STEEL AUTHORITY OF INDIA LIMITED



RESULTS

PRESENTATION FOR

Q4 & FY 2019-20



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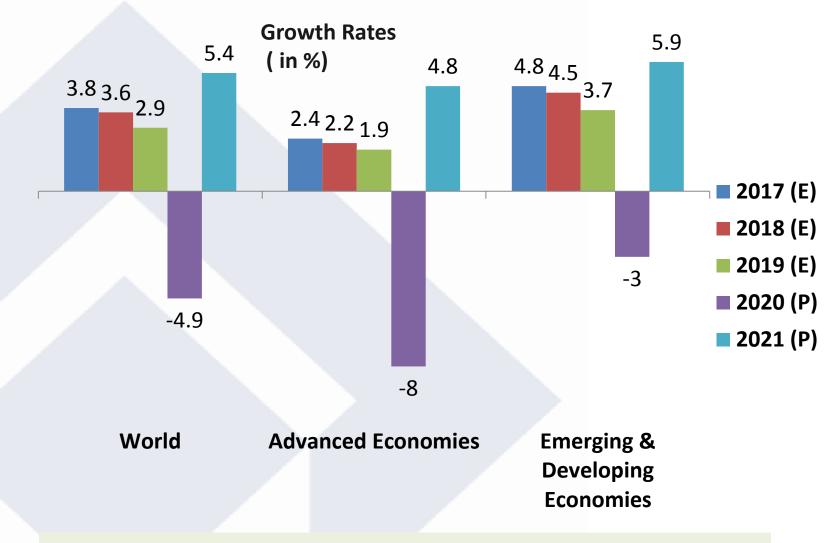


Economic & Steel Scenarios



WORLD ECONOMIC SCENARIO





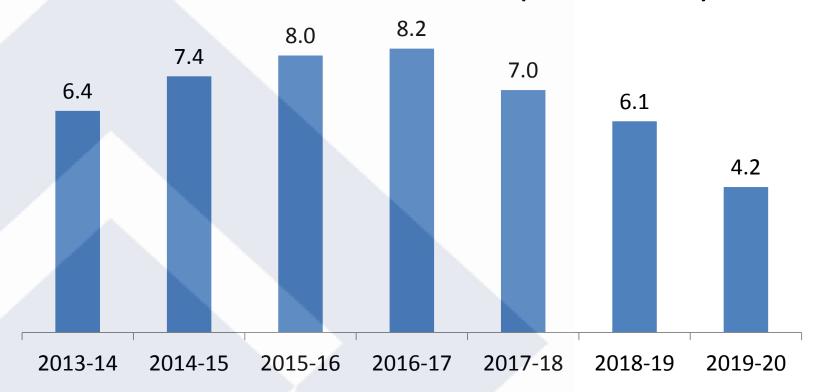
Global growth in 2020 & 2021 is projected at -4.9 and 5.4 percent

SOURCE: IMF

INDIAN ECONOMIC SCENARIO



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



Source	Growth Projection
WORLD BANK	-3.2% (FY21) and 3.1% (FY22)
IMF	-4.5% (CY20) and 6.0% (CY21)
RBI	-6% - 1% (FY21)

SOURCE: CSO, Gol & Economic Survey

WORLD STEEL SCENARIO



Crude Steel Production (mtpa)



(Crude Steel Production)

In 2019 : Asia : 1342 mtpa

• China: 996 mtpa

• India: 111 mtpa

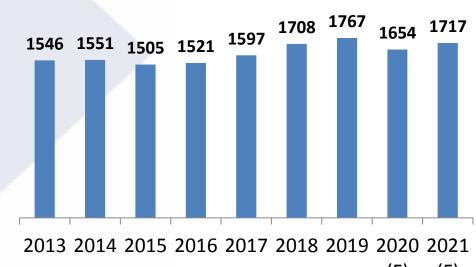
• Japan: 99 mtpa

USA: 88 mtpa

World Steel Association (WSA) forecast:

- Global steel demand will decrease by 6.4% in 2020 and increase by 3.8% in 2021.
- China's growth is set to go down to 1% in 2020 and constant in 2021.
- In the Emerging and Developing Economies excluding China, steel demand is forecast to fall by 11.6% in 2020 and rise by 9.2% in 2021.
- Demand in India expected to fall by 18% in 2020 and rise by 15% in 2021.

Finished Steel Consumption (mtpa)



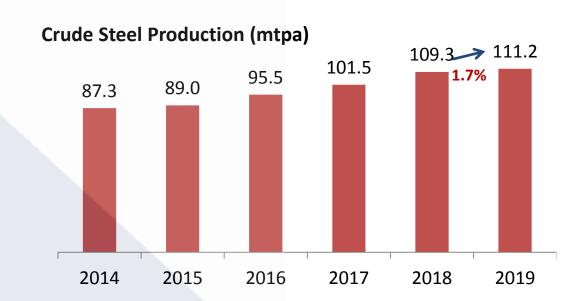
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INDIAN STEEL SCENARIO



- India's Crude steel
 production (2019):
 111.2mtpa (growth
 of 1.8 % over 2018)
- India overtook USA as the second largest consumer of steel in 2019.
- As per WSA, Short
 Range Outlook,
 demand in India is set
 to fall by 18% in 2020
 and grow by 15% in
 2021.

