

Result Presentation | Q3 & 9MFY24







Sarda Energy & Minerals Limited

'It's Energy and Minerals, Not Only Steel'

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Sustainable Growth Strategy





Building Blocks - for Sustainable Growth





Backward Integration

To Reduce Input Costs and Ensure Consistent Supply



Diversification

To Reduce Cyclicality



Strong Focus on ESG

Responsible Corporate Citizen



Financial Prowess

Augurs Well for Growth



Capacity Expansion

To Support Growth



Creating Competencies Beyond Metals...

Minerals (Iron Ore and Coal)

IRON ORE MINE

- Captive: Rajnandgaon, Chhattisgarh (1.5 MMT p.a.)
- Commercial: Surjagad 1 Block, Maharashtra *

COAL MINE

- Commercial: Gare Palma IV/7 (1.44 MTPA and applied for increase in capacity to 1.68 MTPA)
- Commercial: Shahpur West * (Stage-1 Forest Clearance received)
- Commercial Mining under revenue sharing model: Kalyani (4.5% revenue share) and Bartunga mine (18% revenue share) of SECL both having high grade coal

Energy (Thermal and Hydro)

THERMAL POWER

- 81.5 MW at Siltara Plant, for captive use
- 80 MW at Vizag Plant, largely for captive use
- Commercial: Lol awarded for 2x300 MW operating SKS Power Plant. Forward Integration for the Gare Palma IV/7 Coal Mine

HYDRO POWER **

- 4.8 MW at Uttarakhand
- 24 MW at Gullu, Chhattisgarh
- 113 MW at Sikkim
- 24.9 MW * at Rehar, Chhattisgarh

Metals (Steel and Ferro)

STEEL PRODUCTS ***

- Pellets: 9 lac MT
- Sponge Iron: 3.6 lac MT
- Billets: 3 lac MT
- Wire Rod: 2.5 lac MT
- **H.B. Wire**: 45,000 MT

FERRO ALLOYS

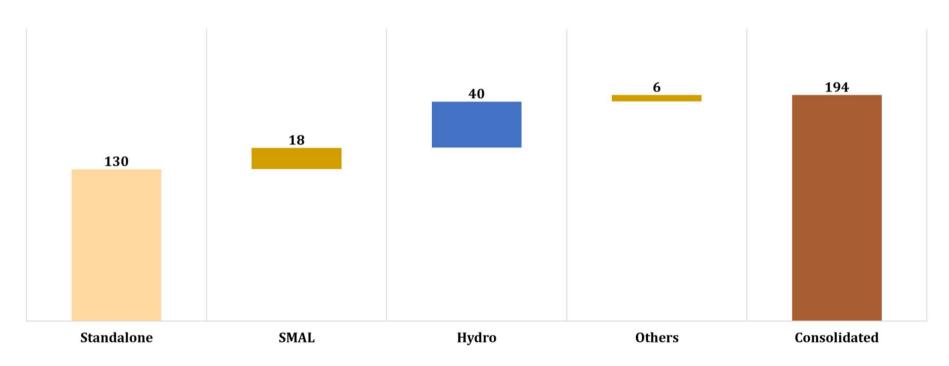
- 45 MVA at Siltara Plant
- 102 MVA at Vizag Plant



^{*} Yet to Be Operational; ** All operational Hydropower Plants are under long-term PPA; *** A part of all production is captively consumed for production of downstream products

... Leading to a Well-Diversified Cashflow Profile of the Company



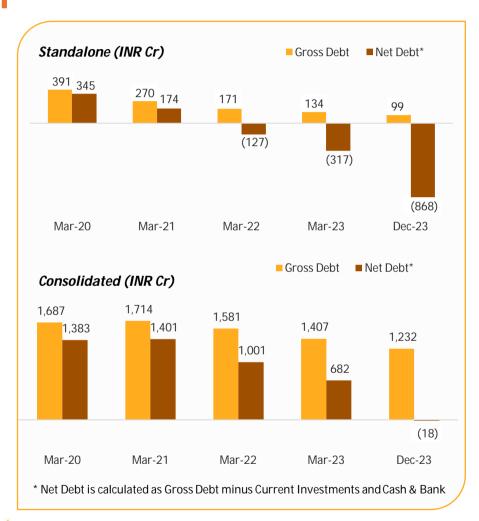


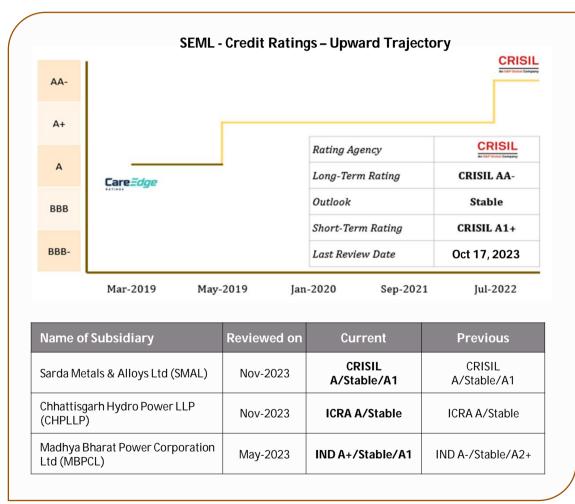
Spread across Cyclical and Non-Cyclical business streams



