

# *The Sandur Manganese & Iron Ores Limited*

(An ISO 9001:2015; ISO 14001:2015 and 45001:2018 certified company)

CIN: L85110KA1954PLC000759; Website: [www.sandurgroup.com](http://www.sandurgroup.com)

## **REGISTERED OFFICE**

'SATYALAYA', No.266  
Ward No.1, Palace Road  
Sandur – 583 119, Ballari District  
Karnataka, India  
Tel: +91 8395 260301/ 283173-199  
Fax: +91 8395 260473



## **CORPORATE OFFICE**

'SANDUR HOUSE', No.9  
Bellary Road, Sadashivanagar  
Bengaluru – 560 080  
Karnataka, India  
Tel: +91 80 4152 0176 - 79 / 4547 3000  
Fax: +91 80 4152 0182

10 February 2023

The Secretary  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai - 400 001

Dear Sir/Madam,

***Sub: Investor Presentation in connection with Un-audited Standalone and Consolidated Financial Results for quarter ended 31 December 2022***

***Ref: Company Code: 504918***

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Un-audited Standalone and Consolidated Financial Results for quarter ended 31 December 2022.

The Exchange is requested to take the same on record.

Thanking you.

Yours faithfully,  
for **The Sandur Manganese & Iron Ores Limited**

**Bijan Kumar Dash**  
**Company Secretary & Chief Compliance Officer**

**MINES OFFICE:** Deogiri - 583112, Sandur Taluk, Ballari District  
Tel: +91 8395 271025 / 28 / 29 / 40; Fax: +91 8395 271066

**PLANT OFFICE:** Metal & Ferroalloy Plant, Vyasankere, Mariyammanahalli – 583 222, Hosapete Taluk, Ballari District  
Tel: +91 8394 244450 / 244335



THE SANDUR MANGANESE &  
IRON ORES LIMITED

# Q3FY23

## Towards an integrated future

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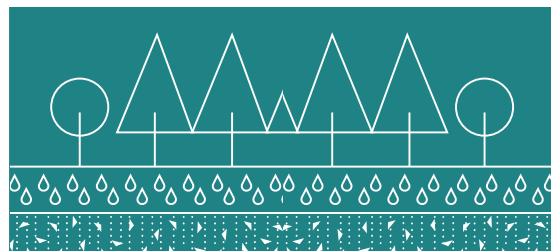
**Earnings Presentation**

FEBRUARY 2023

# SMIORE at a Glance

## 6+ decades

As one of the most respected private sector merchant miners of manganese and iron ore



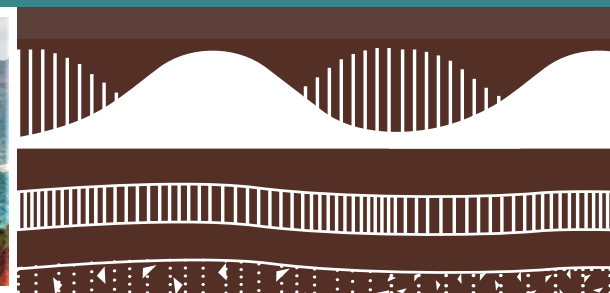
VAST MINING  
RESERVES  
WITH LEASES  
UP TO 2033

17 MT  
Manganese Ore

105 MT  
Iron Ore

## 3<sup>rd</sup> Largest

Manganese  
ore miner in India



## A/Stable

CRISIL & ICRA RATED  
Robust credit rating



2,274\*

SMIORE family  
members

### CAPACITIES



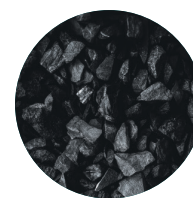
0.28 MTPA

Manganese Ore



1.60 MTPA

Iron Ore



0.50 MTPA

Coke



32 MW

WHRB-based  
Power



95,000/

1,25,000 TPA  
Ferroalloys (SiMn/ FeMn)

