



NMDC Limited

Corporate Investors

Presentation

on Performance in

F/Y 2017-18 (Q1)

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.



Performance Highlights of Q1 (2017-18) Vs Q1 (2016-17)

Physical

- **Sales** increased to **91.84 LT** from **77.78 LT (18%)**
Export sales decreased to **7.37 LT** from **7.47 LT (-1%)**
Domestic sales increased to **84.47 LT** from **70.31 LT (20%)**

- **Production** increased to **84.96 LT** from **76.09 LT (12%)**

Financial

- **Turnover** increased to **Rs 2,842 crore** from **Rs 1,721 crore (65%)**

Analysis of Variance in Iron Ore Sales: (Rs. 1,116 Crore)

i) Decrease due to export sales quantity	Rs. 5 crore
ii) Increase due to domestic sales quantity	Rs. 281 crore
iii) Increase due to increase in export prices	Rs. 163 crore
iv) Increase due to increase in domestic prices	Rs. 677 crore

Avg. Basic Domestic Iron Ore price increased to **Rs. 2,360** from **Rs. 1,796 (31%)**

- **Operating Profit** increased to **Rs 1,440 crore** from **Rs 752 crore (91%)**

- **Interest Income** decreased to **Rs 88 crore** from **Rs 286 crore (-69%)**

- **PAT** increased to **Rs 969 crore** from **Rs 711 crore (36%)**



Performance Highlights of Q1 (2017-18) Vs Q4 (2016-17)

Physical

- **Sales** decreased to **91.84 LT** from **97.75 LT (-6%)**
 - Export sales increased to **7.37 LT** from **6.75 LT (9%)**
 - Domestic sales decreased to **84.47 LT** from **91.00 LT (-7%)**
- **Production** decreased to **84.96 LT** from **103.79 LT (-18%)**

Financial

- **Turnover** decreased to **Rs 2,842 crore** from **Rs 2,872 crore (-1%)**

Analysis of Variance in Iron Ore Sales: (Rs. -13 Crore)

i) Decrease due to domestic sales quantity	Rs. 202 crore
ii) Increase due to export sales quantity	Rs. 16 crore
iii) Increase due to increase in export prices	Rs. 84 crore
iv) Increase due to increase in domestic prices	Rs. 89 crore

Avg. Basic Domestic Iron Ore price increased to Rs. 2,360 from Rs. 2,226 (6%)

- **Operating Profit** increased to **Rs 1440 crore** from **Rs 896 crore (61%)**
- **Interest Income** decreased to **Rs 88 crore** from **Rs 110 crore (-20%)**
- **PAT** increased to **Rs 969 crore** from **Rs 512 crore (89%)**

