

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

13th February 2017

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 Kuria 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 Performance in FY 2016-17 (Upto Dec' 16) - 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 Performance in FY 2016-17 (up to Dec' 16) 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 2016-17(Up to Dec'16)

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.



Performance Highlights of 9M (2016-17) Vs 9M (2015-16)

Physical

- **Sales** increased to **258.46 LT** from **203.26 LT** (27%)
Export sales increased to **20.54 LT** from **3.81 LT** (439%)
Domestic sales increased to **237.92 LT** from **199.45 LT** (19%)
- **Production** increased to **236.26 LT** from **197.91 LT** (19%)

Financial

- **Turnover** increased to **Rs 5,958 cr** from **Rs 4,927 cr** (21%)

Analysis of Variance in Iron Ore Sales: (Rs. 1,034 Cr)

i) Increase due to export sales quantity	Rs. 539 cr
ii) Increase due to domestic sales quantity	Rs. 1,021 cr
iii) Reduction due to fall in export prices	Rs. 14 cr
iv) Reduction due to fall in domestic prices	Rs. 512 cr

- **Operating Profit** increased to **Rs 2,503 cr** from **Rs 2,181 cr** (15%)
- **Interest Income** decreased to **Rs 610 cr** from **Rs 1,237 cr** (-51%)
- **PAT** decreased to **Rs 2,077 cr** from **Rs 2,253 cr** (-8%)



Performance Highlights of Q3 (2016-17) Vs Q2 (2016-17)

Physical

- **Sales** increased to **100.55 LT** from **80.13 LT (25%)**
Export sales increased to **7.82 LT** from **5.25 LT (49%)**
Domestic sales increased to **92.73 LT** from **74.88 LT (24%)**
- **Production** increased to **97.07 LT** from **76.09 LT (28%)**

Financial

- **Turnover** increased to **Rs 2,498 cr** from **Rs 1,739 cr (44%)**

Analysis of Variance in Iron Ore Sales: (Rs. 763 Cr)

i) Increase due to export sales quantity	Rs. 94 cr
ii) Increase due to domestic sales quantity	Rs. 350 cr
iii) Increase due to increase in export prices	Rs. 4 cr
iv) Increase due to increase in domestic prices	Rs. 315 cr

- **Operating Profit** increased to **Rs 971 cr** from **Rs 771 cr (26%)**
- **Interest Income** decreased to **Rs 81 cr** from **Rs 243 cr (-67%)**
- **PAT** decreased to **Rs 595 cr** from **Rs 771 cr (-23%) (Pls refer significant issues)**



Performance Highlights of Q3 (2016-17) Vs Q3 (2015-16)

Physical

- **Sales** increased to **100.55 LT** from **72.18 LT (39%)**
 - Export sales** increased to **7.82 LT** from **3.81 LT (105%)**
 - Domestic sales** increased to **92.73 LT** from **68.37 LT (36%)**
- **Production** increased to **97.07 LT** from **73.63 LT (32%)**

Financial

- **Turnover** increased to **Rs 2,498 cr** from **Rs 1,518 cr (65%)**

Analysis of Variance in Iron Ore Sales: (Rs. 983 Cr)

i) Increase due to export sales quantity	Rs. 137 cr
ii) Increase due to domestic sales quantity	Rs. 475 cr
iii) Increase due to increase in export prices	Rs. 13 cr
iv) Increase due to increase in domestic prices	Rs. 358 cr

- **Operating Profit** increased to **Rs 972 cr** from **Rs 269 cr (261%)**
- **Interest Income** decreased to **Rs 81 cr** from **Rs 348 cr (-77%)**
- **PAT** increased to **Rs 595 cr** from **Rs 421 cr (41%)**

