

STEEL AUTHORITY

OF INDIA LIMITED

PERFORMANCE

HIGHLIGHTS

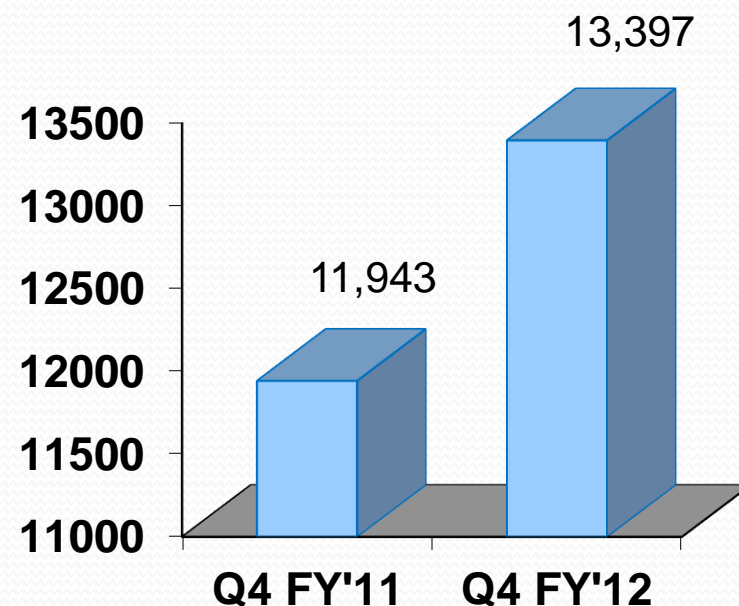
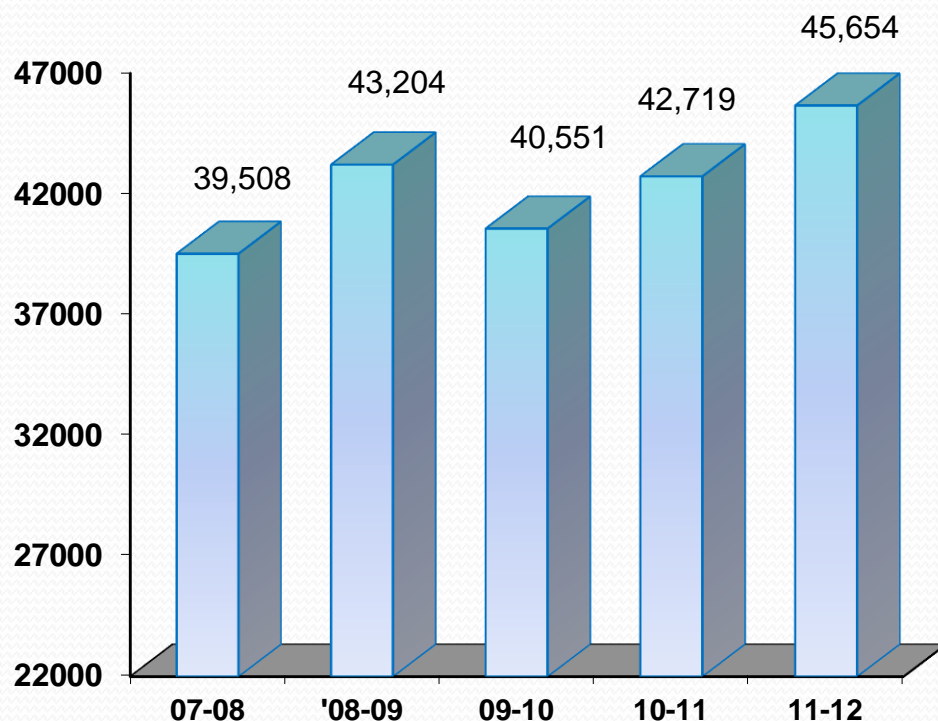
Q4 FY12 & FY 12

Contents

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

Net Sales

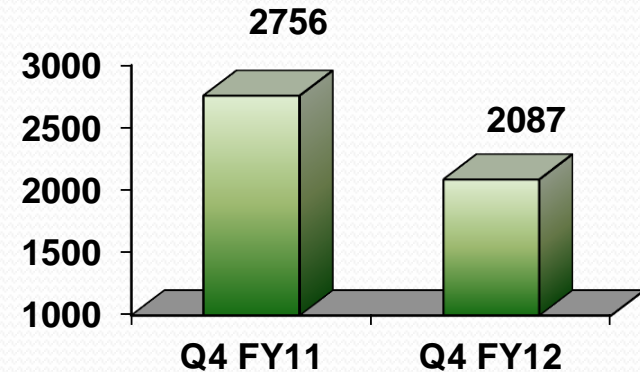
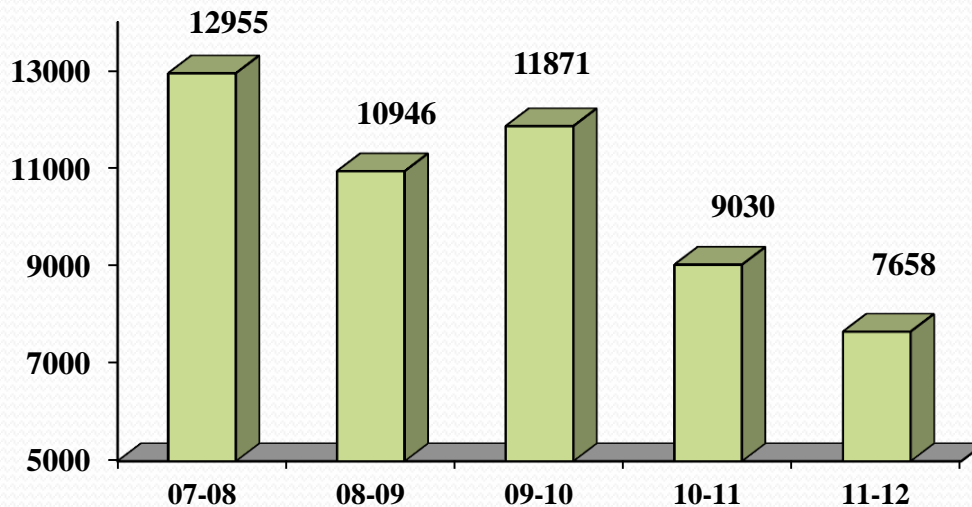
Unit : Rs Crore



FY11 and Q4 FY11 Net sales excludes Sales of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13th July 2011.

Earning Before Interest Depreciation & Tax*

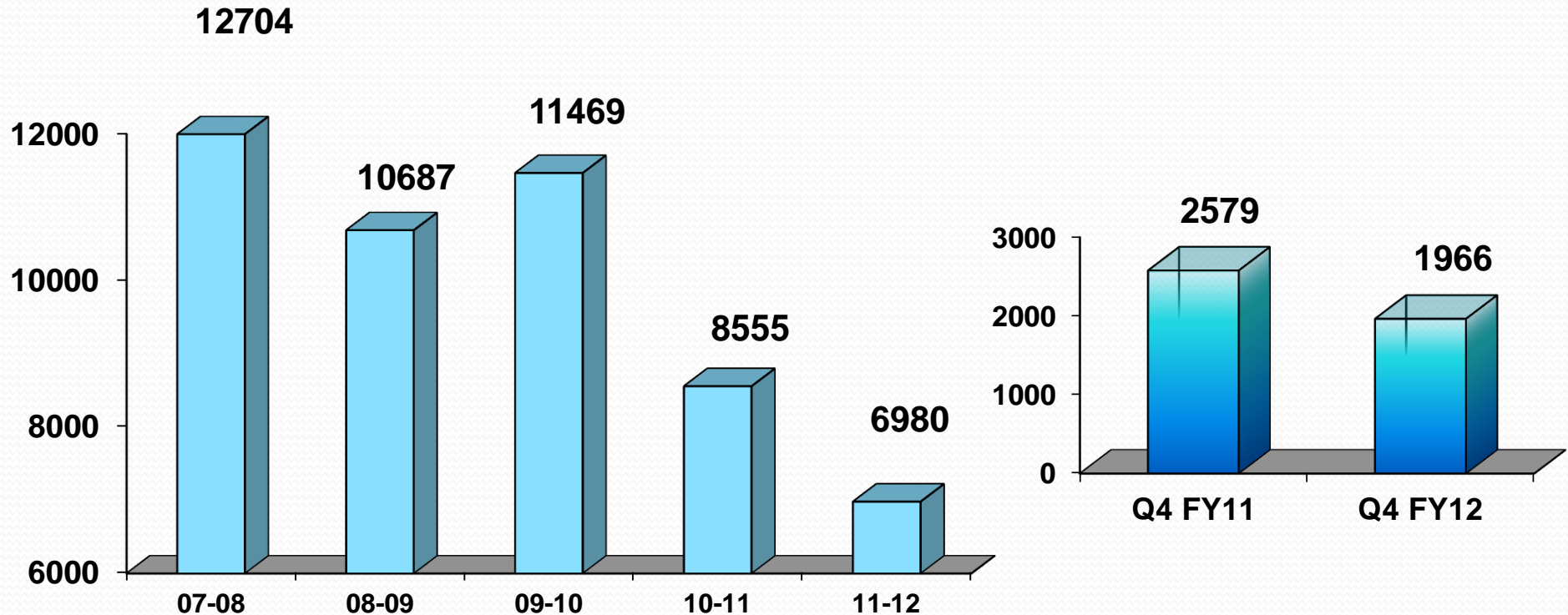
Unit : Rs Crore



*EBIDTA for FY 11, FY 12, Q4FY11 and Q4FY12 is before adjustment of exceptional item of Rs. 125 crore (gain), Rs 262 crore (loss), Rs.34 crore (gain) and Rs 725. crore (gain) and respectively.

Cash Profits*

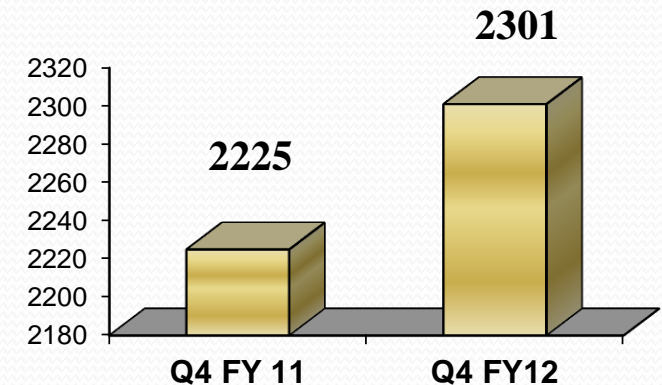
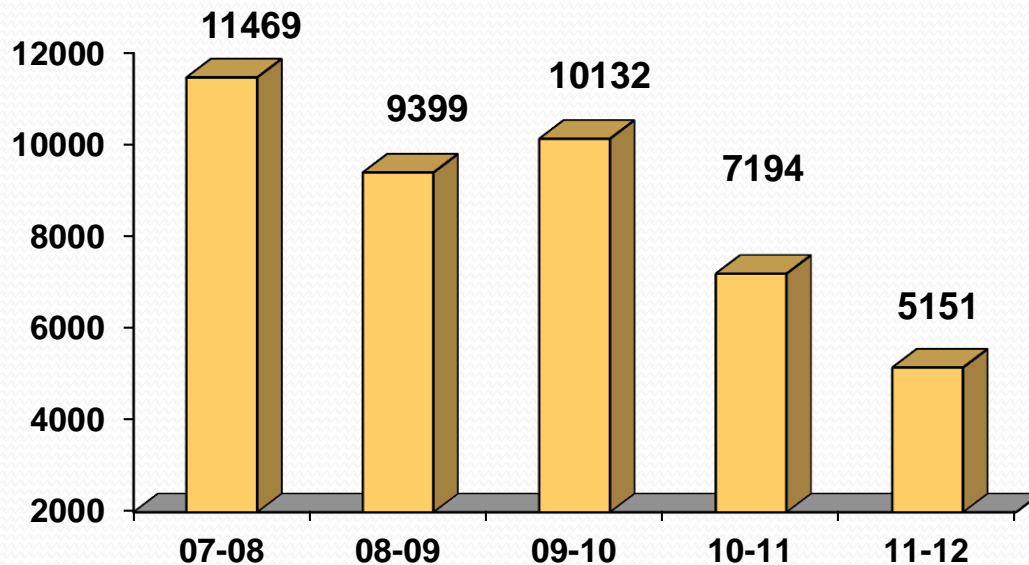
Unit : Rs Crore



*Cash Profits for FY 11, FY 12, Q4FY11 and Q4FY12 is before adjustment of exceptional item of Rs. 125 crore (gain), Rs 262 crore (loss), Rs.34 crore (gain) and Rs 725. crore (gain) and respectively.

Profit Before Tax

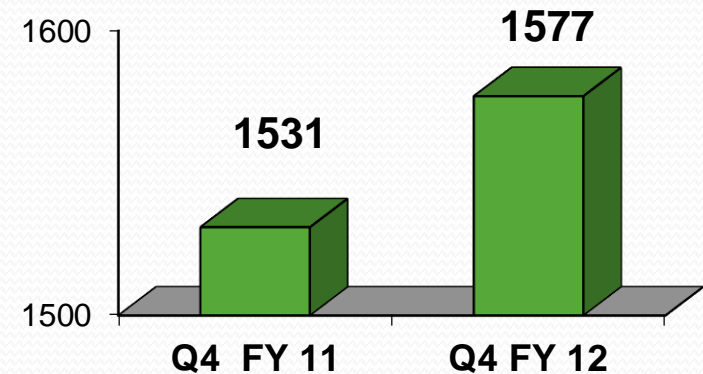
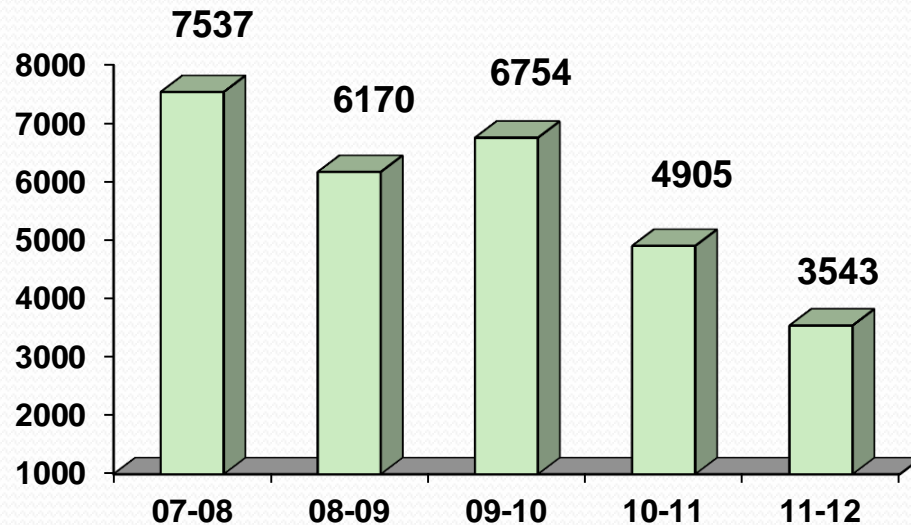
Unit : Rs Crore



FY11 and Q4 FY11 PBT excludes profit of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13th July 2011.

