

एनएमडीसी



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 : L13100TG1958 GOI 001674

No. 18(1)/2021- Sectt

22<sup>nd</sup> June 2021

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 2020-21**  
**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 2020-21 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 Financial Results FY 2020-21

Investor Presentation

22.06.2021

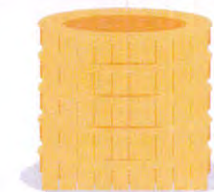
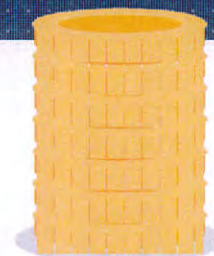
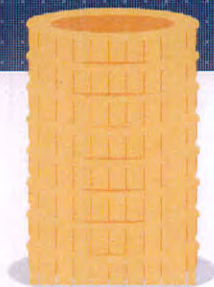
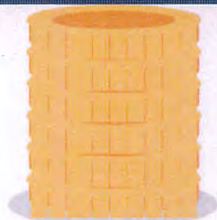
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# Best Ever Quarter Performance

“since inception”

Q4 of FY 21



## Historic Physical Performance in FY 21 (Q4 Vs Q4)

**28.7%**

**Increase in Sales**

110.91 LT (CPLY: 86.19 LT)

*previous best: 105.37 LT {FY'18 (Q4)}*



**29.9%**

**Increase in Production**

123.08 LT (CPLY: 94.74 LT)

*previous best: 113.47 LT {FY'18 (Q4)}*

# Spectacular Financial Performance in FY 21 (Q4 vs Q4)

Revenue from Operations



115%

₹ 6848 cr  
(3187 cr)

@ Avg. Realisation  
₹ 6138/T (CPLY: ₹ 3674/T)

₹ 3884 cr.

Prev. Best - FY'14 (Q4)

EBITDA



183%

₹ 4330 cr  
(1528 cr)

₹ 3904/Ton of Sales  
(CPLY: ₹ 1773/T)

₹ 3181 cr.

Prev. Best - FY'11 (Q4)

PBT



188%

₹ 4269 cr  
(1482 cr)

₹ 3139 cr

PAT



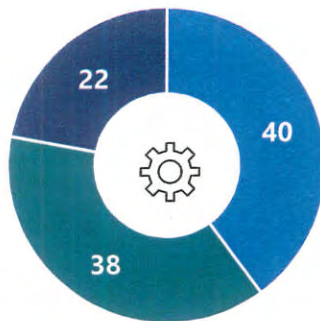
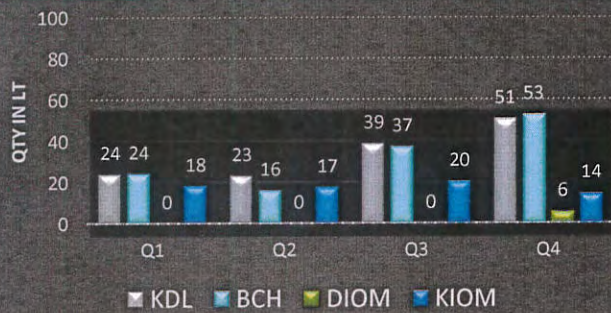
708%

₹ 2838 cr  
(351cr)

₹ 2099 cr

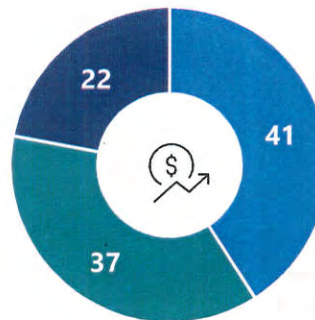
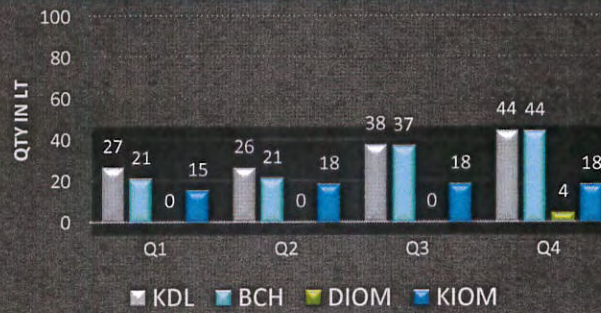
# Physical Performance for FY 21