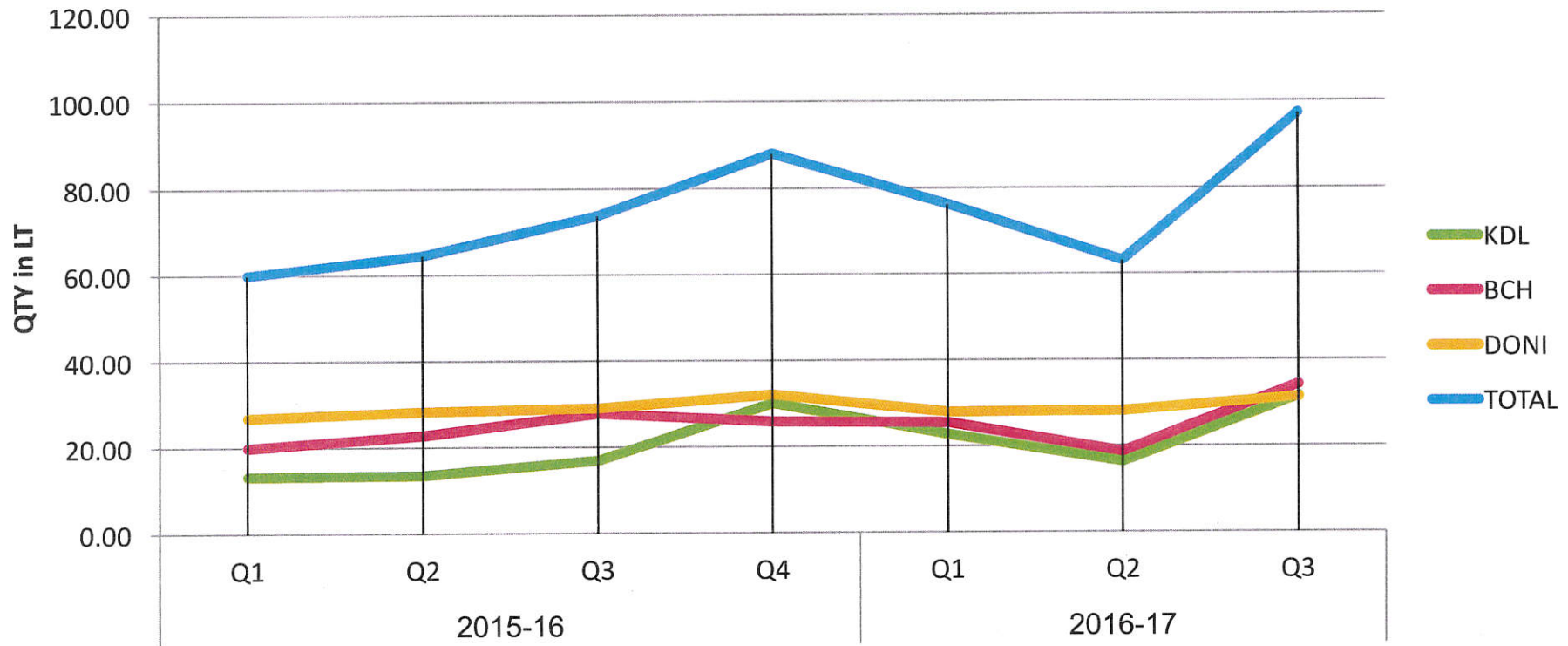


Significant Issues

1. **Service Tax on Royalty** : Service tax on royalty is effective from 01.04.2016. The company has contested the issue with Hon'ble High court of Karnataka and Jabalpur and stay has been granted by both the courts. However, considering the expert opinion the liability up to Dec'16 of Rs.107.88 cr is provided in current quarter.
2. **Mine Closure Obligation** : The Liability towards Mine closure obligation was reviewed and additional liability of Rs.213.11 cr has been provided during the current quarter. Out of this, Rs.201.30 cr has been included in "Exceptional Item" and balance of Rs.11.81 cr in 'Other expenses.'
3. **Expected Credit Loss (ECL)** : An amount of Rs.198.43 cr pertaining to period up to review towards ECL on total trade receivables of Rs 2,560 Cr is provided for in current period and included in other expenses and the amount pertaining to previous period is considered through retained earnings on the transition date and the subsequent periods.
4. **Doubling of KK Line** : As the ownership is with the Railways, the amount incurred up to period of review of Rs.77.81 cr has been charged during the current period and included in other expenses and the amount pertaining to previous period is considered through retained earnings on the transition date and the subsequent periods.



