

Q4 Performance  
(Jan-Mar-2014)  
and FY 2013-14



# NMDC Limited

*Corporate Presentation on  
Q4 Performance (Jan-Mar-2014)  
and FY 2013-14*

**Q4 Performance  
(Jan-Mar-2014)  
and FY 2013-14**

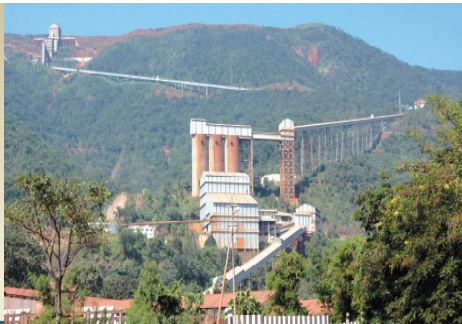


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## **Disclaimer**

### **Cautionary Statement**

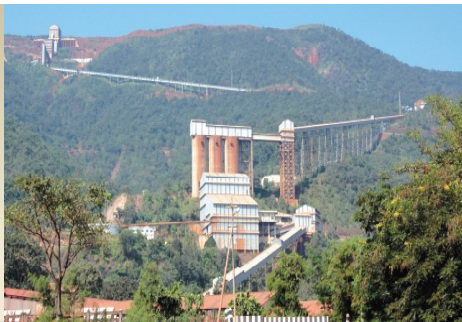
*The statements contained in the Presentation may be forward looking statements and progressive within the meaning of applicable laws and regulations. Actual results may vary from those expressed or implied, depending upon economic conditions, government policies and other incidental factors that may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

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# Major Achievements during Q4 Performance (Jan-Mar-2014) and FY 2013-14

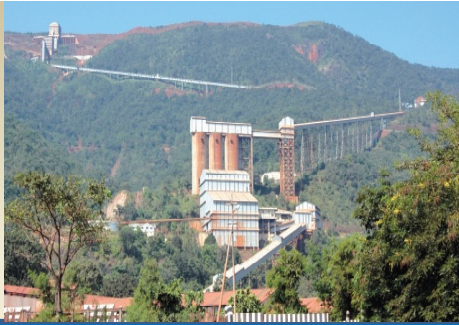
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## **NMDC's Best Ever Performance since inception**

- **Record Iron ore Production of 30.02 MT and Sales of 30.50 MT for the FY 2013-14 (previous best production - 29.81 MT and sales - 28.18 MT during FY 2007-08).**
- **Turnover for the FY 2013-14 is Rs.12,058 crore (previous best Rs.11,369 crore in FY 2010-11).**
- **Total dividend for the FY 2013-14 is 850% (previous best 700% in FY 2012-13).**
- **CAPEX for the FY 2013-14 is Rs.2,518 crore (previous best Rs.1,607 crore in FY 2012-13).**

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## **Performance Highlights of Q4 (FY 13-14) Vs Q4 (FY 12-13)**

- **Production increased by 3% from 9.57 MT to 9.86 MT.**
- **Sales increased by 14 % from 8.24 MT to 9.40 MT.**
- **Sales Turnover increased by 21 % from Rs 3,204 crs to Rs 3,884 crs.**
- **PBT increased by 34% from Rs 2,245 crs to Rs 2,998 crs.**
- **PAT increased by 34% from Rs 1,465 crs to Rs 1,962 crs.**

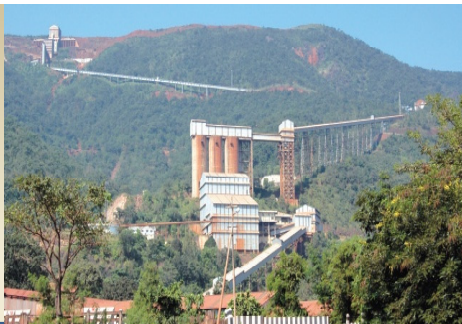
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## **Performance Highlights of Q4 (FY 13-14) Vs Q3 (FY 13-14)**

- **Production** increased by **35%** from **7.30 MT** to **9.86 MT**.
- **Sales** increased by **28 %** from **7.34 MT** to **9.40 MT**.
- **Sales Turnover** increased by **38%** from **Rs 2,823 crs** to **Rs 3,884 crs**
- **PBT** increased by **26%** from **Rs 2,374 crs** to **Rs 2,998 crs**.
- **PAT** also increased by **25%** from **Rs 1,567 crs** to **Rs 1,962 crs**.

