STEEL AUTHORITY OF INDIA LIMITED



RESULTS

PRESENTATION FOR

Q1 FY 2019-20



STEEL AUTHORITY OF INDIA LIMITED

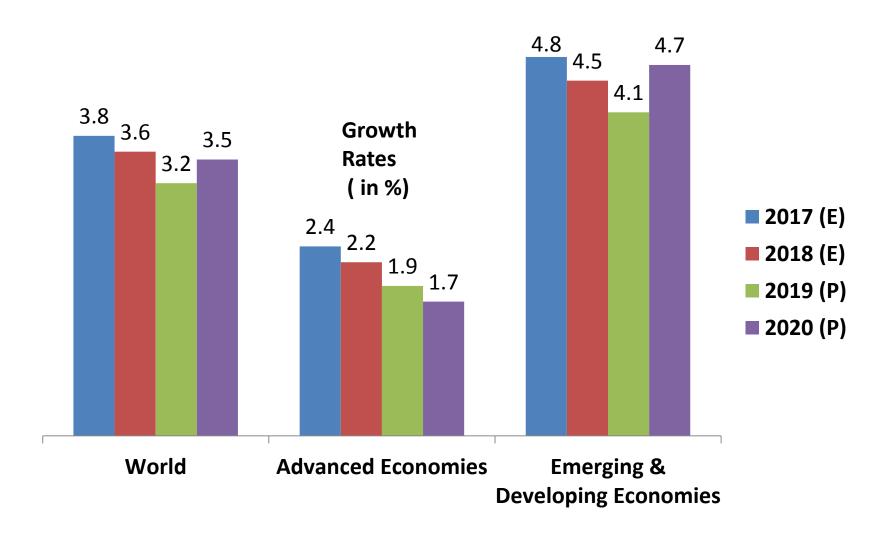


Economic & Steel Scenarios



WORLD ECONOMIC SCENARIO





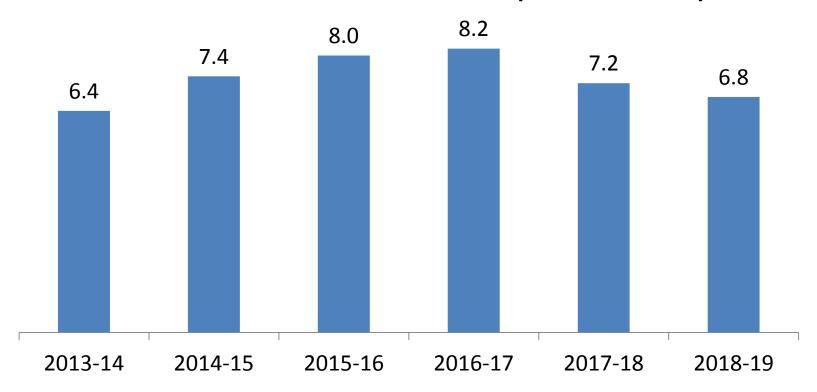
Global growth in 2019 & 2020 is projected at 3.2 and 3.5 percent

SOURCE: IMF

INDIAN ECONOMIC SCENARIO



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



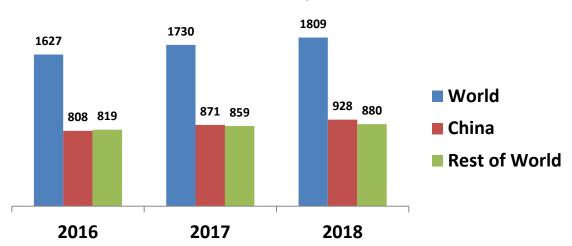
Source (Year)	Growth Projection
ADB/IMF (2019) – market prices	7.0 %
RBI/CRISIL (2019) – market prices	6.9 %

SOURCE: CSO, Gol & Economic Survey

WORLD STEEL SCENARIO



Crude Steel Production (mtpa)



(Crude Steel Production)

In 2018: Asia: 1271 mtpa

• China: 928 mtpa

• India: 107 mtpa

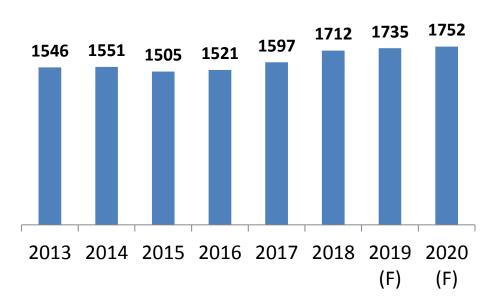
Japan: 104 mtpa

USA: 87 mtpa

World Steel Association (WSA) forecast:

- Global steel demand will increase by 1.3% in 2019 and 1% in 2020.
- Steel demand in China is expected to decelerate in 2020.
- In the Emerging and Developing Economies excluding China, steel demand is forecast to grow by 2.9% in 2019 and 4.6% in 2020.
- India set to grow fastest amongst major steel consumers at 7.1% and 7.2% in 2019 and 2020 respectively.

Finished Steel Consumption (mtpa)

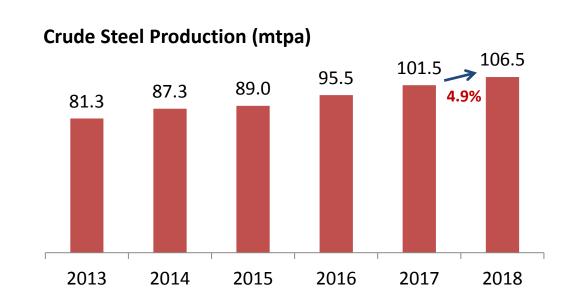


INDIAN STEEL SCENARIO

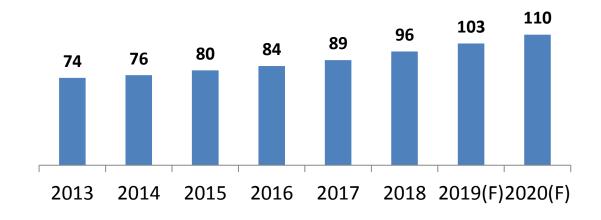


- India's Crude steel
 production (2018):
 106.5mtpa (growth
 of 4.9 % over 2017)
- As per WSA, Short
 Range Outlook,
 demand in India is set
 to grow at 7.1% in 2019
 and 7.2% in 2020.
- India to overtake USA as the second largest consumer of steel in 2019.

