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An ISO 9001, ISO 14001 & OHSAS 18001

Certified Company



10<sup>th</sup> November, 2020

BSE Ltd  
Phiroze Jeejeebhoy Towers  
Dalal Street - Mumbai 400 021  
Fax No. : 91-22-22721919,

National Stock Exchange of India Ltd.  
Exchange Plaza, Bandra Kurla Complex  
Bandra (E), Mumbai - 400051  
Fax No: 022-26598120

Security Code: **504614**

Security Code: **SARDAEN**

Dear Sir,

Sub: Investor Presentation on the results for the Q2/FY21


With reference to the captioned subject, pursuant to Regulation 30 (6) read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulation 2015, we are enclosing herewith the Investor Presentation on the Q2/FY21 results of our Company.

The said Investor Presentation is also being placed on the website of the company - [www.seml.co.in](http://www.seml.co.in). The said presentation will also be shared with various Analysts / Investors.

You are requested to take the information on records and disseminate the same for the information of the investors. Please acknowledge receipt.

Thanking you

Yours faithfully,  
For Sarda Energy & Minerals Ltd.

  
Authorised Signatory

Encl: As above

**MINING**



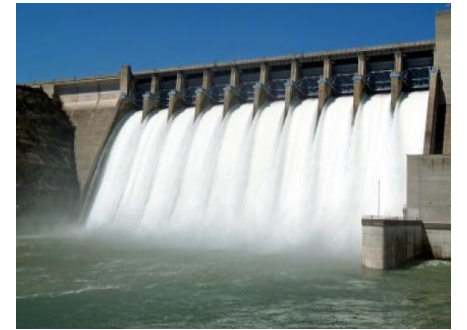
**STEEL**



**FERRO-ALLOYS**



**HYDRO**



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**Result Presentation | Q2FY21**

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# Safe Harbour Statement

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# Agenda

- 1 **Q2/H1FY21 : Result Highlights**
- 2 **SEML – Consistent & Disciplined Growth**
- 3 **Strategic Priorities**
- 4 **Annual Financial Highlights**

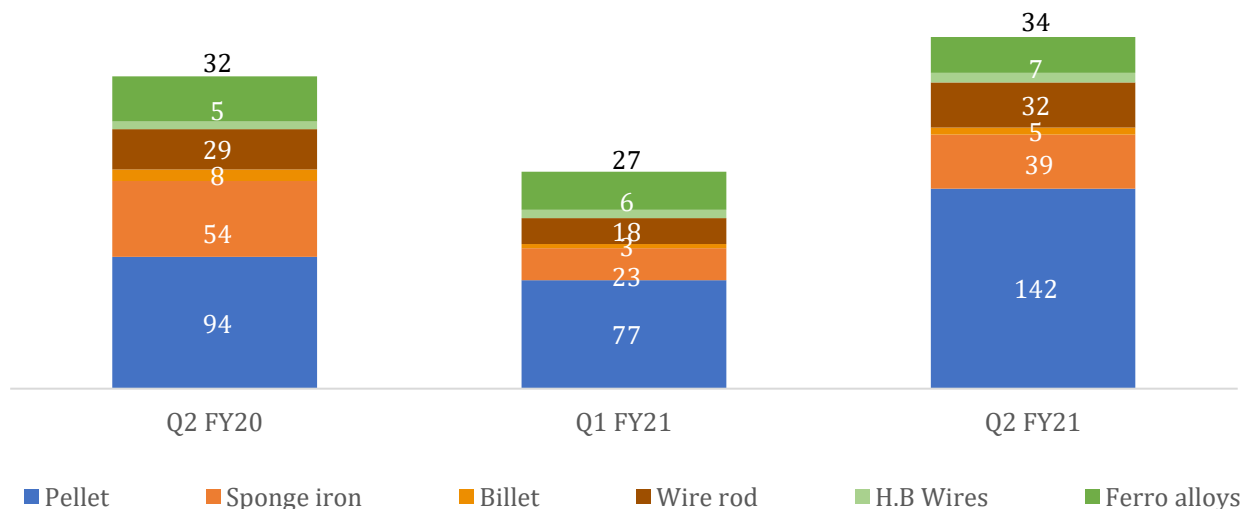




## **Q2/H1FY21 : Result Highlights**

# Covid-19 | Operations Return to Normalcy

Steel & Ferro - Witnessing recovery in demand post unlocking – Sales ('000 MT)



Hydro Power - Remains largely un-impacted

### Operational plants

Highest ever hydropower generated in Q2FY21 at 65.23 Mn Kwh

### Under-execution – Sikkim Project

The project is in its final leg of completion; Initial delay due to Covid-19, followed by heavy rainfall in the region; Likely to be completed by December 2020

### Coal Mine Auction

#### **Highest Bidder for Shahpur West Coal Mine** in Madhya Pradesh

Revenue share of 26%; Extractable reserves of 13.4 MMT; Production capacity of 0.6 MMT p.a.

#### **Highest Bidder for Gare Palma IV 7 Coal Mine** in Chhattisgarh

Revenue share of 66.8%; Extractable reserves of 136.3 MMT; Production capacity of 1.2 MMT p.a.

### Credit Rating

Reaffirmed by CRISIL at

**A+/Stable**

Chhattisgarh Hydropower LLP

Upgraded by ICRA to **BBB+**

# Profitability Highlights - Consolidated

INR in Cr	Q2FY21	Q2FY20	YoY	Q1FY21	QoQ	H1FY21	H1FY20	YoY
Revenues	548	550		347		896	1,106	
Other Income	26	11		38		64	22	
<b>Total Income</b>	<b>574</b>	<b>561</b>	<b>2%</b>	<b>386</b>	<b>49%</b>	<b>960</b>	<b>1,128</b>	<b>-15%</b>
Raw Material	342	372		216		558	723	
Employee Expenses	21	22		21		43	47	
Other Operating Expenses	53	68		55		108	139	
<b>EBITDA</b>	<b>158</b>	<b>99</b>	<b>60%</b>	<b>92</b>	<b>71%</b>	<b>251</b>	<b>220</b>	<b>14%</b>
<b>EBITDA Margin (%)</b>	<b>28%</b>	<b>18%</b>		<b>24%</b>		<b>26%</b>	<b>19%</b>	
Depreciation	19	20		19		37	39	
Interest	20	18		20		40	41	
Exceptional Items	-3	0		-6		-9	0	
<b>Profit Before Tax</b>	<b>116</b>	<b>62</b>	<b>88%</b>	<b>48</b>	<b>141%</b>	<b>164</b>	<b>140</b>	<b>17%</b>
Tax	30	-10		9		39	18	
Share of P/L of Associates and JV	-1	-1		-3		-4	-4	
<b>PAT</b>	<b>85</b>	<b>70</b>	<b>22%</b>	<b>36</b>	<b>135%</b>	<b>122</b>	<b>118</b>	<b>3%</b>
<b>PAT Margin (%)</b>	<b>15%</b>	<b>12%</b>		<b>9%</b>		<b>13%</b>	<b>10%</b>	
<b>EPS</b>	<b>23.41</b>	<b>19.12</b>	<b>22%</b>	<b>9.84</b>	<b>138%</b>	<b>33.25</b>	<b>32.28</b>	<b>3%</b>
<b>Adjusted EBITDA *</b>	<b>141</b>			<b>57</b>		<b>198</b>		
<b>Adjusted EBITDA margin %</b>	<b>25%</b>			<b>16%</b>		<b>22%</b>		

Note: 1) \*Adjusted for Mark-to-Market gain of INR 10.4 Cr in Q2FY21 & INR 44.7 Cr in H1FY21; and Forex gain of INR 7.2 Cr in Q2FY21 & INR 8.4 Cr in H1FY21

2) Exceptional Item of INR 3.08 Cr in Q2FY21 is on account of impairment loss on discarding of fixed assets

# Balance Sheet - Consolidated

Liabilities (Rs. Crore)	Mar-20	Sep-20
<b>Shareholder's Funds</b>	<b>1,867</b>	<b>1,965</b>
Share capital	36	36
Other equity	1,831	1,929
<b>Minority Interest</b>	<b>100</b>	<b>101</b>
<b>Non-current Liabilities</b>	<b>1,506</b>	<b>1,519</b>
Long-term borrowings	1,408	1,408
Other financial liabilities	28	28
Long-term provisions	9	9
Deferred tax liability	61	74
<b>Current Liabilities</b>	<b>626</b>	<b>551</b>
Short-term borrowings	215	133
Trade payables	214	155
Other financial liabilities	170	221
Short-term provisions	7	13
Other current liabilities	19	25
Current tax liability	1	5
<b>Total Equities &amp; Liabilities</b>	<b>4,100</b>	<b>4,137</b>

