

PRESENTATION TO SAIL BOARD – 6TH NOVEMBER, 2020

Financial Performance of SAIL in QII 2020-21



Corporate Office
New Delhi

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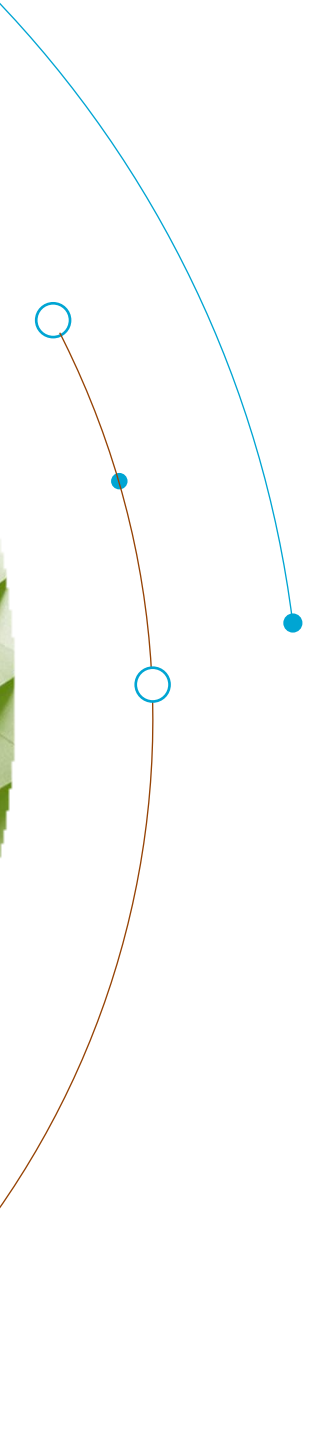
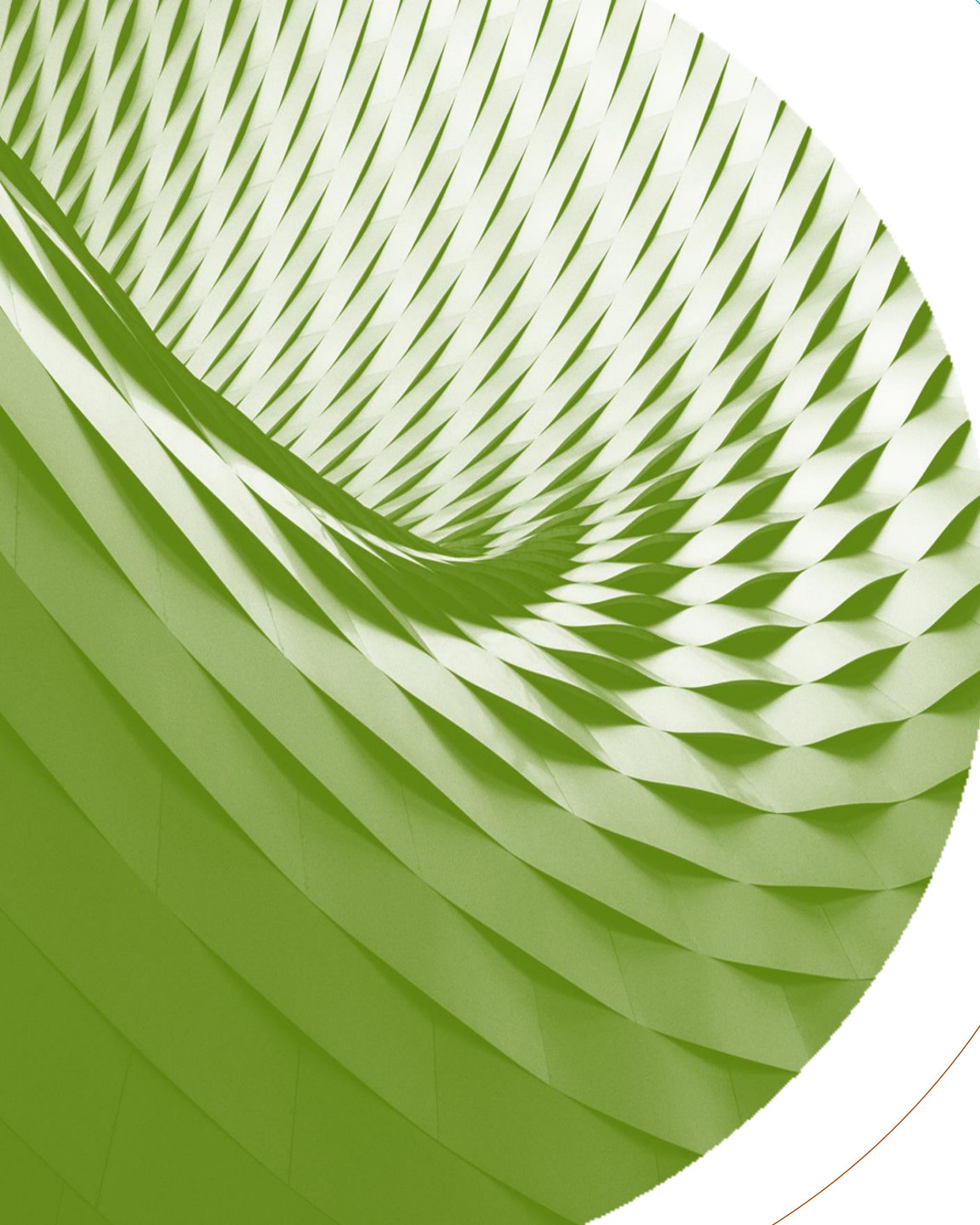
Economic Environment

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Overall Performance QII 2020-21

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Financial Results QI 2020-21



Economic Environment



Overall Performance QII 2020-21



Financial Results QI 2020-21

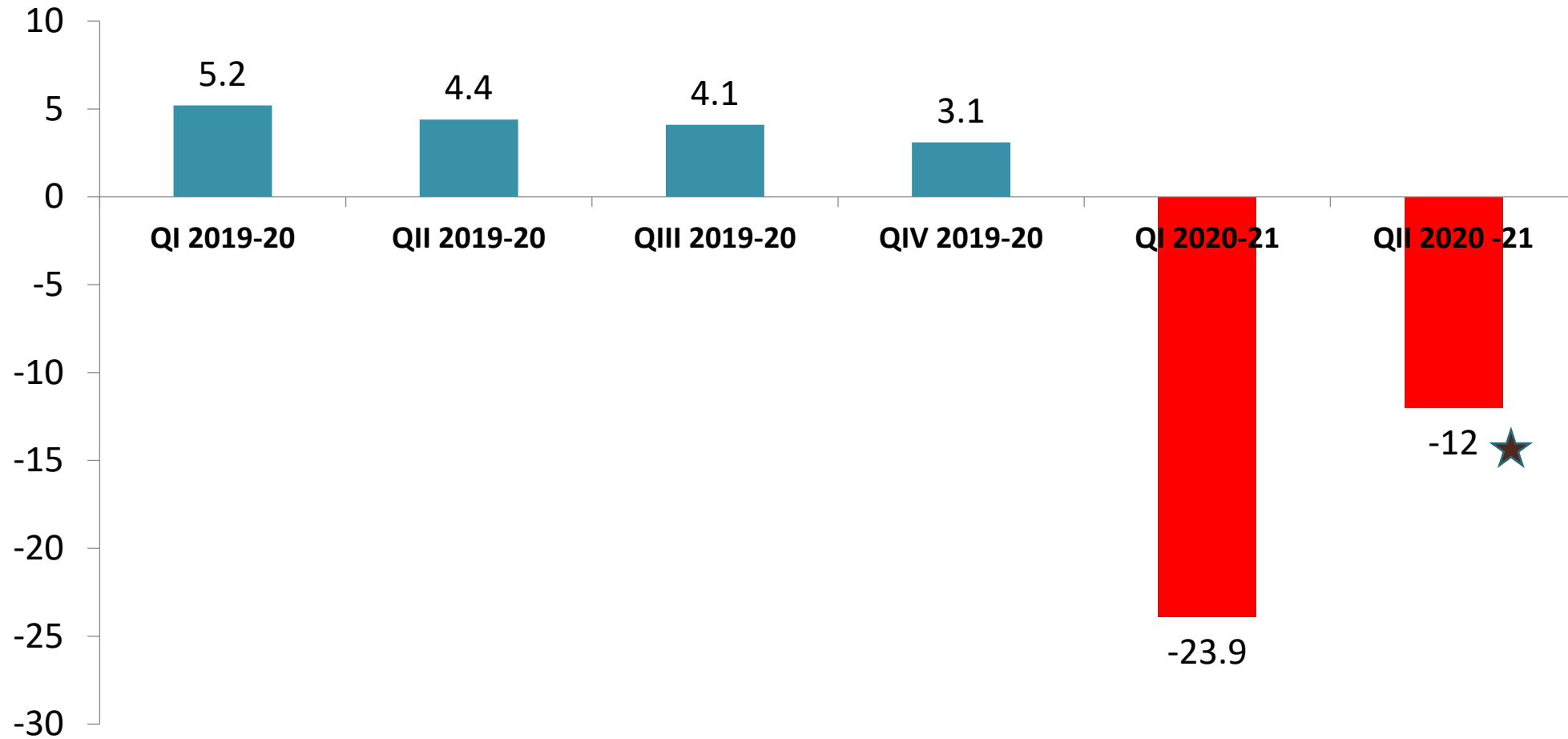
Crude Steel Output of Major Steel Producing Countries