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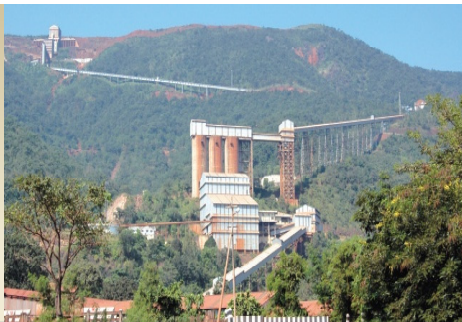


## Performance Highlights of FY 2013-14 Vs FY 2012-13

- **Production** increased by **10%** from **27.18 MT** to **30.02 MT**
- **Sales** increased by **16%** from **26.27 MT** to **30.50 MT**
- **Sales Turnover** increased by **13%** from **Rs 10,704 Crs** to **Rs 12,058 Crs**
- **PBT** increased by **3%** from **Rs 9,465 Crs** to **Rs 9,759 Crs**
- **PAT** increased by **1%** from **Rs 6,342 Crs** to **Rs 6,420 Crs**



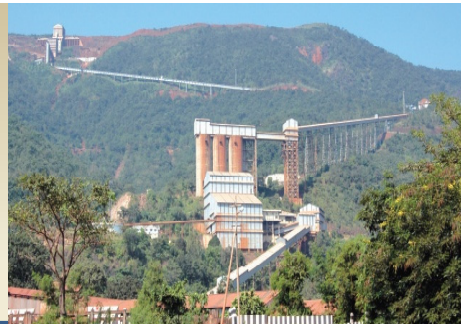
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**PHYSICAL PERFORMANCE – Product-wise**

Particulars	2013-14			2012-13			Inc. / (Dec) Over CPLY (6 over 8)
	Upto Q3	Q4	For the year	Upto Q3	Q4	For the year	
1	2	3	4	5	6	7	8
<b>I. PRODUCTION:</b>							
(a) Iron Ore (lmt) :	201.63	98.62	300.25	176.09	95.71	271.84	28.41
(b) Diamonds (carats)	22,761	14,321	37,082	21,257	10,276	31,533	5,549
(c) Sponge Iron (mt)	26,306	3,428	29,734	27,688	8,601	36,289	(6,555)
<b>II. SALES:</b>							
(a) Iron Ore (lmt)- Exports	16.37	6.60	22.97	7.31	8.71	16.02	6.95
Domestic	194.63	87.40	282.03	173.02	73.68	246.70	35.31
<b>Total Iron ore</b>	<b>211.00</b>	<b>94.00</b>	<b>305.00</b>	<b>180.31</b>	<b>82.39</b>	<b>262.70</b>	<b>42.26</b>
(b) Diamonds (carats)	30,722	12,766	43,488	6,386	11,477	17,863	25,625
(c) Sponge Iron (mt)	20,943	9,629	30,572	28,978	8,622	37,600	(7,028)

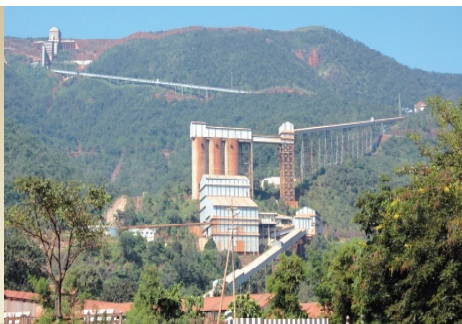
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**UNIT WISE PHYSICAL PERFORMANCE**