Assets (Rs. Crore)	Mar-20	Sep-20
<b>Non-current Assets</b>	<b>2,796</b>	<b>2,864</b>
Property, plant & equipment	1,209	1,176
Capital W.I.P	1,365	1,471
Investment property	52	53
Intangible assets (incl. WIP)	69	66
Investment in associates and JVs	30	28
Financial assets	25	22
Other non-current assets	46	49
<b>Current Assets</b>	<b>1,304</b>	<b>1,273</b>
Inventories	501	434
Trade receivables	124	129
Investments	139	220
Cash & cash equivalents	165	72
Loans & advances	260	302
Current tax assets (net)	1	1
Other current assets	115	116
<b>Total Assets</b>	<b>4,100</b>	<b>4,137</b>



# Profitability Highlights - Standalone

INR in Cr	Q2FY21	Q2FY20	YoY	Q1FY21	QoQ	H1FY21	H1FY20	YoY
Revenues	373	381		231		604	802	
Other Income	33	26		19		52	34	
<b>Total Income</b>	<b>406</b>	<b>407</b>	<b>0%</b>	<b>251</b>	<b>62%</b>	<b>656</b>	<b>835</b>	<b>-21%</b>
Raw Material	226	267		148		374	521	
Employee Expenses	16	17		17		33	37	
Other Operating Expenses	53	47		31		84	100	
<b>EBITDA</b>	<b>110</b>	<b>76</b>	<b>44%</b>	<b>56</b>	<b>96%</b>	<b>166</b>	<b>177</b>	<b>-7%</b>
<b>EBITDA Margin (%)</b>	<b>27%</b>	<b>19%</b>		<b>22%</b>		<b>25%</b>	<b>21%</b>	
Depreciation	12	13		12		24	26	
Interest	9	9		9		18	16	
Exceptional Items	-3	0		-6		-9	0	
<b>Profit Before Tax</b>	<b>85</b>	<b>55</b>	<b>56%</b>	<b>29</b>	<b>192%</b>	<b>115</b>	<b>135</b>	<b>-15%</b>
Tax	17	-14		6		24	15	
Share of P/L of Associates and JV	0	0		0		0	0	
<b>PAT</b>	<b>68</b>	<b>68</b>	<b>0%</b>	<b>23</b>	<b>197%</b>	<b>91</b>	<b>121</b>	<b>-25%</b>
<b>PAT Margin (%)</b>	<b>17%</b>	<b>17%</b>		<b>9%</b>		<b>14%</b>	<b>14%</b>	
<b>EPS</b>	<b>18.85</b>	<b>18.94</b>	<b>0%</b>	<b>6.35</b>	<b>197%</b>	<b>25.20</b>	<b>33.50</b>	<b>-25%</b>
<b>Adjusted EBITDA *</b>	<b>96</b>			<b>47</b>		<b>143</b>		
<b>Adjusted EBITDA margin %</b>	<b>24%</b>			<b>19%</b>		<b>22%</b>		

Note: 1) \*Adjusted for Mark-to-Market gain of INR 11.7 Cr in Q2FY21 & INR 20.6 Cr in H1FY21; and Forex gain of INR 2.4 Cr in Q2FY21 & INR 2.5 Cr in H1FY21

2) Exceptional Item of INR 3.08 Cr in Q2FY21 is on account of impairment loss on discarding of fixed assets

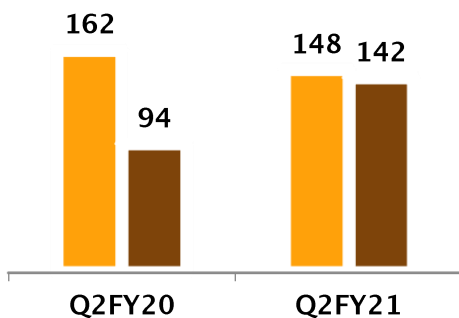
# Balance Sheet - Standalone

Liabilities (Rs. Crore)	Mar-20	Sep-20
<b>Shareholder's Funds</b>	<b>1,731</b>	<b>1,805</b>
Share capital	36	36
Other equity	1,695	1,769
<b>Non-current Liabilities</b>	<b>306</b>	<b>291</b>
Long-term borrowings	259	242
Other financial liabilities	2	2
Long-term provisions	3	2
Deferred tax liability	43	45
<b>Current Liabilities</b>	<b>344</b>	<b>253</b>
Short-term borrowings	106	61
Trade payables	137	66
Other financial liabilities	83	90
Short-term provisions	7	12
Other current liabilities	11	22
Current tax liability	0	2
<b>Total Equities &amp; Liabilities</b>	<b>2,382</b>	<b>2,349</b>

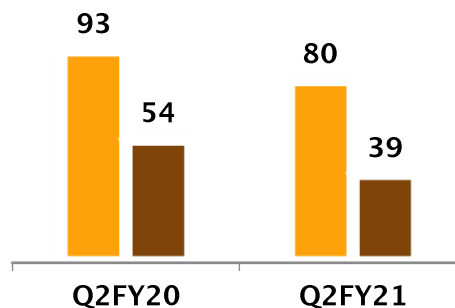
Assets (Rs. Crore)	Mar-20	Sep-20
<b>Non-current assets</b>	<b>1,404</b>	<b>1,391</b>
Property, plant & equipment	497	473
Capital W.I.P	26	28
Investment property	43	45
Intangible assets (incl. WIP)	11	8
Financial assets	809	816
Other non-current assets	18	21
<b>Current Assets</b>	<b>978</b>	<b>958</b>
Inventories	370	304
Trade receivables	62	57
Investments	42	87
Cash & cash equivalents	4	4
Loans & advances	409	411
Current tax assets (net)	1	0
Other current assets	90	94
<b>Total Assets</b>	<b>2,382</b>	<b>2,349</b>

# Steel and Ferro Segment: Production & Sales (volumes)

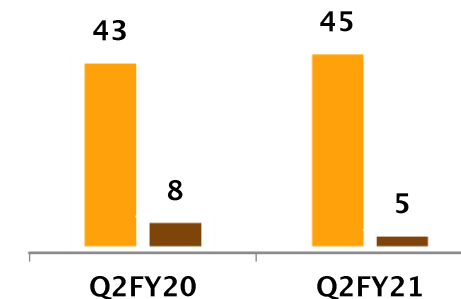
Iron Ore Pellets ('000 MT)



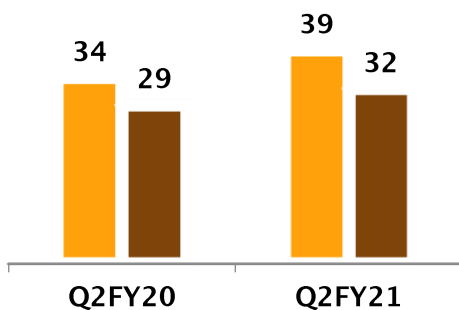
Sponge Iron ('000 MT)



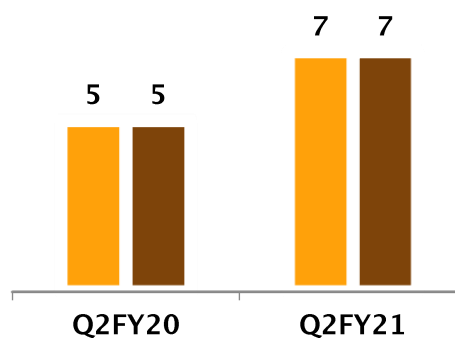
Steel Billets ('000 MT)



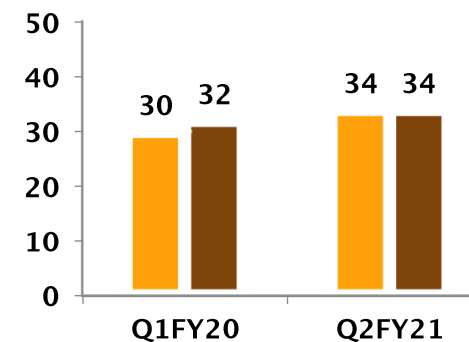
Wire Rod ('000 MT)