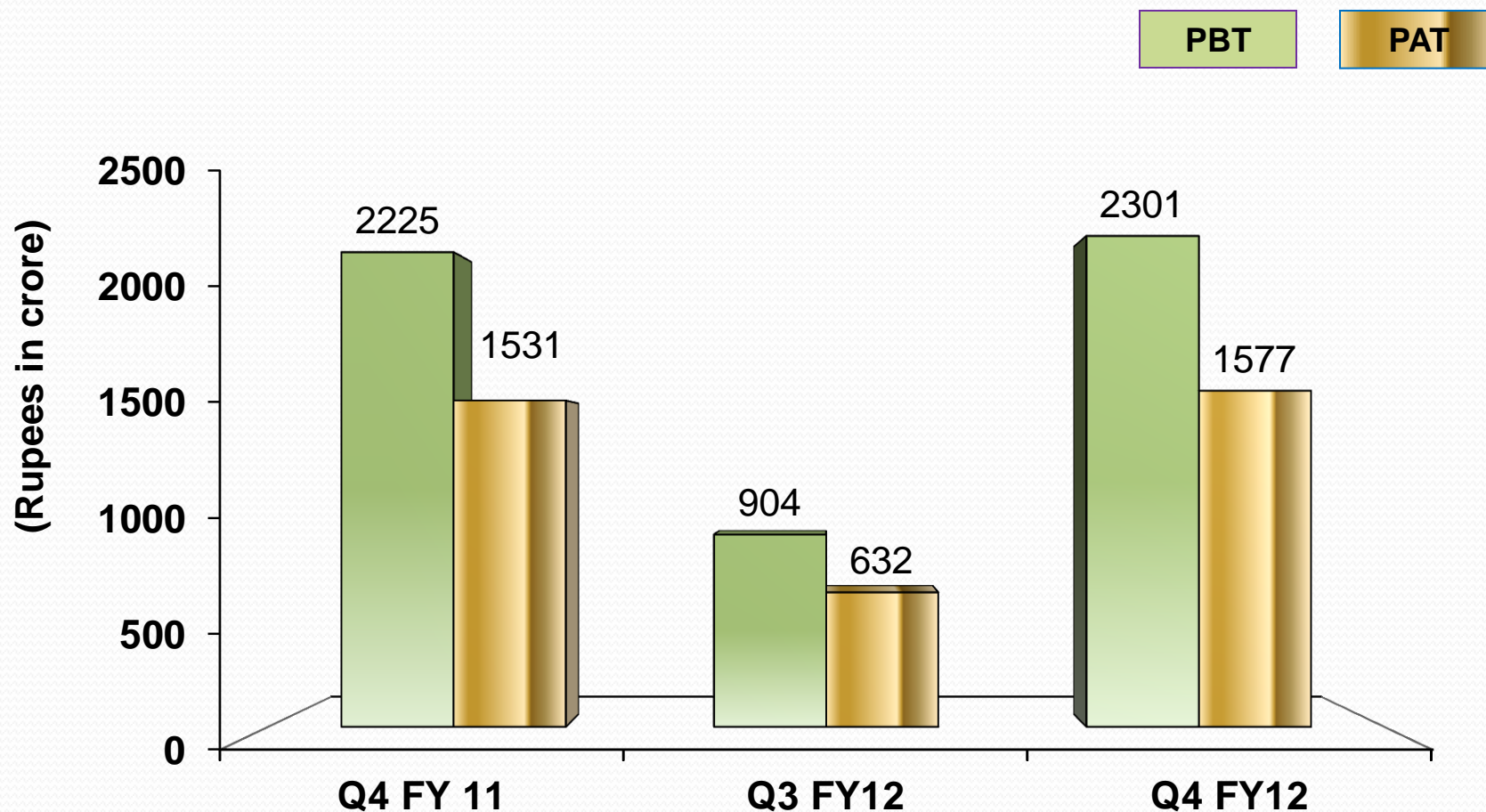
Profit After Tax

Unit : Rs Crore



FY11 and Q4 FY'11 PAT excludes profit of Chandrapur Ferro Alloy Plant i.e. erstwhile Maharashtra Electros melt Limited, since merged with SAIL w.e.f. 13th July 2011.

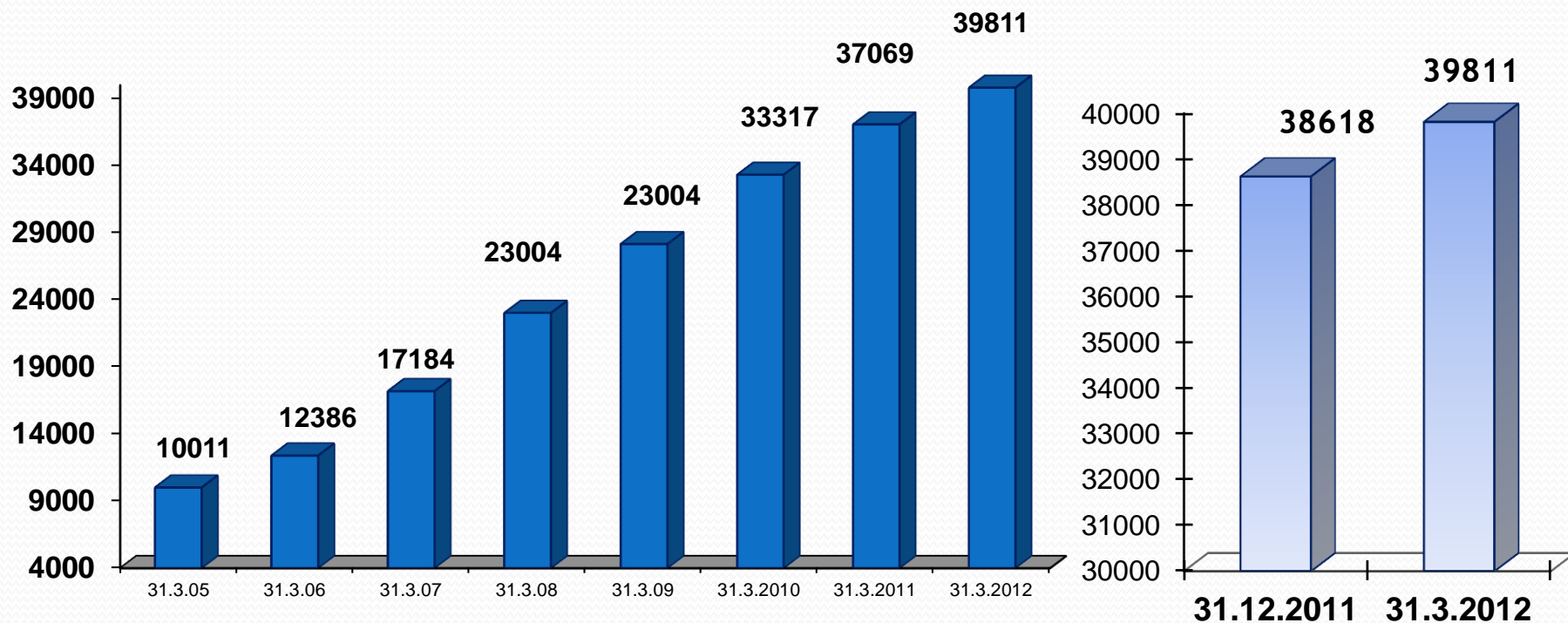
Quarter-wise Profit



Q4 FY11 PBT and PAT excludes profit of Chandrapur Ferro Alloy Plant i.e erstwhile Maharashtra Electros melt Limited since merged with SAIL w.e.f. 13th July 2011.