Source: WSA



Finished Steel Consumption (mtpa)



INDIAN STEEL PERFORMANCE



INDICATORS	UNIT	Q1 19-20	Q1 18-19	% +/- Ower CPLY
Real GDP Growth Rate #	%	5.8	8.2	-2.40
Growth in Index of Industrial Production ^	%	3.7	5.2	-1.50
Exchange Rate (Wt. Avg. of RBI Ref. Rate)	Rs/USD	69.56	67.04	-3.76
Production - Finished Steel *	MT	26.44	24.53	7.8
Imports - Finished Steel *	MT	1.72	1.90	-9.1
Exports - Finished Steel *	MT	1.01	1.40	-27.4
Consumption - Finished Steel *	MT	27.15	25.03	8.5
Less Variation in Stock *	MT	1.96	1.46	34.6
Real Consumption of Finished Steel *	MT	25.19	23.57	6.9

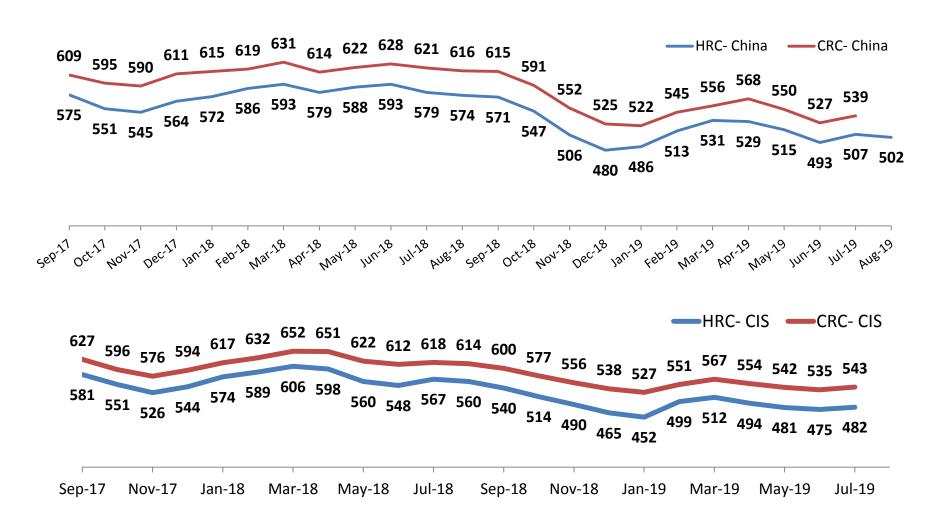
[#] Q1 19-20 data is for Q4 18-19

[^] As per CSO data for April-May 2019

^{*}Source JPC Report

INTERNATIONAL PRICE (FOB) TREND

USD/Tonne



STEEL AUTHORITY OF INDIA LIMITED



Performance Highlights



PERFORMANCE HIGHLIGHTS: Q1 FY'20



FINANCIAL PERFORMANCE

❖ Net Sales : Rs 14645 Crore

EBITDA : Rs 1766 Crore

❖ PBT : Rs 104 Crore

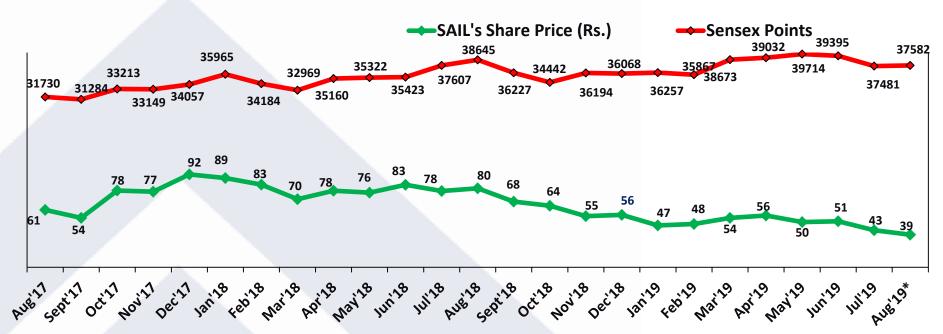
❖ PAT : Rs 69 Crore

PRODUCTION & SALES PERFORMANCE

- **❖** Hot Metal Production : 4.323 MT
- Crude Steel Production: 3.930 MT
- **❖** Saleable Steel Production : 3.653 MT
- **❖** Semis component in production : 19.12 % of saleable steel
- **❖** Value Added Production: 1.653 MT
- **❖** Production through concast route : 3.368 MT
- **❖** Saleable Steel Sales: 3.249 MT

SAIL STOCK PRICE MOVEMENT





Closing Share Price and Sensex as on the last day of the month

DIVIDEND PAYOUT

SAIL has proposed a dividend of 5% for FY19.

	Interim (%)	Final (%)	Total (%)	Dividend (Rs. crore)	Dividend Tax (Rs. crore)
FY 18	-	-	-	-	-
FY 17	-	-	-	-	-
FY16	-	-	-	-	-
FY15	17.5	2.5	20	826	165
FY14	20.2	-	20.2	834	142
FY13	16	4	20	826	134

^{*} As on Aug 9, 2019

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Operational Performance

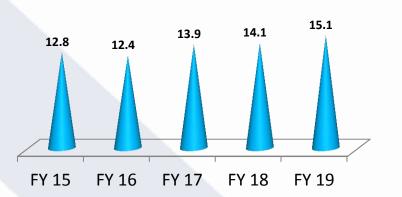


PRODUCTION PERFORMANCE



All figures In Million Tonne

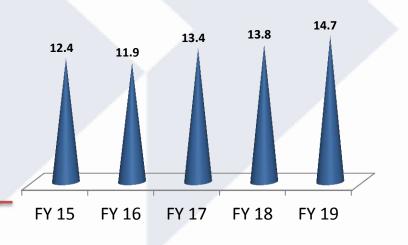
SALEABLE STEEL PRODUCTION (incl. SSPs)







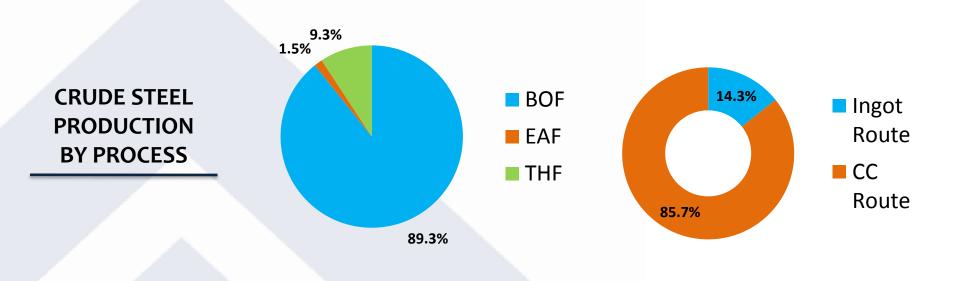
SALEABLE STEEL PRODUCION (5 ISPs)



