

# STEEL AUTHORITY OF INDIA LIMITED



## RESULTS PRESENTATION FOR Q3 & 9M FY'24



# SNAPSHOT FY'24



## Mining

Iron Ore: 25.400 MT

Limestone: 1.126 MT

Dolomite: 0.407 MT



## Production

Hot Metal: 15.153 MT

Crude Steel: 14.223 MT

Saleable Steel: 13.718 MT



## Sales & Marketing

Pan-India network of more than 4900 distributors and dealers

Domestic Sales: 12.182 MT

Exports: 0.281 MT



## Financials

Turnover: Rs. 76801 crore

Revenue From Operations: Rs.77417 crore

Net Worth: Rs. 53499 crore



## Profitability

EBITDA: Rs. 8451 crore

PBT: Rs. 2359 crore

PAT: Rs. 1722 crore



## Ratios

EPS: 4.17

EBITDA Margin: 11.00

Debt Equity (Ind AS): 0.63



## Funds

Debt (Ind AS): Rs. 33675 crore

DSCR: 1.62

Interest Coverage Ratio: 2.25

# STEEL AUTHORITY OF INDIA LIMITED



## Sustainable Operations



## Waste Management

### Application of 4Rs (Reduce, Reuse, Recycle, Recover)



R&D Project for development of steel slag based cost effective eco-friendly fertilizers for sustainable agriculture and inclusive growth through ICAR-Indian Agricultural Research Institute.

Solid Liquid Resource Management (SLRM) Centre set up at BSP with a daily capacity of 50T for segregation of wastes, converting green waste into manure and turning plastic waste into useful by-products.

## Eco-Restoration Projects



Restored 250 acres of old barren overburden dumps and water void in 200 acres of limestone mined out area in Purnapani for generation of ecosystem services and goods as well as sequester CO<sub>2</sub>.

MOU with Institute of Forest Productivity, Ranchi for eco-restoration of mined out area and waste dumps for Kiriburu and Megahahatuburu Iron Ore Mines.



Bio-diversity park named '**Vasundhara**' created at Durgapur on 400 acres of land with development of flora and fauna of local species and water body.

## Water Conservation

Committed to achievement of long term goal of “Zero Liquid Discharge”.



Actions being taken for treatment and recycling of effluent being discharged through the outfalls at the Plant boundary.

## Energy Conservation

Set up 3.5 MW Solar Power Plants/Units at different locations. Another 6.195 MW roof top Solar Units under implementation at various Plants/Units locations.



10 MW Hydel Power Plant under implementation at Mandira Dam, RSP, under a Joint Venture initiative with Green Energy Development Corporation of Odisha Limited (GEDCOL)

## Others

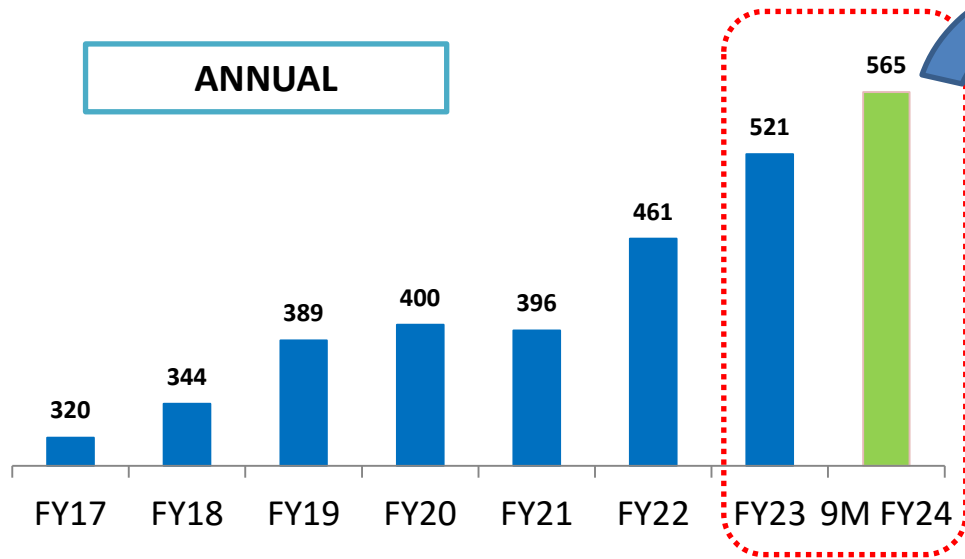
About 21.5 million saplings have been planted.



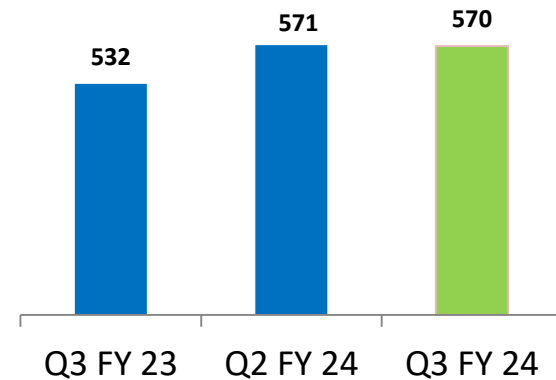
BSP has taken up project for disposal of Poly Chlorinated Bi-Phenyls (PCBs) in an environment friendly manner in partnership with the MoEF&CC and UNIDO.

## LABOUR PRODUCTIVITY (tcs/man/year)

### ANNUAL



### QUARTERLY

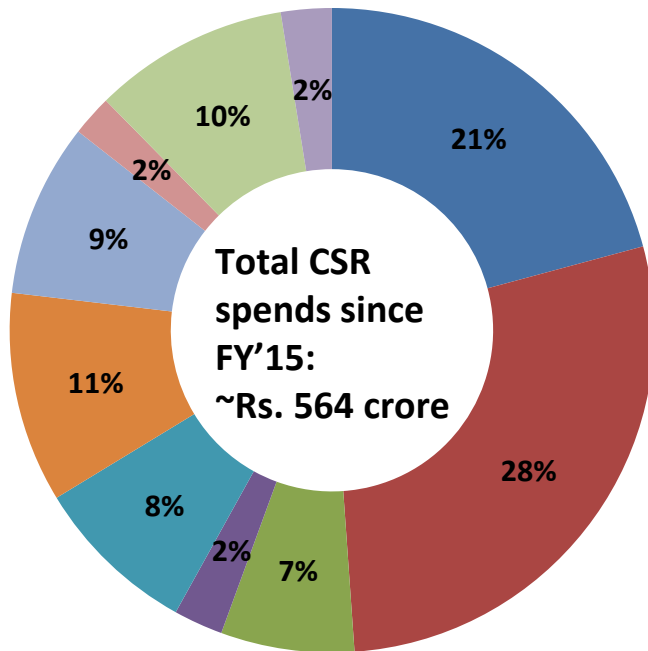


Improvement of 77% over FY17

## MANPOWER

Particulars	01.04.2023	01.10.2023	01.01.2024
Manpower on date	59186	57512	56873
Reduction during the quarter			639
Reduction during the year			2313

## Key Activities



- Education
- Health care
- Livelihood Generation
- Women Empowerment
- Drinking Water & Sanitation
- Sports, Art & Culture
- Rural Development
- Social Security
- Environment Sustainability
- Others

Basic and specialised healthcare to more than a million lives annually.



Drinking Water facility to more than 50 lakh people.



More than 80 lakh people connected to mainstream by construction of roads



Quality education to almost 50000 students across more than 96 schools.



Special Schools providing support to needy students.

Mid-day meals to more than 60000 students through Akshay Patra Foundation.

Providing equipment like tricycle, motorized vehicles, callipers, hearing aids, artificial limbs, etc. to Divyangs



Running Eklavya Archery Academy and other sports academies for Hockey, Football, Athletics, etc. Athletes from SAIL academies have won medals at National and International Level.



Integrated Development Centre (IDC) at Digha Village in Saranda Forest with facilities like Bank, Telecom Office, Panchayat Office, Ration Shop, etc.



Development of 79 'Model Steel Villages'.



