



# ***NMDC Limited***

## ***Corporate Investors***

### ***Presentation***

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

#### ***F/Y 2017-18 (H1)***

***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	
	30-Sep-17	30-Jun-17	30-Sep-16	Q2 vs Q1	Q2 Vs Q2
	Q2	Q1	Q2		
<b>Physical qty in LT</b>					
<b>Production</b>	71.78	84.96	63.10	(13.18)	8.68
				-16%	14%
<b>Sales</b>	82.96	91.84	80.13	(8.88)	2.83
				-10%	4%
<b>Financial Rs. In crore</b>					
<b>1. Revenue from operations</b>	2,421.33	2,841.54	1,739.15	(420.21)	682.18
%				-15%	39%
<b>2. Other Income</b>	109.85	128.59	273.49	(18.74)	(163.64)
%				-15%	-60%
<b>3. Total Income</b>	2,531.18	2,970.13	2,012.64	(438.95)	518.54
%				-15%	26%
<b>4. Total Expenses</b>	1,290.45	1,401.47	969.07	(111.02)	321.38
%				-8%	33%
<b>5. EBITDA</b>	1,312.70	1,623.41	1,099.33	(310.71)	213.37
%	54	57	63	-19%	19%
<b>6. Profit before tax</b>	1,240.73	1,568.66	1,043.57	(327.93)	197.16
%				-21%	19%
<b>7. Profit after tax</b>	844.30	969.20	770.76	(124.90)	73.54
%				-13%	10%