# Operational Units

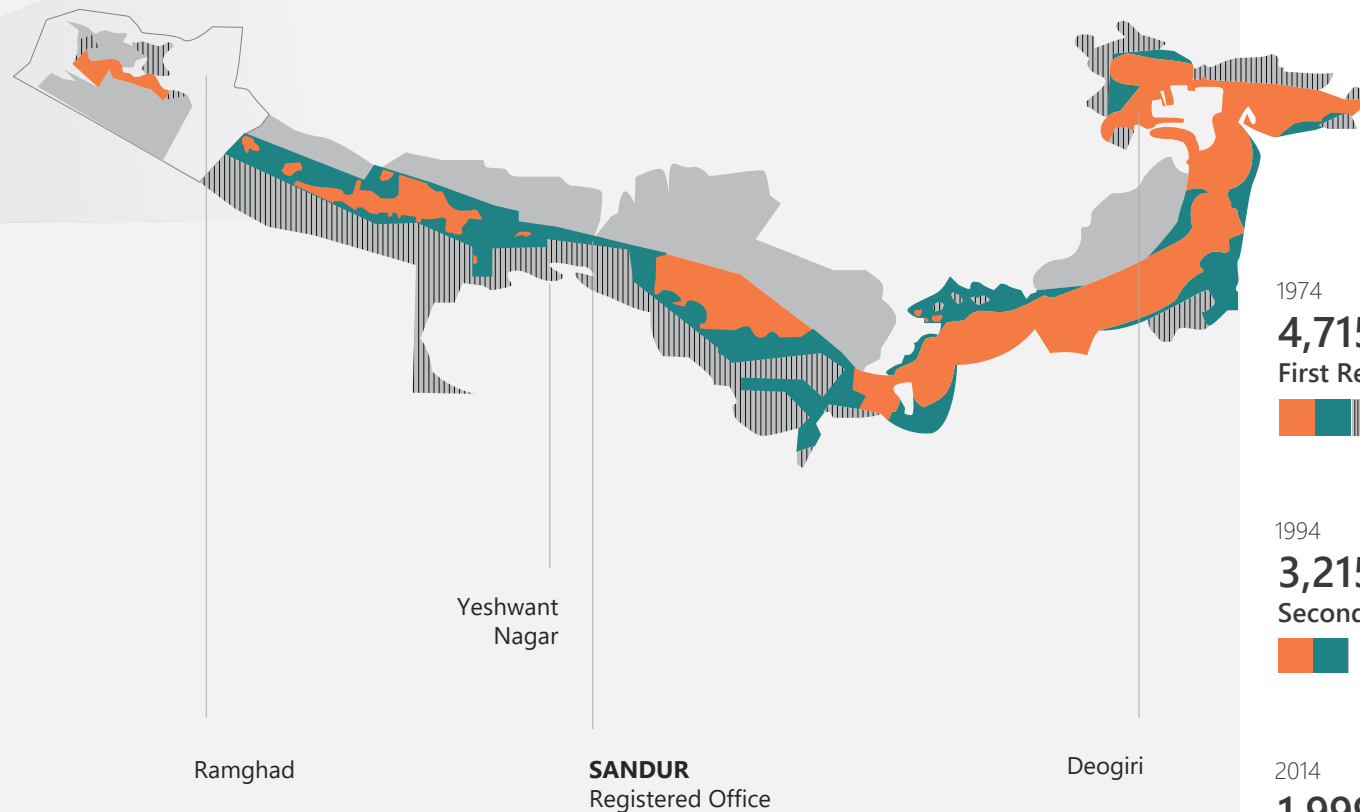


**Mining Leases**  
(Deogiri, Kammathuru,  
Subbarayanahalli and Ramghad)

**Ferroalloy Plant, Power Plant, Coke  
Oven Plant** (Vyasankere)

**Upcoming DI Pipe and Hot Metal  
Plant** (Vyasankere)

**Sandur**  
Ballari and Vijayanagara (Districts), Karnataka



1904  
**7,511 HA**  
Original Lease



1974  
**4,715 HA**  
First Renewal



1994  
**3,215 HA**  
Second Renewal



2014  
**1,999 HA**  
Third Renewal

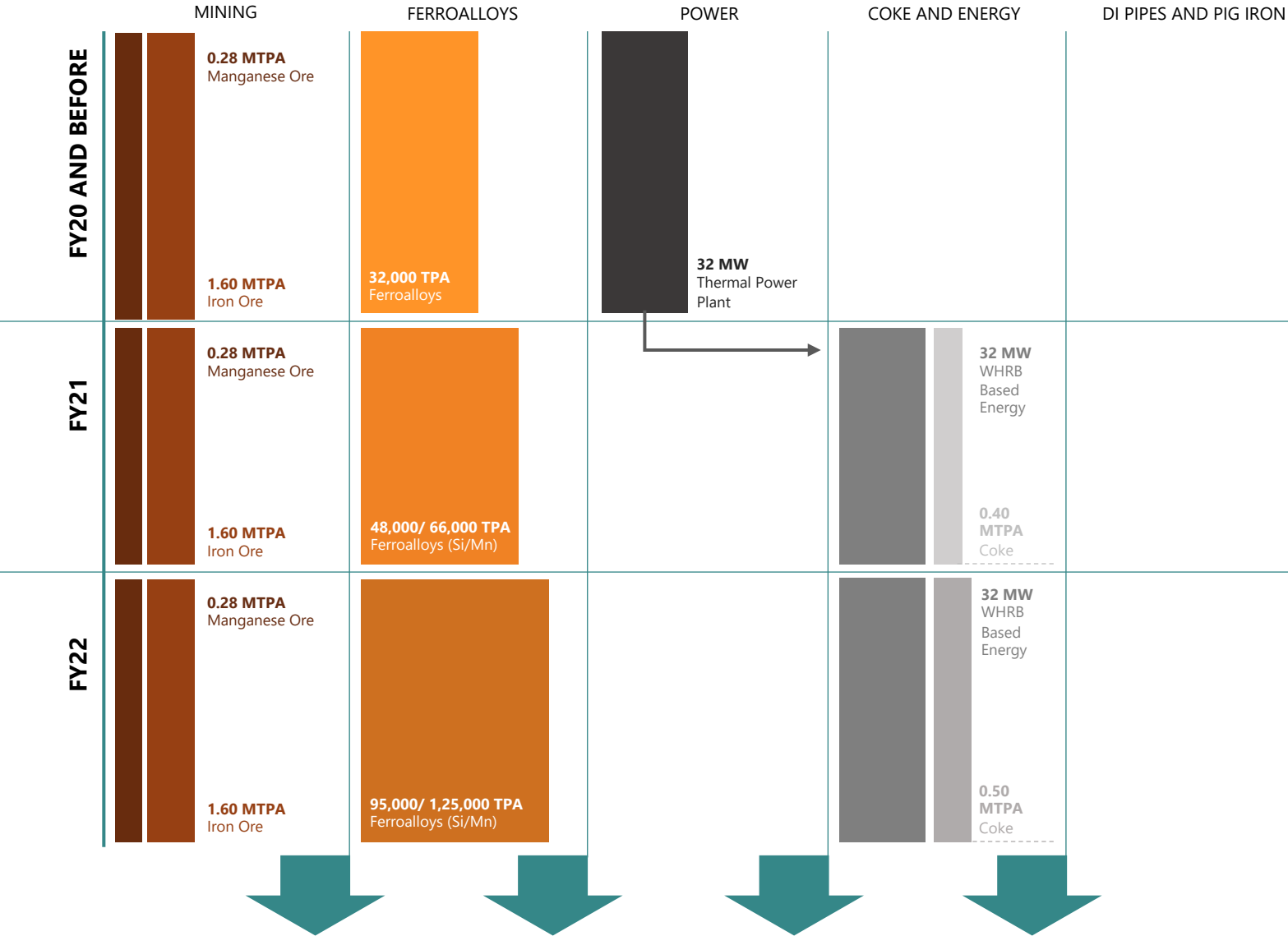


1973  
Area Surrendered:  
~2,800 HA

1993  
Area Surrendered:  
1,500 HA



# Transforming Business Canvas



# Transforming Business Canvas (Going Forward)

	MINING	FERROALLOYS	POWER	COKE AND ENERGY	DI PIPES AND PIG IRON
EXISTING CAPACITY	<p>0.28 MTPA Manganese Ore</p> <p>1.60 MTPA Iron Ore</p>	<p>95,000/ 1,25,000 TPA Ferroalloys (Si/Mn)</p>		<p>32 MW WHRB Based Energy</p> <p>0.50 MTPA Coke</p>	
EXPANSION	<p>0.46 MTPA Manganese Ore</p> <p>4.50 MTPA Iron Ore</p> <p>7.00 MTPA Beneficiation Unit</p>	<p><b>SMIOR has partnered to set up a hybrid renewable power plant (42.9 MW) in a SPV which will cater to the increasing power requirement to expand Ferroalloys operations.</b></p>		<p>32 MW WHRB Based Energy</p> <p>0.50 MTPA Coke</p> <p>Integrated Operations with captive Coke &amp; Iron Ore</p>	<p>0.30 MTPA DI Pipe Plant</p> <p>0.20 MTPA Pig Iron Plant</p> <p><b>Combined Max Output 0.4 MTPA</b></p>
TRAITS	<ul style="list-style-type: none"> <li>Asset-light and high ROCE</li> <li>Cost-efficient operations resulting in high OPM and significant operating-leverage</li> <li>Generating consistent Free Cash Flows</li> </ul>	<ul style="list-style-type: none"> <li>Self-sustainable &amp; profitable ferroalloys operations</li> </ul>		<ul style="list-style-type: none"> <li>Long-term vision of growth</li> <li>Mitigates sustainability concerns as a pure-play merchant miner</li> <li>Forward integration into value-added end-products – to begin with DI Pipes</li> </ul>	

TRAITS

Further expansion of mining operations planned

**Fully integrated value-added operations such as DI Pipes and Pig Iron, with each business segment complementing the other**

*\*Note: Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.*

# Improving Profit Profile

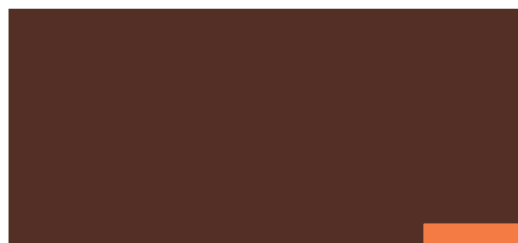
Multifold  
increase

in absolute PBT

Diversi-  
fication

in profit profile of  