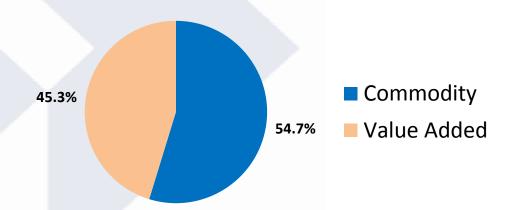


PRODUCTION PERFORMANCE: FY19



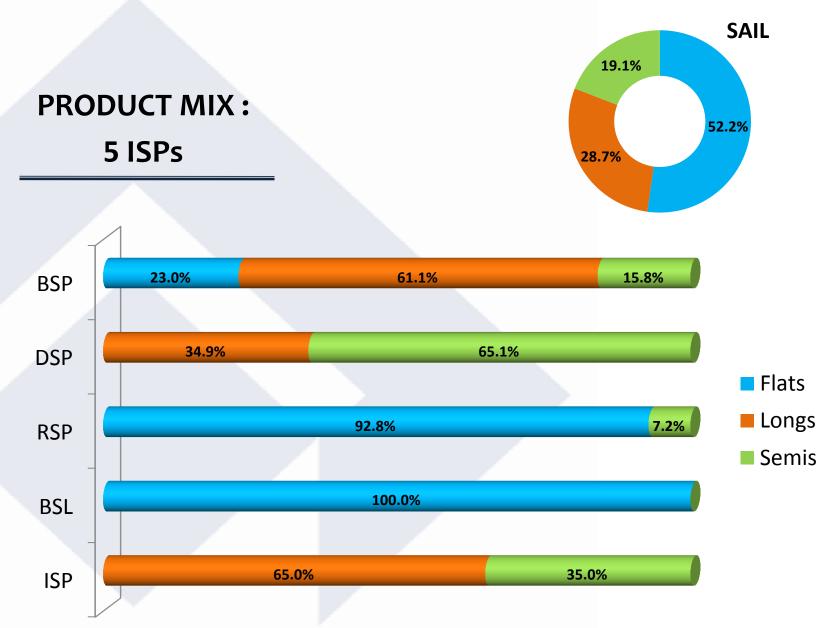






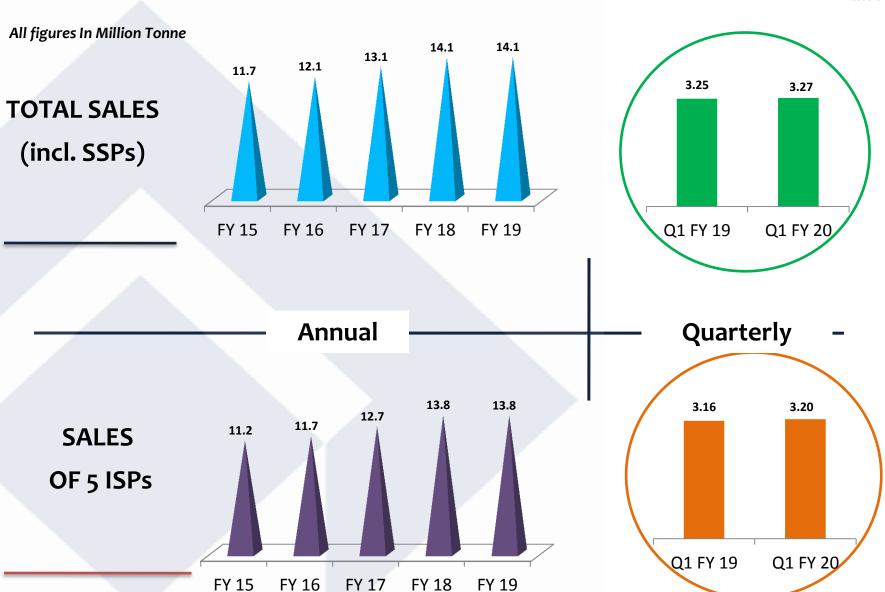
PRODUCTION PERFORMANCE: FY 19





SALES PERFORMANCE





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Efficiency & Sustainance Performance



RECENTLY DEVELOPED PRODUCTS

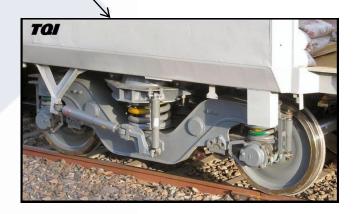


NARRROW PARALLEL FLANGE BEAM 750: USAGE IN CONSTRUCTION INDUSTRY



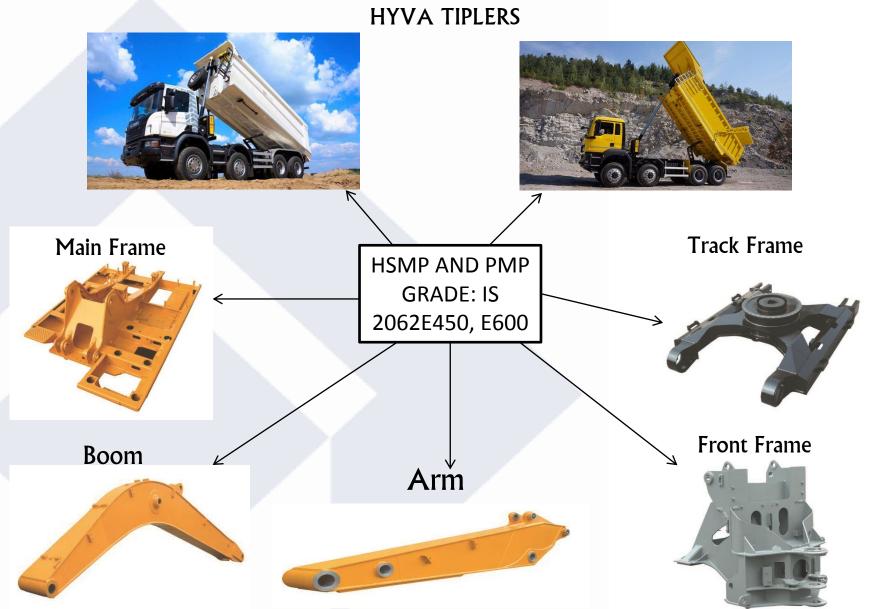
LINKE HOFMANN BUSCH (LHB) WHEELS: USAGE FOR RAILWAYS





