

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

SMIORE/SEC/2023-24/17

18 May 2023

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 2023

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 2023.

The Exchange is requested to take the same on record.

Thanking you.

for The Sandur Manganese & Iron Ores Limited

BIJAN KUMAR DASH
Digitally signed by
BIJAN KUMAR DASH
Date: 2023.05.18
19:07:39 +05'30'

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

FY23

Towards an integrated future

Earnings Presentation

MAY 2023

SANDUR at a Glance

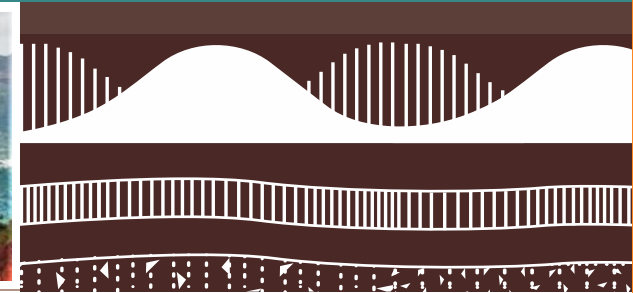
6+ decades

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



3rd Largest

Manganese ore miner in India



A/Stable

CRISIL & ICRA RATED
Robust credit rating



2,294*

SANDUR family members

CAPACITIES



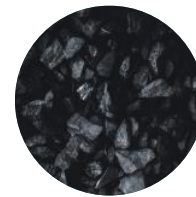
0.28 MTPA

Manganese Ore



1.60 MTPA

Iron Ore



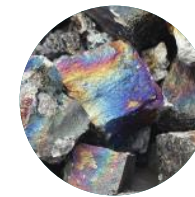
0.50 MTPA

Coke



32 MW

WHRB-based Power



95,000/

1,25,000 TPA

Ferroalloys (SiMn/ FeMn)

*As on 31 March 2023

Operational Units



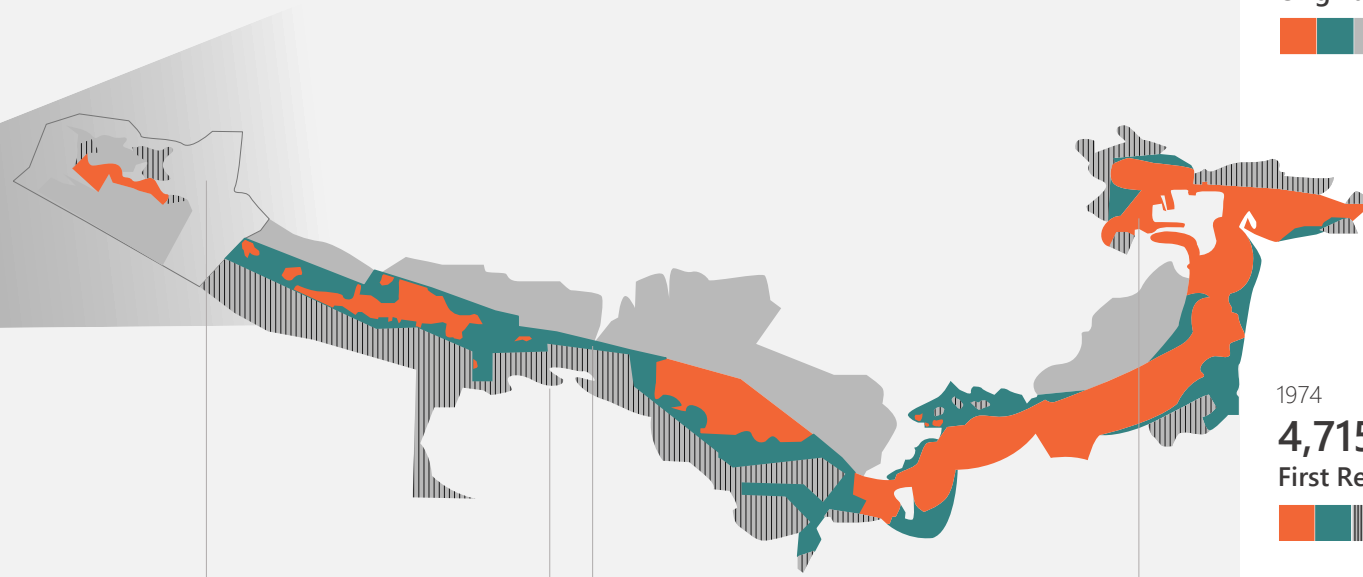
Bengaluru
Corporate
Office

Mining Leases
(Deogiri, Kammathuru,
Subbarayanahalli and Ramghad)

