

**STEEL AUTHORITY**

**OF INDIA LIMITED**

**PERFORMANCE**

**HIGHLIGHTS**

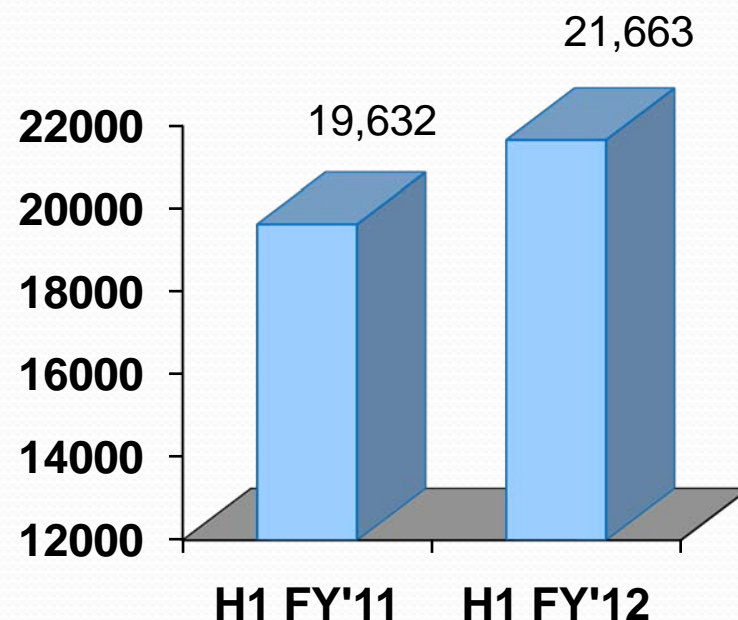
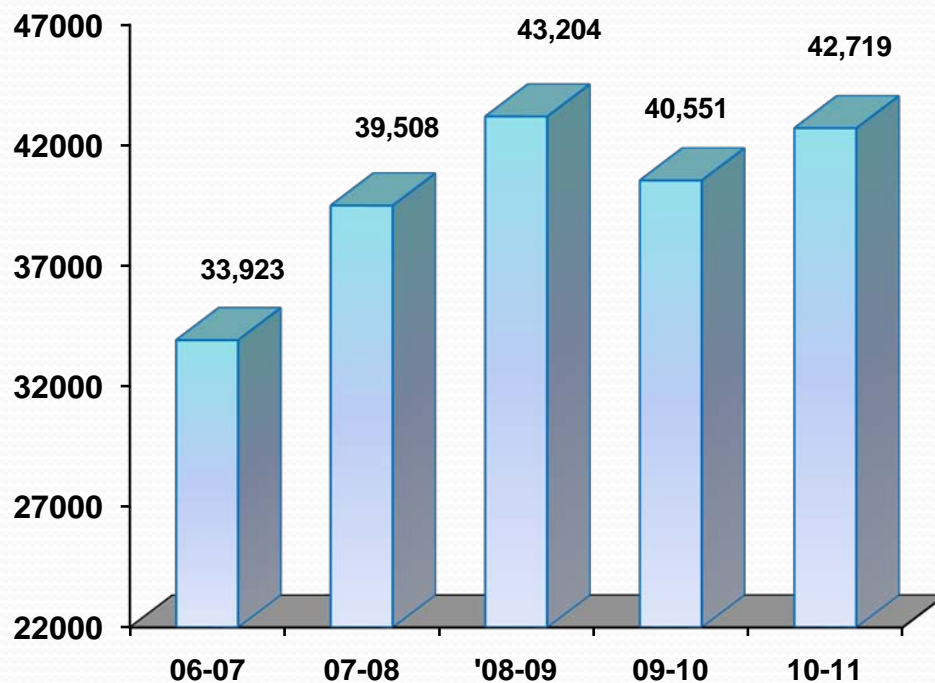
**HI FY12 & Q2 FY12**

# Contents

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

# Net Sales

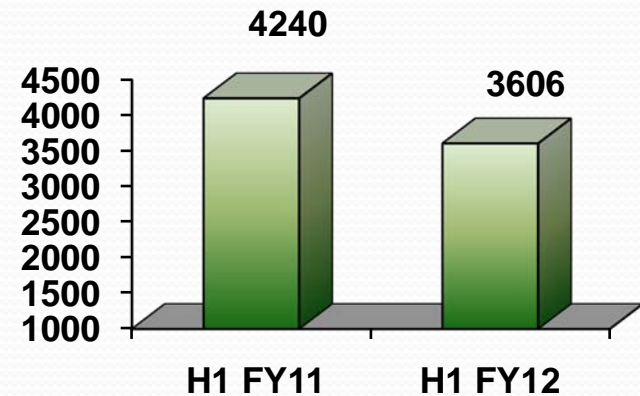
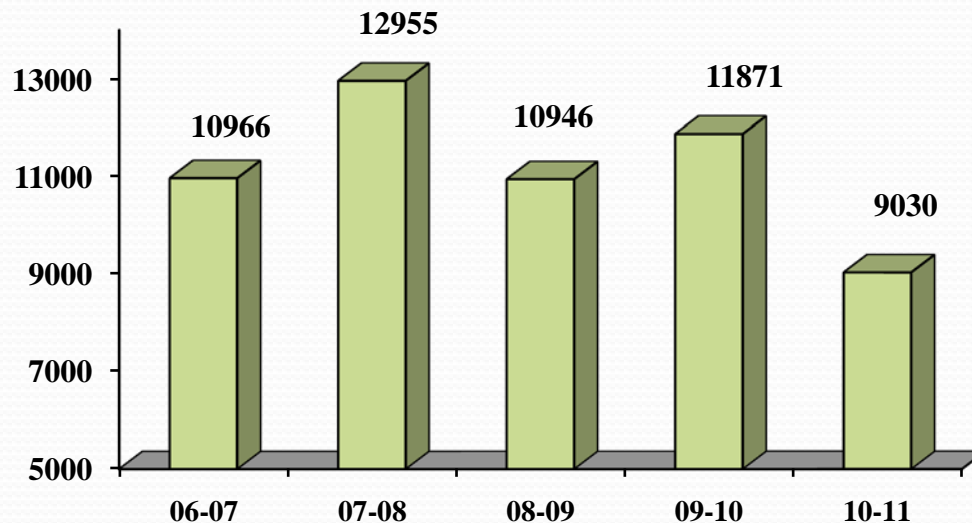
Unit : Rs Crore



H1 FY11 Net sales excludes Sales of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13<sup>th</sup> July 2011.

# Earning Before Interest Depreciation & Tax\*

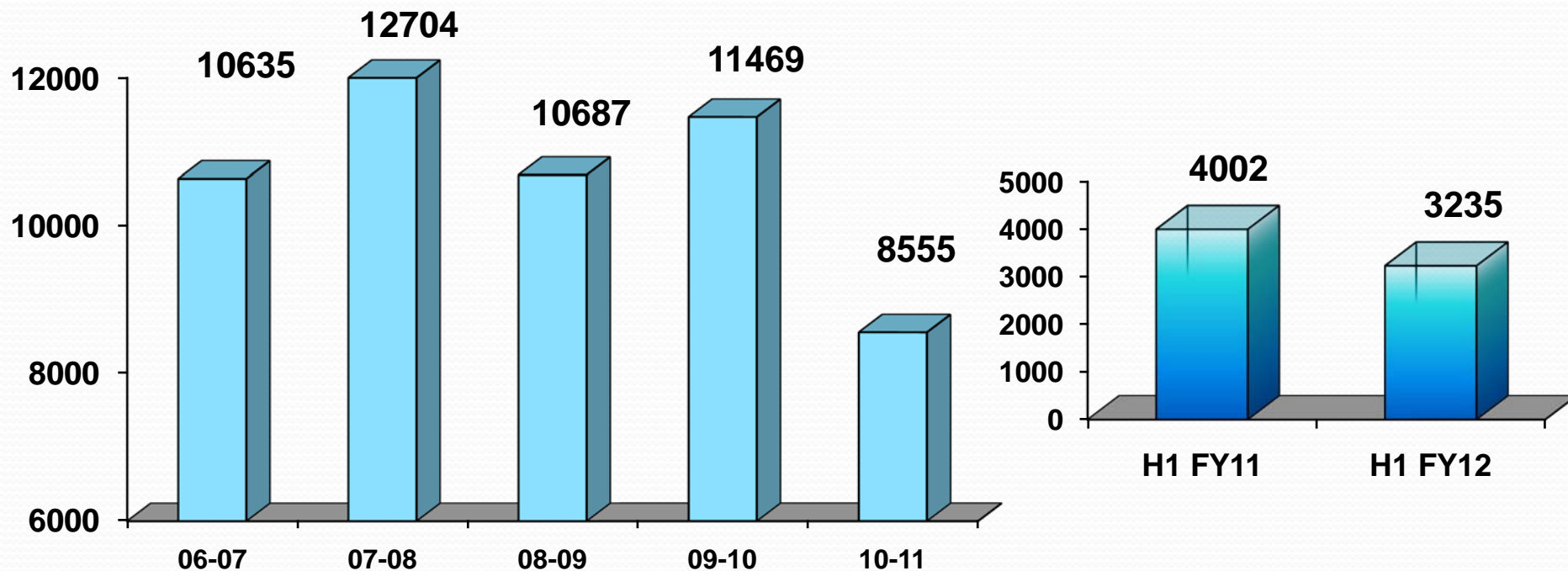
Unit : Rs Crore



\*EBIDTA for 2010-11, H1FY11 and H1FY12 is before adjustment of exceptional item of Rs. 125 crore (gain), Rs.59 crore (gain) and Rs.520 crore (loss) respectively.

# Cash Profits\*

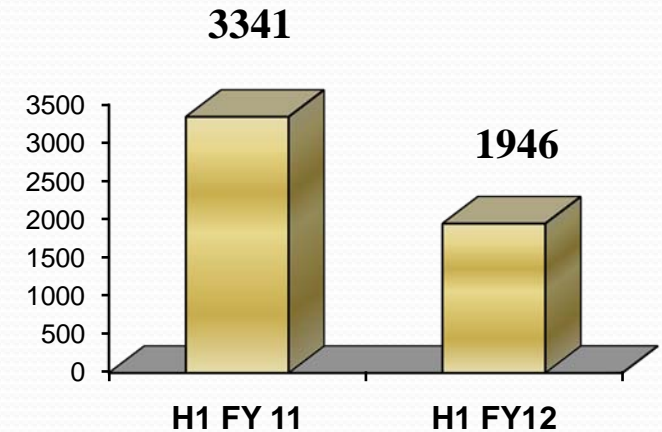
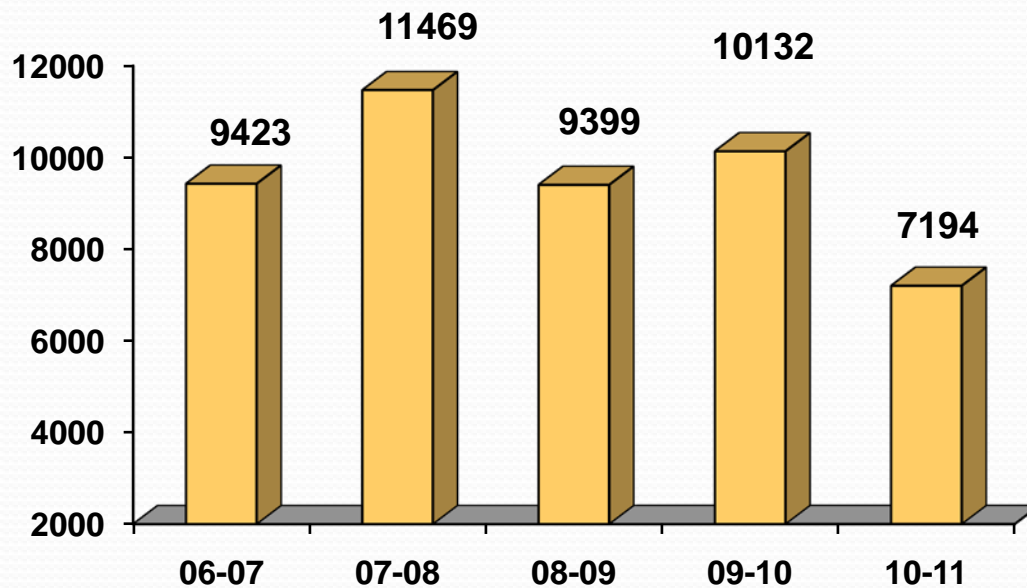
Unit : Rs Crore



\*Cash Profits for 2010-11, H1FY11 and H1FY12 are before adjustment of exceptional item of Rs. 125 crore (gain), Rs.59 crore (gain) and Rs.520 crore (loss) respectively.

# Profit Before Tax

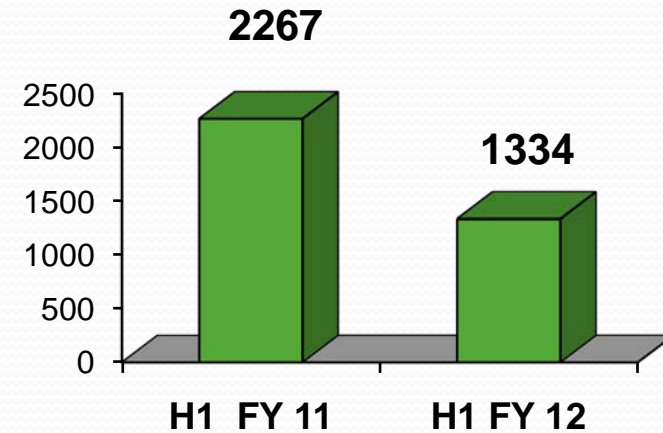
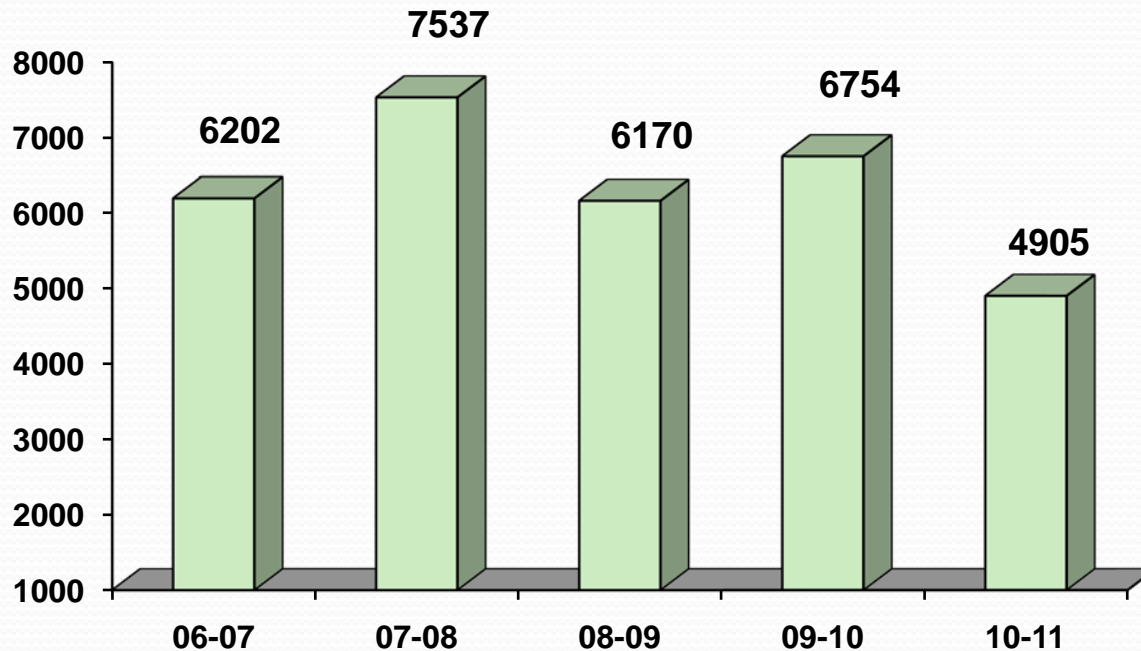
Unit : Rs Crore



H1 FY11 PBT excludes profit of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13<sup>th</sup> July 2011.

