

SARDA ENERGY AND MINERALS LIMITED

Mining | Steel | Ferro Alloys | Hydro Power



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Q3 & 9MFY22 | Key Highlights

Robust Operational and Financial Performance



Financial Performance:

- Highest Ever Nine Months Revenue and Profits and Highest Ever Quarterly Standalone Revenue
- Consolidated Revenue up 54% YoY to INR 986 Cr in Q3FY22 and 79% YoY to INR 2,872 Cr in 9MFY22
- Consolidated EBITDA margin up ~220 bps YoY to 31.3% in Q3FY22 and by ~820 bps YoY to 35.5% in 9MFY22
- Consolidated PAT up 46% YoY to INR 169 Cr in Q3FY22 and 153% YoY to INR 600 Cr in 9MFY22



Operational Performance:

- Highest Ever Nine Monthly production of Iron Ore Pellet at 581,993 MT
- Highest Ever Quarterly production of H.B. Wire at 8,360 MT
- Highest Ever Quarterly production of Ferro Alloys at 40,932 MT
- Highest Ever Nine Monthly generation & sales of Hydro Power at 398.84 Mn KwH



Metals: Benefits From The Strategic Edge Provided by Vertical Integration



Strengthening Presence Across the Value Chain has Aided in Sustainable Growth

- **Gare Palma IV/7 Coal Mine**, having extractable reserves of 142 MMT and production capacity of 1.2 MMT p.a., commenced production and achieved rated capacity **in January 2022, ahead of schedule (Mar-2022)**
- Received 'Consent to Operate' for Coal Gasifier Plant (4 Nos.) with total capacity of 14,424.5 Nm/hr, from Chhattisgarh Environment Conservation Board, Raipur on January 29, 2022.
- Ferro Alloys capacity expansion by 36 MVA at Vizag is on track, and is estimated to commence operations in FY23
- **Enhanced cashflow** generation to reduce Borrowings and support Expansion Plans (Cash Profit increased 137% YoY from INR 294 Cr in 9MFY21 to INR 696 Cr in 9MFY22)



Hydro: Sizeable Operational Portfolio of ~143 MW; Annuity-like Business Model

• Operationalized the 113 MW Sikkim Hydro Power (SHP) project in Q2FY22

• Commissioned on June 30, 2021, and the effect of its operationalization is included in Q2FY22 & Q3FY22 consolidated results

• Other Existing Projects:

- 4.8 MW in Uttarakhand Operational since 2008
- 24.9 MW in Chhattisgarh Operational since 2017

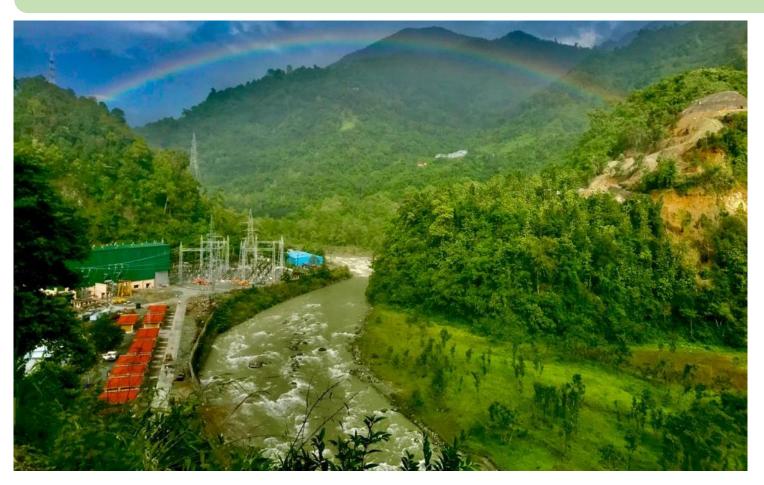
• Project Under Execution:

• 24.9 MW Hydro Power plant on the Rehar river in Chhattisgarh, for which, construction work has started; The Project is expected to achieve CoD in FY25



ESG: Total Green Power capacity has now Surpassed Thermal Power

With ~163 MW (143 MW of Hydro + 20 MW of Waste Heat) of power generating capacity from Non-Carbon Energy sources and another 24.90 MW under execution, SEML is now a Green Powerhouse

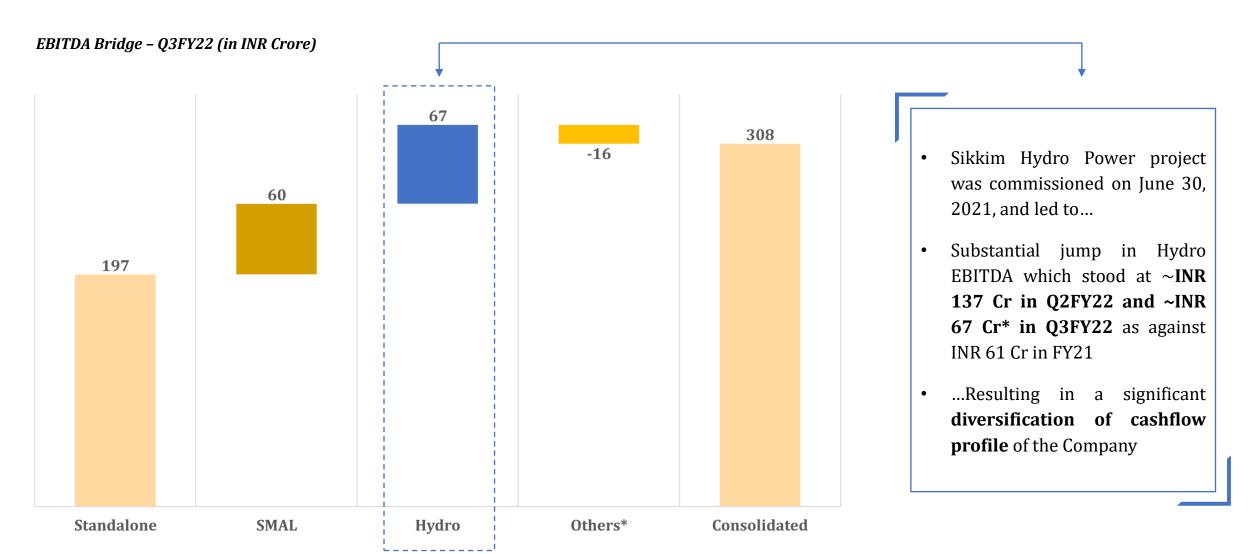


- Large hydropower projects with a
 capacity of more than 25 MW and
 commercialized after March 08,
 2019, are eligible to be classified
 as a Renewable Energy source
- With 113 MW capacity, our Sikkim
 Hydro Power project which was
 commercialised on June 30, 2021, is
 eligible to meet the Hydropower
 Purchase Obligation (HPO)



Note: Actual site pictures

Sikkim Hydro Project - Significant Fillip to Consolidated EBITDA...