○ Jan-Sep '20
● Jan-Sep '19

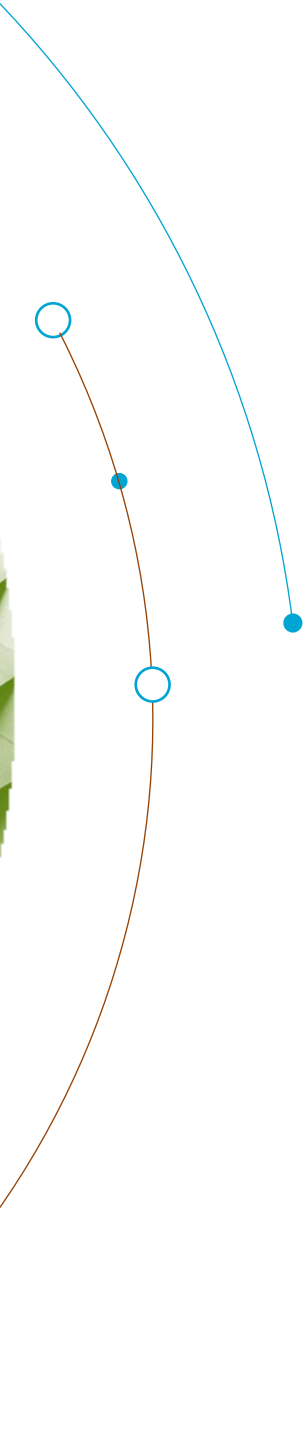
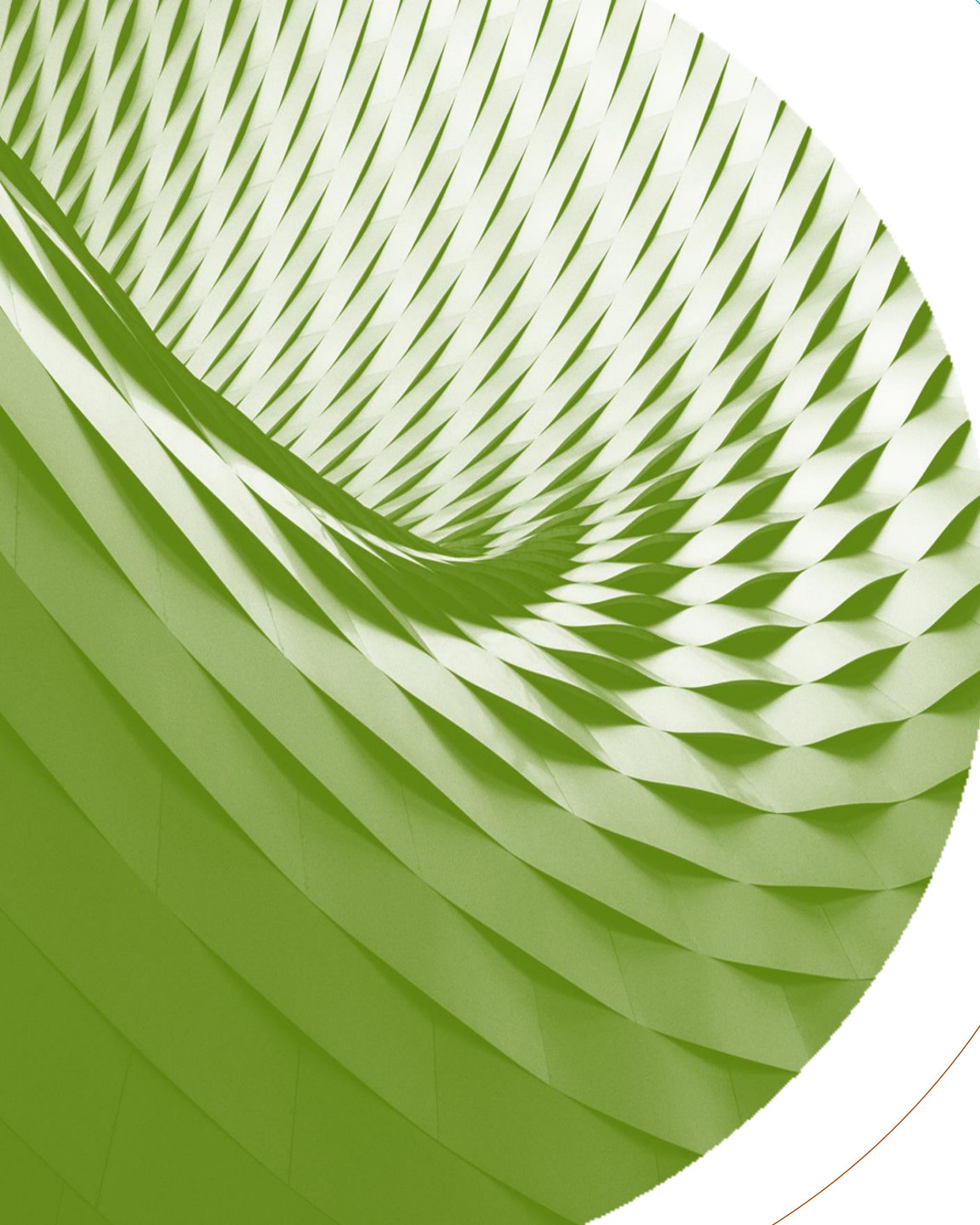
Quantity in mn t

GDP Growth Rate (%) of INDIA



ECONOMIC INDICATORS FOR INDIA

INDICATORS as per JPC	H1 20-21	H1 19-20	% +/- Over CPLY
Production			
Crude Steel	43.36	55.00	- 21.2
Hot Metal	30.18	36.60	- 17.6
Pig Iron	2.02	2.96	- 31.8
Sponge Iron	14.54	18.35	- 20.8
Finished Steel	38.59	51.62	-25.3
Imports - Finished Steel	1.99	4.018	-50.6
Exports - Finished Steel	6.54	3.94	66.3
Real Consumption of Finished Steel	35.86	50.99	-29.7