Improvement in Debt Profile and Credit Rating







Augmenting Capacity to Foster Growth



Minerals

- ➤ Gare Palma IV/7 Coal Mine Chhattisgarh: Capacity enhanced from 1.2 MTPA to 1.44 MTPA in May-23, and increasing further to 1.68 MTPA during the current financial year and seeking approvals for further enhancement to 5.2 MTPA which will be carried out in phases. Also, setting up dedicated Railway Siding for more efficient coal transportation
- Shahpur West Coal Mine, Madhya Pradesh: Extractable reserves of 13.4 MT and Production capacity of 0.6 MTPA EC, CTE and Stage 1 Forest Clearance received
- **Commercial Mining under revenue sharing model with South-Eastern Coalfields Ltd (SECL):** Awarded MDO contract for **Kalyani Coal Mine (**4.50% revenue share) and for **Bartunga Mine (**18% revenue share)
- > Surjagad 1 unexplored Iron Ore Block in Maharashtra: Declared as Preferred Bidder with 126.35% revenue share in May-23
- > Coal Washery: Capacity expansion from 0.96 MTPA to 1.8 MTPA is under process in-line with increase in mining capacity

Energy

- Hydro Power: 24.9 MW plant on the Rehar river in Chhattisgarh construction has started; Expected to achieve CoD in CY2024
- > Thermal Power: 2*300 MW operational plant in Chhattisgarh in proximity to Gare Palma IV/7 Coal mine. Letter of Intent awarded, awaited court approvals
- > Solar Power: 50 MW plant to be installed at Chhattisgarh facility for captive consumption, replacing costly grid power; Contract awarded

Steel

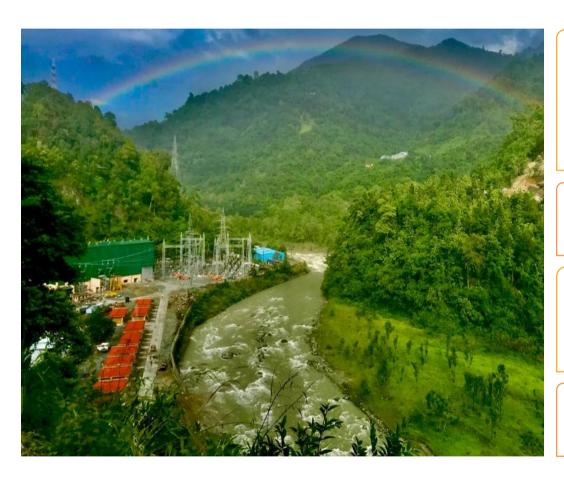
- Wire Rod Mill: Received consent for capacity expansion from 180,000 MT to 250,000 MT, on 15-Mar-23
- ▶ Iron Ore Pellet Plant: Received consent for capacity expansion from 8,00,000 tonnes p.a to 9,00,000 tonnes p.a., on 22-Dec-23

Waste

Waste to Wealth Project: Setting up a new project for manufacturing Mineral Fibre with an estimated outlay of Rs. 70 Crores. The project is expected to be operational by the end of next financial year.



Strong Focus on ESG



Hydro Power

- Existing Hydropower portfolio of 141.8 MW and another 24.9 MW Rehar Hydropower plant under execution.
- Few more small hydropower projects are under different stages of approval.

Waste Heat Power

• Existing 21.5 MW of Waste Heat Power generation.

Solar Power

• 50 MW plant to be installed at Chhattisgarh facility for captive consumption, replacing costly grid power; Contract awarded.

Prudent governance philosophies and sustainable business practices with strong focus on social responsibility

Q3 & 9MFY24 | Key Highlights





Key Financial Highlights (Consolidated)



Revenue from Operations: INR 925 Crore

■ EBITDA: INR 225 Crore; Margin at 23.4%

• Net Profit: INR 114 Crore; Margin at 12%



Highest ever Quarterly Production of Coal, Steam, Wire Rod and H B Wire

 Record Production of Coal, Thermal Power, Ferro Alloys and all Steel Products except Sponge Iron during 9MFY24



- Net Debt free at both Standalone and Consolidated Level
- Holistic renewable energy focus with mix of Hydropower, Waste Heat, and Solar Power



Consolidated P&L Highlights



INR in Cr	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY
Revenue from Operations	925	908	2%	1,001	-8%	2,979	3,136	-5%
Other Income	37	44		24		144	26	
Total Income	963	952	1%	1,025	-6%	3,123	3,161	-1%
Raw Material	567	550		591		1,836	1,786	
Employee Expenses	39	31		35		109	96	
Other Operating Expenses	132	132		132		388	407	
EBITDA	225	239	-6%	266	-15%	789	872	-9%
EBITDA Margin (%)	23.4%	25.1%		26.0%		25.3%	27.6%	
Depreciation	46	45		46		137	133	
Finance Cost	34	33		35		104	97	
Exceptional Items	-2	0		0		-2	0	
Profit Before Tax	143	161	-11%	186	-23%	547	642	-15%
Tax	36	30		35		114	153	
Share of P/L of Associates and JV	7	-1		-1		4	0	
Profit After Tax	114	130	-12%	149	-23%	436	489	-11%
PAT Margin (%)	11.9%	13.7%		14.6%		14.0%	15.5%	
EPS (INR)	3.32	3.70		3.99		12.16	13.55	
Operating EBITDA *	194	197	-2%	240	-19%	641	842	-24%
Operating EBITDA Margin (%)	21.0%	21.7%		24.0%		21.5%	26.9%	

¹⁾ Consolidated financial results are not comparable QoQ due to the seasonal nature of Hydro Power business; 2) Other Income includes effect of Mark-to-Market gain/loss on Investment; 3) * Operating EBITDA excludes Other Income and non-operating gain/loss under Other Expenses;