	2013-14			2012-13			Inc/(Dec) of (4) Over (7)
	Upto Q3	Q4	For the Year	Upto Q3	Q4	For the Year	
1	2	3	4	5	6	7	8
<b>PRODUCTION (LMT)</b>							
Chhattisgarh	134.85	72.63	207.48	119.81	70.44	190.25	17.23
Karnataka	66.78	25.99	92.77	56.32	25.27	81.59	11.18
<b>TOTAL</b>	<b>201.63</b>	<b>98.62</b>	<b>300.25</b>	<b>176.13</b>	<b>95.71</b>	<b>271.84</b>	<b>28.41</b>
<b>SALES: (LMT)</b>							
Chhattisgarh	142.56	67.95	210.51	125.19	57.76	182.95	27.56
Karnataka	68.44	26.05	94.49	55.16	24.63	79.79	14.70
<b>TOTAL</b>	<b>211.00</b>	<b>94.00</b>	<b>305.00</b>	<b>180.35</b>	<b>82.39</b>	<b>262.74</b>	<b>42.26</b>

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**FINANCIAL PERFORMANCE**

**(Rs. in Crores)**

Particulars	2013-14		2012-13		(% Inc/(Dec) of (3) over (5))
	For Q4	For the Year	For Q4	For the Year	
(1)	(2)	(3)	(4)	(5)	(6)
a) Revenue from Operations	3,884	12,058	3,204	10,704	13%
b) Other income incl. Interest	528	2,095	547	2,239	(6%)
<b>Total Income</b>	<b>4,412</b>	<b>14,153</b>	<b>3,752</b>	<b>12,943</b>	9%
<b>Total Expenses</b>	<b>1,414</b>	<b>4,394</b>	<b>1,506</b>	<b>3,478</b>	26%
<b>Profit Before Tax</b>	<b>2,998</b>	<b>9,759</b>	<b>2,245</b>	<b>9,465</b>	3%
<b>Profit After Tax</b>	<b>1,962</b>	<b>6,420</b>	<b>1,465</b>	<b>6,342</b>	1%

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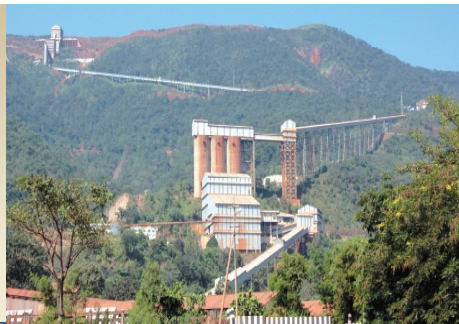


## CONSOLIDATED FINANCIALS FOR THE YEAR 2013-14

(Rs. in Crores)

Particulars	Stand Alone	Consolidated
Income from operations	12,058	12,058
Other Income	2,094	2,089
Expenses	4,437	4,439
Profit Before Tax	9,759	9,752
Profit After Tax	6,420	6,413

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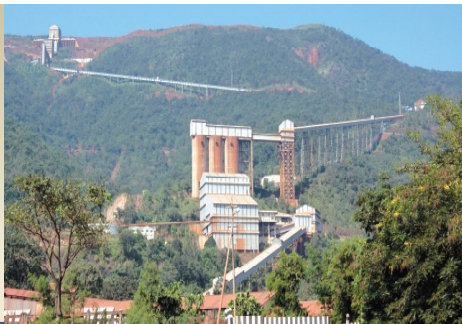


**ANALYSIS OF VARIANCE IN PROFIT BEFORE TAX**

(Rs. in Crores)

Particulars	Amount
1) Profit Before Tax 2013-14	9759
2) Profit Before Tax 2012-13	9465
Increase in Profit (1-2)	294
Reasons :	
1) Increase in iron ore sales qty. by 42.26 LMT	1341
2) Reduction in Interest Income	(204)
3) Inc. in Consumption of Stores & Spares	(88)
4) Inc in Salaries & Wages	(126)
5) Inc in Railway Freight due to inc in export.	(245)
6) Inc in Selling Expenses due to inc. in export duty etc	(201)
7) Reduction in Inventory	(170)
8) 10% contribution to SPV at Karnataka.	52
9) Increase in CSR Expenditure.	(80)
10) Others.	15
<b>Total</b>	<b>294</b>

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## ANALYSIS OF DESPATCHES OF IRON ORE