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

Ballari and Vijayanagara Districts,
Karnataka

SANDUR



Ramghad

Yeshwant
Nagar

SANDUR
Registered Office

Deogiri

1904
7,511 HA
Original Lease



1974
4,715 HA
First Renewal



1994
3,215 HA
Second Renewal



2014
1,999 HA
Third Renewal

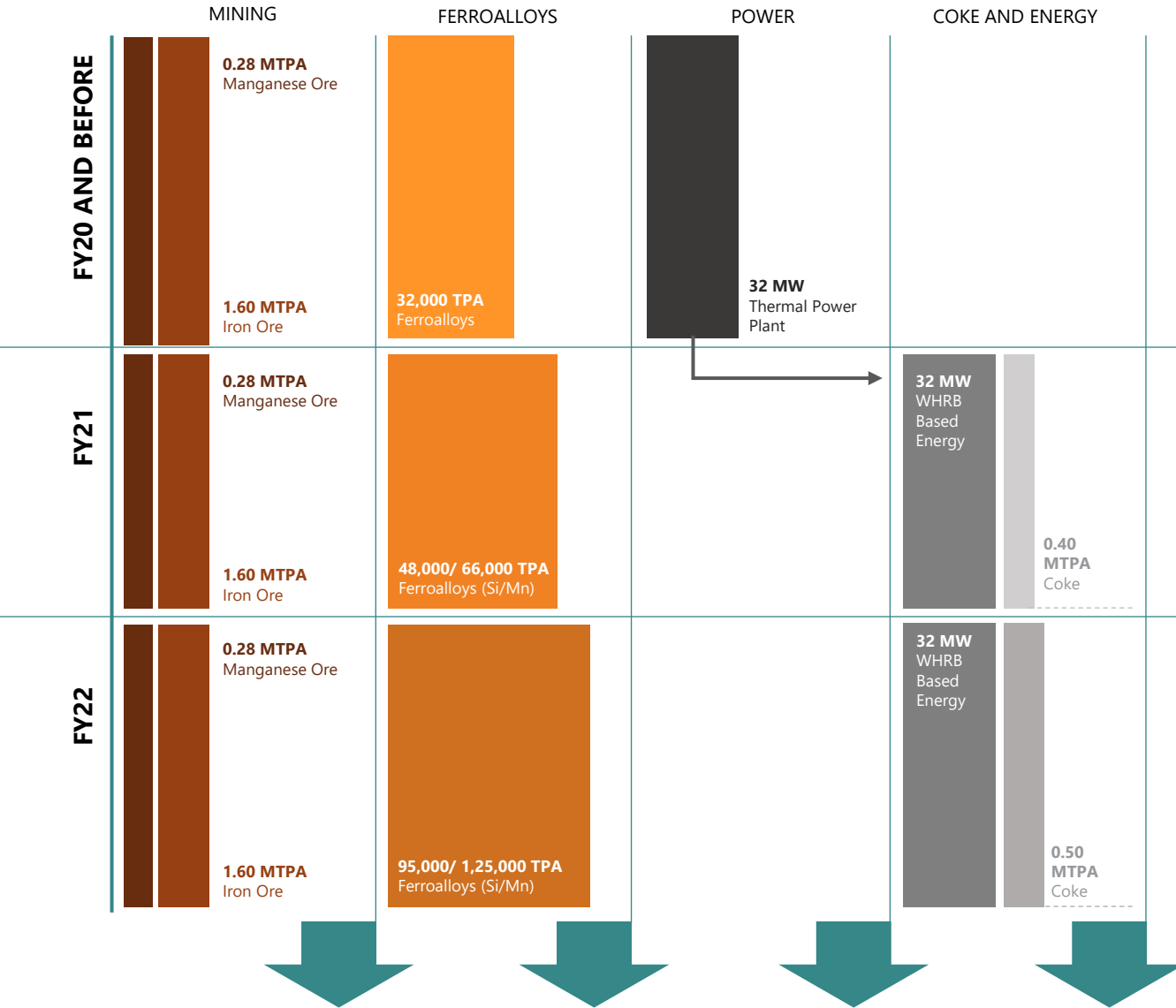


1973
Area Surrendered:
~2,800 HA

1993
Area Surrendered:
1,500 HA

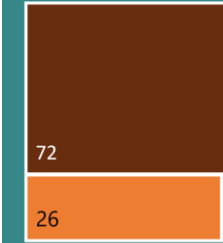
Map not to scale

Transforming Business Canvas

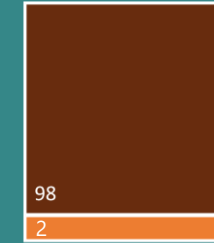


TRAITS

REVENUE CONTRIBUTION FY18-20 (%)

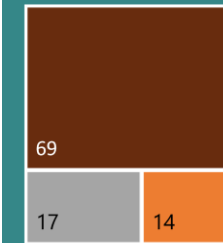


PBT CONTRIBUTION FY18-20 (%)

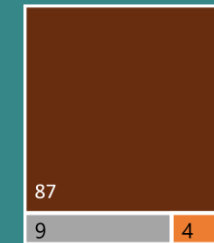


Asset light, cash generating mining operations coupled with marginally-profitable power-intensive ferroalloys operations

REVENUE CONTRIBUTION (%)

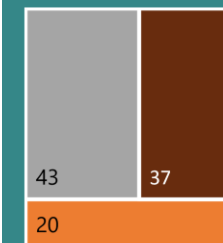


PBT CONTRIBUTION (%)

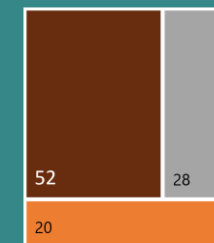


Asset light, cash generating mining operations coupled with self sustainable and profitable ferroalloys operations supported by Coke + WHRB based power generation

REVENUE CONTRIBUTION (%)



PBT CONTRIBUTION (%)



■ Mining
 ■ Ferroalloys
 ■ Coke and Energy
 ■ Others

Transforming Business Canvas (Going Forward)

	MINING	FERROALLOYS	POWER	COKE AND ENERGY
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>0.58 MTPA Manganese Ore</p> <p>4.50 MTPA Iron Ore</p> <p>7.00 MTPA Beneficiation Unit</p>	<p>SANDUR has partnered to set up a hybrid renewable power plant (42.9 MW) in a SPV which will cater to the increasing energy requirement to expand Ferroalloys operations.</p>		<p>32 MW WHRB Based Energy</p> <p>0.50 MTPA Coke</p>
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 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

TRAITS

Further expansion of mining operations planned

**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*)



FY21



FY22



FY23



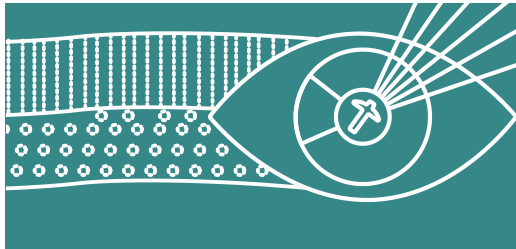
*Arithmetic Average FY18-20 | Note – PBT excludes finance costs and unallocable expenses/income

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



Awards and Recognitions

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

Other prestigious awards include **National Safety Award (Mines)** from the Government of India, prizes secured during competitions held by **Mines Safety Association Karnataka**, prizes secured during competitions held by **Mines Environment & Mineral Conservation Association**, among others.