# STEEL AUTHORITY OF INDIA LIMITED

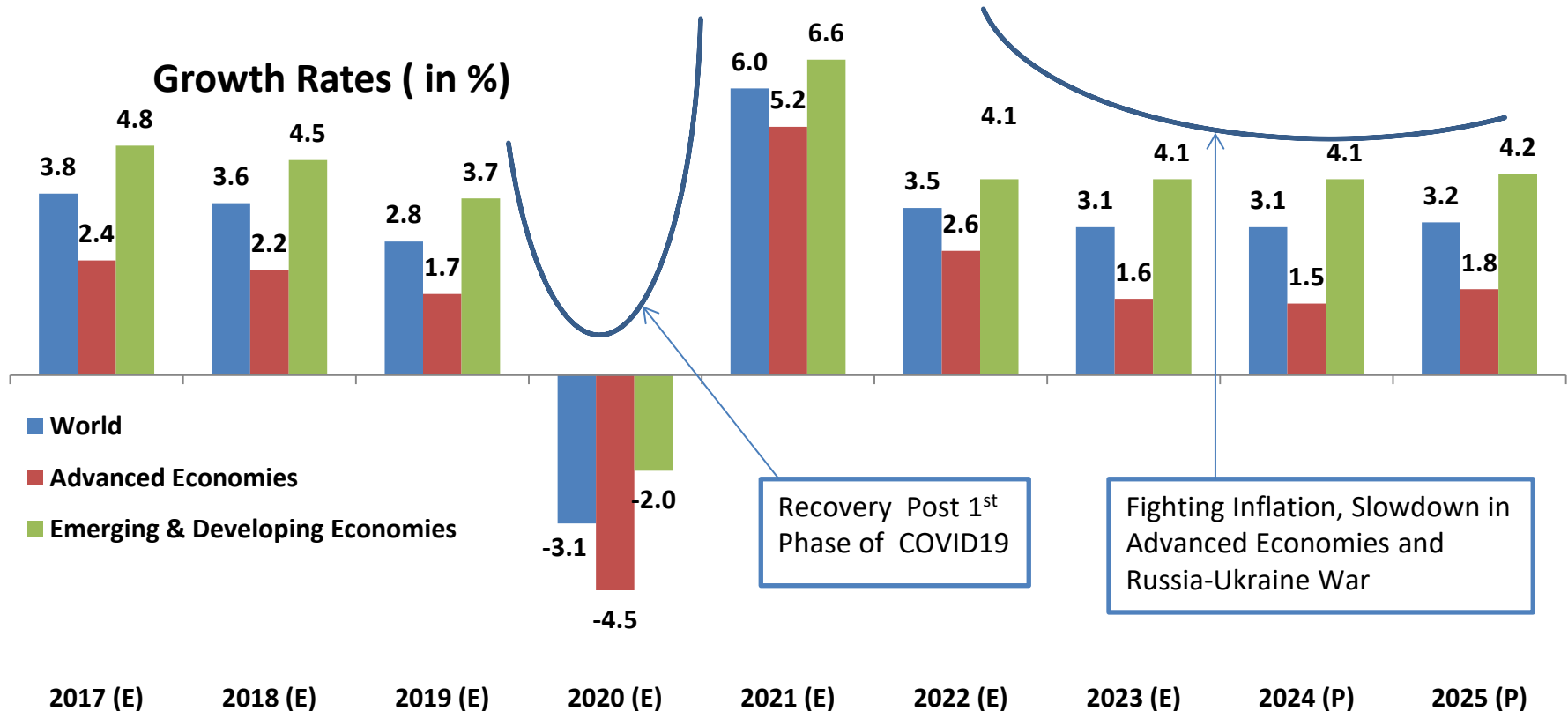


## Global Economic & Steel Scenario





# WORLD ECONOMIC SCENARIO



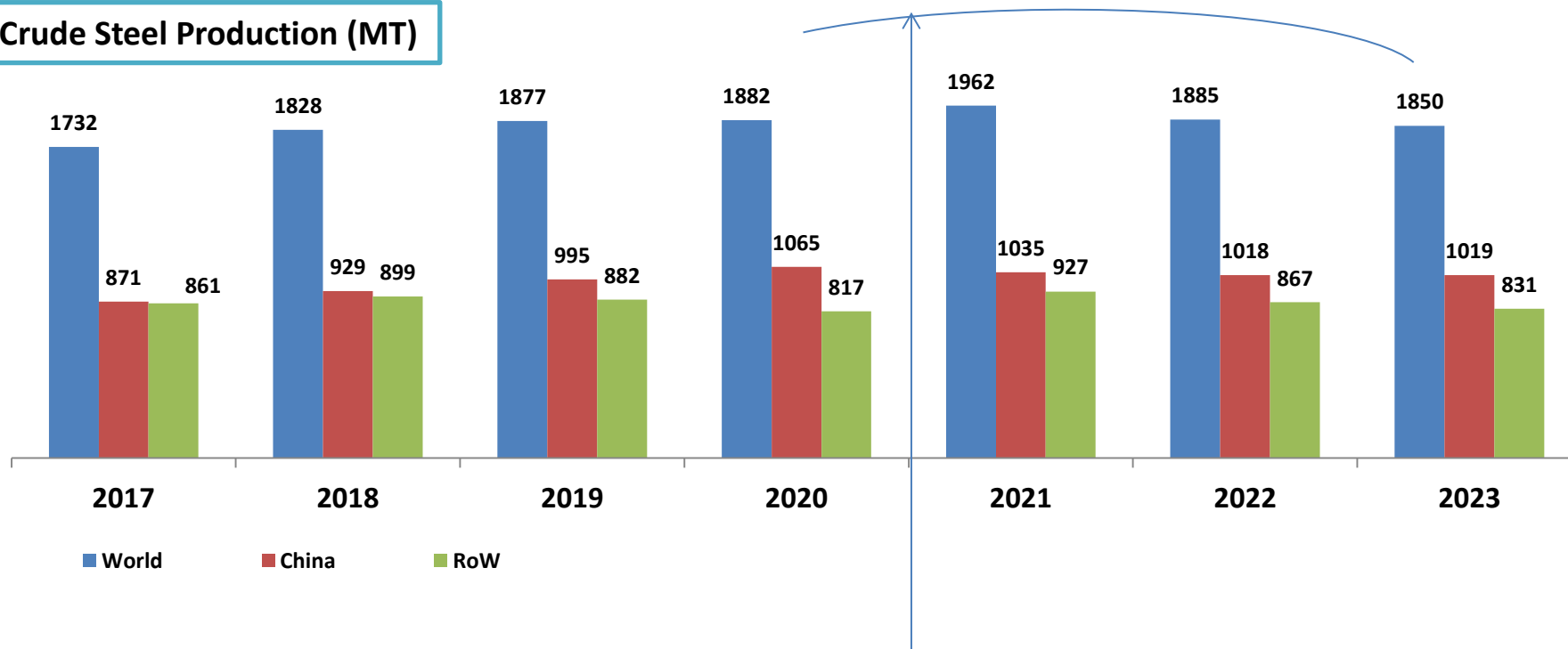
**IMF in the World Economic Outlook released during Jan'24, has published the growth estimates for 2023 at 3.1%, marginally higher than the projection given in Oct'23. The projection for 2024 has also been revised upwards by 0.2% to 3.1% with projections for 2025 still higher at 3.2% on account of greater than expected resilience in the US, fiscal support in China and faster than expected decline in the inflation across the economies. The projections, however, remain below the historical (2000–19) average of 3.8%. However, the outlook is now more stable with “hard landing” scenario receding fast. Headline inflation as headline inflation is projected to decelerate to 5.8% in 2024 and 4.4% in 2024. Meanwhile, the developing economies are expected to fare much better than their advanced counterparts.**

E= Estimates P= Projections

SOURCE: IMF

# WORLD STEEL SCENARIO

## Crude Steel Production (MT)

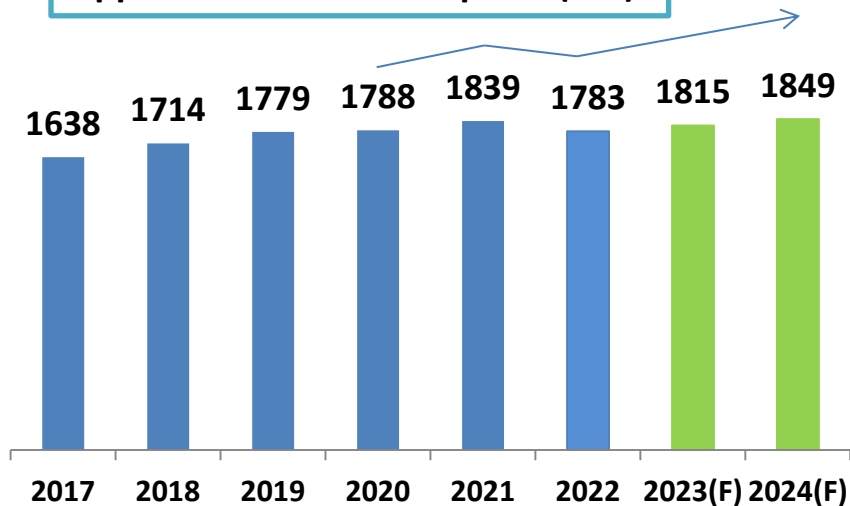


Steel continued its march post 1<sup>st</sup> wave of covid with revival of economic activities and infra-spending globally. However, CY 2022 and 2023 have registered marginal decline over respective previous years due to factors like inflation, tightening monetary policies, slowdown in advanced economies, Russia-Ukraine War, etc.

- China continues to dominate the world crude steel production contributing almost 55% of overall global production. The production in China has, however, been at similar level as CY 22 over previous year.
- Among the major producers, only India (11.8%) and Russia (5.6%) have seen a significant positive growth in production during CY 23 over CPLY.
- The production growth in countries like India, Russia, Iran, South Korea, etc. has been offset by reduction in production by many other producers leading to world steel production contracting by ~ 0.1%.

# WORLD STEEL SCENARIO

## Apparent Steel Consumption (MT)



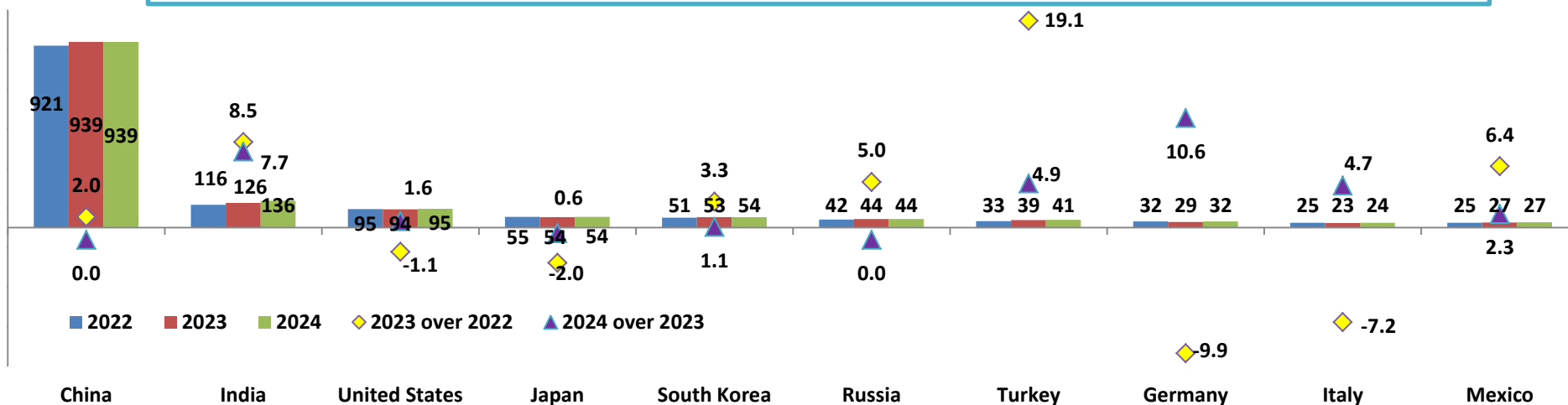
WSA in its Short Range Outlook for Oct'23 has projected a positive growth in demand during 2023 and 2024.

SOURCE: World Steel Association (WSA)

## Short Range Outlook, Oct'23:

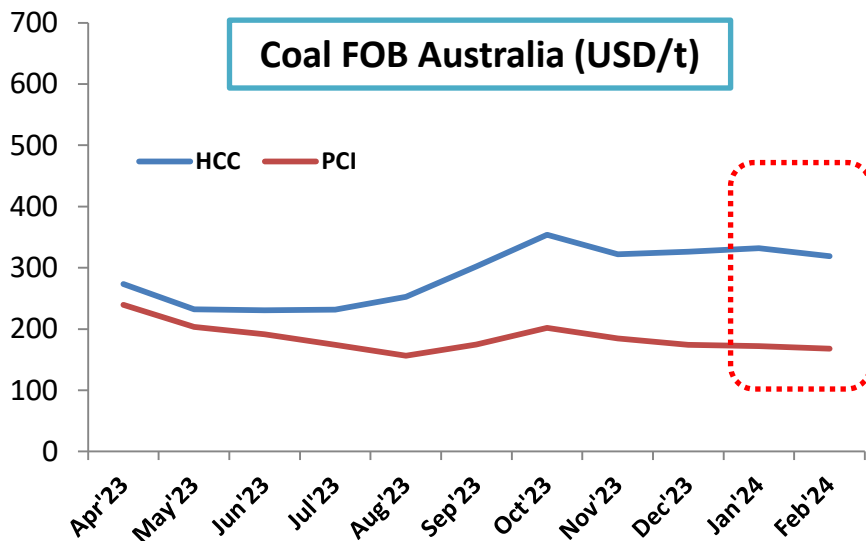
- Global steel demand is expected to increase by 1.8% in 2023 (lower than 2.3% projected in Apr'23) and 1.9% in 2024 (higher than 1.7% projected in Apr'23).
- Demand growth in China has been retained at 2% in 2023 and NIL in 2024.
- Global demand excluding China is expected to grow 1.6% in 2023 (lower than 2.6% in projected in Apr'23) and 4.0% in 2023 (higher than 3.6% projected in Apr'23).
- Demand growth in India (8.5% in 2023) is projected second highest after Turkey (19.1%). During 2024, Germany (10.6%) is projected to see the highest growth in steel demand followed by India (7.7%).