# Profit After Tax

Unit : Rs Crore

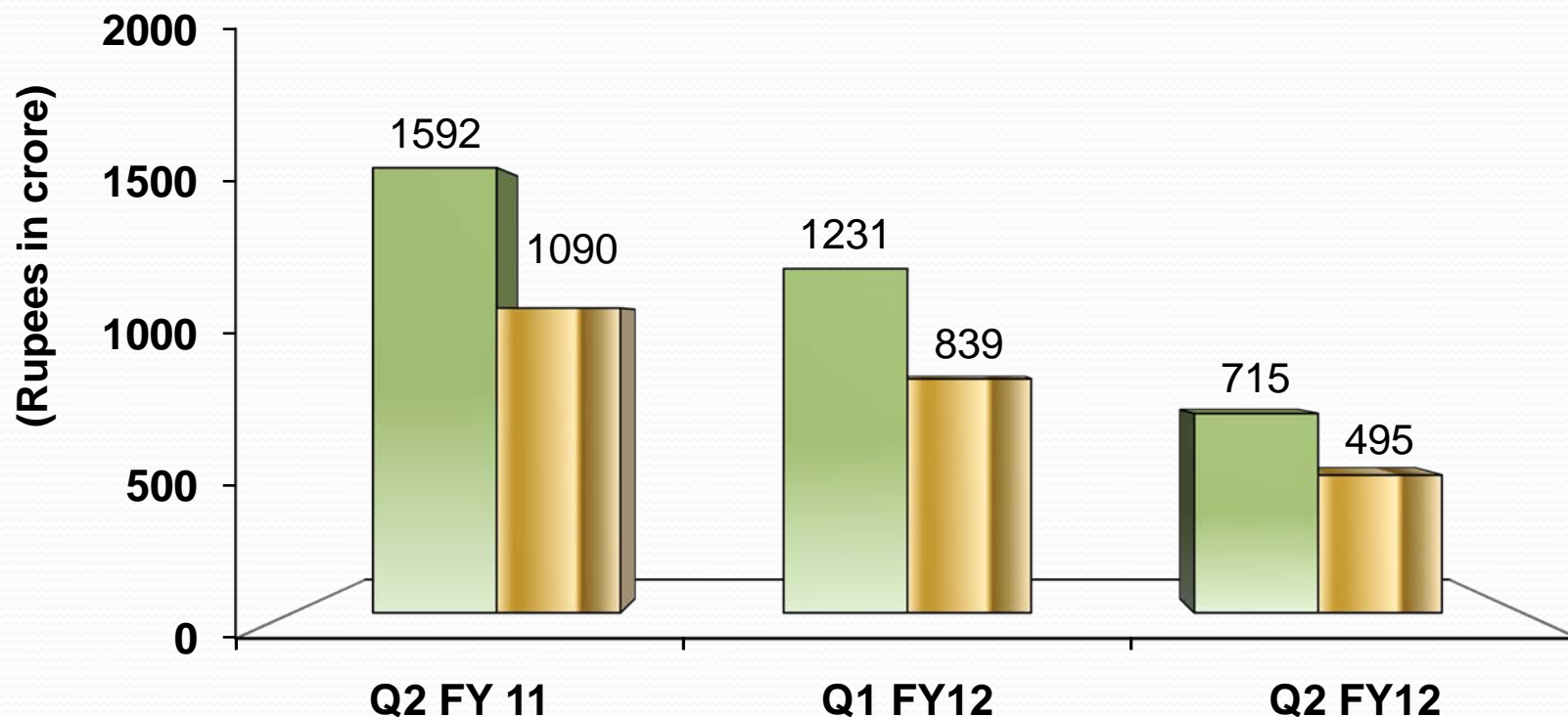


H1 FY11 PAT excludes profit of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13<sup>th</sup> July 2011.

# Quarter-wise Profit

PBT

PAT

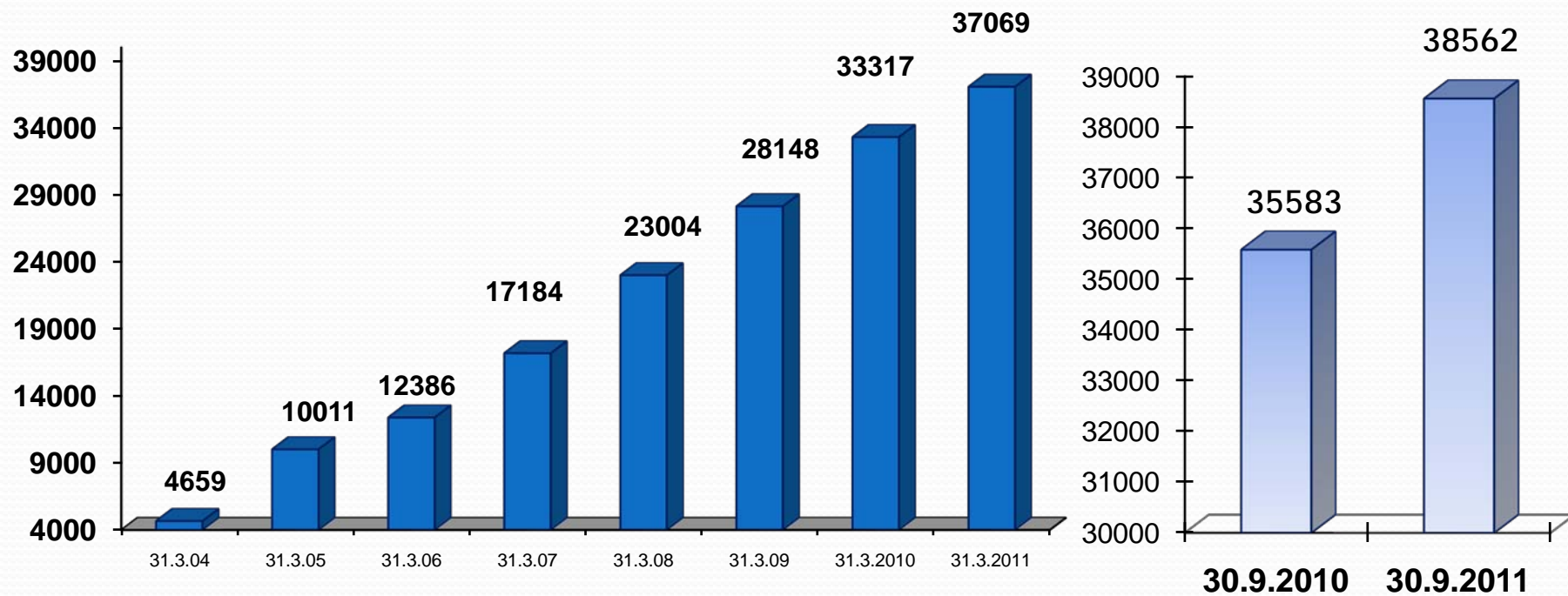


Q1 FY12 PBT and PAT includes profit of Chandrapur Ferro Alloy Plant i.e erstwhile Maharashtra Electros melt Limited of Rs. 1.32 crore and Rs. 1.03 crore respectively, since merged with SAIL w.e.f. 13<sup>th</sup> July 2011.



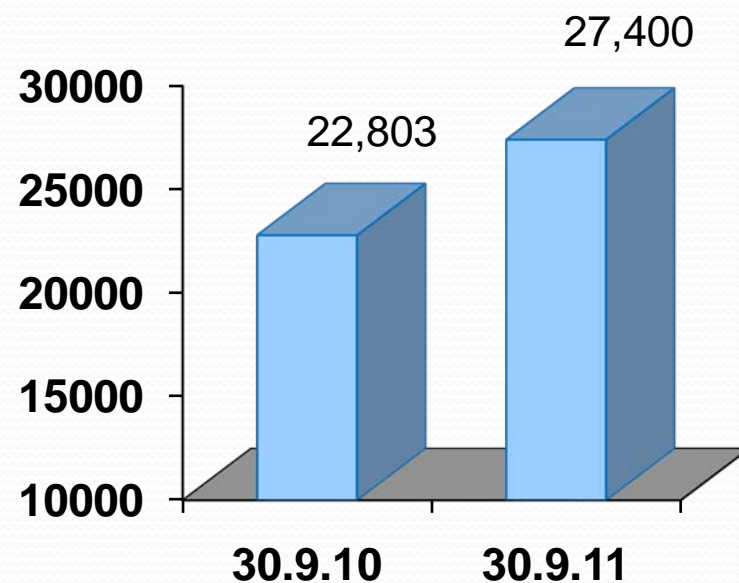
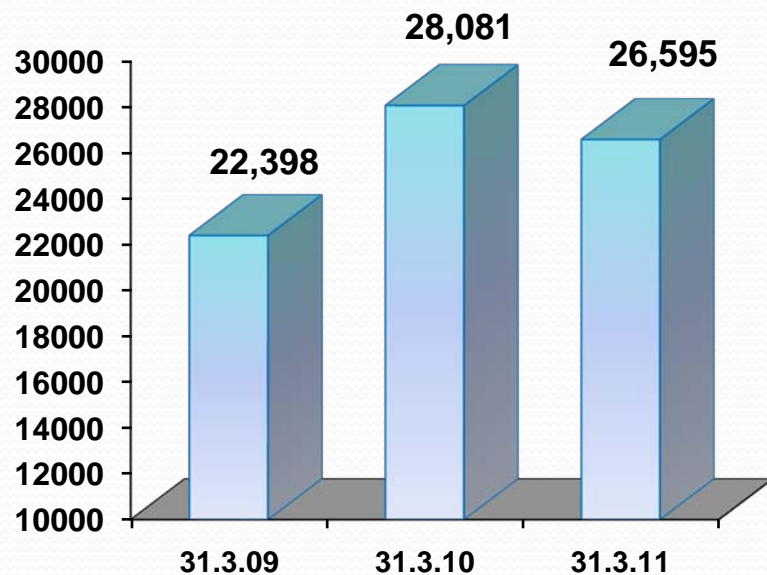
# Net Worth