Some of SANDUR'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

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

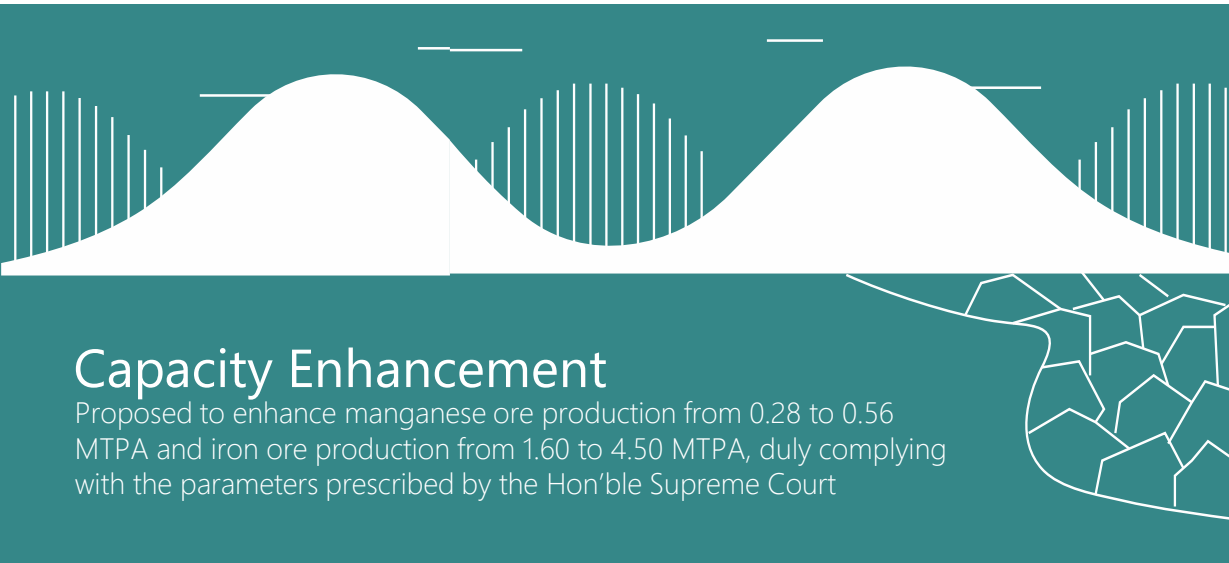
Housing Loan Subsidy

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

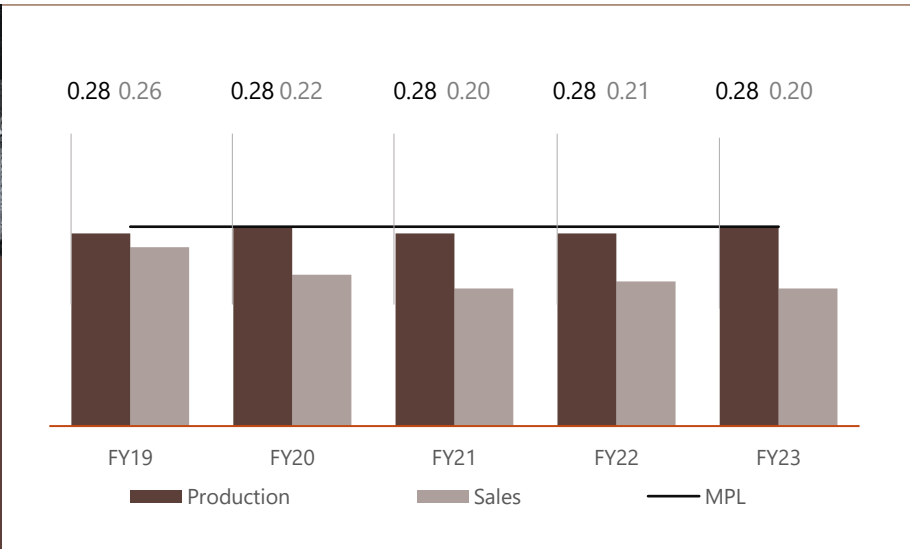


Capacity Enhancement

Proposed to enhance manganese ore production from 0.28 to 0.56 MTPA and iron ore production from 1.60 to 4.50 MTPA, duly complying with the parameters prescribed by the Hon'ble Supreme Court

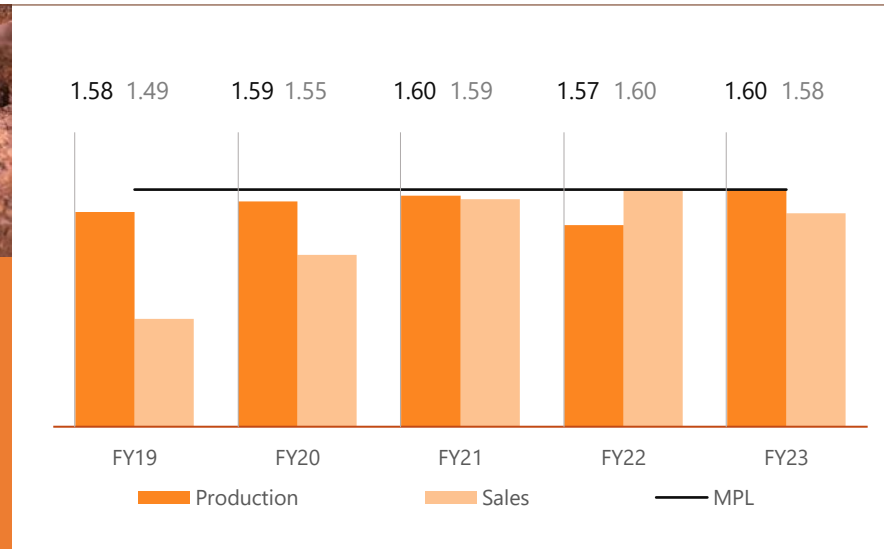
MANGANESE ORE MINING OPERATIONS
(MTPA)

