

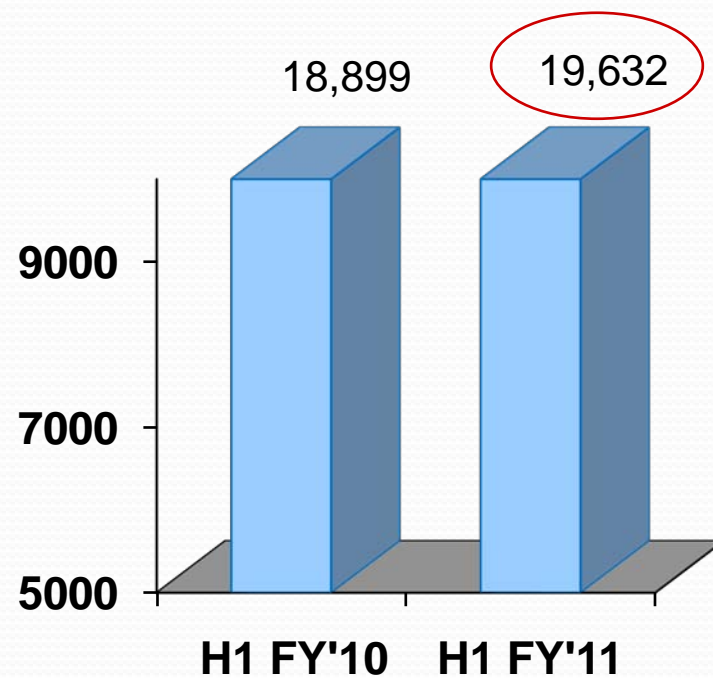
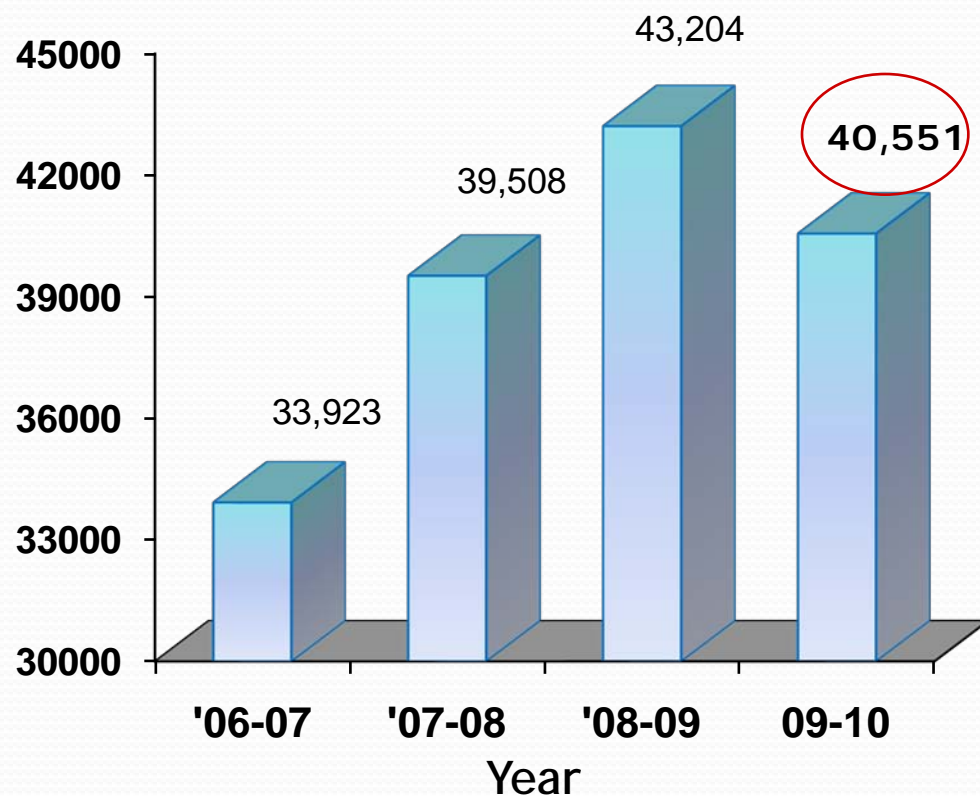
# **STEEL AUTHORITY OF INDIA LIMITED PERFORMANCE HIGHLIGHTS H1 FY-11**

# Contents

- ✓ Performance
- ✓ SAIL's Expansion Plan
- ✓ CSR & Environment Management
- ✓ Awards & Accolades

# Net Sales

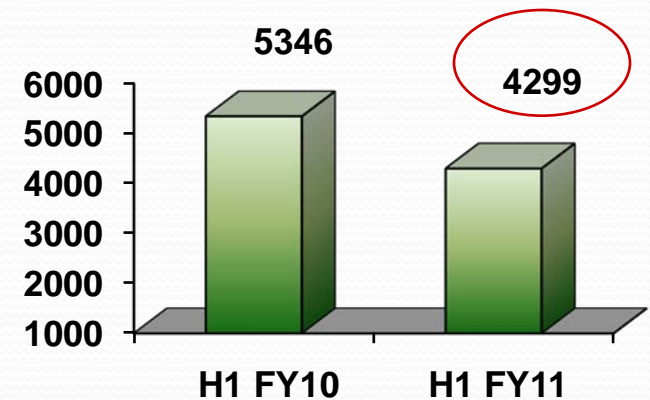
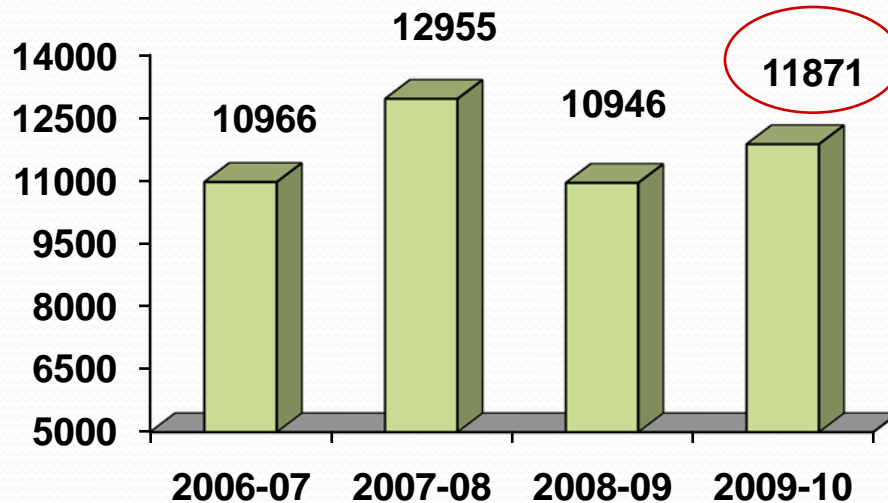
Unit : Rs Crore



➤ H1 FY11 Net sales of Rs 19,632 crore

# Earning Before Interest Depreciation and Tax

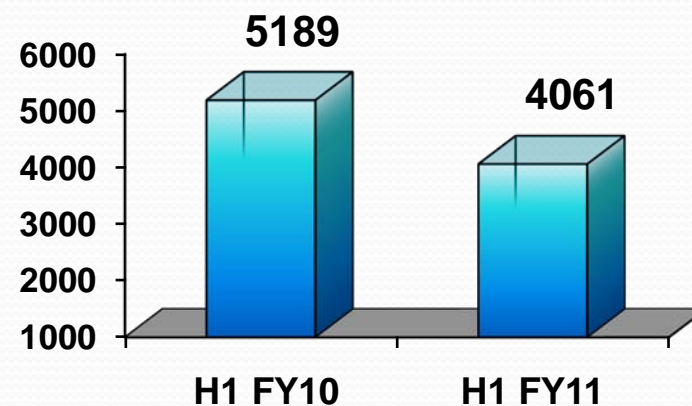
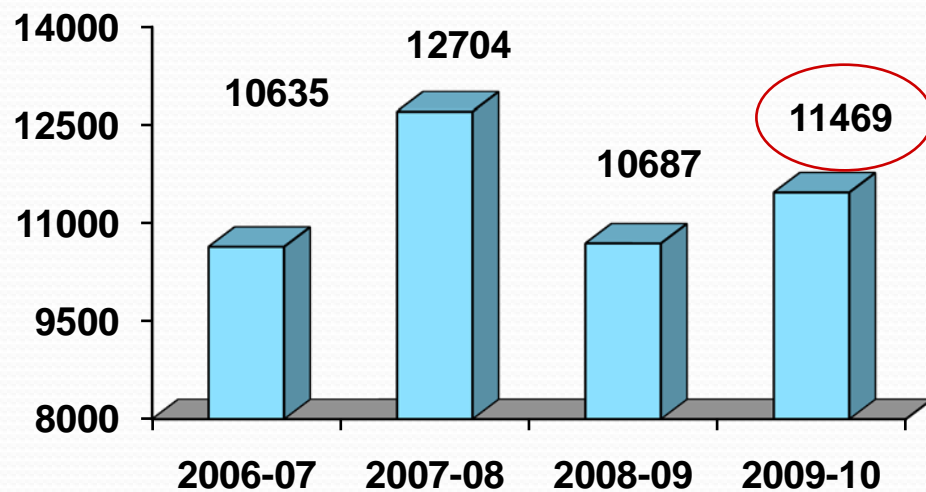
Unit : Rs Crore



➤EBIDTA of Rs.4299 crore for H1 FY11.

# Cash Profits

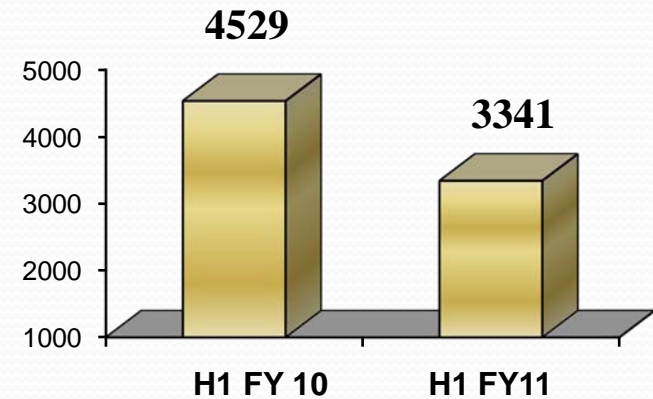
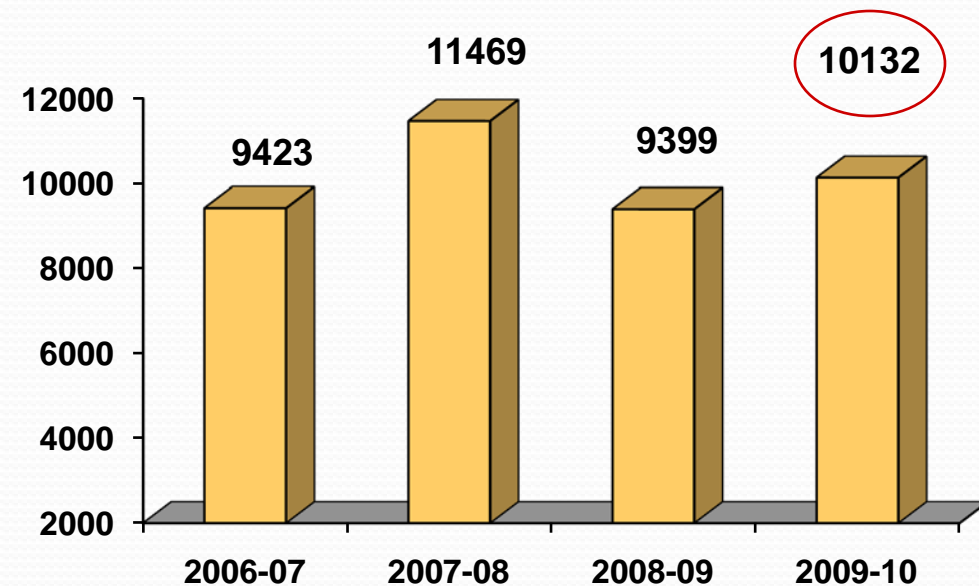
Unit : Rs Crore



➤ Cash profit for H1 FY11 Rs. 4060 cr.

# Financial Performance

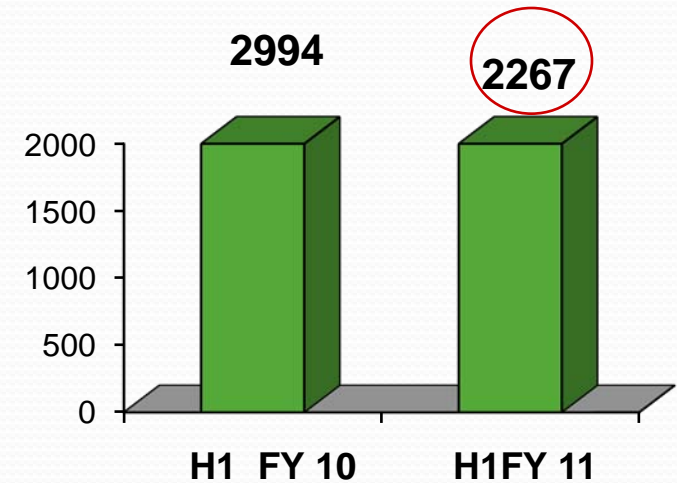
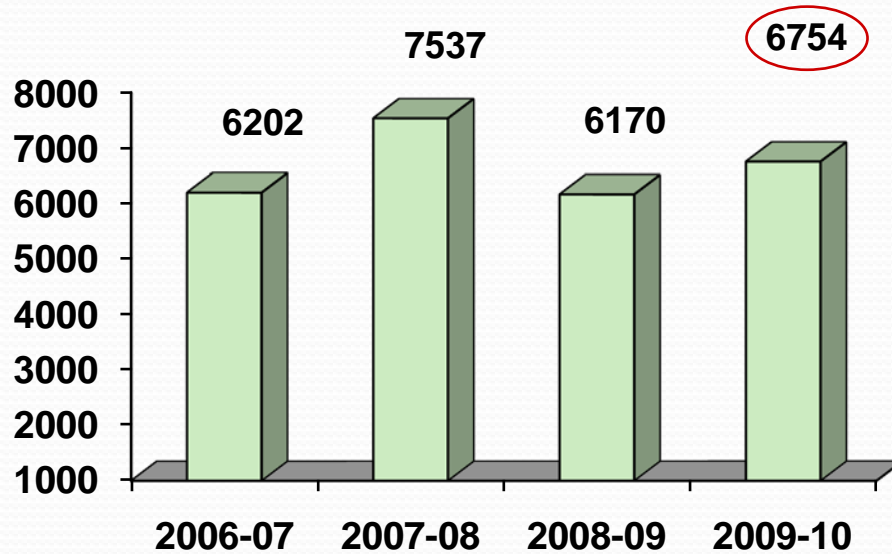
Profit Before Tax (Amount in Rs. Cr.)



