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An ISO 9001, ISO 14001 & OHSAS 18001  
Certified Company



25<sup>th</sup> May 2021

BSE Ltd  
Phiroze Jeejeebhoy Towers  
Dalal Street - Mumbai 400 021  
Fax No. : 91-22-22721919,

National Stock Exchange of India Ltd.  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai - 400051  
Fax No: 022-26598120

Security Code: 504614

Security Code: SARDAEN

Dear Sir,

Sub: Investor Presentation on the results for the Q4/FY21

With reference to the captioned subject, pursuant to Regulation 30 (6) read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, we are enclosing herewith the Investor Presentation on the Q4/FY21 results of our Company.

The said Investor Presentation is also being placed on the website of the Company - [www.seml.co.in](http://www.seml.co.in). The said presentation will also be shared with various Analysts / Investors.

You are requested to take the information on records and disseminate the same for the information of the investors. Please acknowledge receipt.

Thanking you,

Yours faithfully,  
For Sarda Energy & Minerals Ltd.

  
Authorised Signatory

Encl: As above

# SARDA ENERGY AND MINERALS LIMITED

Mining | Steel | Ferro Alloys | Hydro Power

Result Presentation | Q4/FY21



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## **Q4 & FY21 | Key Highlights**

# Challenging Year – Exceptional Performance



## Highest Ever EBITDA and PAT

- Consolidated EBITDA grew 96% YoY to **INR 664 cr in FY21** and up ~9x YoY to INR 226 cr in Q4FY21
- Consolidated PAT grew 193% YoY to **INR 376 cr in FY21** and INR 139 cr in Q4FY21 (loss in Q4FY20)



## Highest Ever Dividend, backed by Enhanced Cashflows

- The Board has recommended highest ever dividend of **INR 7.5 per share** (75% of the face value) for FY21 (50% in FY20)



## Won Two Coal Blocks In Recent Coal Mine Auctions

- Shahpur West Coal Mine, in Madhya Pradesh, with extractable reserves of **13.4 MMT**
- Gare Palma IV/ 7 Coal Mine, in Chhattisgarh, with extractable reserves of **142 MMT**



## Pellet Capacity Expansion – From 6 lac MT to 8 lac MT

- Received the '**Consent to Operate**' the enhanced capacity of Iron Ore Pellet with immediate effect in March 2021 by the Chhattisgarh Environment Conservation Board, Raipur



## Sikkim Hydro Power Project – Achieves Synchronization

- Both units of 56.5 MW each has been synchronized with the Grid
- The plant with a total capacity of 113 MW is likely to commence commercial operation in **June 2021**

# Consolidated P&L – Highest Ever Quarterly and Yearly EBITDA

INR in Cr	Q4FY21	Q4FY20	YoY	Q3FY21	QoQ	FY21	FY20	YoY
Revenues	699	438		604		2,199	2,000	
Other Income	42	-54		38		144	-17	
<b>Total Income</b>	<b>741</b>	<b>384</b>	<b>93%</b>	<b>642</b>	<b>15%</b>	<b>2343</b>	<b>1,983</b>	<b>18%</b>
Raw Material	422	273		367		1,347	1,293	
Employee Expenses	24	18		22		89	88	
Other Operating Expenses	68	70		67		243	263	
<b>EBITDA</b>	<b>226</b>	<b>23</b>	<b>892%</b>	<b>187</b>	<b>21%</b>	<b>664</b>	<b>339</b>	<b>96%</b>
<b>EBITDA Margin (%)</b>	<b>30.6%</b>	<b>5.9%</b>		<b>29.1%</b>		<b>28.3%</b>	<b>17.1%</b>	
Depreciation	19	19		19		75	78	
Interest	22	21		17		79	82	
Exceptional Items	-6	0		0		-15	0	
<b>Profit Before Tax</b>	<b>180</b>	<b>-17</b>	<b>NA</b>	<b>151</b>	<b>19%</b>	<b>495</b>	<b>179</b>	<b>177%</b>
Tax	42	12		34		115	43	
Share of P/L of Associates and JV	1	-2		-1		-4	-7	
<b>PAT</b>	<b>139</b>	<b>-32</b>	<b>NA</b>	<b>116</b>	<b>20%</b>	<b>376</b>	<b>128</b>	<b>193%</b>
<b>PAT Margin (%)</b>	<b>18.8%</b>	<b>-8.3%</b>		<b>18.0%</b>		<b>16.1%</b>	<b>6.5%</b>	
<b>EPS</b>	<b>38.68</b>	<b>-8.95</b>		<b>32.06</b>		<b>104.00</b>	<b>35.05</b>	
<b>Adjusted EBITDA</b>	<b>204*</b>	<b>84</b>	<b>143%</b>	<b>155</b>	<b>31%</b>	<b>556*</b>	<b>396</b>	<b>40%</b>

Note: 1) \*Adjusted for Mark-to-Market gain of INR 22.9 Cr in Q4FY21 & INR 93.6 Cr in FY21; and Forex loss of INR 0.01 Cr in Q4FY21 & Forex gain of INR 14.2 Cr in FY21

# Standalone P&L - Highest Ever Quarterly and Yearly EBITDA

INR in Cr	Q4FY21	Q4FY20	YoY	Q3FY21	QoQ	FY21	FY20	YoY
Revenues	551	281		440		1,595	1,424	
Other Income	27	-9		28		107	61	
<b>Total Income</b>	<b>579</b>	<b>272</b>	<b>113%</b>	<b>467</b>	<b>24%</b>	<b>1,702</b>	<b>1,485</b>	<b>15%</b>
Raw Material	338	171		261		974	920	
Employee Expenses	18	13		17		68	68	
Other Operating Expenses	51	56		47		182	195	
<b>EBITDA</b>	<b>171</b>	<b>32</b>	<b>429%</b>	<b>143</b>	<b>20%</b>	<b>479</b>	<b>301</b>	<b>59%</b>
<b>EBITDA Margin (%)</b>	<b>29.5%</b>	<b>11.9%</b>		<b>30.5%</b>		<b>28.1%</b>	<b>20.3%</b>	
Depreciation	12	13		12		48	51	
Interest	8	10		8		34	36	
Exceptional Items	-6	0		0		-15	0	
<b>Profit Before Tax</b>	<b>145</b>	<b>9</b>	<b>1444%</b>	<b>122</b>	<b>19%</b>	<b>382</b>	<b>214</b>	<b>79%</b>
Tax	34	4		28		85	32	
<b>PAT</b>	<b>111</b>	<b>5</b>	<b>2035%</b>	<b>94</b>	<b>18%</b>	<b>297</b>	<b>182</b>	<b>63%</b>
<b>PAT Margin (%)</b>	<b>19.3%</b>	<b>1.9%</b>		<b>20.2%</b>		<b>17.4%</b>	<b>12.3%</b>	
<b>EPS</b>	<b>30.91</b>	<b>1.45</b>		<b>26.16</b>		<b>82.26</b>	<b>50.57</b>	
<b>Adjusted EBITDA</b>	<b>155*</b>	<b>58</b>	<b>167%</b>	<b>127</b>	<b>22%</b>	<b>425*</b>	<b>326</b>	<b>31%</b>

Note: 1) \*Adjusted for Mark-to-Market gain of INR 17.1 Cr in Q4FY21 & INR 50.3 Cr in FY21; and Forex loss of INR 1.8 Cr in Q4FY21 & Forex gain of INR 3.26 Cr in FY21