## Demand Projections for top 10 steel consuming countries in 2024 and 2023 vs 2022 (MT)

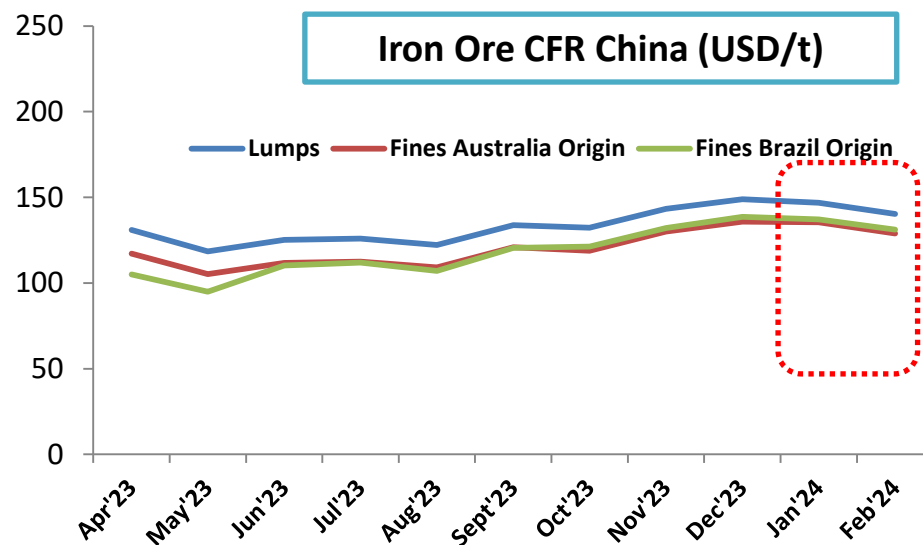


# INTERNATIONAL PRICE TRENDS

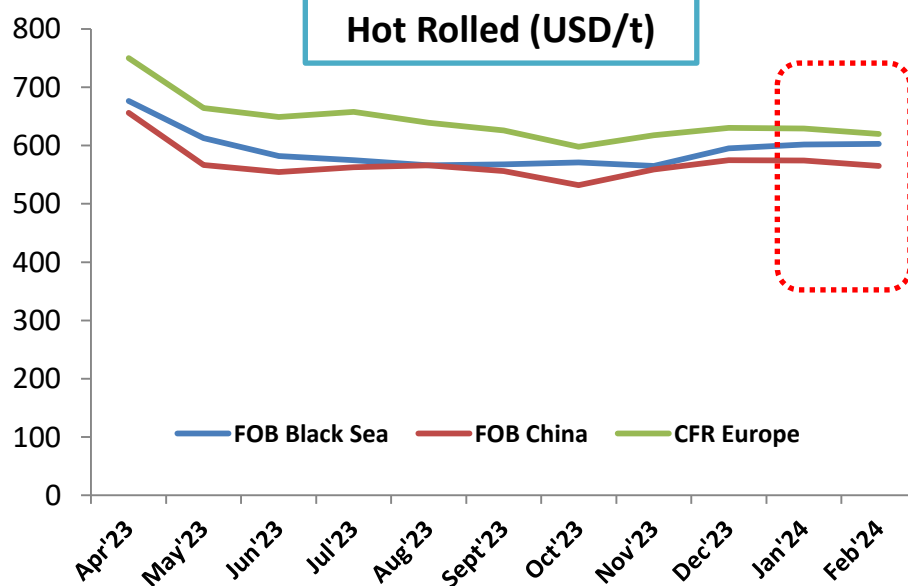
## Coal FOB Australia (USD/t)



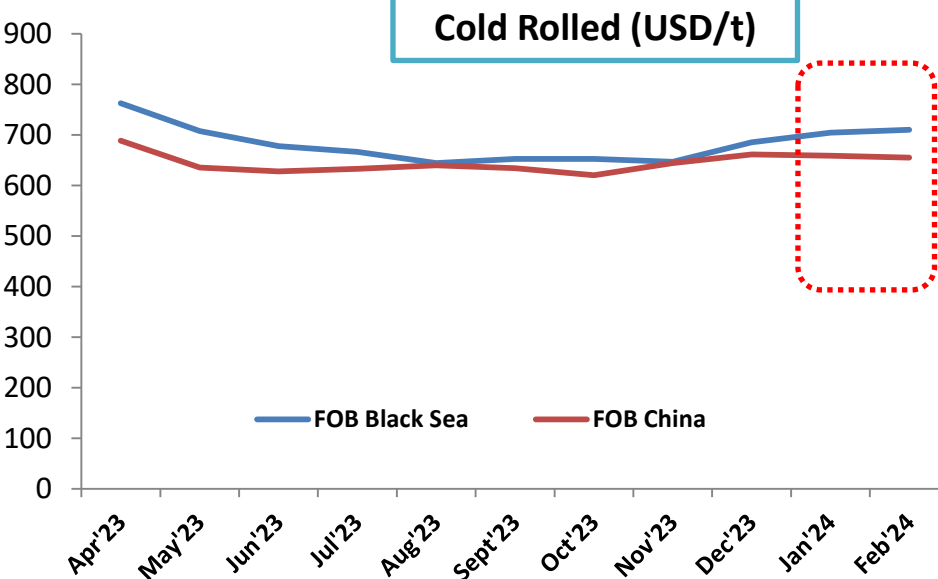
## Iron Ore CFR China (USD/t)



## Hot Rolled (USD/t)



## Cold Rolled (USD/t)



# STEEL AUTHORITY OF INDIA LIMITED



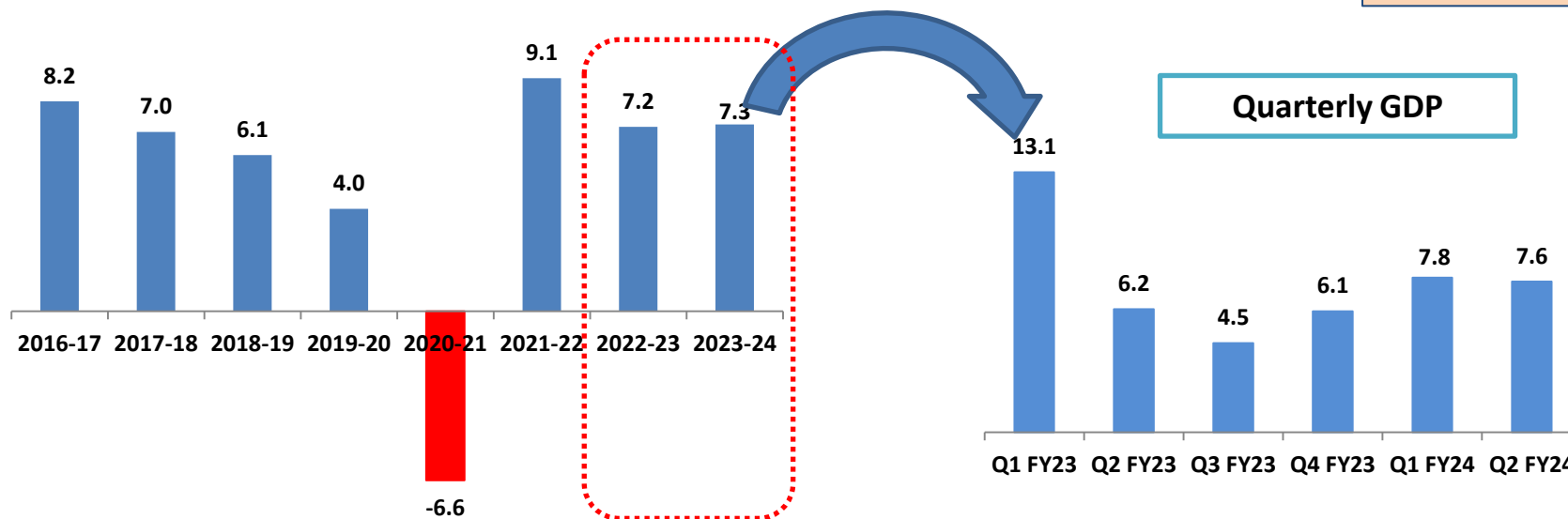
## Domestic Economic & Steel Scenario



# INDIAN ECONOMIC SCENARIO

## GDP Growth % at Constant (2011-12) Prices

SOURCE: MOSPI, GOI



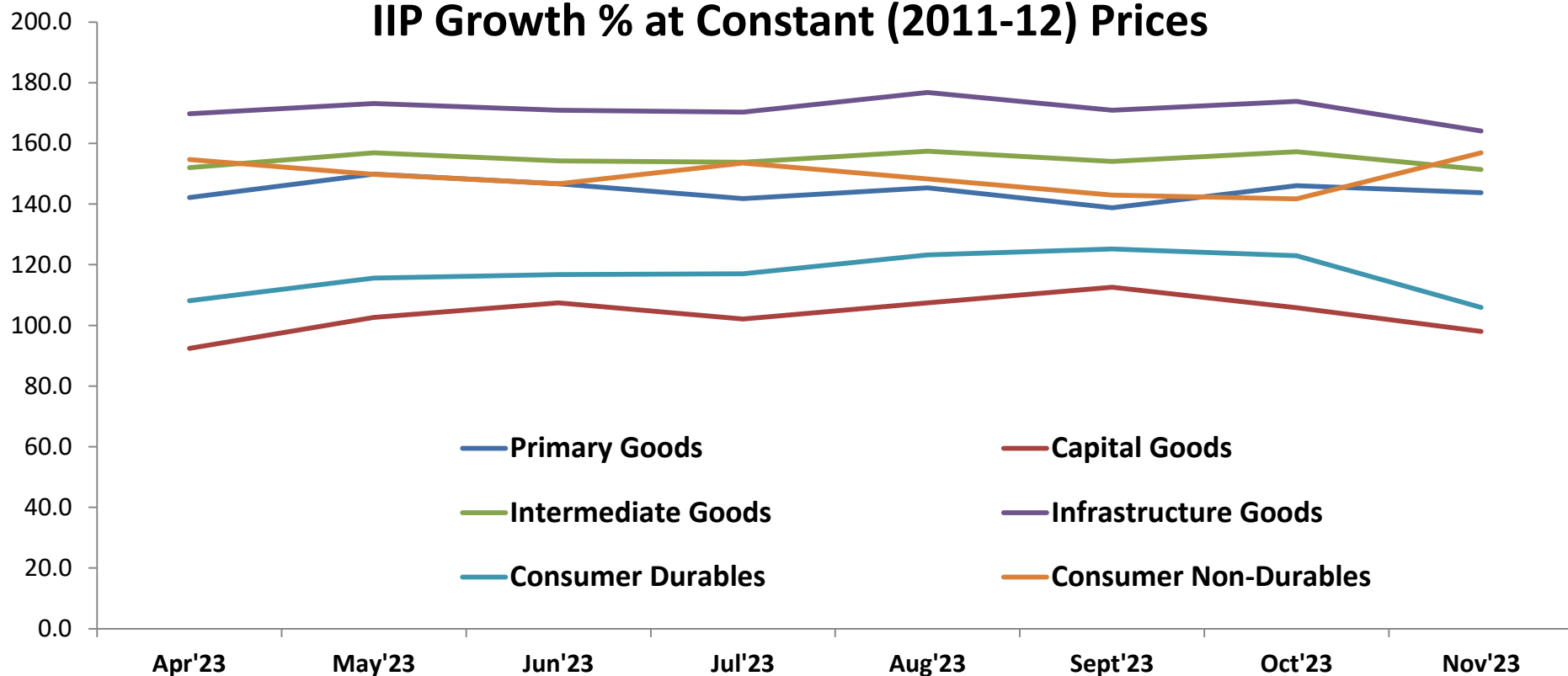
COVID19 Pandemic saw the GDP of Indian economy slide into negative during FY'21 at -6.6%. The post COVID recovery was subsequently impacted by factors like inflation. The estimates for the FY'22 and FY'23 stand at 9.1% and 7.2% respectively while the advance estimates for FY'24 have been released as 7.3%. Despite the projections for future years coming down, India is likely to remain amongst the fastest growing major economies. The projections from major financial agencies are as follows:

Source	Growth Projection	Remarks
WORLD BANK	6.3% (FY24) & 6.4% (FY25)	Estimate of 6.3% for FY24 made in April 23 has been retained.
IMF	6.5% (CY24) & 6.5% (CY25)	Projection for CY'24 has been increased to 6.5% from 6.3% projected earlier with CY'25 projection also at 6.5%.
RBI	7% (FY24)	RBI has increased to 7% from the earlier projections at 6.5%.

# INDIAN ECONOMIC SCENARIO

SOURCE: MOSPI, GOI

## IIP Growth % at Constant (2011-12) Prices

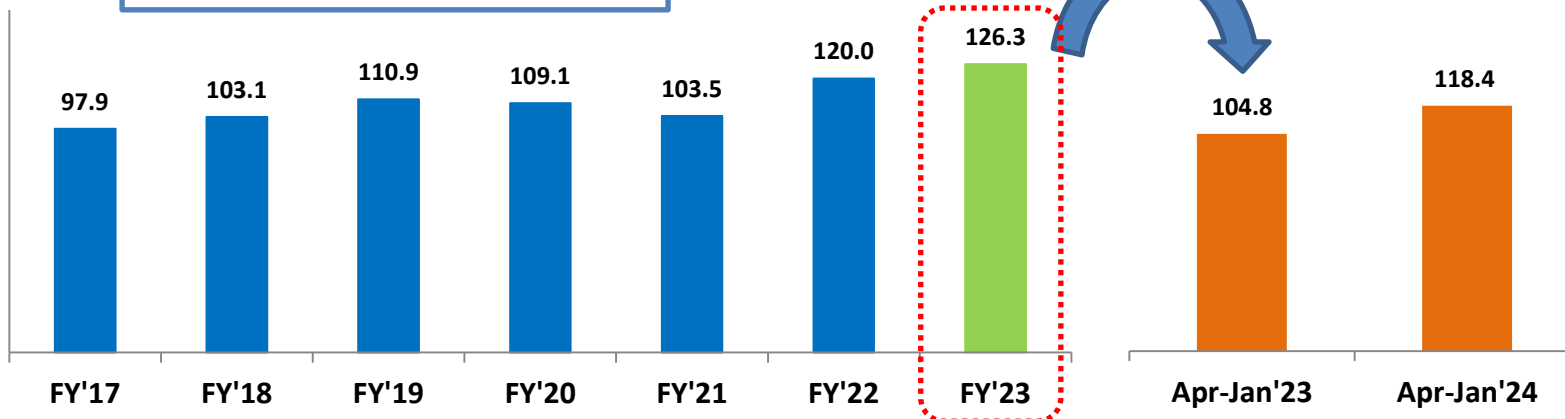


*The manufacturing activities had fallen to historic lows during lockdown due to COVID19 during Q1 FY'21. However, as economy recovered sharply on the back of financial stimulus by the Government and demand rising sharply across sectors post lockdown, the IIP also saw a steep climb. Thereafter, during Q1 FY'22 owing to second wave of COVID19, there was a marginal dip before the index started to rise again. During FY'24, the index has declined in Apr'23 before rising marginally thereafter.*

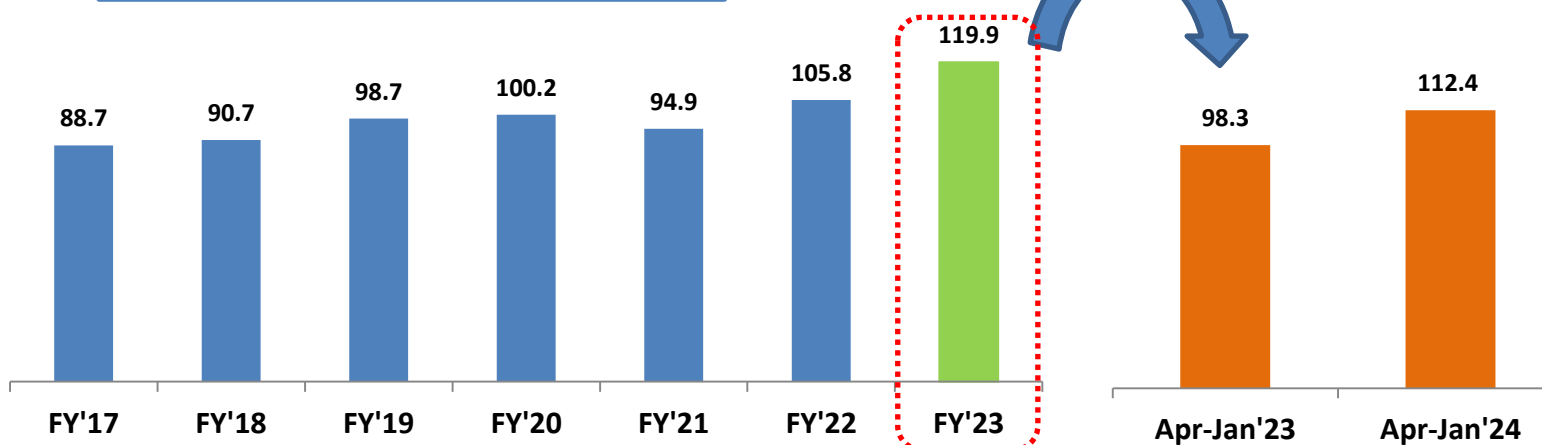


# INDIAN STEEL SCENARIO

**Crude Steel Production (mtpa)**



**Finished Steel Consumption (mtpa)**



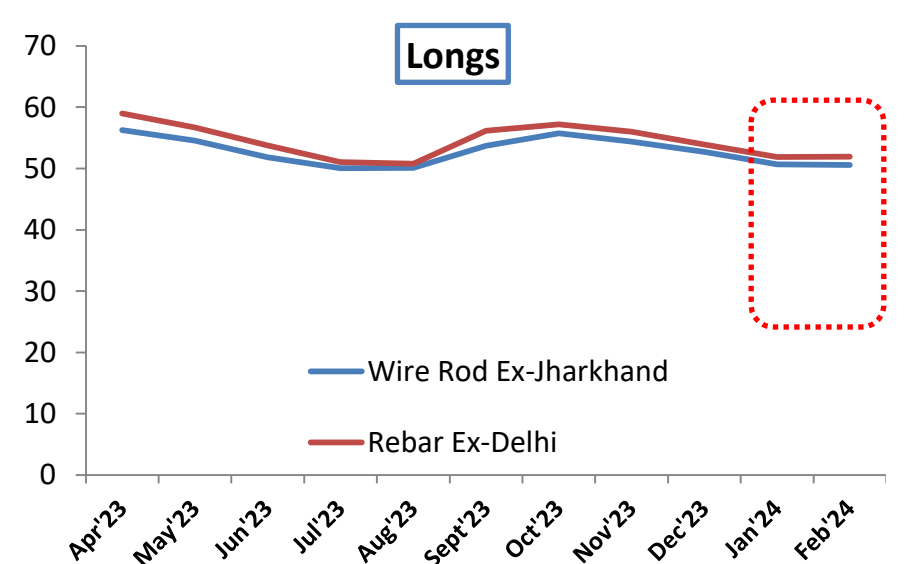
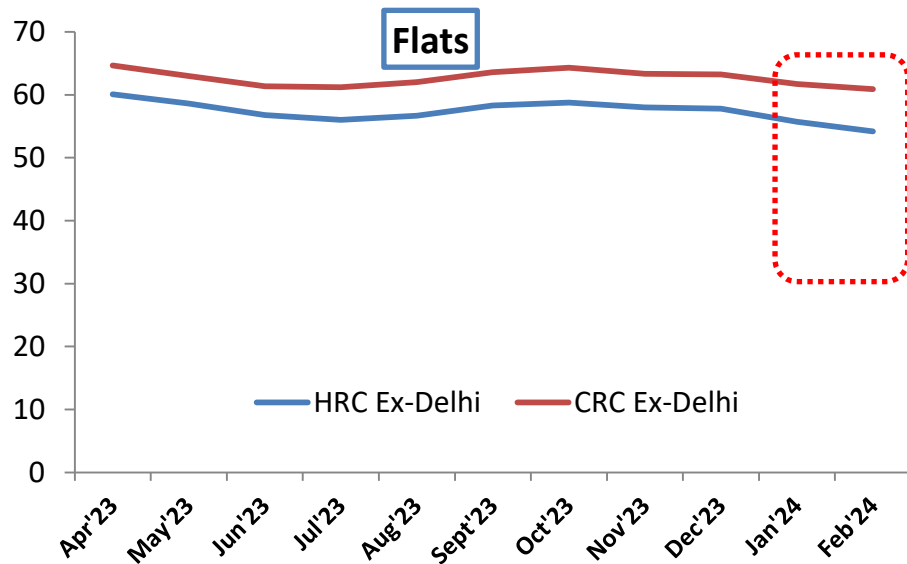
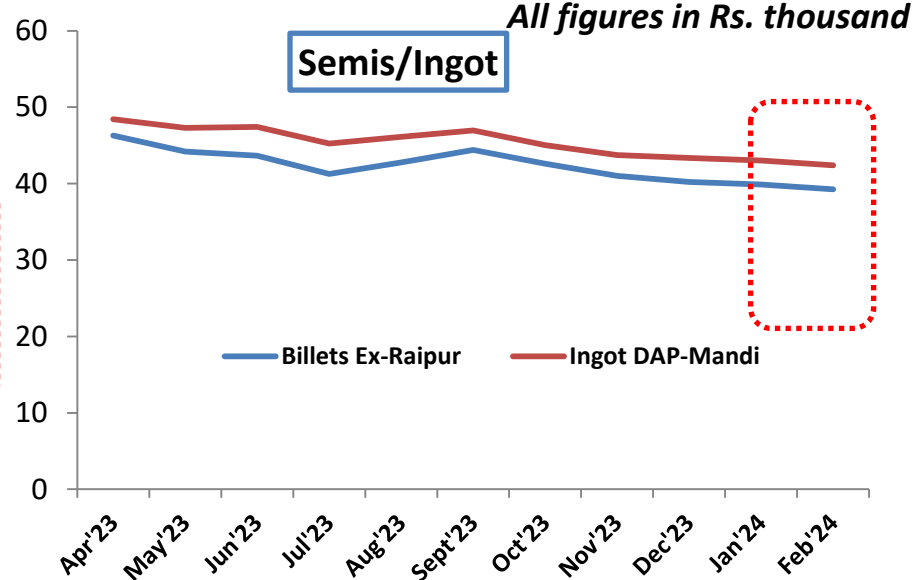
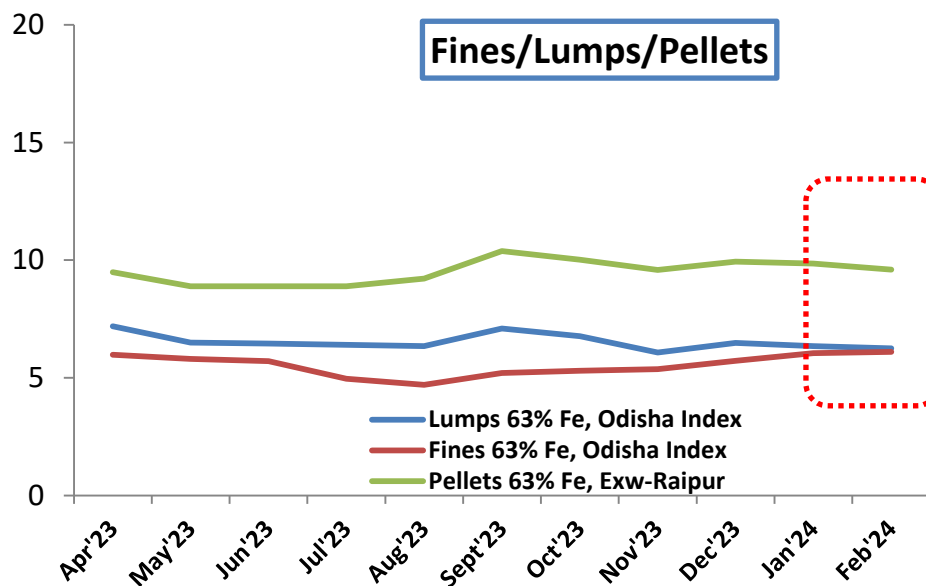
The Short Range Outlook published by WorldSteel Association during Oct'23, projected steel demand in India to increase by 8.5% in CY2023 and 7.7% in CY2024.