PRODUCT CUSTOMISATION FOR END USERS





PRODUCT CUSTOMISATION FOR END USERS



ASHOK LEYLAND

U TRUCK U 2518T



HRC PMP GRADE: IS5986, ISH500, LAHFQ450





PRODUCT CUSTOMISATION FOR END USERS



Rear Axle Beam developed using HRC SAILFORMING 410 / 450 grades



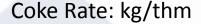


Dummy Axle Beam



TECHNO-ECONOMIC PARAMETERS

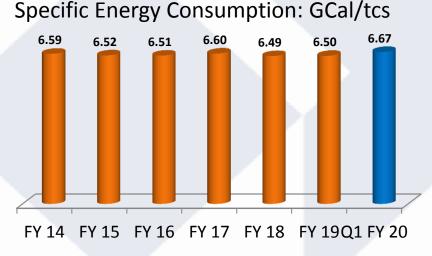




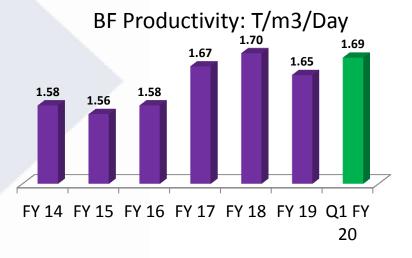


CDI Rate(for CDI Furnace only): kg/thm 66 58 58 55 FY 14 FY 15 FY 16 FY 17 FY 18 FY 19 Q1 FY 20

Reduction of 10% over FY14



Increase of 38% over FY14

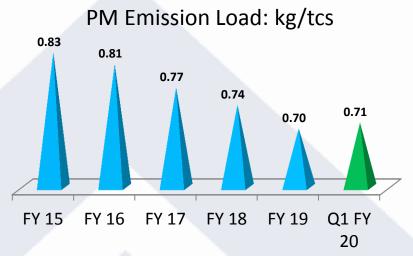


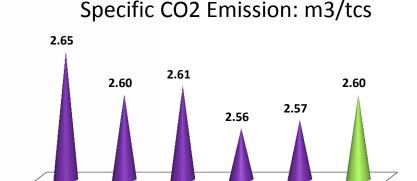
Improvement of 7% over FY14

Increase of 1% over FY14

SUSTAINANCE PARAMETERS







Reduction of 15% over FY15

Reduction of 2% over FY15

FY 17

FY 16

FY 15

Solid Waste Utilisation (%)

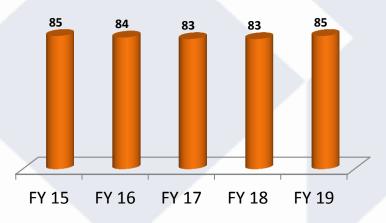
Specific Water Consumption: m3/tcs

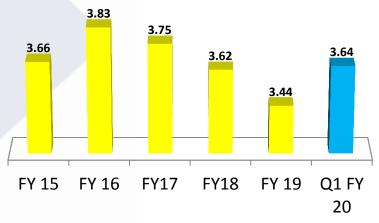
FY 18

FY 19

Q1 FY

20





Consistent Utilisation of Solid Waste

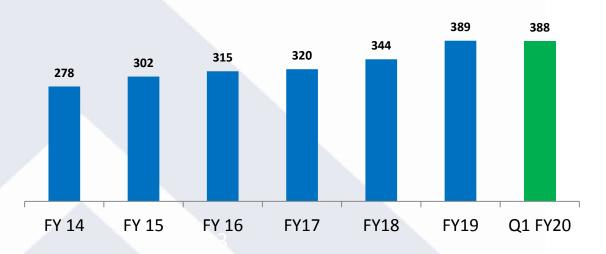
Reduction of 1% over FY15

MANPOWER PERFORMANCE



LABOUR PRODUCTIVITY TREND

(tcs/man/year)



Improvement of 40% over FY14

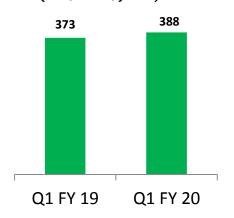
MANPOWER

Total manpower as on 01.07.2019: **71419**

Reduction in 2019-20: 920

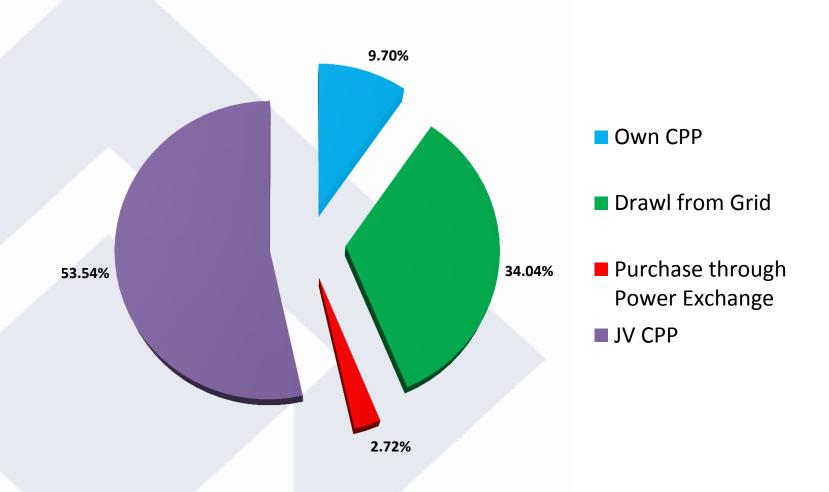
LABOUR PRODUCTIVITY Q1 FY 20 VIS-À-VIS CPLY

(tcs/man/year)



POWER CONSUMPTION – FY 19





STEEL AUTHORITY OF INDIA LIMITED

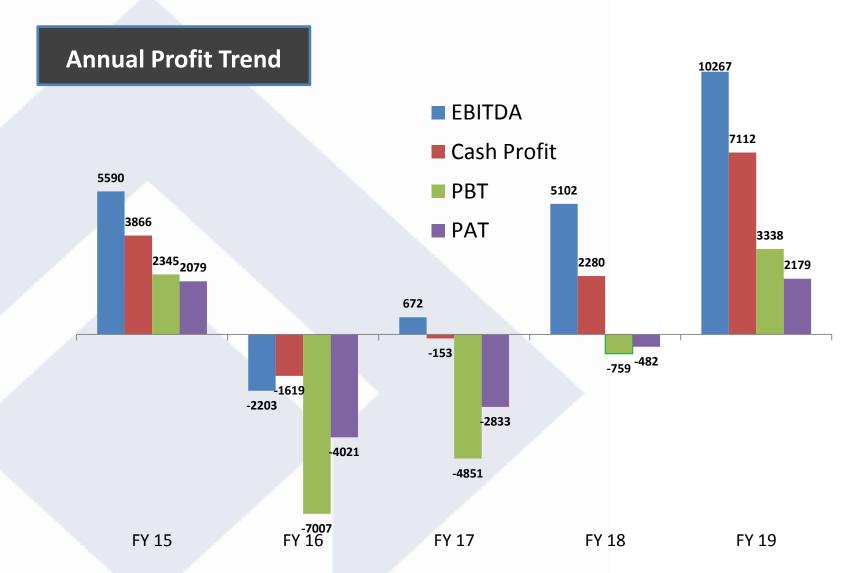


Financial Performance



Rs. Crore (INDAS Compliant figures)	Q4 FY 19	Q1 FY 20	Q1 FY 19
Sales	18323	14645	15743
EBITDA	2469	1766	2685
Depreciation	890	872	814
Finance Cost	803	788	755
PBT Before Exceptional Items	766	105	1116
Exceptional/Abnormal Items (VRS/Suspended Operations)	55	2	289
PBT After Exceptional Items	712	104	828
Тах	244	35	287
Profit After Tax	468	69	540