## Production Trend



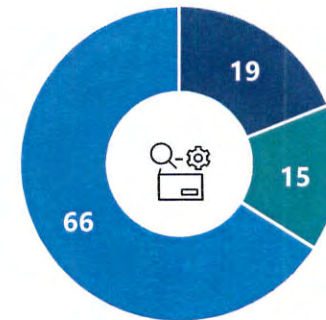
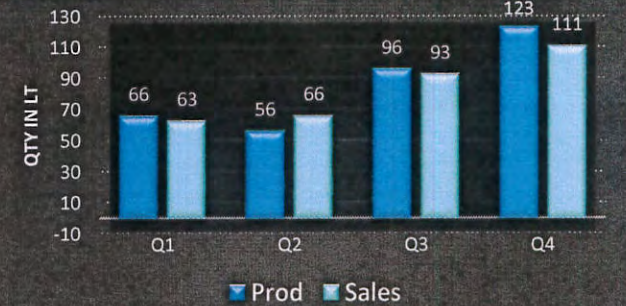
- KDL
- BCH
- DONI

## Sales Trend



- KDL
- BCH
- DONI

## Overall



- Lump
- CLO
- Fines

# Robust Growth Year on Year

(Fy 21 vs Fy 20)

341.50 LT



314.89 LT

Best Ever: 355.76 LT  
FY'18

**Production**

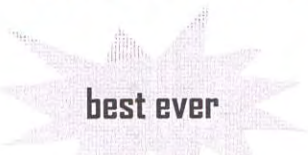
332.52 LT



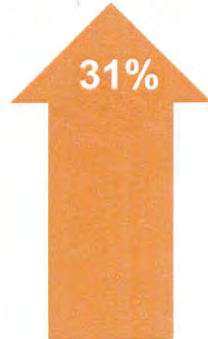
315.14 LT

Best Ever: 360.75 LT  
FY'18

**Sales**



₹ 15370 cr



₹ 11699 cr

Prev. Best: ₹ 12356 cr  
(FY'15)

**Revenue from Operations**



₹ 4581 /T



₹ 3671 /T

Prev. Best: ₹ 4289 cr  
(FY'11)

**Avg. Sales Realisation**

₹ 8902 cr



₹ 6122 cr

Best Ever: ₹ 10,759  
FY'12

**PBT**

₹ 6253 cr



₹ 3610 cr

Best Ever: ₹ 7,265  
FY'12

**PAT**



## Key Financial Indicators (Fy 21 vs Fy 20)

EPS: ₹ 20.62 (11.79)

BVPS: ₹ 102 (90)

EBITDA Margin: 60% (55)

ROCE: 76% (48)

ROE/RONW: 21% (13)



## Performance of Fy 21 on Fy 20

Particulars	2020-21	2019-20	Variance	(%)
Iron Ore Production (LT)	341.50	314.89	26.61	8
Iron Ore Sales (LT)	332.52	315.14	17.38	6
- Export Sales (LT)	22.93	24.40	(1.47)	(6)
- Domestic Sales (LT)	309.59	290.74	18.85	6
Average Domestic Realisation (Rs./T)	4,355	3,438	917	27
Average Sales Realisation (Rs./T)	4,581	3,671	910	25
<b>Financials (Rs. Crore)</b>				
Iron ore Sales	15,234	11,569	3,665	32
<b>Revenue from Operations</b>	<b>15,370</b>	<b>11,699</b>	<b>3,671</b>	<b>31</b>
Interest Income	176	330	(154)	(47)
Other Income	174	184	(10)	(5)
Total Income	15,720	12,213	3,507	29
Total Expenses	6,819	5,994	825	14
EBITDA & Margin (%)	9,146 (60%)	6,427 (55%)	2,720	42
<b>Profit Before Tax</b>	<b>8,902</b>	<b>6,122</b>	<b>2,779</b>	<b>45</b>
<b>Profit After Tax</b>	<b>6,253</b>	<b>3,610</b>	<b>2,643</b>	<b>73</b>

