other Expenses”.**
- 2. An amount of Rs. 230.74 crore is provided towards expected credit loss (ECL) and included under the head “Other Expenses”.**
- 3. Total amount of Rs. 95.67 crore is included under the head “Other Expenses” towards expenditure on enabling facilities towards doubling of railway line between Kirandul and Jagdalpur and railway line between Jagdalpur and Ambagaon, required for augmentation of evacuation capacity of Bailadila sector.**
- 4. Consequent upon the judgment of Hon’ble Supreme Court dated 13th October 2017 in TC(Civil) case no 43/2016 regarding determination of effective date of liability towards District Mineral Fund (DMF), the company has reversed net amount of Rs.144.94 crore which pertains to the period prior to the effective date (17th Sep 2015) and included in “Exceptional items”.**
- 5. The Company has been legally advised that there is no impact of the Hon’ble Supreme Court of India judgement with reference to the writ petition (Civil) no. 114 of 2014 dated 2nd August 2017 on NMDC. However, in case it is found applicable to NMDC at a later date, it may impact the profits of the company.**
- 6. During 06-10-2017 to 12-12-2017, there was disruption in railway line resulting in lower despatches during the said period.**



# Details of Top 25 shareholders as on 9<sup>th</sup> Feb 2018

Sl. No.	Shareholder	No. of Shares	% Holding
1	PRESIDENT OF INDIA	2291571551	72.4
2	LIFE INSURANCE CORPORATION OF INDIA	394591074	12.5
3	LICI NEW ENDOWMENT PLUS-GROWTH FUND	67149740	2.12
4	ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED A/C ADITYA BIRLA SUN LIFE BALANCED 95 FUND	18846500	0.6
5	RELIANCE CAPITAL TRUSTEE COMPANY LIMITED A/C RELIANCE GROWTH FUND	16713443	0.53
6	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUNDS	14255417	0.45
7	STATE BANK OF INDIA	11701246	0.37
8	EDGBASTON ASIAN EQUITY TRUST	10895572	0.34
9	CANARA BANK-MUMBAI	10772508	0.34
10	THE NEW INDIA ASSURANCE COMPANY LIMITED	10266508	0.32
11	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	10103258	0.32
12	BNP PARIBAS ARBITRAGE	7285088	0.23
13	NATIONAL INSURANCE COMPANY LTD	7200721	0.23
14	COPTHALL MAURITIUS INVESTMENT LIMITED	6644037	0.21
15	UNITED INDIA INSURANCE COMPANY LIMITED	6566033	0.21
16	PINEBRIDGE GLOBAL FUNDS - PINEBRIDGE INDIA EQUITY FUND	6274352	0.2
17	NPS TRUST- A/C SBI PENSION FUND SCHEME - CENTRAL GOVT	6125850	0.19
18	SBI MAGNUM TAXGAIN SCHEME	5148182	0.16
19	BANK OF INDIA	4898396	0.15
20	THE ORIENTAL INSURANCE COMPANY LIMITED	4848751	0.15
21	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	4730666	0.15
22	ROBECO CAPITAL GROWTH FUNDS - ROBECO QI EMERGING CONSERVATIVE EQUITIES	4371190	0.14
23	GENERAL INSURANCE CORPORATION OF INDIA	4325000	0.14
24	ICICI PRUDENTIAL NIFTY NEXT 50 INDEX FUND	4307570	0.14
25	SOCIETE GENERALE	4306542	0.14
	<b>TOTAL</b>	<b>2933899195</b>	<b>92.73</b>



**THANK YOU**