0.28 MTPA



IRON ORE MINING OPERATIONS
(MTPA)

1.60 MTPA



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

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

Fully-mechanized iron ore mining contributing to higher margins

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

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

Ferroalloys - new and improved

Turned around ferroalloys operations in FY21 through feasible power generation

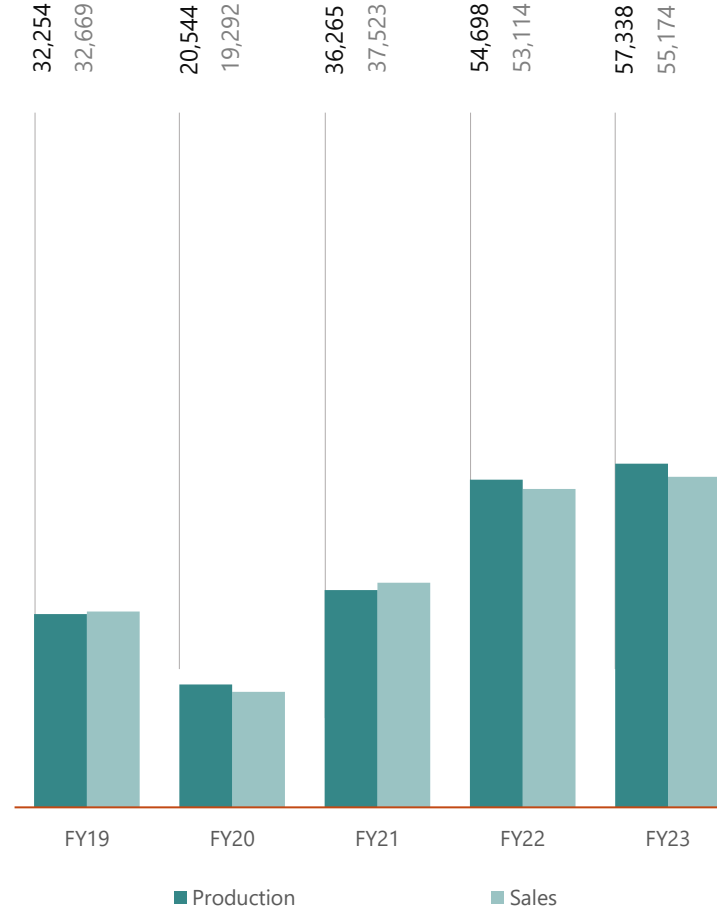
The combination of Coke Oven Plant and WHRB generates power as a by-product, thus leading to substantial savings by eliminating the need for thermal coal

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



FERROALLOYS 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.