H. B Wires ('000 MT)



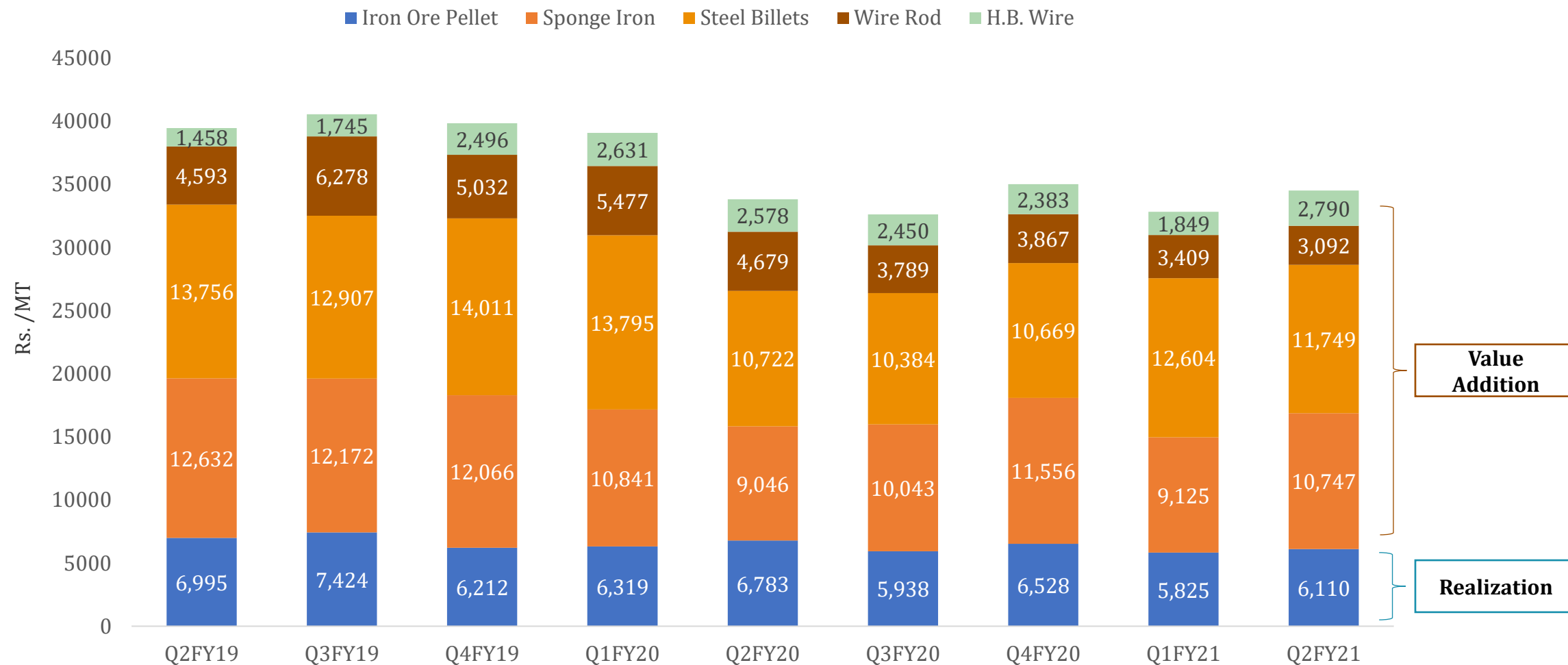
Ferro Alloys ('000 MT)



Production Sales

**Note:** 1) During Q2FY21, the Pellet plant was shut down for 17 days for scheduled maintenance and one Ferro Alloys Furnace is shut down for refurbishment; 2) One Power plant was shut down for repairs from 06-July 2020 to 21-October 2020 and has been restarted on 22-October 2020; 3) A part of all production is captively consumed for production of downstream product

# Steel Segment: Product wise Incremental Realization

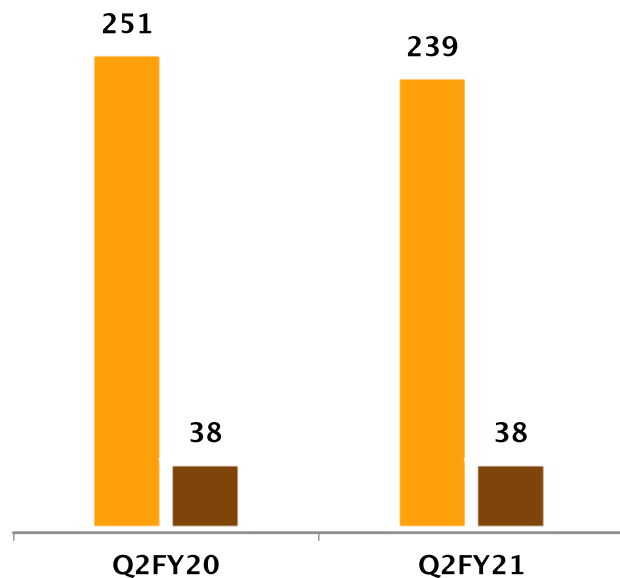


# Power Segment: Generation & Sales (volumes)

## Power (Thermal)

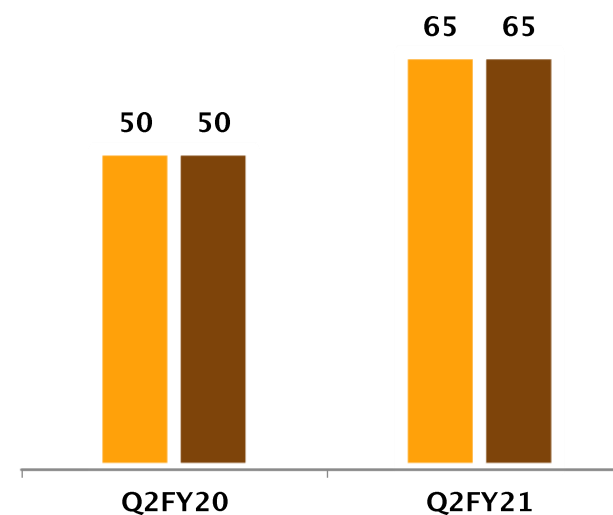
All Fig. in Mn Kwh unless specified

Generation Sales



Thermal Power (Captive) Capacity : 162 MW

## Power (Hydro)



Hydro Power Capacity : 29.7 MW

**Note:** Thermal power generation in Q2FY21 was impacted as one power plant was shut down for repairs from 06-July 2020 to 21-October 2020; It has been restarted on 22-October 2020



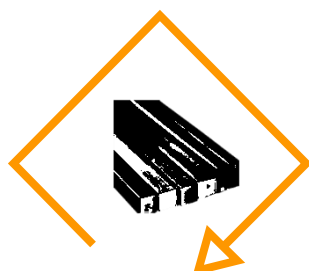
**SEML – Consistent & Disciplined Growth**

