

The Sandur Manganese & Iron Ores Limited

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

CIN: L85110KA1954PLC000759; Website: 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

20 May 2022

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

Dear Sir/Madam,

Sub: Investor Presentation in connection with Audited Financial Results for quarter and year ended 31 March 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 Audited Financial Results for quarter and year ended 31 March 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

MAY 2022

THE SANDUR MANGANESE &
IRON ORES LIMITED



The Sandur Manganese & Iron Ores Limited

FY22 Investor Presentation



20
22

Contents



01

SLIDE 03

About SANDUR

02

SLIDE 12

Business Verticals Review

03

SLIDE 18

Growth Drivers

04

SLIDE 20

Conclusion

05

SLIDE 24

Financial Review

06

SLIDE 29

Q4FY22 Performance
Highlights

01

About SANDUR

SLIDE 04

History and Background

SLIDE 05

SANDUR at a Glance

SLIDE 06

Operational Units

SLIDE 07

Business Canvas

SLIDE 10

Improving Profit Profile

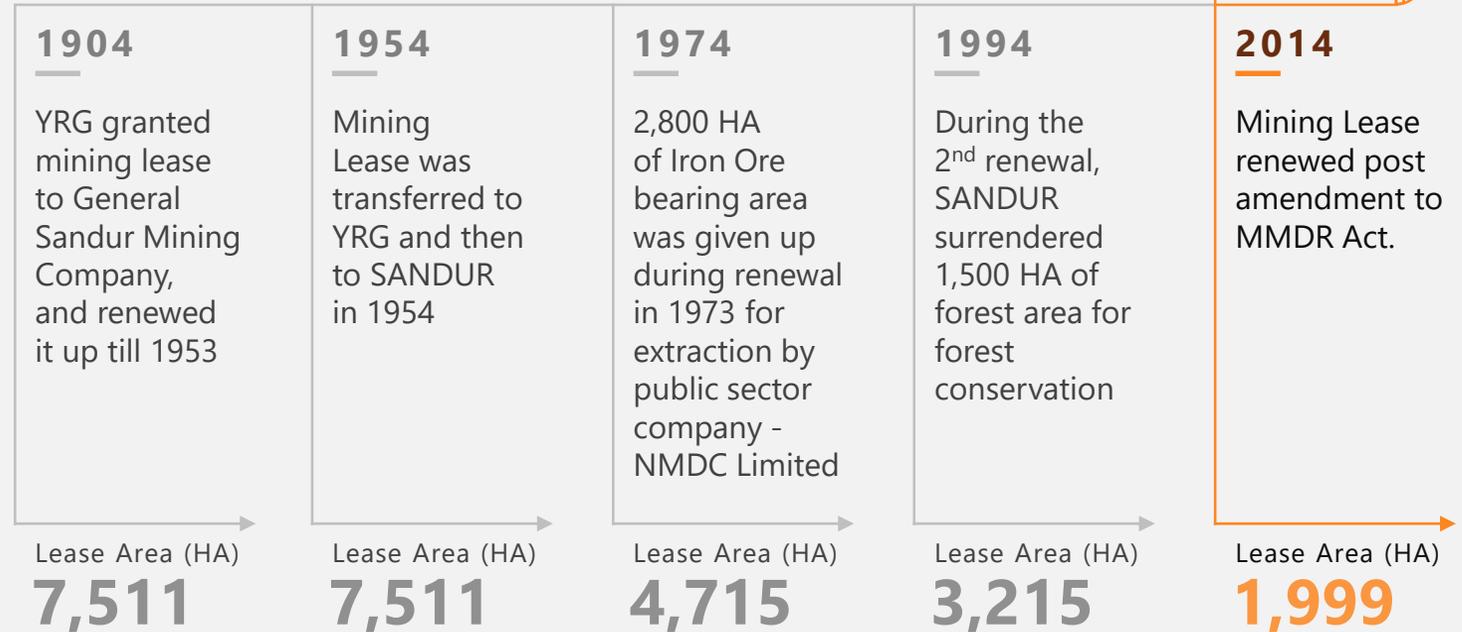
SLIDE 11

Values that Drive Us

History and Background

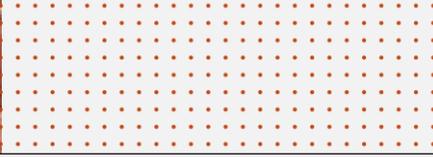
- Manganese was discovered in the hills of Sandur as early as 1838.
- Mining operations in the present lease area dates back to 1907.
- Erstwhile ruler of Sandur, Shri Y. R. Ghorpade (YRG) granted the mining lease over an area of 7,511 hectares to a Belgian company named General Sandur Mining Company for 25 years in 1904 and then renewed for another 25 years up till 1953.
- Mining lease was transferred to YRG in 1954, after which, he transferred the lease to The Sandur Manganese & Iron Ores Limited, which was founded by his eldest son Shri M. Y. Ghorpade, for professional management and scientific development of the mines.
- In 1964 the Company was converted into a Public Limited Company and was listed on BSE in 1966 to establish Electro Metallurgical Industry (Ferroalloy operations). This plant was setup in Vyasankere during 1968.

HISTORY OF SANDUR'S MINING LEASES



At present, SANDUR has 2 Mining Leases valid up to 31 December 2033, over an area of 1,999 HA with estimated reserves of about 14 MT of Manganese Ore and 110 MT of Iron Ore.

SANDUR at a Glance



6+ decade as **one of the most respected private-sector Merchant Miner** of Manganese and Iron Ores



3rd Largest Manganese Ore miner in India



Upon the introduction of rating based on Sustainable Development Framework (SDF) by the Government of India, SANDUR was the only Mining Lessee in the State of Karnataka to have received 5 star award and was one among the three iron ore Mining Lessees in the country. **Thereafter, SANDUR has been continuously receiving the award every year.**



Vast mining reserves coupled with long term leases (up to 2033)

IRON ORE
110 MT

MANGANESE ORE
14 MT

| VALUABLE ASSETS | EXTERNAL SALE : CAPTIVE CONSUMPTION [^] | FY22 REVENUE SHARE |
|---|--|--------------------|
| MANGANESE ORE  | 74% : 26% | 6% |
| IRON ORE  | 100% : 00% | 31% |
| FERROALLOYS  | 100% : 00% | 20% |
| COKE AND ENERGY  | 97% : 3% 4% : 96% | 43% |