the Company

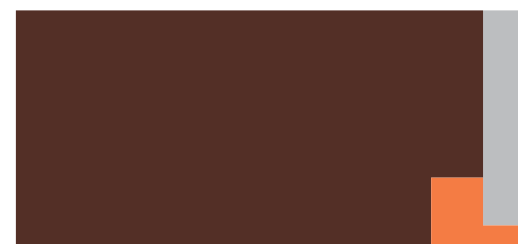
## FY18-20 (Average\*)



₹ 230  
Crore

Mining	98%
Ferroalloys	02%

## FY21



₹ 296  
Crore

Mining	87%
Ferroalloys	04%
Coke and Energy	09%

## FY22



₹ 996  
Crore

Mining	52%
Ferroalloys	20%
Coke and Energy	28%

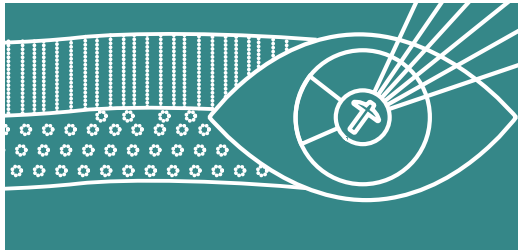
\*Arithmetic Average FY18-20 | Note – PBT excludes finance costs and unallocable expenses/income

# Values that Drive Us

## SANDUR is run by the ethos

"All that we get (earn) from the soil of Sandur in one form or the other should be primarily used to benefit Sandur"

**M.Y. GHORPADE**



Scientific Mining &  
Sustainable  
Operations

Employee  
Welfare &  
Development

Values

Environment  
Preservation &  
Community  
Development

Adherence to  
Highest Corporate  
Governance  
Standards

## Awards and Recognitions

Awarded 5-STAR rating every year since the introduction of Sustainable Development Framework (SDF)

Other prestigious awards include **National Safety Award (Mines)**, prizes secured during competition held by **Mines Safety Association Karnataka**, prizes secured during competition held by **Mines Environment & Mineral Conservation Association**, among others.



## Some of SMIORE's successful Welfare Programs

### Food Security Scheme

A food package for a family of 5 costs ₹ 145 against actual cost of ₹3,950, balance being absorbed by the Company.

### Subsidized LPG Cylinder

SMIORE provides subsidised LPG cylinders to a large subset of its employees with a 90% subsidy to prevent them from cutting trees for fuel.

### Housing Loan Subsidy

Interest subsidy on housing loans availed by employees.

### Other

Including clothes subsidy, marriage & festival gifts, medical care, sickness benefits, education & training facilities, housing & electricity, and many more.



# Mining - our mainstay

## Capacity Enhancement

Proposed to enhance manganese ore from 0.28 to 0.46 MTPA and iron ore production from 1.60 to 4.50 MTPA, duly complying with the parameters prescribed by the Hon'ble Supreme Court

Mining manganese and iron ores from two mining leases located in Sandur (Karnataka)

Fully-mechanized iron ore mining contributing to higher margins

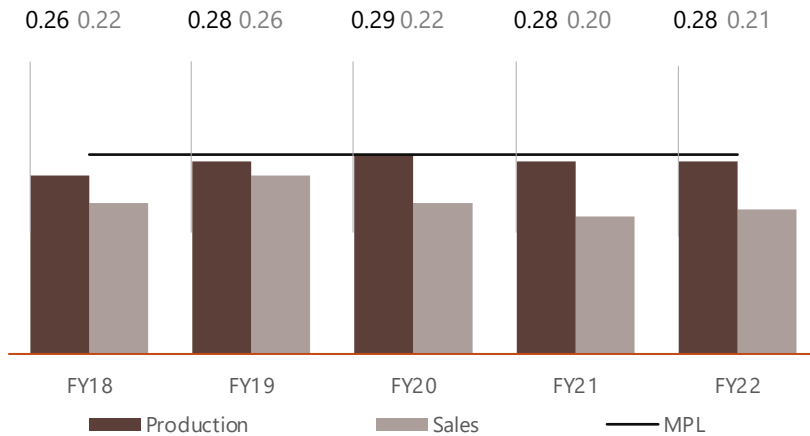
Semi-mechanized, labour-intensive manganese ore mining with relatively lower margins but generating large scale employment opportunities

