Q3
Performance
Review
2013-14

NMDC Limited

Corporate Presentation on Q3 Performance (Sept-Dec-2013) of FY 2013-14

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Major Achievements during Q3 Performance (Sept-Dec-2013) of FY 2013-14

Performance Highlights of Q3 (13-14) Vs Q3 (12-13)

- Production has increased from 5.36 MT to 7.30 MT i.e., inc. by 36%
- Sales has increased from 5.32 MT to 7.34 MT i.e., inc. by 38 %
- Sales Turnover has increased from ₹ 2048 Crs to ₹ 2823 Crs i.e., by 38 % mainly due to increased sales quantity
- PBT has increased from ₹ 1914 Crs to ₹ 2374 Crs i.e., inc. by 24%
- PAT has increased from ₹ 1293 Crs to ₹ 1567 Crs i.e., inc. by 21%

Performance Highlights of Q3 (13-14) Vs Q2 (13-14)

- Production has increased from 5.95 MT to 7.30 MT i.e., inc. by 23%
- Sales has increased from 6.51 MT to 7.34 MT i.e., inc. by 13 %
- Sales Turnover has increased from ₹ 2480 Crs to ₹ 2823 Crs i.e. by 14% due to increased sales quantity
- PBT has increased from ₹ 1997 Crs to ₹ 2374 Crs i.e., inc. by 19%
- PAT has also increased from ₹ 1319 Crs to ₹ 1567 Crs i.e., inc. by 19%

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PHYSICAL PERFORMANCE – Product-wise

Particulars	2013-14				2012-13		Inc. / (Dec) Over CPLY (5 over 7)	
	Q1	Q2	Q3	Upto the Qtr	Q3	Upto the Qtr	In Qty.	In %
1	2	3	4	5	6	7	8	9
I. PRODUCTION:								
(a) Iron Ore (lmt) :	69.21	59.40	73.02	201.63	53.64	176.13	25.51	14.48
(b) Diamonds (carats)	9333	8986	4442	22761	6684	21261	1500	7.06
(c) Sponge Iron (mt)	5123	8327	12856	26306	9416	27688	(1382)	(4.99)
II. SALES:								
(a) Iron Ore (lmt)- Exports	4.92	7.12	4.33	16.37	3.56	7.31	9.06	123.94
Domestic	67.60	57.92	69.11	194.63	49.70	173.04	21.59	12.48
Total Iron ore	72.52	65.04	73.44	211.00	53.26	180.35	30.65	16.99
(b) Diamonds (carats)	10939	10221	9562	30722	1679	6386	24336	381.08
(c) Sponge Iron (mt)	6972	6669	7302	20943	9437	28978	(8035)	(27.73)

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UNIT WISE PHYSICAL PERFORMANCE

	2013-14				2012-13		Inc/(Dec) of (5) over (7)	(%) Inc/(Dec) of (5) over (7)
	Q1	Q2	Q3	Upto the Qtr	Q3	Upto the Qtr		
1	2	3	4	5	6	7	8	9
PRODUCTION								
Kirandul	15.95	15.77	23.38	55.10	14.72	44.72	10.38	23%
Bacheli	31.57	20.95	27.23	79.75	23.07	75.09	4.66	6%
Donimalai	21.69	22.68	22.41	66.78	15.85	56.32	10.46	19%
TOTAL	**69.21**	**59.40**	**73.02**	**201.63**	**53.64**	**176.13**	**25.50**	**14%**
SALES:								
Kirandul	18.05	17.78	22.44	58.27	12.58	43.58	14.69	34%
Bacheli	32.20	25.33	26.76	84.29	24.45	81.61	2.68	3%
Donimalai	22.27	21.93	24.24	68.44	16.23	55.16	13.28	24%
TOTAL	**72.52**	**65.04**	**73.44**	**211.00**	**53.26**	**180.35**	**30.65**	**17%**

Q3 Performance Review 2013-14

FINANCIAL PERFORMANCE

(₹ in Crore)