Economic Environment



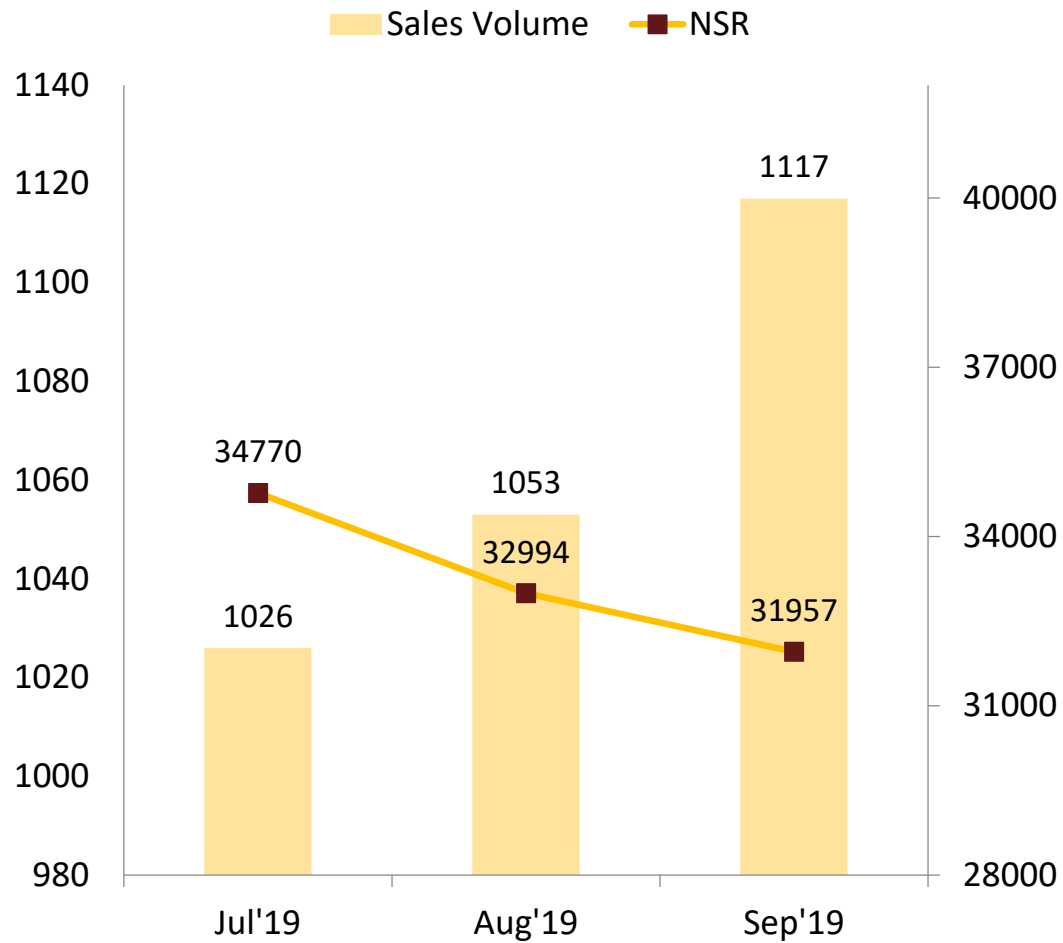
Overall Performance QII 2020-21



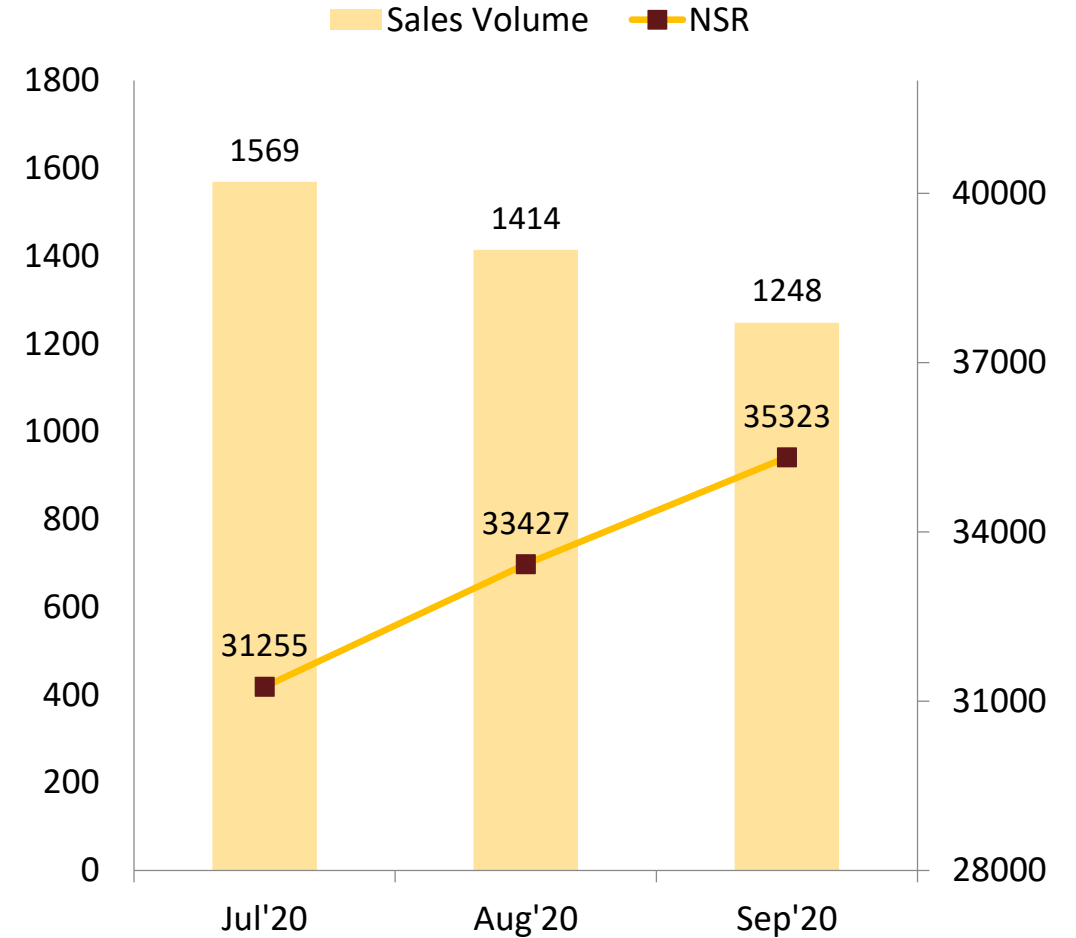
Financial Results QI 2020-21

NSR Trend (Excl Rails) with Sales Volume

Volume: '000 T
NSR : Rs. / T

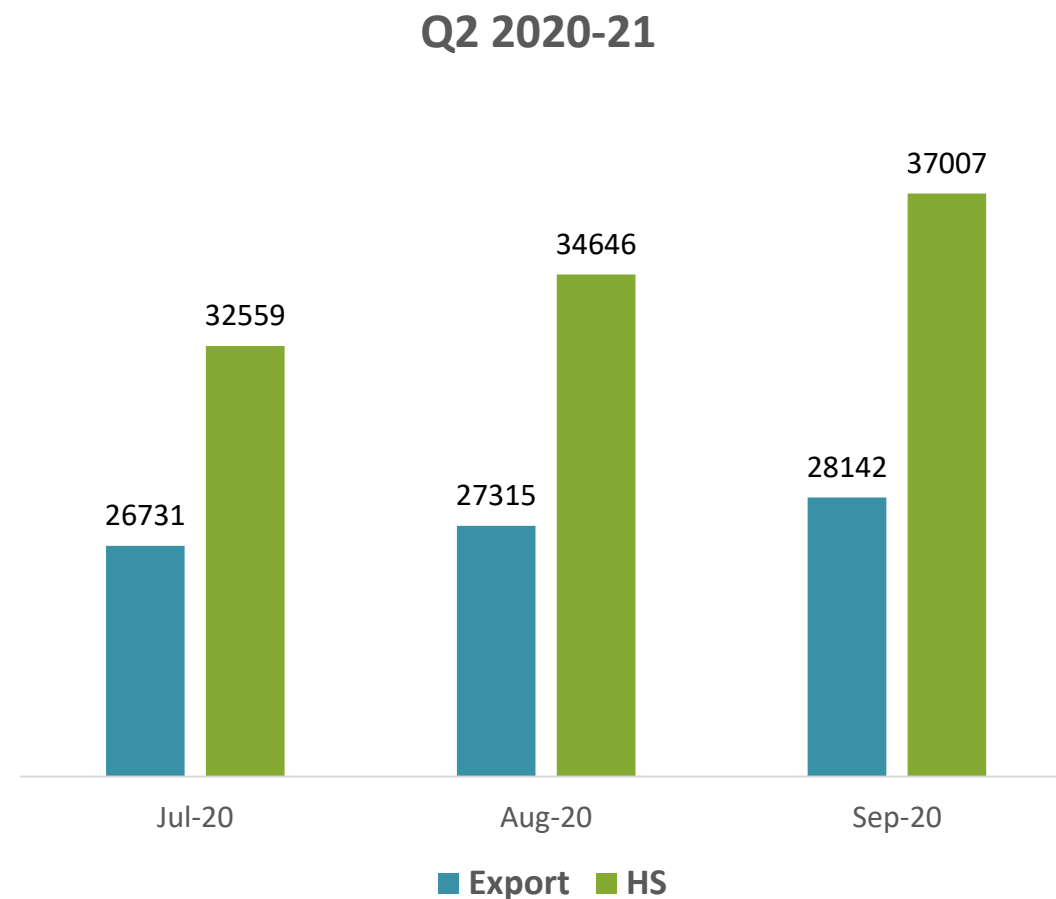
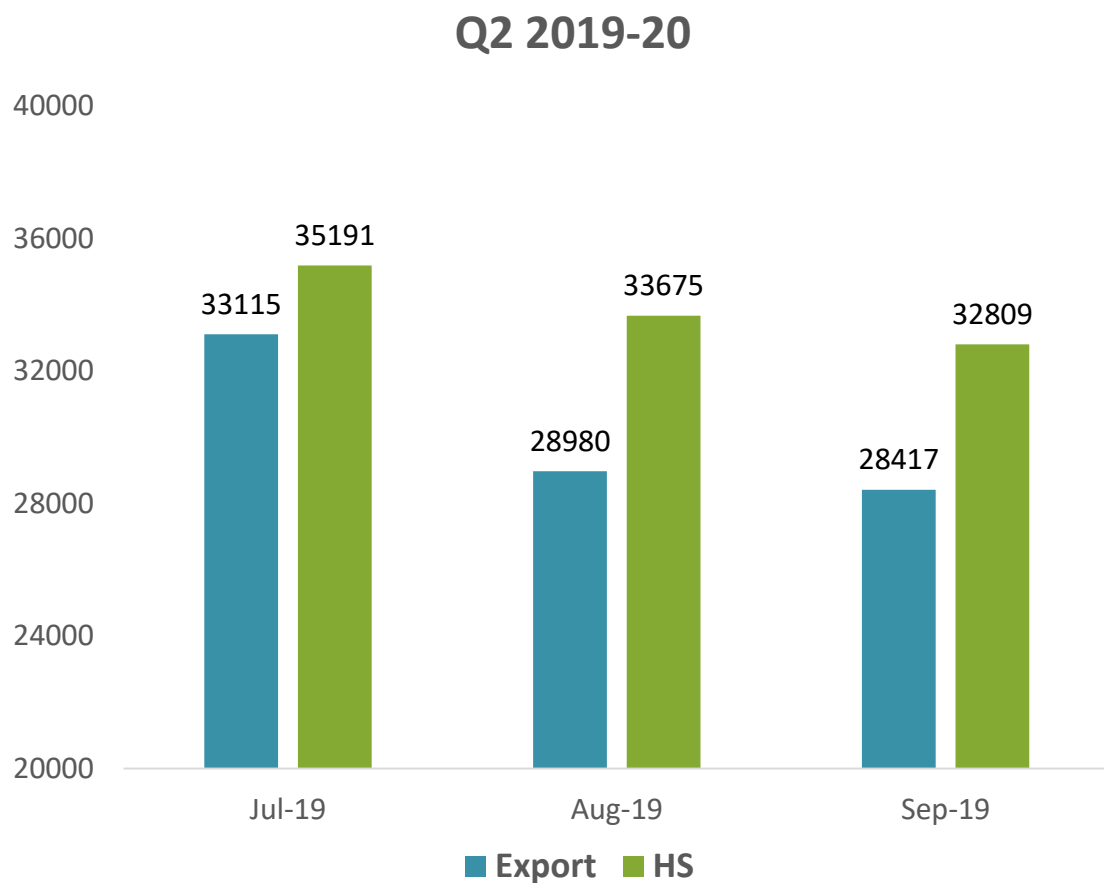