Mining operations with one of the **best operating metrics & track record** in the Industry

Mining operations conducted with utmost respect for environment and adherence to regulatory norms of authorities

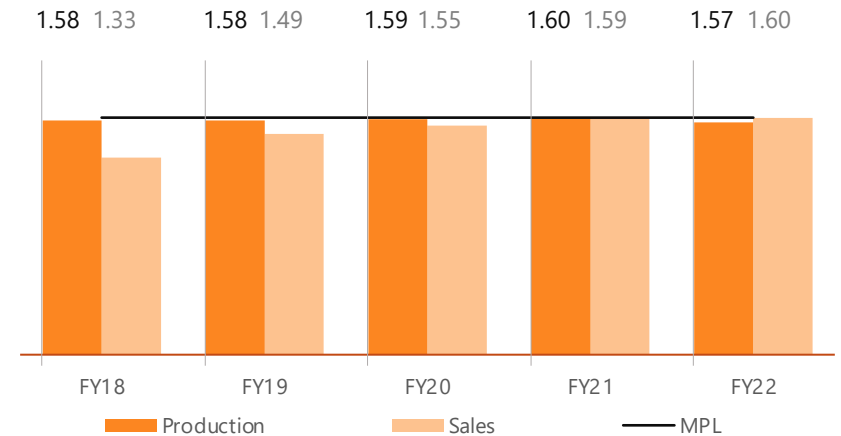
### MANGANESE ORE MINING OPERATIONS (MTPA)

0.28  
MTPA



### IRON ORE MINING OPERATIONS (MTPA)

1.60  
MTPA



# Ferroalloys - new and improved

Turned around ferroalloys operations in FY21 through feasible power generation

The combination of Coke Oven Plant and WHRB generates power as a by-product, thus leading to substantial savings by eliminating the need for thermal coal

Achieved a shift towards a cleaner source of energy from its previously used coal-based energy

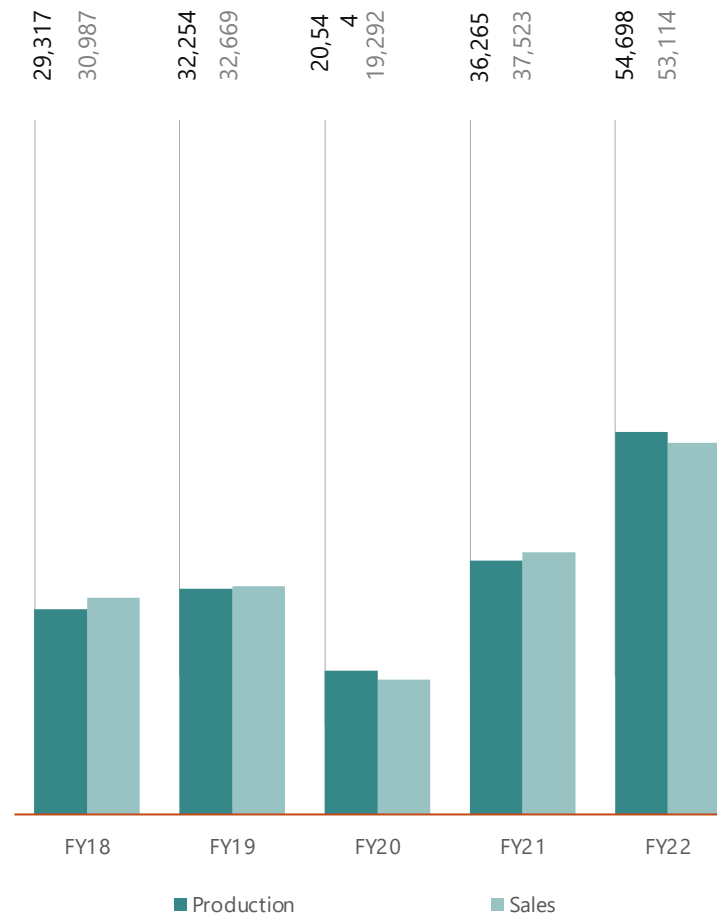
Effective power generation cost was reduced significantly post commissioning of WHRB



## Key products:

Silicomanganese and Ferromanganese

## FERROALLOYS MINING OPERATIONS (MTPA)



## CAPACITIES

FY22  
**95,000/  
1,25,000 TPA**  
(SiMn/FeMn)\*

FY21  
**48,000/  
66,000 TPA**  
(SiMn/FeMn)

FY20  
**32,000 TPA**

\*Note – Existing capacities are used primarily to produce SiMn/FeMn, hence capacity calculations are as per SiMn/FeMn. However, the Company plans to add new products, hence actual capacities may differ as per the product-mix.