PARTICULARS	For Q3		Upto Q3		Inc/(Dec)	(%) Inc/(Dec)
	2013-14	2012-13	2013-14	2012-13	(4) over (5)	(4) over (5)
(1)	(2)	(3)	(4)	(5)	(6)	(7)
a) Sales Revenue	2823.17	2047.69	8173.71	7500.02	673.69	8.98
b) Other income incl. interest	507.70	556.26	1566.98	1691.48	(124.50)	(7.36)
Total Income	**3330.87**	**2603.95**	**9740.69**	**9191.50**	**549.19**	5.97
a) Consumption of raw material	8.78	8.54	20.65	23.32	(2.67)	(11.45)
b) Consumption of store and spares	83.28	64.01	207.43	157.50	49.93	31.70
c) Change in Inventory	(5.82)	(49.49)	66.05	(111.26)	177.31	(159.37)
d) Employee cost	157.35	139.19	450.35	418.46	31.89	7.62
e) Royalty & Cess	225.55	204.69	631.56	648.92	(17.36)	(2.68)
f) Selling exp. & Freight	243.17	176.37	900.68	425.14	475.54	111.85
g) Other Exp (Incl. Depreciation)	244.22	146.99	702.55	409.61	292.94	71.52
Total Expenditure	**956.53**	**690.30**	**2979.27**	**1971.69**	**1007.58**	51.10
Profit Before Tax	**2374.34**	**1913.65**	**6761.42**	**7219.81**	**(458.39)**	(6.35)
Profit After Tax	**1567.30**	**1292.80**	**4457.94**	**4877.42**	**(419.48)**	(8.60)

Q3 Performance Review 2013-14

ANALYSIS OF DESPATCHES OF IRON ORE

Qty in LMT

Despatches	2013-14 - (Upto Q3)			2012-13 - (Upto Q3)			Variance	
	Bailadila	Donimalai	Total	Bailadila	Donimalai	Total	Qty.	%
1	2	3	4	5	6	7	8	9
To Domestic:								
Road	4.33	28.42	32.75	4.83	27.31	32.14	0.61	2%
Rail	121.83	40.05	161.88	113.04	27.86	140.90	20.98	15%
Total Domestic (A)	**126.16**	**68.47**	**194.63**	**117.87**	**55.17**	**173.04**	**21.59**	**12%**
For Export:								
Rail	17.32	-	17.89	9.07	-	9.82	8.07	83%
Total Export (B)	**17.32**	**-**	**17.89**	**9.07**	**-**	**9.82**	**8.07**	**83%**
Total Despatches	**143.48**	**68.47**	**212.51**	**126.94**	**55.17**	**182.86**	**29.65**	**16%**
Rake/Day	**12.13**	**3.73**	**15.86**	**10.92**	**2.54**	**13.46**		

PRODUCT WISE DETAILS

PRODUCTION (LWMT)	2012-13					2013-14		
	Q 1	Q 2	Q 3	Q4	2012-13	Q 1	Q2	Q3
Lump	25.22	21.21	19.35	32.13	97.91	25.38	20.37	26.49
Fines	43.50	32.56	34.29	63.58	173.93	43.83	39.04	46.52
Total:	68.72	53.77	53.64	95.71	271.84	69.21	59.41	73.01
Lump : Fines Ratio	37:63	39:61	36:64	34:66	36:64	37:63	34:66	36:74

ANALYSIS OF VARIANCE IN PROFIT BEFORE TAX UPTO DEC'13

Sl. No.	Particulars	Amount ₹ Crs
1	**Domestic sales** Avg. sale price reduced by ₹ 442/- per MT from ₹ 3991/- to ₹ 3549/- per Mt - ₹ (-) 1296 Cr Inc. in sale qty from 173.04 LMT to 194.63 LMT - ₹ 1297 Cr	0.95
2	**Export Sales** Net Sale realisation from increased qty of Export by 9.06 MT Revenue increase ₹ 664 Cr, Selling Exp increase ₹ 448 Cr.	216.00
3	Contribution to SPV , Karnataka	(200.62)
4	Reduction in interest & other income	(124.50)
5	Reduction due to increase in other expenses including CSR- ₹ 46 Crs, Consumption – ₹ 50 Crs ,Salaries- ₹ 32 Crs & Others – ₹ 44 Crs	(172.91)
6	Reduction in inventory	(177.31)
	Total	**(458.39)**

CAPITAL EXPENDITURE UPTO 3rd QUARTER OF 2013-14

(₹ in Crore)