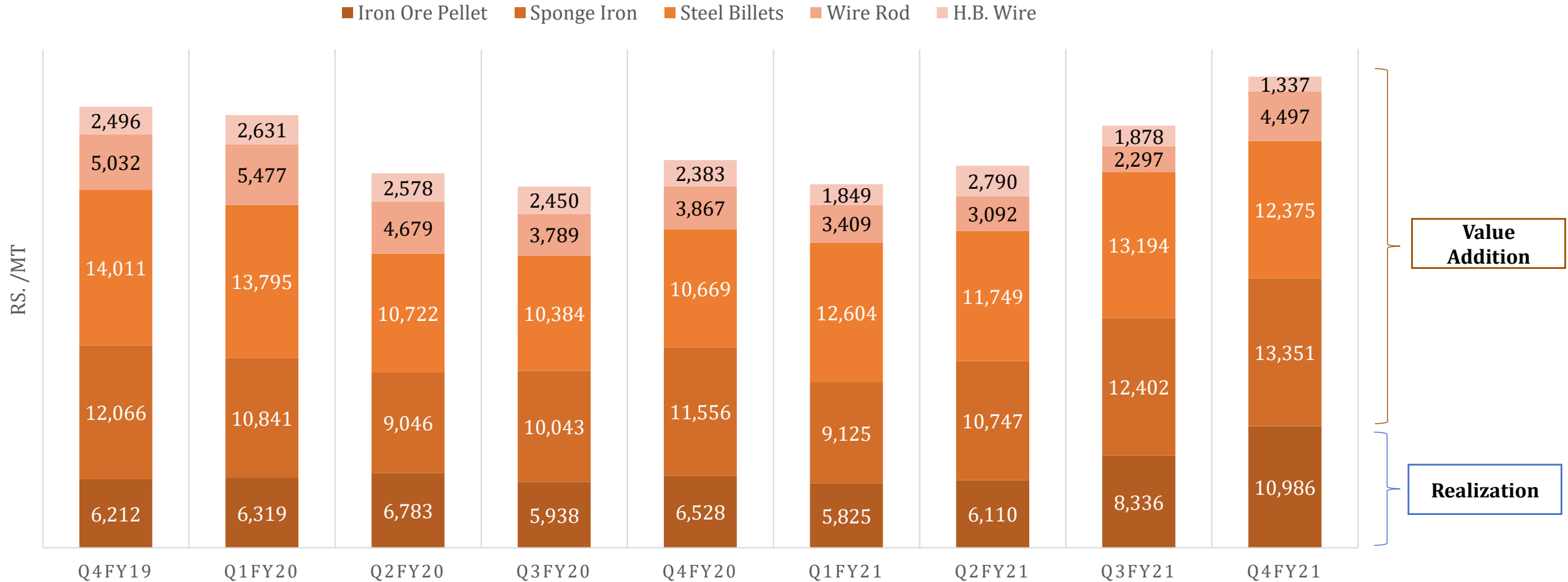
# Balance Sheet – Comfortable Liquidity Position; Net D/E Below 1x

Liabilities (INR Cr)	Consolidated		Standalone	
	Mar-20	Mar-21	Mar-20	Mar-21
<b>Shareholder's Funds</b>	<b>1,870</b>	<b>2,221</b>	<b>1,731</b>	<b>2,011</b>
Share capital	36	36	36	36
Other equity	1,834	2,185	1,695	1,975
<b>Minority Interest</b>	<b>100</b>	<b>101</b>	-	-
<b>Non-Current Liabilities</b>	<b>1,506</b>	<b>1,595</b>	<b>306</b>	<b>271</b>
Long-term borrowings	1,408	1,493	259	218
Other financial liabilities	28	8	2	3
Long-term provisions	9	9	3	2
Deferred tax liability	61	85	43	47
<b>Current Liabilities</b>	<b>626</b>	<b>605</b>	<b>344</b>	<b>308</b>
Short-term borrowings	215	108	106	11
Trade payables	214	205	137	165
Other financial liabilities	170	251	83	101
Short-term provisions	7	6	7	5
Other current liabilities	20	34	11	27
<b>Total Equities &amp; Liabilities</b>	<b>4,102</b>	<b>4,521</b>	<b>2,382</b>	<b>2,590</b>

Assets (INR Cr)	Consolidated		Standalone	
	Mar-20	Mar-21	Mar-20	Mar-21
<b>Non-Current Assets</b>	<b>2,798</b>	<b>3,021</b>	<b>1,404</b>	<b>1,448</b>
Property, plant & equipment	1,209	1,172	497	481
Capital W.I.P	1,365	1,619	26	66
Investment property	52	53	43	45
Intangible assets (incl. WIP)	71	62	11	3
Investment in associates/JV	30	28	-	-
Financial assets	25	25	809	822
Other non-current assets	46	62	18	32
<b>Current Assets</b>	<b>1,304</b>	<b>1,500</b>	<b>978</b>	<b>1,142</b>
Inventories	501	579	370	439
Trade receivables	124	138	62	78
Investments	139	215	42	92
Cash & cash equivalents	165	98	4	3
Loans & advances	260	308	409	393
Other current assets	116	163	91	136
<b>Total Assets</b>	<b>4,102</b>	<b>4,521</b>	<b>2,382</b>	<b>2,590</b>

# Metals Segment - Firming Product Prices, Coupled With...

## Steel Segment: Product wise Incremental Realization



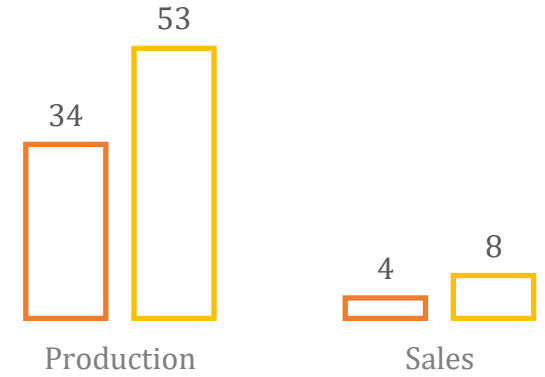
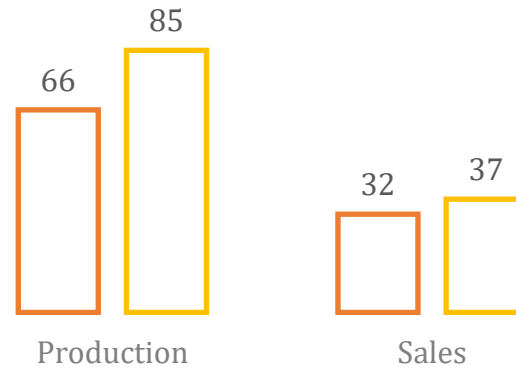
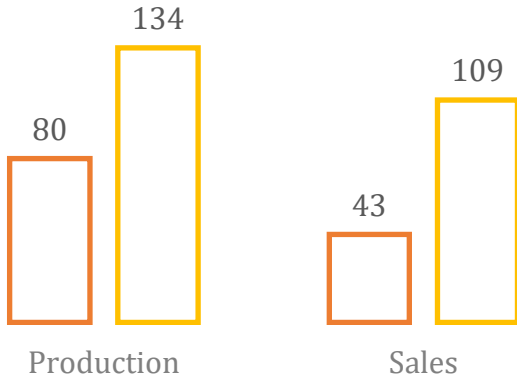
# ...Robust Volume Growth Across Products (1/2)