## Performance of Fy 21 (Q4) on Fy 20 (Q4)

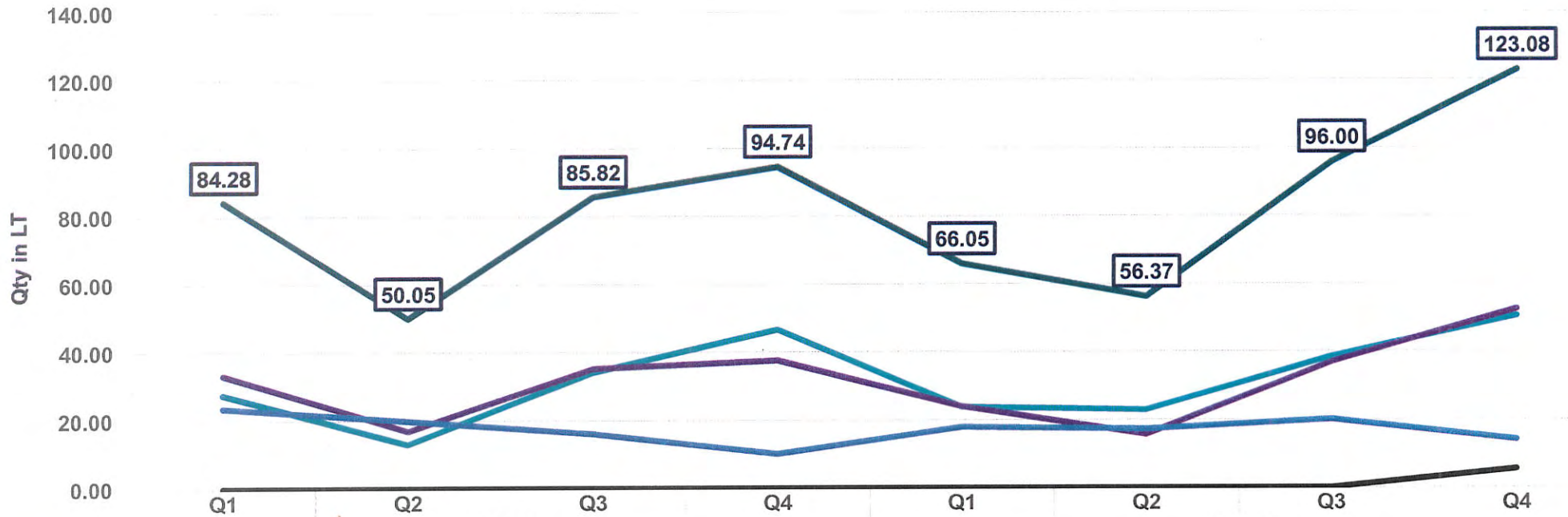
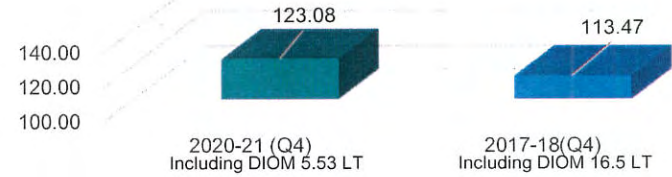
Particulars	2020-21 (Q4)	2019-20 (Q4)	Variance	(%)
Iron Ore Production (LT)	123.08	94.74	28.34	30
Iron Ore Sales (LT)	110.91	86.19	24.72	29
- Export Sales (LT)	8.20	6.69	1.51	23
- Domestic Sales (LT)	102.71	79.50	23.21	29
Average Domestic Realisation (Rs./T)	5,941	3473	2468	71
Average Sales Realisation (Rs./T)	6,138	3674	2464	67
<b>Financials (Rs. Crore)</b>				
Iron ore Sales	6,807	3,167	3640	115
<b>Revenue from Operations</b>	<b>6,848</b>	<b>3,187</b>	<b>3661</b>	<b>115</b>
Interest Income	47	63	(16)	(25)
Other Income	38	70	(32)	(46)
Total Income	6,933	3,320	3,613	109
Total Expenses	2,666	1,742	924	53
EBITDA & Margin (%)	4,330 (63%)	1,528 (48%)	2,802	183
<b>Profit Before Tax</b>	<b>4,269</b>	<b>1,482</b>	<b>2,787</b>	<b>188</b>
<b>Profit After Tax</b>	<b>2,838</b>	<b>351</b>	<b>2,487</b>	<b>708</b>