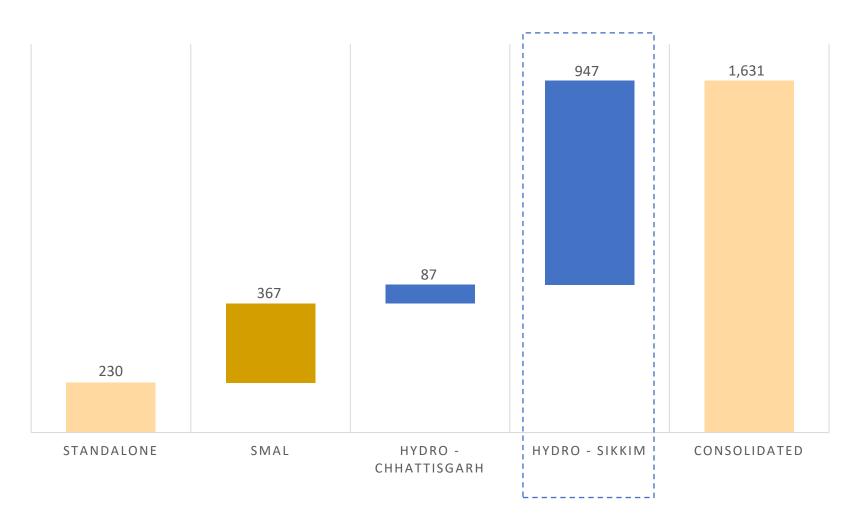


^{*} Hydro Power business is seasonal in nature and hence not comparable QoQ



...And Commenced Repayment of Sikkim Hydro Debt from its Cash Flows

Debt Bridge - As on Sep 30, 2021 (in INR Crore)



 Majority of the Total Debt is on account of the Sikkim Hydro project, repayment of which has started as the plant has achieved COD



Consolidated P&L – Highest Ever YTD Revenue & Profit

INR in Cr	Q3FY22	Q3FY21	YoY	Q2FY22	QoQ	9MFY22	9MFY21	YoY
Revenues	999	604		1,025		2,856	1,500	
Other Income	-13	38		31		16	102	
Total Income	986	642	54%	1,056	-7%	2,872	1,602	79%
Raw Material	550	367		487		1,505	925	
Employee Expenses	26	22		26		77	64	
Other Operating Expenses	101	67		101		271	175	
EBITDA	308	187	65%	442	-30%	1,020	438	133%
EBITDA Margin (%)	31.3%	29.1%		41.9%		35.5%	27.3%	
Depreciation	39	19		39		97	56	
Interest	45	17		43		102	58	
Exceptional Items	-3	0		0		-3	-9	
Profit Before Tax	222	151	47%	360	-38%	817	315	159%
Tax	53	34		96		214	73	
Share of P/L of Associates and JV	0	-1		-1		-4	-5	
PAT	169	116	46%	263	-36%	600	237	153%
PAT Margin (%)	17.1%	18.0%		24.9%		20.9%	14.8%	
EPS (INR)	46.34	32.06		70.90		163.88	65.32	

Note: 1) Consolidated financial results are not comparable QoQ due to the seasonal nature of Hydro Power business; 2) Total Income includes effect of Mark-to-Market gain/loss on Investment



Standalone P&L - Highest Ever Quarterly Revenue and YTD Revenue & Profit

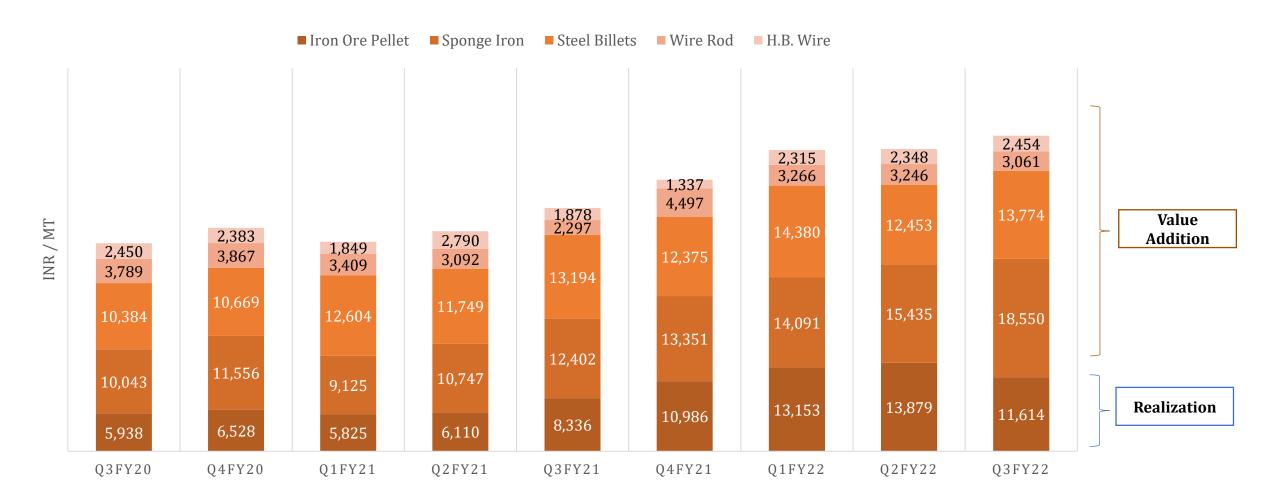
INR in Cr	Q3FY22	Q3FY21	YoY	Q2FY22	QoQ	9MFY22	9MFY21	YoY
Revenues	671	440		592		1,881	1,044	
Other Income	-1	28		51		48	80	
Total Income	670	467	43%	643	4%	1,929	1,124	72%
Raw Material	400	261		331		1,081	635	
Employee Expenses	18	17		18		54	50	
Other Operating Expenses	55	47		52		152	130	
EBITDA	197	143	38%	242	-18%	642	308	108%
EBITDA Margin (%)	29.5%	31%		37.7%		33.3%	27%	
Depreciation	13	12		13		38	36	
Interest	3	8		5		16	27	
Exceptional Items	0	0		0		0	-9	
Profit Before Tax	181	122	48%	224	-19%	588	237	148%
Tax	47	28		47		143	52	
PAT	134	94	42%	177	-24%	445	185	140%
PAT Margin (%)	20.0%	20.2%		27.5%		23.1%	16.5%	
EPS (INR)	37.18	26.16		49.11		123.46	51.35	