Iron Ore Pellets ('000 MT)

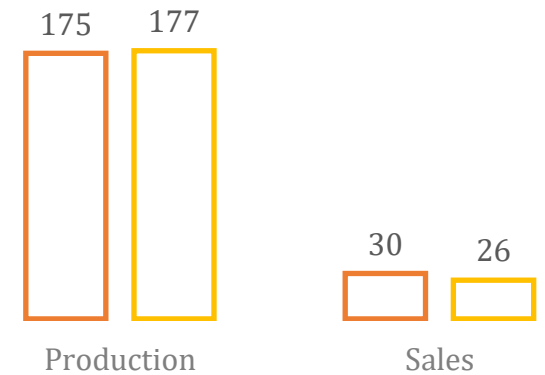
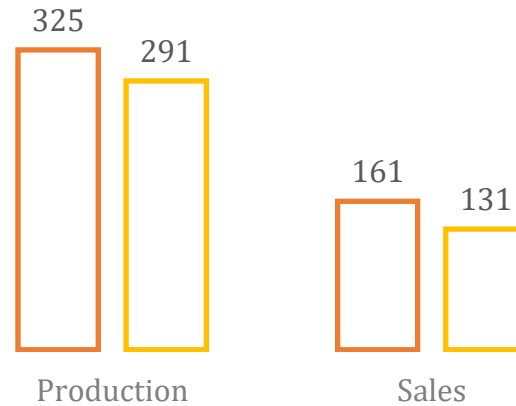
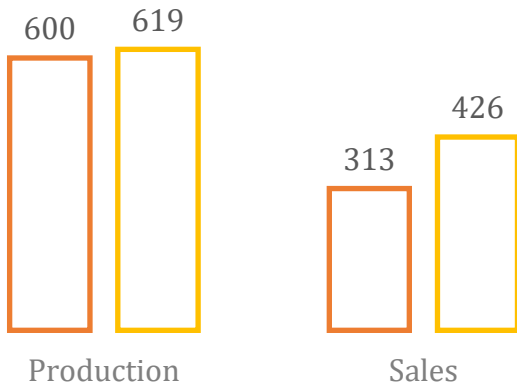
Sponge Iron ('000 MT)

Steel Billet ('000 MT)

Fourth Quarter



Full Year



■ FY20    ■ FY21

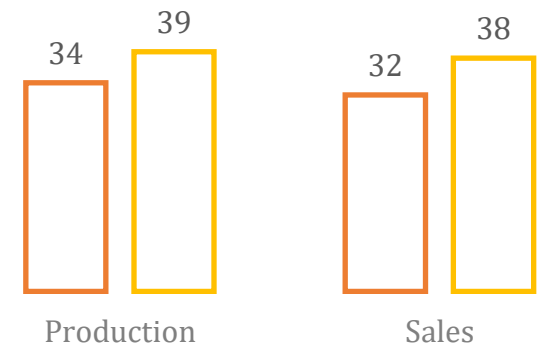
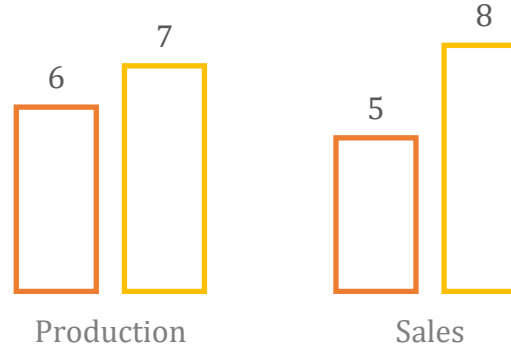
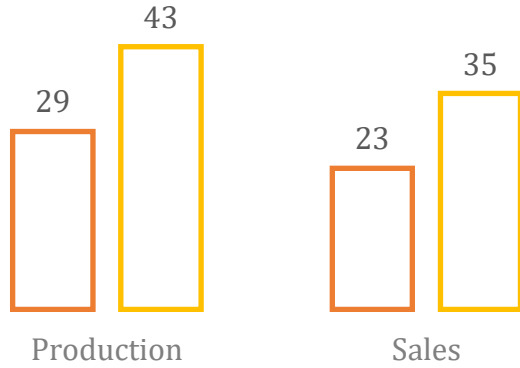
# ...Robust Volume Growth Across Products (2/2)

## Wire Rod ('000 MT)

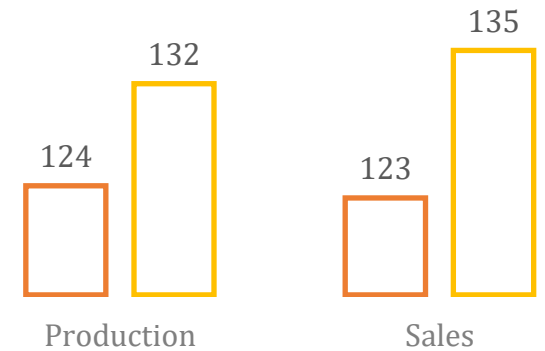
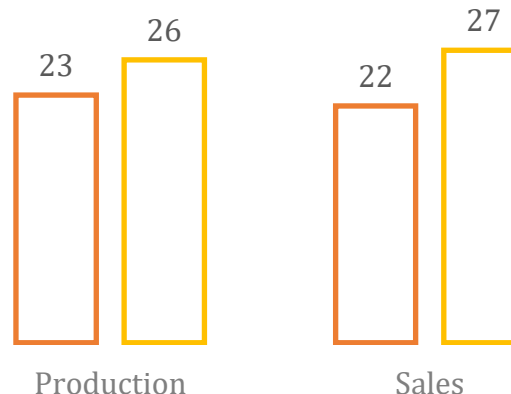
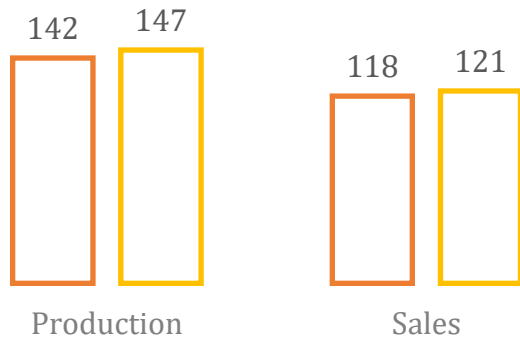
## H. B Wires ('000 MT)