Source: WSA



Finished Steel Consumption (mtpa)



INDIAN STEEL PERFORMANCE



INDICATORS	UNIT	19-20	18-19	% +/- Over CPLY
Growth in Index of Industrial Production ^	%	-0.8	3.8	-4.60
Production - Finished Steel *	MT	102.06	101.29	0.8
Imports - Finished Steel *	MT	6.77	7.84	-13.6
Exports - Finished Steel *	MT	8.36	6.36	31.3
Consumption - Finished Steel *	MT	100.47	102.76	-2.2
Real Consumption of Finished Steel *	MT	100.07	98.71	1.4

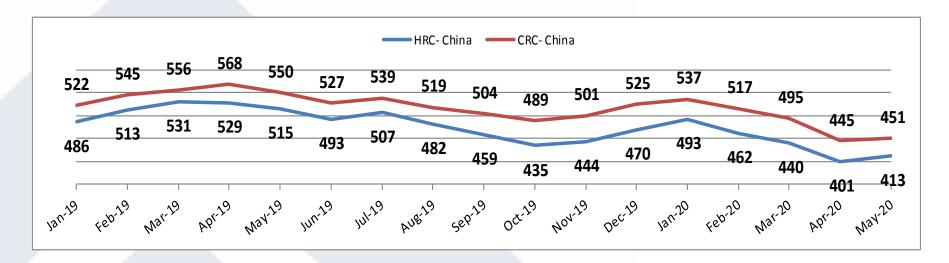
[^] As per CSO

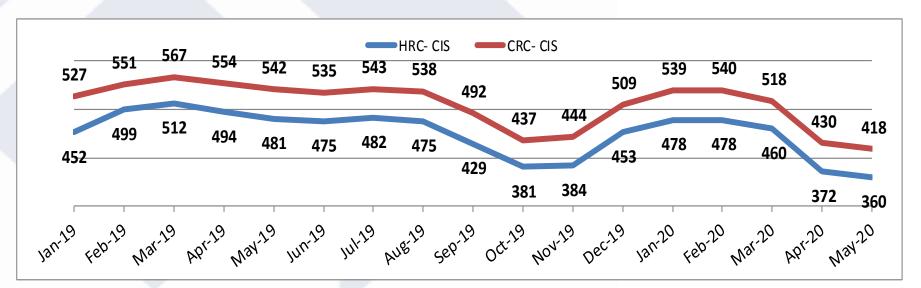
^{*}Source JPC Report

INTERNATIONAL PRICE (FOB) TREND



USD/Tonne





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Performance Highlights



PERFORMANCE HIGHLIGHTS: FY'20



FINANCIAL PERFORMANCE

❖ Sales: Rs 61025 Crore

❖ EBITDA : Rs 11199 Crore

❖ PBT : Rs 3171 Crore

❖ PAT : Rs 2022 Crore

PRODUCTION & SALES PERFORMANCE

- **❖** Hot Metal Production: 17.438 MT
- Crude Steel Production: 16.155 MT
- **❖** Saleable Steel Production: 15.083 MT
- **❖** Semis component in production : 20.31 % of saleable steel
- **❖** Value Added Production : 6.394 MT
- **❖** Production through concast route : 14.607 MT
- **❖** Saleable Steel Sales: 14.231 MT

PERFORMANCE HIGHLIGHTS: Q4 FY'20



FINANCIAL PERFORMANCE

❖ Net Sales : Rs 16024 Crore

EBITDA : Rs 6924 Crore

❖ PBT : Rs 4181 Crore

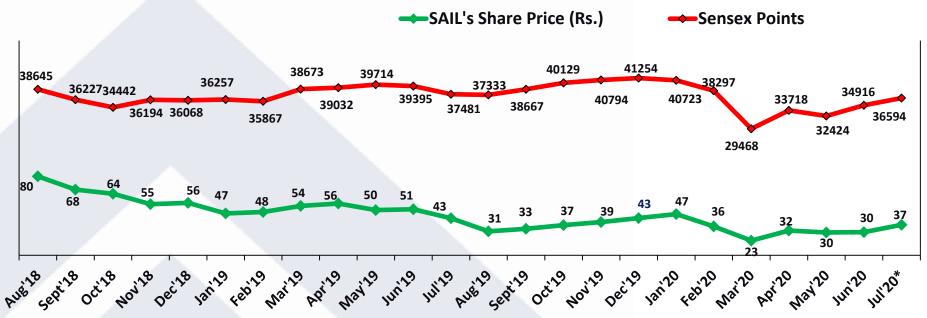
❖ PAT : Rs 2725 Crore

PRODUCTION & SALES PERFORMANCE

- **❖** Hot Metal Production : 4.599 MT
- Crude Steel Production: 4.313 MT
- **❖** Saleable Steel Production: 3.975 MT
- Semis component in production: 19.06% of saleable steel
- **❖** Value Added Production : 1.711 MT
- **❖** Production through concast route : 3.981 MT
- **❖** Saleable Steel Sales: 3.744 MT