Note: 1) Total Income includes effect of Mark-to-Market gain/loss on Investment



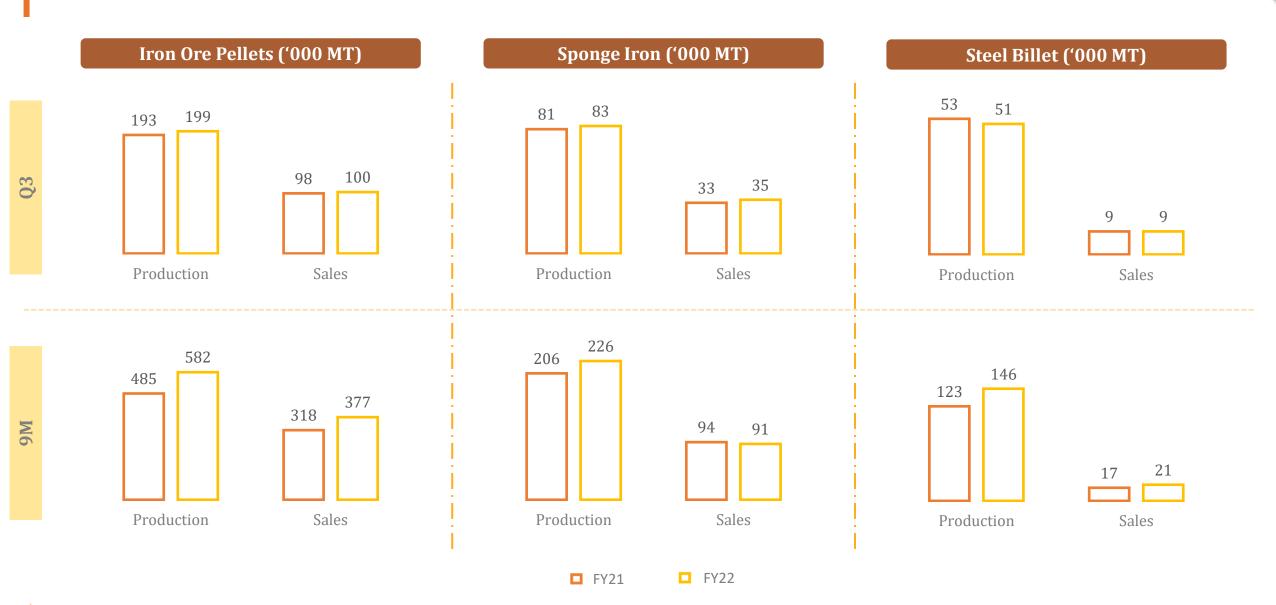
Metals Segment - Product Prices Continue to Remain Firm...

Steel Segment: Product wise Incremental Realization (INR per MT)



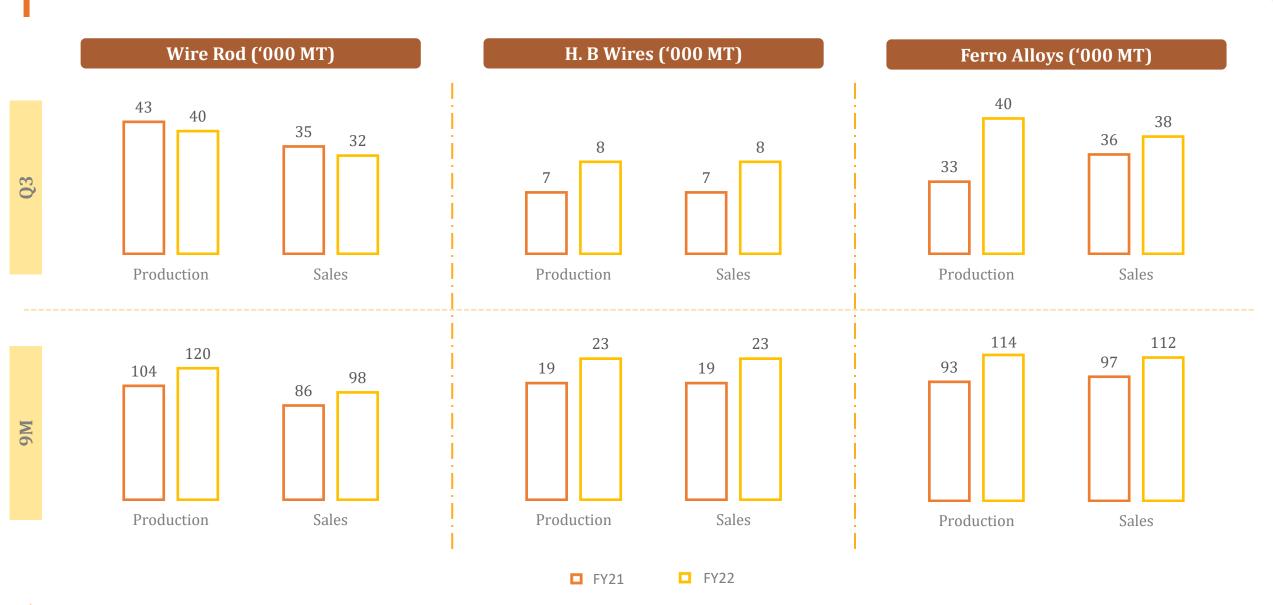


...On The Back of Robust Demand Across Products – Volume Data (1/2)