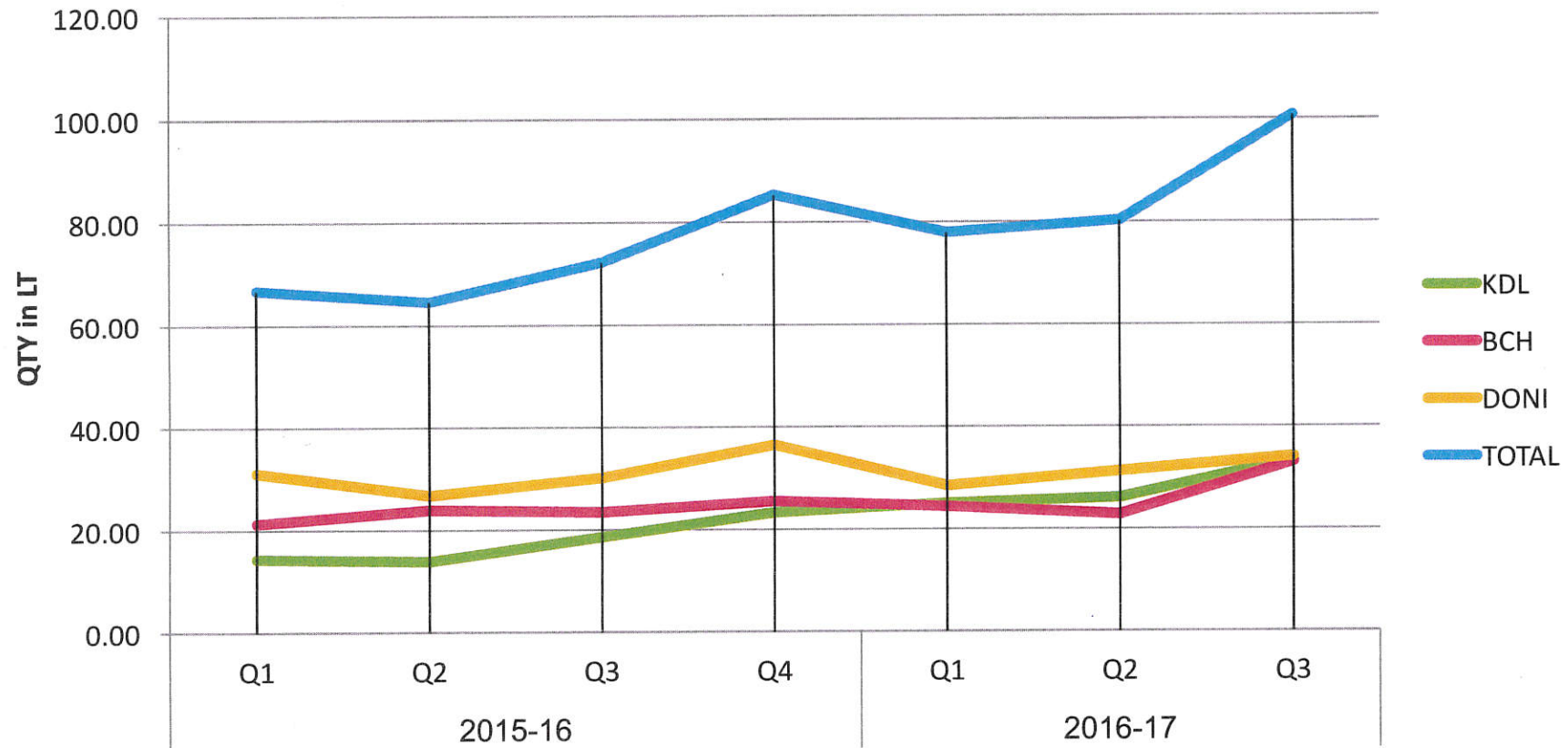
UNITWISE QUARTERLY PRODUCTION TREND OF IRON ORE (LT)