Qty in LMT

Despatches	2013-14			2012-13		
	Bailadila	Donimalai	Total	Bailadila	Donimalai	Total
1	2	3	4	5	6	7
<b>To Domestic:</b>						
Road	5.09	40.02	45.11	5.38	37.70	43.08
Rail	163.48	54.51	217.99	152.71	42.08	194.79
Conveyor	18.93	0	18.93	8.86	0	8.86
<b>Total Domestic (A)</b>	<b>187.50</b>	<b>94.53</b>	<b>282.03</b>	<b>166.95</b>	<b>79.78</b>	<b>246.73</b>
<b>For Export:</b>						
Rail	25.73	0	25.73	17.14	0	17.14
<b>Total Export (B)</b>	<b>25.73</b>	<b>0</b>	<b>25.73</b>	<b>17.14</b>	<b>0</b>	<b>17.14</b>
<b>Total Despatches</b>	<b>213.23</b>	<b>94.53</b>	<b>307.76</b>	<b>184.09</b>	<b>79.78</b>	<b>263.87</b>
<b>Rake/Day</b>	<b>12.83</b>	<b>3.83</b>	<b>16.65</b>	<b>11.78</b>	<b>2.91</b>	<b>14.68</b>

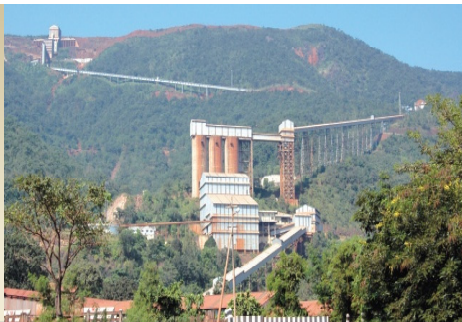
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## PRODUCT WISE DETAILS

PRODUCTION (LWMT)	2012-13					2013-14				
	Q 1	Q 2	Q 3	Q 4	2012-13	Q 1	Q 2	Q 3	Q 4	2013-14
<b>Lump</b>	<b>25.22</b>	<b>21.21</b>	<b>19.35</b>	<b>32.13</b>	<b>97.91</b>	<b>25.38</b>	<b>20.37</b>	<b>26.49</b>	<b>36.67</b>	<b>108.91</b>
<b>Fines</b>	<b>43.50</b>	<b>32.56</b>	<b>34.29</b>	<b>63.58</b>	<b>173.93</b>	<b>43.83</b>	<b>39.04</b>	<b>46.52</b>	<b>61.95</b>	<b>191.34</b>
<b>Total:</b>	<b>68.72</b>	<b>53.77</b>	<b>53.64</b>	<b>95.71</b>	<b>271.84</b>	<b>69.21</b>	<b>59.41</b>	<b>73.01</b>	<b>98.62</b>	<b>300.25</b>
<b>Lump : Fines Ratio</b>	<b>37:63</b>	<b>39:61</b>	<b>36:64</b>	<b>34:66</b>	<b>36:64</b>	<b>37:63</b>	<b>34:66</b>	<b>36:74</b>	<b>37:63</b>	<b>36:64</b>

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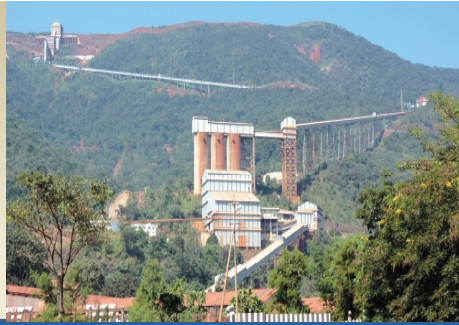
## CAPITAL EXPENDITURE 2013-14

(Rs. in Crores)

Projects/Schemes	RE 2013-14	Actuals 2013-14
Bailadila 11B	40.00	20.49
Kumarswamy	85.00	100.51
3MTPA Steel Plant – CG	1,990.00	2,049.92
Pellet Plant- Doni.	100.00	111.35
Other Schemes	28.00	3.97
AMR (Incl. Township)	150.00	114.34
R&D	22.00	17.34
Feasibilities Studies	28.00	2.88
Business Development	100.00	0.18
Other Ventures	177.00	97.16
<b>Total</b>	<b>2,720.00</b>	<b>2,518.14</b>