Standalone P&L Highlights



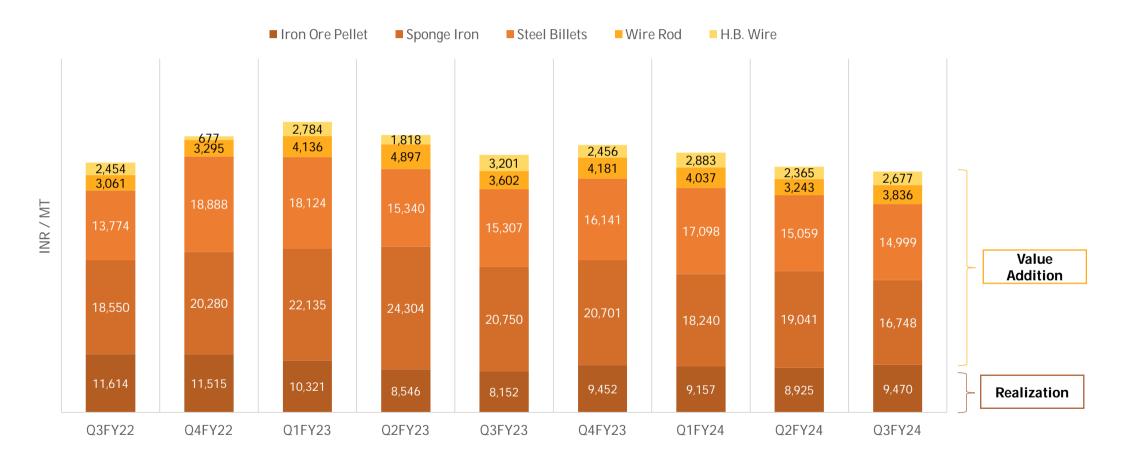
INR in Cr	Q3FY24	Q3FY23	YoY	Q2FY24	QoQ	9MFY24	9MFY23	YoY
Revenue from Operations	657	698	-6%	646	2%	2,063	2,205	-6%
Other Income	37	41		37		155	70	
Total Income	695	738	-6%	683	2%	2,218	2,275	-2%
Raw Material	414	419		437		1,367	1,278	
Employee Expenses	29	24		26		81	72	
Other Operating Expenses	84	77		77		237	219	
EBITDA	168	218	-23%	144	17%	533	706	-24%
EBITDA Margin (%)	25.6%	31.2%		22.2%		25.8%	32.0%	
Depreciation	16	17		16		48	49	
Finance Cost	4	4		5		13	11	
Exceptional Items	0	0		0		0	0	
Profit Before Tax	147	198	-25%	123	20%	472	645	-27%
Tax	35	46		30		108	155	
Profit After Tax	113	151	-25%	93	22%	365	490	-26%
PAT Margin (%)	16.2%	20.5%		13.6%		16.4%	21.5%	
EPS (INR)**	3.20	4.29		2.63		10.35	13.90	
Operating EBITDA *	130	176	-26%	106	23%	376	632	-41%
Operating EBITDA Margin (%)	19.8%	25.2%		16.4%		18.2%	28.7%	

¹⁾ Other Income includes effect of Mark-to-Market gain/loss on Investment; 2) * Operating EBITDA excludes Other Income and non-operating gain/loss under Other Expenses;



Steel Segment - Price Trend



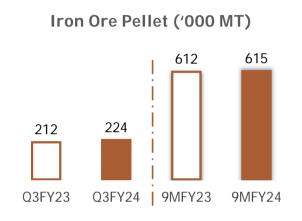


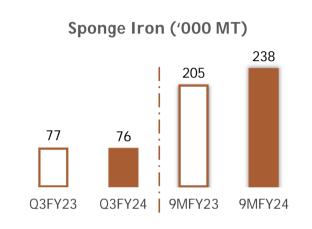


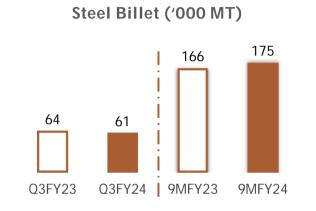
Steel Segment – Production & Sales Trend (1/2)



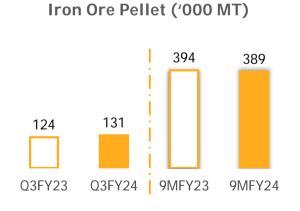


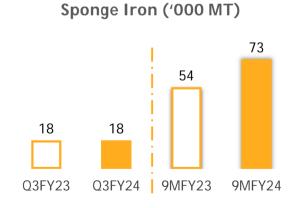


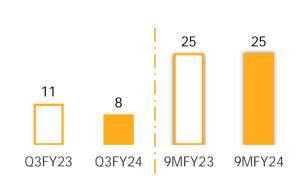








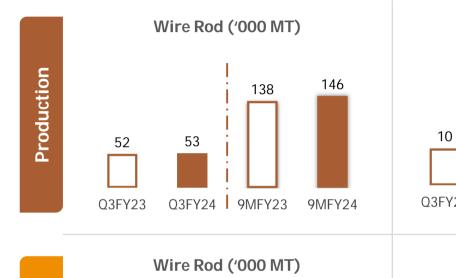


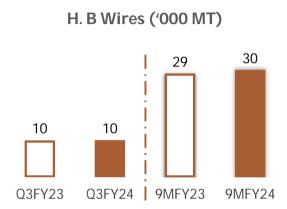


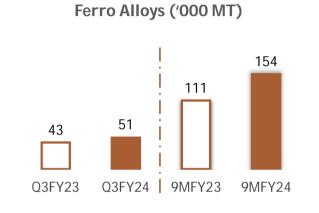
Steel Billet ('000 MT)