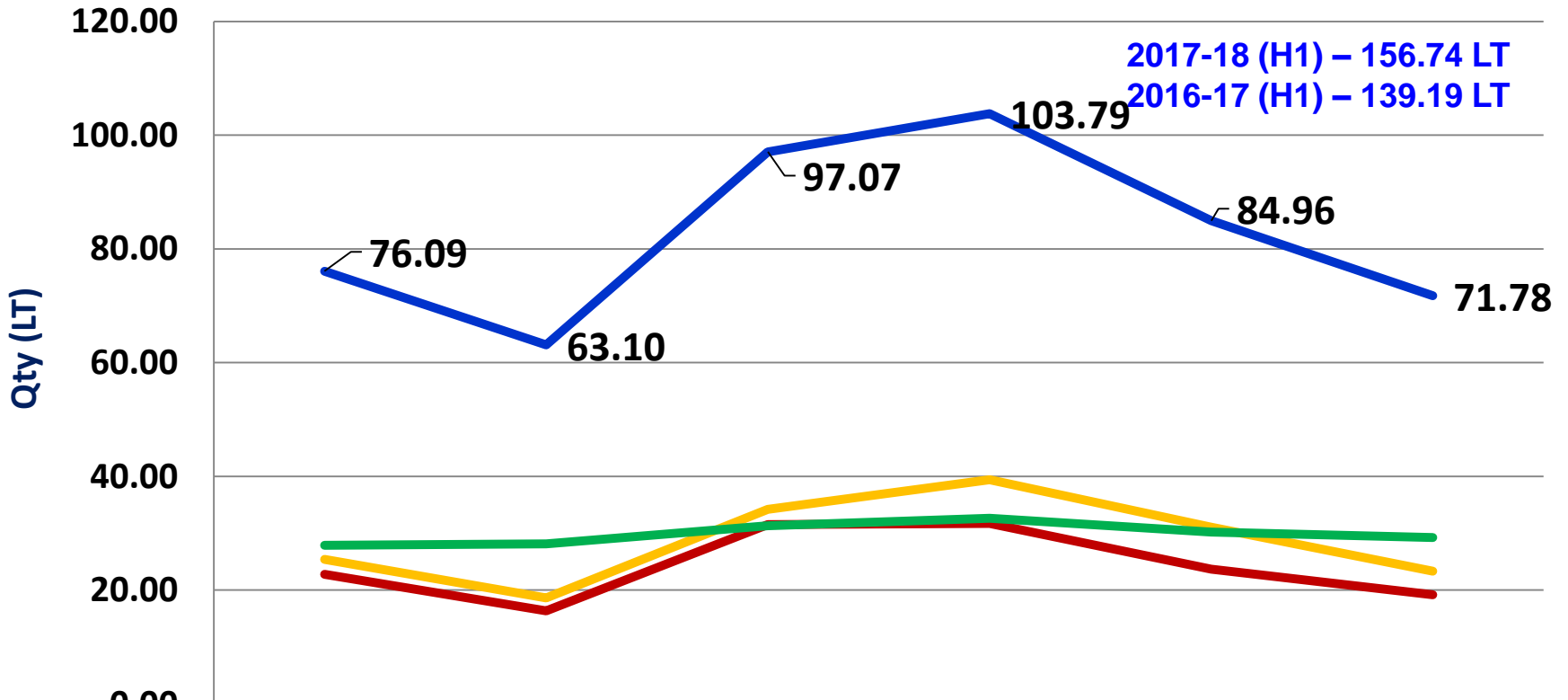


## Performance Highlights of H1 (2017-18) Vs H1 (2016-17)

Particulars	2017-18 (H1)	2016-17 (H1)	Variance	(%)
Iron Ore Production (LT)	156.74	139.19	17.55	13%
Iron Ore Sales (LT)	174.80	157.91	16.89	11%
<b>Financials (Rs. Crore)</b>				
Iron ore Sales	5,213	3,408	1,805	53%
<b>Revenue from Operations</b>	<b>5,263</b>	<b>3,460</b>	<b>1,803</b>	<b>52%</b>
Interest Income	183	484	(301)	(62%)
Other Income	55	134	(79)	(59%)
Total Income	5,501	4,078	1,423	35%
Total Expenses	2,692	1,937	755	39%
<b>Profit Before Tax</b>	<b>2,809</b>	<b>2,141</b>	<b>668</b>	<b>31%</b>
Operating Profit	2,589	1,532	1,057	69%
EBDITA	2,936	2,261	675	30%
<b>Profit After Tax</b>	<b>1,814</b>	<b>1,482</b>	<b>331</b>	<b>22%</b>