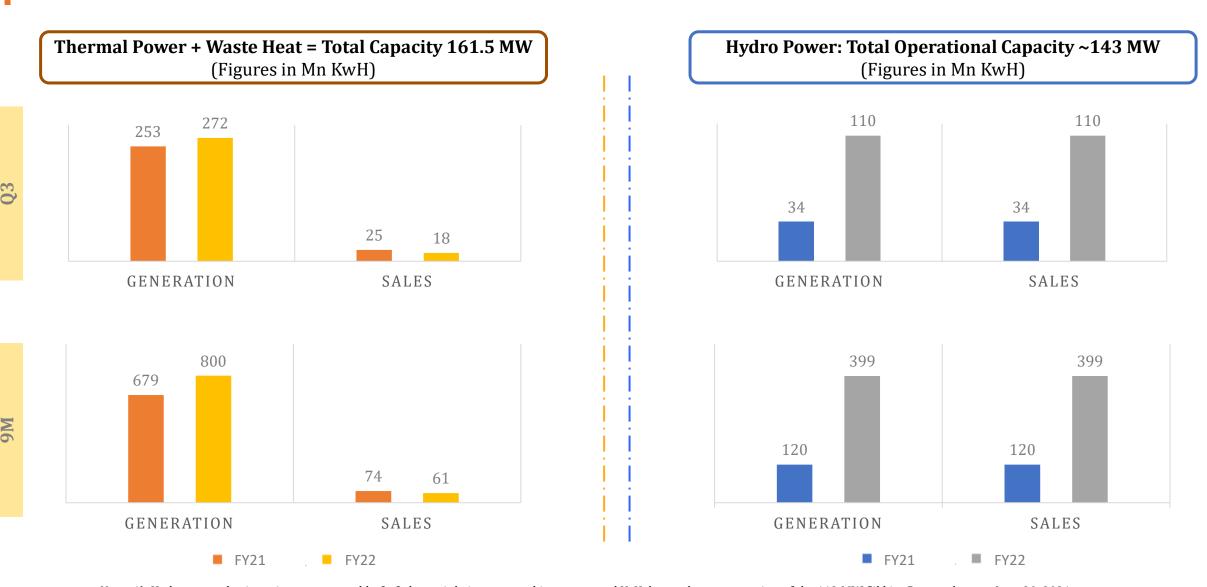


...On The Back of Robust Demand Across Products – Volume Data (2/2)





Power Segment - Highest Ever YTD Hydro Power Generation & Sales





Key Strategies to Drive Growth and Competitive Advantage



Backward Integration

To Reduce Input Costs and Ensure Consistent Supply

- Commissioned Gare Palma IV/7 Coal Mine in Dec-21
- Shahpur West Coal Mine is work-in-progress
- Bidding for additional Iron Ore mines

Capacity Expansion

- Iron Ore Pellet capacity expanded by 2 lac MMT to 8 lac MMT, effective March 2021
- Planned expansion of Ferro Alloys capacity by 36 MVA to 147 MVA, likely to be completed in FY23

Diversification



- Commercialized a large sized (113 MW) project at Sikkim in end of June 2021
- 25 MW of project under execution in Chhattisgarh
- All future Hydro Projects' equity to be funded from cash flows of the existing projects



Financial Prowess

- Comfortable liquidity and leverage position TOL/NW of 0.86x (H1FY22)
- Set to improve with the recent commissioning of the Sikkim Hydro Power Project, Coal mine and utilization of Pellet capacity

Well placed to continue on the growth trajectory

Strong Focus on ESG

- 2.7 MW and
- Existing Hydropower portfolio of 142.7 MW and another 25 MW under execution
- Existing 20 MW of Waste Heat power generation
- Prudent governance philosophies and sustainable business practices with strong focus on social responsibility







SEML | De-Risked and Diversified

Robust Business Model and Diversified Business

METALS SEGMENT

Vast experience of over 47 years in Steel Manufacturing

Vertically integrated producer of **Steel Products**

Leading manufacturer & exporter of manganese-based Ferro Alloys

& Waste Heat Power Plants help in reducing costs

Strong liquidity and low leverage - Net D/E below 1x (H1FY22)

Pellet	Sponge Iron	Billet	Wire Rod	HB Wires	Ferro
8 Lac MT	3.6 Lac MT	3 Lac MT	1.8 Lac MT	30,000 MT	111 MVA

HYDRO POWER SEGMENT

To de-risk from the cyclicality of Metals business, SEML diversified into renewable energy in **Early 2000s**

Forayed with a **4.8 MW Hydro Power** Plant in 2008

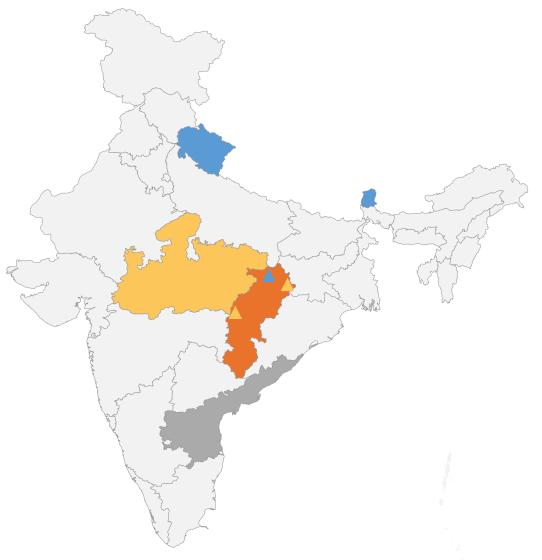
Presently, total operational capacity of ~143 MW and proposed capacity of ~25 MW

Annuity-like Revenues with High Margins and
Steady Cashflows act as hedge towards Metals Business

Operational	Under Execution
142.7 MW	24.9 MW



Strategically Located Assets - Proximity to Raw Materials and End Users...



Captive Iron Ore and Coal Mines located within ~140 km and ~200 km respectively, from the End-user plant at Chhattisgarh

Iron Ore Mine at Rajnandgaon, Chhattisgarh (rated capacity of 1.5 MMT p.a.)

Coal Mine at Gare Palma IV 7, Chhattisgarh (rated capacity of 1.2 MMT p.a.)

Coal Mine at Shahpur West, Madhya Pradesh (rated capacity of 0.6 MMT p.a.)