Average NSR : 33192 Rs./T



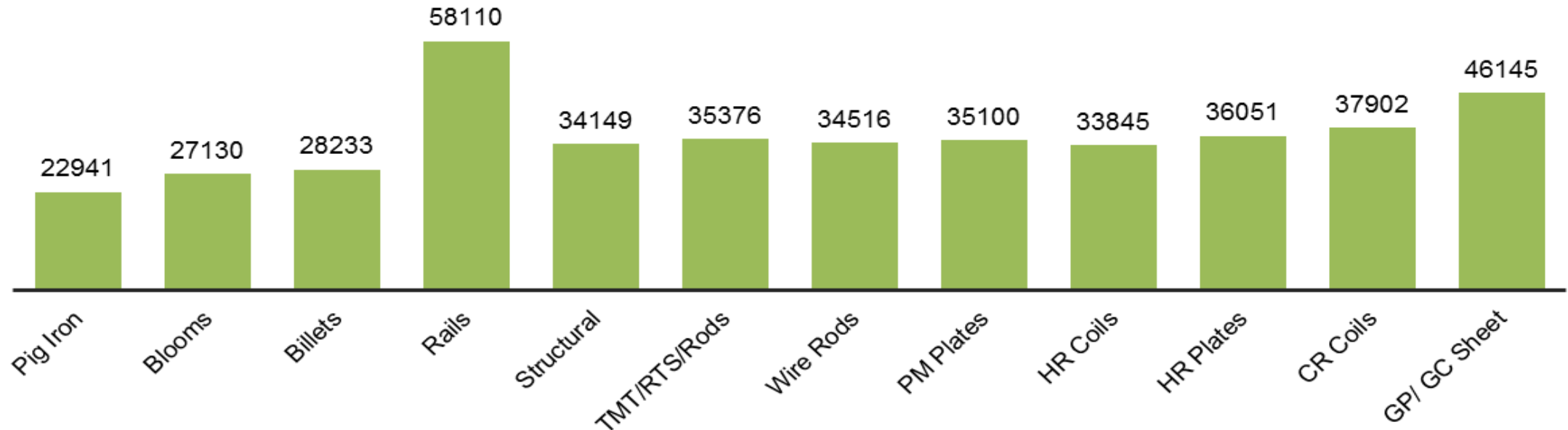
Average NSR : 33157 Rs./T

Net Sales Realization: Prime Products

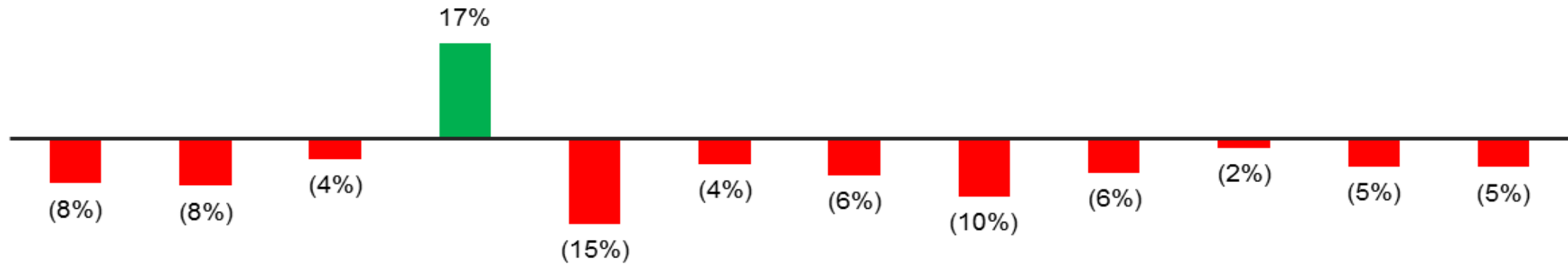


NSR Variance H1

NSR H1 20-21

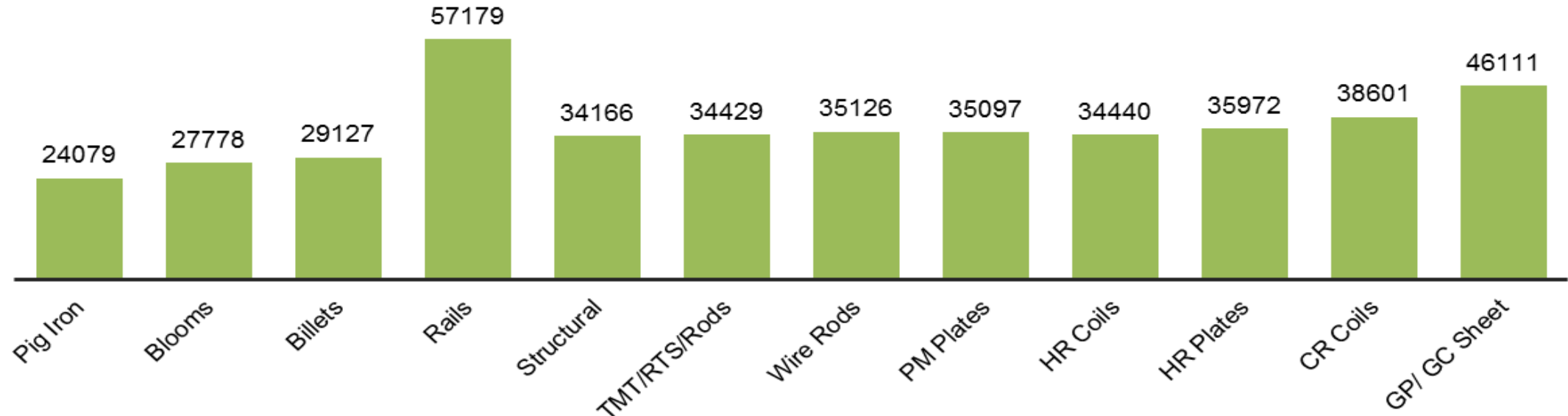


NSR Variance with CPLY

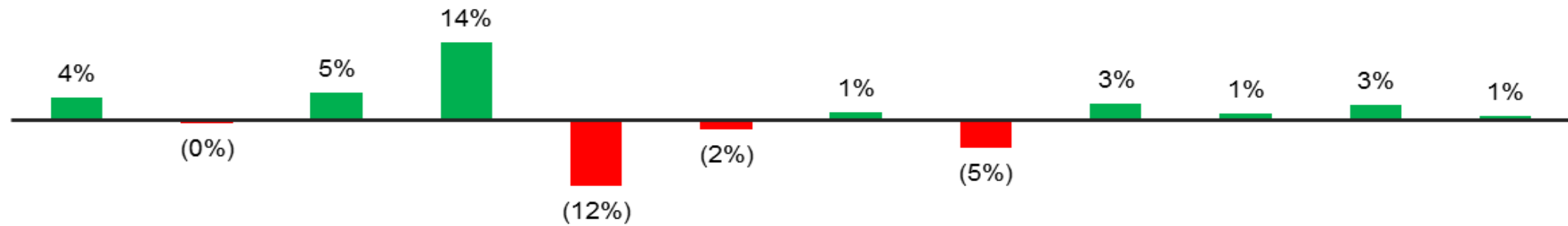


NSR Variance QII

NSR QII 20-21

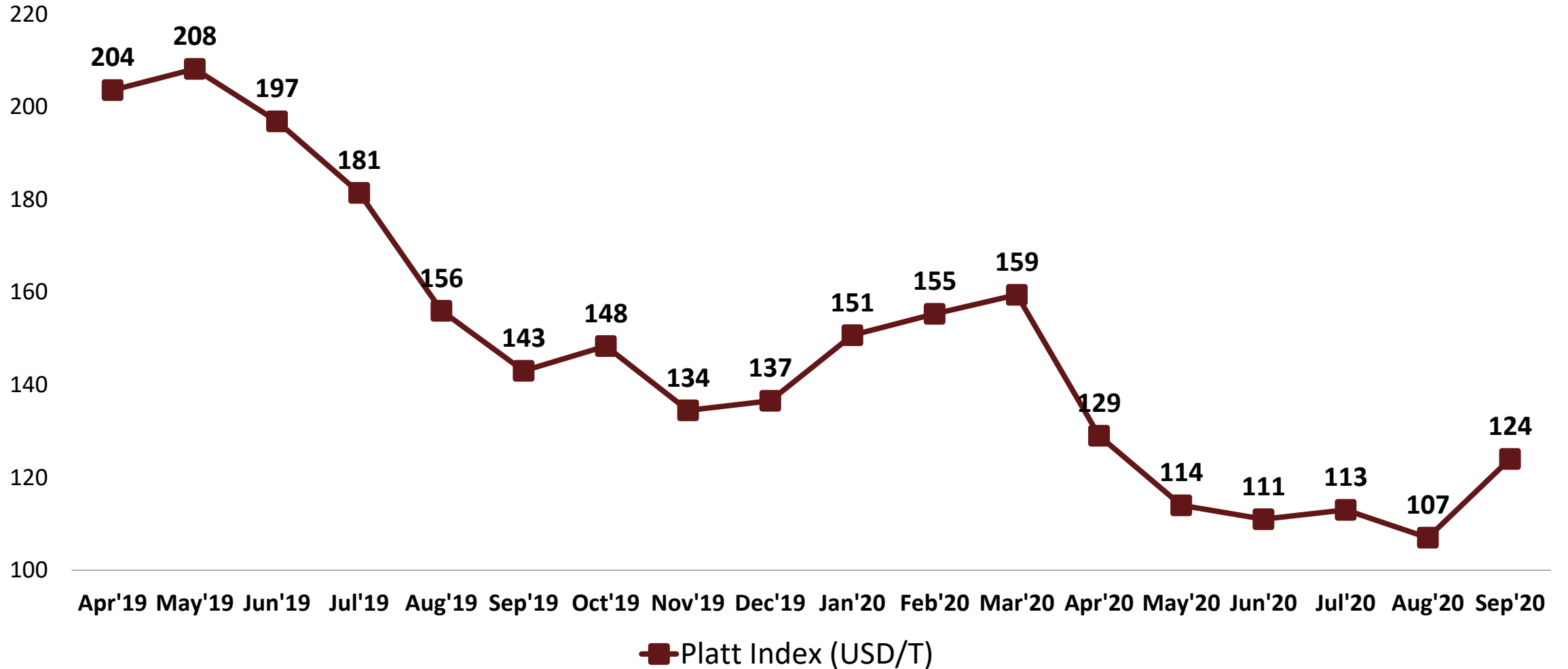


NSR Variance with CPLY



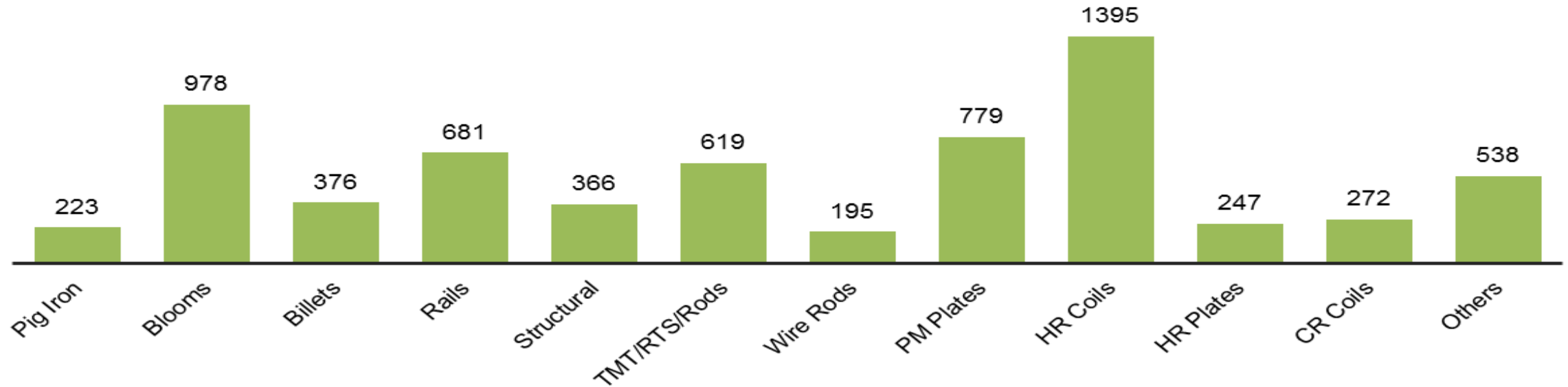
Trend of Platt Index of Imported Coal

Platts Index (USD/T)