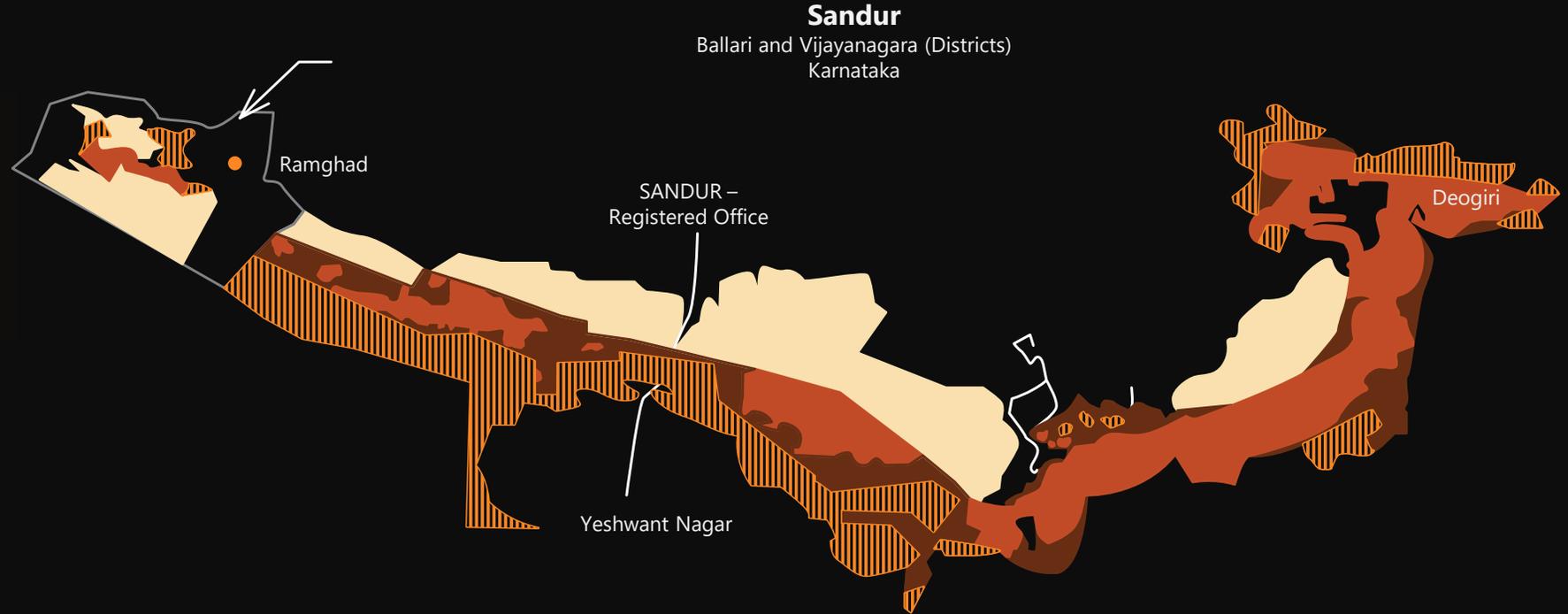
[^]Note – Unsold inventory is categorized in External Sales



Operational Units

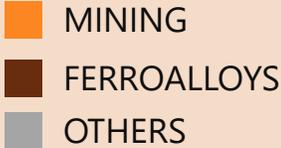
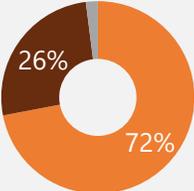
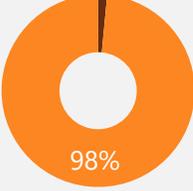


- Mining Leases (Deogiri, Kammathuru, Subbarayana Halli and Ramghad)
- Ferroalloy Plant, Power Plant, Coke Oven Plant (Vyasankere)



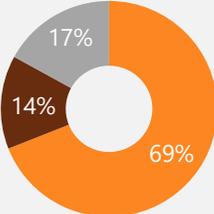
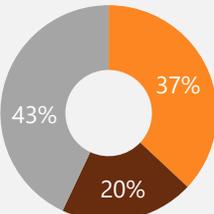
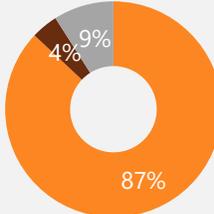
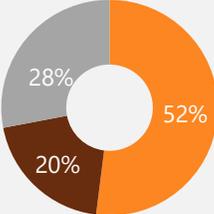
| | | | |
|---|--|----------------------------------|---------------------------------|
| <p>ORIGINAL LEASE (7,511 HA)</p> <p>AREA DELETED IN 1973 (2,800 HA)</p> | <p>FIRST RENEWAL (4,715 HA)</p> <p>AREA DELETED IN 1993 (1,516 HA)</p> | <p>SECOND RENEWAL (2,006 HA)</p> | <p>THIRD RENEWAL (1,999 HA)</p> |
|---|--|----------------------------------|---------------------------------|

Business Canvas (BEFORE, TILL FY20)

| |  Mining |  Ferroalloys and Power |
|---|--|---|
| BUSINESS SEGMENTS | <ul style="list-style-type: none"> ▪ 0.28 MTPA Manganese (Mn) Ore Capacity ▪ 1.60 MTPA Iron Ore Capacity | <ul style="list-style-type: none"> ▪ 32,000 TPA Ferroalloys Capacity ▪ 32 MW Coal-based Thermal Power Plant |
| TRAITS | <ul style="list-style-type: none"> ▪ Asset-light and high ROCE ▪ Cost-efficient operations resulting in high OPM and significant operating-leverage ▪ Generating consistent Free Cash Flows | <ul style="list-style-type: none"> ▪ Power-intensive operations ▪ Marginally profitable segment due to unfeasible cost of power generation ▪ Drag on overall financial performance till FY20 |
| REVENUE & PBIT CONTRIBUTION  | FY18-20 REVENUE CONTRIBUTION* (IN %)  | FY18-20 PBT[^] (IN %)  |

*3Y Cumulative Revenue FY18-20 | [^]3Y Cumulative PBT FY18-20 (excluding unallocable expenses)

Business Canvas (AT PRESENT, FY21 & FY22)

| |  Mining |  Ferroalloys |  Coke and Energy | |
|--|--|--|---|--|
| BUSINESS SEGMENTS | <ul style="list-style-type: none"> 0.28 MTPA Mn Ore Capacity 1.60 MTPA Iron Ore Capacity | <ul style="list-style-type: none"> 95,000 TPA/ 1,25,000 TPA (Silicomanganese/Ferromanganese) Ferroalloys Capacity | <ul style="list-style-type: none"> 0.5 MTPA Coke Oven Plant 32 MW WHRB based Power Generation Assets | |
| TRAITS | <ul style="list-style-type: none"> Asset-light and high ROCE Cost-efficient operations resulting in high OPM and significant operating-leverage Generating consistent Free Cash Flows | <ul style="list-style-type: none"> Power-intensive operations supported by WHRB, leading to better & sustainable profitability current year onwards | <ul style="list-style-type: none"> Coke Oven & WHRB generating power as a valuable by-product Coke sold in markets & via contract manufacturing In future, Coke may be used captively to support production of hot metal | |
| REVENUE & PBIT CONTRIBUTION | <p>FY21 REVENUE CONTRIBUTION (IN %)</p>  | <p>FY22 REVENUE CONTRIBUTION (IN %)</p>  | <p>FY21 PBT ^ (IN %)</p>  | <p>FY22 PBT ^ (IN %)</p>  |

^FY21 & FY22 PBT (excluding unallocable expenses)

Business Canvas (GOING FORWARD)

| |  Mining |  Ferroalloys |  Coke, Energy, DI Pipes & Pig Iron |
|--------------------------|--|---|---|
| EXISTING CAPACITY | <ul style="list-style-type: none"> ▪ 0.28 MTPA Mn Ore Capacity ▪ 1.60 MTPA Iron Ore Capacity | <ul style="list-style-type: none"> ▪ 95,000 TPA/1,25,000 TPA* (Silicomanganese/ Ferromanganese) Ferroalloys Capacity | <ul style="list-style-type: none"> ▪ 0.5 MTPA Coke Oven Plant ▪ 32 MW WHRB based Power Generation Assets |
| TRAITS | <ul style="list-style-type: none"> ▪ Asset-light and high ROCE ▪ Cost-efficient operations resulting in high OPM and significant operating-leverage ▪ Generating consistent Free Cash Flows | <ul style="list-style-type: none"> ▪ Self-sustainable & profitable ferroalloys operations | <ul style="list-style-type: none"> ▪ Long-term vision of growth ▪ Mitigates sustainability concerns as a pure-play merchant miner ▪ Forward integration into value-added end-products – to begin with DI Pipes. |
| EXPANSION | <ul style="list-style-type: none"> ▪ Further expansion of mining operations planned ▪ 4.50 MTPA Iron Ore capacity enhancement from existing 1.6 MTPA ▪ 0.46 MTPA Manganese Ore capacity enhancement from existing 0.28 MTPA ▪ 7 MTPA Iron Ore Beneficiation unit Capacity | <ul style="list-style-type: none"> ▪ Company is evaluating suitable projects/arrangements to cater to the increase in future power requirement due to this expansion | <ul style="list-style-type: none"> ▪ 0.40 MTPA Hot Metal Plant with associated facilities ▪ 0.30 MTPA DI Pipe Plant and 0.20 MTPA Pig Iron Plant (combined maximum output 0.4 MTPA) ▪ Integrated Operations (with captive Coke & Iron Ore) |