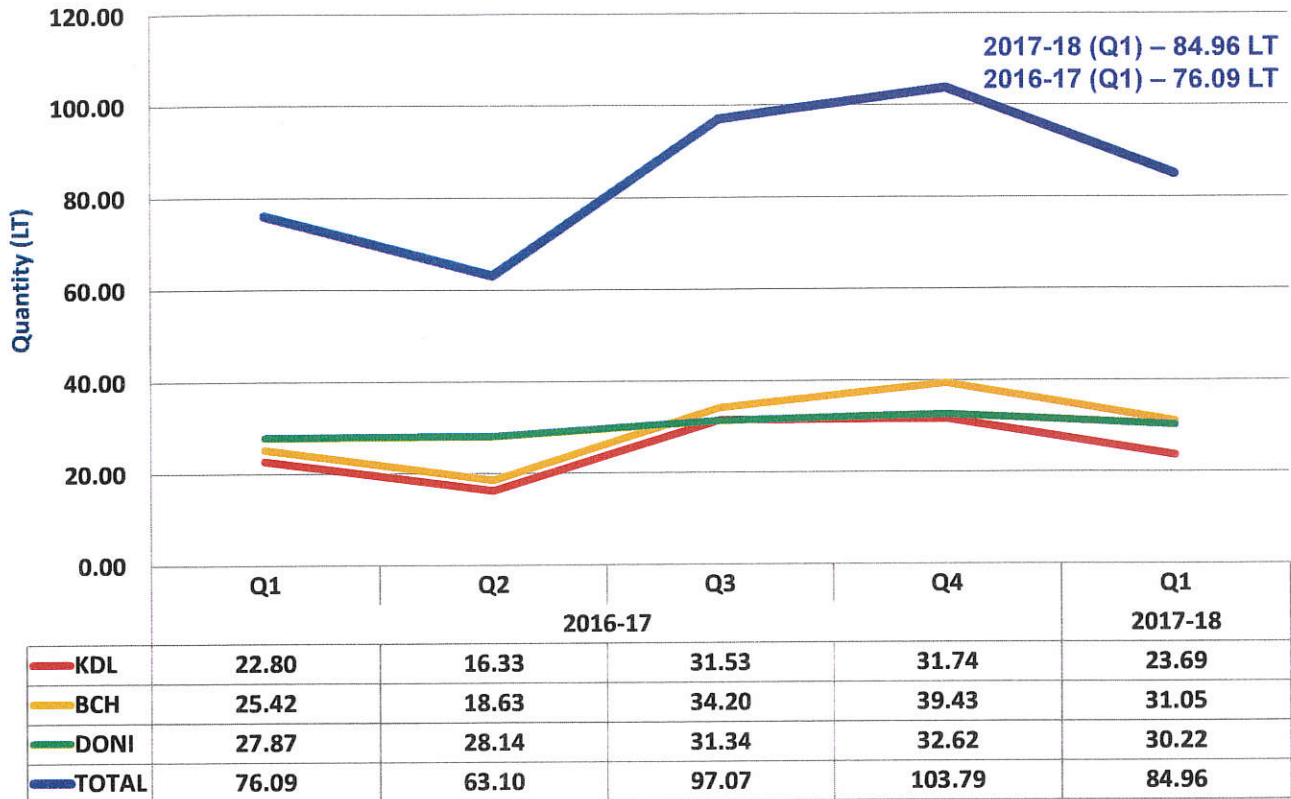


Significant Issues in 2017-18 (Q1)

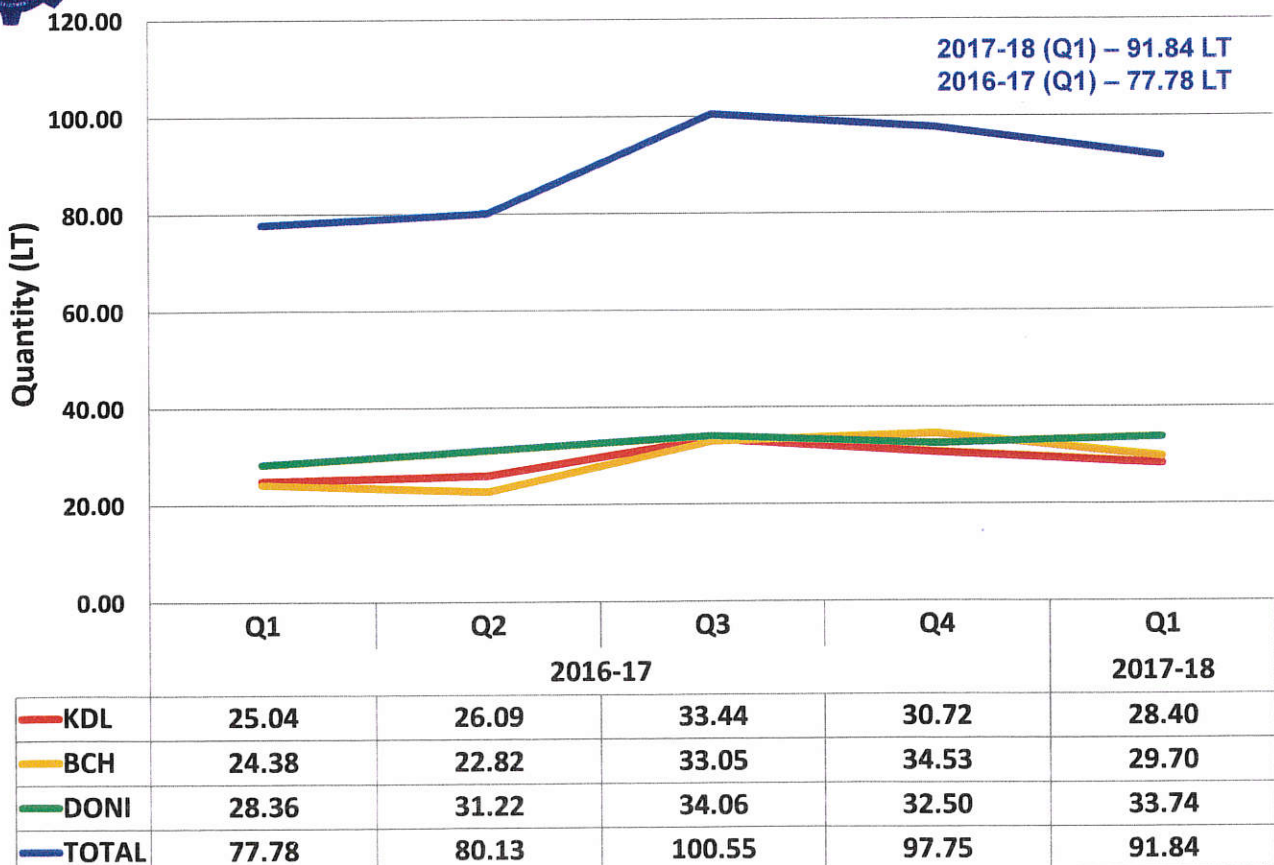
1. **Mine Closure Obligation** : An amount of Rs. 22.74 crore is provided towards mines closure obligation and included under “Other Expenses”.
2. **Expected Credit Loss (ECL)** : An amount of Rs. 81.53 crore is provided towards expected credit loss (ECL) and included under the head “Other Expenses”.
3. **Enabling Facilities**: A total amount of Rs. 41.16 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.