Projects/Schemes	BE Target 2013-14	Upto Dec'13	
		Target Upto the Qtr	Actual
Bailadila 11B	60.00	38.00	12.36
Kumarswamy	85.00	52.00	60.24
3MTPA Steel Plant – CG	1880.00	1217.00	1366.60
Pellet Plant- Doni.	100.00	74.00	84.22
Other Schemes	10.20	9.60	10.78 (*)
AMR (Incl. Township)	251.00	180.00	56.26
R&D	57.80	43.62	10.51
Feasibilities Studies	11.00	8.28	2.11
Business Development	100.00	75.00	0.12
Other Ventures	165.00	92.50	75.46
Total	2720.00	1790.00	1678.66

Commercial Information

AVERAGE REALIZATION OF IRON ORE
FOR THE LAST 3 FINANCIAL YEARS & IN THE CURRENT FINANCIAL YEAR 2013-14
UPTO Q3 (₹/Ton) {inclusive of Royalty}

PRODUCT	2010-11	2011-12	2012-13	2013-14			
				Q1	Q2	Q3	Upto Q3
LUMP	4936	5569	5955	5185	4620	4779	4888
FINES	3830	3255	3139	3100	3380	3197	3226
TOTAL IRON ORE	**4289**	**4091**	**4019**	**3907**	**3760**	**3795**	**3823**

Corporate Information

Details of Top 25 Shareholders – All Categories
(As on 07.02.2014)

Slno	Name of the Shareholder	No. of Shares	%
1	PRESIDENT OF INDIA	3171946580	80
2	LIFE INSURANCE CORPORATION OF INDIA	260444948	6.57
3	LIC OF INDIA PENSION PLUS MIXED FUND	48845983	1.23
4	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GIF MAURITIUS LIMITED	31978373	0.81
5	ICICI PRUDENTIAL INDEX FUND	22171117	0.56
6	HDFCSL SHAREHOLDERS SOLVENCY MARGIN ACCOUNT	18509528	0.47
7	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANG	13533974	0.34
8	STATE BANK OF INDIA	11636080	0.29
9	CANARA BANK-MUMBAI	10772388	0.27
10	THE MASTER TRUST BANK OF JAPAN, LTD A/C THE MASTER TRUST BANK	10528019	0.27
11	CITIGROUP GLOBAL MARKETS MAURITIUS PRIVATE LIMITED	10235619	0.26
12	COPTHALL MAURITIUS INVESTMENT LIMITED	10176994	0.26
13	ICICI PRUDENTIAL LIFE INSURANCE COMPANY LTD	9990165	0.25
14	BANK OF BARODA	9931035	0.25
15	INVESTEC GLOBAL STRATEGY FUND A/C ASIAN EQUITY FUND	9822723	0.25
16	RELIANCE INDUSTRIAL INVESTMENTS AND HOLDINGS LIMITED	9725000	0.25
17	THE NEW INDIA ASSURANCE COMPANY LIMITED	8016508	0.2
18	SBI LIFE INSURANCE CO. LTD	7388596	0.19
19	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GLOBAL INVESTMENT FUN	7241713	0.18
20	SWISS FINANCE CORPORATION (MAURITIUS) LIMITED	6658189	0.17
21	BIRLA SUN LIFE TRUSTEE COMPANY PRIVATE LIMITED A/C BIRLA SUN LIFE	6299880	0.16
22	BAJAJ ALLIANZ LIFE INSURANCE COMPANY LTD.	6149443	0.16
23	NATIONAL INSURANCE COMPANY LTD	5610721	0.14
24	GOVERNMENT PENSION FUND GLOBAL	5502491	0.14
25	GMO EMERGING MARKETS FUND	4584800	0.12
	TOTAL :	3717700867	93.79

Details of Top 25 Shareholders - FIIs
(As on 07.02.2014)