# Coke and Energy - strengthening operations



March 2018

Started expansion work

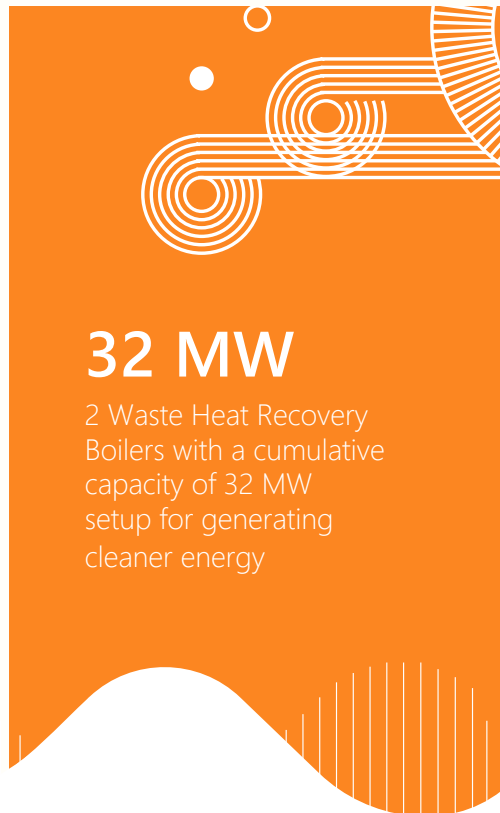
0.5 MTPA

4 Batteries with a cumulative capacity of 0.5 MTPA



18 January 2021

Fully commissioned Coke Oven



32 MW

2 Waste Heat Recovery Boilers with a cumulative capacity of 32 MW setup for generating cleaner energy





# Investment Rationale

## Stable & Growing Cash Flows

Through long-standing mining operations

## New and Improved Ferroalloys

Operations, contributing meaningfully to financial performance

## Disciplined Capital Allocation

Guided by strong parentage

## Strong Balance Sheet

With net-debt free status, supported by surplus liquidity



## Company With a Heart,

adhering to the highest standards of corporate governance and sustainability

## Emerging Integrated Player,

Merchant miner to hot metal & value-added products manufacturer, to enjoy benefits of higher conversion and margins



## Phase 2 CAPEX

Phase 2 CAPEX of Hot Metal & value-added DI Pipe facility commenced. It will integrate existing operations further while delivering new growth drivers

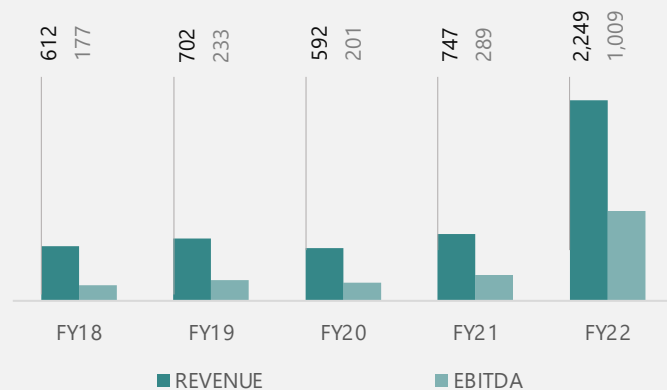




# Key Performance Indicators

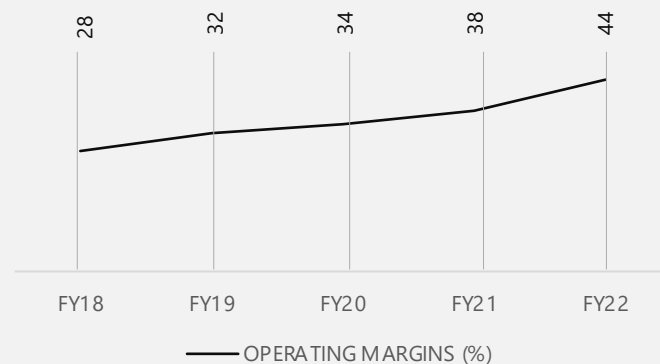
## REVENUE, EBITDA

(₹ IN CRORE)



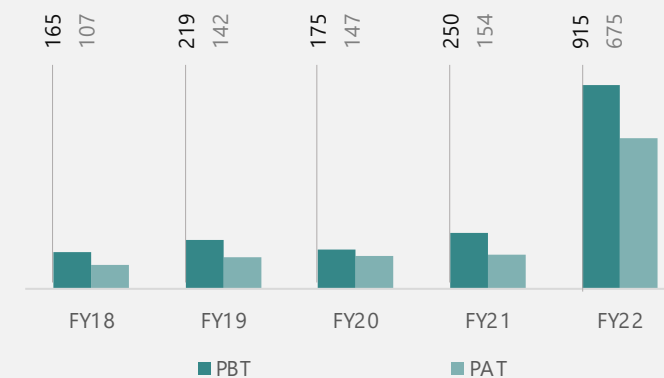
## EBITDA MARGINS

(IN %)



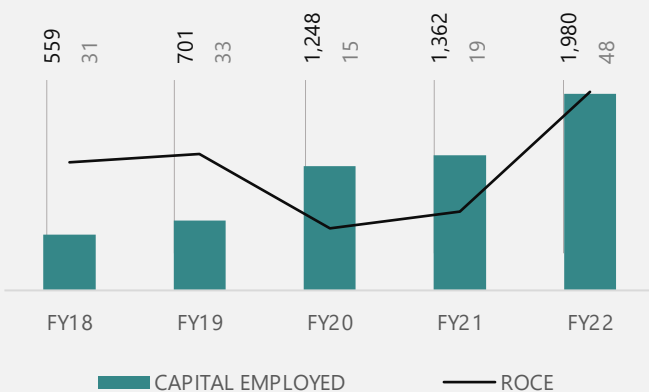
## PBT & PAT

(₹ IN CRORE)



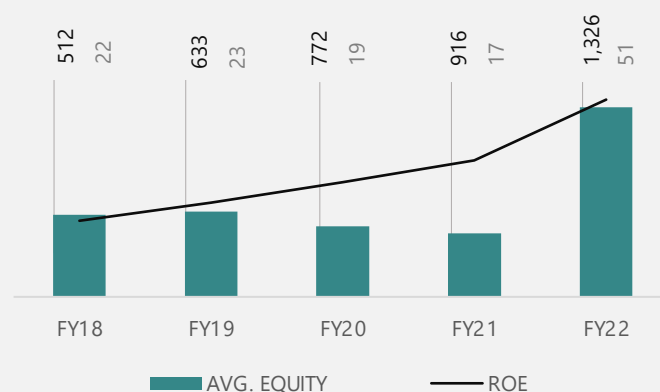
## CAPITAL EMPLOYED, ROCE

(IN % &amp; ₹ IN CRORE)