Steel and Ferro plant at Siltara, Chhattisgarh

Pellets (8 lac MT), Sponge Iron (3.6 lac MT), Billets (3 lac MT), Wire Rod (1.8 lac MT), H.B. Wire (36K MT) and Ferro Alloys (45 MVA), backed by Thermal Power (60 MW) and Waste Heat Power (20 MW)

Ferro Alloys (under SMAL) Plant at Vishakhapatnam

Ferro Alloys Plant at Vizag, with 66 MVA of capacity; backed by Thermal Power (81.5 MW) to cater to the export market

Hydro Power Business

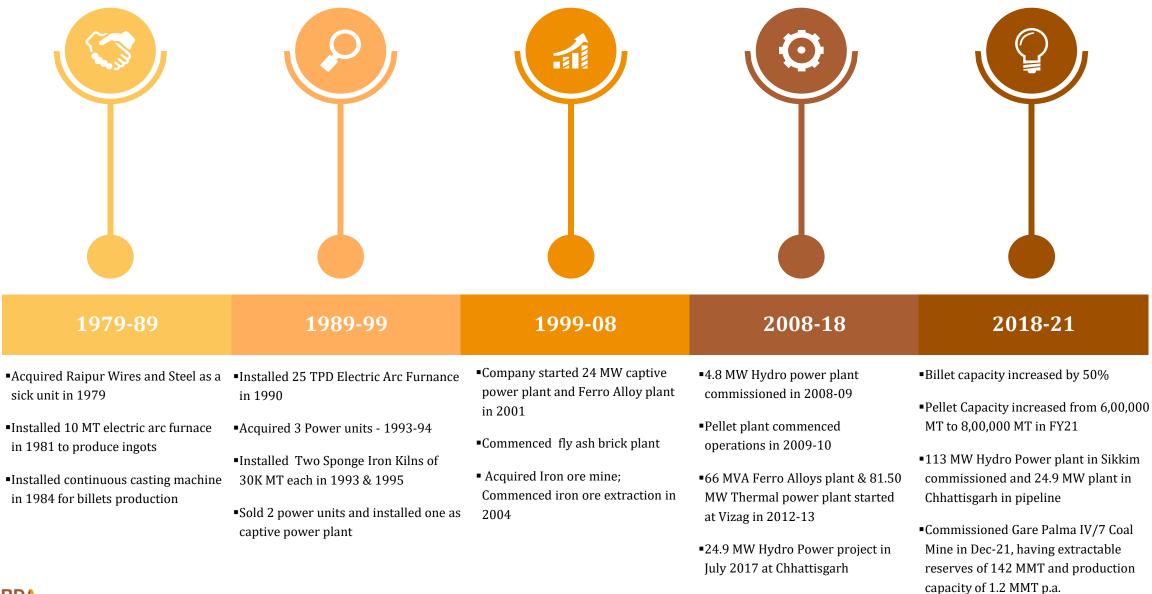
Hydro Power Plant at Uttarakhand – 4.8 MW (Operational)

Hydro Power Plant at Chhattisgarh – 24.9 MW (Operational)

Hydro Power Plant at Sikkim – 113 MW (Operational)



...Built Over Four Decades of Excellence





Well-Experienced and Strong Leadership at the Helm



Kamal Kishore Sarda *CMD*

- Mechanical Engineer with 45 years experience in Iron and Steel Industry
- Responsible for the groups vision and strategic direction



Pankaj Sarda Joint MD

- Mechanical Engineer with 17 years experience in Iron and Steel Industry
- Responsible for steering SEML towards the path of growth



Padam Kumar Jain
Director & CFO

- CA, CS with a rich experience of more than 35 years
- Looks after accounting, finance, taxation, costing and corporate laws



Manish Sarda DMD, SMAL

- MBA in International Business with 26 years of experience in Iron and Steel Industry
- Focused on overall development of commercial activities and Ferro Alloys business
- Chairman of Indian Ferro Alloy Producers' Association



Neeraj Sarda DMD, SMAL

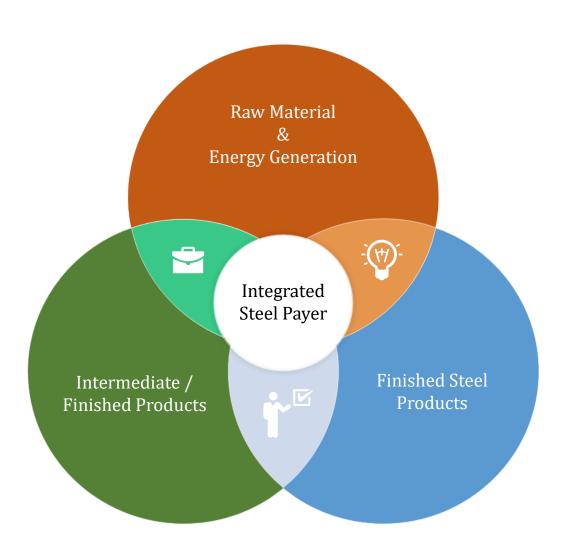
- MBA in Finance &
 Marketing with more than
 16 years of experience in
 Iron & Steel Industry
- Second generation entrepreneur, responsible for the entire Vishakhapatnam operations





Business Segments

Metal Business | Vertically Integrated Steel Player...



Raw Material & Energy Generation (Captively procured key inputs, assure cost and quality control)







Iron Ore Mine

Coal Mine

Power

Intermediate / Finished Products (Flexibility to sell products across entire product value chain)







Pellets

Sponge Iron

Billets

Finished Products







Wire Rods

HB Wires

Ferro Alloys



... Backed by Captive Resources, Driving Down Costs Significantly



Captive Iron Ore Mine

(Total Capacity of 1.5 MMT p.a.)

- Located at Rajnandgaon, Chhattisgarh, which is in proximity of only ~140 km from the Company's steel plant at Siltara, Chhattisgarh
- Currently operating at a capacity of 0.4 0.5
 MMT p.a.



<u>Captive Thermal + Waste Heat Plants</u>

(Total capacity of 161.5 MW)

- Located at both the manufacturing facilities –
 Siltara (Chhattisgarh) and Vizag
- The combined power generation capacity stands at 161.5 MW
- The average generation (FY17-21) stands at ~1,012 Mn KwH p.a.
- Both plants combined **cater to ~100%** of the Company's in-house power requirement



Two Coal Mines

(Total Capacity of 1.8 MMT p.a.)