Unit : Rs Crore



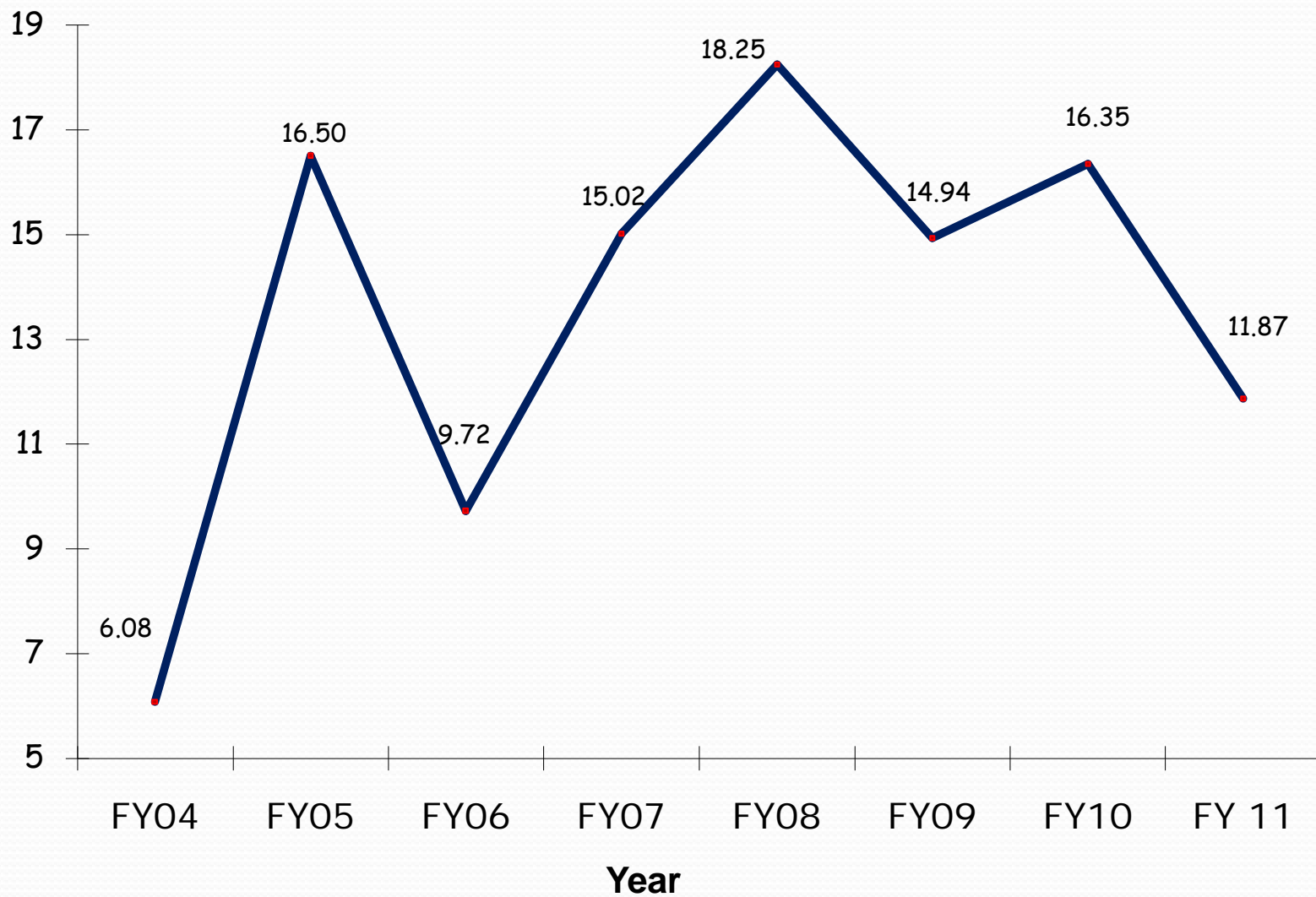
# Working Capital

Unit : Rs Crore



# Earning per Share

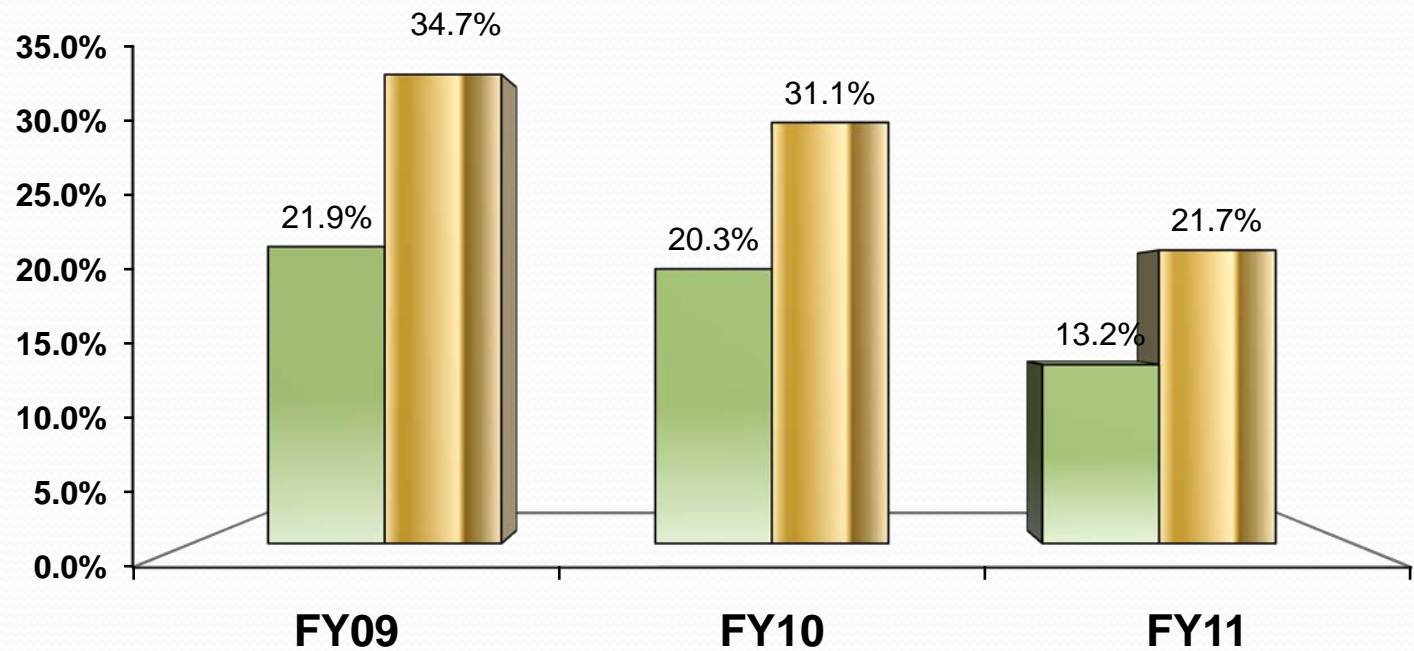
Amount in Rupees



# RoE/RoCE

ROE

ROCE



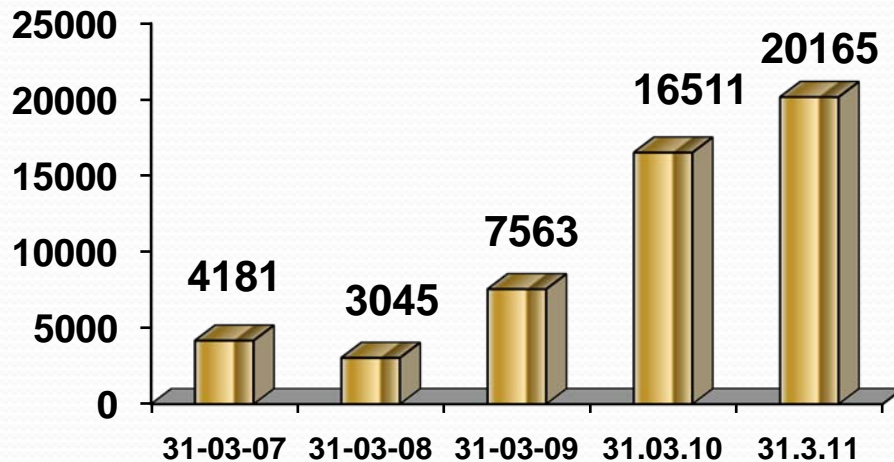
RoE: Return (PAT) on Equity /Net-worth

RoCE: Return (EBIDTA) / Average Capital Employed

# Borrowings

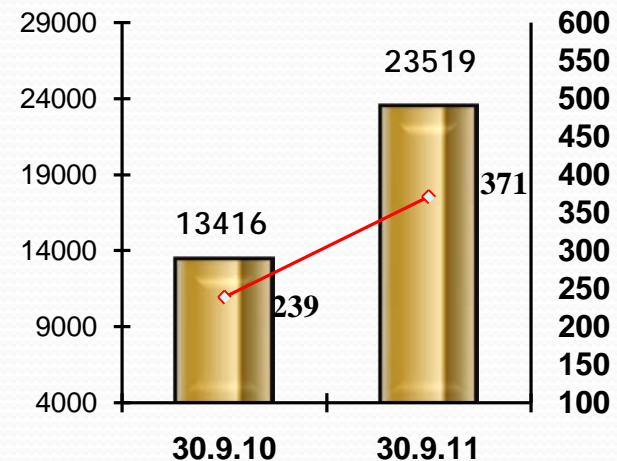
Unit : Rs Crore

## Outstanding Borrowing



Borrowings

■ Borrowings as on date  
 ◇ Interest Cost H1



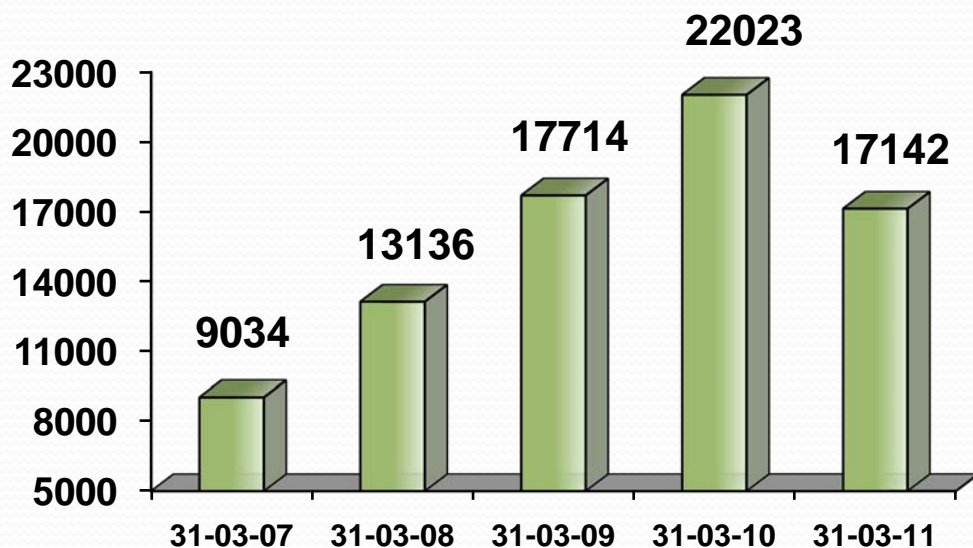
➤ The ongoing capex is being financed through debt-equity ratio of 1:1

Year	31-03-2010	30-06-2010	30-09-2010	31-12-2010	31-03-2011	30.6.2011	30-09-2011
D/E Ratio	0.50	0.52	0.38	0.39	0.54	0.56	0.61

# Investments

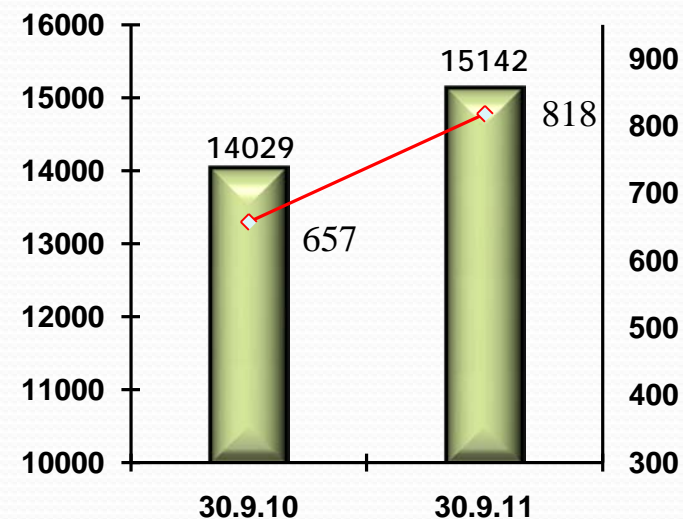
Unit : Rs Crore

## Outstanding Investments



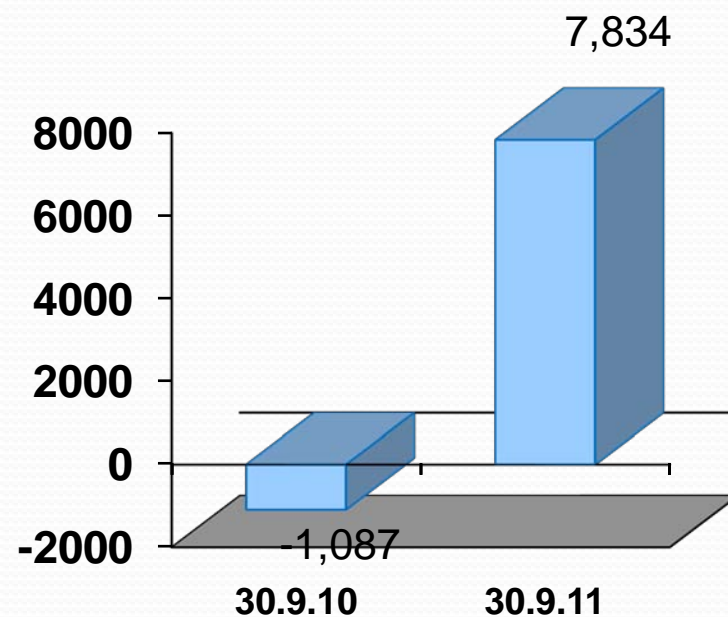
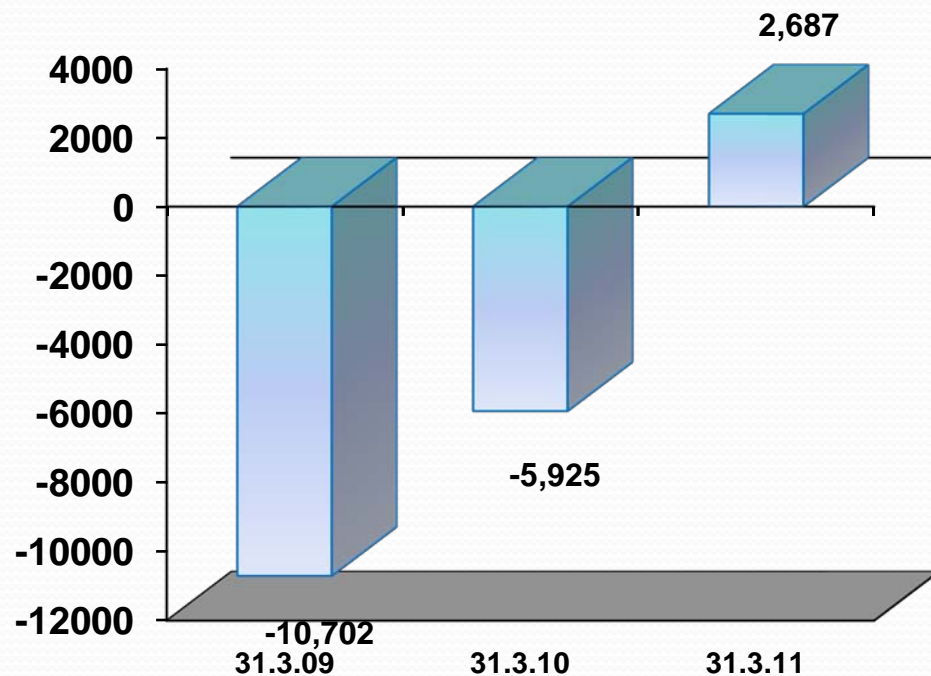
Short Term Investment in Banks

Investments as on date  
Interest Earned

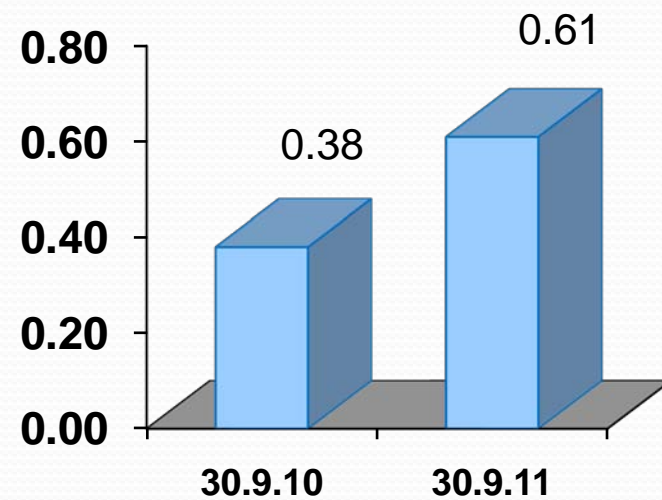
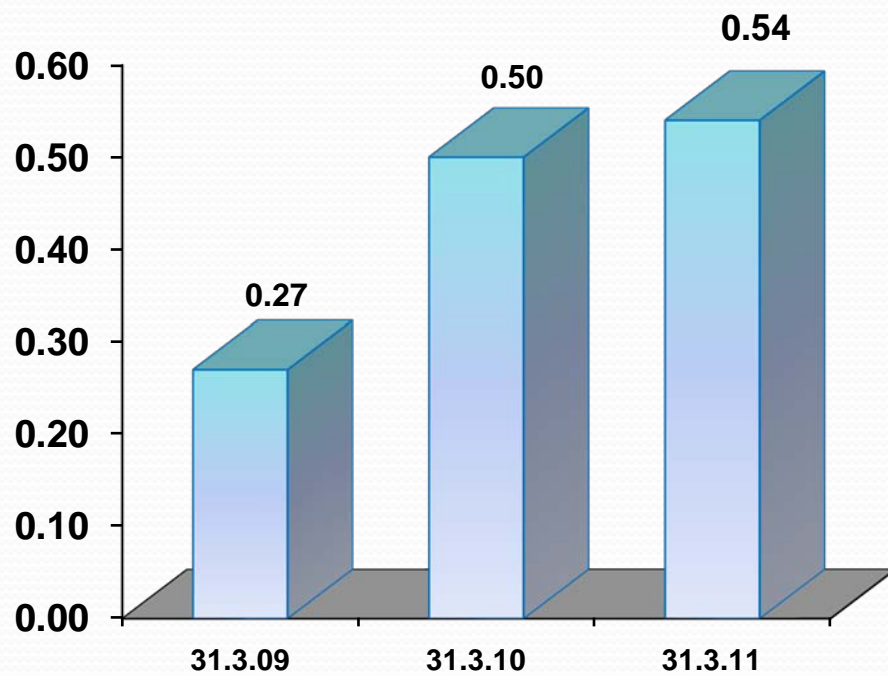