## Ferro Alloys ('000 MT)

Fourth Quarter



Full Year

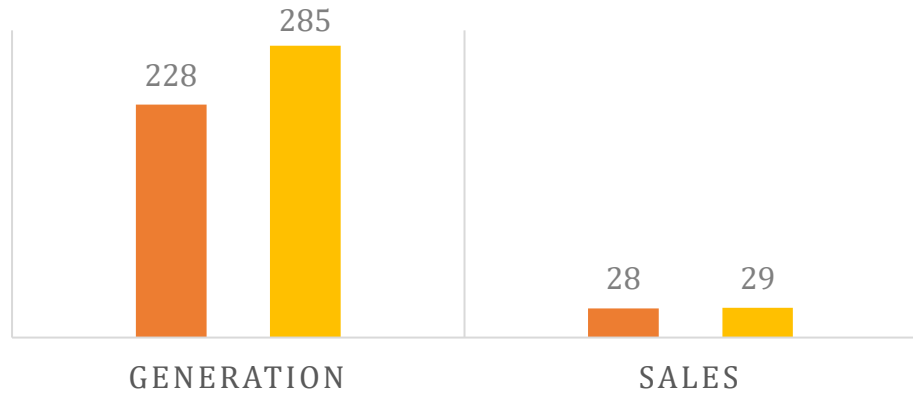


■ FY20 ■ FY21

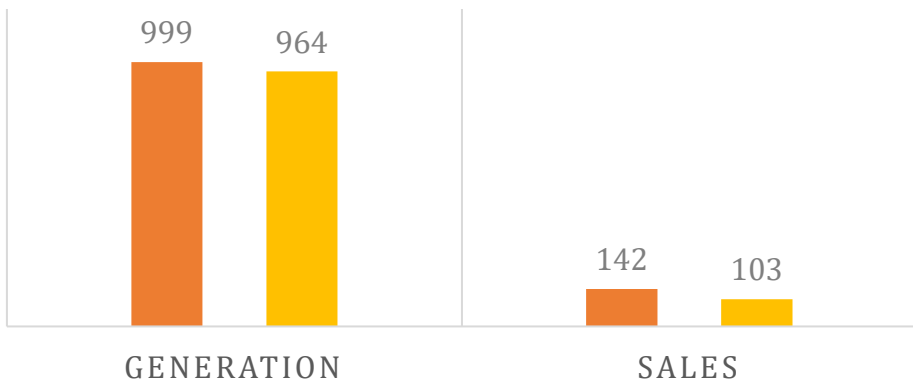
# Power Segment - Highest Ever Hydro Power Generation; Set to Increase...

**Thermal Power - Total Capacity 162 MW**

Fourth Quarter

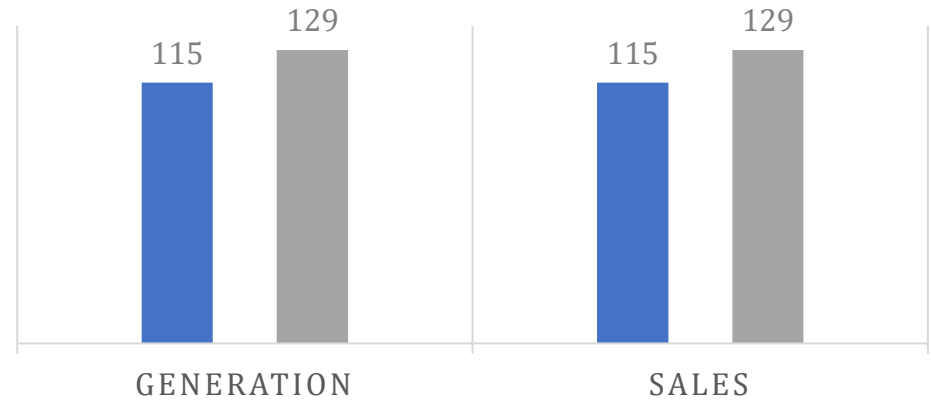
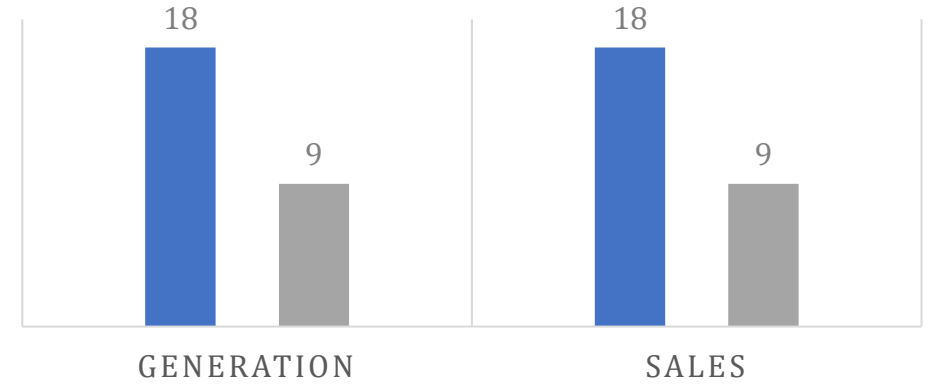


