

# *The Sandur Manganese & Iron Ores Limited*

(An ISO 9001:2015; ISO 14001:2015 and 45001:2018 certified company)

CIN: L85110KA1954PLC000759; Website: [www.sandurgroup.com](http://www.sandurgroup.com)

## **REGISTERED OFFICE**

'SATYALAYA', No.266  
Ward No.1, Palace Road  
Sandur – 583 119, Ballari District  
Karnataka, India  
Tel: +91 8395 260301/ 283173-199  
Fax: +91 8395 260473



## **CORPORATE OFFICE**

'SANDUR HOUSE', No.9  
Bellary Road, Sadashivanagar  
Bengaluru – 560 080  
Karnataka, India  
Tel: +91 80 4152 0176 - 79 / 4547 3000  
Fax: +91 80 4152 0182

SMIORE/SEC/2023-24/17

18 May 2023

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001

Dear Sir/Madam,

***Sub: Investor Presentation in connection with Audited Financial Results for quarter and year ended 31 March 2023***

***Ref: Company Code: 504918***

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Audited Financial Results for quarter and year ended 31 March 2023.

The Exchange is requested to take the same on record.

Thanking you.

*for The Sandur Manganese & Iron Ores Limited*

***Bijan Kumar Dash***  
***Company Secretary & Chief Compliance Officer***

**MINES OFFICE:** Deogiri - 583112, Sandur Taluk, Ballari District  
Tel: +91 8395 271025 / 28 / 29 / 40; Fax: +91 8395 271066

**PLANT OFFICE:** Metal & Ferroalloy Plant, Vyasankere, Mariyammanahalli – 583 222, Hosapete Taluk, Ballari District  
Tel: +91 8394 244450 / 244335



THE SANDUR MANGANESE &  
IRON ORES LIMITED

FY23

# Towards an integrated future

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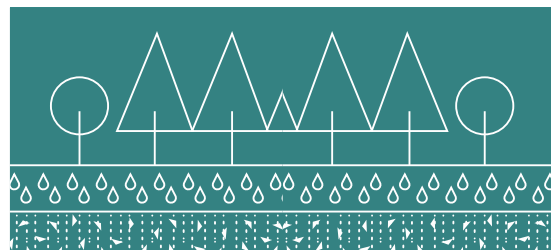
**Earnings Presentation**

MAY 2023

# SANDUR at a Glance

## 6+ decades

As one of the most respected private sector merchant miners of manganese and iron ore



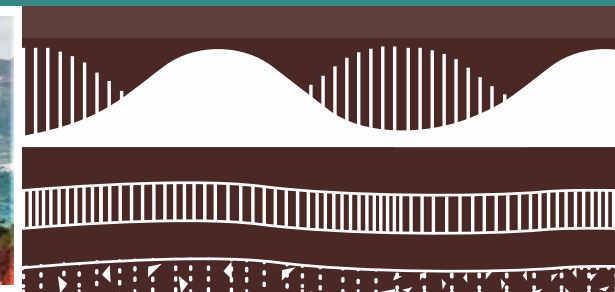
VAST MINING  
RESERVES  
WITH LEASES  
UP TO 2033

17 MT  
Manganese Ore

105 MT  
Iron Ore

## 3<sup>rd</sup> Largest

Manganese  
ore miner in India



## A/Stable

CRISIL & ICRA RATED  
Robust credit rating



2,294\*

SANDUR family  
members

### CAPACITIES



0.28 MTPA  
Manganese Ore



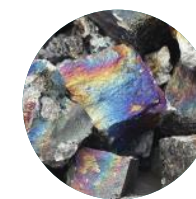
1.60 MTPA  
Iron Ore



0.50 MTPA  
Coke



32 MW  
WHRB-based  
Power



95,000/  
1,25,000 TPA  
Ferroalloys (SiMn/ FeMn)

# Operational Units



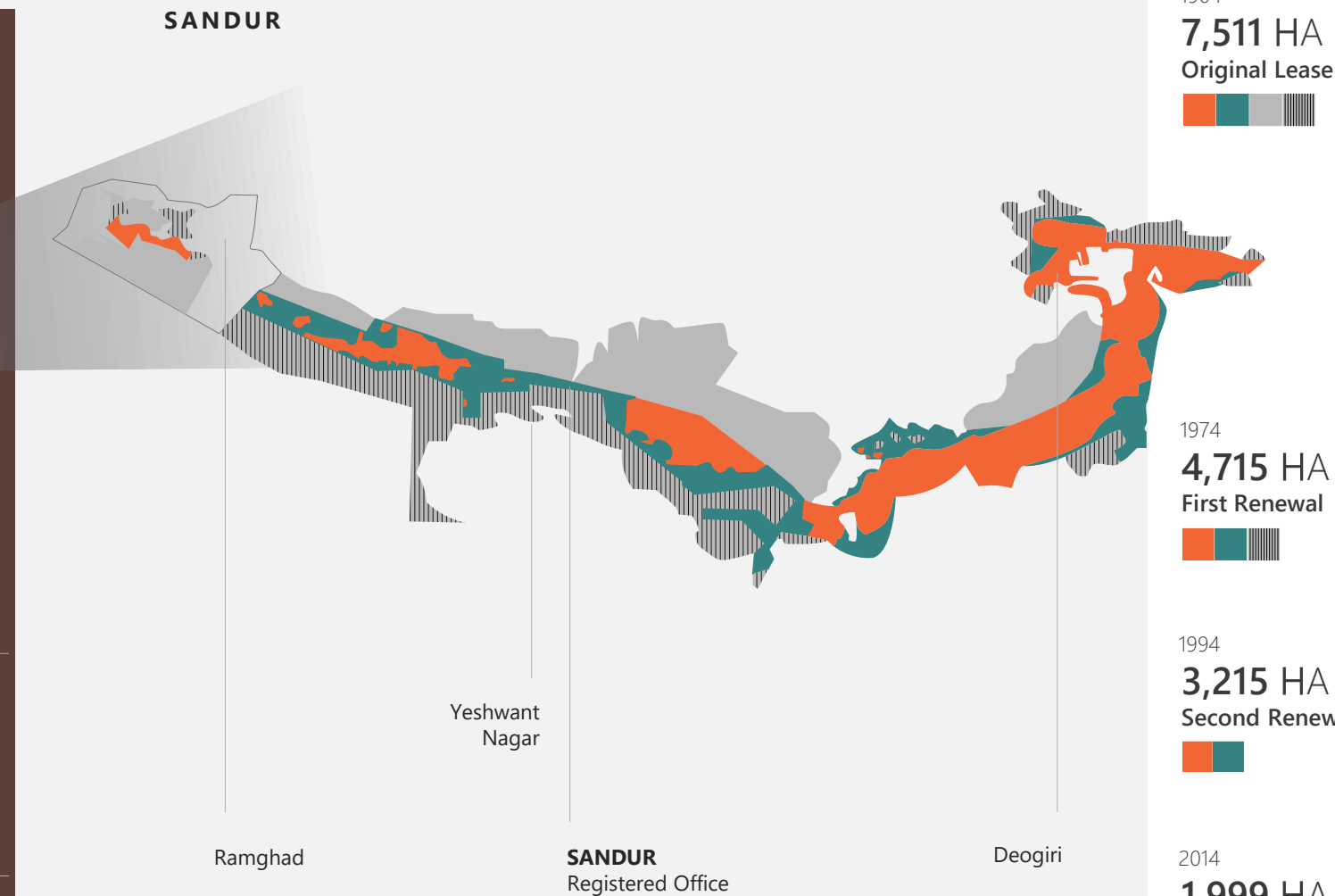
## Mining Leases

(Deogiri, Kammathuru,  
Subbarayanahalli and Ramghad)

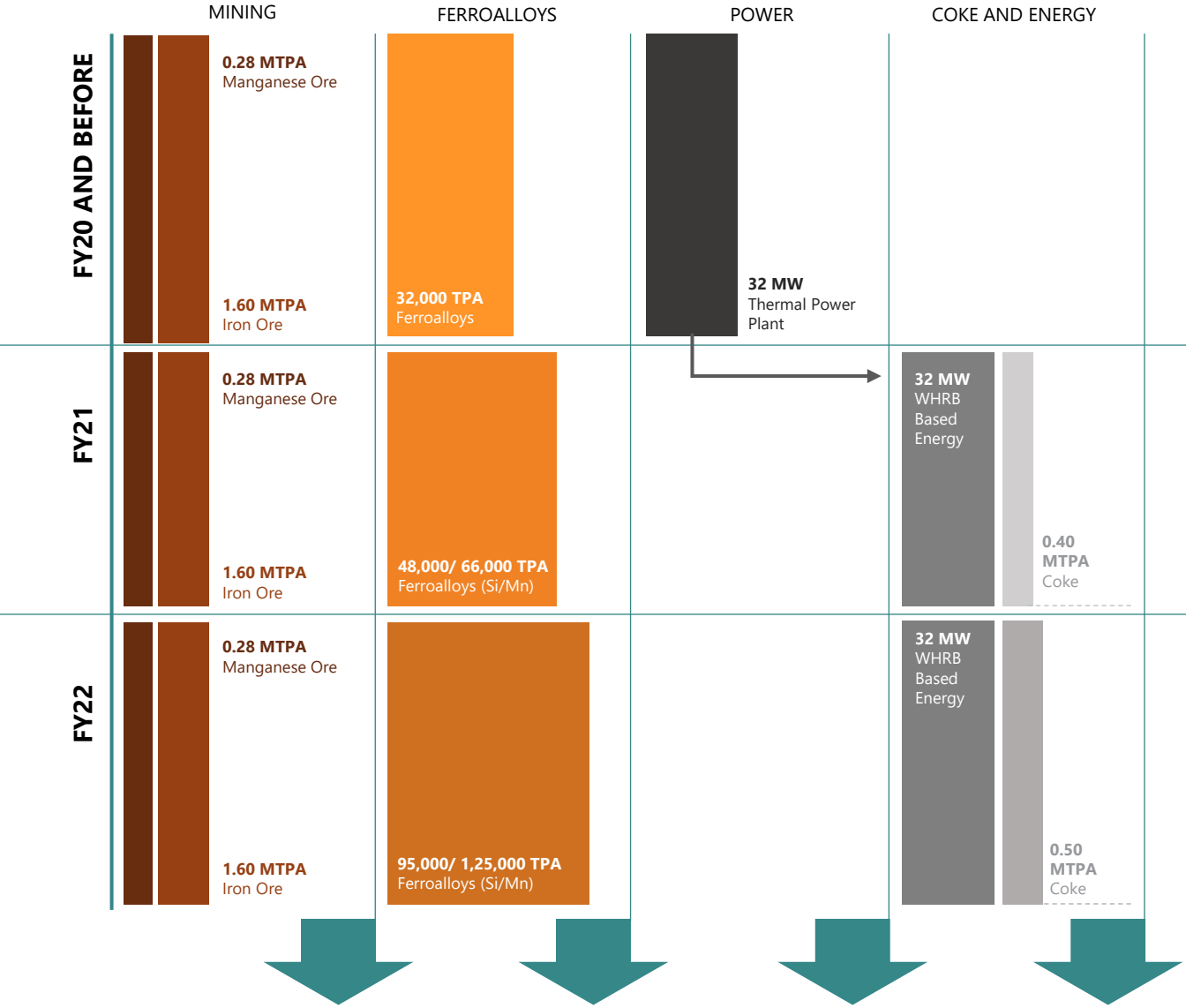
## Ferroalloy Plant, Power Plant, Coke Oven Plant (Vyasankere)

Ballari and Vijayanagara Districts,  
Karnataka

## SANDUR

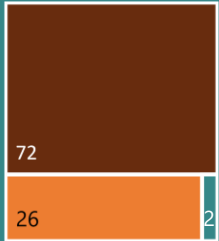


# Transforming Business Canvas

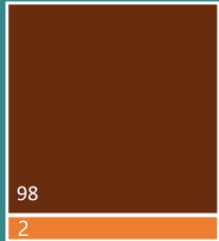


## TRAITS

REVENUE CONTRIBUTION FY18-20 (%)