# Net Debt

Unit : Rs Crore



# Debt : Equity





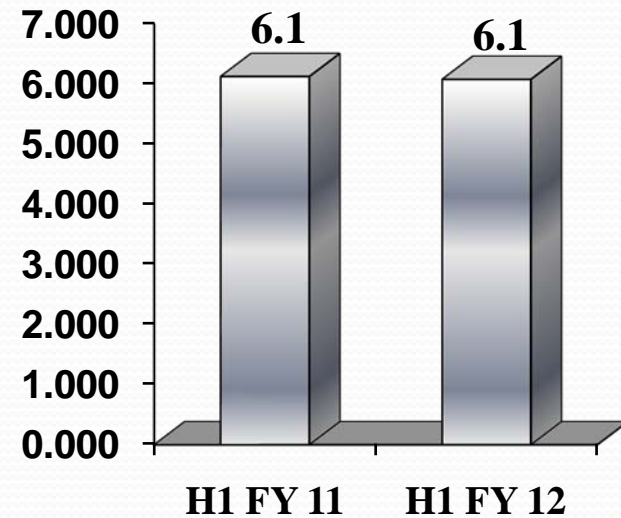
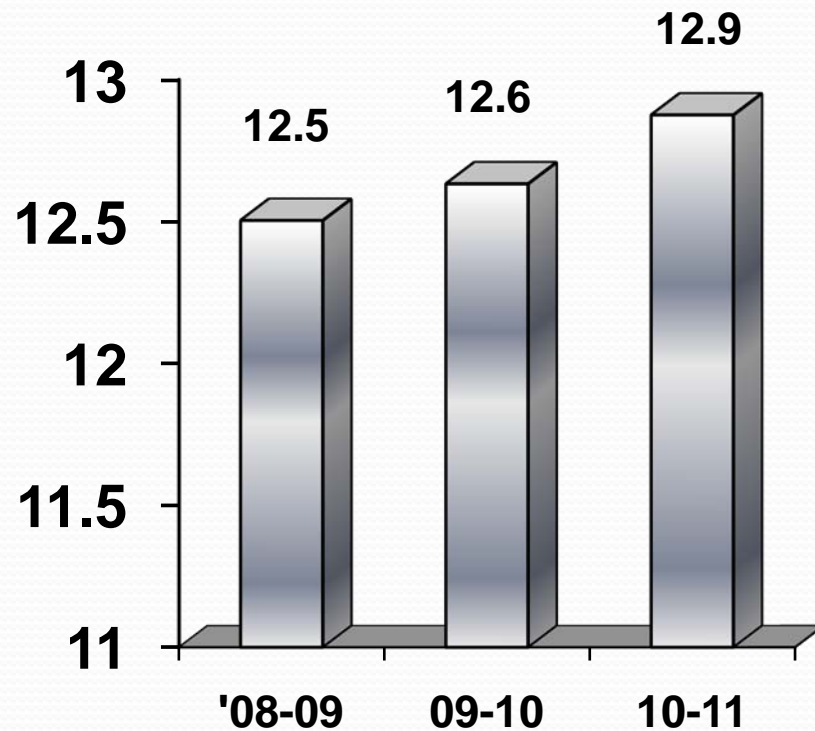
## Performance Highlights – H1FY 12

- ✓ Hot Metal production of 6.9 million tonne.
- ✓ Crude Steel production of 6.6 million tonne.  
Average Capacity utilisation: 102%
- ✓ Saleable Steel production of 6.1 million tonne.  
Average Capacity utilisation: 110%
- ✓ Production through Continuous Concast route  
4.6 million tonne. Constitutes 70% of crude steel.

# Saleable Steel Production

**Including Special Steels Plants**

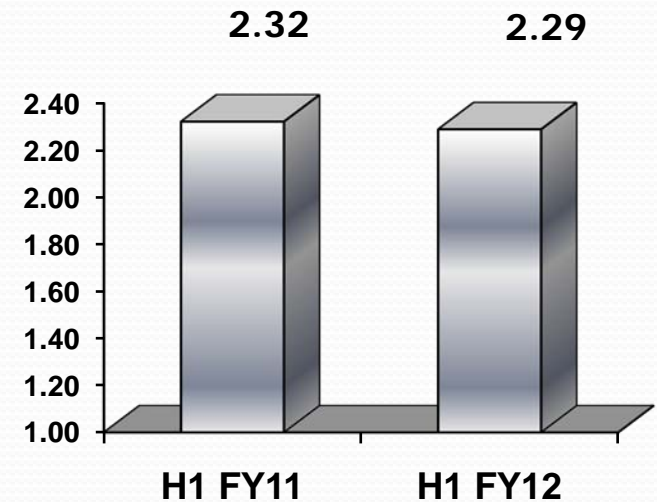
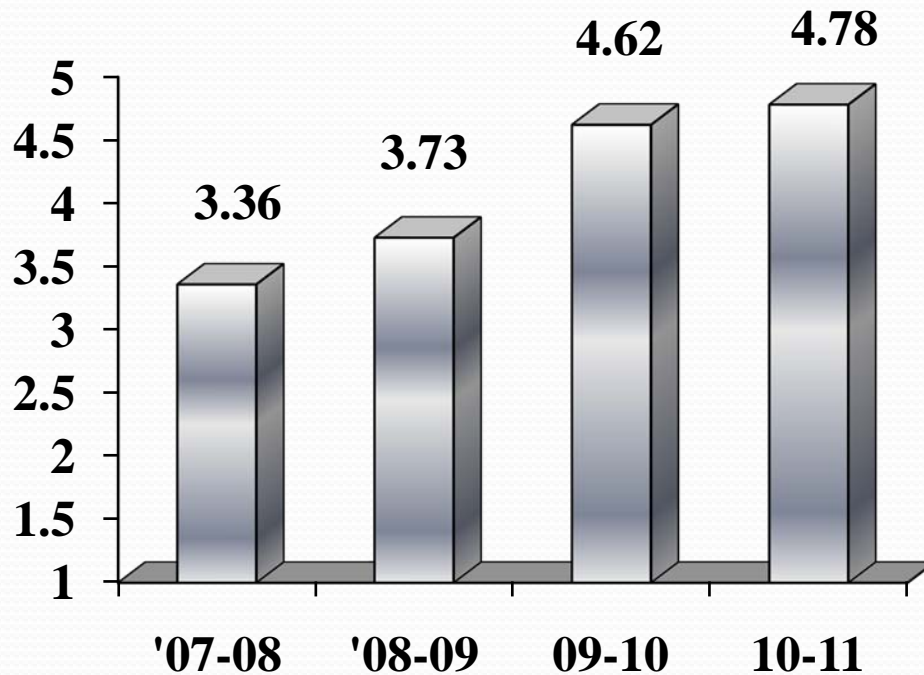
in Million Tonne



# Special Steel Production

(in Million Tonne)

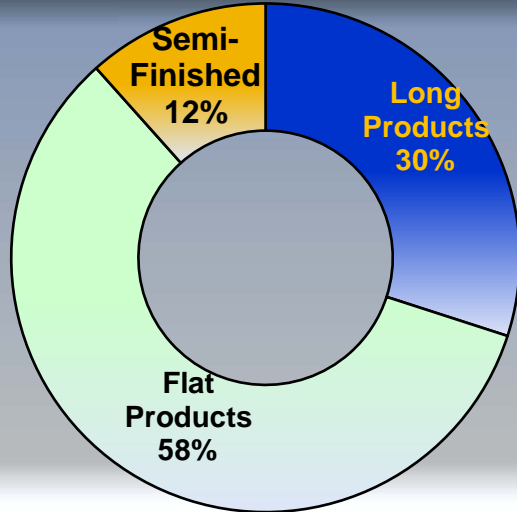
Production of Value added products of 5 ISPs



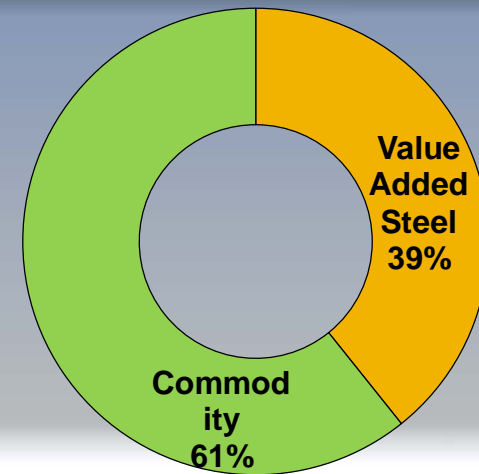
**Special Steel Production constitutes 39% of Total Production.**

# Production by Process and Sales Mix: H1FY12

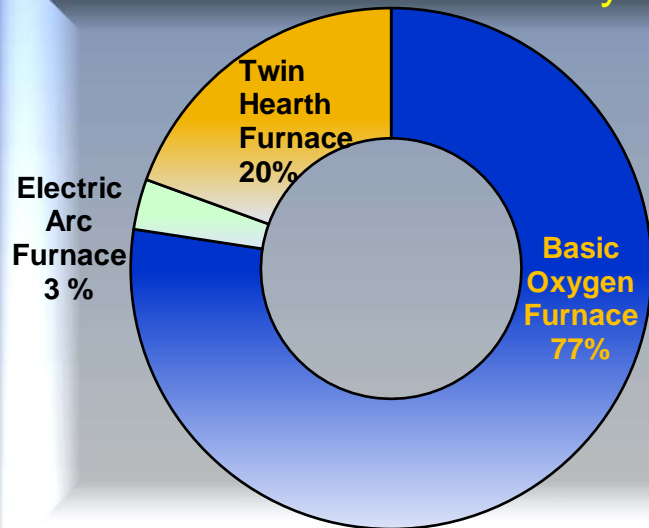
## Sales of Saleable Steel



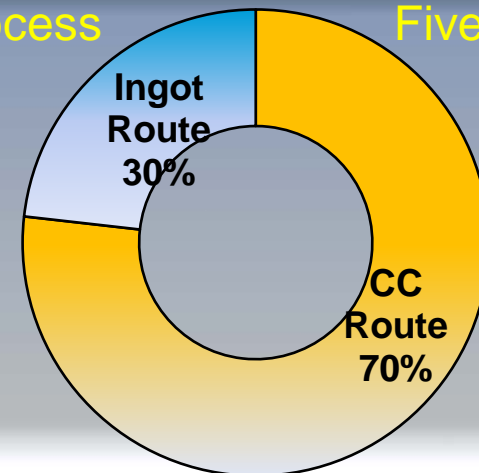
## Production of Value Added Steel



## Crude Steel Production by Process



## Saleable Steel Production by Process Five Plants

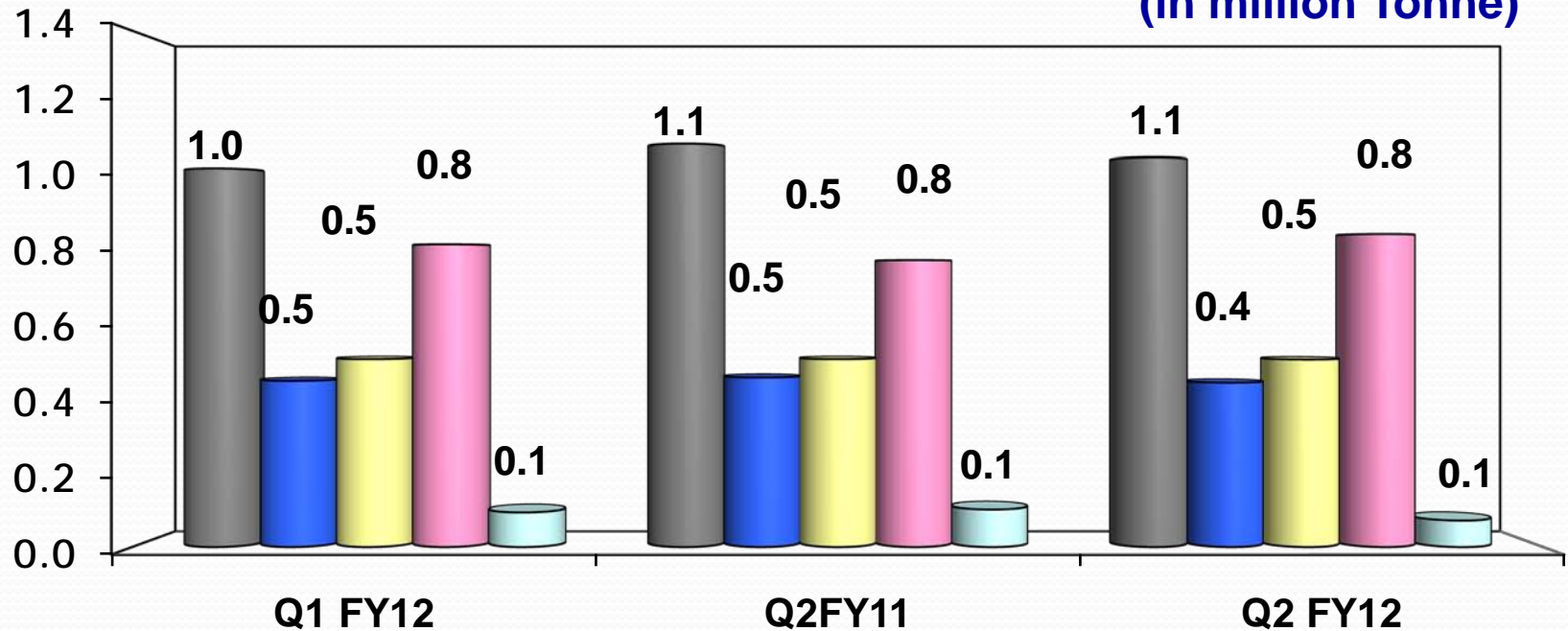


# Saleable Steel Production

## Five Integrated Steel Plants

Plant-Wise, Quarter-Wise

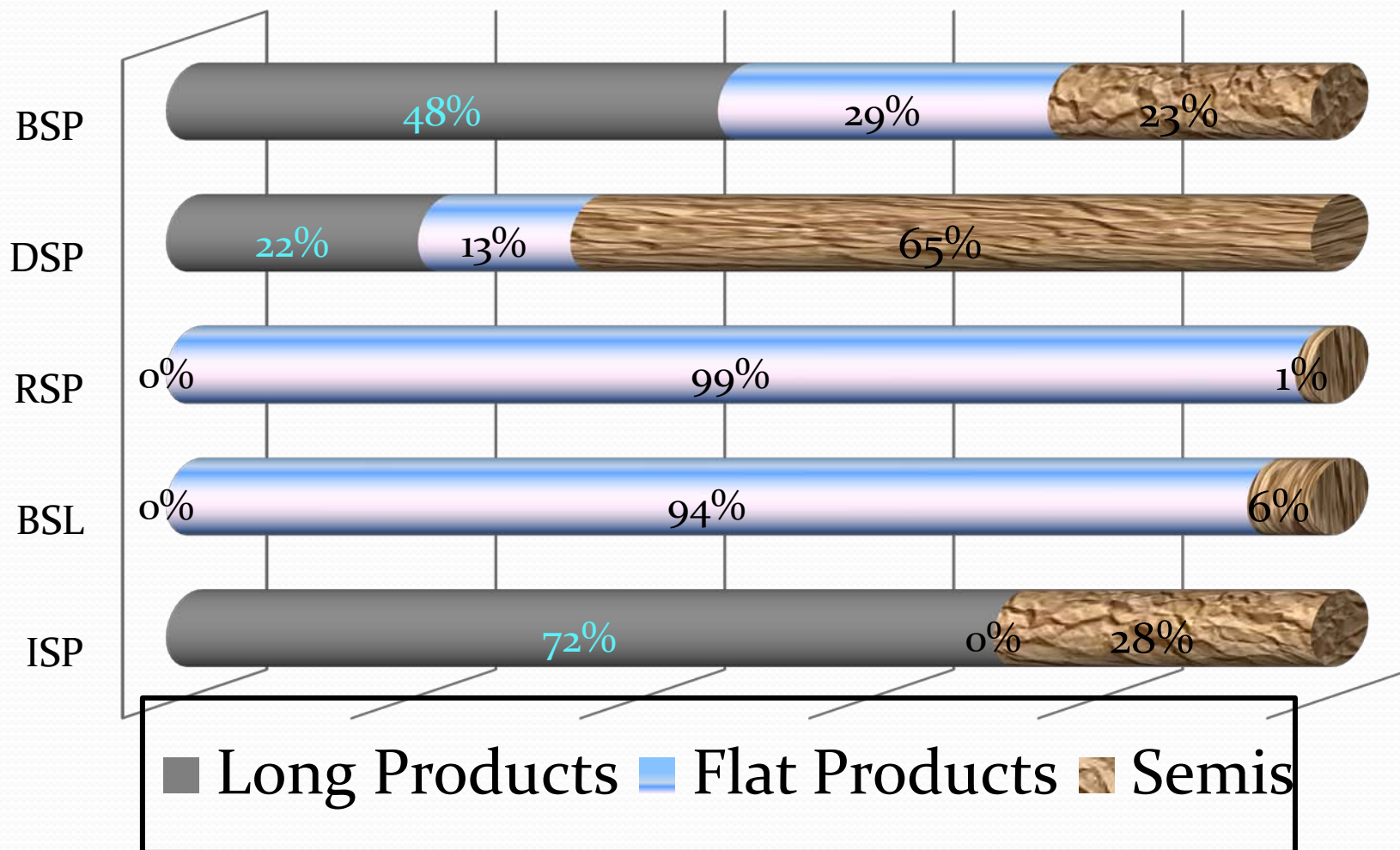
(in million Tonne)