Full Year



■ FY20 ■ FY21

**Hydro Power - Total Operational Capacity 29.7 MW**



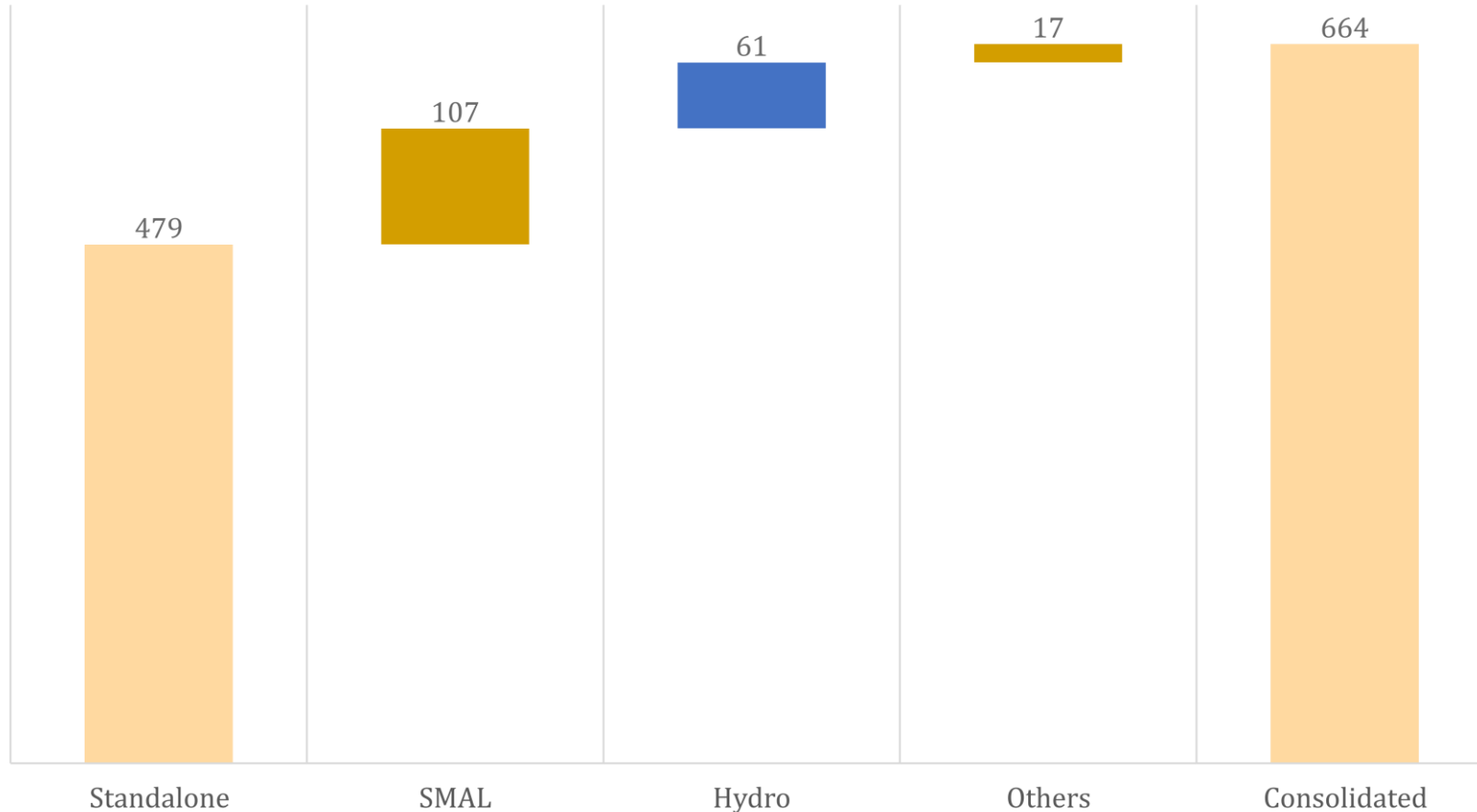
■ FY20 ■ FY21

# ...With the likely Commissioning of the Sikkim Hydro Project in June 2021



# ...To Provide A Significant Fillip to EBITDA (Highest Ever in FY21)...

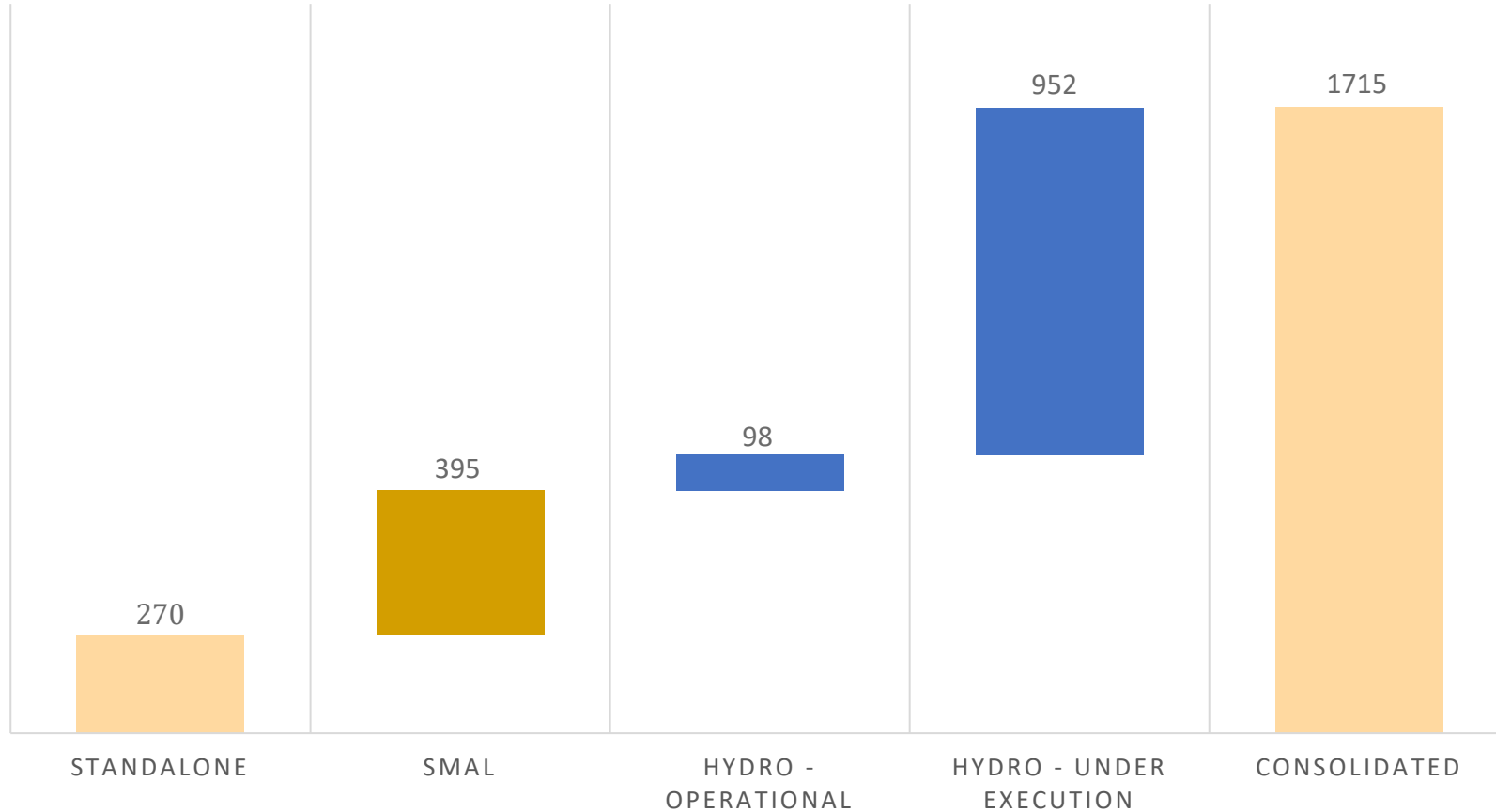
*EBITDA Bridge - FY21 (in INR Crore)*



- A quantum jump in EBITDA is likely, post the commissioning of the Sikkim Hydropower Project.
- Resulting in significant diversification of cash flow profile of the Company.

# ... Debt Set To Be Pared Upon Operationalization Of Sikkim Hydro

*Debt Bridge - FY21 (in INR Crore)*



- *Majority of the Total Debt is on account of the Sikkim Hydro project, repayment of which would start with the commissioning of the project as per the repayment schedule.*



# Key Strategies to Drive Growth and Competitive Advantage



## Vertical Integration and Capacity Expansion

- Recently won two Coal Mines – to reduce input costs
- Received 'Consent to Operate' the expanded capacity of Iron Ore Pellet plant from 6 lac MT to 8 lac MT, effective March 2021



## Diversification

### *From Commodity to Green Energy Player (Hydro)*

- De-risked by adding annuity-like Revenue Stream (Hydro Power)
- Nearing commercialization of a large sized (113 MW) project at Sikkim and nearly 25 MW of project in pipeline



## Financial Prowess

- Comfortable liquidity and leverage position – TOL/NW of 0.99x
- Set to improve with the commissioning of the Sikkim Hydro Power Project and utilization of Pellet capacity