Qty in LT	2015-16				2016-17		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
KDL	13.16	13.39	16.89	30.08	22.80	16.33	31.53
BCH	19.88	22.76	27.69	25.70	25.42	18.63	34.20
DONI	26.79	28.30	29.05	32.05	27.87	28.14	31.34
TOTAL	59.83	64.45	73.63	87.83	76.09	63.10	97.07



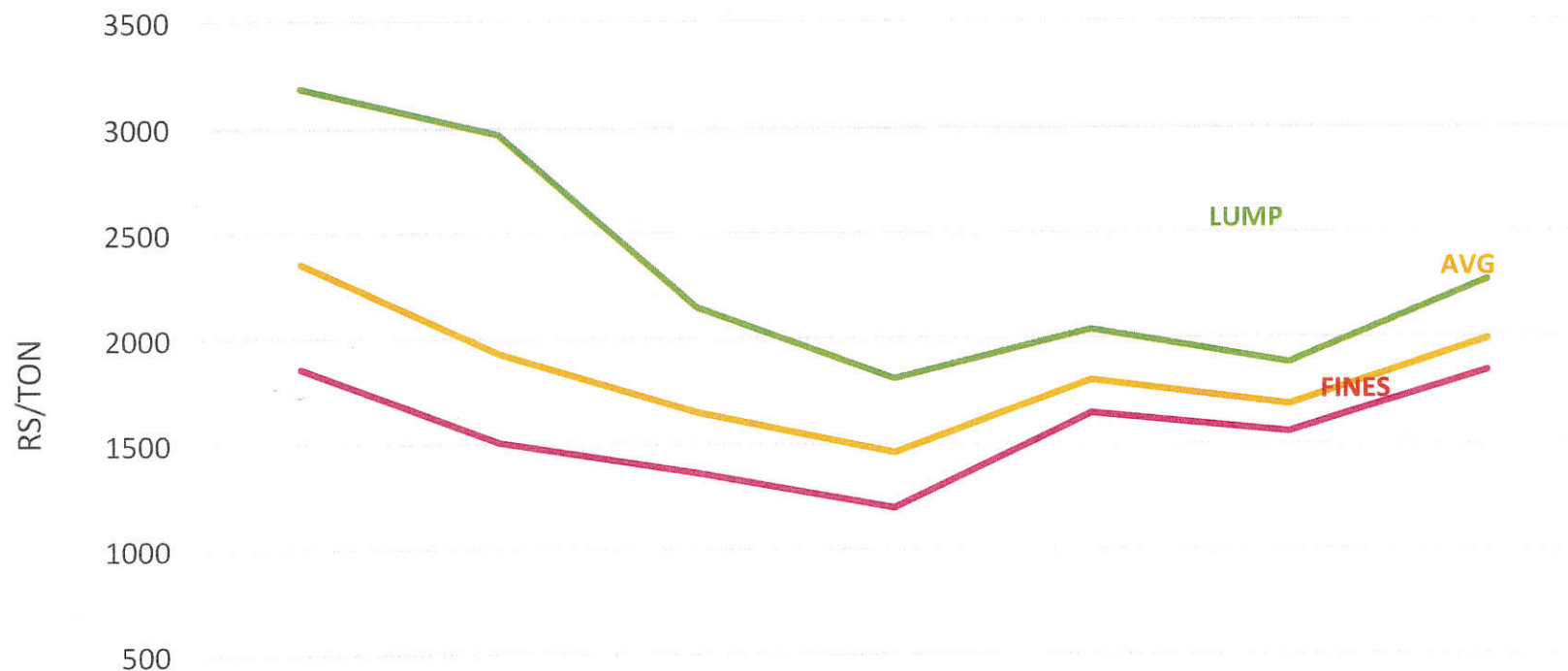
UNITWISE QUARTERLY SALES TREND OF IRON ORE (LT)



Qty in LT	2015-16				2016-17		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
KDL	14.32	13.82	18.59	23.23	25.04	26.09	33.44
BCH	21.22	23.94	23.43	25.44	24.38	22.82	33.05
DONI	31.08	26.70	30.16	36.46	28.36	31.22	34.06
TOTAL	66.62	64.46	72.18	85.13	77.78	80.13	100.55