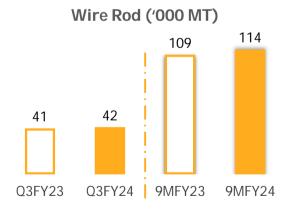
Steel Segment – Production & Sales Trend (2/2)

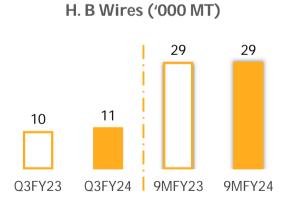


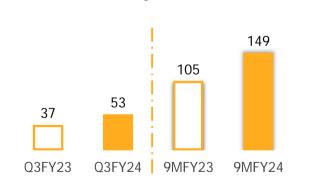








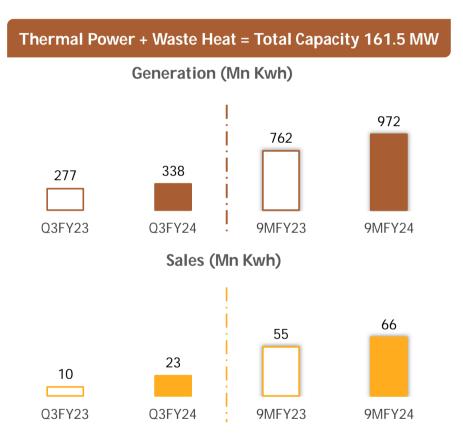


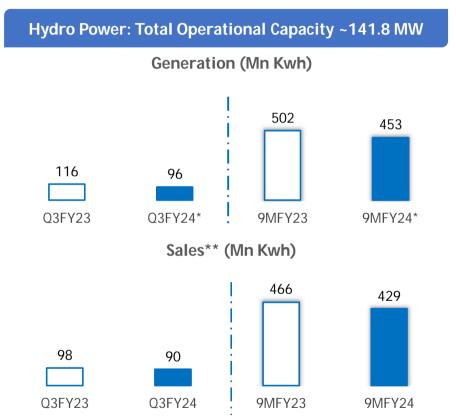


Ferro Alloys ('000 MT)

Power Segment - Generation & Sales Trend







*Impacted due to lower rainfall in catchment area;

** Includes only the contractual power sales under long-term PPA

SEML | Beyond Steel





Robust and Diversified Business Model



Adding Value through Minerals and Energy

			- 3 ,			
MINERALS	ENERGY		METALS			
 ✓ Iron Ore mine and Coal Mines provide long term stability of raw materials & energy. ✓ Iron ore mine located within 140 kms and Coal mines within 200 kms of the end-user plant at Siltara, Chhattisgarh, thereby further improving operational efficiencies. ✓ Iron Ore mine meets ~40% and Coal mines will meet ~100% of the consumption requirements of the company. ✓ Availability of surplus for commercial sale 	SEML divinto a 4.8 ✓ Annuity- Steady cashflows ✓ Lol issue Power P Gare Paln ✓ Setting u	sk from the cyclicality of versified into renewable er BMW Hydropower Plant in Bike Revenues with High Cashflows act as hedge of Metals Business and for 2*300 MW operational IV/7 Coal Mine ap a 50 MW Solar Power or captive consumption, reports	thergy by foraying 2008 The Margins and against cyclical actional Thermal de Integration for a plant at Siltara	 ✓ Vertically inte Products ✓ Leading manuf based Ferro All ✓ Captive inputs dedicated There 	of 50 years in Steel Megrated producer of facturer & exporter loys like Iron Ore and Comal & Waste Heat Poconsistent quality a	f Long Steel of manganese- oal Mines, and wer Plants help
Total Capacity Currently Operating		Operational	Under Execution	Pellet	Sponge Iron	Billet

	Total Capacity	Currently Operating
Coal	2.04 MTPA	1.44 MTPA
Iron Ore	1.5 MTPA	0.4-0.5 MTPA

	Operational	Under Execution
Hydro	141.8 MW	24.9 MW
Thermal	141.5 MW	2x300 MW*

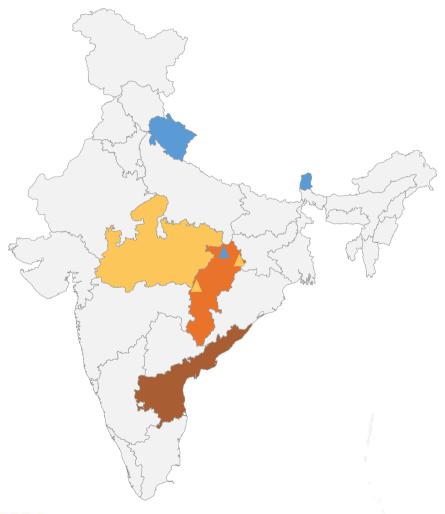
1	Pellet	Sponge Iron	Billet
	9 Lac MT	3.6 Lac MT	3 Lac MT
	Wire Rod	HB Wires	Ferro

* Lol Issued



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





Steel and Ferro plant at Siltara, Chhattisgarh

Pellets (9 lac MT), Sponge Iron (3.6 lac MT), Billets (3 lac MT), Wire Rod (2.5 lac MT), H.B. Wire (45K MT) and Ferro Alloys (45 MVA), backed by Thermal Power (60 MW) and Waste Heat Power (21.5 MW)

Ferro Alloys (under SMAL) Plant at Vishakhapatnam

Ferro Alloys Plant at Vizag, \sim 40 Km from Vishakapatnam Port, has 102 MVA of capacity; backed by Thermal Power (80 MW) to cater to the export market

Iron Ore and Coal Mines located within ~140 km and ~200 km respectively, from the Enduser plant at Siltara. Gare Palma IV/7 coal mine located within 70kms from the SKS Power Plant in Raigarh.