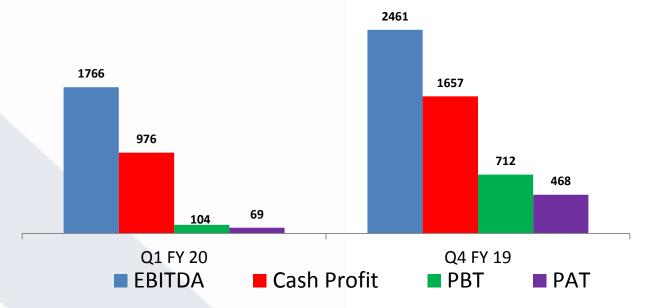


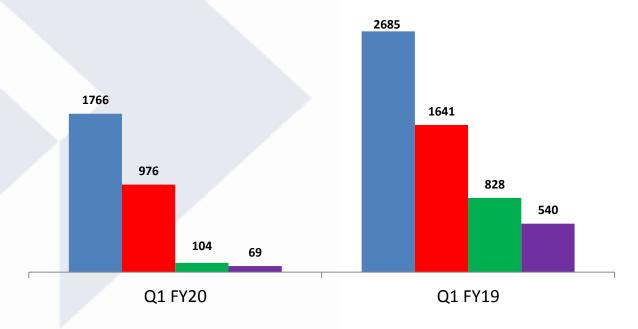


Quarterly
Performance
Q1 FY 20 vs
Q4 FY 19

All figures in Rs crore

Quarterly
Performance
Q1 FY 20 vs
Q1 FY 19







EBITDA

Movement
Q1 FY 20 vs
Q4 FY 19

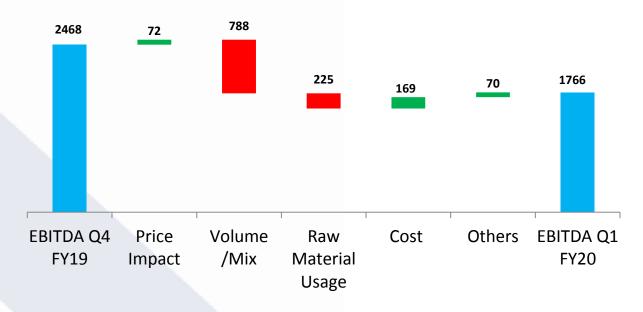
All figures in Rs crore

EBITDA

Movement

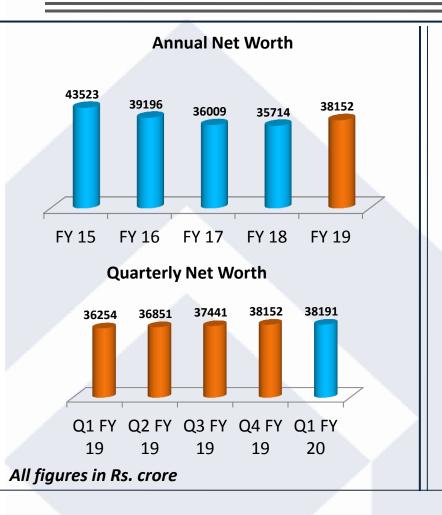
Q1 FY 20 vs

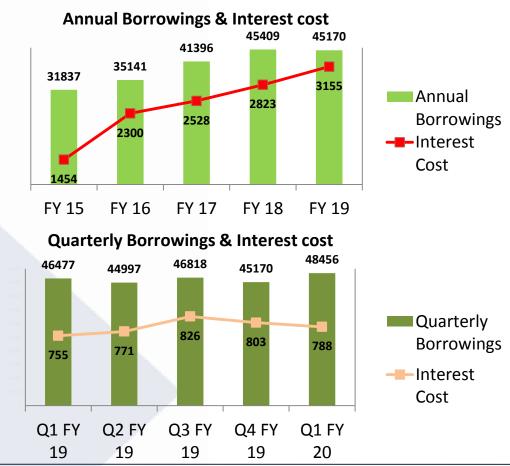
Q1 FY 19











Debt Equity Ratio					
31/03/15	31/03/16	31/03/17	31/03/18	31/03/19	30/06/19
0.69	0.90	1.15	1.27	1.18	1.27

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Capacity

Building

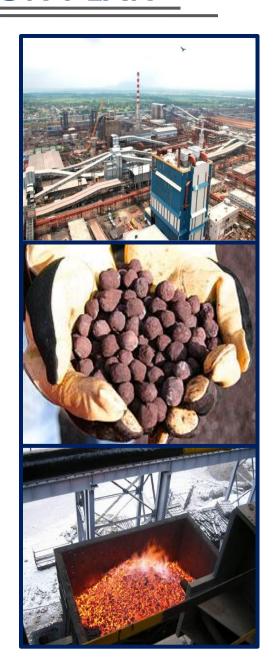


SAIL'S MODERNISATION & EXPANSION PLAN

Million Tonne	Actual Production 2018-19	Capacity After On-going Expansion
Crude Steel	16.264	21.4
Saleable Steel	15.069	20.2

Technological Shift

Technology	Before Expansion	After Expansion
BOF Steel Making	79%	100%
CC Route	71%	94%
Pelletisation Plant	No	Yes
Coke Dry Quenching	Partial	Yes
Top Pressure Recovery Turbine	No	Yes
Auxiliary Fuel Injection in BF	Partial Coverage	Full Coverage
Desulphurization of Hot Metal	Partly	100 %
Beam Blank Casting	No	Yes
Coupled Pickling & Tandem Mill	No	Yes
Beneficiation Plant	Partial	Full



MODERNISATION & EXPANSION PLAN

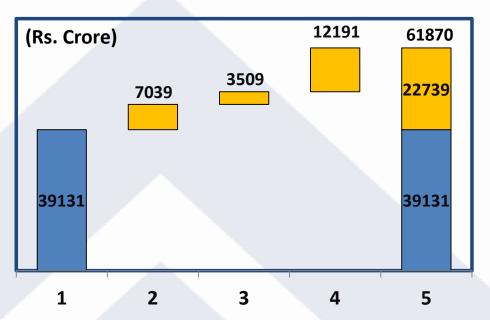
EXPECTED OUTCOME

- Production through twin-hearth furnace (THF) 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 volume by addition of 2 new 4060 m³ Blast Furnaces and one Blast Furnace of 4160 m³.
- > Increased Market Share.
- World class technology and products.
- > Improved Product Mix / proportion of value added products to increase.
- > Enhanced Pollution Control measures, with Environmental Conservation.