# SEML at Glance (FY20)

## Steel Business



Pellet Production  
**6 Lac MT**



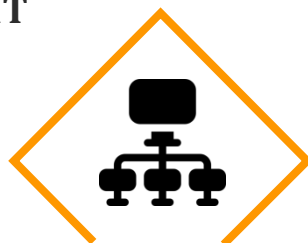
Billet Production  
**1.76 Lac MT**



Wire Rod Production  
**1.42 Lac MT**

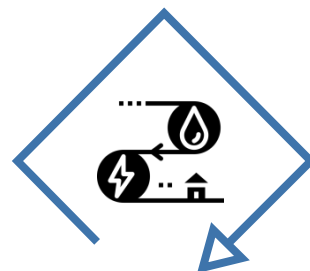


Ferro Alloys Production  
**1.24 Lac MT**

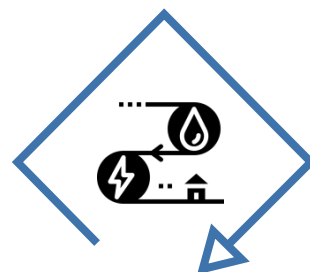


Iron Ore Reserves  
**20 Mn T**

## Hydro Power



Operational Capacity  
**29.7 MW**



Capacity Under Execution  
**120.9 MW**

## Financials



Revenue from Operations  
**INR 2,000 Cr**



PAT  
**INR 128 Cr**



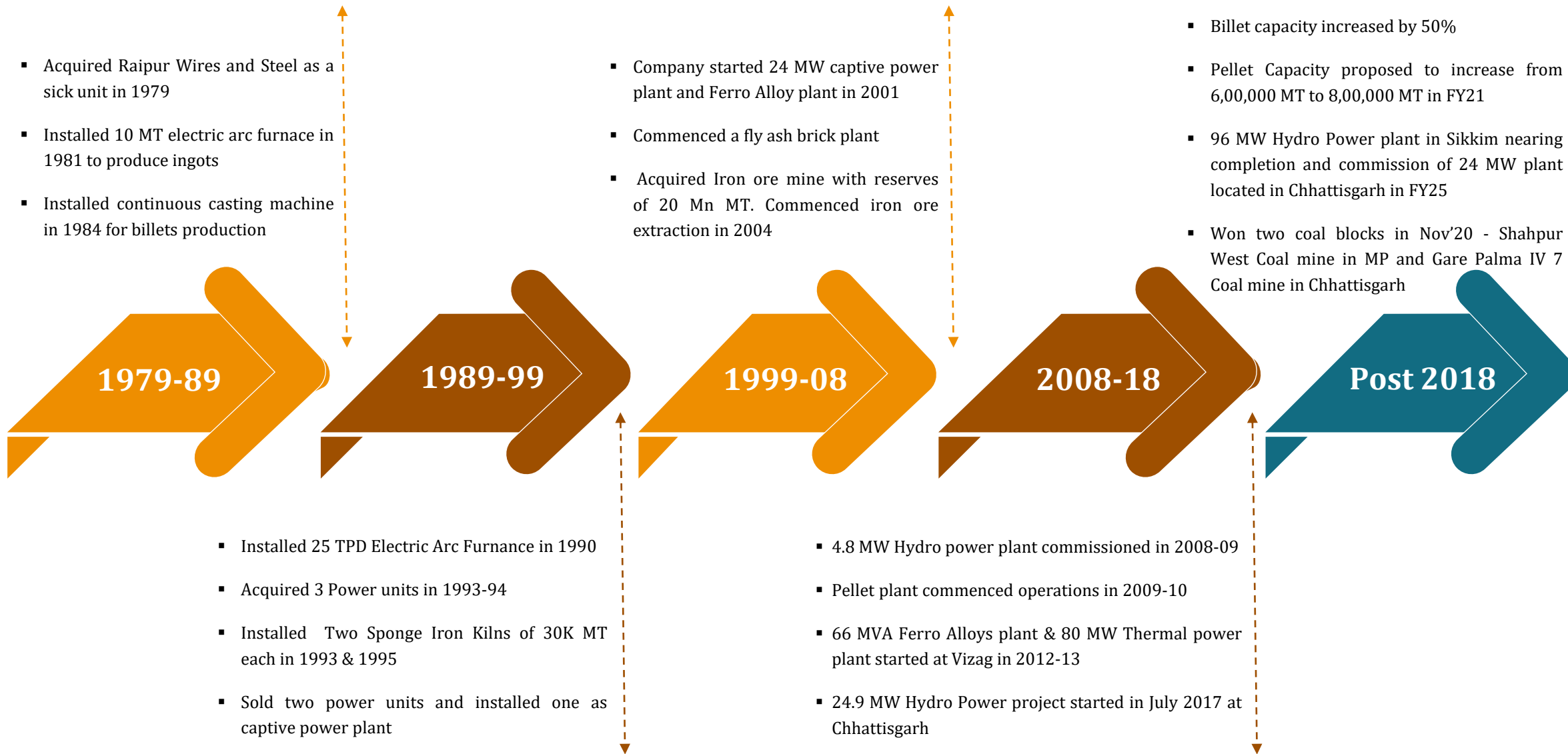
EBITDA\*  
**INR 396 Cr**



Dividend Per Share  
**INR 5/Share**

*\* FY20 EBITDA Adjusted for MTM & Forex Losses*

# Sarda's Transformation Journey...





# ...Under Strong Leadership



**Kamal Kishore Sarma**

CMD

- Mechanical Engineer with 45 years experience in Iron and Steel Industry
- Responsible for steering SEML towards the path of growth



**Pankaj Sarma**

Joint MD

- MS in Industrial Administration from Purdue University, USA
- Industry experience of more than 15 years



**Padam Kumar Jain**

Director & CFO

- CA, CS with a rich experience of more than 34 years
- Looks after accounting, finance, taxation, costing and corporate laws



**Manish Sarma**

Director

- MBA in International Business with more than 26 years of experience in Iron and Steel Industry
- Presently focused on overall development of the Ferro alloys segment
- Chairman of Indian Ferro Alloy Producers' Association

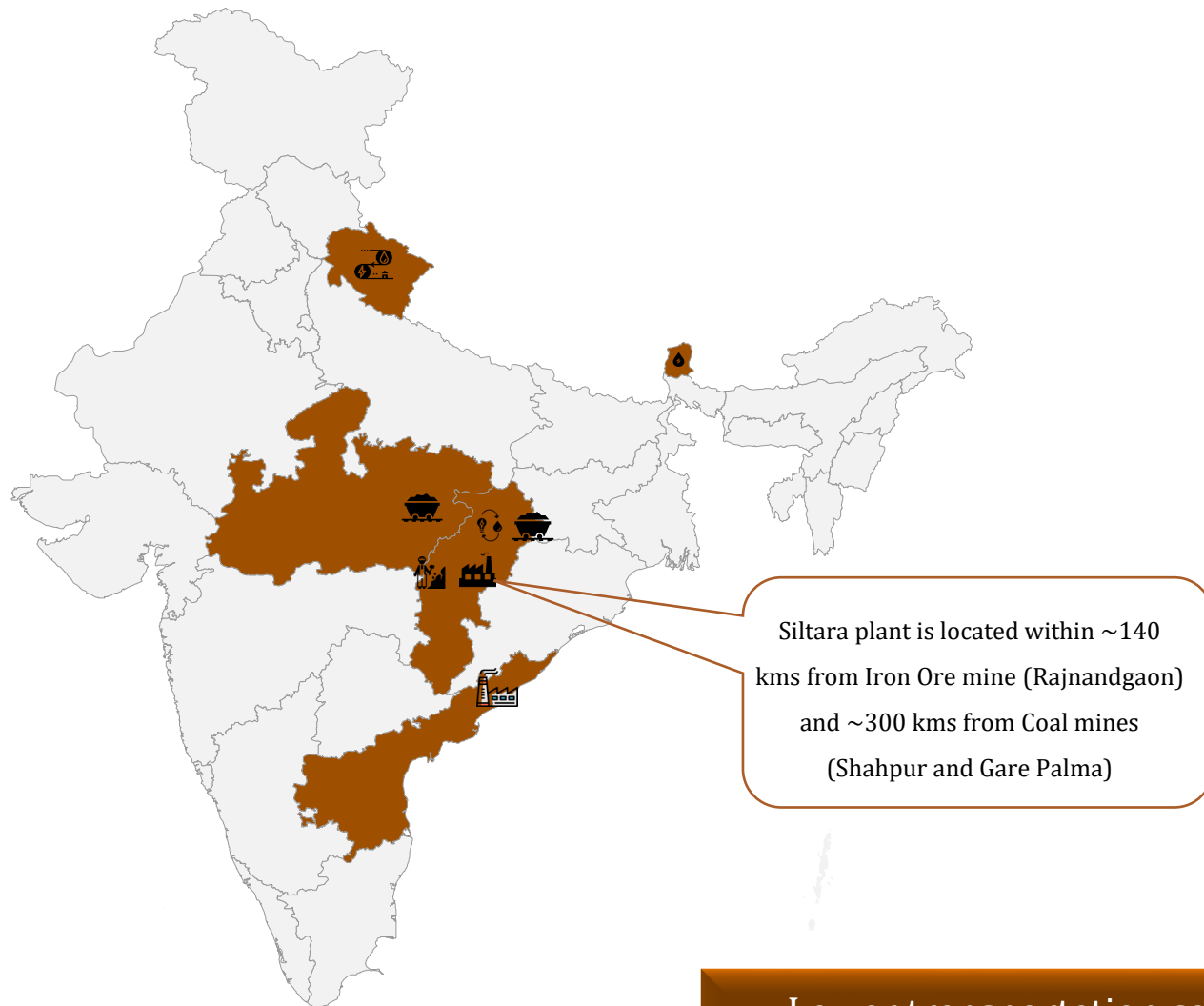


**Neeraj Sarma**

Director

- MBA in Finance & Marketing with more than 16 years of experience in Iron & Steel Industry
- Second generation entrepreneur, presently Deputy Managing Director of Sarma Metals & Alloys Ltd

