

एन एम डी सी



NMDC

# एन एम डी सी लिमिटेड NMDC Limited

(भारत सरकार का उद्यम) (A GOVT. OF INDIA ENTERPRISE)

पंजीकृत कार्यालय : 'खनिज भवन', 10-3-311/ए, कैसल हिल्स, मासाब टैंक, हैदराबाद - 500 028.  
Regd. Office : 'Khanij Bhavan' 10-3-311/A, Castle Hills, Masab Tank, Hyderabad - 500 028.  
नैगम पहचान संख्या / Corporate Identity Number : L13100AP1958 GOI 001674

No. 18(1)/2008- Sectt

28<sup>th</sup> May 2018

1. The BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400001	2. National Stock Exchange of India Ltd., Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai – 400 051
3. The Calcutta Stock Exchange Limited, 7, Lyons Range, Kolkata – 700001	

Dear Sir / Madam,

**Sub: Corporate Investors Presentation on Company's Performance in the FY 2017-18 - Reg**

**Ref: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; Security ID: NMDC**

Reference the captioned subject, kindly note that Corporate Investors Presentation on Company's Performance in the FY 2017-18 has been uploaded on NMDC website, a copy of which is enclosed herewith for kind reference.

Please take note of the above information.

Thanking you

Yours faithfully,  
For **NMDC Limited**

**A S Pardha Saradhi**  
Company Secretary

Encl: As above



# ***NMDC Limited*** ***Corporate Investors*** ***Presentation*** ***on Performance in*** ***F/Y 2017-18***

***Disclaimer:***

***Cautionary Statement:***

***The statements contained in the Presentation may be forward looking statements and progressive within the meaning of applicable laws and regulations. Actual results may vary from those expressed or implied, depending upon economic conditions, Govt. policies and other incidental factors that may arise. Readers are cautioned not to place undue reliance on the forward looking statements.***



# Summary of Quarterly Performance

Particulars	Quarter Ended			Variance	
	31-Mar-18	31-Dec-17	31-Mar-17	Q4 vs Q3	Q4 Vs Q4
	Q4	Q3	Q4		
<b>Physical - Iron Ore (Qty in LT)</b>					
<b>Production</b>	<b>113.47</b>	<b>85.55</b>	<b>103.79</b>	<b>27.92</b>	<b>9.68</b>
Export Sales	8.12	5.25	6.75	2.87	1.37
Domestic Sales	97.25	75.33	91.00	21.92	6.25
<b>Total Sales</b>	<b>105.37</b>	<b>80.58</b>	<b>97.75</b>	<b>24.79</b>	<b>7.62</b>
<b>Financial Rs. In crore</b>					
1. Revenue from operations	3,883.01	2,469.03	2,871.98	1,413.98	1,011.03
%				57%	35%
2. Other Income	170.15	111.14	134.27	59.01	35.88
%				53%	27%
3. Total Income	4,053.16	2,580.17	3,006.25	1,472.99	1046.91
%				57%	35%
4. Total Expenses	2,059.84	1,347.52	1,976.01	712.32	83.83
%				53%	4%
5. EBITDA	2,070.24	1,465.78	1,267.71	604.46	802.53
%				41%	63%
6. Profit before tax	1,992.42	1,377.43	1,231.19	614.99	761.23
%				45%	62%
7. Profit after tax	1,105.85	886.53	511.88	219.32	593.97
%				25%	116%