## Strong Focus on ESG

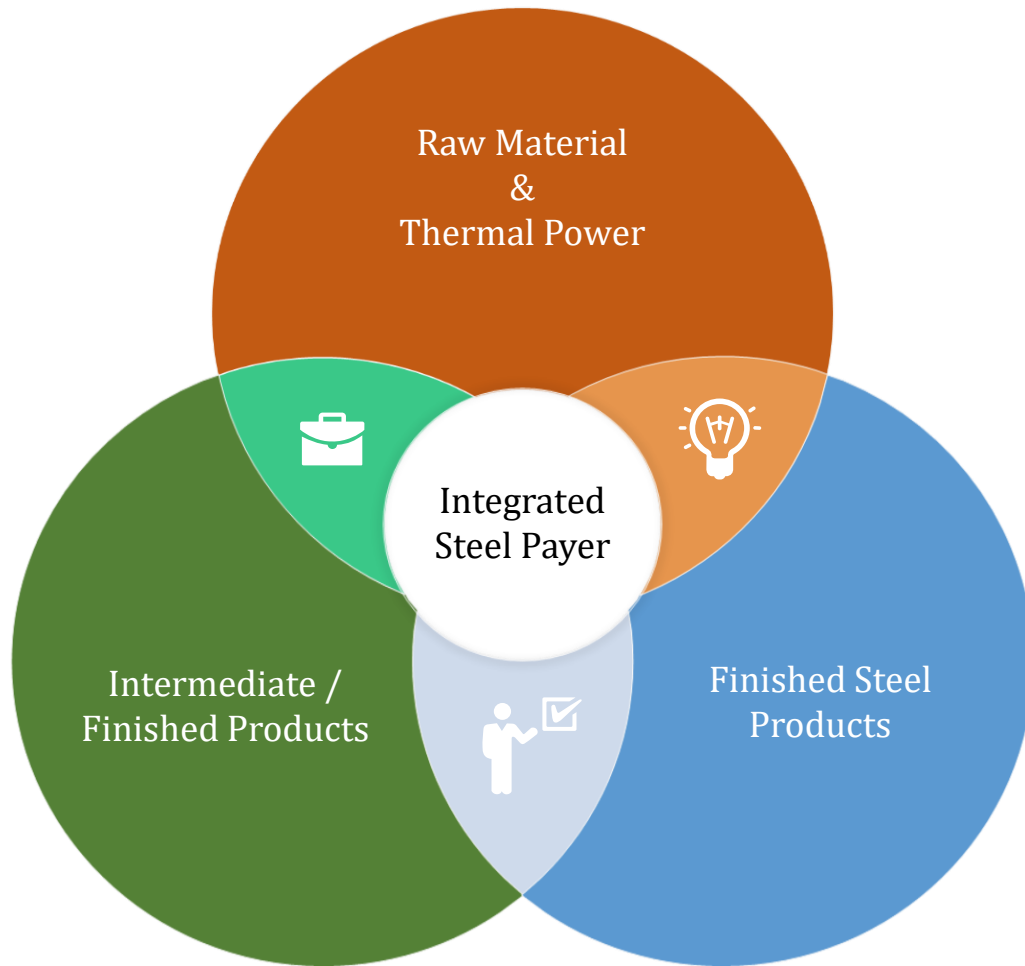
- Existing Hydropower portfolio of 142.7 MW and another 25 MW under execution
- Prudent governance philosophies and sustainable business practices with strong focus on social responsibility

**Well placed to continue on the growth trajectory**



**SEML | De-Risked and Diversified**

# Metal Business | Vertically Integrated Steel Player...



**Raw Material & Thermal Power** (Captively procured key inputs, assures cost and quality control)



Iron Ore Mine



Coal Mine



Thermal Power

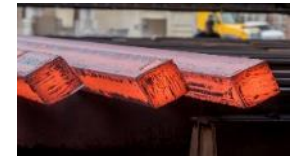
**Intermediate / Finished Products** (Flexibility to sell products across entire product value chain)



Pellets



Sponge Iron



Billets

**Finished Steel Products**



Wire Rods



HB Wires

## ... Backed by Captive Resources, Driving Down Costs Significantly



### **Captive Iron Ore Mine**

*(Total Capacity of 1.5 MMT p.a.)*

- Located at Rajnandgaon, Chhattisgarh, which is in proximity of **only ~140 km** from the Company's steel plant at Siltara, Chhattisgarh
- Currently operating at a capacity of **0.4 - 0.5 MMT p.a.**



### **Captive Thermal Plants**

*(Total capacity of 162 MW)*

- Located at both the manufacturing facilities - Siltara, Chhattisgarh and Vizag
- The combined power generation capacity stands at **~162 MW**
- The average generation (FY17-21) stands at **~915 units p.a.**
- Both plants combined **cater to ~100%** of the Company's in-house power requirement








### **Recently won two Coal Mines**

*(Total Capacity of 1.8 MMT p.a.)*

- Shahpur West Coal Mine, in Madhya Pradesh, having extractable reserves of **13.4 MMT** and production capacity of 0.6 MMT p.a.
- Gare Palma IV/ 7 Coal Mine, in Chhattisgarh, having extractable reserves **142 MT** and production capacity of 1.2 MMT p.a. The Company has operated this mine previously and expects to commission it by **Oct 2021**
- Both the mines are **located within ~200 kms** of the steel plant at Chhattisgarh, where the coal will be used, thereby further improving the operating efficiencies for the Company

# Robust Presence Across Steel Products – Siltara Plant in Chhattisgarh...

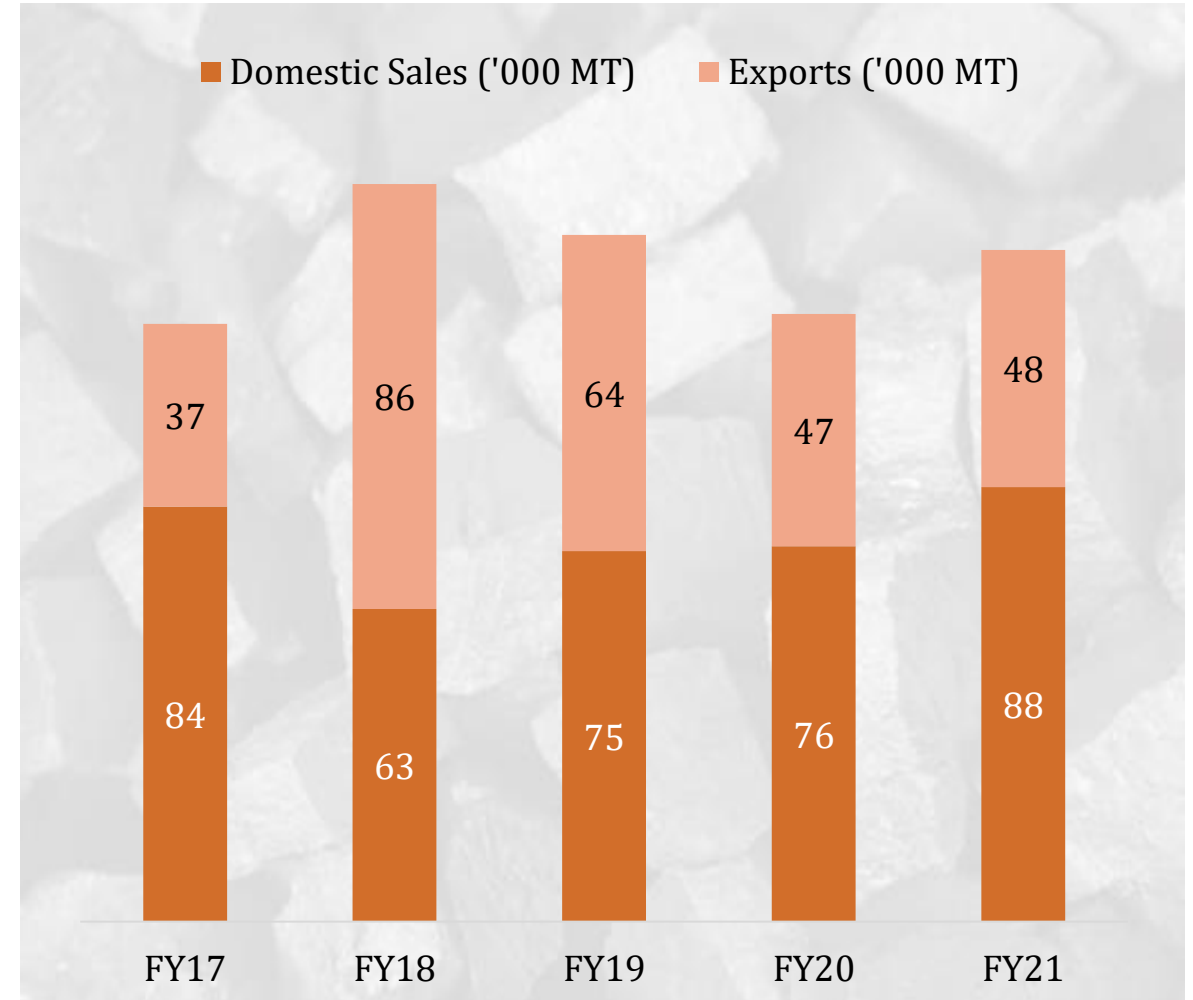
	Pellets	Sponge Iron	Billets	Wire Rods	HB Wires
<b>Description</b>	 <p>Produced from Iron Ore fines &amp; sold domestically</p>	 <p>Produced from captive Iron Ore Lumps &amp; Pellets. Preferred Route of Steel making.</p>	 <p>Semi finished steel product produced by continuous casting process. Well positioned with complete back-end integration.</p>	 <p>Hot rolled product made from direct hot billet charging.</p>	 <p>HB Wires- Wire rods are cold drawn to HB wires to sizes</p>
<b>Current Capacity</b>	8,00,000 MT	3,60,000 MT	3,00,000 MT	1,80,000 MT	30,000 MT
<b>Planned Expansion</b>	Recently expanded by 2,00,000 MT	NA	Recently expanded to 3,00,000 MT	Increase in Billet production leads to rise in Wire Rods production	NA
<b>Captive Consumption</b>	25 - 30%	50-55%	80-85%	15-20%	NA