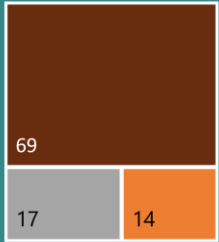


PBT CONTRIBUTION FY18-20 (%)

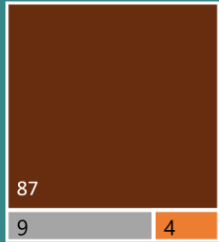


Asset light, cash generating mining operations coupled with marginally-profitable power-intensive ferroalloys operations

REVENUE CONTRIBUTION (%)

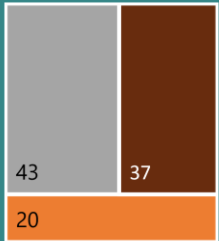


PBT CONTRIBUTION (%)

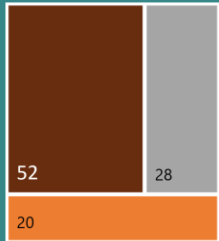


Asset light, cash generating mining operations coupled with self sustainable and profitable ferroalloys operations supported by Coke + WHRB based power generation

REVENUE CONTRIBUTION (%)



PBT CONTRIBUTION (%)



Mining Ferroalloys Coke and Energy Others

# Transforming Business Canvas (Going Forward)

TRAITS	EXISTING CAPACITY		EXPANSION		TRAITS	
	MINING	FERROALLOYS	POWER	COKE AND ENERGY		
	<div><div>0.28 MTPA Manganese Ore</div><div>1.60 MTPA Iron Ore</div></div>	<div>95,000/ 1,25,000 TPA Ferroalloys (Si/Mn)</div>		<div><div>32 MW WHRB Based Energy</div><div>0.50 MTPA Coke</div></div>		
TRAITS	EXISTING CAPACITY		EXPANSION		TRAITS	
	MINING	FERROALLOYS	POWER	COKE AND ENERGY		
	<div><div>0.58 MTPA Manganese Ore</div><div>4.50 MTPA Iron Ore</div><div>7.00 MTPA Beneficiation Unit</div></div>	<div>SANDUR has partnered to set up a hybrid renewable power plant (42.9 MW) in a SPV which will cater to the increasing energy requirement to expand Ferroalloys operations.</div>		<div><div>32 MW WHRB Based Energy</div><div>0.50 MTPA Coke</div></div>		
TRAITS	EXISTING CAPACITY		EXPANSION		TRAITS	
	MINING	FERROALLOYS	POWER	COKE AND ENERGY		
	<div><ul style="list-style-type: none"><li>Asset-light and high ROCE</li><li>Cost-efficient operations resulting in high OPM and significant operating-leverage</li><li>Generating consistent Cash Flows</li></ul></div>	<div><ul style="list-style-type: none"><li>Self-sustainable &amp; profitable ferroalloys operations</li></ul></div>		<div><ul style="list-style-type: none"><li>Long-term vision of growth</li><li>Mitigates sustainability concerns as a pure-play merchant miner</li><li>Forward integration into value-added end-products</li></ul></div>		

*\*Note: Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.*



# Improving Profit Profile

Multifold  
increase

in absolute PBT

Diversi-  
fication

in profit profile of  
the Company

## FY18-20 (Average\*)



₹ 230

Crore

Mining

98%

Ferroalloys

02%

## FY21



₹ 296

Crore

Mining

87%

Ferroalloys

04%

Coke and Energy

09%

## FY22



₹ 996

Crore

Mining

52%

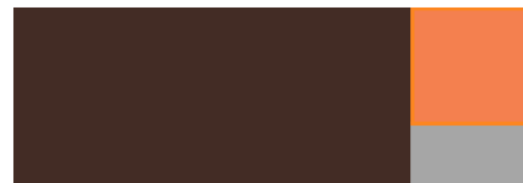
Ferroalloys

20%

Coke and Energy

28%

## FY23



₹ 399

Crore

Mining

77%

Ferroalloys

15%

Coke and Energy

08%

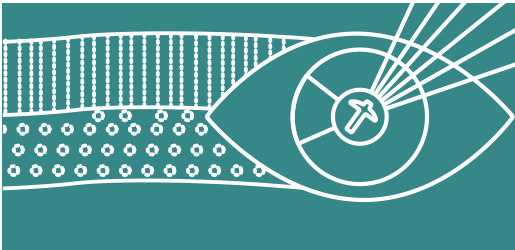
\*Arithmetic Average FY18-20 | Note – PBT excludes finance costs and unallocable expenses/income

# Values that Drive Us

## SANDUR is run by the ethos

"All that we get (earn) from the soil of Sandur in one form or the other should be primarily used to benefit Sandur"

**M.Y. GHORPADE**



Scientific Mining &  
Sustainable  
Operations

Employee  
Welfare &  
Development

Values

Environment  
Preservation &  
Community  
Development

Adherence to  
Highest Corporate  
Governance  
Standards

## Awards and Recognitions

Awarded 5-STAR rating by the Government of India every year since the introduction of Sustainable Development Framework (SDF)

Other prestigious awards include **National Safety Award (Mines)** from the Government of India, prizes secured during competitions held by **Mines Safety Association Karnataka**, prizes secured during competitions held by **Mines Environment & Mineral Conservation Association**, among others.



## Some of SANDUR's successful Welfare Programs

### Food Security Scheme

A food package for a family of 5 costs ₹ 145 against actual cost of ₹3,950, balance being absorbed by the Company.

### Subsidized LPG Cylinder

SANDUR provides subsidised LPG cylinders to a large subset of its employees with a 90% subsidy to prevent them from cutting trees for fuel.

### Housing Loan Subsidy

Interest subsidy on housing loans availed by employees.

### Other

Including clothes subsidy, marriage & festival gifts, medical care, sickness benefits, education & training facilities, housing & electricity, and many more.



# Mining - our mainstay

## Capacity Enhancement

Proposed to enhance manganese ore production from 0.28 to 0.56 MTPA and iron ore production from 1.60 to 4.50 MTPA, duly complying with the parameters prescribed by the Hon'ble Supreme Court

Mining manganese and iron ores from two mining leases located in Sandur (Karnataka)

Fully-mechanized iron ore mining contributing to higher margins

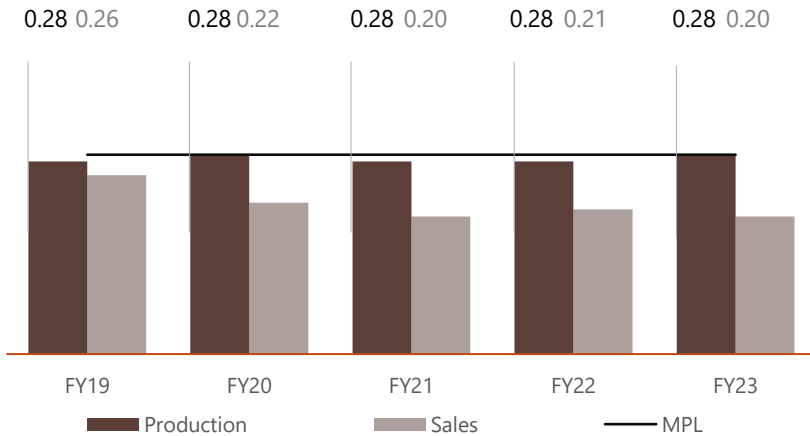
Semi-mechanized, labour-intensive manganese ore mining with relatively lower margins but generating large scale employment opportunities

Mining operations with one of the **best operating metrics & track record** in the Industry

Mining operations conducted with utmost respect for environment and adherence to regulatory norms of authorities

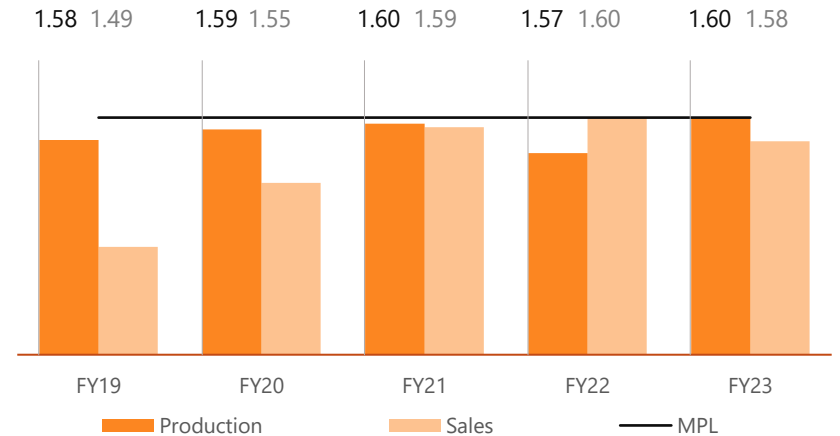
### MANGANESE ORE MINING OPERATIONS (MTPA)

0.28 MTPA



### IRON ORE MINING OPERATIONS (MTPA)

1.60 MTPA



# Ferroalloys - new and improved

Turned around ferroalloys operations in FY21 through feasible power generation

The combination of Coke Oven Plant and WHRB generates power as a by-product, thus leading to substantial savings by eliminating the need for thermal coal

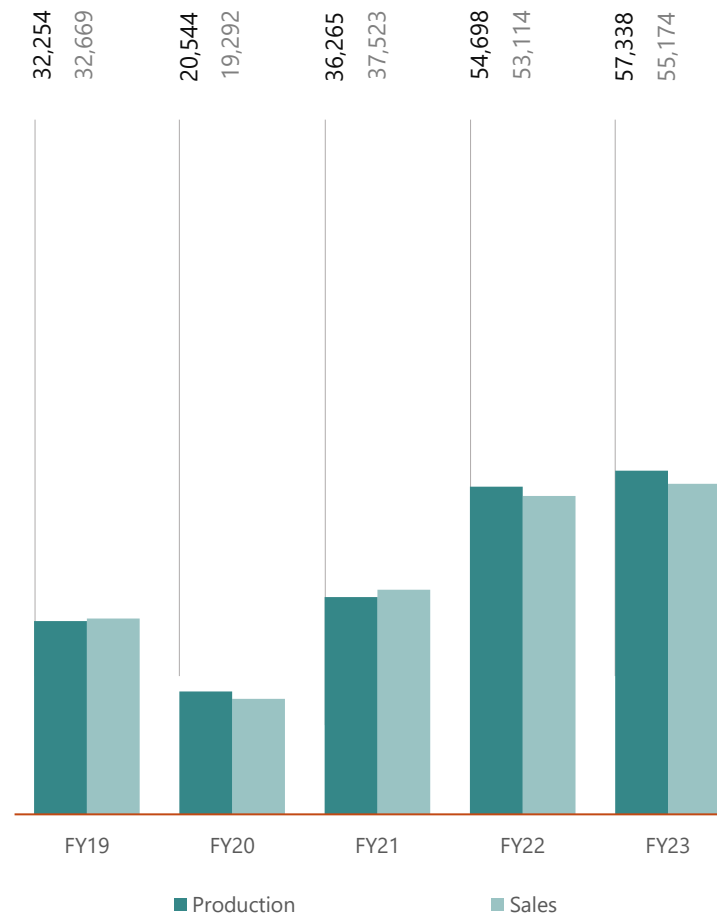
Achieved a shift towards a cleaner source of energy from its previously used coal-based energy

Effective power generation cost was reduced significantly post commissioning of WHRB



**Key products:**  
Silicomanganese  
and Ferromanganese

## FERROALLOYS OPERATIONS (MTPA)



## CAPACITIES

FY22  
**95,000/  
1,25,000 TPA**  
(SiMn/FeMn)\*

FY21  
**48,000/  
66,000 TPA**  
(SiMn/FeMn)

FY20  
**32,000 TPA**

\*Note – Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.