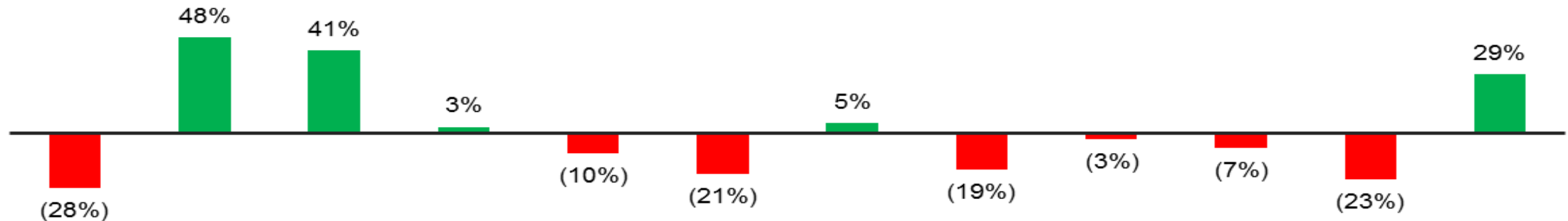


Sales Volume Variance H1

Sales Volume H1 20-21

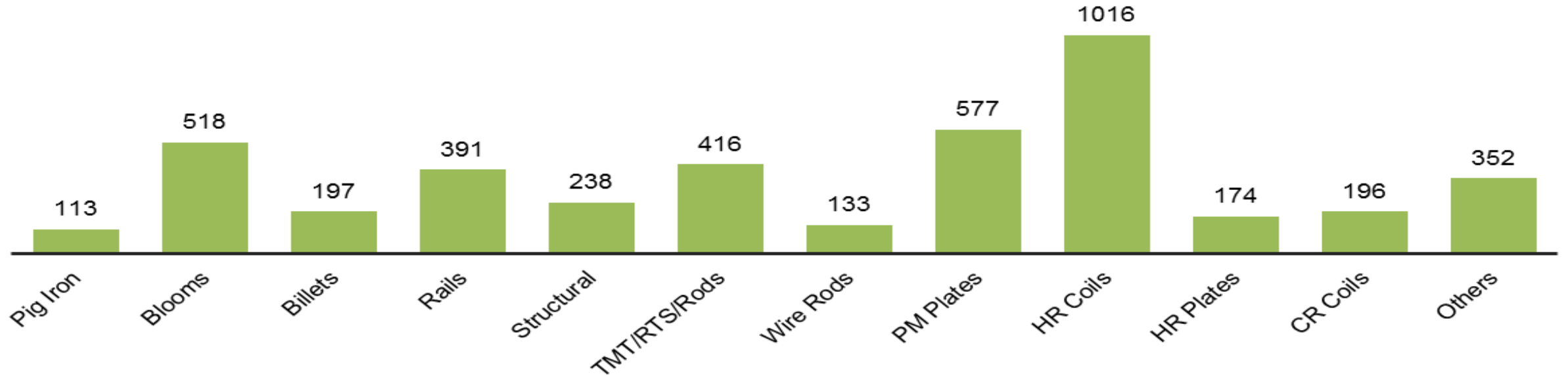


Sales Variance with CPLY

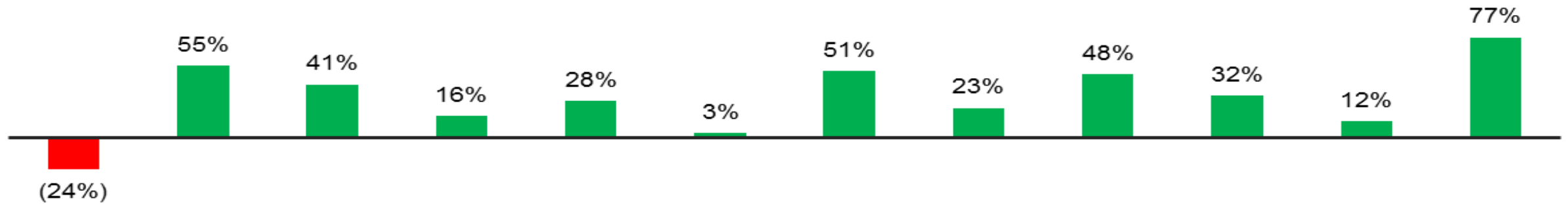


Sales Volume Variance - QII

Sales Volume QII 20-21

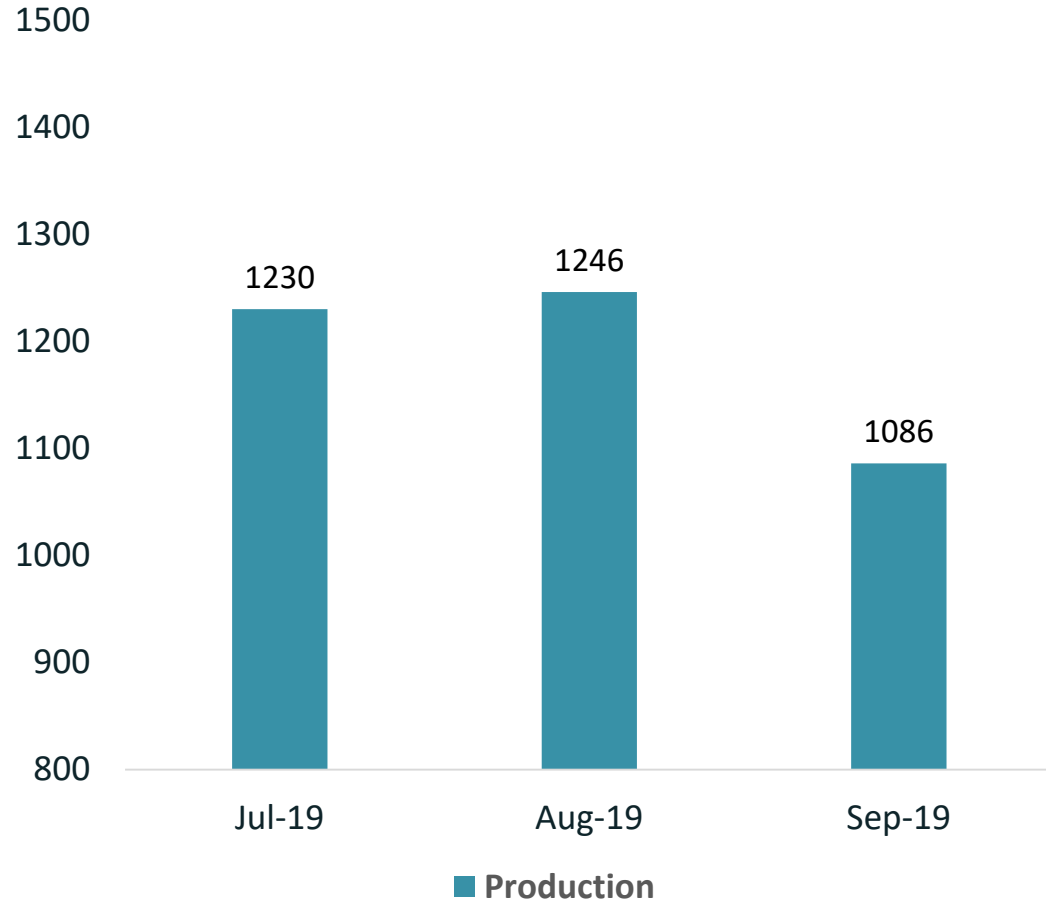


Sales Variance with CPLY