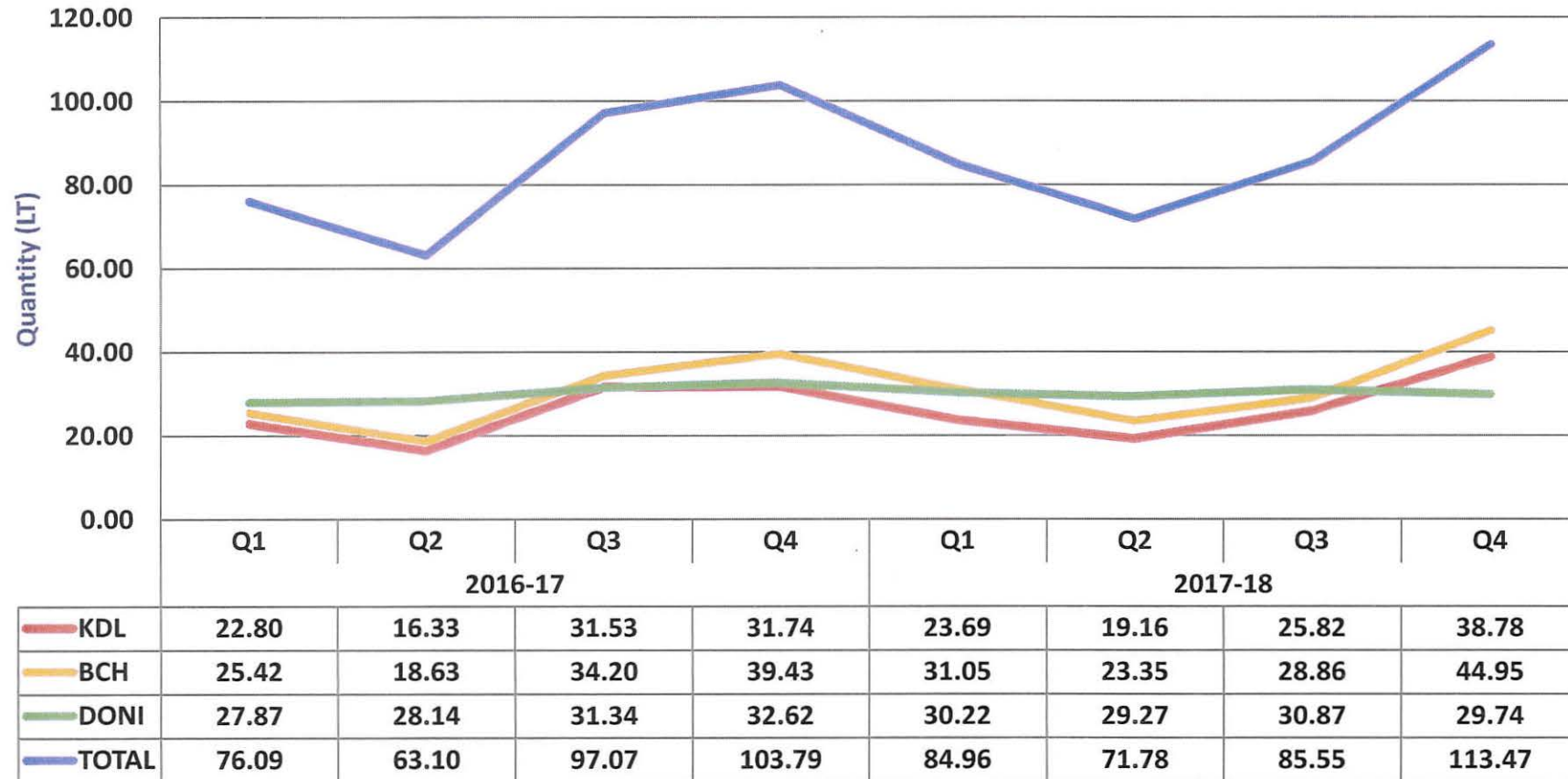
## Performance Highlights of 2017-18 Vs 2016-17

Particulars	2017-18	2016-17	Variance	(%)
<b>Physical – Iron Ore (Qty in LT)</b>				
Production	355.76	340.05	15.71	5
Export Sales	25.97	27.29	(1.32)	(5)
Domestic Sales	334.78	328.92	5.86	2
Total Sales	360.75	356.21	4.54	1
<b>Financials (Rs. Crore)</b>				
Revenue from Operations	11,615	8,830	2,785	32
Other Income	520	909	(389)	(43)
Total Income	12,135	9,739	2,396	25
Total Expenses	6,099	5,445	654	12
EBITDA	6,472	4,510	1,962	44
Profit Before Tax	6,179	4,293	1,886	44
Profit After Tax	3,806	2,589	1,217	47