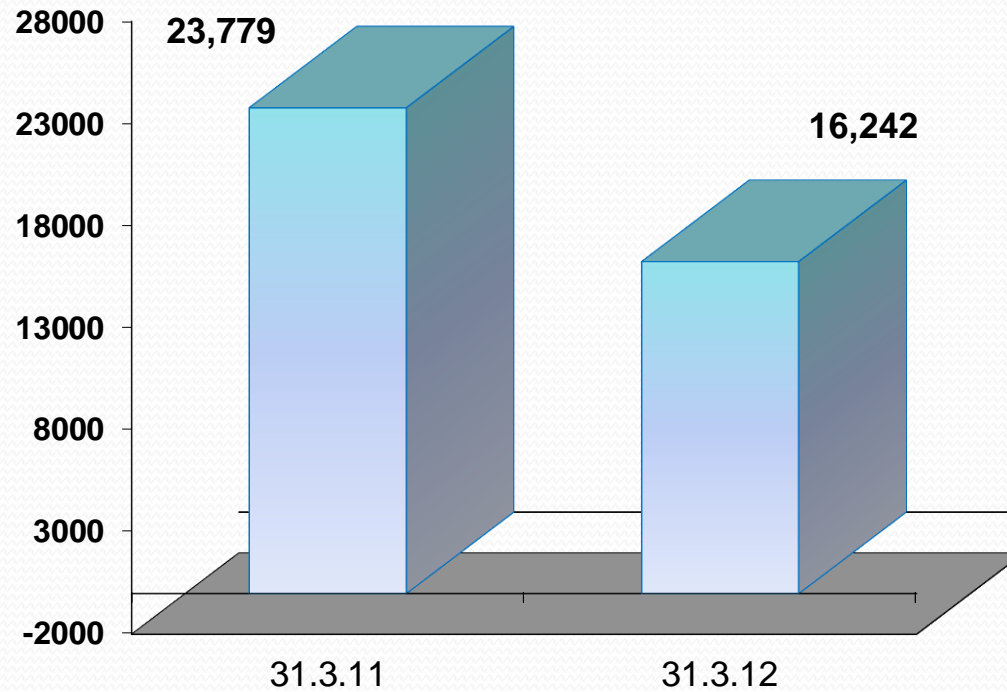
Net Worth

Unit : Rs Crore



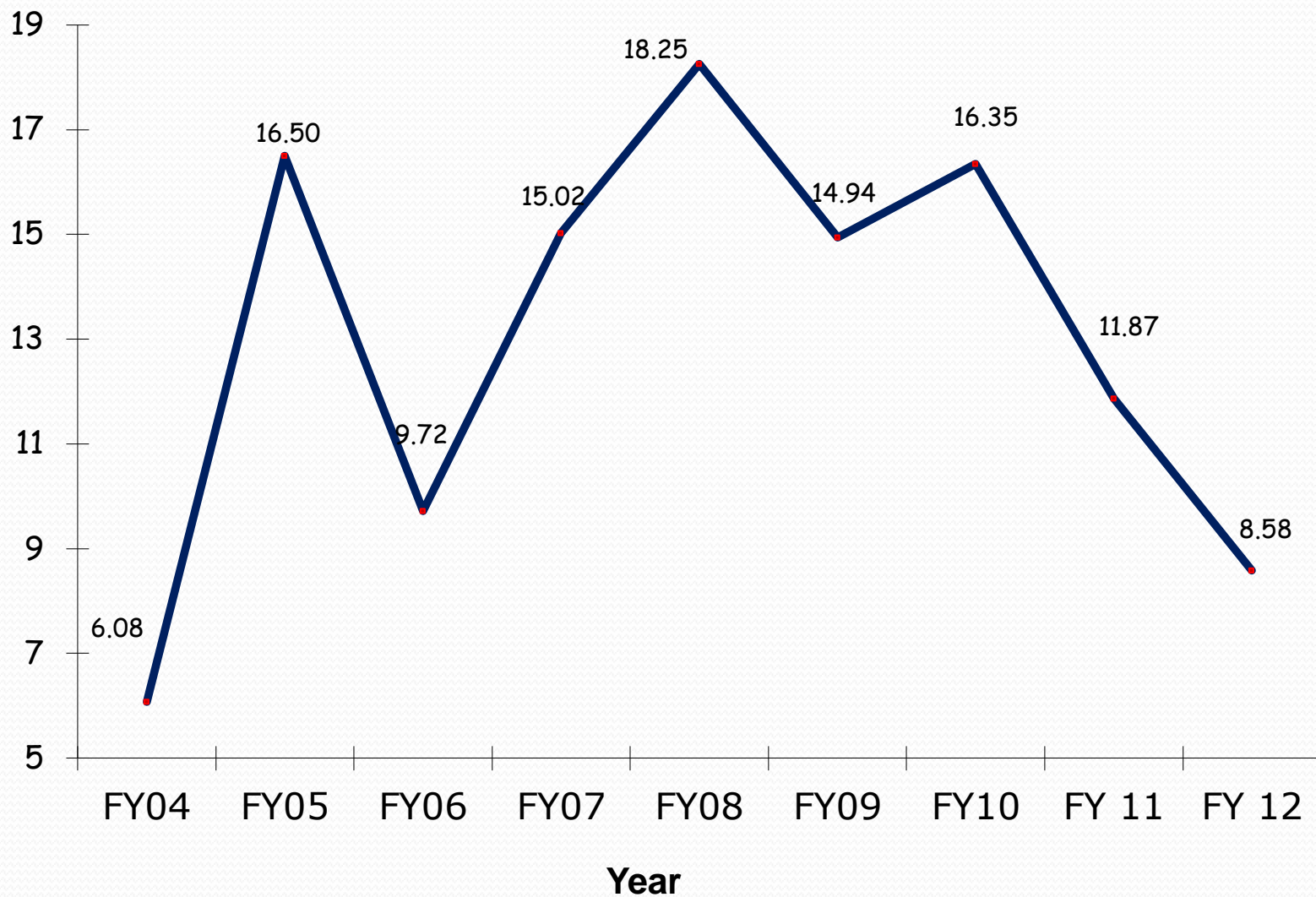
Working Capital

Unit : Rs Crore



Earning per Share

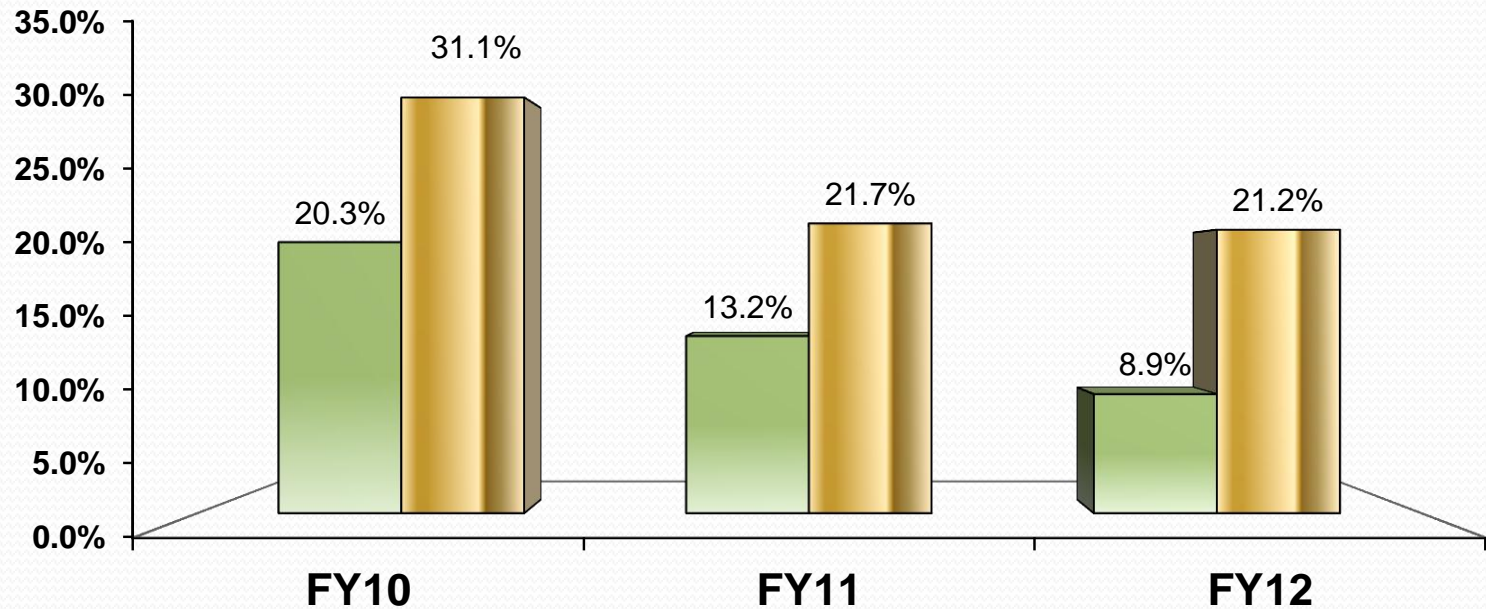
Amount in Rupees



RoE / RoCE

ROE

ROCE



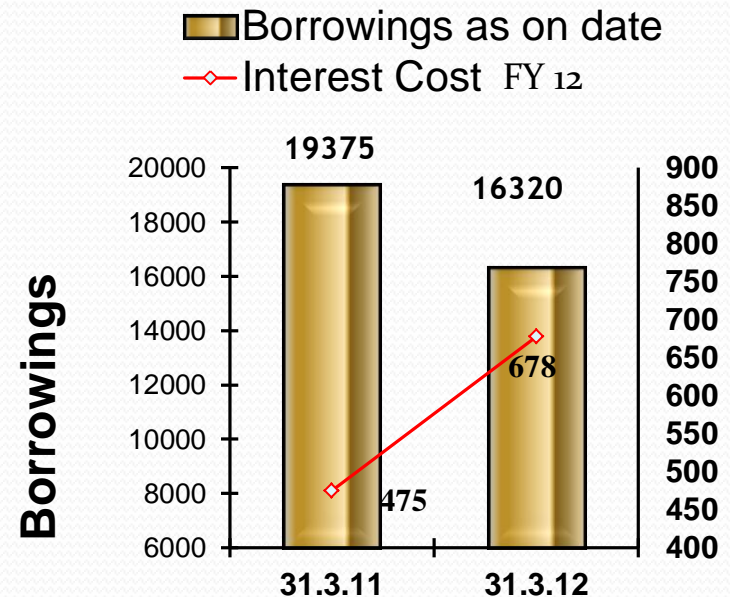
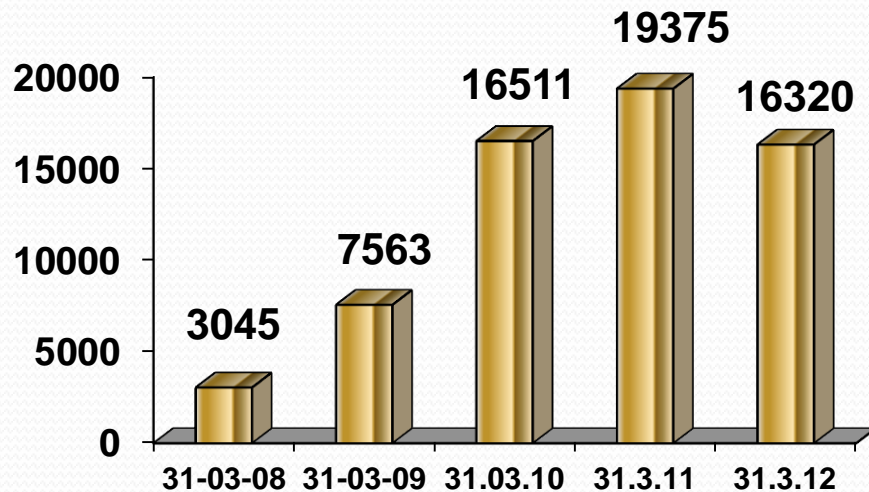
RoE: Return (PAT) on Equity / Net-worth

RoCE: Return (EBIDTA) / Average Capital Employed

Borrowings

Unit : Rs Crore

Outstanding Borrowing



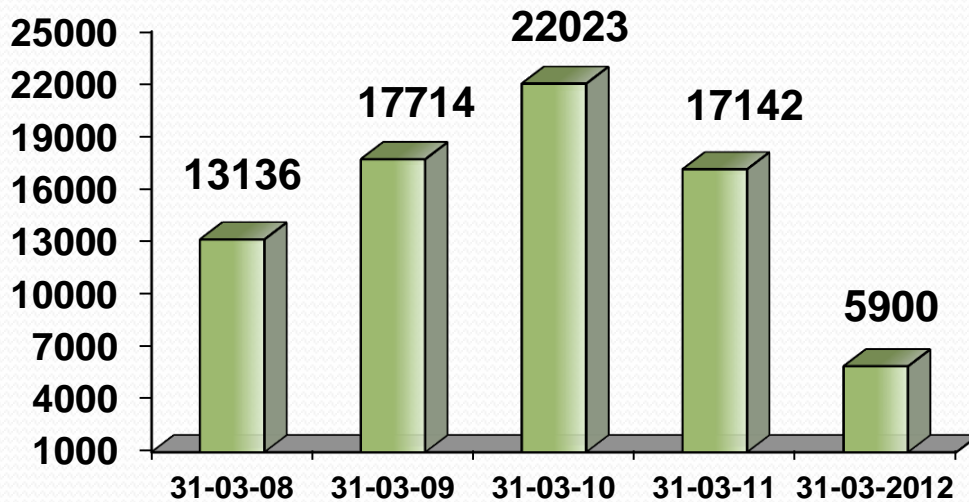
➤ The ongoing capex is being financed through debt-equity ratio of 1:1

Year	31-03-2010	31-03-2011	30-09-2011	31-12-2011	31-3-2012
D/E Ratio	0.50	0.52	0.61	0.52	0.41

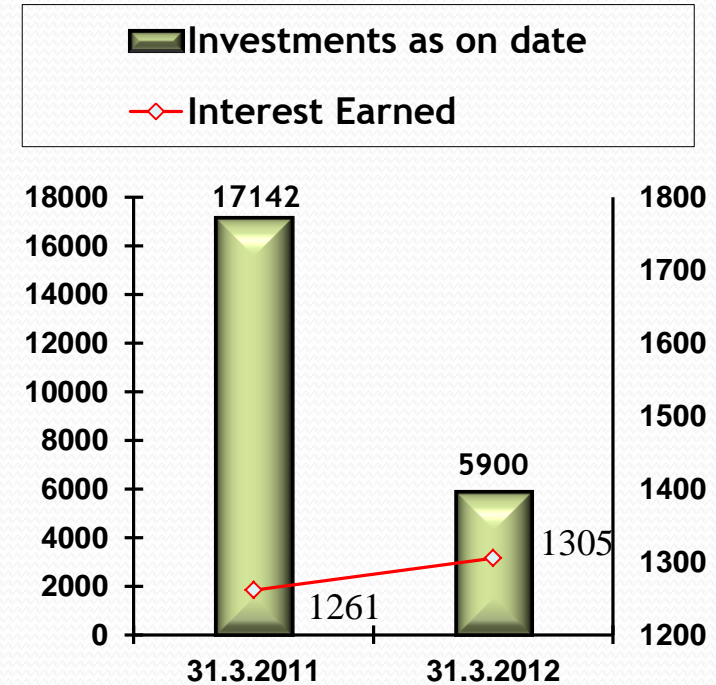
Investments

Unit : Rs Crore

Outstanding Investments

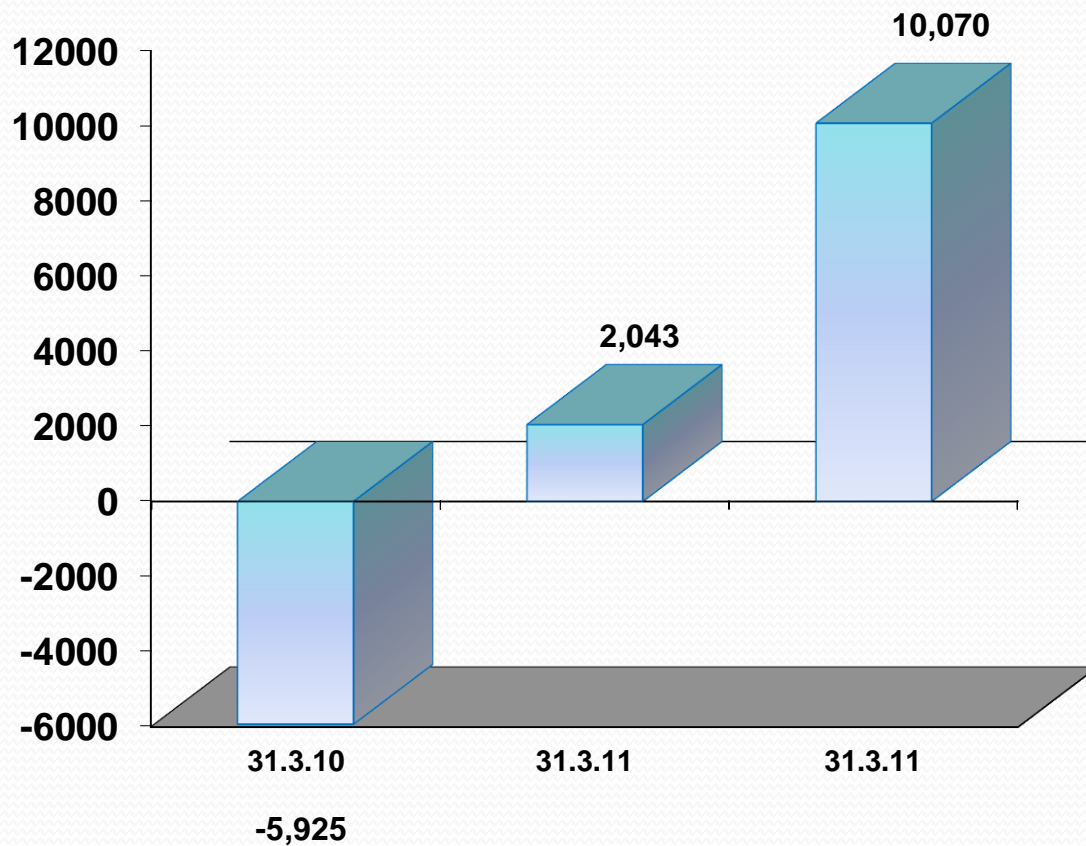


Short Term Investment in Banks



Net Debt

Unit : Rs Crore



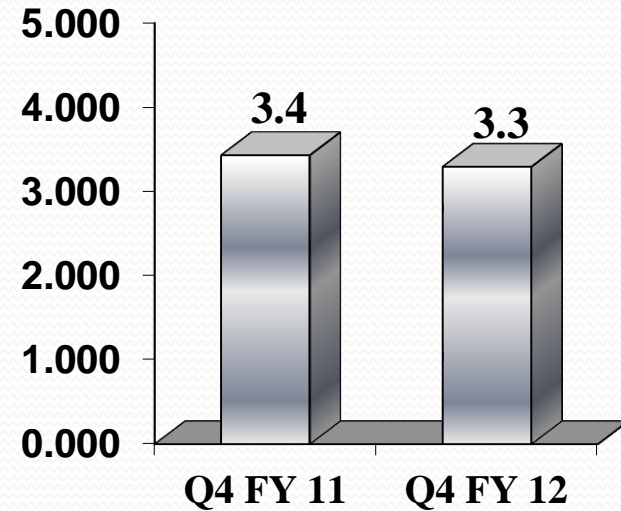
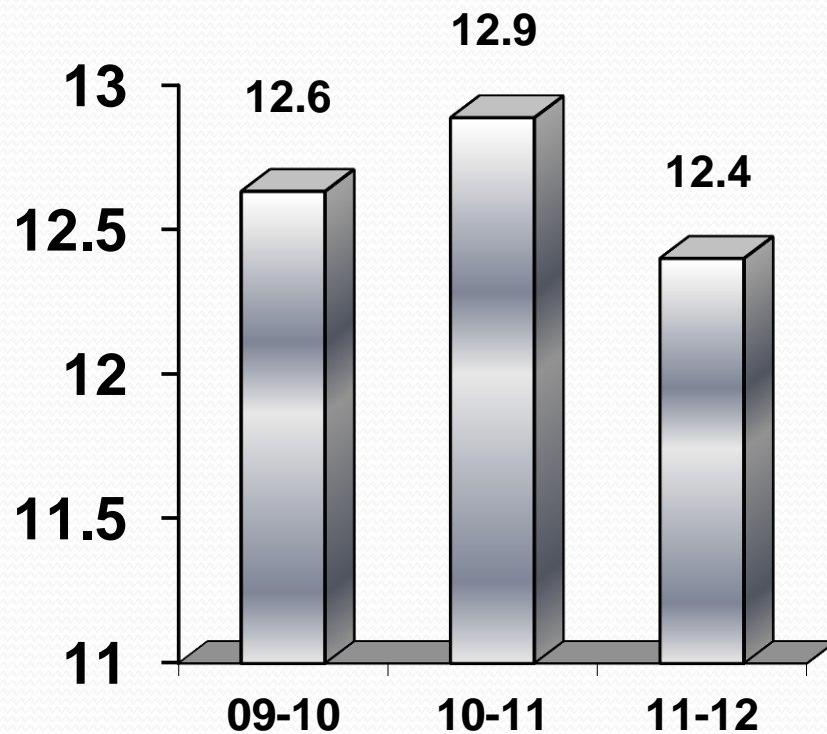
Performance Highlights –FY 12