➤ H1 FY11 PBT of Rs. 3341 crore

# Financial Performance

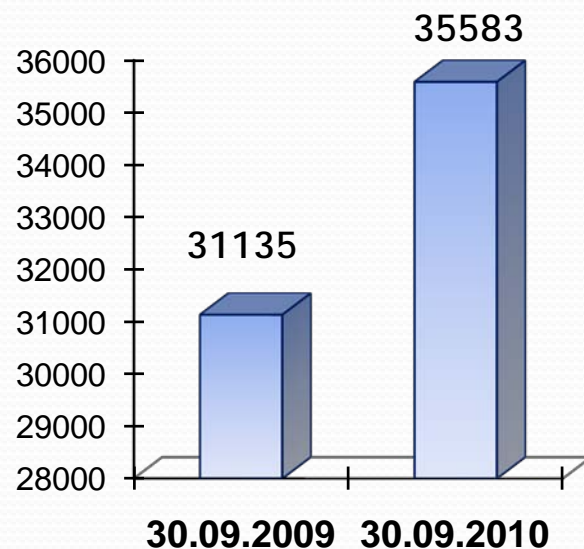
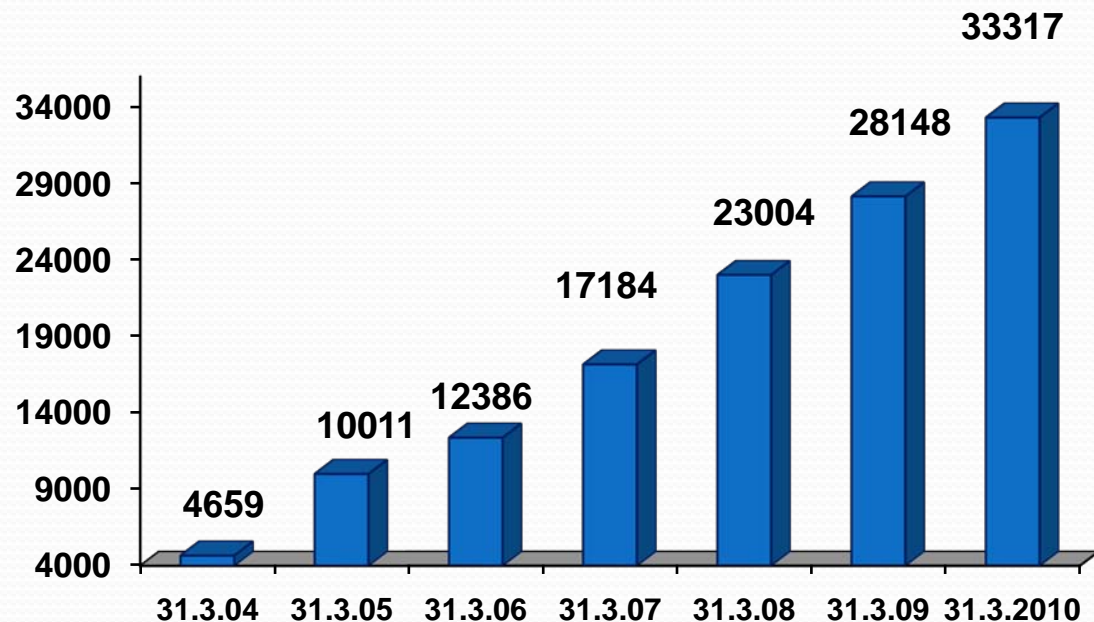
Profit After Tax (Amount in Rs. Cr.)



➤ Q1 FY11 PAT of Rs. 2267 crore

# Net Worth

Unit : Rs Crore

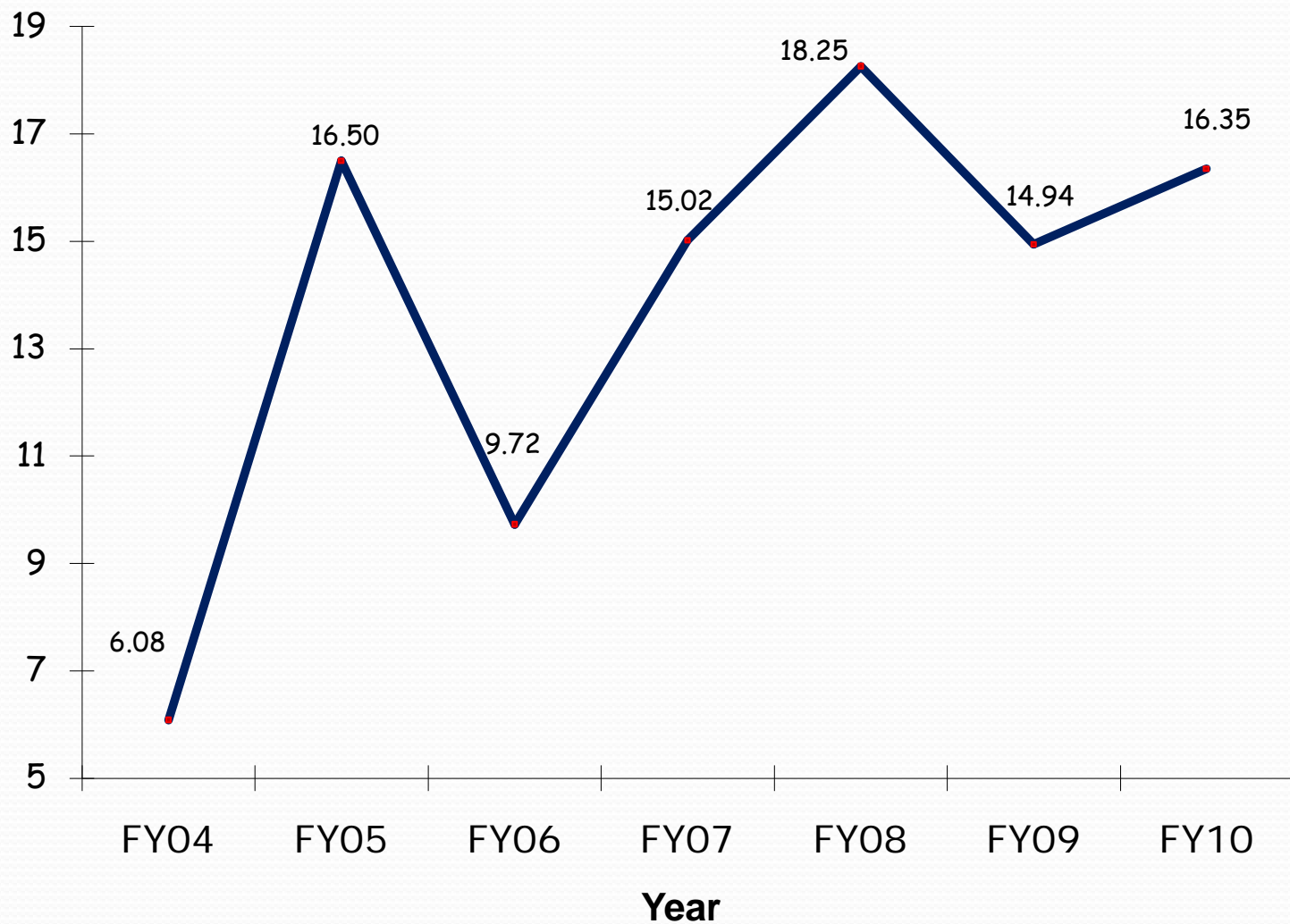


- Net Worth increase in H1FY 11 by over Rs. 2,266 crore over 31.03.2010
- Net Worth increase by over Rs. 4400 crore in one year.



# Earning per Share

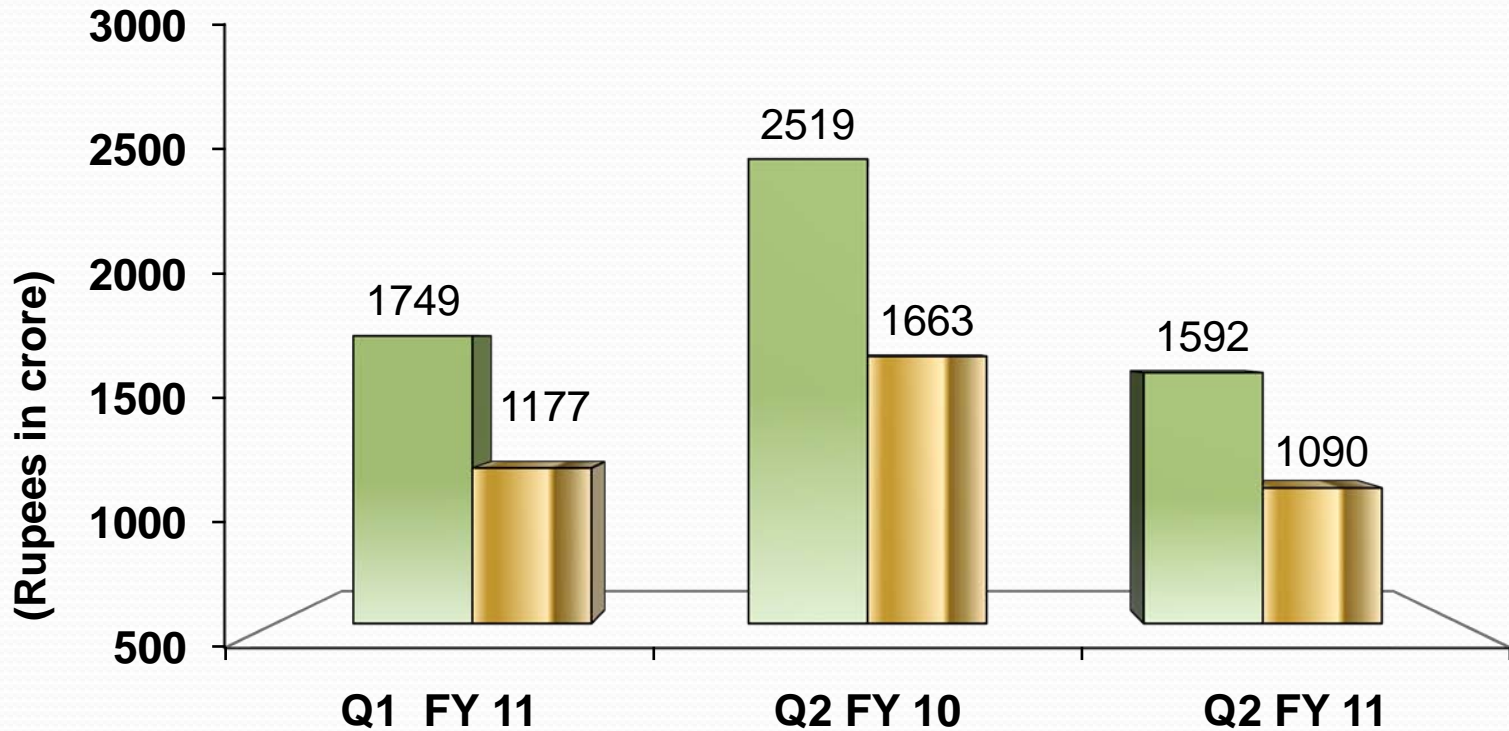
Amount in Rupees



# Quarter-wise Profit

PBT

PAT

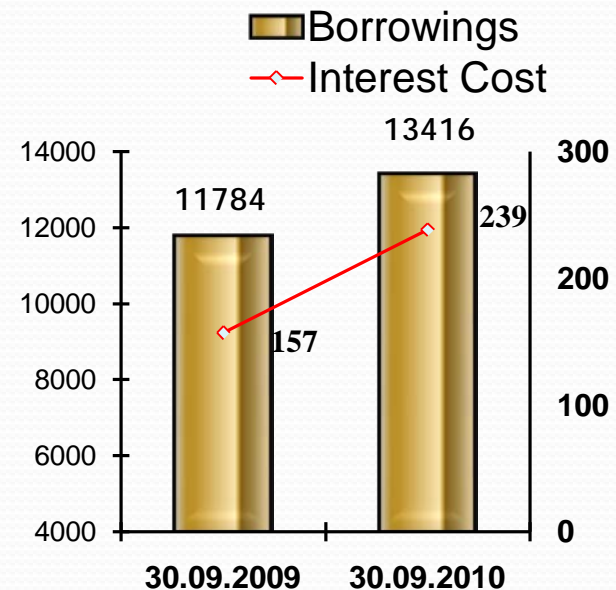
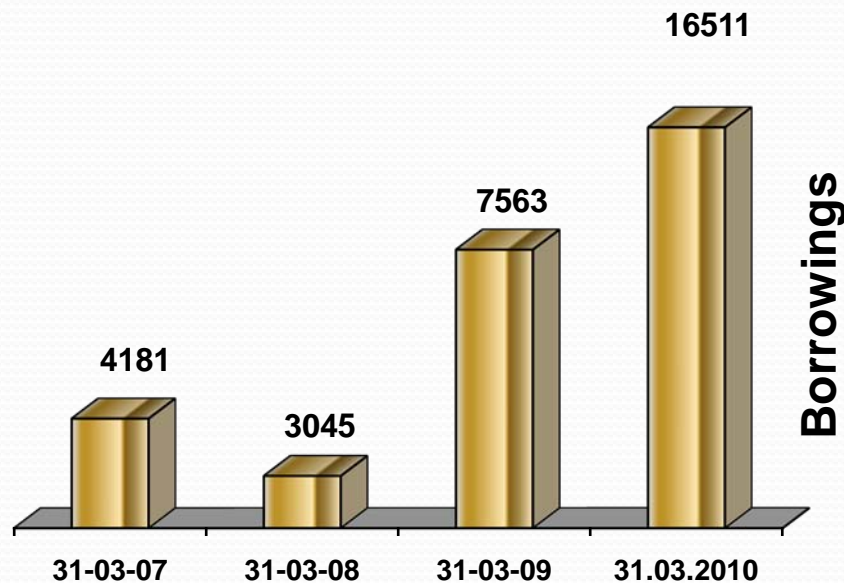


- Profit Before Tax of Rs.1592 crore in Q2FY11
- Profit After Tax of Rs. 1090 crore in Q2 FY11

# Borrowings

Unit : Rs Crore

Borrowing Annual



Interest Cost Q1

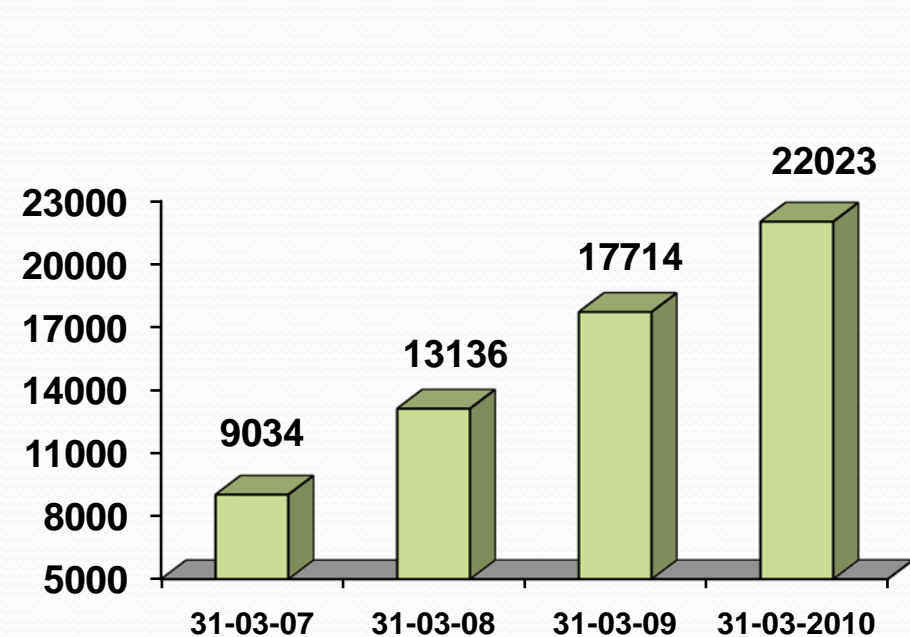
➤ The ongoing capex is being financed through debt-equity ratio of 1:1