*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



▪ **Diversification** in profit profile of the Company

FY18-20 (Average*)
(%)



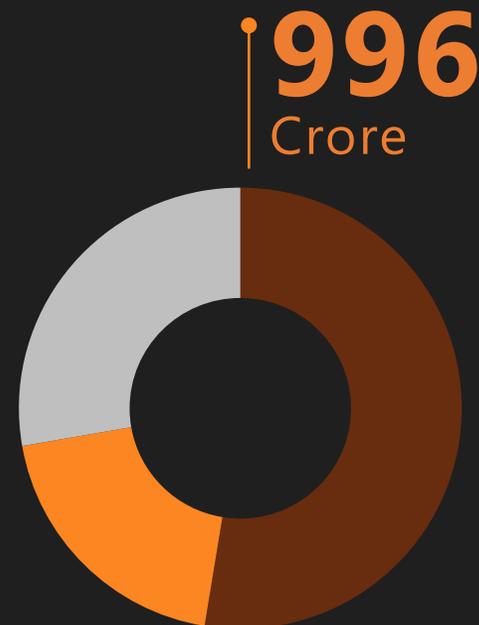
| | |
|-------------|-----|
| Mining | 98% |
| Ferroalloys | 02% |

FY21
(%)



| | |
|-----------------|-----|
| Mining | 87% |
| Ferroalloys | 04% |
| Coke and Energy | 09% |

FY22
(%)



| | |
|-----------------|-----|
| 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



SANDUR believes in reaching out to underprivileged community, addressing challenges that improve **"quality of life"**.



Some of SANDUR's successful Welfare Programs:

- **Food Security Scheme:** For the last 5 decades, SANDUR is providing a basket of food grains for all its employees which contains essential food commodities at prices prevalent in 1972. A food package for a family of 5 costs ₹ 145 against actual cost of ₹3,500; balance being absorbed by the Company.
- **Subsidized LPG Cylinder:** To prevent cutting of trees by the employees for fuel, SANDUR has been providing subsidized LPG cylinders (with 90% of subsidy) to a large category of employees. Effectively an employee pays only ₹99 per cylinder.
- **Housing Loan Subsidy:** SANDUR encourages employees to build their own homes by extending interest subsidy on housing loans availed by employees. An employee effectively pays 1% interest and the balance interest is borne by SANDUR.
- **Other** employee welfare amenities include – Cloth Subsidy, marriage & festival gifts, medical care, sickness benefits, education & training facilities, housing & electricity, and many more.



Inspired from its rich heritage and strong parentage, SANDUR takes pride in being a responsible mining Company.



SANDUR lays special emphasis on scientific mining, safety, environment protection and afforestation. Going forward, SANDUR is giving emphasis on sustainable development framework.



For over 6 decades SANDUR has undertaken crucial and essential development work in areas of - **Education, Healthcare, Sanitation, Community Development, Housing, Environment and Infrastructure.**

02

Business Verticals Review



**Vasudeva Committee Report,
1965**

“Although in case of a large number of mines, the mining operations do not follow any concerted or well thought out plan of development, there are a few bright exceptions. For example, the group of mines controlled by Manganese Ore India Ltd., M/s. Sandur Manganese & Iron Ores Ltd., and few other companies have planned the layout of their mines in a systematic manner.”

SLIDE 13

Mining

SLIDE 17

Coke and Energy

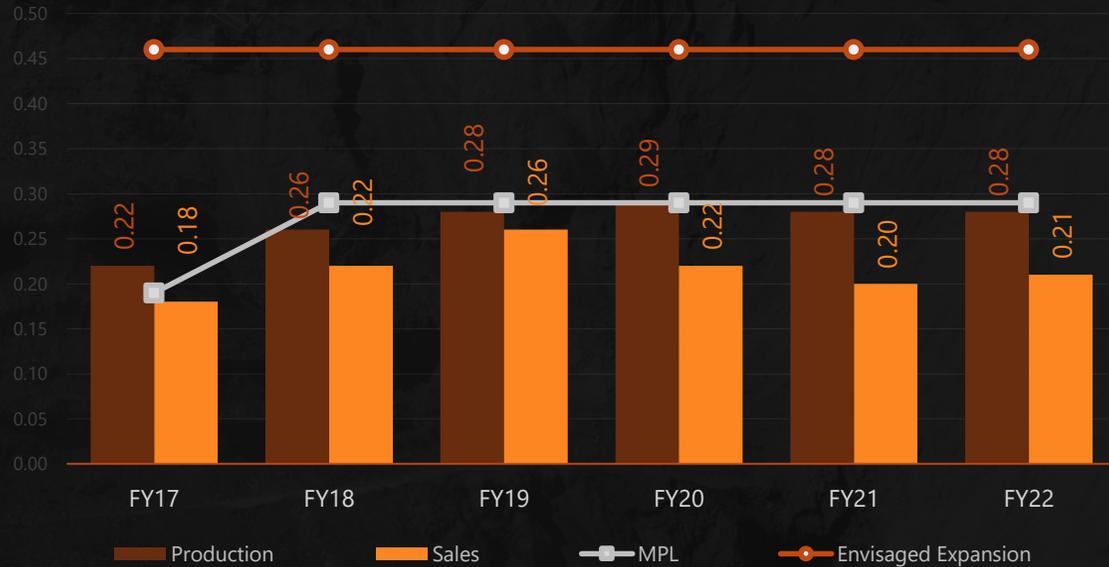
SLIDE 15

Ferroalloys

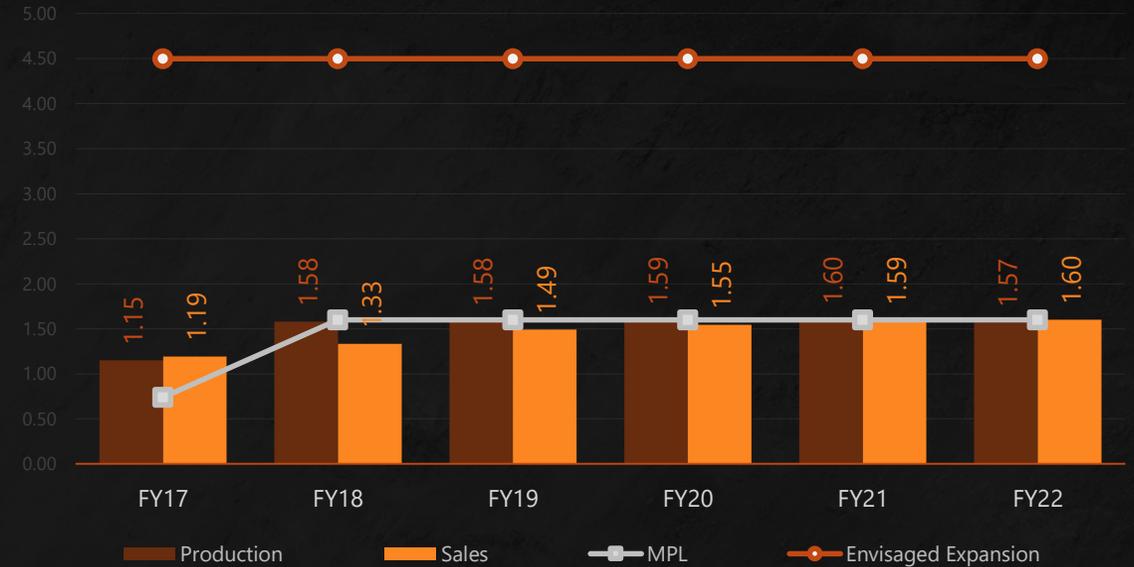
Mining – our mainstay

- 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
- Currently producing 0.28 MTPA of manganese ore and 1.60 MTPA of iron ore as per the prescribed limits
- 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

MANGANESE ORE MINING OPERATIONS (MTPA)