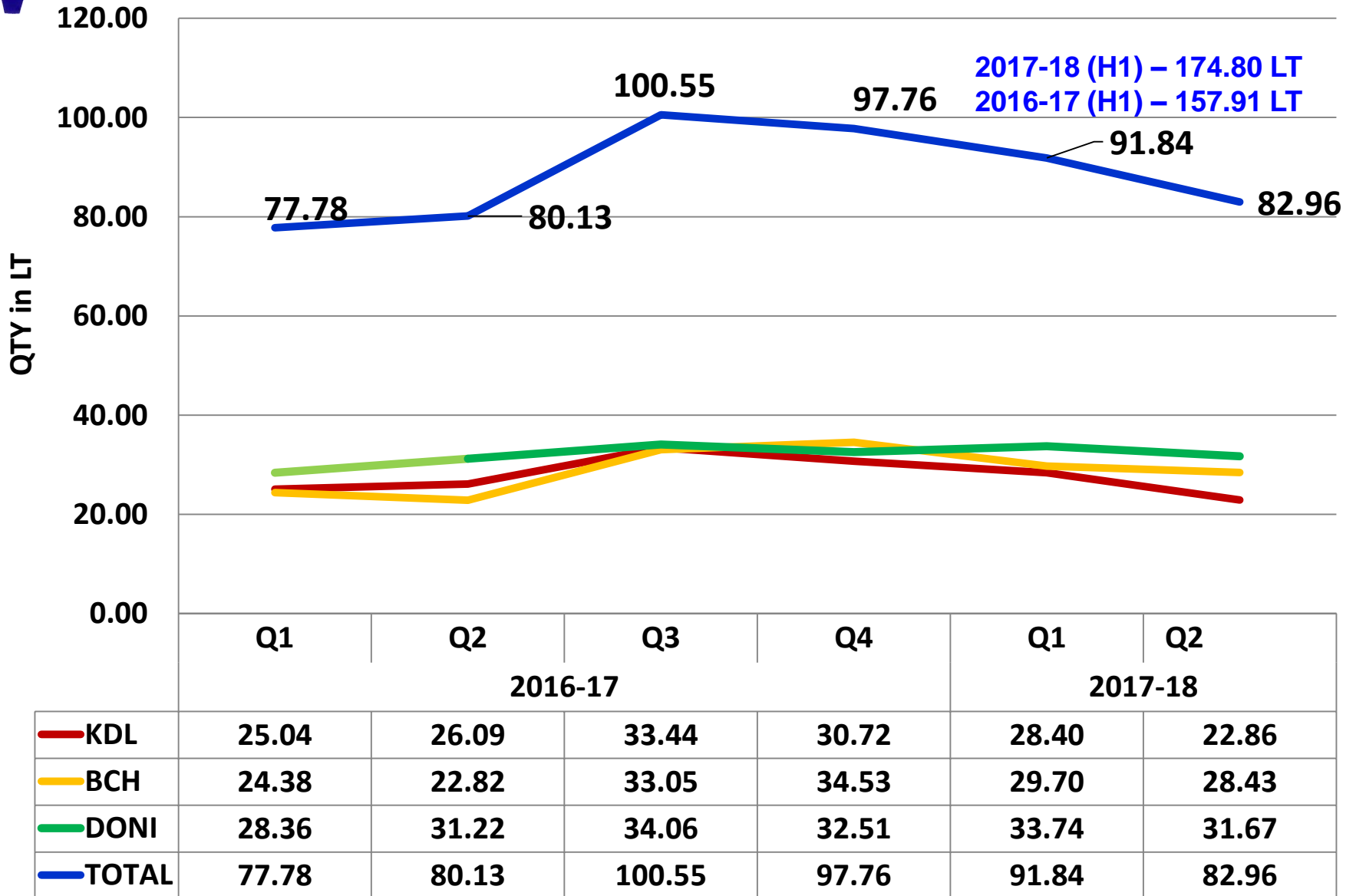
# UNITWISE QUARTERLY PRODUCTION TREND OF IRON ORE (LT)



	Q1	Q2	Q3	Q4	Q1	Q2
	2016-17				2017-18	
<b>KDL</b>	22.80	16.33	31.53	31.74	23.69	19.16
<b>BCH</b>	25.42	18.63	34.20	39.43	31.05	23.35
<b>DONI</b>	27.87	28.14	31.34	32.62	30.22	29.27
<b>TOTAL</b>	76.09	63.10	97.07	103.79	84.96	71.78