- ✓ Hot Metal production of 14.1 million tonne.
Average Capacity utilisation: 102%
- ✓ Crude Steel production of 13.4 million tonne.
Average Capacity utilisation: 104%
- ✓ Saleable Steel production of 12.4 million tonne.
Average Capacity utilisation: 112%
- ✓ Production through Continuous Concast route 9.4 million tonne. Constitutes 70% of crude steel.

Saleable Steel Production

Including Special Steels Plants

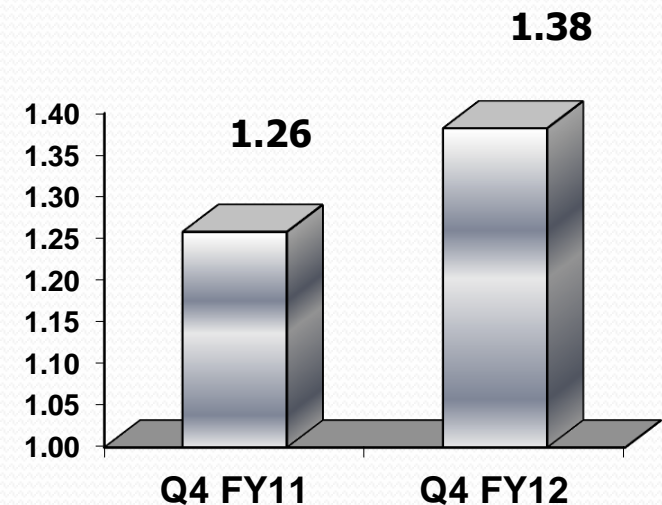
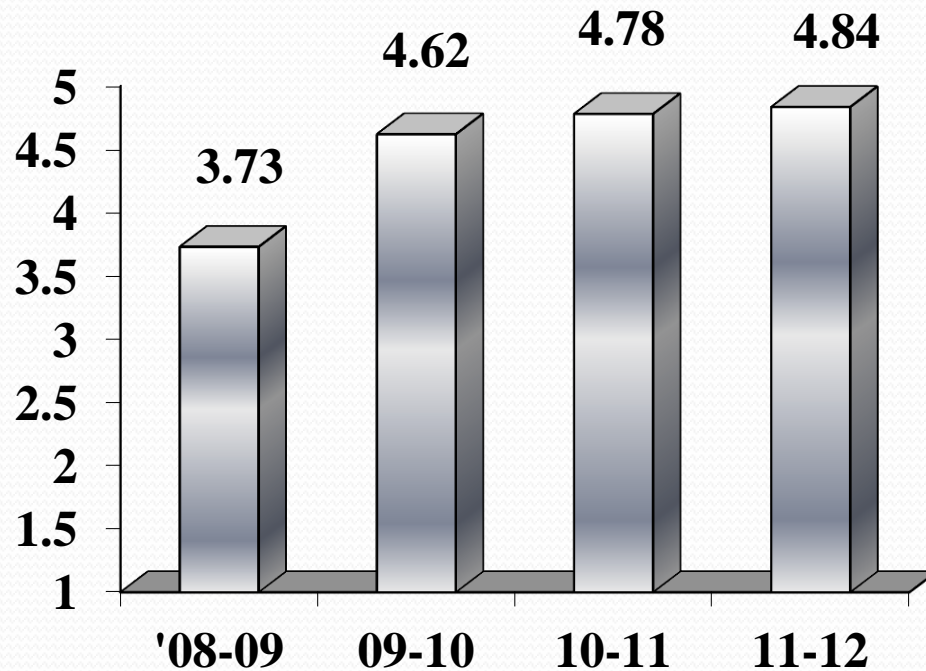
in Million Tonne



Special Steel Production

(in Million Tonne)

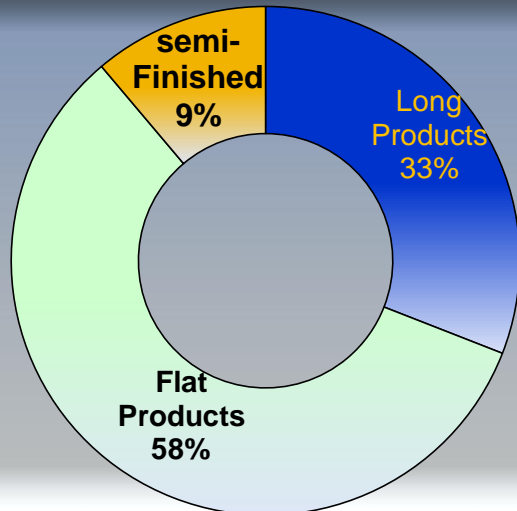
Production of Value added products of 5 ISPs



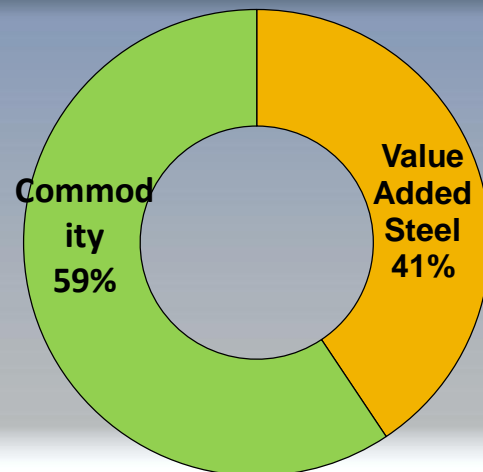
Special Steel Production constitutes 41% of Total Production.