# DOMESTIC PRICE TREND



सेल SAIL

All figures in Rs. thousand



SOURCE: Steel Mint

# STEEL AUTHORITY OF INDIA LIMITED



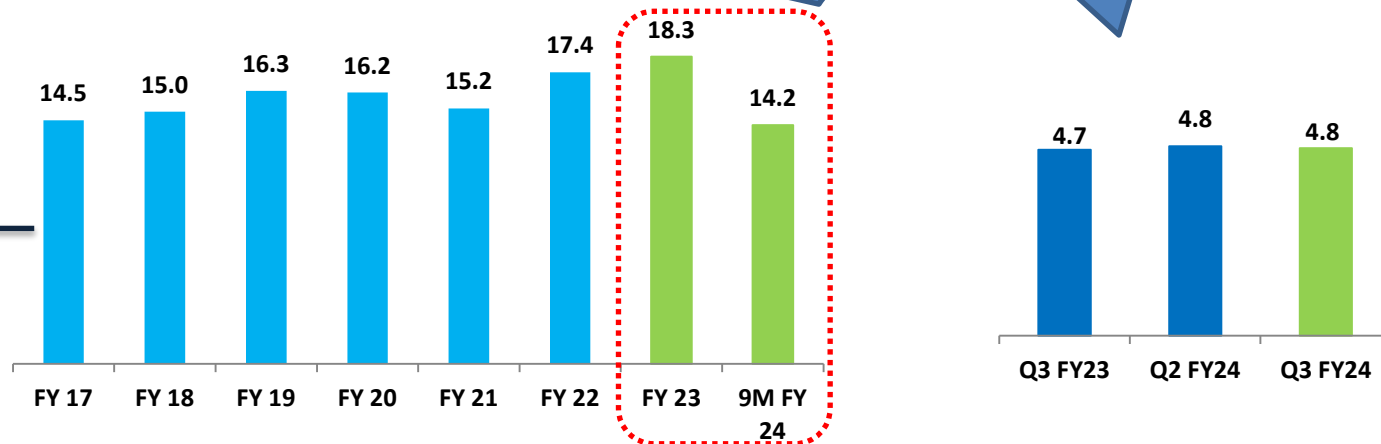
## Operational Performance



# PRODUCTION PERFORMANCE

All figures In Million Tonne

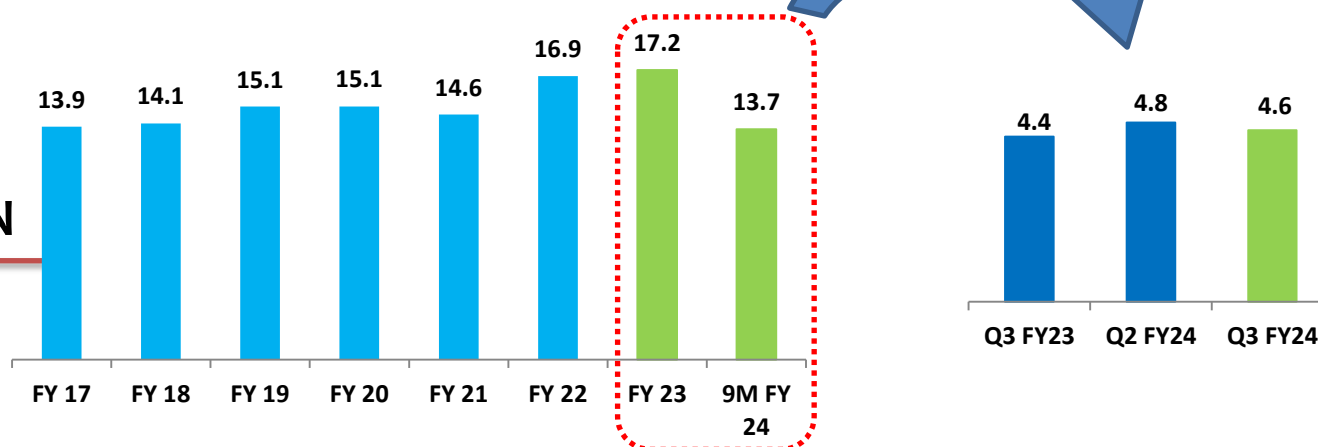
## CRUDE STEEL PRODUCTION



Annual

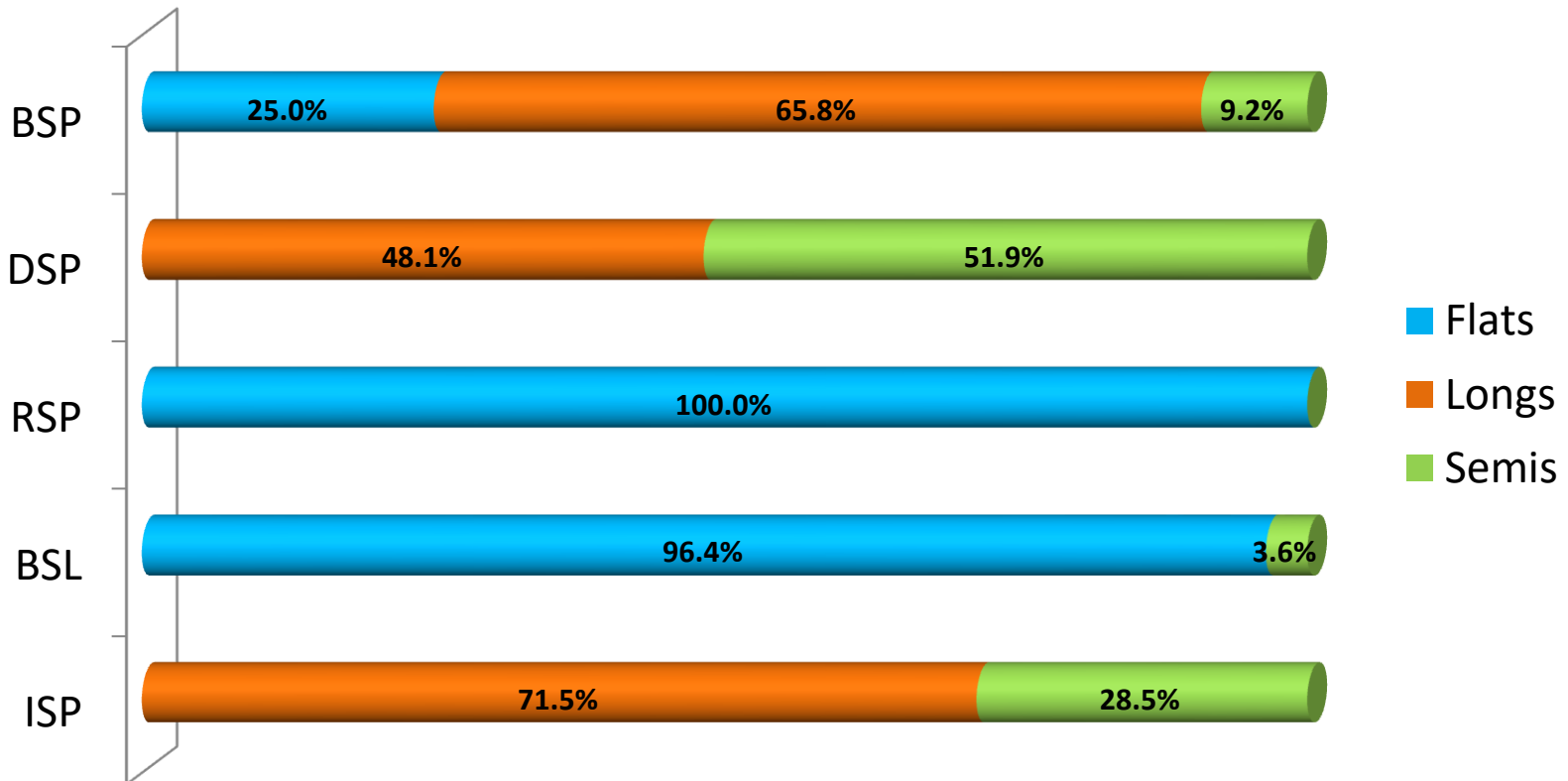
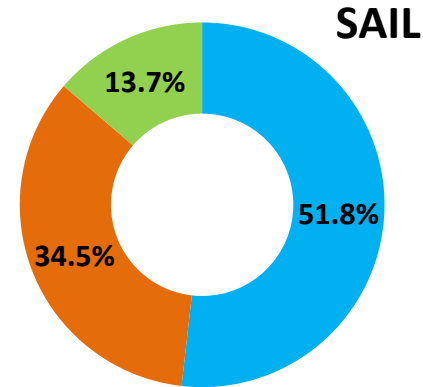
Quarterly