# Coke and Energy - strengthening operations



March 2018

Started expansion work

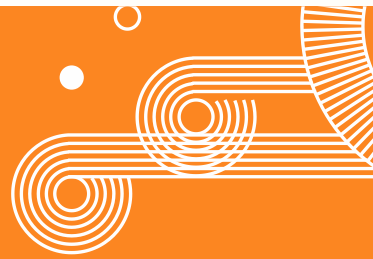
0.5 MTPA

4 Batteries with a cumulative capacity of 0.5 MTPA



18 January 2021

Fully commissioned Coke Oven



32 MW

2 Waste Heat Recovery Boilers with a cumulative capacity of 32 MW setup for generating cleaner energy





# Investment Rationale

## Stable & Growing Cash Flows

Through long-standing mining operations

## New and Improved Ferroalloys

Operations, contributing meaningfully to financial performance

## Disciplined Capital Allocation

Guided by strong parentage

## Strong Balance Sheet

With net-debt free status, supported by surplus liquidity



## Company With a Heart,

adhering to the highest standards of corporate governance and sustainability

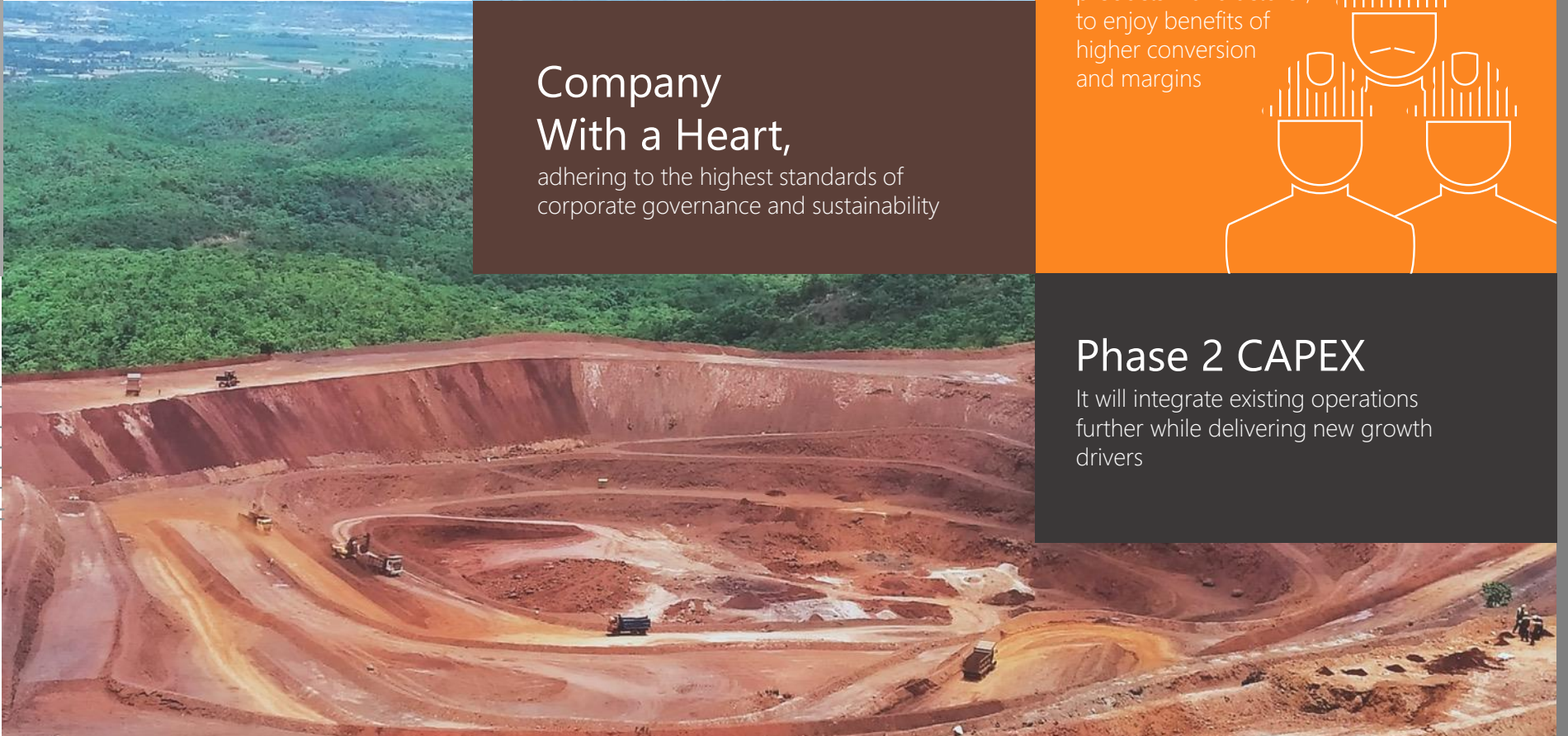
## Emerging Integrated Player,

Merchant miner to hot metal & value-added products manufacturer, to enjoy benefits of higher conversion and margins



## Phase 2 CAPEX

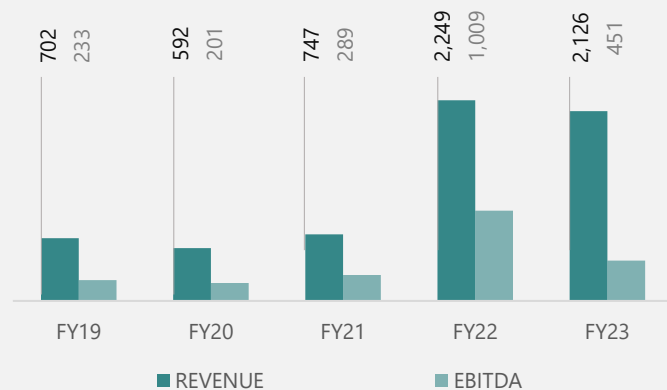
It will integrate existing operations further while delivering new growth drivers



# Key Performance Indicators

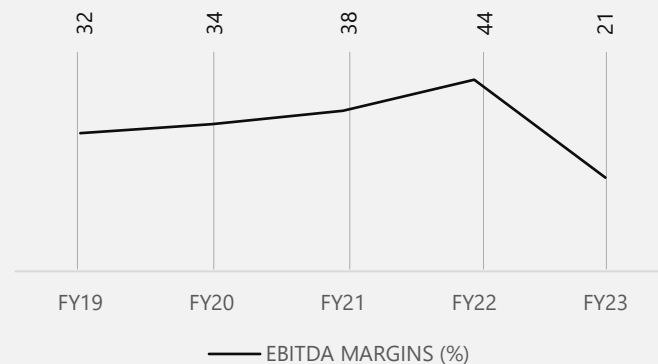
## REVENUE, EBITDA

(₹ IN CRORE)



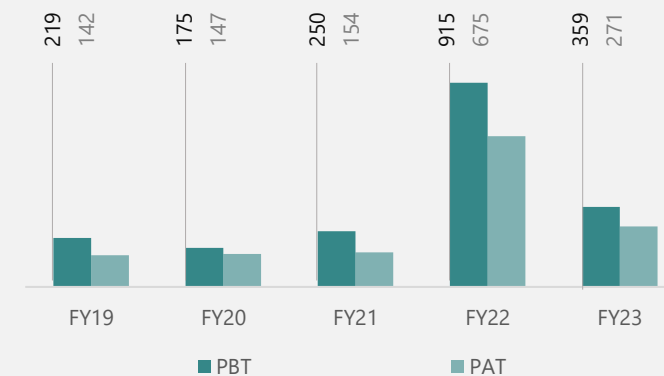
## EBITDA MARGINS

(IN %)



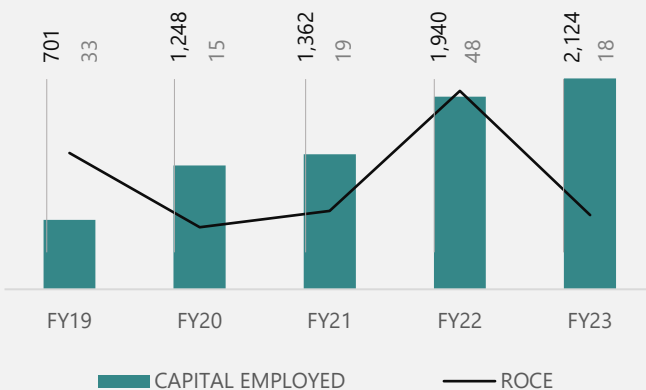
## PBT & PAT

(₹ IN CRORE)



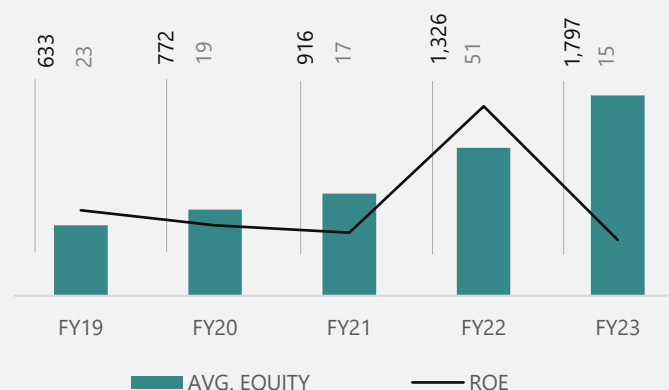
## CAPITAL EMPLOYED, ROCE

(₹ IN CRORE &amp; IN %)



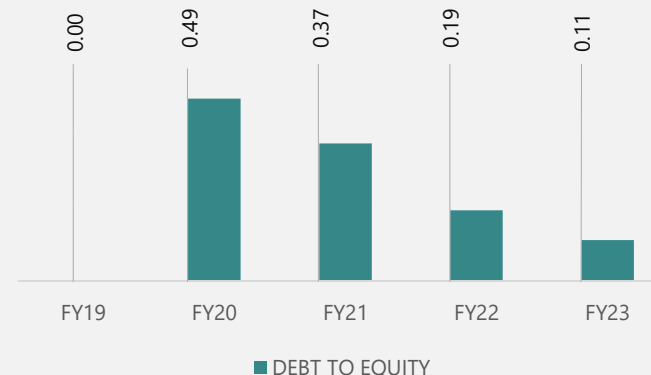
## EQUITY, ROE

(₹ IN CRORE &amp; IN %)



## GROSS DEBT TO EQUITY

(IN TIMES)



## Q4FY23 Operational Highlights

## MANGANESE ORE



## IRON ORE



## FERROALLOYS



## COKE



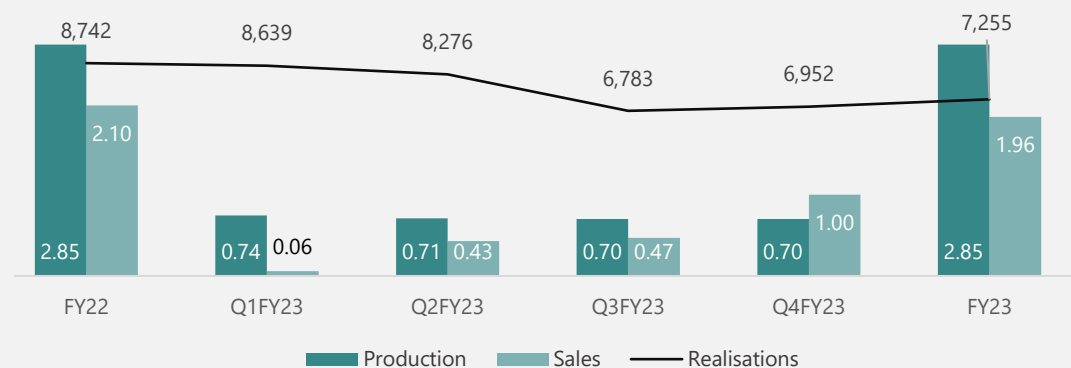
Production	<b>0.70</b> Lakh Tonne	<b>3.80</b> Lakh Tonne	<b>14,371</b> Tonne	<b>0.39*</b> Lakh Tonne
Sales	<b>1.00</b> Lakh Tonne	<b>9.12</b> Lakh Tonne	<b>16,606</b> Tonne	<b>0.31</b> Lakh Tonne
YoY Sales Volume	<b>15%</b>	<b>83%</b>	<b>9%</b>	<b>(63%)</b>
QoQ Sales Volume	<b>110%</b>	<b>120%</b>	<b>18%</b>	<b>(8%)</b>
Average/Tonne Realization	<b>₹6,952/-</b>	<b>₹3,132/-</b>	<b>₹70,670/-</b>	<b>₹37,269/-**</b>
QoQ Change in Realizations	<b>2%</b>	<b>30%</b>	<b>1%</b>	<b>(8%)</b>
Realization Remarks	<b>Marginal Increase</b>	<b>Significant Increase</b>	<b>Flattish</b>	<b>Marginal Decrease</b>
Sales Volumes Remarks	<b>Significant Increase</b>	<b>Significant Increase</b>	<b>Marginal Increase</b>	<b>Marginal Decrease</b>

\*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.  
 \*\*Excludes conversion & screening income under contract manufacturing of ₹15.21 Crore during the quarter.