Production by Process and Sales Mix: FY12

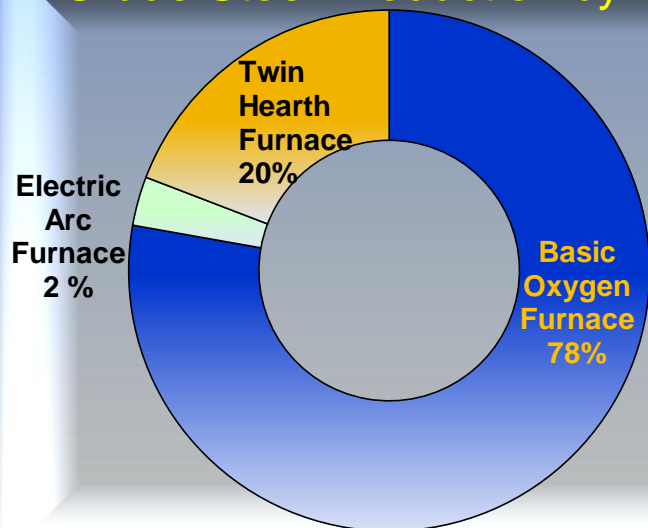
Sales of Saleable Steel 5 ISPs



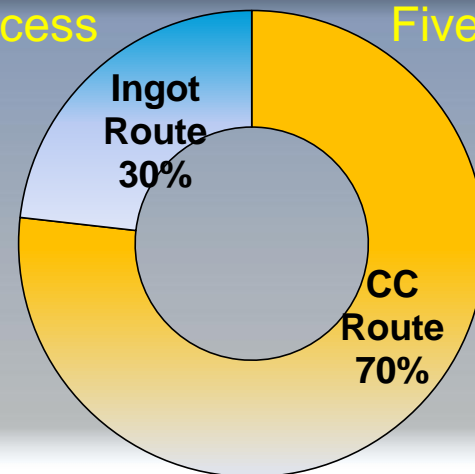
Production of Value Added Steel



Crude Steel Production by Process



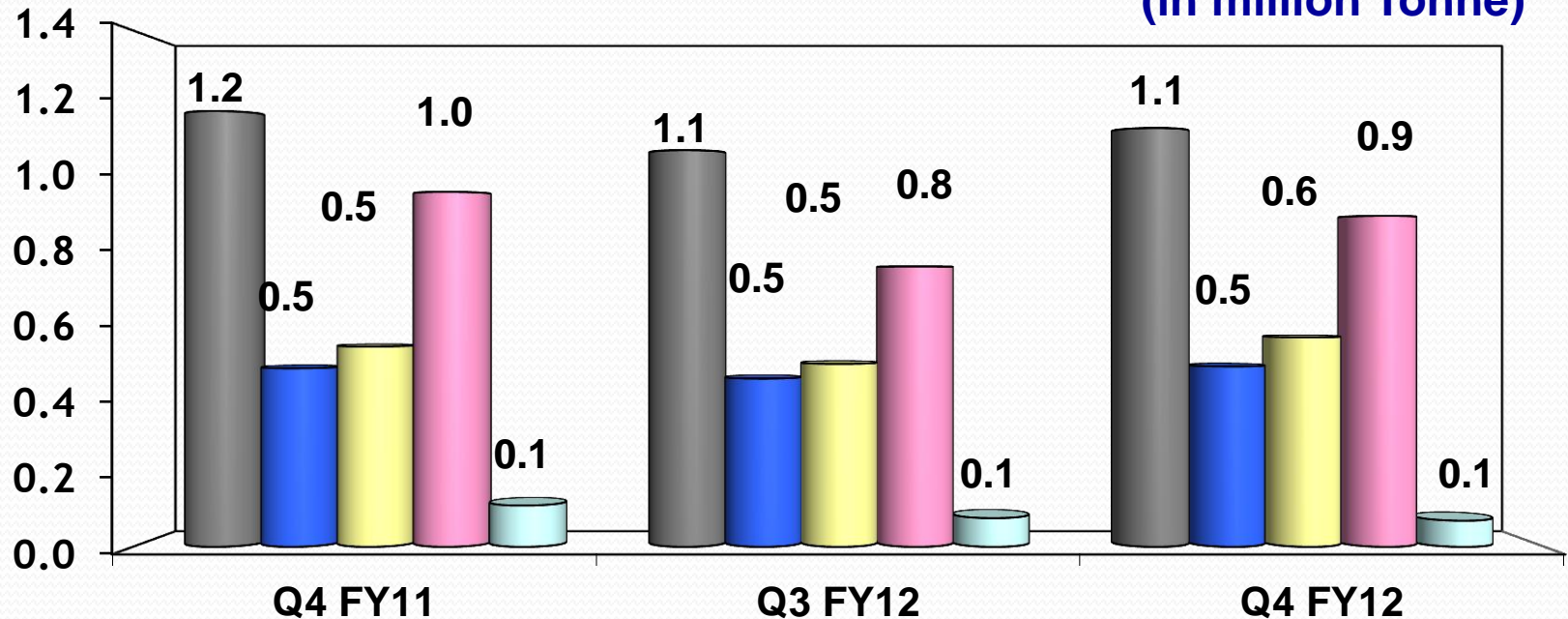
Saleable Steel Production by Process



Saleable Steel Production

Five Integrated Steel Plants

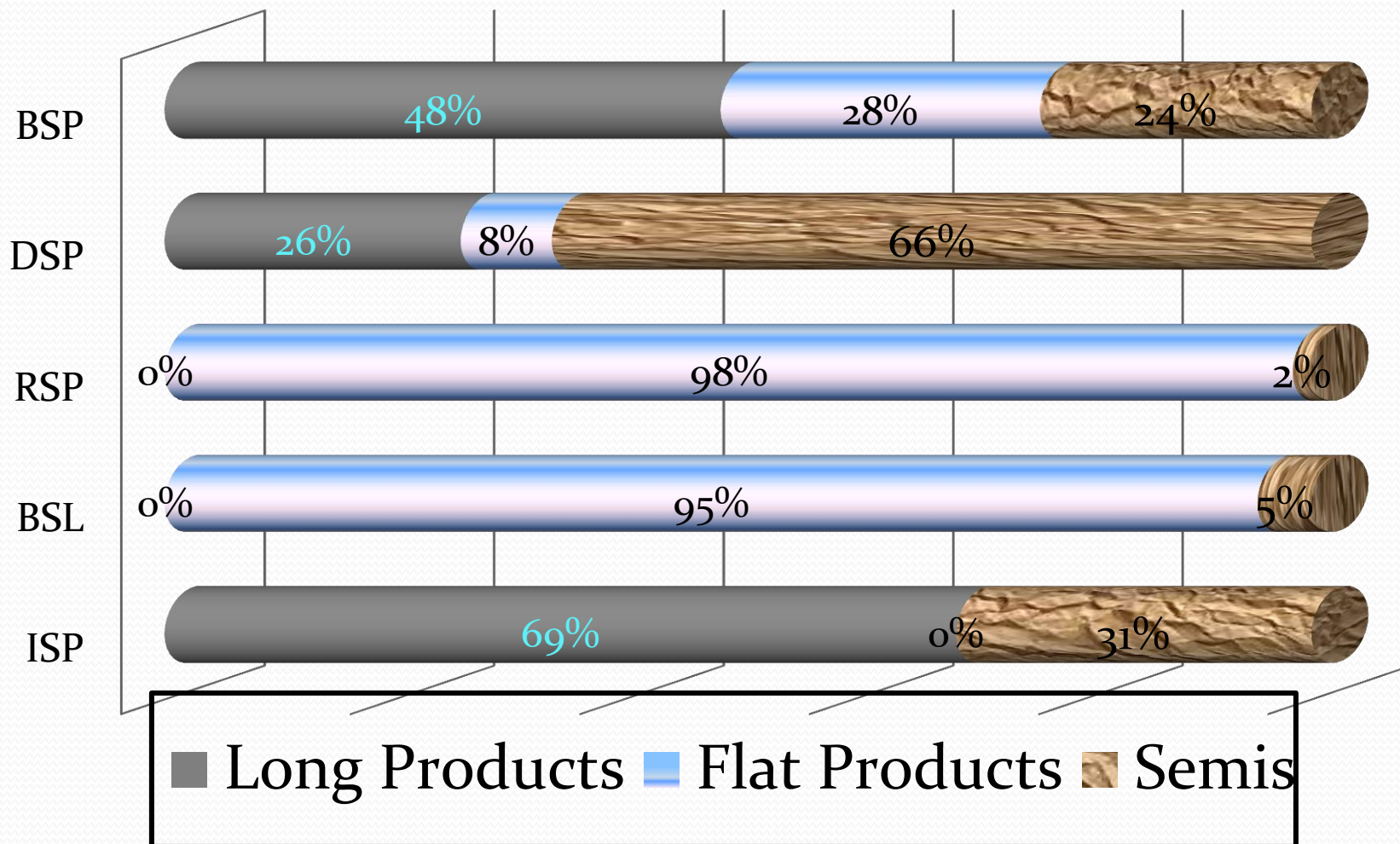
Plant-Wise, Quarter-Wise
(in million Tonne)



■ BSP ■ DSP ■ RSP ■ BSL ■ ISP

Product Mix: Production Five Integrated Steel Plants: FY12

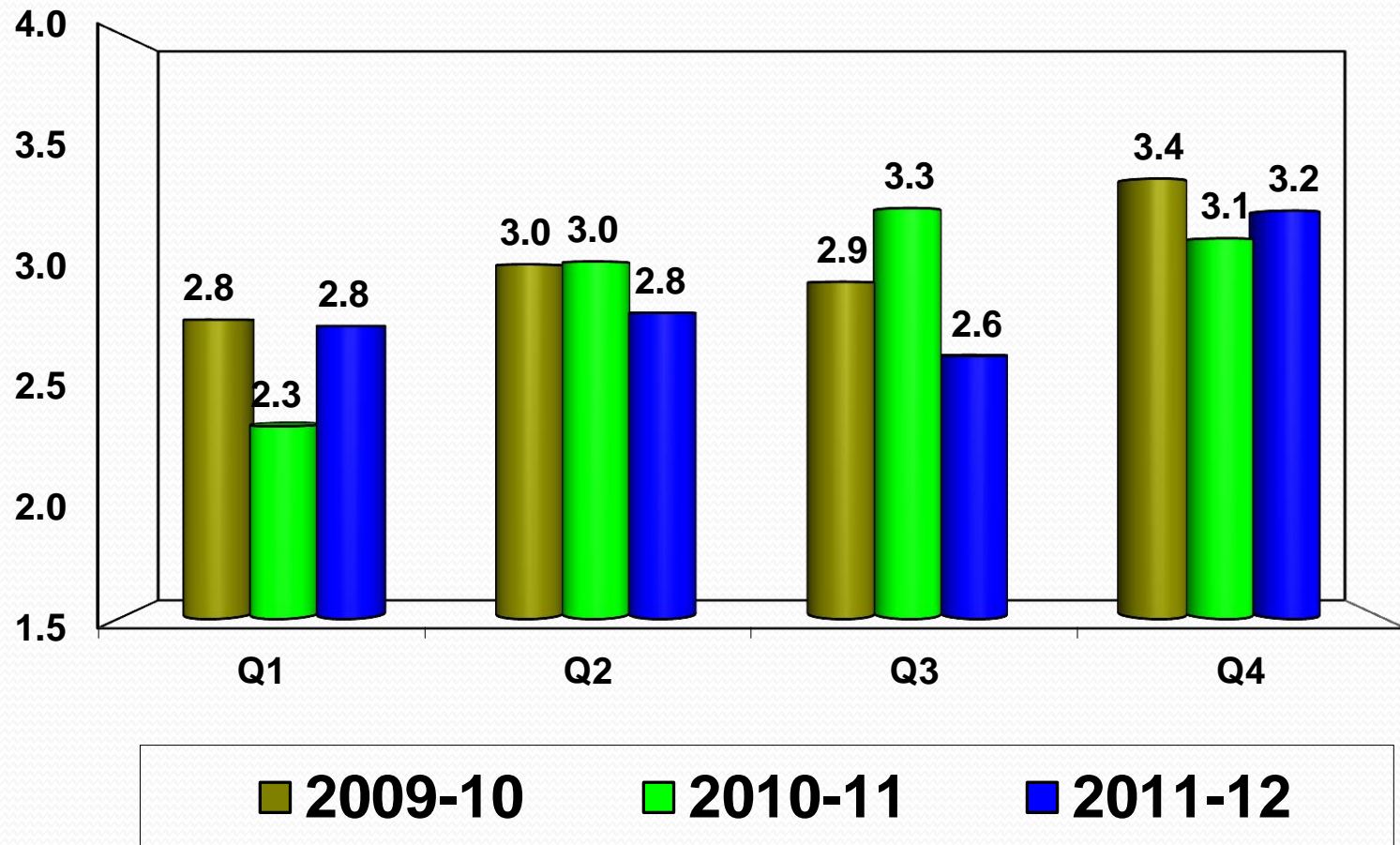
In percentage



Saleable Steel Sales Volume

Including Special Steel Plants

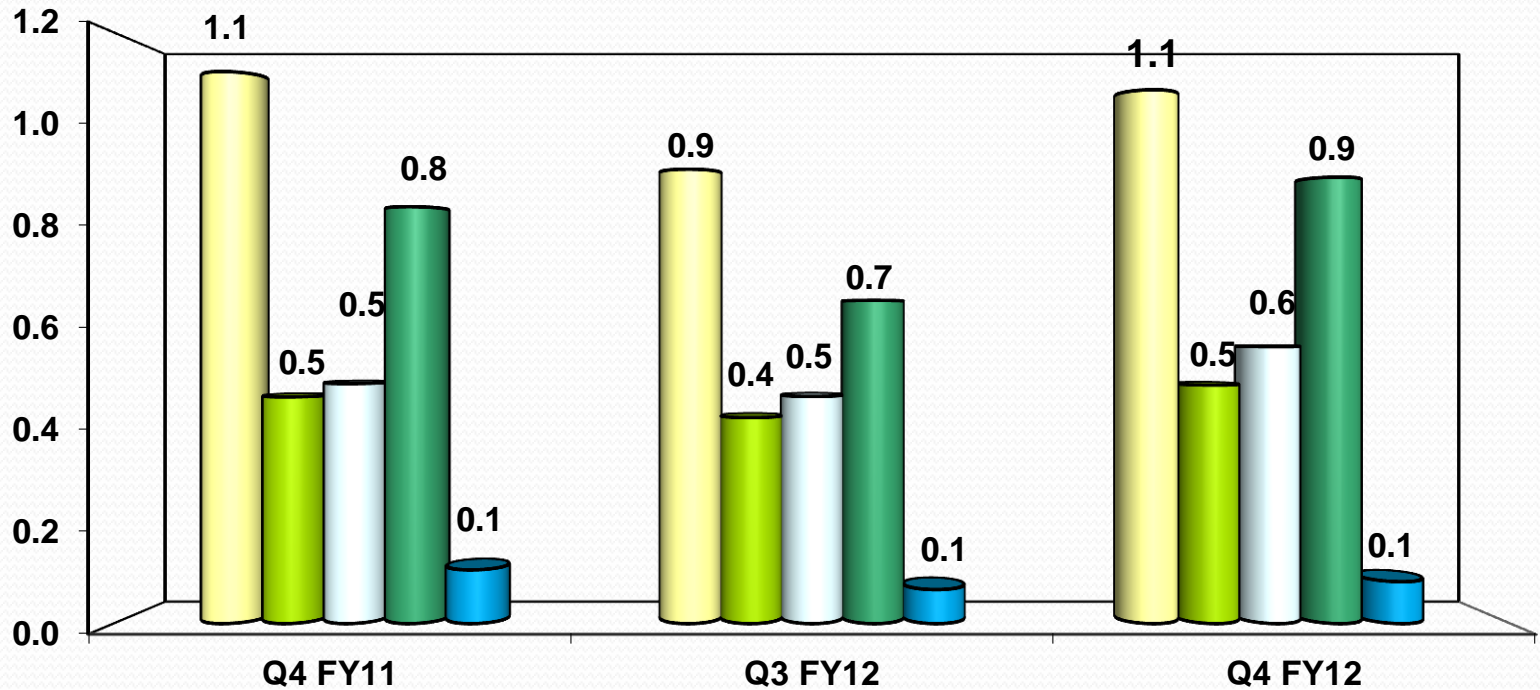
(In Million Tonne)



Saleable Steel Sales Volume

(In million tonne)

Plant-wise -Five Integrated Steel Plants

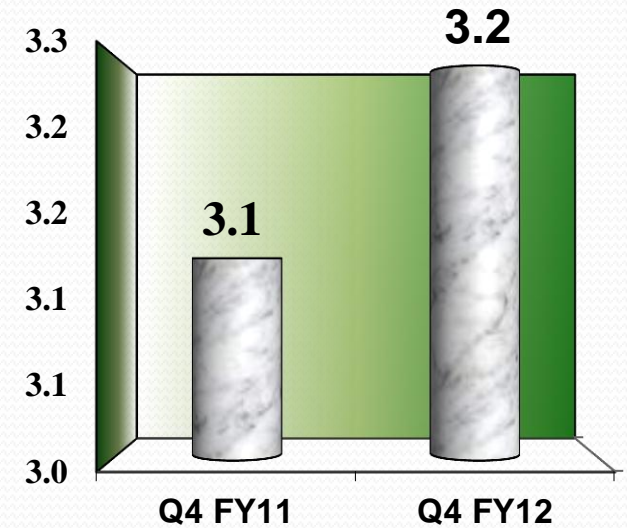
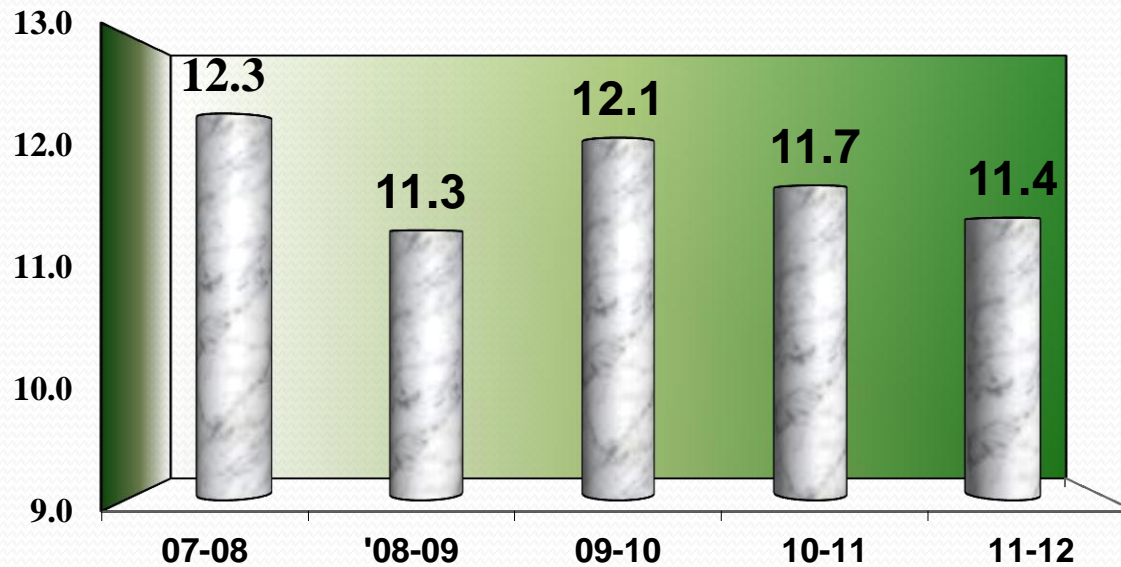