## SALEABLE STEEL PRODUCTION



# PRODUCTION PERFORMANCE : FY'24

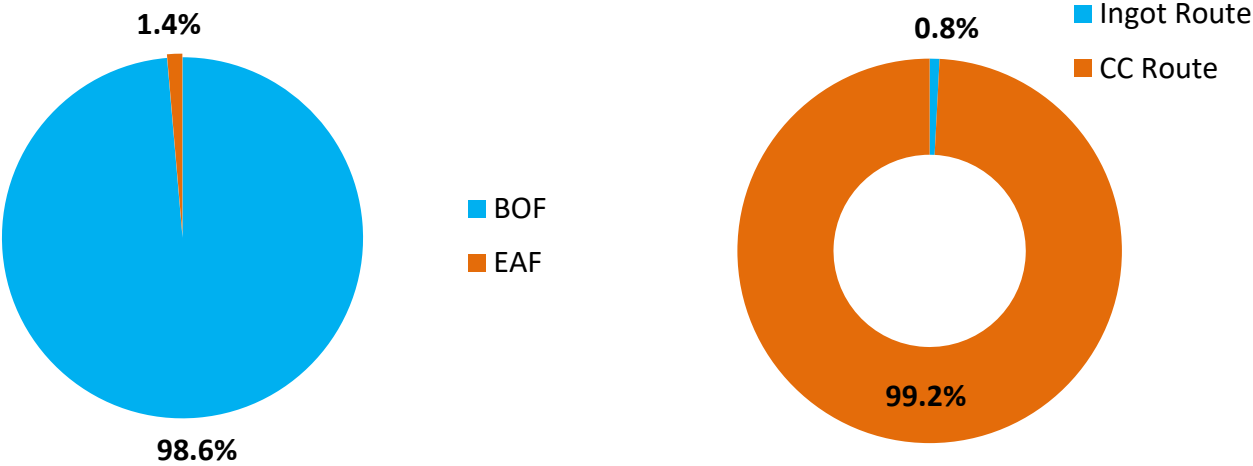
## PRODUCT MIX : 5 ISPs



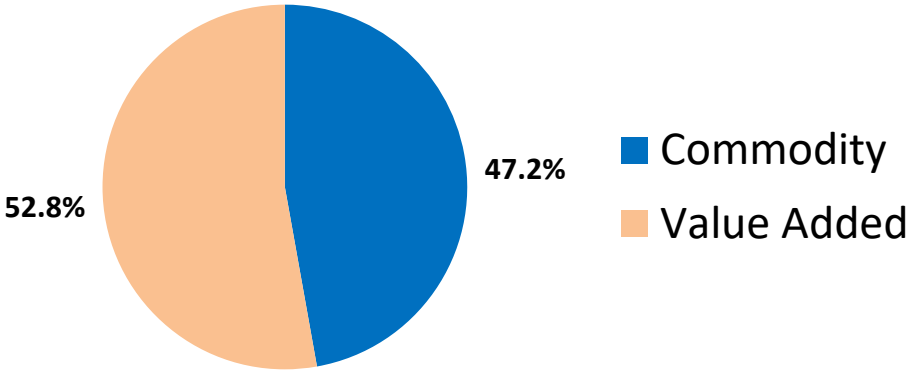
# PRODUCTION PERFORMANCE : FY'24



**CRUDE STEEL  
PRODUCTION  
BY PROCESS**

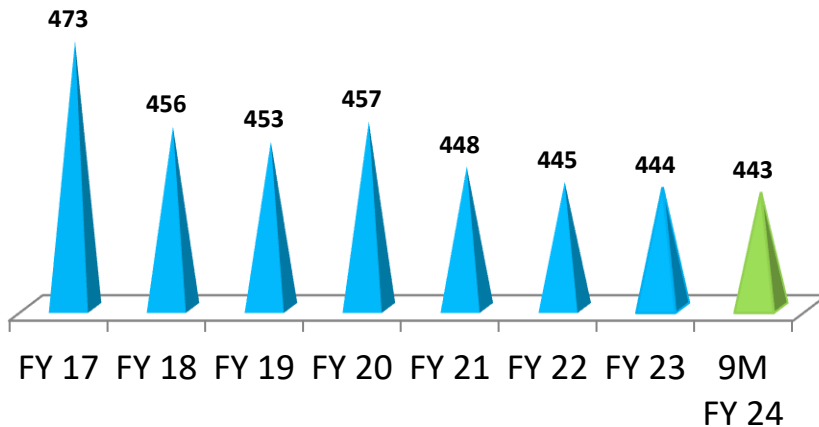


**SALEABLE STEEL  
PRODUCTION  
BY PROCESS**



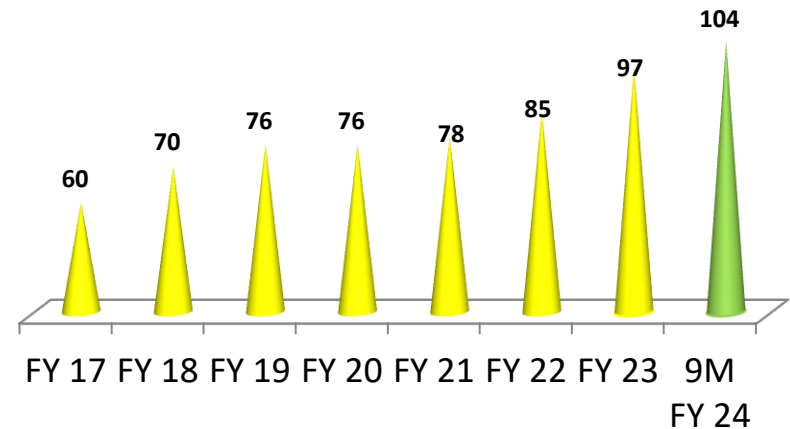
# TECHNO-ECONOMIC PARAMETERS

Coke Rate: kg/thm



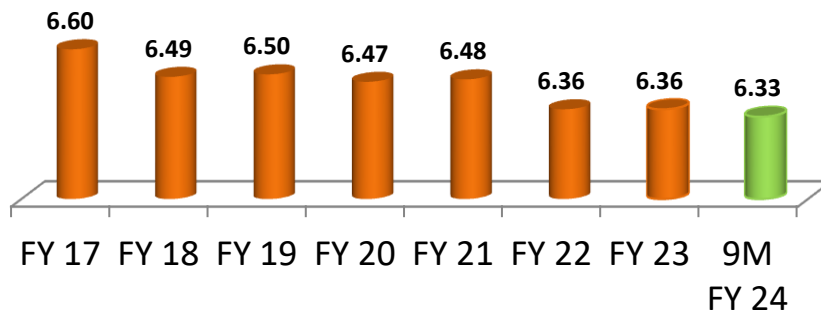
Reduction of 6% over FY17

CDI Rate: kg/thm



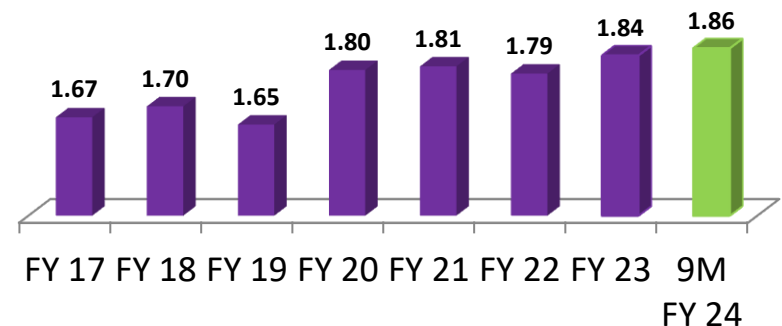
Increase of 73% over FY17

Specific Energy Consumption: GCal/tcs



Reduction of 4% over FY17

BF Productivity: T/m3/Day

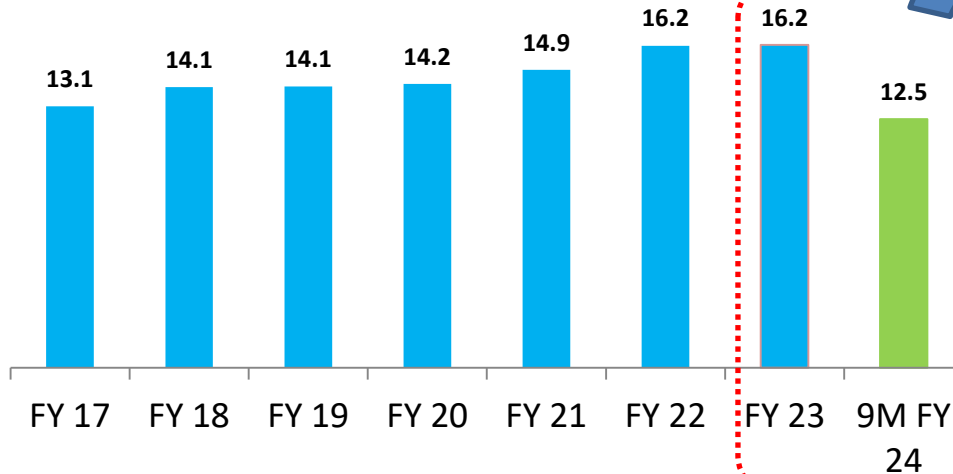


Improvement of 11% over FY17



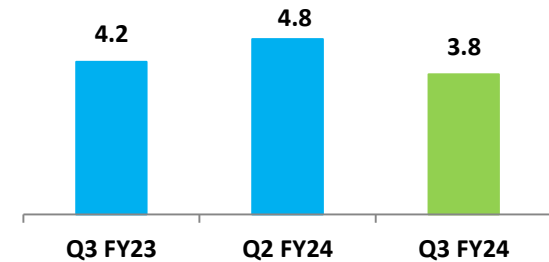
# SALES PERFORMANCE

## Annual

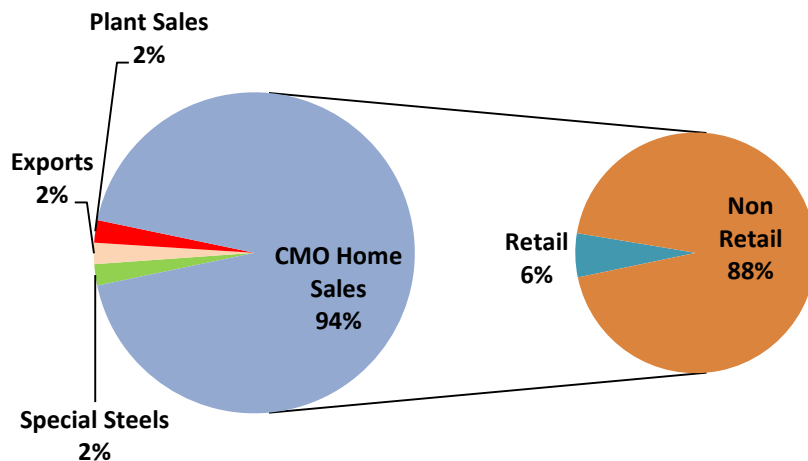


All figures in Million Tonne

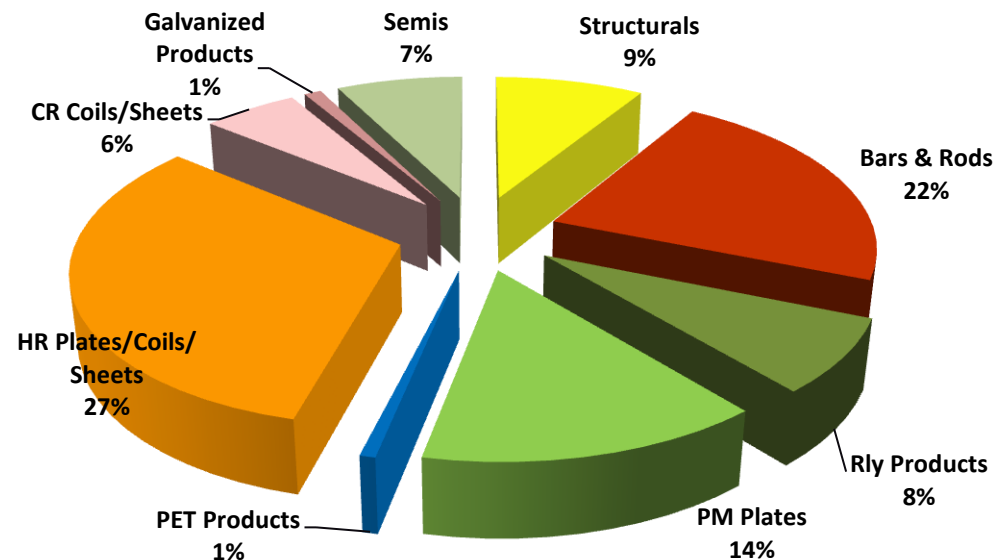