SAIL STOCK PRICE MOVEMENT





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

* As on Jul 10, 2020

DIVIDEND PAYOUT

	Interim (%)	Final (%)	Total (%)	Dividend (Rs. crore)	Dividend Tax (Rs. crore)
FY 19	-	5	5	206	
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

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Operational Performance

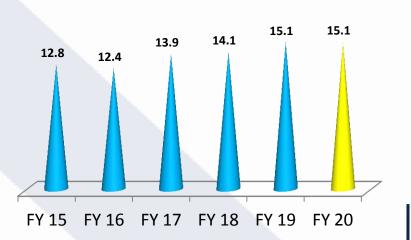


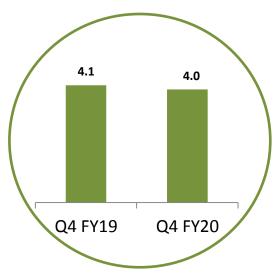
PRODUCTION PERFORMANCE



All figures In Million Tonne

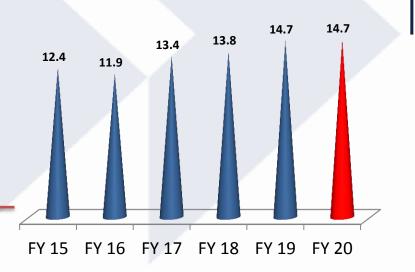
SALEABLE STEEL PRODUCTION (incl. SSPs)



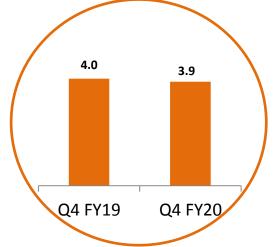


Annual

SALEABLE STEEL PRODUCION (5 ISPs)