## Performance of Fy 21 (Q4) on Fy 21 (Q3)

Particulars	2020-21 (Q4)	2020-21 (Q3)	Variance	(%)
Iron Ore Production (LT)	123.08	96.00	27.08	28
Iron Ore Sales (LT)	110.91	92.84	18.07	19
- Export Sales (LT)	8.20	7.40	0.80	11
- Domestic Sales (LT)	102.71	85.44	17.27	20
Average Domestic Realisation (Rs./T)	5,941	4402	1539	35
Average Sales Realisation (Rs./T)	6,138	4644	1494	32
<b>Financials (Rs. Crore)</b>				
Iron ore Sales	6,807	4,311	2496	58
<b>Revenue from Operations</b>	<b>6,848</b>	<b>4,355</b>	<b>2493</b>	<b>57</b>
Interest Income	47	51	(4)	(8)
Other Income	38	54	(16)	(30)
Total Income	6,933	4,460	2,473	55
Total Expenses	2,666	1,649	1017	62
EBITDA & Margin (%)	4,330 (63%)	2,873 (66%)	1,457	51
<b>Profit Before Tax</b>	<b>4,269</b>	<b>2,811</b>	<b>1,458</b>	<b>52</b>
<b>Profit After Tax</b>	<b>2,838</b>	<b>2,109</b>	<b>729</b>	<b>35</b>

# Iron Ore Production Trend

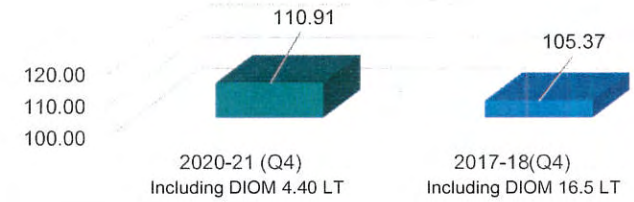
Best Ever Q4



	2019-20				2020-21			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
KDL	27.55	13.12	34.27	46.78	23.91	23.04	38.70	50.62
BCH	33.19	16.96	35.33	37.69	24.09	15.88	37.08	52.64
DIOM	0.00	0.00	0.00	0.00	0.00	0.00	0.00	5.53
KIOM	23.54	19.97	16.22	10.27	18.05	17.45	20.22	14.28
<b>TOTAL</b>	<b>84.28</b>	<b>50.05</b>	<b>85.82</b>	<b>94.74</b>	<b>66.05</b>	<b>56.37</b>	<b>96.00</b>	<b>123.08</b>