Year	31-03-2010	30-06-2010	30-09-2010
D/E Ratio	0.50	0.52	0.38

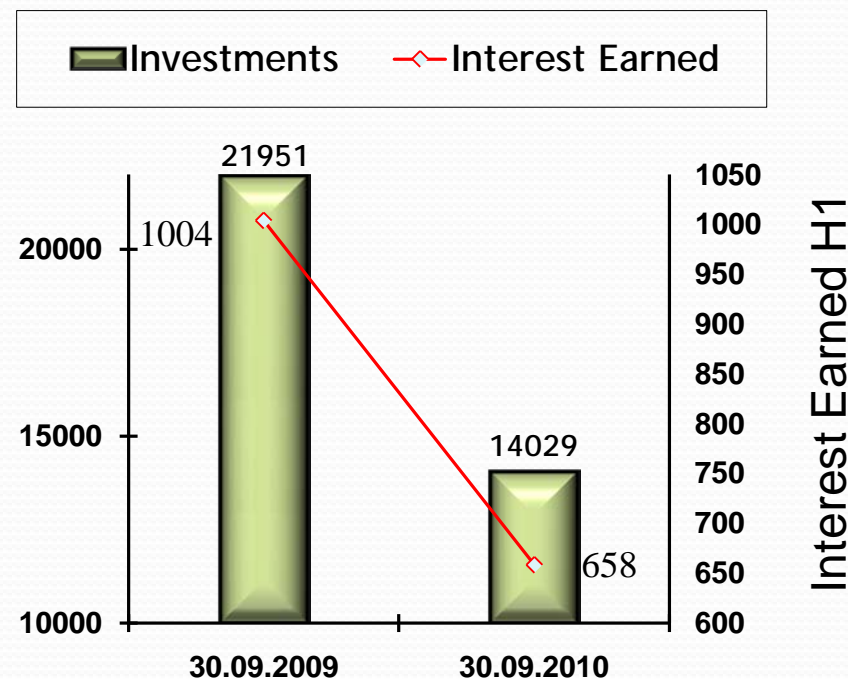
# Investments

## Investments Annual

Unit : Rs Crore



Short Term Investment in Banks



Investment in short term deposits with Banks as on 30-09-2010 Rs.14,029 crore

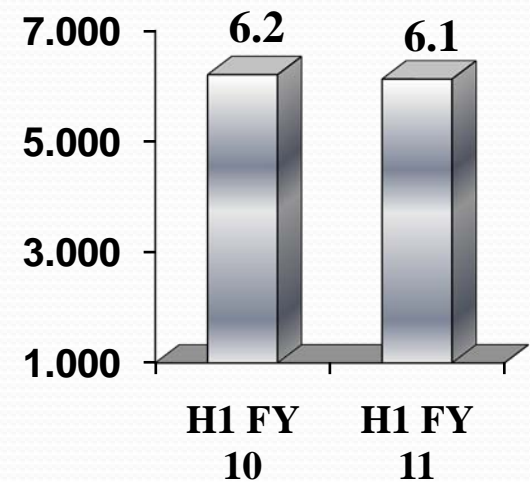
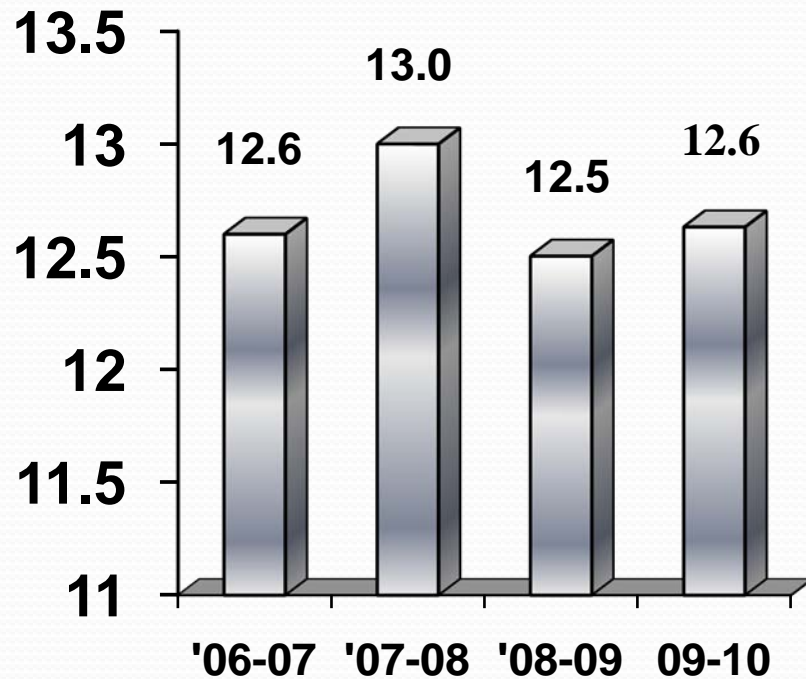
# Performance Highlights – H1 2010-11

- ✓ Hot Metal production of 7.17 million tonne. Average Capacity utilisation: 104%
- ✓ Crude Steel production of 6.58 million tonne. Average Capacity utilisation: 102%
- ✓ Saleable Steel production of 6.12 million tonne. Average Capacity utilisation: 110%
- ✓ Production through Continuous Concast route 4.43 million tonne. Average Capacity utilisation: 126%

# Saleable Steel Production

**Including Special Steels Plants**

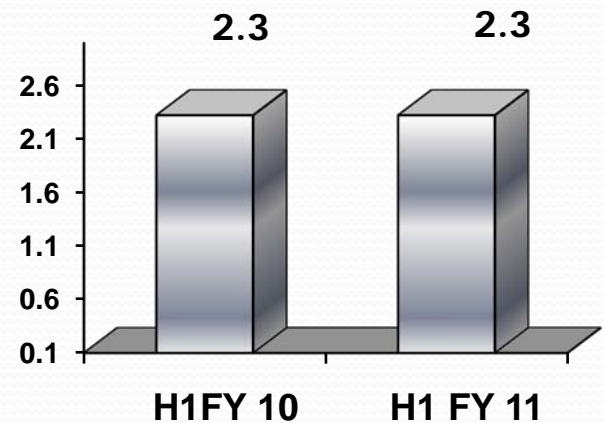
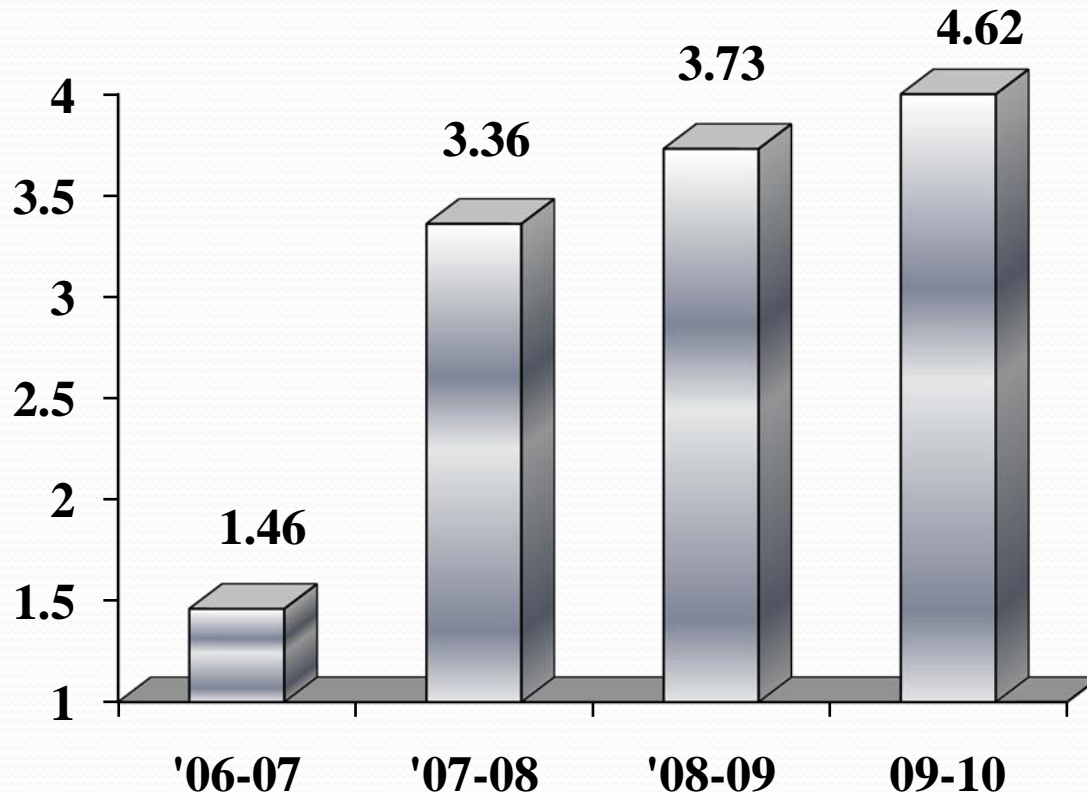
in Million Ton



# Special Steel Production

(in Million Tonnes)

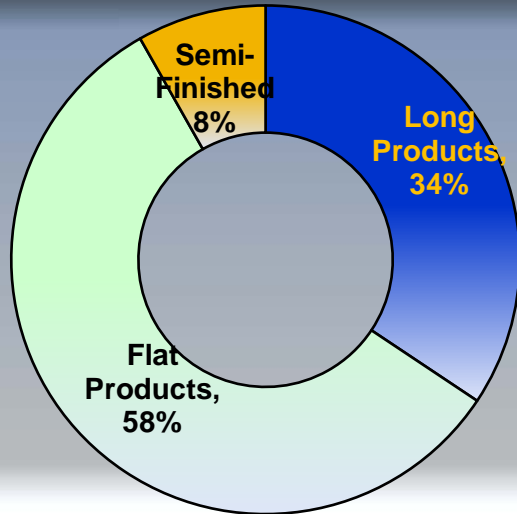
Production of Value added products of 5 ISPs



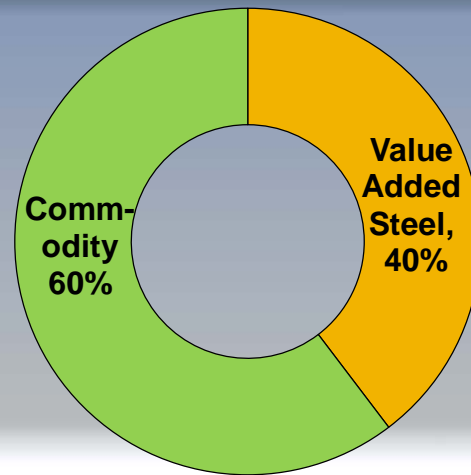
**Special Steel Production constitutes 40% of Total Production.**