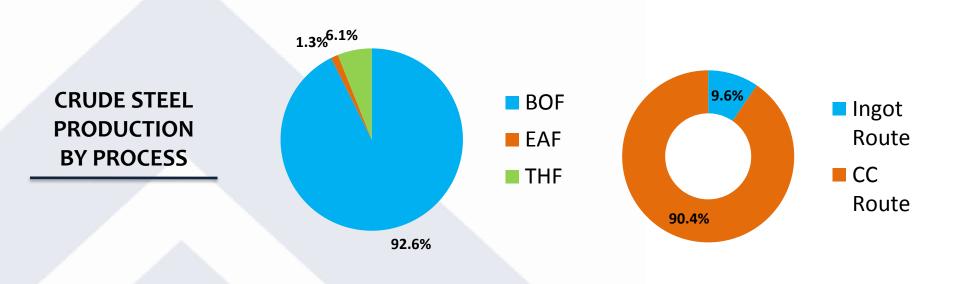




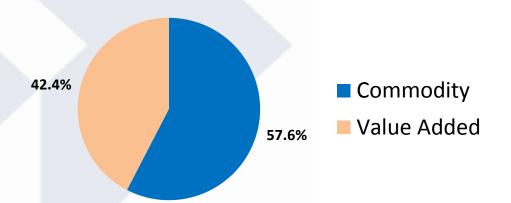


PRODUCTION PERFORMANCE: FY 20



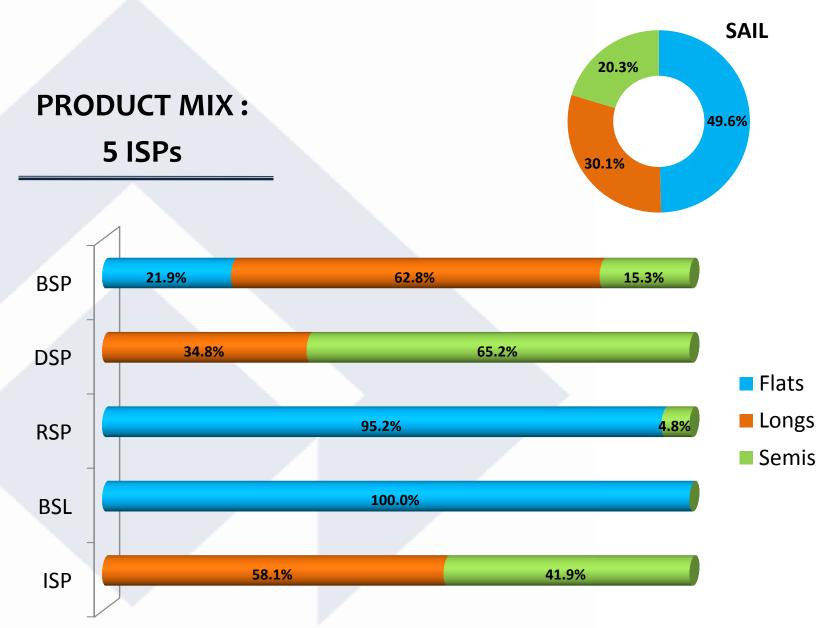






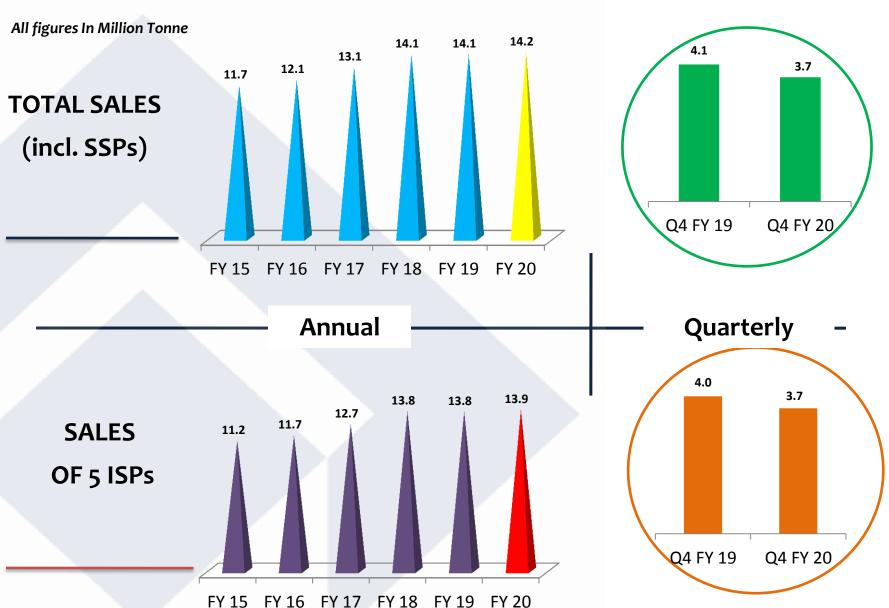
PRODUCTION PERFORMANCE: FY 20





SALES PERFORMANCE





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Efficiency & Sustainance Performance



RECENTLY DEVELOPED PRODUCTS

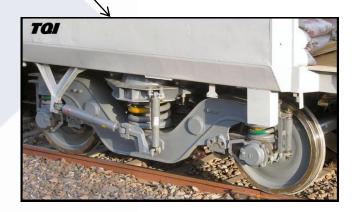


NARRROW PARALLEL FLANGE BEAM 750: USAGE IN CONSTRUCTION INDUSTRY



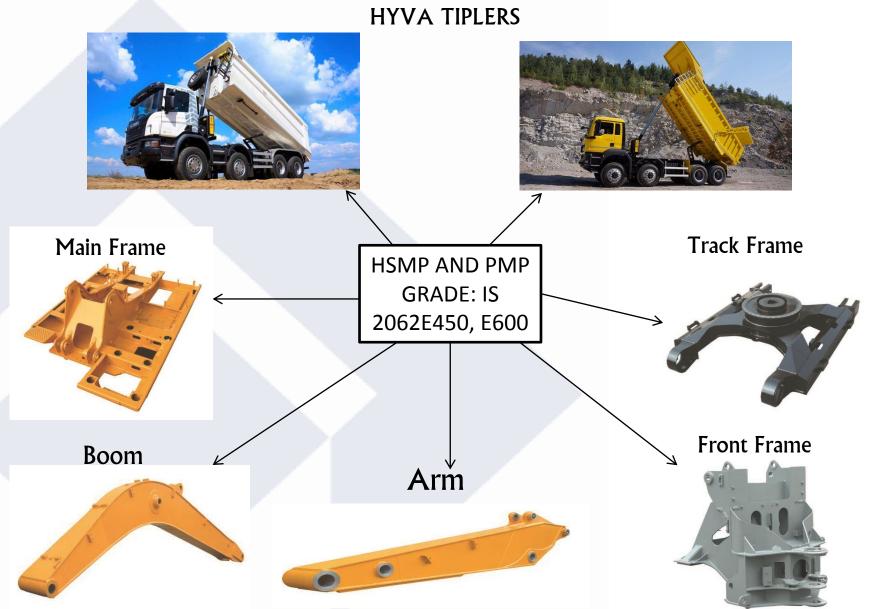
LINKE HOFMANN BUSCH (LHB) WHEELS: USAGE FOR RAILWAYS





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



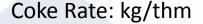


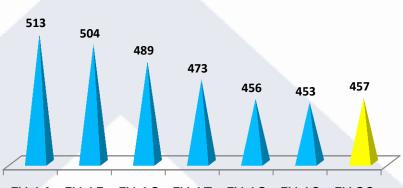
Dummy Axle Beam



TECHNO-ECONOMIC PARAMETERS







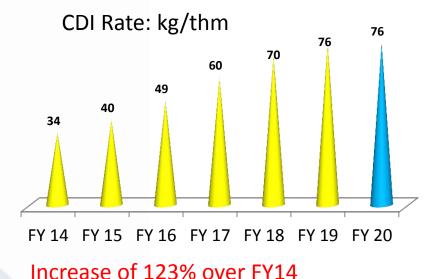
FY 14 FY 15 FY 16 FY 17 FY 18 FY 19 FY 20