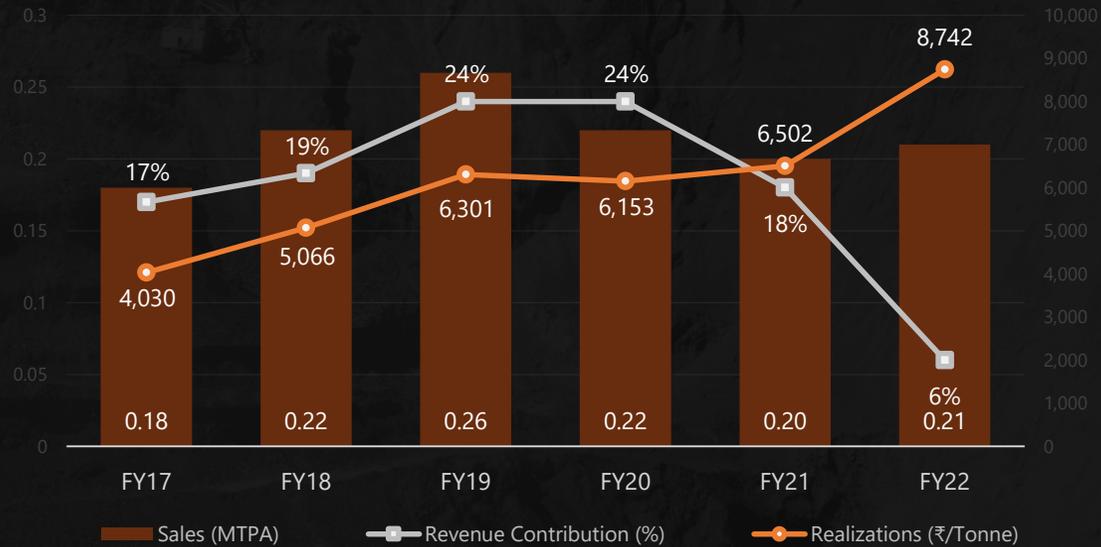
IRON ORE MINING OPERATIONS (MTPA)



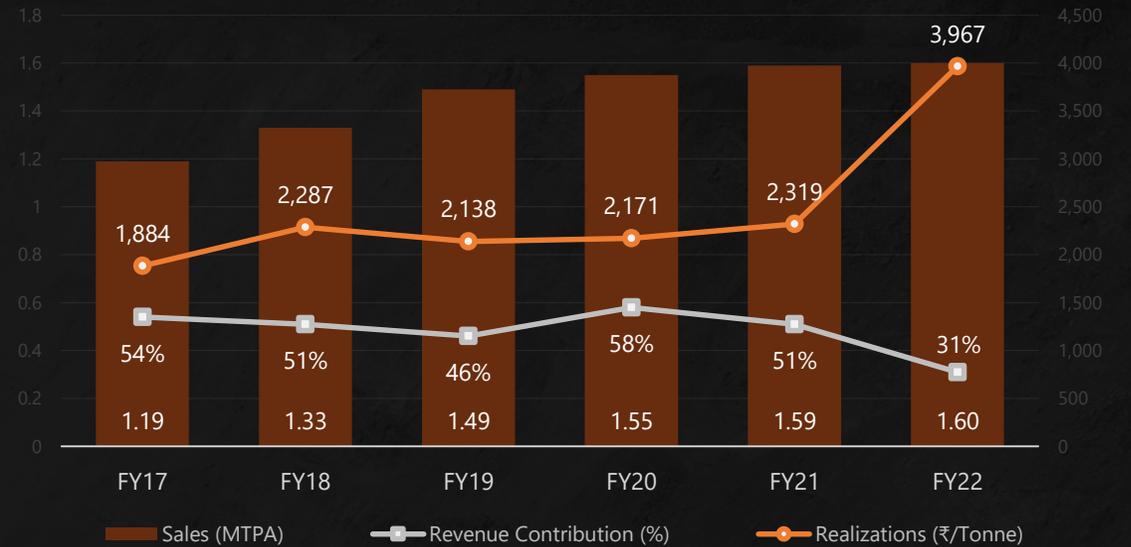
Mining – our mainstay

- Consistent Free Cash Flow generated from mining operations
 - 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
- During Karnataka’s Mining Scam (2011) Lokayukta did not find any illegalities with SANDUR’s Mining Leases. Joint Team and the Central Empowered Committee constituted by the Hon’ble Supreme Court have in their report dated 10th November 2012, reported as:
 - i. *the owners of the lessee Company have voluntarily handed over more than 2,000 hectares of forest land owned by them, which has no parallel in the State,*
 - ii. *the lessee Company has an excellent track record of undertaking mining operations in accordance with the law*

MANGANESE ORE SALES, REVENUE CONTRIBUTION & REALISATIONS



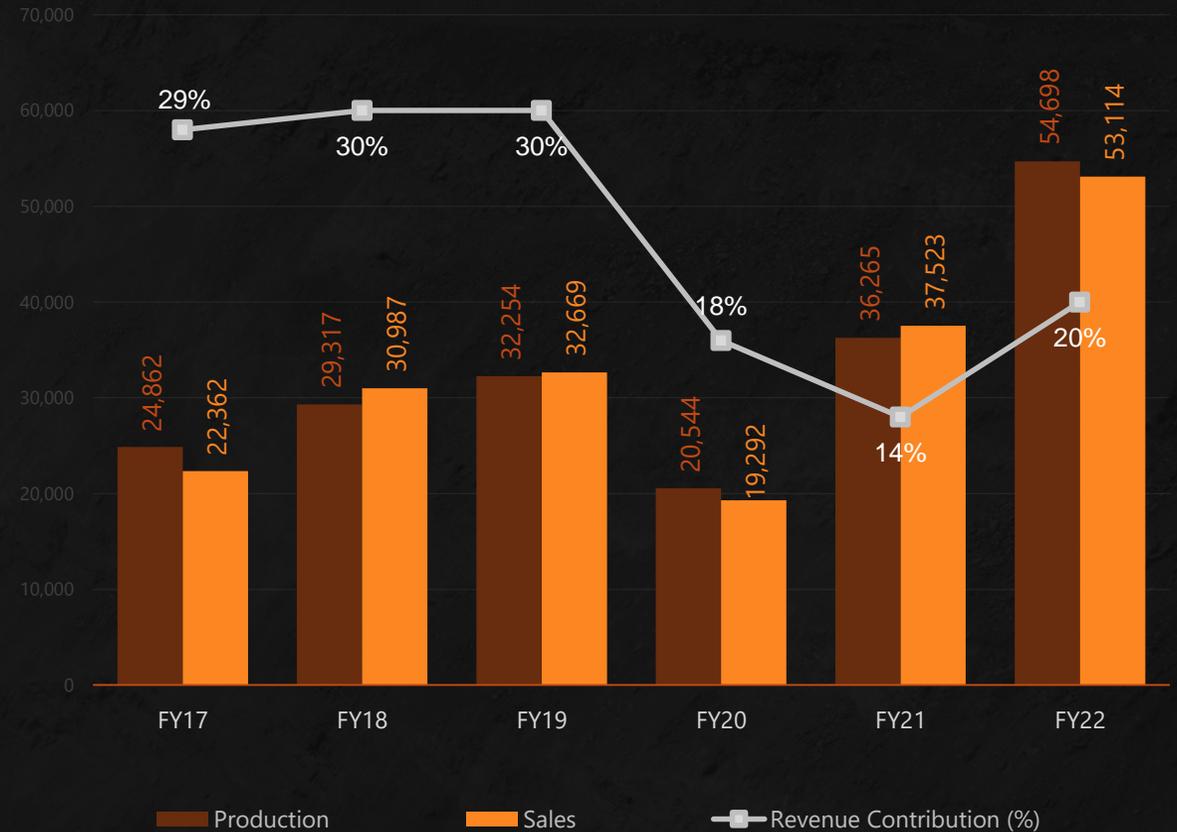
IRON ORE SALES, REVENUE CONTRIBUTION & REALISATIONS



Ferroalloys - history

- Established in 1968 at Vyasanakere (near Hosapete), with assurance and agreement with the State Electricity Board for supply of adequate power at viable rates.
- Commenced production of foundry grade pig iron.
- In 1977, SANDUR setup two additional 20 MVA furnaces venturing into the production of Ferroalloys such as Ferromanganese, Ferrosilicon and Silicomanganese.
- By 1980s, SANDUR was recognised as one of the finest metallurgical plants in India.
- By 1990s, operations ran into trouble and turned unviable due to inadequate supply of power coupled with unviable rates.
- Ferroalloy operations shut between 2000-07.
- Setup of captive 32 MW thermal power plant to supplement operations of ferroalloys division.
- Reduced dependency on the State Electricity Board for supply of power but couldn't address the cost-feasibility concern.
- To address the power supply issue, while also addressing the upcoming Coke demand for the Hot Metal plant, SANDUR setup a combination of Coke Oven plant and Waste Heat Recovery Boilers – WHRB (to produce energy as by-product).