■ BSP ■ DSP □ RSP ■ BSL ■ ISP

Saleable Steel Sales Volume

Including Special Steel Plants

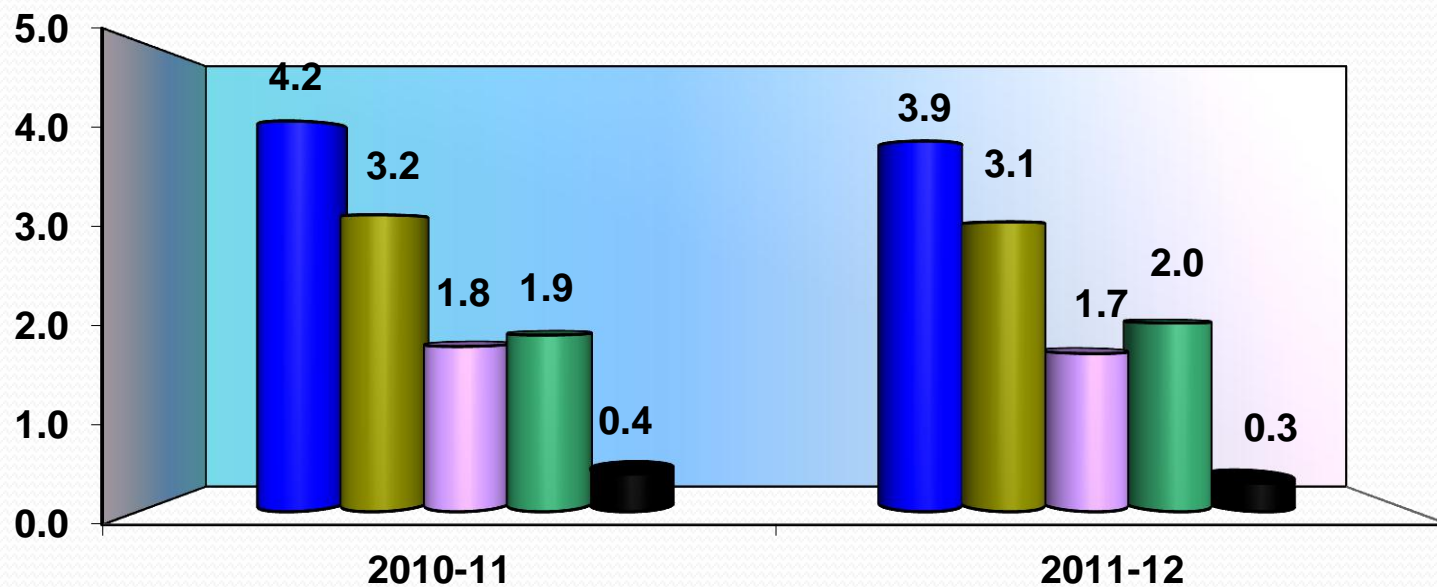
(in million tonne)



Saleable Steel Sales Volume

Plant-wise

(In Million Tonnes)



■ BSP

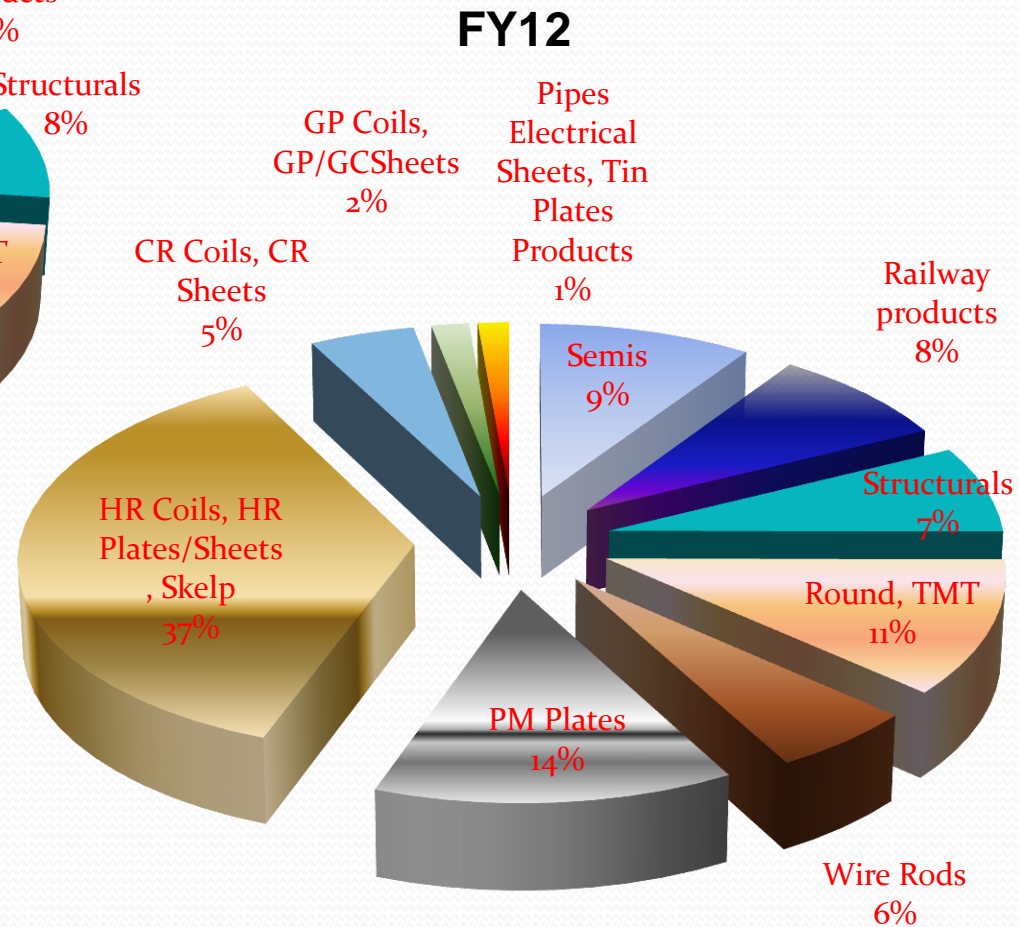
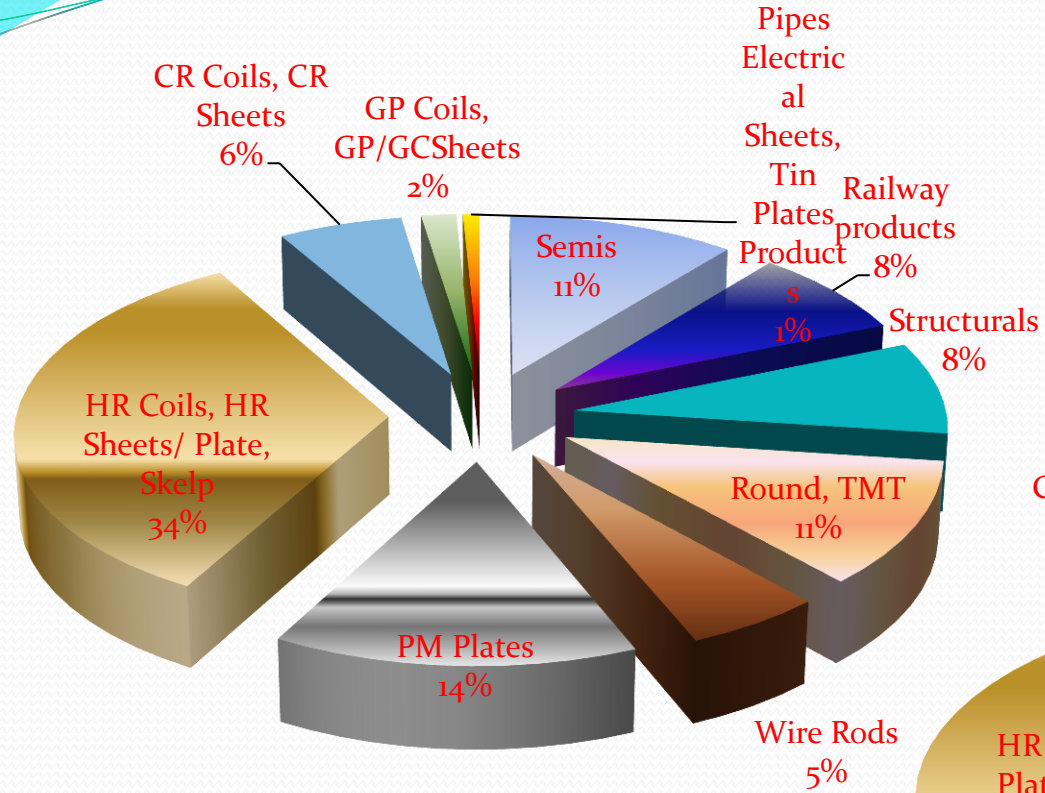
■ BSL

■ DSP

■ RSP

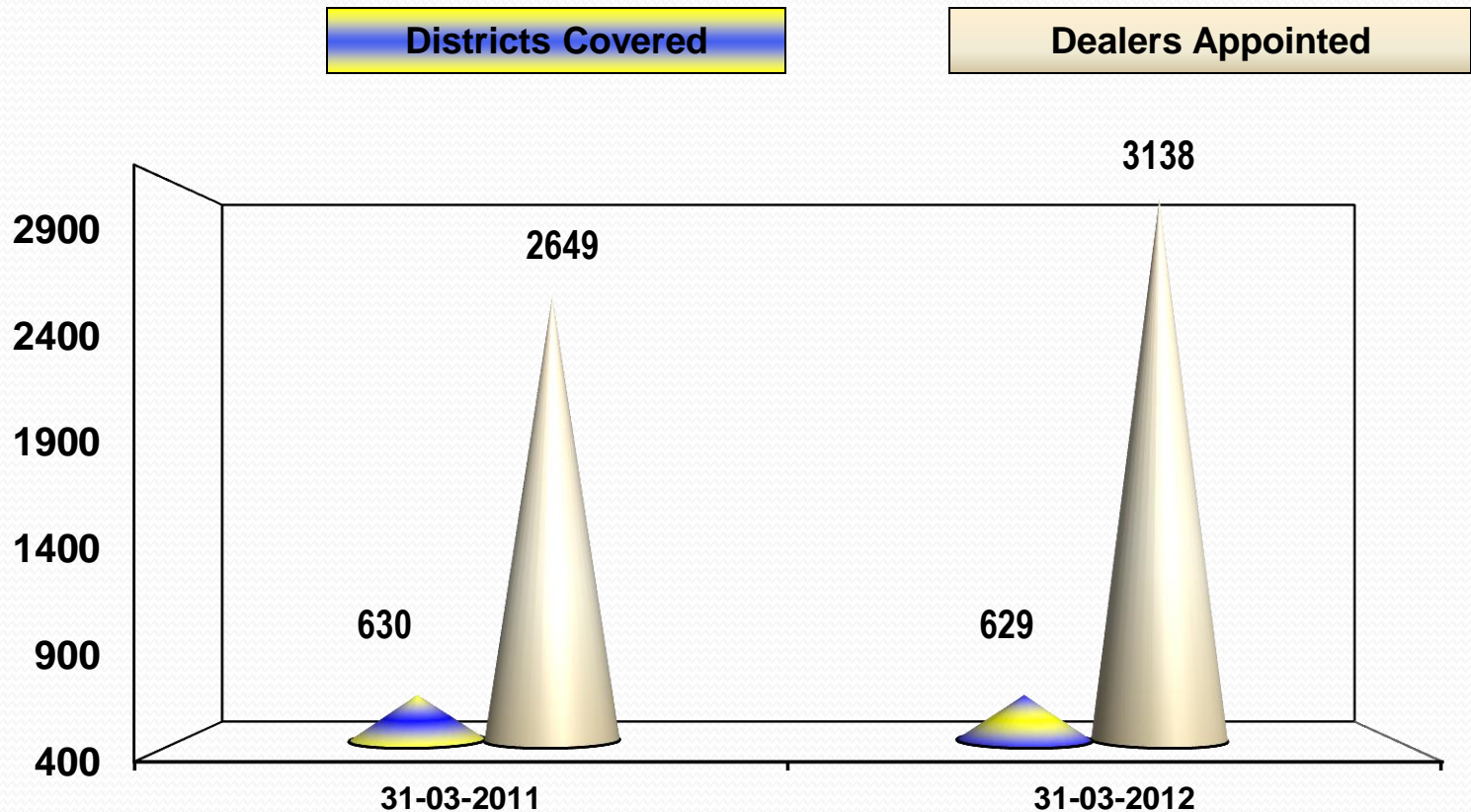
■ ISP

CATEGORY WISE SALES VOLUME (%)