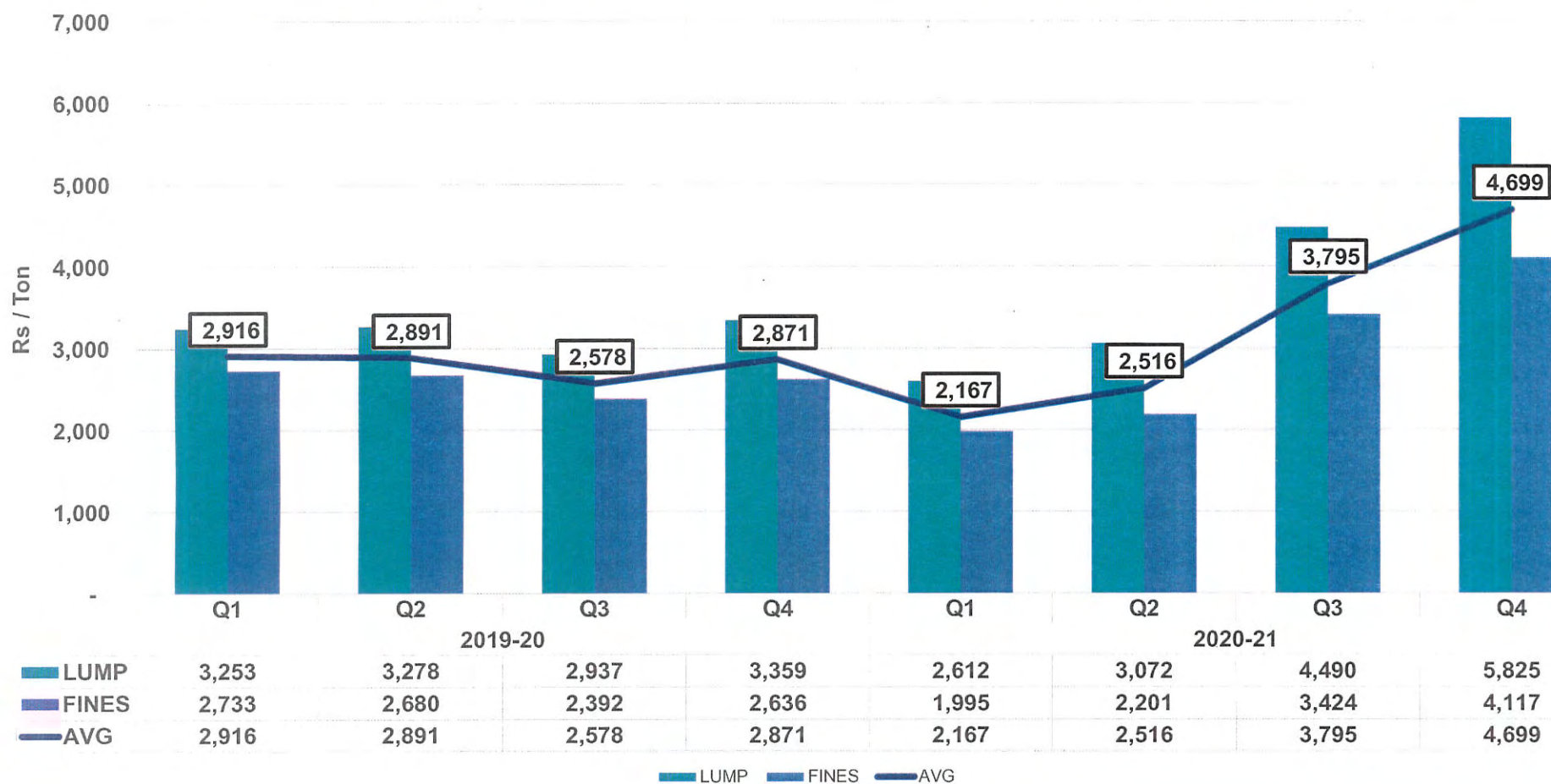
# Iron Ore Sales Trend

## Best Ever Q4

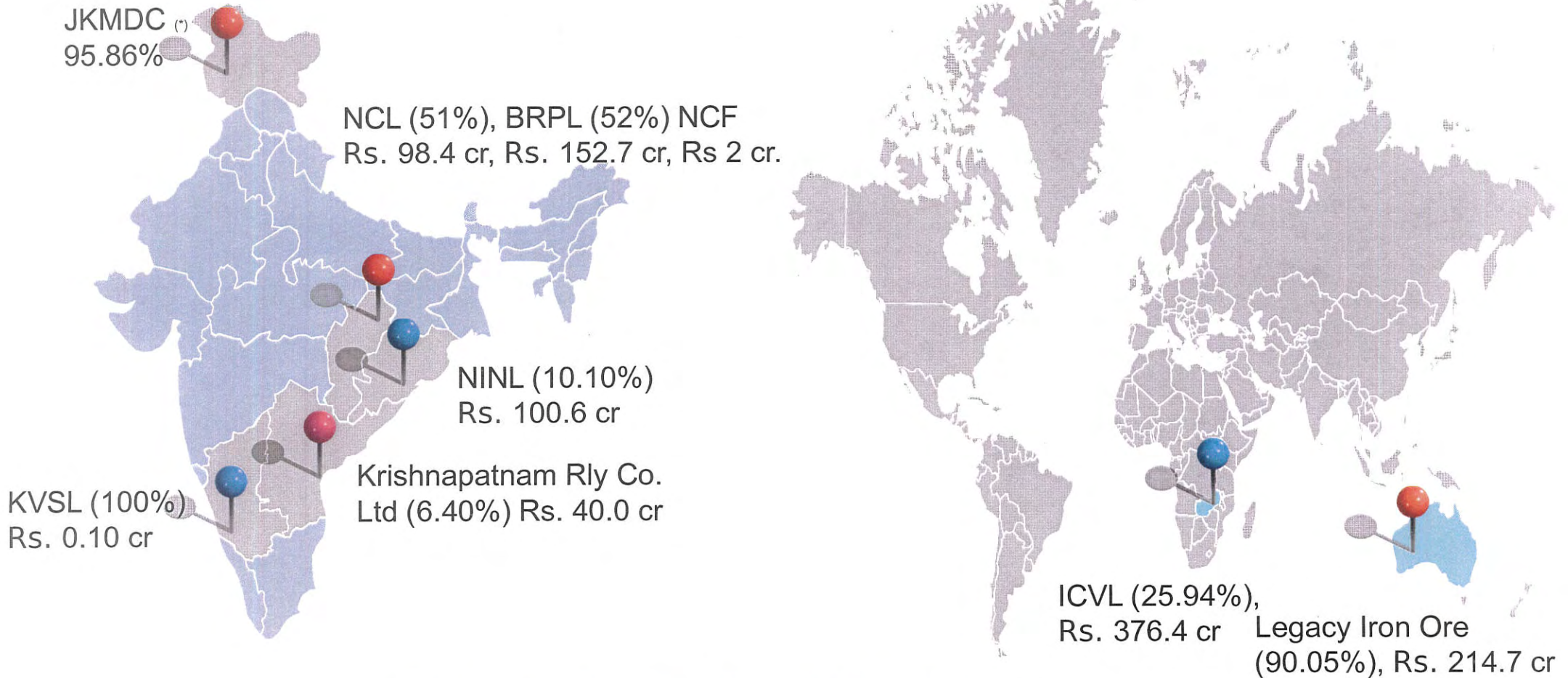


	2019-20				2020-21			
	Q1	Q2	Q3	Q4	Q1	Q2	Q3	Q4
KDL	32.94	19.25	36.06	36.33	26.59	26.44	37.51	44.45
BCH	32.75	20.56	30.97	35.77	20.96	21.31	36.90	44.02
DIOM	0.00	0.05	0.00	0.00	0.00	0.00	0.00	4.40
KIOM	21.00	18.30	17.07	14.09	15.20	18.27	18.43	18.04
<b>TOTAL</b>	<b>86.69</b>	<b>58.16</b>	<b>84.10</b>	<b>86.19</b>	<b>62.75</b>	<b>66.02</b>	<b>92.84</b>	<b>110.91</b>