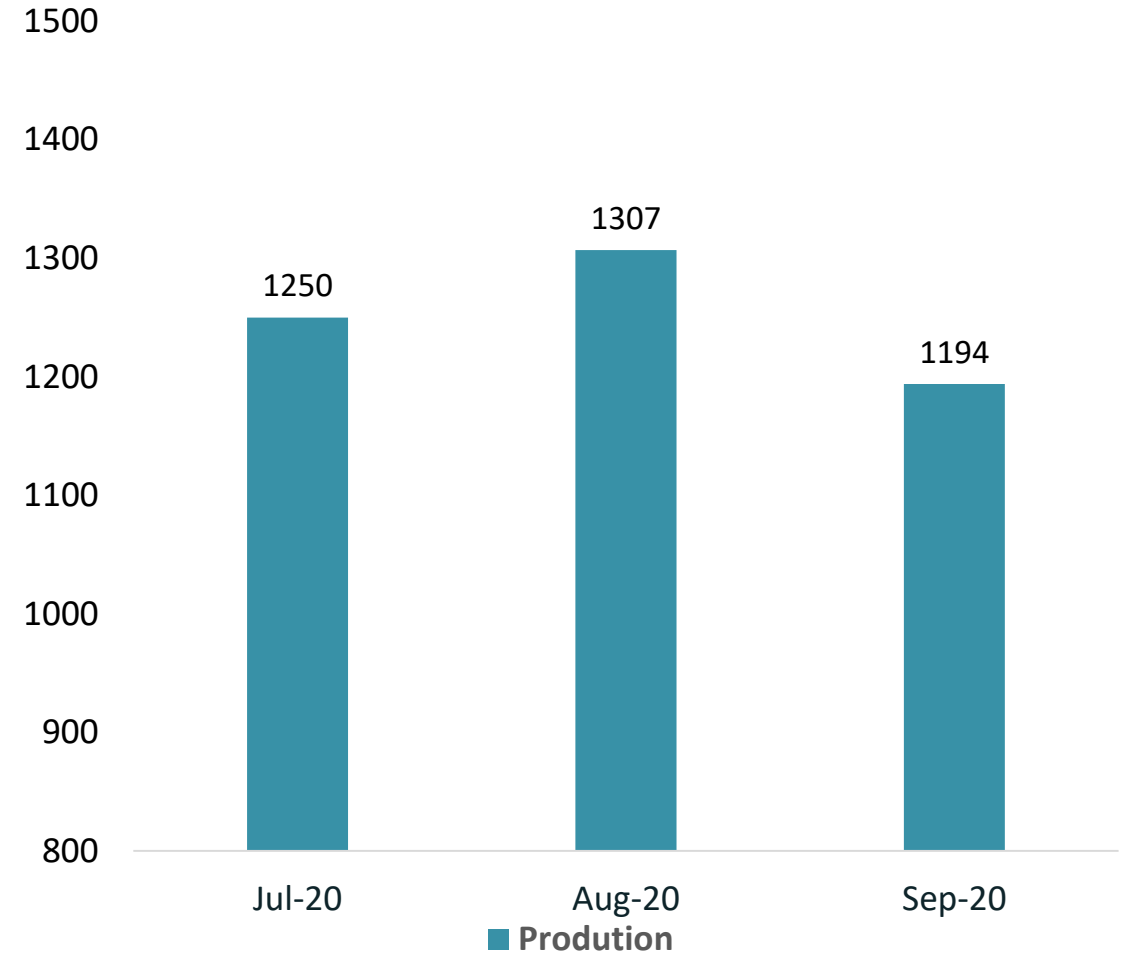


Saleable Steel Production

Q2 2019-20

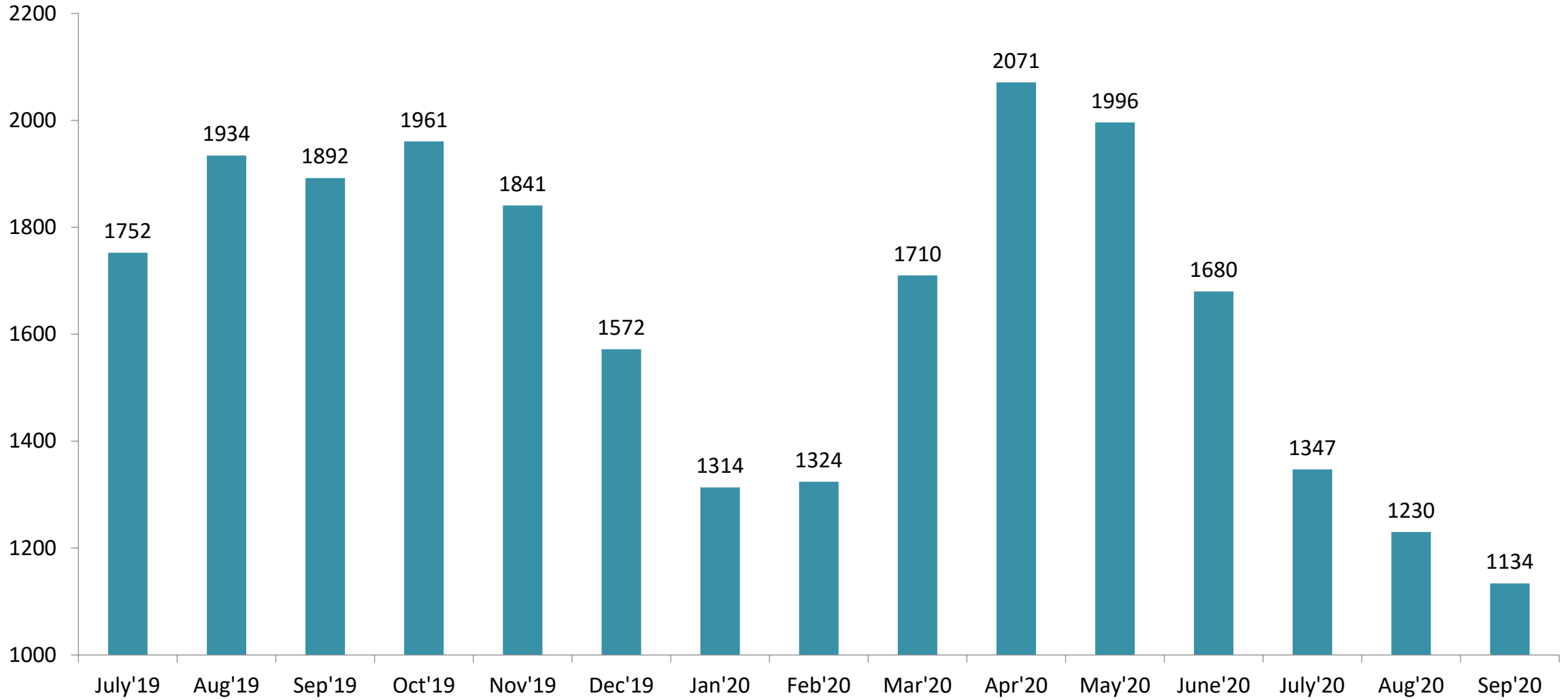


Q2 2020-21

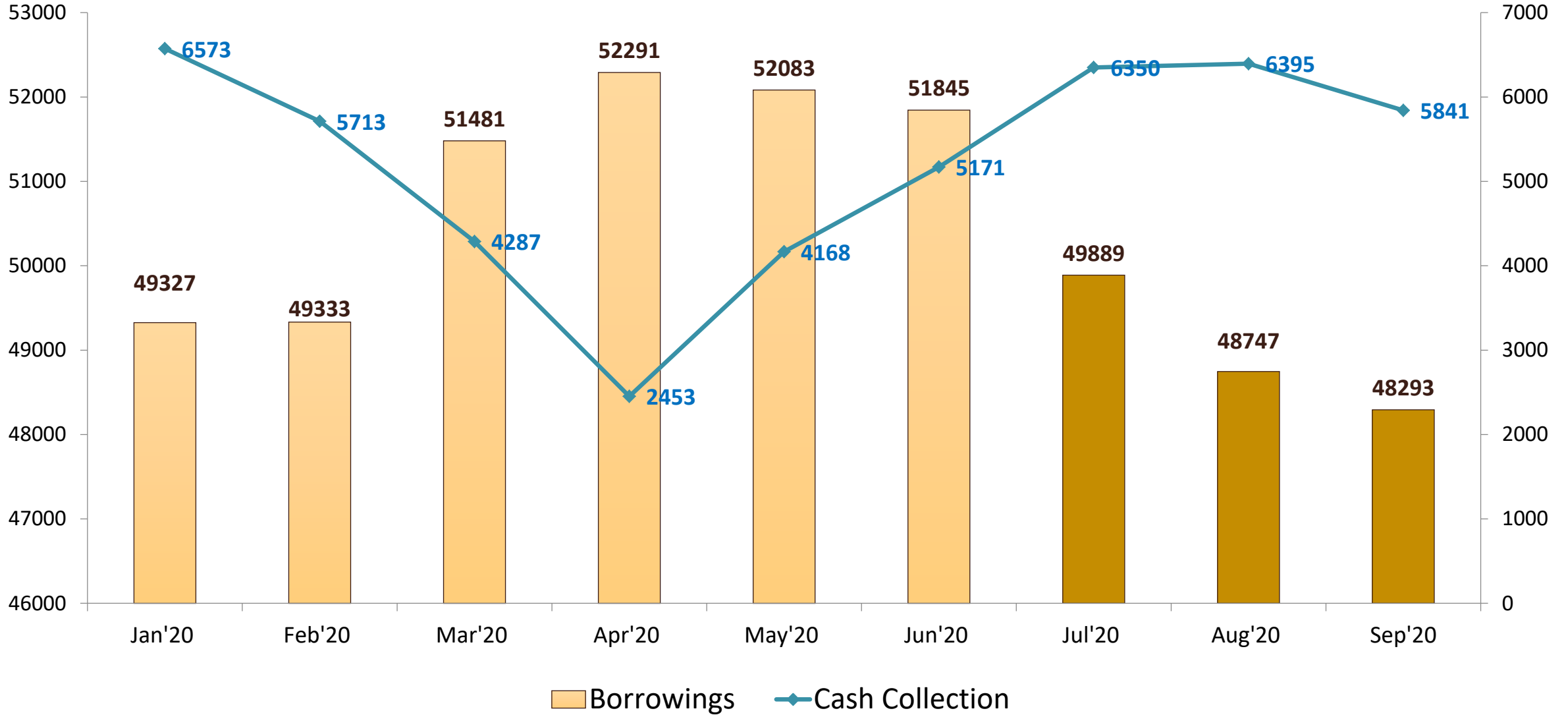


Finished Steel Inventory

QTY. 000T



Cash Collection & Borrowings



Note: Payment of Rs. 5640 Crore is pending with Indian Railways due to budget constraint.