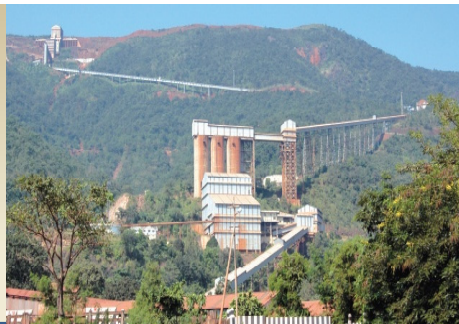


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# Commercial Information

**Q4 Performance  
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**AVERAGE REALIZATION OF IRON ORE  
FOR THE LAST 3 FINANCIAL YEARS INCLUDING FINANCIAL YEAR 2013-14  
(₹/Ton) {inclusive of Royalty}**

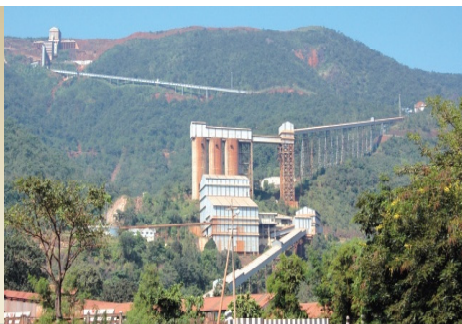
PRODUCT	2011-12	2012-13	2013-14	2013-14			
				Q1	Q2	Q3	Q4
LUMP	5569	5955	4942	5185	4620	4779	5061
FINES	3255	3139	3311	3100	3380	3197	3505
<b>TOTAL IRON ORE</b>	<b>4091</b>	<b>4019</b>	<b>3901</b>	<b>3907</b>	<b>3760</b>	<b>3795</b>	<b>4078</b>

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# Corporate Information

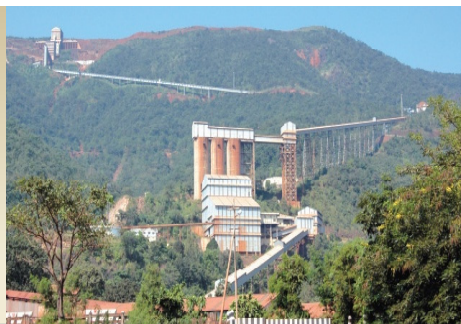
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Details of Top 25 Shareholders – All Categories  
(As on 30.05.2014)

S/no	Name of the Shareholder	No. of Shares	%
1	PRESIDENT OF INDIA	3171946300	80
2	LIFE INSURANCE CORPORATION OF INDIA	266989233	6.73
3	LIC OF INDIA HEALTH PROTECTION PLUS FUND	50845983	1.28
4	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GIF MAURITIUS LIMITED	28779786	0.73
5	HDFC STANDARD LIFE INSURANCE COMPANY LIMITED	15984244	0.4
6	THE MASTER TRUST BANK OF JAPAN, LTD A/C THE MASTER TRUST BANK	15806095	0.4
7	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANG	13566324	0.34
8	STATE BANK OF INDIA	11590580	0.29
9	SWISS FINANCE CORPORATION (MAURITIUS) LIMITED	10937938	0.28
10	CANARA BANK-MUMBAI	10772388	0.27
11	COPTHALL MAURITIUS INVESTMENT LIMITED	10195014	0.26
12	INVESTEC GLOBAL STRATEGY FUND A/C ASIAN EQUITY FUND	9987652	0.25
13	BANK OF BARODA	9931035	0.25
14	THE NEW INDIA ASSURANCE COMPANY LIMITED	8016508	0.2
15	MORGAN STANLEY ASIA (SINGAPORE) PTE.	7942044	0.2
16	ROBECO CAPITAL GROWTH FUNDS A/C ROBECO CAPITAL GROWTH FUND	7688312	0.19
17	RELIANCE INDUSTRIAL INVESTMENTS AND HOLDINGS LIMITED	6825000	0.17
18	CITIGROUP GLOBAL MARKETS MAURITIUS PRIVATE LIMITED	6491514	0.16
19	MORGAN STANLEY MAURITIUS COMPANY LIMITED	5997009	0.15
20	GMO EMERGING MARKETS FUND	5857603	0.15
21	NATIONAL INSURANCE COMPANY LTD	5610721	0.14
22	MERRILL LYNCH CAPITAL MARKETS ESPANA S.A. S.V.	5551438	0.14
23	GOVERNMENT PENSION FUND GLOBAL	5502491	0.14
24	MATTHEWS INDIA FUND	5500923	0.14
25	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD	5207030	0.13
	TOTAL :	3703523165	93.39