Key products:
Silicomanganese
and Ferromanganese

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

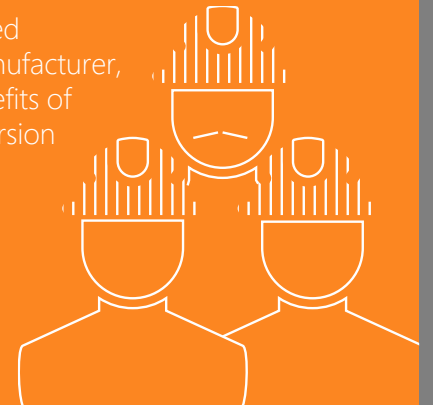


Company With a Heart,

adhering to the highest standards of corporate governance and sustainability

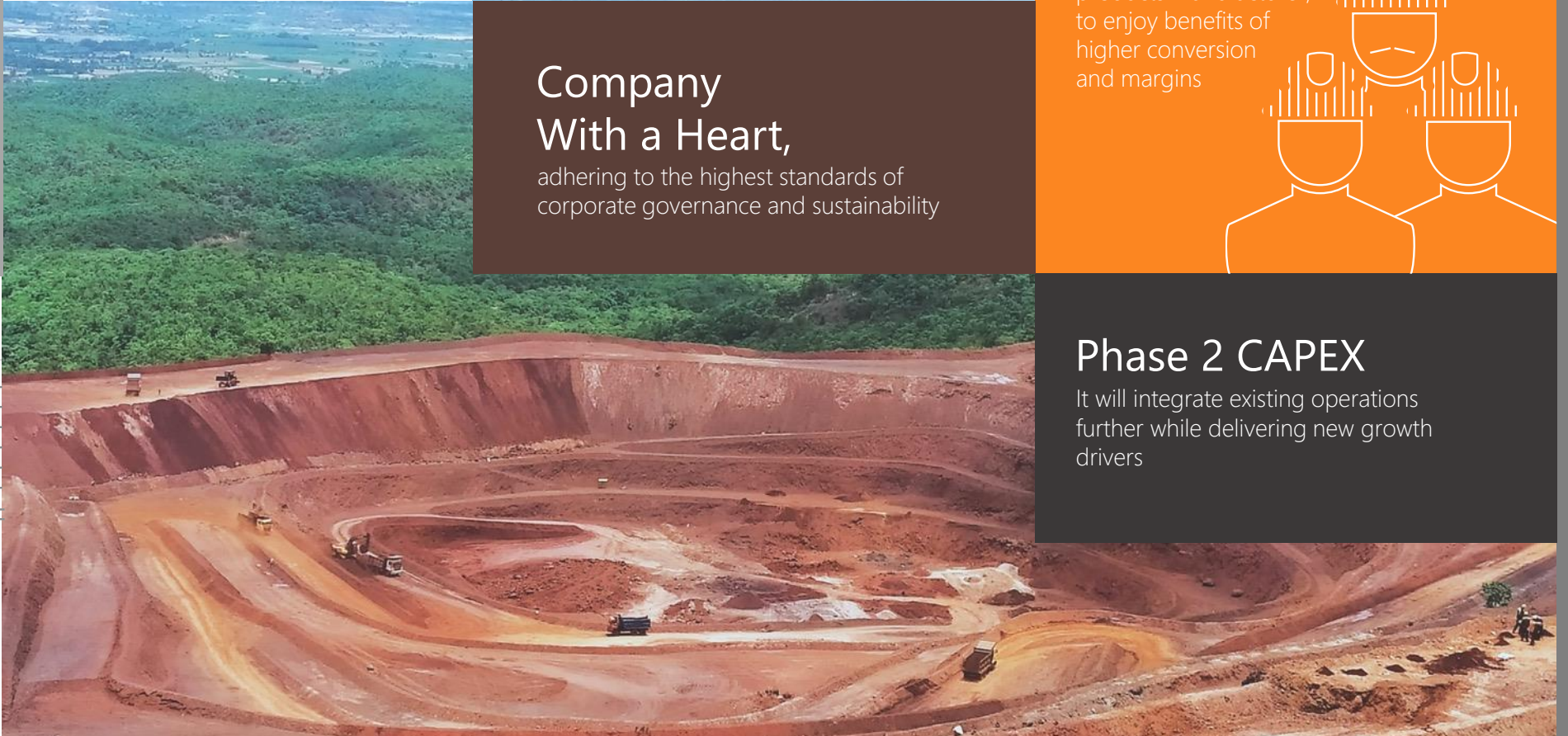
Emerging Integrated Player,

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



Phase 2 CAPEX

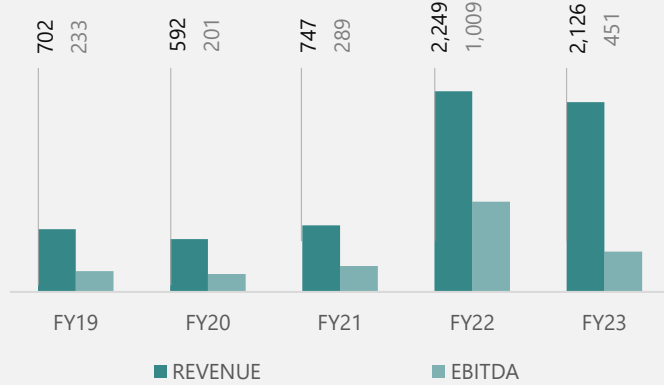
It will integrate existing operations further while delivering new growth drivers



Key Performance Indicators

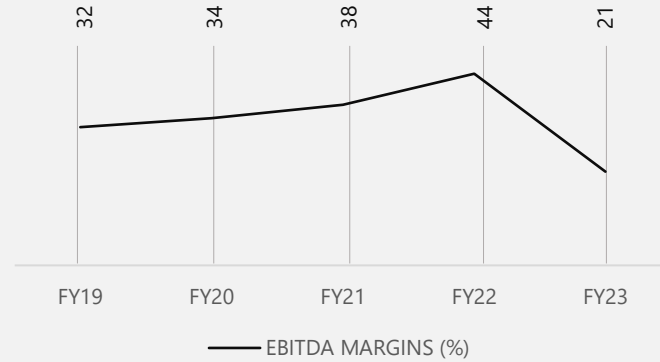
REVENUE, EBITDA

(₹ IN CRORE)



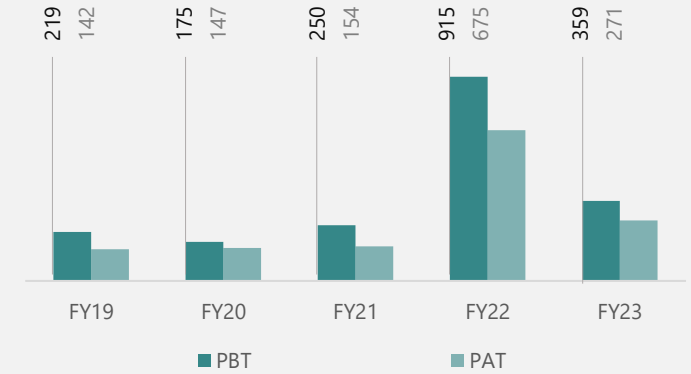
EBITDA MARGINS

(IN %)



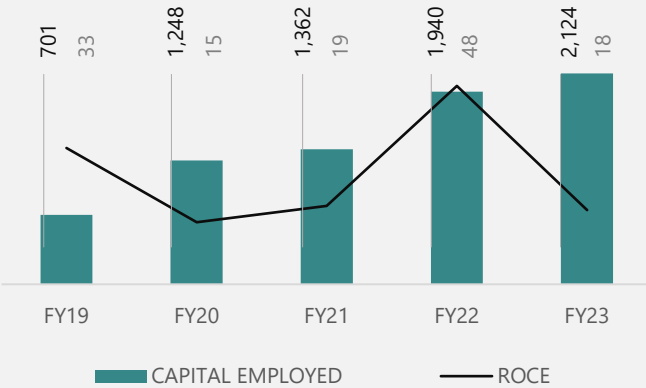
PBT & PAT

(₹ IN CRORE)