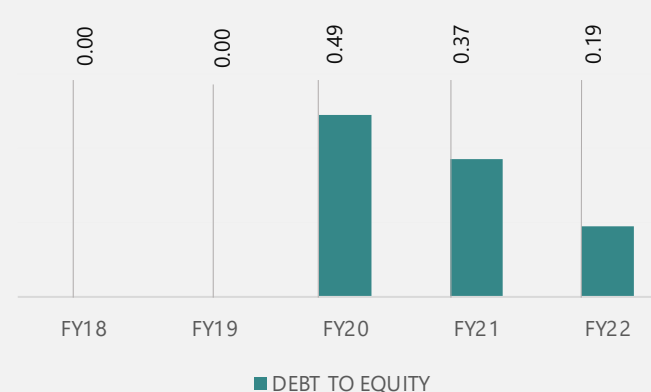
## EQUITY, ROE

(IN % &amp; ₹ IN CRORE)



## GROSS DEBT TO EQUITY

(IN TIMES)



## Q3FY23 Operational Highlights

## MANGANESE ORE



## IRON ORE



## FERROALLOYS



## COKE



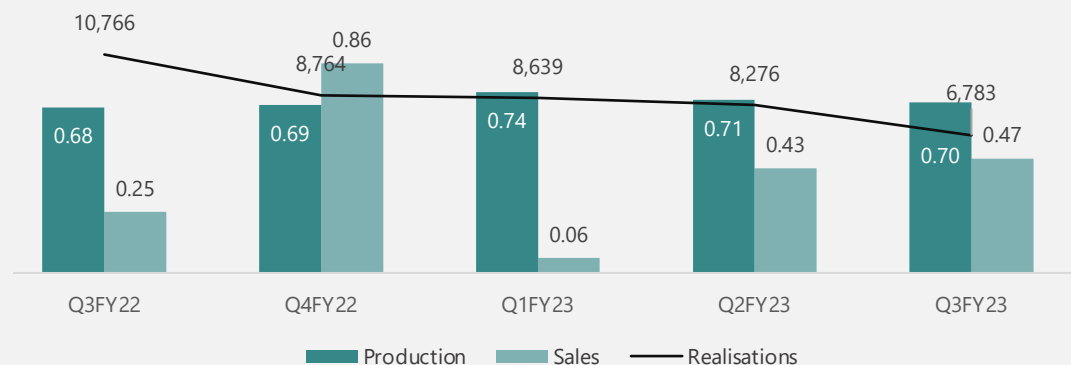
Production	<b>0.70</b> Lakh Tonne	<b>4.05</b> Lakh Tonne	<b>15,254</b> Tonne	<b>0.36*</b> Lakh Tonne
Sales	<b>0.47</b> Lakh Tonne	<b>4.15</b> Lakh Tonne	<b>14,063</b> Tonne	<b>0.34</b> Lakh Tonne
YoY Sales Volume	<b>89%</b>	<b>43%</b>	<b>20%</b>	<b>(51%)</b>
QoQ Sales Volume	<b>9%</b>	<b>164%</b>	<b>0%</b>	<b>(48%)</b>
Average/Tonne Realization	<b>₹6,783/-</b>	<b>₹2,407/-</b>	<b>₹69,977/-</b>	<b>₹40,318/- **</b>
QoQ Change in Realizations	<b>(18%)</b>	<b>(18%)</b>	<b>(7%)</b>	<b>(6%)</b>
Realization Remarks	<b>Decrease</b>	<b>Decrease</b>	<b>Marginal Decrease</b>	<b>Marginal Decrease</b>
Sales Volumes Remarks	<b>Significant Increase</b>	<b>Significant Increase</b>	<b>Increase</b>	<b>Decrease in Sale Volume Increase in Contract Mfg. Volume</b>

\*Excludes production under contract manufacturing of 0.85 Lakh tonnes during the quarter.  
 \*\*Excludes conversion & screening income under contract manufacturing of ₹19.15 Crore during the quarter.

# Q3FY23 Segment Highlights

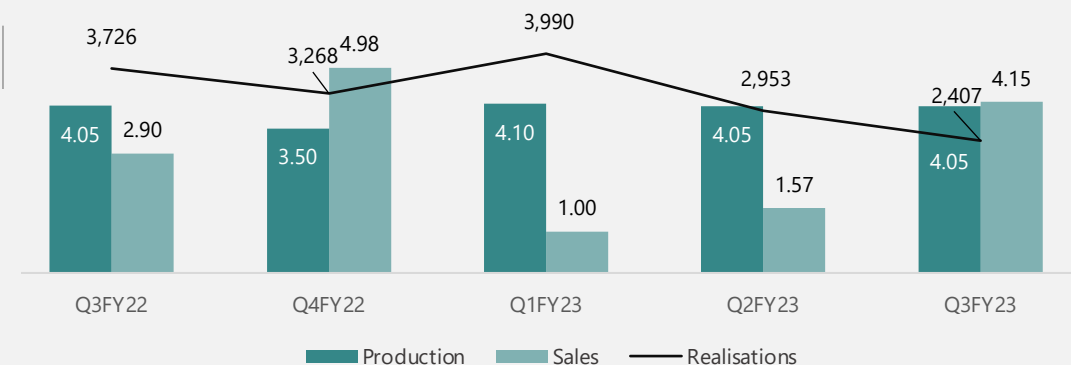
## MANGANESE ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



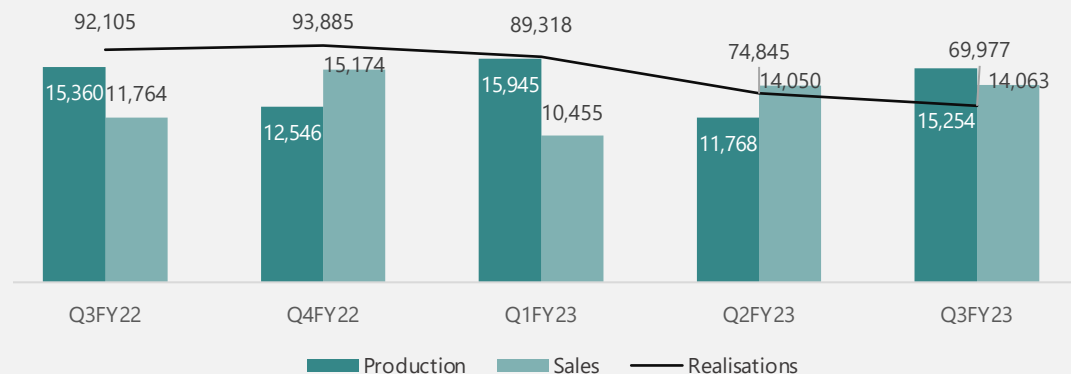
## IRON ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes &amp; ₹/Tonne)