FERROALLOYS OPERATIONS (TPA)



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
- In addition, shift to a cleaner source of energy from its previously used coal-based energy
- Effective power generation cost reduced significantly post commissioning of WHRB
- Key product – Silicomanganese and Ferromanganese



FY20

32,000 TPA

FY21

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

FY22

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

**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



- Started expansion work in **March 2018**



- Fully commissioned Coke Oven on **18th January 2021**



- 4 Batteries with a cumulative capacity of **0.5 MTPA**



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



Growth Drivers

SLIDE 19

Phase 1 CAPEX



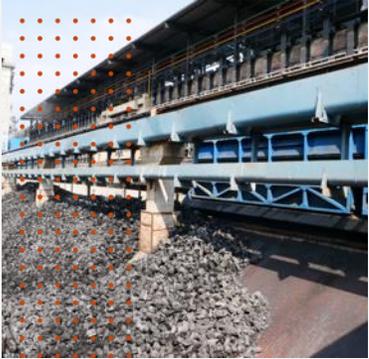
CEC & Joint Team

Constituted by Hon'ble Supreme Court of India, 2011-2012

"It is observed that (a) the joint team has not found any illegality vis-a-vis the sanctioned lease boundaries (b) the owners of the Lessee Company have voluntarily handed over more than 2000 ha of forest land owned by them to the State Government and which has no parallel in the State, and (c) the Lessee Company has an excellent track record of undertaking mining operations in accordance with the law."

Phase 1 CAPEX

Coke Oven Plant



Fully-commissioned on 18th January 2021

- First 2 batteries commissioned in January 2020
- Remaining 2 batteries commissioned in November 2020

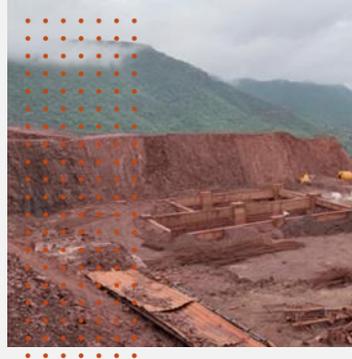
Waste Heat Recovery Boilers



Fully-commissioned on 18th January 2021

- First boiler commissioned in February 2020
- Second boiler commissioned in December 2020

Downhill Conveyor



- Electrical Works - 100% completed
- Structural Fabrication – 100% completed
- Civil Works – 68% completed
- Will lead to higher realizations as product will be delivered directly at railway siding

Roads Project



- Public Road (14 km) – 83% completed
- Connecting Roads (20.4 km) 30% completed
- Will further lead to environment friendly mining operations

Housing Project



Deogiri
Proposed - 96 Quarters
100% completed

SB Halli
Proposed - 96 Quarters
100% completed

- Superior infrastructure for work force

044

“

Mahatma Gandhi

“Sandur is an oasis in a desert.... The Ruler of a small State (Sandur) in South India has thrown open his temples to the Harijans. The heavens have not fallen.”

Conclusion

SLIDE 21

Investment Rationale

SLIDE 22

Strong Parentage

Investment Rationale



Stable & Growing Cash flows through long-standing mining operations



New and improved ferroalloys operations, reducing overhang on financial performance



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



Phase 2 CAPEX plans in place, integrating existing operations further while delivering new growth drivers



Disciplined capital allocation guided by strong parentage



Company with a heart, adhering to the highest standards of corporate governance

Strong Parentage



Y. R. GHORPADE
FOUNDER

- His Highness Yeshwantrao Hindurao Ghorpade (1908-1996)
- Founder (1954)
- Chairman and Managing Director (up to 1996)
- Y R Ghorpade was the former ruler of Sandur State.



M. Y. GHORPADE
PATRON

- Murarirao Yeshwantrao Ghorpade (1931 – 2011)
- Administrative Officer
- Joint Managing Director
- Managing Director
- Chairman and Managing Director (up to 1999)
- Chairman Emeritus (up to 2011)
- M. Y. Ghorpade on his return from Cambridge was in SANDUR and then had a political career. He served as Finance Minister and Panchayat Raj & Rural Development Minister also.



S. Y. GHORPADE
CHAIRMAN EMERITUS

- Chairman and Managing Director (up to 2017)
- Chairman (up to 2020)

S. Y. Ghorpade is a Metallurgical Engineer from the Colorado School of Mines, USA. He has been associated with the Company for 54 years and continues his contributions as Chairman Emeritus. His pioneering contribution for almost three decades towards the Metal and Ferroalloy Plant development since its inception in 1967 is incredible. It can be considered that the plant is what it is today because of S. Y. Ghorpade's principles, scientific and systematic procedures and performance-oriented approach. Under his leadership, the Company steered through the most demanding challenges such as Power Cost crisis, BIFR and Honorable Supreme Court's mining suspension.



T.R. RAGHUNANDAN
CHAIRMAN

Raghunandan is a specialist in formulating policies, decentralisation and anti-corruption. He has about three decades of experience in executive management, corporate management and policy-making positions in the state and union governments. His contribution towards rural development and panchayat raj policies' formulation and implementation is remarkable. He is also a consultant and advisor to international development agencies, governments and non-profit institutions, such as UNDP, the Swiss Development Corporation and other prestigious foundations. He is the Director and Co-founder of Avantika Foundation, a non-profit organisation engaged in building the Museum of Movement, which is an effort to showcase India's romance with transport. He is a avid vintage car enthusiast and restorer.



BAHIRJI A. GHORPADE
MANAGING DIRECTOR

Bahirji A. Ghorpade is a graduate in Commerce with a specialisation in Finance from Christ University, Bengaluru. Having completed his Company Secretary Executive Program from the Institute of Company Secretaries of India, he joined the Company as a Management Trainee in April 2015. After a brief sabbatical break for higher studies - Masters in Finance and Management from Cranfield School of Management, Cranfield University, United Kingdom, he re-joined the Company in 2018. Since then, he has shouldered the responsibilities of Project Accounting for over a year and half, which includes accounting of all project-related expenses, cash flow management and Capitalization of Assets. While also being an Executive Assistant to the MD, where he was assisting the MD in functional areas such as corporate affairs, materials management, commercial management, finance, administration, and general management allowing him to look into finer aspects of leadership. He served as Director (Corporate) after which he was elevated to the position of Managing Director of the Company in June 2020. Since then, he has led the team to drive optimisation of performance/ operations, ensure projects' commissioning, strategise marketing of products, enhance outreach to all the stakeholders and plan organisational growth/sustainability strategies.

Strong Parentage



S. S. RAO
INDEPENDENT DIRECTOR

He holds a Bachelor's degree in Electrical Engineering, a Master's degree in Business Administration and is also a Fellow of the Institution of Engineers (India). Former Joint Managing Director and CEO of JSW Energy Limited and Former Group Executive President and Business Head of Aditya Birla Group, S. S. Rao has over 45 years of experience in professionally managed, state-owned, joint-venture with multi-national and private sector power companies. He also holds directorship in NCC Infrastructure Holdings Limited, NCC Urban Infrastructure Limited, JSW Energy Limited, JSW IP Holdings Private Limited and Barmer Lignite Mining Company Limited.