# Q4FY23 Segment Highlights

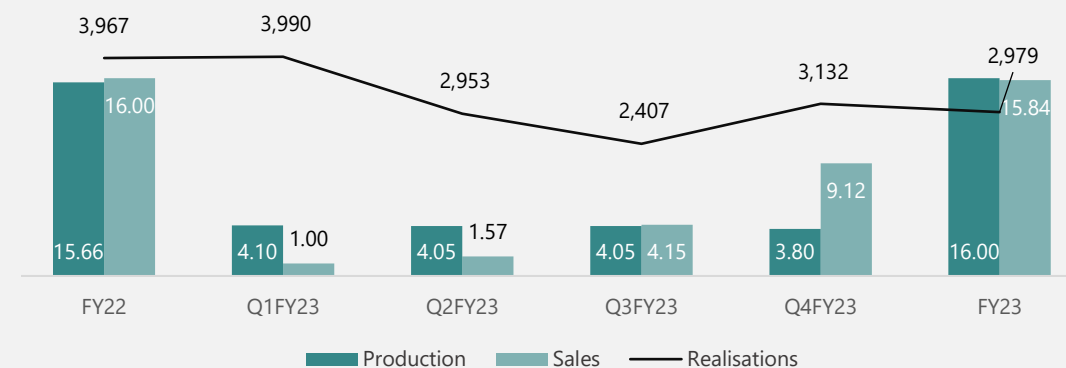
## MANGANESE ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



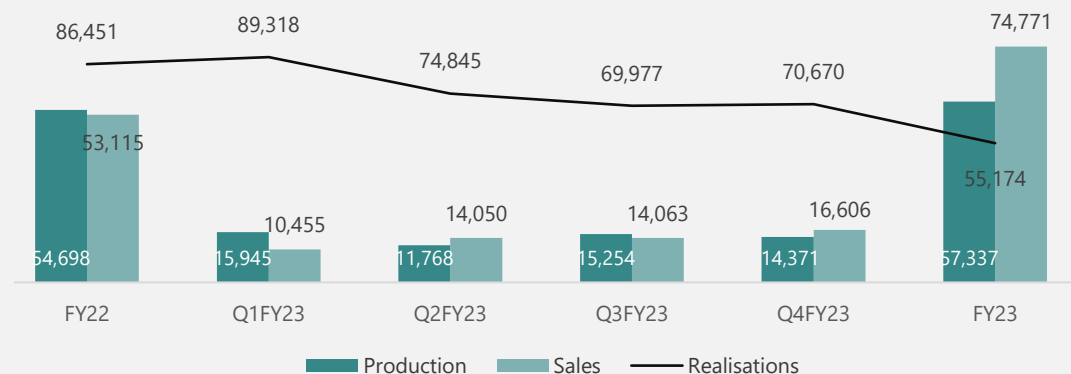
## IRON ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



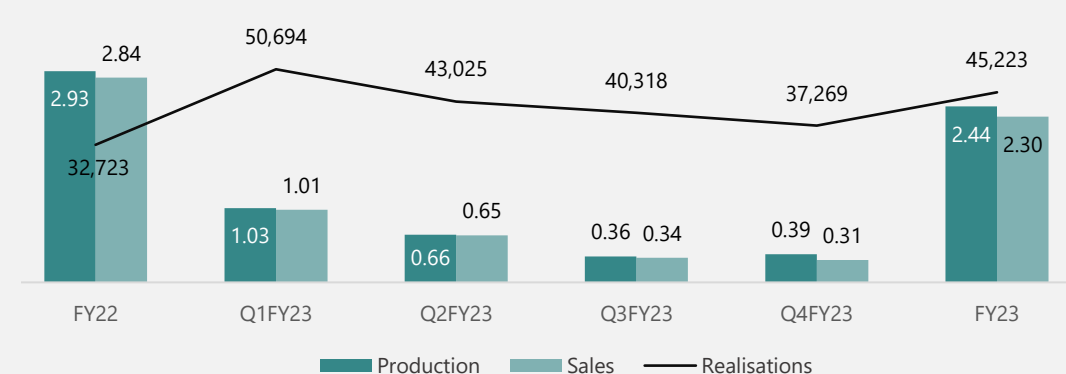
## FERROALLOYS OPERATIONAL PERFORMANCE

(Tonnes &amp; ₹/Tonne)



## COKE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)






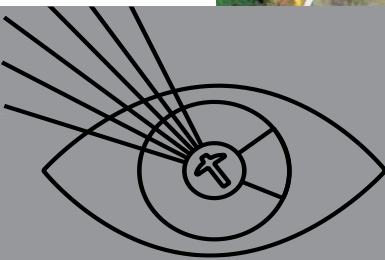
\*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.

\*\*Excludes conversion &amp; screening income under contract manufacturing of ₹15.21 Crore during the quarter.





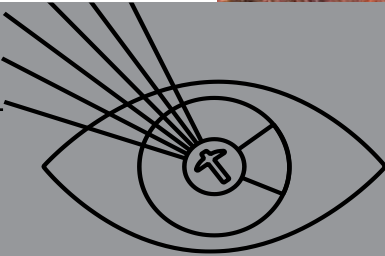
# Q4FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure
Growth (YoY)	(14%)	8%	(26%)	<div>624</div> <div>Total Income</div> 
Growth (QoQ)	56%	220%	322%	<div>252</div> <div>EBITDA</div> 
Margin		41%	28%	<div>174</div> <div>PAT</div> 
Margins Expansion/ (Contraction) (YoY)		818 bps	(446 bps)	
Gross Debt/Equity				<div>0.11</div> <div>1,934</div> <div>Shareholders Funds</div> 

# FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure	
Growth (YoY)	(4%)	(55%)	(60%)		<div>2,185</div> <div>Total Income</div> 
Margin		21%	12%		<div>451</div> <div>EBITDA</div> 
Margins Expansion/ (Contraction) (YoY)		(2,353 bps)	(1,716 bps)		<div>271</div> <div>PAT</div>
Gross Debt/Equity				0.11	 <div>1,934</div> <div>Shareholders Funds</div>

# Management Commentary



We are well positioned to take our mining operations to the next orbit.

**BAHIRJI A. GHORPADE**  
MANAGING DIRECTOR

## Mining

As guided earlier, we have offered almost entire quantity of mined ore for the year. Thus, mining sales volumes were substantially higher in Q4FY23, especially for iron ore.

Manganese ore realisations have remained flattish during the quarter, while iron ore realisations witnessed a substantial 30% increase during the quarter in line with global pricing trends, leading to a significantly higher top line in Mining segment.

## Mining Expansion

The Company is pleased to report a significant breakthrough in its mining expansion project. On 25 April 2023, the Company was granted Environmental Clearance for expansion of iron ore production from 1.60 MTPA to 4.50 MTPA along with 7.0 MTPA Beneficiation Plant and a Downhill Conveyor System. The Company expects all further approvals by Q2FY24 from respective authorities to ramp up production to the new maximum permissible limits. Once the production ramps up, we will be focussing on downstream operations i.e., beneficiation and pellets.

## Ferroalloys

Ferroalloy industry continues to witness muted demand as demand in steel industry hasn't picked up yet. More specifically for our operations, we maintained our production volumes in Q4FY23, and delivered marginal volume growth in FY23. Realisations also remained flat during the quarter.

Additionally, our renewable energy project in collaboration with Renew will be commissioned in June 2023, and we expect to use that in ramping our Ferroalloys volumes in FY24.

## Coke and Energy

Coking coal prices continue to remain volatile along with fluctuations in the exchange rates for the last couple of months. We have remained cautious of our exposure on this front, and accordingly optimised volumes where needed, without disturbing our Waste Heat Recovery Boiler operations.

I am also pleased to announce that the Board has recommended dividend @ ₹ 5/- per share and given concurrence for listing Company's equity shares on National Stock Exchange. We look forward to keep on delivering value to our shareholders, and build on our 7 decade journey.

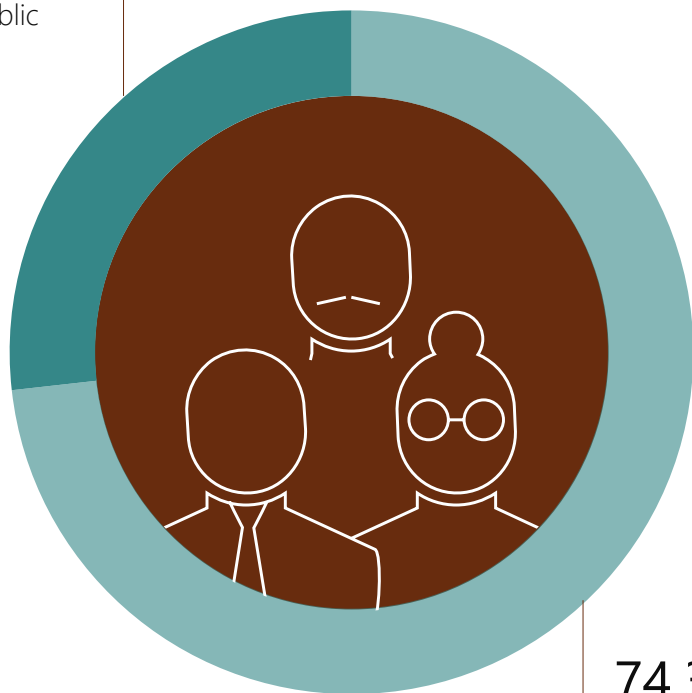
# Corporate Information

## SHAREHOLDING SUMMARY

(IN %)