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Financial Performance

INR Cr	2019-20		2020-21	
	H1 FY 20	Q2 FY 20	H1 FY 21	Q2 FY 21
Revenue and profitability				
Sales Turnover	28596	13951	25672	16834
EBITDA Before Exceptional Item	3083	1322	1973	2098
Exceptional Item	0	4	222	222
EBITDA After Exceptional Item	3083	1318	2195	2320
PBT	(419)	(523)	(1374)	610
Tax	(145)	(180)	(497)	217
PAT	(274)	(343)	(877)	393
Ratios				
Long Term Debt/Equity	0.86	0.86	0.75	0.75
EBITDA Margin After Exceptional (%)	10.78	9.48	8.55	13.78
EBITDA (After Exceptional)/TSSS	4820	4188	3407	5516
Return on Net Worth	(0.73)	(0.91)	(2.25)	1.01
Return on Average Capital Employed	1.85	0.59	0.45	1.67
Net Worth	37605	37605	38903	38903

Plant-wise Financial Performance – PBT

Rs. In Crore

Plants	Q2 2019 -20	Q2 2020 -21
BSP	544.91	176.72
DSP	(208.72)	30.86
RSP	(374.01)	196.63
BSL	(147.56)	145.18
ISP	(369.12)	(317.42)
RMD	4.54	385.01
SSPs	(133.85)	(101.47)
Others	160.78	94.81
Total	(523.03)	610.32

Plant-wise Cost of Production– Saleable Steel

Rs. / T

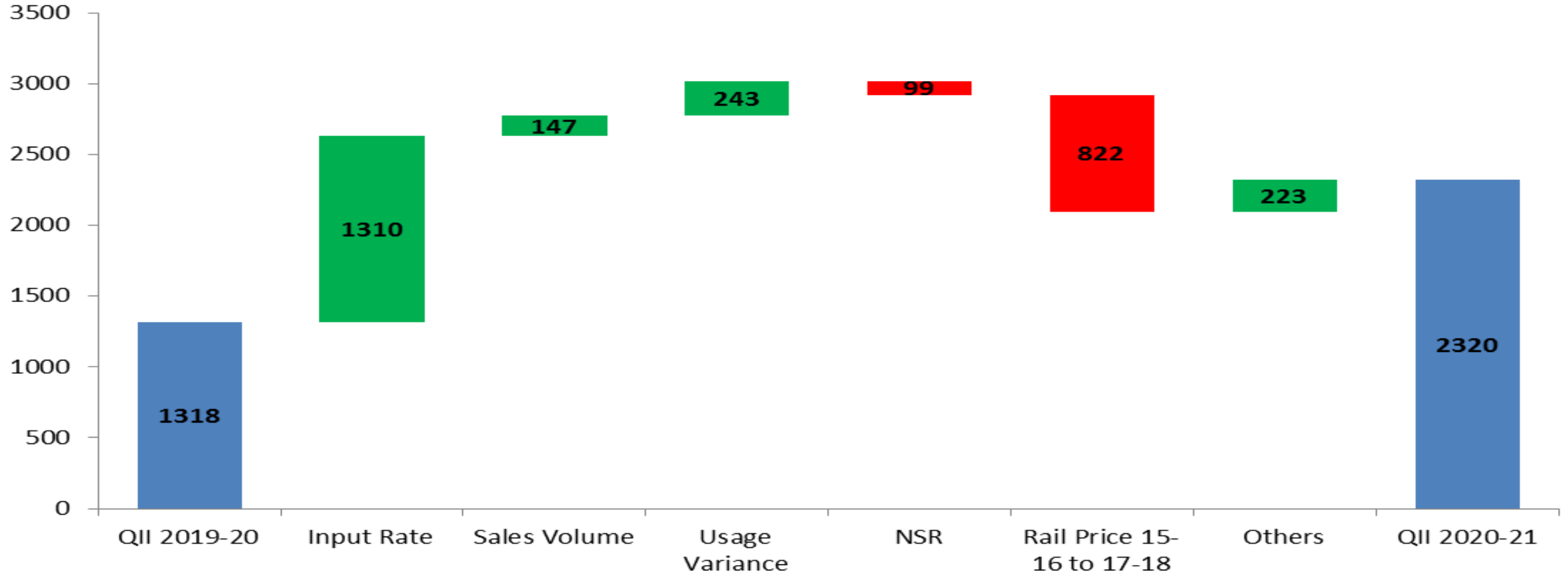
Plants	H1 2020-21	H1 2019-20	% Change
BSP	43682	43872	0.4%
DSP	34670	37046	6.4%
RSP	36064	39604	8.9%
BSL	35667	38077	6.3%
ISP	39948	38520	-3.7%
SAIL (5 ISPs)	38348	39846	3.8%

Plant-wise Cost of Production– Saleable Steel

Rs. / T

Plants	Q2 2020-21	Q2 2019-20	% Change
BSP	39746	45555	12.8%
DSP	31206	36765	15.1 %
RSP	33220	40594	18.2%
BSL	33160	38513	13.9%
ISP	39478	37369	-5.6%
SAIL (5 ISPs)	35399	40461	12.5%

EBITDA Movement: Q2-20 vs Q2-21

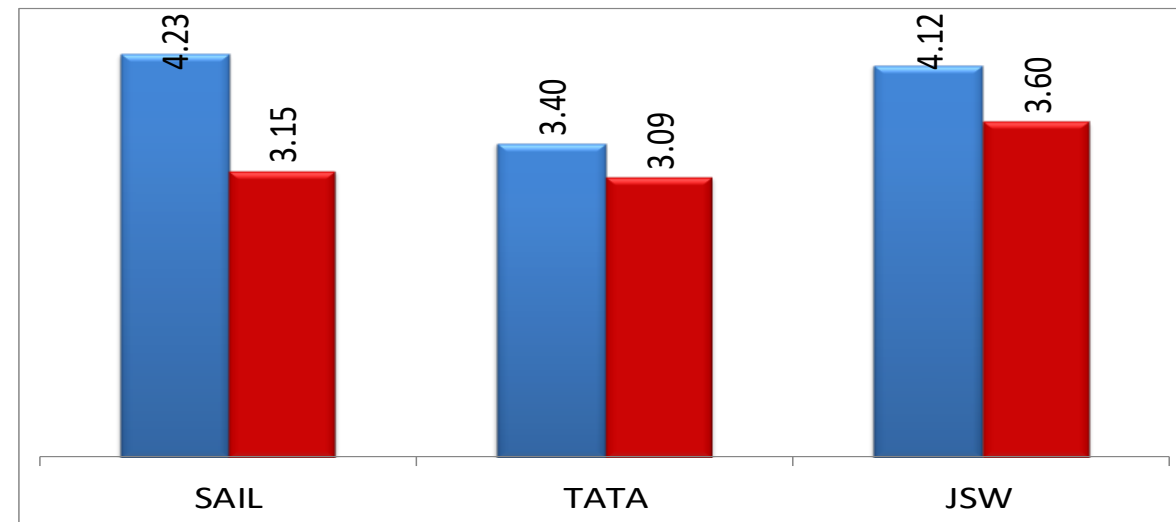
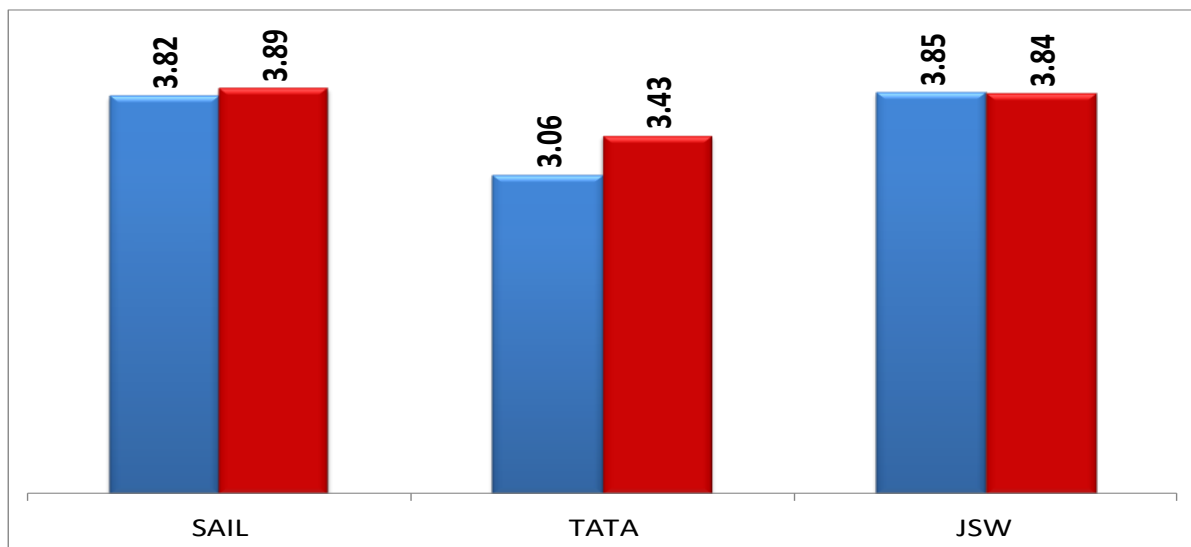