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

Commercial Coal Mine at Gare Palma IV/7, Chhattisgarh (rated capacity of 1.44 MMT p.a.), Thermal Coal

Commercial Coal Mine at Shahpur West, Madhya Pradesh (rated capacity of 0.6 MMT p.a.) having High grade coal

Hydro Power Business

Hydro Power Plant at Uttarakhand - 4.8 MW

Hydro Power Plant at Chhattisgarh – 24MW plus 24.9 MW under construction

Hydro Power Plant at Sikkim - 113 MW

...Built Over Five Decades of Excellence





- Acquired Raipur Wires and Steel as a sick unit in 1979
- Installed 10 MT electric arc furnace in 1981 to produce ingots
- Installed continuous casting machine in 1984 for billets production

- Installed 25 TPD Electric Arc Furnance in 1990
- Acquired 3 Power units -1993-94
- Installed Two Sponge Iron Kilns of 30K MT each in 1993 & 1995
- Sold 2 power units and installed one as captive power plant



- Company started 24 MW captive power plant and Ferro Alloy plant in 2001
- Commenced fly ash brick plant
- Acquired Iron ore mine; Commenced iron ore extraction in 2004



- 4.8 MW Hydro power plant commissioned in 2008-09
- Pellet plant commenced operations in 2009-10
- 66 MVA Ferro Alloys plant & 81.50 MW
 Thermal power plant started at Vizag in 2012-13
- 24.9 MW Hydro Power project in July 2017 at Chhattisgarh



- Billet capacity increased by 50%
- Pellet capacity increased by 33% in FY21
- 113 MW Sikkim Hydro Power plant commissioned in Jun-21
- Gare Palma IV/7 Coal Mine commissioned in Dec-21 and received consent for capacity expansion from 1.2 MMT p.a to 1.44 MMT p.a in May-23
- Coal washery with capacity of 1 MMT p.a. started production in Feb-22
- Ferro Alloys capacity increased by 36 MVA in Dec-22, at Vizag plant
- Wire Rod Mill capacity increased from 1,80,000 MT to 2,50,000 MT, in Mar-23
- HB Wire capacity increased from 36,000 MT to 45,000 MT in 2023
- Iron Ore Pellet capacity enhanced from 8,00,000 tonnes p.a to 9,00,000 tonnes p.a in Dec-23

1979-88

1989-98

1999-08

2008-17

2018-23



Well-Experienced and Strong Leadership at the Helm





Kamal Kishore Sarda

CMD

- Mechanical Engineer with 46 years experience in Minerals, Energy and Metals sector
- Responsible for the groups vision and strategic direction



Pankaj Sarda

Joint MD

- Mechanical Engineer with 18 years experience in Minerals, Energy and Metals sector
- Responsible for steering SEML towards the path of growth



Padam Kumar Jain

Director & CFO

- CA, CS with a rich experience of more than 37 years
- Responsible for group corporate finance, taxation, costing & corporate law compliance



Manish Sarda

DMD, SMAL

- MBA in International Business with 25 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 17 years of experience in Ferro Alloys Business
- Responsible for the entire Vishakhapatnam operations



Business Segments





Metals: Well-Established, Robust Presence Across Steel Products...



	Pellets	Sponge Iron	Billets	Wire Rods	HB Wires
Description	Produced from Iron Ore fines & sold domestically	Produced from captive Iron Ore Lumps & Pellets	Semi finished steel product produced by continuous casting process	Hot rolled product made from direct hot billet charging	HB Wires- Wire rods are cold drawn to HB wires to sizes
Current Capacity	9,00,000 MT	3,60,000 MT	3,00,000 MT	2,50,000 MT	45,000 MT
Captive Consumption	~35%	~60%	~85%	~20%	NA



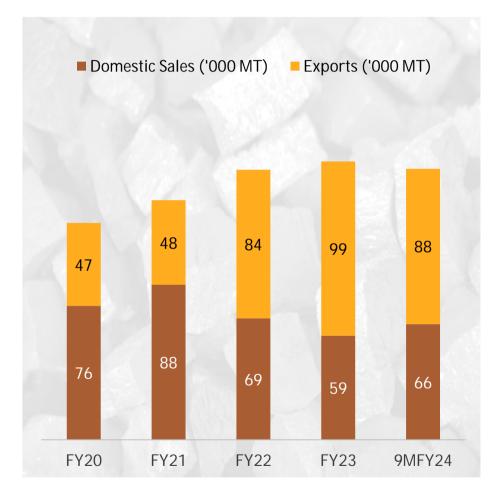
...And a Leading Manufacturer and Exporter of Ferro Alloys



Manç	Manganese-based Ferro Alloys			
Plant Location	Vishakhapatnam (SMAL)	Siltara, Raipur (SEML)	2 units	
Current Capacity	2*33 MVA 1*36 MVA	5*9 MVA	147 MVA	
Primary Markets	Exports	Domestic	-	

Exports Awards:

- SEML received Two-Star export house status from GOI
- SMAL received Three-Star export house status from GOI





Minerals & Energy: Captive Resources Driving Down Costs Significantly





Captive Iron Ore Mine
(Total Capacity of 1.5 MMT p.a.)