# Company's Asset Footprint



## Plants / Facilities



Hydro Plant at Uttarakhand



Hydro Plant at Sikkim



Hydro Plant at Gullu



Steel Plant (SEML\*\* Plant) at Siltara



Ferro Alloy Plant at Vizag under SMAL\*



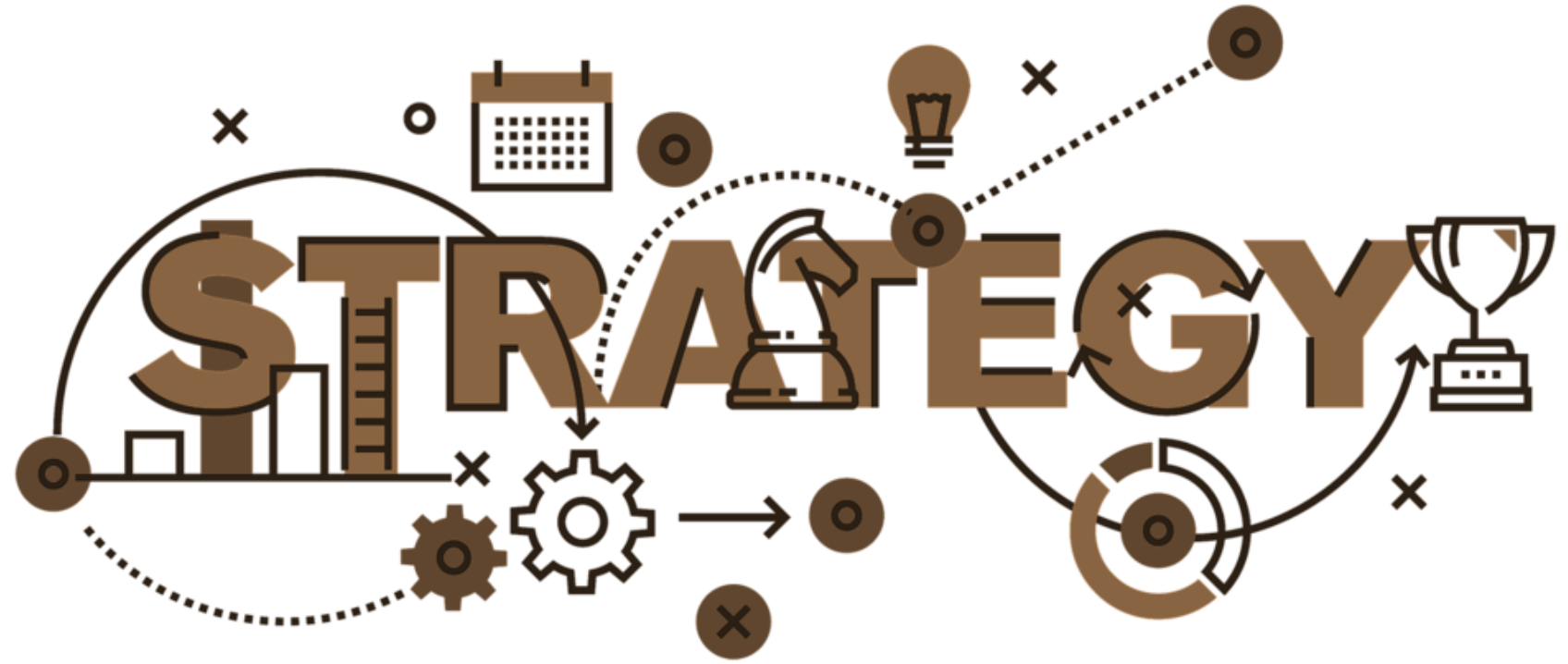
Iron Ore Mine at Rajnandgaon, Chhattisgarh



Coal Mines at Shahpur West, MP and Gare Palma IV 7, Chhattisgarh

\*SMAL – Sarda Metals & Alloys Ltd  
 \*\*SEML – Sarda Energy & Minerals Ltd  
 Map not to scale – representational purposes only

Lower transportation costs due to proximity to raw materials and end users



**Strategic Priorities**

# Strategic Priorities



1

## **Vertically Integrated Steel Player**

*Raw Material Security / Better Control / Lower Cost of Production*

2

## **Hydro Business Expansion**

*Visibility of incremental Stable Cashflow*

3

## **Disciplined Growth**

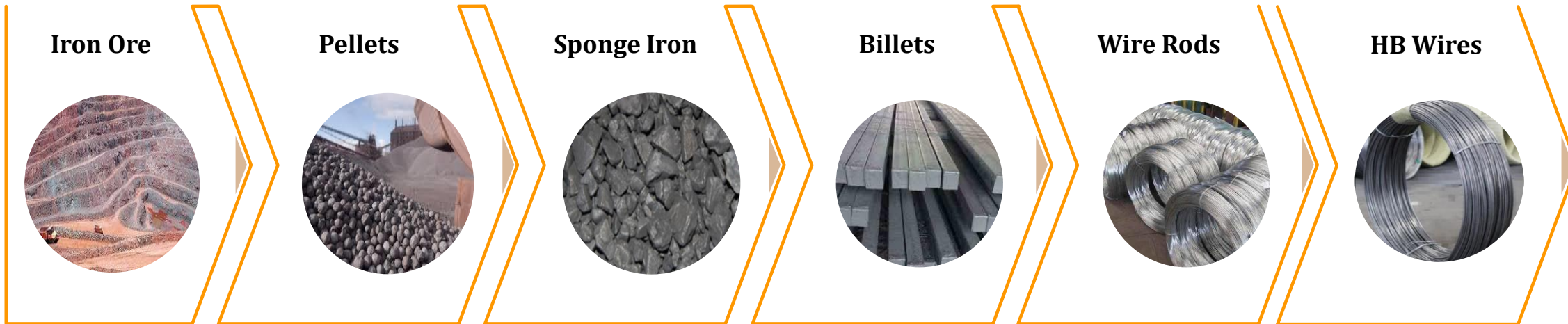
*Consistently improving Balance Sheet Strength*

4

## **Health, Safety & Social Responsibility**

*Focus on overall well-being of the people*

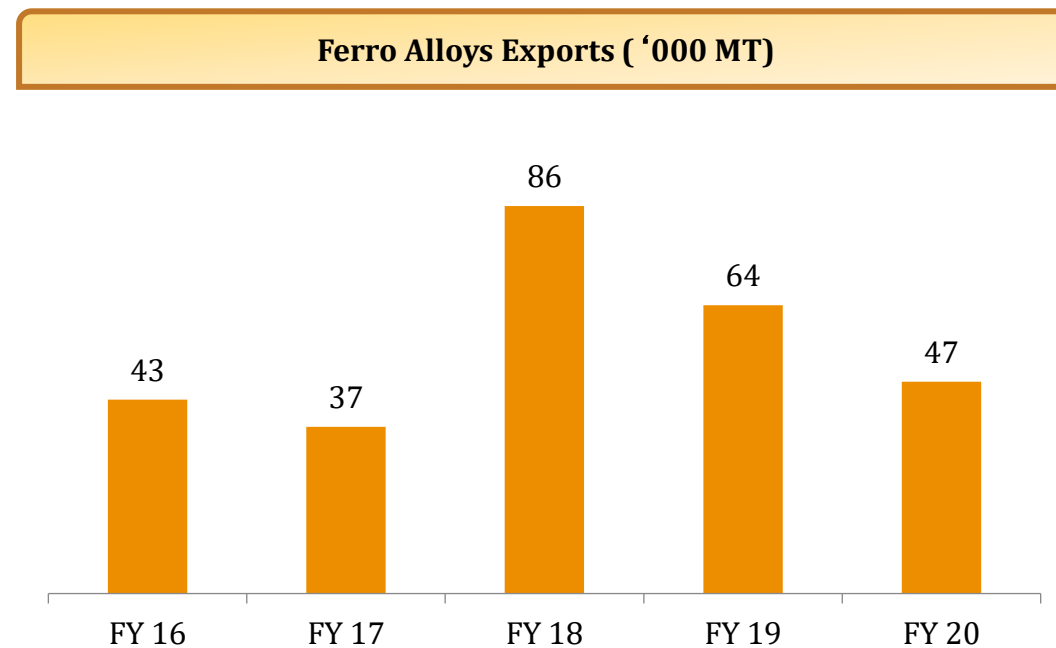
# Vertically Integrated Steel Player...