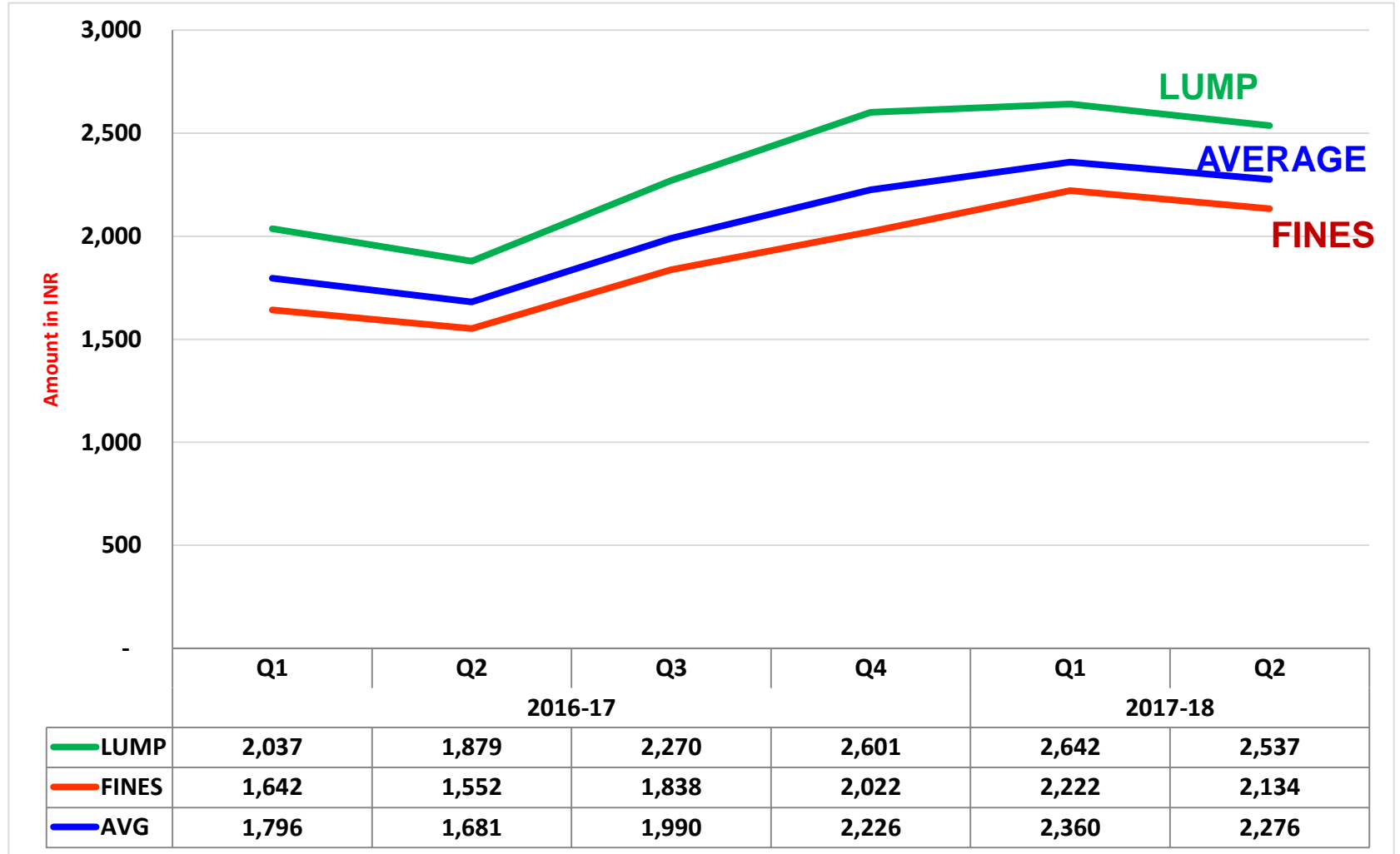


# UNITWISE QUARTERLY SALES TREND OF IRON ORE (LT)





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





# SALES VARIANCE ANALYSIS

## Q2 (2017-18) Vs Q1( 2017-18)

➤ **Turnover** decreased to **Rs 2,421 crore** from **Rs 2,842 crore (-15%)**

➤ Analysis of Variance in Iron Ore Sales: **(Rs. -423 Crore)**

**i) Decrease due to domestic sales quantity Rs.-186 crore**

**ii) Decrease due to export sales quantity Rs.-109 crore**

**iii) Decrease due to decrease in export prices Rs. -36 crore**

**iv) Decrease due to decrease in domestic prices Rs. -92 crore**

**Avg. Basic Domestic Iron Ore price decreased to Rs. 2,276 from Rs. 2,360 (-4%)**



# SALES VARIANCE ANALYSIS

## Q2 (2017-18) Vs Q2 (2016-17)

➤ **Turnover** Increased to Rs 2,421 crore from Rs 1,739 crore (39%)