UNITWISE QUARTERLY PRODUCTION TREND OF IRON ORE (LT)

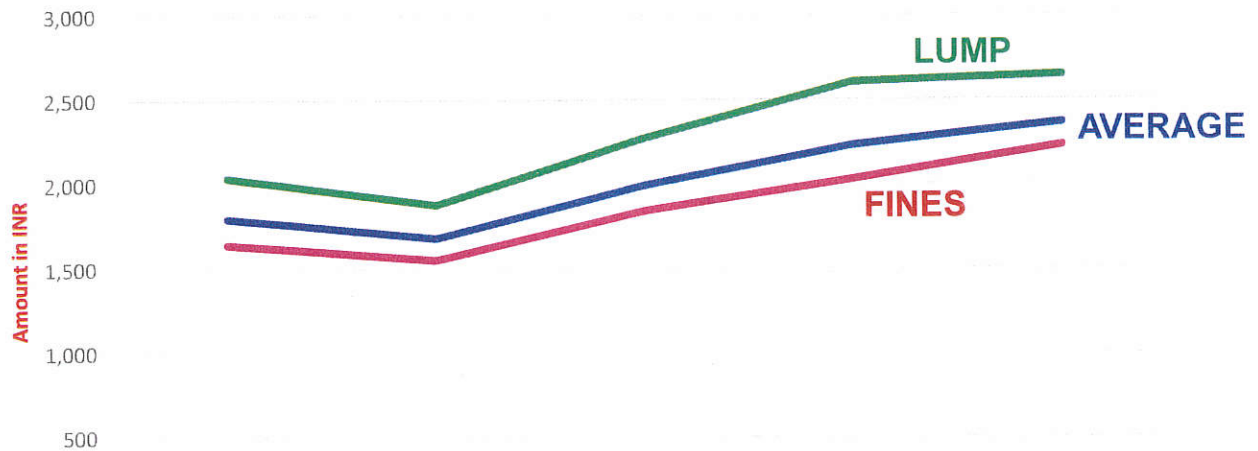


UNITWISE QUARTERLY SALES TREND OF IRON ORE (LT)





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



	Q1	Q2	Q3	Q4	Q1
	2016-17				2017-18
— LUMP	2,037	1,879	2,270	2,601	2,642
— FINES	1,642	1,552	1,838	2,022	2,222
— AVG	1,796	1,681	1,990	2,226	2,360



Details of Top 25 shareholders as on 4th Aug 2017

Sl no	Holder	No of Shares	% holding
1	PRESIDENT OF INDIA	2371126192	74.9
2	LIFE INSURANCE CORPORATION OF INDIA	389938677	12.3
3	LICI NEW ENDOWMENT PLUS-GROWTH FUND	63892411	2.02
4	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANGUARD INTERNATIONAL EQUITY INDE X FUND	13776016	0.44
5	ROBECO CAPITAL GROWTH FUNDS - ROBECO Q1 EMERGING CONSERVATIVE EQUITIES	12453562	0.39
6	STATE BANK OF INDIA	11844746	0.37
7	EDGBASTON ASIAN EQUITY TRUST	10895572	0.34
8	CANARA BANK-MUMBAI	10772508	0.34
9	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	9551820	0.3
10	THE NEW INDIA ASSURANCE COMPANY LIMITED	8316508	0.26
11	NATIONAL INSURANCE COMPANY LTD	8300721	0.26
12	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	6835106	0.22
13	UNITED INDIA INSURANCE COMPANY LIMITED	6566033	0.21
14	BNP PARIBAS ARBITRAGE	6117332	0.19
15	NPS TRUST- A/C SBI PENSION FUND SCHEME - CENTRAL GOVT	5424135	0.17
16	DRAGON PEACOCK INVESTMENTS LIMITED	4576103	0.14
17	THE ORIENTAL INSURANCE COMPANY LIMITED	4523019	0.14
18	L&T MUTUAL FUND TRUSTEE LIMITED-L&T ARBITRAGE OPPORTUNITIES FUND	4359400	0.14
19	GENERAL INSURANCE CORPORATION OF INDIA	4025000	0.13
20	GMO IMPLEMENTATION FUND A SERIES OF GMO TRUST	3598559	0.11
21	WISDOMTREE INDIA INVESTMENT PORTFOLIO, INC.	3259607	0.1
22	BANK OF INDIA	3199786	0.1
23	SOCIETE GENERALE	3141265	0.1
24	T. ROWE PRICE REAL ASSETS FUND, INC.	3105288	0.1
25	PGGM WORLD EQUITY B. V. (GEPFEM)	3099411	0.1
Total:		2972698777	93.87%



THANK YOU