<b>Description</b>	140 km near SEML Plant, Siltara	Produced from Iron Ore fines & sold domestically	Produced from captive Iron Ore Lumps & Pellets	Semi finished steel product produced by continuous casting process	Hot rolled product made from direct hot billet charging	HB Wires- Wire rods are cold drawn to HB wires to sizes
<b>Current Capacity</b>	Production run rate of 500,000 MT with mine life of 30 years	6,00,000 MT	3,60,000 MT	2,00,000 MT	1,80,000 MT	30,000 MT
<b>Captive Consumption</b>	100%	35%	50%	80%	15%	NA
<b>Expansion</b>	<ul style="list-style-type: none"> <li>Mines allotted in Chhattisgarh with 240 Mn Tonnes of reserves</li> </ul>	<ul style="list-style-type: none"> <li>Expansion of capacity to 8,00,000 MT</li> </ul>	<ul style="list-style-type: none"> <li>Preferred Route of Steel making</li> <li>Thermal Coal sourced locally</li> </ul>	<ul style="list-style-type: none"> <li>Expansion of capacity to 3,00,000 MT</li> <li>Well positioned with complete back end integration</li> </ul>	<ul style="list-style-type: none"> <li>Increase in Billet production lead to rise in wire rods production</li> </ul>	NA

# ... presence in Ferro Alloys

- Two operational plants located at Raipur and Vizag with a total installed capacity of 111 MVA
- Manufactures manganese-based Ferro Alloys sold domestically as well exported to other countries
- Leading exporter of manganese-based Ferro Alloys
- **Exports Awards:**
  - ✓ SMAL received prestigious export promotion council award in 2018
  - ✓ SEML & SMAL received Two-Star export house status from Government of India



# Hydro Power Expansion...

## Operational Capacity

### Uttarakhand

**4.8 MW**

**Operational since 2008**

Debt free operation & operated at 47% PLF during FY14-20

PPA signed at **INR 3.85** per unit with the state discom for 35 years

Average units sold is ~20 mn per annum

### Chhattisgarh

**24.9 MW**

**Operational since 2017**

Expected long term PLF to be around 40-45%

PPA signed at **INR 5.22** per unit with state discom for 35 years

Plant generating free cashflow from first year of operation

## Under Execution

### Sikkim

**96 MW**

**Likely to be commissioned by December 2020\***

Large hydro projects of over 25 MW capacity classified as renewable power

Major Project works completed with Project nearing completion

### Chhattisgarh

**24.9 MW**

**Likely to be commissioned in FY25**

Land acquisition & regulatory approvals in place

Financial Closure under progress

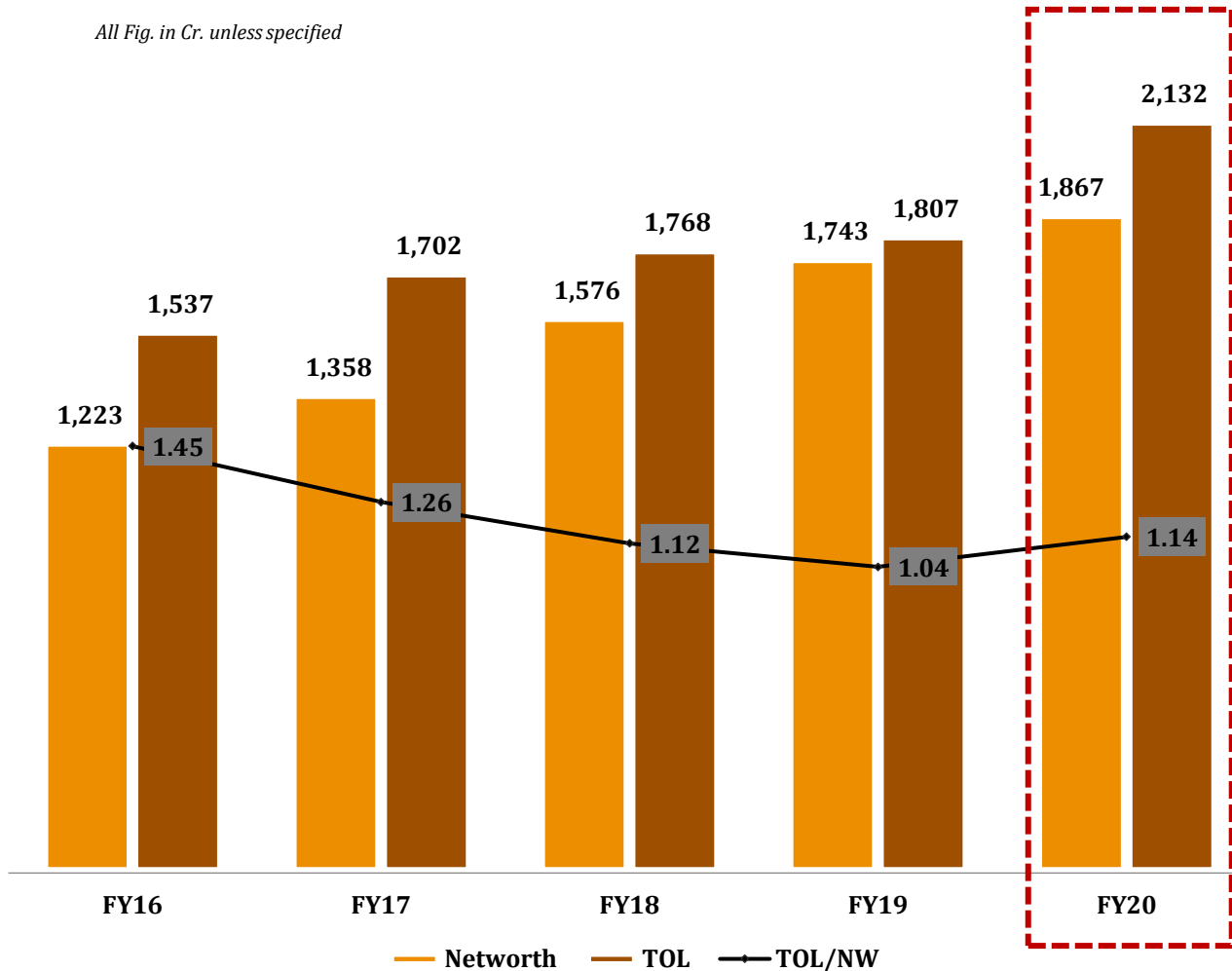
\* Delay caused due to Covid-19

... Sikkim project completion to provide incremental stable cashflow

# Disciplined Growth

## Consistently improving Balance Sheet Strength

All Fig. in Cr. unless specified



Rs. Cr	Term Loan	Working Capital	Total
Steel	562	164	726
Hydro Operational	110	-	110
<b>Total</b>	<b>672</b>	<b>164</b>	<b>836</b>
Hydro Under execution	829	-	829
<b>Total</b>	<b>1,501</b>	<b>164</b>	<b>1,665</b>

Steel Business includes Loans on major subsidiaries SEML & SMAL  
Hydro Business includes Loans on major subsidiaries PPL, CHPLLP, & MBPCL



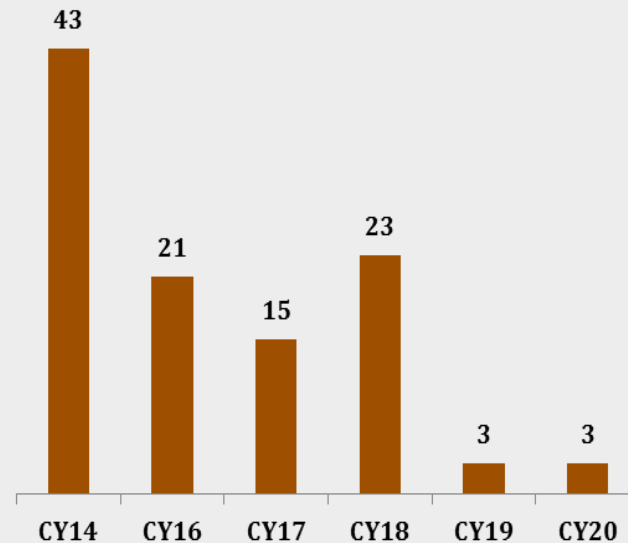
# Focus on Safety, Health & Social Responsibility