➤ Analysis of Variance in Iron Ore Sales: (Rs. 689 Crore)

i) Increase due to domestic sales quantity      Rs. 45 crore

ii) Increase due to exports sales quantity      Rs. 14 crore

iii) Increase due to increase in export prices      Rs. 30 crore

iv) Increase due to increase in domestic prices Rs.600 crore

**Avg. Basic Domestic Iron Ore price increased to Rs. 2,276 from Rs. 1,681 (35%)**





# Analysis of Revenue from Operations

**H1 (2017-18) Vs H1 (2016-17 )**

**Turnover increased to Rs 5,263 crore from Rs 3,460 crore (52%)**

## Analysis of Variance in Iron Ore Sales: (Rs. 1,805 Crore)

<b>i) Decrease due to export sales quantity</b>	<b>Rs.</b>	<b>2 crore</b>
ii) Increase due to domestic sales quantity	Rs.	321 crore
iii) Increase due to increase in export prices	Rs.	204 crore
iv) Increase due to increase in domestic prices	Rs.	1282 crore

**Avg. Basic Domestic Iron Ore price increased to Rs. 2,320 from Rs. 1,737 (34%)**

## Analysis of Variance in other Sales: (Rs. -2 Crore)

<b>i) Decrease in Sale of Sponge Iron</b>	<b>Rs.</b>	<b>10 crore</b>
ii) Increase in sale of Diamonds	Rs.	8 crore



## Significant Issues in 2017-18 (H1)

1. **Mine Closure Obligation** : An amount of Rs. 44.28 crore is provided towards mines closure obligation and included under “Other Expenses”.
2. **Expected Credit Loss (ECL)** : An amount of Rs. 154.49 crore is provided towards expected credit loss (ECL) and included under the head “Other Expenses”.
3. **Enabling Facilities**: A total amount of Rs. 50.37 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.



# Details of Top 25 shareholders as on 10<sup>th</sup> Nov 2017

SI No	Holder	No of Shares	% holding
1	PRESIDENT OF INDIA	2371126192	74.9
2	LIFE INSURANCE CORPORATION OF INDIA	389938677	12.3
3	LIC OF INDIA HEALTH PROTECTION PLUS FUND	63892411	2.02
4	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANGUARD INTERNATIONAL EQUITY INDE X FUND	14149549	0.45
5	STATE BANK OF INDIA	11808746	0.37
6	EDGBASTON ASIAN EQUITY TRUST	10895572	0.34
7	CANARA BANK-NEW DELHI	10772508	0.34
8	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	9814002	0.31
9	THE NEW INDIA ASSURANCE COMPANY LIMITED	8316508	0.26
10	NATIONAL INSURANCE COMPANY LTD	8300721	0.26
11	UNITED INDIA INSURANCE COMPANY LIMITED	6566033	0.21
12	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	6198201	0.20
13	NPS TRUST - A/C UTI RETIREMENT SOLUTIONS LTD SCHEME - ATAL PENSION YOJANA (APY)	5828890	0.18
14	ROBECO CAPITAL GROWTH FUNDS - ROBECO QI EMERGING MARKETS ACTIVE EQUITIES	5530834	0.17
15	KOTAK EQUITY ARBITRAGE FUND	5184000	0.16
16	SBI MAGNUM TAXGAIN SCHEME	5143856	0.16
17	BNP PARIBAS ARBITRAGE	4741093	0.15
18	THE ORIENTAL INSURANCE COMPANY LIMITED	4523019	0.14
19	DRAGON PEACOCK INVESTMENTS LIMITED	4107122	0.13
20	GENERAL INSURANCE CORPORATION OF INDIA	4025000	0.13
21	BANK OF INDIA	3499786	0.11
22	SOCIETE GENERALE	3178625	0.10
23	WISDOMTREE INDIA INVESTMENT PORTFOLIO, INC.	3148349	0.10
24	HDFC TRUSTEE COMPANY LTD A/C HDFC ARBITRAGE FUND	3148000	0.10
25	PGGM WORLD EQUITY B. V. (GEPFEEM)	3099411	0.10
	<b>Total:</b>	<b>2966937105</b>	<b>93.69%</b>



**THANK YOU**