# Production by Process and Sales Mix: H1 FY11

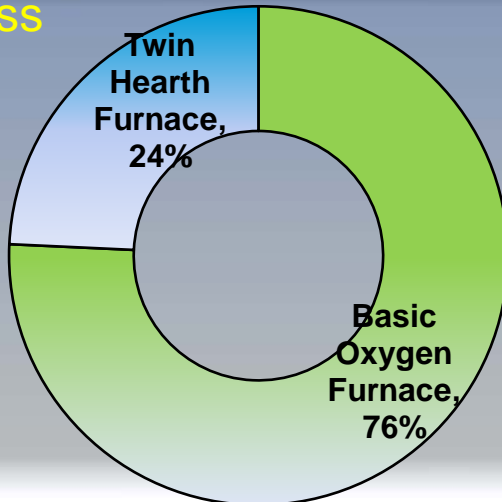
## Sales of Saleable Steel



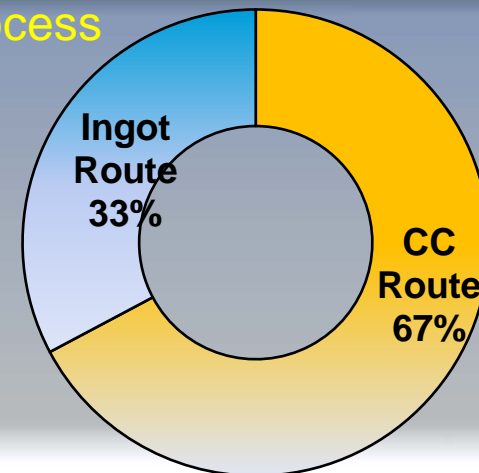
## Production of Value Added Steel



## Crude Steel Production by Process



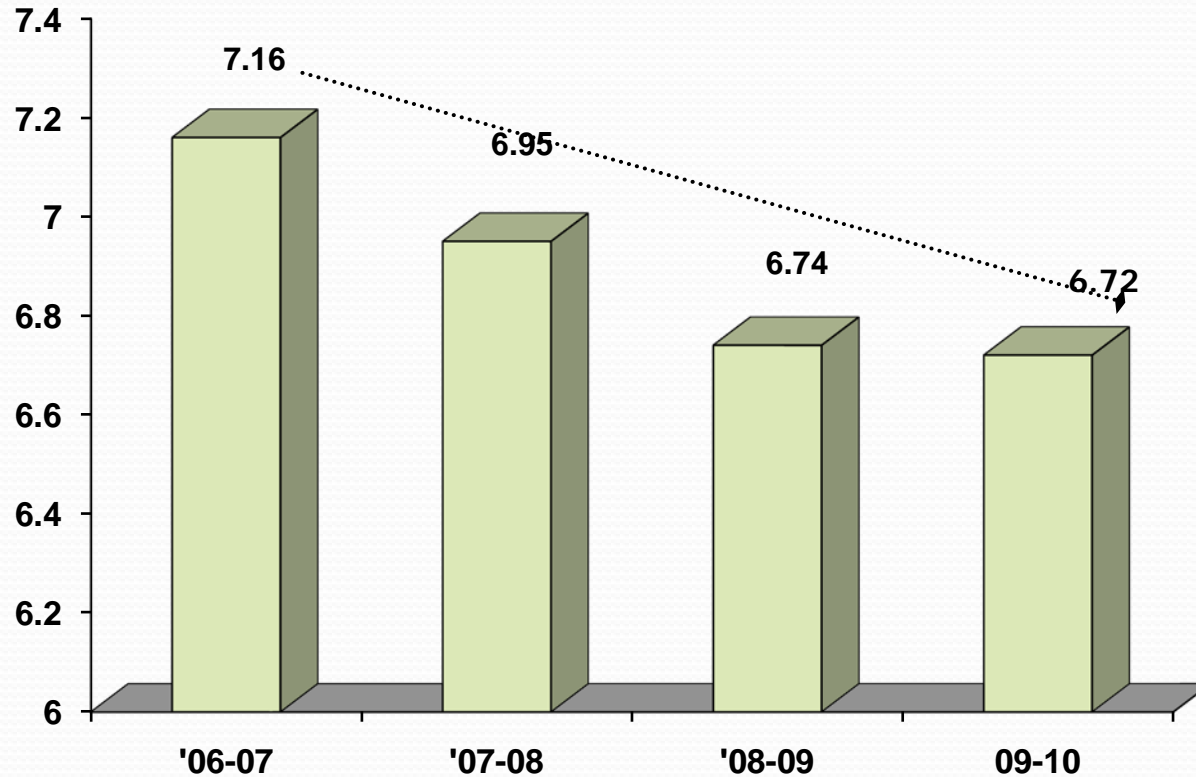
## Saleable Steel Production by Process





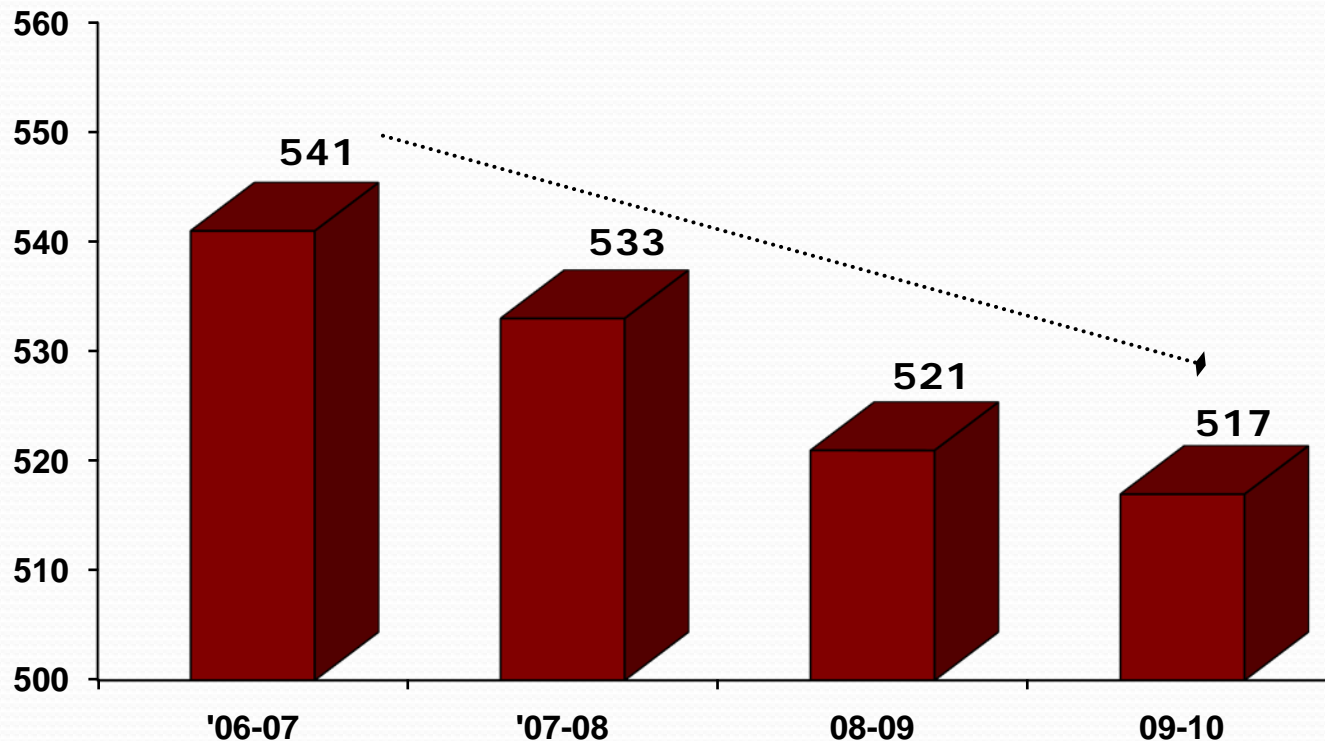
# TE Parameters

## Specific Energy Consumption (Gcal/TCS)



# TE Parameters

Coke Rate (kg/thm)

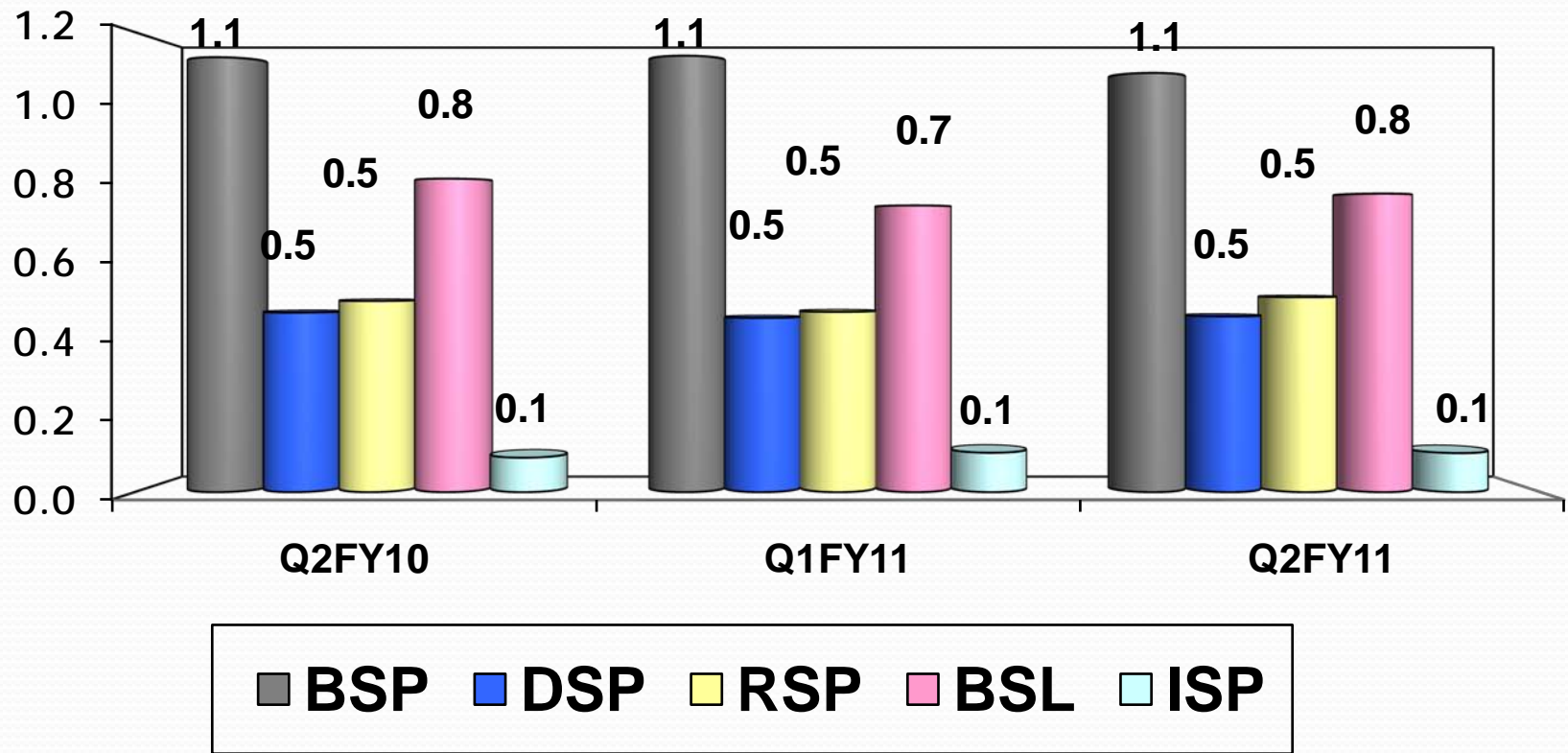


- Continuous efforts to contain coke rate
- Coke Rate at 517kg/thm: lower by 1% over CPLY

# Saleable Steel Production

## Five Integrated Steel Plants

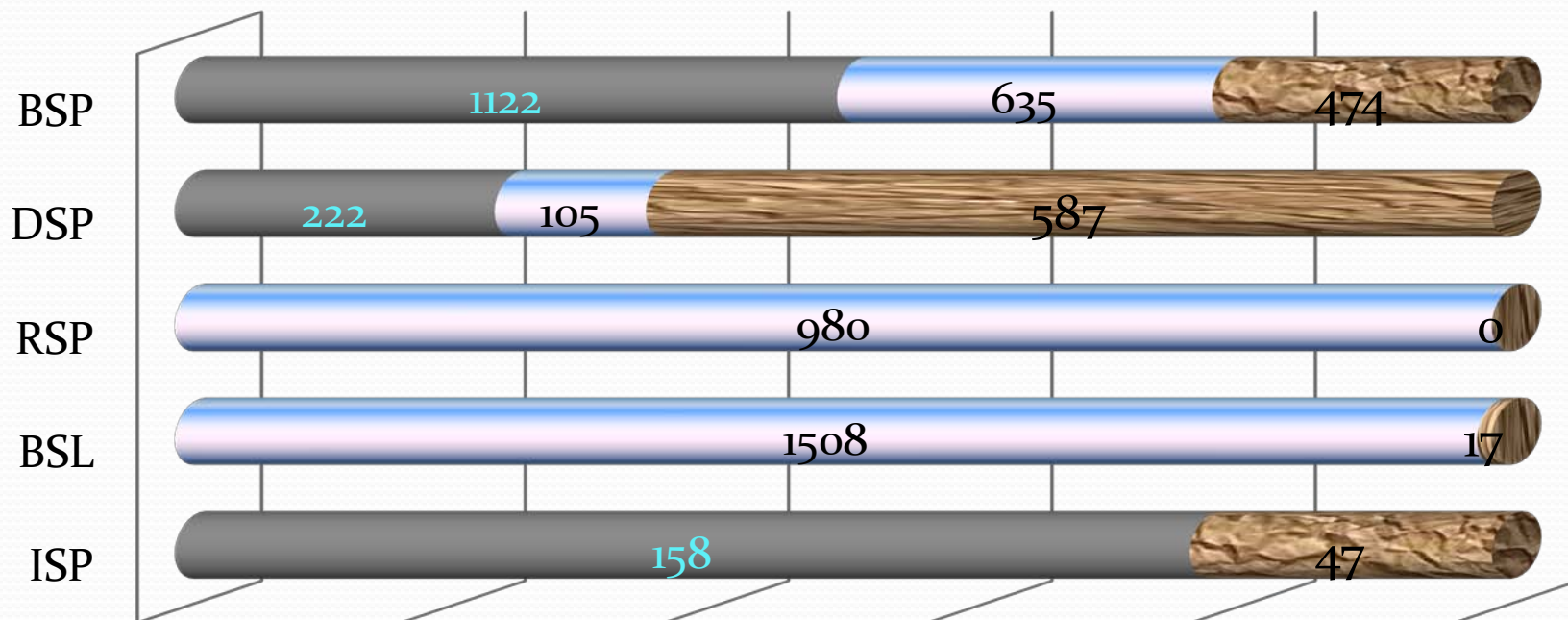
Plant-Wise, Quarter-Wise  
(in million Tonne)



# Product Mix: Production Five Integrated Steel Plants

H1 FY 11

In thousand tonne



■ Long Product

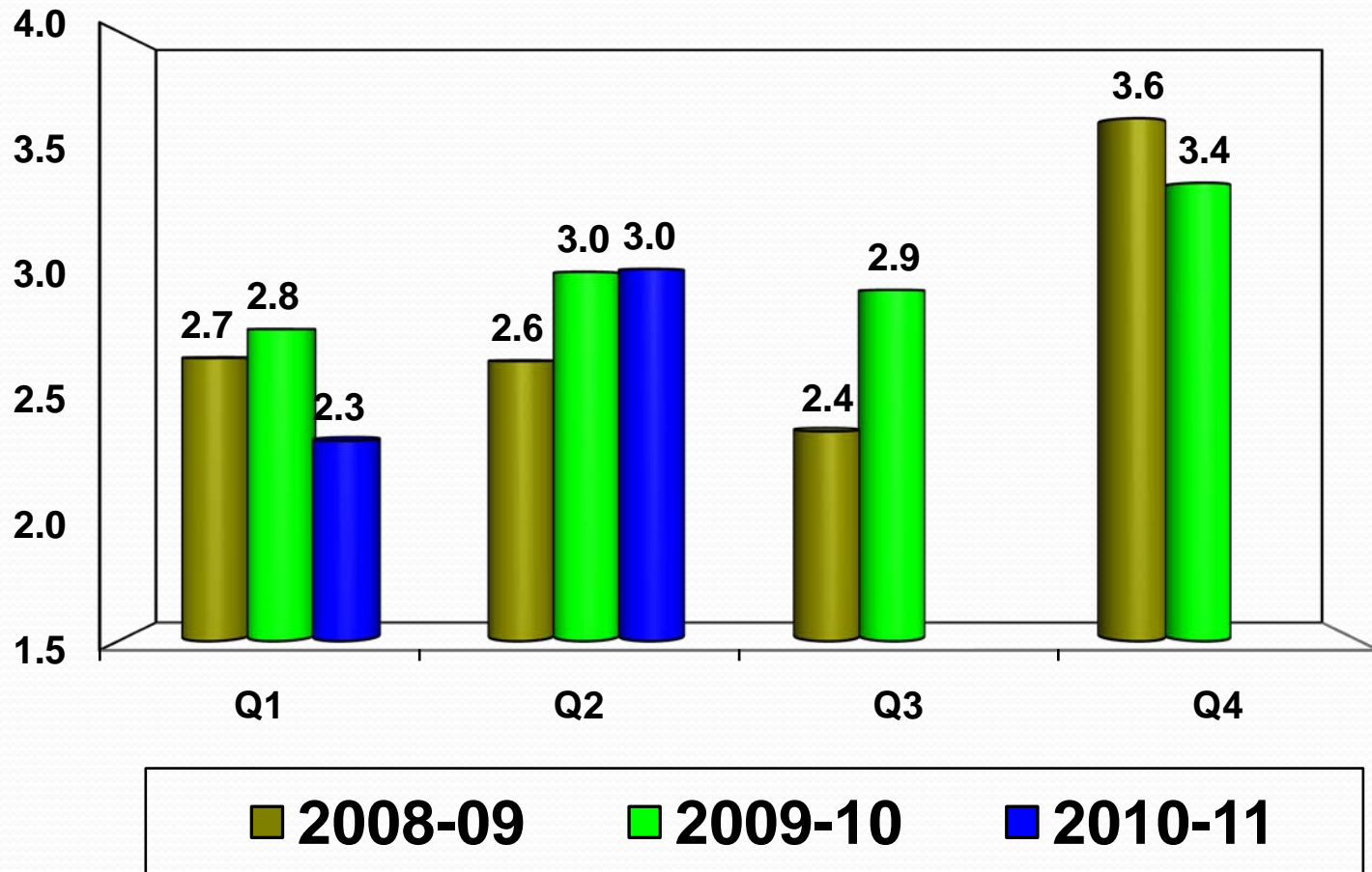
■ Flat Product

■ Semis

# Saleable Steel Sales Volume

Including Special Steel Plants

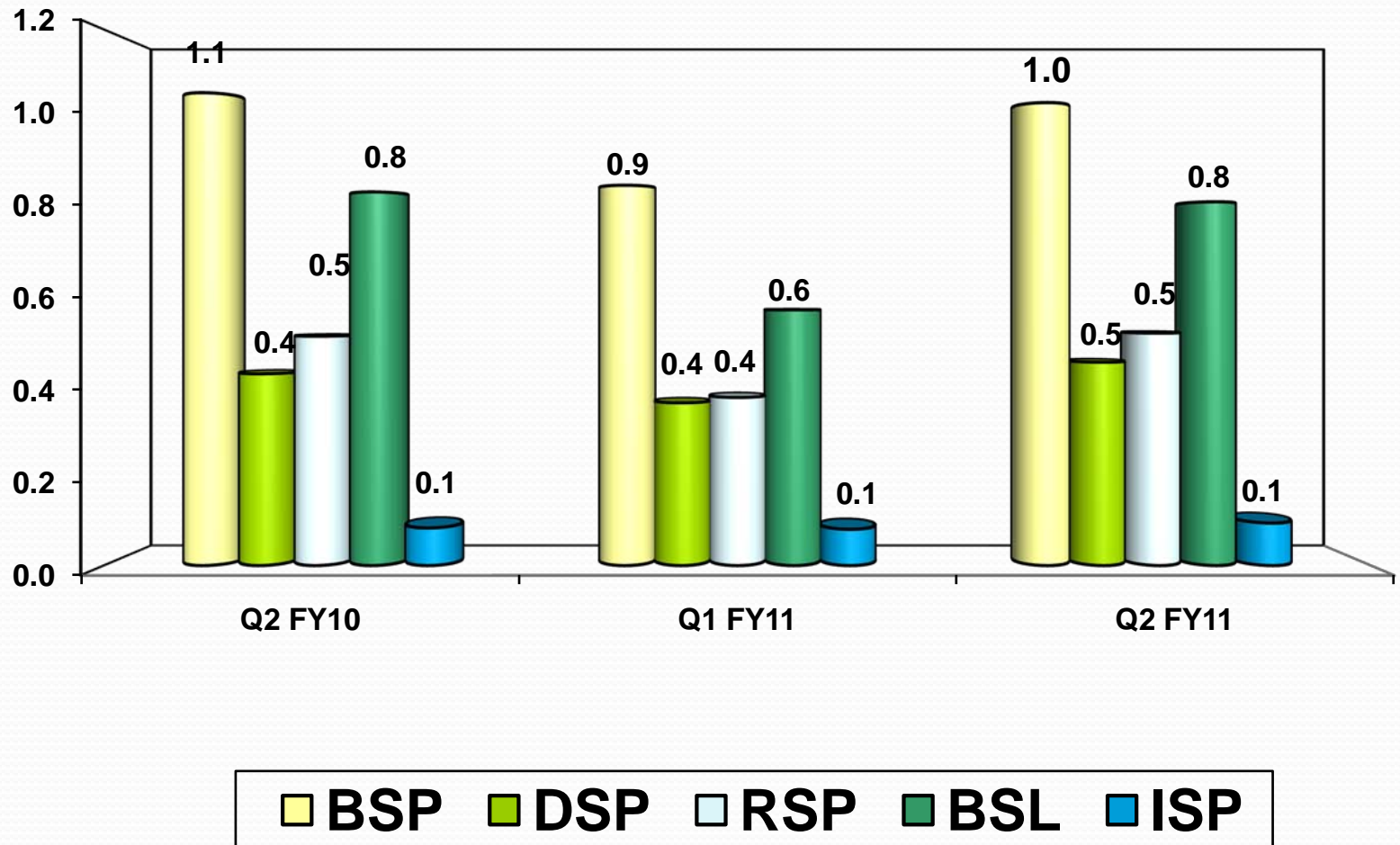
(In Million Tonne)