# UNITWISE AND QUARTERLY PHYSICAL TREND OF IRON ORE (LT) PRODUCTION

2017-18 – 355.76 LT  
2016-17 – 340.05 LT

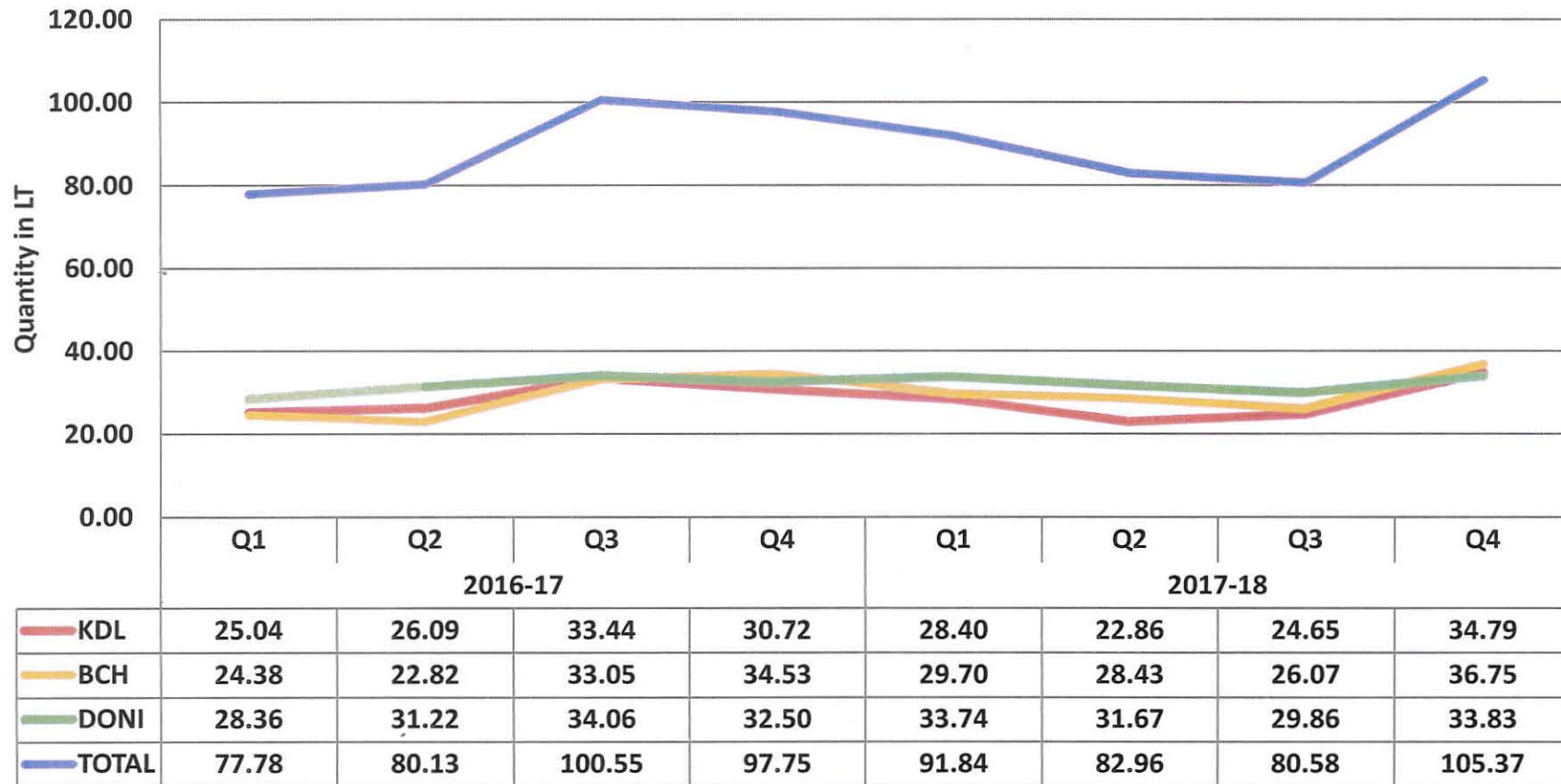




# UNITWISE AND QUARTERLY PHYSICAL TREND OF IRON ORE (LT)

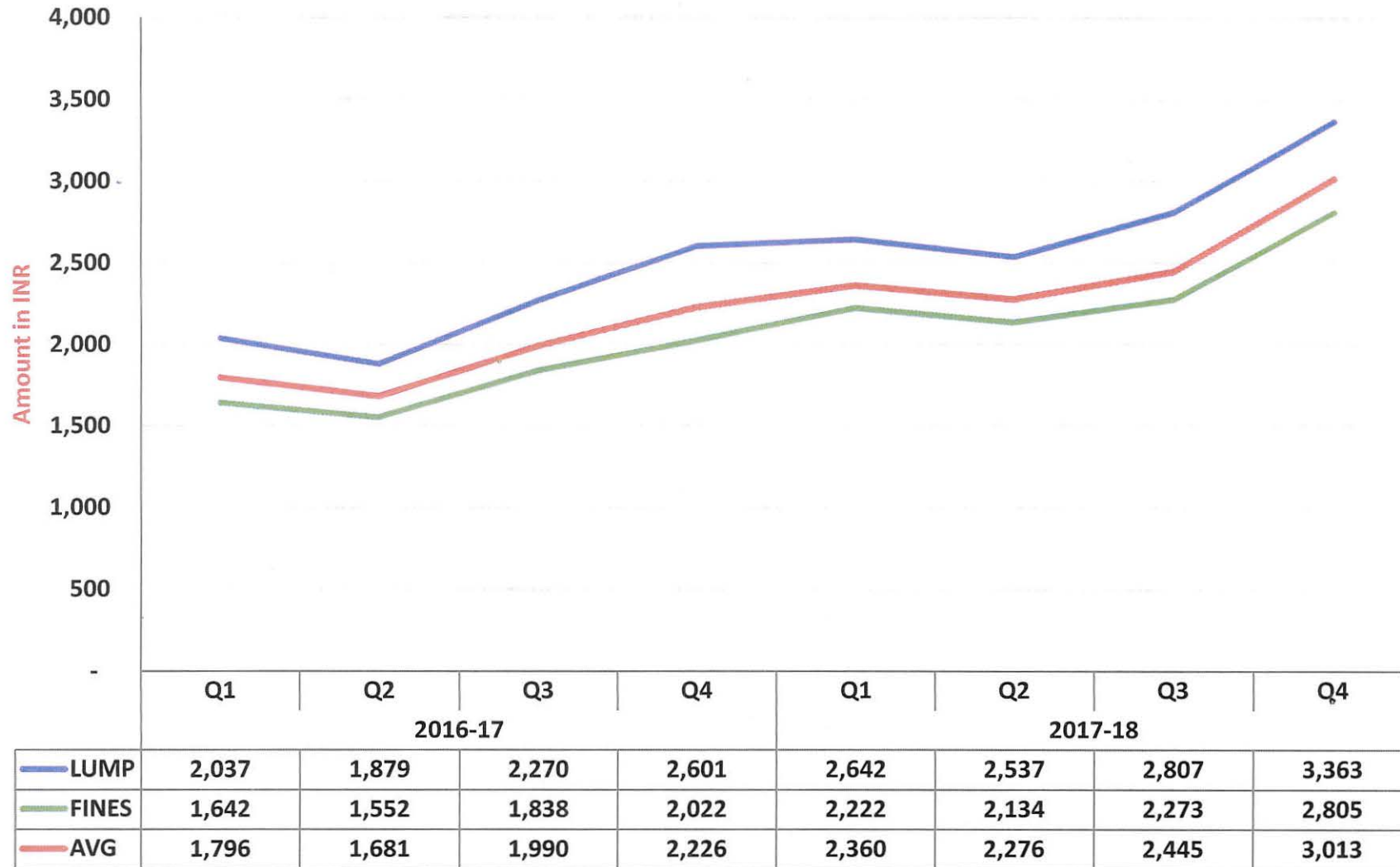
## SALES

2017-18 – 360.75 LT  
2016-17 – 356.21 LT





## PRODUCT WISE BASIC AVERAGE DOMESTIC PRICES OF IRON ORE (EXCL STATUTORY LEVIES)





## SALES VARIANCE ANALYSIS

### 2017-18 Vs 2016-17

- Turnover increased to Rs 11,615 crore from Rs 8,830 crore (32%)
  - Analysis of Variance in Iron Ore Sales: (Rs. 2,782 Crore)
    - i) Increase due to domestic sales quantity Rs. 96 crore