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



	Q1	Q2	Q3	Q4	Q1	Q2	Q3
	2015-16				2016-17		
LUMP	3183	2967	2146	1807	2037	1879	2269
FINES	1855	1507	1362	1193	1642	1552	1839
AVG	2353	1929	1649	1456	1796	1681	1991



TREND OF SPONGE IRON
PRODUCTION AND SALES (TONS)

Qty in Ton	2015-16				2016-17		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Prod.	738	1,287	2,455	2,134	3,315	965	1,494
Sales	1,383	3,086	2,667	1,229	1,770	4,655	882

TREND OF DIAMONDS
PRODUCTION AND SALES (CARATS)

Qty in Carats	2015-16				2016-17		
	Q1	Q2	Q3	Q4	Q1	Q2	Q3
Prod.	9,091	8,573	6,976	10,918	7,572	7,578	6,922
Sales	-	6,439	6,936	23,308	-	2,771	5,632



CAPITAL EXPENDITURE 2016-17

Rs Cr.

Projects/Schemes	Actuals 2016-17 (up to Dec16)
Steel Plant at Nagarnar	1,704.16
Slurry Pipeline	5.38
Kumarswamy Mine	13.28
Bailadila Deposit 11B	5.48
Pellet Plant- Donimalai	30.07
Other Schemes (including towards Addition, Modification and Replacement of Existing Assets)	105.37
Contribution to JV and Associates	58.09
Railway Line Projects	135.00
Total	2,056.83



Details of Top 25 Shareholders as on 10-Feb-2017

SLNO	HOLDER	SHARES	PERCENT
1	PRESIDENT OF INDIA	2371126192	74.9
2	LIFE INSURANCE CORPORATION OF INDIA	389938677	12.3
3	LIFE INSURANCE CORPORATION OF INDIA P & GS FUND	64092411	2.03
4	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANGUARD INTERNATIONAL EQUITY INDE X FUND	13627775	0.43
5	STATE BANK OF INDIA	11363580	0.36
6	EDGBASTON ASIAN EQUITY TRUST	11259752	0.36
7	ROBECO CAPITAL GROWTH FUNDS - ROBECO ACTIVE QUANT EMERGING MARKETS EQUITIES	11162957	0.35
8	CANARA BANK-MUMBAI	10772388	0.34
9	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	9043040	0.29
10	THE NEW INDIA ASSURANCE COMPANY LIMITED	8316508	0.26
11	L&T MUTUAL FUND TRUSTEE LIMITED-L&T ARBITRAGE OPPORTUNITIES FUND	6934000	0.22
12	UNITED INDIA INSURANCE COMPANY LIMITED	6566033	0.21
13	EASTSPRING INVESTMENTS INDIA EQUITY OPEN LIMITED	6264907	0.20
14	MORGAN STANLEY MAURITIUS COMPANY LIMITED	5644423	0.18
15	CREDIT SUISSE (SINGAPORE) LIMITED	5631657	0.18
16	GENERAL INSURANCE CORPORATION OF INDIA	4700000	0.15
17	EASTSPRING INVESTMENTS (SINGAPORE) LIMITED A/C DRAGON PEACOCK INVESTMENTS LIMITED	4576103	0.14
18	THE ORIENTAL INSURANCE COMPANY LIMITED	4523019	0.14
19	SWISS FINANCE CORPORATION (MAURITIUS) LIMITED	4433326	0.14
20	NATIONAL INSURANCE COMPANY LTD	3600721	0.11
21	CITIGROUP GLOBAL MARKETS MAURITIUS PRIVATE LIMITED	3496289	0.11
22	NPS TRUST - A/C LIC PENSION FUND SCHEME - CORPORATE CG	3366624	0.11
23	STICHTING DEPOSITARY APG EMERGING MARKETS EQUITY POOL	3202841	0.10
24	BANK OF INDIA	3199786	0.10
25	PGGM WORLD EQUITY B. V. (GEPFEEM)	3099411	0.10
	Total	2969942420	93.81



THANK YOU