# Saleable Steel Sales Volume

(In million tonne)

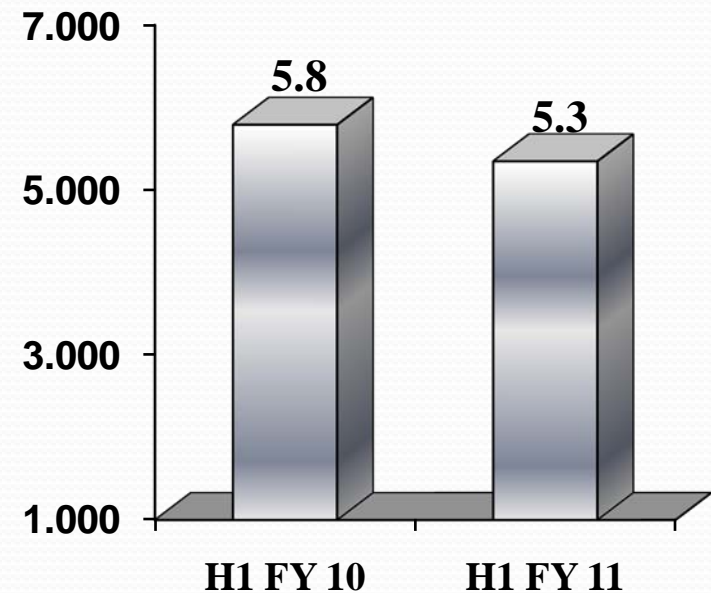
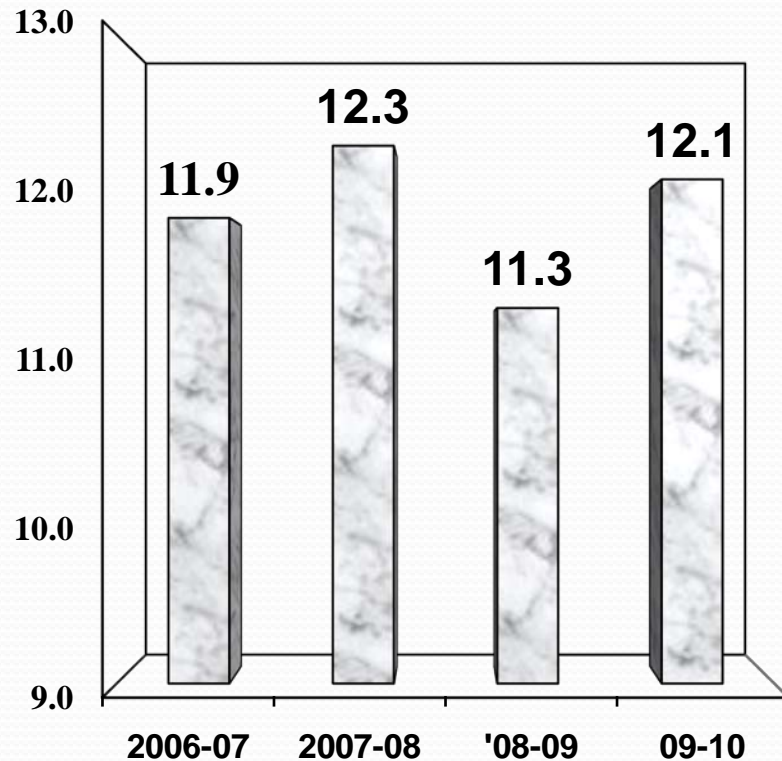
Plant-wise -Five Integrated Steel Plants



# Saleable Steel Sales Volume

## Including Special Steel Plants

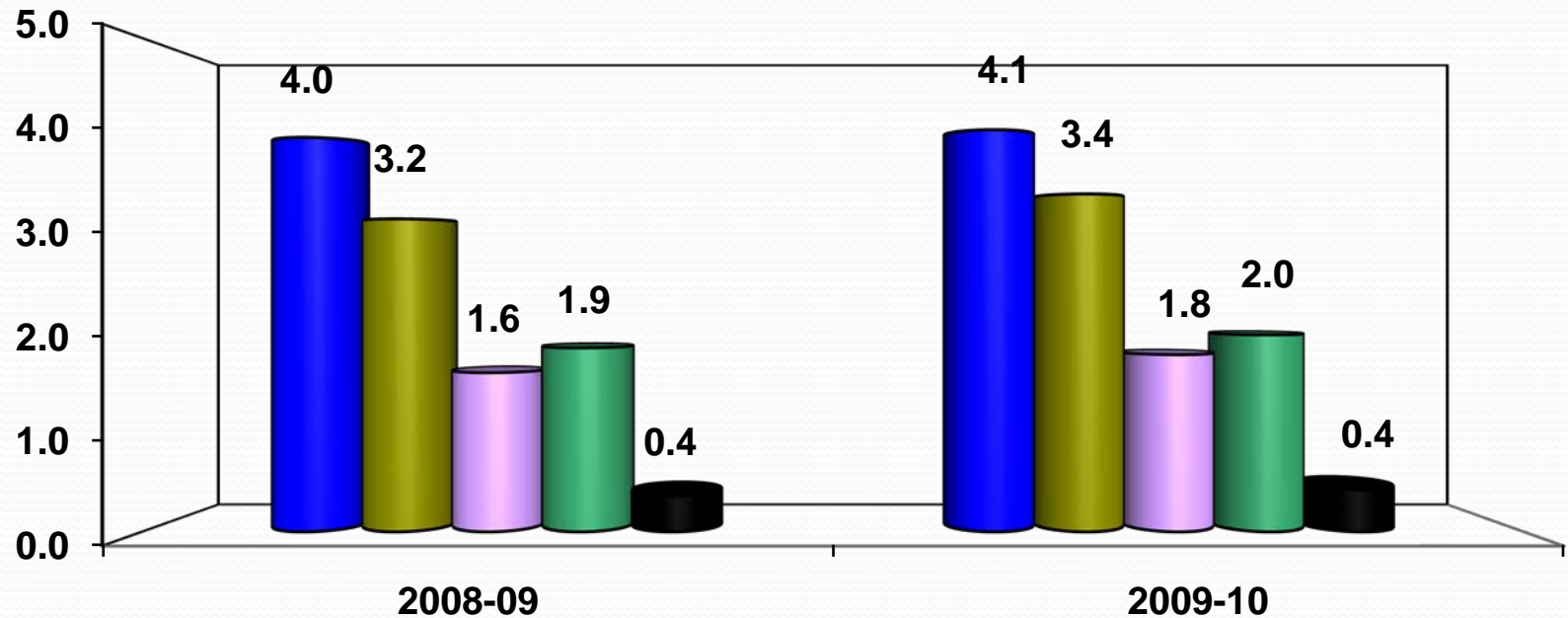
(in million tonne)