25.63

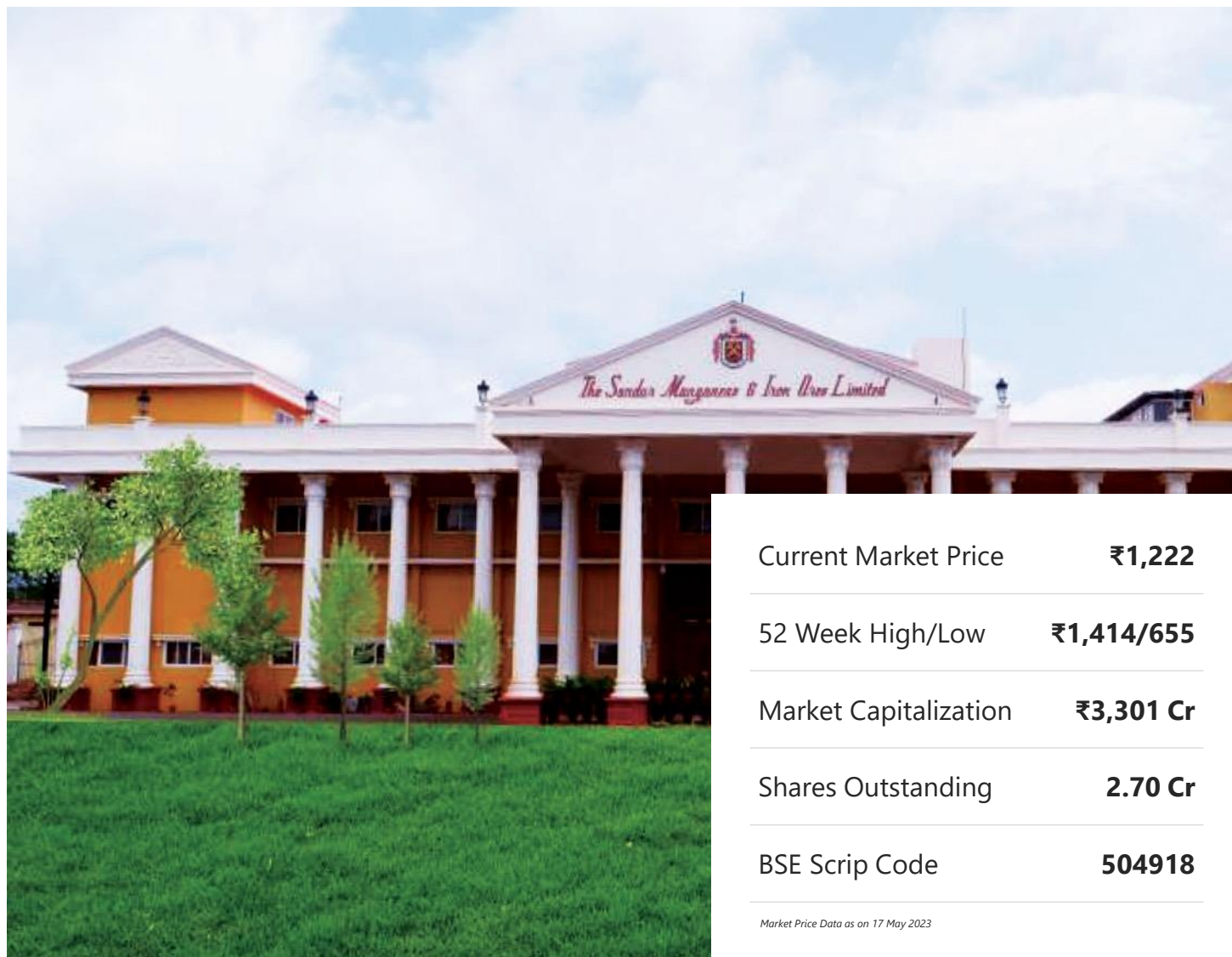
Public



74.37

Promoters

Shareholding Data as on 31 March 2022



Current Market Price	₹1,222
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52 Week High/Low	₹1,414/655
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Market Capitalization	₹3,301 Cr
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Shares Outstanding	2.70 Cr
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BSE Scrip Code	504918
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Market Price Data as on 17 May 2023

# Safe Harbor

This document which has been prepared by The Sandur Manganese & Iron Ores Limited (the "Company", "SANDUR"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This document has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Document. This Document may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Document is expressly excluded.

Certain matters discussed in this Document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Document. The Company assumes no obligation to update any forward-looking information contained in this Document. Any forward-looking statements and projections made by third parties included in this Document are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



THE SANDUR MANGANESE &  
IRON ORES LIMITED

## Get in touch

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THE SANDUR MANGANESE &  
IRON ORES LIMITED

FY23

# Towards an integrated future

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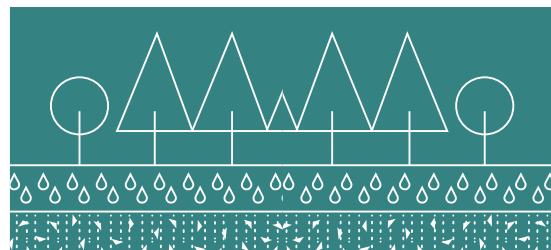
**Earnings Presentation**

MAY 2023

# SANDUR at a Glance

## 6+ decades

As one of the most respected private sector merchant miners of manganese and iron ore



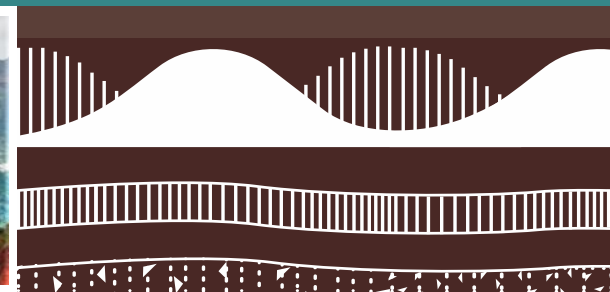
VAST MINING  
RESERVES  
WITH LEASES  
UP TO 2033

17 MT  
Manganese Ore

105 MT  
Iron Ore

## 3<sup>rd</sup> Largest

Manganese  
ore miner in India



## A/Stable

CRISIL & ICRA RATED  
Robust credit rating



2,294\*

SANDUR family  
members

### CAPACITIES



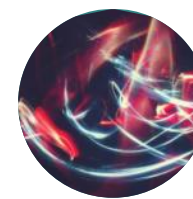
0.28 MTPA  
Manganese Ore



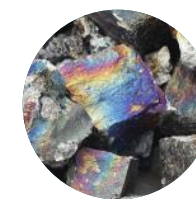
1.60 MTPA  
Iron Ore



0.50 MTPA  
Coke



32 MW  
WHRB-based  
Power



95,000/  
1,25,000 TPA  
Ferroalloys (SiMn/ FeMn)



# Operational Units



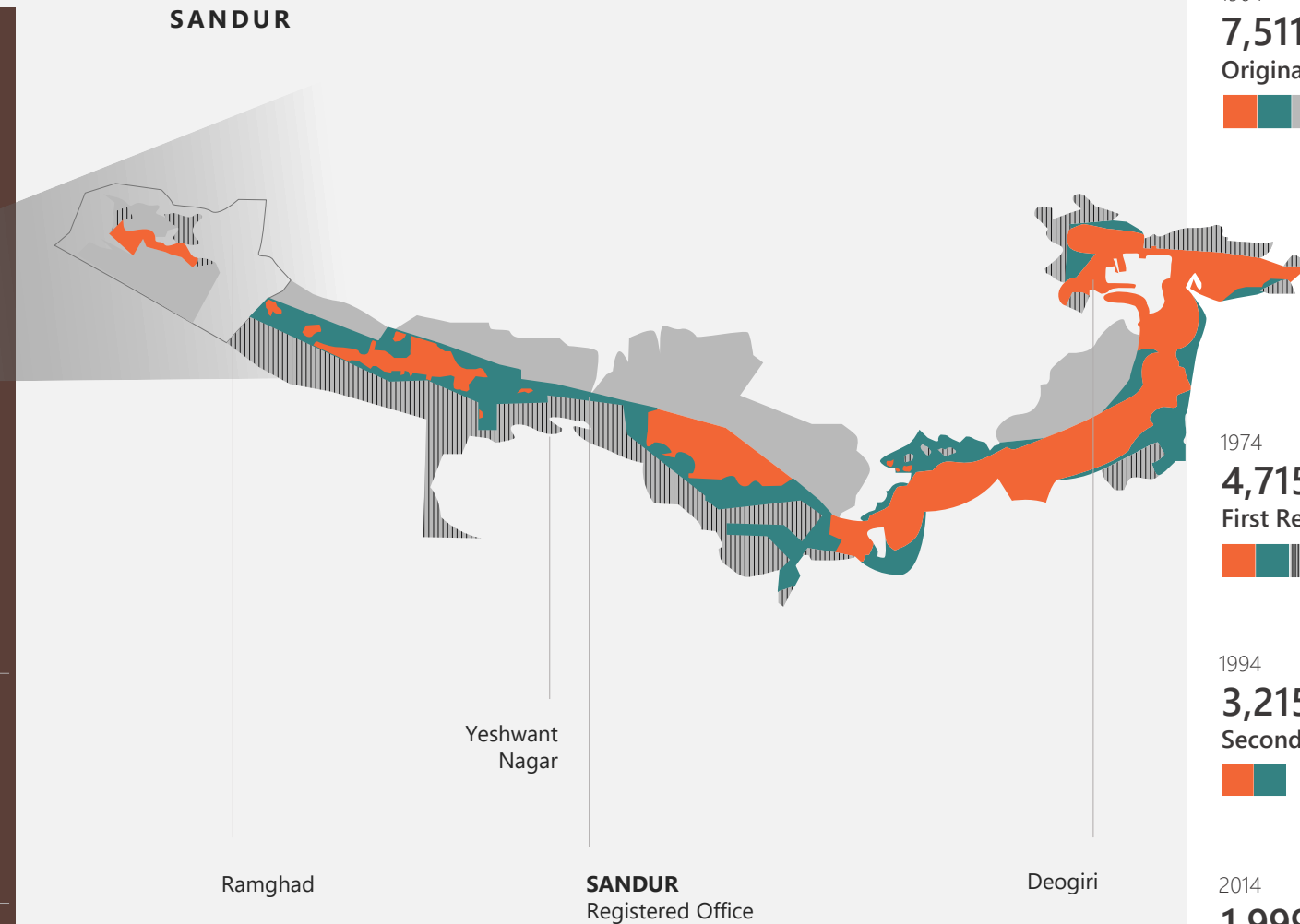
## Mining Leases

(Deogiri, Kammathuru,  
Subbarayanahalli and Ramghad)