Reduction of 11% over FY14

Specific Energy Consumption: GCal/tcs



Reduction of 2% over FY14



BF Productivity: T/m3/Day

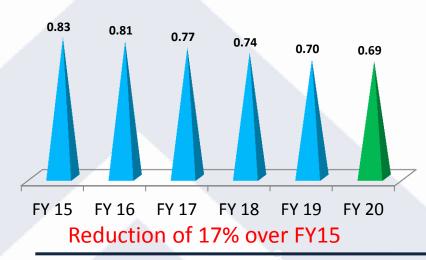


Improvement of 14% over FY14

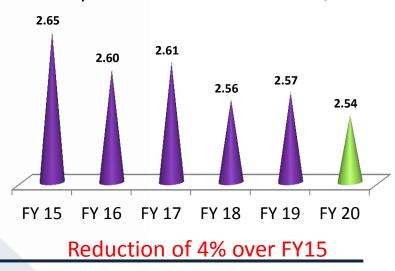
SUSTAINANCE PARAMETERS







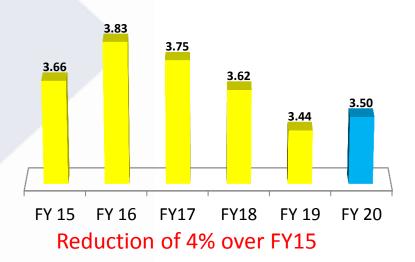
Specific CO2 Emission: m3/tcs



Solid Waste Utilisation (%)



Specific Water Consumption: m3/tcs



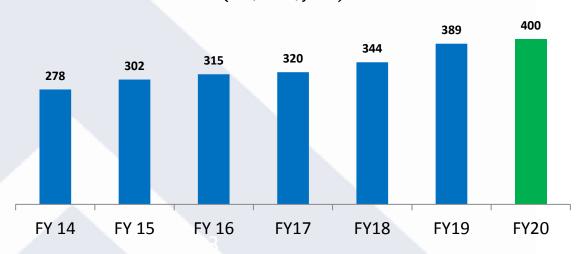
Increase of 4% over FY15

MANPOWER PERFORMANCE



LABOUR PRODUCTIVITY TREND

(tcs/man/year)



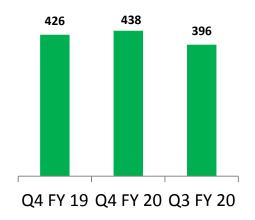
Improvement of 44% over FY14

MANPOWER

Total manpower as on 01.04.2020: **69379**

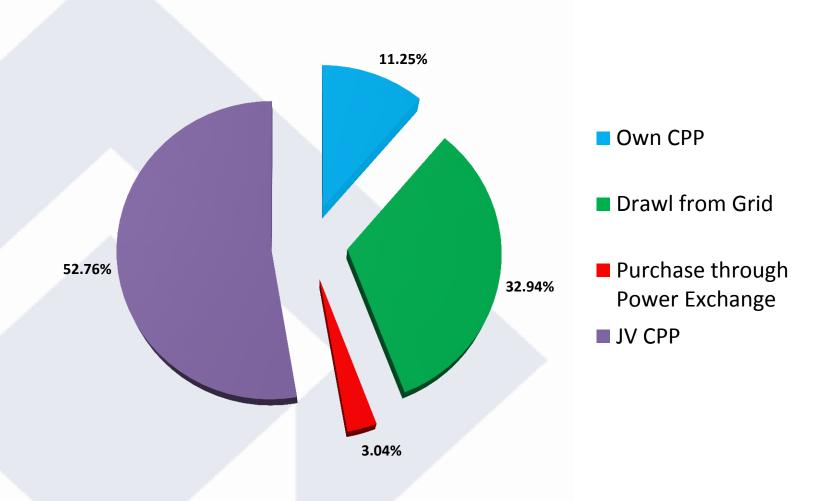
Reduction in 2019-20: 2960

VIS-À-VIS CPLY (tcs/man/year)



POWER CONSUMPTION – FY 20





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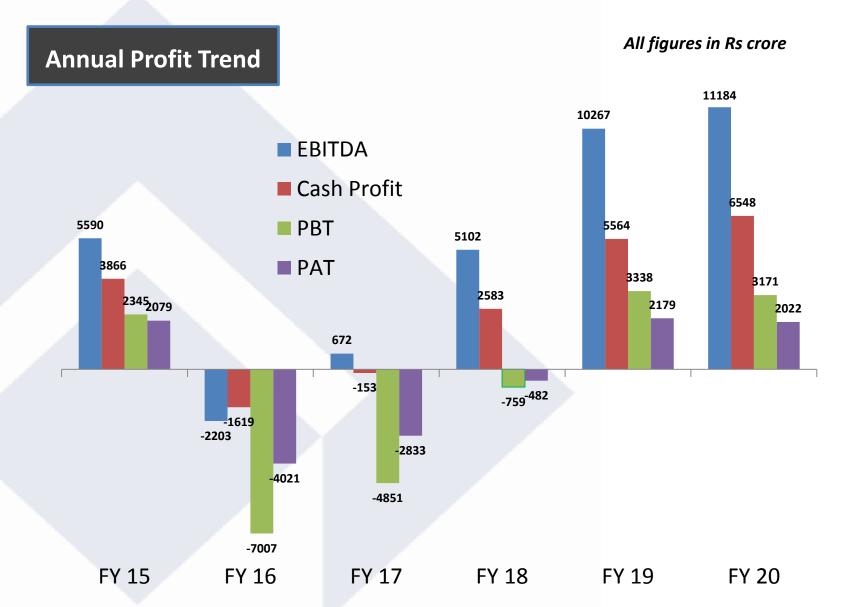