- Gare Palma IV/ 7 Coal Mine, in Chhatisgarh, having extractable reserves **142 MMT** and production capacity of 1.20 MMT p.a. The mine commenced production and **achieved rated capacity in Jan 2022** well before the stipulated time, that is, March 2022
- Shahpur West Coal Mine, in Madhya Pradesh, having extractable reserves of 13.4 MMT and production capacity of 0.6 MMT p.a.
- Both the mines are located within ~200 kms of the end-user plant at Chhattisgarh, thereby further improving the operating efficienicies for the Company



Robust Presence Across Steel Products – Siltara Plant in Chhattisgarh...

	Pellets	Sponge Iron	Billets	Wire Rods	HB Wires
Description	Produced from Iron Ore fines & sold domestically	Produced from captive Iron Ore Lumps & Pellets. Preferred Route of Steel making.	Semi finished steel product produced by continuous casting process. Well-positioned with complete back-end integration.	Hot rolled product made from direct hot billet charging.	HB Wires- Wire rods are cold drawn to HB wires to sizes
Current Capacity	8,00,000 MT	3,60,000 MT	3,00,000 MT	1,80,000 MT	30,000 MT
Recent Expansions	Expanded by 2,00,000 MT effective Mar'21	NA	NA	NA	NA
Captive Consumption	25 - 30%	50-55%	80-85%	15-20%	NA



...And a Leading Manufacturer and Exporter of Ferro Alloys

- Manufactures manganese-based Ferro Alloys sold domestically as well exported to other countries
- Leading exporter of manganese-based Ferro Alloys
- Exports Awards:
 - SMAL received prestigious export promotion council award in 2018
 - SEML & SMAL received Two-Star export house status from GOI

Plant Location	Current Capacity	Primary Markets
Vishakhapatnam	2*33 MVA	Exports
Siltara, Raipur	5*9 MVA	Domestic
Total	111 MVA	

• Recently approved expansion project: Adding one more furnace of 36 MVA at the Vizag facility





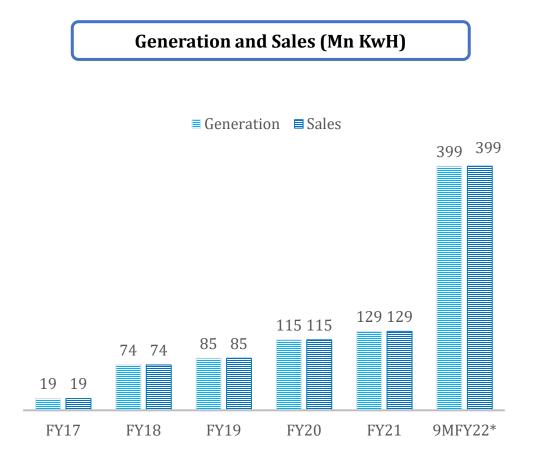
Hydro Power Business | Operational Assets of ~143 MW...

	4.8 MW	24.9 MW	113 MW
Location	Uttarakhand	Chhattisgarh	Sikkim
Name of the River	Sarju	Gullu	Rongnichu
Year of Commissioning	2008	2017	2021
Tariff	INR 3.85 per unit	INR 5.21 per unit	Final tariff under determination
Term of PPA	30 -year PPA with State Discom	35-year PPA with State Discom	35-year PPA with State Discom
PLF - FY21	57%	50%	51%*
Debt (H1FY22)	Debt Free since 2017	INR 87 Cr	INR 947 Cr^
Key Updates	Expansion of 3 MW being proposed	Generating Free Cashflow since its first year	Commissioned on June 30, 2021, generating Free Cashflow and pre- paying Debt

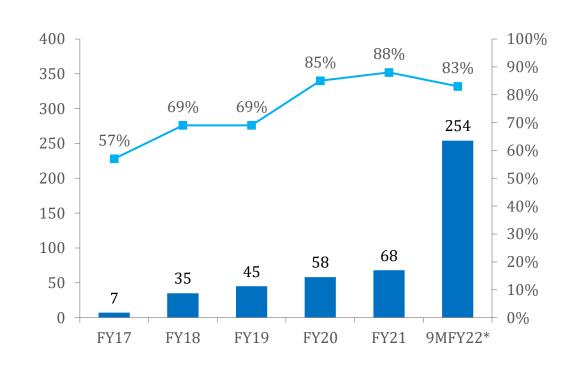
Additionally, 24.9 MW plant is being installed on the Rehar river in Chhattisgarh for which project construction has started; Expected to achieve CoD in FY25



...With Track Record of Robust PLF and Annuity-like Revenue + High Margin



Revenue (INR Cr) & EBITDA Margin (%)







Corporate Social Responsibility

Focus on Safety, Health & Social Responsibility



Health & Safety

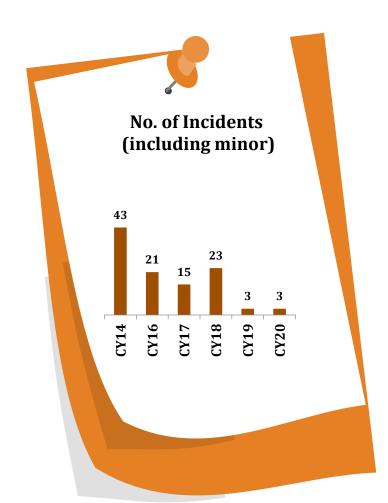
99.7% employees given first Covid vaccination dose and 80% given both doses

SEML awarded - Appreciation Award for Best Company in the Entire Eastern Region in Safety category

Regular medical check ups & inhouse medical facilities

Incident rate (including minor injuries) has seen a declining trend over past few years

Conducting trainings on safety measures every year





Social Responsibility

Adopted 90 single-teacher schools in the tribal areas of Chhattisgarh

Runs well-equipped ambulance with doctors & has set up first-aid facilities in the villages surrounding its mines

Support to almost 3000 farming families for generating alternative source of income

Regularly supporting local administration in COVID-19 related measures

Support to NGOs like "Pariwar"



Initiatives Against COVID-19







COVID testing camps for Villagers









Vaccine Drive for Employees: 99.7% given 1st dose and 80% given both doses

Provided Medical Kit & Apparatus help to COVID-19 Hospitals



Responsible Corporate Citizen (1/2)

Education: Enabling quality education in community

Salary support to Teachers at Siltara & Mines area village schools; Reward to Meritorious students of class 10th & 12th; Support to Educational Trust development; Support to Ekal Vidyalayas for education development of tribal students with FTS; Imparted computer education for village students