THANK YOU

Competitor Analysis – Q2 FY 21 Vs Q2 FY 20

Saleable Steel Production (Million Tonne)

Saleable Steel Sales (Million Tonne)

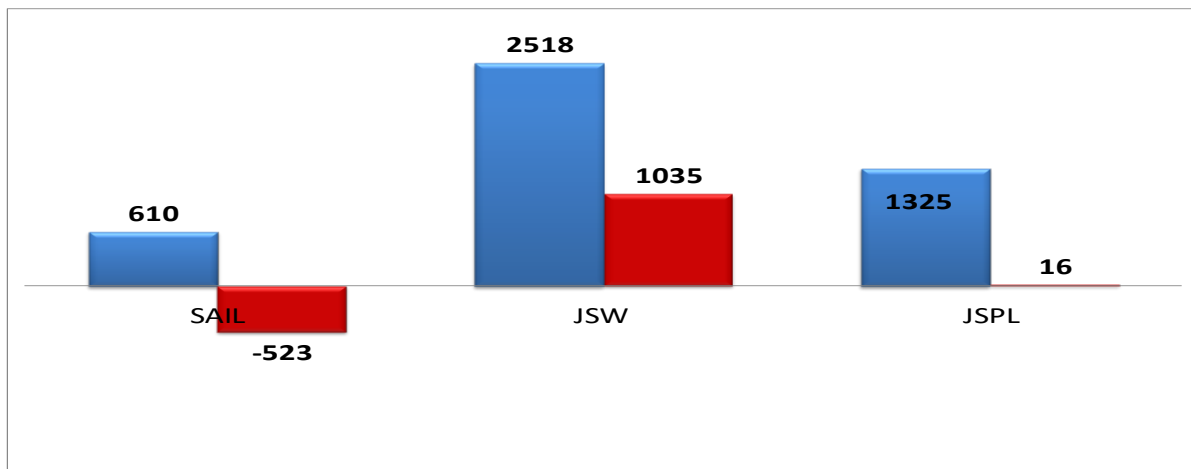


■ QII 2020-21

■ QII 2019-20

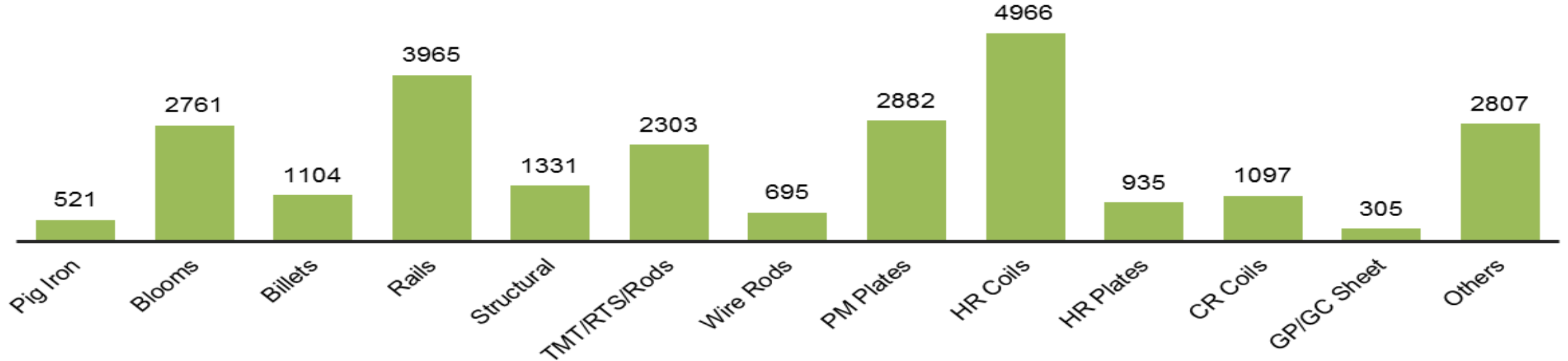
Profit Before Tax (Rs. In Crore)

Profit After Tax (Rs. In Crore)

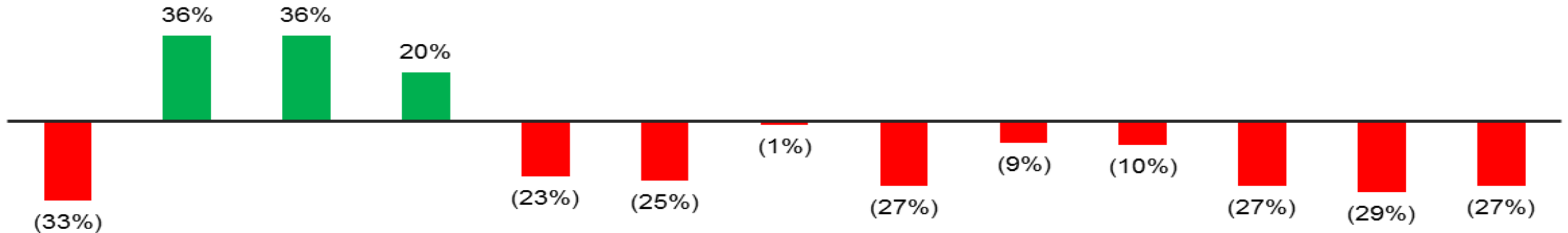


Sales Turnover Variance - H1

Sales Turnover H1 20-21

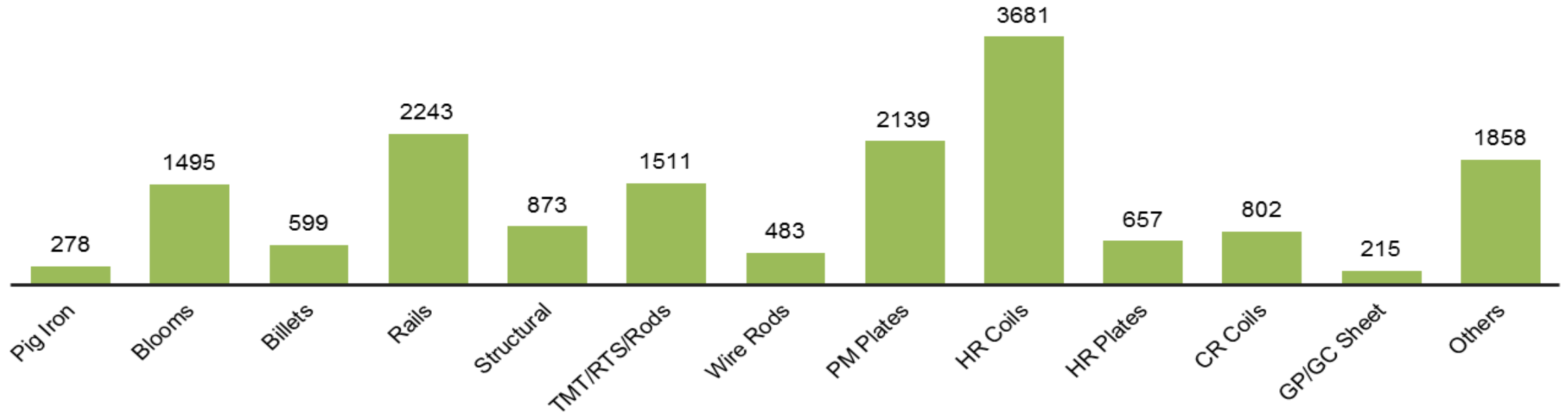


Sales Turnover Variance with CPLY

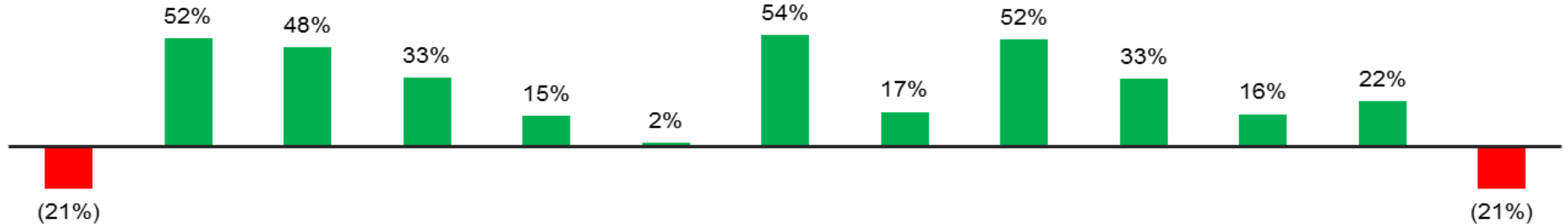


Sales Turnover Variance - QII

Sales Turnover QII 20-21



Sales Turnover Variance with CPLY



Financial Performance

INR Cr	2019-20		2020-21	
	Q1 FY 20	Q2 FY 20	Q1 FY 21	Q2 FY 21
Revenue and profitability				
Sales Turnover	14645	13951	8838	16834
EBITDA Before Exceptional Item	1766	1322	(125)	2098
Exceptional Item	2	4	0	222
EBITDA After Exceptional Item	1765	1318	(125)	2320
PBT	104	(523)	(1985)	610
Tax	35	(180)	(714)	217
PAT	69	(343)	(1270)	393
Ratios				
Long Term Debt/Equity	0.83	0.86	0.90	0.75
EBITDA Margin After Exceptional (%)	12.05	9.48	(1.41)	13.78
EBITDA (After Exceptional)/TSSS	5433	4188	(559)	5516
Return on Net Worth	0.18	(0.91)	(3.30)	1.01
Return on Average Capital Employed	1.29	0.59	(1.39)	1.67
Net Worth	38191	37605	38509	38903