## Ferroalloy Plant, Power Plant, Coke Oven Plant (Vyasankere)

Ballari and Vijayanagara Districts,  
Karnataka

## SANDUR



1904  
**7,511 HA**  
Original Lease



1974  
**4,715 HA**  
First Renewal



1994  
**3,215 HA**  
Second Renewal



2014  
**1,999 HA**  
Third Renewal

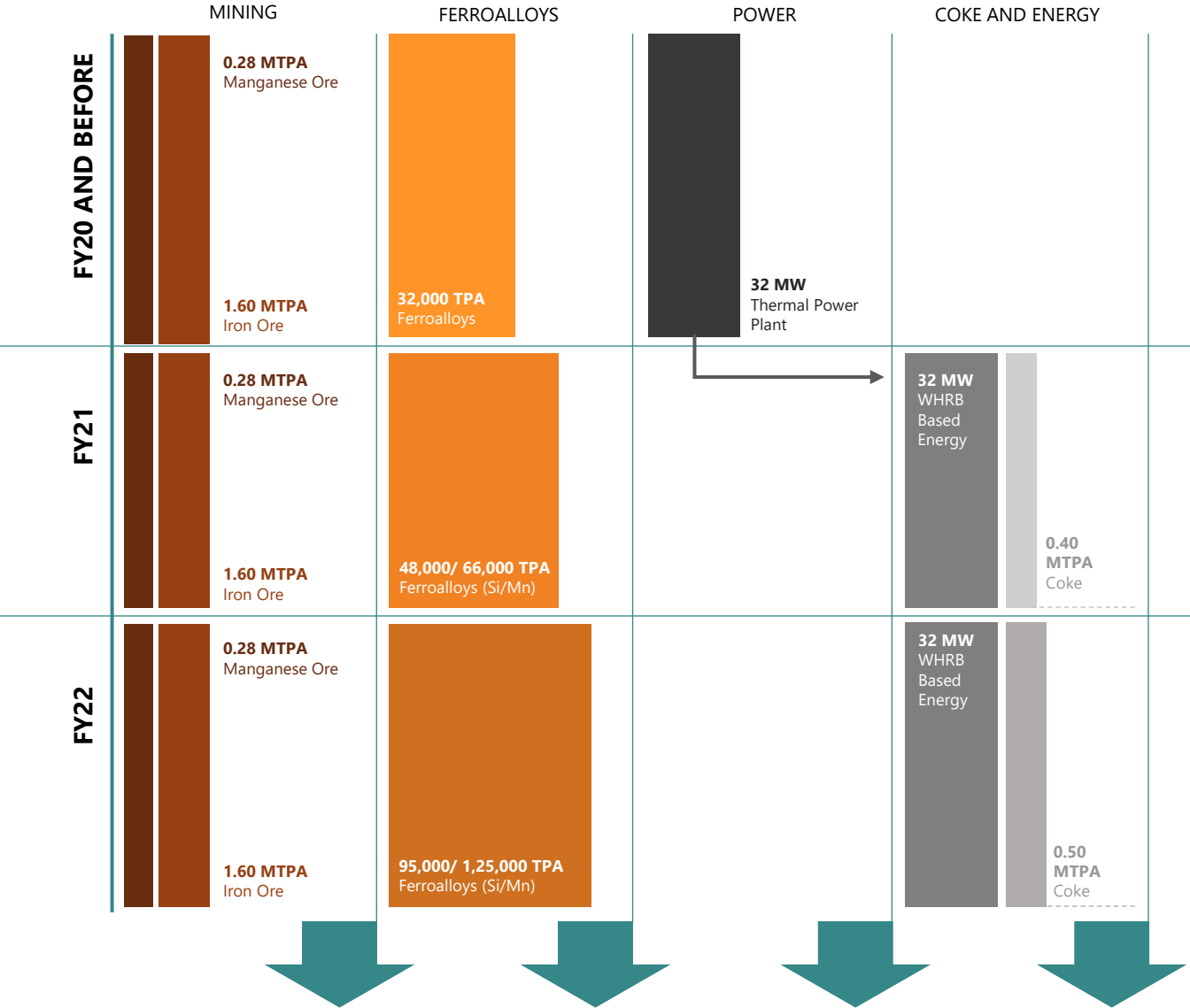


1973  
Area Surrendered:  
~2,800 HA

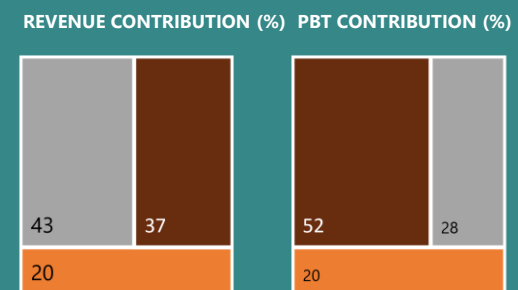
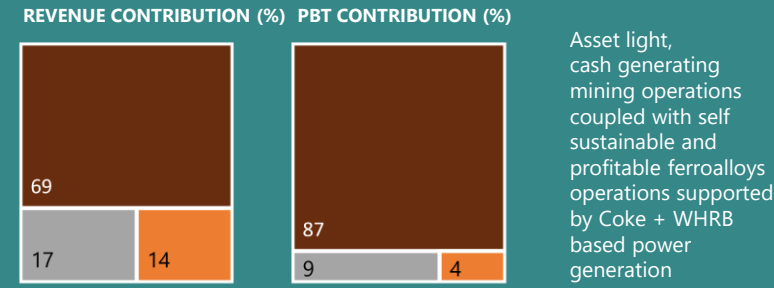
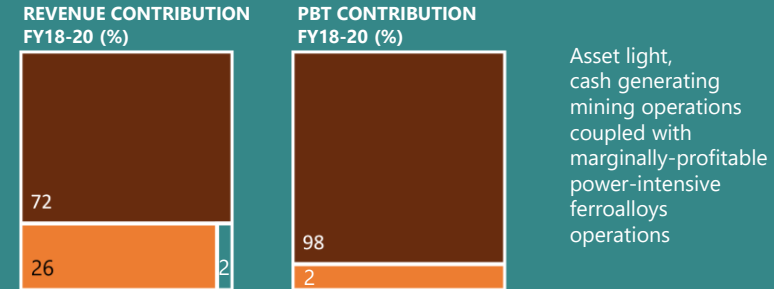
1993  
Area Surrendered:  
1,500 HA

Map not to scale

# Transforming Business Canvas



## TRAILS



Mining Ferroalloys Coke and Energy Others

# Transforming Business Canvas (Going Forward)

	MINING	FERROALLOYS	POWER	COKE AND ENERGY
EXISTING CAPACITY	<div><div></div><div>0.28 MTPA Manganese Ore</div><div>1.60 MTPA Iron Ore</div></div>	<div>95,000/ 1,25,000 TPA Ferroalloys (Si/Mn)</div>		<div><div>32 MW WHRB Based Energy</div><div>0.50 MTPA Coke</div></div>
EXPANSION	<div><div>0.58 MTPA Manganese Ore</div><div>4.50 MTPA Iron Ore</div><div>7.00 MTPA Beneficiation Unit</div></div>	<div>SANDUR has partnered to set up a hybrid renewable power plant (42.9 MW) in a SPV which will cater to the increasing energy requirement to expand Ferroalloys operations.</div>		<div><div>32 MW WHRB Based Energy</div><div>0.50 MTPA Coke</div></div>
TRAITS	<div><ul style="list-style-type: none"><li>Asset-light and high ROCE</li><li>Cost-efficient operations resulting in high OPM and significant operating-leverage</li><li>Generating consistent Cash Flows</li></ul></div>	<div><ul style="list-style-type: none"><li>Self-sustainable &amp; profitable ferroalloys operations</li></ul></div>		<div><ul style="list-style-type: none"><li>Long-term vision of growth</li><li>Mitigates sustainability concerns as a pure-play merchant miner</li><li>Forward integration into value-added end-products</li></ul></div>

TRAITS

Further expansion of mining operations planned

5

EARNINGS PRESENTATION

sandurgroup.com

*\*Note: Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.*

# Improving Profit Profile

Multifold  
increase

in absolute PBT

Diversi-  
fication

in profit profile of  
the Company

## FY18-20 (Average\*)



₹ 230

Crore

Mining

98%

Ferroalloys

02%

## FY21



₹ 296

Crore

Mining

87%

Ferroalloys

04%

Coke and Energy

09%

## FY22



₹ 996

Crore

Mining

52%

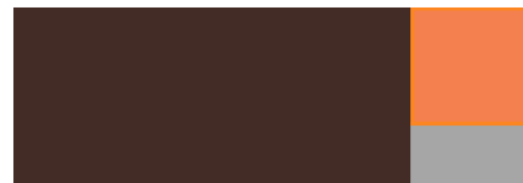
Ferroalloys

20%

Coke and Energy

28%

## FY23



₹ 399

Crore

Mining

77%

Ferroalloys

15%

Coke and Energy

08%

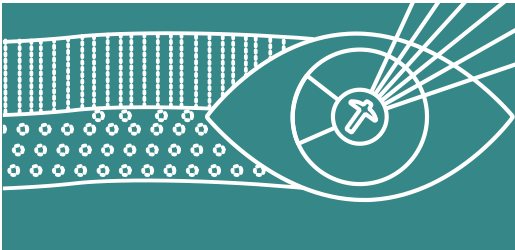
\*Arithmetic Average FY18-20 | Note – PBT excludes finance costs and unallocable expenses/income

# Values that Drive Us

## SANDUR is run by the ethos

"All that we get (earn) from the soil of Sandur in one form or the other should be primarily used to benefit Sandur"

**M.Y. GHORPADE**



Scientific Mining &  
Sustainable  
Operations

Employee  
Welfare &  
Development

Values

Environment  
Preservation &  
Community  
Development

Adherence to  
Highest Corporate  
Governance  
Standards

## Awards and Recognitions

Awarded 5-STAR rating by the Government of India every year since the introduction of Sustainable Development Framework (SDF)

Other prestigious awards include **National Safety Award (Mines)** from the Government of India, prizes secured during competitions held by **Mines Safety Association Karnataka**, prizes secured during competitions held by **Mines Environment & Mineral Conservation Association**, among others.



## Some of SANDUR's successful Welfare Programs

### Food Security Scheme

A food package for a family of 5 costs ₹ 145 against actual cost of ₹3,950, balance being absorbed by the Company.

### Subsidized LPG Cylinder

SANDUR provides subsidised LPG cylinders to a large subset of its employees with a 90% subsidy to prevent them from cutting trees for fuel.

### Housing Loan Subsidy

Interest subsidy on housing loans availed by employees.

### Other

Including clothes subsidy, marriage & festival gifts, medical care, sickness benefits, education & training facilities, housing & electricity, and many more.

# Mining - our mainstay

## Capacity Enhancement

Proposed to enhance manganese ore production from 0.28 to 0.56 MTPA and iron ore production from 1.60 to 4.50 MTPA, duly complying with the parameters prescribed by the Hon'ble Supreme Court

Mining manganese and iron ores from two mining leases located in Sandur (Karnataka)

Fully-mechanized iron ore mining contributing to higher margins

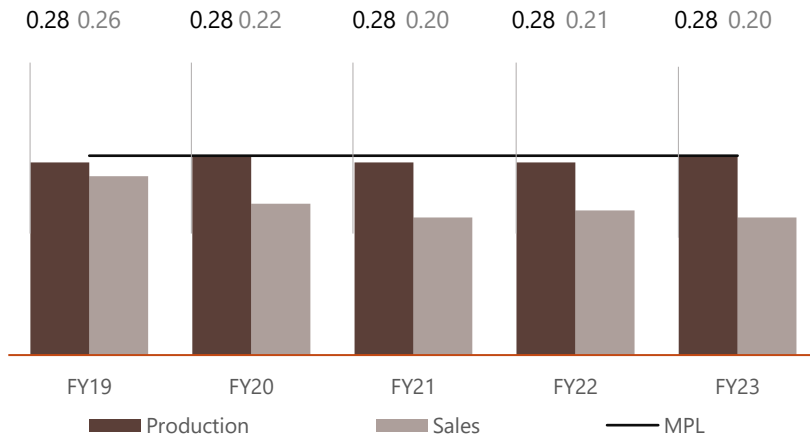
Semi-mechanized, labour-intensive manganese ore mining with relatively lower margins but generating large scale employment opportunities

Mining operations with one of the **best operating metrics & track record** in the Industry

Mining operations conducted with utmost respect for environment and adherence to regulatory norms of authorities

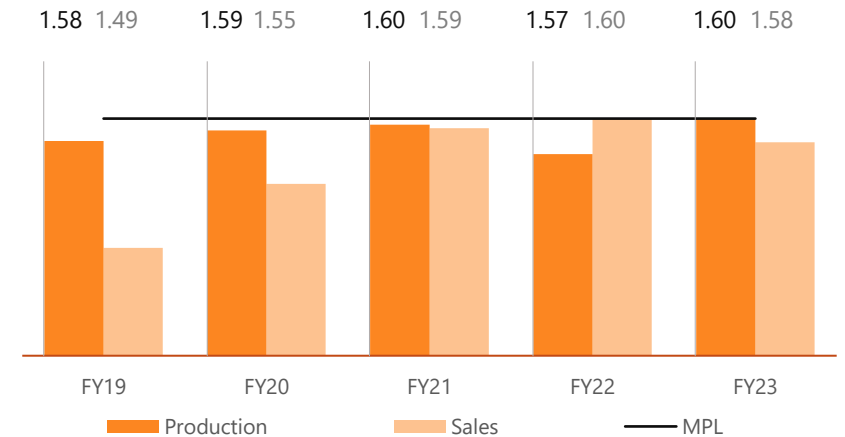
### MANGANESE ORE MINING OPERATIONS (MTPA)

0.28 MTPA



### IRON ORE MINING OPERATIONS (MTPA)

1.60 MTPA



# Ferroalloys - new and improved

Turned around ferroalloys operations in FY21 through feasible power generation

The combination of Coke Oven Plant and WHRB generates power as a by-product, thus leading to substantial savings by eliminating the need for thermal coal

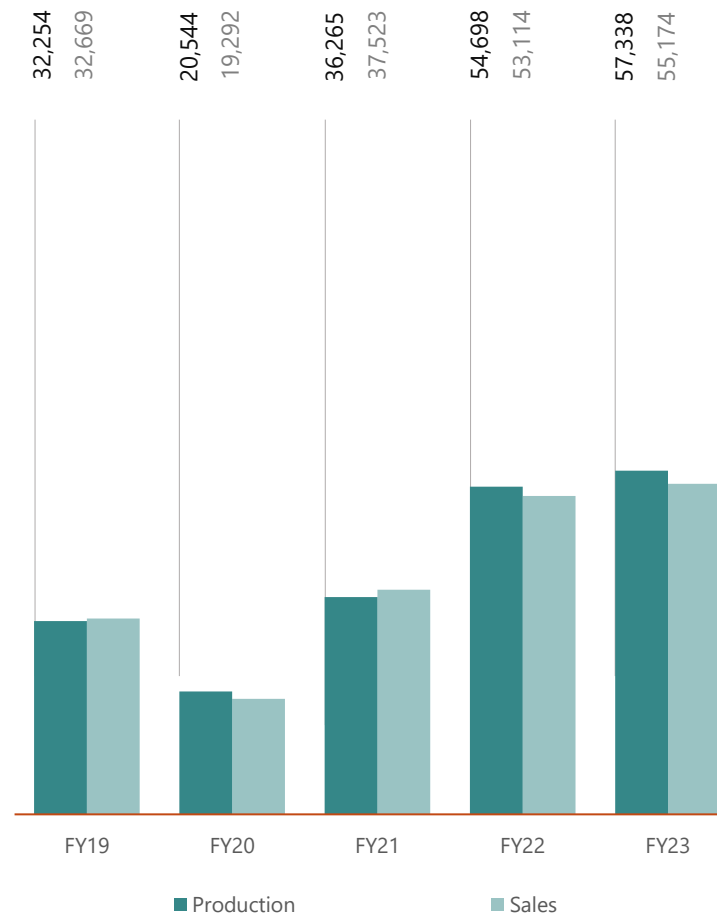
Achieved a shift towards a cleaner source of energy from its previously used coal-based energy

Effective power generation cost was reduced significantly post commissioning of WHRB



**Key products:**  
Silicomanganese  
and Ferromanganese

## FERROALLOYS OPERATIONS (MTPA)



## CAPACITIES

FY22

**95,000/  
1,25,000 TPA**  
(SiMn/FeMn)\*

FY21

**48,000/  
66,000 TPA**  
(SiMn/FeMn)

FY20

**32,000 TPA**

\*Note – Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.