■ BSP ■ DSP ■ RSP ■ BSL ■ ISP

# Product Mix: Production Five Integrated Steel Plants : H1FY12

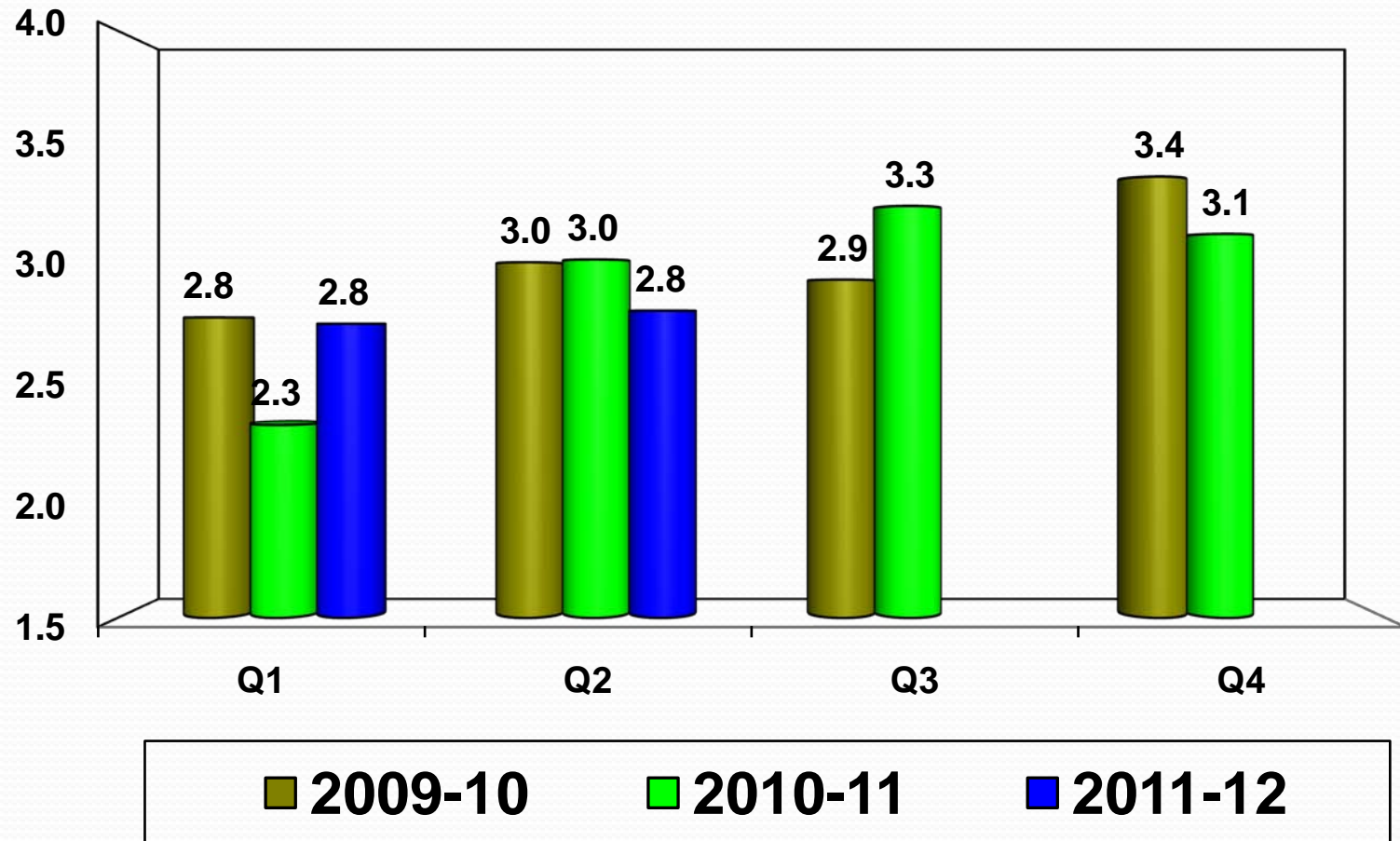
In percentage



# Saleable Steel Sales Volume

Including Special Steel Plants

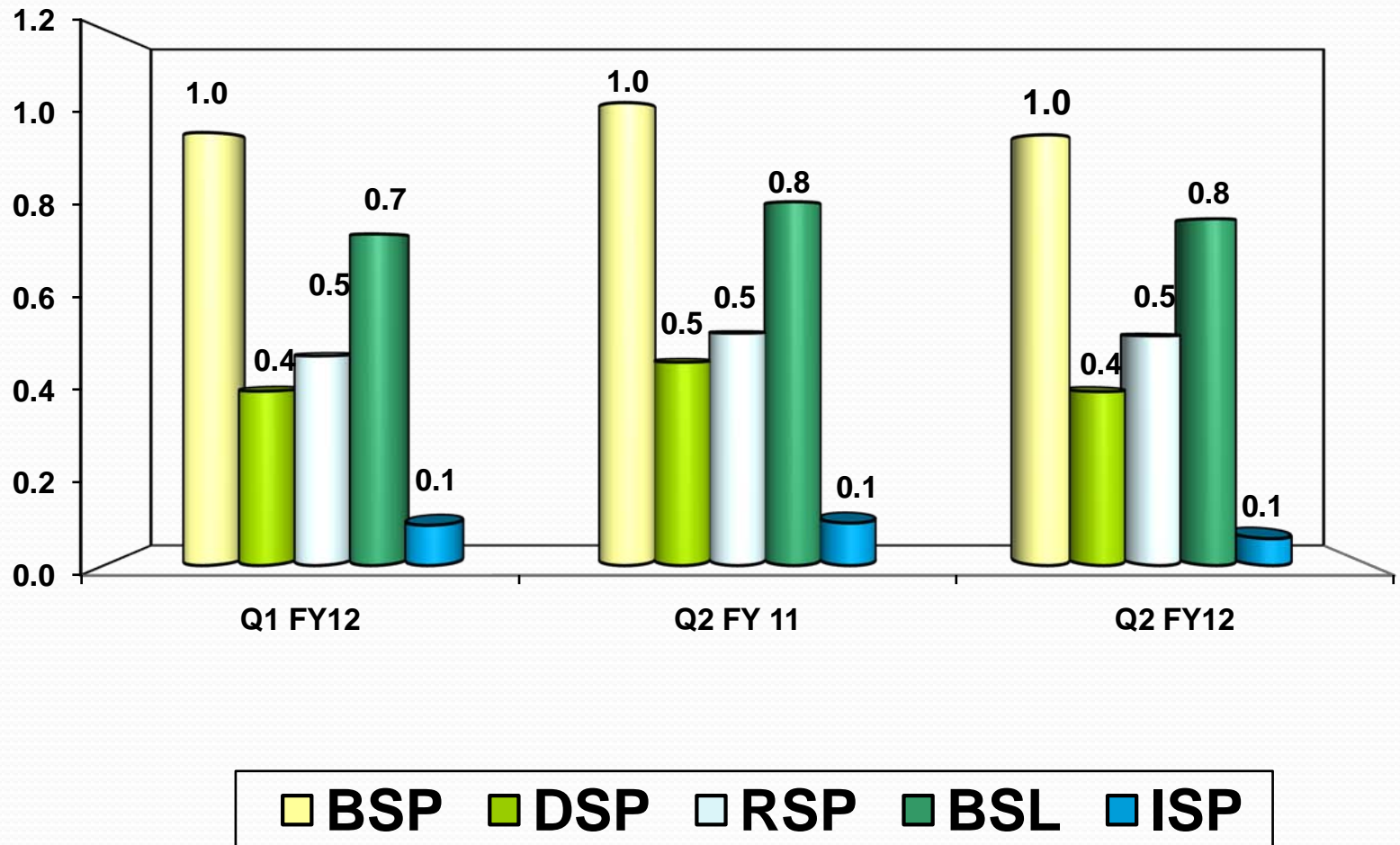
(In Million Tonne)



# Saleable Steel Sales Volume

(In million tonne)

Plant-wise -Five Integrated Steel Plants

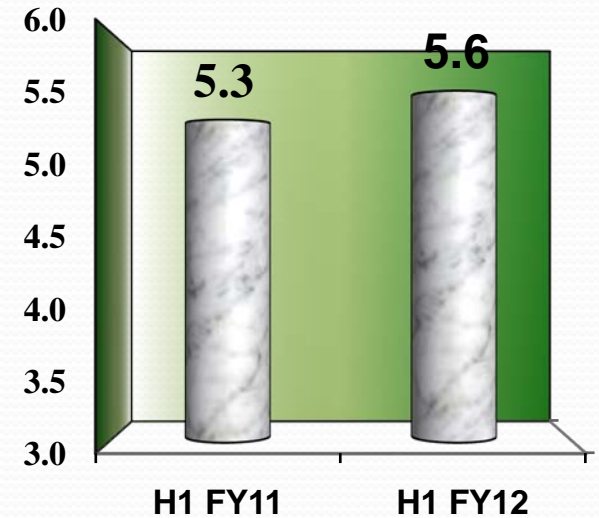
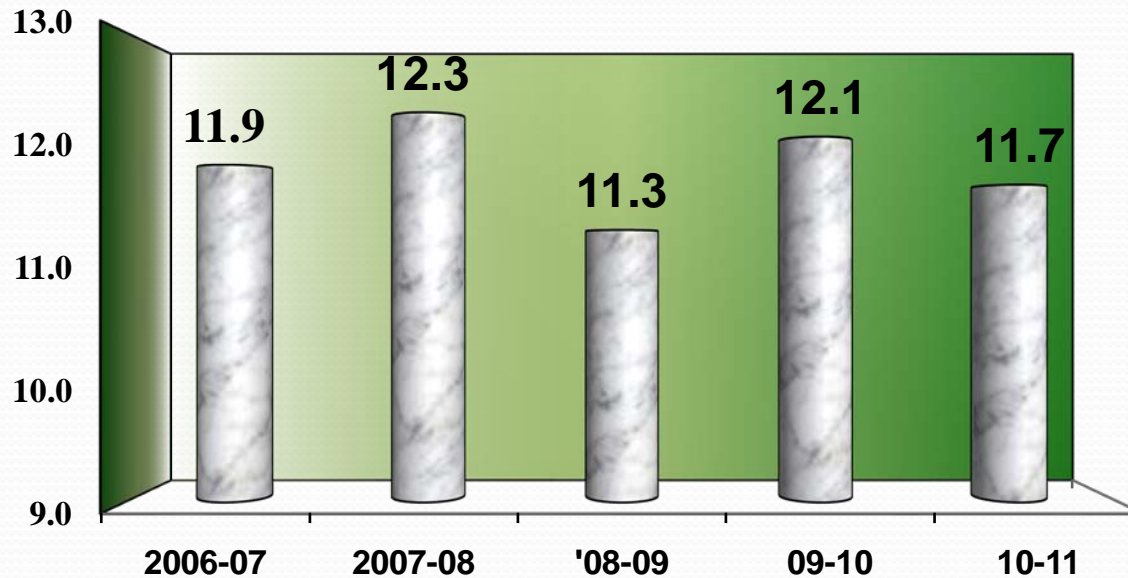




# Saleable Steel Sales Volume

## Including Special Steel Plants

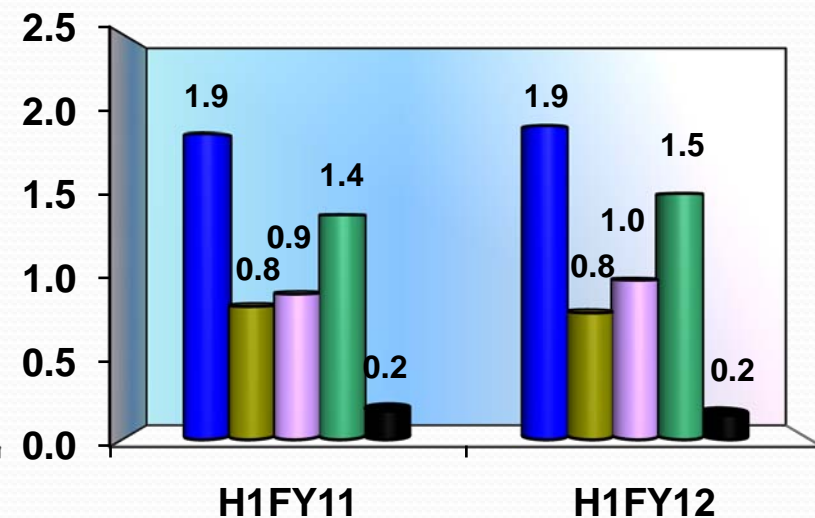
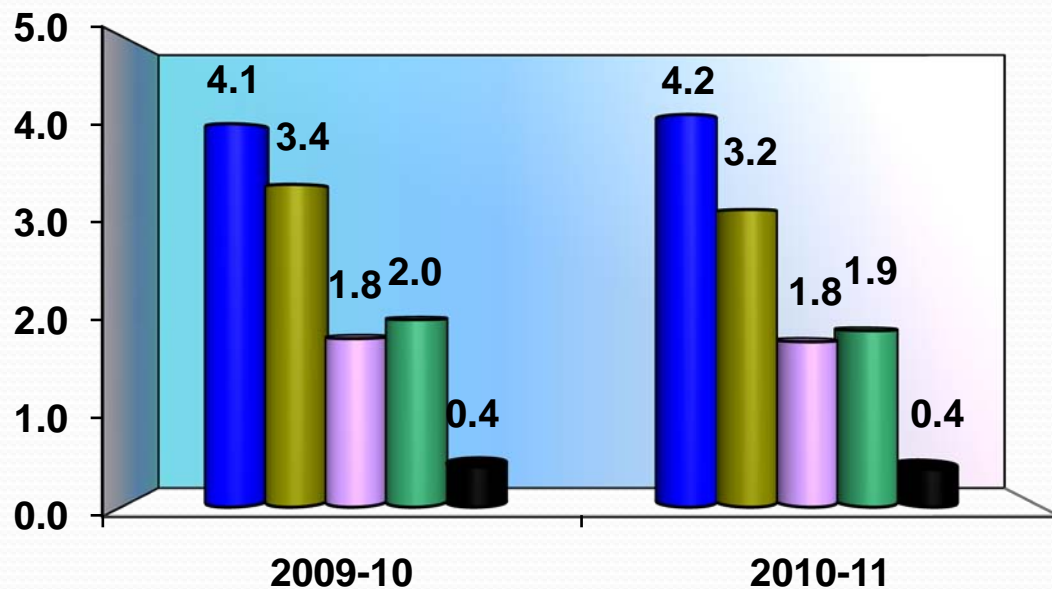
(in million tonne)