G.P. KUNDARGI
INDEPENDENT DIRECTOR

G.P. Kundargi graduated in B. Sc. (Chemistry) from Karnatak University in 1976, and completed his post-graduation in M. Tech (Mineral Processing) in 1979. He is the former Chairman and Managing Director of MOIL Limited (formerly Manganese Ore India Limited), with expertise in metal mining (both opencast and underground), mineral processing and beneficiation. He is also on the Board of Nava Bharat Ventures Limited.



LATHA PILLAI
INDEPENDENT DIRECTOR

Dr. Latha Pillai is an educational administrator with more than three decades of experience in higher education. Her areas of professional interest include quality assessment and evaluation, promotion of women in governance and academic leadership. Dr. Latha Pillai was associated with NAAC between 1994 and 2019 and has made significant contributions to institution building. She is the recipient of Endeavour Australia Cheung Kong Research Fellowship by the Australian Government, Monash University, Melbourne, Australia; USIA International Visitors Programme, USA; International Resident Fellow, University of Calgary, Canada and Jawaharlal Nehru Birth Centenary Award for 2012 instituted by the Indian Science Congress Association. She has been nominated to various Committees of UGC, MHRD, FICCI, and CII, to name a few.



JAGDISH RAO KOTE
INDEPENDENT DIRECTOR

Jagdish Rao, graduated in B. Tech (Electronics and Communications) from Mysore University. He is also the recipient of the Kirloskar Memorial Award for being an outstanding student. He completed his post-graduation in M. Tech (Industrial Electronics). He is also a Fellow member of the Institute of Cost and Management Accountants of India. He is presently pursuing his Doctoral studies in Power systems under VTU. He is a result-oriented technocrat with over 36 years of industrial and techno-managerial experience in the areas of Strategy Planning, Project Management, Embedded Systems Design Engineering and Electronic Designs. He is currently associated as a professor at a reputed college of engineering in Bengaluru.



H.L. SHAH
DIRECTOR

H. L. Shah graduated in 1974 from N. M. College of Commerce & Economics, Mumbai. Qualified as a Chartered Accountant in 1980 and is an associate member of ICAEW. Mr. H. L. Shah has a rich experience of 38 years with A. F. Ferguson & Co. / Deloitte India, of which he has served 30 years as a Partner. He joined the Firm in September 1981 and retired on 31 March 2019. During this period, he has gained all-round experience in managing all aspects of professional practice. He possesses vast experience in the Audit and Assurance function. He has served Indian and Multinational clients and has exposure to Euro Issues, Indian Public Offerings, due diligence, Corporate Governance, etc.



MD. ABDUL SALEEM
DIRECTOR (MINES)

Saleem holds Bachelor's Degree in Commerce (B. Com) and Bachelor's Degree in Law (LLB). He is also a Fellow Member of the Institute of Company Secretaries of India. He has been with the Company since 2005. Being a Company Secretary and a law graduate, he has had the opportunity of handling secretarial functions of listed companies, handling legal matters, appearing before various authorities, judicial and quasi-judicial forums and assisting very senior and eminent advocates. In addition, he has acted as a nominee director for SMIORE on the board of few companies and contributed to their revival. He has spent over 21 years in managerial positions at the Board level. He has been appointed as Director (Mines) in the Company w.e.f. 1 April 2020.

05

Financial Review

SLIDE 25

Profit and Loss

SLIDE 27

Cash Flows

SLIDE 26

Balance Sheet

SLIDE 28

Ratios

Profit & Loss Summary

| PARTICULARS (₹ IN CRORE) | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 |
|--------------------------------|---------------|---------------|---------------|---------------|---------------|-----------------|
| Revenue from Operations | 422.23 | 612.39 | 702.15 | 591.60 | 746.59 | 2,248.74 |
| Total Income | 427.31 | 623.49 | 720.23 | 597.26 | 764.36 | 2,283.97 |
| Operating Expenses | 333.36 | 446.61 | 486.79 | 396.29 | 474.96 | 1,274.61 |
| EBITDA (excl. OI) | 88.87 | 165.78 | 215.36 | 195.31 | 271.63 | 974.13 |
| EBITDA % | 21% | 27% | 31% | 33% | 36% | 43% |
| Finance Cost | 7.24 | 4.94 | 6.39 | 6.72 | 13.06 | 38.43 |
| Depreciation & Amortization | 7.04 | 7.42 | 7.93 | 19.46 | 26.81 | 55.61 |
| PBT | 79.67 | 164.52 | 219.12 | 174.79 | 249.53 | 915.32 |
| PAT | 50.27 | 106.52 | 142.42 | 147.39 | 153.93 | 675.11 |

Note – restatement of financials on account of merger of subsidiary w.e.f April 1, 2019.

~40%

CAGR

Revenue from Operations
CAGR between FY17-22

~61%

CAGR

Operating Profits CAGR
between FY17-22

~68%

CAGR

Profits after Tax CAGR
between FY17-22

Balance Sheet Summary

| PARTICULARS (₹ IN CRORE) | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 |
|---|---------------|---------------|---------------|-----------------|----------------|----------------|
| Shareholders' Funds | 417.55 | 529.71 | 665.92 | 839.69 | 993.11 | 1659.22 |
| Non Current Liabilities | 19.55 | 4.56 | 6.24 | 344.96 | 358.58 | 280.89 |
| Long Term Borrowings | 0.00 | 0.00 | 0.00 | 331.22 | 308.35 | 252.33 |
| Current Liabilities | 118.93 | 122.69 | 154.63 | 277.31 | 372.18 | 761.49 |
| Short Term Borrowings | 0.00 | 0.00 | 0.00 | 68.64 | 55.76 | 56.03 |
| Trade Payables | 32.38 | 51.90 | 78.82 | 80.40 | 222.35 | 569.62 |
| Total Equity and Liabilities | 556.03 | 656.96 | 826.79 | 1,461.96 | 1723.87 | 2701.60 |
| Non Current Assets | 322.04 | 345.91 | 596.43 | 983.94 | 975.81 | 978.48 |
| Net Block (Excluding ROU [^]) | 82.73 | 122.77 | 125.10 | 297.26 | 803.31 | 842.69 |
| Capital Work-in-Progress | 2.83 | 11.86 | 202.06 | 557.18 | 82.25 | 42.32 |
| Current Assets | 233.99 | 311.05 | 230.36 | 478.02 | 748.06 | 1723.12 |
| Inventories | 88.66 | 87.06 | 64.79 | 161.62 | 156.98 | 311.29 |
| Trade Receivables | 6.31 | 4.26 | 20.87 | 30.80 | 76.43 | 202.94 |
| Cash & Bank Balances | 20.55 | 18.78 | 22.69 | 34.22 | 131.27 | 739.21 |
| Total Assets | 556.03 | 656.96 | 826.79 | 1,461.96 | 1723.87 | 2701.60 |

Note – restatement of financials on account of merger of subsidiary w.e.f April 1, 2019. | [^] Right-of-use assets

~4X

Increase in equity base
between FY17 to FY22

~10X

Increase in net block
between FY17 to FY22

0.19

Gross Debt to Equity,
supported by surplus cash
equivalents and strong
cash flows

Cash Flows Summary

| PARTICULARS (₹ IN CRORE) | FY17 | FY18 | FY19 | FY20 | FY21 | FY22 |
|---------------------------------------|--------------|---------------|---------------|----------------|---------------|---------------|
| Cash from Operating Activities | 80.53 | 122.01 | 160.09 | (13.30) | 340.02 | 873.06 |
| Cash from Investing Activities | (68.46) | (105.69) | (144.00) | (370.37) | (249.26) | (792.73) |
| Cash from Financing Activities | (12.47) | (13.38) | (12.19) | 377.68 | (58.26) | (105.90) |
| Net Cash Flow | (0.40) | 2.94 | 3.90 | (5.99) | 32.50 | (25.57) |
| Cash at the Beginning of Year | 16.25 | 15.85 | 18.79 | 40.22 | 34.23 | 66.73 |
| Cash at the End of Year | 15.85 | 18.79 | 22.69 | 34.23 | 66.73 | 41.16 |

Consistently generated Operating Cash Flows reinvested for increasing scale of operations.