Slno	Name of the Shareholder	No. of Shares	%
1	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GIF MAURITIUS LIMITED	31978373	0.81
2	VANGUARD EMERGING MARKETS STOCK INDEX FUND, ASERIES OF VANG	13533974	0.34
3	THE MASTER TRUST BANK OF JAPAN, LTD A/C THE MASTER TRUST BANK	10528019	0.27
4	CITIGROUP GLOBAL MARKETS MAURITIUS PRIVATE LIMITED	10235619	0.26
5	COPTHALL MAURITIUS INVESTMENT LIMITED	10176994	0.26
6	INVESTEC GLOBAL STRATEGY FUND A/C ASIAN EQUITY FUND	9822723	0.25
7	HSBC GLOBAL INVESTMENT FUNDS A/C HSBC GLOBAL INVESTMENT FUN	7241713	0.18
8	SWISS FINANCE CORPORATION (MAURITIUS) LIMITED	6658189	0.17
9	GOVERNMENT PENSION FUND GLOBAL	5502491	0.14
10	GMO EMERGING MARKETS FUND	4584800	0.12
11	VANGUARD TOTAL INTERNATIONAL STOCK INDEX FUND	4353784	0.11
12	MORGAN STANLEY ASIA (SINGAPORE) PTE.	4203307	0.11
13	WISDOMTREE INDIA INVESTMENT PORTFOLIO INC	3819065	0.1
14	BNY MELLON EMERGING MARKETS FUND	3805155	0.1
15	PGGM WORLD EQUITY B. V. (GEPFEEM)	3623784	0.09
16	MERRILL LYNCH CAPITAL MARKETS ESPANA S.A. S.V.	3573806	0.09
17	DB INTERNATIONAL (ASIA) LTD	3326769	0.08
18	T. ROWE PRICE REAL ASSETS FUND, INC.	3180701	0.08
19	MATTHEWS INDIA FUND	3145923	0.08
20	MAGNA UMBRELLA FUND PLC - MAGNA EMERGING MARKETS DIVIDEND	3115278	0.08
21	DREYFUS INTERNATIONAL FUNDS INC - DREYFUS EMERGING MARKETS F	3104759	0.08
22	TBC POOLED EMPLOYEE FUNDS-EMERGING MARKETS EQUITY FUND	2974261	0.08
23	ABU DHABI INVESTMENT AUTHORITY - QUAX	2628165	0.07
24	LEGAL AND GENERAL ASSURANCE (PENSION MANAGEMENT COMPANY)	2617393	0.07
25	HIRTLE CALLAGHAN EMERGING MARKETS PORTFOLIO -THE BOSTON CON	2548155	0.06
	TOTAL :	160283200	4.08

Shareholding Pattern (As on 07.02.2014)

S.No.	Category	Nos.	No. of Shares	%
1	CENTRAL GOVERNMENT/STATE GOVERNMENT(S)	1	3171946580	80.00
2	INSURANCE COMPANIES	6	286363920	7.22
3	FOREIGN INSTITUTIONAL INVESTORS	173	227664451	5.74
4	FINANCIAL INSTITUTIONS/BANKS	54	99126691	2.50
5	BODIES CORPORATE	1920	88088270	2.22
6	INDIVIDUALS - HOLDING UPTO RS.1 LAKH	186889	41040606	1.04
7	MUTIAL FUNDS/UTI	120	39550680	1.00
8	CLEARING MEMBER	492	4745918	0.12
9	NON RESIDENT INDIVIDUALS	2613	2256901	0.06
10	INDIVIDUALS - HOLDING EXCESS OF RS.1 LAKH	10	2132460	0.05
11	TRUSTS	47	1279619	0.03
12	INDIVIDUALS/HINDU UNDIVIDED FAMILY	1	450000	0.01
13	EMPLOYEES	62	67424	0.00
14	UN CLAIMED SHARES A/C	1	2480	0.00
		192389	3964716000	100.00

- The Board of Directors at its 472nd meeting held on 10.02.2014 inter alia, has declared Second Interim Dividend for the financial year 2013-14 @ 550% (₹ 5.50 per share of the face value ₹ 1/-) of its paid-up share capital involving an outgo of ₹ 2180.58 crore.

- The Company has already declared First Interim Dividend for FY 2013-14 @ ₹ 3/- per share involving an outgo of ₹ 1189.41 crore.

- The cumulative interim dividends so far paid by the Company aggregates to ₹ 3369.99 crore.

- Record Date for Second Interim Dividend: 18.02.2014.

- Date of Payment of Second Interim Dividend: 28.02.2014.

- A dedicated e-mail id analyst@nmdc.co.in has been created. All Investors / Analysts / Brokers are requested to forward their queries in the aforesaid email id.

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, government policies and other incidental factors that may arise. Readers are cautioned not to place undue reliance on the forward looking statements.

THANK YOU