# Saleable Steel Sales Volume

**Plant-wise**

**(In Million Tonnes)**



■ **BSP**

■ **BSL**

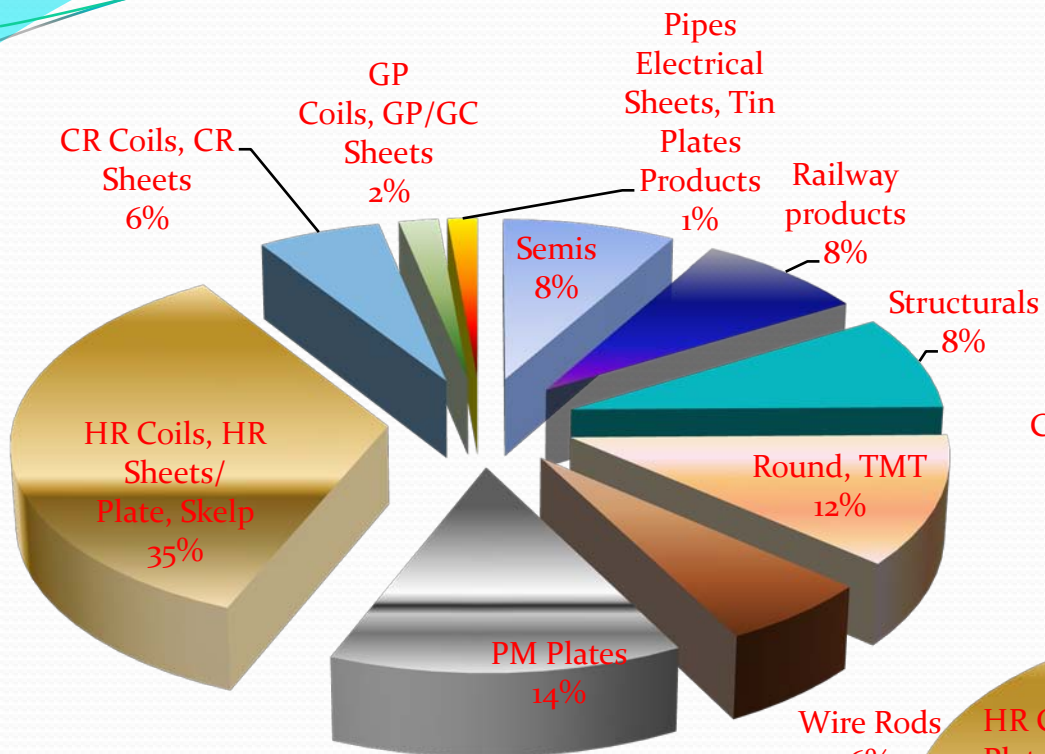
■ **DSP**

■ **RSP**

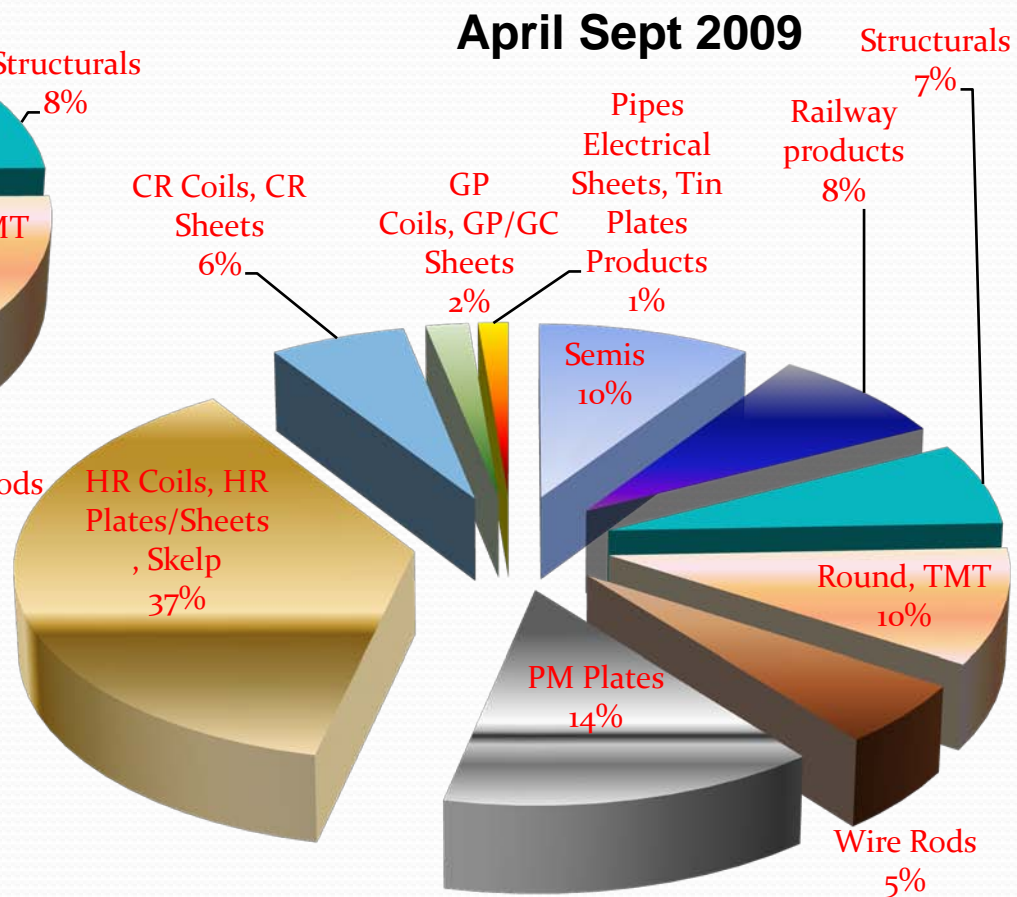
■ **ISP**



# CATEGORY WISE SALES VOLUME (%)



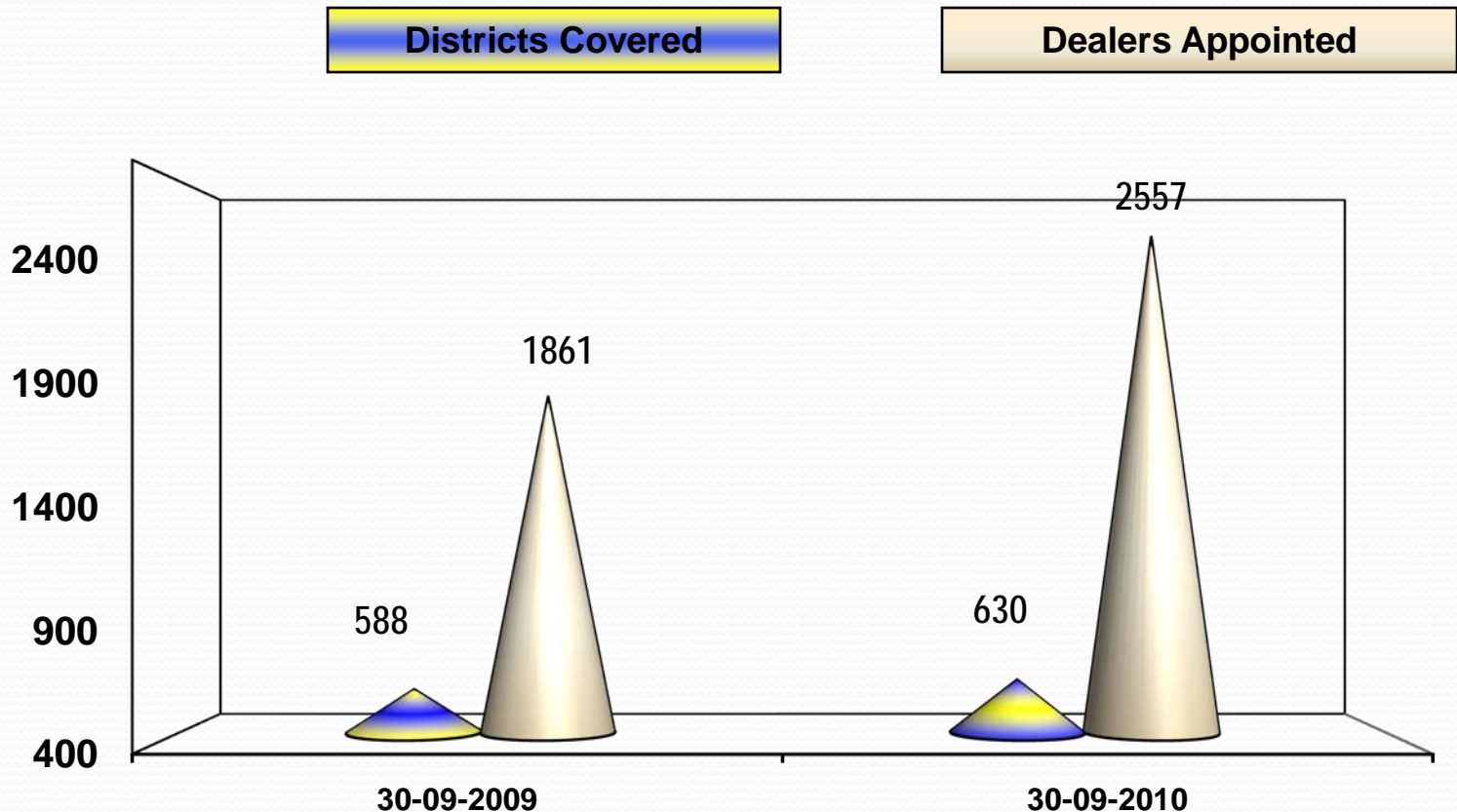
**April Sept 2010**



**April Sept 2009**

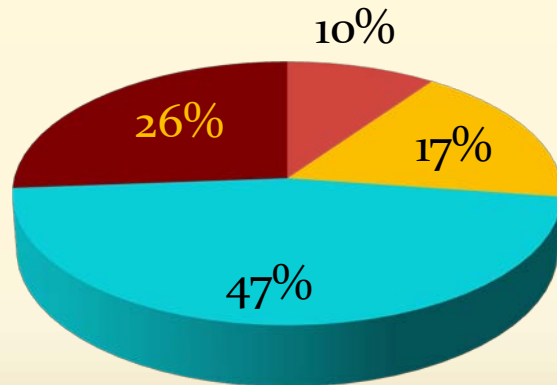
# Sales through Dealers Network

No. of Dealers and Districts Covered



➤ Sales through dealer's network during H1 FY11 : 2.83 lakh tonne, increase of 26.4% as compared to corresponding period last year.

# Captive Power Generation and drawal from Grid



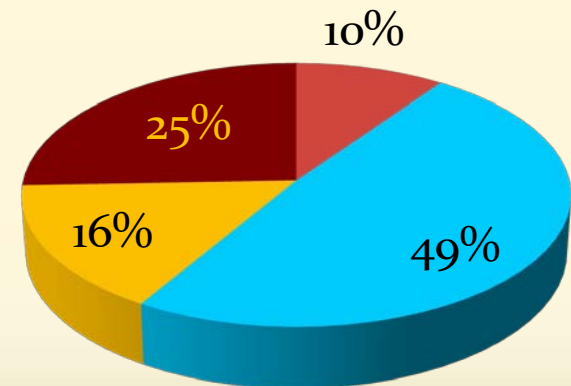
■ Own CPP ■ BSP PP<sub>3</sub> ■ JV CPP ■ Drawal from Grid

Average H1 FY-2011

- ✓ **Existing Power Requirement** of 1174 mw is likely to go up to 1858 mw post on-going expansion.

- ✓ **Working on various schemes to increase the Captive/ JV Power generation capacity** to increase from 872 MW to 1922 MW

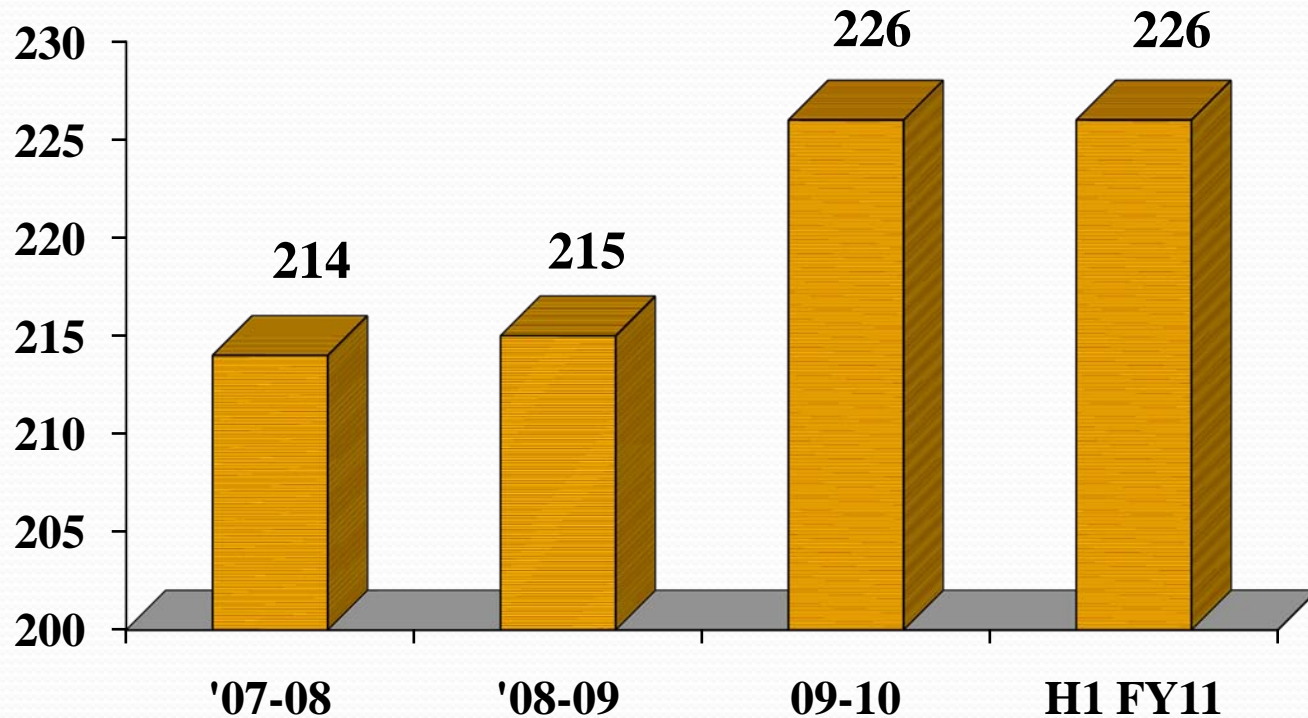
2009-10



■ Own CPP ■ JV CPP ■ PP-3 BSP ■ Drawal from Grid

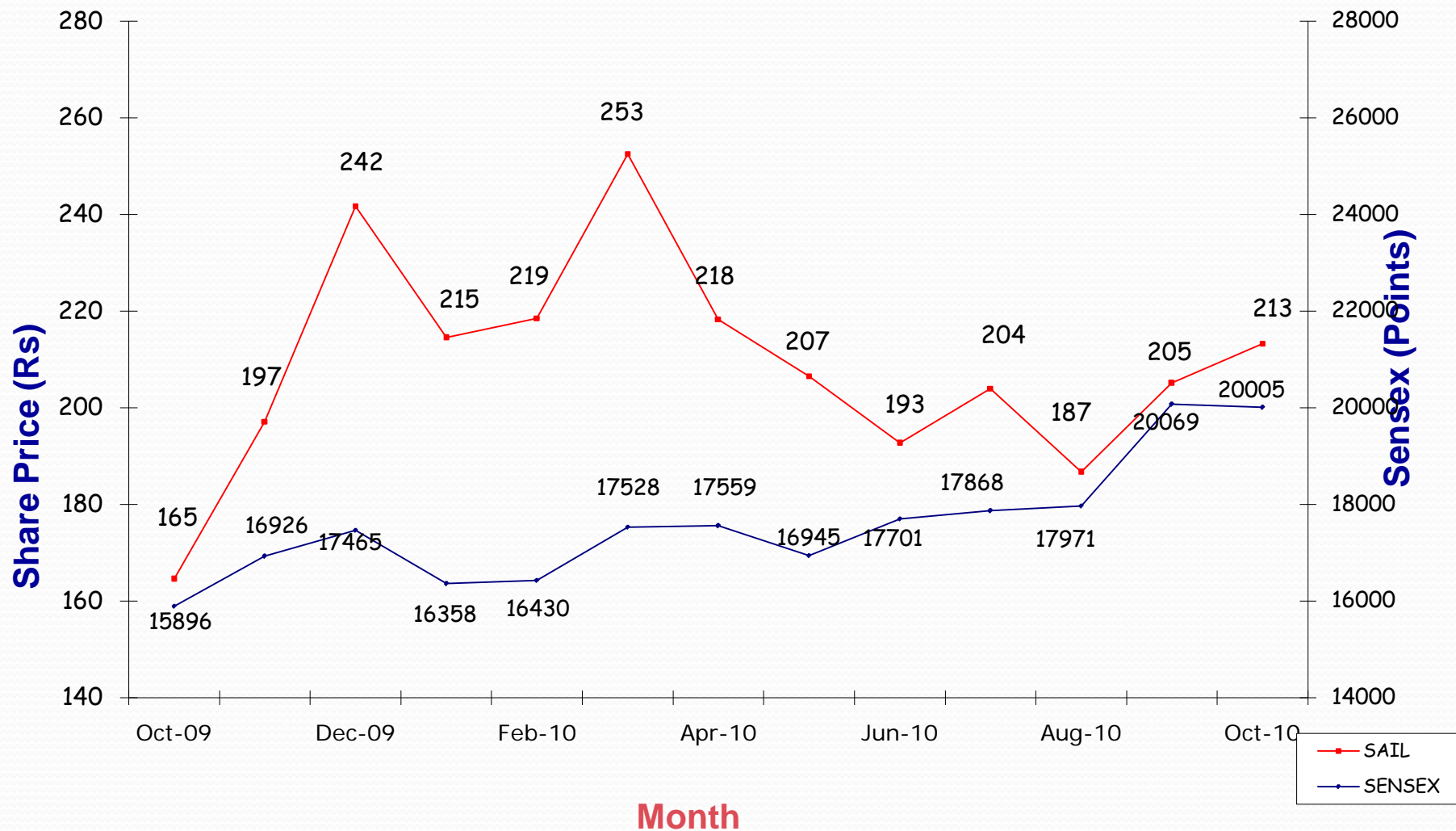
# Labour Productivity

Tonne Crude Steel /man / year



- Net Manpower reduction 4885 over 30.09.2009.
- Current manpower : 1.14 lakh as on 30.09.2010.

# Performance of SAIL Share price vis-à-vis Sensex



**Closing Share Price & Sensex as on the last day of the month except on Oct 27,2010**

# Dividend

Amount in Rs. Crore

	Interim %	Final %	Total %	Dividend	Dividend Tax
2009-10	16%	17%	33%	1363	228
2008-09	13%	13%	26%	1074	181
2007-08	19%	18%	37%	1528	259
2006-07	16%	15%	31%	1280	197



# EXPANSION AND MODERNISATION PLAN



# SAIL's Expansion Plan

Particulars	Million Tonne	
	2009-10	After Expansion
Hot metal	14.5	26.2 (23.5)
Crude Steel	13.5	24.6 (21.4)
Saleable Steel	12.6	23.1 (20.2)

**Figures in bracket indicate capacity after Implementation of ongoing phase of modernisation and expansion to be completed by 2012**



# Expansion Plan : Technological Shift

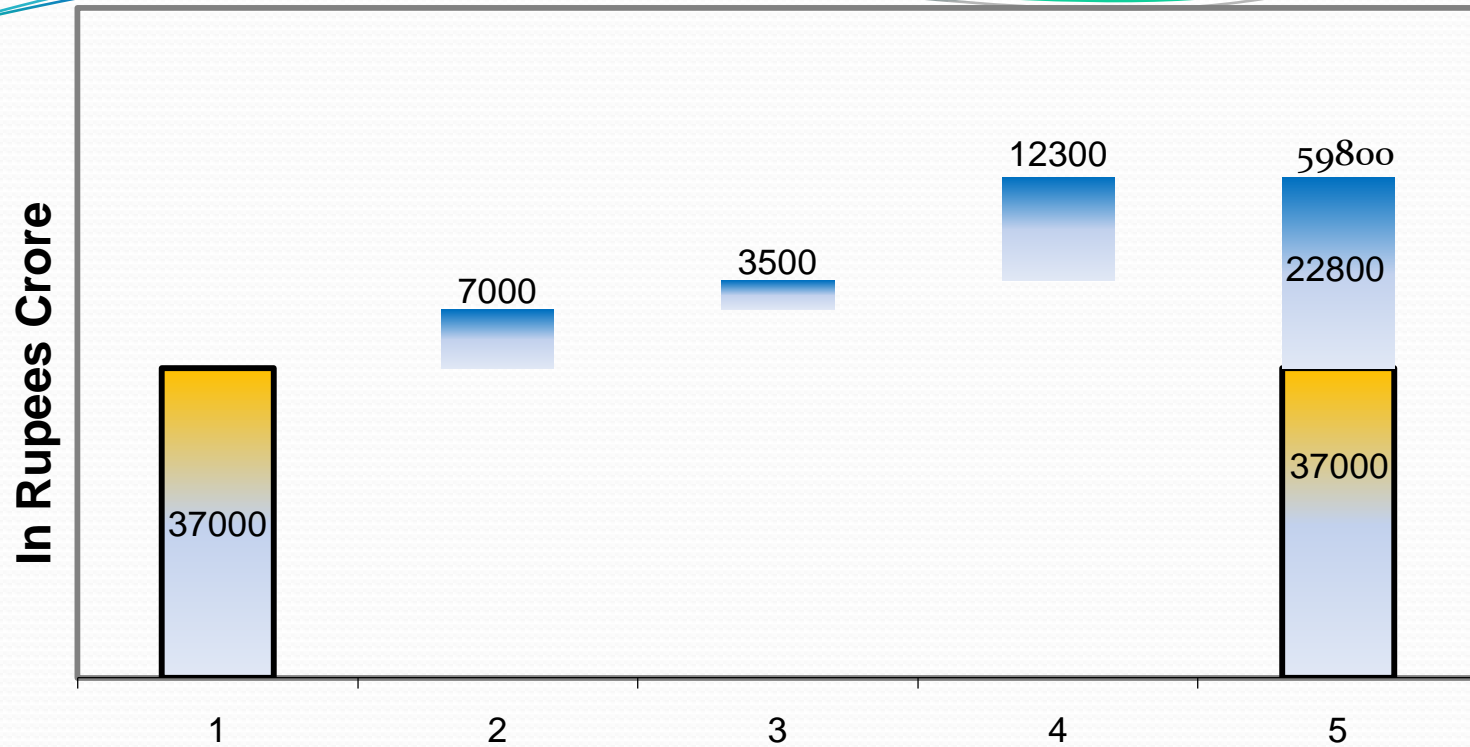
Technology	Current Status	After Expansion
BOF Steel making	76%	100%
CC Route	67%	100%
Pelletisation Plant	No	Yes
Coke Dry Quenching	No	Yes
Top Pressure Recovery Turbine	No	Yes
Auxiliary Fuel Injection in BF	Partial coverage	Full coverage
Desulphurization of Hot Metal	Partly	100%
Thin Slab Casting - Compact Strip Mill	No	Yes
Beam Blank Casting	No	Yes
Coupled Pickling & Tandem Mill	No	Yes
Beneficiation Plant	Partial	Full