# Average Basic Domestic Price of Iron Ore (Overall)



## Major Investment in Subsidiaries, JVs & Associates



**Total Investments - Rs. 984.88crore**

(\*) Investment derated



## Details of Top 25 Shareholders as on 31-03-2021

Sl. No.	Shareholder	No. of Shares	% Holding
1	PRESIDENT OF INDIA	2001283891	68.29
2	LIFE INSURANCE CORPORATION OF INDIA	394591074	13.46
3	NIPPON LIFE INDIA TRUSTEE LTD-A/C NIPPON INDIA ARBITRAGE FUND	67901044	2.32
4	ADITYA BIRLA SUN LIFE TRUSTEE PRIVATE LIMITED A/C ADITYA BIRLA SUN LIFE NIFTY NEXT 50 ETF	25061456	0.86
5	LIC OF INDIA MARKET PLUS NON UNIT FUND	20287358	0.69
6	STATE BANK OF INDIA	11780466	0.4
7	CANARA BANK-MUMBAI	11069767	0.38
8	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	11057024	0.38
9	VANGUARD EMERGING MARKETS STOCK INDEX FUND, A SERIES OF VANGUARD INTERNATIONAL EQUITY INDEX FUNDS	9997143	0.34
10	EDGBASTON ASIAN EQUITY TRUST	8184300	0.28
11	LSV EMERGING MARKETS EQUITY FUND LP	7975450	0.27
12	NPS TRUST- A/C SBI PENSION FUND SCHEME - CENTRAL GOVT	7766508	0.27
13	THE NEW INDIA ASSURANCE COMPANY LIMITED	7454727	0.25
14	UNITED INDIA INSURANCE COMPANY LIMITED	7352445	0.25
15	SOCIETE GENERALE - ODI	6566033	0.22
16	THE EDGBASTON ASIAN EQUITY (JERSEY) TRUST	5855551	0.2
17	MORGAN STANLEY ASIA (SINGAPORE) PTE.	5236221	0.18
18	KOTAK EQUITY ARBITRAGE FUND	4956145	0.17
19	SBI ARBITRAGE OPPORTUNITIES FUND	4898396	0.17
20	BANK OF INDIA	4608119	0.16
21	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	4598168	0.16
22	HSBC POOLED INVESTMENT FUND - HSBC POOLED VC ASIA PACIFIC EX JAPAN EQUITY FUND	4208769	0.14
23	THE ORIENTAL INSURANCE COMPANY LIMITED	3800721	0.13
24	NATIONAL INSURANCE COMPANY LTD	3423197	0.12
25	RADHAKISHAN SHIVKISHAN DAMANI	3400000	0.12
	<b>TOTAL</b>	<b>2643313973</b>	<b>90.21</b>

## Significant aspects of 2020-21

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### DIOM

- Donimalai Iron Ore Mine of NMDC Ltd. has resumed mining operations since 18.02.2021.
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### Impact of MMDR Act Amendment

Amendment : Government companies or corporations whose mining lease has been extended after the commencement of the MMDR Amendment Act, 2015, shall pay 150% of the Royalty payable. w.e.f 28.3.2021.

Impact : On all iron ore mines of NMDC except Kumarswamy iron ore mine (Rs. 149 crs for the current period)

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### Demerger of NISP


- The Board of Directors of the company in its meeting held on 27th August 2020, inter-alia, have accorded in-principle approval to the proposal to demerge its NMDC Iron & Steel Plant (NISP), Nagarnar, Chhattisgarh.

#Ispati Irada

**THANKS!**

**NMDC Mines  
India Shines**

**Harr ek Kaam Desh Ke Naam!**

 /nmdclimited