## Health & Safety

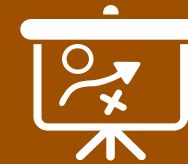


- SEML awarded - Appreciation Award for Best Company in the Entire Eastern Region on Safety category
- Safety is taken as top priority
- Regular medical check ups & inhouse medical facilities
- Incident rate (including minor injuries) has seen a declining trend over past few years
- Conducting trainings on safety measures every year

## No. of Incidents (including minor)



## Social Responsibility



- Adopted 90 single-teacher schools in the tribal areas of Chhattisgarh
- Actively sponsors medical facilities, assisting in primary healthcare
- Runs a well-equipped ambulance with doctors and has set up first-aid facilities in the villages surrounding its mines
- Providing training to develop SHGs
- Potable water supply to villages
- Conducted awareness on mother and child health care programs
- SEML's fire tender has been regularly supporting the local administration in COVID-19 related measures

# Annual Financial Highlights



# Profitability Highlights - Consolidated

INR in Cr	FY16	FY17	FY18	FY19	FY20
Revenues	1,486	1,434	2,217	2,324	2,000
Other Income	35	67	70	17	-17
<b>Total Income</b>	<b>1,521</b>	<b>1,502</b>	<b>2,287</b>	<b>2,341</b>	<b>1,983</b>
Raw Material	964	942	1,478	1,493	1,293
Employee Expenses	68	75	77	87	88
Other Operating Expenses	259	200	260	261	263
<b>EBITDA</b>	<b>230</b>	<b>284</b>	<b>472</b>	<b>499</b>	<b>339</b>
<b>EBITDA Margin (%)</b>	<b>15%</b>	<b>19%</b>	<b>21%</b>	<b>21%</b>	<b>17%</b>
Depreciation	75	69	73	76	78
Interest	109	94	97	99	82
<b>Profit Before Tax</b>	<b>47</b>	<b>122</b>	<b>302</b>	<b>324</b>	<b>179</b>
Exceptional Item + Share of Associates and JV	-	(28)	8	-	-7
Tax	31	23	90	117	43
<b>PAT</b>	<b>16</b>	<b>127</b>	<b>205</b>	<b>207</b>	<b>128</b>
<b>PAT Margin (%)</b>	<b>1%</b>	<b>8%</b>	<b>9%</b>	<b>9%</b>	<b>6%</b>
<b>EPS</b>	<b>4.27</b>	<b>35.58</b>	<b>56.01</b>	<b>56.36</b>	<b>35.05</b>

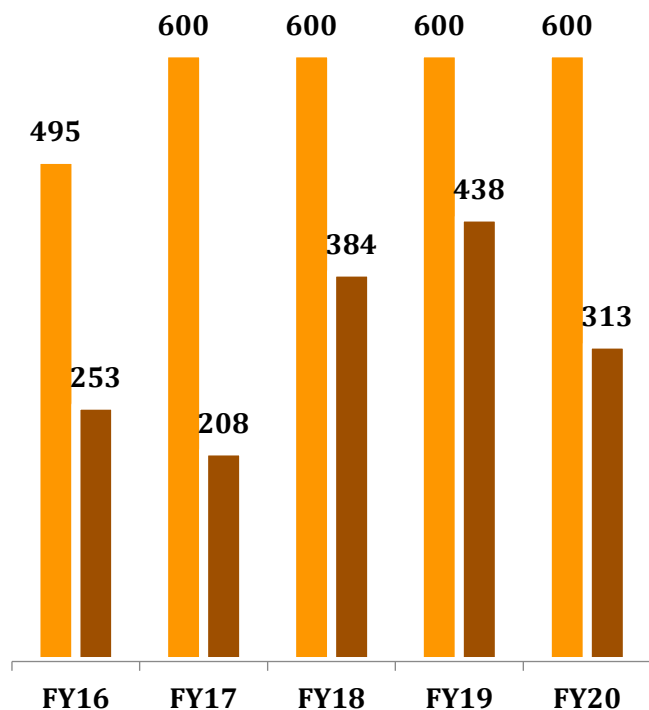
Note: The total income and profitability in FY20 has been impacted on account of Covid-19 related disruption in economic activity and volatility in currency and capital market. Accordingly, there has been a Mark-To-Market loss of Rs 40.08 cr in Other Income and a Forex loss of Rs 16.65 cr in Other Expenses in FY20

# Balance Sheet Highlights - Consolidated

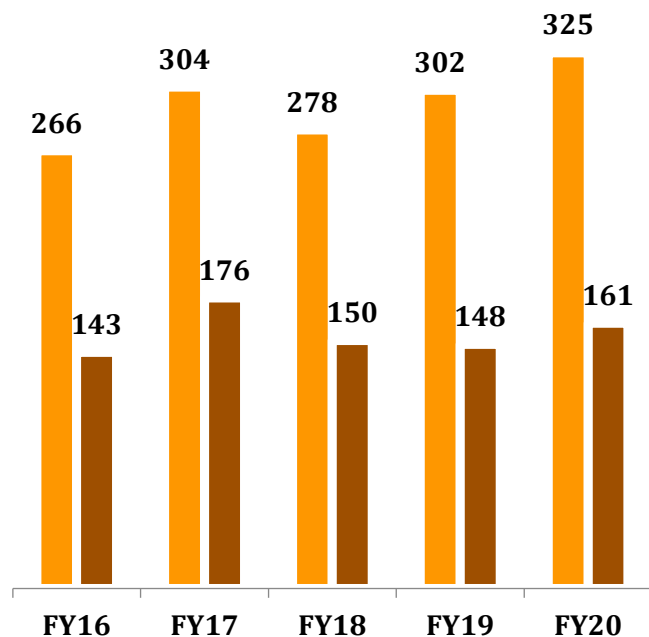
INR in Cr	FY16	FY17	FY18	FY19	FY20
Share Capital	36	36	36	36	36
Tangible Networkth	1,230	1,358	1,577	1,707	1,831
Long Term Borrowings	966	1,015	1,059	1,078	1,436
Other Liabilities	595	706	741	860	796
<b>Total Liability</b>	<b>2,827</b>	<b>3,115</b>	<b>3,413</b>	<b>3,682</b>	<b>4,100</b>
Net Fixed Asset	1,351	1,094	1,367	1,358	1,330
CWIP	579	788	775	1,054	1,365
Investment	133	226	241	213	191
Other Assets	764	1,007	1,030	1,057	1,214
<b>Total Assets</b>	<b>2,827</b>	<b>3,115</b>	<b>3,413</b>	<b>3,682</b>	<b>4,100</b>