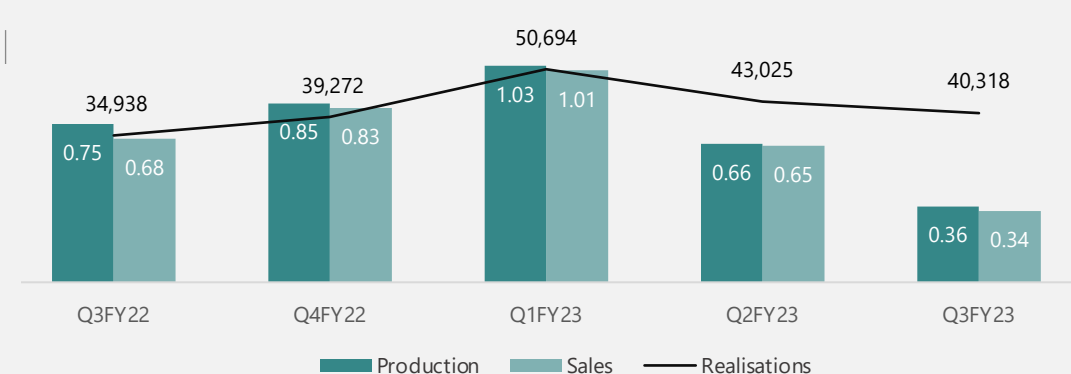
## FERROALLOYS OPERATIONAL PERFORMANCE

(Tonnes &amp; ₹/Tonne)



## COKE OPERATIONAL PERFORMANCE




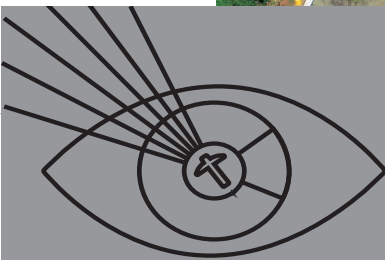
(Lakh Tonnes &amp; ₹/Tonne)



Note: Coke Production Data excludes production under contract manufacturing of 0.85 Lakh tonnes during the quarter. Realisations exclude conversion & screening income under contract manufacturing of ₹19.15 Crore during the quarter.

# Q3FY23 Financial Highlights



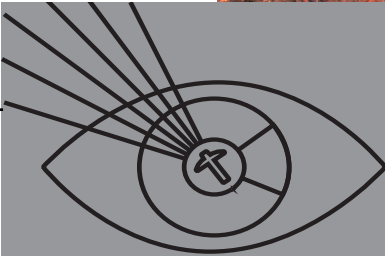
(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure
Growth (YoY)	(20%)	(60%)	(62%)	<div>400</div> <div>Total Income</div> 
Growth (QoQ)	(19%)	49%	88%	<div>79</div> <div>EBITDA</div> 
Margin		20%	10%	<div>41</div> <div>PAT</div> 
Margins Expansion/ (Contraction) (YoY)		(1,994 bps)	(1,153 bps)	
Gross Debt/Equity				<div>0.15</div>  <div>1,760</div> <div>Shareholders Funds</div>



# 9MFY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure	
Growth (YoY)	0.3%	(74%)	(78%)		<div>1,560</div> <div>Total Income</div> 
Margin		13%	6%		<div>200</div> <div>EBITDA</div> 
Margins Expansion/ (Contraction) (YoY)		(3,704 bps)	(2,205 bps)		<div>97</div> <div>PAT</div>
Gross Debt/Equity				0.15	 <div>1,760</div> <div>Shareholders Funds</div>

# Q3FY23 Management Commentary



Progressing well on Phase 2 CAPEX of DI Pipe & Pig Iron project.

**BAHIRJI A. GHORPADE**  
MANAGING DIRECTOR

## Mining

As communicated earlier, we have increased offering our mined ore from Q3 onwards. While we have witnessed a quarter-on-quarter increase in sale of mining volumes, for both manganese ore & iron ore, we haven't cleared all our inventories from the previous quarters. We are confident of completing the sale of all the stocks in the coming quarter so as to meet our annual targets. On the realisation front, there was compression in both the products, in line with the global pricing trends.

## Mining Expansion

On the mining expansion front, post a successful public hearing in December 2022 and subsequent recommendation of the proposal by the Expert Advisory Committee, the Company is expecting Environment Clearance soon. Once all approvals are in place, we can proceed with the beneficiation project as well.

## Ferroalloys

On the ferroalloys front, we witnessed further compression in realisations and consequently profitability margins due to industry-wide decrease in realisations of silicomanganese. The continued adverse conditions of the steel manufacturing industry have trickled down to the ferroalloys industry as well. The Company is attempting to curtail the impact on realisations by optimising the product-mix, to the extent possible.

As far as the expansion of this segment goes, we are on track to complete furnace refurbishment before the end of this financial year. On the power front, we are expecting offtake from our renewable power project from April onwards. Post commissioning, we will be able to effectively utilise our 95,000/ 1,25,000 TPA (SiMn/ FeMn) capacity.

## Coke and Energy

After a particularly challenging H1, we have witnessed a marginal comeback in this segment in Q3. Some portion of higher-cost inventories have partly affected our performance in Q3 as well, however almost all the high-cost inventory has been cleared now and fresh procurement is at competitive rates. We have reduced our exposure to Coke volatility with higher production under contract manufacturing arrangements during the quarter. Going forward as well the Company will keep an optimum mix of direct sales and contract manufacturing arrangements.