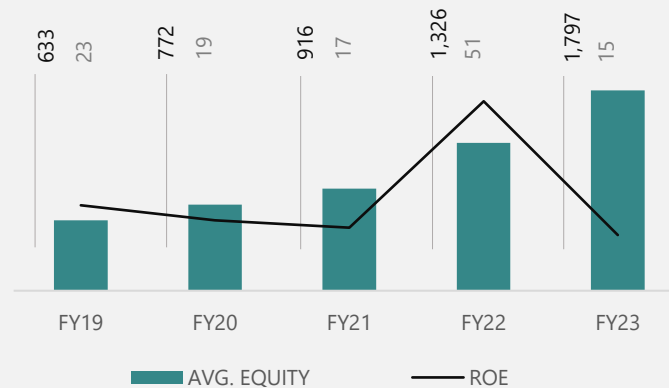
CAPITAL EMPLOYED, ROCE

(₹ IN CRORE & IN %)



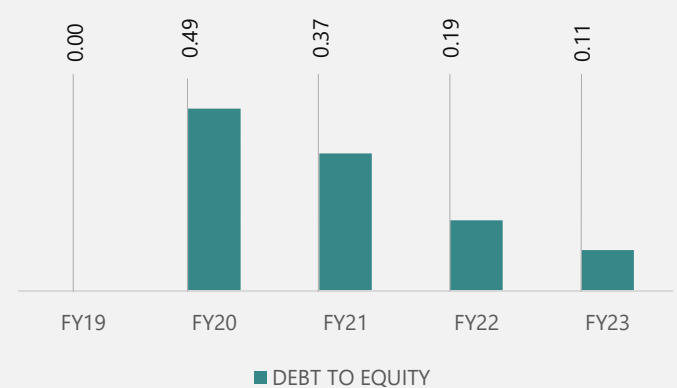
EQUITY, ROE

(₹ IN CRORE & IN %)



GROSS DEBT TO EQUITY

(IN TIMES)



Q4FY23 Operational Highlights

MANGANESE ORE



IRON ORE



FERROALLOYS



COKE



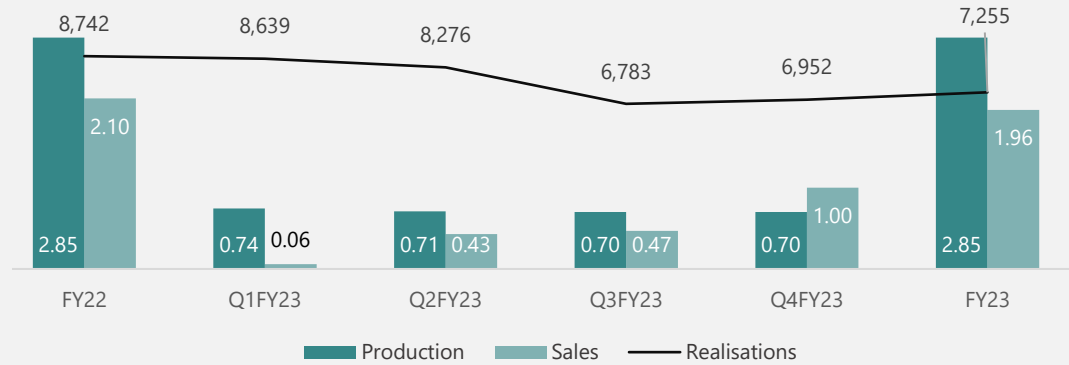
Production	0.70 Lakh Tonne	3.80 Lakh Tonne	14,371 Tonne	0.39* Lakh Tonne
Sales	1.00 Lakh Tonne	9.12 Lakh Tonne	16,606 Tonne	0.31 Lakh Tonne
YoY Sales Volume	15%	83%	9%	(63%)
QoQ Sales Volume	110%	120%	18%	(8%)
Average/Tonne Realization	₹6,952/-	₹3,132/-	₹70,670/-	₹37,269/-**
QoQ Change in Realizations	2%	30%	1%	(8%)
Realization Remarks	Marginal Increase	Significant Increase	Flattish	Marginal Decrease
Sales Volumes Remarks	Significant Increase	Significant Increase	Marginal Increase	Marginal Decrease

*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.
 **Excludes conversion & screening income under contract manufacturing of ₹15.21 Crore during the quarter.

Q4FY23 Segment Highlights

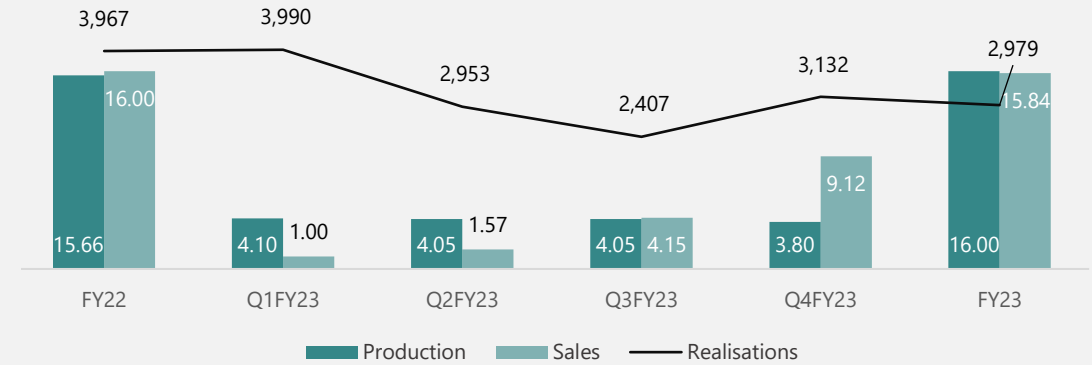
MANGANESE ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