## Quarterly



## Sectoral Breakup



## CMO Home Sales - Product Mix



# STEEL AUTHORITY OF INDIA LIMITED



## Financial Performance

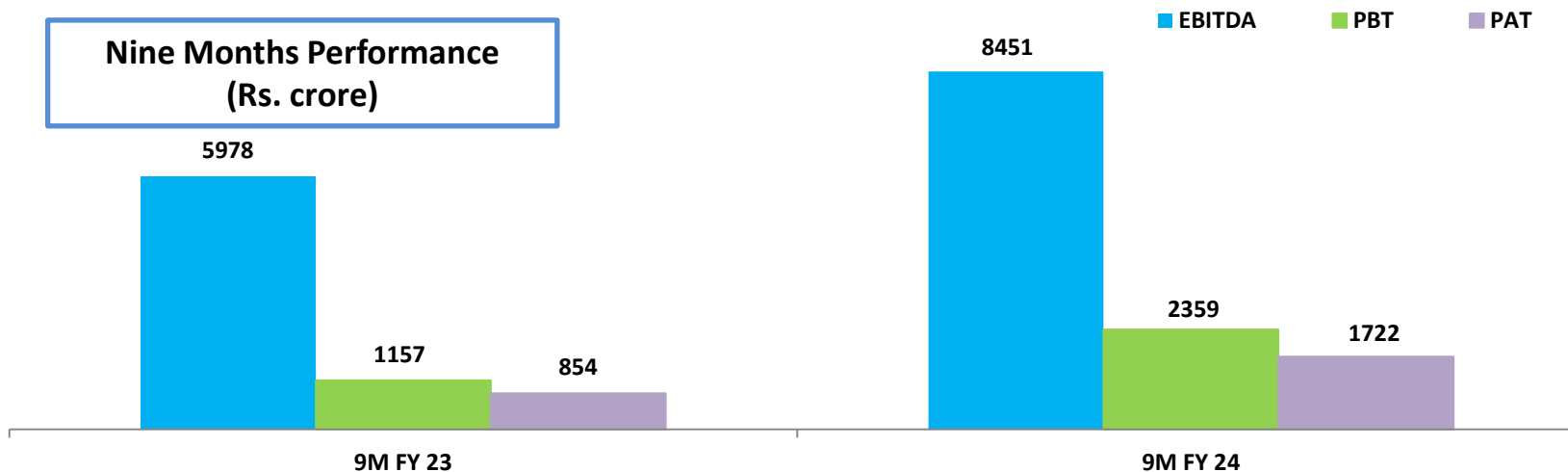


# FINANCIAL PERFORMANCE

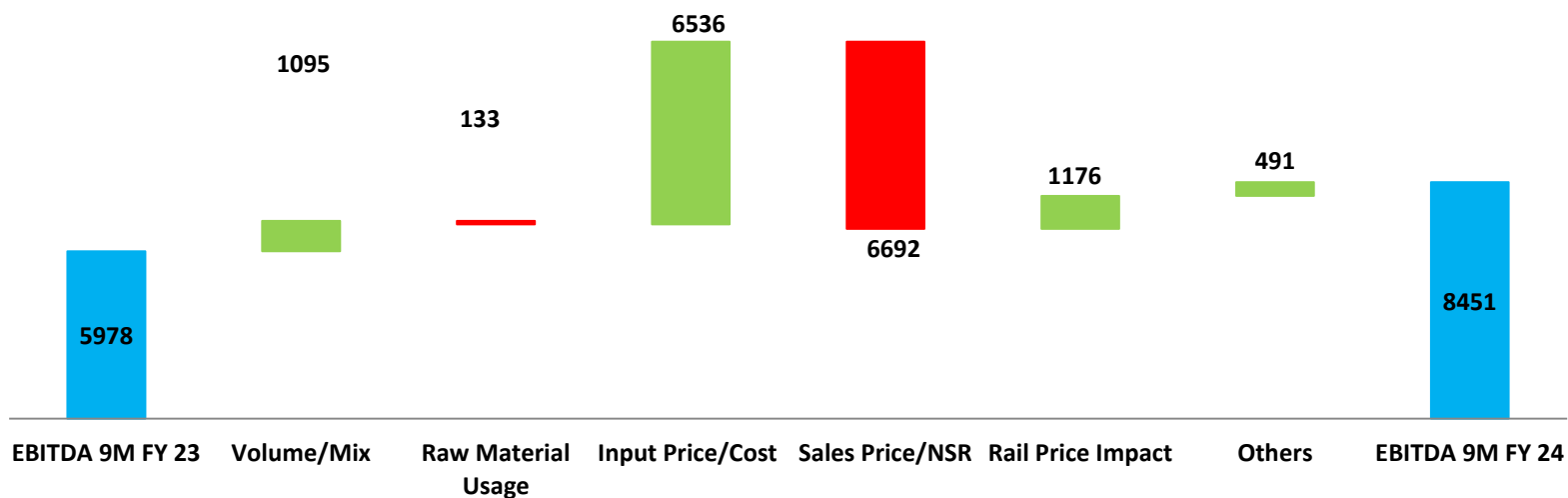
<b>Rs. Crore (INDAS Compliant figures)</b>	<b>9M FY 23</b>	<b>9M FY 24</b>	<b>Q3 FY 23</b>	<b>Q2 FY 24</b>	<b>Q3 FY 24</b>
Sales Turnover	74781	76801	24859	29560	23148
Total Income	76184	78211	25163	29887	23524
EBITDA	5978	8451	2198	4043	2319
Depreciation	3598	3922	1221	1326	1321
Finance Cost	1520	1832	640	605	614
PBT Before Exceptional Items	859	2698	336	2111	384
Exceptional Items	-298	339	-298	415	-76
PBT After Exceptional Items	1157	2359	635	1696	461
Tax	303	637	171	456	129
Profit After Tax	854	1722	464	1241	331

# FINANCIAL PERFORMANCE

## Nine Months Performance (Rs. crore)



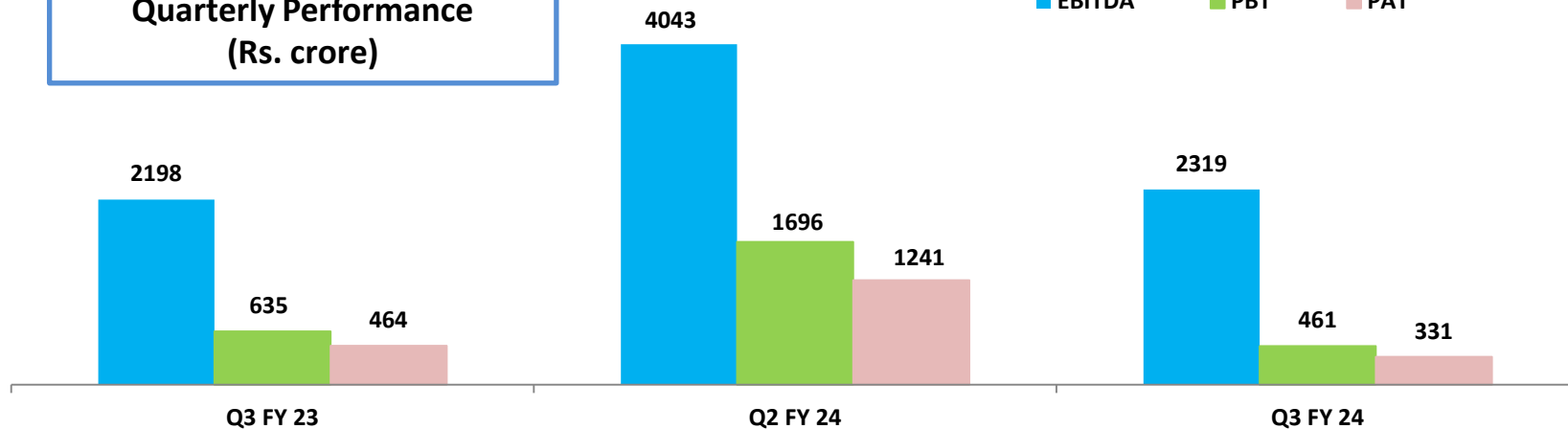
## EBITDA Movement (Rs. crore)