Rajnandgaon, Chhattisgarh:

 Operating at a capacity of 0.4 – 0.5 MMT p.a., the mine is in proximity of only ~140 km from the Company's steel plant at Siltara, Chhattisgarh

Surjagarh 1, Maharashtra:

 Declared preferred bidder. To be explored. It will meet long term iron ore requirements of the Company with flexibility of commercial sale.



Coal Mines (Total Capacity of 2.04 MMT p.a.)

Gare Palma IV/ 7 Coal Mine, Chhattisgarh:

 Having extractable reserves of 142 MMT and production capacity of 1.44 MMT p.a. Located within ~200 km of enduser plant

Shahpur West Coal Mine, Madhya Pradesh:

 Under development, having high-grade extractable reserves of 13.4 MMT and production capacity of 0.6 MMT p.a. Located within ~200 km of end-user plant

Kalyani and Bartunga Coal Mine, Chhattisgarh:

 SECL has awarded MDO contract in Feb-23 for Kalyani Coal Mine (4.5% revenue share) and Bartunga Coal Mine (18% revenue share); Having flexibility of commercial sale



Captive Thermal + Waste Heat Plants (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 (FY19-23) stands at ~1,040 Mn KwH p.a.
- Both plants combined cater to ~100% of the Company's in-house power requirement
- Setting up a 50 MW Solar Power plant at Siltara facility for captive consumption, replacing costly grid power



Energy: Operational Hydropower Assets of ~141.8 MW...



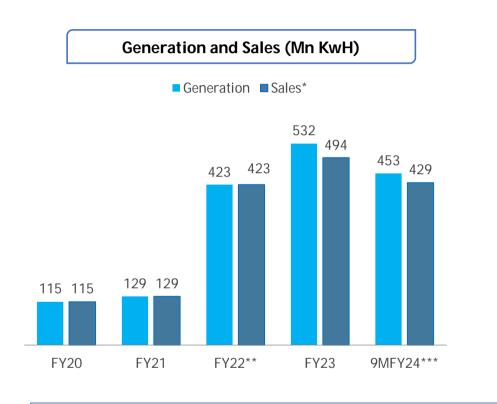
	4.8 MW	24 MW	113 MW
Location	Uttarakhand	Chhattisgarh	Sikkim
Name of the River	Sarju	Gullu	Rongnichu
Year of Commissioning	2008	2017	2021
Tariff	INR 3.85 per unit	INR 5.21 per unit	Final tariff under determination
Term of PPA	30-year PPA with State Discom	35-year PPA with State Discom	35-year PPA with Chhattisgarh State Discom
PLF - FY23	53%	38%	44%
Debt (Sep-23)	Debt Free since 2017	INR 67 Cr	INR 742 Cr
Key Updates	Expansion of 3 MW being proposed	Generating Free Cashflow since its first year of operation	External Credit Rating upgraded by two notches to A+/A1 by India Ratings and to A- by CARE Ratings in May-23

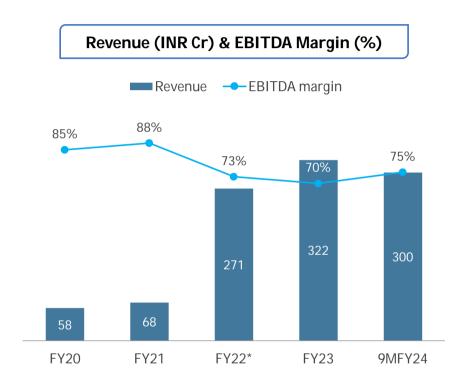
24.9 MW plant is being installed on the Rehar river in Chhattisgarh; Expected to achieve CoD in the CY24



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







*Includes only the contractual power sales under long-term PPA

**Includes the effect of 113 MW Sikkim Hydro Project which was commissioned on June 30, 2021;

*** Hydro Power Generation impacted due to lower rainfall in catchment area



Corporate Social Responsibility



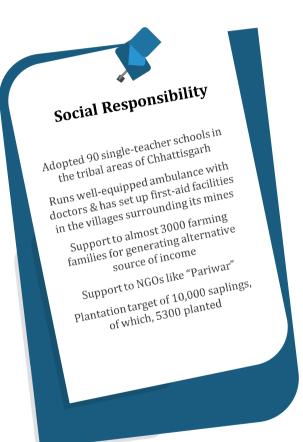


Focus on Safety, Health & Social Responsibility











Education, Culture and Arts



- Initiated Surya Kamal Vidyalaya at Siltara Village for Class 1 and 2
- Physics & Chemistry lab material support to Govt college, Kharora
- Inauguration of School Building by Local MLA at Murethi
- Financial support to Feel Parmartham Foundation and Rishi Valley Academy at Bangalore RHC

- Renovated School Boundary Wall at Mandhar
- Organized Fire Safety and First Aid Awareness session at 3 schools
- Support for Local Cultural Promotion at, Rajgarh
- Support to Yuva Mitan Club for Chhattisgarh Olympics