## Phase 2 CAPEX

### DI Pipe & Pig Iron

After initial ground breaking, site preparation and levelling works at the project site, the Company has commenced placing orders for procurement of equipment. With all major approvals in place, we are positively progressing as per the plan.

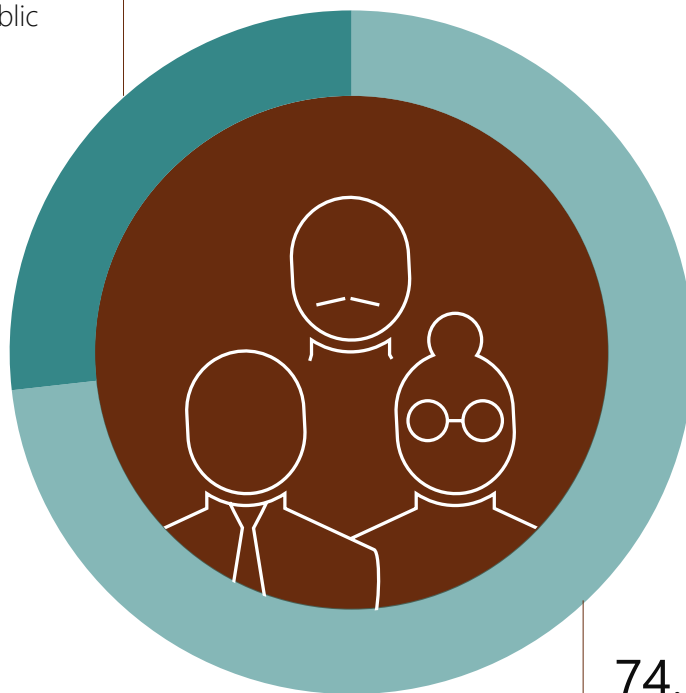
# Corporate Information

## SHAREHOLDING SUMMARY

(IN %)

25.63

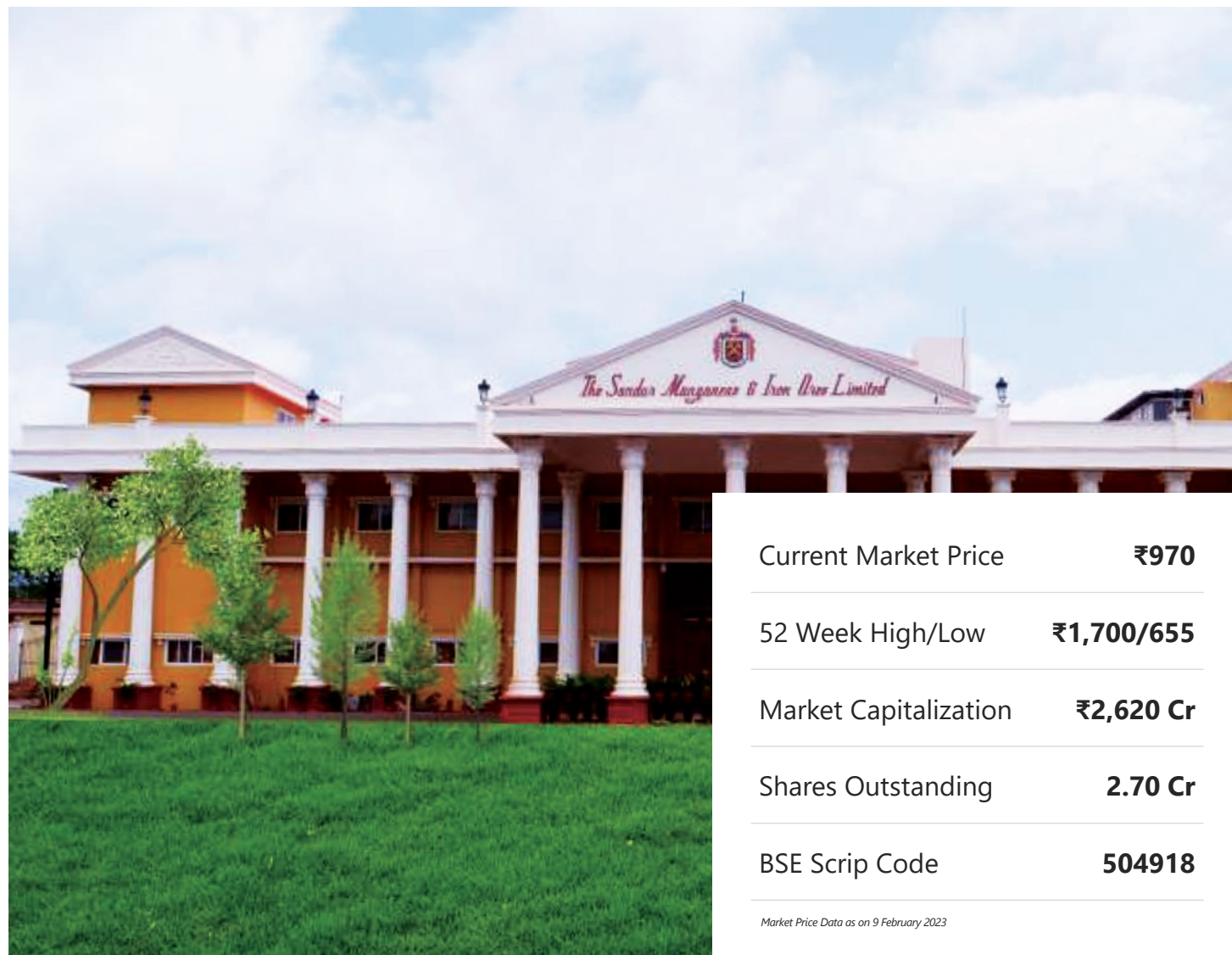
Public



74.37

Promoters

Shareholding Data as on 31 December 2022



Current Market Price	₹970
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52 Week High/Low	₹1,700/655
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Market Capitalization	₹2,620 Cr
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Shares Outstanding	2.70 Cr
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BSE Scrip Code	504918
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Market Price Data as on 9 February 2023

# Safe Harbor

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THE SANDUR MANGANESE &  
IRON ORES LIMITED

## Get in touch

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