Financial Performance



Rs. Crore (INDAS Compliant figures)	FY20	FY19	Q3 FY 20	Q4 FY 20	Q4 FY 19
Sales	61025	66267	16405	16024	18323
EBITDA	11184	10267	1184	6917	2461
Depreciation	3755	3385	926	1055	890
Finance Cost	3487	3155	849	909	803
PBT Before Exceptional Items	3942	3727	-591	4953	767
Exceptional/Abnormal Items (VRS/Suspended Operations)	772	389	-	772	55
PBT After Exceptional Items	3171	3338	-591	4181	712
Тах	1149	1159	-162	1456	244
Profit After Tax	2022	2179	-430	2725	468

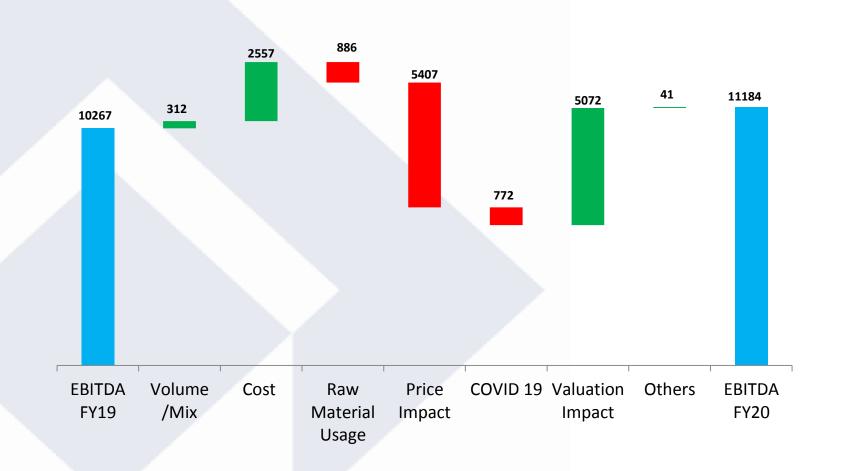








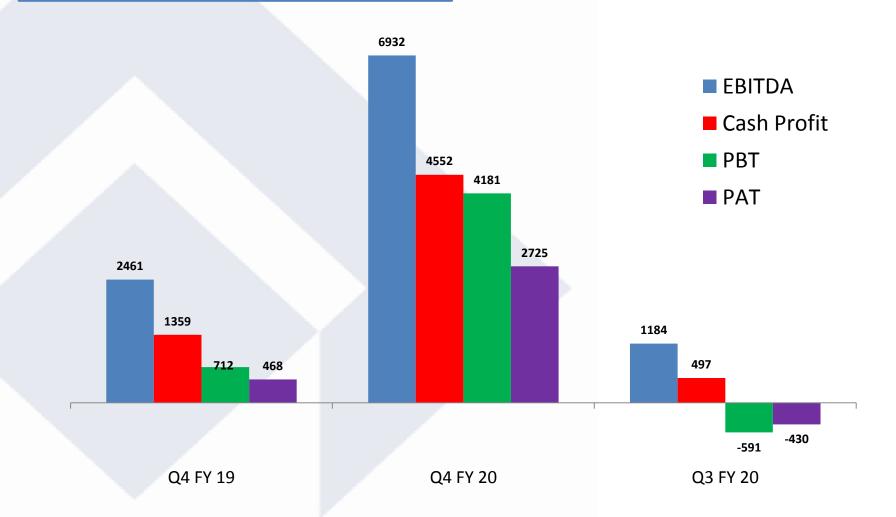
All figures in Rs crore





Quarterly Performance
Q4 FY 19 vs Q4 FY 20 vs Q3 FY 20

All figures in Rs crore



EBITDA Q3 Volume/Mix

FY 20

Raw

Material

Usage

Cost

Q3 FY 20

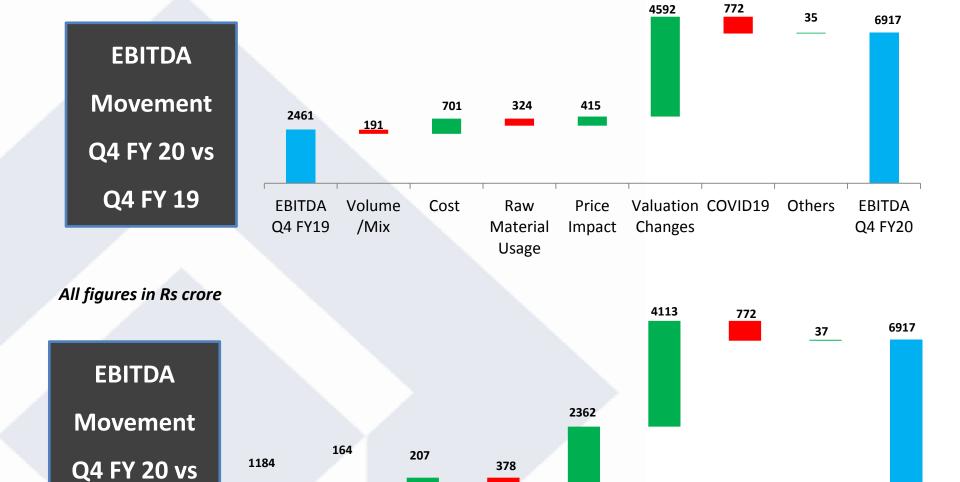


Others

COVID19

EBITDA Q4