Healthcare and Infrastructure



- Celebration of World Health Day at Mandhar Village with CHC Doctors
- Conducted International Yoga Day Program at 2 villages Tada and Mandhar
- Organized a Free Eye checkup camp & General Medicine camp at Siltara, Akoli village
- Awareness session on AIDS & Prevention with test in Akoli Village

- Repair and Renovation of Ambedkar Chowk at Siltara village.
- Construction of 5 Primary School Building in Kawardha District
- Pond Deepening work at Raigarh –Pata Village
- Construction of School Room in Murehi Village









Livelihood: Environmental & Economic Sustainability



- Potable Drinking Water supply through water tanker at Siltara & Mandhar village
- Bricks provided for school and Gothan in villages of Mandhar, Siltara & Tada
- Started Costume Jewellery training at Siltara
- Bag distribution in Mandhar Sewing Centre
- Mass Plantation drive











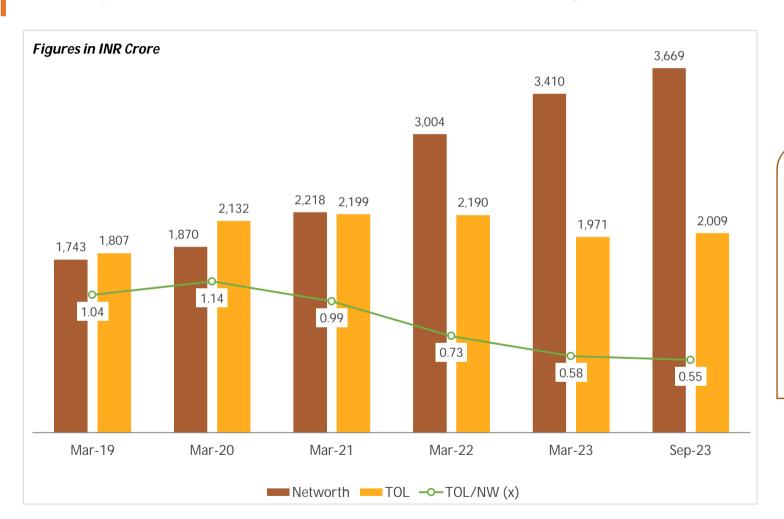
Historical Financials





Strong Balance Sheet: Comfortable Leverage Position





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

Consolidated P&L – Consistent Growth with High Profit Margins



INR in Cr	FY19	FY20	FY21	FY22	FY23
Revenues	2,324	2,000	2,199	3,914	4,212
Other Income	17	-17	144	50	49
Total Income	2,341	1,983	2,343	3,964	4,261
Raw Material	1,493	1,293	1,347	2,086	2,495
Employee Expenses	87	88	89	113	127
Other Operating Expenses	261	263	243	360	529
EBITDA	499	339	664	1,406	1,110
EBITDA Margin (%)	21%	17%	28%	36%	26%
Depreciation	76	78	75	143	178
Finance Cost	99	82	79	147	124
Exceptional Item	-	-	-15	-7	0
Profit Before Tax	324	179	495	1108	807
Tax	117	43	115	300	202
Share of Associates and JV	-	-7	-4	-2	-1
PAT	207	128	376	807	604
PAT Margin (%)	9%	6%	16%	20%	14%
Diluted EPS (INR)	5.64	3.51	10.40	22.31	16.99

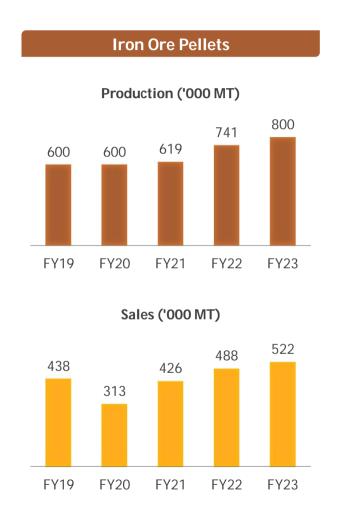
Consolidated BS – Conservative Capital Structure and Strong Liquidity Profile

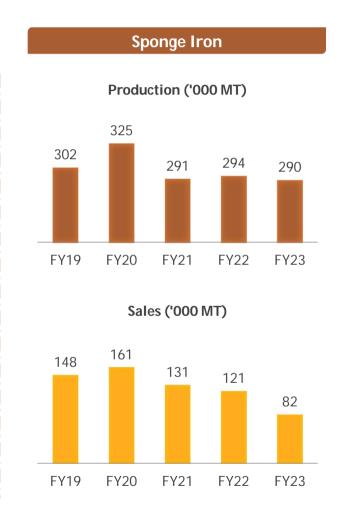


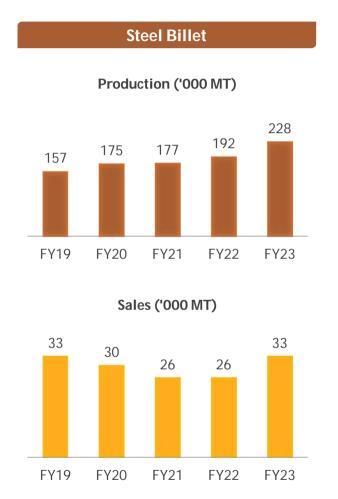
INR in Cr	Mar-20	Mar-21	Mar-22	Mar-23	Sep-23
Share Capital	36	36	36	35	35
Tangible Networth	1,834	2,182	2,968	3,375	3,634
Minority Interest	100	101	104	100	110
Long Term Borrowings	1,408	1,493	1,196	1,063	971
Short Term Borrowings	279	221	385	344	249
Other Liabilities	444	486	610	564	789
Total Liability	4,102	4,518	5,298	5,481	5,788
Net Fixed Asset	1,332	1,287	2,854	2,908	2,883
CWIP	1,365	1,616	132	130	160
Investment	169	243	473	388	670
Cash & Cash Equivalents	165	97	282	372	451
Other Assets	1,072	1,276	1,558	1,683	1,625
Total Assets	4,102	4,518	5,298	5,481	5,788