# Coke and Energy - strengthening operations



March 2018

Started expansion work

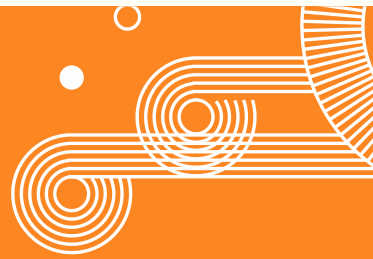
0.5 MTPA

4 Batteries with a cumulative capacity of 0.5 MTPA



18 January 2021

Fully commissioned Coke Oven



32 MW

2 Waste Heat Recovery Boilers with a cumulative capacity of 32 MW setup for generating cleaner energy



# Investment Rationale

## Stable & Growing Cash Flows

Through long-standing mining operations

## New and Improved Ferroalloys

Operations, contributing meaningfully to financial performance

## Disciplined Capital Allocation

Guided by strong parentage

## Strong Balance Sheet

With net-debt free status, supported by surplus liquidity



## Company With a Heart,

adhering to the highest standards of corporate governance and sustainability

## Emerging Integrated Player,

Merchant miner to hot metal & value-added products manufacturer, to enjoy benefits of higher conversion and margins



## Phase 2 CAPEX

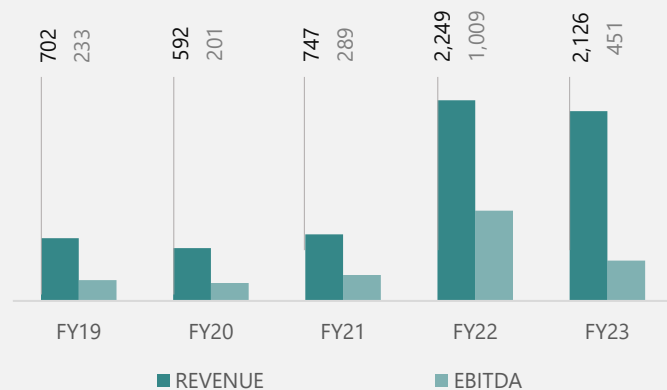
It will integrate existing operations further while delivering new growth drivers



# Key Performance Indicators

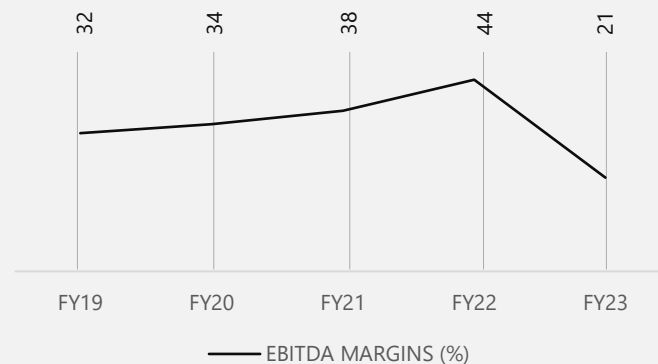
## REVENUE, EBITDA

(₹ IN CRORE)



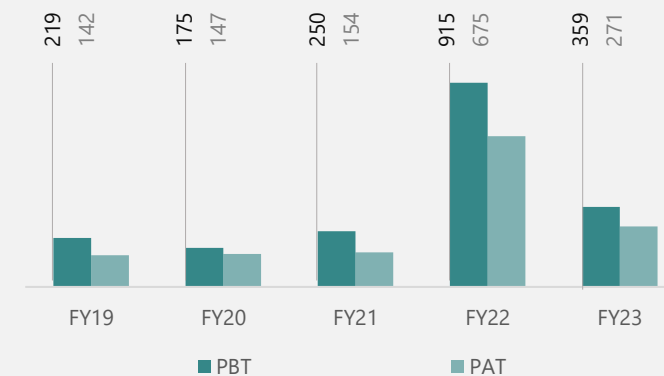
## EBITDA MARGINS

(IN %)



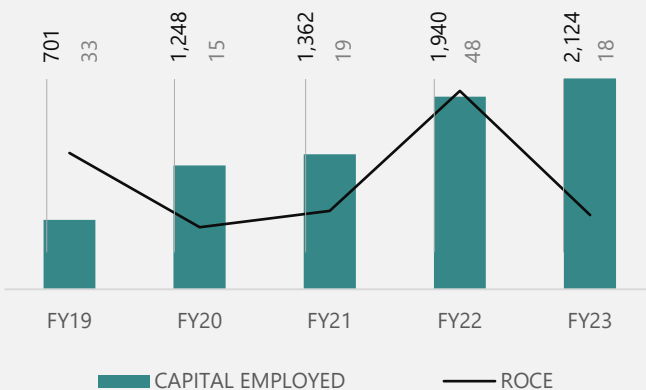
## PBT & PAT

(₹ IN CRORE)



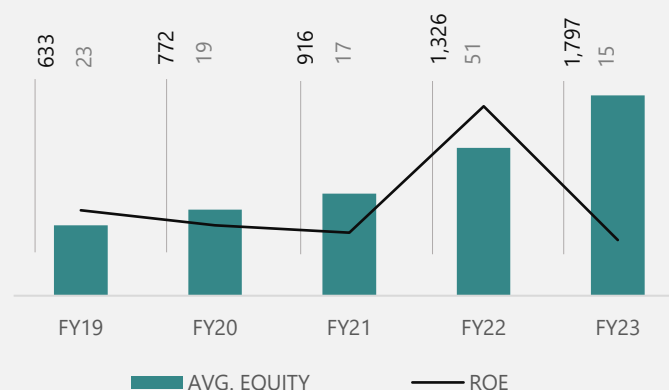
## CAPITAL EMPLOYED, ROCE

(₹ IN CRORE &amp; IN %)



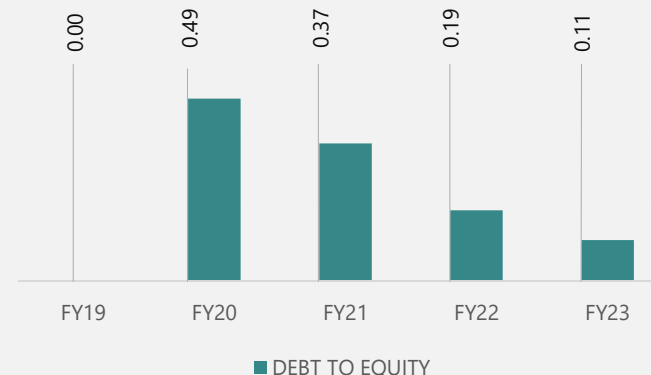
## EQUITY, ROE

(₹ IN CRORE &amp; IN %)



## GROSS DEBT TO EQUITY

(IN TIMES)





## Q4FY23 Operational Highlights

## MANGANESE ORE



## IRON ORE



## FERROALLOYS



## COKE



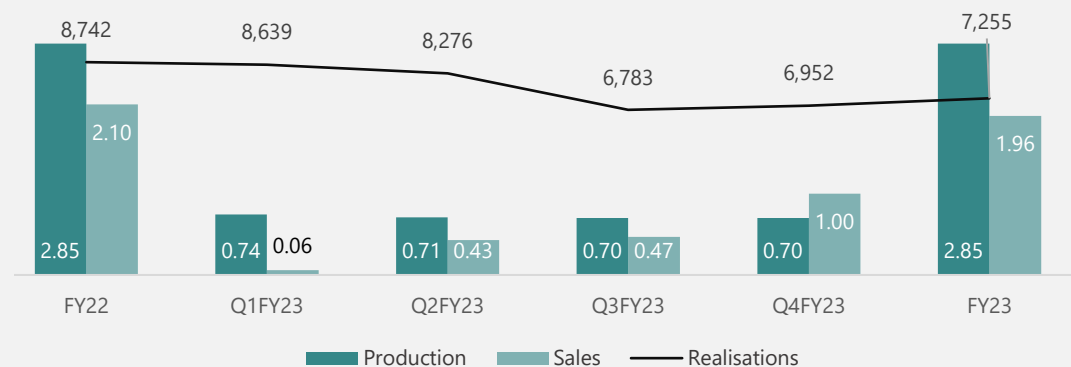
Production	<b>0.70</b> Lakh Tonne	<b>3.80</b> Lakh Tonne	<b>14,371</b> Tonne	<b>0.39*</b> Lakh Tonne
Sales	<b>1.00</b> Lakh Tonne	<b>9.12</b> Lakh Tonne	<b>16,606</b> Tonne	<b>0.31</b> Lakh Tonne
YoY Sales Volume	<b>15%</b>	<b>83%</b>	<b>9%</b>	<b>(63%)</b>
QoQ Sales Volume	<b>110%</b>	<b>120%</b>	<b>18%</b>	<b>(8%)</b>
Average/Tonne Realization	<b>₹6,952/-</b>	<b>₹3,132/-</b>	<b>₹70,670/-</b>	<b>₹37,269/-**</b>
QoQ Change in Realizations	<b>2%</b>	<b>30%</b>	<b>1%</b>	<b>(8%)</b>
Realization Remarks	<b>Marginal Increase</b>	<b>Significant Increase</b>	<b>Flattish</b>	<b>Marginal Decrease</b>
Sales Volumes Remarks	<b>Significant Increase</b>	<b>Significant Increase</b>	<b>Marginal Increase</b>	<b>Marginal Decrease</b>

\*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.  
 \*\*Excludes conversion & screening income under contract manufacturing of ₹15.21 Crore during the quarter.