    - ii) Decrease due to export sales quantity Rs. 51 crore
    - iii) Increase due to domestic prices Rs. 2,521 crore
    - iv) Increase due to export prices Rs. 216 crore
- Average Iron Ore price increased to Rs. 3,185 from Rs. 2,445 (30%)





## SALES VARIANCE ANALYSIS

### Q4 (2017-18) Vs Q3 (2017-18)

- Turnover Increased to Rs 3,883 crore from Rs 2,469 crore (57%)
- Analysis of Variance in Iron Ore Sales: (Rs. 1,420 Crore)

i) Increase due to domestic sales quantity      Rs. 683 crore

ii) Increase due to export sales quantity      Rs. 123 crore

iii) Increase due to domestic prices      Rs. 626 crore

iv) Decrease due to export prices      Rs. 12 crore

Average Iron Ore price increased to Rs. 3,653 from Rs. 3,014 (21%)



## SALES VARIANCE ANALYSIS

### Q4 (2017-18) Vs Q4 (2016-17)

- Turnover Increased to **Rs 3,883 crore** from **Rs 2,872 crore (35%)**
  - Analysis of Variance in Iron Ore Sales: **(Rs. 1,017 Crore)**
    - i) Increase due to domestic sales quantity **Rs. 182 crore**
    - ii) Increase due to export sales quantity **Rs. 43 crore**
    - iii) Increase due to domestic prices **Rs. 793 crore**
    - iv) Decrease due to export prices **Rs. 1 crore**
- Average Iron Ore price increased to Rs. 3,653 from Rs. 2,896 (26%)**