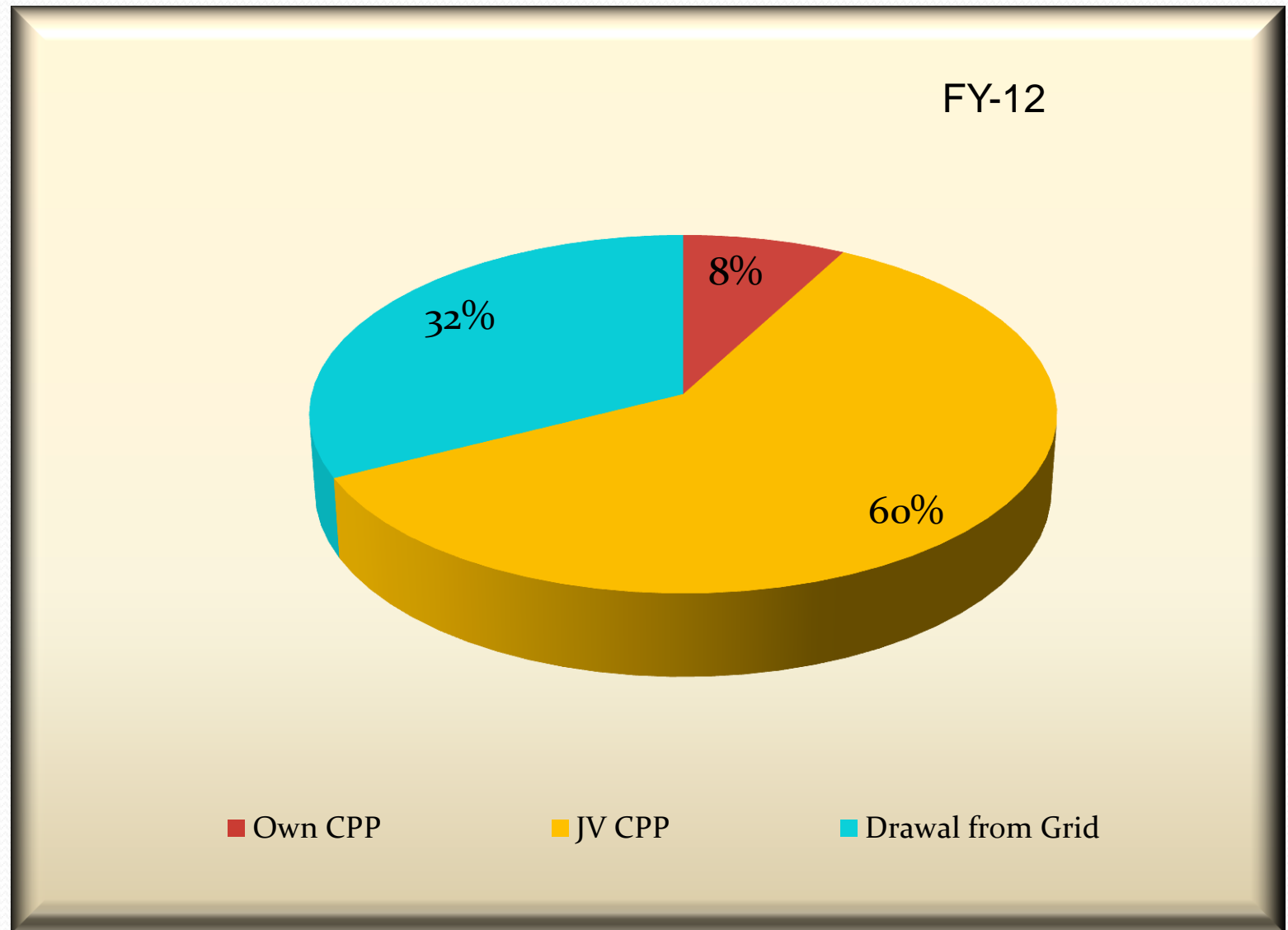
Sales through Dealers Network

No. of Dealers and Districts Covered



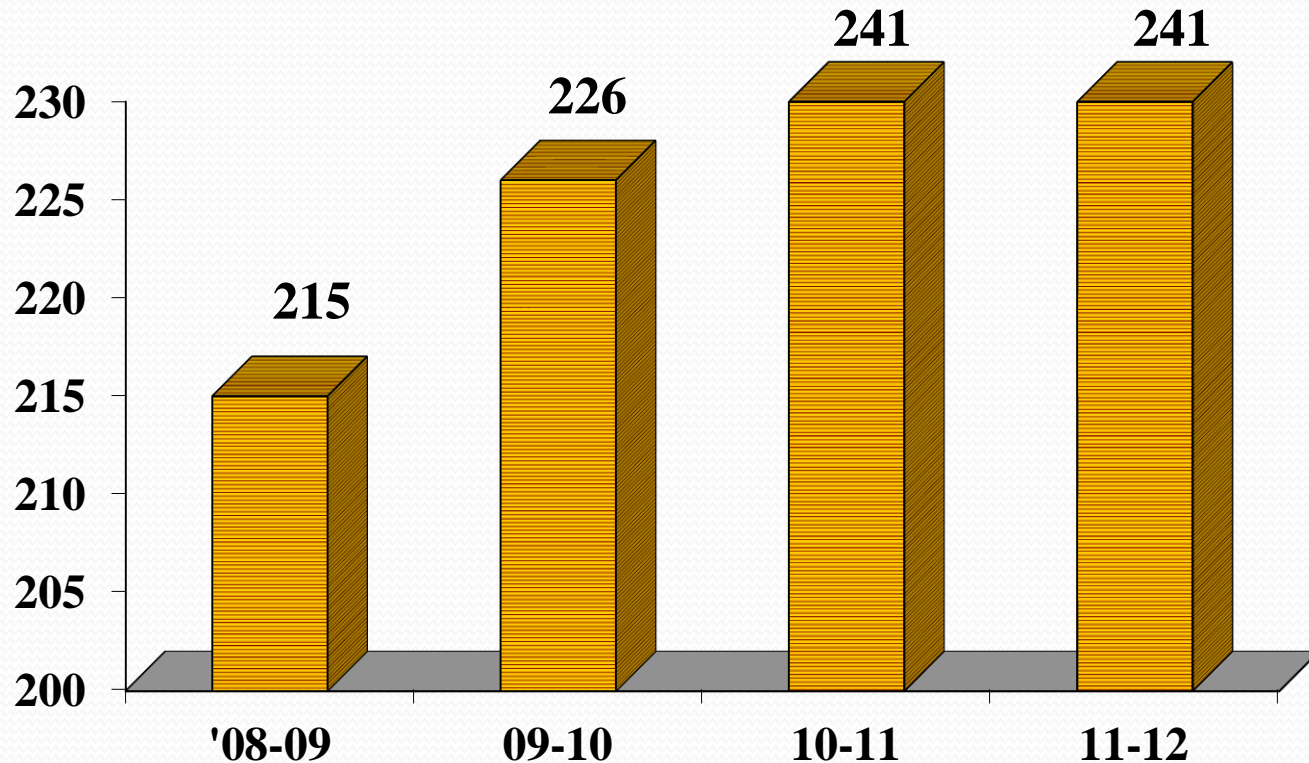
➤ Sales through dealer's network during FY12 : 0.56 million tonne

Captive Power Generation and drawal from Grid



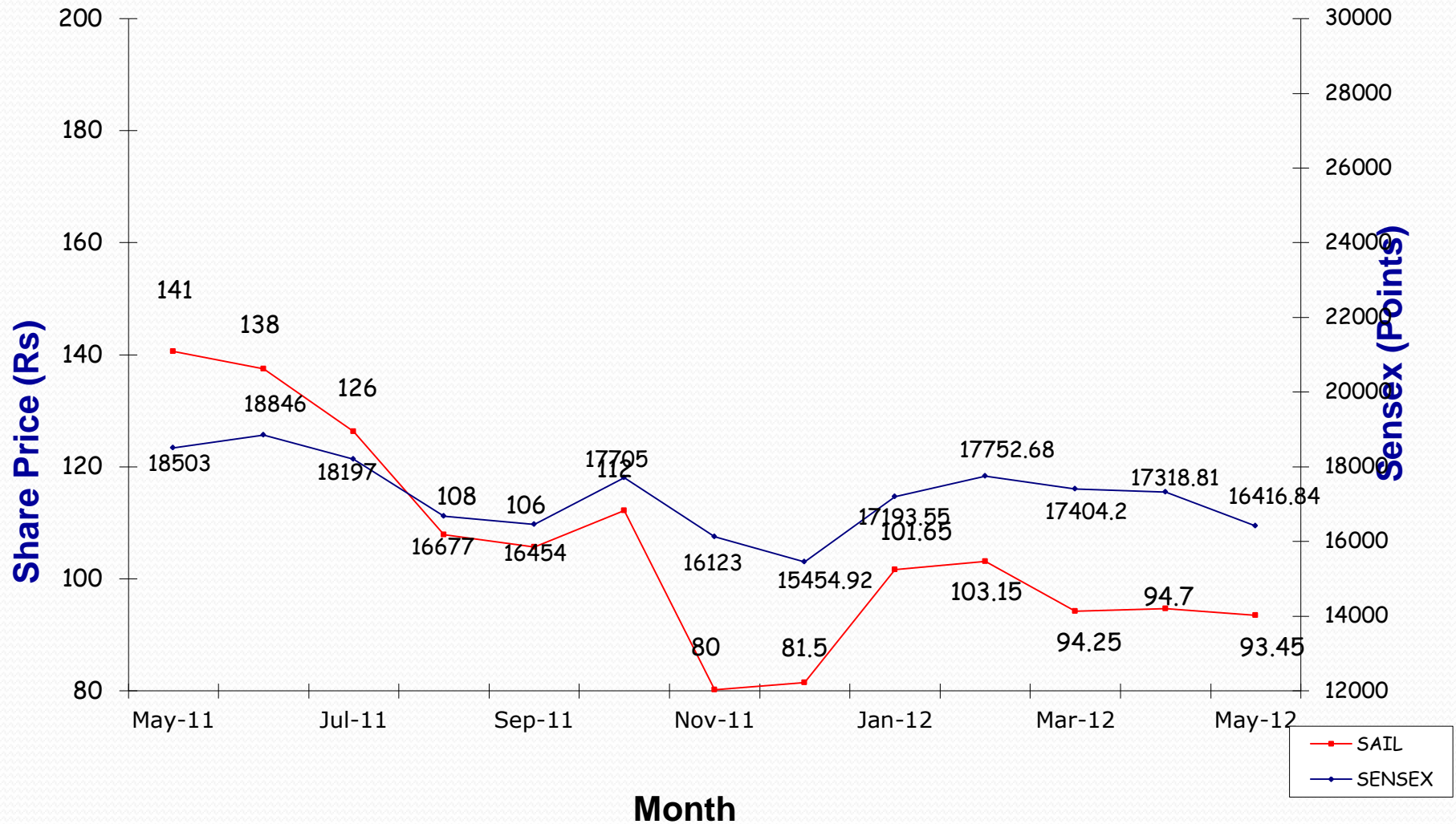
Labour Productivity

Tonne Crude Steel /man / year



- Net Manpower reduction 5471 over 31.03.2011
- Current manpower 106004 as on 31.3.2012

Performance of SAIL Share price vis-à-vis Sensex



Closing Share Price & Sensex as on the last day of the month except on 28 May,2012

Dividend

Amount in Rs. Crore

	Interim %	Final %	Total %	Dividend	Dividend Tax
2011-12*	12%	8*	20%	826	134
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

* Proposed Final Dividend for FY 12

EXPANSION AND MODERNISATION PLAN



SAIL's Expansion Plan

Particulars	Million Tonne	
	Actual Production 2011- 12	After Ongoing Expansion
Crude Steel	13.4	21.4
Saleable Steel	12.4	20.2

Expansion Plan : Technological Shift

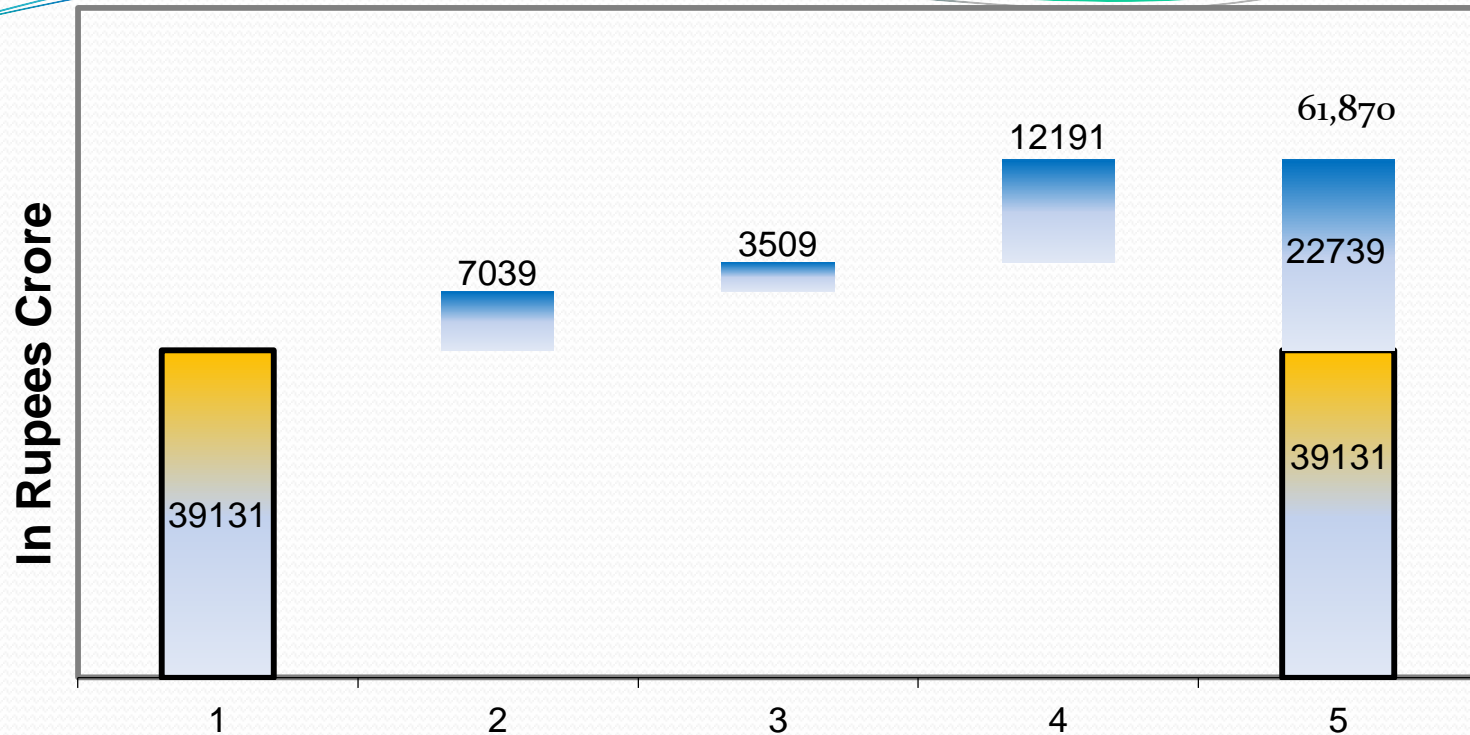
Technology	Current Status	After Expansion
BOF Steel making	78%	100%
CC Route	70%	100%
Pelletisation Plant	No	Yes
Coke Dry Quenching	No	Yes
Top Pressure Recovery Turbine	No	Yes
Auxiliary Fuel Injection in BF	Partial coverage	Full coverage
Desulphurization of Hot Metal	Partly	100%
Thin Slab Casting - Compact 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 7.0 billion) approximately.
- ✓ In addition, following capex has also been planned for schemes, as given hereunder:

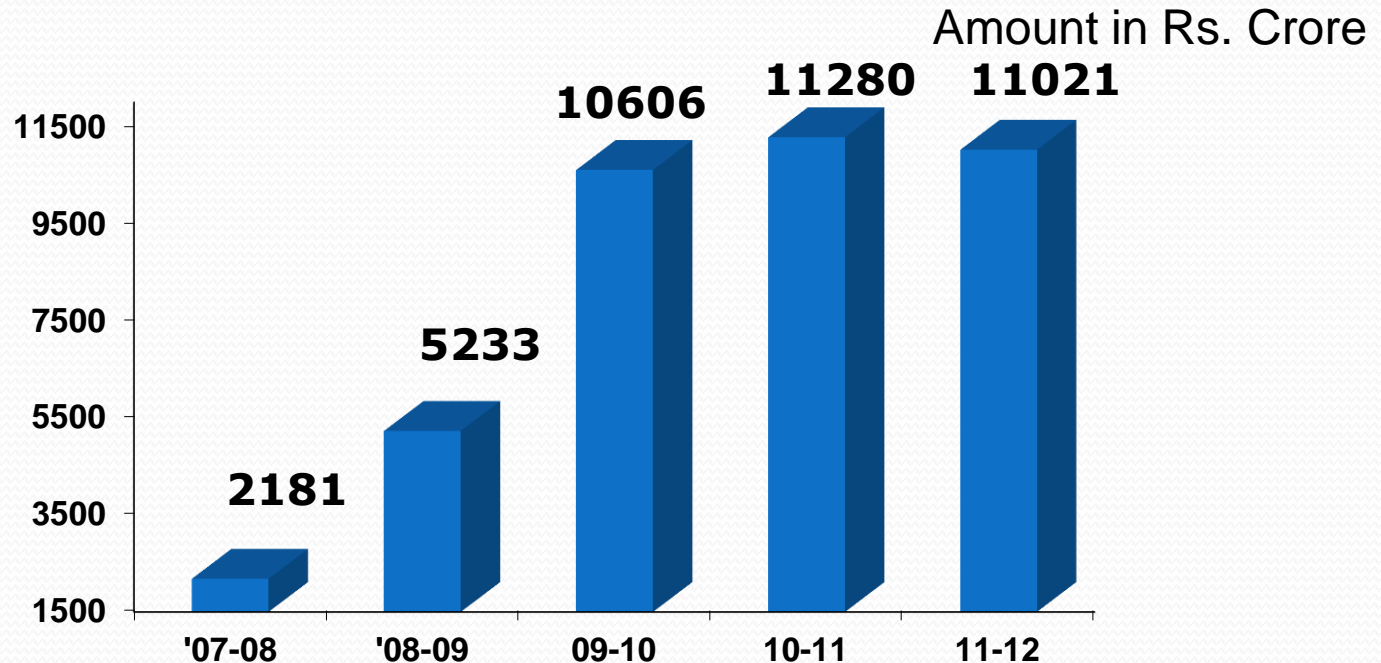
Scheme	Estimated cost
Value Addition/ Product-mix Improvement	Rs. 7,039 crore (USD 1.3 billion)
Technological Upgradation/ Moderanisation	Rs. 3,509 crore (USD 0.6 billion)
Sustenance including debottlenecking, AMR and Environment	Rs. 12,191 crore (USD 2.2 billion)
Augmenting Raw Material from existing Mines & Development of new mines	Rs.10,264 crore (USD1.8 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 FY12, an amount of Rs.11021 crore has been spent towards capital expenditure.
- ✓ Cumulative Capex till March 2012 is Rs. 40322 crore.
- ✓ Capex Plan 2012-13 is Rs. 12000 crore.

Ongoing Projects

- ✓ Orders for over Rs. 56,278 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 minimize the debt cost.
- ✓ Out of Rs. 40322 crore spent till March 2012, Long Term Borrowings for on-going Capital Expenditure Plan is about 27%.

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 m³ 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 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 leading to elimination of entire semi-finished steel
- ✓ Wider Plates in the size of 4300 mm

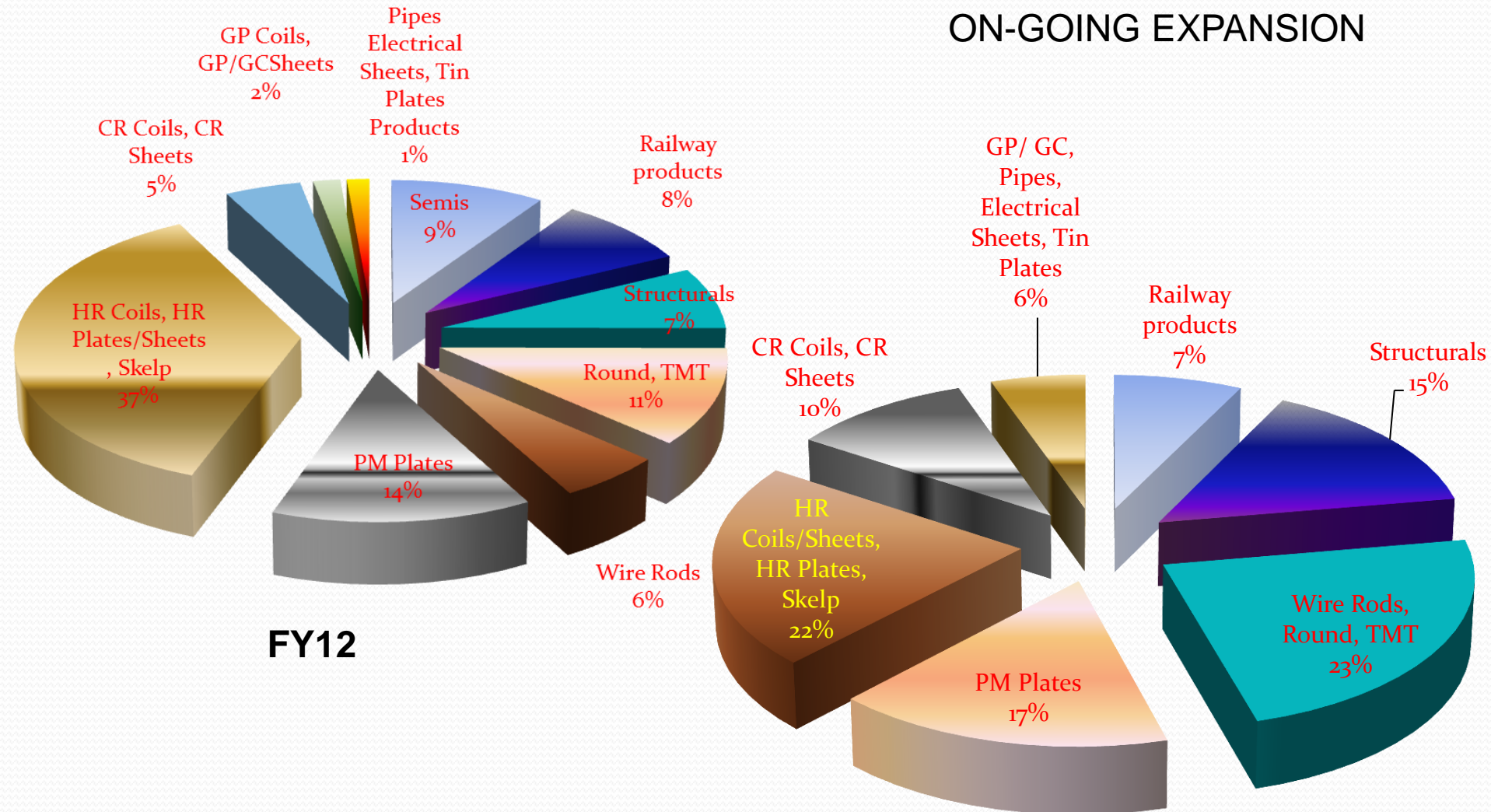
Capacity increase after Expansion

Plant	Hot Metal (MT)		Crude Steel(MT)		Saleable Steel(MT)	
	2011-12	After Expansion	2011-12	After Expansion	2011-12	After Expansion
BSP	5.1	7.5(7.5)	4.9	7.0(7.0)	4.3	6.5 (6.5)
DSP	2.1	3.5(2.5)	1.9	3.0(2.2)	1.8	2.8 (2.1)
RSP	2.3	4.5(4.5)	2.2	4.2(4.2)	2.1	4.0 (4.0)
BSL	4.0	7.4(5.8)	3.6	7.0(4.6)	3.3	6.5 (4.2)
ISP	0 .5	2.9(2.9)	0.3	2.5(2.5)	0.3	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		-	0.1	0.2(0.2)	0.3	0.3 (0.3)
Total	14.1	26.2(23.5)	13.4	24.6(21.4)	12.4	23.1 (20.2)

Figures in brackets indicate capacity after implementation of on going phase of modernization and expansion.

PRODUCT MIX CHANGE

PRODUCT MIX AFTER ON-GOING EXPANSION



Capex Status for On-going Expansion and Moderanisation as on 31.03.2012

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	2011-12 (Actual)	After Expansion
Crude Steel	0.096	0.18
Saleable Steel	0.298	0.34

Isco Steel Plant

- Expected Date of commissioning: The commissioning of individual facilities shall begin in June 2012. Major facilities are expected to be progressively commissioned by December 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 4060m³
 - 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	2011-12 (Actual)	After Expansion
Crude Steel	0.33	2.50
Saleable Steel	0.32	2.39

Bokaro Steel Plant

- Expected Date of commissioning: October 2012
- 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	2011-12 (Actual)	After Expansion
Crude Steel	3.65	4.61
Saleable Steel	3.33	4.18

Bhilai Steel Plant

- Expected Date of commissioning: September 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 4060m³
 - 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	2011-12 (Actual)	After Expansion
Crude Steel	4.90	7.0
Saleable Steel	4.29	6.56

Rourkela Steel Plant

- Expected Date of commissioning:
 - Integrated Commissioning: March 2013
- Facilities added:
 - New Coke Oven Battery, Sinter Plant, Blast Furnace 4060m³
 - New 3rd BOF (150t), LF. RH-OB.
 - New 3rd 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	2011-12 (Actual)	After Expansion
Crude Steel	2.17	4.2
Saleable Steel	2.08	3.99

Durgapur Steel Plant

- Expected Date of commissioning: March 2013
- 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	2011-12(Actual)	After Expansion
Crude Steel	1.91	2.20
Saleable Steel	1.84	2.12

Raw Materials

IRON ORE LINKAGES

Mtpa

Year	Hot Metal Production	Iron Ore Consumption	Linkages of Iron Ore
2011-12	14.1	22.0	Existing Mines
Post Expansion	26	43	<p>The capacity of existing mines at Kiriburu, Meghataburu, Bolani ,Gua & 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 being 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.
Meghataburu	4.3	6.5	
Bolani	4.1	10.0	
Gua	2.4	10.0	
New Pellet plant	New	4.0	New pellet plant shall use the existing reserve of fines at Gua.
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
2011-12	14.1	12.6	<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 initiated discussions for preparation of Detailed Project Report for setting up ITmK3 based Iron Nugget Plant at ASP, Durgapur. Incorporation of 50:50 Joint Venture Company in the name of “SAIL-Kobe Iron India Private Limited” is under progress.
- 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. DPR for the SAIL POSCO Project is ready. The framework for Joint Venture is under finalisation.
- SAIL-led consortium of 7 Public and Private sector Companies, AFISCO (Afghan Iron & Steel Consortium) have been selected as “Preferred Bidder” for blocks B,C and D of the Hajigak iron ore mines. Consortium has held two rounds of negotiations with Afghanistan Authorities to finalise the Mining contract.

New Strategic Initiatives

- The refractory unit of Burn Standard Company Limited (BSCL) has been acquired by SAIL Refractory Company Limited (SRCL), a wholly owned subsidiary of SAIL on 16th December, 2011.
- 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.
 - A new SPV Company 'SAIL-Sindri Projects Limited' has been incorporated in November 2011
 - FCIL shall have minimum stake of 11% and combined stake of all PSUs to remain above 51%.
 - SBI, the operating agency has informed that they have submitted their recommendations to BIFR for examining and publishing the Draft Rehabilitation Scheme.
- A SPV Company "SAIL Jagdishpur Power Plant Limited" has been formed for setting 1050 MW Gas-based Combined-Cycle Power Plant in Jagdishpur.

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 has signed a Joint Venture Agreement with Burn Standard Company Limited (BSCL) for setting up a Wagon Components Manufacturing Facility at the premises of BSCL at Jellingham, in West Bengal, with a capacity to produce 10,000 bogies and 10,000 couplers per annum.
- 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.
- 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.

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.
- CSR programme has received various awards and accolades

SAIL: Corporate Social Responsibility



Health Score Card

SAIL provides Healthcare to over 30 million people living in the vicinity of SAIL Plants and Units through:

- | | |
|--|--------|
| • Primary Health Centre | : 54 |
| • No. of Hospitals | : 17 |
| • No. of Super Specialty Hospitals | : 7 |
| • Reproductive and Child health Centre | : 12 |
| • No. of Beds | : 4040 |
| • No. of Doctors | : 769 |
| • No. of Nurses and Paramedical Staff | : 3237 |



Education

- SAIL has opened over 146 Schools in the Steel Townships to provide modern Education to over 70,000 children.
- SAIL also provides assistance to over 286 schools.
- SAIL runs 7 free schools at its 5 Integrated Steel Plants for BPL families which Facilitates free education, mid-day meals, uniform, including shoes, text books, Stationary items etc.
- SAIL is providing mid-day meals to more than 18,000 students in different schools in Bhilai through Akshay Patra Foundation.
- SAIL is providing scholarships to deserving Graduate and Post Graduate students.
- SAIL has adopted 180 tribal children at Bhilai and 14 at Bokaro.

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

- For 8th Year in a row, SAIL received the MoU Excellence Award from the Prime Minister.
- SAIL won the Gold Trophy of SCOPE Meritorious Award for Corporate Governance for 2010-11.
- 73 SAIL employees bagged 14 of the 28 Vishwakarma Rashtriya Puraskars for the year 2009 presented in September 2011 and 103 of the 189 Prime Minister's Shram Awards for the calendar years 2008, 2009 and 2010 presented in October 2011.
- SCOPE Meritorious Award for Environment Excellence and Sustainable Development for the year 2009-10

Accolades

- SAIL has been conferred MoU Excellence Award in the Mining and Metals category by Hon'ble Prime Minister during December 2011.
- Bhilai Steel Plant has been declared the winner of the Prime Minister's best Integrated Steel Plant trophy for 2009-10. Bhilai has won this coveted award for the tenth time.
- Societal Innovation Award for the year 2010 has been conferred to a team of SAIL RDCIS Engineers in January 2012 for the invention of "Curtain Flame Ignition Technology for Sinter Machines in Steel Plants". This is a prestigious award constituted by National Research Development Corporation on behalf of the Department of Scientific and Industrial Research, Ministry of Science and Technology, Government of India.

Accolades

- SAIL bagged nine number of Awards during National Metallurgists Day function and conference held during November 2011.
- SAIL Steel Plants have been awarded three CII-EXIM Bank Award for Business Excellence in the National Quality Summit held in December 2011.
- 7 teams of SAIL were categorised as 'Excellent' and other 3 as 'distinguished' in the International Convention on Quality circle 2011 held at Yokohama, Japan.
- SAIL has been conferred 'Industry Excellence' Award by Institution of Engineers in All India Engineers' Congress held in December 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. 55.68
✓ 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.