# Saleable Steel Sales Volume

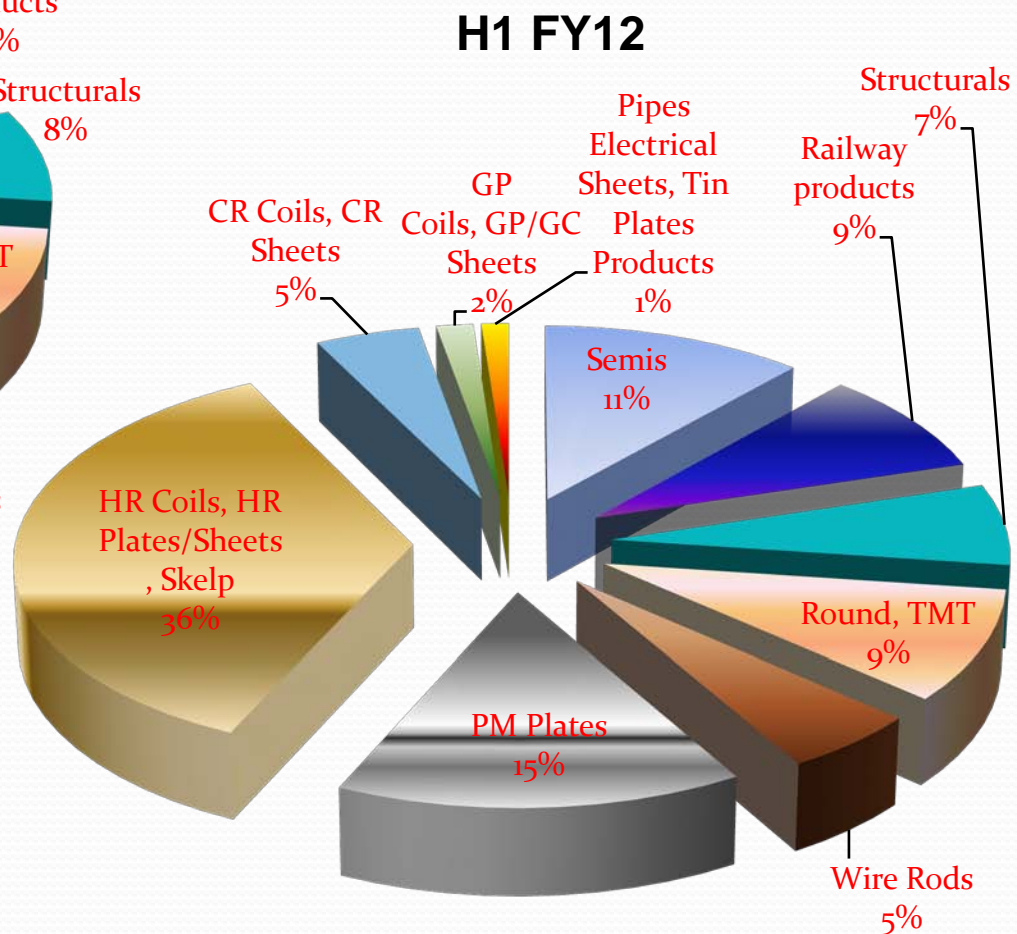
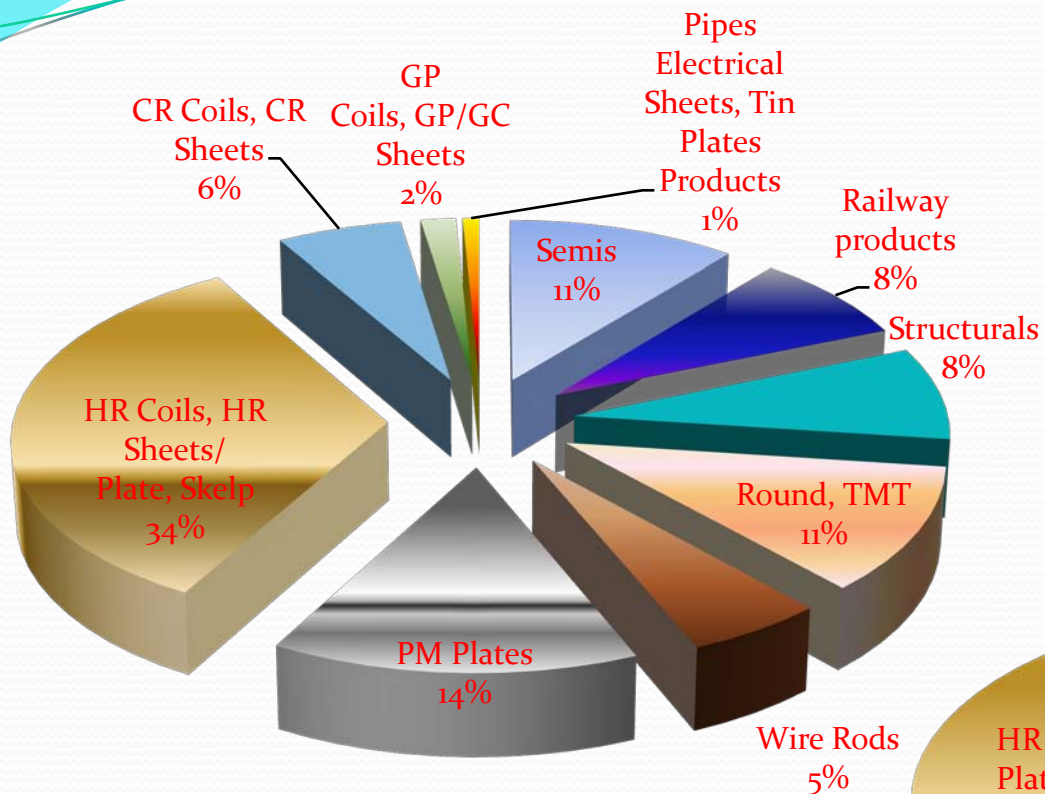
**Plant-wise**

**(In Million Tonnes)**



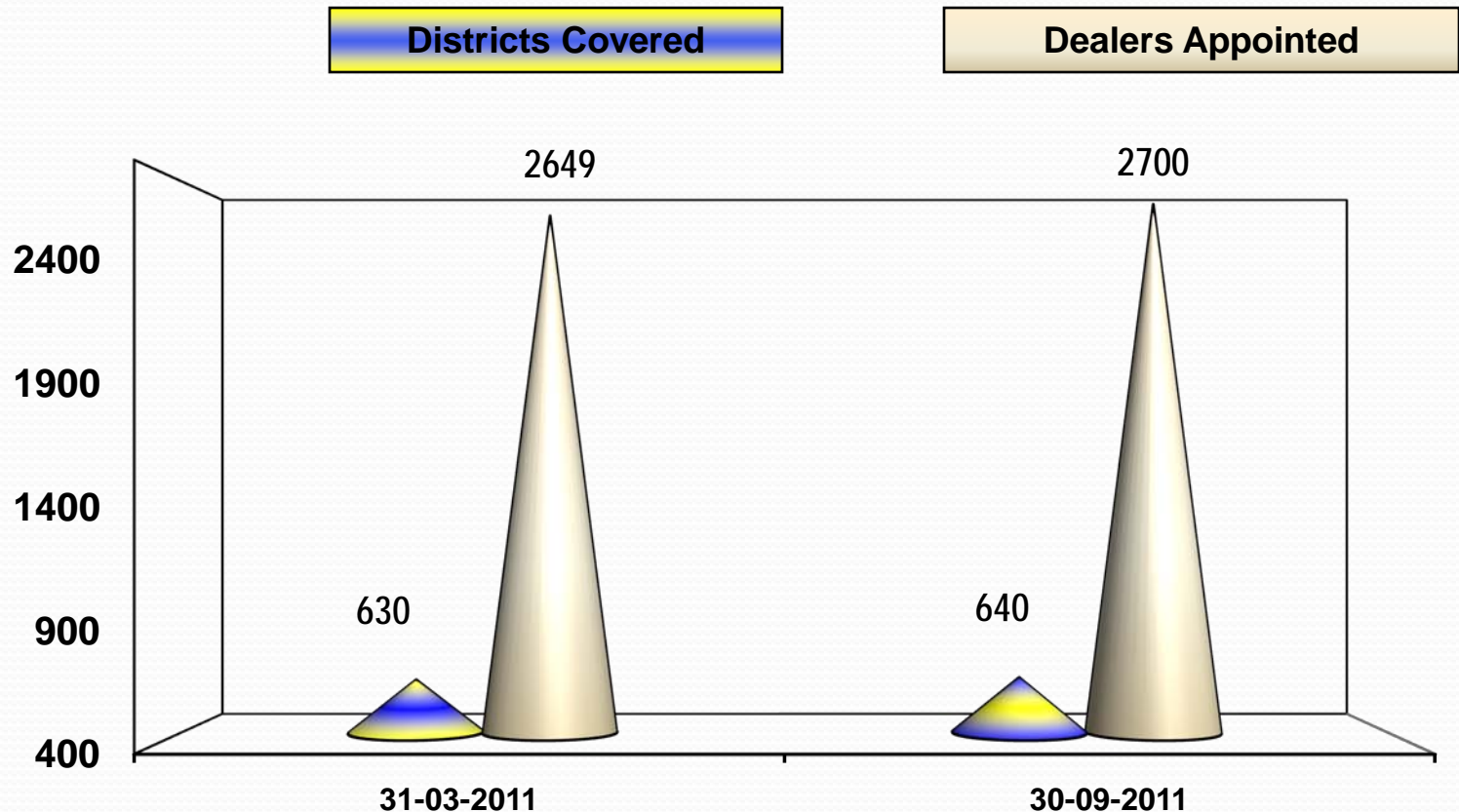
■ BSP ■ BSL ■ DSP ■ RSP ■ ISP

# CATEGORY WISE SALES VOLUME (%)



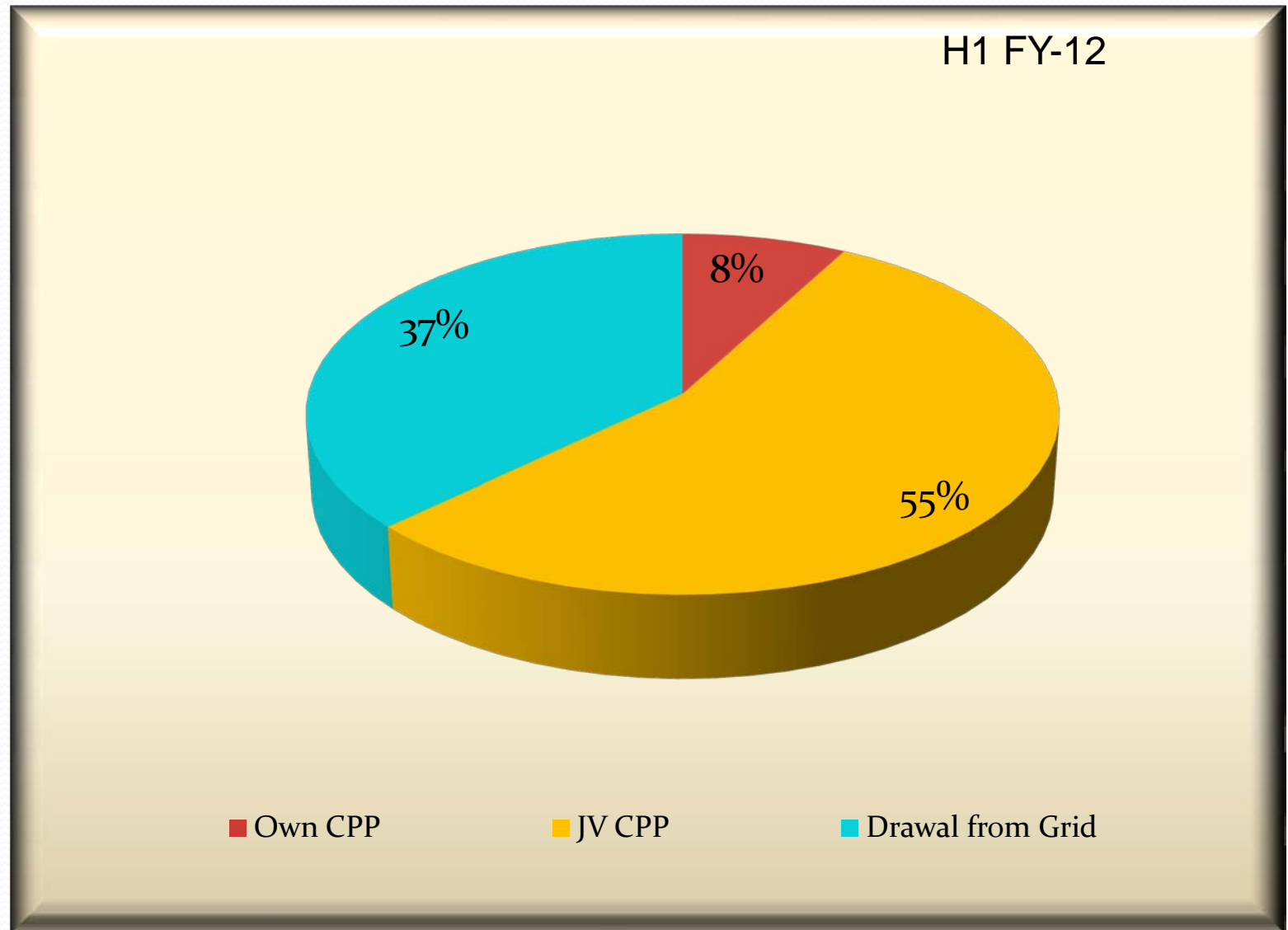
# Sales through Dealers Network

No. of Dealers and Districts Covered



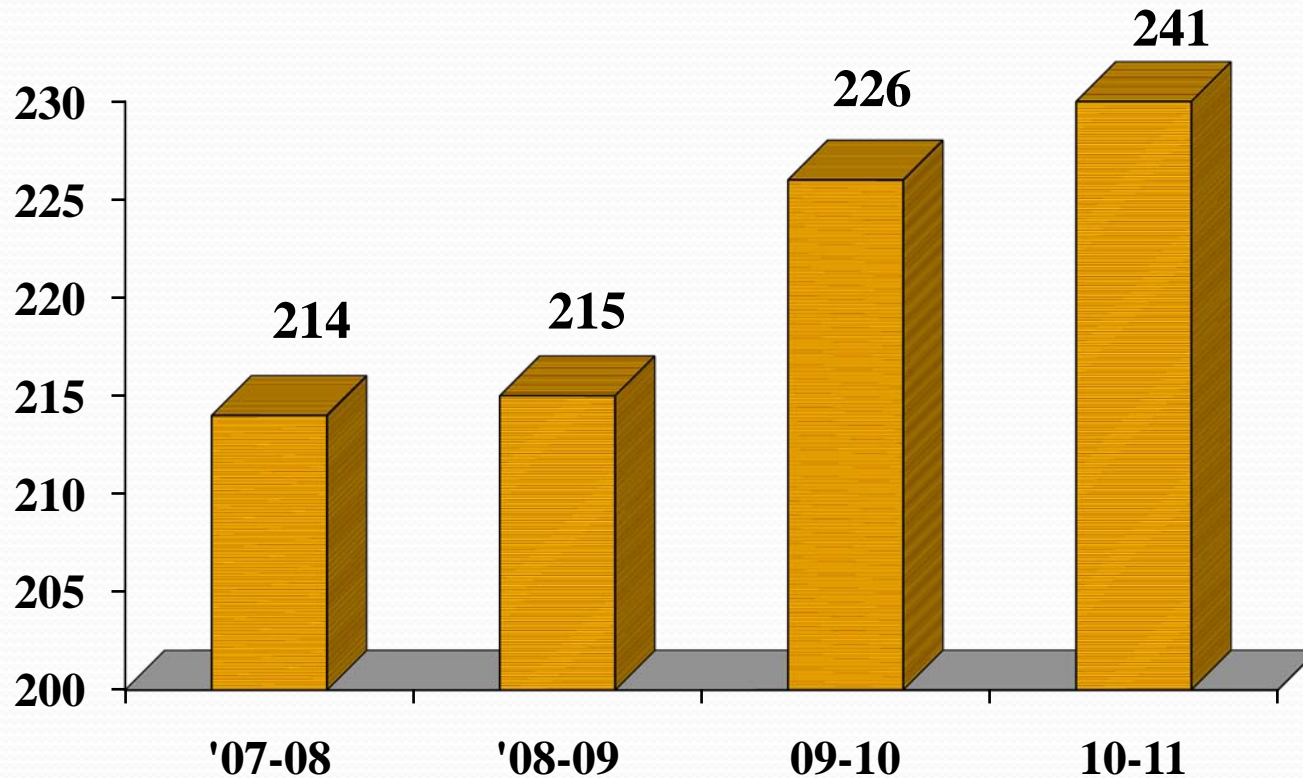
➤ Sales through dealer's network during H1 FY12 : 2.69 lakh tonne