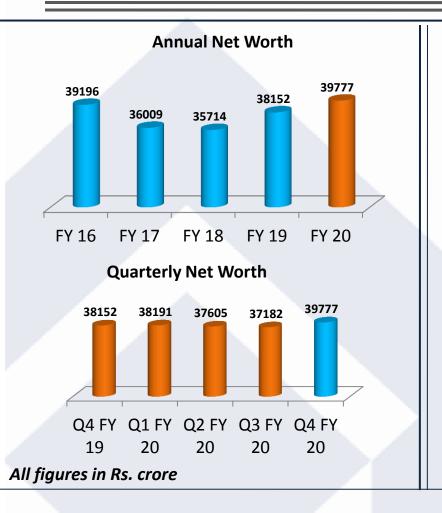
FY 20

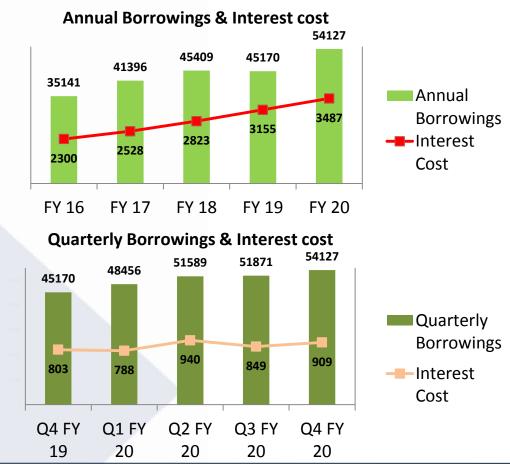


Price Impact Valuation

Impact







Debt Equity Ratio					
31/03/15	31/03/16	31/03/17	31/03/18	31/03/19	31/03/20
0.69	0.90	1.15	1.27	1.18	1.36

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Capacity

Building

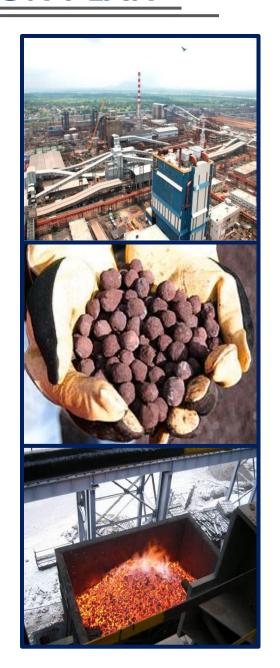


SAIL'S MODERNISATION & EXPANSION PLAN

Million Tonne	Actual Production 2019-20	Capacity After On-going Expansion
Crude Steel	16.155	21.4
Saleable Steel	15.083	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)



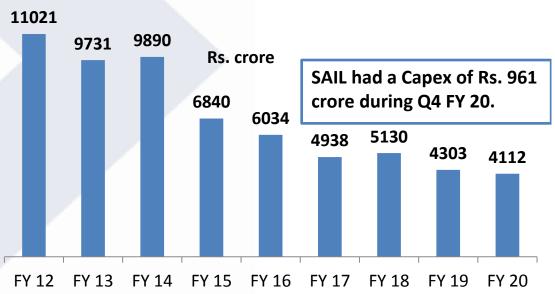
- 1 Expansion of existing capacity
- **2** Value-addition / Product-mix improvement
- **3** Technological up gradation / Modernization
- 4 Sustenance including de-bottlenecking, AMR & Environment
- **5** Total Estimated Cost