## ...And a Leading Manufacturer and Exporter of Ferro Alloys

- Manufactures manganese-based Ferro Alloys sold domestically as well exported to other countries
- Leading exporter of manganese-based Ferro Alloys
- Exports Awards:**
  - SEML received prestigious export promotion council award in 2018
  - SEML & SMAL received Two-Star export house status from GOI

Plant Location	Current Capacity	Primary Markets
Vishakhapatnam	2*33 MVA	Exports
Siltara, Raipur	5*9 MVA	Domestic
<b>Total</b>	<b>111 MVA</b>	

- Recently approved expansion project: Adding one more furnace of 36 MVA at the Vizag facility



# Hydro Power Business | Operational Assets of ~30 MW...

	4.8 MW	24.9 MW
<b>Location</b>	Uttarakhand	Chhattisgarh
<b>Name of the River</b>	Sarju	Gullu
<b>Year of Commissioning</b>	2008	2017
<b>Tariff</b>	INR 3.85 per unit	INR 5.21 per unit
<b>Term of PPA</b>	35-year PPA with State Discom	35-year PPA with State Discom
<b>PLF - FY21</b>	57%	50%
<b>Debt (Current)</b>	Debt Free since 2017	INR 98 Cr
<b>Key Updates</b>	Expansion of 3 MW being proposed	Generating Free Cash Flows since its first year



*With State Governments' needing to blend their sources of power, Hydropower plants offer a **reliable and economically viable** means of **diversifying the Company's revenues** and are **best suited** to meet the **peak power** requirements of the **States***

## ... With an Additional ~138 MW in the Works

	113 MW	24.9 MW
<b>Location</b>	Sikkim	Chhattisgarh
<b>Name of the River</b>	Rongnichu	Rehar
<b>Likely Year of Commissioning</b>	2021	2025
<b>Tariff</b>	Under determination	-
<b>Term of PPA</b>	<i>35-year PPA with Chhattisgarh State Discom</i>	-
<b>Debt (Current)</b>	INR 952 Cr	Financial closure under progress
<b>Key Updates</b>	Nearing commissioning	Land acquisition & regulatory approvals underway



*Given the nature of Hydropower business, a **quantum jump in Company's EBITDA** is likely post commissioning of the Sikkim Hydropower Project (expected in June 2021)*



# Well-Experienced and Strong Leadership at the Helm



**Kamal Kishore Sarda**

*CMD*

- Mechanical Engineer with 45 years experience in Iron and Steel Industry
- Responsible for the groups vision and strategic direction



**Pankaj Sarda**

*Joint MD*

- Mechanical Engineer with 17 years experience in Iron and Steel Industry
- Responsible for steering SEML towards the path of growth



**Padam Kumar Jain**

**Director & CFO**

- CA, CS with a rich experience of more than 35 years
- Looks after accounting, finance, taxation, costing and corporate laws



**Manish Sarda**

**DMD, SMAL**

- MBA in International Business with 26 years of experience in Iron and Steel Industry
- Focused on overall development of commercial activities and Ferro Alloys business
- Chairman of Indian Ferro Alloy Producers' Association