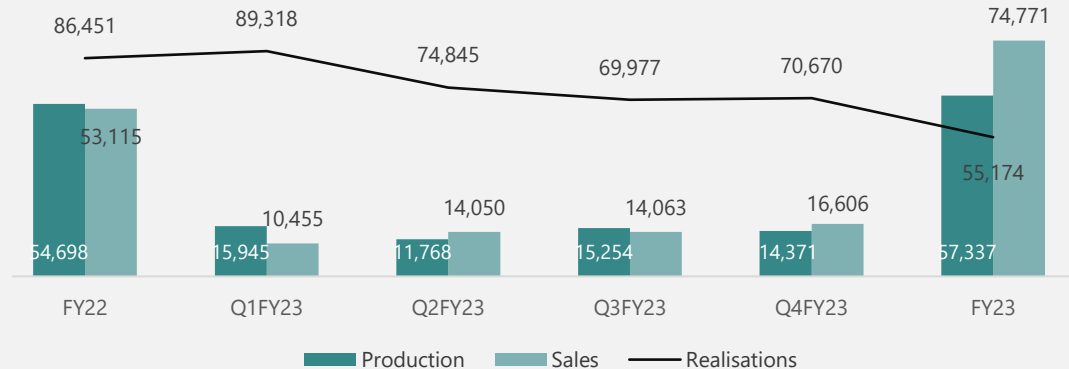
IRON ORE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



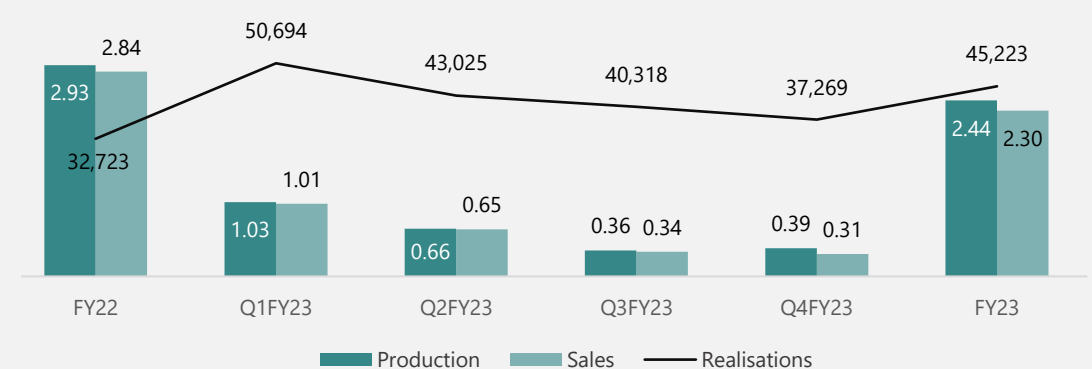
FERROALLOYS OPERATIONAL PERFORMANCE

(Tonnes & ₹/Tonne)



COKE OPERATIONAL PERFORMANCE

(Lakh Tonnes & ₹/Tonne)



*Excludes production under contract manufacturing of 0.68 Lakh tonnes during the quarter.

**Excludes conversion & screening income under contract manufacturing of ₹15.21 Crore during the quarter.

Q4FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure
Growth (YoY)	(14%)	8%	(26%)	
Growth (QoQ)	56%	220%	322%	
Margin		41%	28%	
Margins Expansion/ (Contraction) (YoY)		818 bps	(446 bps)	
Gross Debt/Equity				0.11

624

Total Income

252

EBITDA

174



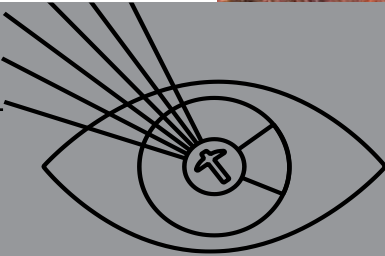
PAT

1,934

Shareholders Funds

FY23 Financial Highlights

(₹ in Crore)

	Total Income	EBITDA	PAT	Capital Structure	
Growth (YoY)	(4%)	(55%)	(60%)		 <p>2,185 Total Income</p>
Margin		21%	12%		 <p>451 EBITDA</p>
Margins Expansion/ (Contraction) (YoY)		(2,353 bps)	(1,716 bps)		<p>271 PAT</p>
Gross Debt/Equity				0.11	 <p>1,934 Shareholders Funds</p>

Management Commentary



We are well positioned to take our mining operations to the next orbit.

BAHIRJI A. GHORPADE
MANAGING DIRECTOR

Mining

As guided earlier, we have offered almost entire quantity of mined ore for the year. Thus, mining sales volumes were substantially higher in Q4FY23, especially for iron ore.

Manganese ore realisations have remained flattish during the quarter, while iron ore realisations witnessed a substantial 30% increase during the quarter in line with global pricing trends, leading to a significantly higher top line in Mining segment.

Mining Expansion

The Company is pleased to report a significant breakthrough in its mining expansion project. On 25 April 2023, the Company was granted Environmental Clearance for expansion of iron ore production from 1.60 MTPA to 4.50 MTPA along with 7.0 MTPA Beneficiation Plant and a Downhill Conveyor System. The Company expects all further approvals by Q2FY24 from respective authorities to ramp up production to the new maximum permissible limits. Once the production ramps up, we will be focussing on downstream operations i.e., beneficiation and pellets.

Ferroalloys

Ferroalloy industry continues to witness muted demand as demand in steel industry hasn't picked up yet. More specifically for our operations, we maintained our production volumes in Q4FY23, and delivered marginal volume growth in FY23. Realisations also remained flat during the quarter.

Additionally, our renewable energy project in collaboration with Renew will be commissioned in June 2023, and we expect to use that in ramping our Ferroalloys volumes in FY24.

Coke and Energy

Coking coal prices continue to remain volatile along with fluctuations in the exchange rates for the last couple of months. We have remained cautious of our exposure on this front, and accordingly optimised volumes where needed, without disturbing our Waste Heat Recovery Boiler operations.

I am also pleased to announce that the Board has recommended dividend @ ₹ 5/- per share and given concurrence for listing Company's equity shares on National Stock Exchange. We look forward to keep on delivering value to our shareholders, and build on our 7 decade journey.