# Q4FY23 Segment Highlights

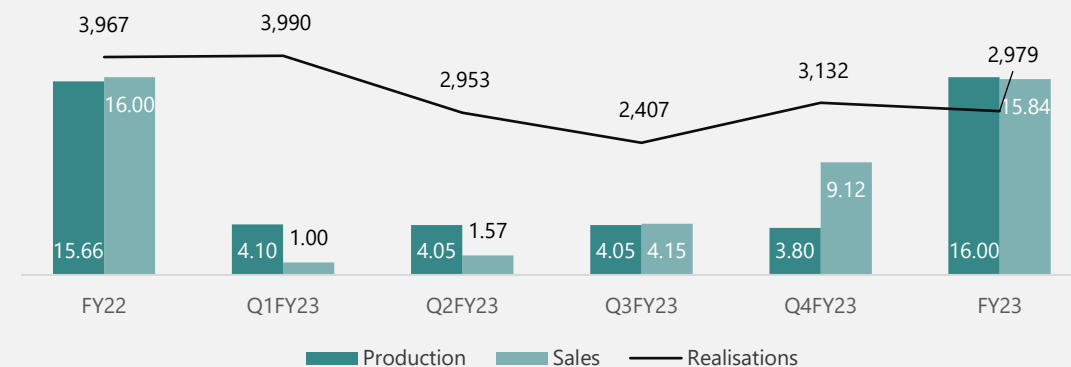
## MANGANESE ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



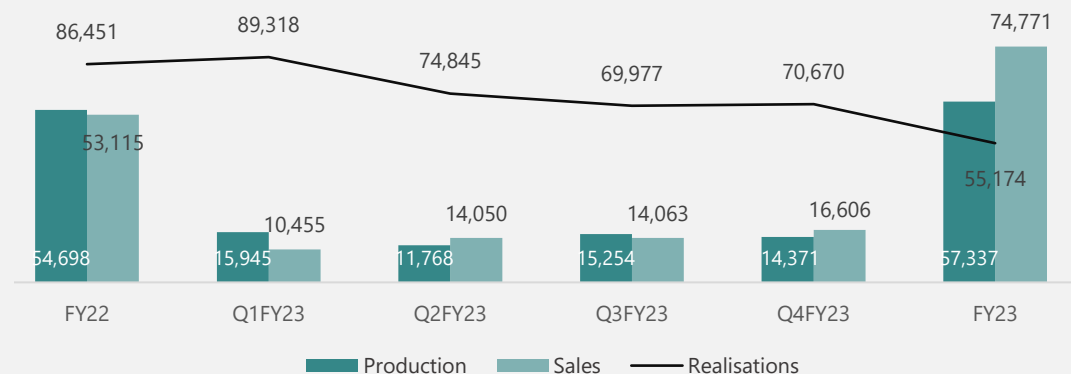
## IRON ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



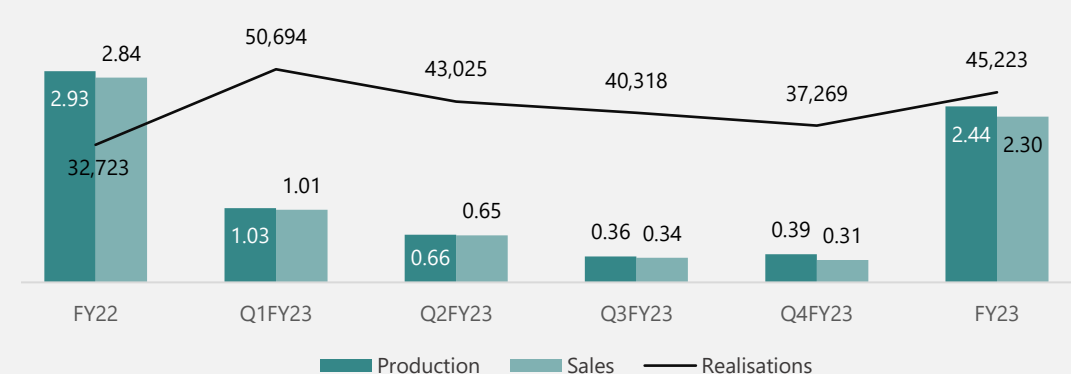
## FERROALLOYS OPERATIONAL PERFORMANCE

(Tonnes &amp; ₹/Tonne)



## COKE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)




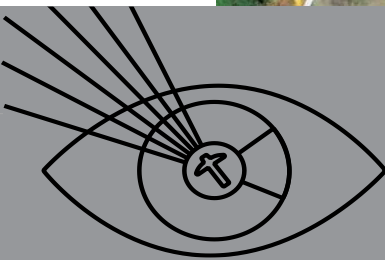


\*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.

\*\*Excludes conversion &amp; screening income under contract manufacturing of ₹15.21 Crore during the quarter.



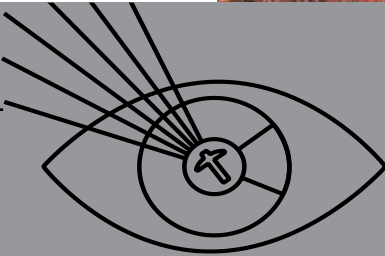
# Q4FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure
Growth (YoY)	(14%)	8%	(26%)	<div>624</div> <div>Total Income</div> 
Growth (QoQ)	56%	220%	322%	<div>252</div> <div>EBITDA</div> 
Margin		41%	28%	<div>174</div> <div>PAT</div> 
Margins Expansion/ (Contraction) (YoY)		818 bps	(446 bps)	
Gross Debt/Equity				<div>0.11</div> <div>1,934</div> <div>Shareholders Funds</div> 

# FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure	
Growth (YoY)	(4%)	(55%)	(60%)		<div>2,185</div> <div>Total Income</div> 
Margin		21%	12%		<div>451</div> <div>EBITDA</div> 
Margins Expansion/ (Contraction) (YoY)		(2,353 bps)	(1,716 bps)		<div>271</div> <div>PAT</div>
Gross Debt/Equity				0.11	 <div>1,934</div> <div>Shareholders Funds</div>



# Management Commentary



We are well positioned to take our mining operations to the next orbit.

**BAHIRJI A. GHORPADE**  
MANAGING DIRECTOR

## Mining

As guided earlier, we have offered almost entire quantity of mined ore for the year. Thus, mining sales volumes were substantially higher in Q4FY23, especially for iron ore.

Manganese ore realisations have remained flattish during the quarter, while iron ore realisations witnessed a substantial 30% increase during the quarter in line with global pricing trends, leading to a significantly higher top line in Mining segment.

## Mining Expansion

The Company is pleased to report a significant breakthrough in its mining expansion project. On 25 April 2023, the Company was granted Environmental Clearance for expansion of iron ore production from 1.60 MTPA to 4.50 MTPA along with 7.0 MTPA Beneficiation Plant and a Downhill Conveyor System. The Company expects all further approvals by Q2FY24 from respective authorities to ramp up production to the new maximum permissible limits. Once the production ramps up, we will be focussing on downstream operations i.e., beneficiation and pellets.

## Ferroalloys

Ferroalloy industry continues to witness muted demand as demand in steel industry hasn't picked up yet. More specifically for our operations, we maintained our production volumes in Q4FY23, and delivered marginal volume growth in FY23. Realisations also remained flat during the quarter.

Additionally, our renewable energy project in collaboration with Renew will be commissioned in June 2023, and we expect to use that in ramping our Ferroalloys volumes in FY24.

## Coke and Energy

Coking coal prices continue to remain volatile along with fluctuations in the exchange rates for the last couple of months. We have remained cautious of our exposure on this front, and accordingly optimised volumes where needed, without disturbing our Waste Heat Recovery Boiler operations.

I am also pleased to announce that the Board has recommended dividend @ ₹ 5/- per share and given concurrence for listing Company's equity shares on National Stock Exchange. We look forward to keep on delivering value to our shareholders, and build on our 7 decade journey.

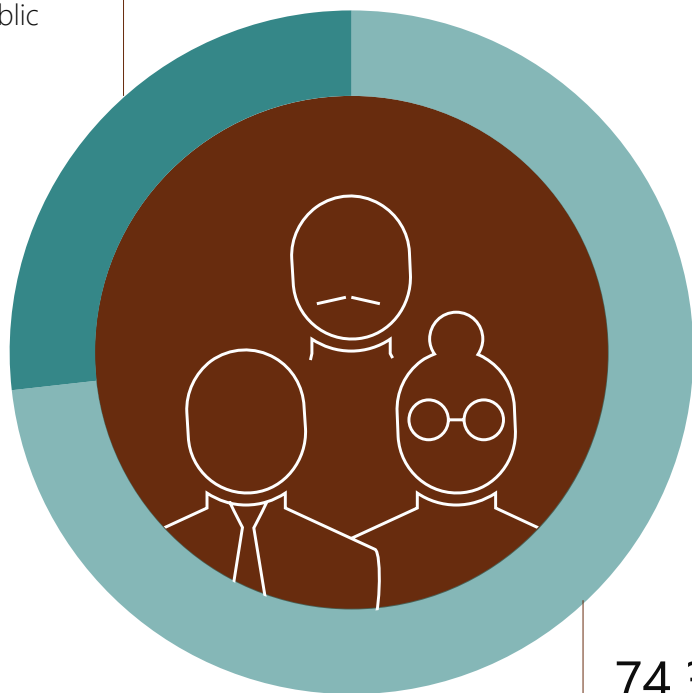
# Corporate Information

## SHAREHOLDING SUMMARY

(IN %)

25.63

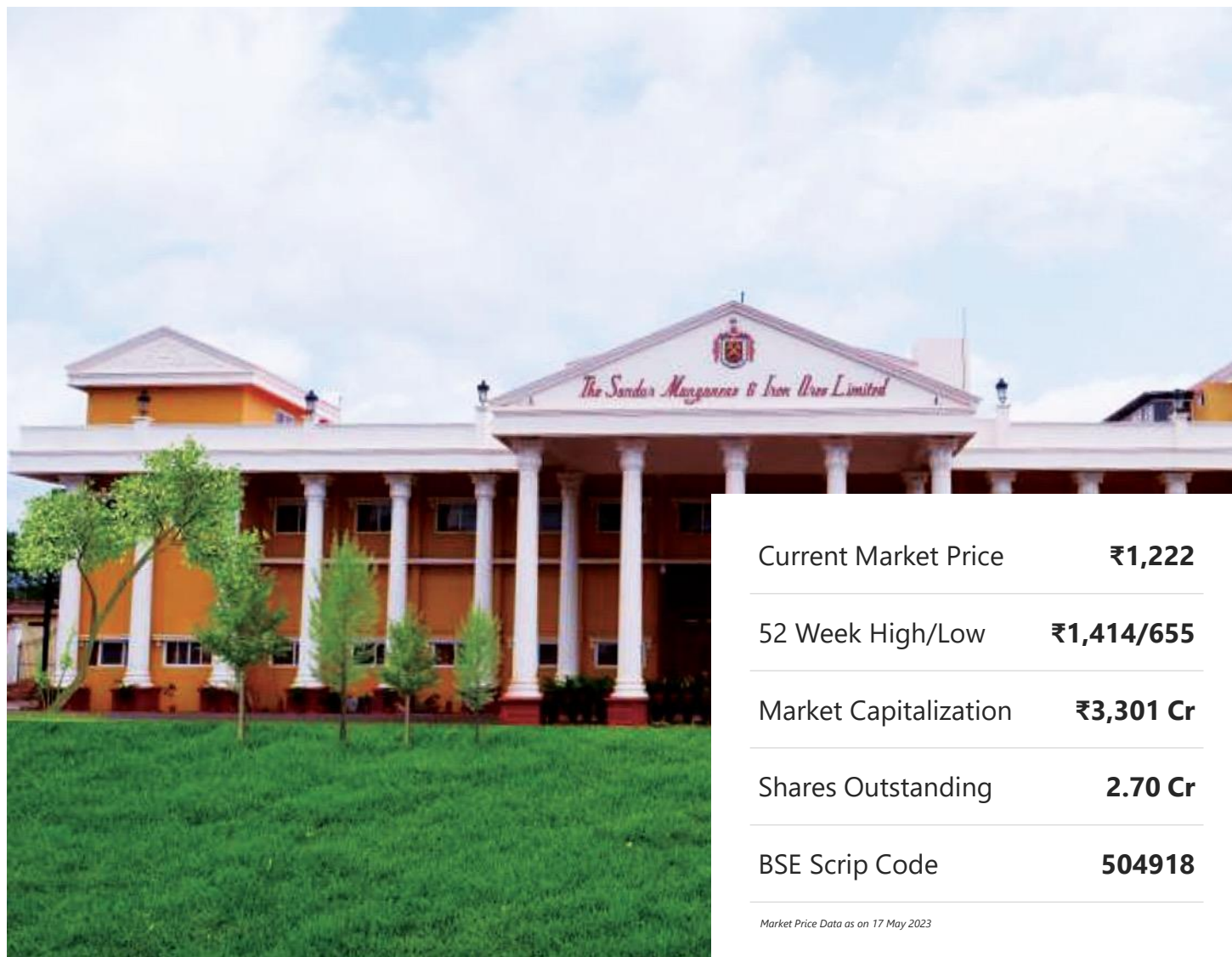
Public



74.37

Promoters

Shareholding Data as on 31 March 2022



Current Market Price	₹1,222
----------------------	--------

52 Week High/Low	₹1,414/655
------------------	------------

Market Capitalization	₹3,301 Cr
-----------------------	-----------

Shares Outstanding	2.70 Cr
--------------------	---------

BSE Scrip Code	504918
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Market Price Data as on 17 May 2023

# Safe Harbor

This document which has been prepared by The Sandur Manganese & Iron Ores Limited (the "Company", "SANDUR"), solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This document has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Document. This Document may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Document is expressly excluded.

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THE SANDUR MANGANESE &  
IRON ORES LIMITED

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