PRODUCTS BEING ADDED:

- ➤ Auto grade CR Products, Galvanized Coils /Sheets.
- > Plates / Pipes to meet up to API 100 Grade specification.
- ➤ Universal Beams/Heavy Beams to support increasing Infrastructural requirements.
- Rails for Metro Railways and Dedicated Freight Corridors.
- ➤ Increased production of Rails and Wheels to meet the increasing requirements of Indian Railways.
- Quantum jump in Rounds and Structural production.
- Wider Plates in the size of 4300 mm.

ONGOING PROJECTS (CAPEX)



- 1 Expansion of existing capacity
- **2** Value-addition / Product-mix improvement
- **3** Technological up gradation / Modernization
- Sustenance including de-bottlenecking, AMR & Environment
- 5 Total Estimated Cost

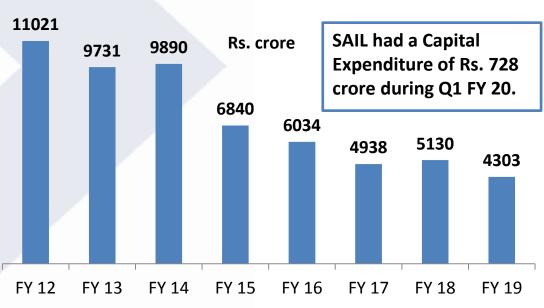
In addition, a Capex Plan of Rs. 10264 crore has been made for augmentation of Raw material facilities.

TOTAL CAPEX (INCL. ON MODERNISATION & EXPANSION)

Capex Plan for FY19 was Rs.4000

Crore (including expenditure towards Capital Repairs and Spares needed to be capitalised under Ind AS).

Capex Plan for FY20 is Rs.4000 Crore

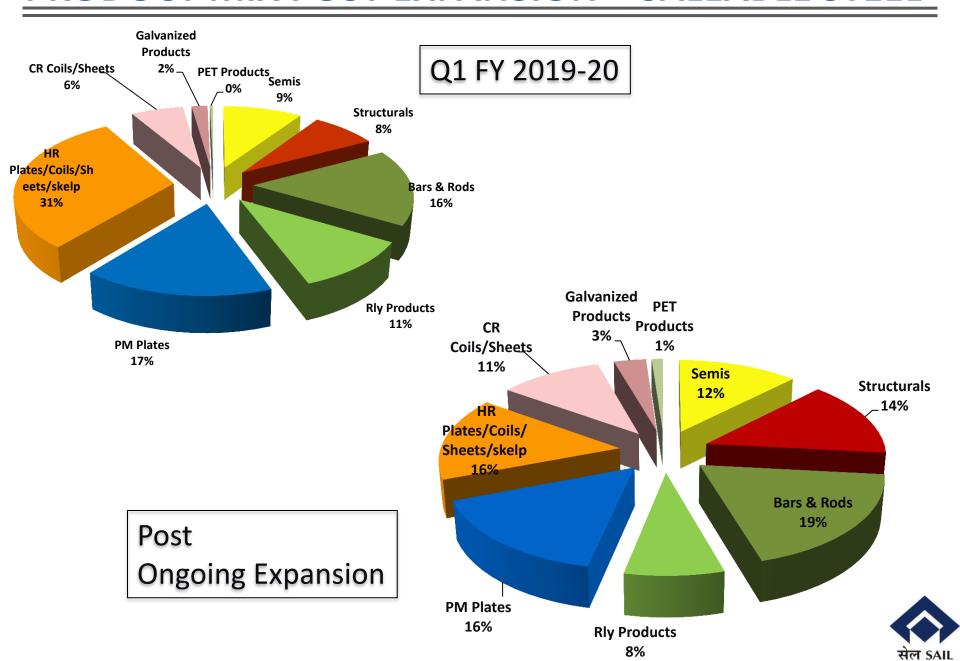


CAPACITY AFTER EXPANSION

Plant	Hot Met	Hot Metal (MTPA)		Crude Steel (MTPA)		Saleable Steel (MTPA)	
	2018-19	After Expansion	2018-19	After Expansion	2018-19	After Expansion	
BSP	4.75	7.5	4.45	7.0	3.67	6.6	
DSP	2.51	2.5	2.22	2.2	2.12	2.1	
RSP	3.84	4.5	3.66	4.2	3.33	4.0	
BSL	4.21	5.8	3.83	4.6	3.63	4.2	
ISP	2.20	2.9	1.89	2.5	1.91	2.4	
VISL	0.00	0.3	0.00	0.2	0.01	0.2	
ASP	-		0.10	0.5	0.12	0.4	
SSP	-	-	0.12	0.2	0.28	0.3	
TOTAL	17.51	23.5	16.27	21.4	15.07	20.2	



PRODUCT MIX POST EXPANSION – SALEABLE STEEL



MODERNISATION & EXPANSION PLAN - SALEM STEEL PLANT

Facilities added:

- •Steel melting Shop Electric Arc Furnace (55 T); AOD Converter (60 T); Ladle Furnace (60 T); Single Strand Slab Caster.
- Roll Grinder for Hot Rolling Mill
- Cold Rolling Mill Complex

Production (MTPA):

ltem	2018-19 (Actual)	After Expansion
Crude Steel	0.12	0.18
Saleable Steel	0.28	0.34



MODERNISATION & EXPANSION PLAN - IISCO STEEL PLANT

Facilities Completed:

- Raw Material Handling System
- New Coke Oven Battery (0.88 Mtpa, 7 m tall)
- Coke Dry Cooling Plant
- Sinter Machines (3.88 Mtpa gross sinter production, 2x204 m²)
- Blast Furnace 4160 m3 volume (2.7Mtpa)
- 3 nos. of 150 T BOF Converters
- 2x6 Strand Billet Casters (1.67 Mtpa)
- 1x4 Strand Bloom-cum-Beam Blank Caster (0.83 Mtpa)
- Wire Rod Mill (0.55 Mtpa)
- Bar Mill (0.90 Mtpa)
- Universal Section Mill (0.85 Mtpa)



MODERNISATION & EXPANSION PLAN - IISCO STEEL PLANT

➤ New stream to produce 2.7 Mtpa of Hot Metal & 2.5 Mtpa of Crude Steel

Production (MTPA):

Item	2018-19 (Actual)	After Expansion
Crude Steel	1.89	2.50
Saleable Steel	1.91	2.39

The expanded capacity of IISCO Steel Plant has been dedicated to the Nation by the Hon'ble Prime Minister on 10.05.2015.