₹1,562 Crore

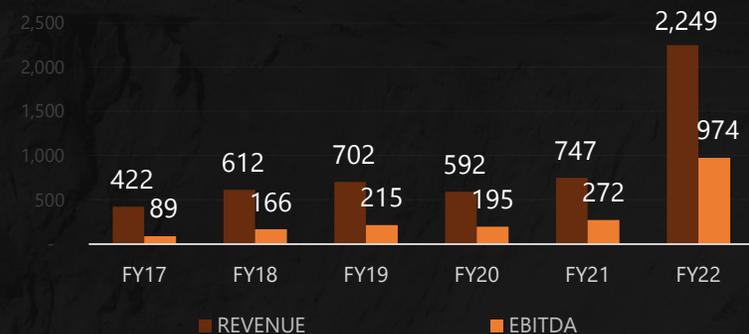
Cumulative cash flow generated from operating activities between FY17 to FY22

Note – restatement of financials on account of merger of subsidiary w.e.f April 1, 2019.

Ratios

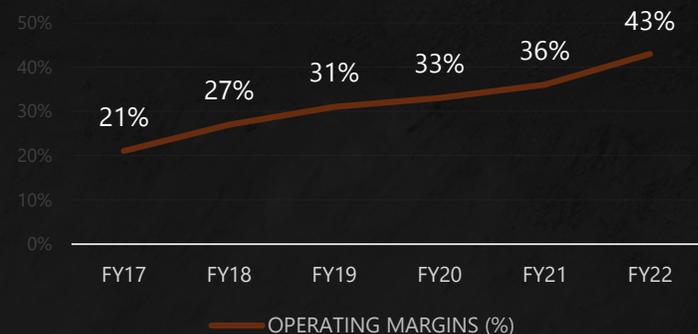
REVENUE, EBITDA (excl. OI)

(₹ IN CRORE)



OPERATING MARGINS

(IN %)



ROCE, CAPITAL EMPLOYED

(IN % & ₹ IN CRORE)



ROE, EQUITY

(IN % & ₹ IN CRORE)



GROSS DEBT TO EQUITY

(IN TIMES)



06

Q4FY22 Performance Highlights

SLIDE 30

Q4FY22 Operational Highlights

SLIDE 31

Q4FY22 Segment Highlights

SLIDE 32

Q4FY22 Financial Highlights

SLIDE 33

Management Commentary

SLIDE 34

Corporate Information

Q4FY22 Operational Highlights

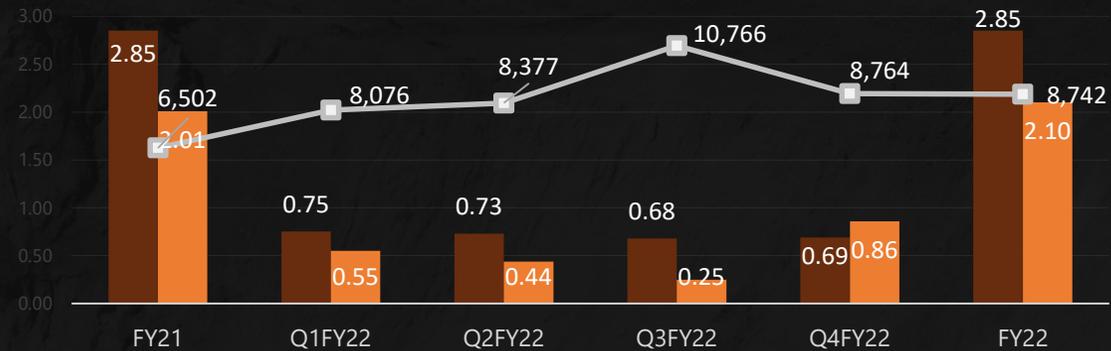
FIRING ON ALL CYLINDERS

| MANGANESE ORE | IRON ORE | FERROALLOYS | COKE |
|--|--|--|---|
|  |  |  |  |
| <ul style="list-style-type: none"> 0.69 Lakh Tonne Production Optimum Capacity Utilization | <ul style="list-style-type: none"> 3.50 Lakh Tonne Production Full Capacity Utilization | <ul style="list-style-type: none"> 12,546 Tonne Production Full Capacity Utilization | <ul style="list-style-type: none"> 0.85* Lakh Tonne Production Full Capacity Utilization <p><small>*excluding contract manufacturing production of 0.32 Lakh tonnes</small></p> |
| <ul style="list-style-type: none"> 0.86 Lakh Tonne Sales +66% Y-o-Y Sales Volume 245% Q-o-Q Sales Volume ₹8,764/- Tonne Avg. Realization (19%) Change in Realizations Q-o-Q | <ul style="list-style-type: none"> 4.98 Lakh Tonne Sales +45% Y-o-Y Sales Volume +72% Q-o-Q Sales Volume ₹3,268/- Tonne Avg. Realization (12%) Change in Realizations Q-o-Q | <ul style="list-style-type: none"> 15,174 Tonne Sales 71% Y-o-Y Sales Volume 29% Q-o-Q Sales Volume ₹93,885/- Tonne Avg. Realization +2% Change in Realizations Q-o-Q | <ul style="list-style-type: none"> 0.83 Lakh Tonne Sales 81% Y-o-Y Sales Volume 21% Q-o-Q Sales Volume ₹39,272/- Tonne Avg. Realization[#] +12% Change in Realizations Q-o-Q <p><small>[#]excluding conversion & screening income for contract manufacturing of 0.32 Lakh tonnes during the quarter.</small></p> |
| Decrease in realizations and significant increase in sales volume | Decrease in realizations and significant increase in sales volume | Slightly improved realizations, and significant increase in sales volume | Improved realization, with significant increase in volume |

Q4FY22 Segment Highlights

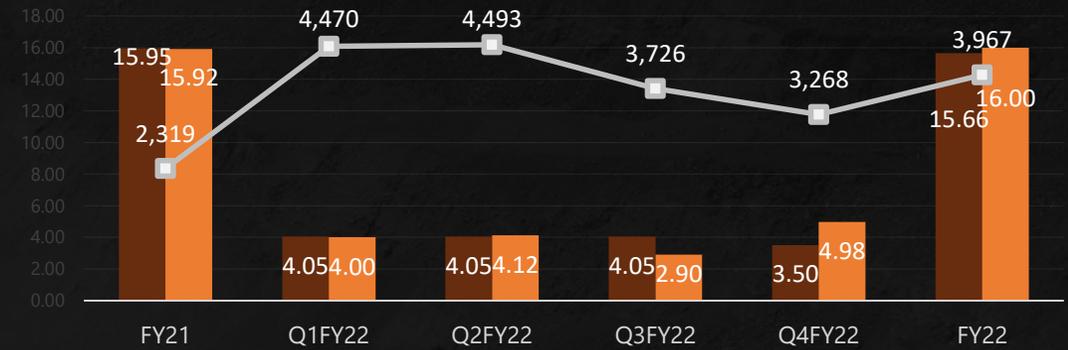
MANGANESE ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



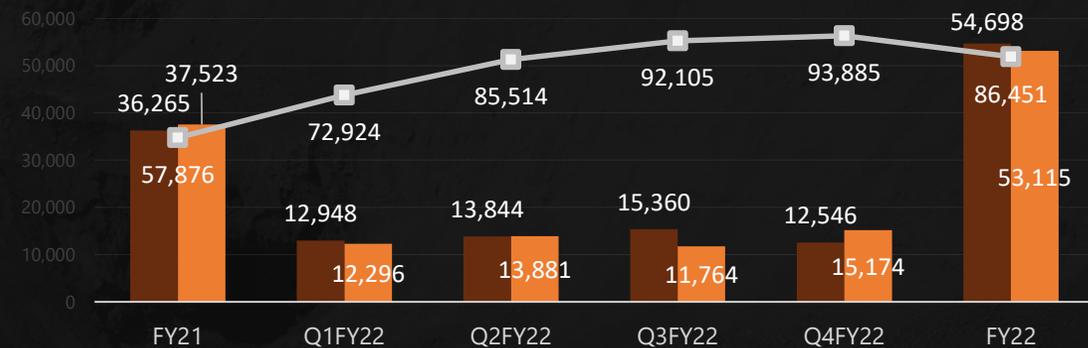
IRON ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



FERROALLOYS OPERATIONAL PERFORMANCE

(Tonnes & ₹/Tonne)



Production Sales Realisations

COKE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



Note – Coke Oven has completed first full-year of operations in FY22, hence not comparable to previous year.