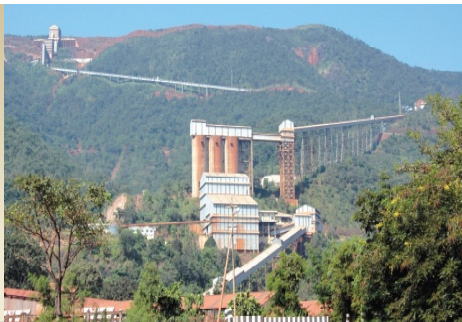
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**Details of Top 25 Shareholders - FII's  
(As on 30.05.2014)**

S/no	Name of the Shareholder	No. of Shares	%
1	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GIF MAURITIUS LIMITED	28779786	0.73
2	THE MASTER TRUST BANK OF JAPAN, LTD A/C THE MASTER TRUST BANK	15806095	0.4
3	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VAN	13566324	0.34
4	SWISS FINANCE CORPORATION (MAURITIUS) LIMITED	10937938	0.28
5	COPTHALL MAURITIUS INVESTMENT LIMITED	10195014	0.26
6	INVESTEC GLOBAL STRATEGY FUND A/C ASIAN EQUITY FUND	9987652	0.25
7	MORGAN STANLEY ASIA (SINGAPORE) PTE.	7942044	0.2
8	CITIGROUP GLOBAL MARKETS MAURITIUS PRIVATE LIMITED	6491514	0.16
9	ROBECO CAPITAL GROWTH FUNDS A/C ROBECO CAPITAL GROWTH FUN	6135912	0.15
10	MORGAN STANLEY MAURITIUS COMPANY LIMITED	5997009	0.15
11	GMO EMERGING MARKETS FUND	5857603	0.15
12	MERRILL LYNCH CAPITAL MARKETS ESPANA S.A. S.V.	5551438	0.14
13	GOVERNMENT PENSION FUND GLOBAL	5502491	0.14
14	MATTHEWS INDIA FUND	5500923	0.14
15	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	4590271	0.12
16	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GLOBAL INVESTMENT FUN	4575595	0.12
17	WISDOMTREE TRUST A/C WISDOMTREE INDIA INVESTMENT PORTFOLIO	4423906	0.11
18	MAGNA UMBRELLA FUND PLC - MAGNA EMERGING MARKETS DIVIDEND	4013352	0.1
19	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	3646657	0.09
20	PGGM WORLD EQUITY B. V. (GEPFEEM)	3623784	0.09
21	HIRTLE CALLAGHAN EMERGING MARKETS PORTFOLIO -THE BOSTON COM	3270450	0.08
22	GOLDMAN SACHS (SINGAPORE) PTE	3228986	0.08
23	ABU DHABI INVESTMENT AUTHORITY - QUAX	3047573	0.08
24	BNY MELLON EMERGING MARKETS FUND	2821755	0.07
25	DEUTSCHE SECURITIES MAURITIUS LIMITED	2673923	0.07
	TOTAL :	178167995	4.5

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- ❑ **The Board of Directors at its 474<sup>th</sup> meeting held on 30.05.2014 inter alia, has approved the Annual Accounts for the financial year 2013-14.**
- ❑ **Dividend of Rs.3370 crores paid as Interim Dividend in September 2013 (1<sup>st</sup> Interim - 300% @ Rs.3/- per share) and December 2013 (2<sup>nd</sup> Interim - 550% @ Rs.5.50 per share) to be full and final Dividend for the FY 2013-14.**
- ❑ **A dedicated e-mail id [analyst@nmdc.co.in](mailto:analyst@nmdc.co.in) has been created. All Investors / Analysts / Brokers are requested to forward their queries in the aforesaid email id.**

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# THANK YOU