Current Progress of Expansion at IISCO Steel Plant















MODERNISATION & EXPANSION PLAN—BOKARO STEEL PLANT

Facilities Completed:

- Re-building of Coke Oven Battery #1 & #2.
- Up-gradation of Blast Furnace #2 and Stoves Up-gradation of #5
- Auxiliary Fuel Injection (CDI) in Blast Furnaces #2 & #3.
- Turbo-Blower-8.
- New CRM Complex (1.2 Mtpa)
- Up-gradation of HSM with augmentation of Roughing Facility (4.5 MTPA).

Production (MTPA):

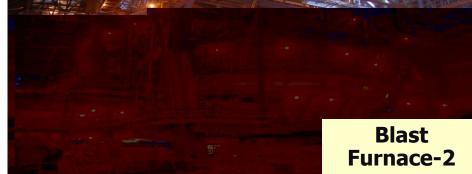
ltem	2018-19 (Actual)	After Expansion
Crude Steel	3.83	4.61
Saleable Steel	3.63	4.18

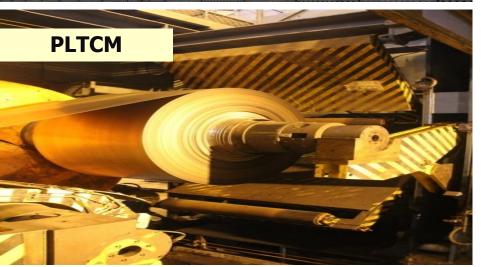


Current Progress of Expansion at Bokaro Steel Plant















MODERNISATION & EXPANSION PLAN—BHILAI STEEL PLANT

Facilities Already Completed:

- Ore Handling Plant part-A
- Second Sinter Machine in Sinter Plant-3 (3.7 MTPA)
- New Coke Oven Battery No. 11 (7 m tall, Capacity 0.881 mtpa)
- Oxygen Plant (BOO basis)
- Universal Rail Mill (1.2 MTPA) and Rail Welding Line
- Bar and Rod Mill (0.9 MTPA)
- Blast Furnace 4060 m3 (2.8 Mtpa)
- New Steel Melting Shop (SMS-3) with Converter-1 &2 and New Billet Casters (2x6) and New Billet-cum-Bloom Caster (1X6).

Facilities Likely to be Completed During FY 19-20:

Convertor - 3, LF -3, Argon Rinsing Station-3 in SMS -3.

Production (MTPA):

ltem	2018-19 (Actual)	After Expansion
Crude Steel	4.45	7.0
Saleable Steel	3.67	6.56

Current Progress of Expansion at Bhilai Steel Plant















MODERNISATION & EXPANSION PLAN- ROURKELA STEEL PLANT

Facilities Completed:

- New Coke Oven Battery -6 (7 m tall, 1 x 67 ovens)
- New Sinter Plant -3 (1 x 360m²)
- New Blast Furnace -5, useful volume 4060 m³
- New 3rd Single Strand Slab Caster (1.5 MTPA)
- New Oxygen Plant 2x700 tpd on BOO basis
- New 3rd BOF (150 T) Convertor
- New 4.3 meter Wide Plate Mill

Production (MTPA):

Item	2018-19 (Actual)	After Expansion
Crude Steel	3.66	4.20
Saleable Steel	3.33	3.99

The expanded capacity of Rourkela Steel Plant has been dedicated to the Nation by the Hon'ble Prime Minister on 01.04.2015.



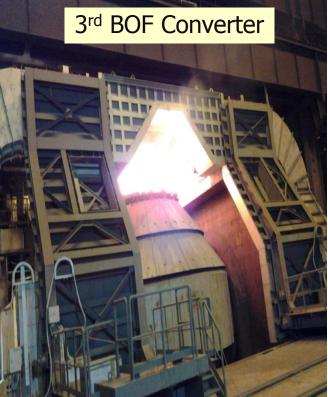
Current Progress of Expansion at Rourkela Steel Plant













MODERNISATION & EXPANSION PLAN- DURGAPUR STEEL PLANT

Facilities Completed:

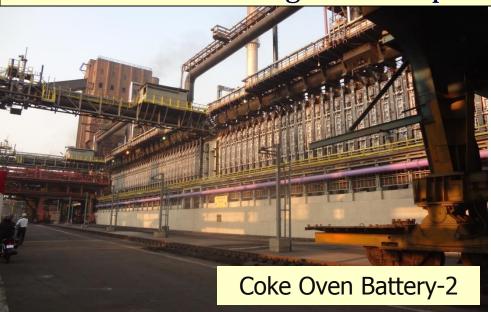
- Rebuilding of Coke Oven Battery no-2
- New Ladle Furnace (125T)
- Coke Sorting & Coal Handling Plant
- New Dolomite Plant (300tpd)
- Bloom-cum-Round Caster 1X4 (0.75 Mtpa)
- New Medium Structural Mill (1.0 Mtpa)

Production (MTPA):

ltem	2017-18 (Actual)	After Expansion
Crude Steel	2.04	2.20
Saleable Steel	1.95	2.12

Current Progress of Expansion at Durgapur Steel Plant











RAW MATERIALS

Year	Hot Metal (mtpa)	Iron Ore Consumption (mtpa)	Linkages of Iron Ore
2018-19	15.983	25.87	Existing Mines
Post Expansion	23.46	39	The capacity of existing mines at Kiriburu, Meghahatuburu, Bolani & Gua are being ramped up to meet the requirement of Iron Ore for post ongoing phase of expansion New Pellet Plants - 4 MTPA capacity at Gua, 1 MTPA at Dalli and 2 MTPA at RSP has been planned for utilization of accumulated Iron Ore Fines & Generated Fines In addition to the above, new mechanised Iron Ore Mines are being
	23.46	39	New Pellet Plants - 4 MTPA capacity Gua, 1 MTPA at Dalli and 2 MTPA at Ri has been planned for utilization accumulated Iron Ore Fines & Generate Fines