# Captive Power Generation and drawal from Grid



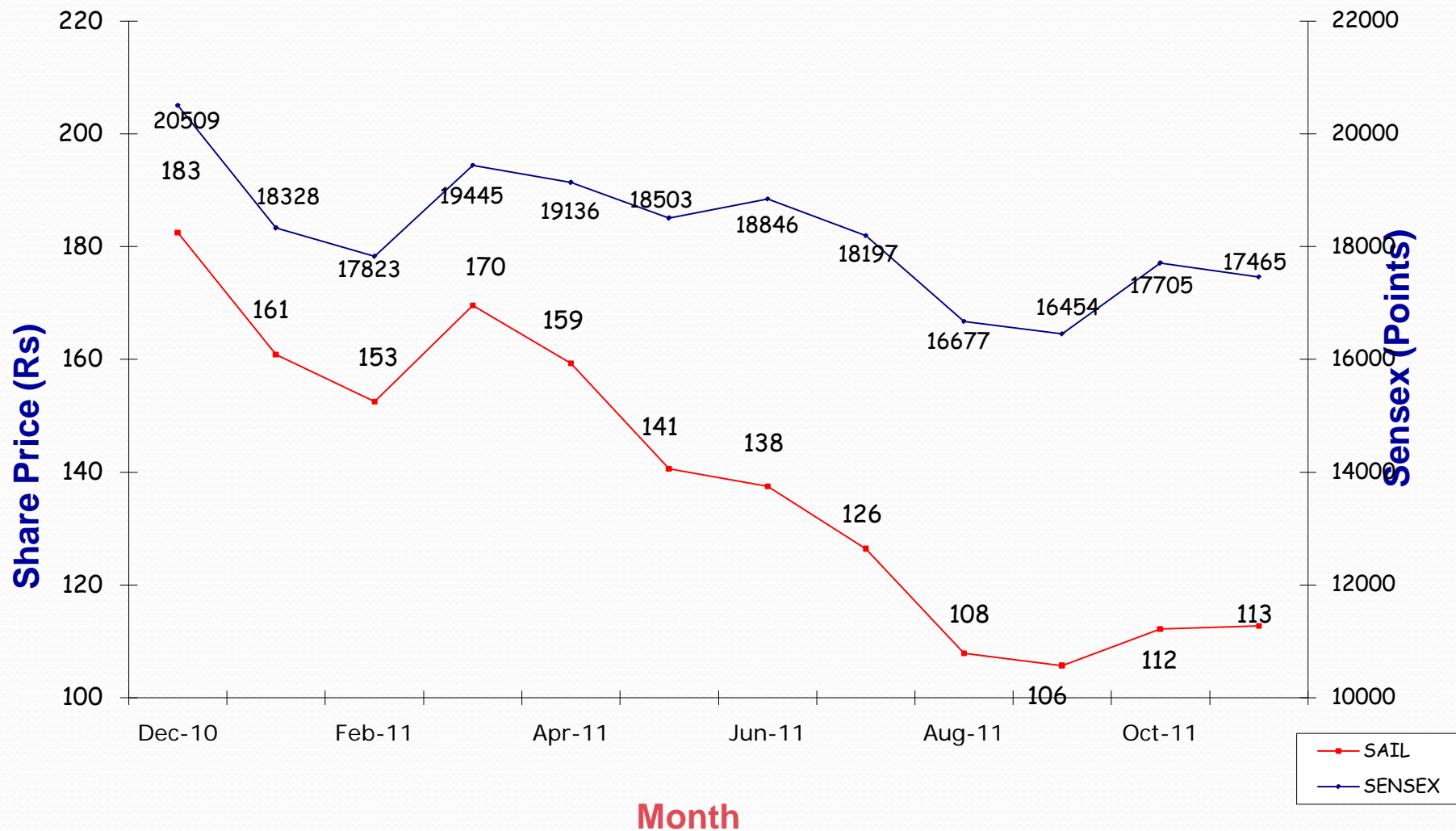
# Labour Productivity

Tonne Crude Steel /man / year



- Net Manpower reduction 5178 over 30.09.2010
- Current manpower 108982 as on 30.09.2011

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



**Closing Share Price & Sensex as on the last day of the month except on Nov 2,2011**

# Dividend

Amount in Rs. Crore

	Interim %	Final %	Total %	Dividend	Dividend Tax
2010-11	12%	12%	24%	992	162
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	
	Actual Production 2010- 11	After Ongoing Expansion
Crude Steel	13.76	21.4
Saleable Steel	12.87	20.2

# Expansion Plan : Technological Shift

Technology	Current Status	After Expansion
BOF Steel making	77%	100%
CC Route	70%	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

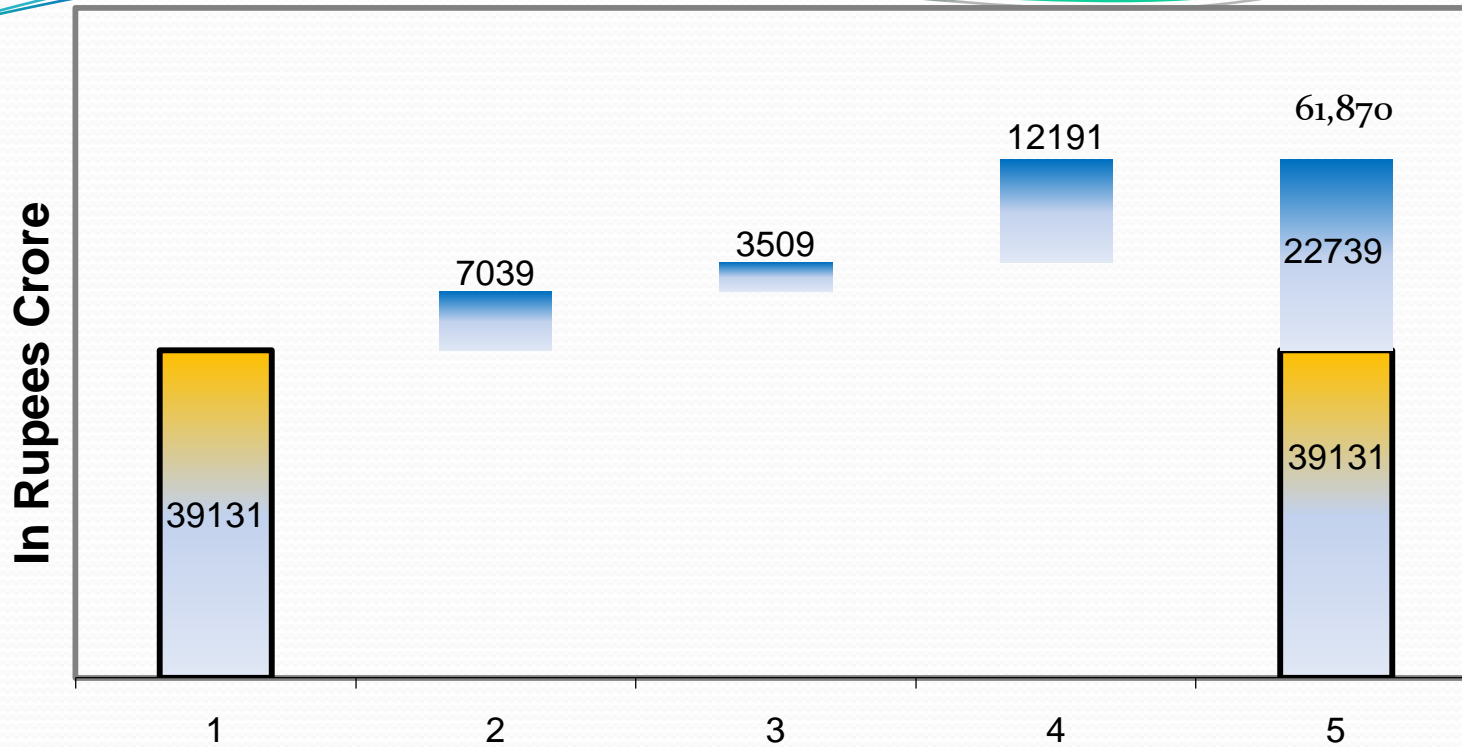


# Ongoing Projects

- ✓ The ongoing expansion has been planned to achieve saleable steel production of 20.23 million tonne, at a cost of Rs. 39,131 crore (USD 8.0 billion) approximately.
- ✓ In addition, following capex has also been planned for schemes, as given hereunder:

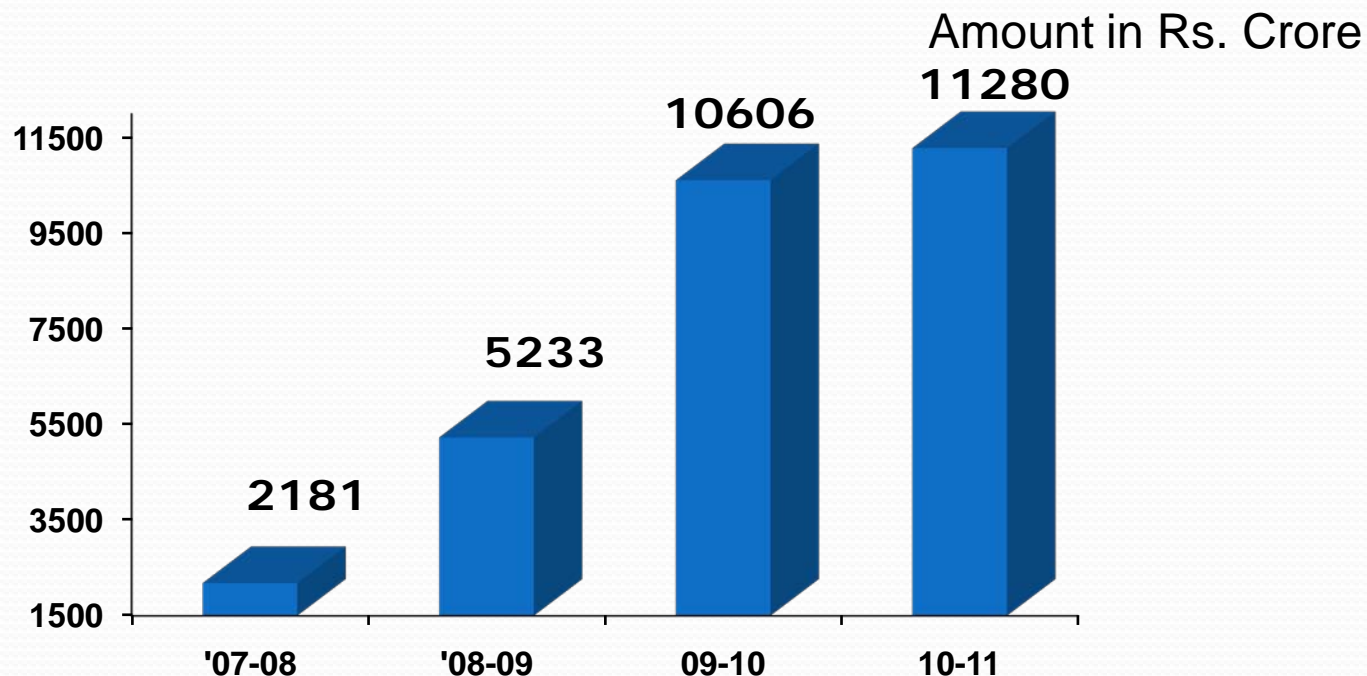
Scheme	Estimated cost
Value Addition/ Product-mix Improvement	Rs. 7,039 crore (USD 1.4 billion)
Technological Upgradation/ Moderanisation	Rs. 3,509 crore (USD 0.7 billion)
Sustenance including debottlenecking, AMR and Environment	Rs. 12,191 crore (USD 2.5 billion)
Augmenting Raw Material from existing Mines & Development of new mines	Rs.10,264 crore (USD2.1 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



- ✓ During H1 FY12, an amount of Rs. 4,745 crore has been spent towards capital expenditure.
- ✓ Cumulative Capex till Sept' 2011 is Rs. 34,045 crore.
- ✓ Capex Plan 2011-12 and 2012-13 is Rs. 12,630 crore and Rs. 14,500 crore respectively.

# Ongoing Projects

- ✓ Orders for over Rs.54,021 crore have already been placed for various Modernisation & Expansion Projects/ Sustenance Schemes.
- ✓ Various options for raising fund to finance the capex plan, including ECB, ECA, Domestic/ International Bonds and Term Loans from Banks are being continuously explored to minimise the debt cost.
- ✓ Out of Rs.34,045 crore spent till Sept'2011, Long Term Borrowings for on-going capex Plan is Rs.10,073 crore (about 30%)
- ✓ Additional ECB loan firmed up for USD 300mn at competitive rates.