Health: Preventive & curative healthcare services

Operating mobile medical van with free medicines in mines area villages; Mobilized Doctors for community healthcare services; Financial support to critical patients for their advanced treatment and organised various health/blood donation camps

Organised health check-up camps at Sankalp Hospital, Raipur

Infrastructure: Creating community assets

Creation of community assets like community hall, service road, cross drain, walkways etc. for the community benefit in nearby villages and created Rainwater harvesting structures for water shed development

Livelihood: Environmental & economical sustainability

Mass bamboo plantation, Pond deepening work for Water shed development, Potable water supply in Siltara, Mandhar & Mines area villages, Compensation to farmers for crop loss at Akoli & Tada village, Livelihood development of physically challenged, Saplings for plantation under Udaan Scheme, Sewing Training program

Art, Culture and Sport: Sports & culture development

Support for the local cultural promotion festival - Jhanki, Dance & Folk Art in villages; Support for the local sports and culture like Madai Mela and Kabaddi, etc.; Support to Mr Shrimant Jha Para Olympic Wrestler & Mr Anshuman Sharma





Responsible Corporate Citizen (2/2)

Education







Health







Infrastructure







Livelihood







Cultural







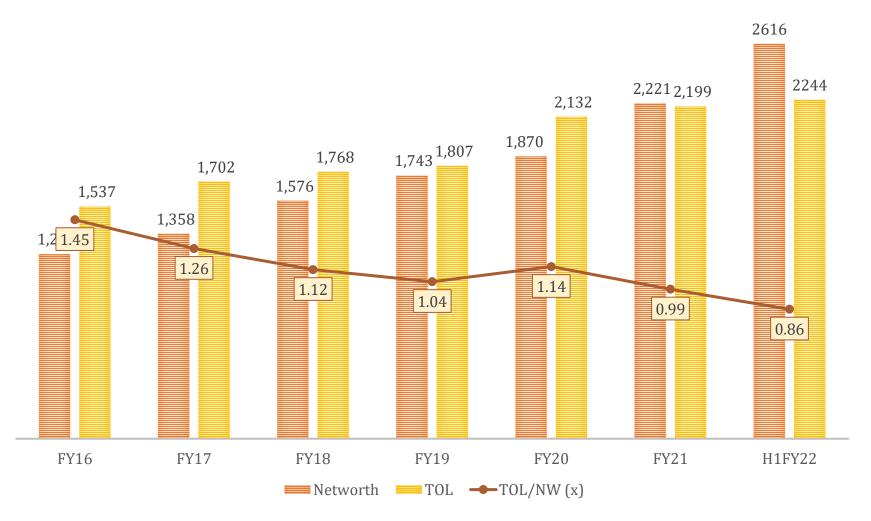




Financial Performance

Strong Balance Sheet: Comfortable Leverage Position

Figures in INR Crore



- Improving TOL/ NW ratio along with strong liquidity position
- With additional cashflows post commissioning of Sikkim Hydro project, the liquidity has strengthened further



Consolidated P&L – Consistent Growth and High Profit Margins

INR in Cr	FY18	FY19	FY20	FY21	9MFY22
Revenues	2,217	2,324	2,000	2,199	2,856
Other Income	70	17	-17	144	16
Total Income	2,287	2,341	1,983	2343	2,872
Raw Material	1,478	1,493	1,293	1,347	1,505
Employee Expenses	77	87	88	89	77
Other Operating Expenses	260	261	263	243	271
EBITDA	472	499	339	664	1,020
EBITDA Margin (%)	21%	21%	17%	28%	35.5%
Depreciation	73	76	78	75	97
Finance Cost	97	99	82	79	102
Exceptional Item	-	-	-	-15	-3
Profit Before Tax	302	324	179	495	817
Tax	90	117	43	115	214
Share of Associates and JV	8	-	-7	-4	-4
PAT	205	207	128	376	600
PAT Margin (%)	9%	9%	6%	16%	20.9%
EPS (INR)	56.01	56.36	35.05	104.00	163.88