**Neeraj Sarda**

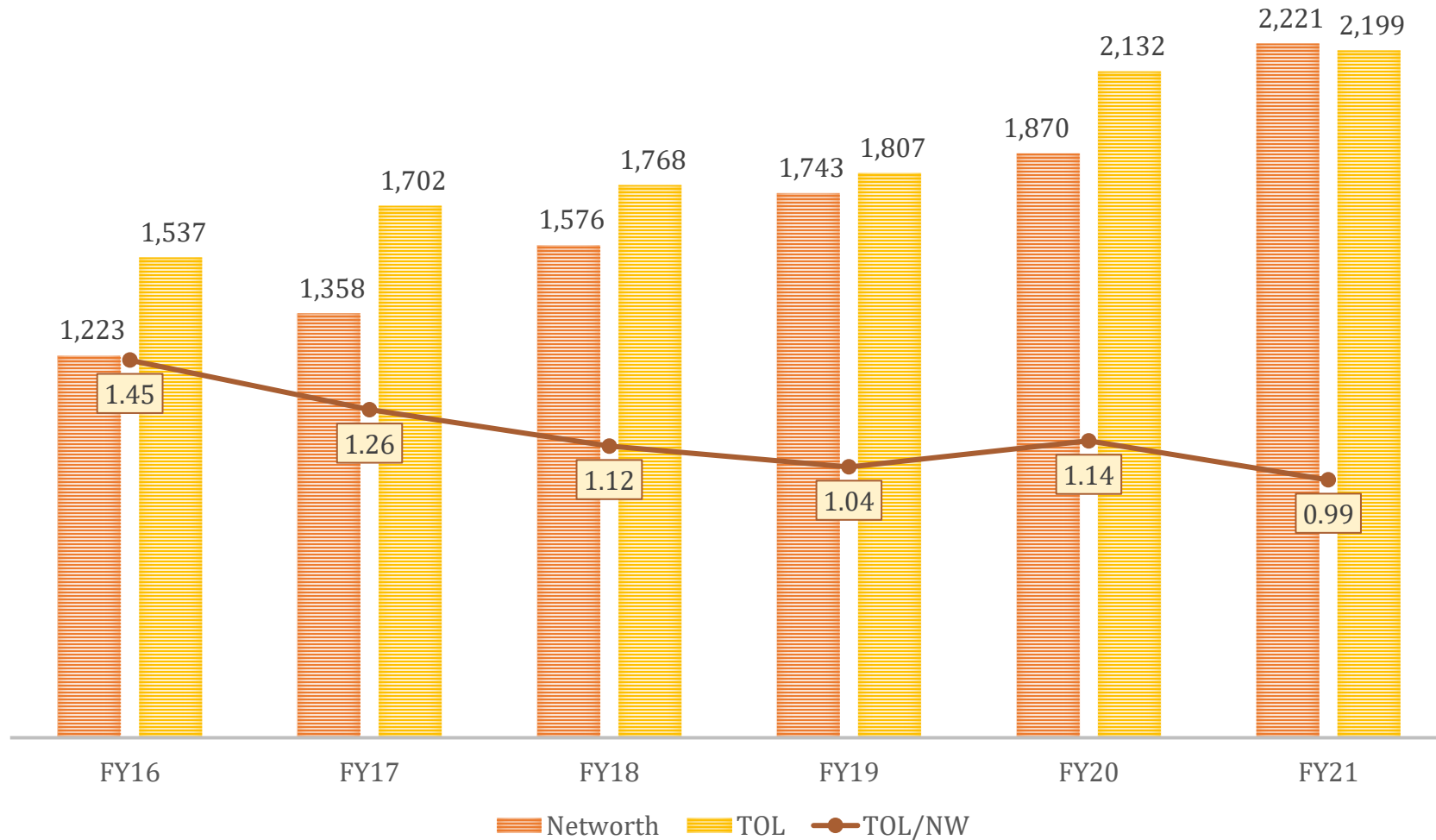
**DMD, SMAL**

- MBA in Finance & Marketing with more than 16 years of experience in Iron & Steel Industry
- Second generation entrepreneur, responsible for the entire Vishakhapatnam operations



# Financial Performance

# Strong Balance Sheet: Comfortable Leverage Position



- **Improving TOL/ NW ratio along with strong liquidity position**
- **With additional cashflows post commissioning of Sikkim Hydro project, the liquidity will further strengthen**

# Consolidated P&L – Consistent Growth and High Profit Margins

INR in Cr	FY17	FY18	FY19	FY20	FY21
Revenues	1,434	2,217	2,324	2,000	2,199
Other Income	67	70	17	-17	144
<b>Total Income</b>	<b>1,502</b>	<b>2,287</b>	<b>2,341</b>	<b>1,983</b>	<b>2343</b>
Raw Material	942	1,478	1,493	1,293	1,347
Employee Expenses	75	77	87	88	89
Other Operating Expenses	200	260	261	263	243
<b>EBITDA</b>	<b>284</b>	<b>472</b>	<b>499</b>	<b>339</b>	<b>664</b>
<b>EBITDA Margin (%)</b>	<b>19%</b>	<b>21%</b>	<b>21%</b>	<b>17%</b>	<b>28%</b>
Depreciation	69	73	76	78	75
Interest	94	97	99	82	79
Exceptional Item	-	-	-	-	-15
<b>Profit Before Tax</b>	<b>122</b>	<b>302</b>	<b>324</b>	<b>179</b>	<b>495</b>
Share of Associates and JV	(28)	8	-	(7)	(4)
Tax	23	90	117	43	115
<b>PAT</b>	<b>127</b>	<b>205</b>	<b>207</b>	<b>128</b>	<b>376</b>
<b>PAT Margin (%)</b>	<b>8%</b>	<b>9%</b>	<b>9%</b>	<b>6%</b>	<b>16%</b>
<b>EPS</b>	<b>35.58</b>	<b>56.01</b>	<b>56.36</b>	<b>35.05</b>	<b>104.00</b>

## Consolidated BS – Conservative Capital Structure and Strong Liquidity Profile

INR in Cr	FY17	FY18	FY19	FY20	FY21
Share Capital	36	36	36	36	36
Tangible Networth	1,322	1,540	1,707	1,834	2,185
Minority Interest	83	88	132	100	101
Long Term Borrowings	936	998	1,078	1,436	1,500
Short Term Borrowings	348	327	268	215	108
Other Liabilities	390	423	461	481	591
<b>Total Liability</b>	<b>3,115</b>	<b>3,413</b>	<b>3,681</b>	<b>4,102</b>	<b>4,521</b>
Net Fixed Asset	1,194	1,367	1,358	1,332	1,287
CWIP	788	775	1,054	1,365	1,619
Investment	226	215	196	169	243
Cash & Cash Equivalents	11	68	45	165	98
Other Assets	896	988	1,028	1,071	1,274
<b>Total Assets</b>	<b>3,115</b>	<b>3,413</b>	<b>3,681</b>	<b>4,102</b>	<b>4,521</b>



# Corporate Social Responsibility

# Focus on Safety, Health & Social Responsibility

## Health & Safety

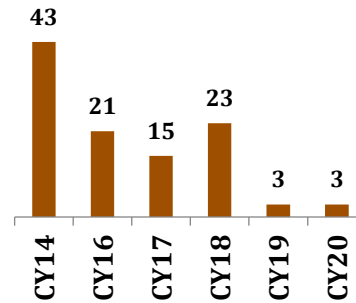
SEML awarded - Appreciation Award for Best Company in the Entire Eastern Region in Safety category

Regular medical check ups & inhouse medical facilities

Incident rate (including minor injuries) has seen a declining trend over past few years

Conducting trainings on safety measures every year

## No. of Incidents (including minor)



## Social Responsibility

Adopted 90 single-teacher schools in the tribal areas of Chhattisgarh

Runs well-equipped ambulance with doctors & has set up first-aid facilities in the villages surrounding its mines

Potable water supply to villages

Conducted awareness on mother and child health care programs

Regularly supporting local administration in COVID-19 related measures

# COVID-19 Initiatives



Donated Food Grains to Villagers



COVID testing camps for Villagers



Provided Medical Kit & Apparatus help to COVID-19 Hospitals



Vaccine Drive for Employees



# Responsible Corporate Citizen (1/2)



## **Education: Enabling quality education in community**

*Salary support to Teachers at Siltara & Mines area village schools; Reward to Meritorious students of 10<sup>th</sup> & 12<sup>th</sup>; Support to Educational Trust development; Support to Ekal Vidyalayas for education development of tribal students with FTS; Imparted computer education for village students*



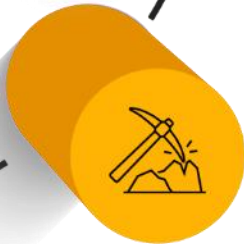
## **Health: Preventive & curative healthcare services**

*Operating mobile medical van with free medicines in mines area villages; Mobilized Doctors for community healthcare services; Financial support to critical patients for their advanced treatment and organised various health/blood donation camps*



## **Infrastructure: Creating community assets**

*Creation of community assets like community hall, service road, cross drain, walkways etc. for the community benefit in nearby villages and created Rainwater harvesting structures for water shed development*



## **Livelihood: Environmental & economical sustainability**

*Mass bamboo plantation, Pond deepening work for Water shed development, Potable water supply in Siltara, Mandhar & Mines area villages, Compensation to farmers for crop loss at Akoli & Tada village, Livelihood development of physically challenged, Saplings for plantation under Udaan Scheme, Sewing Training program*



## **Art, Culture and Sport: Sports & culture development**

*Support for the local cultural promotion festival - Jhanki, Dance & Folk Art in villages; Support for the local sports and culture like Madai Mela and Kabaddi, etc.; Support to Mr Shrimant Jha Para Olympic Wrestler & Mr Anshuman Sharma*

# Responsible Corporate Citizen (2/2)

Education



Health



Infrastructure



Livelihood



Cultural



# THANK YOU



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