# 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:**

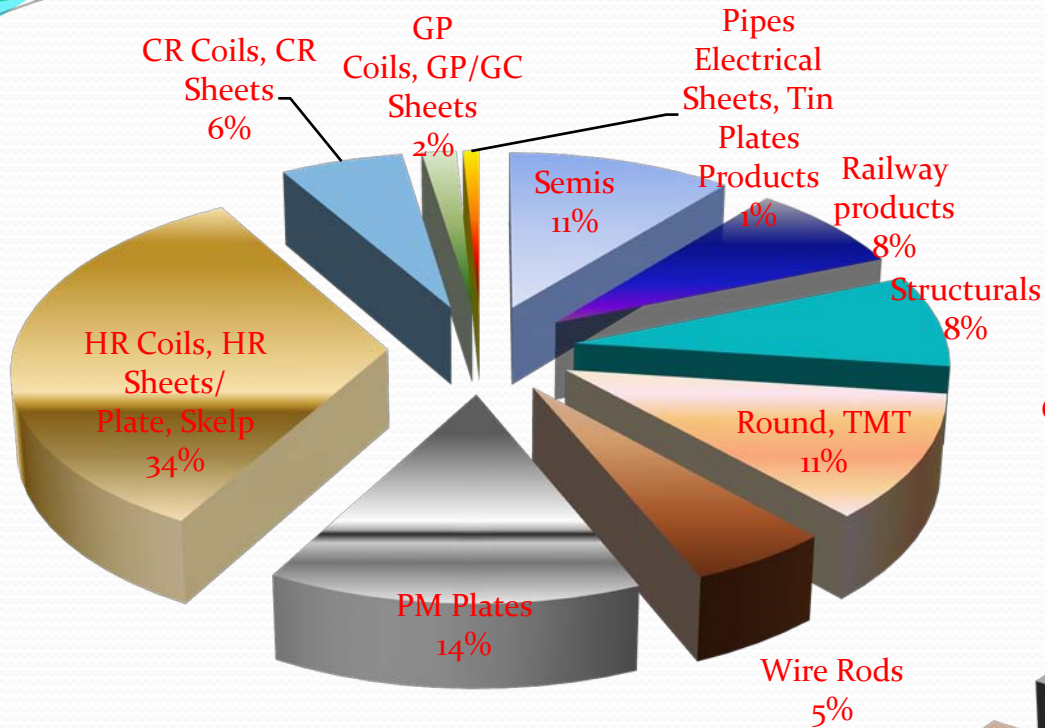
- ✓ Auto grade CR Products, Galvanized Coils/ Sheets
- ✓ Plates/ Pipes to meet up to API 100 Grade specification
- ✓ Universal Beams/ Heavy Beams in the sizes up to 1100 mm to support increasing Infrastructural requirements
- ✓ Rails for Metro-Railways
- ✓ Increased production of Rails and wheels to 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 (MT)		Crude Steel(MT)		Saleable Steel(MT)	
	2010-11	After Expansion	2010-11	After Expansion	2010-11	After Expansion
BSP	5.7	7.5( 7.5)	5.3	7.0( 7.0)	4.6	6.5 (6.5)
DSP	2.1	3.5(2.5 )	2.0	3.0(2.2 )	1.9	2.8 (2.1)
RSP	2.3	4.5(4.5 )	2.2	4.2(4.2 )	2.0	4.0 (4.0)
BSL	4.1	7.4(5.8 )	3.6	7.0(4.6 )	3.4	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)	0.3	0.3 (0.3)
Total	14.8	26.2(23.5)	13.8	24.6(21.4)	12.9	23.1 (20.2)

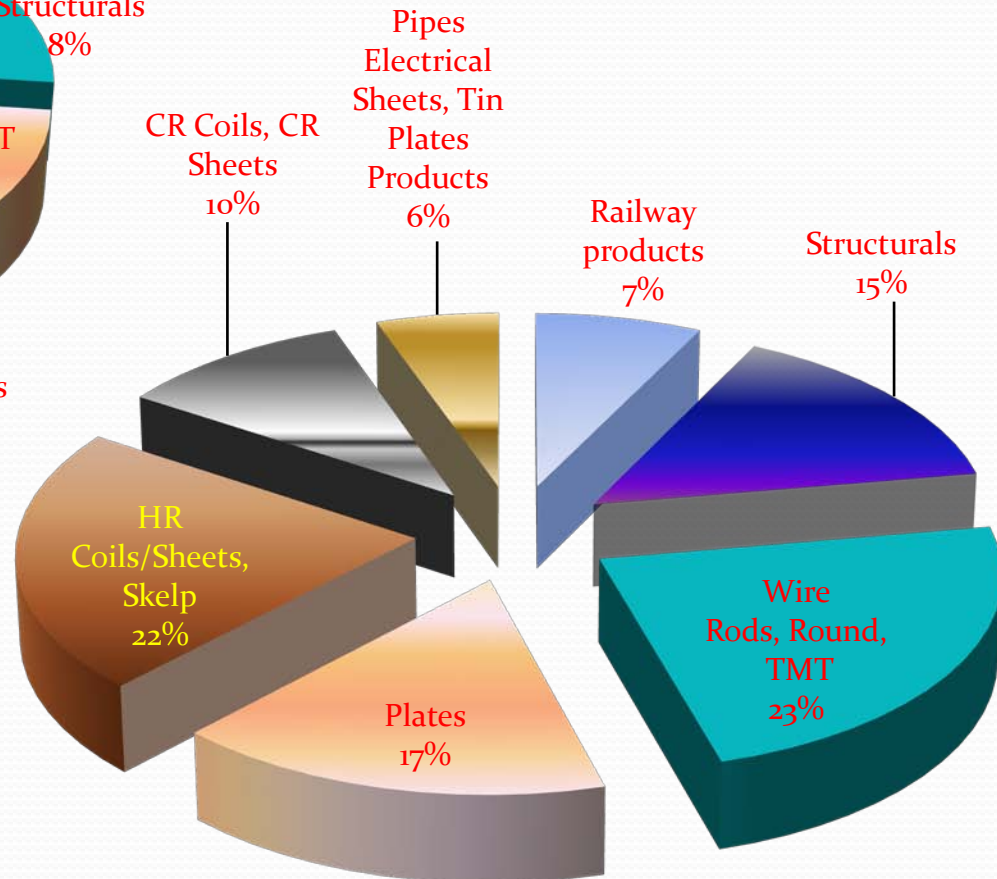
**Figures in brackets indicate capacity after implementation of on going phase of modernization and expansion to be completed by FY 13.**

# PRODUCT MIX CHANGE



**FY 11**

## PRODUCT MIX AFTER ON-GOING EXPANSION



# Capex Status as on 30.9.2011

Amount in Rs. crore



# 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
  - Commissioned: September 2010

- Production

(mtpa):

Item	2010-11 (Actual)	After Expansion
Crude Steel	-	0.18
Saleable Steel	0.274	0.34

# lisco Steel Plant

- Expected Date of commissioning: June 2012
- 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 nos. 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	2010-11 (Actual)	After Expansion
Crude Steel	0.41	2.50
Saleable Steel	0.42	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,
  - Up gradation of Blast Furnace 5 commenced. Blast Furnace 2 up gradation completed.
  - Up gradation of Steel Melting Shop with necessary auxiliary facilities.
  - Augmentation of Raw material Handling Facilities, Utilities and Services.

- Production (mtpa):

Item	2010-11 (Actual)	After Expansion
Crude Steel	3.60	4.61
Saleable Steel	3.42	4.18



# Bhilai Steel Plant

- Expected Date of commissioning: 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	2010-11 (Actual)	After Expansion
Crude Steel	5.33	7.0
Saleable Steel	4.57	6.56



# Rourkela Steel Plant

- Expected Date of commissioning:
  - Integrated Commissioning: December 2012
- 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	2010-11 (Actual)	After Expansion
Crude Steel	2.16	4.2
Saleable Steel	2.03	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).
  - Up gradation of Raw material Handling Facilities.
- Production  
(mtpa):

Item	2010-11 (Actual)	After Expansion
Crude Steel	1.96	2.20
Saleable Steel	1.89	2.12

# Raw Materials

## IRON ORE LINKAGES

Mtpa

Year	Hot Metal Production	Iron Ore Consumption	Linkages of Iron Ore
2010-11	14.8	23.1	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> <p>In addition to the above, iron ore shall be mined from new mines at Rowghat, Chiria and Taldih.</p>

# Raw Materials

## IRON ORE LINKAGES

Mtpa

Mine	Existing Capacity	Capacity after ongoing expansion	Remarks
Kiriburu	4.3	5.5	Capacity of Existing Mines is being ramped up to meet the requirement of the ongoing expansion plan. The entire requirement of the increased capacity shall be met through captive mines. The timeline for mines expansion is expected to be in line with Steel Plants expansion. New pellet plant shall use the existing reserve of fines at Gua.
Meghataburu	4.3	6.5	
Bolani	4.1	10.0	
Gua	2.4	10.0	
New Pellet plant	New	4.0	
Barsua, Kalta, Taldih	New	4.3	Forestry clearance received for 8.05mtpa.
Rowghat	New	14.0	All statutory clearance have been received and production shall be starting by FY16.
Chiria	New	7.0	In principle approval for mining one billion reserves has been accorded by Government.

# Raw Materials

## COAL LINKAGES Mtpa

Year	Hot Metal Production	Coking Coal Requirement	Linkages for Coking Coal
2010-11	14.8	13.9	<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> <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>

# Consolidate Leadership through Joint Ventures

- SAIL and M/s. Kobe Steel, Japan(KSL) have signed an MOU in November,2010 for carrying out collaborative work in producing high value products and conducting a detailed feasibility study for setting up a Joint Venture Plant at Jagdishpur, UP. Sourcing of Natural Gas for the Plant is essential for viable operations of these facilities at the proposed location. As per current GoI policy, allotment of Natural Gas for this Plant seems to be difficult position.
- SAIL and M/s. Kobe Steel, Japan(KSL) has signed an MOU in March,2010 for carrying out a feasibility study for setting up ITmK3 Plant in Joint Venture for production of 0.50 MTA Iron Nuggets from Iron Ore Fines at Durgapur. A draft prefeasibility study has been prepared jointly. Discussions for some commercial issues are on.
- SAIL and POSCO entered into an MOU on 27th August 2009 for Finex Technology based Steel Plant and Cold Rolled Non-Oriented Steel (CRNO) Plant. SAIL is having regular dialogue with POSCO so that a firmed-up proposal could be worked out.

# Consolidate Leadership through Joint Ventures

- SAIL and M/s.RITES has signed an MOU on May 2011, for setting up a Wagon Manufacturing Factory at Kulti, WB. Tendering for Civil and Electrical Works and procurement of machinery are under various stages of evaluation/ finalization.
- SAIL SCI Shipping Pvt. Ltd. has been registered at Kolkata on May,2010. Procurement action for vessel(s) is being taken by SCI based on the directions of the JV Company. The Company will be providing shipping and related services to SAIL.
- SAIL has signed an MOU with NMDC in November,2009 for development of limestone deposits at Arki in HP. Project related activities viz. statutory clearances like forestry clearances, mining lease renewal, land, availability of power and water are being pursued by NMDC. The Feasibility Report is being prepared in consultation with Consultants M/sTCE.



# Consolidate Leadership through Joint Ventures

- SAIL and M/s.BSCL has signed an MOU on March 2011, for setting up a Wagon Component Manufacturing Factory at Jellingham, WB. M/s RITES, the consultant, has submitted the Draft Techno Economic Feasibility Report . Based on the report BSCL has taken up with WB government the issues related to infrastructural for the project.
- SAIL has signed an MOU with M/s Hindustan Prefab Limited to assess market and explore the Techno-economic viability of carrying out the business of prefab structures in steel and cement. The Feasibility Report has been submitted by consultant M/s INSDAG in August 2011 and is under examination.
- SAIL, along-with 6 leading Steel and Iron Ore Manufacturers of India, under a consortium agreement, has submitted the bid document with Ministry of Mines, Government of Afganistan in September 2011 for exploration concession for Hijigak Iron Ore Deposit, Afghanistan, as consortium leader. The outcome of the bid will be known by end October ,2011.



# New Strategic Initiatives

- A Rural Dealership Scheme, in addition to the existing Dealership Scheme, has been introduced to increase the penetration of the Company's Branded in the Country's hinterland.
  - The Scheme envisages appointment of about 1000 Rural Dealers in Taluka, Blocks and Panchayats across the Country.
- A Research and Development master plan has been approved by SAIL Board that focuses on creation of Center for Excellence for each steel Plant
- To effect smooth takeover of the refractory Unit of Burn Standard Company Limited, SAIL has formed a new subsidiary Company.
- Cabinet Committee on Economic Affairs has approved revival of Sindri Unit of Fertiliser Corporation of India Limited and selected SAIL and National Fertiliser Limited on nomination basis.
  - SAIL, as lead shareholder, shall create a SPV/ JV with FCIL
  - FCIL shall have minimum stake of 11% and combined stake of all PSUs to remain above 51% .

# SAIL: Corporate Social Responsibility



# SAIL : Responsible Corporate Citizen

- Implementing various schemes to improve the quality of life of the local population in vicinity of our steel plants and mines.
- Focus on Education and Health issues.
- Adopted villages across eight states that are gradually being developed as model steel villages(“MSV”). 62 MSVs haven been completed as on March 31, 2011
- CSR programme has received various awards and accolades



# SAIL : Responsible Corporate Citizen

- Measures undertaken to minimize environmental impact include
  - Established environmental management systems at our production facility
  - Installed various types of anti-pollution equipment for the treatment of waste water, air pollution, solid waste and noise pollution emitted from our production facilities .
- Seeks to minimize waste generation and promoting recovery, recycle and re use.
- Ongoing modernization and expansion programme include pollution control measures and equipment in new facilities as well as certain upgrades to our existing facilities

# Accolades

- SAIL has won 11 Awards (involving 45 employees) out of total 33 PM's Shram Awards (involving 76 employees) for the year 2010.
- SAIL has won SCOPE Meritorious Award for Environment Excellence & Sustainable Development for the year 2009-10. On behalf of SAIL, Chairman received the award from President of India Her Excellency Smt. Pratibha Patil.
- SAIL has won 'Golden Peacock Environment Management Award 2011' in recognition of SAIL's initiatives and achievements in the field of environment management. On behalf of SAIL, Chairman received the award from Shri P. Chidambaram, Hon'ble Union Minister for Home Affairs, Govt. of India on 24<sup>th</sup> June, 2011.
- SAIL has won Indian Institution of Industrial Engineering's "Performance Excellence Awards 2010" and received a Gold plaque with certificate of excellence. The awards were presented by Hon'ble Minister of Goa on 16<sup>th</sup> May, 2011.

# Accolades

- SAIL has won prestigious 'Randstad Award -2011' under 'Manufacturing Industries' category. On behalf of SAIL, Director (Personnel) received the award from Dr. Bimal Jalan, former RBI Governor on 29<sup>th</sup> June, 2011.
- In promoting use of Rajbhasha, SAIL's efforts have been recognized in the form of 1<sup>st</sup> prize at Town Level by TOLIC for Best Official Language implementation by Govt. of India.
- 10 teams involving 63 SAIL employees have participated in International Convention on Quality Circle 2011 held at Yokohama, Japan in September, 2011. 7 teams have won Excellent and 3 have won Distinguished QC Award.
- Chairman, SAIL received the Dainik Bhaskar India Pride Gold Award for SAIL from Dy. Chairman, Planning Commission, GOI, Sh. Montek Singh Ahluwalia in the category "Metals & Minerals & Trade including Mining, for Central PSUs" on 21<sup>st</sup> October, 2011.

# Accolades

- BSP has received Golden Peacock Eco Innovation Award - 2011 from world Environment Foundation, New Delhi.
- BSP received Golden Peacock HR Excellence Award for the year 2011 conferred by IOD, New Delhi on August 19, 2011. Chairman, SAIL received the award on behalf of BSP.
- DSP has been conferred with Greentech Safety Award (Gold) 2011 in Metals and Mining Sector by Greentech Foundation, New Delhi.
- DSP has won Indian Achiever's Award on Corporate Leadership for the year 2010 by Indian Achievers Forum, New Delhi.
- RDCIS has received "Most Innovative Energy Saving Product" award institutionalized by CII for curtain Flame Ignition System in September, 2011.

# 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
✓ USD	One USD = Indian Rs. 48.80
✓ VISL	Visvesvaraya Iron & Steel Plant
✓ TFS	Total finished Steel

**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.**