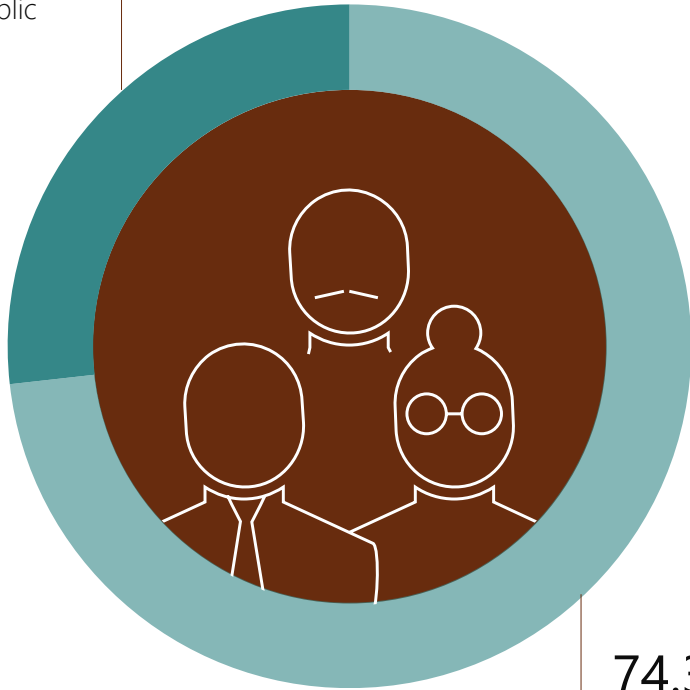
Corporate Information

SHAREHOLDING SUMMARY

(IN %)

25.63

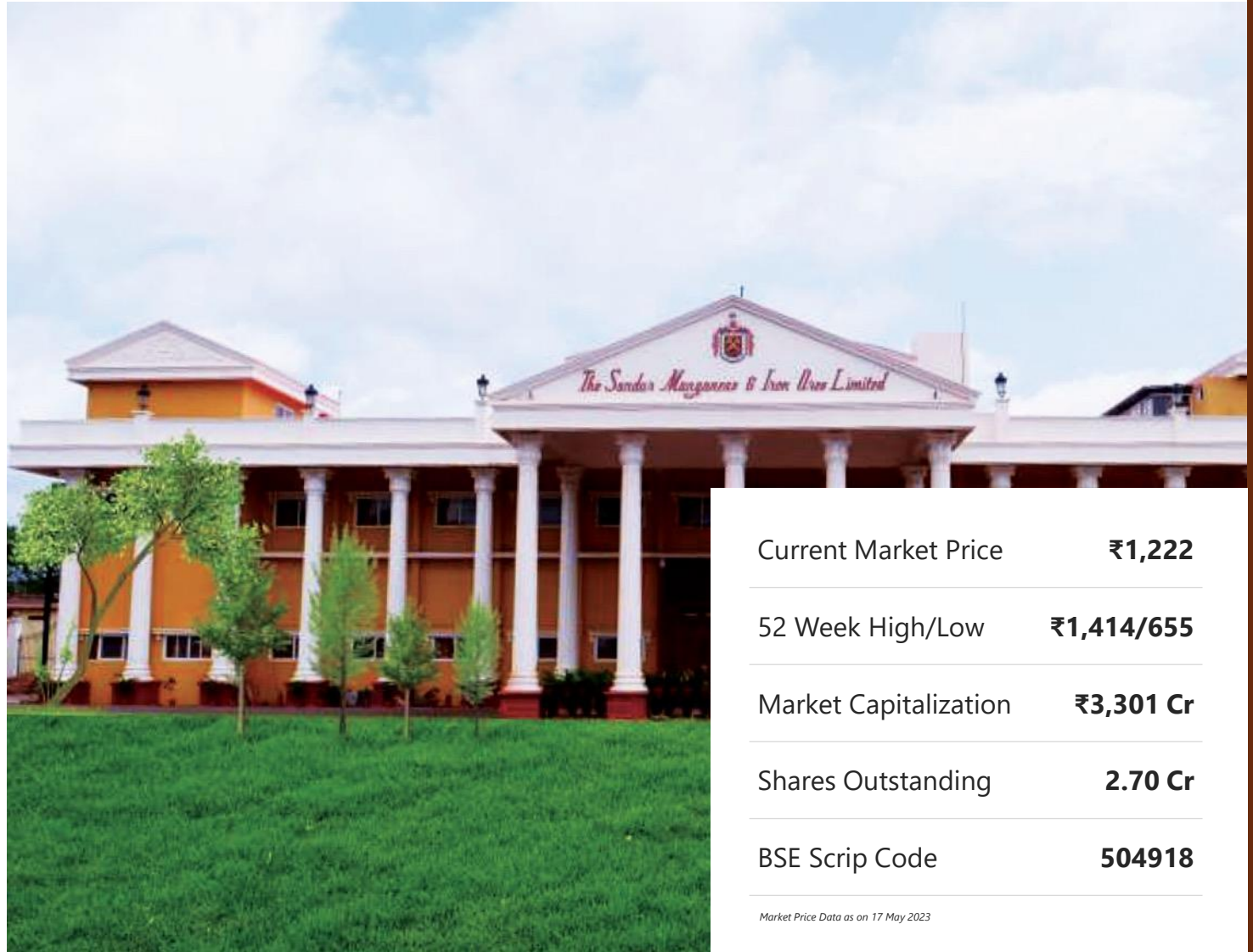
Public



74.37

Promoters

Shareholding Data as on 31 March 2022



Current Market Price **₹1,222**

52 Week High/Low **₹1,414/655**

Market Capitalization **₹3,301 Cr**

Shares Outstanding **2.70 Cr**

BSE Scrip Code **504918**

Market Price Data as on 17 May 2023

Safe Harbor

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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.



THE SANDUR MANGANESE &
IRON ORES LIMITED

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