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 FY20 was Rs.4000

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



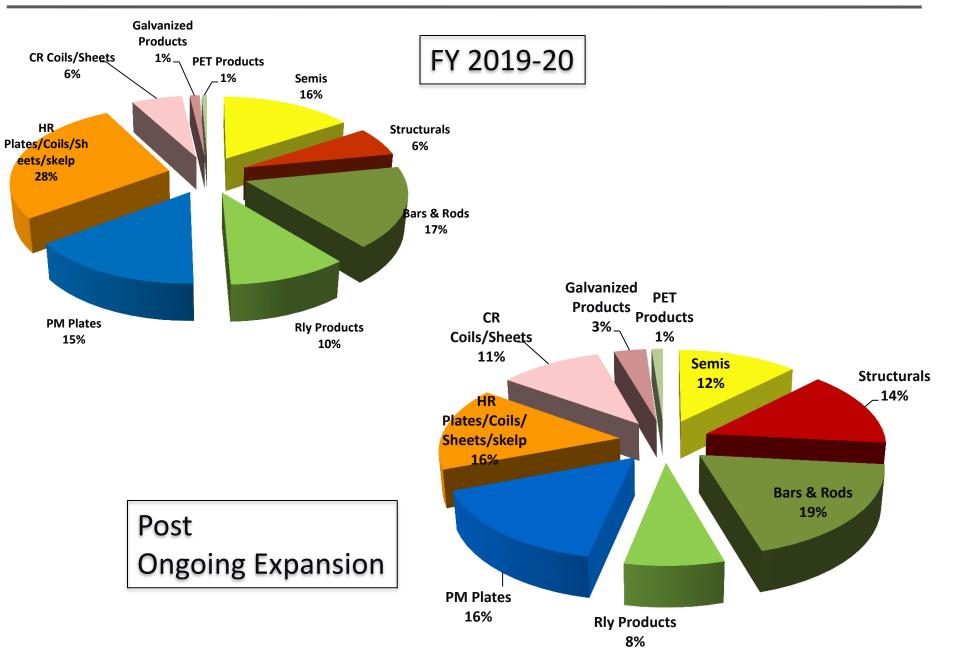
CAPACITY AFTER EXPANSION

Plant	Hot Metal (MTPA)		Crude Steel (MTPA)		Saleable Steel (MTPA)	
riant	2019-20	After Expansion	2019-20	After Expansion	2019-20	After Expansion
BSP	4.82	7.5	4.50	7.0	3.98	6.6
DSP	2.40	2.5	2.19	2.2	2.08	2.1
RSP	3.63	4.5	3.51	4.2	3.21	4.0
BSL	4.09	5.8	3.67	4.6	3.39	4.2
ISP	2.51	2.9	2.08	2.5	2.09	2.4
VISL	0.00	0.3	0.00	0.2	0.01	0.2
ASP	-		0.10	0.5	0.10	0.4
SSP	-	-	0.11	0.2	0.23	0.3
TOTAL	17.44	23.5	16.16	21.4	15.08	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	2019-20 (Actual)	After Expansion
Crude Steel	0.11	0.18
Saleable Steel	0.23	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	2019-20 (Actual)	After Expansion
Crude Steel	2.08	2.50
Saleable Steel	2.09	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	2019-20 (Actual)	After Expansion
Crude Steel	3.67	4.61
Saleable Steel	3.39	4.18

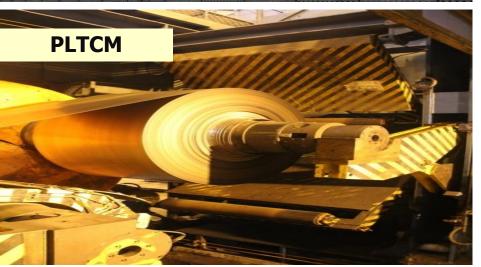


Current Progress of Expansion at Bokaro Steel Plant















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

Production (MTPA):

ltem	2019-20 (Actual)	After Expansion
Crude Steel	4.50	7.0
Saleable Steel	3.98	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	2019-20 (Actual)	After Expansion
Crude Steel	3.51	4.20
Saleable Steel	3.21	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:

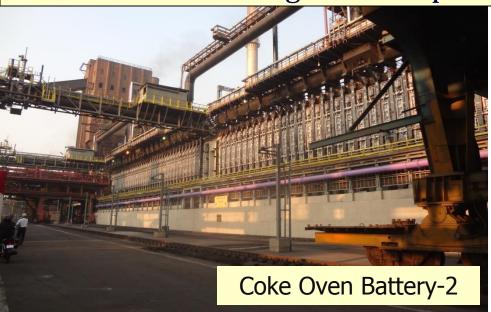
- Rebuilding of Coke Oven Battery no-2
- New Ladle Furnace (125T)
- Coke Sorting & Coal Handling Plant
- New Dolomite Plant (300tpd)
- Bloom-cum-Round Caster 1X4 (0.75 Mtpa)
- New Medium Structural Mill (1.0 Mtpa)

Production (MTPA):

ltem	2019-20 (Actual)	After Expansion
Crude Steel	2.19	2.20
Saleable Steel	2.07	2.12

Current Progress of Expansion at Durgapur Steel Plant











RAW MATERIALS



Year	Hot Metal (mtpa)	Iron Ore Consumption (mtpa)	Linkages of Iron Ore
2019-20	17.438	28.88	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 developed at Rowghat, Chiria and Taldih

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 only Durgaiburu Lease.
New Pellet Plants	New	7.00	**Depleted resources and quality constraints • 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 1st 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
2019-20	17.438	15.193	 Import Component – 90.5% Over 70% of imported coal is sourced from Australia. Indigenous: 9.5% 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.
Post Expansion	23.46	19.5	 Long term / Quarterly contracts cover 95% of Import requirements Tasra captive coal mine being developed to produce 4 mtpa of ROM (1.8 mtpa washed coal) 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	TATA STEEL	 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. 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	TRITES THE INFRASTRUCTURE PEOPLE	 SAIL RITES Bengal Wagon Industry Pvt. Ltd. – A Joint Venture Company has been formed with M/s RITES for setting up Wagon Manufacturing Factory 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			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
	Ci Li	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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