RAW MATERIALS – Iron Ore

Mine	Existing Capacity* (mtpa)	Capacity* after ongoing expansion (mtpa)	Remarks
Kiriburu	5.50	5.50	Expansion at Kiriburu has already been completed
Meghathaburu	5.00	6.50	whereas Meghathaburu is being ramped up to meet the requirement of the ongoing expansion plan.
Bolani	7.50	10.00	At Bolani, processing plant has been upgraded to 7.5
Gua	4.00	10.00	mtpa and is under stabilization. At Gua, Stage II FC is
Rajhara, Dalli	8.70	7.00**	awaited from MoEF required for expansion. **Depleted resources and quality constraints
New Pellet Plants	New	7.00	New Pellet Plants shall use the existing reserve of fines incl. dumps & slimes at captive mines.
Barsua, Kalta, Taldih	6.00	6.50	 Environment clearance obtained & FC obtained on 23rd Oct. 2017 for ML-162 lease. Consequent to the order by the Hon'ble Supreme Court dated 11.05.2018 and grant of subsequent clearances by the Government of Odisha, production at Barsua mine resumed on 20.05.2018.
Rowghat	New	12.00	All statutory clearances have been received. MDO has been engaged and LOA issued to MDO on 1 st August 2017. MSA signed on 25.09.2017 for a period of 30 years.
Chiria	0.75	5.80	Stage-II FC awaited from MoEF.

^{*} Finished Product capacity

[■] The entire requirement of the increased capacity shall be met through captive mines

RAW MATERIALS – Coal

Year	Hot Metal (mtpa)	Coking Coal Requirement (mtpa)	Linkages of Coking Coal
			• Import Component – 91%
			Over 70% of imported coal is sourced from Australia.
			• Indigenous: 9%
2018-19	17.513	16.515	Domestic coal is largely sourced from Coal India Ltd.
			• SAIL has existing captive clean coking coal production of nearly 0.7 mtpa, During 2018-19, production was 0.27 mt.
			Long term / Quarterly contracts cover 95% of Import requirements
Deat	nsion 23.46		Tasra captive coal mine being developed to produce 4 mtpa of ROM (1.8 mtpa washed coal)
Post Expansion		19.5	 New linkages / acquisitions are being explored.
			Request has been made to Ministry of Coal for allocation of new potential coking coal blocks in line with recommendations of NITI Aayog.

STEEL AUTHORITY OF INDIA LIMITED



Strategic

Partnerships



MAJOR JOINT VENTURES



FOCUS AREA

ALLIANCE PARTNER

REMARKS

STEEL





A Special Purpose Vehicle, namely, 'Chhattisgarh Mega Steel Limited' has been formed for setting-up an Ultra Mega Steel Plant (UMSP) in Bastar area of Chhattisgarh.

DOWNSTREAM
STEEL PROCESSING
UNITS





- SAIL Bansal Service Center Limited A JV with Bansal Metal Works Ltd. for a Flat Product service centre at Bokaro.
- SAIL SCL Kerala Limited A JV with Govt. of Kerala for producing TMT Bars at Kozhikode.
- Prime Gold SAIL JVC Limited A JV with M/s Prime Gold for producing TMT Bars at Gwalior.
- VSL SAIL JVC Limited A JV with M/s Velagapudi Steel
 Ltd. for producing TMT Bars at Ujjain.

FNFRGY





- JV with NTPC for operating and managing CPPs of Bhilai, Durgapur and Rourkela.
- JV with DVC for operating & managing CPP of Bokaro.

MAJOR JOINT VENTURES



FOCUS AREA	ALLIANCE PARTNER	REMARKS		
TECHNOLOGY	KOBELCO KOBE STEEL GROUP	SAIL Kobe Iron India Pvt. Ltd. – A Joint Venture Company has been formulated for setting up a 0.5 mtpa capacity Plant for producing iron nuggets based on ITmk3 technology.		
RAW MATERIALS	Coal index Print of Stead In	International Coal Ventures Pvt. Ltd., a SPV of 5 leading PSUs incorporated (SAIL, RINL, CIL, NTPC & NMDC) for acquisition / operation of coal assets in overseas territories.		
	TATA TATA STEEL	M/s S&T Mining Company Pvt. Ltd. formed with Tata Steel for developing coking coal mines in India. M/s SAIL & MOIL Ferro Alloys (Pvt.) Ltd. formed with MOIL for production of Ferro-alloys at Bhilai.		
CEMENT	JAYPEE	Bhilai Jaypee Cement LtdSlag based cement plant of 2.2 million tonne per annum capacity with grinding unit at Bhilai & clinkering unit at Satna.		

MAJOR JOINT VENTURES



FOCUS AREA	ALLIANCE PARTNER	OBJECTIVE		
WAGON MANUFACTURE MANUFACTURE		SAIL RITES Bengal Wagon Industry Pvt. Ltd. – A Joint Venture Company has been formed with M/ RITES for setting up Wagon Manufacturing Factor at Kulti, West Bengal.		
E-PORTAL	TATA STEEL	 JV with Tata Steel to promote e-commerce activities in steel and related areas 		

Abbreviations used



•	BF	Blast Furnace	•	FOB	Freight On Board
•	SMS	Steel Melting Shop	•	JPC	Joint Plant Committee
•	BOF	Basic Oxygen Furnace	•	Kg/thm	Kilo Gram Per Tonne of
•	THF	Twin Hearth Furnace			Hot Metal
•	EAF	Electric Arc Furnace	•	Tpd	Tonnes Per Day
•	BSP	Bhilai Steel Plant	•	MT	Million Tonne
•	DSP	Durgapur Steel Plant	•	Mtpa	Million Tonne Per Annum
•	RSP	Rourkela Steel Plant	•	EBITDA	Earnings Before Interest,
•	BSL	Bokaro Steel Limited			Taxes, Depreciation &
•	SSP	Salem Steel Plant		DAT	Amortization.
•	VISL	Visvesvaraya Iron & Steel		PAT	Profit After Tax
		Plant	•	PBT	Profit Before Tax
•	ASP	Alloy Steels Plant	•	RINL	Rashtriya Ispat Nigam
	CPLY	Corresponding Period			Limited
		Last Year	•	CS	Crude Steel
•	G.Cal/tcs	Giga Calories per tonne of	•	CDI	Coal Dust Injection
		Crude Steel	•	CC	Continuous Casting
•	ISP	Integrated Steel Plant	•	ВОО	Build-Own-Operate
•	HDGL	Hot Dip Galvanizing Line	•	Gol	Government of India
•	CR	Cold Rolled	•	MOEF	Ministry of Environment
•	HR	Hot Rolled			& Forests

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