# Yearly Volume Trend (1)

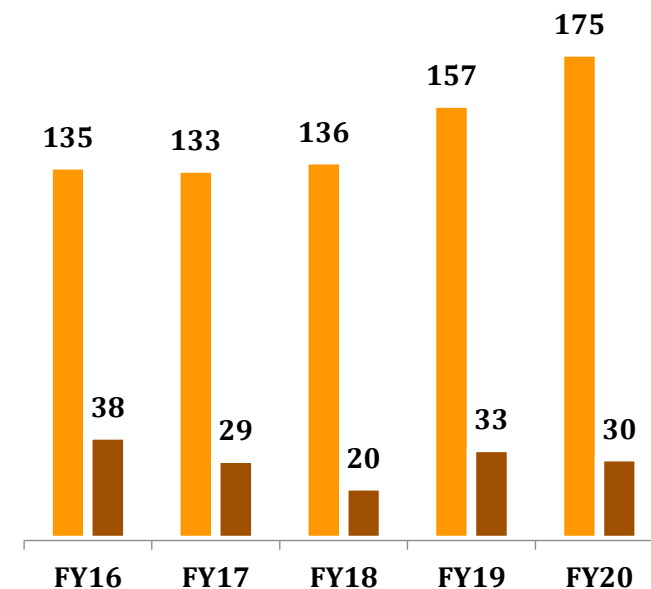
**Iron Ore Pellets ('000 MT)**



**Sponge Iron ('000 MT)**



**Steel Billet ('000 MT)**

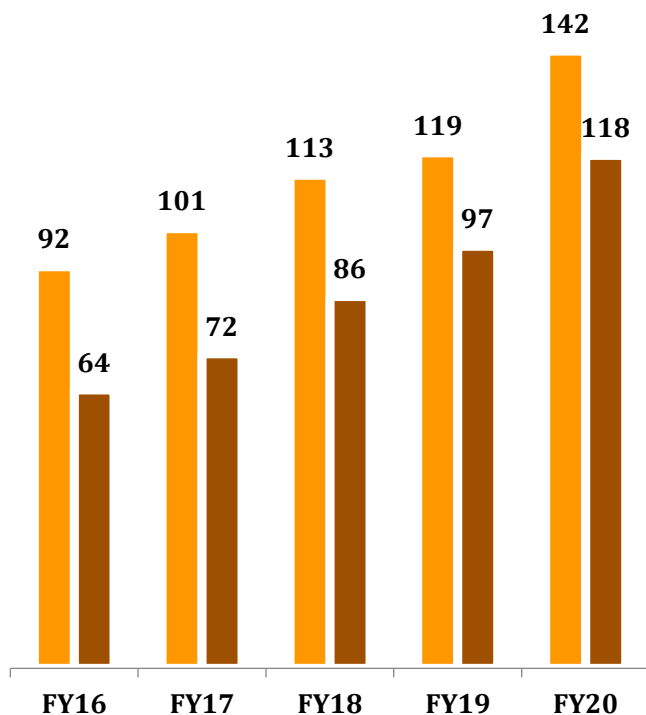


Note: 1) Production for FY20 was affected due to Covid-19 outbreak and shutdown of one power plant for repairing work and shutdown of ferro alloys furnaces of Sarda Metals for overhauling and relining work; 2) A part of all production is captively consumed for production of downstream products

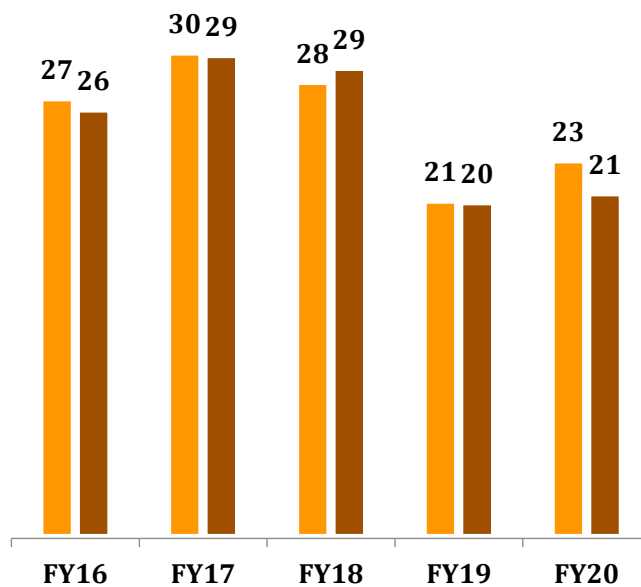
■ Production ■ Sales

# Yearly Volume Trend (2)

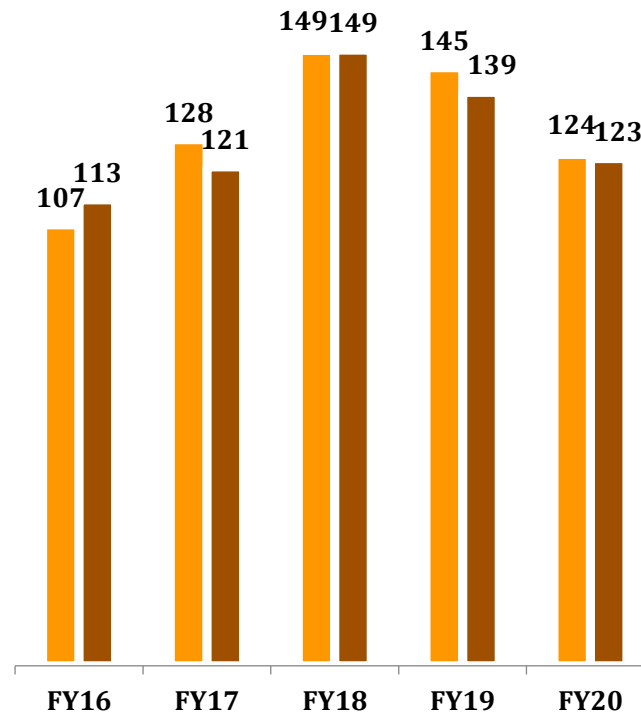
Wire Rod ('000 MT)



H. B Wires ('000 MT)



Ferro Alloys ('000 MT)

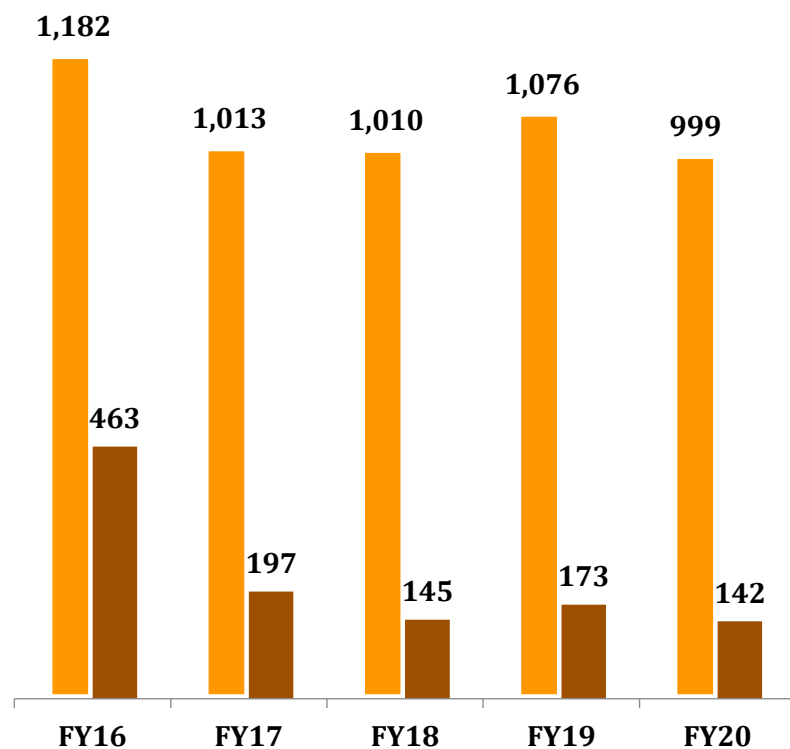


Note: 1) Production for FY20 was affected due to Covid-19 outbreak and shutdown of one power plant for repairing work and shutdown of ferro alloys furnaces of Sarda Metals for overhauling and relining work; 2) A part of all production is captively consumed for production of downstream products

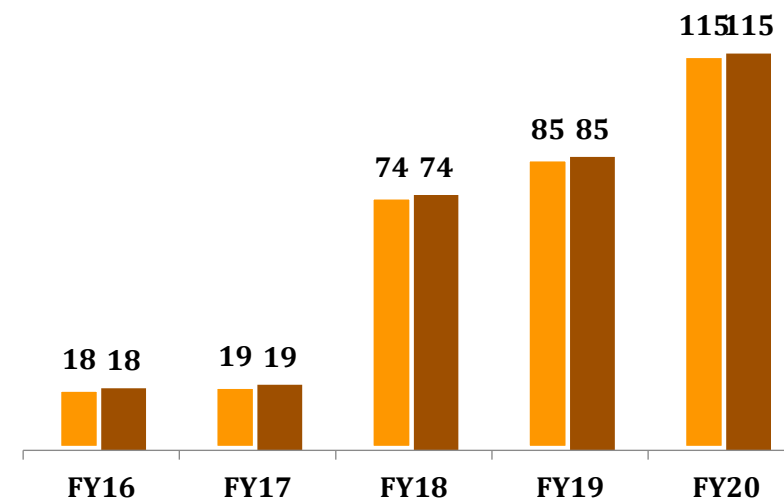
■ Production ■ Sales

# Yearly Power Generation

Thermal Power - Mn units



Hydro Power - Mn units



Note: Thermal Power is largely consumed for captive use; Thermal power generation in FY20 impacted due to shutdown of one power plant at Raipur for repairing work

■ Generation ■ Sales

# Thank You



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