## Significant Issues in 2017-18

1. Existing liability towards mines closure obligation under MMDR Amendment Act, 2015 was reviewed and a liability of Rs. 103.64 crore (previous year Rs.258.50 crore) has been provided during the current year and included in “other expenses”.
2. An amount of Rs. 335.21 crore (Previous year Rs. 256.94 crore) towards Expected Credit Loss (ECL) on the total Trade Receivables of Rs. 3,181.71 crore (Previous year Rs. 2,416.22 crore) has been provided for during the current year and included in other expenses.
3. The Company has paid certain amounts for doubling of railway lines owned by Railways between Kirandul-Jagdarpur and Jagdarpur- Ambagaon which is required for augmentation of evacuation facility of Bailadila Sector. In addition certain amounts were paid to Railways for certain works on railway facilities at Bailadila Sector. An amount of Rs. 172.80 crore (Previous year Rs 176.72 crore) incurred during the year has been charged and included in ‘Other Expenses’.
4. The Hon’ble Supreme Court of India has in its judgement dated 13.10.2017 clarified that “DMF is required to be made by the holder of a mining lease or a prospecting licence-cum-mining lease in the case of minerals other than coal, lignite and sand for stowing with effect from, 2015 when the rates were prescribed by the Central Government”. Subsequent to this, Company has withdrawn the excess provision made towards DMF for the period from 12th Jan 2015 to 16th September 2015 and returned/adjusted the amount collected from customers. On account of this a net amount of Rs.144.30 Crore is shown as Exceptional item in Profit and Loss Account.
5. On the Judgement of the Hon’ble Supreme Court of India on the illegal mining in Odisha (writ petition (civil)no.114 dated 2nd August 2017), Company sought a legal opinion, as per which there is no impact on the Company. However, in case it is found applicable to NMDC at a later date, it may impact the profits of the company.
6. Post GST 1st July 2017, for sales through Monitoring Committee (MC), GST invoices were raised by Donimalai unit on MC as per the requirement of the GST Act. It was expected that MC shall raise GST invoices on the customers and utilize the input tax credit of the GST billed by NMDC and payback the GST to NMDC. However, for the period from 1st July 2017 to 30th Sept 2017 MC has not acknowledged the invoices raised by NMDC and has paid the GST of Rs.45.73 Crore collected from customers to the Exchequer without utilizing the input tax credit of GST billed by NMDC. This amount stands receivable in the books of Donimalai. Efforts are on to recover the amount from MC. Pending clarity on the issue of recovery of this amount, no provision has been made in the books of accounts of the year 2017-18. However, from 1st October 2017 Donimalai has been raising bill directly on the customers as per the Hon’ble Supreme Court direction.



## Details of Top 25 shareholders as on 18<sup>th</sup> May 2018

Sl. No.	Shareholder	No. of Shares	% Holding
1	PRESIDENT OF INDIA	2291571551	72.43
2	LIFE INSURANCE CORPORATION OF INDIA	394591074	12.47
3	LIC OF INDIA MARKET PLUS 1 GROWTH FUND	67149740	2.12
4	ADITYA BIRLA SUN LIFE TRUSTEE (P) LIMITED A/C ADITYA BIRLA SUN LIFE BALANCED 95 FUND	24127600	0.76
5	RELIANCE ETF-JUNIOR BEES INVESTMENT A/C	15472515	0.49
6	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUNDS	13608084	0.43
7	EDGBASTON ASIAN EQUITY TRUST	13140334	0.42
8	STATE BANK OF INDIA	11725946	0.37
9	CANARA BANK-MUMBAI	10774908	0.34
10	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	10446859	0.33
11	THE NEW INDIA ASSURANCE COMPANY LIMITED	10266508	0.32
12	UTI NIFTY NEXT 50 EXCHANGE TRADED FUND	10032154	0.32
13	NATIONAL INSURANCE COMPANY LTD	7200721	0.23
14	NPS TRUST - A/C LIC PENSION FUND SCHEME - CORPORATE CG	6638262	0.21
15	UNITED INDIA INSURANCE COMPANY LIMITED	6566033	0.21
16	BNP PARIBAS ARBITRAGE	6180825	0.20
17	PINEBRIDGE GLOBAL FUNDS - PINEBRIDGE INDIA EQUITY FUND	6121290	0.19
18	SBI ARBITRAGE OPPORTUNITIES FUND	5786566	0.18
19	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	5509998	0.17
20	BANK OF INDIA	4898396	0.15
21	THE ORIENTAL INSURANCE COMPANY LIMITED	4848751	0.15
22	GENERAL INSURANCE CORPORATION OF INDIA	4325000	0.14
23	ROBECO CAPITAL GROWTH FUNDS - ROBECO QI EMERGING CONSERVATIVE EQUITIES	4271190	0.13
24	CALIFORNIA PUBLIC EMPLOYEES' RETIREMENT SYSTEM	3866412	0.12
25	KOTAK EQUITY SAVINGS FUND	3780000	0.12
	<b>TOTAL</b>	<b>2942900717</b>	<b>93.00</b>



**THANK YOU**