# Ongoing Projects

- ✓ The ongoing expansion has been planned to achieve saleable steel production of 20.23 million tonne, at a cost of Rs. 37,000 crore (USD 8.3 billion) approximately.
- ✓ In addition, following capex has also been planned for schemes, as given hereunder:

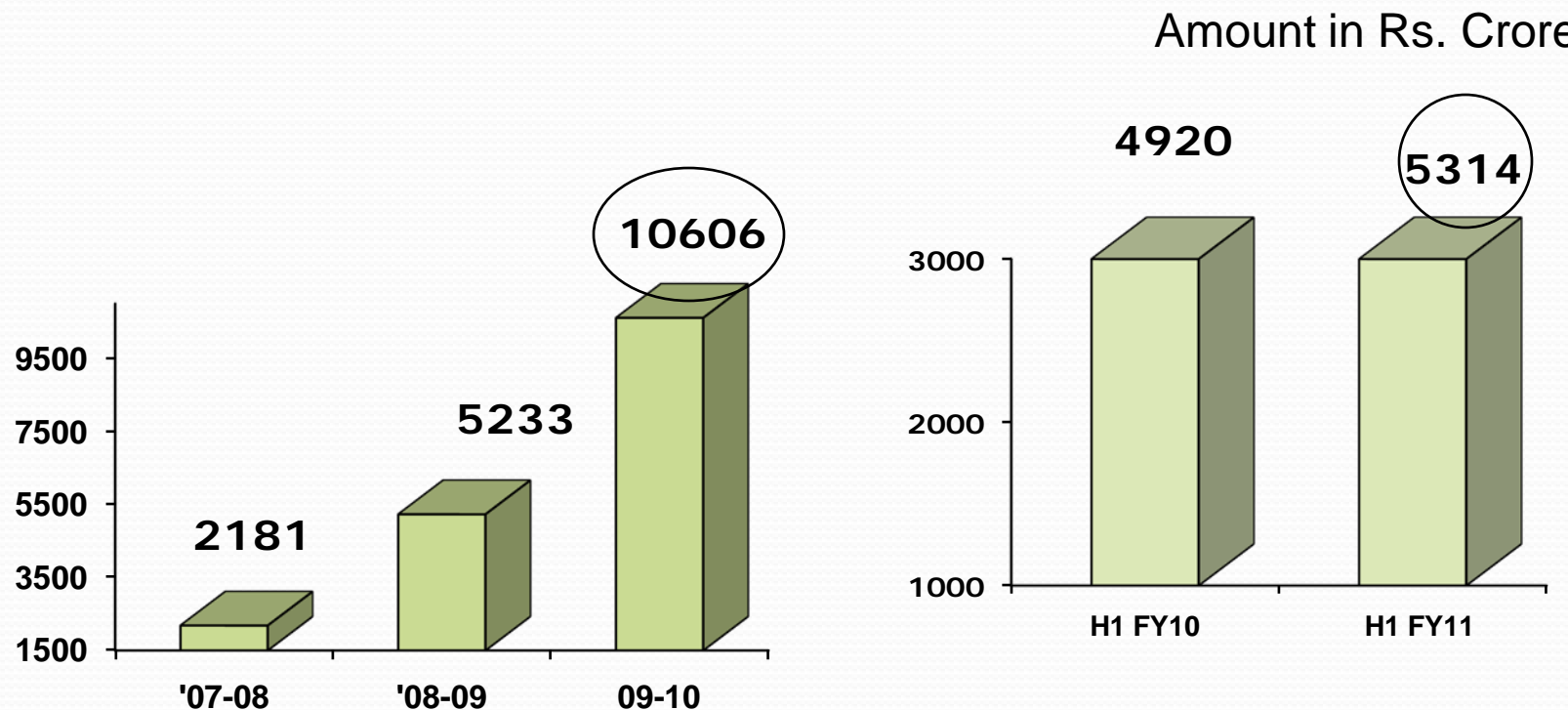
Scheme	Estimated cost
Value Addition/ Product-mix Improvement	Rs. 7,000 crore (USD 1.6 billion)
Technological Upgradation/ Moderanisation	Rs. 3,500 crore (USD 0.8 billion)
Sustenance including debottlenecking, AMR and Environment	Rs. 12,300 crore (USD 2.8 billion)
Augmenting Raw Material from existing Mines & Development of new mines	Rs.10,000 crore (USD2.2 billion)

# Ongoing Projects



1	Expansion of Existing capacity
2	Value Addition/ Product-mix Improvement
3	Technological Upgradation/ Moderanisation
4	Sustenance including debottlenecking, AMR and Environment
5	Total estimated cost

# Capital Expenditure on Expansion and Moderanisation



- ✓ Capex Plan for 2010-11 is Rs.12,254 crore approximately.
- ✓ During H1 FY11, an amount of Rs. 5314 cr. has been spent towards capital expenditure.
- ✓ Cumulative capex till September 2010 Rs. 23,334 crore.

# Ongoing Projects

- ✓ Orders for Rs.48,710 crore have already been placed for various Modernisation & Expansion Projects/ Sustenance Schemes.
- ✓ Various options for raising fund to finance the capex plan are being explored.
- ✓ To facilitate the expenditure of expansion and modernisation, SAIL Board has taken a decision to raise a part of its cost through Follow on Public Offer (FPO).
  - ✓ 10% of prepaid-up equity capital shall be issued in the market as FPO, in two tranches of 5% each.
  - ✓ GoI also proposes to divest shares equal to 10% of prepaid- up capital, in two tranches, along with above FPO.
  - ✓ The Empowered Group of Ministers shall consider the economic environment before approving the time and price of issue.
  - ✓ BRLMs have been appointed for the 1<sup>st</sup> tranche.

# Ongoing Projects

## Expected Outcome

- ✓ Production through twin-hearth furnace route to be replaced by BOF – LD Converter route.
- ✓ Production through Ingot - teeming route to be replaced with Continuous cast production route.
- ✓ Enhancement of **Production Capacity** by addition of three new 4060 m<sup>3</sup> Blast Furnace
- ✓ **Increased Market Share**
- ✓ **World Class Technology and Products**
- ✓ **Improved Product mix/ proportion of value added products to increase**
- ✓ Complete elimination of **Semi-finished steel**
- ✓ Enhanced **Pollution control** measures, with **environmental conservation**

# Ongoing Projects

## The Products to be added:

- ✓ Auto grade CR Products, Galvanealed Coils/ Sheets
- ✓ Plates/ Pipes to meet up to API 100 Grade specification
- ✓ Universal Beams/ Heavy Beams in the sizes up to 1100 mm to support increasing Infrastructural requirements
- ✓ Rails for Metro-Railways
- ✓ Increased production of Rails and wheels to meet the increasing requirements of Indian Railways
- ✓ Quantum jump in Rounds and Structural production leading to elimination of entire semi-finished steel
- ✓ Wider Plates in the size of 4300 mm



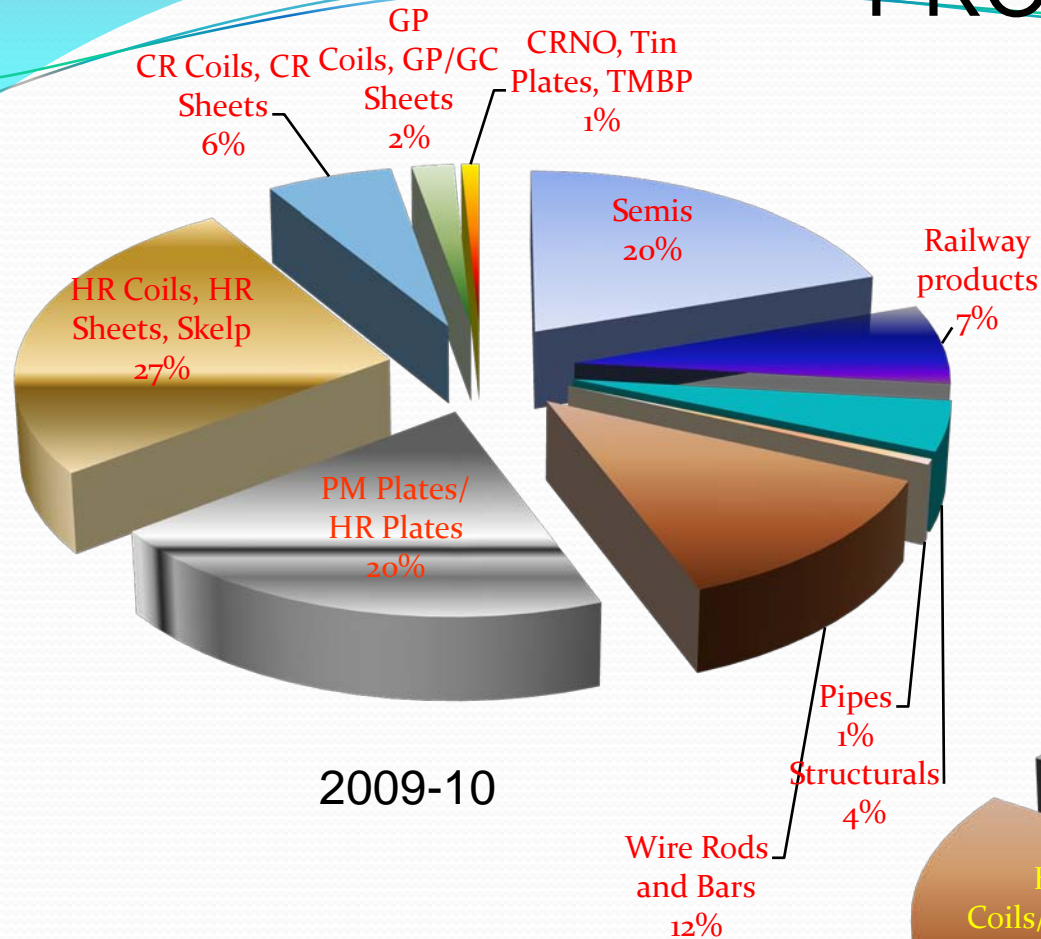
# Capacity increase after Expansion

Plant	Hot Metal		Crude Steel		Saleable Steel	
	2009-10	After Expansion	2009-10	After Expansion	2009-10	After Expansion
BSP	5.4	7.5( 7.5)	5.1	7.0( 7.0)	4.4	6.5 (6.5)
DSP	2.2	3.5(2.5 )	2.0	3.0(2.2 )	1.9	2.8 (2.1)
RSP	2.3	4.5(4.5 )	2.1	4.2(4.2 )	2.0	4.0 (4.0)
BSL	4.1	7.4(5.8 )	3.6	7.0(4.6 )	3.5	6.5 (4.2)
ISP	0.5	2.9(2.9)	0.4	2.5(2.5)	0.4	2.4 (2.4)
VISL	0.1	0.3 (0.3)	0.1	0.3 (0.3)	0.1	0.2 (0.2)
ASP	-	-	0.2	0.4 (0.4)	0.2	0.4 (0.4)
SSP	-	-	-	0.2(0.2)	0.2	0.3 (0.3)
Total	14.5	26.2(23.5)	13.5	24.6(21.4)	12.6	23.1 (20.2)

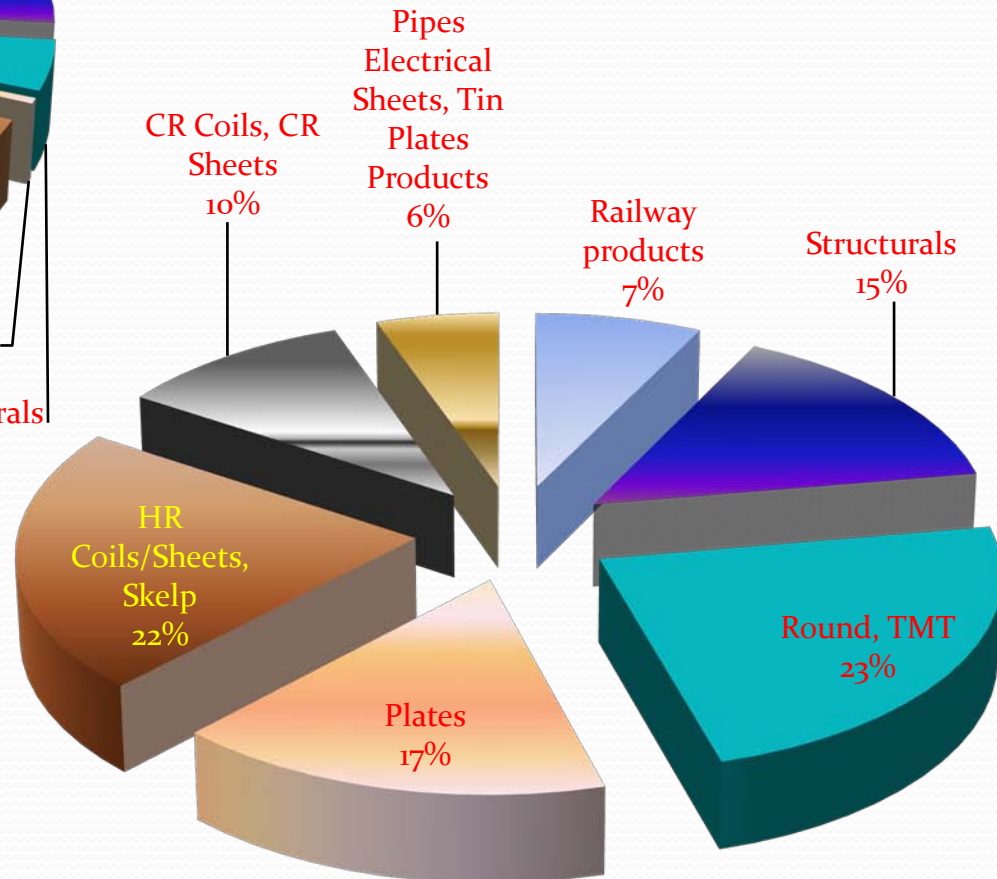
Figures in brackets indicate capacity after implementation of on going phase of modernization and expansion to be completed by FY 13.