Yearly Trend | Production and Sales (1/2)





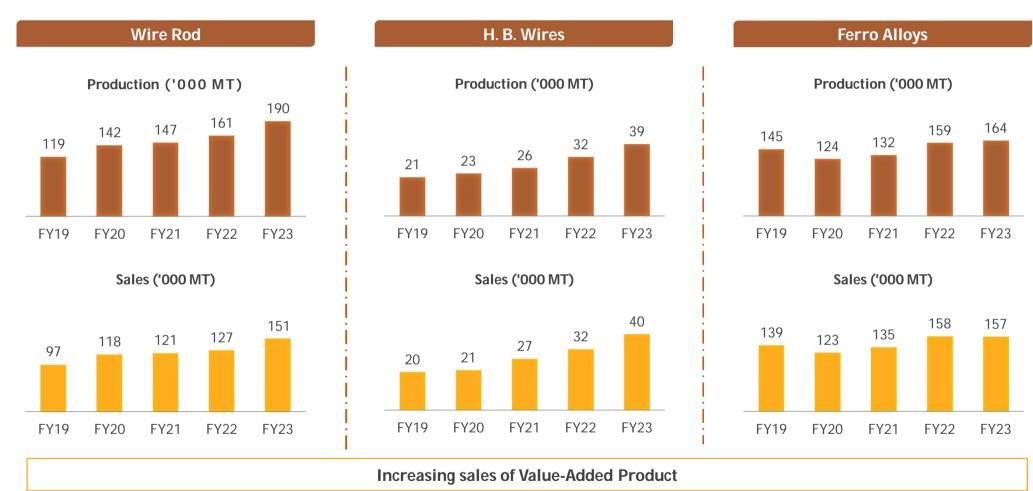






Yearly Trend | Production and Sales (2/2)

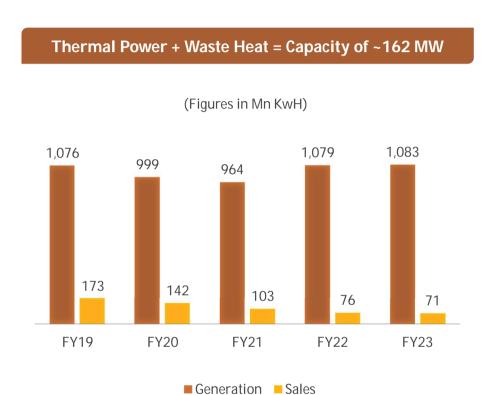


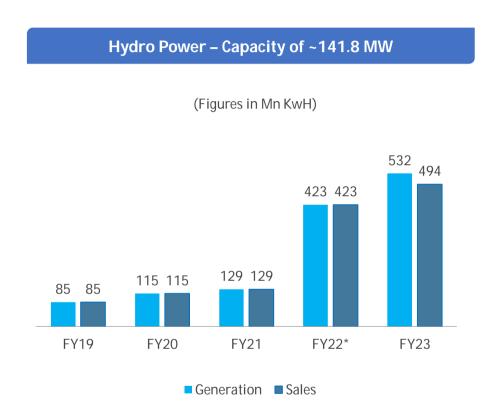




Power Segment: Generation & Sales (Volumes)



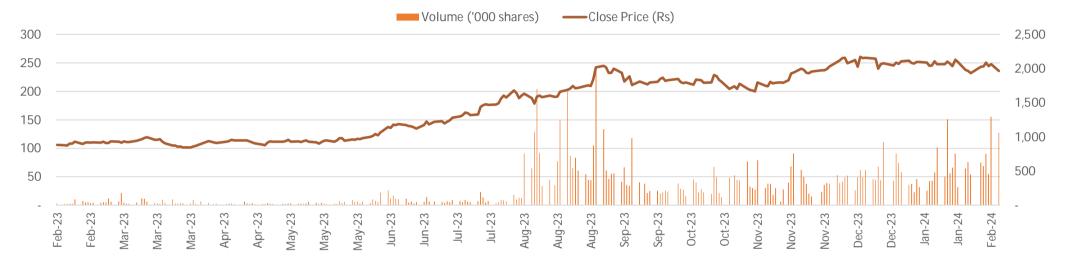




Note: 1) Thermal Power is largely consumed for captive use; 2) * Hydro power generation increased substantially due to on-streaming of the 113 MW Sikkim Power plant during Q2FY22

Share Price Information





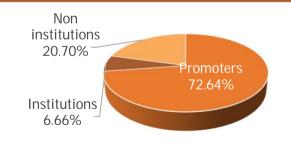
Capital Market Information (as on 5-Feb-24)

BSE/NSE Code	504614/SARDAEN
CMP (Rs)	236
Market Cap (Rs Cr)	8,323
Shares (Cr)	3.52
Face Value (Rs)	1.00

Consistently Paying Dividend (INR per share)



Shareholding Pattern (as on 31-Dec-23)



Equity Shares Spilt from Face Value of INR 10 per share to INR 1 per share effective 04-Aug-23; * Includes special dividend of INR 0.75/share

THANK YOU



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