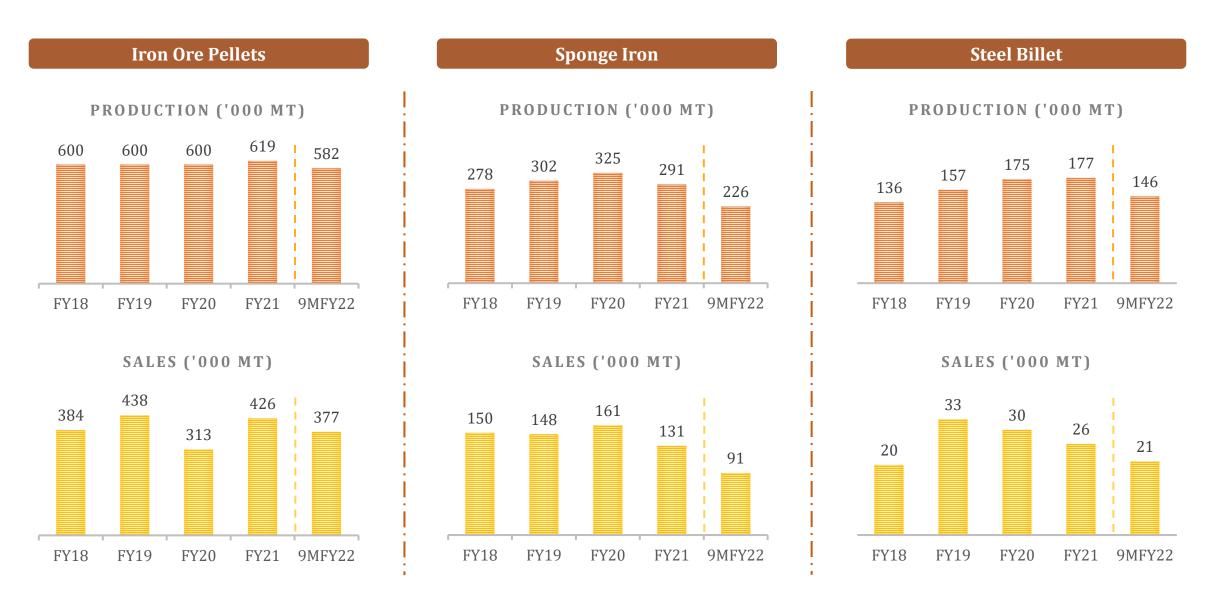


Consolidated BS – Conservative Capital Structure and Strong Liquidity Profile

INR in Cr	FY18	FY19	FY20	FY21	H1FY21
Share Capital	36	36	36	36	36
Tangible Networth	1,540	1,707	1,834	2,185	2,580
Minority Interest	88	132	100	101	109
Long Term Borrowings	998	1,078	1,436	1,500	1,419
Short Term Borrowings	327	268	215	108	98
Other Liabilities	423	461	481	591	728
Total Liability	3,413	3,681	4,102	4,521	4,969
Net Fixed Asset	1,367	1,358	1,332	1,287	2,824
CWIP	775	1,054	1,365	1,619	112
Investment	215	196	169	243	281
Cash & Cash Equivalents	68	45	165	98	99
Other Assets	988	1,028	1,071	1,274	1,653
Total Assets	3,413	3,681	4,102	4,521	4,969

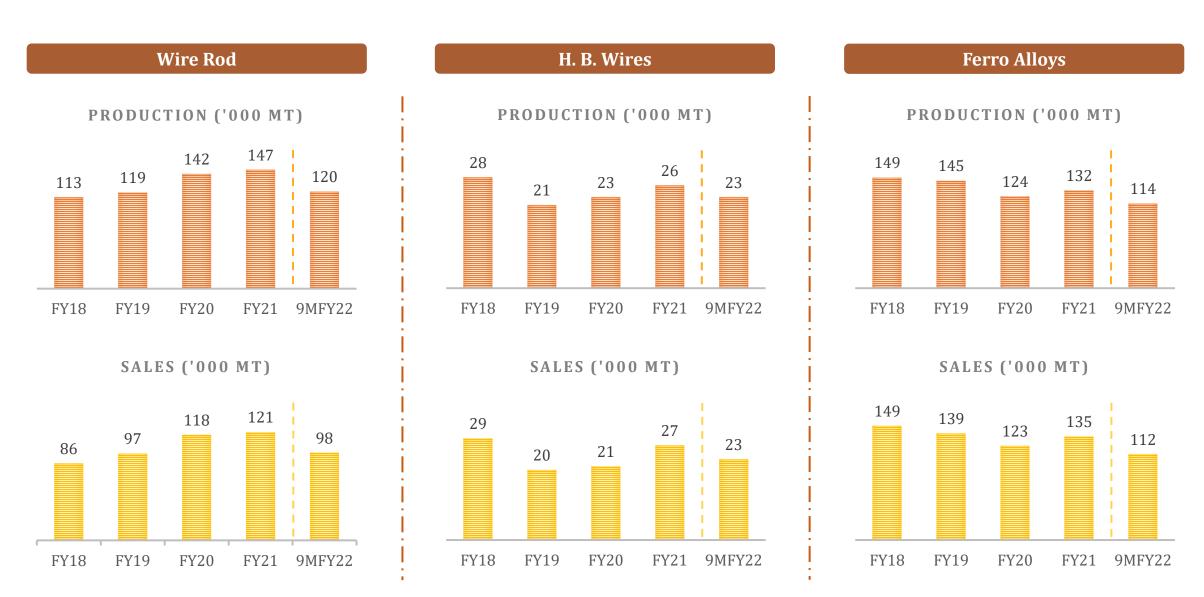


Yearly Trend | Production and Sales (1/2)



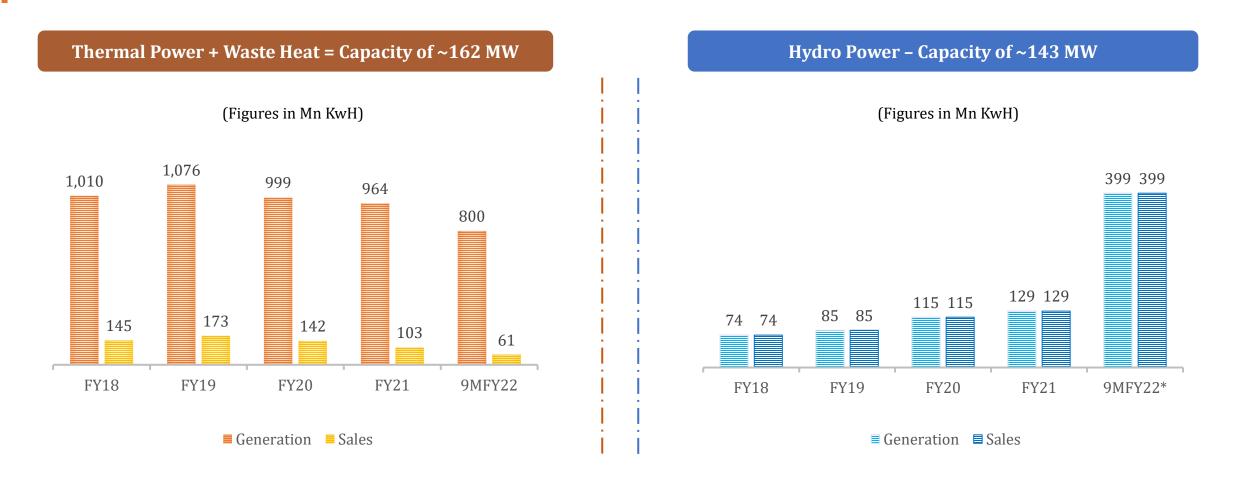


Yearly Trend | Production and Sales (2/2)





Power Segment: Generation & Sales (volumes)



Note: 1) Thermal Power is largely consumed for captive use; 2) * Hydro power generation increased substantially due to on-streaming of the 113 MW Sikkim Power plant during Q2FY22



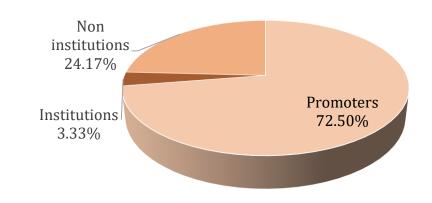
Share Price Information



Capital Market Information (as on 04-Feb-22)

BSE/NSE Code	504614/SARDAEN
CMP (Rs)	941
Market Cap (Rs Cr)	3,392
# Shares (Crs)	3.6
Face Value (Rs)	10

Shareholding Pattern (as on 31-Dec-21)





THANK YOU



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