# PRODUCT MIX CHANGE

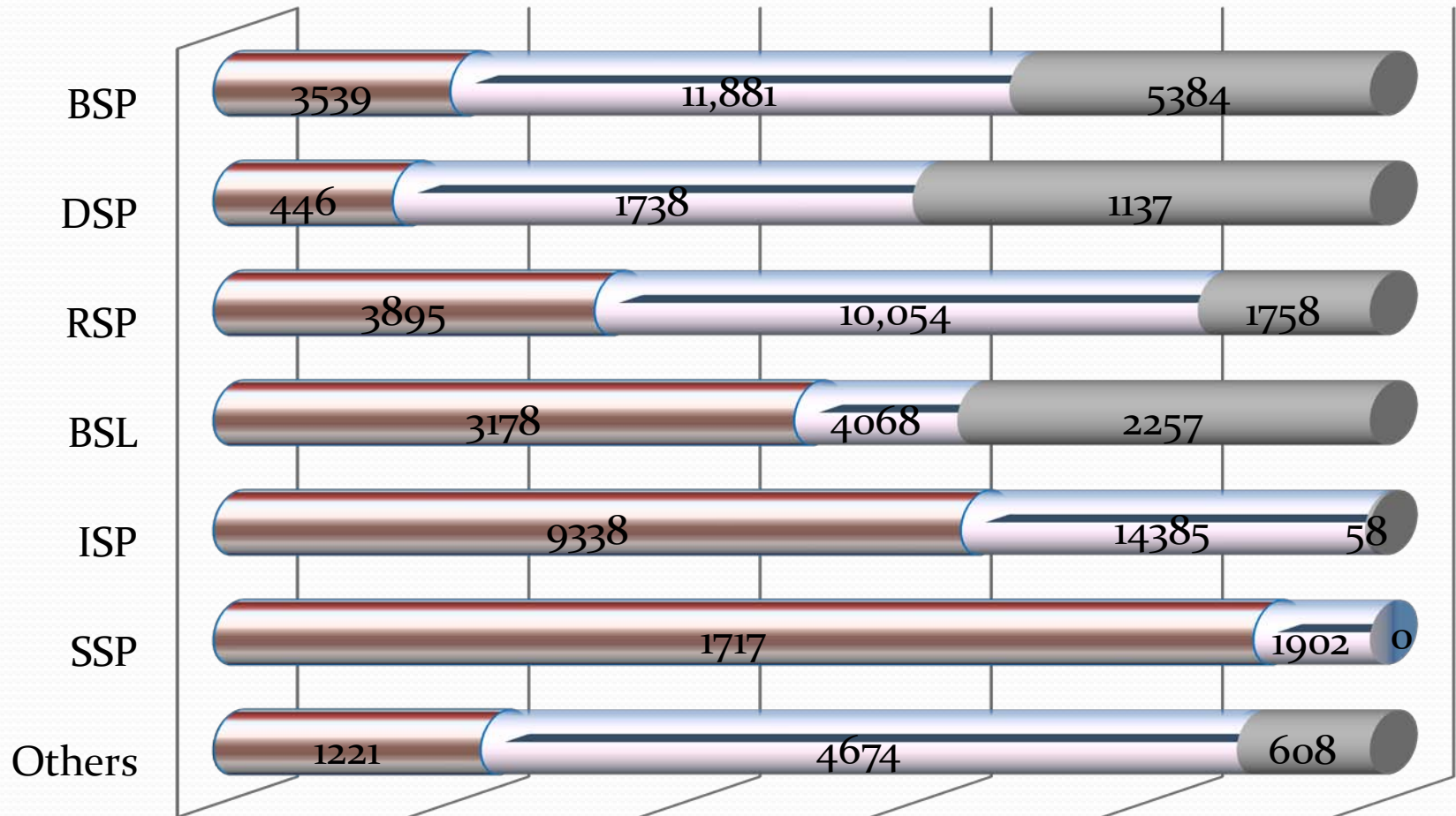


## PRODUCT MIX AFTER ON-GOING EXPANSION



# Capex Status as on 30-09-2010

Amount in Rs. crore



Actual Expenses   Orders Placed   To be ordered

# Salem Steel Plant

- Facilities added :
  - Steel Melting Shop – Electric Arc Furnace (55T); AOD Converter (60T); Ladle Furnace (60T); Single Strand Slab Caster.
  - Roll Grinder for Hot Rolling Mill
  - Cold Rolling Mill Complex – including 20-Hi Sendzimir Mill
  - Date of Commissioning: September 2010

- Production

(mtpa):

Item	Present Capacity	After Expansion
Crude Steel	-	0.18
Saleable Steel	0.18	0.34

# lisco Steel Plant

- Expected Date of commissioning: September 2011
- Facilities added:
  - New Stream to produce 2.7 mtpa of Hot Metal, 2.5 mtpa Crude
  - Saleable Steel from both existing and new facilities: 2.39 mtpa
  - New Coke Oven Battery, Sinter Machines, Blast Furnace 4060m<sup>3</sup>
  - Three no.s of 150 T Basic Oxygen Furnace Converters
  - 2x6-Strand Billet Casters & 1x4-Strand Beam Blank/ Bloom Caster
  - Heavy Section Mill (0.6mtpa); Wire Rod (0.5mtpa); Bar Mill (0.75mtpa)

- Production (mtpa):

Item	Present Capacity	After Expansion
Hot Metal	0.85	2.91
Crude Steel	0.50	2.50
Saleable Steel	0.40	2.39

# Bokaro Steel Plant

- Expected Date of commissioning: December 2011
- Facilities added:
  - New Cold Rolling Mill Complex – 1.2 mtpa.
  - Rebuilding of Three Coke Oven Batteries,
  - Upgradation of one existing Blast Furnace (Completed in July 2010)
  - Upgradation of Steel Melting Shop with necessary auxiliary facilities.
  - Augmentation of Raw material Handling Facilities, Utilities and Services.

- Production (mtpa):

Item	Present Capacity	After Expansion
Hot Metal	4.59	5.77
Crude Steel	4.36	4.61
Saleable Steel	3.78	4.18

# Bhilai Steel Plant

- Expected Date of commissioning: December 2012-March 2013
- Facilities added:
  - Phasing out of low yield and energy intensive units viz. Twin Hearth Furnace, Ingot Casting, Soaking Pits and Blooming and Billet mill.
  - Reduction of semis by enhancing finished steel production;
  - Broadening and value addition of product mix for higher flexibility and profitability;
  - Enhancing production of Rails to 1.5 mtpa (Class A heavier Rails)
  - New Coke Oven Battery, Sinter Machine, Blast Furnace 4060m<sup>3</sup>
  - New Steel Melting Shop with secondary refining facilities.
  - New Billet Casters & Beam Blank/ Bloom Caster
  - Universal rail Mill; Bar and Rod Mill
  - Augmentation of existing auxiliary and service facilities.

- Production (mtpa):

Item	Present Capacity	After Expansion
Hot Metal	4.08	7.5
Crude Steel	3.93	7.0
Saleable Steel	3.15	6.56

# Rourkela Steel Plant

- Expected Date of commissioning: December 2012-March 2013
- Facilities added:
  - New Coke Oven Battery, Sinter Plant, Blast Furnace 4060m<sup>3</sup>
  - New 3<sup>rd</sup> BOF (150t), LF. RH-OB.
  - New 3<sup>rd</sup> Single Strand Slab Caster with balancing facilities for operation and increased production in SMS-II.
  - New 4.3 m Wide Plate Mill (1mtpa)
  - New Billet Casters & Beam Blank/ Bloom Caster
  - New Oxygen Plants

- Production (mtpa):

Item	Present Capacity	After Expansion
Hot Metal	2.00	4.5
Crude Steel	1.90	4.2
Saleable Steel	1.67	3.99

# Durgapur Steel Plant

- Expected Date of commissioning: December 2012
- Facilities added:
  - Rebuilding of Coke Oven Battery,
  - Bloom-cum-round caster 1x4 (0.75mtpa).
  - New Medium Structural Mill (1.0 mtpa).
  - Upgradation of Raw material Handling Facilities.
- Production  
(mtpa):

Item	Present Capacity	After Expansion
Hot Metal	2.09	2.45
Crude Steel	1.80	2.20
Saleable Steel	1.59	2.12



# Updates on Modernisation/ Expansion

- Hot trials of Integrated operations of new facilities at Salem Steel Plant started since 1<sup>st</sup> August 2010.
- Upgradation of Blast Furnace II at Bokaro Steel Plant has been completed during July 2010 with working volume expected to increase from 1758 m<sup>3</sup> to 2250 m<sup>3</sup>.
- Re-building of Coke Oven Battery No.10 at IISCO Steel Plant was completed in August 2010.

# Raw Materials

## IRON ORE LINKAGES

Mtpa

Year	Hot Metal Production	Iron Ore Consumption	Linkages of Iron Ore
2009-10	14.5	23	Existing Mines
Post Expansion	26	43	<p>The capacity of existing mines at Kiriburu, Meghataburu, Bolani, Gua &amp; Barsua are being ramped up to meet the requirement of Iron Ore for post ongoing phase of expansion.</p> <p>New Pellet plant of 4 mtpa capacity has been planned for better utilisation of Iron Ore fines.</p>
2020	60	100	In addition to the above, iron ore shall be mined from new mines at Rowghat, Chiria and Taldih.

# Raw Materials

## COAL LINKAGES Mtpa

Year	Hot Metal Production	Coking Coal Requirement	Linkages for Coking Coal
2009-10	14.5	13.8	<p>Import Component - 70%</p> <p>Over 90% of imported coal is sourced from Australia.</p> <p>Indigenous : 30%</p> <p>Domestic coal is largely sourced from Coal India Ltd.</p> <p>SAIL has existing captive coking coal production of near 0.5 mtpa.</p>
Post Expansion	26	23	<p>Long term /Quarterly contracts to cover 95% of Import requirements, w.e.f. FY11</p> <p>Tasra captive coal block is being developed to produce 4 mtpa of ROM (2 mtpa washed coal)</p>
2020	~ 60	50	<p>Sitanala coal block shall also be developed for production of 0.75 mtpa of ROM(0.4 mtpa of washed coal)</p> <p>New alliances/ linkages/ acquisitions are being explored</p>

# New Strategic Initiatives

- SAIL has engaged a consultant of global repute For preparation of detailed project report for development of 7mtpa mechanised mines at Chiria in the first phase.
- The modalities for taking over of refractory unit of Burn Standard Company Limited at Salem to SAIL are being worked out after the approval by Cabinet Committee on Economic Affairs.
- Modified Re-habilitation Scheme for revival of Steel Complex Limited, Calicut, Kerala has been sanctioned by BIFR. The final approval of Government of Kerala is likely to be issued soon.

# New Strategic Initiatives

- The production of 10,000 tpm has started at Tasra collieries. Appointment of Mine Developer Cum Operator is in process.
- The process for appointment of consultant for preparation of DPR for production of 14 mtpa iron ore at Rowghat is in progress.
- In principal approval by SAIL Board for seeking permission from Ministry of Fertilizer for allocation of land/assets of FCIL Sindri on nomination basis to SAIL for setting up a steel plant and a urea plant.
- SAIL has submitted Request for Selection Application for setting up of 5mw solar PV power plant under the Jawahar Lal Nehru National Solar Mission Scheme of Government of India.

# New Strategic Initiatives

- Ministry of Company Affairs has issued directions for convening the Equity Shareholders Meeting of SAIL and Maharashtra Electros melt Limited (MEL) for merger of MEL with SAIL. SAIL's equity share holders have already approved the merger on 14th September 2010.
- Joint Venture Company 'SAIL SCI Shipping Pvt. Ltd.' has been incorporated on 19th May 2010 to cater to SAIL requirements of shipping imports of coal.
- Joint Venture agreement has been signed between SAIL and M/s RITES for setting up wagon manufacturing factory at Kulti West Bengal.

# New Strategic Initiatives

- SAIL and POSCO are jointly conducting feasibility study for utilising FINEX technology. Feasibility study for setting up CRNO production facility jointly with POSCO is also being conducted.
- MOU has been signed with Kobe Steel, Japan for exploring feasibility of ITmk3 technology for use of lean iron ore fines and non coking coal.
- Possibilities of joint collaboration with M/s Nippon Steel in the iron and steel area are being explored.



# SAIL: Corporate Social Responsibility



✓ An amount equivalent to 2% of distributable surplus is earmarked for CSR.



# Performance Highlights – SAIL CSR

- 79 villages have been adopted by SAIL as Model Steel Villages across 8 states for development of Medical facilities, Education, Roads, Sanitation, Community Centre, livelihood generation & sports facilities in a phased manner.
- During 2009-10, 57 villages have been completed as Model steel Village.
- SAIL has established 61 Primary Health Centres, 8 Reproductive and Child Health Centres, 18 Hospitals and 6 Super Specialty Hospitals to provide specialized healthcare to almost 26.7 million people.
- During H1 FY11 vocational training provided to about 300 persons in Bhilai; about 830 medical camps organized benefitting more 53000 people; Financial assistance provided to Rajiv Gandhi Foundation for providing scooter orthopedically challenged persons; Financial assistance to Hemophilia Federation(India) for 50 beneficiaries.

# Performance Highlights – SAIL CSR

- It has opened about 138 school in the steel townships to provide modern education to about 74,000 children. Besides adopting & providing education & facilities to Tribal children, SAIL has provided assistance to over 260 schools with more than 55000 students of villages surrounding its units.
- In this Endeavour, SAIL has achieved a Girl:Boy ratio of 1:1 for all levels of education and a survival rate i.e. rate of retaining enrolled students of 90% in SAIL secondary schools.
- SAIL is providing access to around 56 lakh people across 435 villages since inception by constructing & repairing roads.
- By installing 4714 water sources provided water access to around 37 lakh people living in far flung areas.
- Akshay Patra Foundation : Mid-day meals being provided daily to approximately 21500 children in schools in and around Bhilai.
- SAIL has set up a residential Archery Academy at Kiriburu Mines.

# Accolades

- SAIL received Maharatna Status vide circular dated 19<sup>th</sup> May 2010 from DPE. This has granted more delegation to SAIL Board for investment in Joint Ventures and Merger and Aquisitions.





Wrestler Sushil Kumar, who won the gold medal in the freestyle 66-kg category, wrestler Yogeshwar Dutt, who won gold in the 60-kg freestyle event, and shooter Deepak Sharma, who bagged a silver medal in the 50m air pistol competition, at the recently-concluded Commonwealth Games (CWG), were felicitated by Shri Virbhadra Singh, the Hon' Minister of Steel at the Ministry of Steel at Udyog Bhavan. Steel Authority of India Ltd (SAIL), under the Ministry of Steel, had been providing financial support for the training and other requirements of the three sportsmen.



**A new Tension Leveling Line being commissioned at Salem Steel Plant (SSP) by Shri CS Verma, Chairman SAIL in presence of Shri BB Singh, Director (Personnel) and Senior Officers.**



**A new Ladle Heating Furnace being inaugurated at Rourkela Steel Plant (RSP) by Shri CS Verma, Chairman SAIL in presence of Shri BB Singh, Director (Personnel) and Shri SN Singh, Managing Director RSP.**





**Signing of Joint Venture Agreement between SAIL and RITES for setting up Wagon manufacturing factory at Kulti, West Bengal.**

# Abbreviations used

✓ ASP	Alloy Steels Plant
✓ BF	Blast Furnace
✓ BOF	Basic Oxygen Furnace
✓ BPL	Below Poverty Line
✓ BSL	Bokaro Steel Limited
✓ BSP	Bhilai Steel Plant
✓ CS	Crude Steel
✓ CPLY	Corresponding Period Last Year
✓ DSP	Durgapur Steel Plant
✓ EBIDTA	Earnings Before Interest Depreciation ,Taxes & Ammortization.
✓ G.Cal/tcs	Giga Calories per tonne of Crude Steel
✓ Gol	Government of India
✓ IISI	International Iron & Steel Institute
✓ ISP	IISCO Steel Plant



# Abbreviations used

✓ JPC	Joint Plant Committee
✓ Kg/thm	Kilo Gram Per Tonne of Hot Metal
✓ MEL	Maharashtra Elektros melt Limited
✓ MT	Million Tonne
✓ Mtpa	Million Tonne Per Annum
✓ PAT	Profit After Tax
✓ PBT	Profit Before Tax
✓ RDCIS	Research & Development Centre for Iron & Steel
✓ RINL	Rashtriya Ispat Nigam Limited
✓ RSP	Rourkela Steel Plant
✓ SSP	Salem Steel Plant
✓ VISL	Visvesvaraya Iron & Steel Plant
✓ TFS	Total finished Steel

# 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, statement 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.**