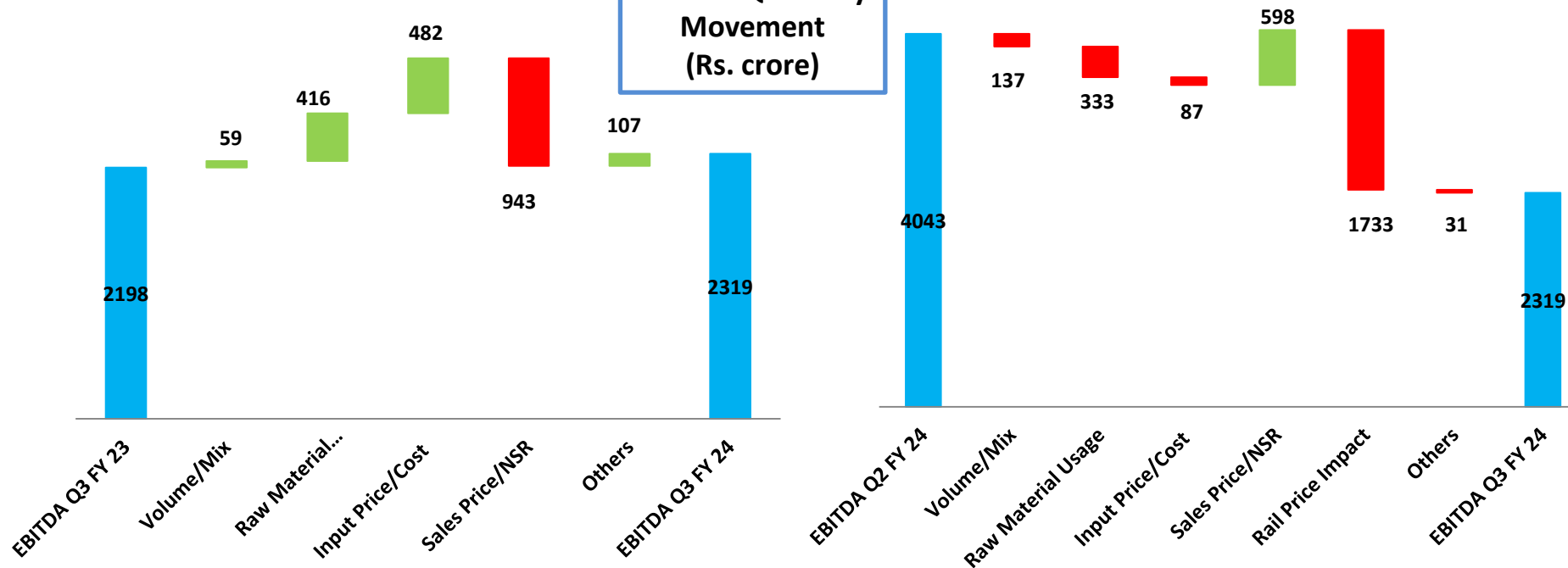
# FINANCIAL PERFORMANCE

## Quarterly Performance (Rs. crore)

EBITDA PBT PAT

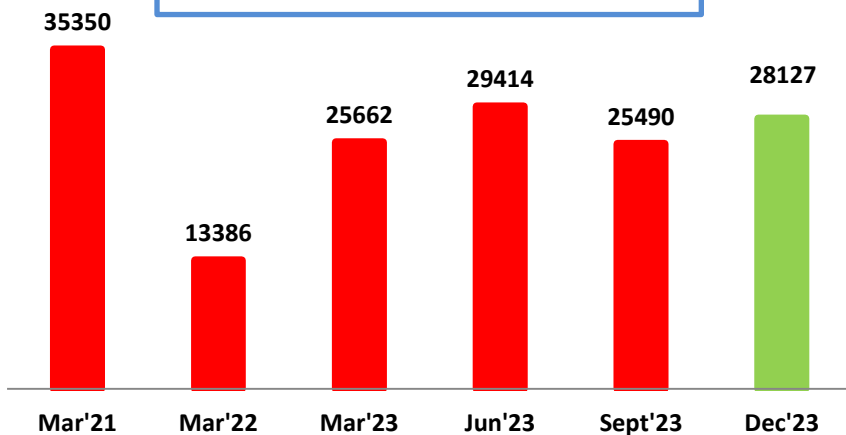


## EBITDA Quarterly Movement (Rs. crore)

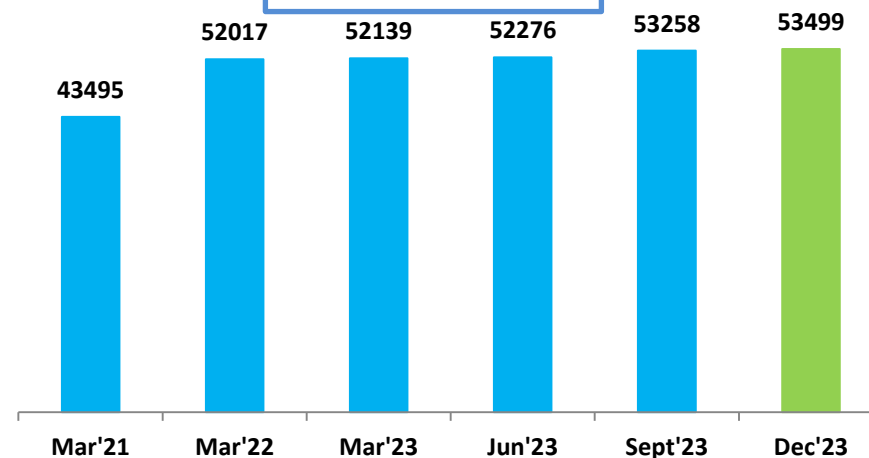


# FINANCIAL PERFORMANCE

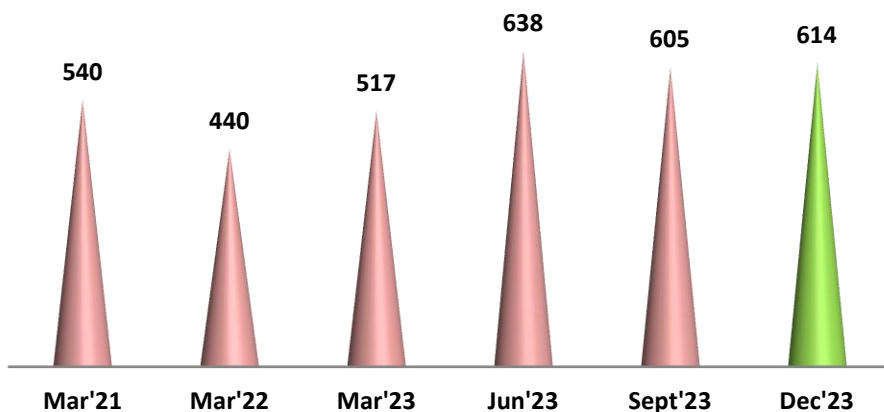
## Borrowings (Non Ind AS)



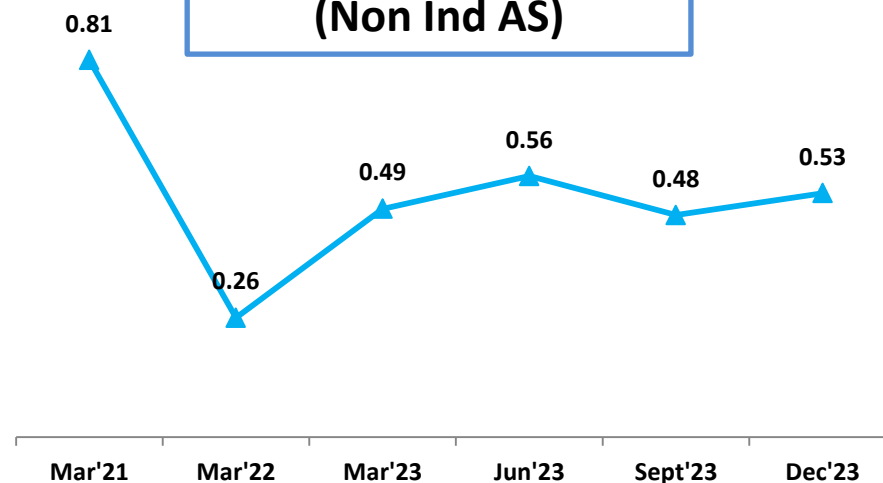
## Net Worth



## Quarterly Interest



## Debt-equity (times) (Non Ind AS)



Borrowings, Interest and Net Worth in Rs. crore

# Abbreviations used

•	BF	Blast Furnace
•	SMS	Steel Melting Shop
•	BOF	Basic Oxygen Furnace
•	THF	Twin Hearth Furnace
•	EAF	Electric Arc Furnace
•	BSP	Bhilai Steel Plant
•	DSP	Durgapur Steel Plant
•	RSP	Rourkela Steel Plant
•	BSL	Bokaro Steel Limited
•	SSP	Salem Steel Plant
•	VISL	Visvesvaraya Iron & Steel Plant
•	ASP	Alloy Steels Plant
•	CPLY	Corresponding Period Last Year
•	G.Cal/tcs	Giga Calories per tonne of Crude Steel
•	ISP	Integrated Steel Plant
•	HDGL	Hot Dip Galvanizing Line
•	CR	Cold Rolled
•	HR	Hot Rolled

•	FOB	Freight On Board
•	JPC	Joint Plant Committee
•	Kg/thm	Kilo Gram Per Tonne of Hot Metal
•	Tpd	Tonnes Per Day
•	MT	Million Tonne
•	Mtpa	Million Tonne Per Annum
•	EBITDA	Earnings Before Interest, Taxes, Depreciation & Amortization.
•	PAT	Profit After Tax
•	PBT	Profit Before Tax
•	RINL	Rashtriya Ispat Nigam Limited
•	CS	Crude Steel
•	CDI	Coal Dust Injection
•	CC	Continuous Casting
•	BOO	Build-Own-Operate
•	Gol	Government of India
•	MOEF	Ministry of Environment & Forests



# Disclaimer



Statements / Data which do not relate to SAIL and are used / made in this presentation are from sources which are considered reliable and Company cannot be held for its authenticity.

Further, statements describing the Company's projections, estimates, expectations are “forward looking statements” within the meaning of applicable securities laws and regulations. Actual results may differ materially from those expressed depending on the circumstances / situations.

Major factors that could affect the Company's operations include, among others, economic conditions affecting demand / supply and prices in the domestic and global markets in which the Company operates, changes in Government regulations, tax laws and other statutes, etc.