Q4FY22 Financial Highlights

FIRING ON ALL CYLINDERS

| (₹ in Crore) | Revenue from Operations | EBITDA (excluding OI) | PAT | Capital Structure |
|---------------------------------------|-------------------------|--------------------------|------------|------------------------------------|
| | 716 | 222 | 236 | 1,659 Shareholders funds |
| Growth (YoY) | 100% | 65% | 232% | |
| Growth (QoQ) | 46% | 16% | 116% | |
| Margin | | 31% | 33% | |
| Margins Expansion/(Contraction) (YoY) | | (665 bps) | 1,306 bps | |
| Gross Debt/Equity | | | | 0.19 |

Q4FY22 Management Commentary



BAHIRJI A. GHORPADE
MANAGING DIRECTOR

I am pleased to report that SANDUR had another strong quarter and year. Your Company reported all-time highs in Revenue from Operations, Profit after Taxes, and Shareholders' Funds. In addition, a global commodity upcycle has aided our financial performance in FY22, as we witnessed higher realisations across the board. Nonetheless, I would like to emphasise aspects such as operational performance, newly formulated CAPEX plans, and the Company's overall direction.

Operational Performance

We concluded our first year of Coke Oven & WHRB operations, and the results have been exceedingly positive. Our Coke Oven plant ran at full capacity throughout the year and the energy generated from this facility has contributed tremendously to our Ferroalloys operations, allowing us to fully capture the upcycle in the Ferroalloys market last year. Furthermore, mining operations have been running smoothly, and progress is being made on their expansion as we filed an amended TOR with the respective authorities. We are currently awaiting a date for the proposed expansion's public hearing proceedings.

Phase 2 CAPEX

SANDUR has announced a few expansion projects that are currently in the works. I'm pleased to state that we have carried out the ground breaking of our Hot Metal and DI Pipe project after receiving the necessary approvals from the authorities. Furthermore, the Company has announced two new projects i.e. pellet plant facility to extract more value from our ore, and a renewable power facility to fulfil our rising ferroalloys power requirements.

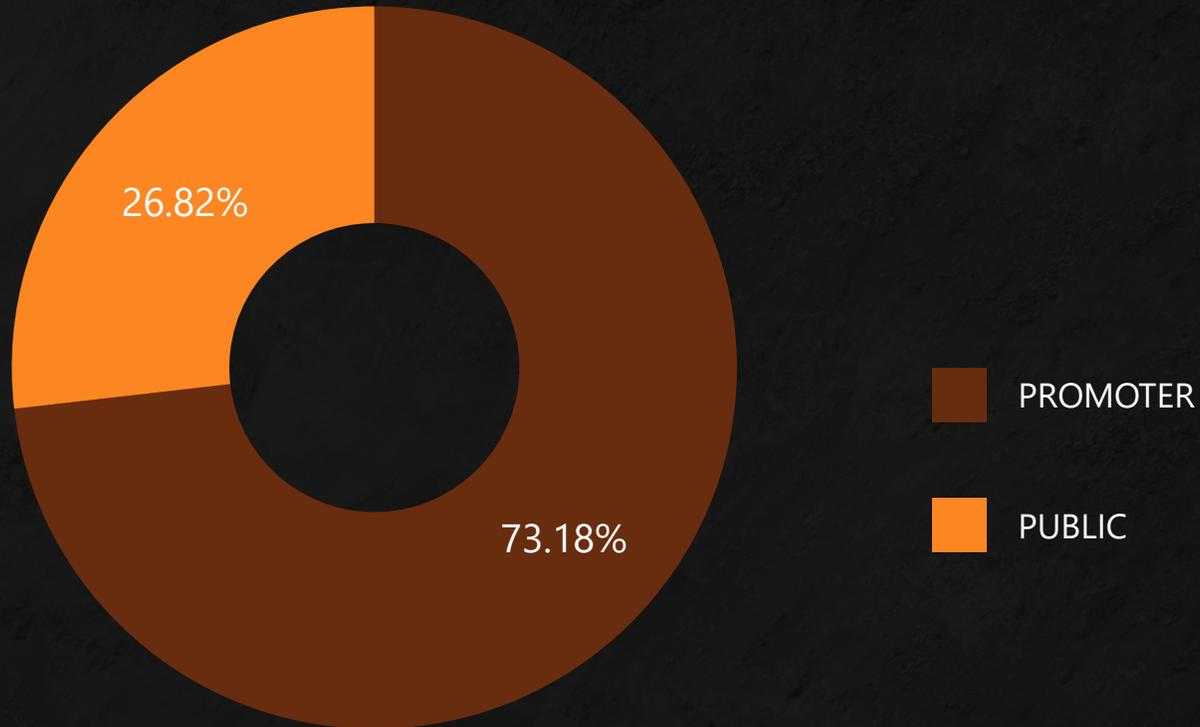
Future Outlook

Your company is progressing toward its long-term goal of producing value-added products through an integrated setup. Short-term performance in our line of business is influenced by commodity price fluctuations; nevertheless, our long-term focus remains on judiciously investing the cash flows generated from our existing operations in integrated facilities that allow us to capture maximum value.

Corporate Information

SHAREHOLDING SUMMARY

(IN %)

Shareholding Data as on 31st March, 2022

| | |
|----------------------|---------------|
| Current Market Price | ₹3,576 |
|----------------------|---------------|

| | |
|------------------|---------------------|
| 52 Week High/Low | ₹5,075/1,405 |
|------------------|---------------------|

| | |
|-----------------------|------------------|
| Market Capitalization | ₹3,220 Cr |
|-----------------------|------------------|

| | |
|--------------------|----------------|
| Shares Outstanding | 0.90 Cr |
|--------------------|----------------|

| | |
|----------------|---------------|
| BSE Scrip Code | 504918 |
|----------------|---------------|

Market Price Data as on 18th May, 2022



Get in touch

BIJAN KUMAR DASH

COMPANY SECRETARY & COMPLIANCE OFFICER
bijan.dash@sandurgroup.com / investors@sandurgroup.com

SAYAM POKHARNA

INVESTOR RELATIONS ADVISOR
TIL ADVISORS PRIVATE LIMITED
sayam@theinvestmentlab.in
+91 94266 60791

DIWAKAR PINGLE

INVESTOR RELATIONS ADVISOR
ERNST & YOUNG LLP
Diwakar.Pingle@in.ey.com

SAFE HARBOR

This document which has been prepared by The Sandur Manganese & Iron Ores Limited (the "Company", "SANDUR", "SMIORE"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This document has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Document. This Document may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Document is expressly excluded.

Certain matters discussed in this Document may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Document. The Company assumes no obligation to update any forward-looking information contained in this Document. Any forward-looking statements and projections made by third parties included in this Document are not adopted by the Company and the Company is not responsible for such third-party statements and projections.